



OIL AND NATURAL GAS CORPORATION LIMITED

COMPANY SECRETARIAT

ONGC/CS/SE/2018

17.08.2018

| | |
|--|--|
| National Stock Exchange of India Ltd. Listing Department Exchange Plaza Bandra-Kurla Complex Bandra (E) MUMBAI – 400 051 Symbol- ONGC ; Series - EQ | BSE Limited Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI – 400 001 BSE Security Code No.- 500312 |
|--|--|

Sub: Presentation for international road show

Sir/ Madam,

It is proposed to make the presentation as per the attachment at the non-deal International road show in connection with the disinvestment of holdings in the Company by the Government of India.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulation, 2015, this is to inform that representatives of the Company will attend the said road show scheduled to be held at USA during 20th to 24th August, 2018.

Further, the aforesaid presentation would also be uploaded on the website of the Company in terms of Regulation 46(2) (o) of Listing Regulations 2015.

Thanking you,

Yours faithfully,

For Oil and Natural Gas Corporation Ltd.


M E V Selvamm
Compliance Officer &
Company Secretary

Encl: As above (32 no. of slides)



Corporate Presentation

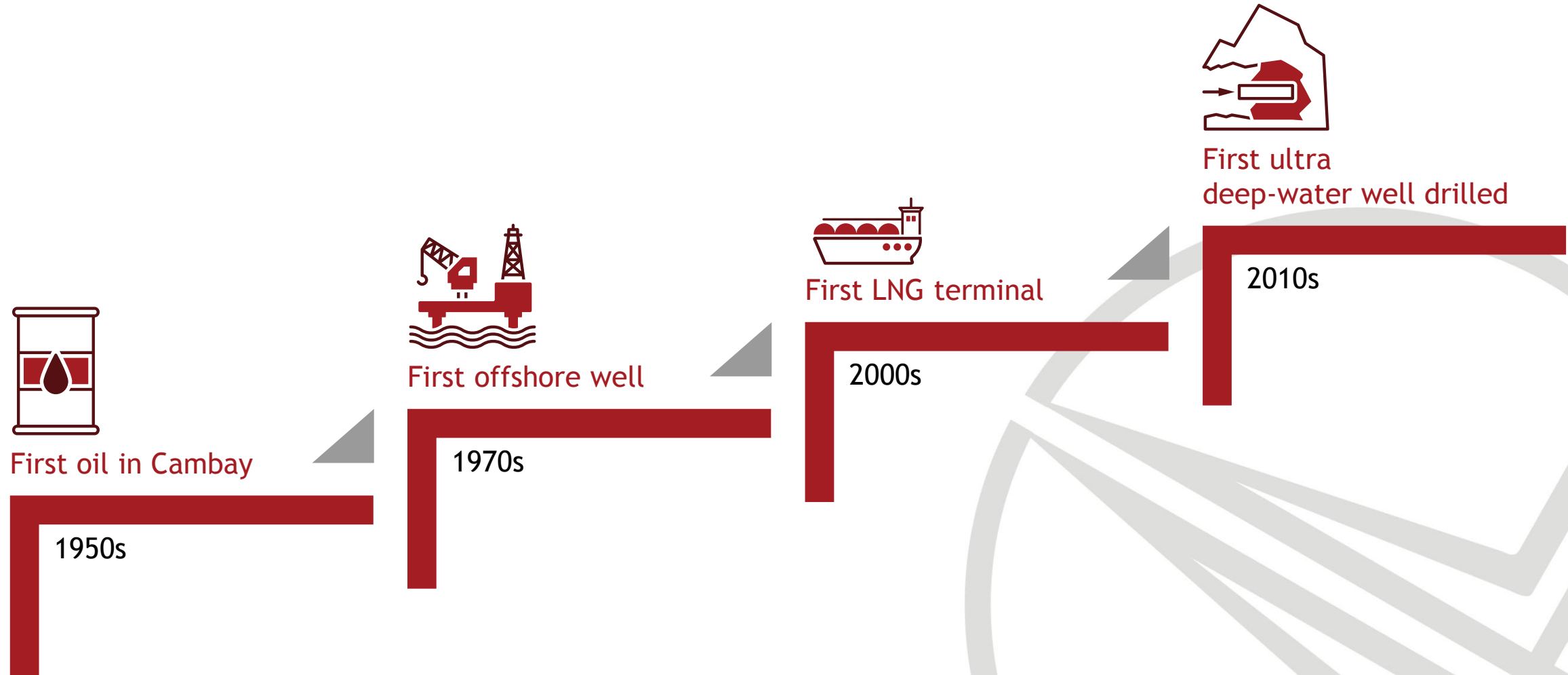
August 2018



Disclaimer

- This presentation does not provide individually tailored advice but is an effort to express views that may be considered debatable, and may not conform to different views on the topic and does not contain any information of strategic nature emerging from the ONGC group of Companies.
- The Company has prepared this presentation based on information available to it, including information derived from public sources that have not been independently verified. While reasonable efforts have been made to provide reliable information through this presentation, no representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein. Neither the Company nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from use or reliance on this presentation or its contents or otherwise arising in connection therewith.
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- This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner.

Pioneered many firsts in the Indian energy landscape



ONGC - The backbone of India's energy growth

Accolades and Global Rankings



**Maharatna:
Govt. crown jewel**



1 in 8 out of 250+ PSUs to be recognized due to its net worth, profit after tax, turnover & global presence



**# 197 in Fortune
Global 500**



Ranked **5th globally** in the 'mining and crude oil production' industry category

