

HOEC in a Snapshot





First private E&P company in India



Proved and Probable (P+P) reserves on working interest basis stood at 26.65 MMBOE as on FY20



Low Cost and Fast Track execution capabilities that differentiates it from other players



10 blocks with discoveries producing or ready to be developed and 1 exploratory block in its portfolio



Strong management team with experienced industry professionals



Able to fund capex from inner accruals and raise funds as needed for growth



Gross Production stood at 7,869 boepd and Net Production stood at 3,163 boepd for FY20



Presence in 4 out of 7 producing basins in India



Awarded the Oil & Gas production & development company of the year in 2018-19 (Small Category) from FIPI

Board of Directors





Vivek Rae - Non Executive Independent Director/ Chairman

Mr Rae, a former secretary, Ministry of Petroleum & Natural Gas, Government of India, served in the Indian Administrative Services for 36 years. Subsequent to his retirement, Mr. Rae served as a whole-time member of the 7th Central Pay commission and was on the Board of Indian Oil Corporation Limited as an Independent Director during 2017-18.



Elango Pandarinathan - Managing Director

Mr. Elango is a veteran in the upstream Oil & Gas industry with over 30 years of experience. He has held several leadership roles and has created a number of firsts as a Business Leader. He was one of the five finalists for Platts' first-ever "Asia CEO of the Year" Award in 2013.



Rohit Rajgopal Dhoot - Non Executive, Non Independent Director

Mr. Rohit has been the Managing Director of Dhoot Industrial Finance Limited since 1994 and has a plethora of experience in Finance, Banking, M&A and Strategic Planning spanning more than 20 years.



Ramasamy Jeevanandam - Executive Director & Chief Financial Officer

Mr. Jeevanandam joined HOEC in February 2015, after successful stints at ONGC and Hardy Oil. He brings in sharp business acumen and has been instrumental in taking key strategic business decisions.



Ashok Kumar Goel - Non Executive, Non Independent Director

Mr. Ashok Kumar Goel was the Chairman and Managing Director of Essel Propack Limited until August 2019. He possesses great business insight, sharp business acumen, and has rich experience in running and managing the business of the large conglomerate of Essel Group.



Pronip Kumar Borthakur - Non Executive Independent Director

Mr Borthakur is a well recognized and respected technical authority in the Oil and Gas sector who brings in experience of more than 37 years at ONGC, from where he retired as Director (Offshore).

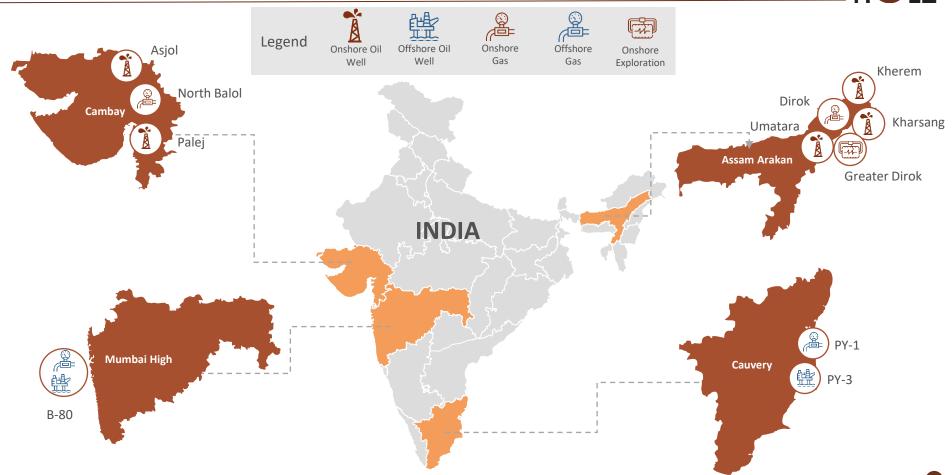


Sharmila H. Amin - Non Executive Independent Director

She is the South Asian Regional Director and Managing Director of Bertling Logistics. In her long career in Heavy Lift Projects Logistics, she has headed Panprojects/Oil & Gas for the South Asia Region as a part of the Panalpina Group.

