GREAVES
SINCE 1859

3rd December, 2018

Stock Code: BSE- 501455
NSE- GREAVESCOT

The Secretary
BSE Limited
Corporate Relationship Department
2nd Floor, New Trading Wing
Rotunda Building, Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C /1, G Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051

Dear Sir/Madam,

Sub: Intimation of Schedule of Analyst/ Institutional Investor Meeting

We wish to inform you that pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the schedule of Analyst /Institutional Investor Meetings with the Company is as under:

Date	Type of Interaction	Interaction with	Venue
4th December, 2018	Group Meeting	Aditya Birla Sunlife Mutual Fund Alchemy Capital Amiral Gestion Aviva Life Insurance DSP Investment Managers Goldman Sachs IIFL AMC L&T MF Nivalis Partners Sriram Life Tata AIA Life	Mumbai
4th December, 2018	One on One	Tata MF	Mumbai
4th December, 2018	One on One	Bajaj Allianz Life	Mumbai
4th December, 2018	One on One	SBI MF	Mumbai

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Date	Type of Interaction	Interaction with	Venue
4th December, 2018	Group Meeting	Bharti Axa Ins MULTI ACT PeterMacgregor Capital Management Sageone Investment Tata AIA Life Tata Investments Taurus MF VEC Investment Management	Mumbai
4th December, 2018	One on One	Ocean Dial Asset Management	Mumbai

Note: *The above schedule is subject to changes. Changes may happen due to exigencies on the part of investor's / Company.*

Also find attached the Presentation that will be shared with the above Analyst / Institutional Investors.

Kindly take the same on record.

Thanking You,

Yours faithfully,
For Greaves Cotton Limited

For Atindra Basu
Head - Legal, Internal Audit
& Company Secretary

Encl. : a/a.

