



6th February, 2020

The Manager - Listing
BSE Limited
BSE Code: 501455

The Manager - Listing
National Stock Exchange of India Limited
NSE Code: GREAVESCOT

Dear Sir/Madam,

Sub: Investors Presentation

This is further to our letter dated 3rd February, 2020 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: L99999MH1922PLV000987

GREAVES

**WELCOME
INVESTOR MEET | FEB 2020**

Disclaimer

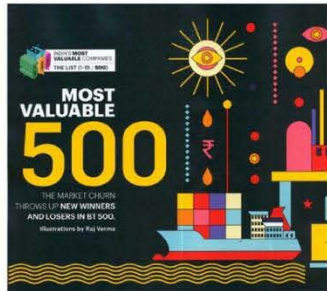
- Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations.
- Actual results might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

With 160 years of trust & legacy, Greaves is transforming, yet again !

Greaves is India's diversified Engineering Conglomerate



MAKING IN INDIA
SINCE DECADES



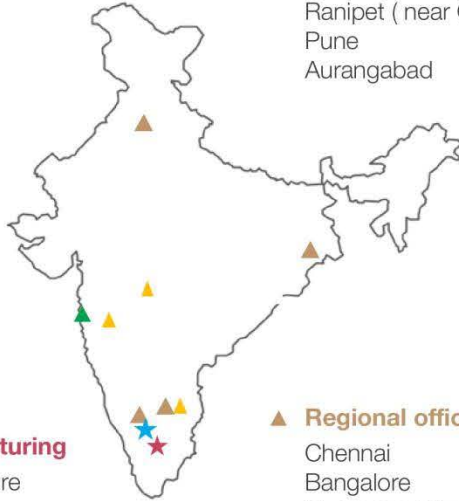
Greaves presents an unparalleled reach in India

▲ Corp Office

Mumbai

▲ Manufacturing Plants & R&D Centers

Ranipet (near Chennai)
Pune
Aurangabad



★ Ampere Manufacturing

Coimbatore

▲ Regional offices

Chennai
Bangalore
Gurugram (Gurgaon)
Kolkata

★ Innovation hub

Bangalore

6,000+
CUSTOMER TOUCH POINTS



18
COUNTRIES
PRESENCE

2,000+
EMPLOYEES



160
YEARS
OF LEGACY

4
REGIONAL
OFFICES



10000+
ON-GROUND SUPPORT
OF LOYAL MECHANICS

7
FACTORIES

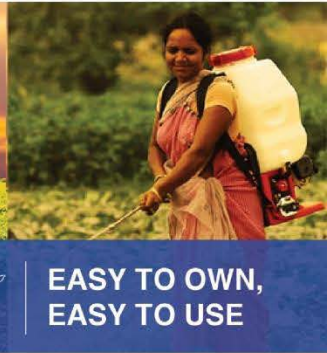
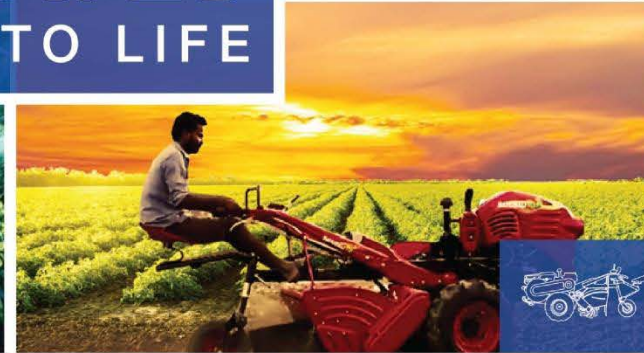


380+
GREAVES RETAIL
OUTLETS

Adding “More to Life”, in a small yet significant way !



