



Quality Endurance Passion

**Gulf Oil Lubricants India Limited**

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CIN No. L23203TG2008PLC060190

**Press Release - Q4 & Annual results 2014-15**

**- For Immediate Publication**

### Highlights :

- Q4 Gross Turnover at Rs.301 crores and PAT at Rs.21.75 crores.
- Gulf Oil Lubricants Announces its 1<sup>st</sup> Full year results post demerger
- Full Year Gross Revenues are Rs. 1114 crores and Net Profit at Rs. 77.4 crores.
- Company declares a Final Dividend of 175 % i.e Rs. 3.50 Per Share

**Mumbai, May 26, 2015:** Gulf Oil Lubricants India Limited, a Hinduja Group Company, listed on NSE and BSE on 31<sup>st</sup> July, 2014 post demerger of 'Lubricants Undertaking' of earlier Gulf Oil Corporation Ltd into it w.e.f. 1<sup>st</sup> April, 2014 as per the Scheme of arrangement, has reported its financial results for the 4th quarter and year ended 31<sup>st</sup> March, 2015. For the 4th quarter of Financial Year 2014-15, Company has achieved a Gross turnover of Rs. 301 crores and Profit After Tax of Rs. 21.75 crores and for the financial year 2014-15, company has achieved a Gross turnover of Rs. 1114 crores and Profit after tax of Rs. 77.4 crores.

The Company has continued to deliver better than industry performance by achieving a Net Revenue growth of 12.2% and Profit before tax growth of 13.6% for the year over the last financial year in it's Lubricants business. Net Revenues for 2014-15 were Rs. 967 crores as compared to Rs. 862 crores for the previous year and Profit Before Tax at Rs. 116 crores vs Rs. 102 crores in the previous year. Company's EBIDTA has shown a healthy growth of 21% YoY with EBIDTA margins at 13.6%, an improvement of 100 bps for the year over previous year for Lubricants business.

The Board of Directors, in their meeting held today, have recommended a Final dividend of Rs 3.50 Per share ( 175 % of Face Value of Rs. 2 per share), subject to approval of shareholders in the coming AGM. Together with the Interim dividend of Rs. 2/- per share (100%) already declared and paid to the shareholders during the year, to total dividend for the year stands at 275 %.

Company has delivered double digit revenue & profit growths in an otherwise challenging year when industry witnessed low single digit volume demand growth, largely dependent on overall growth in economic activities like infrastructure, mining and industrial production, which has not shown significant improvements at the ground inspite of an optimistic sentiment & outlook and also a very volatile and significant downward movement in crude/raw material prices starting 2<sup>nd</sup> half of the year leading to lot of competitive actions.

During the last quarter, to tap the potential in the fast growing category of scooters in India, the Company launched a new product **Gulf Pride 4T Scooter** to cater to this segment. The product launches were done by our brand ambassador Mr. M S Dhoni & Chennai Super Kings team. The launch was backed by ads on cable networks, digital spaces & movie-theatres in key centres.



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To reinforce Gulf Oil's strong association with motorsports & technical prowess amongst OEMs, Gulf partnered with Zee Group in February 2015 as principal sponsors of the 2<sup>nd</sup> edition of Zeegniton Awards that honored best car and bike models launched in 2014 in 44 different categories. The award ceremony also showcased Gulf Oil's Brand Values of "Quality, Endurance & Passion" with the special presence of its global motorsport partners - Aston Martin Racing, represented by its two-time 24 Hours Le Mans class winner, Darren Turner and eight times European drag bike champion Mr. Ian King. The awards were telecasted across all the Zee network & the initiative received good publicity across print, TV & digital networks

On the B2B side, during the last quarter, Company had a tie up with Schwing Stetter, manufacturers of concrete construction equipments, to market co-branded lubricants for Schwing Stetter customers across the country.

### 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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