

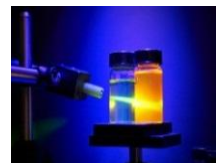


**IndianOil**

# **Indian Oil Corporation Limited**

**1<sup>st</sup> June 2018**

# Indian Oil Corporation: The Future of India Energy



**Strong Support from the Government of India**

- Maharatna Company; Govt Control: 56.98%
- Government nominated Directors on IOC Board
- Contribution to exchequer of INR 1969 bn in FY18

**Largest Refiner in the Country**

- 11 refineries with 80.70 MMTPA Capacity
- 33% of Domestic Refining Capacity

**Pan-India Pipeline Infrastructure**

- 13,200+ km pipelines for crude oil and products with a total capacity of 94.8 MMTPA
- 49% share in crude and product pipeline (by length)

**Leading Market Share Across Portfolio**

- 44.3% petroleum market share in FY18 with over 48,170 touch points

**Integrated Operations Across the entire Energy Value Chain**

- 2nd largest domestic player in Petrochemicals
- E&P: 9 domestic and 10 overseas blocks

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

- 611 active patents as on 31.03.2018
- New focus on Alternate and Renewable Energy (Wind, Solar, Biofuels, Nuclear)

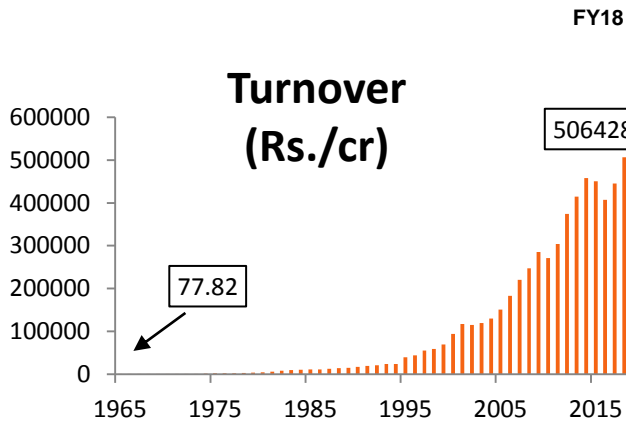
**Driven by a Management Team That has Delivered Results**

- Consistent growth
  - FY11-FY18 Revenue CAGR: 7.58%

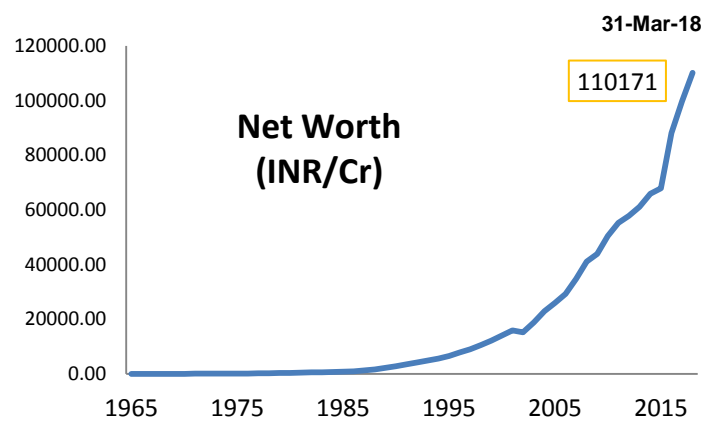


# Our Journey at a Glance

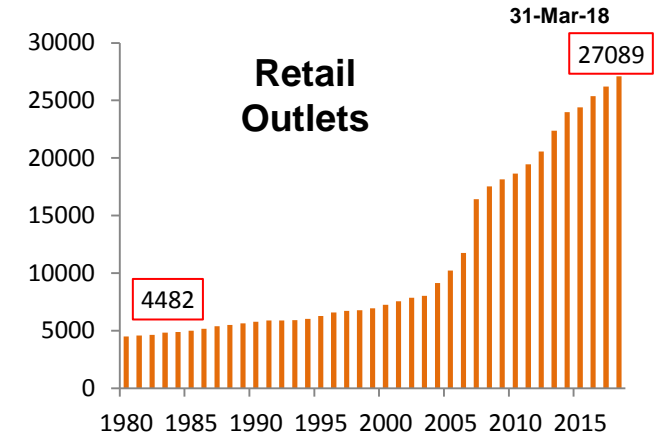
From a humble beginning to an Oil Giant



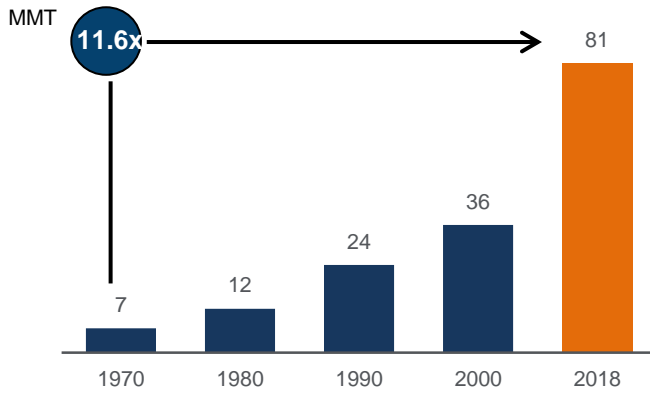
Source: Company Filings



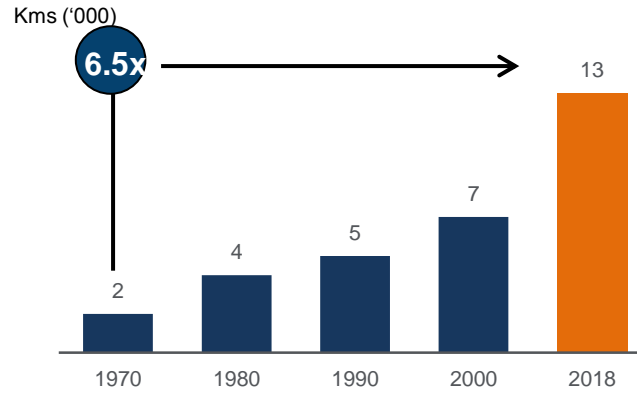
Source: Company Filings



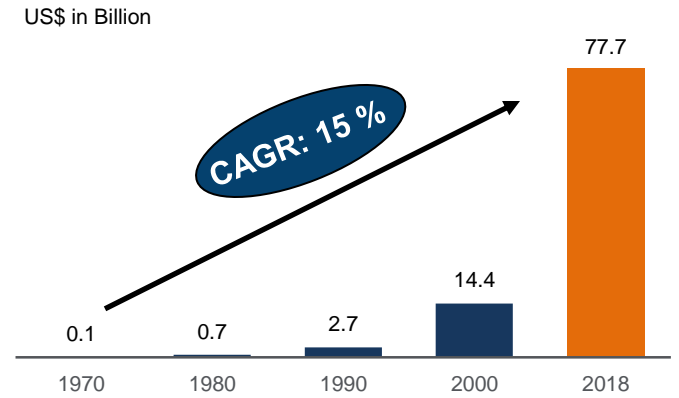
## Refining Capacity



## Pipeline Network



## Turnover



Note: IOC is ranked 7<sup>th</sup> as per Platt Global Energy Company Rankings 2017. IOC is ranked 168 amongst Fortune Global 500 Companies in 2017.

# Well Poised to Leverage Strong Industry Dynamics

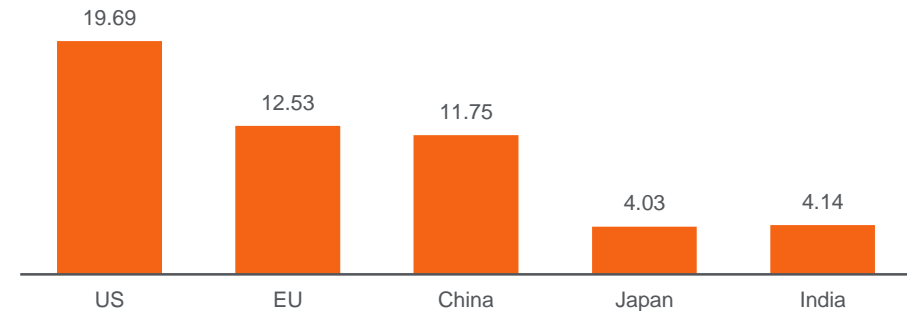
## India is Among the World's Fastest Growing Economies

GDP Growth	2016	2017	2018 P	2019 P
<b>India</b>	<b>7.1%</b>	<b>6.7%</b>	<b>7.4%</b>	<b>7.8%</b>
China	6.7%	6.9%	6.6%	6.4%
ASEAN-5	4.9%	5.3%	5.3%	5.4%
Brazil	(3.5%)	1.0%	2.3%	2.5%
Russia	(0.2%)	1.5%	1.7%	1.5%

Source: IMF World Economic Outlook, April 2018 (GDP at constant Prices)

