

Driving growth & future readiness at Castrol India

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Kotak Chasing Growth Investor Meeting, 24 February 2022

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



Agenda



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

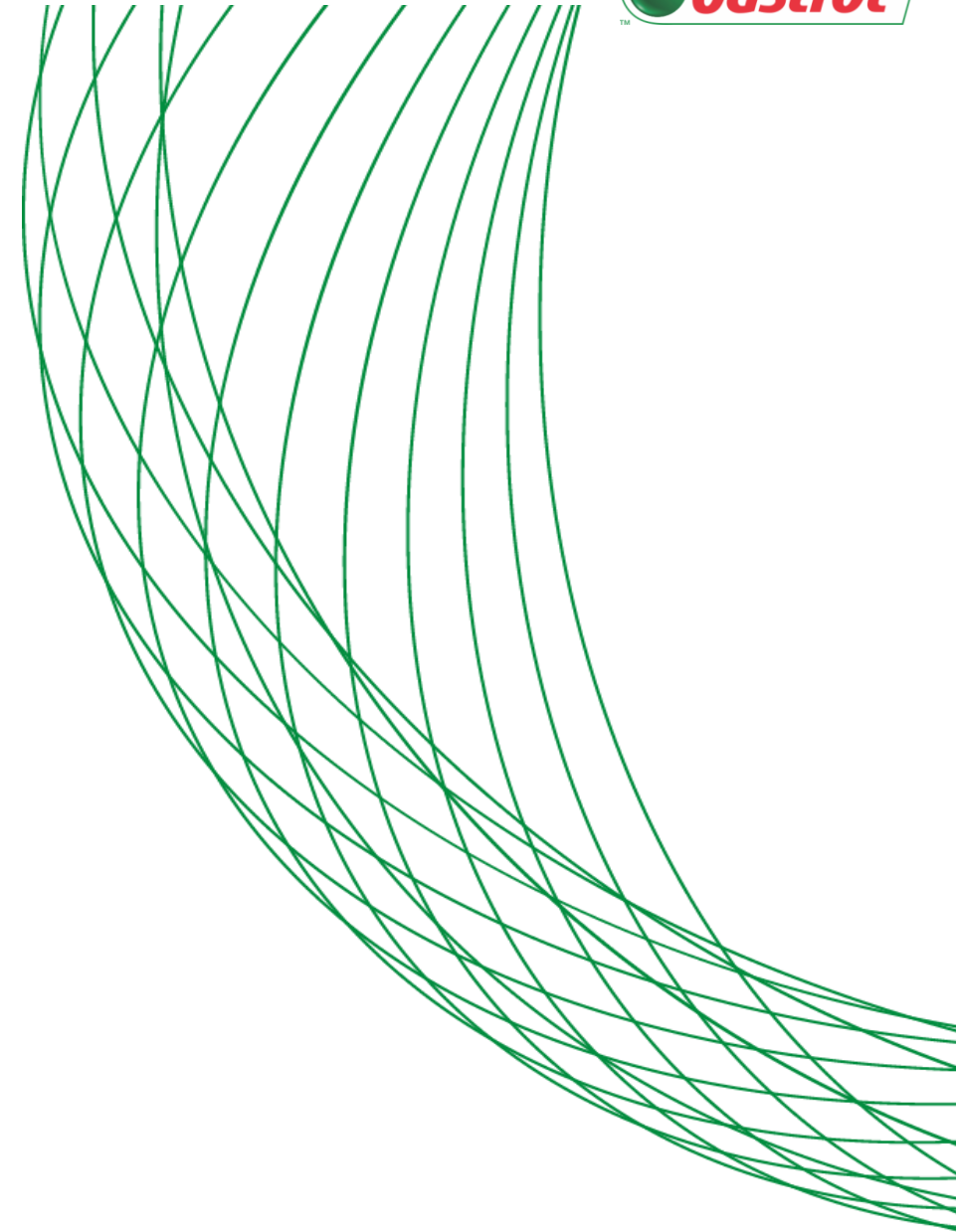
Industry partnerships & collaboration

