



Annual Press Conference 2019

Indian Oil Corporation Ltd.

17th May 2019





2018
YEAR OF TRUST



IndianOil

2019

YEAR OF SOLUTIONS

Complexities Simplified

Earning Trust as the Energy of India...

Championing Clean fuels

Strides in Renewable Energy

Shifting to Green Economy thru Gas

Keeping the energy flowing uninterrupted...

Footfall of 15 Million per day at ROs



LPG for All

Rural Reach through 7864 KSKs

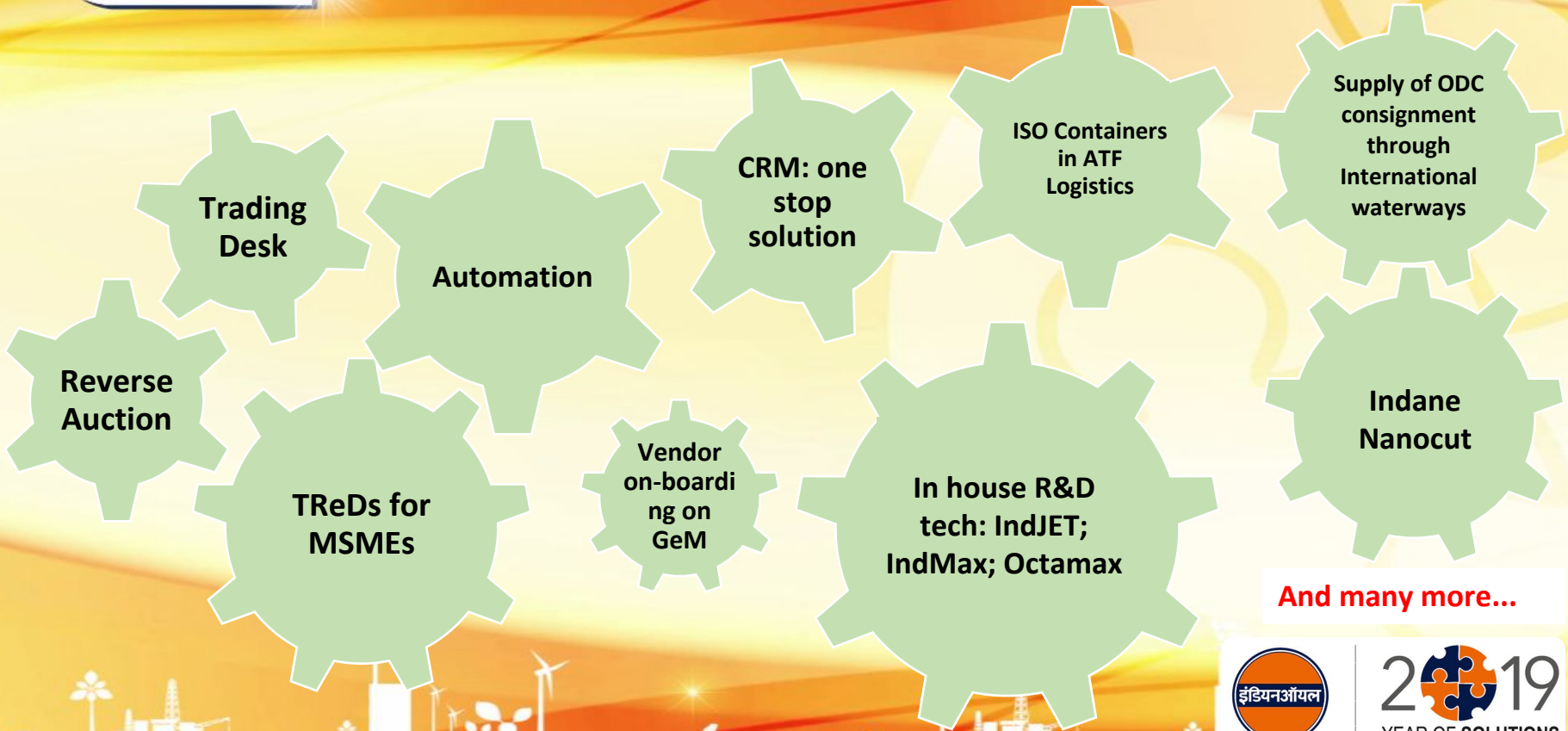
Refuelling -1,750 flights per day



Advanced Winter stocking - forward Defence locations

2.5 Million Cylinders rolled out per day





And many more...



IndianOil

IndianOil



YEAR OF SOLUTIONS

Complexities Simplified

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Championing Clean fuels



BS VI Projects on track – Pan-India roll out by 1.4.2020

Preparedness for MARPOL

2nd Generation Ethanol Project at Panipat

Improving refinery efficiency and processes

Refinery off gas harvesting project for hydrocarbon production



Painted Storks nesting at Mathura Refinery





LOIs issued to 236 parties for CBG
20 Retail Outlets identified for CBG dispensing



Wind Capacity of 168 MW (cumulative) installed



Solar Capacity of 45 MW (cumulative) installed



World's highest altitude Bottling Plant at Leh is now 100% Solar powered

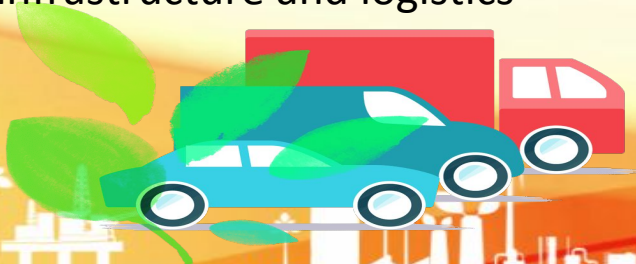
Shifting to Green Economy



40 CGDs under IOCL's Ambit

IndianOil (Standalone)	17
IndianOil-Adani Gas Pvt. Ltd. (IOAGPL) (with Adani Gas Ltd.)	19
Green Gas Ltd. (GGL) (with GAIL)	4

...with commensurate supply chain infrastructure and logistics



Inauguration of CNG station at Bokaro – GA won by IOCL on stand-alone basis



JVA Signing for Indradhanush Gas Grid Ltd.



Business Standard Report

Kerala floods: As forces stepped up rescue ops, IOC kept ATF supply going

At the Cochin Naval Base Airport, Indian Oil undertook 272 refuellings of rescue aircraft and choppers in a span of three days. The floods that have devastated Kerala have also put Indian Oil Corporation Ltd (IOCL) on the war-footing. The state-owned oil and gas company has stepped up its supply of aviation turbine fuel (ATF) to the Thiruvananthapuram Airport multifold, from a normal rate of 180 kilolitres (KL) a day, in order to support the Army, defence aircraft and helicopters. From the evening of August 15, the Indian Oil Trivandrum aviation team has been refuelling and handling diverted civil flights, rescue helicopters of the Indian Air Force, defence aircraft and choppers. Refuelling has been happening on a war-footing and fuel requirements have increased three-fold, from a normal rate of 180 KL per day to 550 KL per day. All the fuel requirements of defence aircraft, like IL-76, Hercules C-130, and C-17, and rescue choppers, like MI-17/8, Chethak, and Sea King, were met by Indian Oil....



In the service of the Nation..
always in readiness..

Fani preparedness



Uninterrupted Supply to Rescue Aircrafts



RO Operating in BBSR

No disruption at Paradip Refinery

ATF Stocking at Bhubaneswar AFS

No Dryouts

Sufficient Inventory at Paradip/ Jatni/ Jharsuguda/ Balasore

Industry Demands Met

✓DG Sets mobilized within 24 hrs



Community Meals



Fuel supply to customers thru mobile dispensers





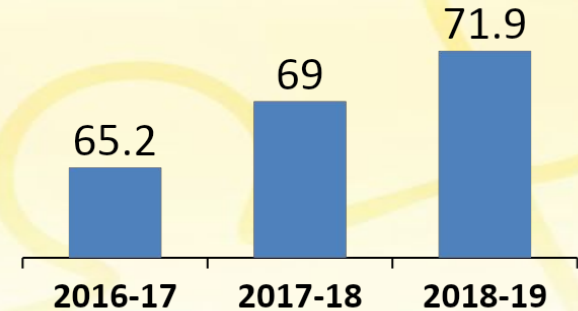
Upholding Operational Excellence in 2018-19



- Highest-ever
 - Crude processed
 - Mathura Refinery (9.7 MMT)
 - Paradip Refinery (14.6 MMT)
 - Barauni Refinery (6.6 MMT)
 - Bongaigaon Refinery (2.5 MMT)