Geographical Presence





Competitive Advantages

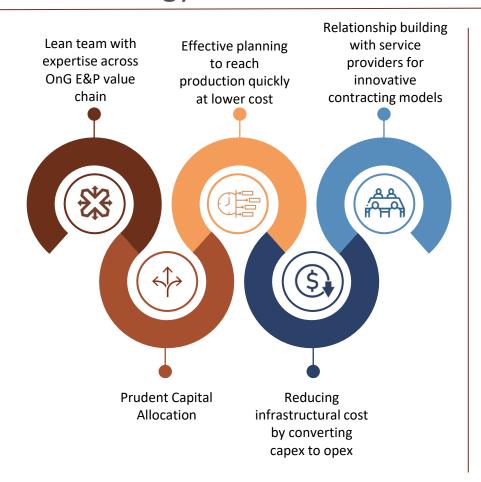


Uniquely placed with a strong organization and a discovered portfolio of assets to deliver superior value to all stakeholders,

Omquery placed with a s	0 0	rough a 5-pronged strat	egy	and to an stakeholders,
Focus on Discovered Resources	Light Asset Model	Low cost operating model	Growing responsibly	Growth strategy
Ø	(SE)	(\$)		
Focus on discovered oil and gas resources to reduce the risk involved in exploration Fast track execution to bring resources to monetization quickly	Follow light-asset model in an otherwise capital-intensive industry Focus on our core operations (G&G Drilling for Oil/Gas) and outsource other associated tasks to expert partners	Self-funding company with sustainable cash flows from its key producing assets. Ability to raise growth capital	Create long-term stakeholder value while ensuring that we 'Grow Responsibly' Stay committed to respect and care for individuals, the community and the environment, while continuing to grow	Focus on the North-East region while also focusing on its offshore resource base Take advantage of existing infrastructure, and add attractive assets with synergies to its current asset portfolio

Clear strategy to lower costs and maximize value







Our Partners















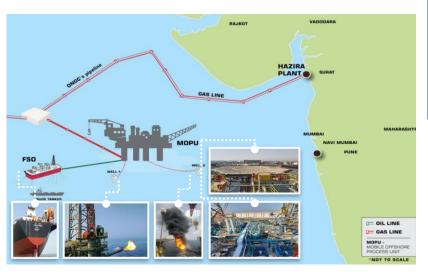


Adbhoot Estates Private Limited We are the private partner of choice for PSU companies



B-80: Final leg of Project Execution Ongoing – 60% PI*





8,000 boepd

(Barrel of oil equivalent per day)

Expected Total Production (Phase I)

13% to 30%

Share of Oil to increase in production mix

New Lead

 New lead in Deccan Trap formation of a 6m interval

Maharashtra

- This interval can potentially produce oil and gas which needs to be tested
- The new lead can potentially increase the value of the block. This is to be taken up in the subsequent drilling program

B-80 Development

- MOPU works completed & Class certificate obtained to move
- Drilling & completion of 2 subsea wells
- Successful testing of two wells with potential to produce > 8000 boepd
- Procured FSO 'Prem Pride' with storage capacity of 900,000 barrels

Project is on track for 'First Oil' post installation of export facilities

*- Increase of PI from 50% to 60% is awaiting Govt. approval

B-80: Project Update

HUEC

Final leg of Project Execution ongoing

✓ MOPU ready to sail -out of Sharjah to Mumbai



For gas export through ONGC pipeline, equipment ordered. Contractor finalised to execute



✓ Flexibles are in transit from USA and UK



✓ Marine spread for installation sourced and under mobilisation



✓ Calm buoy mooring system undergoing dry dock at Lavgan shipyard, Ratnagiri



Pre-monsoon Completion for 'First Oil'

- Installation & Commissioning of all facilities
- 'First Oil' from B80

All key project material mobilized and in transit.
Installation works are to commence in March for completion in the west coast weather window

Dirok: Progress on Phase-II development



39.1 mmscfd **Gas Production**

(in Q3FY21)

810 boepd

Condensate Production (in Q3FY21)

> 15% Assam Gas **Production**

Concentrated in India's North-East Premier Basin

- Phase I execution involved:
- Drilling & completion of 6 development wells
- Setting up Gas Gathering station & Gas processing plant of capacity 36 mmscfd
- Export pipelines for gas & condensate

