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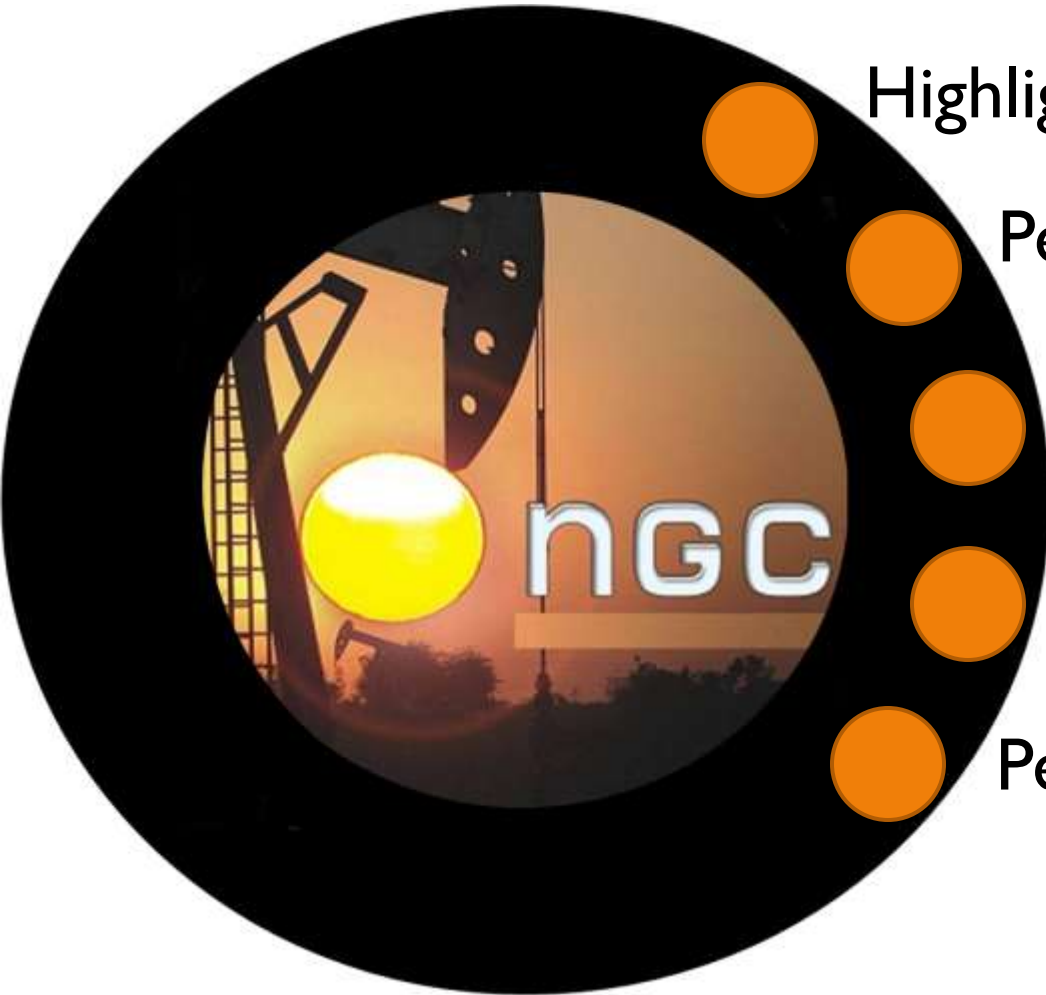
Vision

To be global leader in integrated energy business through sustainable growth, knowledge excellence and exemplary governance practices.



Investors & Analysts Meet, FY'12

Mumbai, 30th May 2012



Highlights FY'12

Performance FY'12

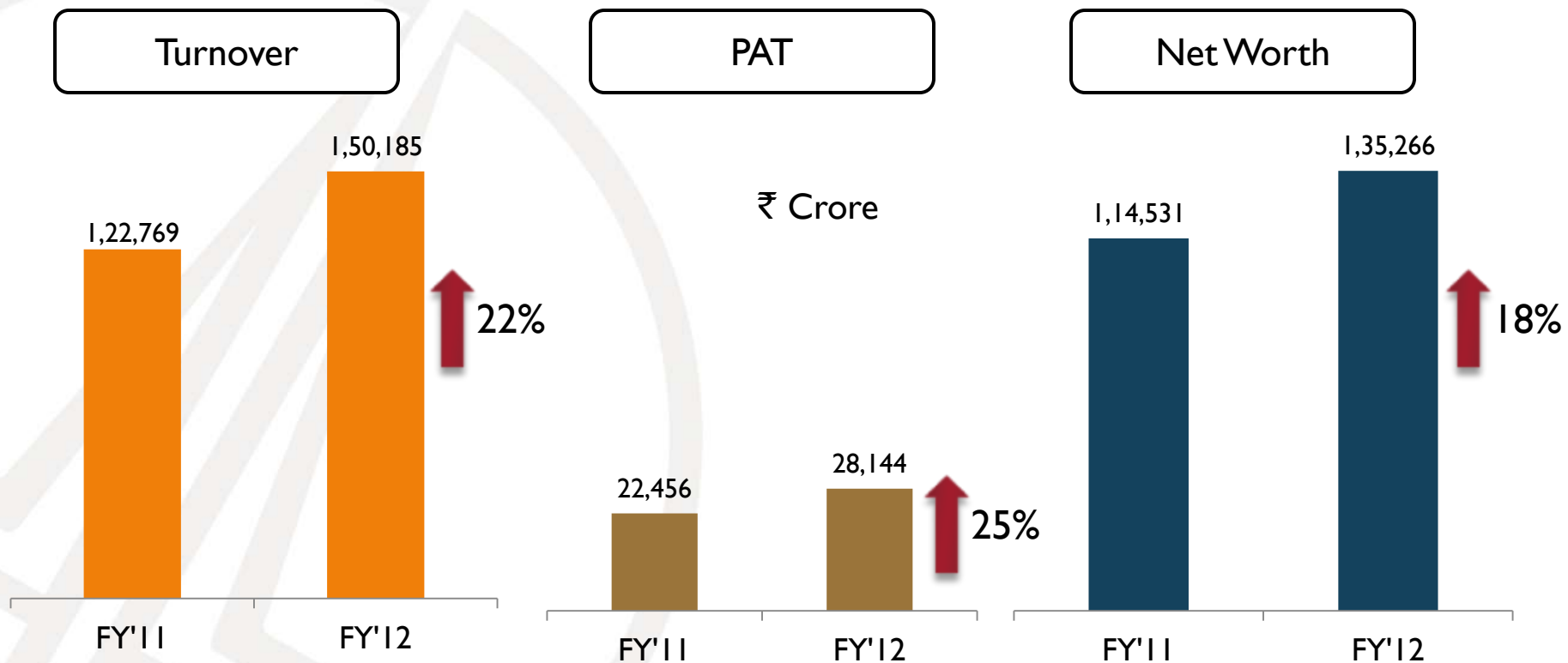
Pursuits

Our commitments

Perspective Plan 2030

- ▶ Reserve accretion highest in last 2 decades
- ▶ ONGC records highest-ever Turnover
- ▶ ONGC records highest-ever profit
- ▶ Highest-ever dividend
- ▶ ONGC shares highest ever subsidy
- ▶ Standalone ONGC's Net worth crosses ₹1,00,000 Crore

