



Greaves Cotton Limited

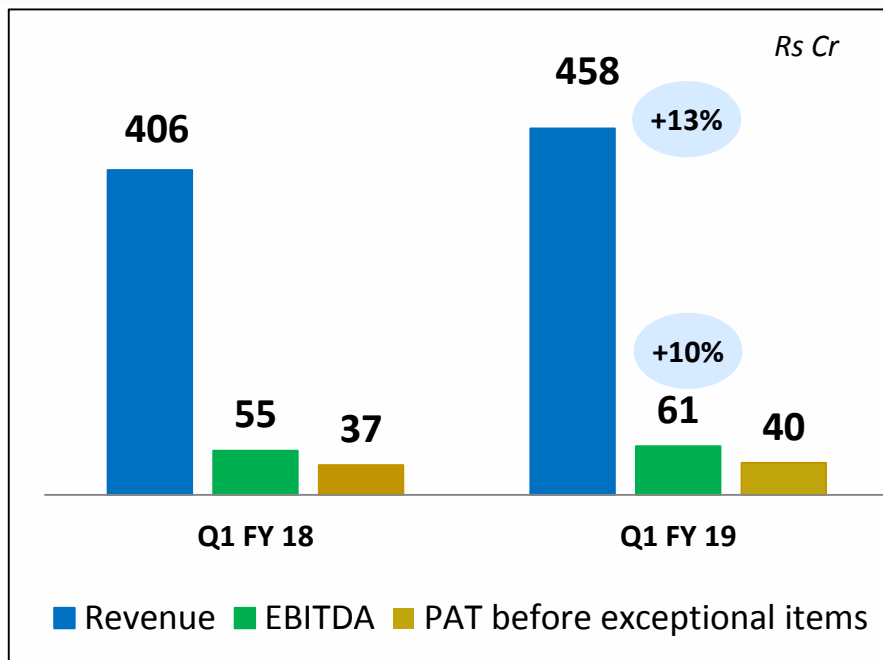
Investor Presentation
Q1 FY19

Disclaimer

- 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

Performance Q1 FY19

Financial Performance Snapshot



Revenue Growth (YoY)	Q1 FY19
Engines	11%
Others	70%
Greaves (Total)	13%

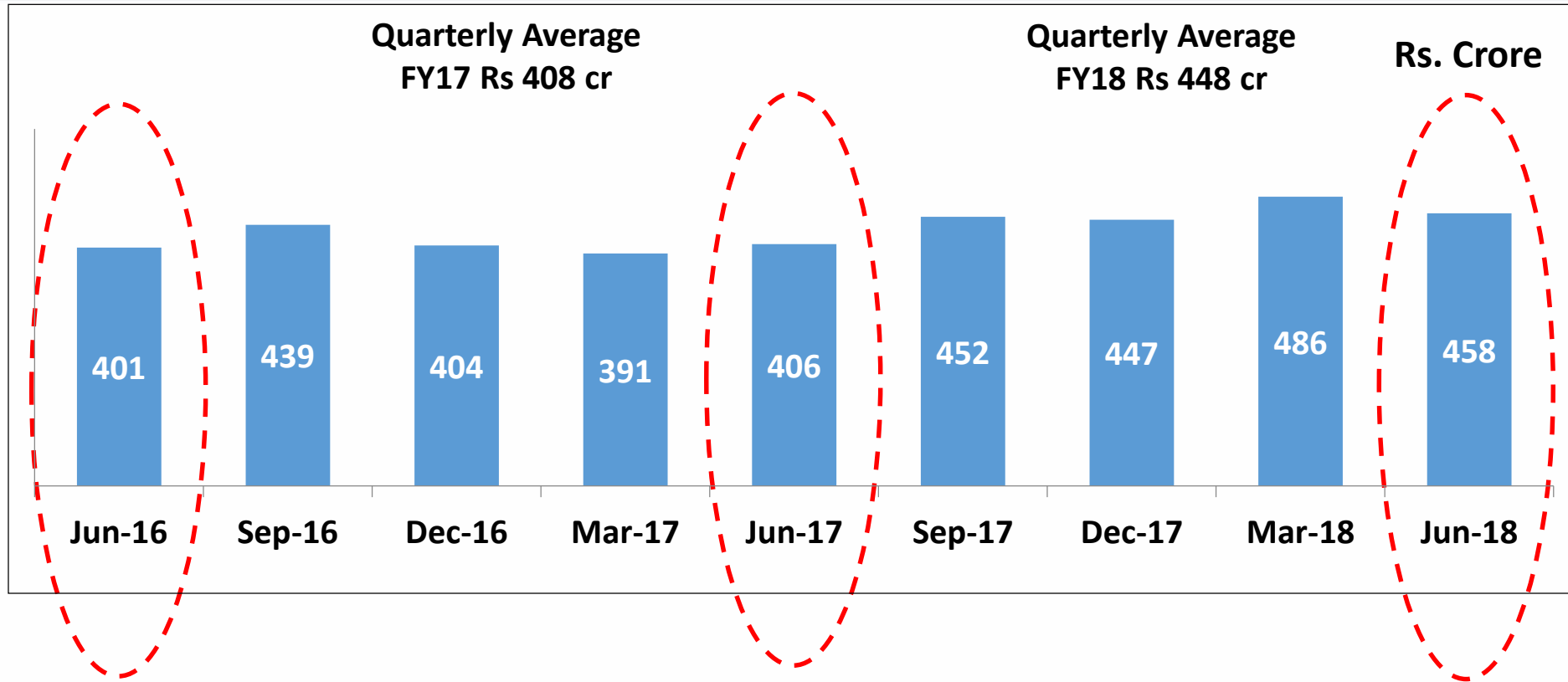
Rs Cr	Q1 FY 18	Q1 FY 19
Revenue *	406	458
EBITDA	55	61
PAT before exceptional items	37	40
Reported PAT	41	40