Block has substantial potential for further exploration and



DRILLING

PROCESSING



DELIVERY

Oil India is the sole buyer for the gas produced in this field



Phase II (To be Completed)

- Laying of 35km pipeline to connect directly to Duliajan hub
- Drilling of 3 development wells to increase production from 35 mmscfd to 55 mmscfd

Project Progress

- Forest clearance applied for pipeline section
- Public hearing conducted successfully for phase-II execution
- Environmental clearance under review at MoEF
- Pipes have been ordered. First lot received
- E-bidding for Gas is planned in March

Dirok is a successful fast-track development with an outsourced model for processing

PY-1: Enhancing Production and Offtake Arrangements



USD 3.65
Realised Price per
MMBTU

55 mmscfd
Processing
Capacity

56 km Sub sea pipeline

- Only offshore platform in Cauvery Basin with 8 slots and four wells drilled
- Unique, predominantly gas-bearing reservoir and the only offshore fractured granitic basement reservoir in India
- Rig-based well intervention in the form of workovers or drilling new wells planned to improve production
- G&G studies are being planned for the full field development

Clients





HOEC PI 100%

GAIL is the sole buyer for the gas produced in this field





Kharsang: Phase I Development Plan



~600 bopd
Current Oil Production

30% Direct + Indirect PI 18

Number of

Wells to be drilled

Field Overview

- The Kharsang oil field is located in the state of Arunachal Pradesh and 60 kms away from Dirok.
- Post drilling of 18 wells, production expected to increase to 1800 boepd
- HOEC acquired entire share capital of M/s Geopetrol International Inc in 2018 which has 30% stake - Direct and Indirect in Kharsang Oil field
- RFDP is approved & Mining lease granted till 15 June 2030
- · Adhoc PSC extension granted

Proposed drilling campaign will include appraisal of deeper prospects



Cambay: Developments



90 bopd **Total Oil Production** (Q3FY21)

0.37 mmscfd **Total Gas Production** (Q3FY21)

Asjol, North Balol and Palei Marginal fields at Cambay

Developments

- Asjol & North Balol FDP approved. Planning for execution of FDP commenced. EC Clearance process initiated
- CB-ON-7 (Palei)
 - 97.15 sq. km of R2 area has been granted to the JV in CB-ON-7
 - Additional PSC for the same is expected to be executed at the earliest
 - The project would involve a commitment of 3D seismic and drilling of 2 wells

Asjol JV Partner



CB-ON/7 (Palej) JV Partners







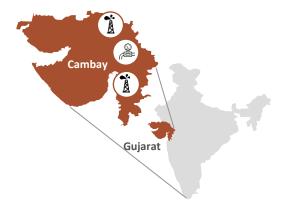
North Balol JV Partners

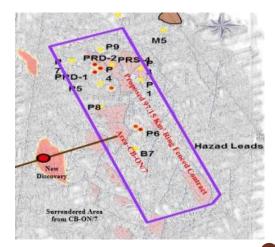


GNRL



Increase production by implementing revised field development plans where developed infrastructure is available and by adding additional areas with synergies





Other Blocks

Kherem

Umatara



JV Partners



- Tested Oil 402 bopd
- Field Plan- 2 wells to be completed in 3 years from date of receiving **PML**
- Forest Clearance in final stages. PML will be processed after **Forest Clearance**



HOEC PI

10%

21%



- Located at a distance of 50 km from Dirok field
- Jointly operated by IOC (Lead operator) & HOEC
- FDP involving drilling of two wells approved. Planning in progress





- HOEC has 21% non-operating stake in PY-3. Operates PY-1 Gas field with an offshore platform and onshore processing facilities close to PY-3 field
- PSC extended till 2030
- Last production (100%) 3,300 boepd







2017/19

(Greater Dirok)

PY-3

- Block awarded under OALP Bid Round 2019
- Exploratory block adjacent to Dirok block with associated synergies both surface and sub-surface
- Preliminary EIA studies to be initiated



100%

Production Sharing Model





Net Cash Income

Cost Petroleum

+

Profit Petroleum



Contractors all incidental income arising from petroleum operations

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Contractor's production costs and royalty payments

