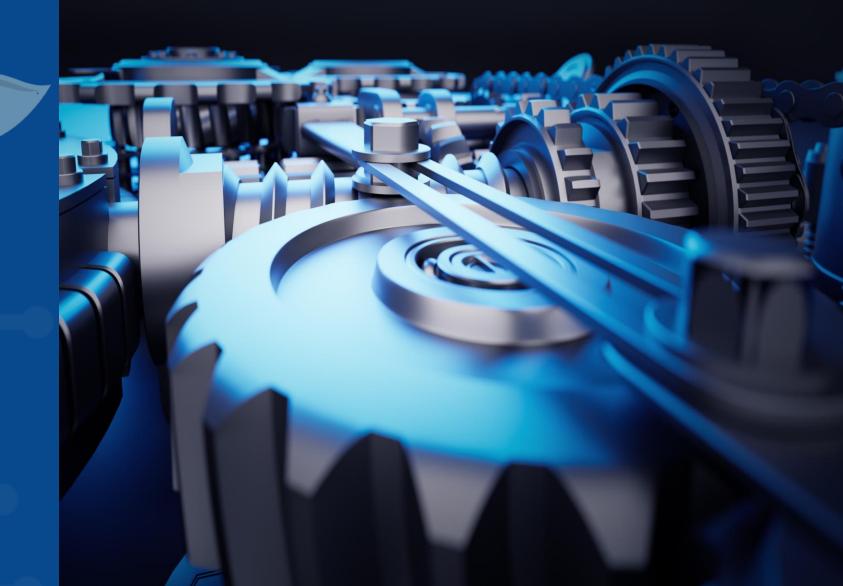
GREAVES

EMPOWERING LIVES

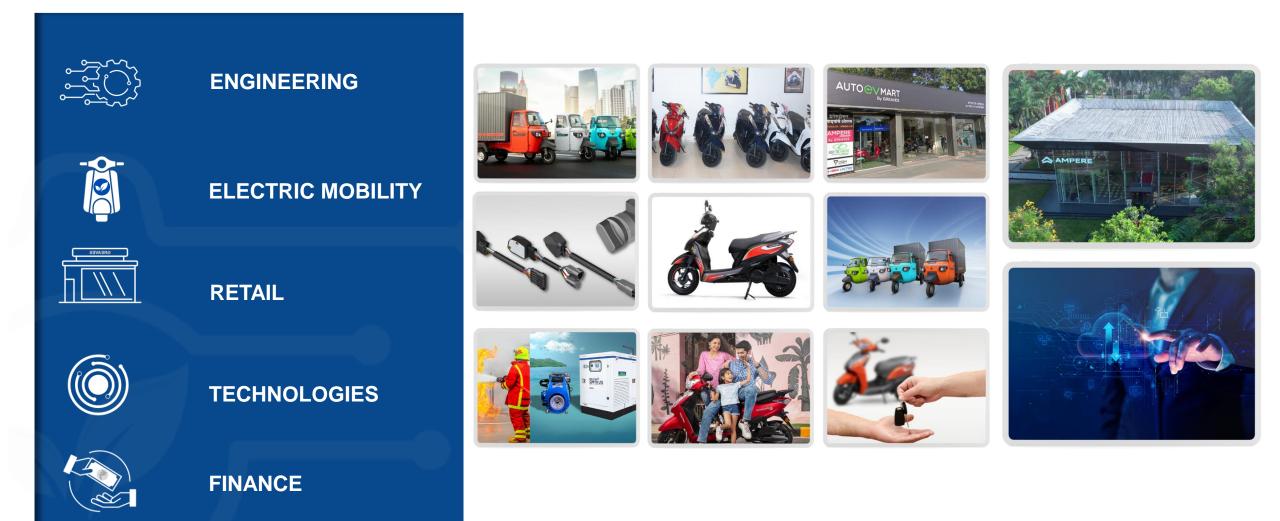
GREAVES COTTON LIMITED

March 2024



Engineering Excellence & Trust Are Being Leveraged To Build The Complete **Mobility Ecosystem** In India





