

GREAVES

Greaves Cotton Limited

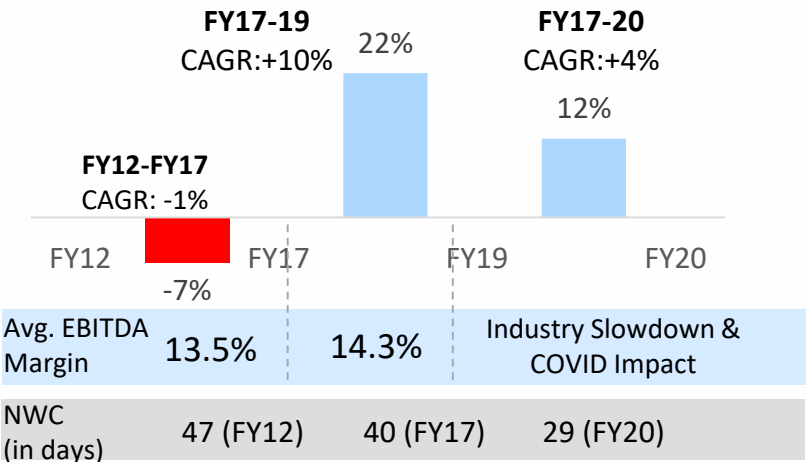
**Investor Presentation
Q4 and FY20**

8th Jun'20

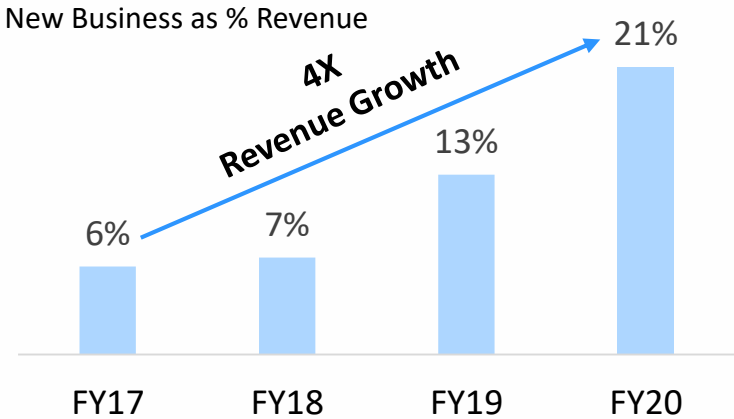
- Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations.
- Actual results might differ materially from those either expressed or implied

Greaves today has a strong business portfolio and has created an unique positioning in the last mile mobility ecosystem

Consistent top-line & bottom-line performance



New Business contribution increases to 21% in FY20



Greaves - leader in Last Mile Mobility Ecosystem





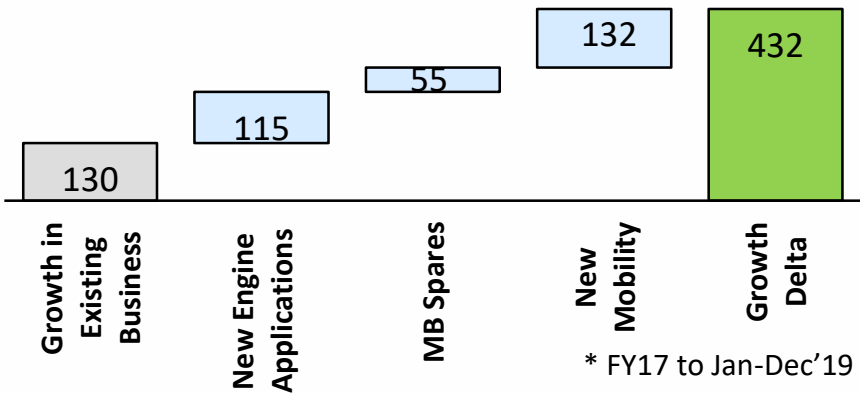








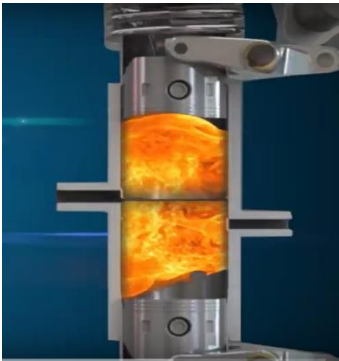
New Businesses adds 400Cr+ revenue since FY17*



The company has refreshed its positioning in the engine & engine products businesses ...



