Signed Copy

MEMORANDUM OF UNDERSTANDING

BETWEEN

OIL INDIA LIMITED

AND

सत्यमेव जयते

MINISTRY OF PETROLEUM & NATURAL GAS

GOVERNMENT OF INDIA

2019-20

List of Contents

Annexure-I

Brief about Oil India Limited

1	Name of the CPSE		**OIL INDIA LIMITED**
2	Status (Please Tick): As per DPE guidelines		Sick / Incipient Sick / weak/ **None**√
3	Reasons of Sickness, if applicable		N/A
4	Whether registered with BIFR. If yes, details		No
5	Schedule of the CPSE (Please Tick):		**A** √ / 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)
2013-14	Oil India Sweden AB: Subsidiary	256.11	(21.14)
2013-14	Oil India Cyprus Limited : Subsidiary	0.07	(0.04)
2013-14	Oil India (USA) Inc. : Subsidiary	122.41	(14.72)
2013-14	Oil India International Limited : Subsidiary	100.00	(2.26)
	Sub Total	**478.59**	**(38.16)**
2014-15	Oil India Sweden AB : Subsidiary	287.30	80.54
2014-15	Oil India Cyprus Limited : Subsidiary	0.17	(0.04)
2014-15	Oil India (USA) Inc. : Subsidiary	122.41	(35.42)
2014-15	Oil India International Limited: Subsidiary	100.00	5.58
2014-15	Oil India International B.V. : Subsidiary	390.63	(10.36)
	Sub Total	**900.51**	**40.30**
2015-16	Oil India Sweden AB : Subsidiary	293.57	(0.47)
2015-16	Oil India Cyprus Limited : Subsidiary	0.23	(0.12)
2015-16	Oil India (USA) Inc. : Subsidiary	122.41	(183.90)
2015-16	Oil India International Limited : Subsidiary	100.00	6.18
2015-16	Oil India International B.V. : Subsidiary	565.83	(74.29)
	Sub Total	**1,082.04**	**(252.60)**
2016-17	Oil India Sweden AB : Subsidiary	294.08	(0.54)
2016-17	Oil India Cyprus Limited : Subsidiary	0.29	(0.16)
2016-17	Oil India (USA) Inc. : Subsidiary	712.45	(79.30)
2016-17	Oil India International Limited : Subsidiary	100.00	2.71
2016-17	Oil India International B.V. : Subsidiary	615.65	(11.24)
2016-17	Oil India International PTE Ltd. : Subsidiary	1409.17	65.74
	Sub Total	**3,131.64**	**(22.79)**
2017-18	Oil India Sweden AB : Subsidiary	294.76	(0.63)
2017-18	Oil India Cyprus Limited : Subsidiary	0.50	(0.20)
2017-18	Oil India (USA) Inc. : Subsidiary	684.24	(41.19)
2017-18	Oil India International Limited : Subsidiary	100.00	4.45
2017-18	Oil India International B.V. : Subsidiary	636.48	(3.24)
2017-18	Oil India International PTE Ltd. : Subsidiary	3,488.68	198.37
	Sub Total	**5,204.66**	**157.56**

	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 (Rs. Crore)	Share in its profit (Rs. Crore)
	2013-14	Suntera Nigeria 205 Limited : Jointly Controlled Entity	94.48	-
	2013-14	Beas Rovuma Energy Mozambique Ltd : Jointly Controlled Entity	6,412.85	(1.16)
	2013-14	DNP Limited	148.96	14.17
	Sub Total		**6,656.29**	**13.01**
	2014-15	Suntera Nigeria 205 Limited : Jointly Controlled Entity	-	-
	2014-15	Beas Rovuma Energy Mozambique Ltd : Jointly Controlled Entity	6,675.84	(34.75)
8	2014-15	DNP Limited	127.26	11.98
	Sub Total		**6,803.10**	**(22.77)**
	2015-16	Suntera Nigeria 205 Limited : Jointly Controlled Entity	120.44	(111.19)
	2015-16	Beas Rovuma Energy Mozambique Ltd : Jointly Controlled Entity	6,613.04	(7.63)
	2015-16	DNP Limited	38.46	8.78
	Sub Total		**6,771.94**	**(110.04)**
	2016-17	Suntera Nigeria 205 Limited : Jointly Controlled Entity	131.85	0.30
	2016-17	Beas Rovuma Energy Mozambique Ltd : Jointly Controlled Entity	6,664.60	(3.58)
	2016-17	DNP Limited	38.46	2.25
	Sub Total		**6,834.91**	**(1.03)**
	2017-18	Suntera Nigeria 205 Limited : Jointly Controlled Entity	121.58	0.90
	2017-18	Beas Rovuma Energy Mozambique Ltd : Jointly Controlled Entity	6,737.63	(1.85)
	2017-18	DNP Limited	38.46	5.51
	Sub Total		**6,897.67**	**4.56**
9	Details of revival plan approved earlier		N.A	

