

# **MEMORANDUM OF UNDERSTANDING**

BETWEEN



**OIL INDIA LIMITED**

AND



**MINISTRY OF PETROLEUM & NATURAL GAS**

**GOVERNMENT OF INDIA**

**2017-18**

## **List of Contents**

| <b>Sl. No.</b> | <b>Content</b>                                                                                                                        | <b>Page</b> |
|----------------|---------------------------------------------------------------------------------------------------------------------------------------|-------------|
| 1.             | Annexure – I : Brief about Oil India Limited                                                                                          | 2 – 3       |
| 2.             | Annexure – II (Part – A) : Compulsory Parameters                                                                                      | 4           |
| 3.             | Annexure – II (Part – B) : Optional Parameters                                                                                        | 5 – 6       |
| 4.             | Annexure - III (Part – A & B) : Trend Analysis                                                                                        | 7 – 12      |
| 5.             | Major Assumptions / Explanatory Notes                                                                                                 | 13          |
| 6.             | Annexure – B :<br>Details of Subsidiaries and Joint Ventures                                                                          | 14          |
| 7.             | Annexure – C :<br>Revenue Working based on Very Good Parameters for FY 2017-18 (Considered in MoU Prices for Crude Oil & Natural Gas) | 15          |
| 8.             | Annexure – D :<br>Details of CAPEX Projects for Monitoring                                                                            | 16 – 17     |

**Annexure-I****Brief about Oil India Limited**

|   |                                                                                                                       |                                                                                                                                                                          |                                     |
|---|-----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|
| 1 | Name of the CPSE                                                                                                      | <b>OIL INDIA LIMITED</b>                                                                                                                                                 |                                     |
| 2 | Status (Please Tick): As per DPE guidelines                                                                           | Sick / Incipient Sick / weak/ <b>None</b> ✓                                                                                                                              |                                     |
| 3 | Reasons of Sickness, if applicable                                                                                    | N/A                                                                                                                                                                      |                                     |
| 4 | Whether registered with BIFR. If yes, details                                                                         | No                                                                                                                                                                       |                                     |
| 5 | Schedule of the CPSE (Please Tick):                                                                                   | <b>A</b> ✓ / B / C / D / none                                                                                                                                            |                                     |
| 6 | Purpose for which CPSE has been set up and the main business now                                                      | E&P                                                                                                                                                                      |                                     |
| 7 | Number and name of subsidiary companies along with amount invested and share in its profit during last five years     | Separate sheet may be attached, if more than one subsidiary. Information may be separately given in respect of each subsidiary and aggregated (consolidated) also.       |                                     |
|   | Year *                                                                                                                | Name of Subsidiary                                                                                                                                                       | Amount invested (As on) (Rs. Crore) |
|   |                                                                                                                       |                                                                                                                                                                          | Share in its profit (Rs. Crore)     |
|   | 2011-12                                                                                                               | Oil India Sweden AB : Subsidiary                                                                                                                                         | 177.24                              |
|   | 2011-12                                                                                                               | Oil India Cyprus Limited : Subsidiary                                                                                                                                    | 0.01                                |
|   |                                                                                                                       | <b>Sub Total</b>                                                                                                                                                         | <b>177.25</b>                       |
|   | 2012-13                                                                                                               | Oil India Sweden AB : Subsidiary                                                                                                                                         | 224.98                              |
|   | 2012-13                                                                                                               | Oil India Cyprus Limited : Subsidiary                                                                                                                                    | 0.07                                |
|   | 2012-13                                                                                                               | Oil India (USA) Inc.: Subsidiary                                                                                                                                         | 52.78                               |
|   |                                                                                                                       | <b>Sub Total</b>                                                                                                                                                         | <b>277.83</b>                       |
|   | 2013-14                                                                                                               | Oil India Sweden AB: Subsidiary                                                                                                                                          | 256.11                              |
|   | 2013-14                                                                                                               | Oil India Cyprus Limited : Subsidiary                                                                                                                                    | 0.07                                |
|   | 2013-14                                                                                                               | Oil India (USA) Inc. : Subsidiary                                                                                                                                        | 122.41                              |
|   | 2013-14                                                                                                               | Oil India International Limited : Subsidiary                                                                                                                             | 100.00                              |
|   |                                                                                                                       | <b>Sub Total</b>                                                                                                                                                         | <b>478.59</b>                       |
|   | 2014-15                                                                                                               | Oil India Sweden AB : Subsidiary                                                                                                                                         | 287.30                              |
|   | 2014-15                                                                                                               | Oil India Cyprus Limited : Subsidiary                                                                                                                                    | 0.17                                |
|   | 2014-15                                                                                                               | Oil India (USA) Inc. : Subsidiary                                                                                                                                        | 122.41                              |
|   | 2014-15                                                                                                               | Oil India International Limited: Subsidiary                                                                                                                              | 100.00                              |
|   | 2014-15                                                                                                               | Oil India International B.V. : Subsidiary                                                                                                                                | 390.63                              |
|   |                                                                                                                       | <b>Sub Total</b>                                                                                                                                                         | <b>900.51</b>                       |
|   | 2015-16                                                                                                               | Oil India Sweden AB : Subsidiary                                                                                                                                         | 293.57                              |
|   | 2015-16                                                                                                               | Oil India Cyprus Limited : Subsidiary                                                                                                                                    | 0.23                                |
|   | 2015-16                                                                                                               | Oil India (USA) Inc. : Subsidiary                                                                                                                                        | 122.41                              |
|   | 2015-16                                                                                                               | Oil India International Limited : Subsidiary                                                                                                                             | 100.00                              |
|   | 2015-16                                                                                                               | Oil India International B.V. : Subsidiary                                                                                                                                | 565.83                              |
|   |                                                                                                                       | <b>Sub Total</b>                                                                                                                                                         | <b>1,082.04</b>                     |
| 8 | Number and name of Joint Venture companies along with amount invested and share in its profit during last five years. | Separate sheet may be attached, if more than one Joint Venture. Information may be separately given in respect of each Joint Venture and aggregated (consolidated) also. |                                     |

