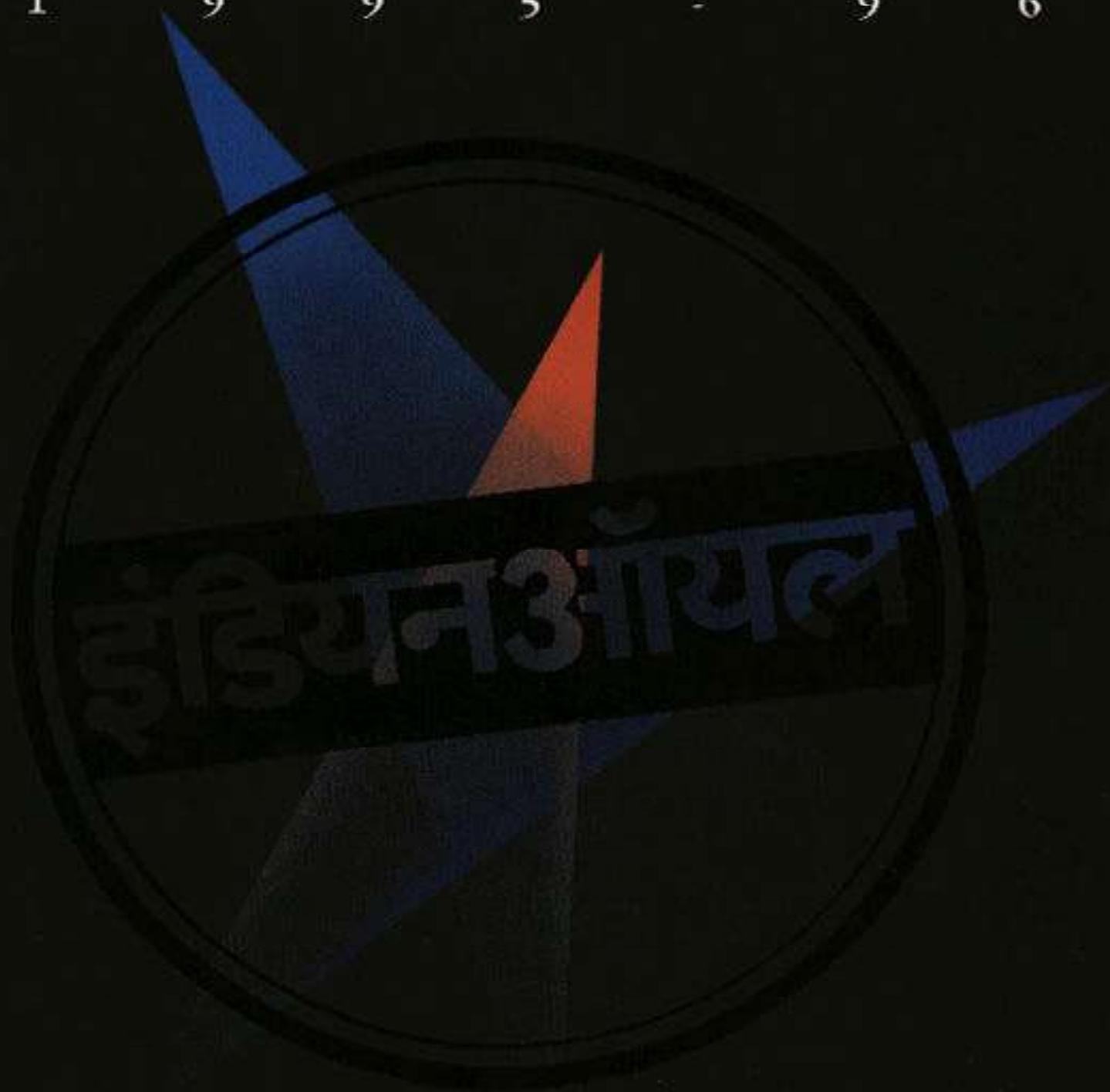
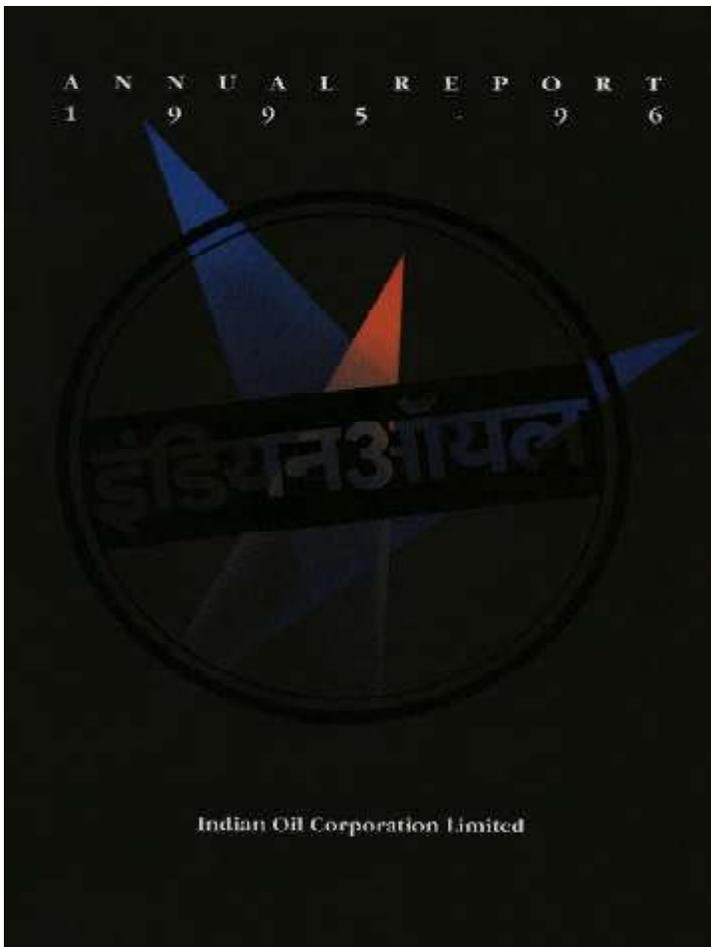


A N N U A L R E P O R T
1 9 9 5 - 9 6



Indian Oil Corporation Limited



Building on our core competence. And reaching out in related areas to make a difference. To ensure that we always deliver the very best to our customers. That is the Indianoil philosophy. A philosophy from which spring our business development plans. That will enable us to stay ahead. And be a star on the horizon.



Indian Oil Corporation Limited

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Indian Oil Corporation Ltd. is the largest commercial undertaking in India. It is the only Indian company in the Fortune "Global 500" ranking of the world's largest industrial and service companies. Among the petroleum refining companies, it is ranked at 19th place by profits and 22nd by sales. Among the top Asian companies, Indianoil is ranked 92nd by sales.

Incorporated in 1959 as Indian Oil Company Limited, it became a Corporation in 1964 when Indian Refineries Limited (Estd. 1958) was merged with the company.

Indianoil owns and operates six of the country's 14 refineries with refining share of about 40%. Its seventh refinery of six million tonnes capacity at Panipat in north-west India is due for commissioning in 1997-98. Another grassroots refinery is planned on the east coast in collaboration with Kuwait Petroleum Corporation.

It has a 5293 km network of pipelines comparable with that of any standard oil company in the world, for economical, reliable and eco-friendly transportation of crude oil and petroleum products.

Indianoil meets over 55% of the petroleum products consumption of India and is also the canalising agency for import of crude oil and major petroleum products. Its extensive network of over 17,000 retail sales points covers the entire country, and is backed for supplies by 178 terminals and depots, 35 LPG bottling plants, 94 aviation fuel stations, 44 divisional offices and 32 Indane area offices.

Indianoil is the only oil company in the country with over 30 units having earned the ISO 9001/9002 accreditation. These include five refineries, pipelines, major aviation fuel stations, quality control laboratories and LPG bottling plant. Indianoil's Mathura refinery is the only one in Asia and among a few in the world to earn the British Standard BS-7750 in environment management.

In its constant endeavour for technology upgradation and better products and services for its customers, the Corporation has joined hands with several companies from India and abroad. It is developing tankage infrastructure in association with Oil Tanking, Germany and IBP Co. Two other joint venture companies, IndoMobil and Avi Oil India, offer premium and speciality lubricants.

Indianoil is the only oil refining and marketing company in India with a comprehensive R&D Centre which has earned the ISO 9001 certification and done pioneering work in lubricants, refinery processes and pipeline transportation. It has developed nearly 1,600 lubricant formulations and obtained approvals from national and international equipment builders. A wholly-owned subsidiary, Indian Oil Blending Ltd., manufactures over 400 grades of the country's leading SERVO brand lubricants and greases.

Indianoil has initiated plans for vertical integration and is pursuing ventures in oil exploration & production, petrochemicals and power generation. It is also globalising its consultancy and R&D activities as well as marketing of lubricants. Over a dozen countries have already availed of Indianoil's consultancy services.



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Indian Oil Corporation Limited

Registered Office : Indianoil Bhawan,
G-9, Ali Yavar Jung Marg,
Bandra (East), Mumbai-400 051

37th Annual Report

In this Report one lakh corresponds to 0.1 million and one crore to ten million



Corporate Mission

To achieve international standards of excellence in petroleum refining, marketing and transportation with concern for customer satisfaction.

To create a modern technology base for self-reliance, growth and development of the business.

To contribute to the national economy by providing adequate return on investment and by setting high standard of leadership in productivity and total quality.

To foster a culture of participation and innovation for employee growth and contribution.

To help enrich quality of life of the community and preserve ecological balance and national heritage.



Objectives and Obligations

OBJECTIVES

To serve the national interests in the oil and related sectors in accordance and consistent with Government policies.

To ensure and maintain continuous and smooth supplies of petroleum products by way of crude refining, transportation and marketing activities and to provide appropriate assistance to the consumer to conserve and use petroleum products most efficiently.

To earn a reasonable rate of return on investment.

To work towards the achievement of self-sufficiency in the field of oil refining by setting up adequate domestic capacity and to build up expertise for pipe laying for crude/petroleum products.

To create a strong research and development base in the field of oil refining and stimulate the development of new petroleum product formulations with a view to minimise/eliminate their imports, if any, and

To maximise utilisation of the existing facilities in order to improve efficiency and increase productivity.

OBLIGATIONS

Towards customers and dealers

To provide prompt, courteous and efficient service and quality products at fair and reasonable prices.

Towards suppliers

To ensure prompt dealings with integrity, impartiality and courtesy and to promote ancillary industries.

Towards employees

Develop their capability and advancement through appropriate training and career planning.

Expeditious redressal of grievances



Fair dealings with recognised representatives of employees in pursuance of healthy trade union practice and sound personnel policies in keeping with public sector philosophy.

Towards community

To ensure quality products through proper distribution at fair prices to the people.

To develop techno-economically viable products for the benefit of the people.

To encourage progressive indigenous manufacture of products and materials so as to substitute imports.

To avoid and control environmental pollution in its manufacturing plants and townships by taking suitable and effective measures.

Improve the condition of Scheduled Castes/Scheduled Tribes in pursuance of national policies.

To help acceleration of all-round development of villages by providing assistance to educated unemployed to earn a living etc.

FINANCIAL OBJECTIVES

To ensure adequate return on the capital employed and maintain a reasonable annual dividend on its equity capital.

To ensure maximum economy in expenditure.

To generate sufficient internal resources for financing partly/wholly expenditure on new capital projects.

To develop long-term corporate plans to provide adequate growth of the activities of the Corporation.

To continue to make an effort in bringing a reduction in cost of production of petroleum products manufactured by means of systematic cost control measures.

To endeavour to complete all planned projects within the stipulated time and within the stipulated cost estimates.



Board of Directors

R. K. Narang

Chairman

Devi Dayal**M.A. Pathan**

Director (Marketing)

Nirmal Singh**S.C. Mathur**

Director (Finance)

Dr. Uddesh Kohli

(upto 3.11.1995)

A.K. AroraDirector
(Refineries & Pipelines)**Prabir Sengupta**

(w.e.f. 3.11.1995)

Subodh Mittal

Director (Personnel)

Dr. A.N. Saxena

(upto 31.5.1996)

Secretary

R. Narayanan

Board of Directors



From left to right : Mr. Subodh Mittal, Mr. M. A. Pathan, Mr. R.K. Narang, Mr. S.C. Mathur and Mr. A.K. Arora



Mr. Nirmal Singh



Mr. Devi Dayal



Mr. Prabir Sengupta



Principal Executives

CORPORATE OFFICE

K. Lakshmandas	Executive Director (Internal Audit)
U.K. Dikshit	Executive Director (HRD& IIPM)
K. Chakravarthi	Executive Director (Vigilance)
M.B.L. Agarwal	Executive Director (International Trade & Corporate Finance)
K.C. Joseph	General Manager (Human Resource)
P.K. Agarwal	General Manager (Corporate Planning & Economic Analysis)
G. Sarpal	General Manager (Human Resource)
B.B. Chakravorty	General Manager (Power Projects)

REFINERIES & PIPELINES DIVISION

U.S. Prasad	Executive Director (Projects)
S.N. Jha	Executive Director (KBPL)
A.M. Uplenchwar	Executive Director (Pipelines)
S.L. Das	Executive Director (Human Resource)
A.M. Prasad	General Manager (Projects)
R.K. Sabharwal	General Manager (Maintenance & Inspection)
K.M. Bansal	General Manager
S.K. Khanna	General Manager (Safety & Environment Protection)
B.K. Mittal	General Manager (Human Resource)
Jaspal Singh	General Manager (Eastern India Refinery Project)
K.K. Sinha	General Manager (Haldia-Barauni Pipeline)

S.C. Aggarwal

General Manager
(Human Resource, Pipelines)

REFINERY

Gauranga Sinha	Executive Director Haldia Refinery
J.L. Raina	Executive Director Mathura Refinery
L.K. Raina	Executive Director Panipat Refinery Project)
P.K. Biswas	General Manager (Tech) Haldia Refinery
P.S. Rao	General Manager I/C Gujarat Refinery
R. Shah	General Manager (Tech) Gujarat Refinery
P.V.R. Ayyar	General Manager (Tech) Panipat Refinery Project
Rajendra Prasad	General Manager Panipat Refinery Project
B.K. Mukherjee	General Manager (Tech) Mathura Refinery
S.S. Saini	General Manager Barauni Refinery
K.K. Konar	General Manager Guwahati Refinery

MARKETING DIVISION (Head Office)

O.N. Marwaha	Executive Director (LPG)
P. Sudarsanam (Projects Pipelines)	Executive Director (Lubes)
G.S.K. Masud	Executive Director (HR & Systems)
P. Sugavanam	Executive Director (Finance)
M.S. Ramachandran	Executive Director (Marketing Operations)
P. Banerjee	Executive Director (Infrastructure & Planning Development)



M. Bhadrachalam	Executive e Director (Project & Construction Group)	S. Rammohan	Executive Director Eastern Region
K.K. Dhingra	General Manager (LPG-Engineering)	A. Chandrasekharan	General Manager (Sales) Southern Region
Narender Singh	General Manager (Sales)	D.R. Bhojwani	General Manager (Sales) Western Region
C.F. Pereira	General Manager (Operations)	Tapas Ray	General Manager (Sales) Eastern Region
N.R. Bhoopatkar	General Manager (Lube Production & IOBL)	Arun Jyoti	General Manager Divisional Office Mumbai
P.S. Govindarajan	General Manager (Planning)	L.K. Mathur	General Manager Divisional Office New Delhi
C.K. Dixit	General Manager (Internal Audit)	Abraham Thomas	General Manager Divisional Office Calcutta
S.Y. Gharpure	General Manage (Maintenance & Inspection)	S.J. Anantaraj	General Manager Divisional Office Madras
M.V. Kittur	General Manager (Engineering)	M.E. Vasu	General Manager (LPG) Northern Region
S. Basu	General Manager (Supply & Distribution)	J. L. Seth	General Manager (Operations) Northern Region
P.S. Krishnan	General Manager (Systems)		
B.K. Das	General Manager (Aviation)	ASSAM OIL DIVISION	
L.V. Mahadevan	General Manager (LPG–Finance)	A.N. Das	Executive Director Digboi
K. Ramachandran	General Manager (Lubes–Marketing Operations)	H.N. Hazarika	General Manager (Tech) Digboi
M.K. Janardanan	General Manager (Shipping)		
V.K. Choudhuri	General Manager (LPG–Marketing Operations)	RESEARCH & DEVELOPMENT CENTRE	
A. K. Mitra	General Manager (Industrial Relations)	Dr AK. Bhatnagar	Executive Director
		Dr. S.P. Srivastav	General Manager (Chemical)
		Dr. Sobhan Ghosh	General Manager (Chemical Engineering Division)
REGIONAL OFFICES (Marketing)			
Jayanta Bhuyan	Executive e Director Western Region		
Subi Raha	Executive Director Northern Region		
V. Shyam Sunder	Executive Director Southern Region		



Performance at a Glance

(Rs Crores)

	1995-96	1994-95	1993-94	1992 -93	1991-92
I. FINANCIAL					
Turnover	43,862	39,351	34,407	33,535	27,400
Gross Profit*	2,885	2,393	1,842	1,511	1 784
Profit before Interest & Tax	2,325	1,976	1,520	1,266	1 700
Profit before Tax	1,765	1,370	964	935	1 085
Profit after Tax	1,249	1,019	772	677	787
Dividend	156	105	49	49	41
Retained Earnings	1,093	914	723	628	746
Value Added	6,631	5,440	4,290	3,632	3 623
Contribution to Central Exchequer	6,539	5,673	4,760	4,696	4 275
Cumulative Dividend	700	544	439	390	341
* Profit before Depreciation Interest Expenditure and Tax					
WHAT CORPORATION OWNS					
Gross Fixed Assets	7,985	5,938	5,239	4,280	3,482
Depreciation	3,590	3,058	2,662	2,366	2,133
Net Fixed Assets	4,395	2,880	2,577	1,914	1,349
Capital Works in Progress	3,437	2,630	1,326	1,148	1,135
Investments	3,689	3,857	3,858	3,722	4,153
Working Capital	4,581	2,607	4,412	4,383	1,313
Total	16,102	11,974	12,173	11,167	7,950
WHAT CORPORATION OWES					
Net Worth					
— Share Capital	389	389 **	123	123	123
— Reserves	7,486	6,218	5,550	4,827	4,200
— Total	7,875	6,607	5,673	4 950	4,323
Borrowings	8,227	5,367	6,500	6,217	3,627
Total	16,102	11,974	12,173	11,167	7,950

** Includes share application money from employees pending allotment - Rs 19 crores and issue of bonus shares



	1995-96	1994-95	1993-94	1992-93	1991-92	
RATIOS						
Debt Equity Ratio	0.24:1	0.28:1	0.19:1	0.27:1	0.25:1	
Earnings Per Share (Rupees)***	32.07	27.56	6,263	5,492	6.383	
Cash Earnings Per Share (Rupees)***	46.44	38.84	8,877	7,478	7 068	
Profit after Tax to Average Networth(%)	17.2	16.6	14.5	14.6	19.9	
Networth Per Equity Share (Rupees)***	202.26	178.11	46,024	40,159	35,069	
*** Face value per share for 1994-95 onwards is Rs 10 - and for earlier x ears Rs. 1000/-						
Note: Previous years' figures have been regrouped for comparision purpose in line with current year figures, wherever applicable.						
II. OPERATIONS						
Operating Performance						
Product Sales	Million Tonnes	39.85	36.25	33.44	32.98	32.37
Refineries Throughput	Million Tonnes	25.64	25.16	24.75	24.31	24.29
Pipelines Throughput	Million Tonnes	24.70	24.47	24.13	23.62	22.51
Marketing Network & Facilities						
Divisional Offices	Nos.	44	44	42	42	42
LPG Area Offices	Nos.	32	32	31	31	31
Terminals and Depots	Nos.	178	166	162	161	158
Aviation Fuel Stations	Nos.	94	93	89	89	87
Total Product Tankage	Lakh kl.	49.89	42.97	41.80	40.49	37.66
LPG Bottling Plants	Nos.	35	33	32	29	29
LPG Bottling Capacity	'000 Tonnes	1,329	1,192	1,152	1,038	1,026
Retail Outlets	Nos.	6,585	6,284	6,021	5,899	5,892
SKO/ LDO Dealers	Nos.	3,362	3,284	3,208	3,183	3,175
Indane Distributors	Nos.	2,700	2 418	2 206	2.132	2,069
Multi Purpose Distribution						
Centres (MPDC)	Nos.	231	231	231	231	231
Towns with Indane	Nos.	1,248	1,178	1,133	1,087	1,062
Indane Customers	Lakh	135	120	108	100	94
III. MANPOWER	Nos.	33,287	33,589	34,035	33,829	33,434

Bankers and Auditors

BANKERS

State Bank of India

United Bank of India

STATUTORY AUDITORS

S. Ghose & Co.

S.K. Bhattachariya & Co.

Ford Rhodes Parks & Co.

O.P. Tulsyan & Co.

BRANCH AUDITORS

Chowdhury Basu & Ray

S.S. Venkatram & Co.

Arun K. Gupta & Associates

T.K. Ghose & Co.

V.K. Dhingra & Co.

Mahendra M. Patel & Co.

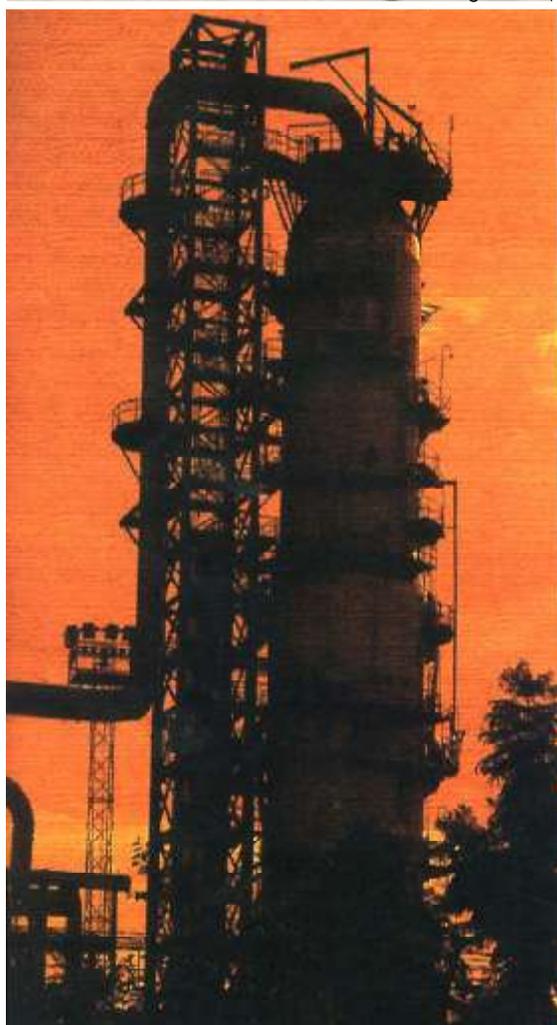
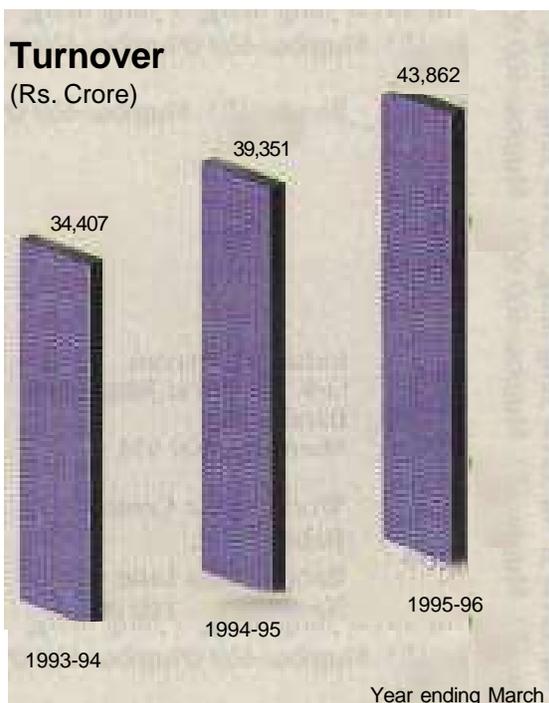


Major Units

Index

CORPORATE OFFICE	SCOPE Complex, Core 2, 7, Institutional Area, Lodhi Road, New Delhi - 110 003	REGISTERED OFFICE	Indianoil Bhavan, G-9, Ali Yavar Jung Marg, Bandra (E), Mumbai-400 051
REFINERIES & PIPELINES		MARKETING	
HEAD OFFICE	SCOPE Complex, Core 2, 7, Institutional Area, Lodhi Road, New Delhi - 110 003	HEAD OFFICE	Indianoil Bhavan, G-9, Ali Yavar Jung Marg, Bandra (E), Mumbai-400 051
Barauni	P.O. Barauni Oil Rfinery Distt. Begusarai - 861 114 (Bihar)	Northern Region	World Trade Centre, Babar Road, Barakhamba Lane, New Delhi - 110 001
Gujarat	P.O. Jawahar Nagar Distt. Vadodara - 391 320 (Gujarat)	Eastern Region	Indiaoil Bhavan 2, Gariahat Road, Sout (Dhakuria) Calcutta - 700 068
Guwahati	P. O. Noonmati Guwahati - 781 020 (Assam)	Western Region	254-C, Dr. Annie Besant Road, Prabhadevi Mumbai - 400 025
Haldia	P.O. Haldia Refinery Distt. idnapur - 721 606 (West Bengal)	Southern Region	Indianoil Bhavan, 139, Nungambakkam High Rd., Madras - 600 034
Mathura	P.O. Mathura Refinery Mathura - 281 005 (U.P.)		
PIPELINES HEADQUARTERS	A-1, Udyog Marg, Sector 1, Noida - 201 301	R&D CENTRE	Sector 13, Faridabad - 121 007 (Haryana)
Eastern Region	14, Lee Road, Calcutta - 700 020	INDIAN OIL BLENDING LIMITED	(A wholly owned subsidiary of Indian Oil corporation Ltd.)
Western Region	P.O. Box 1007 Bedipara, Morvi Road, Gauridad Rajkot - 360 003	HEAD OFFICE	Badamia Manor, 3rd Floor, Keshavrao Khadye Marg, Mumbai - 400 034
Assam Oil Division	Digboi - 786 171 (Assam)		





The country's first Hydrocracker at Gujarat refinery

To
The Indianoil Family of Shareowners,

Dear Shareowners,

On behalf of the Board of Directors? I have great pleasure in presenting to you the 37th Annual Report on the working of the Corporation for the financial year ended 31st March 1996 along with the Audited Statement of Accounts, Auditors' Report and the Review of Accounts by the Comptroller & Auditor General of India.

Indianoil continues to be the only Indian company in Fortune's Global 500 largest industrial and service companies of the world. It has improved its overall ranking in 1996 and is placed 19th by profits and 22nd by sales among the petroleum refining companies.

CORPORATE REVIEW

FINANCIAL

(Rs Crores)

	1995-96	1994-95	%	change
Turnover	43,862	39,351	(+)	11.5
Profit				
Profit before interest,				
Depreciation and Tax	2,885	2 393	(+)	20.6
Interest payment	560	606	(-)	7.6
Depreciation	560	417	(+)	34.3
Profit before Tax	1,765	1 370	(+)	28.8
Tax provision	516	351	(+)	47.0
Profit after Tax	1,249	1,019	(+)	22.6
Investment Allowance				
Reserve (utilised)				
written hack	31	139	(-)	77.7
Total Profit available				
for appropriation	1,280	1,158	(+)	10.5
Appropriations				
Proposed Dividend	156	105	(+)	48.6
General Reserve	1,124	1053	(+)	6.7

Note : Previous Year's figures of turnover profit before interest, depreciation and tax, and interest payment have been regrouped appropriately for comparison with current year.

PHYSICAL

(Million Tonnes)

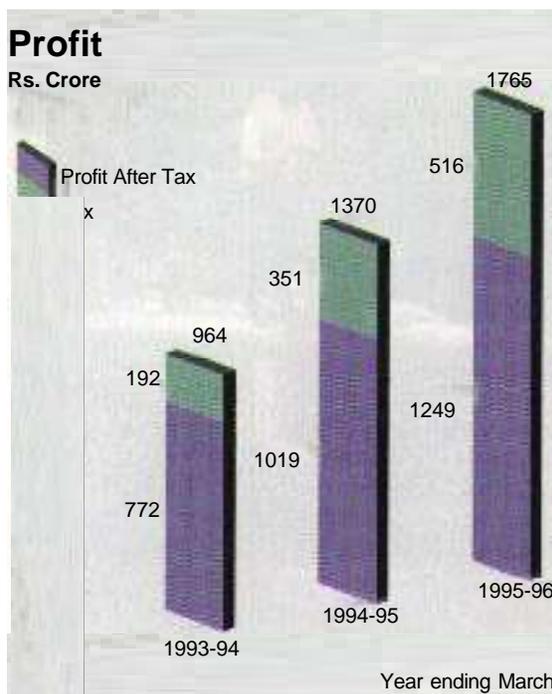
	1995-96	1994-95	%	Chang
Product Sales	39.85	36.25	(+)	9.9
Refineries' Throughput	25.64	25.16	(+)	1.9
Pipelines' Throughput	24.70	24.47	(+)	0.9

MOU PERFORMANCE

For the seventh consecutive year an excellent rating was attained in the Memorandum of Understanding (MOW) signed with the Government of India. This is the highest performance rating according to laid down criteria.



Control room at Haldia refinery



EARNING PER SHARE

The earning per share of Rs 10 rose from Rs 27.56 to Rs 32.07. The cash earning per share went up by nearly 20% during the year—from Rs 38.84 in 1994-95 to Rs 46.44.

The book value per equity share of Rs 10/- is Rs 202.26 which is nearly 14% more than the previous year.

DIVIDEND

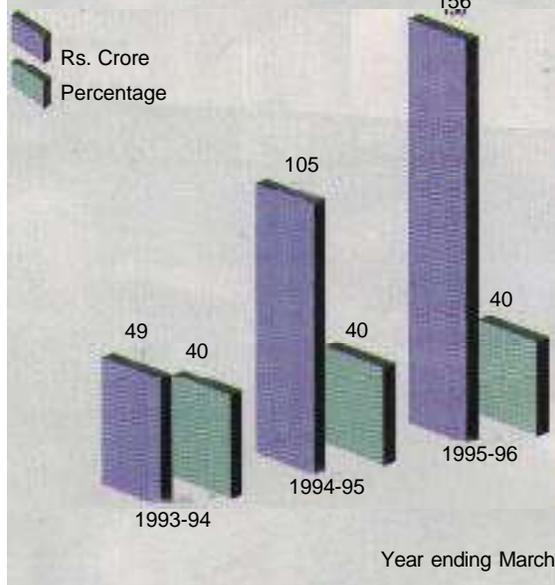
For the fourth year in succession, your Directors have recommended a dividend of 40% even after expansion of equity during the year.

Your Corporation has been declaring dividend consistently since 1966-67. Till last year, a

Directors' Report *Contd...*

Index

Dividend



cumulative dividend of Rs 543.97 crores has been paid to the shareowners. This is against the original equity of Rs 82.18 crores which was raised by issuance of bonus shares in 1981-82 in the ratio of 1:2 and in 1994-95 in the ratio of 2:1.

FINANCIAL MANAGEMENT

For better financial management the foreign currency debts were restructured during the year. The outstanding medium and long term borrowings were reviewed and refinanced to improve their cost effectiveness. Bench-marks were also set in short term loans at low pricing for financing imports of crude oil and petroleum products. The debt restructuring has led to substantial savings.

