

Date: February 12, 2025

To, <b>BSE Limited ("BSE"),</b> Corporate Relationship Department, 2 <sup>nd</sup> Floor, New Trading Ring, P.J. Towers, Dalal Street, Mumbai – 400 001.	To, <b>National Stock Exchange of India Limited ("NSE")</b> Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051
<b>BSE Scrip Code: 539876</b>	<b>NSE Symbol: CROMPTON</b>
<b>ISIN: INE299U01018</b>	<b>ISIN: INE299U01018</b>
<b>Our Reference: 215/2024-25</b>	<b>Our Reference: 215/2024-25</b>

Dear Sir/Madam,

**Sub: Press Release**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith following documents on the Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended December 31, 2024:

(i) Press Release

(ii) Investor presentation

You are requested to take the same on your record.

Thanking you,

For **Crompton Greaves Consumer Electricals Limited**

**Rashmi Khandelwal**  
**Company Secretary & Compliance Officer**  
**ACS - 28839**

*Encl: as above*

**Crompton Greaves Consumer Electricals Ltd.  
announces its results for Q3 FY25**

**Steady growth in consolidated revenue (Rs. 1,769 Cr) with strong PAT growth of 31% YoY;  
ECD segment grew by 6% YoY led by pumps and small domestic appliances;  
Lighting segment maintains revenue trajectory (3% YoY) amidst price erosion;  
Green shoots visible in Butterfly**

**Mumbai, 12<sup>th</sup> February 2025:** Crompton Greaves Consumer Electricals Ltd. ('Company'), India's leading Consumer Durables player, reported its standalone & consolidated financials for the third quarter and nine month ended 31<sup>st</sup> December 2024.

**Q3 FY25 Financial Performance:**

- Standalone revenue at Rs. 1,545 Cr, growth of 6% YoY
- Standalone EBIT at Rs. 150 Cr, growth of 15% YoY
- EBIT margin increased to 9.7%, expansion by 70 bps YoY, driven by input cost reduction, mix improvement and cost optimization measures
- Standalone PAT at Rs. 112 Cr, growth of 17% YoY

**Q3 FY25 Segment Performance:**

**ECD growth of 6% YoY led by pumps and appliances; EBIT margin at 15.2% (+160 bps YoY)**

- Modest growth in fans in an off-season, largely driven by TPW segment
- Pumps grew 19% YoY driven primarily by robust execution of solar pump orders
- Air coolers experienced highest ever pre-season growth
- Significant growth in mixer grinders with strong contribution from new product launches

**Sustained revenue growth momentum in lighting of 3% YoY to Rs. 257 Cr**

- Revenue growth led by battens, outdoor & accessories in B2C and LED industrial & commercial in B2B
- Launched well glass, flood lights and a complete range of sensor-based indoor luminaries
- Won several large orders despite a slowdown in tenders issued in street lighting

**Performance of Butterfly Gandhimathi Appliances Ltd. on track with green shoots visible**

- Revenue decline arrested to deliver Rs. 238 Crs
- Significant EBITDA margin expansion by 620 bps YoY to 7.2%

Commenting on the CGCEL's performance, **Promeet Ghosh, MD & CEO**, said, "Crompton 2.0 continues to deliver consistent performance across categories which is reflected in our continued revenue trajectory and robust profit growth. ECD segment has been driven by pumps and small domestic appliances, while in the lighting segment we have seen growth despite ongoing price erosion, demonstrating the strength of our brand and distributor network. Under Crompton 2.0, we have taken definitive steps in the areas of innovation, digitization and after sales service to build a future-ready organization that strives towards enhancing consumer experience."

"I am pleased to inform you that we are one of the select few companies recognized in the S&P Global ESG and Corporate Sustainability Assessments 2024 securing 3<sup>rd</sup> rank globally in the household durables sector. This recognition reflects our continued focus on sustainability and ESG best practices."

## Standalone Financials:

Particulars (Rs. Cr)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q
<b>Revenue</b>	<b>1,545</b>	<b>1,458</b>	<b>6%</b>	<b>1,645</b>	<b>-6%</b>
Material Margin	504	468	8%	525	-4%
Material Margin (%)	32.6%	32.1%	+50 bps	31.9%	+70 bps
<b>EBITDA</b>	<b>171</b>	<b>147</b>	<b>16%</b>	<b>180</b>	<b>-5%</b>
EBITDA Margin (%)	11.1%	10.1%	+100 bps	11.0%	+10 bps
<b>PAT</b>	<b>112</b>	<b>95</b>	<b>17%</b>	<b>123</b>	<b>-9%</b>
PAT Margin (%)	7.2%	6.5%	+70 bps	7.5%	-30 bps

## Standalone Financials (Segment):

Particulars (Rs. Cr)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q
<b>ECD</b>					
Revenue	1,288	1,209	6%	1,393	-8%
EBIT	196	164	19%	206	-5%
EBIT Margin (%)	15.2%	13.6%	+160 bps	14.8%	+40 bps
<b>Lighting</b>					
Revenue	257	249	3%	253	2%
EBIT	28	28	0%	27	3%
EBIT Margin (%)	10.8%	11.2%	-40 bps	10.7%	+10 bps

## Butterfly Financials:

Particulars (Rs. Cr)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q
<b>Revenue</b>	<b>238</b>	<b>238</b>	<b>-</b>	<b>258</b>	<b>-8%</b>
Material Margin	85	82	4%	96	-11%
Material Margin (%)	35.7%	34.3%	+140 bps	37.3%	-160 bps
<b>EBITDA</b>	<b>17</b>	<b>2</b>	<b>627%</b>	<b>23</b>	<b>-25%</b>
EBITDA Margin (%)	7.2%	1.0%	+620 bps	8.9%	-170 bps
<b>PAT</b>	<b>8</b>	<b>-2</b>	<b>-</b>	<b>13</b>	<b>-34%</b>
PAT Margin (%)	3.5%	-0.9%	+440 bps	4.9%	-140 bps

## Consolidated Financials:

Particulars (Rs. Cr)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q
<b>Revenue</b>	<b>1,769</b>	<b>1,693</b>	<b>5%</b>	<b>1,896</b>	<b>-7%</b>
Material Margin	589	550	7%	620	-5%
Material Margin (%)	33.3%	32.5%	+80 bps	32.7%	+60 bps
<b>EBITDA</b>	<b>188</b>	<b>150</b>	<b>26%</b>	<b>203</b>	<b>-8%</b>
EBITDA Margin (%)	10.6%	8.8%	+180 bps	10.7%	-10 bps
<b>PAT</b>	<b>112</b>	<b>85</b>	<b>31%</b>	<b>128</b>	<b>-13%</b>
PAT Margin (%)	6.3%	5.0%	+130 bps	6.8%	-50 bps

**About Crompton Greaves Consumer Electrical Ltd. (CGCEL):**

CGCEL is India's market leader in Fans, no. 1 player in Residential Pumps and has leading market positions in its other product categories. The Company manufactures and markets a wide spectrum of consumer products - Fans, Lights, Pumps and Appliances including Kitchen Appliances. The Company has strong dealer base across the country and wide service network offering robust after sales service to its customers.

