

# Crompton

**Crompton Greaves Consumer Electricals Limited**

**Registered & Corporate Office:**

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Vikhroli (West), Mumbai 400079. India

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

Date: November 06, 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: 113/2025-26</b>	<b>Our Reference: 113/2025-26</b>

Dear Sir/Madam,

**Sub: Investor Presentation**

This is in continuation of our earlier letter regarding outcome of Board Meeting dated November 06, 2025, wherein the Company had approved Unaudited financial results (Standalone and Consolidated) for the quarter and half year ended September 30, 2025.

In this regard, please find enclosed herewith an Investor Presentation for the same.

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*



# Q2 FY26 Investor Presentation

6<sup>th</sup> November 2025

## Recognitions | Crompton recognized as World #1 Ceiling Fans Brand

Crompton  
Butterfly



Euromonitor International  
certifies that

# Crompton

## WORLD'S #1 CEILING FAN BRAND

Anthony Irwin  
Global VP-Research

Euromonitor International Limited

\*Source: Euromonitor International Limited, based on custom research on ceiling fan brands unit sales in 2024 in the world, claim applicable across sales in retail channels only, research as of October 2025. \*



## Solar business gaining momentum: Backed by strong execution capabilities and trusted brand legacy; Expected to provide significant fillip to our direct to consume business



### Solar Pumps: Scaling presence

- **Large and growing market:** Solar Pumps market estimated at Rs.30–35K Cr, backed by PM KUSUM Schemes and other GOI initiatives
- **Presence across 4 states:** Maharashtra, Rajasthan, Haryana, Madhya Pradesh
- **Proven execution capabilities:**
  - Executed orders worth Rs. 372 Cr
  - Installed ~60 MW solar pumps till date
  - Installed 12,000+ units of solar pumps till date



### Solar Rooftop: Stellar debut with rapid acceleration

- **Large and growing market:** Solar rooftop market estimated at Rs. 20–25K Cr, growing at 20%+ CAGR; Supported by government target of installing 40 GW by 2027
- **Announced foray Solar Rooftop business earlier this year**
- **Sharp ramp-up to in order book aggregating ~Rs. 500 Cr and ~50,000 solar units**
- Received 1<sup>st</sup> Order of Rs. 52 Cr in Telangana in Oct'25 and largest-ever order of Rs. 445 Cr in Andhra Pradesh
- Execution expected in 6-12 months
- These orders are expected to provide significant fillip to our **direct to consume business**

