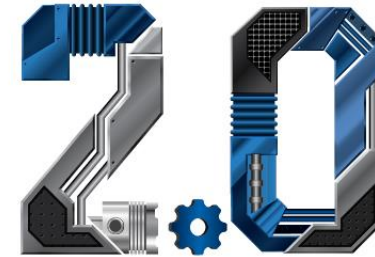


WELCOME

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
POWERING LIVES

5 LAKH TON
OF CARGO
TRANSPORTED
EVERYDAY

1 CRORE
PASSENGERS
TRANSPORTED
EVERYDAY

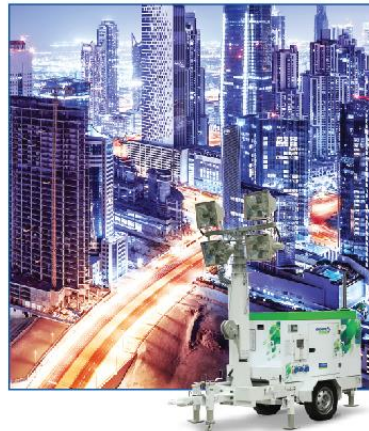
GREAVES
ENGINES



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

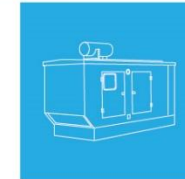
Improving Productivity

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***



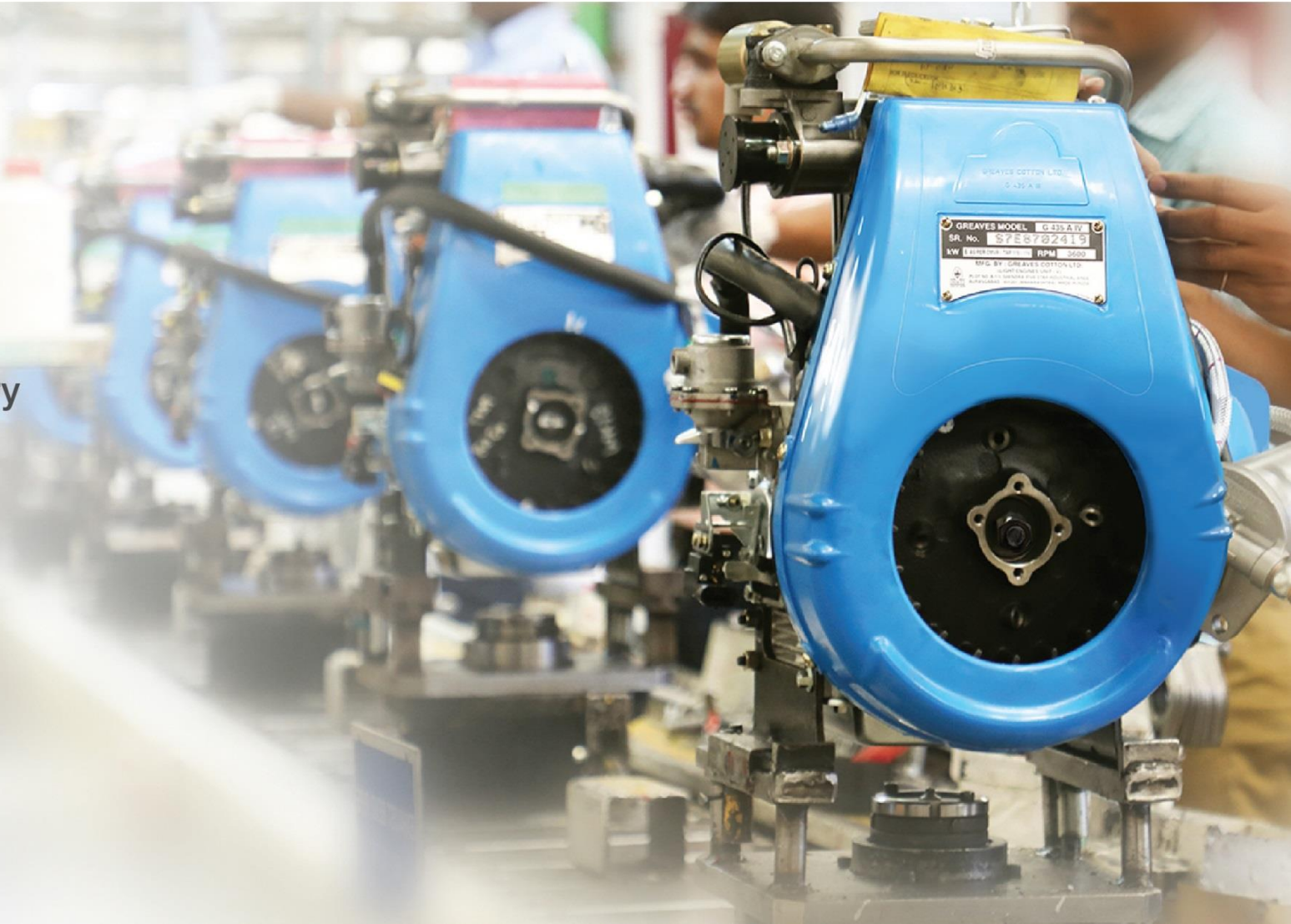
FUTURE READY



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



Engine Product Portfolio

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**

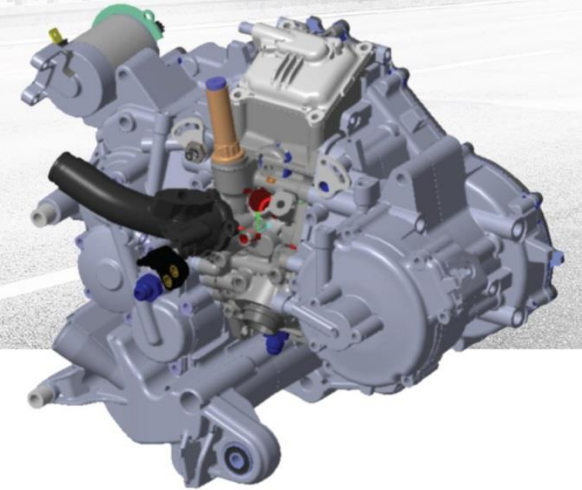
Economy + Ecology = EC0²

