



Quality Endurance Passion

GULF OIL LUBRICANTS INDIA LIMITED

IN Centre, 49/50, M.I.D.C., 12th Road,
Andheri (E), Mumbai-400093, Maharashtra, INDIA
Tel: +91 22 6648 7777 • Fax: +91 22 2824 8232
Email: secretarial@gulfoil.co.in • Web: www.gulfoilindia.com
CIN No. L23203MH2008PLC267060

Press Release - Highlights for Q3 & Nine Months Ended December 31'2015

- For Immediate Publication

Highlights :

- QoQ PAT grew by 43.5% to Rs. 26.2 crores.
- QoQ Net Revenues up by 9.1% to Rs. 260.2 crores.
- QoQ EBIDTA up by 26.2% to Rs. 41.5 crores.
- 9 month PAT grew by 26.3% to Rs. 70.3 crores.
- Interim Dividend declared of Rs. 3 per equity share (i.e. 150% on FV of Rs 2 each)

Mumbai, February 09, 2016: Gulf Oil Lubricants India Limited, a Hinduja Group Company, listed on NSE and BSE has reported today its financial results for the 3rd quarter and nine months ended December 31, 2015. Key highlights are as under:

(Rs. in Crores)

	Q-3 FY-15-16	Q-3 FY-14-15	Growth%	9 Months ended December 31, 2015	9 Months ended December 31, 2014	Growth%
Sales (Gross)	299.0	272.2	9.8%	853.1	813.0	4.9%
Net Revenue	260.2	238.6	9.1%	739.5	703.7	5.1%
EBITDA	41.5	32.9	26.2%	114.8	95.1	20.8%
PBT	40.2	27.6	45.7%	107.4	82.6	30.0%
PAT	26.2	18.2	43.5%	70.3	55.7	26.3%
EPS (Basic) Rs.	5.28	3.68		14.18	11.23	

During the quarter, the Company has achieved a gross turnover of Rs.299.0 crores and Profit after tax of Rs. 26.2 crores. The Company has achieved a quarter on quarter growth of 9.1% in its Net Revenues at Rs. 260.2 crores as compared to previous year December quarter, when it was Rs. 238.6 crores.

The Company has been able to enhance its volume & revenue growth trends significantly higher than market growth rates during the quarter and for the nine month period ended December 31, 2015.

Profit after Tax has grown by 43.5% for quarter ended December 31, 2015 as compared to previous year December quarter, Company's EBIDTA has shown a healthy growth of approx. 26.2% QoQ for the Quarter compared to previous year same period. Company's EBIDTA margins expanded further to approx. 16%, a 40 bps sequential improvement over Q2 and around 220 bps improvement for the quarter over previous year December quarter.

The Board of Directors at their meeting held on February 09, 2016 declared an interim dividend of Rs. 3 per equity share (i.e. 150% on face value of Rs. 2 per equity share). The interim dividend shall be paid to those shareholders whose names would appear in the Register of Members on the record date i.e. February 19, 2016.

Continuing its focus on personal mobility segment, Gulf recently launched new range of synthetic offering for Passenger Car Motor Oil (PCMO) segment under a new brand 'Gulf Ultrasynth X'. The product with stronger customer value proposition was launched by company's brand ambassador Mr. Mahendra Singh Dhoni & is received well by the market. In the two wheeler segment, the company



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continued its mega ad blitz on multiple media channels, communicating proposition of “Insta Pick-up”. It is also well poised to take benefit of the growing scooter segment with successful launch & retail placement of its dedicated scooter product. To increase consumer-engagement and to boost the reach of the two-wheeler blitz that went on air, an innovative digital campaign too was launched that received an excellent response.

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

NSE Scrip symbol: GULFOILLUB

Visit : www.gulfoilindia.com or

Contact: **Mr. Vinayak Joshi** - Company Secretary,

Gulf Oil Lubricants India Limited, Mumbai

at +91-22-6648-7777 Email: vinayak.joshi@gulfoil.co.in

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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