Transformation Journey For Sustainable Growth Began in 2016

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+B2C

B2B

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B2B

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Repurposed the organization

Developed clean mobility solutions

B2C focus



Redefined the business

Metal-based to electric & software-based



Built the "Made in India" mobility Ecosystem

Designing | Engineering Product development Manufacturing | Retail Financing





GREAVES Today



Greaves is building the complete mobility ecosystem to democratize sustainable last-mile mobility in India



It has unique expertise and capabilities across the entire mobility products and services value chain



From manufacturing components to designing, engineering & manufacturing 2 & 3-wheelers, from own and multi-brand vehicle retailing & financing to full service, Greaves now has the formidable power to firmly establish sustainable mobility for the last mile & empower lives



Democratizing Sustainable Mobility

GREAVES ENGINEERING

Dr. Arup Basu – MD

Fuel-agnostic Engines and Engine Components Excel Controlinkage Drive Controls (Rods, Cables, Levers) Electric Prime Movers (Motor-Controller-Charger, Electronic Sensors and Integration Software)

Fuel Agnostic Engineering Solutions **GREAVES** GREAVES ELECTRIC MOBILITY

K Vijaya Kumar – ED & CEO

E2W and E3W vehicles Retail and Business Users

Democratizing Smart & Sustainable Mobility Solutions

\Lambda AMPERE







GREAVES

Mr. Narasimha Jayakumar - CEO

Multi-brand spares (2W, 3W, CE) EV Solutions Multi-brand sales and service

GREAVES CARE

Clean Mobility and Energy Solutions to Empower Livelihoods

GREAVES SPARES

EV Solutions

GREAVES FINANCE



ev.tin

By GREAVES

Sandeep Divakaran-ED & CEO

Financing EV Buyers Retail and Business Users

Democratizing the EV Experience



Suman Nelluri - ED

R&D, Engineering and IT Services Retail and Business Users

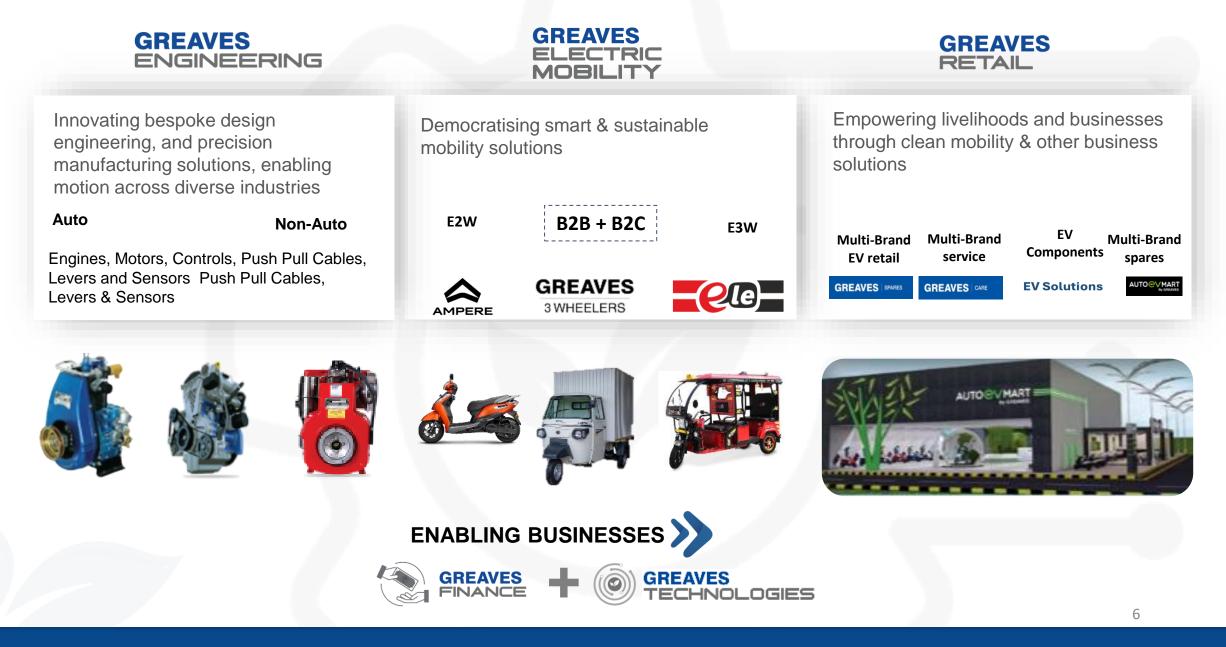
Innovative Design Solutions: Partnering with Technology for Cost-Effective Results



