



Oil India Limited

Investors & Analyst's Presentation

June'2021



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- Company Overview
- Strategic Strengths
- Assets Overview
- Operating & Financial Performance
- Growth Strategy



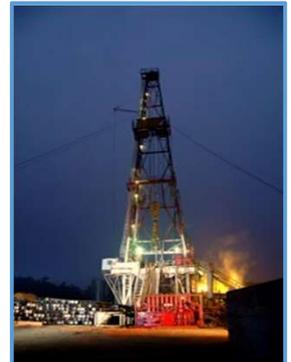


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Oil India Limited : An Overview

Rich Heritage	<ul style="list-style-type: none">▪ 6 decades of presence in oil & gas sector
Strong Parentage with Govt. of India	<ul style="list-style-type: none">▪ Became a Public Sector Undertaking in 1981; GOI Owns 56.66%▪ Awarded 'Navratna' status in 2010
Integrated & fully serviced Oil & Gas Co.	<ul style="list-style-type: none">▪ Presence across Oil & Gas Value Chain ; Integrated infrastructure & In-house expertise▪ Own & operate an automated cross country crude pipeline and product pipeline from Numaligarh to Siliguri
Domestic and Global Presence	<ul style="list-style-type: none">▪ Domestic: 64 blocks (Op+Non-Op); 63,421 sq. km▪ International: 11 Assets; 44,296 sq. km
Strong Reserve Base	<ul style="list-style-type: none">▪ 2P reserves (Dom): Oil – 522 MMbbl, N. Gas – 359 MMboe▪ 2P reserves (Overseas): Oil -245 MMbbl, N. Gas-137 MMboe▪ Reserve Replacement Ratio (Dom) consistently > 100%
Financials	<ul style="list-style-type: none">▪ Revenue – FY21: Rs.10,561 crore,▪ PAT – FY21: Rs.1,742 crore,▪ Total Equity as of March, 2021: Rs.24,500 crore



Functional Directors



Sushil Chandra Mishra, *Chairman & MD*
> 37 yrs experience

- Experience in diverse fields of Strategic Planning, E&P Projects, Corporate affairs & business development



Biswajit Roy, *Director (HR&BD)*
> 38 yrs experience

- Experience in diverse functions including Mktg., Operations, Business Dev., HR



Dr. P. Chandrasekaran, *Director (E&D)*
> 36 yrs experience

- Experience in diverse fields of exploration management & E&P business dev. process



Harish Madhav, *Director (Finance)*
> 31 yrs experience

- Experience in diverse field of Financial & Treasury Management, Corporate Accounts, Audit



Pankaj Kumar Goswami, *Director (Operations)*
> 32 yrs experience

- Experience in diverse fields of production of oil & gas, geology and drilling.



Management Team

Govt. Nominee Directors



Amar Nath
Addl. Sec. (Expl), MoP&NG

- IAS 1994
- Experience at senior positions in various Govt. Depts.



Asheesh Joshi
Director (Expl-I), MoP&NG

- IAS 2006
- Experience at senior positions in various Govt. Depts

Independent Directors



Dr. Tangor Tapak

- M.B.B.S from Sarojini Naidu Medical College, Agra



Gagann Jain

- Chartered Accountant.
- Over 15 years of work experience.



Anil Kaushal

- Ex ITS-1976 batch
- B-Tech, MBA, having over four decade experience in Telecommunications and Management



Shareholding Structure

Listed on BSE / NSE

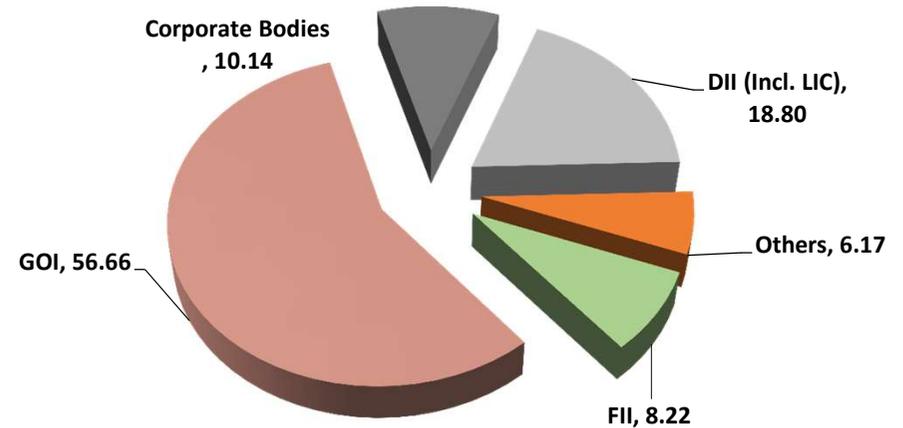
Number of shares
108.44 crore

Dividend 2020-21
Interim Rs.3.50/ Share, Final Rs.1.50/Share

Share price (52 Week High / Low)
Rs.154.80 / 83.10

Market Cap*
Rs.16,396 crore

*As of 22.06.2021



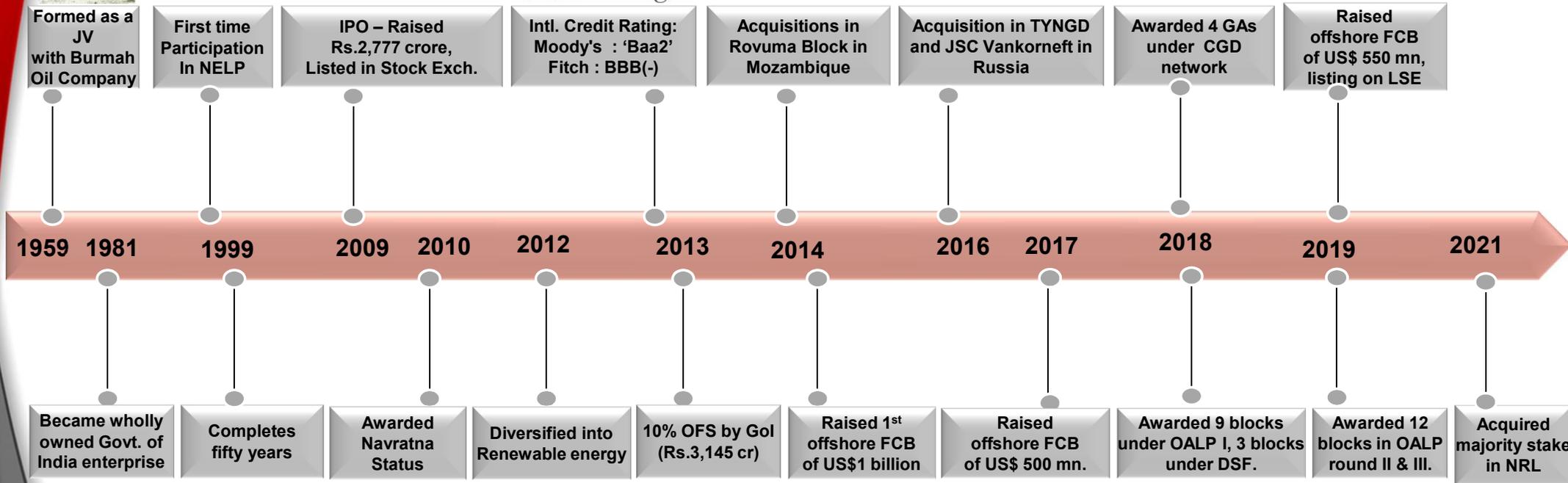
Key shareholders	% Shareholding
Government of India	56.66
Life Insurance Corporation	9.75
Indian Oil Corporation Ltd.	4.93
Bharat Petroleum Corporation Ltd.	2.47
Hindustan Petroleum Corporation Ltd.	2.47
CPSE ETF	2.41
Life Insurance Corporation P&GS Fund	2.10



OIL's Journey



MOODY'S
FitchRatings



Rankings and Ratings

Rankings



#206

Ratings

MOODY'S

'Baa3(-)'

FitchRatings

'BBB(-)'

CARE Ratings
Professional Risk Opinion

'AAA'



Key Performance Highlights

Secondary Tank Farm at Madhuban and Gas Compressor Station at Makum, two major infrastructure projects in the north east, dedicated to the Nation by Hon'ble Prime Minister of India, Shri Narendra Modi.