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

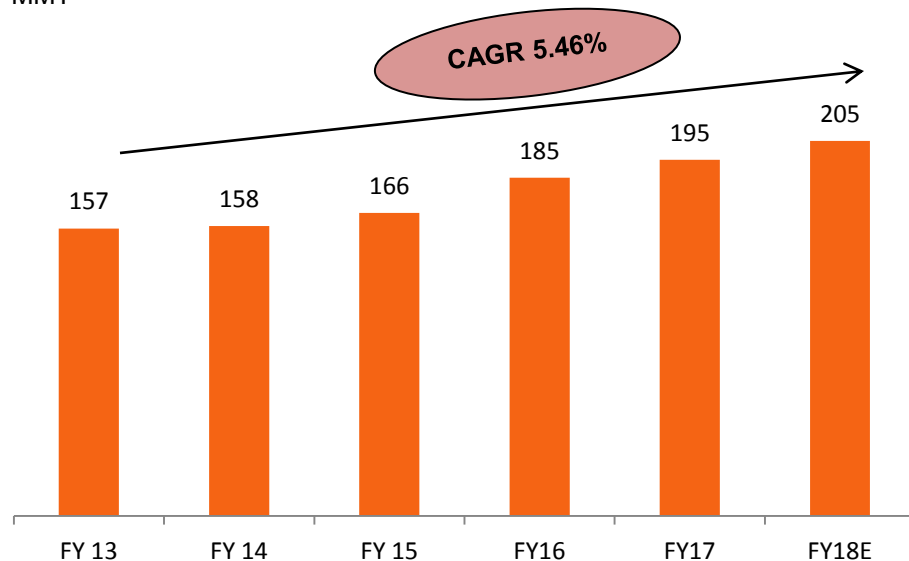
Consumption in million barrel per day



Source: CIA World Fact book (2015 Est. & 2016 Est.)-as per website on 28 May 2018

## Oil Consumption Trends Have Been Rising Marginally...

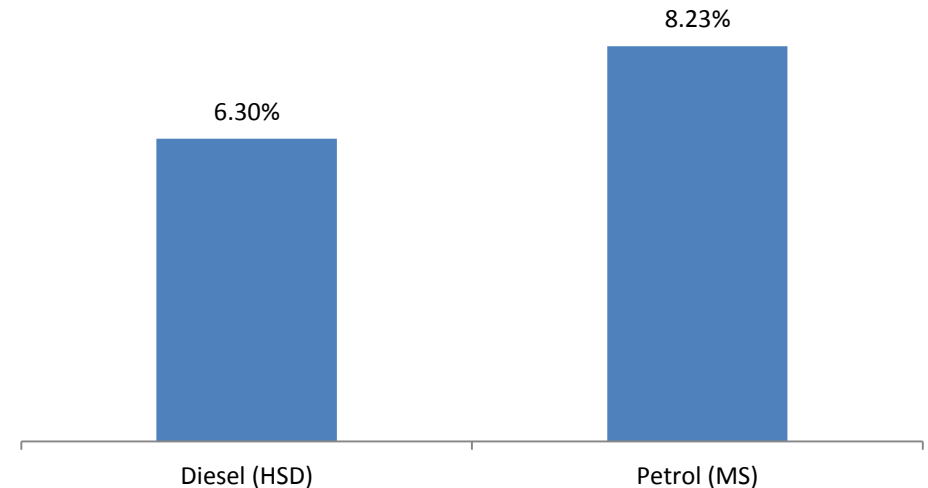
MMT



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

## ...With Strong Growth in Consumption Across Key Products

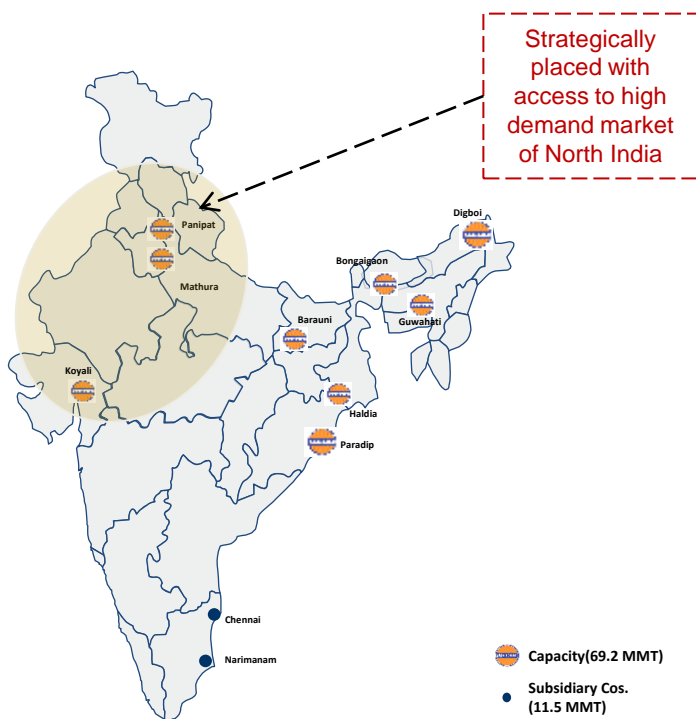
FY18 – FY22 E CAGR



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, 2018

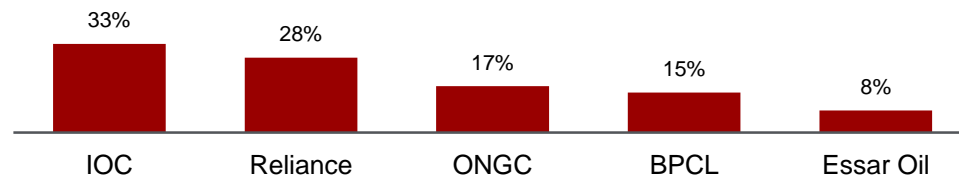
## Importing Crude from Across the Globe



Total crude oil import : 67 MMT (including 8.7 MMT for CPCL)  
Figures for FYE 2018

Source: Company Filing

## Leader in Refining Market Share<sup>(1)</sup>

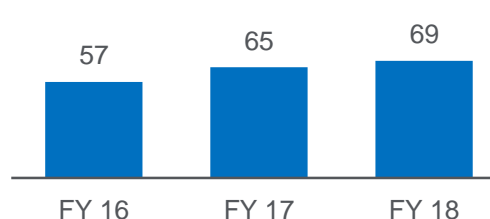


Note: Figures as of March 31, 2018.

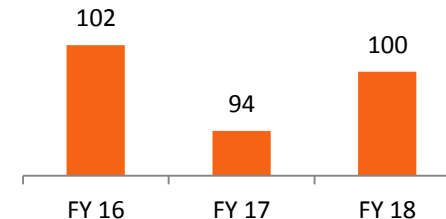
(1) Market share based on group Refining Capacity

Source: PPAC website

## Refinery Throughput (MMT)

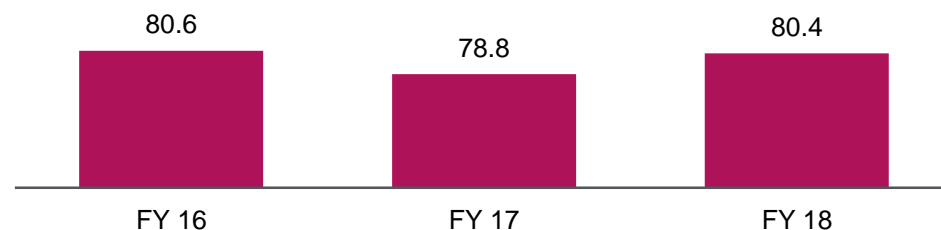


## Capacity Utilization (%)



Source: Company Filing

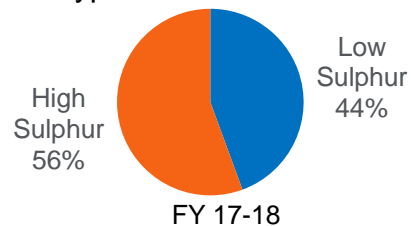
## Steady Distillate Yields (%)



Source: Company Filing

## Changing Crude Mix for Enhanced Profitability

### Type of Crude Oil Used



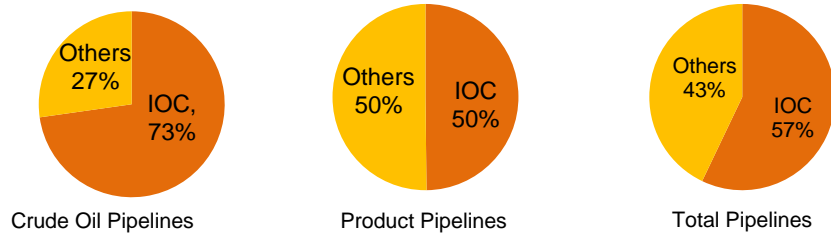
- ✓ Producing Euro IV grade fuels
- ✓ Preparing for Euro VI

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

Source: Company Filing

# Unparalleled Network of Cross Country Pipelines

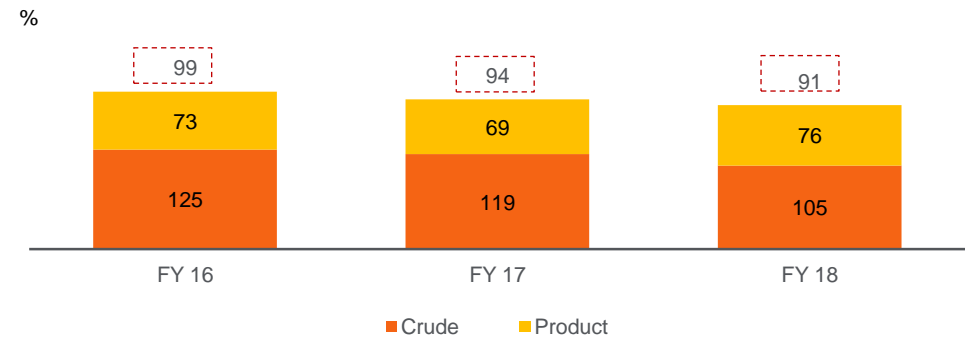
## Largest Pipeline Market Share - Downstream