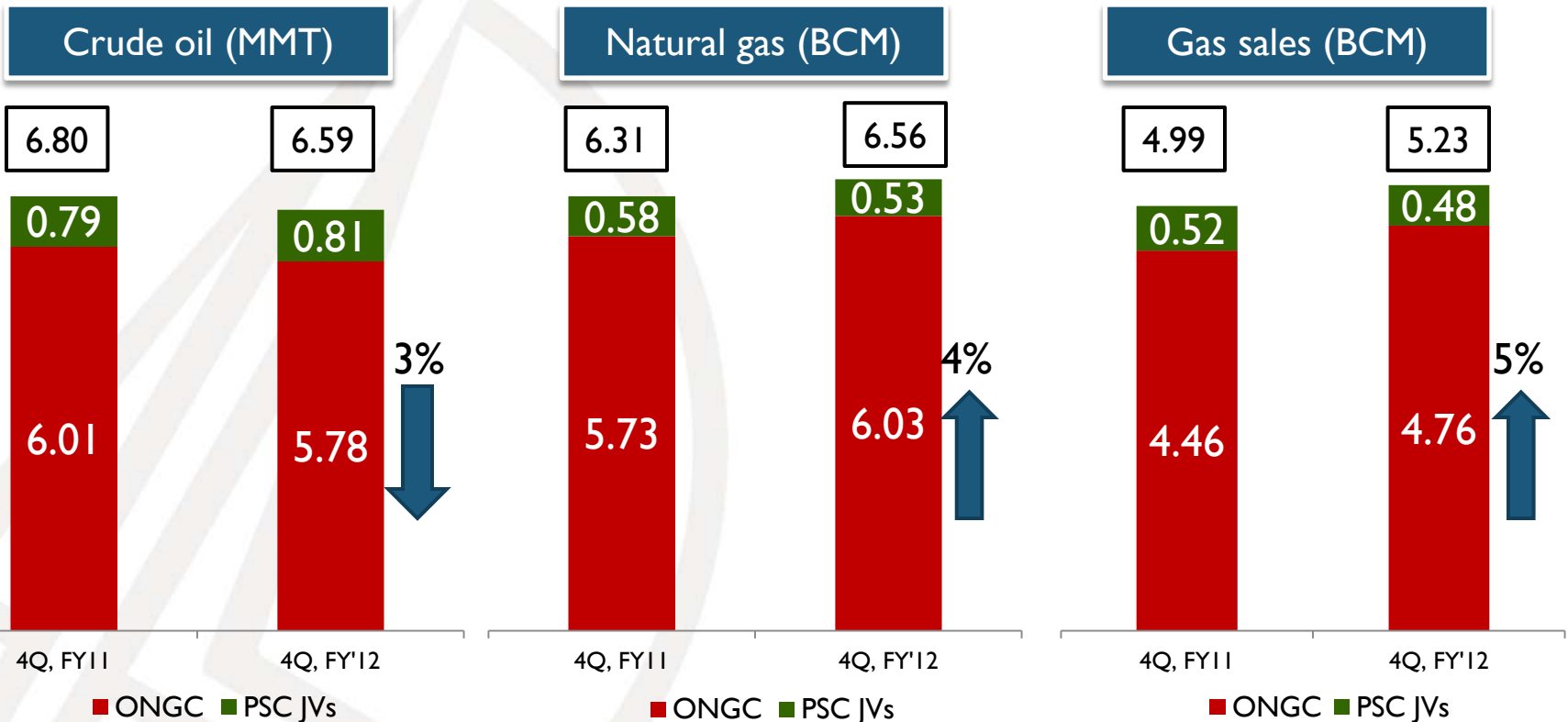
▶ Highest-ever Net worth; up 18%





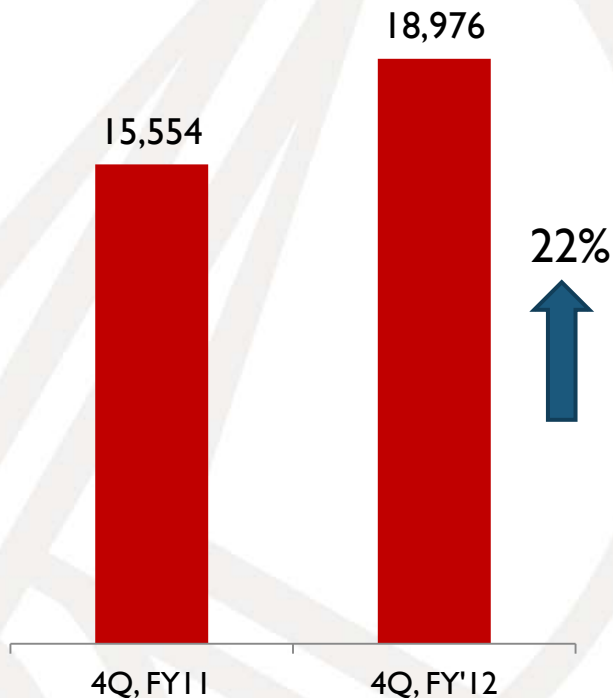
Performance FY' 12

▶ Gas sales up 5% over Q4, FY'11

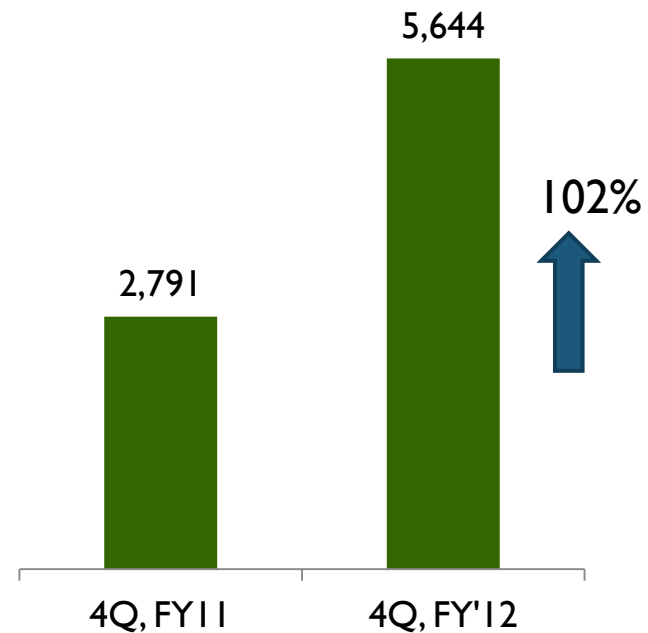


► Profit After Tax (PAT) up 102% over Q4, FY'11

Turnover (₹ Crore)



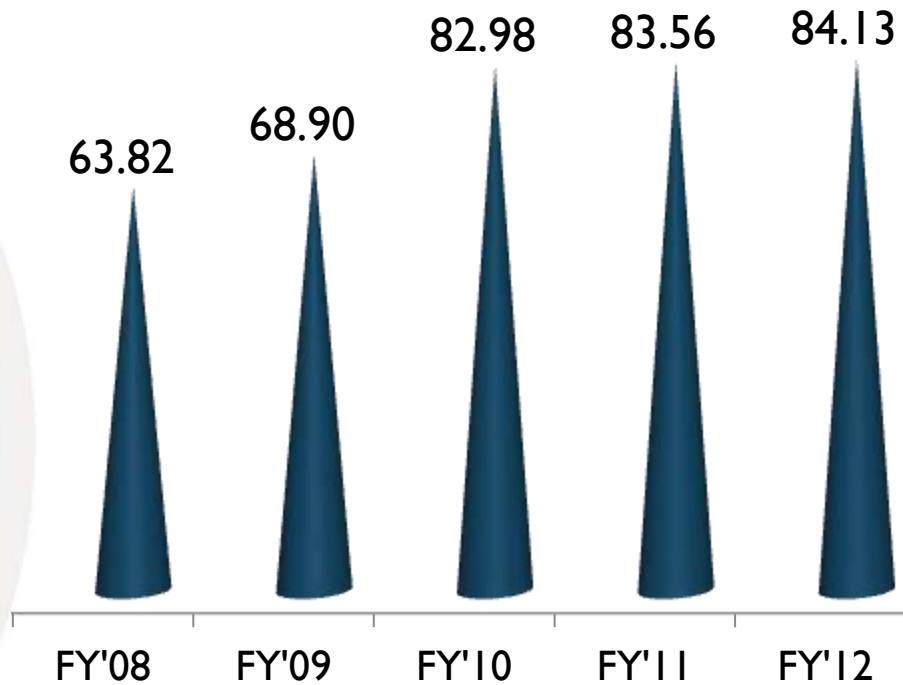
PAT (₹ Crore)



- ▶ Reserve accretion = 84.13 Mtoe; the highest in last 2 decades



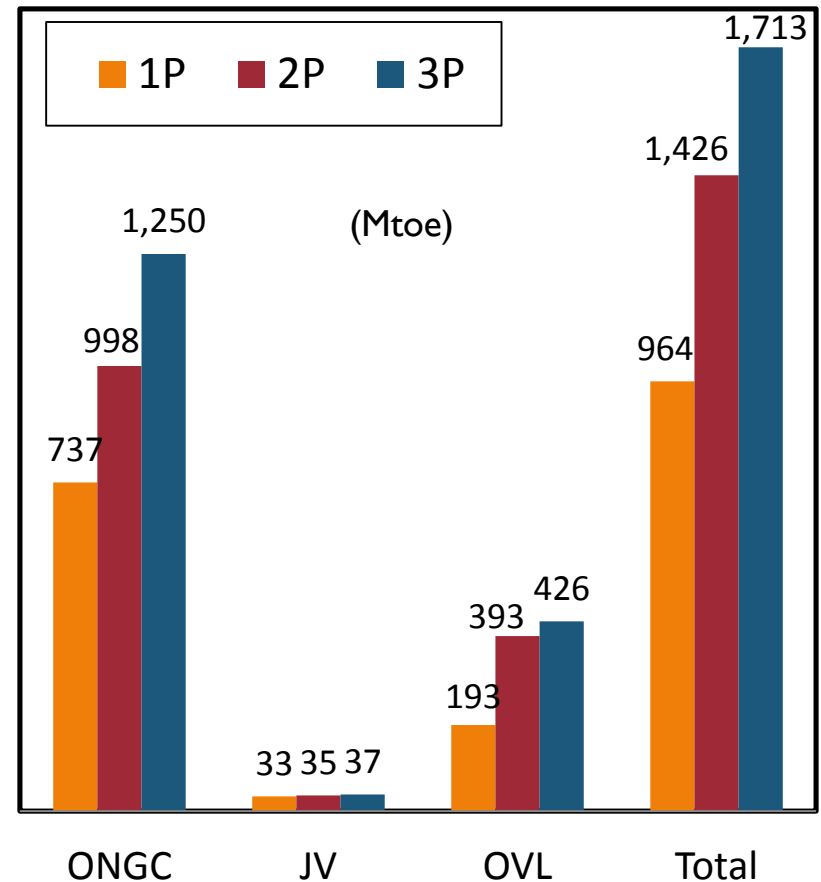
3P Reserve accretion (Mtoe)



Mtoe: Million tonnes of oil equivalent

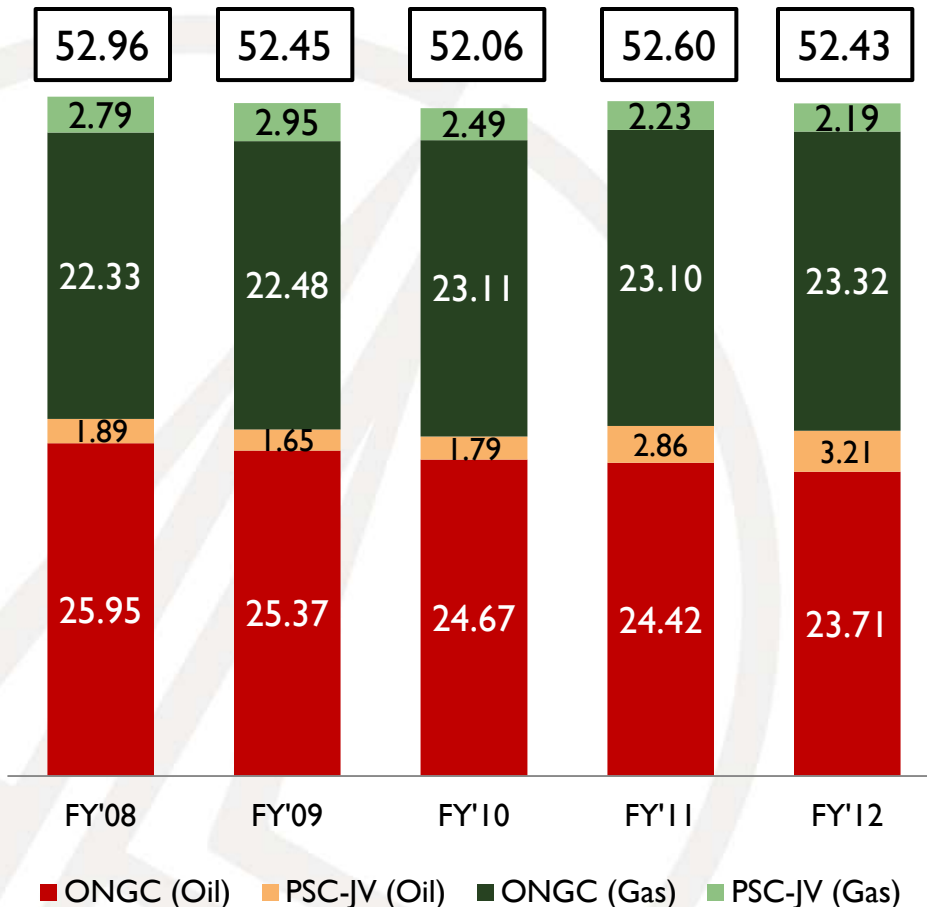
► FY'12, Reserves = 1,713.45 mtoe up; 1.5% (FY'11: 1,688 mtoe)

Mtoe	Oil	Gas	Total	% up
ONGC	532.79	717.44	1250.23	3.2
PSC JV	18.04	19.24	37.28	-9.7
OVL	261.24	164.70	425.94	-2.1
Total	812.07	901.38	1713.45	1.5



