

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



4 June 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 31 May 2021, informing the Exchanges about the Managing Director and the CFO and Whole time Director of Castrol India Limited joining the investor conference with CGS CIMB Investors on 3 June 2021. The presentation shared by the Managing Director and the CFO and Whole time Director at the event along with the list of funds that participated in the conference, is being submitted to the Exchanges.

Yours faithfully,

For Castrol India Limited

Chandana Dhar

Digitally signed by Chandana

Dhar

Date: 2021.06.04 17:20:02 +05'30'

Chandana Dhar

Company Secretary and Compliance Officer

Encl As above



**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 132 bn (as on 2 June 2021)
- Access to global technology innovations and experience

Strong and enduring OEM relationships



ŠKODA



Positively impacting communities around us



Strategic CSR



Upskilling program for 2-wheeler technicians



Holistic development program for truckers



Protecting health and well being of people



Supporting our communities



Strengthening financial health of our business

ICU essentials, N95 masks, PPE kits, hospital beds in Govt hospitals in 8 states

Food essentials, personal hygiene items to 62,000 mechanics via Castrol Fast Scan

Food packets to Migrant labourers, daily wage earners

Food support to stranded truckers in 3 metro cities

Protective gear to police/refuse collectors in 3 metro cities



Cryogenic for medical O2 supply

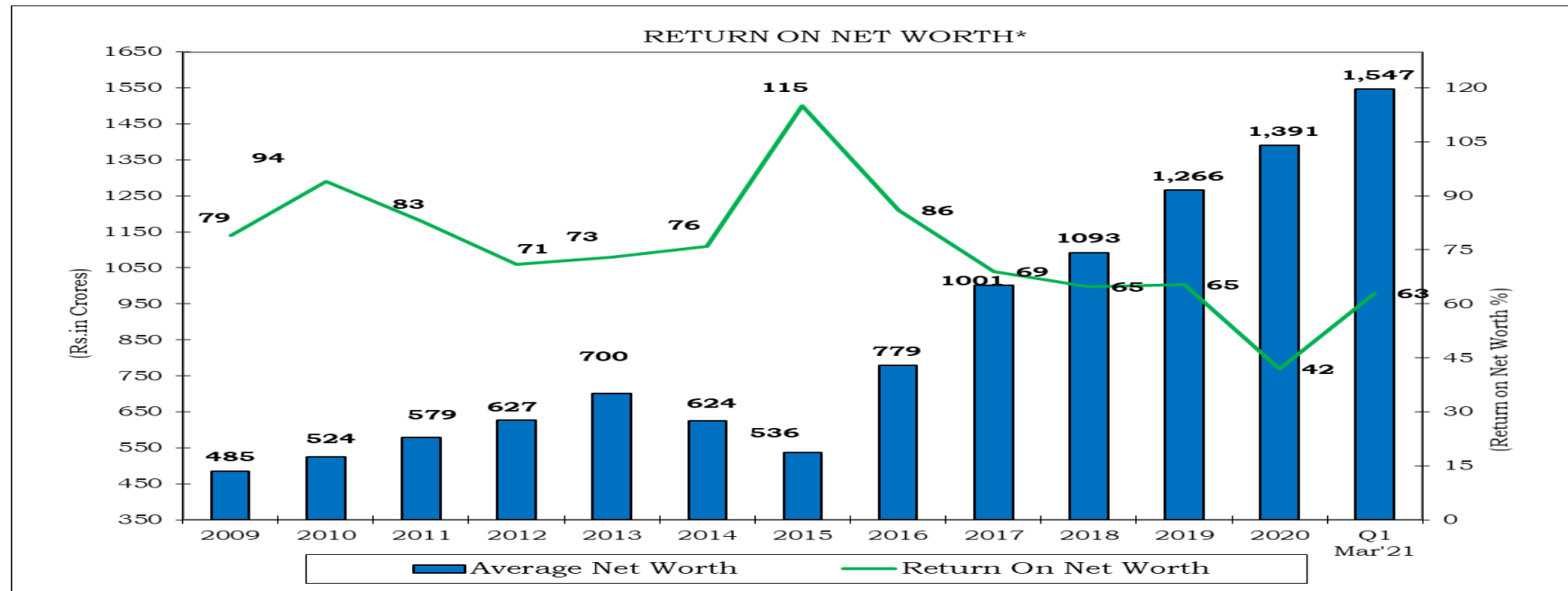
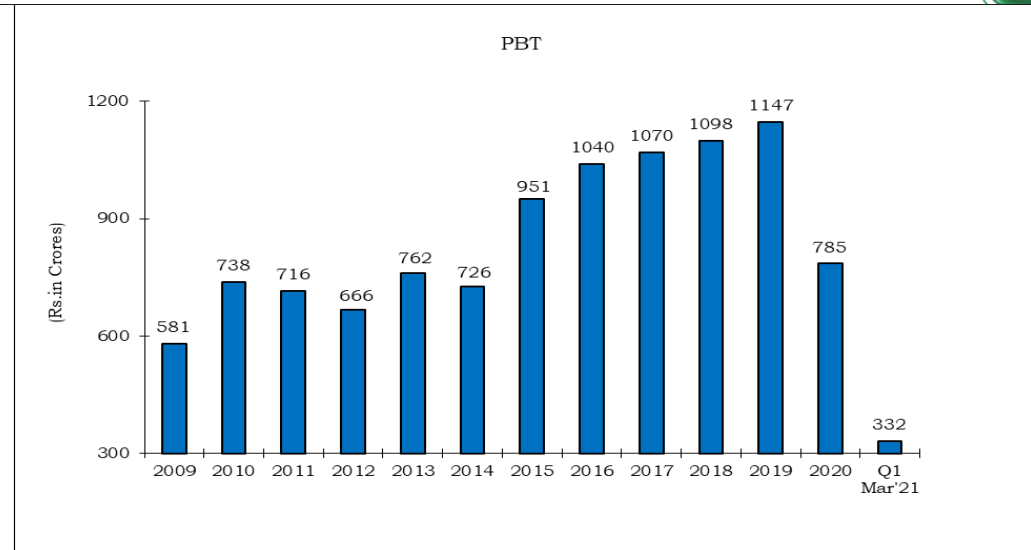
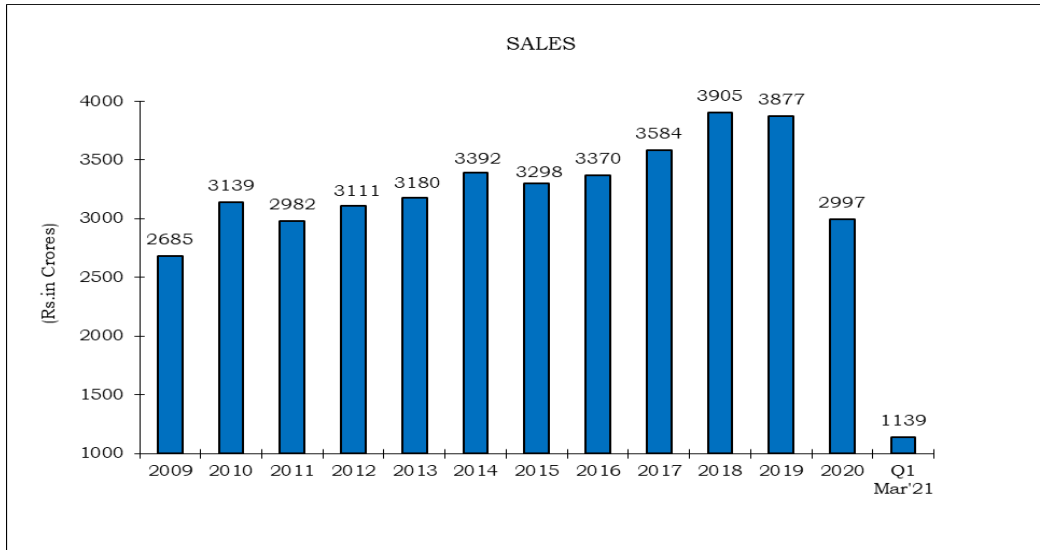
Medical equipment to Silvassa hospital

Ventilator donation to Pune hospital

500 LPM O2 plant at Delhi Cantt hospital

Extending vaccination support to communities

Castrol India financials (2009 – 2020)



Consistent shareholder returns




- Company has delivered tax free returns (bonus / Dividend) at a CAGR of 8% (since 2000) – which is substantially higher than risk-free rate of return (net of tax) for the same period.
- Consistent in dividend pay out & increase in dividend
- More than 90% share capital consist of Bonus shares
- Debt free company with strong balance sheet




Shaping Castrol India for growth

Leading branded player


Highest market share (20.1%) in lubricants in independent automotive aftermarket*



