

12 August 2025

To

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra East,
Mumbai – 400 051

Scrip Code: 500870

Scrip Symbol: CASTROLIND

Dear Sir/Madam,

Sub.: Investor Presentation

Pursuant to Regulation 30 read with Para A Part A of Schedule III to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our communication dated 11 August 2025, informing the Exchanges about Castrol India Limited's participation in the Emkay Confluence 2025 scheduled on 14 August 2025, we hereby enclose the presentation to be made at the aforesaid meeting.

The presentation is also available on the website of the Company on the following link:
https://www.castrol.com/en_in/india/home/investors/intimation-to-share-holders.html
under PRESENTATIONS TO ANALYSTS --- 2025

It is further informed that no Unpublished Price Sensitive Information pertaining to the Company will be shared at any analyst / investors meet.

Kindly take the same on record.

Thank You.

Yours faithfully,

For **Castrol India Limited**

Hemangi Ghag

Company Secretary & Compliance Officer

Encl.: As above

Registered address:

Castrol India Limited

CIN: L23200MH1979PLC021359

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From wheels to wings
...and everything in between.



Investor Presentation | August 2025



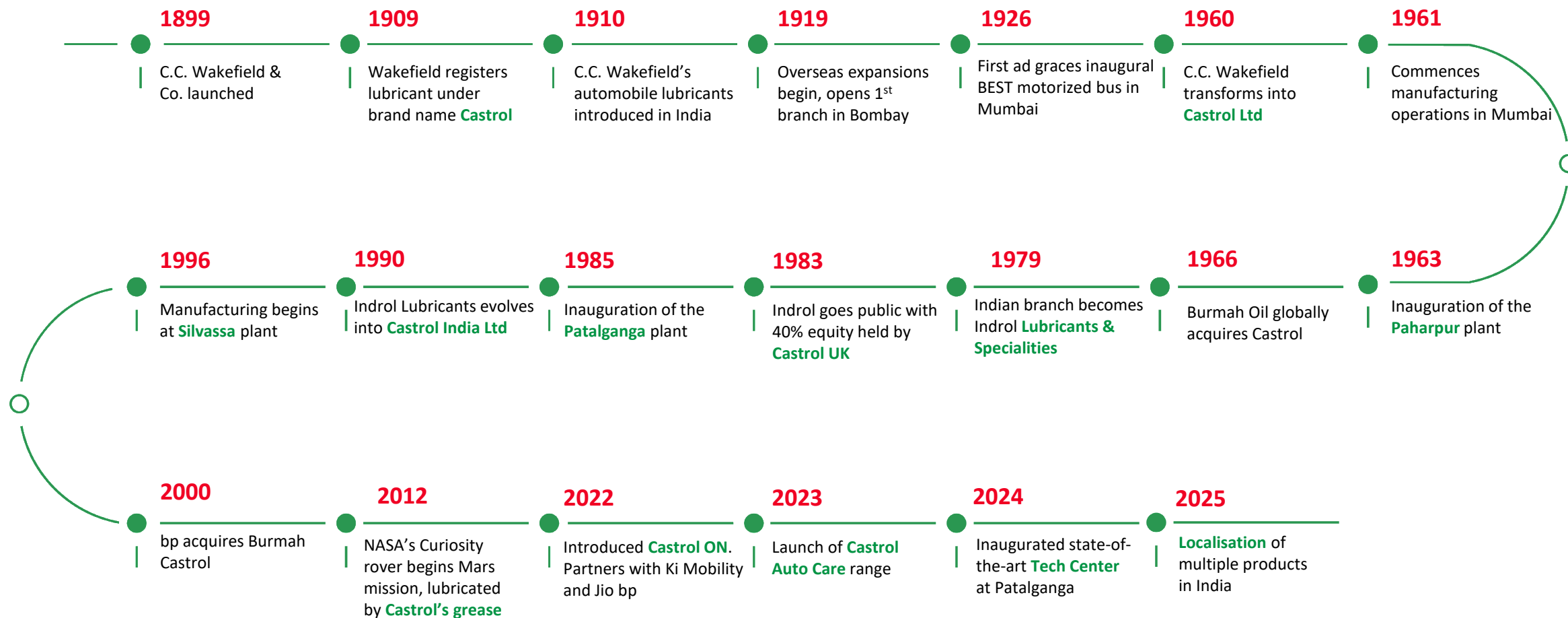
Legacy, reinvented



India's #1 lubricant brand with a legacy of 115+ years. Now building for the next 100.