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

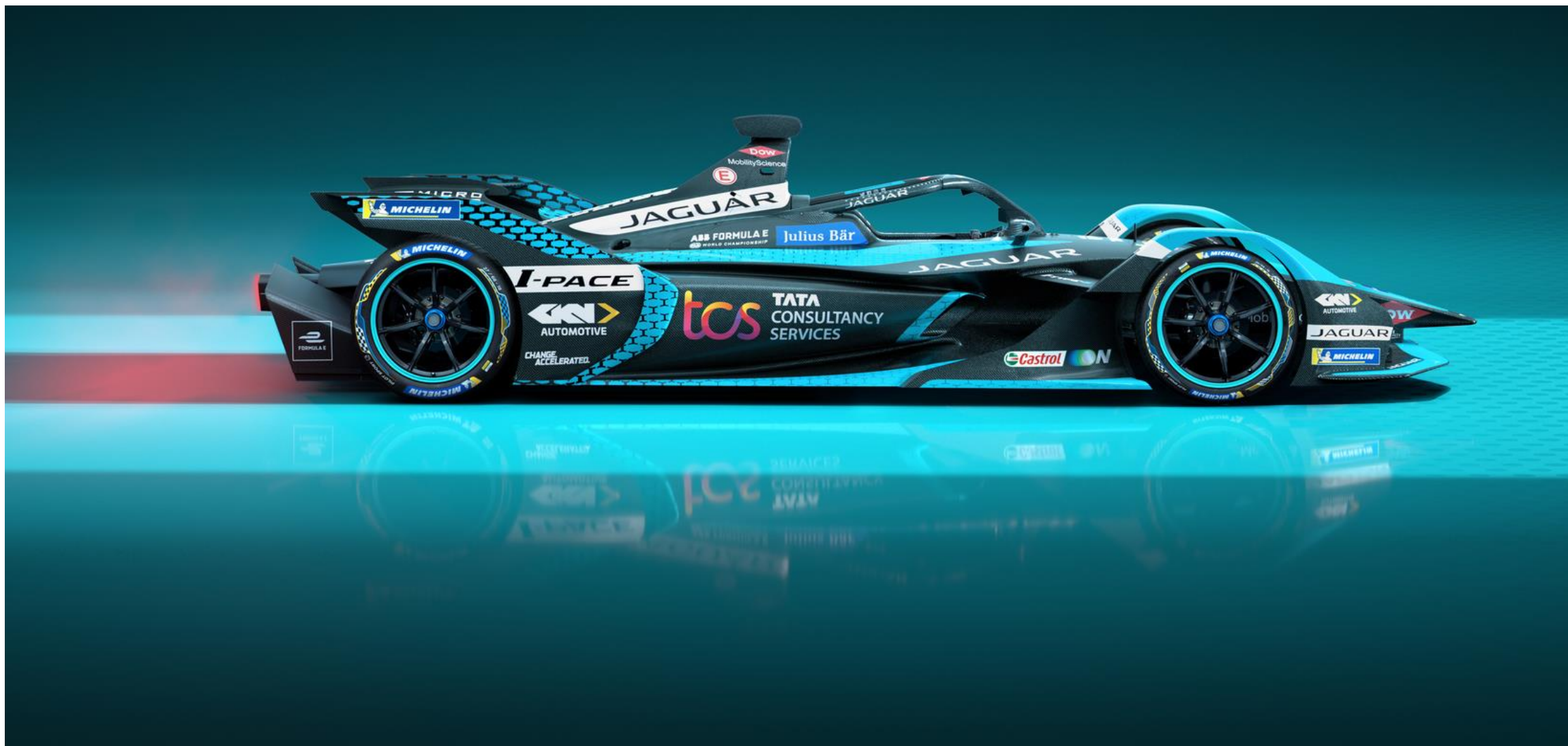
Sustainability at Castrol

- Path360

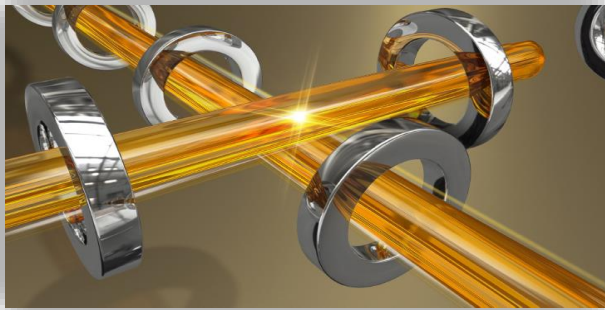
Q&A



Performing while transforming



Castrol India at a glance



Largest private lubricant player in India. **3rd 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