GREAVES
MORE TO LIFE



More Applications | More Possibilities | More to Life

**CLEANTECH
SOLUTIONS**

TECHNOVATION

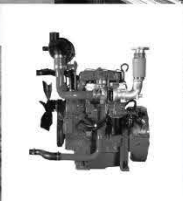
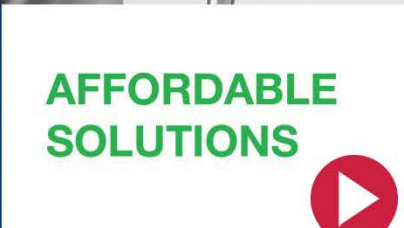
#DoMoreWithGreaves

**AFFORDABLE
SOLUTIONS**

DIVERSIFIED

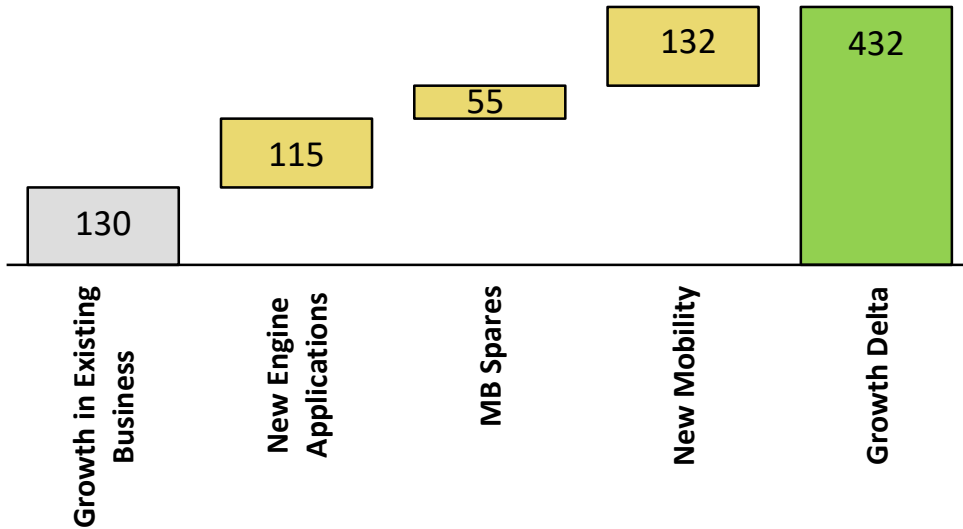
RELIABLE SOLUTIONS

**SUSTAINABLE
SOLUTIONS**



Greaves 2.0 Strategy delivering results:
400 Cr + New Revenue Streams added over past three years

400 Cr+ incremental annual topline added since FY17, 70% from new areas



Greaves taking leadership in Last Mile Mobility






Multi-brand 3W spares & service
 Retailers: 5.5k | Mechanics: ~10k | 165 GC

AMPERE
By GREAVES



GREAVES FINANCE

Moving closer to customers | New Business Models | Clean-tech solutions

Greaves 2.0 Strategy delivering results

Zero to 130+ Cr in New Mobility Businesses in 2 years

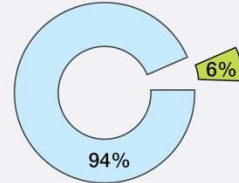
130 + Cr

New Mobility Revenue Added



6%

GCL Consolidated Sales



Auto/Non-Auto New Mobility

380+ Outlet/ 20K Customers
Ampere/ Greaves Care/ Retail



7 New Products / Variants launched



GCL: Next Fortune
500 Company



GREAVES

Transformation continues ...

We are Future Ready!

GREAVES

PATH BREAKING TECHNOLOGY - BS VI



1st

**PRESENTING
WORLD'S**



“ We happily present to you the world's first cleanest single cylinder BS VI diesel engine ”



“ The launch of our single-cylinder BS-VI Diesel engine for 3W application is a milestone not just for us but also for the automobile industry in the country. ”

Ravi Damodaran
Chief Technology Officer

BSVI COMPLIANT
3 WHEELER
CLEAN DIESEL ENGINE

MILEAGE MEIN HIT,
PARYAWARAN KE LIYE FIT
#MOVEFORMORE

We are Future Ready!

Introducing revolutionary CREST engine with leanburn technology



CREST ENGINE

(CLEAN RESPONSIBLE TECHNOLOGY)

Benefits Economy. Benefits Ecology

UP TO **30%**
HIGHER FUEL EFFICIENCY

UP TO **30%**
LESSER EMISSION

We are Future Ready!