NRL becomes subsidiary of OIL with acquisition of additional 54.163% equity

Successfully arranged debt financing of ₹ 6,300 crore from SBI and HDFC Bank at very competitive rates

Acquired 4 blocks in OAL-V Round. 13% increase in acreage position over last year

Highest Capex of over Rs.4,600 crore





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Integrated Oil & Gas Player

Exploration	Production	Transportation	Downstream	Non Conventional Energy
<ul style="list-style-type: none"> ▪ Domestic: 64 E&P blocks ▪ International: Presence in Russia, US, Venezuela, Mozambique, Gabon, Libya, Bangladesh, Nigeria ▪ Discoveries: 1 discovery in domestic E&P operations 	<ul style="list-style-type: none"> ▪ Crude oil <ul style="list-style-type: none"> ▪ 48 installations ▪ 1,670 km pipelines ▪ Natural gas <ul style="list-style-type: none"> ▪ 29 installations ▪ 730 km pipelines ▪ Advanced Recovery techniques to maximize production 	<ul style="list-style-type: none"> ▪ Crude Oil <ul style="list-style-type: none"> ▪ 1,157 km pipeline; Over 6 MMT capacity ▪ Multi-product <ul style="list-style-type: none"> ▪ 660 km, 1.70 MMT capacity pipeline ▪ Overseas <ul style="list-style-type: none"> ▪ 10% stake in 741 km pipeline (Sudan) ▪ Natural Gas <ul style="list-style-type: none"> ▪ 23% stake in 192km DNPL in North-east 	<ul style="list-style-type: none"> ▪ Refining and marketing <ul style="list-style-type: none"> ▪ 69.63% equity stake in NRL ▪ 5% equity stake in IOCL ▪ Gas Cracker Project <ul style="list-style-type: none"> ▪ 10% equity stake in BCPL ▪ City Gas Distribution <ul style="list-style-type: none"> ▪ 4 Gas (Ambala/ Kurukshetra, Kolhapur, Cachar - Hailakandi-Karimganj District and Kamrup-Kamrup Metro District) 	<ul style="list-style-type: none"> ▪ Wind Energy <ul style="list-style-type: none"> ▪ Capacity 174 MW ▪ Solar Power <ul style="list-style-type: none"> ▪ Capacity 14 MW ▪ Shale Oil / Gas <ul style="list-style-type: none"> ▪ 20% stake in Niobrara Liquid Shale asset, USA

Integrated E&P Company with selective diversification in non-conventional energy



In-House Capabilities

Vertically Integrated E&P Operations



Infrastructure to Support E&P Activities

	One 2D (in house), One 3D Seismic crew (In house)		8 Logging Units (6 in-house, 2 CH)
	22 Work-over Rigs (12 in house, 10 CH)		19 Drilling Rigs (11 in house, 8 CH)

Production and Storage Facilities

	12 Production Installations
	5,000 km O&G Pipelines
	~200K KL Crude Storage

In-house Expertise and Integration across Oil & Gas Infrastructure



Technology Induction

Deployment of wide array of IOR/ EOR to achieve maximum recovery of oil reserves

ESPs to improve artificial lifting from wells

Collaborations with Institutions of repute (university of Houston / Heriot Watt University/ IITs etc.

Gravel Pack completion

Horizontal Drilling

Use of advanced techniques to maintain production from ageing fields



Numaligarh Refinery



- Numaligarh Refineries Limited (NRL)
– OIL Interest 69.63% with 3MMT Refining capacity in the north-eastern state of Assam
- Largest producer of paraffin wax in the country
- Specific Energy Consumption at 64.3 MBN (Million BTU per barrel of crude per NRGF 9energy factor)) amongst the lowest in industry

Expansion Plans

- Capacity expansion from 3 to 9 MMTPA
- Integrated with an 6MMTPA 1,600 km (Approx) crude pipeline from Paradeep(Orissa) to Numaligarh (Assam)

Other Projects

- Diesel Hydro-treater Project with capex of Rs.1031 crores completed in Jan 2018
- Bio-refinery through JV planned at a cost of Rs.1,259 crores at Numaligarh
- 129.5km India Bangladesh Product Pipeline at a cost of Rs.377 crores including Government Grant-in-Aid of Rs.285 crores





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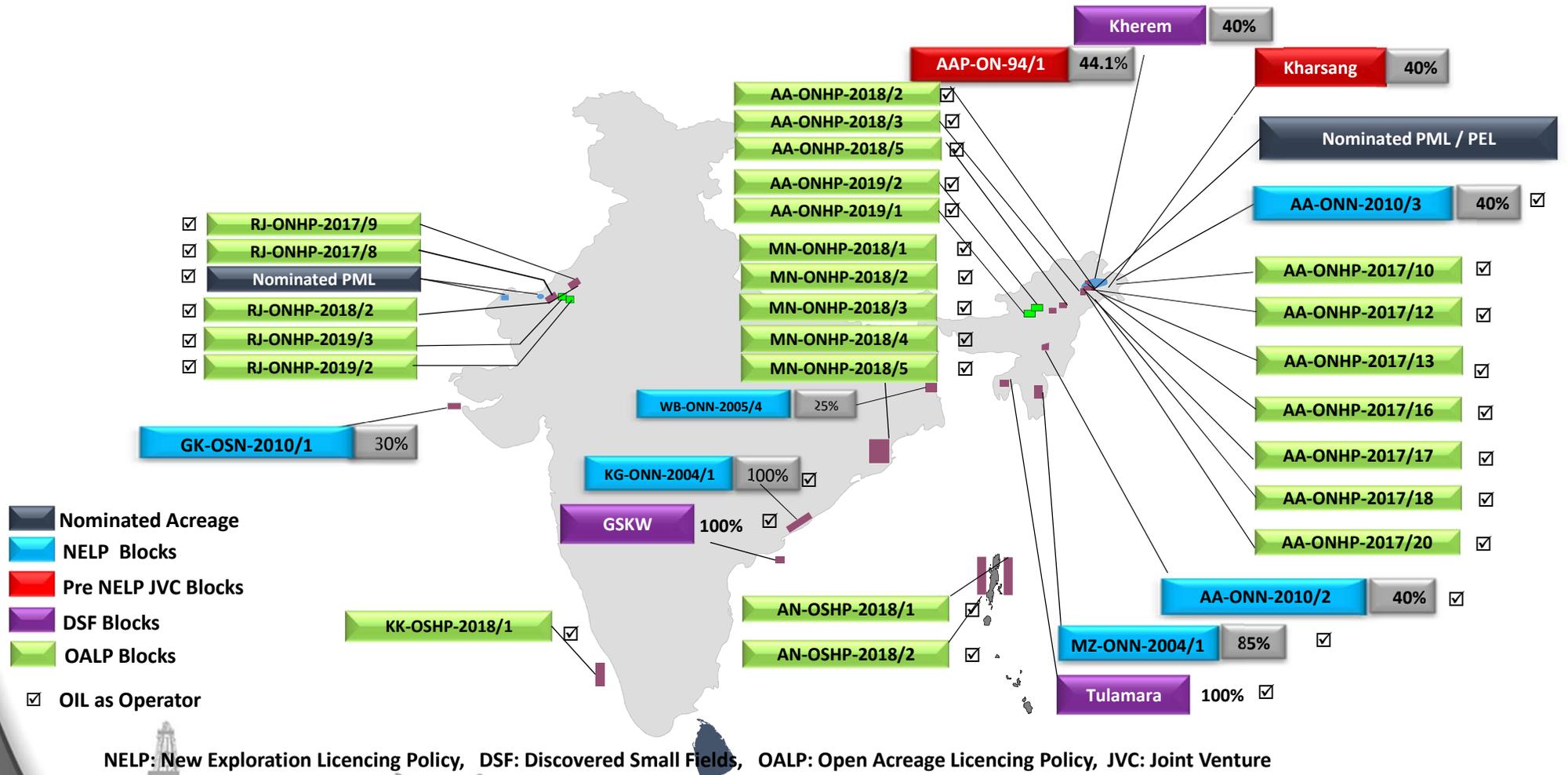
Domestic Assets

Blocks	Operated	Non-Operated	Total	Area (SQKM)
PML (Nom)	25	0	25	4,804
PEL (Nom)	3	0	3	332
Pre-NELP JV	0	2	2	121
NELP	4	2	6	9,210
DSF	2	1	3	158
OALP	25	0	25	48,796
Total	59	5	64	63,421

