



IndianOil

Indian Oil Corporation Limited

FY 2020-21

Indian Oil Corporation: The Future of India Energy



Strong Support from the Government of India

- Maharatna Company; GoI Control: 51.50%
- Government nominated Directors on IOC Board
- Contribution to exchequer of INR 2388 bn in FY21



Largest Refiner in the Country

- 11 refineries with 81.20 MMTPA Capacity
- 32% of Domestic Refining Capacity



Pan-India Pipeline Infrastructure

- 15,000+ km pipelines for crude oil and products with a total capacity of 94.6 MMTPA
- 51% share in crude and product pipeline (by length)



Leading Market Share Across Portfolio

- 42% market share in POL in FY21 with over 55,800 touch points



Integrated Operations Across the entire Energy Value Chain

- 2nd largest domestic player in Petrochemicals
- E&P: 9 domestic and 11 overseas blocks



Strong Focus on Innovation Through R&D and Alternate Energy Sources

- 1165 effective patents as on 31.03.2021
- New focus on Alternate and Renewable Energy (Wind, Solar, Biofuels)



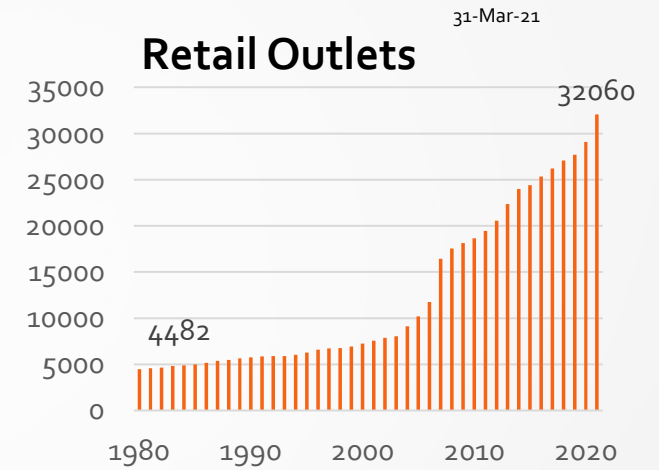
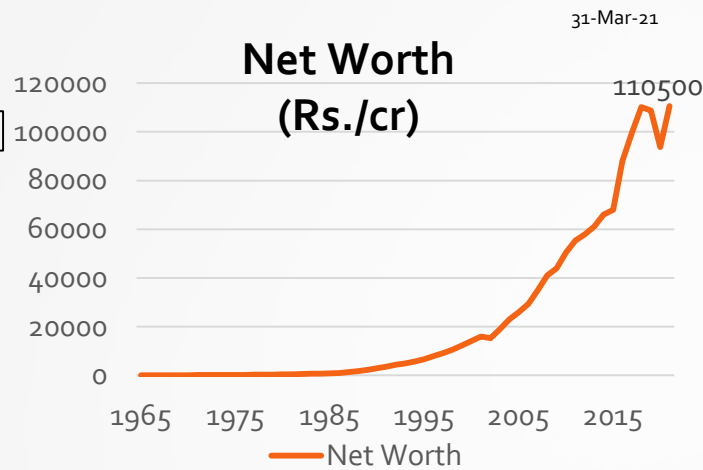
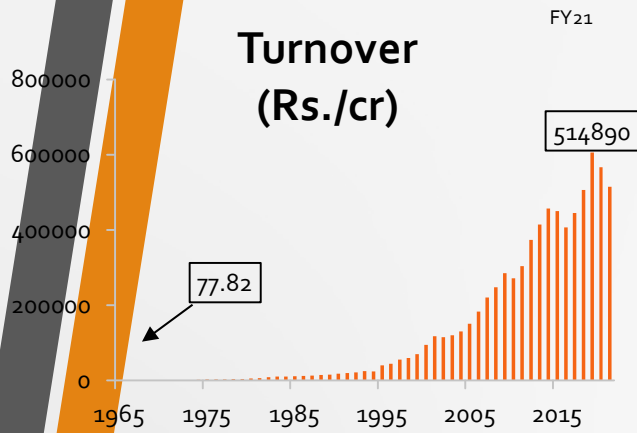
Driven by a Management Team That has Delivered Results

- Consistent growth
 - FY10-FY21 Revenue CAGR: 6.01%

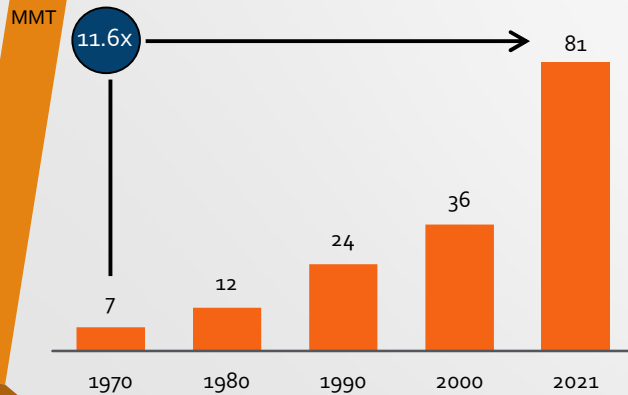


Our Journey at a Glance

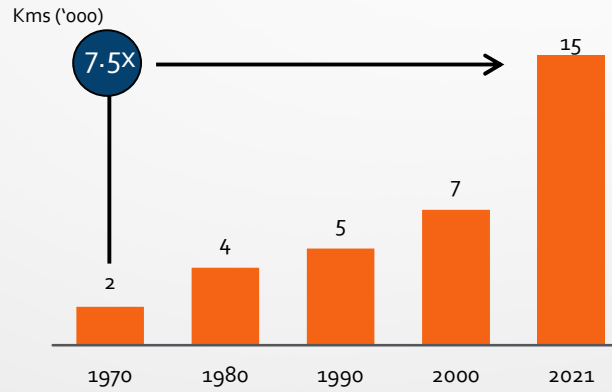
From a humble beginning to an Oil Giant



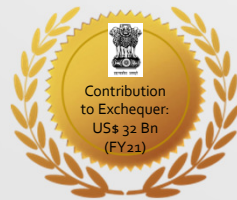
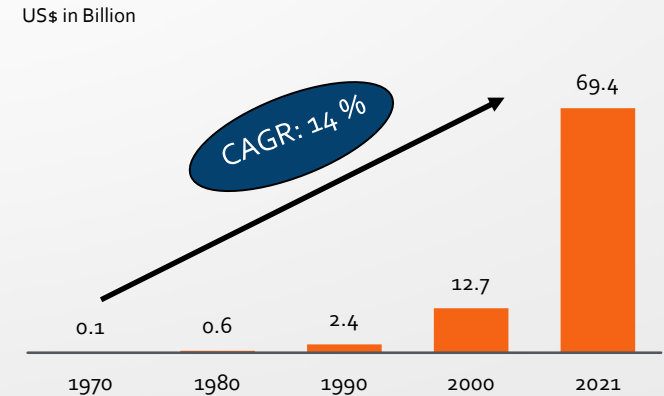
Refining Capacity



Pipeline Network



Turnover



Note: IOC is ranked 19th as per Platt Global Energy Company Rankings 2020. IOC is ranked 151 amongst Fortune Global 500 Companies (2020).

