



संवाददाता सम्मेलन

PRESS CONFERENCE

June 24, 2020 | New Delhi

Landmark Year



Leapfrogging from BS IV to BS VI in a matter of 3 years.

Landmark achieved on March 16, 2020.

Pump nozzles of all IndianOil ROs now dispensing BS VI.



Fueling the Nation.. even in Lockdown



MILLENNIUM POST, Delhi, 14.4.2020

IOC gets first shipload of oil from UAE to fill strategic reserves

NEW DELHI: India is capitalizing on low global oil prices to fill its underground strategic oil reserves, with the first shipload of 1 million barrels of crude oil from the UAE arriving at Mangalore as part of efforts to shore up supplies to meet any supply or price disruption.

While the 5.33 million tonne of emergency storage — enough to meet its oil needs for 9.5 days — was built in under-



from Saudi Arabia, the UAE and Iraq. Oil Minister Dhar-

HINDU, Delhi, 10.4.2020

IOC plans to double LPG imports as demand rises

Delivers over 3.38 cr. cylinders in 15 days



IndianOil aviation refuelling an evacuation flight for German nationals in Trivandrum. #COVID19 #IndiaFightsCorona #ProudToBeAnIOCian



IOC sets rolling its annual Op Ladakh

Sanjay.Dutta@timesgroup.com

New Delhi: Undaunted by the limitations due to the coronavirus pandemic and the lockdown, state-run IndianOil Corporation (IOC) has begun the world's largest humanitarian supply exercise to wheel 120,000 kilo litres of fuels and 3,300 tonne of LPG across mountain passes to the newly-created Union territory of Ladakh.

The annual exercise is



For the next 3-4 months, 1,000

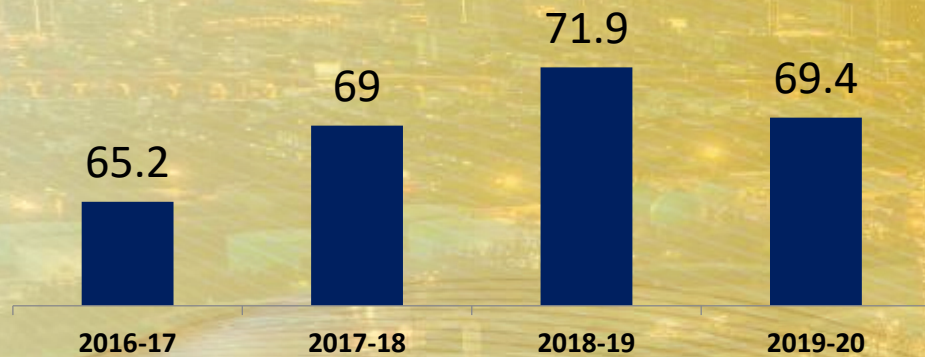
MILLENNIUM POST, Delhi, 9.4.2020

IndianOil tweaks work rules for health, safety, business continuity



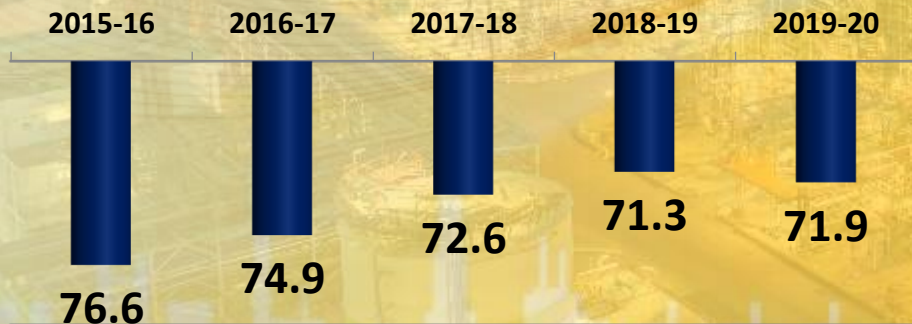
Operational Milestones - Refineries

Crude Processing (MMT)



>100% utilization based on nameplate capacity of 69.2 MMT

Energy Efficiency (MBN)



Leapfrogging
from
BS IV to BS VI

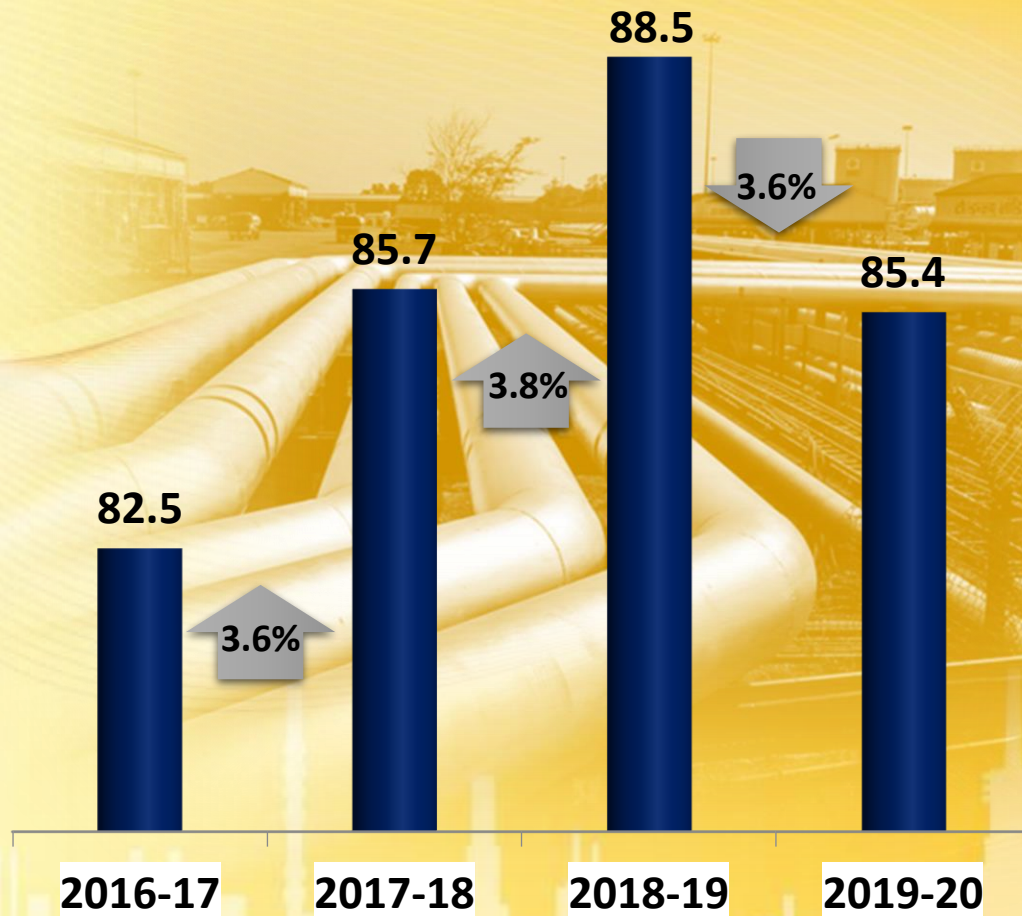
Best in class furnace
efficiencies despite
mega constructions
and revamps in
operating refineries

Mathura Refinery
adjudged as the best
performing refinery in
Asia, with Quartile-1
performance in Energy
Intensity Index (EII)
Parameter

6 new crudes
included in the
crude basket taking
the imported crude
varieties to 186

Pipeline Operations

Pipeline Throughput (MMT)



Highest ever throughput of 37.1 MMT in Product Pipelines

Crude Oil Pipelines achieved a throughput of 47.5 MMT with a capacity utilization of around 98%.

438 km of pipeline network added and the IndianOil pipeline network has reached 14670 km

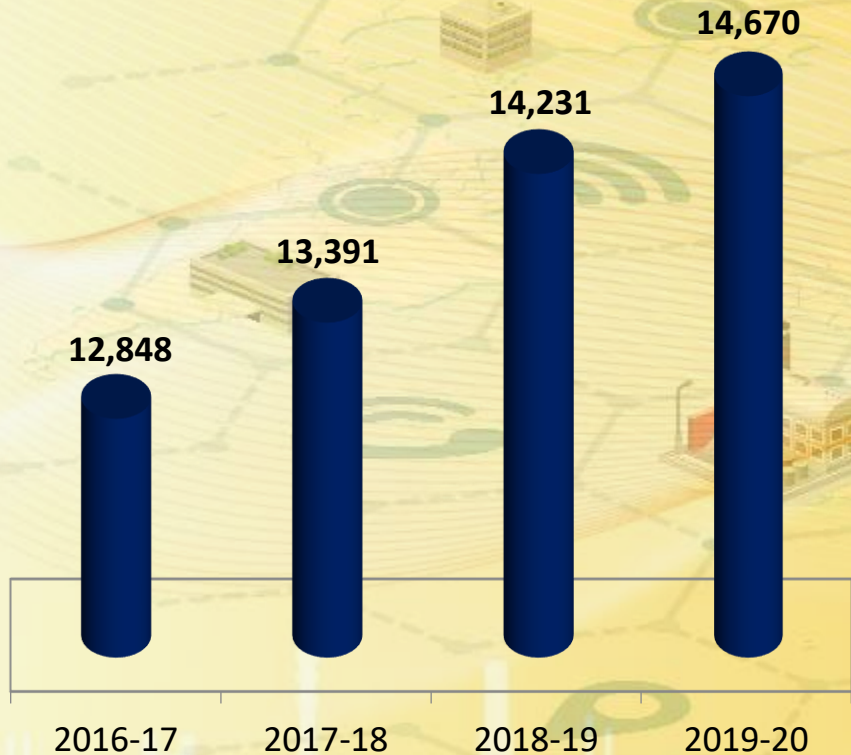
Capacity of 94.56 MMTPA (Crude Oil + Product Pipelines) and 21.69 MMSCMD (Gas Pipeline).

