



Gulf Oil Lubricants India Limited

(formerly known as "Hinduja Infrastructure Limited")

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Press Release

for Immediate Publication

- **Gulf Oil Lubricants Q3 Net Revenues up 13% & EBIDTA up by 28% at Rs. 32.9 crores over Last Year Q3.**

Highlights

- **Q3 Gross Turnover at Rs.276 crores and PAT at Rs.18.2 crores.**
- **YTD 9 Month Gross Turnover at Rs.825.5 crores and PAT at Rs. 55.6 crores.**

Mumbai, February 5, 2015: Gulf Oil Lubricants India Limited, a Hinduja Group Company, listed on NSE and BSE on 31st July, 2014 post demerger of 'Lubricants Undertaking' of earlier Gulf Oil Corporation Ltd into it w.e.f. 1st April, 2014 as per the Scheme of arrangement, has reported today its financial results for the 3rd quarter and 9 months ended 31st December, 2015. For the 3rd quarter of Financial Year 2014-15, Company has achieved a Gross turnover of Rs.276 crores and Profit After Tax of Rs. 18.2 crores and for the 9 month period, company has achieved a turnover of Rs. 825.5 crores and Profit after tax of Rs. 55.6 crores.

The Company has achieved an impressive quarter on quarter growth of 13% in its Net Revenues at Rs. 243 crores as compared to previous year December quarter, when it was Rs. 215 crores. The Profit After Tax has grown by 9% for 3rd quarter impacted partly by increase in finance cost on account of adverse movement of Rupee in Q3, Company's EBIDTA has shown a healthy growth of 28% YoY for 3rd quarter compared to corresponding 3rd quarter of previous year for Lubricants business. Company's EBIDTA margins at 13.6% have shown sequential improvement of 30 bps for the quarter over September quarter on the back of improved topline performance.

Company continues to gain in the tractor segment with sales of Gulf branded lubricants picking up & also due to further penetration of the range of new products launched during first half of the year in a tie-up with market leader Mahindra for the tractor segment. The company has seen





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some improvements in the commercial vehicle segment and also achieved growth by acquiring new infrastructure and direct supply accounts.

Last quarter the company launched a number of key initiatives to strengthen its position in personal mobility segments i.e. Motor cycle & Passenger Cars in urban & rural markets. GOLIL is extending arms for distribution in rural hinterland as semi urban & rural markets are fueling and surpassing the urban market growth rates especially in the automotive sector. Company undertook a retail expansion drive & implemented a slew of ground level, below-the-line campaigns to increase distribution reach & sales across select geographies for Gulf branded & OEM related cobranded ranges.

Select consumer offers were also announced for diesel engine oil packs, which met with a positive response.

About GOLIL

Gulf Oil Lubricants India Limited (GOLIL), part of Hinduja Group, is an established player in Indian lubricant market. It markets a wide range of automotive and industrial lubricants, 2-wheeler batteries, automotive filters and lubricating equipment. Today, the Gulf brand is present in more than 100 countries across five continents with values of 'Quality, Endurance & Passion' as its core attributes. The Gulf Oil International Group's core business is manufacturing and marketing an extensive range consisting over 400 performance lubricants and associated products for all market segments.

BSE Scrip Code: 538567

NSE Scrip symbol: GULFOILLUB

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(An ISO 9001:2008 Certified Company)



HINDUJA GROUP