Next Generation BSVI Diesel & CNG 3W Engines



150Cr Business from Non-Auto Engines



‘Genius’ Smart Gensets

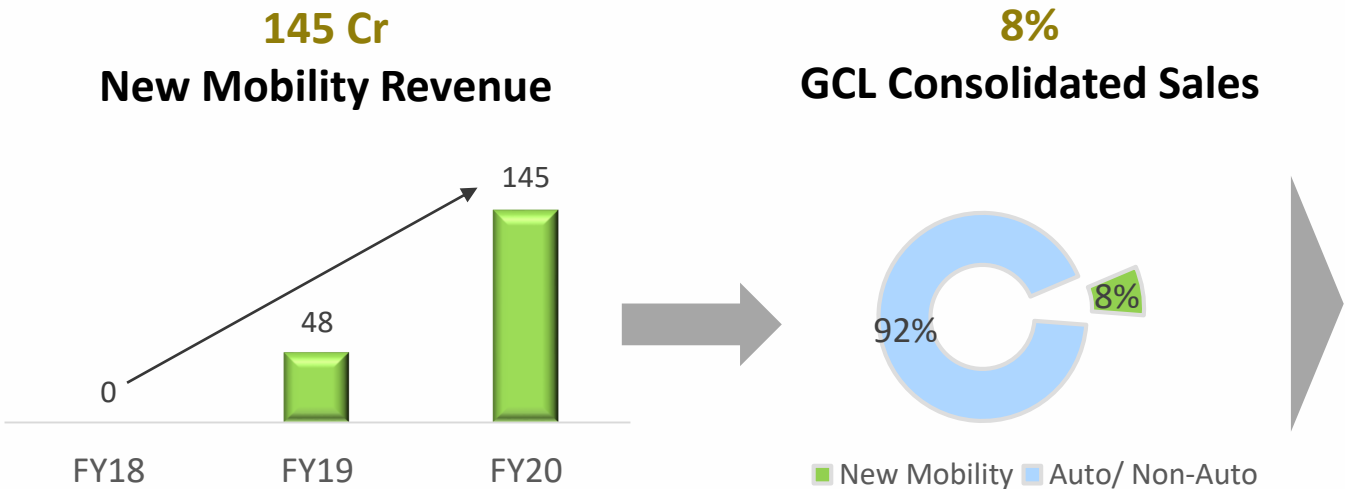


Stronger Aftermarket Play



- 3000 to 6300 Retail Outlets
- 10,000+ Mechanics
- Mechanic Loyalty Program

... and scaled up its B2C New Mobility Business from Zero to 145 Cr, which corresponds to almost 8% share of business portfolio



GCL : Next Fortune
500 Company



385 Outlets/ 20k Customers
Ampere/ Greaves Care/ Retail



The company has steadily launched new electric vehicles and today play's in the complete spectrum of affordable mobility

GREAVES

Complete Range of E-2W in the 35k to 80k price band –
A product for every customer price point in the affordable mobility space

Building E-Rick Portfolio
– New Launches

Magnus High Speed

To be launched in June'20



ZEAL



Lithium Ion E-Rick



Reo Elite



E-Loader

Ampere is the fastest growing E-2W brand in India with rapidly improving phygital presence

GREAVES

EVeryday
Mobility Exciting

AMPERE
By GREAVES

IT'S OUR
12TH ANNIVERSARY



DELHI, AMPS IT UP

AMPERE
By GREAVES

10 years
of excellence
in mobility

10 years
of excellence
in mobility

10 years
of excellence
in mobility

10 years
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10 years
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EVeryday
Mobility Exciting

AMPERE
By GREAVES

**AMPERE
SUMMER
= FEST**

**BENEFITS OF
UP TO ₹3,000*
WITH AMPERE
ELECTRIC
SCOOTERS.**

₹3,000*
NEW
CUSTOMER

**UP TO
₹3,000***
3 YEARS
WARRANTY

**UP TO
₹3,000***
1000+
IS PAID/WAY

**UP TO
₹3,000***
1000+
IS PAID/WAY

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**TRY
AND
BUY**

AMPERE
By GREAVES

Take the free test ride from the comfort of your home!

Visit amperevehicles.com to book your free test ride.