GREAVES

Synergies Across Businesses To Build The Complete Mobility Ecosystem







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GREAVES

GREAVES ELECTRIC MOBILITY

GREAVES RETAIL

GREAVES TECHNOLOGIES

GREAVES FINANCE

GREAVES ENGINEERING Empowering lives across diverse businesses and customer constituencies with engineering solutions, aimed at promoting environmental stewardship and community well-being.

Democratising smart & sustainable mobility solutions

Empowering livelihoods and businesses through clean mobility & other business solutions

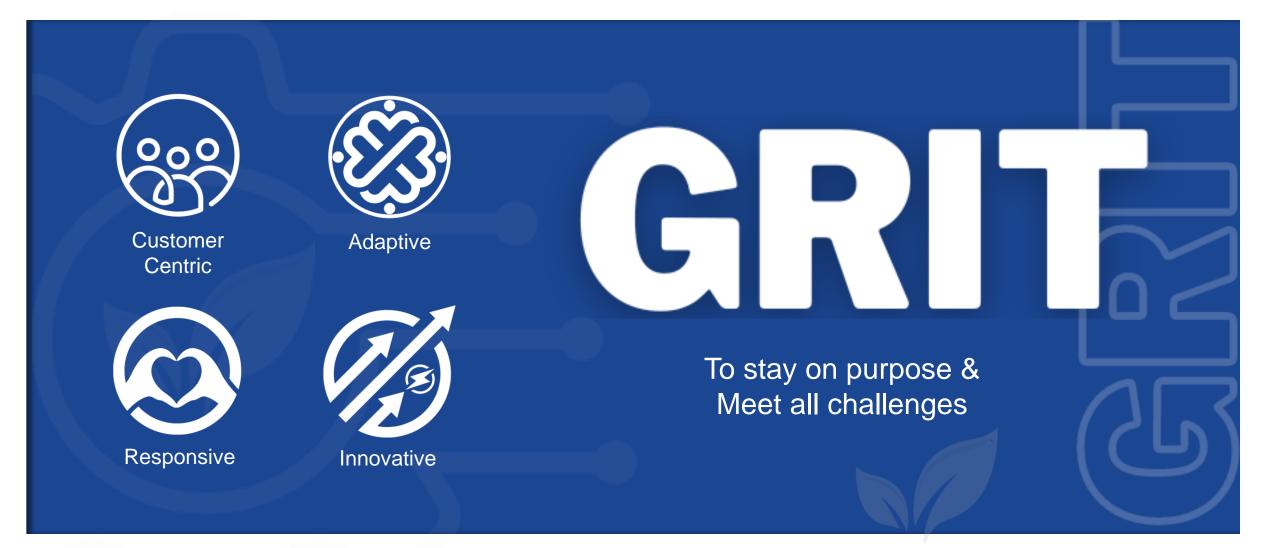
A globally admired, and trustworthy full-service engineering R&D solutions partner enabling enterprises accelerate their go to market

Democratising the EV experience

Innovating bespoke design engineering, and precision manufacturing solutions, enabling motion across diverse industries







Robust Manufacturing Capabilities & Reach

Greaves Manufacturing Footprint Transition

GREAVES

STRONG REACH



163+ Years of Legacy



34 Countries Presence



20,000 Mechanic Network



9000+ Retail Network



7 Regional Offices



8 Factories



1,800+ Employees

Talegaon Engine Manufacturing Greater Noida: E-Rickshaw Manufacturing

Aurangabad: Engine Manufacturing

Nagpur: Component Manufacturing

Hyderabad: 3W Auto & E-Cargo Manufacturing

Ranipet: 2W Manufacturing.



