



2017
Year of
INNOVATION
& TECHNOLOGY

Annual Press Conference 2017

Indian Oil Corporation Ltd.

25th May 2017

2016-17 – The Year That Was



2017
Year of
INNOVATION
& TECHNOLOGY

- ❖ **Strengthening the Core**
- ❖ **Success in New Frontiers**
- ❖ **National Imperatives**
- ❖ **Building Capabilities for Future**
- ❖ **Financials**



2017
Year of
INNOVATION
& TECHNOLOGY

Strengthening the Core

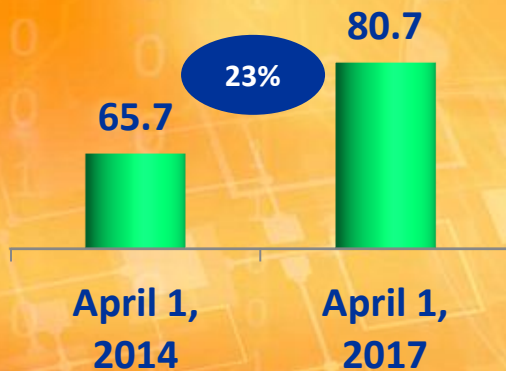
Our Building Blocks



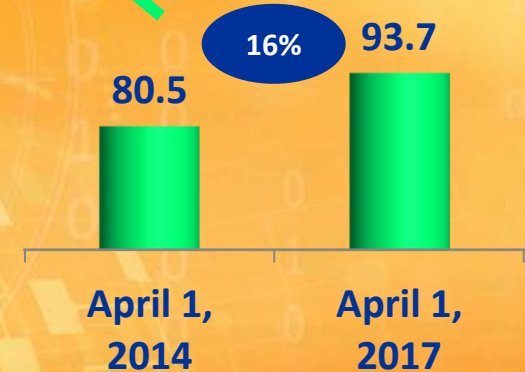
2017
Year of
INNOVATION
& TECHNOLOGY

Enviably Growth

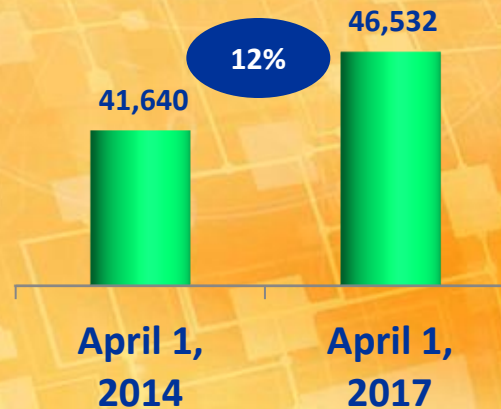
Refining Capacity (MMTPA)



Pipeline Capacity (MMTPA)



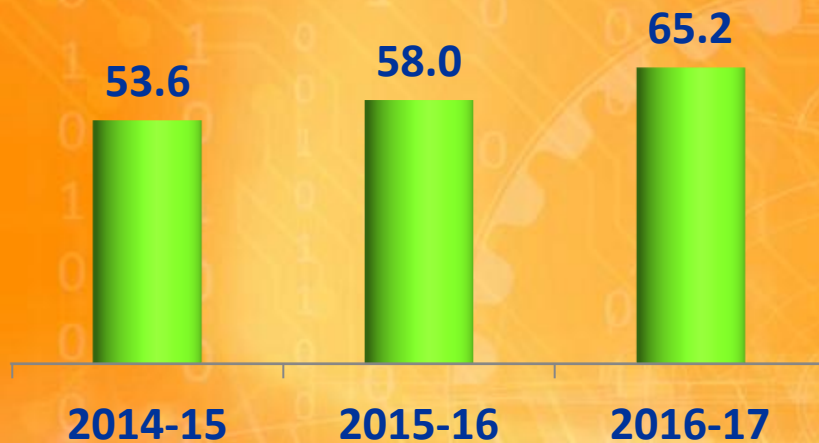
Marketing Touch Points



Refineries Performance

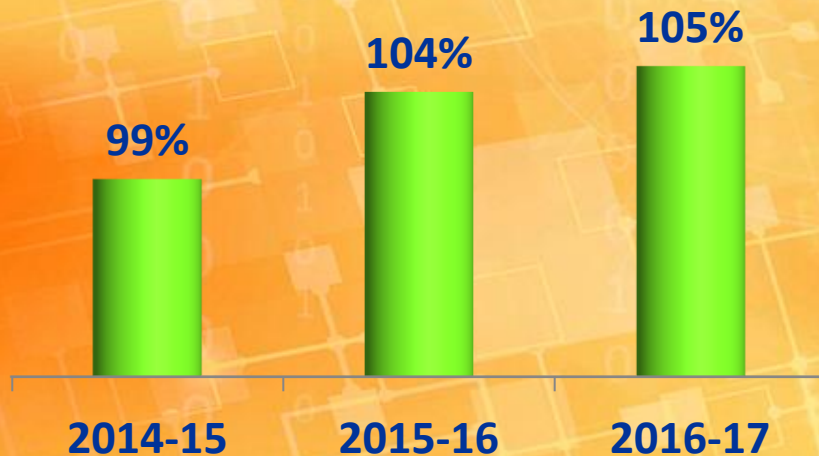


Crude T'put (MMT)



- ❖ Highest-ever Crude T'put
- ❖ 3 Refineries recorded highest-ever individual Crude T'put
 - Mathura Refinery
 - Panipat Refinery
 - Bongaigaon Refinery

Capacity Utilisation (%)*



- ❖ Paradip Stabilisation
 - 8.2 MMT crude processed
- ❖ Stupendous performance of legacy refineries
- ❖ Only supplier of BS-VI fuels for automotive trials

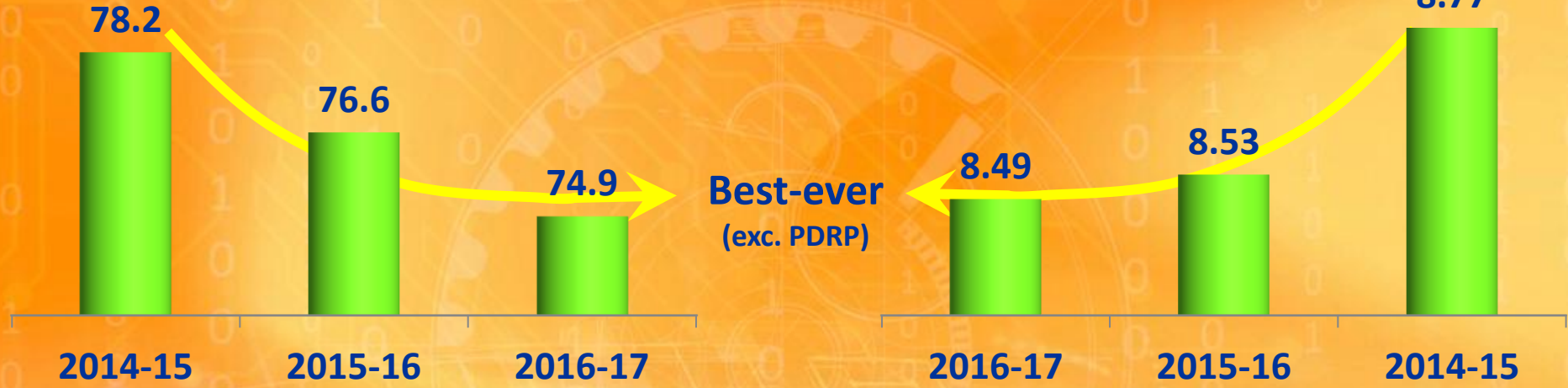
* 94% Utilisation with Paradip

Operational Excellence



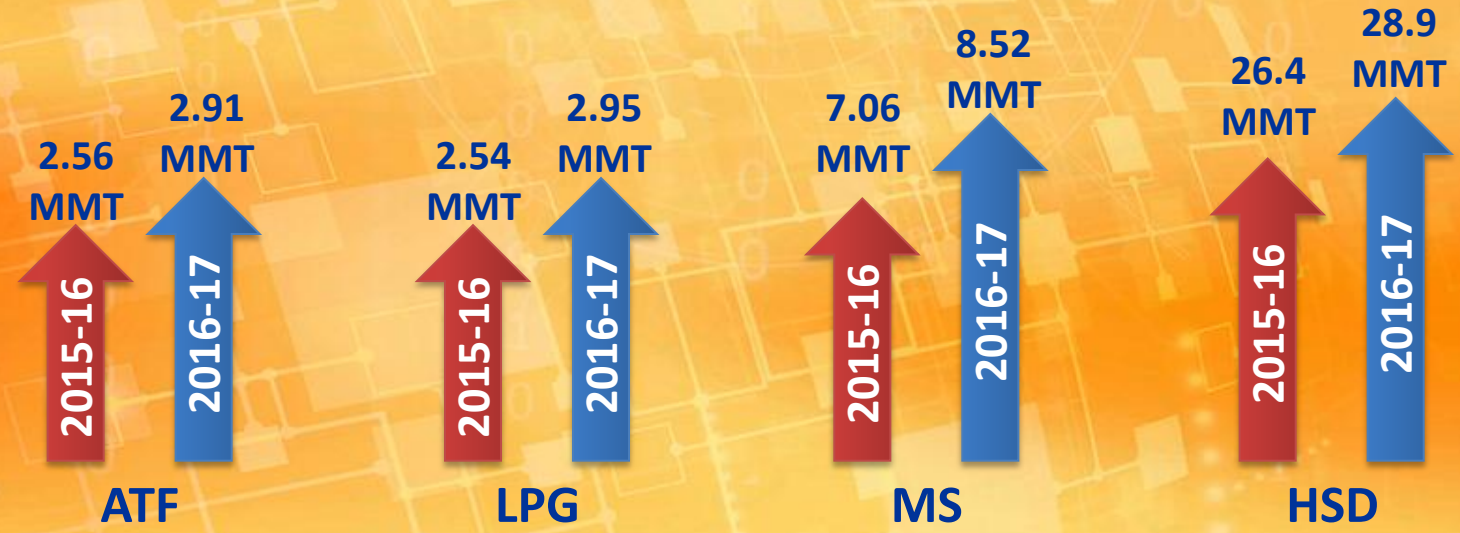
Energy Efficiency (MBN)*

Fuel & Loss (%)



