



## Gulf Oil Lubricants India Limited

September 01, 2016

**BSE Limited**

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Fax : 91-22-22721919  
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**Scrip Code:538567**  
**Scrip ID: GULFOILLUB**

**National Stock Exchange of India Ltd.**

Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E)  
Mumbai – 400 051  
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Fax : 91-22-26598237/38  
Email.: cmlist@nse.co.in  
**Scrip symbol: GULFOILLUB**

Dear Sir


**Sub.: Intimation of presentation made to analyst / institutional Investors**  
**Ref.: Regulation 30 & Regulation 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015**

In accordance with Regulation 30 & Regulation 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed herewith Presentation made to analyst / institutional Investors.

Request you to kindly take the same on record and acknowledge.

Thanking you

Yours faithfully  
**For Gulf Oil Lubricants India Limited**

  
Vinayak Joshi  
Company Secretary &  
Compliance Officer



Encl: - as above

**Gulf Oil Lubricants India Limited**  
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HINDUJA GROUP

Quality Endurance Passion



# Gulf Oil Lubricants India Ltd

Investor Presentation



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# Gulf Oil Legacy

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## Hinduja Group

Acquired by Hinduja Group – 1984  
*(Except USA, Spain & Portugal)*  
Flagship company Gulf Oil International

## Worlds First

High Volume oil well – 1901  
Off shore floating drill platform – 1910  
Drive through station – 1913



## Houghton International

Acquired in 2012  
Global Market Leader in Metal  
Working Fluids




## Multinational company

Blending Plants in 20 countries  
Fuel retailing stations in 12 countries  
Gulf Oil Marine, established in 2008,  
is present in 900 ports across 80  
countries

# Gulf Oil International – Operations in more than 100 countries

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-  Gulf Oil present directly or through its entities in more than 100 countries
-  GOI has Marketing rights
-  Gulf <sup>TM</sup> owned by Chevron in US and Total in Spain and Portugal

