



8th August, 2019

Stock Code: BSE- 501455
NSE- GREAVESCOT

BSE Limited
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001

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

Dear Sir/Madam,

Sub: Investors Presentation

This is further to our letter dated 7th August, 2019 and Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation which will be shared with the investors. A copy of the said presentation is also being uploaded on the Company's website www.greavescotton.com.

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: Unit No. 701, 7th Floor, Tower 3, Equinox Business Park, LBS Marg, Kurla West, Mumbai 400 070, India
Tel: +91 22 62211700 Fax: +91 22 33812799 CIN: L99999MH1922PLC000987



Greaves Cotton Limited

Investor Presentation
Q1 FY20

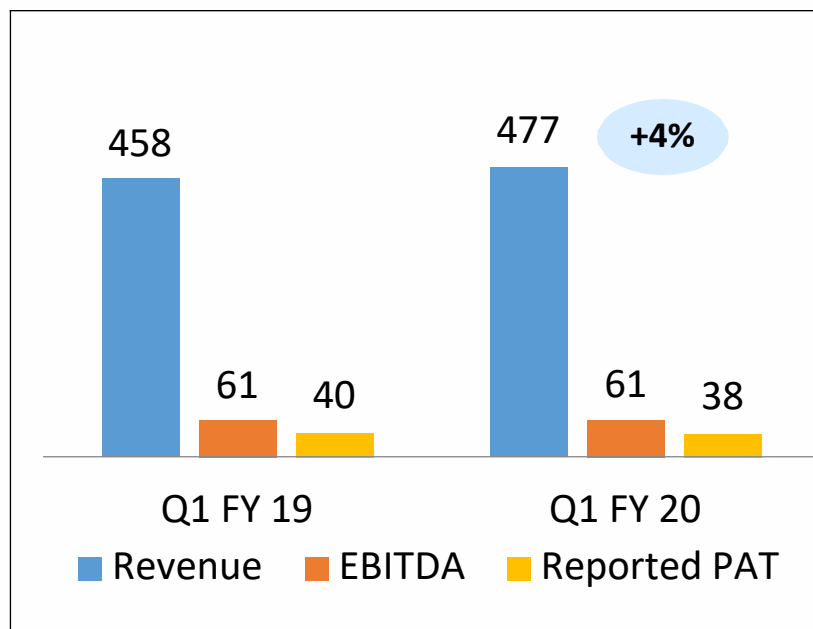
Disclaimer

- 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 Q1 FY20

Financial Performance Snapshot

Rs Cr



Revenue Growth (YoY)	Q1 FY 20
Engines	14%
Others	-6%
Greaves (Total)	4%

Rs Cr	Q1 FY 19	Q1 FY 20
Revenue	458	477
EBITDA	61	61
Reported PAT	40	38

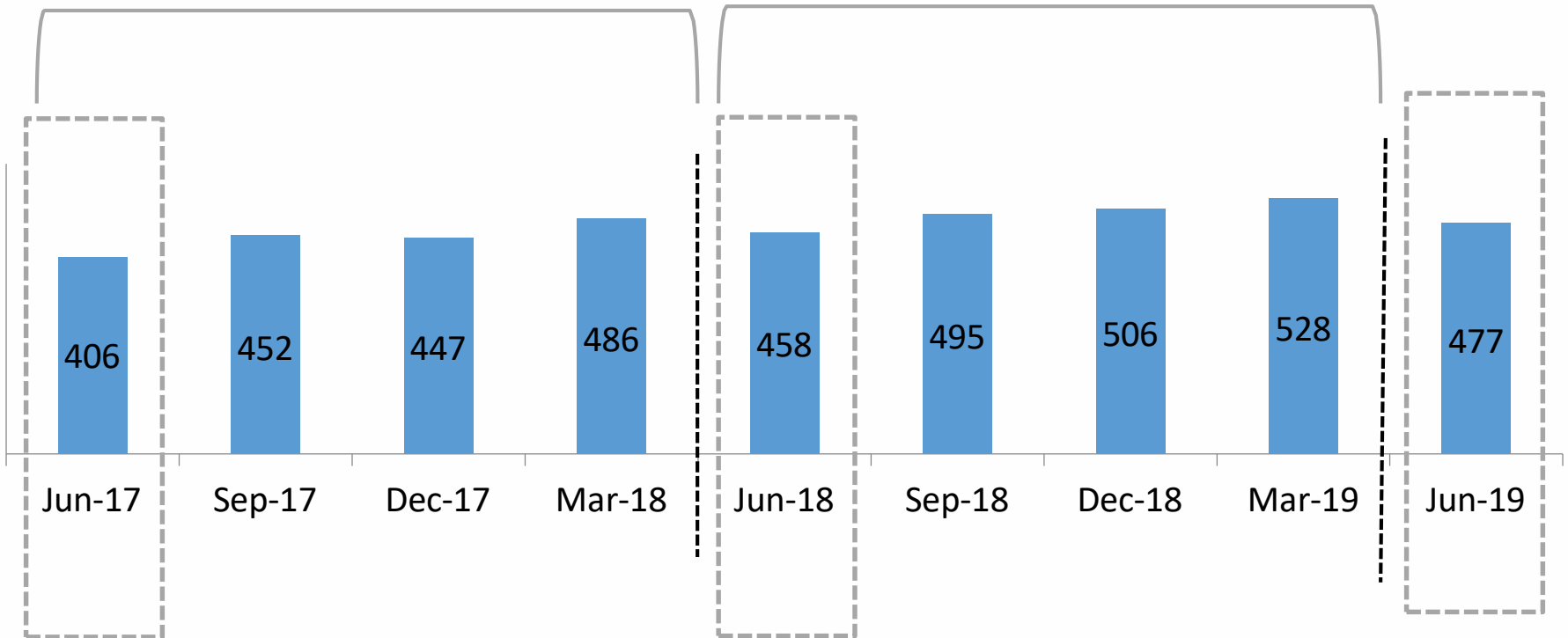
Key Highlights

- Q1 Revenue at Rs.477Cr (+4% vs last year)

Quarterly Revenues (Rs Cr)

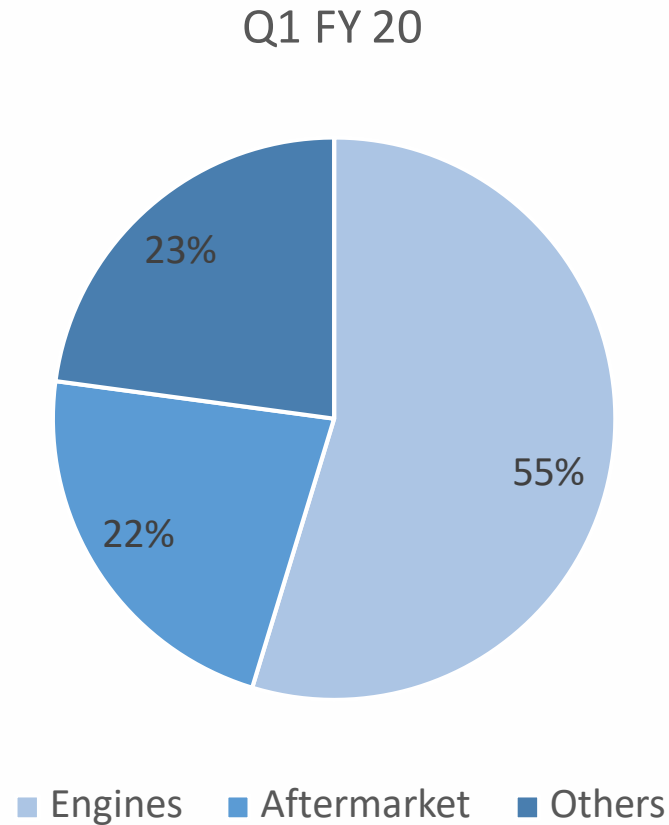
**Quarterly Average
FY18 Rs 448 cr**

**Quarterly Average
FY19 Rs 497 cr**



Revenues are GST comparable numbers

Revenue by Business (Q1 FY20)



