



IndianOil

IndianOil
The Energy Of India





IndianOil

FOSTERING A FUTURE FULL OF

GREEN



Vision

A leading, diversified and integrated energy major with presence across all the streams of oil, gas, petrochemicals and alternative energy sources, IndianOil is driven by its vision and grounded by its values.

Our values and vision empower us to attain new pinnacles of success year-on-year.

VISION

Ethics

Setting high standards for ethics and values

People

Leading with passion to excel

Customers

Fostering relationships for a lifetime

Technology

Harnessing frontier technology

Innovation

Pioneering the spirit of creativity and research

Environment

Caring for the environment and community

VALUES

Care • Innovation • Passion • Trust



IndianOil

The Energy of India

A Globally Admired Company



Through our operations, we not only create value for ourselves and our stakeholders, but also **contribute towards uplifting the communities** in which we operate

We address these changing dynamics through our sound strategies and robust business model across our business clusters, which include:



Refining, Pipelines and Marketing

IndianOil has the largest share in the market among downstream companies in India, alongside of maintaining the largest petroleum pipeline network in the world. To reach out to maximum number of customers, IndianOil continue to strengthen petroleum marketing and distribution network which is one of the largest in Asia.



Petrochemicals

With the endeavour to be the largest petrochemicals player in India, we are making significant strides towards integrating our downstream operations and establishing a strong international presence.



Exploration & Production

IndianOil is cementing its position in the E&P segment by investing towards acquiring E&P assets in domestic and international market.



Natural Gas

Being the second largest player in the space, we have been making consistent progress in up-scaling our operations to ensure the steady supply of clean and safe gas across the country.



Other Energy Segments and Businesses

IndianOil continue to expand its presence in the bio-energy space to accelerate India's journey towards carbon-neutrality. The company also has strong presence in explosive, cryogenics and fertiliser business.

The Energy Pillar of India

IndianOil, the 'Energy of India', is a diversified, integrated energy major with a presence in almost all the streams of oil, gas, petrochemicals and alternative energy sources. The Brand IndianOil leverages high-calibre people and state-of-the-art technologies to tap all forms of energy most responsibly and delivering them to the consumers most affordably. India's highest rank Energy PSU in Fortune500 list (Rank 142), IndianOil recorded Revenue of ₹7,28,460 crores and a net profit of ₹24,184 crores for the financial year 2021-22.

IndianOil's business interests encompass the entire hydrocarbon value chain- from refining, pipeline transportation & marketing to exploration & production of crude oil & gas, petrochemicals, gas marketing, alternative energy sources and globalisation of downstream operations. The brand's global aspirations are fulfilled through IndianOil's business forays in Sri Lanka, Mauritius, the UAE, and other countries.

IndianOil is the Highest Ranked Energy PSU in Fortune 500 list (Ranked 142)





As a Brand with one of the largest customer interface in India, IndianOil reaches precious petroleum fuels to every nook and corner of the country through its network of over 58,000 plus customer touch-points, surmounting the challenges of tough terrain, climate and accessibility. The marketing network is bolstered by 70.05 MMTPA of Refining Capacity and more than 15,000 KM of cross country pipelines. Moreover, IndianOil's R&D Centre at Faridabad, one of Asia's finest in downstream petroleum R&D, offers a competitive advantage to the Corporation through world-class technology and process solutions and innovative products. R&D Centre plays a key role in the efforts towards 'Atmanirbhar Bharat' by developing cost effective, environment friendly &

socially responsible technology solutions. Cutting-edge research is carried out in core areas like fuels & lubricants, refining technologies & catalysts, petrochemical & polymers. The R&D efforts in sunrise areas like Nano, Solar, Bioenergy, Hydrogen and Fuel Cell provide the much-needed future direction.

