

ENERGISING OPPORTUNITIES EXPLORING NEW FRONTIERS

ANNUAL PRESS CONFERENCE 2021



Rising up for the Nation: Battle Against COVID



Leveraging the expertise and reach for India's COVID-19 vaccination program by supplementing Cold Chain Equipment (CCE) infrastructure* in Tamil Nadu, Bihar, Manipur and UT of J&K

*Ice-Line Refrigerator (ILR) | Deep Freezer (DF) | Walk-in-Cooler (WIC) | Walk-in-Freezer (WIF) | Refrigerated Truck (RT)

Presently supplying 270 MT of Medical Oxygen per day to the Hospitals in Delhi, Haryana & Punjab

(Throughput of MEG unit reduced for a more critical cause)

41 Liquid Oxygen carriers with total capacity of 780 MT being deployed

207 ISO containers being imported to enhance the current fleet

Oxygen transporting capacity enhancement

✓ 1760 MT by May'21 end

✓ 5820 MT by June'21 end



Sanjeevani Express Portal for real time monitoring of the oxygen supply logistics.

Keeping the supply line ticking



Uninterrupted fuel supplies against all odds

- Record 33.11 Lakh Cylinders in a single day (30th April 2020)
- Aviation supplies (Nearly 100%) to Vande Bharat Mission
- ROs kept operational across the Nation

Commitment of our Front-Line Workers

- Customer Attendants | LPG Delivery Boys | Truck Drivers | Transporters | Field Force at supply locations

Optimal and continuous operations

- All 11 refineries | 118 Terminals | 95 LPG BPs | 121 AFS | 32, 000 ROs | 15,000 Kms long pipelines



Medical Insurance for Front Line Workers



Covers more than 3.3 lakh Individuals

Rs 1 lakh for hospitalization and Covid related diseases

On accidental death compensation of Rs 2 lakhs

Ex-gratia Covid-19 insurance cover of Rs 5 lakhs, in case of death due to Covid-19

Responsible Corporate



Focus on themes related to women empowerment and welfare

One-time educational scholarship of Rs 10,000 each for 75 girl students from economically backward and socially marginalized communities who have done well in Board Exams

Skill Development Institute (Pilot Campus) Bhubaneswar

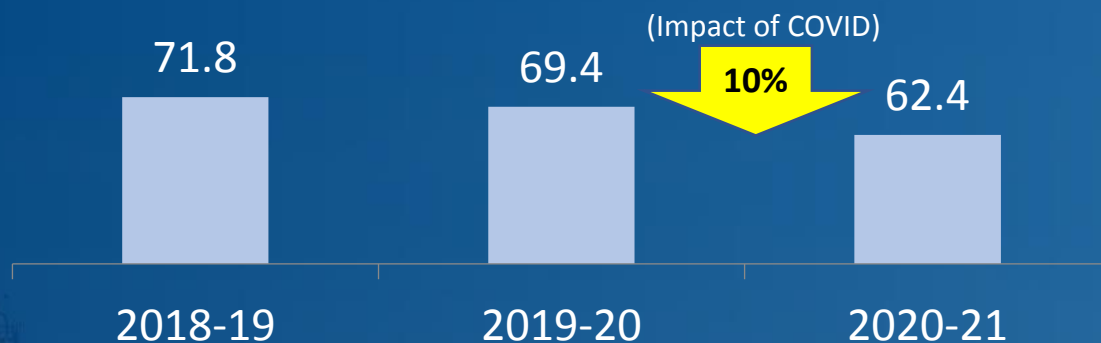
- SDI new campus ready for inauguration
- 50,000 students to be skilled in next 10 years



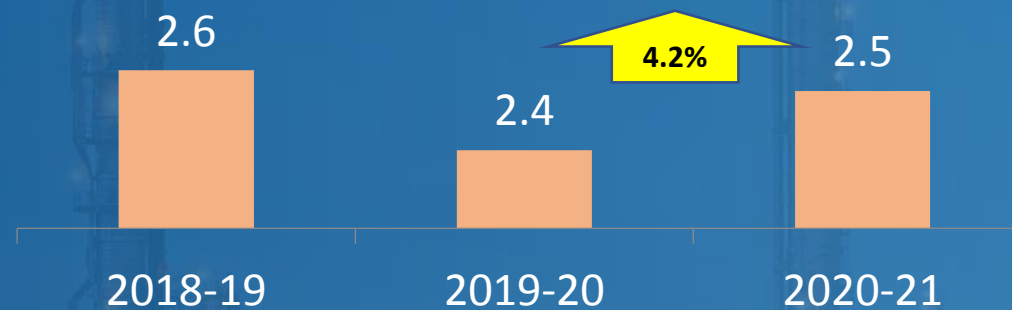
Operational Milestones - Refineries



Crude Processing (MMT)



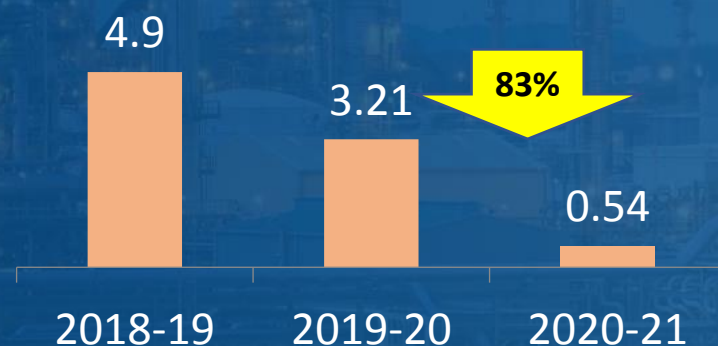
Petrochemical Production (MMT)



Th'put of 62.4 MMT

Naphtha Th'put at 2.67 MMT (11% above the target)

Singapore GRM (\$/BBL)



GRM (\$/BBL)