**For further queries, please contact:****Investor Relations:****Company**

Chief Investor Relations Officer

Tel: +91 22 6167 8499

Email: [crompton.investorrelations@crompton.co.in](mailto:crompton.investorrelations@crompton.co.in)



**Crompton**

# Q3 FY25 Investor Presentation

12<sup>th</sup> February 2025



# Disclaimer

---

This presentation does not constitute an offer from Crompton Greaves Consumer Electricals Ltd. or any of its affiliates (“Crompton”) to any party and the information contained herein will not form the basis of any contract. Neither Crompton nor any of their respective affiliates, shareholders, directors, employees, agents or representatives makes any warranty or representation as to the accuracy or completeness of the information contained herein (including statements of opinion and expectation, whether communicated in written, oral, visual or electronic form) or as to the reasonableness of any assumptions contained herein. In particular, no representation or warranty is given as to the achievement or reasonableness of, any information. Consequently, neither Crompton nor any of their respective affiliates, shareholders, directors, employees, agents or advisors shall be liable for any loss or damage (direct or indirect) suffered as a result of reliance upon any statements contained in, or any omission from this presentation and expressly disclaim any and all liability relating to or resulting from the use of this presentation. This presentation should not be distributed or reproduced, without the express consent of Crompton. Nothing contained in this presentation should be relied upon as a promise or representation as to the future. The information contained herein was prepared expressly for use herein and is based on certain assumptions and management's analysis of information available at the time this presentation was prepared. There is no representation, warranty or other assurance in this regard.

**Index**



**Crompton 2.0**



**Environment Scan**



**Q3 & 9M FY25 Performance**



**Financial Statements**



**CSR Initiatives**

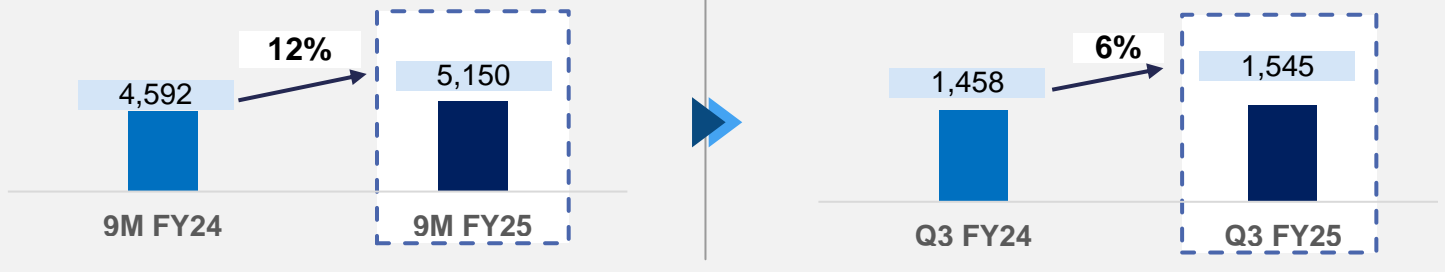
Crompton 2.0



# Crompton 2.0 continues to deliver results: Revenue growth remained steady; Margin expansion coupled with robust growth in profits



## Standalone revenue (Rs. Cr)



### Revenue growth trajectory maintained:

- 9M FY25 Revenue grew 12% YoY to Rs. 5,150 Cr
- Q3 FY25 Revenue increased 6.0% YoY to Rs.1,545 Cr



## Standalone EBIT (Rs. Cr) & EBIT Margin %

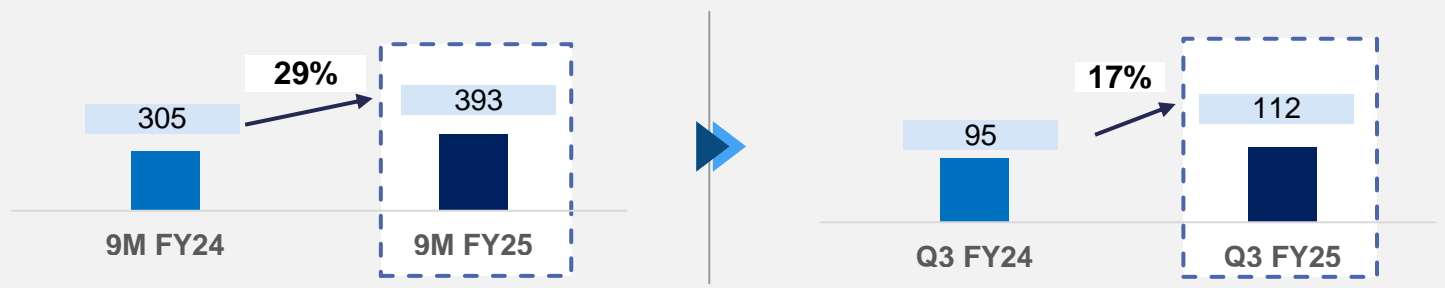


### Margin expansion continues:

- EBIT for 9M FY25 surged by 23% YoY to Rs. 512 Cr. EBIT margin expanded by 80 bps YoY to 9.9%
- Q3 FY25 EBIT rose 15% YoY to Rs.150 Cr. EBIT margin at 9.7%, up 70 bps YoY



## Standalone PAT (Rs. Cr)



### PAT growth outpaced revenue and EBIT growth:

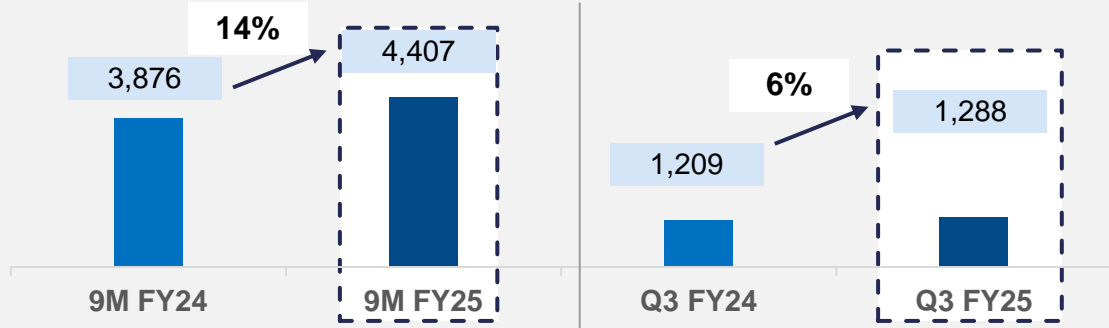
- PAT for 9M FY25 soared by 29% YoY to Rs. 393 Cr.
- Q3 FY25 PAT improved by 17% YoY to Rs. 112 Cr

**Crompton 2.0 continues to deliver results:** Sustaining growth rates across ECD and Lighting segments; Strong margin expansion in ECD; Profitability remains intact even with higher A&P spends in Lighting



Q3 FY25 ECD revenue grew by 6% YoY; EBIT rose 19% YoY to 196 Cr.