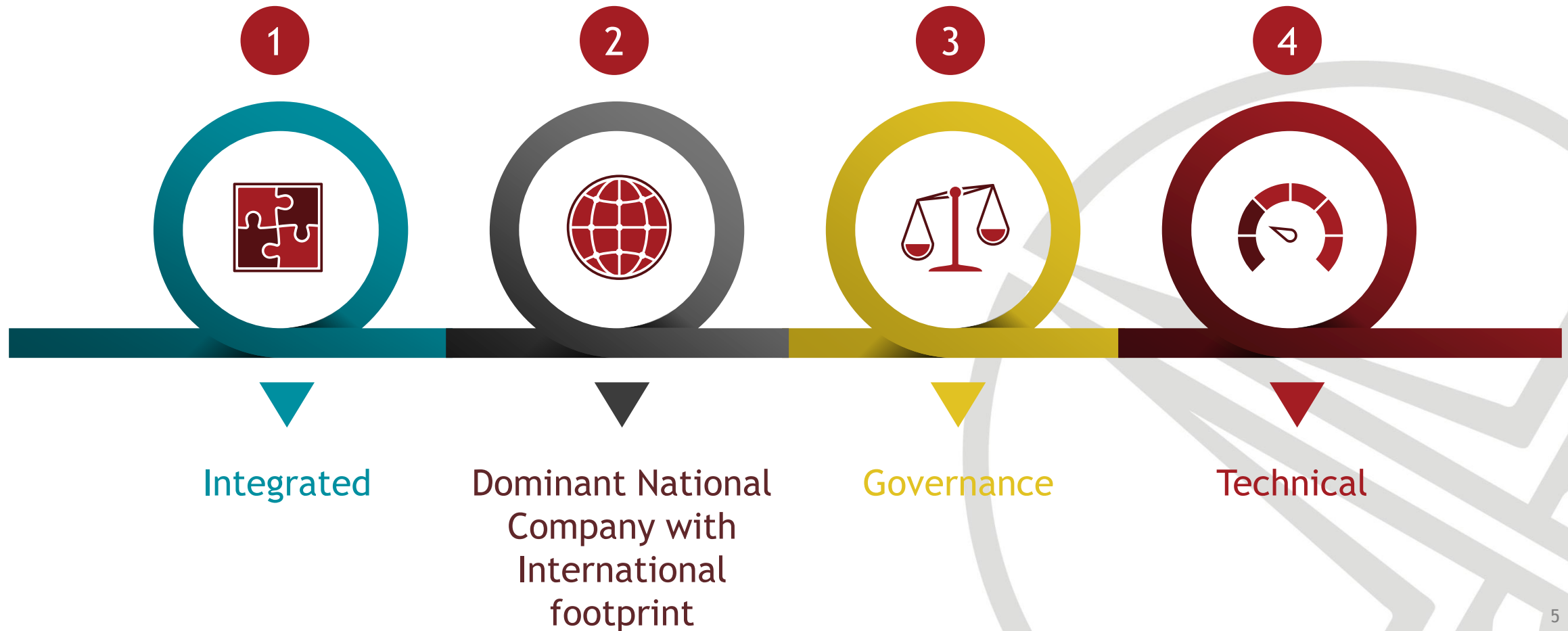


**# 266 in Forbes
Global 2000**

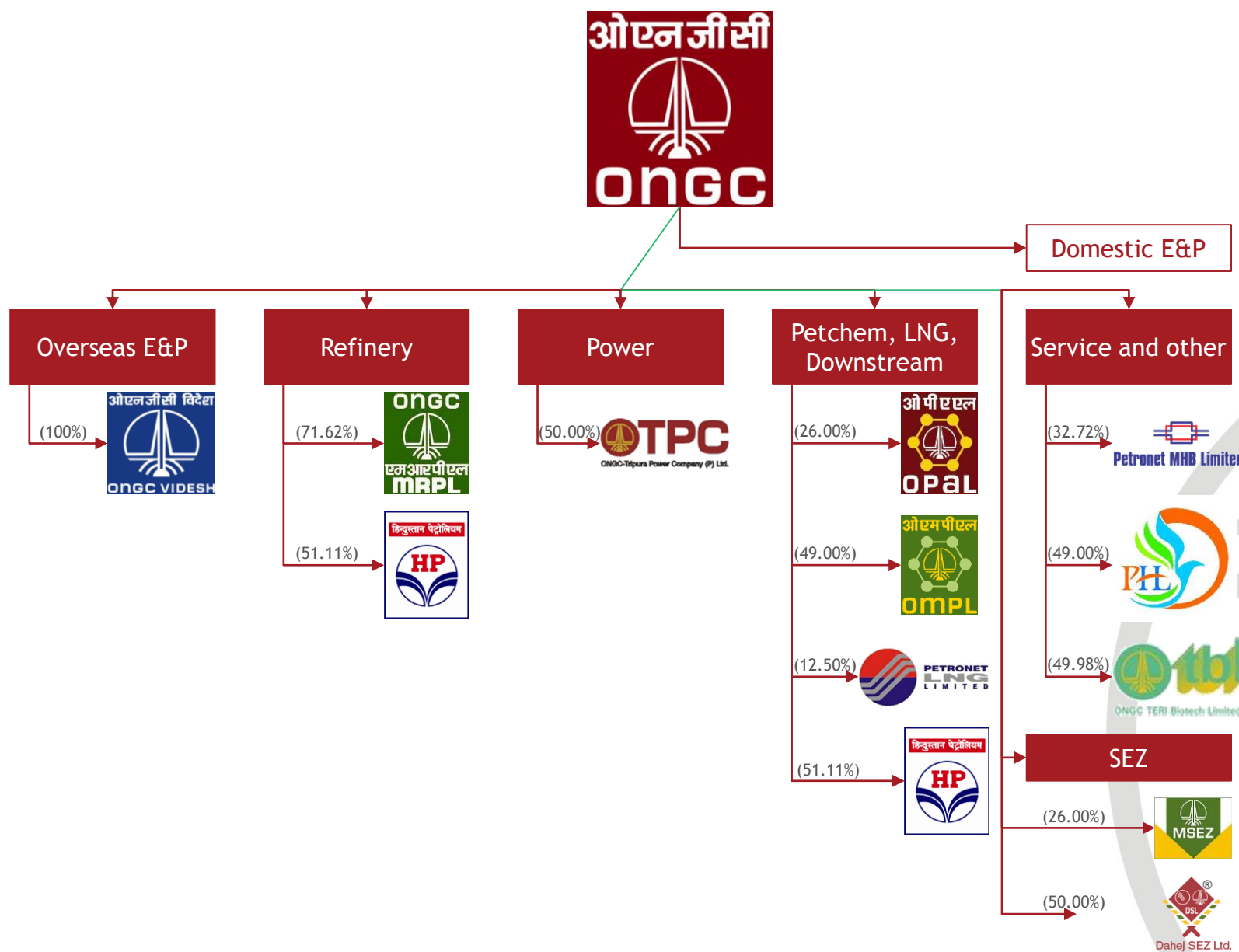


First among Indian National Oil & Gas companies

Key strengths enabling sustainable competitive advantage



Integrated: Dominant National Energy conglomerate with interests spanning across the oil and gas value chain and strong international footprint



1863
MMTOE
2P Reserves






1.4
Reserve
Replacement
ratio
(5 yr. avg.)

> ₹
3622
Bn

Gross Revenue
in FY 18

ONGC has a holistic portfolio of strong performers in their respective industry category

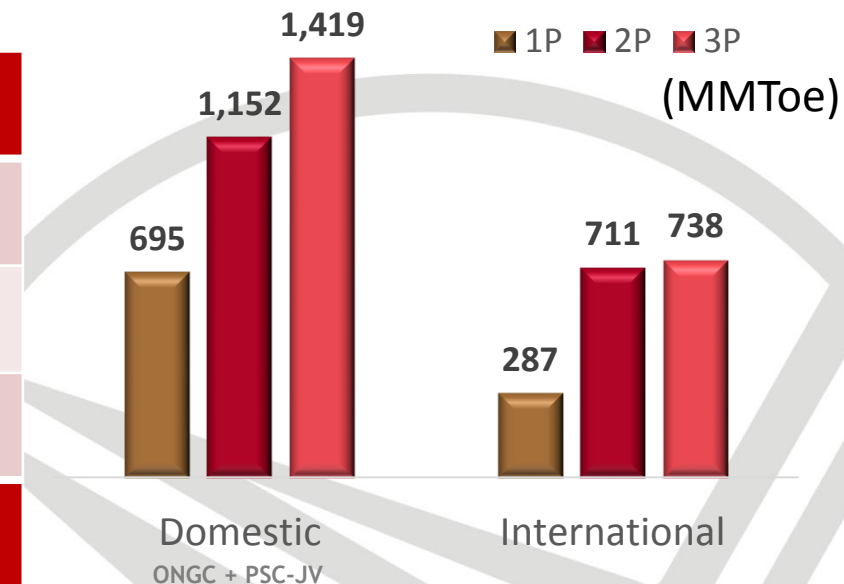
Selected portfolio companies

| | | |
|------------|---|--|
| E&P |  | <ul style="list-style-type: none"> Domestic NOC producing 25+ MMT crude and 24+ BCM natural gas per annum Assets spread across the country with 2P reserve accretion at ~ 70 MMTOE in FY18 |
| |  | <ul style="list-style-type: none"> Overseas E&P arm with 40+ projects in 20 countries producing 14+ MMTOE in FY18 15% YoY growth in last 5 years |
| Downstream |  | <ul style="list-style-type: none"> 15.8 MMTPA Refinery and 48.99% stake in 11.3 MMTPA HMEL refinery & 16.96% share in MRPL India's 2nd largest oil marketing company with a strong petrochemical vertical 15,000+ retail outlets across India for marketing lubricants, auto fuel & non-fuel |
| Refinery |  | <ul style="list-style-type: none"> 15 MMTPA state-of-the-art Refinery Highest-ever throughput during FY18 - 16.31 MMT |
| Petchem |  | <ul style="list-style-type: none"> Largest Dual feed cracker in south Asia and 2nd largest in the world <ul style="list-style-type: none"> 1.1 MMTPA Ethylene Cracker |

ONGC Group: Reserves 1st April 2018

Reserves (2P)

| Mtoe | Oil | Gas | Total |
|--------------|---------------|-----------------|-----------------|
| ONGC | 459.22 | 6,77.51 | 1,136.73 |
| PSC JV | 9.58 | 5.78 | 15.36 |
| OVL | 332.61 | 378.75 | 711.36 |
| Total | 801.41 | 1,062.04 | 1,863.45 |