Refineries expansions approved/ under implementation



**9 MMTPA Greenfield
Refinery with CPCL**

**Panipat Refinery
Expansion from 15
to 25 MMTPA**

**Gujarat Refinery
Expansion from 13.7
to 18 MMTPA**

**Guwahati Refinery
Expansion from 1 to
1.2 MMTPA**

**Barauni Refinery
Expansion from 6 to
9 MMTPA**

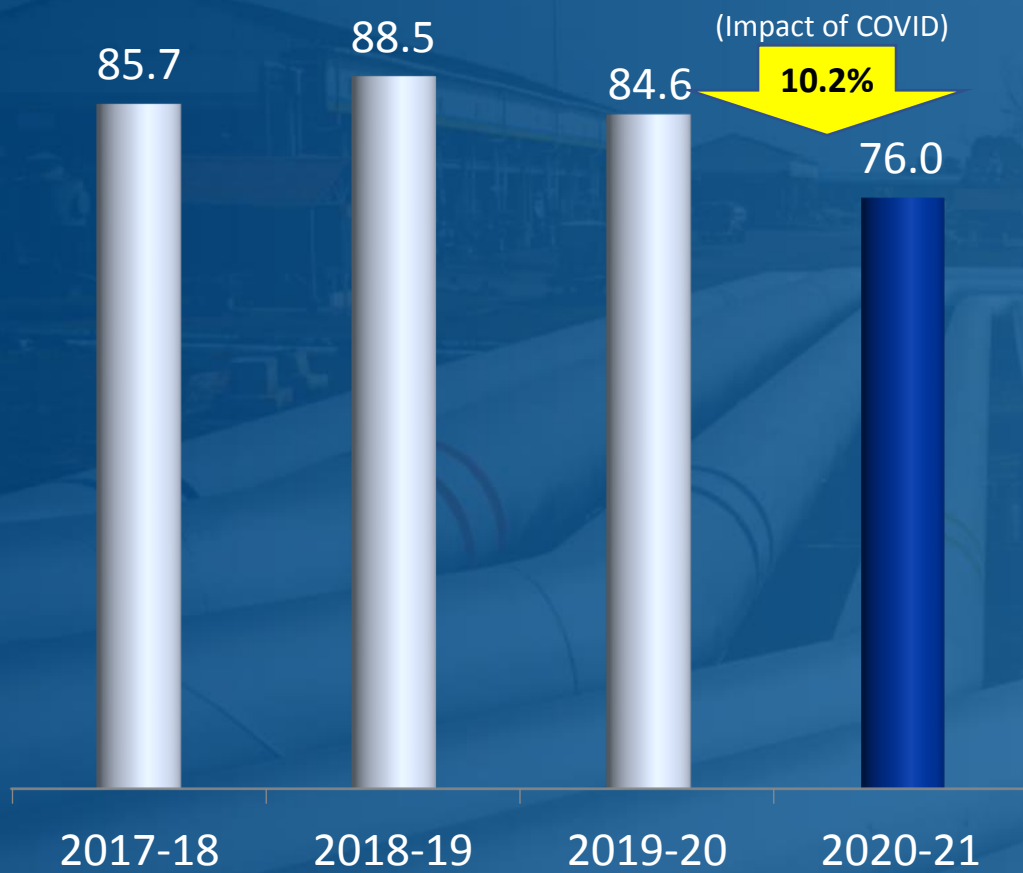
**Bongaigaon Refinery
Expansion from 2.7
to 3 MMTPA**

**Newly approved
projects of 1 Lakh
Crore in next 4-5
years**

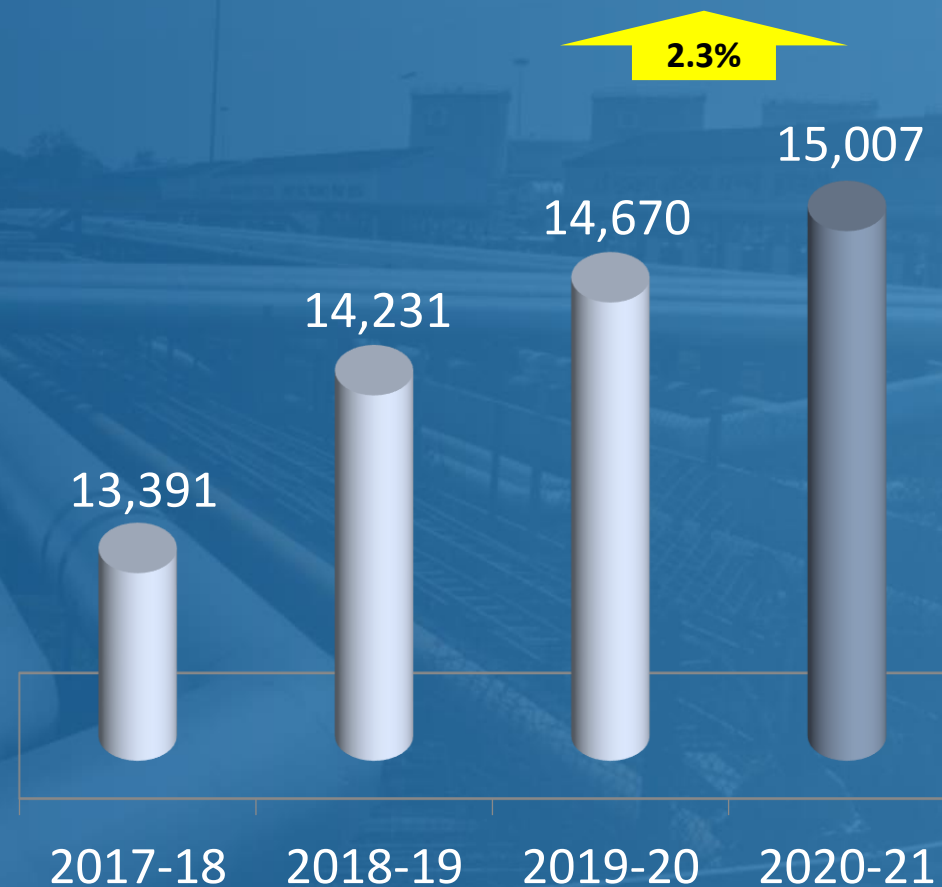
Current Expansions plans of about 26.82 MMT under implementation

Pipelines

Pipeline Throughput (MMT)



Pipeline Length (km)



Pipelines - Scaling new heights

15,000 Kms of Pipelines Length Achieved

- 9,400 Km Product | 5300 Km Crude | 306 Km Gas
- Commissioning of 143 Kms section of Ramnathpuram Tuticorin Section of 1444 Km Ennore-Thiruvallur-Bangaluru-Puducherry-Nagapattinam-Madurai-Tuticorin (ETBPNMT) NG Pipeline
- 194 km long Durgapur-Banka section of 'Augmentation of Paradip-Haldia-Durgapur LPG pipeline and extension to Patna and Muzaffarpur project'