Greaves during COVID

Company has deployed its '3R Framework' to emerge stronger from the COVID crisis



Respond Immediately

- Business Continuity Plans
- Employees Wellbeing
- Cash Flow Management
- Manufacturing & Supply Chain stabilization
- Remote operations

Redouble Efforts

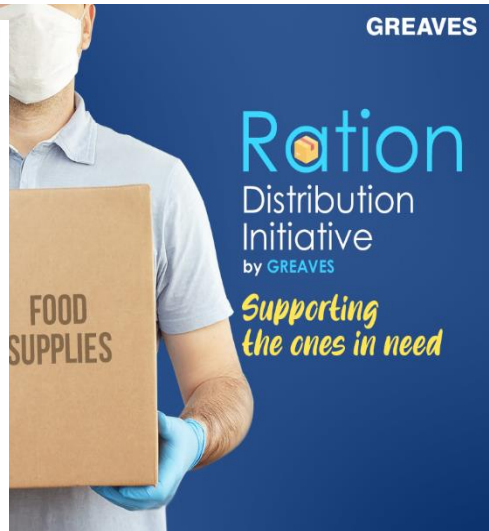
- Working Capital Management
- Cost Management
- Enhancing Supply Chain flexibility
- Accelerate channel expansion & customer acquisition

Reimagine Positioning

- Physical to Phygital
- New Businesses
- Partnership & Alliances

Greaves during COVID

Extending support in the COVID fight



Greaves Engines used for disinfection



Going Global in COVID Fight



Greaves during COVID

Employee Safety & Engagement Initiatives

GREAVES

Ensuring Employee Safety

greaves cotton.com

GREAVES

MANY DOUBTS?

ONE NUMBER

EMPLOYEE HOTLINE NUMBER

1800 266 0670

For all COVID-19 and work-related doubts

Greaves reaches out to you. Stay indoors and yet be connected. Press # to talk to a customer care executive. We are here for you.








Employee Training & Engagement


GROW

GREAVES

Thanking everyone who joined us in the Learning and Development initiative



And many more...




Speaker
M. Mohanan
- Chief of Operations

TPM DRIVE

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

Function/BU Agnostic

Programming & Sensors



Facilitator
Guruprasad Hubli
AGM - IT

One Day Training
May 27, 2020
Monday, 3 - 4 pm
On Microsoft teams

Who should take this training?
Employees working with PLC/Sensors or anyone who has an interest in this area

What will you learn?


- ✓ Basics of Programming
- ✓ Basics of Sensors & Signals
- ✓ Practical session on a Project
- ✓ Components required for project
- ✓ Explanation of the program
- ✓ Load the program & execution
- ✓ Other use cases

REGISTER NOW

Training Pre requisites :
Nil

Self Initiated - Online

Customer Relationship Management



Shameesh G
Indian Institute Of Management Bangalore (IIMB)

Online Self Paced Learning
Free Online Course (w/o certification)
Effort: 2-4 hours per week
6 weeks program

Who should take this training?
This is a beginner training course most suited for employees from sales, marketing and service functions. The course will help build understanding in customer retention, customer centricity, and customer value management

What will you learn?

- ✓ The meaning and application of CRM
- ✓ Benefits of CRM to companies and consumers
- ✓ How to implement CRM best practices
- ✓ The importance of bonding and building loyalty with customers
- ✓ How to build long term customer relationships

REGISTER NOW

Additional learning courses:

- Attend Greaves Internal Customer Handling training on June 20

Training Pre requisites :
Nil

10

Greaves during COVID

Engaging with Customers and Channel Partners



RANGE STARTING AT RS. 35,000.*

STYLISH | POWERFUL | RELIABLE



PRE-BOOK FOR 999, PAY REST AT STORE AND GET A HELMET FREE.

* T&C Apply.



Everyday
Mobility Exciting

AMPERE
By GREAVES

SENIOR SILVER OFFER

WHEN BEING RETIRED MEANS BEING MORE BUSY.

Choose easy to ride Ampere Electric Scooters.

Light, affordable and well designed, the Ampere Electric Scooter is your perfect partner. Greaves' trust and innovative features make it so reliable as you.

BOOK NOW, TAKE DELIVERY LATER.

FREE HELMET + ₹1000 VOUCHER

Please show your age proof document. To redeem your offer, register your vehicle on the website.



Everyday
Mobility Exciting

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By GREAVES

Electric Scooter Maintenance during the Lockdown



If you own a lithium-ion battery vehicle, remove the power connector from the battery and turn the MCB off.

If you own a lead acid battery vehicle, ensure the batteries are fully charged and turn the MCB off.

