



# Gulf Oil Lubricants India Limited

June 8, 2026

**BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai - 400 001  
**Scrip Code: 538567**

*Through: BSE Listing Centre*

**National Stock Exchange of India Limited**

Exchange Plaza, Bandra-Kurla Complex  
Bandra (East), Mumbai - 400 051  
**Scrip symbol: GULFOILLUB**

*Through: NEAPS*

Dear Sir/ Madam,

**Sub.: Investor Presentation on the Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2026**

**Ref.: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

We enclose herewith the Investor Presentation on the Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2026.

This presentation is also available on Company's website, at  
<https://india.gulfoilltd.com/investors/other-information/investor-disclosures> .

Kindly take the same on record.

Thanking you.

**For Gulf Oil Lubricants India Limited**

**Ashish Pandey**  
**Company Secretary and Compliance Officer**

*Encl.: as above*

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**Gulf SYNTRAC**

**ALL NEW GULF SYNTRAC.**  
100% SYNTHETIC. 100% PERFORMANCE.

100% SYNTHETIC | ESTER TECHNOLOGY | API SP

AVAILABLE IN : 10W-30 | 10W-40 | 10W-50 | 15W-50 | 20W-50

**Gulf** | **CHENNAI SUPER KINGS**

OFFICIAL LUBRICANTS PARTNER



**Gulf** 125 YEARS



**Gulf** **Gulf Oil Lubricants India Ltd.**  
Investor Presentation | Q4 & FY26

**INDIA BEST MANAGED COMPANIES**



**BOLDER THAN BOLD**

**Gulf WILLIAMS RACING**

# Safe Harbour Statement

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*This Presentation includes forward-looking statements about the Company’s future business prospects and profitability. These statements are subject to various risks and uncertainties, and actual results may differ materially. Factors influencing these risks and uncertainties include, but are not limited to, fluctuations in earnings, the Company’s ability to manage growth, competition (domestic and international), economic conditions in India and abroad, the ability to attract and retain skilled professionals, contract cost and time overruns, management of international operations, government policies and regulations, and prevailing interest and fiscal costs. The Company does not commit to updating these forward-looking statements should they become materially inaccurate in the future.*



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# Section 1-

# Quarterly Overview



# Highlights- Q4 & FY26



# Rising Above & Beyond

	All-Time High			
<b>Q4 FY26</b> (Standalone)	<b>Rs 1,040 Crores</b> Revenue 13.7% YoY Growth	<b>Rs 135 Crores</b> EBITDA 8.5% YoY Growth	<b>13.0%</b> EBITDA Margin	<b>&gt;₹4,000 Crores</b> (Consolidated) FY26 Revenue 11.7% YoY Growth
<b>FY26</b> (Standalone)	<b>Rs 3,991 Crores</b> Revenue 12.3% YoY Growth	<b>Rs 510 Crores</b> EBITDA 8.6% YoY Growth	<b>12.8%</b> EBITDA Margin	

**Highest-Ever**

*Quarterly Lubes Volumes, Revenue and EBITDA*

**Over 3X**

*Industry Volume Growth rate*

**Double-Digit Volume & Topline Growth**

*14% Lubes Volume  
14% Revenue  
Q4 YoY Growth*

**Highest-Ever Dividend**

*Total FY26 Rs 51 (incl Final: Rs 30 + Interim dividend of Rs 21/eq share)*

**Milestone for EV Subsidiary Tirex**

*Crossed Rs 100 Crores Revenue for FY26*



**Highest ever 9% Volume CAGR over the last 4 years, sustained on a higher base**  
Industry Leading Performance across B2C, B2B Industrial & Infra and OEM Segments



# Financial Snapshot – Q4 & FY26

(In Rs. Crores, except as stated otherwise)

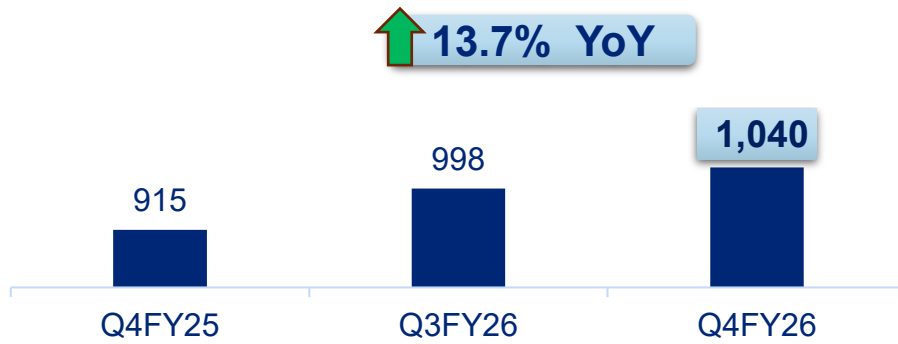
Particulars	Standalone						Consolidated					
	Q4 FY'26	Q4 FY'25	Y-o-Y	FY'26	FY'25	Y-o-Y	Q4 FY'26	Q4 FY'25	Y-o-Y	FY'26	FY'25	Y-o-Y
Revenue from Operations	1,040.24	915.08	13.68%	3,991.31	3,554.36	12.29%	1,055.26	952.74	10.76%	4,056.04	3,631.16	11.70%
EBITDA	135.08	124.47	8.52%	510.38	470.07	8.58%	136.52	128.74	6.04%	513.89	472.45	8.77%
EBITDA Margin (%)	12.99%	13.60%	-61 BPS	12.79%	13.23%	-44 BPS	12.94%	13.51%	-57 BPS	12.67%	13.01%	-34 BPS
Profit Before Tax (PBT)#	120.90	123.43	-2.05%	471.37	485.74	-2.96%	120.09	125.21	-4.09%	463.20	479.47	-3.39%
Profit After Tax (PAT)	90.02	91.62	-1.74%	350.92	362.25	-3.13%	89.59	92.80	-3.46%	344.85	357.39	-3.51%
Basic EPS (In Rs)*	*18.22	*18.58		71.13	73.57		*18.17	*18.70		70.47	73.09	

# (i) PBT for FY26 was impacted by incremental estimated obligations of Rs 22.64 Crores for Standalone and Rs 22.78 Crores for Consolidated Financials on account of New Labour codes notified effective November 21, 2025

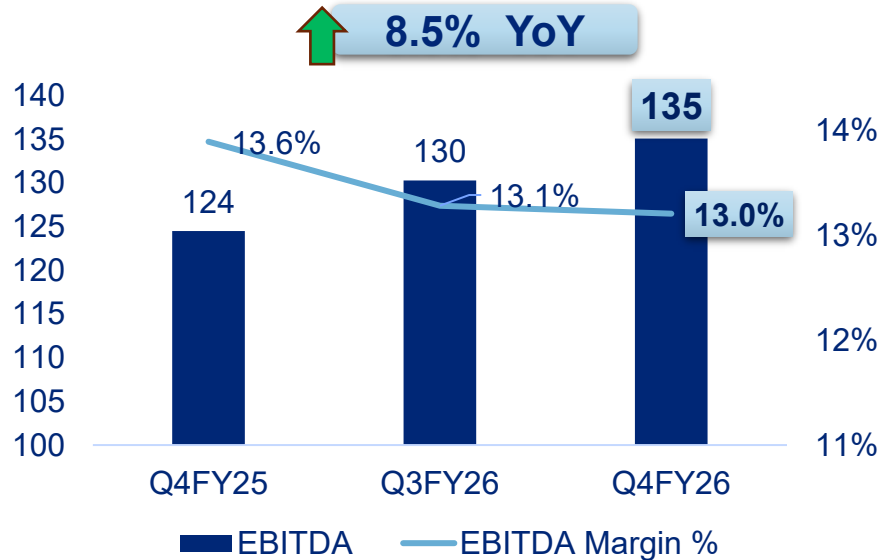
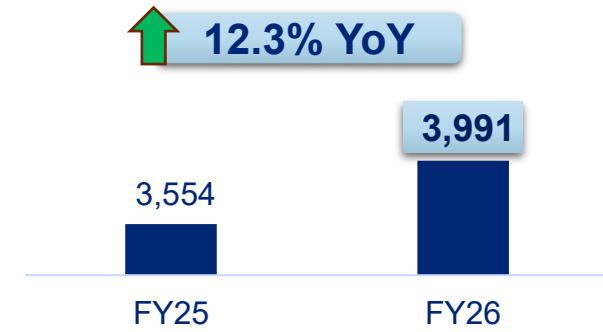
(ii) FY25 PBT included one-time gain on sale of land & building amounting to Rs 11.97 Crores.

