



Gulf Oil Lubricants India Limited

August 13, 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 for the quarter ended June 30, 2026

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

We enclose herewith the Investor Presentation for the quarter ended June 30, 2026 providing highlights on financial results for the quarter ended June 30, 2026 and business/industry overview.

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.

For Gulf Oil Lubricants India Limited

Ashish Pandey

Company Secretary and Compliance Officer

Encl.: as above

Gulf Oil Lubricants India Limited
Registered & Corporate Office:
IN Center, 49/50,
12th Road, M.I.D.C.,
Andheri (E),
Mumbai - 400 093, India
CIN: L23203MH2008PLC267060

Tel: +91 22 6648 7777
Fax: +91 22 2824 8232
Email: info@gulfoil.co.in

india.gulfoilltd.com



HINDUJA GROUP

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 | **125 YEARS**

Gulf | **CHENNAI SUPER KINGS**

OFFICIAL LUBRICANTS PARTNER



**Dream Beyond.
Do Beyond.**

For those building
India's future.



Gulf | **INDIA BEST MANAGED COMPANIES**

Gulf Oil Lubricants India Ltd.

Investor Presentation | Q1 FY27



BOLDER THAN BOLD

Gulf | **WILLIAMS RACING**

Safe Harbour Statement

This presentation and the accompanying slides (the “Presentation”) have been prepared by Gulf Oil Lubricants India Limited (the “Company”) solely for informational purposes. They do not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities, and should not be relied upon in connection with any contract or binding commitment. Any offering of the Company’s securities will be made only through a statutory offering document containing detailed information about the Company.

The information in this Presentation is based on data the Company considers reliable. However, the Company makes no express or implied representations or warranties regarding the accuracy, completeness, fairness, or reasonableness of the content. This Presentation may not cover all information you might consider material. Any liability for the content or omissions of this Presentation is expressly disclaimed.

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.

Content

Section 1- Quarterly Overview

- Highlights- Q1 FY27

Section 2- Industry & Business Overview

- Indian Lubricants Industry
- About Gulf Oil Lubricants
 - Strong Market Position
 - Dynamic Business Model
 - Stellar Pan India Network
 - Unlock 2.0 Strategy
 - Manufacturing Facilities & Expansion Plan
 - Shareholder Value Creation & Financials



Section 3- E-Mobility & Other Synergy Businesses Overview

Section 1-

Quarterly Overview



Highlights- Q1 FY27



Gulf Oil's Execution Agility Powers All-Time Record Results

UNSTOPPABLE Q1 FY27

REVENUE



₹ 1,320

Crore

Vs Q1 Last Year



33%

GROWTH

EBITDA



₹ 170

Crore

Vs Q1 Last Year



35%

GROWTH

EBITDA Margin %



12.9%

Vs Q1 Last Year



20 BPS

GROWTH

PAT



₹ 128

Crore

Vs Q1 Last Year



32%

GROWTH

- Strong Volume-Led Profitable growth despite West Asia supply Crisis: **17% Core Lubricants Volume Growth YoY**
- **Ensured uninterrupted supply** to our customers- OEMs, B2B Customers, distributors and retailers, and newly added customers with strong focus on supply security and growth.

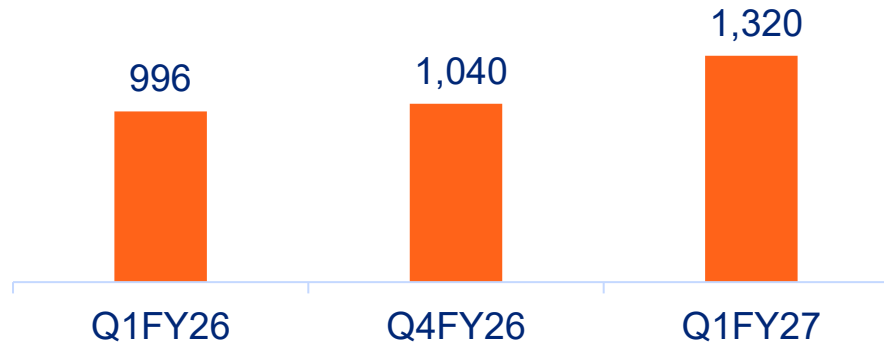
Financial Snapshot – Q1 FY27- Standalone



