



4th May, 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,

Sub : Presentation for Analyst Meet

This is further to our letter dated 30th April, 2018 wherein we had intimated about the Analyst Meet on 4th May, 2018 at 4 p.m.

Please find attached the presentation being made at the said Meet on the Company's financial performance for the year ended 31st March 2018 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.

Yours faithfully,
For Greaves Cotton Limited


Amik Vyas
Company Secretary,
Head - Legal & Internal Audit

Encl.: a/a.

GREAVES COTTON LIMITED

www.greavescotton.com

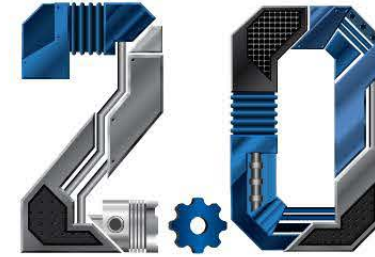
Registered Office: 3rd Floor, Motilal Oswal Tower, Junction of Gokhale & Sayani Road, Prabhadevi, Mumbai 400 025, India
Tel: +91 22 62211700 Fax: +91 22 62211799 CIN: L99999MH1922PLC000987

Email: investorservices@greavescotton.com

WELCOME

INVESTORS MEET  4TH MAY 2018

GREAVES



Sustain

Build

Grow

- 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

A LARGE DIVERSIFIED COMPANY

IMPACTING BILLIONS OF LIVES EVERYDAY

5 million ENGINES
MOBILIZING INDIA AHEAD

3 million PUMPSETS
HARVESTING HAPPINESS WORLDWIDE

1 million GENSETS
GENSETS POWERING LIVES

5 LAKH TON
OF CARGO
TRANSPORTED
EVERYDAY

1 CRORE
PASSENGERS
TRANSPORTED
EVERYDAY

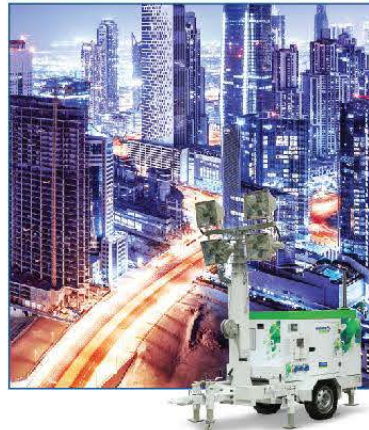
GREAVES ENGINES



GREAVES AGRI



GREAVES POWER



GREAVES SPARES



GREAVES CARE



About Greaves



160 year old diversified engineering company, a leading manufacturer & marketer of diesel/petrol engines, generator sets, pump sets, light agricultural equipment's & construction equipment.



PUNE • AURANGABAD • RANIPET



3,500+

CUSTOMER TOUCH POINTS



2,000
EMPLOYEES



18
COUNTRIES
PRESENCE



10+
REGIONAL
OFFICES



160
YEARS
OF LEGACY



6
FACTORIES

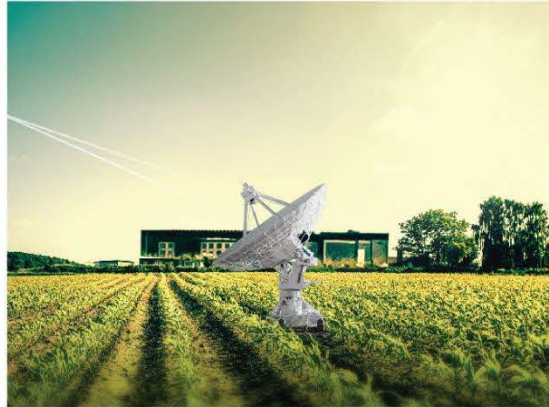


9000+
ON-GROUND SUPPORT
OF LOYAL MECHANICS

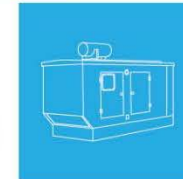
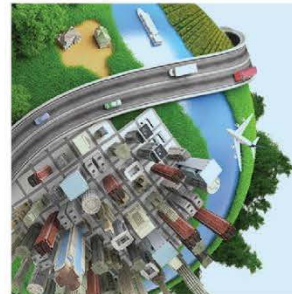
Improving Productivity

At Greaves we believe in improving productivity of our customers , channel partners & end users

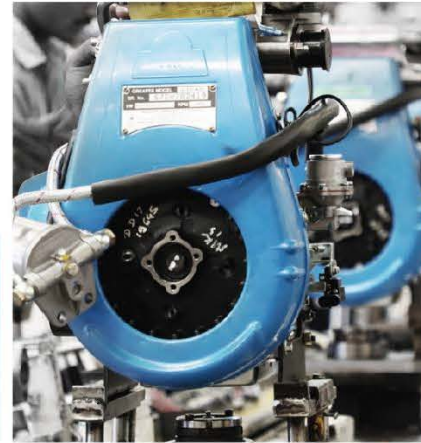
DO MORE,



GET MORE,



LIVE MORE.



