Castrol India Limited
Technopolis Knowledge Park,
Mahakali Caves Road,
Chakala, Andheri (East),
Mumbai - 400 093.
CIN L23200MH1979PLC021359

Tel: (022) 6698 4100
Fax: (022) 6698 4101
www.castrol.co.in

CIL: SHARES: 3045

23rd February 2017

The BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

Scrip Code: 500870

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

Symbol: **CASTROLIND**

Dear Sir,

Sub: Analyst / Investor Presentation

We refer our letter no 3038 dated 20th February 2017 intimating about the Analyst / Institutional Investor Call for discussing Q4 and FY 2016 results.

The aforesaid call was conducted on 22nd February 2017 between 2.00 pm to 3.00 pm.

Further a copy of the updated investor presentation is enclosed. The same is also available on the Company website on the link **http://www.castrol.com/en_in/india/financials/investor-presentation.html**

Kindly take the above information on record.

Notes:

1. *No unpublished price sensitive information pertaining to the Company is shared at any of the call with Analyst/ Institutional Investor.*

Kindly take the above on your record.

Thank You

Yours Faithfully,
For **Castrol India Limited**

Chandana Dhar

Chandana Dhar
Company Secretary and Compliance Officer

Castrol India Limited
Investor presentation

22 February 2017

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

India's leading lubricant company

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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.

- Safety
- Respect
- Excellence
- Courage
- One Team

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.

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 servicing over 105,000 retail sites

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

Strategic growth drivers

Personal mobility

Power brands

Investment in brand & people

Distribution

Pioneering technology / category creation

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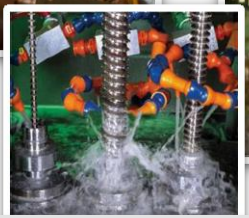
Strong brands

Largest selling brand in two wheeler segment

Largest selling diesel engine oil

Largest selling brand in car segment

Driving growth in the car segment'



Market leader in corrosion preventives and metal cutting fluids segment

Strong and enduring relationships

TATA MOTORS

TRIUMPH

MARUTI SUZUKI

FEDERAL MOGUL

SUZLON
POWERING A GREENER TOMORROW

JCB

BOSCH

Ford

SKF

TIMKEN

ŠKODA

TATA Cummins

Audi

GM

L&T Construction & Mining Machinery

SUZUKI

JSW
JSW Steel Ltd.

