

Greaves Cotton

Recordings of Investors Meeting on December 11, 2015 (Friday)

Mode of meeting: Group meeting

One-one Meeting (UTI MF)

Company Representative: Mr Narayan Barasia (CFO)

List of participants:

- Ashmore Investment Advisors
- DSP Blackrock MF
- Goldman Sachs MF
- HDFC Life Insurance
- IDFC MF
- Kotak Mahindra MF
- Reliance MF
- SBI Life Insurance
- Sundaram MF
- UTI MF
- Ampersand Capital
- Angel Broking
- IndiaNivesh
- IIFL

Macro Business Environment and its impact on company's business

- Overall economy performance
- Monsoon and its impact on farm equipment business

Financial Performance for second quarter and first half of current financial year

Discussion on various business verticals:

Automotive Engines: Automotive segment contributes about 55-60% of the revenues. The segment manufactures highly fuel efficient, light weight diesel / gasoline engines for automotive applications like 3-wheelers and small 4-wheeled commercial vehicles.

- Working on new products and also is in conversation with new OEM customers. So far engines upto 1 ton are being produced but working on high capacity engines. Recently, at one of the auto shows in Beijing, showcased a three cylinder engine. While the design is ready plan to build capacity as and when demand arises from a customer.
- Company ready with a 265cc engine for Quadricycle to cater to the needs of OEMs who intend introduce it in the market. Too early to sense the market opportunity from this engine

Farm Equipment: Current contribution to the business is about 15% of revenues. There are wide array of products to serve the segment such as portable engines, pump sets, power tiller

Genset- Currently has a 2% market share in the genset business. Have developed new products through R&D efforts. Developed a wide variety of product portfolio with wider distribution and service network.

Exit from infrastructure equipment business: Exited from the infrastructure equipment business since it was loss-making. This has resulted in better operation leverage