CGD - Work on 17 GAs awarded to IndianOil under-way

Ethanol blended MS introduced for the first time in Mathura-Bijwasan PL

Pipeline Network Expansion

Pipeline Length (km)



69 km, 2 MMT India-Nepal Motihari-Amlekhganj POL pipeline inaugurated

Pipeline, supposedly the longest LPG Pipeline globally is on track.

- Project is being executed by IHB Ltd
- 50% stake from IndianOil.

Decks cleared for Execution of the prestigious North East Gas Grid PL Project connecting all state capitals in the NE with National gas grid.

- MoP&NG has granted Viability Gap Funding of Rs.5559 Crores (60% of the total project)
- IndianOil has 20% stake in the project.



Tie-ups for Sustainable Value Chain

IndianOil
and ONGC



IndianOil
and OIL

Carbon
Capture
Utilization
and Storage
(CCUS)

CO2 assisted
Enhanced Oil
Recovery

Enhanced
Domestic Oil
production

Digitalization



**Energy
Management
System**

**AI/ML enabled
CCRU yield/
RON
Optimization
tool deployed at
Panipat**

**GeM
integration
with SAP**

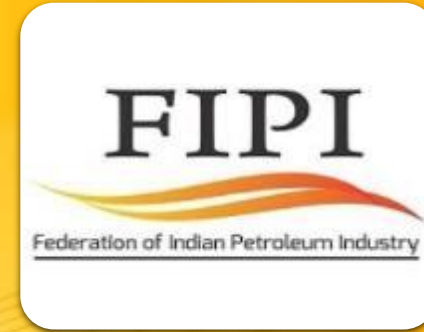
**Refinery
Production
Scheduler**

**Smart
Turnaround
Management
System for real
time monitoring
of shutdowns**



Recognised as one of the top 10 digitally empowered PSUs of the country at the 17th Infotech forum organised by VAR INDIA, India's frontline IT magazine

Awards and Accolades



Company of the Year
in Petrochemicals
Category

Refinery of the Year
- Downstream
India Excellence
Award
**by Global Refining
and Petrochemical
Congress**

**'CHT' Saksham-
2019**
Paradip &
Guwahati

**Refinery of the
Year**
- 2019 for Mathura
Refinery
by FIPI

**National Safety
Award**
- Bongaigaon
Refinery

Business Differentiators



Digitalization of operations

Application of online processes, AI/ML and new age technology in day to day working



Reliability

Readiness for un-interrupted supply of Petroleum Products even in testing times like COVID 19

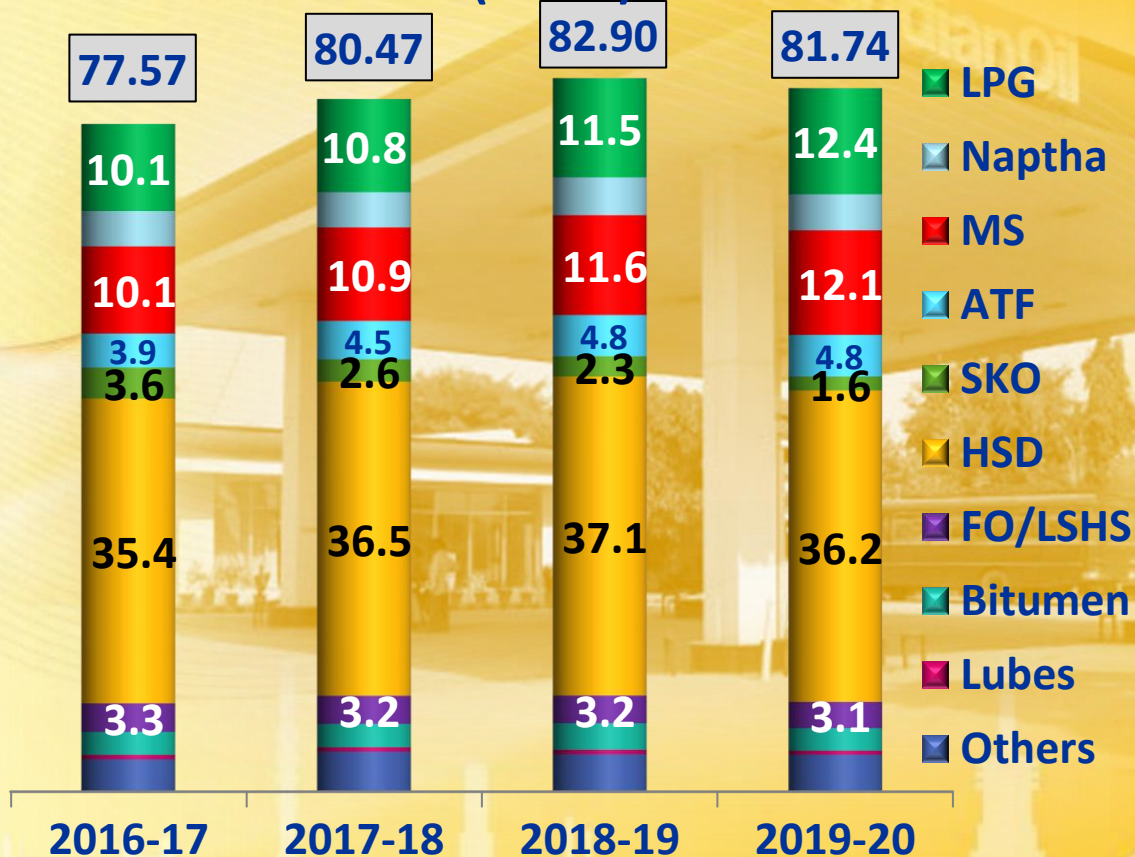


Sustainability in mind

Commitment to sustainable solutions through alternatives like renewables and CBG

Serving the Nation with Fuels and more...

Domestic POL Sales (MMT)



Led the oil marketing companies in release of 8 crore LPG connections Pradhan Mantri Ujjwala Yojana (PMUY)

- Achieved in Sept. 2019 – seven months ahead of the timeline.
- The Corporation accounted for 3.76 crore connections.



Achieved in Sept. 2019 – seven months ahead of the timeline. The Corporation accounted for 3.76 crore connections.

- LPG distributors & delivery men



Focus on Energy Solutions



IMO 2020

First Company in India to offer IMO compliant marine fuel



Winter Grade Diesel

Production of BS VI Compliant Winter Grade HSD at Panipat with -33° pour point for areas like Ladakh