One of India's most socially responsive brands, IndianOil, has successfully combined its corporate social responsibility agenda with its business offerings. The Corporation has been partnering with communities in which it operates by supporting numerous initiatives connected with health, family welfare, education, environment protection, potable water, sanitation, and empowerment of women and other marginalised groups. IndianOil spent Rs. 194.72 crore (which is 65% of total CSR expenditure) on thematic area, i.e., Health and Nutrition, with special focus on Covid related measures including setting up makeshift hospitals and temporary Covid Care facilities during 2021-22, in compliance with the Department of Public Enterprises (DPE) guidelines for CSR Expenditure by Central Public Sector Enterprises (CPSE). As against the 18 Aspirational Districts allotted by DPE, the Company spent Rs. 18.43 crore

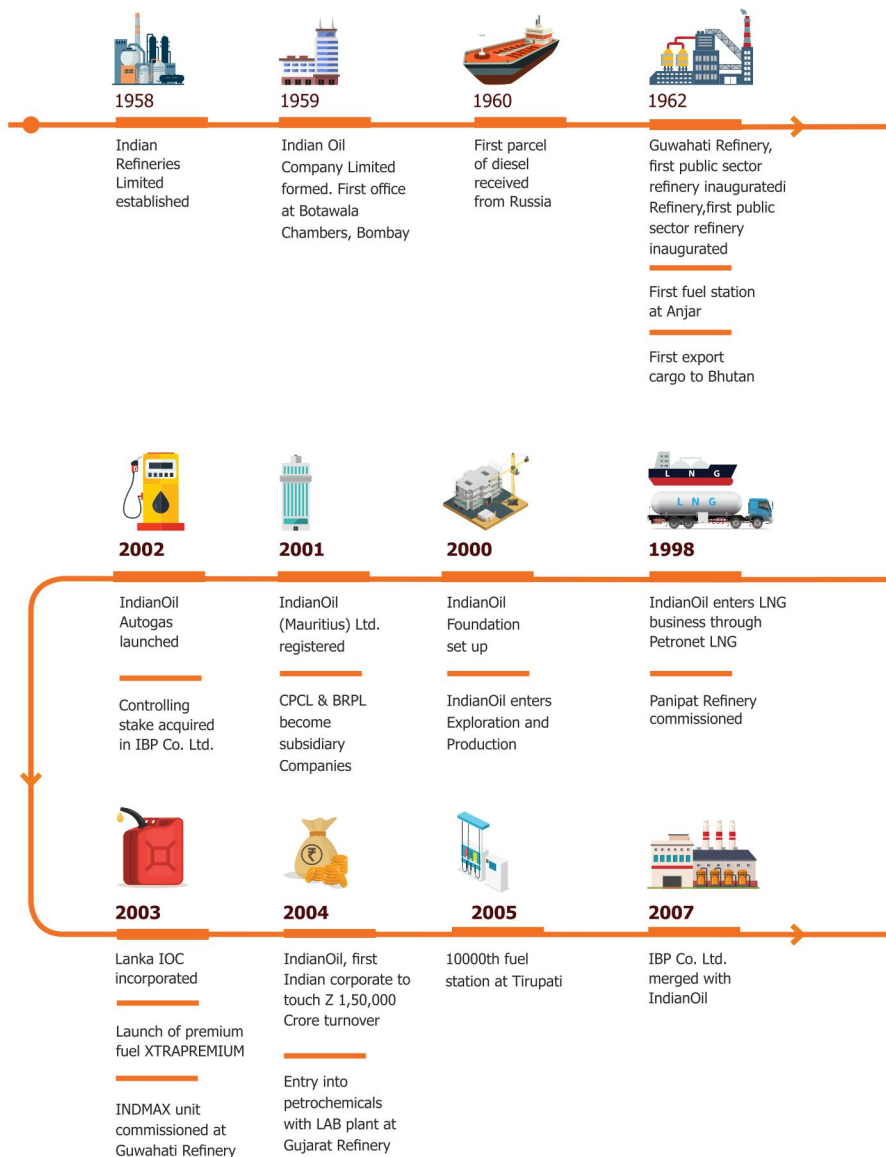




Milestones

IndianOil rose to a position of leadership with its ubiquitous presence and its diligence to make a mark in the lives of the citizens of India. For over six decades now, the company contributed to the growth of the nation, relying on our inherent strengths and innovations to reset industry benchmarks time and again.

