



INDIANOIL PETRONAS PRIVATE LIMITED

UNLIMITED  
*possibilities...*







## IPPL~ Vision Statement

We will be the leading brand and the largest Terminal Service Provider & Parallel Marketeers of LPG in India.

Our aim is to maximize returns to stakeholders by optimizing performance & productivity through efficient business processes including best safety industrial standards and a happy working environment. We will add Value through allied business like retailing Auto LPG and other non-fuel businesses.



we Deliver  
green energy

## IPPL CORE VALUES >>

### > Integrity:

We maintain highest ethical standards with honesty in all our actions. We believe our promise is most vital, our word is our bond. We ensure health and safety and protect the environment.

### > Passion:

We are passionate about our brand, people, Products and Value. We show pride, enthusiasm and dedication in every thing that we do. We are Committed to deliver quality products and services.

### > Positivity:

We recognize that every employee must be empowered to stimulate continuous improvement in all aspects of our business.

### > Leadership:

We are a company with the ability to lead, the creativity to inspire and the will to create positive social and environmental value.

### > IPPL-Vision Statement:

Our aim is to maximize returns to stake holders by optimizing performance & productivity through efficient business processes including best safety industrial standards and a happy working environment. We will add value through allied business like retailing Auto LPG and other non-fuel business.



EMERGING .

INDIANOIL PETRONAS

# Leveraging.

**INDIANOIL PETRONAS PRIVATE LIMITED (IPPL)**, a joint venture of two Fortune 500 Companies...

**Indian Oil Corporation Limited, India and Petroliam Nasional Berhad (Petronas), Malaysia.** In its quest for excellence in **Quality, Service, with Transparent Pricing, providing Total Customer Satisfaction, IPPL** manufactures a wide spectrum of products: **Propane, Butane**, tailor-made **LPG** that suit the requirements of customers, meeting diverse applications. Its terminals are located at Haldia in the East and Ennore in the South. A vibrant, dynamic, burgeoning organisation, **IPPL** provides 'value for money' products and services that are at par with global standards.

- Provides terminalling services to IOCL and other OMCs from its two state-of-the-art terminals in Haldia and Ennore
- Handles around 33% of the total LPG import of the country
- Imports straight run Propane and Butane to meet the requirements of our niche customers
- One of the most preferred suppliers of Propane (LPG) and Butane for the Indian industrial sector
- Granted approval by the Ministry of Petroleum & Natural Gas to manufacture Auto Grade LPG (IS 14861) in November 2004
- Have Stand Alone Auto LPG Dispensing Stations across Karnataka, Tamil Nadu, Telangana and West Bengal
- Capable of manufacturing a wide spectrum of products, tailor-made to suit the requirements of customers
- Meet the requirements of diverse industrial applications ranging from Aerosols, Bakery, Ceramics, Paints, Metal Processing, Specialized Heat Treatment for Automobile components, Auto LPG, etc
- A vibrant, dynamic, nascent organization that provide value for money Products and Services, at par with International Standards.

## Other Facilities (Both at Haldia & Ennore)

- ♦ Computerised Control Rooms at Terminals and Jetty with unloading arms and cross country unloading pipelines for unloading Propane / Butane
- ♦ On-line Blending System with Vapour Pressure Analyses to meet buyer's specification
- ♦ Fully automated fire Detection and Protection System as per PESO & OISD norm
- ♦ Boilers for generating steam @ 10 MT/hr. for heating Propane / Butane / LPG to (+) 15° C prior to delivery
- ♦ 100% standby power through Diesel Generator sets
- ♦ Rain water harvesting system at Ennore
- ♦ Flaring System
- ♦ NABL approved laboratories both at Haldia and Ennore





# EXPANDING. Product Range **Evolving.**

IndianOil Petronas has a diversified range of Products that caters to varied demands of the industries.

*Our wide product range :*

- ❖ Straight Run Imported Propane
- ❖ Straight Run Imported Butane with varying mix of ISO and Normal Butane
- ❖ Straight Run LPG with varying mix of Propane and Butane
- ❖ 425, 33 & 21 kg LPG Cylinders
- ❖ Automotive LPG
- ❖ Zero Mercaptan LPG with varying mix of Propane and Butane for aerosols

Little wonder, IPPL has earned recognition for its unmatched performance in the LPG sector.



## **Auto LPG**

*IPPL drives ahead with Auto LPG...*

- | Cost effective, high motor octane meeting requirements of summer and winter grades
- | IPPL has permission from MoP&NG to produce Auto LPG from imported Butane and Propane
- | Automatic blending facility enables consistency of product mix and density, overcoming the drawbacks of supply from pressurized/refrigerated storages
- | Improved mileage, efficiency and value for money
- | Auto LPG dispensing unit in Karnataka, Tamilnadu, Telangana and West Bengal

# INNOVATING. Uniqueness Maximising.

What accelerates IPPL's fruitful journey... and gives a strong competitive advantage?