As on 31.03.2012

► Domestic production = 52.43 Mtoe; sustained production



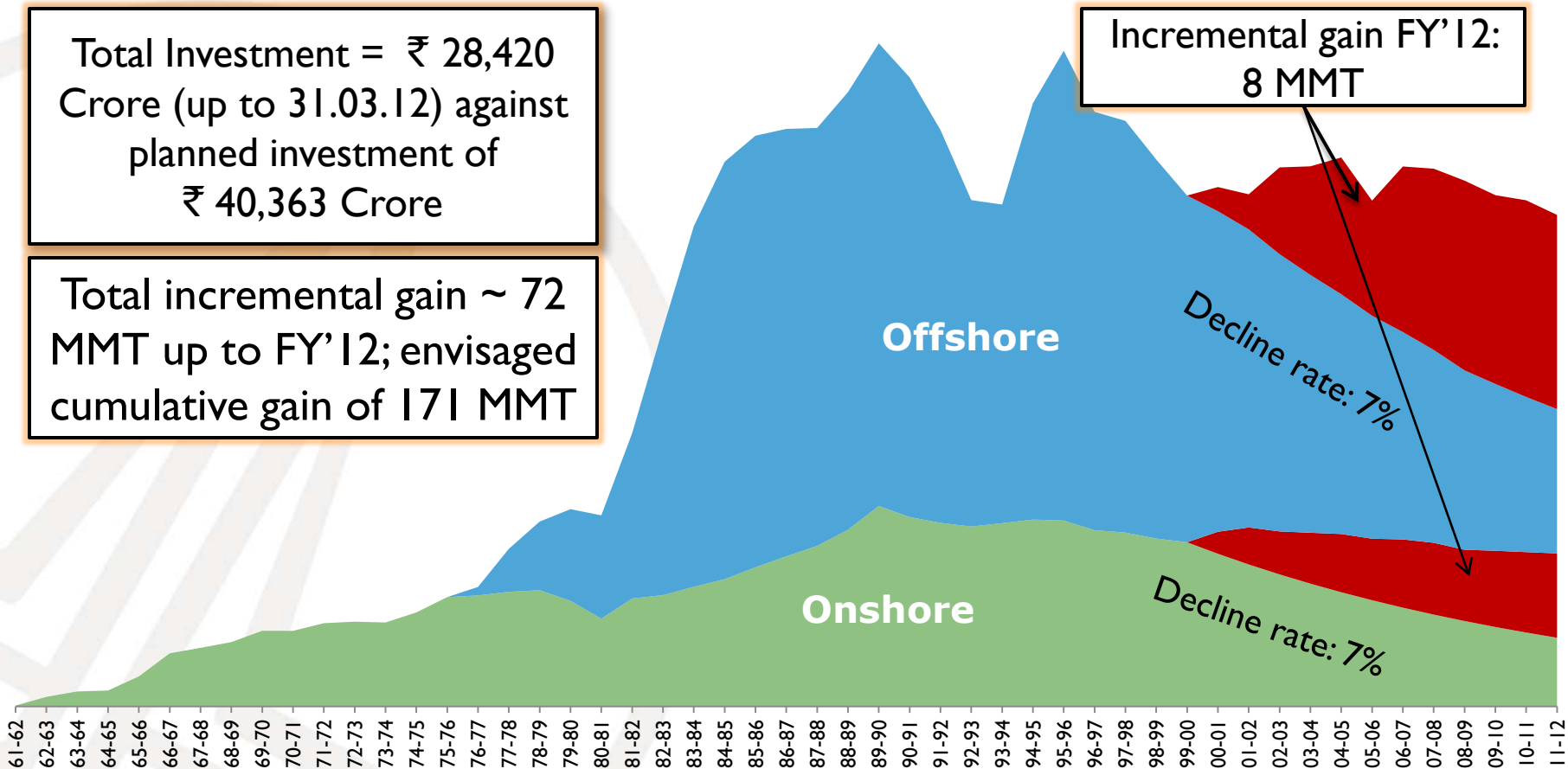
Crude oil production (MMT)		
	FY'11	FY'12
ONGC	24.42	23.71
PSC-JV	2.86	3.21
Total	27.28	26.92

Natural gas production (BCM)		
	FY'11	FY'12
ONGC	23.09	23.32
PSC-JV	2.23	2.19
Total	25.32	25.51

- ▶ Arresting decline: 16 of 22 IOR/EOR projects completed; 6 ongoing

Total Investment = ₹ 28,420 Crore (up to 31.03.12) against planned investment of ₹ 40,363 Crore

Total incremental gain ~ 72 MMT up to FY'12; envisaged cumulative gain of 171 MMT

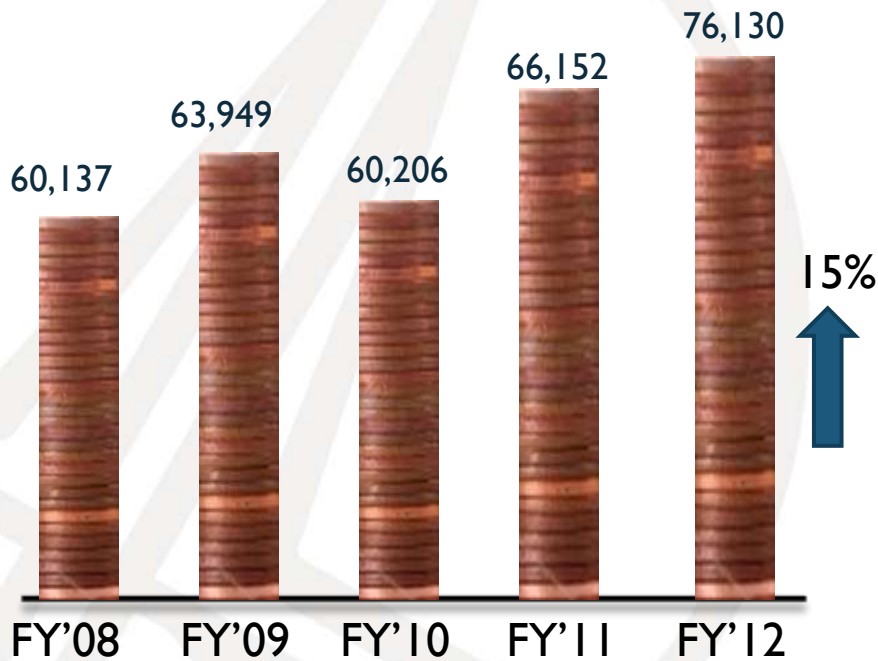




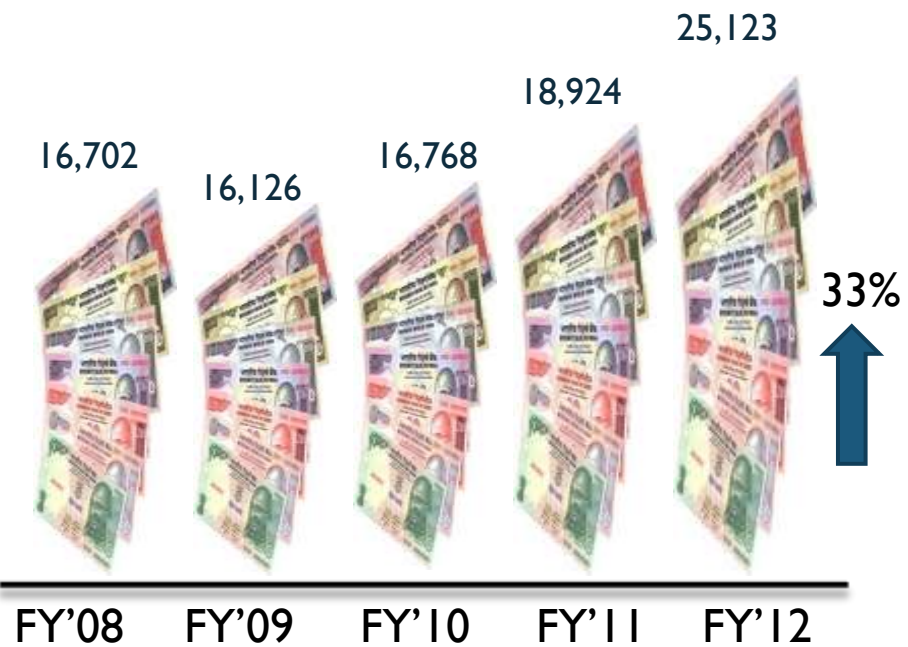
Financials FY'12

► Highest-ever turnover & PAT

Turnover (₹ Crore)

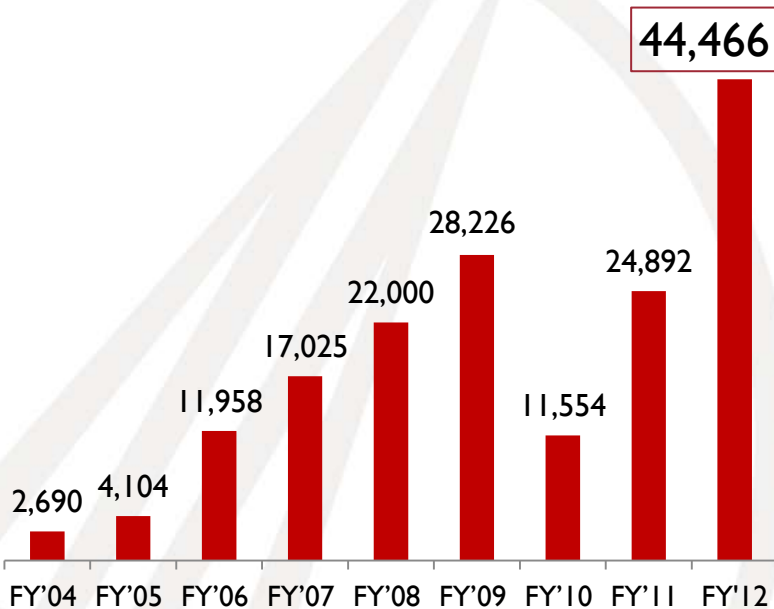


Profit after Tax (₹ Crore)



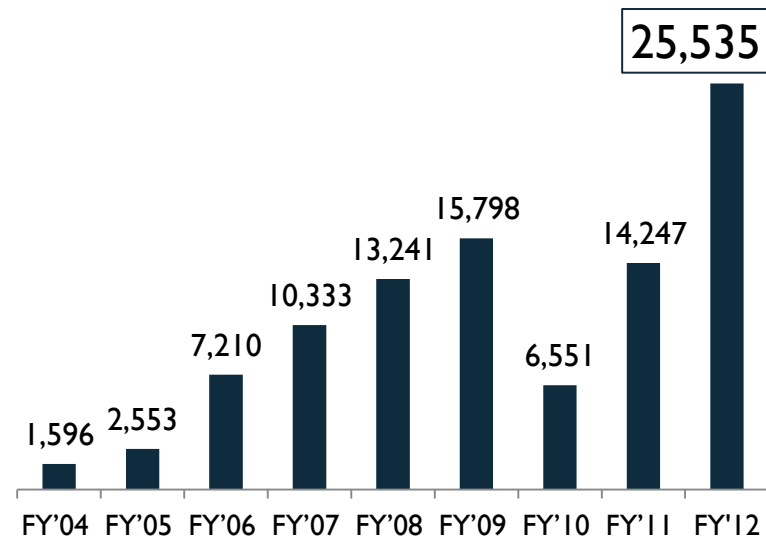
▶ Highest-ever subsidy sharing: ₹ 44,466 Crore; up 79%