Indianoil's capacity to raise finances is reflected in its low debt equity ratio which further improved from 0.28:1 to 0.24:1 in 1995-96.

A pipeline pump station





The Guwahati refinery was commissioned in 1962

CONTRIBUTION TO EXCHEQUER

The highest ever contribution of Rs 6,539 crores was made to the Central Exchequer in the form of duties and income tax alone during the year.

CAPITAL EXPENDITURE & FINANCING

A capital expenditure of Rs 2,854 crores was incurred during the year as compared to Rs 2,001 crores in 1994-95. Over 82% of the Corporation's fixed assets of Rs 11,422 crores as on 31st March, 1996 have been financed from internally generated resources.

PUBLIC DEPOSIT SCHEMES

The interest rate in all categories of deposits under the Public Deposit Schemes of your Corporation was raised by 1% effective 1st December 1995. The total deposits amounted to Rs 609.28 crores as on 31st March, 1996.

Three new Cumulative Deposit Schemes were introduced for six months, one year and two year periods with effect from 1st June, 1996. The interest rates for Fixed Deposits for one year and two years were also raised further by 1.5% and 0.5% respectively.

EXPORT EARNINGS

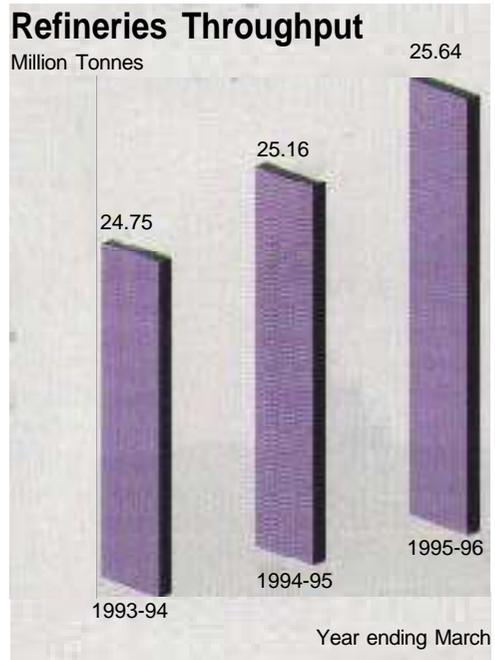
During the year Rs 1,890 crores were earned through exports. This includes foreign exchange earned through supply of aviation fuel, bunker fuel and marine lubricants.

Indianoil was awarded the 'National Export Award' during the year under review for excellent performance in exports for the year 1992-93.

QUALITY ASSURANCE

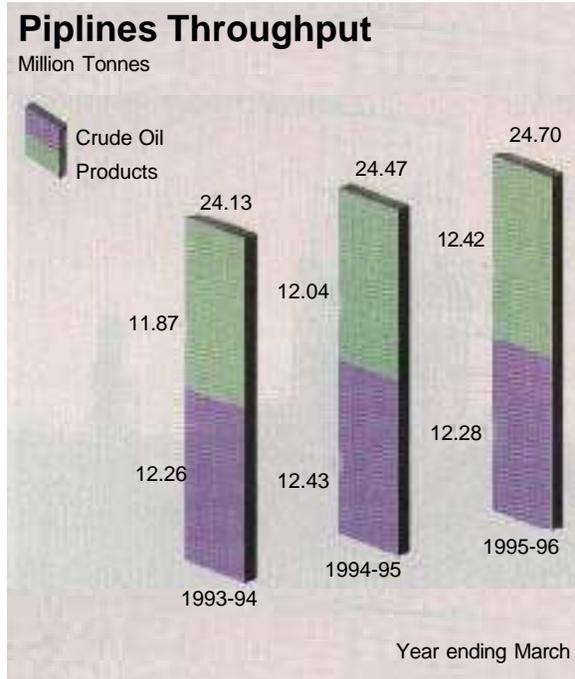
Quality assurance in products and services to customers is our corporate philosophy.

The total quality management (TQM) initiatives launched earlier by the Corporation resulted in four refineries and several other units earning the ISO-9002 accreditation during the year. By now, over 30 units of the Corporation have earned ISO-9001/9002 accreditation. These include the refineries at Haldia, Mathura, Gujarat, Guwahati and Barauni, the crude oil and product pipelines, R&D Centre, major aviation fuel stations, lube and grease plants, quality control laboratories and LPG bottling plant.



The country's oldest refinery at Digboi

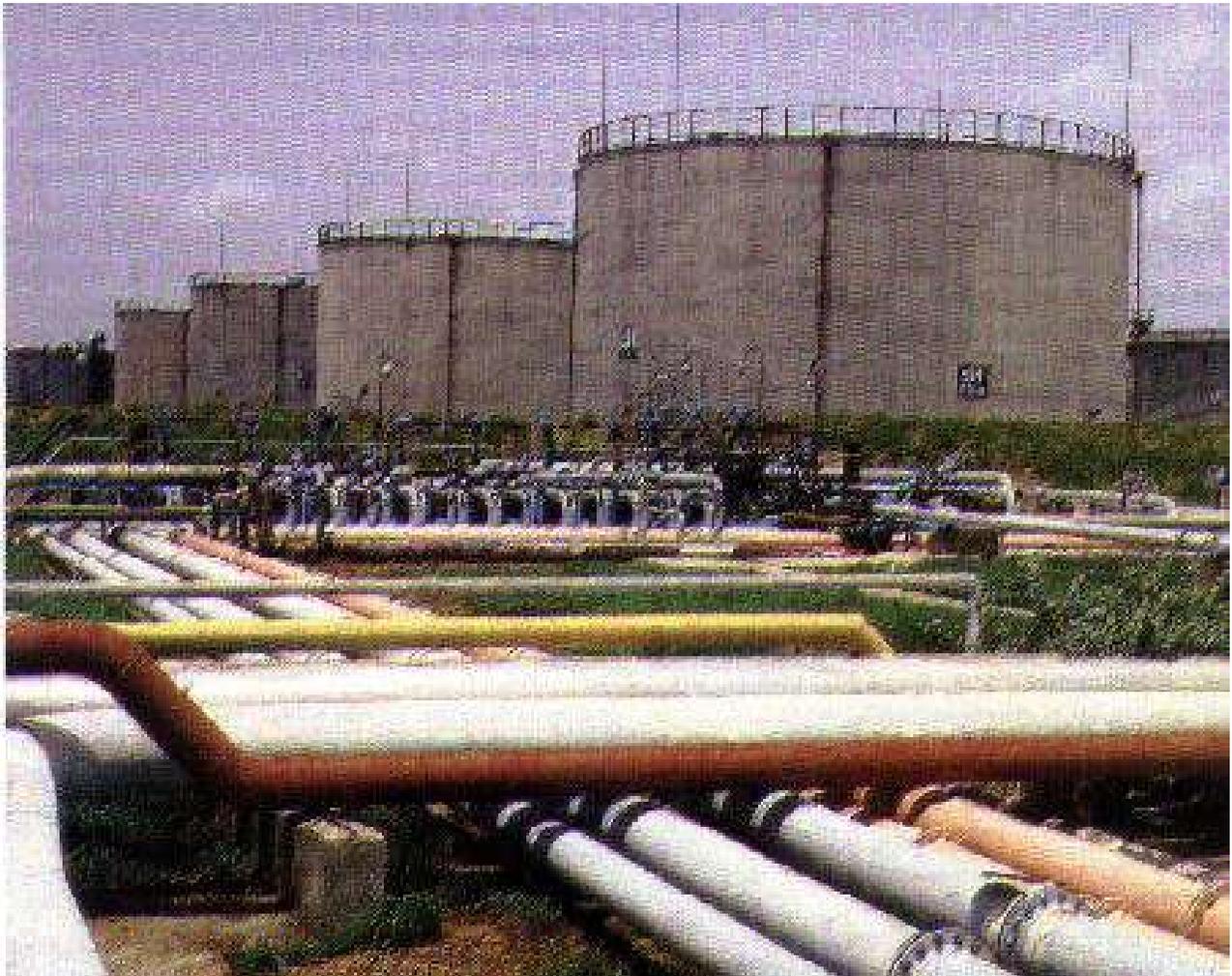


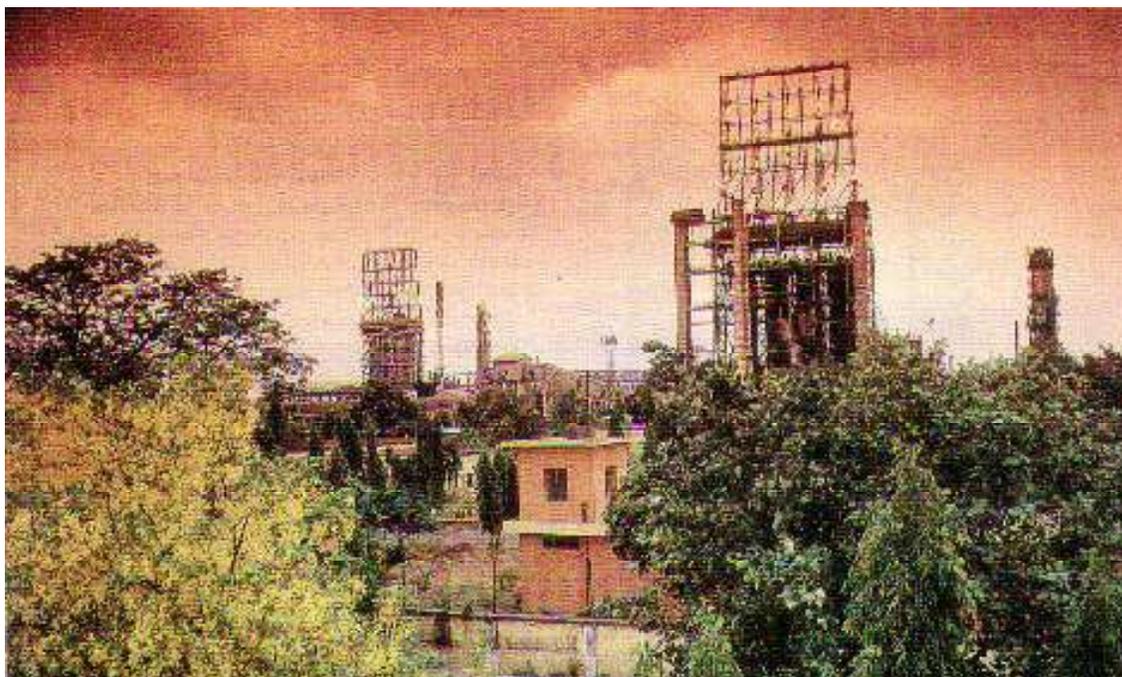


VERTICAL INTEGRATION

To strengthen existing business and explore new opportunities, business development groups and dedicated task forces were formed. These not only helped forge several mutually beneficial alliances but also developed strategies for vertical integration- from exploration and production to petrochemicals and power generation. Plans have also been drawn up to globalise consultancy and R&D activities.

Storage and distribution infrastructure is constantly augmented to meet customer needs





The Barauni refinery is slated for expansion

Off-shore fields in India and abroad are being studied for commercial exploitation under an understanding with Enterprise Oil of UK.

In the area of power projects an MOU has been signed with Punjab State Electricity Board for setting up a 150 MW power plant at Bhatinda. It is also proposed to set up power plants adjacent to our refineries. Visualising the future growth and potential of LNG as fuel in the power and other sectors plans have been initiated for infrastructure development and fuel management in this area.

In petrochemicals, the propylene recovery unit at Mathura refinery was commissioned during the year. At Gujarat refinery which already produces benzene and toluene, production facilities for MTBE (methyl tertiary butyl ether) are being set up. Production facilities for acrylonitrile (ACN) and paraxylene are proposed at Panipat.

OPERATIONS

REFINERIES

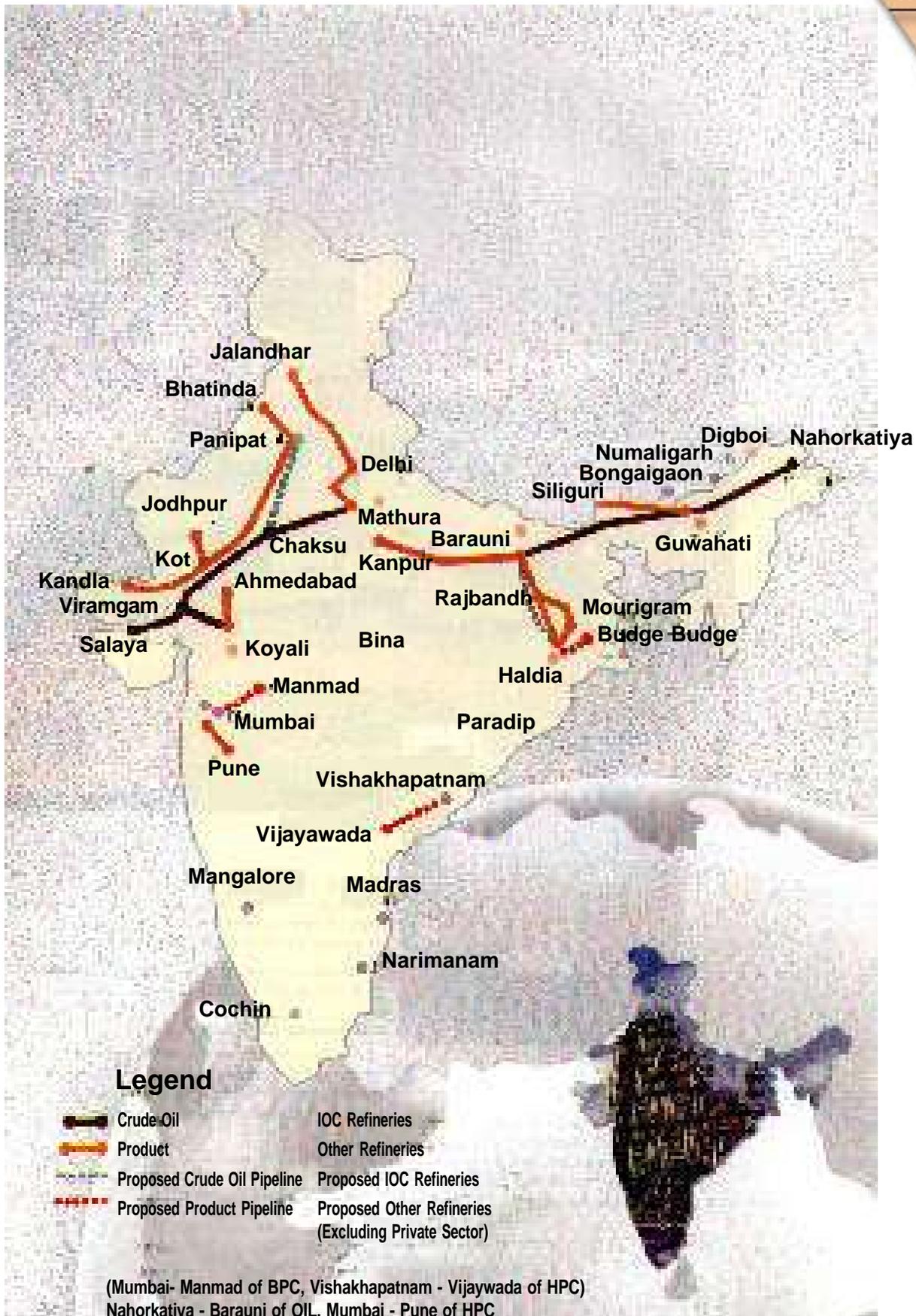
For the third consecutive year, over 100% capacity utilisation was collectively achieved by

six refineries at Guwahati, Barauni Gujarat, Haldia Mathura and Digboi. They together attained over 105% capacity utilisation by processing 25.64 million tonnes of crude oil which was 1.9% higher than the previous best of 25.16 million tonnes in 1994-95. The throughput exceeded the MOU target of 24.5 million tonnes despite shortfall in crude oil supplies to Barauni refinery.

For the 11th consecutive year, the Fluidise Catalytic Cracking Units at Gujarat and Mathura refineries achieved more than 100% capacity utilisation.

The highest ever distillate yield of 69.5% by weight on crude was achieved against the earlier best of 68.6% in 1994-95. Energy consumption and loss was also the lowest so far. Production of lube oil base stocks at Haldia refinery was the highest ever at 2.06 lakh tonnes as compared to the earlier best of 1.89 lakh tonnes in the previous year. For value addition, food grade Hexane production started during the year at Gujarat refinery.

Refineries and Major Inland Pipelines





PIPELINES

The 3850 km pipeline network of the Corporation as well as the 1443 km Kandla-include Bhatinda product pipeline' which was partially commissioned during the year (and has since been taken in operation upto

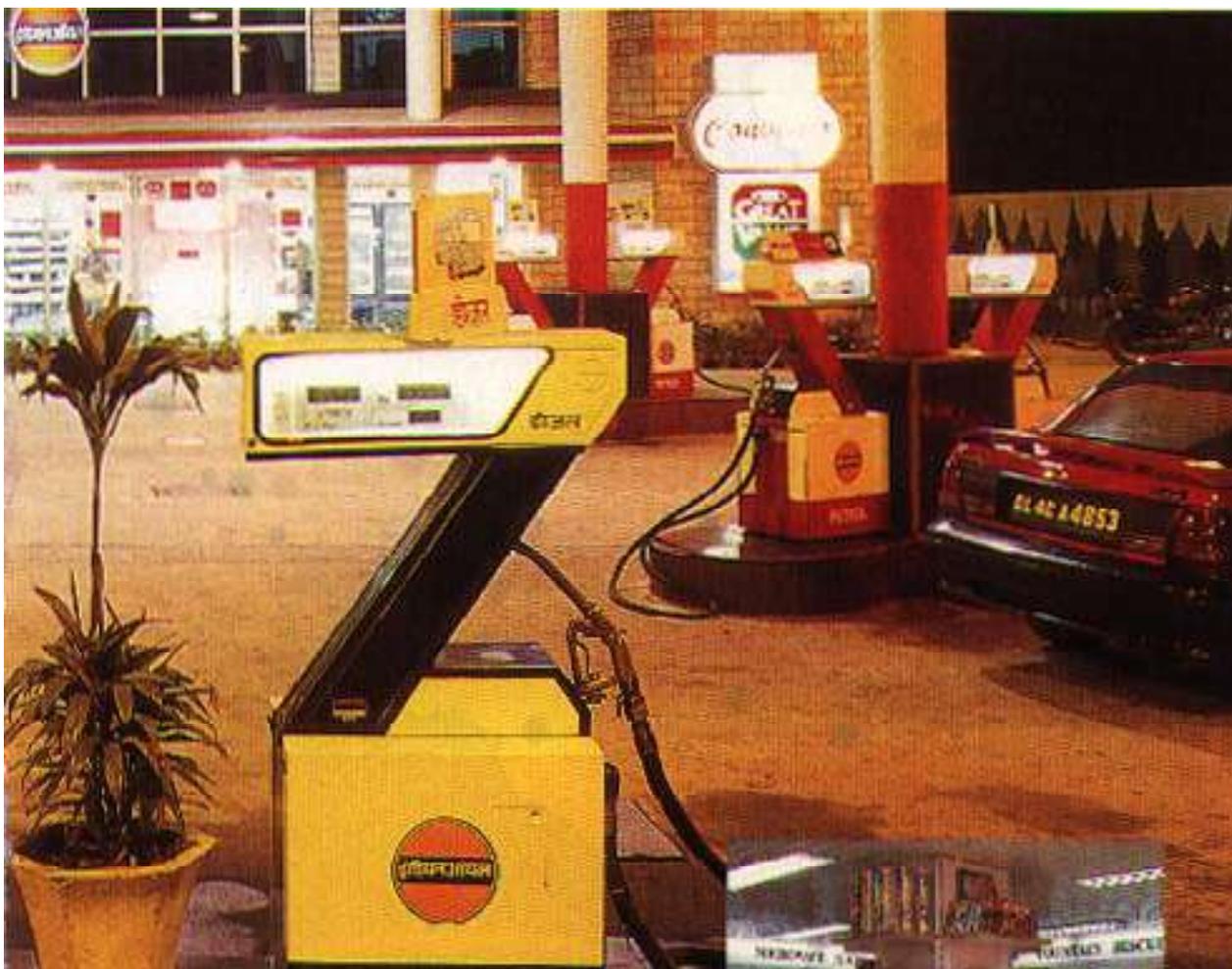
Bhatinda) transported 24.70 million tonnes of crude oil and petroleum products. This was not only an improvement over the previous year but also surpasses the MOU target of 24.5 million tonnes.

We now operate the largest network of 5293 km on-land pipelines in the country.

Maintenance & Inspection

High priority continued to be accorded to update and modernise preventive and predictive maintenance to improve on-stream factor. The major interventions during the year in this area

- An electronic hydraulic turbine control system was commissioned in one turbogenerator at Haldia refinery for better operational control.



Upgraded customer friendly facilities at a Retail Outlet

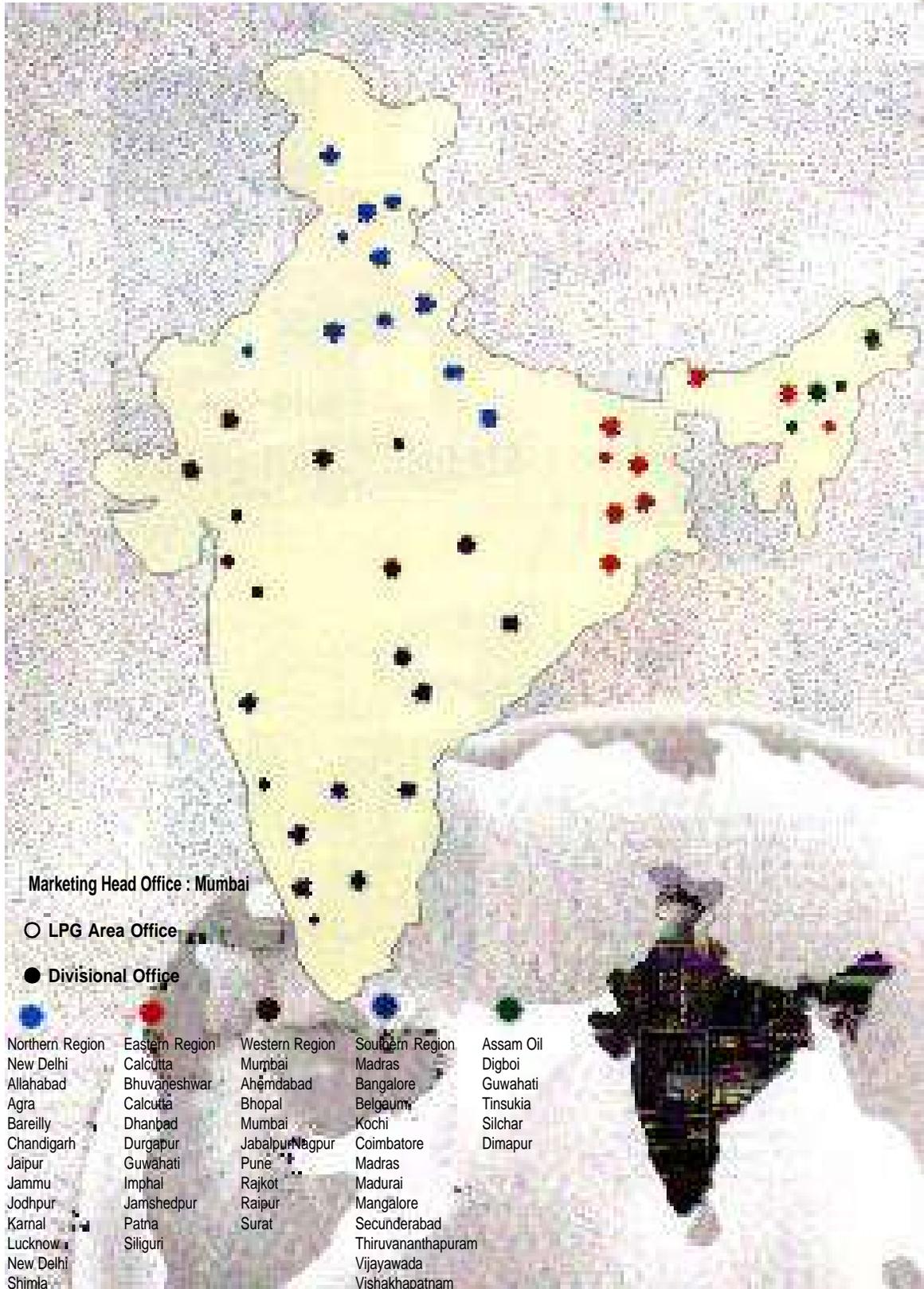
- Four computerised shock pulse monitors have been procured and pressed into service for condition monitoring of rotary equipment.
- The country's first of its kind cathodic protection logger was installed in the Ambala-Jalandhar section of the Mathura Jalandhar pipeline for continuous monitoring of protection against corrosion



MARKETING

The focal point of all corporate activities is the customer—his needs, convenience and satisfaction. For better customer service we anticipate needs, augment infrastructure and deliver premium quality products through innovative R&D at competitive prices.

Marketing Set-Up



Directors' Report *Contd...*

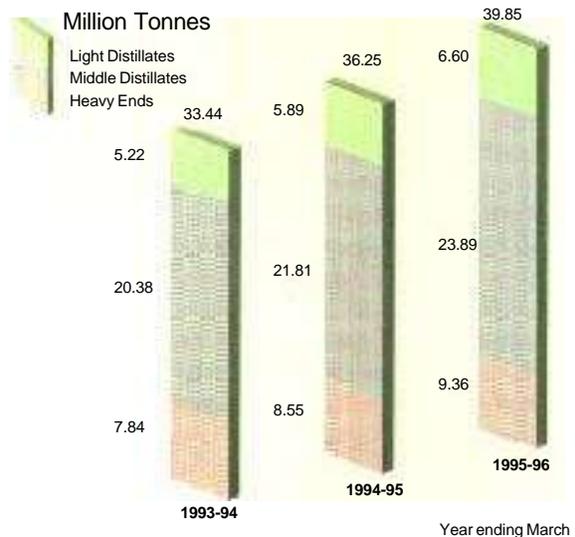


Rail tank wagons are a major mode of POL transportation

To provide a wider range of services, a retail visual identity programme-Vision 2000, was launched during the year to upgrade facilities at retail outlets. The 'new look' retail outlets have a 'Convenio' shopping store, snap services, quick lube oil change, automatic car wash and at places unmanned card operated dispensing pumps and 24 hour ATM. The Indance Home Shop launched during the year provides facilities for home delivery of nearly 2500 consumer items through catalogue shopping, TV shopping and phone shopping.

To augment infrastructure, eight new terminals at Jodhpur, Jaipur, Rewari, Sangrur, Bhatinda, Sidhpur, Prareep and Ernakulam were added in addition to four new depots at Shahjahanpur, Gonda, Nazabad and Akolner

Sales



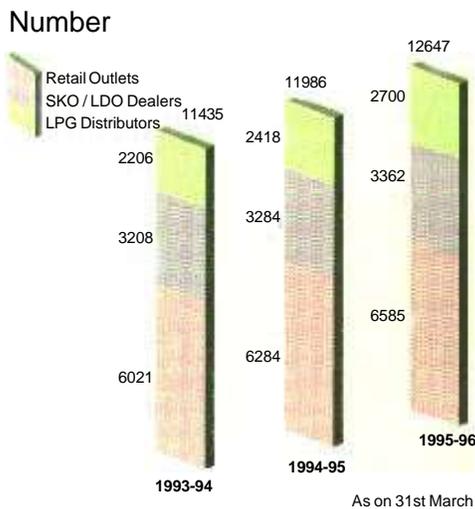
Directors' Report *Contd...*

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Indane Home Shops provide a wide range of products to customers

Resellers Network



In our continuous efforts to provide improved and quality products to our customers not only several products launched during the year approvals also obtained for existing servo lubricants from manufacturers of new generation cars for quality assurance, 35 static and 11 mobile laboratories together tested over one lakh product samples during the year.

To assist major customers in optimum utilisation of fuel and lubricants technical service engineers carried out over 700 fuel and lubricants survey and service reports for various customer In addition over 1800 seminars and workshops were conducted for customer education.

During the year over 50 parties tic were assisted in sale of 3.9 lakh tonnes of kerosene under the parallel 1 marketing scheme.

Sales

The highest sale of 39.85 million tonnes of petroleum products was achieved during the year This was 9.9% more than the sales of 36.25 million tonnes in the previous year.



Directors' Report *Contd...*

Direct Sales

For the convenience of large volume customers, 230 captive consumer outlets were commissioned during the year, bringing their total to 4657.

Retail Distribution

For improved customer convenience, 305 retail outlets and 78 SKO/LDO dealerships were commissioned during the year raising their total to 6585 and 3362 respectively.

The reseller points are supplied products by 47 installations and 131 bulk depots. To meet the increasing demand of products, 7.52 lakh kl additional tankage was commissioned at 17 locations raising the total tankage to 49.89 lakh kl.

Rural & Agricultural Sector

To cater to the special needs of rural areas, the Corporation has set up 231 multi-purpose distribution centres. In addition, 33 Taluka Kerosene Depots are being operated to augment availability of kerosene in remote and far-flung areas.



Over 67% aviation fuel business in India is handled by Indainoil



Directors' Report *Contd...*

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Indianoil has 35 LPG Bottling Plants to serve Indane customers

LPG

At the end of 1995-96, the Indane customer population of the Corporation went up to 134.8 lakh from 120 lakh in the previous year. In our continued endeavour to enhance customer satisfaction, the facility of a second cylinder was extended to 9.3 lakh households during the year. Over 64% of the Indane customers in 1248 markets now enjoy this convenience which ensures uninterrupted cooking gas availability.

For improved customer service, 298 LPG Distributors were commissioned during the year raising their number to 2700. With the addition of two new LPG bottling plants at Belgaum and Delhi, the 35 LPG bottling plants of the Corporation have capacity to bottle 13.29 lakh Tonnes LPG per annum.

The 32 Indane Area Offices of the Corporation have been constantly taking new initiatives to render effective customer service and enhance safety awareness in use of LPG.

Aviation

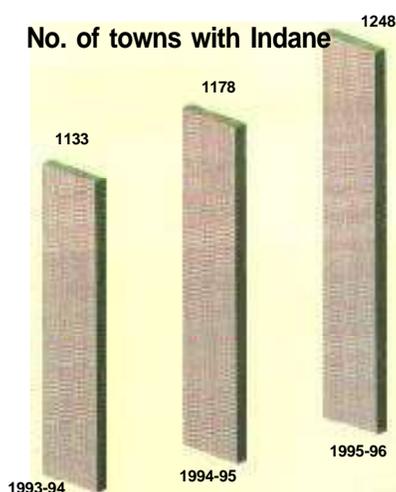
We continued to be the market leader in aviation fuel business with sales of 18.09 lakh kl representing a market participation of 67.7%. The total aviation fuel requirements of the Indian Navy and Army and over 89% requirements of Indian Air Force were met by your Corporation. The major requirements of other market segments, viz. Indian Airlines, Air India, private airlines and 68 international airlines were also catered to.

To expand our reach to customers an aviation fuel station was set up at Fursatganj (U.P.) raising their number to 94. It is only the Indianoil aviation service whose major fuelling stations have been accredited with 150-9002 certification. Aviation documentation is computerised and state-of-the-art technology adopted.

Technical assistance in aviation fuel business continues to be provided to Maldives, Nepal and Bhutan. The international aviation seminar organised during the year at Khajuraho was attended by delegates from 25 countries.

Lubricants

Indianoil's Servo lubricants continued to be the largest selling brand of lubricants in the country. Their marketing was extended to Nepal where the product has been well received. Other neighbouring markets are also being studied for launching the brand.



