

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

Tel: (022) 6698 4100
Fax: (022) 6698 4101
<https://www.castrol.com/en/in/india.html>
Customer Service Toll Free No. : 1800 222 100 / 1800 209 8100



24 February 2021

**To,
The BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001.**

**National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra East,
Mumbai – 400051.**

Scrip Code: 500870

Scrip Symbol: CASTROLIND

Dear Sir/Madam,

Subject: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is further to our communication dated 26 January 2021, informing the Exchanges about the Managing Director and the CFO and Wholetime Director of Castrol India Limited joining the “Kotak Chasing Growth” investor conference on 19 February 2021. The presentation shared by the Managing Director and the CFO and Wholetime Director at the event is being submitted to the Exchanges.

Kindly take the same on record.

Yours faithfully,
For Castrol India Limited

Chandana Dhar Digitally signed by Chandana Dhar
Date: 2021.02.24 10:03:48 +05'30'

**Chandana Dhar
Company Secretary and Compliance Officer**



Innovative
solutions
for a country
in motion

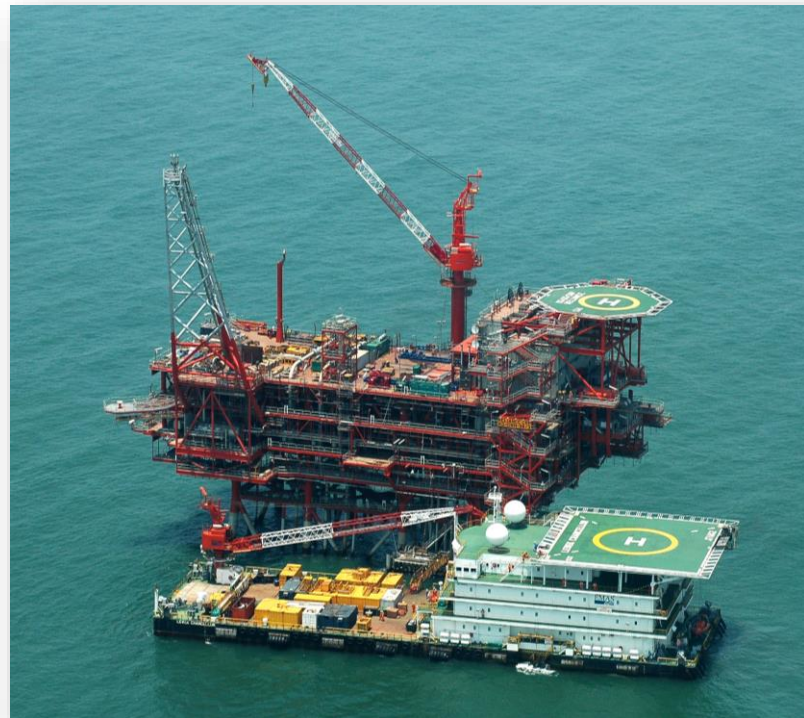




Strong legacy
and leadership
position in India



Part of bp group



Castrol global – resilient earnings and growth



#1
premium
brand¹

~20%
return on
sales²

*premium brands &
differentiated technology*

(1) Nielsen 2019, Millward Brown Awareness and Brand Power tracker and GfK Retail Tracking Panel China
(2) Replacement cost operating profit / Revenue



Leadership position in India



- 100 years in India
- 520 employees, 3 blend plants, 4 offices
- 350 distributors servicing over 1 lakh retail outlets
- India continues to be a key growth market for bp and Castrol
- Market capitalization: approx INR 128 bn (as on Jan 2021)
- Access to global technology innovations and experience

Strong and enduring OEM relationships



PIAGGIO®



BOSCH



SIEMENS

IFB



ŠKODA



Delphi Technologies

MAHLE



Vestas



GETRAG

Covid-19 #InThisTogether



Protecting health and well being of people



Supporting our communities



Strengthening financial health of our business



#SaluteTruckers campaign



#HangUpYourKeys campaign



#ProtectIndiasEngine campaign

Government hospitals

(ICU essentials, N95 masks, PPE kits, hospital beds etc.)