Subsidy sharing (₹ Crore)



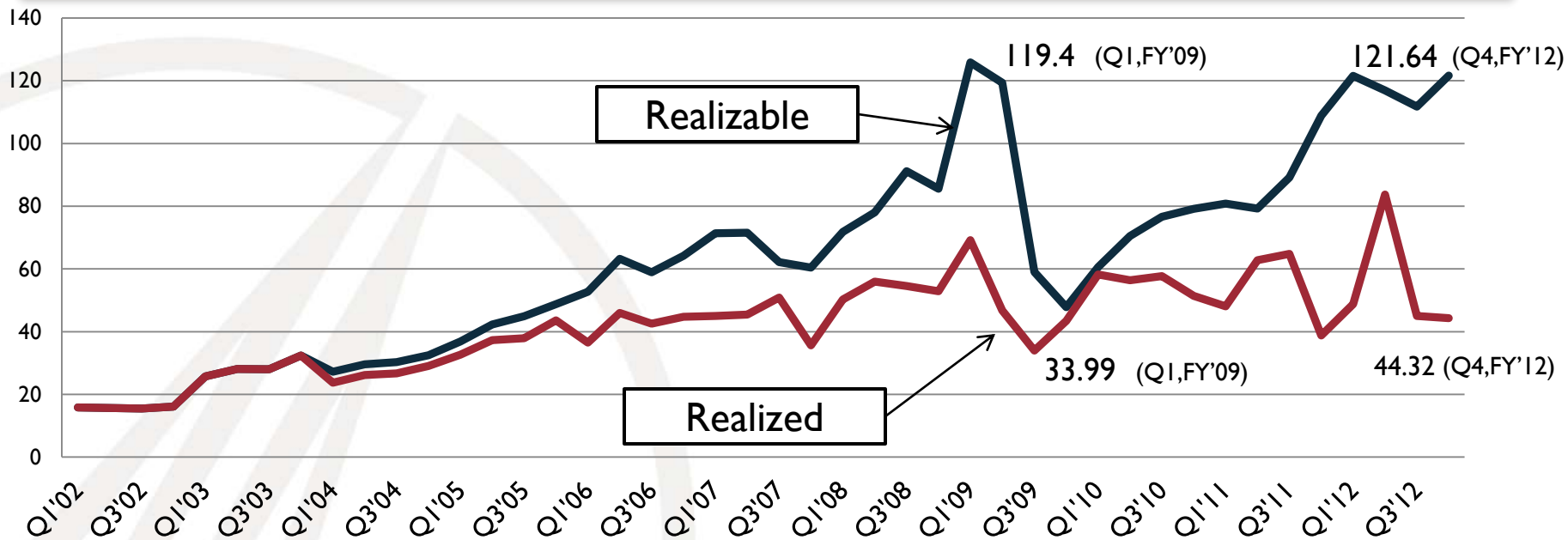
▶ Total subsidy up to FY'12:
₹ 1,66,915 Crore

Impact on PAT (₹ Crore)



▶ Total impact on PAT up to FY'12:
₹ 97,064 Crore

▶ Q4, FY'12: Highest-ever subsidy discount @ \$77.32/bbl

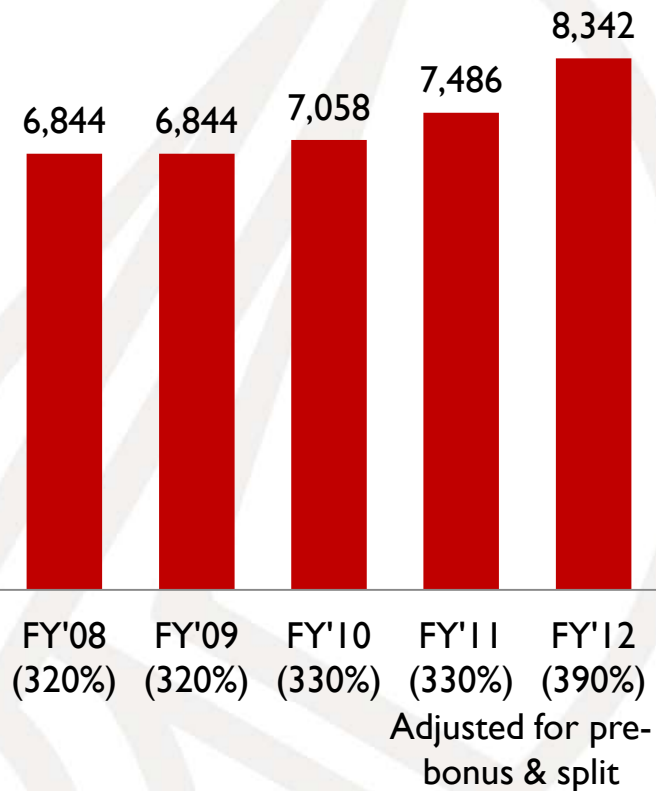


Year wise Crude Oil Price Realization (US\$/bbl)

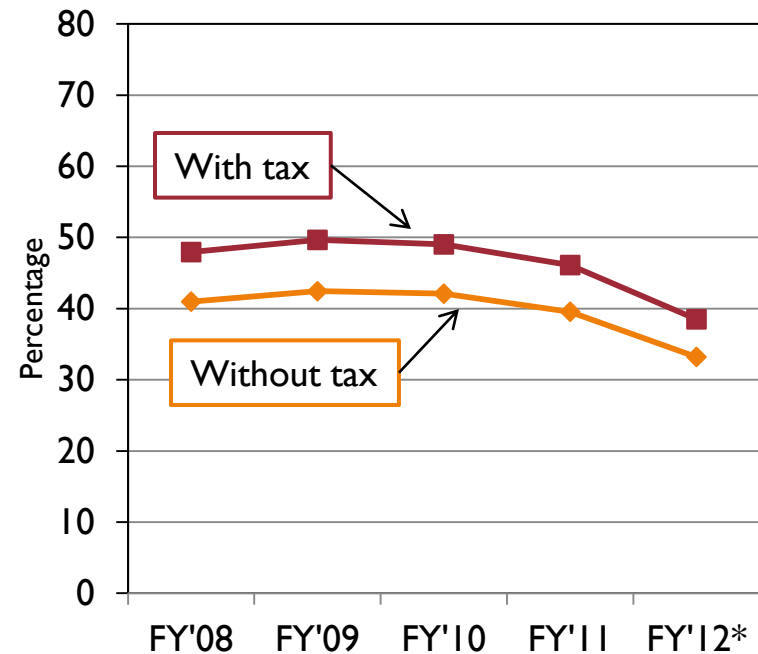
Rates	FY'06	FY'07	FY'08	FY'09	FY'10	FY'11	FY'12
Pre-discount	59.66	66.33	85.54	86.15	71.65	89.41	117.40
Discount	17.32	22.11	32.64	38.45	15.71	35.64	62.69
Post-discount	42.34	44.22	52.90	47.70	55.94	53.76	54.71

▶ ONGC, the highest dividend paying company in India

Dividend (₹ Crore)



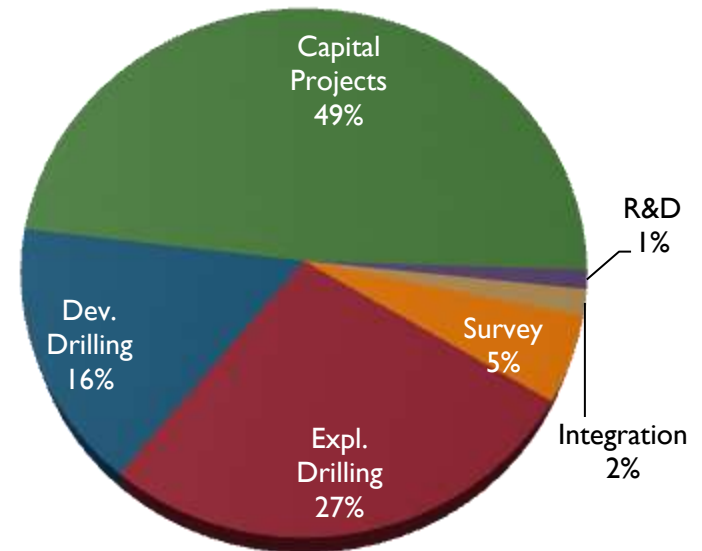
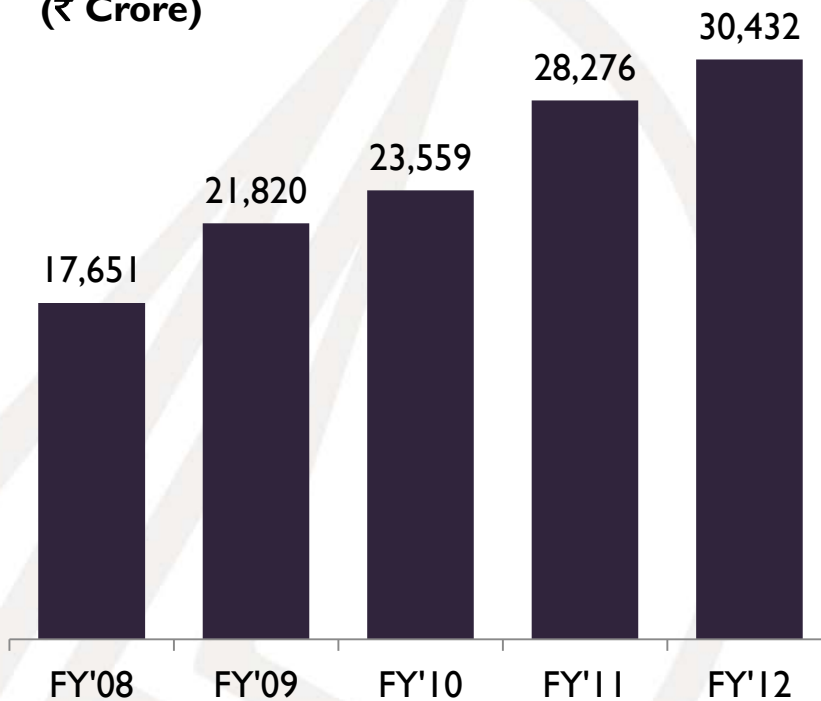
Dividend pay-out ratio (%)



► ₹121,737 Crore Capex in last 5 years

Capex FY'12
₹ 30,432 Crore

(₹ Crore)