| Year                                                                                                                                                         | Name of Joint Venture                                            | Amount invested<br>(Rs. Crore) | Share in its profit (Rs.<br>Crore) |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|--------------------------------|------------------------------------|
| 2011-12                                                                                                                                                      | Suntera Nigeria 205 Limited<br>: Jointly Controlled Entity       | 58.35                          | -                                  |
| Sub Total                                                                                                                                                    |                                                                  | 58.35                          | -                                  |
| 2012-13                                                                                                                                                      | Suntera Nigeria 205 Limited<br>: Jointly Controlled Entity       | 64.08                          | -                                  |
| Sub Total                                                                                                                                                    |                                                                  | 64.08                          | -                                  |
| 2013-14                                                                                                                                                      | Suntera Nigeria 205 Limited<br>: Jointly Controlled Entity       | 94.48                          | -                                  |
| 2013-14                                                                                                                                                      | Beas Rovuma Energy Mozambique Ltd<br>: Jointly Controlled Entity | 6,412.85                       | (1.16)                             |
| Sub Total                                                                                                                                                    |                                                                  | 6,507.33                       | (1.16)                             |
| 2014-15                                                                                                                                                      | Suntera Nigeria 205 Limited<br>: Jointly Controlled Entity       | -                              | -                                  |
| 2014-15                                                                                                                                                      | Beas Rovuma Energy Mozambique Ltd<br>: Jointly Controlled Entity | 6,675.84                       | (34.75)                            |
| Sub Total                                                                                                                                                    |                                                                  | 6,675.84                       | (34.75)                            |
| 2015-16                                                                                                                                                      | Suntera Nigeria 205 Limited<br>: Jointly Controlled Entity       | 120.43                         | (111.19)                           |
| 2015-16                                                                                                                                                      | Beas Rovuma Energy Mozambique Ltd<br>: Jointly Controlled Entity | 6,613.04                       | (7.63)                             |
| Sub Total                                                                                                                                                    |                                                                  | 6,733.47                       | (118.82)                           |
| 9                                                                                                                                                            | Details of revival plan approved earlier                         | N.A                            |                                    |
| *Note: For each succeeding year of MoU, one more year may be added after the MoU 2017-18 and the first year deleted so that data available is for five years |                                                                  |                                |                                    |

## Oil India Limited

## PART A : Compulsory Parameters

| Sl. No. | Financial Performance Criteria                                                                                                  | Unit     | Marks     | 2016-17 (Estimate) | Best in | Excellent | Very Good | Good  | Fair  | Poor  | %            |
|---------|---------------------------------------------------------------------------------------------------------------------------------|----------|-----------|--------------------|---------|-----------|-----------|-------|-------|-------|--------------|
|         |                                                                                                                                 |          |           |                    | 5 years | 100%      | 80%       | 60%   | 40%   | 20%   | Improve ment |
| i       | <b><u>Turnover</u></b>                                                                                                          |          |           |                    |         |           |           |       |       |       |              |
|         | Revenue from Operations (Net)                                                                                                   | Rs.Crore | 10        | 9050               | 9948    | 12294     | 11749     | 10426 | 10120 | 9817  | 29.82%       |
| ii      | <b><u>Operating Profit / Loss</u></b>                                                                                           |          |           |                    |         |           |           |       |       |       |              |
|         | Operating Profit (excluding other income, Extraordinary and Exceptional Items) as a percentage of Revenue from Operations (Net) | %        | 20        | 25.53              | 37.94   | 28.80     | 26.50     | 24.50 | 23.00 | 22.50 | 3.80%        |
| iii     | <b><u>Return on Investment</u></b>                                                                                              |          |           |                    |         |           |           |       |       |       |              |
|         | PAT / Average Net Worth                                                                                                         | %        | 20        | 9.19               | 20.69   | 12.25     | 10.50     | 10.00 | 9.50  | 9.00  | 14.25%       |
|         | <b>Total</b>                                                                                                                    |          | <b>50</b> |                    |         |           |           |       |       |       |              |

