

6 August 2024

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai – 400 051

Scrip Code: 500870

Scrip Symbol: CASTROLIND

Dear Sir/Madam,

Sub.: Investor Presentation

Pursuant to Regulation 30 read with Para A Part A of Schedule III to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose updated investor presentation which shall be used for analyst/investor calls/meets going forward.

The presentation is also available on website of the Company on the following link:
https://www.castrol.com/en_in/india/home/investors/intimation-to-share-holders.html
under PRESENTATIONS TO ANALYSTS --- 2024

We further reiterate that no Unpublished Price Sensitive Information pertaining to the Company will be shared at any analyst / investor call/meet.

Kindly take the same on record.

Thank You.

Yours faithfully,
For **Castrol India Limited**

Hemangi Ghag
Company Secretary & Compliance Officer

Encl.: As above

Registered address:

Castrol India Limited

CIN: L23200MH1979PLC021359

Technopolis Knowledge Park, Mahakali Caves Road, Andheri (East), Mumbai – 400093

Tel: +91 22 7177 7111 / Fax: +9122-66984101

Customer Service Toll Free No: 1800222100 / 18002098100

Forward with Castrol

Investor Presentation

July 2024



Castrol Global

125-year young organization



Castrol on Mars



Our Strength

5,000
employees

>160
countries where Castrol
markets products

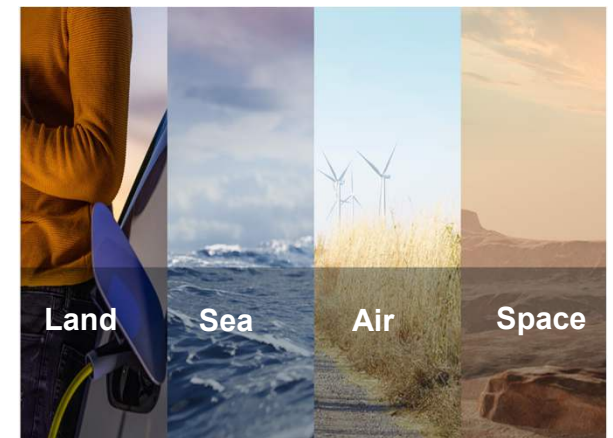
200m
Customer
touchpoints

7
technology
centres

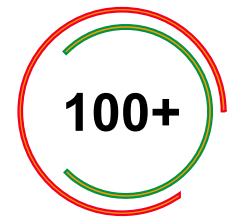
23
blending plants

across automotive,
industrial, marine and
energy

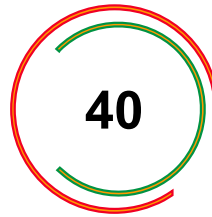
Our Presence



Castrol India - Overview



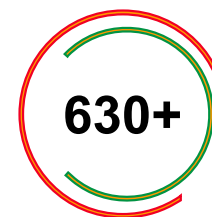
Years in India



Years as listed entity



Market Cap (in INR)



Employees



Regional Offices

* As of 30th July 2024



R. Gopalakrishnan
Chairman



Uday Khanna
Independent Director



Sangeeta Talwar
Independent Director



Rakesh Makhija
Independent Director



Sandeep Sangwan
Managing Director



Deepesh Baxi
CFO & Wholetime Director



Saugata Basuray
Wholetime Director



Kartikeya Dube
Nominee Director



Udayan Sen
Nominee Director



Sashi Mukundan
Nominee Director

Board of Directors

- 40% Independent Directors on Board
- 5 Board Committees

Key Personnels



Mr. R. Gopalakrishnan

Chairman & Independent Director

- Studied Physics at St. Xavier's College, Kolkata, Engineering from the Indian Institute of Technology, Kharagpur and completed an Advanced Management Program at the Harvard Business School, USA
- Corporate experience of nearly 57 years - 31 years with Hindustan Unilever and 18 years with the Tata Group
- Also, a prolific management writer, authored 19 books and penned several newspaper columns



Mr. Sandeep Sangwan

Managing Director

- Alumnus of the Indian Institute of Management (IIM), Lucknow and Regional Engineering College (NIT), Kurukshetra
- Joined bp Plc in 2012 as Customer Lead in Castrol InnoVentures, and since then has held various national and international leadership roles for key markets in Europe, Asia and Africa
- He has extensive experience in business transformation, sales and marketing
- Prior to bp, worked with Gillette and P&G for over 20 years in India, the Middle East, China, and Europe



