

**Castrol India Limited**  
Technopolis Knowledge Park,  
Mahakali Caves Road,  
Chakala, Andheri (East),  
Mumbai - 400 093.

CIN L23200MH1979PLC021359

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CIL: SHARES: 2986

29<sup>th</sup> July, 2016

The BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001

National Stock Exchange of India Ltd  
Bandra Kurla Complex  
Plot No. C/1, "G" Block  
Bandra (East)  
Mumbai 400051

**Scrip Code: 500870**

**Symbol: CASTROLIND**

Dear Sir,

Sub: Analyst / Investor Presentation

We refer to our letter no 2980 dated 26<sup>th</sup> July, 2016 intimating about the Investor Analyst Call for discussing Q2 results

With respect to the same, please find enclosed the presentation which was referred also while answering question to Analysts/ Institutional Investors.

The presentation is also being uploaded on the Website of the Company [http://www.castrol.com/en\\_in/india/financials](http://www.castrol.com/en_in/india/financials) in accordance with Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015  
Kindly take the above information on record.

Yours faithfully,  
For Castrol India Limited

A handwritten signature in black ink, appearing to read 'Omer Dormen', written over a white background.

Omer Dormen  
Managing Director

# Castrol India Limited Investor presentation

28 July 2016

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.



# India's leading lubricant company



IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.



# What we stand for

## Our values and behaviours

Our values express our shared understanding of what we believe, how we aim to behave and what we aspire to be as an organisation.

## Our business ethics and Code of Conduct

We define our commitment to high ethical standards in our Code of Conduct. It is based on our values and clarifies the principles and expectations for how we work. Our Code of Conduct is our guide to doing the right thing.

## Safety

Everything we do depends on the safety of our operations, our workforce and the communities around us. We strive to create and maintain a safe operating culture, putting safety at the front of everything we do.

Safety

Respect

Excellence

Courage

One Team



# In India for over a century



1917



1929



1946



1958



1968



1979



Current

- » A part of BP Group 
- » In India for more than 100 years
- » Leading auto, industrial, marine & energy lubricant company in India
- » Three manufacturing plants
- » Distribution network of 420+ distributors, servicing over 105,000 retail sites

# Strategic growth drivers

## Personal mobility



## Investment in brand & people



## Power brands



## Pioneering product launches/new categories



## Distribution



IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.



# Strong brands



Largest selling brand in two wheeler segment



Largest selling diesel engine oil



Largest selling brand in car segment



Market leader in corrosion preventives and metal cutting fluids segment

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# Pioneering technology



Innovations resulting in environment friendly and fuel efficient product technologies with differentiated benefits

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# Strong and enduring relationships