**Standalone ECD revenue (Rs. Cr)**

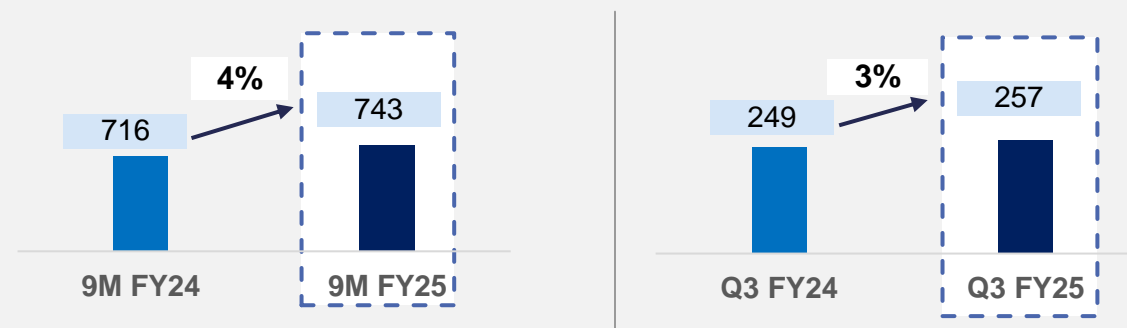


**ECD EBIT (Rs. Cr) & EBIT Margin**

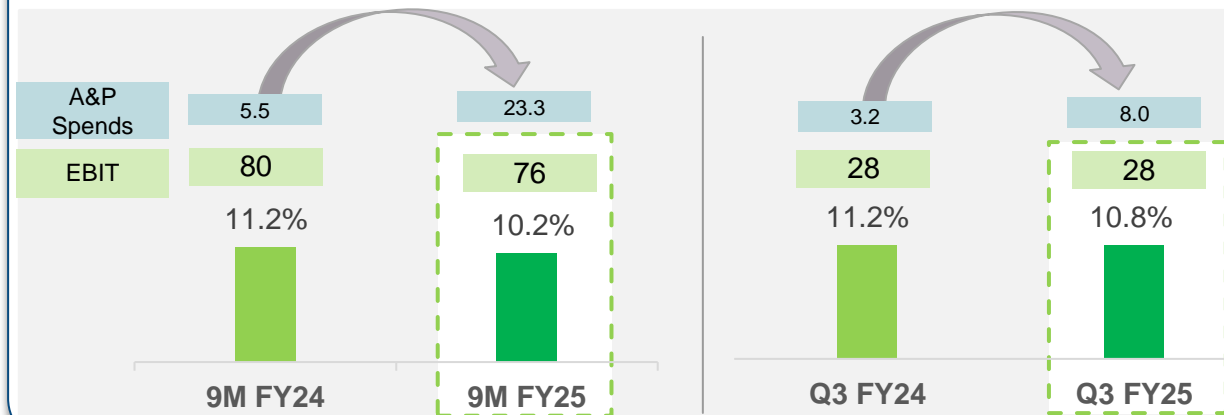


Q3 FY25 lighting revenue grew by 3% YoY to Rs. 257 Cr, demonstrating continued momentum






**Standalone lighting revenue (Rs. Cr)**






**Lighting EBIT (Rs. Cr) & EBIT Margin**



### Crompton 1.0

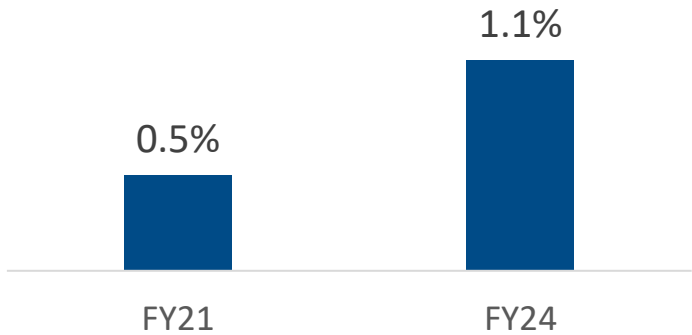
-  Pole position in core categories
-  Successful foray into the kitchen
-  Innovation capability built
-  Extensive pan-India distribution
-  Profitability led

### Crompton 2.0

-  Enabled & empowered **organization**
-  Consumer need led **innovation**
-  **Premiumization** of the portfolio
-  **Supply chain excellence** (quality, cost)
-  **GTM excellence** (trade & alt. channel)
-  **Digital enablement** across the value chain
-  **Profit led**

### Increased investments towards Innovation

#### R&D spends as % of revenue



#### R&D Team Size



### Planned launch of next gen technology for BLDC and induction motor fans



Upgrading fan's technology ecosystem with a soon to be launched indigenous and in-house developed platform



Developing energy efficient induction motor and our own BLDC platform



Designed to enhance reliability, performance and several other vectors that meet consumer's evolving needs



Watchout for more updates

1

Launch of a high energy efficient induction motor fan



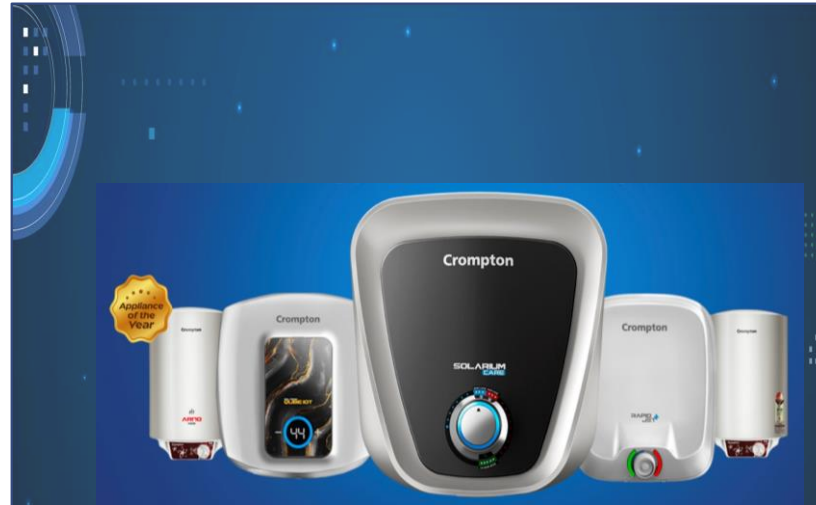
HS DURO

INDIA'S 1<sup>st</sup>  
HI-SPEED, 5-STAR  
INDUCTION FAN



2

Winner of most energy efficient appliance of the year award by the President of India



India's No. 1  
Energy Efficient  
Water Heater

3

Introduced a dual control BLDC fan with regulator + remote = regmote



INDIA'S 1<sup>st</sup>  
Dual Control BLDC Fan!