Greaves Cotton Limited

Investor Presentation
Q2 and H1 FY19

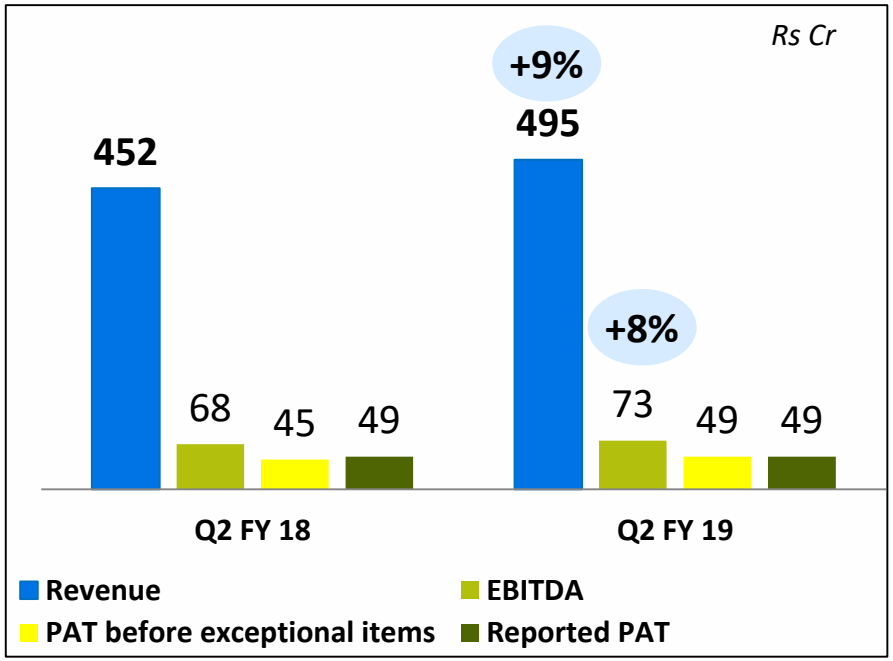
Disclaimer

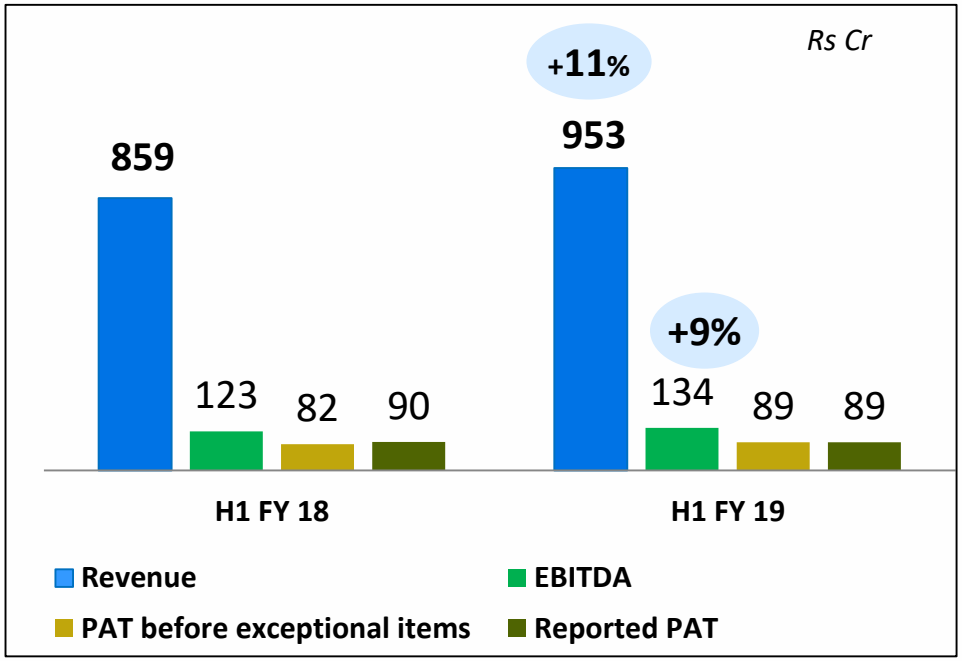
- Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations.