Well Poised to Leverage Strong Industry Dynamics

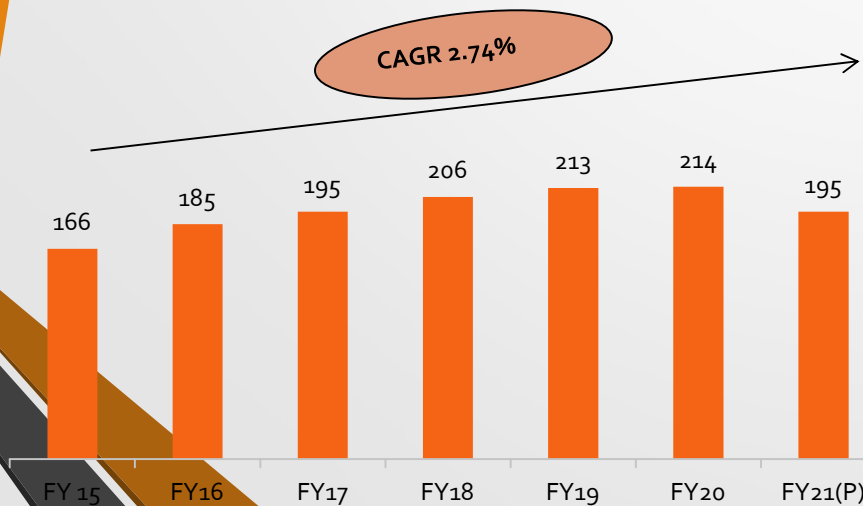
India is Among the World's Fastest Growing Economies

GDP Growth	2019	2020	2021 P	2022 P
India	4.0%	-8.0%	12.5%	6.9%
China	5.8%	2.3%	8.4%	5.6%
ASEAN-5	4.8%	-3.4%	4.9%	6.1%
Brazil	1.4%	-4.1%	3.7%	2.6%
Russia	2.0%	-3.1%	3.8%	3.8%

Source: IMF World Economic Outlook update April 2021 (Real GDP Growth)

Oil Consumption Trends Have Been Rising Marginally...

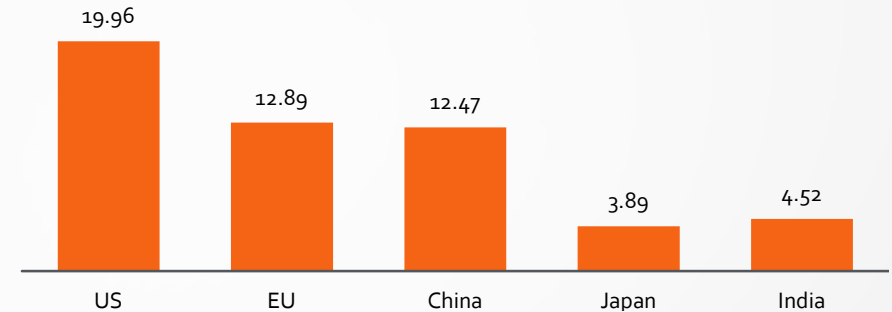
MMT



Source: Petroleum Planning and Analysis Cell, Ministry of Petroleum and Natural Gas, Govt. of India.

Low per Capita Oil Consumption Represents an Underpenetrated Opportunity...

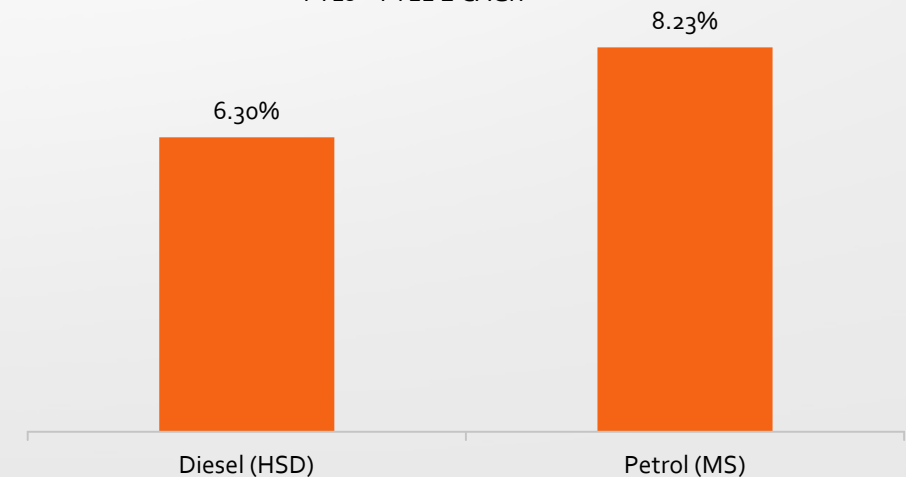
Consumption in million barrel per day



Source: CIA World Fact book (2015 Est, 2016 Est. & 2017 Est.)-as per website on 21 May 2021

...With Strong Growth in Consumption Across Key Products

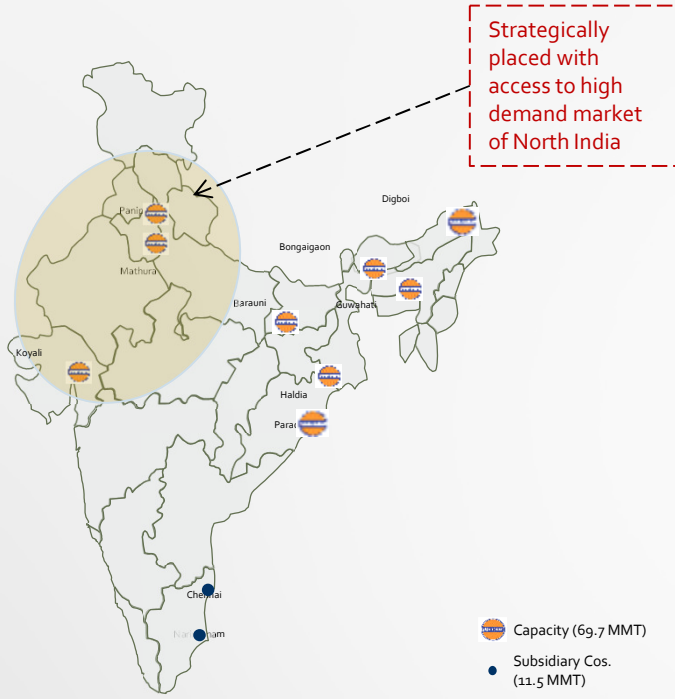
FY18 – FY22 E CAGR



Note: HSD: High Speed Diesel and MS: Motor Spirit
Source: Petroleum Planning and Analysis Cell

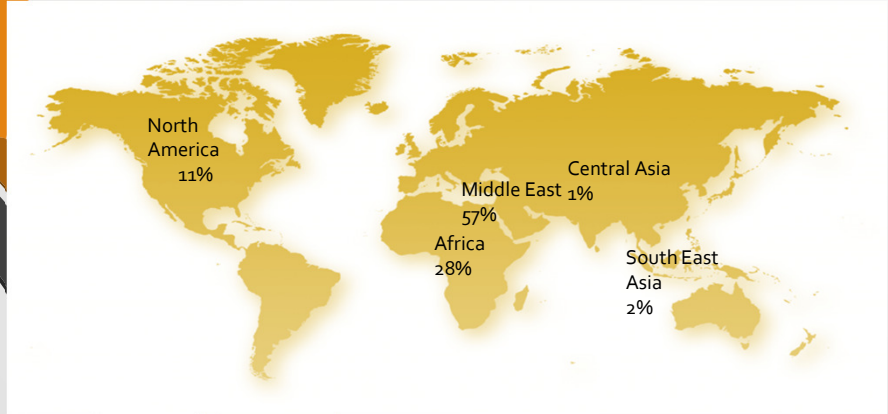
IOC - The Largest Refiner in India

Strategic Presence With Access to High Demand Markets



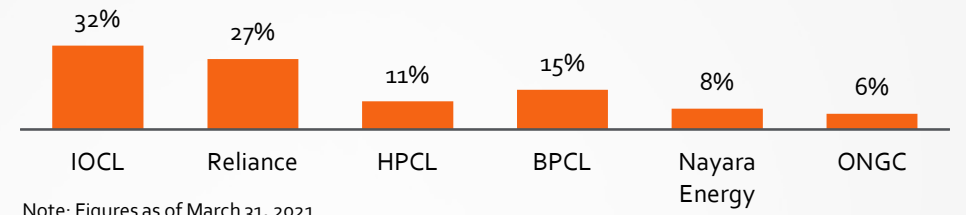
Note: Figures as of March 31, 2021

Importing Crude from Across the Globe



Figures for FYE 2021

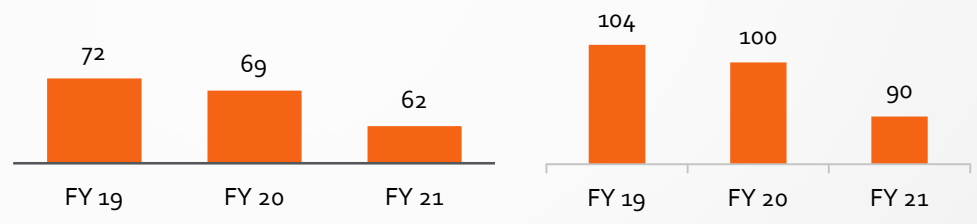
Leader in Refining Market Share⁽¹⁾



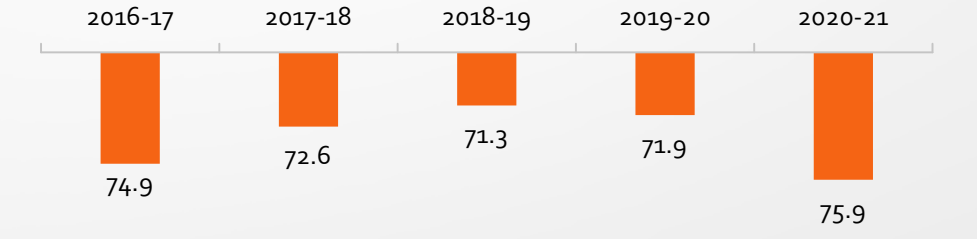
Note: Figures as of March 31, 2021.
(1) Market share based on group Refining Capacity