As on 31st March





The ISO-9001 certified R&D Centre is the only one of its kind in Asia

Servo lubricants were approved by thirty Indian and four foreign equipment builders, including manufacturers of new generation cars like Cielo and Uno. To keep pace with international developments in lubricants technology and the market demands, 25 new products were developed in various categories for a wide range of customers like Railways, diesel generating sets, boat users.

To spur the marketing efforts, 35 Servo lube distributors were commissioned.

Shipping

During the year, 669 import tankers and 113 exports were handled by the Shipping Department. NGL tanker loading ex-Hazira commenced from December 1995.

The Kandla virtual jetty project which was begun during the year has since been commissioned. This has enhanced the capacity of Kandla port by two million tonnes per annum.

INTERNATIONAL TRADE

We continued to shoulder the responsibility of importing crude oil and major petroleum products for the country with the expertise available in the international trade, commercial and shipping

departments. A carefully selected diversified mix of supply sources were utilised to import 27.23 million tonnes (MMT) of crude oil, 20.01 MMT of fuel products and 0.06 MMT of lubricants. Exports of 2.97 MMT petroleum products were also undertaken. Details of the imports and exports by the Corporation as compared to the previous year are as follows:

	1995-96		1994-95	
	Quantity (MMT)	CIF Value (Rs Cr)	Quantity (MMT)	CIF Value (Rs Cr)
Imports				
Crude Oil	27.226	11421.01	27.348	10169.49
Fuel Products	20.006	12282.70	13.807	7273.39
Lubricants/waxes	0.061	145.27	0.103	176.31
Exports				
Petroleum Products	2.971	1437.22	2.834	1308.73

We also handle imports of fuel products arranged by Nepal Oil Corporation, which amounted to 0.460 MMT during the year.



The Digboi refinery has been modernised

RESEARCH & DEVELOPMENT

The R&D Centre won the National Research Development Corporation (NRDC) Award 1996 for the Best Invention of the Year which is the Titanium Complex Grease. It has also been patented in the USA and acclaimed as a marvel in lubrication chemistry.

The R&D Centre invested about Rs 35 crores on development of new products and processes and upgradation of existing ones to sharpen the competitive edge of the Corporation's marketing, as well as refining and pipeline operations. It developed, during the year, 80 formulations covering automotive, industrial and metal working oils and greases.

Some of the significant developments were:

- Long life turbine oil.
- Radiator coolant which is non-hazardous and non-toxic.
- Engine oils compatible with catalytic convertors.
- Marine lubricants which were hitherto imported.
- Diesel stabilizer package
- New FCC catalyst which increases distillate yield and modification of FCCU riser cyclone at Mathura refinery for reduction of post-riser cracking.

The Panipat refinery will be completed in 1997-98





The country's longest product pipeline from Kandla to Bhatinda has been taken in operation

- Technology designed and developed for a recycle FCC pilot plant has been licensed to Cochin Refineries Limited for commercialisation.
- Patented the process of concentrated olefin mixture present in delayed coker kerostreams for producing value based chemicals, synthetic perfumes etc.
- Asia's first automated computer controlled laboratory for condition monitoring of lubricants set up
- Earned national and international original equipment manufacturer approval for 33 products and from international agencies for 19 product

ASSAM OIL DIVISION

Digboi refinery of Assam Oil Division achieved a capacity utilisation of 112% by processing 0.559 MMT of crude oil during the year. The Division sold 0.82 MMT products and retained its position as market leader in the North-East region. AOD presently operates 299 retail outlets, 396 SKO/LDO dealerships, 3 taluka kerosene depots and 55

consumer outlets to effectively meet the requirements of the customers in the region. It supplies Indane to 3.69 lakh households through 143 distributors covering 94 towns.

PROJECTS

Priority continues to be accorded to timely completion of projects. Some of the major projects completed during the year are

- Commissioning of Kandla-Bhatinda product pipeline up to Sanganer.
- Digboi refinery modernisation mechanically complete
- Food grade hexane plant at Gujarat refinery and propylene unit at Mathura refinery.
- Two stroke universal test engine and control panel for CLRL-88 test engine at R&D Centre
- Fight new terminals and four depots with 6.23 lakh kl product tankage.
- Two LPG bottling plants and one aviation fuel station.

On-Going Projects

The major projects under implementation are:

- Grassroots refinery at Panipat of 6 MTPA with allied facilities like second single buoy mooring at Salaya, augmentation of Salaya-Viramgam Chaksu pipeline, new pipeline from Chaksu to Panipat and 2.25 lakh kl marketing terminal in Phase-II.
- Haldia Barauni crude oil pipeline.
- Catalytic reformer units at Barauni, Mathura and Digboi refineries.
- Wax hydro-finishing unit and new coking unit at Digboi refinery.
- Expansion of Haldia refinery by one million tonnes per annum.
- Distributed Digital Control Systems at refineries in phases.
- Eighteen LPG bottling plants.
- LPG import facilities at Kandla. Three new bulk depots, four new marketing terminals and over 2.6 lakh kl tankage at five locations.

- Facilities for production of MTBE at Gujarat refinery and chemical grade propylene at Panipat refinery.
- Modernisation and automation of engine testing laboratory at R&D Centre, hydrocracker pilot plant, auto test lab for analysis of fresh and used oils instrumented pig development.

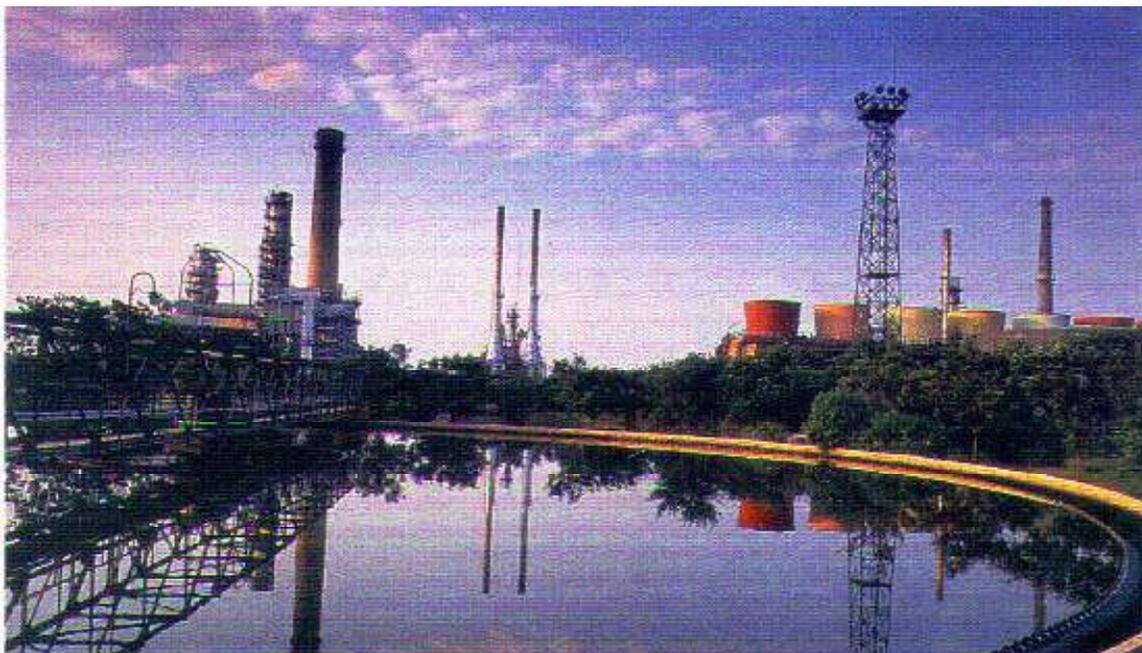
New Projects

Some of the significant new projects planned are:

- Matching secondary processing facilities at Mathura refinery for which approval has recently been received.
- Expansion of Gujarat refinery by 3 million tonnes per annum.
- Diesel hydro-desulphurisation units at Haldia, Mathura, Gujarat and Panipat refineries.
- Solvent de-waxing/de-oiling unit at Dighoi.
- Fluidised Catalytic Cracking Unit of 0.7 MTPA at Haldia refinery.

Strict vigil is maintained on product quality





Effluent Treatment Plant at Mathura refinery

- Augmentation of Salaya-Viramgam and Viramgam-Koyali sections of Salaya-Mathura pipeline.
- Expansion of Panipat refinery by three million tonnes and transportation of additional crude oil to the refinery for this purpose.
- Low cost expansion of Barauni refinery to 6 MMTPA.
- Grassroots refinery at Paradeep in collaboration with Kuwait Petroleum Corporation.
- Branch line to Budge Budge from Beldubi on existing Haldia-Mourigram-Rajbandh product pipeline.
- Facilities for production of acrylonitrile and paraxylene at Panipat.
- Production of LAB at Gujarat.
- Five storage depots and a mini lube blending-cum-filling plant by Assam Oil Division- Power plants in the vicinity of our refineries.

BUSINESS DEVELOPMENT

In addition to the various on-going and new projects, your Corporation entered into several business arrangements to sharpen its competitive edge. Some of these are:

- Memorandum of Collaboration with Petronas, the national oil company of Malaysia, for joint feasibility studies in refining, petrochemicals, LPG import, lubes globalisation, R&D activities, trading and training. Training of Petronas employees in Hydrocracker and related technology at Gujarat refinery is already in progress.



The BS-7750 certificate in environment management earned by Mathura refinery



The Best Invention Award of NRDC for the R&D Centre

- An MOU with Air B.P. of UK for mutual cooperation in the field of aviation fuel service.
- MOU with Punjab State Electricity Board for setting up a 150 MW power plant at Bhatinda.
- Joint Venture with Oil Tanking of Germany and IBP to develop tankage infrastructure.
- MOUs with some private sector refineries who have received LOIs for marketing of their products.
- Two JV companies - Indo-Mobil and Avi Oil India - are already operating for blending and marketing automotive and defence aviation lubricants respectively.

ENERGY CONSERVATION

Your Corporation not only continued to maintain its thrust on conservation of energy at all its units but undertook several activities to promote the concept among the masses. Several schemes implemented during the year at refineries will result in recurring fuel saving of 12,080 tonnes per year valued at about Rs 4.1 crores. The major schemes implemented are given in the Annexure.

Several major schemes under implementation would yield additional fuel savings of about 37,950 tonnes per year valued at about Rs 12.6 crores.

Nutan Deep II, a hid efficient long neck wick lamp was developed and introduced in the market. It has 40 to 60% more luminous efficiency than conventional lamps.

A project has been taken up in association with TERI to promote use of non-conventional energy in select villages in Himachal, UP and Rajasthan.

To promote oil conservation amongst the masses, about 28,000 programmes were conducted during the Oil Conservation Week.

Directors' Report *Contd...*

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As a recognition for its efforts several awards were won by the units of your Corporation in the area of energy conservation. Some of the major awards are:

- Barauni refinery won the "Oil Conservation Week" award for best performance in furnace/boiler efficiency.
- Haldia refinery bagged the 2nd prize among refineries for excellence in energy conservation and management. The award was instituted by the Ministry of Power.

Report on Energy Conservation, Technology Absorption and Foreign Exchange Earnings

In accordance with the Company's (Disclosure of Particulars in the report of Board of Directors) Rules 1988, a report on Energy Conservation, Technology Adoption and Foreign Exchange earnings is provided in the Annexure.

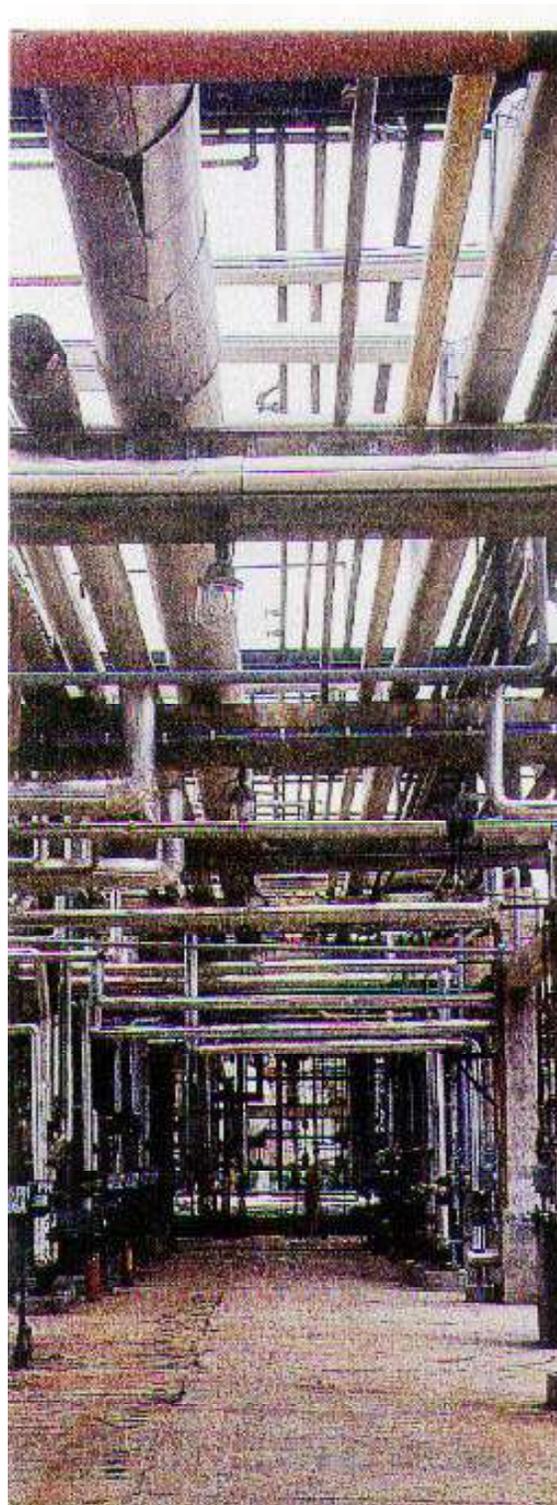
SAFETY

Our relentless pursuit continued in achieving excellence by effecting all round improvement in safety performance. At the end of the financial year, the refineries at Haldia and Barauni had achieved a record 8 and 7.4 million accident free manhours' operation respectively. The Sr. Fire & Safety Officer of the Assam Oil Division, Mr. R.S. Nath was awarded the President's Fire Services Medal on Republic Day.

During the year external safety audit of pipeline installations was introduced. Electrical safety audit of all pipeline units has already been carried out. It is proposed to introduce automatic fire extinguishing systems at several pipeline locations.

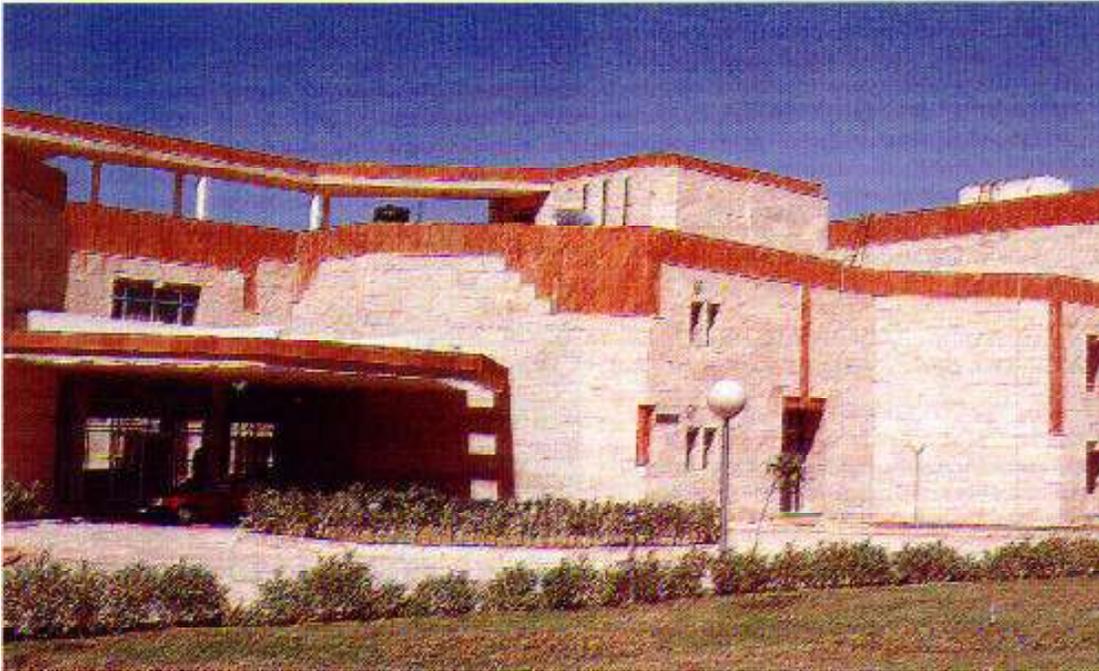
Several units of the Corporation won safety awards during the year under review. Some of the major awards won are:

- The Salaya-Mathura crude oil pipeline and the Koyali-Ahmedabad product pipeline received the prestigious "Award of Honour" of the National Safety Council, USA.
- The Salaya-Mathura, Koyali-Ahmedabad, Barauni Kanpur and Haldia-Mourigram-Rajbandh pipelines received the National Safety Award of the British Safety Council.
- British Safety Awards for 1994 were also won by 220 units of the Marketing Division. These include 87 aviation fuel stations.



Food grade Hexane plant at Gujarat refinery

Directors' Report *Contd...*



Indianoil Institute of Petroleum Management in an apex centre of learning

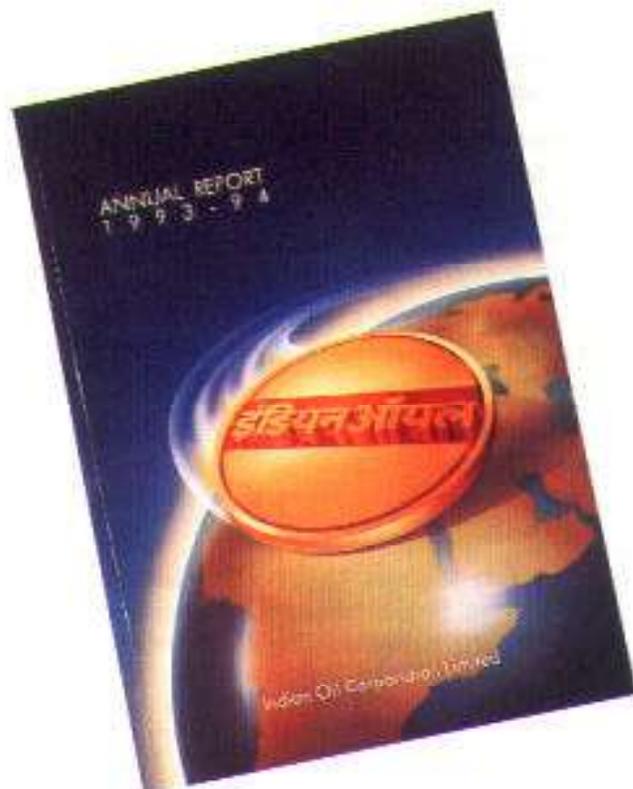
ECOLOGY & ENVIRONMENT

Efforts for environment protection and maintaining ecological balance continued to be pursued vigorously during the year. All refineries complied with notified standards for effluent discharge and - stack sulphur dioxide ~ emissions.

The continuous ambient air monitoring of SO₂ concentrations at all three monitoring stations between Mathura and Agra (Farah, Keetham and Sikandra) as well as at Bharatpur were well within 15 microgram per cubic metre (annual average) which is the notified standard for sensitive areas.

Mathura refinery started supplies of low lead and low sulphur diesel in the Taj Trapezium Zone in addition to unleaded petrol to Delhi. Supplies of low sulphur diesel were commenced in the four metros from 1st April 1996.

To create a pollution sink in the Agra area, plantation of trees has been taken up through the State Forests Department. A project for use of natural gas as a cleaner fuel at Mathura refinery is under



Indianoil Annual Report awarded for the third consecutive year by ICAI

Directors' Report *Contd...*

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implementation and is scheduled for completion by December 1996. The matching secondary processing facilities project which envisages installation of once-through hydrocracker unit at Mathura refinery has since been approved by the Government in May 1996. These projects will further reduce SO₂ emissions from the refinery besides improving product quality.

In July 1996 Mathura refinery became the first refinery in Asia and among a few in the world to earn BS-7750 accreditation for Environment Management.

To further improve the quality of treated effluent, work has begun on an integrated modern plant at Gujarat refinery to replace the existing four plants at different sites.

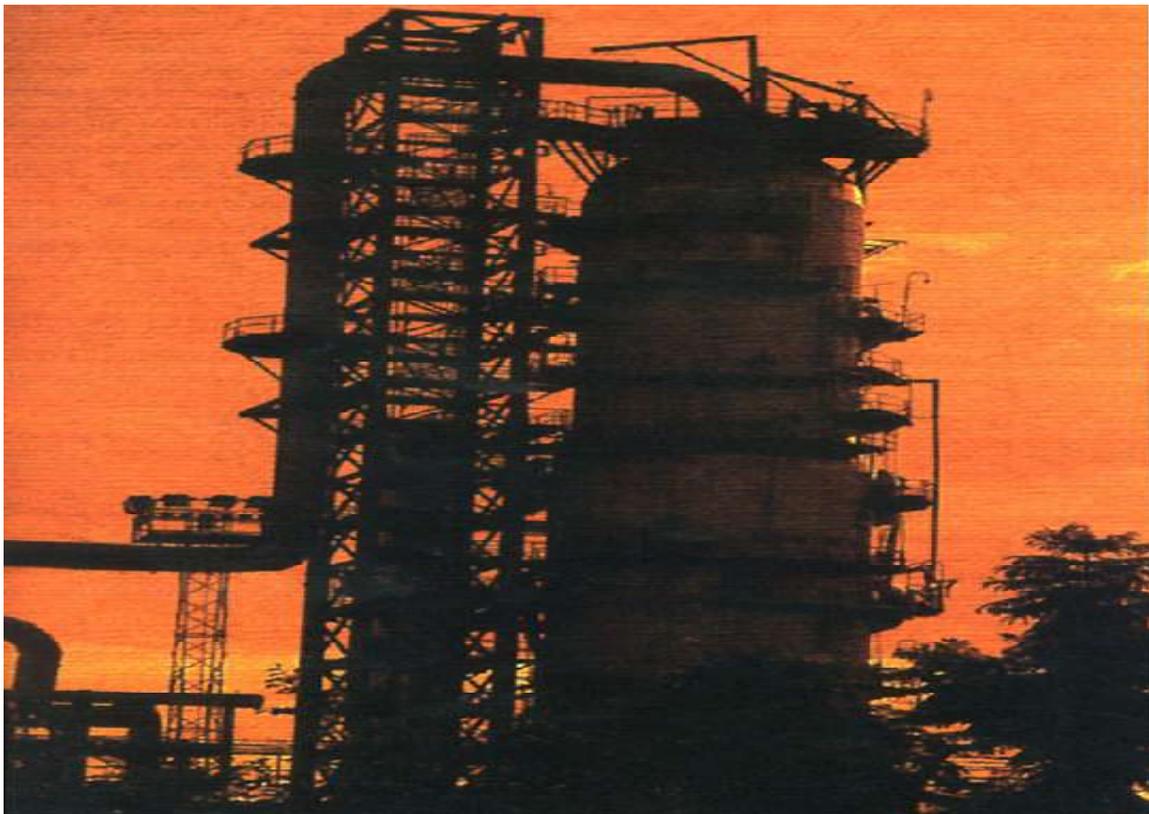
HUMAN RESOURCES

Indianoil has a reservoir of skilled and talented human resource which is the major building block for organisational excellence. It is a tribute to the employees' resilience, productivity and adoption of updated technology that in spite of infrastructure

expansion and growth in all areas of operations, the total number of employees has reduced by 748 during the past two years. As on 31st March 1996, the Corporation had 33,287 employees (8593 officers) as compared to 34,035 employees (8723 officers) at the end of 1993-94 financial year. The number of women employees has gone up to 2423 (7.3% of the total) as compared to 2234 (6.6% of the total) in 1993-94.

Various steps were taken during the year to enable employees excel and attain a sense of achievement in harmony with organisational goals in the new business environment. Task forces were set up in priority areas and efforts strengthened in managing change to reinforce total quality management and customer focus. Employee participation in management and empowerment were provided a new dimension not only at the shop floor and plant level but at the apex level to enable augment productivity. The number of fora to provide avenues for self-expression and creativity have steadily increased.

Modern amenities are an integral part of refinery township facilities





The country's largest refinery at Gujarat

To improve human resource Systems, the 'organisational climate survey findings were shared with employees and an action plan initiated. A new paradigm-'training for sustained performance excellence', was introduced to achieve corporate business goals. Knowledge and skills training has been re-oriented towards strategic and competitive marketing through the spirit of entrepreneurship.

With the inauguration of the Indianoil Institute of Petroleum Management at Gurgaon, a new phase has been ushered in for preparing human resource, both within Indianoil and outside, for a globally competitive environment. It has already launched a one-year residential post-experience MBA programme in petroleum management for 30 middle level executives in collaboration with the International Centre for Public Enterprises (ICPE), Ljubljana, Slovenia. In consonance with its vision to become the foremost institute of learning, uniquely focused on petroleum and energy management, it launched two major interventions during the year. The TQM thrust was on re-engineering of key business processes while the Strategy Deployment Project examined opportunities for expanding and

consolidating business and organisational redesign for flexibility of response. The core focus of the research and consultancy services of the institute is on problem solving and enhancing the effectiveness of management practices through continuous improvement. One project initiative has led to documentation of 16 management cases based on events and situations in the Corporation and will help in developing analytical and decision making skills. With emphasis on innovative and strategic dimensions, the training programmes during the year focused on organisation repositioning, business process re-engineering, communication strategies, development of women, information technology etc.

Welfare of employees continues to receive close attention of the management. Several facilities were upgraded and improved upon during the year for the benefit of employees. In recognition of employee loyalty, a 30 year long service award was introduced in addition to the existing awards for 15 years and 25 years service.

Directors' Report *Contd...*

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We have been assiduously following the instructions of the Government regarding reservation in services for the weaker sections of the society. Under a special recruitment drive, the backlog of vacancies for Scheduled Castes and Scheduled Tribes was cleared by the Corporation. Scholarships of Rs 1,000/- per month were awarded during the year to 50 SC/ST students pursuing studies in engineering, medicine and business administration. Various developmental activities were undertaken during the annual plan for community development including tribal sub-plan and special component plan

Industrial relations continued to be harmonious and cordial and were strengthened by a Memorandum of Settlement which was signed with the Officers' Association on revision of wages and benefits for the period 1.1.92 to 31.12.96. Regular information sharing meetings were held with collectives to reinforce mutual faith and cooperation.

Indianoil continues to actively promote sports and has recruited 36 talented sportspersons in six disciplines. The "Petroleum Secretary's Trophy" for performance in various inter-unit tournaments of the Petroleum Sports Control Board was bagged by your Corporation again. Our teams emerged winners in cricket, carrom, table tennis (men and women), tennis and badminton (men and women).

The national champions for tennis, table tennis (men and women) and badminton (men) are our employees. Our sportspersons won individual gold medals in table tennis and tennis in the SAF games. One of our tennis players was part of the Indian Davis Cup team and another one was in reserves. It is a matter of pride that our badminton champion as well as the table tennis champions (men and women) were selected to represent India in the Olympic games in Atlanta, USA.

A pipeline terminal



Directors' Report *Contd...*

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In addition to enhancing sports consciousness among employees the divisions regularly hold inter-unit and inter-unit sports meets in various disciplines. Coaching camps are organised for budding sportspersons and even wards of employees. Those who reach the national level are provided stipends through PSCB.

A GOOD CORPORATE CITIZEN

We continue to strengthen community relations and encourage developmental efforts, particularly in the fields of health education and management.

AWARD FOR ANNUAL ACCOUNTS

For the 3rd year in succession, the Indianoil annual report and accounts for 1993-94 were awarded by the Institute of Chartered Accountants of India. The commendation plaque was amongst entries received under the category of non-financial public sector companies as well as non-financial statutory corporations

HINDI IMPLEMENTATION

Efforts were intensified during 1995-96 for expanding the use of Hindi in official work in accordance with the provisions of the Official Languages Act 1963 and the Official Languages Rules 1976. In addition to training programmes for typists and stenographers, workshops were held for other sections to promote Hindi noting and drafting. Incentive schemes were strengthened to encourage use of Hindi. During the year 130 Hindi software packages were purchased and installed. These include Shabda Ratna, Sulipi, Sutrans, Akshar. Various competitions were organised to generate a competitive spirit in use of Hindi. In addition to the house journal 'Indianoil Samachar', the other units of the Corporation also regularly produced news journals in Hindi.



The Haldia refinery is being expanded

Directors' Report *Contd...*

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Regular meetings of Official Language Implementation Committees were held at the various offices and in the capital we took up the onerous task of chairing the Town Official Language Implementation Committee (Undertakings).

In the area of official language implementation, several awards were won by our employees as well as the units. Some of the significant awards won are:

- Raj Bhasha shield by Gujarat refinery for excellent performance in Western Region
- First prize to Guwahati refinery in 'C' region for outstanding performance in 1994-95.
- First Keshav Dev Malaviya Raj Bhasha Award of the Ministry of Petroleum & Natural Gas for 1994-95 to Guwahati refinery among subordinate offices.

- Second Raj Bhasha Puraskar to Mathura refinery and Jalandhar bottling plant for best performance in Northern Region.

In its endeavour to provide a pride of place to Hindi, two scholars - Dr. Nagendra and Shri Gunakar Mule - were honoured by the Corporation for their remarkable contribution in propagating Hindi. The Guwahati refinery instituted the Gopi Chand Bardobi award for original work in Hindi.

INDIAN OIL BLENDING LIMITED

The Annual Accounts and Directors' Report of Indian Oil Blending Limited (IOBL), a wholly owned subsidiary of the Corporation are annexed. After providing for depreciation of Rs 2.69 crores, IOBL earned a net profit of Rs 6.5 crores.

Drum manufacturing plant at Madras



Directors' Report *Contd...*

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The two lube plants, with production of 2.90 lakh kl attained a capacity utilisation of 116%. In its fifth full year of operation the grease plant at New Bombay (Vashi) attained a capacity utilisation of 104% by producing 11427 tonnes.

FOREIGN TOURS

Out of 215 foreign tours undertaken by officers during 1995-96, 34 were for attending training programmes. The total expenditure on foreign tours was Rs 287.72 lakhs.

ENTERTAINMENT EXPENSES

The entertainment expenses for the year 1995-96 stood at Rs 16.22 lakhs.

BOARD OF DIRECTORS

Dr. Uddesh Kohli ceased to be a Director of the Corporation w.e.f. 3rd November, 1995 and Shri Prabir Sengupta took over as Director of the Corporation on the same date. Dr. A.N. Saksena ceased to be a Director of the Corporation w.e.f. 31st May, 1996.

PARTICULARS OF EMPLOYEES

The particulars of employees pursuant to Section 217(2A) of the Companies Act, 1956 and Companies

(Particulars of Employees) Rules, 1975 as amended by the Companies [Particulars of Employees (Amendment)] Rules, 1994 are annexed.

