



Greaves Cotton Limited

Investor Presentation
Q1 FY20

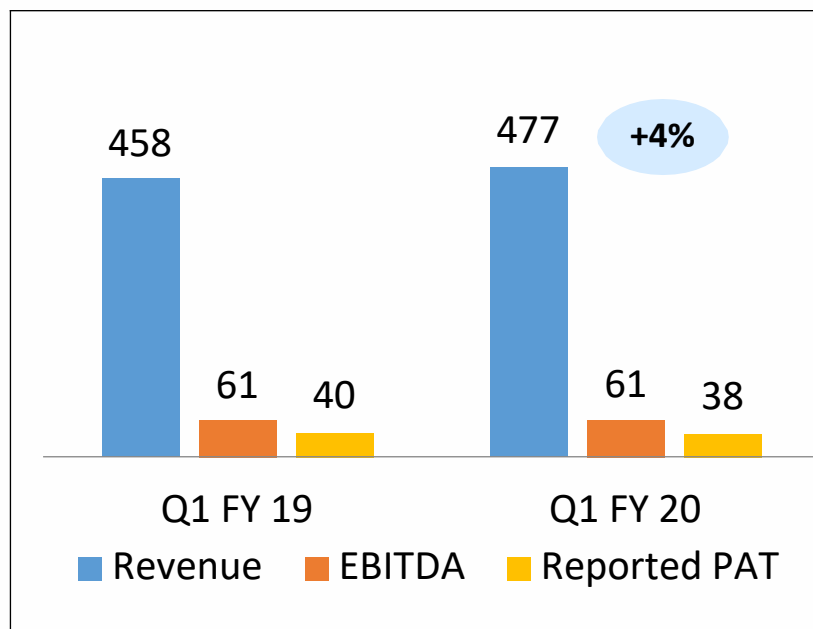
Disclaimer

- 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 FY20

Financial Performance Snapshot

Rs Cr



Revenue Growth (YoY)	Q1 FY 20
Engines	14%
Others	-6%
Greaves (Total)	4%

Rs Cr	Q1 FY 19	Q1 FY 20
Revenue	458	477
EBITDA	61	61
Reported PAT	40	38

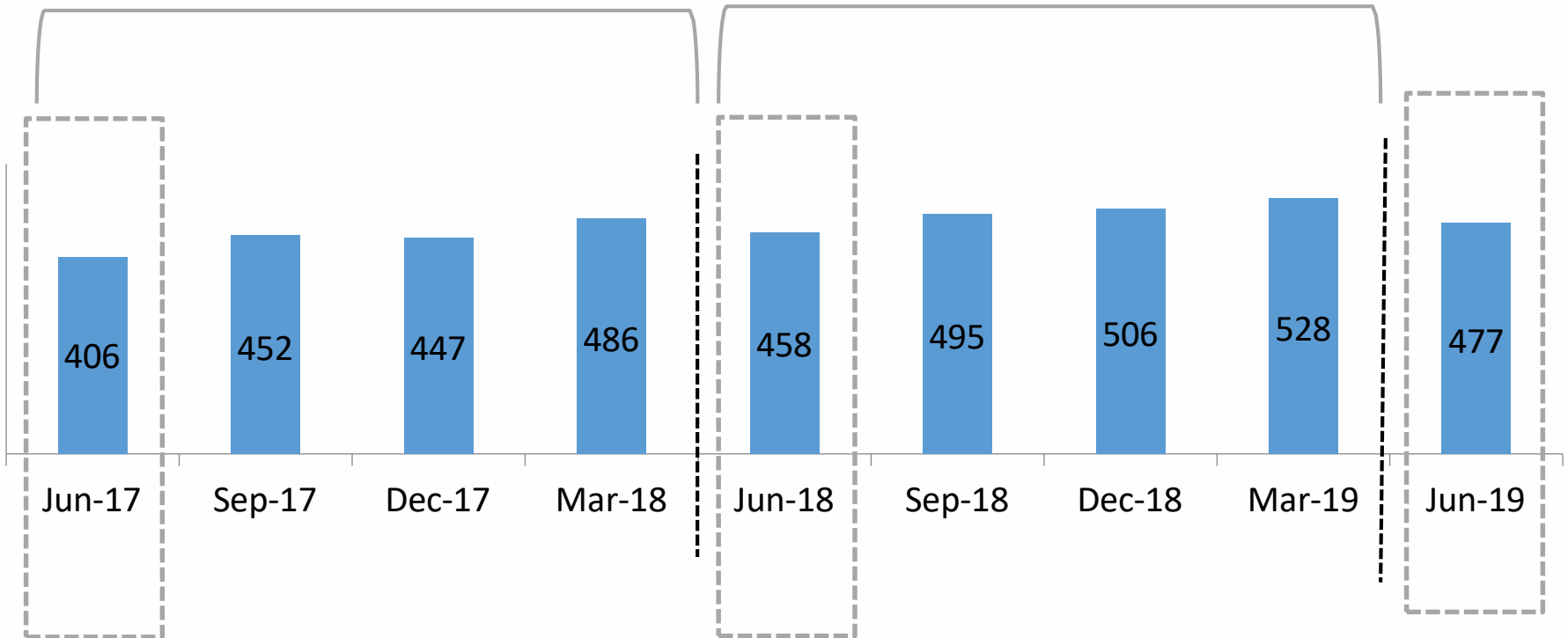
Key Highlights

- Q1 Revenue at Rs.477Cr (+4% vs last year)

