

GREAVES

Greaves Cotton Limited

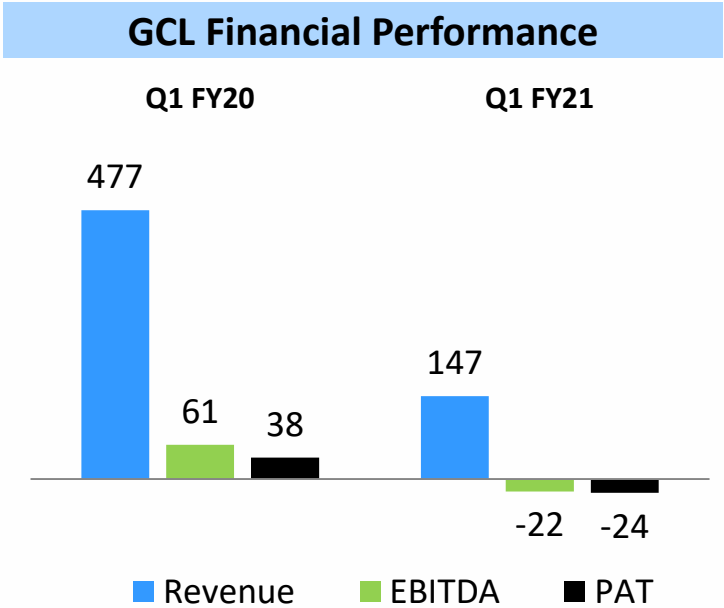
**Investor Deck
Q1 FY21**

17th Aug'20

- 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

Financial performance impacted due to lockdown, however, recovery on track;
company’s response through 3R Framework setting base for a stronger rebound

GREAVES



- Severe sales impact in April and May due to lockdown
- Recovery seen June onwards



GCL 3R Response Framework

Respond
Immediately

- All manufacturing units restarted
- Supply Chain/ Vendor base stabilized
- 75%+ dealerships open
- Strong Cash Management/ Reduction in Receivables

Redouble
Efforts

- Ampere Magnus Pro High Speed Scooter Launched
- Introduced Greaves ‘Genius’ IOT enabled smart Genset
- Build on recovery in aftermarket and Non-Auto Business
- 40 New Ampere Dealers added
- Margin improvement for BSVI Engines

Reimagine
Positioning

- Expanding play in E-Mobility with acquisition of Bestway
- Structural cost reset with VRS agreement at Ranipet

Strong Business Development efforts to expand revenue streams



EXISTING MARKET

EXISTING PRODUCT



New OEMs for existing Auto & Non-Auto Engines

EXISTING MARKET

NEW PRODUCT



CREST CNG/
Petrol Engine



HS E-2W
LI E-Rick
E-Loader



NEW MARKET

EXISTING PRODUCT



New OEMs in
Int'l Markets



New Ampere
Dealers

SUPPORTING COVID FIGHT



52

Gensets Supplied to
COVID-19 facilities



GREAVES



Providing the
heroes with
sprayers to keep
communities
sanitized
during COVID-19
Knapsack Sprayer
Distribution Initiative



IOT enabled Smart Genset 'Greaves Genius' launched with 5 yrs Warranty, to provide significantly enhanced customer connect

Technological Innovation in Gensets enabling remote monitoring & management



Comprehensive Health Monitoring

Preventive Maintenance

Fault Diagnostics

Asset & Fleet Management system

Online Dashboard for
Computer & Mobile Apps



First smart Genset series with 5 year warranty on COMPLETE GENSET - 5 to 1250 kVA

40% SAVING ON MAINTENANCE COSTS*

Anytime, Anywhere Access
Lets you see critical parameters in real time through a convenient dashboard.

Increased Uptime
Predictive maintenance through exhaustive data analytics and best in class MTTR (Mean Time to Repair)

All-round Protection
Alerts for DG set overload or any unruly vital health parameters of DG set

Smart Savings
Know the cost of per unit electricity generated. High savings guaranteed with tighter control on fuel top-ups and increased DG set uptime.

Up to 30% More Life
Proactive services* via timely maintenance reminders

Data Reliability
Zero data loss through specially designed highspeed data analysis platform enabling rapid data gathering & transmission

Easy Upgrade
Upgrade any old Greaves DG set to Genius DG set easily

Pilferage Protection
Alerts for low fuel, fuel filling or theft

DOWNLOAD THE APP

Toll Free : 1800 266 0670
Website: www.greaves cotton.com
Email : greavespower.sales@greaves cotton.com

Growth Thrust on Ampere continues with improving product/ channel/ customer portfolio...

