PART OF BP GROUP

- Countries of operation: 70
- Number of employees: 74000
- Sales & other Operating Revenues: $240 billion
- Underlying RCP: $6.2 billion
CASTROL – LEADING LUBRICANT COMPANY WORLDWIDE

Castrol India has access to global technology innovations and management experience

- 200 million consumers
- 500,000 customers
- 7500 people
- 120 countries
- 25 blend plants
- 7 technology centres
LEADERSHIP POSITION IN INDIA

- 100 years in India
- 700 employees
- 3 blend plants
- 5 offices
- 350 distributors servicing 150,000 retail outlets
- 3rd largest business in BP lubricants worldwide
- Market capitalization: INR 149bn

(as on 07/01/2019)
PIONEERING TECHNOLOGY FOR OVER 100 YEARS

- Trendsetter in the Indian lubricant industry
- Number of technology firsts to our credit
- Category creation
- Meeting and exceeding specifications
- Delivering specific consumer / customer needs
MARKET LEADING 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 segment
• Company has delivered tax free returns (bonus / Dividend) at a **CAGR of 11% (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
Over last decade (2007-2017), sales grew at CAGR of ~ 7% & PBT grew at CAGR of ~ 12%
STRATEGIC GROWTH DRIVERS

ADVANTAGE

Strong Brand Power amongst Consumers and Mechanics

AFFORDABILITY

Premium brand experience for customers and consumers

AVAILABILITY

Working closely with Mechanics and Dealers

ADVOCACY
STONG AND ENDURING OEM RELATIONSHIPS

Staying ahead in Product Innovation & working closely with OEMs
RECOGNITION for robust strategy, innovation, consistent superior financial performance, highest standards of safety & quality, strong corporate governance.

- Patalganga plant wins Golden Peacock Occupational Health & Safety 2018
- Silvassa plant wins Ford Q1 Certification 2018
- Mint Corporate Strategy Award ‘18
- Overall Performance Award 2017-18 at Maruti Suzuki Supplier meet
- Golden Peacock Special Commendation for Excellence in Corporate Governance‘17
- Golden Peacock Innovation Management Award 2018
FUTURE OF MOBILITY

GLOBAL MOBILITY MEGATRENDS

- ELECTRIFICATION
- SHARING ECONOMY
- POWER OF DATA
- GLOBAL CLIMATE INITIATIVES
- AUTONOMY
- CITIES
- ARTIFICIAL INTELLIGENCE
- CONSUMER CONVENIENCE
- CONNECTIVITY ‘INTERNET OF EVERYTHING’
ELECTRIFICATION OF VEHICLES: INDIA

Realistic scenario will mean strong lubricants demand growth over next two decades.

Worst case scenario will also mean three times numbers of cars on Indian road in two decades and continued demand for Commercial vehicles & Two wheeler lubricants.

Electric car sales as a share of total car sales - Global

Realistic scenario will mean strong lubricants demand growth over next two decades.

Worst case scenario will also mean three times numbers of cars on Indian road in two decades and continued demand for Commercial vehicles & Two wheeler lubricants.
OPPORTUNITY FOR INDIA – NEXT DECADE

Emission norms and regulatory changes

Shared mobility & fleetization

More efficient fuel engines
Hybrid Engines

Castrol India has access to products & technology to grow in changing times
CASTROL INDIA : READY FOR THE FUTURE

**Short term (next five years)** – we will continue using our global technology resources and expertise to support the transition to low carbon lubricants for the current vehicle parc (210 million) as well as the 100 million additional vehicles which will be coming onto India’s roads over the next five years – ready for the future by:

- Continuously evolving product portfolio
- Delivering Premium Brand Experience to Consumers/Customers
- Driving efficiencies while investing in growth
- Participating in emerging trends

**Mid-term (five to ten years)** – as the proportion of electrification and autonomous vehicles increase, explore and invest into digital and advanced mobility solutions - creating new revenue models and working in partnership with leading OEMs and other partners to help shape the future of mobility

**Long term** – providing advanced mobility and maintenance solutions for tomorrow’s consumers and industrial businesses
Globally Castrol/BP is Investing in emerging technology and shaping future mobility.
TO SUMMARIZE

• We have been shaping the Indian lubricant industry for over one hundred years and will continue to do so with our pioneering technology & strong brands.

• We see significant growth opportunities coming up in India in short term, mid term & long term, with strong economy, growing vehicle parc, urbanization and increasing prosperity

• We will work closely with partners to ensure that we are ready to shape and participate in the future of mobility as it evolves.

• We have access to global products & technology to take the advantage of changing technology & mobility trends that will help us to continue to deliver strong performance.

• We have always delivered superior financial performance and created sustainable wealth/value for shareholders and we will continue to do so.
THANK YOU