

**Castrol India Limited**

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Customer Service Toll Free No. : 1800 222 100 / 1800 209 8100



2 March 2022

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,

Sub: **Disclosure under Reg 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

This is further to our communication dated 17 February 2022, informing the Exchanges about the Managing Director and the CFO and Wholetime Director of Castrol India Limited joining the investor conference with Kotak Chasing Growth, on 24 February 2022. The presentation shared at the event is being submitted to the Exchanges.

It is also informed that no Unpublished Price Sensitive Information (UPSI) was shared during the conference.

You are requested to take the above information on your record.

Yours faithfully,

For **Castrol India Limited**

HEMANGI YATEEN GHAG  
Digitally signed  
by HEMANGI  
YATEEN GHAG  
Date: 2022.03.02  
18:19:08 +05'30'

**Hemangi Ghag**

**Company Secretary and Compliance Officer**

**Encl: a/a**

# Driving growth & future readiness at Castrol India

Sandeep Sangwan, Managing Director

Deepesh Baxi, Chief Financial Officer

*Kotak Chasing Growth Investor Meeting, 24 February 2022*

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.



# Agenda

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## Introduction to Castrol India

- Performing while transforming
- Castrol India at a glance, market leadership
- Financial performance

## Our opportunity

- Strategic growth drivers
- Accelerating digital transformation
- Transitioning into a service & maintenance brand

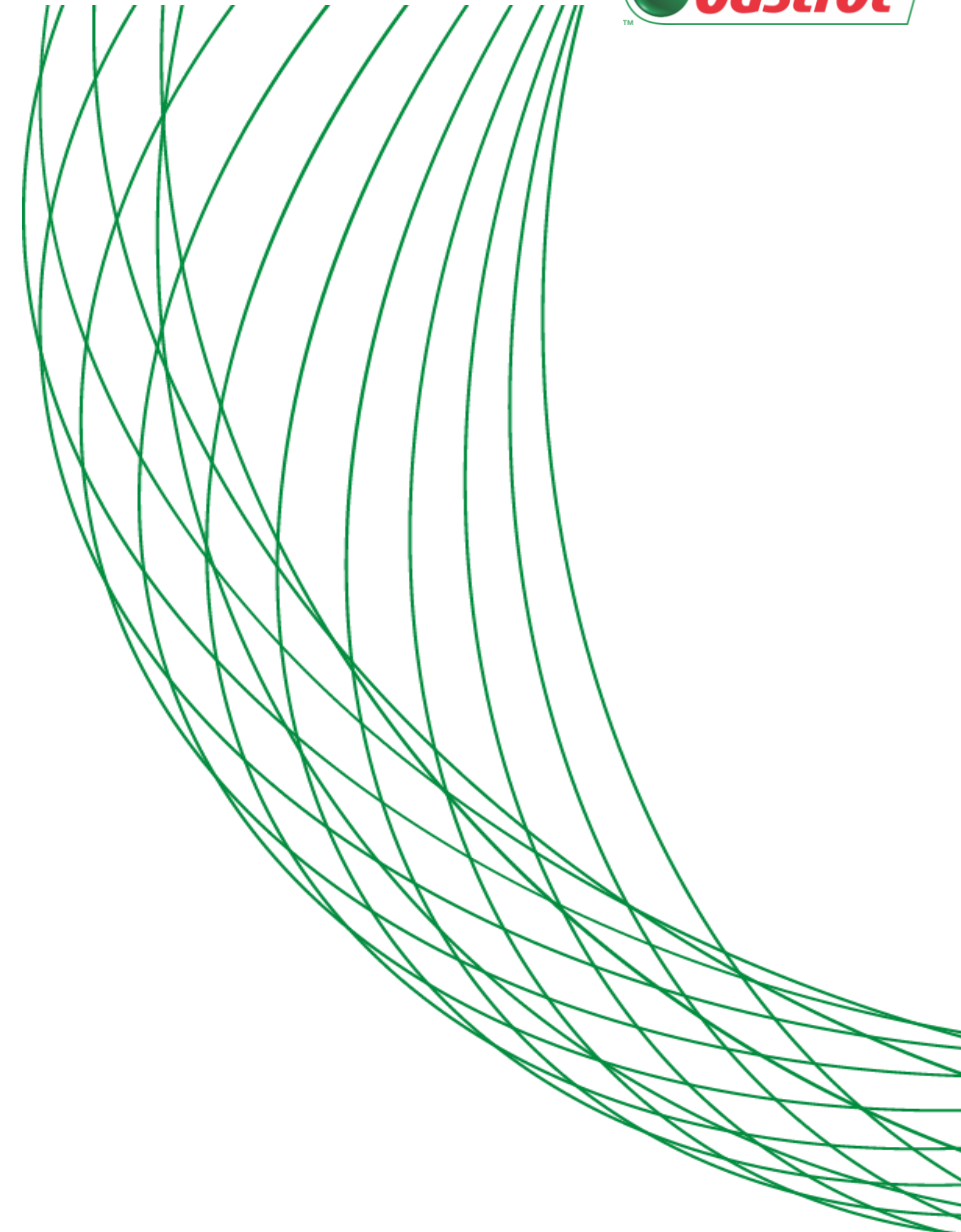
## Industry partnerships & collaboration