Transformation Journey

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Our transition towards producing sustainable mobility products while contributing to environmental conservation and meeting the evolving needs of customers and society

Engineering Portfolio



AUTOMOTIVE

Highly fuel efficient, the Greaves lightweight diesel/gasoline engines are ideal for automotive engine applications like 3W & Small 4W commercial vehicles





The company has a wide range of nonauto engines that are fuel-efficient, compact, and versatile, prime movers for various applications



Agriculture, **Construction & Other Industries**



Marine Industry



Power Solutions



INDUSTRIAL

The engines in this category are suitable for higher HP applications (30 HP - 700 HP) like





Marine Construction Pump set Agriculture



Defense



Industrial Engines















Entering into the motion control segment through the acquisition of Excel – India's leading manufacturer of motion control systems with integrated capabilities to manufacture Push Pull Cables, Levers & Sensors



Unique position as the only manufacturer of Push Pull technologies and strong network of distributors and assemblers across the globe, exporting to about 50+ countries, namely Australia, Russia, the Middle East, US, UK, Europe, & more; contributing to 30% of its revenues



Extensive product portfolio across the Motion Control Segment; direct supply to 80% OEMs & aftermarket



Diverse customer relationships with all the major auto players being its customers such as Volvo Eicher, Tata Motors, Mahindra, JCB, International Tractors Limited, & more. Present in the fastgrowing, high margin Marine segment



Future Ready With Electric Powertrain For Mainstream India



Accelerating EV transition with <u>'Made in India'</u> electric powertrain solutions, underpinned by global design & technology

Partners with UK-based design firm, Eta Green Power Ltd to bring exclusive technology to the Indian market

To introduce motor controllers, battery chargers & integration software to meet the emerging needs of the EV ecosystem