Revenue from Operations



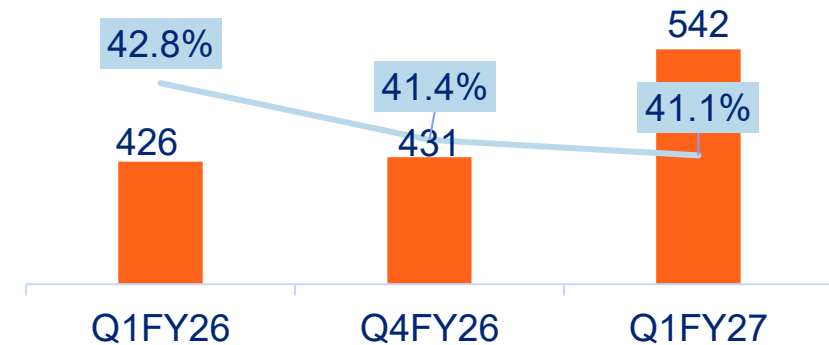
33% YoY



Gross Profit & Margin %



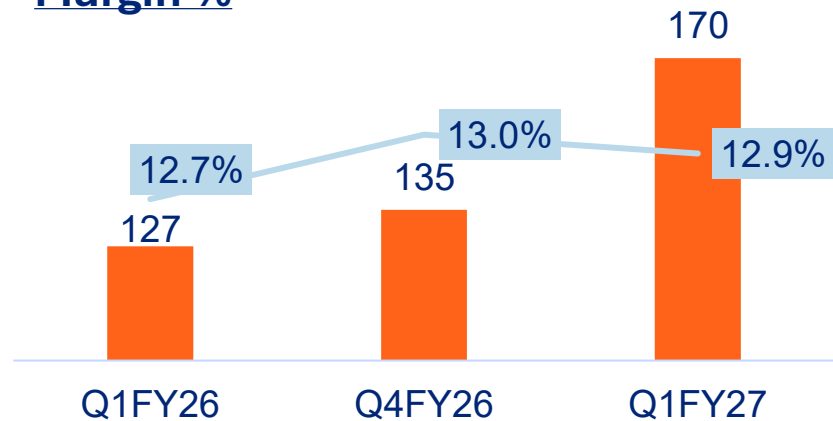
27% YoY



EBITDA & Margin %



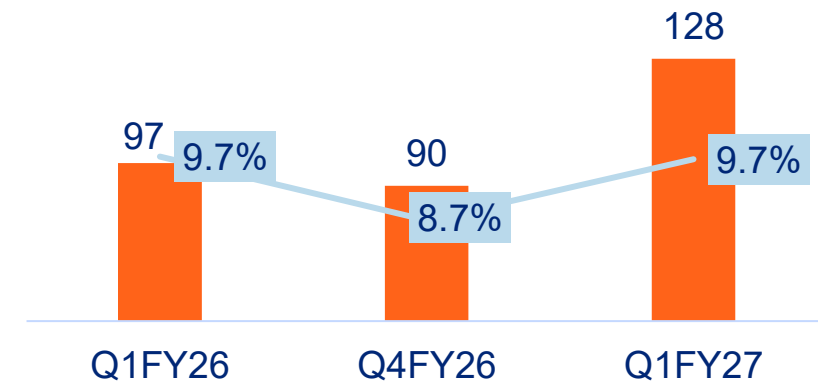
35% YoY



PAT & Margin %



32% YoY



- **Margin resilience as key focus areas** despite unprecedented input cost inflation and pricing challenges
 - Continued focus on **operational efficiency**

Broad-based growth across segments and categories.

- ➔ B2C growth was very encouraging across the regions led by double-digit growth in PCMO segment.
- ➔ OEM Franchise Workshop (FWS) witnessed excellent uptick delivering high double-digit growth driven by the Agri, MCO, and PCMO segments.
- ➔ B2B Industrial, Infrastructure, and Mining segments delivered strong double-digit growth, supported by the addition of new customers during the quarter.



Management Commentary & Outlook

Mr. Ravi Chawla, MD & CEO

*“We have commenced FY27 with strong momentum and record performances despite West Asia Crisis. Core lubricants **volume grew 17% YoY** with strong growth across B2C, OEM and B2B segments.*

*We remained proactive and **ensured uninterrupted supply security to all our customers** despite unprecedented supply chain disruption and cost pressures, reinforcing **Gulf as a trusted and reliable partner.***

Looking ahead, we remain confident of continuing to outperform the industry and creating long-term value for all our stakeholders”

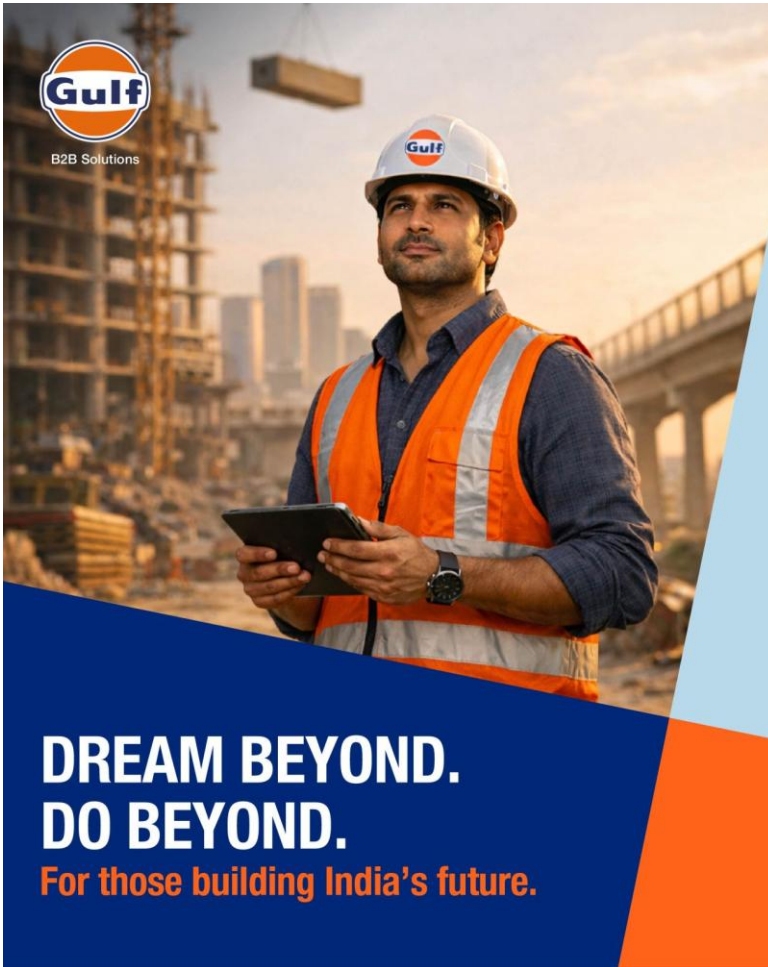
Mr. Manish Gangwal, Whole-Time Director & CFO

*“Excellent Q1 results reflect strong fundamentals and disciplined execution even in the toughest environment. We delivered Robust **Volume-Led Profitable growth with over 30%** increase in Revenue, EBITDA and Profits.*

*Margin resilience remained a key focus area for us and we delivered **35% EBITDA growth** YoY, keeping **margin stable at 13%.***

Going forward, we remain well-positioned to capitalize on growth opportunities while delivering profitable growth and maintaining margin resilience.”

Dream Beyond. Do Beyond- Commitment to Customer Success



**DREAM
BEYOND
DO
BEYOND**

Gulf B2B brand campaign

Because Every Ambition
deserves a partner that goes
beyond



Gulf B2B Solutions is proud to be
that partner

One phrase stood out in the conversations with our
Partners:

"Gulf ke log, kaam ke log."