Kandla Gorakhpur LPG pipeline

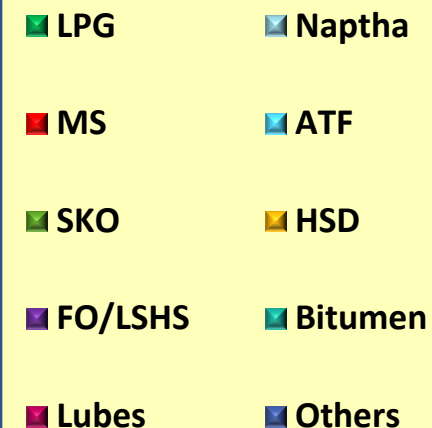
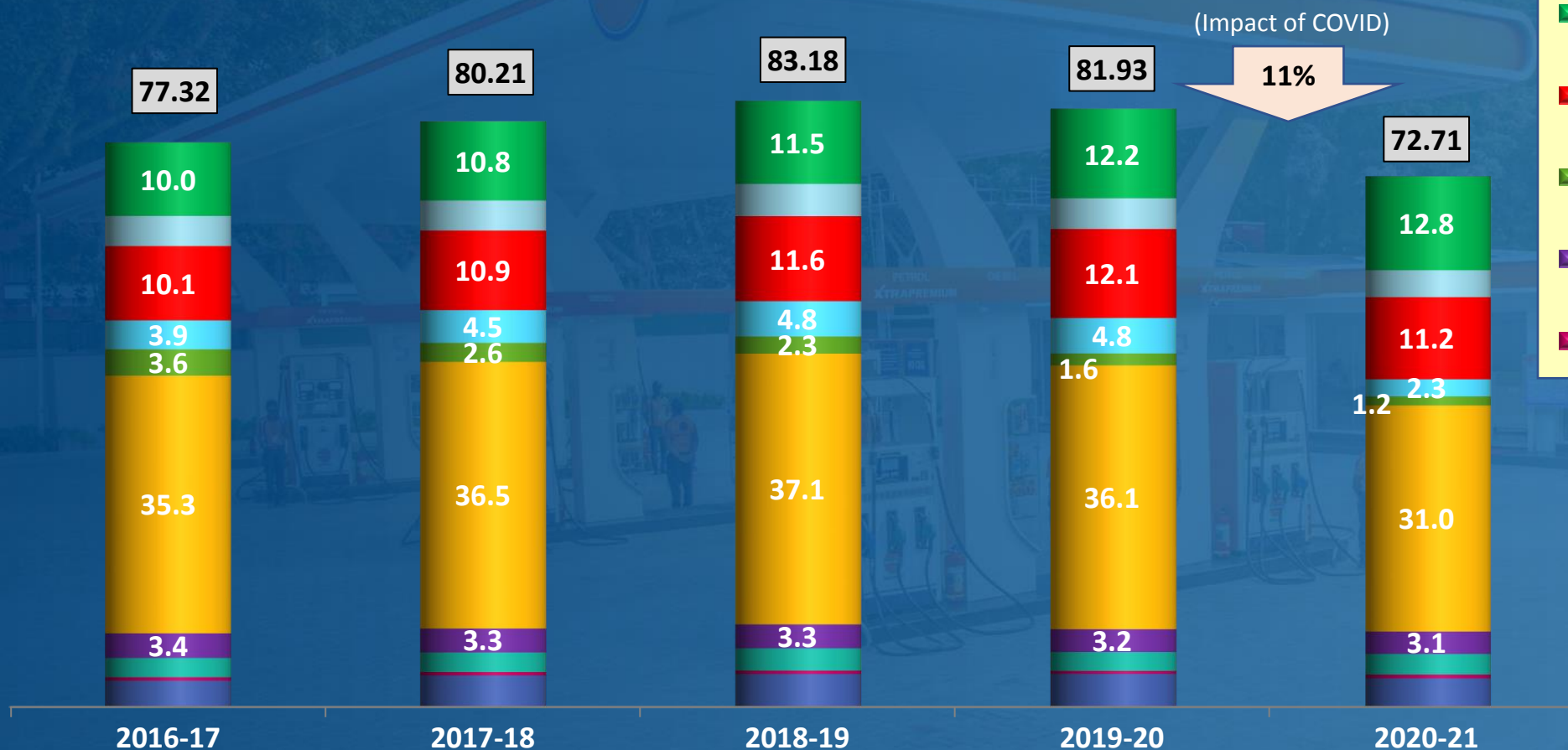
- EPMC services by IOCL
- 2809 Km long cross-country LPG pipeline
- Field Construction initiated in February 2021



Serving the nation with fuels and more....



Domestic POL Sales (MMT)



Sales of Key Products (MMT)

Product	2020-21	2019-20	% Change
MS-T	11.2	12.1	-7.6%
HSD-T	31.0	36.1	-14.2%
ATF	2.3	4.8	-52.0%
LPG	12.8	12.2	4.7%

Novel Customer Centric Marketing Initiatives



100 Octane Petrol

- Brand name XP100

XP-95 launched on 1st May 2021

Differentiated LPG

- Xtra-Tej | Fuel saving LPG

5 Kg Free Trade LPG cylinder

- Chhotu | Notched up sale of 4 TMT | 50% increase in corresponding sale in previous year

LPG cylinder booking thru missed call | Alexa

5 Kg & 10 Kg Composite Cylinders | DBC Combo 14.2Kg + 5 Kg

Integrated Transaction Processing Server at Retail Outlets

Dealer Management System



Redefining Marketing



Lube sales growth of ~25% (including exports)

- 100% increase in the vertical bottom-line

Lube based production growth

- New CIDW (Catalytic ISO Dewaxing) unit at Haldia Refinery | Lupech Project at Gujarat | Panipat expansion

Highest no. ever of 3,000 Retail Outlets were commissioned in 2020-21

- Taking the total to 32,060 (including 9915 KSKs)

Regaining the Institutional sales in STUs

- Telangana | Rajasthan | Gujarat
- Offering superior fuels and lubes combo

50 years of cutting edge R&D



Rich IP Portfolio

- 1,294 Patents filed till 31st March 2021
- 1,165 effective Patents as on 31st March 2021
- 180 patents granted in 2020-21

**New Campus at
investment of
3,200 Crores**

FIPI INNOVATOR OF THE YEAR

**Clarivate South and South East Asia Innovation
Award 2020**

Commercial demonstration of Eco- friendly Plastic to Fuel (IndEcoP2F) technology –

(Conversion of waste plastic at Digboi Refinery with 95.4 wt% plastic to fuel conversion)

