Investors’ & Analysts’ Meet
FY’16

27th May 2016
Mumbai
ONGC Highlights: FY’16

- 17 hydrocarbon discoveries; 2P RRR: 1.51
- Domestic crude oil production level maintained at 25.93 MMT (25.94 MMT in FY’15)
- Western Offshore crude production up by 1% defying declining trend – 2nd consecutive year
- 29.6% of Crude oil production from IOR/EOR schemes and 13.7% from New fields
ONGC Highlights: FY’16

- FY’16 Gross Revenue = ₹ 78,569 Crore (against ₹ 83,094 Crore in FY’15)
- FY’16 PAT = ₹ 16,004 Crore (against ₹ 17,733 Crore in FY’15)
- Subsidy in FY’16 has been ₹ 1,096 Crore against ₹ 36,300 Crore in FY’15
ONGC Videsh Highlights: FY’16

- FY’16: ONGC Videsh production = 8.92 Mmtoe against 8.87 Mtoe in FY’15
- FY’16, Total Income = ₹ 12,772 Crore against ₹ 19,149 Crore in FY’15 – low crude price
- FY’16: PAT = {(-) ₹ 2,094 Crore against ₹ 1,904 Crore in FY’15
- Acquisition of 15% shares in Vankorneft, Russia - Vankor oil & gas field
MRPL Highlights: FY’16

- MRPL registers highest-ever throughput of 15.69 MMT in FY’16
- FY’16 Gross Revenue: ₹ 50,864 Crore (₹ 62,412 Crore in FY’15). PAT ₹ 1,148 Crore {(-) ₹ 1,712 Crore in FY’15}
- MRPL increases its equity in OMPL* (51%) for synergy of operations.
- All units under Phase-III refinery expansion project commissioned

OMPL: ONGC Mangalore Petrochemicals Ltd.
**ONGC: Q4, FY’16**

- **Domestic crude oil production levels maintained**

<table>
<thead>
<tr>
<th></th>
<th>Crude oil production (MMT)</th>
<th>Gas production (BCM)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q4 FY’15</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ONGC</td>
<td>6.54</td>
<td>5.43</td>
</tr>
<tr>
<td>PSC-JV</td>
<td>0.91</td>
<td>0.86</td>
</tr>
<tr>
<td><strong>Q4 FY’16</strong></td>
<td>6.34</td>
<td>5.81</td>
</tr>
<tr>
<td>ONGC</td>
<td>0.91</td>
<td>0.38</td>
</tr>
<tr>
<td>PSC-JV</td>
<td>0.86</td>
<td>0.33</td>
</tr>
</tbody>
</table>
Gross Revenue down up by 24% ; PAT up by 12%
Presentation overview

1. Highlights
2. ONGC: Performance FY’16
3. Overseas operations
4. MRPL
5. ONGC Group
6. Integration projects
7. Pursuits
8. Commitments
ONGC: Reserve Accretion

17 Oil & Gas discoveries (7 in NELP blocks)
Oil & Gas: 7; Gas & Condensate: 10 (Onshore: 7; Offshore:10)

New Prospects Discovery: 8

1. KG-OSN-041-NASG#1 (Sarangi)* Gas
2. KG-DWN-98/2-AF-1* Oil & Gas
3. Rauvulapalem-1 (RVP-AA) Gas
4. B-127N-1 Oil & Gas
5. KG-OSN-41NAML#AA (Malhar#1)* Gas
6. MBS-O53-NAA#1* Gas
7. B-66#2 Oil & Gas
8. GKS-101-NAA-1* Gas

New Pool Discovery = 9

1. KG-DWN-98/2A--M-4* Oil & Gas
2. Komarada# 3 Oil & Gas
3. Gojalia # 14 Gas
4. North Kovilkalappal-06 (NKKAC) Oil & Gas
5. Rokhia#62 Gas
6. West Penugonda#1 (WPG-AA) Oil & Gas
7. Kesnapalli West # 47 (KW#47) Gas
8. GKS-28#1 (GK-28-10) Gas
9. GSS-041-NAA-2* Gas