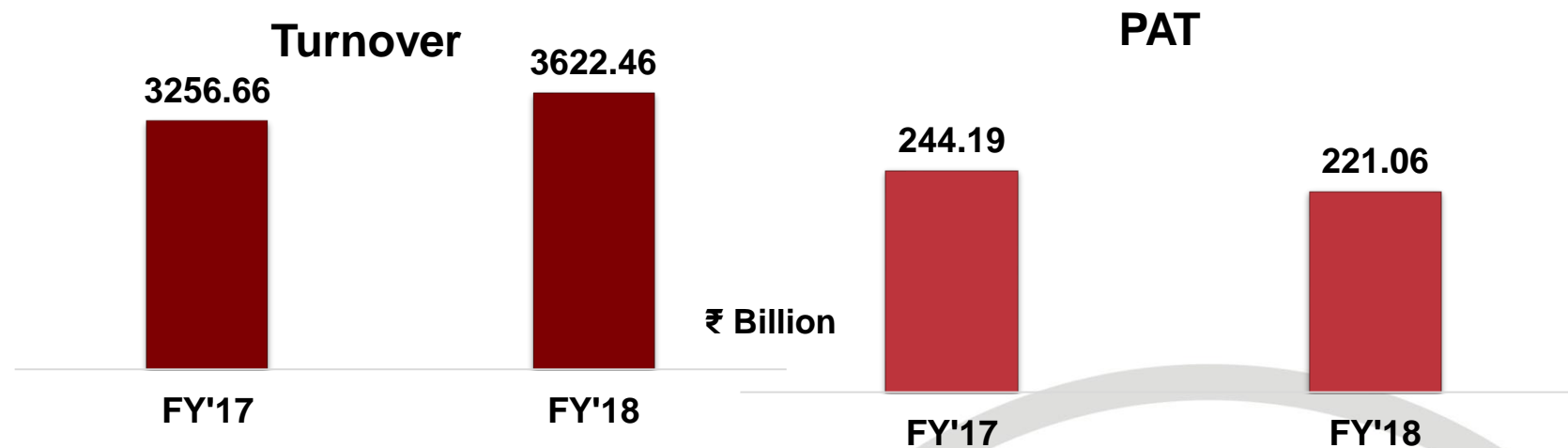


2P Reserves = 1,863.45 MMTOE

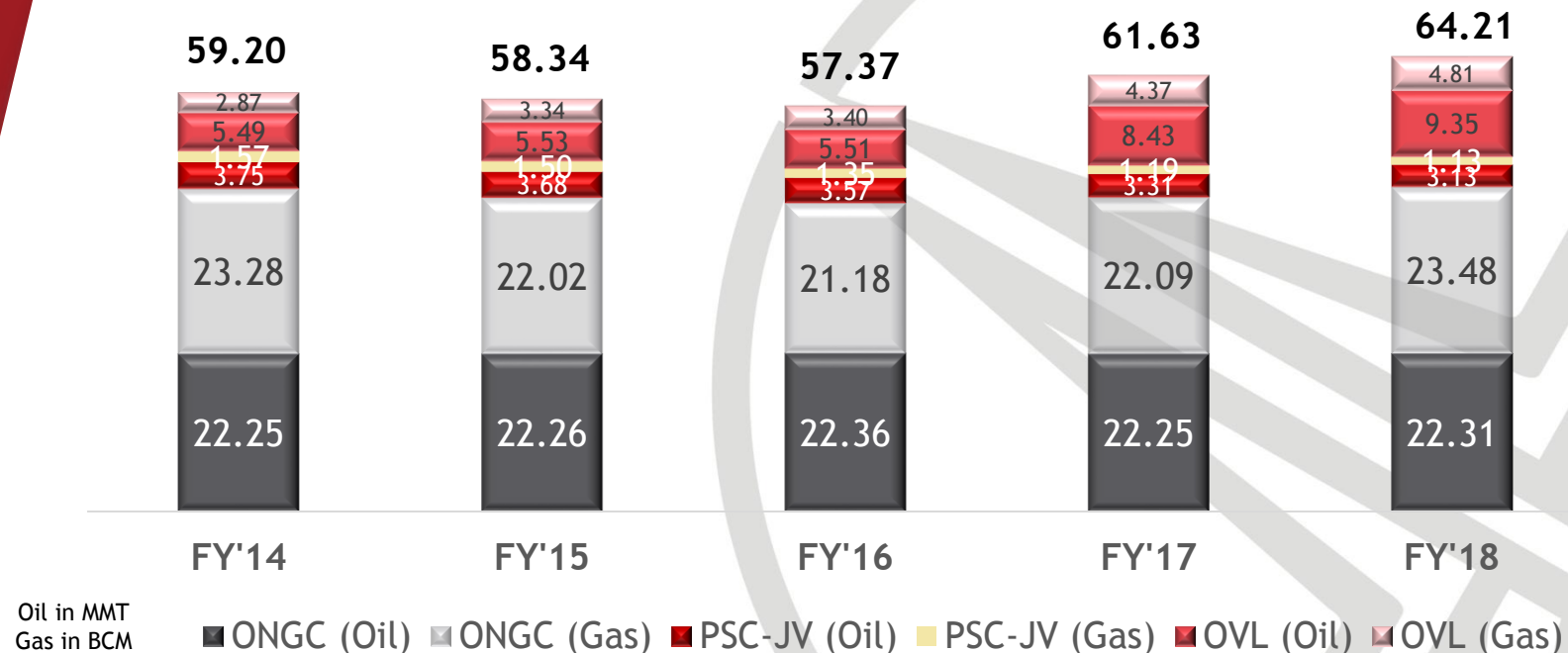
ONGC Group
Reserves

ONGC Group Revenue increased by 11% in FY18

ONGC Group Performance



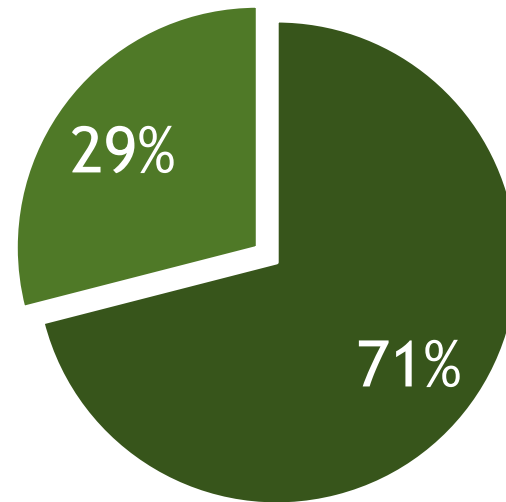
ONGC Group: O+OEG Production



Dominant National Oil Company

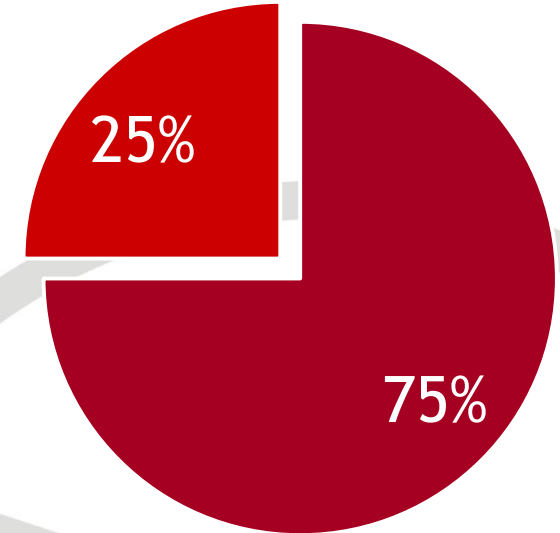
73 % contribution to
O+OEG production of
India

FY18: Crude oil production in
India 35.70 MMT



■ ONGC ■ OTHERS

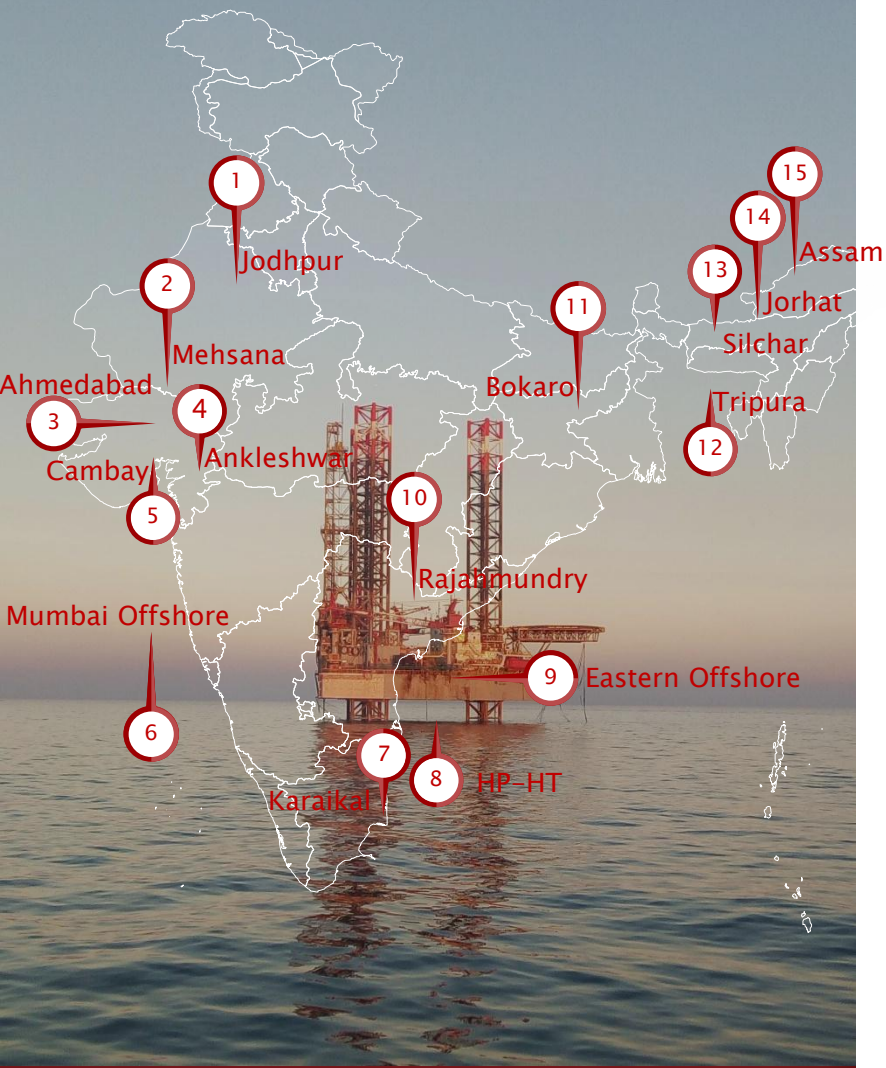
FY18: Natural gas production
in India 32.65 BCM



■ ONGC ■ OTHERS

Major Player in Petrochemicals in India;
No.2 position in production of HDPE,
LLDPE, PP

Domestic E&P



**25.43
MMT**

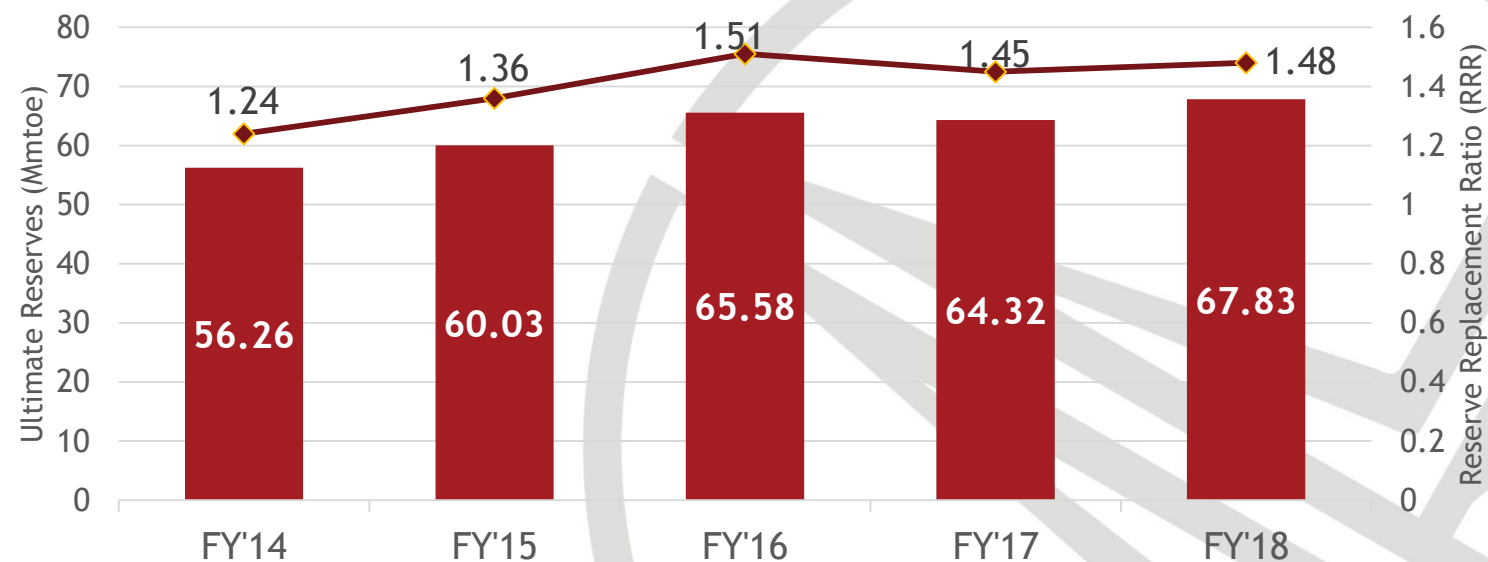
**24.61
BCM**

**3.39
MMT**

1 Crude Oil Production domestically in FY18

2 Natural Gas Production domestically in FY18

3 VAP Production domestically in FY18



2P Reserve Accretion RRR

3

ONGC 2P Reserve Accretion in India (MMTOE)