8 States

62,000 mechanics via Castrol Fast Scan

Food essentials, personal hygiene items

Pan India

Migrant labourers, daily wage earners

Food packets

Around operations

Stranded truckers

Food support

3 metros

Protective gear to police/refuse collectors

2 metros



Ajit Pawar @AjitPawarSpeaks
Thank you @Castrol_India for donating 50,000 masks, 12 units each of Nebulizer, Infusion pump, Pulse Oxymeter, Multi-para monitor, 8 ICU beds and 5 ECG machines for Baramati Municipal Council with NGO @Americares_IN.
8:04 PM · 28 Apr 20 · Twitter for iPhone



Positively impacting communities around us



CSR vision: Transform the lives of truck drivers and mechanics towards sustainable livelihoods and increasing pride in their profession

Focus areas

Strategic CSR



A program for upskilling of two wheeler technicians in the unorganised sector



A programme for holistic development of truck drivers in India

Community development



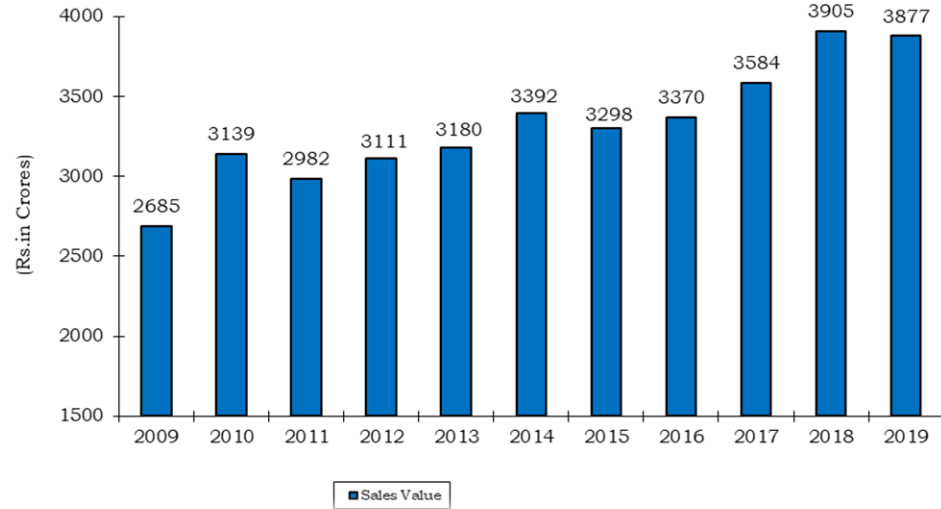
Humanitarian aid



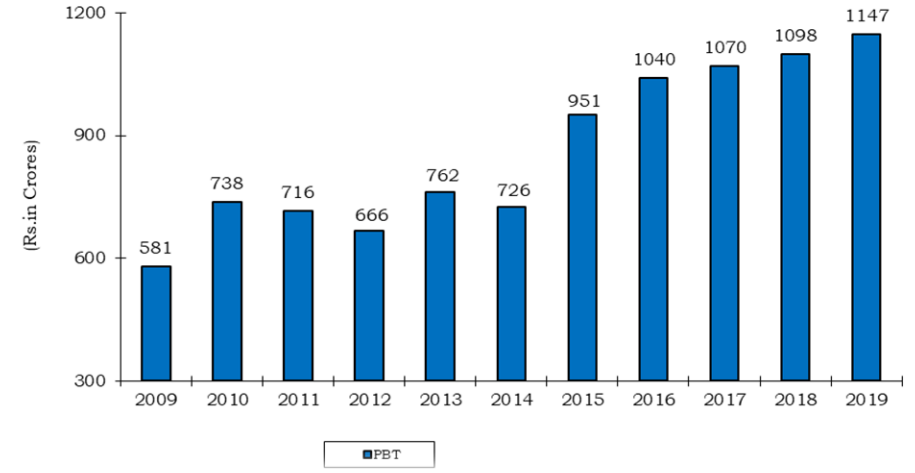
Castrol India financials (2009 – 2019)



