Quality Endurance Passion

Gulf Oil Lubricants India Ltd

Investor Presentation

Gulf Oil International

Quality Endurance Passion

Gulf Oil Legacy – Worldwide since 1901

Worlds First

- High Volume oil well – 1901
- Off shore floating drill platform – 1910
- Drive through station – 1913

Hinduja Group

- Acquired by Hinduja Group – Mid 1980s

(Except USA, Spain & Portugal)

- Flagship company Gulf Oil International

Multinational company

TOP 13

- Blending Plants in 20 countries, Fuel retailing stations in 20 countries
- Gulf Oil Marine, established in 2008, is present in 900 ports across 80 countries

Houghton International

- Acquired in 2012
- Global Market Leader in Metal Working Fluids

Operations in more than 100 countries

Gulf Oil present directly or through its entities in more than 100 countries

GOI has Marketing rights

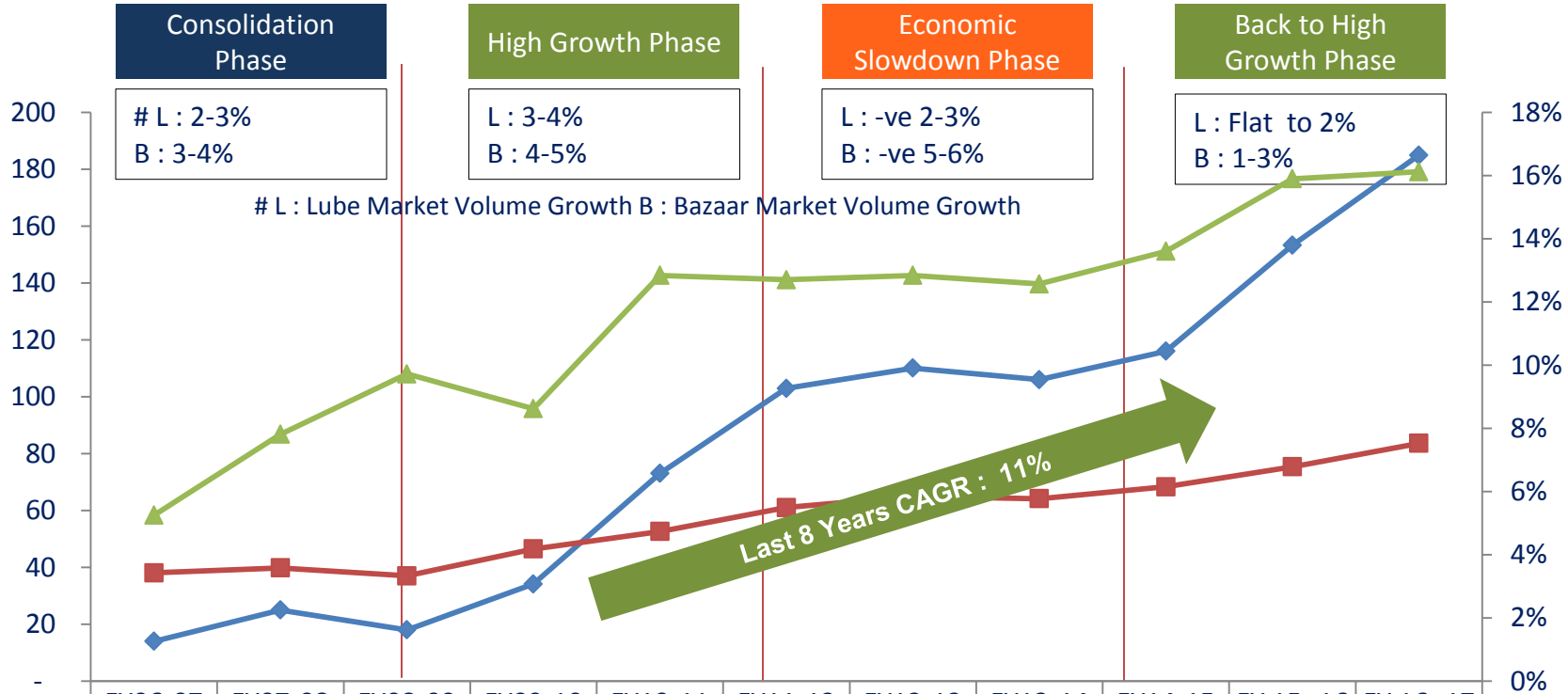
Gulf ™ with other owners in US, Spain & Portugal

Leading Global OEM Approvals

Our Journey So Far….