BUILDING THE NATION

LIVELIHOOD PROVIDER

MOBILIZING INDIA

NURTURING DREAMS & ASPIRATION

PRODUCTIVITY ENHANCEMENT SOLUTIONS

TOUCHING BILLIONS EVERYDAY

FOSTERING ENTREPRENEURSHIP



GREAVES
ENGINES

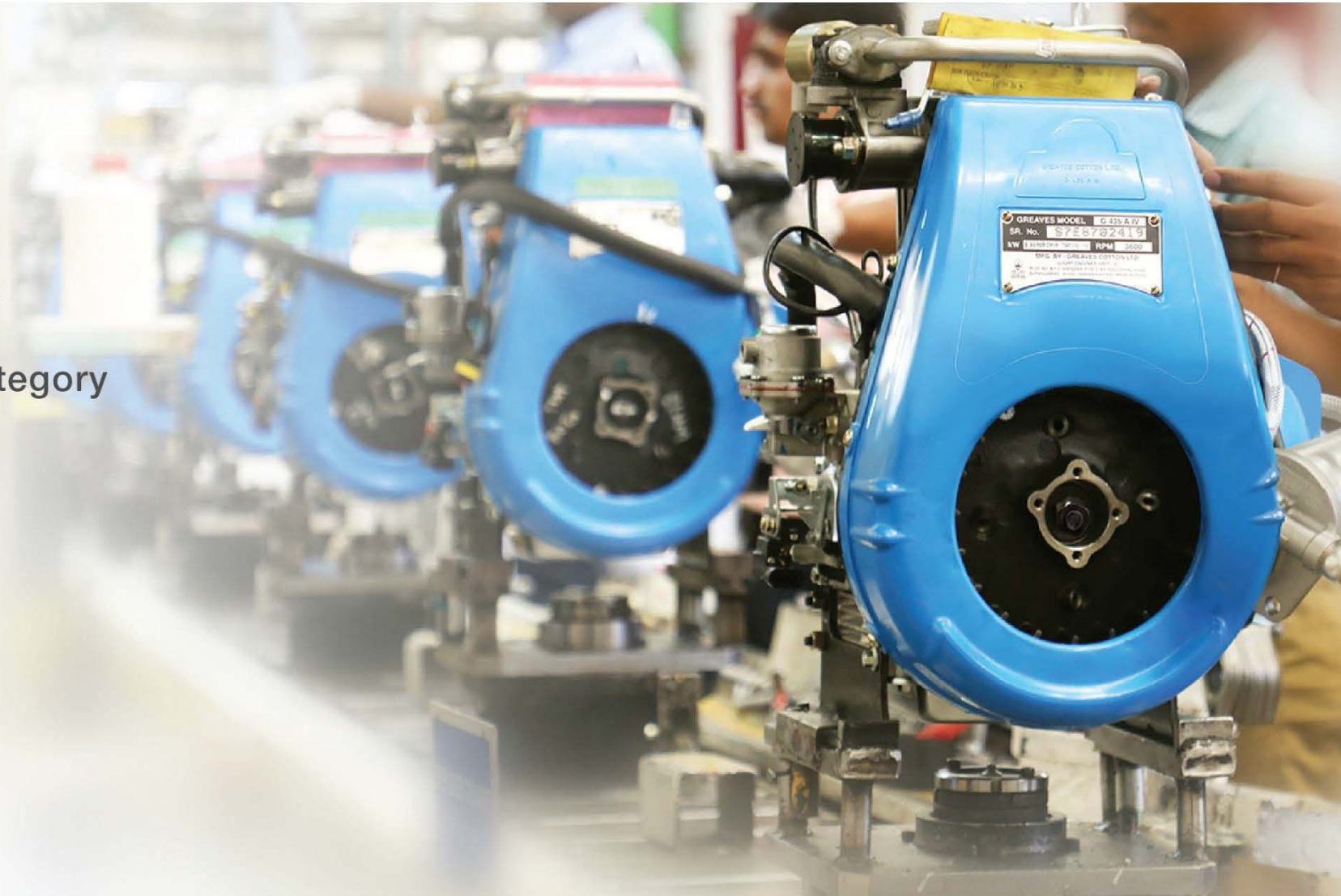


FUTURE READY



Greaves Engines

- Making 1 engine per minute
- Crossed 5 Million engine mark
- 15 + engine variants
- Wide Range from 4 HP to 700 HP
- Around 75% M.S in diesel 3W category



Automotive

Highly fuel efficient, the Greaves lightweight diesel / gasoline engines are ideal for automotive engine applications like 3-wheelers and small 4-wheeled commercial vehicles.



Single Cylinder



Multi Cylinder



CNG/LPG Engines

Non-Automotive

The company has a wide range of non-auto engines are fuel efficient, compact and versatile prime movers for various non-auto applications.



Agriculture,
Construction
& other Industries

Marine Industry



Industrial

The Engines in this category are suitable for Higher HP applications (30 HP – 700 HP) such as Pumps, Agriculture, Construction, Marine, Railway and Defence.

Industrial Engines



GREAVES Engine – Wide Range Of Products & Applications



TYPE OF ENGINES AND WIDESPREAD USAGE OF APPLICATIONS



ALL FUEL RANGE



TECH DETAIL

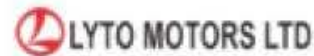
Single cylinder

Multi cylinder

In Partnership with Technology leaders -

- Pinnacle Engine for CNG & Petrol segment
- Altigreen Electric Powertrain Solution

Trusted for Decades by 30+ prestigious OEM clients



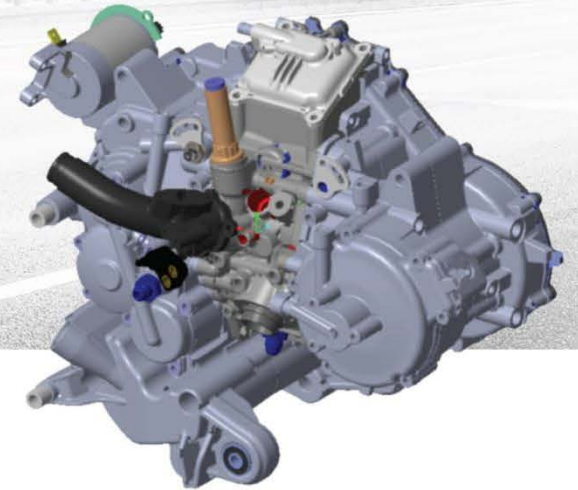
New **BSVI** tie-ups done with various leading OEM's – Greaves Ready for Future

New Pinnacle Engine with revolutionary opposed piston Technology



GREAVES

**1ST
IN INDIA**



Economy + Ecology = EC0²

Introducing revolutionary
linear twin piston technology

EC02 - Gasoline Engine

Linear Twin Piston Technology
Benefits **Economy**. Benefits **Ecology**

BSVI Compliant | Upto 30% more fuel efficiency | CNG/Petrol Fuel type suitability |
Linear Twin Piston technology | Well suited for 2 Wheelers & 3 Wheelers

Greaves ready for EV era with new Powertrain, Mobile app & charging facility

E3

Energy & Cost Efficient

Electric & Emission Free

Exciting Ride & Comfort

LIGHT WEIGHT BATTERY & MOTOR
Lesser Moving Parts









LIGHT ON PLANET
Zero Emission Vehicle

LIGHT BODY WEIGHT
Composite Body Parts



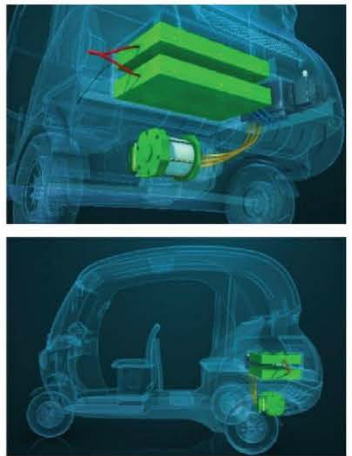
LIGHT ON NVH
Silent & Comfortable

LIGHT ON POCKET
Less Total Cost of Operation /
Low Running Expenses /
Affordable

Greaves Life – Mobile app for EV driver as Companion for engaging conversations & connected communities




GETTING READY FOR THE ELECTRIC MOBILITY ERA



Greaves Engines Display At The Auto Expo 2018





GREAVES
SINCE 1859

GREAVES [®]
POWER!

