



IndianOil

Indian Oil Corporation Limited

FY 2019-20

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 1821 bn in FY20



Largest Refiner in the Country

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



Pan-India Pipeline Infrastructure

- 14,500+ km pipelines for crude oil and products with a total capacity of 94.56 MMTPA
- 51% share in crude and product pipeline (by length)



Leading Market Share Across Portfolio

- 43% market share in POL in FY20 with over 52,700 touch points



Integrated Operations Across the entire Energy Value Chain

- 2nd largest domestic player in Petrochemicals
- E&P: 12 domestic and 12 overseas blocks



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

- 929 active patents as on 01.04.2020
- New focus on Alternate and Renewable Energy (Wind, Solar, Biofuels)



Driven by a Management Team That has Delivered Results

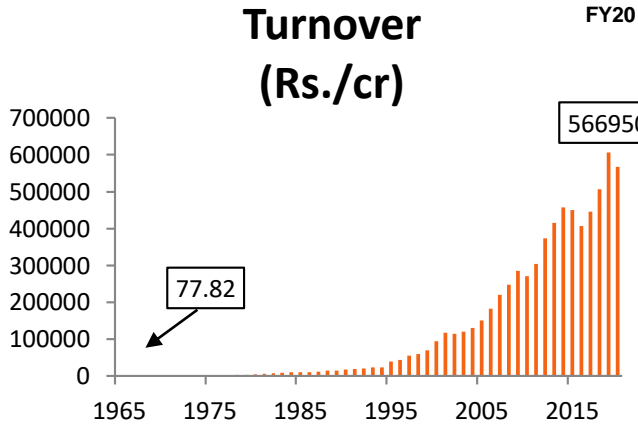
- Consistent growth
 - FY11-FY20 Revenue CAGR: 7.18%



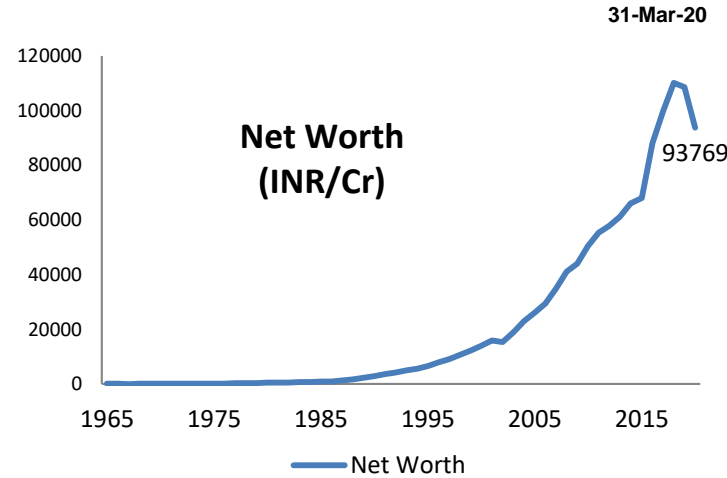
Our Journey at a Glance

From a humble beginning to an Oil Giant

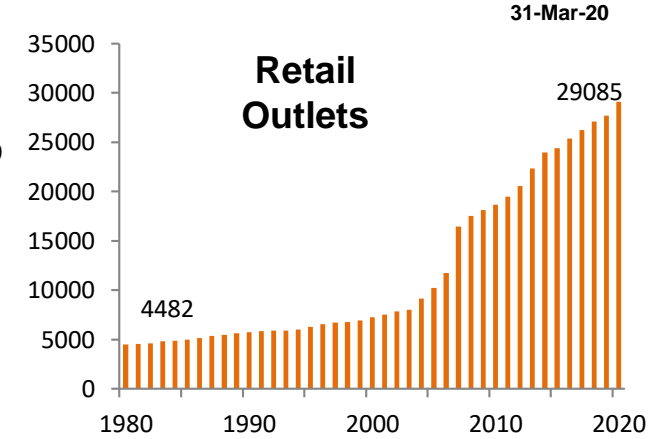
Turnover (Rs./cr)



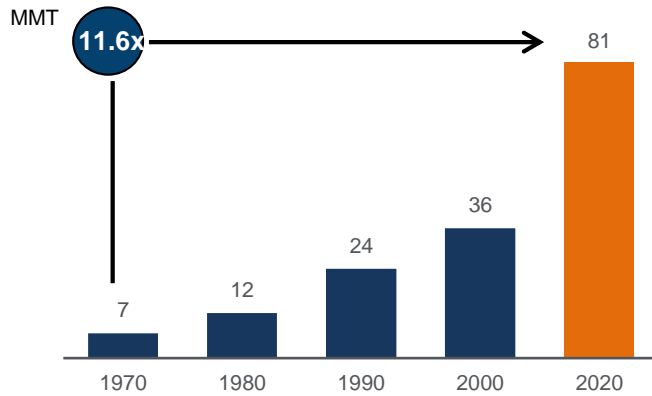
Net Worth (INR/Cr)



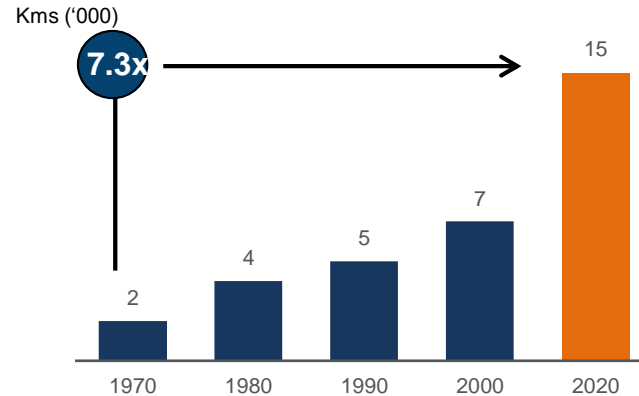
Retail Outlets



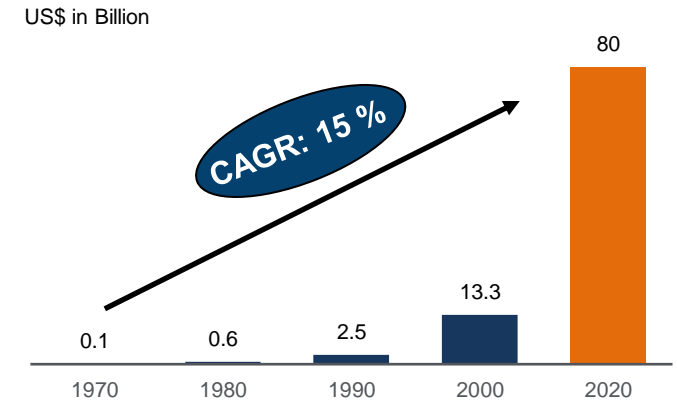
Refining Capacity



Pipeline Network



Turnover



Note: IOC is ranked 25th as per Platt Global Energy Company Rankings 2019.
IOC is ranked 117 amongst Fortune Global 500 Companies (2019).

Well Poised to Leverage Strong Industry Dynamics

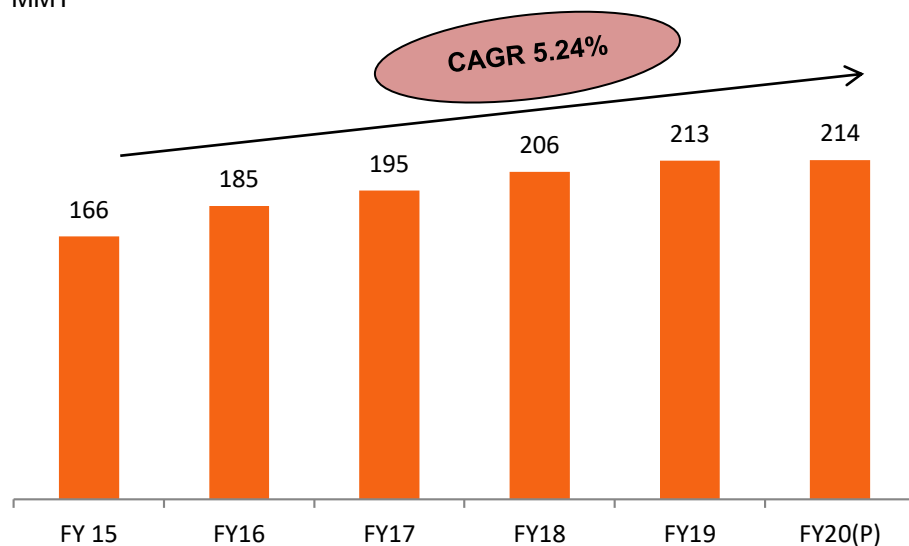
India is Among the World's Fastest Growing Economies

GDP Growth	2018	2019	2020 P	2021 P
India	6.1%	4.2%	-4.5%	6%
China	6.7%	6.1%	1%	8.2%
ASEAN-5	5.3%	4.9%	-2%	6.2%
Brazil	1.3%	1.1%	-9.1%	3.6%
Russia	2.5%	1.3%	-6.6%	4.1%

Source: IMF World Economic Outlook update June 2020 (Real GDP Growth)

Oil Consumption Trends Have Been Rising Marginally...