*Note 2: Amount invested represents Investment in Equity and Advance against Equity.

Oil India Limited

Compulsory Parameters

Sl. No.	Financial Performance Criteria	Unit	Marks	2018-19 (Estimate)	Best in 5 years	Excellent	Very Good	Good	Fair	Poor	%
						100%	80%	60%	40%	20%	Improv-ement
A.	**Financial Parameters :**										
i	**Turnover :**										
	Revenue from Operations (Net)	Rs. Crore	4	13735	10656	15,261	14,600	14,000	13,300	12,600	-
ii	**Operating Profit / Loss :**										
	Operating Profit (excluding other income, Extraordinary and Exceptional Items) as a percentage of Revenue from Operations (Net)	%	8	25.54	29.13	25.60	24.75	24.00	23.00	22.00	--
iii	**Return on Investment :**										
	PAT / Average Net Worth	%	8	11.21	14.94	13.50	12.50	11.50	10.50	9.50	--
	Sub-Total		**20**								

Annexure-II (Part – B)

Optional Parameters

Sl. No.	Performance Criteria	Unit	Marks	2018-19 (Estimate)	Best in 5 Yrs.	Excellent	Very Good	Good	Fair	Poor	%
						100%	**80%**	**60%**	**40%**	**20%**	**Improv-ement**
B.	**Production Parameters :**										
i)	Crude Oil production (including JV Share of Production)	MMT	40	3.31	3.50	3.60	3.46	3.15	3.00	2.70	4.53
ii)	Natural Gas Production (including JV Share of Production)	MMSCM	10	2870	2937	3600	3460	3150	3000	2750	20.56
		Sub- Total	**50**								
C.	**R&D, Innovation & Technology Upgradation Parameters:**										
i.	Reserve Replacement Ratio (2P)	Ratio	7	1.10	1.40	1.40	1.15	1.10	1.00	0.90	4.55
ii	Enhancing production of Heavy Oil from OILs Baghewala Field in Rajasthan by deploying CSS Technology over its production during 2018-19	%	5	-	-	40	30	25	20	15	-
		Sub- Total	**12**								
D.	**CAPEX**	Rs. Crore	7	2950	3807	4105	2839	2682	2524	2208	--

Sl. No.	Performance Criteria	Unit	Marks	2018-19 (Estimate)	Best in 5 Yrs.	Excellent	Very Good	Good	Fair	Poor	%
						100%	**80%**	**60%**	**40%**	**20%**	**Improv-ement**
E.	Capex Contracts/ Projects running/ completed during the year without time / cost overrun to total value of Capex Contracts running/ completed during the year (%)	%	3	85%	85%	100	95	90	85	80	--
F.	**Reduction in Claims against the Company not Acknowledge as Debt**										
	Overall (State & Central Govt + CPSE + Others)	%	3	-	-	15	12	10	8	6	-
G.	**HR Parameters**										
	Achievement of HR parameter of continuous nature as per list given (7 No. of Parameters In **Annexure** - E)	Nos.	5	-	-	7	6	5	4	3	-
	Sub-total		**30**								
	TOTAL		**100**								

