

Castrol India Limited Tel: (022) 6698 4100
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Mahakali Caves Road, www.castrol.co.in
Chakala, Andheri (East),
Mumbai - 400 093.
CIN L23200MH1979PLC021359



CIL: SHARES: 3074

2 June 2017

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 our letter no 3067 dated 30 May 2017 intimating about the Analyst / Institutional Investor Call for discussing Q1 2017 results.

The aforesaid call was conducted on 1 June 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.

Note:

No unpublished price sensitive information pertaining to the Company is shared at any of the call with Analyst/ Institutional Investor.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

Castrol India Limited Investor presentation

2 June 2017

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.



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



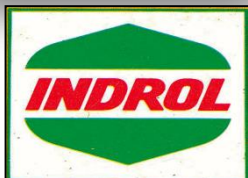
1946



1958



1968



1979



- » 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



Pioneering technology / category creation



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



Driving growth in the car segment



Market leader in corrosion preventives and metal cutting fluids segment

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



Strong and enduring relationships

TATA MOTORS

TRIUMPH



MARUTI SUZUKI



SUZLON
POWERING A GREENER TOMORROW



BOSCH



ŠKODA

TIMKEN



TATA Cummins



L&T Construction & Mining Machinery



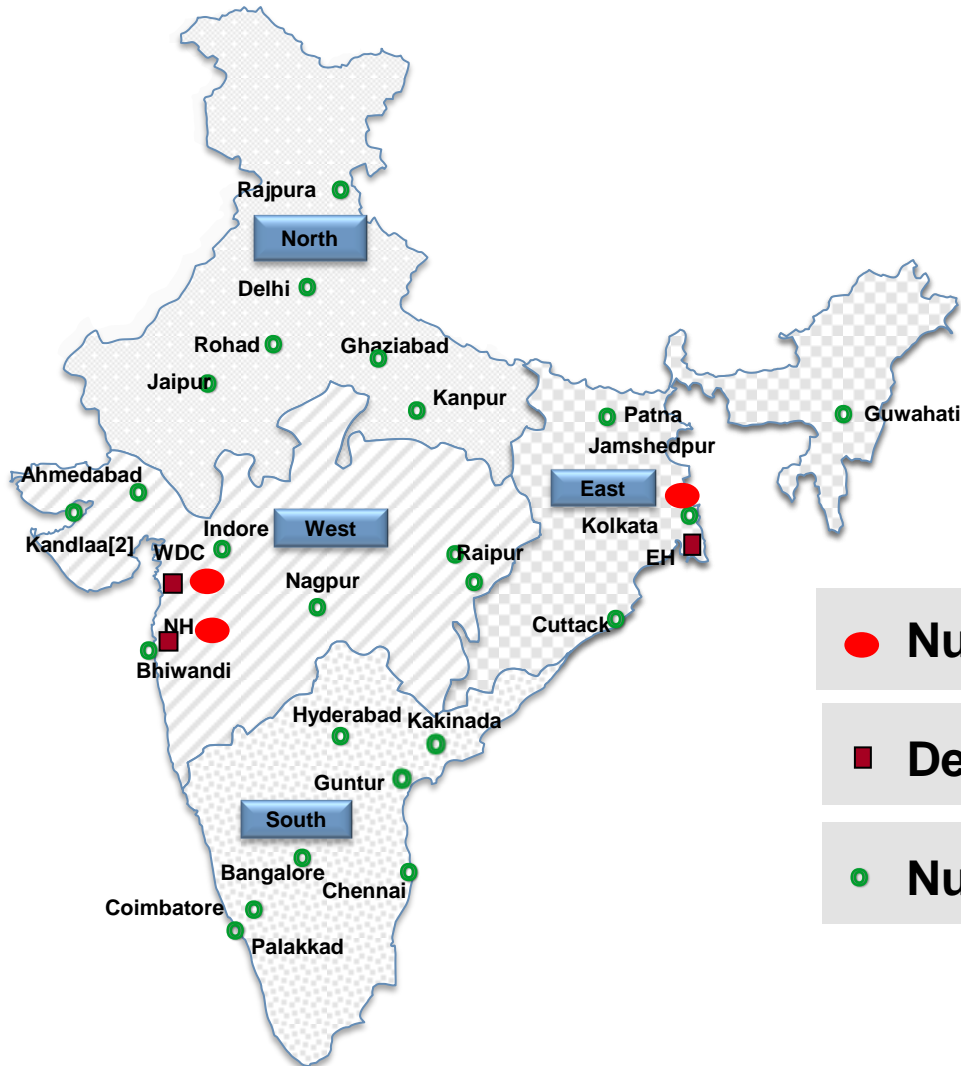
JSW
JSW Steel Ltd.



