

Brief about IndianOil Skytanking Ltd

M/s IndianOil Skytanking Ltd (IOSL), is a Joint Venture company of M/s Indian Oil Corporation Ltd.(IOC), M/s Skytanking GmbH, Germany (ST) and M/s IOT Infrastructure & Energy Services Ltd. (IOT).

IOSL is the only Operator of Fuel Farm Facility at Bangalore International Airport which is being operated on Open Access Model. IOSL has been efficiently carrying out the Fuel Farm Operatorship as well as the Into Plane Services since 24th May 2008 to the utmost satisfaction of all the Airlines. The operations of IOSL at the Bangalore Airport have been highly commended by several agencies including International IFQP inspectors, International & Domestic airlines and suppliers. The concept of single man refuelling was introduced for the first time in India by IOSL at Bangalore Airport which has won appreciation from one and all. Within 9 months of start up, IOSL has been accredited with ISO 9001(QMS) and ISO 14001(EMS) certifications for the operations at Bangalore International Airport.

IOSL is also a proud partner in the creation of the New Delhi International Terminal (T3) and has ensured the project was ready by the due date by commissioning the largest Fuel Hydrant System of the country. With effect from 14th July 2010, IOSL operates the Fuel Farm and the Fuel Hydrant System that caters to T2 and T3 Terminals of Delhi International Airport. IOSL is also one of the Into Plane Service providers at Delhi IGI Airport. In Delhi alone, IOSL handles more than 5500 KL per day and refuels more than 230 aircrafts daily. IOSL has also partnered with DIAL as consultant to commission the Fuel Farm and Fuel Hydrant System for the T3 Terminal at Delhi, IGI Airport.

IOSL has an in-house design engineering team who have already exhibited their capabilities in Procurement of Dispensers and Refuellers for Delhi and Bangalore Airports and Commissioning of Delhi and Bangalore Fuel Hydrant Systems. IOSL has established its financial credentials in the shortest span of time and has a corporate credit rating of CRISIL A+.

With respect to handling of the fuelling services in 2 tier and 3 tier cities, several Indian Oil Public Sector Companies have offered us the O&M of their airports and the discussions are in the advanced stage.

In continuation we would like to impress upon the following core competencies of IOSL, which can be effectively used for your airport project:

1. Systems and Procedures followed are of International Standards.
2. Operate on cost effective model.
3. Open to Different Financial modelling.
4. Core experience in Open access Facility.
5. Technical backup from M/s Skytanking, Germany and M/s Indian Oil Corporation.

Journey So far

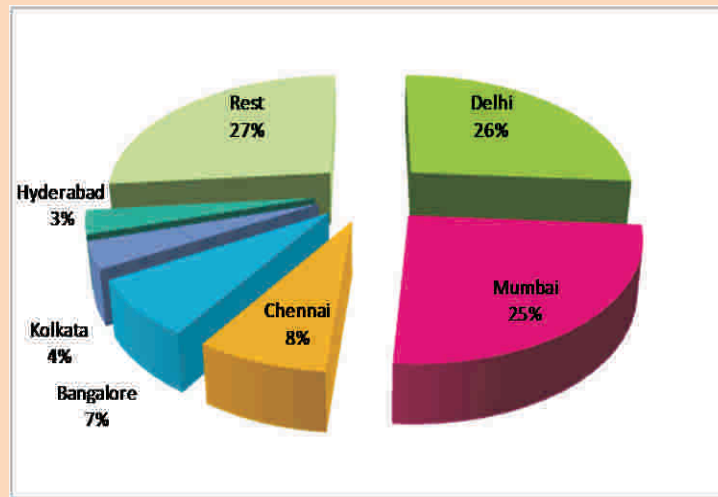
IndianOil Skytanking which had a humble beginning in 2006, in a single room in a congested market place in Bangalore now operates (Fuel Farm Operations) not only the Bangalore Airport but also at India's largest and one of the world's largest Airport in Delhi. The journey so far has been a hard travel for the IOSL team. As Robert Frost said "I took the road less travelled by and that has made all the difference." This is what IOSL team always believed in.