- Existing partnerships
- Gearing up for future-readiness in EV

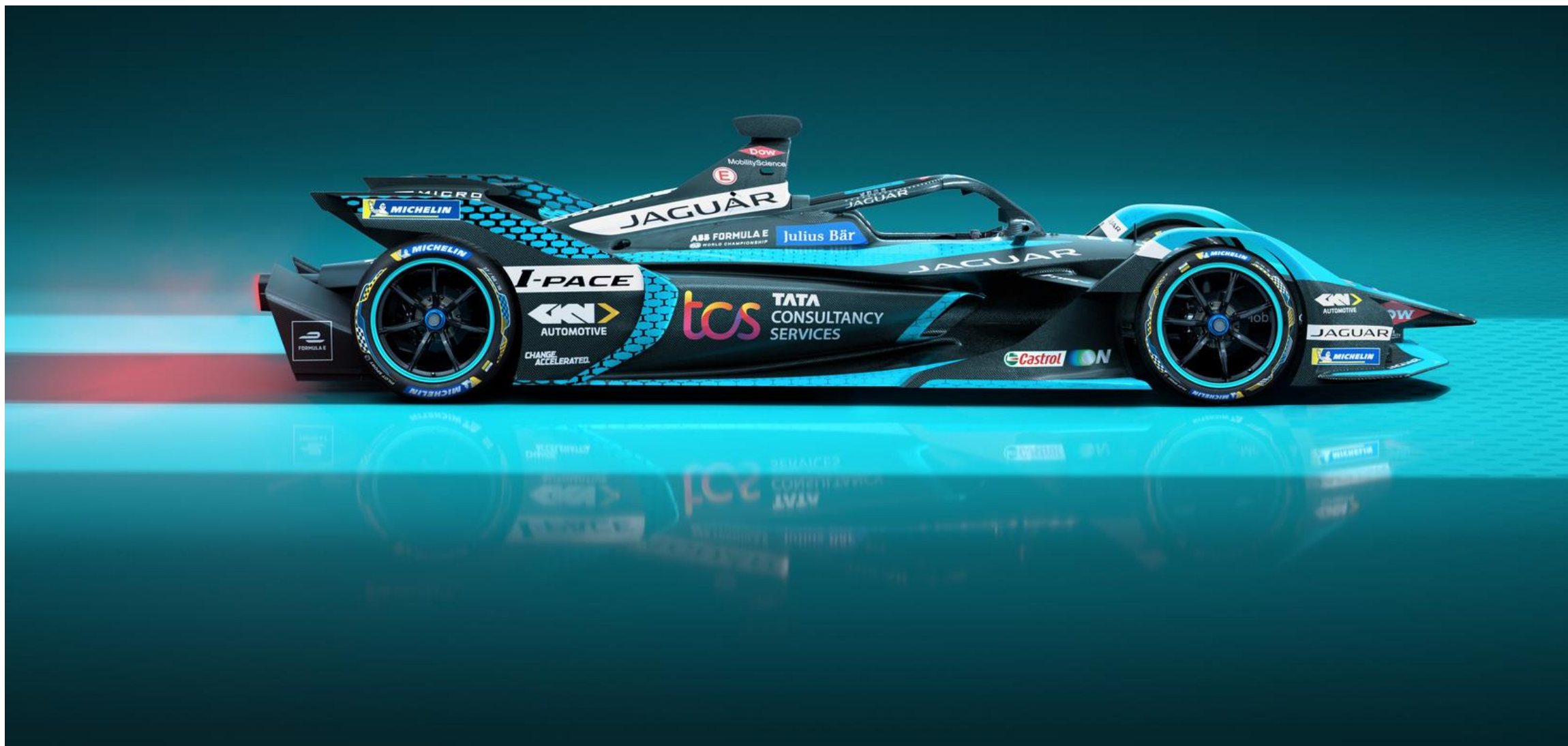
## Sustainability at Castrol

- Path360

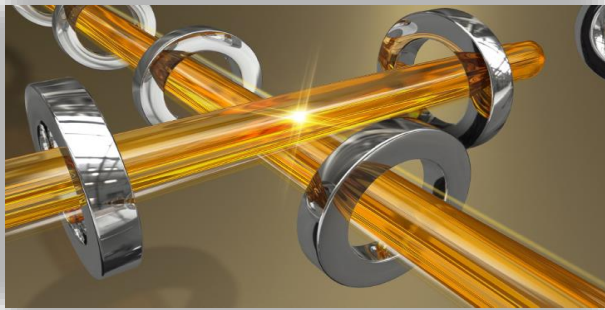
## Q&A



# Performing while transforming



# Castrol India at a glance



Largest private lubricant player in India. **3<sup>rd</sup> largest business** within bp lubricants



**3 manufacturing plants** and **4 office locations**



**100+ years** of strong legacy in the country.

India is **a key growth market** for bp & Castrol

A **publicly listed** company in India for **44 years**.

Market capitalization of **USD 1.5 bn**



