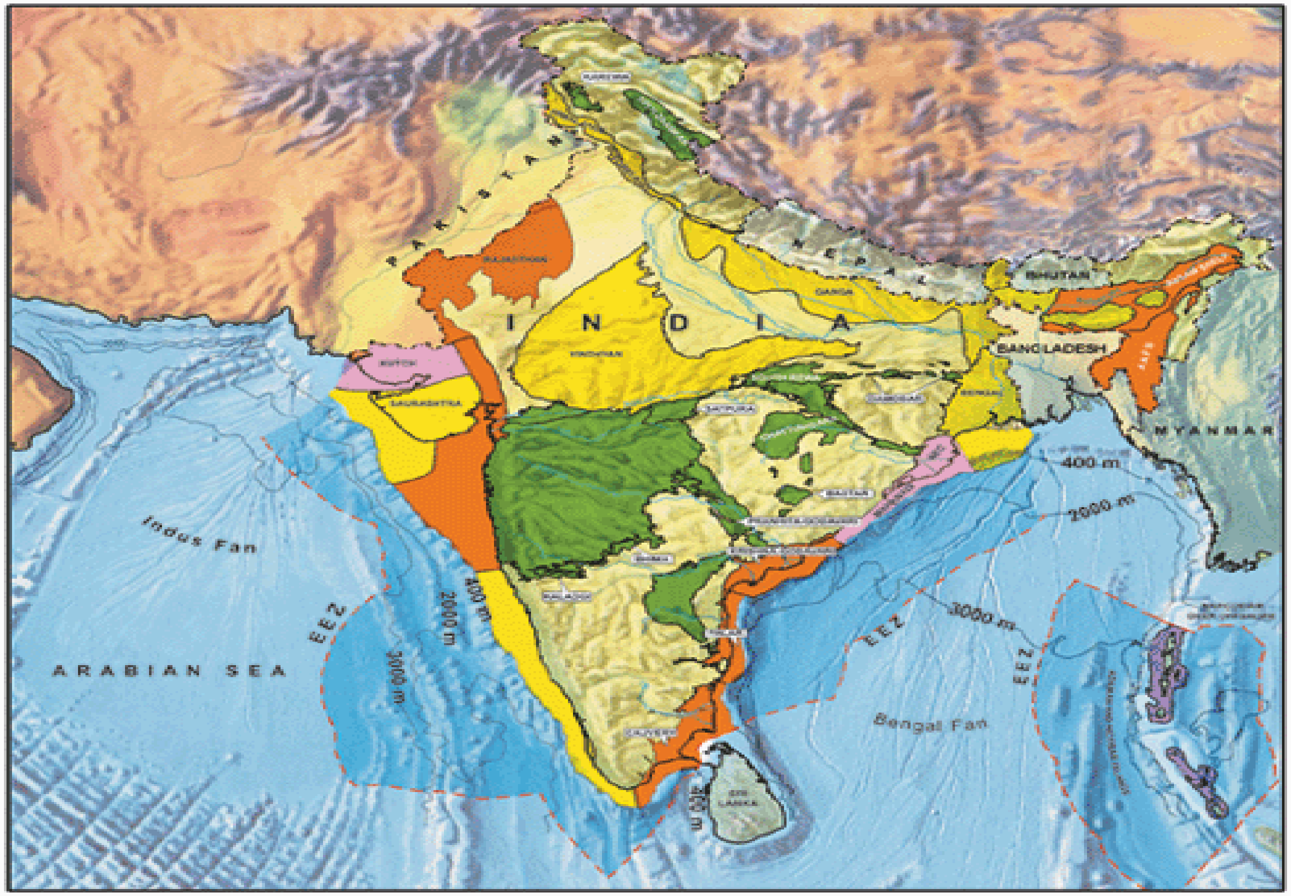
Sedimentary Basin Map of India



CATEGORY-I BASIN (Proven commercial productivity)

CATEGORY-II BASIN (Identified prospectivity)

CATEGORY-III BASIN (Prospective Basins)

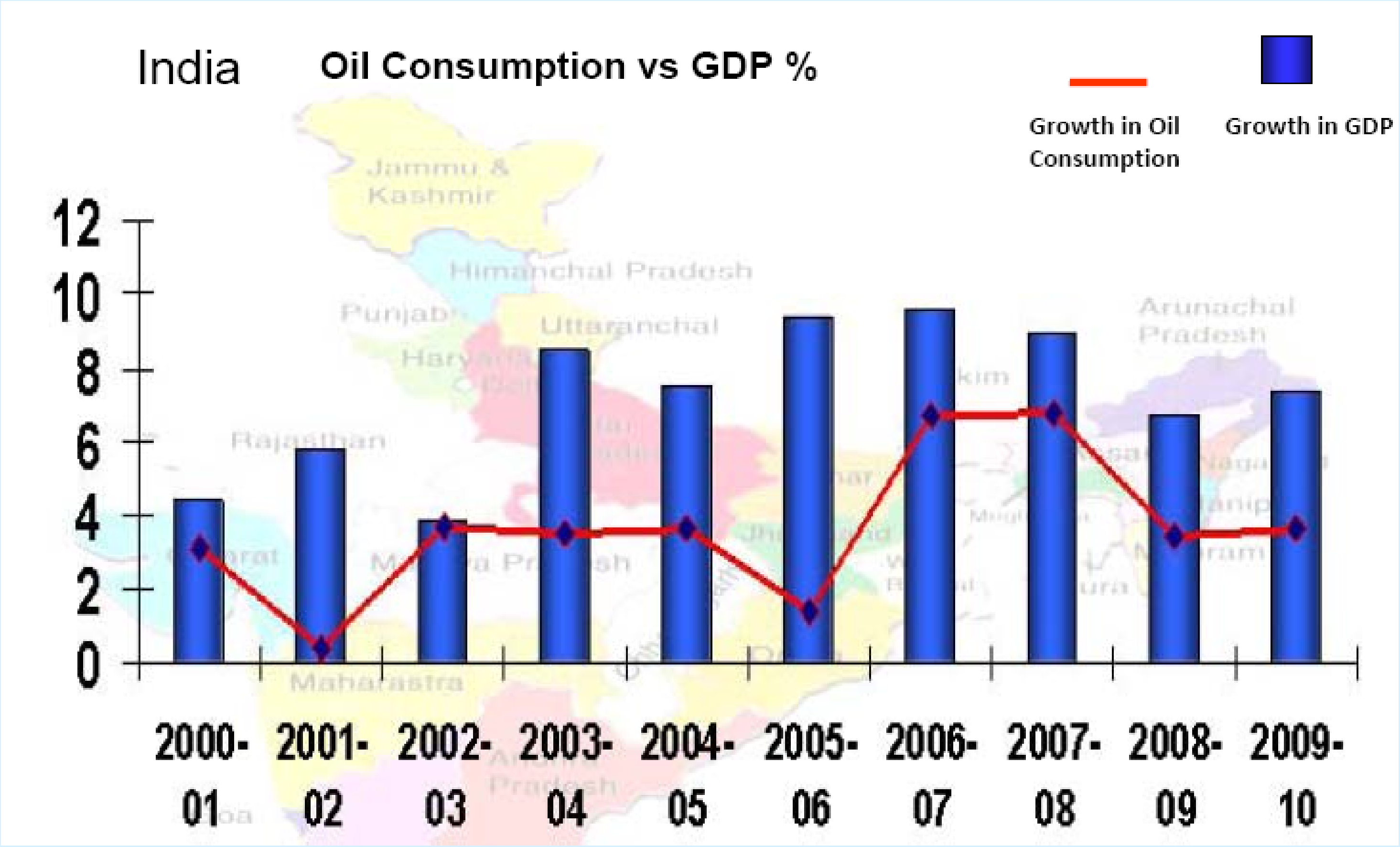
CATEGORY-IV BASIN (Potentially Prospective)

