

28 May 2026

To

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra East, Mumbai – 400
051

Scrip Code: 500870

Scrip Symbol: CASTROLIND

Dear Sir/Madam,

Sub.: Analyst / Investor Meet - Presentation

Pursuant to Regulation 30 read with Para A Part A of Schedule III to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our communication dated 25 May 2026, informing the Exchanges about Castrol India Limited's participation at the 360 ONE Capital (B&K) 16th Annual Investor Conference - Trinity India 2026" scheduled on 29 May 2026, we hereby enclose the presentation to be made at the aforesaid meeting.

The presentation will also be made available on the website of the Company on the following link:

https://www.castrol.com/en_in/india/home/investors/intimation-to-share-holders.html.

Kindly take the same on record.

Thank You.

Yours faithfully,

For **Castrol India Limited**

Hemangi Ghag

Company Secretary & Compliance Officer

Encl.: As above

Registered address:

Castrol India Limited

CIN: L23200MH1979PLC021359

Technopolis Knowledge Park, Mahakali Caves Road, Andheri (East), Mumbai – 400093

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Castrol India Limited

1Q FY26 Investor Presentation

Disclaimer:

This Release / Communication, except for the historical information, may also contain statements indicating projected performance or results. These statements are based on certain expectations & assumptions, which are dependent on external economic, market, supply chain, geo-political, legal and policy factors, which factors may vary from time to time. Consequently, the expectations and assumptions will be reassessed, revised and/or released in a suitable manner, if warranted. The data is stated on as is basis as on 31 March 2026.



Castrol: 127-year young 'global' organisation

Land

Sea

Air

Space

7K+

Employees powering legacy and loyalty

>160
Countries where Castrol markets products

200M+
Customer touchpoints

7
Technology centres

23
Blending plants

1st

Lubricant company to power space expedition

Castrol in India

India's most trusted lubricant brand

115+

Years in India

40+

Years as listed entity

630+

Employees

04

Regional offices

03

Plants

01

Tech center

14

Depots & DC (Hubs)

