

Crompton

Crompton Greaves Consumer Electricals Limited

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Date: May 16, 2024

To, BSE Limited ("BSE"), Corporate Relationship Department, 2 nd Floor, New Trading Ring, P.J. Towers, Dalal Street, Mumbai – 400 001	To, National Stock Exchange of India Limited ("NSE"), "Exchange Plaza", 5 th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051
BSE Scrip Code: 539876	NSE Symbol: CROMPTON
ISIN: INE299U01018	ISIN: INE299U01018
Our Reference: 37/2024-25	Our Reference: 37/2024-25

Dear Sir/ Madam,

Sub: Investor Presentation

This is in continuation of our earlier letter regarding Outcome of Board Meeting dated May 16, 2024 wherein the Company had approved Audited Financial Results for the year ended March 31, 2024 and press release thereafter.

In this regard, please find enclosed herewith investor presentation for the same.

You are requested to take the same on your record and oblige.

Thanking You.

For **Crompton Greaves Consumer Electricals Limited**

Rashmi Khandelwal
Company Secretary & Compliance Officer
ACS 28839

Encl: as above

Crompton



Q4 & FY24 Investor Presentation

16th May 2024

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Crompton 2.0



Environment Scan



Q4 & FY24 Performance



Financial Statements



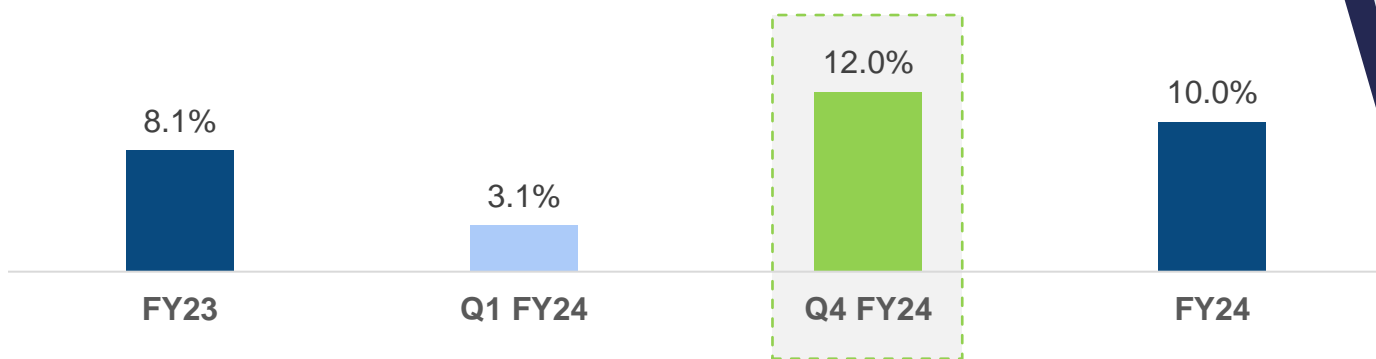
ESG Performance

Crompton 2.0

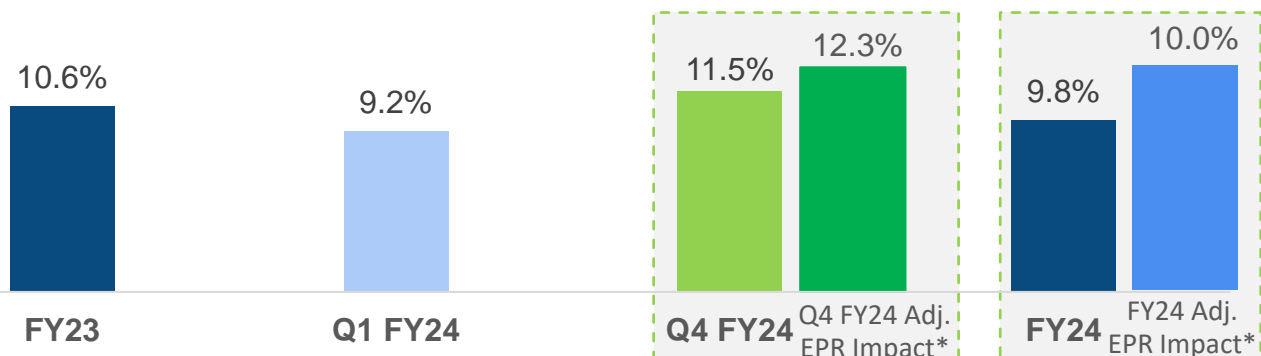
Crompton 2.0 delivering results: Highest-ever quarterly revenue; Standalone business delivered strong performance with double-digit revenue growth and strong EBIT margins

Crompton 2.0 was introduced in Jun'23 with the objective of:
Accelerated growth at healthy margins to deliver strong competitive performance

Standalone revenue growth % (YoY)



Standalone EBIT margin % (YoY)



Focus on revenue growth is progressing well and translating into upward margin trajectory

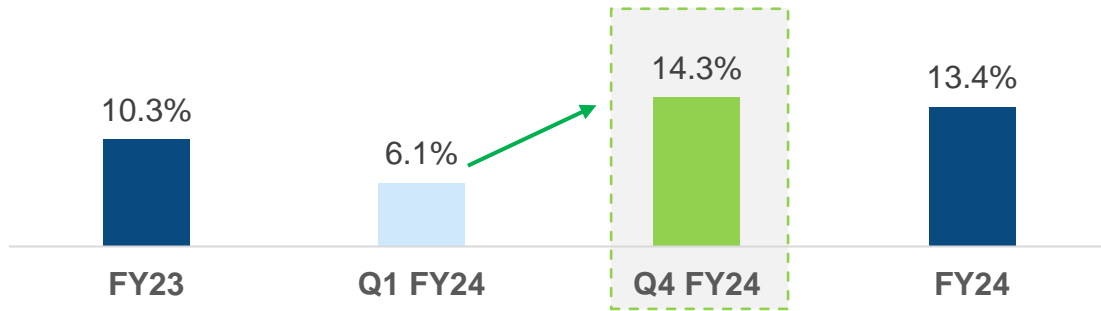
- Highest ever quarterly revenue - Q4 revenue at Rs. 1,797 cr (12.0% growth YoY)
- Strong revenue growth in FY24 - 10.0% YoY vs 8.1% YoY in FY23
- Strong standalone margins even with stepped-up investments towards A&P (increase of 0.9% over last year)
 - Q4 EBIT margin at 12.3% (+100 bps YoY) (adjusted for EPR impact)
 - FY24 EBIT margin at 10.0% (adjusted for EPR impact)

Crompton 2.0 delivering results: Consistent strong ECD segment performance; Lighting segment showing promising signs of stabilization

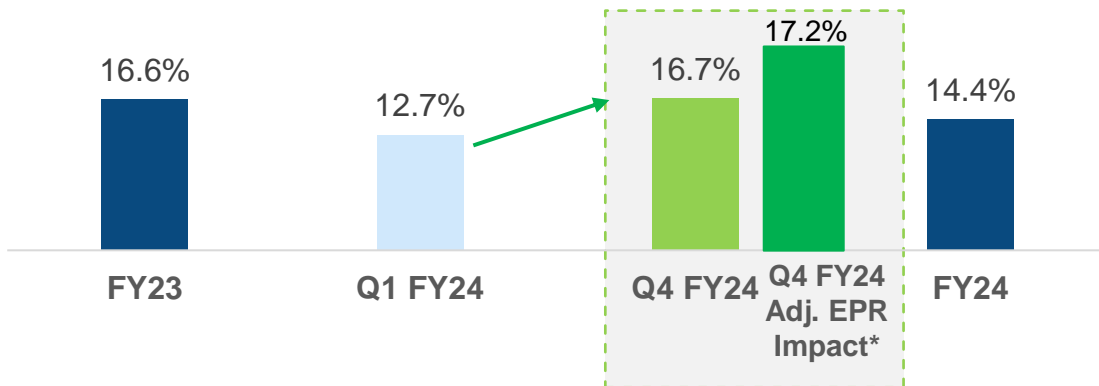


Strong double-digit ECD revenue growth across categories in Q4 with robust ECD EBIT margin of 17.2% (+80 bps) (adjusted for EPR impact)