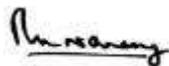
ACKNOWLEDGMENTS

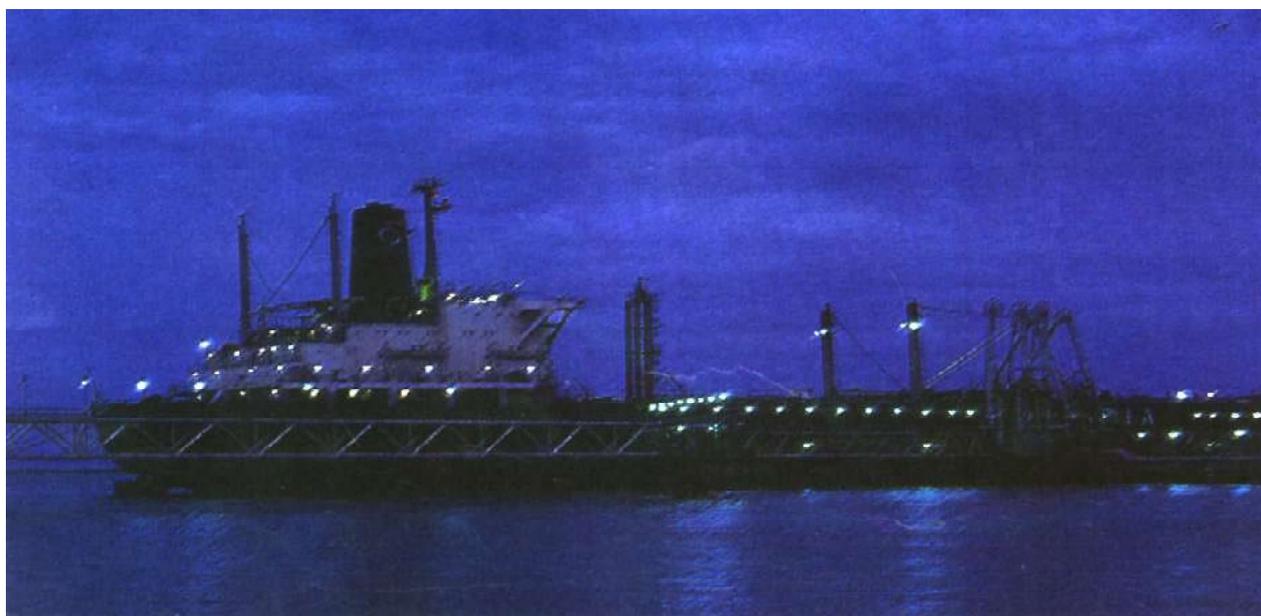
The Board of Directors deeply appreciates the valuable services and dedicated efforts of the members of the Indianoil family but for whose efforts the excellent results and achievements of your Corporation could not have been possible. The Board of Directors also wishes to acknowledge the valuable guidance and support received from the Government of India and the various State Governments.

The Board of Directors also places on record its appreciation of the significant contribution made by Dr. Uddesh Kohli and Dr. A.N. Saksena during their tenure as Directors of the Corporation

For and on behalf of the Board

New Deihi
Dated: August 27, 1996.


R.K. NARANG
Chairman



Annexure

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ANNEXURES TO DIRECTORS' REPORT ON ENERGY CONSERVATION, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AS PER COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF BOARD OF DIRECTORS) RULES, 1988.

A. CONSERVATION OF ENERGY:

a) Energy Conservation measures taken:

As a part of continued efforts towards energy conservation, a number of projects are at various stages of implementation at Refineries.

b) Additional investments and proposals, if any, being implemented for reduction of consumption of energy:

I. Schemes completed

Sr. No.	Item	Cost (Rs/Lakhs)	Fuel Savings (Tonnes/Year)
1.	Heat Integration of FCCU streams with Propylene Recovery Unit at Mathura Refinery.	76	5800
2.	Two Stage Desalter in CDU at Mathura Refinery.	554	2270
3.	Steam Turbine in Boiler Feed Water Service at Mathura Refinery.	104	1860
4.	20 TPH Thermax Boiler at Digboi Refinery.	198	840
5.	FRP Blades in cooling tower at Gujarat Refinery.		600
6.	New DM Water Plant at Barauni Refinery.	841	430
7.	Flash Drum in boiler blow down line at Gujarat Refinery.		280
TOTAL			12080

II. Schemes under implementation

- Back Pressure Turbine in cooling water pump at Guwahati Refinery.
- High Efficiency TG-4 at Guwahati Refinery.
- Back Pressure Turbine in recycle gas compressor of Catalytic Reforming Unit at Gujarat Refinery.
- VDU ID fan capacity augmentation at Haldia Refinery.
- Steam generation facility in CRU at Haldia Refinery.
- Packinox heat exchanger in CRU at Haldia Refinery.
- Pre-Fractionator column in CDU at Haldia Refinery.
- Installation of Gas Turbine at Mathura Refinery.
- Digboi Refinery Modernisation Project (DRMP).
- New Delayed Coking Unit at Digboi Refinery.
- New Wax Hydro, Finishing Unit at Digboi Refinery

c) Impact of the measures at (a) and (b) above for reduction of energy consumption and consequent impact on the cost of production of goods:

The above schemes under II on completion are expected to result in fuel savings of amount 37,950 tonnes valuing over Rs 12.6 crores per annum.

d) Total energy consumption and energy consumption per unit of production as per Form 'A' of the Annexure in respect of industries specified in the schedule thereto:

Necessary information in Form 'A'.



Annexure *Contd...*

B. TECHNOLOGY ABSORPTION:

- e) Efforts made in technology absorption as per Form 'B' of the Annexure is at attached.

C. FOREIGN EXCHANGE EARNINGS AND OUTGO:

- f) Activities relating to exports, initiatives taken to increase exports, development of new export market for products and services; and export plans:
- g) Total foreign exchange used and earned:

	(Rs Crores)
Foreign Exchange earnings	1891.91
Foreign Exchange used	24524.87

FORM 'A'**FORM FOR DISCLOSURE OF PARTICULARS WITH RESPECT TO CONSERVATION OF ENERGY**

Particulars	Total 1995-96	Total 1994-95
A. POWER AND FUEL CONSUMPTION		
1. Electricity:		
a) Purchased		
Qty ('000 KWH)	42,890	31,292
Rate (Rs/KWH)	2.47	2.23
Amount (Rs/Lakhs)	1,057	699
b) Own Generation		
i) Through Dual Fuel (HSD/Natural Gas) Generator		
Unit ('000 KWH)	2,50,690	2,07,760
KWH per MT of STD Fuel	2,576	2,110
Cost/Unit (Rs/KWH)	1.24	1.21
ii) Through Steam Turbine/Generator		
Unit ('000 KWH)	6,10,456	6,44,483
KWH per MT of STD Fuel	2,154	2,574
Cost/Unit (Rs/KWH)	1.42	1.42
c) Electricity Consumed (a+b) ('000 KWH)	9,04,037	8,83,535
2. Coal		
3. Liquid Fuel (LSHS & FO)		
Qty (MTs)	7,37,263	7,15,653
Amount (Rs/Lakhs)	15,143	14,643
Average Rate (Rs/MT)	2,053.97	2,046.10
4. Other Internal Fuel		
i) Fuel Gas		
Unit (MTs)	3,80,312	3,89,983
Amount (Rs/Lakhs)	7,244	7,041
Average Rate (Rs/MT)	1,904.81	1,805.46
ii) LDO		
Unit (MTs)	1,003	895
Amount (Rs/Lakhs)	27	24
Average Rate (Rs/MT)	2,690.27	2,678.21
iii) Coke		
Unit (MTs)	1,04,331	1,06,934
Amount (Rs/Lakhs)	1,951	2,020
Average Rate (Rs/MT)	1,870.12	1,889.02
B. CONSUMPTION PER MT OF PRODUCT		
i) Actual Production ('000 MTs)	24,056	23,725
ii) Consumption per MT of Product		
- Electricity (KWH/MT)	37.581	37.240
- Liquid Fuel (MT/MT)	0.031	0.030
- Fuel Gas/LDO/Coke (MT/MT)	0.020	0.021

FORM 'B'
(SEE RULE 2)

**FORM FOR DISCLOSURE OF PARTICULARS WITH RESPECT TO TECHNOLOGY
ABSORPTION RESEARCH & DEVELOPMENT (R&D)**

1. Specific areas in which R&D carried out by the Company:

- a) Lubricants & Specialities
- b) Fuels
- c) Refinery Processes
- d) Pipeline Transportation
- e) Material Failure Analysis
- f) Synthesis of additive
- g) Fuel efficient domestic appliances

2. Benefits derived as a result of the above R&D:

- a) High performance long life turbine oil with D-943 life of 750 hrs. developed.
- b) Nontoxic non hazardous radiator coolant meeting JIS K-2234 1987 specification developed for new generation automotive.
- c) Hydraulic brake fluid with high boiling point and low viscosity at -40 deg. C developed meeting latest MUL, JIS K-2233 and ODT-3 specification.
- d) Synthetic low smoke 2 stroke engine oil meeting JASO FC specification developed.
- e) Nine biodegradable products including five greases and four lubricating oils developed.
- f) Synthetic heat transfer fluid for high temperature operation developed.
- g) Technology for organo clay for high temperature greases developed.
- h) Recycle FCC pilot plant designed by R&D Centre licensed to Cochin Refineries Ltd.
- i) Production of food grade hexane at Gujarat Refinery started using technology developed through R&D.

3. Future Plan of Action:

- a) Development of long life turbine oil and energy efficient products.
- b) Development of biodegradable and environment friendly products.
- c) High performance novel greases.
- d) Commercialisation of technologies such as O.P. feed.
- e) Setting up of pilot plant facilities at R&D.

4. Expenditure of R&D

- | | |
|--------------|-----------------|
| a) Capital | Rs 17.35 crores |
| b) Recurring | Rs 17.42 crores |
| c) Total | Rs 34.77 crores |

TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION:**1. Efforts, in brief, made towards technology absorption, adaptation and innovation:**

With a view to further improve the product slate, product quality and onstream factor of processing units, Indianoil has absorbed newer technologies in line with the latest developments worldwide. Major steps taken in this regard are given below:

A. Imported Technology**i. Hydrocracker Technology**

After commissioning the country's first hydrocracker for maximising the much needed middledistillates at Gujarat Refinery, environment clearance from Ministry of Environment and Forests has been obtained for adopting the once through Hydrocracker Technology at Mathura Refinery.

ii. Catalytic Reforming Technology

Proven technology from M/s IFP for Continuous Catalytic Regeneration (CCR) type Catalytic Reformer has been adopted for Mathura and Panipat Refineries.

iii. Hydrofinishing Technology for treatment of Paraffin Wax

Process technology has been obtained from M/s IFP, France for Digboi and Barauni Refineries.

iv. Welded Plate Heat Exchanger Technology

To maximise heat recovery and for improving the yield, welded plate heat exchangers are being adopted for catalytic reforming units at Haldia, Barauni, Mathura, Digboi and Panipat Refineries.

v. Multiple Nozzle Feed Injection Technology for Fluidised Catalytic Cracking Unit (FCCU)

For improving the distillate yield, state of the art Multiple Feed Injection Technology is being adopted for FCCU at Mathura Refinery from M/s. Stone & Webster, USA.

vi. Use of Newer Catalysts

Bottom Cracking Additive is being successfully used at Mathura Refinery for improved yield pattern from the Fluidised Catalytic Cracking Unit. On trial basis, De Sox Catalyst was also used to reduce SO₂ emission. New Vision 56 catalyst was successfully tried at the Mathura refinery FCCU.

B. Indigenous Technology**i. Sulpholane process**

Replacement of the existing kerosene treating unit of Digboi Refinery by using the indigenously developed sulpholane process technology is under active consideration.

ii. Conversion of Phenol/Furfural to NMP Solvent

Replacement of phenol by NMP Solvent in the phenol extraction unit of Barauni Refinery for safety and environment protection and provision of a new NMP unit in Haldia for lube oil base stock quality improvement are proposed.

iii. Production of Alpha Olefins

A pilot plant for production of Alpha Olefins from Coker Stream based on technology developed by IOC (R&D) is being put up at Barauni Refinery.

C. Modernisation of Instrumentation and Control**1. Distributed Digital Control Systems (DDCS)**

Conventional Pneumatic Instruments in existing process units and captive power plants are being replaced by microprocessor based DDCS in a phased manner. DDCS have already been implemented and commissioned in the following plants:

- a. All process units and Boiler-I at Mathura Refinery.
- b. Atmospheric Distillation Units 1,111 & IV, Vacuum Unit, Visbreaker, Udex Plant, Hydrocracker Unit, FPU-I & FCCU at Gujarat Refinery and
- c. Fuel Oil Block Units, Hydrofinishing Unit, Solvent Dewaxing Unit & Furfural Extraction Unit at Haldia Refinery.



Installation of DDCS is under implementation in the following units:

- a. AU-II and CRU at Gujarat Refinery.
- b. Vacuum Distillation Unit, Propane Deasphalting Unit, Bitumen Unit and Captive Power Plant at Haldia Refinery.
- c. Captive Power Plant at Mathura Refinery.
- d. AVU-I, AVU-II, Additional Coker, LPG Recovery Unit and Solvent Dewaxing Unit at Barauni Refinery.
- e. MI process units at Guwahati Refinery and
- f. Co-generation type Captive Power Plant at Digboi Refinery.

2. Advanced Process Controls and Optimisation

Advance Process Control (APC) has been implemented in Atmospheric & Vacuum Distillation Units, FCCU at Mathura Refinery and Crude Distillation Unit & Vacuum Distillation Unit at Gujarat Refinery. Implementation of Advanced Controls in various other units is in progress at Mathura, Gujarat and Haldia Refineries.

3. Offsite Modernisation

As a part of modernisation of Oil Movement & Storage (OM&S) facilities, installation of microprocessor based automatic tank gauging system and product despatches through loading gantries have been undertaken. A fully automated tank wagon gantry has been commissioned at Gujarat Refinery during the year. Automation of Tank Truck Loading gantries alongwith DDCS based tank gauging is in progress at Gujarat & Haldia Refineries. In addition, modernisation of Tank Wagon loading for Naphtha and HSD at Mathura & Haldia Refineries respectively is also under implementation.

4. In case of imported technology (imported during the last 5 years, reckoned from the beginning of the financial year) following information is being furnished:

a) Technology imported for Panipat Refinery	Year of import
i) Catalytic Reforming Technology from M's. IFP, France.	1993-94
ii) Hydrocracker Technology from M's. Unocal & M's. UOP, USA.	1993-94
iii) Hydrogen Generation Technology from M's. Haldor Topsoe, Denmark.	1993-94
iv) Fluidised Catalytic Cracking Technology from M's. Stone & Webster, USA.	1993-94
v) Merox Technology from M's. UOP, USA.	1994-95

b) Has technology been fully absorbed?

Technology will be fully absorbed with the execution of the above projects.

c) if not fully absorbed, areas where this has not taken place, reasons thereof:

In respect of items (i) to (v) above, technology will be fully absorbed after commissioning of the Panipat Refinery Project in 1997.

Auditors' Report

Auditors' Report to the Shareholders

We have audited the attached Balance Sheet of Indian Oil Corporation Limited as at 31st March, 1996 and the Profit and Loss Account of the company annexed thereto for the year ended on that date in which are incorporated the accounts of certain refineries/divisions audited by branch auditors and report that:

1. As required by the Manufacturing and other Companies (Auditors' Report) Order, 1988, issued by the Company Law Board in terms of Section 227 (4A) of the Companies Act, 1956, we enclose in the Annexure a statement on the matters specified in paragraphs 4 and 5 of the said order.
2. Further to our comments in the Annexure referred to in paragraph 1 above:
 - a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit
 - b) In our opinion, proper books of account as required by law have been kept by the company so far as appears from our examination of the books
 - c) The allocation of work amongst the auditors has been followed as per directions contained in letter No. I-024/1011388/94-IGC dated 9.1.1996 addressed to Indian Oil Corporation Limited by the Government of India, Ministry of Law, Justice and Company Affairs, Department of Company Affairs, New Delhi:
 - d) The reports on the accounts audited by the respective Branch Auditors were received and properly dealt with by us while preparing our report:
 - e) The Balance Sheet and the Profit and Loss Account dealt with by this report are in agreement with the books of account:
 - f) In our opinion and to the best of our information and according to the explanations given to us, the said accounts together with the Statement of Significant Accounting Policies (Schedule 'Q') Notes on Accounts (Schedule 'R') and other Schedules (S to Y) give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view.
 - i) In the case of Balance Sheet, of the state of affairs of the company as at 31st March, 1996
 - and
 - ii) In the case of Profit and Loss Account, of the Profit of company for the year ended on that date.

FORD RHODES PARKS & CO.
Chartered Accountants
Sd/-
A.D. SHENOY
Partner

S. GHOSE & CO.
Chartered Accountants
Sd/-
A.K. CHAKRABORTY
Partner

S.K. BHATTACHARIYA & CO.
Chartered Accountants
Sd/-
S. BHATTACHARIYA
Partner

O.P. TULSYAN & CO.
Chartered Accountants
Sd/-
O.P. TULSYAN
Partner

New Delhi
Dated : 16th June, 1996



Annexure to the Auditors' Report

(Referred to in Paragraph 1 of our Report of Even Date)

1. The company has generally maintained proper records to show full particulars including quantitative details and situation of Fixed Assets. The Fixed Assets of the company are physically verified by the Management in a phased programme of three year cycle which, in our opinion, is reasonable having regard to the size of the company and the nature of its assets. As per the information given to us by the Management, no material discrepancies were noticed on such verification.
2. None of the Fixed Assets have been revalued during the year.
3. The stocks of finished goods, packages and raw materials (except those lying with outside parties) have been physically verified during the year by the Management and the stocks of stores and spare parts are verified by them in a phased programme so as to complete the verification of all items over a period of three years. In our opinion, the above frequency of verification is reasonable in relation to the size of the company and the nature of its business.
4. In our opinion, the procedures of physical verification of stocks followed by the company are reasonable and adequate in relation to the size of the company and the nature of its business.
5. We have been informed that the discrepancies noticed on verification between the physical stocks and the book records were not material in respect of items reconciled and the same have been properly dealt with in the books of account.
6. On the basis of our examination of stock records, we are of the opinion that the valuation of stocks, is fair and proper in accordance with the normally accepted accounting principles and is on the same basis as in the preceding year.
7. The company has neither taken nor given any loans, secured or unsecured, from companies, firms or other parties listed in the register maintained under Section 301 of The Companies Act, 1956 and from/to Companies under the same Management as defined under Sub-section (IB) of Section 370 of The Companies Act, 1956.
8. The parties to whom loans or advances in the nature of loans have been given by the company are repaying the principal amounts wherever stipulated and are also regular in payment of interest where applicable.
9. In our opinion and according to the information and explanations given to us, there are adequate internal control procedures commensurate with the size of the company and the nature of its business with regard to purchases of stores, raw materials including components, plant and machinery, equipment and other assets and with regard to the sale of goods.
10. During the year, company has not entered into any contracts for purchase of goods and materials and sale of goods, materials and services, in pursuance of contracts or arrangements requiring entry in the register maintained under Section 301 of The Companies Act, 1956.
11. As explained to us, the company has regular procedure for the determination of unserviceable, damaged and/or surplus stores, packages, raw materials and finished goods and adequate provision for likely loss is made for such items.
12. In our opinion and according to the information and explanations given to us, the company has complied with the provisions of Section 58A of The Companies Act, 1956 and The Companies (Acceptance of Deposits) Rules, 1975 with regard to the deposits accepted from the public.
13. In our opinion, reasonable records have been maintained by the company for the sale and disposal of contaminated products, slops and scraps where applicable.
14. The company has an internal audit system commensurate with the size and nature of its business.
15. We have broadly reviewed the books of account maintained by the company pursuant to the order made by the Central Government for the maintenance of cost records in respect of certain products under Section 209 (i) (d) of The Companies Act, 1956 and are of the opinion that prima facie the prescribed accounts and records have been made and maintained.
16. According to the records of the company Provident Fund dues have generally been regularly deposited with the appropriate authorities during the year. Employees' State Insurance Scheme is not applicable to the company.



Auditors' Report *Contd...*

17. According to the records and information and explanations furnished, there was no amount outstanding on 31st March, 1996 in respect of undisputed income tax, sales tax, customs duty and excise duty which were due for more than six months from the date they became payable.
18. According to information and explanations given to us, no personal expenses of employees or Directors have been charged to Revenue Account, other than those payable under contractual obligations or in accordance with generally accepted business practice.
19. The company is not a sick industrial company within the meaning of clause (o) of section 3 (1) of the Sick Industrial Companies (Special Provisions) Amendment Act, 1991.
20. As per information and explanations given to us, damaged goods in respect of trading activities have been determined and consequential adjustments, which were not significant, have been made in the accounts.

FORD RHODES PARKS & CO.
Chartered Accountants
Sd/-
A.D. SHENOY
Partner

S. GHOSE & CO.
Chartered Accountants
Sd/
A.K. CHAKRABORTY
Partner

S.K. BHATTACHARIYA & Co.
Chartered Accountants
Sd/-
S. BHATTACHARIYA
Partner

O.P. TULSYAN & CO.
Chartered Accountants
Sd/
O.P. TULSYAN
Partner

New Delhi
Dated: 16th June, 1996



Balance Sheet

Balance Sheet as at 31st March, 1996

Schedule	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March '95 Rupees (in lakhs)
SOURCES OF FUNDS:			
1. Shareholders' Funds:			
a) Share Capital	"A" 38,924.54		36,979.74
b) Reserves and Surplus	"B" 748,567.68		621,752.84
		787,492.22	658,732.58
2. Share Application Money		0.00	1,954.01
3. Loan Funds:			
a) Secured	"C" 135,699.87		50,112.64
b) Unsecured	"D" 687,035.70		486,558.25
		822,735.57	536,670.89
TOTAL		1,610,227.79	1,197,357.48
APPLICATION OF FUNDS:			
1. Fixed Assets:			
a) Gross Block	"E" 798,499.05		593,797.53
b) Less: Depreciation	358,973.00		305,833.31
c) Net Block	439,526.05		287,964.22
d) Capital Work-in-Progress	"F" 343,712.34		263,016.96
		783,238.39	550,981.18
2. Investments	"G"	368,930.56	385,693.77
3. Current Assets, Loans and Advances:			
a) Interest accrued on Investment/ Bank Deposits	10,534.70		9,323.54
b) Inventories	"H" 445,825.19		330,504.41
c) Book Debts	"I" 199,793.21		125,530.82
d) Cash and Bank Balances	"J" 37,935.87		32,461.40
e) Loans and Advances	"K" 458,302.42		230,666.16
		1,152,391.39	728,486.33

Balance Sheet *Contd...*

	Schedule	Rupees (in 'lakhs)	March '96 Rupees (in 'lakhs)	March '95 Rupees (In lakhs)
APPLICATION OF FUNDS (Contd.):				
4. Less: Current Liabilities and Provisions	"L"	694,332.55		467,803.80
5. Net Current Assets (3-4):			458,058.84	260.682.53
TOTAL			1,610,227.79	1,197,357.48
6. Statement of Significant Accounting Policies	"Q"			
7. Notes on Accounts	"R"			
8. Other Schedules forming part of Accounts	"S" to "Y"			

Sd/- (R.K. Narang) Chairman	Sd/- (Suresh Chand Mathur) Director (Finance)	Sd/- (A.K. Mora) Director (R&P)	Sd/- (M.A. Pathan) Director (Marketing)	(R. Narayanan) Secretary
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As per our Report attached

S.K. Bhattachariya & Co. Chartered Accountants	S. Ghose & Co. Chartered Accountants	Ford Rhodes Parks & Co. Chartered Accountants	O.P. Tulsyan & Co. Chartered Accountants
Sd/- (S. Bhattachariya) Partner	Sd/- (A.K. Chakraborty) Partner	Sd/- (A.D. Shenoy) Partner	Sd/- (O.P. Tulsyan) Partner

Place : New Delhi
Dated: 16th June, 1996



Profit and Loss Account

Profit and Loss Account for the year ending 31st March, 1996

	Schedule	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March'95 Rupees (In lakhs)
INCOME:				
1. Sale of Products & Crude		4,387,444.00		3,935,534.34
Less: Commission and Discounts		1,258.70		407.10
			4,386,185.30	3,935,127.24
2. Company's use of own oil			6,386.95	5,802.29
3. Net Claim from/(Surrender to) Industry Pool Accounts*			250,936.55	(106,910.17)
4. Increase/(Decrease) in Stocks	"M"		94,462.00	(4,459.10)
5. Interest and other Income	"N"		60,146.37	55,337.98
TOTAL INCOME			4,798,117.17	3,884,898.24

* Includes Rs. 84355.04 lakhs (1995: 73426.00 lakhs) on account of additional margins and incentive claims pertaining to previous years

Profit and Loss Account *Contd...*

	Schedule	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
EXPENDITURE:				
1. Purchase of Products and Crude for resale (Net of loan from/to OMCs)			2,465,139.30	1,847,002.58
2. Manufacturing, Administration, Selling and Other Expenses	"0"		1,686,679.68	1,503,214.22
3. Duties			355,169.48	295,192.74
4. Depreciation and Amortisation			50,910.57	41,672.24
5. Interest Payments on:				
a) Fixed period loans from Banks/ Financial Institutions		5,031.67		6,389.39
b) Short term loan from Banks		24,222.16		16,905.79
c) Others		17,586.74		31,039.18
d) Public Deposits		9,174.48		6,247.86
			56,015.05	60,582.22
TOTAL EXPENDITURE			4,613,914.08	3,747,664.00
PROFIT FOR THE YEAR			184,203.09	137,234.24
Add: Income/(Expenses)				
Add: pertaining to previous year (Net)	"P"		(7,670.56)	(250.13)
PROFIT BEFORE TAX			176,532.53	136,984.11
Provision for Tax (Net)			51,661.63	35,098.49
PROFIT AFTER TAX			124,870.90	101,885.62
Balance brought forward from last year's account			0.47	1.00
Transfer from Investment Allowance (Utilised) Reserve			3,150.00	13,880.00
DISPOSABLE PROFIT			128,021.35	115,766.62



Profit and Loss Account *Contd...*

	Schedule	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March '95 Rupees (in lakhs)
APPROPRIATIONS:				
Proposed Dividend (Subject to deduction of tax at source)			15,559.19	10,469.15
Insurance Reserve Account			30.00	30.00
General Reserve			112,432.00	105,267.00
Balance carried to Balance Sheet			0.16	0.47
			<u>128,021.35</u>	<u>115,766.62</u>
6. Statement of Significant Accounting Policies	"Q"			
7. Notes on Accounts	"R"			
8. Other Schedules forming part of Accounts	"S" to "Y"			

Sd/- (R.K. Narang) Chairman	Sd/- (Suresh Chand Mathur) Director (Finance)	Sd/- (A.K. Arora) Director (R&P)	Sd/- (M.A. Pathan) Director (Marketing)	Sd/- (R. Narayanan) Secretary
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As per our Report attached

S.K. Bhattachariya & Co. Chartered Accountants	S. Ghose & Co. Chartered Accountants	Ford Rhodes Parks & Co. Chartered Accountants	O.P. Tulsyan & Co. Chartered Accountants
Sd/- (S. Bhattachariya) Partner	Sd/- (A.K. Chakraborty) Partner	Sd/- (A.D. Shenoy) Partner	Sd/- (O.P. Tulsyan) Partner

Place : New Delhi
Dated: 16th June, 1996



Schedules

Schedule "A" – Share Capital

	Note	Rupees (in 'lakhs)	March '96 Rupees (in 'lakhs)	March'95 Rupees (in lakhs)
Authorised:				
250,00,00.000 Equity Shares of Rs. 10 each			250,000.00	250,000.00
Issued and Subscribed & Paid up:				
38,93,37,400 Equity Shares of Rs 10 each (1995: 36,97,97,400 Shares of Rs 10 each)	A	38,933.74		36,979.74
Less: Calls in Arrears	B	9.20		0.00
			38,924.54	36,979.74
Out of which:				
1. Shares allotted as fully paid without payment being received in cash:				
a) Pursuant to the Petroleum Companies Amalgamation Order 1964: 3,76,49,700 Shares of Rs 10/- each				
b) Gujarat Refinery Project Undertaking (Transfer), (Amendment) Order 1965: 1,00,00,000 Shares of Rs 10/- each				
2. Shares allotted as fully paid up Bonus Shares by Capitalisation of General Reserve: 28,76,20,200 Shares of Rs 10/- each				
	TOTAL		38,924.54	36,979.74

Notes:

- A. The allotment of shares made during the year pursuant to the employee issue is subject to outcome of the writ petition pending before Honorable High Court of Delhi.
- B. Calls in arrears from Directors: Nil

Schedule "B" - Reserves and Surplus

	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March '95 Rupees (in lakhs)
1. Capital Reserves:			
As per last Account		15.82	15.82
2. Share Premium Account:			
Received during the year	17,586.06		0.00
Less: Call in Arrears	82.85		0.00
		17,503.15	0.00
3. General Reserve:			
As per last Account	612,215.55		531,601.71
Add: Transferred from Profit and Loss Account	112,432.00		105,267.00
Less: Transferred to Share Capital for issue of Bonus Shares	724,647.55 0.00		636,868.71 24,653.16
		724,647.55	612,215.55
4. Insurance Reserve:			
As per last Account	430.00		400.00
Add: Transferred From Profit and Loss Account	30.00		30.00
		460.00	430.00
5. Investment Allowance (Utilised) Reserve:			
Balance as per last Account	3,150.00		17,030.00
Less: Transferred to Profit and Loss Account	3,150.00		13,880.00
		0.00	3,150.00
6. Export Profit Reserve:			
Balance as per last Account		5,941.00	5,941.00
7. Profit and Loss Account:			
As per Annexed Account		0.16	0.47
TOTAL		748,567.68	621,752.84

Schedule "C"- Secured Loans

	March '96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
Secured Loans		
1. Loans and Advances from Banks	134,774.08	49,649.72
2. Interest accrued and due on above	925.79	462.92
TOTAL	<u>135,699.87</u>	<u>50,112.64</u>

Note: Secured by hypothecation of raw materials, stock-in-trade, book debts, outstanding monies, receivables, claims, contracts, engagements etc.

Schedule "D" - Unsecured Loans

	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March '95 Rupees (in lakhs)
1. Public Deposits (including Rs 14122.96 lacs 1995 Rs. 8947.00 lacs. due for payment within one year)		60,927.51	57,574.34
2. Short Term Loans and Advances from Banks (due for payment within one year) Add: Interest accrued and due	465,269.97 <u>1.27</u>		304,692.05 <u>0.00</u>
		465,271.24	304,692.05
3. Other Loans and Advances			
a) From Banks/Financial Institutions			
i) US \$ 150 Million from Asian Development Bank repaid during the year Guaranteed as to Principal and interest by the Government of India	0.00		68,778.11
ii) US \$ 42.75 Million from International Bank for Reconstruction and Development	0.00		15,966.82
iii) US \$ 35 Million from the Gulf Bank, Kuwait repayable in March 1997 (prepaid on 1st April 1996)	11,942.88		11,019.75
iv) US \$ 40 Million from Standard Chartered Bank, UK repayable in August 1997 (prepaid on 1st April 1996)	13,649.00		12,594.00
v) US \$ 20 Million from National Bank of Oman repayable in October 1999	6,824.50		6,297.00
vi) US \$ 30 Million from Gulf International Bank Bsc, Bahrain repayable in September 1997	10,236.75		9,445.50

Schedule "D" - Unsecured Loans (Contd.)