Castrol's legacy



Castrol: 125-year young organisation

Land

Sea

Air

Space

5K

Employees powering
legacy and loyalty

>160
Countries where Castrol
markets products

200m
Customer
touchpoints

7
Technology
centres

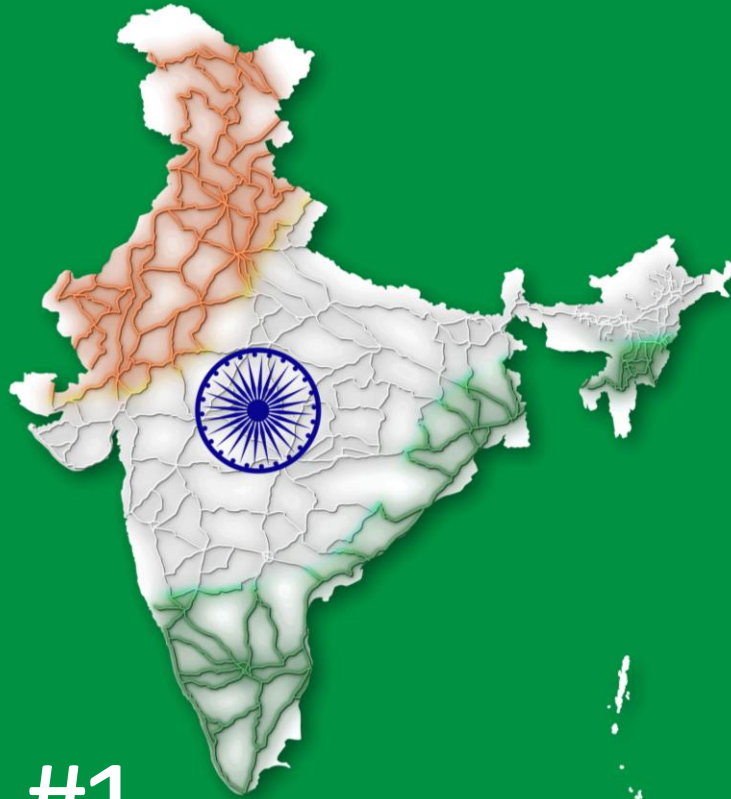
23
Blending
plants

1st

Lubricant company to
power space expedition

Castrol for India

India's most trusted lubricant brand.



#1

Market Share across categories

110+

Years in India

40+

Years as listed entity

4

Regional Offices

3

Plants

1

Tech centre

14

Depots & DC (Hub)

23

CMS sites

630+

Employees

160k

Retail Outlets


32K+

Multi-brand bike workshop

730+

Castrol Auto Service (CAS) Outlets

We cater to **12 industries** through **45 brands** and **~600 brand variants**.



7 Litres of Castrol
lubricant is sold in
India every second

What sets us apart

Heritage + Innovation + Community = Our competitive moat

Global supply
chain



Future-ready
portfolio



Digitizing customer
experience



In-house R&D



On-ground relationships with
mechanics & truckers



Widespread distribution network

Castrol for investors

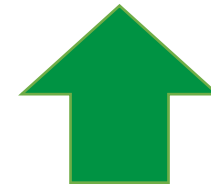
1H 2025 at a glance: Performance, profitability, progress



Topline
₹2,919 Cr
(up 7%)



EBITDA
₹657 Cr
(up 7%)



PAT
₹477 Cr
(up 6.5%)