## Quality Assurance

Import Propane/Butane from one Import location, maintaining consistency in compositions, at par with products from fractionator

Quality control doctrine in accordance with ISO 9001:2000 ensures control of various parameters at different stages

Obtained ISO/IEC 17025 accreditation from National Accreditation Board for Testing and Calibration (NABL) for lab

## IPPL's Tested In-house (NABL accredited) Lab Facility...

Gas Chromatograph for Hydrocarbon analysis and determination of Total Volatile Sulphur

Constant temperature Bath for determination of Vapour Pressure @ 40°C

Copper Strip Corrosion Test

Density and Evaporation Test



## IPPL's Customized On-line Blending System...

Multiple blending streams to supply tailor-made products of Propane/Butane/LPG that suit customer requirements

Supply of non-odorised Butane /LPG as per IS 4576:1999

## IPPL's Dedicated Transportation Fleet...

Delivered supply on request

Each supplied under Sealed Condition

Insured Product and Public Liability



## IPPL's Transparent Price Mechanism...

Market-driven Pricing based on procurement costing

Saudi CP linked Pricing based on Current Month CP or Previous Month CP for long term supply arrangement.

## IPPL's Uninterrupted Supply System...

Annual supply contract arrangement



Customer Care

PROMISING.

# Delivering.

IPPL provides best returns as the most cost-effective LPG solutions company with ease of accessibility through:

### Apex Management...

Small, compact and efficient | Always available to the customers | Solves problems, if any, ensuring customer satisfaction and delivery of loads at customer's convenience.

### Customer Support Cell...

A dedicated Customer Service Division assures easy dispatch of products | Ensures smooth and easy telecom transactions | Marketing Associates maintain close liaison with nation-wide customers

### Technical Knowledge Back-up...

Provides energy and safety information to customers Assures optimization of consumption of Propane / Butane / LPG

### Commercial Flexibility...

**Sale against credit** - Credit facilities are provided whereby customers enter into a sale-purchase agreement against collaterals like Bank Guarantee / LC, etc.

**Advance payments** - Loads are dispatched on transfer of funds into bank accounts of IPPL

## CUSTOMERS' OPINION

“ Propane for Steel Melting Shop is of high quality.  
~ Jayaswals Neco Ltd., Raipur (CG)

We are happy with your commitment towards on time delivery of LPG to our plant. ”  
~ St. Gobain, Sriperumpudur (TN)

“ Blended LPG for cutting applications has been found to replace propane suitably.  
~ Jindal Steel & Power Ltd. Raigarh (CG)

” Un-odeorised Butane used in aerosol canisters is of superior quality.  
~ Asian Aerosol OAN Pvt Ltd, Aklahare (Guj)

“ Propane used in our galvanising furnace has been found to meet all our quality requirements.  
~ JSW BPSL, Hooghly (WB)

” LPG used for controlled atmosphere gas carburizing has been found to be satisfactory without any quality issues.  
~ Timken India Ltd., Jamshedpur (JH)



After the proven success of its unique fuel solutions for the industrial segment in **425 kg LPG Cylinder, IPPL** now is also present in **21 kg** and **33 kg LPG Cylinders**. These LP Gas cater to meet the demands of commercial and industrial uses.

**21 kg PROPEL LP Gas and 33 kg PROPEL LP Gas...**

**The "Green Twin" Cycle**

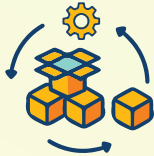


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## 21 kg PROPEL LP Gas and 33 kg PROPEL LP Gas...

### Service Spectrum



#### Superior LPG Storage Solutions

Cylinder Manifold System  
for both LOT (Liquid Off Take) and  
VOT (Vapour Off Take)



#### Supply & Logistics

Seamless, on-demand, doorstep delivery



#### Customer Training

Provided by qualified engineers



#### Commissioning Facilities

Powered by IPPL Technicians



#### After-Sales & Post-Installation Support

Dedicated, 'all-weather' Customer Care Team

## 21 kg PROPEL LP Gas and 33 kg PROPEL LP Gas...

### Advantages

#### Uninterrupted Supply

Immediate availability for the  
consumer base

#### Minimum Loss

Created with the need-based  
demand of the market

#### Economies of Scale

Save up to 40% of daily fuel  
expenses compared to Liquid Fuels  
and lower carbon emissions



#### Efficient

Guaranteed correct  
weight-value for money



#### Space Saving

Cylinder designed to take up  
minimum space while offering  
maximum utility



#### Category

21 kg & 33 kg  
PROPEL LP Gas



## LPG ... In The Industrial Segment

LPG supports a wide range of industrial processes and services, especially in places where a high degree of precision and flexibility in process temperature, as well as a strong flame is required.

