



सत्यमेव जयते



IndianOil

MEMORANDUM OF UNDERSTANDING

BETWEEN

INDIAN OIL CORPORATION LIMITED

AND

GOVERNMENT OF INDIA

(Ministry of Petroleum & Natural Gas)

For

2020-21

Main Copy

(9.10.2020)

MOU PERFORMANCE EVALUATION PARAMETERS AND TARGETS (YEAR 2020-21)

Mandatory Parameters Annexure - II [Part A]

S. No.	Performance Criteria	Unit	Marks	2019-20 Est.	Best in 5 Years	MoU Targets for the year 2020-21				% Improvement	
						Excellent	V. Good	Good	Fair		Poor
i	Turnover:										
a	Revenue from Operations (Net of Taxes) excl. CPSE OMCs Sales	Rs. Crore	10	4,29,005	4,61,959	3,74,000	3,61,000	3,31,000	3,26,000	3,21,000	--
ii	Operating Profit / Loss:										
a	Operating Profit as % of Revenue from Operations	%	20	0.83	6.87	6.87	4.00	3.50	3.00	2.50	--
iii	Return on Investment:										
a	PAT as a % of Average Net worth	%	20	10.84	24.63	24.63	17.00	15.00	13.00	11.00	--
	Sub Total		50								

Note:

- PPAC has given Crude rate and Exchange rate for 2020-21 as \$40/barrel & Rs. 76/\$ respectively.
- Price variation formula for adjustments in crude and exchange rate is as under:
 - Revised target for Revenue from Operations (RO) = Target of RO (1 + Exchange Variation x 1.165% + Crude Oil Variation x 1.0672%)
 - Exchange Variation = Variation from Rs. 76/USD.
 - Crude Price Variation = Variation from Crude Price of \$40/bbl.

Other Parameters [Annexure - II (Part B)]

S. No.	Performance Criteria	Unit	Marks	2019-20 Est.	Best in 5 Years	MoU Targets for the year 2020-21					% Improvement
						Excellent	V. Good	Good	Fair	Poor	
iv	Capacity Utilization:										
a	Refineries Throughput including Petrochemicals	MMT	7	72.20	74.80	74.80	72.20	66.20	65.20	64.20	--
v	Production Efficiency parameters:										
a	Percentage of Ethanol Blending under EBP	%	2	4.40	5.25	5.00	4.50	4.00	3.50	3.30	--
vi	Achievement of CAPEX target of Rs.26,233 Crore	%	15	--	--	120	100	90	85	80	--
vii	Percentage of value of CAPEX contracts / projects running / completed during the year without time / cost overrun to total value of CAPEX contracts running / completed during the year	%	5	--	100	100	95	90	85	80	--
viii	Increase in Market Share:										
a	Achievement of targets as given by Administrative Ministry for PNG Connections i.e. 5.35 lakhs	%	2	--	--	100	70	65	60	55	--
b	Achievement of targets as given by Administrative Ministry for CNG Stations i.e. 301 Nos.	%	2	--	--	100	90	81	72	63	--

52

S. No.	Performance Criteria	Unit	Marks	2019-20 Est.	Best in 5 Years	MoU Targets for the year 2020-21					% Improvement
						Excellent	V. Good	Good	Fair	Poor	
c	Achievement of targets as given by Administrative Ministry for Work Order for establishment of CNG Station under DODO Policy i.e.600 Nos.	%	1	--	--	100	70	65	60	55	--
d	Achievement of targets as given by Administrative Ministry for Financial Closure of Compressed Bio Gas (CBG) achieved i.e. 300 Nos.	%	2	--	--	100	70	65	60	55	--
e	Achievement of targets as given by Administrative Ministry for Commissioning of New Retail Outlets i.e. 1200 Nos.	%	1	--	--	100	95	90	85	80	--
ix	Reduction in Claims against the Company not acknowledged as debt:										
a	Reduction in claims against the company not acknowledged as debt- Overall	%	3	-	-	20	18	16	14	12	-
x	Other sector specific result oriented measurable parameters:										
a	Achievement of Dividend target as given by DIPAM	%	2	--	--	100	95	90	85	80	--

552

S. No.	Performance Criteria	Unit	Marks	2019-20 Est.	Best in 5 Years	MoU Targets for the year 2020-21					% Improvement
						Excellent	Good	Fair	Poor		
b	MoU parameter related to GeM: Percentage of procurement of goods and services through GeM portal to total procurement of goods and services during the previous year i.e. FY 2019-20	%	5	--	--	25	20	15	10	5	--
c	Asset Monetization:										
i	Preparation of assets monetization plan (AMP)	Date	1	--	--	15-11-2020	22-11-2020	28-11-2020	05-12-2020	12-12-2020	--
ii	Approval of assets monetization plan from DIPAM	Date	1	--	--	01-01-2021	07-01-2021	14-01-2021	21-01-2021	28-01-2021	--
iii	Achievement of milestone approved for the year 20-21 by DIPAM in Approved assets monetization plan	Date	1	--	--	31-03-2021	--	--	--	--	--
	Sub Total		50								
	Grand Total Weight		100								

1. In working out achievements for the year, quantified qualifications of CAG/Statutory Auditors would be adjusted in case of overstatement of Revenue/Profit/Surplus or understatement of Loss/Deficit, in addition to negative marks prescribed in MoU Guidelines.
2. Adjustment would be made in targets in case of improvement in actual performance over the estimated performance in the base year (2019-20) as per MoU Guidelines.

3. It was agreed that targets decided are unconditional and no offset will be allowed on any ground. Further, evaluation would be subject to compliance of Additional Eligibility criteria as contained in MoU Guidelines.

The Memorandum of Understanding for the year 2020-21 is hereby agreed and signed on this 9th day of October 2020



Shrikant Madhav Vaidya
Chairman

Indian Oil Corporation Ltd



Tarun Kapoor
Secretary to the Govt. of India

Ministry of Petroleum & Natural Gas

5/11