TRIUMPH 



SUZLON  
POWERING A GREENER TOMORROW



BOSCH



ŠKODA

TIMKEN



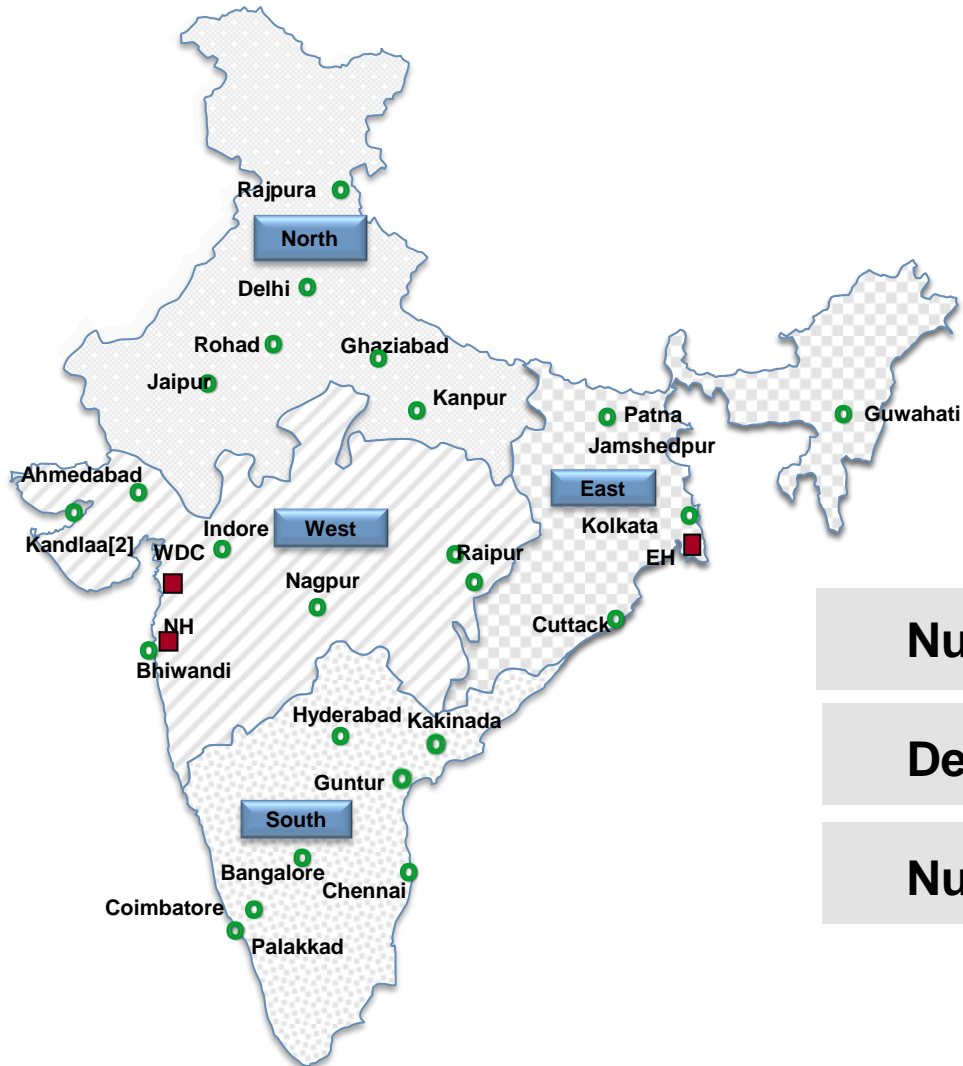
TATA 



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# Strong distribution network



**Number of Plants**

**3**

**Delivery Centres**

**3**

**Number of Warehouses**

**23**

# Recognition



India Star Award for Packaging Excellence Yes Bank-BW Woman CFO of year D&B best company specialty oils & lubricants Greentech Safety Award



RECOGNIZED AS THE 12TH MOST VALUABLE BRAND IN INDIA



WON A GOLD FOR ASHWAMEDHA (RURAL ACTIVATION CAMPAIGN) AT WOW AWARDS



EFFIE AWARDS  
CASTROL ACTIV SCOOTER ZIP FACTOR  
ONLINE / MOBILE COMMUNICATION



INDIAN DIGITAL MEDIA AWARDS  
CASTROL POWER 1  
STRONGEST COMMUNITY ENGAGEMENT  
BEST APP DEVELOPED



CLING ON TO FOOTBALL  
BEST VIDEO & DIGITAL DISPLAY  
CASTROL ACTIV  
BEST MEDIA INNOVATION DIGITAL  
CASTROL MAGNATEC  
BEST MEDIA INNOVATION RADIO