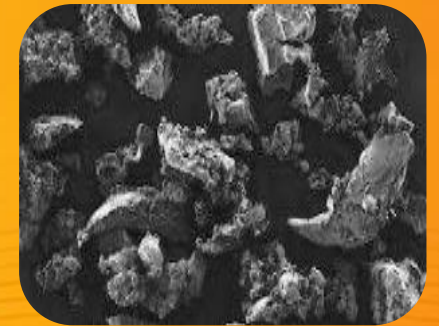
High Flash Diesel

1st Batch of NATO Grade High Flash HSD supplied from Paradip to Indian Navy



Ethanol Blended MS

Ethanol Blended MS from Mathura Refinery



Special Products

Crumb Rubber Modified Bitumen from Digboi

Making its way through the Covid-19 Lockdown



**PM CARES
Fund**

**Rs. 225 crore
contribution from
the Corporation**



**Medical
Insurance**

**To include any
COVID-19 related
ailment for LPG
delivery boys, truck
drivers, etc.,**



Term Cover

**ex-gratia Covid-19
insurance cover of
Rs. 5 lakhs for
extended workforce
in case of a COVID-
19 related casualty**



**Supply
Readiness**

**Robust plans for POL
movement and
stock-ups at
upcountry locations**

Beyond Oil



Value Creation in Petrochemicals

More than 115 OEM approvals

Symbol of Excellence In Plastics & Polymer Industries

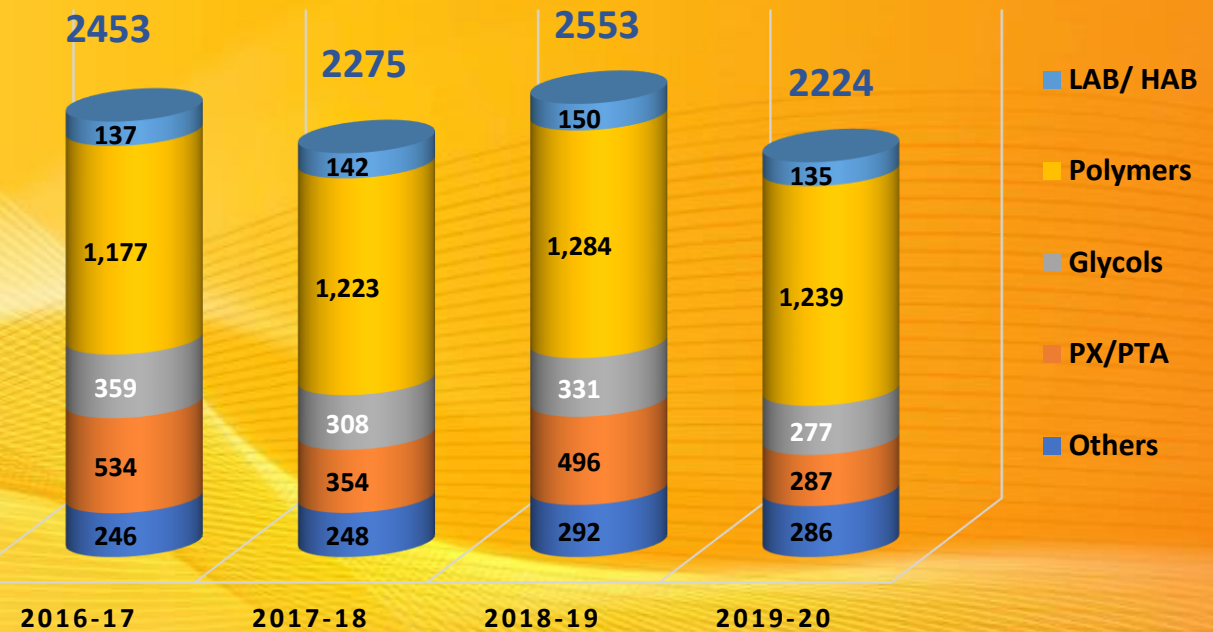
More than 20 import substitute grades

Product Application Development Center (PADC) at Paradip is now Department of Scientific and Industrial Research (DSIR) approved R&D

Preferred Supplier to HUL, ITC, Tupperware, Samsonite etc

End to end logistics solution through coastal route implemented to evacuate PP from Paradip plant

DOMESTIC PETCHEM SALES (TMT)

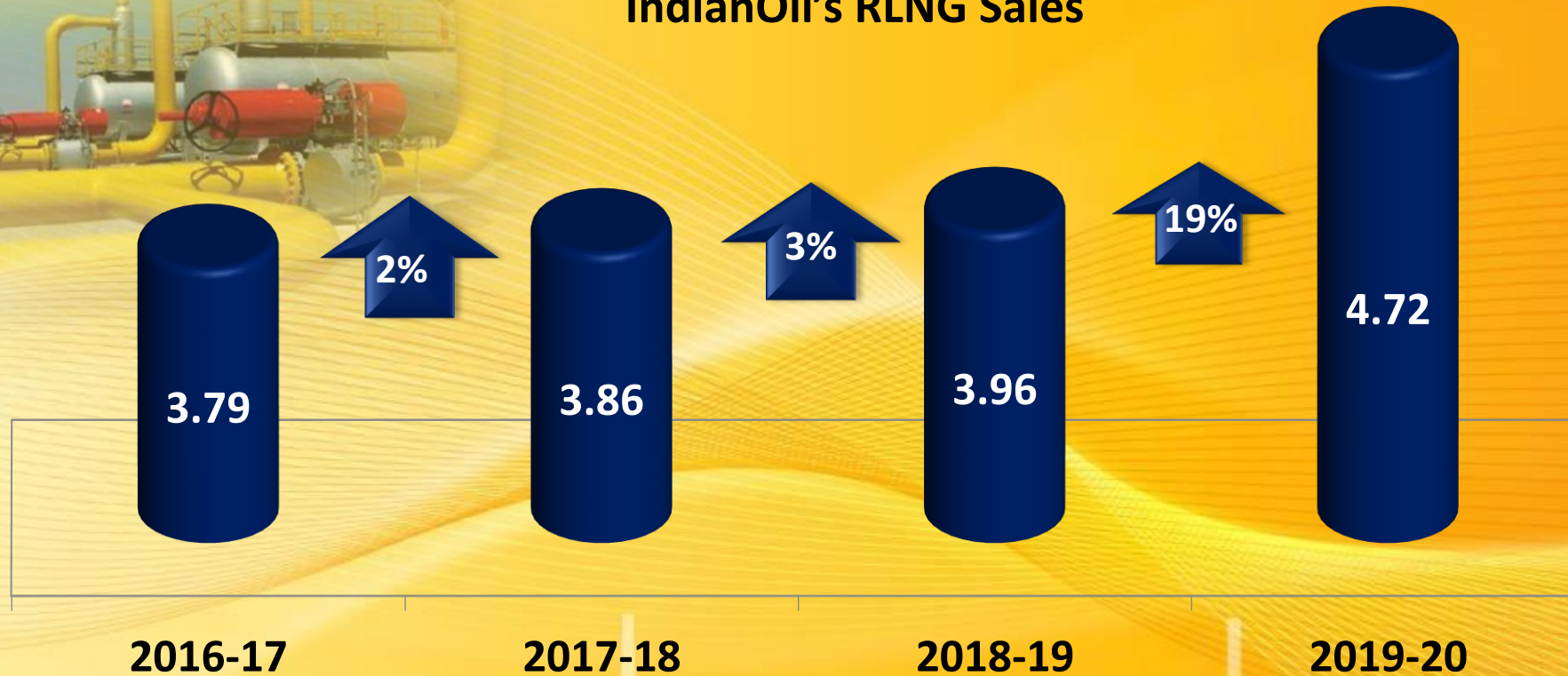


Gas Business



Data in MMT

IndianOil's RLNG Sales



Note: Includes Internal Consumption

A staggering 19% Growth in R-LNG Portfolio

Gas Infrastructure

Commissioning of Ennore-Manali section of the Ennore-Tiruvallur-Bangalore-Pondicherry-Nagapattinam-Madurai-Tuticorin R-LNG Pipeline (ETMPL)

ETMPL Ennore-Sriperumbur section targeted to be completed by June 2020

Barmer-Pali-Palanpur pipeline section (340 km) of Mehsana-Bhatinda PL

VGF Approved for Natural Gas Pipeline Grid Project of length 1656 Km in the North East

Ennore-Ramanathapuram and Thiruvallur-Bengaluru Sections targeted to be mechanically completed by February 2021.

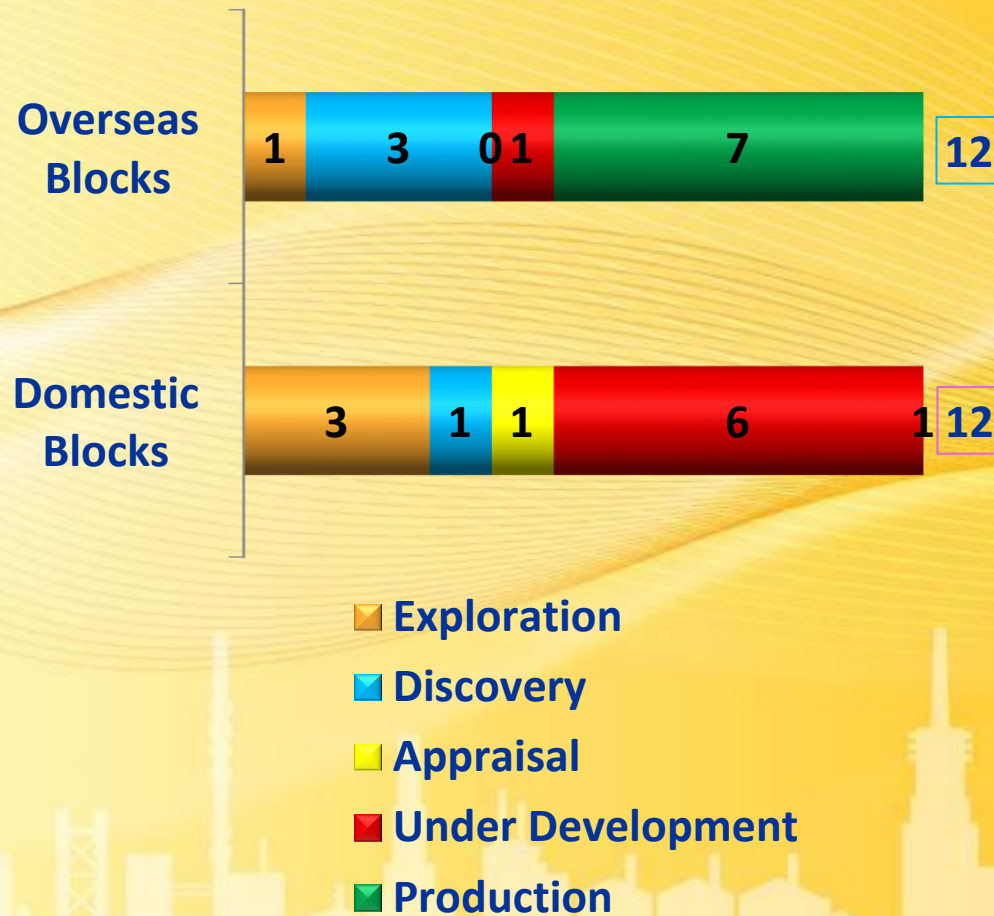
Priority section of Mallavaram-Bhopal-Bhilwara-Vijaipur PL i.e. from Kunchanapalle to Ramagundam Fertilizers & Chemicals Ltd. (365 km in length) commissioned