The film integrates advanced AI-driven visual development techniques

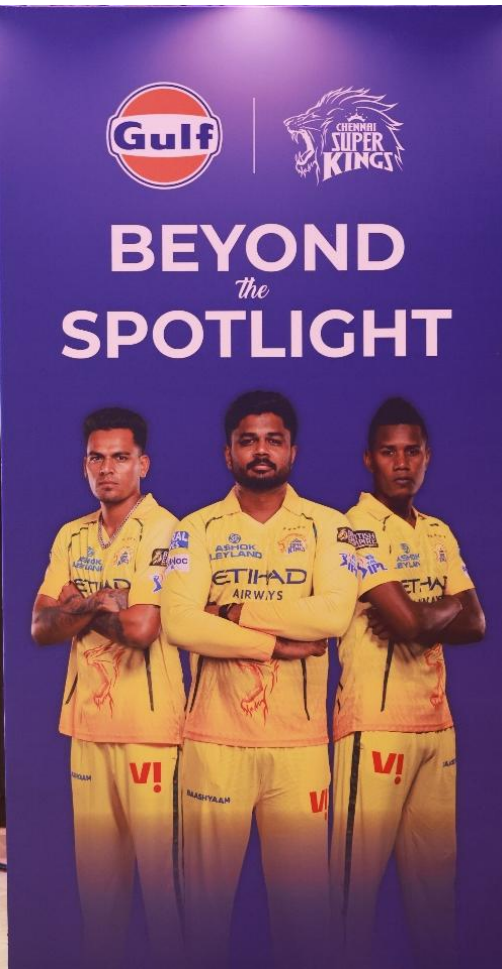
[Gulf B2B Solutions | सोच हद से आगे. कर हद से आगे](#)

[Gulf B2B Solutions | Dream Beyond. Do Beyond.](#)

5L+ identified audience reached on LinkedIn in first 6 weeks of the launch.

[Hear From The Dreamers ft. Smriti Mandhana | Dream Beyond.
Do Beyond. - YouTube](#)

Enduring Partnerships



- An exclusive Meet & Greet experience and interactions with **Chennai Super Kings- Rahul Chahar, Akeal Hosein & Sanju Samson**
- Bringing together our valued partners



- Beyond the cheers.
- Beyond the big moments.
- Beyond the spotlight lies the real journey of success



Section 2-

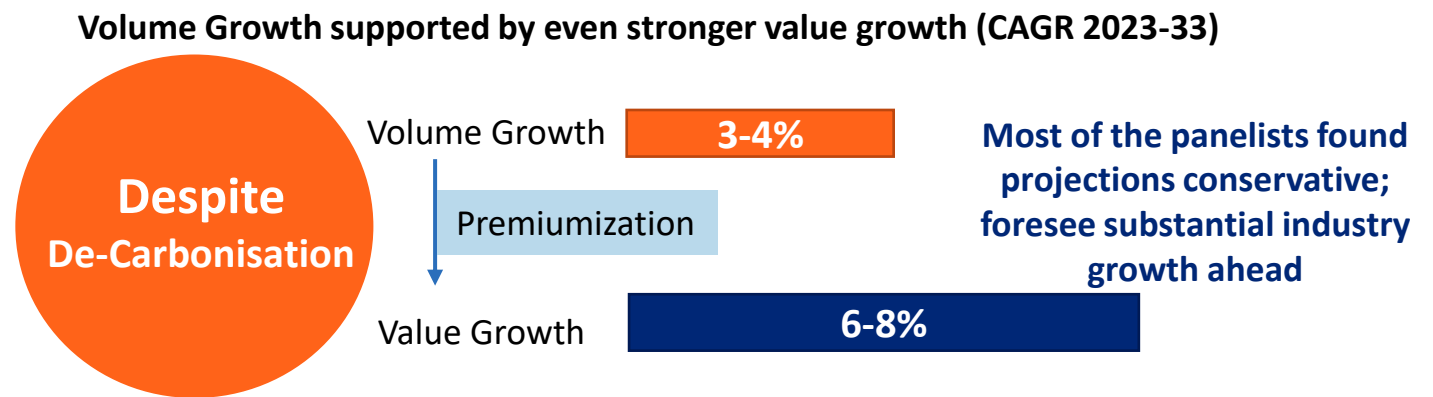
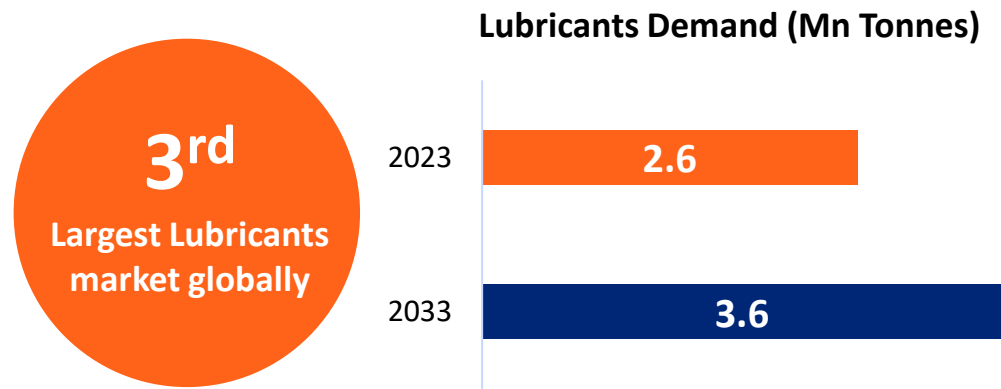
Industry & Business Overview