Powering Progress

GREAVES

Military Installations



Road Projects



Cement Industries



Construction



Airports



Industrial Projects



Portable Generator Set
2.5kVA - 7.5kVA

Industrial Generator Set
10kVA - 1250kVA

& Many More...

We are Future Ready! Boosting Farm Mechanisation

Land
Preparation



Irrigation



Sowing



Removing
Weeds



Crop
Protection



Removing
of Grass



Harvesting



Power Tiller



Pumpsets



Transplanter



Weeder



Sprayer



Brush Cutter



Reaper

We are Future Ready!

Improving productivity through small and large non-automotive engines



Industrial Engines

Small Engines

Small Industrial Engines



We are Future Ready!
“Service Assurance” that matters

**GREAVES
MULTIBRAND
3 WHEELER SPARES**



CLUTCH PLATE



3W DIESEL VEHICLE GEAR
BOX PARTS (BS-III)



KIT SHOE BRAKE



SPARK PLUG



3W CABLES



3W BODY PARTS



3W FLANGE AXLES
& SHAFT



BATTERY & HEADLAMP
ENHANCER

AND MORE...



✓ Any Fuel ✓ Any Brand ✓ Any Make ✓ Any City ✓ Any Vehicle Type

We are Future Ready!
New Horizons with Ampere Electric 2W



REO

ZEAL

REO
ELITE

MAGNUS 60

V 48

SWITCH TO ELECTRIC.

Choose from a
wide range of **E-Scooters.**

#ChangeForGood

#Clean2020WithAmpere



10 YEARS
OF EXISTENCE



50,000+
HAPPY
CUSTOMERS



UPTO
3 YEARS
WARRENTY*



25,000+
KILOLITRES OF
PETROL SAVED



38,000+
TONS OF CO₂
EMISSION REDUCED

We are Future Ready!
New Horizons with Ampere Electric 2W



AMPERE
By GREAVES

REO ELITE
TECHNO SWAG



life's streaming

Introducing the
New Reo Elite Electric Scooters
from Ampere. Switch on the power
of Electric with Elite.

amperevehicles.com
Follow us on:    

ELITE RULES

-  TRENDY EURO DESIGN
-  SUPERIOR COMFORT
-  LED DIGITAL DISPLAY
-  USB CHARGING PORT
-  NO LICENSE & REGISTRATION



We are Future Ready!

Serving the last mile commercial mobility with E rickshaw

E-Rickshaw On, कमाई On

- * Empowered to do more tips
- * End-to-end transportation
- * Energy efficiency
- * Employability
- * Eco-friendly
- * Earnability



E-Rick/ E-Loader (LI/ LA Battery)
Generating employment, Improving Life
Zero Emission, Zero Noise

We are Future Ready!
Adding More to Life with Greaves Finance

GREAVES FINANCE

Making India **Switch to electric** easy
with special finance options



Motion, Progression, Transformation

We are Future Ready!

Next Gen Clean Mobility Retail Outlets – 380 & Counting

GREAVES



Building An Ecosystem of Partnership & Trust Sustainable communities through CSR Programs



 **M. Laxmi**
Beneficiary of DEEP - A CSR Initiative, Rūpnipet

Engage | Enable | Empower

Some Testimonials of our Partnership & Trust

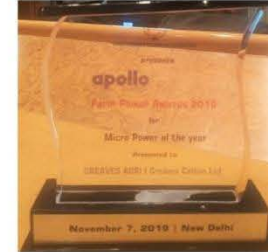
GREAVES

Certificate of
**TPM SIGNIFICANT
ACHIEVEMENT AWARD,**
by CII (Confederation of Indian Industry)



Aurangabad plant bags
**FIRST PRIZE AT
'INDUSTRIAL SAFETY
AND HEALTH AWARDS'**

Award & recognition at
**35TH TPM KAIZEN
CONFERENCE
COMPETITION**



Awarded
**'MICRO POWER
OF THE YEAR'**
from Indian Chamber of
Food and Agriculture.