PRE-CAMBRIAN BASEMENT/ TECTONISED SEDIMENTS

IndianOil

The Indian Oil Scenario

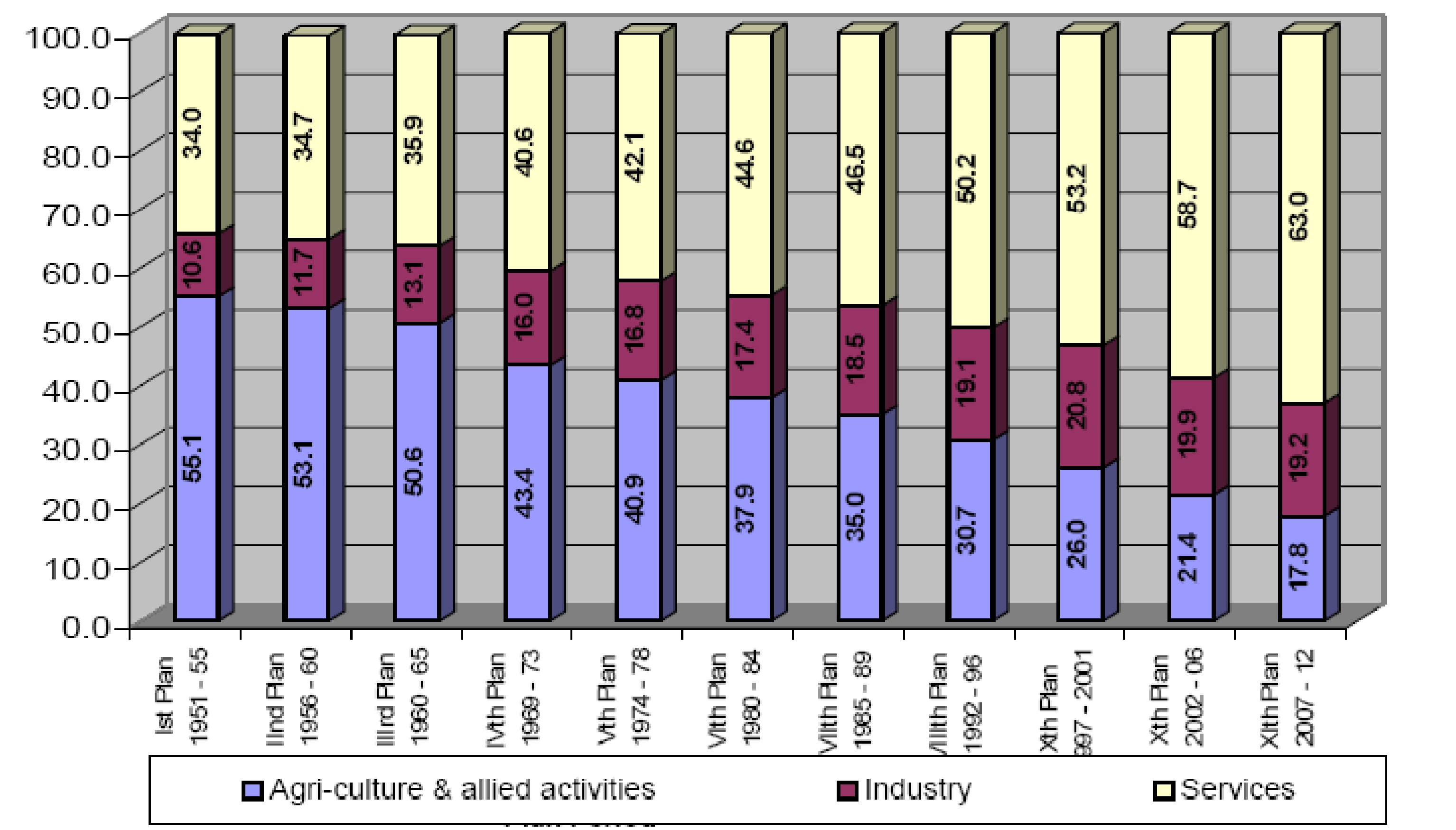
INDIA
Economic Profile



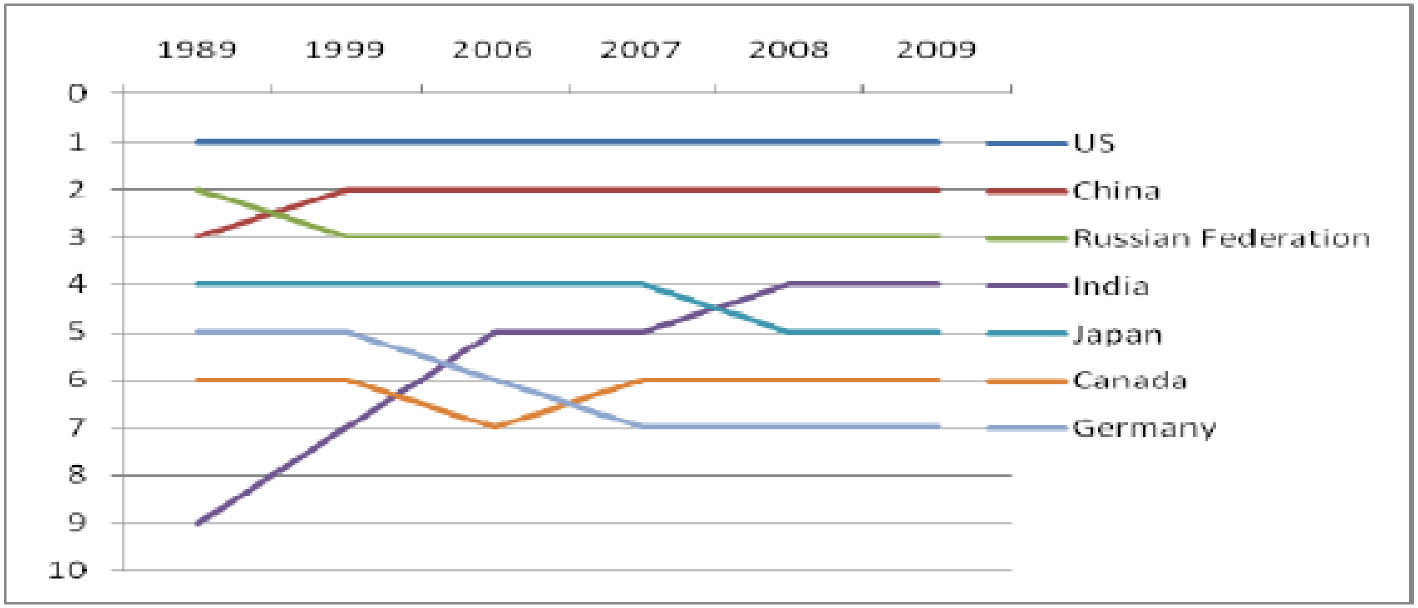
4th largest economy in terms of PPP
After US > China > Japan