Ampere E-2W



Magnus Pro High Speed Scooter



Sales returning to pre-COVID levels



New B2B customers being added



Market Share increases to 24% amongst organized players

40 New Stores Opened



... new future ready business model with virtual experience centre/ test drives and new Leasing/ Subscription/ Exchange solutions

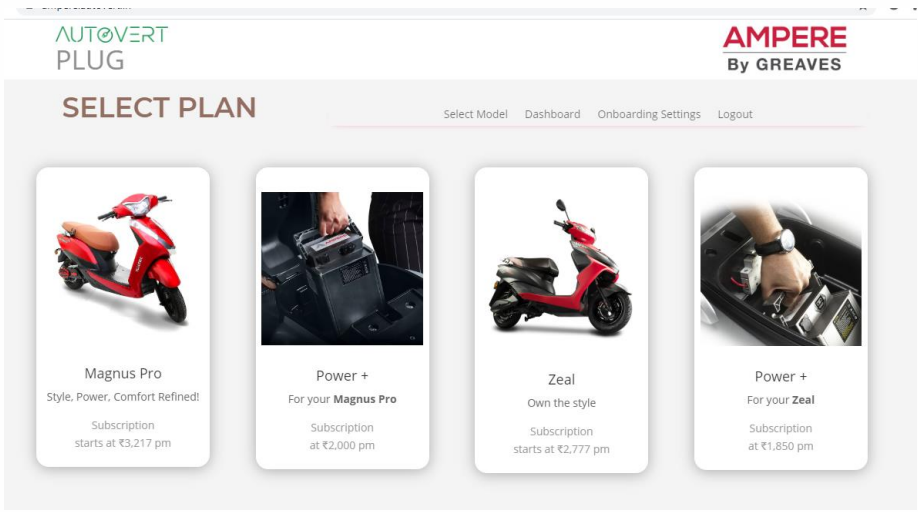


Virtual showroom experience & Test Drive



Business Model Innovations

Leasing & Subscription Business Model



Exchange Offers: Upgrade to Electric



Ampere strengthens presence in last mile E-Mobility through Bestway acquisition; Strong Portfolio Passenger & Cargo E-3W

GREAVES

Majority ownership acquired in Bestway

AMPERE
By GREAVES

**AMPERE ACQUIRES 74% STAKE
IN E-RICKSHAW COMPANY BESTWAY**



- Strengthens play in last mile people & cargo mobility
- New avenue in affordable & reliable E-Mobility

Ampere acquires 74% stake in Bestway

TIMES NEWS NETWORK

Chennai: Ampere Vehicles, a wholly-owned e-mobility subsidiary of Greaves Cotton, has acquired 74% stake in the Noida based e-three wheeler company Bestway Agencies which sells e-rickshaws under the ELE brand, for an undisclosed sum.

"Through this acquisition, Ampere plans to up its presence in e-rickshaw segment to become an integrated last mile e-mobility player with strong presence in both e-two wheelers and three wheelers," Ampere said in a statement. Targeted at B2B customers for both people and cargo mobility, the acquisition will add "last mile mobility products and further boosting company's growth and strengthen market positioning," said Nagesh Basavanthalli, MD & CEO of Greaves Cotton and director, Ampere Vehicles.

Added EVR Subba, chairman, Ampere Vehicles, said, "Within two years of Ampere



BUSINESS EXPANSION: Company plans to up its presence in e-rickshaw segment

acquisition by Greaves, the company has grown phenomenally to become affordable e-two wheeler brand under personal mobility segment. With the acquisition of Bestway, Ampere has now embarked on a new journey to provide shared mobility solutions through e-three wheelers. "E-rickshaws comprise the second biggest chunk of the Indian electric vehicle market. The EV industry sold 90,000 e-rickshaws in FY19-20 mostly by unorganised players. In comparison it sold 1,52,000 e-two-wheelers, 3400 cars and 600 buses. Cargo and passenger e-rickshaws have been growing sharply and big organised players M&M are getting into it as well.

Ampere picks stake in Bestway

Mumbai, July 7

Ampere Vehicles, a wholly-owned electric mobility subsidiary of Greaves Cotton Ltd, has announced the acquisition of Noida-based electric three-wheeler company Bestway Agencies Pvt Ltd (BAPL), with a 74 per cent stake in the company, subject to customary closing conditions. BAPL sells e-rickshaws under the popular ELE brand. Through this acquisition, Ampere aims to expand its presence in the e-rickshaw segment to become an integrated last-mile e-mobility player with strong presence in both electric two-wheelers and three-wheelers, the company said in a statement. OUR BUREAU

एमपियर ने बेस्टवे में 74 प्रतिशत हिस्सेदारी खरीदी

ब्यूरो, नवज्योति/जयपुर। ग्रीव्स कॉटन लिमिटेड की पूर्ण स्वा मित्व वाली कंपनी एम्पियर व्हीकल्स ने नोएडा स्थित ई-3 व्हीलर कंपनी बेस्टवे एजेंसीज प्राइवेट लिमिटेड (बीएपीएल) के अधिग्रहण की घोषणा की। बेस्टवे एजेंसीज कंपनी में अपनी 74 प्रतिशत हिस्सेदारी के साथ लोकप्रिय ब्रांड ईएलई के तहत