2P Reserve Accretion = 65.58 MMToe; RRR# > 1

* NELP
# From domestic ONGC operated fields
ONGC: Domestic Production

- Domestic production = 48.46 MMtoe

### Crude oil production (MMT)

<table>
<thead>
<tr>
<th></th>
<th>FY'15</th>
<th>FY'16</th>
</tr>
</thead>
<tbody>
<tr>
<td>ONGC</td>
<td>22.26</td>
<td>22.36</td>
</tr>
<tr>
<td>PSC-JV</td>
<td>3.68</td>
<td>3.57</td>
</tr>
<tr>
<td>Total</td>
<td>25.94</td>
<td>25.93</td>
</tr>
</tbody>
</table>

### Natural gas production (BCM)

<table>
<thead>
<tr>
<th></th>
<th>FY'15</th>
<th>FY'16</th>
</tr>
</thead>
<tbody>
<tr>
<td>ONGC</td>
<td>22.02</td>
<td>21.18</td>
</tr>
<tr>
<td>PSC-JV</td>
<td>1.50</td>
<td>1.35</td>
</tr>
<tr>
<td>Total</td>
<td>23.52</td>
<td>22.53</td>
</tr>
</tbody>
</table>

Total O+OEG: 49.46 (FY'15) and 48.46 (FY'16)

Continuous decline in production since FY'07 arrested
ONGC: Crude oil sales

- Crude oil sales increased in last 5 years

Crude sales increased from 90% in FY'12 to 94% in FY'16.
ONGC: IOR/EOR

- 23 out of 28 IOR/EOR, Redevelopment projects completed

Total envisaged gain: 190 MMT

Incremental gain in FY’16: 6.92 MMT (29.6% of ONGC’s crude oil production)

Total incremental gain ~ 103.97 MMT up to FY’16

Total Investment ₹ 42,350 Crore against planned investment of ₹ 56,253 Crore
ONGC: Financials

Gross Revenue & PAT (₹ Crore)

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross Revenue</th>
<th>PAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY'12</td>
<td>76,888</td>
<td>25,123</td>
</tr>
<tr>
<td>FY'13</td>
<td>83,309</td>
<td>20,926</td>
</tr>
<tr>
<td>FY'14</td>
<td>84,201</td>
<td>22,095</td>
</tr>
<tr>
<td>FY'15</td>
<td>83,094</td>
<td>17,733</td>
</tr>
<tr>
<td>FY'16</td>
<td>78,569</td>
<td>16,004</td>
</tr>
</tbody>
</table>

Reasons for lower profit in FY’16:

- Due to fall in international crude prices impacting JV crude revenue and VAP revenue
- Exceptional item for impairment
ONGC: Dividend

- FY’16: Dividend 170%; total payout ₹ 7,272 Crore
- Plus Dividend Tax of ₹ 1,480 Crore

### Dividend (₹ Crore)

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend</th>
<th>Tax on Dividend</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY’12</td>
<td>8,342</td>
<td>1,329</td>
</tr>
<tr>
<td>FY’13</td>
<td>8,128</td>
<td>1,301</td>
</tr>
<tr>
<td>FY’14</td>
<td>8,128</td>
<td>1,381</td>
</tr>
<tr>
<td>FY’15</td>
<td>8,128</td>
<td>1,626</td>
</tr>
<tr>
<td>FY’16</td>
<td>7,272</td>
<td>1,480</td>
</tr>
</tbody>
</table>

### Dividend pay-out ratio (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
</tr>
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<tbody>
<tr>
<td>FY’12</td>
<td></td>
</tr>
<tr>
<td>FY’13</td>
<td>45.44</td>
</tr>
<tr>
<td>FY’14</td>
<td>45.84</td>
</tr>
<tr>
<td>FY’15</td>
<td>55.00</td>
</tr>
<tr>
<td>FY’16</td>
<td>54.69</td>
</tr>
</tbody>
</table>
ONGC: Capex

