

# **GREAVES**

**Greaves Cotton Limited**

**Investor Deck  
Q2 FY21**

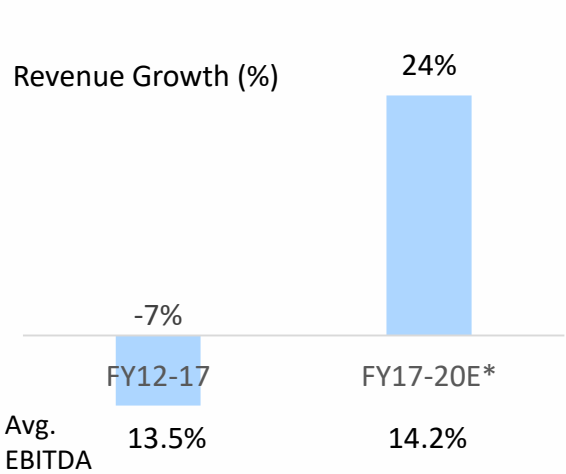
6<sup>th</sup> Nov'20

- 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

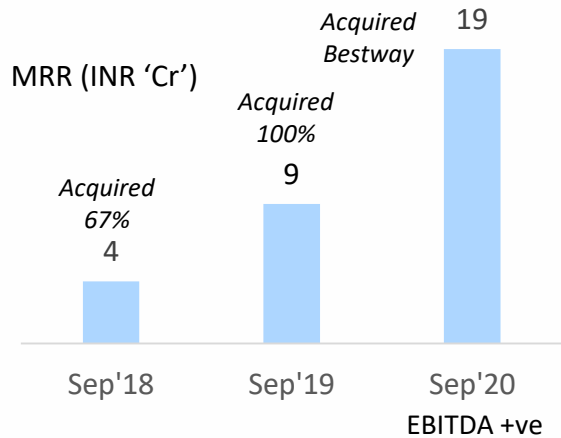
# Greaves 2.0 defined in 2017 delivering results and is being accelerated **GREAVES**

## Thrust on Strategic Transformation Continues – *Delivering Results*

### Revived Growth at GCL



### Building Ampere



### Created New Strategic Assets



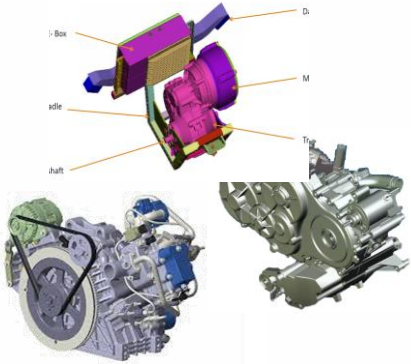
## From B2B to B2B & B2C | From Diesel to Cleantech | From Engines to Products & Solutions



\* pre-COVID numbers, excl. Mar'20 impact

Greaves has created a unique positioning as last mile mobility specialist delivering affordable and uninterrupted mobility