Source: PPAC Website

Note: Figures as of March 31, 2018

## High Capacity Utilization

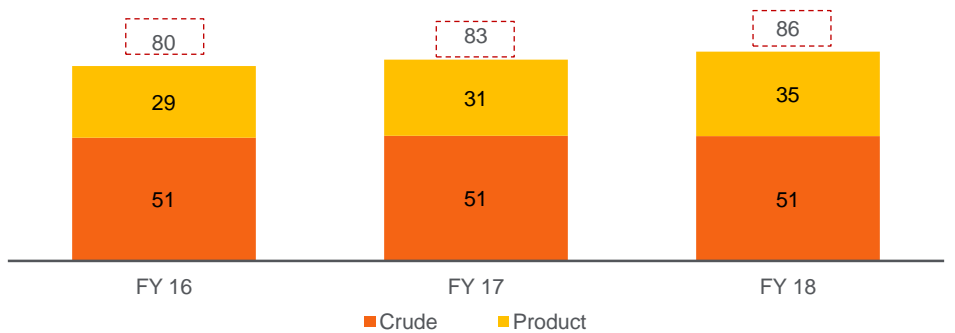


Source: Company Filing

Indicate Total Capacity Utilization

## Pipelines Throughput

MMT

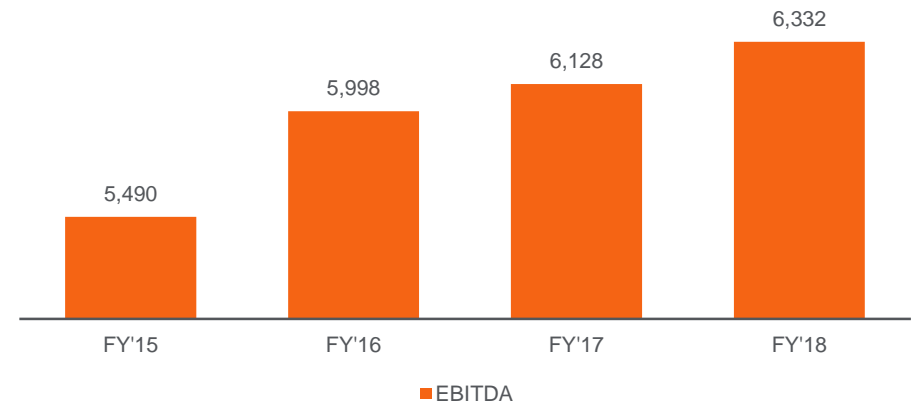


Indicate Total Throughput

Source: Company Filing

## Steady Revenue Stream with healthy EBITDA

In INR



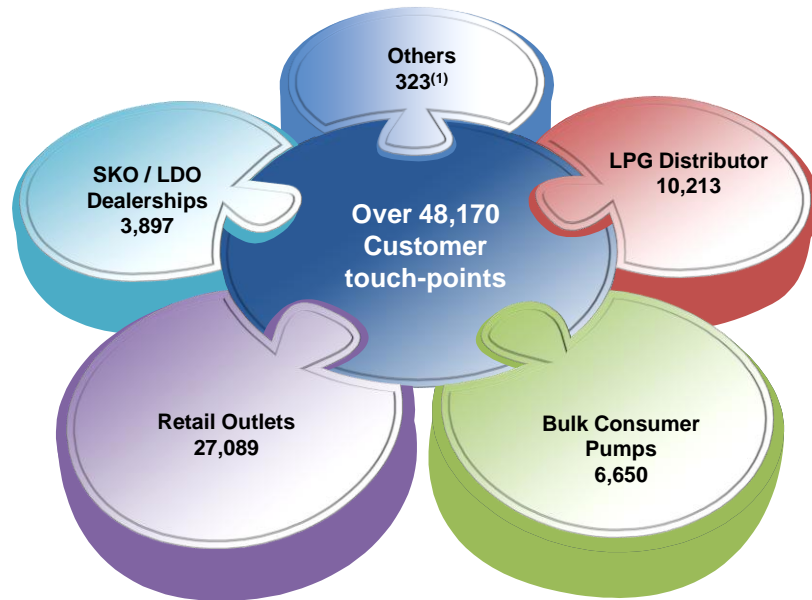
All annual figures for the year ended March 31 of the respective years.

# Extensive Network of Cross Country Pipelines



# Marketing: Reach in Every Part of the Country

## Pan India Presence with Multiple Consumer Touch Points



All figures for the year ended March 31, 2018

Source: Company Filing

## Other Key Highlights

- Rural Thrust and Penetration ✓ 7,529 Kisan Sevak Kendras (KSK)

