

PROFILE

IndianOil is India's flagship national oil company, with business interests that straddle the entire hydrocarbon value chain - from refining, pipeline transportation and marketing of petroleum products to exploration & production of crude oil & gas as well as marketing of natural gas and petrochemicals. It is the highest ranked Indian corporate in the prestigious Fortune 'Global 500' listing, ranked at the 83rd position in the year 2012.

IndianOil and its subsidiaries have a dominant share of the petroleum products' market, national refining capacity and downstream sector pipelines capacity. With a strong workforce, IndianOil has been helping to meet India's energy demands for over five decades now. At IndianOil, operations are strategically structured along verticals - Refineries, Pipelines, Marketing, R&D Centre and Business Development - E&P, Petrochemicals and Natural Gas.

IndianOil and its subsidiaries own and operate 10 of India's refineries and its cross-country network of crude oil, product and gas pipelines is the largest in the country, meeting the vital energy needs of consumers in an efficient and environment-friendly manner.

IndianOil has a formidable network of customer touch-points dotting the landscape, across urban and rural India. The Corporation caters to the rural market through its custom design Kisan Seva Kendra retail outlets. With a countrywide network backed for supplies by bulk storage

terminals and depots, aviation fuel stations and LPGs bottling plants, IndianOil services every nook and corner of the country, every hour of the day. Indane LPGs is present in almost all markets through a vast network of distributors. A large network of consumer pumps is also in operation for the convenience of bulk consumers, ensuring products and inventory at their doorstep.

The Corporation has a portfolio of powerful and much-loved energy brands that include Indane LPGs, **SERVO** lubricants, XtraPremium petrol, XtraMile diesel, PROPEL petrochemicals, etc. IndianOil's ISO-9002 certified Aviation Service commands an enviable market share in the aviation fuel business and successfully services the demands of domestic and international flag carriers, private airlines and the Indian Defence Services. The Corporation also enjoys a major share of the fuel needs of the bulk consumer, industrial, agricultural and marine sectors.

With a steady aim of maintaining its position as a market leader and providing the best quality products and services, IndianOil is currently investing in a host of projects for augmentation of refining, pipelines and petrochemical capacities, expansion of marketing infrastructure and product quality upgradation.

IndianOil has a world class Research & Development Centre that is a pioneer in lubricants formulation, refinery processes, pipeline



IndianOil – Bringing Energy to Life





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transportation and alternative fuels. This nodal agency of the Indian hydrocarbon sector has been instrumental in ushering in research on Hydrogen fuel in the country.

Some of the in-house technologies and catalysts developed by IndianOil include the DHDT technology, Light Naptha Isomerization technology, INDMAX technology (for maximizing LPGas yield), Oilivorous bio-remediation technology (extended to marine applications too), Diesel Hydro DeSulphurisation(DHDS) catalyst, a special Indicat catalyst for Bharat Stage - IV compliant Diesel, IndVi catalyst for improved distillate and FCC throughput, and adsorbent based deep sulphurisation process for gasoline and diesel streams.

Having set up subsidiaries in Sri Lanka, Mauritius and the United Arab Emirates (UAE), IndianOil is simultaneously scouting for new business opportunities in the energy markets of Asia and Africa. IndianOil has been pursuing exploration and production (E&P) activities in collaboration with consortium partners. The Corporation's domestic portfolio includes 13 blocks, out of which in two blocks IndianOil is having 100% participating interest as an operator. The overseas portfolio consists of nine blocks spread across Libya, Iran, Gabon, Nigeria, Yemen & Venezuela.

Natural Gas Business is a thrust area for IndianOil with focus on marketing, import, transportation & infrastructure development. IndianOil has marketing rights for 30% of the LNG procured by Petronet LNG Limited for its Dahej Terminal & upcoming Kochi Terminal. IndianOil is setting up a 5 MMTPA LNG regassification terminal of its own at Ennore. The Corporation is investing in cross country Gas Pipelines in JV and also has presence in City Gas Distribution through its JV company, Green Gas Ltd.

The Corporation has forayed into alternative energy options such as wind, solar, bio-fuels and nuclear power. A wind power project is operational in Gujarat and underway in Andhra Pradesh and the solar power initiative is being spearheaded on a pilot basis in Jodhpur, Rajasthan.

IndianOil has a concerted social responsibility programme to partner communities for health, family, welfare, education, environment and cultural heritage protection. The Corporation has always been at the forefront during national emergencies stepping in to provide assistance and relief & rehabilitation as well as maintaining an uninterrupted supply of petroleum products. IndianOil has successfully combined its corporate social responsibility with its business offerings, meeting the energy demands of millions of people every day, across the length and breadth of the country.



IndianOil Corporate Office, New Delhi