INDIA - GDP at a glance

Sectoral Shares (in %) in GDP at the beginning of



Global Oil & Gas Scenario



Primary Energy Consumption (Ranks) of 7 top Consuming Countries over the Years

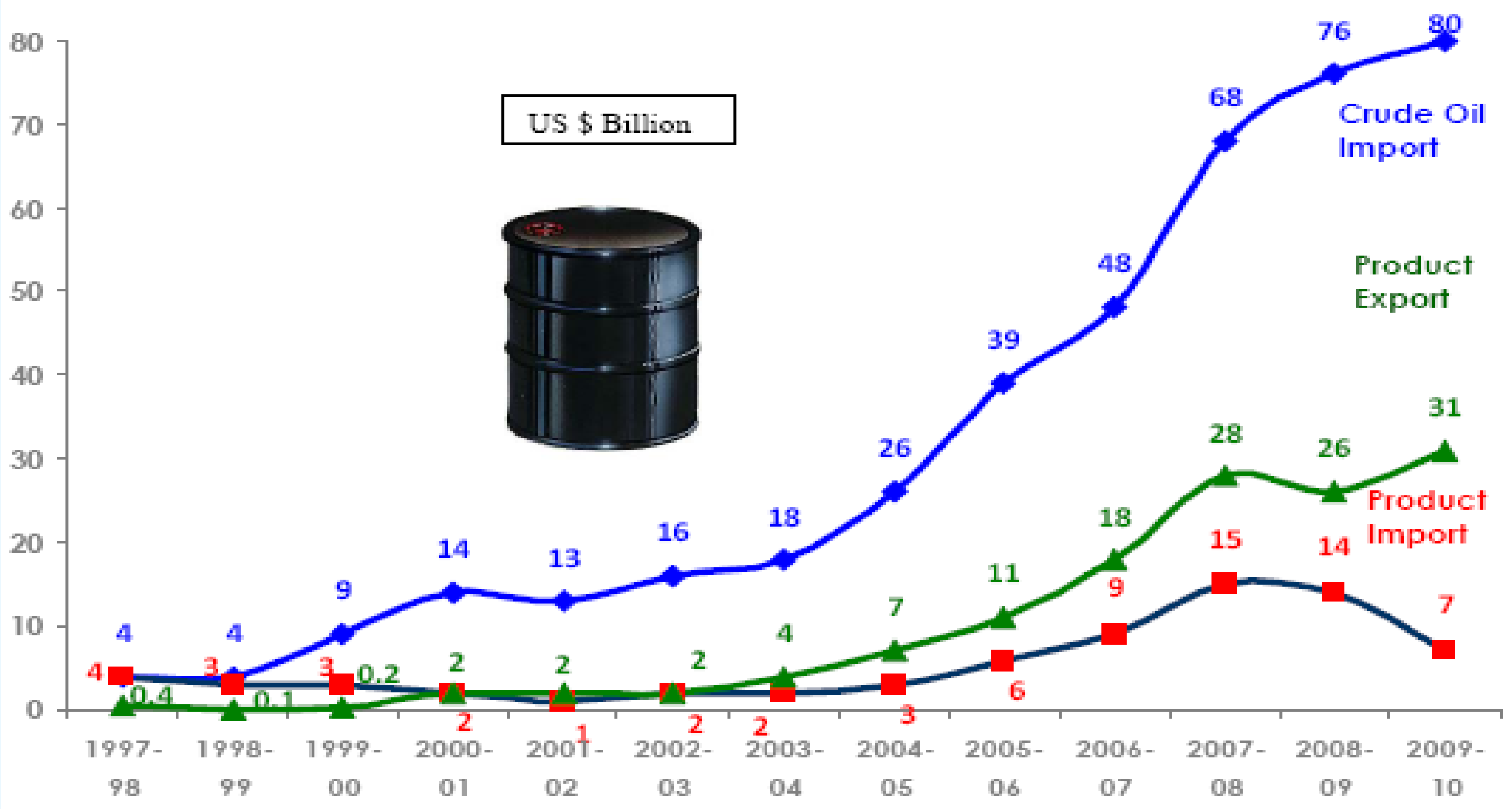
India has overtaken many developed countries since 1989

Top OIL PRODUCERS & CONSUMERS - World

Country	Oil Production in 2009				Country	Oil Consumption in 2009		
	Million tonnes	% share of total	R/P Ratio	Rank		Million tonnes	% share of total	Rank
Russian Federation	494.2	12.9%	20.3	1	US	842.9	21.7%	1
Saudi Arabia	459.5	12.0%	74.6	2	China	404.6	10.4%	2
US	325.3	8.5%	10.8	3	Japan	197.6	5.1%	3
Iran	202.4	5.3%	89.4	4	India	148.5	3.8%	4
China	189.0	4.9%	10.7	5	Russian Federation	124.9	3.2%	5
Canada	155.7	4.1%	28.3	6	Saudi Arabia	121.8	3.1%	6
Mexico	147.5	3.9%	10.8	7	Germany	113.9	2.9%	7
Venezuela	124.8	3.3%	*	8	South Korea	104.3	2.7%	8
Iraq	121.8	3.2%	*	9	Brazil	104.3	2.7%	9
Kuwait	121.3	3.2%	*	10	Canada	97.0	2.5%	10
UAE	120.6	3.2%	*	11	France	87.5	2.3%	11
Norway	108.3	2.8%	8.3	12	Mexico	85.6	2.2%	12
Brazil	100.4	2.6%	17.4	13	Iran	83.6	2.2%	13
Nigeria	99.1	2.6%	49.5	14	Italy	75.1	1.9%	14
Angola	87.4	2.3%	20.7	15	United Kingdom	74.4	1.9%	15
Kazakhstan	78.0	2.0%	64.9	16	Spain	72.9	1.9%	16
Algeria	77.6	2.0%	18.5	17	Other Africa	71.2	1.8%	17
Libya	77.1	2.0%	73.4	18	Indonesia	62.0	1.6%	18
United Kingdom	68.0	1.8%	5.8	19	Other S. & Cent. America	59.4	1.5%	19
Qatar	57.9	1.5%	54.7	20	Singapore	52.1	1.3%	20
Azerbaijan	50.6	1.3%	18.6	21	Netherlands	49.4	1.3%	21
Indonesia	49.0	1.3%	11.8	22	Taiwan	46.6	1.2%	22
Oman	38.5	1.0%	18.9	23	Thailand	44.2	1.1%	23
India	35.4	0.9%	21.1	24	Australia	42.7	1.1%	24
Egypt	35.3	0.9%	16.2	25	Belgium & Luxembourg	38.5	1.0%	25

Reserves/Production (R/P) ratio – If the reserves remaining at the end of any year are divided by the production in that year, the result is the length of time that those remaining reserves would last if production were to continue at that rate.