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



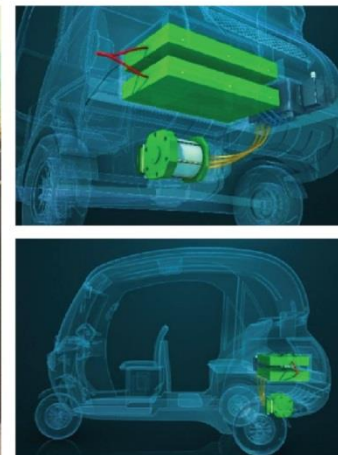


LIGHT ON NVH
Silent & Comfortable

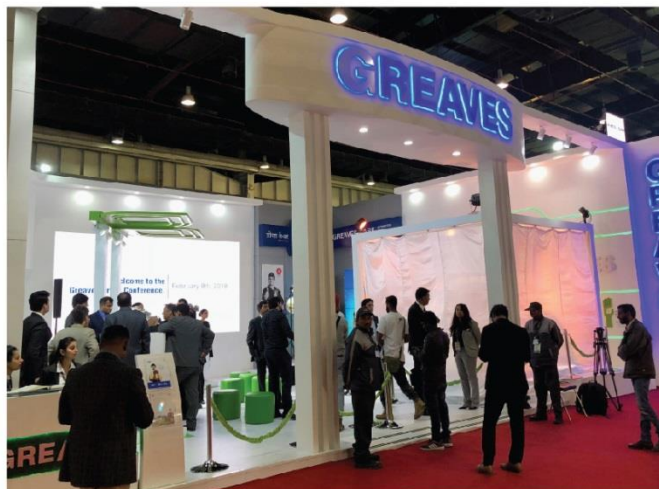


LIGHT ON POCKET
Less Total Cost of Operation /
Low Running Expenses /
Affordable

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



Greaves Engines Display At The Auto Expo 2018





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



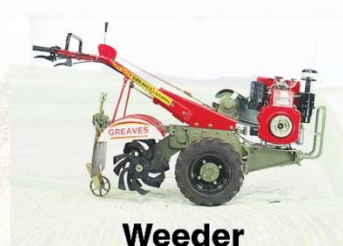
Power Tiller



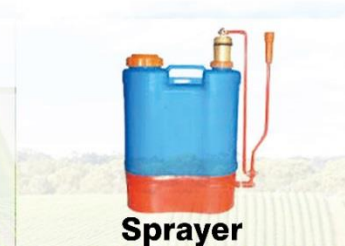
Pumpsets



Transplanter



Weeder



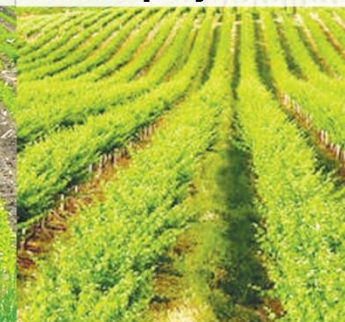
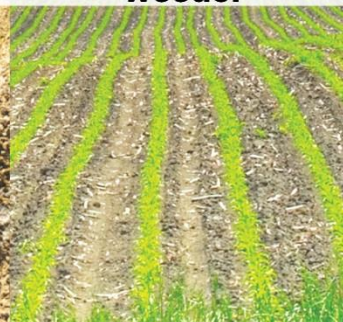
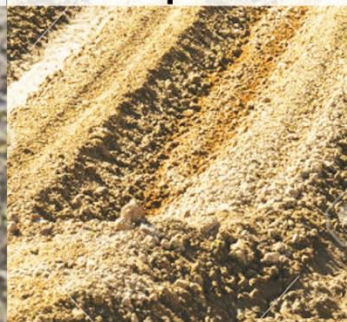
Sprayer