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



AsiaStar Packaging Award '16



Ramkrishna Bajaj National Quality Award
Performance Excellence Trophy '16



D&B Best Company
- Specialty oils & lubricants '16



Greentech Safety Award '16



Best practice award at Ramkrishna Bajaj
Making Quality Happen '17 seminar



5th I-COM Data Creativity Awards for
CRB Mini Truck mobile campaign



15th Most Valuable Brand in India

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



Our CSR pillars



EKLAVYA

Skill development in automotive and industrial sectors



EKJUT

Community development in areas of operations



EHSAAS

Humanitarian aid

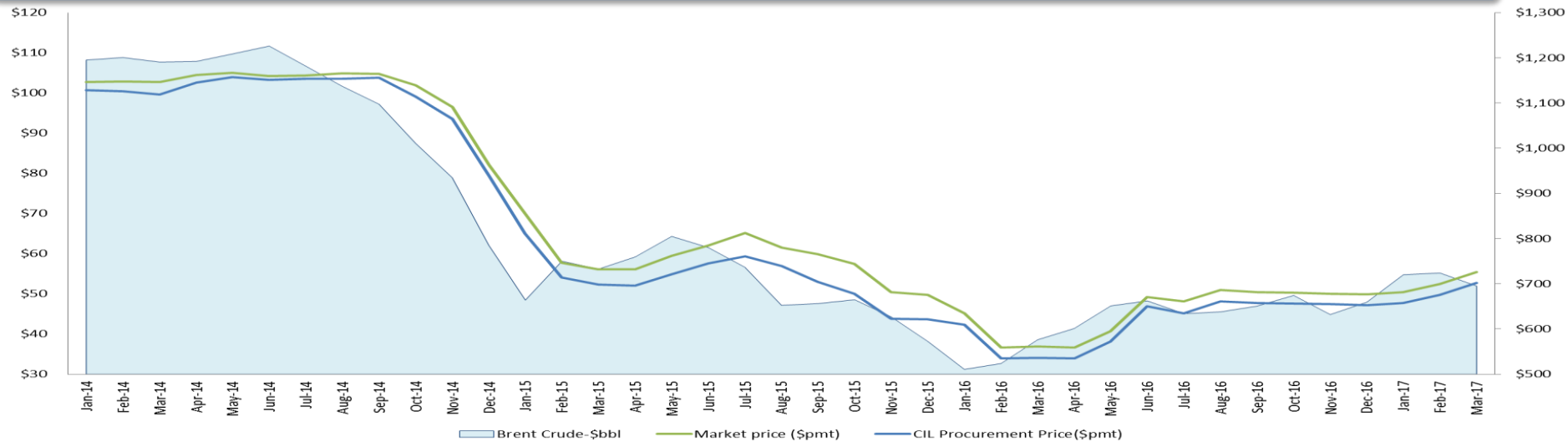


EHTIYAT

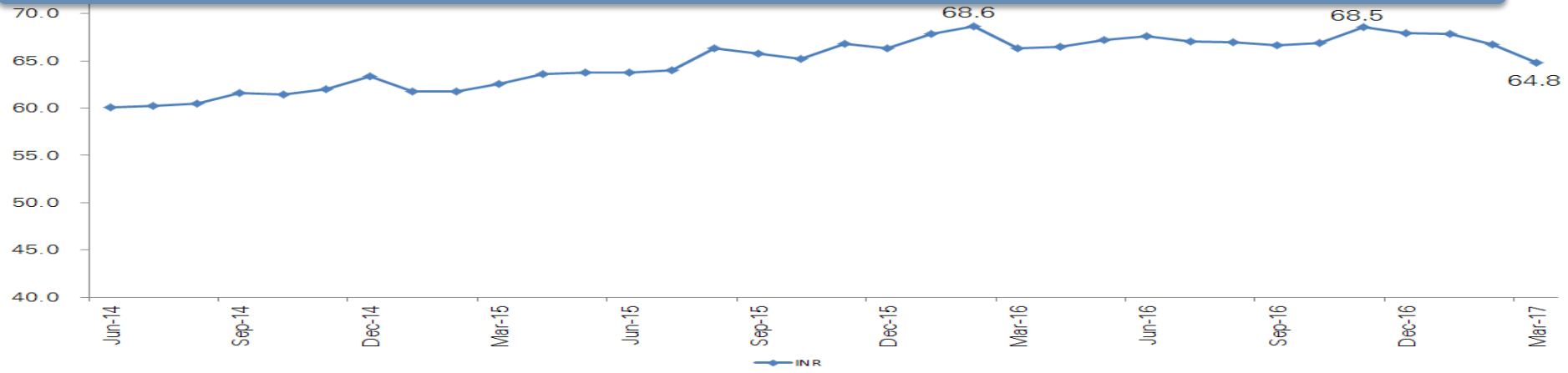
Collaborating for safer mobility



Brent Crude and Base Oil Price Movement

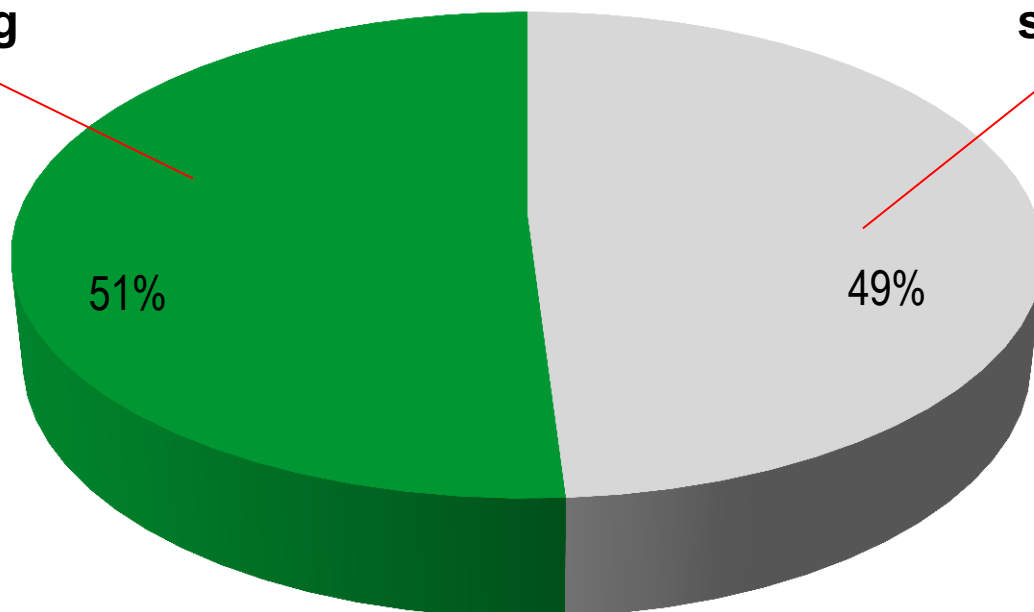


Rupee is strengthening against \$ and is at 20 months high at 64.8/\$



% of Share Holding

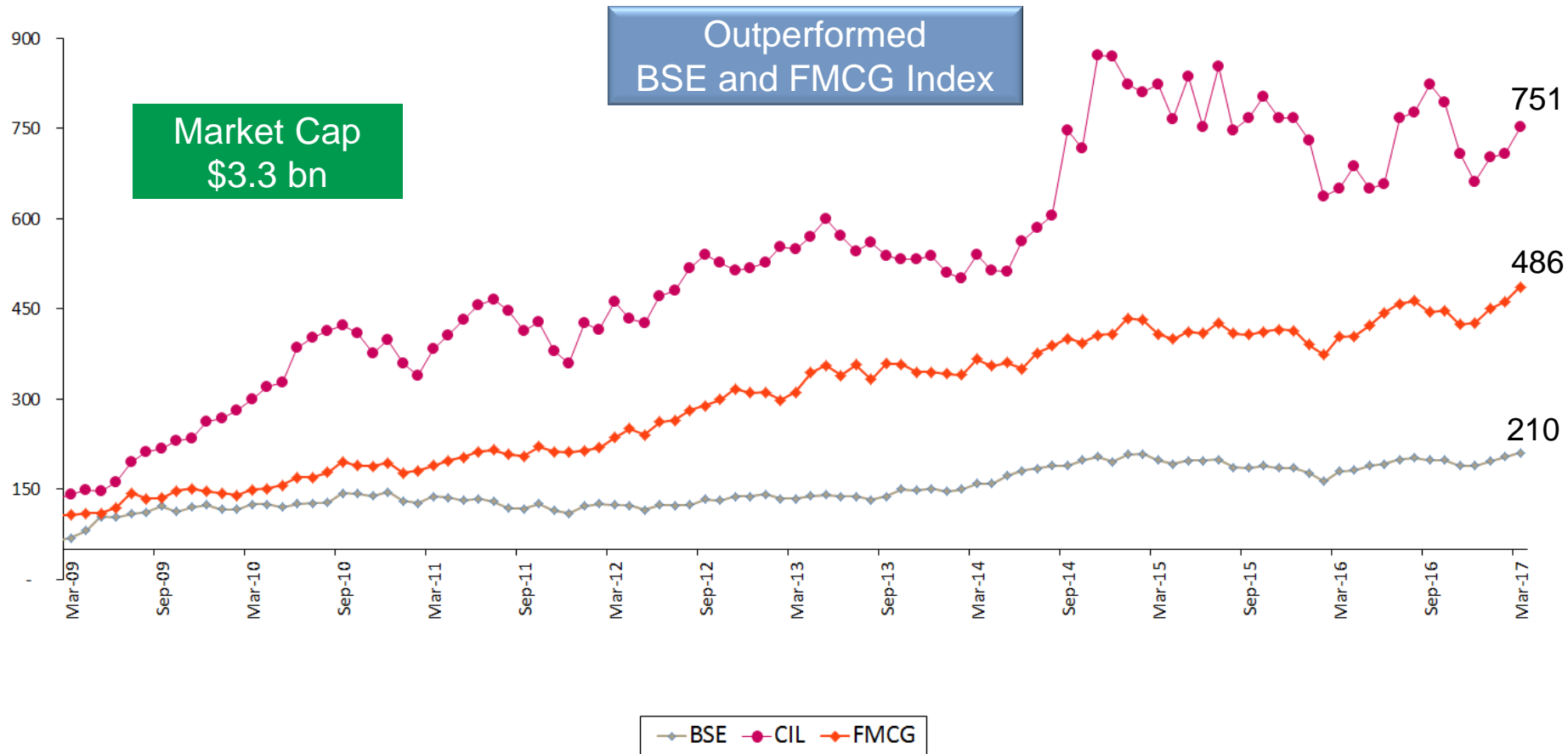
**Promoter
shareholding**



**Non-Promoter
shareholding**

Listed on BSE & NSE

Value to Shareholders – Market Capitalization (31.03.2017)



Market Capitalization (31.03.2017)

Key Financial Numbers / Ratios

Financial KPIs	2012	2013	2014	2015	2016	Q1 2016	Q1 2017
Revenue from Operations	3,605	3,678	3,919	3,791	3,876	982	1,012
Gross Profit	1,781	1,889	1,981	2191	2344	590	608
Overheads	1,159	1,202	1,264	1,296	1,340	335	345
Operating Profit	623	687	717	895	1,005	255	263
PBT	666	762	726	951	1,046	265	269
PAT	447	509	475	615	675	172	179
Cash Flow from Operations	467	396	548	740	663	135	(23)
Ratios							
GP Ratio	49%	51%	51%	58%	60%	60%	60%
ROS = PBT/NSV	18%	21%	19%	25%	27%	27%	27%
Overheads as a % of GP	65%	64%	64%	59%	57%	57%	57%
RONW %	71%	73%	76%	115%	115%	104%	104%
EPS (Rs)	9.0	10.3	9.6	12.4	13.6	3.5	3.6

Bonus Shares – Track Record

8 Bonus issues in 30 years
comprising 98.5% of Capital

No. of shares in million

