



2nd May, 2019

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 and Presentation for Analyst Meet under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We wish to inform you that pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company is organising an Analyst Meet on Thursday, 2nd May, 2019 at 4:00 pm, to discuss the Company's financial performance for the year ended 31st March, 2019 and the way forward. The details of the Analyst Meet are attached herewith.

Further please find attached the presentation being made at the said Meet on the Company's financial performance for the year ended 31st March, 2019 and the way forward. The said presentation is also available on the 'Investors' section of our 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



Mr. Nagesh Basavanhalli
Managing Director & CEO

Cordially invite you for a

Quarterly Earnings Call

To discuss the company's financial performance for Q4FY19 and the way forward

Day/Date: **Thursday, May 02, 2019**

Time: **16.00hrs IST**

Conference Dial-In Numbers	
<i>Please dial the below number at least 5-10 minutes prior to the conference schedule to ensure that you are connected to your call in time.</i>	
Universal Access:	+91 22 6280 1341 +91 22 7115 8242
Local Access Number: <i>(Available all over India)</i>	+91-7045671221
International Toll Free Number:	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448

RSVP:

Farooque Shaikh / Paayal Khiara
The PRACTICE
+91-9594777764 / +91-9769939830



Greaves Cotton Limited

**Investor Presentation
Q4 and 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

GREAVES: Leveraging a rich legacy to deliver impact to the society and build a better tomorrow

Impacting billion lives everyday

GREAVES

Serving India since last

160 Years

GREAVES
ENGINES



GREAVES
AGRI



GREAVES
POWER



GREAVES
SPARES



GREAVES
CARE



GREAVES
GLOBAL



5 Million+ Livelihoods generated
Market Leader in 3W Diesel Engine



3 Million+ Farmer income increased
Complete portfolio of Oil and Electric Pumpsets



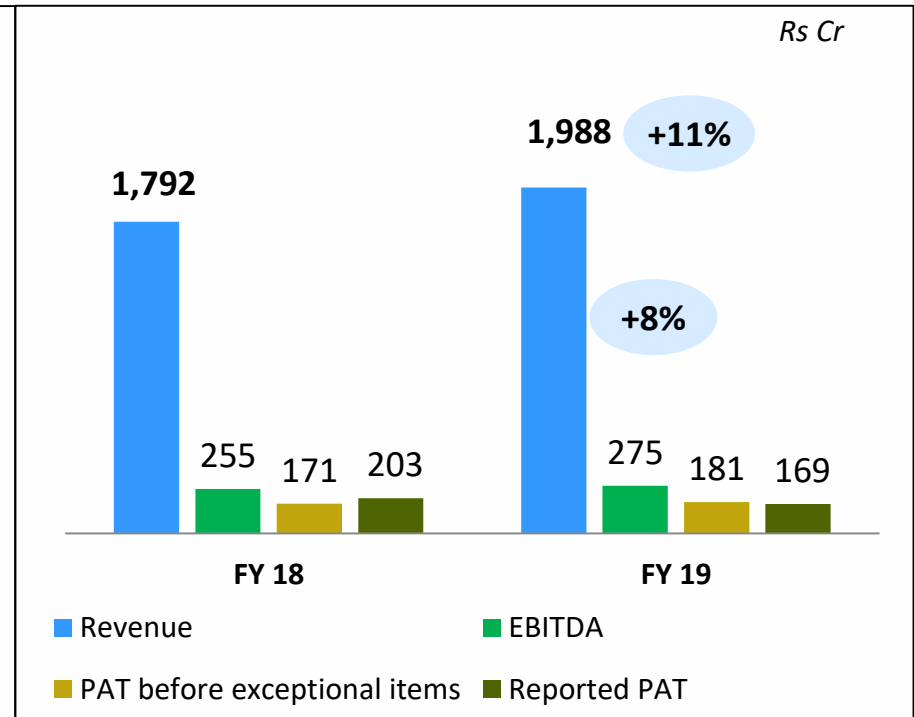
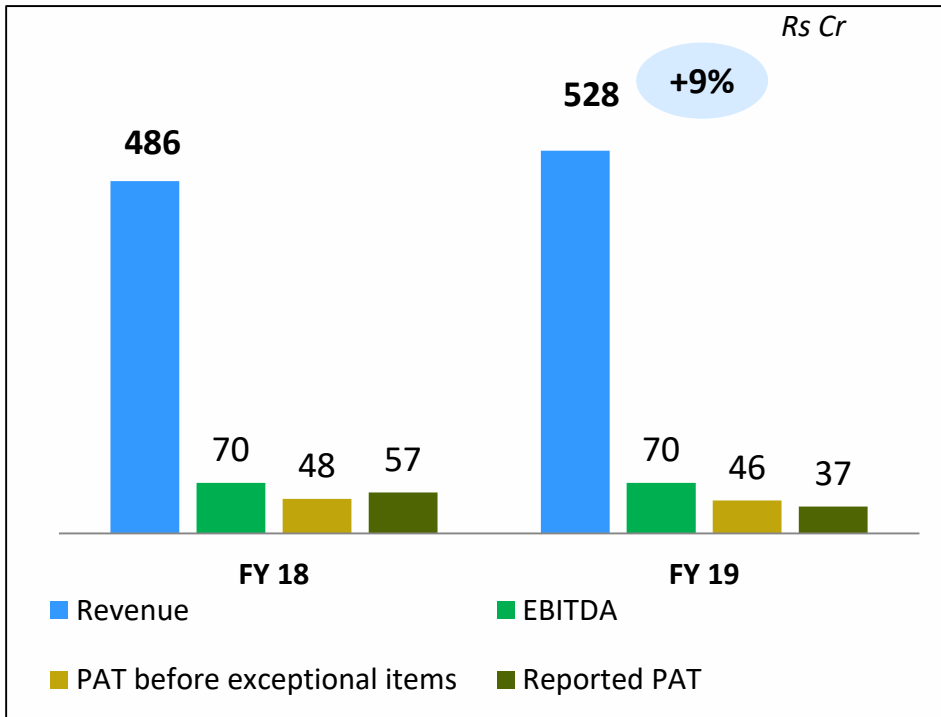
5 Lac+ tonne cargo
1 Cr+ passengers transported everyday



