

Resilient.
Resolute.
Resourceful.

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Corporate Information

BOARD OF DIRECTORS

Mr. G. N. Mehra
Chairman and Managing Director

Mr. S. M. Dixit
CFO & Whole-time Director

Mr. S. G. Mehra
Whole-time Director

Mrs. M. C. Dalal
Independent Director

Mr. R. N. Pisharody
Independent Director

Mr. H. Sunder
Independent Director

Ms. S. G. Mehra
*Non-Executive Director
Up to 17-09-2019*

COMPANY SECRETARY & EXECUTIVE VP – LEGAL

Mr. U. C. Rege

BANKERS

State Bank of India
Bank of Baroda
Citibank N.A.
DBS Bank India Limited
ICICI Bank Limited
Kotak Mahindra Bank Limited
Standard Chartered Bank

AUDITORS

G. D. Apte & Co.
Chartered Accountants

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

MANUFACTURING FACILITIES

17/17A, Thane-Belapur
Road, Turbhe,
Navi Mumbai - 400 703
Survey No. 10/2,
Kharadpada, Post Naroli,
Silvassa, Dadra and
Nagar Haveli and Daman
and Diu - 396 230

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

Resilient. Resolute. Resourceful.

Standing the test of time requires people and organisations to be Resilient, Resolute as well as Resourceful. Organisations that successfully imbibe and embed these traits are ideally placed to serve stakeholders, customers, employees and communities in the long run. Over the five-plus decades, we have been resilient in overcoming different industry and demand conditions, we have been resolute in our pursuit of quality and service as well as resourceful in bringing new, innovative products to the markets.



Know Your Company

Savita Oil Technologies Limited (SAVITA) is a home-grown specialty petroleum products company established by the eminent late Mr. N. K. Mehra in 1961. Over the years, we have developed and launched a wide range of products including Transformer Oils, Liquid Paraffins, White Oils, Automotive and Industrial Lubricants, Coolants and Greases in India. We are a resourceful, innovation-driven company, and our

R&D facility plays a crucial role in developing innovative products and solutions.

We have a diverse product portfolio that is used in various industries including Power Generation and Distribution, Automotive, Thermoplastic Rubbers, FMCG, Plastics, Pharmaceutical, Agriculture, Refrigeration, Polymers, among others. Apart from a sizable B2B

business, we market our popular SAVSOL range of lubricants, greases and coolants to retail customers.

We are headquartered in Mumbai, and our world-class manufacturing facilities are located in the state of Maharashtra and at Silvassa in the Union Territory of Dadra and Nagar Haveli and Daman and Diu.

Our Business Verticals:



Transformer Oil



White and Mineral Oils



Automotive and Industrial Lubricants



Wind Energy

We are
Ranked No. 1 in the
'Lube Oil & Lubricants'
 category & overall
ranked No. 42 in Fortune
 India
'The Next 500'
 List

We export to
75 countries

Stock Points
43



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 Network

- **5,200+** Franchisee dealers/workshops
- **445** Distributors

OUR 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 that 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 environments and to improve current processes in order to maximise value.

Simplicity and Humility

To maintain a friendly attitude with all stakeholders and stay true to our belief 'Bonds build Businesses'.



Leveraging R&D

As one of the earliest private sector oil companies to set up a full-fledged laboratory, we have consistently leveraged our R&D strengths to formulate and launch innovative low carbon products that deliver more than mere utility. We also use our strong customer connect to leverage user data and insights to build our R&D efforts.

Sustaining a Positive Carbon Footprint

As a responsible corporate citizen, we have invested in Green Energy production. These investments have made us Asia's only petroleum specialty company to be carbon positive. Our Environmental Management System is ISO 14001:2015 certified.

Contributing to environmental betterment

GENERATES ABOUT
88 MILLION UNITS OF
WINDPOWER PER ANNUM

OUR RENEWABLE ENERGY PRODUCTION
CAPACITY DISPLACES MORE THAN
80,000 TONNES OF CO₂ PER ANNUM

Our windmills are located at 18 sites in the states of Maharashtra, Tamil Nadu and Karnataka. We have an installed capacity to produce 54.15 MW of wind-powered electricity.



Our Versatile Products



Transformer Oils

These oils are used as an insulating and cooling medium in distribution transformers, power transformers and instrumentation transformers.



White & Mineral Oils

We offer a range of highly refined speciality mineral oil-based products used in technical, consumer as well as pharmaceutical applications.

We also offer custom-formulated products for applications in industries like cosmetics, personal care, plastics, pharmaceutical, agriculture and food.



Automotive Oils

We offer Motorcycles and Scooter Engine Oils (4T and 2T), Passenger Car Motor Oils, Tractors and Farm Oils, Equipment Oils, Heavy-Duty Diesel Engine Oils, Gear Oils, Power Steering Fluids, Automatic Transmission Fluids, Greases and Coolants.



Industrial Oils

Our offerings in the Industrial range include Hydraulic Oils, Industrial Gear Oils, Refrigeration Compressor Oils, Quenching Oils, Thermic and Heat Exchange Oils, Greases, Metal Working Fluids.