EPS
₹4.83



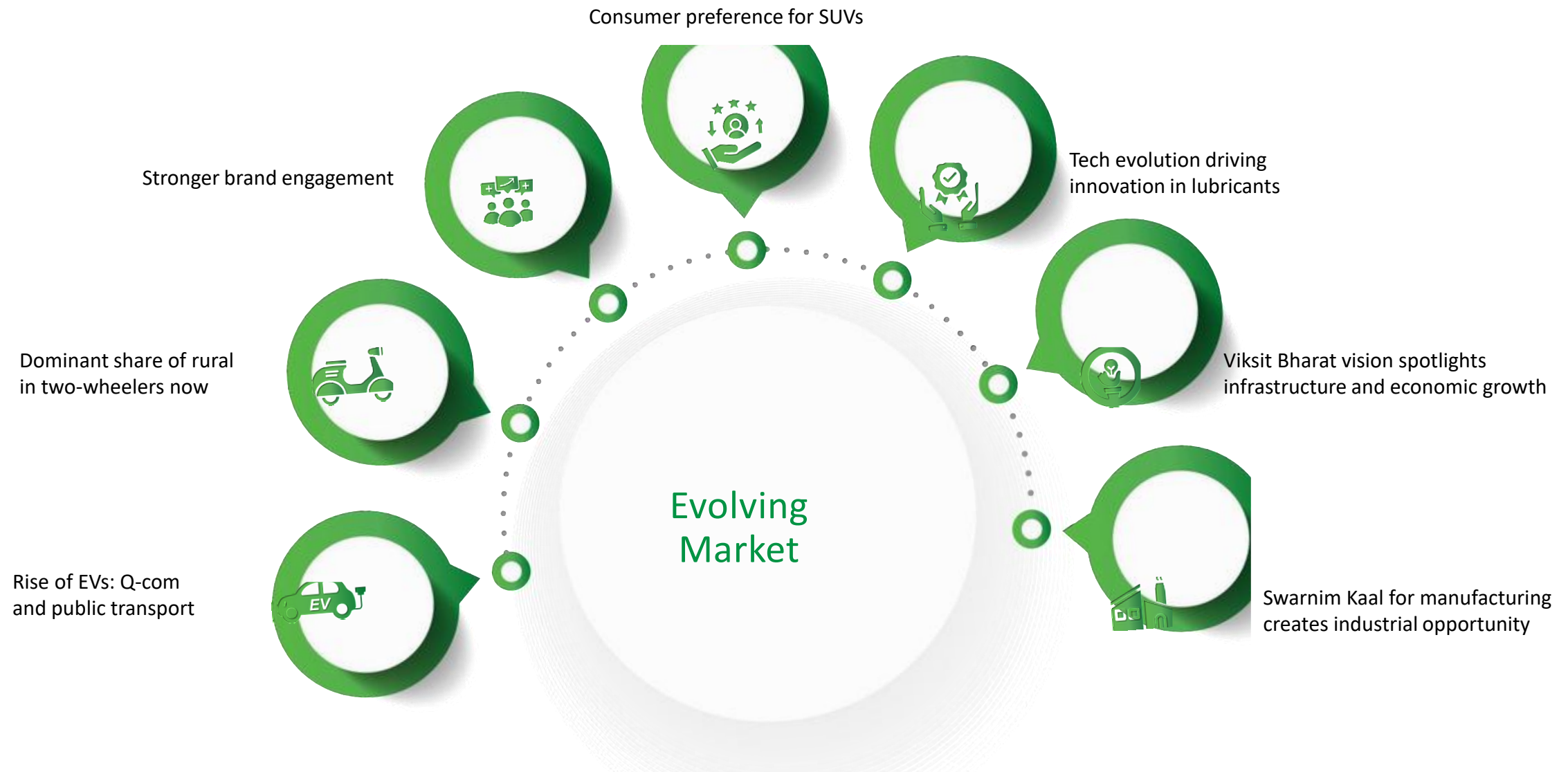
EBITDA margin
21-24%



PAT margin
16.3%

India is changing

A new era of mobility... energy... expectations.



Our response — Onward. Upward. Forward.

Beyond lubricants, we are building a high-performance ecosystem



Onward

Powering growth in mobility

- Automotive
- Physical expansion
- Services



Upward

Boosting industrial performance

- Industrial lubricants
- CMS: Taking lube off the manufacturers' mind



Forward

Diversifying for the future

- EV-ready fluids
- Data centre cooling solutions
- Autocare range

Strong product portfolio



Castrol Activ

Castrol Power1

Castrol Activ Essential

Castrol MAGNATEC

Castrol GTX

Castrol EDGE

Motorcycles

1 2 3

Castrol ON EV Transmission Fluid D2

EV

Castrol CRB Plus

Castrol CRB Essential

Castrol Turbomax +

Commercial Vehicles

1 2 3

Castrol MAGNATEC

Castrol GTX

Castrol EDGE

Cars

1 2 3

Castrol TRANSMAX Agri UTTO

Castrol Premium Longlife Full Synthetic Grease

Castrol Spheerol

Specialties

1 2 3

Castrol Chain Lube

Castrol Anti Rust

Castrol Chain cleaner



Auto Care

1 2 3

OEM relationships



Strong global and local OEM relationships
Deepened engagement with OEMs, including developing products tailored to evolving mobility platforms.

| | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  |  |  |
|   |  |  |
|   |  |   |
| | | |

Strong digital backbone enabling business



Interactive platform for
mechanics & retailers



Distributor management system



Solution for rural sub-distributors



Workshop booking app for
consumers to avail car services



Digital processing of customer claims



Digital order collection

Where we are winning

Early proof, bold moves, strong traction



Expanding presence

Deeper rural penetration



Relaunched
Castrol Activ



Industrial push

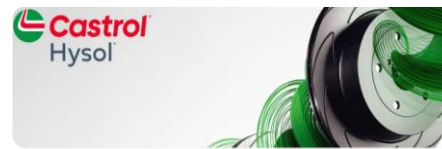
Expansion into previously untapped sectors



Chemical
Management
Services



Localised solutions:
Cutting edge XBB platform



Autocare



Wide range of products

Growth engine ahead

From lubes to lifecycle solutions.



Consistent growth in automotive



Innovation and localization fueling growth in industrial



Increased focus on adjacencies



Service portfolio supporting wins in cars



Let's talk returns

Our performance leads to your return



26%

3yr Avg
Return on Assets



56.3%

3yr Avg
Return on Capital Employed



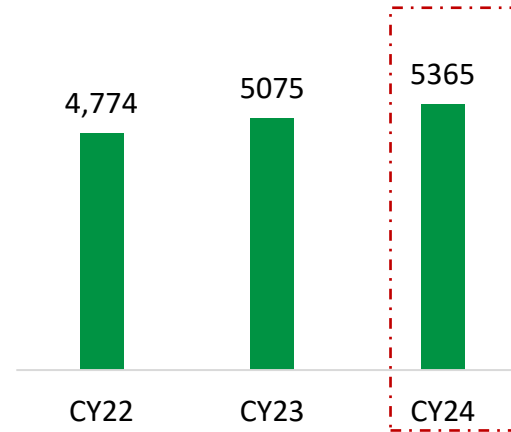
6

3yr Avg
Cash Conversion Cycle (Days)

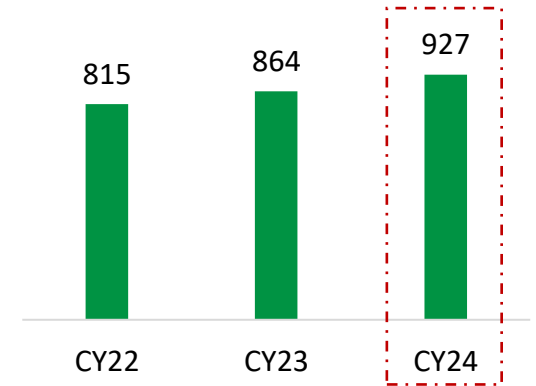
Focus on shareholder wealth creation

Annual Financial Highlights

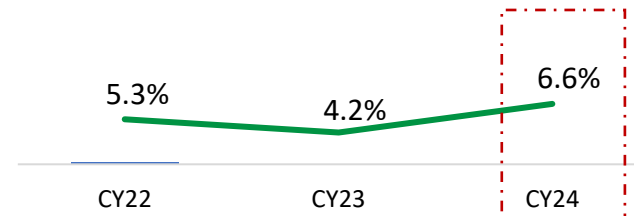
Revenue from operations
(Rs. Cr.)



PAT
(Rs. Cr.)



