

Castrol India Limited
Technopolis Knowledge Park,
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Mumbai - 400 093.

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CIN L23200MH1979PLC021359



CIL: SHARES: 3010

28th October, 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 3006 dated 25th October, 2016 intimating about the Investor Analyst Call for discussing Q3 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 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


Rashmi Joshi
Director- Finance

Castrol India Limited Investor presentation

28 October 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.



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

In India for over a century

1917



1929



1946



1958



1968



1979



Current

bp



- » 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



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

Strategic growth drivers

Personal mobility



Investment in brand & people



Distribution



Power brands



Pioneering product launches/new categories



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



Strong brands



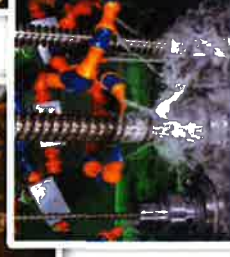
Largest selling brand in two wheeler segment



Largest selling diesel engine oil



Largest selling brand in car segment



Market leader in corrosion preventives and metal cutting fluids segment



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

Pioneering technology



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

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



Strong and enduring relationships



TATA
MOTORS

TRIUMPH 

 **FEDERAL**
MOGUL

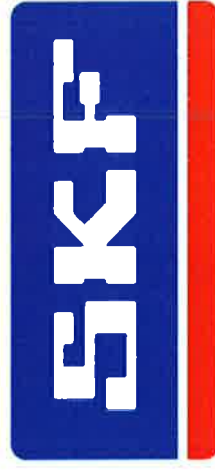


MARUTI
SUZUKI

SUZLON
POWERING A GREENER TOMORROW



BOSCH



ŠKODA

TIMKEN



TATTA 



Audi



JOHN DEERE

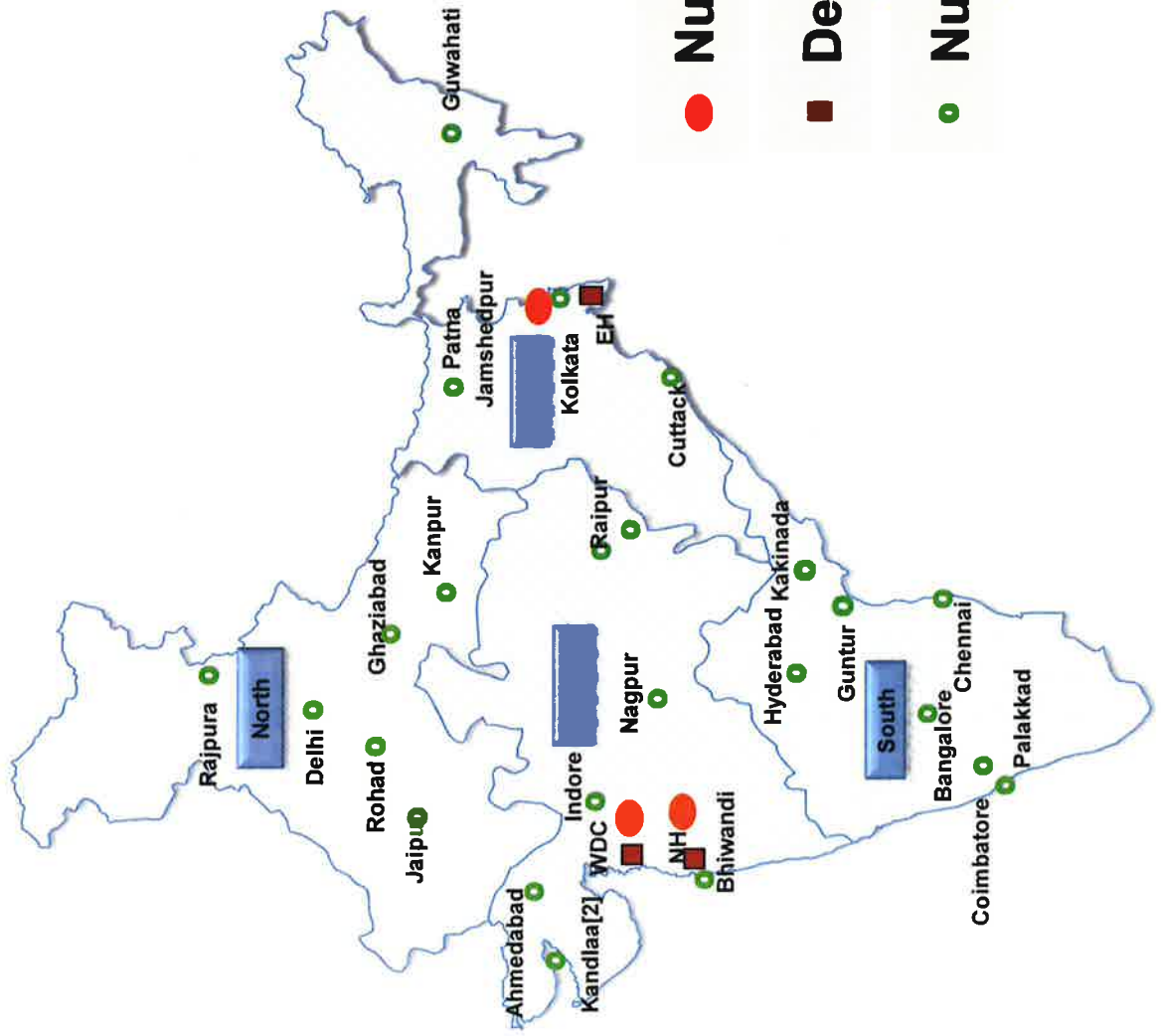



JSW Steel Ltd.