ZF

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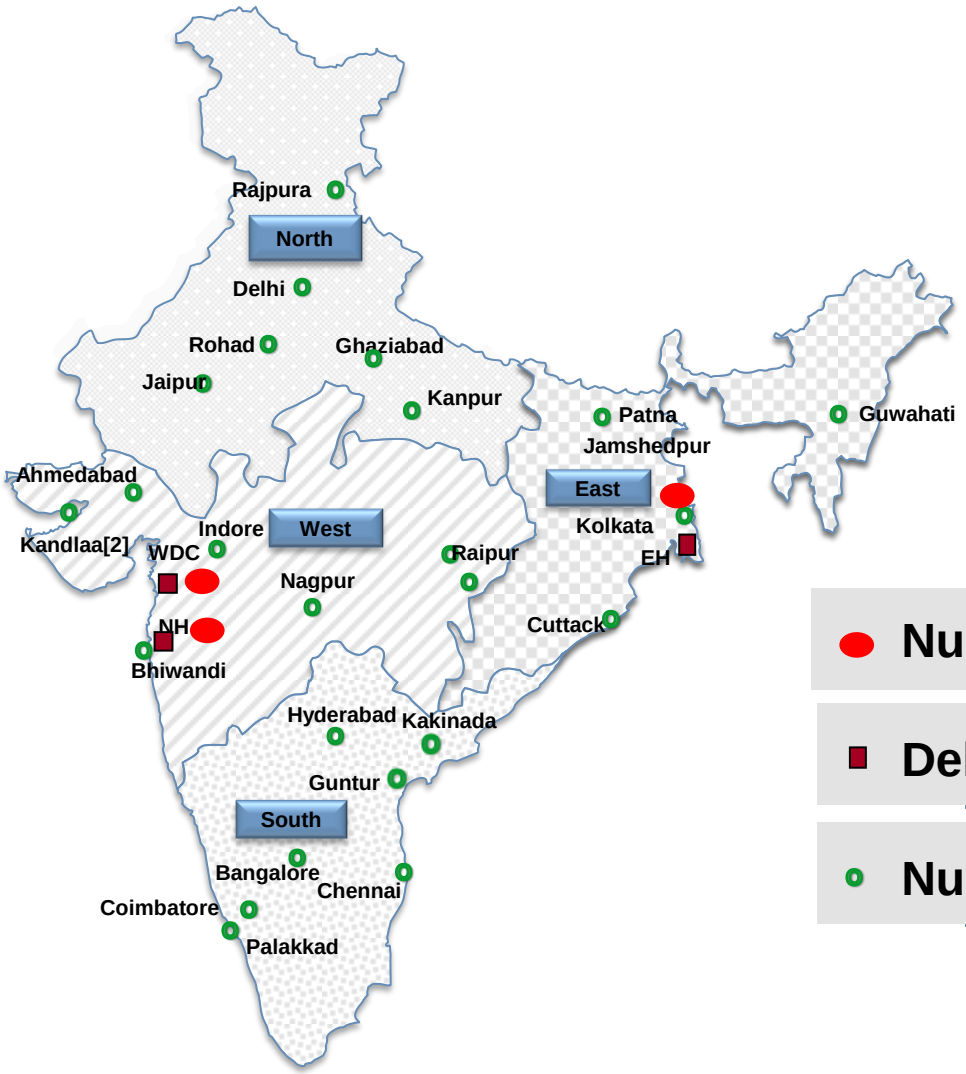
Strong distribution network



Number of Plants	3
Delivery Centres	3
Number of Warehouses	23

Map source: http://www.surveyofindia.gov.in/

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Recognition

AsiaStar Packaging Award'16

CA – Professional Achiever 2016 O&G sector

D&B best company specialty oils & lubricants

Greentech Safety Award

15th Most Valuable brand in India

Ramkrishna Bajaj National Quality Award Performance Excellence Trophy 2016

YES BANK-BW Most Promising Future CFO in Women category

Multiple awards - Castrol CRB Mini Truck mobile campaign & Castrol Activ sponsored Girl In The City web series