Source: PPAC website

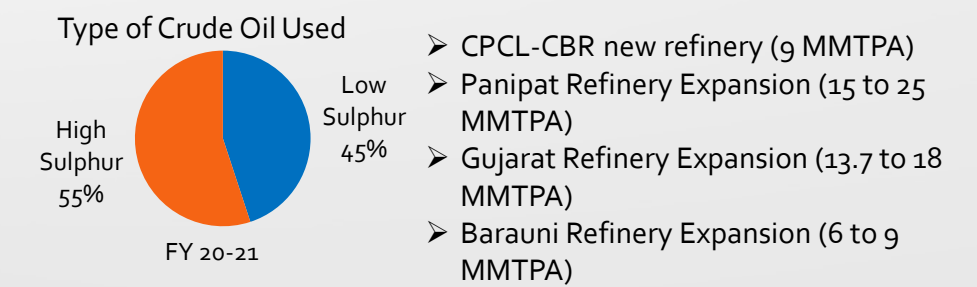
Refinery Throughput (MMT) | Capacity Utilization* (%)



Energy Efficiency (MBN)



Changing Crude Mix for Enhanced Profitability



Note: All figures for the year ended March 31 of the respective years.

Championing Clean fuels

Ethanol blending in MS increased to 5.95% from 4.4%

Awarded 1103 LOIs for Compressed Bio Gas

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

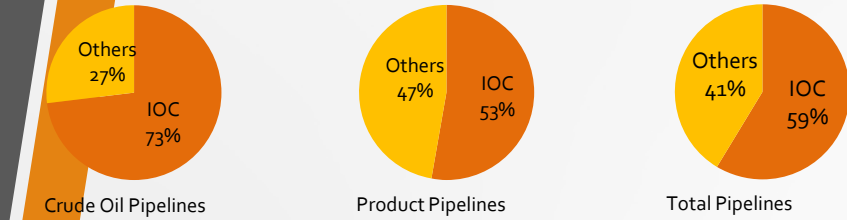


Waste to energy plant at Varanasi



Unparalleled Network of Cross Country Pipelines

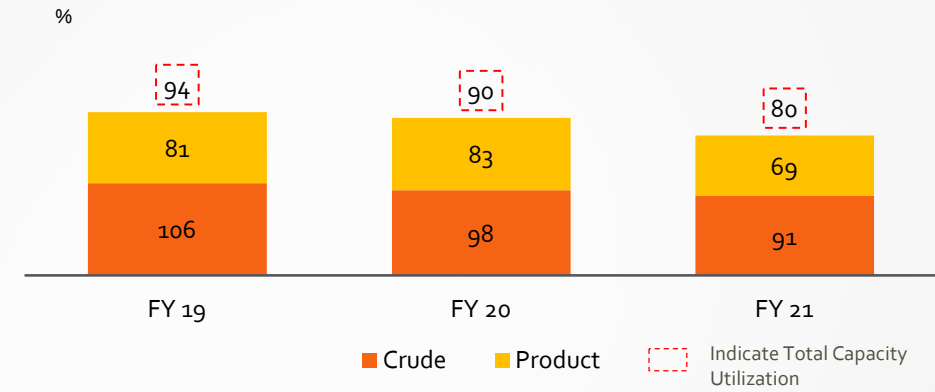
Largest Pipeline Market Share - Downstream



Source: PPAC Website

Note: Figures as of March 31, 2021

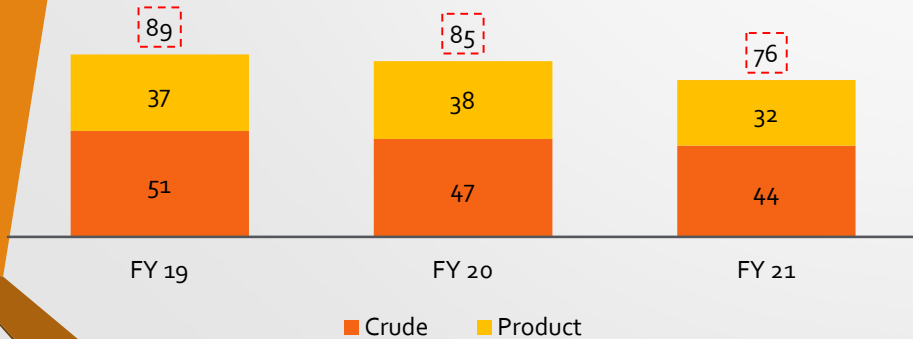
High Capacity Utilization



Crude Product Indicate Total Capacity Utilization

Pipelines Throughput

MMT

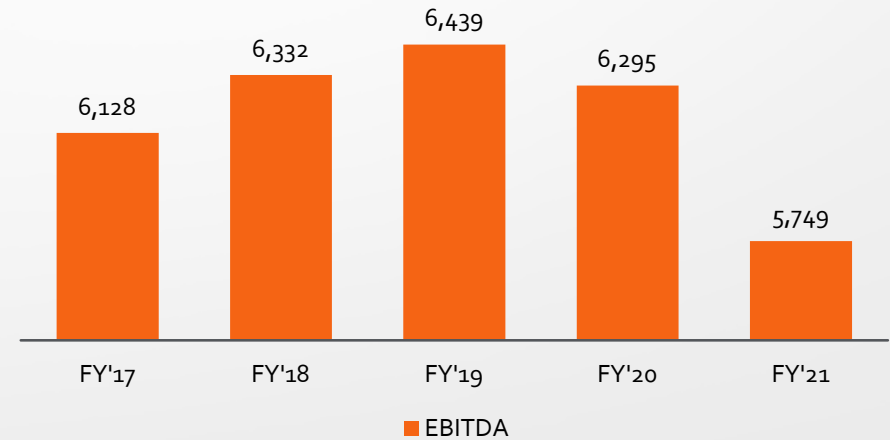


Crude Product

Indicate Total Throughput

Steady Revenue Stream with healthy Pipeline EBITDA

In INR



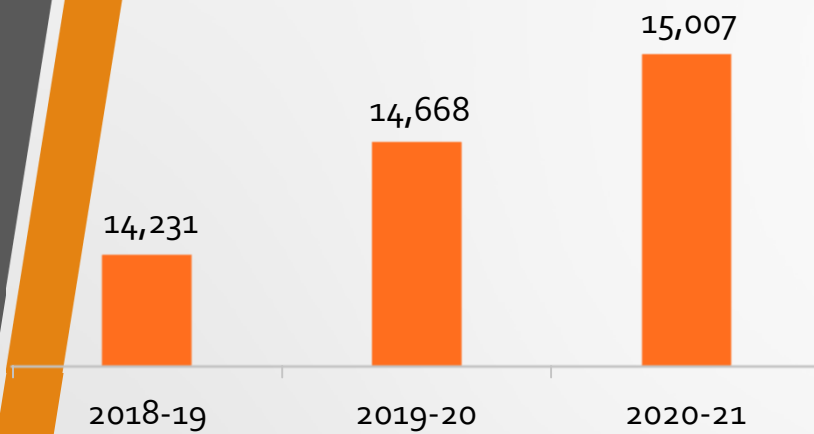
EBITDA

Network Expansion

96.1 MMTPA Liquid Pipelines Capacity

21.69 MMSCMD Gas Pipelines

Pipeline Length (km)