Oil & Gas Scenario - INDIA



Oil Trade - India

Growth (%) Trends in Petroleum Products - INDIA

PRODUCTS	'97-98	'98-99	99-00	'00-01	'01-02	02-03	'03-04	'04-05	05-06	'06-07	'07-08	'08-09	09-10 (Prov.)
LPG	12.6	11.4	20	9.3	10.1	8.1	11.4	10.1	2.1	3.8	12.1	1.5	6.3
MS	4.6	6.3	7.3	11.9	6.0	8.0	4.3	4.5	4.8	7.4	11.3	9.0	13.9
NAPHTHA/NGL	56.1	25.3	18.1	7.2	0.6	1.8	-0.8	17.9	-12.9	13.9	-4.3	4.6	-26.4
ATF	-2.3	0.2	4.2	2.3	0.6	0.4	9.4	13.3	17.3	20.7	14.1	-2.6	4.6
SKO	9.0	10.6	-2.8	-5.0	-7.7	-0.3	-1.7	-8.2	1.6	-0.4	-1.5	-0.7	0.0
HSD	3.0	3.2	5.6	-3.4	-3.7	0.3	1.2	6.9	1.4	6.7	11.1	8.5	8.9
LDO	1.0	3.5	18.3	-7.5	13.8	29.6	-21.6	-8.8	-40.2	-18.4	-7.3	-17.3	-17.2
LUBES	6.7	1.5	13.4	-16.1	9.0	9.9	14.1	-6.4	55.7	-8.7	20.6	-12.7	32.8
FO/LSHS	-0.1	8.9	-0.5	1.6	2.6	-1.9	1.6	4.6	-5.3	-1.6	0.8	-1.0	-7.9
BITUMEN	-4.2	10.7	19.4	-5.7	-4.8	15.6	13.0	-1.0	5.1	9.2	17.6	5.3	3.6
PET COKE	47.6	-13.5	-22.4	60.2	301.8	42.6	12.2	8.8	57.5	10.4	9.4	3.6	9.5

Source: PPAC

Hydrocarbon Sector – Major Players

IndianOil

Ministry of Petroleum & Natural Gas

Upstream
Exploration & Production

- ONGC
  - OVL
- Oil India Limited
- Pvt E&P Cos.

Downstream
Refining & Marketing

- IndianOil
  - CPCL, BRPL
- Bharat Petroleum
  - KRL, NRL
- MRPL
- Hindustan Petroleum
- RIL
- ESSAR OIL
- Other Private Cos. Oil & Gas Marketing
- GAIL Gas Transportation & Petrochem

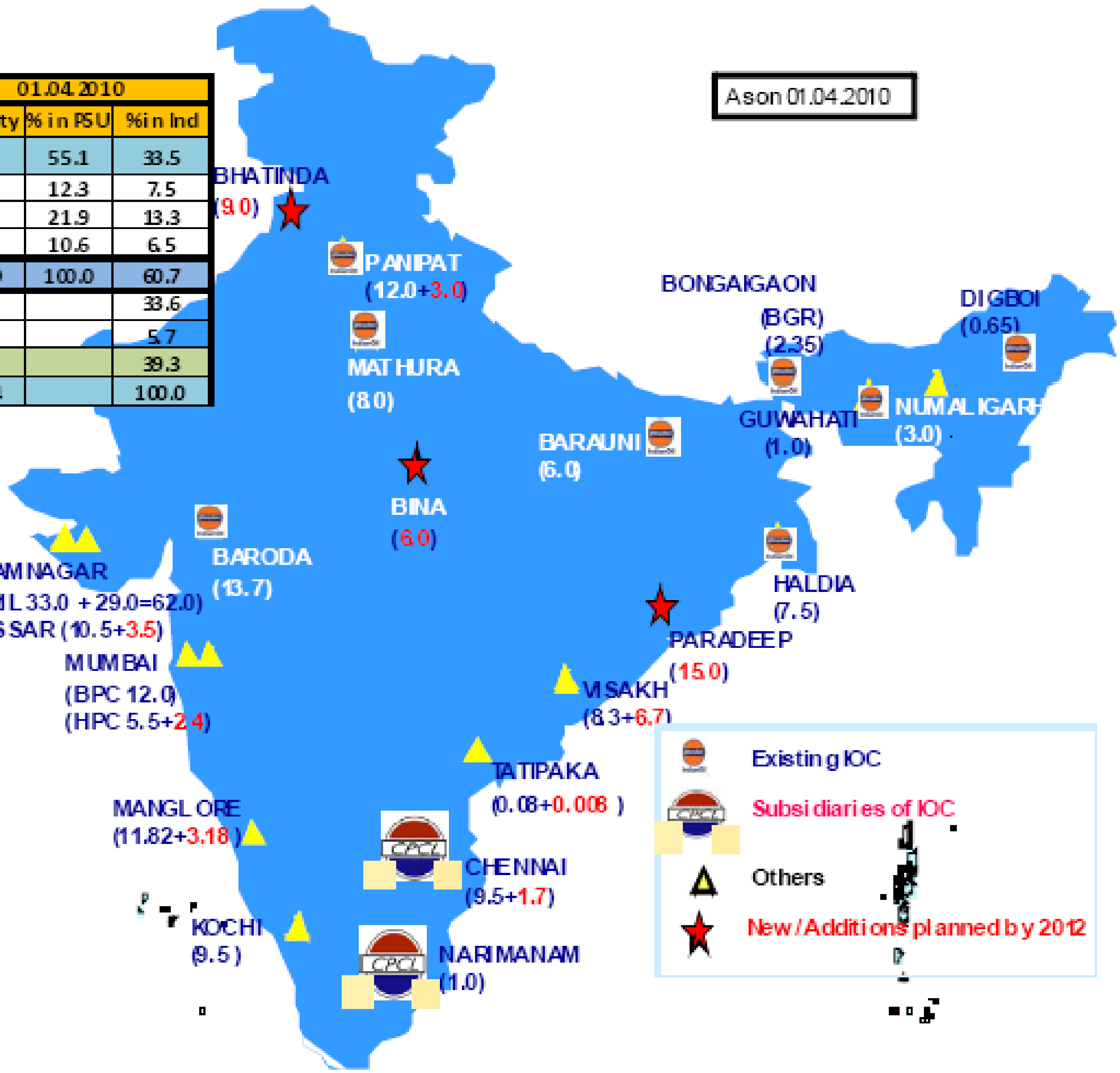
Industry Bodies

- Petroleum Planning & Analysis Cell
- Centre for High Technology
- PCRA
- PetroFed
- Oil Industry Safety Directorate
- Petroleum India International
- Engineers India Limited
- Director General of Hydrocarbon