# Gulf Oil International – Leading Global OEM Approvals

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RENAULT

**VOLVO**



**Roadranger**  
MORE TIME ON THE ROAD



Mercedes-Benz



**SIEMENS**

**ALSTOM**



**EATON**



**SCANIA**



**VOITH**



**DETROIT DIESEL**  
CORPORATION

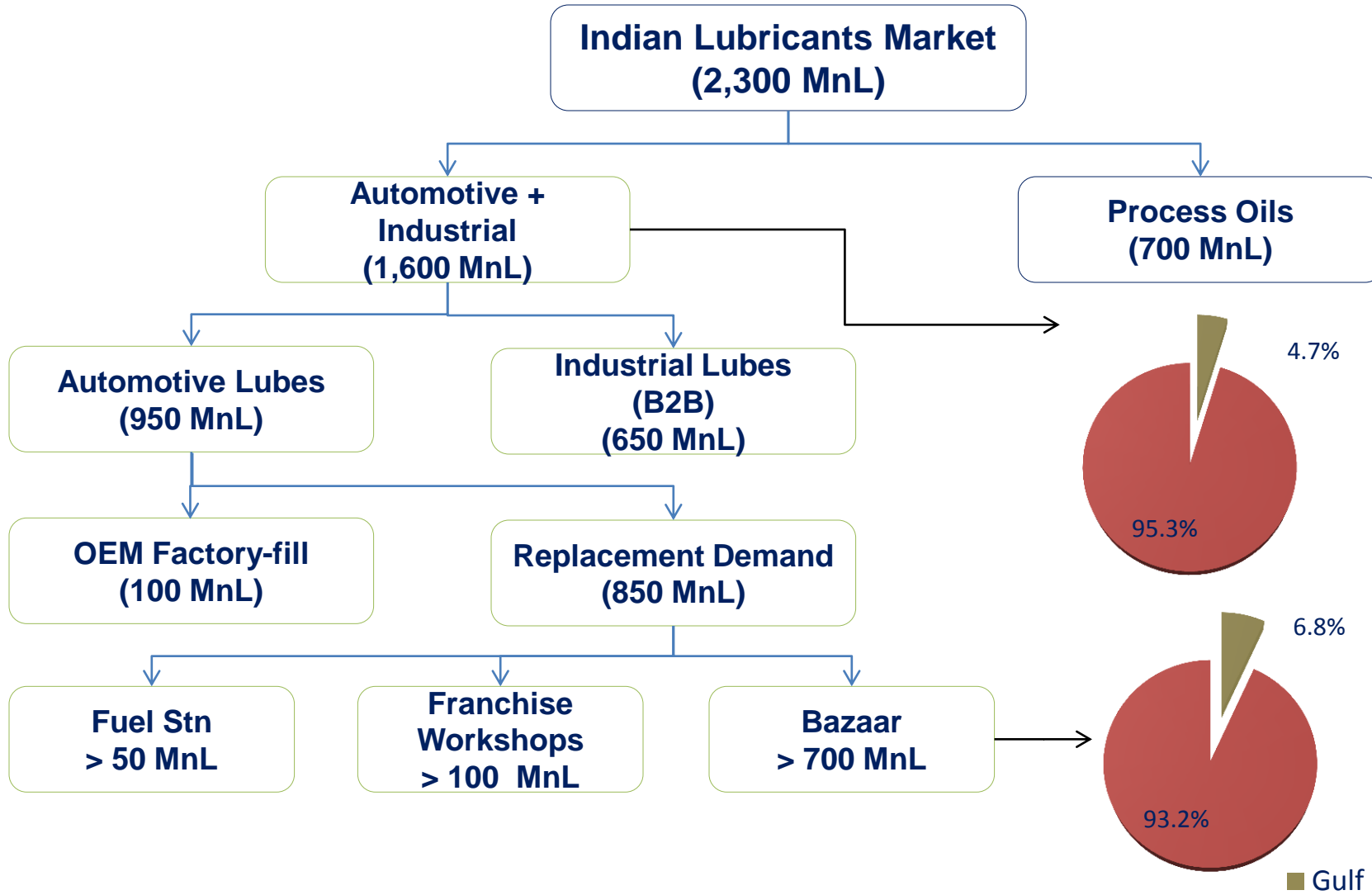


**DENISON** Hydraulics

**FLENDER**

# Indian Lubricants Market Structure