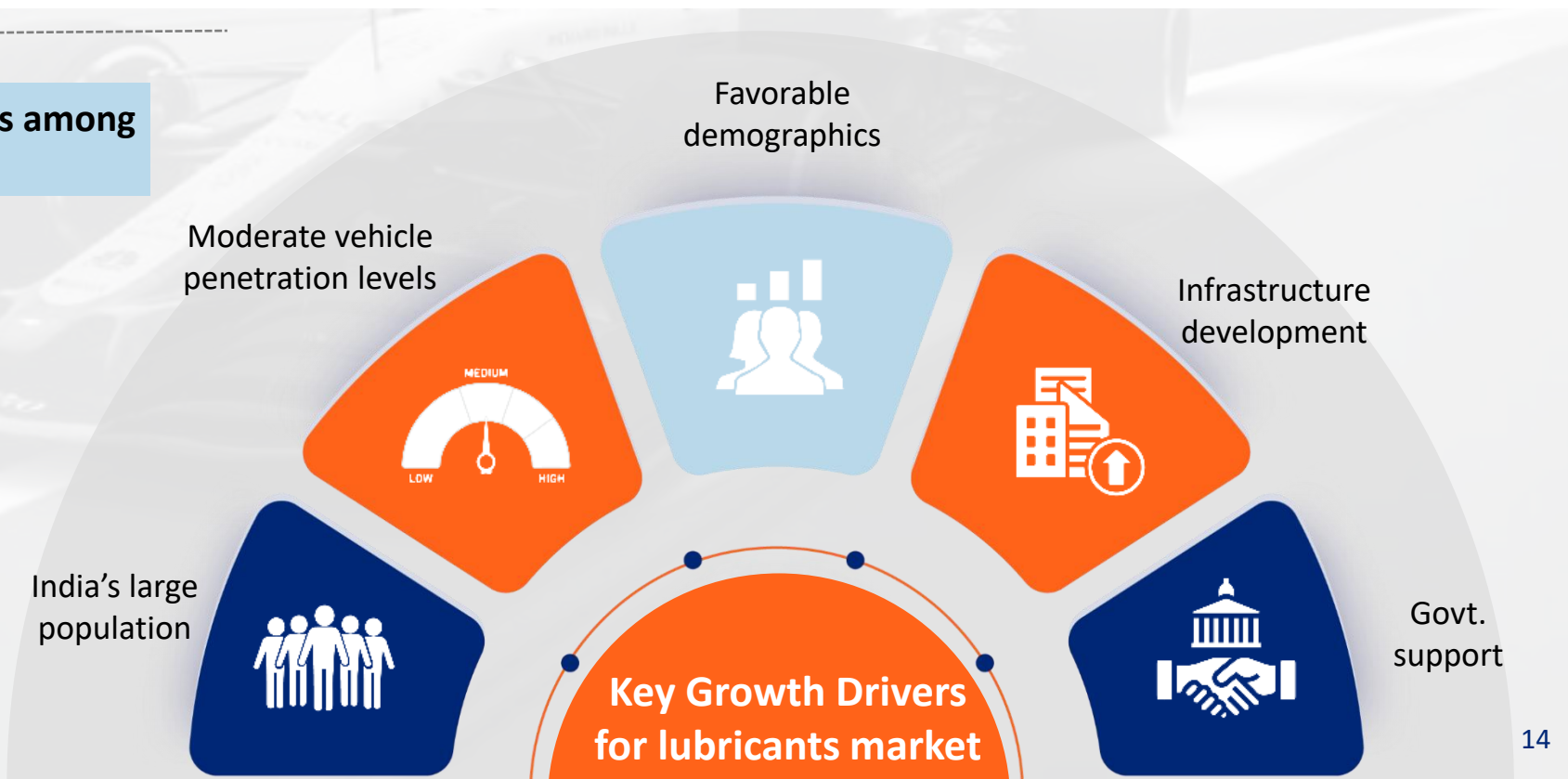
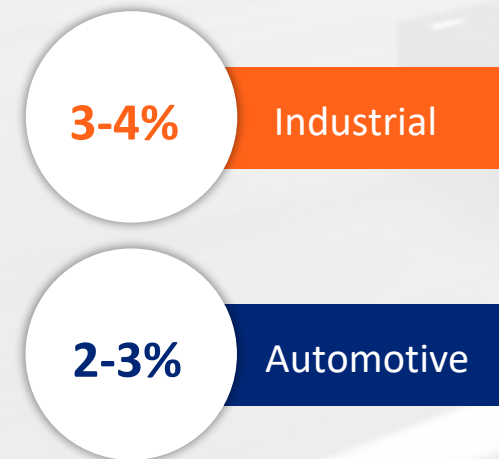
Indian Lubricants Industry



Unlocking growth opportunities in the Indian Lubricants Industry



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



Growth Enablers for automotive lubricants industry



Beneficial Macros

- 1 *Rising per capita income crossing \$2,900 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



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

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



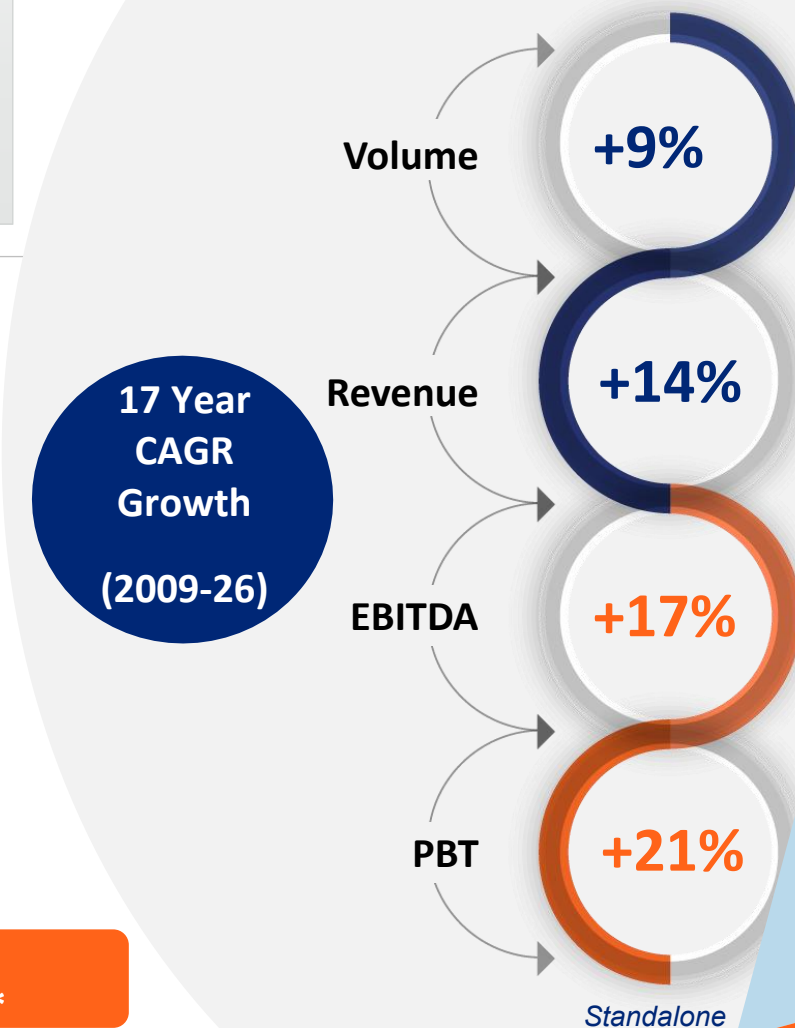
4 Year CAGR Growth (2022-26)