Won 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

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A good corporate citizen

Our CSR pillars

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

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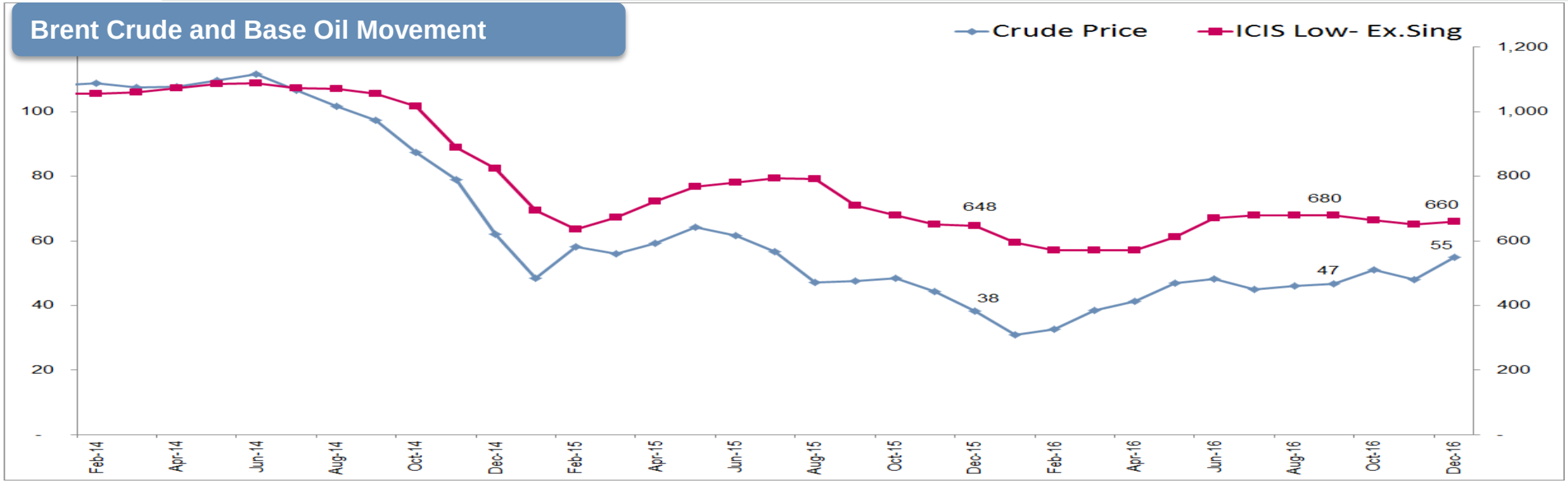
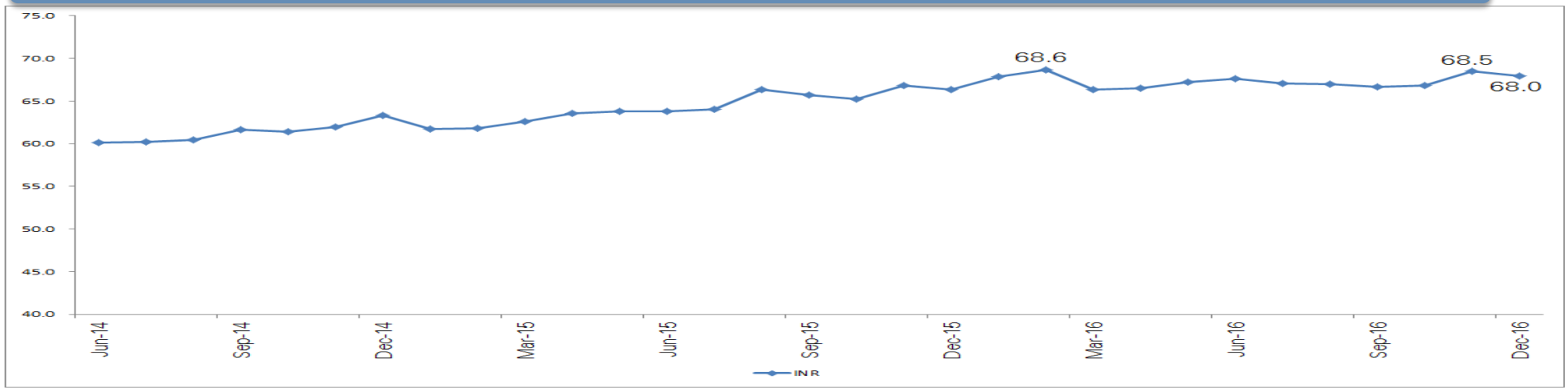
Environment

Brent Crude and Base Oil Movement



Rupee has seen an upward trend since Feb'16 and was 2nd highest in Nov'16 in last 12 months