ECD revenue growth % (YoY)

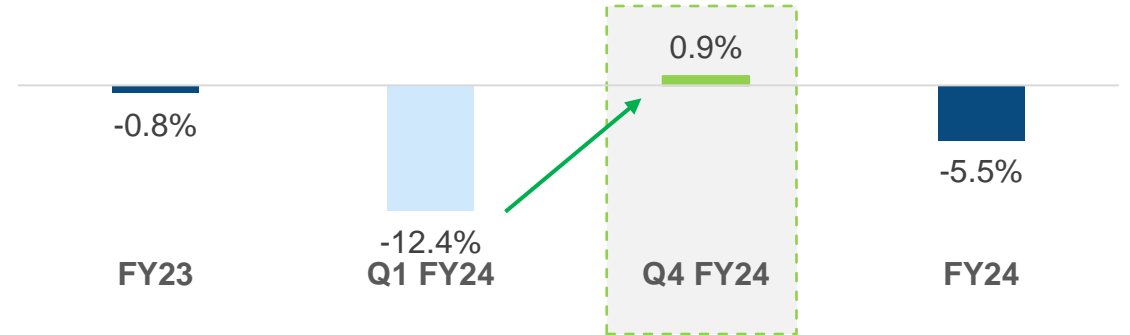


ECD EBIT margin %

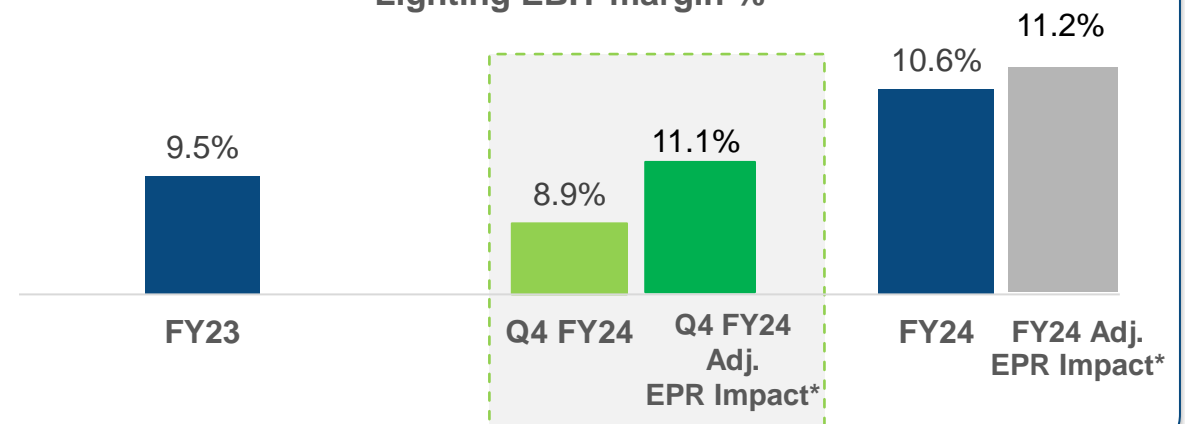


Lighting revenue growth improved in Q4 amidst persistent price erosion; FY24 EBIT margin at 11.2% (+170 bps) (adjusted for EPR impact)

Lighting revenue growth (YoY)



Lighting EBIT margin %



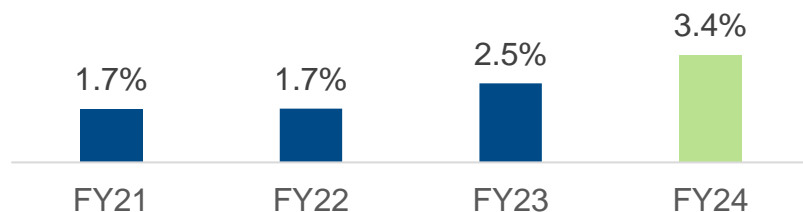
Crompton 2.0 delivering results: Since Jun'23 significant investments have been made towards brand, innovation and people which has helped to deliver double-digit revenue growth



Stepped-up brand investments

- Across categories, launched several multi-media marketing campaigns during the year
- Introduced a brand campaign for lighting in south India to build saliency
- Reorientation of spends towards digital platforms
- Renewed focus on A&P led to spends increasing by 49% YoY in FY24

A&P spends as % of Revenue



Continued focus on innovation

- Continued to strengthen core technology in existing categories and introduce unique first-time solutions
- Over 85 design registrations filed, 17 patent applications and 10 patents granted during the year
- Democratization of IoT in fans and appliances
- Developed digital platform for remote monitoring system for solar pumps
- Investments in innovation stands at Rs. 71 Cr in FY24

Building People Capabilities



- New organization structure is shaping up well; succession planning & career mapping ongoing



- Both front-end attrition and overall company level attrition has reduced significantly in FY24



- Manning in customer facing/GTM roles improved during the year

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**

1

Crompton

Premiumization

- Premium Fans saliency improved by 300 bps YoY to 24.3%
- Lighting premium saliency improved by 380 bps YoY to 18.0%
- Large kitchen positioning Crompton as premium brand

2

GTM excellence

- E-com delivered Rs. 100 Cr+ for 3rd consecutive quarter; driven by Fans & Appliances
- Revenue contribution of alternate channels at 18% vs 15% last year
- Highest-ever Export revenue of Rs. 100 Cr+ in FY24

3

Brand Investments

- Launched marketing campaign for Air Coolers
- Building Lighting saliency through a multi-media campaign in South India
- 2,000+ stores transformed under retail transformation

4

Innovation

- 3 patent applications filed, and 6 patents granted
- Launched consumer attractive designs in Personal Coolers & Desert Coolers to improve mix and market share

1

Butterfly[®]

Restructuring channel mix

- Regional Chain Stores grew for the fourth consecutive quarter
- Ongoing channel rejig and customer engagement programs building trust in retail

2

Power of One

- Leveraging channel strength in non-south market
- Optimal utilisation of manufacturing and warehousing capabilities

3

Brand Investments

- Significantly increased A&P investments in brand building; Rs. 24 Cr (+138% YoY)
- Ongoing investments in marketing activities such as in-store branding & displays