Utpal Bora 29/7/19

(Utpal Bora)
Chairman & Managing Director
Oil India Limited

M 29/7/19

(Dr. M M Kutty)
Secretary to the Government of India
Ministry of Petroleum & Natural Gas

Dated: 29th July, 2019
Place: New Delhi

Trend Analysis

SL. No.	Performance Criteria	Unit	Target -vs- Actual	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19 (Actual Q2)	2018-19 (R.E) (Un-adj)
1	Revenue from Operations (Gross)	Rs. Crores	Actual	9,612.70	9,748.23	9,764.87	9,510.39	10,656.47	7,134.04	13,869.60
	Revenue from Operations (Net of Excise Duty)		Actual	9,612.70	9,748.23	9,764.87	9,510.39	10,656.47	7,134.04	13,869.60
			MOU	10,157.25	11,201.65	11,143.49	9,823.00	11,749.00	11,456.00	11,456.00
2	a. Profit Before Tax	Rs. Crores		4,410.44	3,728.70	3,463.44	2,146.32	3,709.80	2356.70	4,779.81
	b. Other Incomes			1,628.64	1,271.63	1,375.90	1,680.68	1,484.17	414.60	1,268.54
	c. Extra Ordinary Items & Exceptional Items			0.00	0.00	215.13	1,151.73	0.00	0.00	0.00
	d. Prior Period Items			18.67	(18.69)	(6.23)	0.00	0.00	0.00	0.00
	e. Operating Profit / Loss (a - b +/- c + / - d)		Actual	2,800.47	2438.38	2296.44	1,617.37	2,225.63	1942.10	3511.27
			MOU	2,999.51	3187.40	3227.88	2,118.12	3113.47	3036.00	3036.00
3	a. PAT	Rs. Crores		2,981.30	2510.20	2330.11	1,548.68	2,667.93	1565.23	3109.56
	b. Net Worth at Year End			20,708.18	21498.00	22302.00	23,201.75	23598.54	23564.63	25078.27
	c. Average Net Worth			19,959.83	21103.09	21900.00	22,751.88	22,753.89	23581.59	24338.41
	d. PAT / Net Worth	%	Actual	14.94	11.89	10.63	6.81	11.73	6.64	12.78
			MOU	13.93	12.27	11.11	9.50	10.50	10.50	10.50
	e. Paid Up Share Capital	Rs. Crores		601.14	601.14	601.14	801.51	756.60	1134.90	1134.90
	f. GoI Share	%		67.64	67.64	67.64	66.60	66.13	66.13	66.13
	g. Reserve and Surplus	Rs. Crores		20,107.04	20,913.17	21,715.04	22,400.24	21,988.71	22,429.73	23,943.37
4	Total Expenses	Rs. Crores		6,830.90	7,291.16	7,462.20	7,893.02	8,430.84	5,191.94	10,358.32
5	Total Incomes			11,241.34	11,019.86	11,140.77	11,191.07	12,140.64	7,548.64	15,138.14
6	Total Expenses / Total Incomes	%		60.77	66.16	66.98	70.53	69.44	68.78	68.43
7	Details of Other Incomes:-									
	a. Interest	Rs. Crores		1,171.58	1,035.67	988.19	728.44	413.33	192.66	385.32
	b. Dividend			127.44	200.84	334.92	844.49	996.55	173.66	747.41
	c. Other Incomes			329.62	35.12	52.79	107.75	74.29	44.28	135.81
	Total			**1,628.64**	**1,271.63**	**1,375.90**	**1,680.68**	**1,484.17**	**414.60**	**1,268.54**