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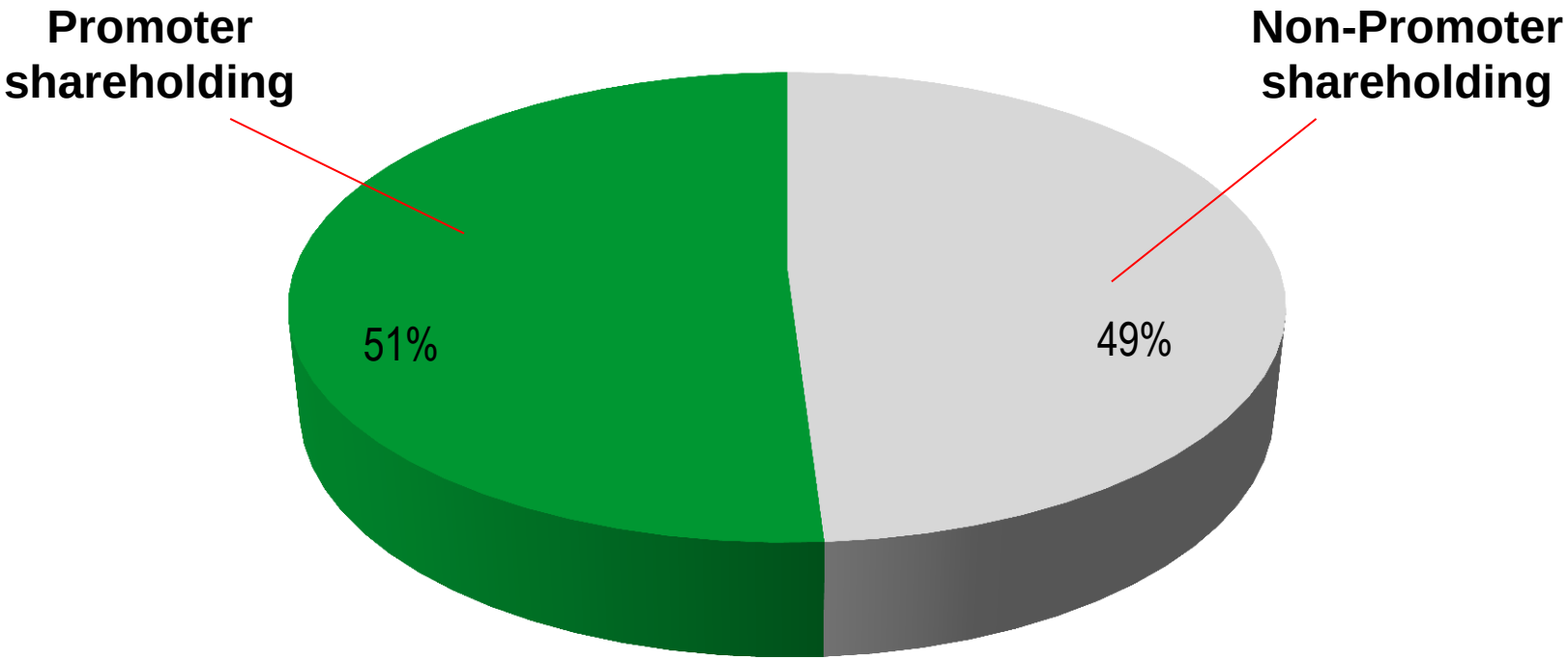
Shareholding pattern