**GREAVES**



- Spares
- Service
- Charging/ Swapping
- Retrofits

Unparalleled Life-cycle support Infrastructure



- Body Customization
- Telematics
- Vehicle Diagnostics
- Theft Protection

Strong Value Added Services

Complete Range of Fuel Agnostic Powertrains - Diesel/ CNG/ Electric/ Hybrid

6300+ CUSTOMER TOUCH POINTS

10,000+ ON-GROUND SUPPORT OF LOYAL MECHANICS



182 Greaves Care

Strong product portfolio

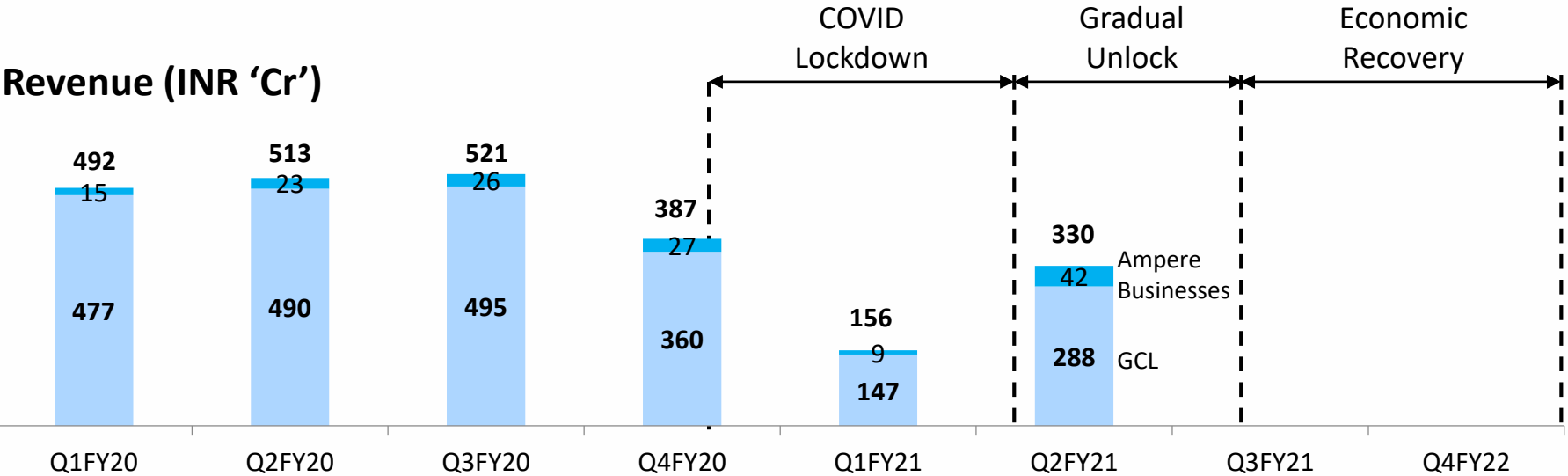


Financing & Leasing Options



While COVID has created a short-term impact, green shoots of revenue recovery are emerging

Post-COVID Growth Recovery Accelerating



Strong Rebound in Q2

- **Non-auto Small Engines** – 1.75X Pre-Covid levels
- **Aftermarket** – Back to Pre-Covid levels
- **E-Mobility (Ampere Businesses)** – All time high

Recovery expected in H2

- **3W Engines** - public transport now reopening
- **Genset** – investment cycle expected to pick-up

# Key initiatives taken by Greaves in H1FY21 will help the company emerge stronger (1/2)

**GREAVES**

## Increasing Focus on both Core Businesses & Mobility Businesses

- Dedicated leadership for Core Businesses & Mobility Businesses
- Group leadership to drive transformation and strategic portfolio moves

## Developing New OEMs for Greaves Engines

- New Diesel 3W OEM partnership
- New Global OEM for Small 4W
- CREST CNG 3W Engine under advanced discussions
- Increased thrust on non-auto engines

## Deepening Play in E-Mobility – *Ampere now an integrated E-2/3W player*

- E-2W market leader with 20% market share
- Acquisition of 74% stake in Bestway (E-3W Business) under Ampere

# Key initiatives taken by Greaves in H1FY21 will help the company emerge stronger (2/2)

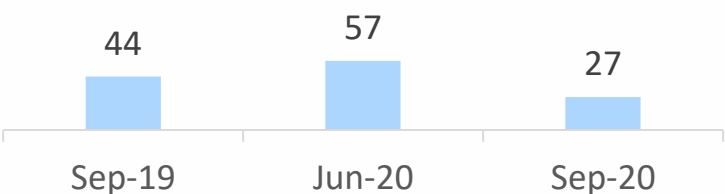


## Operational Efficiencies & Long-term Cost Reset (10%+ of Cost Base)

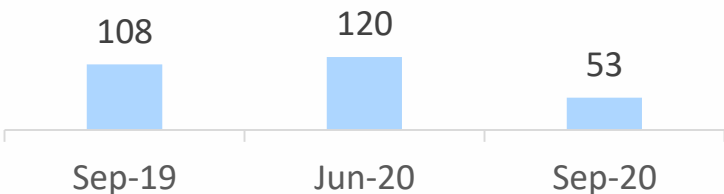
- Plant consolidation
- Overhead cost reduction