ई-रिक्शा बेचने का काम करती है। अधिग्रहण की यह घोषणा समापन की अनिवार्य शर्तों के अधीन है। एम्पियर (ग्रीव्स कॉटन की एक



ई.मोबिलिटी शाखा) तेजी से उभरते ई-रिक्शा सेगमेंट में अपनी उपस्थिति का विस्तार करेगी ताकि ई.2 डब्ल्यू और ई.3 डब्ल्यू दोनों वर्गों में अपनी मजबूत भागीदारी के साथ एकीकृत लास्ट माइल ई-मोबिलिटी कंपनी बन सके। कंपनी इस सेगमेंट में तेज विकास होने की उम्मीद कर रही है क्योंकि देश में आवाजाही के सस्ते साधनों के विस्तार की जरूरत है। वहीं, कोविड काल के बाद समाज के निचले तबके में ज्यादा रोजगार पैदा करने पर भी जोर दिया जानेवाला है। इस अधिग्रहण से एम्पियर बी.2 सी सेगमेंट के साथ, साथ बी.2 बी ग्राहकों को भी संपूर्ण प्रोडक्ट पोर्टफोलियो ऑफर करने में सक्षम होगी।

Ampere acquires 74% stake in Bestway

COIMBATORE-BASED AMPERE VEHICLES, a wholly-owned electric mobility subsidiary of Greaves Cotton, on Monday announced the acquisition of 74% stake in Noida-based Bestway Agencies (BAPL) which sells e-rickshaws under the popular ELE brand.

Support to Auto Drivers through Service Camps, Safety Kit Distribution & Insurance Programs to aid operations restart

GREAVES

Auto Drivers Free Service Program- Supporting Migrants through En-route Service Camps



GREAVES

NEWSPAPER

2,000 kaali peelis, autos hit road to UP, Bihar



GREAVES

मुफ्त 3 व्हीलर सर्विसिंग

आपकी हर एक जरूरत का ख्याल



GREAVES

मुफ्त येना में शामिल वीजें



GREAVES

सुरक्षित यात्रा के लिए अपने रिक्शा की जांच कराएँ।

Strengthening Safety through PPE Kits through Greaves Retail



GREAVES

GIVE YOUR 3-WHEELER A SHIELD AGAINST COVID-19



GREAVES

OUR INSTALLATION OF PPE KIT INCLUDES



GREAVES

PLASTIC SHIELD INSTALLED BY GREAVES IN 3W PASSENGER VEHICLES



GREAVES

CITY AUTO SEATING (2+1)

Active engagement with our customers-partners-employees





AMPERE
By GREAVES

Tu chalti hai
toh ghar
chalta hai,
Jab ghar ke
buzurgon ko
zaroori samaan
waqt pe milta hai.

#AmpereForMoms



AMPERE
By GREAVES

**Celebrating
Powerful Partnerships**

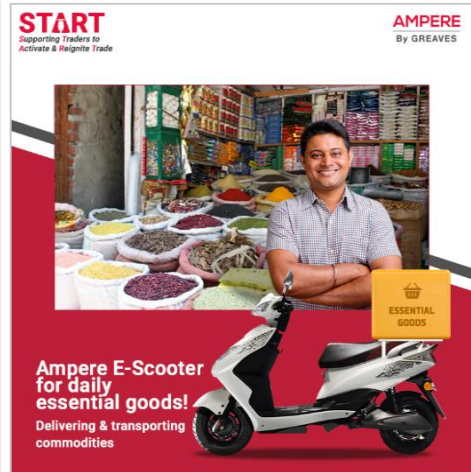
We thank Fleet operators
and B2B players for trusting
us and helping us grow in
last 12 years.

**12
Years**
Ampere
Electric Vehicles

Anniversary offer,
get benefits up to **Rs. 5000**, Extended
Warranty/Insurance and Low EMI schemes.



START with **AMPERE**
Supporting Traders to
Activate & Reignite Trade



START
Supporting Traders to
Activate & Reignite Trade

Ampere E-Scooter
for daily
essential goods!
Delivering & transporting
commodities

**ESSENTIAL
GOODS**



GREAVES

**Distribution of
PPE- Masks**

**Greaves Engines for
disinfectant spraying**

**FOOD
SUPPLIES**

**Distribution of
Dry Ration**

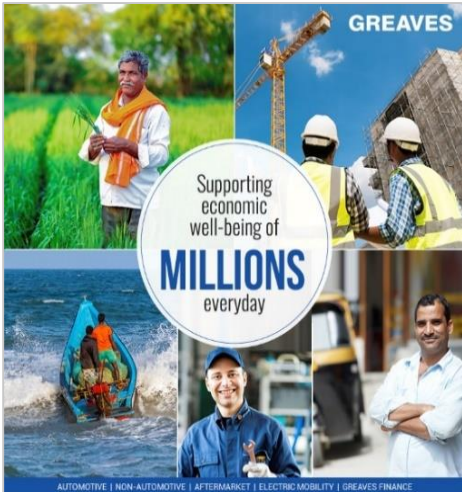
**FIGHTING
COVID19**
SUPPORTING THE
NATION