4

Innovation

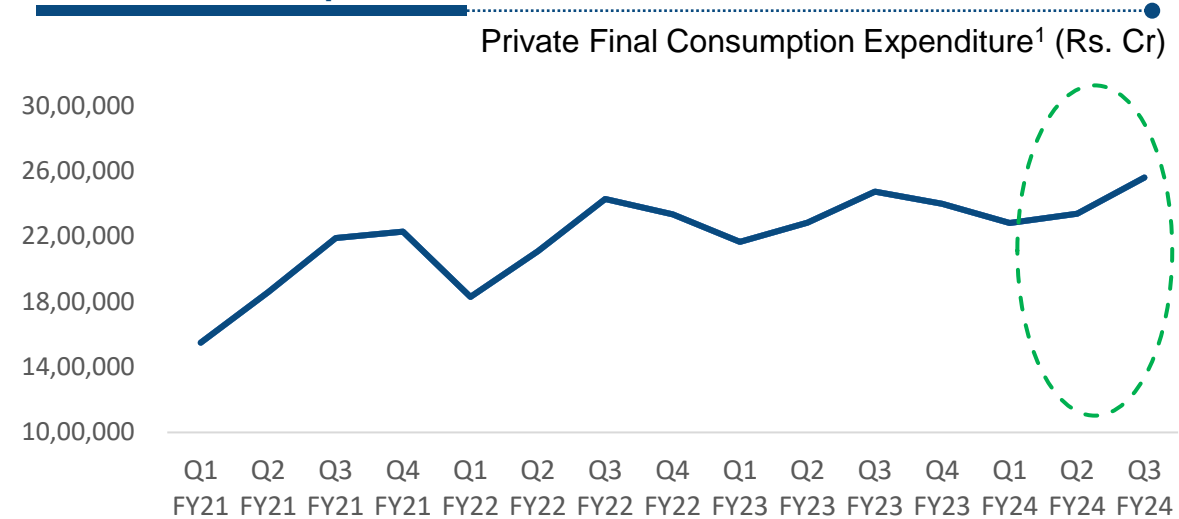
- Share of business from new product launches at 14% of total Q4 Sales
- Focused on recent launch of 'Shakti' series – India's first star rated gas stove in the retail market

Environment Scan

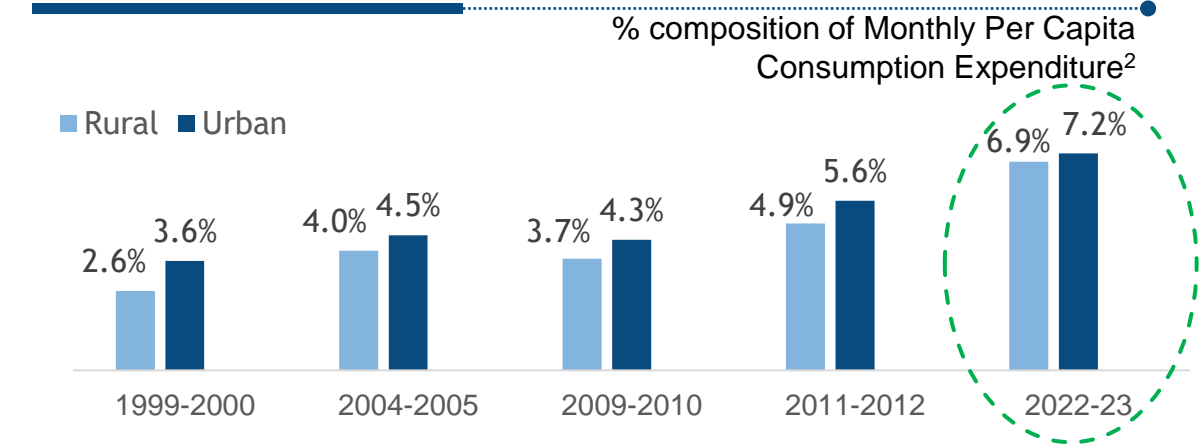
Current macroeconomic environment: Strong GDP expectations for FY25; Core inflation has softened considerably; Consumption demand & manufacturing output for consumer durables are improving



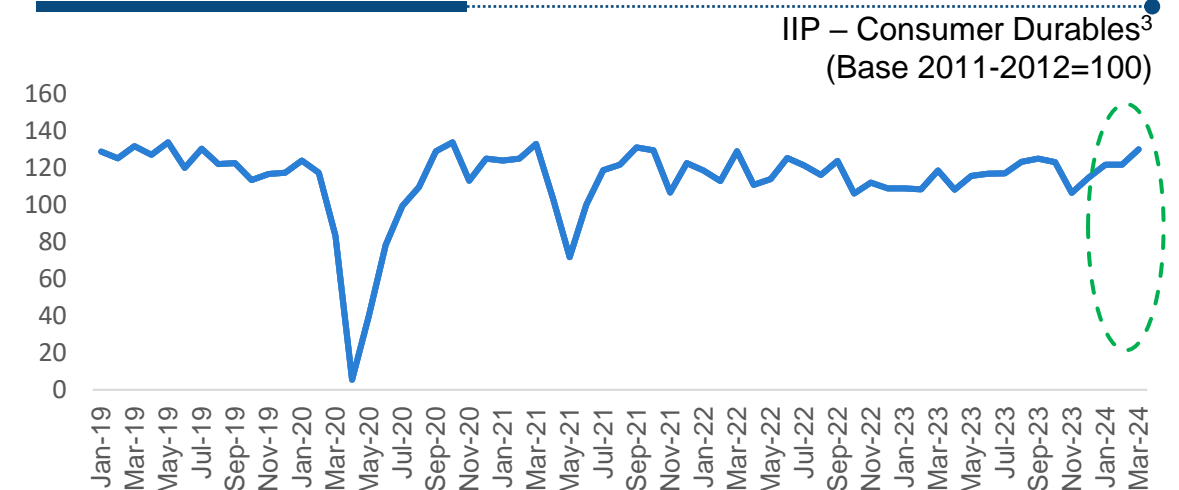
Private Consumption, the largest component of GDP (~55-60%), has witnessed improvement



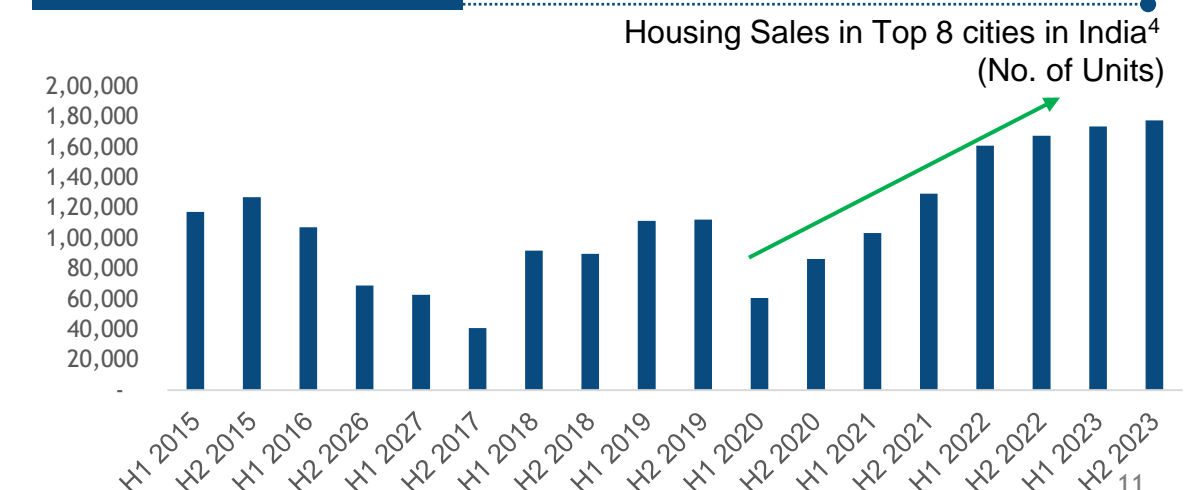
Household consumption expenditure towards consumer durables goods has grown significantly over the years



Growth rebounds in manufacturing of consumer durables



Post-pandemic resurgence in housing demand indicates expected pickup in home and kitchen appliances, albeit with a lag



Source – 1. GoI MoSPI NSO – Second Advance Estimates of National Income 2023-24, Quarterly Estimates of GDP for Q3 FY24 (Oct-Dec) 2. Household Consumption Expenditure Survey (2022-23) Fact Sheet; 3. IIP (12th April 2024); 4. Knight & Frank – India Real Estate: Residential & Office Market (July – December 2023)