Domestic E&P: Resource Base

Offshore Installation
289

Onshore Installation
261

Process Complex
13

Well Head Platform
237

FPSO : 2*

Plants : 3

Institutes: 12

Diversified Manpower
31,769



Pipelines:
25,659 Km

OSVs/ MSVs
09+59*

Well Stimulation
Vessel: 1+1*

Seismic Crews 16+3*

Drilling Rigs
68+39*

Work-over Rigs
48+30*

Well Stimulation Units:
126

Well Logging units
28+65*

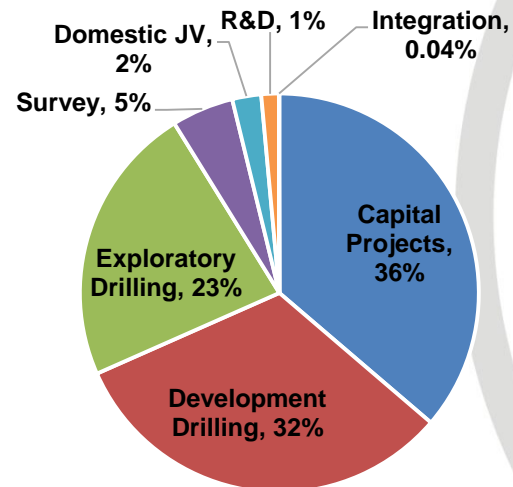
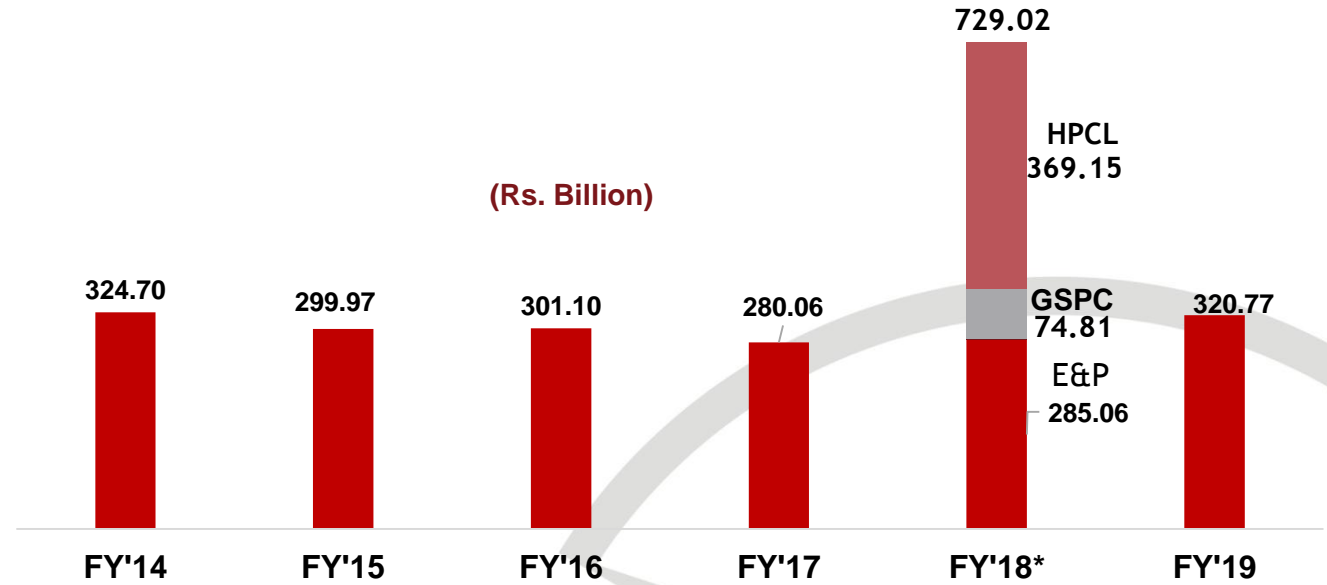
* Charter-hire

Domestic E&P

Rs.1934.85 Billion
Capex in last 5 years

- 16 Development Projects worth Rs.657.73 Billion under implementation
- Envisaged Gain: Oil 54.66 MMT, Condensate 8.030 MMm3, Gas 114 BCM

ONGC Capex



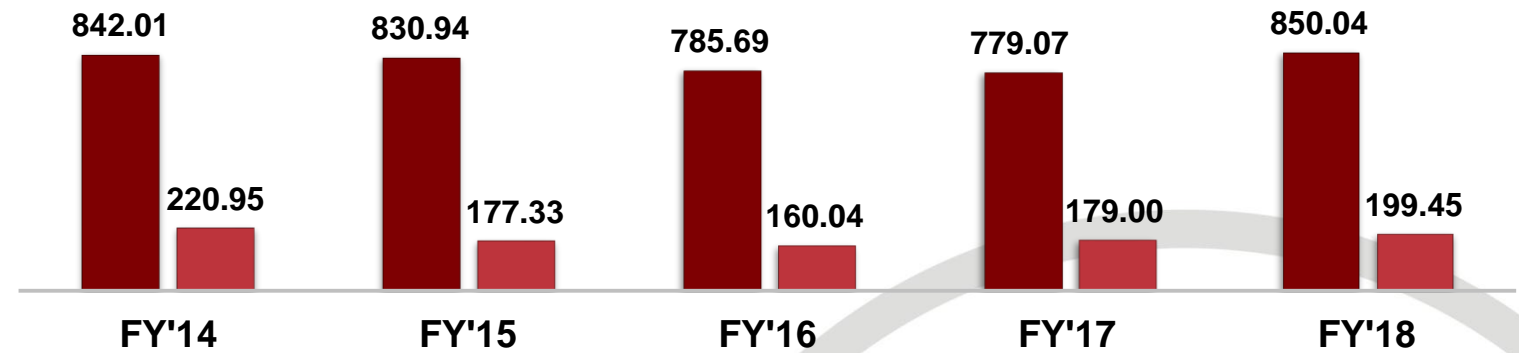
Planned Capex FY'19: Rs. 320.77 Billion

Domestic E&P

ONGC: Financials

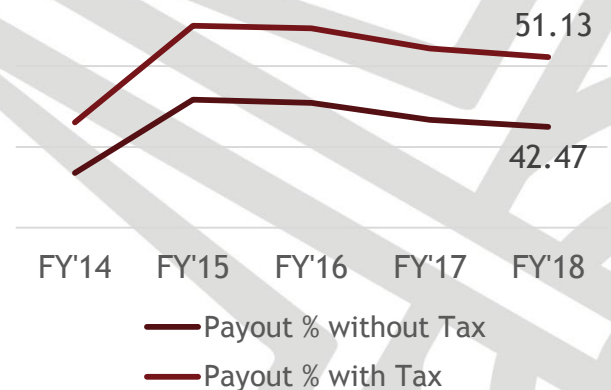
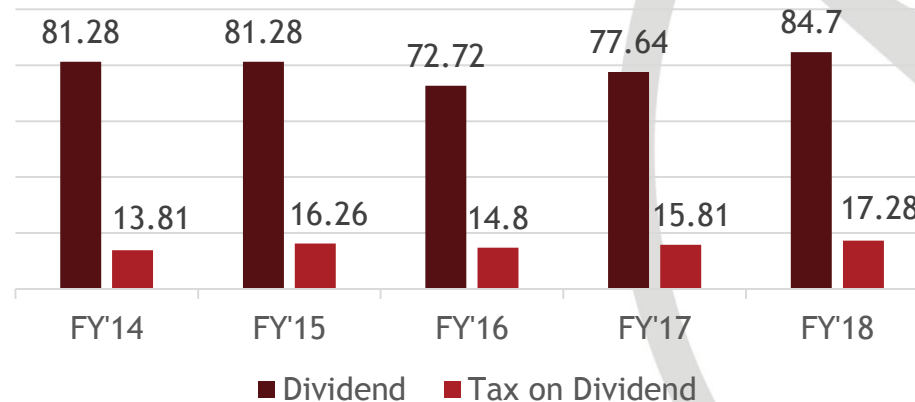
ONGC has consistently been an excellent financial value creator, regular dividend paying and contributing more than Rs. 5 Trillion to the exchequer