	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
vii) Syndicated loan of US \$ 200 Million arranged by ANZ Banking Group Limited repayable in August 2002	68,245.00		0.00
viii) ABN AMRO Bank, Netherlands US \$ 45 Million repayable in Jan '2003	15,355.13		0.00
x) ANZ Grindlays Bank £ 8.65 Million repayable in June 2006	4,552.39		0.00
	<u>130,805.65</u>		<u>124,101.18</u>
b) Others:			
i) Deferred Foreign Credit	0.00		14.45
ii) Oil Industry Development Board (incl. Rs 30019.55 lacs: 1995 Rs 12.97 lacs due for payment within one year)	30,031.30		36.23
iii) Karnataka State Electricity Board	0.00		140.00
	<u>30,031.30</u>		<u>190.68</u>
TOTAL (3)		<u>160,836.95</u>	<u>124,291.86</u>
TOTAL		<u>687,035.70</u>	<u>486,558.25</u>

Schedule "E" - Fixed Assets

				AT COST
	Note Ref.	Gross Block as at 1-04-1995 Rupees (in lakhs)	Additions during the year Rupees (in lakhs)	Transfers from Construction work-in Progress Rupees (in lakhs)
Land - Freehold		13,424.73	2,569.12	40.41
Land - Leasehold		5,904.32	1,567.14	0.00
Land - Right of Way		322.44	9.75	0.00
Buildings, Roads Etc.	A	63,545.12	158.65	13,928.90
Plant and Machinery		483,393.58	36,701.84	149,480.26
Transport Equipments		6,412.09	2,699.49	320.13
Furnitures and Fixtures		4,170.22	360.27	227.44
Railway Sidings		6,669.43	0.00	948.80
Drainage, Sewage and Water Supply System		9,955.60	0.00	127.06
TOTAL		593,797.53	44,066.26	165,073.00
Previous Year		523,919.23	31,955.73	40,745.08

Notes:

- A Buildings include Rs 0.58 lakhs (1995, Rs 0.58 Lakhs) towards value of 1151(1995,1151) Shares in Go-operative Housing Societies towards membership of such societies for purchase of flats.
- B Depreciation charged during the year includes Rs 5039.62 Lakhs (1995 Rs 55.75 Lakhs) pertaining to prior year and Rs 226.77 lacs (1995 Rs 74.35 lacs) relating to construction period expenses taken to Schedule F.

Details of Jointly Owned Assets

(Rs. lacs)

Assets Particulars	Name of Joint Owner	Share of Original Cost	Accumulated Depreciation	W.D.V.
Land	HPC/IBP	71.86	5.15	66.71
Buildings	HPC	16.54	1.10	15.43
Plant & Mach.	HPC/BPC/IBP GSFC/IPCL/ACC	701.46	70.59	630.87
Drainage, Sewage & Water Supply	GSFC	99.40	94.43	4.97
		889.26	171.27	717.98

Schedule "E" - Fixed Assets contd...

Disposals During the Year	Transfers/ Deductions/ Reclassi- fication	Gross Block as at 31-03-1996	Depreciation and Amortis- ation Charged this year (Ref Note No.B)	Total Depreci- ation and Amorlisation Upto 31-03-1996	NET DEPRECIATED BLOCK	
					As at 31-03-1996	As at 31-03-1995
Rupees (in lakhs)	Rupees (in lakhs)	Rupees (in lakhs)	Rupees (in lakhs)	Rupees (in lakhs)	Rupees (in lakhs)	Rupees (in lakhs)
0.00	(27.68)	16,006.58	0.00	0.00	16,006.58	13,424.73
0.00	1.32	7,472.78	134.87	600.20	6,872.58	5,459.98
0.00	(59.75)	272.44	0.00	0.03	272.41	262.66
(2.65)	(211.54)	77,418.48	1,567.01	11,672.72	65,745.76	53,461.54
(205.34)	(2,829.49)	666,540.85	52,977.50	330,510.92	336,029.93	203,467.32
(138.16)	(19.63)	9,273.92	652.89	4,983.30	4,290.62	1,939.86
(41.51)	(0.75)	4,715.67	335.98	2,536.27	2,179.40	1,945.09
(3.19)	(896.56)	6,718.48	250.80	1,949.66	4,768.82	4,508.52
0.00	(2.81)	10,079.85	257.91	6,719.90	3,359.95	3,493.62
(390.85)	(4,046.89)	798,499.05	56,176.96	358,973.00	439,526.05	287,964.22
(538.08)	(2,284.42)	593,797.53	41,802.33	305,833.31	287,964.22	

Schedule "F-I" - Construction Period Expenses

Net Expenditure during the year

	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Payment to and Provisions for Employees	1,919.21	796.52
2. Repairs & Maintenance	96.26	38.58
3. Consumption of Stores & Spares	42.30	18.32
4. Power & Fuel	93.95	2.37
5. Rent	421.64	301.52
6. Insurance	828.17	1,011.90
7. Rates & Taxes	104.53	22.68
8. Travelling Expenses	392.03	235.85
9. Communication Expenses	196.95	133.03
10. Printing & Stationery	60.07	44.27
11. Electricity & Water Charges	368.10	82.54
12. Bank Charges	98.51	63.35
13. Technical Assistance Fees	10.71	6.73
14. Exchange Fluctuation	3,258.75	1,287.05
15. Interest	4,249.41	2,864.23
16. Depreciation	226.77	74.35
17. Others	4,798.22	4,673.75
Total Expenses	17,165.58	11,657.04
Less: Recoveries	714.12	470.51
Net Expenditure during the year	16,451.47	11,186.53

Schedule "G" - Investments

	No. and Particulars of Shares/Bonds/Units		Face Value		March,	March,
			per Share Bond/Unit (Rs)	Rupees (in lakhs)	1996 Rupees (in lakhs)	1995 Rupees (in lakhs)
1.	Quoted:					
a)	In Fully Paid Tax Free Bonds of Public Sector Undertakings:					
i)	Indian Railway Finance Corporation Limited: 26,38,975 (1995:47,81,375) Secured Redeemable Bonds	9%	1,000/-		26,379.12	47,862.55
ii)	Indian Telephone Industries Limited: 5,00,000 (1995:5,00,000) Secured Redeemable Bonds	10%	1,000/-		5,000.00	5,000.00
iii)	Konkan Railway Corporation Limited: NIL (1995:5,00,000) Secured Redeemable Bonds	10.5%	1,000/-		0.00	5,000.00
iv)	National Thermal Power Corporation Limited: 33,47,500 (1995:24,97,500) Secured Redeemable Bonds	9%	1,000/-		33,733.25	25,182.25
v)	Mahanagar Telephone Nigam Limited: 15,18,019(1995:24,18,019) Secured Redeemable Bonds	9%	1,000/-		15,036.64	24,016.39
vi)	National Hydro Electric Power Corporation Ltd. :4,83,000 (1995:4,83,000) :Secured Redeemable Bonds	9%	1,000/-		4,857.89	4,857.89
vii)	Rural Electrification Corporation Limited: 15,44,950 (1995:15,44,950) Secured Redeemable Bonds	9%	1,000/-		15,473.01	15,473.01
vii)	Power Finance Corporation Limited: 13,40,000 (1995: NIL) Secured Redeemable Bonds	9%	1,000/-		13,410.35	0.00
ix)	Housing And Urban Development Corporation Limited: 2,50,000 (1995: NIL) Secured Redeemable Bonds	9%	1,000/-		2,481.50	0.00
x)	Nuclear Power Corporation Limited: 50,000 (1995: NIL) Secured Redeemable Bonds	9%	1,000/-		504.25	0.00
xi)	Neyveli Lignite Corporation Limited: NIL (1995:12,20,000) Secured Redeemable Bonds	9%	1,000/-		0.00	12,264.00
					<u>116,876.01</u>	<u>139,656.09</u>
	Less: Provision for the difference between acquisition cost and redemption value where the acquisition cost is higher				<u>383.79</u>	<u>437.59</u>
	Total (a):				<u>116,492.22</u>	<u>139,218.50</u>
	Aggregate Market Value of Securities Under a) above Rs 1,06,765.25 lakhs 1995: Rs 1,32,378.27 lakhs					
b)	Others:					
	Canstar Scheme of Canbank Mutual Fund: 5,00,00,000 (1995: 5,00,00,000) Canstars of Capital Gain Scheme		10/-		7,400.00	7,400.00
	Total (b):				<u>7,400.00</u>	<u>7,400.00</u>
	Aggregate Market Value of above mentioned security RS 9,075.00 lakhs; 1995 Rs 8,250.00 lakhs					
	Total :1: (a+b)				<u>123,892.22</u>	<u>146,618.50</u>

Schedule "G" - Investments (Contd...)

	No. and Particulars of Shares/Bonds/Units		Face Value	March,		March,
			per Share Bond/Unit (Rs)	Rupees (in lakhs)	1996 Rupees (in lakhs)	1995 Rupees (in lakhs)
2. Unquoted:						
a) In Fully Paid Tax Free Bonds of Public Sector Undertakings:						
i) National Thermal Power Corporation Limited:	12,10,000 (1995:12,10,000) Secured Redeemable Bonds	10%	1,000/-	12,108.50		12,108.50
	NIL (1995:8,50,000) Secured Redeemable Bonds	9%	1,000/-	0.00		8,551.00
				12,108.50		20,659.50
ii) Mahanagar Telephone Nigam Limited:	7,45,000 (1995:7,45,000) Secured Redeemable Bonds	10%	1,000/-	7,717.05		7,717.05
iii) Indian Railway Finance Corporation Limited:	4,67,500 (1995:4,67,500) Secured Redeemable Bonds	10%	1,000/-	4,947.38		4,947.38
iv) Konkan Railway Corporation Limited:	5,00,000 (1995: NIL) Secured Redeemable Bonds	10.5%	1,000/-	5,000.00		0.00
v) Mahanagar Telephone Nigam Limited:	9,00,000 (1995: NIL) Secured Redeemable Bonds	9%	1,000/-	8,979.75		0.00
vi) Indian Railway Finance Corporation Limited:	61,28,860 (1995:39,86,460) Secured Redeemable Bonds	9%	1,000/-	61,436.86		39,953.43
vii) Power Finance Corporation Limited:	35,85,000 (1995:49,25,000) Secured Redeemable Bonds	9%	1,000/-	36,094.19		49,504.54
viii) Housing & Urban Development Corporation Limited:	14,20,000 (1995:16,70,000) Secured Redeemable Bonds	9%	1,000/-	14,283.69		16,765.19
xi) Nuclear Power Corporation Limited:	18,70,000 (1995:19,20,000) Secured Redeemable Bonds	9%	1000/-	18,764.35		19,268.60
x) National Hydro Electric Power Corporation Limited:	23,20,000 (1995: 23,20,000) Secured Redeemable Bonds	9%	1,000/-	23,231.55		23,231.55
xi) Rural Electrification Corporation Limited:	16,00,000 (1995:16,00,000) Secured Redeemable Bonds	9%	1,000/-	16,010.31		16,010.31
xii) Neyveli Lignite Corporation Limited:	22,70,000 (1995:10,50,000) Secured Redeemable Bonds	9%	1,000/-	22,792.50		10,528.50
				231,366.13		208,586.05
Less: Provision for the difference between acquisition cost and redemption value where the acquisition cost is higher				1,348.83		1,295.03
	Total (a):			230,017.30		207,291.02
b) Others:						
i) Units of Unit Trust of India:	8,05,66,000 (1995:20,05,66,000) Units of Unit Trust of India 1964 Scheme		10/-	11,114.64		27,977.78
ii) Canpep '92 Scheme of Canbank Mutual Fund:	3,00,00,000 (1995:3,00,00,000) Canpeps		10/-	3,000.00		3,000.00

Schedule "G" - Investments (Contd...)

	No. and Particulars of Shares'/Bonds/Units	Face Value per Share Bond/unit (Rs)	Rupees (in lakhs)	March, 1996 Rupees (in lakhs)	March, 1995 Rupees (in lakhs)
iii)	In Subsidiary Company - IOBL	8,000 Equity Shares each fully paid in cash	500/-	40.00	40.00
iv)	In Government -Securities	(Including Rs 24,000:1995: Rs 26,200 Deposited with various bodies)		0.87	0.94
v)	International Cooperative Petroleum Association	350 Shares fully paid up and partly paid up common stock of \$72.31	\$ 100/-	2.12	2.12
vi)	Avi-Oil India Limited (A Joint Venture Company)	20,00,000 Shares fully paid in cash	10/-	200.00	100.00
vii)	Indo-Mobil Limited (A Joint Venture Company)	65,81,401 Shares fully paid in cash	10/-	658.14	658.14
viii)	Petroleum India International Association of Oil Companies)	Seed Capital		5.00	5.00
ix)	In Consumer Cooperative Societies:				
	Barauni:	250 Equity Shares each fully paid in cash	10/-		
	Guwahati:	500 Equity Shares each fully paid in cash	10/-		
	Mathura:	200 Equity Shares each fully paid in cash	10/-	0.27	0.27
	Haldia:	1663 Equity Shares each fully paid in cash	10/-		
	In Indian Oil Cooperative Consumer Stores Ltd., Delhi:	375 Equity Shares each fully paid in cash	10/-		
				865.53	765.53
	Total (b):			15,021.04	31,784.25
	Total: 2: (a+b)			245,038.34	239,075.27
	GRAND TOTAL (1+2)			368,930.56	385,693.77
Note:	During the year, following Investments were sold:				
Particulars			No. of Units		Face Value (Rupees)
Units of Units Trust of India			12,00,00,000		120,00,00,000

Schedule "H" - Inventories

	Note	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. In Hand:				
a. Stores, Spares etc.	A	34,376.87		33,266.43
Less: Provision for Losses		1,248.90		706.91
			33,127.97	32,559.52
b. Raw Materials	B		100,916.96	88,151.57
c. Finished Products	C		116,621.28	99,649.62
d. Intermediates			16,726.93	13,001.99
e. Empty Barrels and Tins	D		519.87	616.25
	Total (1)		267,913.01	233,978.95
2. In Transit:				
a. Stores & Spares			2,590.46	1,548.72
b. Raw Materials			36,054.69	29,475.10
c. Imported Finished Products			139,267.03	65,501.64
	Total (2)		177,912.18	96,525.46
	Total (1+2):		445,825.19	330,504.41
Note: Includes:				
A. Stock lying with contractors			638.13	482.00
B. Stock lying with others			10,299.58	10,118.65
C. Stock lying with others			6,710.57	7,487.11
D. Stock lying with others			138.65	138.00

Schedule "I" - Book Debts

	Note	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Over Six Months				
a) Secured, Considered Good		0.22		1.14
b) Unsecured, Considered Good	A	27,972.75		28,445.08
c) Unsecured, Considered Doubtful		775.61		1,399.31
			28,748.58	29,845.53
2. Other Debts				
a) Secured, Considered Good		18.75		22.87
b) Unsecured, Considered Good		171,801.49		97,061.73
c) Unsecured, Considered Doubtful		0.00		0.00
			171,820.24	97,084.60
			200,568.82	126,930.13
Less: Provision for Doubtful Debts			775.61	1,399.31
TOTAL			199,793.21	125,530.82

Note:

A) Includes Rs **11833.40 lakhs** (1995:11833.40 lakhs) payable to Industry Pool Account on realisation of identical amount (Reference Item No.2 of Schedule "K")

Schedule "J" - Cash and Bank Balances

	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Cash Balances including imprest and cheques in hand		37,080.18	29,333.35
2. Bank Balances with Scheduled Banks			
a) Current Account	809.53		706.52
b) Fixed Deposit Account	5.02		2,000.60
c) Blocked Account	41.04		37.09
d) Call Accounts	0.05		383.79
e) No Lien Account	0.01		0.01
		855.65	3,128.01
3. With Post Office Savings Account		0.04	0.04
TOTAL		37,935.87	32,461.40

Schedule "K" - Loans and Advances

	Note	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Advance recoverable in cash or in kind or for value to be received:	A			
a) Secured, Considered Good		27,218.77		23,061.51
b) Unsecured, Considered Good		39,29.47		27,531.11
c) Unsecured, Considered Doubtful		86.61		80.44
		<u>66,602.85</u>		<u>50,673.06</u>
Less: Provision for Doubtful Advances		<u>86.61</u>		<u>80.44</u>
			66,516.24	50,592.62
2. Amount recoverable from Industry Pool Account (Net) Unsecured, Considered Good			347,127.53	136,131.60
3. Claims Recoverable				
a) Secured, Considered Good		28.16		32.74
b) Unsecured, Considered Good		22,783.39		32,253.98
c) Unsecured, Considered Doubtful		2,214.30		2,159.85
		<u>25,025.85</u>		<u>34,446.57</u>
Less: Provision for Doubtful Claims		<u>2,214.30</u>		<u>2,159.85</u>
			22,811.55	32,286.72
4. Deposits given for Inventory taken on loan Less: Value of Inventory taken on loan		30,302.01 <u>28,180.87</u>		27,116.26 <u>27,053.04</u>
			2,121.14	63.22
5. Investment Deposit Scheme, 1986 Unsecured, Considered Good		17.69	17.69	
6. Balance with Customers, Port Trust and Excise Authorities Unsecured, Considered Good		17,283.48	7,769.68	
7. Sundry Deposits (including amount adjustable on receipt of Final bills)				
a) Secured, Considered Good		916.75		916.74
b) Unsecured, Considered Good		1,508.04		2,887.89
c) Unsecured, Considered Doubtful		0.69		0.11
		<u>2,425.48</u>		<u>3,804.74</u>
Less: Provision for Doubtful Less: Deposits		<u>0.69</u>		<u>0.11</u>
			2,424.79	3,804.63
			<u>458,302.42</u>	<u>230,666.16</u>
	TOTAL			
Note A: Includes				
1. Due from Directors			5.74	6.54
Maximum amount during the year			6.41	8.47
2. Due from other Officers			41.25	47.05
Maximum amount during the year			50.62	51.24

Schedule "L" - Current Liabilities and Provisions

	Rupees (in lakhs)	Rupees (in lakhs)	March '96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Current Liabilities				
a) Sundry Creditors		471,265.18		319,898.95
b) Other Liabilities		62,924.57		45,557.02
c) Unpaid/Unclaimed Dividend		0.03		0.00
d) Allotment Money Refundable		1.49		0.00
e) Security Deposits	122,838.92			94,449.79
Less: Investments and Deposits with Banks lodged by outside parties	<u>803.54</u>			<u>463.93</u>
		122,035.38		93,985.86
f) Deposits received for Inventory given on loan	102,955.29			112,177.72
Less: Value of Inventory given on loan	<u>83,219.07</u>			<u>114,956.04</u>
		19,736.22		(2,778.32)
g) Interest accrued but not due on loans		<u>11,660.78</u>		<u>9,860.21</u>
			687,623.65	466,523.72
2. Dues to IOBL (a subsidiary company)			746.91	16.09
3. Provisions				
a) Provision for taxation	110,927.29			88,113.53
Less: Advance payments	<u>120,524.49</u>			<u>97,318.69</u>
		(9,597.20)		(9,205.16)
b) Proposed Dividend		<u>15,559.19</u>		10,469.15
			5,961.99	1,263.99
TOTAL			<u>694,332.55</u>	<u>467,803.80</u>

Schedule "M" - Details of Increase/(Decrease) in Stock

	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
Closing Stock			
a) Finished Products	255,888.31		165,151.25
b) Intermediates	16,726.93		13,001.99
		272,615.24	178,153.24
Less:			
Opening Stock			
a) Finished Products	175,951.22		179,386.22
b) Intermediates	13,001.99		13,946.82
	188,953.21		193,333.04
Opening Stock Adjustment Account	10,799.97		10,720.70
		178,153.24	182,612.34
TOTAL		94,462.00	(4,459.10)

Schedule "N" - Interest and Other Income

Note	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Interest On:			
a) Loans and Advances (Tax deducted at source Rs 1466.65 lacs 1995: NIL)	7,879.59		5,071.17
b) Fixed Deposits with Banks	13.18		50.30
c) Short Term Deposits with Banks	1.03		1.04
d) Customer Outstandings	1,646.80		1,352.00
e) Fully Paid Bonds (Tax Free) of Govt. Companies	31,587.19		31,586.81
f) Others (Gross)	7.35		1.91
		<u>41,135.14</u>	<u>38,063.23</u>
2. Dividend (Gross):			
a) From IOBL (a subsidiary company) (Tax deducted at source Rs 1.98 lacs 1995: Rs 1.48 Lacs)	8.00		6.00
b) From Unit Trust of India/Mutual Funds	5,214.72		5,589.30
		<u>5,222.72</u>	<u>5,595.30</u>
3. Profit on sale of Investments		2,329.10	1,260.63
4. Sale of Power and Water		515.00	391.12
5. Profit on sale and disposal of Assets A		863.46	567.18
6. Unclaimed/Unspent liabilities written back		1,677.00	1,353.64
7. Provision for Doubtful Debts, Advances, Claims and Stores written back		1,133.35	338.40
8. Recoveries from Employees		452.99	456.77
9. Retail Outlet licence fees		1,682.19	1,355.91
10. Collection Charges for Outstation Cheques		783.20	1,313.96
11. Sale of scrap		1,207.60	1,722.90
12. Royalty and Technical Know-how fees		0.46	0.10
13. Other Miscellaneous Income		3,144.16	2,918.84
TOTAL		<u>60,146.37</u>	<u>55,337.98</u>

Note:

A) Includes Rs 278.78 lakhs towards
Fire Insurance Claim.

Schedule "O" - Manufacturing, Administration, Selling and Other Expenses

	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Raw Materials Consumed:			
Opening Balance	194,860.96		166,608.32
Adjustment to Opening Stock	(77,234.29)		(58,157.30)
Add: Receipts			
a) Purchases	1,208,013.25		1,138,714.11
b) Taken on Loan	216,925.96		138,996.66
c) Given on loan	(184,050.27)		(158,073.58)
	<u>1,358,515.61</u>		<u>1,228,088.13</u>
Less: Closing Stock	<u>136,971.65</u>		<u>117,626.67</u>
		1,221,543.96	1,110,461.46
2. Consumption			
a) Stores, Spares and Consumables	14,180.03		12,667.58
b) Packages & Drum sheets	<u>16,097.14</u>		<u>14,743.18</u>
		30,277.17	27,410.76
3. Power & Fuel	33,928.27		33,961.81
Less: Fuel for own production	<u>26,780.91</u>		<u>27,868.29</u>
		7,147.36	6,093.52
4. Processing Fees, Blending Fees, Royalty & other charges		3,970.12	3,774.88
5. Octroi, other levies and Irrecoverable taxes		40,374.37	39,718.67
6. Repairs and Maintenance:			
i) Plant and Machinery	17,703.60		15,818.36
ii) Buildings	3,241.99		2,567.3
iii) Others	<u>1,674.91</u>		<u>1,535.48</u>
		22,620.50	19,921.19
7. Freight and Transportation Charges		241,917.57	205,449.74

Schedule "O" - Manufacturing, Administration, Selling and Other Expenses (Contd.)

	Note	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
8. Payments to and Provisions for Employees:	A			
a) Salaries, Wages, Bonus etc.		55,722.88		45,039.28
b) Contribution to Provident & Other Funds		4,790.54		3,363.28
c) Voluntary Retirement Compensation		651.13		262.42
d) Staff Welfare Expenses		11,423.75		5,910.79
			72,588.30	54,575.77
9. Office Administration, Selling and Other Expenses (Schedule "O-1")			46,240.33	35,808.23
	TOTAL		1,686,679.68	1,503,214.22

Note:

- A. Includes towards previous year:
- Rs 13094.87 lakhs (1995 Rs 12470.61 lakhs) on account of Long Term Settlement with employees.
 - Rs 4451.59 lakhs on account of retirement benefits viz. leave encashment and medical

Schedule “o-1” - Office, Administration, Selling and Other Expenses

	Note	Rupees (in lakhs)	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
1. Rent	A		8,147.19	3,535.55
2. Insurance			1,959.27	1,722.17
3. Rates & Taxes			1,110.61	958.01
4. Donations			113.31	57.32
5. Payment to Auditors	B			
a) Audit Fees		10.00		6.00
b) Tax Audit Fees		1.95		1.95
c) Other Services (for issuing certificates etc.)		0.18		4.41
d) Out of Pocket Expenses		13.59		8.41
			25.72	20.77
6. Travelling & Conveyance			6,215.13	5,462.99
7. Communication Expenses			3,275.28	3,084.63
8. Printing & Stationery			1,208.41	871.94
9. Electricity & Water			3,460.76	2,820.65
10. Bank Charges			1,896.15	2,231.98
11. Bad Debts, Advances & Claims written off			90.63	148.28
12. Loss on Assets sold, lost or written off			153.94	139.84
13. Technical Assistance Fees			91.36	135.86
14. Exchange Fluctuation (Net)			17.87	63.90
15. Provision for Doubtful Debts, Advances Claims and obsolescence of Stores			1,113.28	894.04
16. Provision for Investments			0.00	832.62
17. Security Force Expenses			1,725.97	1,560.82
18. Sales Promotion Expenses			1,736.15	1,218.09
19. Pollution Control Expenses			53.05	30.92
20. Handling Expenses			1,419.78	1,212.38
21. Expenses on Enabling Facilities			1,751.18	0.00
22. Other Expenses			10,675.29	8,805.47
	TOTAL		46,240.33	35,808.23

Notes:

- A: Includes Rs 3332.73 lakhs towards Shakurbasti rent of previous years
- B: Includes Rs 2.00 lakhs towards prior year Audit Fees

Schedule "P" - Income/Expenses Relating to Previous Year

	March'96 Rupees (in lakhs)	March'95 Rupees (in lakhs)
Income		
1. Sale of Products and Crude	(1,810.73)	18.91
2. Interest	(576.81)	14.16
3. Net claim from/(Surrender) to Industry Pool Account	(14.62)	(8.85)
4. Miscellaneous Income	0.00	61.26
Total Income	(2,402.16)	85.48
Expenditure		
1. Purchase of Products and Crude	0.00	(32.42)
2. Payment to and Provision for Employees: - Staff Welfare Expenses	59.81	0.00
3. Duties	0.00	3.10
4. Depreciation and Amortisation	5,039.62	55.75
5. Consumption -Stores, Spares and Consumables	(21.88)	83.03
6. Repairs and Maintenance -Plant and Machinery	82.52	142.01
7. Freight and Transportation Charges	0.00	(14.46)
8. Rent	17.27	9.06
9. Rates & Taxes	94.82	6.96
10. Other Expenses	(3.76)	67.48
11. Technical Fees	0.00	9.76
12. Security Force Expenses	0.00	5.34
Total Expenses	5,268.40	335.61
NET INCOME/(EXPENDITURE)	(7,670.56)	(250.13)

Schedule “Q” - Statement of Significant Accounting Policies

1. FIXED ASSETS:

1.1 Land:

Land acquired on lease for over 99 years/perpetual lease is treated as free hold land. Cost-of right of-way for laying pipelines is capitalised.

1.2 Construction Period Expenses on Projects:

Construction period expenses including crop compensation for laying pipelines, administration and supervision expenses exclusively attributable to Projects are capitalised. However, such expenses in respect of capital facilities being executed alongwith the production/operations simultaneously are charged to revenue. Financing cost during the construction period on loans raised for/allocated to projects is capitalised.

1.3 Depreciation/Amortisation:

1.3.1 Cost of lease hold land for 99 years or less is amortised during the lease period.

1.3.2 Assets costing upto Rs 5,000/- are depreciated fully in the year of capitalisation.

1.3.3 Capital expenditure on items like electricity transmission lines, railway siding etc. the ownership of which is not with the Corporation are charged off to revenue.

1.3.4 Depreciation on fixed assets other than the above is provided in accordance with the rates as specified in Schedule XIV to the Companies Act, 1956 on straight line method upto 95% of cost of the asset. Depreciation is charged pro-rata on quarterly basis on assets, from/upto the quarter of capitalisation/sale, disposal and dismantled during the year.

2. FOREIGN CURRENCY TRANSLATION:

2.1 Assets and Liabilities involving foreign currency are translated at the rates applicable as at the end of the year. Variations arising on account of exchange rates are treated as revenue except relating to fixed assets which are capitalised till such assets are fully written off.

3. INVESTMENTS:

3.1 Valuation of Investments:

3.1.1 Public Sector Undertaking's Bonds: (Quoted/Unquoted) These are valued at cost or redemption value, whichever is lower.

3.1.2 Others:

Quoted investments are valued at cost or market value whichever is lower. Unquoted investments are valued at cost.

4. CURRENT ASSETS, LOANS AND ADVANCES:

4.1 Valuation of Inventories:

4.1.1 Raw Materials

4.1.1.1 Crude Oil is valued at cost on 'First In First Out' basis. Base Oils and additives are valued at weighted average cost.

4.1.1.2 Stock in Process is valued at raw material cost.

4.1.2 Stock-in-trade:

4.1.2.1 Finished Products are valued at cost or net realisable value whichever is lower.

4.1.2.2 The cost of price controlled finished products is determined as per pricing mechanism approved by the Government from time to time.

4.1.2.3 The cost of free trade products internally produced is taken at cost determined as per the pricing mechanism approved by the Government plus additional processing cost, wherever applicable. The cost of Lubes and Greases is determined at weighted average cost.

Schedule "Q" - Statement of Significant Accounting Policies (Contd...)

4.1.2.4 Imported products in transit are valued at CIF cost.

4.1.2.5 Excise duty/customs duty on stock of finished goods and crude oil in bond are accounted for only on their release from bond.

4.1.3 Stores and Spares

Stores and Spares (Including Capital Stores) are valued at or under cost. However, in the case of declared surplus/obsolete stores and spares provision is made for likely loss on sale/disposal and charged to revenue

5. CONTINGENT LIABILITIES AND CAPITAL COMMITMENTS:

5.1 Contingent Liabilities are disclosed in each case above Rs 5 lakhs. Show Cause Notices issued by various Government Authorities are not considered as contingent liabilities. However, when the demand notices are raised against such Show Cause Notices after considering Corporation's views, these demands are either paid or treated as liabilities, if accepted by the Corporation and are treated as contingent liability, if disputed by the Corporation.

5.2 Estimated amount of contracts remaining to be executed on capital accounts are disclosed in each case above Rs 5 lakhs.

6. PROFIT AND LOSS ACCOUNT:

6.1 All adjustments pertaining to purchase of raw materials/finished products, sales and others, admissible under the Administered Pricing Mechanism are accounted as "net claim from/(surrender to) Industry Pool Accounts".

6.2 Retirement Benefits:

6.2.1 Payment of gratuity is made through trust and the amount contributed, based on actuarial valuation is charged to Profit and Loss Account.

6.2.2 Liability towards leave encashment and post retirement medical benefits to employees as at the end of the year is assessed on the basis of actuarial valuation and provided for.

6.3 Pre-paid expenses upto Rs 50,000/- in each case are charged to revenue.

6.4 Income and expenditure upto Rs 5 lakhs in each case pertaining to prior years are accounted for in the current year.

6.5 Claims on Oil Coordination Committee/Government arising on account of administered pricing mechanism are booked on acceptance in principle thereof. Such claims and provisions are booked on the basis of available instructions/clarifications subject to final adjustment as per separate audit.

6.6 Other claims (including interest on outstandings) are accounted when there is certainty that the claims are realisable.

7. R & D EXPENDITURE

7.1 All expenditure other than on capital account on research and development are charged to the Profit and Loss Account.