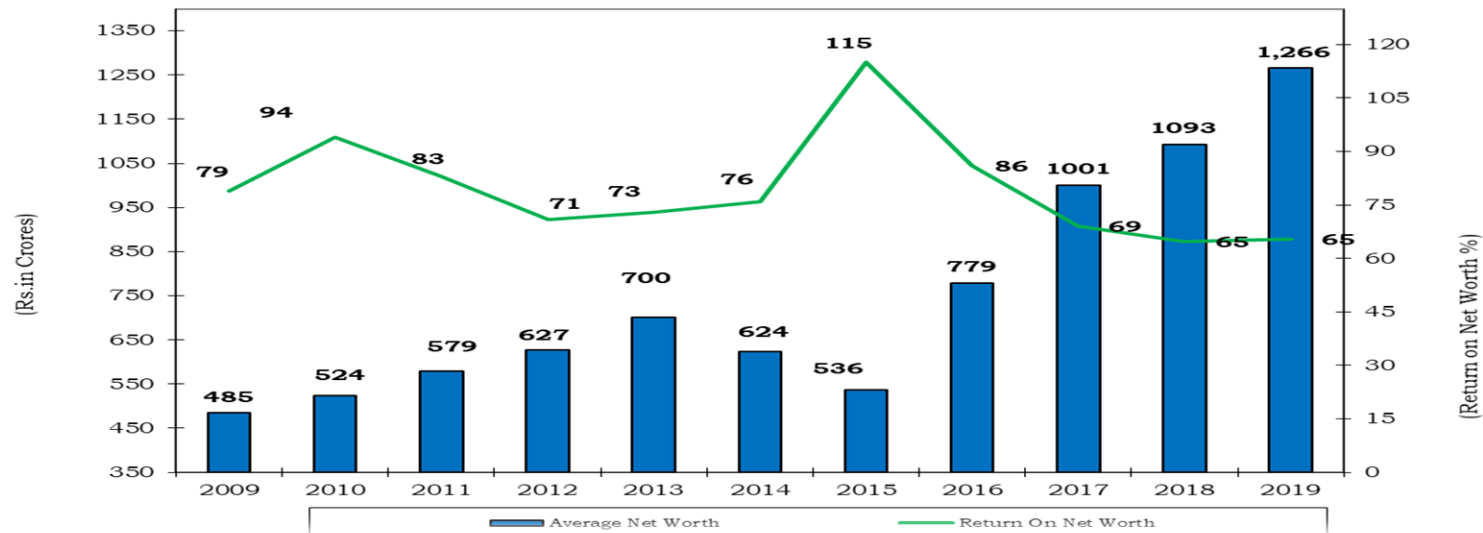
SALES



PBT



RETURN ON NET WORTH*



Consistent shareholder returns



- Company has delivered tax free returns (bonus / Dividend) at a CAGR of 8% (since 2000) – which is twice that of average risk-free rate of return (net of tax) for the same period.
- Consistent in dividend pay out & increase in dividend
- More than 99% share capital consist of Bonus shares
- Debt free company with strong balance sheet



Shaping Castrol India for growth

Leading branded player



Highest market share (21.3%) in lubricants in independent automotive aftermarket*



