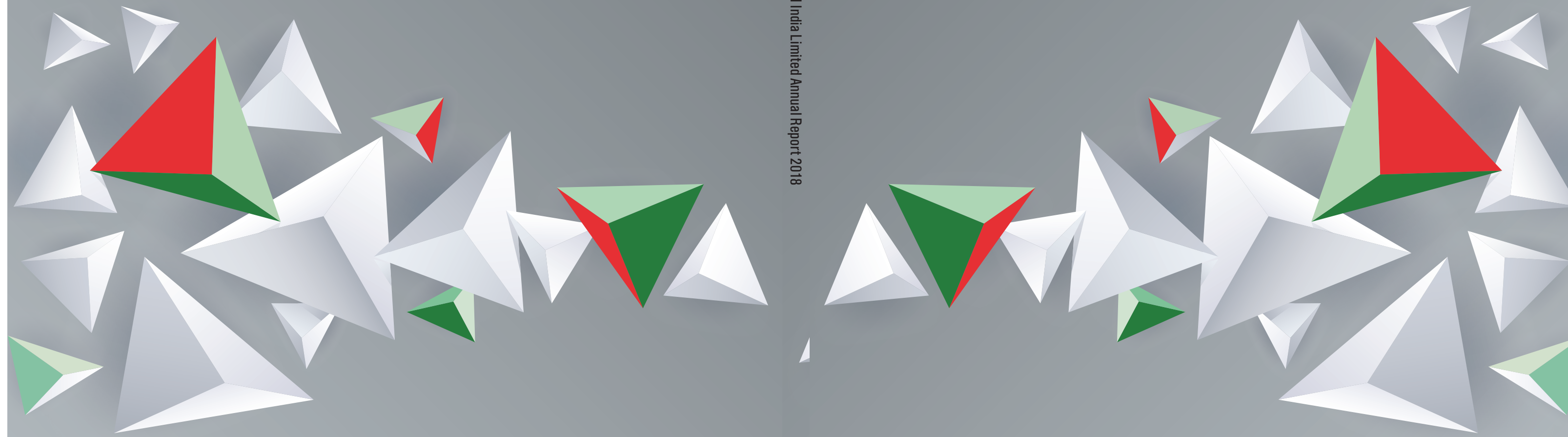


Journey to BRILLIANCE

Castrol India Limited Annual Report 2018



www.castrol.co.in

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



Dear shareholders,

The launch of the Castrol India Shining Vision three years ago set us on our journey of transformation with the goal to prepare your Company for a rapidly changing future, building on our 110-year old solid foundation and aspiring for continued strength in business performance and increased prosperity for all our stakeholders.

We are happy that we have driven noteworthy progress against several key parameters of business performance with clear focus on premium customer experience while strengthening our agenda on safety, quality, sustainability and governance in this time period.

In 2018, we turned in a solid set of results. We grew volumes profitably three years in a row achieving the highest ever volume since 2010, and grew ahead of the market in the retail and industrial segments. We achieved the highest Profit Before Tax at Rs. 1,098 crores and performed well on all our strategic priorities despite a tough external environment. We introduced differentiated and industry-first products across categories to meet evolving needs of our consumers and consistently created superior value for them with the aim to delight them through our products, services, reach and network.

As a result of these efforts, several industry accolades across diverse themes of safety, innovation, CSR, quality and business excellence came our way which gave us impetus and inspiration to keep aspiring higher. The key to this continued success has been the team's consistent performance every single day, coupled with an excellence mindset and indomitable spirit.

We are committed to build on the proud legacy of Castrol in India and continue to work uncompromisingly towards preparing your Company for the future. We look forward to your abundant support, as always, as we target the next set of audacious milestones on our Journey to Brilliance.

Omer Dorman
Managing Director

► 2018: A YEAR OF GROWTH