POWERING PROGRESS

- 1 Million+ happy customers in India & abroad
- 50+ years of expertise in manufacturing diesel gensets
- Wide range from 2.5 kVA to 1250 kVA
- CPCB II compliant environment friendly



Greaves Power – Product Application

- Malls
 - Factories
 - Residential & Commercial Complexes
 - Railways
 - Airports
 - Infrastructure Projects
- and many more



Greaves Power - New Range , New Possibilities

Agile Series

2.5 kVA – 7.5 kVA



Smart Series

10 kVA – 45 kVA



Genius Series

50 kVA – 200 kVA



Dynamic Series

250 kVA – 500 kVA



Mega series

500 kVA – 1250 kVA



Current Range



New Range



Economical | Compact footprint | Low noise levels | Environment friendly | Extensive services & parts network



GREAVES
SINCE 1859

GREAVES ***AGRI***

HARVESTING HAPPINESS

- Crossed 3 Mn pumpsets
- ISO 9001 certified state-of-the art facility to manufacture farm equipment
- Huge range of Pumpset, Power Tillers & Light Agri Equipment's
- Leading exporter to countries like Bangladesh, Nepal, Sri Lanka



Greaves Agri – A Product For Every Stage Of Crop Life Cycle



GREAVES
AGRI



Power Tiller



Pumpsets



Transplanter



Weeder



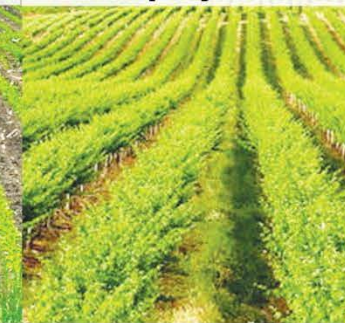
Sprayer



Brush Cutter



Reaper



IRRIGATION PUMPSET

+

AGRICULTURAL MECHANIZATION

=

COMPLETE FARM SOLUTION PROVIDER

GREAVES 
AFTERMARKET

ASSURANCE GUARANTEED

Greaves After Market Business Portfolio

Greaves Spares caters to all the businesses

Mobility

Farm

Energy

Greaves Spares Portfolio

Greaves Spares

Multibrand spares



Greaves After Market Business – Multibrand Spares Portfolio



ENGINE PARTS



ELECTRICAL PARTS



LUBRICANTS



AMSOIL PREMIUM SYNTHETIC OIL



FUCHS MINERAL OIL



BATTERIES



CONSTRUCTION PRODUCTS



TYRES 2W-3W

New Collaboration . New Tie Ups . New Opportunities

Signup with Amsoil



Collaboration with Mikasa





GREAVES
SINCE 1859

GREAVES CARE

EXPERT CARE



GREAVES
SINCE 1859



Rethink the **Service** side
of the last Mile transportation space



- Greaves understands the customers & their needs in the last mile transportation better than any one else .
- With this Greaves is ready to introduce & scale up Greaves Care

GREAVES
1ST
IN INDIA

Presenting India's largest and fast growing Multi brand organized service and spares network for 3 Wheelers & micro 4 Wheelers..

- **Widespread Availability**
of Service centres across India
- **Widespread Assurance**
to the OEM & end users

Greaves Care - One-stop Shop For All Service & Repair Needs



Faster turn-around



Company trained mechanics



100% genuine spares



High quality repair of engine, body and all aggregates



Upto 6 months warranty



SUSTAIN CURRENT POSITION

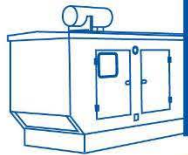
BUILD & GROW



Mobility

- Market leaders in 3W diesel segment, ~75% market share (FY18)
- Strengthen non-automotive engines portfolio

- BSVI for 3W/Micro - truck to increase addressable market to 100%
- Portfolio of CNG/Petrol
- EV & Hybrid solutions



Energy

- Strengthen position in 2.5kVA-500kVA segment (gained ~ 2% market share in addressable market in FY18)

- Develop >500 kVA range offer clean energy solutions



Farm

- Sustain leadership position in P/K pumps (~45% market share in FY18)
- Expand market reach and offer complete range of agri equipment

- Full range of light agri equipment
- Introduce Electric & enter Solar Pumpset business
- Micro-irrigation solutions & services
- Productivity enhancement solutions

SUSTAIN CURRENT POSITION

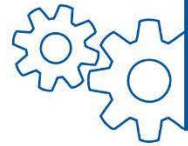
- Offer 3W multi-brand spare parts (currently ~80% parts coverage)
- Leverage current network of 3500+ dealers
- Maintain leadership in aftermarket support for Mobility, Farm & Genset business

- Business model defined Piloted at 51 outlets

BUILD & GROW

- Expand Multibrand portfolio to cover the entire market

- Offer accessories & merchandise
- Alternate fuel and hybrid kits
- EV charging infrastructure
- Scale up network Pan India in next 3-5 years