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



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



15TH MOST VALUABLE
BRAND IN INDIA



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



YES BANK-BW MOST PROMISING
FUTURE CFO IN WOMEN CATEGORY



MULTIPLE AWARDS FOR CASTROL
CRB MINI TRUCK MOBILE CAMPAIGN



EFFIE AWARDS
CASTROL ACTIV SCOOTER ZIP FACTOR
ONLINE / MOBILE COMMUNICATION

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



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



FOXGLOVE AWARDS
CLING ON TO FOOTBALL
BEST ONLINE INTEGRATED CAMPAIGN



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

A good corporate citizen

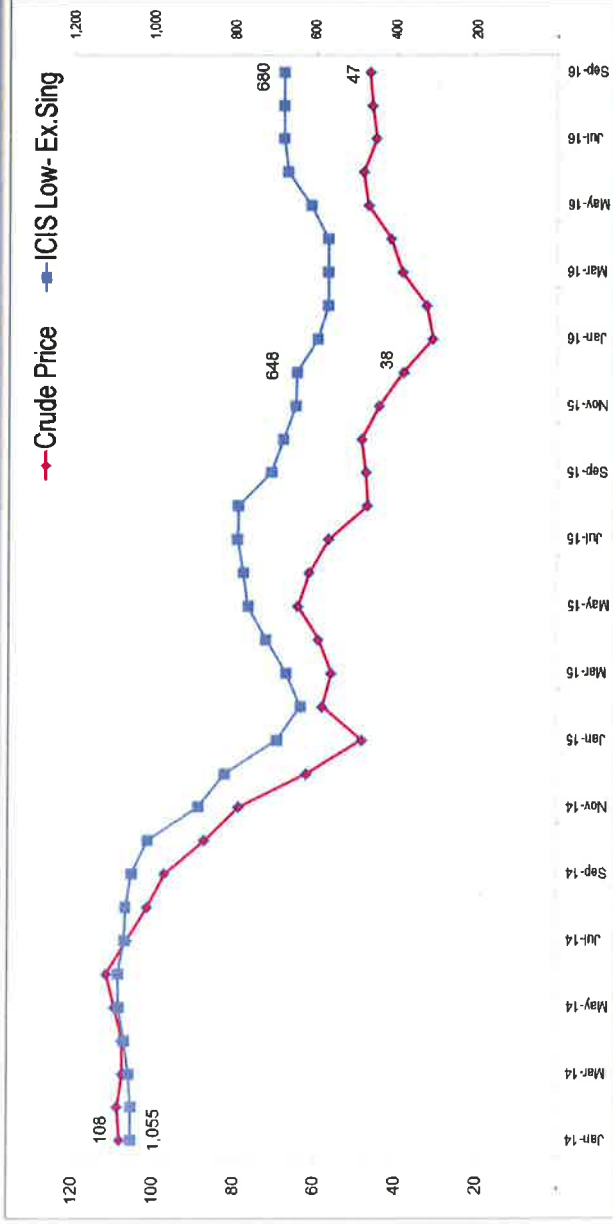
Our CSR pillars

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

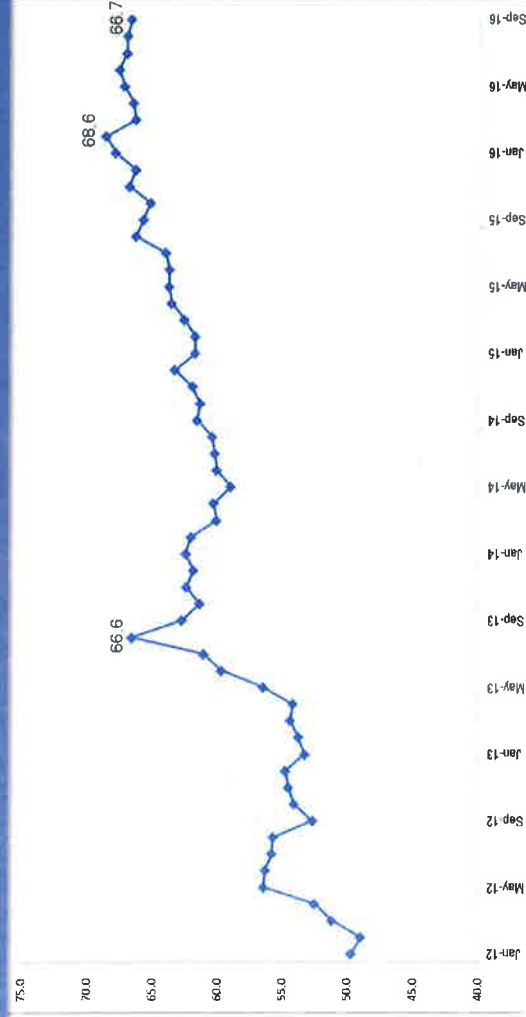


Environment

Base Oil is consistently increasing



Rupee has seen an upward trend since Feb 2016 but is in the range of 67-68/\$ last 6-8 months