₹ 151,332 Crore Capex in last 5 years

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Capex (₹ Crore)</th>
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<tbody>
<tr>
<td>FY'12</td>
<td>29,246.56</td>
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<tr>
<td>FY'13</td>
<td>29,508</td>
</tr>
<tr>
<td>FY'14</td>
<td>32,470</td>
</tr>
<tr>
<td>FY'15</td>
<td>29,997</td>
</tr>
<tr>
<td>FY'16</td>
<td>30,110</td>
</tr>
<tr>
<td>FY'17#</td>
<td>29,307</td>
</tr>
</tbody>
</table>

Capex FY'16

- Capital Projects: 35.7%
- Expl. Drilling: 25.4%
- Dev. Drilling: 23.6%
- Survey: 5.0%
- Integrations: 6.2%
- R&D: 1.8%
- PSC-JVs: 2.2%
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ONGC Videsh, a wholly owned subsidiary of ONGC

- Overseas investment: US$ 24.8 billion till FY’16
- 2P Reserves of 596 MMTOE
- FY’16: Oil & Gas production 8.92 MMTOE (165,528 boe/day)
36 projects in 17 countries

- Producing: 13
- Discovered/Develop: 4
- Exploration: 17
- Pipeline: 2

**CIS**
- Azerbaijan: 1
- Russia: 2
- Kazakhstan: 1

**Latin America**
- Venezuela: 1
- Colombia: 7
- Brazil: 1

**Africa**
- Libya: 1
- Sudan: 1
- South Sudan: 2
- Mozambique: 1

**Middle East**
- Syria: 1
- Iraq: 1
- Iran: 1

**South East Asia**
- Vietnam: 1
- Myanmar: 2
- Bangladesh: 2

**Asia-Pacific**
- N. Zealand: 1

**Worldmap**
- Libya
- Sudan
- South Sudan
- Mozambique
- Vietnam
- Myanmar
- Bangladesh
- N. Zealand

ONGC Videsh: Global footprint
Vankor Field is an oil & gas field in Russia, located 130 km west of Igarka in the Turukhansk District in Eastern Siberia.

Estimated 2P reserves as on 31st May 2015 - 2,604 MMbbl of oil and 130 BCM of natural gas.

Discovered in 1998, production commenced in August, 2009. The field is operated by Russian NOC Rosneft through its subsidiary Vankorneft.

The present oil production is ~440,000 bopd.

The transaction is expected to be Closed by end of May, 2016.
ONGC Videsh: Overseas Production

FY’16 Production 8.92 MMtoe (FY’15: 8.87 MMtoe)

Incremental production from BC-10 (Brazil), Blocks A-1 & A-3 (Myanmar) and Shakhalin-1 (Russia)

Country wise production

- Russia: 30%
- Azerbaijan: 11%
- Brazil: 8%
- Venezuela: 8%
- Colombia: 7%
- Vietnam: 19%
- Myanmar: 10%
- Sudan: 7%
- Syria: 0%
- S.Sudan: 0%

Continuing problem
ONGC Videsh: Financials

Total Income & PAT (₹ Crore)

<table>
<thead>
<tr>
<th>Turnover (Rs. Crore)</th>
<th>PAT (Rs. Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY'12</td>
<td>22,637</td>
</tr>
<tr>
<td>FY'13</td>
<td>18,029</td>
</tr>
<tr>
<td>FY'14</td>
<td>22,224</td>
</tr>
<tr>
<td>FY'15</td>
<td>19,149</td>
</tr>
<tr>
<td>FY'16</td>
<td>12,772</td>
</tr>
</tbody>
</table>

Lower Revenue & PAT due to:

- Lower oil prices
- Higher financing cost & Exchange loss
- Higher depletion & impairment
Mangalore Refinery Petrochemicals Ltd. (MRPL)