- Actual results might differ materially from those either expressed or implied

Performance Q2 & H1 FY19

Financial Performance Snapshot



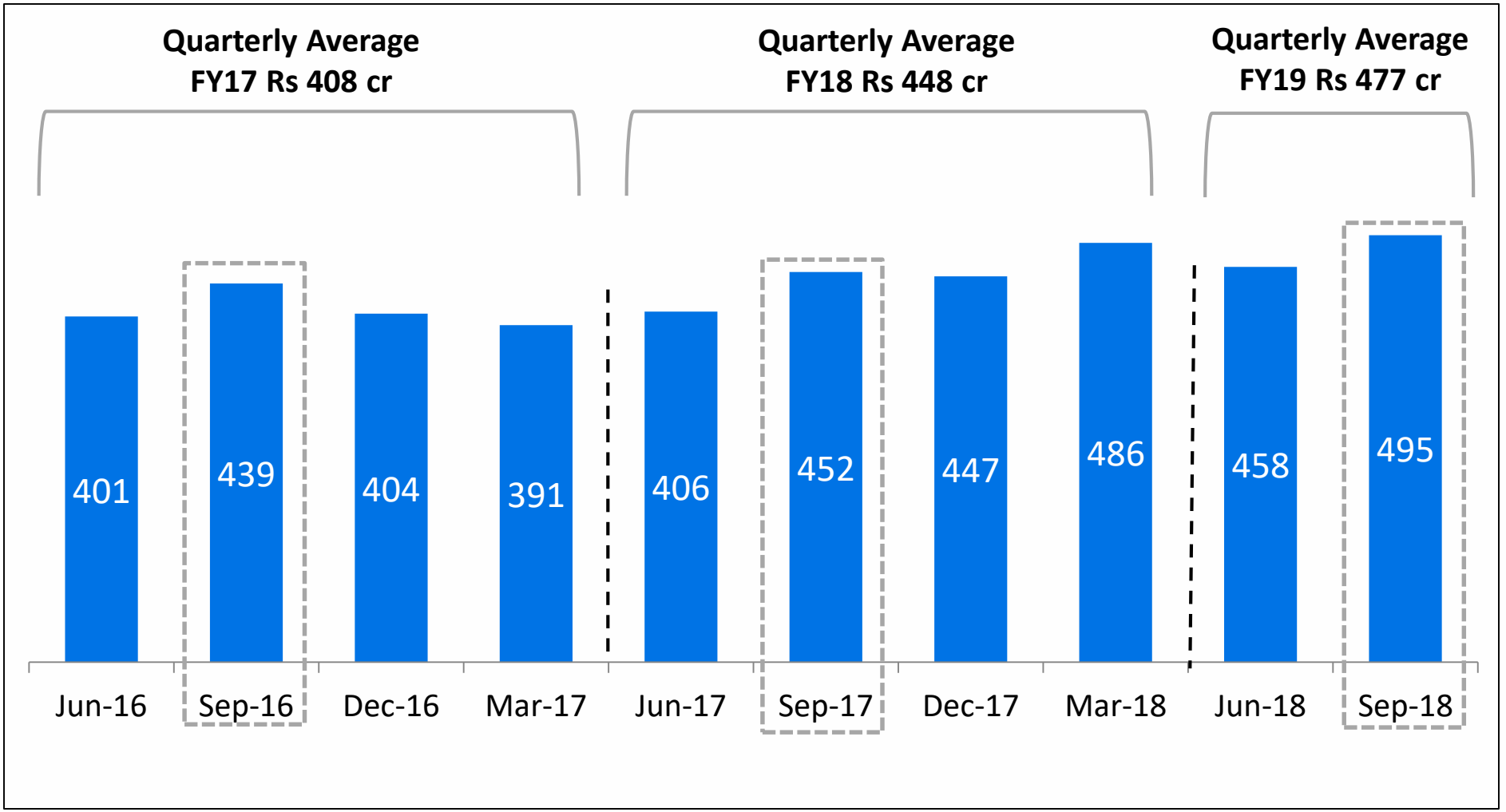


Key Highlights

- Q2 Revenue at Rs 495 Cr (+9% vs last year), H1 FY19 at Rs 953 cr (+11% YoY)
- All businesses showing good momentum and growth