FOXGLOVE AWARDS  
CLING ON TO FOOTBALL  
BEST ONLINE INTEGRATED CAMPAIGN

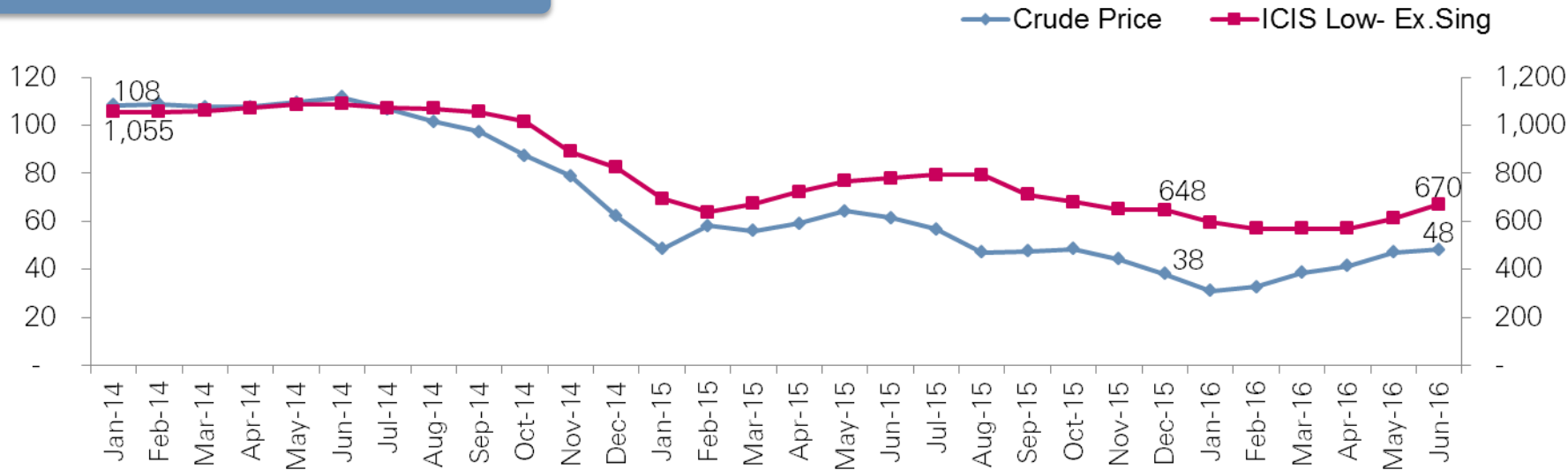
# A good corporate citizen

## Our CSR pillars

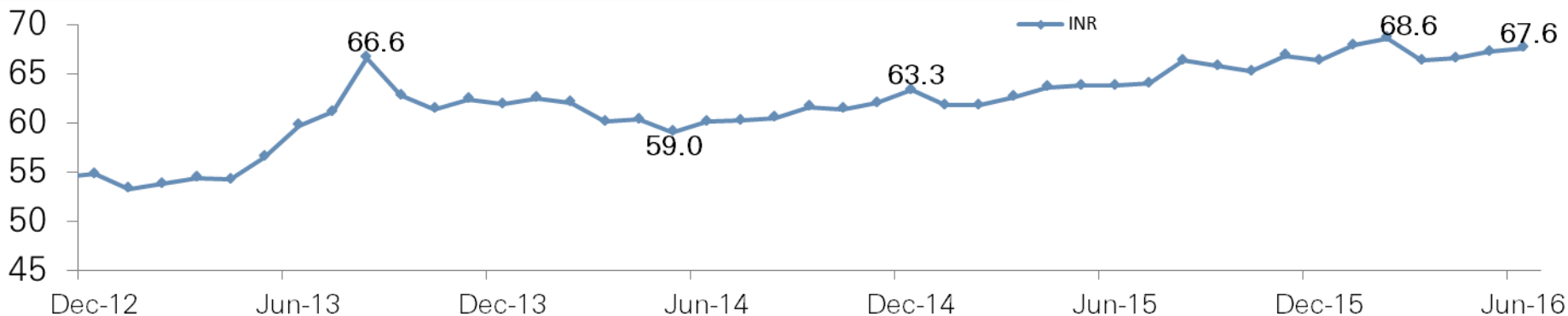
- **Eklavya** (*strengthening of skills development in automotive & industrial sectors, with focus on technology*)
- **Ekjut** (*Community development*)
- **Ehtiyat** (*Collaborating for safer mobility*)
- **Ehsaas** (*Humanitarian aid*)