………Towards a Competitive Environment

Refineries in India

Refinery	01.04.2010		
	Capacity	% in PSU	%in Ind
IOC Group	61.7	55.1	33.5
HPC	13.8	12.3	7.5
BPCL	24.5	21.9	13.3
ONGC	11.9	10.6	6.5
PSU TOTAL	111.9	100.0	60.7
RIL	62.0		33.6
Essar	10.5		5.7
Pvt Total	72.5		39.3
Industry	184.4		100.0



Petroleum Pipelines

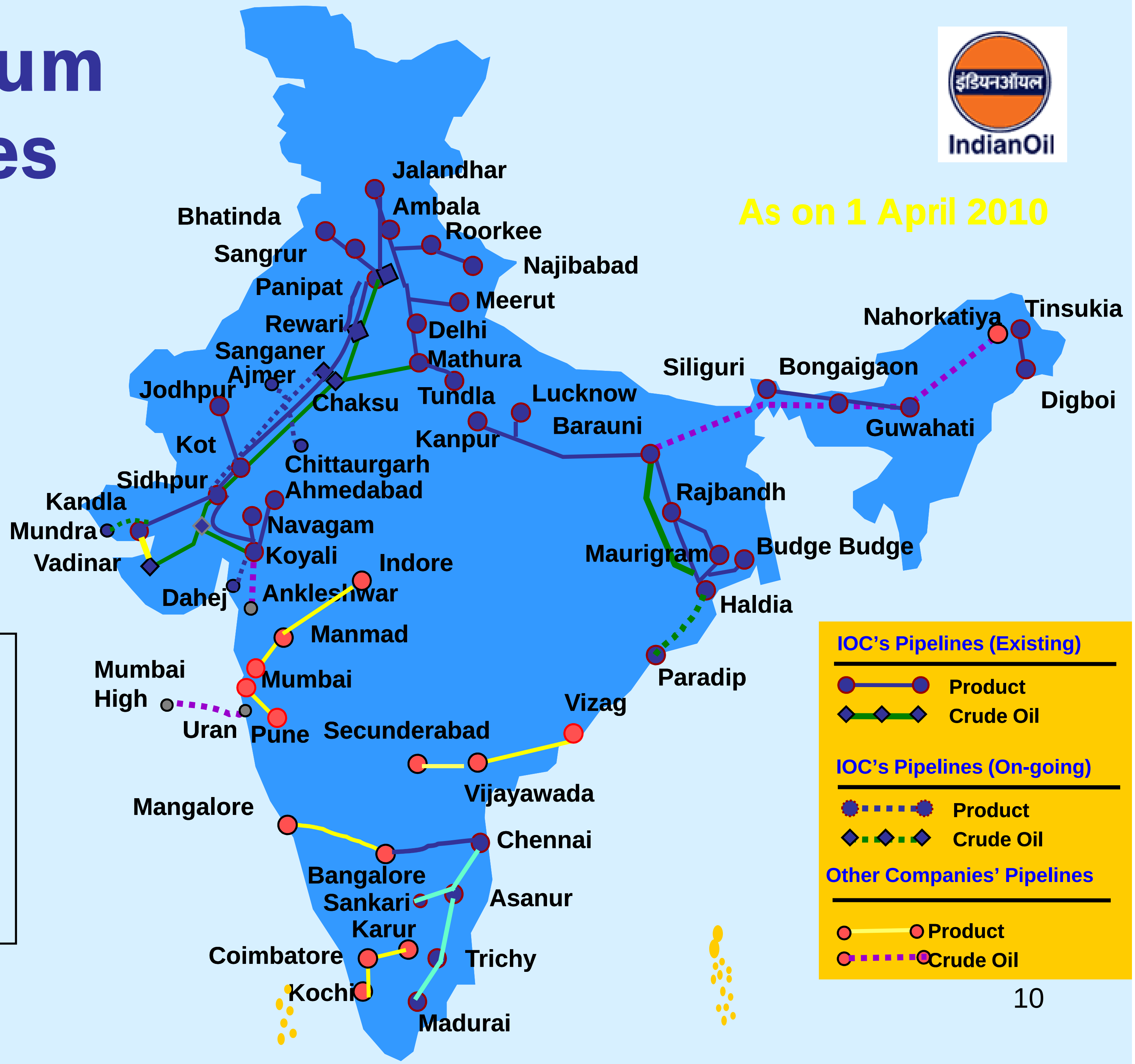
Industry Pipelines

Crude: 6235 KM
(92.6 MMTPA, 78.4% utili'zn)
Product: 10960 KM
(68.95 MMTPA, 77.6% utili'zn)

IOC Pipelines

Crude: 4366 KM
(40.4 MMTPA, 104.1% utili'zn)
Product: 6127 KM
(34.2 MMTPA, 67.8% utili'zn)

As on 1 April 2010



IndianOil At a Glance

Particulars	Unit	09-10	08-09	07-08	06-07	05-06
Product Sales						
Domestic						
- Petroleum Products	MMT	63.03	60.89	57.55	53.36	46.22
- Gas	MMT	1.68	1.67	1.74	1.48	1.30
- Petrochemicals	MMT	0.65	0.54	0.53	0.31	0.11
- Explosives	MMT	0.06	0.05	0.04	0.05	
Total Domestic	MMT	**65.42**	**63.14**	**59.86**	**55.20**	**47.62**
- Export	MMT	4.50	3.61	3.33	3.13	2.09
Total	MMT	**69.92**	**66.76**	**63.19**	**58.33**	**49.71**
Refineries Throughput	MMT	**50.70**	51.37	47.40	44.00	38.52
Pipelines Throughput	MMT	65.01	59.63	57.12	51.69	45.35
State Offices	No.	16	16	16	16	15
Divisional Offices	No.	67	67	67	67	50
Indane Area Offices	No.	44	44	35	35	35
Terminals and Depots	No.	166	166	166	177	167
Aviation Fuel Stations	No.	98	101	101	97	97
LPG Botting Plants	No.	88	89	89	90	88
LPG Bottling Capacity	TMT	5137	4259	4131	4028	3925
Retail Outlets	No.	18643	18278	17574	16455	11754
SKO/LDO Dealers	No.	3964	3963	3960	3955	3565
Indane Distributors	No.	5095	4999	4996	4996	4856
Towns with Indane	No.	2764	2693	2683	2671	2546
Indane Customers	Lakh	574.21	529	504	471	433.8
Man power	No.	**34363**	33998**	31945 *	29862*	30048