Be spoke design specific to each customer

Modular product development commenced with target customers

Commercial production and scale-up in next couple of years

GREAVES ENGINEERING



Portfolio of 2 & 3 Wheelers Designed, Developed, Engineered – MADE IN INDIA





Magnus EX City Speed





Zeal CA EX City Speed14



Primus High Speed

Existing E3Ws



REO Low Speed



City Speed

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Upcoming E2Ws

NXG High Speed



Electric Cargo



Electric Passenger



Other Fuel Types

Upcoming E3Ws



AERO VISION

ELP

A Future Ready Brand









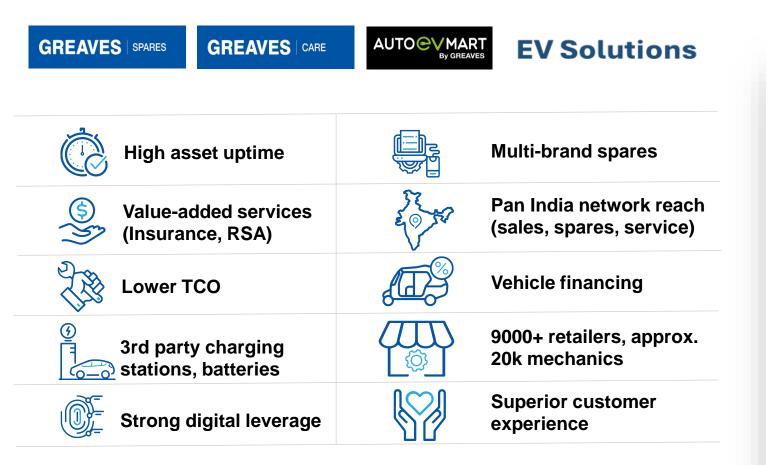




Take Charge with Ampere

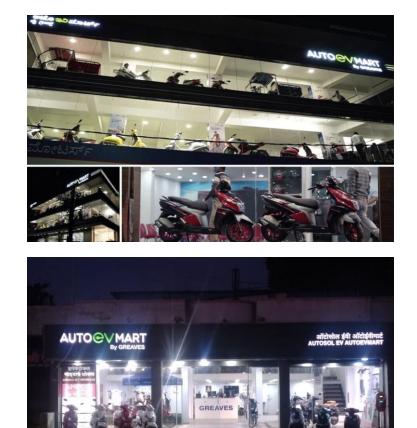


Greaves Retail: Asset-light Business Spanning E3W and Small Commercial Vehicle (SCV) Full Lifecycle (Sales, Service, Spares)



India's largest sales, spares and service network for small commercial vehicles (SCV) and e3W

Retail and Business Users



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GREAVES

RETAIL

Democratizing The EV experience

GREAVES FINANCE



FINTECH

A NBFC with a digital platform 100% focused on EV financing



ASSET FIRST

Accelerating the adoption of Electric Mobility by adopting an Asset first approach to lending by underwriting FMV of EV



DIGITAL FIRST

Digital-first EV lending suite for creating a cohesive consumer experience



CO LENDING

Partner with large banks and NBFC for co-lending, thereby increasing penetration & reach



Battery subscription, usage-based insurance, & more, to be enabled from year 2/3



Why Choose Greaves Technologies?

Knowledge and experience of working with global automotive and domestic (Indian) OEM's

Broad understanding of different domains – 4W, Heavy commercial vehicles, 2W, 3W, 5W Electric vehicles, ICE PT and EV PT

Rich engineering heritage with skilled resources to accelerate concept, to product development, to production journey, with a focus on speed to market

Technical capabilities, a highly skilled and motivated team assure operational excellence at every step of the product development journey

Automotive design life cycles are impacted by disruptive technologies, and we at Greaves Technologies adapt very quickly and stay at the forefront

GREAVES TECHNOLOGIES



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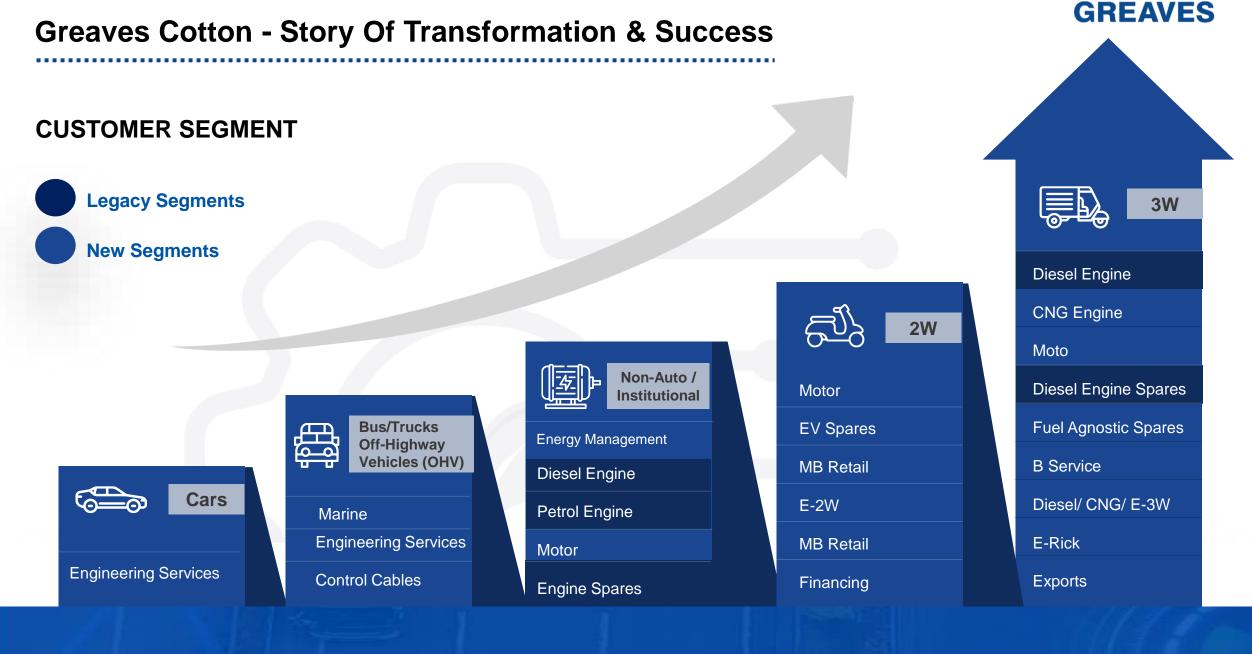
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Wide Global footprint, expanding rapidly Leading exporter to South Asian countries

