

Annual Press Conference 2018

Indian Oil Corporation Ltd.

22nd May 2018

Tradition of Excellence

Crude Processing

Crude Throughput (MMT)



❖ Highest-ever

– Crude processed

- at Mathura Refinery (9.24 MMT)
- at Panipat Refinery (15.65 MMT)

– Rajasthan Crude Processing (1.95 MMT)

– Difficult Crude Processing (77%)

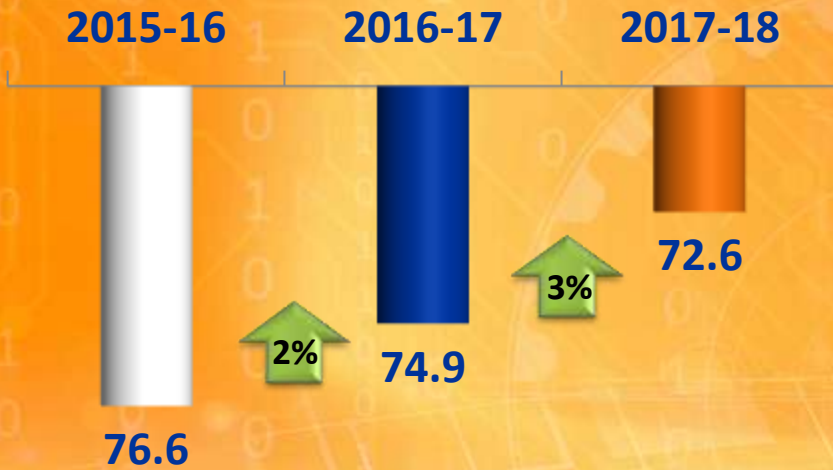
❖ New Crudes in Crude Basket



Refining Benchmarks



Energy Efficiency (MBN)

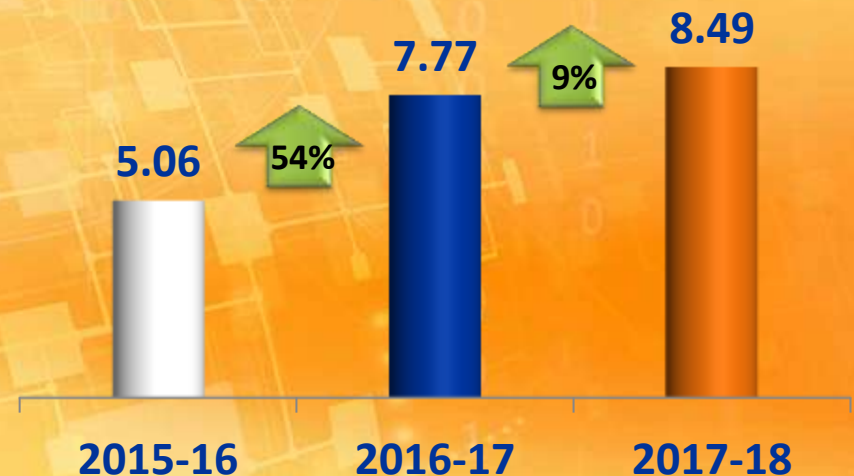


❖ Highest-ever Production of

LPG	3.2 MMT
ATF	3.6 MMT
MS	10.2 MMT
HSD	31.3 MMT

- ❖ US crudes processed for the 1st time ever
- ❖ Reduction in Unplanned Shutdowns
- ❖ Supply of BS-VI fuels from Panipat and Mathura refineries

GRM (\$/bbl)



US Crude Processing

- ❖ 1st in India to receive and process US crude – at Paradip Refinery
- ❖ Receipts on West coast followed – US crudes processed at Mathura, Panipat, and Koyali refineries



Pipeline Operations

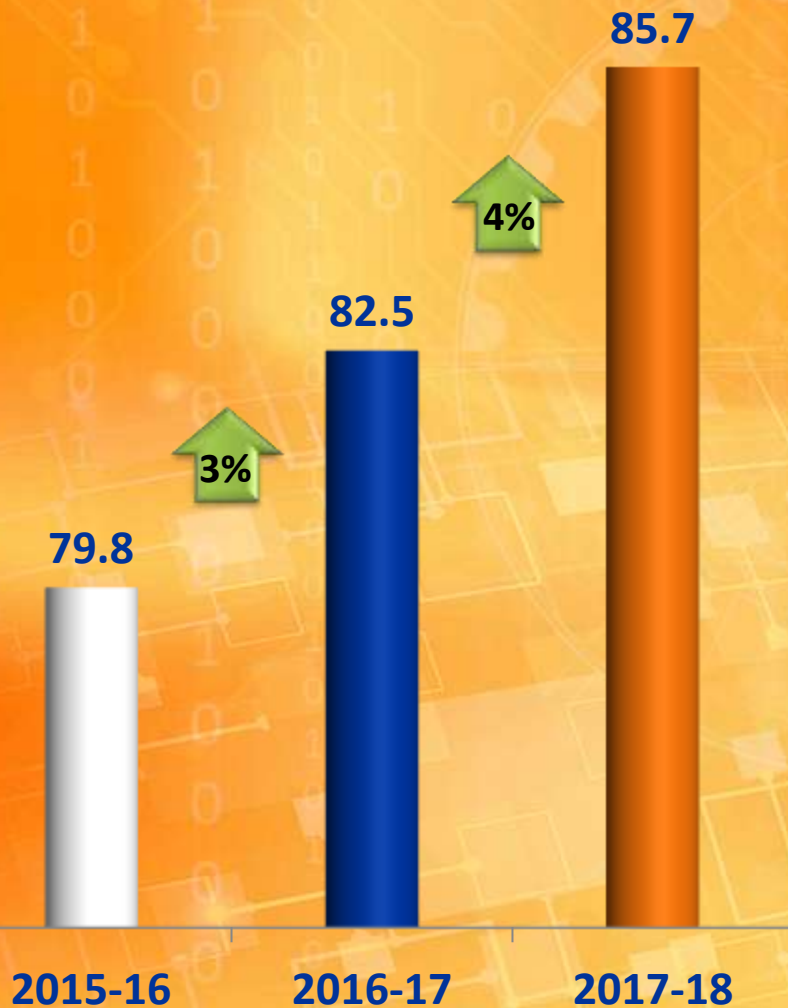
POL Pipeline Throughput (MMT)

❖ Highest-ever

- POL pipeline throughput
- Gas pipeline throughput
- Crude Handled at Paradip (29 MMT)
- Tankers Handled at Vadinar
- Tankers Handled at Paradip

❖ Improving Energy Consumption

Kcal/(MT*km)



Innovative Measures

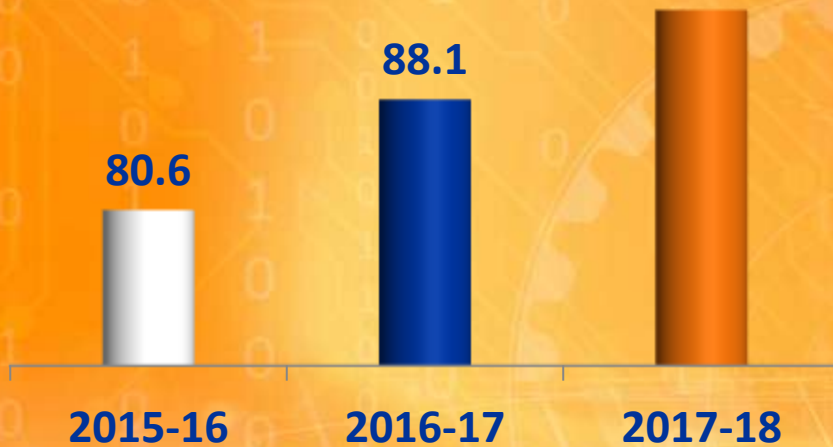
**Simultaneously berthed 2 Crude Oil Tankers at Paradip SPMs –
1st Time Ever**



Increased capacity utilisation by 17%!