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

CARE

EXPERT CARE



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



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



Growth Path to Greaves 2.0



Mobility

SUSTAIN CURRENT POSITION

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

BUILD & GROW

- 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

Growth Path to Greaves 2.0

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

BUILD & GROW

- Expand Multibrand portfolio to cover the entire market

- Business model defined Piloted at 51 outlets

- 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

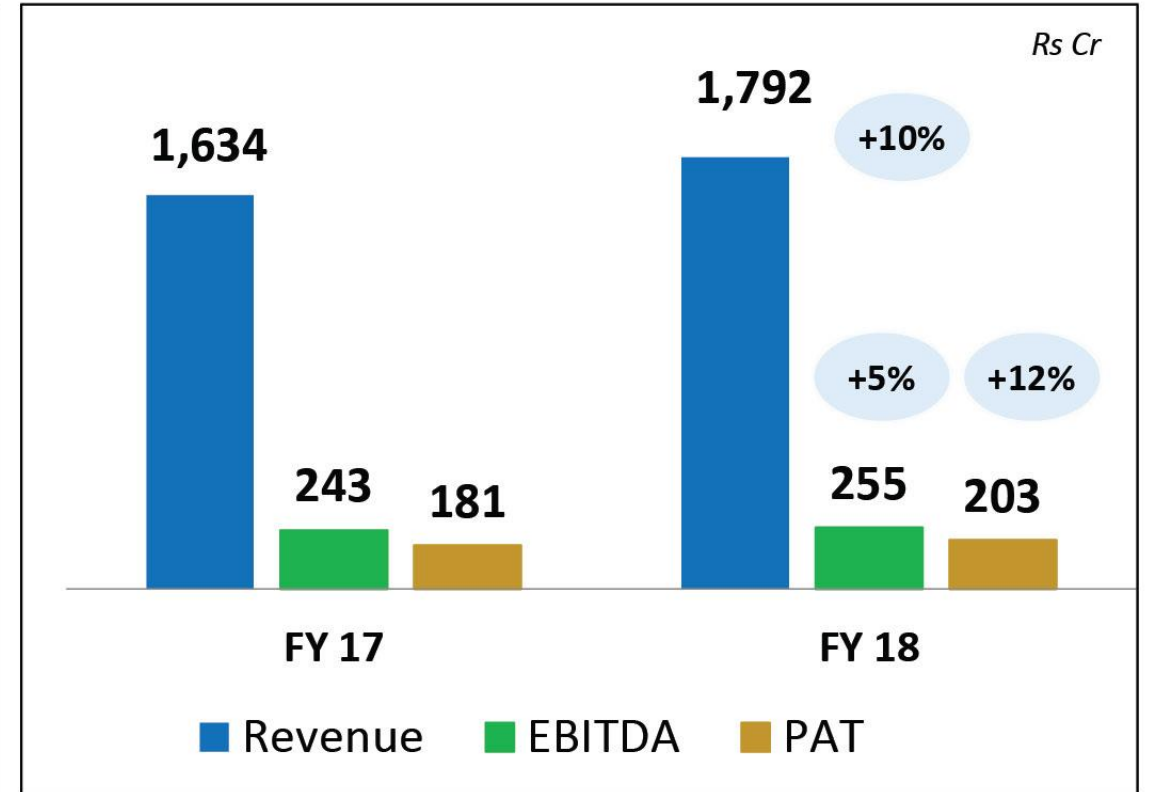
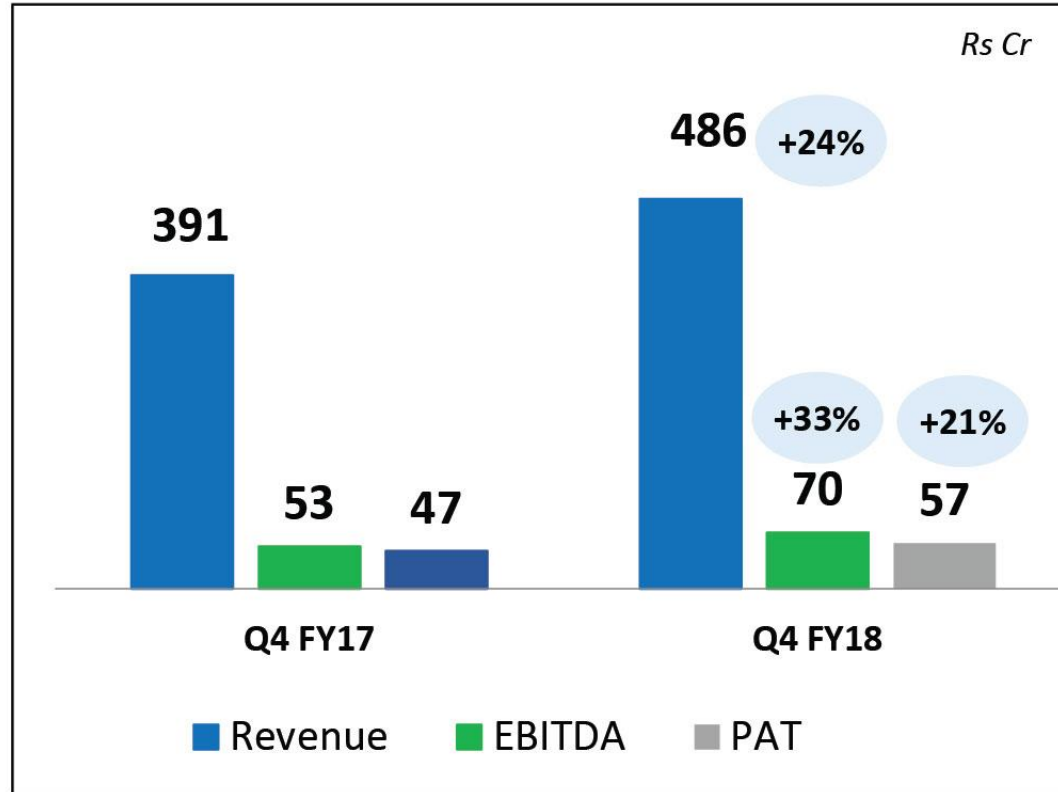
- From engines to farms
- From commercial to residential complexes
- From urban to Rural
- From Mass(pumps) to niche(Special high powered engines)
- From small applications in field to advanced usage in critical places (gensets)
- From powering daily lives to critical missions
- From products used by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