**IOC-R&D existing
campus got Platinum
Rated Green Campus
certificate from
Indian Green Building
Council (IGBR)**

**EBMS transportation
in all product
evacuation lines of
Mathura established
and implemented**

**Intent to seed Hydrogen
Mobility by commoditizing
surplus quantities of
hydrogen at Gujarat Refinery
(for hydrogen dispensing facility
for fuel cell buses)**

Reducing import dependence through Biofuels



Awarded 1103 Lols for Compressed Bio Gas (CBG)

Marketing of CBG taking place from 11 plants through 18 Retail outlets in 5 states

- More than 900 MT CBG sold in 2020-21

Biodiesel from Used Cooking Oil (UCO)

- 22 LOIs issued with potential of 22 crore liters per annum of biodiesel supply

Ethanol blending in MS increased to 5.95% from 4.4% achieved during previous year



Hon'ble Union Minister of Petroleum & Natural Gas and Steel remotely flagging off the first supply of UCO Biodiesel blended HSD

Forging novel models of energy delivery



A portfolio of 230 MW
Renewable Energy Capacity

- 290 Million units generated in 2020-21 (238 TMT of CO2 Mitigation)

Electric Mobility

- 257 EV Charging Stations | 29 Battery Swapping Stations *(as on 31.03.2021)*

Next Gen Battery Technology

- IOC Phinergy Pvt Ltd (with Israel's Phinergy)
- Al-Air Battery Technology



Value creation in Petrochemicals



IndianOil achieved highest ever PC sales of 2.51 MMT

“Company of the year in Petrochemicals (Public Sector)” by FICCI

Product Applications & Development Centre (PADC) at Paradip

MoU with Odisha Industrial Infrastructure Development Corporation for development of Paradip Plastic Park

Four new Polymer grades introduced

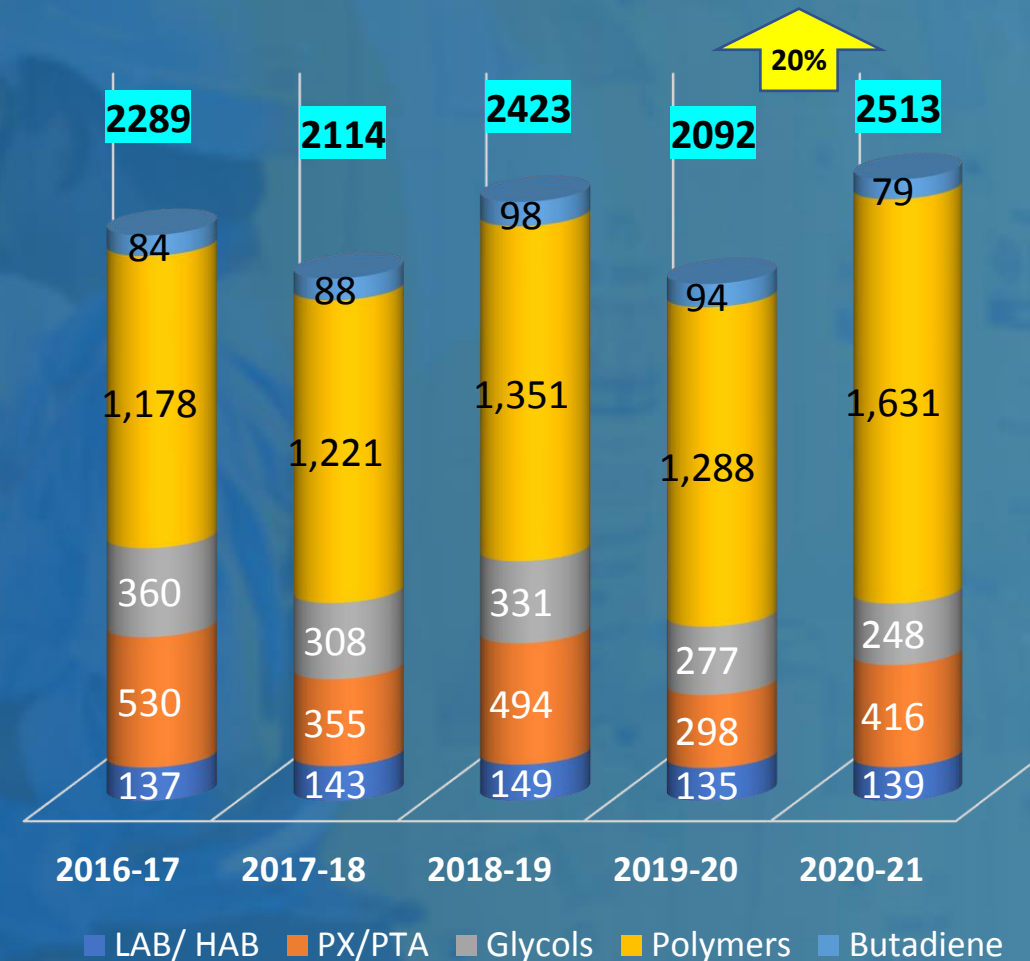
Panipat and Paradip to achieve Petrochemical Intensity Index (PII) of 15-20% upon completion of the ongoing projects.

- Intent to enhance PII to about 14 to 15% on a corporate basis by the year 2030.

Propylene imports for saturating PP production at Paradip

- One parcel (2.3 TMT) imported in Mar'21
- Long term contracts planned for increasing margins (Propylene import will increase margin of Paradip Refinery by ~Rs 1.2 Crore/parcel)

Domestic Petchem Sales (TMT)