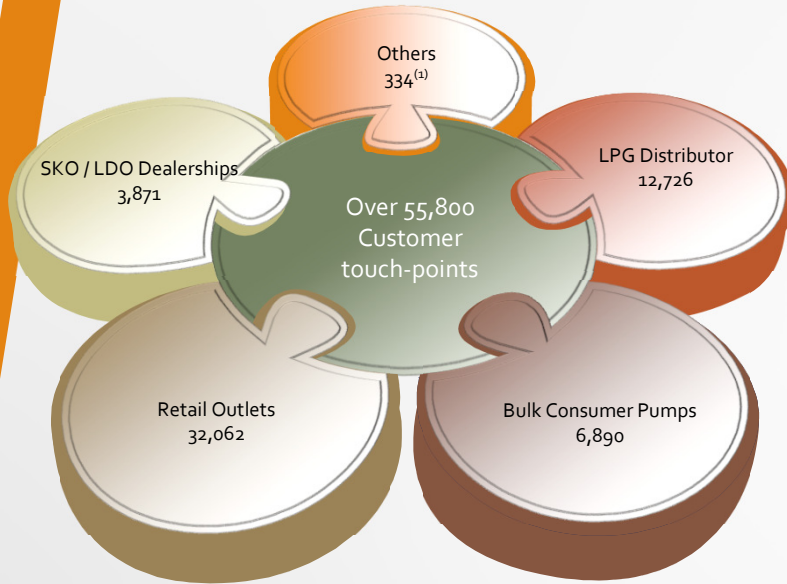


	Length (KM)	Capacity
Crude Oil Pipelines	5,301	48.60 MMTPA
Product Pipelines	9,400	46.00 MMTPA
Gas Pipelines	306	21.69 MMSCMD
Total	15,007	--

- ❖ 339 Kms added in the Network, achieved 15000 Kms of pipeline length
- ❖ CGD - Work on GAs awarded to IOCL under-way
- ❖ Commissioning of 143 Kms section of Ramnathpuram Tuticorin Section of 1444 Km Ennore-Thiruvallur-Bangaluru-Puducherry-Nagapattinam-Madurai-Tuticorin (ETBPNMT) NG Pipeline
- ❖ Construction initiated on 2809 Km long cross country Kandla Gorakhpur LPG pipeline

Marketing: Reach in Every Part of the Country

Pan India Presence with Multiple Consumer Touch Points



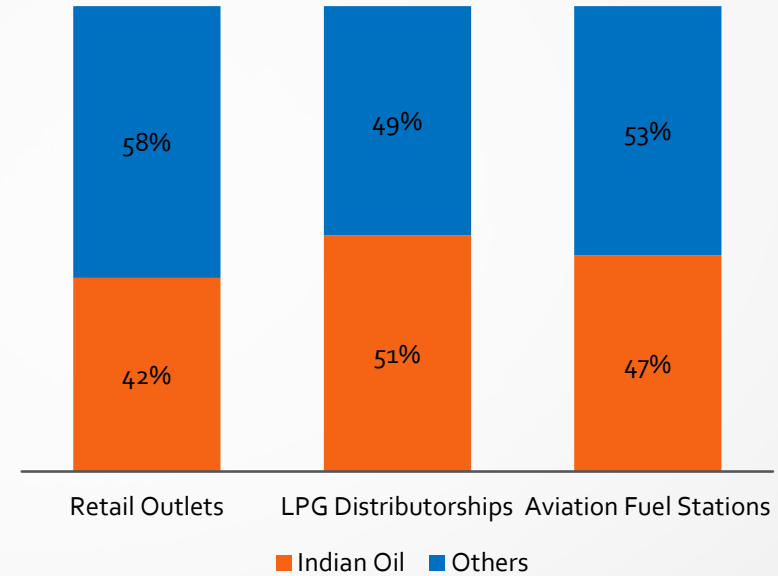
All figures for the year ended March 31, 2021

Other Key Highlights

Rural Thrust and Penetration	<ul style="list-style-type: none"> ✓ 9,915 Kisan Sevak Kendras (KSK) ✓ 100 Octane petrol 'XP100', Differentiated LPG 'XtraTej', 5 kg FTL cylinder 'Chhotu' launched during the year
LPG	<ul style="list-style-type: none"> ✓ 6.70 crore LPG cylinders released under Pradhan Mantri Garib Kalyan Yojana during COVID (PMGKY)
Petroleum Product Market Share	<ul style="list-style-type: none"> ✓ 42% share in petroleum products

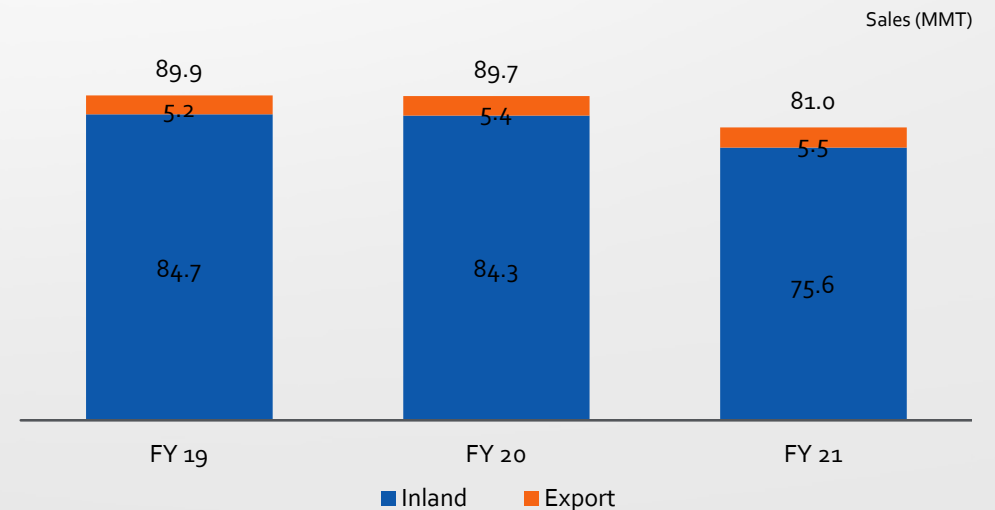
Note: (1) Others includes Aviation Fuel Stations, Terminals, Depots and LPG Bottling Plants.

Leader in Market Infrastructure



Source: PPAC Website

Operating Highlights (Inland / Export Mix)



Ensuring Availability and inclusive growth

Lube Sales growth of 25% (including Exports)