Mr. Deepesh Baxi

CFO & Wholtime Director

- Chartered Accountant, alumnus of Indian Institute of Management Ahmedabad and Certified Internal Auditor from Institute of Internal Auditors, USA
- Finance professional with 25+ years of industry experience, 18 years at bp Plc
- Works closely with the Castrol India business to develop and deliver long term strategy and maintain robust accounting, control & compliance environment
- Awarded Leading CFO of the Year 2022 in Auto & Auto Components by CII and Inspiring CFO 2023 by ET Edge



Management Team

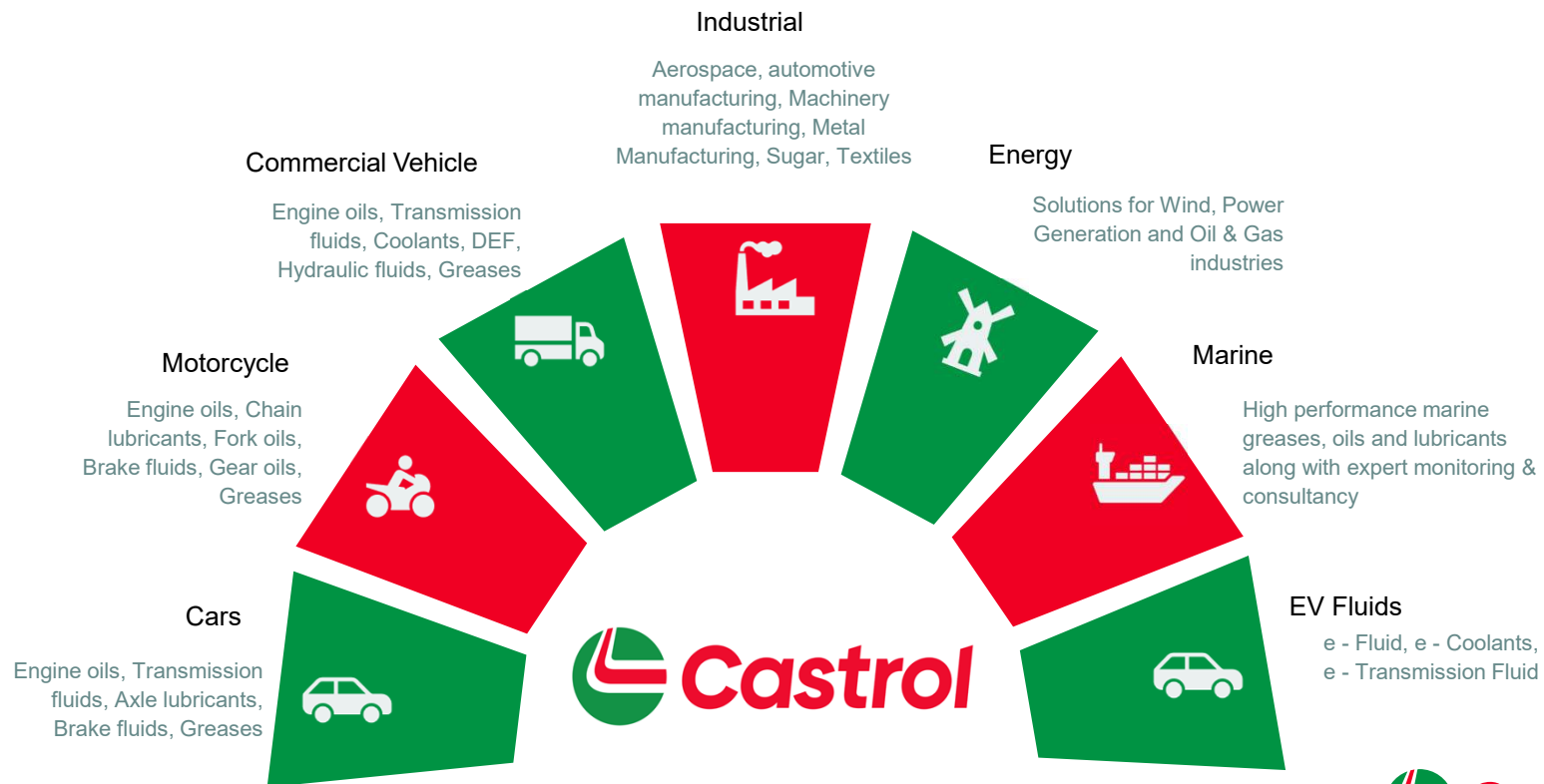


Confidential



Wide applications backed by...