GREAVES
SINCE 1859

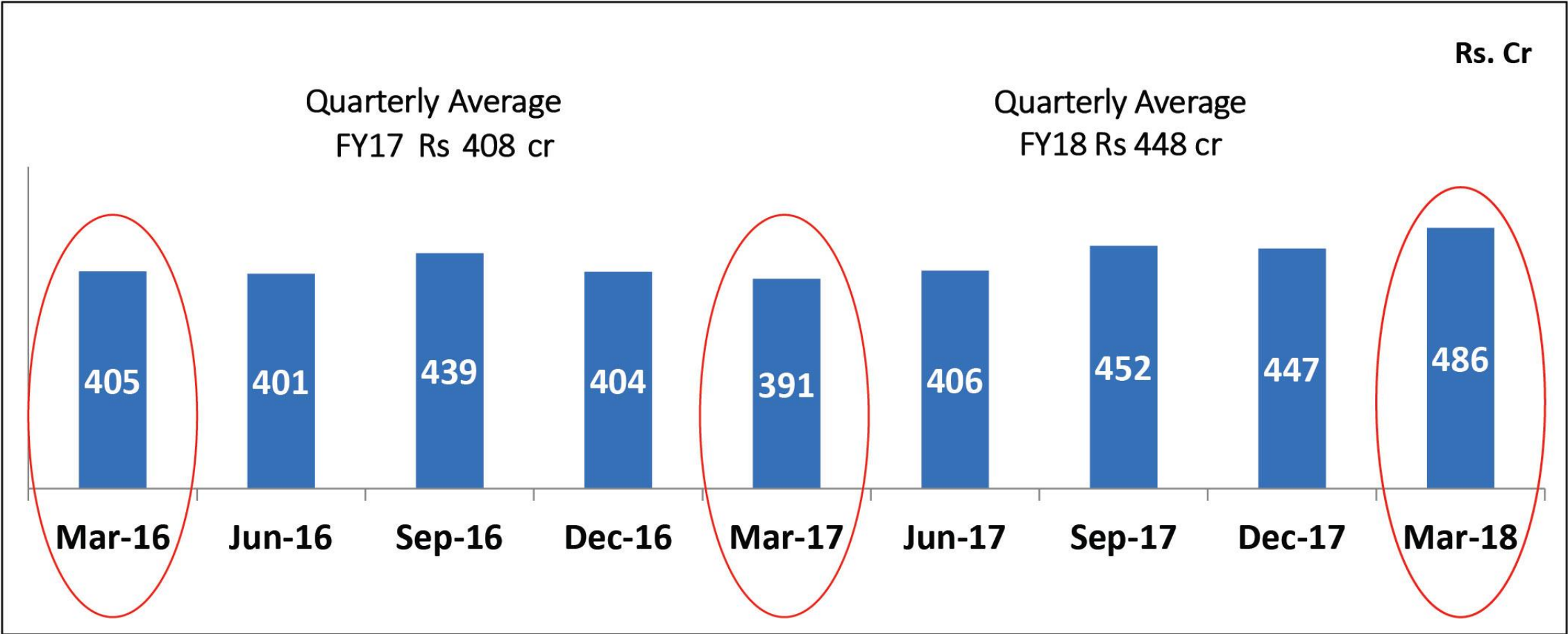
Financial Overview

Financial Performance Snapshot



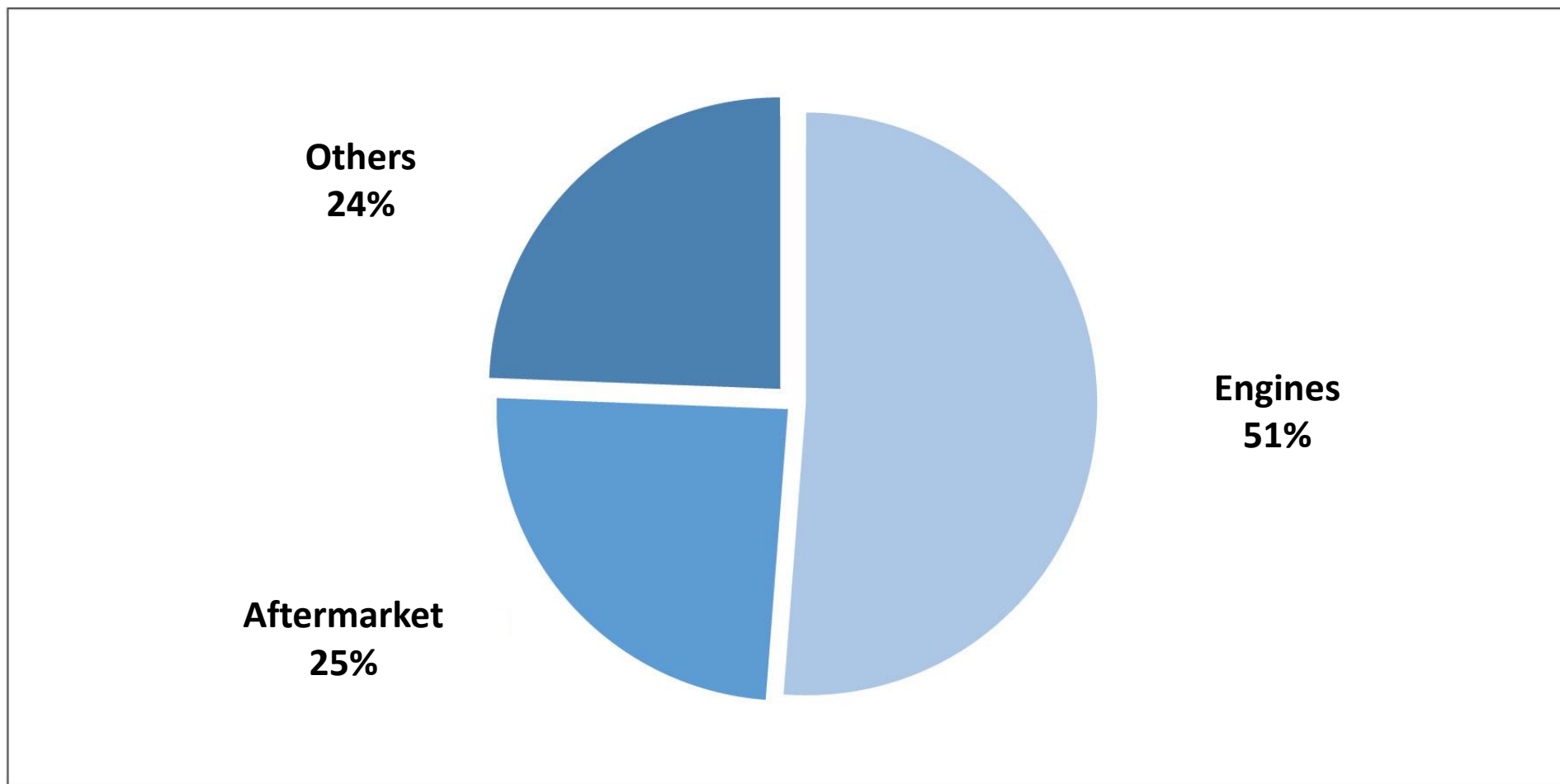
Revenue GST comparable

Quarterly Revenues



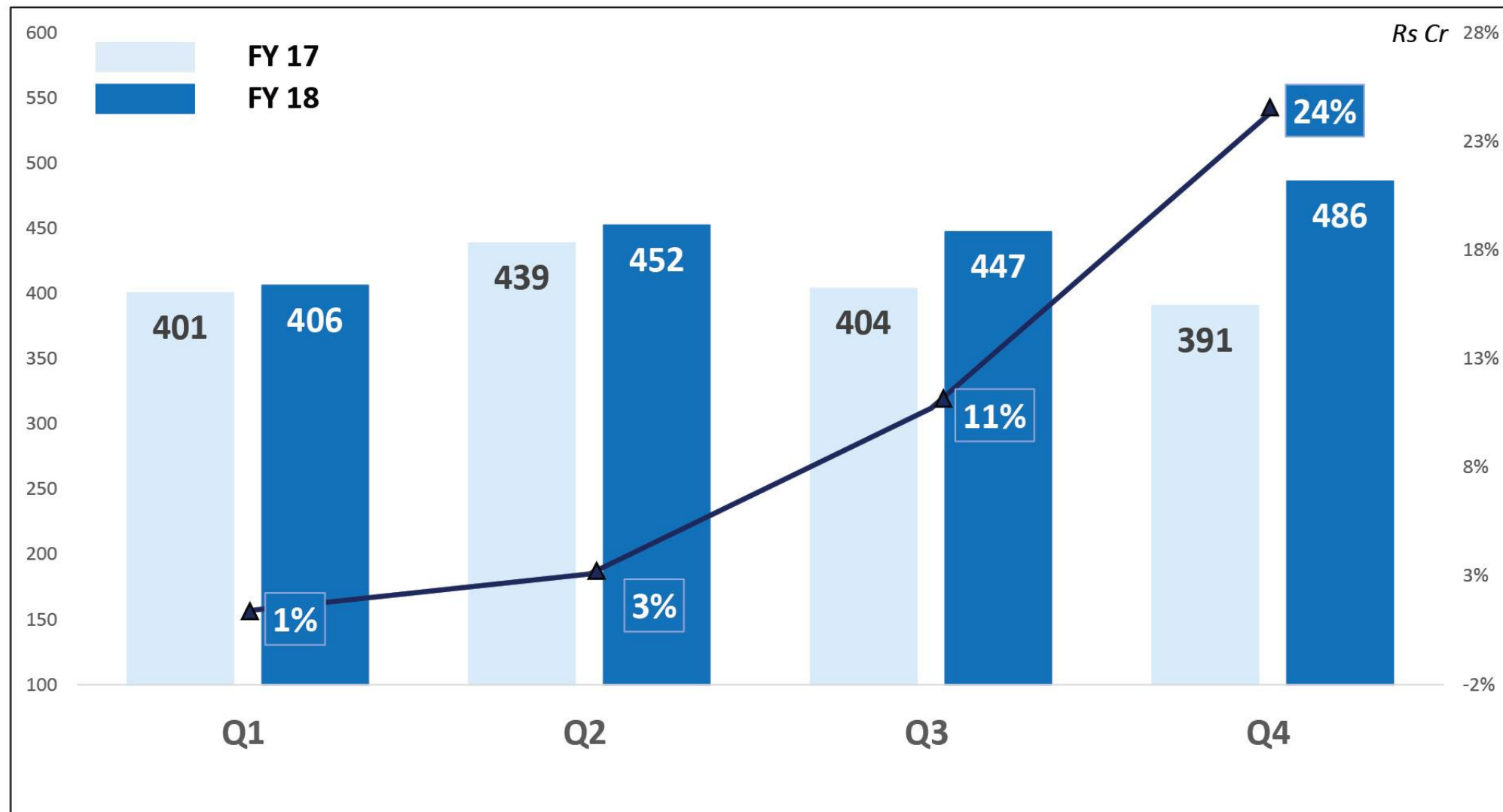
