

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

CIN L23200MH1979PLC021359

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CIL: SHARES: 2986

29th 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 26th 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 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.



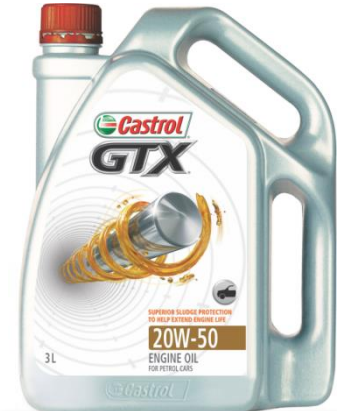
Strong brands



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

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



TRIUMPH 



SUZLON
POWERING A GREENER TOMORROW



ŠKODA

TIMKEN



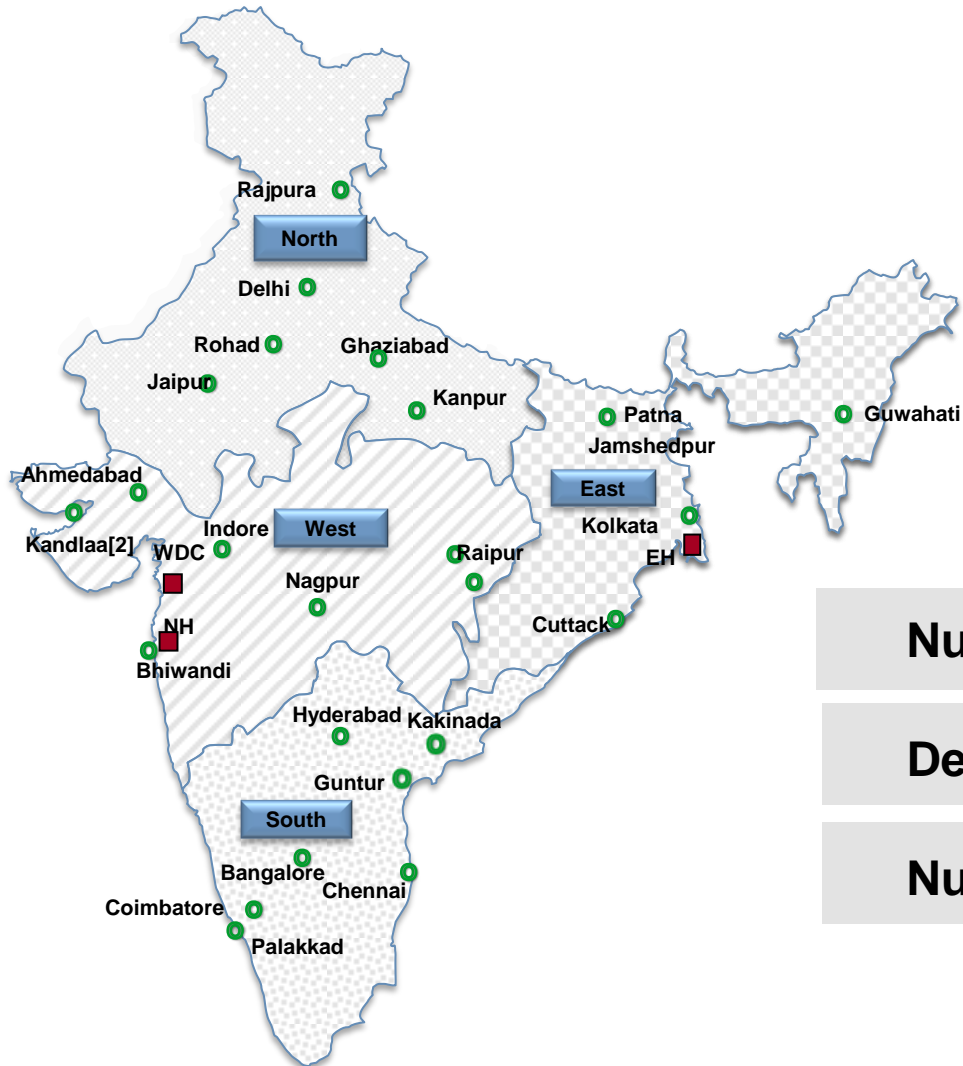
TATA 



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



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

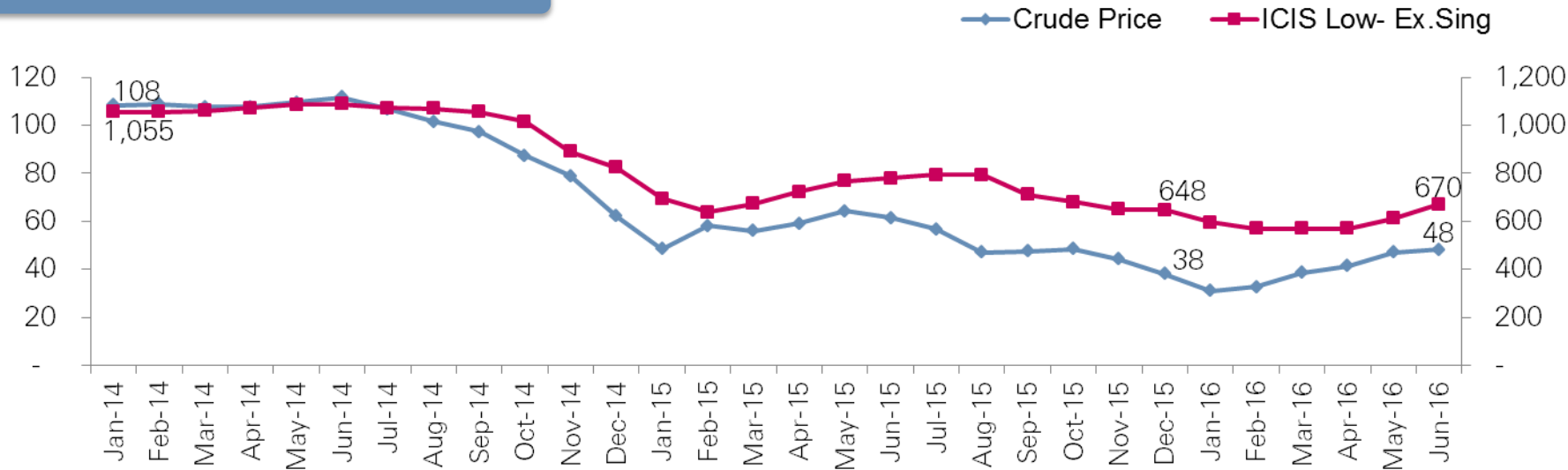
A good corporate citizen

Our CSR pillars

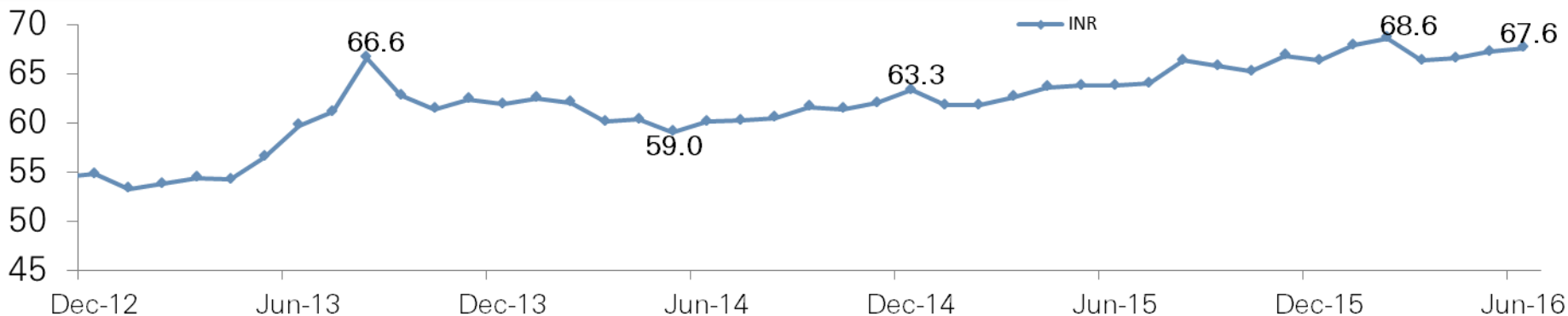
- **Eklavya** (*strengthening of skills development in automotive & industrial sectors, with focus on technology*)
- **Ekjut** (*Community development*)
- **Ehtiyat** (*Collaborating for safer mobility*)
- **Ehsaas** (*Humanitarian aid*)