**FY18: Gross Revenue Rs.850.04 Billion;
PAT Rs.199.45 Billion**



FY18: Dividend 132 percent; total payout Rs.84.70 Billion

Plus Dividend Tax of Rs.17.28 Billion



Domestic E&P

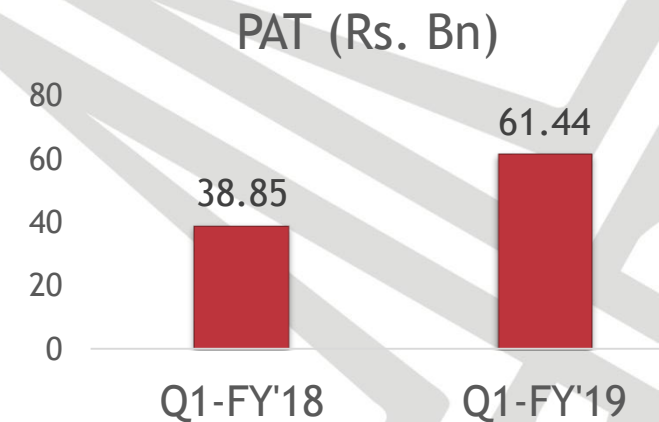
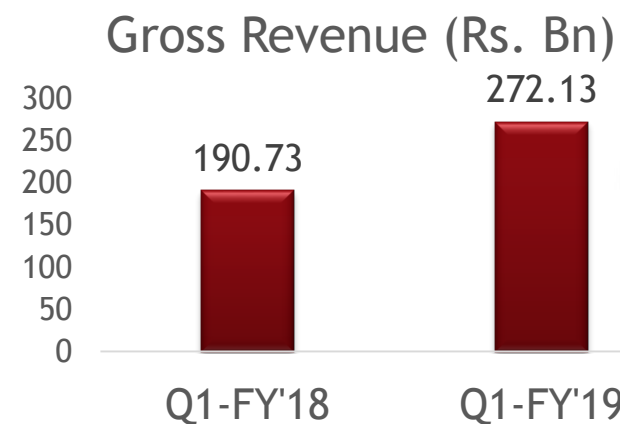
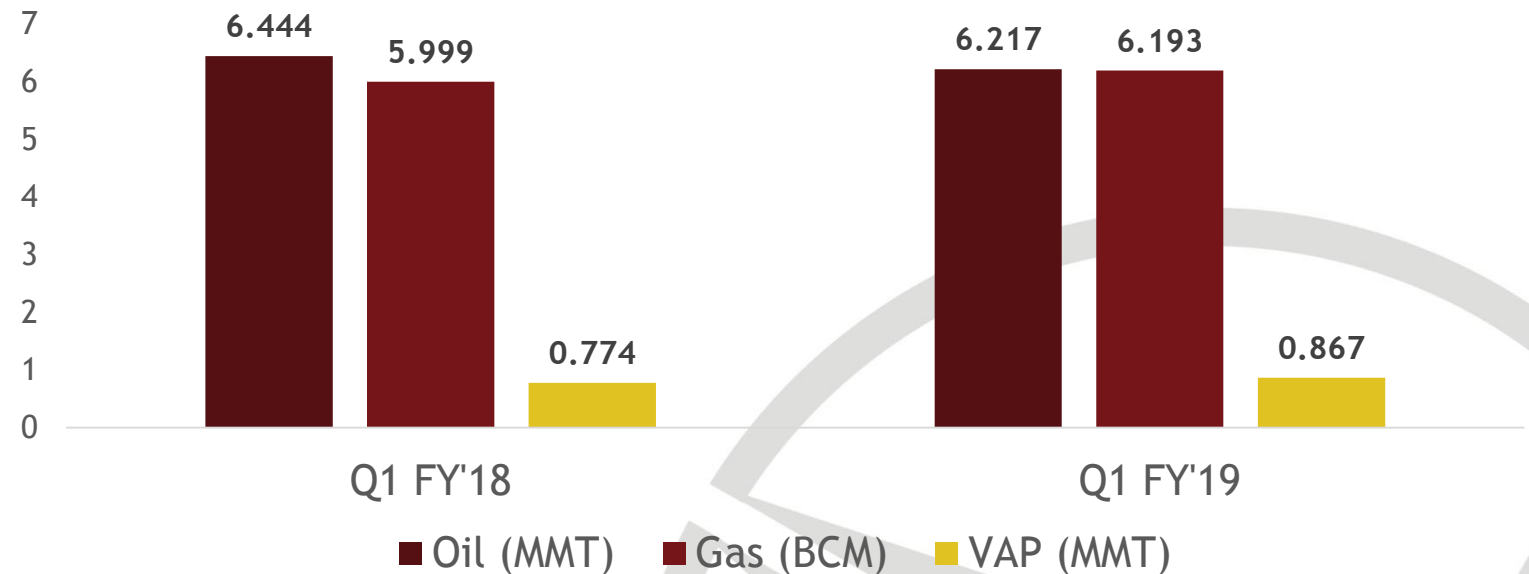
...and growth story continues.....

Net Profit Rs.61.44 Billion,
up 58.1% QoQ



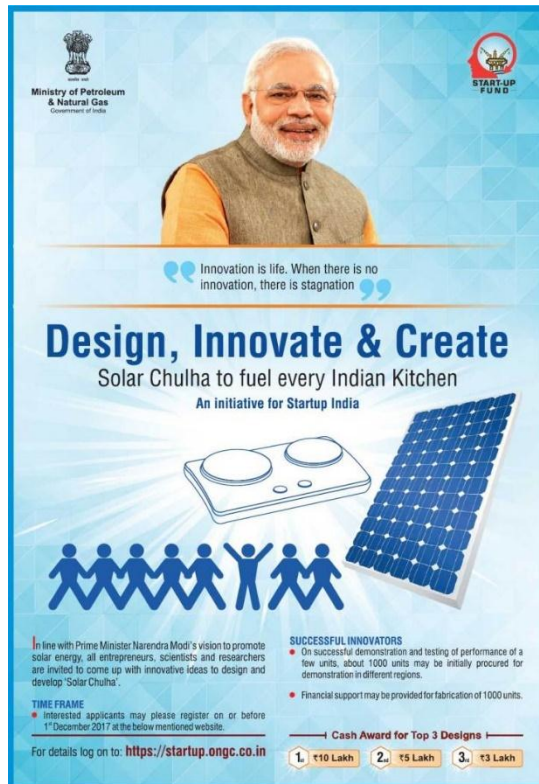
Q1 FY19 - Highlights

- Gross Revenue Rs. 272.13 Billion, up 42.7 % QoQ
- 3.4% increase in standalone Natural Gas production
- 12.0% increase in VAP production



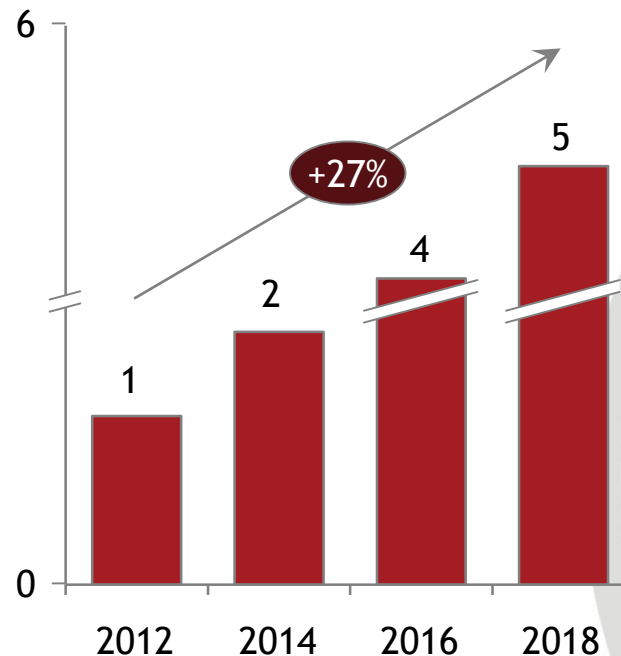
ONGC has continuously invested in societal benefit through conventional CSR spend & innovative contests

Solar Chulha: An energy efficient electric cooking stove



CSR spend has been continuously increasing...

CSR Spend (in Rs. Bn)



...with well defined focus areas



Environment Sustainability



Rural Development



Healthcare and Sanitation



Education and Creation of Livelihood



Promoting Sports



Women Empowerment



ONGC Videsh

International E&P arm :
Wholly owned subsidiary of
ONGC



Presence in 20 countries



2P Reserves of 711 MMtoe as on 01.04.2018



Overseas investment of ~USD 28 Bn till FY18

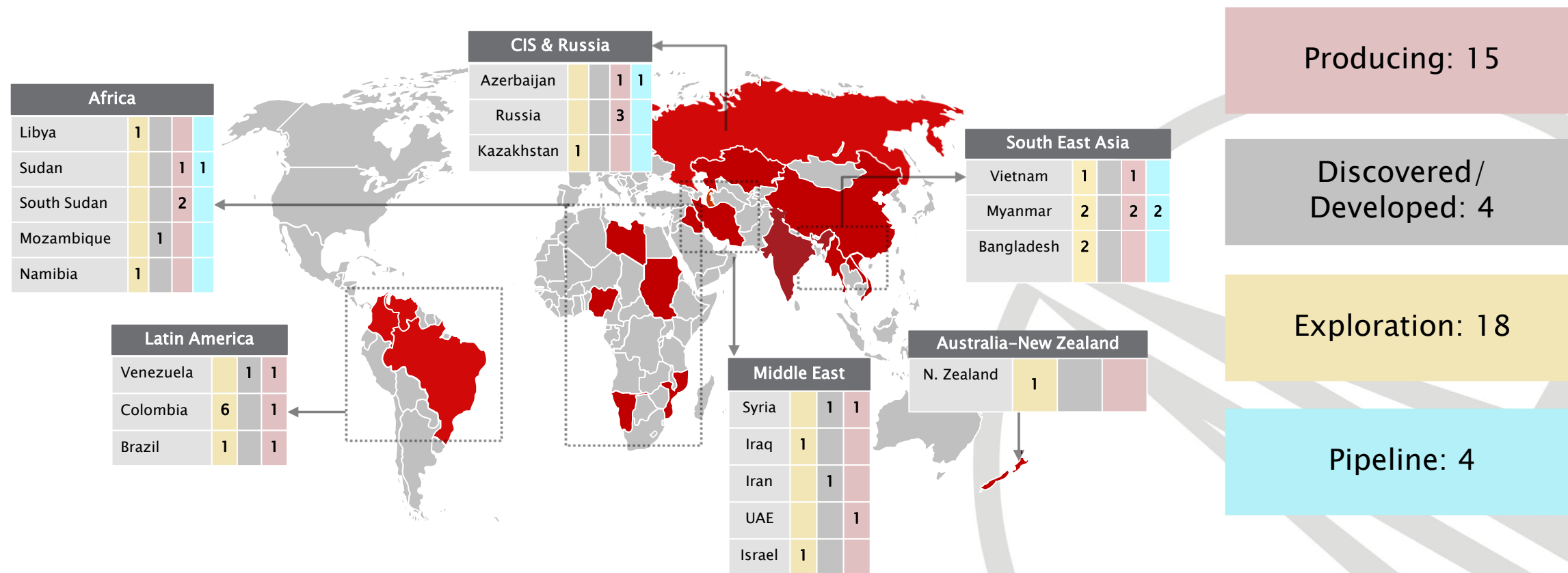


~15% YoY growth in production registered
in last 5 years



Highest-ever production of 14.16 MMTOE in FY18

Strong International Presence: With 41 projects globally, ONGC, through OVL, has established strong E&P presence across 20 countries outside India