---

- LPG ✓ Supply to over 114 million households

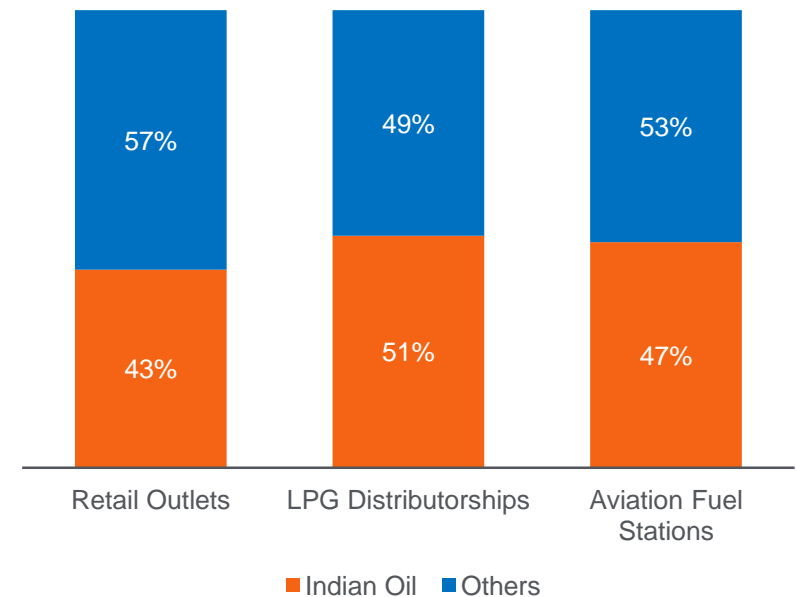
---

- Petroleum Product Market Share** ✓ 44.3% share in petroleum products

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

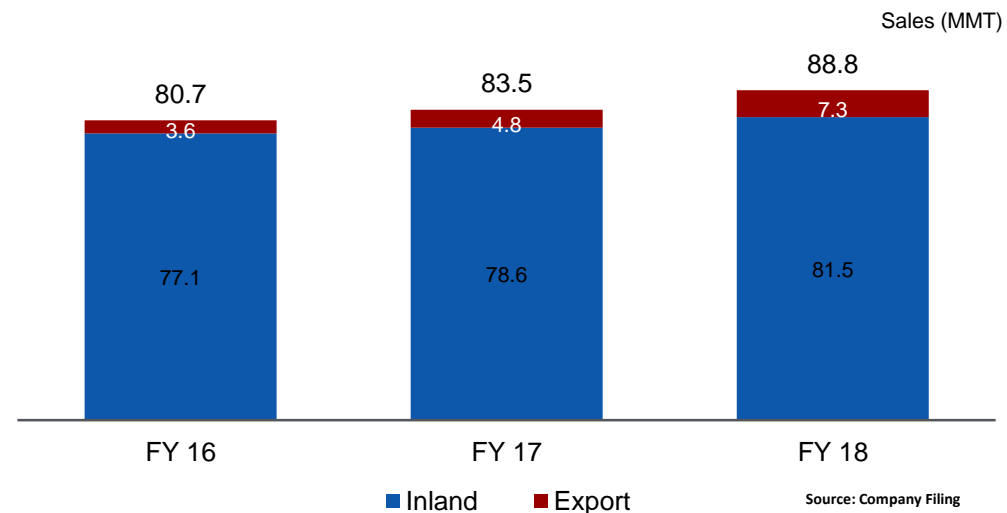
Source: Company Filing

## Leader in Market Infrastructure



Source: Company Filing & PPAC Website

## Operating Highlights (Inland / Export Mix)

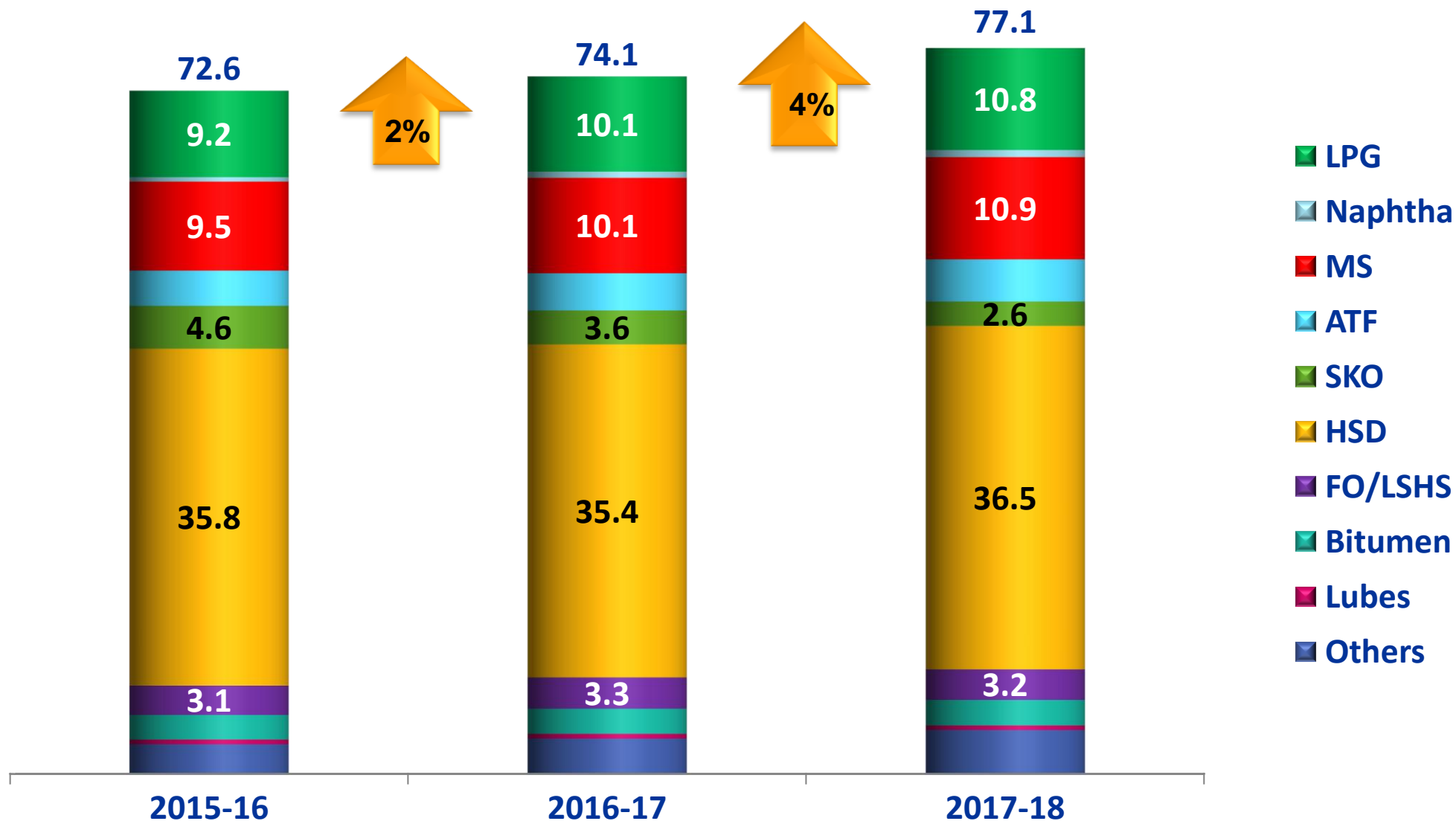


Source: Company Filing



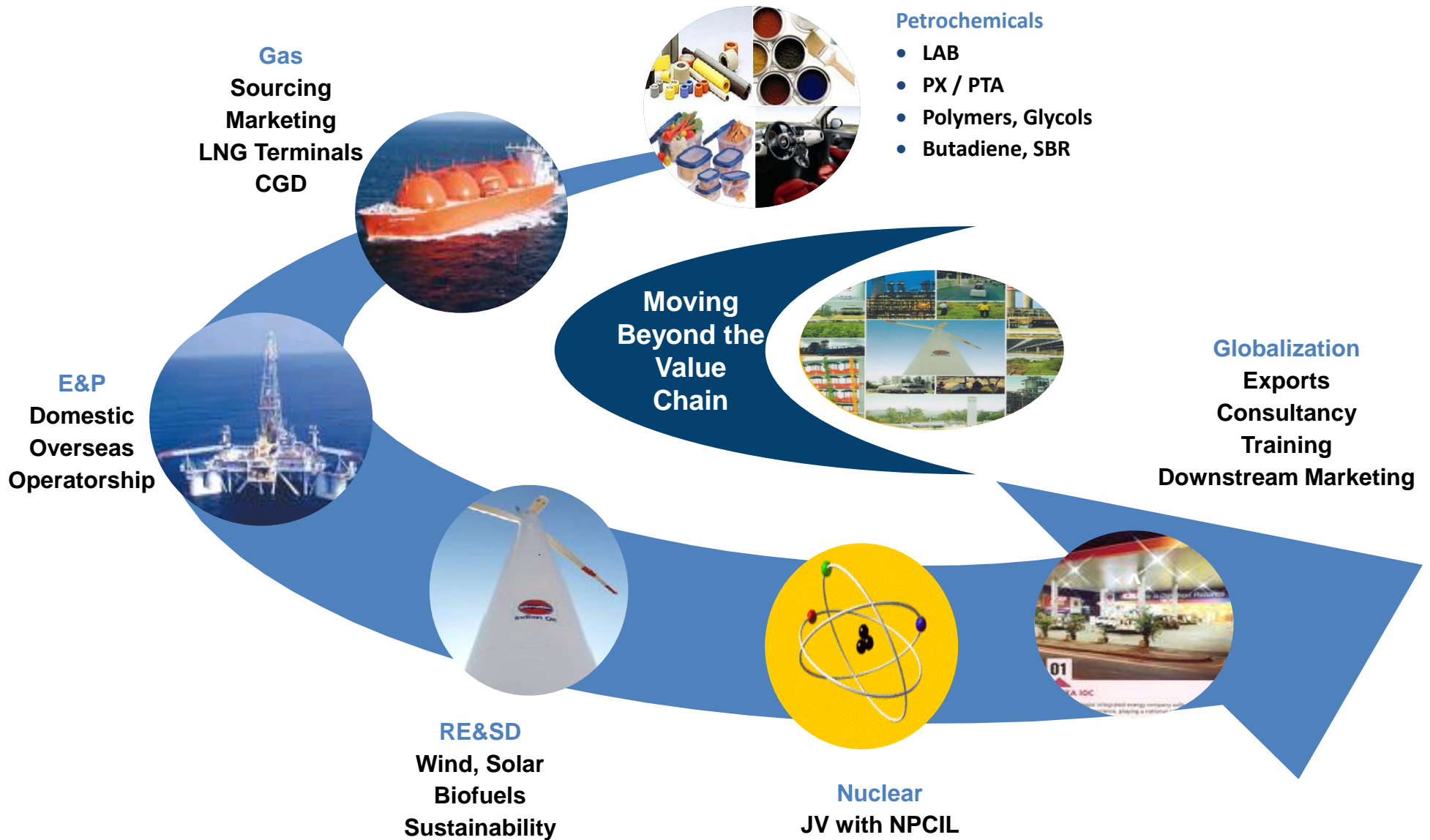
# Fuelling India's Growth

## Domestic POL Sales (MMT)



Seamlessly started BS-VI fuel supply to Delhi NCT on 1<sup>st</sup> April 2018

# Moving Beyond the Traditional Value Chain



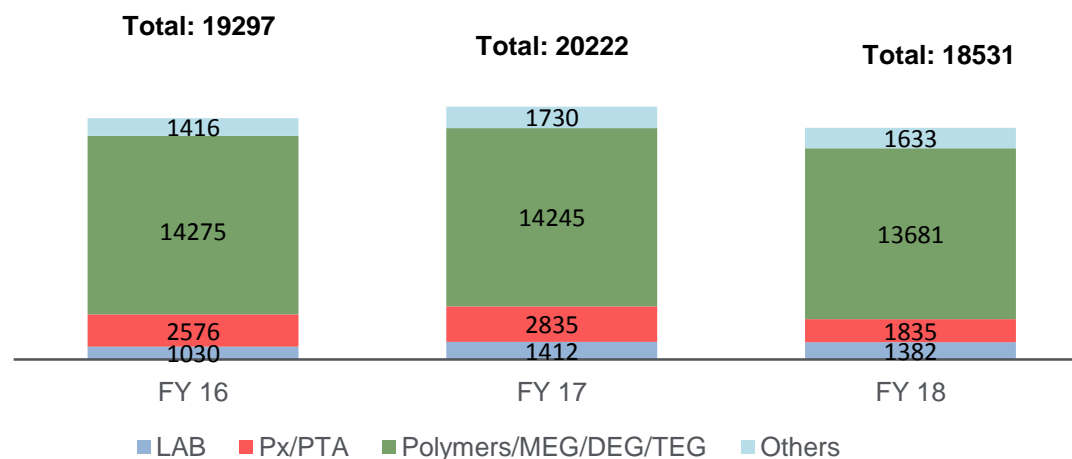
# One of the Leading Producer of Petrochemical Products

## Capacity

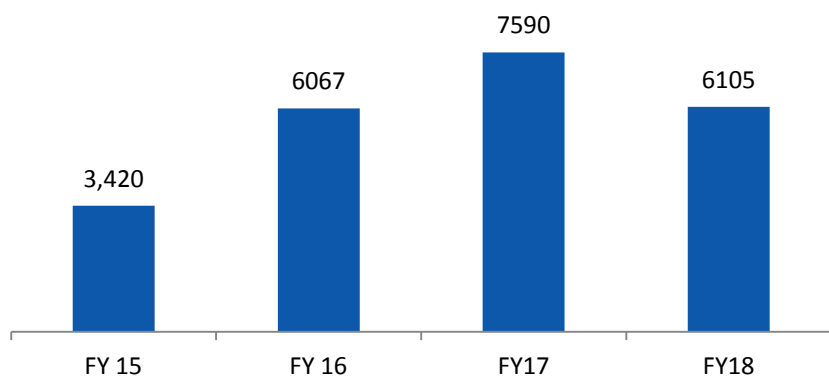
Project	Capacity (MT)
Guajarat LAB	120,000
Styrene Butadiene Rubber Plant	120 KTA
Panipat Px / PTA	553,000
Panipat Naphtha Cracker	1,460,000