Quarter Highlights

1 Highest-ever standalone revenue at Rs. 1,797 Cr (+12% YoY)

- Led by **double-digit ECD revenue growth** of 14% YoY with strong performance across categories: **Fans** (+13% YoY), **Pumps** (+9% YoY) and **Appliances** (+27% YoY)
- Several **solar pumps** orders executed during the year with total empanelment of Rs. 122 Cr across key states
- Continued turnaround in **Lighting** performance; revenue growth flat at 1% YoY, decline arrested
 - Healthy **B2C volume growth** in ceiling lights, battens and accessories amidst continued price deflation
 - **Strong growth in B2B** led by streetlight and industrial segments; secured several large projects

2 Consistent efforts on reach expansion across categories & growth in alternate channels by 31% YoY

- **E-commerce** delivered third consecutive quarter of Rs. 100 Cr+ Revenue

3 Higher **A&P spends (+29% YoY)** to drive brand awareness and consideration

4 Standalone EBIT at Rs. 206 Cr (+14% YoY); **EBIT margin** at 12.3% (adjusted for EPR impact of Rs. 14.2 cr)

- ECD EBIT margins have consistently improved during the year - from 12.7% in Q1'24 to 17.2% in Q4'24 (adjusted for EPR impact)
- Strong Lighting EBIT Margin at 11.1% (adjusted for EPR impact)

5 In **Butterfly**, core categories revenue sustained along with stable market share, reflecting continued brand strength. Regional Chain Stores demonstrated growth for the 4th consecutive quarter. Revenue and profitability impacted by one-time settlements and extraordinary items

- Revenue at Rs. 166 Cr (-11% YoY) and EBITDA at Rs. -20 Cr*.
- Subdued EBITDA margins due to policy standardization and one-off costs aggregating to ~Rs. 15 Cr.

1

Standalone revenue at Rs. 6,388 Cr (+10% YoY) led by strong performance in ECD segment

- **Fans:** Volume-led growth across categories wherein premium ceiling fan and TPW category grew strongly (>20% YoY growth)
- **Pumps:** Addressing product portfolio gaps and channel expansion aiding in substantial growth in Agri. segment and residential borewell segment; foray into solar pump business
- **Appliances:** Focus on alternate channels and new product introductions resulted in strong performance (22% growth YoY); #1 geyser player in Ecom
- **Lighting:** While B2C segment witnessed significant price erosion and intense price competition, performance improved in H2. In B2B, growth in enterprise business aided to overall 4% revenue growth and profit improvement led by new product launches
- **Alternate channels** continue to propel growth 37% YoY growth led by 75% YoY growth in Ecom

2

Standalone EBIT at Rs. 623 Cr and **EBIT margin** at 9.8% with stepped up investments in A&P, regulatory costs including EPR

- ECD EBIT margins have consistently improved during the year (adjusted for EPR impact)
- Strong Lighting EBIT Margin at 11.1% (adjusted for EPR impact)
- Adjusted for EPR, standalone EBIT margin is 10.0%

3

In **Butterfly**, as part of channel strategy, retail channel continues to grow strongly for consecutive quarters

- Revenue at Rs. 931 Cr (-12% YoY) and EBITDA at Rs. 27 Cr*
- EBIT margins declined due to stepped up investments in marketing activities, EPR impact and certain one-time settlements in Q4

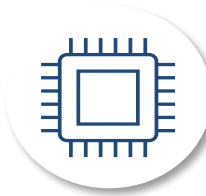
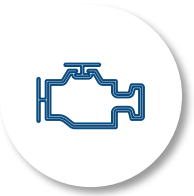
Rs. Cr

Segment Revenue	Q4 FY24	Q4 FY23	YoY	Q3 FY24	QoQ	FY24	FY23	YoY
ECD	1,516	1,326	14%	1,209	25%	5,392	4,756	13%
Lighting	281	278	1%	249	13%	996	1,054	-5%



Rs. Cr

Segment EBIT	Q4 FY24	Q4 FY23	YoY	Q3 FY24	QoQ	FY24	FY23	YoY
ECD	253	218	16%	164	54%	775	789	-2%
EBIT %	16.7%	16.4%		13.6%		14.4%	16.6%	
EBIT % excl. EPR impact	17.2%	16.4%	+80 bps	13.6%	360 bps	14.5%	16.6%	-210 bps
Lighting	25	30	-18%	28	-10%	105	100	5%
Lighting%	8.9%	10.9%		11.2%		10.6%	9.5%	
EBIT % excl. EPR impact	11.1%	10.9%	+20 bps	11.2%	-10 bps	11.2%	9.5%	+170 bps

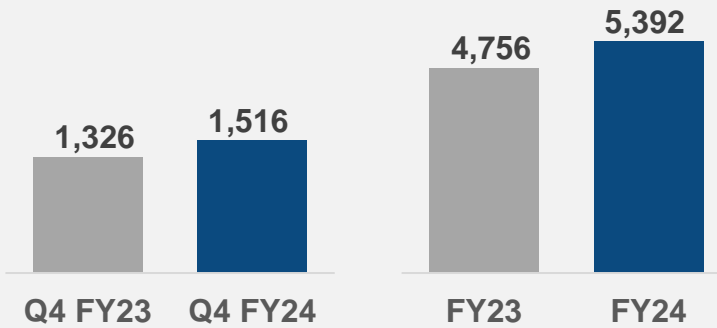


Crompton Performance

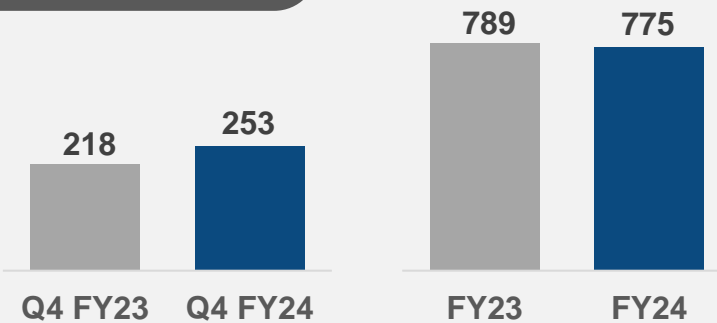
ECD performance: 14% YoY growth led by robust performance across categories; premiumization and mix driving consistent improvement in EBIT margins

Performance

Revenue (Rs. Cr)



EBIT (Rs. Cr)



Highlights

1

Fans: Strong growth of 13% YoY in Q4 FY24 and 11% YoY in FY24

- Driven by higher share of premium ceiling fans, both in induction & BLDC
- New product launches improved premium saliency and revenue growth of 29% YoY in Q4
- Undertook three price increases across categories in H2

2

Pumps: Robust growth of 9% YoY in Q4 FY24 and 10% YoY in FY24 led by Agri. & Solar pumps and momentum in alternate channels

- Agri. segment continues to grow with market share gain of 100 bps
- Growth driven by policy simplification, new products, channel engagement amongst other actions
- Secured further orders in solar pumps of the magnitude of Rs. 87 Cr in Q4; Total empanelment for Rs. 122 cr during the year of which Rs. 28 cr executed
- Despite rise in commodity prices, EBIT margin improved due to gross margin expansion and operating leverage