### Dealer Portal

- Completely digitized schemes
- Significant improvement in settlements for channel partners and therefore their experience



### After Sales Service

- Rolled out an enhanced digital platform for real-time assessment of consumer service experiences
- 55k calls already handled in pilot in a few weeks; planned to be scaled up to 35 lakhs annually



### Analytics / Democratizing AI

- Single source of truth for Sales, Finance, Supply chain & R&D reporting
- Secure GenAI environment for employees to experiment with internal data using LLMs





## Premiumisation

- Introduction of decorative wall series and range of outdoor & garden lights led to higher premium saliency
- In pumps, premium saliency improved due to efforts towards brand architecture, specifically in residential
- Continue to maintain premium position in fans



## Go-To-Market Excellence

- Modern Retail witnessed double-digit growth
- Strengthening channel connects through events such as channel partner and retailer meets
- Festival driven activations at outlets



## Brand Investments

- Higher ad spends towards the lighting segment, mainly via digital
- Improvement in Crompton's visibility on E-com
- New communication launched to establish Crompton's leadership in energy efficient water heaters
- Leveraged cricket (T20 and Test Series) to build impact



## Innovation

- 29 new products launched
- New launches led by B2C lighting
- Launch of SWJ Dura & Win Dura - pumps with improved performance & durability
- Filed for 5 design registration applications, of which 1 is registered
- Preparation underway to meet the new BIS requirements

# Crompton



- Higher contribution YoY from premium LPG & Shakti series
- Premium mixer grinders segment grew by 24% with increased saliency

- Trade channel remained flat
- Ecom business in line with platform tie-ups
- Alternate channel continues to perform well

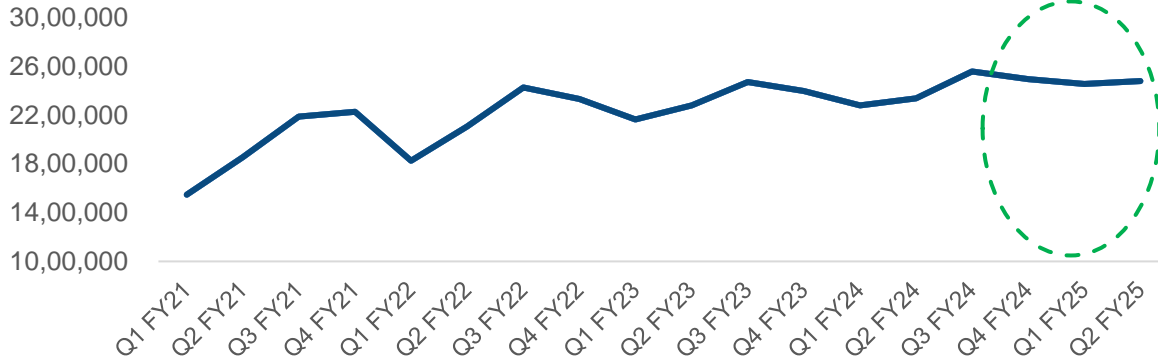
- Executed high impact BTL activities to drive secondary sales
- 'Gifts of Diwali' campaign helped improve premium contribution of key categories

- 2 patents filed during the quarter
- Work on NPD pipeline progressing well; focus on comprehensive strategic approach to ensure seamless end-to-end processes

# Environment Scan

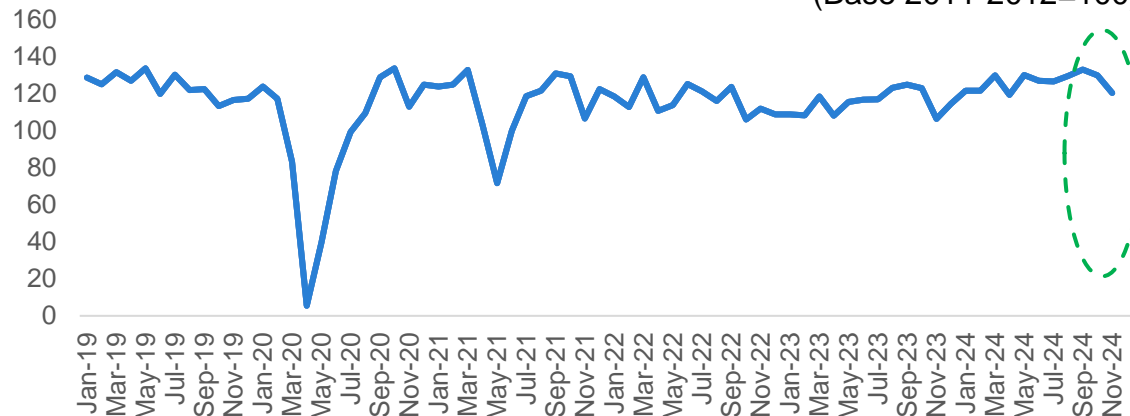
## Private consumption, the largest component of GDP (~55-60%), has remained stable over last couple of quarters

Private Final Consumption Expenditure<sup>1</sup> (Rs. Cr)



## Consumer Durables is a Top 3 positive contributor to IIP growth

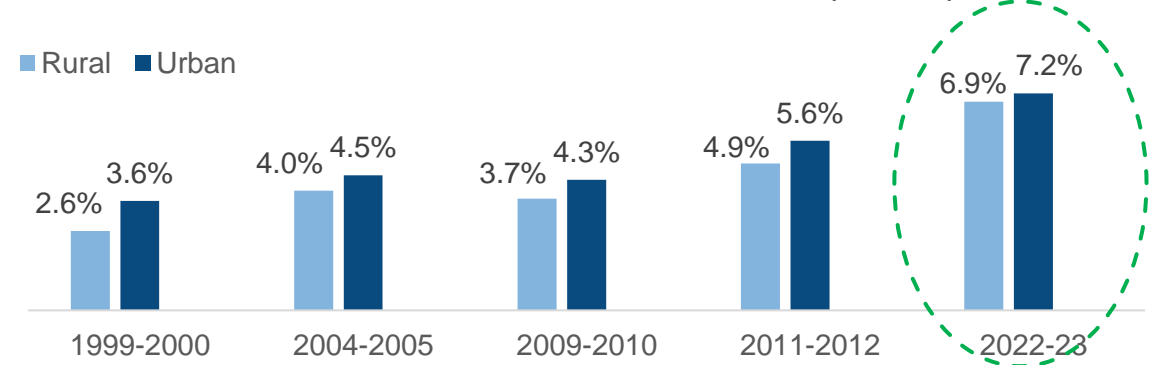
IIP – Consumer Durables<sup>3</sup> (Base 2011-2012=100)



## Household consumption expenditure towards consumer durables goods has grown significantly over the years

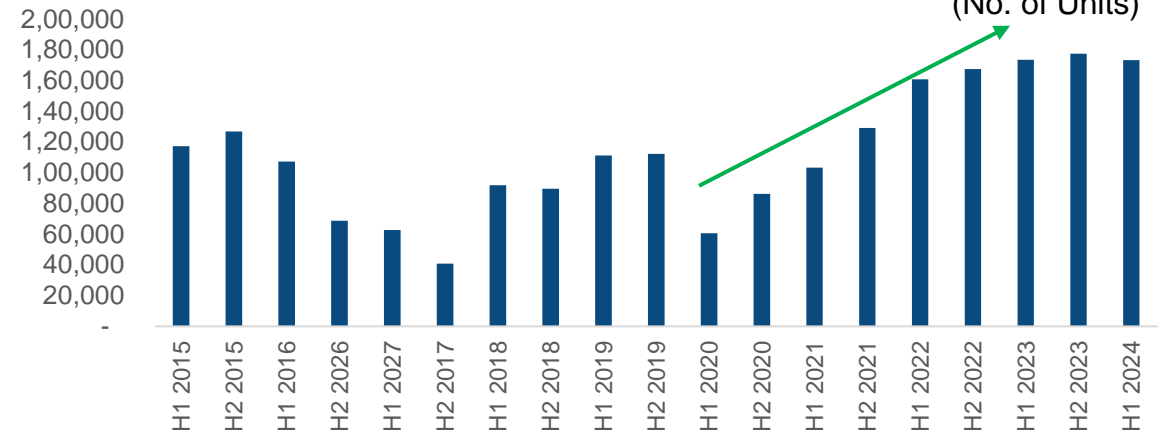
% composition of Monthly Per Capita Consumption Expenditure<sup>2</sup>