Sd/-
R.K. Narang
Chairman

Sd/-
Suresh Chand Mathur
Director (Finance)

Sd/-
A.K. Arora
Director (R&P)

Sd/-
M.A. Pathan
Director (Marketing)

Sd/-
R. Narayanan
Secretary

Place : New Delhi

Dated: 16th June, 1996



Schedules *Contd...*

Schedule "R" - Notes on the Accounts for the year ended 31st March, 1996

Index

1. Contingent liabilities:

- a) Claims against the Corporation not acknowledged as debts **Rs 1,41,124.20 lakhs (1995-Rs 92,844.65 lakhs)**. These include.
- Rs 14,658.80 lakhs (1995-Rs 11,750.70 lakhs)** being the demands raised by the Central Excise Authorities.
 - Rs 36,945.54 lakhs (1995-Rs 26, 217.87 lakhs)** in respect of Sales Tax demands.
 - Rs 7,182.86 lakhs (1995-Rs 5,742.79 lakhs)** for which suits have been filed in the Courts or cases are lying with arbitrator Rs
 - Rs 12,779.41 lakhs (1995-Rs 14,607.48 lakhs)** in respect of Income Tax demands.
 - Rs 37,991.00 lakhs (1995-Nil)** relating to Kandla Bhatinda Product Pipeline Project. Interest, if any, on some of the claims is unascertainable.
- b) Guarantees/Undertakings to Banks and others aggregating tolls **6,986.58 lakhs (1995-Rs 6,845.78 lakhs)**.
- c) Income Tax, if any, reimbursable to foreign contractors
2. Estimated amount of contracts remaining to be executed on Capital Account and not provided for Rs 2,08,581.70 lakhs (1995-Rs 2,43,383.93 lakhs).
3. a) Title Deeds for Land and Residential Apartments as also lease and other agreements in respect of certain lands/buildings the book value of which is Rs **9,265.66 lakhs (1995-Rs 8,133.35 lakhs)** are pending for execution or renewal and are, therefore, not available for verification.
- b) Pending decision of the Government, no liability could be determined and provided for in respect of additional compensation, if any, payable to the land owners and the Government for certain lands acquired.
4. An amount of Rs **1,223.63 lakhs (1995-Rs 1,223.63 lakhs)** recoverable from Air India on account of difference between Market Rate of Exchange and Official Rate of Exchange is considered good of recovery since the billing to Air India at Market Rate of Exchange has been done in accordance with the Government instructions. Further, an amount of I'S 2,760.00 lakhs (1995: Nil) recoverable from foreign airlines on account of sales tax is also considered good of recovery since the billing to all such airlines has been done inclusive of applicable sales tax as per the Sales Tax Act of relevant State Government.
5. Excise/customs duty amounting to Rs **30,225.55 lakhs (1995-Rs 30,456.02 lakhs)** on products and crude stored in bond on the Balance Sheet date have neither been provided nor taken in the inventory value. This has no impact on the profits for the year.
6. Consequent upon the change in the Accounting Policy relating to expenditure on items the ownership of which is not with the Corporation, which were capitalised and written off over a period of five years earlier are now charged off to revenue resulted in the decrease in profit for the year by Rs **1,268.36 lakhs** and corresponding decrease in the net block of Fixed Assets.
7. Effective 1 April, 1995 adjustments in the Industry Pool Account relating to purchase of raw materials/products and sales are grouped under a distinct head of account and reflected in the Profit & Loss Account which has no effect on the profits.
8. Remuneration paid/payable to whole-time Directors:

	(Rupees/Lakhs)	
	1995.96	199495
i) Salaries & Allowances	10.71	11.41
ii) Contribution to Provident Fund	0.96	0.59
iii) Contribution to Gratuity Fund	0.28	0.17
iv) Other benefits and Perquisites	4.20	5.29
TOTAL	16.15	17.46



Schedules *Contd...*

Schedule "R" - Notes on the Accounts for the year ended 31st March, 1996 (Contd...)

In addition, whole-time Directors are also allowed the use of Corporation's car for private purposes upto 12,000 KMs per annum on a payment of Rs 400 per mensem for car of less than 16 hp or Rs 600 per mensem for car of above 16 hp as specified in the terms of appointment.

9. The Profit and Loss Account includes:
- Expenditure on Public Relations and Publicity amounting to **Rs 863.04 lakhs** (1995-515.32 lakhs) which is inclusive of **Rs 161.25 lakhs** (1995-Rs 94.79 lakhs) on account of Staff and Establishment and **Rs 701.79 lakhs** (1995-Rs 420.53 lakhs) for payment to other Rs The ratio of annual expenditure on Public Relations and Publicity to the annual turnover is **0.00020:1** (1995-0.00018:1).
 - Research and Development expenses **Rs 3,360.21 lakhs** (1995-Rs 1,477.67 lakhs).
 - Entertainment Expenses **Rs 16.22 lakhs** (1995-Rs 15.05 lakhs).
10. Previous year's comparative figures have been regrouped and recast to the extent practicable, wherever necessary. Figures in brackets indicate deductions.

Sd/-
R.K. Narang
Chairman

Sd/-
Suresh Chand Mathur
Director (Finance)

Sd/-
A.K. Arora
Director (R&P)

Sd/-
M.A. Pathan
Director (Marketing)

Sd/-
R. Narayanan
Secretary

Place : New Delhi

Dated : 16th June, 1996



Schedule "S" – Licensed Capacity, Installed Capacity and Actual Production

Note Ref	Crude Processing		Lubricating Oil		Wax/Bitumen/Asphalt Lube Oil Drums		Oxygen Plant		
	1996 MTs (in lakhs)	1995 MTs (in lakhs)	1996 MTs (in lakhs)	1995 ~ (in lakhs)	1996 Nos. (in lakhs)	1995 Nos. (in lakhs)	1996 CU.M. (in lakhs)	1995 CU.M. (in lakhs)	
1. Licensed Capacity	A	235.00	232.50	1.70	1.70	-	-	Not specified	Not specified
2. Installed Capacity	B	244.00	244.00	1.40 (Ref. Note C)	1.40	15.00	15.00	0.84	0.84
3. Actual Production		240.24	235.42 (Ref. Note D)	1.14	1.03	8.33	6.87	0.01	0.06

Notes:

- Licensed Capacity of Refinery is not specified for Assam Oil Division. Capacity for projects under construction not considered.
- As certified by the Management and accepted by the auditors without verification.
- Per year operating in two shifts.
- Represents finished petroleum products.

Schedule "T" - Finished Products —Quantity and Value Particulars

	OPENING Stock@		PURCHASE		SALES		CLOSING STOCK	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	MTs (in lakhs)	Rupees (In lakhs)						
1. Petroleum Products:								
Year ended 31.03.96	38.59	137,465.68	440.36	1,867,466.23	647.12	3,624,952.93	55.14	228,020.58
Year ended 31.03.95	39.09	128,589.80	364.41	1,315,689.57	583.00	3,249,345.11	38.59	137,465.68
2. Lubricants & Grease:								
Year ended 31.03.96	0.94	26,805.40	0.06	3,546.15	4.24	165,260.83	0.86	27,252.17
Year ended 31.03.95	1.25	39,891.03	0.08	2,128.52	4.02	155,493.16	0.94	26,805.40
3. Crude Oil:								
Year ended 31.03.96	-	-	141.68	574,625.99	141.68	574,625.99	—	—
Year ended 31.03.95	-	-	139.95	509,631.41	139.95	509,631.41	—	—
4. Base Oil & Additives:								
Year ended 31.03.96	0.06	880.18	1.14	19,500.93	1.36	22,604.26	0.03	615.56
Year ended 31.03.95	0.01	184.69	1.27	19,553.09	1.39	21,064.66	0.06	880.18
TOTAL								
Year ended 31.03.96	39.59	165,151.26	583.24	2,465,139.30	794.40	4,387,444.01	56.03	255,888.31
Year ended 31.03.95	40.35	168,665.52	505.71	1,847,002.59	728.36	3,935,534.34	39.59	165,151.26

@ includes adjustment to opening stock

Note: Purchases and Sales exclude value adjustments shown under items pertaining to prior period.

Schedule "U" Consumption Particulars of Raw Materials, Steel Coils/ Sheets Stores/Spare Parts and Components

	Imported		1996 Indigenous		Quantity	Total
	Value Rupees (in lakhs)	% to total Consumption	Value Rupees (in lakhs)	% to total Consumption	MTs (in lakhs)	Rupees (in lakhs)
	Crude Oil	628,376.39	54	539,821.08	46	256.38
Base Oil	10,297.40	15	58,576.85	85	3.69	68,874.25
Additives	2,296.39	13	15,171.30	87	0.25	17,467.69
Packing Materials						
Consumed	0.00	0	13,065.25	100	0.00	13,065.25
Steel Coils/Sheets/Stores/ Component and Spare Parts	6,976.35	32	15,140.63	68	0.14	22,116.98

	Imported		1995 Indigenous		Quantity	Total
	Value Rupees (in lakhs)	% to total Consumption	Value Rupees (in lakhs)	% to total Consumption	MTs (in lakhs)	Rupees (in lakhs)
	Crude Oil	565,536.05	53	493,851.67	47	251.64
Base Oil	5,454.44	9	53,315.29	91	3.31	58,769.73
Additives	2,984.62	17	14,495.95	83	0.25	17,480.57
Packing Materials						
Consumed	0.00	0	12,666.30	100	0.00	12,666.30
Steel Coils/Sheet/Stores/ Component and Spare Parts	6,862.78	36	12,079.25	64	0.11	18,492.03

Note:

- Additives are not considered as Raw Materials in Refineries Division.
- Consumption excludes value adjustments if any, shown under item pertaining to the prior period.

Schedule "V" - Expenditure in Foreign Currency for Royalty, Know-how, Professional & Consultation Fees, Interest & other matters

	1996 Rupees (in lakhs)	1995 Rupees (in lakhs)
1. Royalty	196.42	1,255.01
2. Professional, Consultation Fees and Technical Service Fees	975.67	2,116.53
3. Interest	33,760.30	27,003.04
4. Others	4880.82	1,052.89
TOTAL	39,813.21	31,427.47

Schedule "W" - Earnings in Foreign Exchange

	Note Ref.	1996 Rupees (in lakhs)	1995 Rupees (in lakhs)
1. Export of Crude Oil and Petroleum Products	A	189,006.60	165,652.25
2. Interest		5.11	77.03
3. Other Income		179.84	29.48
TOTAL		189,191.55	165,758.76

Note:

A. Includes Rs 40420 lakhs (1995: Rs 31552 lakhs) received in Indian Currency out of the repatriable funds of Foreign Customers, and other Export Sales through canalising agencies.

Schedule "X"-CIF Value of Imports

	Note Ref.	1996 Rupees (in lakhs)	1995 Rupees (in lakhs)
1. Crude Oil	A	1,142,109.94	1,016,948.76
2. Base Oil		11,340.95	11,407.20
3. Additives		1,157.46	580.37
4. Capital Goods		20,671.41	33,687.99
5. Revenue Stores, Components Spare and Chemicals		6,482.91	4,401.16
TOTAL		1,181,762.67	1,067,025.48

Note:

A. Includes FOB value of Imports made by the Corporation on behalf of Other Oil Companies. Rs 574626 lakhs (1995: Rs 509631 lakhs)

Schedules *Contd...*

Schedule "Y"

BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL BUSINESS PROFILE

I. Registration Details

Registration No. State Code
 Balance Sheet Date

II. Capital Raised during the year (Amount hills Thousands)

Public Issue	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>	Rights Issue	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>
Bonus Issue	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>	Private Placement	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value="1"/> <input type="text" value="9"/> <input type="text" value="4"/> <input type="text" value="4"/> <input type="text" value="8"/> <input type="text" value="0"/>

III. Position of Mobilisation and Deployment of Funds (Amount hills Thousands)

Total Liabilities	<input type="text" value="2"/> <input type="text" value="3"/> <input type="text" value="0"/> <input type="text" value="4"/> <input type="text" value="5"/> <input type="text" value="6"/> <input type="text" value="0"/> <input type="text" value="3"/> <input type="text" value="4"/>	Total Assets	<input type="text" value="2"/> <input type="text" value="3"/> <input type="text" value="0"/> <input type="text" value="4"/> <input type="text" value="5"/> <input type="text" value="6"/> <input type="text" value="0"/> <input type="text" value="3"/> <input type="text" value="4"/>
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Sources of Funds

Paid-Up Capital	<input type="text" value=""/> <input type="text" value="3"/> <input type="text" value="8"/> <input type="text" value="9"/> <input type="text" value="2"/> <input type="text" value="4"/> <input type="text" value="5"/> <input type="text" value="4"/>	Reserves & Surplus	<input type="text" value=""/> <input type="text" value="7"/> <input type="text" value="4"/> <input type="text" value="8"/> <input type="text" value="5"/> <input type="text" value="6"/> <input type="text" value="7"/> <input type="text" value="6"/> <input type="text" value="8"/>
Secured Loans	<input type="text" value=""/> <input type="text" value="1"/> <input type="text" value="3"/> <input type="text" value="5"/> <input type="text" value="6"/> <input type="text" value="9"/> <input type="text" value="9"/> <input type="text" value="8"/> <input type="text" value="7"/>	Unsecured Loans	<input type="text" value=""/> <input type="text" value="6"/> <input type="text" value="8"/> <input type="text" value="7"/> <input type="text" value="0"/> <input type="text" value="3"/> <input type="text" value="5"/> <input type="text" value="7"/> <input type="text" value="0"/>

Application of Funds

Net Fixed Assets	<input type="text" value=""/> <input type="text" value="7"/> <input type="text" value="8"/> <input type="text" value="3"/> <input type="text" value="2"/> <input type="text" value="3"/> <input type="text" value="8"/> <input type="text" value="3"/> <input type="text" value="9"/>	Investments	<input type="text" value=""/> <input type="text" value="3"/> <input type="text" value="6"/> <input type="text" value="8"/> <input type="text" value="9"/> <input type="text" value="3"/> <input type="text" value="0"/> <input type="text" value="5"/> <input type="text" value="6"/>
Net Current Assets	<input type="text" value=""/> <input type="text" value="4"/> <input type="text" value="5"/> <input type="text" value="8"/> <input type="text" value="0"/> <input type="text" value="5"/> <input type="text" value="8"/> <input type="text" value="8"/> <input type="text" value="4"/>	Misc. Expenditure	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>
Accumulated Losses	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>		

* Includes Shareholders' Funds



IV. Performance of Company (Amount in Its Thousands)

Turnover including

Total Expenditure

Profit Before Tax

+ +

Profit After Tax

(Please tick appropriate box + for Profit, - for Loss)

Earnings Per Share in Rs

Dividend rate %

V. Generic names of three principal products/services of company (As per monetary terms)

Item Code No.

(ITC Code)

Product Description

Crude Oil

Item Code No.

(ITC Code)

Products Description

High Speed Diesel Oil

Item Code no.

(ITC Code)

Products Description

Superior Kerosene Oil

Statement As Per SEBI Requirement

CASH FLOW STATEMENT FOR THE PERIOD ENDED 31ST MARCH, 1996

	(Rs./LAKHS)	
	1995-96	1994-95
A CASH FLOW FROM OPERATING ACHIEVEMENTS		
1 PROFIT BEFORE TAX AND EXTRA-ORDINARY ITEMS	176,533	136,984
2 ADJUSTMENTS FOR:		
DEPRECIATION	55,950	41,728
OPENING BALANCE OF ENABLING ASSET WRITTEN OFF	700	0
PROFIT ON SALE OF ASSETS (NET)	(710)	(428)
PROFIT ON SALE OF INVESTMENTS (NET)	(2,329)	(429)
INTEREST/DIVIDEND INCOME	(36,810)	(37,182)
INTEREST CHARGED	56,015	56,978
EXCHANGE FLUCTUATION (NET)	18	64
SUB-TOTAL	72,834	60,731
B OPERATING PROFIT BEFORE WORKING CAPITAL CHANGES (1+2)	249,367	197,715
C CHANGE IN WORKING CAPITAL: (EXCLDG CASH & BANK BALANCES)		
TRADE & OTHER RECEIVABLES	(303,109)	110,395
INVENTORIES	(115,321)	(25,835)
TRADE PAYABLES	220,030	92,577
SUB-TOTAL	(198,400)	177,137
D CASH GENERATED FROM OPERATIONS (B+C)	50,967	374,852
E LESS: INTEREST PAID	54,214	57,605
F LESS: TAXES PAID	52,054	37,485
G NET CASH FLOW FROM OPERATING ACTIVITIES (D-E-F)	(55,301)	279,762

Statement As Per SEBI Requirement *Contd...*

	<u>1995-96</u>	<u>1994-95</u>
H CASH FLOW FROM INVESTING ACTIVITIES:		
SALE OF ASSETS	1,410	1,114
SALE OF INVESTMENTS	19,192	7,197
INTEREST INCOME ON INVESTMENTS	31,587	31,587
DIVIDEND INCOME ON INVESTMENTS	5,223	5,595
PURCHASE OF ASSETS	(44,066)	(31,955)
PURCHASE OF INVESTMENTS	0	(5,936)
INVESTMENT IN JOINT VENTURE COMPANIES	(100)	(758)
EXPENDITURE ON CONSTRUCTION WORK IN PROGRESS	<u>(245,542)</u>	<u>(168,170)</u>
I NET CASH USED IN INVESTING ACTIVITIES	(232,296)	(161,326)
J NET CASH FLOW FROM FINANCING ACTIVITIES:		
PROCEEDS FROM ISSUE OF CAPITAL INCLUDING PREMIUM	17,494	0
SHARE APPLICATION MONEY	0	1,954
PROCEEDS FROM LONG-TERM BORROWINGS	9,904	8,260
PROCEEDS FROM SHORT-TERM BORROWINGS	276,161	(121,579)
DIVIDEND PAID	<u>(10,469)</u>	<u>(4,931)</u>
K NET CASH GENERATED FROM FINANCING ACTIVITIES:	293,090	(116,296)
L EFFECTS OF EXCHANGE FLUCTUATION (NET)	(18)	(64)
NET CHANGE IN CASH & CASH EQUIVALENTS (G+I+K+L)	<u>5,475</u>	<u>2,076</u>
M CASH & CASH EQUIVALENTS AS ON 31.03.96	37,936	32,461
N LESS: CASH & CASH EQUIVALENTS AS ON 31.03.95	32,461	30,385
NET CHANGE IN CASH & CASH EQUIVALENTS (M-N)	<u>5,475</u>	<u>2,076</u>

Sd/-
(R.K. NARANG)
CHAIRMAN

Sd/-
(SURESH CHAND MATHUR)
DIRECTOR (FINANCE)

Sd/-
(M.A. PATHAN)
DIRECTOR (MARKETING)

Sd/-
(A.K. ARORA)
DIRECTOR (R&P)

Sd/-
(R. NARAYANAN)
SECRETARY

NEW DELHI
DATED:

17th JULY, 1996



Auditors Certificate On Cash Flow Statement

TO

THE BOARD OF DIRECTORS,
INDIAN OIL CORPORATION LIMITED.

We have examined the Cash Flow Statement of Indian Oil Corporation Limited for the Period ended 31st March, 1996. The Statement has been prepared by the company in accordance with the requirements of listing agreement clause 32 with Calcutta/Delhi/Madras/Mumbai Stock Exchanges and is based on and in agreement with the corresponding profit and loss account and balance sheet of the Company covered by our report of dated June 16, 1996 to the Members of the Company.

S.K. Bhattachariya & Co.
Chartered Accountants

S. Ghose & Co.
Chartered Accountants

Ford Rhodes Parks & Co.
Chartered Accountants

O.P. Tulsyan & Co.
Chartered Accountants

Sd/-
(S. BHATTACHARIYA)
Partner

Sd/-
(CHANDAN CHATTERJEE)
Partner

Sd/-
(AD. SHENOY)
Partner

(RAKESH AGARWAL)
Partner

NEW DELHI

DATE: 25th JULY, 1996

Statement Pursuant to Section 212(1)(e)

Statement Pursuant to Section 212(IXe) of the Companies Act, 1956

1. The extend of holding company's interest in the subsidiary at the end of the financial year 31/3/96.

– Number of Shares	8,000
– Paid up value of Shares	Rs 40 lakhs
– Percentage of Holding Company's interest in the total share capital of the subsidiary	100%

(Shares in the subsidiary company were registered in the name of the company and their nominees as indicated)

2. The net aggregate amount of the profit of the subsidiary company not dealt with in the company's accounts so far as it concerns the members of the holding company:

	Rs/lakhs
– For the financial year ended 31/3/96	650.77
– For all the previous financial years of the subsidiary	2508.52
3. The net aggregate amount of the profit of the subsidiary company so far as its profits are dealt with in the holding company's accounts:

– For the financial year ended 31/3/96	8.00
– For all the previous financial years of the subsidiary	151.11

Sd/- (R.K. Narang) Chairman	Sd/- (Suresh Chand Mathur) Director (Finance)	Sd/- (M.A. Pathan) Director (Marketing)	Sd/- (A.K. Arora) Director (R&P)	Sd/- (R. Narayanan) Secretary
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New Delhi

Dated: 16th June, 1996



Schedule of Fixed Assets (Township)

Schedule of Fixed Assets (Township) for the year ended 31.3.1996

Particulars	At Cost				Gross Block As on 31.3.1996
	Gross Block As on 01.4.95	Additions DUD-the Year	Transfers from Const.	Transfers Dedication Reclass	
Land Freehold	458.17	0.00	0.00	0.00	458.17
Land Leasehold	430.96	106.85	0.00	0.00	537.81
Bldg. Road etc.	12,976.51	10.12	228.95	0.39	13,215.97
Plant & Mach.	600.51	4.77	41.00	(24.03)	622.25
Fur. & Fixtures	222.89	15.67	0.00	(3.85)	234.71
Drainage, Sewage Water Supply System	1,025.20	0.00	12.24	0.00	1,037.44
Equip. & Appliances	965.49	93.51	22.46	(8.13)	1,073.32
Vehicles	134.22	4.13	0.00	(8.72)	129.63
Grand Total:	16,813.94	235.06	304.65	(44.33)	17,309.32
Previous Year:	15,698.20	237.93	739.73	138.08	16,813.94

Schedule of Fixed Assets (Township) contd...

(Rs in lakhs)

Depreciation & Amortisation		Net Depreciated Block	
Provided During The Year	Up to the 31.3.96	As on 31.3.96	As on 31.3.95
0.00	0.00	458.17	458.17
4.18	35.02	502.80	400.13
186.98	2,312.74	10,903.23	10,876.84
21.42	327.60	294.65	282.31
14.13	136.05	98.66	99.51
30.99	610.50	426.94	445.10
68.49	428.74	644.58	612.93
5.75	88.86	40.77	46.17
331.93	3,939.51	13,369.82	13,221.15
353.70	3,592.79	13,221.15	0.00

Income and Expenditure Account (Township)

Income and Expenditure Account for the year ended 31st March, 1996 on provision of Township, Education, Medical and other Facilities.

Sr. No.	Particulars	1996 (Rs in Lakh)	1995 (Rs in Lakh)
Income			
1.	Recovery of House Rent	206.61	201.88
2.	Recovery of Utilities-Power and Water	46.28	47.30
3.	Recovery of Transport Charges	4.90	8.46
4.	Other Recoveries	208.85	192.91
5.	Excess of Expenditure over Income	6,539.03	5,734.74
	TOTAL	7,005.66	6,185.29
Expenditure			
1.	Salaries, Wages and PF & Gratuity Contribution	1,741.47	1,331.02
2.	Consumable Stores and Medicines	408.60	445.74
3.	Repairs and Maintenance	1,186.65	877.28
4.	Interest	1,204.71	1,137.01
5.	Depreciation	331.93	353.70
6.	Miscellaneous Expenses: Taxes, License Fees, Insurance etc.	261.64	522.93
7.	Utilities-Power and Gas	1,661.86	1,244.58
8.	Rent-Land	1.88	1.74
9.	Welfare (School) etc.	2.78	2.48
10.	Travelling and Conveyance	164.70	227.42
11.	Bus Hire Charges	26.05	27.06
12.	Club and Recreation	0.93	0.89
13.	Others	12.47	13.44
	TOTAL	7,005.66	6,185.29



REVIEW OF THE ACCOUNTS OF INDIAN OIL CORPORATION LIMITED FOR THE YEAR ENDED 31ST MARCH, 1996 BY THE COMPTROLLER AND AUDITOR GENERAL OF INDIA

1. FINANCIAL POSITION:

The table below summarises the financial position of the company under broad headings for the last three years:
(Rs in Crores)

	1993-94	1994-95	1995-96
Liabilities:			
a) Paid up Capital			
i) Govt	123.27	355.29	355.29
ii) Others	0.00	14.51	33.96
iii) Share Application Money	0.00	19.54	0.00
b) Reserves and Surplus			
i) Free Reserves & Surplus	5549.73	6217.37	7310.49
ii) Share Premium	0.00	0.00	175.03
iii) Capital Reserves	0.16	0.16	0.16
c) Borrowings			
i) From Govt. of India	0.00	0.00	0.00
ii) From Financial Institutions	0.00	0.00	0.00
iii) Foreign Currency Loans	5471.44	4288.07	5960.77
iv) Cash Credit	769.66	496.50	1347.74
v) Others	251.36	577.51	909.58
vi) Interest accrued & due on loans	7.44	4.63	9.27
d) Current Liabilities and Provisions			
i) Current Liabilities and Provisions	5070.82	4678.04	6943.32
ii) Provision for Gratuity	0.00	0.00	0.00
TOTAL:	17243.88	16651.62	23045.61
Assets:			
e) Gross Block	5239.19	5937.97	7984.99
f) Less : Cumulative Depreciation	2661.67	3058.33	3589.73
g) Net Block	2577.52	2879.64	4395.26
h) Capital Work-in-progress	1326.07	2630.17	3437.12
i) Investments	3857.63	3856.94	3689.31

Review of Accounts *Contd...*

j) Current Assets, Loans and Advances			
i) Interest accrued on Investments/Bank balances	92.58	93.24	105.35
ii) Inventories	3926.59	3305.04	4458.25
iii) Sundry Debtors	1187.45	1255.31	1997.93
iv) Cash and Bank Balances	303.85	324.62	379.36
v) Loans and Advances	3972.19	2306.66	4583.03
	TOTAL :		
	17243.88	16651.62	23045.61
k) Working Capital [j-d(i)-c(vi)]	4404.40	2602.20	4571.33
l) Capital Employed(g+k)	6981.92	5481.84	8966.59
m) NetWorth (a+b(i)+b(ii))	5673.00	6587.17	7874.77
n) Networth per rupee of equity capital (Rupees)	46.02	17.81*	20.23*

* After issue of bonus shares in the ratio of 2: 1 in 94-95

Figures for 1993-94 & 1994-95 have been regrouped in line with 1995-96 accounts.

During the year 1994-95, the Government of India disinvested 1,45,02,950 equity shares of Rs 10/- each. During the year 1994-95, the Company also offered shares to employees at Rs 100 per share (including a premium of Rs 90). The allotment was made during the year 1995-96. With issue of shares to employees during 1995-96, the share of Govt. of India in the equity of the Company as on 31.3.96 works out to 91.14 %.

2. RESERVES AND SURPLUS:

The free reserves and surplus of the company were 17 times of the paid up capital as on 31st March, 1995. After the addition of Rs 1093.12 crores from the profits of the current year, the free reserves and surplus

(Rs 7310.49 crores) were 19 times of the paid up capital at the end of 31st March, 1996.

3. INVESTMENTS:

The investments of the company as on 31st March, 1996 have been reduced to Rs 3689.31 crores from Rs 3856.94 crores as on 31st March, 1995.

The company disinvested, in March, 1996, 12 crore units of Unit-64 of Unit Trust of India having a face value of Rs 120.00 crores (purchased at a cost of Rs 168.63 crores) for Rs 191.92 crores.

While the aggregate value as on 31st March, 1996, of investments in quoted Public Sector Undertaking Bonds accounted in the books as per the accounting policy of the company, was Rs 1164.92 crores, the market value thereof as per the latest quotations available as on 31st March, 1996 was Rs 1067.65 crores

During the year, the company has invested a further sum of Rs 1.00 crore in the equity of M/s. Avi-Oil India Limited, a joint venture company.

The average yield on investment was 9.34 percent as against cost of borrowings of 8.18 percent during the year 1995-96.



4. SOURCES AND UTILISATION OF FUNDS:

Funds amounting to Rs 5028.69 crores from internal and external sources were utilised during the year as given below:

Sources of Funds:

		(Rs/Cores)
I. Internal Generation:		
i) Profit After Tax	1248.71	
ii) Add: Depreciation	559.50	1808.21
iii) Share Allotment Money	<u> </u>	174.94
iv) Sale of Investments		168.63
v) Others		16.26
II. Increase in Loans:		<u>2860.65</u>
		<u>5028.69</u>
Utilisation of Funds:		
Capital Expenditure		2898.34
Investments		1.00
Increase in working capital:		
- Current Assets (increase)	4239.05	
- Less : Current Liabilities (increase)	<u>2214.39</u>	
(excluding provision for dividend)		2024.66
Dividend Paid		<u>104.69</u>
		<u>5028.69</u>

5. WORKING RESULTS:

The working results of the company during the last three years are given below:

	(Rs in crores)		
	1993-94	1994-95	1995-96
i) Sales (excluding excise duty)	32513.90	36960.31	40330.21
ii) Profit before tax	964.11	1369.84	1765.33
iii) Provision for tax	192.11	350.98	516.62
iv) Net profit after tax	772.00	1018.86	1248.71

During 1995-96 sale of products (excluding excise duty) increased by Rs 3369.90 crores. The profit before tax as a percentage of sales has gone up in 1995-96, partly due to additional adhoc margin released by OCC.

6. RATIO ANALYSIS:

Some important ratios on the financial health and working of the company at the end of last 3 years are as under:
(In percentage)

	1993-94	1994-95	1995-96
A. Liquidity Ratio:			
Current Ratio (Current assets to current liabilities ties & provision and interest accrued & due but excluding provision for Gratuity) $[j/(d(i)+c(vi))]$	186.73	155.57	165.75
B. Debt Equity Ratio:			
Long term debt to networth (C(i to V excluding short term)/m]	18.28	26.15	19.31
C. Profitability Ratios:			
a) Profit before tax to			
i) Capital Employed	13.81	24.99	19.69
ii) Net Worth	16.99	20.80	22.42
iii) Sales	2.97	3.71	4.38
(Excluding duties)			
b) Profit after tax to Equity @	626.27	275.52	320.80
c) Earning Per Share (Rs)*	6262.88	27.56	32.07

@ Bonus shares were issued in the ratio of 2:1 in 1994.95.

* Face value of shares changed to Rs 10/- each w.e.f. 1994-95 from Rs 1000/- each upto 1993-94.

7. INVENTORY:

The inventory position as at the end of the last three years was as follows:

	1993-94	1994-95	1995-96
i) Raw Materials	1084.51	1176.27	1369.72
ii) Stores & Spares	322.47	341.08	357.18
iii) Stock-in-trade	1686.65	1651.51	2558.88
iv) Stock-in-process	139.47	130.02	167.27
v) Stock of empty barrels and tins	6.64	6.16	5.20

The stock of raw materials was equivalent to about 1.3 months consumption in 1995-96 as against 1.3 months consumption in 1994-95 and 1.2 months in 1993-94. The increase in the inventory of raw materials at the end of the year 1995-96 by Rs 193.45 crores over the previous year 1994-95 was mainly due to increase in the cost of crude.

The stores and spares at the end of 1995-96 represented 14.4 months consumption as against 15.2 months in 1994-95 and 13.1 months in 1993-94.

The stock of finished goods at the end of the year was equivalent to about 0.70 month's sales during 1995-96 as against 0.50 month in 1994-95 and 0.59 month in 1993-94.

8. SUNDRY DEBTORS:

The position of Sundry Debtors for the last three years ending 31st March, 1996 stood as follows:

Year	Sundry Debtors considered good	Sundry Debtors considered doubtful	Total Sundry Debtors	Sales	(Rs/Crores) Percentage of Sundry Debtors to Sales
1993-94	1187.45	11.56	1199.01	34407.00	3.48
1994-95	1255.31	13.99	1269.30	39351.27	3.23
1995-96	1997.93	7.76	2005.69	43861.85	4.57

The increase in Sundry Debtors over the previous year is mainly due to increase in dues from Other Marketing Companies for supply of crude in March, 1996 under 30 days credit and increased credit offered for sale of lubricants. A few cases of dues disputed by customers/delays in recovery are detailed below:

An amount of Rs 63.26 crores was outstanding from Gujarat Electricity Board, Dhuvaran and Rs 55.07 crores from Assam State Electricity Board mainly on account of dispute about rates. These amounts are payable to the Pool Account on realisation.