Team of **631** including **162** workmen



Largest distribution network of **330** distributors, serving over **100,000+ touch points**



# Leading branded player in lubricants



Highest market share (22.2%) in lubricants in independent automotive aftermarket\*



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



Highest brand power score of 45.5 amongst 2-wheeler consumers\*\*\*



## Building advocates



## Creating winning campaigns



\* Data Source: Nielsen Retail Audit, Nov 2021

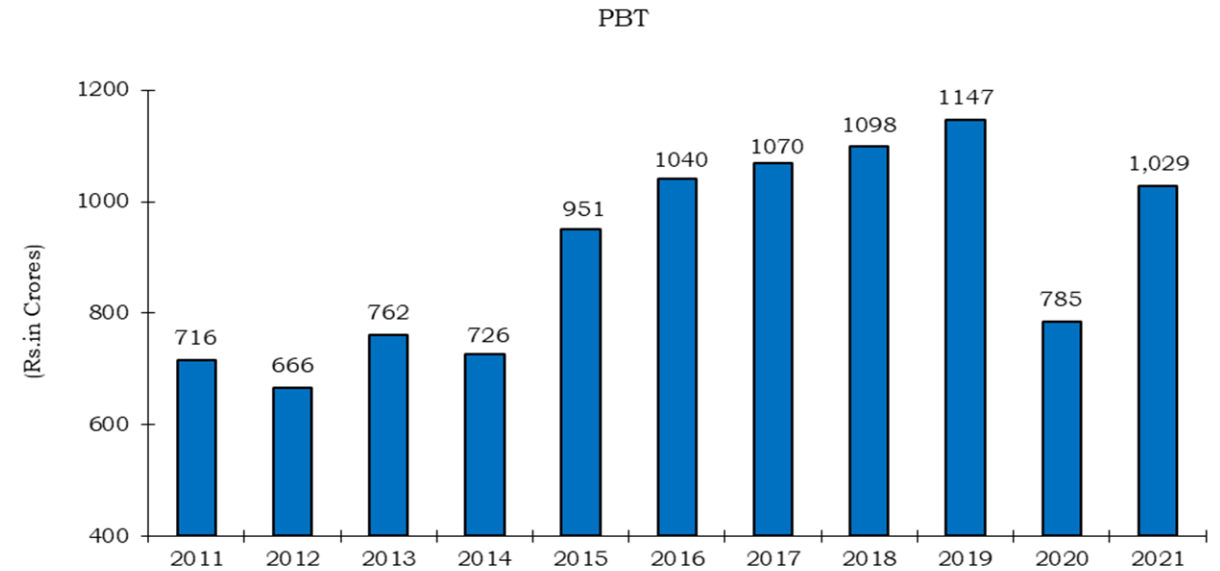
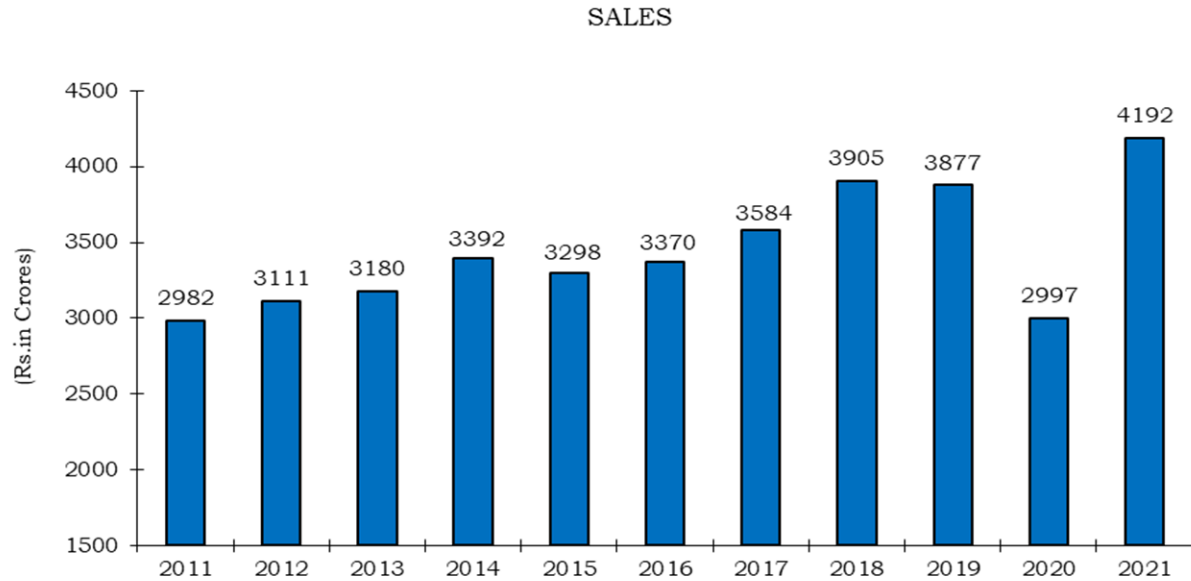
\*\* Data Source: Brandz 2020 by Kantar

