



18th December, 2018

Stock Code: BSE- 501455
NSE- GREAVESCOT

The Secretary
BSE Limited
Corporate Relationship Department
2nd Floor, New Trading Wing
Rotunda Building, Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C /1, G Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051

Dear Sir/Madam,

Sub: Intimation of Schedule of Analyst/ Institutional Investor Meeting

We wish to inform you that pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the schedule of Analyst /Institutional Investor Meetings with the Company is as under:

| Date | Type of Interaction | Interaction with | Venue |
|---------------------------------|---------------------|---------------------------|--------|
| 18 th December, 2018 | One on One | Edelweiss Broking Limited | Mumbai |

Note: *The above schedule is subject to changes. Changes may happen due to exigencies on the part of investor's / Company.*

Also find attached the Presentation that will be shared with the above Analyst / Institutional Investors.

Kindly take the same on record.

Thanking You,

Yours faithfully,
For Greaves Cotton Limited


Atindra Basu
Head - Legal, Internal Audit
& Company Secretary

Encl. : a/a.

GREAVES COTTON LIMITED

www.greavescotton.com

Registered Office: 3rd Floor, Motilal Oswal Tower, Junction of Gokhale & Sayani Road, Prabhadevi, Mumbai 400 025, India
Tel: +91 22 62211700 Fax: +91 22 62211799 CIN: L99999MH1922PLC000987



Greaves Cotton Limited

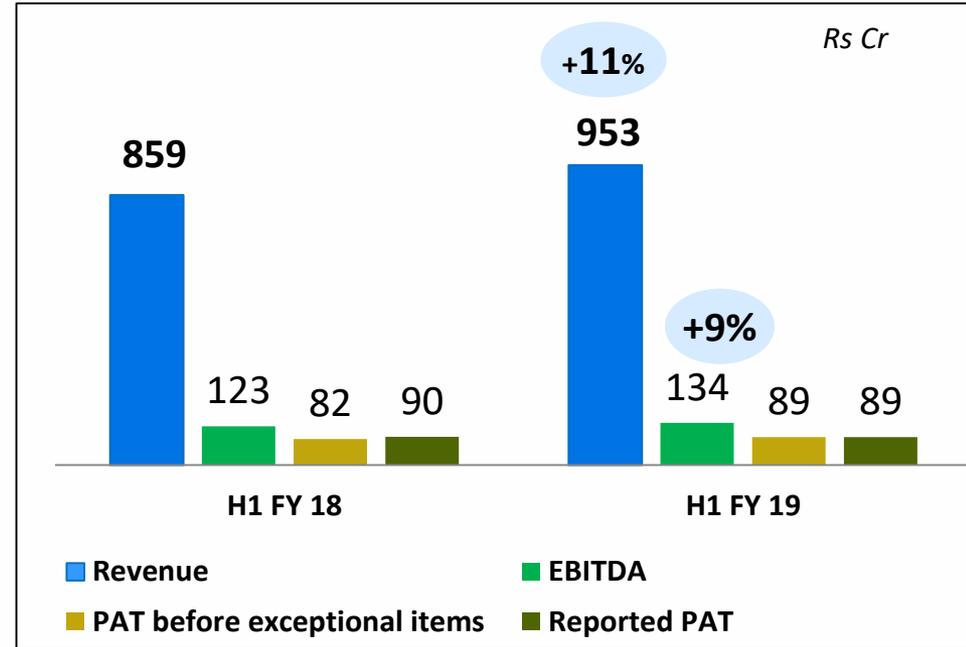
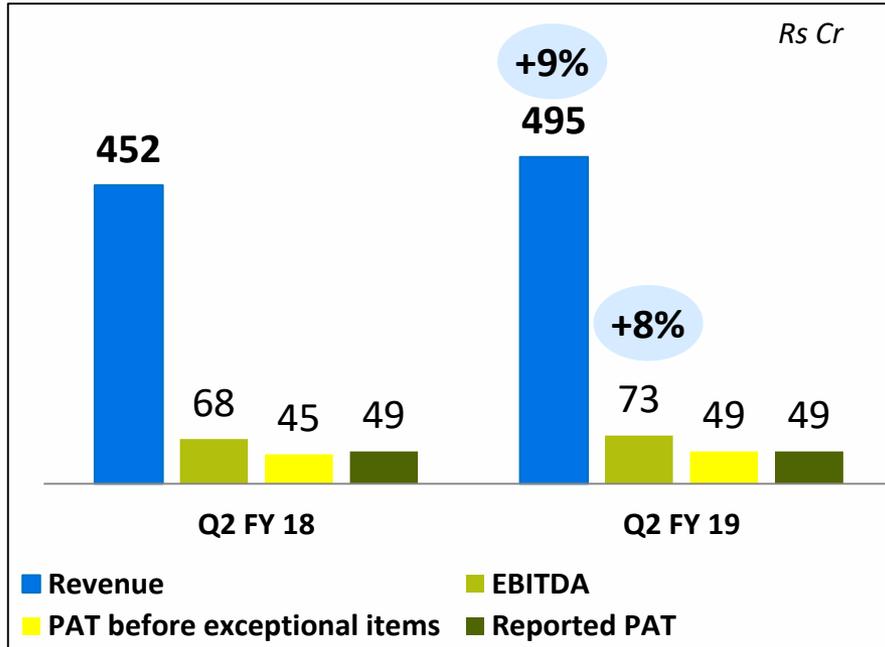
**Investor Presentation
Q2 and H1 FY19**