An amount of Rs 21.52 crores was outstanding from Air India which includes Rs 12.23 crores on account of a dispute between the company and the customer about the exchange rate for billing. Further, an amount of Rs 27.60 crores was outstanding from foreign airlines on account of dispute about sales tax.

An amount of Rs 6.26 crores was pending recovery from Vayudoot as on 31st March, 1996. This includes Rs 5.99 crores pending recovery as on 31st March, 1994 which has been frozen for a period of 5 years with the stipulation that the dues will be paid in instalments after expiry of the moratorium period.

9. SUNDRY CREDITORS:

The balance under this head increased to Rs 4712.65 crores in 1995-96 from Rs 3198.99 crores in 1994-95 mainly due to increase in outstanding liabilities to foreign suppliers on account of increase in price of crude oil and finished products (Trading goods) and larger quantity of imports in the last month.

10. DIVIDEND:

The company has proposed a dividend of 40% for the year 1995-96 like the last three years. The dividend payout ratio, calculated as a percentage of total dividend paid/proposed to profit after tax during the last three years ending 31st March, 1996 was 6.4 percent, 10.3 percent, and 12.5 percent respectively.

Sd/-
(Shailendra Pandey)
Principal Director of Commercial Audit
& Ex-officio Member, Audit Board-II

NEW DELHI
DATED : 19th August, 1996



COMMENTS OF THE COMPTROLLER & AUDITOR GENERAL OF INDIA UNDER SECTION 619(4) OF THE COMPANIES ACT, 1956 ON THE ACCOUNTS OF INDIAN OIL CORPORATION LTD. FOR THE YEAR ENDED 31ST MARCH, 1996.

I have to state that the Comptroller & Auditor General of India has no comments upon or supplement to the Auditors' Report under Section 619(4) of the Companies Act, 1956 on the accounts of Indian Oil Corporation Ltd. for the year ended 31st March, 1996.

Sd/-
(Shailendra Pandey)
Principal Director of Commercial Audit
& Ex-officio Member, Audit Board-II
New Delhi

NEW DELHI
DATE : 19 August, 1996

Indian Oil Blending Limited

(A Wholly owned subsidiary of Indian Oil Corporation Limited)



A N N U A L R E P O R T

1 9 9 5 - 9 5

Board of Directors'

P.Sundarsanam	Director-in-Charge	PRINCIPAL EXECUTIVE	
P.Sugavanam	Finance Director	N. R. Bhoopatkar	General Manager
Dr. A.K. Bhatnagar	Director		
		BANKERS & AUDITORS	
V. Shyam Sunder	Director		
		Bankers	State Bank of India, Bombay & Calcutta
S. Rammohan	Director (from 8.12.95)		
		Auditors	Mehta Chokshi & Shah Mumbai - 400 002
J. Bhuyan	Director (from 12.4.96)		
		OFFICES & PLANT	
S.S. Mani	Director-in-Charge (upto 12.4.96)		
G. Mullick	Director (upto 31.10.95)	Registered Office	Pir Pau, Trombay Mumhai - 400 074
A. N. Sinha	Director (upto 31.1.96)	Head Office	Badamia Manor 3rd Floor, Keshavrao Khadye Marg, Mumhai - 400 034
Secretary	Raju Ranganathan	Plants	Mumbai, Vashi (New Mumbai) and Calcutta

Directors' Report

Index

To The
Shareholders,
Indian Oil Blending Ltd.,

Your Directors take great pleasure in presenting the 33rd Annual Report on the working of the Company for the Financial Year ended 31st March, 1996 alongwith the audited statement of Accounts and Auditors' Report thereon.

95-96 IN RETROSPECT :

The year saw Indian economy maintaining the progress of 94-95. Despite growing competition, the Holding Company - Indian Oil Corporation Limited, posted impressive sales performance. As in the past, your Company met the increased requirements of the Holding company with an intensified capacity utilisation.

PERFORMANCE:

	95-96	94-95	(Rs/Lakhs) %Growth
Production (TMT)	273	248	+10
Earnings	3428	3261	+ 5
Profit Before Tax	1255	1217	+3
Profit After Tax	651	665	-2

PERFORMANCE :

Production volumes recorded a growth of 10% during 95-96 with reversal of downward trend witnessed since 91-92.

EARNINGS:

The production growth is reflected in the earnings, which recorded an all time high.

PROFITS:

Your Company scaled a new peak in profits at pre-tax level. However, increase in income tax provision resulted in marginal decrease in profits at post-tax level.

DIVIDEND AND APPROPRIATION OF PROFIT:

Your Directors have recommended a higher dividend of 25% as against 20% last year. This is the 29th consecutive year of dividend declaration by your Company. Till last year a cumulative dividend of Rs 220.89 lakhs has been paid by your Company.

Fork lift operations inside a lube blending plant



Directors' Report *Contd...*

The disposable profit of Rs 1832 lakhs stands appropriated as under:

	Rs/lakhs
- Dividend	10
- Transfer to General Reserve	1821
- Retained Profit & Loss Account	1
	1832

(TMT)

Year	Licensed Capacity	Production	Capacity Utilisation (%)
95-96	236	273	115
94-95	236	248	105
93-94	236	312	132

CONTRIBUTION TO EXCHEQUER:

Your company has contributed Rs 619 lakhs in 95-96 to Exchequer in the form of duties and income tax alone, against Rs 572 lakhs in 94-95.

VALUE ADDED:

Value added in 95-96 in the operation of the company amounted to Rs 3406 lakhs against Rs 2914 lakhs in previous year.

OPERATIONS:

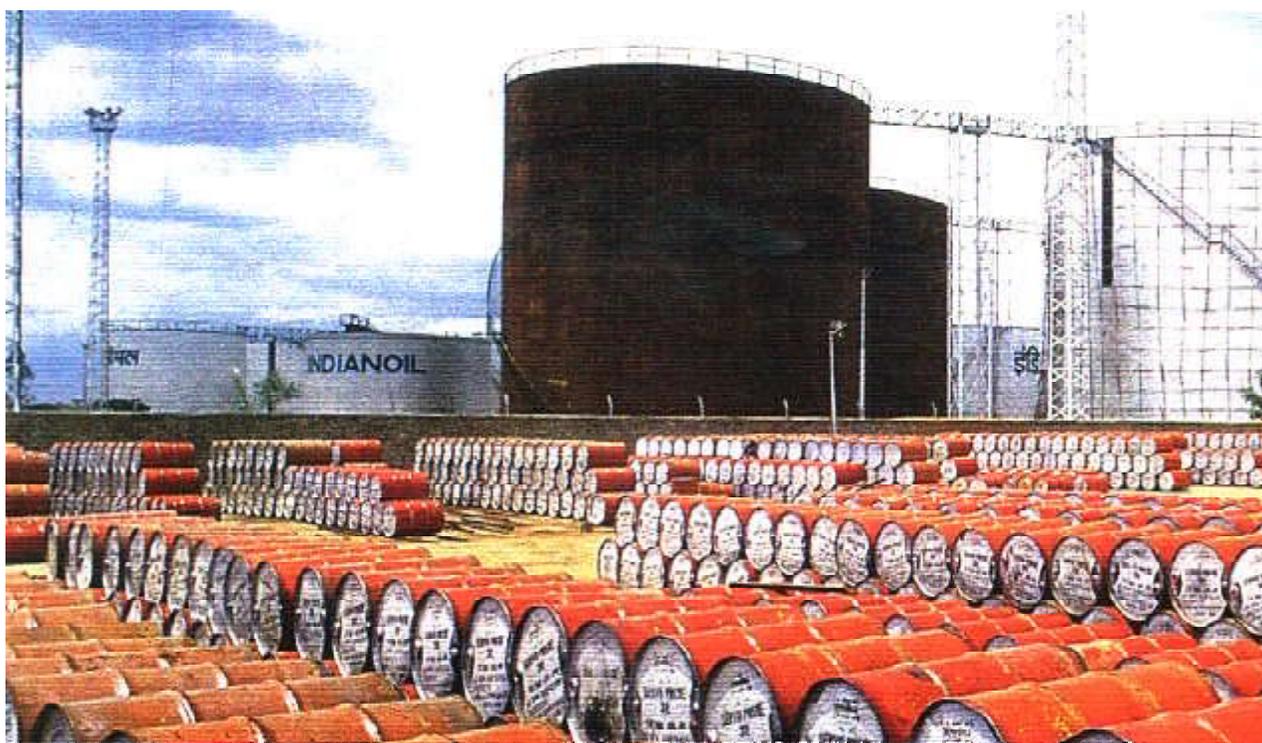
Your company continued to maintain high capacity utilisation as detailed under :

PROJECTS:

Project Management is accorded top most priority by your Company. The major projects completed during the year include installation of an additional Grease Kettle (Capacity 10 MT p.a.) at Vashi Plant and procurement of latest sophisticated equipments as a part of ongoing programme of laboratory modernisation.

Major ongoing projects include :

- Automatic Batch Blending System at Mumbai and Calcutta Plants.
- 250 KL tanks with TLF Bay at Mumbai Plant.
- Extension of dockline at Mumbai Plant.
- Aluminium Complex Grease Manufacturing facility at Vashi Plant.



Directors' Report *Contd...*

QUALITY ASSURANCE & PRODUCT DEVELOPMENT :

Quality control equipments are being upgraded by Computer aided facilities as a part of phased modernisation plan. Last year all plants of your Company were accredited with the prestigious ISO 9002 Certification. The surveillance audit conducted during the year has reconfirmed the high quality systems in your company. Further to obtain ISO 9002 accreditation, your company has drawn ambitious plans for Total Quality Management (TQM) and during 95-96, a large portion of work force was imparted training on TQM.

Your Company has an enviable product range. During 95-96, your company made further strides in the area of product development by introducing 24 new grades of Lubricants/ Greases.

ECOLOGY/ENVIRONMENT, SAFETY & ENERGY CONSERVATION :

Your company is committed to environment protection and preservation of ecological balance. In this direction, regular testing of effluents is carried out.

Safety has a high priority in your company. To this end, operating practices are continuously upgraded and the directives issued by the Oil Industry Safety Directorate are strictly followed by your company.

As a part of continuing efforts at achieving energy savings, your company has installed the Solar Water Heating Systems at Mumbai and Vashi Plants. Similar system is being installed at Calcutta Plant as well.

Filled lube drums awaiting onward despatch



Directors' Report *Contd...*

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REPORT ON ENERGY CONSERVATION, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS / OUTGO:

In accordance with the Companies (Disclosure of particulars in the Report of Board of Directors) Rules 1988, a report on Energy Conservation, Technology Absorption and Foreign Exchange Earnings/outgo is provided in the annexure.

HUMAN RESOURCES:

Your company reckons human resources as one of the greatest strengths. In line with your Company's philosophy high priority was accorded to creation of conducive environment and providing opportunities for excellence and self-improvement for the company's employees. Your company also continued to provide encouragement to small group activities, quality circles and suggestion schemes.

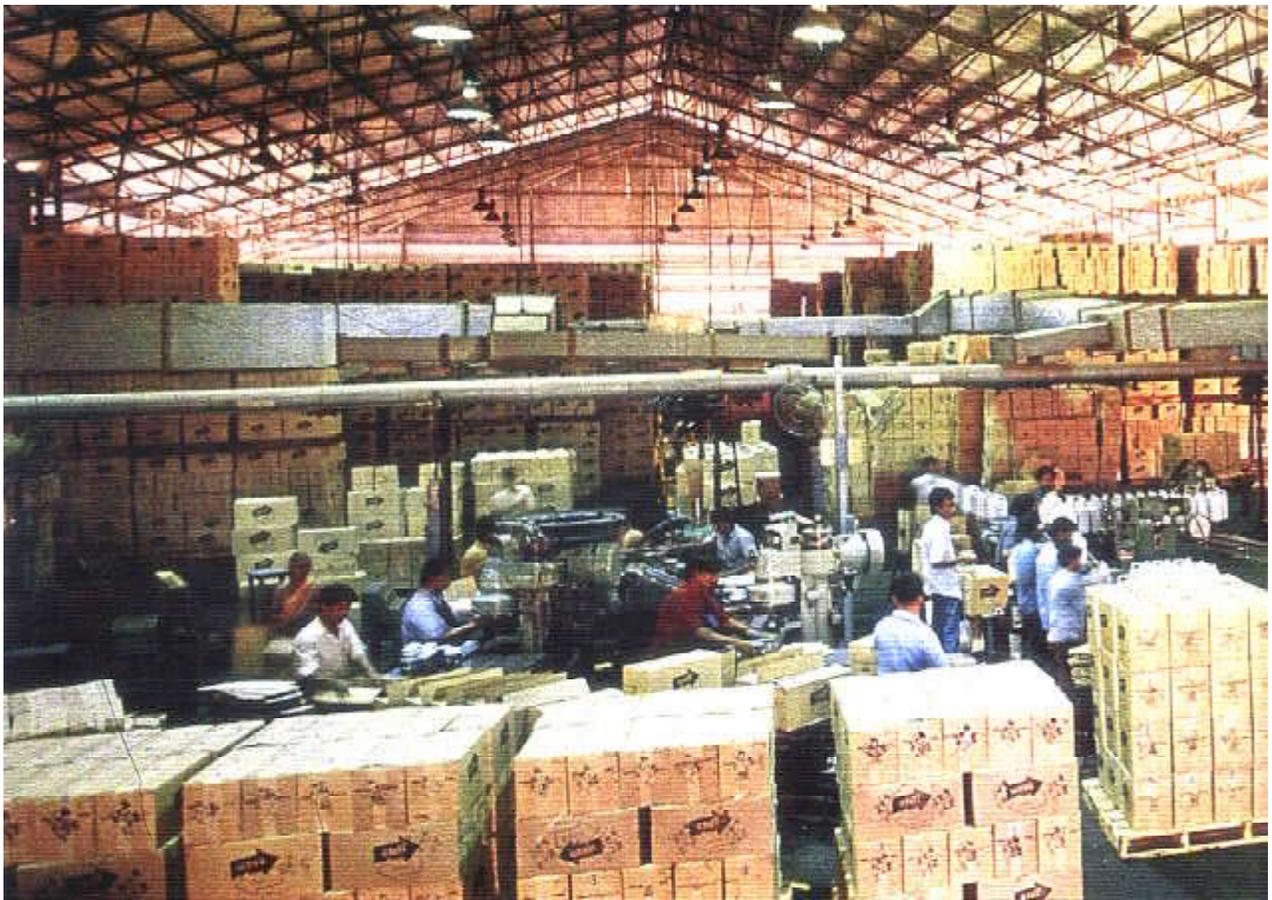
Industrial relations in your company continued to be cordial and harmonious during the year. Long term settlement was signed with the Officers' Association covering a period of 5 years effective 1st January, 1992.

At the end of the year the employees' strength stood at 628 including 106 officers and 522 workmen as compared to 643 employees at the end of 94-95 including 110 officers and 533 workmen.

WORKERS' PARTICIPATION IN MANAGEMENT :

In line with the Commitment to the concept of workers participation in the management, your company has established various Committees like Canteen Committee, Safety Committee, Workers Committee, Sports Committee, Hygiene Committee etc., which have been functioning productively and satisfactorily.

All IOBL plants have earned the ISO-9002 certification



Directors' Report *Contd...*

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WELFARE OF WEAKER SECTIONS:

As a part of social responsibility, your company continued to follow the presidential directives regarding the recruitment/promotion of SC/ST/OBC, Ex-servicemen and physically handicapped. The Parliamentary Committee for the welfare of SC/STs has expressed appreciation and satisfaction in their Inspection Report on welfare measures by the company.

HINDI IMPLEMENTATION:

As a part of national obligation, your company continued to make efforts towards progressive use of Hindi in official work in accordance with the provisions of Official Languages Act, 1963 and the Official Languages Rules, 1976. Various training programmes and competitions were conducted during the year for promoting the use

of Hindi amongst the employees. Necessary software support is also extended to encourage the use of Hindi for official work.

ENTERTAINMENT EXPENSES :

The entertainment expenses during the year amounted to Rs 0.04 lakhs.

FUTURE OUTLOOK :

In the ensuing year 1996-97 competition will be more fierce and the key to success would be cost reduction and product quality. Your company with the inherent strengths which inter-alia include strong R&D support, ISO 9002 Accreditation and available infrastructure does not foresee any problems in meeting the challenges thrown by the rapidly changing environment.

All IOBL plants have earned the ISO-9002 certification



Directors' Report *Contd...*

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PARTICULARS OF EMPLOYEES:

The particulars of employees u/s. 217(2A) of the Companies Act, 1956 and the Companies (Particulars of Employees) Rules 1975 as amended by the Companies (Particulars of Employees (Amendment) Rules 1994) are annexed.

BOARD OF DIRECTORS:

During the year Shri S.S. Mani ceased to be Director-in-Charge of the Company effective 12.4.1996 and Shri P. Sudarsanam took over the charge as Director-in-Charge and was authorised by the Board to exercise authorities

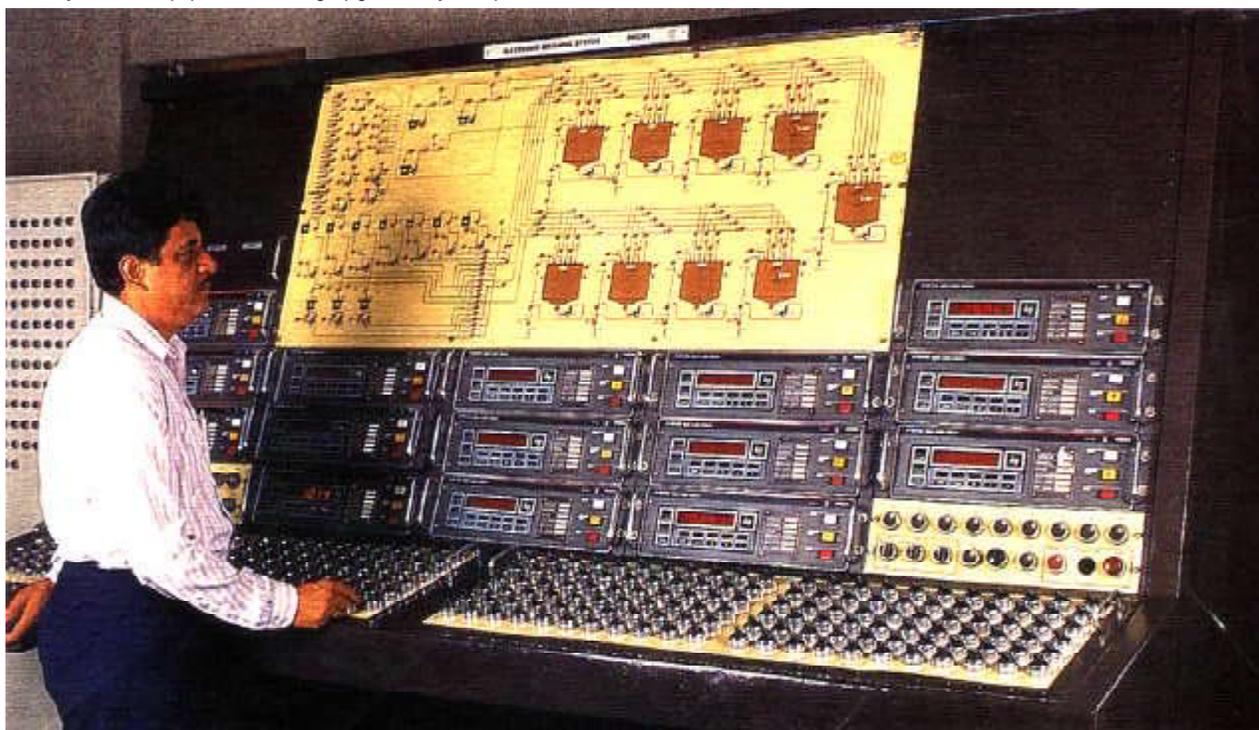
vested in MD/CMD of the Company.

Shri S. Rammohan was appointed as Director of the Company effective 8.12.95 against the vacancy caused by the resignation of Shri A.N. Sinha.

All the following Directors are liable to retire at the conclusion of the next Annual General Meeting and are eligible for reappointment.

Shri P. Sudarsanam	Shri V. Shyam Sunder
Shri P. Sugavanam	Shri S. Rammohan
Dr. A.K. Bhatnagar	Shri J. Bhuyan

Quality control equipment is being upgraded by computer aided facilities



Directors' Report *Contd...*

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ACKNOWLEDGEMENTS:

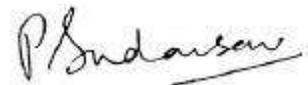
The Board of Directors wish to place on record their appreciation for the excellent results achieved by the employees of IOBL through their sincere efforts and hard work. The Directors are confident that their efforts will be continued for achieving still better results in the future.

The Board of Directors also wish to express the gratitude for guidance and support received from the Government and Indian Oil Corporation Limited, the holding Company.

The Board of Directors also wishes to place on record their deep appreciation for the excellent

guidance and advice rendered by Shri S.S. Mani during his tenure as Director-in-Charge of the Company and Shri G. Mullick and Shri A.N. Sinha during their tenure on the Board of the Company.

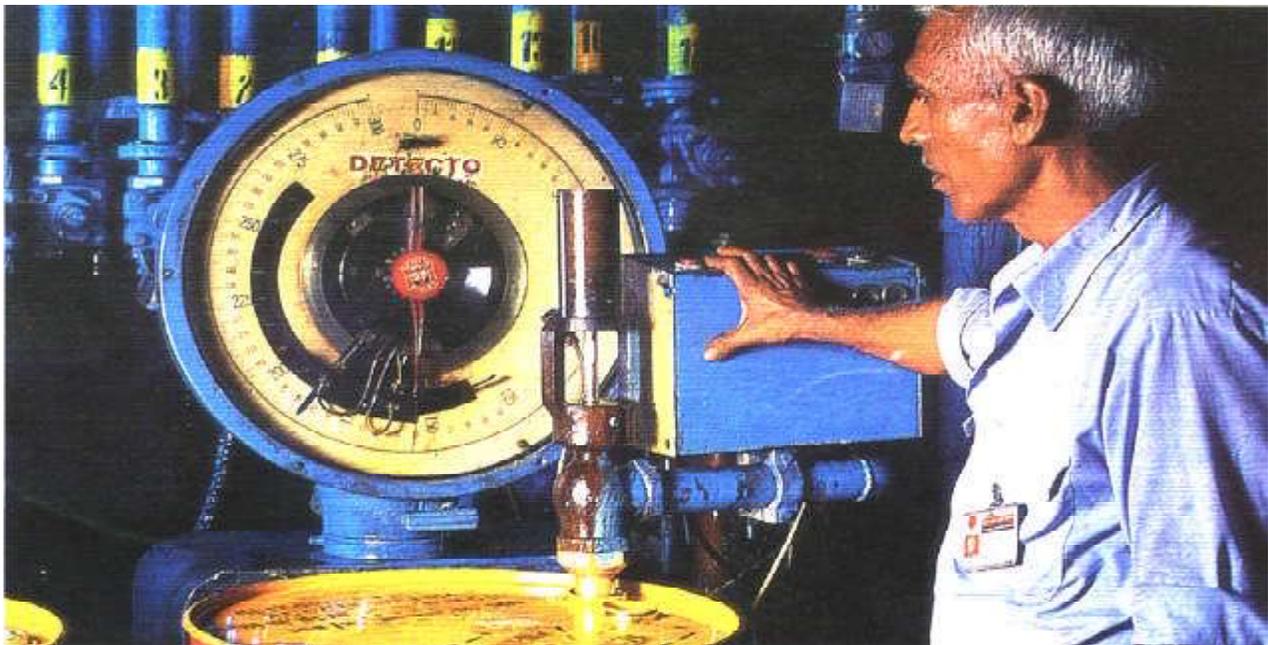
For and on behalf of
INDIAN OIL BLENDING LIMITED



Director-in-Charge

Mumbai
Dated : 1st June, 1996

The product range has been expanded with addition of several new grades of lubricants



Annexure

PARTICULARS WITH RESPECT TO CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO

I. CONSERVATION OF ENERGY

- a) Energy conservation measures taken:

Installation of translucent sheets in main plant warehouse at Mumbai Plant resulting in savings in electricity.

- b) Additional investments and proposals, if any, being implemented for reduction of consumption of energy:

It is proposed to install translucent sheets in warehouse at a total cost of Rs 2 lakhs and solar water heating system for canteen at a total cost of Rs 5 lakhs at Calcutta Plant.

- c) Impact of the measures at (a) above for reduction of energy consumption and consequent impact on the cost of production of goods:

Although, it is not feasible to ascertain exact quantum of impact, electricity consumption per unit of production shows a reduction. Details at Form 'A' Annexed.

- d) Total Energy Consumption and energy consumption per unit of production:

Details at Form 'A' annexed.

II. TECHNOLOGY ABSORPTION

- e) Efforts made in technology absorption:

Details at Form B' annexed

III. FOREIGN EXCHANGE EARNINGS & OUTGO

- f) Activities relating to exports/initiatives taken to increase exports; development of new export markets for products and services; export plans

As all products processed by the company are marketed by its Holding Company Indian Oil Corporation Ltd., the company does not have any sales (including exports) activity.

- g) Total foreign exchange used and earned:

During the year, no foreign exchange was earned. However, there is a foreign exchange outgo of Rs 16,97,942/- on account of import of Laboratory Equipments & subscription to Journals.

Annexure *Contd...*

Form "A" (See Rule-2)

FORM FOR DISCLOSURE OF PARTICULARS WITH RESPECT TO CONSERVATION OF ENERGY

A. Power & Fuel Consumption

	Current Year 1995-96	Previous Year 1994-95
1. ELECTRICITY:		
a) Purchased :		
Unit (KW)	34,33,280	32,54,803
Rate/Unit (Rupees)	3.53	3.26
Total Amount (Rs/Lakh)	121.34	106.13
b) Own Generation :		
i) Through Diesel Generators		
Unit (KW)	1,04,788	50,246
Unit/Ltr of Diesel oil	2.31	2.32
Cost/Unit	4.05	2.93
ii) Through Steam Turbine/Generator	—	—
2. COAL	—	—
3. FURNACE OIL/LDO		
Quantity (KL)	547.410	627.785
Total amount (Rs/Lakh)	*3.18	41.48
Average Rate (Rs/KL)	*	6607.358
4. OTHER/INTERNAL GENERATION:	—	—
B. CONSUMPTION PER UNIT OF PRODUCTION		
	Current Year 1995-96	Previous Year 1994-95
Products (with details Unit)	Standards if any	
Electricity (KW/Ton)	—	13.320
FO. LDO (Ltr/Ton)	—	2.530
Coal (Specify Qty.)	—	—
Others (Specify)	—	—

Form "B"
(See Rule-2)

FORM FOR DISCLOSURE OF PARTICULARS WITH RESPECT TO TECHNOLOGY ABSORPTION

RESEARCH & DEVELOPMENT (R&D)

R&D work is basically done by R&D Centre of the parent Company at Faridabad with regard to Lube Oils & Greases currently being manufactured and developed for future requirements.

TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION

1. Efforts made in brief :

Replacement of existing Gear Rotary Blending Tank Pump by state of the art Plenty Mirrless Pump with constant pressure control system at Mumbai Plant.

Installation of indigenous 10 Ton Grease Kettle at Vashi Plant. Installation of LAN system at Vashi Plant.

2. Benefits derived as a result of the above efforts, e.g. Product Improvement, Cost Reduction, Import Substitution etc.

With the installation of Plenty Mirrless Pump at Mumbai Plant, Power consumption is pro rata to pumping rate. Constant pressure automatically maintained by the pump even in case of any throttling of flow rate at the delivery side.

Process performance of indigenous Grease Kettle is comparable to imported kettle and this has resulted in savings in foreign exchange.

LAN system Vashi Plant has enhanced the speed and access to the information and data.

3. Future Plans for technology adoption

Replacement of existing stock pumps in the pump house with Plenty Mirrless pumps at Mumbai Plant. Installation of Micron Filter for clean oil facility at Calcutta.

Installation of solar water heating system at Calcutta Plant for conservation of energy and meeting hot water requirements of canteen.

Commercialisation of new High Performing Titanium and Aluminium Greases developed by R&D Centre.

Auditors' Report

Auditors' Report to the Shareholders

We have audited the attached Balance Sheet of **INDIAN OIL BLENDING LIMITED** as at 31st March, 1996 and the Profit and Loss Account for the period ended on that date and report that

1. We have obtained all the information and explanations, which to the best of our knowledge and belief, were necessary for the purpose of our audit.
2. In our opinion, proper books of accounts as required by law have been kept by the company so far as appears from our examination of such books.
3. The Balance Sheet and Profit & Loss Account referred to in his report are in agreement with the books of accounts.
4. In our opinion and to the best of our information and according to the explanation given to us, the Balance Sheet and the Profit & Loss Account together with the notes thereon and attached thereto, give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view
 - a) In the case of Balance Sheet of the state of affairs of the Company as on 31st March, 1996 and
 - b) in the case of the Profit and Loss Account of the Profit for the period ended on that date.
5. As required by the Manufacturing and other Companies (Auditor's Report) order, 1988 issued by the Company Law Board in terms of Section 227 (4A) of the Companies Act, 1956 and as per the information and explanations given to us during the course of our audit, we report on the matters specified in the Para 4 of said order as far as applicable to the Company that:-
 - i) The company has maintained proper records showing full particulars including quantitative details & situation of fixed assets. Major portion of the fixed assets have been physically verified by the management during the year. In our opinion the frequency of verification of fixed assets is at reasonable intervals having regard to the size of the company and the nature of its assets. No material discrepancies between the book records and the physical inventory have been noticed in respect of the assets, physically verified.
 - ii) None of the fixed assets have been revalued during the year.
 - iii) The Company has stocks of maintenance stores and spare parts only, which have been physically verified by the management during the year. In our opinion, the frequency of verification is reasonable.
 - iv) The company does not hold any stock of raw materials and finished goods. In our opinion the procedure of physical verification of maintenance stores & spare parts followed by the Management are reasonable and adequate in relation to the size -of the company and the nature of its business.
 - v) The discrepancies noticed on verification between the physical stock of maintenance stores and spare parts and its book records were not material and the same have been properly dealt with in the Books of Accounts.
 - vi) On the basis of our examination of stocks, we are of an opinion that the valuation of the above mentioned stocks is fair and proper in accordance with normally accepted accounting principles and is on the same basis as in the preceding year.
 - vii) The Company has not taken any loans, secured or unsecured from any companies, firms or other parties listed in the register maintained under section 301 of the Companies Act, 1956 and from the companies under the same management as defined under sub-section (1B) of section 370 of the Companies Act. 1956.