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Touching over a million lives everyday through wide range of customized value offering



GREAVES

Initiatives with impact across diverse segments



Training, reskilling and coaching e-rick drivers for their better employability & earnability



Training and reskilling Mechanics, enabling them to become Atmanirbhar



Re-skilling underprivileged students from location near our factory under the DEEP initiative



Training, reskilling and coaching farmers for better earnability and new developments in farming

YOGAKSHEMA

Yoga and meditation training for auto drivers for their better health and mental well-being

EDUCATION FOR EVERYONE!

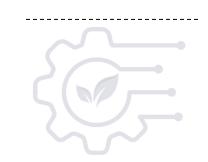
Educational scholarship support for economically deprived needy students



Training, reskilling and coaching fishermen for their better earnability & newer fishing techniques



Trade booster education program helping traders to enhance their income, savings & ways of doing business















The Company's commitment towards the environment is reflected in all aspects of functioning, including manufacturing processes and technological innovations. It has been certified as an ISO 14001:2015

- The Company reached another milestone in Going Green with the inauguration of the fourth Solar Plant at IEB, Aurangabad, producing 5.1 million units/year from all four plants with zero liquid discharge
- The Company promotes recycling & reusing of aluminium scrap briquettes, to reduce energy consumption involved in the process of aluminium heating and extraction
- The Company has also undertaken various tree plantation initiatives increasing the green cover and contributed to carbon sequestration, improving air quality and biodiversity







Board Of Directors





Mr. Karan Thapar Chairman of the Board



Mr. Nagesh Basavanhalli Non - Executive Vice Chairman



Dr. Arup Basu Managing Director



Ms. Sree Patel Independent Director



Mr. Raja Venkataraman Independent Director



Mr. Arvind Kumar Singhal Independent Director



Mr. Firdose Vandrevala

Independent Director



Mr. Ravi Kirpalani

Independent Director



Promising Brands 2021 by ET





Social Impact Award 2021 by ACEF Asian Leaders

GREAVES

Manufacturing and Quality Excellence 2021 by Quantic



Automotive Hall of Fame Nov 2021 by ET Polymers

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The Best Electric Vehicle Marketing Campaign – Ampere & RCB campaign – May'23



Electric Vehicle Manufacturer -May'23

GREAVES



Best E-commerce Fleet Vehicle - Zeal EX

Most Efficient Delivery Vehicle - Greaves ELTRA



Excel Controlinkage honoured as best exporter of the region by VIA Nagpur





GREAVES

Greaves Treasury team is recognised as one of the best technology adoption - cash management services by HDFC Bank



Greaves Cotton Limited, Aurangabad honored as Oldest Licensees by BIS



Greaves Technologies have been honoured with the prestigious award in the "Innovation" category by Daimler



Top 25 Brands with Best In-House Communication Professionals 2023











Greaves Cotton Limited has been honoured with the "Treasure Innovator of the Year" Award at the India Treasury Summit & Awards 2024, organised by Synnex® Group.

GREAVES



Ampere has been awarded for "The Best Digital & Social Media Campaign," 2nd runner-up for "The Best Creative Film of The Year," and "The Best Integrated Campaign" award! in Marketing & Communication category at the Acko Drive awards 2024

GREAVES

THANK YOU

www.greavescotton.com