### Strengthening Execution Capabilities

#### Design & Engineering

*Dedicated team to develop products as per MNRE norms*

#### Procurement & QA

*Diligent vendor selection and well-defined quality norms*

#### Inspection & Audit

*Multi-stage audit process and centralized monitoring*

#### Strategic Partnerships

*Long term partners, efficient monitoring of sites via RMS*

#### Extensive Distribution & After Sales Network

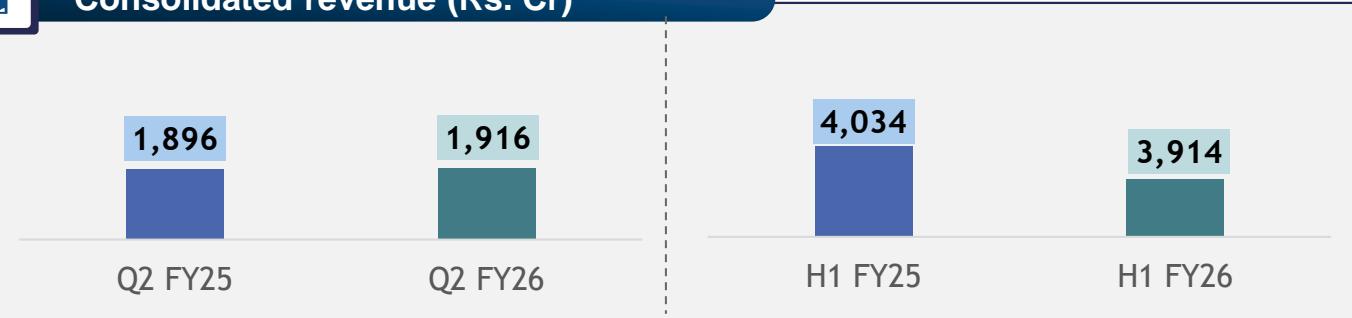
*Dedicated service centres*

***Emerging as a new growth engine with revenue expected at ~Rs.2,000 Cr within next 18-24 months***

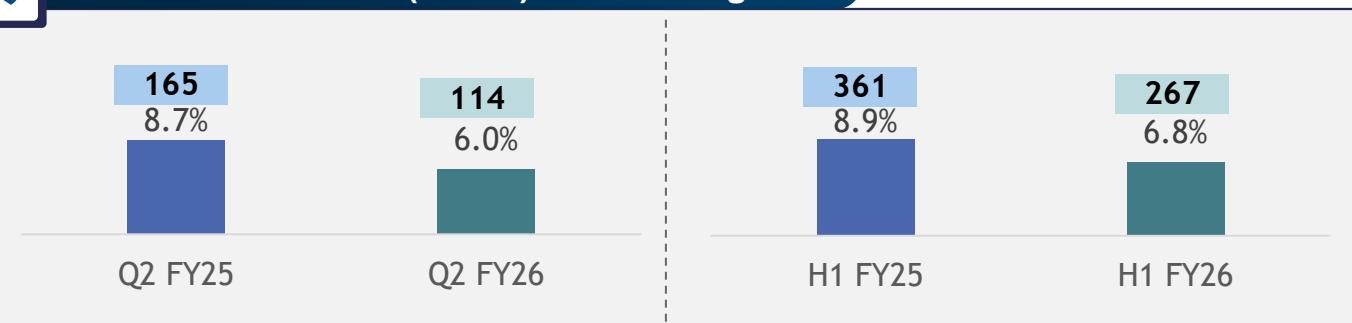
## **Q2 Highlights (Consolidated): Extended monsoon continues to play dampener to cooling products; Strong traction in Pumps, Small Domestic Appliances (SDA) and Butterfly**



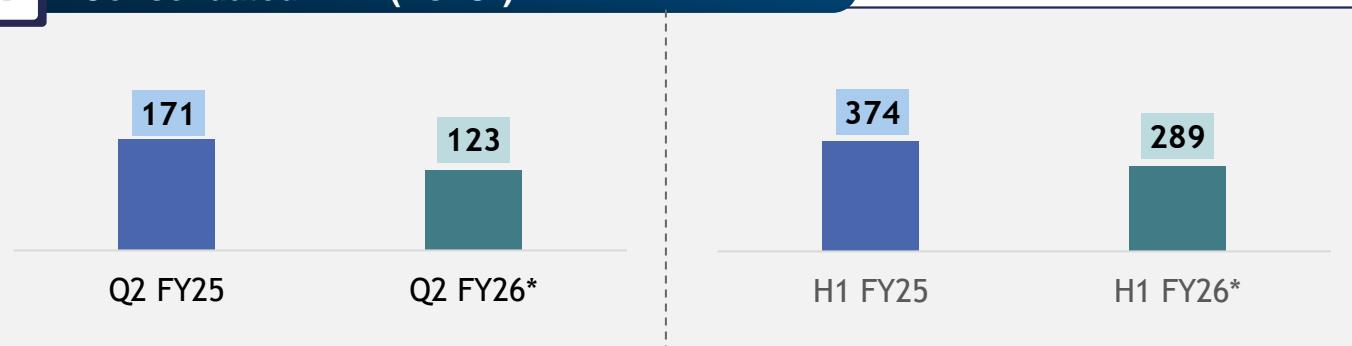
**Consolidated revenue (Rs. Cr)**



**Consolidated EBIT (Rs. Cr) & EBIT Margin %**



**Consolidated PBT (Rs. Cr)**



### **Q2 Financial Highlights**

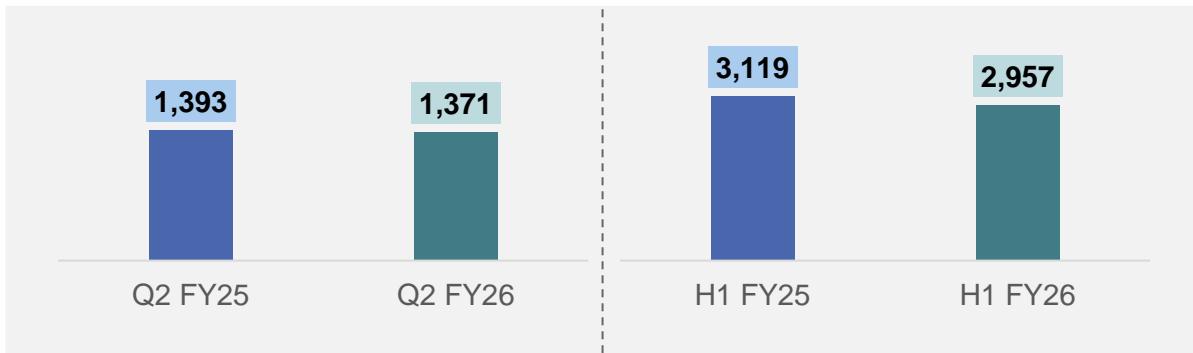
- Broadly stable revenue YoY
- EBITDA margin at 8.3%, lower YoY due to subdued sales, continued A&P spends and higher operating expenses to support growth initiatives
- PBT\* at Rs.123 Cr, with PBT margin\* at 6.4%