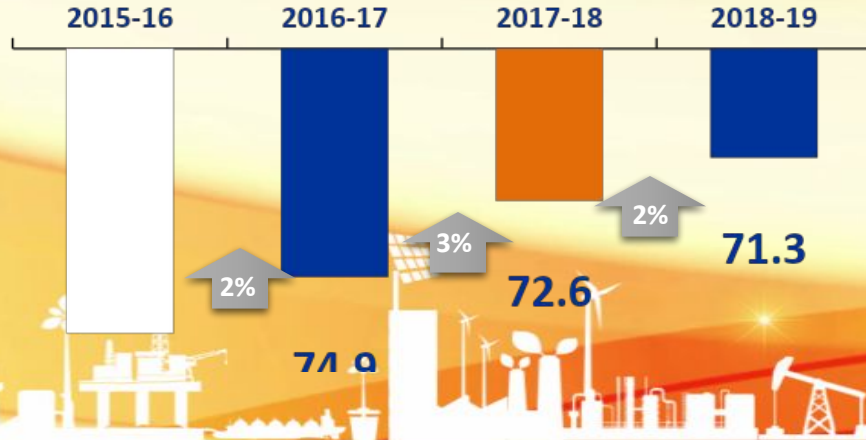
- Two term contracts for US Crude Oil for 2019-20
- Nine New Crude Grades included in Indian Crude basket (180 grades now)

Crude Processing (MMT)



Refining Benchmarks

- Best ever performance
 - Energy Intensity Index 97.9 Vs previous best of 98.5 in 2017-18
 - F&L at 8.57% Vs previous best of 8.75% in 2017-18
 - MBN 71.3 Vs 72.6 in 2017-18
- 1st ever equity crude from UAE



Highest-ever Production of

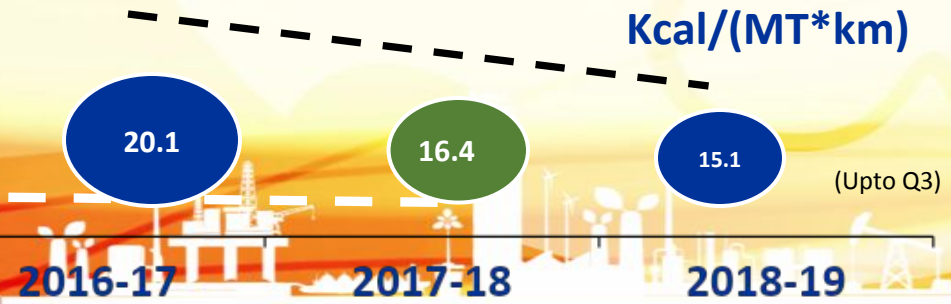
LPG	3.6 MMT
ATF	4.0 MMT
MS	10.9 MMT
HSD	32.7 MMT

- ◆ GRM of US\$ 5.41/bbl
- ◆ 90% of fuel upgradation projects completed

Pipeline Operations

Pipeline Throughput (MMT)

- Highest-ever
 - Crude pipeline throughput (51.36 MMT)
 - POL pipeline throughput (36.6 MMT)
 - Gas pipeline throughput (1832 MMSCM)
- Total pipeline (Crude + POL) network representing a capacity of 94.2 MMTPA
- Improving Energy Consumption

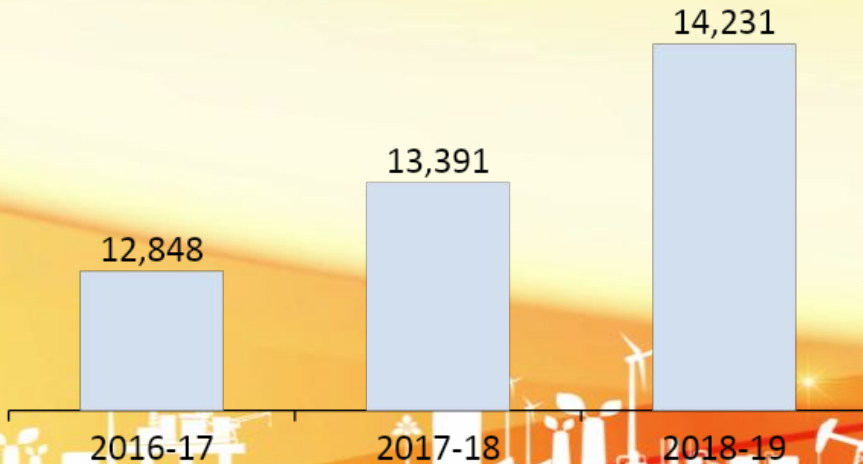


Network Expansion

94.2 MMTPA Liquid Pipelines Capacity

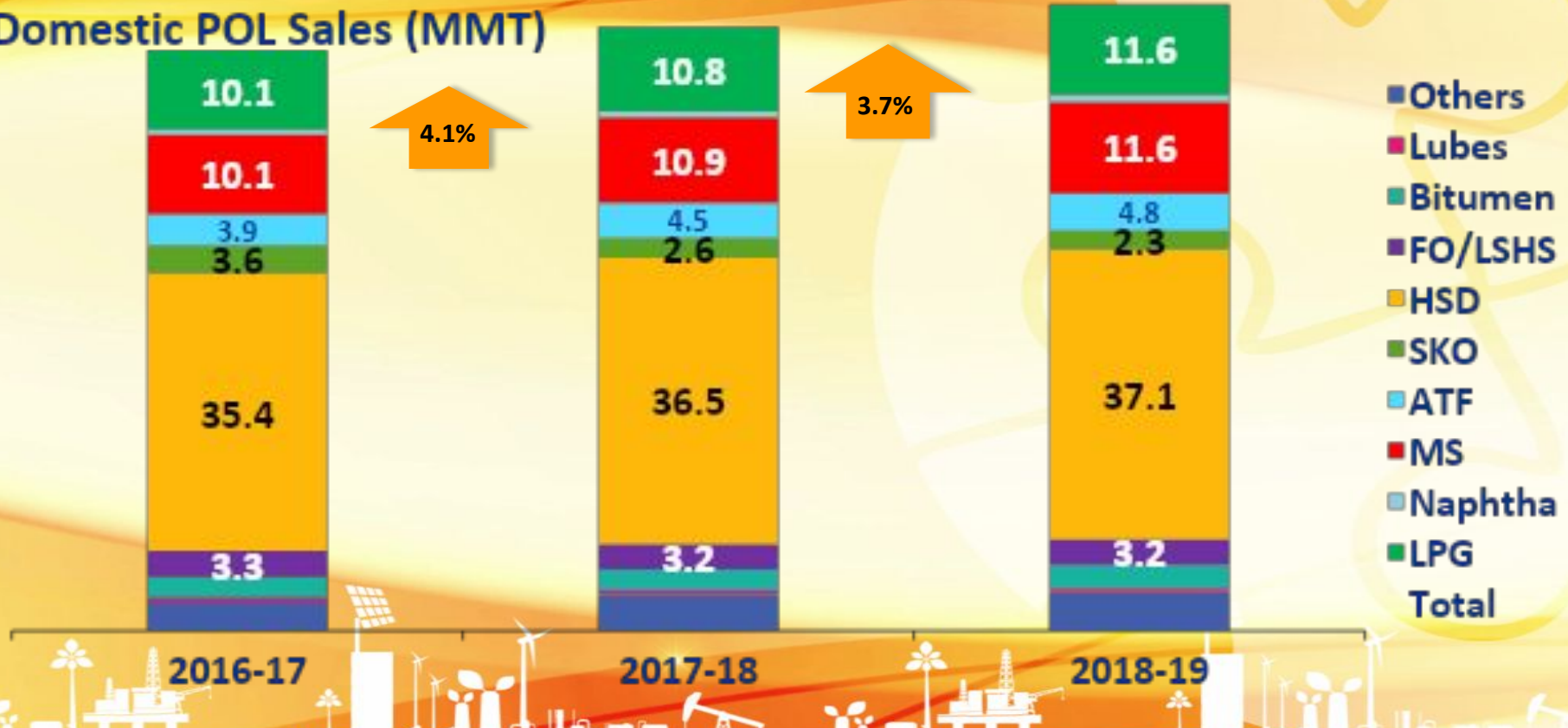
21.69 MMSCMD Gas Pipelines

- ◆ **840 Kms added in the Network**
- ◆ **Projects/ Replacements Completed**
 - **Paradip-Haldia-Durgapur LPG Pipeline**
 - **Jaipur-Panipat Naptha Pipeline**
 - **42" Crude Pipeline to CPCL**
 - **Kolkata ATF Pipeline**
 - **Panipat-Kohand LPG Pipeline**
 - **Last section of BKPL rerouting for Dedicated Freight Corridor**
- ◆ **Foundation Stone laid for Kandla-Gorakhpur LPG Pipeline**



Fuelling India's Growth

Domestic POL Sales (MMT)



Sale of LPG crossed 1 MMT per month for the first time in December 2018.