Quarterly Revenues (Rs Cr)

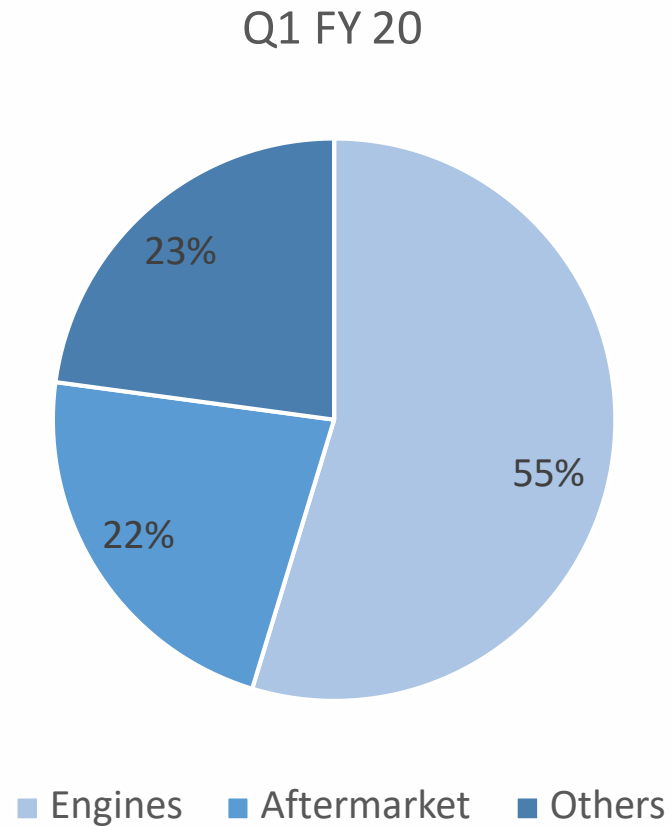
**Quarterly Average
FY18 Rs 448 cr**

**Quarterly Average
FY19 Rs 497 cr**



Revenues are GST comparable numbers

Revenue by Business (Q1 FY20)



- **Others includes Genset, Agri equipment and Trading**

Volumes by Business

Business	Q1 FY19	Q1 FY20
Engine		
3W	65419	65045
Others	9364	14642
Total Engine	74783	79687
Auxiliary Power		
Gensets	1092	1102
Total Auxiliary Power	1092	1102
Agri		
Pumpset	24085	18268
Power Tiller	1796	880
Other LAE	1748	1767
Total Agri	27629	20915
EMB		
e2W	2849	3578
Others	0	493
Total EMB	2849	4071

Financial Results

Particulars (Rs Cr)	Q1 FY 19	Q1 FY 20	Growth %
Net Income from Operations	458	477	4%
Material Consumed	309	324	
Employee Cost	47	46	
Others Expenses	41	46	
EBIDTA	61	61	1%
EBIDTA Margin	13.3%	12.8%	
PBT before exceptional item	58	56	
PAT before exceptional item	40	38	-4%
Post tax exceptional (Expenses)/Income	0	0	
Profit for the period	40	38	

- Effective Tax Rate at 31.6% (Q1 FY20) vs. 31.5% (Q1 FY19)