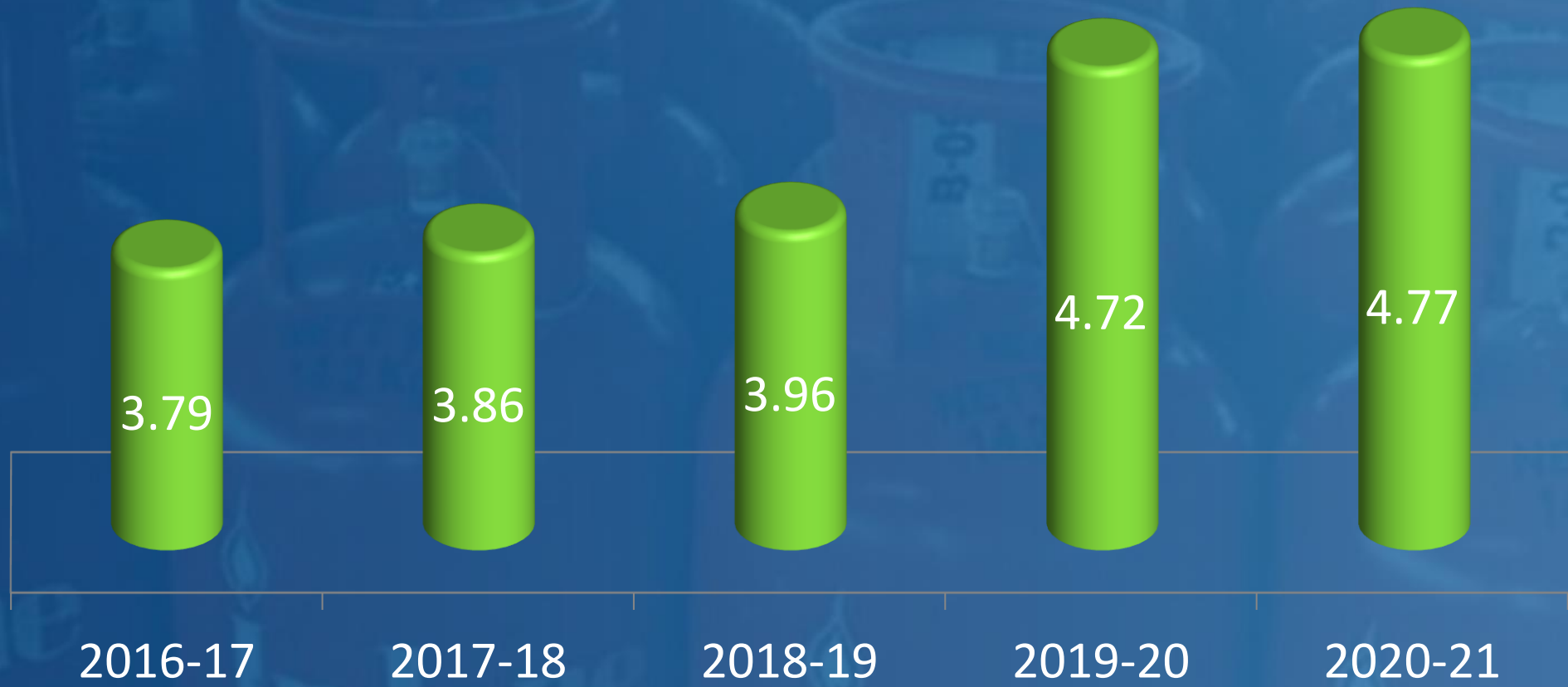


Gas Business



Steady Sales despite COVID Crisis

(Data in MMT)



Note: Includes Internal Consumption

Gas: Landmark Achievements



IndianOil will be setting-up 20 Auto-LNG Dispensing Stations, across the Golden Quadrilateral and North-South National Highways of India

12 CNG stations have been commissioned and 18 CNG stations mechanically completed upto FY 2020-21.

- **Parallely, IndianOil CGD JVCs commissioned CNG facilities at 64 stations in FY-21 resulting in the cumulative number of 174 CNG stations.**

In IOCL's Standalone GAs , Laying of Steel pipeline network of 5,800 Inch-km (600 km. length) completed upto FY 2020-21 .



IndianOil's CGD JVs provided ~60000 Domestic PNG connections in 20-21 and laid ~4817 Inch-Km of Steel & MDPE pipeline in spite of works getting severely impacted due to COVID-19.

Projects



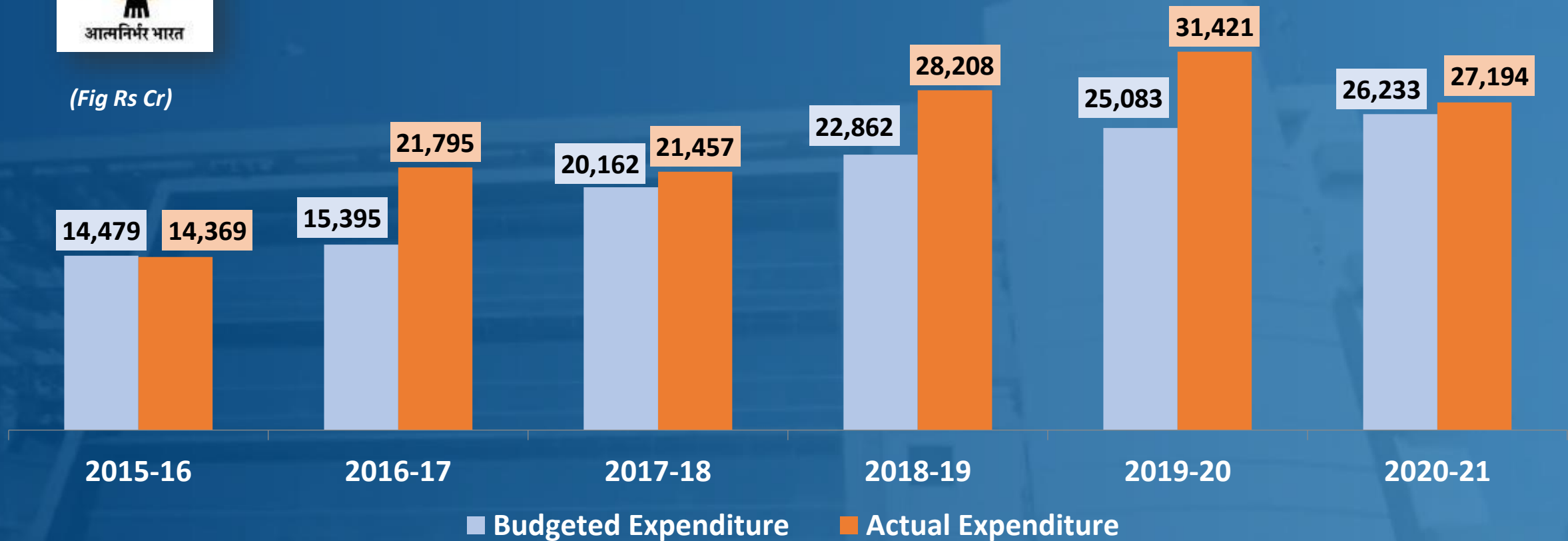
CAPEX Trend



Successfully met Capex target of 26,233 Crore for 2020-21

Project work with 100% safety compliance even in pandemic

(Fig Rs Cr)



IndianOil has set a target of Rs. 28,847 Cr for FY 21-22 including Rs. 3,016 Cr for equity investment in its JVs/ Subsidiaries

Major Projects under Implementation



Refineries (1/2)..