% of Shareholding



Listed on BSE & NSE

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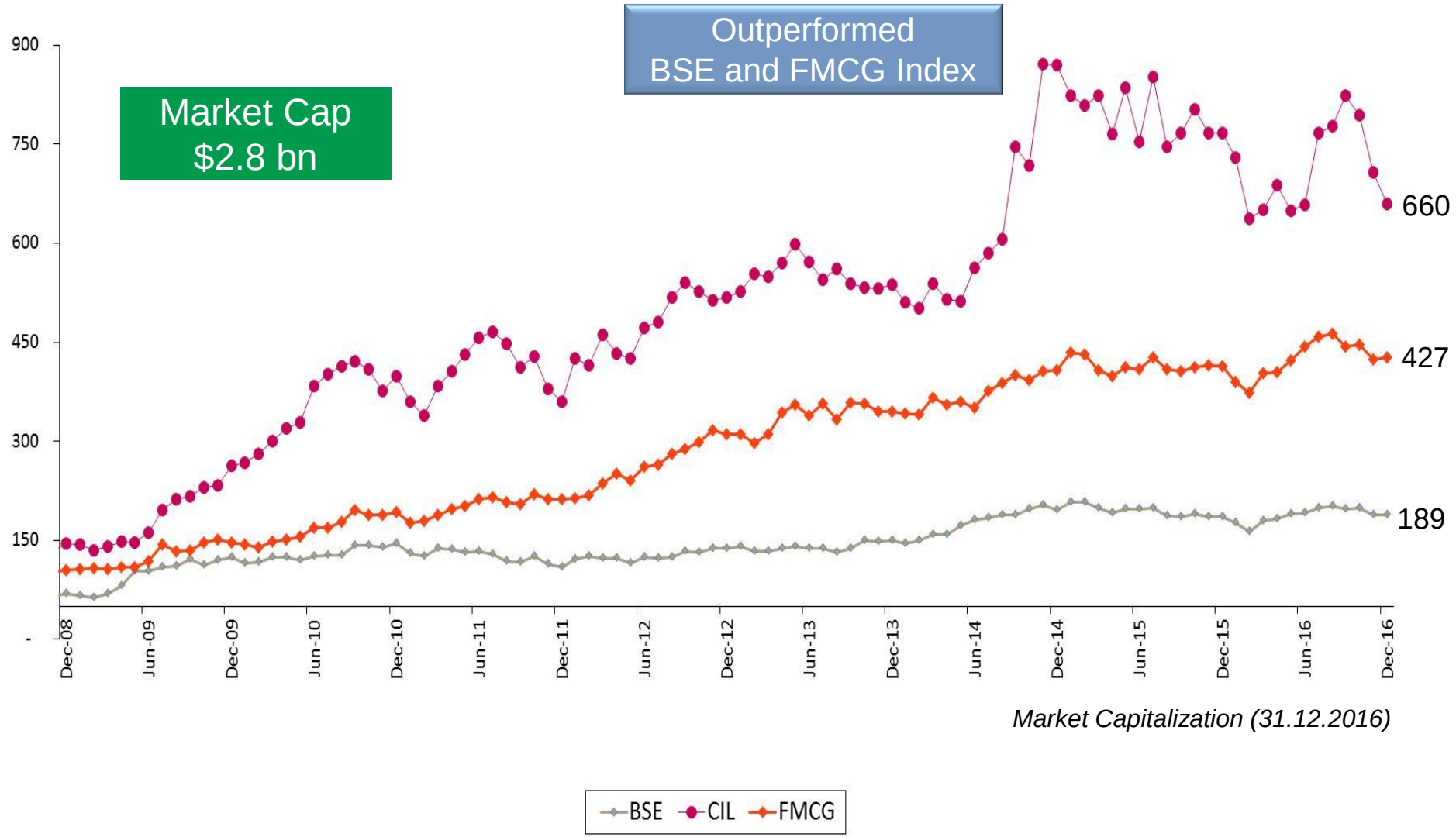
Value to Shareholders – Market Capitalization (31.12.2016)



Market Capitalization (31.12.2016)

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Key Financial Numbers / Ratios

Amount in Rs. Crores

Financial KPIs	2010	2011	2012	2013	2014	2015	4Q 16	2016
Revenue from Operations	2,743	2,993	3,121	3,180	3,392	3,298	782	3,370
Gross Profit	1,358	1,299	1,297	1,391	1,455	1,697	418	1,839
Overheads	649	654	700	734	774	841	210	879
Operating Profit	709	645	596	657	681	856	209	960
PBT	738	716	666	762	726	951	244	1,046
PAT	490	481	447	509	475	615	156	675
Cash Flow from Operations	510	350	467	396	548	740	197	663
Ratios								
GP Ratio	50%	43%	42%	44%	43%	51%	54%	55%
ROS = PBT/NSV	27%	24%	21%	24%	21%	29%	31%	31%
Overheads as a % of GP	46%	49%	52%	51%	51%	47%	48%	45%
RONW %	94%	83%	71%	73%	76%	115%	80%	87%
EPS (Rs)	9.9	9.7	9.0	10.3	9.6	12.4	3.2	13.6