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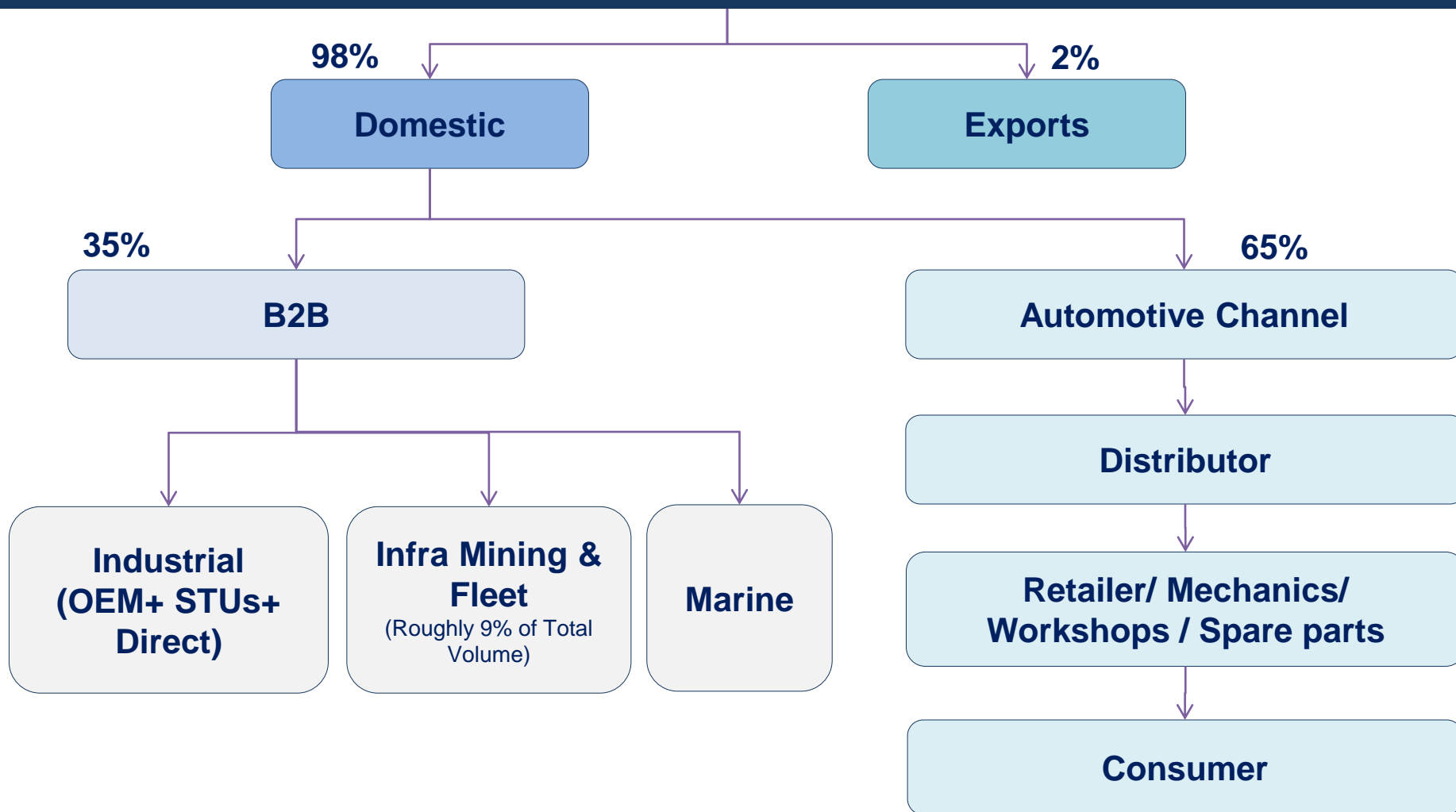


# Route to market (Based on FY16)

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Source: Internal





# OEM Tie – Ups - so far

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2006-07 : Co –branded oils for CVs



2006-07 : Genuine Oil for Stationery Engines



2010-11 : Co – branded range for Passenger Cars