Jalandhar-Amritsar section (100 km) of Bhatinda-Jammu-Srinagar PL commissioned

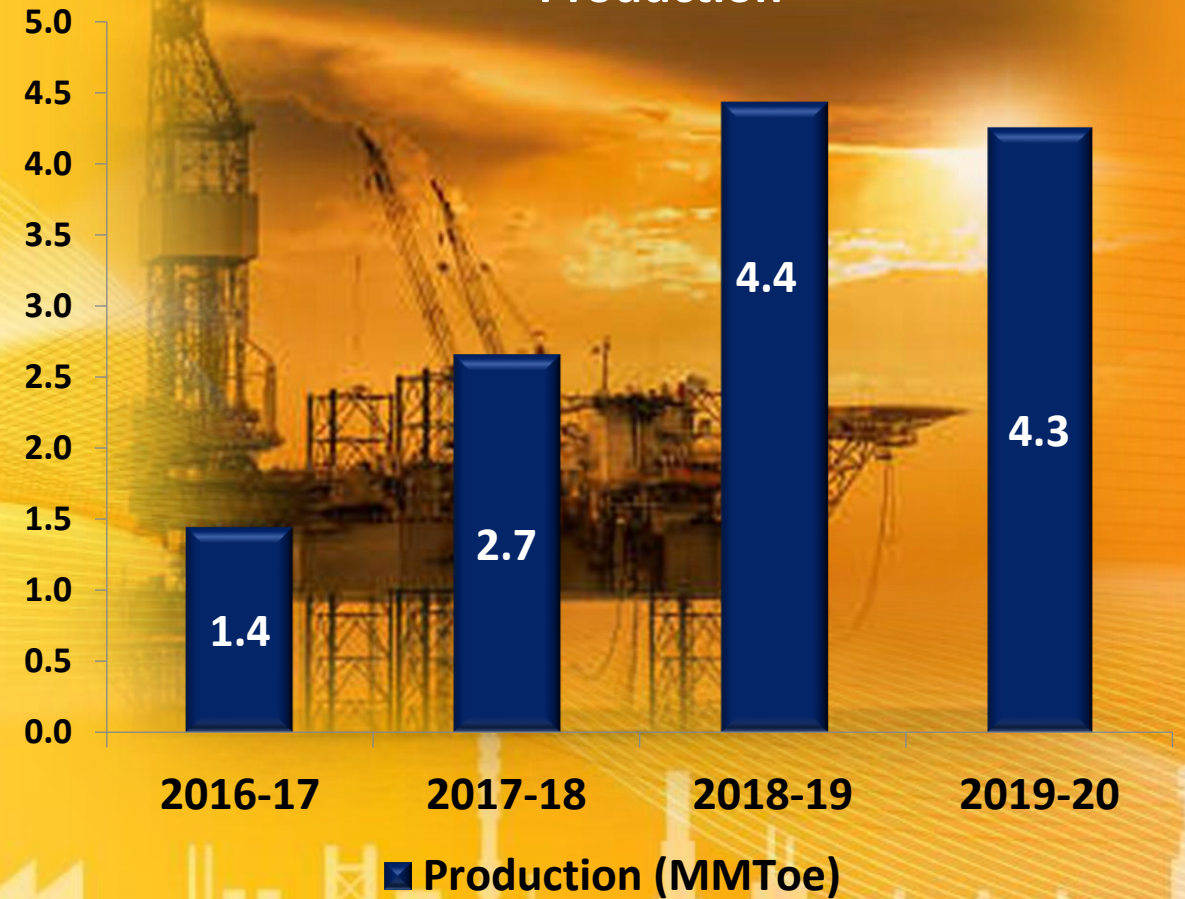


Upstream Portfolio

Blocks' Location



Production



Recent Acquisitions

Cauvery Block, Tamil Nadu

West Mechaki, Assam

Baghewala, Rajasthan

Block Onshore-1, Abu Dhabi



Key Developments

New Downstream Overseas Linkages

MoU with EDEN Group for opportunities in Oil & Gas sector in Myanmar.

MoU signed with IGE Group of Myanmar, for pursuing business opportunities in downstream petroleum sector in Myanmar

MoU signed with PTT Oil & Retail (PTTOR), Thailand, the State-owned Oil Company of Thailand, for cooperation in Retail, Lubricants and Aviation businesses.

MoU signed with The National Petroleum Authority, Ghana for support / cooperation in developing HSE framework for LPG market in Ghana



Expanding Overseas Horizons

An all-weather solution for supplying LPG to Tripura was put in place by way of importing Bulk LPG from Bangladesh by road.

First SERVO Distributor (M/s Machinery & Solutions) appointed in Myanmar

JV with TOTAL Marketing & Services, France for Bitumen Derivatives and LPG business

Non-Binding Offer (NBO) for equity stake in brownfield Petrochemicals project of SOCAR

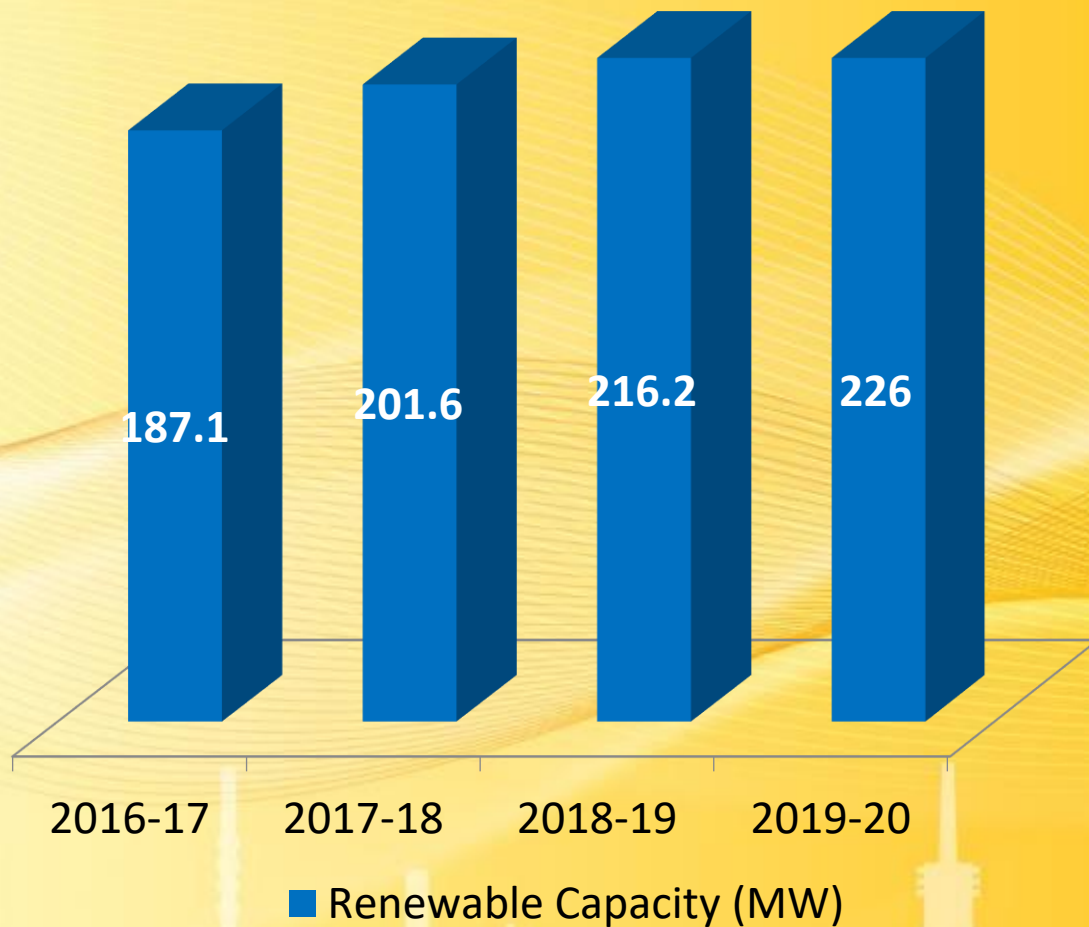
JV between IndianOil ME with QatratNaft LLC, a Wholly Owned Subsidiary of Al-Jeri, for development of Retail network in Saudi Arabia

Non-Binding Offer (NBO) for 50% equity stake in Petroleum Import and Storage Terminal at Thilawa, Myanmar to Puma Energy.



