



Our Distinctions

IndianOil Facts

- The only PSU among India's 25 best employers listing for 2009 declared by *Outlook Business-Hewitt Associates*
- Ranked as India's No. 1 company in the 'BS 1000' listing 2008 of India's corporate giants by *Business Standard*
- Frontrunner in Oil & Gas category in *FE-500* listing 2008 of India's top corporates
- India's largest commercial enterprise: Turnover of Rs. 2,47,479 crore (US\$ 61.70 Billion) for 2007-08
- Highest ranked Indian company & 116th among the largest companies of the world – Fortune 'Global 500' listing for 2008
- 18th largest petroleum company in the world – Fortune 'Global 500' listing for 2008
- India's most Valuable Service Brand in the *Economic Times Brand Equity- AC Nielsen Survey 2008*
- Voted as the Most Trusted Brand in the 'Petrol Station' Category in *Readers' Digest-Nielsen Survey*
- 1 Corporate in India – Annual listings of *Business India, Business Standard, The Economic Times* and *Financial Express*
- India's flagship national oil company and dominant downstream sector player

Refiners to the Nation

- Controls 10 of India's 20 refineries
- Group refining capacity – 60.2 million metric tonnes per annum (MMTPA) or 1.2 million barrels per day
- Accounts for 34% share of national refining capacity
- Accumulated refining experience of over a century - Digboi Refinery, in operation since 1901, is the oldest operating refinery in the world
- Investing over Rs. 30,000 crore (US\$ 6.8 Billion) by 2012 to raise group refining capacity to over 80 MMTPA
- Setting up a Greenfield refinery of 15 MMTPA capacity at Paradip
- Unveiling world scale petrochemical plants for forward integration using product streams from existing refineries

Underground Highways

- Owns and operates India's largest network of cross-country crude oil and petroleum product pipelines passing through diverse terrains – plains, forests, deserts, under-water
- Combined length – over 10,000 kms – 71.61 MMTPA
- IndianOil & its subsidiaries account for 71% downstream sector pipelines capacity
- New projects of over Rs. 2,300 crore (US\$ 525 million) under implementation to reach 75 MMTPA capacity soon
- Participating Interest (12.5%) in the 550-km Samsun-Ceyhan pipeline of Trans-Anatolian Pipeline Company for transporting crude oil from Black Sea to Mediterranean Sea

- Partnership with Stroytransgaz (STG) of Russia for implementing pipeline projects in India and abroad
- Imparting training in pipeline operations & maintenance to overseas companies

Marketing Touch Points

- IndianOil & its subsidiaries account for 49% petroleum products market share in India
- A countrywide network of about 35,000 marketing touch points.
- 17,600 petrol/diesel stations (Retail Outlets), including 2,050 Kisan Seva Kendra outlets for rural customers
- 7,100 bulk consumer pumps
- 4,000 kerosene dealers
- 50.4 million Indane (LPG) customers, 2,683 markets with Indane, 4,996 LPG distributors
- 166 bulk storage Terminals & Depots with tankage of 70 lakh kilolitres
- 89 Indane Bottling Plants with bottling capacity of 4131 TMTA (13.52 lakh cylinders per day)
- 16 State Offices, 67 Divisional Offices and 35 Indane Area Offices
- Aviation: 63%, backed by 101 Aviation Fuel Stations (about 1,500 aircraft refueled per day)
- XtraMile Diesel : 58.7% of branded diesel
- XtraPremium Petrol: 48% of branded petrol (including those of erstwhile IBP Co. Ltd.)
- Sells the largest quantum of petroleum products among petroleum marketing companies (59.29 million tonnes for the year 2007-08)
- Owns country's leading SERVO brand lubricants, with over 32% market share and 500 grades
- Operates ISO-9002 certified aviation fuelling service, with the largest market share in the business segment (63%)