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



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

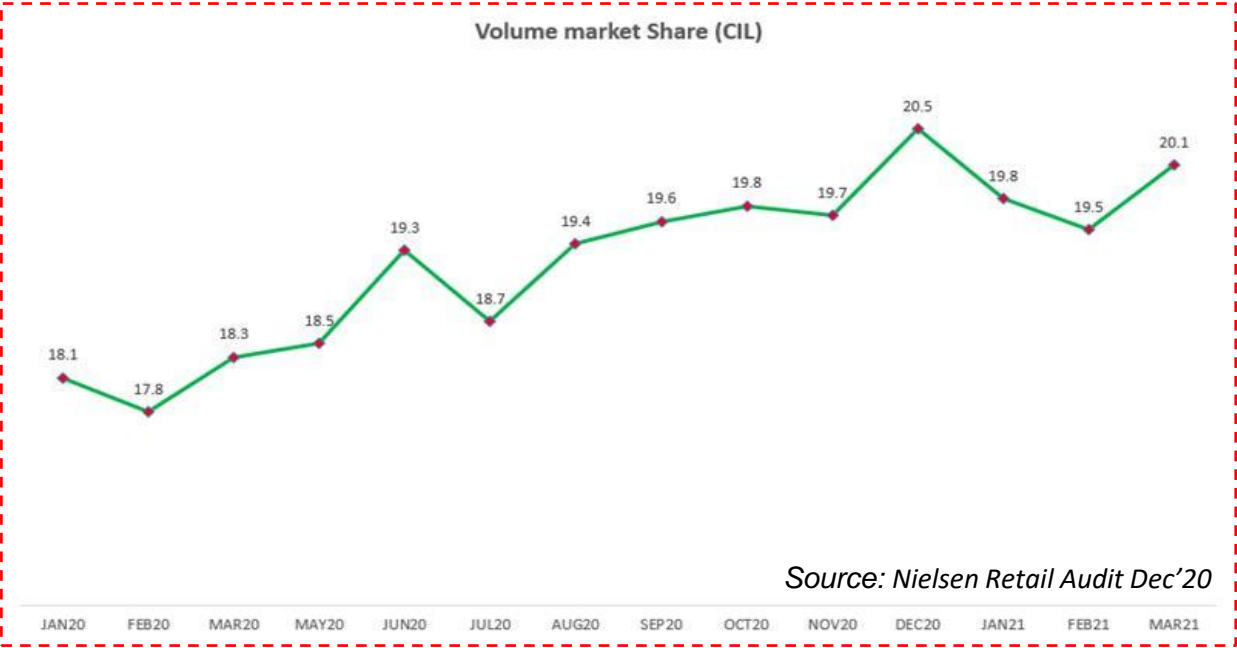



Building advocates



Creating winning campaigns

Driving market share growth



- Data Source: Nielsen Retail Audit, Dec 2020
- ** Data Source: Brandz 2020 by Kantar
- *** Data Source: Kantar Brand Health Track, Aug 2020

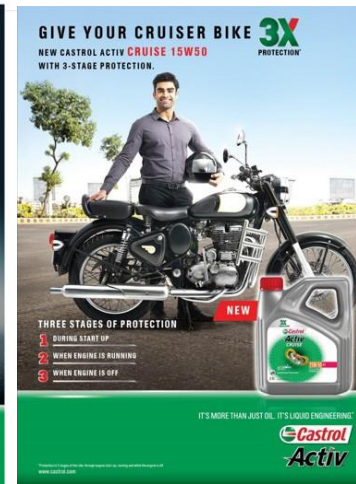
Strategic growth drivers



Leading brands



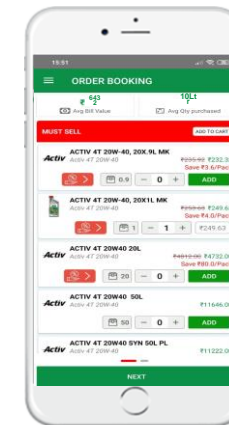
New product introductions



Deep reach



Robust digital ecosystem



Strategic growth drivers



New avenues



Moving into adjacencies



Service and maintenance





The future is
exciting...



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

E-GREASE Plays a vital role in maintaining optimum efficiency and extending the life of vehicle components.	E-TRANSMISSION FLUID 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.	E-COOLANT Keeps batteries cooler, even in extreme conditions. This enables ultra-fast charging, and helps to extend the life of the battery.
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Testing the limits, setting new benchmarks



They said it couldn't be done...

Q-A



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Schedule & Participant List

Date: 3 June 2021

Sr. No.	Fund Name	Time
1	Motilal Asset Management	9.00– 9.45am
2	Birla Life Insurance	10.00– 10.45am
3	AXIS MF	11.00– 11.45am
4	Group Meeting: <u>Participants</u> HDFC Life Tata AIA Life Insurance Canara HSBC OBC Life Insurance UTI Asset Management	12.00– 12.45pm
5	GIC, Singapore	2.00– 2.45pm
6	HDFC MF	3.00– 3.45pm
7	ICICI Prudential MF	5.00– 5.45pm
8	Bajaj Allianz Life Insurance Kotak MF	6.15– 7.00pm