#1

Market share across automotive categories

90+

OEM customers

~150K

Retail outlets

~43K

Rural outlets

~34K

Independent bike workshop

700K

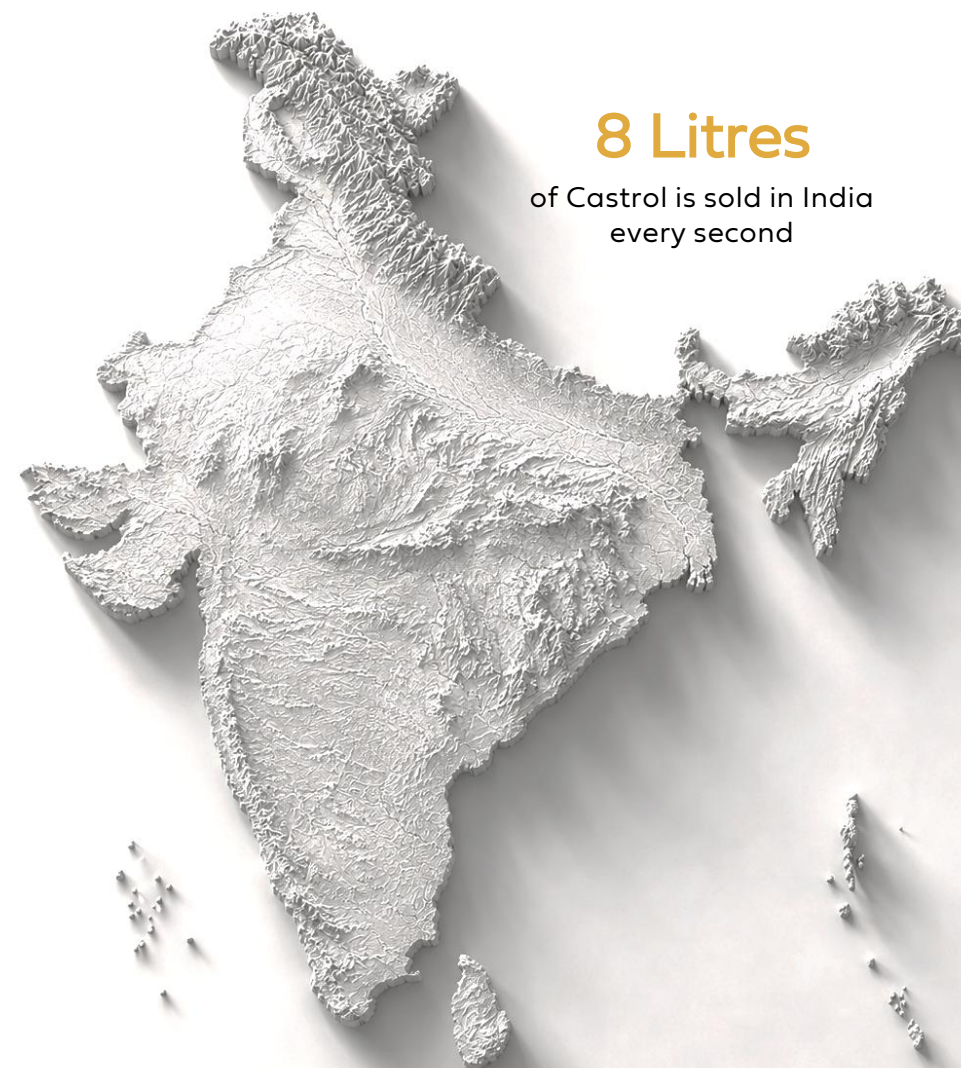
Mechanics

23

Chemical management sites

8 Litres

of Castrol is sold in India every second



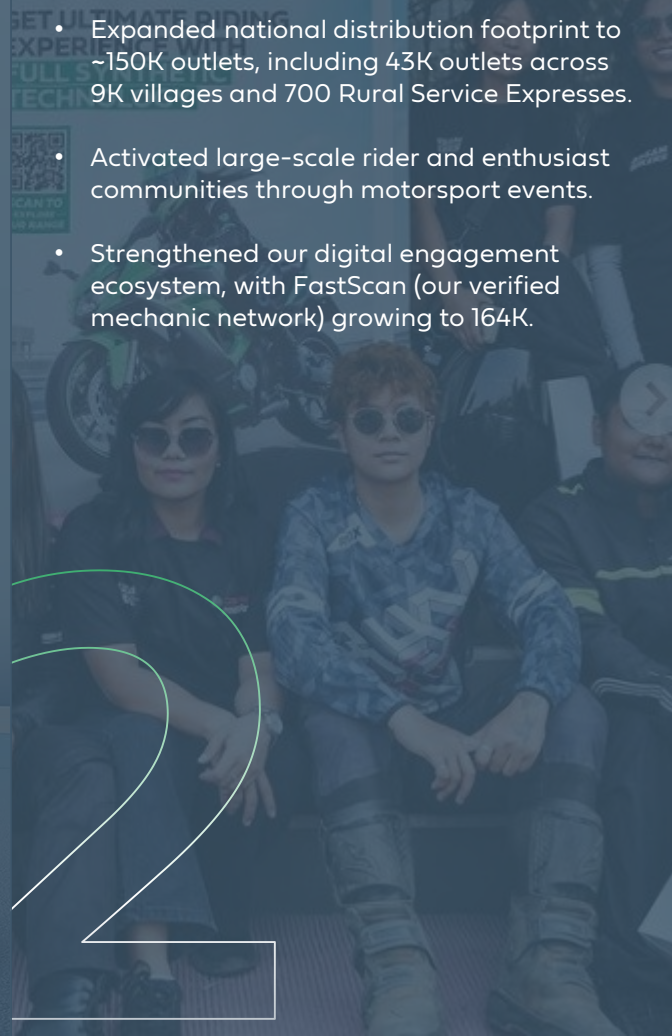
Product launches & innovation

- Strengthened Auto Care portfolio with new launches in mechanical-care and aesthetic-care range.
- Expansion in step outs with a stronger service portfolio.
- Expanded our industrial portfolio to strengthen presence in high-growth sectors localised products.



Marketing & sales channel development initiatives

- Expanded national distribution footprint to ~150K outlets, including 43K outlets across 9K villages and 700 Rural Service Expresses.
- Activated large-scale rider and enthusiast communities through motorsport events.
- Strengthened our digital engagement ecosystem, with FastScan (our verified mechanic network) growing to 164K.