Source: Internal Estimates

Quality Endurance Passion



	FY06-07	FY07-08	FY08-09	FY09-10	FY10-11	FY11-12	FY12-13	FY13-14	FY14-15	FY 15 -16	FY 16 -17
PBT (in Crs)	14	25	18	34	73	103	110	106	116	153	185
Volume (in KKL)	38	40	37	46	53	61	65	64	68	75	84
EBITDA (in %)	5.25%	7.81%	9.72%	8.62%	12.84%	12.70%	12.84%	12.57%	13.60%	15.90%	16.12%
PBT (in USD Mn)	3	6	4	7	16	21	20	18	19	23	28

Advertisement & Investments: **3%** **6-7%** **6-7%** **6-7%**

- ✓Our volumes have grown at an accelerated pace of 10-11% CAGR in the last 8 - 9 years
- ✓2x - 3x times Industry growth rate
- ✓Increasing market share of Gulf Brand in India
- ✓Gulf brand visibility & recognition reaches the Top 3 position

OEM Tie – Ups -so far

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Gulf

ASHOK LEYLAND

2006-07 : Co –branded oils for CVs

VOLVO

2006-07 : Genuine Oil for Stationery Engines

Mahindra

2010-11 : Co – branded range for Passenger Cars

ASHOK LEYLAND

NISSAN

2011-12 : Co – branded Oil for LCV

LEYLAND DEERE

2011-12 : Genuine Oil for Construction Equipment

BHARATBENZ

2012-13 : Genuine Oil for CVs

Mahindra

2013-14 : Co – branded Oil for Tractors

swaraj

2013-14 : Co – branded Oil for Tractors

SCHWING Stetter

2014-15 : Hydraulic Oil Co – branded range

WHITMORE

2014-15 : Exclusive representation

swaraj

2015-16 : Genuine Engine Oil

BAJAJ

Distinctly Ahead

2016-17 : Genuine Oil Motorcycle (Global also)