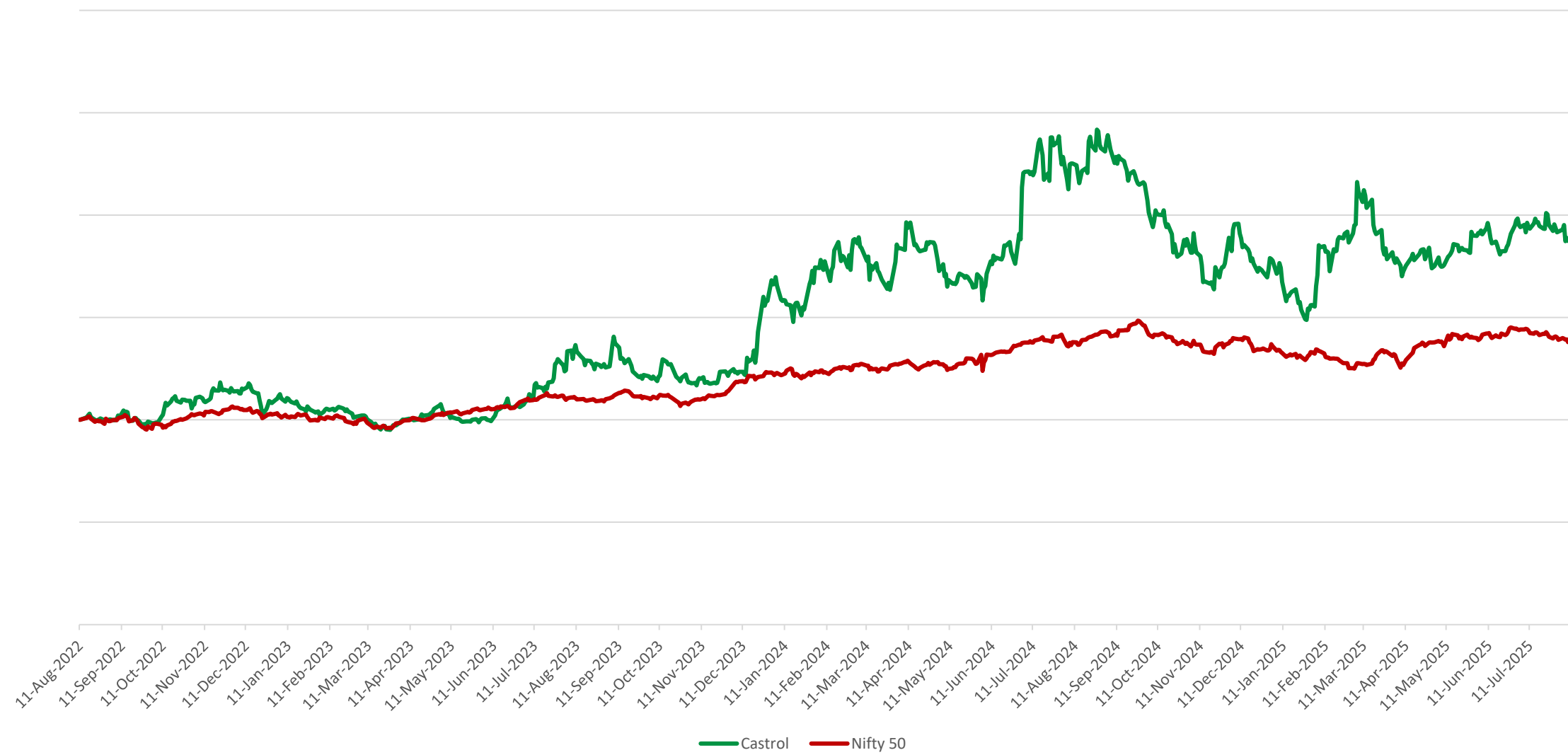
Dividend yield %



Market cap. (Rs. Cr.)



Continue to outperform the index



Invest in the power of movement



MR. KEDAR LELE

Managing Director
Castrol India Limited

“

“We delivered a steady second quarter, building on the momentum from 1Q, while navigating a complex and evolving macro environment. We stayed focused on execution—expanding our reach in rural markets, growing our presence in industrial business, and continuing to offer our customers quality and convenience. We also took important steps toward circular product innovation and deepened our associations with OEMs,

We’re optimistic about what lies ahead. Industrial is a long-term growth area for us, and we’ve seen encouraging traction in the first half—new customers, stronger momentum, and more locally-made products. At the same time, our rural strategy is playing out well, and we’ll keep strengthening it in the coming months,”

”



We accelerate progress through game changing technologies,
superior products and distinctive experiences.



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