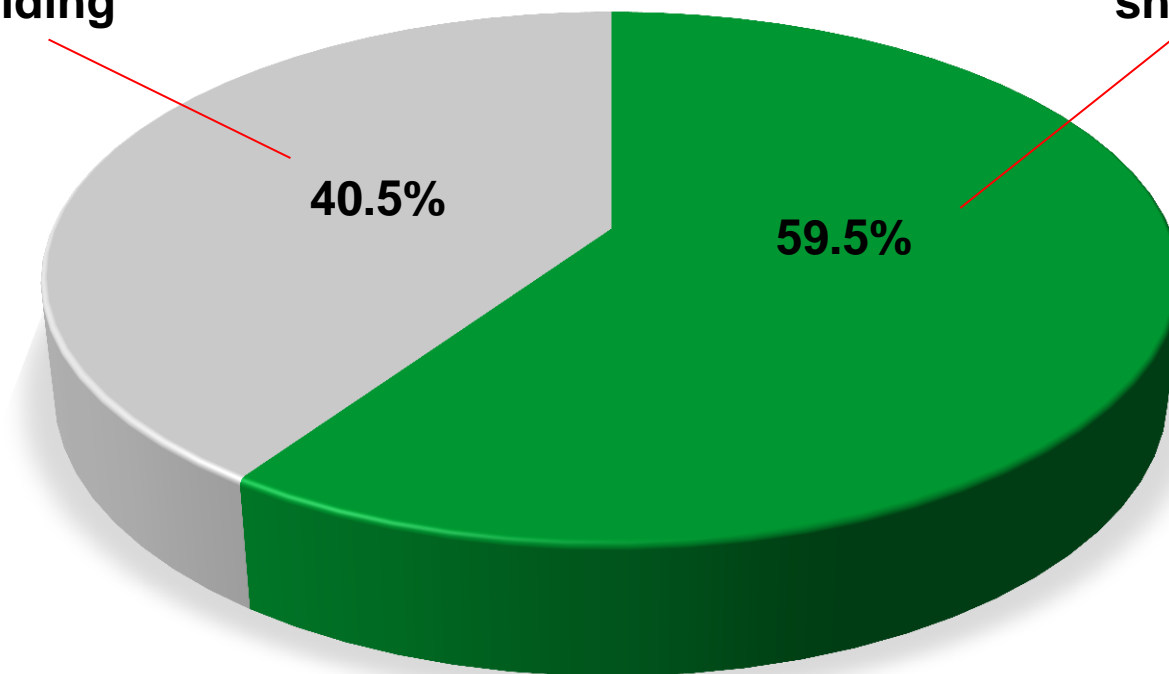
## Crude and Base Oil Movement



## Rupee is in the range of 67-68/\$ since last 8 months



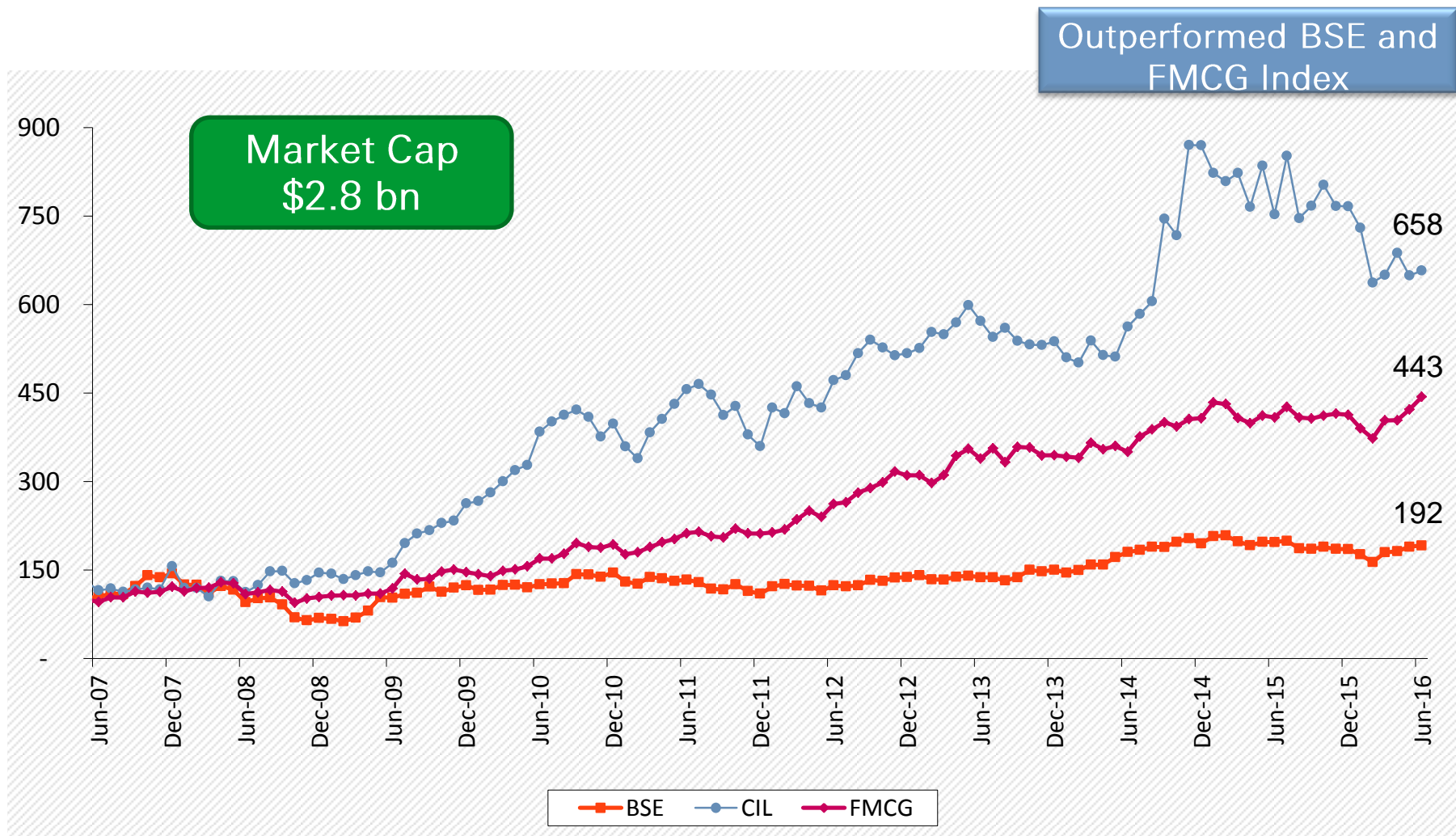
## % of Share Holding

Non-promoter  
shareholdingPromoter  
shareholding

■ Promoter shareholding

■ Non-promoter shareholding

# Value to Shareholders – Market Capitalization (30.06.2016)



# Key Financial Numbers / Ratios

Amount in Rs. Crores

<u>Financial KPI's</u>	2010	2011	2012	2013	2014	2015	2Q 2016	1H 2016
<b>Revenue from Operations</b>	2,743	2,993	3,121	3,180	3,392	3,298	971	1,826
<b>Gross Profit</b>	1,358	1,299	1,297	1,391	1,455	1,697	553	1,017
<b>Overheads</b>	649	654	700	734	774	841	250	468
<b>Operating Profit</b>	709	645	596	657	681	856	302	549
<b>PBT</b>	738	716	666	762	726	951	319	584
<b>PAT</b>	490	481	447	509	475	615	207	379
<b>Cash Flow from Operation</b>	510	350	467	396	548	740	270	406
<b><u>Ratios</u></b>								
<b>GP Ratio</b>	50%	43%	42%	44%	43%	51%	57%	56%
<b>ROS = PBT/NSV</b>	27%	24%	21%	24%	21%	29%	33%	32%
<b>Overheads as a % of GP</b>	48%	50%	54%	53%	53%	50%	45%	46%
<b>RONW %</b>	94%	83%	71%	73%	76%	115%	131%	120%
<b>EPS ( Rs )</b>	9.9	9.7	9.0	10.3	9.6	12.4	4.2	7.7

\* EPS adjusted for Bonus issues pre 2012



No. of shares in millions

8 Bonus issues in 30 years  
comprising 98.5% of Capital