Top 3 Electric 2W brand
Offers both **slow speed** and **high speed** E-2W

Performance Q4 & FY19

Financial Performance Snapshot



Key Highlights

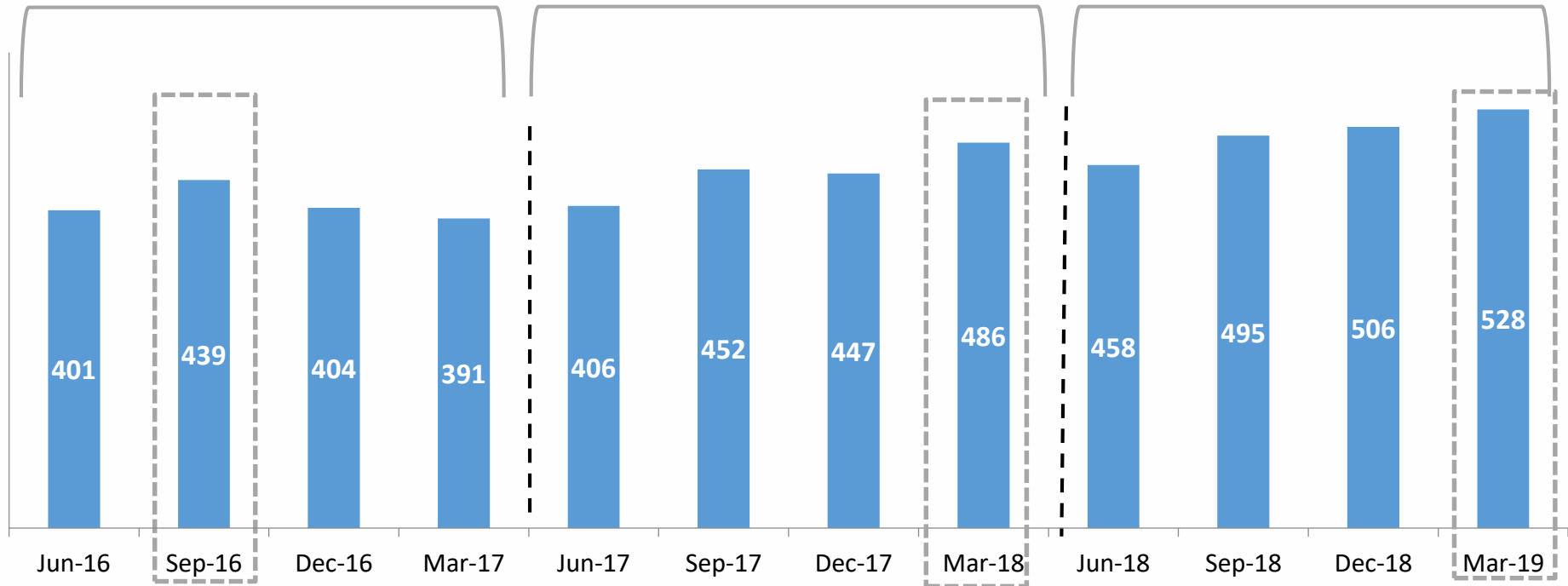
- Q4 Revenue at Rs.528Cr (+9% vs last year), 12M FY19 at Rs.1988 cr (+11% YoY)
- All businesses showing good momentum and growth