**Capacity Expansion of
Panipat Refinery from 15 to
25 MMTPA, Haryana**

Sept-24

Rs 34,627 Cr

**Petrochemical and Lube
Integration Project at Gujarat
Refinery, Gujarat**

Aug-24

Rs 18,936 Cr

**Barauni Refinery Capacity
Expansion from 6.0 to 9.0
MMTPA, Bihar**

Apr-23

Rs 14,810 Cr

**Integrated Para Xylene (PX)
and Purified Terephthalic
Acid (PTA) Project at
Paradip Refinery, Odisha**

Jan-24

Rs 13,805 Cr

**Ethylene Glycol (MEG)
Project at Paradip Refinery,
Odisha**

Oct-21

Rs 5654 Cr

**Acrylics/ Oxo Alcohol
Project at Gujarat Refinery,
Gujarat**

May-23

Rs 5251 Cr

**Indian Oil Technology
Development and
Deployment Centre at R&D
Campus-II, Faridabad,
Haryana**

Jul-23

Rs 3200 Cr

**Fuel Quality Upgradation
Project at Paradip Refinery**

Sept-22

Rs 3361 Cr

Major Projects under Implementation



Refineries (2/2)

PX-PTA Expansion Project at Panipat Refinery and Petrochemical Complex, Haryana

Dec-21

Rs 1,255 Cr

Installation of Second Catalytic Dewaxing Unit (CDW-II) at Haldia Refinery, West Bengal

Jan-23

Rs 1,019 Cr

2G Ethanol Plant at Panipat Refinery, Haryana

Mar-22

Rs 909 Cr

Installation of Ethanol Plant based on LanzaTech Gas Fermentation Technology along with associated facilities at Panipat Refinery, Haryana

Feb-22

Rs 598 Cr

Fuel Quality Upgradation Project at Guwahati Refinery, Assam

Jun-21

Rs 557 Cr

Naphtha Cracker Expansion Project at Panipat Refinery, Haryana

Apr-22

#Rs 1636 Cr

Infrastructure facilities at Gujarat Refinery and Dumad for Koyali-Ahmednagar-Solapur Pipeline, Gujarat

Oct 21

Rs 906 Cr

Major Projects under Implementation



Pipelines

Ennore - Thiruvallur -
Bengaluru - Puducherry -
Nagapattinam - Madurai -
Tuticorin NG Pipeline,

Feb-2022

Rs 6025 Cr

Crude Oil Pipeline in H-B
section of PHBPL and
Conversion of existing 18"
twin pipelines in H-B section
from Crude to Product and
Gas service

Mar-22

Rs 3696 Cr

Paradip - Hyderabad
Pipeline,

Mar-22

Rs 3338 Cr

Koyali - Ahmednagar-
Solapur Pipeline,

#Feb-2022

Rs 1945 Cr

Augmentation of Paradip -
Haldia - Durgapur LPG
Pipeline and its extension up
to Patna and Muzaffarpur

Dec-2021

Rs 3027 Cr

Augmentation of Salaya-
Mathura Crude Oil Pipeline
System to meet additional
crude oil requirement for
Koyali Refinery project,
Gujarat

#Aug-2023

Rs 1614 Cr

Replacement of Existing
Twin 42" Offshore Pipelines
at Vadinar along with 2
PLEM and one old Buoy,
Gujarat

#Dec-2022

Rs 1378 Cr

Paradip- Somnathpur- Haldia
Pipeline Project,

Mar-22

Rs 1297 Cr

Major Projects under Implementation



Marketing

LPG Import Terminal and Jetty at Cochin, Kerala

#Mar-2022

Rs 1236 Cr

Setting up Lube Complex at Villages Amullavoyal and Vaikkadu, Chennai as resitement of existing facilities at Tondiarpet, Chennai, Tamil Nadu

Rs 1398 crs

Construction of Captive POL/LPG Jetty at Kamarajar Port, Chennai, Tamil Nadu

#Oct-2023

Rs 921 Cr

LPG Import Facility at Paradip, Odisha

#May-2021

Rs 690 Cr

Construction of POL Terminal at Malkapur, Telangana

Rs 611 Cr

Augmentation of Kandla LPG Import Terminal, Gujarat

#Mar-23

Rs 730 Cr

Construction of Grass Root POL Terminal at Motihari, Bihar

Dec-21

Rs 522 Cr

Resitement of Ramnagar depot at Moinarbad, Silchar, Assam

#Jun-21

Rs 502 Cr

* Completion duration is 24 months from the date of statutory approvals. Schedule / Anticipated completion and delay to be assessed after receipt of statutory approvals.

** Completion duration is 36 months from the date of receipt of statutory approval. Anticipated completion and delay to be assessed after receipt of statutory approvals.

Major Projects under Implementation



City Gas Distribution (CGD)

**Palakkad & Thrissur
Districts**

#Apr-27

Rs 3065 Cr

**Coimbatore district,
Tamil Nadu**

#Feb-27

Rs 2998 Cr

**Muzaffarpur, Vaishali, Saran
and Samastipur districts, Bihar**

#Feb-28

Rs 2996 Cr

**Srikakulam, Visakhapatnam
and Vizianagaram AP**

#Aug-27

Rs 2880 Cr

**Kozhikode & wayanad
Districts, Kerala**

#Aug-27

Rs 2047 Cr

**Malappuram District,
Kerala**

#Apr-27

Rs 1874 Cr

**Kannur, Kasargod & Mahe Districts,
Kerala and Puducherry (UT)**

#Apr-27

Rs 1864 Cr

**Burdwan District, West
Bengal**

#Feb-27

Rs 1381.51 Cr

**Salem district, Tamil
Nadu**

#Feb-27

Rs 1304 Cr

**Araria, Purnia, Katihar and
Kishanganj districts, Bihar**

#Feb-28

Rs 988 Cr

Excelling Human Resources



PCMM Level 3 certification

- People Capability Maturity Model® (People CMM®)
- We're the first large PSU to achieve Level 3. We're now embarking on a journey towards Level 4.

e-learning platform Swadhyaya

- More than 850 modules covering about 70 functions
- > 7.5 Lakh modules completed by employees
- 40 audio podcasts have been added to the learning content

Online portal for
Engagement of
Apprentices

Employee
Satisfaction/Engagement
Survey

FIPI Oil & Gas Awards 2020

- Oil & Gas Pipeline Transportation- Company of the Year
- Innovator of the Year- Team (Team Led by Dr. SSV Ramakumar)
- Digitally Advanced Company of the Year