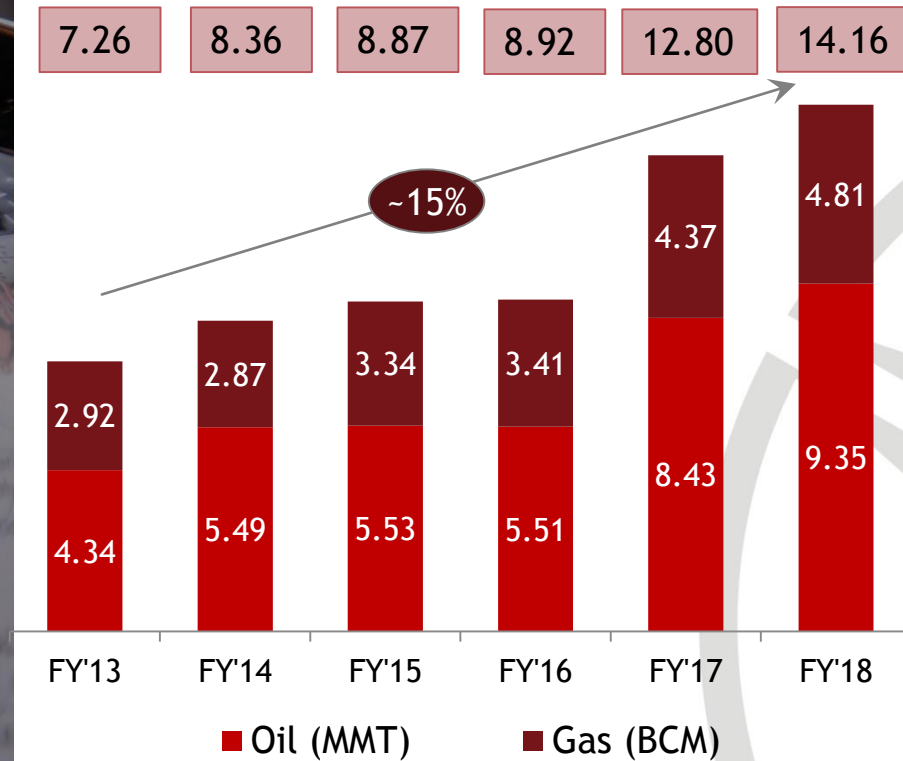




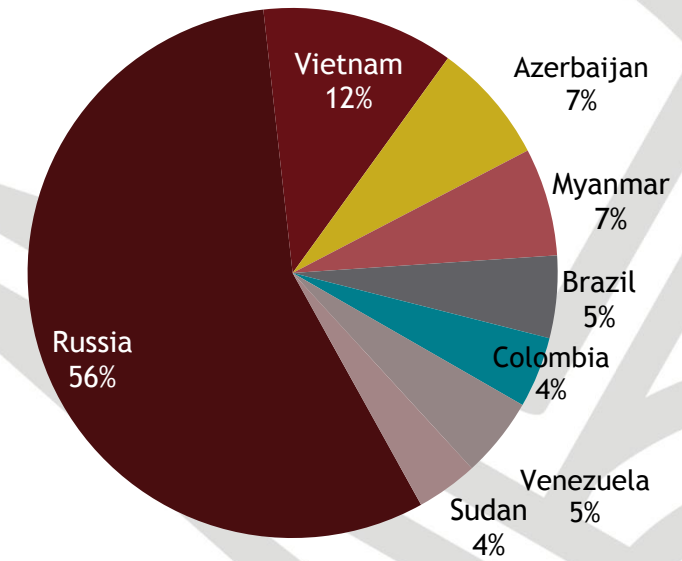
ONGC Videsh: Overseas Production

**FY18: Highest-ever production of 14.16 MMTOE
(increase of 11%)**

Incremental production mainly from Vankorneft & Zakum
Concession project in UAE during the year.



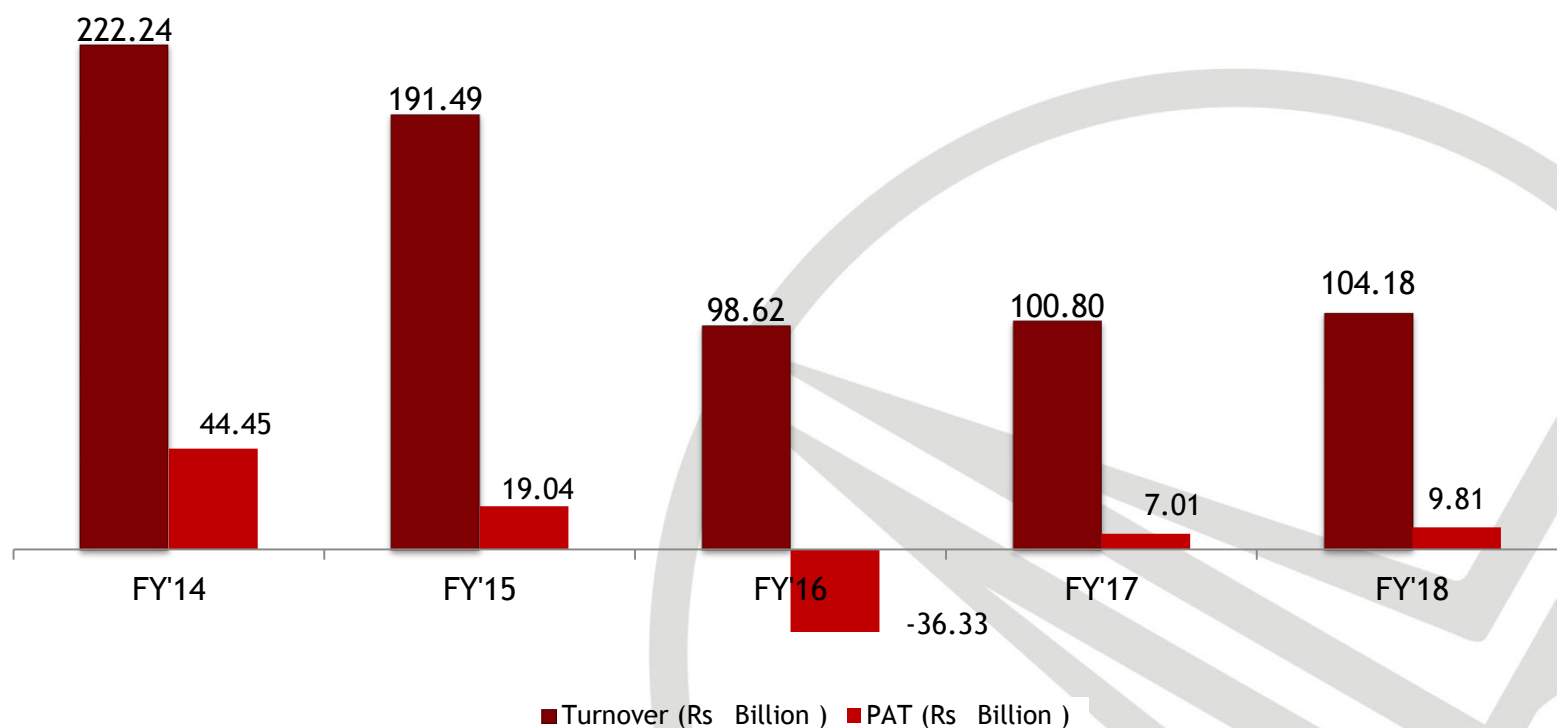
FY18: Country wise production





ONGC Videsh: Financials

Total Income & PAT

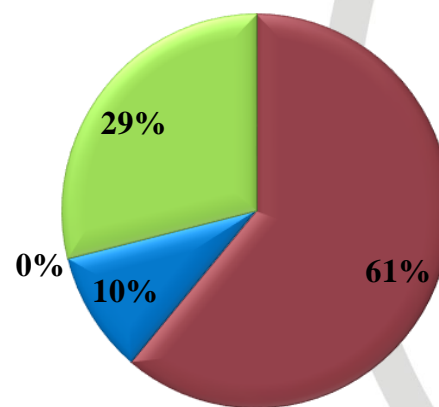
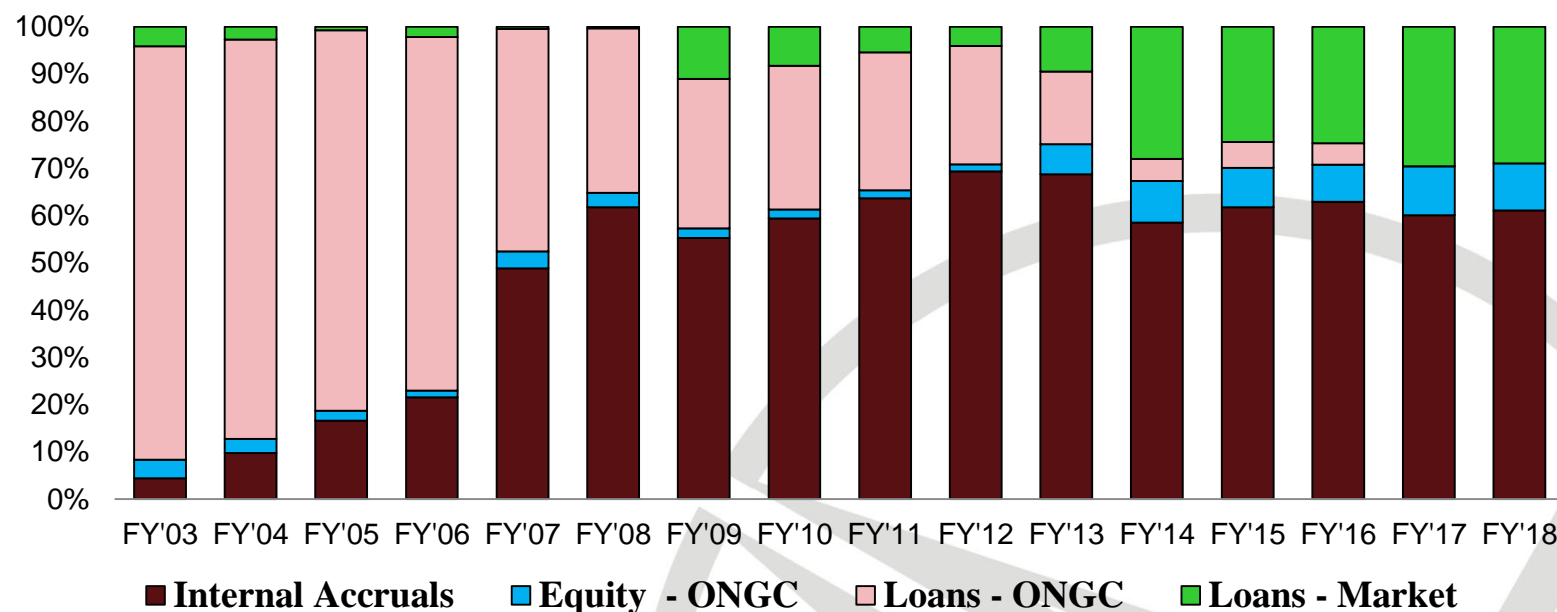