**PART B : Optional Parameters**

| Sl. No. | Financial Performance Criteria                                                                                                                                                       | Unit      | Marks | 2016-17 (Estimate) | Best in | Excellent  | Very Good  | Good       | Fair       | Poor       | %            |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-------|--------------------|---------|------------|------------|------------|------------|------------|--------------|
|         |                                                                                                                                                                                      |           |       |                    | 5 years | 100%       | 80%        | 60%        | 40%        | 20%        | Improve ment |
| 1       | <b><u>Capacity Utilisation</u></b>                                                                                                                                                   |           |       |                    |         |            |            |            |            |            |              |
| a       | Crude Oil production                                                                                                                                                                 | MMT       | 7     | 3.227              | 3.847   | 3.847      | 3.661      | 3.150      | 3.090      | 3.020      | 13.45%       |
| b       | Natural Gas Production                                                                                                                                                               | BCM       | 3     | 2.900              | 2.838   | 3.000      | 2.933      | 2.800      | 2.750      | 2.700      | 1.14%        |
| 2       | <b><u>Production Efficiency Parameter</u></b>                                                                                                                                        |           |       |                    |         |            |            |            |            |            |              |
| a       | Accretion to Recoverable Reserve (2P)                                                                                                                                                | MMToe     | 3     | 7.54               | 8.89    | 8.10       | 7.80       | 7.50       | 7.30       | 7.00       | 3.45%        |
| b       | Reduction in gas flaring over previous year (%)                                                                                                                                      | %         | 5     | -                  | -       | 5          | 4          | 3          | 2          | 1          |              |
| 3       | <b><u>R&amp;D, Innovation, Technology up-gradation parameter.</u></b>                                                                                                                |           |       |                    |         |            |            |            |            |            |              |
|         | Commissioning of State of the Art Cable Less Seismic Data Acquisition System                                                                                                         | Date      | 3     | N/A                | N/A     | 31-12-2017 | 15-01-2018 | 31-01-2018 | 15-02-2018 | 28-02-2018 | N/A          |
| 4       | <b>CAPEX</b>                                                                                                                                                                         | Rs. Crore | 10    | 3211               | 2675    | 3580       | 3450       | 3350       | 3250       | 3150       | 7.44%        |
| 5       | Percentage of value of CAPEX contracts/ projects running/ completed during the year without time/ cost overrun to total value of CAPEX contracts running/ completed during the year. | %         | 5     | 70                 | -       | 100        | 90         | 80         | 70         | 60         | 28.57%       |
| 6       | <b>Reduction in claims against the Company not acknowledge as debt (%) - others</b>                                                                                                  | %         | 3     | -                  | -       | 10         | 9          | 8          | 7          | 6          |              |
| 7       | <b><u>HR Parameter :</u></b>                                                                                                                                                         |           |       |                    |         |            |            |            |            |            |              |
| a       | On-line submission of ACR/APAR in respect of all executives (E1 and above) along with compliance of prescribed timelines w.r.t writing of ACR/APAR (% of number of executives)       | %         | 2     | -                  | -       | 100        | 95         | 90         | 85         | 80         | -            |

| Sl. No.  | Financial Performance Criteria                                                                                                                              | Unit            | Marks     | 2016-17 (Estimate) | Best in | Excellent  | Very Good  | Good       | Fair       | Poor       | %            |
|----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------------------|---------|------------|------------|------------|------------|------------|--------------|
|          |                                                                                                                                                             |                 |           |                    | 5 years | 100%       | 80%        | 60%        | 40%        | 20%        | Improve ment |
| b        | Online Quarterly vigilance clearance updation for Senior Executives (Sr. Manager / Dy. Chief Engineer and above) (% of number of Senior Executives)         | %               | 2         | -                  | -       | 100        | 95         | 90         | 85         | 80         | -            |
| c        | Preparation of succession plan and its approval by Board of Directors (Date)                                                                                | Completion Date | 2         | -                  | -       | 30.09.2017 | 15.10.2017 | 31.10.2017 | 15.11.2017 | 30.11.2017 | -            |
| d        | Holding of DPC without delay for executive (E1 and above level) (%)                                                                                         | %               | 1         | -                  | -       | 100        | 95         | 90         | 85         | 80         | -            |
| e        | Talent Management and Career Progression by imparting at least one week training in Centre of Excellence e.g. IITs, IIMs, NITs, ICAI etc. (% of Executives) | %               | 1         | -                  | -       | 10         | 9          | 8          | 7          | 6          | -            |
| <b>8</b> | <b>Any other sector specific result- oriented measurable parameters (upto 5 parameters)</b>                                                                 |                 |           |                    |         |            |            |            |            |            |              |
| a        | 2D Seismic National Seismic Programme (NSP)                                                                                                                 | GLKM            | 3         | --                 | --      | 3800       | 3610       | 3430       | 3258       | 3095       | -            |
|          | <b>TOTAL</b>                                                                                                                                                |                 | <b>50</b> |                    |         |            |            |            |            |            |              |

This MoU for the year 2017-18 is hereby agreed and signed on this 4<sup>th</sup> July, 2017.



( Utpal Bora )

Chairman & Managing Director  
Oil India Limited

Dated: 4<sup>th</sup> July, 2017  
Place: New Delhi



( K D Tripathi )