**Distribution of
Knapsack
Sprayers for
disinfection**

**Installation of
Gensets in hospitals**

**YOU CARE,
WE CARE**
Distribution of
Sanitizers

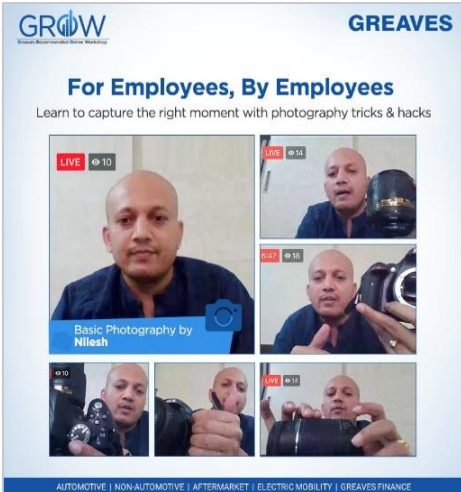
AUTOMOTIVE | NON-AUTOMOTIVE | AFTERMARKET | ELECTRIC MOBILITY | GREAVES FINANCE



GREAVES

**Supporting
economic
well-being of
MILLIONS
everyday**

AUTOMOTIVE | NON-AUTOMOTIVE | AFTERMARKET | ELECTRIC MOBILITY | GREAVES FINANCE



GROW
Greaves Research & Development

For Employees, By Employees
Learn to capture the right moment with photography tricks & hacks

LIVE @ 10

LIVE @ 11

LIVE @ 12

LIVE @ 13

LIVE @ 14

LIVE @ 15

**Basic Photography by
Nillesh**

AUTOMOTIVE | NON-AUTOMOTIVE | AFTERMARKET | ELECTRIC MOBILITY | GREAVES FINANCE



**HUMANS OF
GREAVES**

**THE COMMITTED &
DRIVEN ENTHUSIAST!**

Alok's story is a classic example of
never-give-up-attitude.