Revenues are GST comparable numbers

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%

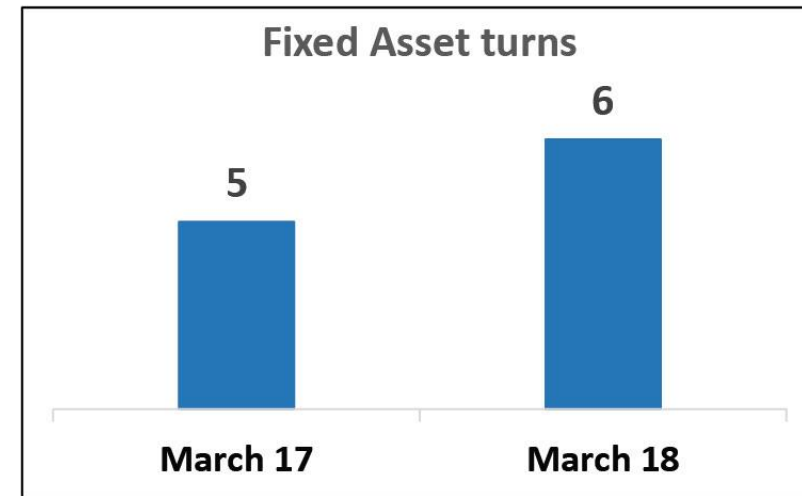
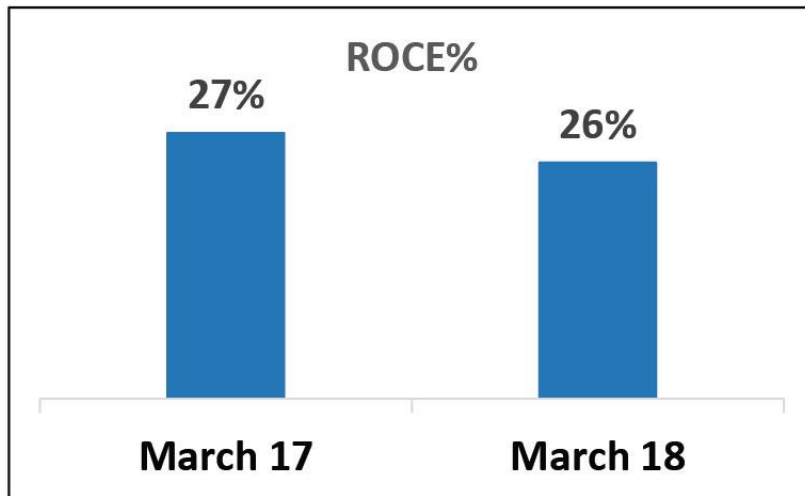
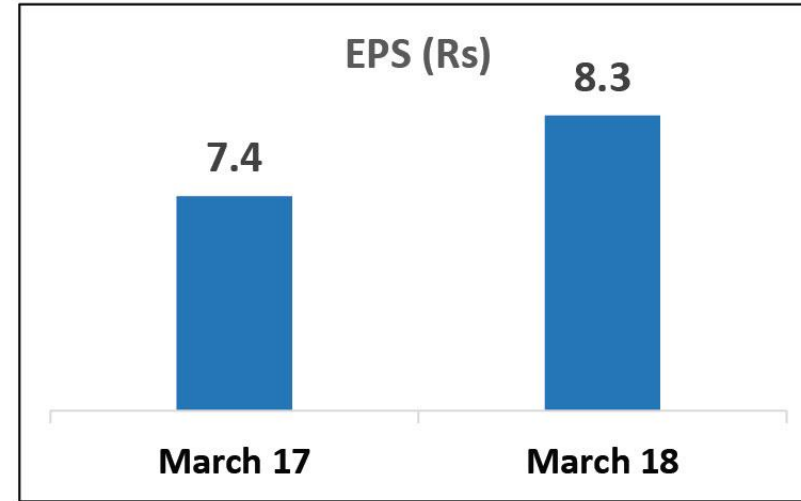
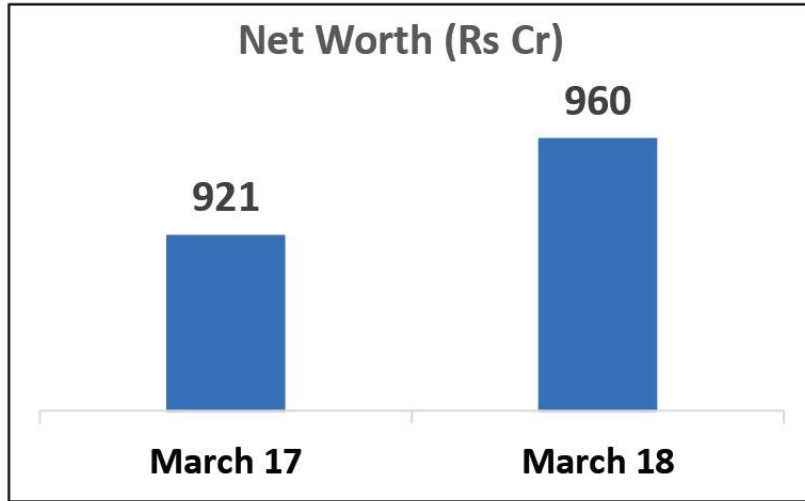