Quarterly Revenues (Rs Cr)

**Quarterly Average
FY17 Rs 409 cr**

**Quarterly Average
FY18 Rs 448 cr**

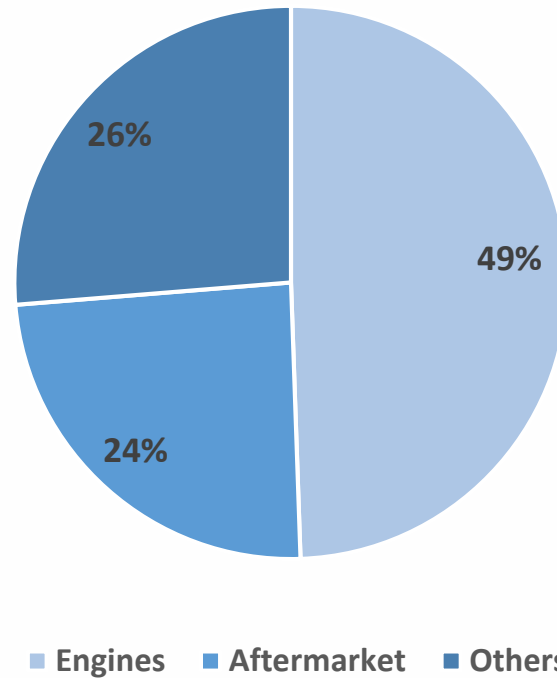
**Quarterly Average
FY19 Rs 497 cr**



Revenues are GST comparable numbers

Revenue by Business (12M FY19)

12M FY 19



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

Volumes by Business

Business	Q4 FY19	FY19	Q4 FY18	FY18
Engines				
3W	74,060	2,84,454	68,861	2,72,890
Others	12,587	43,147	12,269	45,990
Total Engines	86,647	3,27,601	81,130	3,18,880
Auxillary Power				
Gensets	1,130	4,168	969	3,519
Others	772	1,881	242	955
Total Auxillary Power	1,902	6,049	1,211	4,474
Agri				
Pumpset	25,319	73,782	19,952	76,757
Power Tiller	478	3,929	1,446	3,334
Other LAE	843	4,507	2,083	4,936
Total Agri	26,640	82,218	23,481	85,027
EMB				
e2W	3,433	14,304	2,291	5,528
Others	461	898		
Total EMB	3,894	15,202	2,291	5,528

Financial Results

Particulars (Rs Cr)	Q4 FY 18	Q4 FY 19	Growth %
Net Income from Operations	486	528	9%
Material Consumed	332	368	
Employee Cost	38	42	
Others Expenses	46	48	
EBIDTA	70	70	0%
EBIDTA Margin	14.4%	13.3%	
PBT before exceptional item	71	66	
PAT before exceptional item	48	46	
Post tax exceptional (Expenses)/Income	9	-8	
Profit for the year	57	37	

- Effective Tax Rate at 31.4% (Q4 FY19) vs. 30.9% (Q4 FY18)
- Profit After Tax was at Rs. 37 crore (includes provision on account of IL&FS Rs. 15.5 crore) as against Rs. 57 crore in Q4 FY18 (includes exceptional income of Rs. 13 crore).