3

Appliances: Strong growth of 27% YoY in Q4 FY24

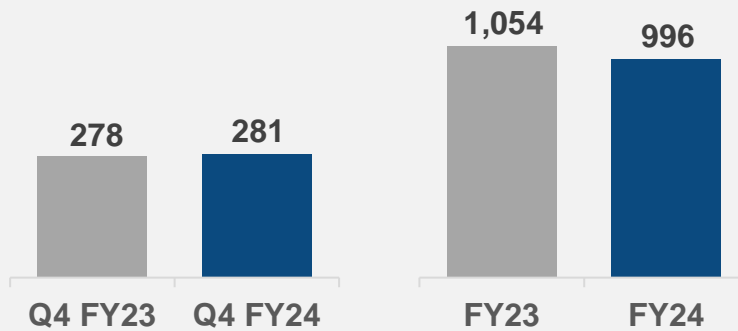
- Air Coolers grew by 33% YoY in Q4 FY24 – Continue to be #1 player on E-com
- Small Domestic Appliances grew by 35% YoY in Q4 FY24 and 39% YoY in FY24; Crossed milestone of 10 lakh units of mixer grinders in FY24
- Significant growth registered in Ecom channel

4

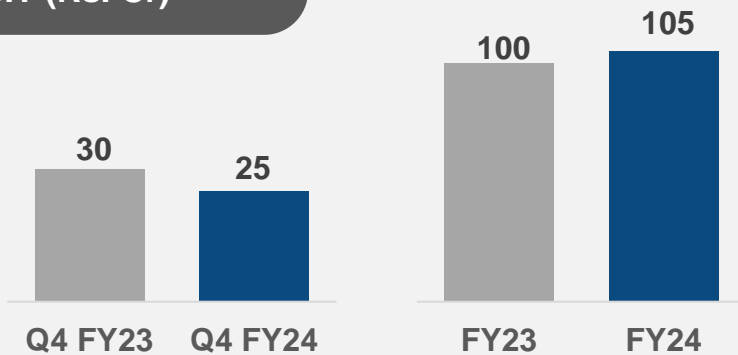
Large Kitchen Appliances: FY24 Revenue at Rs. 61 Cr; EBITDA loss of Rs. 25 Cr

Performance

Revenue (Rs. Cr)



EBIT (Rs. Cr)



Highlights

1

Lighting Revenue growth at 1% YoY in Q4 FY24 and -5% YoY in FY24

□ B2C segment:

- Healthy volume growth in ceiling lights, battens and accessories, though value growth of battens & ceiling lights remained flat in Q4 due to persistent price deflation
- Discontinuation of conventional business and degrowth in volume of bulbs impacted performance
- Strengthened outdoor range and economy battens in Q4

□ B2B segment:

- Robust growth during the quarter led by streetlight and industrial segments due to renewed focus and rejig in sales structure
- Secured large projects such as KNR construction (NHAI), Tata Consultancy Services, JSW, Megha Engineering & Infrastructure Ltd.

□ Continued focus on portfolio expansion & business growth from direct dealers

□ Implementation of strategic sourcing plan in progress

2

Q4 EBIT Margin at 11.1% and for FY24 at 11.2% (+170 bps YoY), adj. for EPR Impact

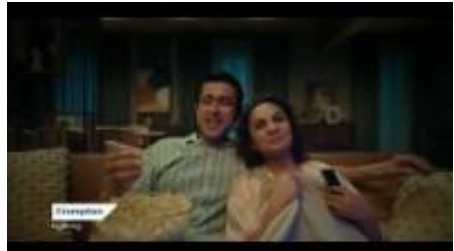
□ Improvement in FY24 EBIT margins primarily due to increased contribution from new products, improvement in mix & cost optimization initiatives

□ EPR impact of Rs. 6.2 Cr in Q4

Multiple marketing activities in Q4 to Strengthen Brand Awareness



Lights campaign to drive awareness



High Impact Campaign for Water Heaters in Q4

55%+ Reach @5+ freq. in key markets



Crompton launches Trio Range of Lights — Ceiling Lights, Battens & Lamps

KOLKATA, MAR 11: Crompton Greaves Consumer Electricals Limited, renowned for its commitment to quality and pioneering innovations in lighting, has been redefining your living spaces with sophistication and unparalleled style. Crompton has launched its all-new premium range, the Trio Range



of Lights. A first in industry, the Trio Range offers three distinct lighting experiences from a single product. From Ceiling Lights, Battens to Lamps, each one is meticulously crafted to meet the requirements of both decorative and functional needs. Ideal for various settings including homes, hotels, res-

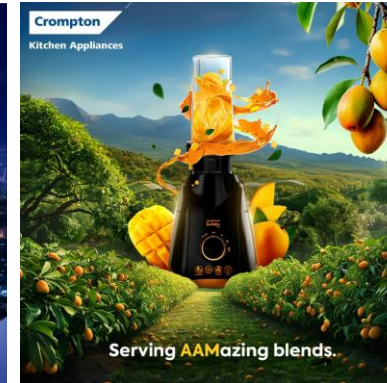
taurants, cafes, and small offices, the Trio Range of LED lights elevate living spaces with a fusion of functionality and refined style.

Product details: Trio 15w LED Ceiling Light: It features a versatile design with theatre mode for a cinematic experience, work mode for focused productivity, and party mode for the perfect get-together setting, providing premium aesthetics tailored to every mood. Trio 22w LED Batten Light: Elevate your space with a stylish and functional lighting solution that offers three distinct modes to effortlessly set the mood and create a vibrant ambience for any occasion. Trio 12w LED Lamp: It offers 100% illumination capability for lamp shades and wall lights, along with the option for up and down lighting. In addition to offering three distinct modes – theatre, work, and party, these lights seamlessly cater to both personal and professional lighting needs, ensuring versatility and ambience in any space.

Available at Crompton authorized retail outlets across India, as well as on leading e-commerce platforms, this range is set to illuminate and enhance every moment of your day with its innovative and versatile lighting offerings.

Social media creatives across categories

118 posts in Q4 FY24 vs 65 posts in Q4 FY23



Launch of fans campaign with presence in IPL



Launch of a High Impact Campaign for fans



High Impact Presence on Connected Television

Launching with 1st Match on IPL



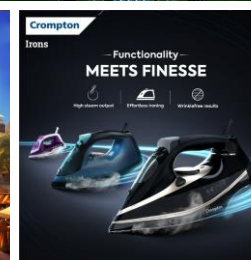
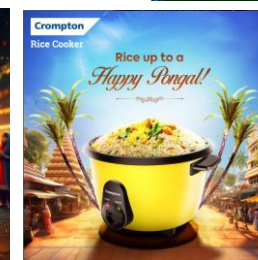
21 Matches



22nd March
8:00 PM



8 spots/
match



Key marketing campaigns & BTL activities during the year



High impact multi-media campaigns across different categories to drive brand awareness



BLDC Fans

Ceiling Lights

Mixers

Air Coolers

Water Heaters

On ground and OOH advertising

BTL Activation

reaching out to 16,000+ consumers in Kolkata



OOH Campaign

100 sites across Hyderabad and Delhi



New Delhi
Khalsa College - North

Hyderabad
Jubilee Picket - Jubilee Hills

80+ Influencer videos across categories



High visibility branding at 3000+ stores





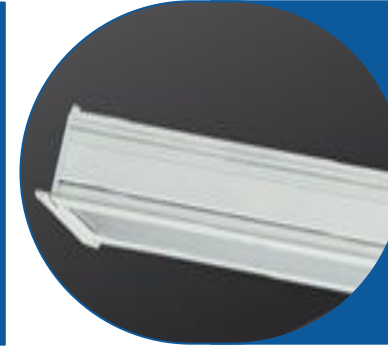
Groove NXT

1 star rated;
Fist in market Regmote fan
(operates on both regulator &
remote); AL winding



Optimus Sound Comfort (65/100L)

Low Noise Operation & High
Air Delivery - 18" Fan



Visualine

80W Linear under
Canopy with IP 66
Protection



Optimus

Metallic printed
decorative fan;
1 star rated;



Ameo-Pro 4 Jar (B)

750 W, MaxiGrind technology,
Chrome Knob with Leak-proof
lid & 4 Steel Jars



Chimney wave 2.0 e-commerce models

Intelligent Auto Clean; Smart
On; Gesture Control



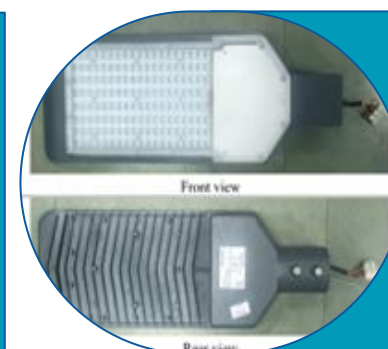
Glide Plus

Enhanced protection from
water entry.
Instant Suction: Up to 7.0
meters suction lift.