\* Not Annualised & after exceptional items

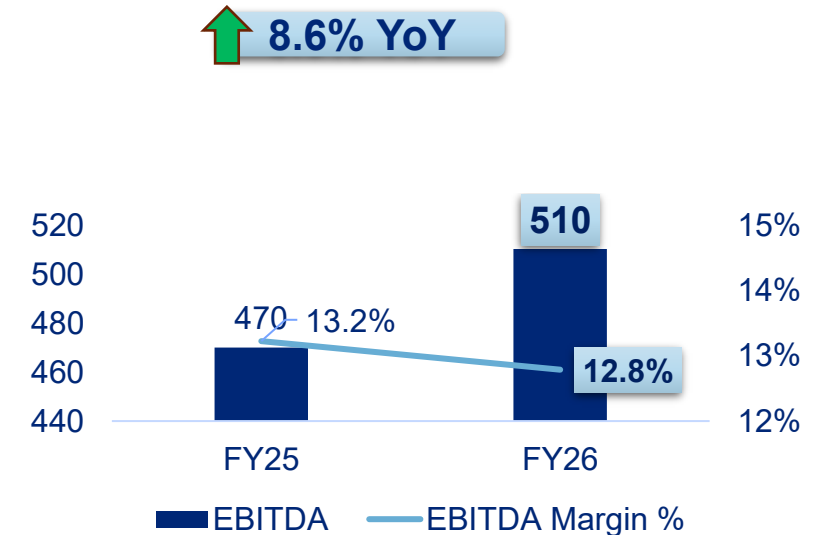
# Financial Snapshot – Q4 & FY26- Standalone



Revenue From Operations



EBITDA & Margin %

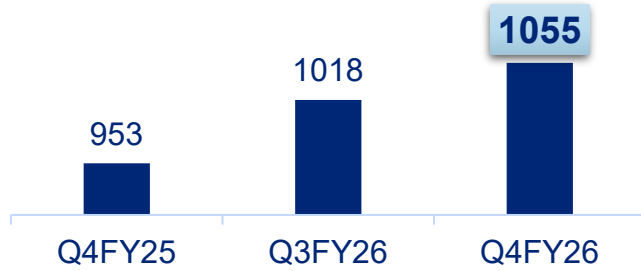


Despite heightened global volatility, elevated crude price, INR Depreciation – Company's performance has been supported by **higher volumes** and **disciplined cost management**  
**EBITDA Margin sustained at 13% for both Q4 & FY26**



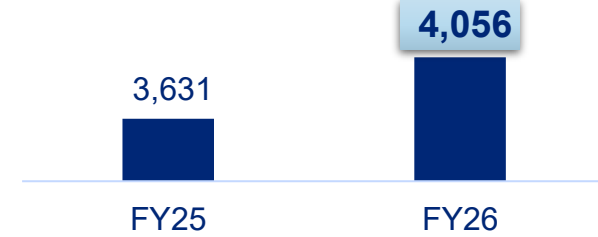
# Financial Snapshot – Q4 & FY26- Consolidated

↑ 10.8% YoY

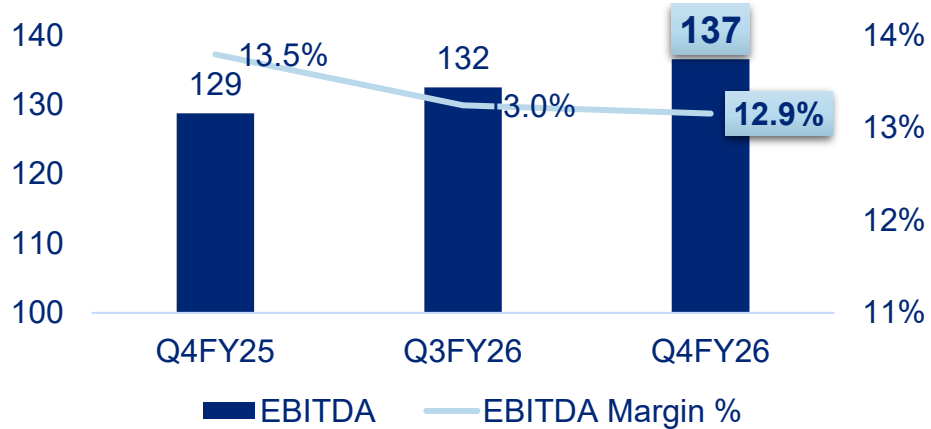


Revenue From Operations

↑ 11.7% YoY

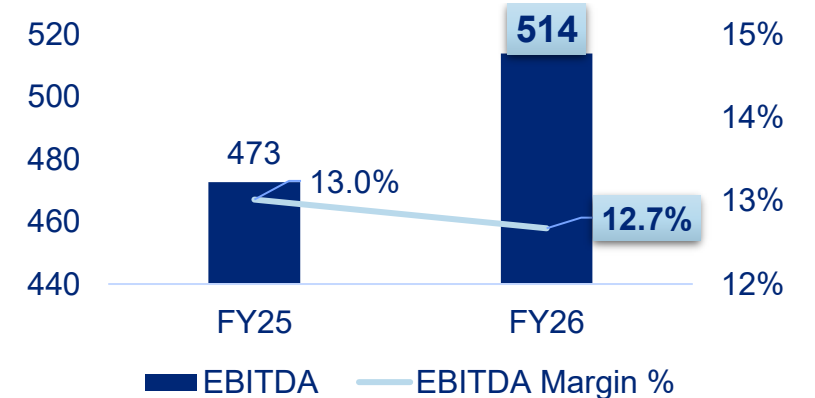


↑ 6.0% YoY



EBITDA & Margin %

↑ 8.8% YoY



Full Year Revenue crossed **Rs 4,000 Crores** - Continued focus on growth priorities across segments in lubricants and commitment to growing the e-mobility segments

# Other Key Highlights for the Quarter

- ➔ Good double-digit growth in PCMO during the quarter, along with significant growth for the full year.
- ➔ Double-digit growth in CVO, along with notable gains across the Agri, and MCO segments supported B2C & Franchise Work Shop (FWS) Performance.
- ➔ OEM segment recorded strong double-digit growth.
- ➔ B2B Industrial, Infrastructure, and Mining segments delivered high double-digit growth, driven by new customer acquisitions and increased traction from existing customers.