Awarded
**'ACEF ASIAN
LEADERSHIP AWARD'**
for excellence in CSR

EV Mentorship for better future of Mobility

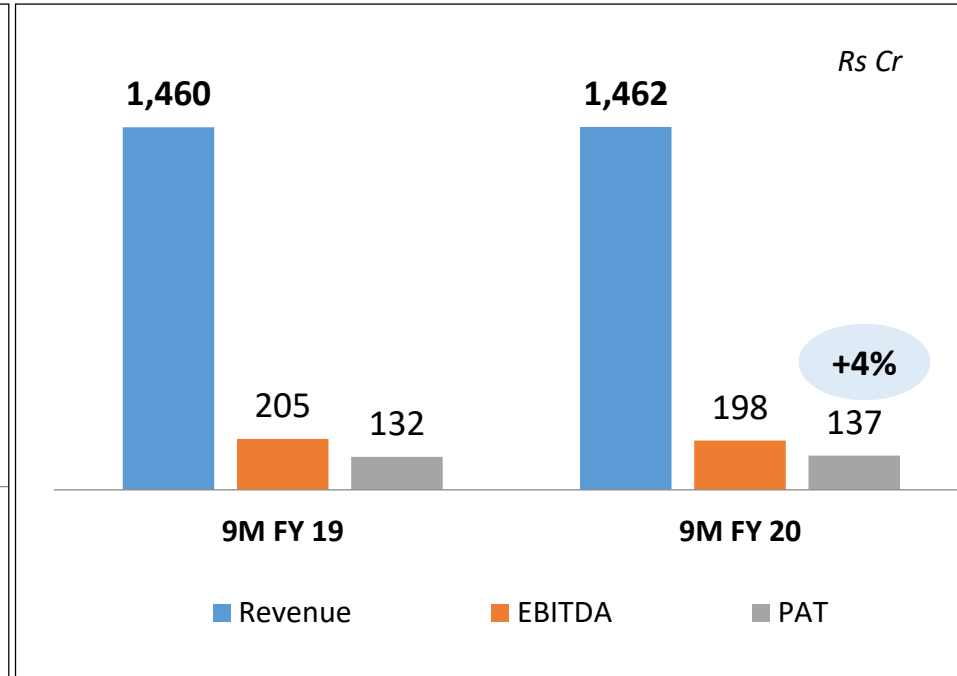
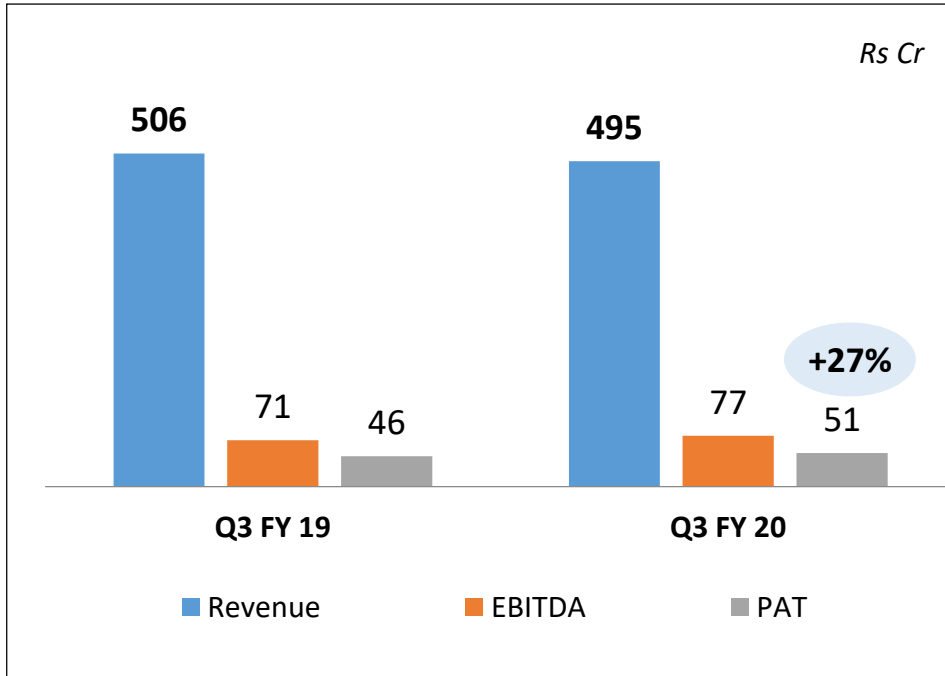
Tie-up with RV College of Engineering