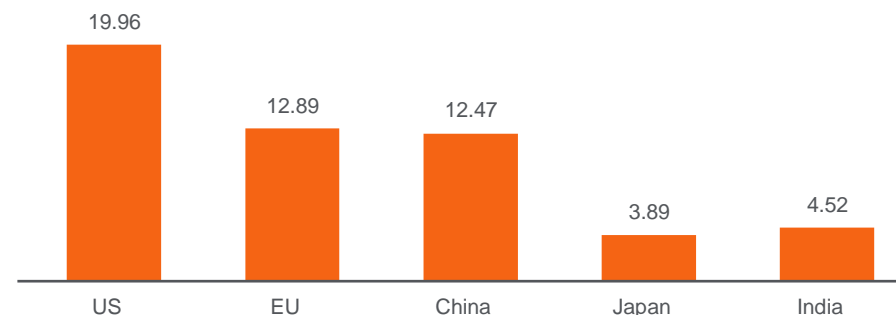
MMT



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

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

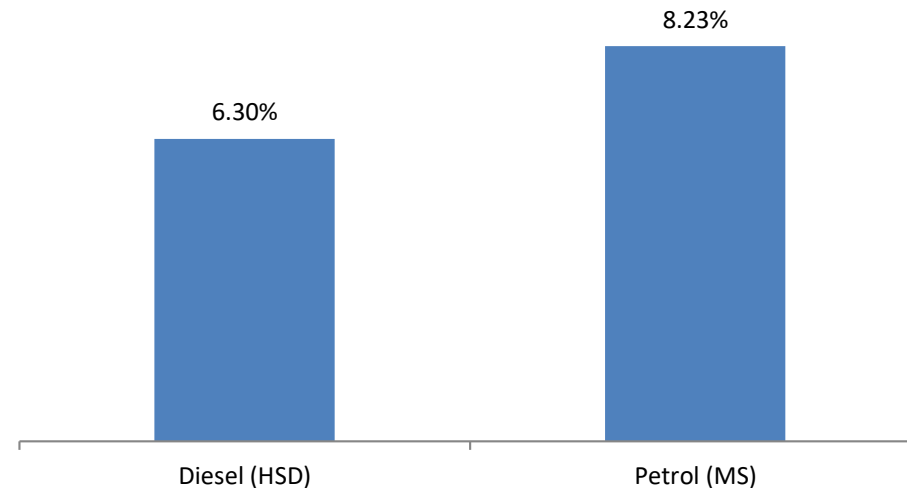
Consumption in million barrel per day



Source: CIA World Fact book (2015 Est, 2016 Est. & 2017 Est.)-as per website on 21 May 2020

...With Strong Growth in Consumption Across Key Products

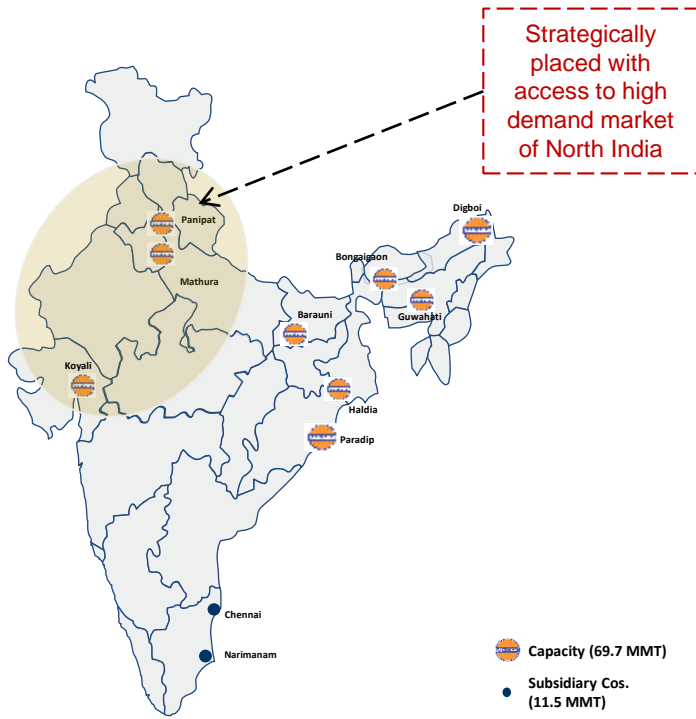
FY18 – FY22 E CAGR



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



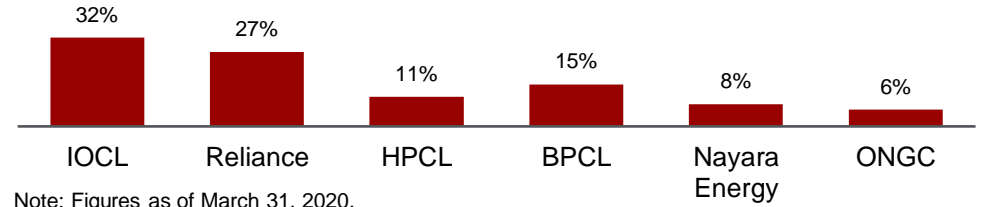
Note: Figures as of March 31, 2020

Importing Crude from Across the Globe



Figures for FYE 2020

Leader in Refining Market Share⁽¹⁾

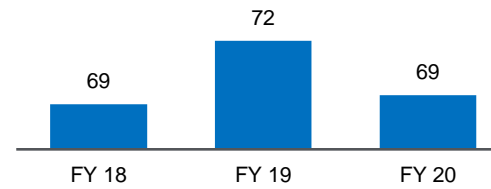


Note: Figures as of March 31, 2020.

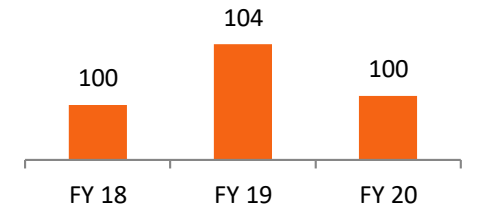
(1) Market share based on group Refining Capacity

Source: PPAC website

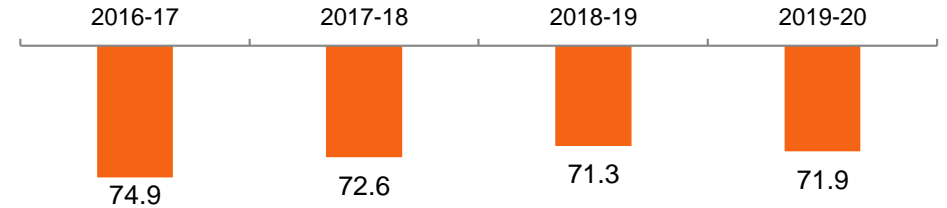
Refinery Throughput (MMT)



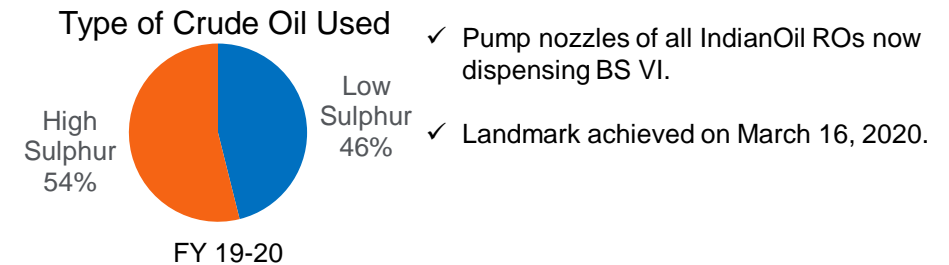
Capacity Utilization* (%)



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

Leapfrogging from
BS IV to BS VI

First Company
in India to offer
IMO compliant
marine fuel

2nd Generation
Ethanol Project
at Panipat

Improving
refinery
efficiency and
processes

Refinery off
gas harvesting
project for
hydrocarbon
production



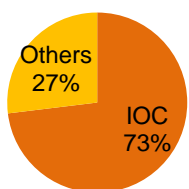
Painted Storks nesting at Mathura Refinery



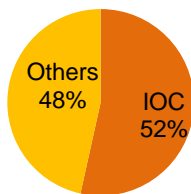
Waste to energy plant at Varanasi

Unparalleled Network of Cross Country Pipelines

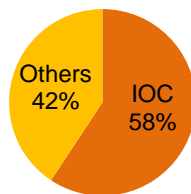
Largest Pipeline Market Share - Downstream