World-class Offerings

- INDMAX FCC (fluidised catalytic cracking) technology for residue upgradation and maximisation of LPG / light olefins
- INDALIN+ Naphtha conversion process for LPG & high octane gasoline
- i-Max FCC catalyst additives for boosting LPG yield
- INDETreat/INDESweet Process technologies for H₂S/Mercaptan removal
- Oilivorous-S Bioremediation technology for elimination of oil from oily sludge
- Refinery Process Models For optimisation of refinery process operations
- Hydroprocessing Diesel hydrosulphurisation (DHDS) / Diesel hydrotreating (DHDT)
- Needle Coke Premium coke for high-quality graphite electrodes (amongst the few technology providers worldwide)
- Fuel Additives Lubricity additive, antioxidants, diesel multifunctional additives
- Bio-diesel Production Technology Services Refinery Operations, Trouble-shooting
- Catalyst Management
- Material Failure Analysis, Remaining Life Assessment, Condition Monitoring, etc.
- Intelligent Pigging of Pipelines
- Crude Assay and Analysis, Characterisation & Evaluation of Fuels, Lubricants, Catalysts & Chemicals
- Tribology & Lubricant Formulation

Recognition for

- Pioneering work in lubricants formulation, refinery processes, pipeline transportation and alternative fuels
- Developed one of the widest ranges of lubricants and greases

- Over 100 national and international patents
- Among the six worldwide technology holders for marine oils

Collaborations

- ABB Lummus Global, USA: Joint marketing and commercialisation of INDMAX technology
- IFP/Axens, France: Catalyst/process development for high asphaltene hydrocracking of Vacuum Gas Oil
- Intercat, USA: Joint Venture for manufacturing & marketing of FCC catalysts/additives
- Korea Gas Corporation, South Korea: CNG-Hydrogen related projects
- TOTAL, France: Collaborative projects related to refining & fuel additives
- Zeolyst International, The Netherlands: Development of hydrocracking catalysts
- Bhabha Atomic Research Centre, Mumbai: Instrumented 'pig' for gauging the health of pipelines
- The Energy & Resources Institute, New Delhi: Bioremediation technology
- Sud-Chemie, India: Commercial production of FCC additive
- Mahindra & Mahindra Ltd., India: Development of alternative fuel technologies
- Balmer Lawrie & Co. Ltd., India: Tank cleaning, oil recovery & bioremediation

Interest Areas

- **Petrochemicals**
 - o Master plan envisaging investment of Rs. 30,000 crore (US\$ 6.8 Billion) by the year 2011-12
 - o Plans for developing world-class petrochemical production centres at Panipat, Koyali, Paradip, Haldia and Chennai
- **Natural Gas** Co-promoter of Petronet LNG Ltd. (incorporated in 1998)
 - o Marketing 1.63 MMTPA of re-gasified LNG (including internal consumption)
 - o Developing gas-related infrastructure, including an LNG import terminal at Ennore near Chennai
 - o Setting up integrated city gas distribution projects with joint venture partners
- **Exploration & Production**
 - o Participating Interest in nine oil & gas exploration blocks and two Coal Bed Methane blocks under NELP (New Exploration Licencing Policy) rounds
 - o One farm-in block in Northeast India
 - o Nine overseas assets, in Gabon, Iran, Libya, Nigeria and Yemen as consortium partner
 - o IndianOil and Oil India Ltd. have incorporated a special purpose vehicle (Ind-OIL Overseas Ltd. at Port Louis, Mauritius, for acquiring E&P assets abroad
- **Globalisation**
 - o Three overseas subsidiaries for downstream marketing activities – in Sri Lanka, Mauritius and the UAE
 - o Export of petroleum products and petrochemicals to countries in Southeast Asia, Middle East and Europe

In Partnership with People

- Corporate Social Responsibility – Cornerstone of IndianOil's success right from inception in the year 1964
- Committed to the 10-point Global Compact programme of the United Nations in its policies, processes, products, services and people
- Focus on techno-economically viable and environment-friendly products & processes

- Highest standards of safety & environment protection in all its operations
- Concerted social responsibility programme partnering communities in health, family welfare, education, environment protection, provision of potable water, sanitation, empowerment of women, etc.
- IndianOil Scholarships Scheme for 450 bright students selected on 'merit-cum-means' basis every year
- IndianOil Sports Scholarships Scheme in seven disciplines for promising youngsters
- The IndianOil Foundation, a non-profit trust for protecting, preserving and promoting national heritage & culture
- Caters to one of the largest numbers of households in the world using LPG
- Operates the highest altitude petrol & diesel station in the world, at Leh (on the world's highest motorable road at 18,380 ft. above sea level) in Ladakh, in the Himalayas
- Operates a bulk petroleum depot, Aviation Fuelling Station and LPG bottling plant in at Leh (on the world's highest motorable road) in Ladakh, in the Himalayas