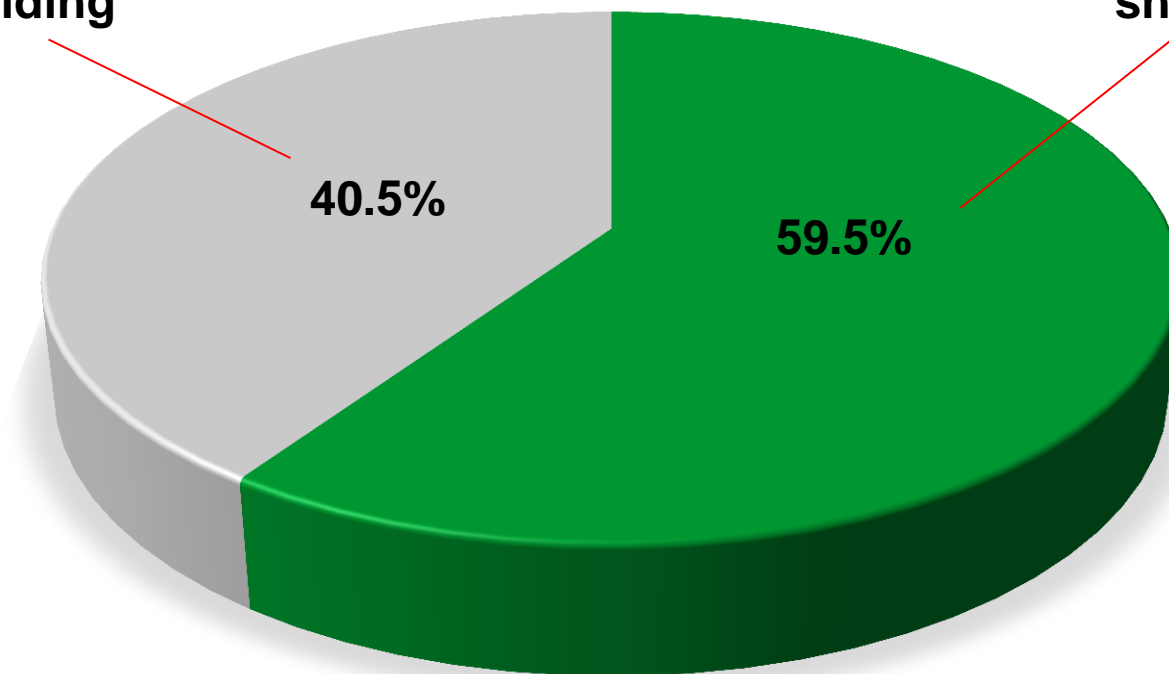
Crude and Base Oil Movement



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



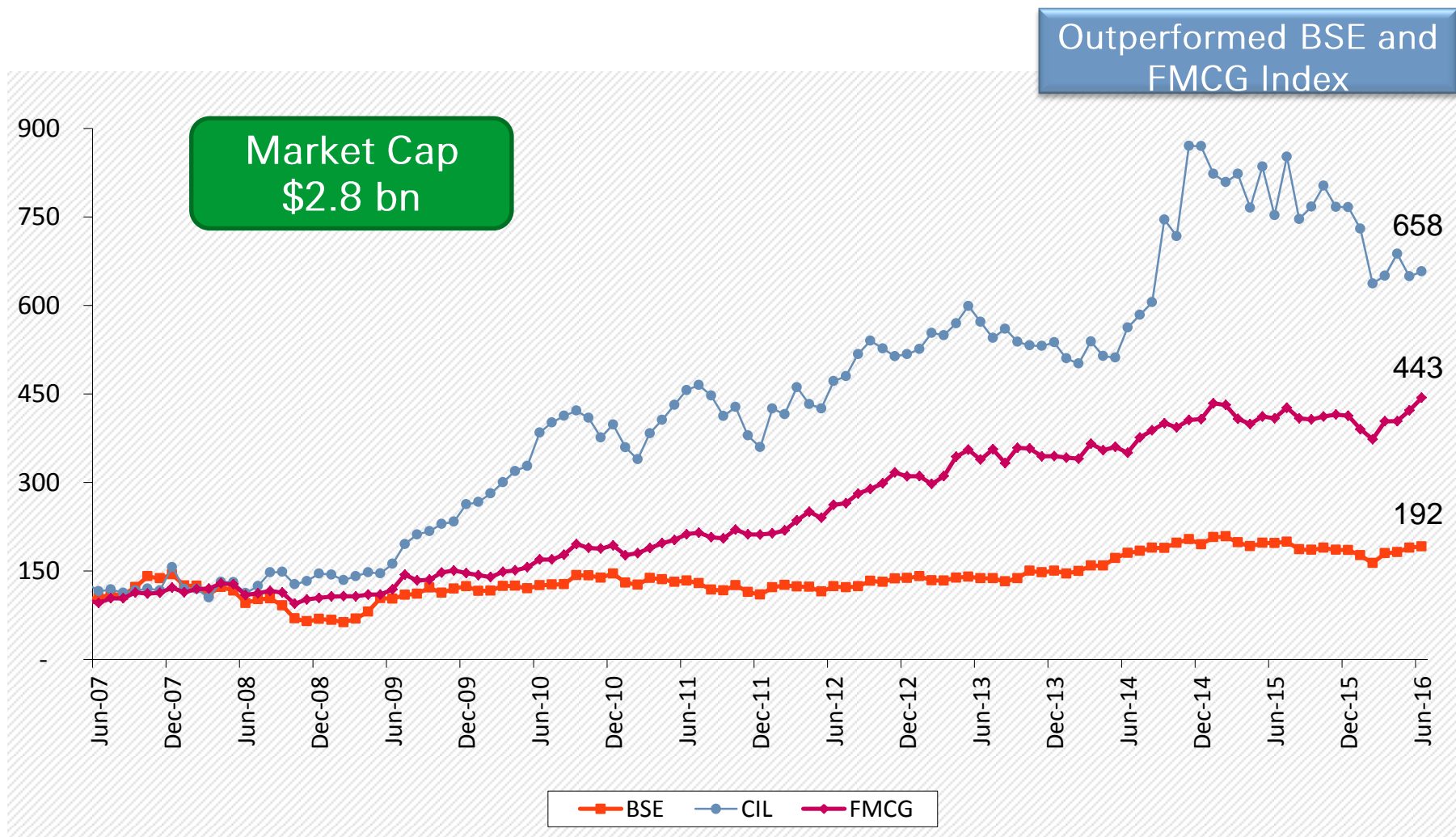
% of Share Holding

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