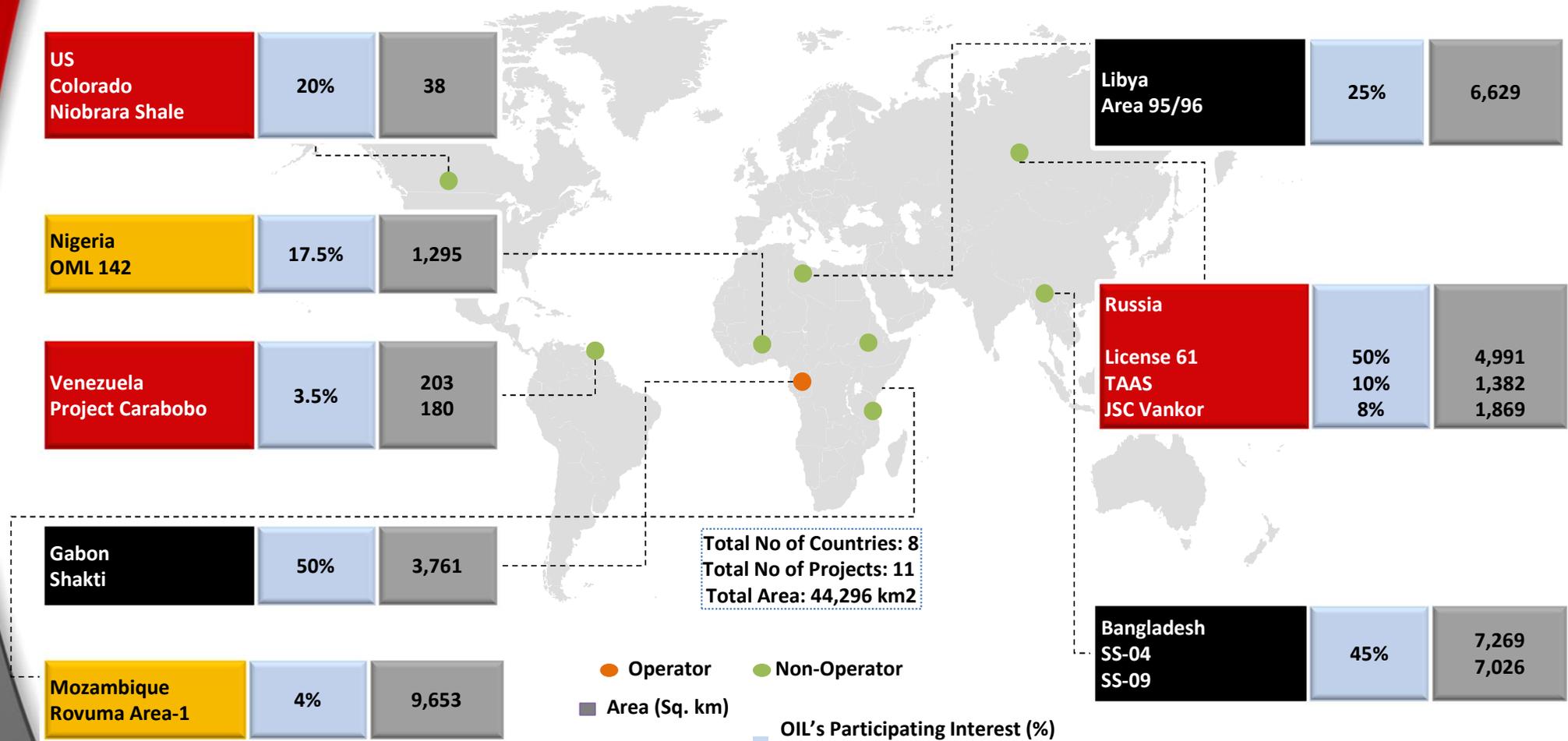
Operated : 57,982 sqkm, Non Operated : 5,439 sq km



Domestic Assets



International Assets



Major Overseas Projects

Taas Yuryakh, Russia

- Jointly acquired 29.9% with IOCL and BPRL in Oct 2016
 - Acquisition Cost: US\$1.173 bn (OIL's share: 33.5%, US\$392.92mn)
- Block Area 1,382 sq. km (2 license blocks of 611 sq. km and 771 sq. km)
- Located in Eastern Siberia, Onshore Russia
- 2P reserves of 808 mmbbl of oil and 2.016 tcf of gas (100% basis)
- OIL's share of ~ 81 mmbbl of oil and 0.20 tcf of gas (10.0165% share)
- Total current production ~ 104,300 bopd
- OIL's share of cumulative funds (dividends & paid-in capital) of ~ USD 211 mn received till date.



Major Overseas Projects

Vankorneft, Russia

- Jointly acquired 23.9% with IOCL and BPRL in Oct 2016
 - Acquisition Cost: US\$1.79 bn (OIL's share: 33.5%, US\$598mn)
- Block Area 1,869 sq. km (2 license blocks of 1,632 sq. km and 237 sq. km)
- Located in Western Siberia, Onshore Russia
- 2P reserves of 1,323 mmbbl of oil and 2.57 tcf of gas (100% basis)
- OIL's share of 2P reserve ~106 mmbbl of oil and 0.204 tcf of gas (8.0065% share)
- Total current production ~219,200 bopd
- OIL's share of cumulative dividend of ~USD 340.1 mn received till date.



Major Overseas Projects

Area 1 Rovuma, Mozambique

- OIL & OVL acquired 10% stake in Offshore Mozambique Area 1 in Jan 2014
 - Acquisition Cost: US\$2,519 mn (US\$ 1,007 mn by OIL), total investment till date US\$ 1,252 mn
- Block Area 9,653 sq. km
- Located in the Rovuma tertiary deltaic basin extending from coastal part
 - Strategically located to supply LNG to buyers from Asia and Middle East
- Water depth over major gas fields in the range of 800 – 1,600 meters
- 50 – 75 tcf of recoverable resources
- Resource size supports 50 MMTPA of LNG
- FID announced on 18th June 2019; TOTAL has taken over operatorship in the block.
- Project Financing of ~ US\$16 bn - Dry Close on 15th July 2020; Wet close on 24th March 2021
- First Production expected in 2025/26

Participating Interest

 (4%)	 (26.5%)	 Mitsui USA (20%)	 (15%)	 (16%)	 (10%)	 (8.5%)
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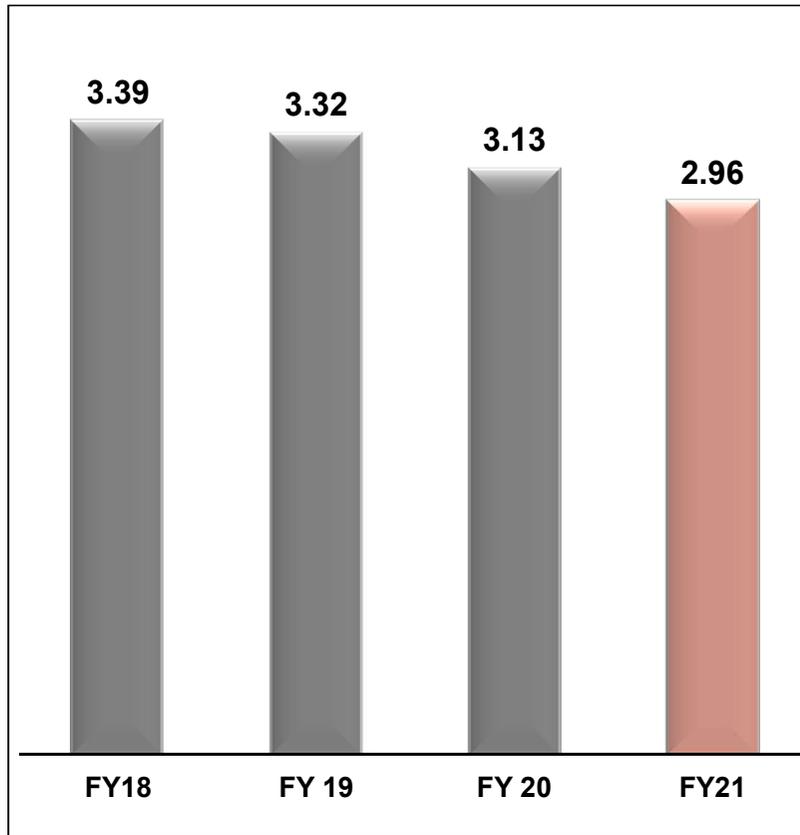


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- **Operating & Financial Performance**
- Growth Strategy