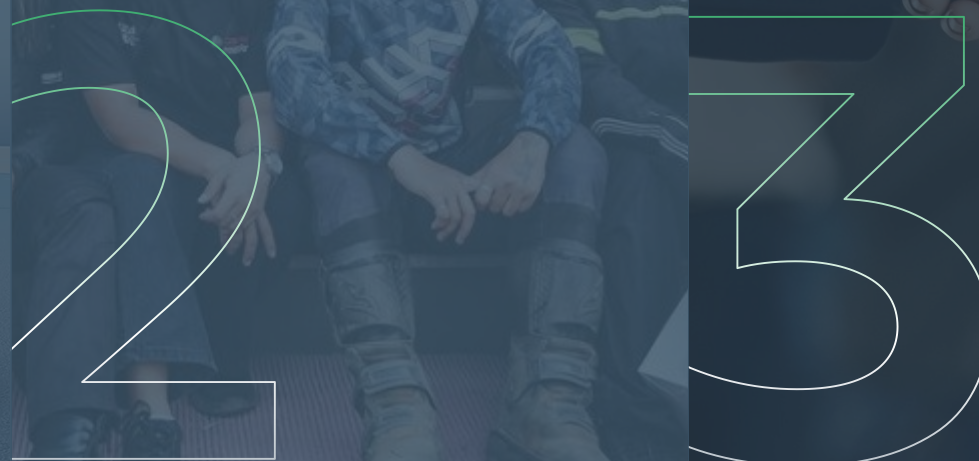


Strategic developments

- bp announced sale of ~65% stake in Castrol to Stonepeak.
- The transaction is still underway, and all updates will be communicated as and when they happen.
- Castrol India remains in the middle of execution of our growth plan.



Key updates





Company overview



Global brand, local roots

Pre-independence to 1950: Foundation

1899: Launched C.C. Wakefield & Co.

1909: Wakefield registered lubricant under brand name 'Castrol'

1910: Introduced C.C. Wakefield's automobile lubricants in India

1926: Featured on Mumbai's first motorised BEST bus

1960 to 1999:

Expansion and manufacturing

1963: Paharpur plant inaugurated

1979: Indian branch became 'Indrol Lubricants & Specialties'

1983: Indrol went public with 40% equity held by Castrol UK

1990: Castrol India Limited formed

2000 to present:

Innovation and localisation

2000: bp acquired Castrol UK

2009: Launched CSR initiative – Castrol Eklavya

2022: PCR (Post-Consumer Recycled) packs introduced in India

2023: Invested in ki Mobility Solutions to create a co-branded services network

2024: State-of-the-art technology centre inaugurated at Patalganga

2025: Introduced India's first-of-its-kind engine oil with re-refined base oil

Board of Directors: Global governance standards, deep local experience



Over 200 years of collective experience across the automobile, FMCG, logistics, and finance sectors, providing strategic oversight and governance stewardship to the organisation.

1 **Mr. Rakesh Makhija**
Chairperson
Last held position: President, AB SKF

2 **Ms. Sangeeta Talwar**
Independent Director
Last held position: President (South Asia), Tata Global Beverages

3 **Ms. Satyavati Berera**
Independent Director
Last held position: COO, PwC India

4 **Mr. Kartikeya Dube**
Nominee Director
& Chairman, bp India, Senior Vice President bp group



5 **Ms. Nisha Trivedi**
Nominee Director, Castrol India & VP Finance Control, Castrol (global)

6 **Mr. Saugata Basuray**
Wholetime Director and Interim CEO, Castrol India

7 **Ms. Mrinalini Srinivasan**
Wholetime Director & CFO, Castrol India

Management team

Over two-and-a-half centuries of collective experience across the automobile, FMCG, logistics, pharma, and finance sectors.