Investments

Contractors exploration cost



Contractors development cost

Profit Petroleum shall be shared between Government and Contractor in accordance with value of Investment Multiple earned by the Contractor

Investment Multiple under PSC

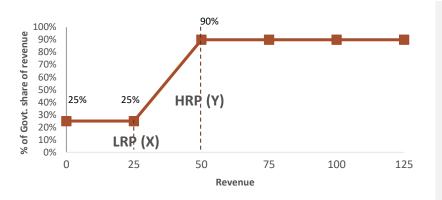


Block		AAP-ON-94/1	PY-1*	PY-3*	North Balol	Kharsang*	CB-ON-7	Asjol*
Dovolty	Gas	10%	10%	10%	10%	-	-	-
Royalty	Oil/Cond	20%	-	10%	-	20%	20%	20%
Cess	Oil/Cond	20%	20%	20%	0%	20%	20%	20%
Cost Recovery Limit		80%	100%	100%	80%	100%	60%	100%
			Investment M	ultiple (Govt. Sh	nare Percentage	s)		
<1		0%	10%	20%	20%	15%	0%	10%
1<1.5		10%	15%	20%	20%	15%	25%	20%
1.5<2		25%	15%	35%	30%	20%	30%	30%
2<2.5		35%	60%	50%	50%	25%	35%	40%
2.5<3		45%	60%	60%	50%	30%	40%	50%
3<3.5		50%	60%	70%	50%	35%	45%	60%
>3.5		50%	60%	80%	50%	40%	50%	60%

^{* -} Rates applicable from date of PSC extension listed as per PSC extension policy
** - All JV Partners to share Cess and Royalty in proportion to their Participating Interest

Revenue Sharing Model





Bidding process based on the Revenue Sharing Model involves 2 parameters – Lower Revenue Point (LRP) and Higher Revenue Point (HRP). The revenue share for intermediate points will be calculated by linear interpolation. The bidder offering the highest net present value of the revenue share to the Government will score the maximum on this parameter.

$$Z = X + [(Y - X)*(R - 0.01)/0.99]$$

X - % of Govt. share of revenue payable at LRP

Y - % of Govt. share of revenue payable at HRP

R – Average daily revenue in Million US Dollar

Z - % of Govt. share of revenue when Avg. daily revenue > LRP and < HRP

Block	B-80	Kherem	AA-ONHP-2017/19	Umatara
Government Share of Revenue – LRP	12%	21%	22%	48%
Government Share of Revenue - HRP	55%	99%	99%	99%
Royalty	10% for crude oil, condensate and Natural Gas	12.5% for crude oil and condensate; 10% for natural gas	12.5% for crude oil and condensate; 10% for natural gas	12.5% for crude oil and condensate; 10% for natural gas
Cess	0	0	0	0





Focused Growth Strategy



Cost-effective delivery of Development Projects



Make Portfolio work to deliver value even in low price environment

- B-80 Development Focus on 'First Oil' and 'First Gas' sales
- Phase II of Dirok development

 deliver production increase
 upto 55 mmscfd and
 infrastructure for delivering
 gas to Duliajan marketing hub

Near Field Exploration to widen existing "Footprint"



Discover resources near existing infrastructure for faster monetisation

- Greater Dirok Appraise North Dirok Potential within Dirok Block and explore in adjacent OALP block
- PY-1 & Kharsang Appraise additional upside potential
- Cambay Explore R2 area of CB-ON-7 on execution of PSC

Opportunistic
Portfolio
Growth



Leverage "Opening Up" of Sector in India and current environment

Focus on existing portfolio and grow by

- Increase production by optimizing existing facilities and wells to increase cash flows
- Improve value maximization by increasing realized price. DSF fields like B-80 enjoy marketing & pricing freedom for gas



Industry Snapshot



Robust Demand

- India is the third largest energy consumer and fourth largest consumer of gas with demand primarily met by imports
- Increased domestic production of Oil & Gas thereby reducing imports helps reduce forex outflows

Policy Support

- Government has enacted various policies such as OALP, DSF and Production enhancement contracts to encourage investment and private participation
- Various steps have been taken recently by DGH to improve ease of business