Key Highlights

- Q1 Revenue at Rs 458 Cr (+13% YoY)
- All businesses showing good momentum and growth
- RMC adverse due to commodity inflation, partly offset by cost control measures

* GST comparable numbers

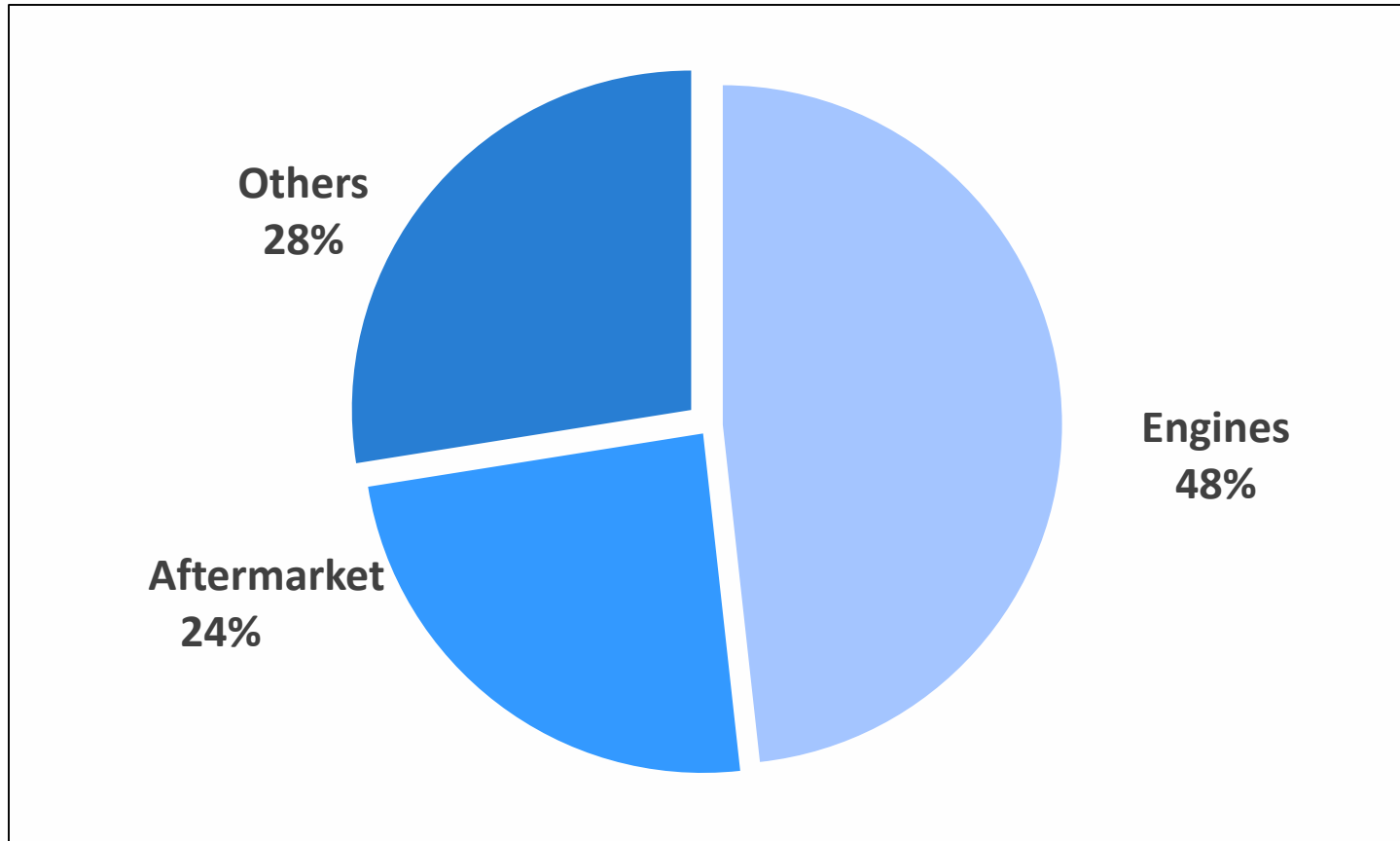
Quarterly Revenues



DOUBLE DIGIT GROWTH FOR LAST THREE CONSECUTIVE QUARTERS