Crude Oil Pipelines



Product Pipelines

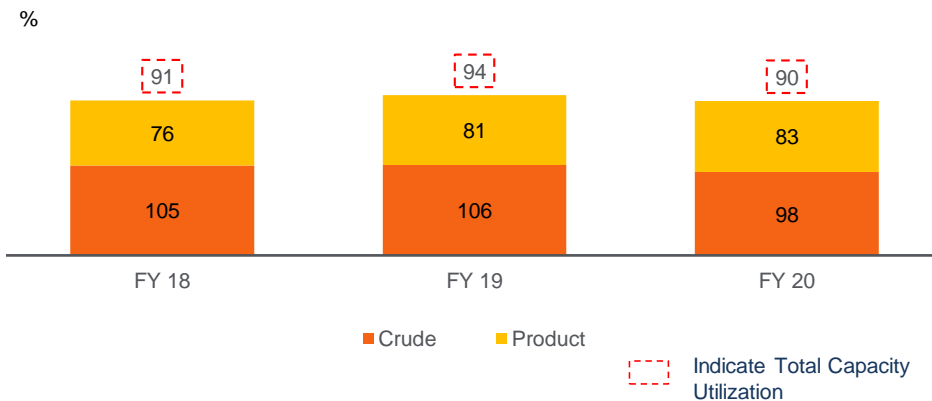


Total Pipelines

Source: PPAC Website

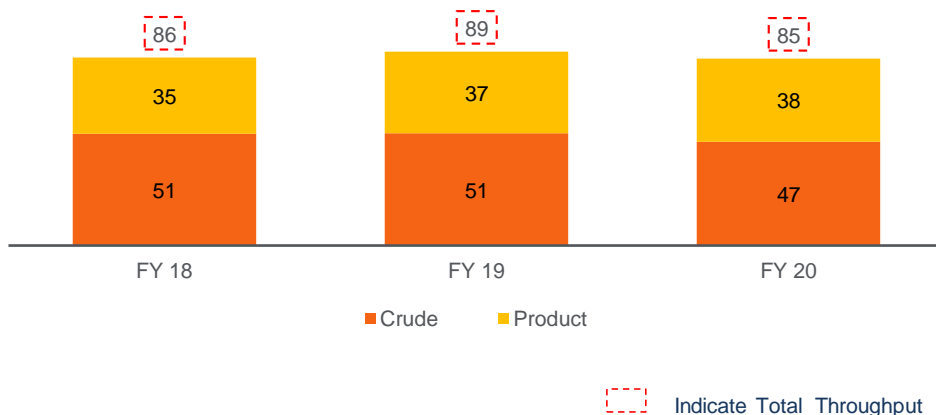
Note: Figures as of March 31, 2020

High Capacity Utilization



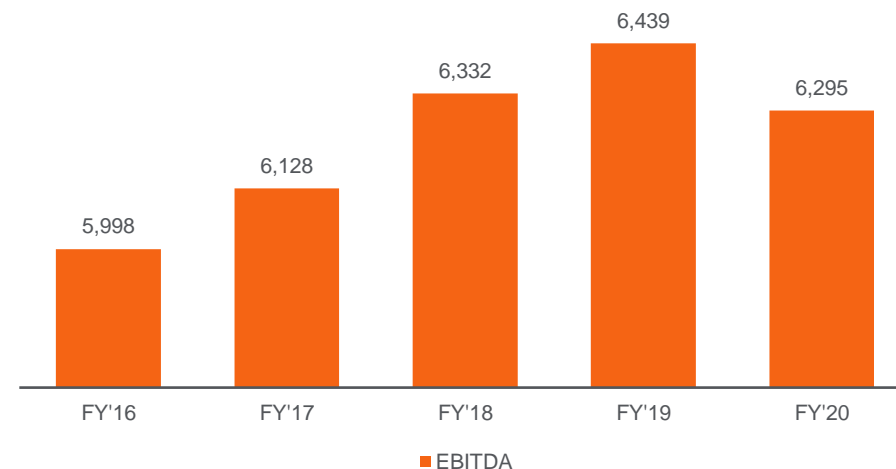
Pipelines Throughput

MMT



Steady Revenue Stream with healthy Pipeline EBITDA

In INR



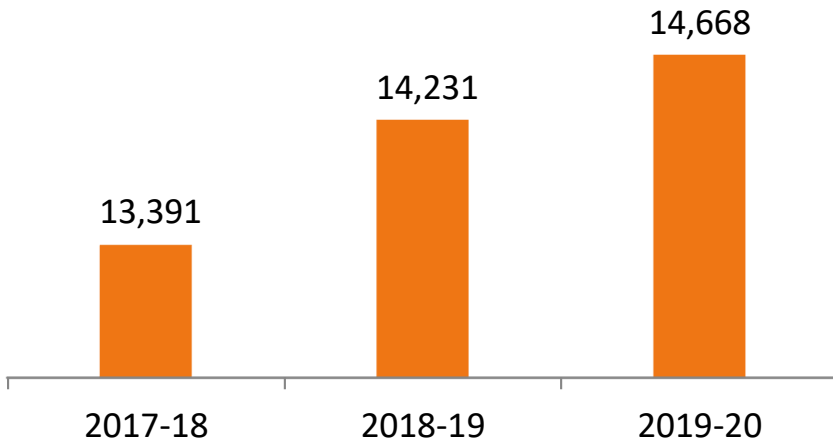
All annual figures for the year ended March 31 of the respective years.

Network Expansion

94.6 MMTPA Liquid Pipelines Capacity

21.69 MMSCMD Gas Pipelines

Pipeline Length (km)

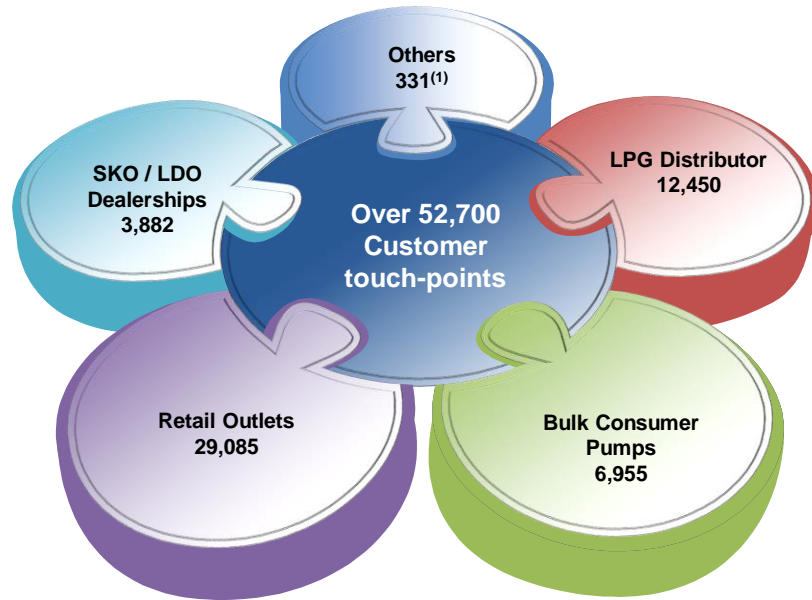


	Length (KM)	Capacity
Crude Oil Pipelines	5,301	48.60 MMTPA
Product Pipelines	9,206	46.00 MMTPA
Gas Pipelines	161	21.69 MMSCMD
Total	14,668	--

- ❖ 438 Kms added in the Network
- ❖ CGD - Work on 17 GAs awarded to IndianOil under-way
- ❖ Ethanol blended MS introduced for the first time in Mathura-Bijwasan PL
- ❖ Completed Jaipur-Panipat Naphtha Pipeline along with Koyali-Sanganer Pipeline augmentation during the year.