9% Volume

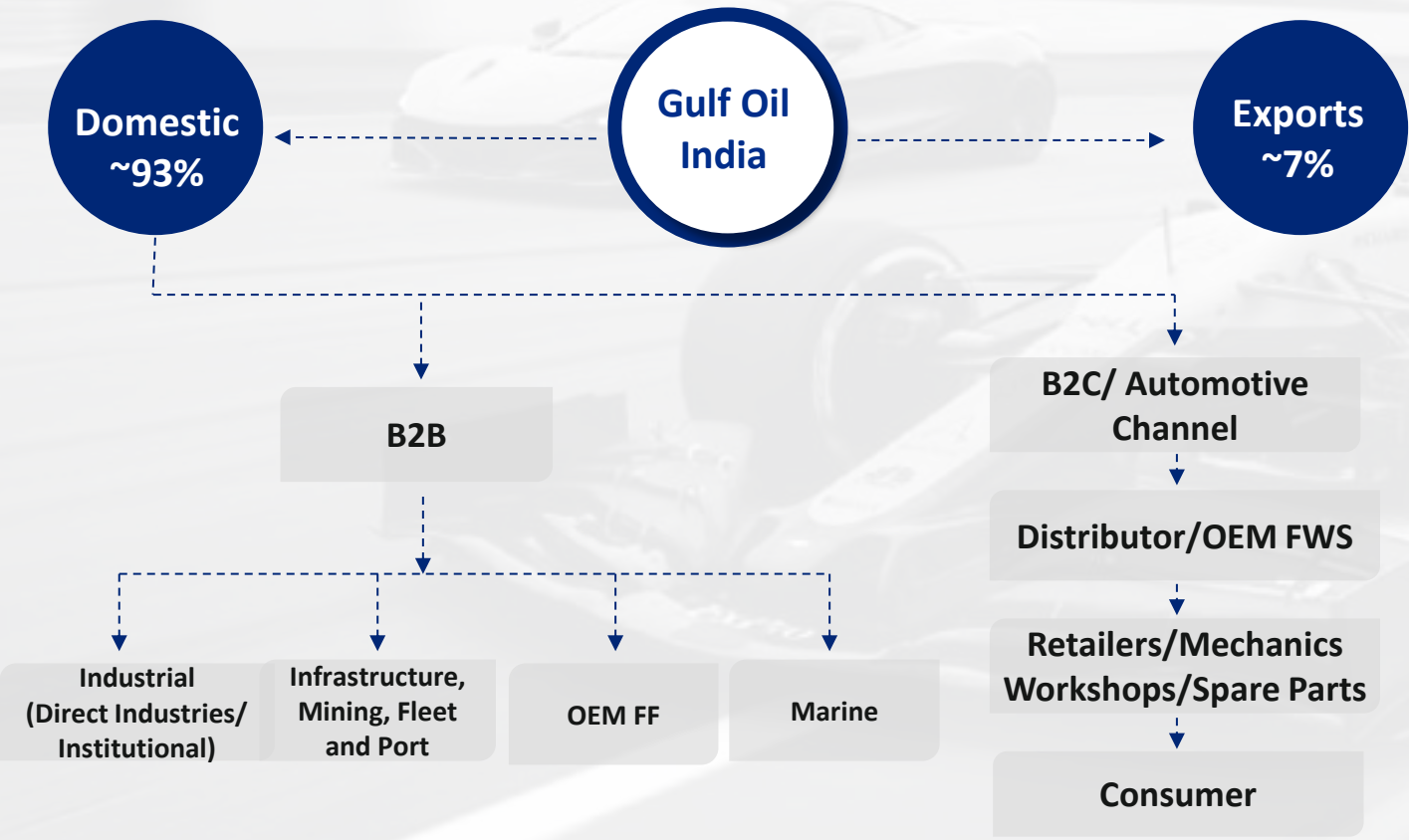
16% Revenue

16% EBITDA

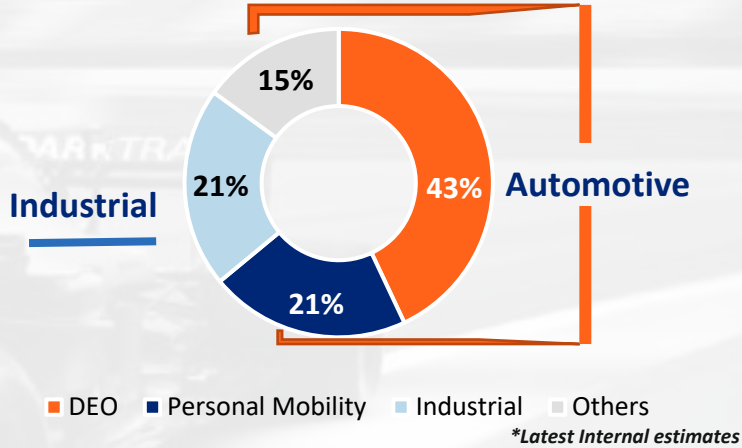
15% PBT*



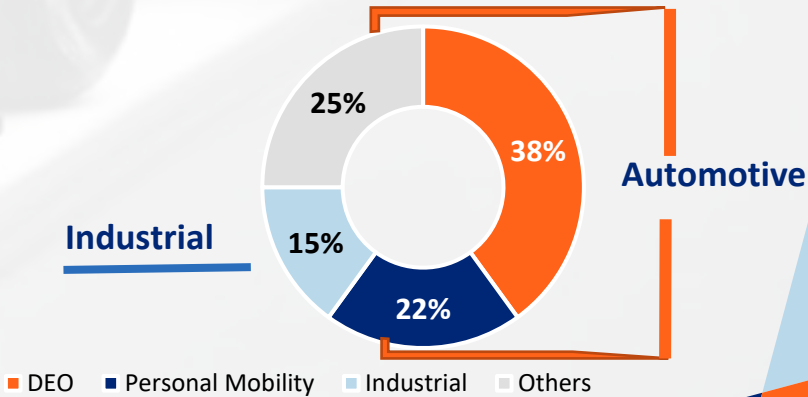
Business Model (RTM)