* As per new methodology

Highest-ever Production of

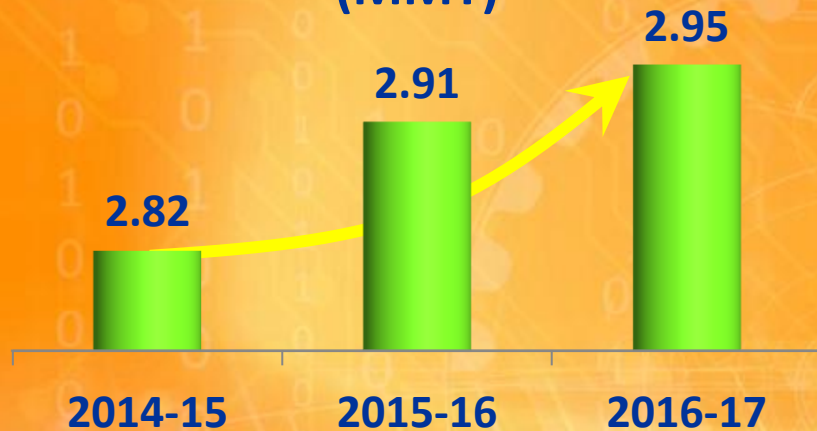


Petrochemical Production



2017
Year of
INNOVATION
& TECHNOLOGY

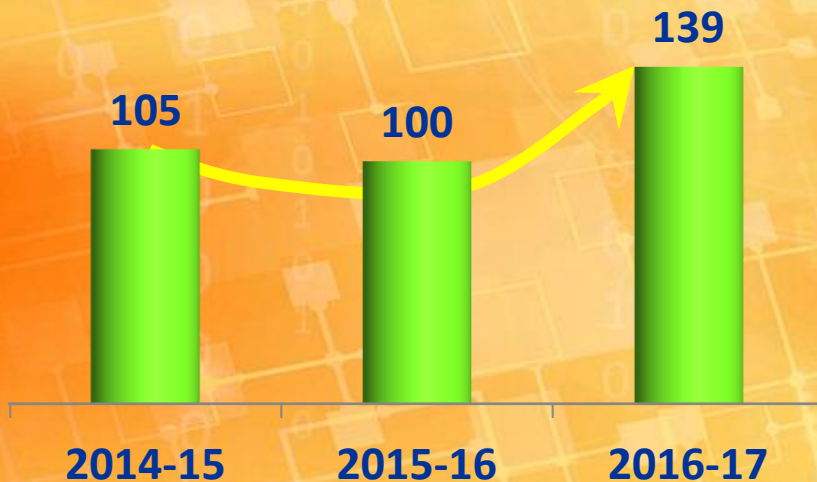
PNCP Naphtha Processed (MMT)



❖ Panipat Naphtha Cracker

- Highest-ever Naphtha processed
- Highest-ever Polymer production (1.28 MMT)

LAB Production (TMT)



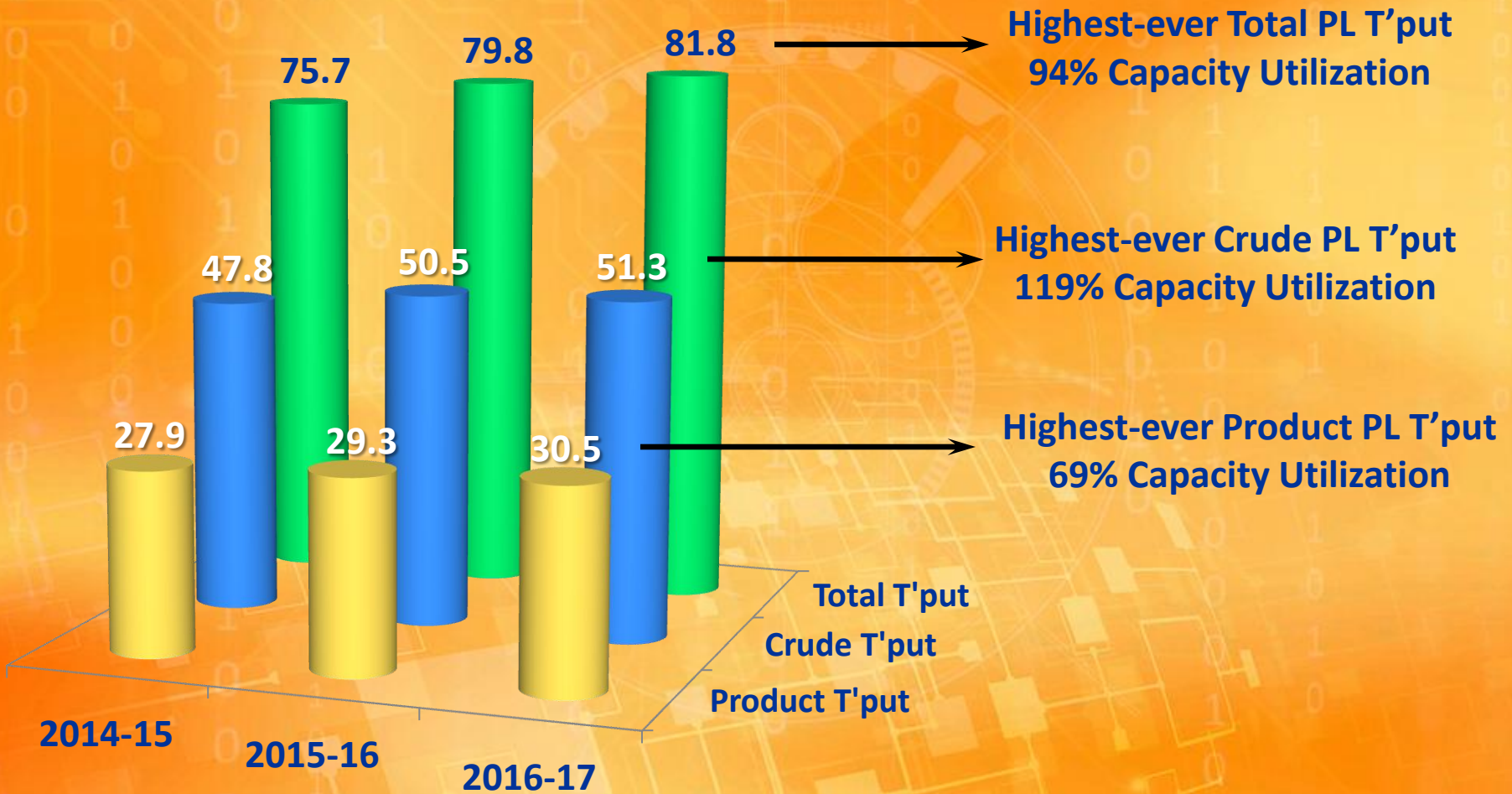
❖ LAB Plant at Gujarat

- Highest-ever LAB production (139 TMT)
- Beats previous best of 133 TMT in 2007-08