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Transcending
Boundaries

30 projects in
15 countries

10 producing

5 discovered

14 exploration

1 pipeline

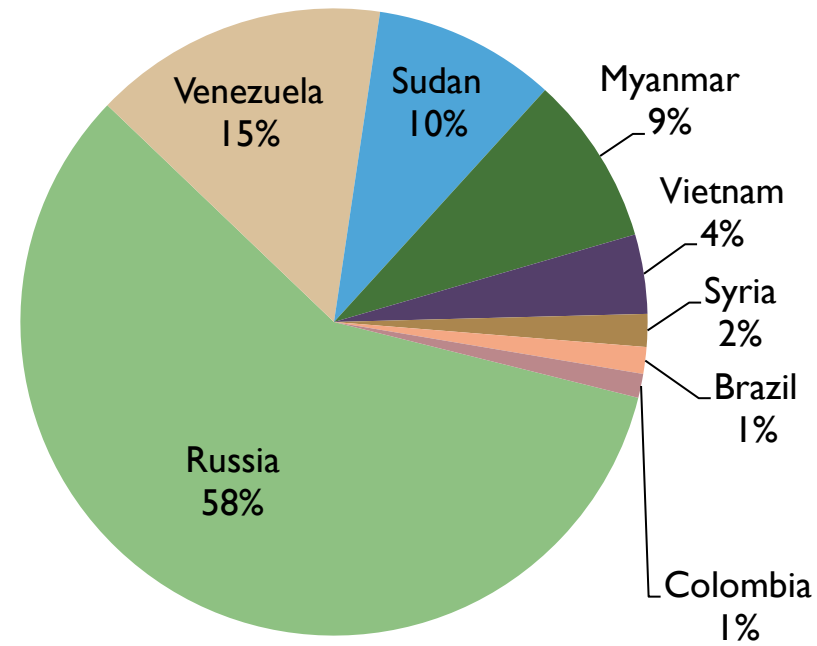


426 Mtoe of O+OEG reserves in 8 countries

Overseas O+OEG Reserves (3P)

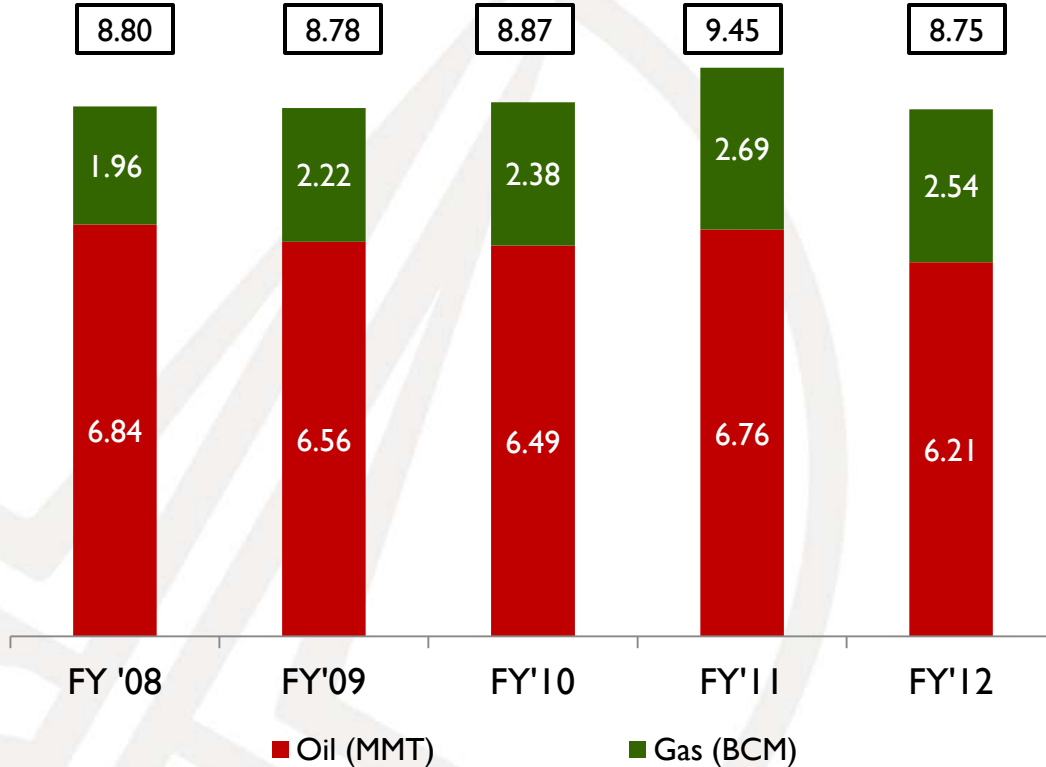
	Oil (MMT)	Gas* (BCM)	Total (Mtoe)
P1	97.35	96.03	193.38
P2	150.29	49.03	199.32
P3	13.60	19.64	33.24
Total	261.24	164.70	425.94

* Includes condensate = 2.94 MMT





FY'12, O+OEG production = 8.75 Mtoe

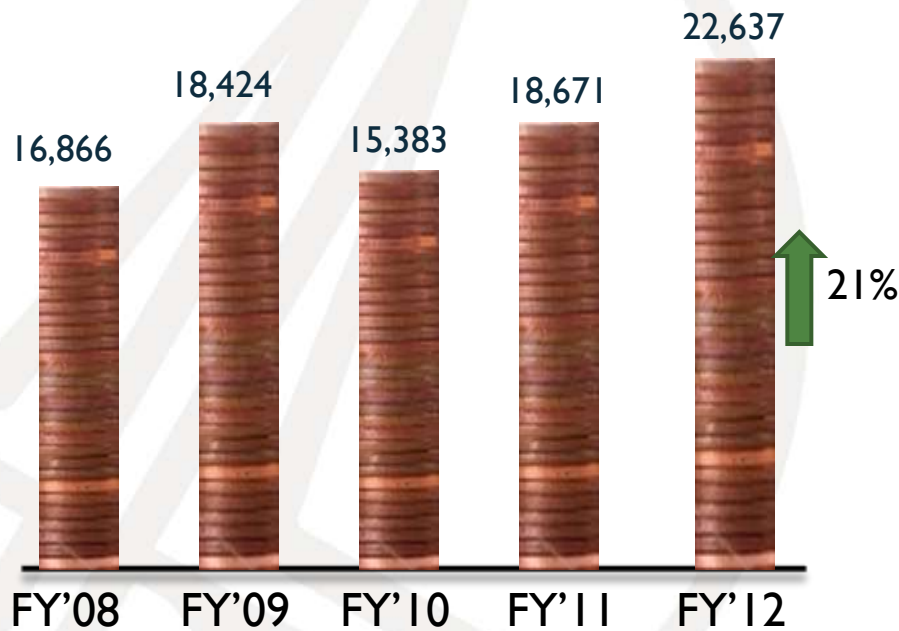


Lower production in FY'12 due to problems in Sudan, South Sudan and Syria fields. Production loss in FY'12 = 0.68 MMT

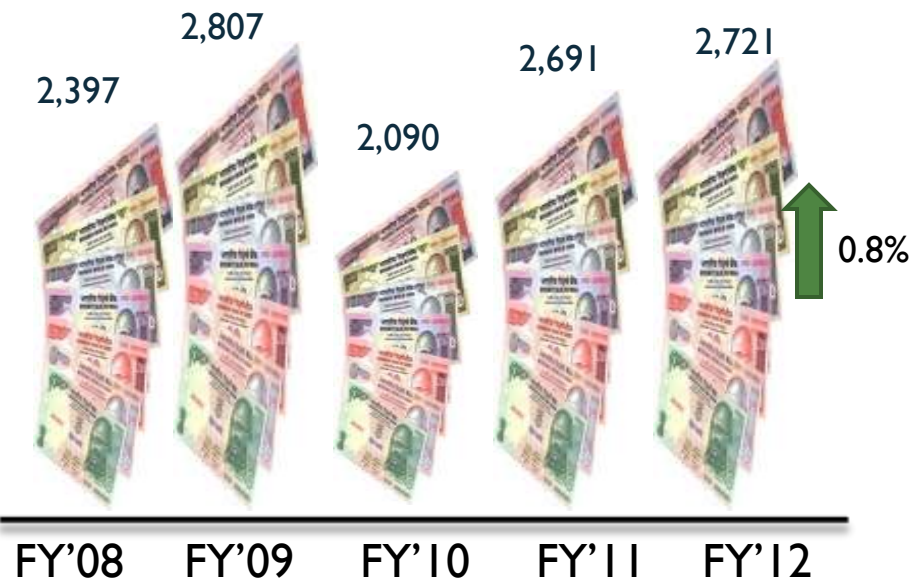


PAT = ₹ 2,721 Crore; up 0.8%

Turnover (₹ Crore)



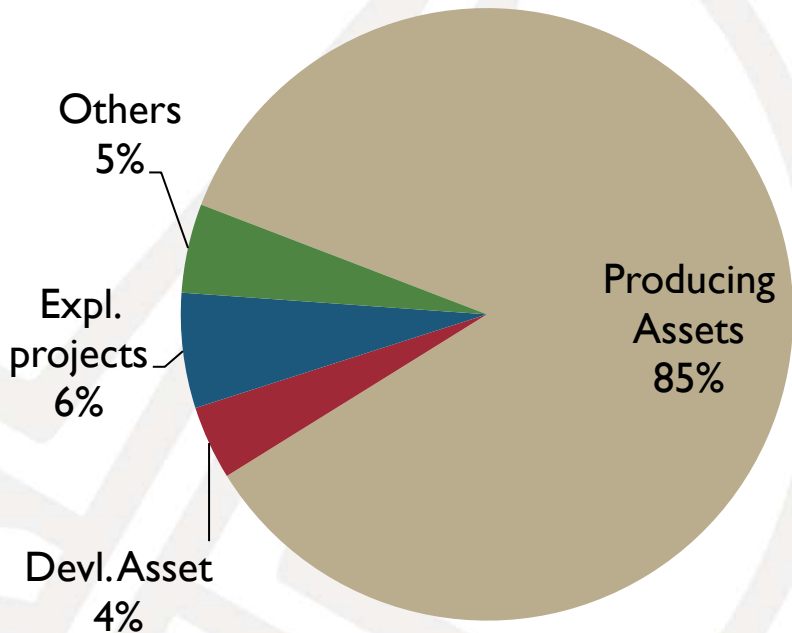
Profit after Tax (₹ Crore)