* EPS adjusted for Bonus issues pre 2012

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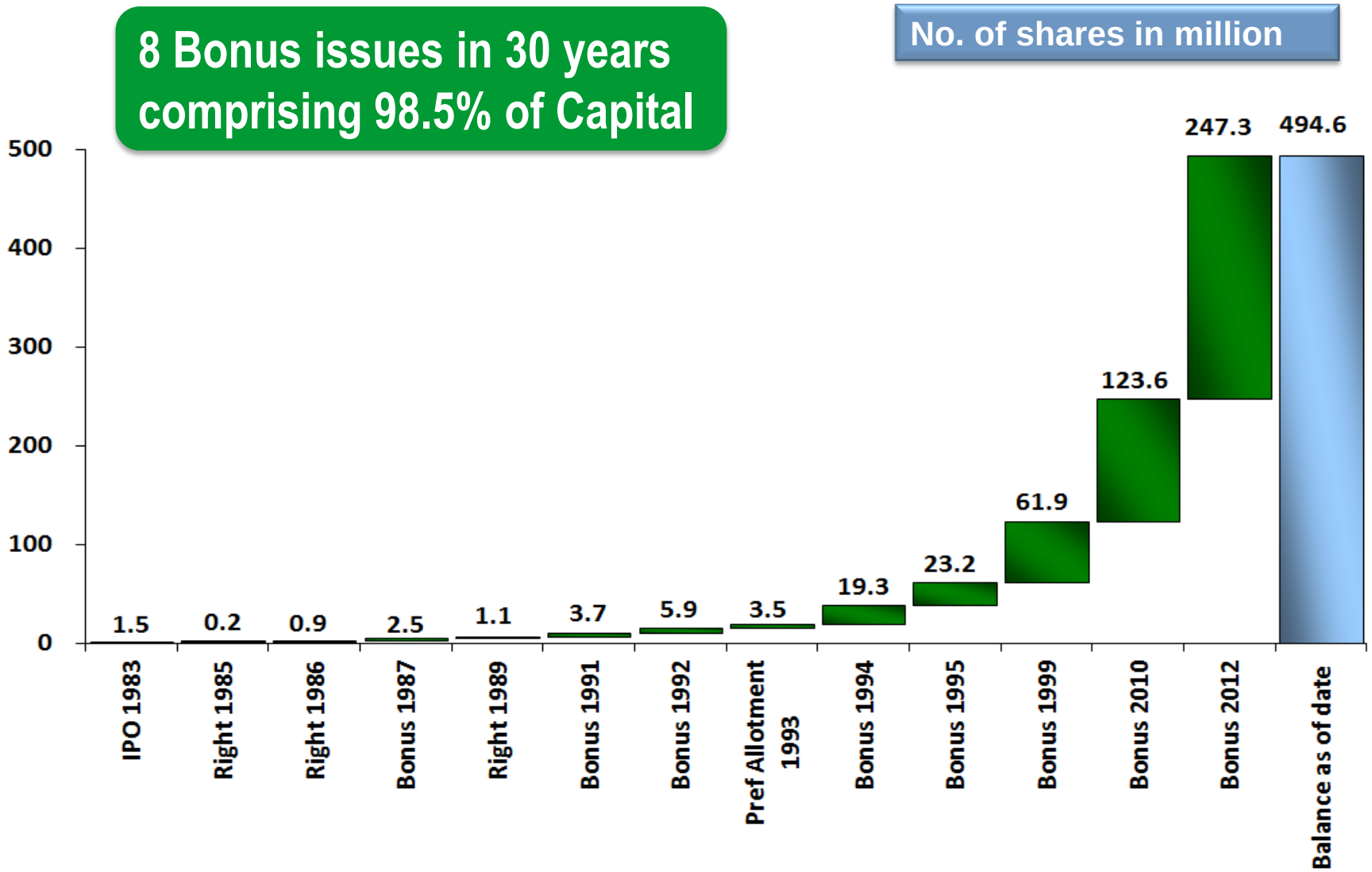
Bonus Shares – Track Record

8 Bonus issues in 30 years comprising 98.5% of Capital



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