\*\*\* Data Source: Kantar Brand Track, Dec 2021

# New digital campaign for Power1 Ultimate with Tiger Shroff



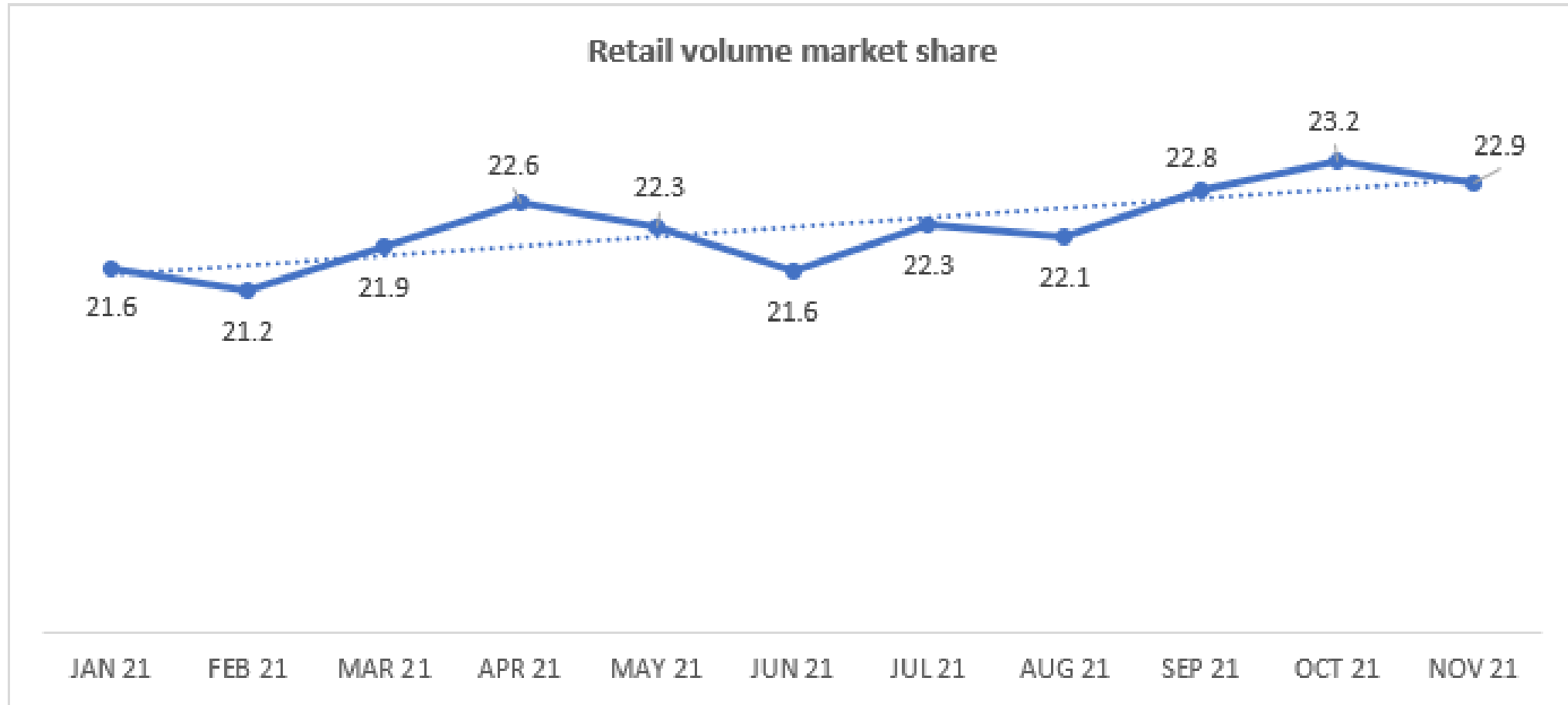
# Castrol India financials (2011 – 2021)