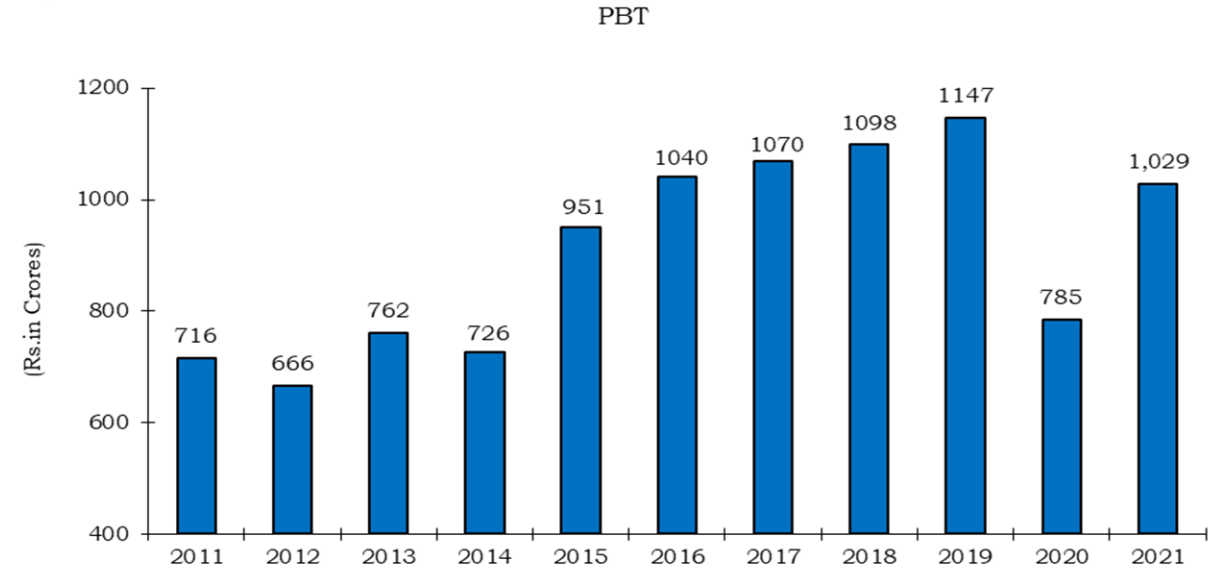
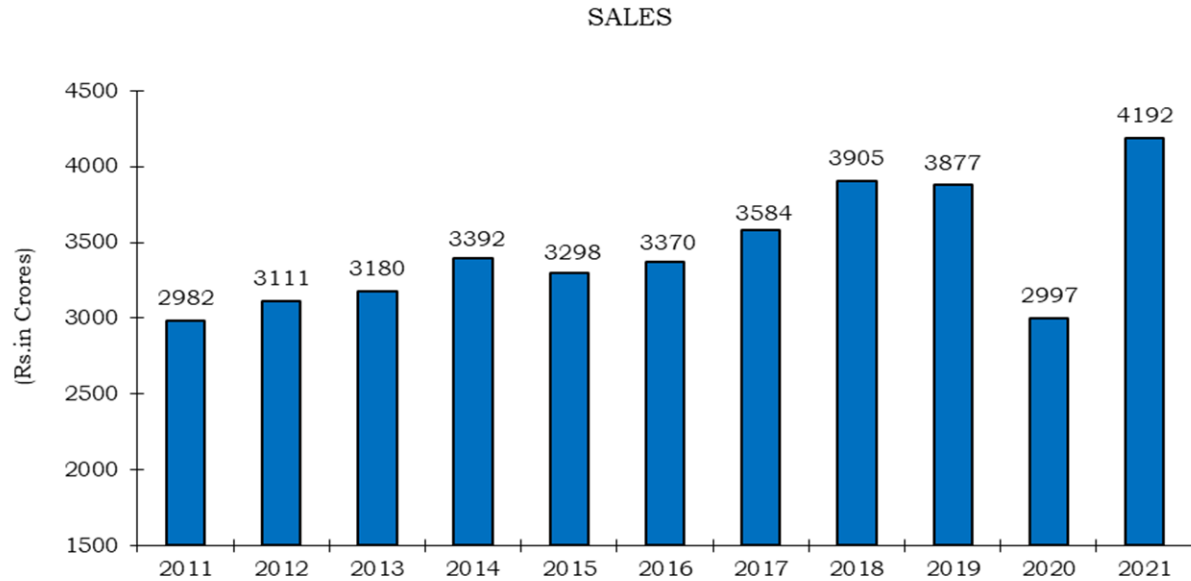
** Data Source: Brandz 2020 by Kantar