## Strong working capital management

Net Working Capital (Days) - GCL

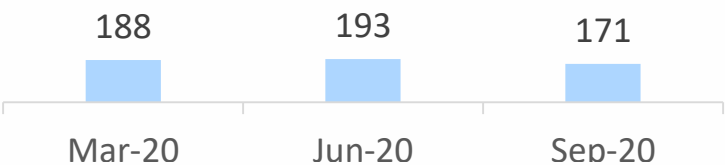


Net Working Capital (Days) - Ampere



## Robust cash management – GCL maintains cash & zero debt position despite COVID challenges

Cash Position (INR 'Cr') - GCL



Ampere - Free Cash Flow Positive





TRANSPORTS CARGO DAILY

ROBUST FOR ALL WEATHER CONDITIONS

**ANDAR SE STRONG**

COMMUTING SAFELY WITH YOUR LOVED ONES

DRIVE WITH EASE ON SLOPES

PRESENTING

**GREAVES genius**  
SMART POWER SOLUTIONS

INDIA'S FIRST INTELLIGENT GENSET WITH 5 YEARS WARRANTY



GREAVES

WE ARE READY WITH INDIA'S WIDEST RANGE OF UL/FM APPROVED ENGINES

DELIVERING ACROSS THE WORLD NOW



FIRE FIGHTING ENGINES 38 - 516 HP

APPROVED BY

ISO 9001:2015

ISO 14001:2015

ISO 45001:2018

ISO 50001:2018

GREAVES

Our CSR initiatives.

1978 2018

CONGRATULATIONS  
To the winning team of 1st and 2nd place  
Saurabh Patil/Vedant  
Greaves has been recognized as a top brand in the world for its commitment to CSR.

DEEP & PRIME training

Scholarship Programs

Career Calling

GREAVES

स्वदेशी अपनाओ,  
Greaves OHV  
पेट्रोल पंप घर ले आओ



Available in all 5 states



# #UnlockLife with Ampere Electric Scooters

**GREAVES**

Ampere adds 65 New Dealerships since COVID unlock |  
Now has pan-India presence with 265 dealers