Revenue from FY16 onwards has been accounted on Equity method
(Ind AS)



ONGC Videsh: Financing of Investments

Investments largely financed from internal accruals



As on 31.03.2018
Rs. 1508.55 Billion (USD 28.36 Billion)

Acquisitions in last five years



ONGC Videsh:

Recent Acquisitions

| Acquired in | PI% | Assets |
|--|-----|-----------------------------|
| December, 2013 | 12 | BC-10, Brazil |
| January, 2014 | 6 | Area 1, Mozambique |
| February, 2014 | 10 | Area 1, Mozambique |
| May, 2016 | 15 | Vankorneft, Russia |
| October, 2016 | 11 | Vankorneft, Russia |
| February, 2018 | 4 | Lower Zakum Concession, UAE |
| <p>7 Exploratory Blocks:</p> <ul style="list-style-type: none"> • 2 each in Myanmar and Bangladesh, and 1 in New Zealand • 30% PI in Namibia PEL 0037 for Blocks 2112A, 2012B and 2113B • 25% PI in Block 32, Israel <p><i>Signed definitive binding agreements with Tullow Namibia Ltd. on 20 November 2017 for acquiring 15% PI in Namibia PEL 0030 for Block 2012A.</i></p> | | |



Hindustan Petroleum
Corporation Ltd.

Downstream major in fuel
retail and petrochemicals



2nd Largest Oil Marketing Company in India
with strong petrochemical vertical



Refining Capacity of 15.8 MMTPA standalone



Vast network of ~15,000 retail outlets
with Sales of over 36 MMT in FY18



Recorded increase in PAT during last five
consecutive years



India's No.1 Lube Marketer : 603 TMT

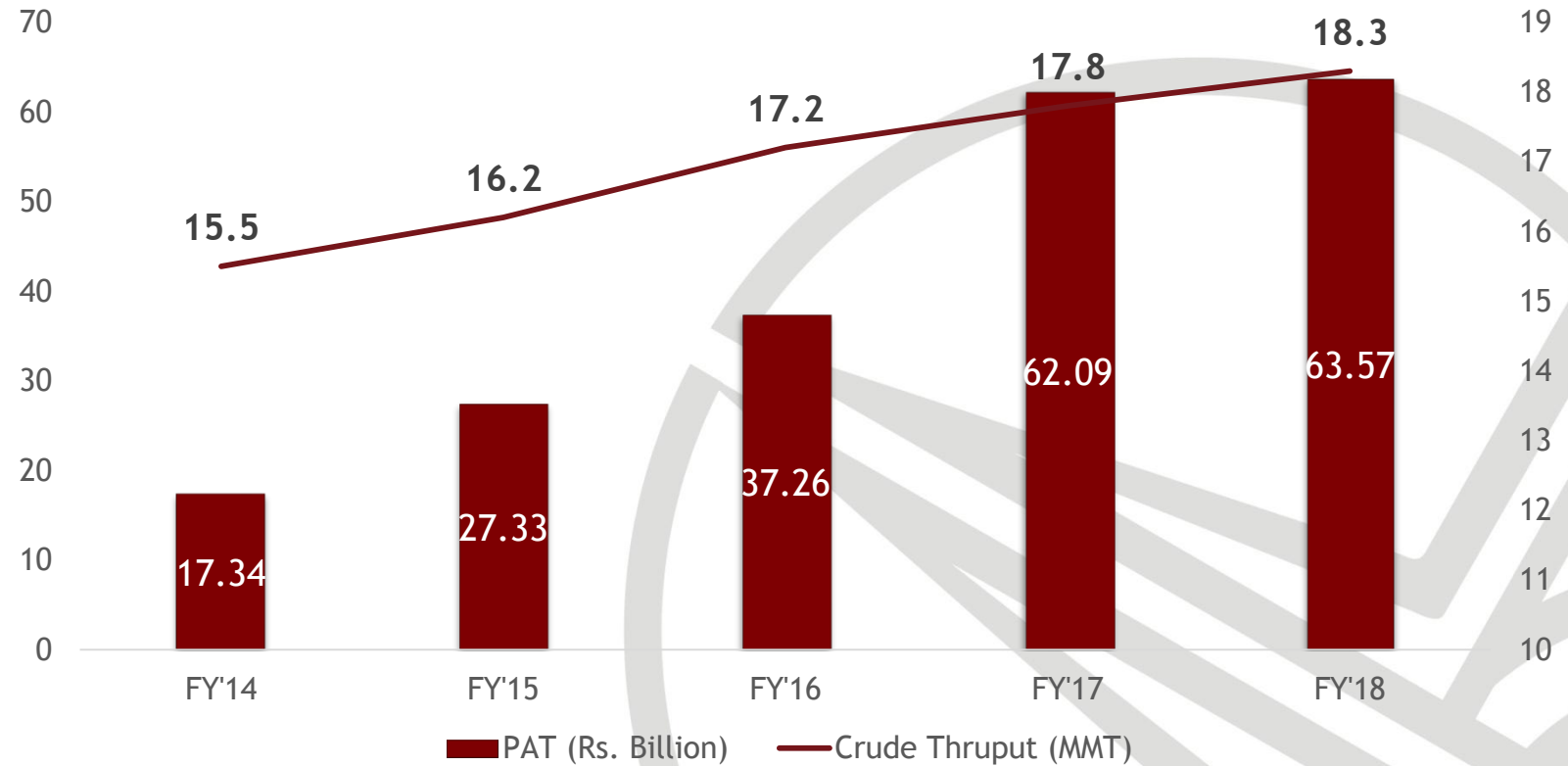


Hindustan Petroleum
Corporation Ltd.

Performance over the years

FY18: Performance Highlights

- Highest ever Market Sales : 36.9 MMT; Sales Growth : 4.7%
- Highest ever Refining Thruput : 18.3 MMT
- Highest ever Pipeline Thruput : 20.4 MMT
- Highest Ever Profit after Tax of Rs. 63.57 Billion





Mangalore Refinery and Petrochemicals Limited (MRPL)

Refining & Petchem Arm



15 MMTPA state-of-the-art Refinery,



Highest-ever throughput during FY18 - 16.31 MMT



Highest-ever production of:
Poly-propylene (264 TMT)
LPG (858 TMT)
Diesel (6,565 TMT)