Disclaimer

- Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations.
- Actual results might differ materially from those either expressed or implied

Performance Q2 & H1 FY19

Financial Performance Snapshot



Key Highlights

- Q2 Revenue at Rs 495 Cr (+9% vs last year), H1 FY19 at Rs 953 cr (+11% YoY)
- All businesses showing good momentum and growth

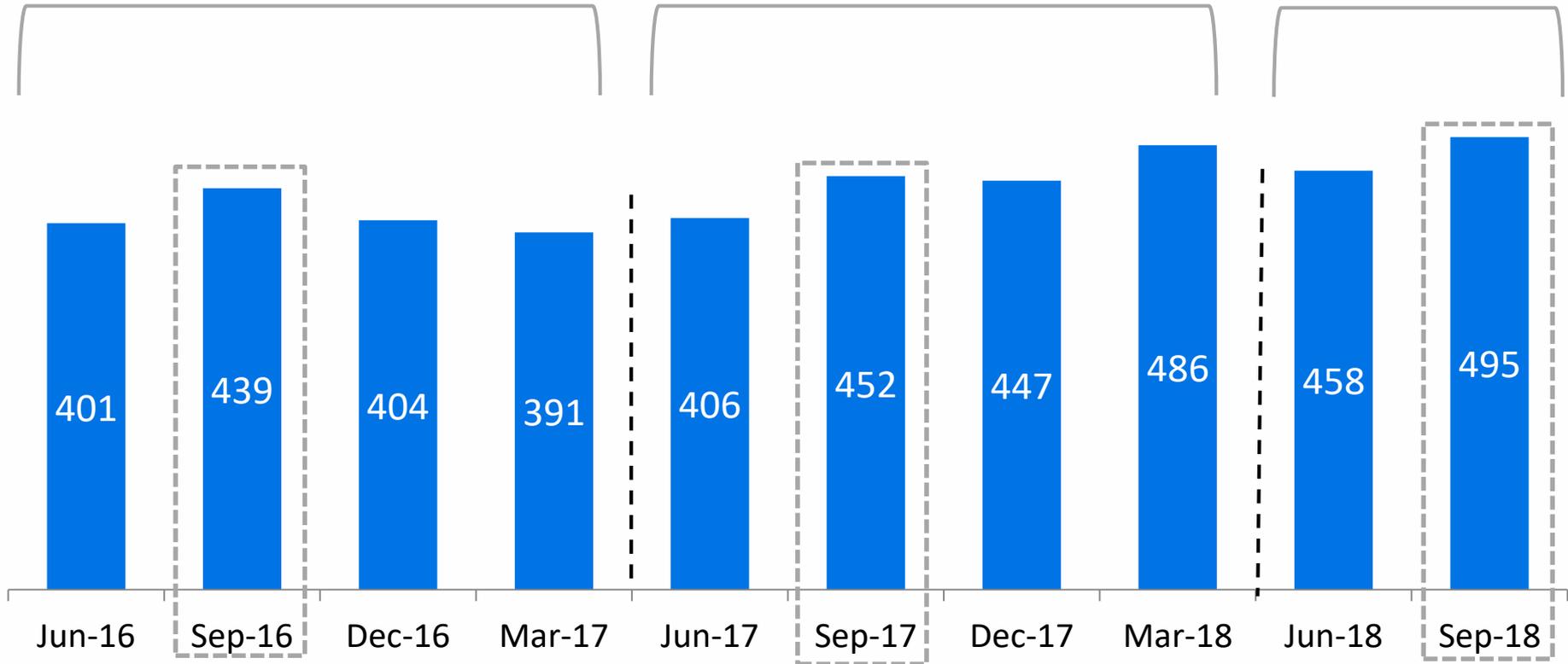
Revenues are GST comparable numbers

Quarterly Revenues (Rs Cr)

Quarterly Average
FY17 Rs 408 cr

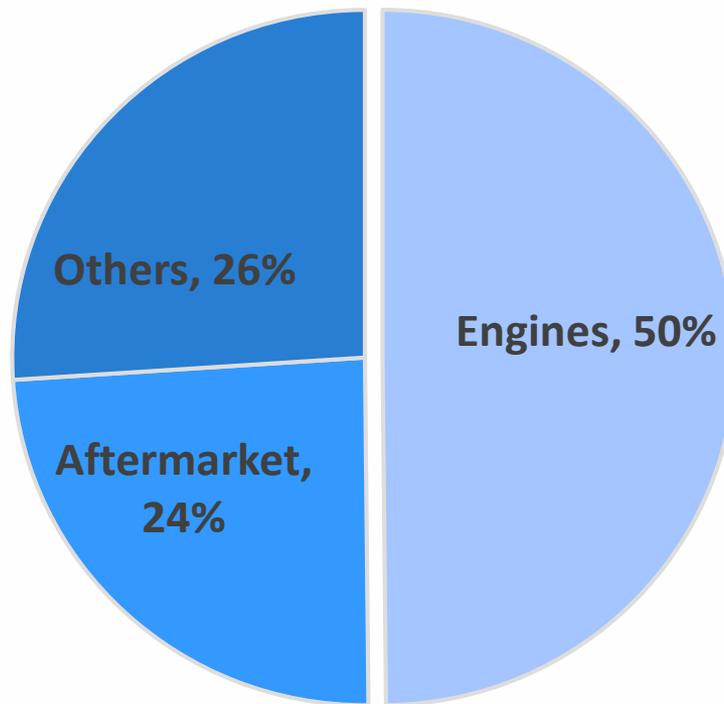
Quarterly Average
FY18 Rs 448 cr

Quarterly Average
FY19 Rs 477 cr



Revenues are GST comparable numbers

Revenue by Business (H1 FY19)



- Others includes Genset, Agri equipment and Trading

Financial Results

| Particulars (Rs Cr) | Q2 FY 18 | Q2 FY 19 | Growth % |
|--|--------------|--------------|-----------|
| Net Income from Operations | 452 | 495 | 9% |
| Material Consumed | 304 | 334 | |
| Employee Cost | 45 | 43 | |
| Others Expenses | 35 | 44 | |
| EBIDTA | 68 | 73 | 8% |
| EBIDTA Margin | 15.0% | 14.8% | |
| PBT before exceptional item | 65 | 72 | |
| PAT before exceptional item | 45 | 49 | 9% |
| Post tax exceptional (Expenses)/Income | 4 | 0 | |
| Profit for the year | 49 | 49 | |

- Effective Tax Rate at 31.5% (Q2 FY19) vs. 30.9% (Q2 FY18)

Financial Results



| Particulars (Rs Cr) | H1 FY 18 | H1 FY 19 | Growth % |
|--|--------------|--------------|------------|
| Net Income from Operations | 859 | 953 | 11% |
| Material Consumed | 576 | 644 | |
| Employee Cost | 87 | 90 | |
| Others Expenses | 73 | 85 | |
| EBIDTA | 123 | 134 | 9% |
| EBIDTA Margin | 14.3% | 14.1% | |
| PBT before exceptional item | 118 | 130 | |
| PAT before exceptional item | 82 | 89 | 9% |
| Post tax exceptional (Expenses)/Income | 8 | 0 | |
| Profit for the year | 90 | 89 | |