*Industry Product Mix

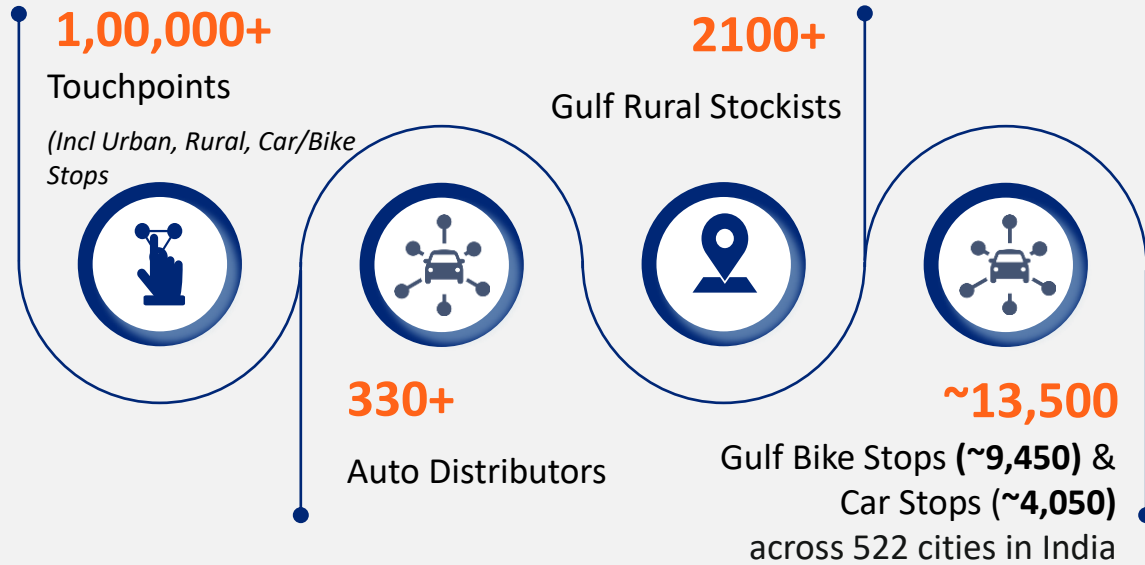


*Gulf Oil Product Mix (FY26)

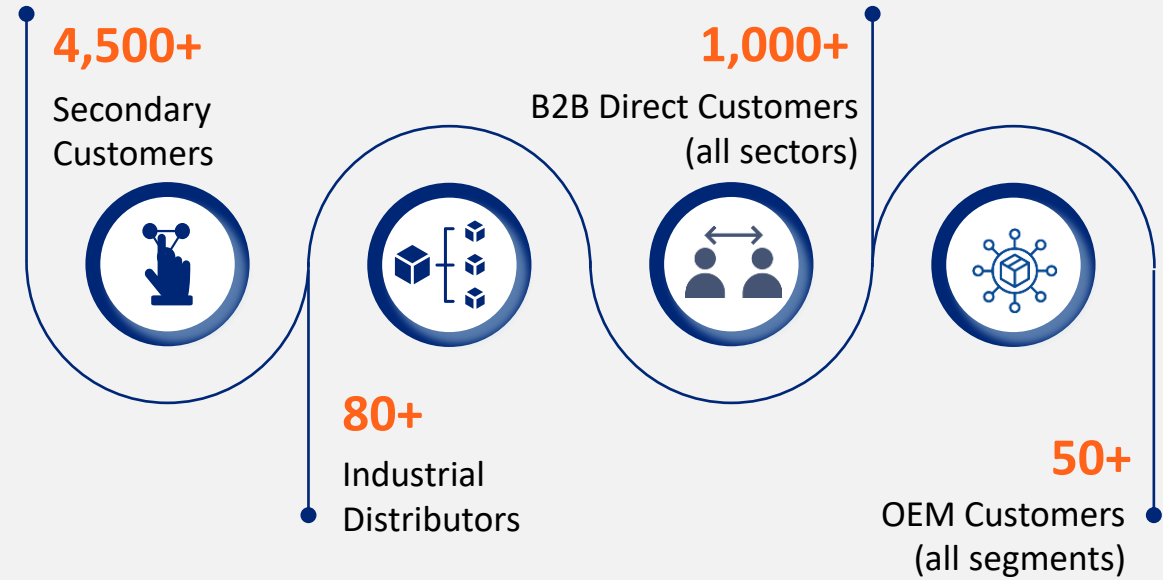


*DEO- Diesel Engine Oil
Others- Gear, Grease Oil, Coolants, Brake Fluids etc

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



Higher Technology Products



Synthetics
Semi-
Synthetics



Passenger Car Motor Oil



EV Fluids

TRANSFORM

Core Transformation

Digital Transformation

eMobility Transformation



Strategically Located Manufacturing Facilities

Chennai Plant (South India)- Gold Certified by IGBC



Centre to our Largest Global R&D Facility
Customer Experience Centre - the first of its kind in India

Technology and Infrastructure

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

**Chennai-
Current Capacity**

Lubricants: 50,000 KL Per annum
AdBlue®: 39,000 KL Per annum

Capabilities across Both Plants

- Advance and fully equipped Quality Control laboratory
- Finished goods warehouse with fully Automated Storage and Retrieval System (ASRS)
- Installed and commissioned rooftop solar panels and rainwater harvesting
- Approved by several Indian and global OEMs
- Robust Safety & Disaster Management Systems and supports

Certifications and Licenses

- VDA license by QMC Germany for AdBlue®
- BIS Certification marks license as per IS17042:Part I:2020
- ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, IATF 16949:2016

Silvassa Plant (West India)- Platinum Certified by IGBC



Technology and Infrastructure

- Integrated high-speed, end-to end fully automatic filling line
- PLC-enabled Automatic Blending Operation
- NABL accredited QC lab with Standard ISO/IEC 17025:2017

**Silvassa-
Current Capacity**

Lubricants: 90,000 KL Per annum
AdBlue®: 36,000 KL Per annum

Lubricants Capacity Expansion

Facility	Current Capacity	Planned Capacity	Expected By
Chennai	50 million litres	100 million litres	Q3 FY27
Silvassa	90 million litres	140 million litres	Q4 FY27
Total	140 million litres	240 million litres	 70%