Applications



Confidential

...Strong product portfolio

Leading Brands



Castrol
EDGE



Castrol
POWER1



Castrol
CRB
TURBOMAX



Castrol
Tribol

Castrol
MAGNATEC

Castrol
Activ

Castrol
CRB
MULTI

Castrol
Optigear

Castrol
GTX

Castrol
Activ
ESSENTIAL

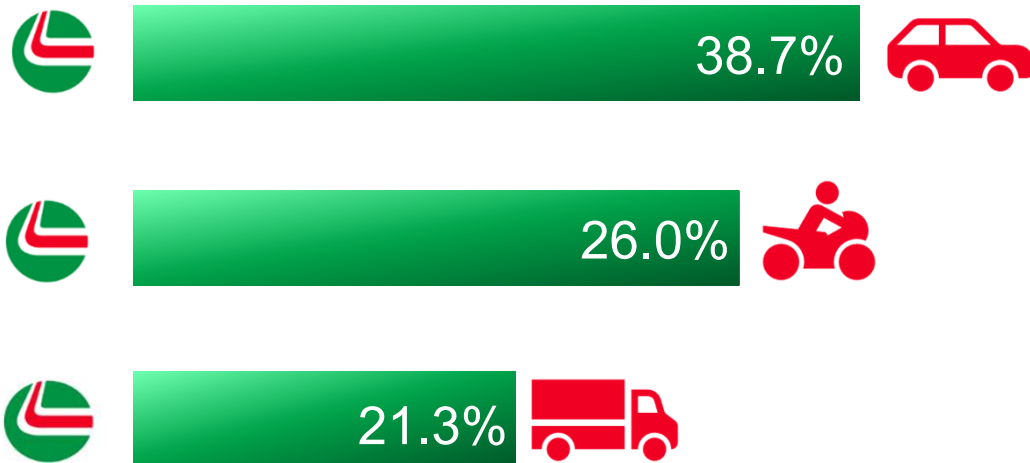
Castrol
CRB
ESSENTIAL

Castrol
Alusol XBB

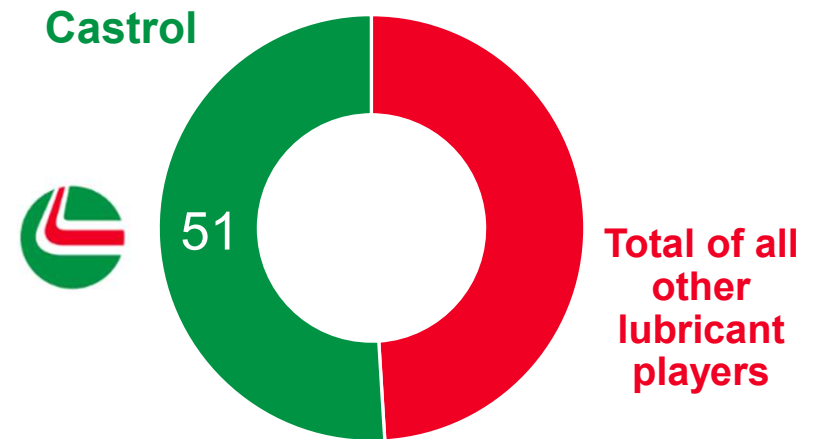
Castrol

Market share and brand power

Leading market share across segments*



Brand Power#



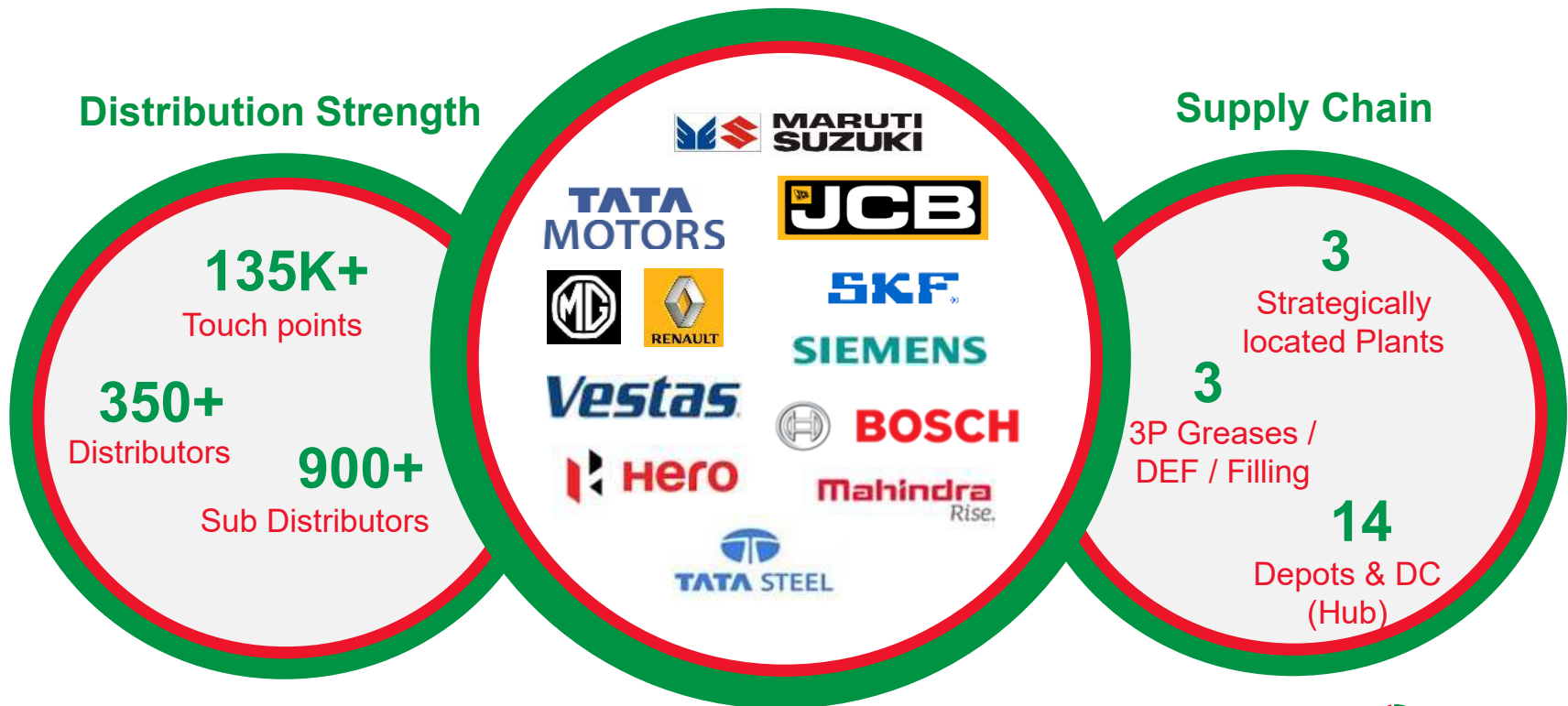
>7 litres of Castrol lubricants sold every second
35M+ Car, Bike and Truck owners trust Castrol for their vehicle

* Retail Volume share for Qtr ended May 2024 as per Nielsen
Kantar Brand Power study 2022 – Score for Master Brand in MCO space



Distribution reach, supply chain & relationships

Strong global and local
OEM relationships



Optimised manufacturing footprint & distribution network

Silvassa



- Installed capacity – 95 Mn Itrs
- OEM plant - Servicing ~40 OEMs, only lubricant plant in India with Ford Q1 certification
- Apex Safety Award for Safety & Quality Performance

- Installed capacity – 125 Mn Itrs
- 8 years of Days away from work free operations*
- Safety Performance Award by Directorate – Industrial Safety Health for accident-free years