Supply of BS VI grade fuels commenced in NCT and 12 contiguous districts

Monthly LPG sale surpassed
1 MMT
LPG connections-more than 2 Cr

Operating 24 AFSs (Highest No.) at RCS Locations

Solarised 5,033 ROs in 2018-19 bringing cumulative solarised ROs no. 14,173 with installed capacity of ~ 71 MW



Focus on R&D

इंडियन ऑयल
IndianOil

2019
YEAR OF SOLUTIONS

Developing / Commercialising Indigenous Innovative Technologies

1000 effective
patents as of
30.04.2019

IndeDiesel at
Gujarat Refinery
for BS VI
compliance

World's 1st CO₂
to Lipid pilot
plant

Nano-additized
batteries
Nano-additized
LPG

New Campus in
Offing

Indane Nanocut
Sale : 1247 MT
(18-19)

5 TPD
Bio-methanatio
n Plant

35% increase
over last FY

IndianOil
Innovative
Additive (INNOVA)
for OEM approvals
for lubes

3G Ethanol from
Refinery Off Gas

Leveraging
Start-ups

FIPI innovation
/ CHT Award
for Octamax



New Launches



***3G Biofuel technology with DBT & Lanzatech, USA &
Biomethanation plant for converting city waste of Faridabad into biogas***





Technology Process Re-engineering

Business Process Re-engineering

Bio-formulation

Emissions Reduction

Fuel Cell based Research

Deriving Fuel Substitutes

Nano particles based Research

Enhanced Fleet Management

Electronic Leak Detection

Enhancing RO Automation

Automated TT Locking

Leveraging IT for Retail

Eco-Toilets

Projects under Phase 1

Phase 2 under implementation

Nine patents jointly filed

Diversification

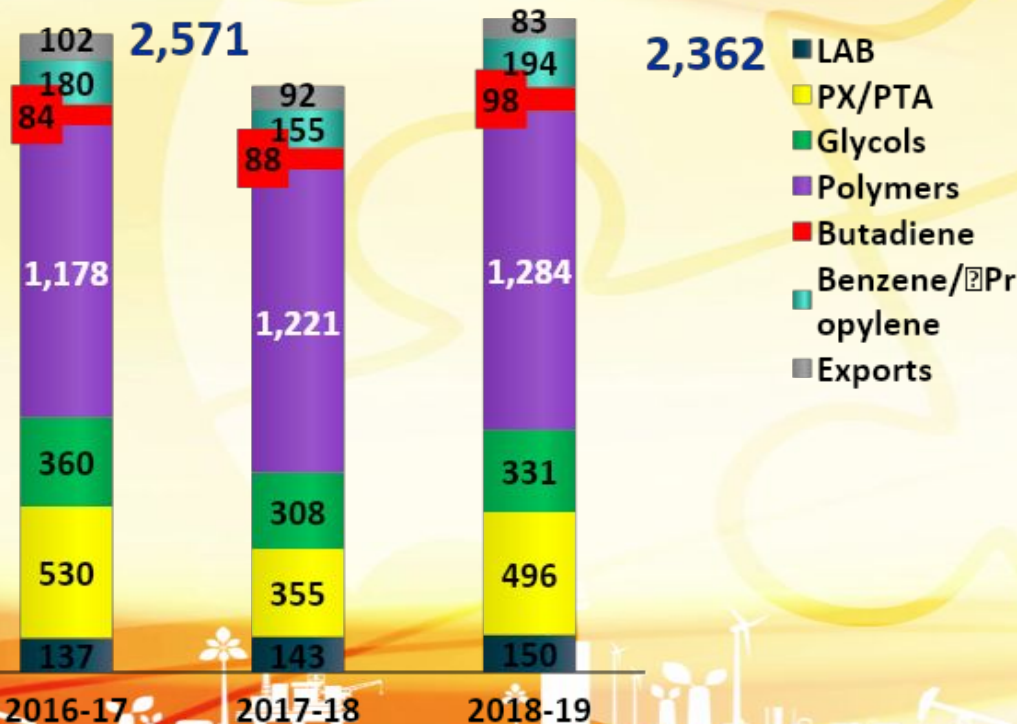


Value creation in Petrochemicals



Sales (TMT)

- Symbol Of Excellence In Plastics & Polymer Industries
- More than 100 OEM approvals
- Over 20 import substitute grades
- Preferred Supplier to HUL, ITC, Tupperware, Samsonite etc
- Venturing into deep downstream
 - ☐ Plastic and Textile Park in Odisha



Expansion of Panipat Naphtha Cracker

Ethylene Glycol at Paradip

Plastic park at Paradip

Textile Unit in Eastern India

Acrylic Acid/ Oxo Alcohol in Gujarat

PX/PTA at Paradip

Petcoke Gasification at Paradip

Expansion of LAB unit at Koyali

Expansion of Panipat PX/PTA

PP at Barauni

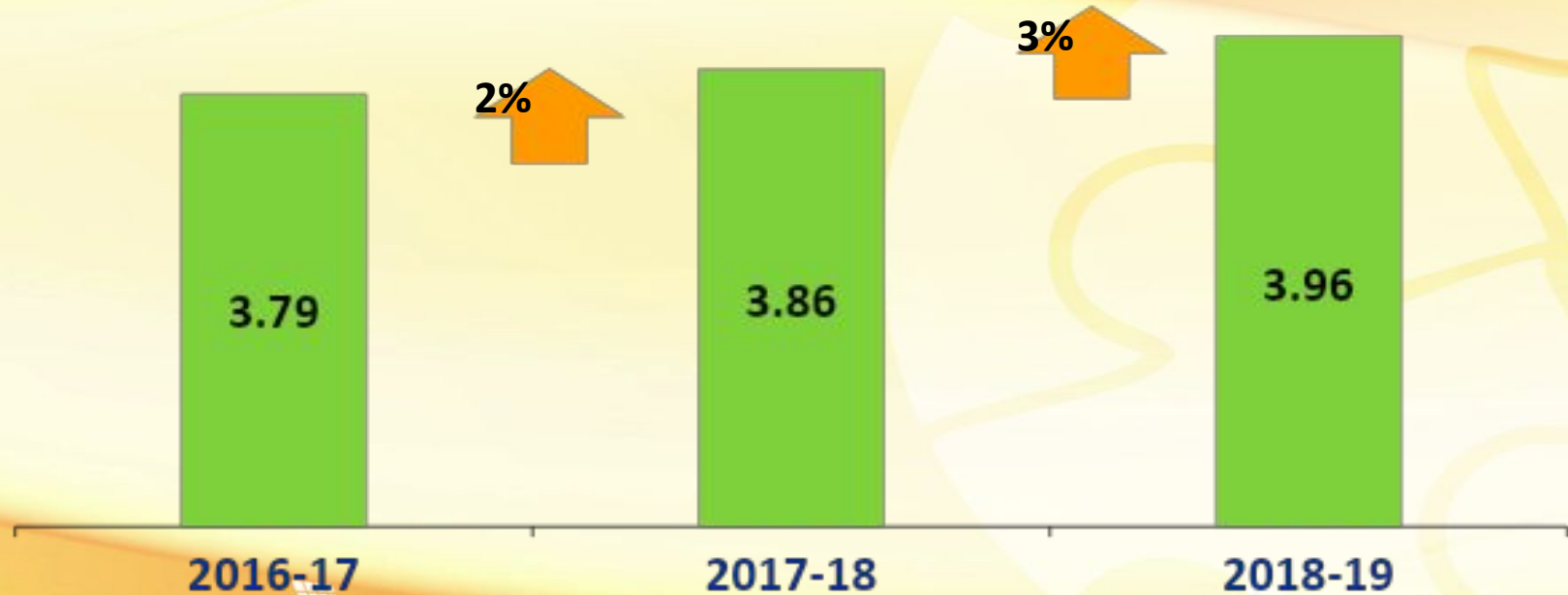
PBR at Panipat

PVC at Gujarat

Ongoing Projects

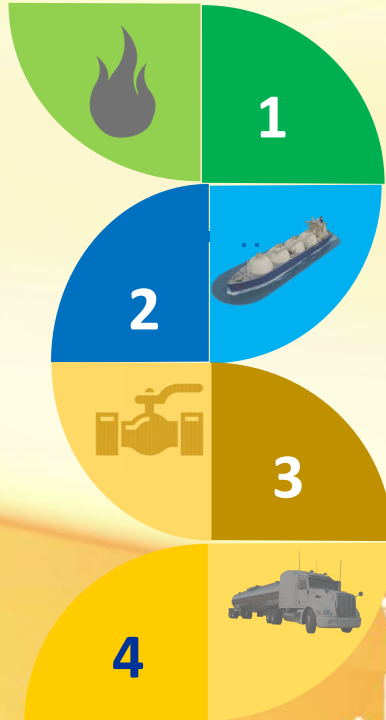
Awaiting Final Investment decision

Under conceptualization



Note: Includes Internal Consumption

17% share in India's R-LNG Segment



City Gas Distribution

- 40 Geographical Areas under ambit
- 29 CGDs won solo/ thru JV in 9th & 10th rounds
- CNG Station in Bokaro (9th round GA) commissioned on 23.2.2019