1. Siddharth Shetty

Managing Counsel

Work experience: 29 years

2. Priyanka Ghosh

Vice President - Industrial Sales

Work experience: 20 years

3. Mayank Pandey

Vice President - B2C Sales

Work experience: 30 years

4. Chikita Sobti

Head - Communications

Work experience: 21 years

5. Kaushik Vedula

Vice President - Marketing

Work experience: 22 years

6. Maria P Valles

Vice President - People & Culture

Work experience: 34 years

7. Rajesh Madathingal

Head - Technology

Work experience: 24 years

8. Mrinalini Srinivasan

Wholetime Director and

Chief Financial Officer

Work experience: 19 years

9. Jyoti Prakash

Vice President - Supply Chain

Work experience: 23 years

10. Anoop Jindal

Vice President - Customer

Excellence & Operations

Work experience: 27 years

11. Saugata Basuray

Wholetime Director

and Interim CEO

Work experience: 27 years



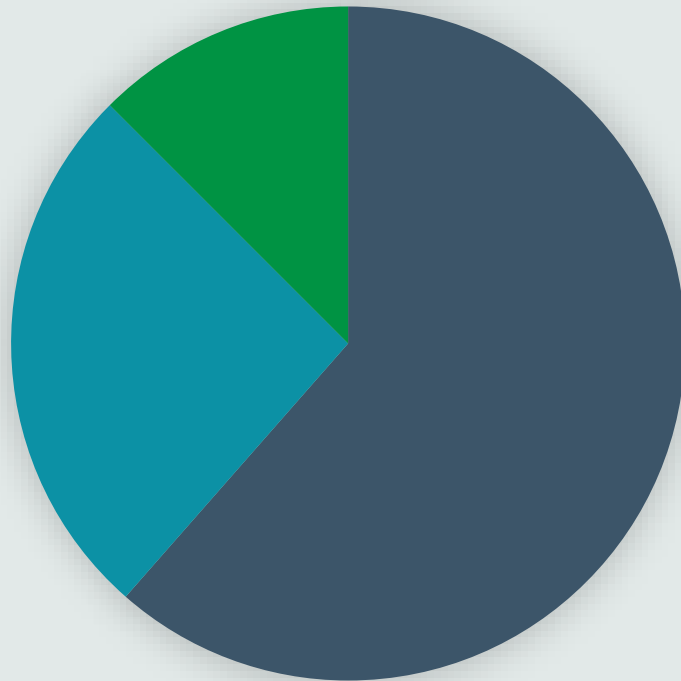
Business Overview

1Q 2026 highlights



Segment contribution in lubes

1Q 2026



>8%

Average growth in volume sold vs 1Q 2025

- Consumer
- OEM & Fleet
- Industrial

The chart shows combined (end consumer + OEM) volume contribution of each business segment.

Step out sectors

100K+

Auto care units sold

94%

Growth in demand vs 1Q 2025



India is changing



A new era of mobility...energy...expectations.

Evolving market

Growth in passenger vehicle sales driven by rising SUV adoption in urban markets and increasing pre-owned car consumption in *rurban* markets



Rural contributes to growth in two-wheeler sales

Digitisation and digital literacy is shaping consumer choice



Expansion of India's manufacturing sector driving industrial demand growth

Large-scale investments in roads, construction, and logistics are driving demand in building, construction and fleets segments



Greater push for sustainability in operations across industries

Vectors for growth



Personal mobility



23 cars every 100 household in urban areas

5 car every 100 household in rural

64 bikes every 100 household in urban

60 bikes every 100 household in rural

- 90%+ Indian households do not own a car
- Urban car-owning households average 1.6 vehicles, signaling multi-car growth
- Urban four-wheeler penetration at just 16%
- Rural four-wheeler penetration at only 5%

- Rural India leads in two-wheeler household ownership
- 129M households without a two-wheeler
- Two-wheelers to make up 70% of all vehicles by 2050

Commercial vehicle



~1.5 lakh km*
highways

71 km*
Constructed everyday

12 Mn
CV parc (March 2026)

- India's infrastructure buildout is strengthening long-term demand drivers for commercial vehicles and freight movement

Industrial



Valued at
\$1.7 trillion*
(7.26% CAGR till 2031)

- Manufacturing is contributing ~25% to India's GDP.
- Expanding manufacturing activity continues to strengthen industrial demand.

Please note:
India has 342 million households

Our response – Onward. Upward. Forward.



Keeping the world moving

Onward

Powering growth in mobility

- Innovation-driven portfolio
- Network expansion



Upward

Boosting industrial performance

- Focus on step out sectors
- CMS to deliver value to customers.