GREAVES



Q3 & 9M - FY20
Financial Highlights

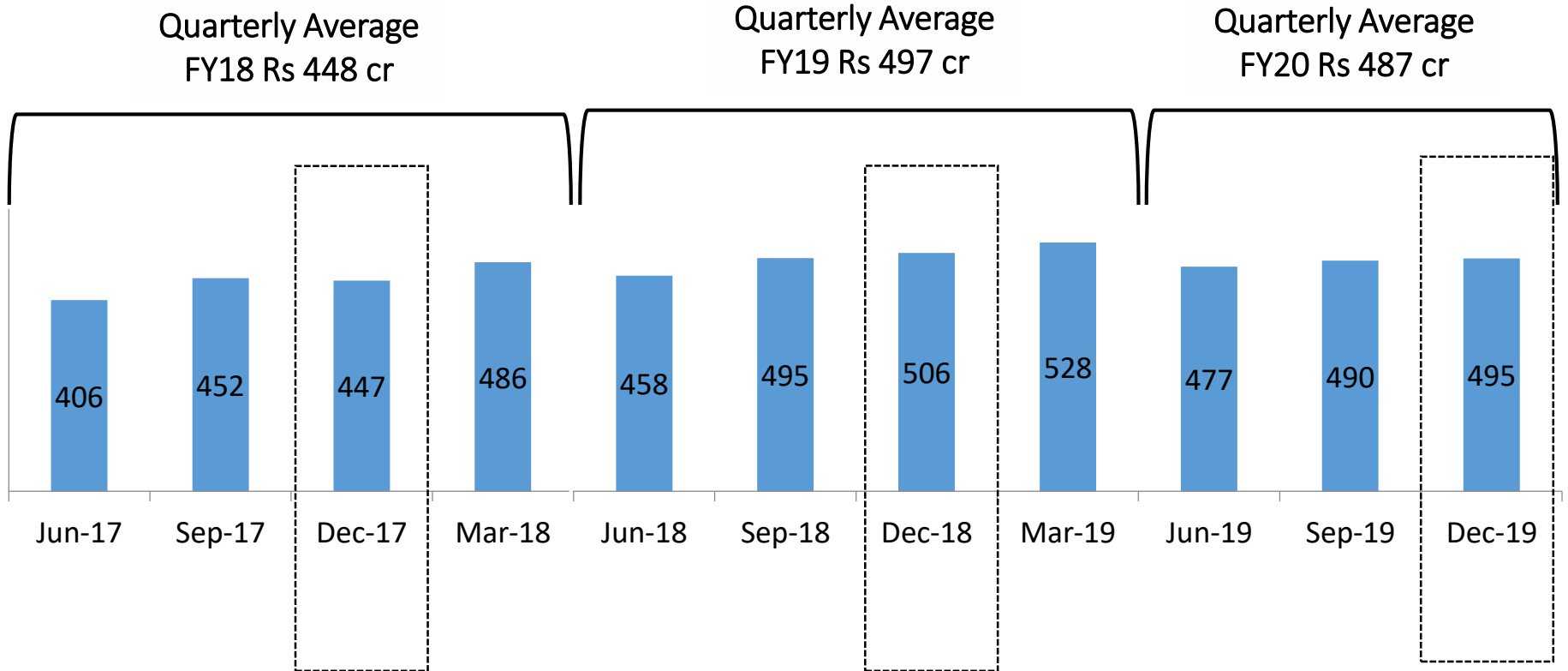
Financial Performance Snapshot



Key Highlights

- Q3 Revenue at Rs. 495 Cr (-2% vs last year), 9M Revenue at Rs. 1462 cr (Similar as last year)
- Q3 EBDITA at 15.6% (13.9% vs last year), 9M EBDITA at 13.5% (14.0% vs last year)