■ Rural ■ Urban



## Strong growth for housing in Top 8 cities indicates an expected pickup in home and kitchen appliances

Housing Sales in Top 8 cities in India<sup>4</sup> (No. of Units)



# Quarter Highlights

1

**Standalone revenue** at Rs. 1,545 Cr delivering growth of 6% YoY in Q3 FY25 and 12% YoY in 9M FY25

- **Led by growth in ECD** with revenue at Rs. 1,288 Cr growing by 6% YoY
  - In **Fans**, growth was led by TPW category. Underwent smooth BIS transition in the non-ceiling fans portfolio
  - **Pumps** and **Small domestic appliances** segments drove the growth this quarter
- Revenue growth at 3% YoY in **Lighting**; Stable margins at 10.8% even with higher A&P spends
- Preparedness for upcoming regulatory changes given leadership across categories

2

**General Trade channel** performed well; Modern Retail channel witnessed double-digit growth

3

Launched high impact **Ad campaigns**:

- To establish equity of 'Energy Efficiency' for Water Heaters
- Increased Ad spends towards Lighting, mainly on digital platforms

4


**Standalone EBIT** at Rs.150 Cr, grew by 15% YoY; **EBIT margin** at 9.7% expanded by 70 bps YoY driven by calibrated pricing actions and cost optimization initiatives across both ECD and Lighting segments

5



**Butterfly performance on track with green shoots visible**; Revenue decline arrested and marked significant improvement in EBITDA margins YoY to 7.2%, a surge of 620 bps YoY

6



Achieved **DJSI S&P Global ESG global ranking of #4** for consumer durables industry, with a sharp improvement in score to 62 in 2024, well above the industry average of 34. One of the very select few companies included in the reputed **S&P Sustainability Yearbook 2025**



Revenue	9M FY25	9M FY24	YoY	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ
ECD	4,407	3,876	14%	1,288	1,209	6%	1,393	-8%
Lighting	743	716	4%	257	249	3%	253	2%

EBIT	9M FY25	9M FY24	YoY	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ
ECD	661	521	27%	196	164	19%	206	-5%
EBIT %	15.0%	13.5%	+150 bps	15.2%	13.6%	+160 bps	14.8%	+40 bps
Lighting	76	80	-6%	28	28	0%	27	3%
EBIT %	10.2%	11.2%	-100 bps	10.8%	11.2%	-40 bps	10.7%	+10 bps

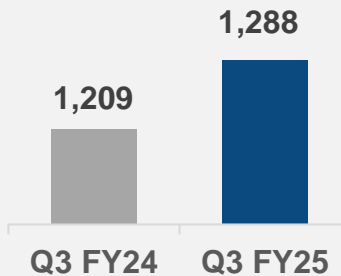
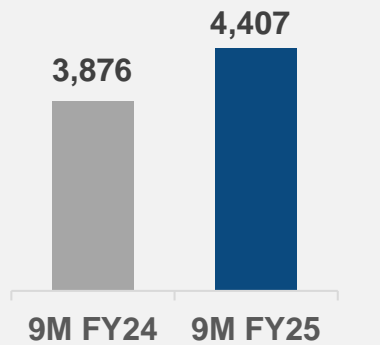





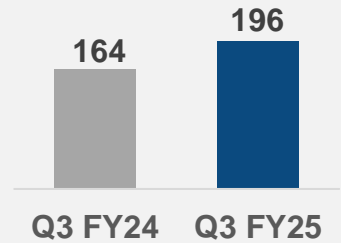
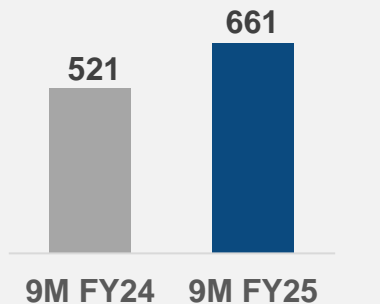
# Crompton Performance

**Performance**

**Revenue (Rs. Cr)**



**EBIT (Rs. Cr)**



**Highlights**

1

**Fans: Mid-single digit growth in an off-season led by the TPW segment**

- Continued efforts to drive placement across key 500+ retailers
- Non-ceiling fans underwent a smooth BIS transition
- Calibrated pricing actions in key premium fan models
- Focus towards driving higher premiumization and channel partner engagement in preparation of summer season

2

**Pumps: Strong revenue growth of 19% YoY**

- Revenue growth fueled by robust execution of solar pump orders
- Launched new products such as SWJ Dura & Win Dura with improved performance & durability
- Agricultural segment was impacted due to sluggish demand caused by weather disturbances and a delayed agricultural season

3

**Appliances: Robust growth in air coolers and small domestic appliances (SDA)**

- Highest ever pre-season growth in air coolers; BIS implementation in progress
- Advancement of water heater sales in Q2 and delayed winter season impacted sales
- Significant growth of 46% YoY in mixer grinders; strong contribution from new product launches such as 1000 W mixer grinder and nutri-blender

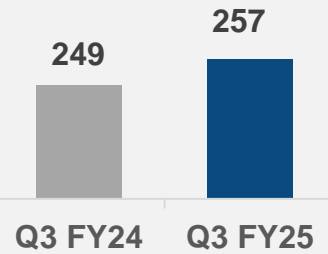
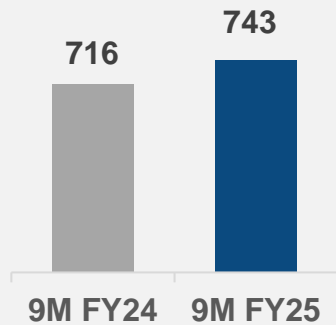
4

**Built-In Kitchen Appliances: Steady revenue at Rs. 14 Cr with lower EBITDA losses**

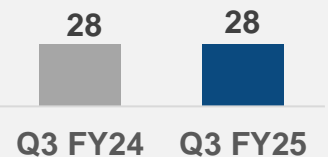
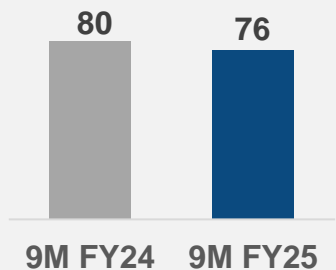
- Consumer offers with a focus on premium ovens and microwaves

**Performance**

**Revenue (Rs. Cr)**



**EBIT (Rs. Cr)**



**Highlights**

1

**Revenue growth at 3% YoY; Stable gross margins**

**B2C segment:**

- Growth led by Battens, Outdoor and Accessories
- Range extension leading to higher contribution from new product launches