Marketing: Reach in Every Part of the Country

Pan India Presence with Multiple Consumer Touch Points



All figures for the year ended March 31, 2020

Other Key Highlights

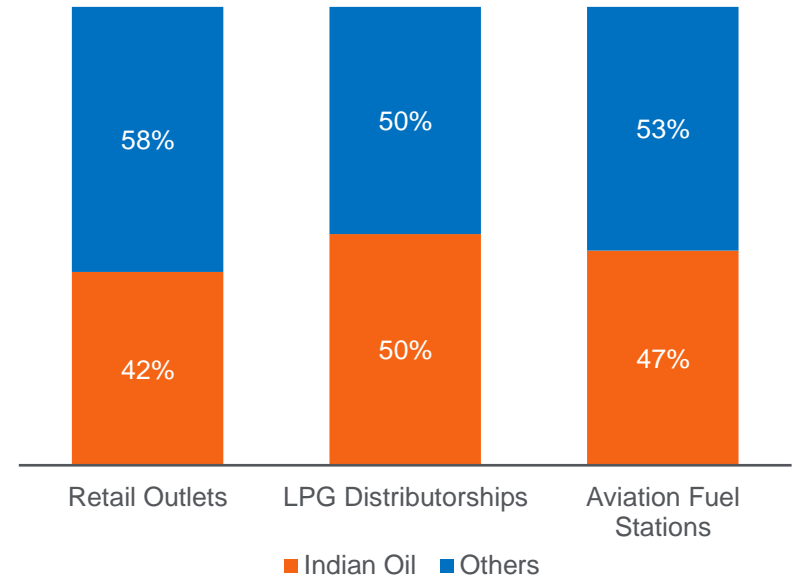
- Rural Thrust and Penetration ✓ 8,515 Kisan Sevak Kendras (KSK)

- LPG ✓ 3.76 crore LPG connections released under Pradhan Mantri Ujjwala Yojana (PMUY)

- Petroleum Product Market Share ✓ 43% share in petroleum products

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

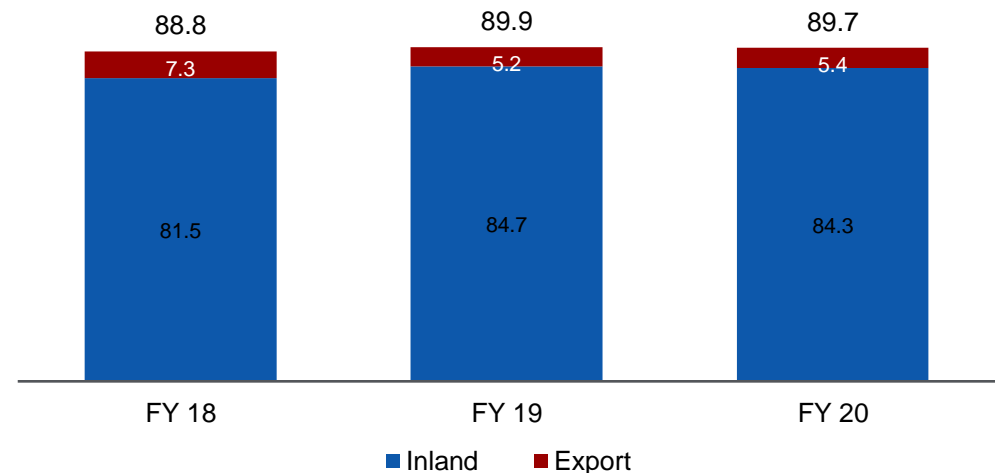
Leader in Market Infrastructure



Source: PPAC Website

Operating Highlights (Inland / Export Mix)

Sales (MMT)