Network Expansion

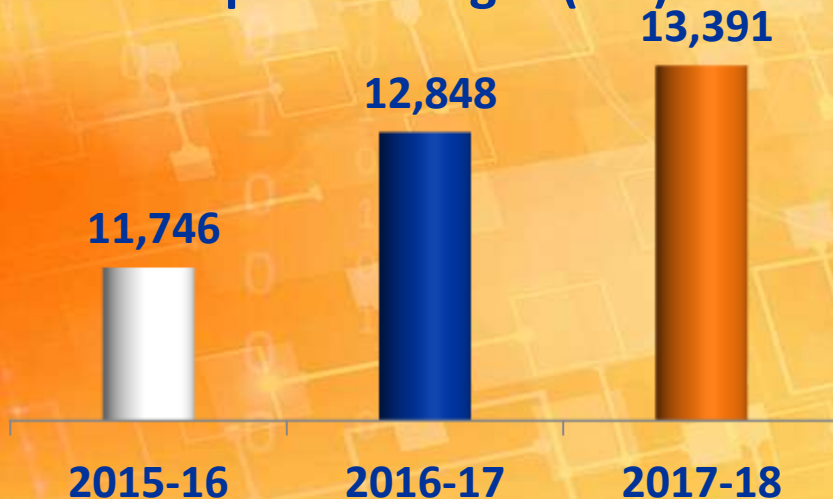
Pipeline Capacity (MMTPA)



❖ Projects Completed

- Debottlenecking of SMPL
- Paradip-Raipur-Ranchi pipeline
- KAPL-Navagam pipeline
- Paradip-Balasore section of PHDPL LPG pipeline

Pipeline Length (km)



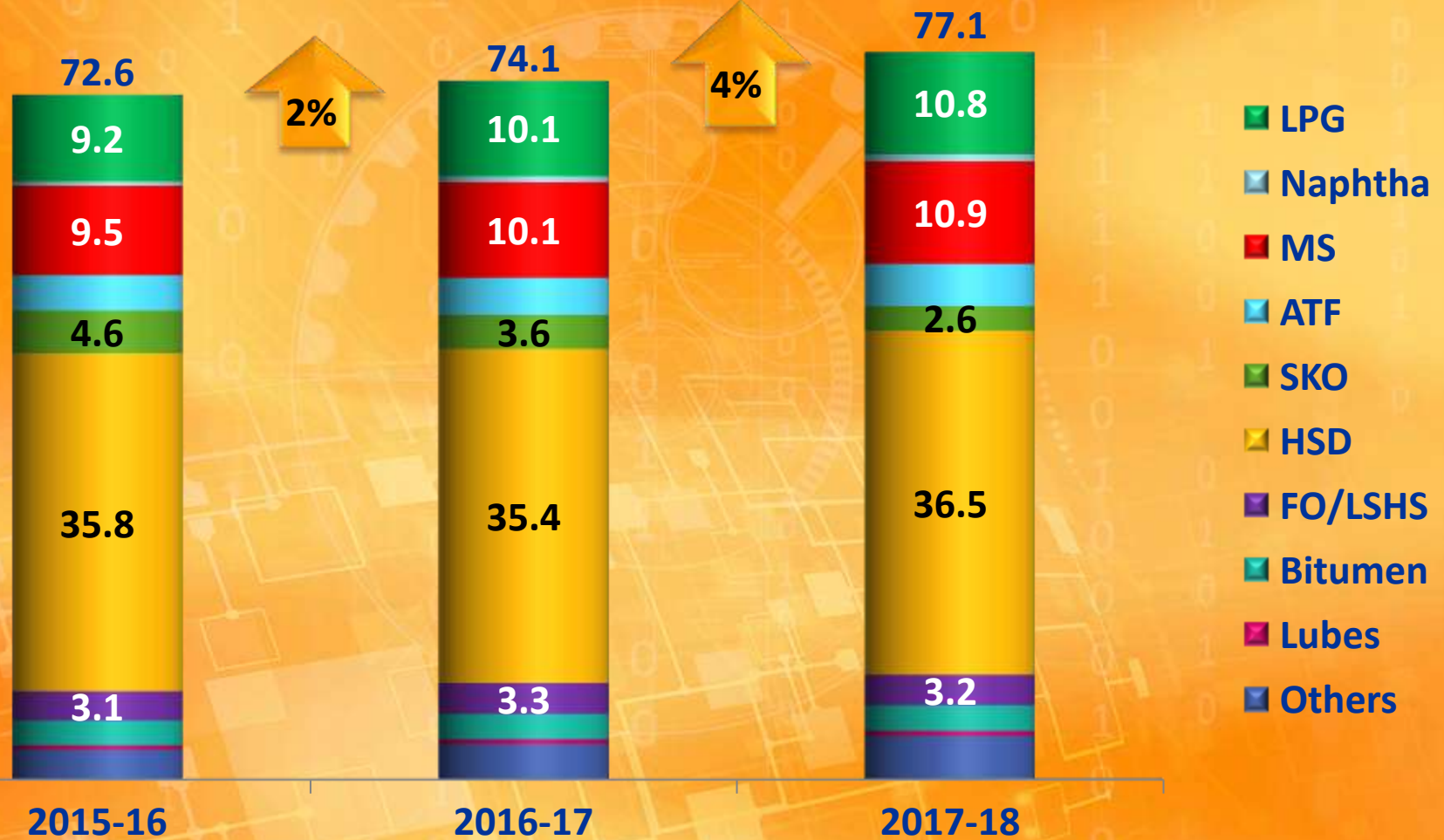
❖ Replacement completed in

- KSPL (157 km)
- BKPL (48 km)
- MPPL (72 km)

Fuelling India's Growth



Domestic POL Sales (MMT)



Seamlessly started BS-VI fuel supply to Delhi NCT on 1st April 2018

BS-VI Flagging Off

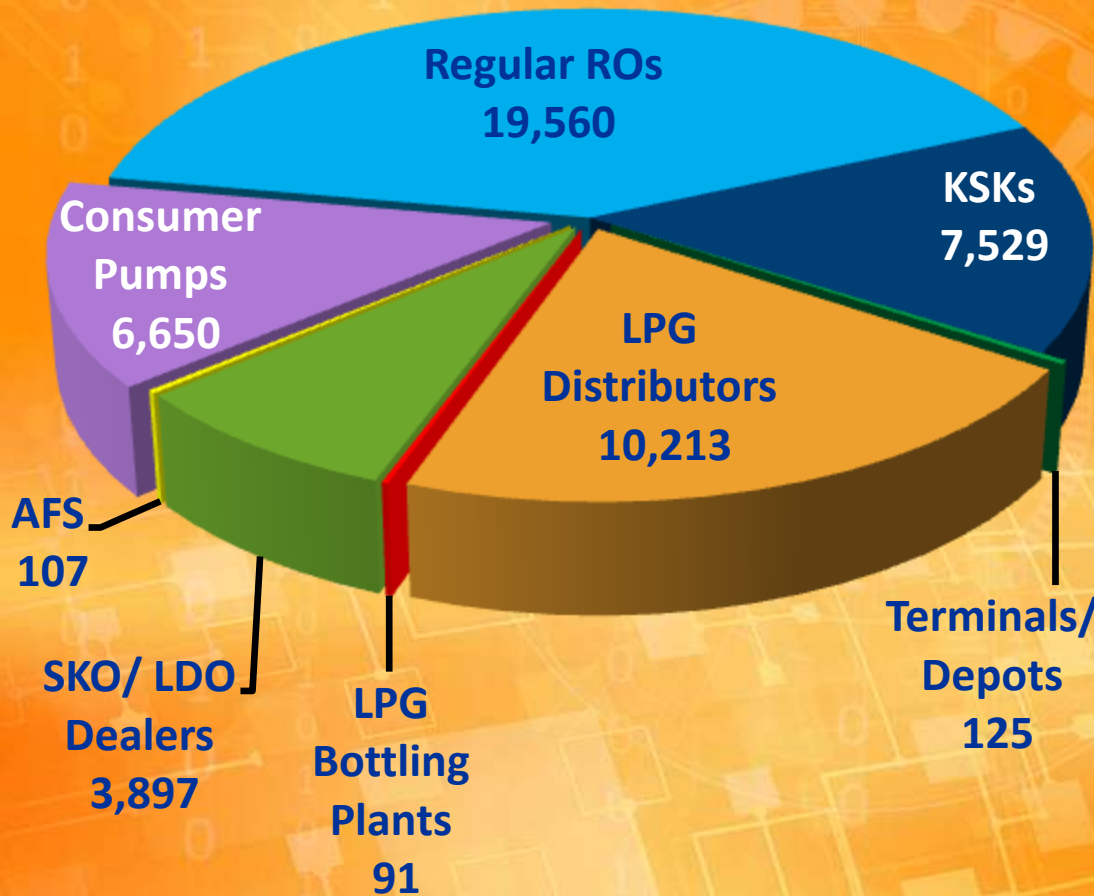
Giving Delhi a “Green Identity”



IndianOil Touch Points



As on 1.4.2018



Network Expansion by over 1,730 in 2017-18

ROs	451
KSKs	502
Terminals/ Depots	3
LPG Distributors	643
AFS	3
Consumer Pumps	130

