



IndianOil

# *IndianOil* *The Energy Of India*



Fostering a future  
full of green energy



IndianOil



## The Energy Vision

Welcome to the world of IndianOil, an integrated energy major with presence in almost all the streams of oil, gas, petrochemicals and alternative energy sources; a world of high-calibre people, state-of-the-art technologies and cutting-edge R&D; a world of best practices, quality-consciousness and transparency; and a world where energy in all its forms is tapped most responsibly and delivered to the consumers most affordably.

Welcome to IndianOil, The Energy of India.

## The Energy for India's Rise



Being The Energy of India is much more than just notching up high turnover (Rs. 5,06,428 crore or US\$ 78.56 billion in 2017-18) and record profits (Rs. 21,346 crore or US\$ 3312 million in 2017-18). It's far more than being ranked 137<sup>th</sup> among the world's largest corporates in Fortune's 'Global 500' listing, and the vision to become 'a globally admired company.'

Being The Energy of India is about IndianOil, with its over 33,000-strong team, taking the lead to meet India's energy demands efficiently and effectively today, just as it has done over the last five decades, and an enterprise that fuels India's core sector for economic development.

Being The Energy of India is about IndianOil's business interests encompassing the entire hydrocarbon value chain – from refining, pipeline transportation & marketing, to exploration & production of crude oil & gas, petrochemicals, gas marketing, alternative energy sources and globalisation of downstream operations.

Being The Energy of India is also about IndianOil's global aspirations, fulfilled to an extent by the formation of subsidiaries in Sri Lanka, Mauritius, the UAE, Sweden, USA, Singapore and The Netherlands.

It is about pursuing diverse business interests with the setting up of over 19 joint ventures with reputed business partners from India and abroad to explore global opportunities.









As The Energy of India, IndianOil accounts for nearly half of India's petroleum products market share, with sales of 88.76 million tonnes in 2017-18. Over 35% national refining capacity and 71% downstream sector pipelines throughput capacity are with IndianOil. What's more, the IndianOil Group owns and operates 11 of India's 23 refineries, with a combined refining capacity of 80.7 million metric tonnes per annum (MMTPA). IndianOil led the industry in keeping its commitment to supply cleaner, 100% BS-IV compliant automotive fuels across the country from 1<sup>st</sup> April, 2017. It went on to supply BS-VI compliant auto fuels across Delhi/ NCT from 1<sup>st</sup> April 2018.

IndianOil's 13,400 km cross-country pipelines network facilitates the transportation of crude oil to refineries and finished products to high-demand centres in an efficient, economical and environment-friendly manner. Its throughput capacity of 94.20 MMTPA for crude oil and petroleum products and 9.5 MMSCMD for gas makes it one of the largest pipeline networks in the world.

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## Taking the Lead to Fuel India's Energy Needs





## Energy at the Doorstep, Services at a Click



As the commercial enterprise with the largest customer interface in India, IndianOil has the onerous task of reaching precious petroleum fuels to every nook and corner of the country through its network of over 48,000 customer touch-points, surmounting the challenges of tough terrain, climate and accessibility. This includes 27,000+ fuel stations, including over 7,000 *Kisan Seva Kendra* (KSK) outlets in rural markets.

For the convenience of large-volume consumers like the defence services, railways, state transport undertakings and core sector industries, IndianOil has 6,650 dedicated pumps in operation at their doorstep to ensure timely delivery of products and efficient maintenance of inventory.

For IndianOil, all customers, bulk or retail, are equal and have the right to quality products and efficient services. With this belief, the IndianOil team reaches Indane LPG cooking gas right up to the doorsteps of 12.69 crore households in over 6,250 markets through a network of over 10,200 distributors. IndianOil's Aviation Service commands a 61.1% market share in aviation fuel, serving national and international flag carriers, private airlines and the Indian defence services with equal efficiency.

The countrywide marketing network is backed for supplies by 129 bulk storage terminals and depots and 91 LPG bottling plants, besides 107 aviation fuel stations.

While serving millions of customers from diverse segments, IndianOil has also built up a portfolio of leading energy brands, including Indane LPG cooking gas, *SERVO* lubricants, XTRAPREMIUM petrol, XTRAMILE diesel, *PROPEL* petrochemicals, etc. Besides the corporate brand, both *SERVO* and Indane are over 50 year old brands and have earned the coveted Superbrand status.



# IndianOil Group Refineries and Pipelines Network



## Refineries Installed Capacities

IndianOil Refineries	
Koyali	13.70
Panipat	15.00
Mathura	08.00
Barauni	06.00
Haladia	07.50
Paradip	15.00
Bongaigaon	02.35
Guwahati	01.00
Digboi	00.65
Subsidiary's Refineries	
CPCL, Chennai	10.50
CPCL, Narimanam	01.00
<b>Group Total</b>	<b>80.70</b>

(Figures in million metric tonnes per annum)

## Legend

	Crude Oil Pipeline (Existing)
	Crude Oil Pipeline (Ongoing)
	Product Pipeline (Existing)
	Product Pipeline (Ongoing)
	R-LNG Pipeline (Existing)
	R-LNG Pipeline (Ongoing)
	LPG Pipeline (Existing)
	LPG Pipeline (Ongoing)
	Projects Under Consideration
	Single Point Mooring
	Potential Location for PL ToP
	IndianOil Refineries
	Subsidiary's Refineries
	Gas Terminal

## Operating Pipelines

	Length (Km)	Capacity
Crude Oil Pipelines	5,301	48.60 MMTPA
Product Pipelines	7,950	46.19 MMTPA
Gas Pipeline	140	9.5 MMSCMD
<b>TOTAL</b>	<b>13,391</b>	

Map not to scale

As on 31<sup>st</sup> March 2018

## Advanced R&D, to be Future-Ready



IndianOil's sprawling R&D Centre at Faridabad, one of Asia's finest in downstream petroleum R&D, offers competitive advantage to the Corporation through world-class technology and process solutions and innovative products. With four decades of pioneering work in lubricants formulation, refinery processes and pipeline transportation, the Centre has garnered over 611 patents, of which over 388 are international patents.