**B2B segment:**

- Strong growth in LED Industrial and Commercial segments
- Launched Well Glass, Flood Light and complete range for sensor-based indoor luminaries
- Several large orders won despite slowdown in tenders issued in street lighting

2

**Profitability remains intact even with higher A&P spends**

- EBIT margin at 10.8%
- Better portfolio mix

# Marketing: Continuing to drive saliency and preference through full funnel approach

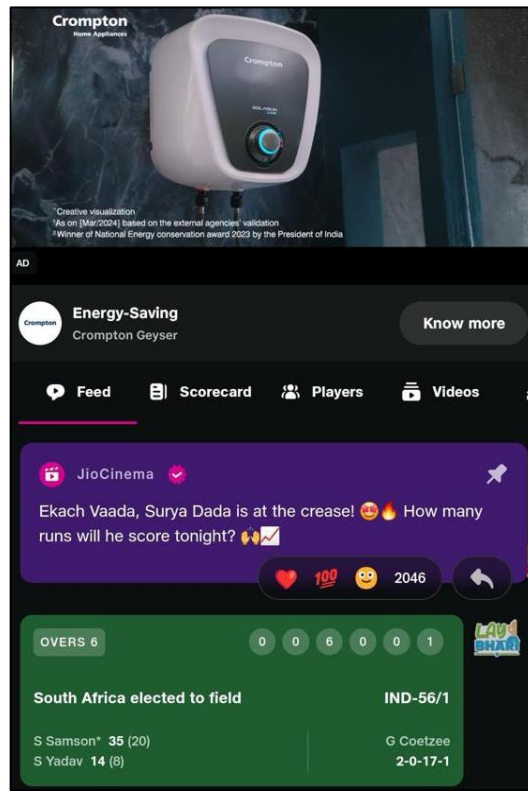
## High Impact Campaign across platforms



[Click Here to Watch Film](#)

### High-impact digital campaign during Cricket season

**Reach: 40mn+**  
**Impressions: 180mn+**



## Social Media – Driving Engagement

Acknowledged in the industry best social media PR pages like Social Samosa, Marketing Mind and others.



## Innovative OOH across 8 cities



## E-Commerce Festive Visibility





## Win Plus II

WIN Plus pumps with Rust Protection, Jam-Resistant Motor, Waterproof Adapter, Wide Voltage Range



## Eco Lamp 1-Star (14W/18W/20W/23W/26W)

1 Star bulbs extra bright and Surge Protection



## Win Dura

Engineered with an advanced Anti-Rust Coating, Anti-Jam Insert, and Anti-Jam Winding



## SWJ DURA

Shallow-well Jet Pump - High Suction Capacity | High grade Electrical Stamping | Wide Voltage Application



## Well Glass

Industrial lights with Surge protection, Ingress protection IP66 & Clear Polycarbonate diffuser



## Nigella Classic

3J MG with powertron motor, overload protection and inbuilt incher switch



## IntelliWave & IntelliSense

Smart On feature, Intelligent Auto Clean, Gesture control, High suction power, Filter less



## Soniva Standalone highway Solar

Features high-efficiency polycrystalline silicon solar cells for optimal energy capture



## Luxian Cairo

Premium energy efficient and aesthetic ceiling fan with electroplated design





## Façade Lighting

Quality metal-core PCB with super drive technology,  
Quality metal-core PCB with super drive technology



## Intellimotion & IntelliSense Curve

Intelligent Auto Clean, Smart On feature, Gesture control, Filter less / Baffle filter



## 50/100W Flood Light

Made from pressure die cast aluminum housing with toughened glass & high power LEDs



## Insta Energia 6L- Gas Geyser

LPG gas instant water geyser



## Instaserve Induction Cooktop

Features like auto shutoff, multiple temperature settings and one touch cook menus



## 22W Laser Ray Smile

Light Weight, Energy saving & Easy installation



## Surface Cylinder COB

LED COB Cylindrical Surface Mount Downlight with multiple reflective surface finish



## Solar Mast Standalone

Multi-arm solar powered high Mast Light Set



## Festo

high-speed performance with durable 100% copper motor and double ball bearings



1

**Green-Pro Certification** received for Ceiling Fan “HS Highspeed 48”

*CII – Green Pro Certification*



2

Awarded a **Silver** in the **Best Website Category** at **India Digital Awards 2025**

*India Digital Awards 2025*



3

**SilentPro Blossom Smart** has been honoured with the prestigious **Good Design Award, Japan 2024**

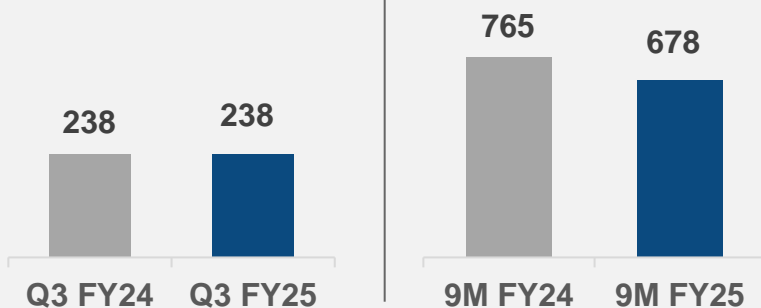
*Good Design Awards 2024*



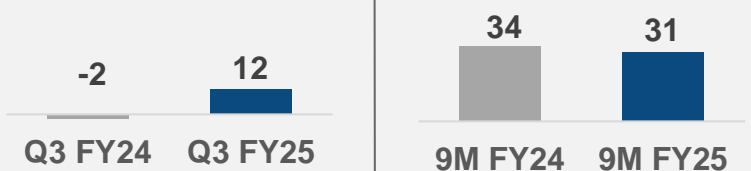
# Butterfly Performance

**Performance**

**Revenue (Rs. Cr)**



**EBIT (Rs. Cr)**



**Highlights**

**1**

**Revenue at Rs. 238 Cr, decline arrested**

- Revenue stabilizing with sustainable momentum in the E-commerce channel
- Trade remained flat. Alternate channels continue to perform well.
- Key categories delivered healthy growth except LPG stainless steel gas stoves
- Higher premium contribution of key categories through focused festive campaigns
- Market share of key categories improved, while auxiliary categories such as kettle and choppers were impacted due to price & quality challenges. Portfolio actions underway

**2**

**EBITDA margin expansion to 7.2% vs 1.0% in Q3 FY24**

- Improved gross margins led by pricing and product mix actions despite an increase in input costs
- EBITDA margin improved to 7.2%, expansion by 620 bps over last year due to optimization of key costs