Advantage INDIA

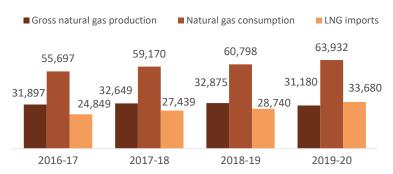
Supportive FDI guideline

 The government allows 100% FDI in Upstream and Private sector refining projects

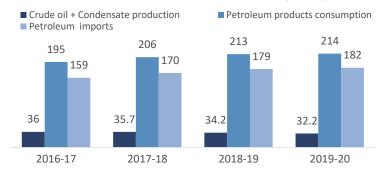
Fiscal Relief

 Industry has asked for clarity on Service Tax demand on Cash Calls , Royalty & Profit Petroleum and to bring Gas under GST

Domestic Natural Gas (MMSCM)



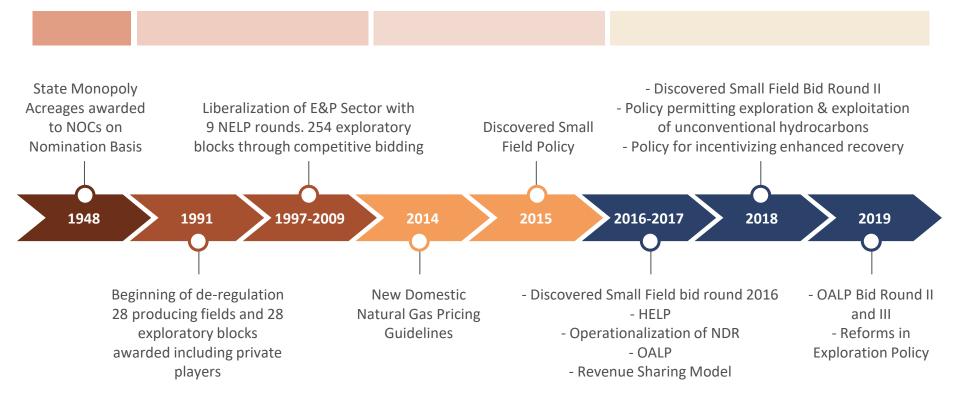
Domestic Petroleum Products (MMT)



Source - Petroleum Planning & Analysis cell (PPAC)

Milestones in the Oil and Gas Industry





Nomination Era

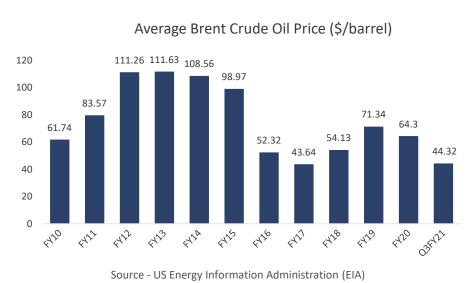
Pre-NELP PSCs

NELP

RSC (HELP and DSF)

Price Trends for Crude Oil and Natural Gas





Domestic Natural Gas Prices (US\$/MMBtu)



Source - Petroleum Planning & Analysis cell (PPAC)

Impact of COVID on Oil and Gas Industry

- On the Global O&G Industry: Outlook on prices for the near term is uncertain due to COVID induced demand destruction and the supply glut that was previously existing in the industry. Capex investments being deferred by global oil companies. Prices seem to be stabilizing at \$40- \$45/bbl
- On the Indian O&G Industry: Indian O&G upstream companies have requested for fiscal relief measures like cuts on Royalty, Cess and Profit Petroleum and have asked for pricing and marketing freedom for gas. Crude oil prices below \$45/bbl are not economical for future development and exploration. Govt. has come up with reforms for uniformity in price discovery process of natural gas in the country



Standalone Statement of Profit or Loss

- Diluted

PARTICULARS (INR Cr)

