



Greaves Cotton posts increase in sales by 6.8% amidst challenging times

Company focuses on Multi-Dimensional Growth Strategy. Records improved EBITA, Declares 25% final dividend.

Editor Synopsis

- Q4FY13 performance Vs Q4FY12
 - Net Sales at Rs 495.8 Crore, up 11.3%
 - EBITDA at Rs 63.3 Crore, up 6.1%
 - Net Profit at Rs 38.5 Crore,
- FY13 performance Vs FY12
 - Net Sales at Rs. 1873.3, a rise of 6.8%
 - EBITDA at Rs. 242.3 crore, up 2.5%
 - Net Profit at Rs.138.0 Crore

Greaves Cotton Limited, one of India's leading engineering companies, has reported revenue for 12 months ended Mar 2017 at Rs 1819 crore against Rs 1800 crore for the same period previous year. And revenue of Rs 435 crore for the quarter ended March 31, 2017 as against Rs 452 crore for the corresponding quarter previous year. The PAT for the 12 months ending Mar 2017 is reported at Rs 181 crores as against 199 crores for corresponding period previous year. The Profit after Tax (PAT) for the quarter is reported at Rs 47 crore as against Rs 39 crore for the corresponding period previous year.

Commenting on the results, Mr. Basavanhalli said, "Despite a challenging market scenario & macro-economic changes, we managed to grow PAT for the last quarter & maintain revenues over the last fiscal year. This has been possible due to strategic initiatives like launching new range of solutions, enhancing service quality and higher operational efficiency. The robust growth in the Farm Equipment Business, the Auxiliary Power business, After Market business & International Business has contributed to the higher revenue. One of our key strengths has been our strong distribution network across the country. This has been traditionally used to supply spare parts and to meet the servicing needs of our customers. With our foray into a wider range of spare parts under the Greaves brand name, we are providing a reliable and quality alternative that delivers value to our customers." In the Automotive Engine Business the Company has managed smooth transition from BSIII to BSIV with increasing volume demand from customers.

About Greaves Cotton

Greaves Cotton Limited, a Rs 1800 crore, multi-product, multi-locational company is one of the leading engineering companies in India with core competencies in diesel/ petrol engines, farm equipment and Gensets. The Company sustains its leadership through six manufacturing units which produce world class products backed by comprehensive marketing and service/ parts network.

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