Ensuring Availability and inclusive growth

Footfall of 15 Million per day at ROs

Rural Reach through 8515 KSKs

Added more than 1100 new Retail Outlets during the year

LPG for All

Advanced Winter stocking - forward Defence locations

2.5 Million Cylinders rolled out per day



Domestic

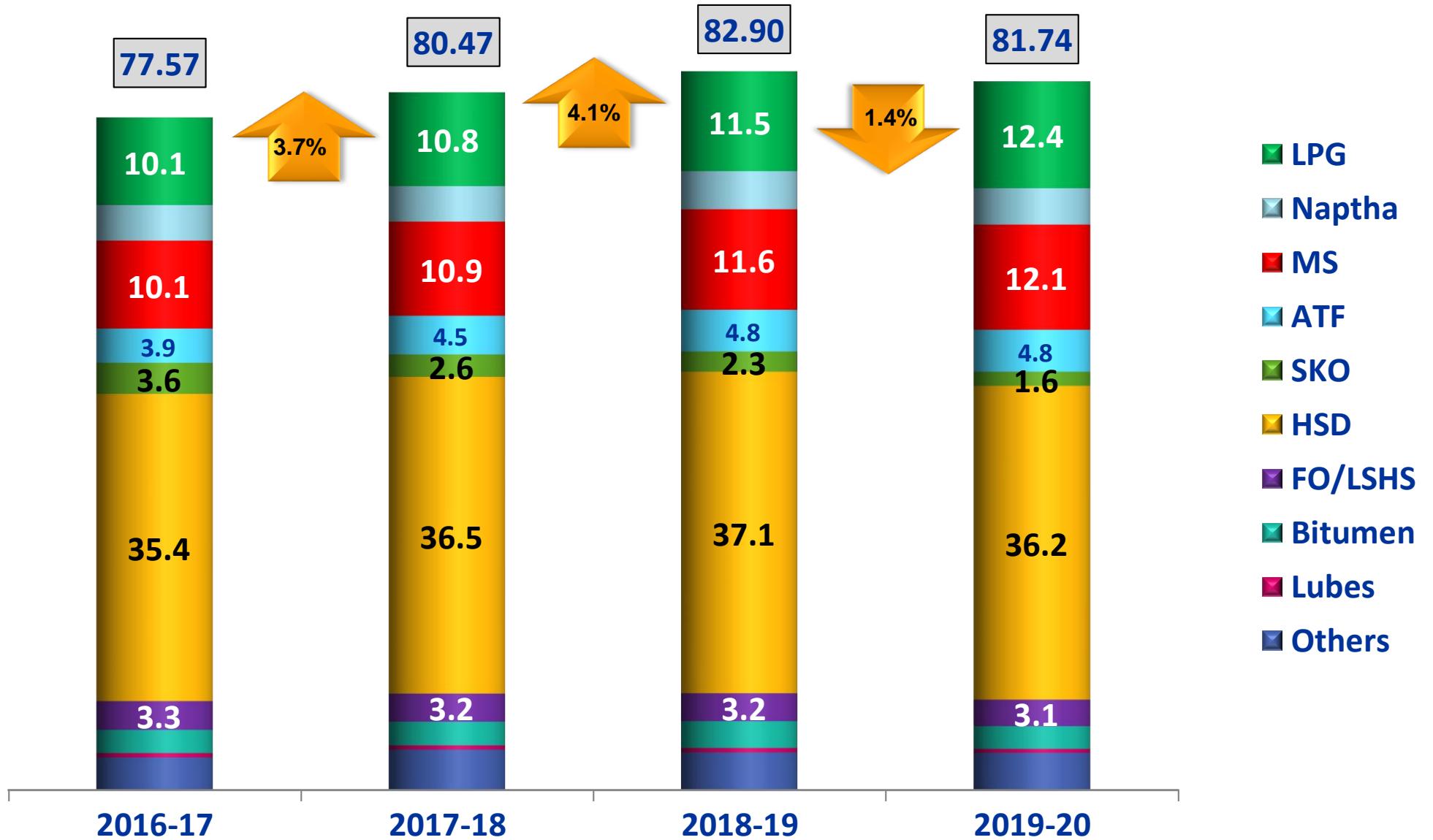


स्वस्थ और सुरक्षित रसोई का आनंद उठाइये अपने बजट में

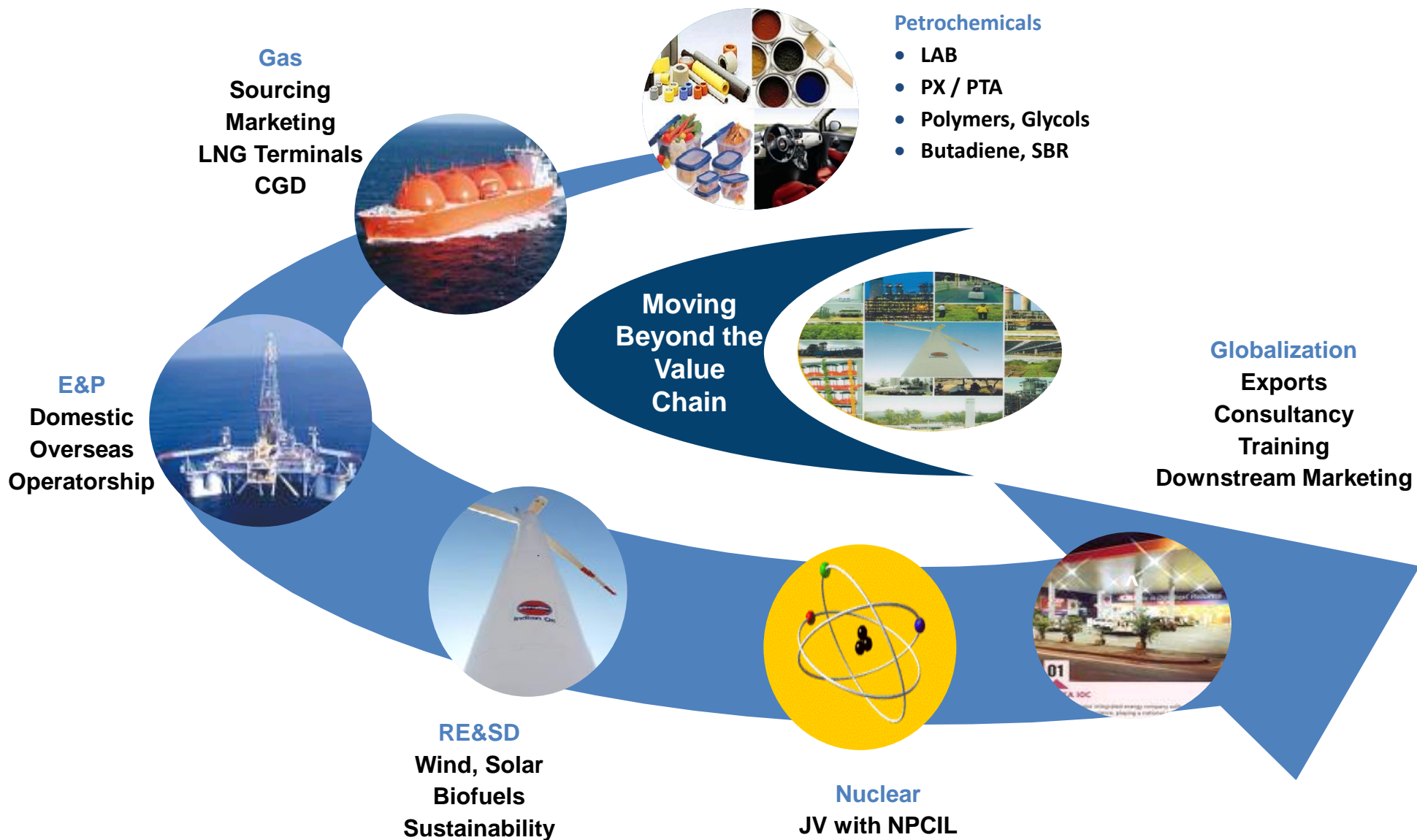


Fuelling India's Growth

Domestic POL Sales (MMT)



Moving Beyond the Traditional Value Chain

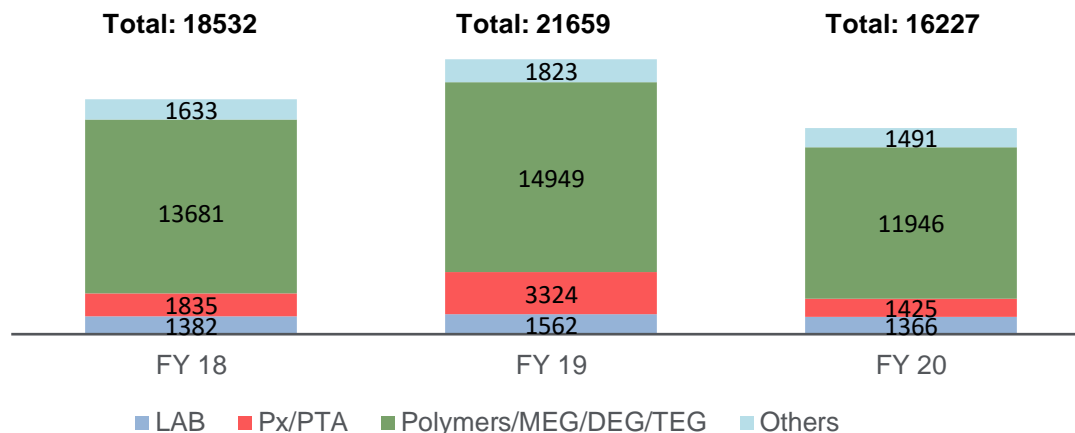


One of the Leading Producer of Petrochemical Products

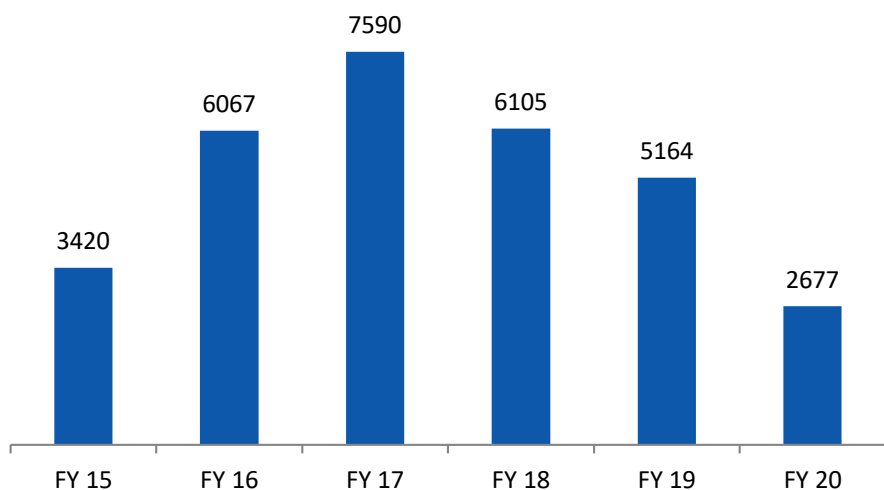
Capacity

Project	Capacity (MT)
Guajarat LAB	120,000
Styrene Butadiene Rubber Plant	120 KTA
Panipat Px / PTA	553,000
Panipat Naphtha Cracker	1,460,000
Polypropylene Plant -Paradip Refinery	680,000

Sales Breakup (in INR/Cr)

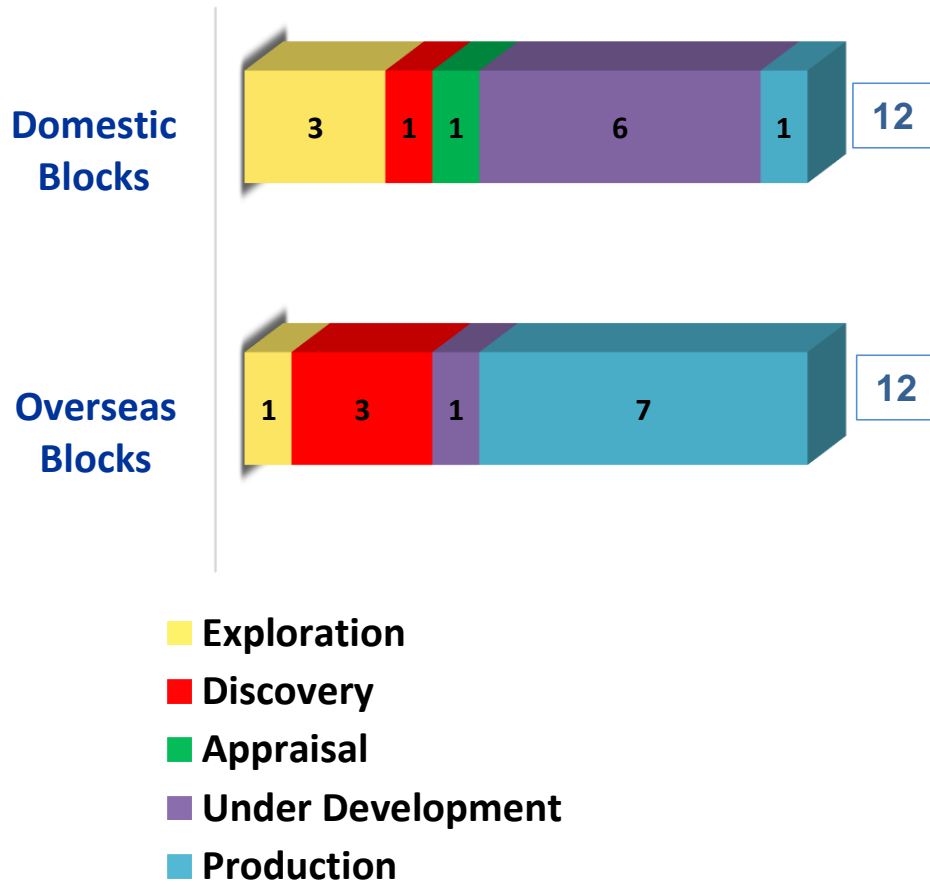


EBITDA (in INR/Cr)