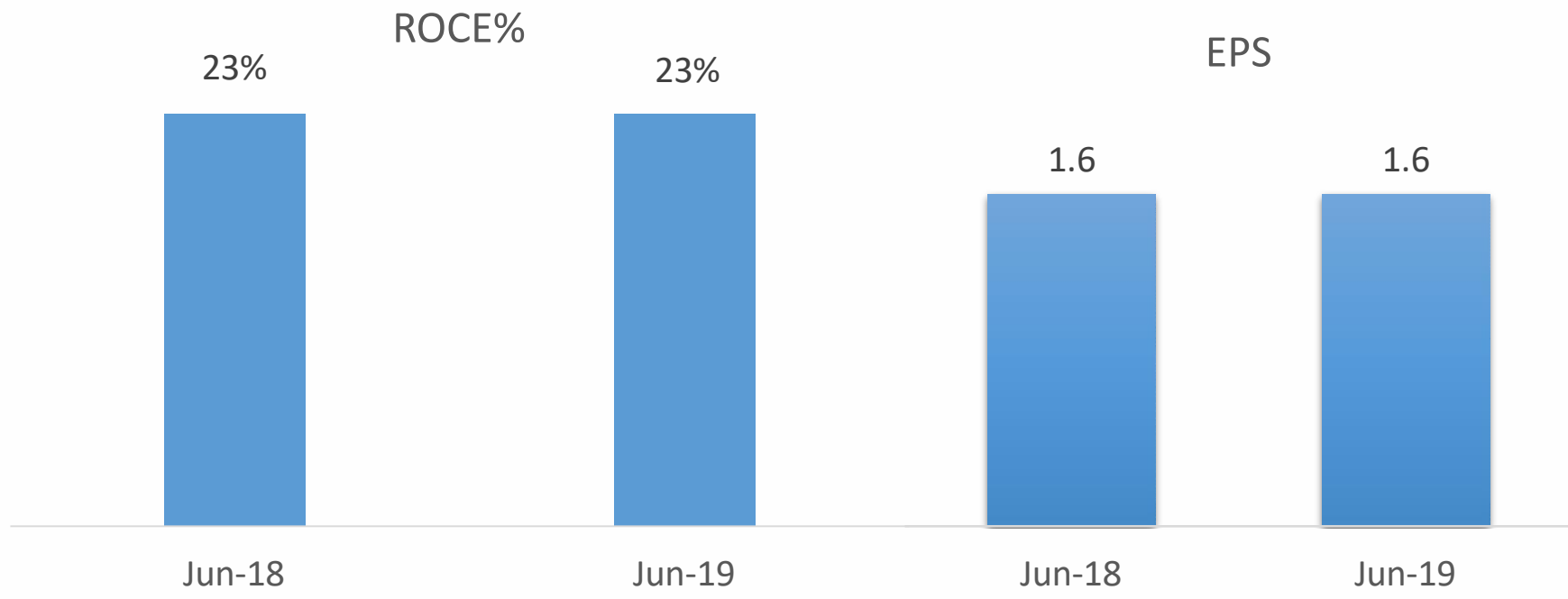
Profit & Loss – Ampere

Particulars (Rs Cr)	Q1 FY 20	FY 19
Net Revenue	15.3	53.6
RMC %	83.5%	82.0%
Expenses	5.4	12.1
EBIDTA	-2.9	-2.4
EBIDTA %	-19.6%	-4.4%
PAT	-3.8	-9.0

CFS PAT Reconciliation (Rs. Cr)	Q1 June 19	Q1 June 18
Greaves Cotton Limited	38.2	39.8
Greaves Leasing Finance Limited	0.1	0.1
Ampere Vehicles Private Limited	*(3.8)	-
Dee Greaves Limited	-	-
Total PAT	34.5	39.9