### **Q2 Operational Highlights**

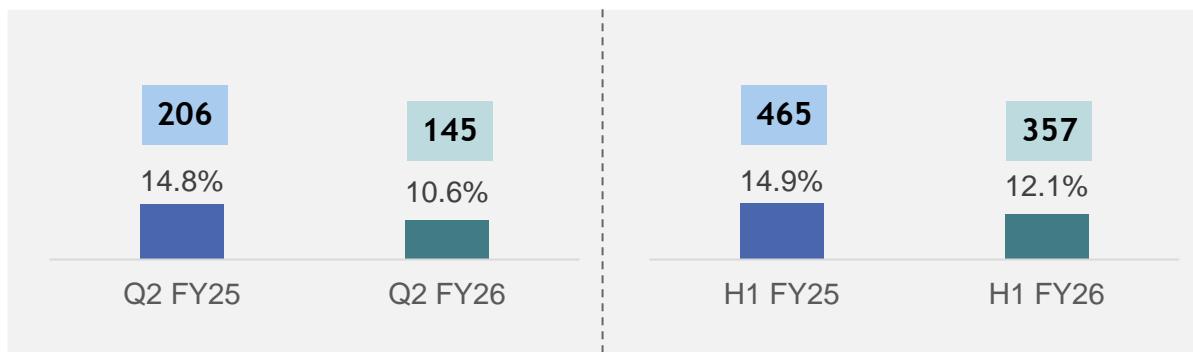
- In Oct'25, solar rooftop secured its 1<sup>st</sup> ever order of 52 Cr, followed by its largest-ever solar rooftop order of Rs. 445 Cr. Cumulatively, servicing across ~50,000 consumer households, a key milestone in the solar journey
- Gained/ held onto market share across categories
- GST 2.0 to act as a structural catalyst to consumption. Expected to provide recovery benefit to durables segment, albeit in a phased manner. High ticket items (automobiles, white goods) to benefit initially

## Performance

### Consolidated ECD Revenue (Rs. Cr)



### Consolidated ECD EBIT (Rs. Cr) & Margin %



## Q2 Highlights

### 1 Fans

- Prolonged monsoons continue to impact fans, however some recovery was seen vs Q1; segment saw single-digit de-growth YoY
- Strong traction in BLDC segment, supported by E-com
- Margin contraction due to increase in commodity price coupled with operating leverage. Pricing actions taken from Nov'25 onwards

### 2 Pumps

- Delivered mid-teens growth, supported by strong performance in solar
- Executed Rs. 92 Cr in solar, 2x growth YoY; strong order pipeline continues
- Successful launch of Dura Submersible series strengthened positioning
- Aggressive ATL campaign on '*Crompton Hoga to Nazar Ayega*'

### 3 Appliances

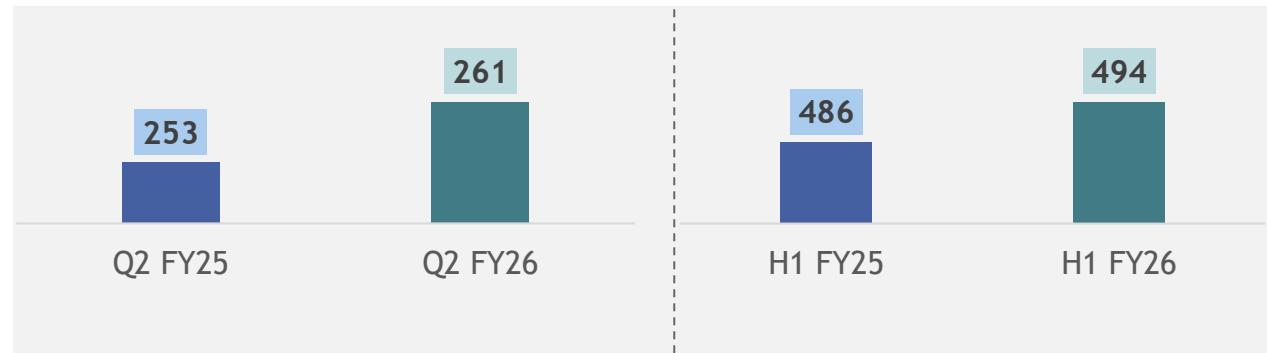
- SDA posted double-digit growth, driven by new launches and festive campaigns
- Strong E-com and Modern Trade growth for SDA
- LDA witnessed sharp de-growth, impacted by erratic weather, competitive discounting and inventory challenges

### 4 Large Kitchen Appliances

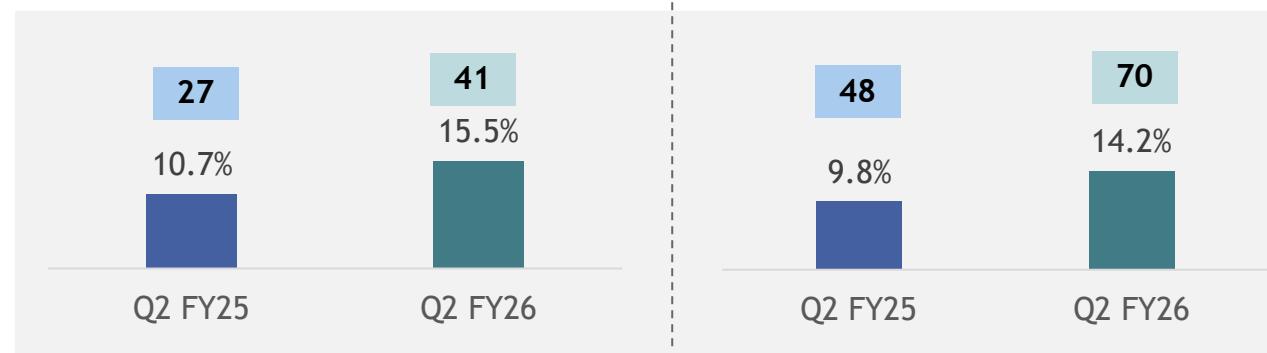
- Green-shoots of turnaround visible with 34% growth QoQ
- Chimney portfolio delivered strong growth, supported by BLDC and high suction models