1 Star Param (5W/7W/9W/12W) B22 and ES cap

Addresses critical product
market for housing lamp



Optistar Streetlight (50W/75W/100W)

Street lights with optimum
beam spread. Strong & sturdy
weather resistant body



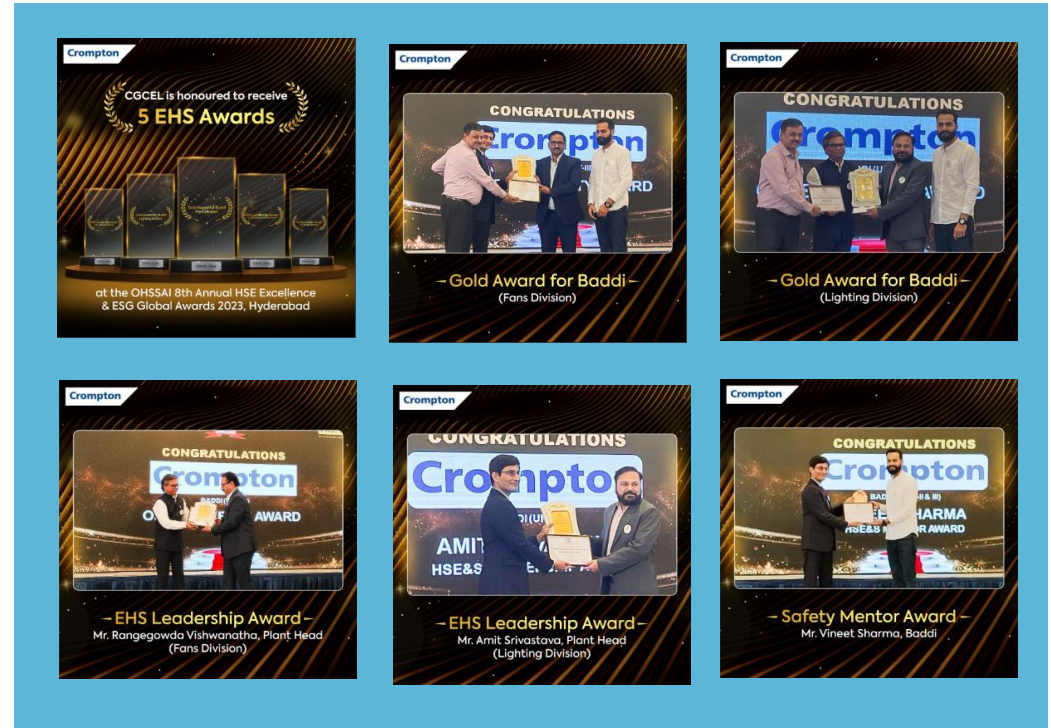
Smart Manufacturing in Consumer Durables

CNBC-TV18 Zetwerk Smart Manufacturing Summit 2024



5 Prestigious EHS Awards

OHSSAI 8th Annual HSE Excellence & ESG Global Awards 2023



Testament to our unwavering commitment to excellence in manufacturing practices



India Design Mark (IMARK)

India Design Council, Ministry of Commerce & Industry,
Government of India



Silentpro Blossom Smart



Energion Roverr Smart

*Esteemed recognition for design excellence & innovation
These award-winning fans redefine industry standards by
seamlessly integrating cutting edge design with exceptional
functionality and superior aesthetic appeal*



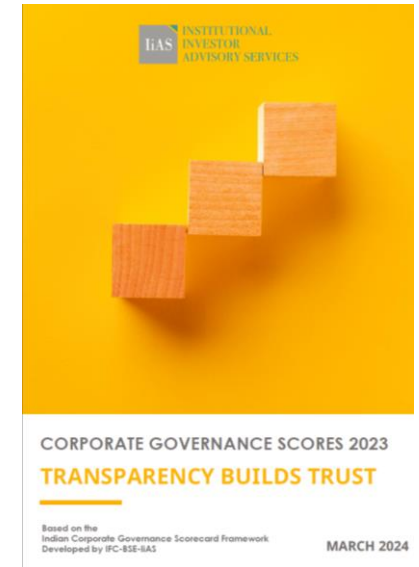
Most Preferred Workplace 2024-25



*Marksmen daily in association with
India Today*



Featured under 'The Next Leaders' category

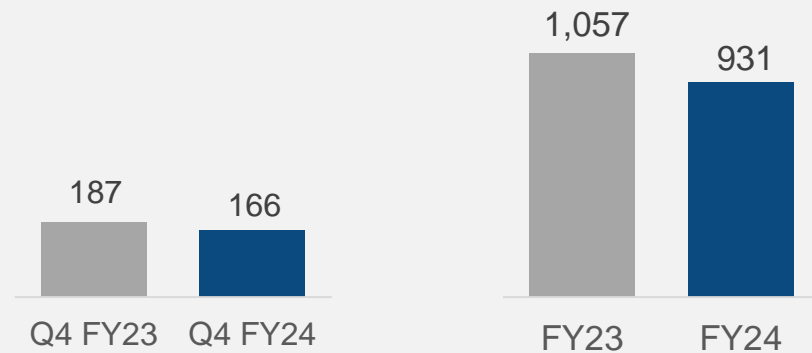


*Indian Corporate Governance
Scorecard by the Institutional
Investor Advisory Services (IIAS)*

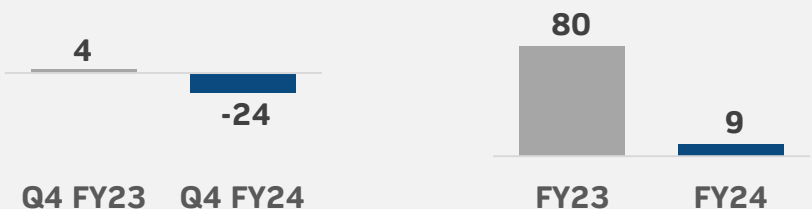
Butterfly Performance

Performance

Revenue (Rs. Cr)



EBIT* (Rs. Cr)



1

Highlights

- ❑ Core categories revenue sustained along with stable market share, reflecting continuing brand strength
- ❑ Regional Chain Stores revenue continued to grow for four consecutive quarters.
- ❑ Continued investment in new product launches and stepped-up investment in marketing activities aimed at strengthening the Butterfly brand
- ❑ Focused on recent launch of 'Shakti' series – India's first star rated gas stove in the retail market
- ❑ The Company was honoured with a Certificate of Appreciation for Commitment to Quality by Bureau of Indian Standards

Revenue at Rs. 166 Cr (-11% YoY) and EBITDA at Rs. -20 Cr*. This is not comparable with previous period/s due to the following:

- ❑ Standardization of operating procedures between Butterfly and Crompton and certain one-time settlements with channel partners
- ❑ Stepped-up investments in marketing; incurred Rs. 24 Cr during the quarter as against Rs. 10 Cr last year
- ❑ Full year liability of Extended Producer Responsibility (EPR) of Rs. 1.2 Cr, crystalized in Q4
- ❑ Re-organization of bottles and flasks sourcing resulted in impact of Rs 2.1 Cr in Q4. This would be margin accretive on an ongoing basis.