Pipelines



Data in MMT

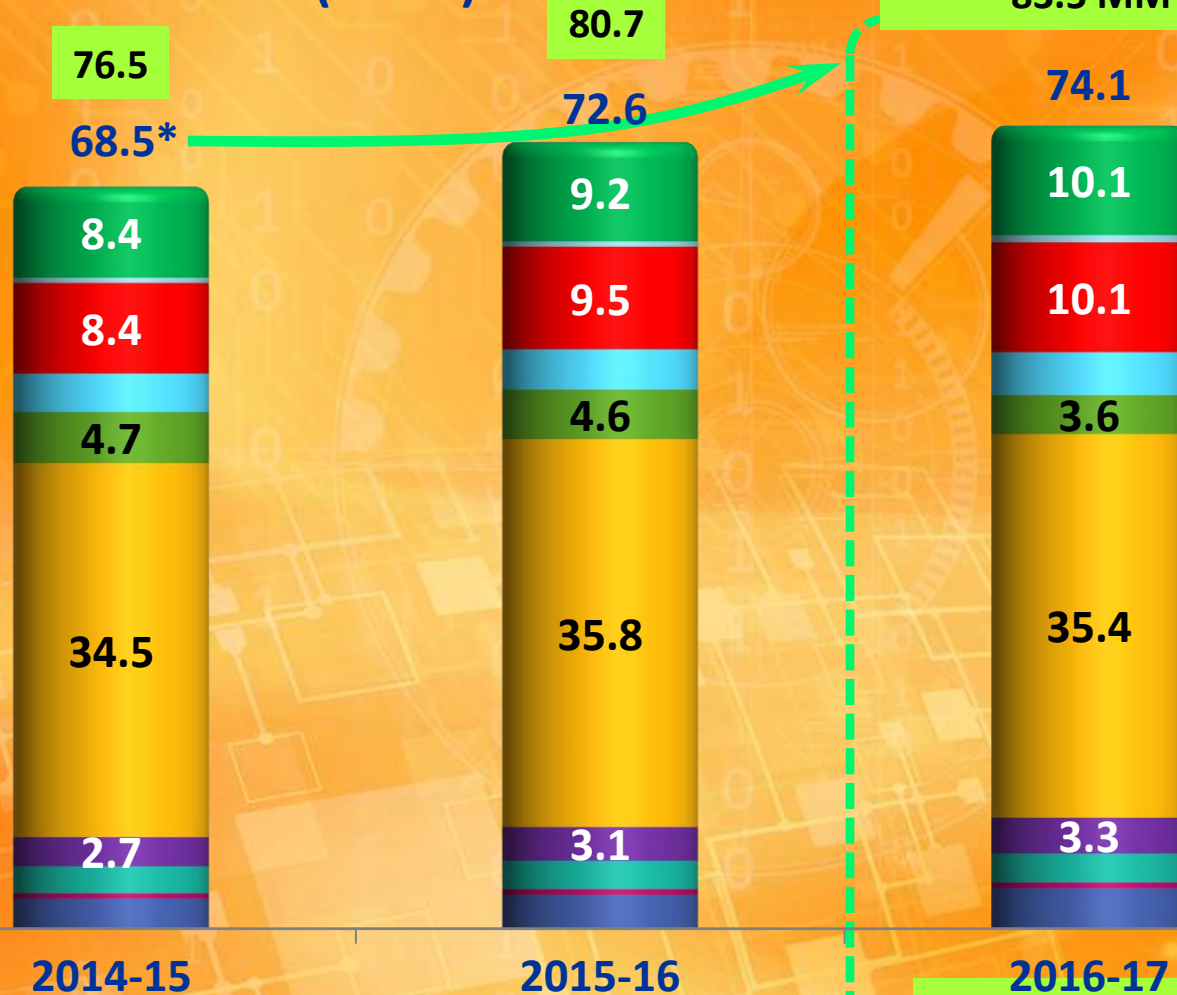


Crude Handling at Paradip increased by 36% (6.5 MMT)

Fuelling India's Growth



Domestic POL Sales (MMT)



- LPG
- Naptha
- MS
- ATF
- SKO
- HSD
- FO/LSHS
- Bitumen
- Lubes
- Others

* As per old methodology

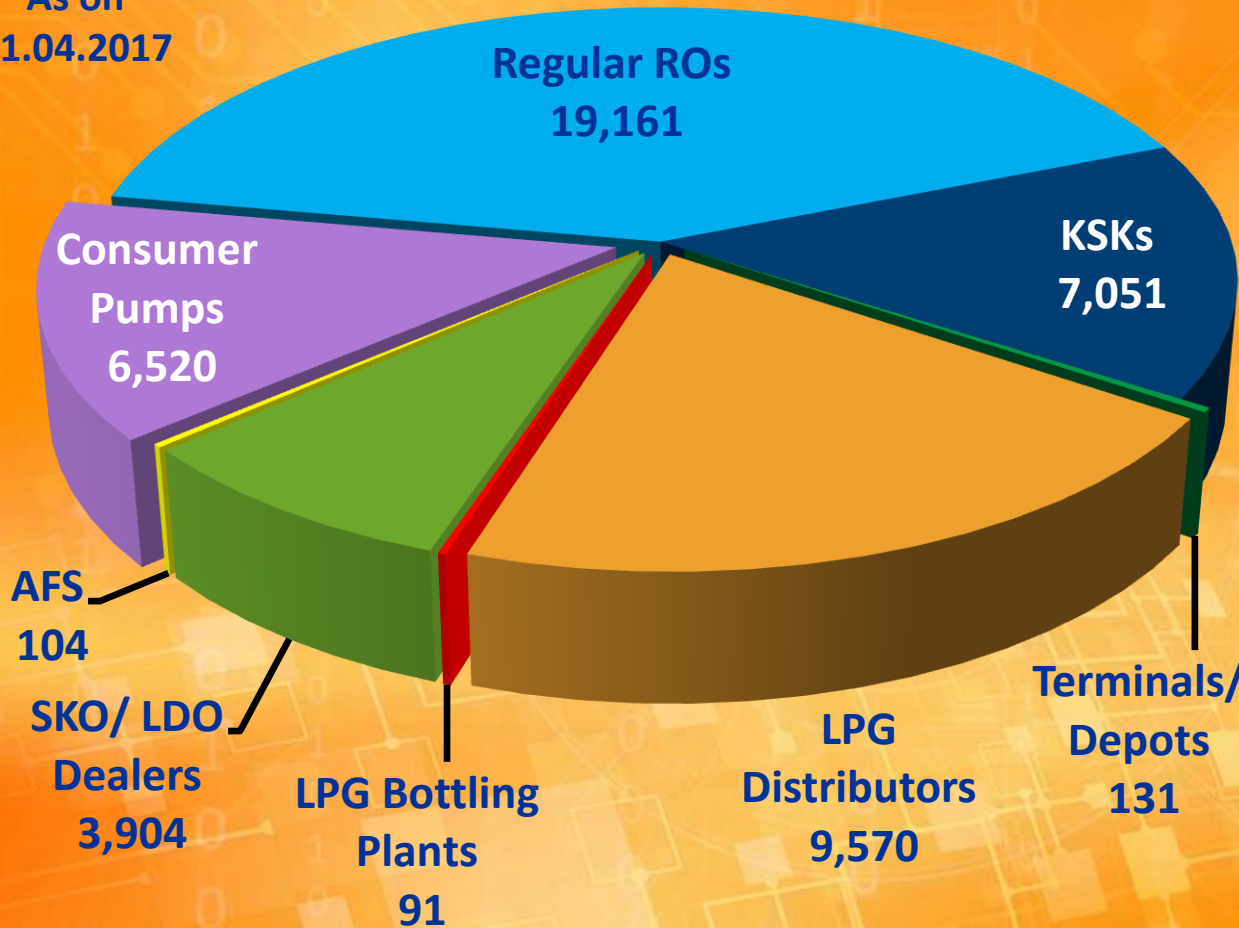
Maintaining Industry Leadership with 45.1% Market Share

Market Share in both MS (R) and HSD (R) +ve after 8 years (among PSU)

Reaching Every Indian



As on
01.04.2017



Network Expansion by over 1,350 in 2016-17

ROs	516
KSKs	365
Terminals/ Depots	3
LPG Dist.	426
AFS	4
Cons. Pumps	43

Over 46,500 Touch Points

Smart Terminals: 30
(in 2016-17)

Introducing Intelli-Green
LPG BPs

CNG made available in 90
more ROs – 280 Total

Automation across Value Chain

Aviation

- Highest-ever 3.59 MMT ATF sales
- Indigenously developed low-cost AFS



Lubes

- Servo Market Share increased by 0.2%
- Cost transformation *Project Lakshya* launched



Retail

- *Project Dhruva* to improve Customer Value
- 10,000 ROs Automated by 2016-17

Institutional

- Introduced Bio-Diesel (B-100) for Kerala STU buses
- Introduced DuraPave – new Bitumen grade



LPG

- 1.5 crore LPG connections released in 2016-17
- Indane sales crossed 10 MMT for 1st time ever