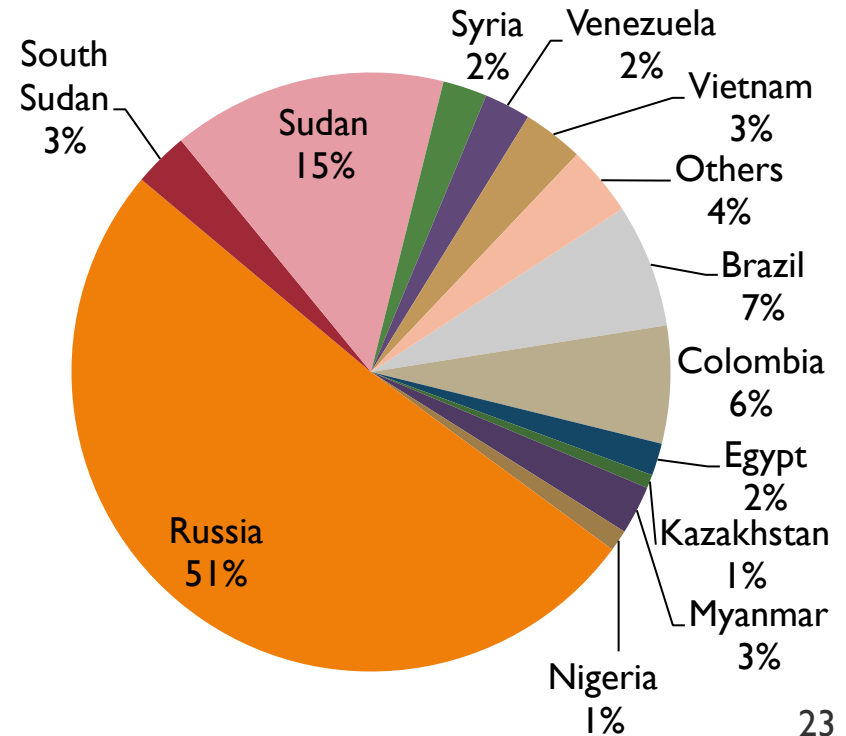


Total Investment = ₹ 66,794 Crore

Investment



Countries

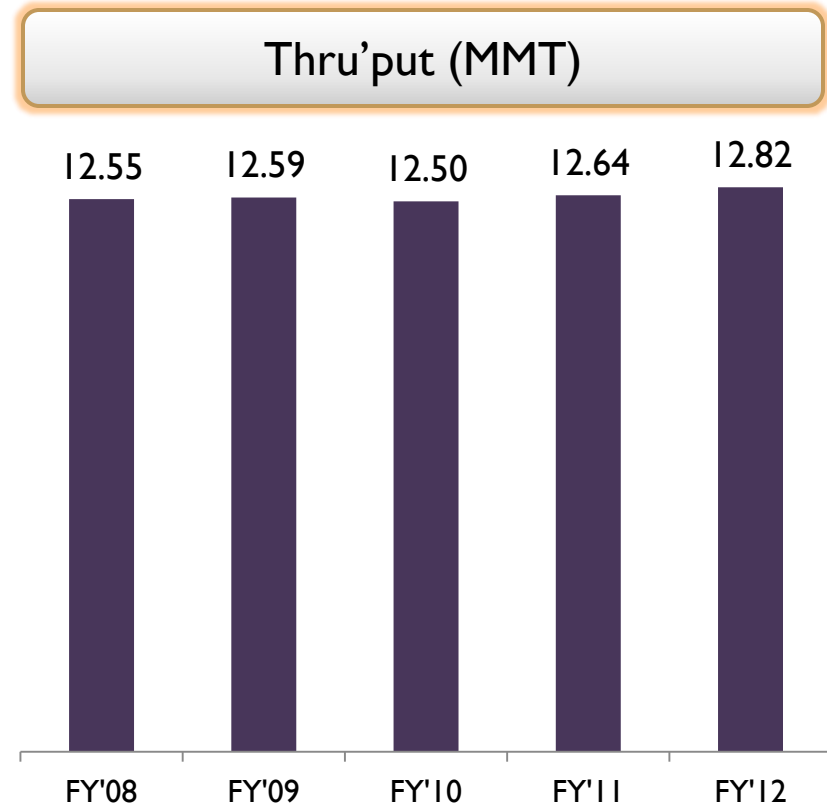




MRPL

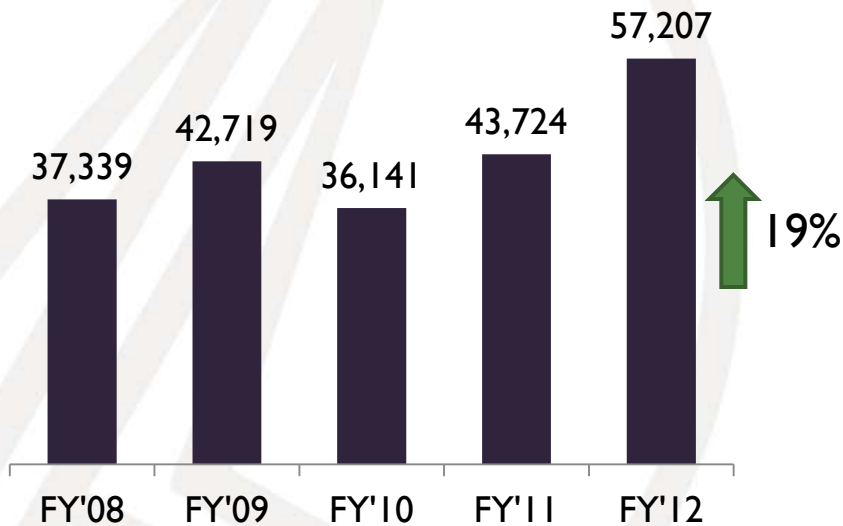
Highest-ever thru'put

15 MMTPA state-of-art Refinery

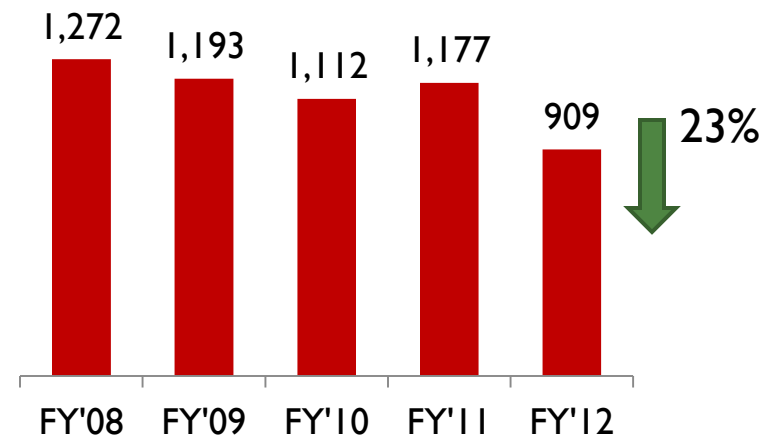


Highest-ever Turnover

Turnover (₹ Crore)



Profit after Tax (₹ Crore)





Pursuit



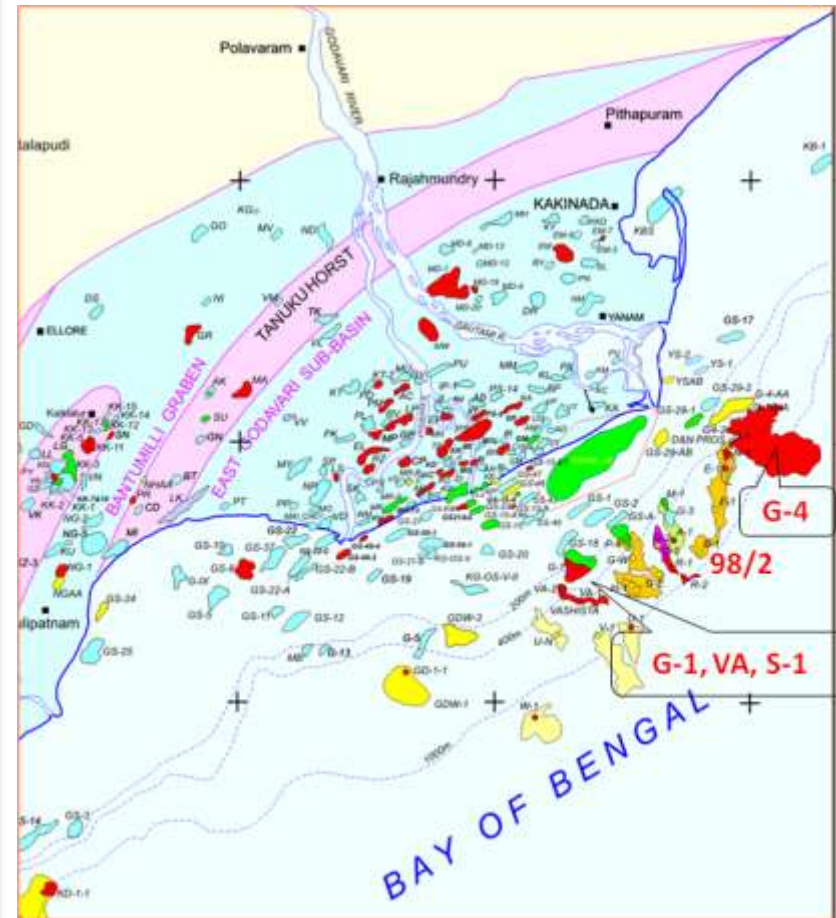
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Conquering New Frontiers

Deepwater,
new arena

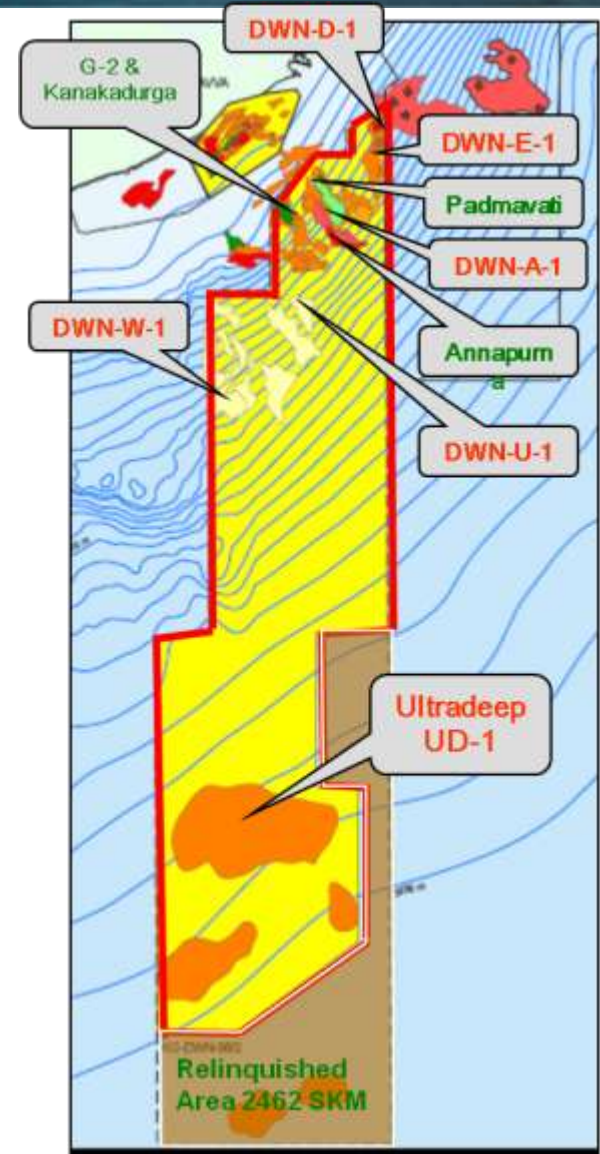
KG offshore discoveries: G-1, G-2, G-4, Vashista, S-1 & G-4-6