2011-12 : Co – branded Oil for LCV



2011-12 : Genuine Oil for Construction Equipment



2011-12 : Co – branded range for CVs



2012-13 : Genuine Oil for CVs



2013-14 : Co – branded Oil for Tractors



2013-14 : Co – branded Oil for Tractors



2014-15 : Hydraulic Oil Co – branded range



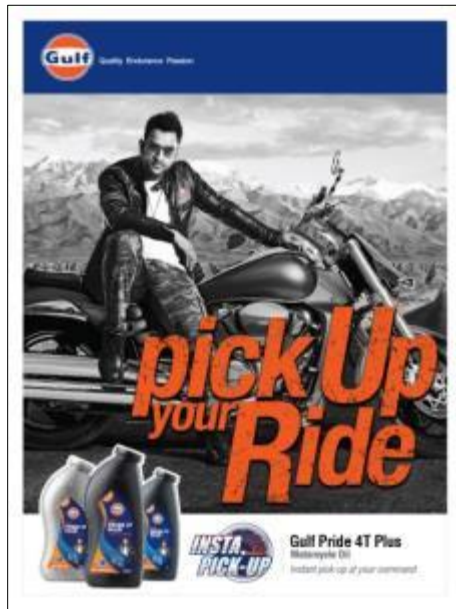
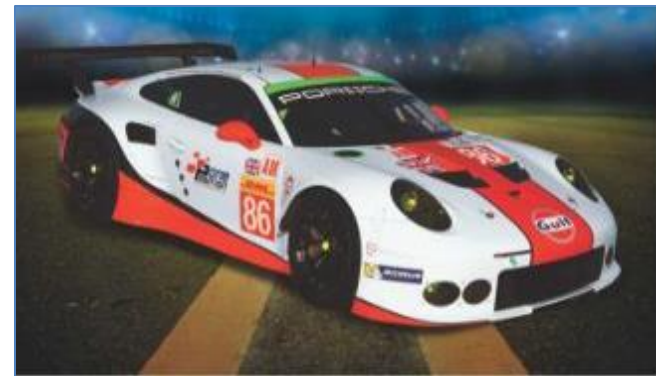
2014-15 : Exclusive representation