Alok

**Head Manager
Sales & Marketing**

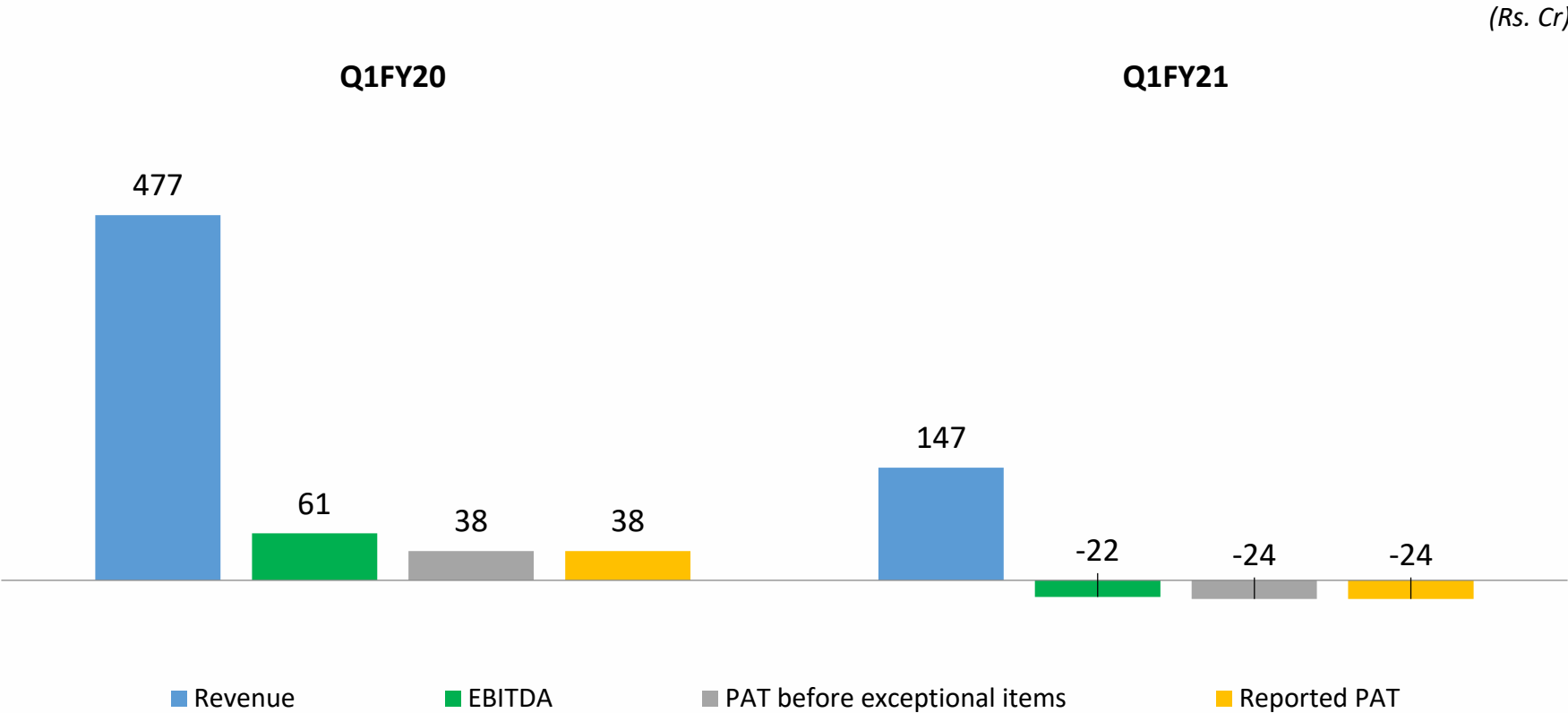
Atam Singh

Atam Singh

AUTOMOTIVE | NON-AUTOMOTIVE | AFTERMARKET | ELECTRIC MOBILITY | GREAVES FINANCE

Q1 FY21 Financial Highlights

Financial Performance Snapshot:

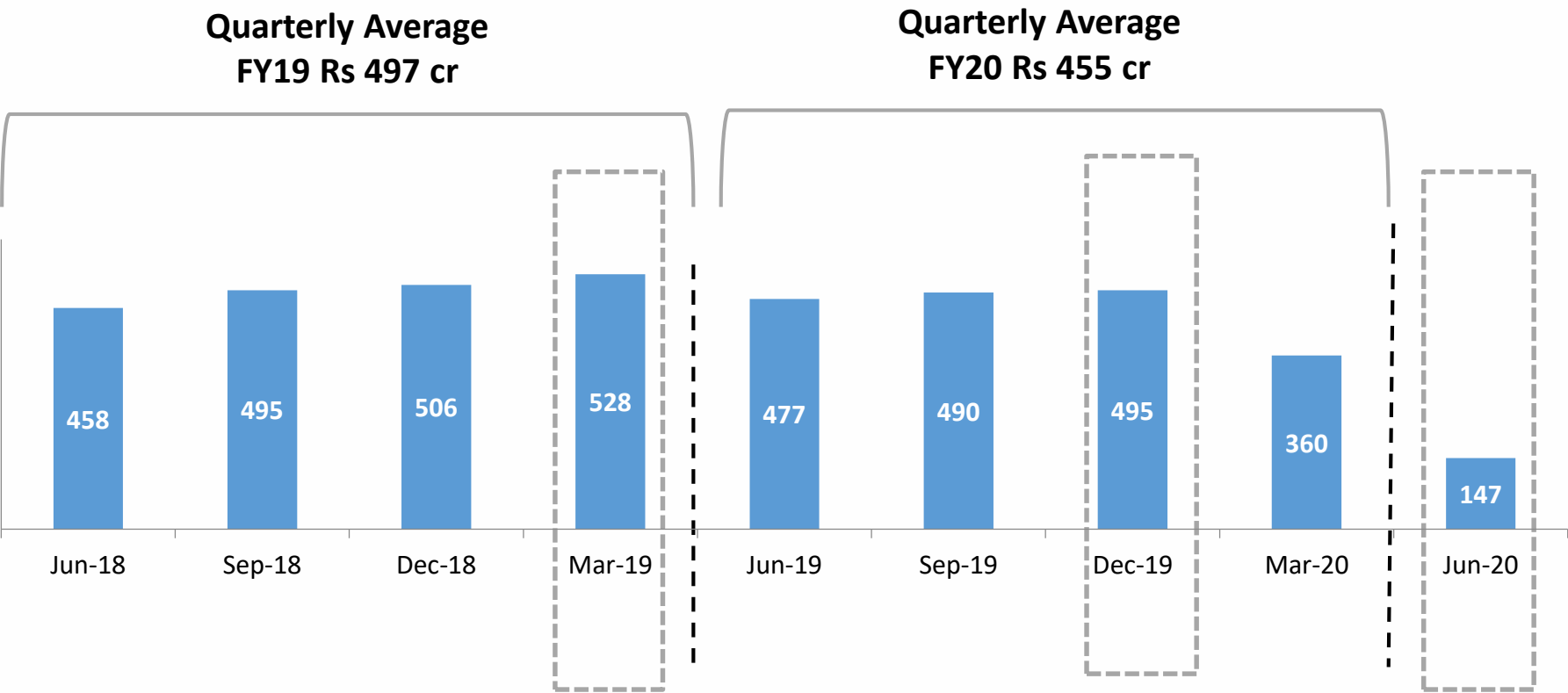


Key Highlights

- Q1 Revenue at Rs. 147 Cr (-69% down vs last year)
- Q1 EBDITA at -14.7% (12.8% vs last year)

