



14th August, 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 : Presentation for Investors Call

This is further to our letter dated 31st July, 2018 and 9th August, 2018 wherein we had given you an advance intimation of the Investors call to be held on Tuesday, 14th August, 2018 to discuss the unaudited financial results for the first quarter ended 30th June, 2018.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation which is being shared with the investors. A copy of the said presentation is also being uploaded on the Company's website www.greavescotton.com under Investors Section.

Kindly take the same on record.

Yours faithfully,
For Greaves Cotton Limited


Neetu Kashiramka
Chief Financial Officer

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
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Greaves Cotton Limited

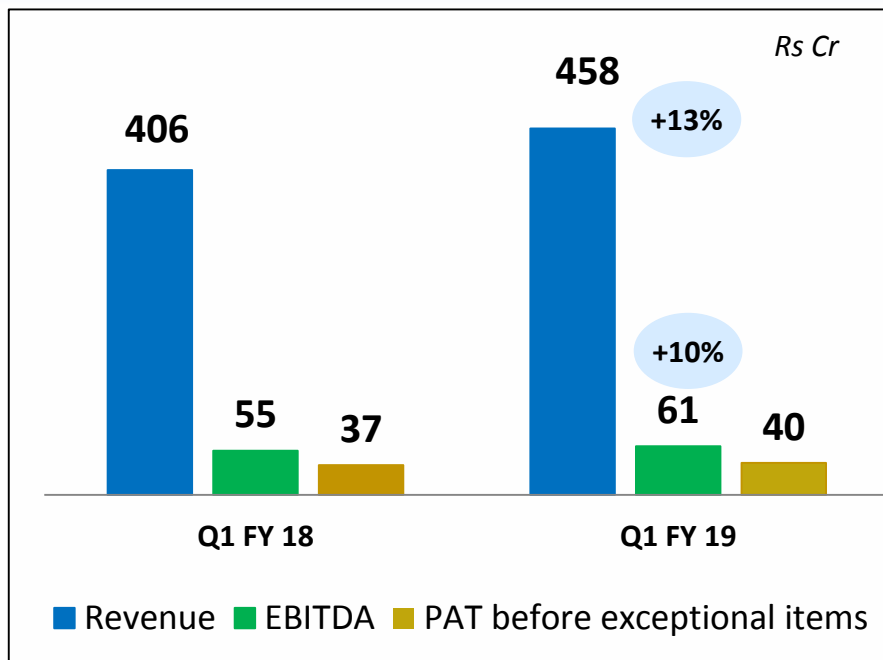
Investor Presentation
Q1 FY19

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 Q1 FY19

Financial Performance Snapshot



Revenue Growth (YoY)	Q1 FY19
Engines	11%
Others	70%
Greaves (Total)	13%

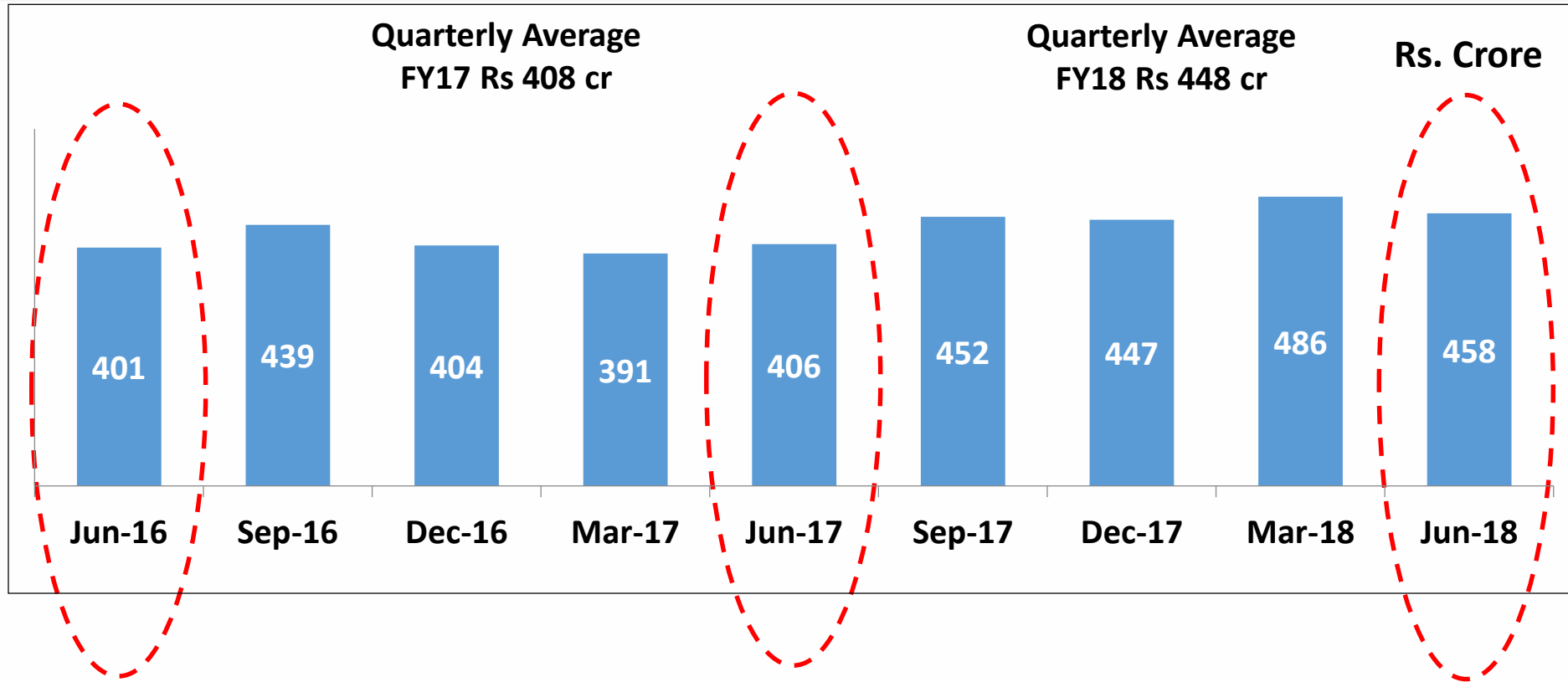
Rs Cr	Q1 FY 18	Q1 FY 19
Revenue *	406	458
EBITDA	55	61
PAT before exceptional items	37	40
Reported PAT	41	40

Key Highlights

- Q1 Revenue at Rs 458 Cr (+13% YoY)
- All businesses showing good momentum and growth
- RMC adverse due to commodity inflation, partly offset by cost control measures