LNG Terminals

- Ennore - Commissioned in March 2019
- Capacity booked in Dhamra LNG Terminal

Pipelines

- Considerable progress in 3 JV Pipelines
- Indradhanush Gas Grid Ltd in North-East
- Ennore - Manali Section of ETBPNMT-PL

LNG at Doorstep

- 73 TMTPA agreements with key industrial customers
- 28 LNG/ LCNG highway ROs identified

Ennore LNG Terminal

(dedicated to nation on 06.03.2019)



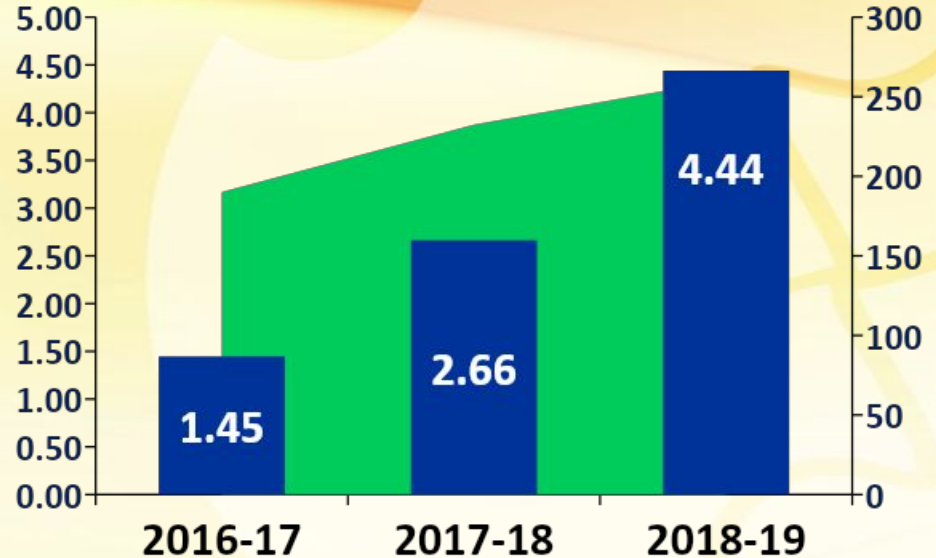
Upstream Portfolio

Blocks' Location



- Exploration
- Discovery
- Appraisal
- Under Development
- Production

Reserves & Production



- 2P/ 2C Reserves (MMToe)
- Production (MMToe)

67% Growth in Upstream Production

Recent Acquisitions



Location	Oman
Block	Mukhaizna
IOC Stake	17%
Status	Producing



Location	Israel
Block	Block 32
IOC Stake	25%
Status	Exploration



Location	Abu Dhabi
Block	Onshore Block 1
IOC Stake	50%
Status	Exploration

..and Umatara Cluster, Assam a domestic discovered field where IndianOil is lead operator with 90% participating interest



Increasing Global Visibility

इंडियन ऑयल
IndianOil

2019
YEAR OF SOLUTIONS



Contracts for export of ATF / MS / HSD on B2B basis with Puma Energy, Singapore and Unipect Pte Ltd., Singapore



7 training programmes at Dung Quat Refinery, Vietnam



Manpower secondment

MoU with Emirates National Oil Company (ENOC)

One person already deployed



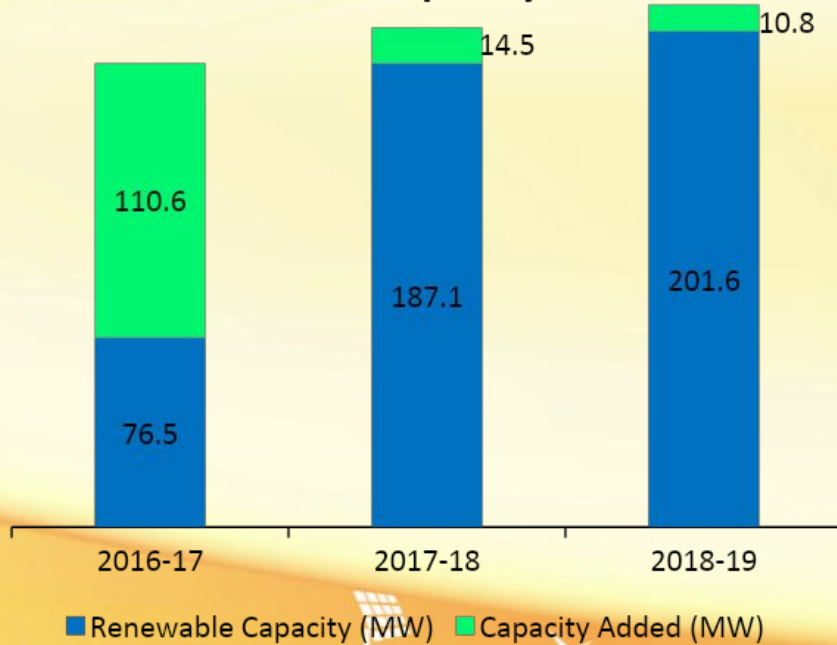
New representative Office in Nepal in addition to existing offices in Myanmar, Bangladesh and Singapore

Downstream Subsidiaries operating in Sri Lanka, Mauritius and Dubai

- **IndianOil exported 5.2 MMT of products during 2018-19.**
- **Product exports to Nepal increased from 2.1 MMT to 2.4 MMT**
- **Export of Indane Nanocut (additised LPG for high-temperature industrial applications) commenced for Bangladesh**
- **83 TMT Petrochemicals (of which 61 TMT being polymer) exported**



Renewable Capacity Growth



◆ Highest Renewable Generation

– 388 GWhr generation in 2018-19

◆ Carbon Mitigation

– Mitigated ~318 TMT equivalent CO₂ in 2018-19





2.75 MW at Panipat Refinery & Petrochemical Complex (commissioned 7.1.19)



❖ 2G Ethanol

- Work commenced for 2G Ethanol Plant at Panipat

❖ Waste (Used Cooking Oil) to Bio-diesel.

- Working on processing of UCO (through trans-esterification) for production of bio-diesel

❖ Other Avenues

- H-CNG Trials on CNG buses
- EV Charging at Delhi, Nagpur and Hyderabad
- Battery (for EVs)

