

Mr. Avinash Verma

General Manager (Petrochemicals)
Indian Oil Corporation Ltd.
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- ❖ A Mechanical Engineer and MBA, Mr. Avinash Verma, is currently leading the Petrochemical Marketing team of Indian Oil.
- ❖ Associated with Petrochemical Marketing for the last 9 years, he has contributed immensely in stabilizing the entire petrochemical businesses that Indian Oil has achieved so far.
- ❖ Prior to joining the Petrochemical Group, he has worked for close to two decades in Oil marketing with Indian Oil.

Indian Petchem Scene

A transformation Unfolding

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Indian Petchem Scene

- ❖ More producers
- ❖ Better availability
- ❖ Downstream expansion
- ❖ Low tariff barriers
- ❖ Rising imports
- ❖ Buyers market
- ❖ Trade flow reversing
- ❖ Exports across land borders
- ❖ Improved Competitiveness

The strengths and opportunities-

- ❖ Strong domestic demand.
- ❖ Geographical and sector spread of end product market.
- ❖ Advanced domestic technology and processes.
- ❖ Adequate availability of Naphtha and raw materials.
- ❖ Vibrant entrepreneur base.
- ❖ Large head-room for future growth
- ❖ Cheap labour

The weaknesses and threats :

- ❖ Inadequate infrastructure for exports.
- ❖ Dumping by low cost producers
- ❖ Negative public perception about plastics.
- ❖ High capital cost
- ❖ Lower focus on value added exports by processors.

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High growth areas :

- ❖ Packaging
- ❖ Agriculture
- ❖ Automotive
- ❖ Appliances
- ❖ Infrastructure
- ❖ Health & Hygiene

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Areas of focus :

- ❖ Technology, R&D
- ❖ Downstream investments
- ❖ Standardisation
- ❖ Recycling of Plastics
- ❖ Rural market
- ❖ Exports
- ❖ Product to solution provider

Indian Petchem Scene ...



Emerging role of Govt. Sector Enterprises

Thank you