## Management Commentary & Outlook



Mr. Ravi Chawla, **MD & CEO**

*“The quarter has been a strong one for us, with **All-Time High quarterly Volumes, Revenue, and EBITDA** supported by customer demand and business agility. Growth was broad-based across all key segments, rising above and beyond with industry-leading performance. FY26 has been a year marked by sustained business momentum, with double-digit lubricant volume growth and disciplined execution amid geopolitical headwinds.”*



Mr. Manish Gangwal, **Whole-Time Director & CFO**

*“With the quarter marked by heightened global volatility and shifting trade dynamics, the Company’s performance has been supported by higher volumes and disciplined cost management. We delivered a strong finish to FY26 with another quarter of consistent double-digit topline growth. Board has declared a final dividend of Rs 30 per equity share taking the **total dividend for FY26 to Rs 51** per equity share with interim dividend of Rs 21 per share declared and paid in February 2026.”*

# Mechanic Meet and Greet with MS Dhoni

More than 45,000 mechanics from across the country came together, 20 selected mechanics received an exclusive opportunity to meet M.S. Dhoni

Engaged in conversations around passion in motorcycles and the pride associated with doing the job right.

The highlight was- M.S. Dhoni inaugurated a mechanic's workshop.



# Enduring Partnerships

Strengthened our long-standing association with Chennai Super Kings by extending our partnership as the **Official Lubricants Partner for the next four years**, continuing a successful and enduring relationship that began over 13 years.



**13 SEASONS STRONG.**  
**AND THE JOURNEY CONTINUES.**



**OFFICIAL LUBRICANTS PARTNER**



# Enduring Partnerships

Entered a strategic **multi-year renewal alliance with Mahindra & Mahindra Ltd** (Farm Equipment Business – Mahindra Tractors Division) reinforcing a valued relationship built over years of mutual trust and innovation.



# Section 2-

# Industry & Business Overview



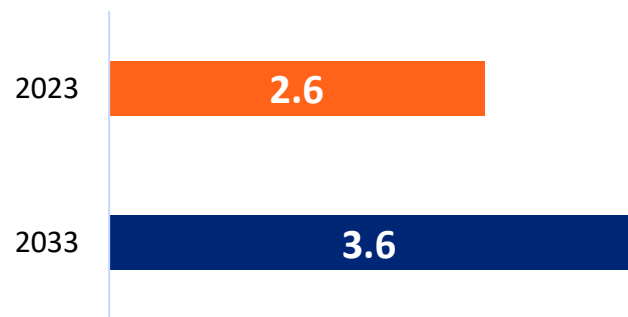
# Indian Lubricants Industry



# Unlocking growth opportunities in the Indian Lubricants Industry

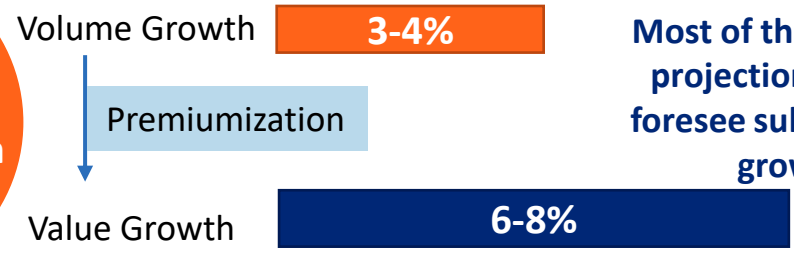
**3<sup>rd</sup>**  
Largest Lubricants market globally

Lubricants Demand (Mn Tonnes)



Volume Growth supported by even stronger value growth (CAGR 2023-33)

**Despite De-Carbonisation**

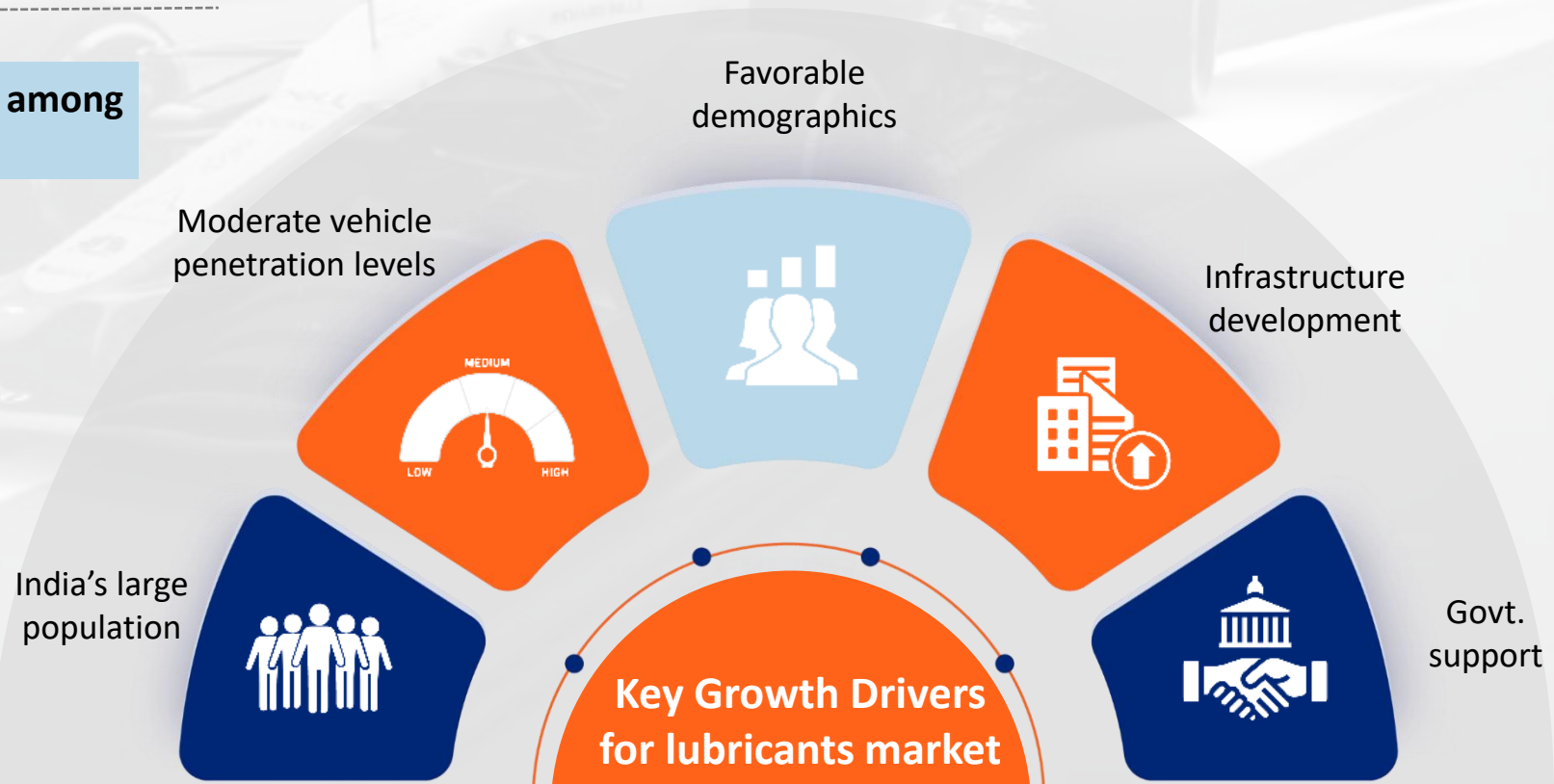


Most of the panelists found projections conservative; foresee substantial industry growth ahead

One of the few fastest growing key markets among USA / Europe, APAC

**3-4%** Industrial

**2-3%** Automotive



# Growth Enablers for automotive lubricants industry



## Beneficial Macros

- 1** *Rising per capita income crossing \$2,800 p.a.*
- 2** *Under-penetrated auto market (8% household owns cars, 47-50% owns 2Ws)*
- 3** *Strong prospects of the rural economy and rising farm income to boost tractor sales and MCO sales*
- 4** *India is officially the 4th Largest Economy (over \$4 trillion), surpassing Japan*