Rural Reach through 9915 KSKs

Added highest ever 3000 new Retail Outlets during the year

Advanced Winter stocking - forward Defence locations

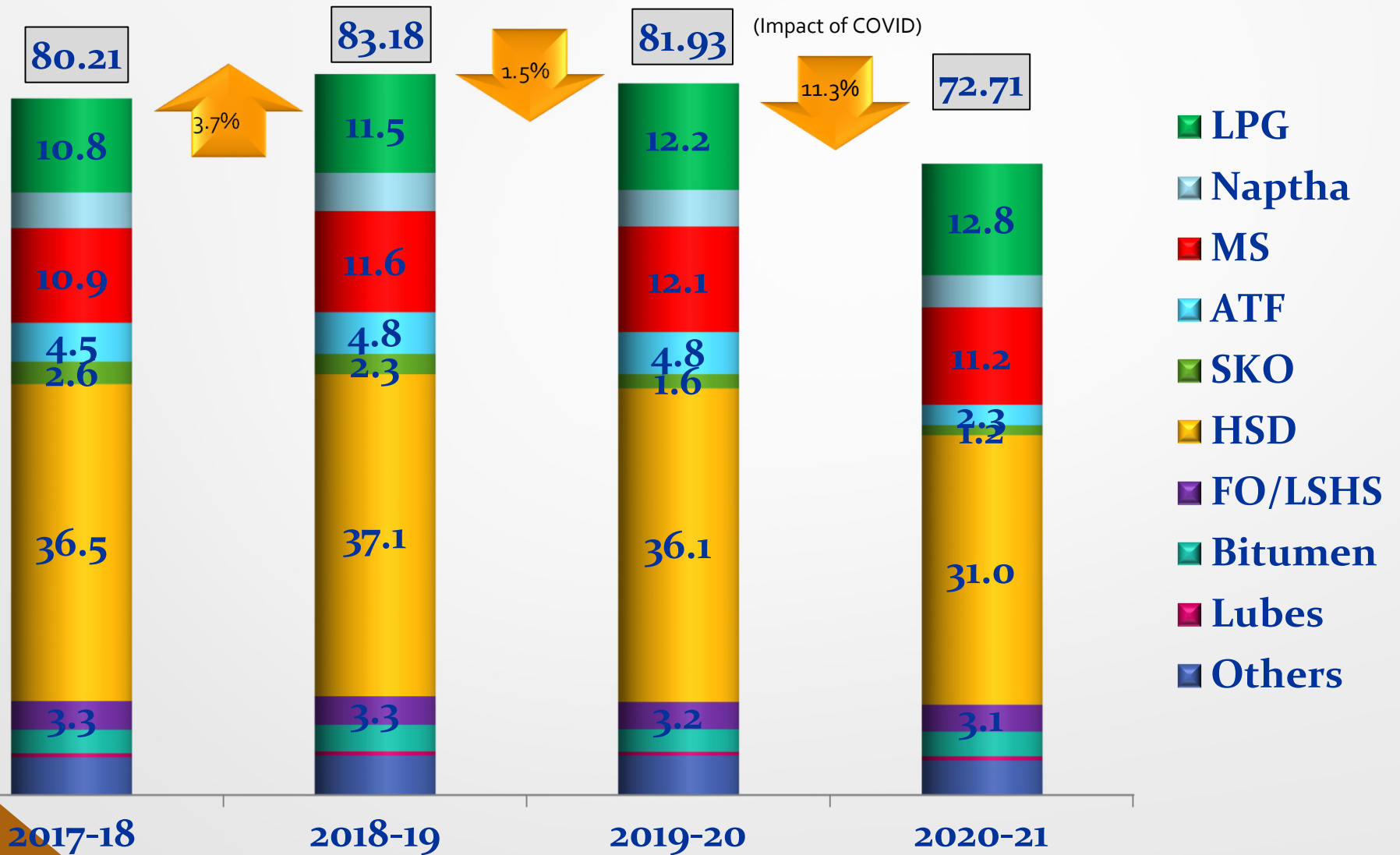
LPG for All

LPG cylinder booking through Miss Call, Alexa



Fuelling India's Growth

Domestic POL Sales (MMT)



Moving Beyond the Traditional Value Chain

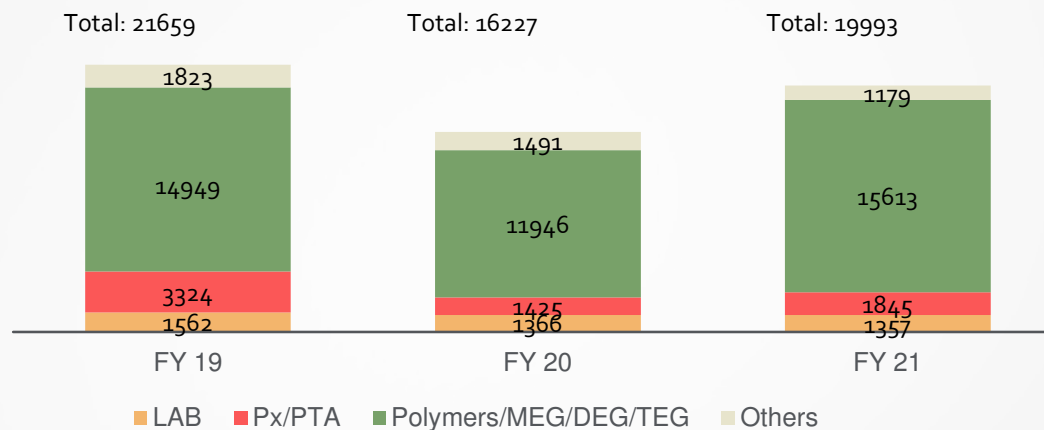


One of the Leading Producer of Petrochemical Products

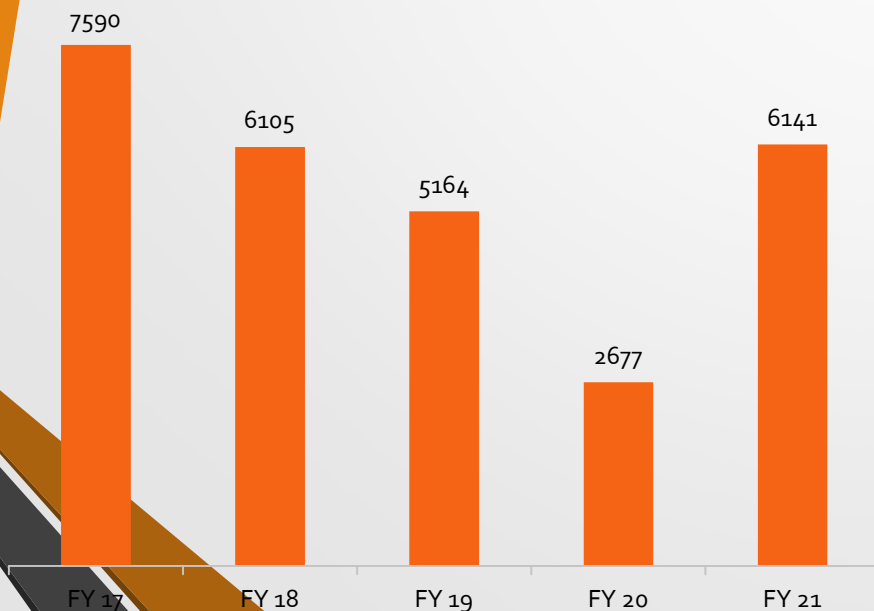
Capacity

Project	Capacity (MT)
Gujarat LAB	120,000
Styrene Butadiene Rubber Plant	120,000
Panipat Px / PTA	553,000
Panipat Naphtha Cracker	15,75,000
Polypropylene Plant -Paradip Refinery	680,000

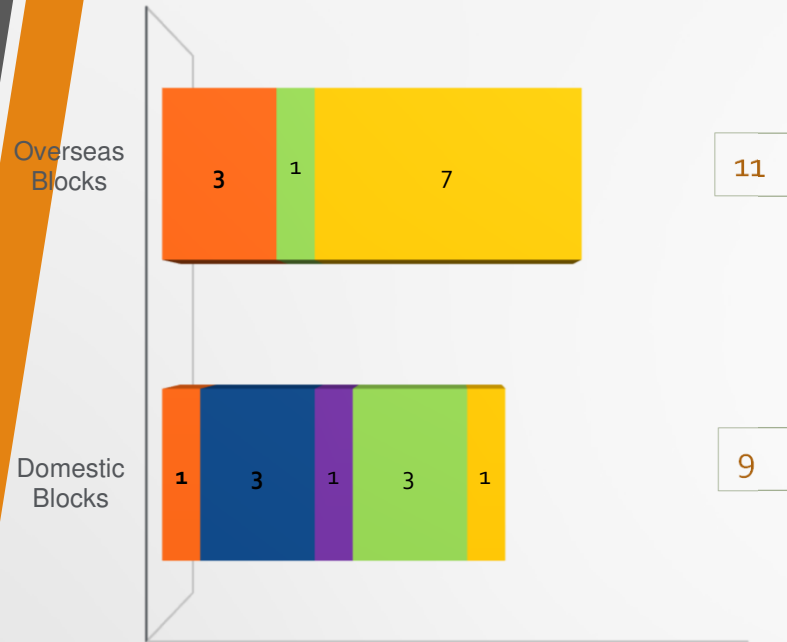
Sales Breakup (in INR/Cr)



EBITDA (in INR/Cr)