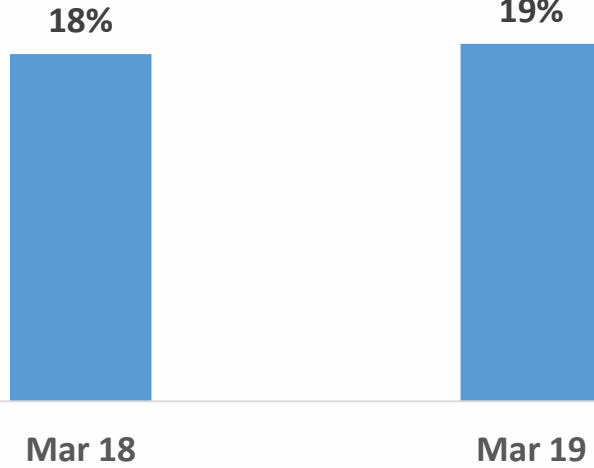
Financial Results

Particulars (Rs Cr)	12M FY 18	12M FY 19	Growth %
Net Income from Operations	1792	1988	11%
Material Consumed	1210	1358	
Employee Cost	167	175	
Others Expenses	160	180	
EBIDTA	255	275	8%
EBIDTA Margin	14.2%	13.8%	
PBT before exceptional item	247	264	
PAT before exceptional item	171	181	6%
Post tax exceptional (Expenses)/Income	32	-12	
Profit for the year	203	169	

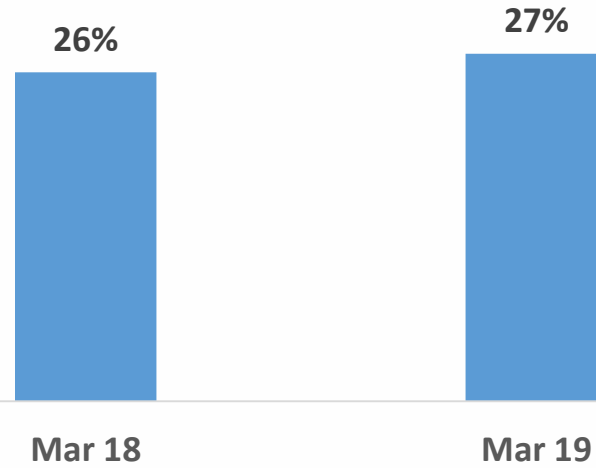
- Effective Tax Rate at 31.5% (H2 FY19) vs. 30.9% (H2 FY18)
- Impact of Rs. 66 crore in exceptional item
 - Higher exceptional income in the previous year of Rs. 48 crore against exceptional loss of Rs. 18 crore in FY19.
 - Current year exceptional loss includes provision on account of IL&FS.