- Castrol India Limited 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
- Debt free company with a strong balance sheet
- Healthy cash reserves



# Driving market share growth



Source: Nielsen Retail Audit Nov'21, Retail channel

# Strategic growth drivers: leading brands & new product launches



## Leading brands



## New product launches



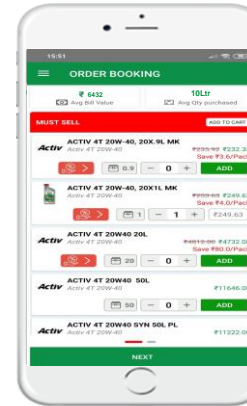
# Strategic growth drivers: accelerating digital transformation



## Deep reach enabled by digital applications



- Application for sales
- Beat plans, orders, payments
- Nudges on range selling, display
- Performance updates & more



- Application for indirect customers
- Order placement, invoices, schemes etc.

## Robust digital ecosystem



- 500k mechanics + retailers
- Realtime direct payment
- Loyalty program
- Vaccination support



- Improved customer experience
- Automated workflows
- Faster scheme payout
- Working capital management



- Demand and supply planning
- Big data and Machine learning
- Demand sensing for improved response



# Strategic growth drivers: transitioning to a S&M brand



Partnership with Ki Mobility



Castrol Express Oil Change centers



Castrol Auto Service centers



# Enhancing partnerships



## Jio-bp



## Battery Swap stations at IWS



## Moving into adjacencies



# Strong partnerships across industry sectors



RENAULT



BOSCH



SIEMENS

IFB



TIMKEN



Delphi Technologies

MAHLE



Vestas





# Gearing up for the future with EV readiness



- Castrol ON is our advanced range of EV fluids, which includes e-transmission fluids, e-coolants and e-greases
- 50% of the world's leading car manufacturers use Castrol e-fluids
- Castrol India works with two of the leading four-wheeler OEMs in India to supply EV fluids for their electric cars
- In addition, we have initiated technology collaboration discussions with some of the leading two-wheeler EV manufacturers in India