Reconfiguring the people's strength

Strict safety protocols at operating locations

Work from home deployment at administrative locations

IT Interventions

- Mobile apps for tele-consultation and consultancy
- Reaching out to retired employees

liPM becomes the first PSU Training Institute to be accredited with ISO 21001: 2018 – Educational Organisation Management System (EOMS)



Financials



Turnover

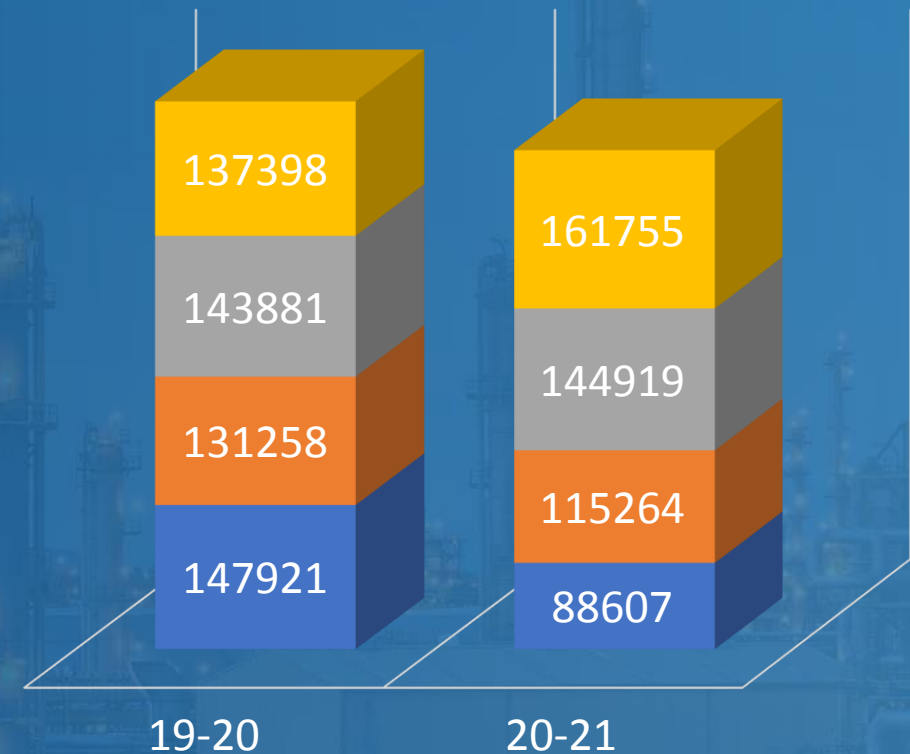


Rs. crore

Particular	2019-20	2020-21	Var (%)
Petroleum	5,23,850	4,74,344	-9
Petrochemicals	15,832	19,564	24
Gas (Incl. upstream sales)	12,388	10,065	-19
Exports	21,854	16,777	-23
Turnover (Gross)	5,73,924	5,20,750	-9
Less: Discount	13,466	10,204	-24
Turnover (Net)	5,60,458	5,10,546	-9
Other Revenue including Subsidy	5,896	4,344	-26
Revenue from Operations	5,66,354	5,14,890	-9

Turnover (Net)

■ Q1 ■ Q2 ■ Q3 ■ Q4



Quantity Variance: Rs. (54,737) crore
Price Variation: Rs. 3,274 crore

Profits



Profit After Tax (Rs. crore)



Profits (Quarterly)



Profit After Tax (Rs. crore)



Under-Recoveries

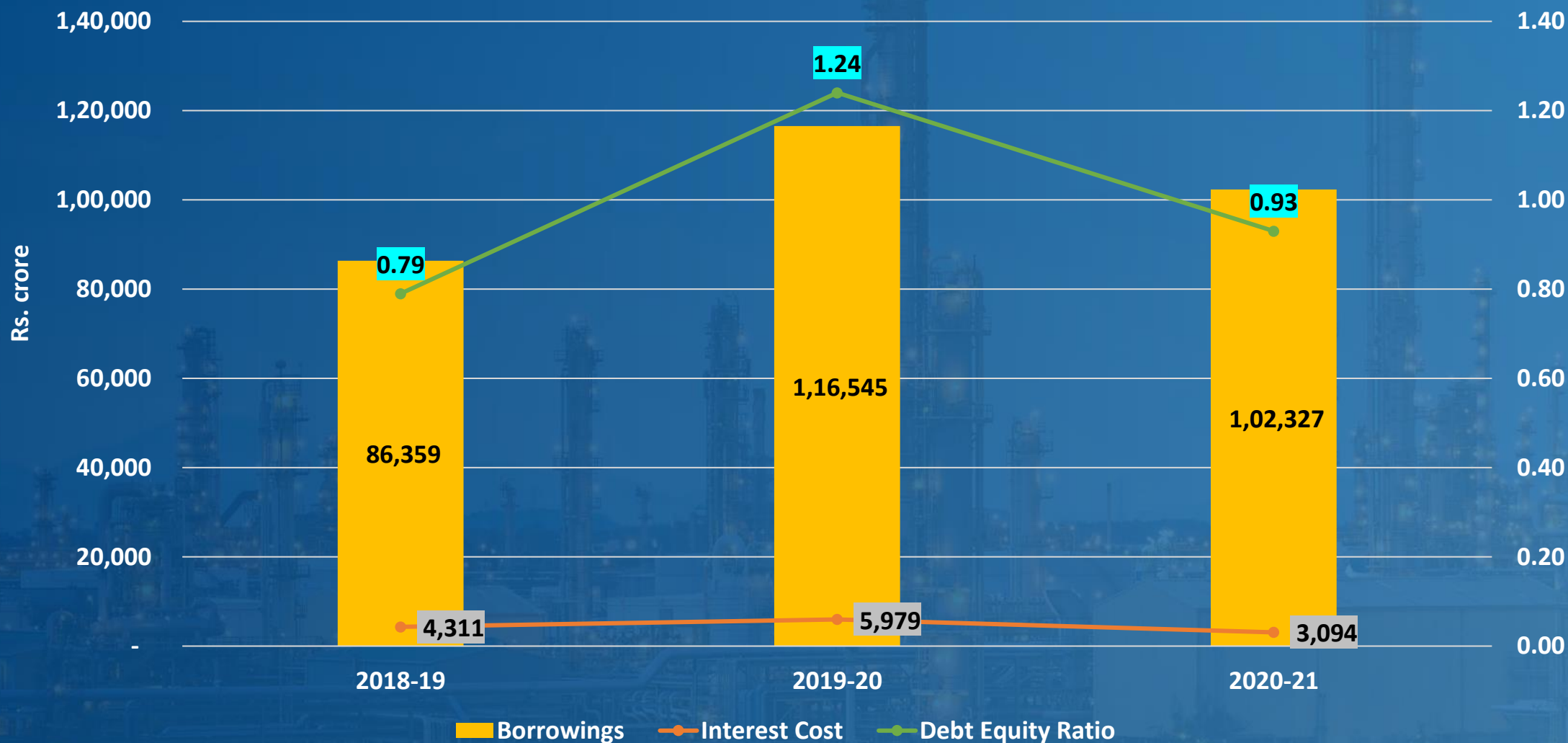


Rs. crore

Parameter	2018-19	2019-20	2020-21
Under-Recovery on SKO	4,110	1,296	0
Claims thru DBTL – LPG	15,638	11,576	1,660
Total	19,748	12,872	1,660

All under-recoveries are fully compensated.

