



***MOVING  
TOWARDS  
A GREENER  
FUTURE***



01-12



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▼▼ At SAVITA, we believe the new direction and goal is undoubtedly green. In line with this new direction, we have launched world-class products which are environment-friendly. We have re-launched SAVSOL lubricant brand with a range of engine oils that not only deliver enhanced vehicle performance, but importantly, are sensitive to the environment. SAVSOL high-quality lubricants exceed performance standards as well as emission norms. SAVSOL clearly outlines our new differentiated product proposition philosophy. As India's only carbon-positive petroleum specialty oil company, we are wholeheartedly committed and responsible to a greener future.▼



For more details, please visit:  
**[www.savita.com](http://www.savita.com)**

# **CORPORATE INFORMATION**

## **Board of Directors**

Mr. G. N. Mehra  
*Chairman and Managing Director*

Mr. C. V. Alexander  
*Whole-time Director*

Mr. S. M. Dixit  
*CFO & Whole-time Director w.e.f. 29-09-2017*

Mr. S. G. Mehra  
*Whole-time Director w.e.f. 29-09-2017*

Mrs. M. C. Dalal  
*Independent Director*

Mr. N. B. Karpe  
*Independent Director*

Ms. S. G. Mehra  
*Non-Executive Director w.e.f. 01-01-2018*

Mr. H. A. Nagpal  
*Independent Director*

Mr. S. R. Pandit  
*Independent Director*

Mr. R. N. Pisharody  
*Independent Director w.e.f. 01-01-2018*

## **Company Secretary & Executive VP – Legal**

Mr. U. C. Rege

## **Bankers**

State Bank of India  
Citibank N. A.  
Corporation Bank  
DBS Bank Limited  
ICICI Bank Limited  
Standard Chartered Bank  
Union Bank of India

## **Auditors**

G. D. Apte & Co.  
Chartered Accountants  
Mumbai

## **Registered Office**

66/67, Nariman Bhavan,  
Nariman Point,  
Mumbai - 400 021  
Tel.: 91-22-6624 6200 / 6624 6228  
Fax: 91-22-2202 9364  
CIN: L24100MH1961PLC012066  
Website: [www.savita.com](http://www.savita.com)

## **Manufacturing Facilities**

17/17A, Thane-Belapur Road,  
Turbhe, Navi Mumbai - 400 703

Survey No. 10/2, Kharadpada,  
Post Naroli, Silvassa,  
Dadra and Nagar Haveli - 396 230

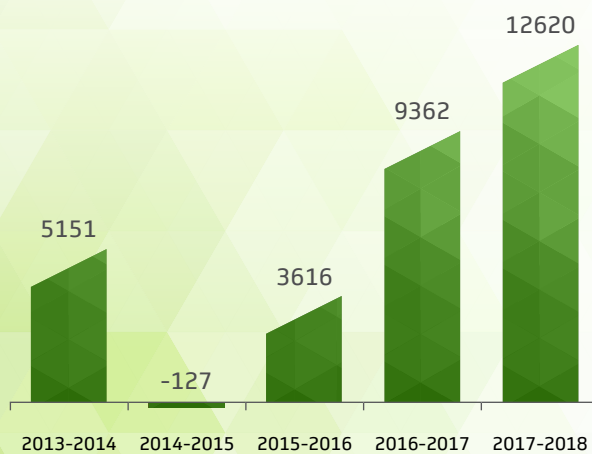
Survey No.140/1, Village Kuvapada,  
Silli, P.O. Kilwani, Silvassa,  
Dadra and Nagar Haveli - 396 230

## **Share Transfer Agent**

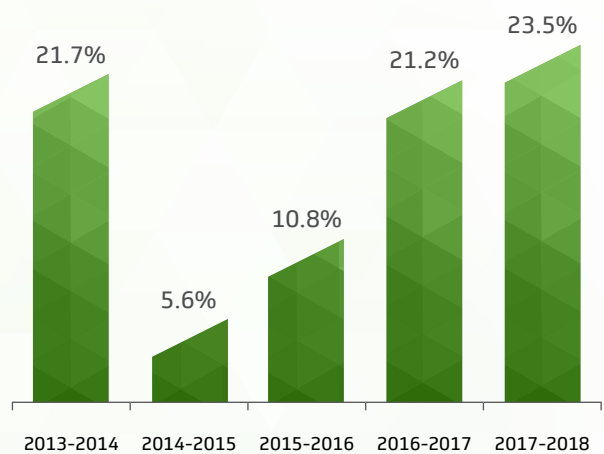
Link Intime India Pvt. Ltd.  
C-101, 247 Park,  
L. B. S. Marg, Vikhroli (West),  
Mumbai - 400 083  
Tel.: 91-22-4918 6000  
Fax: 91-22-4918 6060  
E-mail: [rnt.helpdesk@linkintime.co.in](mailto:rnt.helpdesk@linkintime.co.in)