FY’16: Highest-ever Throughput of 15.69 MMT (14.65 MMT in FY’15)

15 MMTPA state-of-art Refinery Now a Schedule-A Company

- All units under Phase-III refinery expansion commissioned
- Plan for opening of 100 retail outlets
- MRPL producing EURO IV grade of petrol & diesel and is equipped for commercial production of EURO V
MRPL Financials*

**Turnover (₹ Crore)**

<table>
<thead>
<tr>
<th></th>
<th>FY'11</th>
<th>FY'12</th>
<th>FY'13</th>
<th>FY'14</th>
<th>FY'15</th>
<th>FY'16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>43,724</td>
<td>57,207</td>
<td>68,834</td>
<td>75,227</td>
<td>62,412</td>
<td>50,864</td>
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</table>

**Profit after Tax (₹ Crore)**

<table>
<thead>
<tr>
<th></th>
<th>FY'11</th>
<th>FY'12</th>
<th>FY'13</th>
<th>FY'14</th>
<th>FY'15</th>
<th>FY'16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit after Tax</td>
<td>1,177</td>
<td>909</td>
<td>-757</td>
<td>601</td>
<td>-1,712</td>
<td>1,148</td>
</tr>
</tbody>
</table>

* Stand-alone
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ONGC Group: Reserves (as on 1st April 2016)

- 2P Reserves = 1,693.31 MMToe (ONGC: 67%; OVL: 32%)

<table>
<thead>
<tr>
<th>Mtoe</th>
<th>Oil</th>
<th>Gas</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>ONGC</td>
<td>472.12</td>
<td>602.18</td>
<td>1,074.30</td>
</tr>
<tr>
<td>PSC JV</td>
<td>15.09</td>
<td>7.79</td>
<td>22.88</td>
</tr>
<tr>
<td>OVL</td>
<td>244.58</td>
<td>351.55</td>
<td>596.13</td>
</tr>
<tr>
<td>Total</td>
<td>731.79</td>
<td>961.52</td>
<td>1,693.31</td>
</tr>
</tbody>
</table>

Reserves (2P)

- ONGC Group: Reserves (as on 1st April 2016)

![Reserves Graph](chart.png)
ONGC Group: O+OEG Production, FY’16

FY’16: Decline in production contributed by Onshore fields and JVs

<table>
<thead>
<tr>
<th></th>
<th>ONGC (Oil)</th>
<th>PSC-JV (Oil)</th>
<th>OVL (Oil)</th>
<th>ONGC (Gas)</th>
<th>PSC-JV (Gas)</th>
<th>OVL (Gas)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY’12</td>
<td>23.32</td>
<td>2.54</td>
<td>2.19</td>
<td>6.21</td>
<td>3.21</td>
<td>23.71</td>
</tr>
<tr>
<td>FY’13</td>
<td>23.55</td>
<td>2.92</td>
<td>1.79</td>
<td>4.34</td>
<td>3.57</td>
<td>22.56</td>
</tr>
<tr>
<td>FY’14</td>
<td>23.28</td>
<td>2.87</td>
<td>1.57</td>
<td>5.49</td>
<td>3.75</td>
<td>22.25</td>
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<tr>
<td>FY’15</td>
<td>22.03</td>
<td>3.34</td>
<td>1.50</td>
<td>5.53</td>
<td>3.68</td>
<td>22.26</td>
</tr>
<tr>
<td>FY’16</td>
<td>21.18</td>
<td>3.41</td>
<td>1.35</td>
<td>5.51</td>
<td>3.57</td>
<td>22.36</td>
</tr>
<tr>
<td></td>
<td>Turnover</td>
<td>Net Profit</td>
<td>Networth</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>----------------</td>
<td>-----------</td>
<td>------------</td>
<td>----------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY'15</td>
<td>166,389</td>
<td>18,334</td>
<td>179,474</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY'16</td>
<td>142,927</td>
<td>14,124</td>
<td>183,912</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**ONGC Group: Financials, FY’16**