New products launched



Chairman's Message

In these turbulent times which have tested many organisations, we, at SAVITA, are immensely proud of the *resilience, resolve and resourcefulness* of our team members.

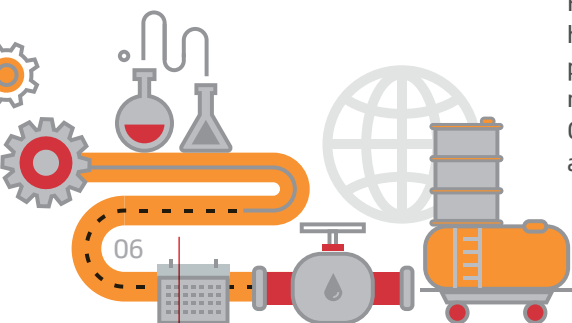


Dear Shareholders,

I write this message to you in very unusual circumstances under the shadow of the COVID-19 crisis. Virtually all of humankind alive today has never witnessed a pandemic of this magnitude given that the last major pandemic was the Spanish Flu in 1918, which was estimated to have affected one-third of the world's population and eventually claimed more than 50 million lives. With the Government of India having declared a complete lockdown towards the

end of March this year, the entire country came to a standstill with the exception of essential services. Economic activity took a body blow and millions in India were stranded with no jobs and no means to return home as state governments scrambled to put together makeshift isolation centers and ramp up healthcare facilities.

In these turbulent times which have tested many organisations, we,



at SAVITA, are immensely proud of the *resilience, resolve and resourcefulness* of our team members. Individually and collectively, we have demonstrated the character and strength needed to overcome the difficulties in our path and reconfigure to the new normal.

Resilience

Our Company, as did many others, faced unprecedented challenges. Given the nature of our supply chain, we had multiple ships carrying thousands of tons of oil scheduled to unload at Mumbai ports. With almost no service providers operational at the time of lockdown, unloading proved to be a daunting task that we had never envisaged before. However, with the unflinching resolve and determination of our teams, we were able to successfully discharge oil from all these ships and deliver to our plants and external storage tanks without any delay or harm to our suppliers and stakeholders.

The New Normal

Before this crisis, work from home was viewed with some degree of scepticism; however, that perspective is now changing. One amongst many of the lessons this pandemic has taught us is that depending on the nature of work, many tasks can be successfully carried out from a home environment as well. No doubt there is a blurring of personal and professional space and time, but one thing is for certain, post this pandemic, there will certainly be enhanced flexibility in the way organisations approach the concept of remote working.

Performance

Even before the outbreak of this pandemic, the Indian GDP growth rate had begun to fall quarter on quarter in FY 2019-20, and some sectors such as automotive and power felt the severe brunt of this slowdown. Given our diverse product mix, we still managed to claw back these losses and were on track to exceed last year's sales volumes. Had it not been for the complete lockdown, we would have been able to deliver growth for the third successive year.

With the support and permission of local authorities, our Company began operating its manufacturing plants towards the middle of May in a phased manner to fulfill our commitments in international markets that had begun to open up. By June, our plants were fully functional and we had a strong bounce back in sales with June sales approaching normalcy. On the back of a strong monsoon this year, we expect to put these challenges behind us and deliver a resurgent performance in the remaining nine months of the year.

Sustainability Initiatives

Sustainability remains a key theme of our corporate strategy going forward. This year, we launched a unique Motorcycle Engine Oil 'Savsol BioBoost' which incorporates high-performance molecules derived from plant-based sources. This allows the product to deliver higher biodegradability while exceeding the performance specification of the latest Bharat VI standards. We are the first Indian company to manufacture such a product indigenously. We have made efforts to directly take

this message to new-age consumers and bike enthusiasts who look for high performance yet sustainable products.

Acknowledgements

I would like to place on record my heartfelt appreciation to all our employees and service providers, many of whom went the extra mile in uncertain and challenging circumstances during the lockdown to fulfill their tasks and protect the Company's interests. The learning curve has been steeper this year than ever before and based on what I have witnessed from our teams in these unprecedented times, fills me with great belief and optimism that we will deliver another strong performance in the coming year.

I am also thankful to my colleagues on the Board for their valuable guidance and support. Last but not the least, I would like to thank all our shareholders who have continued to support us through these challenging times. With the unstinting support of all our stakeholders, I can assure we will emerge even stronger from this crisis.

Best wishes,

Gautam N. Mehra

Chairman and Managing Director

Board of Directors

Gautam N. Mehra*Chairman and Managing Director*

Gautam N. Mehra is a Chemical Engineer and an MBA from University of California (Berkeley). He has a total experience of nearly three decades in the industry. He has successfully led the core business of Petroleum Specialties of the Company to new heights year after year.

Suhas M. Dixit*CFO and Wholtime Director*

Suhas M. Dixit is a Member of the Institute of Chartered Accountants of India as well as a Member of the Institute of Cost Accountants of India. He has three decades of experience in the fields of Finance and Taxation. He is also the Chief Financial Officer of the Company.

Siddharth G. Mehra*Wholtime Director*

Siddharth G. Mehra is a Bachelor of Science in Technical Systems Management from University of Illinois. He also holds a Master's degree of Science in Management from London School of Economics and Political Science.