Secretary to the Government of India  
Ministry of Petroleum & Natural Gas

**Annexure - III (Part - A)**

**Trend Analysis**

| SL. No. | Financial Performance Criteria                   | UNIT       | Target -vs- Actual | 2011-12  | 2012-13  | 2013-14  | 2014-15  | 2015-16      | 2016-17 (Actuals Q3)        | 2016-17 (R.E)<br>(Un-adj) |
|---------|--------------------------------------------------|------------|--------------------|----------|----------|----------|----------|--------------|-----------------------------|---------------------------|
| 1       | Revenue from Operations (Gross)                  | Rs. Crores | Actual             | 9863.23  | 9947.57  | 9612.70  | 9748.23  | 9764.87      | 4552.57 (Q2)                | 9050.16                   |
|         | Actual                                           |            | 9863.23            | 9947.57  | 9612.70  | 9748.23  | 9764.87  | 4552.57 (Q2) | 9050.16                     |                           |
|         | MOU                                              |            | 8808.21            | 10152.31 | 10157.25 | 11201.65 | 11143.49 | 9823.00      | 9823.00                     |                           |
| 2       | a. Profit Before Tax                             | Rs. Crores |                    | 5101.86  | 5283.23  | 4410.44  | 3728.70  | 3463.44      | 1650 (Q2)                   | 3247.85                   |
|         | b. Other Incomes                                 |            |                    | 1445.37  | 1508.75  | 1628.64  | 1271.63  | 1375.90      | 629.20 (Q2)                 | 938.51                    |
|         | c. Extra Ordinary Items & Exceptional Items      |            |                    | 0.00     | 0.00     | 0.00     | 0.00     | 215.13       | 0.00                        | 0.00                      |
|         | d. Prior Period Items                            |            |                    | 0.00     | 0.00     | 18.67    | 18.69    | (6.23)       | 0.00                        | 0.86                      |
|         | e. Operating Profit / Loss (a - b +/- c + / - d) |            | Actual             | 3656.49  | 3774.48  | 2800.47  | 2438.38  | 2296.44      | 1020 (Q2)                   | 2310.20                   |
|         |                                                  |            | MOU                | 3362.61  | 3427.89  | 2999.51  | 3187.40  | 3227.88      | 2118.00                     | 2118.00                   |
| 3       | a. PAT                                           | Rs. Crores |                    | 3446.92  | 3589.34  | 2981.30  | 2510.20  | 2330.11      | 1075 (Q2)                   | 2081.74                   |
|         | b. Net Worth at Year End                         |            |                    | 17721.34 | 19211.48 | 20708.18 | 21498    | 22302        | 27748 <sup>(iii)</sup> (Q2) | 23000.00                  |
|         | c. Average Net Worth                             |            |                    | 16661.61 | 18466.41 | 19959.83 | 21103    | 21900        | 25025 (Q2)                  | 22658.09                  |
|         | d. PAT / Net Worth                               | %          | Actual             | 20.69    | 19.44    | 14.94    | 11.89    | 10.63        | 4.29 (Q2)                   | 9.19                      |
|         |                                                  |            | MOU                | 16.56    | 16.95    | 13.93    | 12.27    | 11.11        | 9.50                        | 9.50                      |
|         | e. Paid Up Share Capital                         | Rs. Crores |                    | 240.45   | 601.14   | 601.14   | 601.14   | 601.14       | 601.14 (Q2)                 | 802                       |
|         | f. GoI Share                                     | %          |                    | 78.4     | 68.4     | 67.6     | 67.6     | 67.6         | 67.6                        | 66.9                      |
|         | g. Reserve and Surplus                           | Rs. Crores |                    | 17480.89 | 18610.34 | 20107.04 | 20913.17 | 21715.04     | 27146 (Q2)                  | 22198                     |
| 4       | Total Expenses                                   | Rs. Crores |                    | 6206.74  | 6173.09  | 6830.90  | 7291.16  | 7462.20      | 5625.05                     | 6740.83                   |
| 5       | Total Incomes                                    |            |                    | 11308.60 | 11456.32 | 11241.34 | 11019.86 | 11140.77     | 7882.09                     | 9988.67                   |
| 6       | Total Expenses / Total Incomes                   | %          |                    | 54.89    | 53.88    | 60.77    | 66.16    | 66.98        | 71.36                       | 67.48                     |
| 7       | Details of Other Incomes:-                       |            |                    |          |          |          |          |              |                             |                           |
|         | a. Interest                                      | Rs. Crores |                    | 1291.36  | 1400.93  | 1171.58  | 1035.67  | 988.19       | 412(Q2)                     | 615                       |
|         | b. Dividend                                      |            |                    | 68.91    | 69.51    | 127.44   | 200.84   | 334.92       | 195.33(Q2)                  | 291.30                    |

| SL. No. | Financial Performance Criteria                                                        | UNIT       | Target -vs- Actual | 2011-12  | 2012-13  | 2013-14  | 2014-15  | 2015-16  | 2016-17 (Actuals Q3) | 2016-17 (R.E) (Un-adj) |
|---------|---------------------------------------------------------------------------------------|------------|--------------------|----------|----------|----------|----------|----------|----------------------|------------------------|
|         | c. Other Incomes                                                                      |            |                    | 85.10    | 38.31    | 329.62   | 35.12    | 52.79    | 21.52 (Q2)           | 32.10                  |
|         | d. Total                                                                              |            |                    | 1445.37  | 1508.75  | 1628.64  | 1271.63  | 1375.90  | 629.20 (Q2)          | 938.51                 |
| 8       | a. Cash and Bank Balance and equivalent                                               | Rs. Crores |                    | 10935.48 | 12132.93 | 11543.68 | 8707.30  | 9412.72  | 7377 (Q2)            | 3777.86                |
|         | b. Investments in mutual funds                                                        |            |                    | 1592.00  | 0.00     | 200.00   | 210.00   | 180.99   | 800.21               | 490.60                 |
|         | c. Investments in shares other than Subsidiary / JVs                                  |            |                    | 600.83   | 627.90   | 3306.15  | 3319.76  | 3319.76  | 8555.94              | 5937.85                |
|         | d. Total (a+b+c)                                                                      |            |                    | 13128.31 | 12760.83 | 15049.83 | 12237.06 | 12913.47 | 16245.80             | 10206.31               |
|         | e. Cash credit                                                                        |            |                    | 0        | 0        | 0        | 0        | 0        | 0                    | 0                      |
|         | Overdraft Loan / Short Term Loan                                                      |            |                    | 10.13    | 1057.81  | 8267.44  | 0.00     | 0.00     | 0.00                 | 0.00                   |
|         | f. Balance in Current account                                                         |            |                    | 76.70    | 337.58   | 124.45   | 60.49    | 124.23   | 120 (Q2)             | 62                     |
| 9       | Dividend paid/declared for the year, excluding Dividend Tax ( <i>Declared Basis</i> ) | Rs. Crores |                    | 1142.15  | 1803.41  | 1292.45  | 1202.28  | 961.82   | 0                    | 707.79                 |
| 10.     | Long Term Borrowings                                                                  | Rs. Crores |                    | 0        | 0        | 1515     | 8341     | 9199     | 9198 (Q2)            | 9213                   |
| 11      | No. of Employees :                                                                    |            |                    |          |          |          |          |          |                      |                        |
|         | Permanent Employees                                                                   | Nos.       |                    | -        | -        | 7722     | 7403     | 7297     | -                    | -                      |
|         | Temporary Employees                                                                   |            |                    | -        | -        | 91       | 439      | 235      | -                    | -                      |
|         | Contractual Employees                                                                 |            |                    | -        | -        | 38       | 72       | 135      | -                    | -                      |