Forward

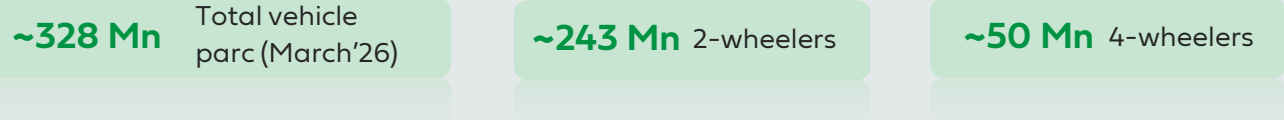
Diversifying for the future

- Autocare range
- Services
- EV-ready fluids
- Data centre cooling solutions

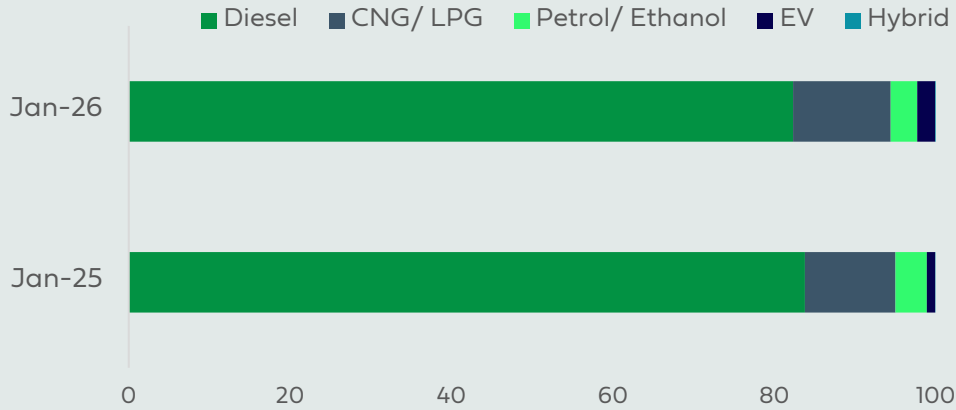
Multiple pathways to low-energy systems



Landscape

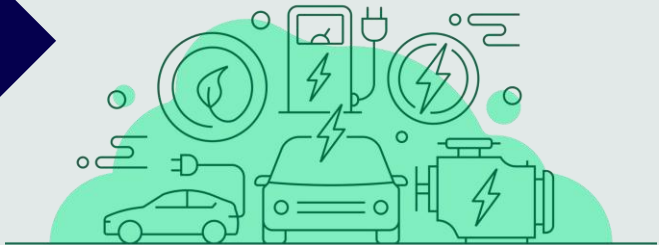


Current scenario **



In future

Multiple drivers for move towards low-energy in mobility



- More efficient ICE engines
- Hybrids
- CNG/ LPG
- EVs
- Plug-in hybrid
- Biogas
- H2 ICE
- Flex fuels

How is Castrol participating?



Advanced lubricants for engine and transmission



Aiming to capture 10% share in core hydrogen markets



Lubricant for flex fuel and hybrid vehicles



EV fluids for e-motors, transmission, batteries



Re-refined base oil solutions for sustainability

*PIB | Year end review
 ** FADA
 Automobile landscape taken from IBEF

Industrial solutions for Viksit Bharat



Growth landscape



Cement
8%



Steel
7%

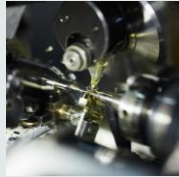


Automotive
8%



Machinery
10%

How is Castrol participating?



Advanced products
to fight friction, corrosion and wear as the application demands.



Product localisation
to better meet consumer demands across coolants, cleaners, chain oils, gear oils and greases.



Chemical Management Services
for unique end-to-end service where we manage all aspects of lubricants and fluids for our customers.



Smart Control
Gives real-time measurement of fluid parameters to automate tasks

Our rural go-to-market



One country, many Indias

Landscape

~6.40 lakh

Villages in India

~20K

Feeder villages in India

Demand drivers



Ownership is under-indexed, thus growth is driven by more disposable income and people moving to personal mobility.



Rural landscape has the largest emerging market in terms of FTU.



Transition from public transport to personal mobility.