## Performance

### Consolidated Lighting Revenue (Rs. Cr)



### Consolidated Lighting EBIT (Rs. Cr) & Margin %



## Q2 Highlights

1

Volume rebounding to high-teens growth YoY, signaling demand and early signs of price stability; Revenue growth at 3.1% YoY

2

### B2B

- Received coveted 'Green Pro' Ecolabel certification by CII for the entire B2B lighting range, a key differentiator
- Continued growth in high-mast and indoor commercial lighting
- High-teens contribution from new products, including street, flood lights and functional ranges
- Marque projects include JSW Steel, Chennai Municipal Corp, amongst others

3

### B2C

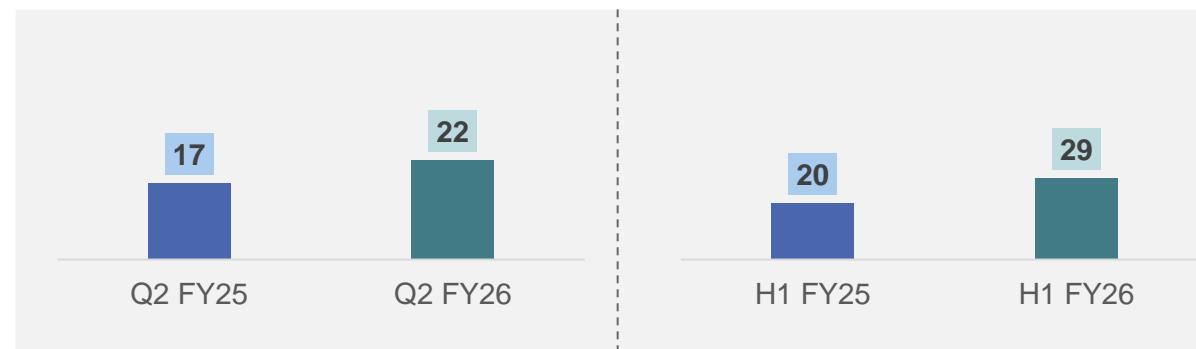
- Growth driven by ceiling and street/flood lights
- Mid-teens contribution from new products, led by accessories, table lamps, and high-wattage backup lamps

Performance

Revenue (Rs. Cr)



EBIT (Rs. Cr)



Q2 Highlights

1

**Revenue rose to Rs. 293 Cr, up 14% YoY**

- Core categories delivered double-digit growth, supported by sustained volume growth and new product launches
- Premium offerings led to disproportionate growth in E-com, Modern Trade and Regional Chain Stores
- GST reduction coupled with festivities led to buoyancy in kitchen categories, with products such as pressure cookers benefitting the most

2

**EBITDA margin expanded by 60 bps YoY to 9.5%; Expansion driven by gross margin improvement & cost optimization**

3

**EBIT grew by 29% YoY; EBIT Margin at 7.5%**

4

**Idea First Series, a premium range of products introduced last quarter, gained traction across categories**

Baroda Facility Shifted from One PL to Multi-PLs	
Pre-Restructuring	Post-restructuring
Lighting	BLDC PCB
	Appliances
	Validation Lab
	Spares Warehouse
	Solar Rooftop
	Lighting
Existing	New PL
	Upcoming

- Enhancing productivity through transition from one PL to multiple PL

- Introduced new product lines i.e., BLDC PCB and appliances

- Recently inaugurated in-house validation lab

- Also exploring option i.e., spares warehouse, solar Rooftop

- Right sizing and cost optimizing exercise

- Significant strength of blue-collar employees optimized through VRS

- Restructuring cost incurred at **Rs. 20.36 Cr**

- Expected payback in less than 2 years

**Seamless execution with no impact on production & deliveries**

### 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



## Premiumisation

- Premium saliency in Fans improved to 25.4% (+180 bps YoY)
- Driven by strong volume growth in premium BLDC
- Consistently showcasing high-quality aesthetics products designed in-house through new launches



## Go-To-Market Excellence

- Alternate channel saliency at 20%
- Weather conditions impacted channel performance across regions, however, witnessed improvement vs Q1



## Brand Investments

### Crompton

- All India print campaign for Fans reinforcing Crompton's position as No.1 to showcase leadership and innovation
- High impact pre-festive campaign on Fans to build on the equity of aesthetics
- Partnership with Sania Mirza for Ameo Fresh Nutri Blender