Every milestone of our existence heralded new opportunities as we continued to broaden the scope of our operations. Our strong desire to establish a visionary brand, allowed us to adapt and change with time, consistently creating value for our stakeholders.





1964

Indian Refineries Ltd. merged with Indian Oil Co. Ltd. and renamed as Indian Oil Corporation Limited

IndianOil enters aviation business; first supply to IAF

First product pipeline commissioned



1965

Barauni Refinery commissioned

IndianOil Aviation enters civil aviation

Indane Cooking Gas launched in Calcutta (Kolkata)



1966

Gujarat Refinery dedicated to the nation



1969

Madras Refineries Ltd. (JV) commissioned



1972

IndianOil R&D Centre established

SERVO, the first indigenous lubricant brand launched



1995

IndianOil shares listed on BSE

IndianOil Institute of Petroleum Management (IIPM) inaugurated at Gurgaon



1993

Indias first Hydrocracker commissioned at Gujarat (Koyali) Refinery



1982

Mathura Refinery commissioned



1981

Assam Oil Company Limited merged with IndianOil



1975

Worlds highest altitude fuel station comes up at Leh

Haldia Refinery commissioned



2009

Amalgamation of Bongaigaon Refinery with IndianOil

Indias first solar energy station at Puri



2010

IndianOil gets Maharatna status

Panipat Naphtha Cracker goes on-stream strengthening IndianOils petrochemical presence

Petrochemical Brand PROPEL launched



2012

20000th fuel station commissioned



2016

Paradip Refinery commissioned

100th AFS at Rourkela



2020

IndianOil leads pan-India rollout of BS-VI fuels

CBG retailing begins under IndiGreen brand

Indias first 100 Octane petrol XP100 and value added Indane XtraTej launched

30000th fuel station commissioned

H-CNG



2021

INDMAX unit at Bongaigaon Refinery dedicated to the nation

Ramanathapuram – Thoothukudi Natural Gas Pipeline commissioned

First batch of 10% Ethanol Blended Motor Spirit transported from Bongaigaon Refinery

One – Horned Rhino adopted as Brand Mascot

IndianOil became the first Public Sector Enterprise to induct 9 women hockey players onto its rolls



2022

Guwahati Refinery completes 60 years

IndianOil R&D Centre and Bongaigaon Refinery complete 50 years

SERVO Brand completes 50 years

Dahej-Koyali Natural Gas Pipeline commissioned

IndianOil inks MoU with NTCA for transcontinental relocation of 'Cheetah'

IndianOil committed to achieve Net-Zero emissions by the year 2046

Over the years, IndianOil has reached out to customers in every corner of the country. With rapid advances in our operational methods, we have strengthened our pipeline network, diversified into sustainable products, supported social endeavours and have ensured stellar business performance year after year bearing testimony to the immense potential of a truly global organisation.

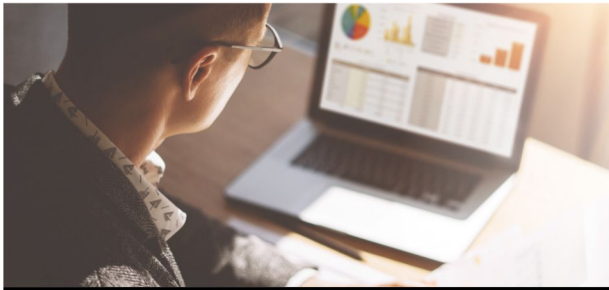
High-Octane Performance Achieved through our Capitals

At IndianOil, our capitals range from our mega infrastructure and assets, growing talent pool, advanced technology backbone, to best-of-breed R&D and governance practices. Our high-octane

performance is underpinned by these capitals and their interplay enables us to unlock stakeholder value responsibly and sustainably.