- 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

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

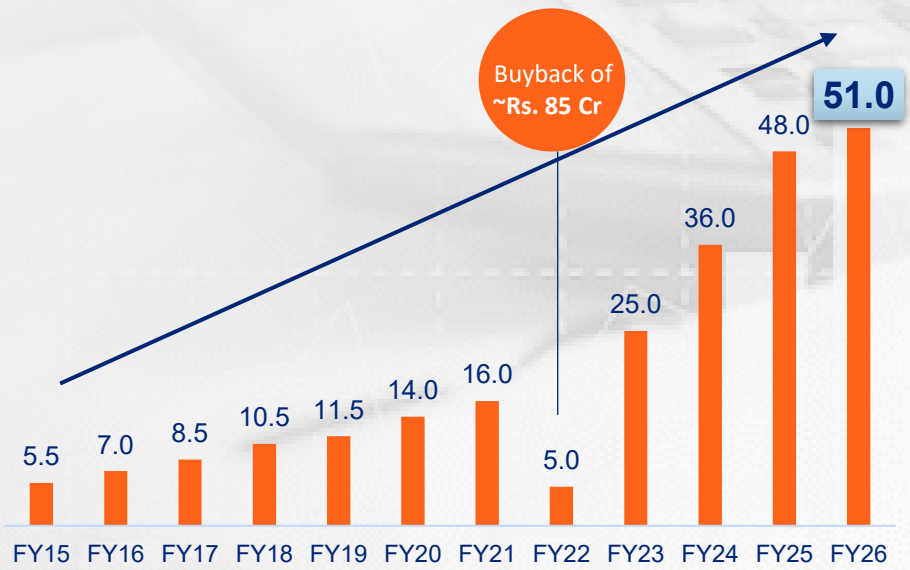
Generated healthy INR **365 crores** Cash flow from
operations in FY26

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.

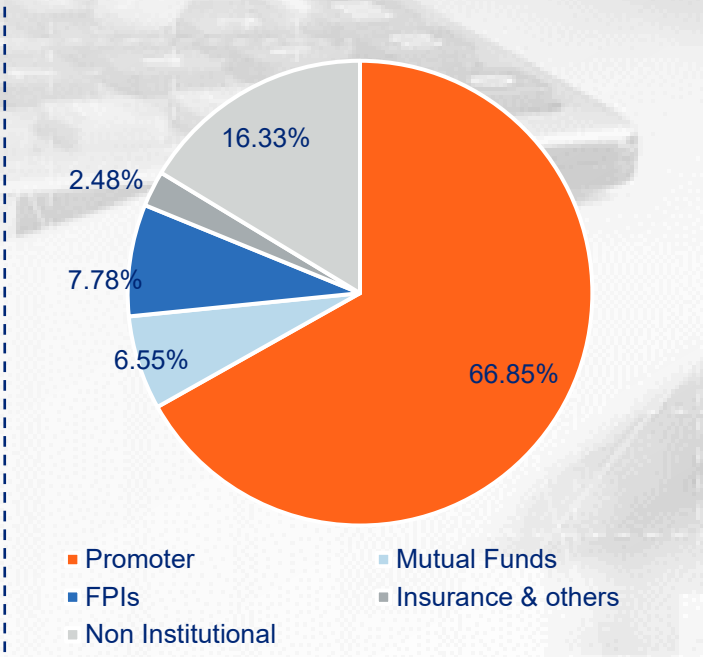
For FY25 & FY26 Payout ratio stands at **65%**
& 72% respectively.

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

Historical Dividend Per Share (Rs)



Shareholding as on Jun 30, 2026 (%)

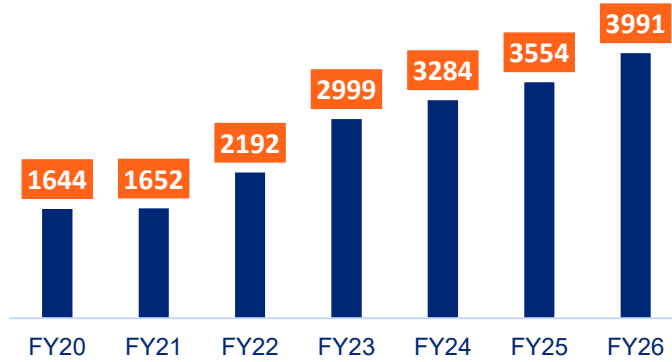


Business Levers for higher level of financial growth

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

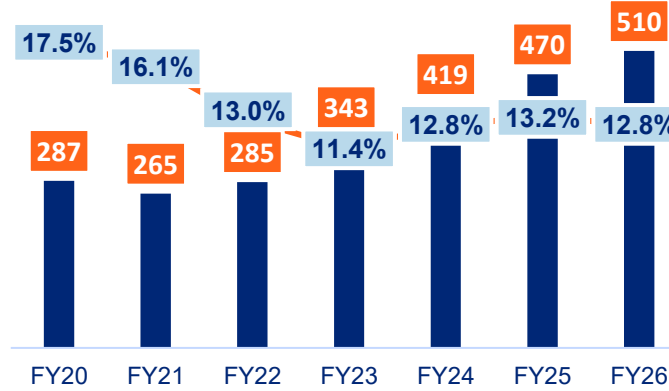
Standalone- Financial Highlights

Operational Revenue (Rs Cr.)



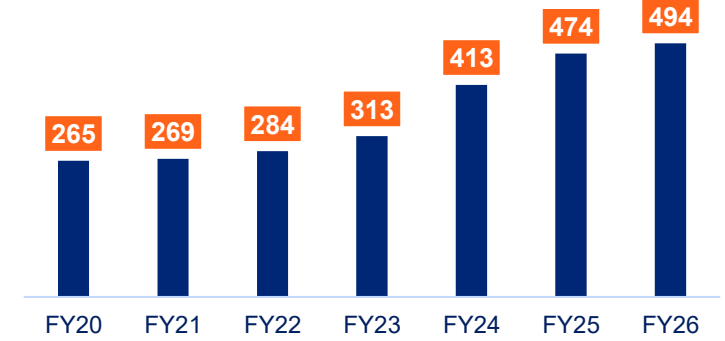
4 Yr CAGR Growth **+16%**
17 Yr CAGR Growth **+14%**

EBITDA (Rs Cr.) & Margins %



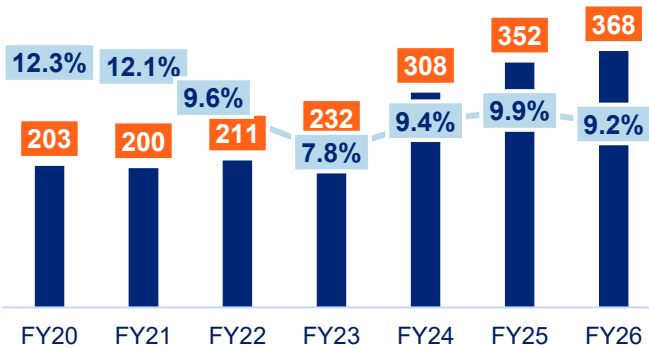
4 Yr CAGR Growth **+16%**
17 Yr CAGR Growth **+17%**

*PBT (Rs Cr.)