Innovative Brand Building Efforts

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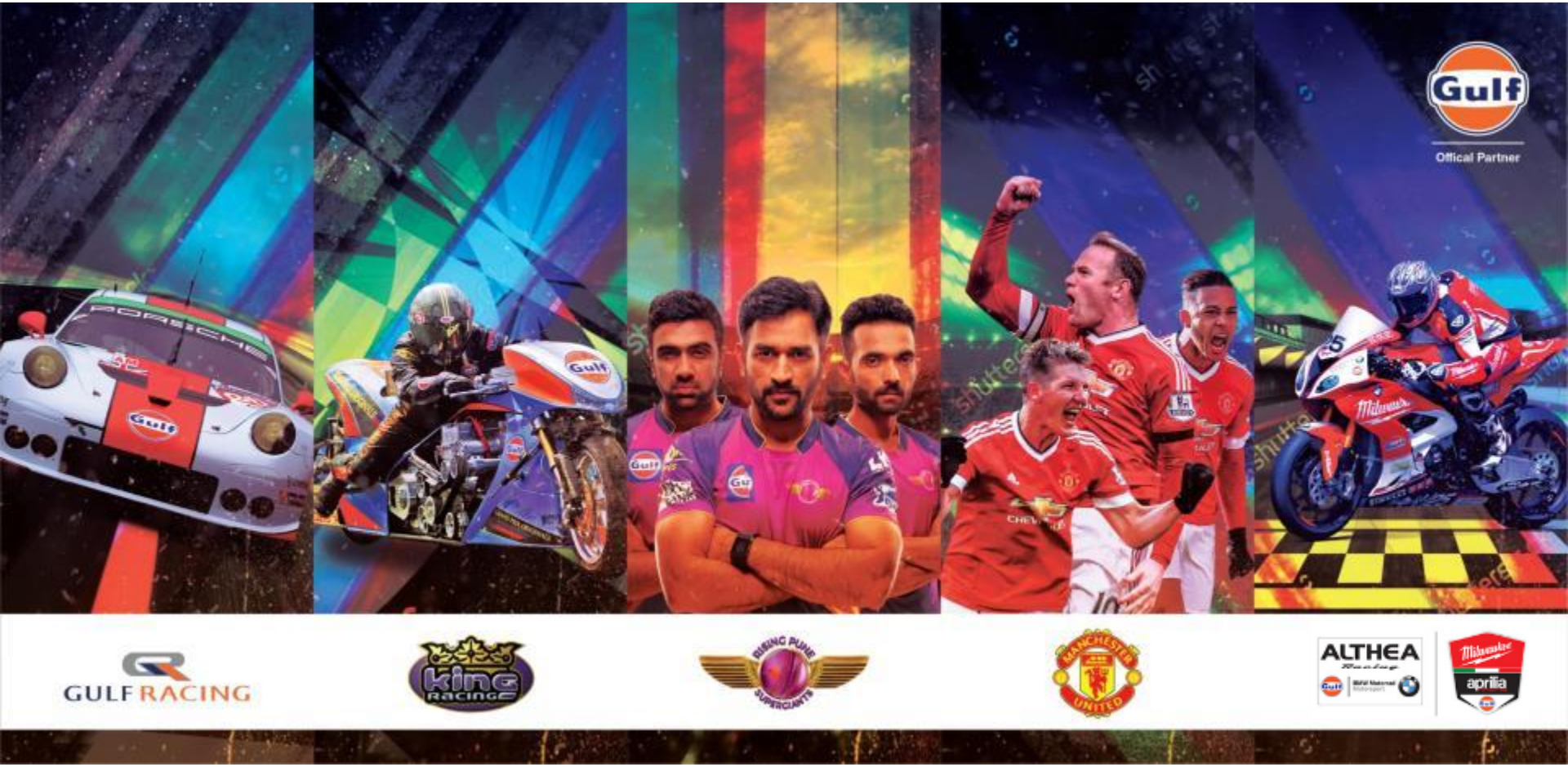

Our Facilities

Source: Internal Estimates

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Distribution Strength

Channel Network

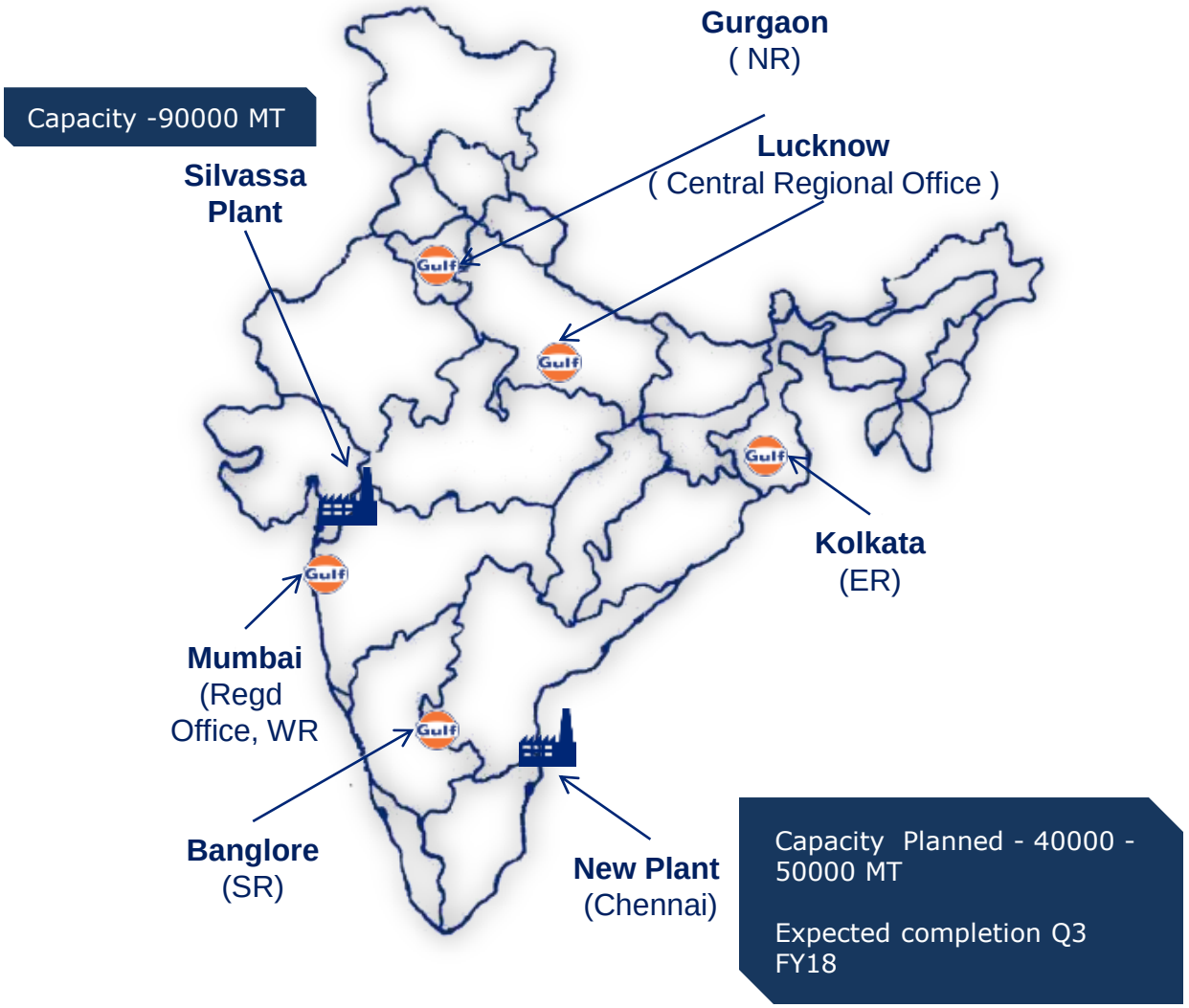
55000+ Retailers
300+ Auto Distributors
30 Depots