Note : i. 2016-17 actual Q3 column, wherever Q2 data as per IMC Minutes dated 20.06.2017 taken has been specified in the bracket as Q2.  
ii. Net Worth includes Other Comprehensive Income (OCI) on account of fair valuation of investment in IOCL shares.

**Annexure - III (Part - B)**

**Trend Analysis**

| SL. No. | Financial Performance Criteria                                                                              | Unit       | Target -vs- Actual | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17                 |                   |
|---------|-------------------------------------------------------------------------------------------------------------|------------|--------------------|---------|---------|---------|---------|---------|-------------------------|-------------------|
|         |                                                                                                             |            |                    |         |         |         |         |         | Actual upto Q3, 2016-17 | Estimated 2016-17 |
| 1       | Installed Capacity in respect of each product :                                                             |            |                    |         |         |         |         |         |                         |                   |
| 2       | Capacity Utilisation in respect of each product                                                             |            |                    |         |         |         |         |         |                         |                   |
| a)      | Crude Oil                                                                                                   | MMT        | Actual             | 3.847   | 3.661   | 3.502   | 3.440   | 3.247   | 2.445                   | 3.22              |
|         |                                                                                                             |            | MOU                | 3.760   | 3.950   | *       | 3.630   | 3.630   | 3.500                   | 3.500             |
|         | * In the year 2013-14, the target for production was taken as Oil + Oil equivalent of Gas (O+ OeG) in MMToE |            |                    |         |         |         |         |         |                         |                   |
| b)      | Natural gas                                                                                                 | MMSCM      | Actual             | 2633.29 | 2639.21 | 2625.81 | 2722.21 | 2837.94 | 2211.56                 | 2900              |
|         |                                                                                                             |            | MOU                | 2633    | 2739    | *       | 2838    | 3010    | 2950                    | 2950              |
| c)      | LPG                                                                                                         | 000 T      | Actual             | 52.02   | 46.01   | 46.64   | 43.57   | 41.03   | 25.896                  | 35.00             |
|         |                                                                                                             |            | MOU                | 44.95   | 45.00   | 46.00   | 44.70   | 44.00   |                         |                   |
| 3       | Contribution of each product in sales                                                                       |            |                    |         |         |         |         |         |                         |                   |
|         | Crude Oil                                                                                                   | %          | Actual             | 80.41%  | 78.54%  | 75.74%  | 71.80%  | 69.58%  | 75.08%                  | 75.51%            |
|         | Natural gas                                                                                                 |            |                    | 13.73%  | 15.50%  | 17.80%  | 21.42%  | 23.60%  | 18.23%                  | 18.47%            |
|         | LPG                                                                                                         |            |                    | 0.16%   | 1.22%   | 1.11%   | 1.31%   | 1.32%   | 1.01%                   | 1.02%             |
|         | Condensate                                                                                                  |            |                    | 0.79%   | 1.22%   | 1.10%   | 0.82%   | 0.55%   | 0.17%                   | 0.01%             |
|         | Transportation                                                                                              |            |                    | 4.67%   | 3.21%   |         | 3.78%   | 3.72%   | 4.00%                   | 4.00%             |
|         | Other operational income                                                                                    |            |                    | 0.24%   | 0.31%   | 4.25%   | 0.86%   | 1.22%   | 1.51%                   | 0.99%             |
|         | Crude Oil                                                                                                   | Rs. Crores | Actual             | 7931.09 | 7812.59 | 7280.71 | 6999.37 | 6794.74 | 5254.54                 | 6833.80           |
|         | Natural gas                                                                                                 | Rs. Crores | Actual             | 1353.92 | 1542.21 | 1710.71 | 2088.10 | 2304.46 | 1276.01                 | 1671.49           |
|         | LPG                                                                                                         | Rs. Crores | Actual             | 16.21   | 121.20  | 106.60  | 128.04  | 129.00  | 70.38                   | 92.42             |
|         | Condensate                                                                                                  | Rs. Crores | Actual             | 78.38   | 121.15  | 106.11  | 80.02   | 54.15   | 12.10                   | 0.56              |
|         | Transportation                                                                                              | Rs. Crores | Actual             | 460.38  | 319.63  |         | 368.53  | 362.99  | 279.72                  | 361.92            |
|         | Other operational income                                                                                    | Rs. Crores | Actual             | 23.25   | 30.79   | 408.57  | 84.17   | 119.53  | 105.75                  | 89.95             |
|         | Total                                                                                                       | Rs. Crores | Actual             | 9863.23 | 9947.57 | 9612.70 | 9748.23 | 9764.87 | 6998.50                 | 9050.16           |