❖ Waste to fuel

- Three 5 TPD plants Varanasi operational

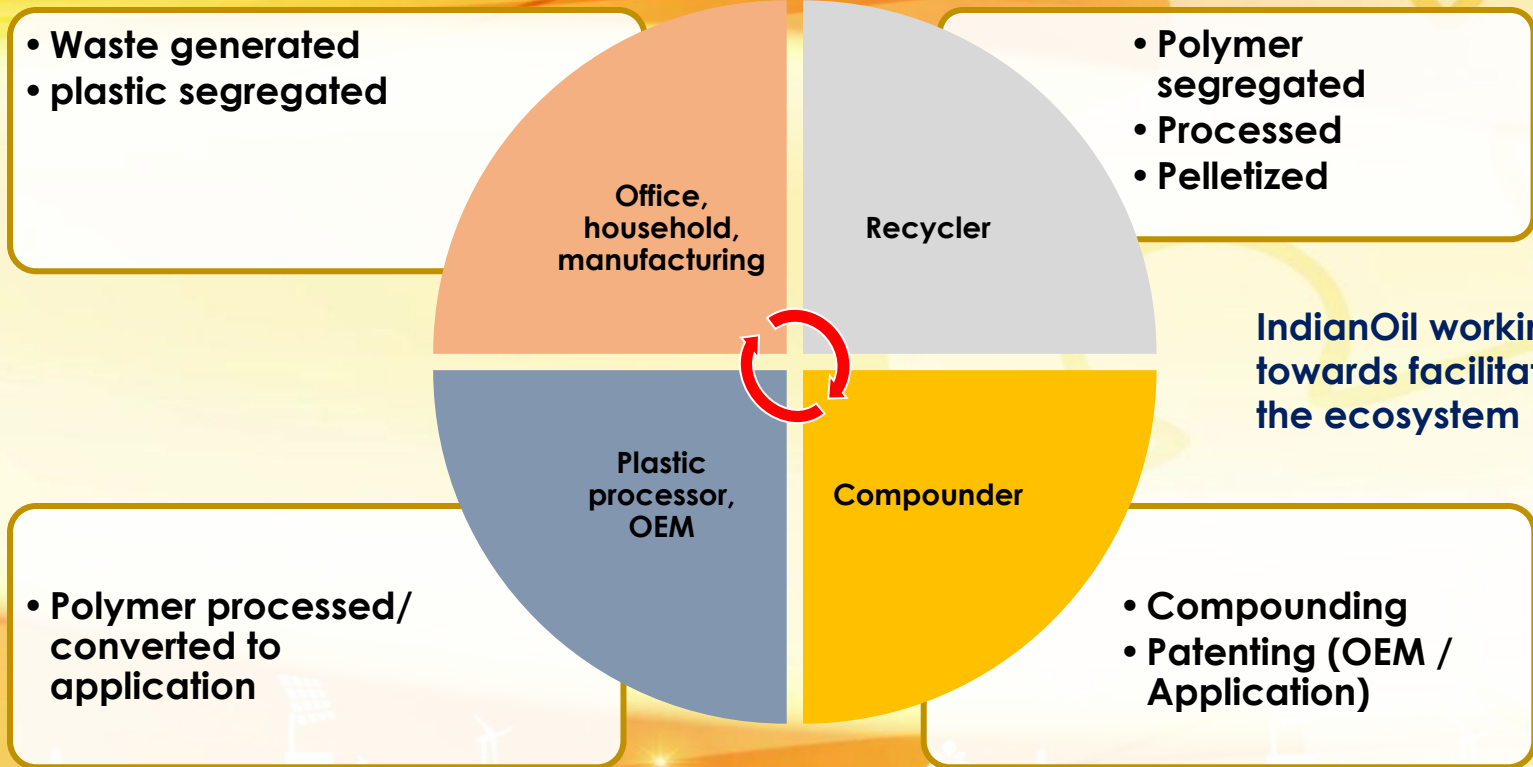




**Operating 14 TPD CBG plant at IOTL, Namakkal
290 TPD of Press Mud, Chicken litter, Dairy Effluent**

5 TPD Biomethanation plant commissioned at Faridabad under CSR

100 ton per day Cattle Dung to Bio-gas Plant is being set up at Jaipur



IndianOil working towards facilitating the ecosystem



Projects



Major Projects Completed (18-19)

Polypropylene Plant at Paradip Refinery

Rs 3,150 Cr
#Feb 2019

Distillates Yield Improvement Project (COKER) at Haldia Refinery

Rs 4,190 Cr
Jun'18

Paradip-Haldia-Durgapur LPG Pipeline

Rs 1,330 Cr
#Dec'18

Jaipur- Panipat- Naptha Pipeline

Rs 611 Cr
#Jan 2019

Raze, rebuild and revamp of Marketing Depot at Doimukh, Arunachal Pradesh

Rs 248 Cr
#Jan'19

LPG Bottling Plant at Banka, Bihar

Rs 130 Cr
#Mar'19

Grass Root POL ToP at Una, HP

Rs 356 Cr
#Mar'19

Ennore LNG Import Terminal

Rs 5,150 Cr
#Mar'19

Major Projects (>Rs 100 Crores) amounting to Rs. 11,000 Crores (Only equity portion of Ennore Considered) completed*

Major projects (> Rs 100 Crores) of Rs 76,000 Crores under implementation [Includes Rs. 5463 Crores against IOC's 9th round CGD Standalone Projects]

Major projects (>100 Crores) with envisaged Investments ~ Rs 32,550 Crores approved in 2018-19

Refineries

Fuel Quality Upgradation Project - Barauni Refinery

Rs 1,774 Cr

#Oct'19

Fuel Quality Upgradation Project - Gujarat Refinery

Rs 1,315 Cr

#Jun'19

INDMAX Project at-Bongaigaon Refinery

Rs 2,582 Cr

#Nov'19

BS-VI Projects - Refineries

Rs 16,338 Cr

#Feb'20/ Aug'21

Facilities at Gujarat Refinery & Dumad for Koyali-Ahmednagar- Solapur Pipeline

Rs 906 Cr

#Oct'20

Ethylene Glycol Project - Paradip Refinery

Rs 5,654 Cr

#Oct'20

NCU expansion & revamp of MEG & BEU unit

Rs 1,636 Cr

#Aug'20

Off-gas to Ethanol using Lanzatech Technology – Panipat Refinery

Rs 598 Cr

#Feb'20

2G Ethanol plant - Panipat Refinery

Rs 909 Cr

#Jan'21

AVU Expansion- Barauni (6 to 9 MMTPA)

Rs 3,398 Cr

#Jul'21

Rs 36,865 Crore in Major Projects (>100 Crores)

Pipelines

Ennore -Trichy - Madurai LPG Pipeline

Rs 711 Cr
#Jun'20

Paradip Hyderabad Pipeline Project

Rs 3,338 Cr
#Aug'20

Augmentation of Paradip – Haldia – Durgapur LPG Pipeline and its extension up to Patna and Muzaffarpur

Rs 3,042 Cr
#Dec'20

Jaipur– Panipat Naphta Pipeline along with augmentation of Koyali-Sanganer Pipeline, KSPIL

Rs 887 Cr
#Jun'19

Koyali - Ahmednagar - Solapur Pipeline Project

Rs 1945 Cr
#Aug'21

Ennore – Thiruvallur – Bengaluru – Puducherry – Nagapattinam – Madurai – Tuticorin NG Pipeline

Rs 6,025 Cr
#Feb'21

Branch Pipeline from Patna to Motihari and Baitalpur on Barauni– Kanpur Pipeline

Rs 664 Cr
#Feb'20

30" Crude Oil Pipeline in H-B section of PHBPL & Conversion of 18" twin Pipelines in H-B section from Crude to Product and Gas service

Rs 3,696 Cr
#Jun'21

Augmentation of Mathura Tundla pipeline and its extension for hook-up with Barauni-Kanpur Pipeline at Gawria T Point

Rs 676 Cr
#Dec'21

Paradip-Somnathpur-Haldia Pipeline

Rs 1,297 Cr
#Oct'21

Rs 24,155 Crores in Major Projects (>100 Crores)

Major Projects under Implementation

Marketing

Grass root POL Terminal at
Malkapur, Hyderabad

Rs 611 Cr

#May'22

Grass Root POL Terminal at
Motihari, Bihar

Rs 522 Cr

#Mar'21

LPG Import Terminal & Jetty
at Cochin, Kerala

Rs 714 Cr

Augmentation of LPG Import
Terminal at Kandla, Gujarat
(0.6 MMTPA to 2.5 MMTPA)