B2B Industrial

200+ Direct Industries
50+ Distributors
10+ STUs

IMF

More than 350 Infrastructure, Mining & Fleet Customers



Key Financials – Quarterly Trend

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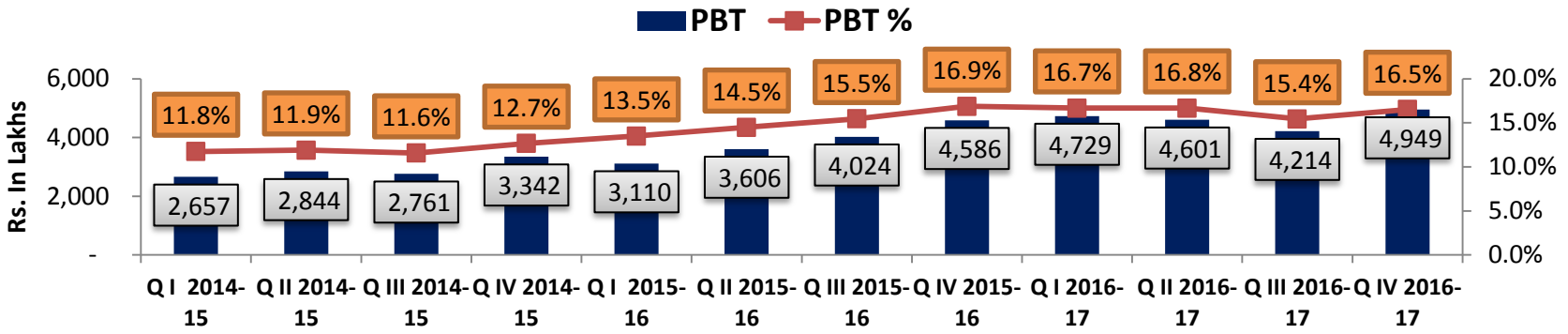