- ▶ Integrated G-1/GS-15 development under way. Production from GS-15 commenced. Production from G-1 to commence from end 2012.
- ▶ G-4 planned to be developed along with discoveries in the Northern Discovery Area of KG-DWN-98/2.
- ▶ Integrated development of VA & S1 by 2015.
- ▶ G-4-6: Appraisal commences



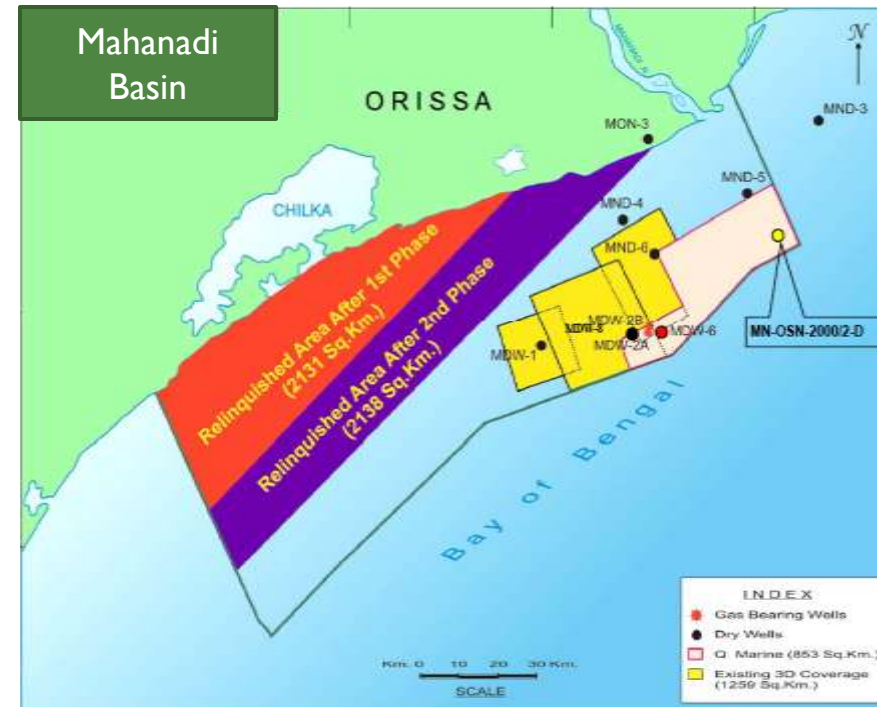
KG-DWN-98/2, KG offshore

- ▶ Discoveries: Annapurna, Padmavati, Kanakadurga, D, E, A, U, W, UD (Ultra deep)
- ▶ DOC submitted
- ▶ Appraisal to begin in 2012-13
- ▶ Field to be developed by 2016-17



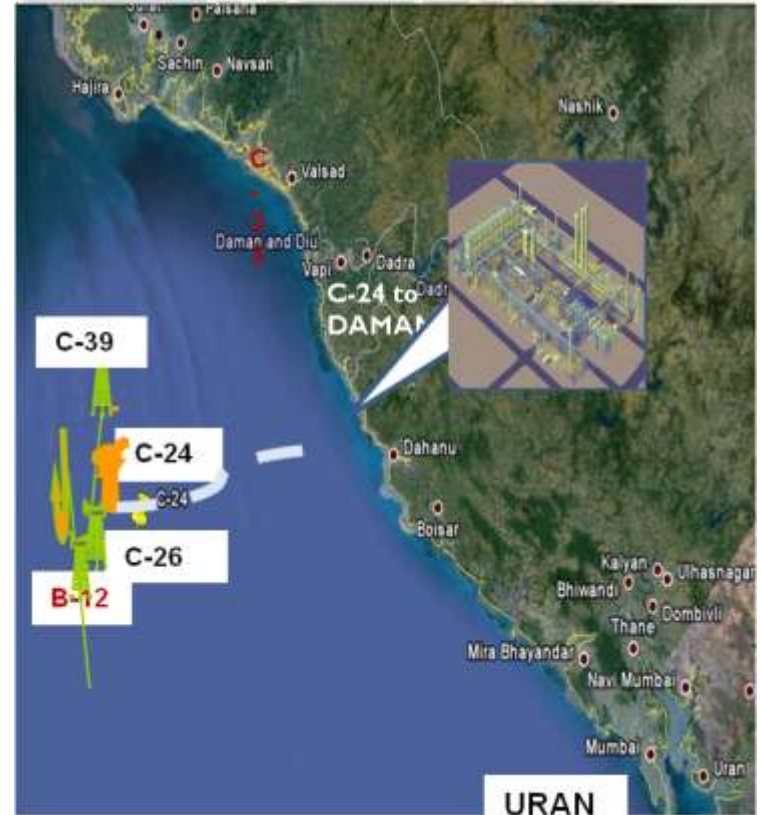
Mahanadi Basin

- ▶ Gas in MDW-2A,2B,6, 10 in MN-OSN-2000/2; MDW-4A,4B, 5 & 11 in MN-DWN-98/3.
- ▶ Encouraging results in the adjoining NEC-DWN-2002/2
- ▶ MN-DWN-98/3: 5 Wells approved under RHP
- ▶ Appraisal from 2012-13
- ▶ Integrated Development of MN-DWN-98/3 and MN-OSN-2000/2 during 12th Plan period



Daman Offshore

- ▶ C-series Phase-III development advanced by 4 years
- ▶ Upside in reserves
- ▶ Fields under development in Phase-III: C-23, C-26 & B-12
- ▶ Remaining upside being developed as part of Daman development already on fast track
- ▶ Includes development of Daman (main), Daman (North) & C-24





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Energizing
Tomorrow

Unconventional

Alternate

ONGC the first to establish Shale gas presence in India

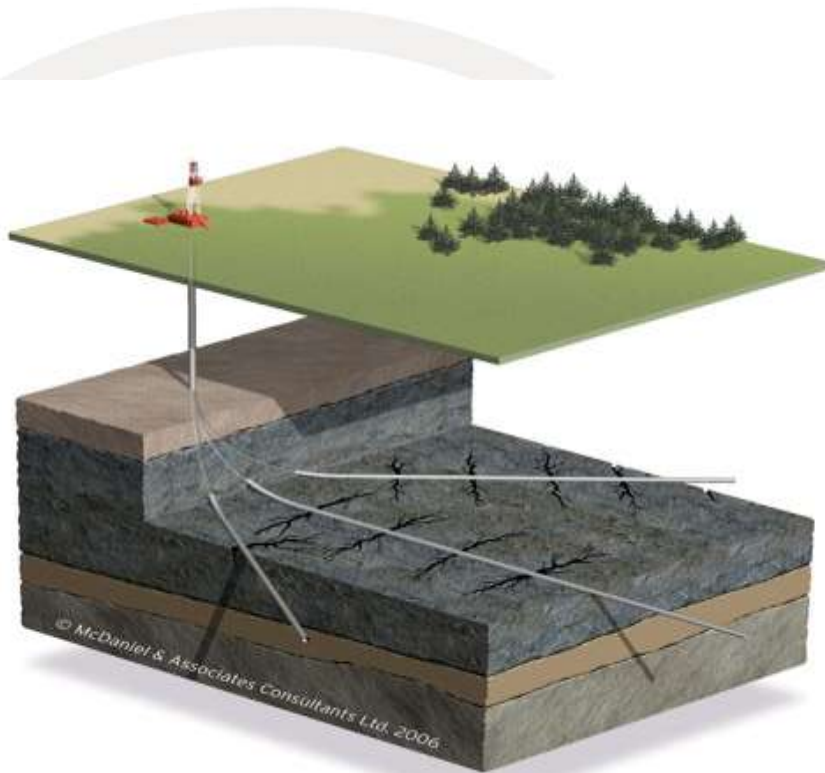
Potential Shale Gas basins



- ▶ ONGC planning to explore Cambay, KG, Cauvery & Bengal basins in alliance with ConocoPhillip in India and overseas
- ▶ Shale Gas Research Consortium agreement with Energy & Geoscience Institute (EGI), University of Utah, USA.
- ▶ Sponsored shale gas research in ISM, Dhanbad

USGS estimates 63tcf of Shale gas resources in India

Incidental CBM production commenced in 2010



- ▶ Operating in 4 blocks
- ▶ Current incidental production 8,000-10,000 scmd from Jharia block
- ▶ Farm-in opportunities for faster exploitation of CBM resources
- ▶ Planned investment = Rs. 5,000 Crore
- ▶ Production to increase 600 fold to 6mmscmd in 10 years

Beyond 'Hydrocarbons'



Agreement with M/s Natural Power Concepts (NPC), Hawaii, USA for the project on “Kinetic Hydro Power Generation in Rivers/ Water Channels/ Tail Races of Dams”



Uranium exploration: Two Parametric wells in Tamil Nadu successfully completed in April'2012.



Pilot Power Plant in Cambay Basin using Geothermal Energy in collaboration with M/s. Talboom, Belgium (agreement signed on 21.02.12)



Thermo-Chemical Reactor for Hydrogen Generation. Collaborative projects with IIT-D. Project on catalytic decomposition nearing completion

51 MW Wind Farm commissioned in Gujarat



First 51 MW wind farm commissioned in Gujarat on 6th Sept 2008

- ▶ 102 MW Wind Farm coming up in Rajasthan
- ▶ Investment ₹ 800 Crore
- ▶ Likely commissioning in FY'14



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Value-chain Integration

Wangara Refinery and Petrochemicals Ltd. (WRPL)

- State-of-the-art refinery, a subsidiary of ONGC.
- Installed capacity of 10 MMTPA being upgraded to 15 MMTPA.
- Credited as the best public sector refinery in India in terms of capacity utilization, water usage, & management.
- From 1980 to produce Euro II and Euro IV quality Motor Spirit (MS) and HSD.
- Also produces LPG, Naptha, Diesel, kerosene, aviation turbine fuel and petrochemicals.