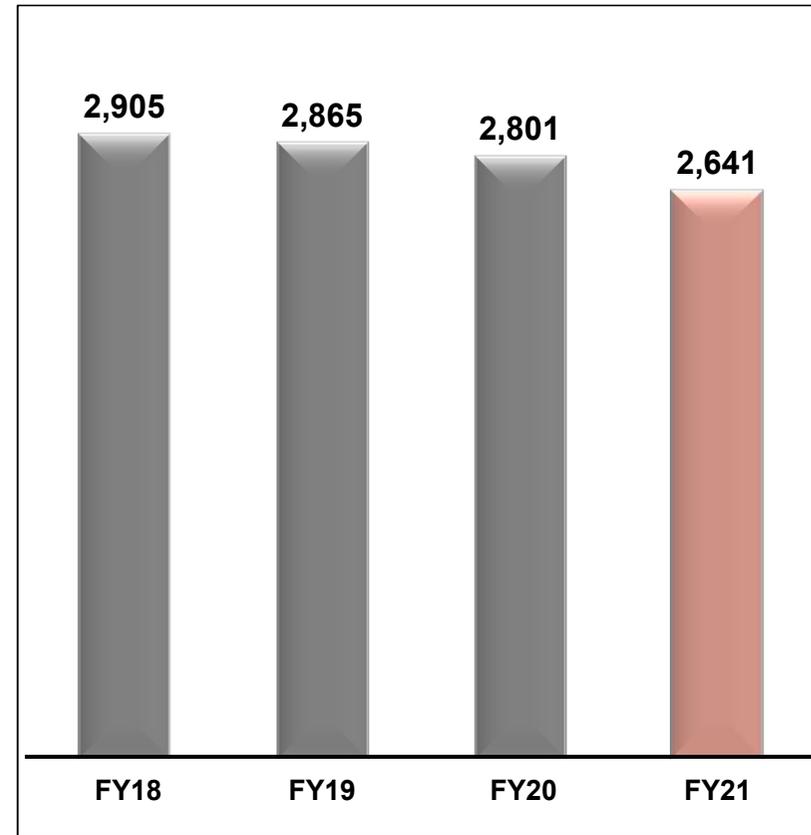


Operating Performance

Crude Oil Production (MMT)

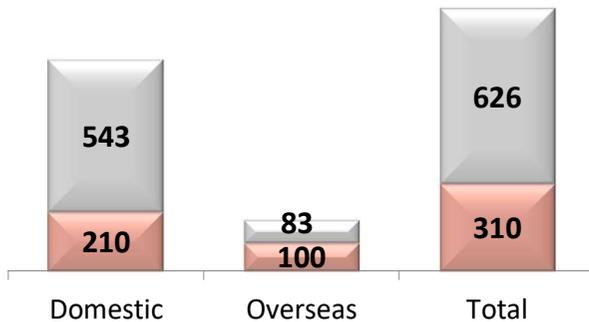


Natural Gas Production (MMSCM)

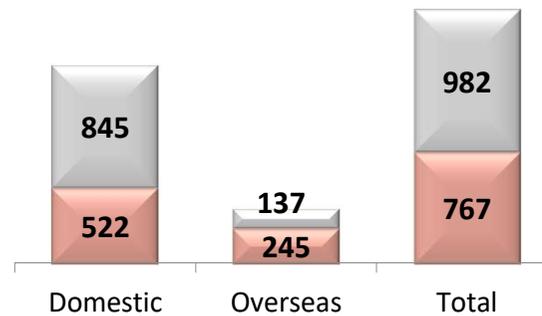


Large and Diversified Reserve Base

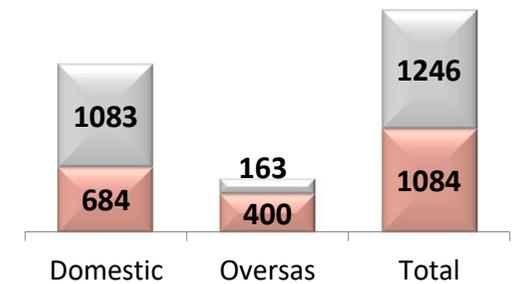
1P (MMBOE)



2P (MMBOE)

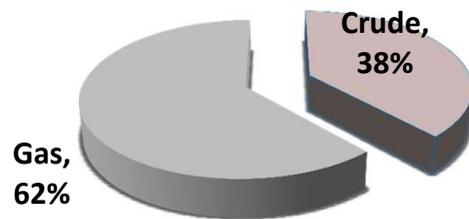


3P (MMBOE)

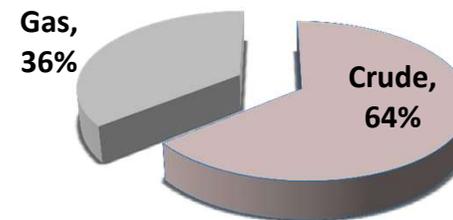


Natural gas reserve under sale contract : 1P- 131 MMBOE, 2P-359 MMBOE, 3P-457 MMBOE

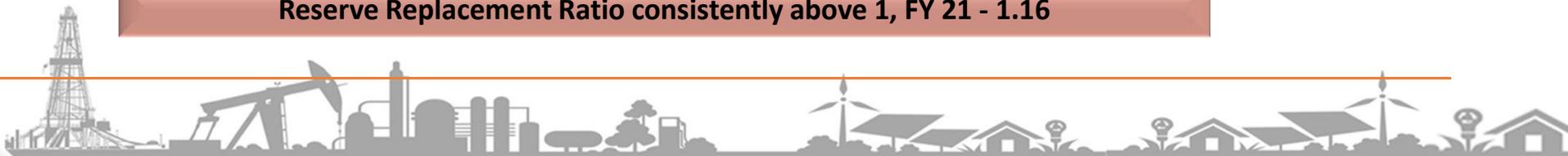
Domestic Reserves by Type (2P)



Overseas Reserves by Type (2P)

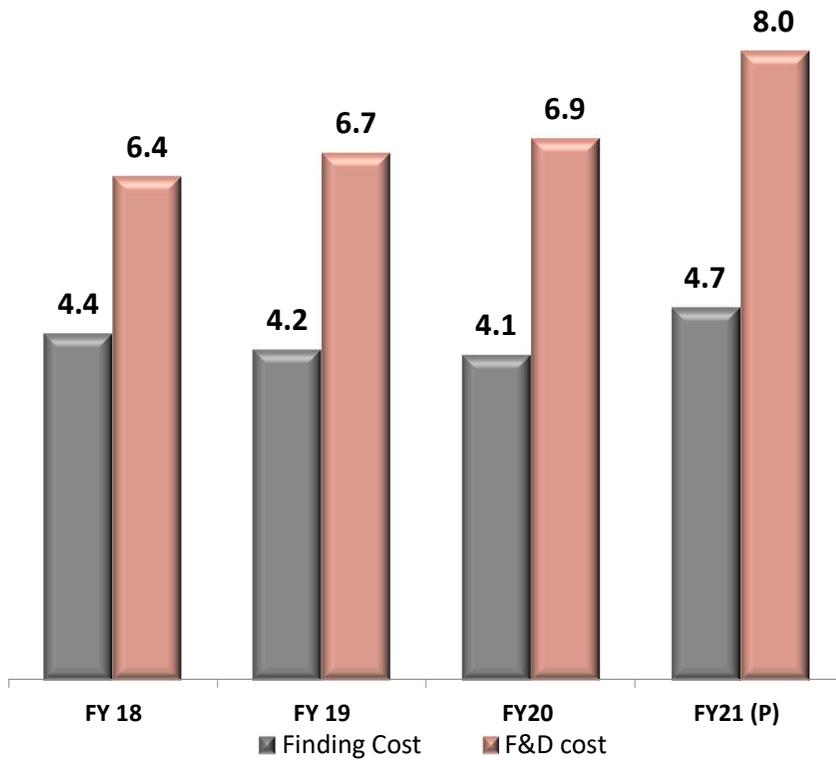


Reserve Replacement Ratio consistently above 1, FY 21 - 1.16

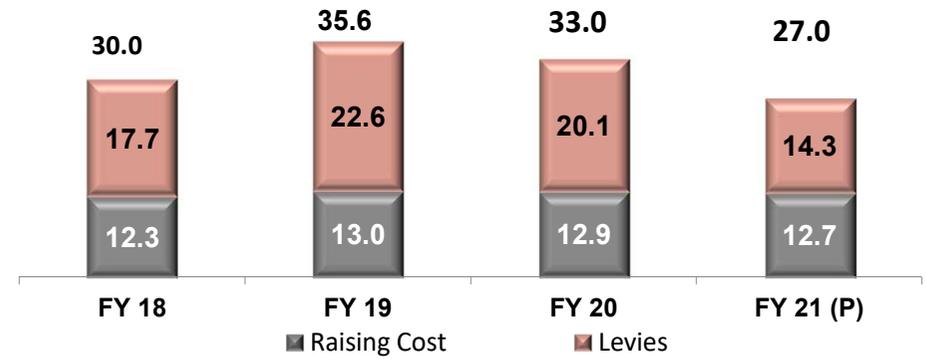


Cost Structure

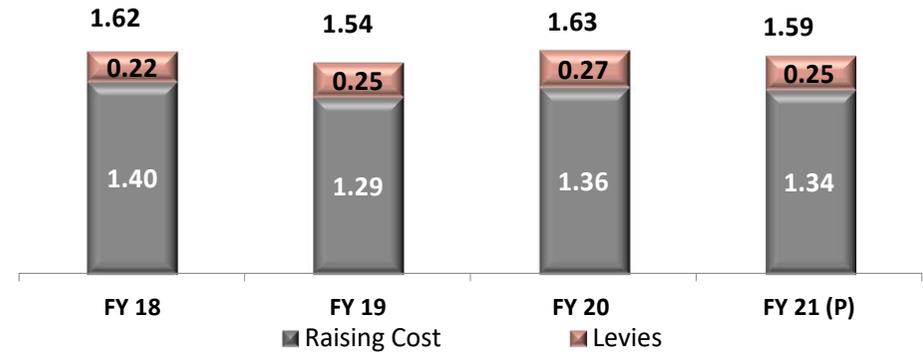
Finding & Development Cost (USD / bbl)