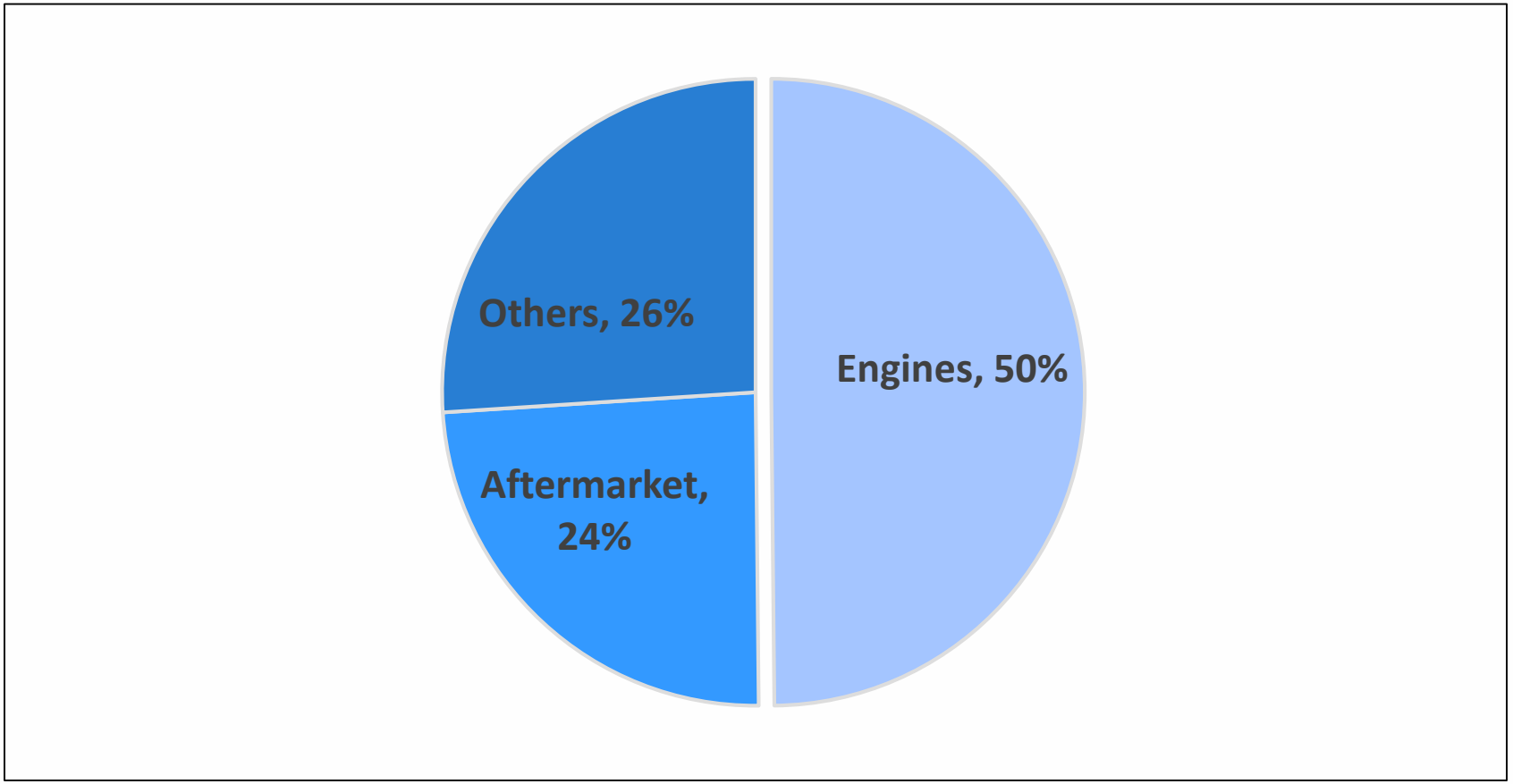
Revenues are GST comparable numbers

Quarterly Revenues (Rs Cr)



Revenues are GST comparable numbers

Revenue by Business (H1 FY19)



- Others includes Genset, Agri equipment and Trading

Financial Results

Particulars (Rs Cr)	Q2 FY 18	Q2 FY 19	Growth %
Net Income from Operations	**452**	**495**	**9%**
Material Consumed	*304*	*334*	
Employee Cost	45	43	
Others Expenses	35	44	
EBIDTA	**68**	**73**	**8%**
EBIDTA Margin	**15.0%**	**14.8%**	
PBT before exceptional item	**65**	**72**	
PAT before exceptional item	**45**	**49**	**9%**
Post tax exceptional (Expenses)/Income	4	0	
Profit for the year	**49**	**49**	

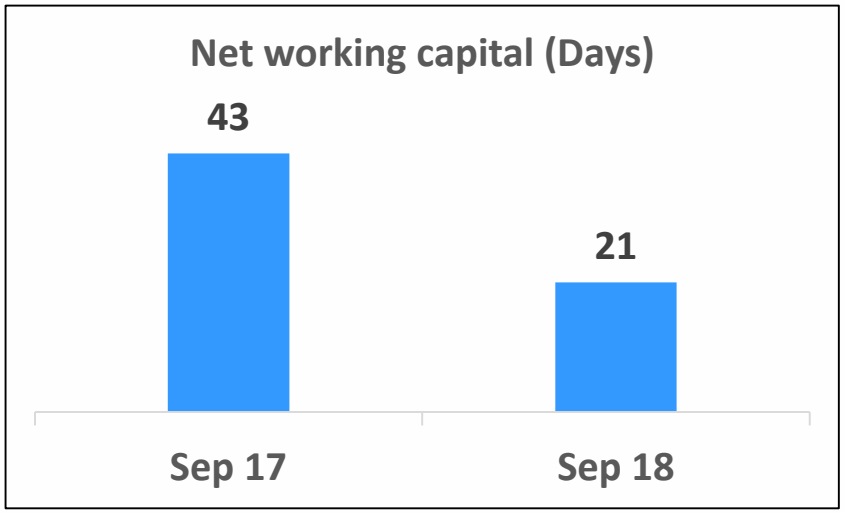
- Effective Tax Rate at 31.5% (Q2 FY19) vs. 30.9% (Q2 FY18)