Aftermarket



**Greaves
Care**

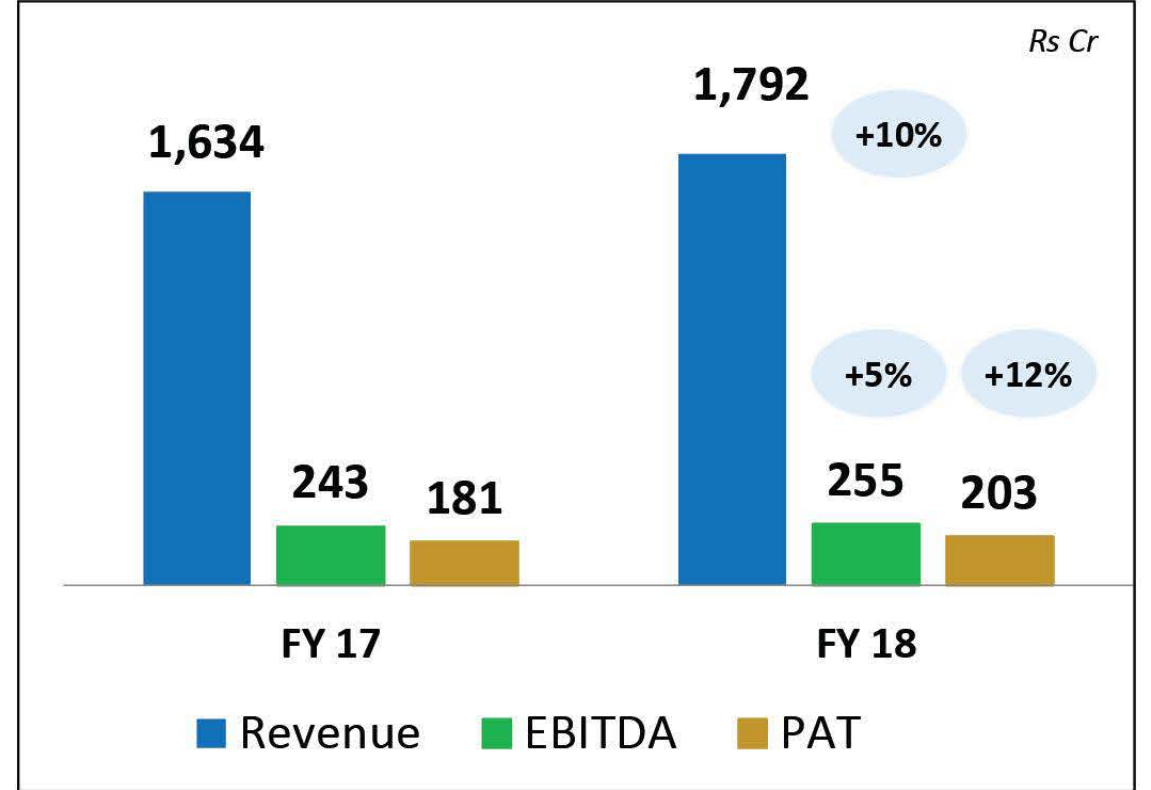
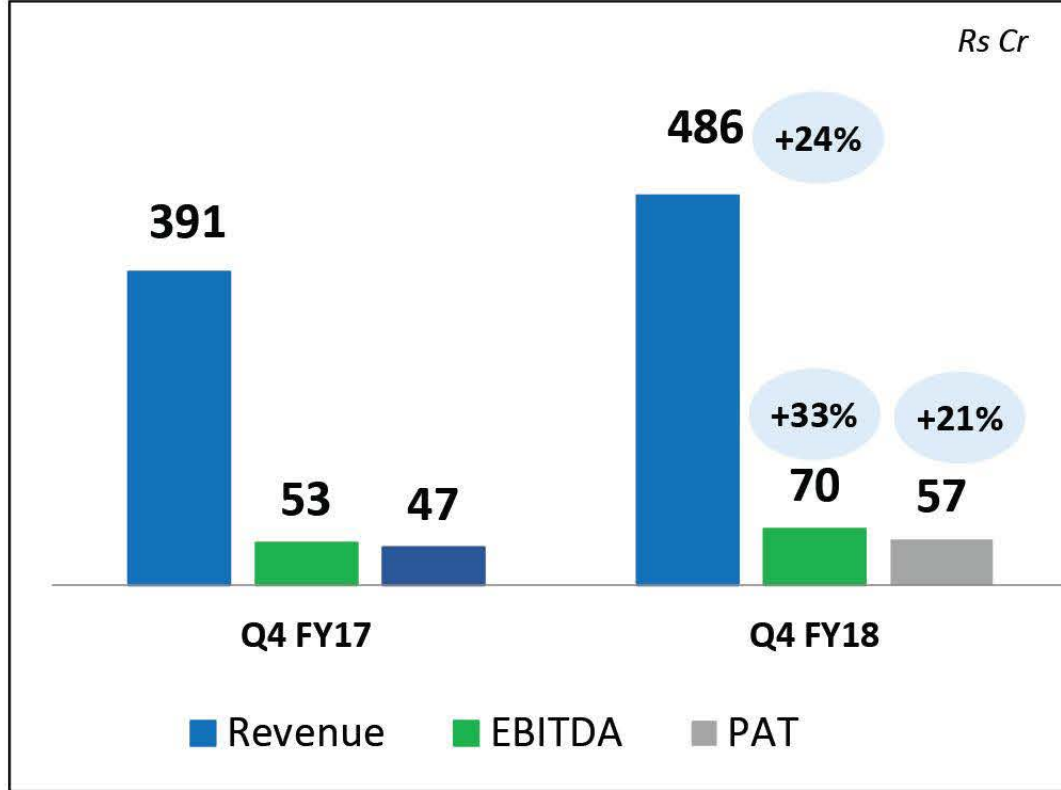


From B2B to B2C

- From engines to farms
- From commercial to residential complexes
- From urban to Rural
- From Mass(pumps) to niche(Special high powered engines)
- From small applications in field to advanced usage in critical places (gensets)
- From powering daily lives to critical missions
- From products used by marginal farmers to high value gensets