Source: Company Filing

## Sales Breakup (in INR/Cr)



## EBITDA (in INR/Cr)

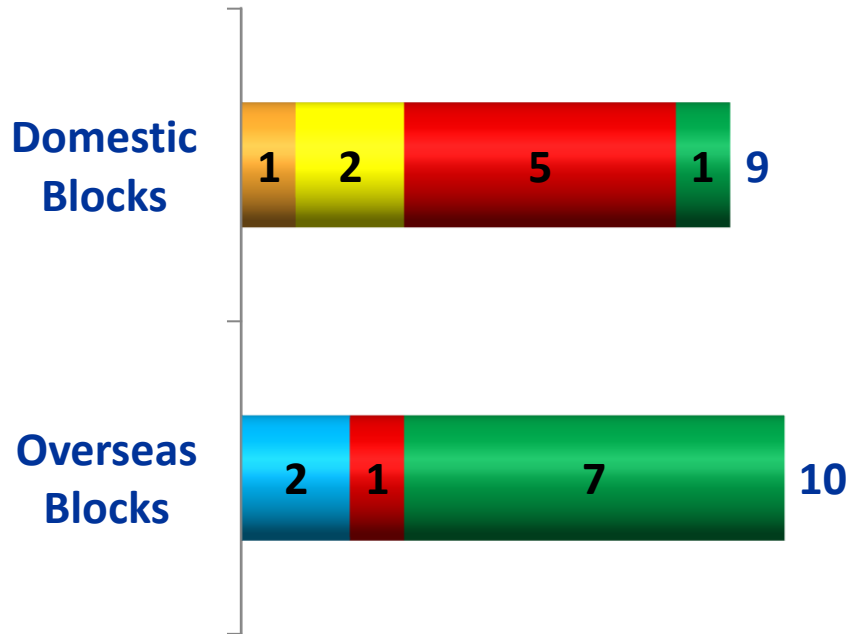


Source: Company Filing



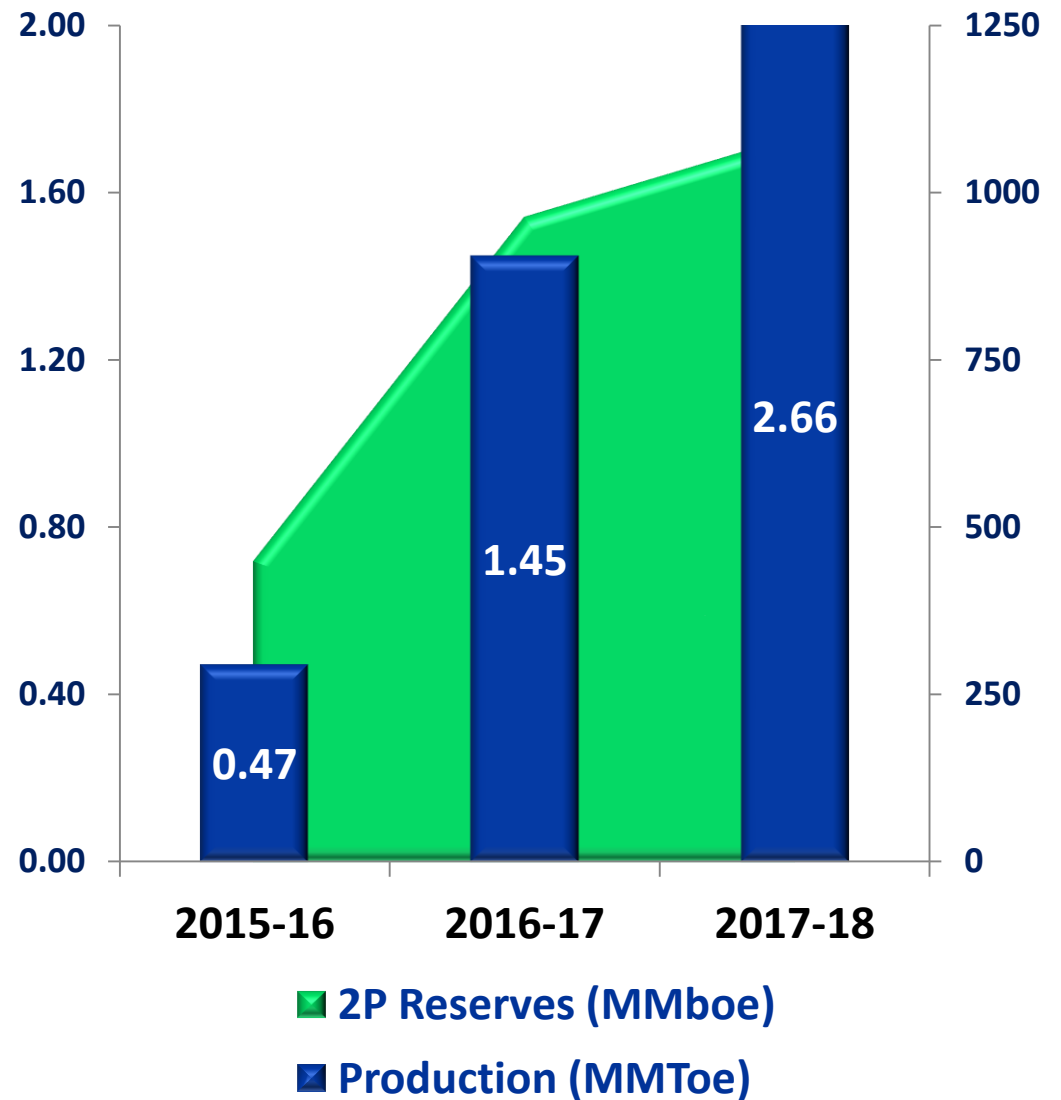
# Upstream Portfolio

## Blocks' Location

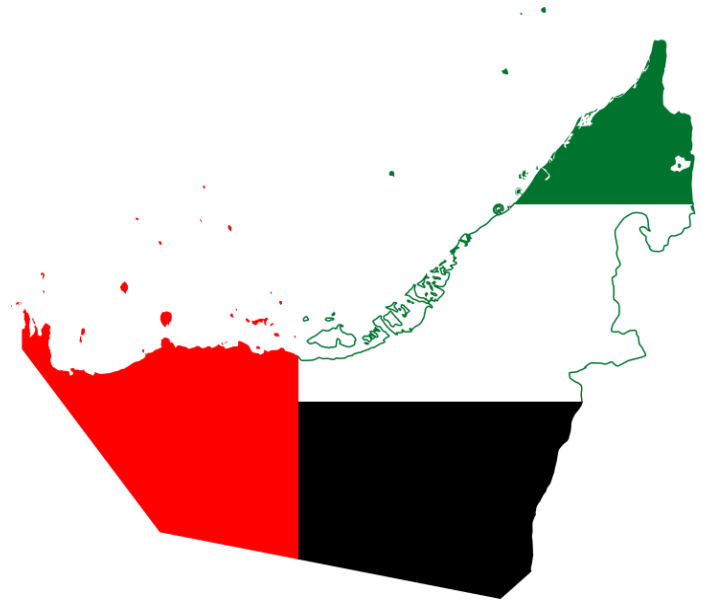
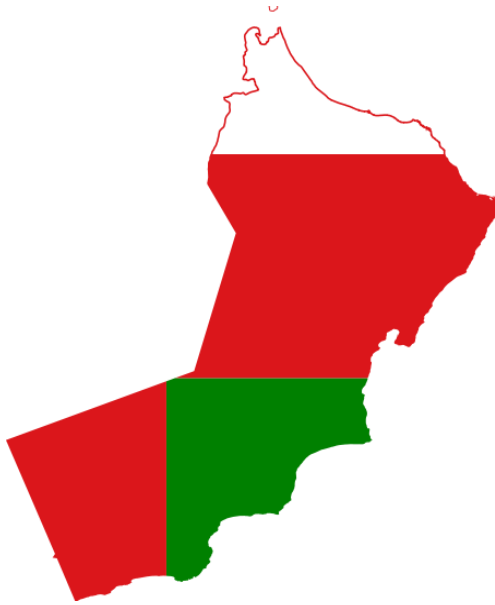


- Exploration
- Discovery
- Appraisal
- Under Development
- Production

## Reserves & Production



## Recent Acquisitions



<b>Location</b>	<b>Oman</b>
<b>Block</b>	<b>Mukhaizna</b>
<b>Operator</b>	<b>Occidental</b>
<b>Reserves</b>	<b>0.6 billion boe</b>
<b>Production</b>	<b>120 kb/d</b>
<b>IOC Stake</b>	<b>17%</b>
<b>IOC Equity Oil</b>	<b>20 kb/d</b>

<b>Location</b>	<b>Abu Dhabi</b>
<b>Block</b>	<b>Lower Zakum</b>
<b>Operator</b>	<b>ADNOC</b>
<b>Reserves</b>	<b>5.1 billion boe</b>
<b>Production</b>	<b>400 kb/d</b>
<b>IOC Stake</b>	<b>3%</b>
<b>IOC Equity Oil</b>	<b>12 kb/d</b>

# Diversified Across Geographies and Energy Sources

## Geographical Diversification

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

- Aviation, terminal & retail business
- 24,000 MT Storage Terminal
- Market Share : 26%



**Lanka IOC Plc.**  
(75.1% Stake)

- Storage, terminal & retail business
- 207 retail outlets
- Market Share Bunker fuels : 34%



**IOC Middle East FZE**  
(100% Stake)

- Marketing of Lubes



## Diversification Across Sources

Gas



- JV for City Gas Distribution with presence in 9 Cities
- 5 MMTPA LNG import, storage and re-gassification terminal under construction at Ennore (Near Chennai)
- Ennore –Tuticorin Pipeline (1175 km)