IndianOil in Rajasthan

28.2.2011	IOC	BPC	HPC	RIL	EOL	TOT
Terminals	2	3	2	0	0	7
Depots	3	4	4	0	0	11
Retail Outlets - Nos	1196	550	721	107	101	2675
% RO Share	44.71	20.56	26.95	4.00	3.78	100.00
PPT KLS	135	210	161	87	51	150
SKO/LDO Nos	145	33	66	0	0	244
% Agency Share	59.43	13.52	27.05	0.00	0.00	100.00

IndianOil – Retail Network in Rajasthan

JAIPUR D O		JODHPUR DO		UDAIPUR DO		AJMER DO	
S NO	DISTT		DISTT		DISTT		DISTT
1	ALWAR	1	BARMER	1	BANASWARA	1	AJMER
2	BHARATPUR	2	BIKANER	2	BHILWARA	2	BARAN
3	CHURU	3	GANGANAGAR	3	CHITORGARH	3	SAWAI MODHOPUR
4	DAUSA	4	HANUMANGARH	4	DUNGARPUR	4	BUNDI
5	DHAULPUR	5	JAISELMER	5	PRATAPGARH	5	TONK
6	JAIPUR	6	JALORE	6	RAJASMAND	6	NAGAUR
7	JHUNJHUNU	7	JODHPUR	7	SIROHI	7	JHALAWAR
8	KARAULI	8	PALI	8	UDAIPUR	8	KOTA
9	SIKAR						

IndianOil – Retail Network in Rajasthan

VITAL STATISTICS	JAIPUR	JODHPUR	UDAIPUR	AJMER	TOTAL
DISTRICTS	9	8	8	8	33
ROs	309	264	161	203	937
KSKs	64	91	54	48	257
SKO-LDO AGENTS	39	39	28	39	145
ALDS	12	4	1	4	21
MANPOWER - OFFICER					
DO I/C - GR.E	1	1	1	1	4
MGR/DY MGR (DO)	3	2	2	2	9
FIELD	9	8	5	6	28
FLEET CARD	1	1	1	1	4
ENGINEERING	2	2	2	2	8
Avg. Monthly Sales					
MS®, KLS	9613	5820	6181	6262	27876
HSD®, KLS	30035	35338	26522	25633	117528
AUTOGAS, MTs	419	61	5	82	567

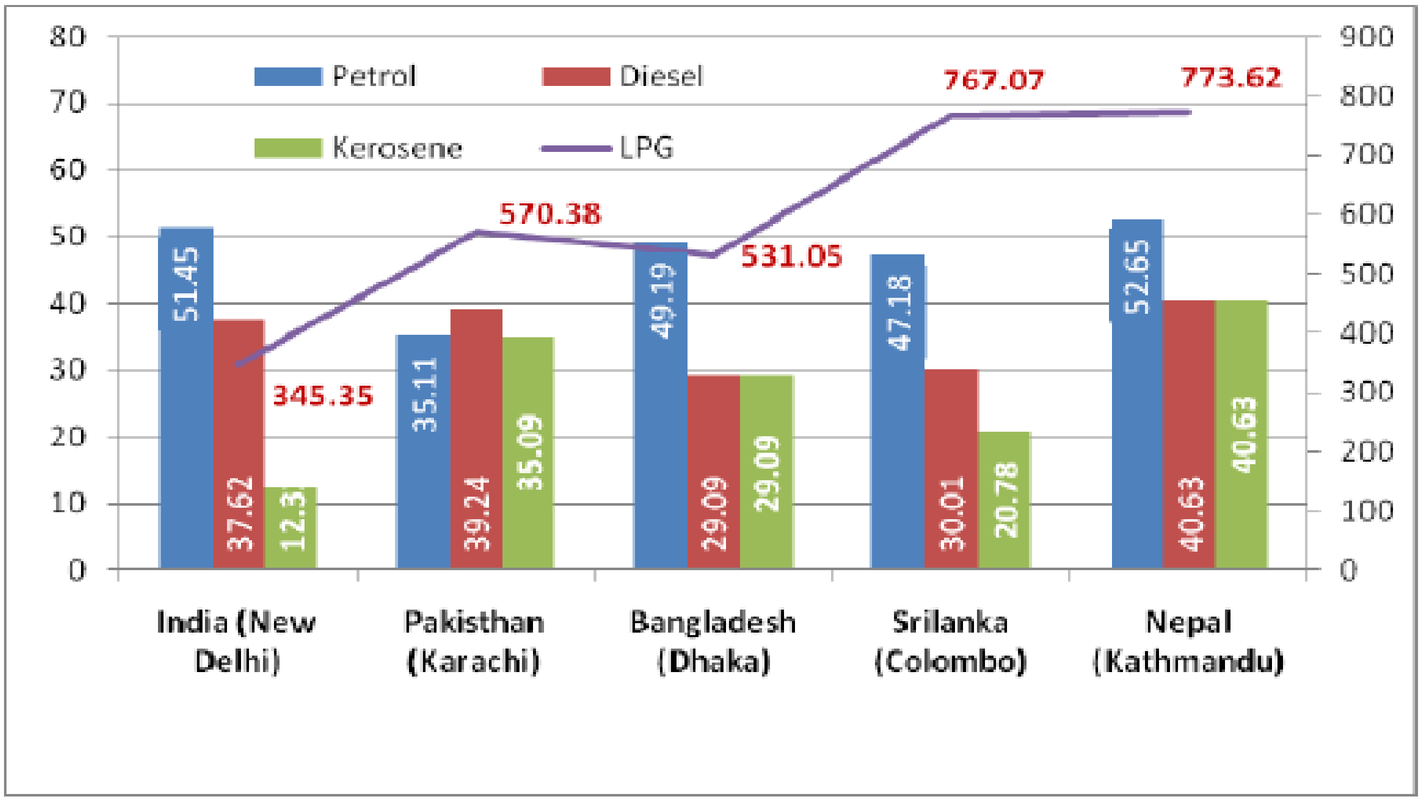
Retail Sales in Rajasthan (Apr '10-Jan' 11)

MS	VOLUME			MARKET SHARE		VAR +/-
	CY	LY	Gwth%	CY	LY	
	6232	7527	-17.20			
IOC	223709	206272	8.45	40.56	40.78	-0.22
BPC	154242	138397	11.45	27.97	27.36	0.61
HPC	172019	158696	8.40	31.19	31.37	-0.18
NRL	1550	2475	-37.37	0.28	0.49	
INDUSTRY	551520	505840	9.03	100.00	100.00	0.00

HSD	VOLUME			MARKET SHARE		VAR +/-
	CY	LY	Gwth%	CY	LY	
IOC	1068444	1019504	4.80	41.10	41.99	-0.88
BPC	766061	684098	11.98	29.47	28.17	1.30
HPC	756794	710723	6.48	29.11	29.27	-0.16
NRL	8294	13931	-40.46	0.32	0.57	-0.25
INDUSTRY	2599593	2428256	7.06	100.00	100.00	0.00