Check the vehicles occasionally and ensure that they are safe.

As we are headed for a hot summer, make sure that any battery kept in stock is safely stored.

Ensure that no water or liquid enters the cooling vents of the charger.

Do all of the above in a safe manner maintaining all precautions so that there is no spread of the Coronavirus through any means.

Are you ready to Amp Up Your Life??

We are happy to inaugurate another Ampere e-scooter dealership in Bengaluru.

See you at Active Motors 6, 10th Main, BSK 1st Stage, 2nd Block, Bengaluru on 19th Feb 2020.


Join the Electric Revolution!!

Book your Spot here- <http://bit.ly/2P4Xwkb>

Contact- **8025977118**

Knapsack Sprayer
Identifying opportunities to push sales

GREAVES



Battery cum Manual Knapsack Sprayer

Helping local bodies & institutions do disinfection of public places

Knapsack Sprayer used in -
Public congregation areas
Large establishments, community neighbourhoods
Municipal corporations
Hospitals and
Railways
all over India

Providing Sprayer to CHM Eastern Railway

Sprayer in use at Railway Office

In Summary:

Greaves is progressing well on its strategic objectives



From Diesel to Clean-tech Fuel Agnostic | From Auto to Non-Auto



New Generation BSVI Diesel 3W Engine Launched

CREST CNG Engine enters pre-Beta Stage

Non-Auto Engines growth momentum continues

From 'B2B' to 'B2B + B2C'



Ampere increases market share to 21%, is the fastest growing E-2W brand in India

Aftermarket retailers increases to 6,000+

Share of New Business increases to 21%

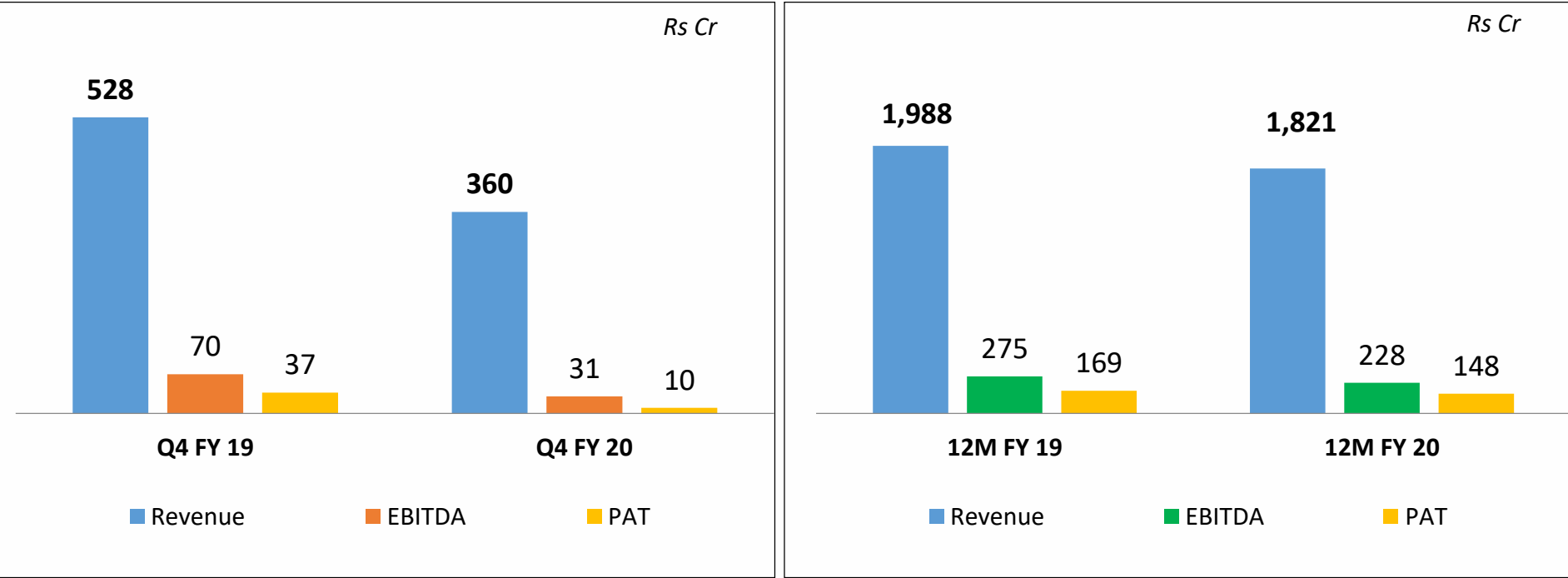
Strong Operational Excellence

NWC reduced from 40 days (FY17) to 29 days (FY20)