Financial Capital



Highest ever

Revenue from operations
(₹ 7,28,460 crore) and
PAT (₹ 24,184 crore)

US\$ 11.25 per barrel

GRM as compared to US\$ 5.64 per
barrel in 2020-21

₹ 47,568 crore

EBITDA

₹ 21,177 crore

Operating cash flow



Manufactured Capital

67.67 MMT
Crude throughput

₹ 30,391 crore
Capital expenditure

83.25 MMT
Throughput of our
countrywide network of
pipelines





Intellectual Capital



Highest

Number of patents (225) filed
in 2021-22

1,519

Patents filed till
March 31, 2022

30%

R&D team members hold PhD degrees



Human Capital

7,79,229 hours

Training provided

₹ **116.18** crore

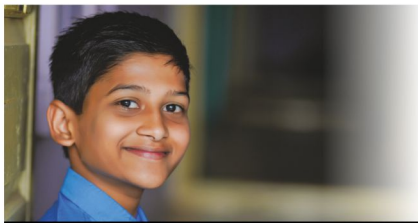
Spent on training and
development

8.7%

Female employees



Social & Relationship Capital



493

CSR projects

77.46 lakh

People benefitted
from our CSR activities



Natural Capital

~240 MW

Renewable energy capacity

3.36 MMT CO₂-eq

Emission avoided/mitigated

439 MT

Waste paper recycled





As the Energy of India, IndianOil accounts for nearly half of India's Petroleum products market share, with sales of 86.41 Million Metric Tonnes (MMT) product sale in the year 2021-22.

Our Business Model

Refining, Pipelines and Marketing

With a distinguished legacy of more than 100 years (since the inception of our Digboi refinery in 1901), IndianOil enjoys the largest market share among downstream companies in India. IndianOil manages one of the largest oil pipeline networks in the world. We have an extensive petroleum marketing and distribution network, one of Asia's largest, enabling the company to reach customers in the farthest corners of the country.

96.6%

capacity
utilization

70.05

refining capacity (MMTPA)

15,000+

pipeline network (km)

58,000+

marketing and distribution touchpoints

7,28,460

PETROLEUM REVENUE
(₹ in Crore)



Petrochemicals

Built with an investment of ₹ 24,000 Crore, in the last 16 years we have been integrating our downstream operations and positioning ourselves as the second largest petrochemicals player in India with an international presence.

Some of our mega plants include:

- The country's largest Linear Alkyl Benzene (LAB) plant at Gujarat Refinery;
- Paraxylene/Purified Terephthalic Acid (PX/PTA) at Panipat
- World scale Naphtha Cracker plant at Panipat
- World class 700 KTA Polypropylene Plant at Paradip

35,000

proposed investment in
petrochemicals over
next 5 years (₹ in Crore)

2.92

PETROCHEMICAL SALES
(MMT)



Natural Gas

Leveraging decades of experience, we have fast-tracked growth in the natural gas segment, establishing ourselves as the second largest player in the field. We have been investing across the natural gas value chain, scaling up LNG sourcing, import terminals, pipelines, city gas distribution networks and improving the 'LNG at the Doorstep' service continuously.

5.68

Natural Gas Sale (MMT)

105.71

LNG Sales through Road tankers (TMT)

1100+

gas pipeline network (km)

1,488

CNG stations in India



Combating climate change

IndianOil acknowledges the climate-related challenges to its operations and is actively implementing initiatives to reduce its footprint. The first step in its climate strategy is to quantify and report GHG emissions due to operations. The Company regularly monitors and discloses its GHG footprint from all locations in its disclosures.

Green rating of operating units

IndianOil's operating locations undergo continuous upgradations to make them more reliable, efficient and lower in emissions.