- **Others includes Genset, Agri equipment and Trading**

Volumes by Business

Business	Q1 FY19	Q1 FY20
Engine		
3W	65419	65045
Others	9364	14642
Total Engine	74783	79687
Auxiliary Power		
Gensets	1092	1102
Total Auxiliary Power	1092	1102
Agri		
Pumpset	24085	18268
Power Tiller	1796	880
Other LAE	1748	1767
Total Agri	27629	20915
EMB		
e2W	2849	3578
Others	0	493
Total EMB	2849	4071

Financial Results

Particulars (Rs Cr)	Q1 FY 19	Q1 FY 20	Growth %
Net Income from Operations	458	477	4%
Material Consumed	309	324	
Employee Cost	47	46	
Others Expenses	41	46	
EBIDTA	61	61	1%
EBIDTA Margin	13.3%	12.8%	
PBT before exceptional item	58	56	
PAT before exceptional item	40	38	-4%
Post tax exceptional (Expenses)/Income	0	0	
Profit for the period	40	38	

- Effective Tax Rate at 31.6% (Q1 FY20) vs. 31.5% (Q1 FY19)

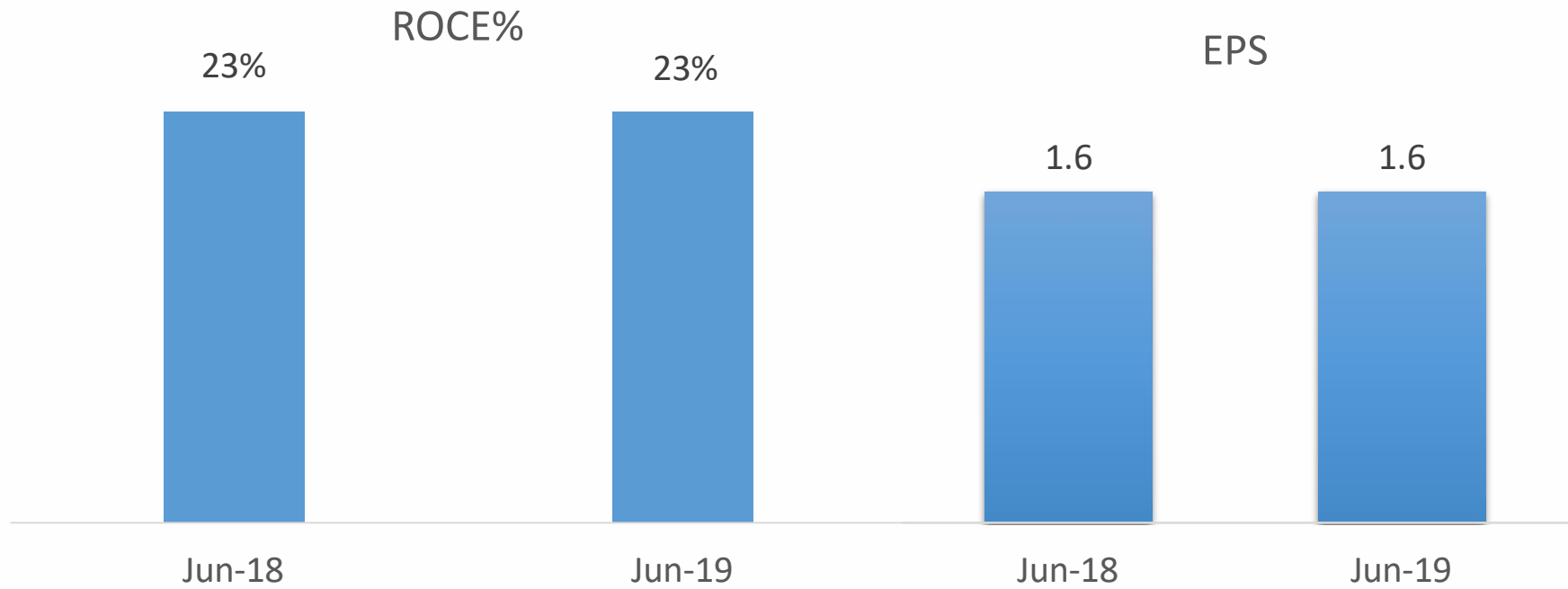
Profit & Loss – Ampere

Particulars (Rs Cr)	Q1 FY 20	FY 19
Net Revenue	15.3	53.6
RMC %	83.5%	82.0%
Expenses	5.4	12.1
EBIDTA	-2.9	-2.4
EBIDTA %	-19.6%	-4.4%
PAT	-3.8	-9.0

CFS PAT Reconciliation (Rs. Cr)	Q1 June 19	Q1 June 18
Greaves Cotton Limited	38.2	39.8
Greaves Leasing Finance Limited	0.1	0.1
Ampere Vehicles Private Limited	*(3.8)	-
Dee Greaves Limited	-	-
Total PAT	34.5	39.9

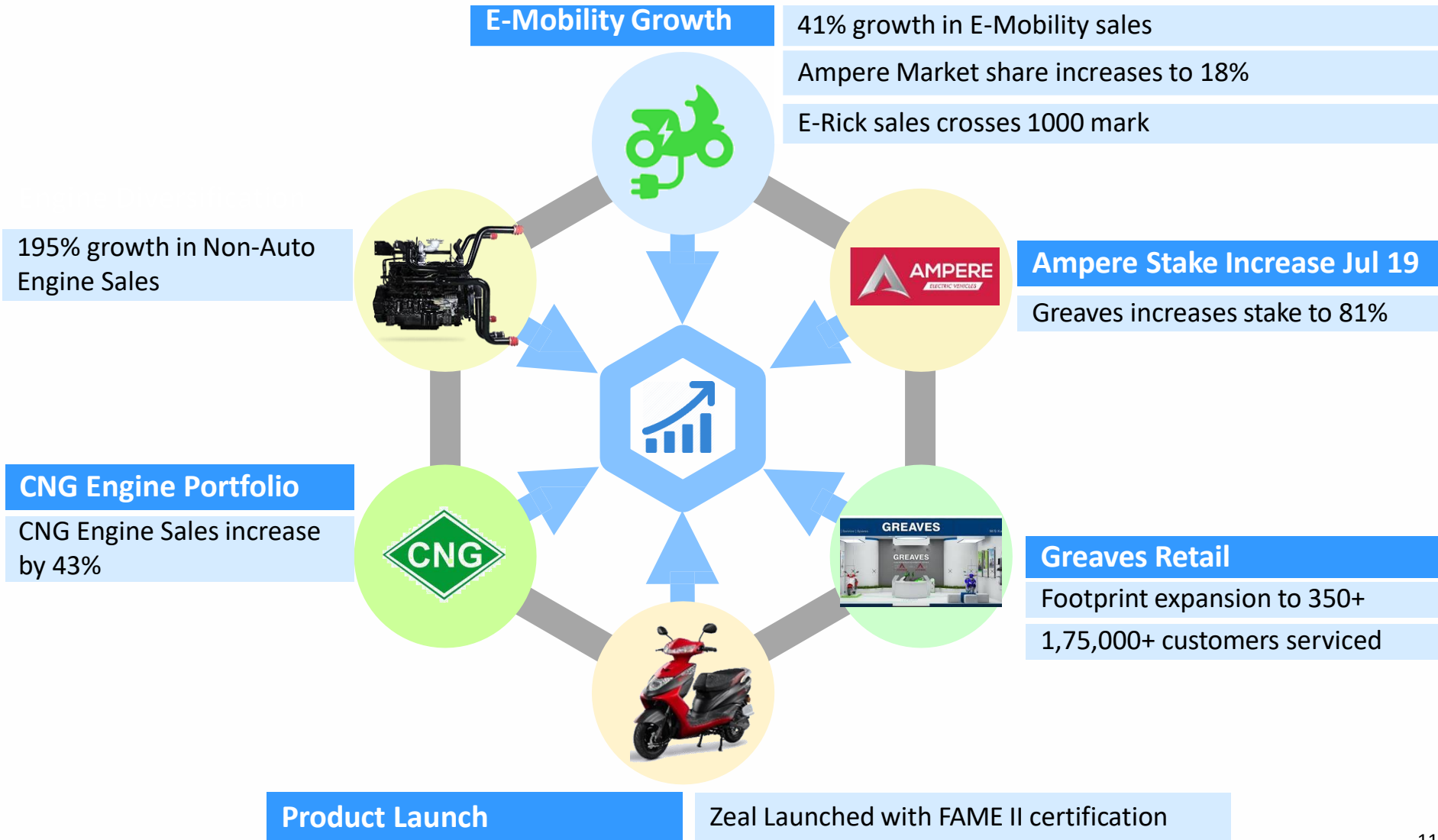
*Ampere Vehicles Private Limited	Rs. Cr
Book Profit Apr – June 19	(3.9)
Depreciation only on consolidation	(1.4)
Deferred Tax on consolidation	<u>1.5</u>
	<u>(3.8)</u>