2015-16 : Genuine Engine Oil

# Innovative Brand Building Efforts

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# Distribution Strength

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## Channel Network

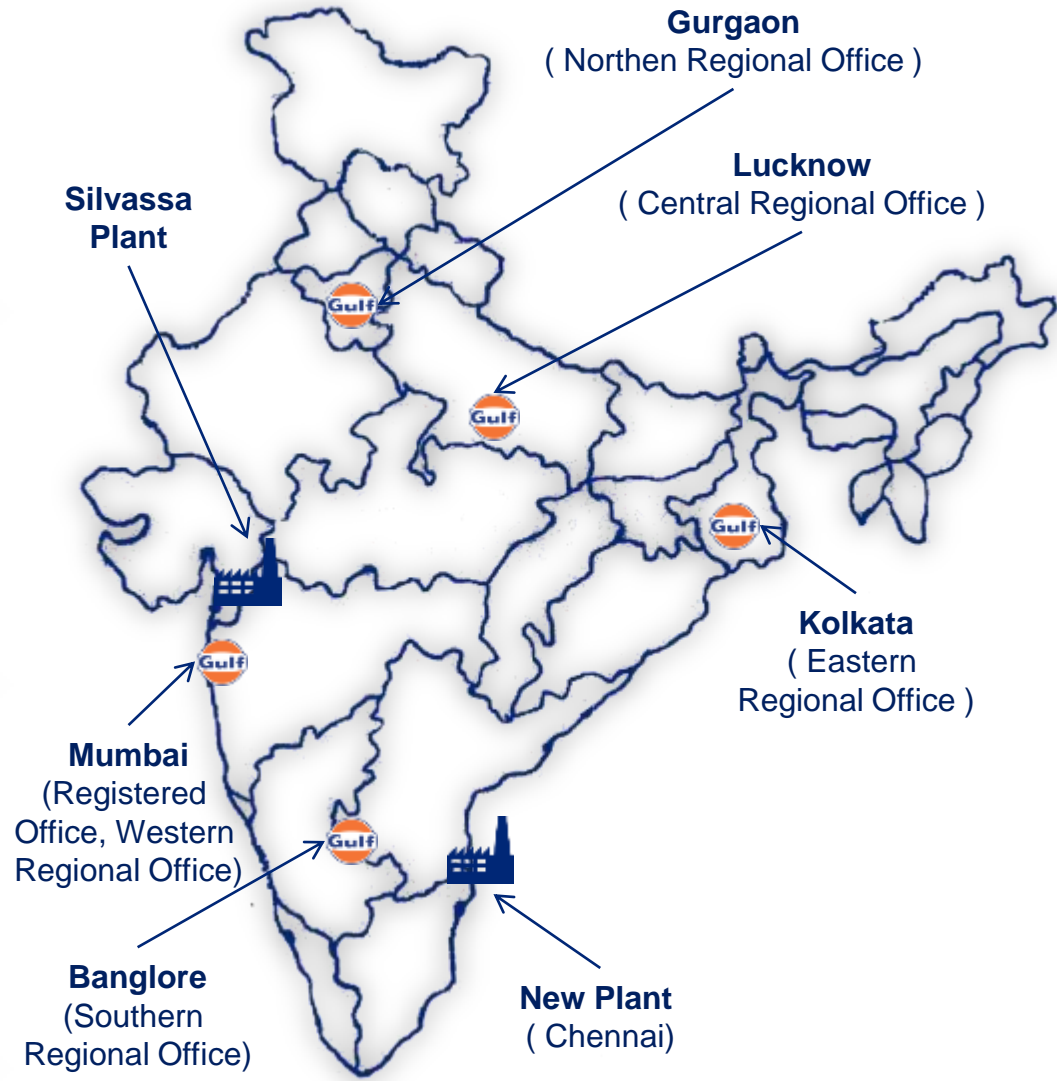
55000 Retailers  
300+ Auto Distributors  
30 Depots