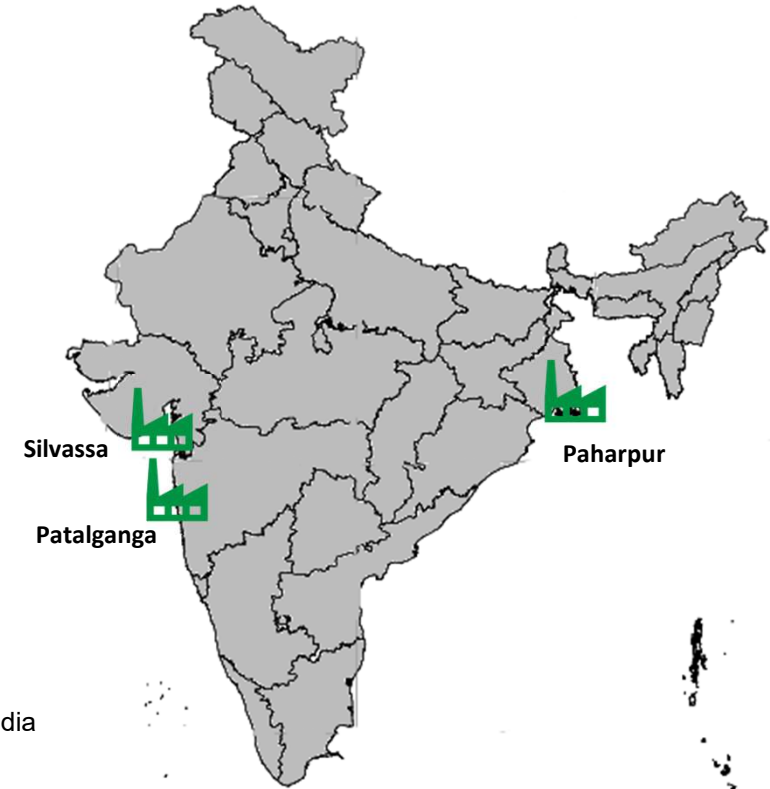


Patalganga

Paharpur



- Installed Capacity – 62 Mn Itrs
- 7 years of Days away from work free operations
- 'Gold Award' for Plant Efficiency category by Apex India Foundation.
- 100% renewable electricity through International Renewable Energy Certificate (IREC) which will reduce 80% of overall carbon emission from plant.



* Until May 2023| Map as per Survey of India

Confidential

Strong digital backbone enabling the business

Castrol
SMART

For Sales Reps

**100K+ customer
geocodes**

Castrol
FASTSCAN

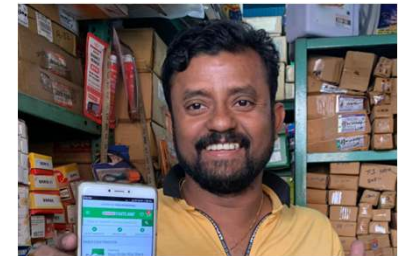
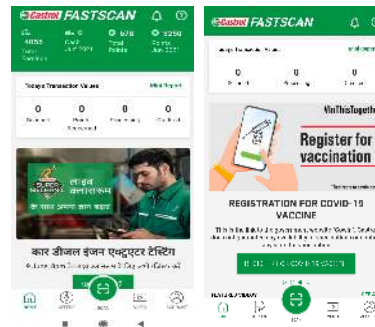
For Mechanics

**500K mechanics
& retailers**

Castrol
FASTLANE

For Indirect Customers

**3K orders every
month**



Castrol

Confidential

Marketing Campaigns



Castrol EDGE Launch with SRK campaign



MI Association and Activ IPL campaign



India's Ultimate Motostar for enthusiast bikers with MTV & Moto GP



KTM Cup sponsorship with Castrol Power1

Consistent & effective brand building campaigns across categories

- #BadhteRahoAage for Truckers
- #CompromiseMehngaPadeega for Castrol Activ
- India's Ultimate Moto star on MTV
- Official Performance Partner for Mumbai Indians
- Signed up SRK as our Brand Ambassador

Effective Advertisements resulting in mass appeal of brands across all segments and geographies.



We have a refreshed identity

Onward, Upward, Forward

Accelerating our customers' progress

Onward: Powering growth in mobility
Helping people and goods move better



Upward: Boosting industrial performance
Helping machines perform better



Forward: Diversifying our future
Opening up new opportunities as customers' needs evolve



together [#wemoveforward](#)



As a global leader in our industry, we are constantly evolving to stay ahead in a changing category.