SL. No.	Performance Criteria	Unit	Target -vs- Actual	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19 (Actual Q2)	2018-19 (R.E) (Un-adj)
8	a. Cash and Bank Balance and equivalent	Rs. Crores		11,543.68	8,707.30	9,412.72	6,542.32	3,092.57	4,449.15	2,665.75
	b. Investments in mutual funds			200.00	210.00	180.99	960.15	435.45	630.30	532.88
	c. Investments in shares other than Subsidiary / JVs			3306.15	3319.76	3319.76	3,296.17	3,296.17	3,334.63	3,315.40
	d. Total (a+b+c)			15,049.83	12,237.06	12,913.47	10,798.64	6,824.19	8,414.08	6,514.03
	e. Cash credit			0	0	0	0	0	0	0
	Overdraft Loan / Short Term Loan			8,267.44	0	0	0	1,638.69	5,482.43	0
	f. Balance in Current account			124.45	60.49	124.23	90.03	93.92	33.46	20.05
9	Dividend paid/declared for the year, excluding Dividend Tax *(Declared Basis)*	Rs. Crores		1292.45	1202.28	961.82	1,120.83	1,172.73	0	1,137.27
10.	Long Term Borrowings	Rs. Crores		1,515	8,341	9,199	8,947.53	7,365.56	4,547.16	4,302.49
11	No. of Employees :									
	Permanent Employees	Nos.		7,722	7,403	7,297	7,228	6,955	6,883	--
	Temporary Employees			91	439	235	88	101	182	--
	Contractual Employees			38	72	135	112	69	71	--

Annexure - III (Part - B)

Trend Analysis

SL. No.	Performance Criteria	Unit	Target -vs- Actual	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	
									Actual upto Q2, 2018-19	(R.E.)
1	Installed Capacity in respect of each product :									
2	Capacity Utilisation in respect of each product									
a)	Crude Oil Production	MMT	Actual	3.502	3.440	3.247	3.277	3.393	3.307*	3.3789
			MOU	*	3.630	3.630	3.500	3.661	3.661	--
b)	Natural Gas Production	MMSCM	Actual	2,625.81	2,722.21	2,837.94	2,936.556	2,905	2865	2,900
			MOU	*	2,838	3,010	2,950	2,933	3,020	--
c)	LPG Production	'000T	Actual	46.64	43.57	41.03	34.58	34.11	33.73	--
			MOU	--	--	--	--	--		
	* In the year 2013-14, the target for production was taken as Oil + Oil equivalent of Gas (O+OeG) in MMToE									
3	Contribution of each product in sales									
	Crude Oil	%	Actual	75.74%	71.80%	69.58%	76.27%	79.45%	81.25%	78.41%
	Natural gas			17.80%	21.42%	23.60%	17.26%	14.37%	13.24%	16.31%
	LPG			1.11%	1.31%	1.32%	1.09%	1.13%	0.97%	1.09%
	Condensate			1.10%	0.82%	0.55%	0.23%	0.31%	0.31%	0.47%
	Transportation				3.78%	3.72%	3.75%	3.43%	2.66%	2.84%
	Other operational income			4.25%	0.86%	1.22%	1.41%	1.30%	1.58%	0.89%
	Crude Oil	Rs. Crores	Actual	7,280.71	6,999.37	6,794.74	7,253.22	8,467.01	5,796.12	10,874.84
	Natural gas	Rs. Crores	Actual	1,710.71	2,088.10	2,304.46	1,641.40	1,531.35	944.42	2,261.47
	LPG	Rs. Crores	Actual	106.60	128.04	129.00	103.34	120.88	69.16	150.67
	Condensate	Rs. Crores	Actual	106.11	80.02	54.15	21.69	32.83	21.97	65.19
	Transportation	Rs. Crores	Actual		368.53	362.99	356.18	365.58	189.52	393.92
	Other operational income	Rs. Crores	Actual	408.57	84.17	119.53	134.56	138.82	112.85	123.50
	Total	Rs. Crores	Actual	9,612.70	9,748.23	9,764.87	9,510.39	10,656.47	7,134.04	13,869.60
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.