Rs 588 Cr

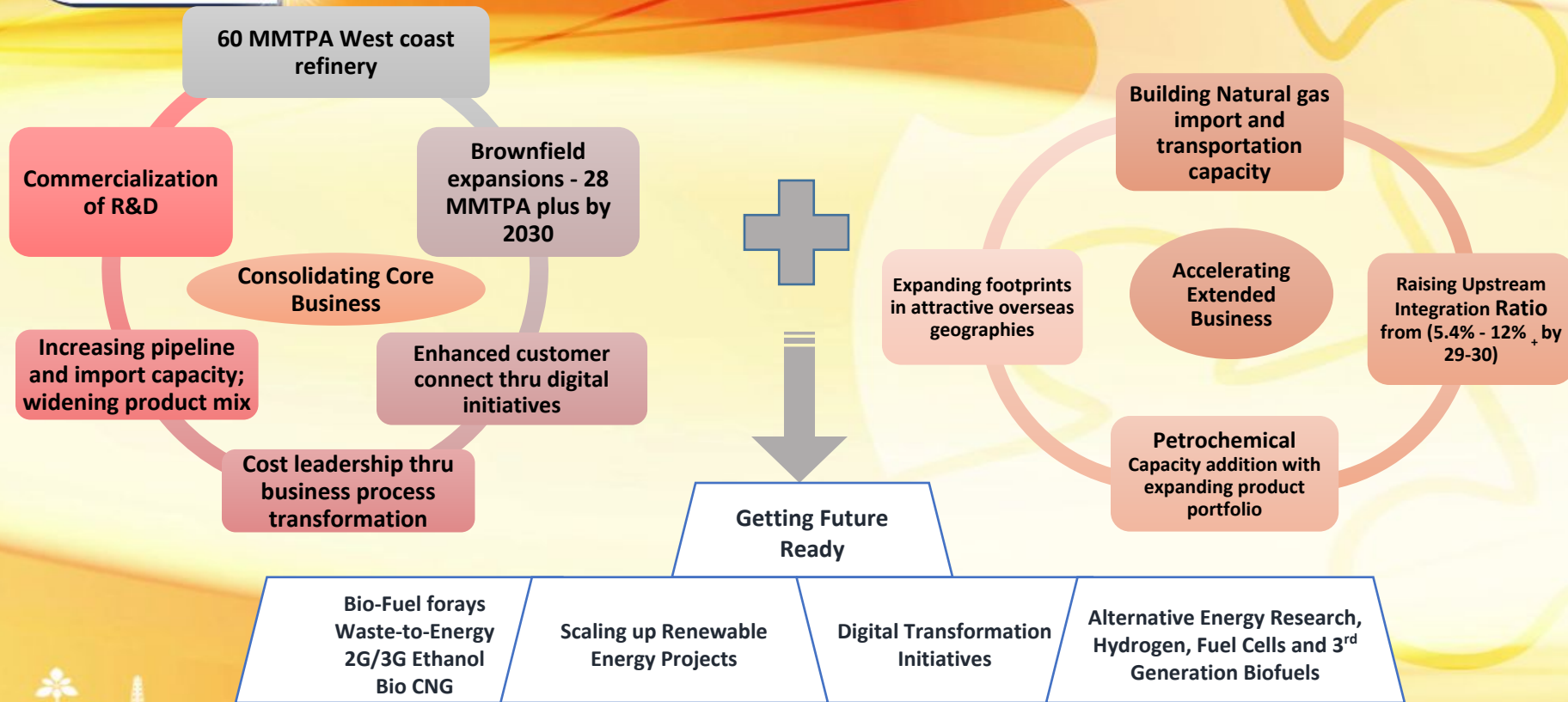
LPG Import Facility at Paradip, Odisha

Rs 690 Cr

#Oct'20

**Rs 9,571 Crores in Major
Projects (>100 Crores)**

Moving Forward



... to continue to be India's flagship company



Vigilance Excellence Award' by the Hon'ble President of India



AIMA - Outstanding PSU of the year

PRANAB MUKHERJEE

Key Accolades



FIPI - Human Resource Company of the Year



Social Consciousness



Skill Development

- Training programs through NSDCs - across the country
- Skill Development Institute, Bhubaneswar

Healthcare

- AOD Hospital, Digboi
- Swarna Jayanti Samudayik Hospital, Mathura
- IndianOil Aarogyam, MMUs at 3 refinery locations

Sanitation

- Toilets in Schools/ Community Centers

Jal-Jeevan: Clean Drinking Water

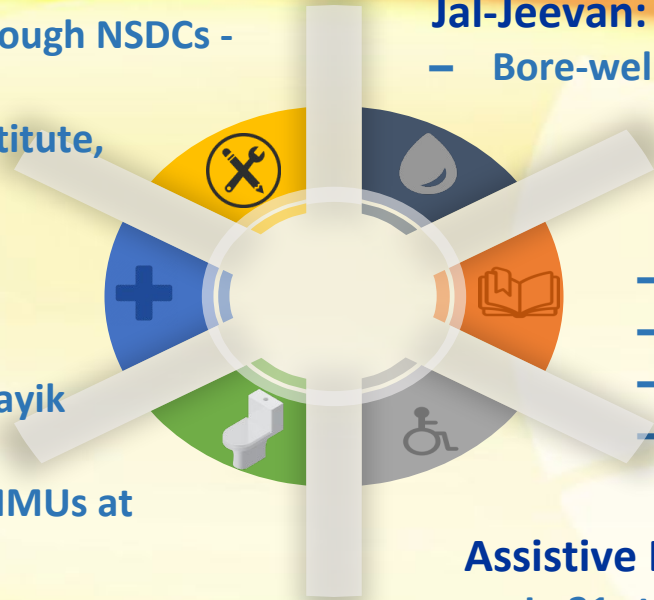
- Bore-wells & Hand pumps in identified villages

Education

- ICTM-IOC, Bhubaneswar
- IndianOil Vidushi, BBSR & Noida
- IndianOil Gyanodaya Scholarships
- School Infrastructure

Assistive Devices to Divyangjans

- In 21 states across the India



Total CSR Spend - Rs 490 Cr (48% more than LY)

IndianOil Vidushi: A flagship CSR project



46 of the 56 girls coached at IndianOil Vidushi Centres in Bhubaneswar and Noida - cleared JEE Mains examination



Financials



Turnover

Turnover (Rs. crore)

Rs. crore

Particular	2017-18	2018-19	Var (%)
Petroleum	449648	543,862	21.0%
Petrochemicals	17163	20,180	17.6%
Gas (Inc. Upstream sales)	6103	7,947	30.2%
Exports	24486	24,231	-1.0%
Turnover	497400	596,220	19.9%
Other Revenue including subsidy	9028	9,704	7.5%
Income from Operations	506428	605,924	19.6%