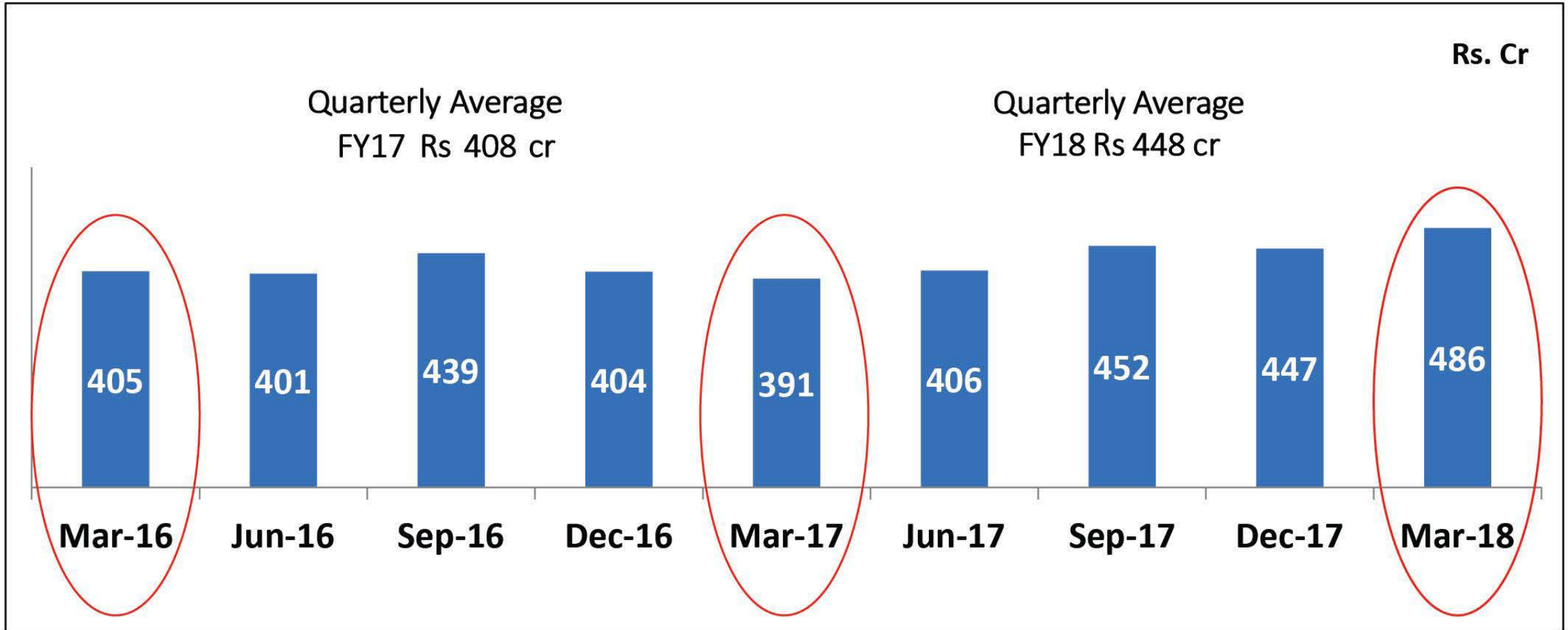
Financial Overview

Financial Performance Snapshot



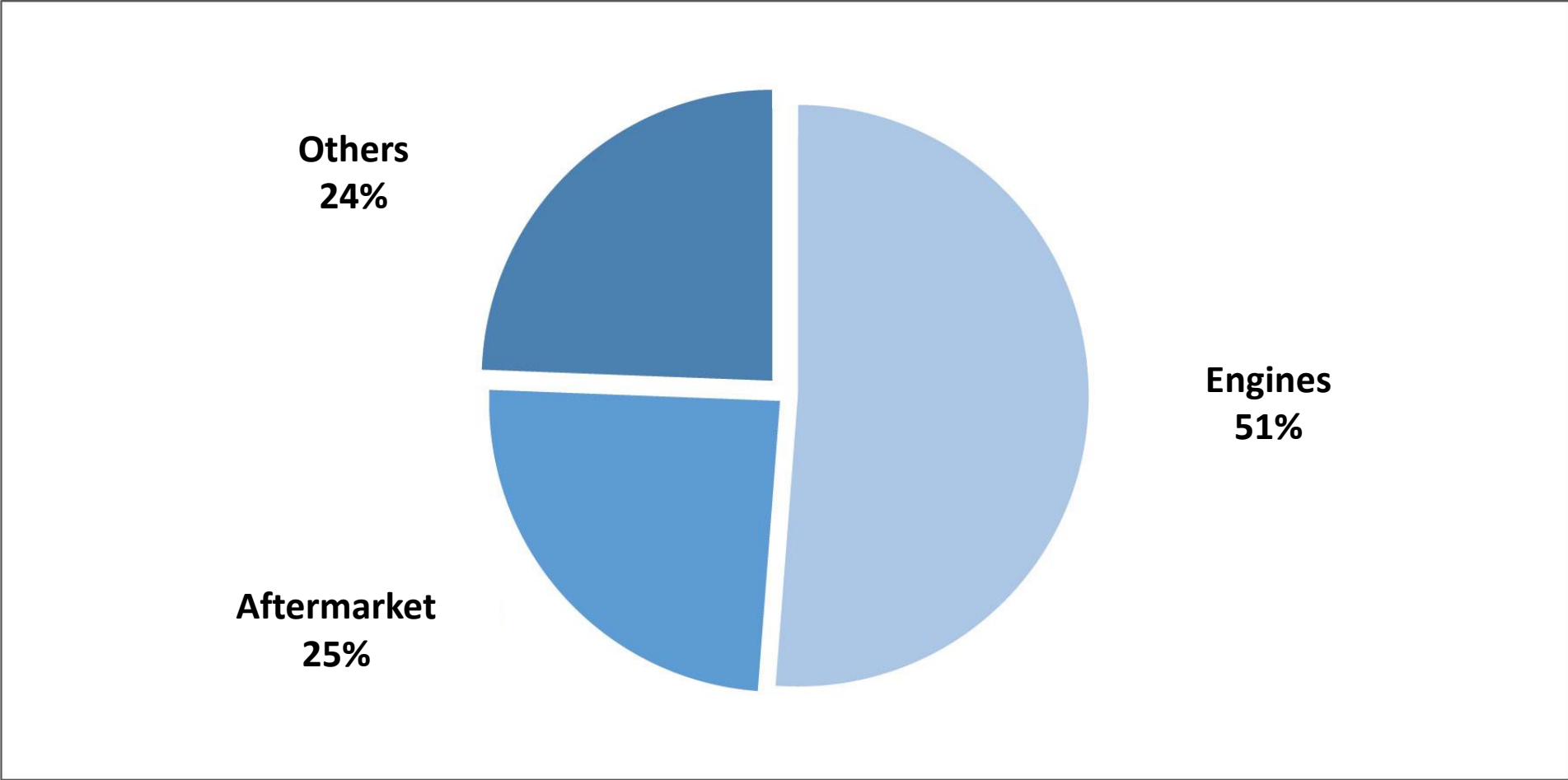
Revenue GST comparable

Quarterly Revenues



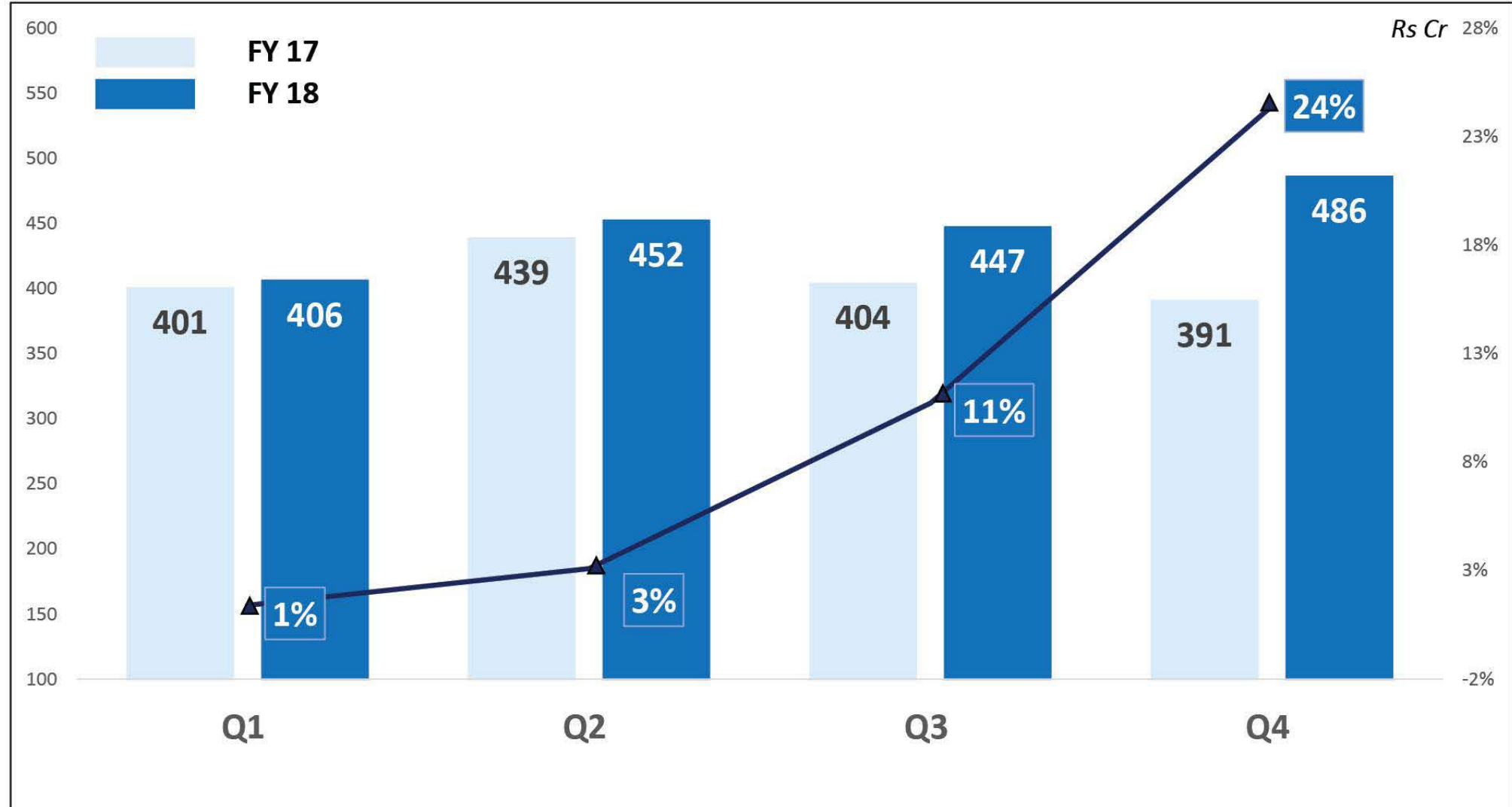
Revenues are GST comparable numbers

Revenue by Business (FY18)



- Others includes Genset, Agri equipment and Trading

YoY Growths for Quarterly revenues



Financial Results- Q4

Particulars (Rs Cr)	Q4 FY 17	Q4 FY 18	Growth %
Net Income from Operations	391	486	24%
Material Consumed	261	332	