# MAXIMISING SHAREHOLDER VALUE

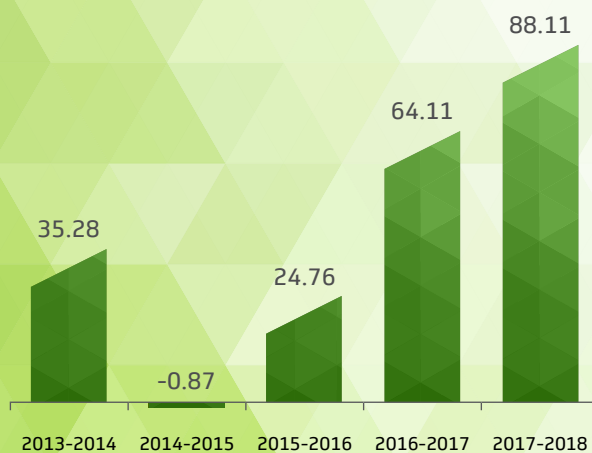
**Profit After Tax\*** (₹ in Lacs)



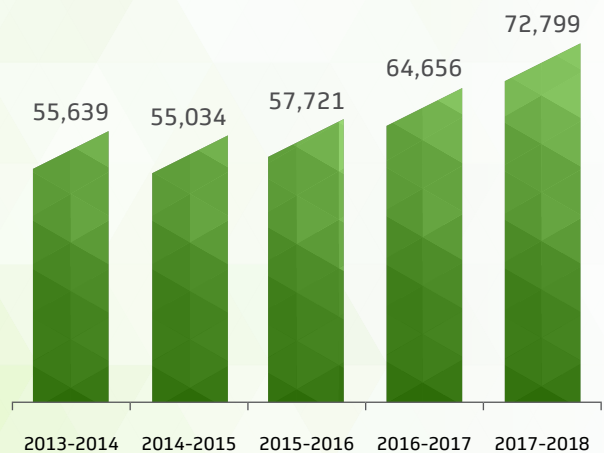
**Return On Average Capital Employed (ROACE)\***



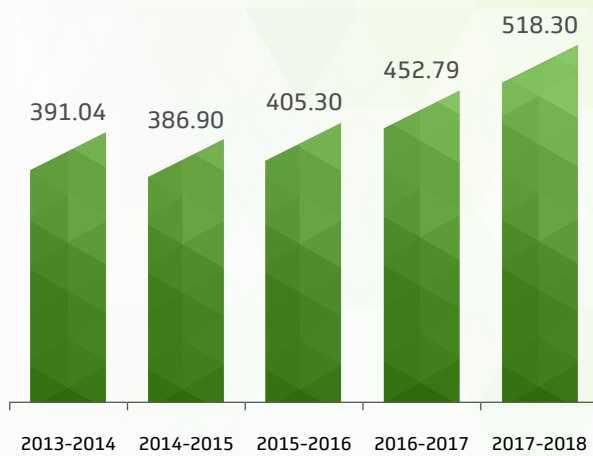
**Earnings Per Share (EPS)\*** (₹)



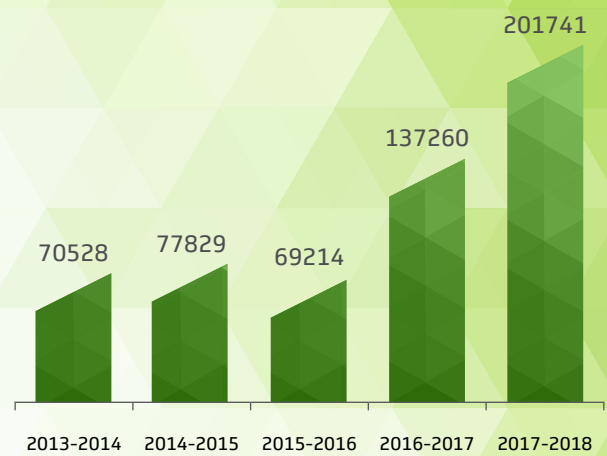
**Reserves and Surplus Growth** (₹ in Lacs)