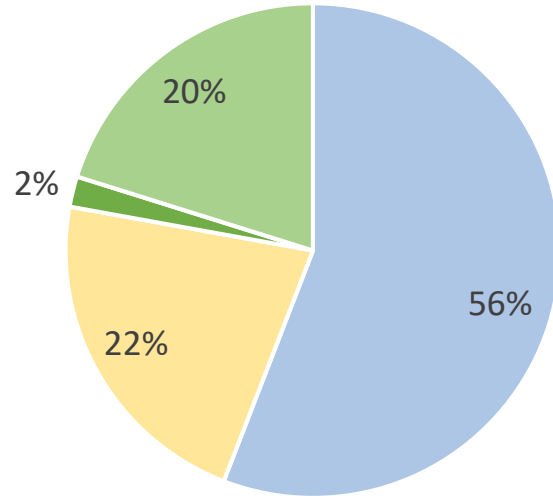
Quarterly Revenues (Rs Cr)



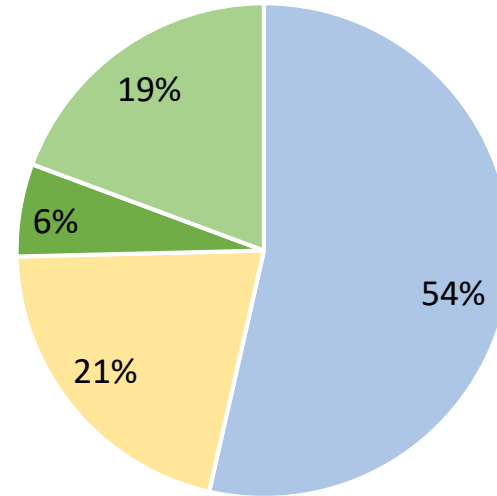
Revenues are GST comparable numbers

Revenue by Business (9M FY20)

9M FY 20 Standalone



9M FY 20 Consolidated



■ Engines ■ Aftermarket ■ E-mobility ■ Others

■ Engines ■ Aftermarket ■ E-mobility ■ Others

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

Volumes by Business

Business	Q3 FY19	9M FY19	Q3 FY20	9M FY20
Engine				
3W	69097	210394	77148	208902
4W	4613	14963	1428	5565
Others	8,459	16707	8,649	29654
Total Engine	82169	242064	87225	244121
Auxiliary Power				
Gensets	969	3035	842	2895
Total Auxiliary Power	969	3035	842	2895
Agri				
Pumpset	28,720	81482	13,189	47369
Power Tiller	655	3451	267	1841
Other LAE	895	3664	609	2471
Total Agri	30,270	88,597	14,065	51,681
EMB				
E-2W	4046	10871	4944	13358
E-Rick	385	429	1565	3464
Total EMB	4431	11300	6509	16822

Financial Results

Particulars (Rs Cr)	Q3 FY 19	Q3 FY 20	Growth %
Net Income from Operations	506	495	-2%
Material Consumed	346	333	
Employee Cost	42	42	
Others Expenses	47	43	
EBIDTA	71	77	9%
EBIDTA Margin	13.9%	15.6%	
PBT before exceptional item	68	68	
PAT before exceptional item	46	51	11%
Post tax exceptional (Expenses)/Income	-3	3	
Profit for the period	43	54	26%

*ETR for Q3 FY20 is 25.3% vs Q3 FY19 at 31.7%

- Exceptional items for FY20 includes Sale of Property Rs. 6 cr & Employee Separation cost Rs. 1 cr, FY19 includes provision of fixed deposit with IL&FS

Financial Results

Particulars (Rs Cr)	9M FY 19	9M FY 20	Growth %
Net Income from Operations	1460	1462	0%
Material Consumed	990	992	
Employee Cost	132	130	
Others Expenses	132	142	
EBIDTA	205	198	-4%
EBIDTA Margin	14.0%	13.5%	
PBT before exceptional item	198	174	
PAT before exceptional item	196	177	-10%
Post tax exceptional (Expenses)/Income	-3	6	
Profit for the year	132	137	4%