Over 48,170 Touch Points

3,355 ROs Automated in 2017-18 – Highest-ever in a year

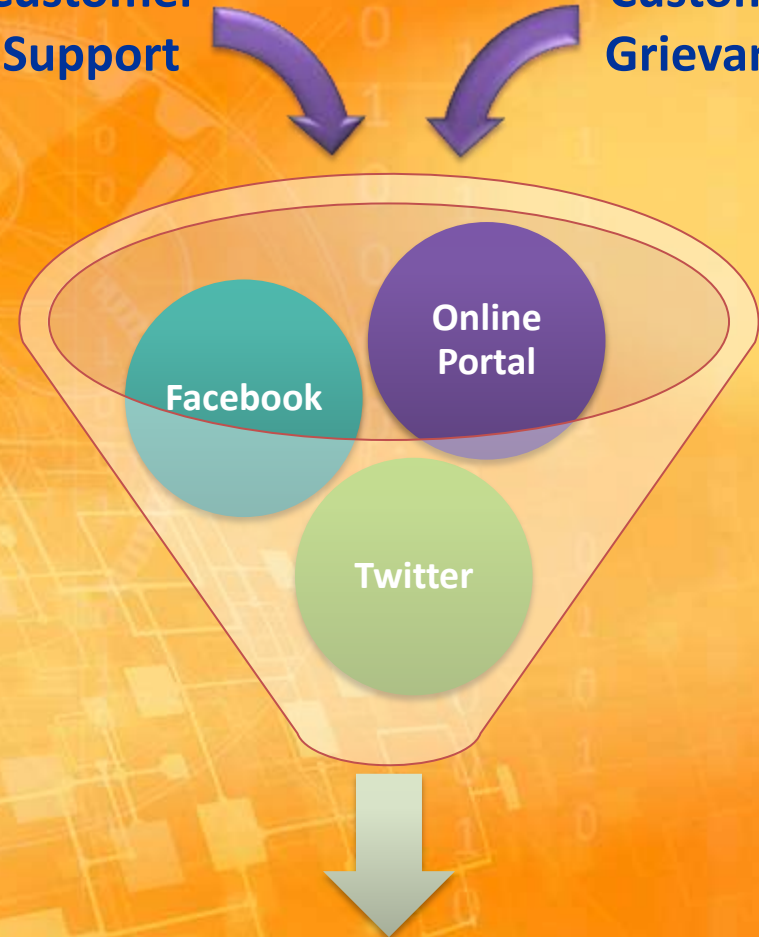
e-PIC: A 21st Century Solution



- ❖ e-Platform for IndianOil Customers
- ❖ Delivering a 21st Century Customer Experience
- ❖ Centralised Grievance System
 - Established Escalation Matrix
- ❖ Social Media Integration
 - Customer Complaints
 - Customer Feedback