- Effective Tax Rate at 31.5% (H1 FY19) vs. 30.9% (H1 FY18)

Key Financial Metrics

Net working capital (Days)

43



Sep 17

21



Sep 18

EPS (Rs)

3.7



Sep 17

3.7



Sep 18

ROCE%

25%



Sep 17

26%



Sep 18

Fixed Asset turns

5.6



Sep 17

6.1

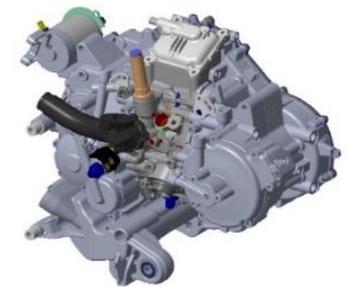


Sep 18

Business Update – Q2

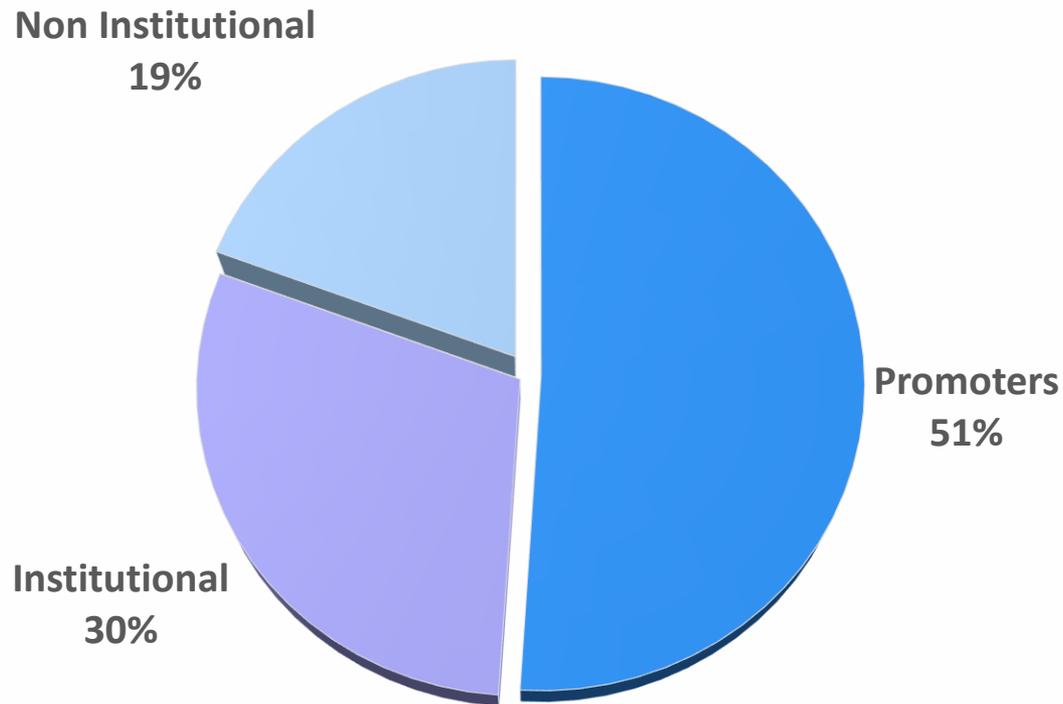


- BSVI Projects – Diesel, in-house CNG and Pinnacle CNG on track; alpha build completed
- Greaves Care ramped up to 100 stores across India
 - Customer footprint at 10,000+ per month
- Multi-brand 3W spares ramped up to 80% coverage of all 3W makes, retail distribution network at 5000 outlets pan India
- Ampere: acquisition of 67% stake completed, network and business ramp-up on track
- Farm: Power tiller sales grew 78% in H1, market share gain +6%
- Genset: Mega series (>500kVA) installations started



Share Holding Pattern

As on 30th Sep 2018



The Institutional holding increased by 3% in Q2 FY19

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