## Innovation

- 89 New Projects Launched across product lines
- New launches led by 4VO Dura series, V3 Dura Phase 1 Series, Group Dimming 2.0 Solution for streetlights
- Launched 750 W food processor - first time for Crompton
- Inaugurated Validation Lab at Baroda

### Butterfly

- A premium range of products under 'Idea First Series' was launched and well-received across categories
- Led to mix shift towards premium categories

- Strong growth in E-com with Mixer Grinders, Pressure Cookers and Table Top Wet Grinder products ranking #1 on Amazon
- Double-digit growth in Modern Trade and Regional Chain Stores

- Idea First Series 360 degree campaign launched in Tamil Nadu
- Continuation of brand refresh and new product launches increased marketing spends YoY
- Fueling retail momentum with channel partner connect & activations

- Addressed portfolio gaps through Idea First Series
- Working on finalizing 3-year product roadmap

# Environment Scan

**GST 2.0 expected to provide recovery benefit to durables segment, albeit in a phased manner; High ticket items (automobiles, white goods) to benefit initially**

- GST reduction to act as a structural catalyst to consumption with consumers likely to have higher disposable income
- Consumer spends tightened in Q2 due to anticipated GST cuts from 22nd Sep'25 onwards
- Led to strong sales in end-Sep & Oct largely due to deferred consumer purchases as consumption moved to Q3



#### **Automobiles**

Recent automobile sales seen sharp uptick with estimated PV industry doubling to over 6.5-7.0 lakh units between GST implementation and Diwali



#### **White Goods**

High ticket white goods such as TVs, Room ACs, witnessed a sharp uptick. Demand is expected to sustain even beyond festive season, underscoring faster transmission of tax benefits in high ticket electronics



#### **Real Estate**

GST reforms have led to clear uptick in inquiries and site visits amid festivities, especially in premium and upper-mid segments



#### **Apparel & Footwear Retailers**

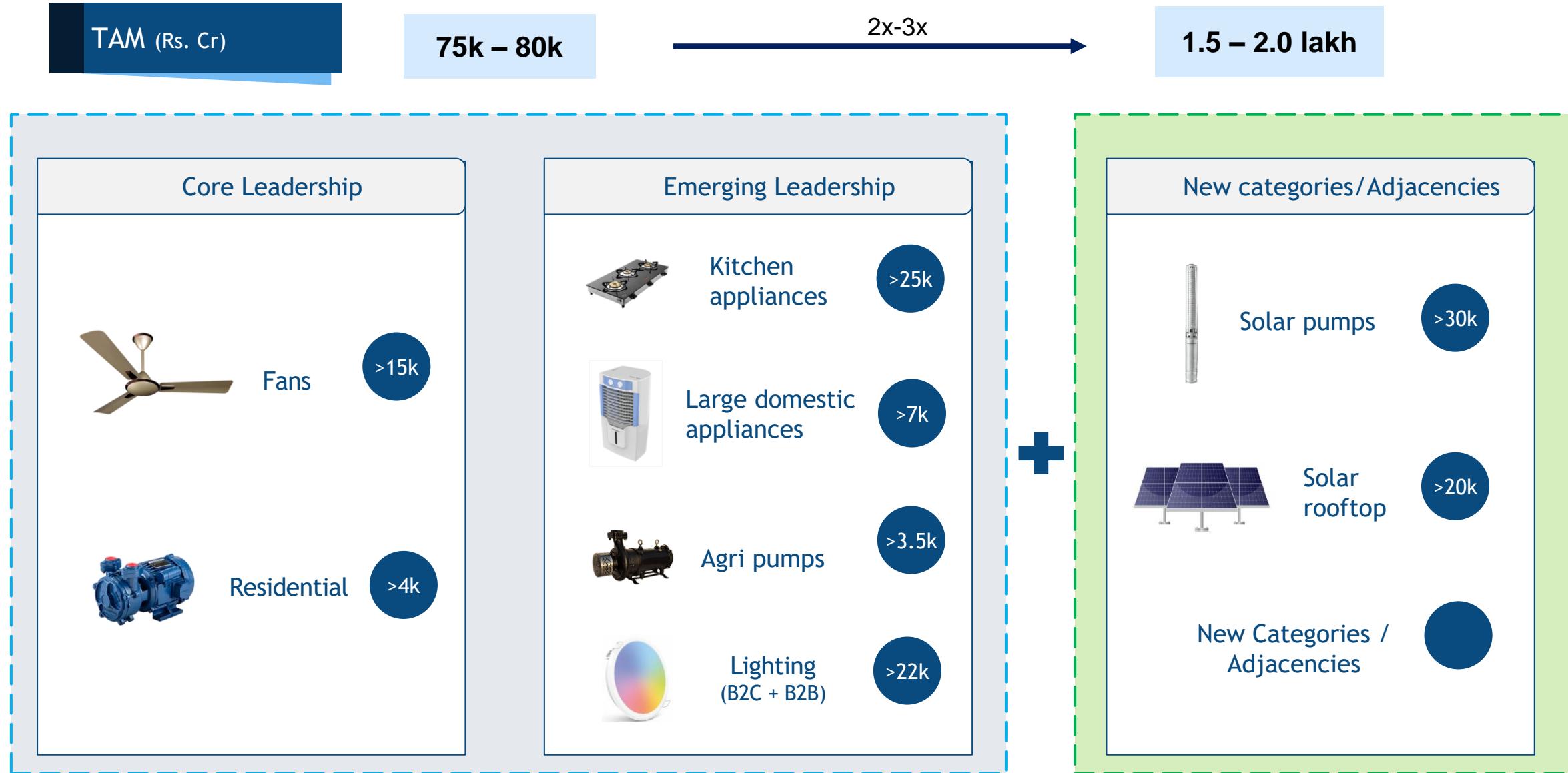
After Navratri, the market entered a post-festival lull, with consumers broadly deferring purchases. However, retailers experienced a demand pickup during Diwali