* GST comparable numbers

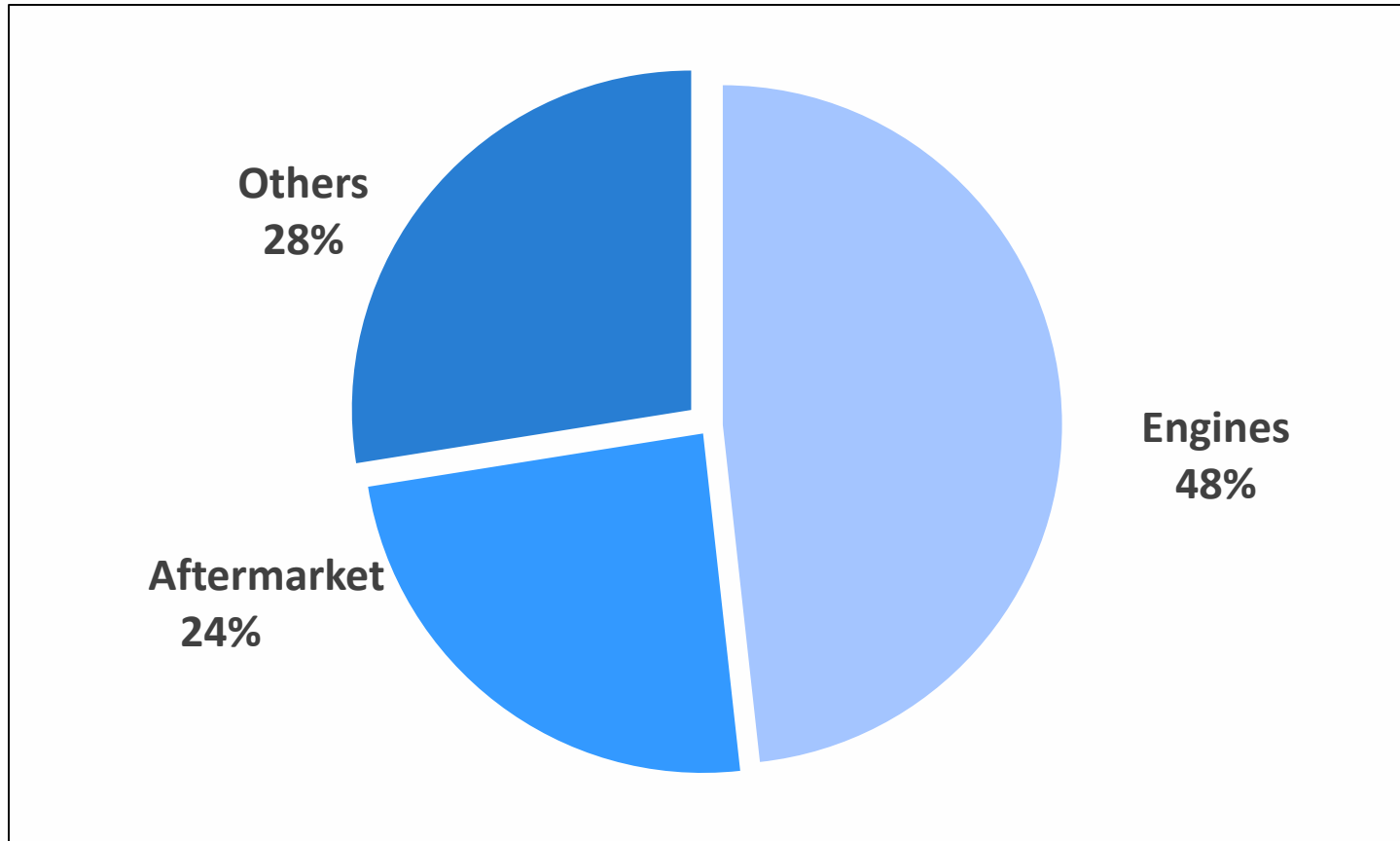
Quarterly Revenues



DOUBLE DIGIT GROWTH FOR LAST THREE CONSECUTIVE QUARTERS

Revenues are GST comparable numbers

Revenue by Business (Q1 FY19)