Comparative RSP – South Asia

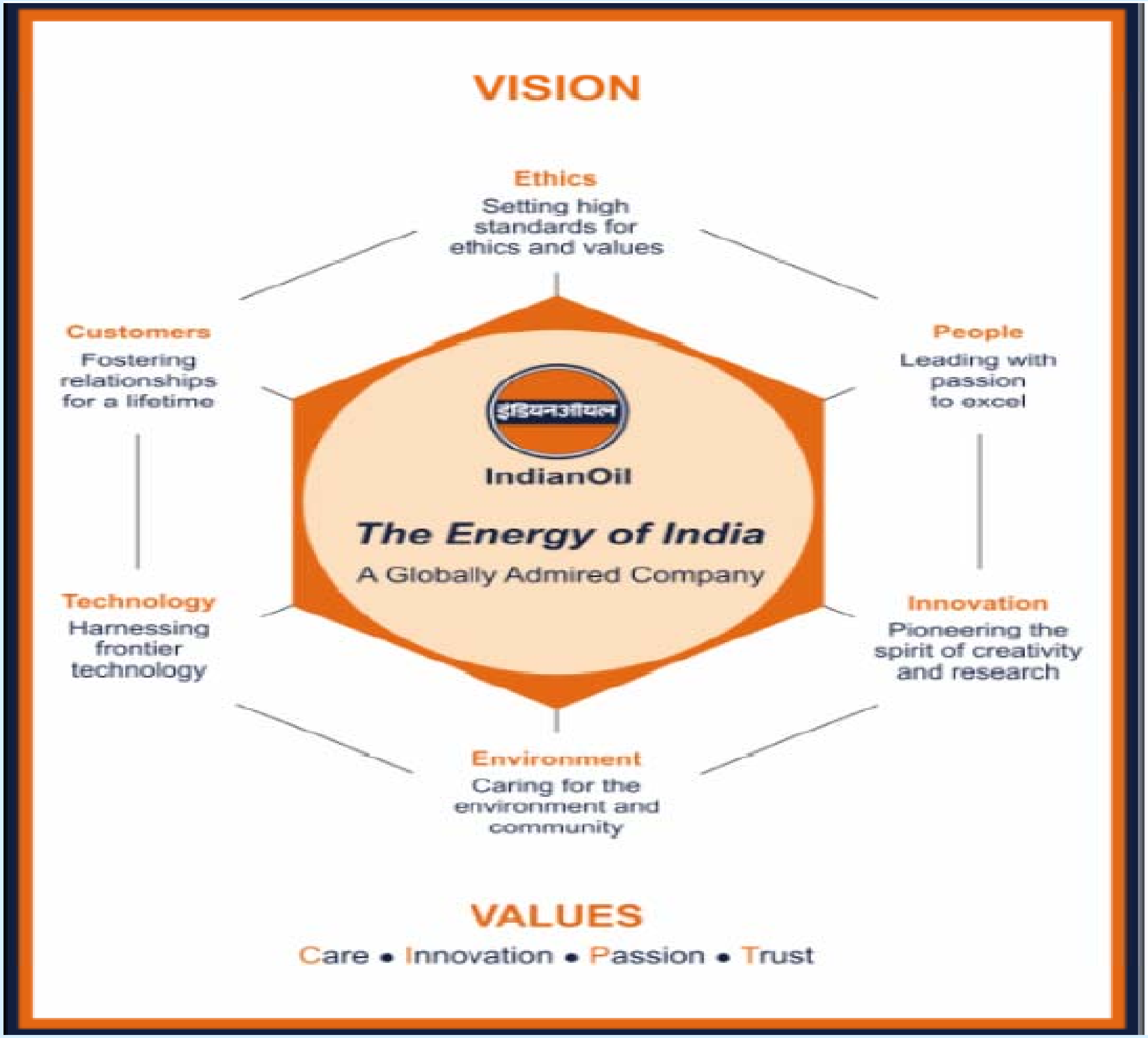
IndianOil



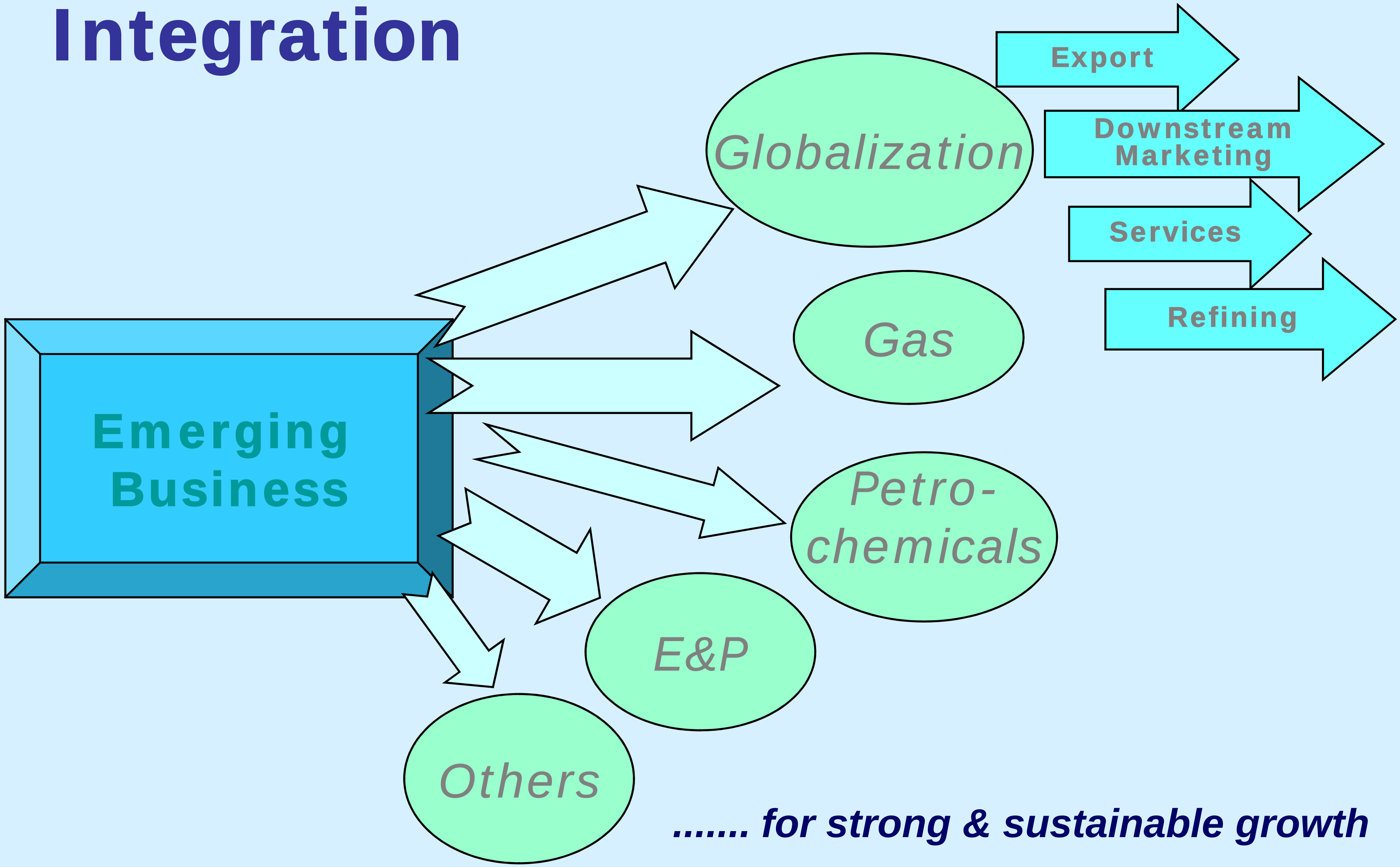
Exchange rate per USD considered as on 2.08.10