| SL. No. | Financial Performance Criteria                                            | Unit       | Target -vs- Actual | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17                 |                   |
|---------|---------------------------------------------------------------------------|------------|--------------------|---------|---------|---------|---------|---------|-------------------------|-------------------|
|         |                                                                           |            |                    |         |         |         |         |         | Actual upto Q3, 2016-17 | Estimated 2016-17 |
| 4       | New Order received during the year                                        | Rs. Crores | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                           | Rs. Crores | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 5       | Exports as a percentage of Revenue from operations                        | %          | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                           |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 6       | Development or Revenue from new products or product with new features     |            | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                           |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 7       | Completion of milestone of clients orders/agreements without time overrun | %          | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                           |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 8       | R&D, Innovation, Technology up-gradation parameter                        |            | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                           |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 9       | Market share                                                              | %          | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                           |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 10      | a). CAPEX                                                                 | Rs. Cr.    | Actual             | 2049.67 | 2890.40 | 2938.13 | 3773.43 | 3622.65 | 1885 (Q2)               | 3797.00           |
|         |                                                                           |            | *Actual Re-casted  | 1542.10 | 2011.90 | 2030.27 | 2427.24 | 2675.44 | 1594 (Q2)               | 3210.94           |
|         |                                                                           |            | MOU                | --      | 3209    | 3402    | 3450    | 3722    | 3800                    |                   |
| 11      | b). 2D Seismic under National Seismic Programme (NSP)                     | GLKM       | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                           |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 12      | c). 3D Seismic                                                            | SQKM       | Actual             | 267.70  | 108.31  | 171.73  | 1.13    | 100.06  | 7.98                    | 75                |
|         |                                                                           |            | MOU                | --      | --      | --      | --      | --      | --                      | --                |
| 13      | d. Drilling - No. of Exploratory Wells Drilled (In-country)               | Nos.       | Actual             | 16      | 19      | 9       | 13      | 16      | 16                      | --                |
|         |                                                                           |            | MOU                | --      | --      | --      | --      | --      | --                      | --                |

| SL. No. | Financial Performance Criteria                                                                                 | Unit       | Target -vs- Actual | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16  | 2016-17                 |                   |
|---------|----------------------------------------------------------------------------------------------------------------|------------|--------------------|---------|---------|---------|---------|----------|-------------------------|-------------------|
|         |                                                                                                                |            |                    |         |         |         |         |          | Actual upto Q3, 2016-17 | Estimated 2016-17 |
| 14      | CAPEX contracts/projects running /completed without time/cost overrun to total value of CAPEX                  | %          | Actual             | --      | --      | --      | --      | --       | 70                      | 70                |
|         |                                                                                                                |            | MOU                | --      | --      | --      | --      | --       | --                      | 90                |
| 15      | Inventory of finished goods and work in progress                                                               | Rs. Crores | Actual             | 60.04   | 87.41   | 79.54   | 98.65   | 72.82    | 99.94                   | 108.00            |
|         |                                                                                                                |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    | N.A.              |
| 16      | Inventory of finished goods and work in progress to RO (Net)                                                   | %          | Actual             | 0.61%   | 0.88%   | 0.83%   | 1.01%   | 0.75%    | 1.43%                   | 1.19%             |
|         |                                                                                                                |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    | N.A.              |
| 17      | Inventory of finished goods of more than one year.                                                             | Rs. Crores | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    | N.A.              |
|         |                                                                                                                |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    | N.A.              |
| 18      | Inventory of finished goods of more than one year as a percentage of RO                                        | %          | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    | N.A.              |
|         |                                                                                                                |            | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    | N.A.              |
| 19      | Trade Receivables (Net)                                                                                        | Rs. Crores | Actual             | 1051.81 | 902.67  | 465.67  | 2377    | 1325.20  | 1254.12(Q2)             | 1136.28           |
|         |                                                                                                                |            | MOU                | 927.00  | 811.01  | 711.22  | 1300.00 | 1224.94  | 1140.24                 | 1140.24           |
| 20      | Claims against the Company not acknowledged raised by:- (#)                                                    |            |                    |         |         |         |         |          |                         |                   |
|         | Central Government Departments                                                                                 | Rs. Crores | Actual             | 26.36   | 43.83   | 114.90  | 165.58  | 373.38   | 373.38 (Q2)             | 373.38            |
|         | State Departments/Local Authorities                                                                            |            | Actual             | 42.32   | 46.92   | 50.50   | 8625.26 | 11885.07 | 11885 (Q2)              | 11885             |
|         | CPSEs                                                                                                          |            | Actual             | 0.00    | 0.00    | 0.00    | 0.00    | 0.00     | 0.00                    | 0.00              |
|         | Others                                                                                                         |            | Actual             | 160.33  | 141.08  | 136.99  | 31.09   | 35.58    | 35.58 (Q2)              | 35.58             |
|         | Total                                                                                                          |            | Actual             | 229.01  | 231.83  | 302.39  | 8821.93 | 12294.03 | 12294 (Q2)              | 12294             |
|         | # The figures for the years 2011-12 to 2013-14 are as per re-grouped figures in the books of succeeding years. |            |                    |         |         |         |         |          |                         |                   |
| 21      | Loans disbursed / Total Funds Available                                                                        | Actual     | N.A.               | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    |                   |
|         |                                                                                                                | MOU        | N.A.               | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    |                   |
| 22      | Overdue loans / Total loans (Net)                                                                              |            | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.     | N.A.                    | N.A.              |