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

New digital campaign for Power1 Ultimate with Tiger Shroff

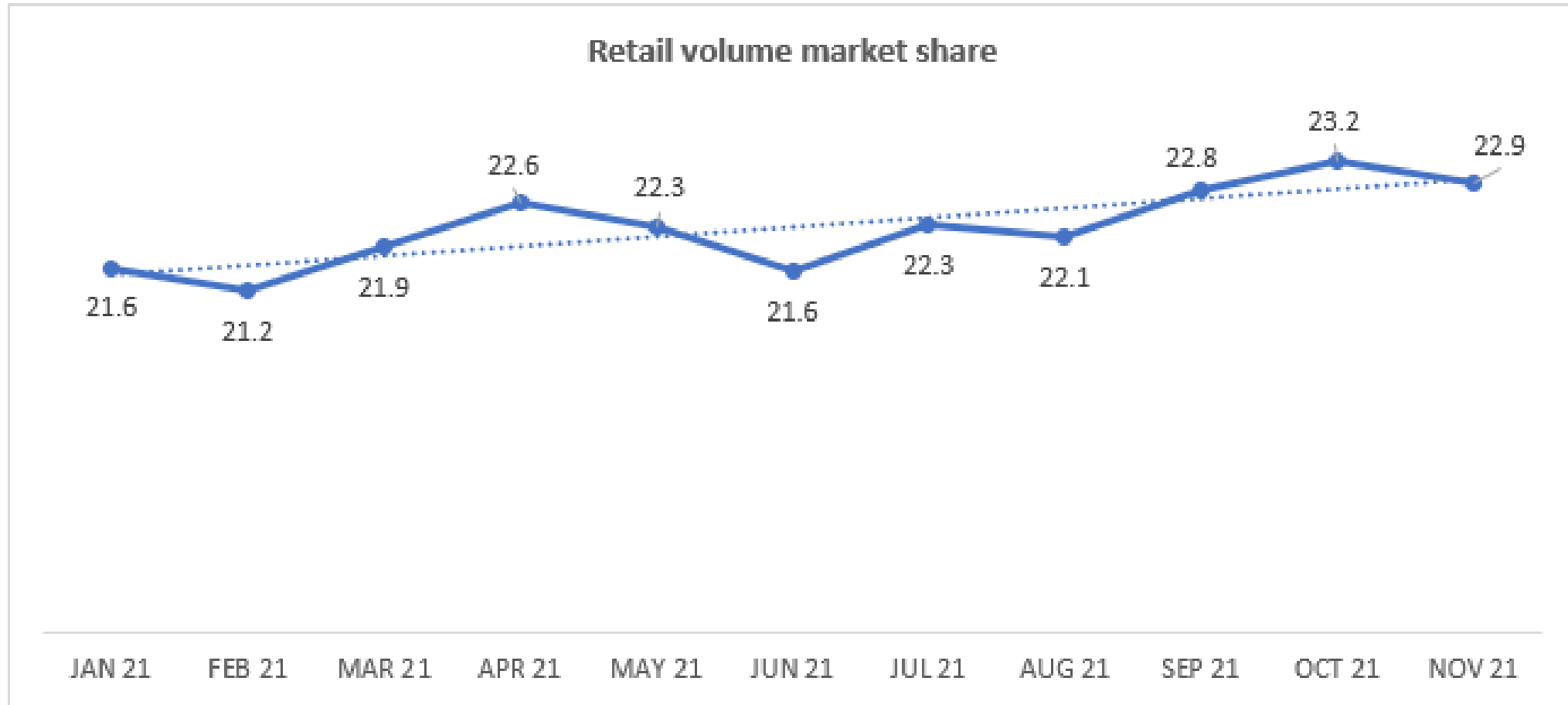


Castrol India financials (2011 – 2021)



- 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

GET UP TO **2X** LONGER ENGINE LIFE*
NOW FOR YOUR BS VI VEHICLES AS WELL

Castrol CRB TURBOMAX
IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.
Castrol CRB TURBOMAX

FOR A FIT ENGINE,
CHOOSE CASTROL ACTIV WITH
3X PROTECTION.

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.
Castrol Activ
3X PROTECTION
#3XProtectionKeepsEngineFit