## Favourable Demographics

- 1** *Rapidly expanding middle class- increased demand for high quality products, brands & services. (More Than Doubled From 14% In FY05 To 31% currently, and Is Projected To Rise to 60-63% By 2047)*
- 2** *Reaping the demographic dividend: Holding a significant consumer base and substantial workforce generating high economic growth favourable*



## Superior Product & Advanced Technology

- 1** *Replacement of older BS3 or BS4 with newer BS6*
- 2** *SUV preferences increasing demand for more and pricier lubricants*
- 3** *Advancement of engine technology- Stringent emission norms to fuel growth for premium oils*
- 4** *Increased use of lighter viscosity and synthetic oils will drive value growth*

Fast transitioning into a premium-quality market  
Fast adopting lighter viscosity engine oils & synthetics oils in automotive & industrial applications

# Growth Enablers for industrial lubricants industry - India taking bold steps

Increasing foreign and government investment making India as a Manufacturing hub

Flagship Programs



India's projected investments in infrastructure Rs 143 trillion between FY 2024 and 2030

Flagship Programs



Cross country roads



Developing port infrastructure



Development of regional airports



Development of industrial corridors

Generating High Demand for



Industrial/Hydraulic Oils



Metalworking fluids



Rubber Process Oils



Premium Oils



Greases

## Opportunities Across Sectors



Exciting prospects



High Growth Sectors with service support



Manufacturing



Power & Energy



Mining



Metals



Textile



Cement



Source: India Briefing, IBEF, TMA, Invest India, CRISIL, MOSPI, Kline report

# About Gulf Oil Lubricants

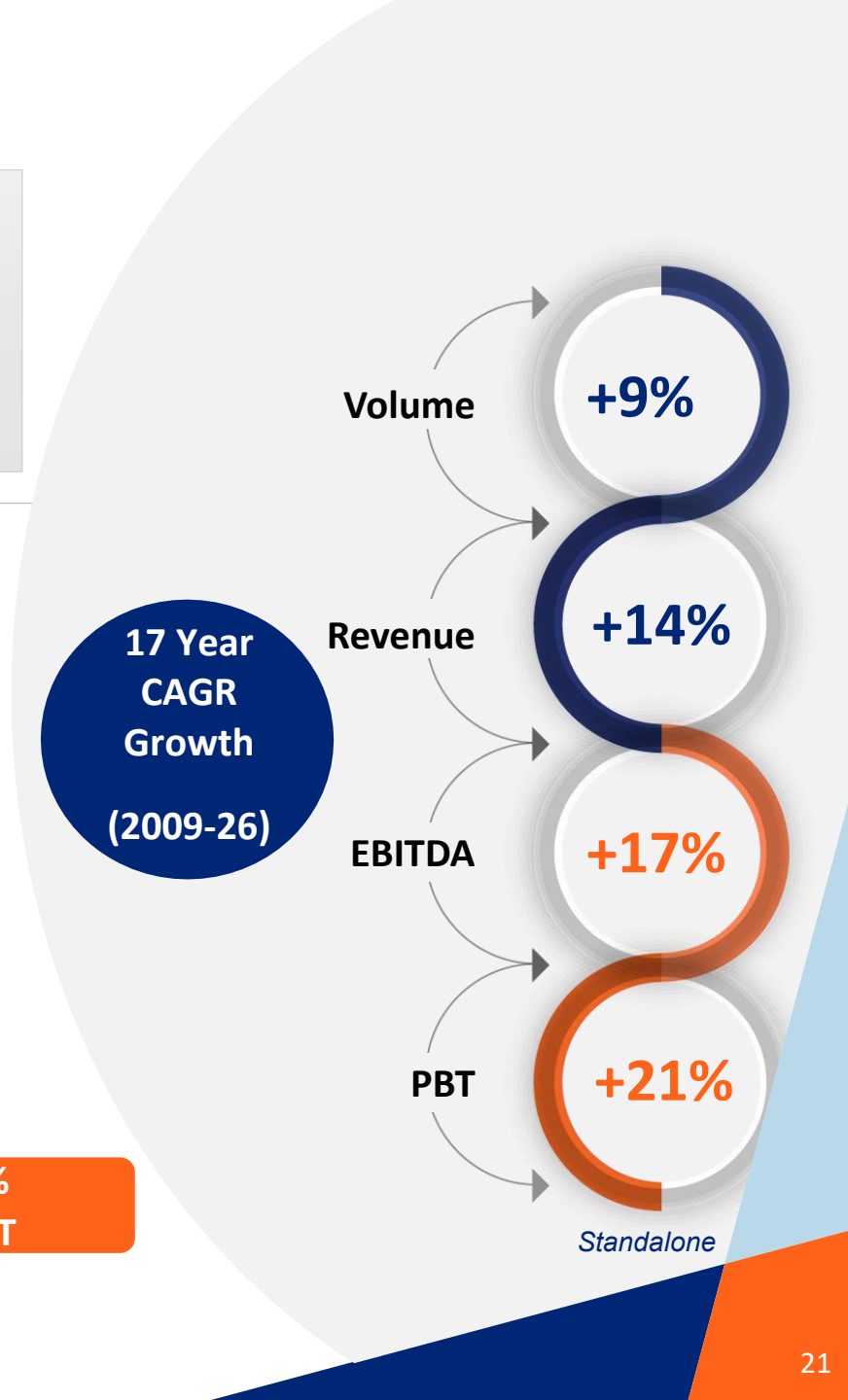
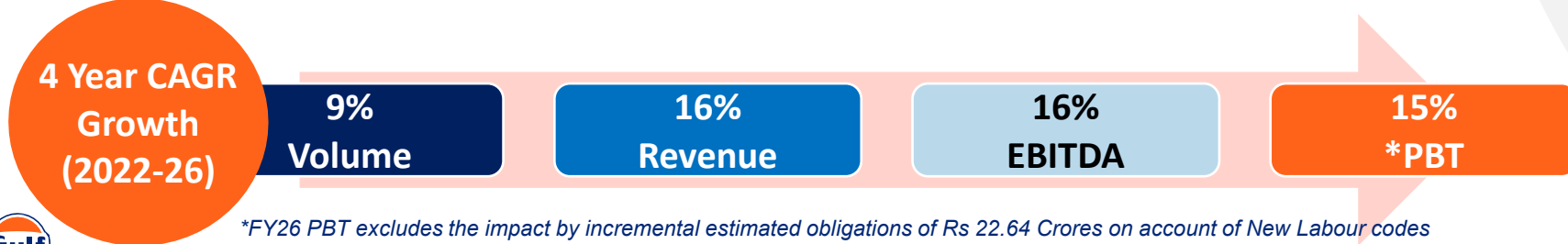


# Established a Strong Market Position

Consistently **Outperforming Industry Volume growth by 2–3x**, supported by strong automotive demand and pickup in economic activities.