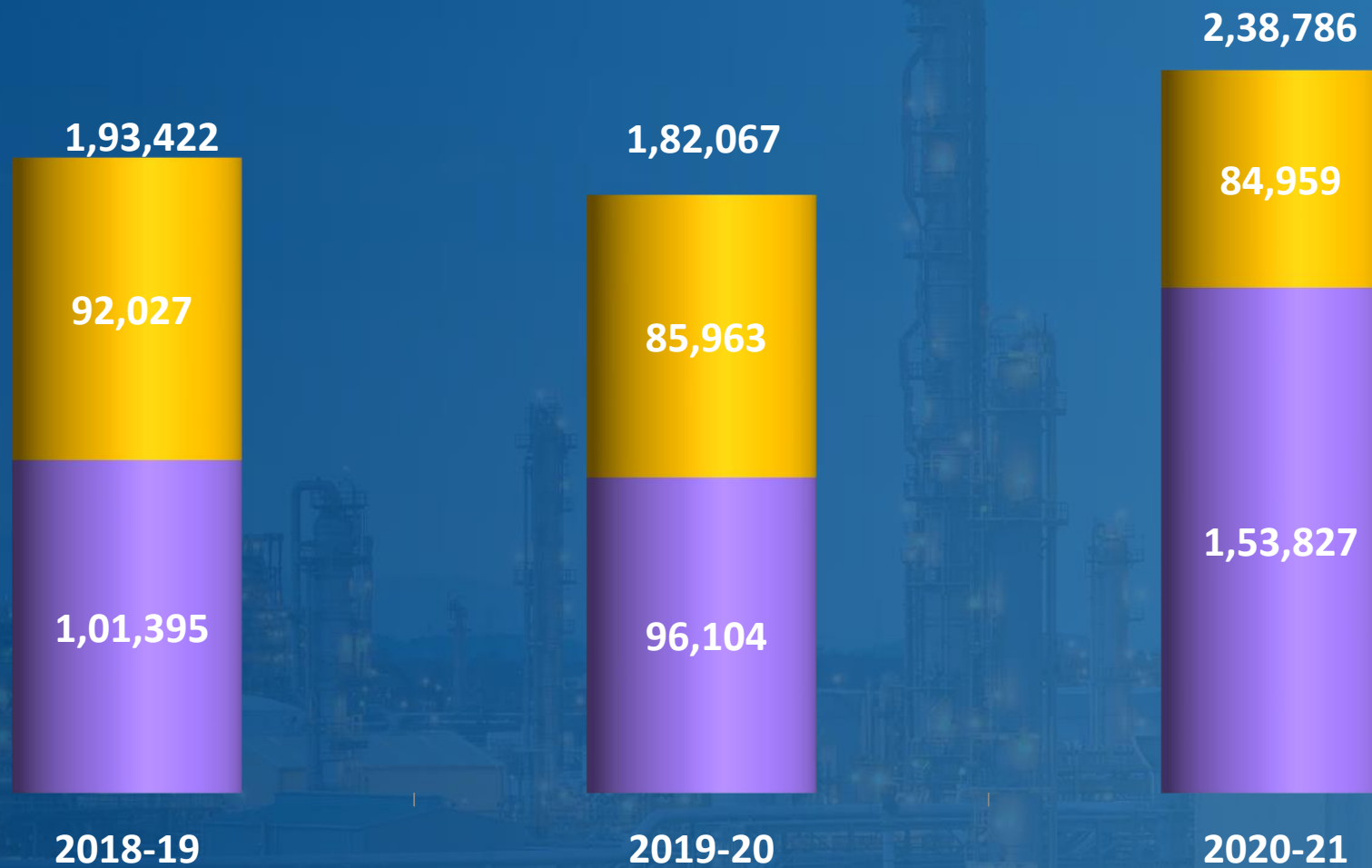
Leverage



Contribution to Exchequer



Rs. crore



A few elements of future strategy



Consolidation of Existing Business

- Brownfield expansions with value added products
- Cost leadership thru business process transformation
- Increasing LPG import and pipeline capacity; widening product mix
- Leveraging digitilisation for reliable and consistent service delivery
- Logistics Optimization

Diversification

- Building Natural gas import and transportation capacity
- Raising Upstream Integration Ratio from ~ 5.4% to over 12% by 2029-30
- Renewables: solar | wind capacity augmentation
- Bio-Fuel forays : Waste-to-Energy | 2G/3G Ethanol | CBG

Being Future Ready

- Petrochemical Capacity addition with expanding product portfolio
- Expanding footprints in attractive overseas geographies
- Future Energy Avenues: H-CNG | EV Battery
- Enhanced customer connect thru digital initiatives

Our Sportspersons Shining



Past IndianOil Arjuna Awardees include: Ajinkya Rahane, Cheteshwar Pujara, Pullela Gopichand, P Kashyap, Abhinav Shyam Gupta, Sikki Reddy, Aditya Mehta, DV Prasad, SS Ganguly, D Harika, Deepak Thakur, Prabhjot Singh, VR Raghunath, Sharath Kamal, Soumyadeep Roy and Rohan Bopanna.

Rajiv Gandhi Khel Ratna

- Cricketer Rohit Sharma
- Commonwealth Games medallist Manika Batra (Table Tennis)

Arjuna Award

- Asian Games medallist Divij Sharan (Tennis)
- Commonwealth Games medallist Chirag Shetty (Badminton)

Dhyan Chand Award for lifetime contribution

- Commonwealth Games medallist Trupti Murgunde

PEHLE INDIAN PHIR OIL



Thank You