- Effective Tax Rate at 32.9% (Q4 FY18) vs. 25.4% (Q4 FY17)
- Post tax exceptional income (net of tax) Rs 9 Cr (Q4 FY18) and Rs 4 cr (Q4 FY17)

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)

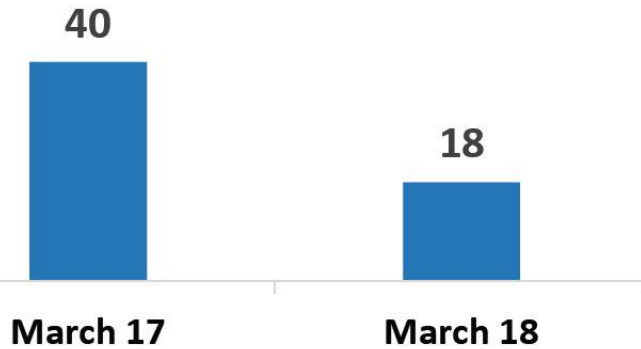
Key Financial Metrics (1 of 2)



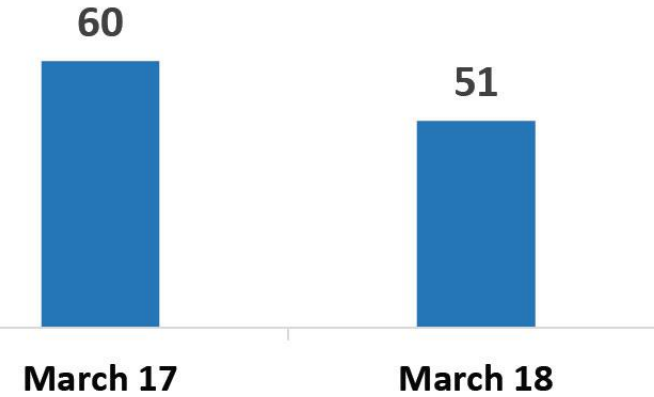
Key Financial Metrics (2 of 2)

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

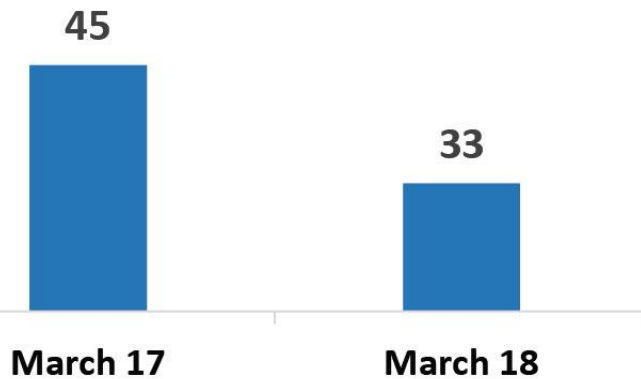
Net working capital (Days)