More value conscious as vehicle is directly associated to livelihood.



Consumers are increasing using digital media to engage with and discover brands

How is Castrol participating?



A service first offer for rural markets with
~700 Rural Service Express



Product accessibility through
1100+ distributors



Distinct product offering for different needs

Extensive portfolio to meet all customer needs



Mobility solutions

A portfolio that delivers reliable engine performance, protection, and efficiency across diverse operating conditions.



2-Wheelers



Cars & SUVs



Commercial vehicles



Portfolio for step-outs



Industrial lubricants & fluids

The portfolio supports industries such as steel, automotive, textile, and energy.



Electric vehicles

Range of high-quality lubricants, including EV greases.



Cooling & digital infrastructure

Single-phase immersion cooling fluids.



Rural Service Express

Mobile kiosks for quality vehicle maintenance.



Rider care



Auto care portfolio

Assortment of futuristic solutions for vehicle maintenance

Aesthetic care



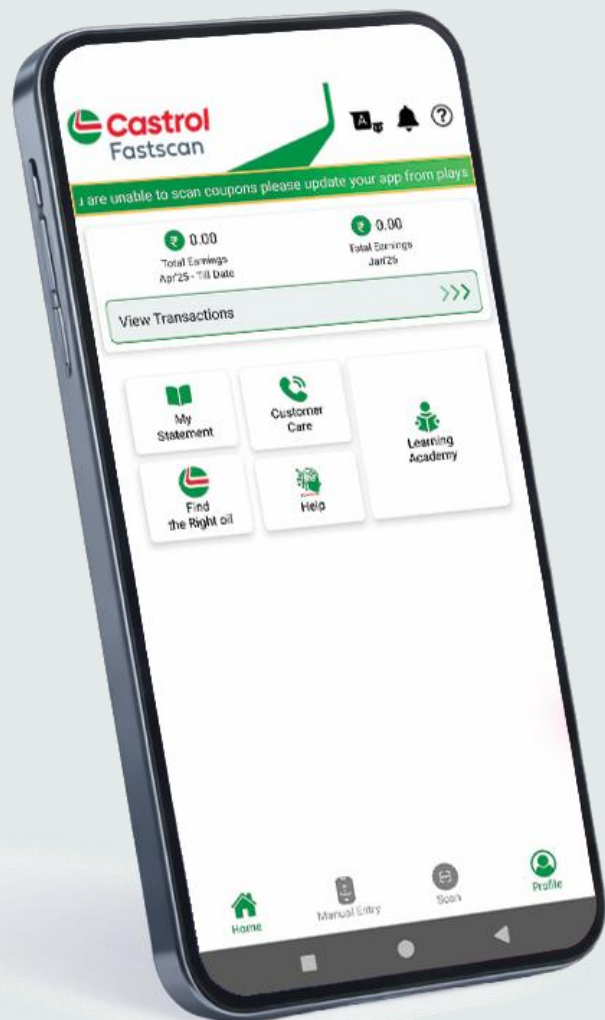
Mechanical care



Appearance and chain care



Digital stack: Insight-led decision making, faster execution



Interactive platform
for mechanics &
retailers

1.5 lakh+ scans/day



Distributor
management
system



Solution for
rural sub-
distributors



Workshop
booking app for
consumers to
avail car services



Digital
processing of
customer claims



Digital order
collection enabling
distributors to
capture demand,
clocking in 15K+
sales calls/ day