*ETR for 9M FY20 is 25% vs 9M FY19 at 31.6%

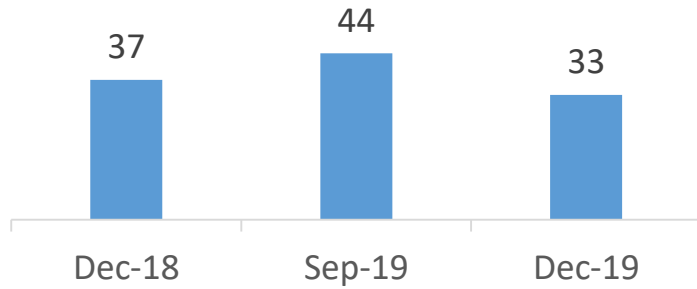
- Other Expenses includes provision of Rs. 9 crore on account of doubtful debts
- Exceptional items for FY20 includes Sale of Property Rs. 11 cr & Employee Separation cost Rs. 1 cr, FY19 includes provision of fixed deposit with IL&FS

Profit & Loss – Ampere

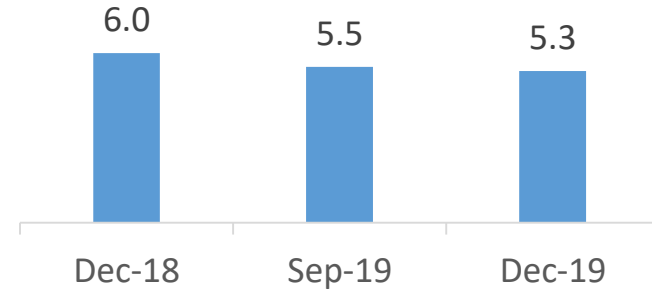
Particulars (Rs Cr)	9M FY 20	FY 19
Net Revenue	63.2	53.6
RMC %	75.7%	82.0%
Expenses	25.7	12.1
EBIDTA	-10.6	-2.4
EBIDTA %	-16.8%	-4.4%
PAT	-12.3	-9.0

Key Financial Metrics

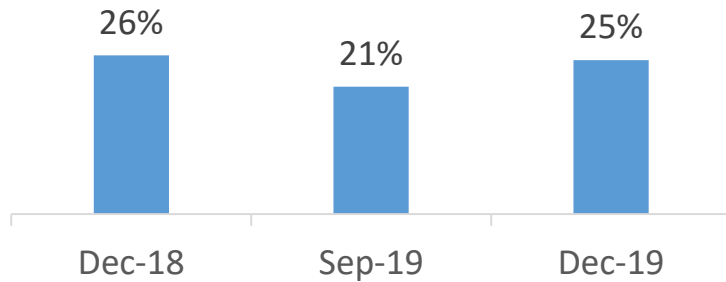
Net Working Capital (No of Days)



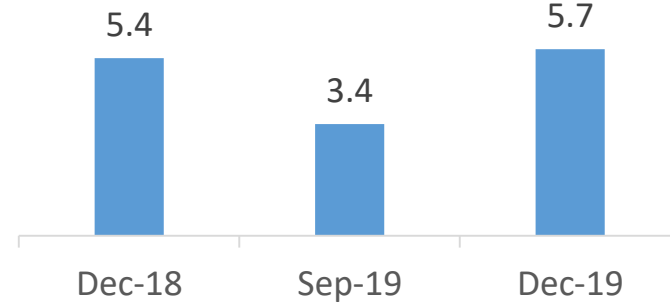
Fixed Asset turns



ROCE%



EPS



To Summarize....

GCL Financial Performance Summary

STANDALONE	Q3 FY19	Q3 FY20	YTD FY19	YTD FY20
Revenue	506	495	1460	1462
EBITDA	71	77	205	198
PAT	43	54	132	137
NWC (Days)	36	33	36	33

CONSOLIDATED	Q3 FY19	Q3 FY20	YTD FY19	YTD FY20
Revenue	522	520	1475	1525
EBITDA	71	73	205	187
PAT	41	49	130	127
NWC (Days)	39	38	39	38

Key Highlights

BSVI launched, Production ramp-up initiated

Non-Auto Engines grew 84% to 120 Cr (9M FY20)

GCL completes 100% acquisition of Ampere

Ampere new E-2W model 'Elite' launched

E-Rick sales touch 4 Cr monthly run rate

Greaves Retail footprint expanded to 380+

Working capital reduced from 36 days to 33 days

Fixed Costs maintained at FY19 levels



MORE PRODUCTS
MORE APPLICATIONS
MORE POSSIBILITIES
MORE TO LIFE
THANK YOU