Wind Power



- Wind – 167.60 MW installed capacity
- 47 MW plant at Gujarat;
- 48.3 MW plant at AP
- 72.3 MW plant at Rajasthan

Solar



- 8800+ Retail Outlets Solarised.
- Solar PV plants installed capacity: 30 MW

Figures for the year ended March 31,2017

## INDMAX: INDane MAXimization



IndianOil R&D's "Make In India"  
Initiative

Indigenously developed  
technology to bridge India's LPG  
Deficit

Over 2 times LPG yield over  
regular FCC

Flexibility to cater to Seasonal  
Demand: LPG/ MS/ HSD Mode

High Octane MS (97-98 RON)  
production

**INDMAX unit being installed at Bongaigaon refinery as well**

# OCTAMAX



## BS-VI Push

- Produces BS-VI compliant MS
- Instrumental in BS-VI MS supply to Delhi NCT

## Plant at Mathura Refinery

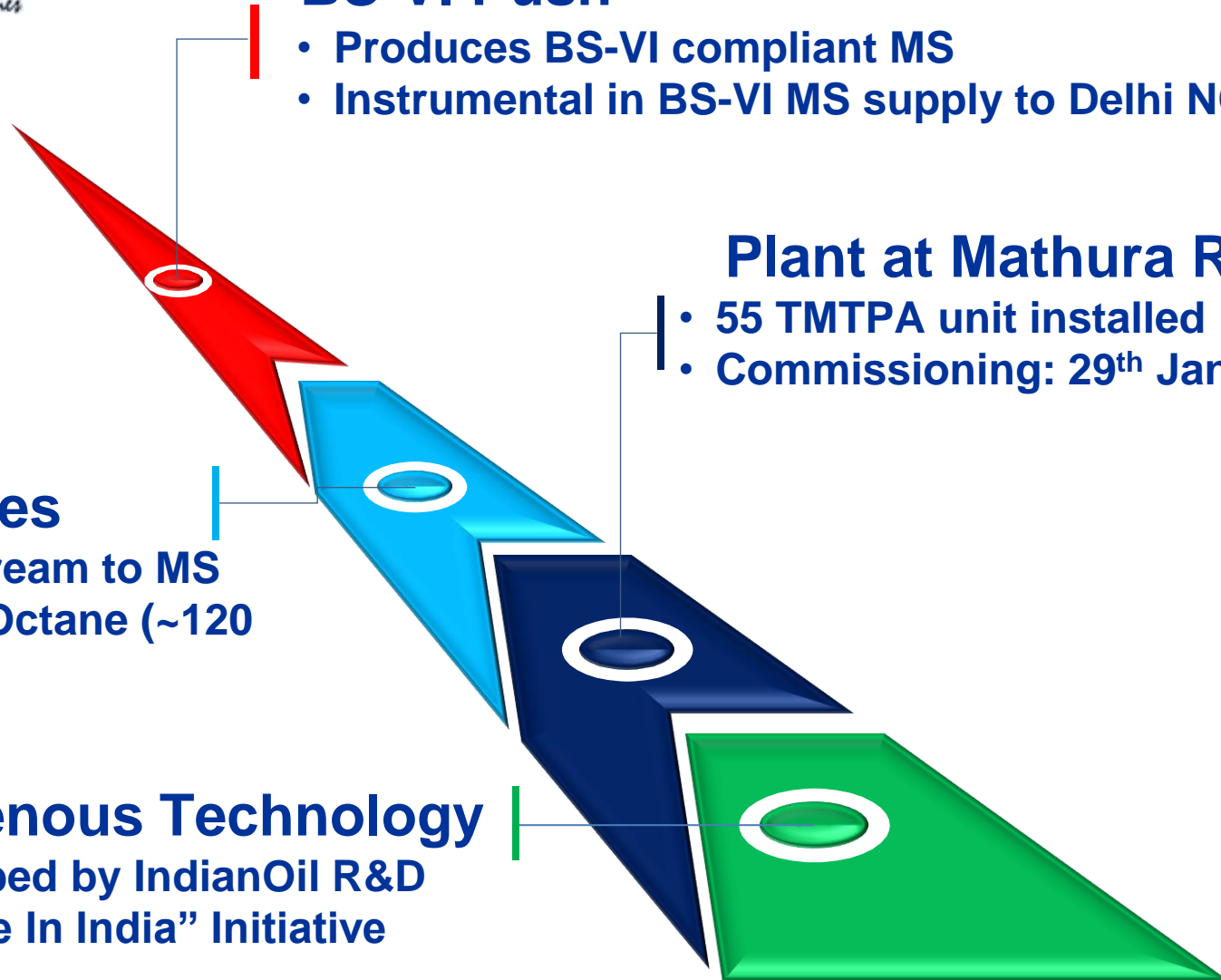
- 55 TMTPA unit installed
- Commissioning: 29<sup>th</sup> January 2018