Fixed costs maintained within narrow band (<1% CAGR FY17-20)



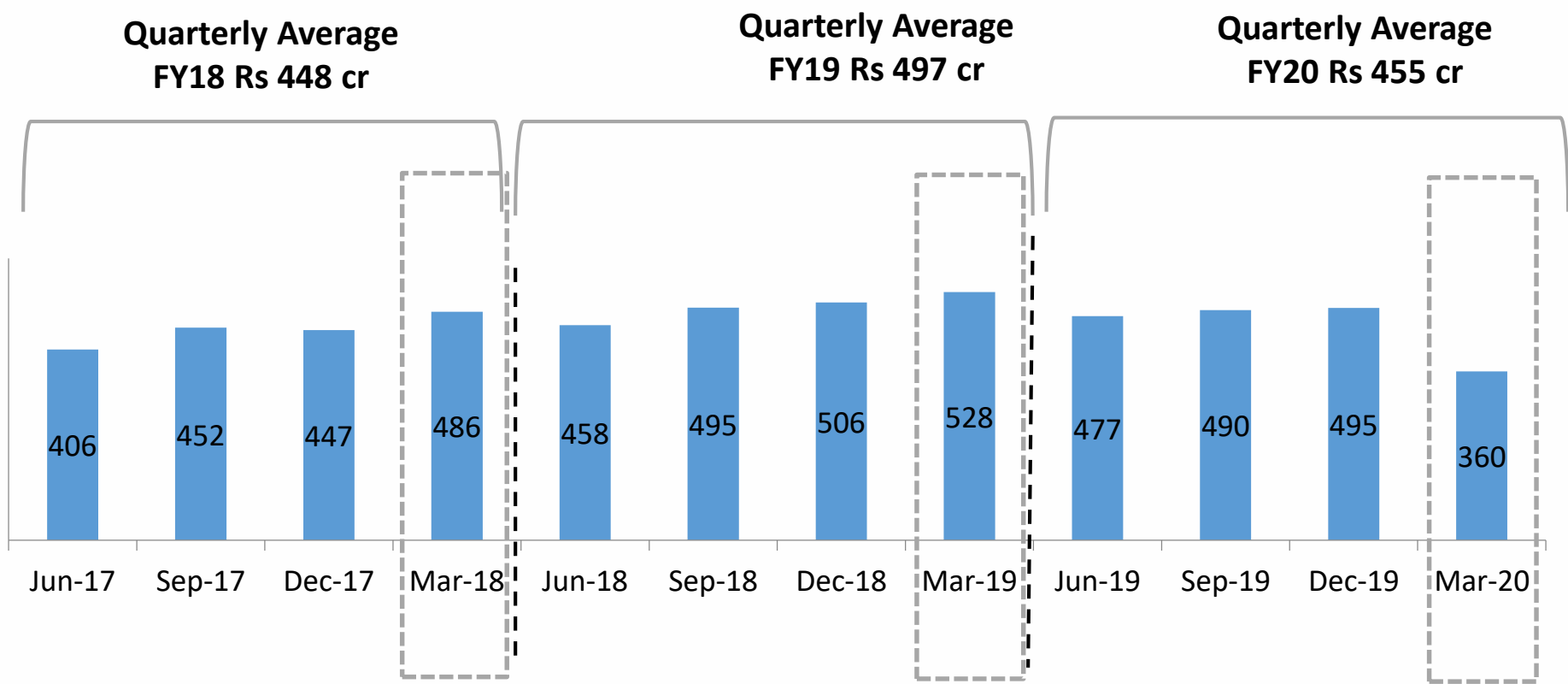
**Q4 & FY20
Financial Highlights**



Key Highlights

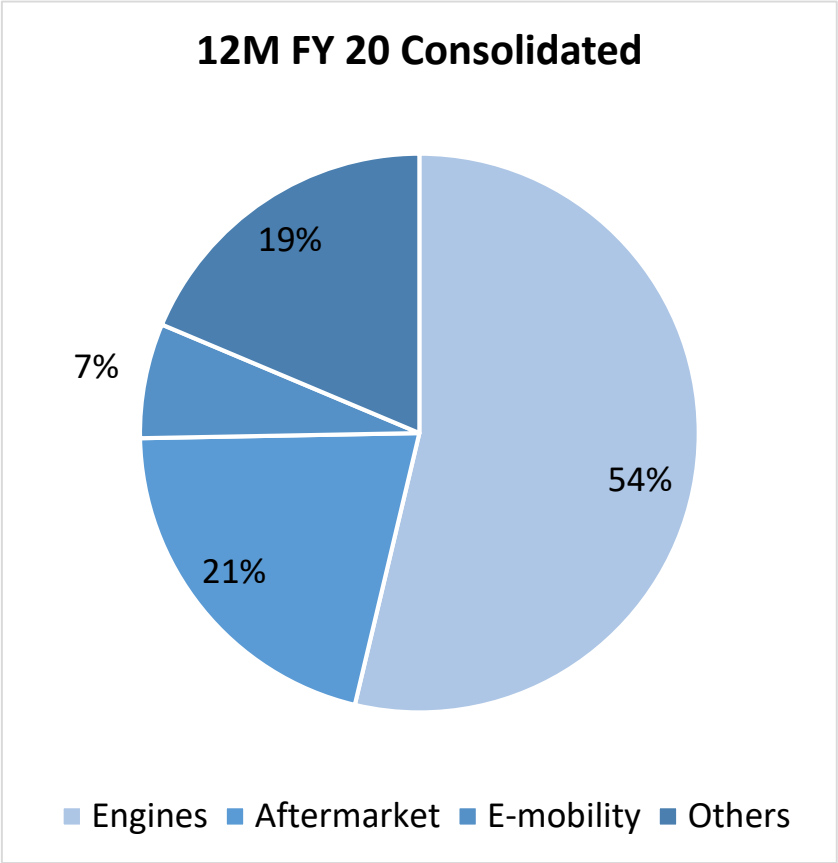