Supply Agreement renewed with Nepal for 5 years

❖ Patents

Active Patents: 554

During 2016-17

Filed: 105

Granted: 28

Commercialized: 1

❖ Lubricants

90 new formulations developed

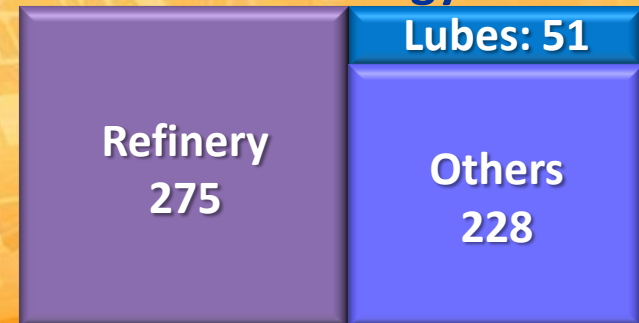
43 OEM, Customer, Defence Approvals

Patents Break-up

Country



Technology



As on 31.03.2017

Over 100 Patents filed in a Year – 1st time ever



2017
Year of
INNOVATION
& TECHNOLOGY

Success in New Frontiers

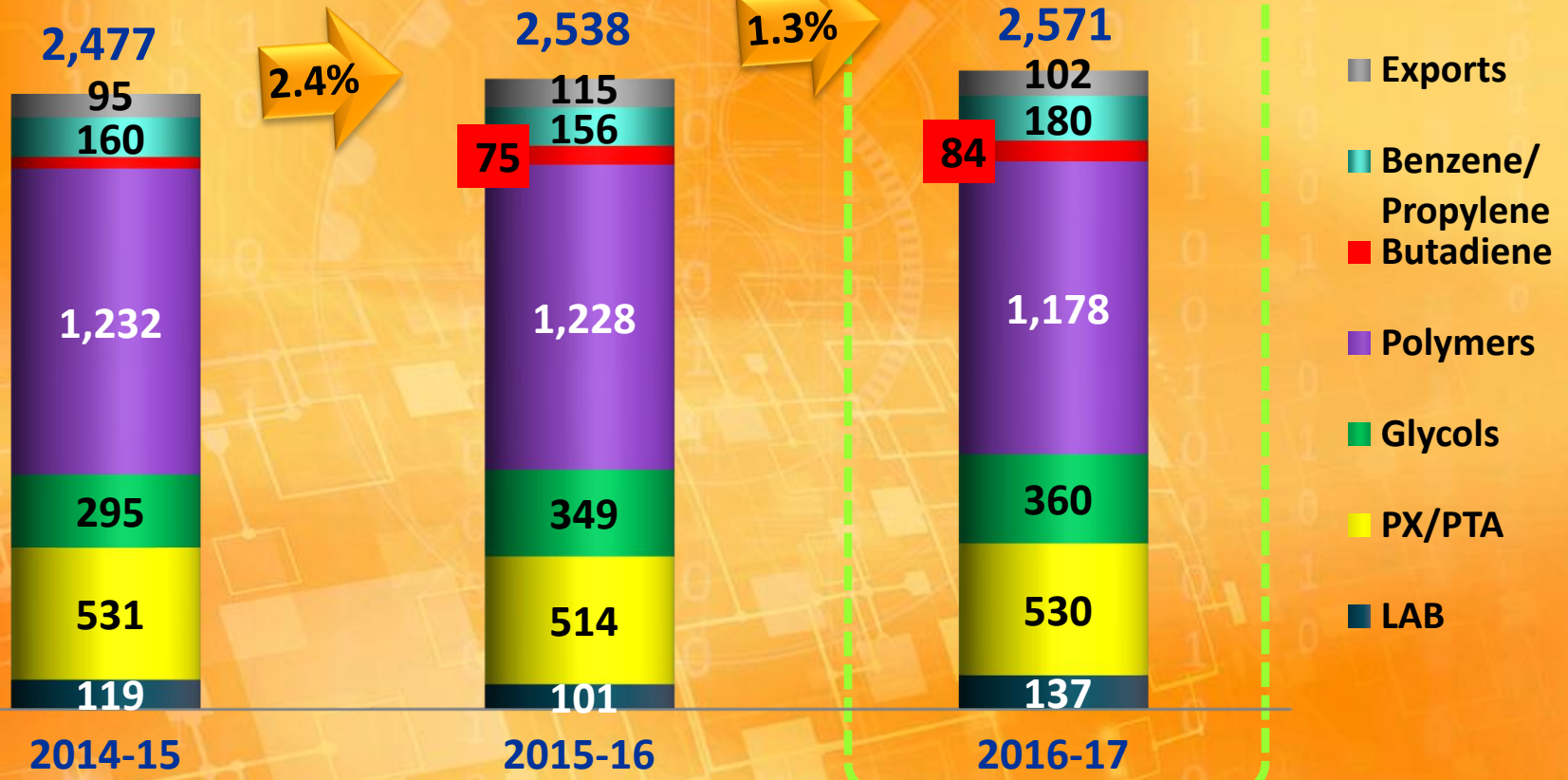
PROPEL – The Future



PROPEL

100% TRUST. 100% VALUE.
A range of world-class petrochemicals

Petrochemicals Sales (TMT)



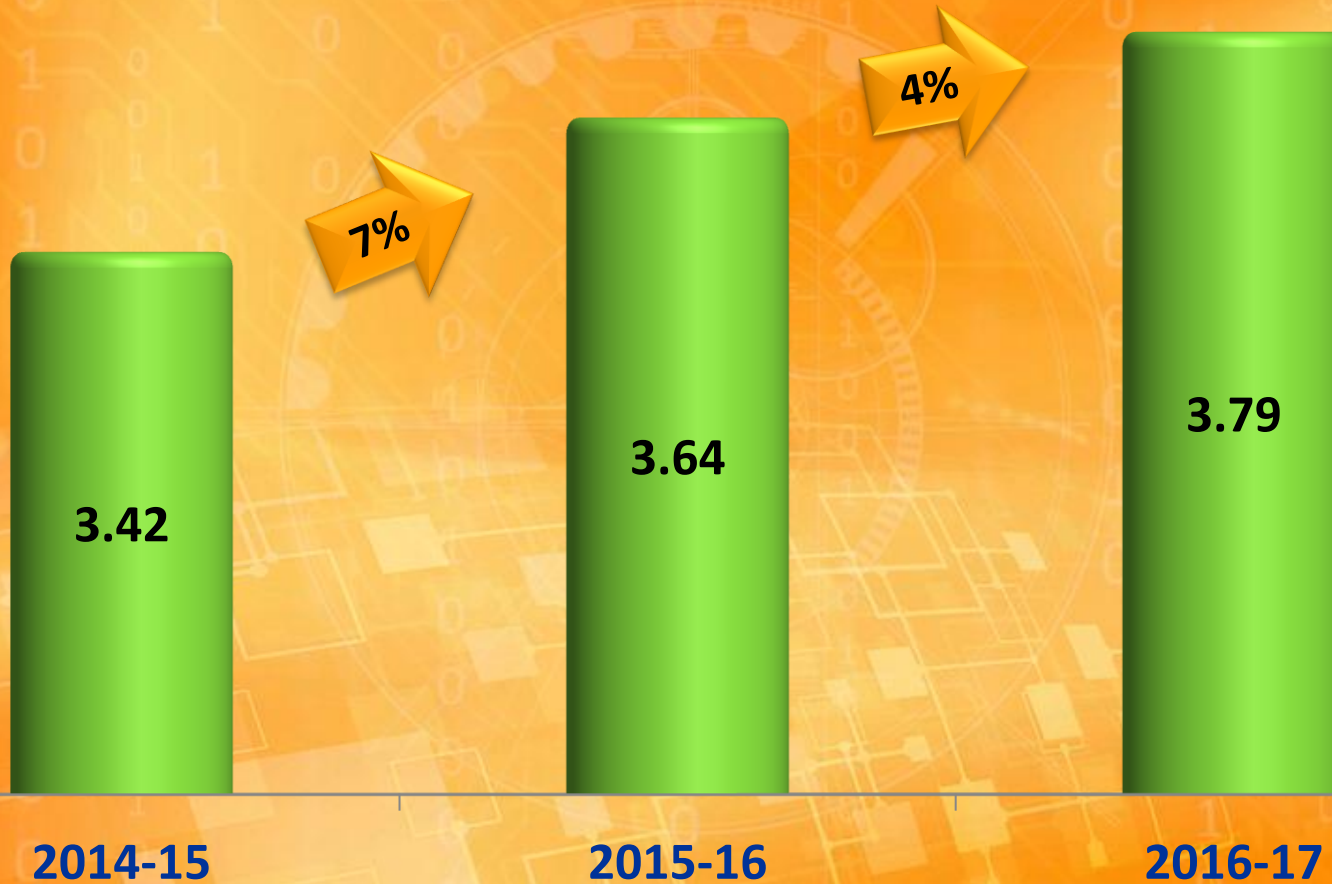
2nd Largest Polymer Player

The 21st Century Fuel



2017
Year of
INNOVATION
& TECHNOLOGY

Gas Sales (MMT)