Exceptional items - Income

Net profit for the period

Other comprehensive income

Total comprehensive income

Earnings per equity share of Rs 10 each - Basic

Profit before tax

Net tax expenses

H	U	E

FY20

26.21

140.83

140.83

140.99

10.71

10.71

0.16

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INCOME				
Revenue from operations	24.18	30.16	179.84	236.89
Other income	2.53	3.09	21.58	10.06
Total revenue	26.71	33.25	201.42	246.95
EXPENSES				
Expenses from producing oil and gas blocks	5.68	5.83	26.00	28.23
Royalty, Cess and NCCD	5.32	7.40	20.64	19.69
Decrease / (Increase) in stock of crude oil and condensate	(0.57)	0.09	(0.12)	3.92
Employee benefits expense	0.15	0.12	5.18	3.96
Finance costs – unwinding of discount on decommissioning liability	1.40	1.40	5.18	1.40
Depreciation, depletion and amortization	4.97	5.14	23.92	35.06
Other expenses	1.97	2.94	6.00	7.11
Total expenses	18.92	22.92	86.80	99.37
Profit before tax and exceptional items	7.79	10.33	114.62	147.58

Q3-FY21

7.79

7.79

0.04

7.83

0.59

0.59

Q2-FY21

10.33

10.33

0.04

10.37

0.78

0.78

148.80

11.42

11.32

Standalone Statement of Assets & Liabilities

						— П	
PARTICULARS (INR Cr)	H1-FY21	FY20	FY19	PARTICULARS (INR Cr)	H1-FY21	FY20	FY19
EQUITY AND LIABILITIES				ASSETS			
Equity	688.25	665.08	522.34	Non-Current Asset	585.69	584.44	463.61
(a) Equity share capital	132.26	132.26	130.51	(a) Property, Plant and Equipment			
(b) Other equity	555.99	532.82	391.83	(i) Oil & gas assets	297.27	305.04	325.52
Non-Current Liabilities	106.36	103.73	120.80	(ii) Others	2.83	2.86	2.81
(a) Financial liabilities				(b) Capital work-in-progress	148.13	139.24	2.13
(i) Trade payables	-	-	22.11	(c) Investment property	4.05	4.15	4.36
(ii) Other financial liabilities	0.13	0.31	0.31	(d) Intangible assets	9.60	9.82	10.27
(b) Provisions	106.23	103.42	98.28	(e) Financial assets			
(c)Other non-current liabilities	-	-	0.10	(i) Investments in subsidiary	59.46	59.46	59.46
				(ii) Deposits under site restoration fund	64.23	62.41	58.98
				(f) Other non-current assets	0.12	1.46	0.08
Current Liabilities	87.10	132.48	41.33	Current Assets	296.02	316.85	220.86
(a) Financial liabilities				(a) Inventories	28.17	22.02	22.71
(i) Trade payables	10.97	12.69	10.76	(b) Financial assets			
(ii) Other financial liabilities	72.01	117.39	27.76	(i) Investments	59.15	91.89	111.29
(b) Provisions	0.14	0.14	0.10	(ii) Trade receivables	35.79	35.21	39.09
(c) Other current liabilities	3.98	2.26	2.71	(iii) Cash & bank balances	27.05	48.71	17.40
				(iv) Other bank balances	15.46	15.25	7.79
				(v) Loan to subsidiary	83.02	65.96	12.13
				(vi) Other financial assets	12.23	4.19	5.22
				Income tax assets (net)	4.24	4.35	4.52
				Other current assets	30.91	29.27	0.74
GRAND TOTAL - EQUITIES & LIABILITIES	881.71	901.29	684.47	GRAND TOTAL - ASSETS	881.71	901.29	684.47

Consolidated Statement of Profit or Loss

Profit before tax

Net tax expenses

Net profit for the period

Other comprehensive income

Total comprehensive income

Earnings per equity share of Rs 10 each - Basic

- Diluted

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п			С

156.87

156.74

(0.16)

156.58

12.01

11.91

0.13

PARTICULARS (INR Cr)	Q3-FY21	Q2-FY21	FY20	FY19
INCOME				
Revenue from operations	27.81	33.18	202.05	265.14
Other income	2.70	2.67	21.76	11.19
Total revenue	30.51	35.85	223.81	276.33
EXPENSES				
Expenses from producing oil and gas blocks	7.20	7.45	35.34	37.21
Royalty, Cess and NCCD	6.66	8.57	21.82	20.84
Decrease / (Increase) in stock of crude oil and condensate	(0.60)	(1.13)	0.43	4.18
Employee benefits expense	0.16	0.13	5.56	5.32
Finance costs - unwinding of discount on decommissioning liability	1.44	1.44	5.36	1.57
- Others	-	-	1.04	0.10
Depreciation, depletion and amortization	6.18	6.32	29.38	43.80
Other expenses	1.53	1.64	14.31	10.48
Total expenses	22.57	24.42	113.24	123.50
Profit before tax and exceptional items	7.94	11.43	110.57	152.83
Share of profit from associate	0.23	0.37	0.52	1.42
Exceptional items - Income	-	-	26.21	2.62