Key Financial Metrics



Greaves Revenue Grows in 9th consecutive Quarter

Business Update – Q1



Greaves Retail Stores



Greaves Retail – Ambur

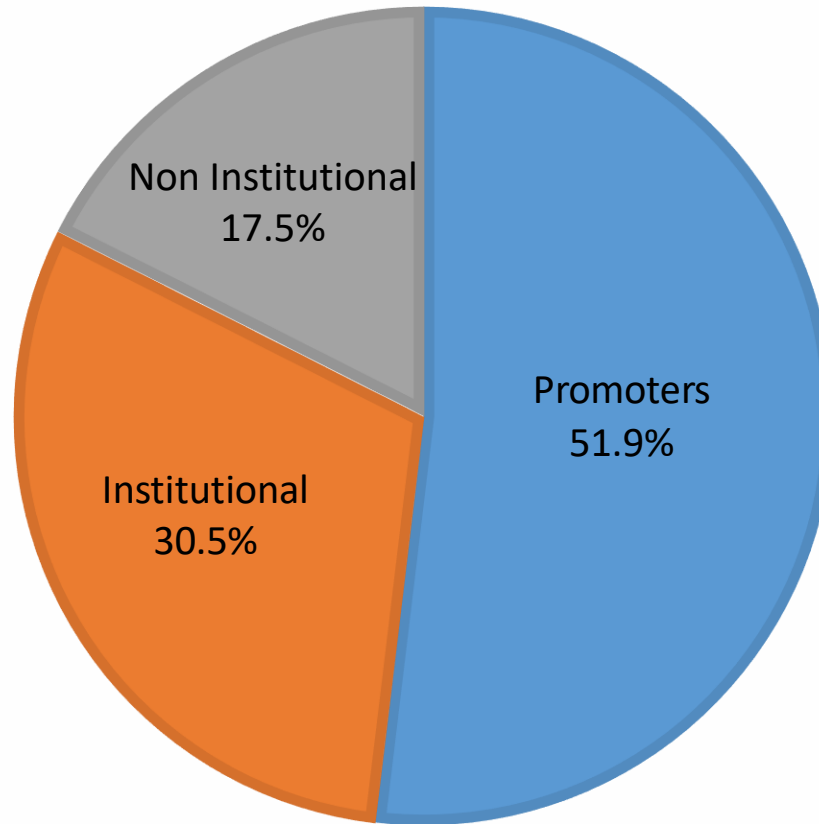


Greaves Retail – Loni



GCL Share Holding Pattern

AS ON 30TH JUNE 2019



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