Key Financial Metrics

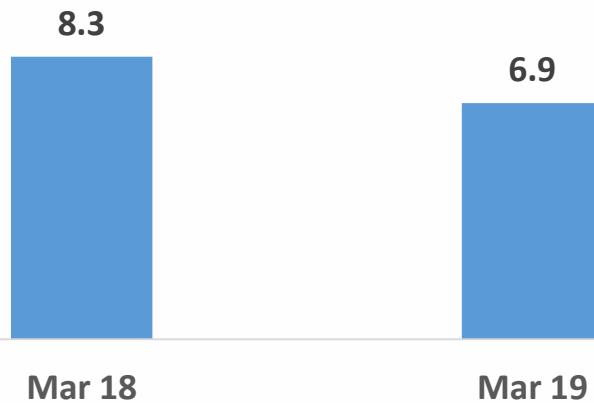
ROE%



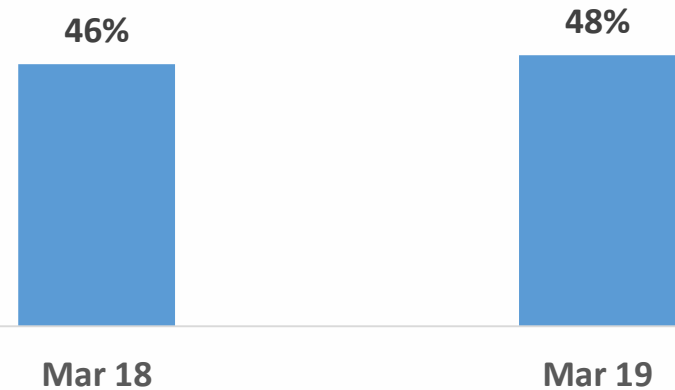
ROCE%



EPS (Rs)



ROCE% (without surplus fund)



Profit & Loss – Ampere

Particulars (Rs Cr)	FY 18	FY 19	Oct Mar 19
Net Revenue	18.5	53.6	27.5
RMC %	85.4%	82.0%	84.3%
EBIDTA	-8.1	-2.4	2.2
EBIDTA %	-43.8%	-4.4%	8%
PAT	-5.2	-9.0	-3.5

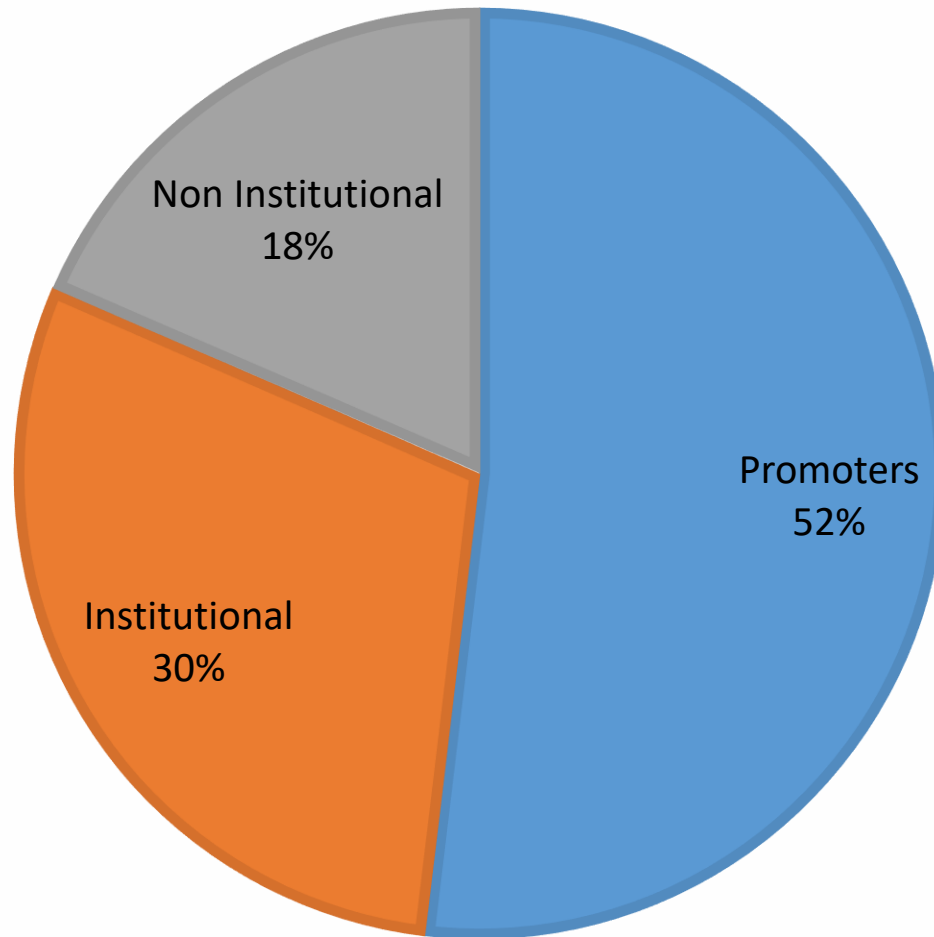
*FY19 impact on GCL consolidated financials
(Rs.2.4 cr)*