The vibrant research undertaken in Tribology is showcased by IndianOil's *SERVO* productline comprising more than 4,000 lubricant & grease formulations to suit virtually every application. In addition, the Centre has also developed several refinery process technologies and catalysts, specially suited to Indian conditions. The Centre's forte also includes alternative energy programmes in bio-energy, solar energy, Hydrogen energy, H-CNG blends, synthetic fuels and shale oil. It is also focusing on cutting-edge research in nanotechnology, petrochemicals & polymers, coal gasification/liquefaction, and gas-to-liquid technologies. The Centre is also nurturing an eco-system conducive for innovations in the domestic hydrocarbons sector through a Start-up Fund.



“नवोदय”

*Petrochem & Nanotech  
Research Lab.*



## Synergy Beyond Energy



Over the past decade, IndianOil has assiduously built its new businesses, that is, petrochemicals and natural gas marketing, to a level where they have achieved integration into the core verticals. The Corporation's upstream forays into exploration & production have also yielded significant results in the form of a sizeable portfolio of oil & gas assets.

Besides being the second largest player in the domestic petrochemicals market, IndianOil exports to 75 countries, offering the complete slate of petrochemical products and intermediates under the brand name *PROPEL*. The Corporation operates a world-scale Naphtha Cracker at its Panipat Refinery complex in Haryana, with four downstream units for production of polymer (plastics) intermediates. An integrated PX/PTA (Paraxylene/Purified Terephthalic Acid) plant, also set up at Panipat, produces polyester intermediates. IndianOil also operates the country's largest LAB (Linear Alkyl Benzene, used in the production of detergents) plant at its Koyali Refinery. A Polypropylene plant and an Ethylene Glycol plant are also coming up at the Paradip Refinery.

IndianOil took up natural gas marketing in 2004. Since then, it has expanded its customer base extensively by leveraging its strengths and countrywide reach. Its innovative 'LNG at the doorstep' initiative has benefited bulk users located away from gas pipelines. As co-promoter of PLL (Petronet LNG Ltd.), which has set up LNG (Liquefied Natural Gas) import terminals at Dahej & Kochi, IndianOil has marketing rights for 30% of the LNG procured by PLL. It is setting up a 5-MMTPA terminal at Ennore near Chennai for LNG imports and is also sourcing more LNG directly to meet the increasing domestic requirements.

IndianOil currently operates city gas distribution (CGD) networks in Agra and Lucknow through Green Gas Ltd., its joint venture with GAIL (India) Ltd. It is also implementing CGD projects in Chandigarh, Allahabad, Panipat, Daman, Ernakulam, Udham Singh Nagar and Dharwad through a joint venture with Adani group.

IndianOil has built a sizeable portfolio of oil & gas assets, with participating interest in nine domestic and ten overseas blocks. The overseas blocks are located in Libya, Gabon, Nigeria, Yemen, Venezuela, Russia, Iran, UAE, Canada and USA. The Corporation's E&P business got a shot in the arm when an Indian consortium with IndianOil acquired 23.9% of Vankor & 29.9% of Taas assets in Russia from Rosneft.

In line with its plans to augment refining & pipelines capacities and marketing infrastructure, to expand petrochemicals and gas marketing infrastructure, and to enrich its E&P portfolio, IndianOil has invested Rs.70,054 crore during the XII Plan period.



## Fuelling India's Green Energy Quest



IndianOil has ambitious plans to broaden its energy basket with alternative energy options; the Corporation envisages setting up 260 MW of renewable energy (wind and solar) over the next five years.

Wind-power systems totaling 168 MW have been installed in Gujarat, Andhra Pradesh and Rajasthan. The total installed capacity of solar PV is 38 MW, which includes 17.5 MW grid-connected solar projects and 16.5 MW off-grid projects.

The Corporation has so far converted about 6,600 of its fuel stations (32% of the Company retail network) to operate on solar energy as a major initiative to reduce carbon emissions. Their cumulative capacity is about 26 MW.

About 560 rain-water harvesting systems have been installed at various refineries, terminals, depots and housing complexes of IndianOil. With a total catchment area of about 1000 hectares, about 3.3 billion litres of water is being harvested annually.



As one of the flagship public sector enterprises of India, IndianOil has successfully combined its corporate social responsibility agenda with its business offerings, meeting the energy needs of millions of people every day, across the country.

The Corporation has been partnering communities in which it operates by supporting innumerable initiatives connected with health, family welfare, education, environment protection, provision of potable water, sanitation, and empowerment of women and other marginalised groups. IndianOil has always been leading from the front in times of national emergencies, and has time and again rallied to help victims of natural calamities by maintaining uninterrupted supply of petroleum products and contributing to relief and rehabilitation measures in cash and kind.

IndianOil strives to enrich the quality of life of the community and preserve ecological balance and heritage through a strong environment conscience

## Sustaining Responsible Growth





**IndianOil**

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