# Financial Performance

# Crompton Standalone Q3 & 9M FY25 Financial Performance: Revenue growth sustained, margins expanded

Rs. Cr

Particulars	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Net Sales	1,545	1,458	6.0%	1,645	-6.1%	5,150	4,592	12.2%
Less: Material Cost	1,041	990	5.1%	1,121	-7.1%	3,508	3,192	9.9%
<b>Material Margin</b>	<b>504</b>	<b>468</b>	<b>7.7%</b>	<b>525</b>	<b>-3.9%</b>	<b>1,642</b>	<b>1,400</b>	<b>17.3%</b>
<b>as a % of Net Sales</b>	<b>32.6%</b>	<b>32.1%</b>		<b>31.9%</b>		<b>31.9%</b>	<b>30.5%</b>	
Employee Cost	123	118	4.4%	133	-7.2%	391	347	12.5%
Advertisement & Sales Promotion	52	58	-9.5%	58	-9.6%	199	161	23.6%
Other Expenses	158	145	8.7%	154	2.8%	478	428	11.7%
<b>EBITDA</b>	<b>171</b>	<b>147</b>	<b>16.2%</b>	<b>180</b>	<b>-5.2%</b>	<b>574</b>	<b>463</b>	<b>23.8%</b>
<b>as a % of Net Sales</b>	<b>11.1%</b>	<b>10.1%</b>		<b>11.0%</b>		<b>11.1%</b>	<b>10.1%</b>	
Less: Depreciation & Amortization	21	17	27.4%	21	1.6%	61	46	33.1%
<b>EBIT</b>	<b>150</b>	<b>131</b>	<b>14.8%</b>	<b>160</b>	<b>-6.1%</b>	<b>512</b>	<b>417</b>	<b>22.8%</b>
<b>as a % of Net Sales</b>	<b>9.7%</b>	<b>9.0%</b>		<b>9.7%</b>		<b>9.9%</b>	<b>9.1%</b>	
Less: Finance Cost	9	20	-52.3%	11	-10.9%	34	59	-42.3%
Add: Other Income	10	15	-30.9%	16	-33.5%	48	46	3.7%
<b>Profit Before Tax</b>	<b>151</b>	<b>126</b>	<b>19.8%</b>	<b>165</b>	<b>-8.4%</b>	<b>526</b>	<b>405</b>	<b>30.0%</b>
<b>as a % of Net Sales</b>	<b>9.8%</b>	<b>8.6%</b>		<b>10.0%</b>		<b>10.2%</b>	<b>8.8%</b>	
Tax Expenses	39	31	28.2%	41	-5.3%	133	99	34.6%
<b>Net Profit</b>	<b>112</b>	<b>95</b>	<b>17.2%</b>	<b>123</b>	<b>-9.4%</b>	<b>393</b>	<b>305</b>	<b>28.5%</b>
<b>as a % of Net Sales</b>	<b>7.2%</b>	<b>6.5%</b>		<b>7.5%</b>		<b>7.6%</b>	<b>6.7%</b>	
<b>Basic EPS</b>	<b>1.74*</b>	<b>1.49*</b>		<b>1.92*</b>		<b>6.10*</b>	<b>4.78*</b>	

## Highlights

- Steady revenue growth of 6% YoY led by pumps and small domestic appliances
- Material margin at 32.6%, expansion by 50 bps YoY led by input cost reduction, mix improvement and cost optimization measures
- EBITDA margin improved by 100 bps to 11.1%
- Strong EBIT and PAT growth of 14.8% and 17.2% YoY, respectively

# Crompton Consolidated Q3 & 9M FY25 Financial Performance

Rs. Cr

Particulars	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Net Sales	1,769	1,693	4.5%	1,896	-6.7%	5,803	5,352	8.4%
Less: Material Cost	1,180	1,143	3.3%	1,276	-7.5%	3,912	3,665	6.7%
<b>Material Margin</b>	<b>589</b>	<b>550</b>	<b>7.1%</b>	<b>620</b>	<b>-5.0%</b>	<b>1,891</b>	<b>1,687</b>	<b>12.1%</b>
<b>as a % of Net Sales</b>	<b>33.3%</b>	<b>32.5%</b>		<b>32.7%</b>		<b>32.6%</b>	<b>31.5%</b>	
Employee Cost	150	146	2.8%	160	-6.3%	471	439	7.3%
Advertisement & Sales Promotion	67	80	-15.8%	76	-11.3%	240	217	10.4%
Other Expenses	184	175	5.5%	182	1.5%	556	520	7.0%
<b>EBIDTA</b>	<b>188</b>	<b>150</b>	<b>25.5%</b>	<b>203</b>	<b>-7.6%</b>	<b>624</b>	<b>510</b>	<b>22.3%</b>
<b>as a % of Net Sales</b>	<b>10.6%</b>	<b>8.8%</b>		<b>10.7%</b>		<b>10.7%</b>	<b>9.5%</b>	
Less: Depreciation & Amortization	38	32	16.8%	38	-0.6%	113	94	20.8%
<b>EBIT</b>	<b>150</b>	<b>117</b>	<b>27.9%</b>	<b>165</b>	<b>-9.2%</b>	<b>511</b>	<b>416</b>	<b>22.6%</b>
<b>as a % of Net Sales</b>	<b>8.5%</b>	<b>6.9%</b>		<b>8.7%</b>		<b>8.8%</b>	<b>7.8%</b>	
Less: Finance Cost	10	22	-51.4%	12	-13.0%	38	64	-40.2%
Add: Other Income	12	17	-30.4%	18	-33.8%	53	51	3.0%
<b>Profit Before Tax</b>	<b>151</b>	<b>112</b>	<b>34.4%</b>	<b>171</b>	<b>-11.5%</b>	<b>525</b>	<b>404</b>	<b>30.0%</b>
<b>as a % of Net Sales</b>	<b>8.5%</b>	<b>6.6%</b>		<b>9.0%</b>		<b>9.1%</b>	<b>7.5%</b>	
Tax Expenses	39	27	45.4%	43	-8.3%	133	96	39.1%
<b>Net Profit</b>	<b>112</b>	<b>85</b>	<b>31.0%</b>	<b>128</b>	<b>-12.6%</b>	<b>392</b>	<b>308</b>	<b>27.2%</b>
<b>as a % of Net Sales</b>	<b>6.3%</b>	<b>5.0%</b>		<b>6.8%</b>		<b>6.8%</b>	<b>5.8%</b>	
<b>Basic EPS</b>	<b>1.71*</b>	<b>1.35*</b>		<b>2.36*</b>		<b>6.01*</b>	<b>4.72*</b>	



# Environmental, Social, and Governance (ESG)

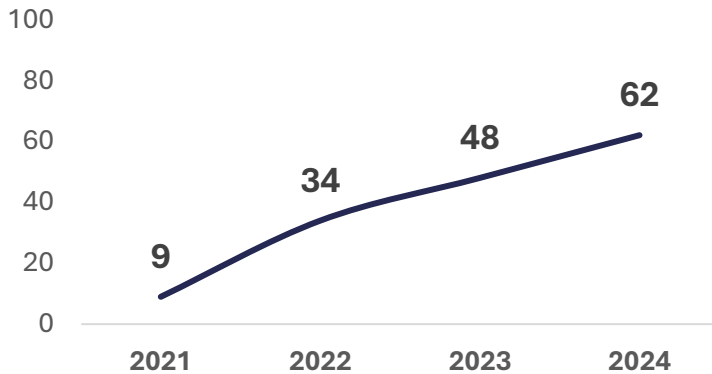
## S&P Global ESG Score

Dow Jones Sustainability Index

Crompton Greaves Consumer Electricals Ltd.