Employee Cost	37	38	
Others Expenses	40	46	
EBIDTA	53	70	31%
EBIDTA Margin	13.7%	14.4%	
PBT before exceptional item	56	71	
Exceptional (Expenses)/Income	7	13	
Profit for the year	47	57	21%

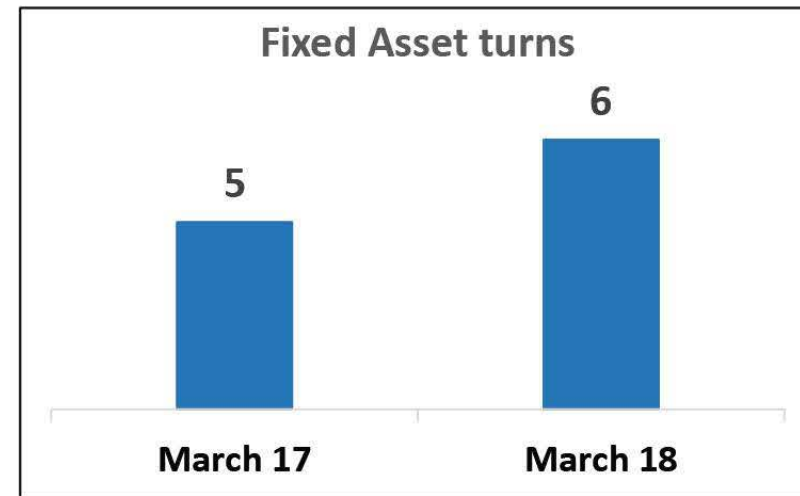
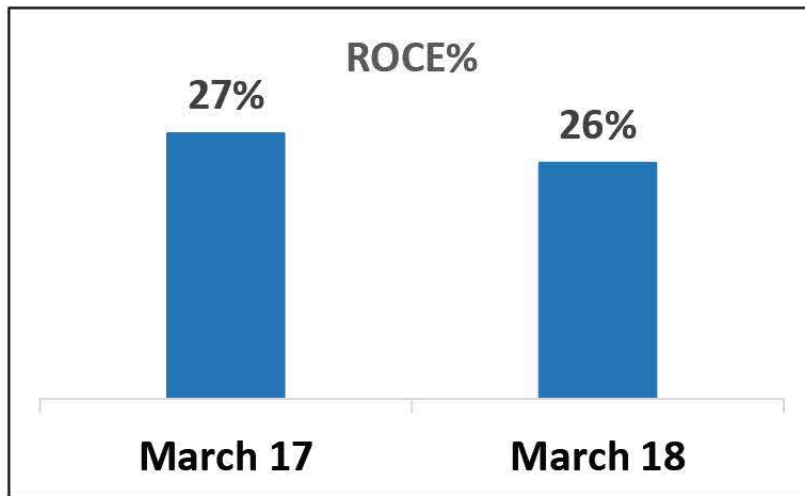
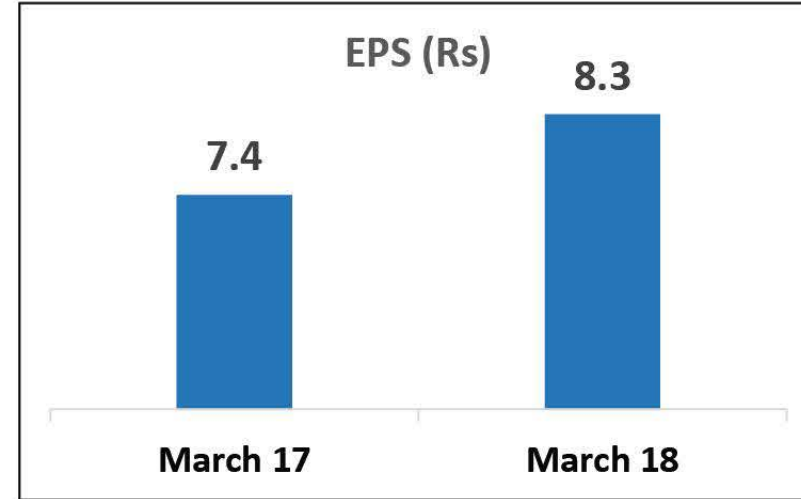
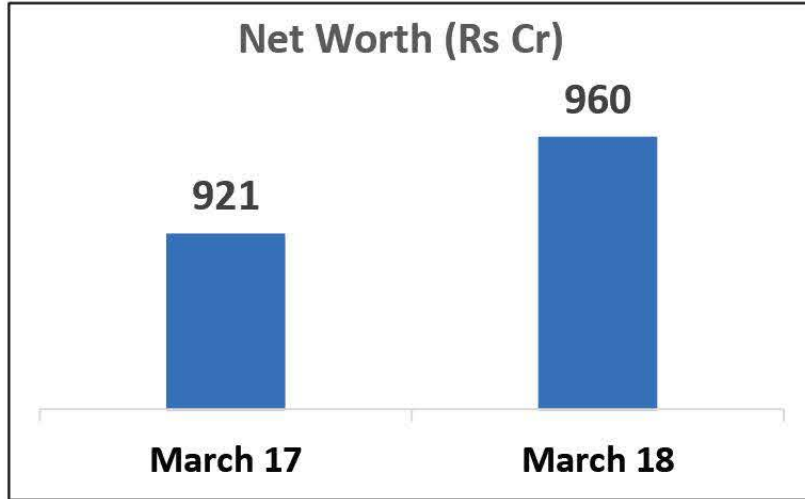
- Effective Tax Rate at 32.9% (Q4 FY18) vs. 25.4% (Q4 FY17)
- Post tax exceptional income (net of tax) Rs 9 Cr (Q4 FY18) and Rs 4 cr (Q4 FY17)