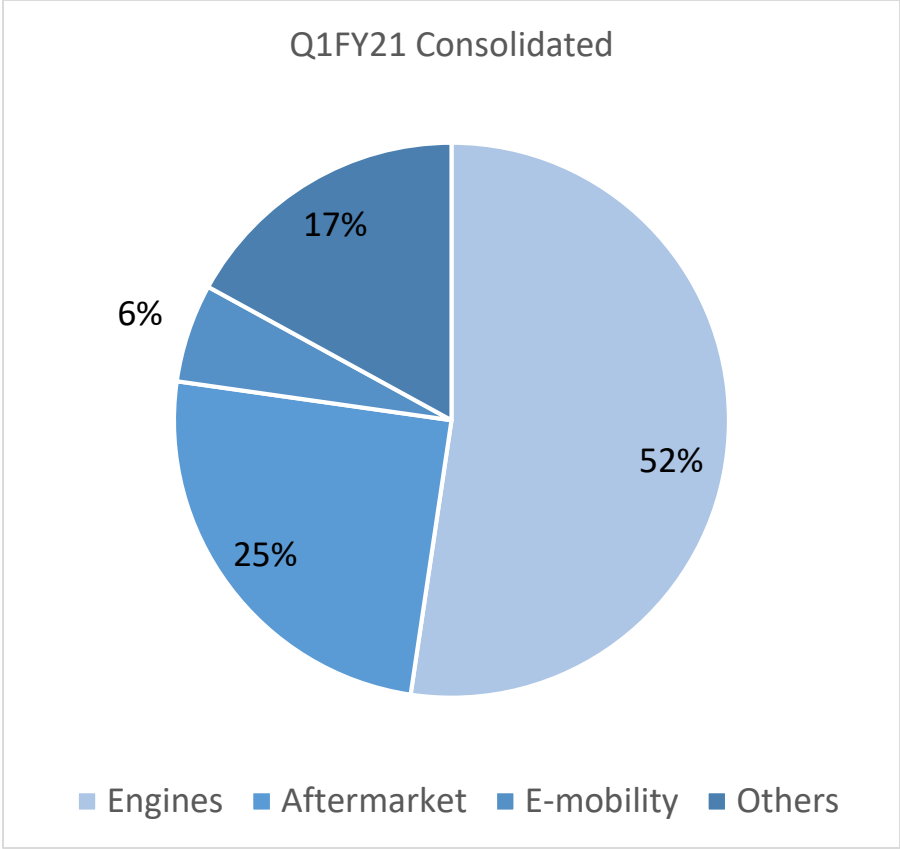
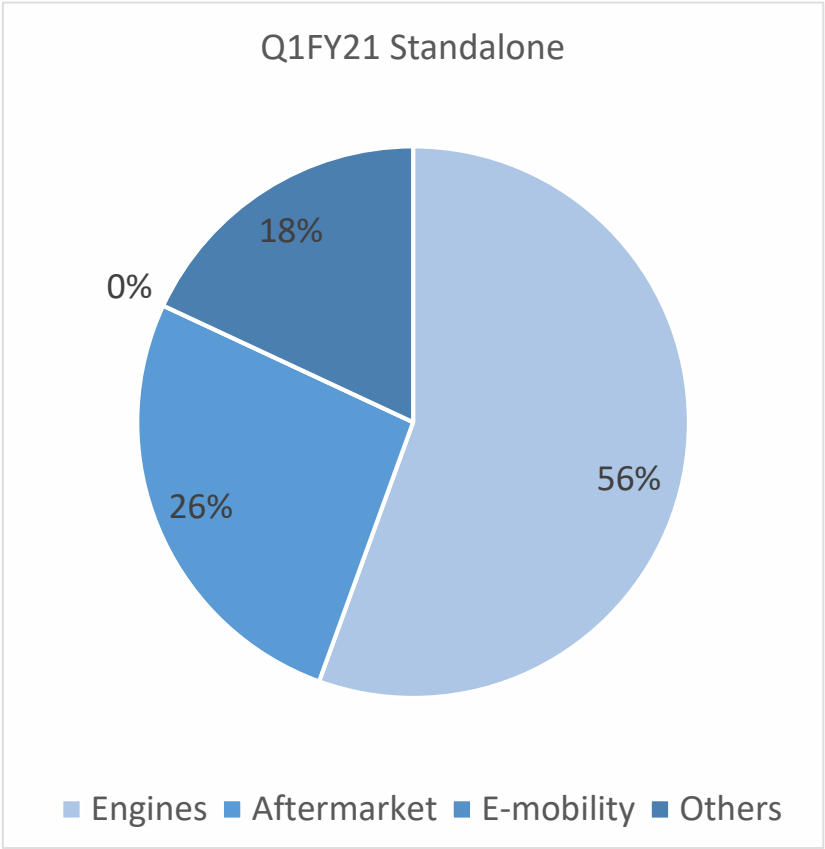
Quarterly Revenues:

(Rs. Cr)



Revenues are GST comparable numbers

Revenue by Business (Q1 FY21):