Crude Oil Producing Cost (USD/BOE)

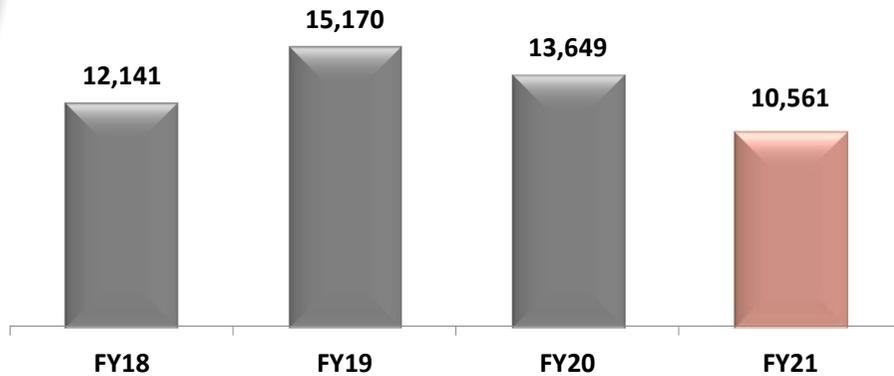


Natural Gas Production Cost (USD/ MMBTU)

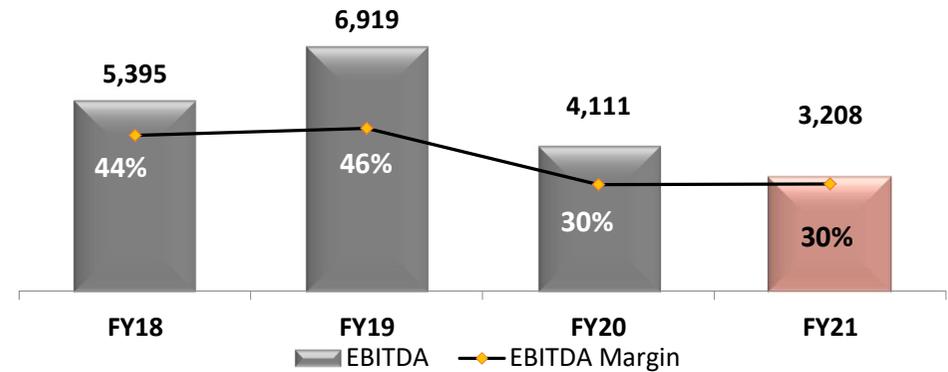


Financial Performance

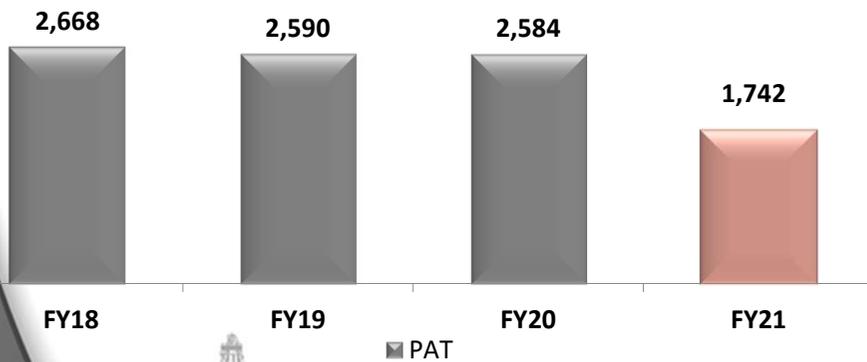
Revenue (Rs. Crore)



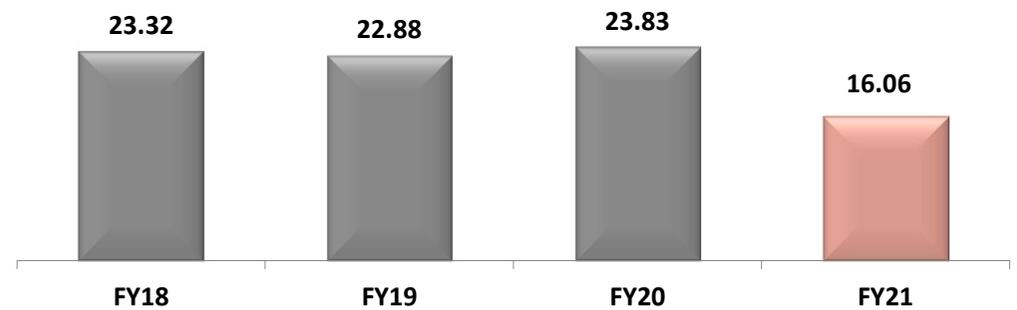
EBITDA (Rs. Crore) & EBITDA Margin (%)



PAT (Rs. Crore)

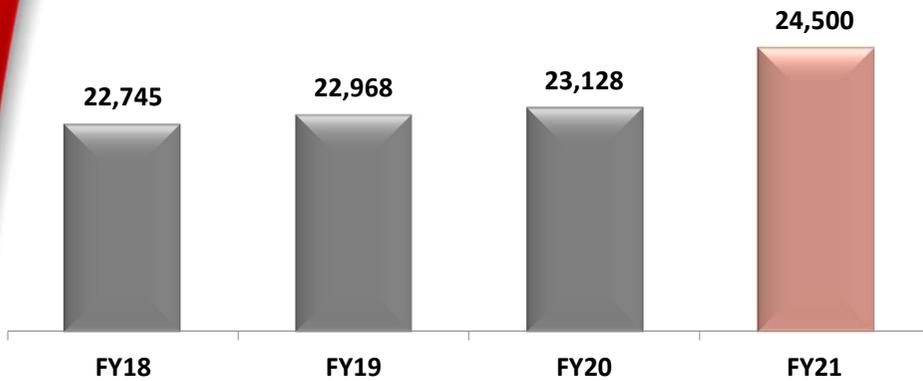


Earning Per Share (Rs.)

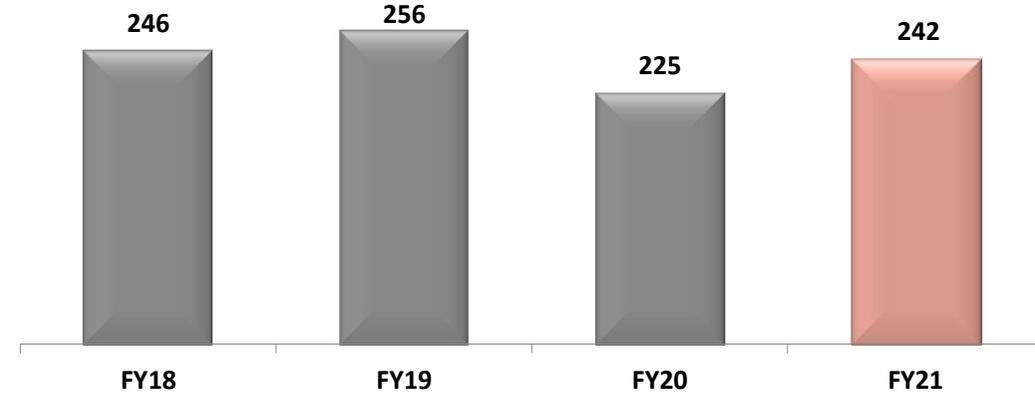


Valuation and Dividend Payout

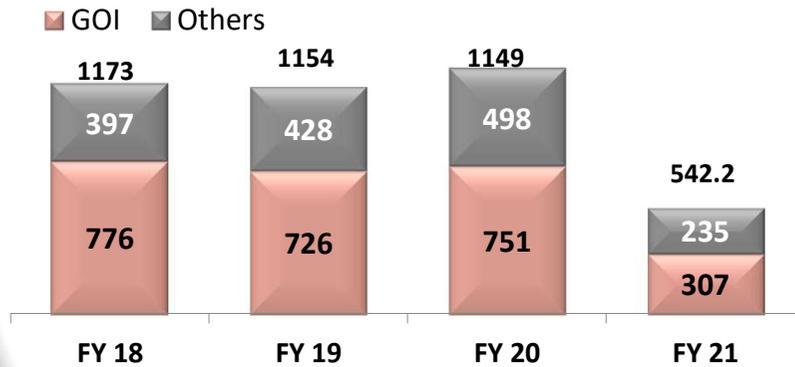
Net Worth (Rs. Crore)