## Book Value per Share (₹)



## Market Capitalisation (₹ in Lacs)



\* Excluding Exceptional Income

# KNOW US BETTER

- ▶ More than just another petroleum specialties manufacturer

**A symbol of trust and the only carbon-positive oil manufacturing company in India**

- ▶ More than just a company with a global footprint

**A recognised Indian brand with a prominent global presence selling our products in over 75 countries worldwide**

- ▶ More than just a company manufacturing routine products

**India's trusted specialty petroleum products manufacturer and one of the first Indian companies to have invested in renewable energy resources**

- ▶ More than just a company looking to enhance its market share

**A Company with innovative product offerings to participate in the global sustainable agenda**



## Who we are

Established in 1961 by the visionary N. K. Mehra, Savita Oil Technologies Limited (SAVITA or the "Company") is a home-grown specialty petroleum products company. We have strong passion for innovation and our R&D facility has played a pivotal role in enhancing our product portfolio. We have developed and manufactured for the first time in India a host of products including Liquid Paraffins, White Oils, Petroleum Jellies, Petroleum Sulphonates, Cable Filling Compounds, Microcrystalline Waxes, etc.

Our diversified product basket finds application in wide range of industries including Automotive, FMCG, Plastics, Pharmaceutical, Agriculture, Thermoplastic Rubbers, Refrigeration, Polymers, etc. Besides servicing a large B2B clientele, we also service retail clients with our branded lubricants, greases and coolants which are sold under the popular brand of SAVSOL.

Headquartered in Mumbai, India, our state-of-the-art manufacturing facilities are located in the state of Maharashtra and at Silvassa in the Union Territory of Dadra & Nagar Haveli.

## Our strong, deep-rooted and well spread distribution network in India is defined by







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Corporate Overview



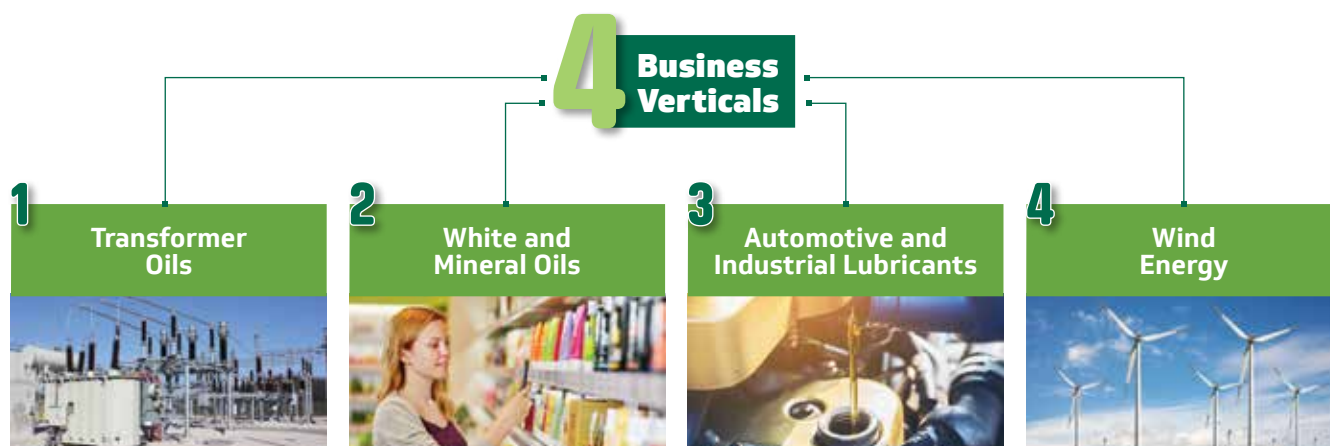
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## Our Vision

To create value for all stakeholders by developing a diversified portfolio that builds on our core competencies and to do so in an ethical and socially responsible manner.

## Our Core Values

**Integrity:** To be honest in all our dealings with colleagues, customers, suppliers, shareholders and all other stakeholders.

**Accountability:** To recognise and be conscious of our impact on the community in which we work in and to positively impact our environment and society.