Renewable energy

IndianOil has a total renewable energy portfolio of 232.95 MW capacity, comprising of both wind power and grid connected / off-grid solar projects. In 2020-21, IndianOil generated 329 GWh of renewable power for own consumption as well as to supply to the grid.

Hydrogen based fuels

Hydrogen as a significant role in our future. Hydrogen can be converted into electricity. It can also be blended with natural gas to decarbonise existing gas grids. IndianOil is spearheading the development of hydrogen in the country. The refineries use Hydrogen as feedstock for petrochemical units.

Hydrogen enriched-Compressed Natural Gas or H-CNG, is predicted to be the first step to a hydrogen economy.

Electric mobility

EV charging facilities and battery swapping stations have been installed at 268 retail outlets in collaboration with varied partners. The Company aims to install 3,000 EV charging stations by 2030.

Biodiesel from Used Cooking Oil (UCO)

IndianOil also received the first-ever supply of bio-diesel produced from used cooking Oil at Tikrikalan Terminal, Delhi. The Company has tied up with 22 plants through EOIs for supplying biodiesel produced from UCO with an annual capacity of 229 TKL. O

Compressed Biogas

IndianOil is spearheading the Government of India's initiative on compressed biogas named SATAT (Sustainable Alternative Towards Affordable Transportation) that aims to boost availability of a green automotive fuel produced from organic waste as well as to contribute as an additional source of income for the farmers. The year was marked by the emergence of IndianOil as the first oil and gas company to market CBG as an industrial fuel.

IndianOil is the first and only Oil and Gas Company selling CBG through 23 retail outlets across eight states under the 'IndiGreen' brand.

Going Plastic Neutral

IndianOil has been making efforts to become plastic neutral and #BeatPlasticPollution.



IndianOil is committed to integrate its' sustainability initiatives into business strategy to continue to grow as an environmentally responsible and socially inclusive organization.





Other Energy Segments

IndianOil has expanded its presence across the energy value chain. We have carefully nurtured a portfolio of upstream assets (within India & abroad). In addition, we have scaled up our investments in renewable and modern bio-energy to remain an active participant in building a carbon neutral world.



₹708.5 crore

Expenditure on alternative energy

52

Energy conservation schemes implemented

237.42 MW

Total renewable energy mix installed capacity

With over 15000Km of crude & product pipeline, IndianOil ensures that its petroleum supplies & services reach the last mile.



Other Businesses

IndianOil has presence in explosives, cryogenics and has invested in fertiliser business.

287

all time high production and sales of bulk explosives (TMT)

31,000

annual capacity to produce cryocans (number)

51

annual capacity to produce cryogenic vessels (number)



Caring Beyond Business

A strong social conscience has always driven us at IndianOil, which is reflected in our social stewardship initiatives. IndianOil's key Corporate Social Responsibility thrust areas include Safe drinking water and protection of water resources, Healthcare and sanitation, Education and employment-enhancing vocational skills, Empowerment of women and socially/economically backward groups, etc. Moreover, the IndianOil Foundation (IOF), exclusively funded by IndianOil, aims to protect, preserve and promote India's glorious past.



493

CSR projects undertaken

2.72

patients treated through Aarogyan initiative (Lakh)

6000+

Non-employee patients treated at Assam Oil Division Hospital, Digboi (Assam)

284

Youth skilled through Skill Development Institute

GLOBAL HEALTHY WORKPLACE AWARDS

RECOGNITION CEREMONY

India Oil

January Corporate Office



Shrikant Madhav Vaidya

Supporting the SDGs



SDG 3

Ensure **safety of workforce** with a well-defined safety management system and defined roles and responsibilities.