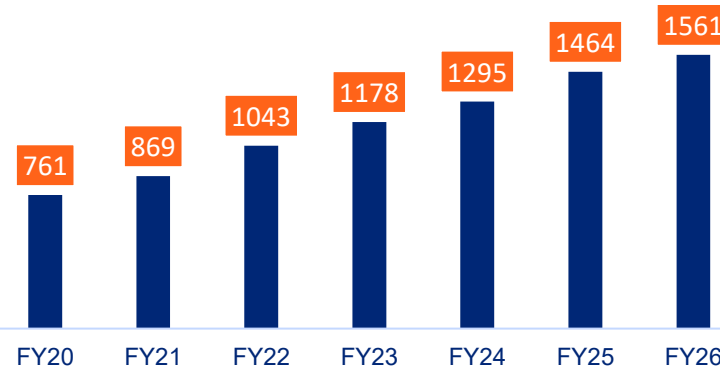


4 Yr CAGR Growth **+15%**
17 Yr CAGR Growth **+21%**

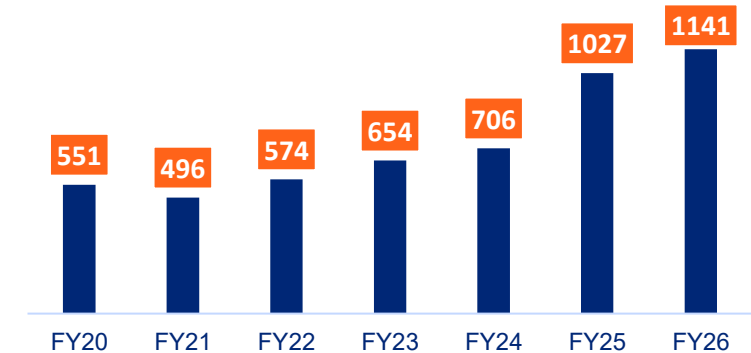
*PAT (Rs Cr.) & Margins %



Net Worth (Rs Cr.)



Cash & Bank Balances (Rs Cr.)



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)



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



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

Potential and Prospects

- 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.

- 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

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 FY26	=	65.18% Current Ownership
-------------------------------------	---------------------------------------	---	------------------------------------	---	------------------------------------

Strengthening Presence

- ✓ Continued to strengthen its leadership in the Bus OEMs
- ✓ Expanding across CPOs, Construction OEMs, dealerships, housing societies, 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
- ✓ Tirex New Capacity –to be operational in Q3 FY27
- ✓ 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



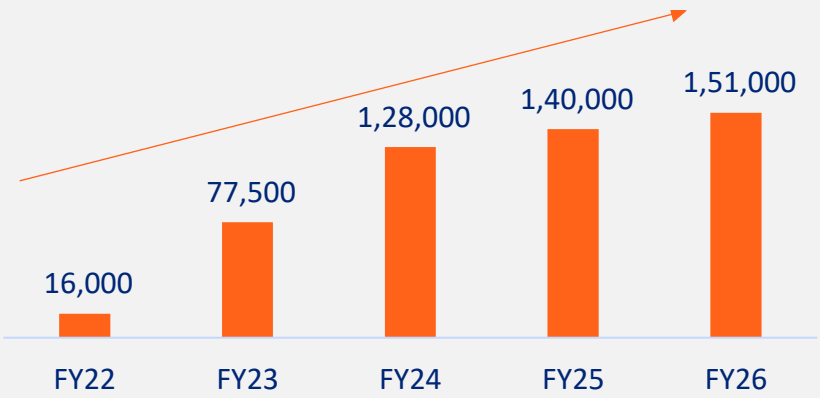
AdBlue® - Eco friendly / Urea based solution

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

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

Multi-fold growth in volume (KL)



Our Growth Strategy

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



Key Features

Consumable product

Complying with BS – VI standards

Reduces NOx emissions

High purity protects PCR systems

Licenses & Certifications

VDA QMC
Qualitäts Management Center
im Verband der Automobilindustrie

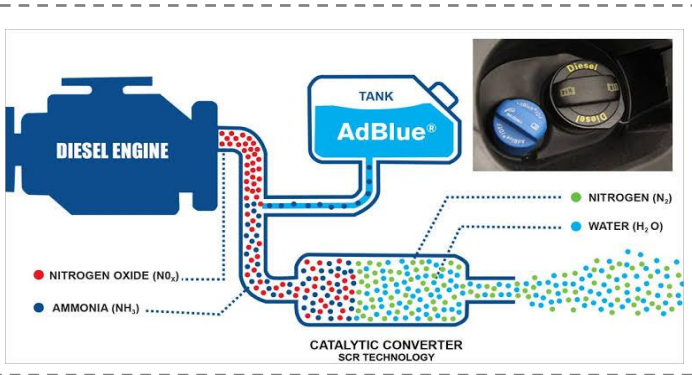
OEM
ORIGINAL EQUIPMENT MANUFACTURER

ISO
International Organization for Standardization

ASTM Round Robin

HABL
Hindustan Automotive Laboratories

How does it work



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



Commands 2-3% market share in replacement market

- 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

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



Gulf Oil Lubricants India Ltd
Ms. Ekta Srivastava – Investor Relations
& Corporate Communications
Email: ekta.srivastava@gulfoil.co.in

Adfactors PR Pvt. Ltd.
Mr. Snighter Albuquerque
Email: snighter.a@adfactorspr.com

Website: <https://india.gulfoilltd.com>
 Instagram- <https://www.instagram.com/gulfoil.india/>
 LinkedIn - <https://in.linkedin.com/company/gulf-oil-lubricants-india-ltd>
 YouTube - https://www.youtube.com/@gulfoil_india
 Facebook - <https://www.facebook.com>