Revenues are GST comparable numbers

Revenue by Business (Q1 FY19)



- Others includes Genset, Agri equipment and Trading

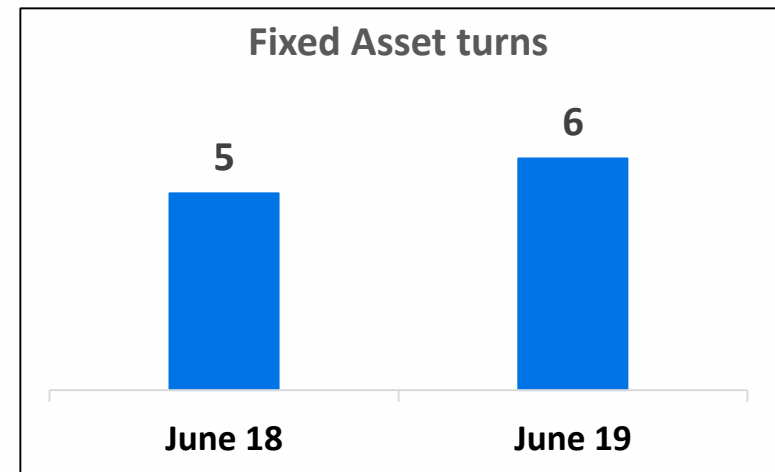
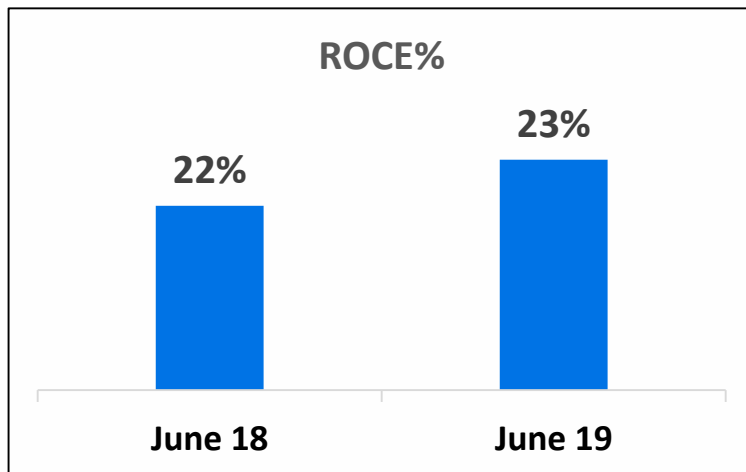
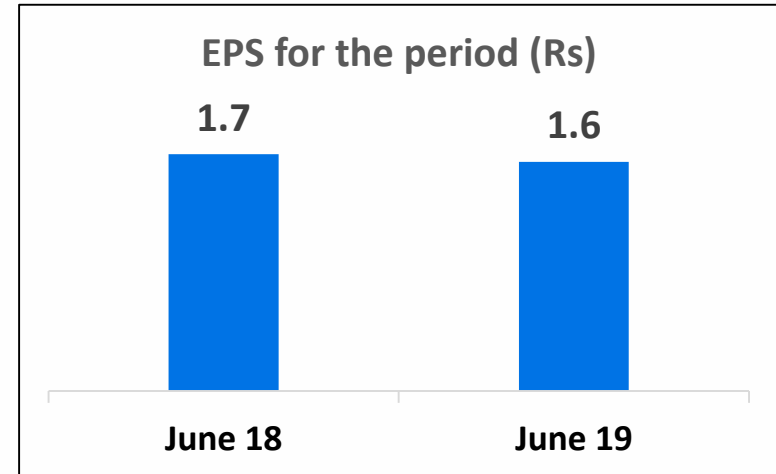
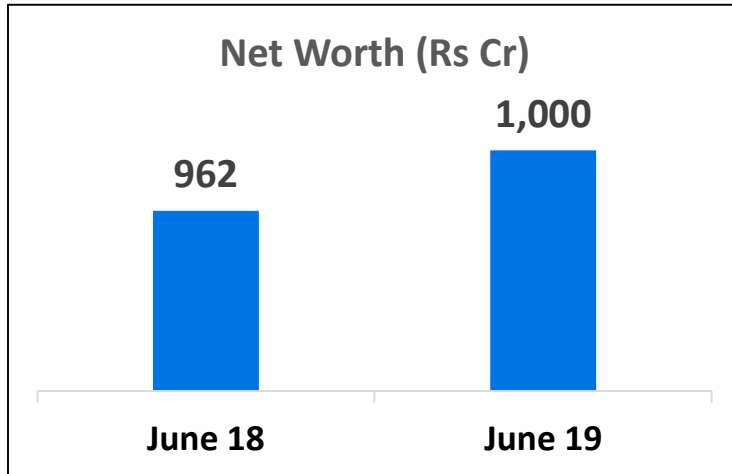
Financial Results