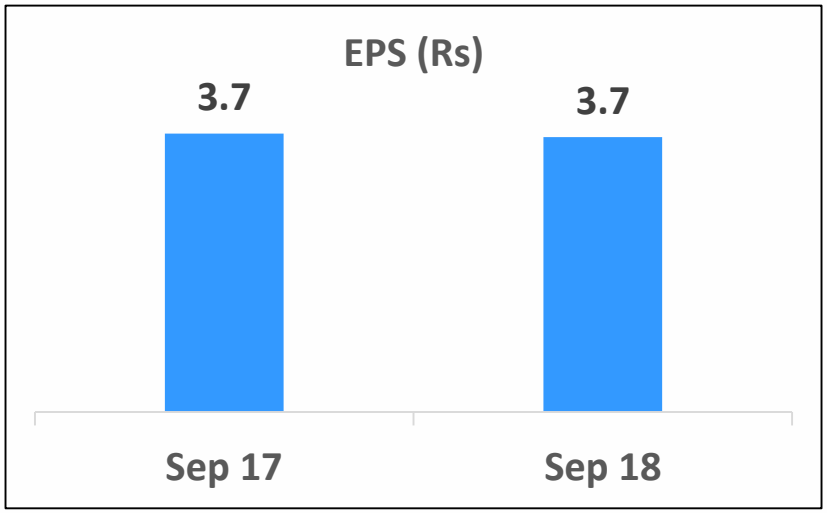
Financial Results

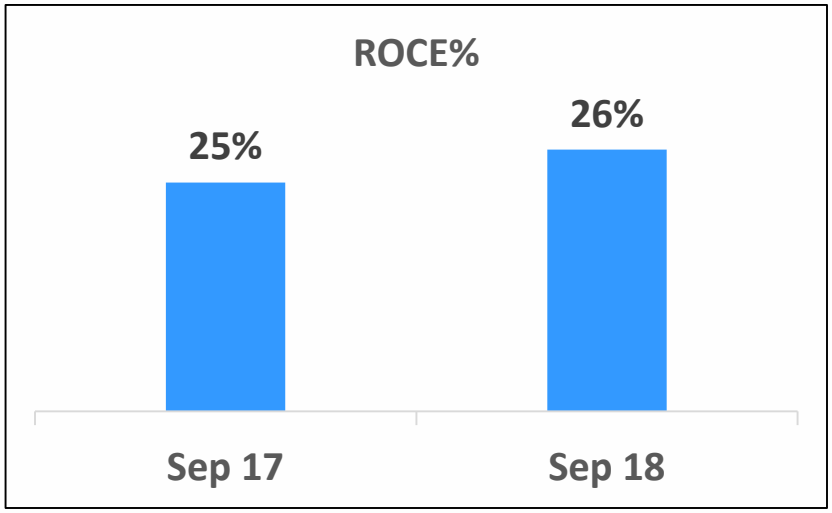
Particulars (Rs Cr)	H1 FY 18	H1 FY 19	Growth %
Net Income from Operations	**859**	**953**	**11%**
Material Consumed	*576*	*644*	
Employee Cost	87	90	
Others Expenses	73	85	
EBIDTA	**123**	**134**	**9%**
EBIDTA Margin	**14.3%**	**14.1%**	
PBT before exceptional item	**118**	**130**	
PAT before exceptional item	**82**	**89**	**9%**
Post tax exceptional (Expenses)/Income	8	0	
Profit for the year	**90**	**89**	

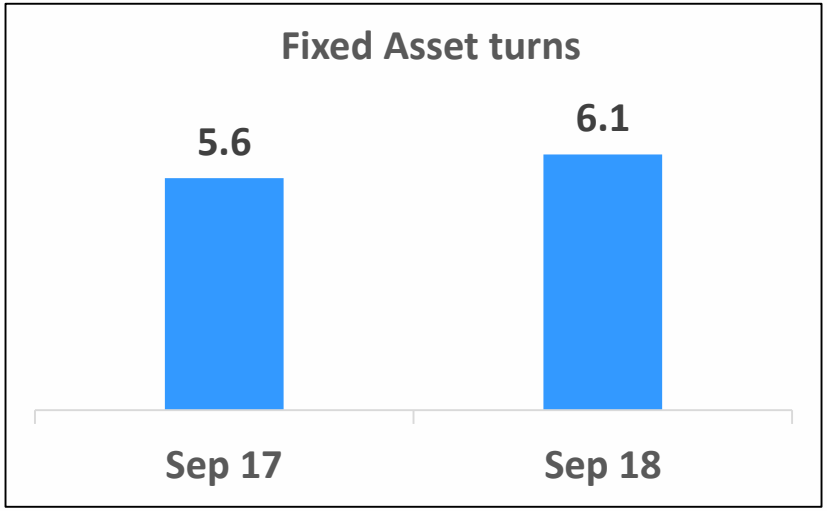
- Effective Tax Rate at 31.5% (H1 FY19) vs. 30.9% (H1 FY18)