To supply - 500 TMT POL to Bangladesh from July'2020

Alternate Energy Space



❖ Renewable Generation

- Portfolio of 167.6 MW Wind Power & 58.6 MW Solar Power
- 393 GWhr generation in 2019-20 equating to ~ 5% of the electricity consumed by the corporation

❖ Carbon Mitigation

- Mitigated ~318 TMT equivalent CO₂ in 2019-20

Bioenergy



As on 31.03.2020

Letter of Intent (LOIs) for 295 Plants for production and supply of 0.6 MMTPA of CBG under the 'SATAT'

Sale of CBG commenced from two Retail Outlets in Pune and Kolhapur under the brand name "IndiGreen"

Upcoming Biofuels Complex at Gorakhpur, UP

Upcoming 2G Ethanol Project in Panipat, Haryana

EOI on procurement of UCO based Bio-diesel

* 309 LOIs as on 23.06.2020

Other Futuristic Projects

EV Charging at
43 Retail
Outlets

JV agreement with
Phinergy (Israel) to
setup a Metal-Air
battery unit in
India for EVs

H-CNG Trials on
CNG buses

**Plastic
Neutrality**
*(Creating Cyclical
value chain for Plastic
Recycling and Reuse)*



New avenues of collaboration

- SolPed International-Israel | BARC | L&T | SAIL | ONGC

Cutting-edge solutions

- Lubes | Catalysts | Additives | Petchem | Polymers | 2G/3G Bio-fuels | Hydrogen

929 Active patents (Domestic: 285/ Overseas: 644) [as on 01.04.2020]

- 128 (37 in India and 91 overseas) filed in 2019-20
- 123 patents granted (Domestic:34 / Overseas: 89)

Indianoil's Start-up Fund

- Incubated 24 start-ups - 2 funding rounds
- Hand-holding selected start-ups till proof of concept stage.
- 11 patents and six copyrights have been filed jointly.

INDMAX technology licensed to M/s. NIS for refinery in Serbia

132 new formulations of Lubricants

Nano-additised differentiated commercial LPG

5-tonnes per day bio-methanation plant

Indigenization of enzyme formulation for 2G-ethanol

Plastic-neutrality - 100% single-use waste plastic re-use with bitumen

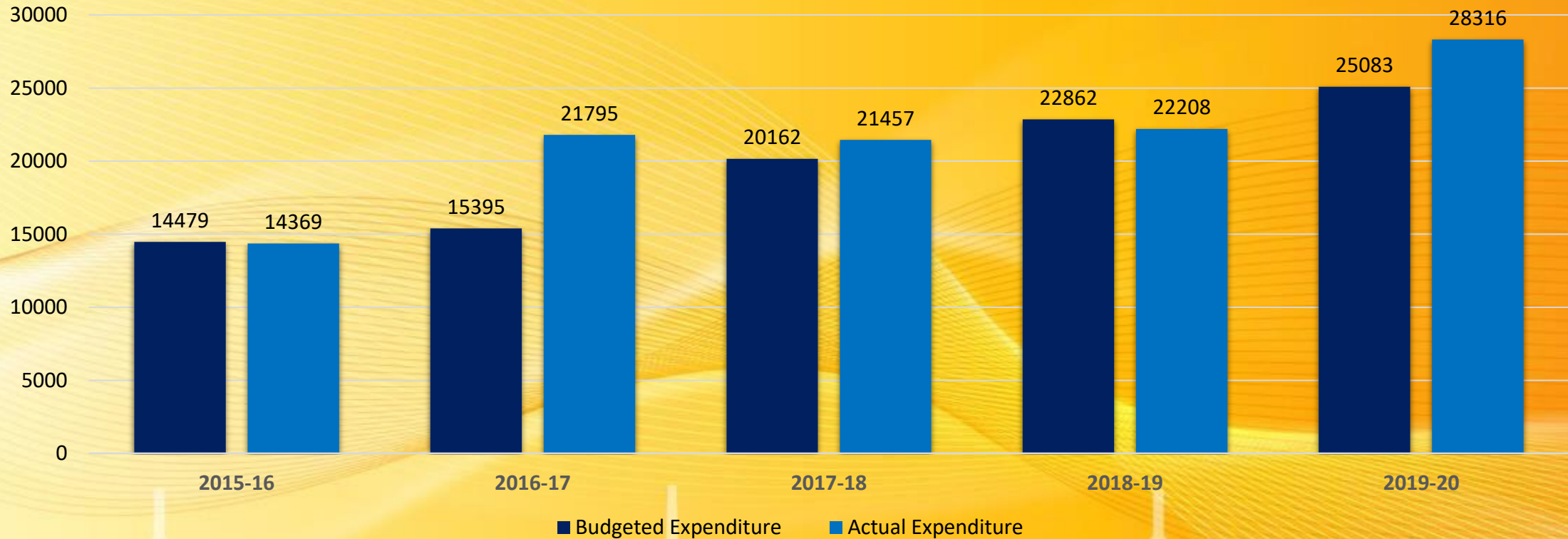
Projects



CAPEX Trend

Actual 2019-20

Figures in Rs. Crore



Above CAPEX figure is inclusive of CAPEX of Major Projects (Standalone + JVs / Subs) and Other Projects. For FY16 CAPEX is on cash basis and for FY17, FY 18 and FY19 are on accrual basis. Details for 2019-20 are on net of tax basis.

Major Projects Completed (2019-20)



BS-VI Project at IndianOil Refineries

~ Rs. 17,000 crs

**Polypropylene Plant at Paradip Refinery,
Odisha**

14-07-2019

Rs. 3150 Cr

**INDMAX Project at Bongaigaon Refinery,
Assam**

#05-02-2020

Rs. 2582 Cr

**Fuel quality upgradation Project at Gujarat
Refinery (Earlier known as BS-IV Project at
Gujarat Refinery), Gujarat**

#08-06-2019

Rs. 1315 Cr

**Jaipur-Panipat Naphtha Pipeline along with
Koyali-Sanganer Pipeline augmentation,
Gujarat, Haryana and Rajasthan**

#31-12-2019

Rs. 887 Cr

Major Projects under Implementation



Refineries

(>Rs 500 Cr Projects)

Ethylene Glycol (MEG) Project at
Paradip Refinery

Oct-2021
Rs 5654 Cr

Acrylics/ Oxo Alcohol Project at
Gujarat Refinery, Gujarat

May-2023
Rs 5251 Cr

Fuel Quality Upgradation Project at
Paradip Refinery, Odisha

Aug-2021
Rs 3361 Cr

Fuel quality upgradation Project at
Barauni Refinery, Bihar

May-2020
Rs 1774 Cr

Naphtha Cracker Expansion Project
at Panipat Refinery, Haryana

Aug-2020
Rs1636 Cr

PX-PTA Expansion Project at Panipat
Refinery and Petrochemical
Complex, Haryana

Dec-2021
Rs 1255 Cr

2G Ethanol Plant at Panipat Refinery,
Haryana

Aug-2021
Rs 909 Cr

Installation of Ethanol Plant based
on LanzaTech Gas Fermentation
Technology along with associated
facilities at Panipat Refinery,
Haryana

Jan-2021
#Rs 598 Cr

Major Projects under Implementation

Pipelines

(>Rs 500 Cr Projects)

Ennore - Thiruvallur - Bengaluru -
Puducherry - Nagapattinam -
Madurai - Tuticorin Natural Gas
Pipeline,
Feb-2021
Rs 6025.00 Cr

Crude Oil Pipeline in H-B section of
PHBPL and Conversion of existing
18" twin pipelines in H-B section
from Crude to Product and Gas
service
Jun-2021
Rs 3696 Cr

Paradip - Hyderabad Pipeline,
Aug-2020
Rs 3338 Cr

Koyali - Ahmednagar- Solapur
Pipeline,
#Aug-2021
Rs 1945 Cr

Augmentation of Paradip - Haldia -
Durgapur LPG Pipeline and its
extension up to Patna and
Muzaffarpur
Mar-2021
Rs 3027 Cr

Paradip- Somnathpur- Haldia
Pipeline Project,
Oct-2021
Rs 1297 Cr

Ennore-Trichy-Madurai LPG Pipeline
Jun-2020
Rs 711.00 Cr

Augmentation of Mathura-Tundla
Pipeline and its extension for hook-
up with Barauni- Kanpur Pipeline at
Gawria T Point, Uttar Pradesh # Dec-
2021 Rs 676 Cr

