



## Gulf Oil Lubricants India Limited

November 6, 2017

### **BSE Limited**

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**Scrip Code:538567**  
**Scrip ID: GULFOILLUB**

### **National Stock Exchange of India Ltd.**

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**Scrip symbol: GULFOILLUB**

Dear Sir

**Sub.: Press Release in respect of Q2-FY2017-18 Unaudited Financial Results for the 2<sup>nd</sup> quarter and six months ended September 30, 2017**

**Ref.: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**


In compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Press Release issued by the Company in respect of the unaudited Financial (standalone) Results for the 2<sup>nd</sup> quarter and six months ended September 30, 2017.

Request you to kindly take the same on record and acknowledge.

Thanking you

Yours faithfully

**For Gulf Oil Lubricants India Limited**

  
Vinayak Joshi  
Company Secretary &  
Compliance Officer



*Encl.: as above*

**Gulf Oil Lubricants India Limited**  
**Registered & Corporate Office:**  
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Quality Endurance Passion

**GULF OIL LUBRICANTS INDIA LIMITED**

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**Press Release - Q-II & H-1- FY 2017-18**

**- For Immediate Publication**

**“Gulf Oil announces record Profits and all-round accelerated growth in Q-II”**

**Highlights for Quarter (Q-II) & Half Year (H-1) ended September 30, 2017**

- Q-II volume growth at around 13%. Net Sales up by 22.55 % YoY at Rs. 322.95 crores.
- Q-II PAT up by 38.05 % YoY at Rs. 40.42 crores- Highest ever quarterly Profit for the Company.
- H-1 PAT up by 25.27% YoY at Rs. 74.71 crores.

**Mumbai, November 06, 2017:** Gulf Oil Lubricants India Limited, a Hinduja Group Company, has today reported its unaudited financial results for the Quarter and Half Year ended September 30, 2017. Key highlights are as under:

(Rs. in Crores )

	Q-II FY-17-18	Q-II FY-16-17	Growth %	H-1 FY-17-18	H-1- FY-16-17	Growth %
Net Sales (net of Indirect taxes)	322.95	263.52	22.55%	603.00	536.23	12.45%
Profit Before Tax (PBT)	61.96	44.99	37.72%	114.19	91.47	24.84%
Profit After Tax (PAT)	40.42	29.28	38.05%	74.71	59.64	25.27%
EPS (Basic)	8.14*	5.90*		15.05*	12.02*	

\*Not Annualised

During the quarter, the Company achieved a Net Sales of Rs.322.95 crores and Profit after tax of Rs. 40.42 crores. On year on year basis, Net Sales increased by 22.55% at Rs. 322.95 crores from its base of Rs. 263.52 crores in previous year September quarter. On Half Yearly basis, the Company achieved a Net Sales of Rs.603.00 crores and Profit after tax of Rs. 74.71 crores. With Net Sales of Rs. 536.23 crores in previous year September period, year on year growth in Net Sales in H1 is at 12.45%.

The PBT has grown by 37.72% for the quarter ended September 30, 2017 to Rs. 61.96 crores as compared to previous year September quarter PBT at Rs. 44.99 crores, an expansion of nearly 211 bps to 19.18% (PBT/Net Sales) as against 17.07% in the previous year September quarter, on the back of overall improved performance and steady margins.

The Company recorded an excellent overall volume growth of around 13% keeping its momentum of growing much faster than the market and competition. This double digit volume growth has been achieved in the quarter, despite GST-related uncertainties in the retail channel towards the start of the quarter. Company's overall retail channel (including OEM dealerships) delivered double digit volume growth with positive signs of the trade getting confidence post GST regime and improved demand conditions overall. The double digit volume growth and increase in revenues and margins was buoyed by the segments of personal mobility, OEM related businesses and industrial lubricants.

Investments in the brand continued to gain strength as Gulf, for the first time, unveiled an internationally developed communication, on TV, in India. This ad features the world's premier football club, Manchester United, with whom Brand Gulf is associated globally. It carries the message of how, for champions like Gulf Oil and Man United, pressure acts as stimulus to deliver high performance. Gulf's high performance car engine oils ensure that car engines perform at their best, despite the pressure that our daily commute subjects cars to. This campaign is in a way, **an ode to pressure**. The 'Pressure moves you' campaign started in September on TV was soon acting as a 360 degree campaign for consumers in the top metros, as it was also seen in cinemas and on Outdoor media like billboards and bus shelters.



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CIN No. L23203MH2008PLC267060

Gulf's digital presence broke new ground as it introduced a first-of-its-kind property in 'Gulf Fan Academy'. The launch video of this property, which featured Manchester United players and Gulf Oil India's brand ambassador Mr. M S Dhoni, went viral in just a few hours after its launch. Gulf Fan Academy aims to be the digital home of every Manchester United fan in India. It will continue to engage fans over the course of the year through interesting content and contests with the final, top prize to select consumers being a trip to Old Trafford to witness a live Manchester United match.

On-ground activations and events continued as Gulf Monsoon Scooter rally (GMSR) now extended itself to another city - Bhopal. GMSR saw high number of participations, even from first-timers, despite the fact that it was being held in Bhopal for the first time. This made for good coverage of the event as well.

The DEO segment was driven by activities such as Consumer Oil change camp in Farm segment & in Franchise Workshop, which were conducted by teams pan India.

Beginning April 01, 2017 the company has, for the first time adopted Ind AS with transition date of April 01, 2016.

## Chennai (Ennore) Green field Project Update

New Chennai plant is on track and major construction work is near completion. Key machinery & other equipments are in advance stage of installation. As planned, the Company is on schedule to start commercial production in Q-3 of Financial Year 2017-18.

### 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, greases, 2-wheeler batteries, etc. 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

Visit : [www.gulfoilindia.com](http://www.gulfoilindia.com) or

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### Safe Harbour

*Certain statements in this release concerning our future growth prospects may be termed as forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.*



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