**Urban recovery to be aided by positive macro indicators**

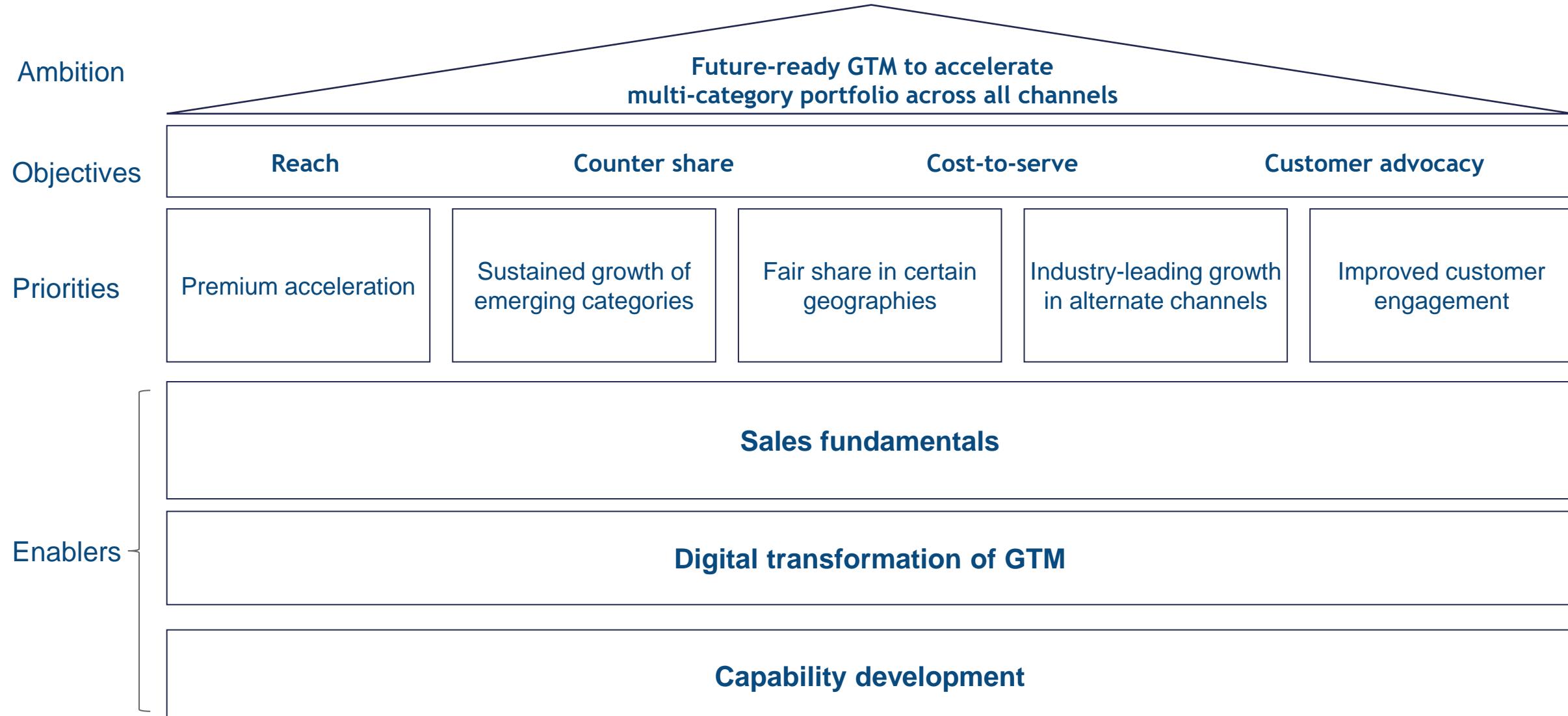
- After a prolonged slowdown, majority of FMCG companies have called out early green shoots of demand recovery in urban markets
- Rural markets continue to remain resilient, outperforming urban markets for the fifth consecutive quarter; Expected to maintain its momentum on the back of above average monsoon and easing inflation
- Interest rate cuts, easing inflation, benefits from income tax and GST revisions, should indirectly support a gradual recovery in urban consumption