- Others includes Genset, Agri equipment and Trading

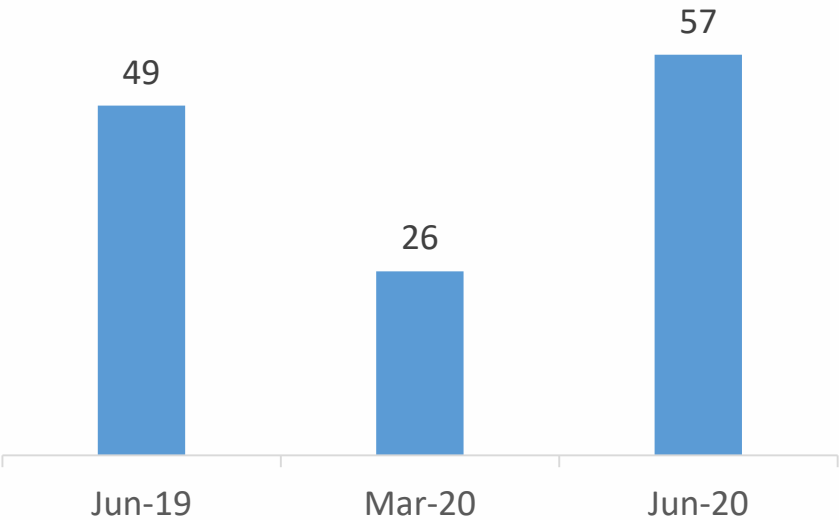
Volumes by Business

Business	Q1 FY20	Q1 FY21	GROWTH
Engine			
3W	65,045	11,216	
4W	3,279	-	
Others	11,362	5,155	
Total Engine	79686	16371	-79%
Auxiliary Power			
Gensets	1,102	275	
Total Auxiliary Power	1102	275	-75%
Agri			
Pumpset	18,268	4,264	
Power Tiller	880	436	
Other LAE	1,063	1,617	
Total Agri	20,211	6,317	-69%
EMB			
E-2W	3,728	1,752	
E-3W	487	-	
Total EMB	4,215	1,752	-58%

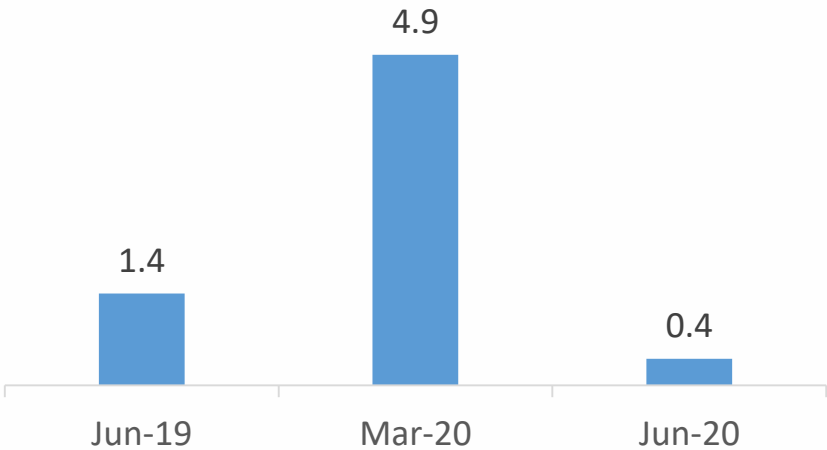
Particulars (Rs Cr)	Q1FY20	Q1FY21	Growth %
Net Income from Operations	477	147	-69%
Material Consumed	324	106	
Employee Cost	46	35	
Others Expenses	46	28	
EBIDTA	61	-22	-135%
EBIDTA Margin	12.8%	-14.7%	
PBT before exceptional item	56	-34	
PAT before exceptional item	38	-24	-163%
Post tax exceptional (Expenses)/Income	0	0	
Profit for the year	38	-24	

Particulars (Rs Cr)	Q1 FY 20	Q1 FY 21	Growth
Net Revenue	15.3	8.9	-41%
RMC %	80.7%	78.5%	
Expenses	5.9	6.7	
EBIDTA	-3.0	-4.8	
EBIDTA %	-19.6%	-53.9%	
PAT	-3.8	-5.4	

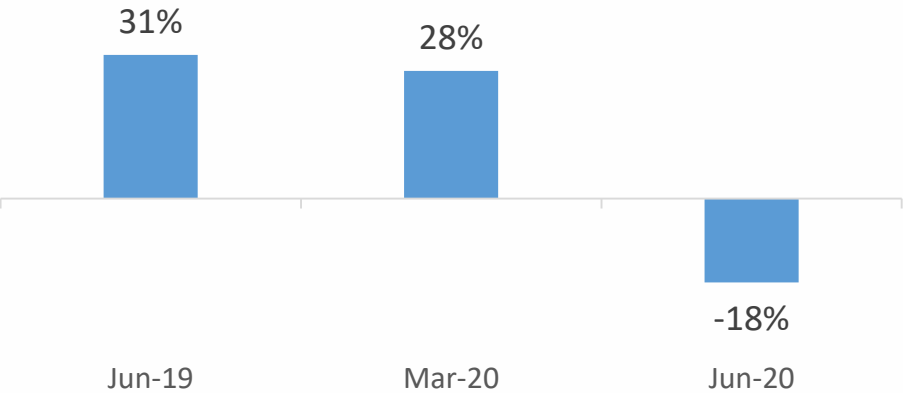
Net Working Capital (No of Days)