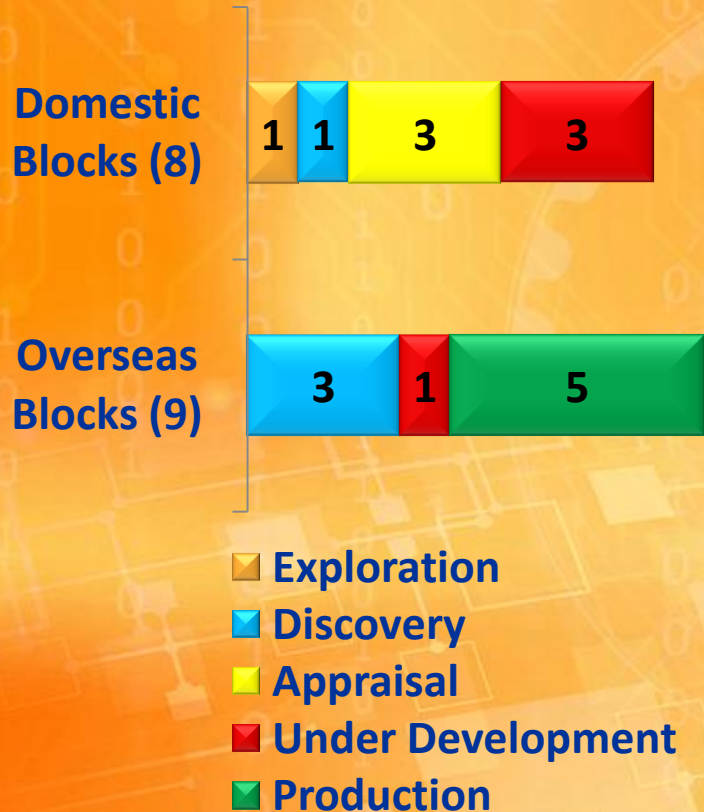


Includes own-use Gas

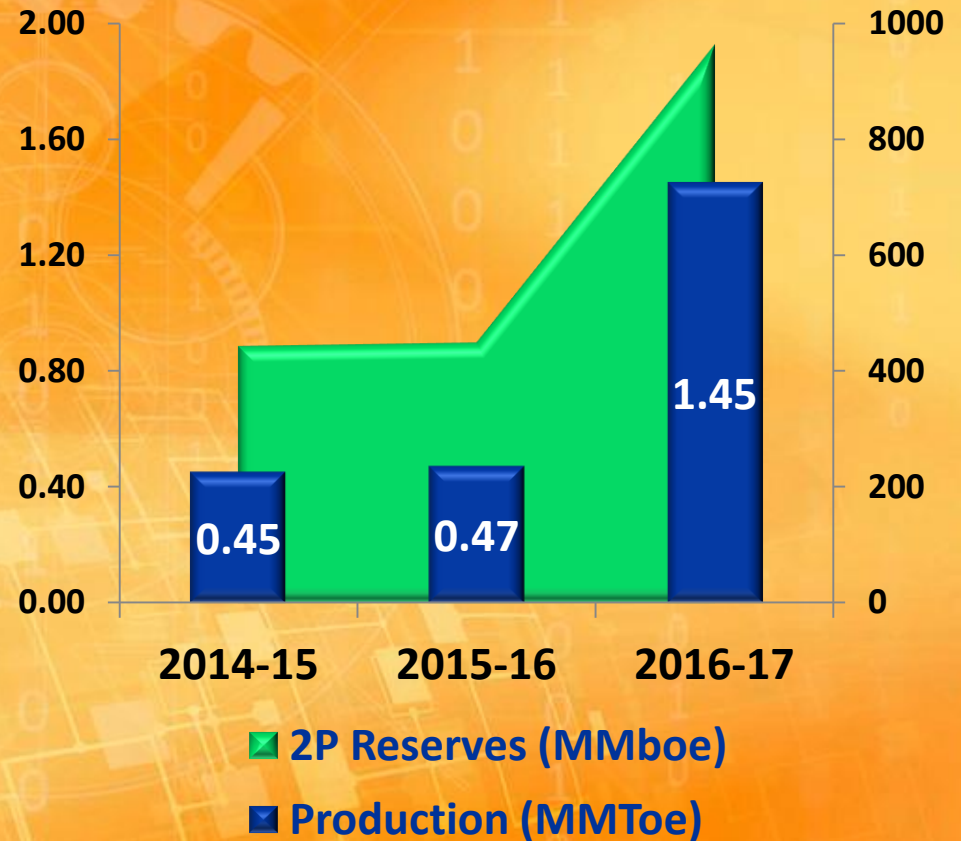
20% R-LNG Market Share

Ramping-up Independent LNG Sourcing

Blocks' Location, 2016-17



Reserves & Production



Upstream Investment of over Rs. 19,000 crore
Envisaged investment of over Rs. 38,000 crore

Russian Asset Acquisition



Vankor: Today's Behemoth

Reserves	331 MMT
Production	21 MMTPA
Consortium Stake	23.9%
IndianOil Stake	8%

Taas: Tomorrow's Star

Reserves	196 MMT
Production	1 MMTPA
Peak Envisaged	5 MMTPA
Consortium Stake	29.9%
IndianOil Stake	10%

Investment Approval for
\$1.23 billion

Vankor

US\$ 598 million invested
(till 31.03.2017)

Taas

US\$ 408 million invested
(till 31.03.2017)



International Aspirations



2017
Year of
INNOVATION
& TECHNOLOGY

❖ Venturing into new geographies

- Bid for Myanmar Petroleum Products Enterprise' POL tender
- MOU with Bangladesh Petroleum Corp (BPC)
 - Setup LPG import terminal in Bangladesh
 - Marketing LPG in JV
 - Transport LPG to North East India
- Opening offices in
 - Singapore
 - Bangladesh

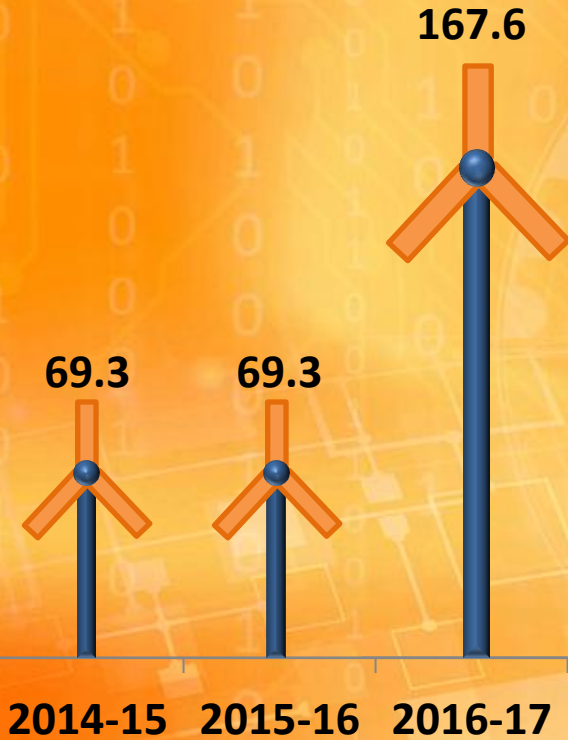
❖ Plans for deeper Southeast Asia engagement



Alternate Energy

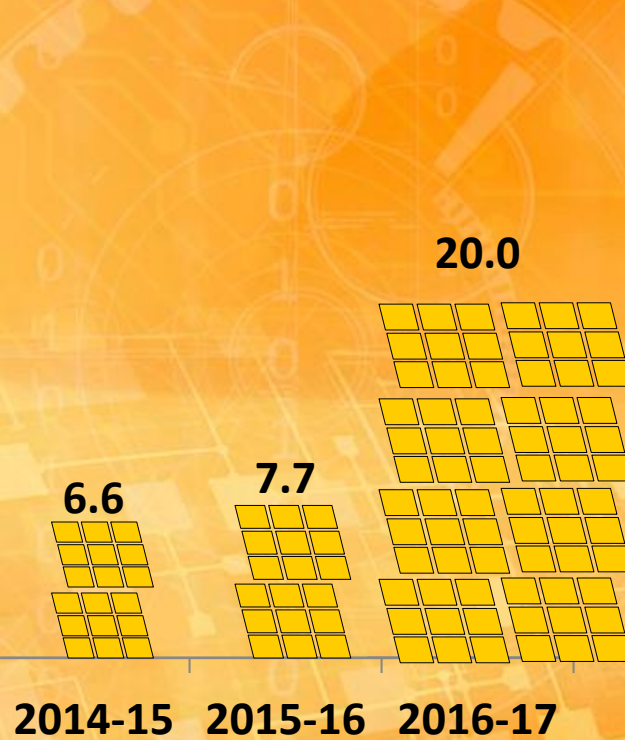


Wind Capacity (MW)



4 new Wind Plants
98.3 MW Capacity

Solar Capacity (MW)



4.5 MW Narimanam Plant
Multiple Smaller Plants

Power Gen. (GWhr)



Reaping Rewards of
Capacity Additions

Over 110 MW Renewable capacity addition in 2016-17!

Sustainability Initiatives



2017
Year of
INNOVATION
& TECHNOLOGY



- 21 Major events made Carbon Neutral
- Petrotech 2016 also carbon neutral



- Waste-to-Energy plant at Varanasi
- Waste-to-BioCNG
- 2G Ethanol Plants at 3 locations

RO Solarisation

Carbon Neutral Events

Zero Effluent Discharge

New Ventures

- Over 2,000 ROs Solarised in 2016-17
- Over 23% ROs solarised till date



- Zero Discharge at
 - Barauni Ref
 - NCU, Panipat Ref
- 5 refineries re-use 90% waste water



1st Waste-to-Energy Plant commissioned at Varanasi



2017
Year of
INNOVATION
& TECHNOLOGY

National Imperatives

India's Missions



2017
Year of
INNOVATION
& TECHNOLOGY



Pradhan Mantri Ujjwala Yojana

- Spearheaded the initiative
- 91 lakh connections released in 2016-17

Skill India

- Started Skill Development Institute, Bhubaneswar
- Technical training imparted to 90 students



Start-up India

- Promoting entrepreneurial prowess of India
- Rs. 30 crore fund for solving industry problems

Cleaner Fuels

- Successful pan-India rollout of BS-IV
- Geared for BS-VI implementation by April 2020



In Times of Need



2017
Year of
INNOVATION
& TECHNOLOGY



Maintained supply lines during
Cyclone Vardah in Chennai



Innovative Supply Solutions for
Law & Order affected States



Contained Chennai Oil Spill through
IndianOil R&D's *Oilivorous-S* technique

CSR in IndianOil

Education/ Sports	Healthcare	Skill Development
<p>IndianOil Education Scholarship</p> <ul style="list-style-type: none"> • 2,600 students/year • Covers ITI, Engg, Medical, and MBA 	<p>AOD Hospital, Digboi, Assam</p> <ul style="list-style-type: none"> • 200-bed hospital • Treats over 20,000 patients every year 	<p>AOD School of Nursing, Digboi, Assam</p> <ul style="list-style-type: none"> • B. Sc. Nursing Course • 30 girls per batch
<p>IndianOil Sports Scholarship</p> <ul style="list-style-type: none"> • Promoting young sportsmen • 150 scholarships covering 20 sports 	<p>Swarna Jayanti Samudayik Hospital, Mathura, UP</p> <ul style="list-style-type: none"> • 50-bed hospital • Treats 50,000 patients every year 	<p>Multi Skill Dev. Institute, Digboi, Assam</p> <ul style="list-style-type: none"> • Started in 2014 • Vocational training on skills/ competencies