## Features

- Upgrades C4 Stream to MS
- Produces High Octane (~120 RON) MS feed

## Indigenous Technology

- Developed by IndianOil R&D
- A “Make In India” Initiative



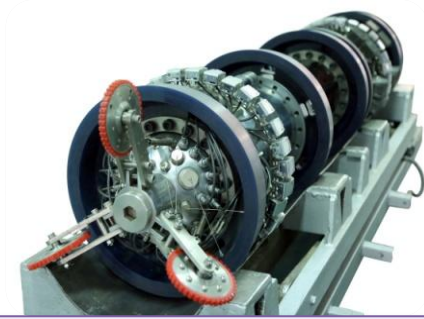


# R&D Prowess

- *Technology Commercialisation*



**35 TMTPA INDAdept<sup>G</sup> Plant  
at Guwahati Refinery**

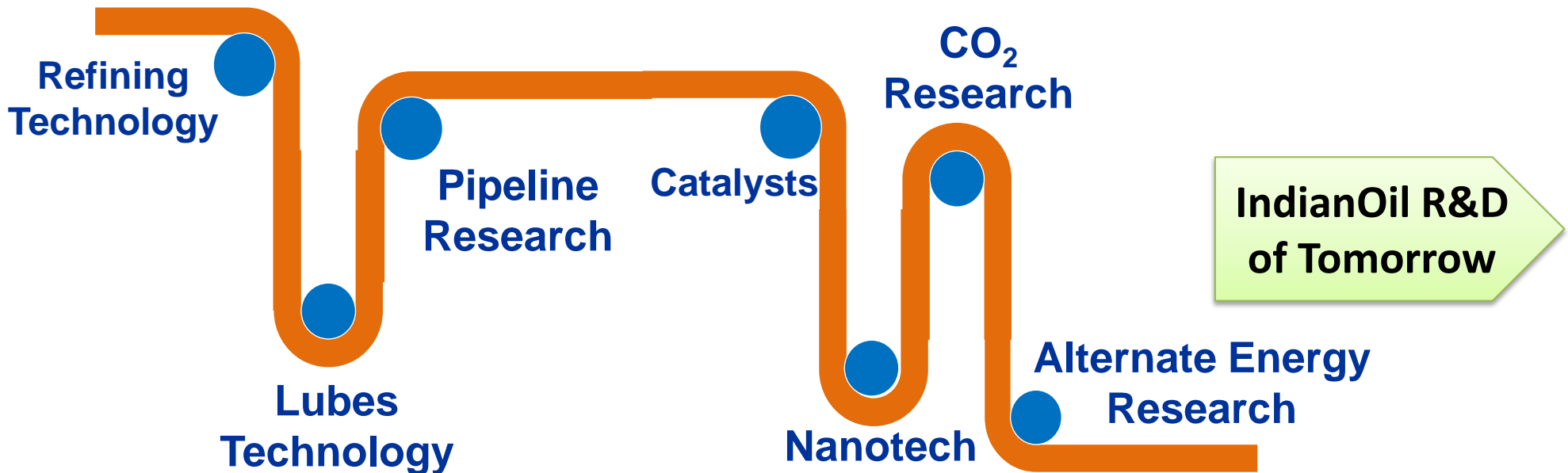


**Indigenous In-Line Pipeline  
Inspection Tool**



**Indigenously Developed  
Delayed Coker at Barauni**

- *2<sup>nd</sup> R&D Campus – Upscaling Thrust Areas*



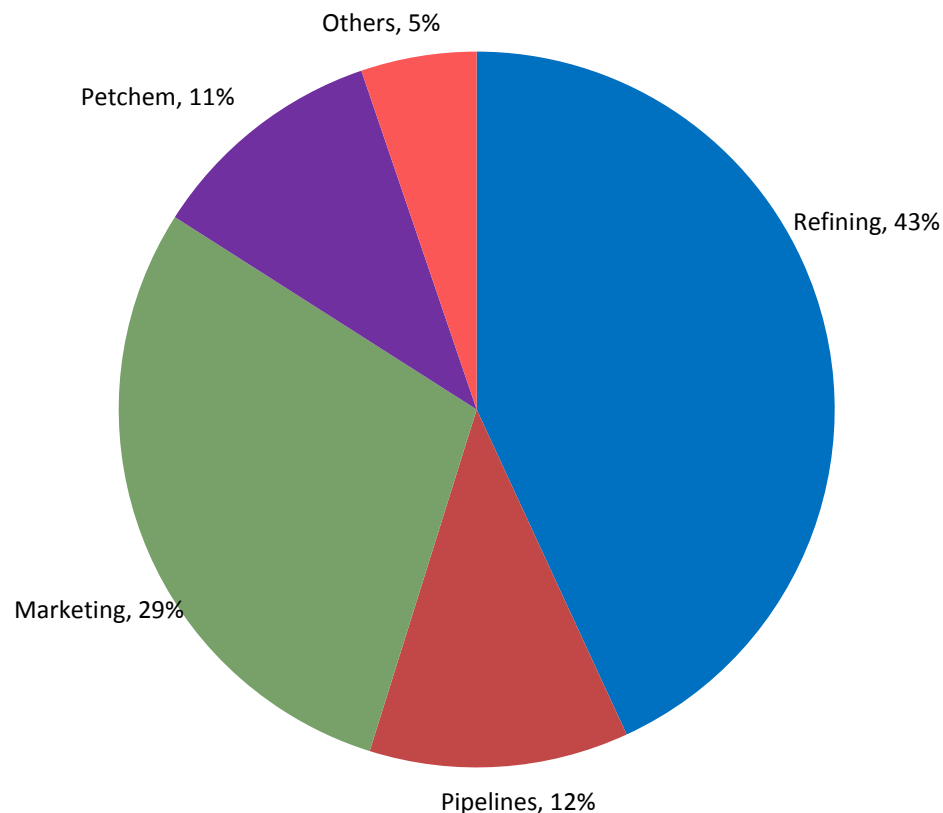
# Investing In Future Growth

## Major Ongoing Projects

Project	Estimated Cost (Rs Crore)
Polypropylene unit at Paradip	3,150
DYIP Coker, Haldia	4,190
BS-VI Projects	16,600
INDMAX unit at Bongaigaon	2,580
Paradip-Hyderabad Pipeline	2,320
Ennore – Tuticorin R-LNG Pipeline	4,500
Koyali – Ahmednagar – Solapur Pipeline	1,950
Paradip-Haldia-Durgapur LPG Pipeline	1330
Augmentation of PHDPL and its extension to Patna and Muzzaffarpur	1820

## Planned Capital Expenditure Outlay <sup>(1)</sup> (2018-19)

(INR/Cr.)



Capex planned for Major Projects 2018-19, approx INR 19,800 Cr

(1) Additional Rs. 3000 Cr planned for small projects.

# Experienced Management Team & GOI Ownership and Support

## Management Team



**Sanjiv Singh**  
*Chairman*  
35+ Year Experience

- Handled all aspects of refining activities. Previously headed the refinery division. Also worked with centre for High technology and with Nigeria Petroleum National Company.
- Chemical engineer from IIT Roorkee



**A K Sharma**  
*Director (Finance)*  
30+ Year Experience

- Handled various assignments in finance functions. Was at the forefront of treasury operations to raise funds for IOC. Credited for issuing the first ever foreign currency bonds of IndianOil in the international market.
- Chartered Accountant (CA) by profession. Also possesses law degree.



**G K Satish**  
*Director (Planning & Business Development)*  
30+ Year Experience

- Has experience in varied areas of business including International Trade, Business Development, Natural Gas, Marketing Operations, Logistics and Human Resources.
- A Graduate in Mechanical Engineering from the NIT Surat, and a Post-Graduate in Management from MDI, Gurgaon .



**Dr. SSV Ramakumar**  
*Director (R&D)*  
30+ Year Experience

- Has three decades of R&D experience in downstream hydrocarbons sector, notably in the areas of refinery process research streams
- A doctorate in Chemistry from IIT-Roorkee



**BV Rama Gopal**  
*Director (Refineries)*  
30+ Year Experience

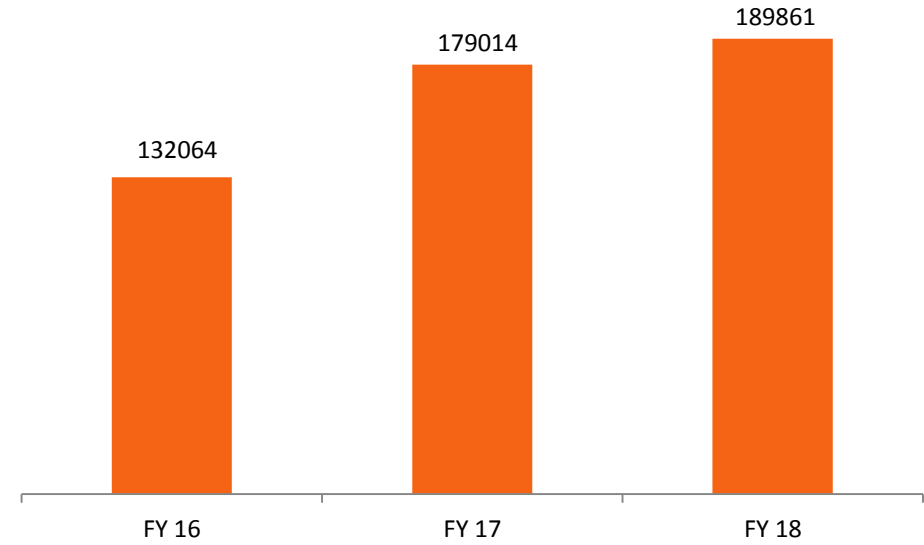
- Has deep knowledge of operating both Refinery and Petrochemical unit with an extensive product-line comprising aromatics and polymers, as well as petroleum products
- Holds a degree in Chemical Engineering (Osmania University, Hyderabad), and Advanced Management Training (at ASCI)



**Ranjan Kumar Mohapatra**  
*Director(HR)*  
30+ Year Experience

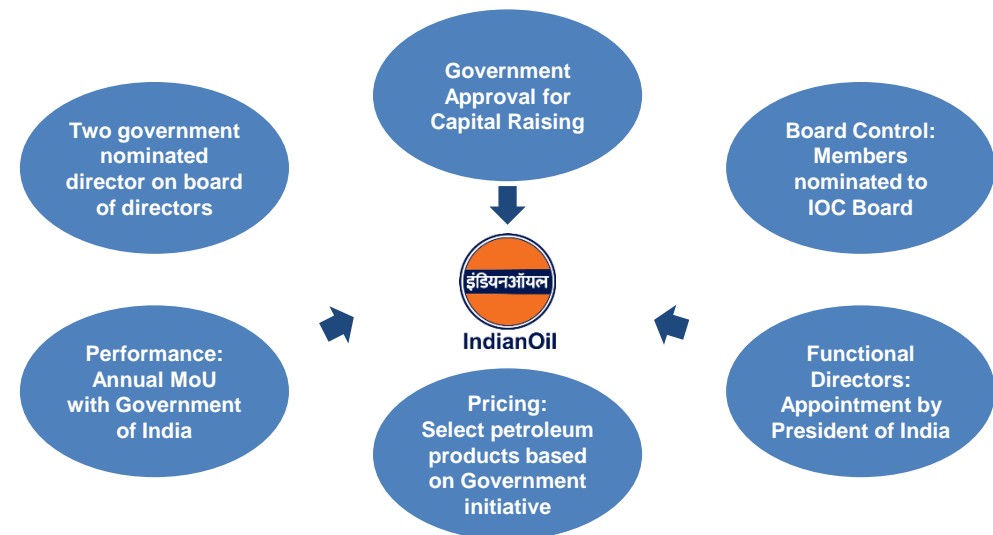
- Has vast experience in the field of Supply Chain Management & Logistics. Headed IndianOil (Mauritius) Ltd., IndianOil's overseas subsidiary, during 2012-15.
- A Mechanical Engineering graduate from BITS, Pilani, with a PG Diploma in Management from Xavier Institute of Management, Bhubaneswar

## Contribution to Exchequer (in INR/Cr)



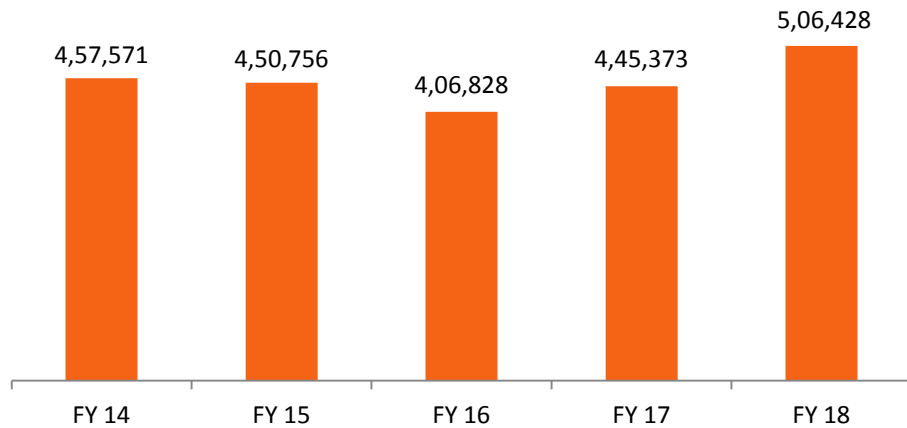
Source: Company Filing

## Strong Support From the Government of India

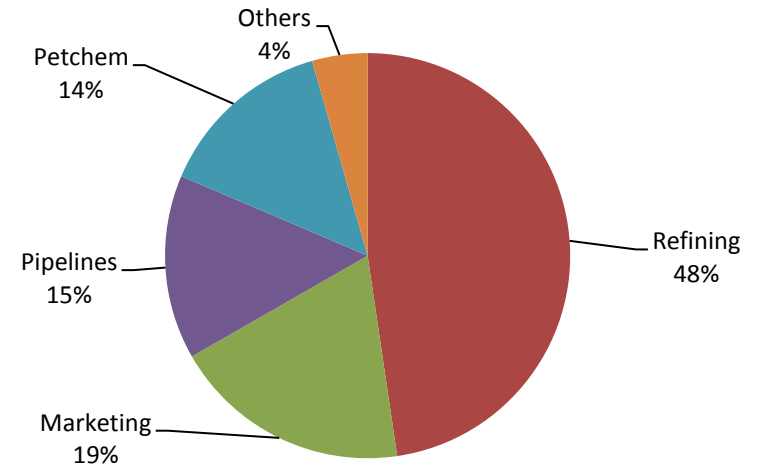


# Our Differentiators: Strong Financials

Turnover (in INR/Cr)