## B2B Industrial

200+ Direct Industries  
35+ Distributors  
10+ STUs

## IMF

More than 350  
Infrastructure, Mining &  
Fleet Customers



# Production Facility and Capacity

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## Silvassa (Existing) 90000 MT

- Ramped up from 75000 MT to 90000 MT in 2014-15
- Installed additional Imported state of art Fast Filling Lines and other balancing equipment /storage



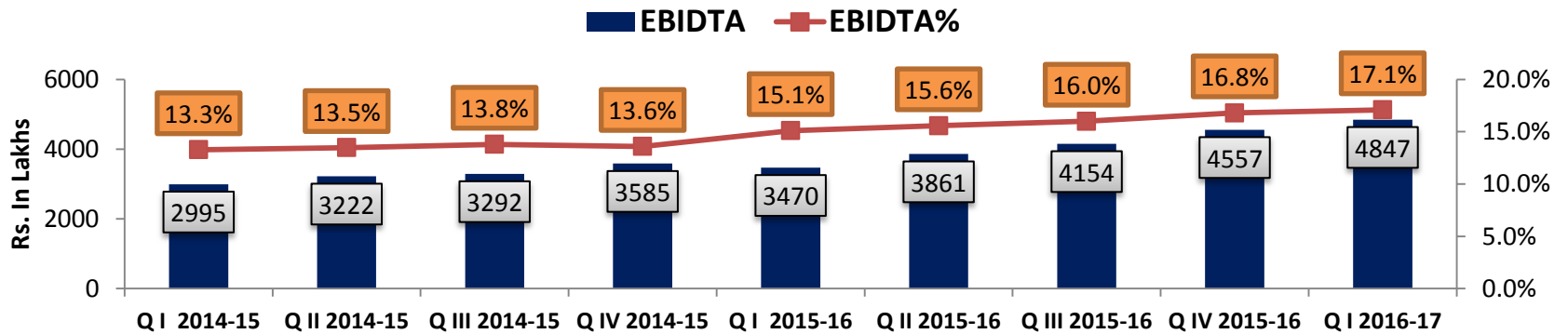
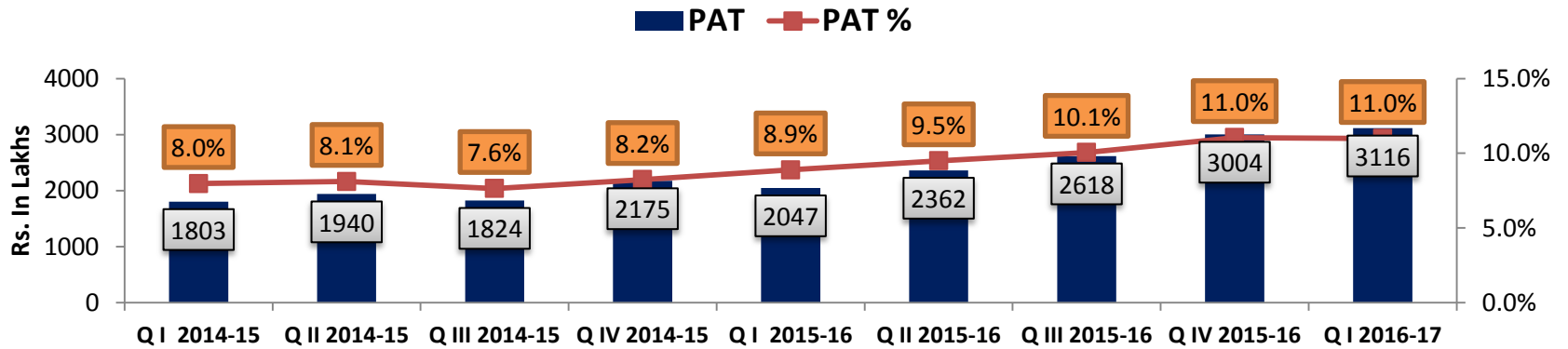
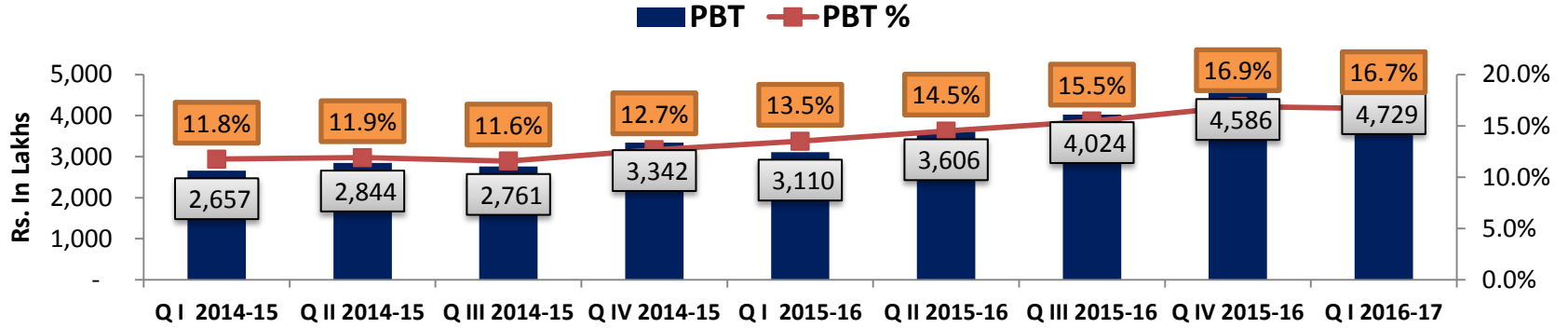
## Chennai (New) 50000 MT