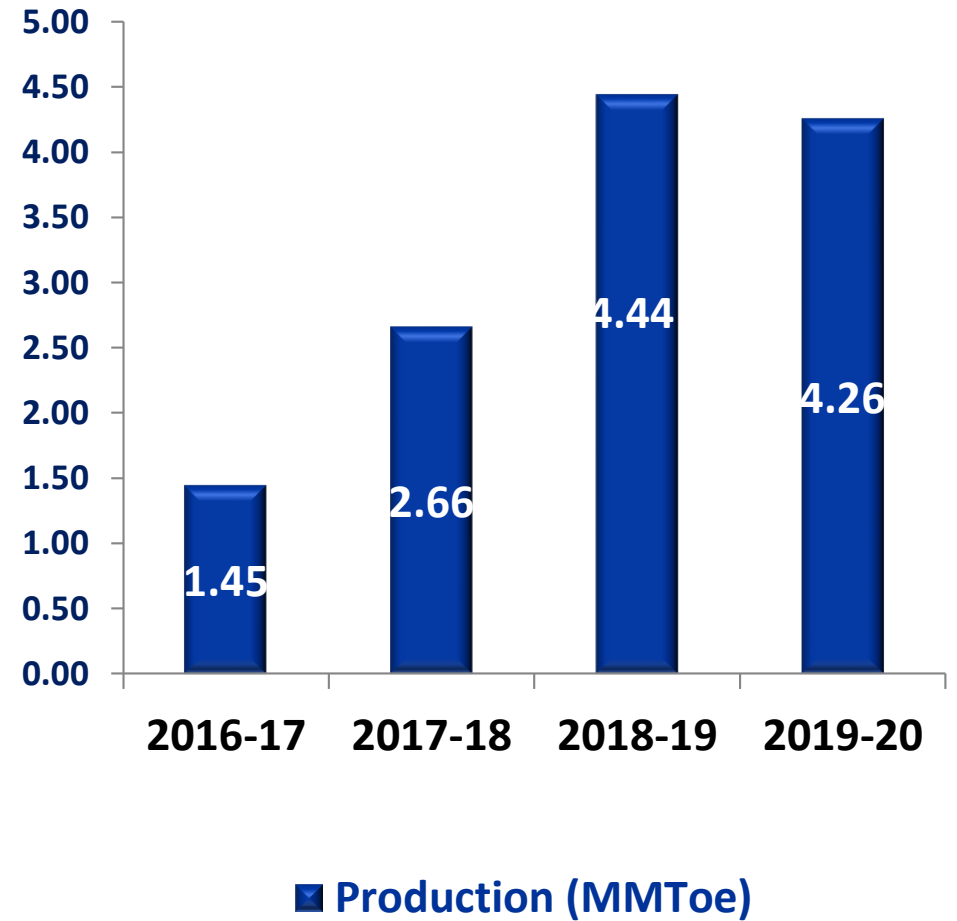


Upstream Portfolio

Blocks' Location



Production



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

*929 Active patents (Domestic: 285/
Overseas: 644) [as on 01.04.2020]*

- 128 (37 in India and 91 overseas) filed in 2019-20
- 123 patents granted (Domestic: 34 / Overseas: 89)

Indianoil's Start-up Fund

- Incubated 24 start-ups - 2 funding rounds
- Hand-holding selected start-ups till proof of concept stage.
- 11 patents and six copyrights have been filed jointly.

INDMAX
technology
licensed to
M/s. NIS for
refinery in
Serbia

132 new
formulations
of Lubricants

Nano-
additised
differentiated
commercial
LPG

5-tonnes per
day bio-
methanation
plant

Indigenization
of enzyme
formulation
for 2G-ethanol

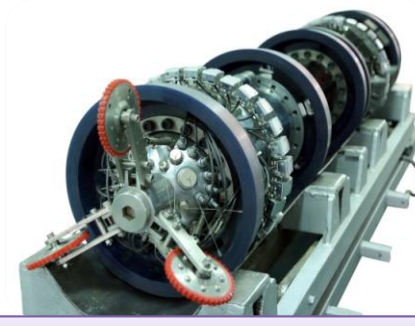
Plastic-
neutrality -
100% single-
use waste
plastic re-use
with bitumen

Research & Development

- *Technology Commercialisation*



**35 TMTPA INDAdept^G Plant
at Guwahati Refinery**

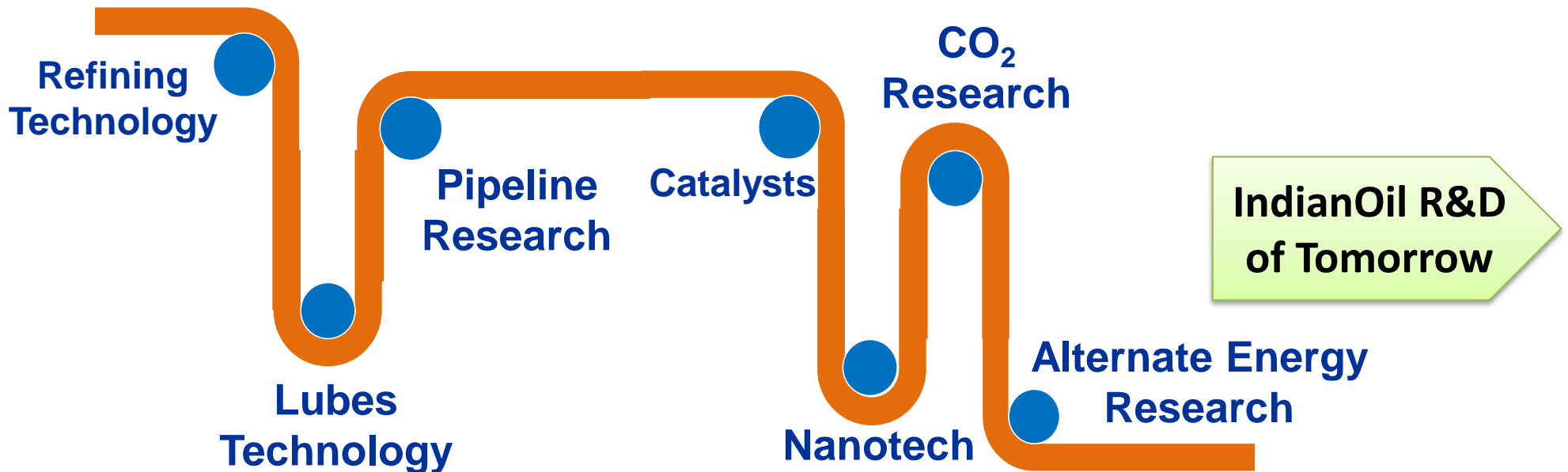


**Indigenous In-Line Pipeline
Inspection Tool**



**Indigenously Developed
Delayed Coker at Barauni**

- *2nd R&D Campus – Upscaling Thrust Areas*



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



IOC Middle East FZE (100% Stake)

- Marketing of Lubes



Diversification Across Sources

Gas



- 40 City Gas Distribution under IOCL's ambit (17-Standalone, 23-JVs)
- 5 MMTPA LNG import, storage and re-gassification terminal commissioned at Ennore (Near Chennai)
- Ennore-Bengaluru-Puducherry-Madurai-Tuticorin LNG PL

Wind Power



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

Solar



- 16600+ Retail Outlets Solarised. Installed capacity 92 MW.
- Other Solar capacity is 58.6 MW

Major Projects Completed (19-20)