SL. No.	Performance Criteria	Unit	Target -vs- Actual	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19 Actual upto Q2, 2018-19	2018-19 (R.E.)
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.	55.05	N.A.	N.A.
			MOU	N.A.	N.A.	N.A.	N.A.	90.0	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	Total No. of Exploratory and Development Wells Drilled (In-country)	Nos.	Actual	34	37	49	60	42	37*	37
			MOU	--	--	--	--	--	64	64
11	CAPEX (As per MoU Guidelines)	Rs. Crores	*Actual Re-casted	2,030.27	2,427.24	2,675.44	3,807.00	2,700.00	1,089.95	2,950.20
			MOU	3,402	3,450	3,722	3,800	3,450	3,450	3,450
12	Percentage of value of CAPEX contracts/ Projects running / completed during the year without time / cost overrun to total value of CPEX contracts running /completed during the year.		Actual	--	--	--	88.35	55.05	83.00	--
			MOU	--	--	--	90.0	90.0	95.0	--
13	Inventory of finished goods and work in progress	Rs. Crores	Actual	79.54	98.65	72.82	122.01	101.33	135.55	135.55
			MOU	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
14	Inventory of finished goods and work in progress to RO (Net)	%	Actual	0.83%	1.01%	0.75%	1.28%	0.95%	2.16%	1.03%
			MOU	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
15	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.
16	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.

SL. No.	Performance Criteria	Unit	Target -vs- Actual	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19 Actual upto Q2, 2018-19	2018-19 (R.E.)
17	Trade Receivables (Net)	Rs. Crores	Actual	465.67	2,377.00	1,325.20	1,005.55	1,407.76	1,466.01	1,692.81
			MOU	711.22	1,300.00	1,224.94	--	--	--	--
18	Claims against the Company not acknowledged raised by:- (#)									
	Central Government Departments	Rs. Crores	Actual	114.90	165.58	373.38	609.29	860.89	1,028.98	1,028.96
	State Departments/Local Authorities		Actual	50.50	8,625.26	11,885.07	2,159.84	2,166.48	2,166.48	2,166.48
	CPSEs		Actual	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Others		Actual	136.99	31.09	35.58	55.61	39.21	64.20	64.20
	Total		Actual	302.39	8,821.93	12,294.03	2,824.74	3,066.58	3,259.56	3,259.56
	# The figures for the years 2011-12 to 2013-14 are as per re-grouped figures in the books of succeeding years.									
19	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.
20	Overdue loans / 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.
21	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.
22	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.
23	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.
24	Reserve Replacement Ratio (2P)	--	Actual	1.291	1.395	1.280	1.314	1.340	--	1.10
			MOU	--	--	--	--	--	--	1.15
25	Production of Heavy Crude Oil from Baghewala field	MMT		0	0	0	0.000232	0.001141	0.002978 (2018-19)	

* Figures are provisional achievement for the year 2018-19

Annexure – A

Major Assumptions / Explanatory Notes

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

• Crude Oil Price:	USD 65.75 / barrel
• Natural Gas Price:	USD 3.61 per mmbtu (on GCV)
• USD to Rs. Exchange Rate:	1 USD = Rs. 71.50

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

2. Crude Sale has been considered as 98% of production for calculation of targets for Financial Parameters.
3. Formula for calculating the impact of price and exchange variation is as under :

   Revised Target for Revenue from Operation = Target of RO * (1+CPV * 0.0117375+EV * 0.0132957 + NPV * 0.0495578)

4. An amount of 600 MMSCM of Natural Gas has been considered for Internal Utilization and Flare. Therefore, Natural Gas Sale is considered as (Production – 600) MMSCM for calculation of targets for Financial Parameters.

5. MOU performance criteria have been worked out considering existing structure of statutory taxes and levies. In case of any change in the structure of statutory taxes and levies, suitable adjustment will be made during self-evaluation.