CFS PAT Reconciliation (Rs. Cr)	2017-18	2018-19
Greaves Cotton Limited	202.6	169.3
Greaves Leasing Finance Limited	0.3	0.3
Ampere Vehicles Private Limited	-	*(6.9)
Greaves Cotton Middle East FZC	(0.7)	-
Dee Greaves Limited	(0.0)	(0.0)
Total PAT	202.2	162.6

*Ampere Vehicles Private Limited	Rs. Cr
Book Profit Oct Mar 19	(3.5)
Depreciation only on consolidation	(2.9)
Legal Expenses	(0.6)
	<hr/>
	(6.9)

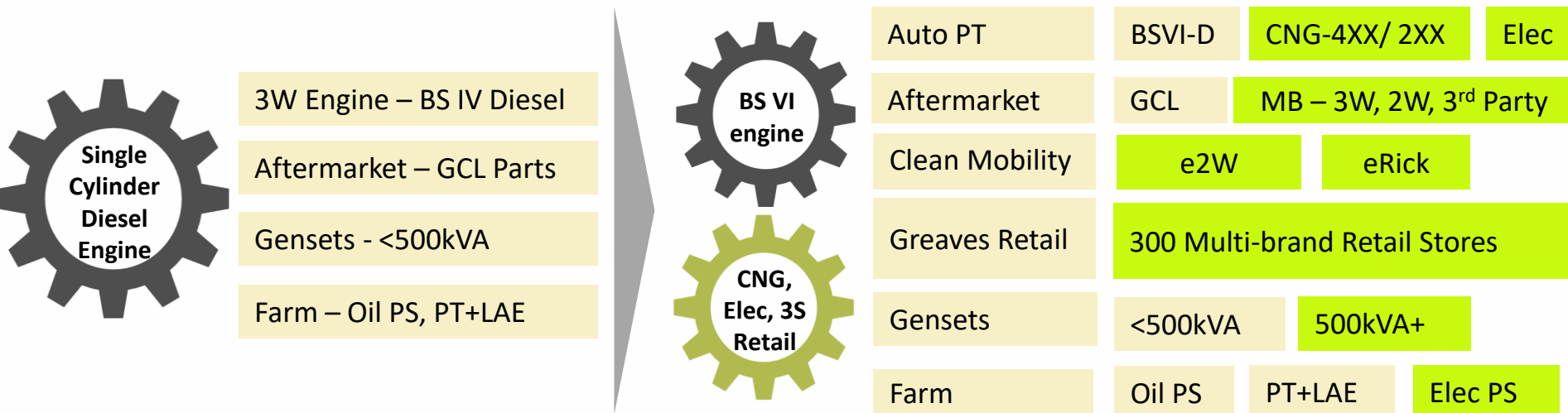
Share Holding Pattern

AS ON 31ST MAR 2019

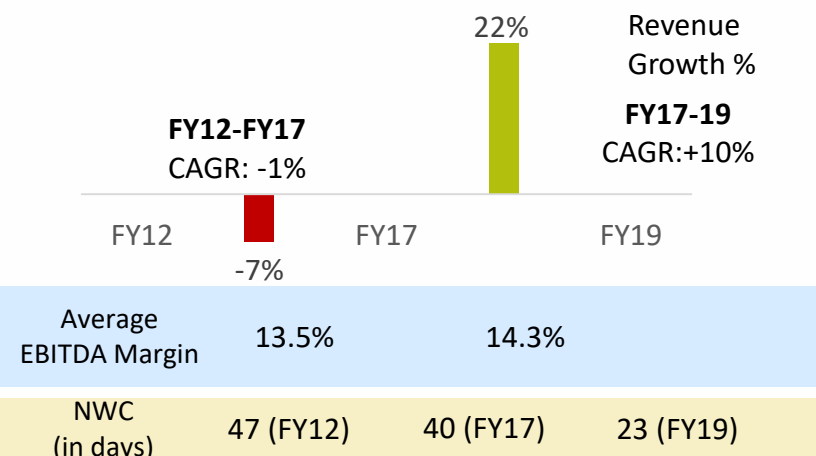


New strategic assets created as part of 'AND – AND' Strategy; Company showcases strong results delivery