Auditors' Report *Contd...*

Index

- viii) The Company has not given any loans, secured or unsecured to the companies, firms and other parties listed in the register maintained under Section 301 and 370 (1-B) of the Companies Act, 1956.
- ix) Loans and advances in the nature of loans have been given to the employees and employees have been regular in repaying the principal amounts and have also been regular in the payment of interest.
- x) In our opinion there are adequate internal control procedures commensurate with the size of the company and the nature of its business with regard to purchase of stores, components, plant and machinery, equipment and other assets.
- xi) During the year, the Company has not entered into any contracts for purchase of goods and materials and sale of goods, materials and services in pursuance of contracts or arrangements requiring entry in the register maintained under section 301 of the Companies Act, 1956.
- xii) As explained to us, the Company has no formal procedure for determination of unserviceable or damaged stores. However we are informed that these are reviewed by the management and based on this, sufficient provision has been made in the accounts.
- xiii) The company has not accepted any deposits from the public during the year, to which the provisions of Section 58A of Companies Act, 1956 and Companies (Acceptance of Deposits) Rules, 1975 are applicable.
- xiv) According to the information and explanations given to us, the Company does not have any by-products from its processing activity. Scrap of maintenance stores and components are accounted for only at the time of sale of which reasonable records are maintained.
- xv) We are of an opinion that the Company has an internal audit system commensurate with its size and nature of its business.
- xvi) The Central Government has not prescribed maintenance of Cost Records under Section 209(I)(d) of the Companies Act, 1956 for any of the products of the Company.
- xvii) According to the records of the company, Provident Fund dues have generally been regularly deposited during the year with the appropriate authorities.
- xviii) According to the information and explanations given to us, no undisputed amounts payable in respect of income tax, wealth tax, sales tax, customs duty and excise duty were outstanding as at 31st March, 1996 for a period of more than six months from the date they became payable.



Auditors' Report *Contd...*

- xix) According to the information and explanations given to us, no personal expenses of employees or directors have been charged to revenue account, other than those payable under contractual obligations or in accordance with generally accepted business practice.
- xx) The company is not a sick industrial company within meaning of clause (0) of sub-section (1) of Section 3 of the Sick Industrial Companies (Special Provisions) Act, 1985.

For and On Behalf of
Mehta Chokshi & Shah
Chartered Accountants

Sd/-
(R.T. Mehta)
Partner

Mumbai
Date: 1st June, 1996



Balance Sheet

Balance Sheet as at 31st March, 1996

	Schedule	Rupees	March '96 Rupees	March '95 Rupees
SOURCES OF FUNDS				
1. Shareholders' Funds				
a) Share Capital	"A"	40,00,000		40,00,000
b) Reserves and Surplus	"B"	31,49,29,733		25,08,52,295
			31,89,29,733	25,48,52,295
2. Loan Funds				
Unsecured	"C"		–	4,60,108
	TOTAL		31,89,29,733	25,53,12,403
APPLICATION OF FUNDS				
1. Fixed Assets				
a) Gross Block	"D"	34,67,28,776		32,46,07,467
b) Less: Depreciation		19,04,51,704		16,45,43,795
c) Net Block		15,62,77,072		16,00,63,672
d) Capital Work-in-Progress	"E"	2,70,84,022		1,33,81,740
			18,33,61,094	17,34,45,412
2. Current Assets, Loans and Advances				
a) Inventories	"F"	28,84,868		79,39,563
h) Book Debts	"G"	7,42,46,807		1,15,18,931
c) Cash and Bank Balances	"H"	84,14,879		1,64,57,571
d) Loans and Advances	"I"	10,05,25,444		8,53,69,536
		18,60,71,998		12,12,85,601
3. Less: Current Liabilities and Provisions				
	"J"	5,05,03,359		3,94,18,610
4. Net Current Assets (2-3)				
			13,55,68,639	8,18,66,991
	TOTAL		31,89,29,733	25,53,12,403

**Statement of Significant
Accounting Policies
Notes and Schedules forming
Part of Accounts**

Sd/
(P. SUDARSANAM)
Director-in-Charge

"M"
"N" to "S"
Sd/-

Sd/-
(P. SUGAVANAM)
Finance Director

Place : Mumbai
Dated : 1 June, 1996

Sd/
(RAJU RANGANATHAN)
Secretary
As per our report attached
MEHTA, CHOKSHI & SHAH
Chartered Accountants

Place : Mumbai,
Dated : 1 June, 1996

Sd/
(R.T. MEHTA)
Partner



Profit & Loss Account

Profit & Loss Account for the year ended 31st March, 1996

	Schedule	Rupees	March '96 Rupees	March '95 Rupees
INCOME				
1. Blending and Processing charges		32,50,67,395		29,11,73,113
Less: Operational Loss		6,11,634		8,47,407
			32,44,55,761	29,03,25,706
2. Reimbursement in lieu of Blending/ Processing charges			1,32,24,349	2,97,32,177
3. Interest and Other Income	"K"		51,66,575	60,13,754
	TOTAL		34,28,46,685	32,60,71,637
EXPENDITURE				
1. Manufacturing, Administration and Other Expenses	"L"		19,07,20,818	17,39,41,152
2. Depreciation and Amortisation			2,69,37,929	2,74,68,830
3. Interest Payment on:				
a) Fixed Loans		—		33,77,358
b) Others		—		6,932
				33,84,290
	TOTAL		21,76,58,747	20,47,94,272
PROFIT FOR THE YEAR			12,51,87,938	12,12,77,365
Income/(Expenditure) relating to Prior Period (Net)			3,13,951	4,03,500
PROFIT BEFORE TAX			12,55,01,889	12,16,80,865
Provision for Tax (Includes Rs. 12,24,451 for Prior Period; 1995: Rs. Nil)			6,04,24,451	5,52,00,000
PROFIT AFTER TAX			6,50,77,438	6,64,80,865
Balance brought forward from last year's Account			11,64,93,757	5,74,60,892
Transfer from Investment Allowance (Utilised) Reserve			16,28,000	—
DISPOSABLE PROFIT			18,31,99,195	19,04,22,622



Profit & Loss Account *Contd...*

	Schedule	Rupees	March '96 Rupees	March '95 Rupees
APPROPRIATIONS				
1 . Proposed Dividend (Subject to Tax)			10,00,000	8,00,000
2. General Reserve			18,21,00,000	66,48,000
3. Balance Carried to Balance Sheet			99,195	11,64,93,757
	TOTAL		<u>18,31,99,195</u>	<u>12,39,41,757</u>

**Statement of Significant
Accounting Policies**

'M'

**Notes and Schedules forming
Part of Accounts**

'N' to 'S'

Sd/-
(P. SUDARSANAM)
Director-in-Charge

Sd/-
(P. SUGAVANAM)
Finance Director

Sd/-
(RAJU RANGANATHAN)
Secretary

Place : Mumbai
Dated :1 June, 1996

As per our report attached
MEHTA, CHOKSHI & SHAH
Chartered Accountants

Sd/-
(R.T. MEHTA)
Partner

Place : Mumbai,
Dated :1 June, 1996



Schedules

Schedules Annexed to and Forming Part of the Balance Sheet as at 31st March, 1996

SCHEDULE "A" – SHARE CAPITAL

	Rupees	March '96 Rupees	March '95 Rupees
Authorised 8,000 Equity Shares of Rs. 500/- each		40,00,000	40,00,000
Issued and Subscribed 8,000 Equity Shares of Rs. 500/- each, fully paid (the entire Share Capital is held by Indian Oil Corporation Limited, the Holding Company and its Nominees)		40,00,000	40,00,000
TOTAL		40,00,000	40,00,000

SCHEDULE "B" - RESERVES AND SURPLUS

	Rupees	March '96 Rupees	March '95 Rupees
1. General Reserve			
As per last Account	13,25,80,538		12,59,32,538
Add: Transferred from Profit & Loss Account	18,21,00,000		66,48,000
		31,46,80,538	13,25,80,538
2. Investment Allowance (Utilised) Reserve			
As per last Account	17,78,000		17,78,000
Less: Transferred to Profit & Loss Account	16,28,000		–
		1,50,000	17,78,000
3. Profit and Loss Account		99,195	11,64,93,757
TOTAL		31,49,29,733	25,08,52,295

SCHEDULE "C" - UNSECURED LOANS

	March '96 Rupees	March '95 Rupees
Interest accrued and due on loan from Indian Oil Corporation Limited, the Holding Company	–	4,60,108
TOTAL	–	4,60,108

Schedules *Contd...*

SCHEDULE "D" – FIXED ASSETS

	Note Ref.	AT COST			
		Gross Block as at 01.04.1995	Additions during the Year	Transfers from Construction Work-in-Progress	Disposals during the Year
		Rs	Rs	Rs	Rs
Land Leasehold		80,06,000	0	0	0
Office/Factory Building	"A"	5,37,24,606	5,58,478	1,62,108	0
Residential Flats	"B"	1,62,336	0	0	0
Railway Sidings		2,73,039	9,60,509	9,40,183	0
Plant & Machinery		23,19,62,824	1,46,74,751	28,08,712	5,85,508
Computers/Microprocessors		52,99,876	18,41,751	0	0
Furniture, Fixtures and Office Equipment	"C"	1,26,67,300	8,09,410	0	3,68,736
Forklift Truck		1,10,03,045	0	0	0
Motor Vehicles		15,08,441	6,50,944	0	3,31,293
TOTAL		32,46,07,467	1,94,95,843	39,11,003	12,85,537
Previous Year		30,30,96,589	2,24,92,609	48,07,284	9,81,731

- Notes: A. Includes a Compound Wall jointly owned with Herdilia Unimers Limited as detailed below:
- | | | | | |
|----------------------------|---|-----|----------|-------------|
| – Share of Original Cost | : | Rs. | 1,30,706 | (1995; NIL) |
| – Accumulated Depreciation | : | Rs. | 18 | (1995; NIL) |
| – Written Down Value | : | Rs. | 1,30,688 | (1995; NIL) |
- B. Residential Flat includes Rs. 3,500 (1995; Rs. 3,500) towards value of 70 (1995; 70) Shares in Cooperative Housing Society towards membership of such Society for purchase of flat.
- C. The Assets transferred from Indian Oil Corporation Limited, the Holding Company consequent to transfer of employees have been accounted at Original Cost Rs 77,999 (1995; Rs 84,072) to the Holding Company. The Depreciation provision till 31.03.95 as per the Holding Company's account has been taken by the Company.

Transfers/ Deductions/ Reclassifi- cations	Gross Block as at 31.03.1996	Depreciation and Amorti- sation Charged This year	Total Depreciation and Amorti- sation upto 31.03.1996	NET DEPRECIATED BLOCK	
				As at 31.03.1996	As at 31.03.1995
Rs	Rs	Rs	Rs	Rs	Rs
0	80,06,000	84,274	9,27,014	70,78,986	71,63,260
0	5,44,45,192	26,17,790	2,21,91,175	3,22,54,017	3,41,52,389
0	1,62,336	3,674	92,538	69,798	73,472
0	21,73,731	1,40,825	4,07,121	17,66,610	6,743
0	24,88,60,779	2,12,72,757	14,64,28,343	10,24,32,436	10,62,38,215
0	71,41,627	9,55,380	39,73,541	31,68,086	22,63,875
0	1,31,07,974	10,14,473	73,22,868	57,85,106	62,19,074
0	1,10,03,045	7,16,943	82,23,019	27,80,026	34,96,969
0	18,28,092	1,31,813	8,86,085	9,42,007	4,49,675
0	34,67,28,776	2,69,37,929	19,04,51,704	15,62,77,072	16,00,63,672
0	32,46,07,467	2,74,68,830	16,45,43,795	16,00,63,672	

Schedules *Contd...*

SCHEDULE "E" – CAPITAL WORK-IN-PROGRESS

	March '96 Rupees	March '95 Rupees
1. Work-in-Progress	2,00,44,041	1,16,57,112
2. Advances for Capital Expenditure	34,89,355	8,02,420
3. Capital Stores	35,22,365	9,12,000
4. Dismantled Capital Stores (at or below Cost)	28,261	10,208
TOTAL	<u>2,70,84,022</u>	<u>1,33,81,740</u>

SCHEDULE 'F' - INVENTORIES

	March '96 Rupees	March '95 Rupees
In Hand		
Stores Spares etc.	28,90,267	79,44,962
Less: Provision for Losses	5,399	5,399
TOTAL	<u>28,84,868</u>	<u>79,39,563</u>

Schedules *Contd...*

SCHEDULE "G" – BOOK DEBTS

	Rupees	Rupees	March '96 Rupees	March '95 Rupees
1. Over Six Months				
a) Unsecured, Considered Good				
- Due from Indian Oil Corporation Limited the Holding Company	1,94,78,775			–
- Others	530			–
		1,94,79,305		–
b) Unsecured Considered Doubtful		6,790		–
			1,94,86,095	–
2. Others				
Unsecured, Considered Good (Due from Indian Oil Corporation Limited, the Holding Company)			5,47,67,502	1,15,18,931
			7,42,53,597	1,15,18,931
Less: Provision for Doubtful Debts			6,790	–
TOTAL			7,42,46,807	1,15,18,931

SCHEDULE "H" - CASH AND BANK BALANCES

	Rupees	March '96 Rupees	March '95 Rupees
1. Cash Balances			
Cash and cheques in hand		1,65,612	1,23,815
2. Bank Balances with Scheduled Banks			
a) Current Account	46,26,227		1,63,33,756
b) Fixed Deposit lodged with Outside Party including interest accrued thereon	36,23,040		–
		82,49,267	1,63,33,756
TOTAL		84,14,879	1,64,57,571

Schedules *Contd...*

SCHEDULE "I" - LOANS AND ADVANCES

	Note Ref.	Rupees	Rupees	March '96 Rupees	March '95 Rupees
1. Advances Recoverable in cash or in kind or for value to be received	A				
a) Secured, Considered Good			2,46,27,600		2,61,37,056
h) Unsecured, Considered Good					
- Due from Indian Oil Corporation Limited, the Holding Company		34,44,451			-
- Others		4,55,04,705			3,78,66,142
			4,89,49,156		3,78,66,142
c) Unsecured, Considered Doubtful			6,256		5,965
			7,35,83,012		6,40,09,163
Less: Provision for Doubtful Advances			6,256		5,965
				7,35,76,756	6,40,03,198
2. Claims Recoverable					
Unsecured, Considered Good				7,735	9,21,845
3. Sundry Deposits (Including amount adjustable on receipt of final bills)					
Unsecured, Considered Good				29,42,559	27,54,263
4. Advance Payment of Income Tax					
Less: Provision for Tax					
			13,97,59,762		17,18,90,230
			11,57,61,368		15,42,00,000
				2,39,98,394	1,76,90,230
TOTAL				10,05,25,444	8,53,69,536

Note:

- A. Includes: i) Rs NIL: (1995: Rs 9138) due from a Director (Maximum Rs 9138; 1995: Rs 23704)
ii) Rs NIL: (1995: Rs 80740) due from an Officer (Maximum Rs 80740; 1995: Rs 86372)

Schedule *Contd...*

SCHEDULE "J" - CURRENT LIABILITIES AND PROVISIONS

	Rupees	Rupees	March '96 Rupees	March '95 Rupees
1. Current Liabilities				
a) Sundry Creditors		42,70,235		65,28,294
b) Other Liabilities		3,97,72,410		2,05,77,850
c) Security Deposits	54,75,714			22,15,602
Less: Investments and Deposits with Banks lodged by Outside Parties	15,000			15,000
		54,60,714		22,00,602
d) Interest accrued but not due on loans from Indian Oil Corporation Limited, the Holding Company		—		47,95,426
e) Due to Indian Oil Corporation Limited, the Holding Company		—		45,16,438
			4,95,03,359	3,86,18,610
2. Provisions				
Proposed Dividend (Subject to Tax)			10,00,000	8,00,000
TOTAL			5,05,03,359	3,94,18,610

SCHEDULE "K" - INTEREST AND OTHER INCOME

	Rupees	Rupees	March '96 Rupees	March '95 Rupees
1. Interest On				
a) Loans and Advances		24,49,492		23,32,328
b) Fixed Deposits with Banks		8,821		1,19,268
			24,58,313	24,51,596
2. Profit on sale and disposal of assets			90,588	2,86,819
3. Unclaimed/Unspent Liabilities Written Back			12,99,554	25,06,918
4. Provision for Doubtful Debts, Advances & Claims Written Back			5,965	—
5. Recoveries from Employees for rent etc.			7,89,307	4,49,255
6. Sale of scrap etc.			3,18,198	2,32,188
7. Other Miscellaneous Income			2,04,650	86,978
TOTAL			51,66,575	60,13,754

Schedules *Contd...*

SCHEDULE "L" - MANUFACTURING, ADMINISTRATION AND OTHER EXPENSES

	Schedule	Rupees	March '96 Rupees	March '95 Rupees
1.	Consumption of Stores, Spares and Consumables		70,64,281	21,73,143
2.	Power, Fuel and Water	1,40,10,646	1,65,61,385	
3.	Repairs and Maintenance			
	a) Plant and Machinery	49,05,483		44,21,418
	b) Buildings	22,49,977		17,35,639
	c) Others	20,01,848		21,28,873
			91,57,308	82,85,930
4.	Handling Expenses		38,07,025	44,07,769
5.	Payments to and provisions for employees			
	a) Salaries, Wages, Bonus etc.	10,53,17,342		9,57,48,121
	b) Contribution to Provident Fund and Other Funds	80,97,333		57,47,856
	c) Staff Welfare Expenses	2,10,04,644		1,79,35,421
	d) Voluntary Retirement Scheme Compensation	8,63,864		11,54,329
			13,52,83,183	12,05,85,727
6.	Office Administration and Other Expenses "L-1"		2,13,98,375	2,19,27,198
	TOTAL		19,07,20,818	17,39,41,152

Schedules *Contd...*

	Rupees	March '96 Rupees	March '95 Rupees
1. Rent		44,30,465	31,42,403
2. Insurance		9,26,145	8,25,228
3. Rates & Taxes		17,42,167	16,22,960
4. Donations		1,000	1,000
5. Payment to Auditors			
a) Audit Fees	15,000		15,000
b) Tax Audit Fees	9,000		9,500
c) Other Services (for issuing Certificates etc.)	—		16,000
d) Out of Pocket Expenses	66,309		39,396
		90,309	79,896
6. Travelling & Conveyance		36,71,552	32,79,463
7. Communication Expenses		14,75,947	15,67,443
8. Printing & Stationery		11,75,468	10,84,853
9. Bank Charges		23,152	21,000
10. Loss on Assets Sold, Lost or Written Off		8,524	8,901
11. Provision for Doubtful Debts, Advances, Claims and Obsolescence of Stores		13,046	5,399
12. Security Force Expenses		3,97,897	1,63,035
13. Pollution Control Expenses		50,639	70,100
14. Other Expenses		73,92,064	1,00,55,517
TOTAL		2,13,98,375	2,19,27,198

SCHEDULE "M" - STATEMENT ON ACCOUNTING POLICIES**1. FIXED ASSETS :****1.1 Land :**

Land acquired on lease for over 99 years is treated as freehold land.

1.2 Construction Period Expenses on Projects :

Construction period expenses including administration and supervision expenses exclusively attributable to projects are capitalised. However, such expenses in respect of capital facilities being executed alongwith production/operations simultaneously, are charged to Revenue. Financing cost during the construction period on loans raised/ allocated to projects is capitalised.

1.3 Depreciation:

1.3.1 Cost of leasehold land for 99 years or less is amortised during the lease period.

1.3.2 Assets costing upto Rs 5,000/- are depreciated fully in the year of capitalisation.

1.3.3 Depreciation on Fixed Assets other than the above is charged on Written Down Value Method at rates prescribed under the Companies Act, 1956. Depreciation is charged on pro-rata basis on assets capitalised/sold/disposed off/dismantled during the year.

1.4 Exchange Rate :

Liability for foreign credit is provided on the basis of bank selling rates ruling at the time of capitalisation of assets acquired against such credits. The liability is translated at the exchange rate ruling at the year end. The differences due to exchange fluctuation is capitalised except the exchange difference on liabilities relating to assets already written off which is charged to Revenue.

2. CURRENT ASSETS, LOANS & ADVANCES:**2.1 Valuation of Inventories (Stores & Spares) :**

Stores/Spares (including Capital Stores) are valued at or under cost.

2.2 Claims :

Claims are accounted when there is certainty that the claims are realisable.

Schedules *Contd...*

3. LIABILITIES & PROVISIONS:

- 3.1 Show Cause Notices issued by various Government Authorities are not considered as Contingent Liability. However, when the demand notices are raised against such Show Cause Notices after considering Company's views, these demands are either paid, or treated as liabilities, if accepted by the Company and are treated as Contingent Liability, if disputed by the Company.
- 3.2 Contingent Liabilities are disclosed in each case above Rs 1.00 lakh.
- 3.3 Estimated amount of contracts remaining to be executed on Capital Accounts are disclosed in each case exceeding Rs 0.50 lakh.

4. PROFIT & LOSS ACCOUNT:

- 4.1 Blending/Processing Income is accounted based on volume of products blended/ manufactured/filled.
- 4.2 Operating cost including cost on stock in process/blended finished Lubes lying in Kettles, is charged to Profit & Loss Account in the year of accrual.
- 4.3 Payment of gratuity is made through Trust and the amount contributed, based on actuarial valuation at the end of the year is charged to Profit & Loss Account. Other retirement benefits i.e. leave encashment and medical are charged to Profit & Loss Account on the basis of actuarial valuation thereof at the end of the year.
- 4.4 Prepaid expenses upto Rs 0.20 lakh in each case are charged to Revenue.
- 4.5 Income & Expenditure upto Rs 2.00 lakh in each case pertaining to prior years are accounted for in the current year.

Sd/-
(P. SUDARSANAM)
Director-in-Charge

Sd/-
(P. SUGAVANAM)
Finance Director

Place : Mumbai,
Dated : 1st June, 1996

Sd/-
(RAJU RANGANATHAN)
Secretary



Schedule *Contd...*

SCHEDULE "N" - NOTES ON THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH, 1996

1. Contingent liabilities :

- (a) Claims against the company not acknowledged as debts **Rs 45.35 lakhs** (1995: Rs 111.03 lakhs). These include :
- Rs 18.21 lakhs** (1995: Rs 21.00 lakhs) in respect of appeals by Income Tax Department. Interest, if any, on some of the claims is unascertainable.
 - Rs 23.70 lakhs** (1995: Rs 22.64 lakhs) for which suits have been filed against the Company for compensation/damages.
- (b) Suit filed against the company, for cancellation of the contract. Amount is not ascertainable.
- Estimated amount of contracts remaining to be executed on Capital Account and not provided for **Rs 292.29 lakhs** (1995: Rs 166.21 lakhs).
 - Lease Agreement in respect of land at Vashi Plant of the gross value of **Rs 80.06 lakhs** (1995: Rs 80.06 lakhs) is pending for execution and is, therefore, not available for verification.
 - Lease Agreement in respect of certain lands for Calcutta Plant have expired and are pending for renewal. No provision has been made in the accounts in respect of the premium payable on renewal if any, as the amount thereof is not ascertainable.
 - Blending and Processing Income includes **Rs 7.29 lakhs** (1995: Rs 174.60 lakhs) towards shortfall in the guaranteed demand from Indian Oil Corporation Limited (the Holding Company).
 - The Profit and Loss Account include the following Income/Expenditure relating to Extra-Ordinary items :

	1996 (Rs in lakhs)	1995 (Rs in lakhs)
I. INCOME:		
Reimbursement in lieu of Blending/Processing charges	132.24	297.32
II. EXPENDITURE		
i) Payments to, and provisions for employees:		
a) Salaries, Wages, Bonus and Contribution to Provident Fund and Other Funds	230.29	298.95
b) Voluntary Retirement Scheme Compensation	4.14	11.54
ii) Rent	10.95	—
iii) Other Expenses	—	13.35
7. Consequent to the change in Accounting Policy relating to retirement benefits, the payments to and provision for employees have increased by Rs 55.58 lakhs with a decrease in the Profit to that extent.		
8. The Profit and Loss Account includes:		
(a) Expenditure on Public Relations and Publicity amounting to Rs 0.04 lakhs (1995: Rs 0.07 lakhs) which is inclusive of Rs Nil (1995: Rs Nil) on account of Staff and Establishment and Rs 0.04 lakhs (1995: Rs 0.07 lakhs) for payment to others. The ratio of annual expenditure on Public Relations and Publicity to the annual turnover is 0:00001:1 (1995: 0:00003:1).		
(b) Research and Development Expenses Rs Nil (1995: Rs Nil).		
(c) Entertainment Expenses Rs 0.04 lakhs (1995: Rs 0.04 lakhs).		
9. Previous year's comparative figures have been re-grouped and recast to the extent practicable, wherever necessary. Figures in brackets indicate deductions.		

Sd/-
(P. SUDARSANAM)
Director-in-Charge

Sd/-
(P. SUGAVANAM)
Finance Director

Sd/-
(RAJU RANGANATHAN)
Secretary

Place : Mumbai,
Dated : 1st June, 1996



Schedules *Contd...*

SCHEDULE "O" - LICENSED CAPACITY, INSTALLED CAPACITY AND ACTUAL PRODUCTION

	Note Ref.	1996			1995		
		Lubes KL	Greases MT	ECA 8586 KL	Lubes KL	Greases MT	EC 8586 KL
Licensed Capacity		250000	11000	1003	250000	11000	1003
Installed Capacity	A	250000	11000	1003	250000	11000	1003
Actual Production		290804	11427	482	265276	9713	159

Note:

A. As certified by the Management and accepted by the Auditors without verification.

SCHEDULE "P" - FINISHED PRODUCTS-QUANTITY AND VALUE PARTICULARS

	1996		1995	
	Quantity	Value Rupees	Quantity	Value Rupees
Lubes	290804 KL	274809461	265276 KL	232116001
Greases	11427 MT	48563934	9713 MT	41279362
ECA 8586	482 KL	964600	159 KL	318000
TOTAL		<u>324337995</u>		<u>273713363</u>

Notes:

- A. The Company has not purchased or consumed any raw materials during the year. There is no opening or closing stock of finished goods. The Company processes materials received by it from Indian Oil Corporation Limited, the Holding Company. Quantities mentioned above, related to such processing
- B. Value excludes Rs. 7,29,400 - (1995: Rs. 1,74,59,750-) towards charges for shortfall in the Guaranteed demand from Indian Oil Corporation Limited, the Holding Company.

Schedules *Contd...*

SCHEDULE "Q" - CONSUMPTION OF STORES, SPARES AND CONSUMABLES DURING THE YEAR

	1996		1995	
	Rupees	% To Total Consumption	Rupees	% To Total Consumption
Imported	4764994	67.45	322102	14.82
Indigenous	2299287	32.55	1851041	85.18
TOTAL:	7064281	100.00	2173143	100.00

SCHEDULE "R" - EXPENDITURE IN FOREIGN CURRENCY

	1996	1995
	Rupees	Rupees
Subscription to Journal	35877	22110
Foreign Travel	Nil	134388
TOTAL:	35877	156498

SCHEDULE "S" - C I F VALUE OF IMPORTS

	1996	1995
	Rupees	Rupees
Spare part and Components	Nil	Nil
Capital Goods	1662065	4862434
TOTAL:	1662065	4862434

Indian Oil Blending Limited

BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL BUSINESS PROFILE

I. REGISTRATION DETAILS

Registration No. State Code

Balance Sheet Date

II. CAPITAL RAISED DURING THE YEAR (Amount in Rs Lakhs)

Public	Rights Issue
<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>	<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>
Bonus Issue	Private Placement
<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>	<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>

III. POSITION OF MOBILISATION AND DEPLOYMENT OF FUNDS (Amount in Rs Lakhs)

Total Liabilities	Total Assets
<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="3"/> <input type="text" value="1"/> <input type="text" value="8"/> <input type="text" value="9"/>	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="3"/> <input type="text" value="1"/> <input type="text" value="8"/> <input type="text" value="9"/>

SOURCES OF FUNDS

Paid-Up Capital	Reserves & Surplus
<input type="text" value=""/> <input type="text" value="4"/> <input type="text" value="0"/>	<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="3"/> <input type="text" value="1"/> <input type="text" value="4"/> <input type="text" value="9"/>
Secured Loans	Unsecured Loans
<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>	<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>

APPLICATION OF FUNDS

Net Fixed Assets	Investments
<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="1"/> <input type="text" value="8"/> <input type="text" value="3"/> <input type="text" value="3"/>	<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>
Net Current Assets	Misc. Expenditure
<input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value=""/> <input type="text" value="1"/> <input type="text" value="3"/> <input type="text" value="5"/> <input type="text" value="6"/>	<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>
Accumulated Losses	
<input type="text" value=""/> <input type="text" value="N"/> <input type="text" value="I"/> <input type="text" value="L"/>	

Indian Oil Blending Limited *Contd...*

IV. PERFORMANCE OF COMPANY (Amount in Rs. Lakhs)

Turnover

						3	2	5	1
--	--	--	--	--	--	---	---	---	---

Total Expenditure

2	1	7	7
---	---	---	---

Profit Before Tax

	+							1	2	5	5
--	---	--	--	--	--	--	--	---	---	---	---

Profit After Tax

6	5	1
---	---	---

(Please tick appropriate box + for Profit,-for Loss)

Earnings Per Share in Rs

						8	1	3	5
--	--	--	--	--	--	---	---	---	---

Dividend %

	2	5
--	---	---

V. GENERIC NAMES OF THREE PRINCIPAL PRODUCTS/SERVICES OF COMPANY (as per Monetary Terms)

Item Code No.
(ITC Code)

N	O	T		A	V	A	I	L	A	B	L	E				
---	---	---	--	---	---	---	---	---	---	---	---	---	--	--	--	--

Products/Services
Description

L	U	B	E		B	L	E	N	D	I	N	G				
---	---	---	---	--	---	---	---	---	---	---	---	---	--	--	--	--

Item Code No.
(ITC Code)

N	O	T		A	V	A	I	L	A	B	L	E				
---	---	---	--	---	---	---	---	---	---	---	---	---	--	--	--	--

G Products Description

G	R	E	A	S	E		M	A	N	F	A	C	T	U	R	I	N
---	---	---	---	---	---	--	---	---	---	---	---	---	---	---	---	---	---

Item Code no.
(ITC code)

N	O	T		A	V	A	I	L	A	V	L	E				
---	---	---	--	---	---	---	---	---	---	---	---	---	--	--	--	--

Products/Description

V.	I.			I	M	R	O	V	E	R						
----	----	--	--	---	---	---	---	---	---	---	--	--	--	--	--	--

M	A	N	F	A	C	T	U	R	I	N	G
---	---	---	---	---	---	---	---	---	---	---	---



CAG Comments

COMMENTS OF THE COMPTROLLER & AUDITOR GENERAL OF INDIA UNDER SECTION 619(4) OF THE COMPANIES ACT, 1956 ON THE ACCOUNTS OF INDIAN OIL BLENDING LIMITED, MUMBAI FOR THE YEAR ENDED 31ST MARCH, 1996.

I have to state that the Comptroller & Auditor General of India has no comments upon or supplement to the Auditors' Report under Section 619(4) of the Companies Act, 1956 on the accounts of INDIAN OIL BLENDING LIMITED, Mumbai for the year ended 31st March, 1996.

Mumbai
26th July, 1996

Sd/-
(Nand Lal)
Principal Director of Commercial Audit
& Ex-Officio Member, Audit Board-II



**PARTICULARS OF EMPLOYEES UNDER THE COMPANIES
(PARTICULARS OF EMPLOYEES) RULES, 1975 AND FORMING
PART OF DIRECTOR'S REPORT TO THE SHAREHOLDERS FOR
THE YEAR ENDED 31.03.96**

Name	Age	Last Employment	Date of Commence- ment of employ ment	Design./ Nature of Duties	Qualifi- cation	Experi- ence years	Remune- ration Gross
1	2	3	4	5	6	7	8
R.P. Parajia	55	M/s. Indo Fil Ltd. (Chemist)	01/04/1970	DM (QC)	B.Sc. (Hon.)	31	340,715
S.N. Saha	55	Engineering Concern	15/10/79	Sr. Foreman (Tech)	B.Com Part-I	22	315,955
M.D. Mustafa	42	–	08/09/64	Foreman (F)	Non-Matric	32	330,330