- Others includes Genset, Agri equipment and Trading

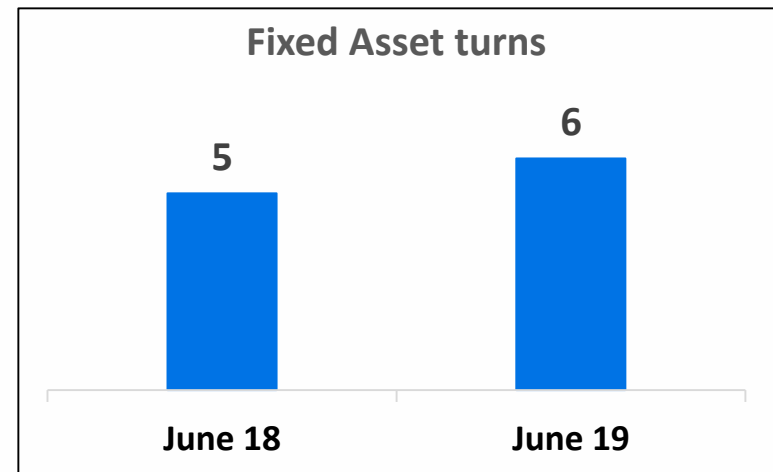
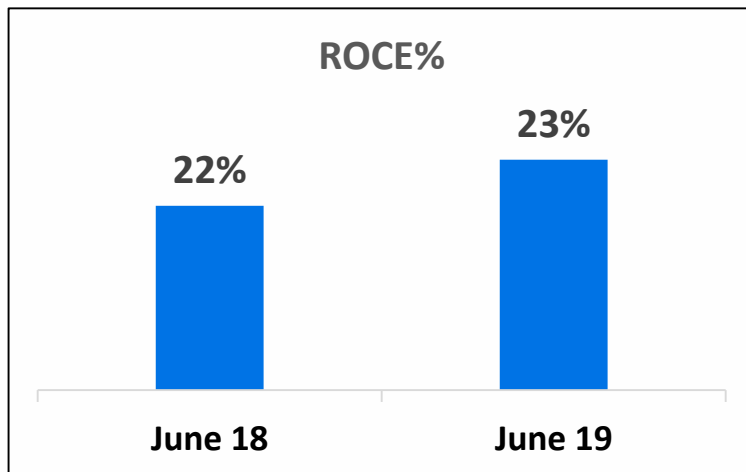
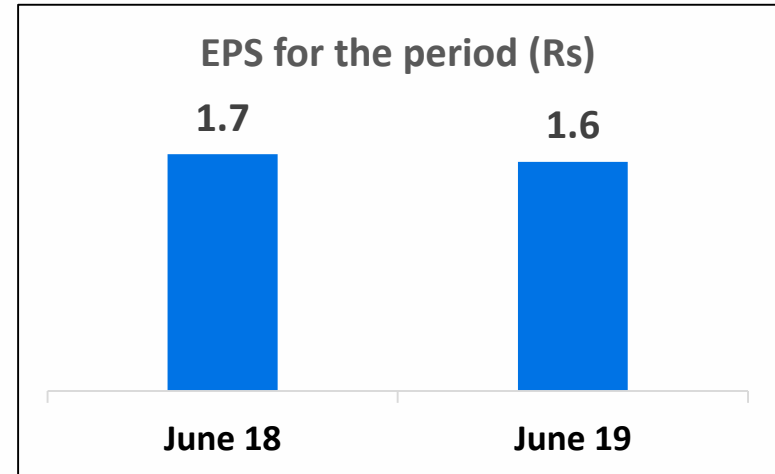
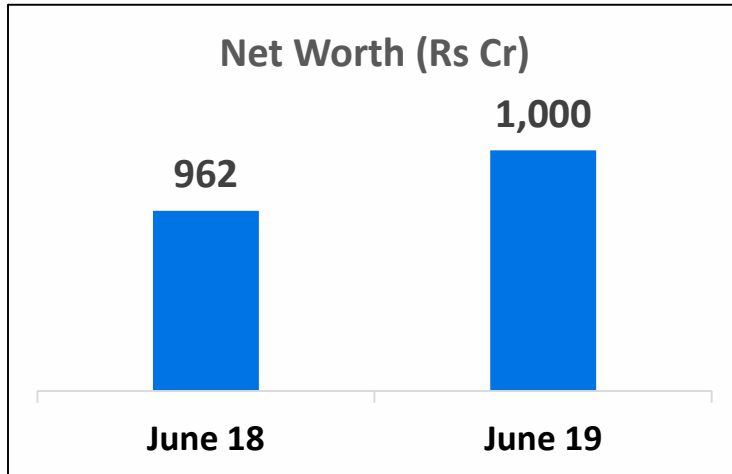
Financial Results



