



## Gulf Oil Lubricants India Limited

**Press Release**

**for Immediate Publication**

### Highlights for QIV & Year ended March 31, 2016:

- Full Year PAT crosses Rs. 100 crores (up by 29.6 % at Rs.100.31 crores).
- Quarter IV PAT up 38.1% YoY at Rs.30.04 crores.
- Quarter IV EBIDTA up 27.1% YoY at Rs.45.57 crores. EBIDTA Margin improves to 16.8% for Quarter IV. Full Year EBIDTA at Rs. 160.42 crores.
- Board recommends Final Dividend of Rs. 4 per equity share (i.e. 200% on FV of Rs 2 each).

**Mumbai, May 11, 2016:** Gulf Oil Lubricants India Limited, a Hinduja Group Company, has today reported its financial results for the 4<sup>th</sup> quarter and year ended March 31, 2016. Key highlights are as under:

Rs. in Crores

	Q-IV-FY- 15-16	Q-IV-FY- 14-15	Growth %	Year ended March 31, 2016	Year ended March 31, 2015	Growth %
Sales (Gross)	313.57	300.91	4.21%	1166.67	1113.92	4.74%
EBITDA	45.57	35.85	27.13%	160.42	130.94	22.51%
PBT	45.86	33.42	37.23%	153.26	116.04	32.08%
PAT	30.04	21.75	38.14%	100.31	77.41	29.59%
EPS (Basic)	6.06	4.39		20.24	15.62	

The Company ended the year with Q IV setting new records for profits & good volume growth. Q IV was a robust quarter achieving a PAT growth of 38.1% YoY at Rs. 30.04 Crores and full year PAT growth is 29.6% at Rs. 100.31 Crores. Company's Quarter IV EBIDTA has also shown a healthy growth of approx. 27.1% compared to previous year QIV. Company's EBIDTA margins expanded further during the quarter to approx. 16.8%, 80 bps sequential improvement and approx. 320 bps improvement YoY for Q IV.



Gulf Oil Lubricants India Limited  
Registered & Corporate Office:  
IN Center, 49/50,  
12th Road, M.I.D.C.,  
Andheri (E)  
Mumbai - 400 093, India  
CIN: L23203MH2008PLC267060

Tel: +91 22 6648 7777  
Fax: +91 22 2824 8232  
Email: info@gulfoil.co.in

[www.gulfoilindia.com](http://www.gulfoilindia.com)



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The Board of Directors at their meeting held today, on May 11, 2016 recommended a final dividend of Rs. 4 per equity share ( i.e. 200% on face value of Rs. 2 per equity share) subject to approval of members in the coming AGM. Earlier during the year, the Board had declared and paid interim dividend of Rs 3.00 per equity shares (i.e. 150% of face value). With this, the total dividend for the year stands at Rs 7.00 per share (i.e. 350% of Face Value of Rs 2 per equity shares).

The Company continued its volume and revenue growths across all key segments recording double digit volume growths in motorcycle oils, key OEM volumes and sale to direct customer in infrastructure & industrial segment. Added to this, an Institutional order also enabled the company to clock an overall double digit growth in volumes. There is also positive growth in diesel engine oil segment for the Company.

Company has gained further market share in MCO (2-wheeler) segment achieving double digit growth during the year, which is more than 2 times the market growth, aided by a TV campaign to promote consumer proposition of 'Insta Pick-Up'. Earlier in the year, we also launched Gulf Pride Scooter oil catering to the rising sales of scooters in the market. The category also introduced in the market its new global packs. The following investments were backed with a 360 degree campaign including a social media campaign, consumer and trade promotions.

The PCMO segment was revamped with the portfolio focus on fast growing Synthetic products lineup and the year saw introduction of Ultrasynth (10W-40, 5W-30), an entry level synthetic product along with Formula G series (High performance fully synthetic products) launched on a grand scale in New Delhi by brand ambassador M. S. Dhoni.

Company is also seeing a pickup in the commercial vehicles led DEO segment during the year. This growth is also attributable to the brand equity built in the market in this category over the years in the fast growing new generation engine oils segment.

Recently, the Company announced three new brand associations. At an India level, the Company sponsored Rising Pune Supergiants, an Indian Premier League (IPL) Franchise, to create visibility and ground level activations in one of India's most viewed platform of IPL. We also launched a new TV commercial on digital and social media coupled with outdoor campaigns in select cities to communicate a special consumer offer.

At the Global level, Gulf Oil International announced two major associations, one with world's leading football club Manchester United and another with Team Milwaukee BMW for World Superbike Championship. Gulf India also announced the Manchester United global tie-up in Mumbai







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in press conference and media explaining how the tie-up will be leveraged in India. Company's Brand Ambassador M S Dhoni also welcomed the tie up and tweeted for it and #UnitedForGulf was one of the top trending twitter handle in that week.

The Gulf brand also continues to invest in the growing IWS (Independent Workshops) channel. We ended the year with Bikestops contributing to roughly 15% of the overall MCO volumes. The Gulf Carstops initiative was also started with key cities focus and continues to grow. Other key focus being Metro markets, seeing a retail transformation drive to have better productivity through sales of synthetics and semi-synthetic products in personal mobility.

Company is optimistically looking at the new year with continuing focus on segment wise volumes and market share growth and enhanced overall performance.

### About GOLIL

Gulf Oil Lubricants India Limited (GOLIL), part of Hinduja Group, is an established player in Indian lubricant market. It markets a wide range of automotive and industrial lubricants, greases, 2-wheeler batteries, etc. Today, the Gulf brand is present in more than 100 countries across five continents with values of 'Quality, Endurance & Passion' as its core attributes. The Gulf Oil International Group's core business is manufacturing and marketing an extensive range consisting over 400 performance lubricants and associated products for all market segments.

BSE Scrip Code: 538567

NSE Scrip symbol: GULFOILLUB

Visit : [www.gulfoilindia.com](http://www.gulfoilindia.com): or

Contact: Mr. Vinayak Joshi – Company Secretary,

Gulf Oil Lubricants India Limited, Mumbai

at +91-22-6648-7777 • Email: [vinayak.joshi@gulfoil.co.in](mailto:vinayak.joshi@gulfoil.co.in)

### Safe Harbour

*Certain statements in this release concerning our future growth prospects may be termed as forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.*