Customer Support

Customer Grievance



Enhanced Customer Satisfaction

Leveraging Technology and Social Media – 21st Century Tools

Focus on R&D



**During
2017-18**

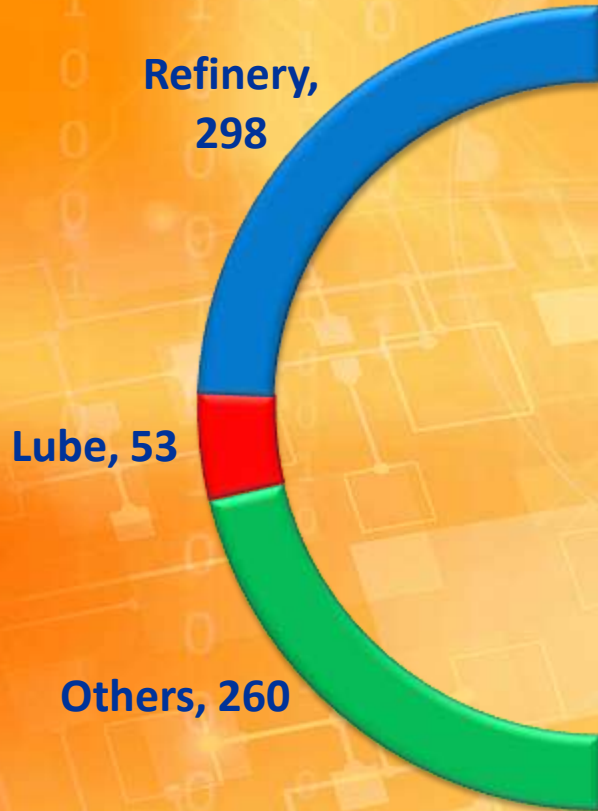
**Patents Filed:
82**

**Patents Granted:
56**

**Patents
Commercialised:
4**

Patents in Force: 611

Technology-wise Patents



Country-wise Patents





BS-VI Push

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

Plant at Mathura Refinery

- 55 TMTA unit installed
- Commissioning: 29th January 2018

Features

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

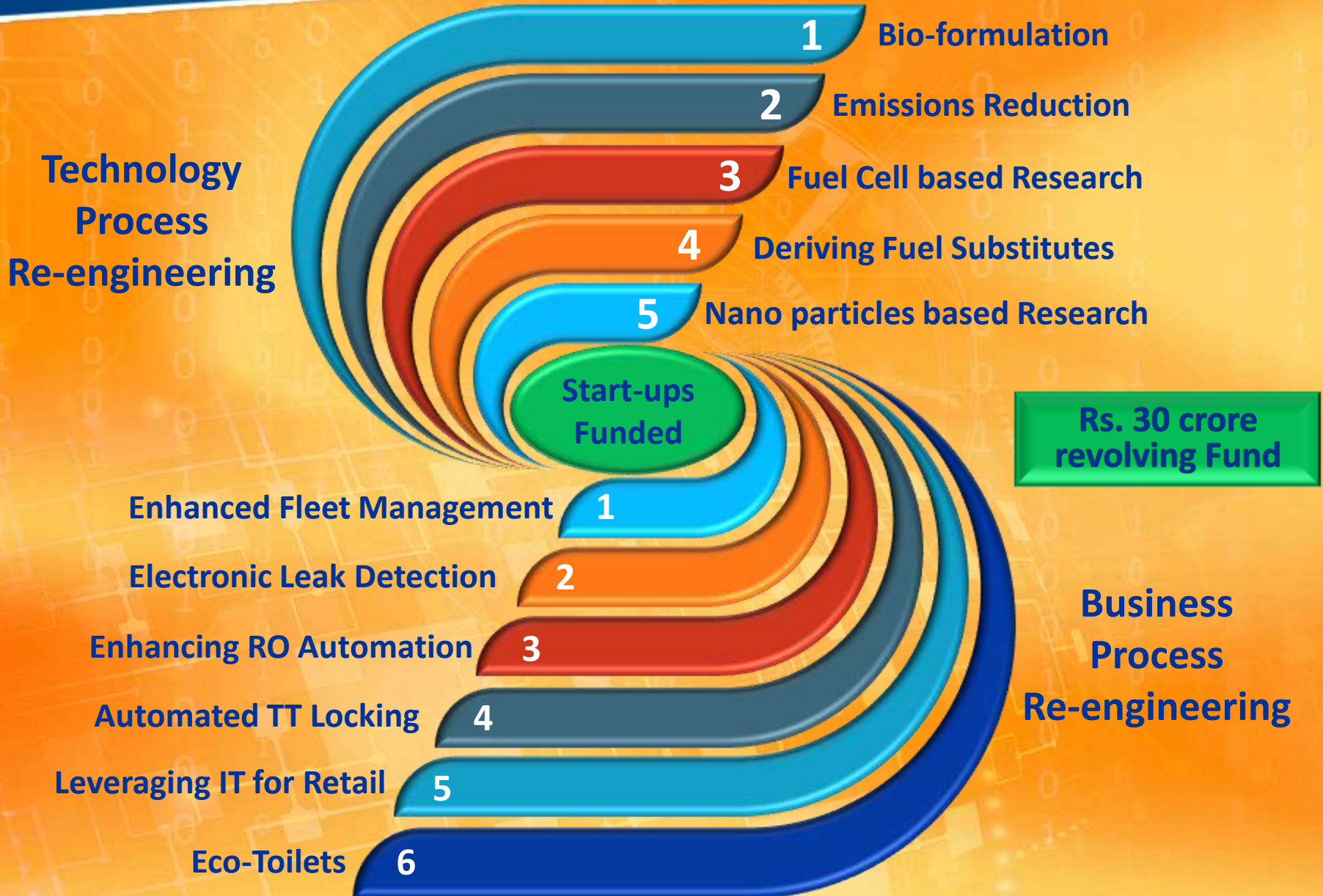
Indigenous Technology

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



INDMAX won Excellence Award at 22nd World Petroleum Congress, Istanbul

Start-up Scheme

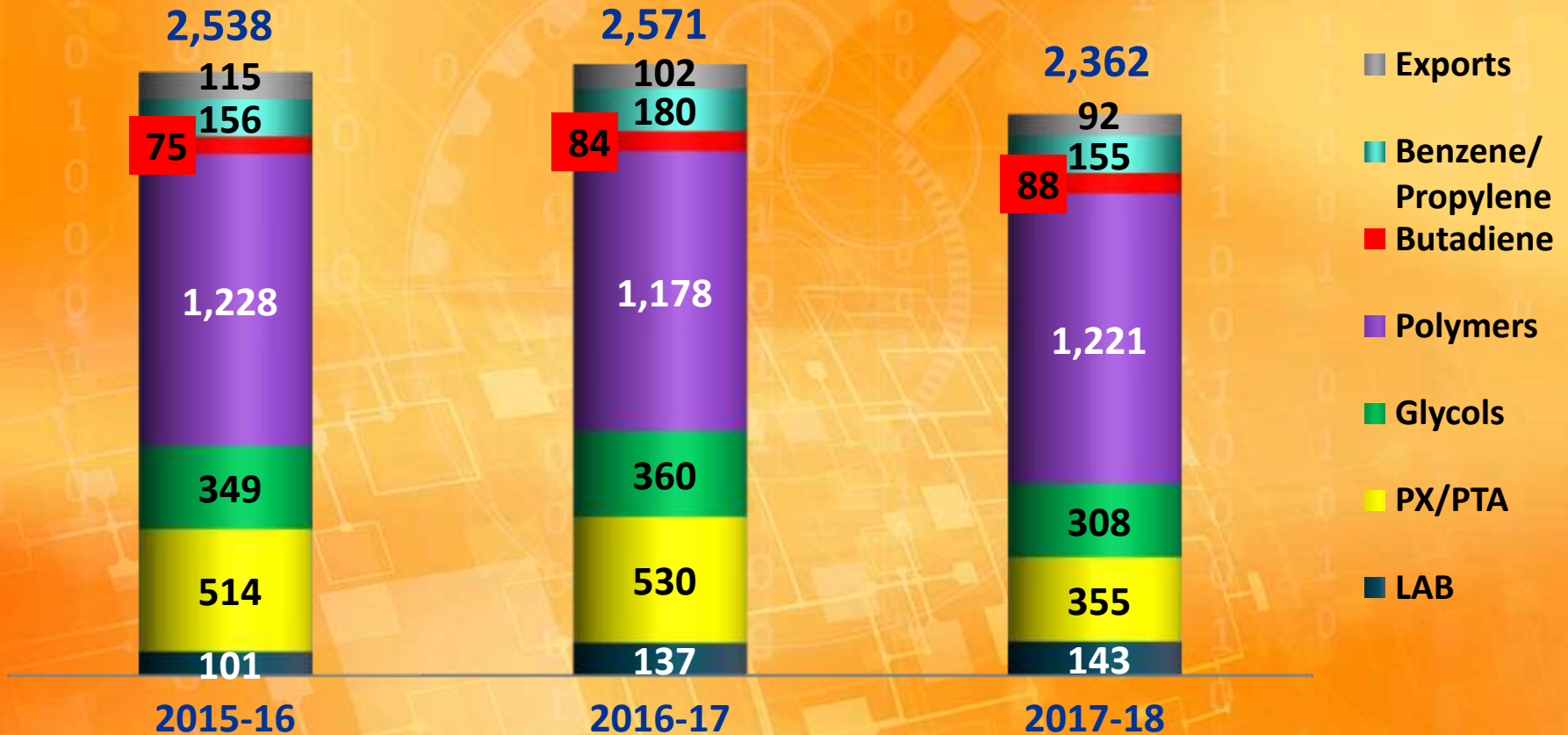


A Diversified Corporate

Petchem Sales



Petrochemicals Sales (TMT)



2nd Largest Polymer Player

Petchem Projects



PP at Paradip

680 TMTPA Unit
Rs. 3,150 crore

Feed from indigenous
INDMAX unit

1st of Many Petrochemical
Units at Paradip

Development of Downstream
Petrochemical Units in Odisha

Investing in Paradip

Paradip Refinery:
A Mother Unit

Making Paradip
“Energy
Gateway of
East India”

Paradip Plastic Park

Collaboration with
IDCO

Uninterrupted Supply of
Feedstock from IndianOil

Harnessing Local
Entrepreneurship Ability

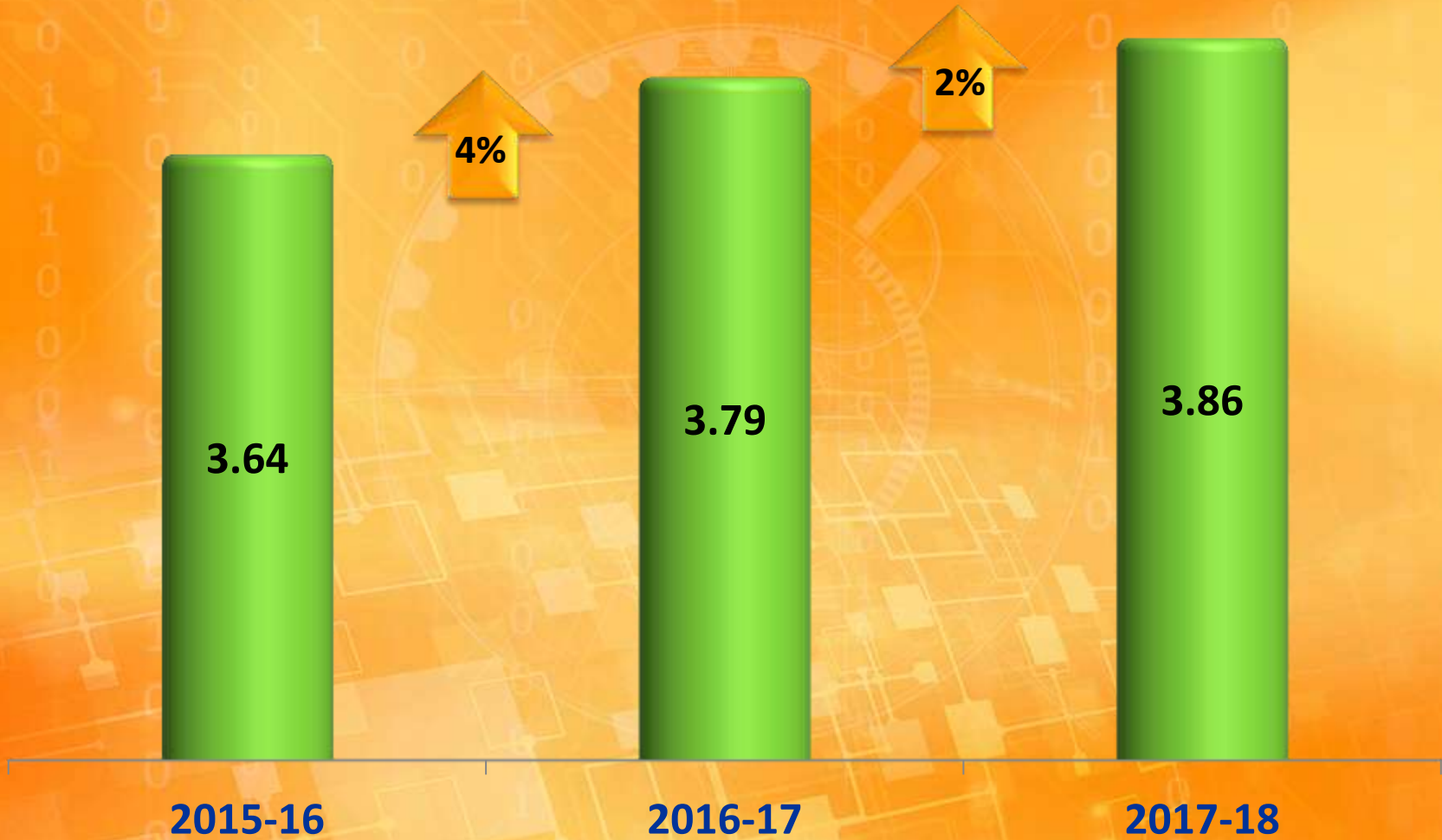
Development of Secondary
and Tertiary Sectors in Odisha