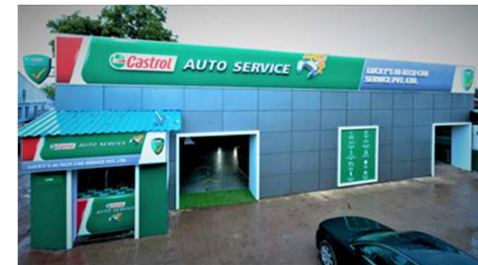


Confidential

Growing beyond lubricants



A service first offer for rural markets with **Castrol Express**



530 **Castrol Auto Service** workshops



7% stake in India's largest O2O service platform

Moving into **auto care** with premium range of products



Switch ON the rEVolution

2 OUT OF 3 OF THE WORLD'S MAJOR CAR MANUFACTURERS
USE OUR ELECTRIC VEHICLE FLUIDS*



Collaboration between Castrol ON and Jaguar TCS Racing to take lessons from the racetrack and apply them to the road



GO FURTHER



CHARGE FASTER



LAST LONGER

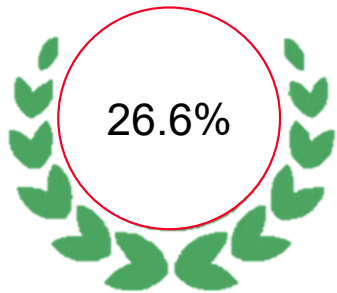
*Castrol EV Fluids benefits are demonstrated in bespoke testing and development. Go further¹, charge faster² and last longer³. ¹ vs mass market EV factory fill fluid. ² vs indirect cooled battery system. ³ vs standard EV transmission fluid.

*Based on LMCA data for top 20 selling OEMs (total new car sales) in 2021. Used by these OEMs as a part of EV factory fill

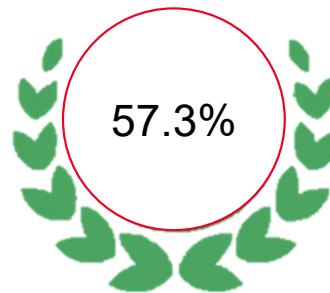


Financial Performance

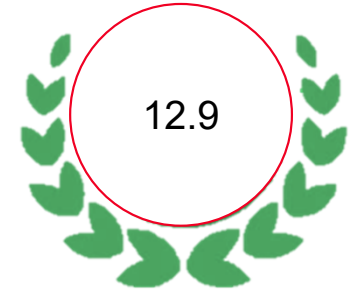
Focus on Shareholder Wealth Creation



3yr Avg – Return on Assets



3yr Avg – Return on Capital Employed

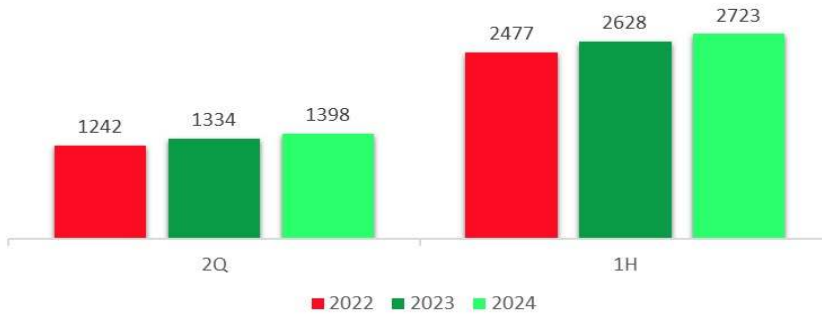


EV per EBITDA Ratio

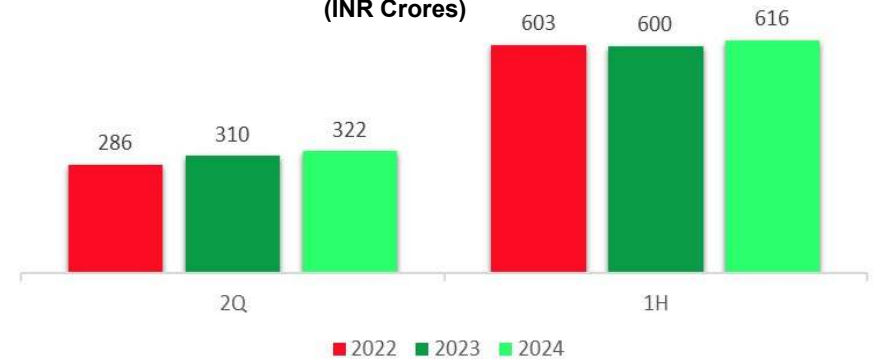
* Trendlyne screener results for period ended 31 Dec 2023

Quarterly Financial Highlights

Revenue from operations*
(INR Crores)