SDG 6

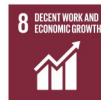
Strive to **optimise water consumption** across locations with several water conservation initiatives



SDG 7

Apart from spearheading the Pradhan Mantri Ujjawala Yojana (PMUY) and Sustainable Alternative Towards Affordable Transportation (SATAT) scheme, we are diversifying our product portfolio with **introduction of clean energy products**

IndianOil is working towards identifying solutions to the social and environmental challenges and create an inclusive, peaceful, and prosperous world for all. We are proud to make steady progress towards the SDG goals, touching all seventeen goals directly or indirectly, through our day-to-day operations, community development, and initiatives to protect the environment. However we focus on 10 SDGs where we can create maximum impact.



SDG 8

As a Maharatna PSU, we have contributed over last six decades towards the economic growth of India, **generating several employment opportunities and promoting multiple businesses**



SDG 9

Continuous **investments in technological upgradation** of our refineries and pipelines backed by our robust R&D team for development of fuels and petroleum products





SDG 12

Complying with **various regulatory norms and promoting sustainability initiatives** across our supply chain. We are moving towards a circular economy through our efforts in developing bio-energy from waste, plastic recycling and promoting indigenous purchases



SDG 13

Reducing emissions from our operations through energy efficiency measures and through use of greener fuels like natural gas and renewable energy. We are reducing emissions from our products through innovative products and green offerings like **CBG and Natural Gas.**



SDG 16

Committed to **highest standards of accountability and integrity** within our operations



SDG 15

Continue to develop greenbelt / eco-parks across our operating locations for conservation of flora and fauna, while also **planting trees to restore ecosystems**



SDG 17

Partnering with NGOs, academic institutions, industry bodies and several business partners in our endeavour to **create a positive impact on lives** we touch.

Sustainable growth is the
key focus area of IndianOil.





Our environmental performance

We strive to conserve and protect our natural environment by reducing emissions/effluents from our units. We monitor the emission levels regularly and proactively aspire to pursue the transition towards greener fuel, such as natural gas, biofuel, renewable energy, hydrogen fuel, etc., to minimise the impact of our products on the environment.

All our operating units comply with stipulated environmental regulations mandated by the Central/State Pollution Control Boards and the Ministry of Environment, Forests and Climate Change authorities and orders of the NGT and Courts.

Addressing Climate change

Use of oil and gas is considered to be a major contributor to climate change. Greenhouse gas (GHG) emissions from the sector are probably the most significant. As a result, we actively try to limit our impact on the environment. IndianOil, therefore, aims to achieve excellence through sustainable operations and enhance the green cover. In addition, our assets are located in various states that are prone to natural disasters, such as flooding, cyclones and earthquakes. We have drawn up a strategy to internalise these risks and safeguard ourselves from similar incidents.



IndianOil's **NET-ZERO** COMMITMENT BY 2046

Through Net-Zero Operational Emissions

On behalf of the Corporation, Mr. Srikant Madhav Vaidya Chairman, IndianOil made this commitment during the company's 63rd Annual General Meeting held on August 25, 2022.



IndianOil fuels Cheetah's arrival to India after 70 years

IndianOil's environmental leadership extends beyond the confines of business and our recent partnership with the National Tiger Conservation Authority to support the reintroduction of the Cheetah in the country after seven decades cements this resolve.

IndianOil collaborated with the National Tiger Conservation Authority (NTCA) for the transcontinental relocation of 'Cheetah' in its historical range in India. The first Cheetahs, flown in from Namibia, were released in the Kuno National Park in Madhya

Pradesh in the presence of Hon'ble Prime Minister Shri Narendra Modi on 17th September 2022.

IndianOil has committed to contribute Rs.50.22 crore over five years for the project components, including Cheetah Introduction, Habitat Management & Protection, Eco Development, Staff Training and Veterinary Healthcare.

The Cheetah introduction project in Kuno National Park involves creating a 500-hectare predator-proof enclosure for a soft release of the feline. Initially, the Cheetahs will be housed in specially designed quarantine enclosures in Kuno National Park for observation from the point of view of health and disease risk assessment. Subsequently, after the post-import quarantine, the animals will be released in larger enclosures for further acclimatization. This release will mark the return of the Cheetah to Indian soil seven decades after it was declared extinct in 1952.