Financial Results- Full year

Particulars (Rs Cr)	FY17	FY18	Growth %
Net Income from Operations	1,634	1,792	10%
Material Consumed	1060	1210	
Employee Cost	159	167	
Others Expenses	171	160	
EBIDTA	243	255	5%
EBIDTA Margin	14.9%	14.2%	
PBT before exceptional item	246	247	
Exceptional (Expenses)/Income	2	48	
Profit for the year	181	203	12%

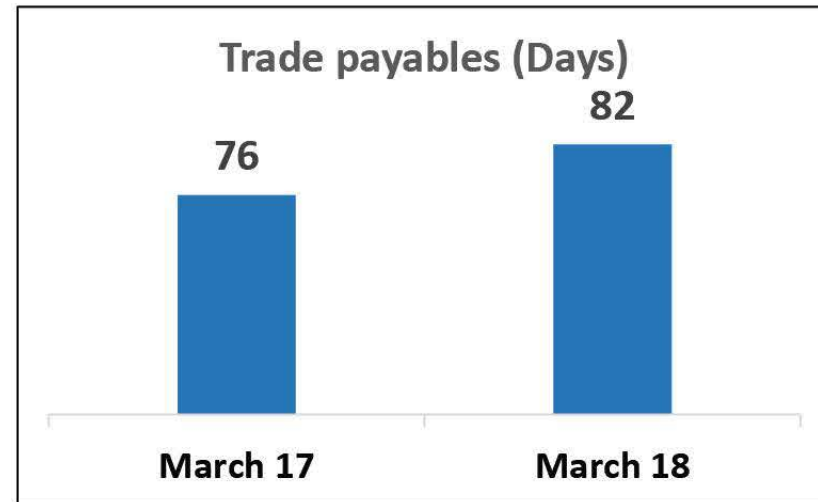
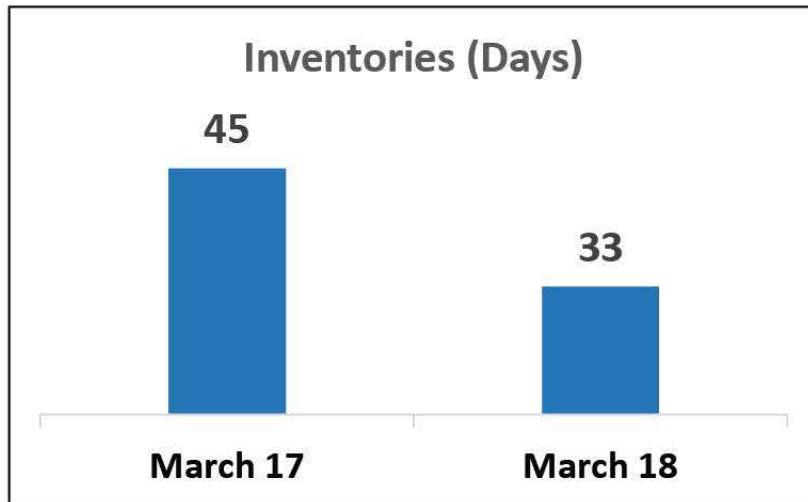
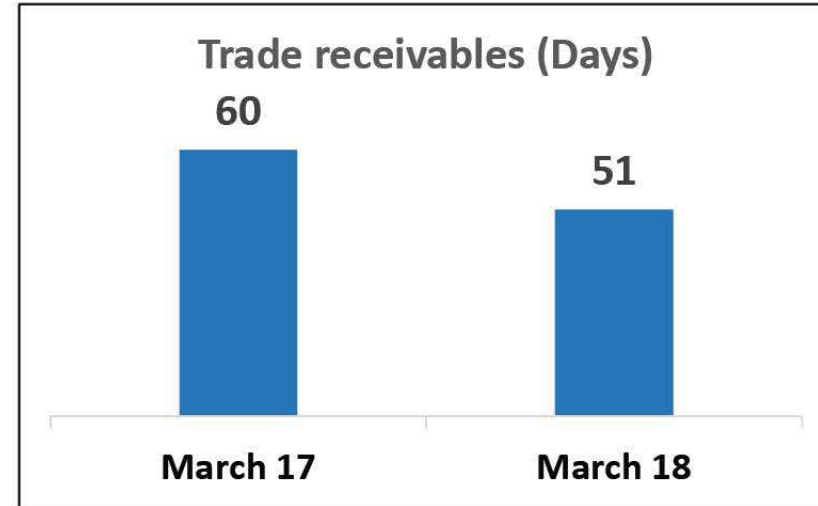
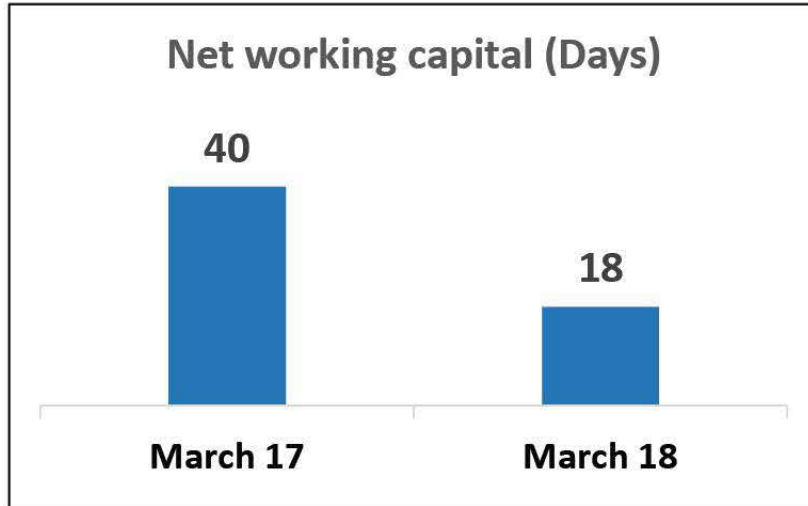
- Effective Tax Rate 31.5% (FY18) vs. 27.4% (FY17)
- Post tax exceptional income Rs 32 Cr (FY18)