INTRODUCING
THE WIDEST RANGE OF
BS-VI READY ENGINE OILS
FOR PETROL, DIESEL, AND CNG CARS

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

INTRODUCING
CASTROL POWER1 ULTIMATE SUPERBIKE.
OUR ULTIMATE OIL FOR YOUR ULTIMATE SUPERBIKE.

IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.
Castrol POWER1 ULTIMATE
5 IN-1 FULL SYNTHETIC FORMULA

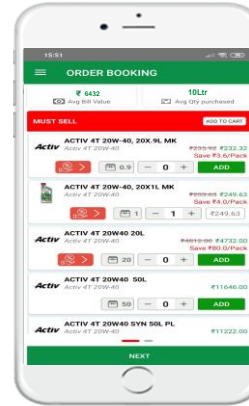
Strategic growth drivers: accelerating digital transformation



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

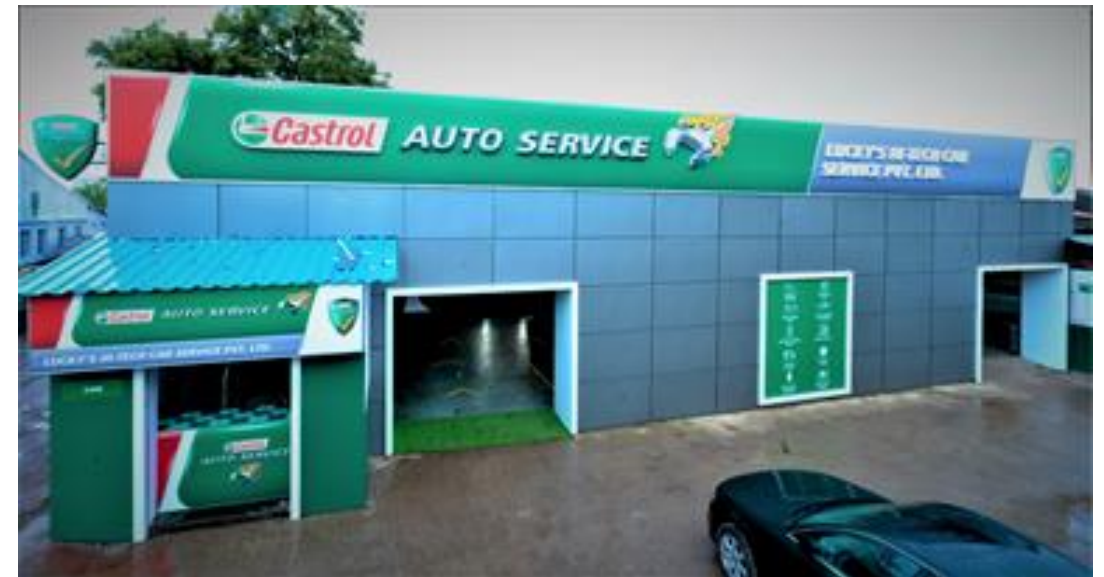
Strategic growth drivers: transitioning to a S&M brand