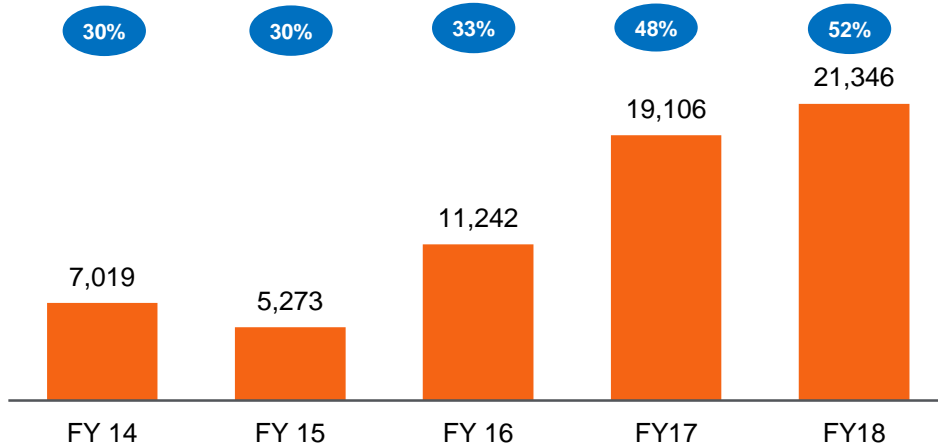


EBITDA (%)



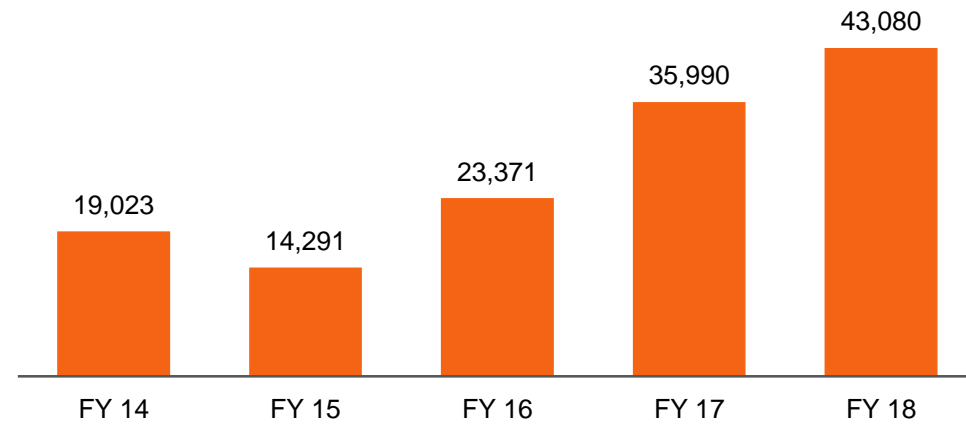
Contribution to FY18 EBITDA

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



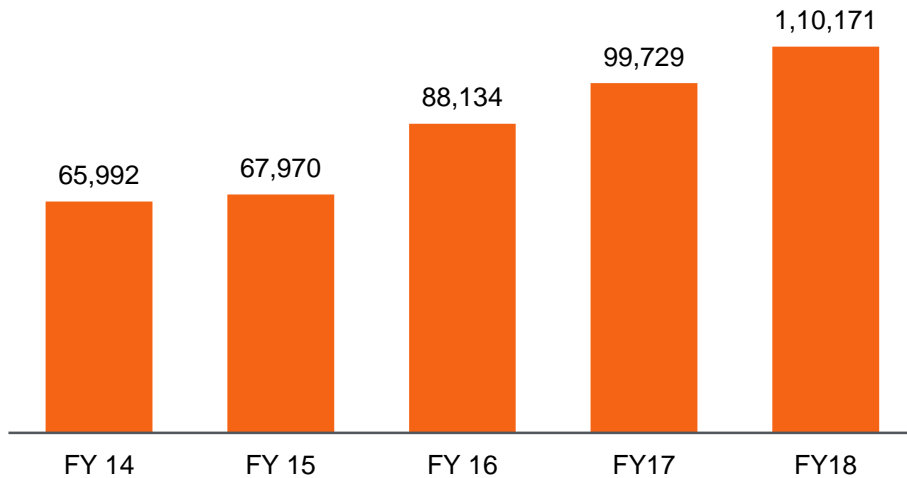
 Dividend Payout Ratio (% of PAT)

EBITDA (in INR/Cr)

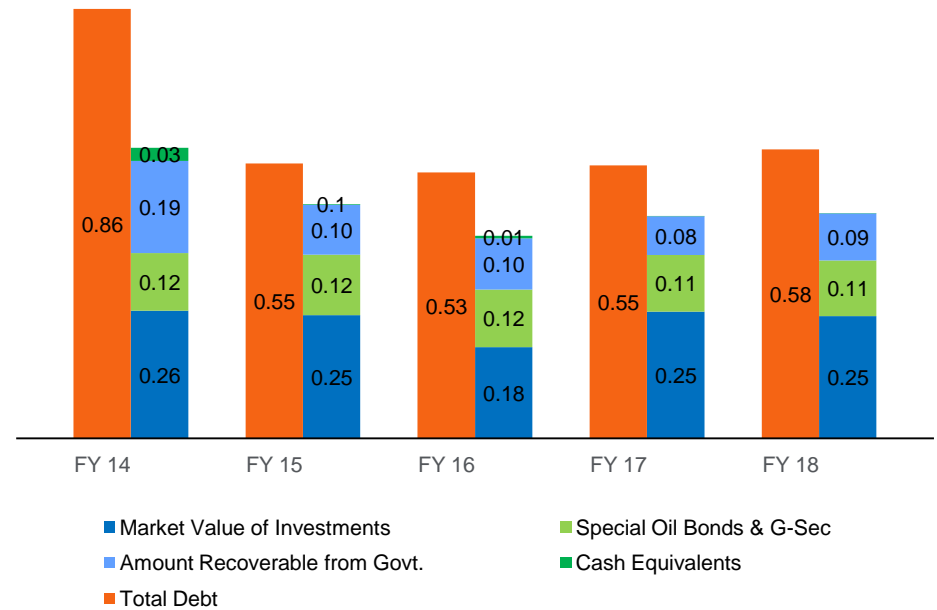


# Our Differentiators: Strong Financials

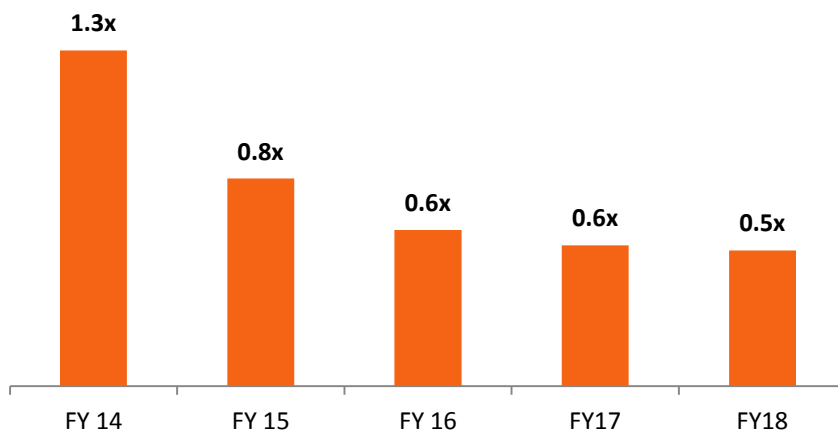
## Net Worth (in INR/Cr)



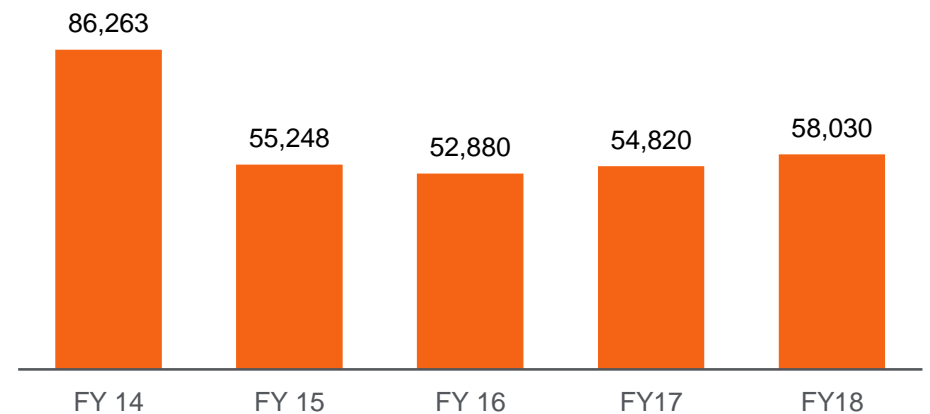
## Cash breakdown & Debt (in INR/Trillion)



## Debt / Equity



## Debt Level (INR/Cr)



(1) Special Oil Bonds received from GOI in lieu of compensation till the year FY 2009.

# 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

# Key Risk Factors

- Fluctuations in commodity prices (e.g. crude oil)

- Fluctuation in exchange rates (INR – US\$)

- Fluctuations in global petroleum product prices