Rs. 214 crore spent on CSR activities in 2016-17



2017
Year of
INNOVATION
& TECHNOLOGY

Building Capabilities for Future

Refining & Petrochemicals



2017
Year of
INNOVATION
& TECHNOLOGY

Major Ongoing Project	Cost (Rs. crore)
BS-VI Projects	15,411
Polypropylene at Paradip	3,150
Coker at Haldia	3,076
INDMAX at Bongaigaon	2,582
Others	2,376

- ❖ MOU signed for WCR
- ❖ Expansion planning for
 - Gujarat
 - Mathura
 - Barauni
 - Panipat
 - Paradip
 - Bongaigaon
 - Guwahati

- ❖ In-principle approval for expansion of
 - PX/PTA plant at Panipat
 - Naphtha Cracker at Panipat
- ❖ Studies ongoing for new petrochemical plants



Major projects with FID ~Rs. 11,438 crore + Rs. 15,411 crore (QI)
Over 100 MMTPA refining capacity envisaged by 2022

Pipelines Projects



❖ Projects Completed

– Crude PL

- Debottlenecking of Salaya-Mathura PL
- Augmentation of Paradip-Haldia-Barauni PL

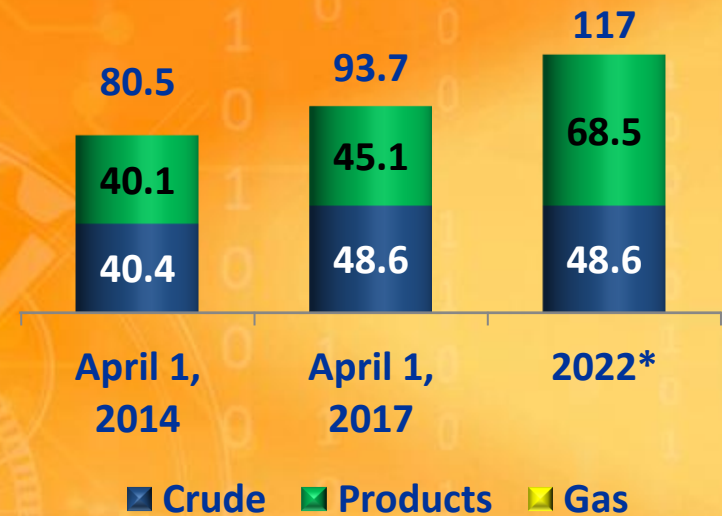
– Products PL

- Paradip-Raipur-Ranchi PL (750 km)

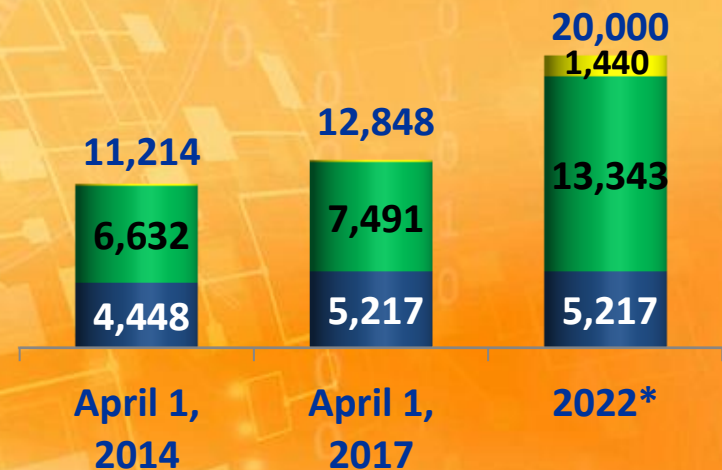
❖ 16 Ongoing Pipelines

Products	12
LPG	3
Gas	1

Pipeline Capacity (MMTPA)



PL Length (km)



* On completion of ongoing projects

Rs. 18,000 crore pipeline projects under construction

❖ Technology Commercialisation



35 TMTA INDAdapt^G Plant
at Guwahati Refinery

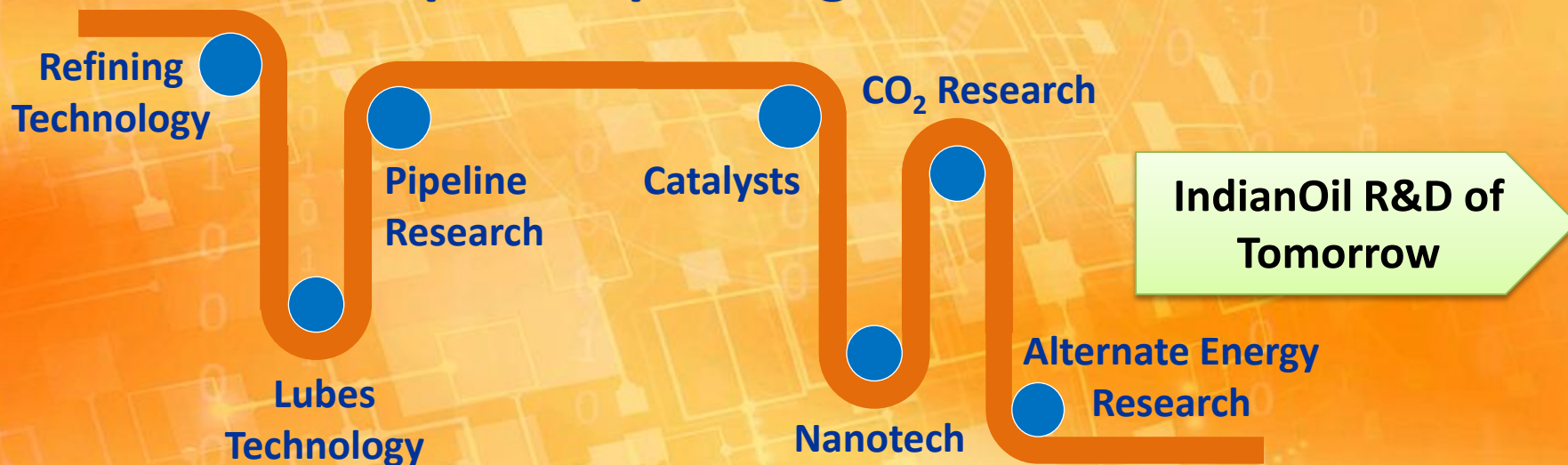


Indigenous In-Line Pipeline
Inspection Tool



Indigenously Developed
Delayed Coker at Barauni

❖ 2nd R&D Campus – Upscaling Thrust Areas



New generation of Lead Acid Battery trials underway

❖ Ennore LNG Import Terminal

- 5 MMTPA Terminal
- Construction activities on schedule
- Mechanical completion by mid-2018

❖ CGD Foray

- 2 new commissioned
- 5 Operational
- 4 more under progress

❖ Bio-CNG

- Synergy with Sustainability initiatives
- Exploring feasibility of marketing through our ROs

❖ Pioneering LNG as Road Transport Fuel



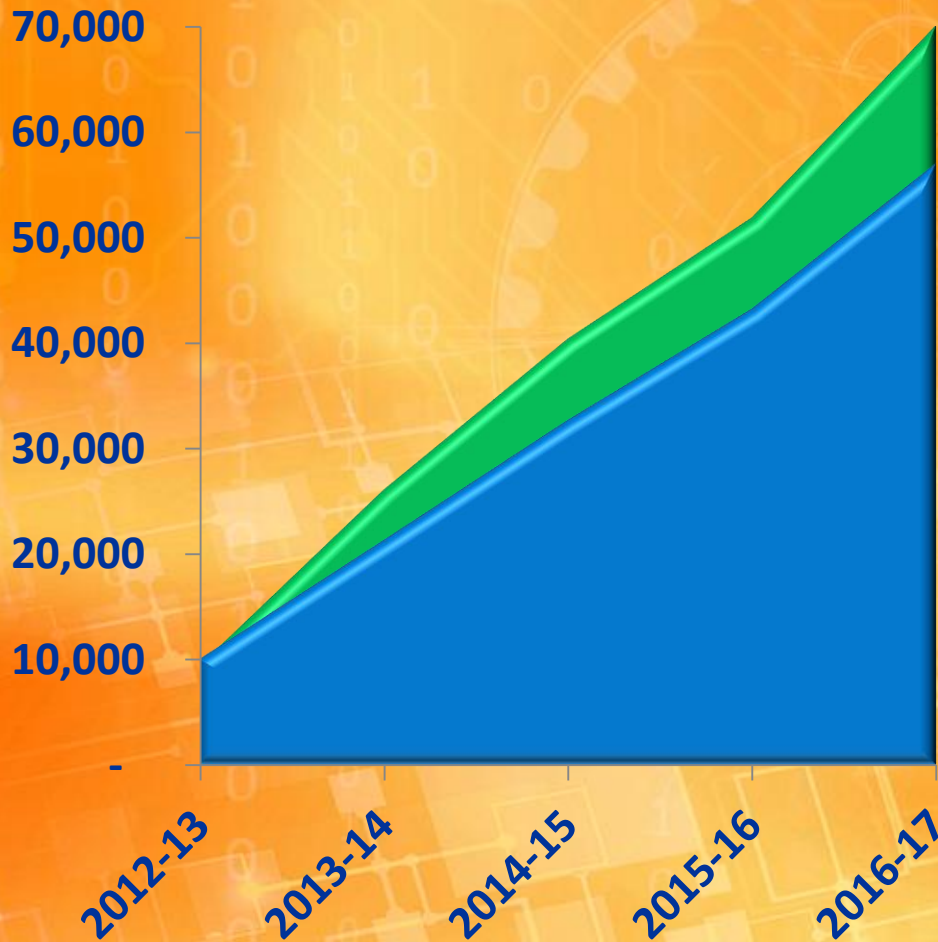
Roof Installation at LNG Tanks, Ennore



India's 1st LNG Powered Bus

XII Plan Capex (Rs. crore)