Today, the new T3 terminal at Delhi's Indira Gandhi International Airport is a reality which stands as a mark of Engineering excellence and the hard work that several thousand Indians have put in. With the commissioning of its T3 terminal at Delhi International Airport, it has become India's and South Asia's largest and most important aviation hub. IndianOil Skytanking Ltd (IOSL) is a proud partner in this world class creation and played its part in ensuring that the airport was operationally ready on due date by commissioning the largest Fuel Hydrant System of the country and also by taking over existing Fuel Farm Facility.

IOSL Operating Locations

Bangalore	Delhi
IndianOil Skytanking has a 20-year concession with BIAL	IndianOil Skytanking has a 25-year concession with DIAL
BOOT (build, own, operate, transfer) contract for the fuel storage and hydrant for the new airport	O&M contract for the fuel storage and hydrant for the new Terminal T3 & ITP contract for 10 years
Project budget: Rs 100 Crores	New terminal T3 fuel system commissioned on 14th July 2010
Airport and fuel system opened 24th May 2008	Refuels 230 aircrafts on daily basis

MarketShare



IOSL operates at Bangalore and Delhi- increase in market share to above 33%

Core Competencies

Expertise in all areas of aviation fuelling

- ✓ For all the stakeholders – airports, airlines, oil companies
- ✓ in all disciplines : Operations: Fuel Farm, Hydrant and Into Plane Services , Engineering , Contracts and Finance
- ✓ In all roles - manager, owner, operator, advisor
- ✓ During all phases – from concept design to operations

Focused Approach

IOSL is highly specialised and focussed on safe, efficient and cost-effective aviation fuelling operations.

Independence of Activity

IOSL does not sell jet-fuel, so we are one of the few companies offering truly independent fuel handling services.

Financial strength

IOSL has established its financial credentials in the shortest span of time and has a corporate credit rating of CRISIL A+.

We also have a strong parentage

- ✓ Marquard & Bahls AG : A 60 years old company with a revenue of 16 Billion USD.
- ✓ IndianOil Corporation Ltd: A 49 years old company with a revenue of 61.7 Billion USD.

Human Resource

Our Manpower is our strength- More than 180+ trained officers

Events that make us Proud

- Completion of the BIAL Project within time and cost & much ahead of any other concessionaire in BIAL with many innovations both in Engineering and HR areas
- BIAL's Appreciation as the best Concessionaire.
- Partnering with DIAL, to ensure the commissioning of the airport hydrant system much before the Key Dates.
- First Company who introduced:
 - True Open Access System in India, this ensured
 - ✓ Customers will have a choice of preferred supplier.
 - ✓ Suppliers need not put up the facility again.
 - ✓ Economic operation & no underutilisation of assets.
 - ✓ Optimal utilisation of resources.
 - ✓ Huge saving on costs.
 - ✓ Better Facilities: Technically advanced facilities without fear of underutilization.
 - ✓ Focussed approach to the fuel management.
 - ✓ It meets IFQP & JIG Guidelines.
 - First Time Single –Man Refueling in aviation History of the Country
- Appreciation from Airlines, JIG inspectors, IATA Inspectors
- Proud to service Into Plane services to – IOCL, HPCL, Shell-MRPL & Reliance
- Current market Share vis a vis all India – 33 %.
- Developed expertise in fuel farm operations and Into plane service.
- Developed expertise for commissioning of Hydrant Systems.
- Ready to take challenge for new locations.

Conclusion

IndianOil Skytanking Ltd has all the necessary skills and resources that are required to successfully undertake

- ✓ Design & Construction of Aviation Fuel Farm,
- ✓ Operate and Manage Fuel Farm and Into-Plane Service Operations,
- ✓ Commission aviation fuel related facilities
- ✓ Offer Technical Consultancy
- ✓ Train manpower in line with JIG, IATA and DGCA requirements.

We assure you that IndianOil Skytanking will serve you as a trusted partner to accomplish your goals in a professionally efficient and safe manner.