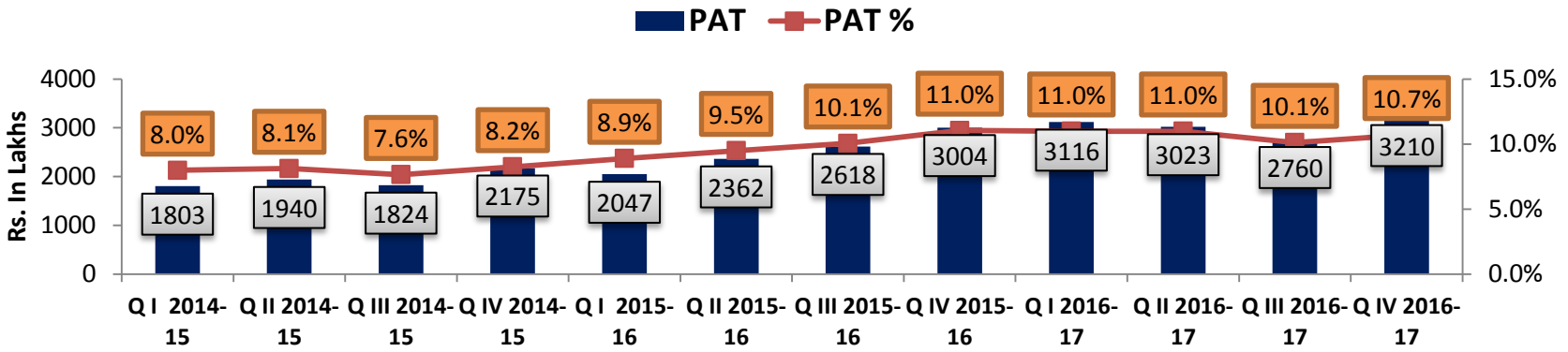

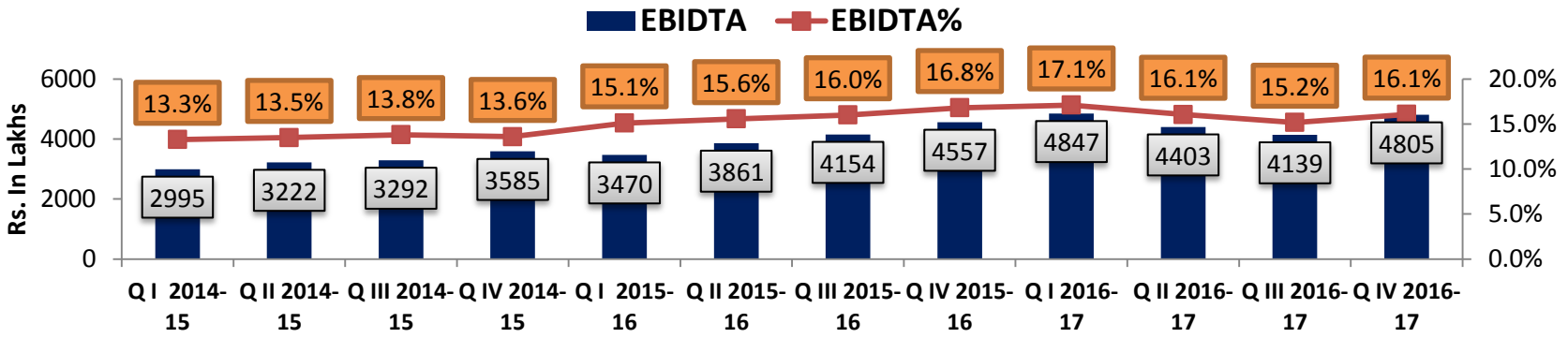

Balance Sheet

Quality Endurance Passion

BALANCE SHEET as at	31-03-17		31-03-16		01-04-14*	
	Rs Crs	USD Mn	Rs Crs	USD Mn	Rs Crs	USD Mn
Fixed Assets Incl. CWIP	147	22	109	16	82	13
Total Current Assets	295	44	305	46	296	45
Total Current Liabilities	190	28	199	30	121	18
Net Current Assets	105	16	106	16	175	27
Total Assets	252	38	215	32	257	39
Reserve & Surplus	354	53	249	37	144	22
Non Current Liabilities	9	1	6	1	3	0
Net Borrowing	-111	-16	-40	-6	111	17
Total Liabilities	252	38	215	32	257	39