Actual Target



❖ XII Plan

- Target: Rs. 56,200 crore
- Actual: Rs. 70,054 crore
- Achievement: 125%

❖ Approvals since 2014-15

2016-17

Rs. 42,101 crore

2015-16

Rs. 21,041 crore

2014-15

Rs. 19,939 crore

Projects over Rs. 33,300 crore under implementation

Major Approvals in 2016-17



❖ Investment Approval

Ennore-Thiruvallur-Bengaluru-Puducherry-
Nagapattinam-Madurai-Tuticorin Natural Gas PL

Koyali-Ahmednagar-Solapur Products PL

Phase-IV of Retail Automation

Haldia-Barauni Products PL

Project Value

Rs. 4,497 crore

Rs. 1,967 crore

Rs. 1,338 crore

Rs. 1,038 crore

❖ In-Principle Approval

Barauni Refinery Expansion from 6 to 9 MMTPA

BS-VI at Paradip Refinery

BS-VI at Haldia Refinery

PX/PTA expansion at Panipat

500 TMT LPG BPs (approved)

BS-VI at Bongaigaon Refinery



2017
Year of
INNOVATION
& TECHNOLOGY

Financials

Turnover

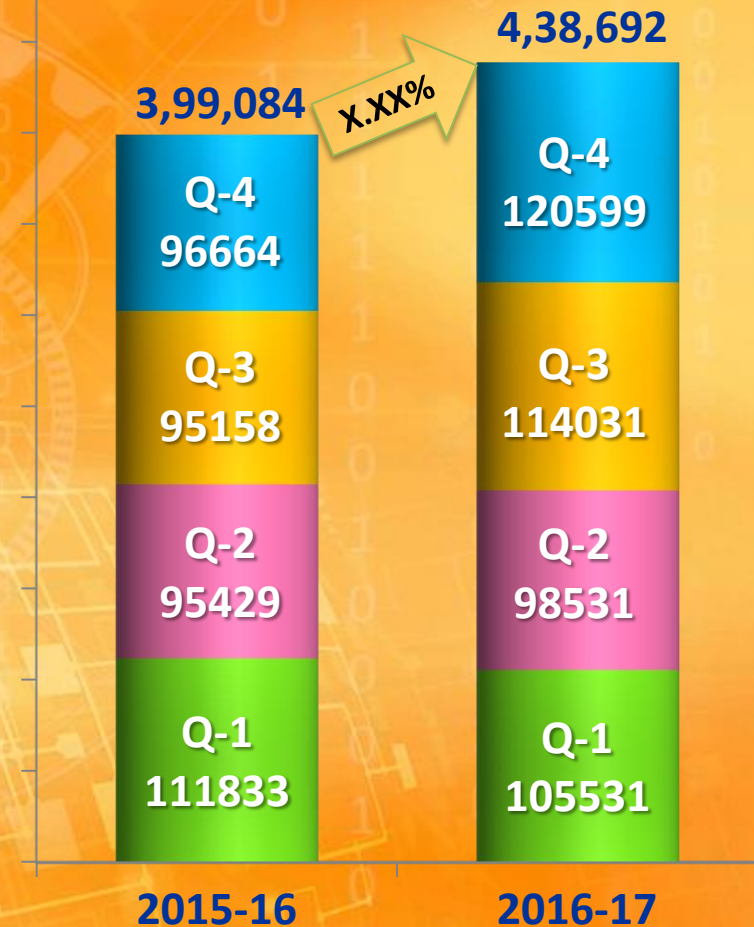


2017
Year of
INNOVATION
& TECHNOLOGY

in Rs. crore

Turnover (Rs. crore)

	2015-16	2016-17	Var. (%)
Petroleum Inland	3,30,175	3,60,461	9.2%
OMCs	37,218	45,304	21.7%
Petrochemicals	18,627	19,406	4.2%
Gas	7,651	5,520	(27.9)%
Export	9,711	14,652	50.9%
Others	2,512	1,174	(53.3)%
Sub-Total	4,05,894	4,46,517	10.0%
Less: Discount	6,810	7,825	14.9%
Turnover	3,99,084	4,38,692	9.9%
Other Operating Revenue	1,333	1,659	24.5%
Subsidy/ Others	6,411	5,022	(21.7)%
Income from Operations	4,06,828	4,45,373	9.5%



Fruits of Prudence



Initiatives Undertaken



Cause & Effect

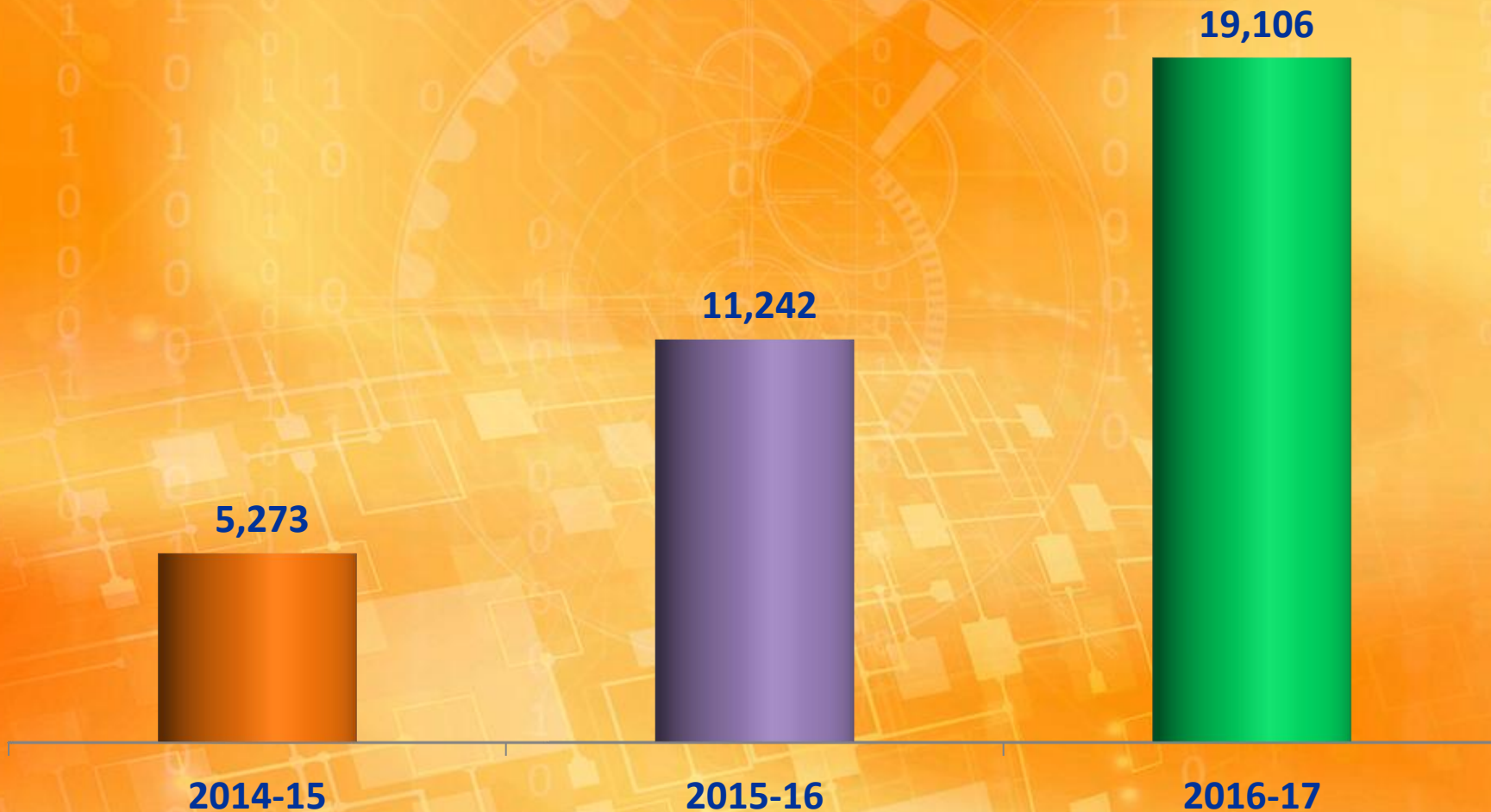


Profits



2017
Year of
INNOVATION
& TECHNOLOGY

Profit After Tax (Rs. crore)