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

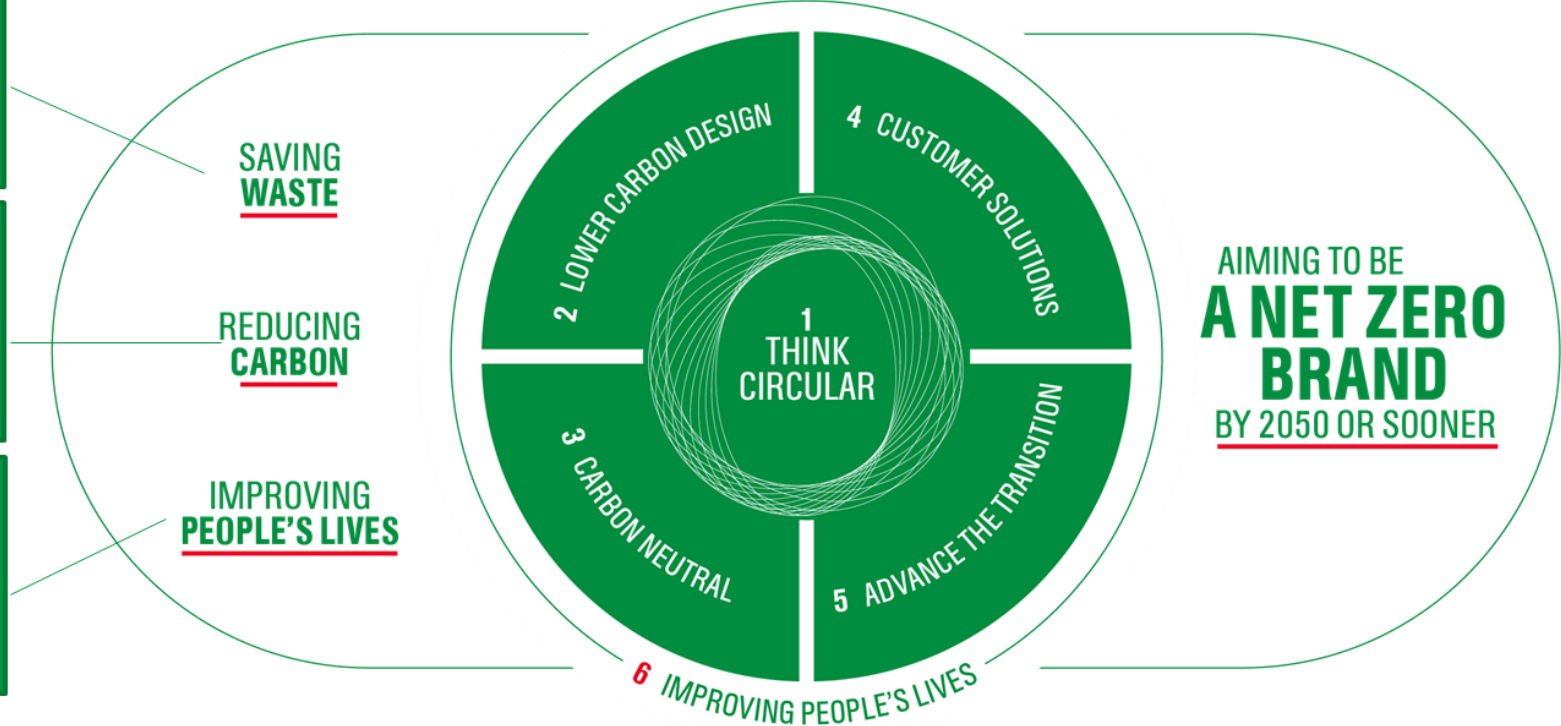
	<p>SAVING WASTE</p> <p>Reduce our plastic footprint¹ by half AND continue to help our customers save energy, waste and water</p>
	<p>REDUCING CARBON</p> <p>Halve the net carbon intensity per litre of our products by 2030²</p>
	<p>IMPROVING PEOPLE'S LIVES</p> <p>Improve the lives of people around the world ³</p>

3

FOCUS AREAS

6

GUIDING PRINCIPLES



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



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

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Thank You!

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