Building advocates



Among top 10 brands in India by brand value contribution to financial value**



Creating winning campaigns



Highest brand power score of 46.4 amongst 2-wheeler consumers***



* Data Source: Nielsen Retail Audit, Dec 2020

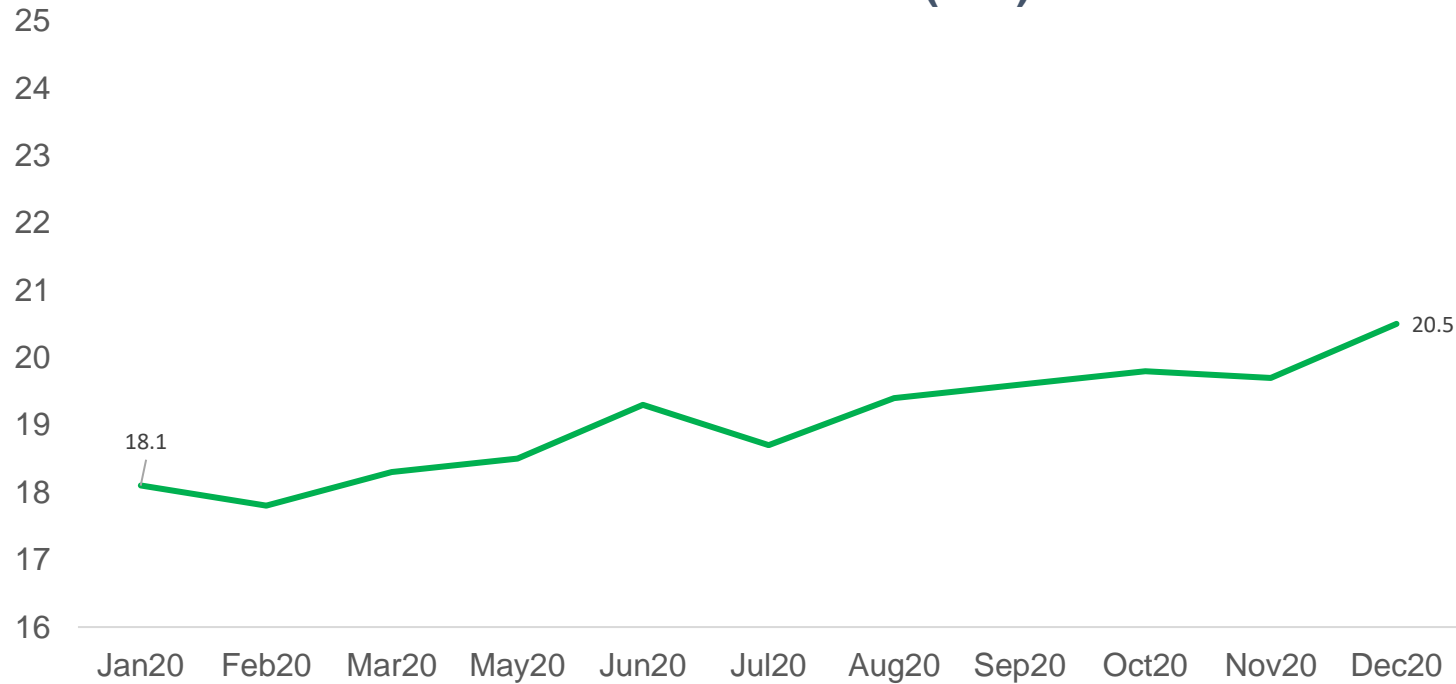
** Data Source: Brandz 2020 by Kantar

*** Data Source: Kantar Brand Health Track, Aug 2020

Driving market share growth



Volume Market Share (CIL)



- Investment in digital technology and efficiency programmes
- Pricing actions for commercial vehicles portfolio
- Inventory reduction for distributors
- Investment in key brands with a 6x increase in ASP spends (4Q'20 vs 4Q'19)

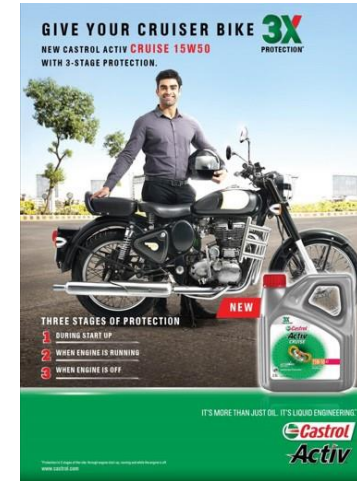
Strategic growth drivers



Leading brands



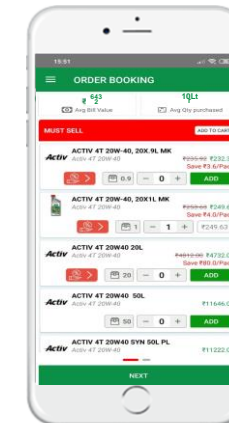
New product introductions



Deep reach



Robust digital ecosystem



Strategic growth drivers



New avenues



Moving into adjacencies



Service and maintenance





The future is
exciting...



Scaling up mobility in India



(1) By 2025

(2) Aftermarket motorcycle and passenger car lubricants volume market share by 2025

Welcoming an electric future



INTRODUCING OUR RANGE



50% OF THE WORLD'S LEADING CAR MANUFACTURERS USE CASTROL E-FLUIDS*

Castrol partners with automotive masterminds to help redefine what electric vehicles can achieve. Our advanced e-Fluids help to bring a new era for electric vehicles across land, sea and space.

*Based on ICA data for top selling OEMs (new car sales) in 2018. Used as part of OEM factory fill.

E-GREASE	E-TRANSMISSION FLUID	E-COOLANT
Plays a vital role in maintaining optimum efficiency and extending the life of vehicle components.	Delivers enhanced protection of the drivetrain and improves efficiency, helping EVs go further on a single charge and extend the life of the drivetrain system.	Keeps batteries cooler, even in extreme conditions. This enables ultra-fast charging, and helps to extend the life of the battery.



Testing the limits, setting new benchmarks



They said it couldn't be done...