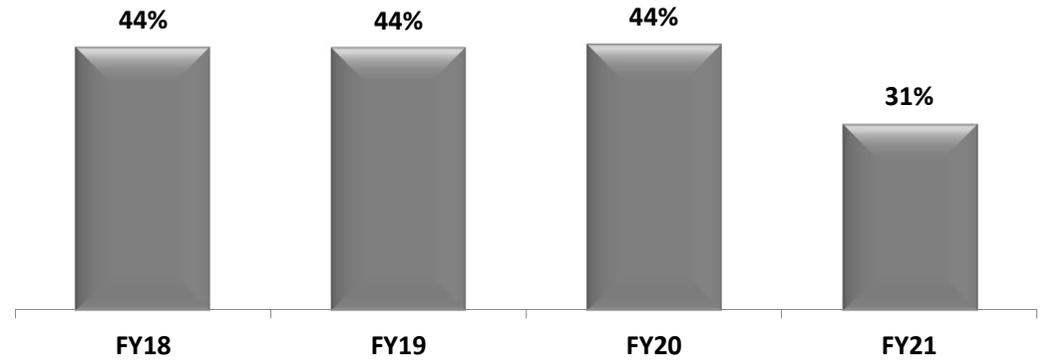
Book Value per Share (Rs.)



Dividend (Rs Crore)

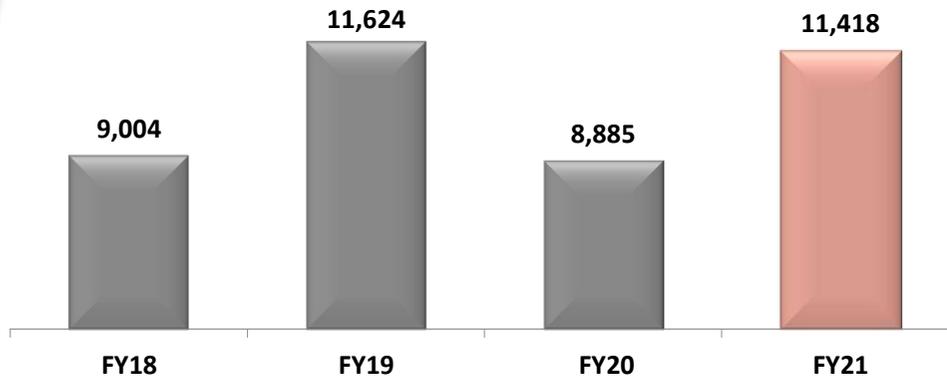


Dividend Payout Ratio (% of PAT)

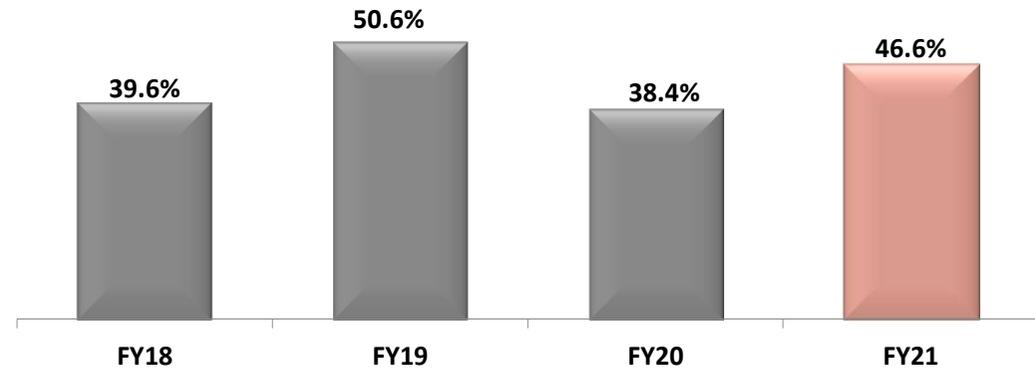


Leverage

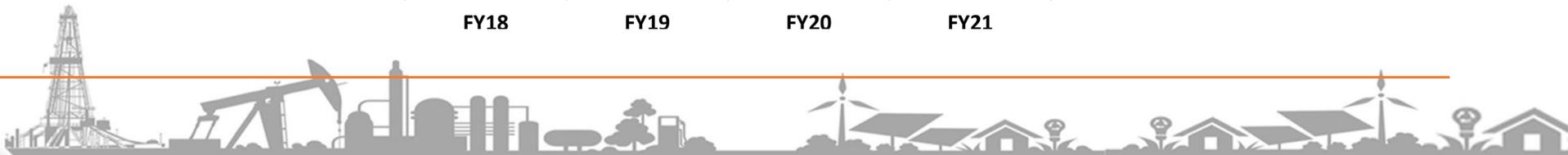
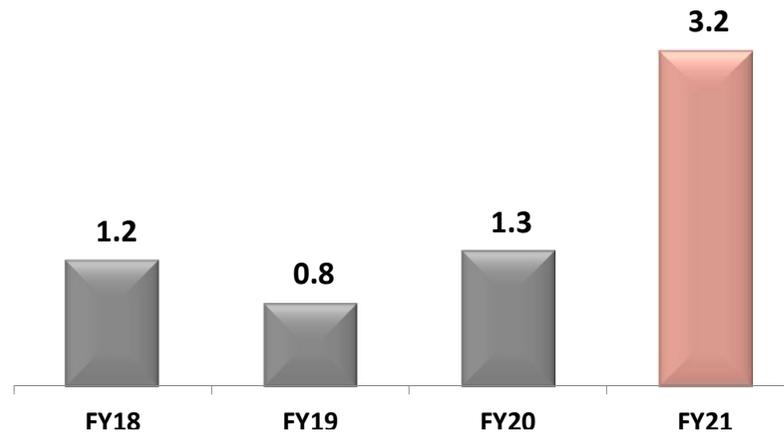
Total Debt (Rs. Crore)



Total Debt / Equity (%)

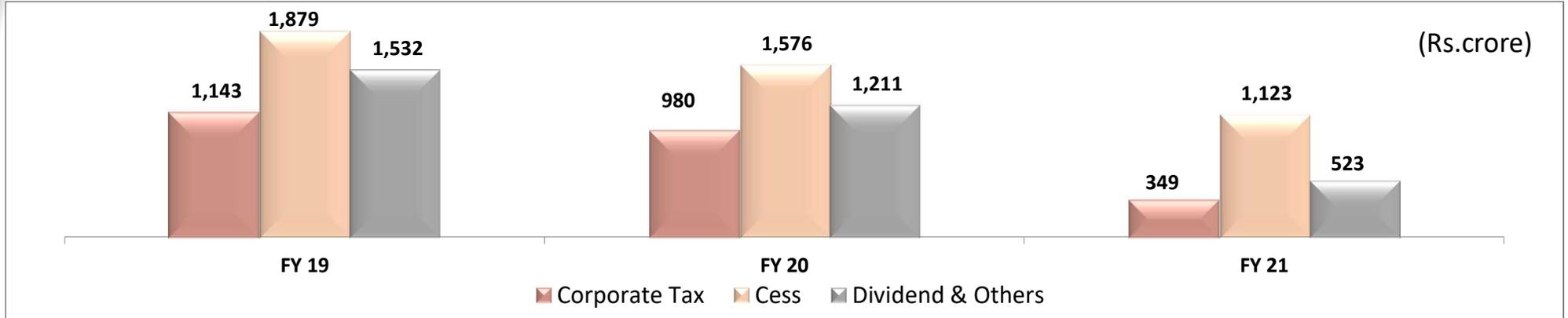


Net Debt/ EBITDA (x)