# Sustainability at Castrol: Path360



By 2030

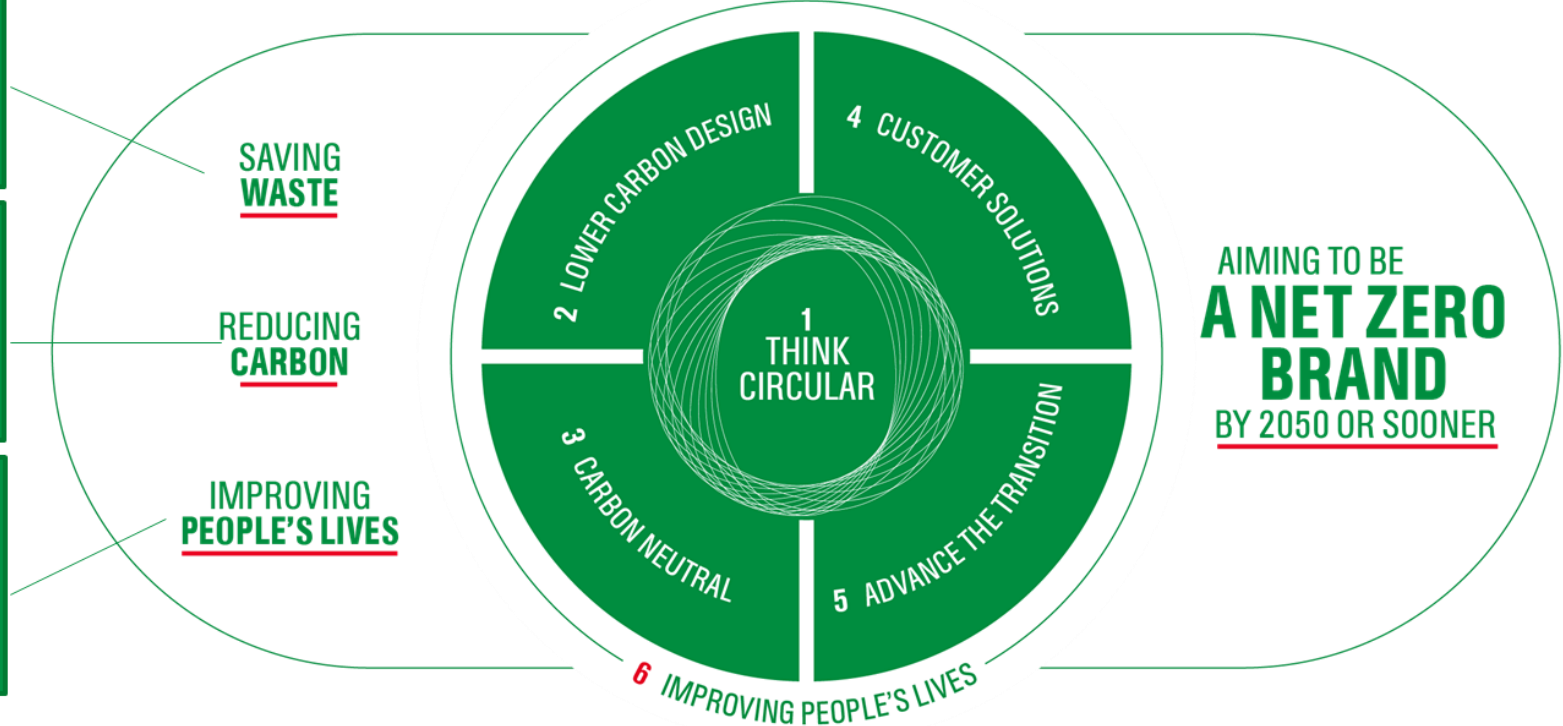
	<p><b>SAVING WASTE</b></p> <p>Reduce our plastic footprint<sup>1</sup> by half AND continue to help our customers save energy, waste and water</p>
	<p><b>REDUCING CARBON</b></p> <p>Halve the net carbon intensity per litre of our products by 2030<sup>2</sup></p>
	<p><b>IMPROVING PEOPLE'S LIVES</b></p> <p>Improve the lives of people around the world <sup>3</sup></p>

3

FOCUS AREAS

6

GUIDING PRINCIPLES



<sup>1</sup> To promote the responsible design and management of plastic packaging along its lifecycle, Castrol defines its plastic footprint as the amount of virgin plastic included in our packaging per litre that isn't recycled. Our aim to halve it is from our 2019 baseline. See [www.info/CastrolPATH360](http://www.info/CastrolPATH360) for more information.

<sup>2</sup>vs Castrol's net carbon intensity per litre of our products sold in 2019. See [www.info/CastrolPATH360](http://www.info/CastrolPATH360) for more information.

<sup>3</sup>Through co-benefits from the offsetting undertaken as part of Castrol's carbon neutral programme see [www.info/CastrolPATH360](http://www.info/CastrolPATH360) for more information.



# Positively impacting communities around us



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



## Strategic CSR programs



A program for upskilling of independent auto mechanics in the unorganised sector

A programme for holistic development of truck drivers in India

## Community development



## Humanitarian aid



# Q&A

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.



**Thank You!**

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.