**BS-VI Project at IndianOil
Refineries**

~ Rs. 17,000 crs

**Polypropylene Plant at Paradip
Refinery, Odisha**

Rs. 3150 Cr

**INDMAX Project at Bongaigaon
Refinery, Assam**

Rs. 2582 Cr

**Fuel quality upgradation
Project at Gujarat Refinery
(Earlier known as BS-IV Project
at Gujarat Refinery), Gujarat**

Rs. 1315 Cr

**Jaipur-Panipat Naphtha
Pipeline along with Koyali-
Sanganer Pipeline
augmentation, Gujarat, Haryana
and Rajasthan**

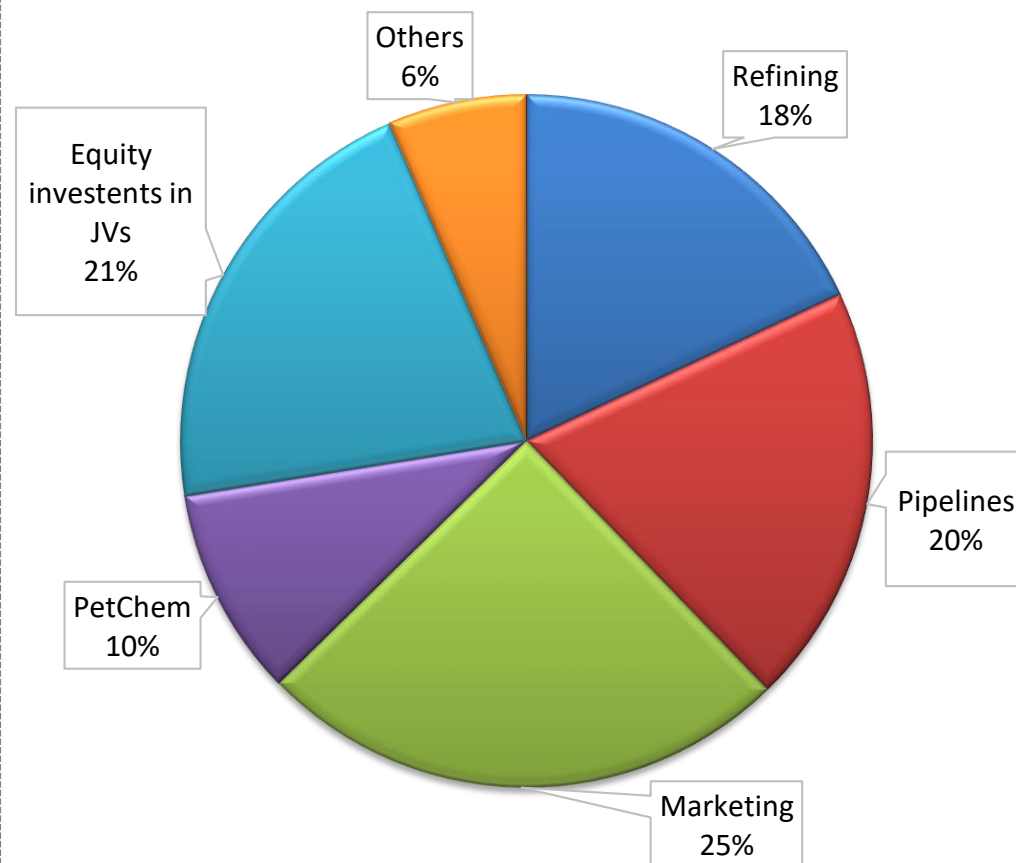
Rs. 887 Cr

Investing In Future Growth

Major Ongoing Projects

Project	Estimated Cost (Rs Crore)
Ethylene Glycol Project (MEG) - Paradip	5,654
Naphtha Cracker and PX-PTA Expansion Project at Panipat Refinery	2,851
Paradip-Hyderabad Pipeline	3,338
Ennore - Thiruvallur - Bengaluru - Puducherry - Nagapattinam - Madurai - Tuticorin Natural Gas Pipeline	6,025
Koyali – Ahmednagar – Solapur Pipeline	1,945
Augmentation of Paradip-Haldia-Durgapur LPG Pipeline and its extension up to Patna and Muzaffarpur	3,027
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
City Gas Distribution Projects (17 standalone GAs)	13870

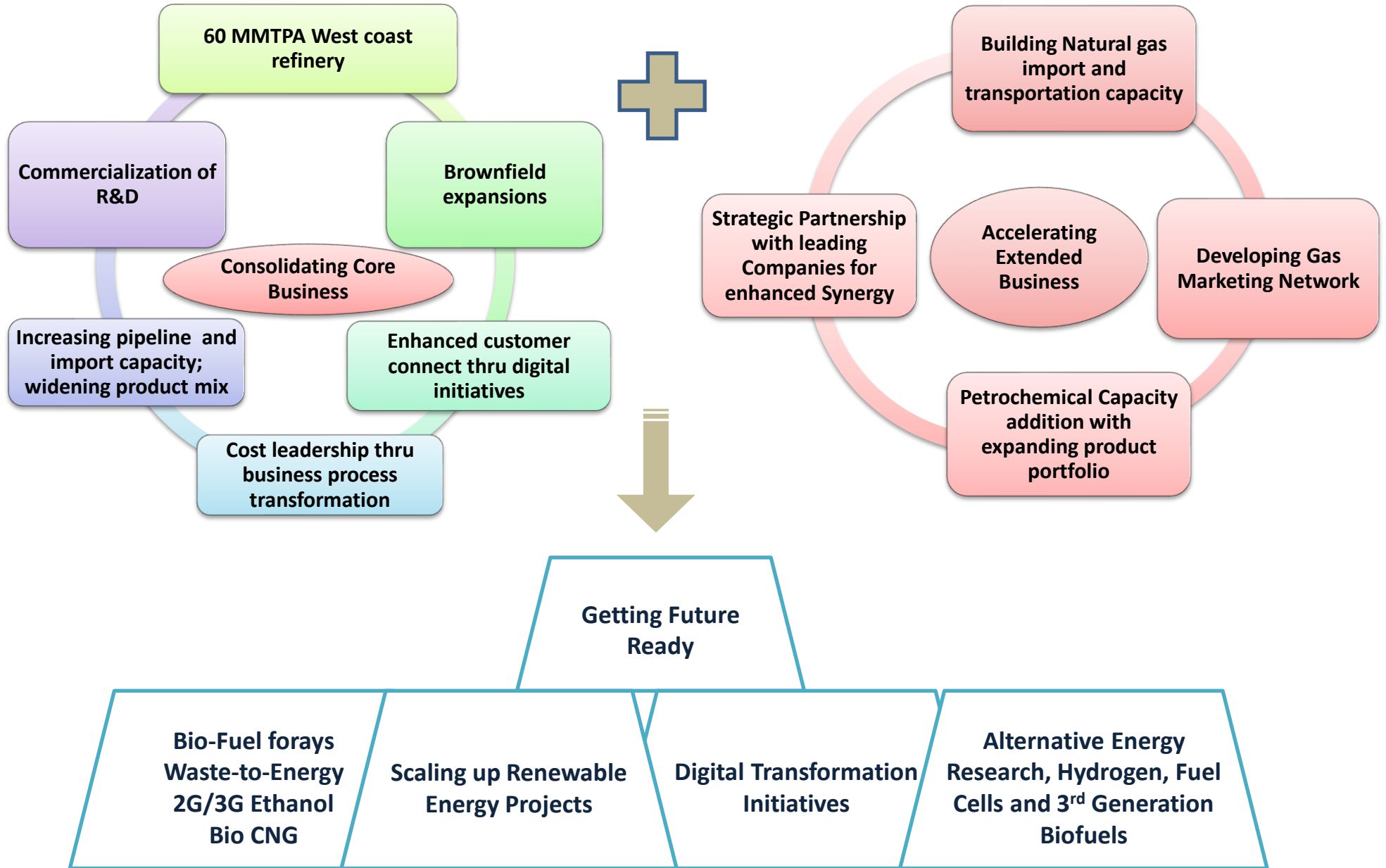
Planned Capital Expenditure Outlay ⁽¹⁾ (2020-21)



Capex planned for Major Projects 2020-21, approx INR 23,215 Cr

(1) Additional Rs. 2928 Cr planned for small projects.

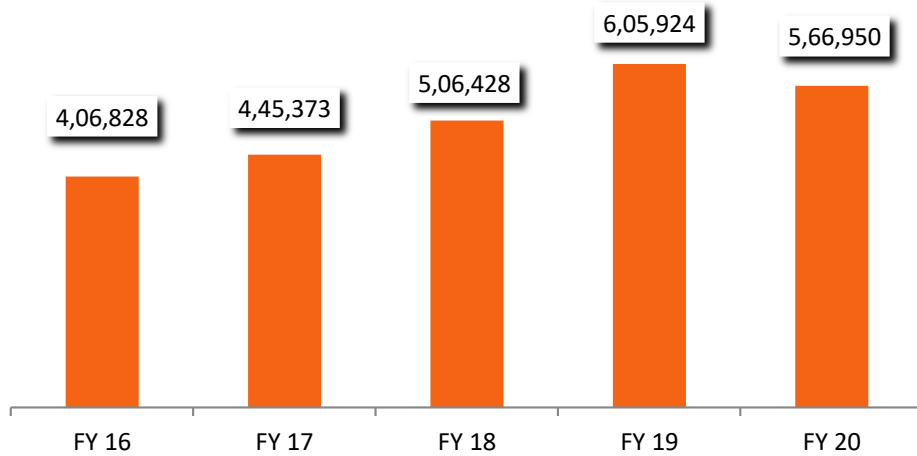
Moving Forward



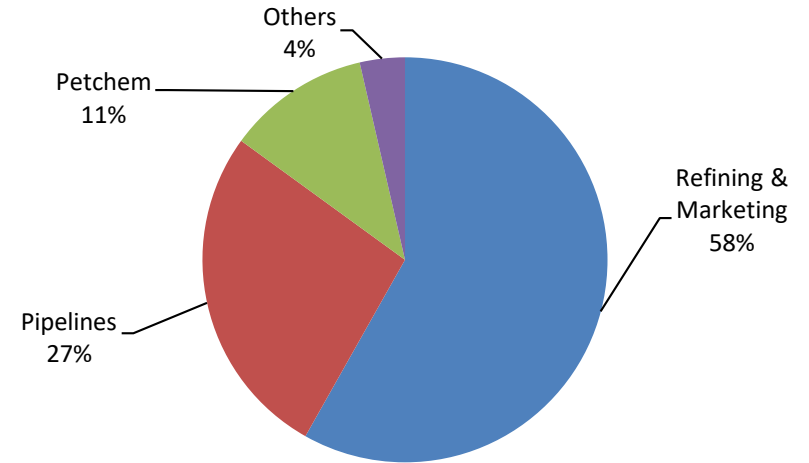
... to continue to be India's flagship company

Our Differentiators: Strong Financials

Turnover (in INR/Cr)