Ampere enhances customer centricity with new ownership options

Vehicle Leasing Plan



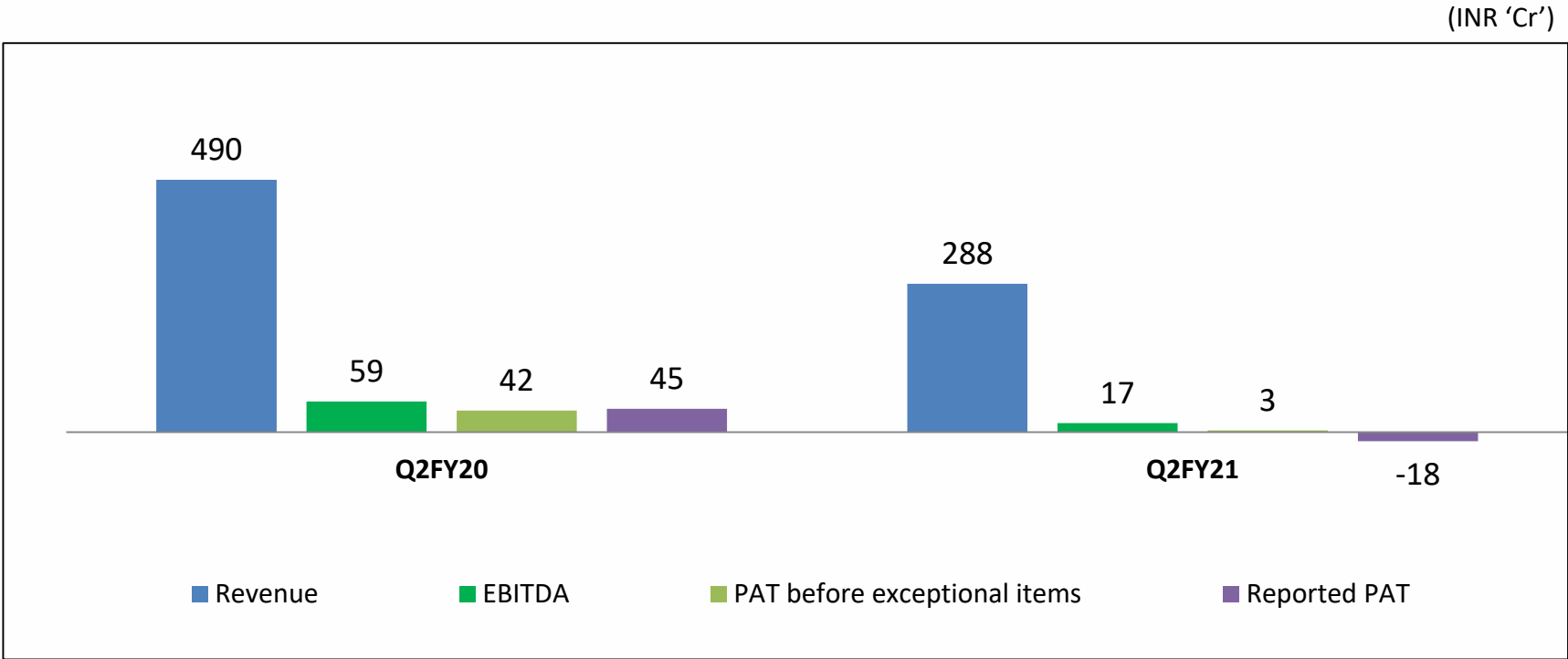
Battery Subscription



Exchange Program



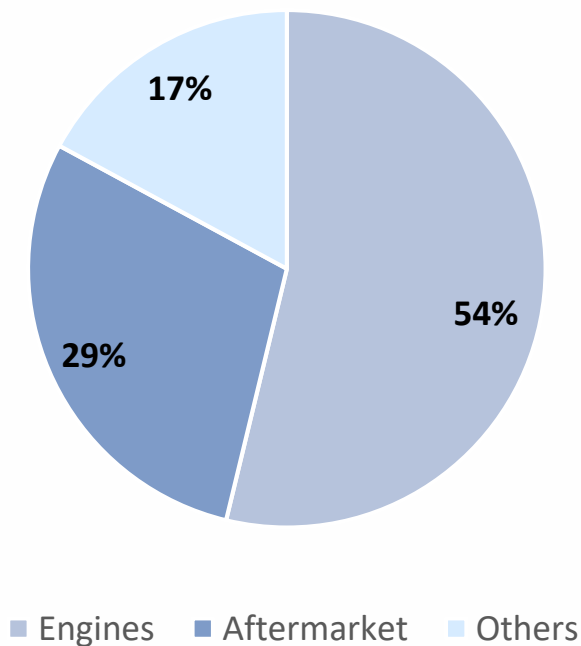
## **Q2 FY21 Financial Highlights**



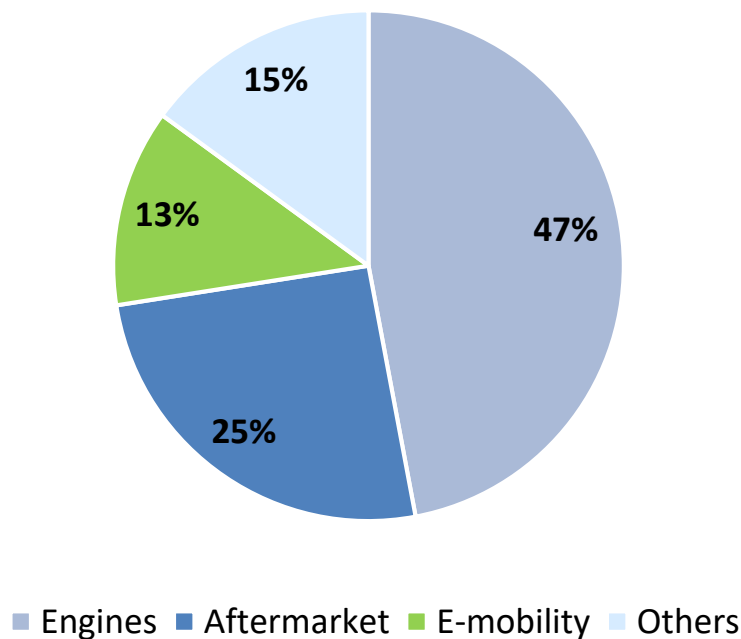
Key Highlights

- Q2 Revenue at INR 288 Cr (-41% down vs last year)
- Q2 EBDITA at 6.1% (12.1% vs last year)
- Exceptional items of INR 31 Cr for Ranipet Closure