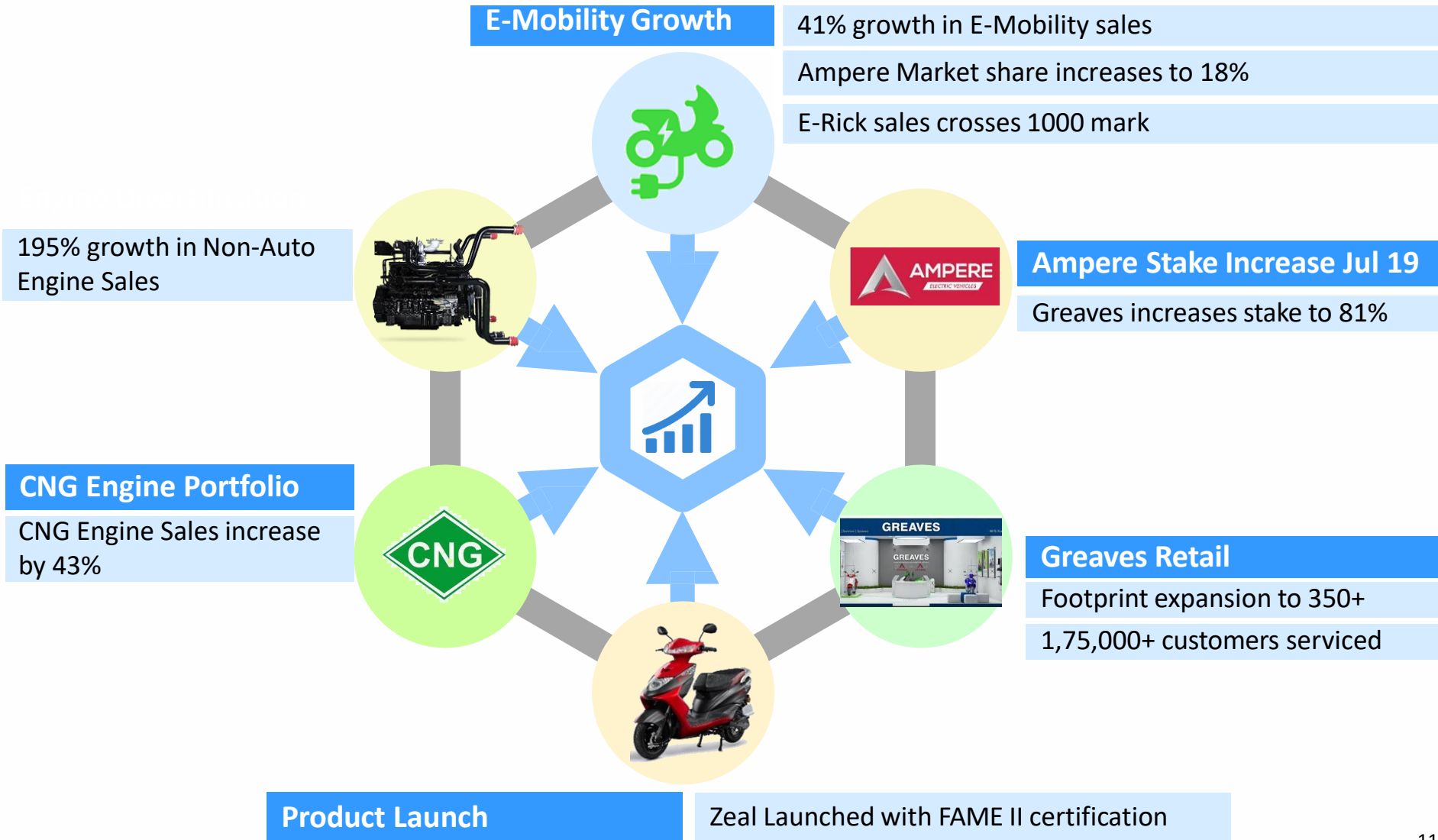
*Ampere Vehicles Private Limited	Rs. Cr
Book Profit Apr – June 19	(3.9)
Depreciation only on consolidation	(1.4)
Deferred Tax on consolidation	<u>1.5</u>
	<u>(3.8)</u>

Key Financial Metrics



Greaves Revenue Grows in 9th consecutive Quarter

Business Update – Q1



Greaves Retail Stores



Greaves Retail – Ambur

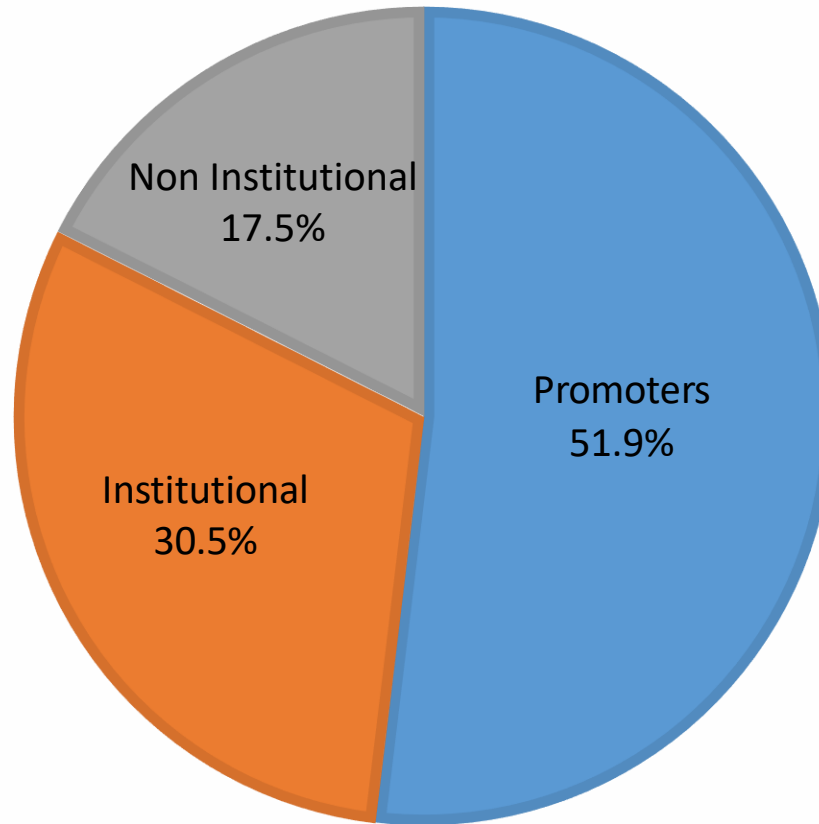


Greaves Retail – Loni



GCL Share Holding Pattern

AS ON 30TH JUNE 2019



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