### LPG: Popular Industrial Applications

Industry Type	Applications
Aerosols	Propellant
Brick	Cooling, Drying, Water heating
Chemical, Rubber, Plastic	Drying, Expanded Polystyrene Foam (EPF) manufacturing, Furnace and Machinery heating, Chemical Feedstock, Melting, Steam generation, Warm Up and Glow, Water heating
Concrete	Drying, Furnace and machinery heating, Igniting and Thawing
Construction	Concrete curing, Cooling, Drying, Furnace and Machinery heating, Igniting and Thawing, Melting, Soldering, Welding, Flame cutting, Steam generation, Water heating
Food	Baking, Cooking, Drying, Furnace and Machinery heating, Rodent control, Steam generation, Water heating
Glass/Ceramic	Cooling, Drying, Water heating
General	Air conditioning, Automotive fuel, Cleaning, Cooling, Drying, Fork lift trucks powering, Indoor Heating, Power generation, Waste management, Water heating
Leather	Drying, Igniting and Thawing, Steam generation, Water heating
Metal	Drying, Furnace and machinery heating, Igniting and Thawing, Melting, Moulding, Soldering, Welding, Flame cutting, Steam generation, Water heating
Mining	Automotive Fuel, Cooking Indoor, Engine fuel, Heating, Lighting, Power/Electricity generation, Water heating
Paper	Drying, Igniting and Thawing, Steam generation, Water heating
Power	Cooling, Power/Electricity generation, Steam generation, Water heating
Recycling	Drying, Furnace and machinery heating, Igniting and Thawing, Soldering, Welding, Flame cutting
Road Asphaltting	Drying, Furnace and Hot Mix Plant
Textile	Drying, Steam generation, Water heating
Traffle & Railway Construction	Cooking outdoor, Cooling, Heating, Igniting, Power/Electricity generation, Soldering, Welding, Steam Generation

# 425 PROPEL LP GAS

At IPPL, we market our 425 kg cylinders of LPG as 425 Propel LP Gas. 425 Propel LP Gas has been carefully designed with high focus on safety and customer satisfaction.



### A 'typical' PROPEL LP Gas Facility

- 990 litre containers: Two (1 in use and 1 as standby)
- LPG Vaporisers x 2
- Pressure Regulators
- Gas Leak Detection System
- Inter-connecting Piping
- Fire Fighting System
- Other allied facilities



# ADVANTAGES OF PROPEL LP GAS

## Efficiency

LPG's Calorific Value is the highest amongst other conventional fuels with High Co-efficient of Combustion.

## Uninterrupted Supply

Propel LP Gas cylinders are designed to supply uninterrupted LPG at constant pressure.

## Product Loss

The combo valve is equipped with both Liquid and Vapour withdrawal port. This allows complete withdrawal of not only liquid but also vapour, thus minimising the residual gas effect.

## Space Saving

425 Propel LP Gas facility is the ideal solution where shortage of space, high consumption and installation of Bulk LPG tank is not possible.

## Convenience & Safety

Absolutely safe, products conform to IS standard and PESO norms. Installation is designed in line with safety norms of Oil Industry Safety Directorate Standard 162. It is convenient for a wide range of applications across several industries.

## Savings

Cleaner, thermal-efficient fuel with tamper-proof sealing, assuring quality and quantity, gives increased savings to consumers.

## Eco-Friendly Combustion of LPG Causes

- ✓ Smokeless
- ✓ Zero Sulphur emissions
- ✓ Zero emission of poisonous gases
- ✓ No soot
- ✓ No unburnt carbon particles

## Cylinder Handling

Higher capacity of 425 kg reduces the hazards of dealing multiple cylinders of lower capacity along with reducing connections for reticulated systems.

## Low Investment

Expenditure involved to use Propel LP Gas is less compared to Bulk LPG.

## Easy Accessibility

Propel LP Gas is available easily



## WE OFFER

### Installation

Supply and Erection of all Mechanical/ Electrical equipment is undertaken through approved installers

### Land & Civil Works

All drawings required for installation as per standards and specific to the site conditions

### Commissioning

Commissioning of the entire facility and trial runs

### Training

Customer orientation on safe operation of installation and response to emergencies

### Supply & Logistics

Uninterrupted supply of LPG to customers to customers via dedicated fleet

### Quality

IPPL ensures procurement and supply of high quality LPG to customers.



»» C A R I N G .

# Social Responsibility Nurturing.

At IPPL, we have always actively pursued CSR activities. We are committed to contribute to the overall economic development of the nation while improving the quality of life of the local community. We have contributed in developing the approach road to the Haldia Terminal, along with other Industry members. We have also distributed blankets and food packets to the poor and handicapped people, apart from contributing towards maintenance of rural schools for underprivileged children. The focus of our social welfare and rural community development measures is education and health.

As a socially responsible company, we also continue to work in preserving the natural resources, developing green belt areas, and imparting training to employees on precautionary measures to reduce environmental pollution.

At IPPL, we advocate the cause of a pollution-free environment by projecting LPG as a viable, economical, and eco-friendly alternative. IPPL has reached out and continues to touch the lives of millions, enriching the quality of life.



## INDIANOIL PETRONAS PRIVATE LIMITED

**Registered & Corporate Office:**

ACROPOLIS 12th Floor, Unit I & II, Premises No-1858/1  
Rajdanga Main Road, Kolkata 700107

**E** [iplkol@indianoilpetronas.in](mailto:iplkol@indianoilpetronas.in) **W** [www.indpet.com](http://www.indpet.com)