Major Projects under Implementation

(>Rs 500 Cr Projects)

Marketing

LPG Import Facility at
Paradip, Odisha

#Oct-2020

Rs 690 Cr

Construction of POL
Terminal at Malkapur,
Telangana

Mar-2023

Rs 611 Cr

LPG Import Terminal and
Jetty at Cochin, Kerala

Dec-2020

Rs 714 Cr

Augmentation of Kandla
LPG Import Terminal,
Gujarat

#Aug-2022

Rs 588.20 Cr

Construction of Grass Root
POL Terminal at Motihari,
Bihar

Mar-2021

Rs 522 Cr

Resitement of Ramnagar
depot at Moinarbad,
Silchar, Assam

#Dec-2020

Rs 502 Cr

Major Projects under Implementation

(>Rs 500 Cr Projects)

City Gas Distribution (CGD)

Palakkad & Thrissur
Districts
#Sep-2026
Rs 3065 Cr

Coimbatore district,
Tamil Nadu
#Sep-2026
Rs 2998 Cr

Muzaffarpur, Vaishali,
Saran and Samastipur
districts, Bihar
#Mar-2027
Rs 2996 Cr

Srikakulam,
Visakhapatnam and
Vizianagaram AP
#Mar-2027
Rs 2880 Cr

Kozhikode & wayanad
Districts, Kerala
#Sep-2026
Rs 2047 Cr

Malappuram District,
Kerala
#Sep-2026
Rs 1874 Cr

Kannur, Kasargod &
Mahe Districts, Kerala
and Puducherry (UT)
#Sep-2026
Rs1864 Cr

Burdwan District, West
Bengal
Sep-2026
Rs 1381.51 Cr

Salem district, Tamil
Nadu
Sep-2026
Rs1304 Cr

Araria, Purnia, Katihar
and Kishanganj districts,
Bihar
Mar-2027
Rs 988 Cr

Bulandshahr (Except areas
already authorized), Aligarh &
Hathras Districts, Uttar Pradesh
#Sep-2026
Rs 901 Cr

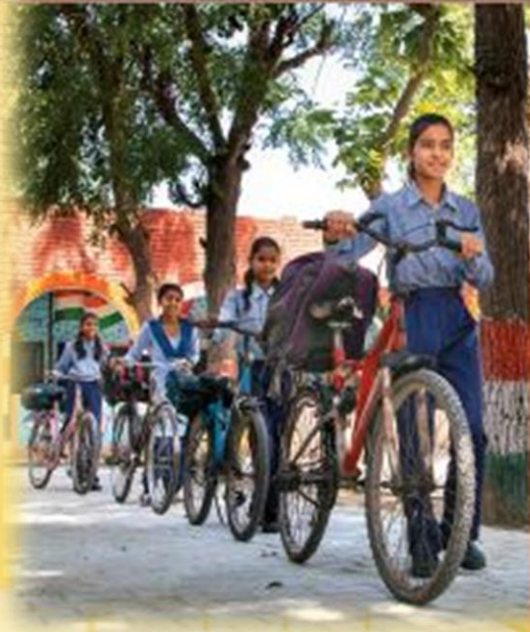
Bokaro, Hazaribagh and
Ramgarh districts,
Jharkhand
Sep-2026
Rs 613 Cr

Gaya & Nalanda, Bihar
#Sep-2026
Rs 526 Cr

Social Consciousness



KEEPING INDIA ON THE MOVE



Corporate Social Responsibility



IndianOil Vidushi

- Noida and Bhubaneswar
- Being expanded to Patna, Jaipur and Chennai
- Specialised coaching and mentoring to girl students from under-privileged families to pass JEE-IIT.

IndianOil Arogyam

- 12 Mobile Medical Units (MMUs) operating since FY19 in the catchment areas of Mathura, Bongaigaon & Paradip refineries.



Urban Afforestation

- IndianOil adopted the famous Miyawaki method to develop an urban forest (2,000 sq. ft.) in a public park, My Lady's Garden, in Chennai under the tagline 'Lungs of City'

Rejuvenating Water Bodies

- As part of *Swachh Bharat Abhiyan*, IndianOil teams cleaned and maintained 37 water bodies, prominent ones being Bhalsawa Lake (Delhi), Thettiyar River (Trivandrum), Shukla Vihar Lake (Lucknow), Silpukhuri (Guwahati), Siddheswar

Assisting Divyangjan

- IndianOil provided assistive devices to more than 10,000 *divyangjan* in 21 States in 2019-20 in association with Artificial Limbs Manufacturing Corporation (ALIMCO).

SDI, Bhubaneswar

- IndianOil, as the anchor investor
- Partnership with other in oil sector PSUs
- State-of-the-art employable skill training to unemployed youth in six trades.

Rs.5 crore for restoration and renovation of Shree Jagannath Temple, Puri, that endured damage from Cyclone Fani in May 2019.

Rs.27.96 crore for Tourist First-Aid & Facilitation Centre and related infrastructure at Kedarnath temple in Uttarakhand

Financials



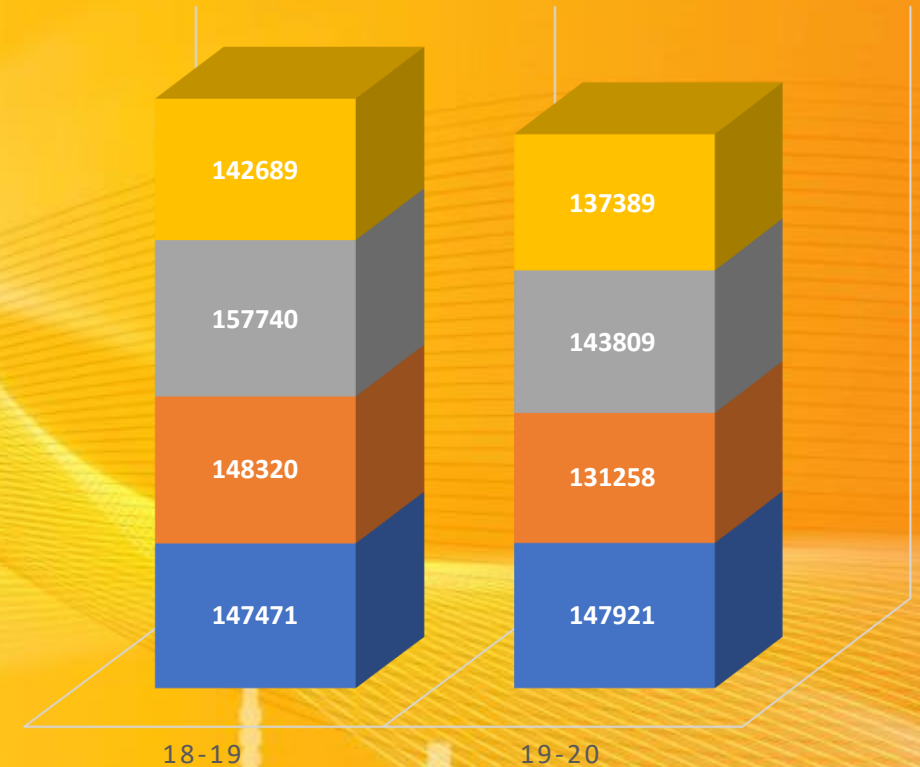
Turnover

Rs. crore

Particular	2018-19	2019-20	Var (%)
Petroleum	5,52,997	5,23,769	(5.3)%
Petrochemicals	21,022	15,832	(24.7)%
Gas (Incl. upstream sales)	10,129	12,388	22.3%
Exports	24,231	21,854	(9.8)%
Turnover (Gross)	6,08,379	5,73,843	(5.7)%
Less: Discount	12,159	13,466	10.7%
Turnover (Net)	5,96,220	5,60,377	(6.0)%
Other Revenue including Subsidy	9,712	6,573	(32.3)%
Revenue from Operations	6,05,932	5,66,950	(6.4)%

TURNOVER (NET)