Sales SEZ Ltd

- SEZ incorporated on 27th Sept. 2004.
- ONGC Equity: 23% (ONGC - 20%, Strategic Investors 3%)

Wangara SEZ Ltd

- SEZ incorporated on 27th Sept. 2004.
- ONGC Equity: 26% (ONGC - 23%, IAFPS - 4%, IEDC - 5%)

ONGC Petrochemicals Ltd. (OPCL)

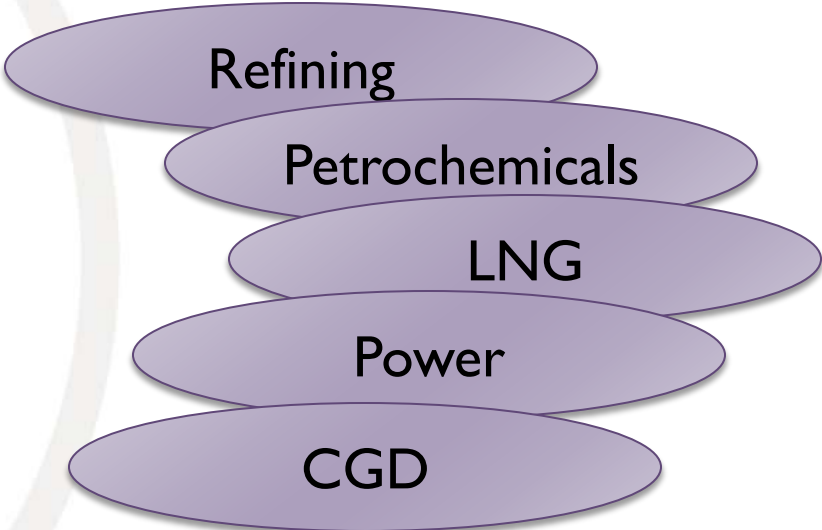
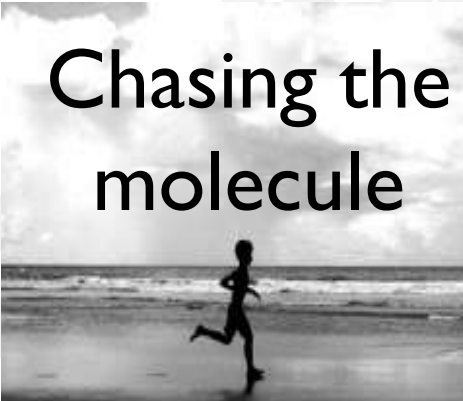
- MMTPA Coal Feed Stock & Petrochemical Complex.
- Incorporated on 17th November, 2008.
- ONGC Equity: 26% (ONGC 20%, SI & PI - 6%)

ONGC Mangalore Petrochemicals Ltd. (OMPL)

- 0.8 MMTPA Para-xylene & 0.27 MMTPA Benzene Petrochemical Complex with Mangalore SEZ.
- Incorporated on 17th December, 2008.
- ONGC Equity: 44% (ONGC 40%, IAFPS - 3%, Bank & Fin. 13%)
- To produce eth gas.

ONGC Tripura Power Development Ltd. (OTPD)

- 700 MW (ONGC) Power Project in Tripura.
- ONGC's share: 50% (ONGC - 20%, Govt - 40%, IAFPS - 23%), under commissioning by 2012.



OPaL: world-class one of the biggest Petrochemical Plants in Asia

▶ I.I MMTPA Ethylene Cracker & Polymer plant



ONGC Petro-additions Ltd.

- ▶ 95% of contracts awarded
 - ▶ 53% of the project completed
 - ▶ Commissioning Q1, 2014
 - ▶ Project cost: ₹ 21,396 Crore
 - ▶ Rupee term loan being tied up
-
- ▶ Equity holding: ONGC (26%), GAIL (15%), GSPCL (5%), balance to be tied up

OMPL: a value addition project to monetize MRPL's aromatic streams

- ▶ Aromatic Petrochemical Complex producing Paraxylene (0.92 MMTPA) & Benzene (0.27 MMTPA)



ONGC Mangalore Petrochemicals Ltd.

- ▶ 97% of contracts awarded
- ▶ Project implementation in full swing
- ▶ Project cost: ₹ 5,750 Crore
- ▶ Term loan of ₹ 2,508 Crore & ECB loan of US\$ 250 million tied up
- ▶ Completion: Q4, FY'13

Equity holding: ONGC (46%), MRPL (3%)

OTPC: 726.6 MW (2x363.3MW) gas based CCPP at Pallatana in Tripura

- ▶ Aims to monetize idle gas in Tripura



ONGC Tripura Power Company Ltd.

- ▶ Generation project under advanced stage of implementation
- ▶ Project cost: ₹ 3,429 Crore
- ▶ Unit 1 commissioning July'12 & Unit 2 in Oct'2012

Equity holding: ONGC (50%), Govt. of Tripura (0.5%), IL&FS (26%)

Dahej SEZ Limited



Incorporated on 21 st Sept 2004	Project cost ~ ₹ 1,050 Crore	Operational in FY'12 Turnover: ₹48.41 Crore; PAT: ₹ 19.77 Crore
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ONGC : 23%
GIDC : 26%
To be tied up: 51%

SEZ for petrochemical industries with ONGC

Mangalore SEZ Limited



Incorporated on 24 th Feb 2006	Project cost ~ ₹ 3,054 Crore	Operational in FY'12 Revenue: Rs. 19 Lakh
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ONGC : 26%
KIADB : 23%
ILFS+KCCI: 51%

SEZ for petrochemical industries with OMPL



Our Commitments



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Sustainability, our Mantra



United Nations
Framework Convention
on Climate Change

- 19 CDM Projects approved; 6 registered with UNFCCC
- Issuance of CER started – Total CER issued: 10,508; ONGC- the only Indian PSU to achieve this feat
- Second 'Sustainability Report' published



ONGC

Responsible Corporate Citizen

Corporate Citizenship

- Leads India initiative on UN Global Compact principles.
- Spearheads movement to provide better premises in Rural Areas (PURA).
- Focus on Disaster Relief Management, Water Management projects, Education, Healthcare, Entrepreneurship, Sports and Culture.
- NADU (Save the girl child) campaign underlines at Member and Self-Motivated Member of Mahila, creating mass awareness against female foeticide.
- Encouragement for Buckar Vikas Sanstha, Chander in Madhya Pradesh for relief of the dying handloom.
- Hrijya School at Dehra Dun - Free education, boarding and lodging for the girls from disadvantaged section.
- Established Computerized Bookshop at Rany Kinross Mission, Kolkata for bookshops in English, Hindi & vernacular languages.

- ▶ ONGC continues its quest to make positive, tangible difference in lives of the vulnerable & disenfranchised stakeholders
- ▶ 2% of PAT for CSR activities



Education

Women empowerment



Employment of artisans





ONGC's
sports equity



ONGC takes pride as
'Principal Sponsor' of
Indian contingent for
London Olympics 2012





PP 2030

Perspective Plan 2030



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Seeking new horizons



.... blue print for brighter future

Aspirations

2

Fold production growth in E&P

3

Fold growth in Revenue & EBITDA

4

Fold growth in Market cap

5

Shaping moves to be launched

6

Fold growth in international E&P production



Shaping Moves

1. Grow overseas E&P to source 60 mmtoe/year of O+OEG by 2030
2. Secure alliance for new resource types
3. Unlock 450+ mmtoe from domestic YTF (yet-to-find) reserves
4. Accelerate 300-400 mmtoe of (re)-developments
5. Build non-E&P business to 30% of group revenue



1. Strengthen OVL processes & technical systems
2. Continued regulatory engagement on prices & policy
3. Strengthen staffing & capabilities in focus areas
4. Improve services delivery under new operating model
5. Align R&D with 2030 technology priorities



1. Sustained production growth 4-5%

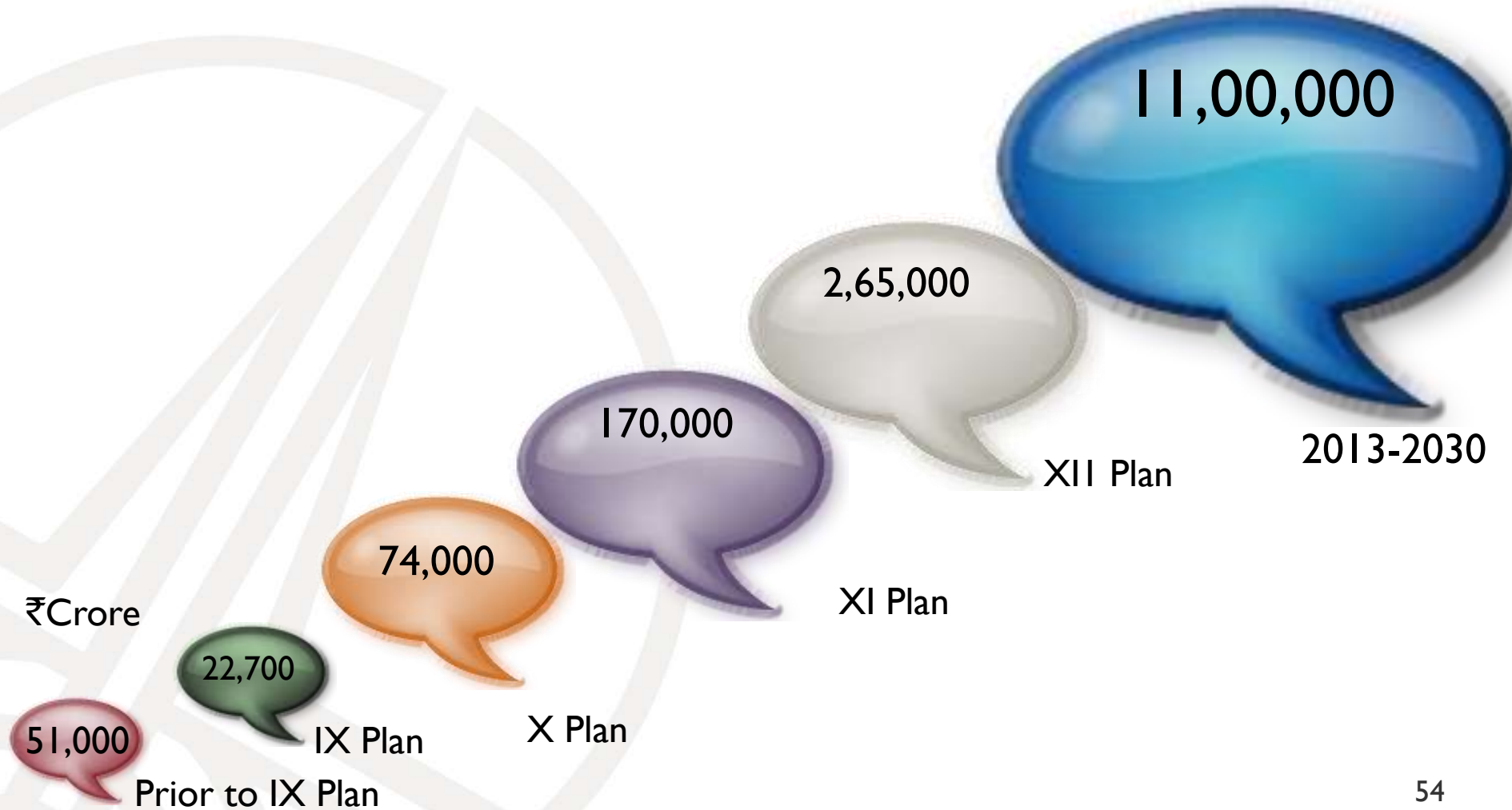
2. > 130 mmtoe production in 2030 (50% international)

3. 1,300 mmtoe proved reserves

4. 6.5 GW alternate energy, 9 MMTPA LNG

5. Full downstream value capture in petrochemicals

Investment > Rs. 11,00,000 Crore during 2013-2030





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Seeking new horizons