- Turnover: \(\text{₹} \text{Crore}\)
- Net Profit: \(\text{₹} \text{Crore}\)
- Networth: \(\text{₹} \text{Crore}\)
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Aromatic Petrochemical Complex producing Paraxylene & Benzene

- Equity Structure*: MRPL-51%; ONGC-49%
- Now a subsidiary of MRPL – synergy between MRPL & OMPL
- Project cost: ₹ 6,875 Crore

Feedstock:
- Naphtha & Aromatic streams

Products:
- Para-xylene: 914,000 TPA
- Benzene: 283,000 TPA

Benzene & Para-xylene production started – October 2014

* wef 28th Feb 2015
ONGC Petro Additions Ltd. (OPaL)

1.1 MMTPA Ethylene Cracker & Polymer plant

- Envisaged equity Structure: ONGC (26%), GAIL (15.5%) GSPC (0.5%), other PSUs (8%), Strategic Investor 25%, and IPO (25%).

- Project cost: ₹ 27,011 Crore
- Project status: Commissioning in progress

**Feedstock**

- C2: 0.535 MMTPA
- C3: 0.271 MMTPA
- C4: 0.167 MMTPA
- Naphtha*: 1.5 MMTPA

**Products**

- HDPE/LLDPE: 1,020 KTPA
- Poly-propylene: 340 KTPA
- Benzene: 150 KTPA
- Butadiene: 115 KTPA
- Pyrolysis Gasoline: 135 KTPA
- Carbon Black Feed Stock: KTPA

* Hazira (1.2 MMTPA) & Uran (0.3 MMTPA)  
@ From C2-C3 Plant
ONGC Tripura Power Company Ltd. (OTPC)

- 726.6 MW (363.3x2) Combined Cycle Gas Turbine (CCGT) thermal power plant
  - 1st Unit operational since Jan’14.
  - 2nd unit dedicated to nation by Hon’ble Prime Minister of India in Dec’14.

Equity holding: ONGC (50%), Govt. of Tripura (0.5%), IL&FS (26%) & IDFC (23.5%)

Project cost: ₹ 4,047 Crore.
(Debt/Equity=75:25)

Biggest project in NE region considering investment in E&P, gas & power transmission

- IL&FS: IL&FS Energy Development Company Limited
- IDFC: India Infrastructure Fund-II through IDFC Alternatives Ltd’s
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# Projects completed during FY’16

<table>
<thead>
<tr>
<th>Sl No</th>
<th>Project Name</th>
<th>Project Cost (₹ Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Development of B-193 Cluster Fields</td>
<td>5633</td>
</tr>
<tr>
<td>2</td>
<td>Development of Cluster-7 Fields</td>
<td>6639</td>
</tr>
<tr>
<td>3</td>
<td>Pipeline Replacement Project-3, Western Offshore</td>
<td>1417</td>
</tr>
<tr>
<td>4</td>
<td>C2-C3 plant Dahej</td>
<td>976</td>
</tr>
<tr>
<td>5</td>
<td>Integrated Development of G-1 and GS-15 fields</td>
<td>3955</td>
</tr>
<tr>
<td>6</td>
<td>Construction of 23 Immediate Support Vessels</td>
<td>269</td>
</tr>
<tr>
<td>7</td>
<td>Upgradation of Konaban GCS &amp; Pipeline Grid Project</td>
<td>253</td>
</tr>
<tr>
<td>8</td>
<td>Heera and South Heera Redeveloped Ph-II</td>
<td>5608</td>
</tr>
<tr>
<td>9</td>
<td>102 MW Wind Power Project</td>
<td>678</td>
</tr>
<tr>
<td>10</td>
<td>Development of Lower Pays in NBP-14 Block of NBP (D-1) Field</td>
<td>429</td>
</tr>
<tr>
<td>11</td>
<td>Development of WO-16 Cluster Fields</td>
<td>2523</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>28,380</strong></td>
</tr>
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</table>
## New Projects approved in FY’16