Premiumisation across the portfolio contributed to **strong double-digit value CAGR.**

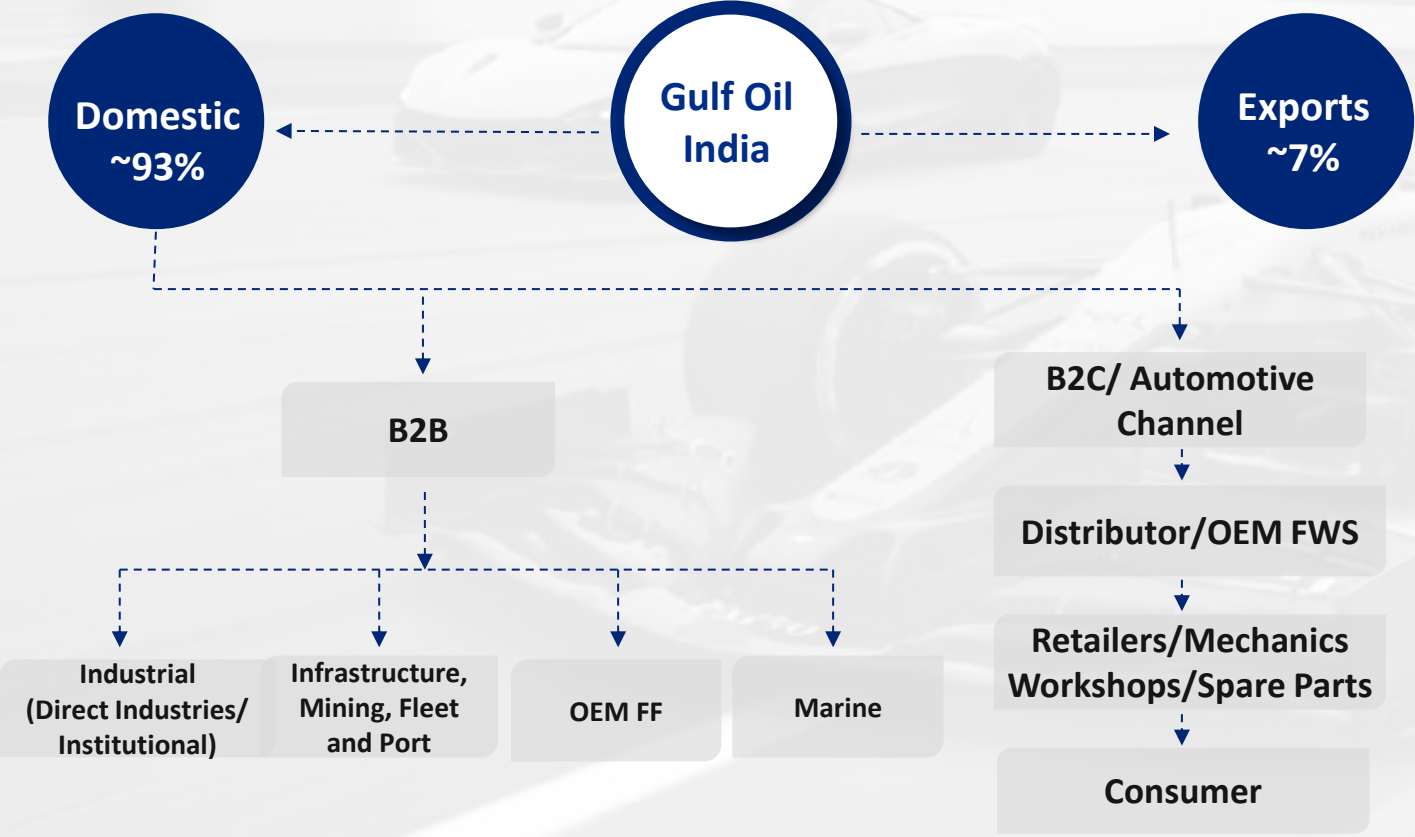
Amongst the Private Sector in India



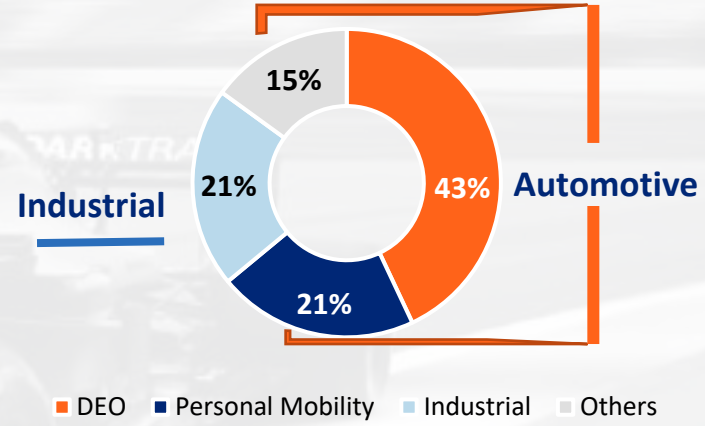
\*FY26 PBT excludes the impact by incremental estimated obligations of Rs 22.64 Crores on account of New Labour codes

# Dynamic Business Model

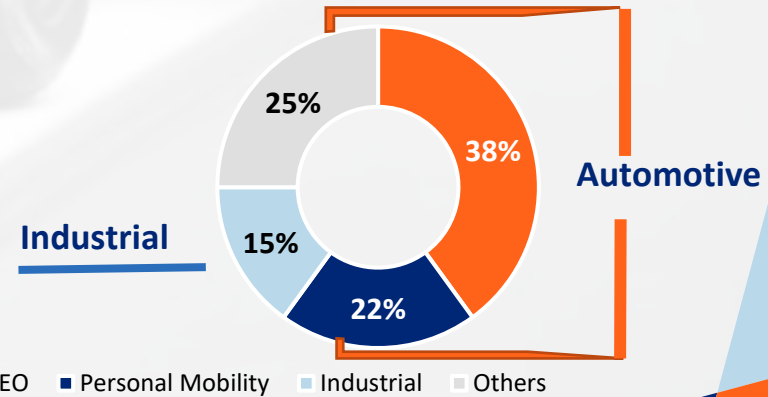
## Business Model (RTM)



## \*Industry Product Mix



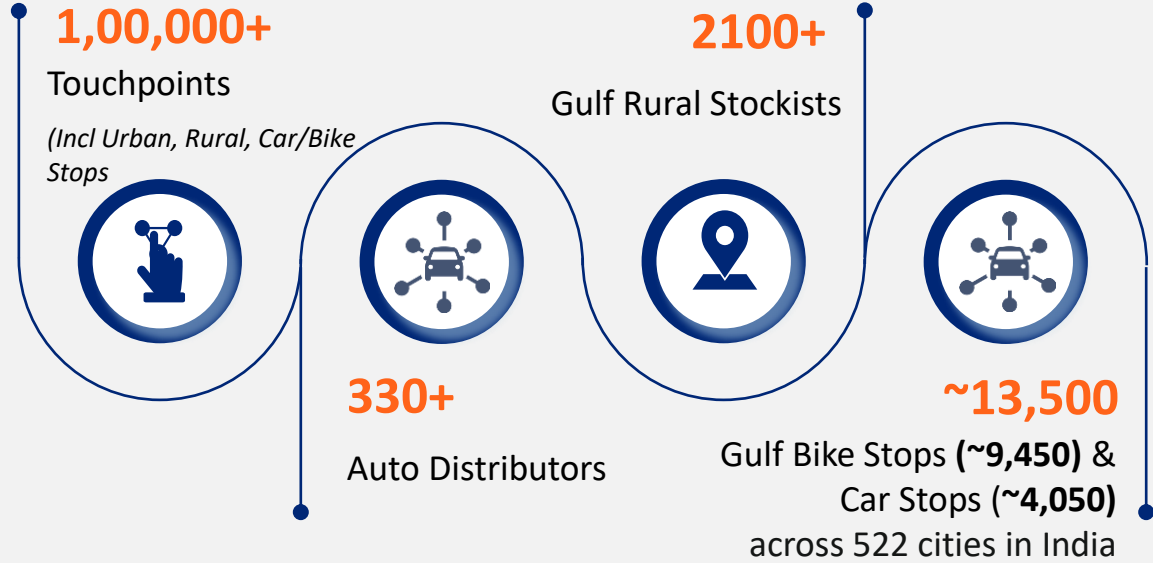
## \*Gulf Oil Product Mix (FY26)