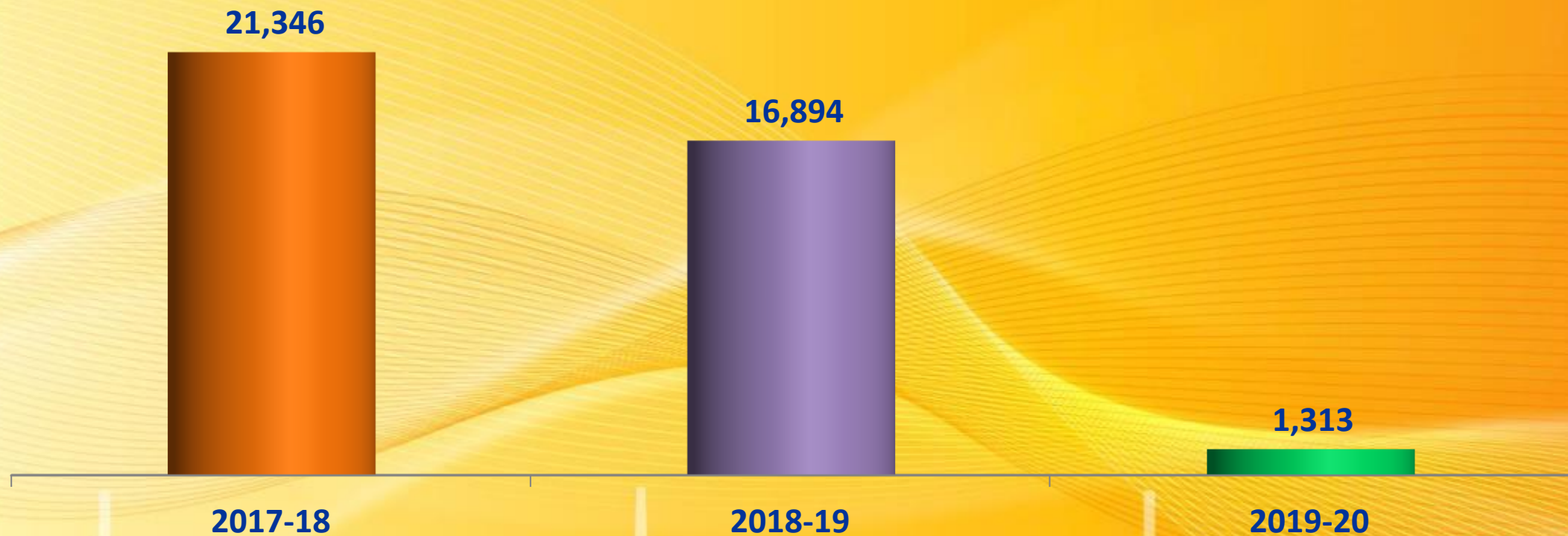
■ Q1 ■ Q2 ■ Q3 ■ Q4



Quantity Variance: Rs. (1,313) crore
Price Variation: Rs. (34,530) crore

Profits

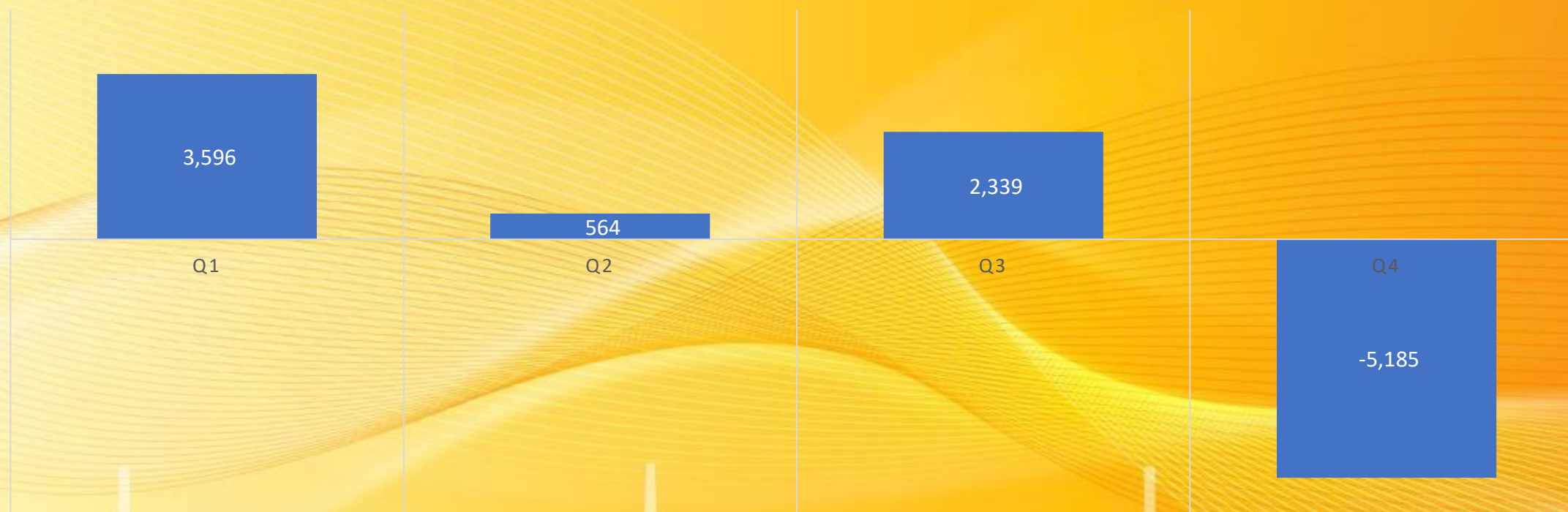
Profit After Tax (Rs. crore)



Profits (Quarterly)

PROFIT AFTER TAX (RS. CRORE)

■ Profit After Tax (Rs. crore)



Profitability for the year

Key Indicators (Rs. crore)

	2018-19	2019-20
Net Profit/ (Loss)	16,894	1,313
Major Reasons Contributing to the decrease in Profit:		
Inventory (Loss)/ Gains – Net	3,227	(12,531)
Foreign Exchange Gain / (Loss)	(1,503)	(3,945)
Refinery Margin	14,541	5,499
Finance Cost	(4,311)	(5,979)
Depreciation	(7,514)	(8,766)
Provision for Taxes	(8,233)	5,007

Deviations in Annual Profit from Previous Year

Decrease by Rs. 15,581 crore

Decrease by Rs. 15,758 crore

Decrease by Rs. 2,442 crore

Decrease by Rs. 9,092 crore

Decrease by Rs. 1,668 crore

Decrease by Rs. 1,252 crore

Increase by Rs. 13,240 crore

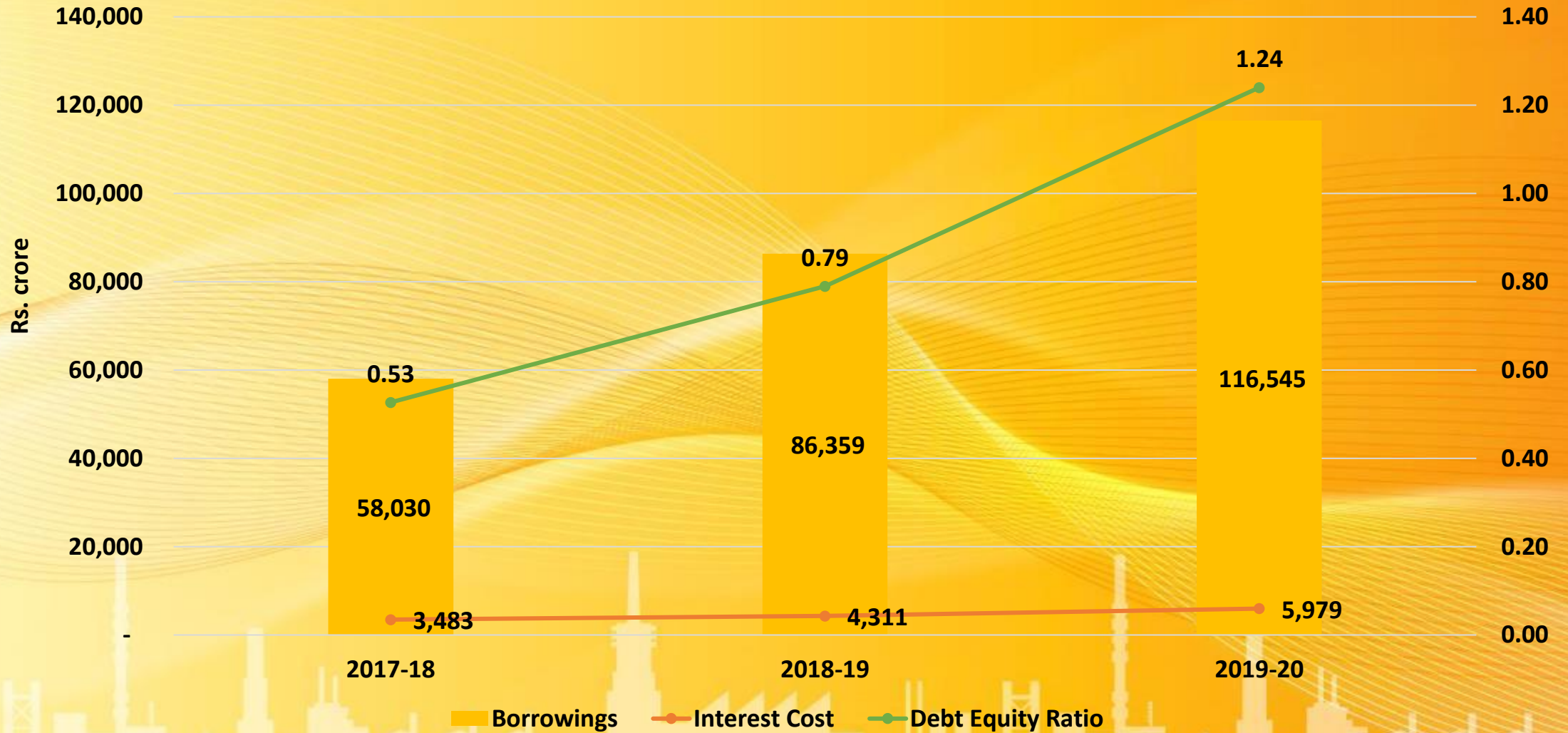
Under-Recoveries

Rs. crore

Parameter	2017-18	2018-19	2019-20
Under-Recovery on SKO	3,196	4,110	1,296
Claims thru DBTL – LPG	10,627	15,638	11,576
Total	13,823	19,748	12,872

