



Quality Endurance Passion

**GULF OIL LUBRICANTS INDIA LIMITED**

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CIN No. L23203MH2008PLC267060

**Press Release - Quarter 1 - June-FY-19-Earnings**

**- For Immediate Publication**

- Gulf Oil clocks record Volume growth of 33% leading to highest ever Quarterly EBIDTA of Rs. 64.51 crores for Q1**

**Q-1-FY-2019 Highlights:**

- Q1 Net Revenues up 39.39% to Rs 390.36 crore YoY
- Q1 EBIDTA up by 30.77% to Rs. 64.51 crores YoY
- Q1 PBT up by 18.30% to Rs. 61.80 crore YoY
- Q1 PAT up by 17.03% at Rs. 40.13 crore YoY

**Mumbai, August 07, 2018:** Gulf Oil Lubricants India Limited (GOLIL), a Hinduja Group Company has today reported its unaudited results for the Quarter ended June 30, 2018. Key highlights are as under:

|  | Rs. in Crores   |                 |          |
|--|-----------------|-----------------|----------|
|  | Q-1<br>FY-18-19 | Q-1<br>FY-17-18 | Growth % |
| Net Revenues (net of Indirect taxes)                       | 390.36          | 280.05          | 39.39%   |
| Earnings before Interest, Depreciation and Taxes (EBIDTA ) | 64.51           | 49.33           | 30.77%   |
| Profit Before tax (PBT)                                    | 61.80           | 52.24           | 18.30%   |
| Profit After Tax (PAT)                                     | 40.13           | 34.29           | 17.03%   |
| EPS (Basic)  | 8.07*           | 6.91*           |          |

\*Not Annualised

Net Revenue for Q-1-FY-2019 stood at Rs. 390.36 crore, up by 39.39% versus Rs. 280.05 crore in Q-1 FY-2018. During the quarter, the company posted a net profit of Rs. 40.13 crore up by 17.03% (YoY) versus Rs. 34.29 crore in Q-1 FY-2018.

“We are delighted by the record volume growth of 33% achieved by us during the quarter. The market demand conditions have been good and this momentum coupled with our various initiatives around distribution, brand building and new customer acquisition have helped us grow volumes across all our focus segments. We continued to grow our market share and consolidated our position as the fastest growing lubricants company in the country with 3-4 times industry growth.” said Mr. Ravi Chawla, Managing Director, Gulf Oil Lubricants India Limited.

Gulf continued its momentum of growing much faster than the market recording more than 25% growth in Diesel Engine Oils (DEO) and Motorcycle Engine Oil (MCO) while it exceeded 30% growth in the Passenger Car Motor Oil (PCMO) segment. OEM Factory Fills and industrial distributor segments showed high growth as well. Growth momentum continued in the overall OEM dealerships across various product categories including Commercial vehicles, two-wheelers and tractors.

Gulf Oil continued to invest aggressively in its brands. In both the PCMO and CVO-for-LCV segments, Outdoor advertising campaign as well as BTL van activation campaigns were conducted across all major cities in the country. Gulf Pride 4T Plus, its leading MCO brand was re-launched in a fresh new pack-first in Tamil Nadu with impressive results and is now transitioning to the new pack in the rest of the country as well.



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Gulf Oil again tied up with the champion team of Chennai Super Kings (CSK) in this year's IPL, resulting in more eyeballs for brand Gulf on the CSK jersey right up to the finals. The new Gulf Pride 4T Plus bottle was unveiled by the CSK team in Chennai and Jaipur in the presence of more than 500 trade partners.

In Tamil Nadu specifically, Gulf Oil successfully ran the campaign of 'Idhu Namma Pride' (meaning 'This is our Pride') across social media and Outdoor platforms, connecting the CSK fan sentiment to its brand Gulf Pride 4T Plus. Idhu Namma Pride became a trend on social media as well as a conversation-starter in the engine oil market in Tamil Nadu among consumers, retailers and mechanics alike. As the CSK team boarded the Gulf fan bus, fans took to the roads and to social media in a big way.

In rural areas, Gulf continued with conducting more Oil change camps in the Agri-segment, showcasing its Agri -Engine oil range and engaging with tractor-owners and mechanics pan-India. Gulf Unnati, the retailer loyalty program, continued to gain traction among top retail partners as they showed handsome double-digit growth this quarter.

### 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

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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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