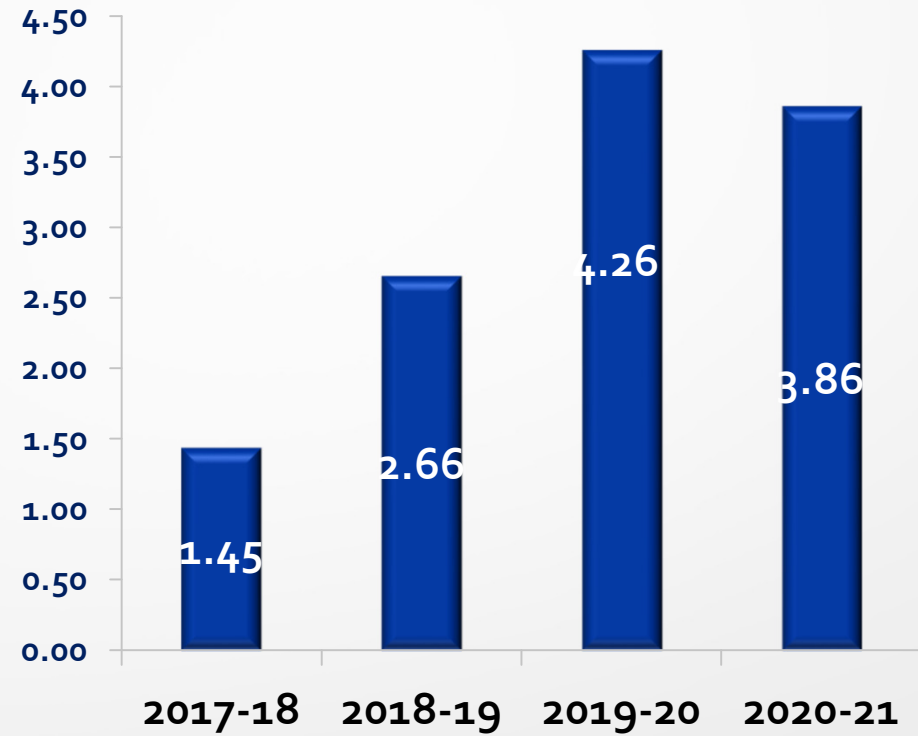


Upstream Portfolio



- Discovery
- Exploration
- Appraisal
- Under Development
- Production

Production



■ Production (MMToe)

Research & Development

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

1165 Active patents [as on 31.03.2021]

- 1294 patents filed till 31.03.2021
- 180 patents granted in 2020-21

FIPI INNOVATOR OF
THE YEAR

Clarivate South and
South East Asia
Innovation Award 2020

Commercial demonstration of
Eco-friendly Plastic to Fuel
(IndEcoP2F) technology –
*(Conversion of waste plastic at Digboi
Refinery with 95.4 wt% plastic to fuel
conversion)*

IOC-R&D existing
campus got Platinum
Rated Green Campus
certificate from
Indian Green Building
Council (IGBR)

EBMS transportation
in all product
evacuation lines of
Mathura established
and implemented

Intent to seed Hydrogen
Mobility by commoditizing
surplus quantities of
hydrogen at Gujarat
Refinery *(for hydrogen
dispensing facility for fuel cell
buses)*

Reducing import dependence through Biofuels

Awarded 1103 Lols for Compressed Bio Gas (CBG)

*Marketing of CBG taking place from 11 plants through
18 Retail outlets in 5 states*

- More than 900 MT CBG sold in 2020-21

Biodiesel from Used Cooking Oil (UCO)

- 22 LOIs issued with potential of 22 crore liters per annum of biodiesel supply

*Ethanol blending in MS increased to 5.95% from 4.4% achieved during
previous year*



Diversified Across Geographies and Energy Sources

Geographical Diversification

IndianOil Mauritius Ltd. (IOML)
(100% Stake)

- Aviation, terminal & retail business
- 27,335 MT Storage Terminal



Lanka IOC Plc.
(75.12% Stake)

- Auto fuel, Bunkering, Lubricants and Bitumen business
- 207 retail outlets
- 235 Servo Shops



IOC Middle East FZE
(100% Stake)

- Marketing of Lubes



Diversification Across Sources

Gas



- In Standalone GAs -Laying of Steel PL network of 5,800 Inch-km (600 km. length) completed upto FY 2020-21 .

- IndianOil's CGD JVs provided ~60000 Domestic PNG connections in 20-21

Wind & Solar Power



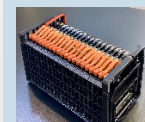
- Wind – 170 MW installed capacity
- 18300+ Retail Outlets Solarized.
- Other Solar capacity is 60 MW

Electric Mobility



- 257 EV charging Stations
- 29 Battery Swapping Stations

AI-Air Battery Technology



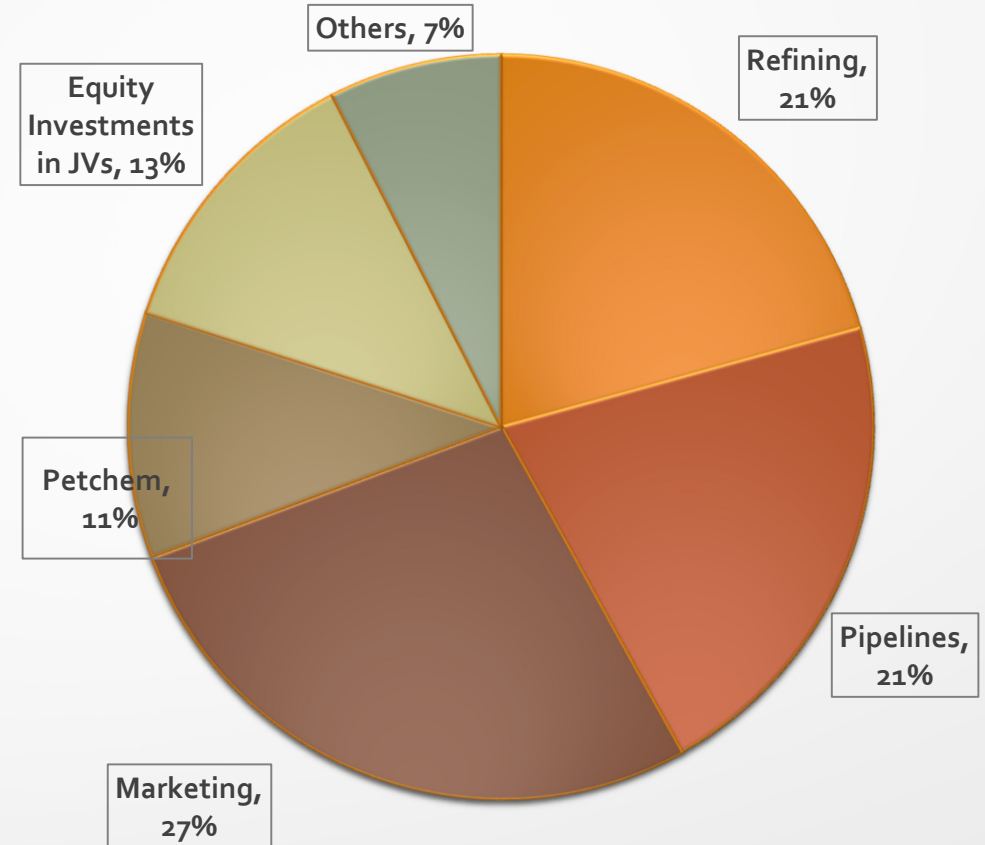
- IOC Phinergy Pvt Ltd, a JV formed with Israel's Phinergy to work on AI-Air Battery Technology.