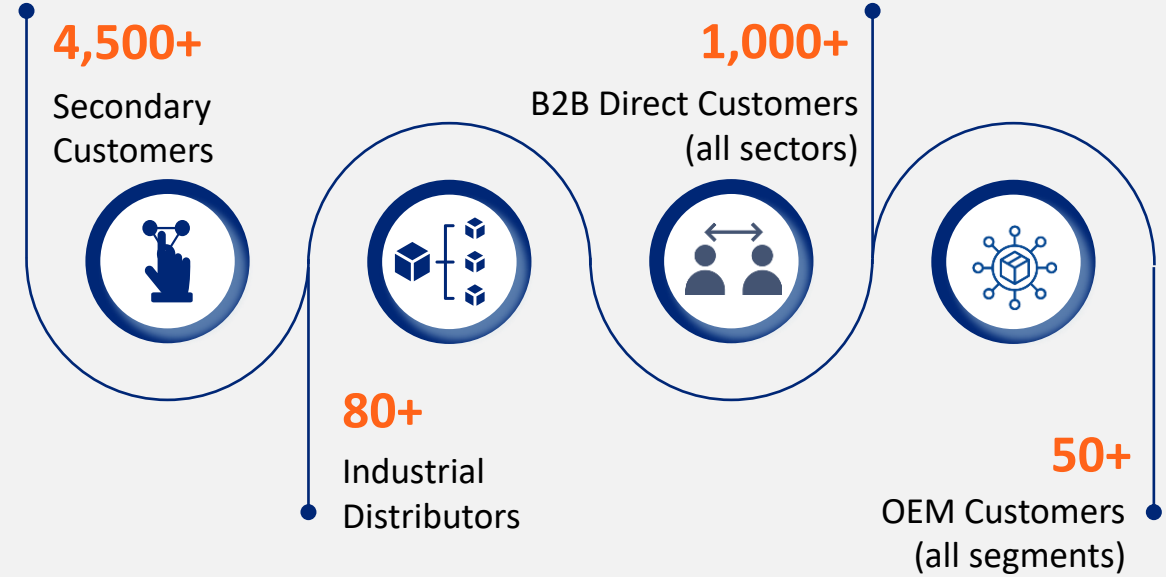
\*DEO- Diesel Engine Oil  
 Others- Gear, Grease Oil, Coolants, Brake Fluids etc

# Stellar Pan India Network

## B2C Network



## B2B Network



## Battery Sales & Service Network



# Unlock 2.0 – Unlocking the Next Level of Growth and Success

## Getting Future Ready



## ACCELERATE

Robust Business Model

India Growth Story



Brand Strength

- 2-3x Volume Growth
- Market Share Growth
- Profitable Growth

## PREMIUMIZE

3-4%

Volume

FY23-33 CAGR Growth

6-8%

Value

eKline



Higher Technology Products



Synthetics Semi-Synthetics



Passenger Car Motor Oil



EV Fluids

## TRANSFORM

- Core Transformation
- Digital Transformation
- eMobility Transformation



# Manufacturing Facilities

## Silvassa Plant (West India)

- Lubricants manufacturing Capacity\* of **90,000 KL per annum**
  - AdBlue® manufacturing capacity of **36,000 KL per annum**
  - **Key certifications include** - ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, IATF 16949:2016
  - VDA license by QMC Germany for AdBlue®
  - BIS Certification marks license as per IS17042:Part I:2020
  - NABL accredited QC lab with Standard ISO/IEC 17025:2017
  - **World-class fully automatic PLC** enabled blending operations
  - Dedicated manufacturing facility for specialized metal working fluids
  - High-speed end-to-end **fully automatic**
- **Filling Machine**
  - **Finished goods warehouse with fully Automated Storage and Retrieval System (ASRS)**
  - **Robust Safety & Disaster Management** Systems and supports
  - Sustainability led best practices followed for plant operations
  - Advance and fully equipped **Quality Control laboratory**
  - Installed and commissioned **rooftop solar panels**
  - Plant and exports approved by many Indian and global OEMs



\*On 2 shift basis



## Chennai Plant (South India)

- Lubricants manufacturing Capacity\* of **50,000 KL per annum**
  - AdBlue® manufacturing capacity of **39,000 KL per annum**
  - **Key certifications include** - ISO 9001:2015, ISO 14001:2015, IATF 16949:2016, ISO 45001:2018
  - **Gold Certified by IGBC**
  - State-of-the-art blending technology from **ABB France— Simultaneous Metered Blender (SMB), Automated Batch Blender (ABB), completely piggable manifold, Drum Decanting Unit (DDU)** all integrated by Lubcel™ Manufacturing Execution System
  - **Finished goods warehouse with fully**
- **Automated Storage and Retrieval System (ASRS)**
  - A high-tech firefighting & disaster management system
  - Installed and commissioned Solar energy for manufacturing, Grey water recycling, rainwater harvesting & natural lighting throughout the day
  - Advanced Quality Control Laboratory
  - **New global R&D Centre** - Gulf's biggest facility globally
  - **Customer Experience Centre** - the first of its kind in India
  - Plant approved by many Indian and global OEMs

## Lubricants Capacity Expansion - Chennai & Silvassa Facilities

Facility	Current Capacity	Planned Capacity	Expected By
Silvassa	90 million litres	140 million litres (up 50%)	Q4 FY27
Chennai	50 million litres	100 million litres (up 100%)	Q3 FY27

- Planned Capex of **Rs. 55 Crores** for expansion of production capacity at Chennai and Silvassa facilities.
- Aims to boost the Company's total installed capacity by 70%
- Capex spread over the two years
- Aligns with the Company's broader strategic growth objectives of 2-3x industry volume growth.



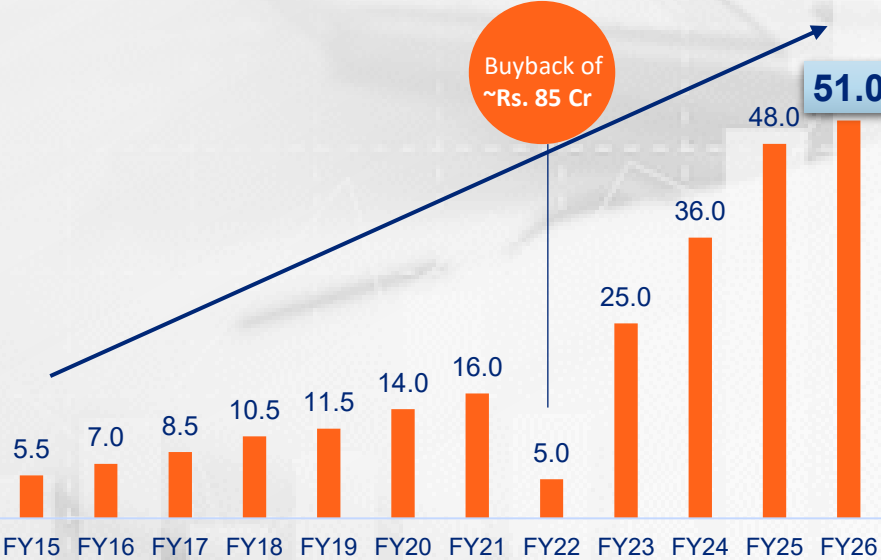
# Ownership and Stakeholder Value creation

**FY26- Highest Ever Dividend Rs 51 i.e., 2,550 % on FV of Rs 2 (Incl Final Dividend Rs 30 & Interim Dividend Rs 21 per equity share; Highest Ever Payout 72% for FY26)**

Continuous increase in dividend with  
Over **22%** CAGR (from FY15 to FY26)