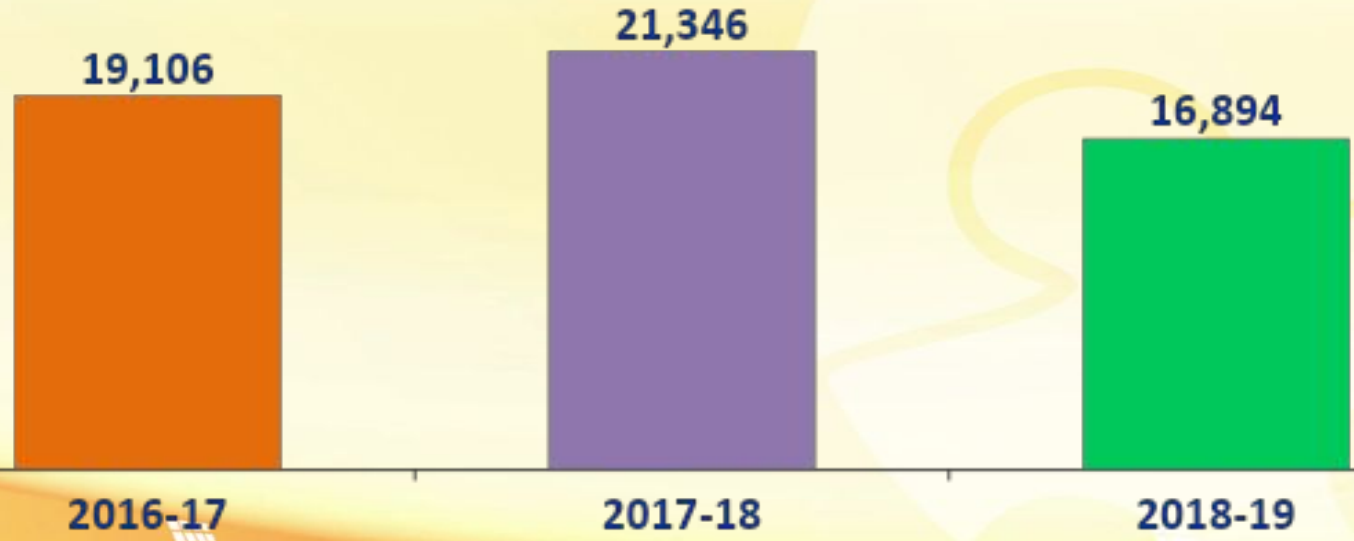
2017-18

2018-19

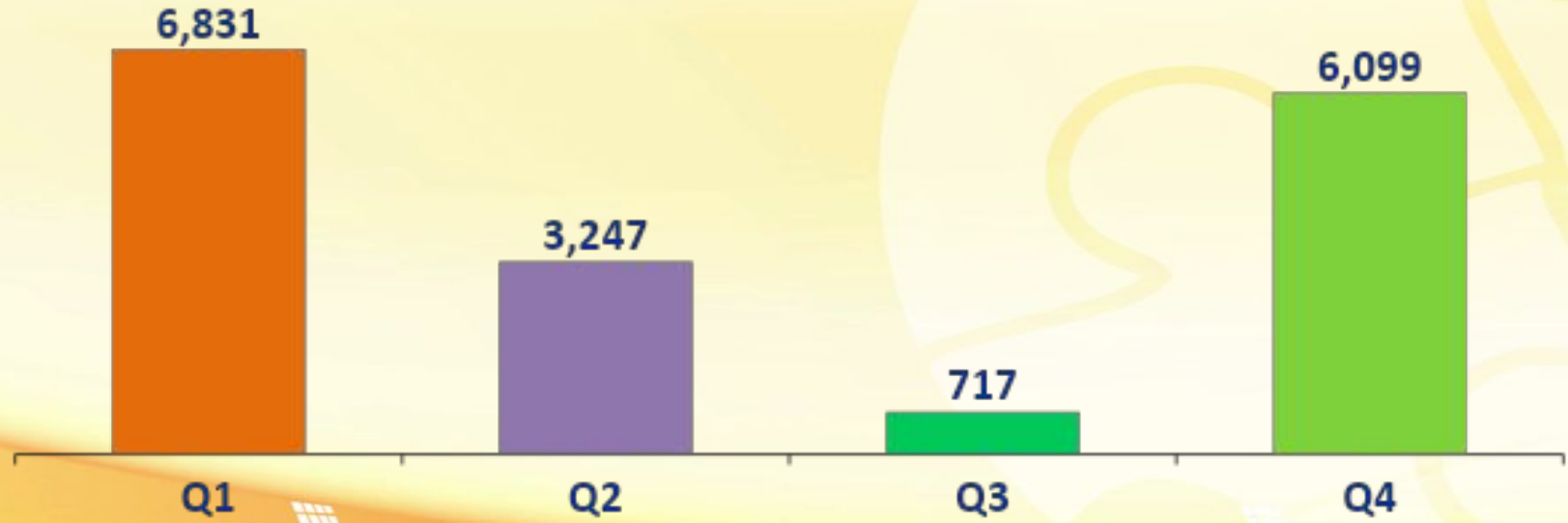
Quantity Variance: Rs. 6,338 crore

Price Variation: Rs. 92,482 crore

Profits



Profits (Quarterly)



Key Indicators (Rs. crore)

	2017-18	2018-19
Net Profit/ (Loss)	21,346	16,894
Major Reasons Contributing to the decrease in Profit:		
Inventory Gains/ (Loss) - Gross	6,795	4,172
Foreign Exchange Gain / (Loss)	304	(1,503)
(Provision)/ Write-back of Tax Disputes	2,814	1,155
One-time Provision for SABF	-	(1,267)
Provision for Taxes	(11,218)	(8,233)

Deviations in Annual Profit from Previous Year

Decrease by Rs. 4,452 crore

Decrease by Rs. 2,623 crore

Decrease by Rs. 1,807 crore

Decrease by Rs. 1,659 crore

Decrease by Rs. 1,267 crore

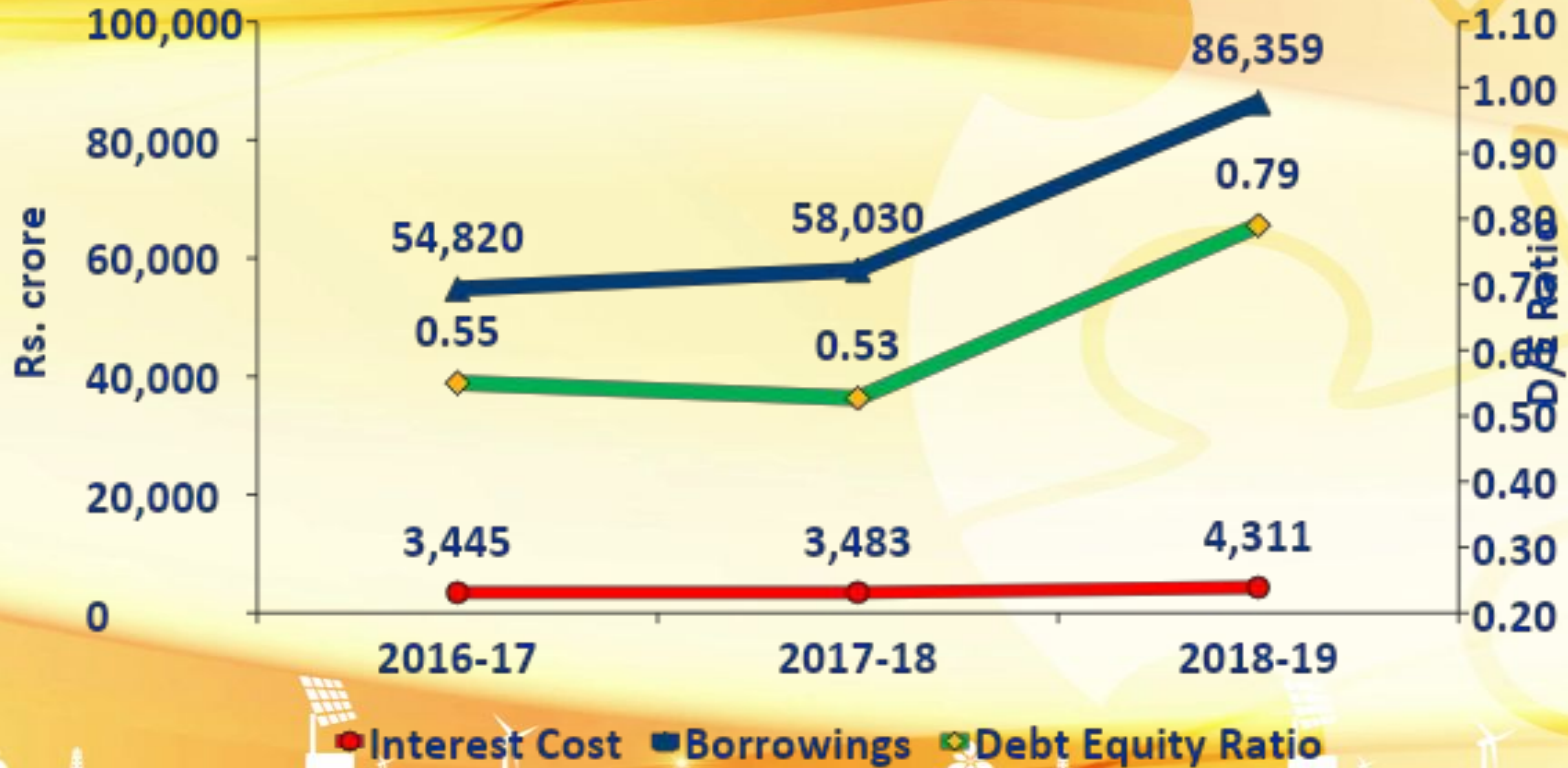
Increase by Rs. 2,985 crore

Rs. crore

Parameter	2016-17	2017-18	2018-19
Under-Recovery on SKO	5,149	3,196	4,110
Claims thru DBTL – LPG	6,265	10,627	15,638
Total	11,414	13,823	19,748

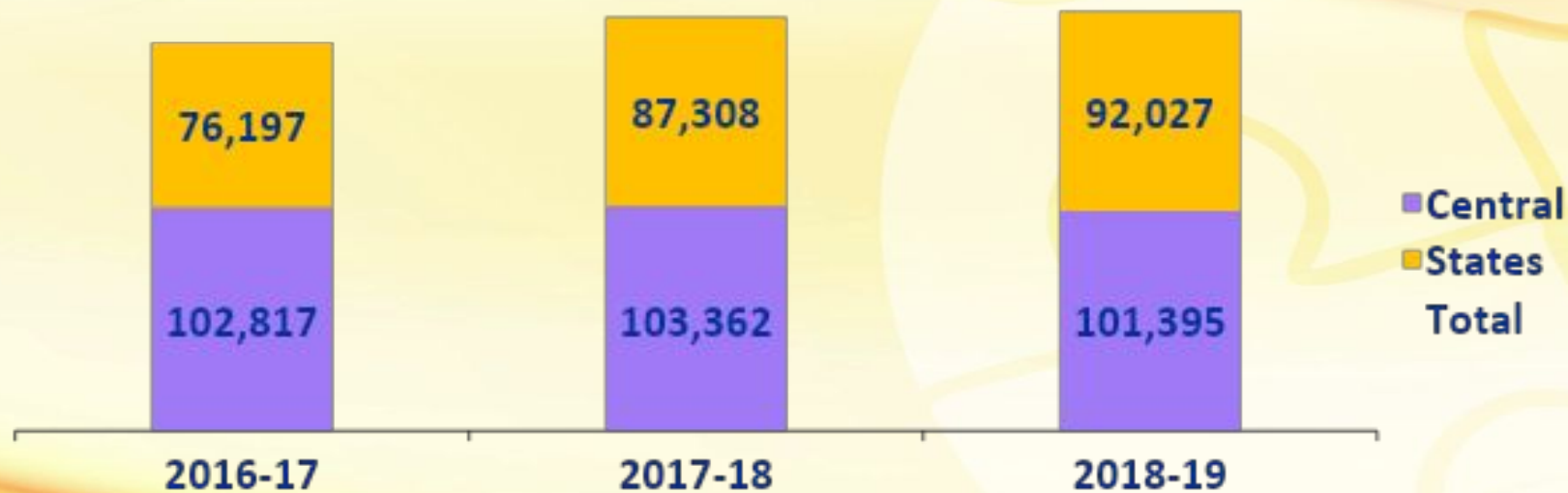
All under-recoveries are fully compensated.