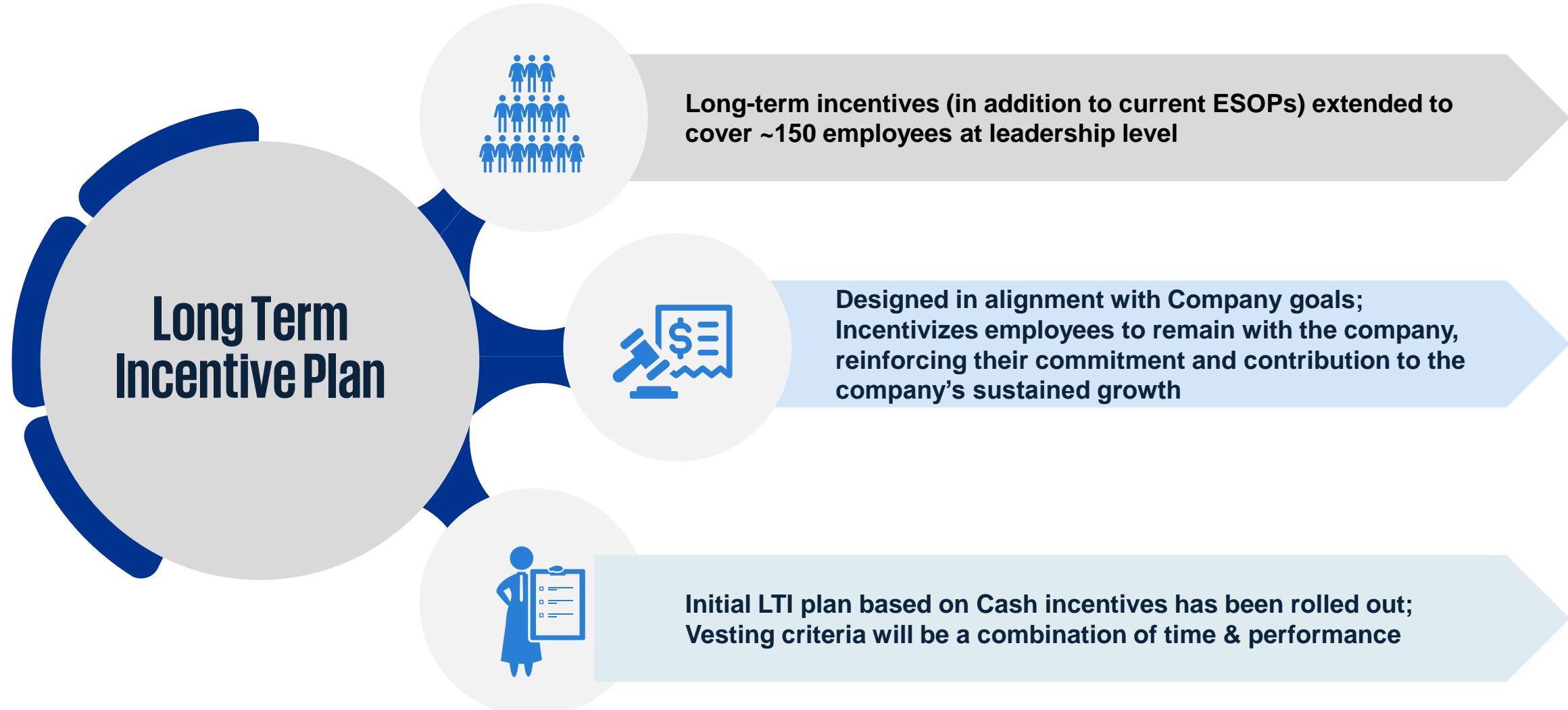
# Sustainable Value Creation

**Expanding Total Addressable Market (TAM): We have reinforced market leadership in core categories, and forayed into emerging & new growth categories to expand our TAM**



**Transforming GTM Approach:** Embarked on a GTM transformation journey to further strengthen our strategy distribution, guided by insights from a strategic study conducted by BCG





# Product Portfolio

## Fans



Ceiling



Table



Wall mounted



Pedestal



Heavy duty exhaust



Exhaust



Industrial Air Circulators

## Pumps



Residential Surface

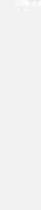


Residential Submersible



Agricultural Surface

Solar Borewell



Specialty

## Lighting



Industrial Lighting



Outdoor Lighting



Discharge Lamps



Floodlights



LED Lamps



LED battens



LED Ceiling lights



LED Rope & Strip Light

## Large Domestic Appliances



Air Cooler



Water Heater



Immersion Rod



Room Heater

## Small Domestic Appliances



Mixer Grinder



Dry Iron



Air Fryer



OTG



Juicer



Induction Cooktop



Kettle



Hand Blender

## Large Kitchen Appliances



Chimney



Dishwasher



Hob

## Butterfly



Mixer Grinder



Gas Stoves



Wet Grinders



Pressure Cookers

**HS Riviera Neo and  
Rural Model 48" & 36"**  
Eco Category, High Speed, 1 star.



**Toro (Cu)-24"**  
Antidust, High Speed, Deco Aesthetics, 100% copper winding motor



**Toro 56"**  
Antidust, High Speed, Deco Aesthetics, sweep extension



**V4 Resi Dura 1.0\_P2**  
Super Cool LCD Motor with higher core length & more water content thus ensuring lower winding temperatures ensuring longer life.