Refinery Capacity planned to be increased in
Ph-IV Expansion

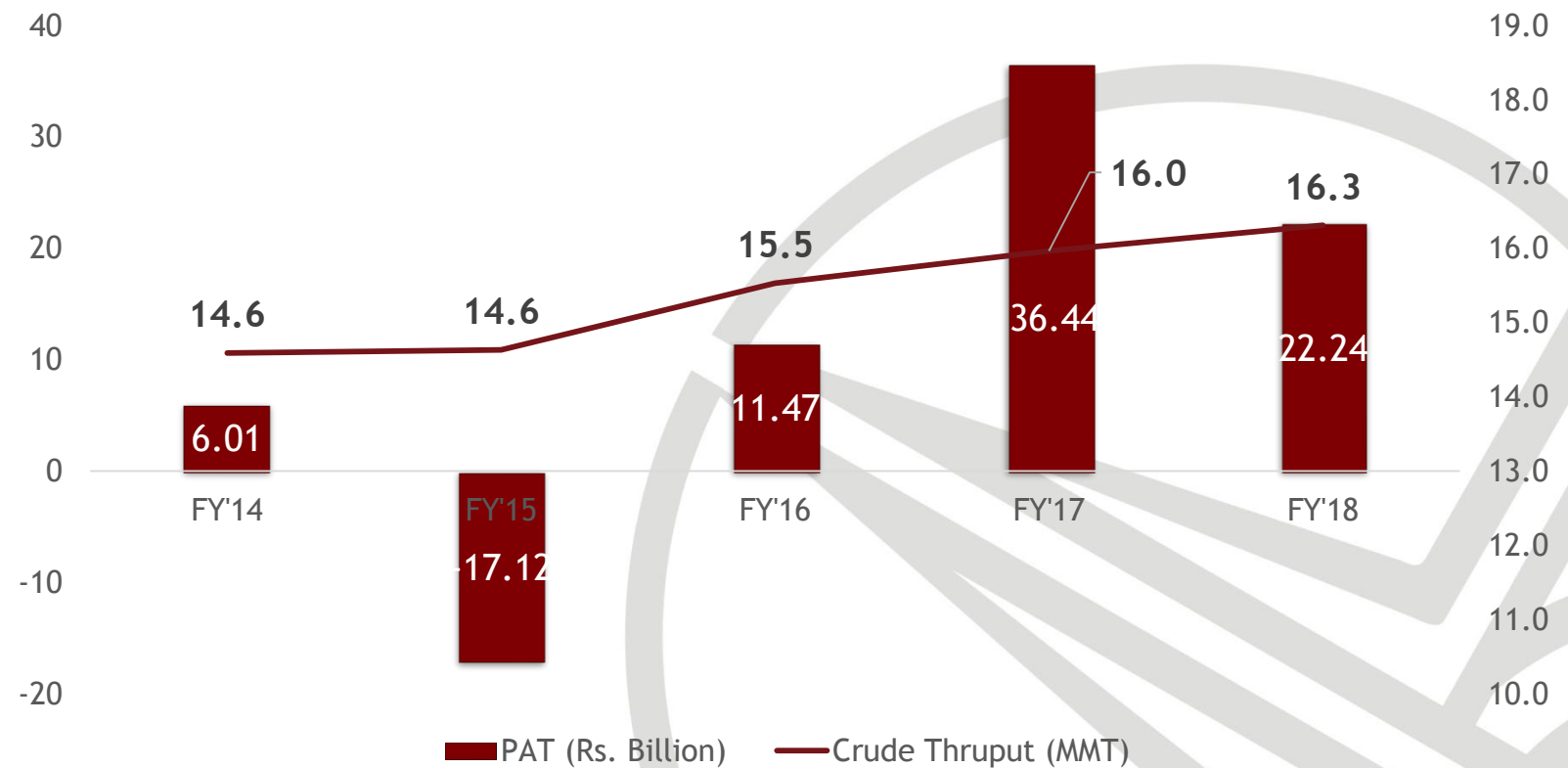


Mangalore Refinery
and Petrochemicals
Limited (MRPL)

Performance over the years

FY18: Performance Highlights

- Highest-ever throughput - 16.31 MMT
- Turnover of Rs. 630.67 Billion (exports Rs. 169.96 Billion)



PAT in FY17 includes exceptional item of Rs.15.97 Billion



ONGC Petro Additions
Limited (OPAL)

Focused petrochemical arm



Largest Dual feed cracker in South Asia and 2nd largest in the world (1.1 MMTPA Ethylene Cracker)



C2, C3 and C4 gas feed from ONGC Dahej Plant & Naphtha from ONGC Hazira plant



Domestic Capacity Share:
HDPE & LLDPE (20%), PP (7%)



Key products consist of Polypropylene, HDPE, LLDPE, Butadiene & Benzene



FY18 Total Income: Rs. 56.07 Billion (Rs. 1.14 Billion in FY'17)

Aromatic Petrochemical Complex producing Paraxylene & Benzene



ONGC Mangalore
Petrochemicals Ltd.
(OMPL)

JV focused on special petchem



Established brand for high quality products



Niche presence globally - 78% products exported



Key products with FY18 production in KT:

- Paraxylene (684),
- Benzene (194),
- Paraffinic Raffinate (207) and
- Hydrogen (20)



Integration of OMPL and MRPL planned to unlock value



ONGC Tripura Power
Company Ltd.(OTPC)

Regional thermal power plant

Combined Cycle Gas Turbine Thermal Power Plant

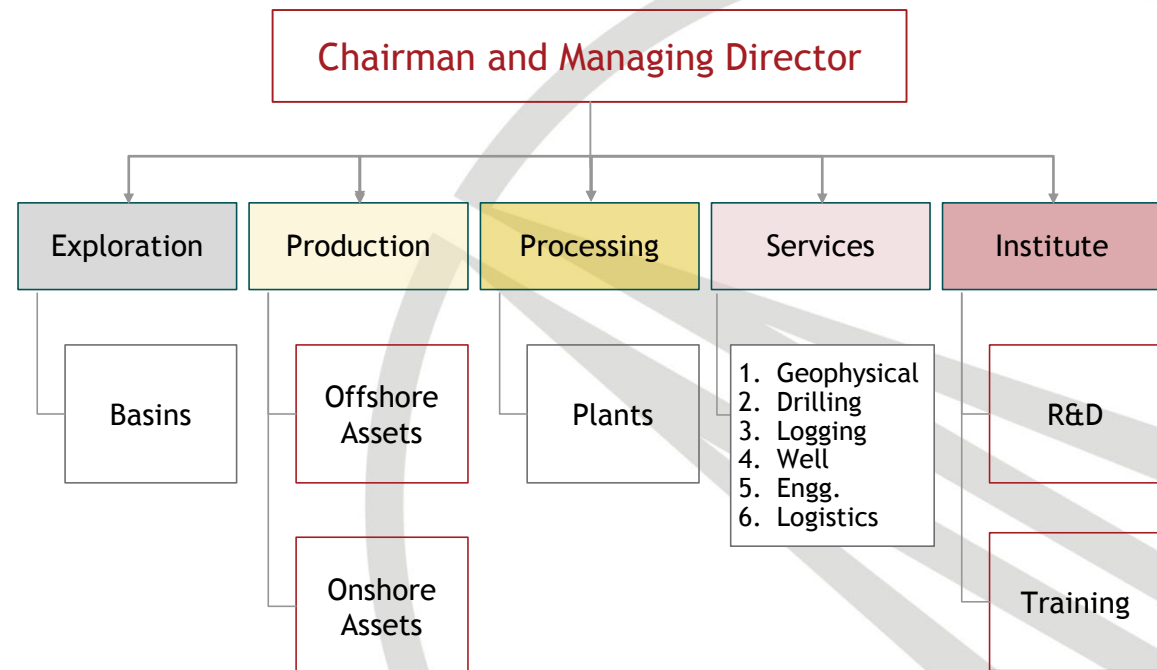
- 726.6 MW (363.3x2) Combined cycle power plant
- First Dividend paying standalone gas based power generation company in India
- Meets 35% power requirement of North Eastern states.
- Largest CDM approved project from India with 1.6mn registered CERs.

Governance: Strong governance structure with an experienced board and multi-functional organization

Robust board and active executive committee...



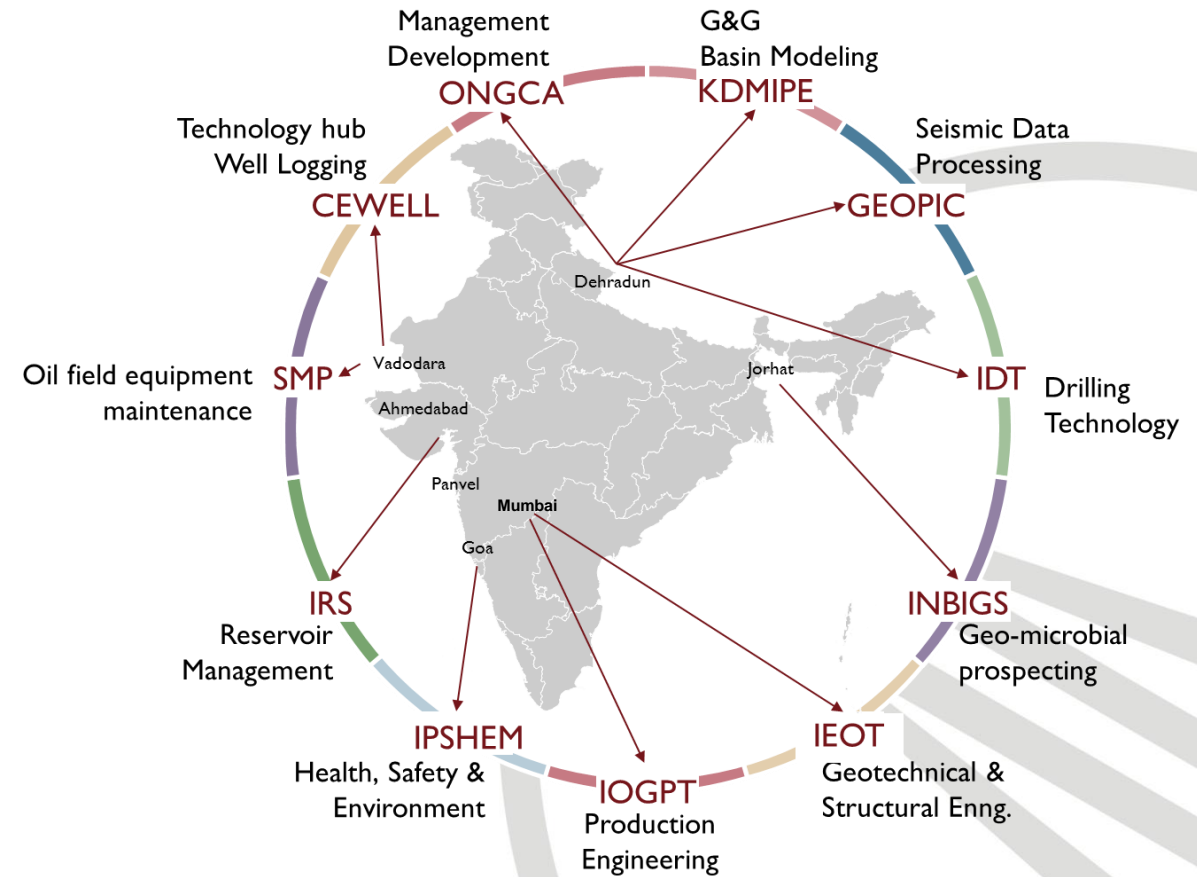
...supported by a technically sound multi-faceted org. structure



ONGC's 'learning institutes' spread across India

Technical Expertise

Continuous investment in enhancing expertise through world-class R&D & training institutes



Thank you