Key Financial Metrics



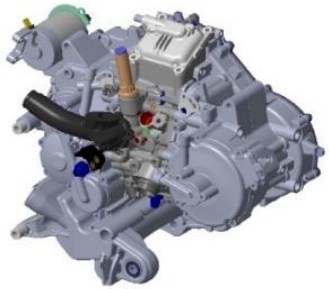




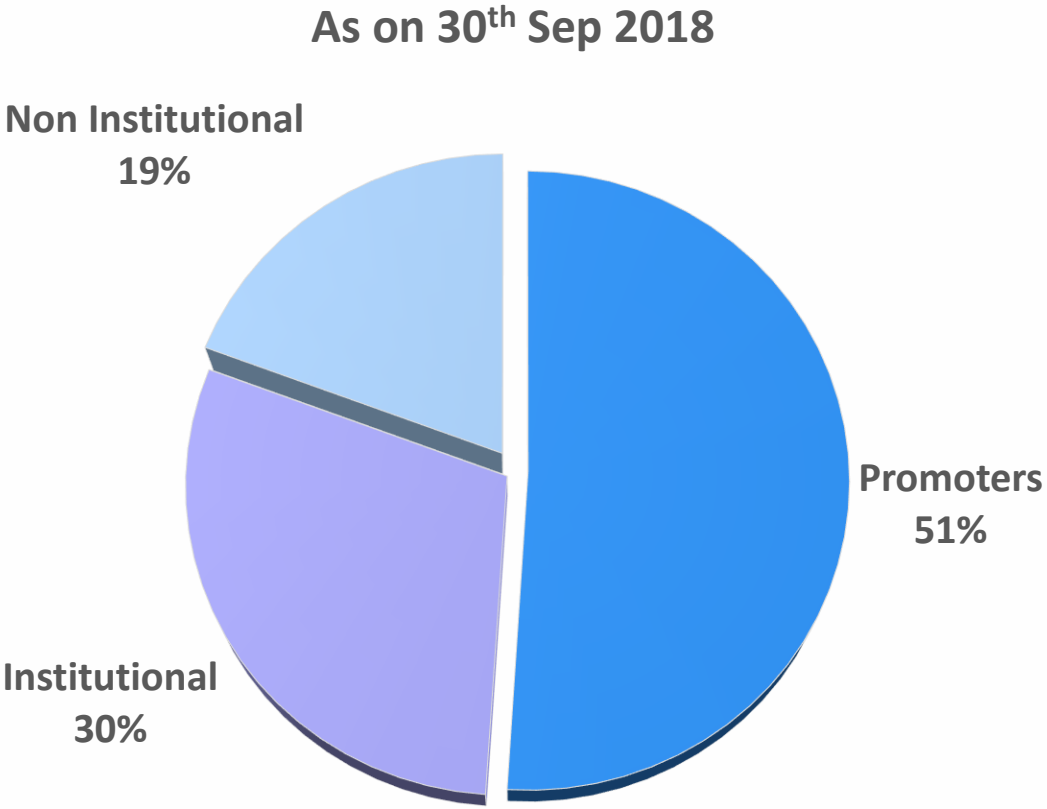


Business Update – Q2

- BSVI Projects – Diesel, in-house CNG and Pinnacle CNG on track; alpha build completed
- Greaves Care ramped up to 100 stores across India
  - Customer footprint at 10,000+ per month
- Multi-brand 3W spares ramped up to 80% coverage of all 3W makes, retail distribution network at 5000 outlets pan India
- Ampere: acquisition of 67% stake completed, network and business ramp-up on track
- Farm: Power tiller sales grew 78% in H1, market share gain +6%
- Genset: Mega series (>500kVA) installations started



Share Holding Pattern



The Institutional holding increased by 3% in Q2 FY19

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