*Opening Balance sheet post demerger
Exchange Rate – Avg Rate

Shareholding Pattern

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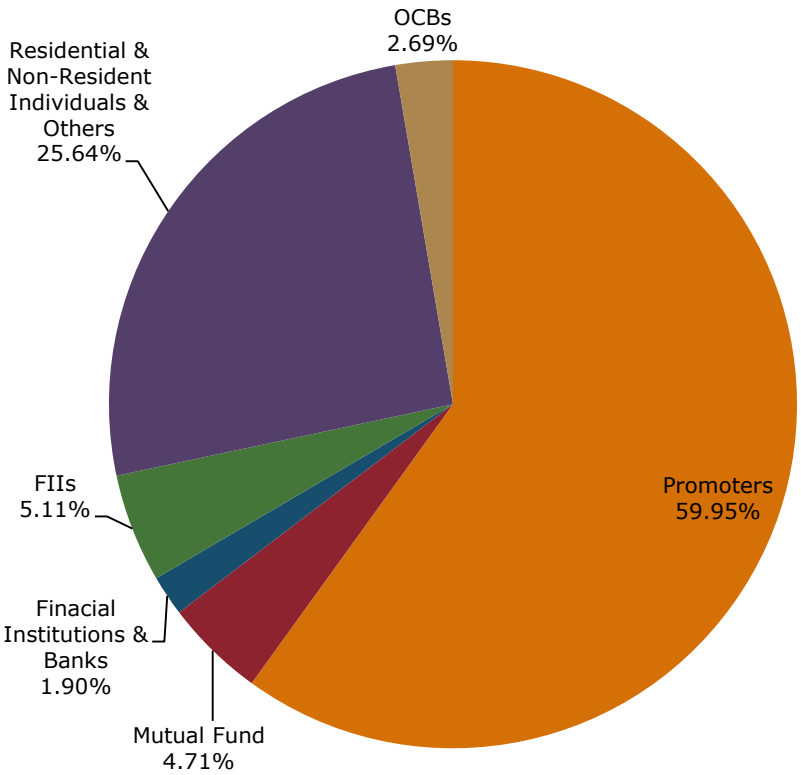
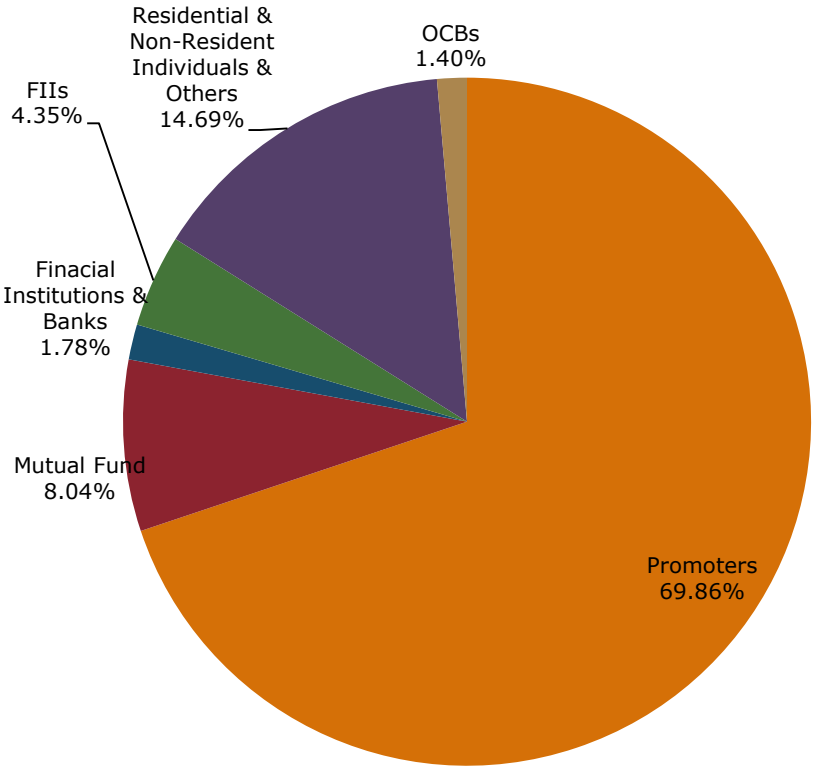
31st July, 2014



31st Mar, 2017



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Thank You!

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