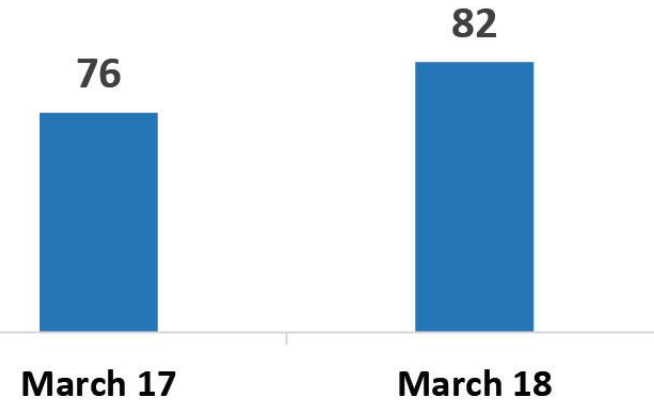
Trade receivables (Days)



Inventories (Days)



Trade payables (Days)



Ready To Transform The Business To New Era - “Greaves 2.0”

GREAVES



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

GREAVES

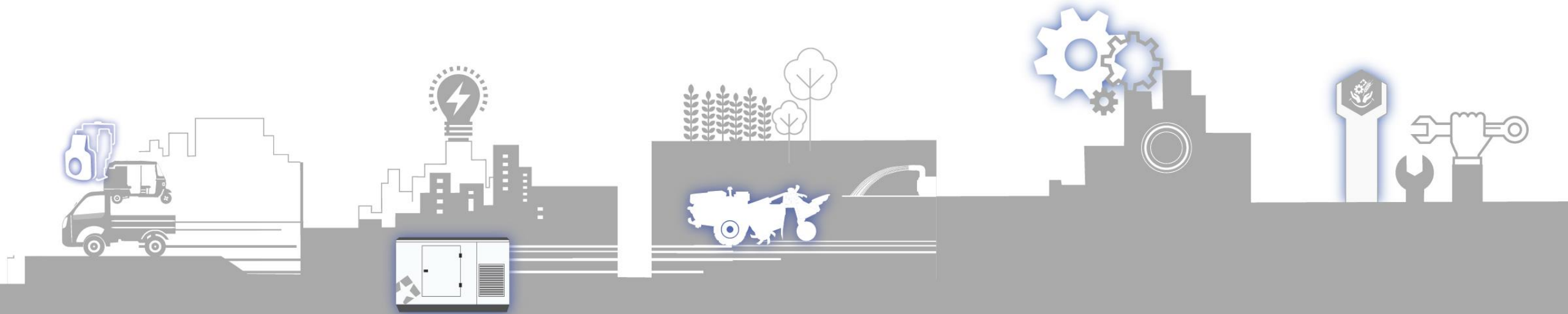
MOBILITY

FARM

CARE

ENERGY

SPARES



DISCUSSION

GREAVES

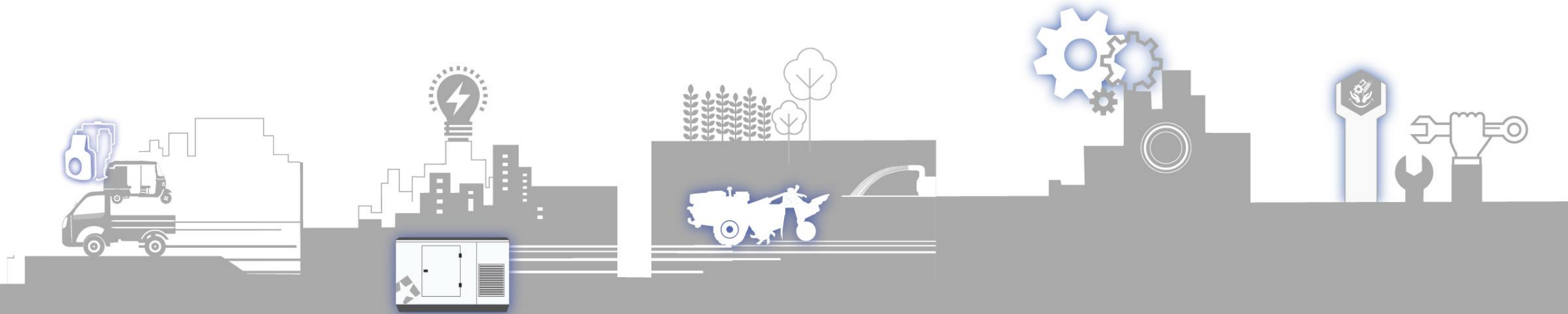
MOBILITY

FARM

CARE

ENERGY

SPARES



THANK YOU