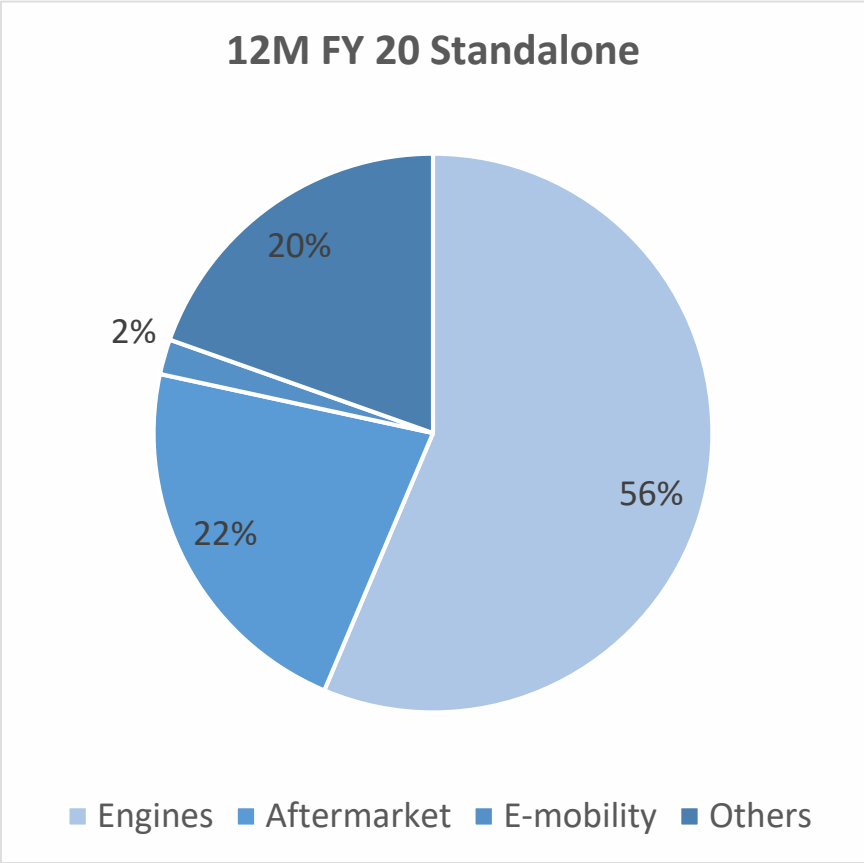
- Q4 Revenue at Rs. 360 Cr (vs Rs. 528 Cr last year), 12M Revenue at Rs. 1821 Cr (vs Rs. 1988 Cr) last year)
- Q4 EBDITA at 8.5% (vs 13.3% last year), 12M EBDITA at 12.5% (vs 13.8% last year)