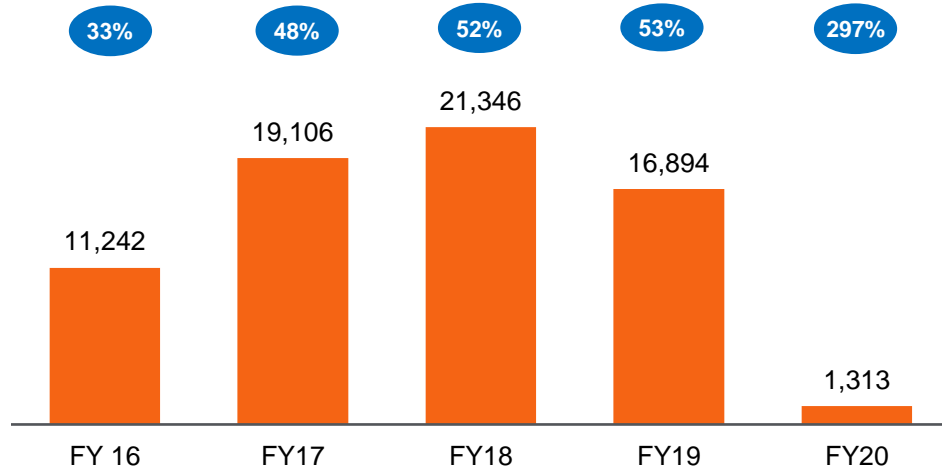
EBITDA (%)



Contribution to FY20 EBITDA

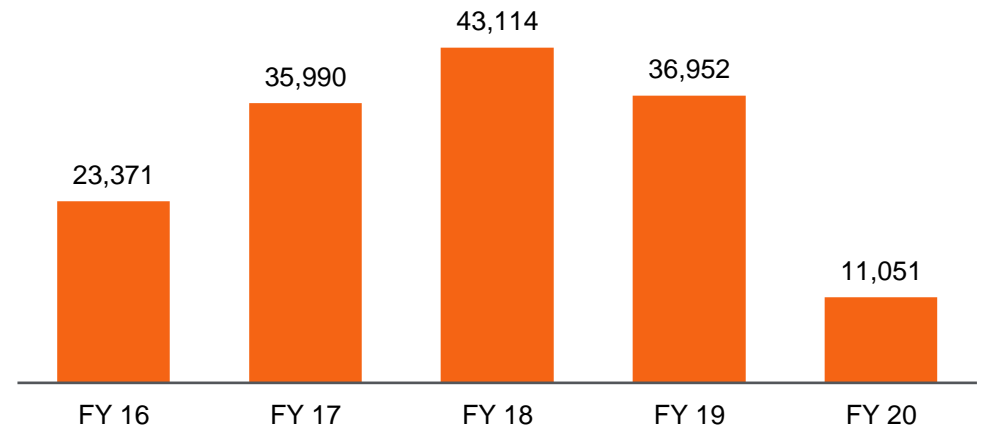
*Adjusted for exceptional items and impairment loss

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



 Dividend Payout Ratio (% of PAT)

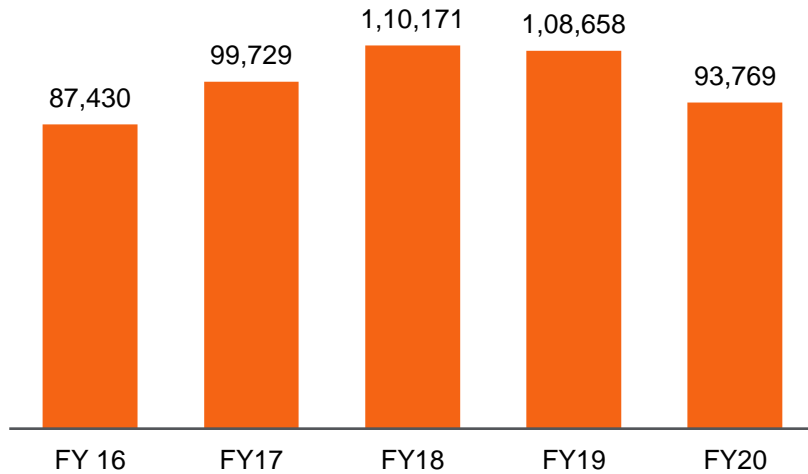
EBITDA (in INR/Cr)



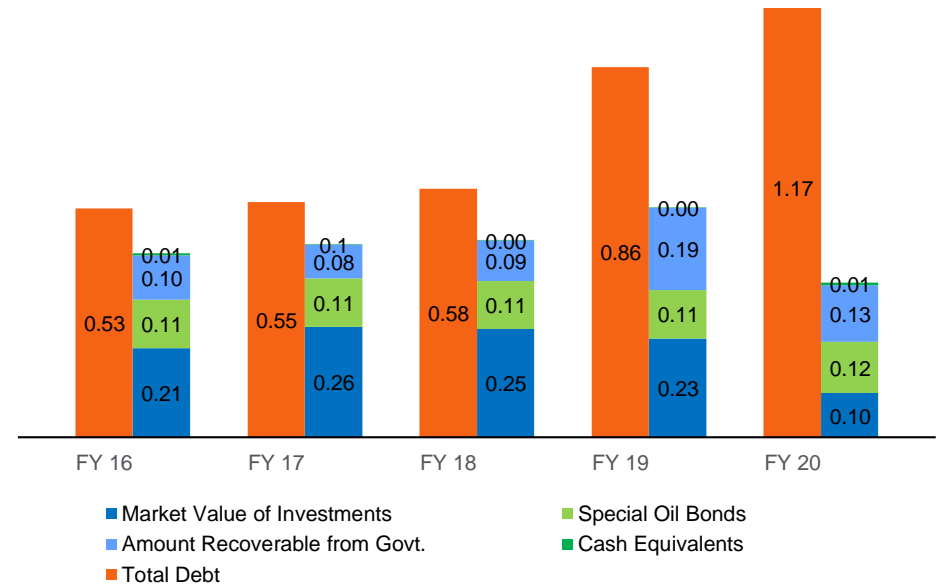
Note: Fall in crude prices in Mar'20 due to Covid-19 pandemic led to extraordinary inventory loss in FY'20

Our Differentiators: Strong Financials

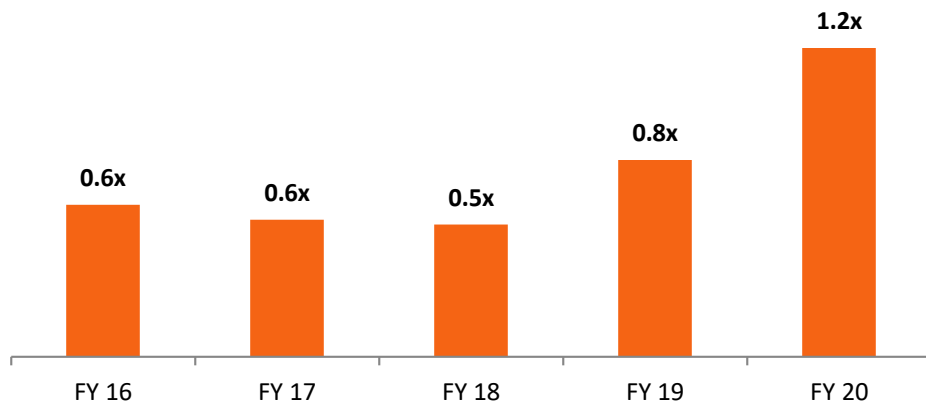
Net Worth (in INR/Cr)



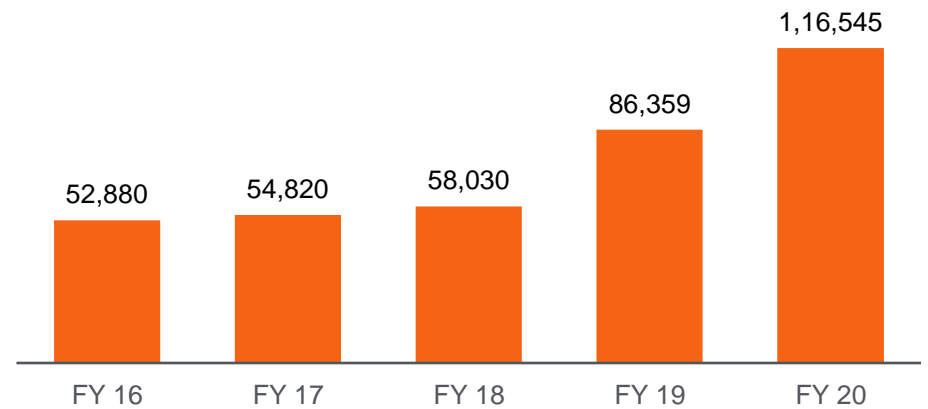
Cash breakdown & Debt (in INR/Trillion)



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