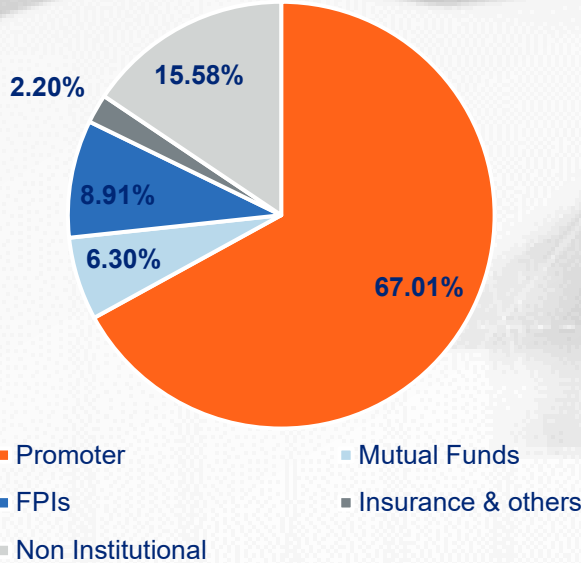
Generated healthy INR **365 crores** Cash flow from operations in FY26

**Historical Dividend Per Share (Rs)**



Total quantum of dividend paid in last 5 years (FY'22 to FY'26) Over **Rs 800 Crs**  
Additionally, there was **buyback amounting to Rs 85 crores in FY22.**

**Shareholding as on Mar 31, 2026 (%)**



For FY25 & FY26 Payout ratio stands at **65% & 72%** respectively.

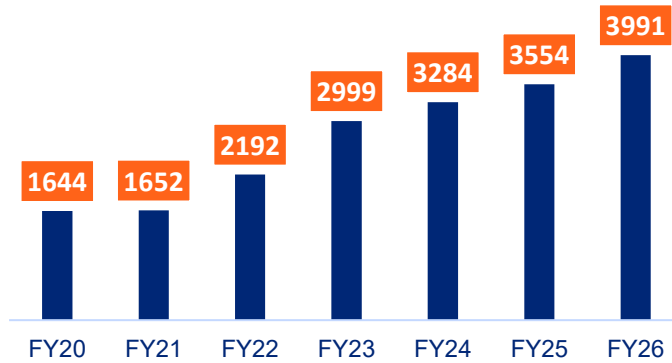
Annual maintenance CAPEX requirement of INR **30-40 crores**

**Business Levers for higher level of financial growth**

- Gradually Expanding margins
- Prudent Cost Management
- Improve Product mix
- Generating Superior Cashflows
- Better Working Capital Management
- Product Premiumisation

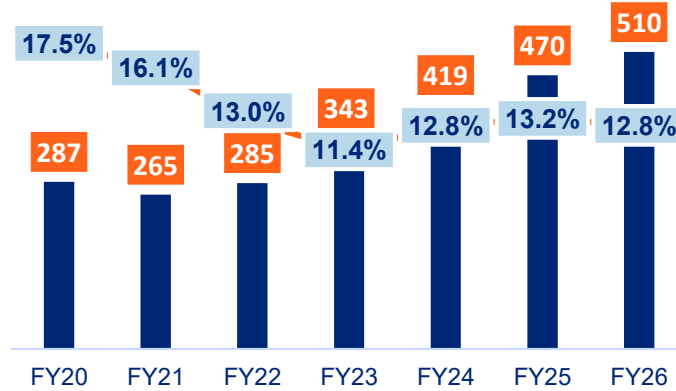
# Standalone- Financial Highlights

### Operational Revenue (Rs Cr.)



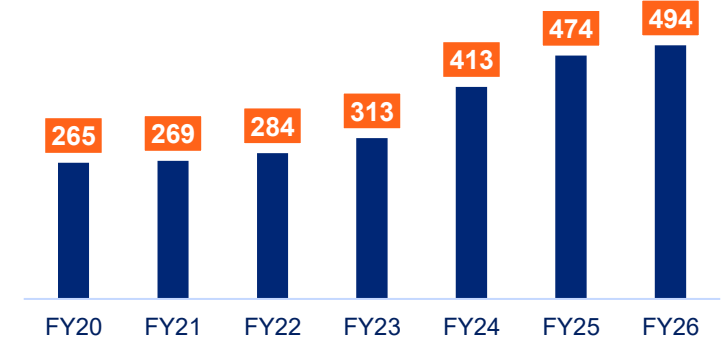
4 Yr CAGR Growth **+16%**  
17 Yr CAGR Growth **+14%**

### EBITDA (Rs Cr.) & Margins %



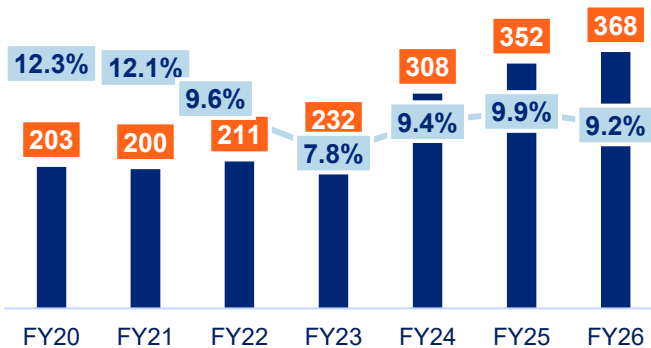
4 Yr CAGR Growth **+16%**  
17 Yr CAGR Growth **+17%**

### \*PBT (Rs Cr.)

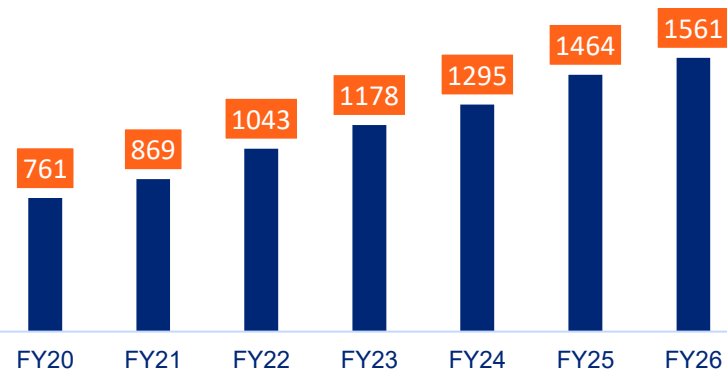


4 Yr CAGR Growth **+15%**  
17 Yr CAGR Growth **+21%**

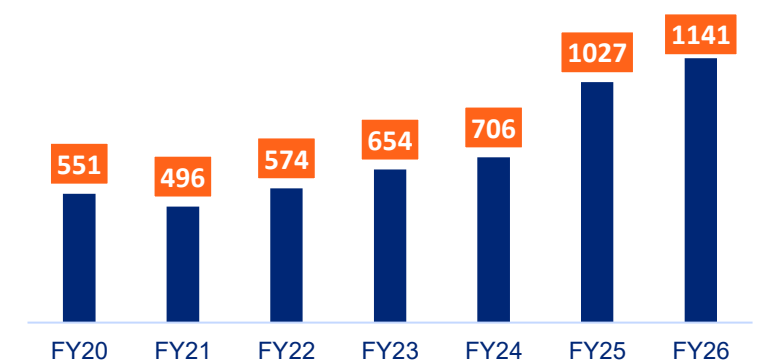
### \*PAT (Rs Cr.) & Margins %



### Net Worth (Rs Cr.)



### Cash & Bank Balances (Rs Cr.)



\*FY26 PBT & PAT excludes the impact by incremental estimated obligations of Rs 22.64 Crores on account of New Labour codes  
FY25 PBT & PAT excludes one-time gain on sale of land & building amounting to Rs 11.97 Crores.