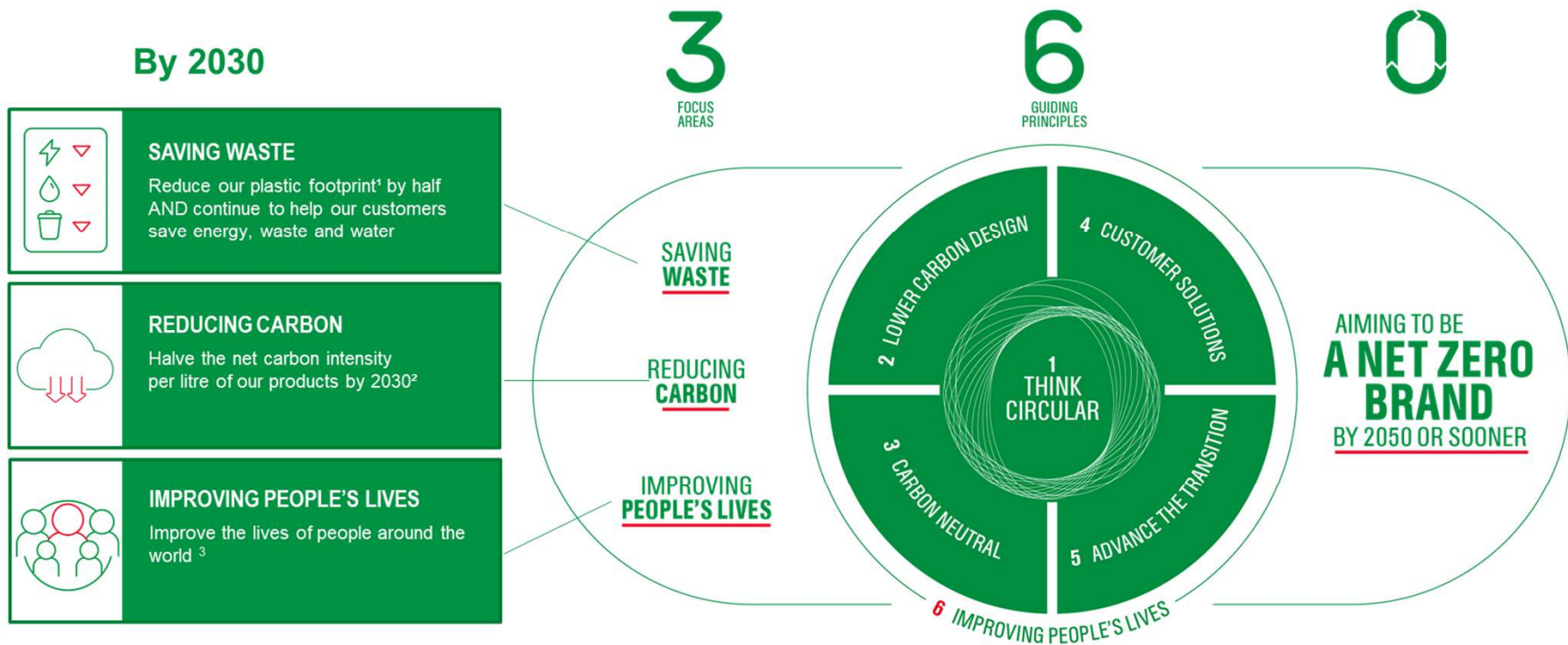
EBITDA
(INR Crores)



*Excludes other income

Confidential

Sustainability at Castrol: Path360



¹ 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 for more information.

²vs Castrol's net carbon intensity per litre of our products sold in 2019. See www.info/CastrolPATH360 for more information.

³Through co-benefits from the offsetting undertaken as part of Castrol's carbon neutral programme see www.info/CastrolPATH360 for more information.