Mono-Ethylene Glycol Project approved in April'18 – More on the anvil

Gas Business

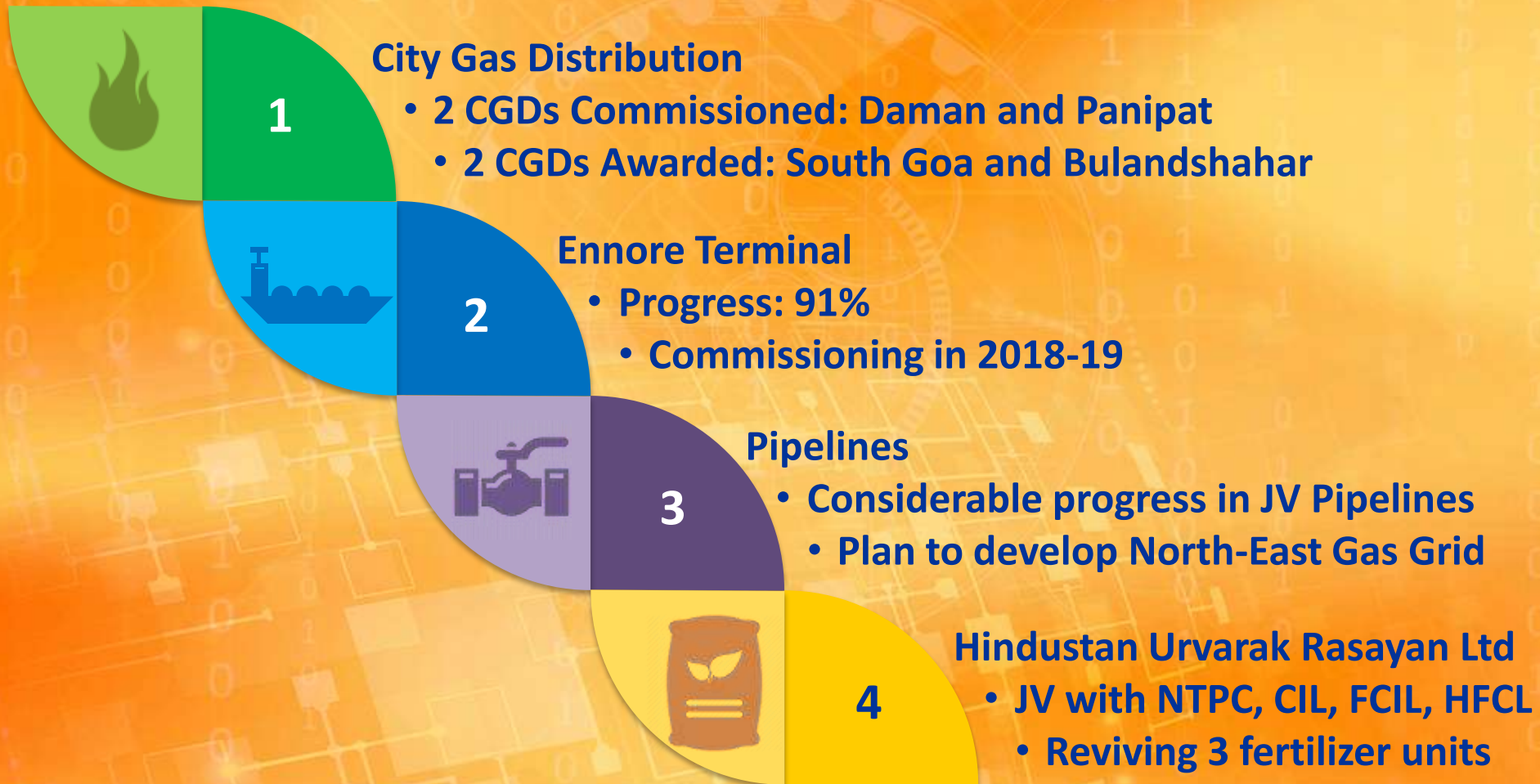


Data in MMT



Note: Includes Internal Consumption

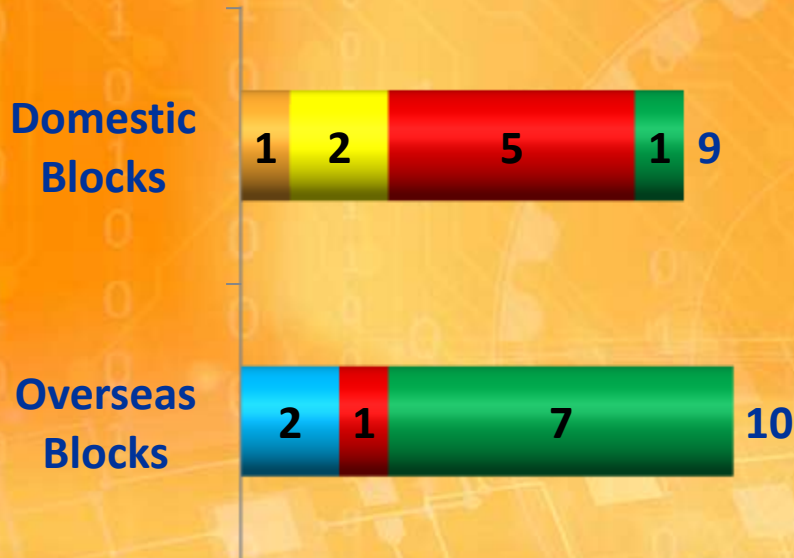
19% share in India's R-LNG Segment



Upstream Portfolio

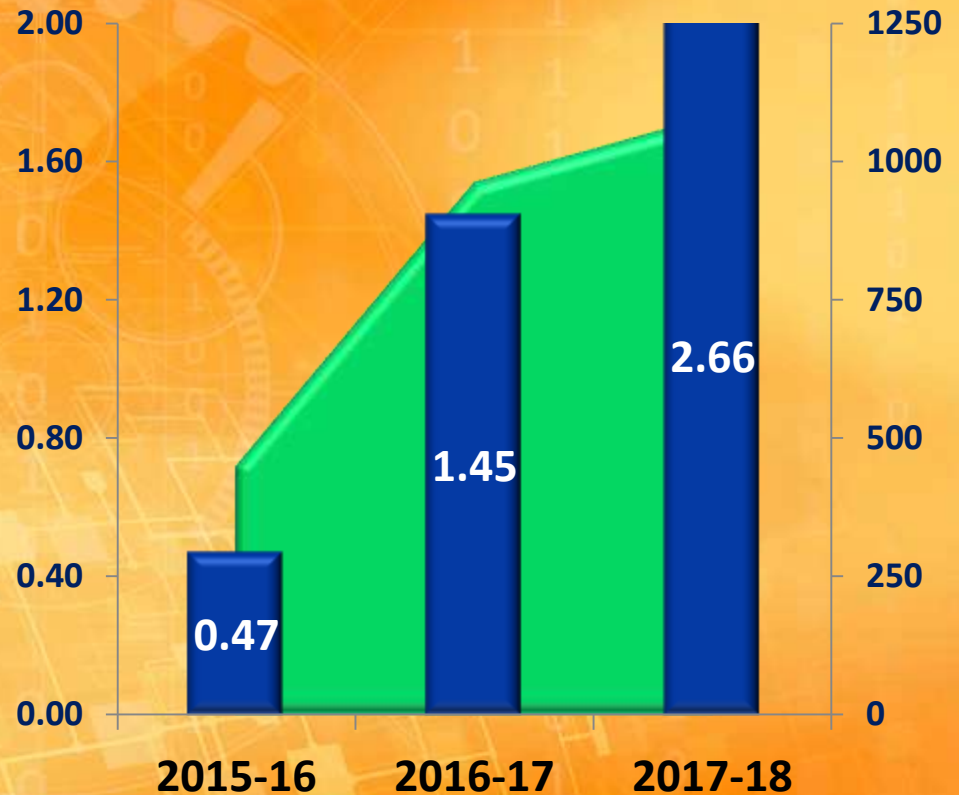


Blocks' Location



- Exploration
- Discovery
- Appraisal
- Under Development
- Production

Reserves & Production



- 2P Reserves (MMboe)
- Production (MMToe)