Profitability for the year



Key Indicators (Rs. crore)

	2015-16	2016-17
Net Profit/ (Loss)	11,242	19,106
Major Reasons Contributing to the increase in Profit:		
Inventory Gain / (Loss)	(9,813)	12,477
Petrochemical Margins	7,221	8,681
Refinery Margin	18,872	13,986
Exception Income (UP Entry Tax)	1,364	-
Provisions for Contingency	-	(6,975)
Tax Expenses	(5,585)	(7,215)

Deviations in Annual Profit from Previous Year

Increase by Rs. 7,864 crore

Increase by Rs. 22,290 crore

Increase by Rs. 1,460 crore

Decrease by Rs. 4,886 crore

Decrease by Rs. 1,364 crore

Decrease by Rs. 6,975 crore

Offset by Rs. 1,630 crore

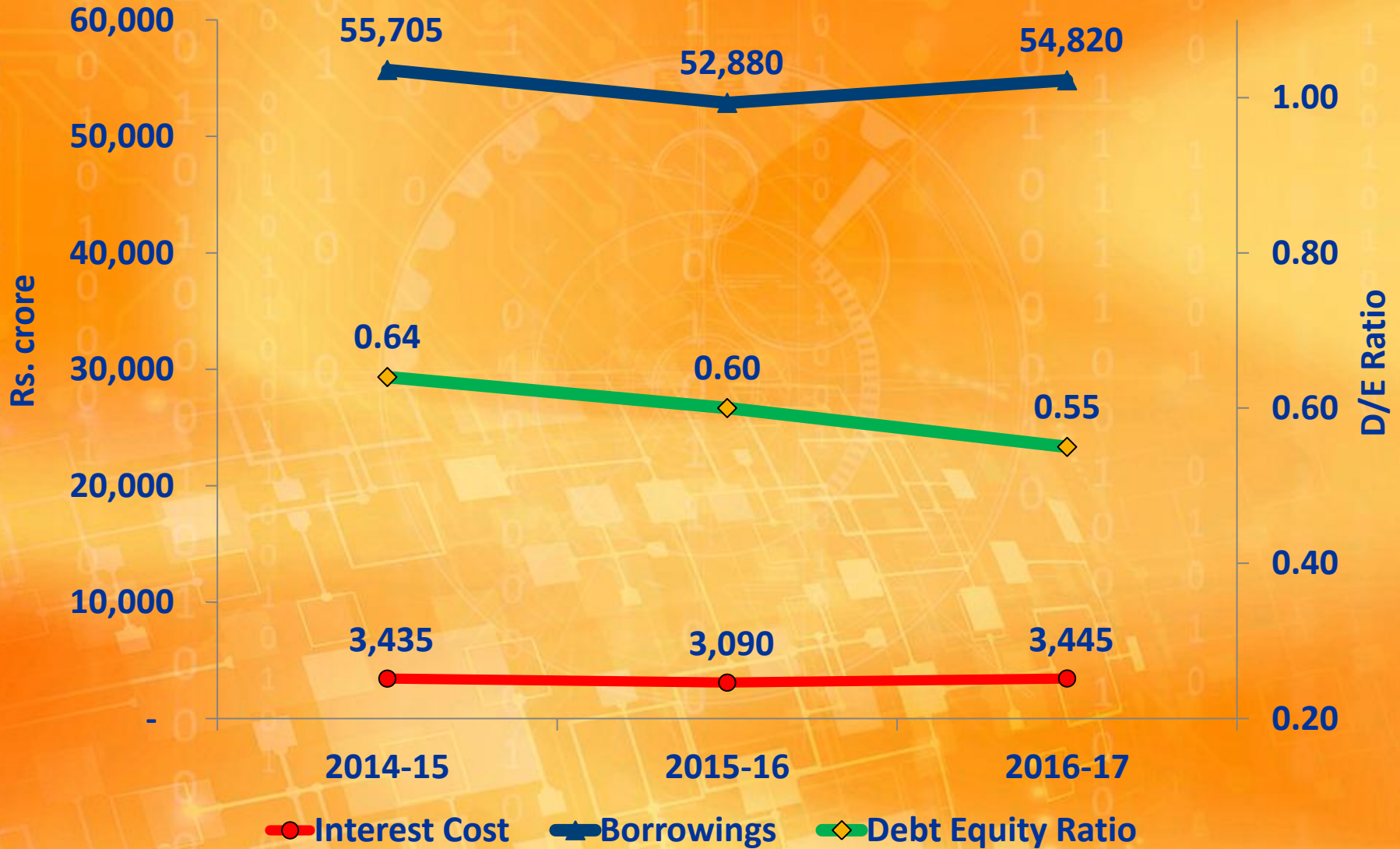
Under-Recoveries



Rs. crore

Parameter	2014-15	2015-16	2016-17
Gross Under-Recovery	39,758	7,757	5,149
Less: Compensation			
Discount from upstream companies	23,597	863	-
Budgetary support from Govt.	14,960	6,885	5,149
Total compensation	38,557	7,748	5,149
Unmet Under-Recovery	1,201	9	-
Unmet U/R as % of Total U/R	3.02%	0.1%	-

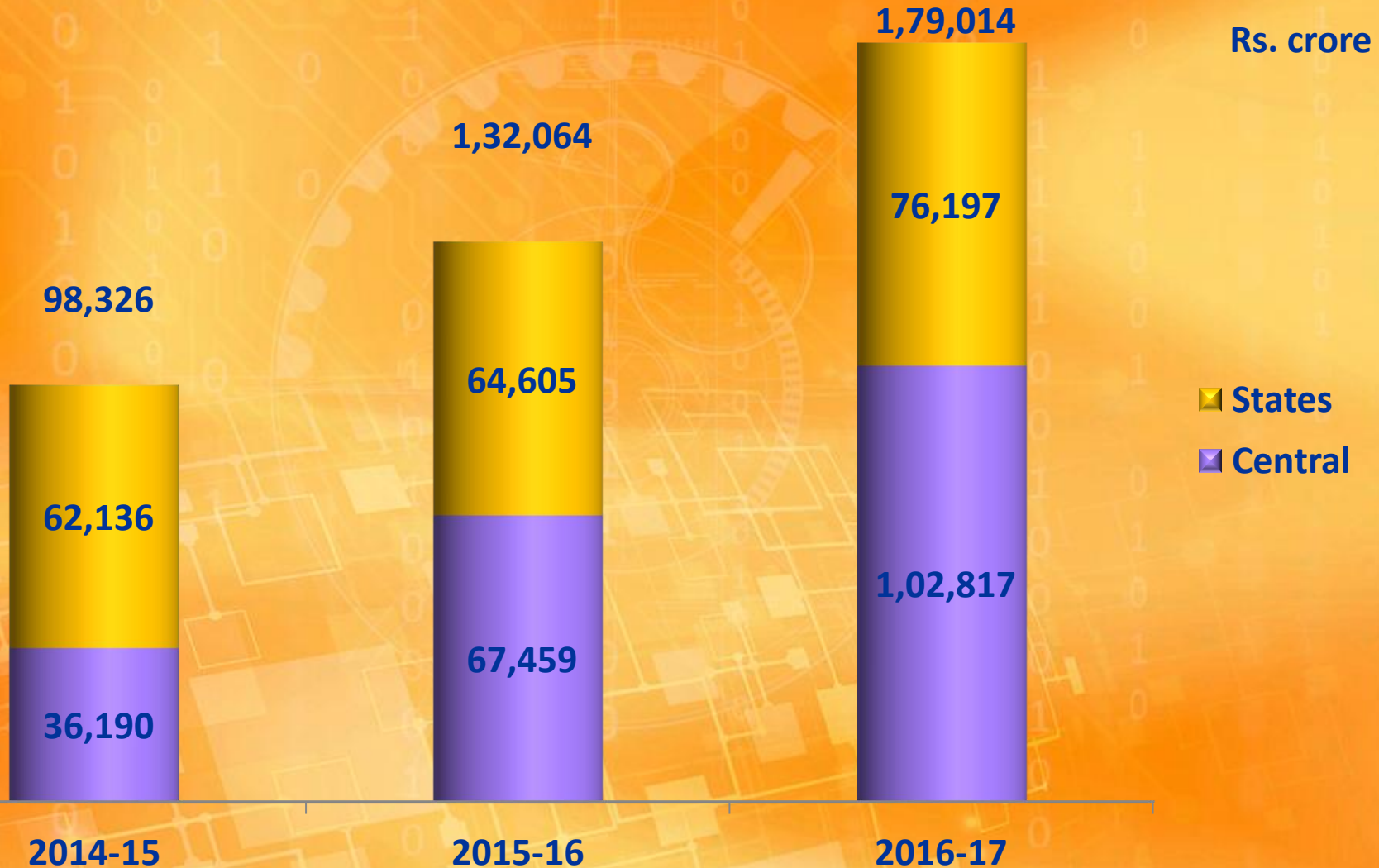
Improved Leverage



Contribution to Exchequer



2017
Year of
INNOVATION
& TECHNOLOGY





2017
Year of
INNOVATION
& TECHNOLOGY

Open Forum