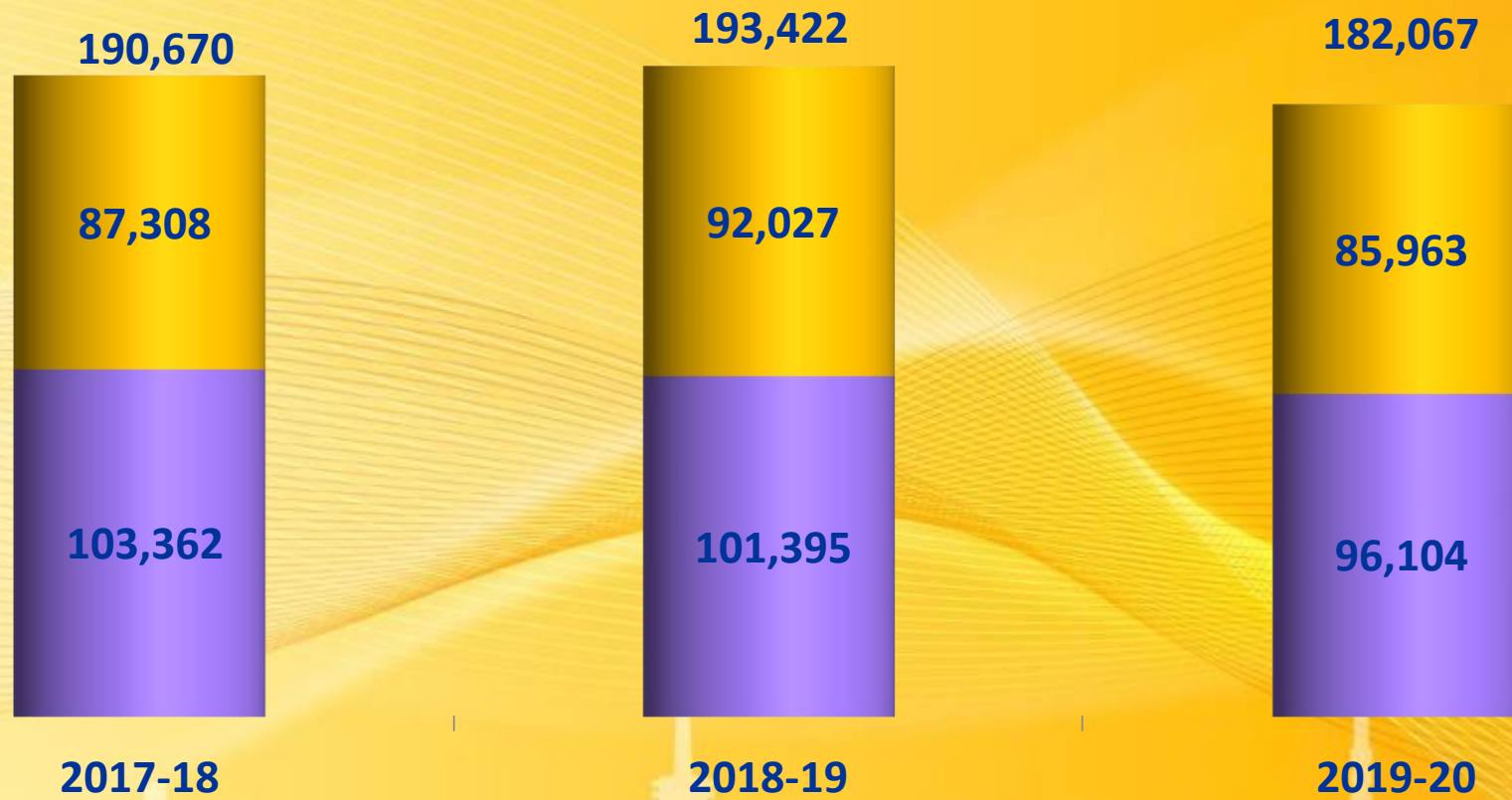
All under-recoveries are fully compensated.

Leverage



Contribution to Exchequer

Rs. crore



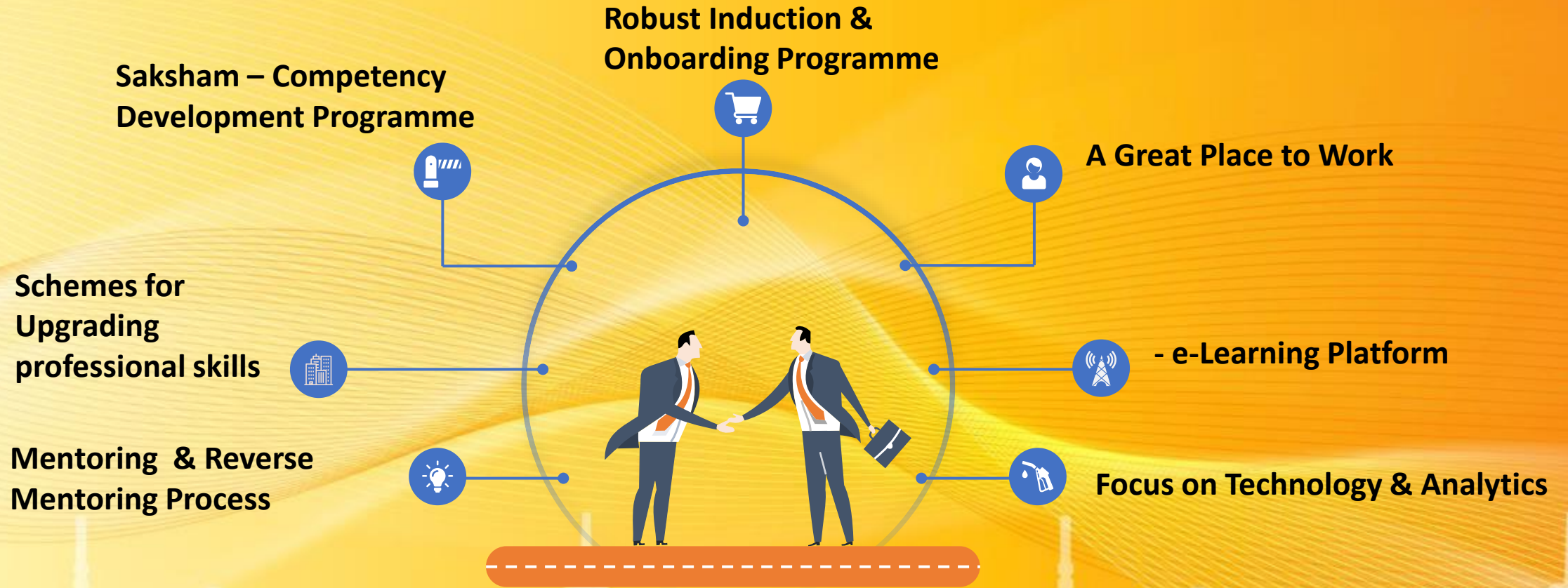
States
Central

Human Resources



Evolving Human Capital

Driver – Leveraging People’s Potential & Motivating Millennials



Enhancing Productivity and Infusing fresh Ideas

Encouraging Millennials ~ 40% of the total Officer Strength

A few elements of future strategy



Consolidation of Existing Business

- Brownfield expansions with value added products
- Cost leadership thru business process transformation
- Increasing LPG import and pipeline capacity; widening product mix
- Leveraging digitalisation for reliable and consistent service delivery
- Logistics Optimization

Diversification

- Building Natural gas import and transportation capacity
- Raising Upstream Integration Ratio from ~ 5.4% to over 12% by 2029-30
- Renewables: solar | wind capacity augmentation
- Bio-Fuel forays : Waste-to-Energy | 2G/3G Ethanol | CBG

Being Future Ready

- Petrochemical Capacity addition with expanding product portfolio
- Expanding footprints in attractive overseas geographies
- Future Energy Avenues: H-CNG | EV Battery
- Enhanced customer connect thru digital initiatives

Our Superstars



Padma Bhushan and Dronacharya awardee
Pullela Gopichand was honoured as
Coach of the Year.

Rohit Sharma was adjudged best sportsman
of the Year (cricket).



2022
YEAR OF DIGITALISATION
Transforming Processes

**thank
you!**