Glimpse of Marketing Activities, Consumer Interactions & New Product Launches in Q4

Crompton

Social Media

Engagement and interaction with the core TG on popular social media platforms.

Total posts: 69 | Contests: 2 | Reach: 78k | Engagement: 4k



Demo activation

Demo at key retail outlets in TN & KL to drive consideration and conversion for premium food processor ELEKTRA



'Shakti' Series in Gas Stoves



New Product Launches in Q4



Matchless Sandwich Maker



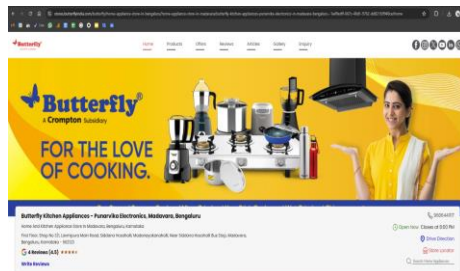
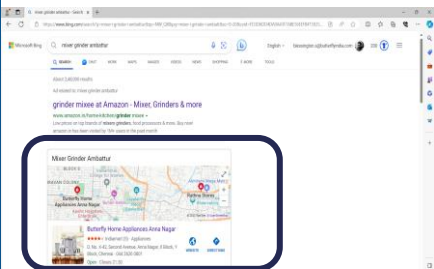
Magnum Cool Touch Kettle
(1.2 L & 1.5 L)

Hyperlocal



Driving footfall, call & direction action to 50 top retail outlets

Total views: 5.5L | Total action: 15k | Direction action: 10k



Kalyanamalai - Powered by Butterfly

Partnered with popular matrimony show in TN - Engagement with 1500 families



Financial Performance

Crompton Standalone Q4 & FY24 Financial Performance: Strong performance with double-digit revenue growth and strong EBIT margins

Crompton

Rs. Cr

Particulars	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Net Sales	1,797	1,604	12%	1,458	23%	6,388	5,809	10%
Less: Material Cost	1,221	1,111	10%	990	23%	4,413	4,009	10%
Material Margin	576	492	17%	468	23%	1,975	1,800	10%
as a % of Net Sales	32.0%	30.7%		32.1%		30.9%	31.0%	
Employee Cost	127	106	20%	118	7%	474	440	8%
Advertisement & Sales Promotion	56	44	29%	58	-3%	217	146	49%
Other Expenses	167	147	14%	145	15%	595	543	10%
EBITDA	225	196	15%	147	53%	689	671	3%
as a % of Net Sales	12.5%	12.2%		10.1%		10.8%	11.6%	
Less: Depreciation & Amortization	19	15	29%	17	16%	65	54	20%
EBIT	206	182	14%	131	58%	623	617	1.0%
as a % of Net Sales	11.5%	11.3%		9.0%		9.8%	10.6%	
Less: Finance Cost	14	26	-46%	20	-28%	73	103	-29%
Add: Other Income	14	20	-28%	15	-3%	60	74	-19%
Less: Exceptional Items	-	3		-		-	-6	
Profit Before Tax	206	172	20%	126	64%	611	594	3%
as a % of Net Sales	11.5%	10.7%		8.6%		9.6%	10.2%	
Tax Expenses	45	40	13%	31	49%	145	119	22%
Net Profit	161	132	22%	95	69%	466	476	-2%
as a % of Net Sales	9.0%	8.2%		6.5%		7.3%	8.2%	
Basic EPS	2.52*	2.07*		1.49*		7.29	7.49	

Q4 Highlights

- Robust performance across categories led to Revenue growth of 12% YoY
- Material Margin improved by 130 bps YoY due to cost savings (Project Unnati) and mix improvement
- Other expenses includes EPR impact of Rs. 14.2 Cr
- Pre-marketing, EBITDA growth is 17% YoY surpassing sales growth of 12% YoY
- EBIT margin at 11.5% due increase in A&P spends and EPR impact; Adjusted for EPR, EBIT margin at 12.3% (+100 bps YoY)
- Strong PAT growth of 22% YoY
- NCD Repayment of Rs. 325 Cr in Jan'24; Net Cash positive at Rs. 244 as on Mar'24

Crompton Consolidated Q4 & FY24 Financial Performance: Q4 EBITDA margin at 10.4% due to higher A&P spends, EPR impact of Rs. 15 Cr and Butterfly turnaround underway



Rs. Cr

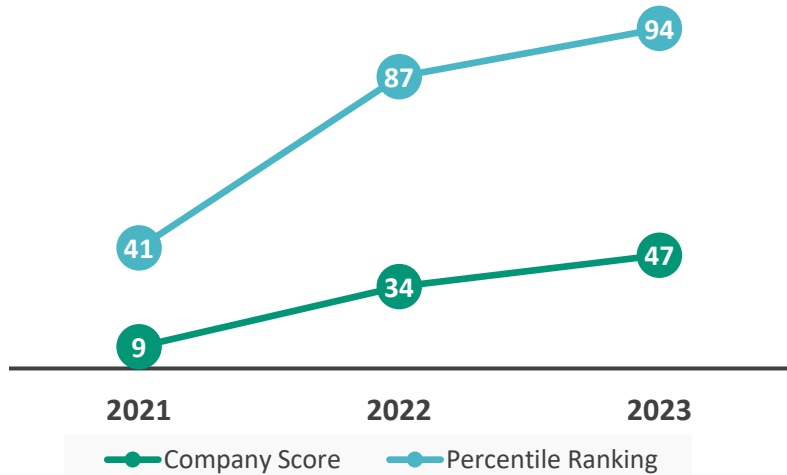
Particulars	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Net Sales	1,961	1,791	9%	1,693	16%	7,313	6,870	6%
Less: Material Cost	1,335	1,226	9%	1,143	17%	5,000	4,680	7%
Material Margin	626	565	11%	550	14%	2,313	2,189	6%
as a % of Net Sales	31.9%	31.5%		32.5%		31.6%	31.9%	
Employee Cost	151	130	16%	146	3%	590	541	9%
Advertisement & Sales Promotion	80	54	49%	80	0%	297	206	44%
Other Expenses	192	170	13%	175	10%	712	672	6%
EBIDTA	204	211	-4%	150	36%	714	770	-7%
as a % of Net Sales	10.4%	11.8%		8.8%		9.8%	11.2%	
Less: Depreciation & Amortization	35	30	15%	32	8%	129	116	11%
EBIT	169	181	-7%	117	44%	585	655	-11%
as a % of Net Sales	8.6%	10.1%		6.9%		8.0%	9.5%	
Less: Finance Cost	16	27	-43%	22	-28%	79	109	-27%
Add: Other Income	16	17	-4%	17	-4%	67	67	1%
Profit Before Tax	169	170	-1%	112	50%	573	612	-6%
as a % of Net Sales	8.6%	9.5%		6.6%		7.8%	8.9%	
Tax Expenses	36	39	-8%	27	32%	131	136	-3%
Net Profit	133	132	1%	85	56%	442	476	-7%
as a % of Net Sales	6.8%	7.3%		5.0%		6.0%	6.9%	
Basic EPS	2.16*	2.07*		1.35*		6.88	7.29	

Note: * Not Annualized

ESG Performance

We have significantly increased our Dow Jones Sustainability Indices (DJSI) Scores

Dow Jones Sustainability Indices (DJSI) Rating YoY



Secured 7th Rank Globally in DHP Household Durables

ESG Rating by Sustainalytics (Global)

Crompton Greaves Consumer Electricals Ltd.