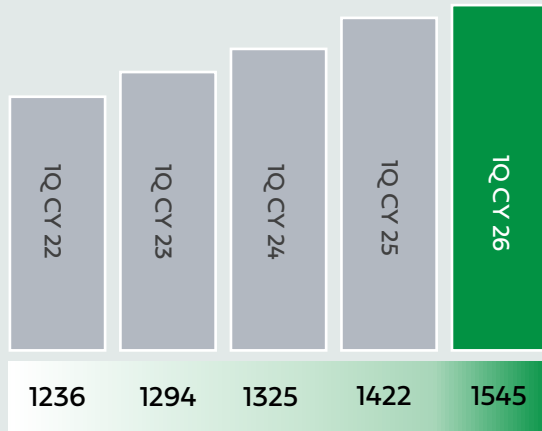


Financial Highlights

Financial highlights



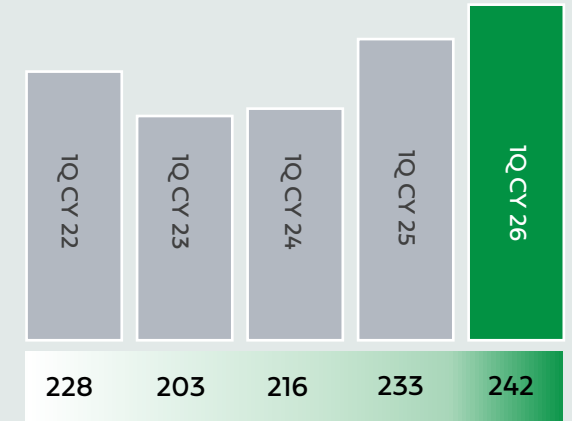
1Q trend (Jan – March)



Revenue from operations
In Crore

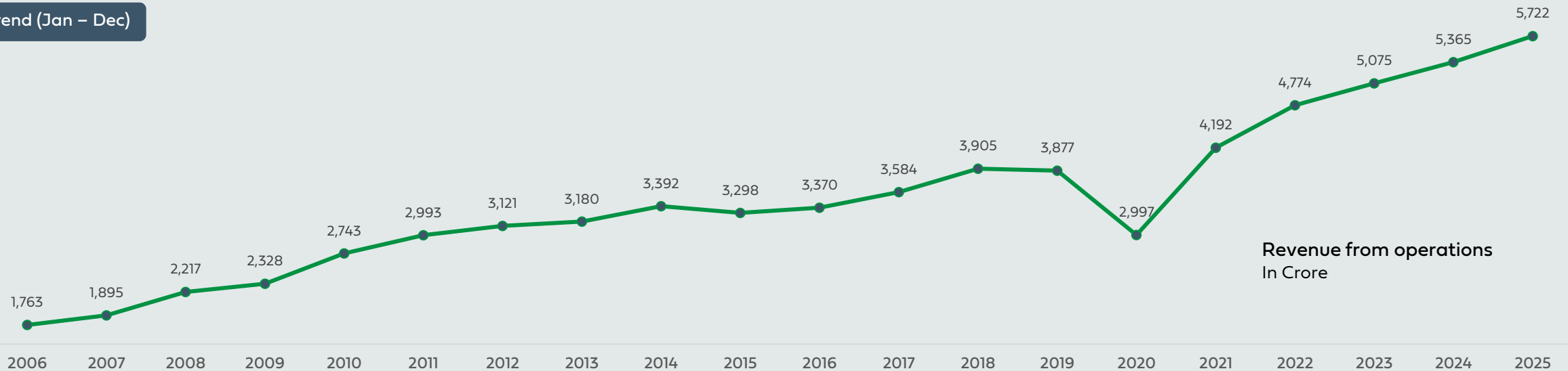


EBITDA*
In Crore



PAT
In Crore

Yearly trend (Jan – Dec)



Revenue from operations
In Crore

*EBITDA is excluding Other Income



In summary

In summary

Growth drivers



Rural India emerging as a key growth driver for personal mobility



Growth in commercial vehicles is driving investment in infrastructure and road construction



Premiumisation in urban mobility led by SUVs and premium cars



Manufacturing and infrastructure growth driving industrial demand

Capabilities that support



Best-in-class brand powered by innovation



Global capabilities and localised product development



Best-in-class distribution, now targeting the next 50K outlets.



7L mechanics to drive trials at scale using our digital stacks



Beyond business

Positively impacting communities around us



Castrol Sarathi Mitra

Aimed at trucker's wellbeing and training. Includes awareness of welfare schemes, healthy living, and financial empowerment.

~ 300,000

truck drivers trained since 2017



Castrol Eklavya

Upskilling independent mechanics to ensure their long-term sustenance.

~ 290,000

mechanics trained since 2009



Castrol Ujwal Kal

Empowering communities around our plants through education, and skill development

~ 10,000

community members impacted



Two Wheels, One Life

Dedicated to saving lives and fostering a culture of safety on our roads.

~ 95,000

youth participation since 2015



Thank You