Particulars (Rs Cr)	Q1 FY 18	Q1 FY 19	Growth %
Net Income from Operations	406	458	13%
Material Consumed	272	309	
Employee Cost	42	47	
Others Expenses	37	41	
EBIDTA	55	61	10%
EBIDTA Margin	13.6%	13.3%	
PBT before exceptional item	54	58	
PAT before exceptional item	37	40	7%
Post tax exceptional (Expenses)/Income	4	0	
Profit for the year	41	40	

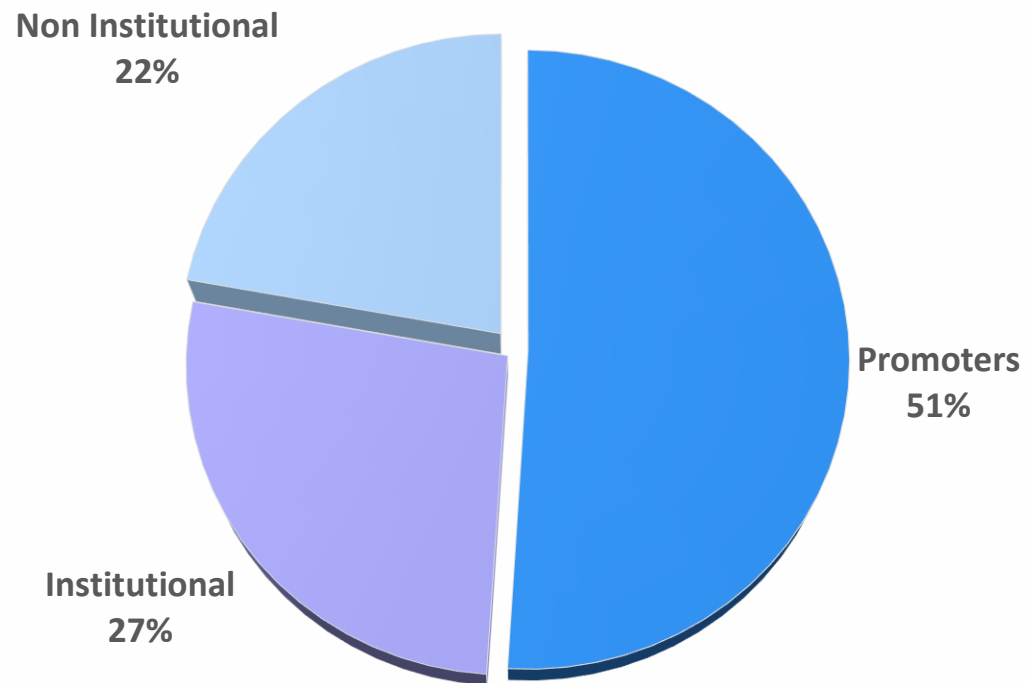
- Effective Tax Rate at 31.5% (Q1 FY19) vs. 30.9% (Q1 FY18)

Key Financial Metrics



Share Holding Pattern

As on 30th June 2018



Q1 Key Initiatives



- Greaves Care ramp up continues, at 74 outlets, servicing 6000+ vehicles every month
- 3W Multi-brand parts portfolio ramped-up to 80% coverage, Fuchs lubricants distribution started
- Electric Pumps range – eHD Pumpsets launched pan-India



GREAVES AGRI

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