New Revenue streams added for a stronger Business Portfolio



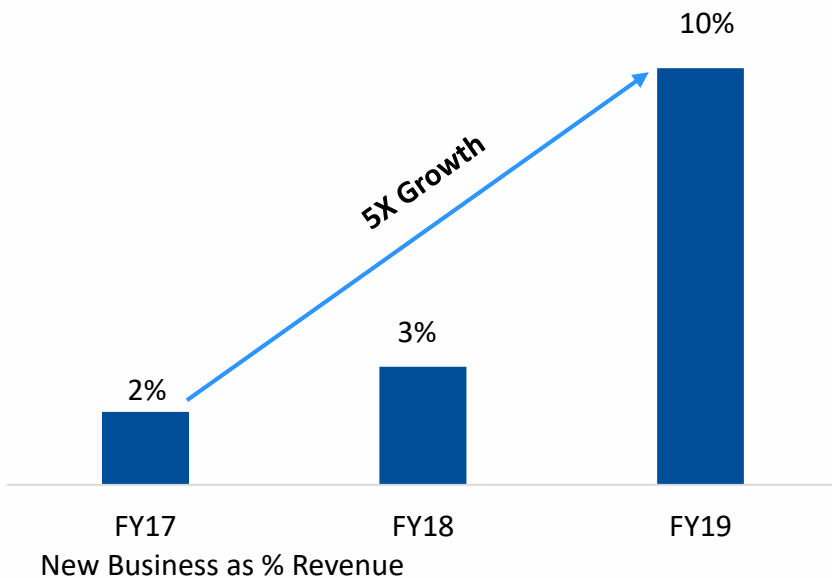
Consistent top-line & bottom-line performance delivered



- ❑ **10% revenue from new businesses in FY19**
- ❑ **8 Quarters of growth**
- ❑ **'Greaves Retail' a new strategic asset**
- ❑ **Transformational Clean Techs – Crest, Electric**

New Business generates 10% of total revenue

New business accelerates: Accounts for 10% of FY19 Revenue



Milestones FY19

BSVI emissions met for 3W applications | Promising results achieved on CREST CNG engine – 25%+ fuel efficiency gains

~2X growth in CNG 3W Engines

~2X growth in Non-Auto Engines sales

Aftermarket dealers network grows from 3,000 to 5,300

Multi-brand Spares business registers 2X growth

Acquisition of Ampere to boost Electric Mobility play

Greaves Retail footprint crosses 300+ milestone

1 Lakh 3W serviced at Greaves Care

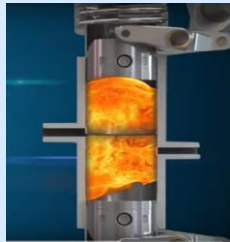
Building a stronger business portfolio: New Products/ New Applications/ New Customers

Expanding Portfolio: Offering New Energy-efficient Products

CNG



Wide body CNG



CREST CNG 3W engine

EV- 2W



Ampere e-scooters: Current range



New high speed scooter

EV- 3W



E-rickshaw

Irrigation



Electric pumps

Building new business opportunities with Greaves Engines in Non-automotive space

Non-automotive Small and Industrial engines

Increased Focus on non-auto engines to boost mechanization in India



International Market

New tie-ups with auto majors in South East Asia



Building a stronger business portfolio: Getting closer to customers with 300+ 'Greaves Retail' outlets

Greaves Retail – PAN India network of unique Clean Mobility focused 3S outlets



Transforming Greaves into a formidable B2C Player in Last Mile Mobility

15,000+ clean electric
vehicles sold

300 +
Retail outlets

Touching lives of 15000 +
customers each month

Greaves Retail Store

<https://youtu.be/mA42-luKa2s>

Sales | Service | Spares | Charging & more..



PEOPLE
PASSION
PERFORMANCE