# Section 3-

## E-Mobility & Other Synergy Businesses



# Gulf Oil gets Future Ready with EV Fluids

Launched globally as well as in India in 2021

Formulated specifically for Hybrid and Fully EVs for optimal performance to help reduce CO2 emissions

Basket consist of transmission lubricants, coolants, greases and brake fluids



## Key strengths to keep Gulf ahead of competition:



Strong Brand Image



Access & strong relationship with 2W & Passenger Car OEMs in India



Good association with Construction/ Infra Cos in India



Healthy presence at PAN India level

# Strategic Playbook for Full-Stack EV Value Chain Participation

Invested ~INR 185 crore in EV Ecosystem



**Indra Renewable Technologies**



**Slow Home AC Chargers**

### Investment & Holdings

~INR 30 Crore (~7.5% Stake)

*Gulf Group globally holds controlling stake*

- UK based company. Makes Home chargers with advanced features like Vehicle to Grid (V2G)

- Strong presence in UK Home EV Chargers segment
- Superior technology chargers to be launched globally, including India after studying the market fit.
- Exclusive rights to use Indra's technology for EV charging and products in India.



**Techperspect Software Pvt Ltd.**



**SaaS provider**

### Investment & Holdings

~INR 15 Crore (~26% Stake)

- IoT based e-mobility solutions and software as a service provider catering leading OEM's , OMCs , CPOs and Charger OEMs

### **Potential and Prospects**

- Second largest CMS Provider in India with over 50,000 chargers in the App
- 100K+ downloads of ElectreeFi charging app
- Developing solutions and leveraging strengths to cater to rapidly-developing e-mobility space for 2W 3W and cars
- Superior solutions with regards to EV charging, EV fleet management and battery swapping



**Tirex Transmission**



**DC +AC Chargers**

### Investment & Holdings

~INR 140 Crore (~65% Stake)

*Stake increased from 51% to 65% during Q2FY26*

- Over 40,000 Chargers (AC & DC) deployed across India till now
- Range of 3.3KW to 360 KW capacity
- Caters to PSUs, Charge Point Operators (CPOs), Automotive OEMs and Retail

- Estimated to be having 8-10% market share in India for DC fast chargers
- Export opportunities

#### **\*India's EV Charger segment-**

- Demand surge to ~1 mn chargers (AC+DC) by 2030
- India's Potential DC charger Market size ~\$1 bn to \$1.4 bn

#### **Global EV Charger segment-**

- \$20bn to \$200 bn by 2030



\*IESA-Indian Energy Storage Alliance

\*\*Independent Workshops

# Strengthening Tirex to become a growing contributor in the medium to long term



**₹ 140 Cr**  
Total Investment

**51.00%**  
Acquired in Oct 2023



**14.18%**  
Increased in Q2 FY26



**65.18%**  
Current Ownership

## Strong Financial Growth

- ✓ FY26 Revenue crossed Rs 100 Crores milestone
- ✓ Turned EBITDA Positive during FY25
- ✓ Continued to strengthen its leadership in the Bus OEMs + expanding across dealerships, housing societies, CPOs and OEMs in both DC and AC charging solutions.

## Technology

- ✓ Expanding product portfolio to Ultra-Fast DC Chargers - Recently to 360 kwh Charger
- ✓ Products built on tech superiority, Robust Desing, Proven Performance, Service Backup

## Some of the Major Wins

- ✓ EV Charging Stations For Mahindra for Highway Charging 
- ✓ AC Home charger for MG Windsor Electric Vehicles. 
- ✓ Vinfast- home charging solutions 
- ✓ Secured orders for bus EV chargers across airports: Mumbai, Bhopal, and Dehradun

## The Plan Ahead

- ✓ Targeting Rs 300-400 Crs Revenue in next 3-4 Years
- ✓ Expansion- New Plant Development
- ✓ Continuous work on R&D and New Product Development
- ✓ Onboarding more Marquee Customers across segments sp. in Construction & Heavy CVs
- ✓ Eyeing Exports as a lucrative market



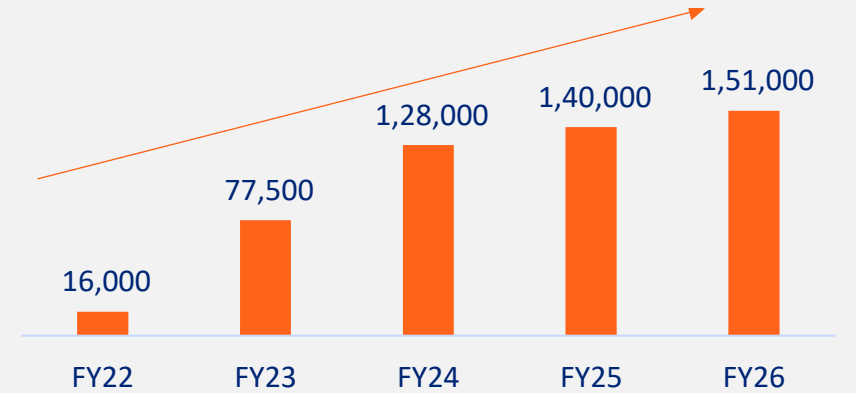
# AdBlue® - Eco friendly / Urea based solution

Complementary product; Huge synergy in supply chain, distribution and end customer segments

Multi-fold growth in volume (KL)

Gulf Oil  
holds 20-25%  
market  
share

- Urea-based eco-friendly product for diesel vehicles, reducing NOx emissions and complying with BS-VI standards
- Market is positioned for high double-digit growth attributed by increasing emissions regulations
- Emerged as a leading supplier of AdBlue® across the entire country. Front runner in catering to OEMs and aftermarket through superior distribution network




## Our Growth Strategy


Leveraging the **extensive distribution network** and **strategic partnerships with multiple OEMs**




Key Features




Consumable product



Reduces NOx emissions



Complying with BS – VI standards



High purity protects PCR systems

Licenses & Certifications



VDA QMC  
Qualitäts Management Center  
im Verband der Automobilindustrie



ISO



OEM  
ORIGINAL EQUIPMENT MANUFACTURER

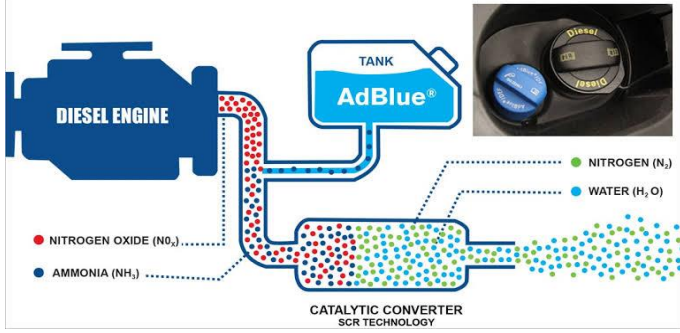


ASTM  
Round Robin



HABL

How does it work





# Battery - Among the top five players in the replacement two-wheeler segment



- Began 7-8 years ago; launched **Gulf Pride quality batteries** to enhance our brand strength in 2-Wheelers, an extension to **Gulf Pride Motor Cycle Oil brand**
- To leverage our lubricants **retail distribution (~40% synergy)**
- Fill the **demand and supply gap**

## Gulf Pride batteries:

- Based on **VRLA technology**
- **Superior cranking power**, which gives the rider the benefit of 'Insta Start'
- Low maintenance and longer life

Appointed Indian Cricketer Hardik Pandya as the brand ambassador for this business in 2018

Commands **2-3%** market share in replacement market

## Growth Strategy

Leveraging lubricants retail distribution synergy

Localization

Investing in branding

Improving service quality

~**12,500** Retail Touch Points

**220 Distributors** (40% Gulf Auto Distributors)

Dedicated Service Team PAN India  
**13 Service Engineers**

**518** active Gulf Battery Service Points in India

Battery Service Point Network



**Thank  
You !**

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