Pakistan: Rs 85.79, Bangladesh: Taka 69.45, Sri Lanka: Rs 112.55, Nepal: Rs 74.54 & India: Rs 46.17 Prices at India(Delhi) taken as on 01.8.10, prices for other countries also taken as on 1.8.2010.

The IndianOil – Vision

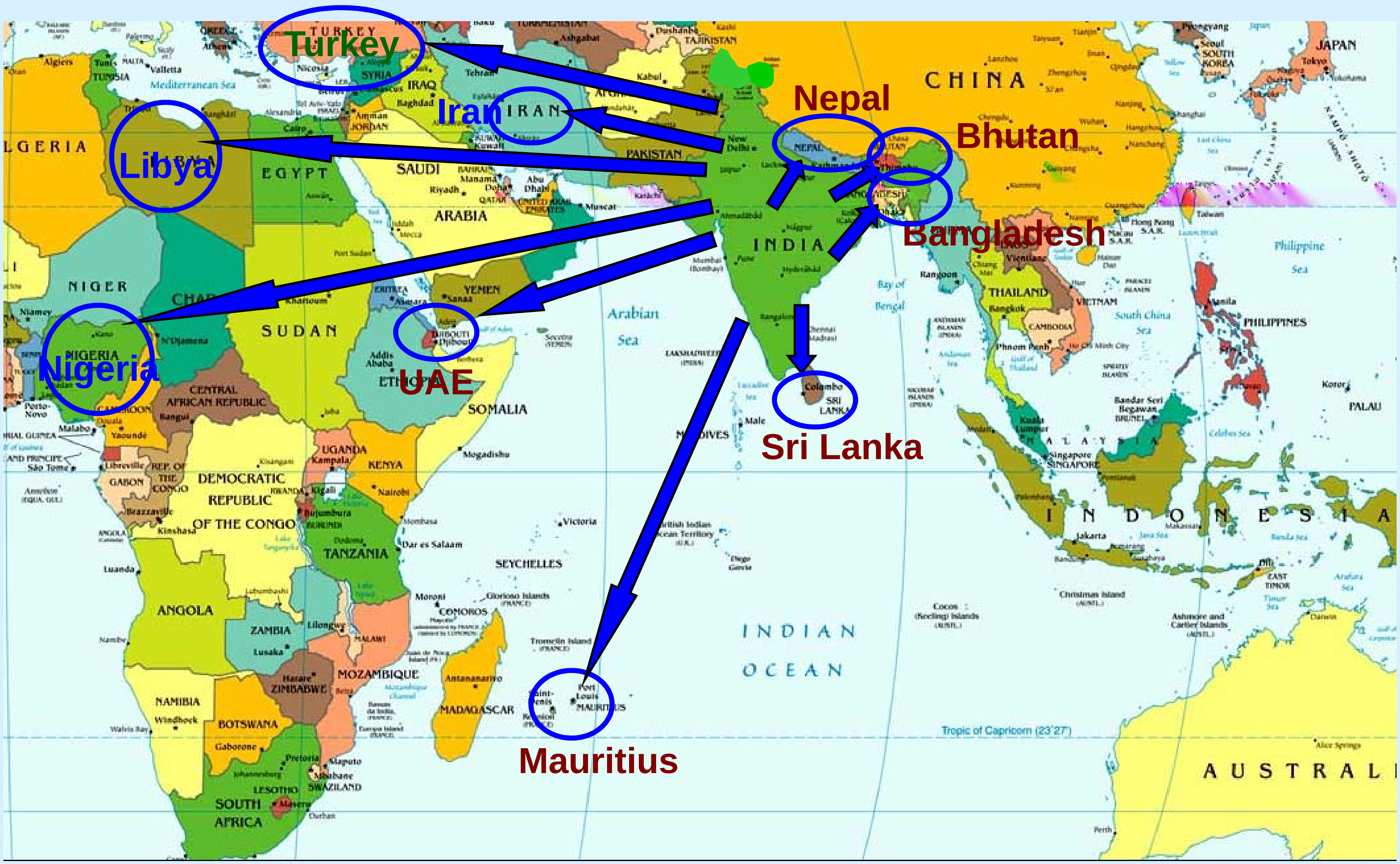


Beyond Core Business
Globalization, Diversification & Integration



.... for strong & sustainable growth

Globalisation
Target Markets : Asia/Africa



Downstream marketing   E&P   Projects

IndianOil – Brands

IndianOil

Product brands

XTRAPREMIUM
HI-OCTANE PETROL
Extra mileage. Extra savings.

XTRAMILE
SUPER DIESEL
एक्स्ट्रा माइलेज. एक्स्ट्रा बचत.

SERVO®
100% PERFORMANCE. EVERYTIME.
World-class lubricants

Indane
SAFE ▲ RELIABLE ▲ CONVENIENT

autogas
EXPERIENCE THE ECO-DRIVE

PROPEL
100% TRUST. 100% VALUE.
A range of petrochemicals from IndianOil

Service brands

XTRA care
Fuels and More

XTRAPOWER
FLEET CARD
CONVENIENT, SECURE & REWARDING.

Swagat
Comforts & Vehicle care

XTRAREWARDS™
Loyalty programme for urban cash customers

किसान सेवा केंद्र

IndianOil Aviation Service

SERVOXPRESS
One-stop shop for autocare

In Retail Sales, with a focus on Customer Service, ensuring Uniformity of Spirit and Maintaining Discernible Standards ,the Corporation has instituted many programs like :

- The prestigious Chairman’s Panel of Dealers
- The Gold Circle
- Rewards & Recognition during the Annual Dealer Conventions
- XTRACARE
- Dealer Training Programs
- Capability Programs for Pump Attendants

The need for these programs has arisen in response to the changing dynamics of the market based on factors like -

- New entrants in the market – Private Players
- Alternative fuels – CNG, LPG, Fuel Cells, Electric power
- Strict environmental standards – Euro IV
- High expectations of customers for customer service & housekeeping
- Profitability of the dealer – Non-Fuel Revenue