Particulars (Rs Cr)	Q1 FY 18	Q1 FY 19	Growth %
Net Income from Operations	406	458	13%
Material Consumed	272	309	
Employee Cost	42	47	
Others Expenses	37	41	
EBIDTA	55	61	10%
EBIDTA Margin	13.6%	13.3%	
PBT before exceptional item	54	58	
PAT before exceptional item	37	40	7%
Post tax exceptional (Expenses)/Income	4	0	
Profit for the year	41	40	

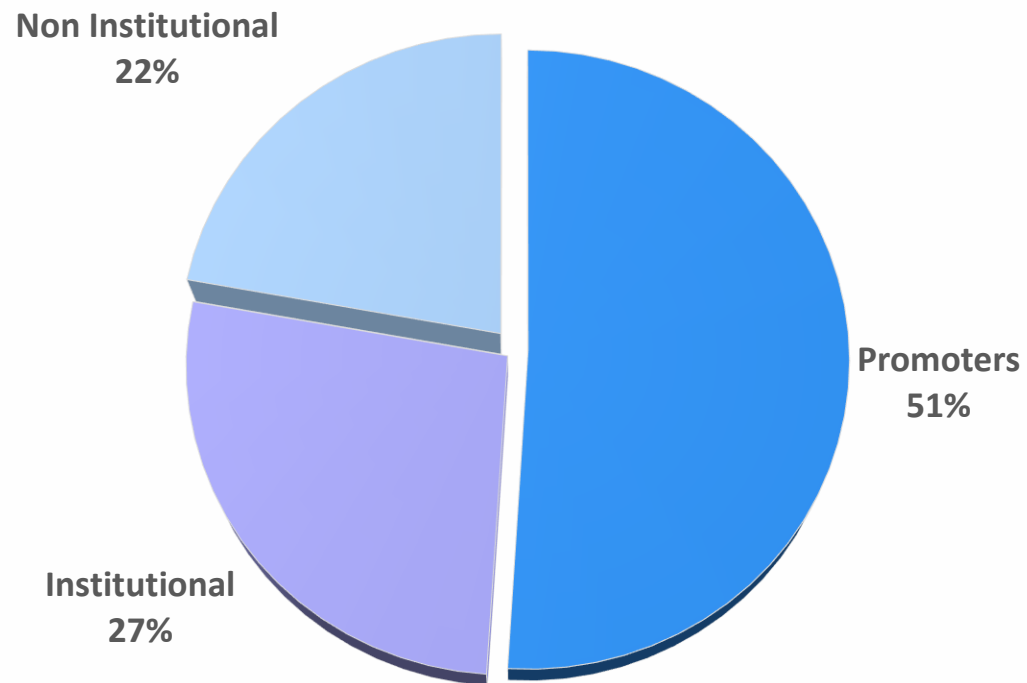
- Effective Tax Rate at 31.5% (Q1 FY19) vs. 30.9% (Q1 FY18)

Key Financial Metrics



Share Holding Pattern

As on 30th June 2018



Q1 Key Initiatives



- Greaves Care ramp up continues, at 74 outlets, servicing 6000+ vehicles every month
- 3W Multi-brand parts portfolio ramped-up to 80% coverage, Fuchs lubricants distribution started
- Electric Pumps range – eHD Pumpsets launched pan-India



GREAVES AGRI

eHD
A POWERFUL HEAVY DUTY PUMPS

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सुशियों को करो ON

Electric High Discharge, Heavy Duty Pumps

• Features •

- Robust design
- Consumes less power
- Unique motor design for efficiency
- Cast iron motor body
- Low Noise
- Supported with sensors
- Low in maintenance
- Wide voltage range
- Higher operating efficiency
- 1 year reduced warranty
- Easy to install
- Thermal overload protector
- Easy to upgrade

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