Investing In Future Growth

Major Ongoing Projects

Project	Estimated Cost (Rs Crore)
Panipat Refinery from 15 MMTPA to 25 MMTPA (Inclusive of Petchem - Rs. 3250 Cr)	32,946
Gujarat Refinery Exp (13.7 MMTPA to 18 MMTPA) (Incl of Petchem - Rs. 3309 Cr)	18,936
Barauni Refinery Expansion from 6.0 to 9.0 MMTPA (Incl of Petchem- Rs. 1920 Cr)	14,810
PX-PTA Complex at Paradip Refinery	13,805
Ennore - Thiruvallur - Bengaluru - Puducherry - Nagapattinam - Madurai - Tuticorin Natural Gas Pipeline	6,025
Ethylene Glycol Project (MEG) - Paradip	5,654
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	3,696
Naphtha Cracker and PX-PTA Expansion Project at Panipat Refinery	2,851
City Gas Distribution Projects (17 standalone GAs)	13870

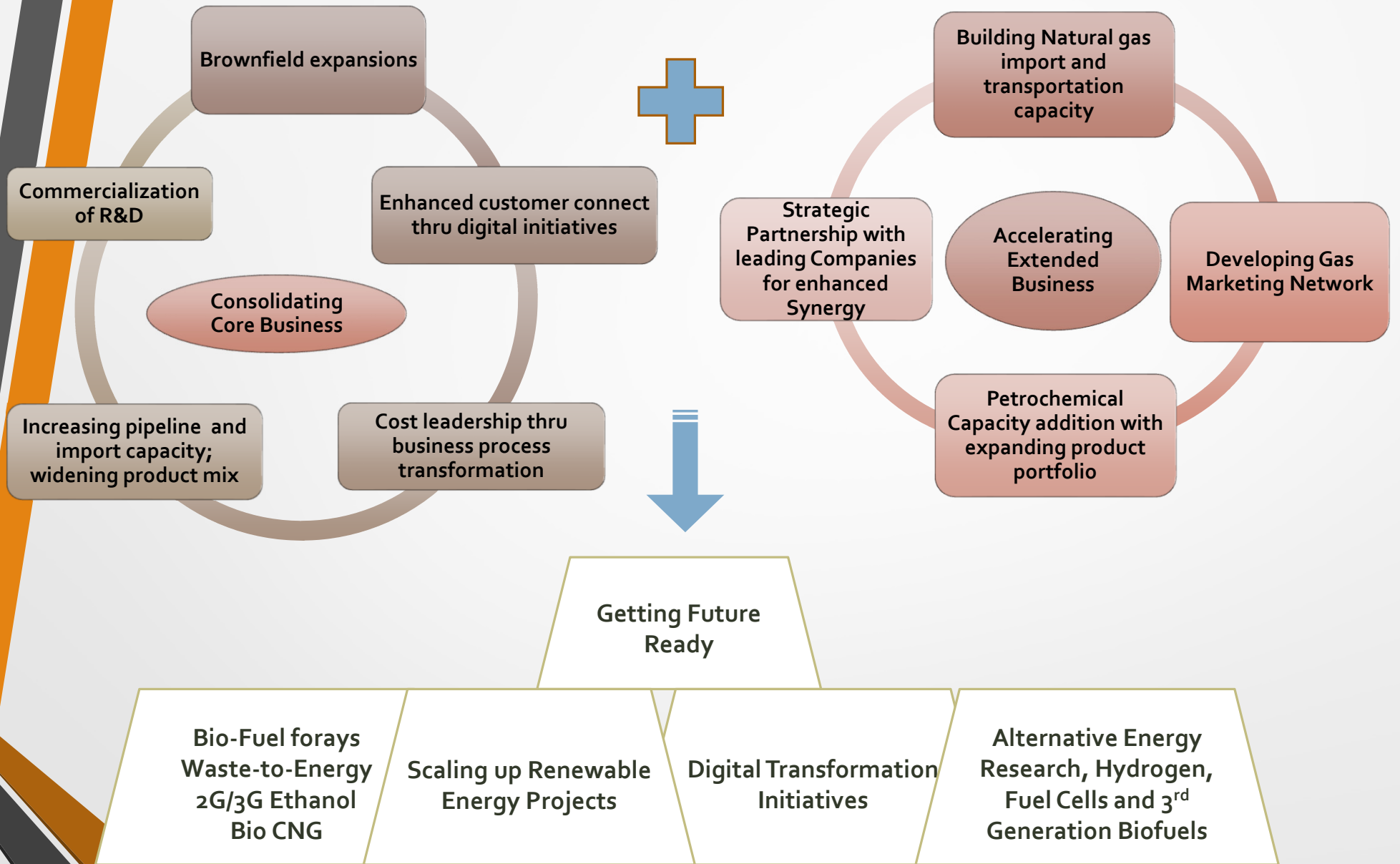
Planned Capital Expenditure Outlay⁽¹⁾ (2021-22)



Capex planned for Major Projects 2021-22, approx INR 24,119 Cr

(1) Additional Rs.4428 Cr planned for small projects.

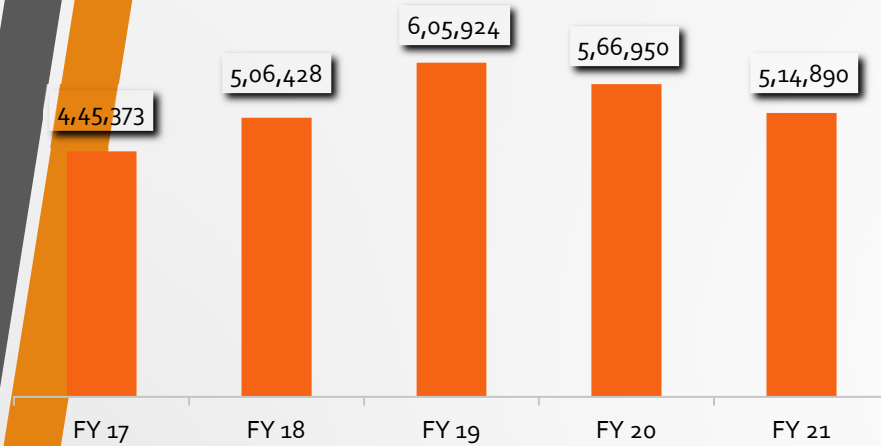
Moving Forward



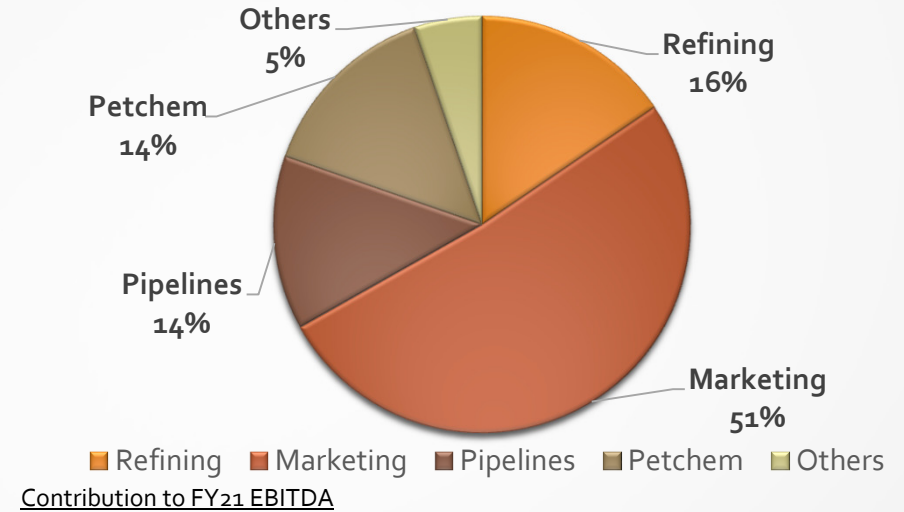
... to continue to be India's flagship company

Our Differentiators: Strong Financials

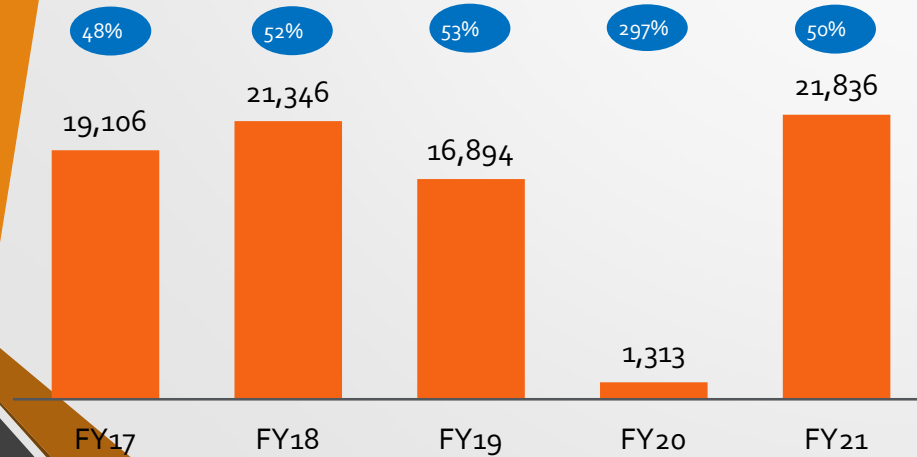
Turnover (in INR/Cr)