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



Shareholding pattern

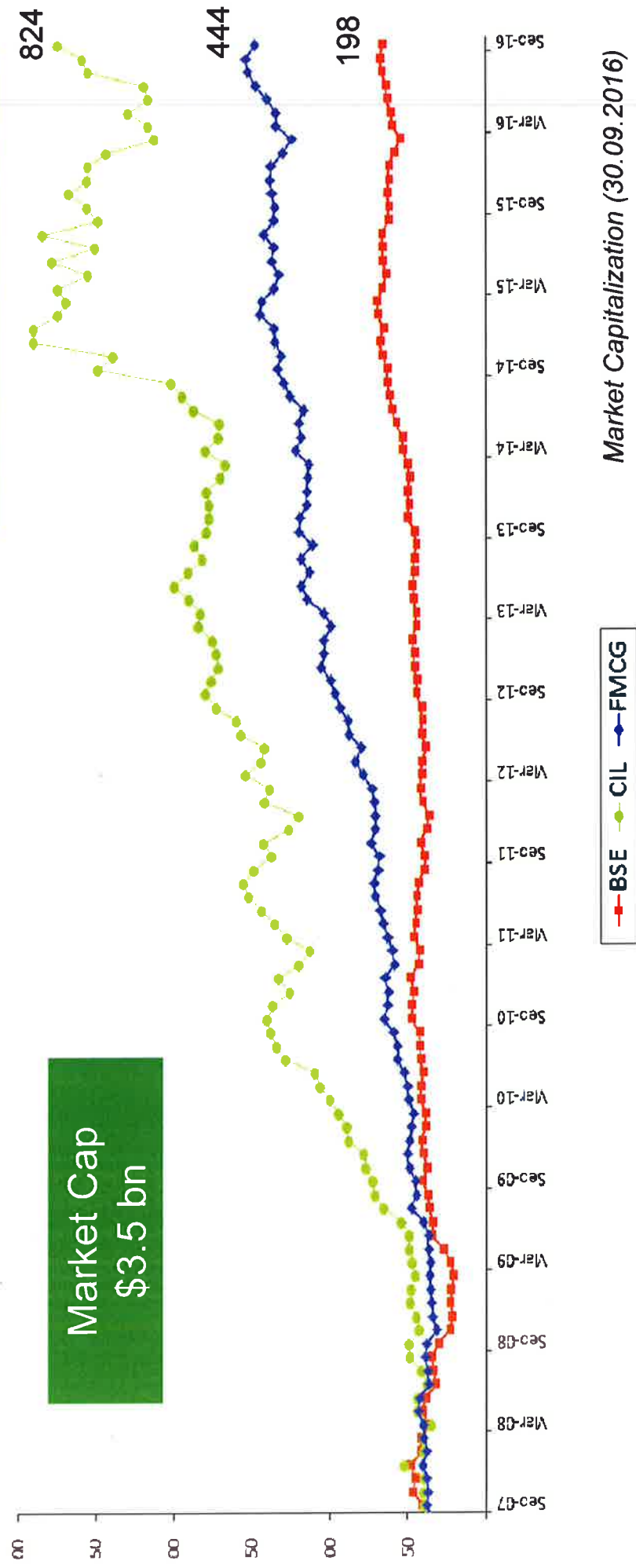
% of Share Holding



Listed on BSE & NSE

Value to Shareholders – Market Capitalization (30.09.2016)

Outperformed
BSE and FMCG Index



Key Financial Numbers / Ratios

Amount in Rs. Crores

Financial KPIs	2010	2011	2012	2013	2014	2015	Q3 2016	9M 2016
Revenue from Operations	2,743	2,993	3,121	3,180	3,392	3,298	762	2,588
Gross Profit	1,358	1,299	1,297	1,391	1,455	1,697	404	1,420
Overheads	649	654	700	734	774	841	201	669
Operating Profit	709	645	596	657	681	856	202	751
EBT	738	716	666	762	726	951	218	801
EAT	490	481	447	509	475	615	140	519
Cash Flow from Operations	510	350	467	396	548	740	61	466
<u>Ratios</u>								
Debt to Capital Ratio	50%	43%	42%	44%	43%	51%	53%	55%
Return on Capital Employed (ROCE) = PBT/NSV	27%	24%	21%	24%	21%	29%	29%	31%
Overheads as a % of GP	46%	49%	52%	51%	51%	47%	47%	45%
Return on Net Worth (RONW) %	94%	83%	71%	73%	76%	115%	80%	99%
Price to Book Value Ratio (PBV)	9.9	9.7	9.0	10.3	9.6	12.4	2.8	10.5

* EPS adjusted for Bonus issues pre 2012

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Bonus Shares – Track Record

8 Bonus issues in 30 years
comprising 98.5% of Capital

No. of shares in million