Positively impacting communities around us



A programme for holistic development of truck drivers in India



~ 2.4 lac truck drivers trained



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



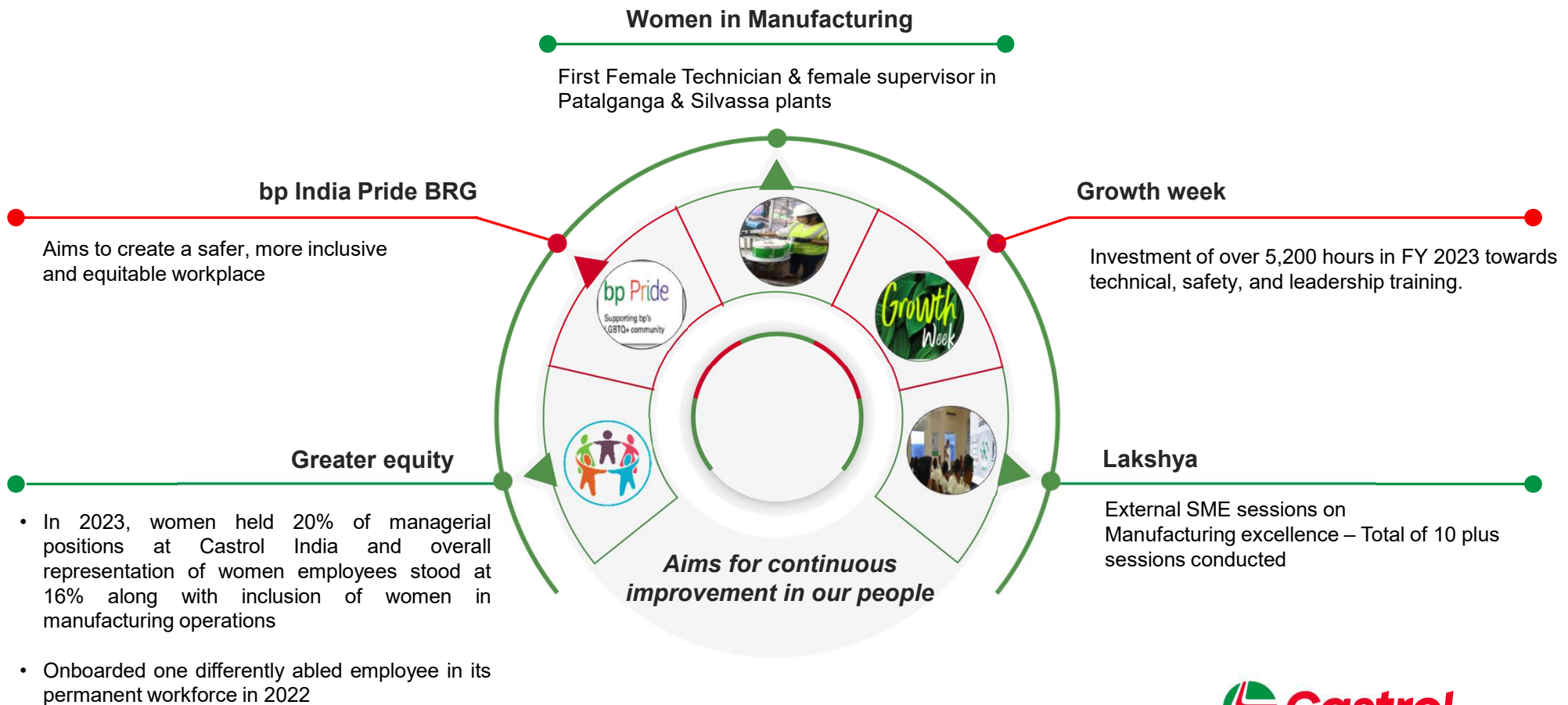
450 students across 4 schools in Silvassa



Confidential



Focus on Diversity, equity & people development



Confidential



Awards Gallery



Confederation of Indian Industry (CII) recognised Deepesh Baxi as a leading CFO under the Auto & Auto Components category.



Patalganga plant was honoured with the Golden Peacock and NSC recognition in 2023



Silvassa plant was awarded Platinum in Quality Excellence & Gold in OHS by Apex India.



Paharpur plant was awarded Gold for Plant Efficiency and Safety Excellence.



Adjudged by Institute of Supply Chain Management as the 'Top Ten Chemical Supply Chain Company of the Year'.



Castrol received the prestigious INDIASTAR award, the highest recognition for excellence in packaging. Confidential



Recognized for outstanding CSR contributions by Honorable CM of Maharashtra, Mr. Eknath Shinde.



Thank You



We accelerate progress through game changing technologies, superior products and distinctive experiences

As a global leader in our industry, we are constantly evolving to stay ahead in a changing category.

Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Castrol India Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No unpublished price sensitive information pertaining to the Company is shared in the presentation. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guaranteeing of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections. No unpublished price sensitive information pertaining to the Company is shared in the presentation.

Confidential