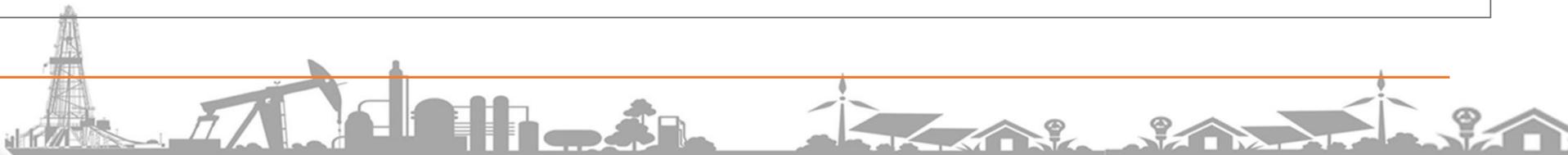
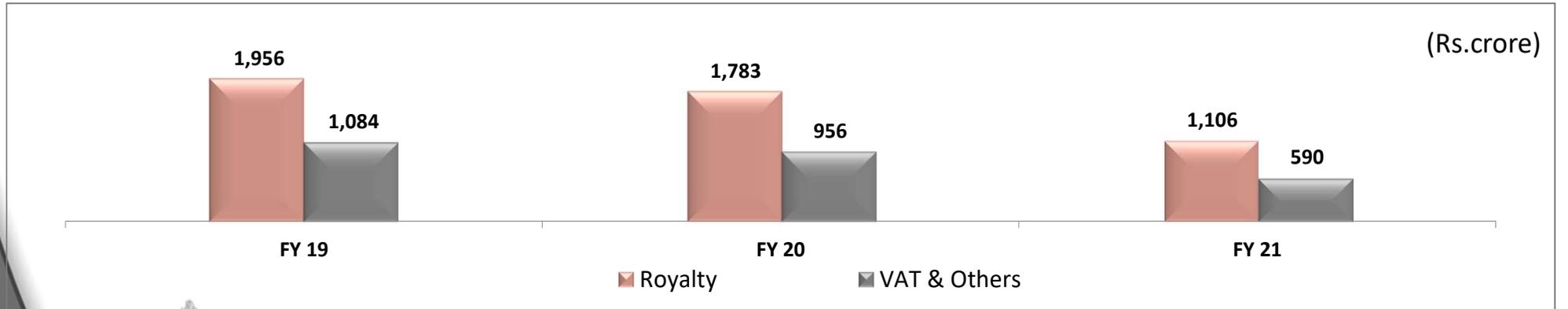


Contribution to Exchequer

Central Exchequer



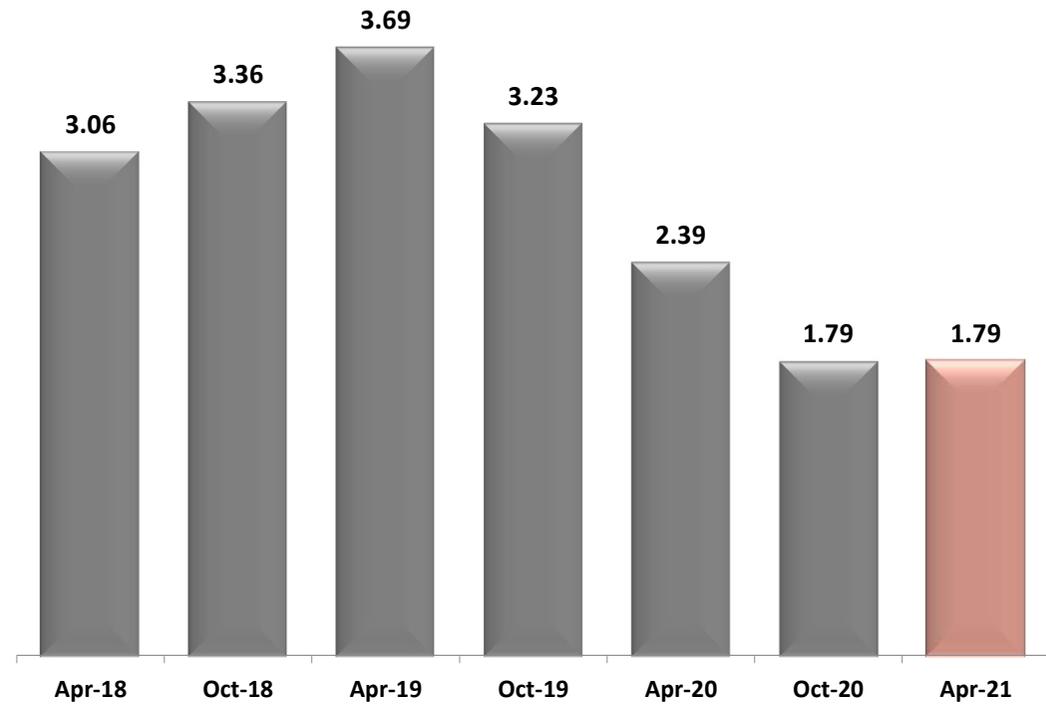
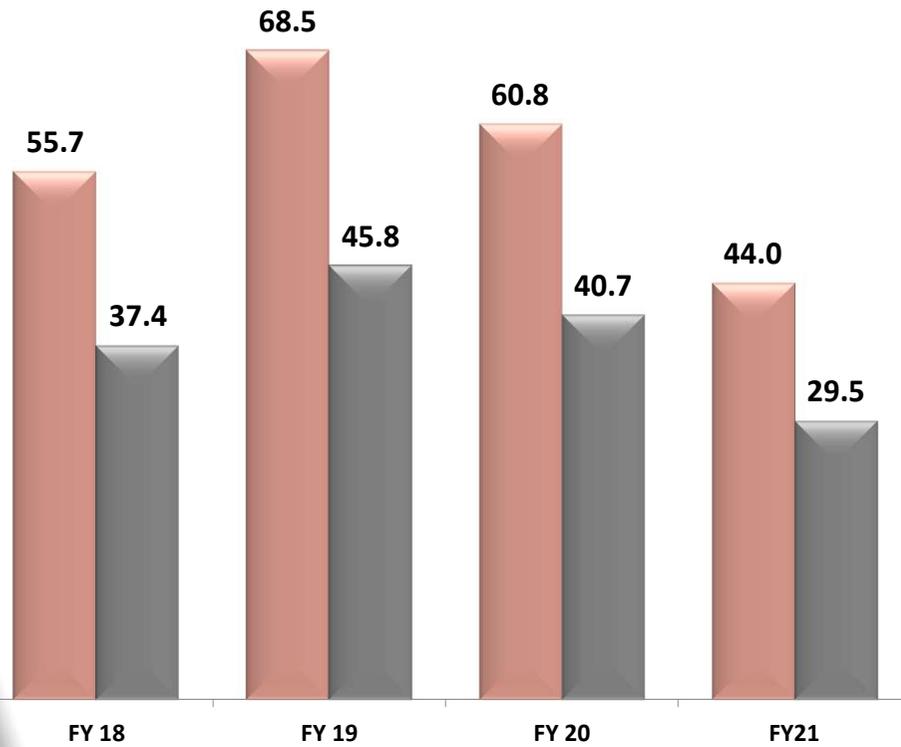
State Exchequer



Price Realization

Crude Oil (US\$/ bbl)

Natural Gas (US\$/ MMBTU)