Quarterly Revenues (Rs Cr)



Revenues are GST comparable numbers

Revenue by Business (12M FY20)



- Others includes Genset, Agri equipment and Trading

Volumes by Business

GREAVES

Business	Q4 FY19	Q4 FY20	FY19	FY20
Auto				
3W	74060	37516	284454	246418
4W	3949	529	18912	6094
Others	9,411	8,739	26118	38393
Total Auto	87420	46784	329484	290905
Auxiliary Power				
Gensets	1124	736	4158	3638
Total Auxiliary Power	1124	736	4158	3638
Agri				
Pumpset	25,319	11,283	106801	58610
Power Tiller	478	112	3929	1947
Other LAE	10,945	533	14609	2994
Total Agri	36,742	11,928	1,25,339	63,551
EMB				
e2W	3433	5029	14304	18536
Others	461	918	890	4382
Total EMB	3894	5947	15194	22918

Particulars (Rs Cr)	Q4 FY 19	Q4 FY 20
Net Income from Operations	528	360
Material Consumed	368	257
Employee Cost	42	28
Others Expenses	48	44
EBIDTA	70	31
EBIDTA Margin	13.3%	8.5%
PBT before exceptional item	66	18
PAT before exceptional item	46	14
Post tax exceptional (Expenses)/Income	-9	-4
Profit for the period	37	10

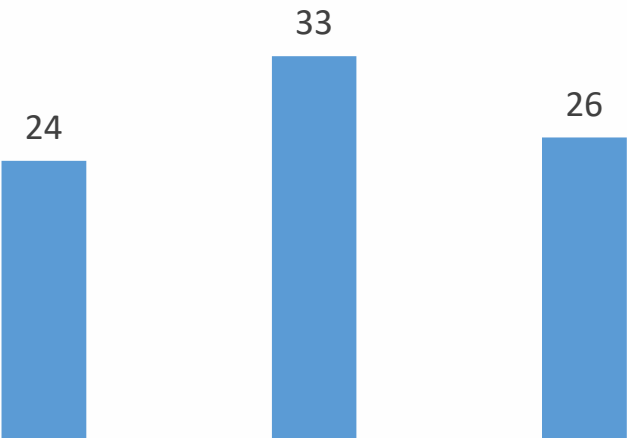
*Effective Tax Rate for Q4 FY20 is 25.2% vs Q4 FY19 at 30.1%

Particulars (Rs Cr)	12M FY 19	12M FY 20
Net Income from Operations	1988	1821
Material Consumed	1358	1249
Employee Cost	175	158
Others Expenses	180	186
EBIDTA	275	228
EBIDTA Margin	13.8%	12.5%
PBT before exceptional item	264	192
PAT before exceptional item	182	144
Post tax exceptional (Expenses)/Income	-12	4
Profit for the year	169	148

*Effective Tax Rate for 12M FY20 is 25% vs 12M FY19 at 31.3%

Key Financial Metrics

Net Working Capital (No of Days)