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Annexure - B

Details of Subsidiaries, Associates 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.
6. Oil India International PTE Limited

Associates and Joint Ventures :

1. Suntera Nigeria 205 Limited
2. Beas Rovuma Energy Mozambique Limited
3. Duliajan Numaligarh Pipeline Limited (DNPL)
4. Numaligarh Refinery Limited (NRL)
5. Brahmaputra Cracker and Polymer Limited (BCPL)

Revenue Reco. based on V. Good & Excellent Parameters (Considered in MoU prices for Crude Oil & Natural Gas)

INCOME Sales:	UoM	Prod. Qty.	Allowable ded.	Sales Qty.	Average Calorific Value	Price					FY 2019-20 (V.Good Parameter) (Rs. in Cr.)
						Unit Price Reliazation	base rate	Conversion Factor	Ex Rate	INR (MT/MSCM)	
Crude Oil - Assam, AP	MMT	3.423	0.068	3.355			65.75	7.101076	71.50	33383.04	11198.48
Crude Oil - RP (Heavy Crude)	MMT	0.002	0.000	0.002		70%	65.75	7.101076	71.50	23368.13	4.58
Crude Oil - Kharsang	MMT	0.017	0.000	0.017			65.75	7.101076	71.50	33383.04	55.62
Condensate - Dirok JV	MMT	0.018	0.000	0.018			65.75	7.101076	71.50	33383.04	58.89
Natural Gas - Assam & AP (including Gas Pool)	MMSCM	3,089.0	595.0	2,494.0	9190.00		3.61	39.682540	71.50	10242.66	2347.60
Natural Gas - Rajasthan	MMSCM	220.0	5.0	215.0	3561.00		3.61	39.682540	71.50	10242.66	78.42
Natural Gas - Dirok Gas	MMSCM	151.0	-	151.0	11895.00		3.61	39.682540	71.50	10242.66	183.97
Other Operational Income											672.45
Revenue from Operation											**14600.00**

Annexure - D

List of Performance Criteria in Annexure-II (B) not considered by Oil India Limited (OIL) for inclusion in OIL MoU 2019-20

Sl. No.	Performance Criteria	Remarks
1	New Orders Received during the year	Not Applicable to OIL, This parameter is mainly for CPSEs in Consultancy or Construction Sector
2	Exports as a percentage of Revenue from Operations	Not Applicable to OIL. OIL does not have potential for export.
3	Development of Revenue from new products or product with new features	Not Applicable to OIL. For E&P industry, the primary products are Crude Oil and Natural Gas only
4	Completion of milestone of clients orders/ agreements without time overrun	Not Applicable to OIL. This parameter is primarily for manufacturing CPSEs
5	Production Efficiency parameter: total number of Exploratory and Development Wells Drilled.	As suggested by MoP&NG.
6	Increase in Market Share	Not Applicable to OIL
7	Number of days of inventory of finished goods and work in progress to Revenue from Operations (Net)	OIL does not have finished goods inventory exceeding 15 days.
8	Reduction in Inventory of more than one year old to Revenue from Operations (Net)	This parameter is for Trading CPSEs
9	Trade Receivables (Net) as a number of days of Revenue from Operations (gross)	OIL's Trade Receivables are primary from Govt. Agencies and others CPSEs. OIL does not have much control in reduction of Trade Receivables of above nature.
10	Return (share of profit / loss) on Investment in Joint Ventures	As per DPE's explanation of this parameter, associates are not to be considered. In such case, most of OIL's JVs are in development stage and no overall return is expected from investment in them in coming 2 – 3 years.
11	Milestones with respect to subsidiary CPSEs not signing MoU separately	Not Applicable to OIL
12	Parameters pertaining to milestones of Revival	Not Applicable to OIL

Annexure: E

MoU 2019-20

List of 7 Nos. of HR Parameters of continuous nature:

1. Online submission ACR/APAR in respect to all Employees (E0 & above) along with compliance of prescribed timeline w.r.t. writing of ACR/APAR.

2. Online Quarterly Vigilance Clearance updation for all Senior Executives (AGM & above).

3. Updation of Succession Plan and its approval by Board of Directors.

4. Holding of DPC in all cases without delay for Executives (E0 & above).

5. Regular updation of Online Human Resource Management System (HRMS)

6. Talent Management & career progression by imparting at least 1 week training of at least 10% Executives (E0 & above) in Centre of Excellence e.g. IITs, IIMs, NITs, ICAI, etc.

7. Review & implementation of Employee performance on the lines of FR (56) (J) and submitting a Compliance Report to Board of Directors at the end of the year.

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