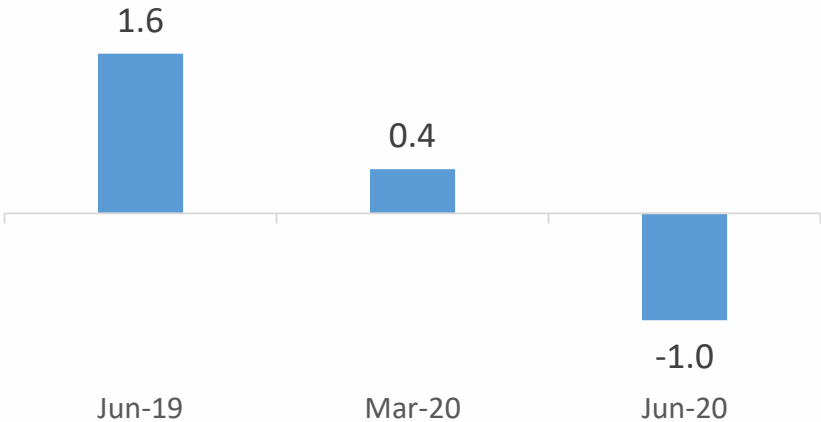
Fixed Asset turns



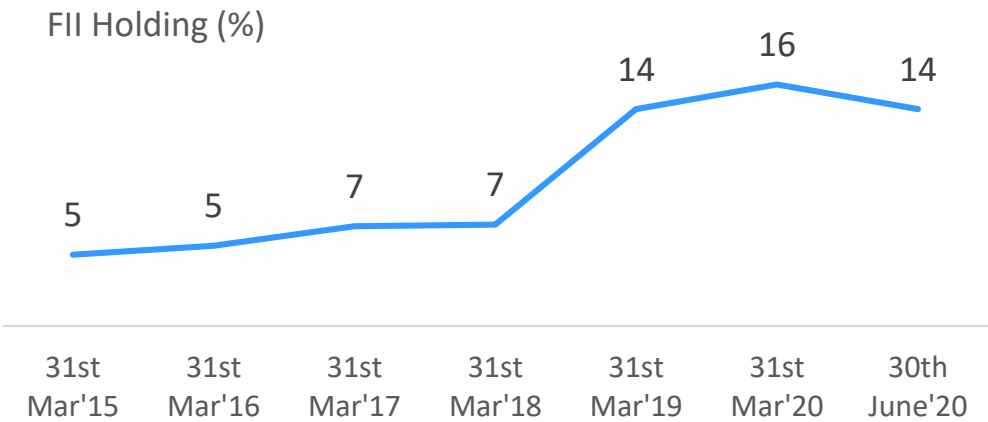
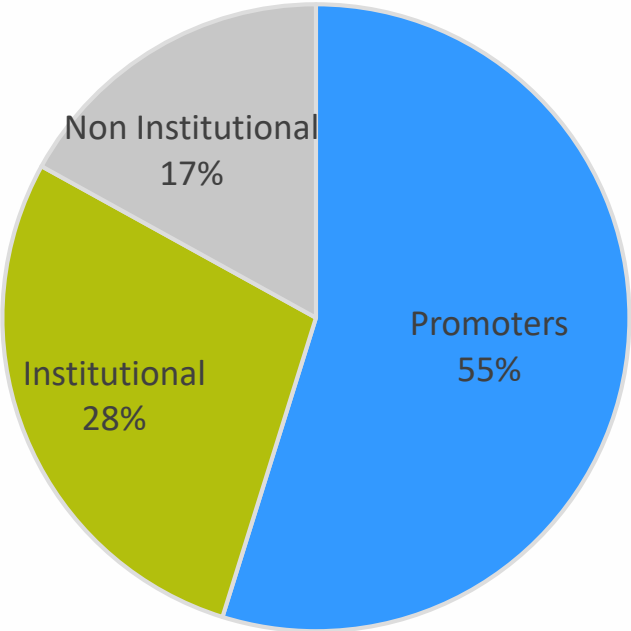
ROCE%



EPS



As on 30th June 2020



**CLEANTECH
SOLUTIONS**

TECHNOVATION

#DoMoreWithGreaves

**AFFORDABLE
SOLUTIONS**

DIVERSIFIED

RELIABLE SOLUTIONS

**SUSTAINABLE
SOLUTIONS**

THANK YOU