Achieved 1st Equity Oil production from a Domestic Block

Recent Acquisitions

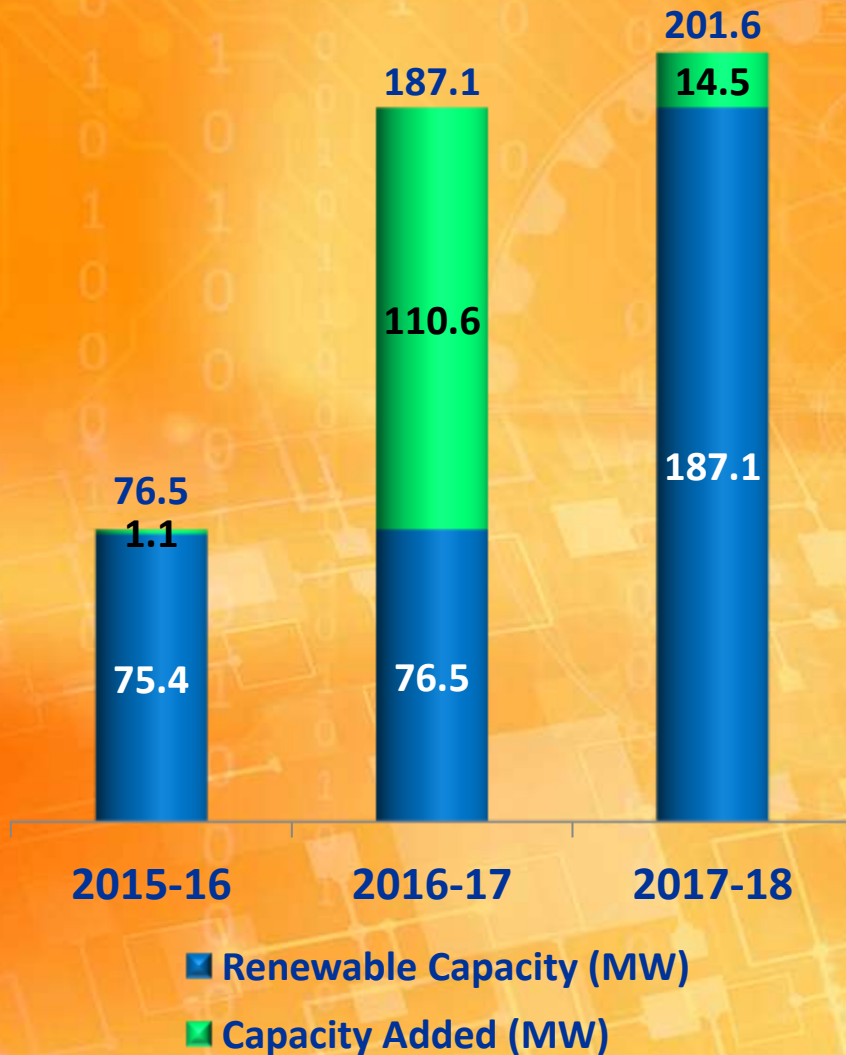


Location	Oman
Block	Mukhaizna
Operator	Occidental
Reserves	0.6 billion boe
Production	120 kb/d
IOC Stake	17%
IOC Equity Oil	20 kb/d

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

Alternate Energy Space

Renewable Capacity Growth



❖ Higher Renewable Generation

- 3.23 TWhr generation in 2017-18
- 89% jump in 2017-18

❖ RO Solarisation

- 2,533 ROs Solarised in 2017-18
- Highest-ever in a year

❖ Carbon Mitigation

- Mitigated 236 TMT equivalent CO₂ in 2017-18

An Eye on the Future

❖ Hydrogen Fuel Cell Bus

- Launched India's 1st Hydrogen Fuel Cell based Bus
- Developed with TATA Motors



❖ Waste-to-Energy

- Installed 3 Waste conversion plants in Varanasi, UP
- Capacity: 5 Tons per day each

❖ EV Charging Stations at

- Nagpur: RBI Chowk RO
- Delhi: Sadiq Nagar RO



❖ 2G Ethanol

- Plans to install 2G Ethanol Plants
- Work commenced for 2G Ethanol Plant at Panipat, Haryana

Southeast Asian Focus



Myanmar



Representative
Offices opened in

Bangladesh



Opportunities being explored

- ❖ Fuel Retail
- ❖ LPG Marketing
- ❖ Training & Consultancy
- ❖ Infrastructure projects
- ❖ Supply of POL products/ LNG

Operationalised
Singapore Office

Crude Oil Purchase

Upstream Investments

Product Trading & Risk Management

Social Consciousness

Surya Prakash: Solar Lighting

- 30 Solar Street Lights per Village
- 25 Villages Covered

Jal-Jeevan: Clean Drinking Water

- Providing 1,000 litre/hr RO System
- 30 Villages Covered

Healthcare

- AOD Hospital, Digboi
- Swarna Jayanti Samudayik Hospital, Mathura

Animal Welfare

- Constructed enclosure for Asiatic Lions at Mangaluru
- Veterinary facilities provided

Education

- IndianOil Gyanodaya merit-cum-means Scholarships
- Over 1,300 students covered in 2017-18

Assistive Devices to Divyangjans

- Tricycles, Wheelchairs, artificial limbs etc provided to 900 Divyangjans
- In association with Artificial Limbs Manufacturing Corporation



Education & Skill Development

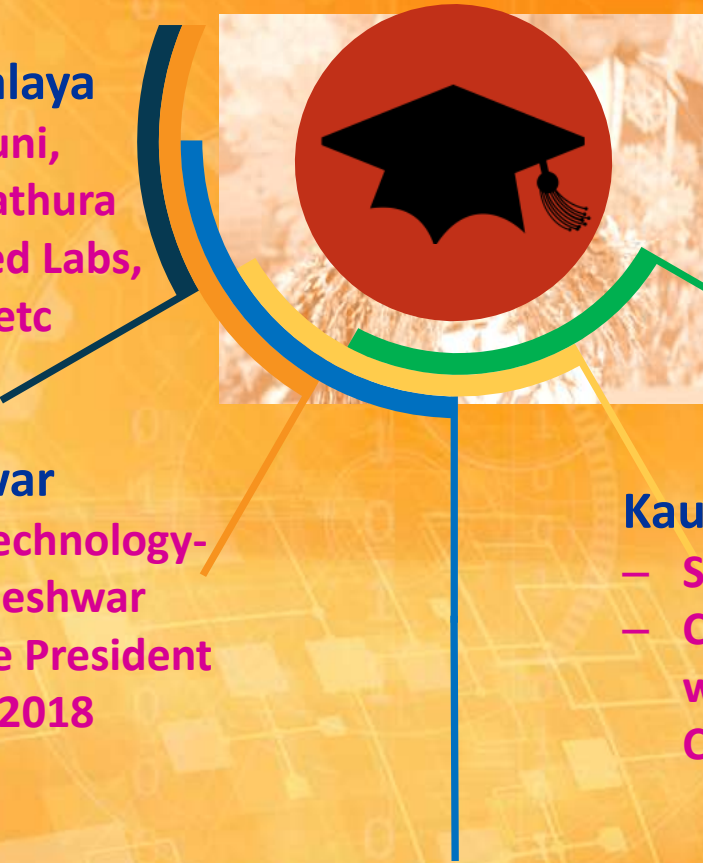


Funding Kendriya Vidyalaya

- Sustaining KVs at Barauni, Guwahati, Haldia & Mathura
- Providing well-equipped Labs, Libraries, Playgrounds etc

ICTM-IOC, Bhubaneshwar

- Institute of Chemical Technology- IOC Campus at Bhubaneshwar
- Inaugurated by Hon'ble President of India on 18th March 2018



IOC Multi Skill Development Institute, Digboi, Assam

- Vocational Skill Training for local youth
- 400 beneficiaries every year

Kaushal Vikas Kendra, Barauni

- Skill training provided in 5 trades
- Classes organized in association with National Skill Development Corporation (NSDC)

Skill Development Institute, Bhubaneshwar

- Training imparted in 5 trade courses
- 150 students per batch
- Hon'ble President of India laid foundation stone on 18th March 2018

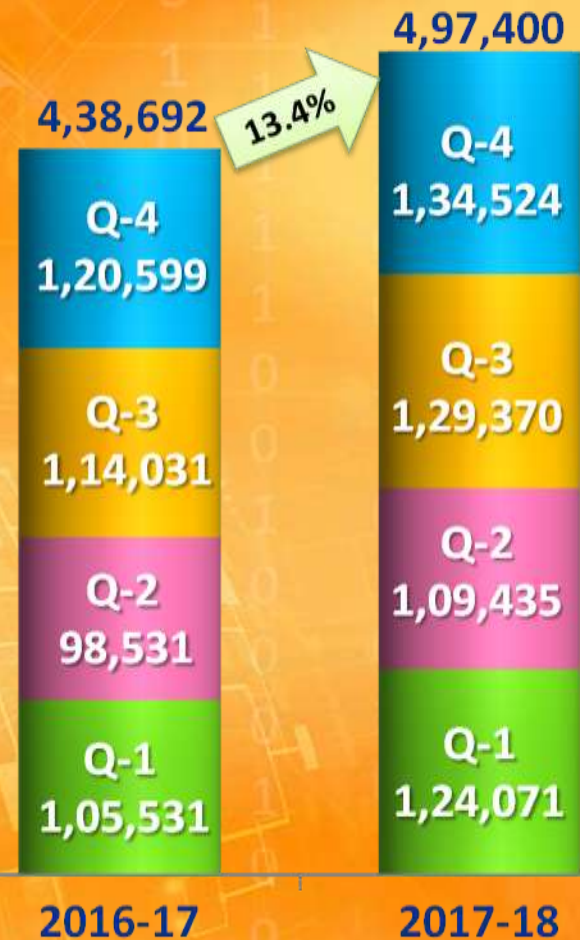
Financials

Turnover

Rs. crore

Particular	2016-17	2017-18	Var (%)
Petroleum	3,99,792	4,49,648	12.5%
Petrochemicals	18,728	17,163	(8.4)%
Gas	5,520	6,103	10.6%
Exports	14,652	24,486	67.1%
Turnover	4,38,692	4,97,400	13.4%
Other Revenue including subsidy	6,750	9,028	33.7%
Income from Operations	4,45,442	5,06,428	13.7%