**Performance driven:** To strive to deliver superior products in the most efficient and effective manner.

**Reliability:** To be responsive and proactive on meeting commitments, and to be responsible and accountable for the same.

**Continuous improvement:** To constantly adapt to customer needs and changing specifications and to improve current processes in order to maximise value.

**Simplicity and Humility:** To maintain a communicative and approachable attitude with all stakeholders and stay true to our belief 'Bonds build Businesses'.

**Green footprints - Wind Power:** With an installed capacity of 53.80 MW, the Company generates 90 million units of renewable power in a year.

ONLY CARBON-  
POSITIVE  
PETROLEUM  
SPECIALTY COMPANY  
IN INDIA

GENERATES  
90 MILLION UNITS OF  
POWER PER ANNUM.

OUR RENEWABLES  
CAPACITY DISPLACES  
MORE THAN 80,000  
TONNES OF CO<sub>2</sub> PER  
ANNUM.

## Where we are listed

Our shares are listed and traded on the BSE Limited (BSE) and The National Stock Exchange of India Limited (NSE) in India, with a market capitalisation of ₹ 2,017.41 crore as at 31st March, 2018.



## ***CHAIRMAN'S MESSAGE***

▼ Though “Make in India” is a slogan coined by the current Government in 2014, this has been a mission for our company since its very inception in 1961.▼







## Dear Shareholders,

The last Financial Year was a significant one for us, as we crossed an important milestone in our journey surpassing the sales volume of three lac KL (3,00,000 KL) making us one of the largest Specialty Oil and Lubricating Oil manufacturers in India. Globally in Transformer Oil, we are now the Fifth Largest manufacturer.

I am pleased to inform you that after two difficult years 2014-2015 and 2015-2016, we had a smart recovery in 2017-2018 with a significant increase in profit and also growth in all our product segments.

### Passion for Innovation:

Though “**Make in India**” is a slogan coined by the current Government in 2014, this has been a mission for our company since its very inception in 1961. Given our passion for innovation; we have pioneered and introduced for the first time in India more than 10 product categories that were hitherto imported and Made in India for the first time by our company.

Our strong R&D culture is the edge which sets us apart from our competition. Innovation is a second nature to us and continues to motivate and drive us in all that we strive to do. Producing world-class products alone is not enough for us. We aim to do it in a sustainable manner.

### Towards A Greener Future:

We were one of the first Indian companies to invest in Renewable Wind Energy and today are proud of the fact that we are the only **Carbon Positive Specialty Oil and Lubricating Oil Manufacturer in India**. Our R&D team is now focussed on developing a range of Lubricants that are greener and leave a lower carbon footprint than conventional mineral oil based lubricants.

We have recently re-launched our lubricant brand SAVSOL in a “**Greener Avatar**”. We have also significantly strengthened our lubricating oil marketing team with a view to enhancing our distribution network so that we may have our products available in every corner of the country.

### Best-in-Class Products and Manufacturing facilities:

We are also adopting the best Global Technologies in our manufacturing units and both our manufacturing units in Silvassa employ state-of-the-art technology with a view to increasing output in the most cost-effective manner. Our workforce is being continuously trained in the best manufacturing practices with a view to enhance productivity.

Given that most of the challenges related to the GST and Demonetisation are behind us, we see a strong growth for the Indian economy in the years ahead and are well poised to take advantage of this growth in all three of our product segments Transformer Oils, Lubricating Oils and White Oil.

### Acknowledgements:

We consider our employees as our most valuable resource and central to the success of our Company. I take this opportunity to thank our employees for their relentless hard work, dedication and teamwork. My sincere gratitude to all our external stakeholders, bankers, supply chain partners and all those who have been the strong pillars enabling our business to withstand the tough times and flourish in better times.

Last but not the least, I thank you dear Shareholders for your continued support which has enabled our Company to achieve a place of pride not just in the Indian economy but also in Asia. I look forward to your continued support in the years ahead to achieve new milestones of growth and profitability for your Company.

Best wishes

**Gautam N. Mehra**

*Chairman and Managing Director*

# **BOARD OF DIRECTORS**



► **Gautam N. Mehra**  
Chairman and Managing Director



► **C. V. Alexander**  
Whole-time Director



► **Suhas M. Dixit**  
CFO & Whole-time Director



► **Siddharth G. Mehra**  
Whole-time Director



► **Ninad B. Karpe**  
Independent Director