

सत्यमेव जयते



IndianOil

MEMORANDUM OF UNDERSTANDING

BETWEEN

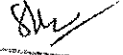
INDIAN OIL CORPORATION LIMITED

AND

GOVERNMENT OF INDIA

(Ministry of Petroleum & Natural Gas)

For

MoU 2015-16
Approved by DPETTF
Signed 

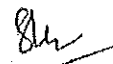
2015-16

**SIGNED MoU DOCUMENT
(31.03.2015)**

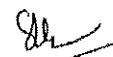
Chapter II

Criterion and Targets (As per Annexure II of DPE Guidelines)


MOU PERFORMANCE EVALUATION PARAMETERS AND TARGETS (Year 2015-16)								
S. No	EVALUATION CRITERIA	UNIT	%WT	MoU 2015-16 TARGETS				
				(5) Excellent	(4) Very Good	(3) Good	(2) Fair	(1) Poor
1	Static / Financial Parameters (Weight - 50%)							
	Growth / Size / Activity							
1	Sales Turnover	(Rs Cr)	15	3,44,480	3,37,825	3,31,170	3,24,515	3,17,860
2	Gross Operating Margin	(Rs Cr)	15	26,515	25,367	24,219	23,071	21,923
	Profitability							
3	EBITDA / Net Block	%	15	23.29	22.04	20.80	19.55	18.31
	Costs and Output Efficiency							
4	Gross Refining Margin - Excluding PDRP	(\$/bbl)	5	3.88	3.82	3.76	3.70	3.64
2	Dynamic/ Non-Financial Parameters							
(i)	CSR and Sustainability (Weight - 1%)							
1	No. of ROs to be Solarised	Nos.	1	1500	1425	1350	1275	1200
(ii)	R&D (Weight - 3%)							
1	No. of Patents to be filed in 2015-16	Nos.	1	30	28	26	24	22
	R&D Projects							
2	Development of Passenger Car Diesel Engine Oil meeting A5/B5 performance level in SAE 5W30 grade	Date	1	31.01.2016	15.02.2016	29.02.2016	15.03.2016	31.03.2016
3	Development of biomass pyrolysis process for production of stabilized bio-oil	Date	1	31.01.2016	15.02.2016	29.02.2016	15.03.2016	31.03.2016

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MOU PERFORMANCE EVALUATION PARAMETERS AND TARGETS (Year 2015-16)								
S. No	EVALUATION CRITERIA	UNIT	%WT	MoU 2015-16 TARGETS				
				(5)	(4)	(3)	(2)	(1)
				Excellent	Very Good	Good	Fair	Poor
(iii) Initiatives for Growth (Weight - 19%)								
(a) Physical Targets								
1	Refinery Crude T'put (Excluding Paradip Refinery)	MMT	6	55.00	54.20	53.70	53.20	52.70
2	Crude T'put from Paradip Refinery	MMT	2	3.75	3.00	2.75	2.50	2.25
3	Pipeline T'put (Excluding Paradip Refinery)	MMT	4	76.50	75.75	75.00	74.25	73.50
4	Sales Volume (Excluding sales to OMCs; Including (a) Domestic sales of Petroleum Products, PC, Gas Sales (Including Gas purchased for use in own refineries) & Explosives (b) Export Sales.)	MMT	7	76.00	75.00	74.00	73.00	72.00
(iv) Project Management and Implementation (Weight - 10%)								
(a) Capacity Addition								
1	Debottlenecking of Salaya-Mathura Pipeline: Mechanical completion of Mainline	Date	1	31.12.2015	31.01.2016	29.02.2016	15.03.2016	31.03.2016
2	Polypropylene Project at Paradip : Award of LSTK contract	Date	1	Jun'15	Jul'15	Aug'15	Sep'15	Oct'15
3	Ennore LNG Terminal Project:							
a	Completion of land filling and boundary wall	Date	1	31.01.2016	15.02.2016	29.02.2016	15.03.2016	31.03.2016
b	Completion of piling works for LSTK-1 (Tankage) package	Date	1	01.03.2016	07.03.2016	15.03.2016	22.03.2016	31.03.2016
(b) CAPEX								
1	% Expenditure of approved Plan and Non Plan CAPEX (Rs 14,478 Crore)	%	6	100	95	90	85	80

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				(5) Excellent	(4) Very Good	(3) Good	(2) Fair	(1) Poor
(v) Productivity and Internal Processes (Weight - 7%)								
(a) Asset/ Machine/ Facility Utilization/ Downtime								
1	Distillate Yield (Excluding Paradip Refinery)	%	3	78.2	77.8	77.6	77.4	77.2
(b) Measures taken to increase efficiency and productivity of manpower / resources								
1	Energy Intensity Index (Excluding Paradip Refinery)	EII	3	104	105	106	107	108
(c) Customer Satisfaction and redress of customer grievances								
1	% of waitlist connection cleared within 7 days of registration	%	1	90	85	80	75	70
(vi) Technology, quality and Innovative practices (Weight - 4%)								
(a) New Technologies/ improving existing ones other innovative practices								
1	RO Automation	Nos.	1	1700	1600	1500	1400	1300
2	Implementation of integrated e-Indenting system (SMS/ Mobile App/ Web) for ROs by 31.03.16	%	1	100	90	80	75	70

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				(5)	(4)	(3)	(2)	(1)
				Excellent	Very Good	Good	Fair	Poor
(b) Safety Management - Safety incidents Index, reportable incidents								
1	No. of Reportable accidents (Lost Time Accident) in Refineries per million man-hours worked	Nos.	1	0.100	0.106	0.112	0.118	0.124
2	Safety Audit Compliance by 31.03.2016 of all External and Internal Safety audits conducted till Mar'14	%	1	100	90	80	75	70
3 Sector Specific / Enterprise Specific Parameter (Weight - 6%)								
1	KSK / Rural RO commissioning	Nos.	2	450	425	400	375	350
2	Issue of LOIs for RGGLV Distributorships	No.	1	450	428	405	383	360
3	Sales of Petrochemicals (Domestic Sales plus Exports)	MMT	2	2.20	2.15	2.10	2.05	2.00
4	Sourcing of LNG Cargoes	Nos.	1	3	2	1	0	0
Total		Wt (%)	100					
<p>1. Negative Marking:</p> <ul style="list-style-type: none"> - Non-compliance of DPE guidelines and Corporate Governance as per para no. 3.22 and 3.23 of MoU guidelines 2015-16, shall attract negative marking. - In case of inconsistency between the compliance certificate submitted by CPSE and the observations in the CAG report (commercial and compliance audit), CPSE will be penalized by reduction of 1 (one) mark. 								
<p>2. Timely submission of periodical reports to various Ministries/ Departments related to projects to be ensured.</p>								

Documentary evidence as proof of performance shall include Annual Report, Internal / External documents.

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