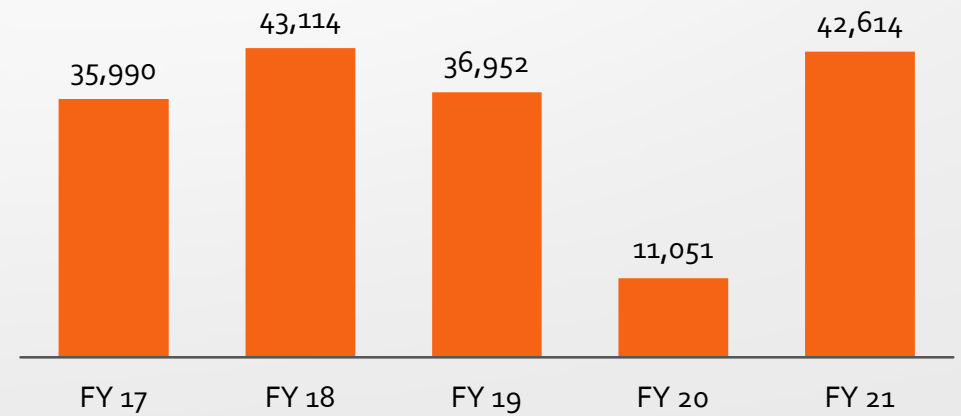
EBITDA (%)



Net Profit (in INR/Cr) and Dividends (%)



EBITDA (in INR/Cr)

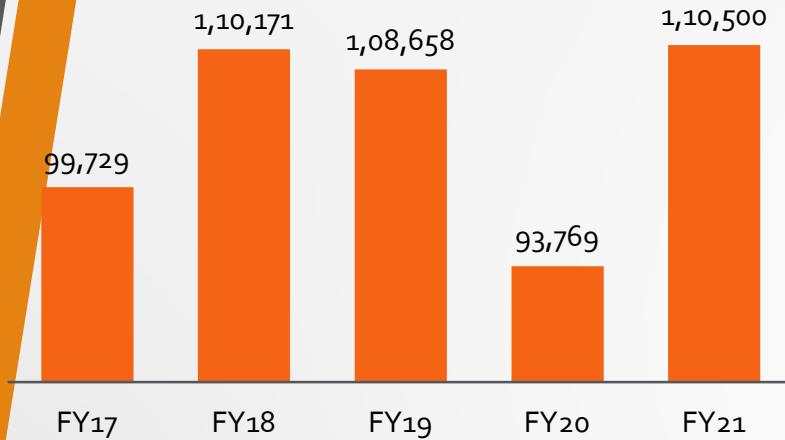


Dividend Payout Ratio (% of PAT)

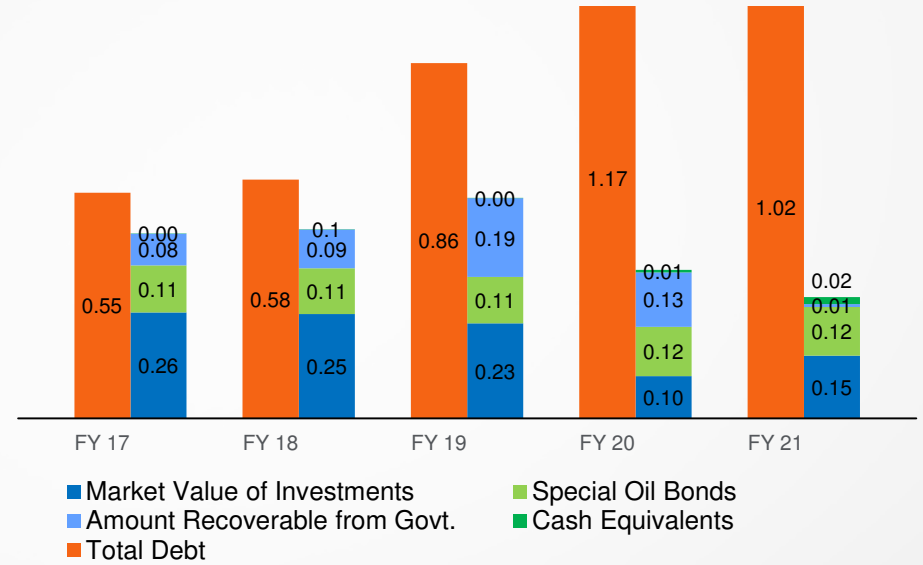
Note: Fall in crude prices in Mar'20 due to Covid-19 pandemic led to extraordinary inventory loss in FY'20

Our Differentiators: Strong Financials

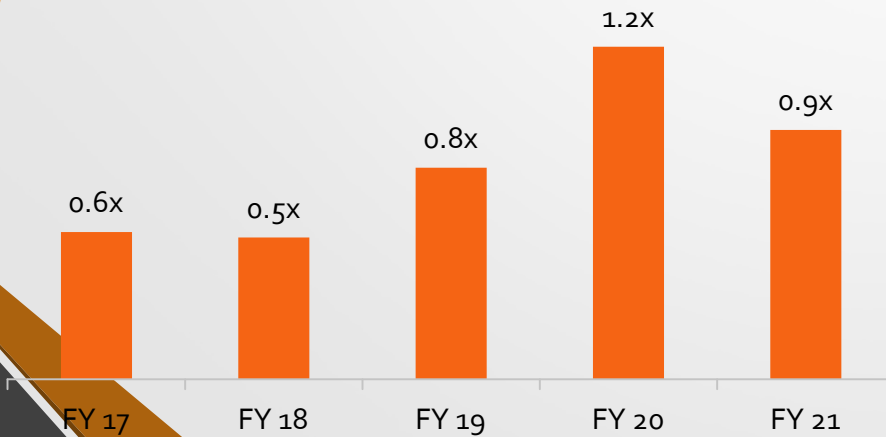
Net Worth (in INR/Cr)



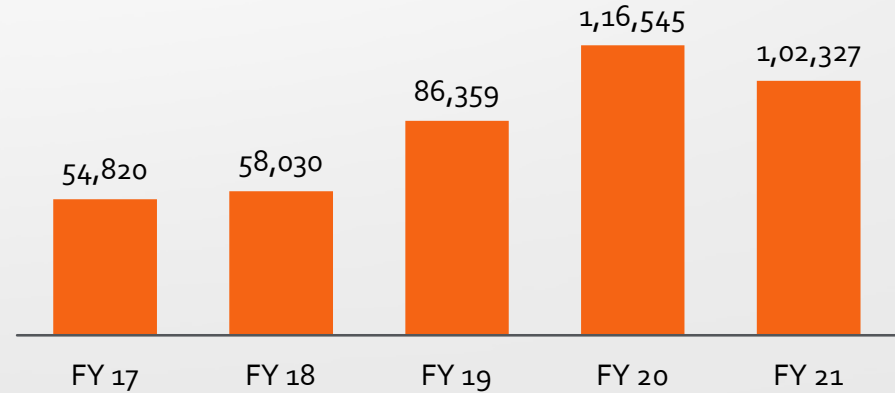
Cash breakdown & Debt (in INR/Trillion)



Debt / Equity



Debt Level (INR/Cr)



Conclusion

India's Largest Oil Company

...Focused on Creating Shareholder Value

1

• Largest Refiner in the Country

2

• Pan-India Pipeline Infrastructure

3

• Leading Market Share Across the Portfolio

4

• Integrated Operations Across the entire Energy Value Chain

5

• Strong Focus on Innovation Through R&D and Alternate Energy Sources

6

• Driven by a Management Team That has Delivered Results

7

• With Strong Support from the Government of India