| SL. No. | Financial Performance Criteria                                                       | Unit  | Target -vs- Actual | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17                 |                   |
|---------|--------------------------------------------------------------------------------------|-------|--------------------|---------|---------|---------|---------|---------|-------------------------|-------------------|
|         |                                                                                      |       |                    |         |         |         |         |         | Actual upto Q3, 2016-17 | Estimated 2016-17 |
|         |                                                                                      |       | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 23      | NPA / Total loans (Net)                                                              |       | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                                      |       | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 24      | Cost of raising loans as compared to similarly rated CPSEs / entities                |       | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                                      |       | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 25      | Any other result-oriented parameters taken for target setting                        |       | Actual             | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
|         |                                                                                      |       | MOU                | N.A.    | N.A.    | N.A.    | N.A.    | N.A.    | N.A.                    | N.A.              |
| 26      | Any other sector specific result- oriented measurable parameters (upto 5 parameters) |       |                    |         |         |         |         |         |                         |                   |
|         | a. Crude Oil Production from Overseas Assets                                         | MMT   | Actual             | --      | 0.00731 | 0.04735 | 0.1086  | 0.10833 |                         | 0.12              |
|         |                                                                                      |       | MOU                |         |         |         |         |         |                         |                   |
|         | b. Accretion to Recoverable Reserve (2P)                                             | MMToe | Actual             | 8.41    | 8.89    | 7.32    | 8.01    | 7.21    | --                      | Est. Annually     |
|         |                                                                                      |       | MOU                | 8.40    | 8.50    | 8.50    | 7.70    | --      | --                      | 7.37              |
|         | c. HSE Audit                                                                         | Nos.  | Actual             | 69      | 88      | 94      | 104     | 153     | 135                     | 150               |
|         |                                                                                      |       | MOU                | --      | --      | --      | 120     | 75      | --                      | --                |
|         | d. Loss Time Injury Frequency                                                        | Ratio | Actual             | 0.80    | 0.59    | 0.47    | 0.35    | 0.35    | 0.35                    | 0.38              |
|         |                                                                                      |       | MOU                | <2.0    | <2.0    | <2.0    | 0.58    | 0.50    | -                       | -                 |

Note : i. 2016-17 actual Q3 column, wherever Q2 data as per IMC Minutes dated 20.06.2017 taken has been specified in the bracket as Q2.

## **Major Assumptions / Explanatory Notes**

**1.** The proposed financial targets are based on following assumptions:

- Crude Oil Price: USD 55 / barrel
- Natural Gas Price: USD 2.5 per mmbtu (on GCV)
- USD to Rs. Exchange Rate: 1 USD = Rs. 68.00

**2.** Necessary adjustments for mandatory financial performance criteria shall be made at the time of self-evaluation based on changes in price/ exchange rates.

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**Details of Subsidiaries and Joint Ventures**

**Subsidiaries :**

1. Oil India Sweden AB
2. Oil India Cyprus Limited
3. Oil India (USA) Inc.
4. Oil India International Limited
5. Oil India International B.V.

**Joint Ventures**

1. Suntera Nigeria 205 Limited
2. Beas Rovuma Energy Mozambique Limited

**Annexure - C****Revenue Working based on Very Good Parameters for FY 2017-18 (Considered in MoU Prices for Crude Oil & Natural Gas)**

| Income                                        | UoM   | Prod. Qty. | Allowable Deduction | Sales Qty. | Average Calorific Value | Price     |                   |         |               | FY 2017-18 (VG) (Rs. in Cr.) |
|-----------------------------------------------|-------|------------|---------------------|------------|-------------------------|-----------|-------------------|---------|---------------|------------------------------|
|                                               |       |            |                     |            |                         | Base Rate | Conversion Factor | Ex Rate | INR (MT/MSCM) |                              |
| Product Sales:-                               |       |            |                     |            |                         |           |                   |         |               |                              |
| Crude Oil - Assam & AP                        | MMT   | 3.641      | 0.0364              | 3.605      |                         | 55.00     | 7.1083            | 68.00   | 26,585.02     | 9,582.81                     |
| Crude Oil - Kharsang                          | MMT   | 0.020      | -                   | 0.020      |                         | 55.00     | 7.1083            | 68.00   | 26,585.02     | 53.17                        |
| Natural Gas - Assam & AP (including Gas Pool) | MMSCM | 2,733      | 500.0               | 2,233      | 9,000                   | 2.50      | 39.6825           | 68.00   | 6,746.03      | 1,355.75                     |
| Natural Gas - Rajasthan                       | MMSCM | 200        | 5.0                 | 195        | 4344                    | 2.50      | 39.6825           | 68.00   | 6,746.03      | 57.14                        |
| Other Operational Income                      |       |            |                     |            |                         |           |                   |         |               | 700.57                       |
| Revenue from Operation                        |       |            |                     |            |                         |           |                   |         |               | 11,749.44                    |