Price Realized

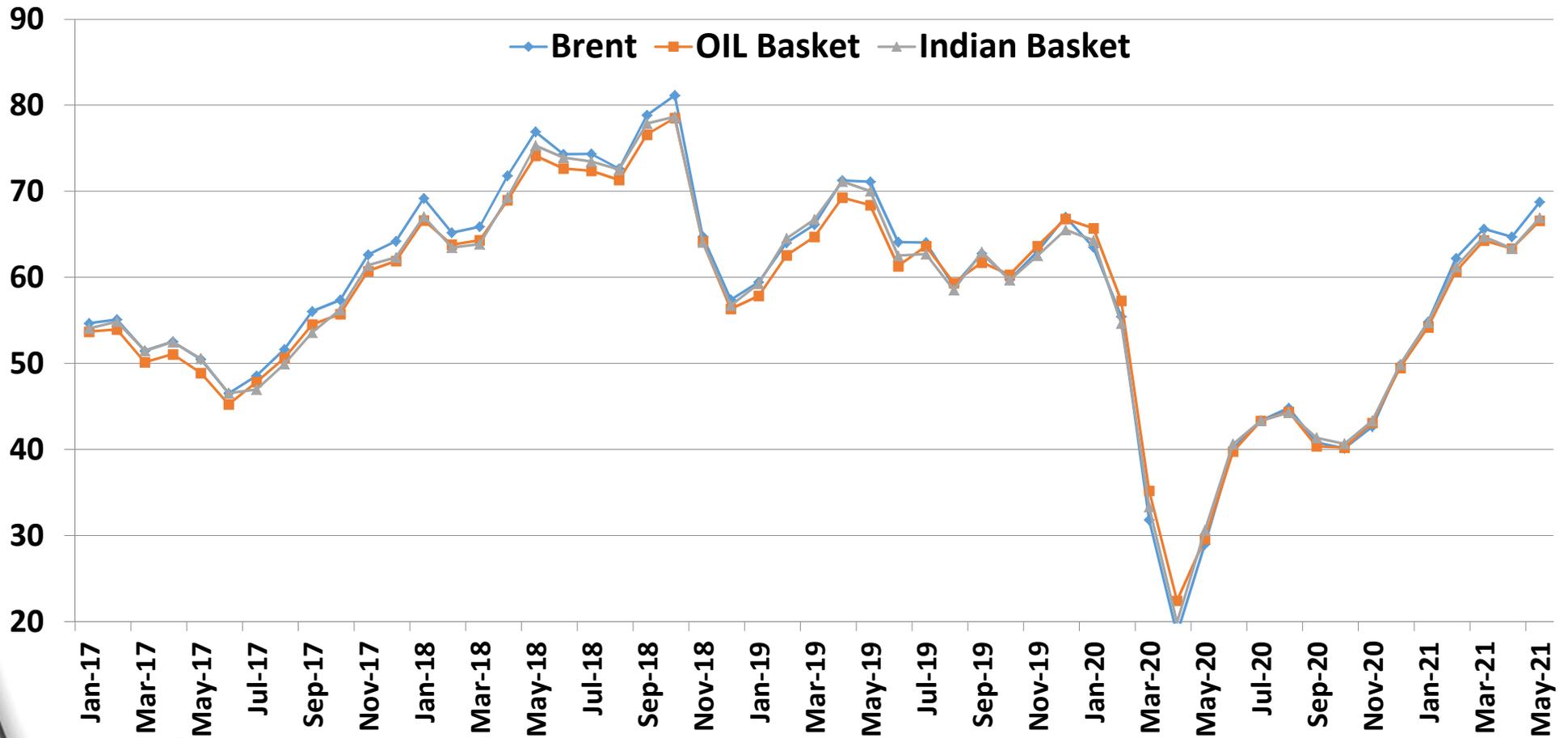
Net Realization after Levies

Govt. notified Gas Price



Crude Price Movement

Crude Price Movement (US\$/ bbl)





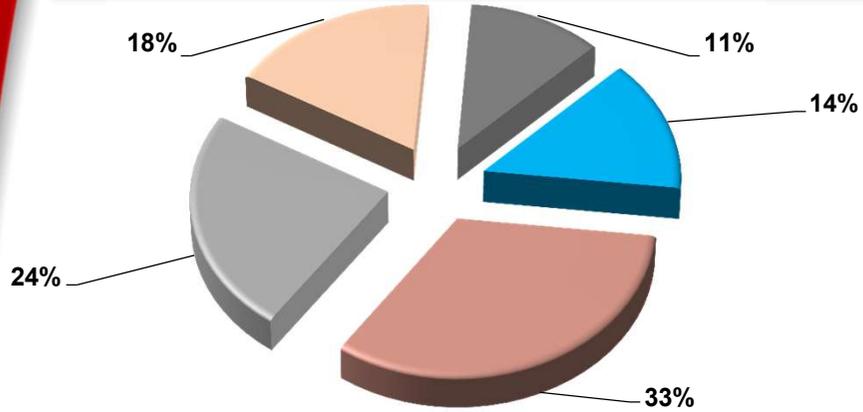
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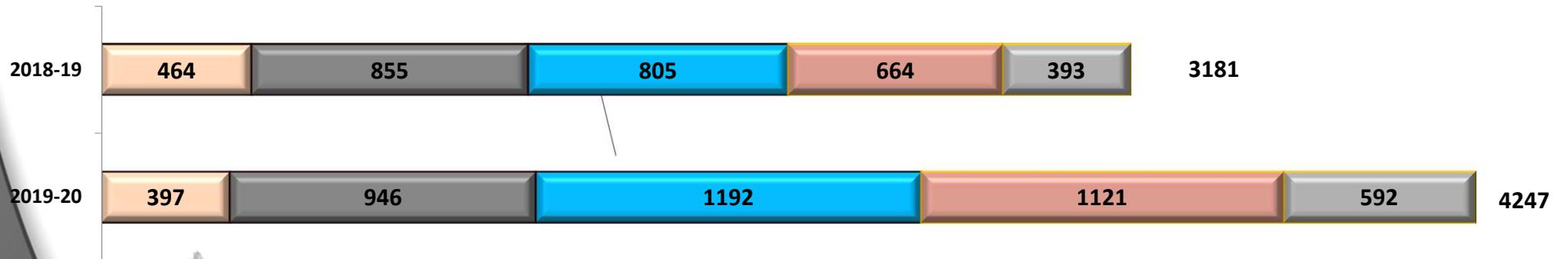
Capex Plans

2020-21 : Rs.4,655 crore

2021-22 (BE Plan) : Rs.4,108 crore



* Additional Strategic Investment: Rs.8677 crore in NRL



■ Survey
 ■ Exploratory Drilling
 ■ Development Drilling
 ■ Capital Equipment
 ■ Overseas Projects



Short Term Growth Perspective

Ningru PML:

- Part of Assam & Assam-Arakan basin.
- PML awarded in 2018
- Resources mobilised to resume drilling and workover activities.
- PML includes Kumchai oil field with an estimated Oil-in-place (OIP) reserve of ~ 64 MMBBL and Gas-in-place (GIP) is of ~ 5888 MMSCM under BE Category.
- Current production : Crude oil - ~450 BOPD, Natural Gas - 0.15 MMSCMD.
- Production expected to increase to about 4100 BOPD of crude oil and 1.0 MMSCMD of gas.



Short Term Growth Perspective (contd..)

Extended Reach Drilling (ERD)

- ERD planned in Baghjan field to produce oil & gas from the reservoirs below Dibru - Saikhowa National Park (DSNP)
- MoP&NG approval for ERD obtained
- Plan to drill seven ERD wells to extract oil from depth of about 3900-4000 meters by FY 2023-24
- Expected production growth about 11600 BOPD with ~ 5 MMSCMD Gas

Recent Discoveries in Assam & AP

- Appraisal drilling activities showed positive leads in recent oil discoveries i.e., Lakwagaon & Balimara
- Field development plan under progress

Domestic growth focus continues in main producing areas of Assam & AP



Long Term Growth Strategy

OIL has aspiration to be an international E&P player with operations at scale in at least two geographical clusters outside India, significantly higher production, reserves and cash flows while being known globally for its capabilities to extract value from mature assets.



15 MMTOE production translating to 6-7% growth p.a. with R/P of 15, 2.5x production, 4x revenues and 5x net profits relative to 2015



50% of production outside NE and international presence at scale in 1-2 clusters (1.5-2 MMTOE each)



Among top 10 mature asset operator globally; known for extracting value from mature assets



Selective, profitable diversification in the energy value chain to monetize E&P assets and participate in India's push for renewables



Most preferred E&P company in India to attract and retain exceptional talent, while continuing to be well regarded in the community



Strategies to Achieve 2030 Aspirations

Reimagine Main Producing Area development to maximise potential

Step up exploration and development activities in select Indian basins

Build international presence at scale in one or two geographic clusters

Pursue selective, profitable diversification in the energy value chain

Restructure organisation & people processes to deliver the perspective plan



Positive Policy Environment

- Maximizing domestic oil & gas production is a strategic priority for the Government, with an aim to reduce import dependence by 10% by 2022.
- “Hydrocarbon Vision 2030 for Northeast India” gives strategic importance to the development of Northeast India which is the main operating area for OIL.
- Action areas envisaged under the NE Vision for upstream sector:
 - Increase in production from mature fields,
 - Enhancing exploration activities,
 - Offering premium on gas production,
 - Re-allotment of relinquished blocks on nomination to NOCs,
 - Concept of Zero phase of exploration and increase in exploration time to 8+4 years.
 - Expansion of Refining capacity and Pipeline network
- Declaration of Hydrocarbon Exploration Licensing Policy (HELP) in place of NELP
 - 1st round of OALP bidding completed in 2018. OIL awarded 9 blocks
 - OIL has been awarded 12 blocks under 2nd & 3rd Round of OALP and 4 blocks under 4th Round of OALP..
- Monetization of marginal fields through Discovered Small Fields (DSF) Policy:
 - DSF 1st and 2nd round completed OIL awarded 3 blocks



Positive Policy Environment

- **Unconventional Exploration Policy for PSUs**
- **National Data Repository to facilitate Open Acreage Offer**
- **National Seismic Program - OIL mandated for 2D Acquisition, Processing & Interpretation in North East India.**
- **Action areas under the NE Vision for upstream sector:**
 - Policy framework for streamlining the working of production sharing contracts in respect of pre-NELP and NELP blocks – August, 2018**
 - **Sharing of royalty & cess on Pre-NELP blocks by all participants**
 - **Additional Extension of Exploration and Appraisal Period upto 2 years and 1 year respectively**
 - **Marketing including Pricing Freedom on Natural Gas**
 - **Applicable to future as well as existing discoveries commencing commercial production after 1st July 2018**

Source: Ministry of Petroleum & Natural Gas, Govt. of India



To Summarize



2nd Largest Public Sector E&P Company

...With Strong Credit Metrics

- Steady and sustained growth
- financial health Sound
- Strong operating track record
- 6 decades of E&P expertise
- Spreading wings: NE – Pan India – Global
- Large prospective E&P acreage
- Pioneer in Pipeline Transportation
- Acquisition of discovered and producing assets
- Diversifying into new areas but core focus remains in E&P





Thank you