Q2FY21 Standalone



Q2FY21 Consolidated



Others includes Genset, Agri equipment and Trading

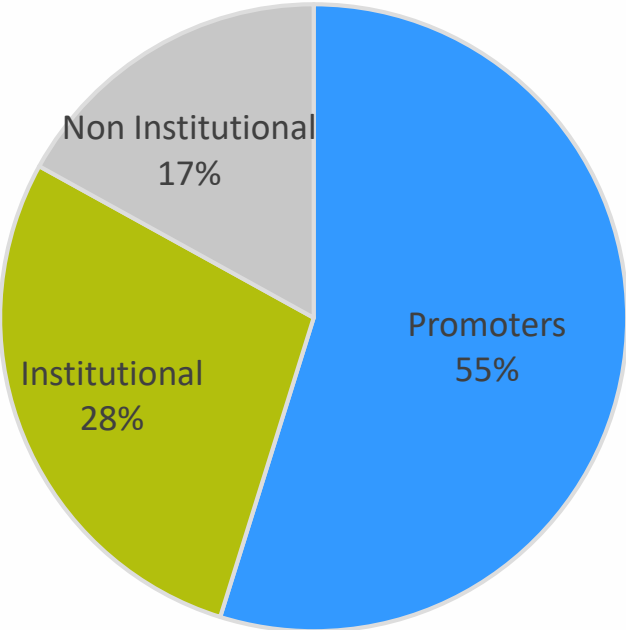
VOLUMES (units)	FY20		FY21		GROWTH (%)	
	Q2	H1	Q2	H1	Q2	H1
Auto Engines	67,567	1,35,891	19,234	30,450		
Non-Auto Engines	9,643	21,006	12,216	17,371		
Engines	77,210	1,56,897	31,450	47,821	-59%	-70%
Genset	944	2,039	558	833		
Light Equipment	17,405	37,616	10,028	16,345		
Non-Auto Products	18,349	39,655	10,586	17,178	-42%	-57%
E-2W	4,835	8,563	6,033	7,785		
E-3W	1,412	1,899	1,145	1,145		
E-Mobility Products	6,247	10,462	7,178	8,930	15%	-15%

INR 'Cr'			
Particulars	Q2 FY 20	Q2 FY 21	Growth %
Income from Operations	490	288	-41%
Material Consumed	68.4%	70.8%	
Employee Cost	43	29	
Others Expenses	53	38	
EBIDTA from Operations	59	17	-70%
EBIDTA Margin	12.1%	6.1%	
PBT before exceptional item	50	5	-90%
PAT	45	-18	-140%

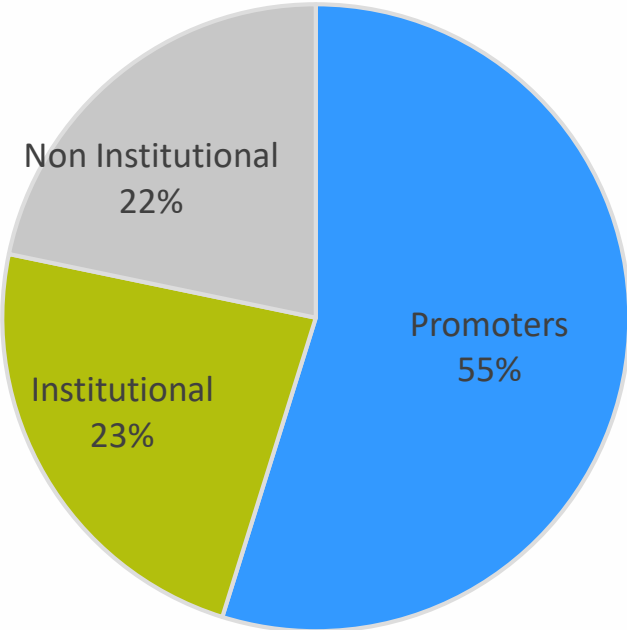
Particulars (INR 'Cr')	Q2 FY20	Q2 FY21	Growth
Net Revenue	22.4	32.5	44%
RMC %	72%	77.3%	
Expenses	10.1	9.3	
EBIDTA	-3.8	-1.9	
EBIDTA %	-17%	-6%	
PAT	-4.2	-2.7	



As on 30<sup>th</sup> June 2020



As on 30<sup>th</sup> Sep 2020



**GREAVES**

**CLEANTECH  
SOLUTIONS**

**TECHNOVATION**

**#DoMoreWithGreaves**

**AFFORDABLE  
SOLUTIONS**

**DIVERSIFIED**

**RELIABLE SOLUTIONS**

**SUSTAINABLE  
SOLUTIONS**

**THANK YOU**