8.17

(0.23)

8.40

0.04

8.44

0.63

0.63

11.80

0.10

11.70

0.04

11.74

0.88

0.88

137.30

(0.26)

137.56

137.72

10.46

10.46

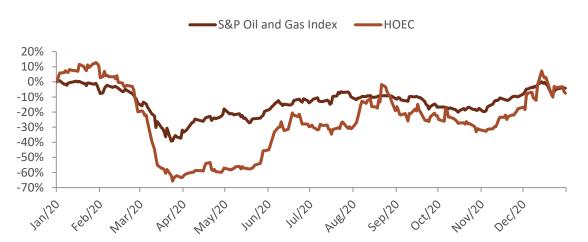
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Consolidated Statement of Assets & Liabilities

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PARTICULARS (INR Cr)	H1-FY21	FY20	FY19	PARTICULARS (INR Cr)	H1-FY21	FY20	FY19
EQUITY AND LIABILITIES				ASSETS			
Equity	703.61	679.71	540.24	Non-Current Asset	781.80	769.13	489.00
(a) Equity share capital	132.26	132.26	130.51	(a) Property, Plant and Equipment			
(b) Other equity	571.35	547.45	409.73	(i) Oil & gas assets	322.43	331.78	355.71
Non-Current Liabilities	152.93	142.07	128.11	(ii) Others	10.74	11.57	13.52
(a) Financial liabilities				(b) Capital work in progress	349.48	327.37	26.18
(i) Long term borrowings	41.17	31.97	0.18	(c) Investment property	4.04	4.15	4.36
(b) Trade payables	-	-	22.11	(d) Intangible assets	9.72	9.82	10.27
(c) Other financial liabilities	0.14	0.31	0.31	(e) Financial assets			
Provisions	109.66	106.77	101.46	(i) Investments in associate	18.14	17.73	17.22
Other non-current Liabilities	-	-	0.10	(ii) Deposits under site restoration fund	67.08	65.18	61.60
Deferred tax liability	1.96	3.02	3.95	(iii) Other financial assets	0.05	0.07	0.06
				(f) Other non-current assets	0.12	1.46	0.08
Current Liabilities	152.04	214.06	65.80	Current Assets	226.78	266.71	245.15
(a) Financial liabilities				(a) Inventories	34.02	26.59	27.83
(i) Short term borrowings	29.15	12.82	11.76	(b) Financial assets			
(ii) Trade payables	32.30	65.89	16.28	(i) Investments	59.16	100.48	119.74
(ii) Other financial liabilities	72.22	117.58	27.95	(ii) Trade receivables	37.39	36.36	40.93
(b) Provisions	13.20	13.47	6.81	(iii) Cash & bank balances	50.48	70.60	27.64
(c) Other Current liabilities	5.17	4.30	3.00	(iv) Other bank balances	23.99	15.24	7.79
				(v) Other financial assets	10.79	3.47	10.55
				Income tax assets (net)	6.79	9.88	9.68
				Other Current Assets	4.16	4.09	0.99
GRAND TOTAL - EQUITIES & LIABILITIES	1,008.58	1,035.84	734.15	GRAND TOTAL - ASSETS	1,008.58	1,035.84	734.15

Capital Market Data

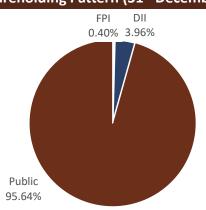




Marquee Investors	% Holding
Housing Development Finance Corporation Ltd (HDFC)	10.65%
Kotak Small Cap Fund	2.47%

Price Data (31st December, 2020)	
CMP (INR)	86.30
52 Week H/L (INR)	109.4/30.55
Avg. Net Turnover (INR Mn)	36.97
Market Cap (INR Mn)	11,412.3
Equity Shares Outstanding (Mn)	132.24

Shareholding Pattern (31st December, 2020)



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