Key Financial Metrics (1 of 2)

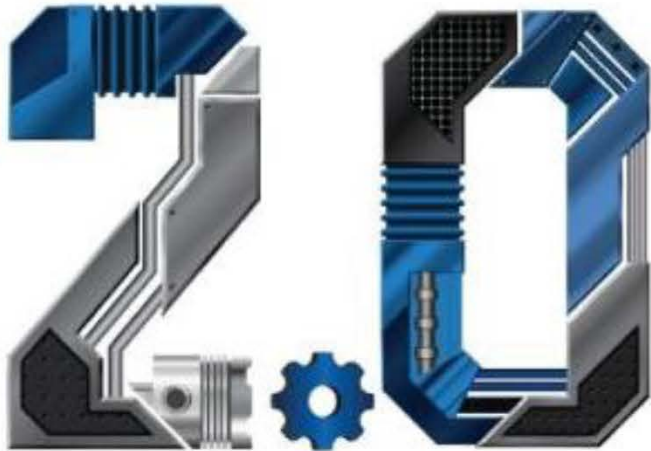


Key Financial Metrics (2 of 2)

Sharp reduction in net working capital, from Rs 180 Cr (FY17) to Rs 89 Cr (FY18)



GREAVES



Greaves aims to provide wide range of fuel agnostic products and solutions that help enhance productivity of customers

GREAVES

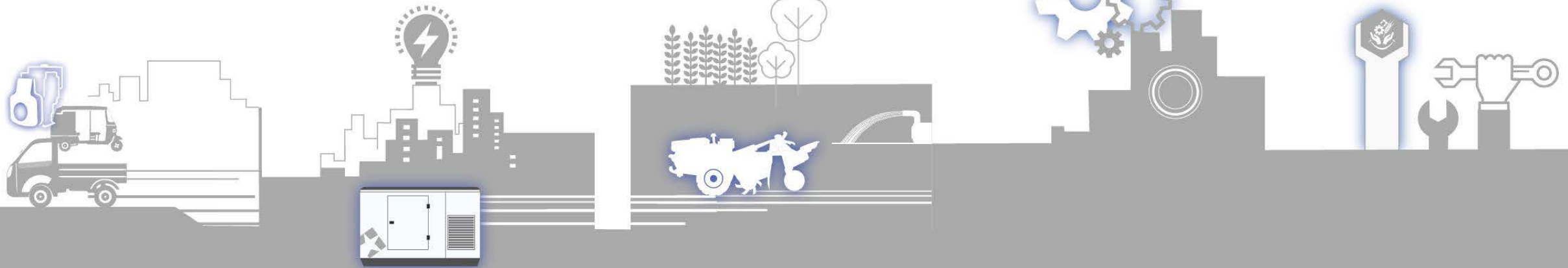
MOBILITY

ENERGY

FARM

SPARES

CARE



DISCUSSION

GREAVES

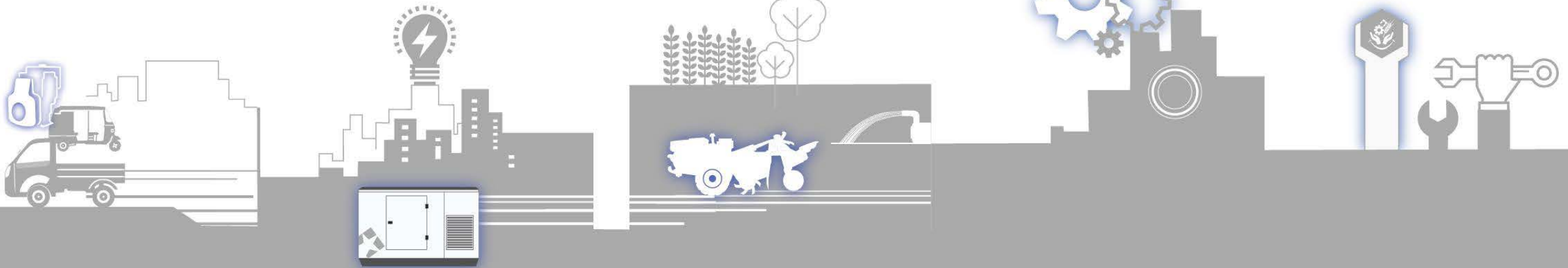
MOBILITY

FARM

CARE

ENERGY

SPARES



THANK YOU