<table>
<thead>
<tr>
<th>Sl. No</th>
<th>Name of Projects</th>
<th>Project Cost (₹ Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Redevelopment of Gamij field, Ahmedabad</td>
<td>1,881</td>
</tr>
<tr>
<td>2</td>
<td>Neelam Redev plan(NRP) for exploiting Bassin and Mukta play-Neelam field*</td>
<td>2,819</td>
</tr>
<tr>
<td>3</td>
<td>Field Development of NELP Block CY ONN-2003/1 Nagyalanka-KG Onland</td>
<td>4,954</td>
</tr>
<tr>
<td>4</td>
<td>Field development of Madanam Nelp-IV Block CY ONN-2002/2: (60% ONGC share)</td>
<td>390</td>
</tr>
<tr>
<td>5</td>
<td>Development Plan of Bokaro Block (80% ONGC share)</td>
<td>659</td>
</tr>
<tr>
<td>6</td>
<td>Life extension of 48 well Platforms (EDC-30.04.18)</td>
<td>3,191</td>
</tr>
<tr>
<td>7</td>
<td>FDP for the development of KG-DWN-98/2</td>
<td>34,012</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>47,902.79</strong></td>
</tr>
</tbody>
</table>
KG-DWN-98/2 development being taken up with an investment of US$ 5,076 million

Cluster-2 being developed first

- Peak oil: 77,305 bpd
- Peak Gas: 16.5 mmscmd

Cumulative production
- Oil: 23.53 MMT
- Gas: 50.71 BCM

First Gas: June’2019
First Oil: March’2020
ONGC the first to establish Shale gas presence in India

Potential Shale Gas basins

- ONGC exploring Cambay, KG, Cauvery & A&AA basins
- ONGC completed the first well in Cambay.
- 18 wells drilled for shale gas assessment in Cambay, KG, Cauvery and Assam & Assam-Arakan Basins.

USGS estimates 63tcf of Shale gas resources in India
CBM production commenced in 2010

- Operating in 4 blocks Jharia, Bokaro, North Karanpura and Raniganj
- In-place reserves of 83 BCM established
- Development operation in Bokaro and North Karanpura to commence in 2017
Gas Hydrates: The next frontier in unconventional

The US Geological Survey (USGS) estimated between 100,000 tcf and 270,000,000 tcf. Compared to natural gas reserves of just over 6600 tcf (BP Statistical Review of World Energy 2015)

**US Department of Energy estimates 933 tcf (2012) gas in the country**

ONGC has taken a lead role in the national mission for gas hydrates

**Focus Areas:**
- NGHP 01 – Kerala-Konkan, Krishna-Godavari, Mahanadi & Andaman
- NGHP 02 – KG and deep offshore Mahanadi

25 most prospective sites for NGHP 02 were identified based on ONGC studies during 1998-2003 on KG (offshore), Cauvery (offshore), Gulf of Mannar and Western offshore.

NGHP 02 was completed on 28th July 2015. 42 wells have been drilled under the mission. Initial results encouraging. Pilot production testing planned for 2017-18 in KG area

Deepwater D/S Chikyu as deployed in NGHP 02

NGHP 02 estimates 134 tcf gas in 8400 sq. km in KG Basin
Presentation overview

1. Highlights
2. ONGC: Performance FY’16
3. Overseas operations
4. MRPL
5. ONGC Group
6. Integration projects
7. Pursuits
8. Commitments
Focus Areas

- Education
- Women empowerment
- Health care
- Entrepreneurship devl.
- Infrastructure devl.
- Care for differently abled
- Water management
- Environment protection
- Promotion of artisans
- Promoting sports

2% of PBT for CSR activities

CSR Expenditure ₹ 2,303 Crore in last 10 years

ONGC pursuing major projects - setting up Educational Institutes, Hospitals, Wind farm
Thank you