**Details of CAPEX Projects for Monitoring**

| Sl. No. | Name of Project                                                                     | Approved Cost / Estimated cost (Rs. Cr.) | Expenditure Planned During 2017-18 (Rs. Cr.) | Details of Milestone in (2017-18)                                                                                                                                                                                                                                                                                                                                                     | Date of Milestones |
|---------|-------------------------------------------------------------------------------------|------------------------------------------|----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|
| 1       | Secondary Tank Farm with Dehydration Facility, Madhuban                             | 438.84                                   | 300.00                                       | 1. Project Management & Test Run: 100%<br>2. Procurement : 100%<br>3. Construction: 100%<br>4. Performance Guarantee & Test Run: 42.5%                                                                                                                                                                                                                                                | By<br>31.03.2018   |
| 2       | Construction of 5000 KLPD ETP at Tengakhat                                          | 140.00                                   | 70.00                                        | 1. Basic Engineering, FEED: 100%<br>2. Award of EPMC Contract: 100%<br>3. Construction of Site Office, Site Survey & measurement: 100%<br>4. Detailed Engineering: 100%<br>5. Ordering and Procurement: 60%<br>6. Construction and Commissioning: 8%                                                                                                                                  | By<br>31.03.2018   |
| 3       | Gas Compressor Station(GCS) at Makum                                                | 120.00                                   | 25.00                                        | 1. Engineering: 51%<br>2. Procurement: 6%<br>3. Construction: 20%                                                                                                                                                                                                                                                                                                                     | By<br>31.03.2018   |
| 4       | 400mm X 17km Gas Pipe Line from Loc. HNE, Makum - CGGS, Madhuban Pipeline           | 12.00                                    | 8.00                                         | 1. Material Procurement: 100%<br>2. Award of Works Contract: 100%<br>3. Construction of the pipeline: 18%                                                                                                                                                                                                                                                                             | By<br>31.03.2018   |
| 5       | 400mm NB gas pipeline from OCS-3 to CGGS Madhuban (W/50). (20 Gas Pipeline Project) | 10.94                                    | 10.94                                        | Complete Installation & Commissioning                                                                                                                                                                                                                                                                                                                                                 | By<br>31.03.2018   |
| 6       | Upgradation of Naharkatiya Barauni Trunk Pipeline, Phase-II                         | 571.66                                   | 60.00                                        | <b>Project Part A:</b><br>1. Basic & Detailed Engineering for Part A: 95%<br>2. Ordering: 100%<br>3. Tendering: 100%<br>4. Manufacturing & Delivery: 36%<br>5. C&S works: 33%<br>6. Composite Works: 20%<br><b>Project Part B:</b><br>1. Basic & Detailed Engineering for Part A: 65%<br>2. Ordering: 90%<br>3. Tendering: 80%<br>4. Manufacturing & Delivery: 5%<br>5. C&S works: 5% | By<br>31.03.2018   |
| 7       | Rehabilitation of Naharkatiya Barauni Trunk Pipeline                                | 406.00                                   | 70.00                                        | 1. Basic Engineering: 100%<br>2. Detailed Engineering: 75%<br>3. Tendering: 90%<br>4. Ordering: 90%<br>5. Manufacturing & Delivery: 12%<br>6. Construction: 8%                                                                                                                                                                                                                        | By<br>31.03.2018   |

| Sl. No.      | Name of Project                                                                                                                        | Approved Cost / Estimated cost (Rs. Cr.) | Expenditure Planned During 2017-18 (Rs. Cr.) | Details of Milestone in (2017-18)                                                                                                                                                                                                                                                                                                                              | Date of Milestones |
|--------------|----------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|
| 8            | Drilling of 21 Nos. of Exploratory Wells *                                                                                             | 996.38                                   | 996.38                                       | Completion of drilling of 21 Nos. of exploratory wells.                                                                                                                                                                                                                                                                                                        | By 31.03.2018      |
| 9            | 3 D seismic survey of 257 SQKM *                                                                                                       | 49.52                                    | 49.52                                        | Completion of data acquisition of 257 SQM of 3D Seismic Data                                                                                                                                                                                                                                                                                                   | By 31.03.2018      |
| 10           | 500 kWp Solar Power Project                                                                                                            | 4.50                                     | 4.50                                         | Complete Installation & Commissioning                                                                                                                                                                                                                                                                                                                          | By 31.03.2018      |
| 11           | Institute of Driving and Traffic Research (IDTR)                                                                                       | 25.00                                    | 1.00                                         | 1. Signing of MoU : 100%<br>2. Formation of the Society : 100%<br>3. Registration of the society : 100%<br>4. Finalization of land: 100%<br>5. Topographical survey work : 100%<br>6. Selection of Architect : 100%<br>7. Soil Testing : 100%<br>8. Planning and Designing of the institute including approval: 100%<br>9 Boundary wall and earth filling: 10% | By 31.03.2018      |
| 12           | Development of Surface Facilities for evacuation of Oil and Gas from Loc#TAJ Rangmala, Loc#TAI East Khagorijan and Loc#CH Nadua Fields | 300.66                                   | 5.00                                         | 1. Project formulation, appraisal and approval: 100%<br>2. Tender preparation and floating of NIT: 100%<br>3. Award of LSTK contract: 100%                                                                                                                                                                                                                     | By 31.03.2018      |
| <b>Total</b> |                                                                                                                                        | <b>3,075.50</b>                          | <b>1,600.34</b>                              |                                                                                                                                                                                                                                                                                                                                                                |                    |

**Note:** As per discussion in PNC meeting, OIL was advised to include:

1. Exploratory Drilling and
2. 3D Seismic Survey under CAPEX Projects for Monitoring.

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