Turnover (Rs. crore)

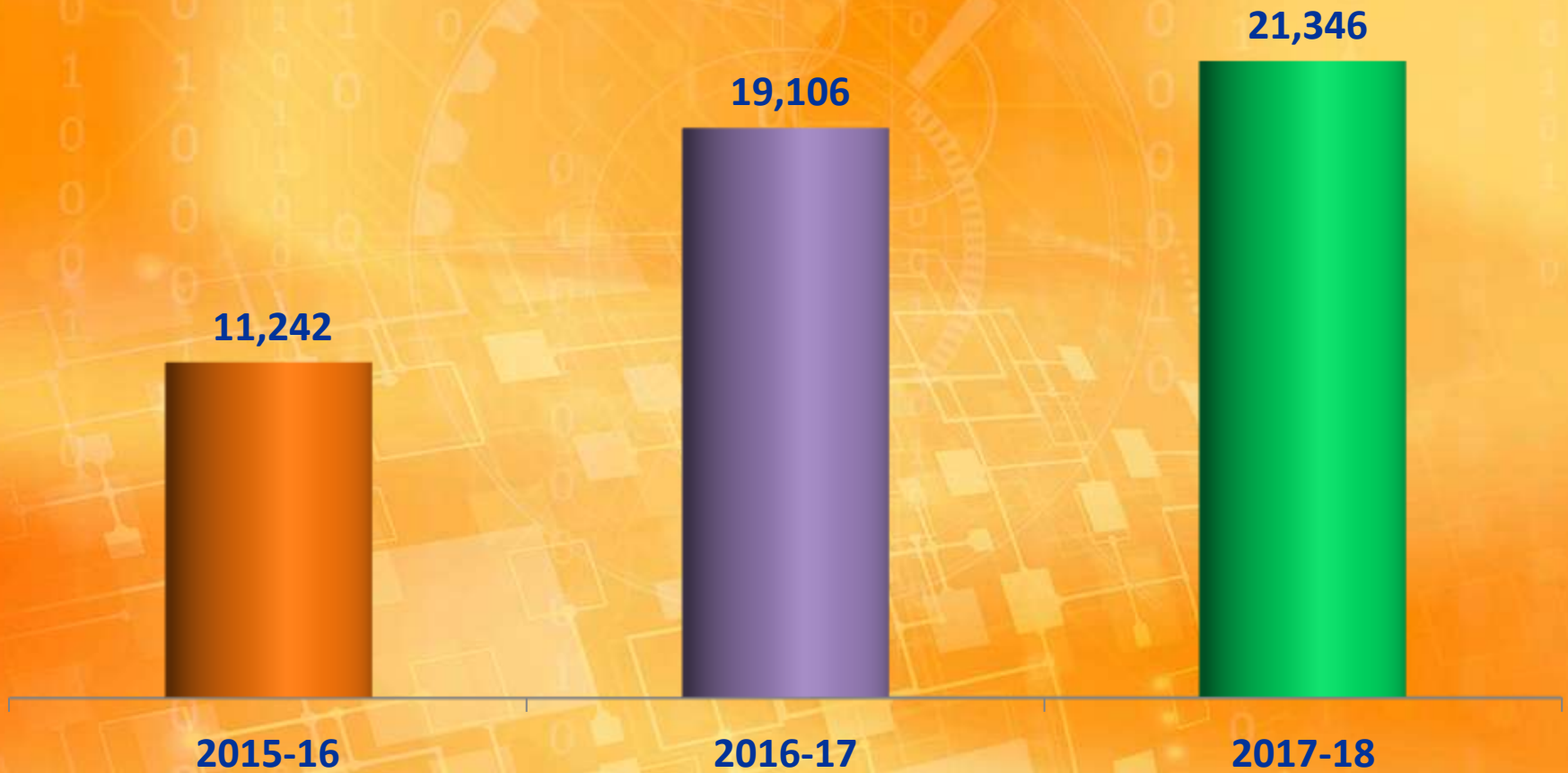


Quantity Variance: Rs. 27,707 crore
Price Variation: Rs. 31,001 crore

Profits



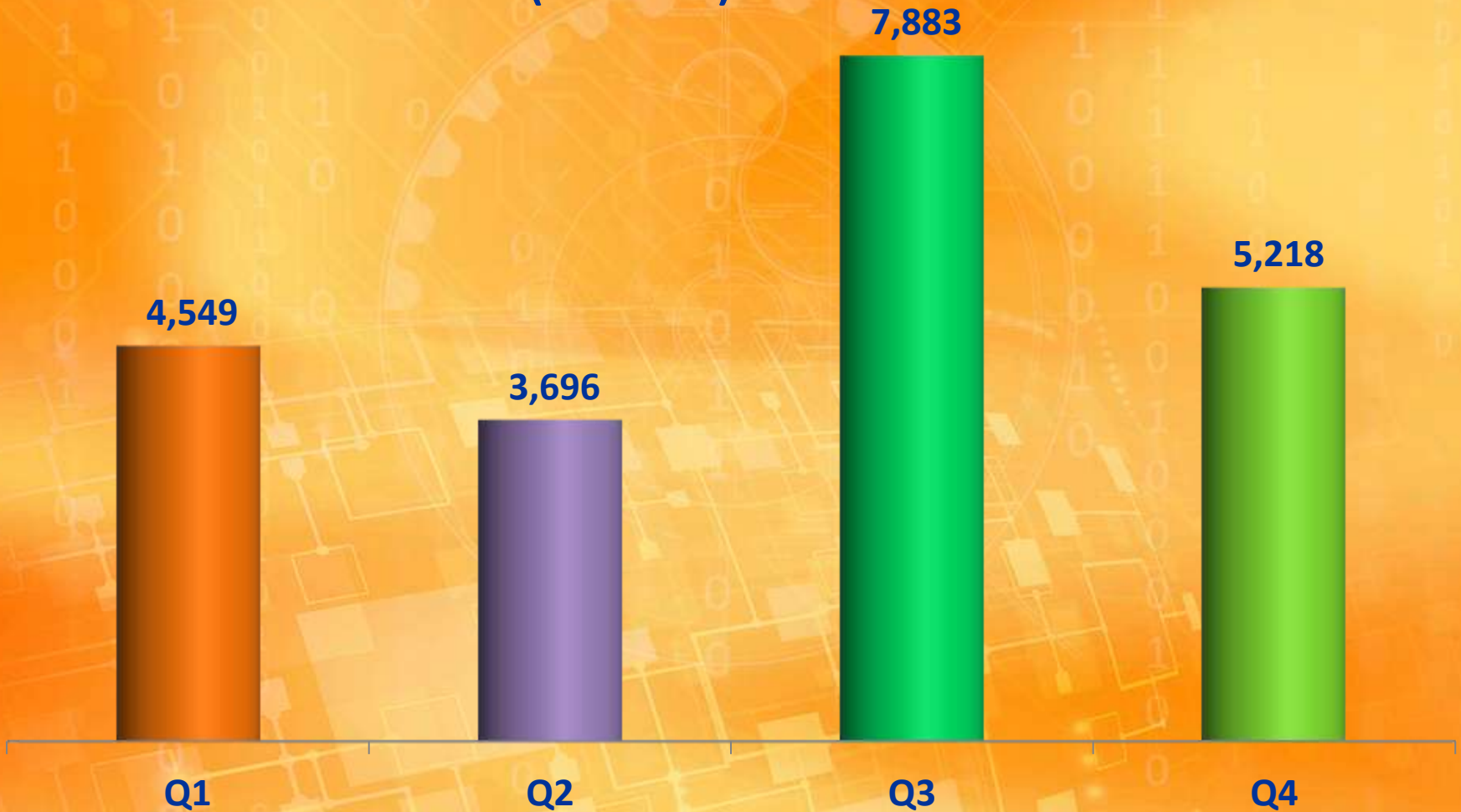
Profit After Tax (Rs. crore)



Profits (Quarterly)



Profit After Tax (Rs. crore)



Profitability for the year

Key Indicators (Rs. crore)