**62/100** | (Industry Average 34/100)

### CGCEL S&P Global ESG Score

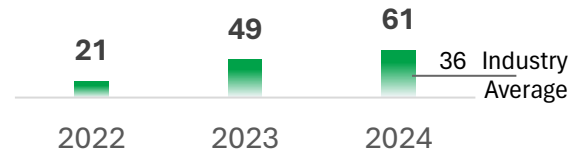


December 2024

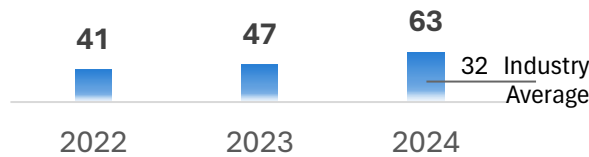
GICS Sector: Consumer Discretionary

ESG Score Industry: DHP Household Durables

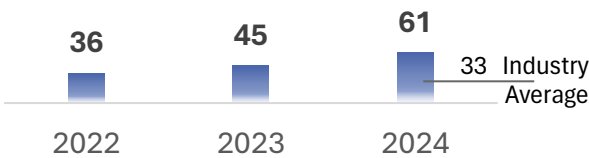
### Environment



### Social



### Governance & Economic



## S&P Sustainability Yearbook – 2025 Rankings

- Ranked No 1 in India for Sustainability in Household Durables Industry
- Ranked No 3 amongst Global peers in Household Durables Industry

**S&P Global**

Crompton Greaves Consumer Electricals Limited  
Household Durables

**Sustainability Yearbook Member**

Corporate Sustainability Assessment (CSA) 2024

61/100 | Score date February 5, 2025

**S&P Global**

Crompton Greaves Consumer Electricals Limited  
Household Durables

**Industry Mover**

Corporate Sustainability Assessment (CSA) 2024

61/100 | Score date February 5, 2025

### Global Household Durable Companies

### Total Score

Arcelik Anonim Sirketi	89
Vestel Beyaz Esya Sanayi ve Ticaret A.S.	68
Whirlpool Corporation	66
<b>Crompton Greaves Consumer Electricals Ltd.</b>	<b>61</b>
COWAY Co. Ltd.	60
AB Electrolux (publ)	55
JS Global Lifestyle Company Ltd	51

- Our commitment to sustainability and transparent communication has set us apart from industry peers
- Yearbook members are selected based on their score from the S&P Global Corporate Sustainability Assessment (CSA)
- The Sustainability Yearbook 2025 considered over 7,690 companies across 62 industries assessed, of which only 780 companies were included in the yearbook

Skill & Entrepreneurship Development



- Continue to skill youth across Crompton manufacturing units. This is to ensure sustainable livelihood for youth, specially women

Water Conservation



- Empowering farmers and women famers' groups by increasing their access to water and sustainable agricultural practices

Employee Engagement  
'Fit Crompton' Movement

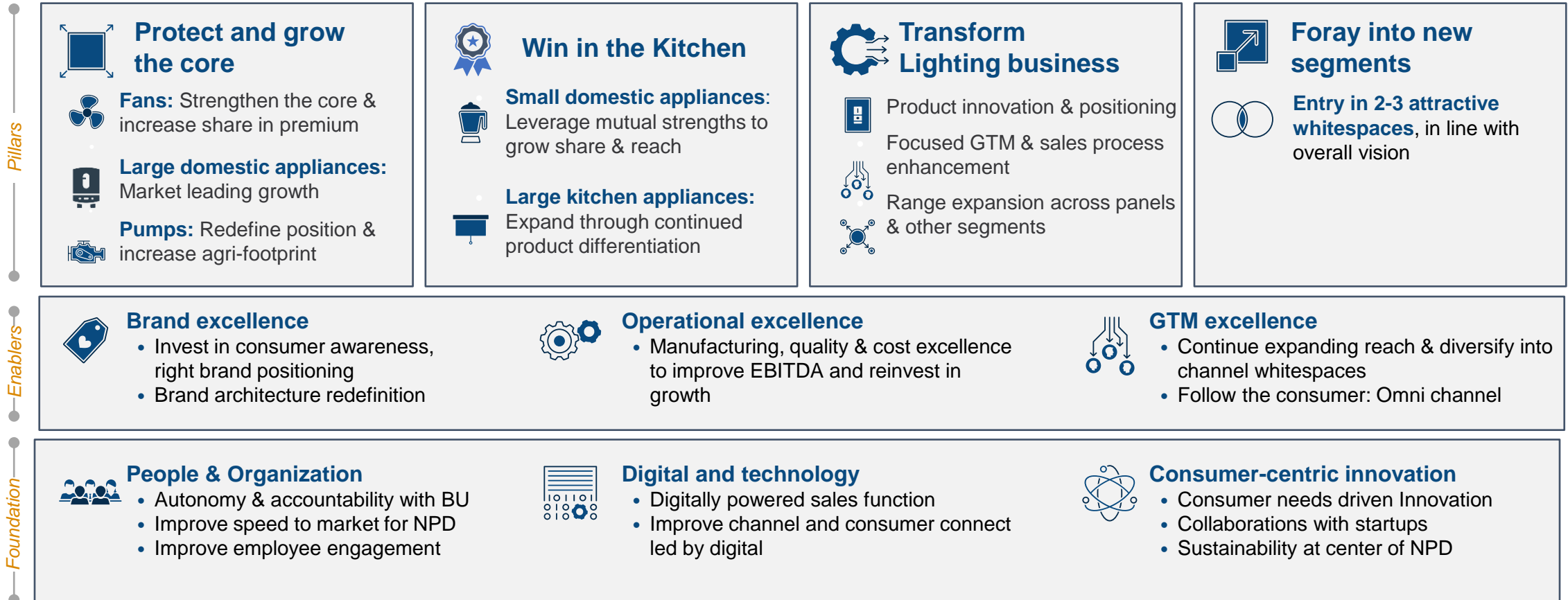


- 1,074 employees participated in the 'Fit Crompton' movement to raise Rs. 14 lakhs for 5 NGO partners
- Employees donated their old toys for underprivileged children
- 'Be My Santa' initiative: employees making Christmas special for critically ill children by granting them their wishes

# Key Strategic Tenets

## Crompton 2.0:

Accelerated growth at healthy margins to deliver strong TSR





**Registered Office:**

Crompton Greaves Consumer Electricals Limited,  
Equinox Business Park, 1<sup>st</sup> Floor, Tower 3, LBS Marg,  
Kurla (W), Mumbai - 400070, Maharashtra, India

+91 22 6167 8499

**For any query, please write us at:**

**Company:**

[crompton.investorrelations@crompton.co.in](mailto:crompton.investorrelations@crompton.co.in)

Connect with us on [www.crompton.co.in](http://www.crompton.co.in)



KPMG in India:

Dikshita Jain / Sanjita Ghosh  
9022487957 / 9869819160

[dikshitajain@kpmg.com](mailto:dikshitajain@kpmg.com) / [sanjitaghosh@kpmg.com](mailto:sanjitaghosh@kpmg.com)