IndianOil's Brand Mascot

IndianOil launched its official brand mascot 'IndianOil Rhino' on IndianOil Day, i.e., 1st September 2021.

IndianOil has been prioritizing the core value of 'Care' in every action, and through the choice mascot, the Corporation has committed itself to espouse the cause of the Great Indian Rhino and create awareness about this majestic dweller of Indian forests.

The Indian Single Horned Rhino is an exquisite combination of strength, power and agility. More importantly, its identity is rooted in its Indianness, making it the perfect storyteller for brand IndianOil. This Rhino is also a critical cog in the ecology to which it belongs, and its continued well-being is crucial for the sustenance of the ecological chain.





IndianOil

Marketing Locations (as on March 31, 2022)

Map not to scale

LEGEND



LPG Bottling Plants



Aviation Fuel Stations



Lube Plants



Terminals

LPG Terminals

Oil Depot



Refineries, Pipelines, R&D (as on March 31, 2022)



LEGEND

- Crude Oil Pipeline (Existing)
- - -●- - - Crude Oil Pipeline (Ongoing)
- Product Pipeline (Existing)
- - -●- - - Product Pipeline (Ongoing)
- Gas Pipeline (Existing)
- - -●- - - Gas Pipeline (Ongoing)
- LPG Pipeline (Existing)
- - -●- - - LPG Pipeline (Ongoing)
- ▲ Single Point Mooring
- IndianOil Refineries
- Gas Terminal
- Research and Development Centre

Details of Group Refineries

REFINERY (LOCATION)	CAPACITY IN MMTPA (as on 31 st March, 2021)
Digboi	0.65
Guwahati	1.00
Barauni	6.00
Gujarat (Koyali)	13.70
Haldia	8.00
Bongaigaon	2.70*
Mathura	8.00
Panipat	15.00
Paradip	15.00
CPCL (Subsidiary) Refinery	
Manali, Chennai	10.50
Total	80.55

*Capacity realisation after commissioning of OIL pipeline



IndianOil

The name that's changed the way India sees Energy



IndianOil... Proud to be the Energy of India

From fuelling dreams to energizing the vision of *Aatmanirbar Bharat*, IndianOil symbolizes the essence of **Pehle Indian, Phir Oil...** in every way for over six decades now. As India's diversified energy major, the Corporation strives to optimize value for all its stakeholders, successfully tap opportunities focused on the future and spearhead sustainable energy innovation across industries.



IndianOil
The Energy of India

ENERGY BRANDS

That make a difference



XTRAPREMIUM
Petrol With Super Cleaners
The best your vehicle can get



XTRAMILE
SUPER DIESEL



XTRAPOWER
FLEET CARD
CONVENIENT, SECURE & REWARDING.



XP100
100 octane premium petrol

Indane XTRATEJ

XTRAGREEN
New-age high performance diesel



Indane
SAFE-RELIABLE-CONVENIENT



KISAN SEVA
KENDRA

IndianOil Aviation
Our groundwork takes you sky high.

PROPEL
100% TRUST. 100% VALUE.

RHINOWAX
PREMIUM PARAFFIN WAX

SERVO
WORLD-CLASS LUBRICANTS
THE SCIENCE OF EXTREME

NANOCUT
HI-THERM INDANE CUTTING GAS

SWAGAT

Fuel@Call

Chhotu
from Indane

CRYOBENICS
For New-Age Industrial Excellence

autogas
EXPERIENCE THE ECO-DRIVE

CLEARBLUE
Diesel Exhaust Fluid
Superior Emission Control

LNG
AT DOORSTEP

HCNG
FUELLING A CLEANER FUTURE

XTRA GUARD
DISINFECTANT SPRAY

XP95
95 OCTANE PREMIUM PETROL
UPGRADE. UNLOCK. UNLEASH.

IndiGreen

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