	2016-17	2017-18
Net Profit/ (Loss)	19,106	21,346
Major Reasons Contributing to the increase in Profit:		
Provisions for Contingency	(6,975)	2,814
Refinery Margin	13,946	18,723
Inventory Gain / (Loss)	12,477	6,759
Petrochemical Margins	8,681	7,238
Exchange Gain / (Loss)	1,108	304
Tax Expenses	(7,215)	(11,218)

Deviations in Annual Profit from Previous Year

Increase by Rs. 2,240 crore

Increase by Rs. 9,789 crore

Increase by Rs. 4,777 crore

Decrease by Rs. 5,718 crore

Decrease by Rs. 1,443 crore

Decrease by Rs. 804 crore

Offset by Rs. 4,003 crore

Under-Recoveries

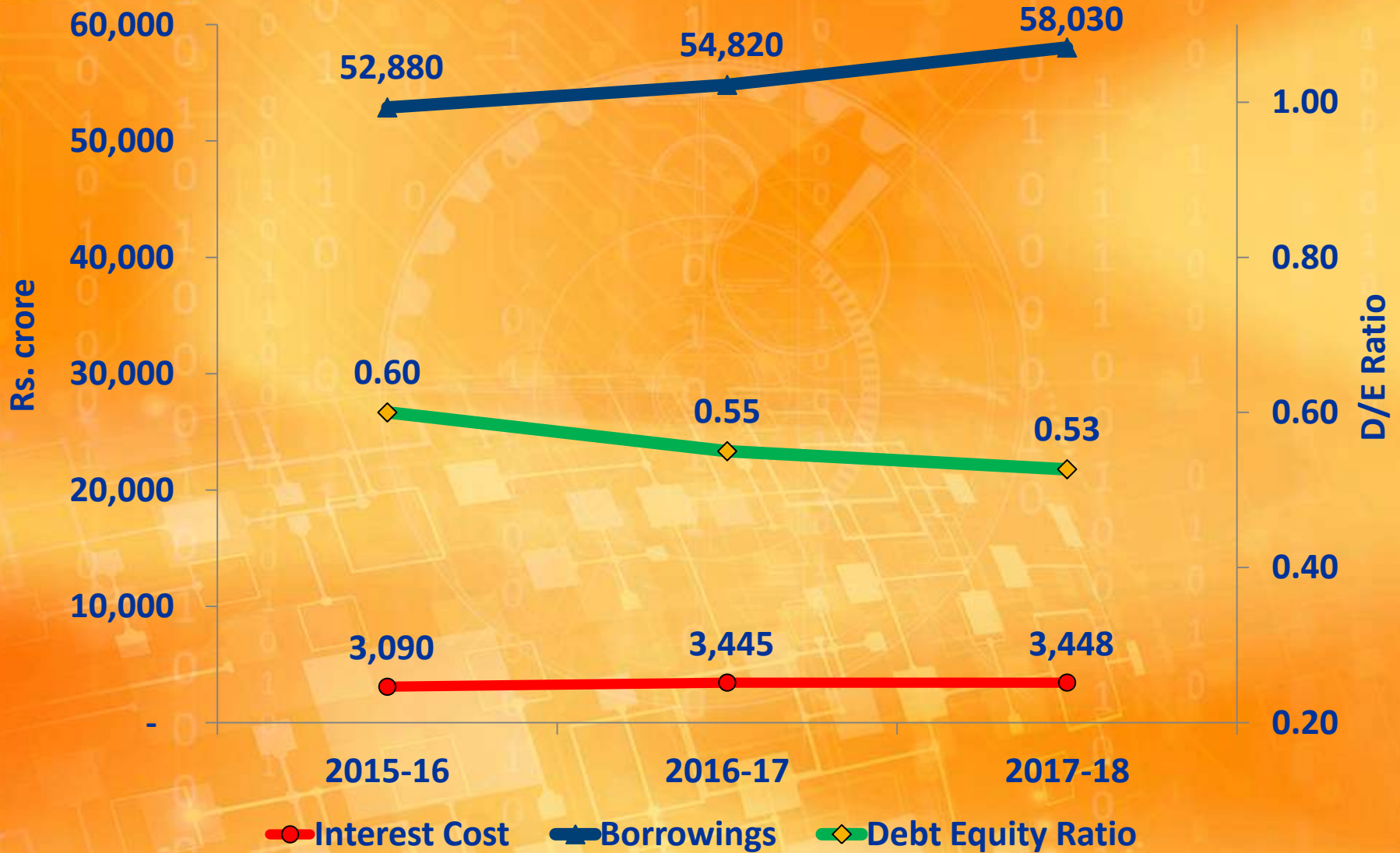


Rs. crore

Parameter	2015-16	2016-17	2017-18
Under-Recovery on SKO	7,757	5,149	3,196
Claims thru DBTL – LPG	8,192	6,265	10,627
Total	15,949	11,414	13,823

All under-recoveries are fully compensated.

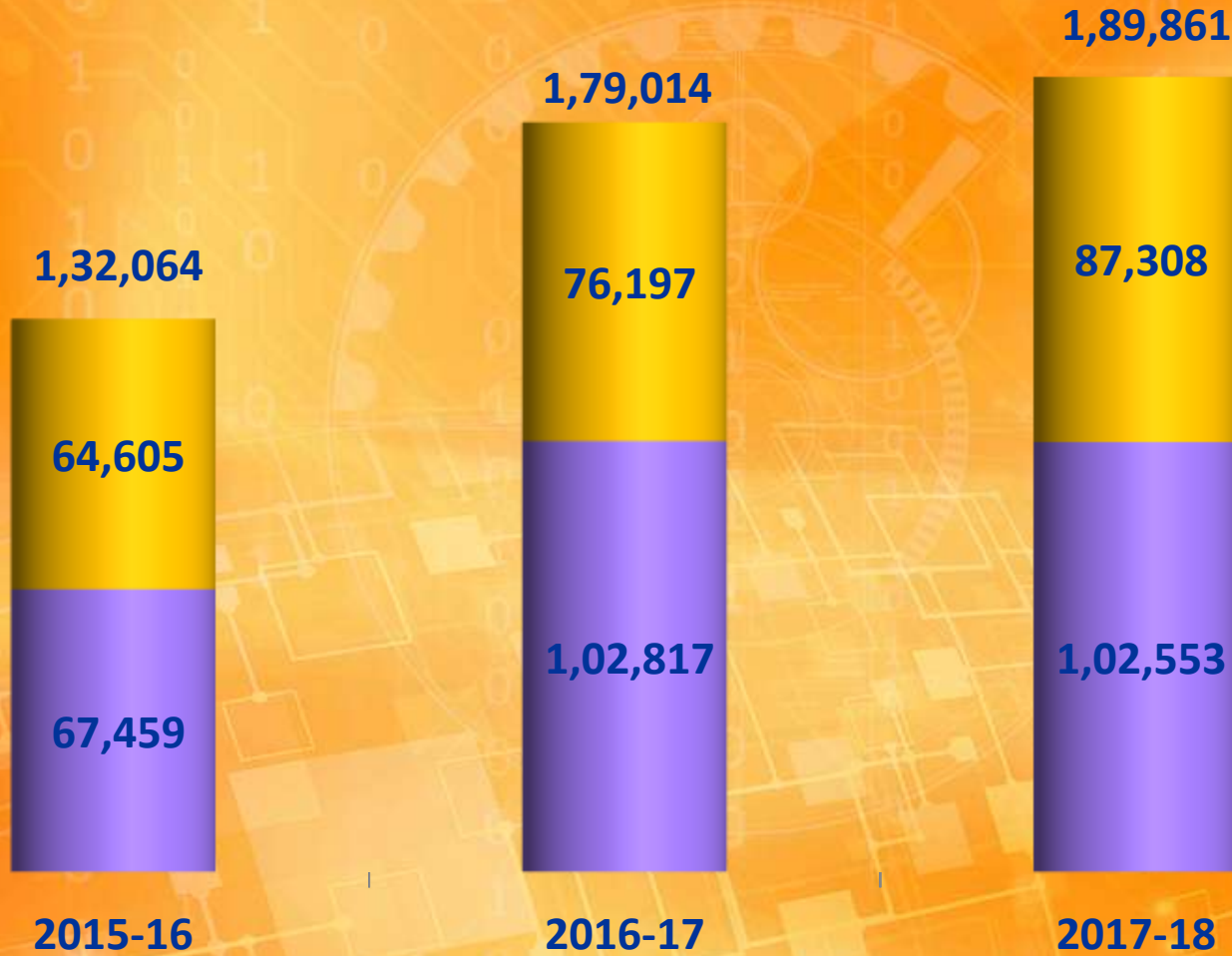
Leverage



Contribution to Exchequer



Rs. crore



■ States
■ Central

CWG Medal Winners



K Srikant

Manika Batra

Mehuli Ghosh

Sikki Reddy

Sharath Kamal



Open Forum