- Capacity planned – 50000 MT - in phases
- Close proximity to India's biggest Auto hub and port facilities
- Around 15 acres land already acquired
- Construction started in Q1 of 2016-17 and to be completed in Q2 17-18



# Key Financials – Quarterly Trend

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# Balance Sheet

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BALANCE SHEET as at	31-03-16		31-03-15		01-04-14*	
	Rs Crs	USD Mn	Rs Crs	USD Mn	Rs Crs	USD Mn
Fixed Assets Incl. CWIP	109	16	98	15	82	13
Total Current Assets	345	52	286	44	294	45
Total Current Liabilities	199	30	156	24	119	18
Net Current Assets	146	22	130	20	175	27
<b>Total Assets</b>	<b>255</b>	<b>38</b>	<b>228</b>	<b>35</b>	<b>257</b>	<b>39</b>
Reserve & Surplus	249	37	187	29	144	22
Non Current Liabilities	6	1	5	1	3	0
Net Borrowing	-	-	35	5	111	17
<b>Total Liabilities</b>	<b>255</b>	<b>38</b>	<b>228</b>	<b>35</b>	<b>257</b>	<b>39</b>

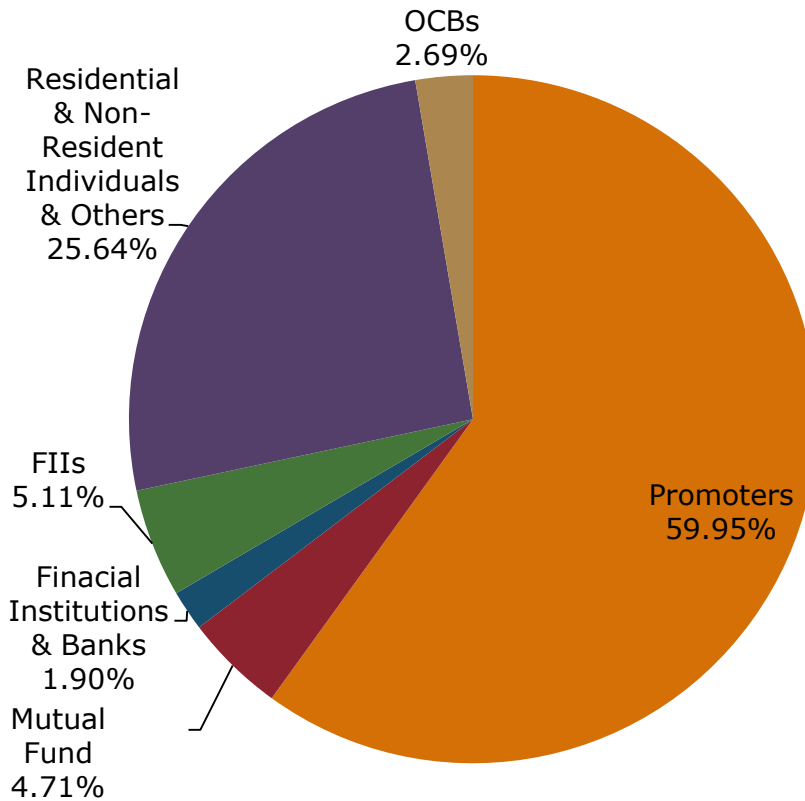
\* - Opening Balance sheet post demerger

# Shareholding Pattern

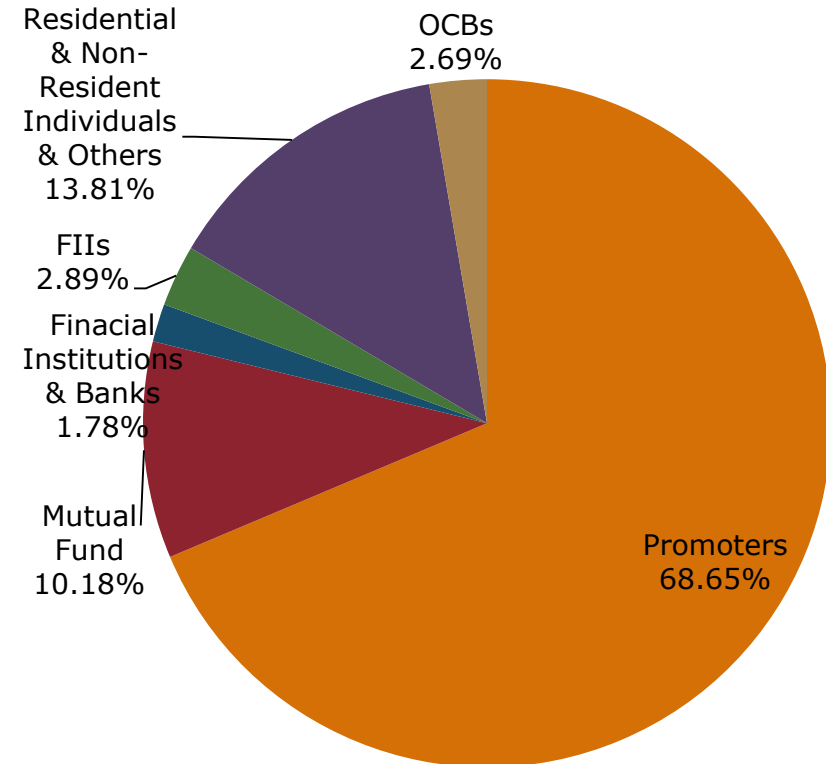
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## 31<sup>st</sup> July, 2014



## 30<sup>th</sup> June, 2016







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# Thank You!

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