Industry Group: Consumer Durables

Country/Region: India

Identifier: BOM:539876

Crompton Greaves Consumer Electricals Ltd manufactures and markets consumer products in India. Its operating segments are Electric Consumer Durables; Lighting Products and Butterfly. The company offers fans comprising ceiling, table, pedestal, wall-mounted, domestic exhaust, special, and personal fans; professional LED and...
+ Show More

Full time employees: 1,693

ESG Risk Rating CORE ?

15.2 Low Risk



Ranking

Industry Group (1st = lowest risk)

Consumer Durables 81 out of 237

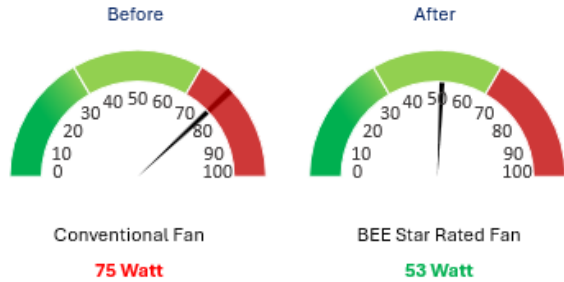
Universe

Global Universe 1884 out of 16385

Last Full Update: May 31, 2023

Last Update: May 31, 2023

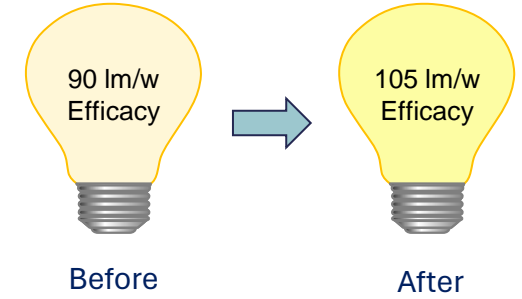
Ceiling Fan



30% Energy Efficiency Achieved, Transition from Conventional to BEE Star Rated Fan

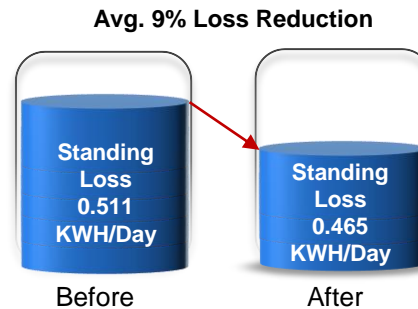
Indicator	UoM	FY-23	FY-24
Energy Intensity / Unit	Watt / Unit	75	53

Lighting Bulb (B2C)



- Avg. 17% Luminous Efficacy Improved in LED Bulb
- As a Part of BEE Star Rating Upgraded Effective from July'23

Storage Water Heater



- BEE Star Rating Upgraded Effective from Jan'23
- Avg. 9% Standing Loss Reduced through Insulation improvement



Prioritizing environment impact

Promoting sustainable agriculture practices and increase availability of water

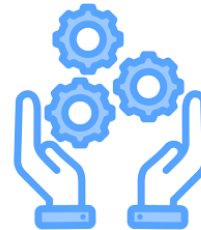


40,000+ lives touched through water conservation initiatives
64 Cr Litre water saved through irrigation
190+ water conservation structures build
91 Cr Litre water per annum would be conserved



Launched All Women Electrician Batch

Providing opportunities to young women to explore male dominated non-traditional job role



1,700+ youth skilled for MEP job role and Potential 16 crores of income opportunities generated
5,500+ technicians upskilled through formal learning to increase their livelihood opportunities by 20%
Inclusion of **5%** women technicians in MEP job role



Enhance local economy

Skill –reskill – upskill technicians and increase their livelihood opportunities

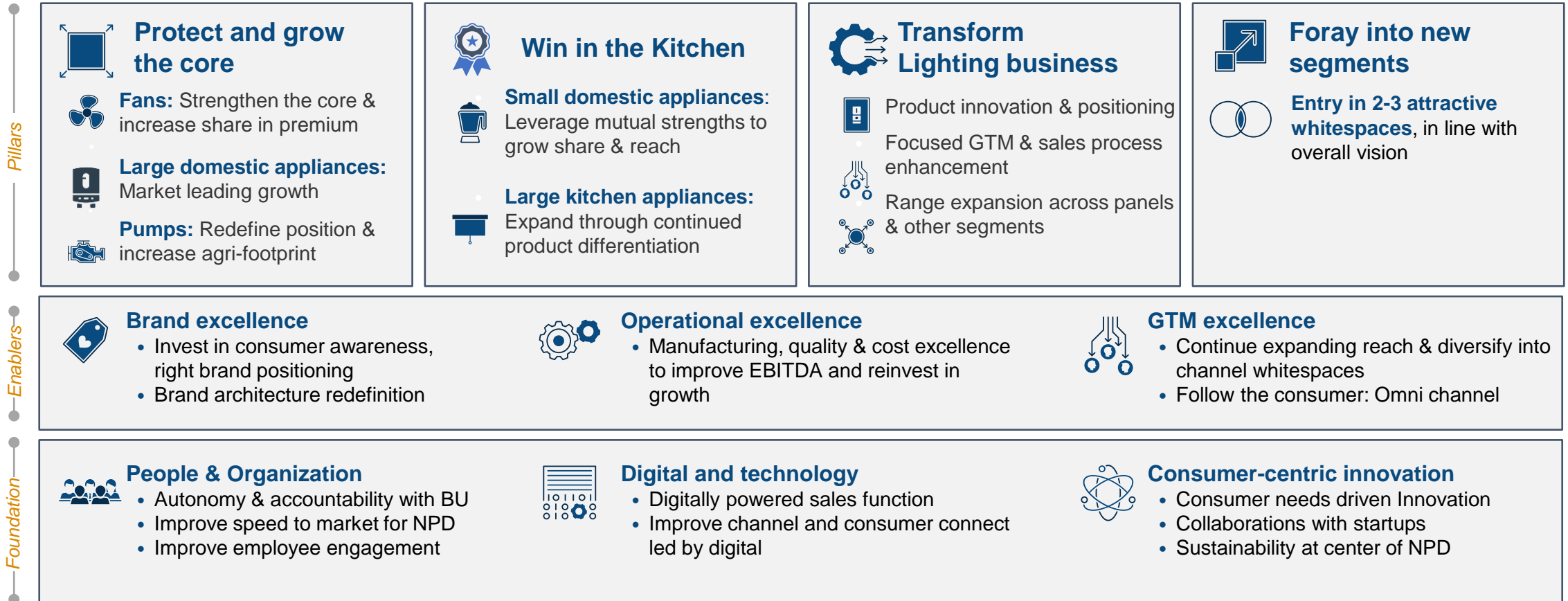


200+ girls from low income group availed scholarship for higher studies
20% increase in learning outcomes of **1,076** students across 19 Government schools
3,600+ villagers have benefited from various welfare schemes
1,000+ lives impacted through employee engagement initiatives

Key Strategic Tenets

Crompton 2.0:

Accelerated growth at healthy margins to deliver strong TSR



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Crompton