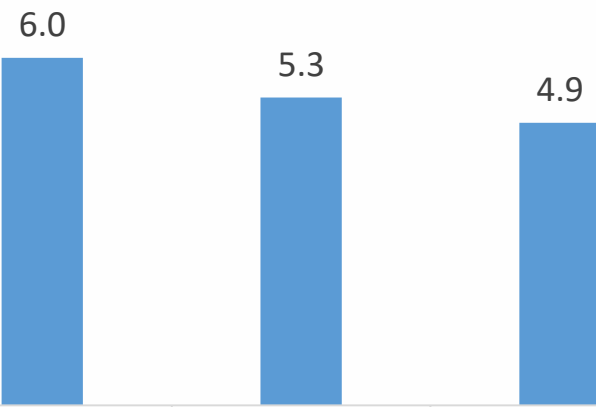


Mar-19

Dec-19

Mar-20

Fixed Asset turns

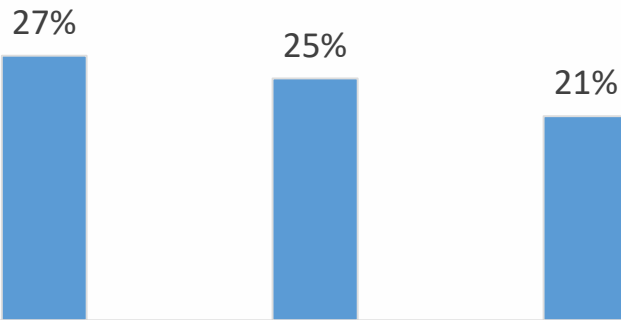


Mar-19

Dec-19

Mar-20

ROCE%

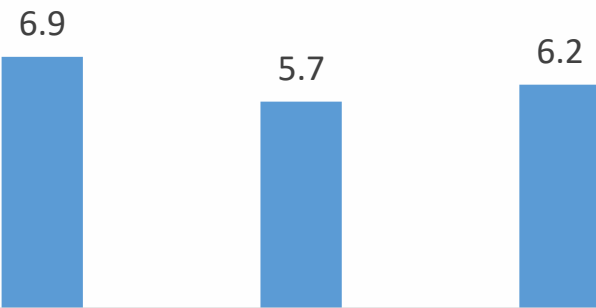


Mar-19

Dec-19

Mar-20

EPS



Mar-19

Dec-19

Mar-20

Particulars (Rs Cr)	FY 19	FY 20
Net Revenue	53.6	89.8
RMC %	81.3%	76.2%
Expenses	17.0	38.6
EBIDTA	-6.9	-17.2
EBIDTA %	-12.9%	-19.1%
PAT	-9.0	-20.4

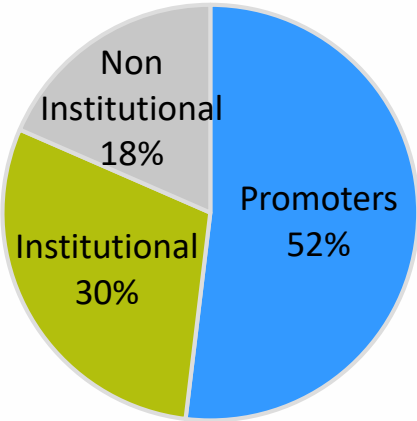
GCL Financial Performance

STANDALONE	Q4FY19	Q4FY20	FY19	FY20
Revenue	528	360	1988	1821
EBITDA	70	31	275	228
PAT	37	10	169	148
NWC (Days)	23	33	24	26

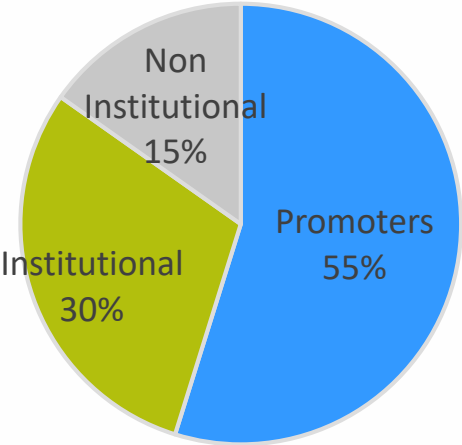
CONSOLIDATED	Q4FY19	Q4FY20	FY19	FY20
Revenue	541	386	2015	1911
EBITDA	67	24	272	210
PAT	32	1	163	127
NWC (Days)	25	35	28	29

Shareholding Pattern

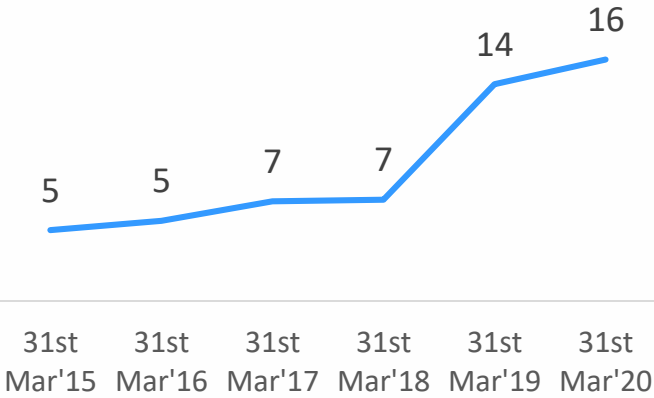
As on 31st Mar 2019



As on 22nd May 2020



FII Holding (%)



GREAVES



MORE PRODUCTS
MORE APPLICATIONS
MORE POSSIBILITIES
MORE TO LIFE
THANK YOU