Leverage



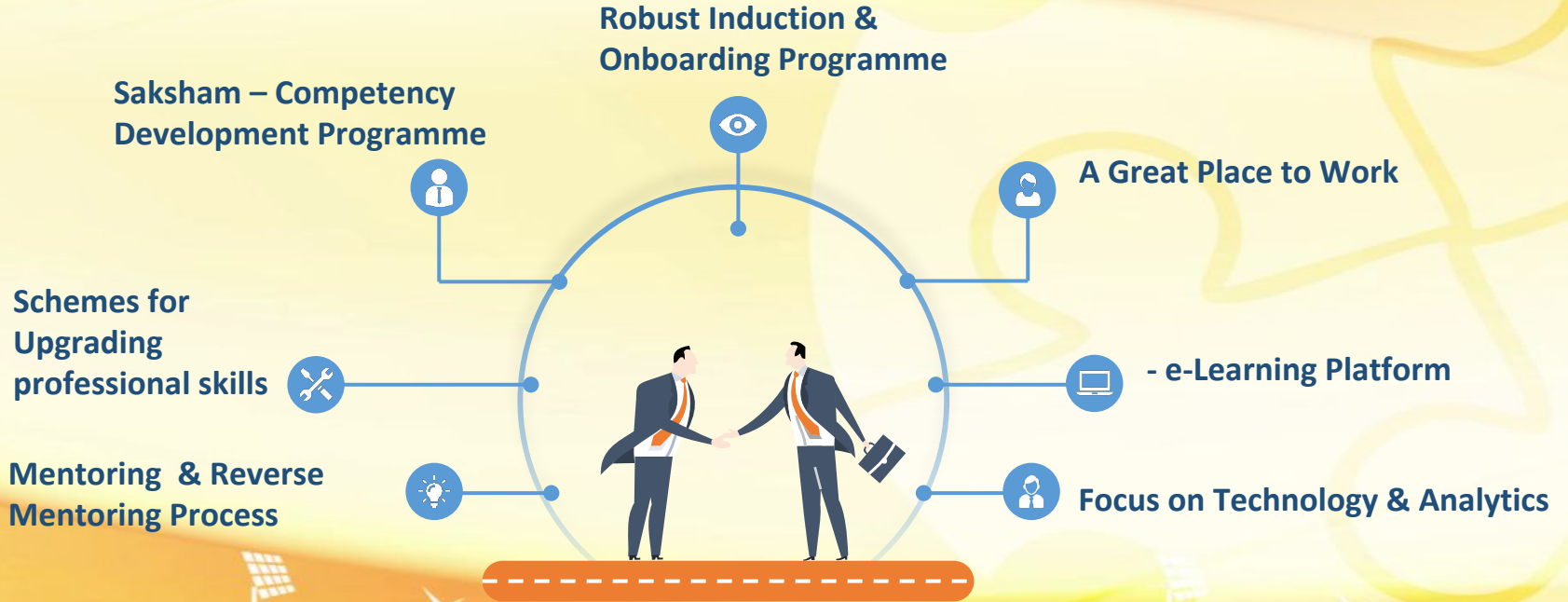
Contribution to Exchequer

Rs. crore



Evolving Human Capital

Driver – Leveraging People’s Potential & Motivating Millennials



Enhancing Productivity and Infusing fresh Ideas

Encouraging Millennials ~ 40% of the total Officer Strength

Our Superstars



Accolades in the Asian Games (Sept' 18)

- ◆ Mr. Rohan Bopanna and Mr. Divij Sharan - Gold medal in Tennis Men doubles
- ◆ Mr Aman Saini - Silver medal in Archery
- ◆ Ms. Manika Batra - Bronze medal in mixed doubles in TT
- ◆ Mr. A Sharath Kamal - Bronze medal in team & mixed doubles events in TT
- ◆ Mr Manav Thakkar - bronze medal in TT team Championship
- ◆ Mr Simranjeet Singh & Mr Krishan Pathak - part of the bronze winning Hockey team



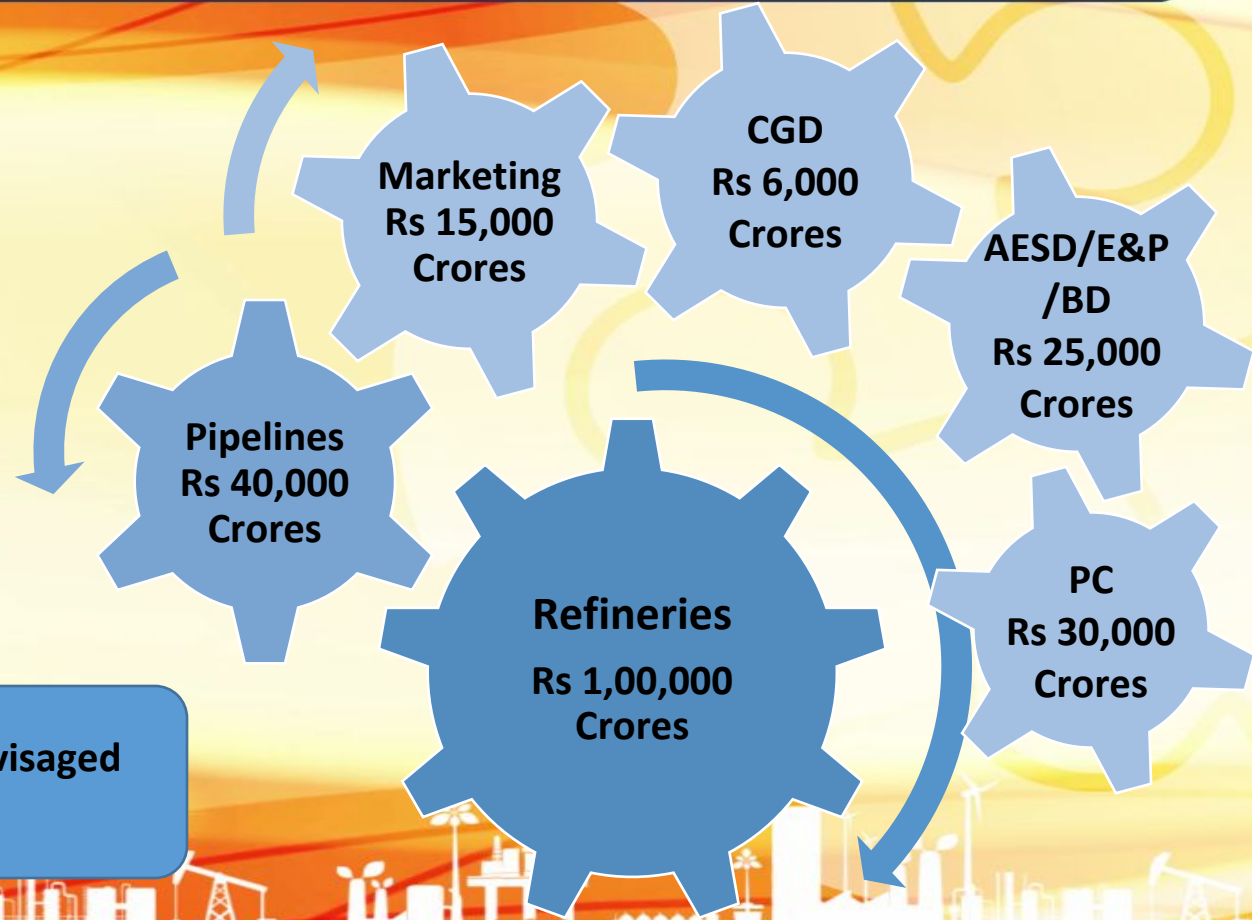
And earlier in April 2018 at CWG





Open Forum





~Rs. 2,15,000 Crore CAPEX envisaged during 2019 to 2024