**Solar Pumps**  
Complied with MNRE 2023 guidelines  
RMS unit with 4G compatibility & APP for farmer.  
IP65 Enclosure to protect in outdoor conditions.



**Arno Neo Insta 3L**  
Instant Hot water with 3kW Heating Element  
Rust-Proof Outer Body  
3-Level Safety: Thermostat, Thermal Cut-out, Pressure



**Eliteo Mid Premium Chimney with BLDC**  
Auto Clean .BLDC motor,  
Gesture control,  
Filter less technology



**Durogrand Plus - 750 W food processor**  
First time for Crompton , In-House design



**LED Tile**  
Cutting-edge lighting solution designed to deliver exceptional brightness, energy efficiency, and long-lasting performance for modern commercial and residential spaces.



## Marketing: Multiple marketing activities in Q2 aimed to boost brand recognition

### "India's No.1" campaign

- India's No.1 Fan Campaign:** Showcasing Crompton's Market Leadership & First-to-Market Innovation
- Coverage:** 30+ print insertions, 90M+ reach on digital, 100+ OOH billboards.



### Fans Pre-Festive Campaign

- Coverage:** 6 airports, 80+ buses, 50+ metro sites, 100+ marquee OOH sites across 10 cities.
- Lift Branding:** 300+ premium societies in Delhi & Mumbai.



### SDA Leads Brand Campaign

- 360° Campaign:** High-frequency across WB, UP & Delhi NCR
- CTV:** 80% reach, 7+ frequency, partnered with Sania Mirza and Genelia D'Souza
- Digital:** Targeted, reached 13M+ intent audience



### Extending advertising muscle to explore avenues in Pumps

- Print:** 50 high-frequency inserts in UP, Bihar, Rajasthan, Jharkhand & Odisha
- OOH:** ~199 sites across UP, Bihar, Jharkhand, Odisha, WB, Assam & NE
- Wall Painting:** 74,000+ sq.



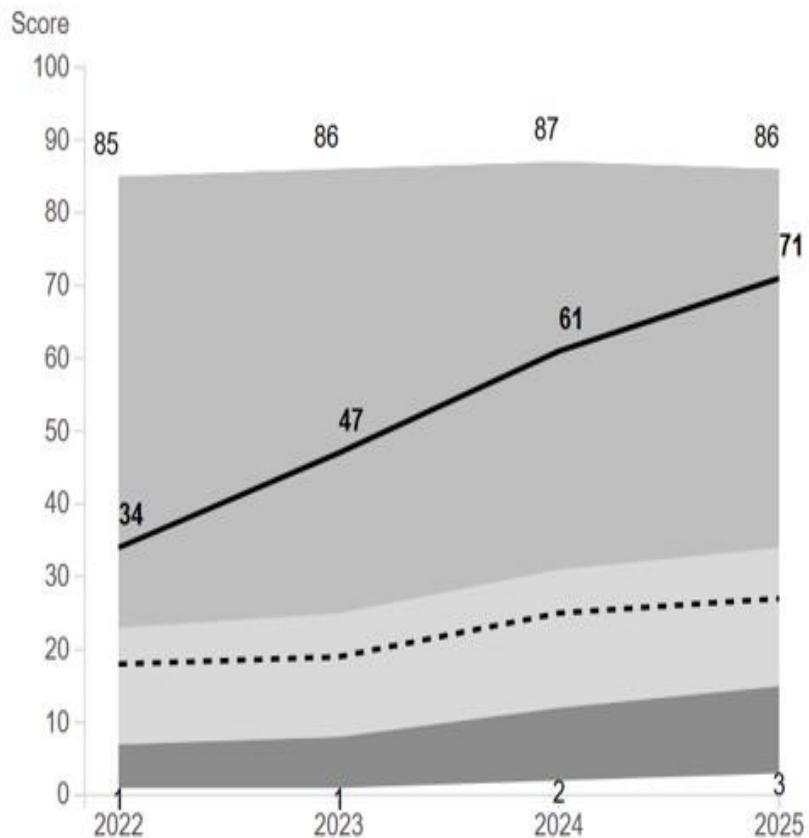
दैनिकभास्कर दैनिकजागरण

### Q2 Diwali Campaigns

- LKA:** Digital Campaign for Eliteo Launch & QuietPro Plus Chimney
- Amazon:** Diwali Consumer Offer 'Crompton's Golden Celebrations'
- Flipkart:** Leveraging Super Star Brand sponsorship to maximize brand visibility



Sustainability scores: Company vs. Selected benchmark



## S&P Global Ratings

### Crompton Greaves Consumer Electricals Limited

**SURVEY RESPONDENT** Methodology Year: 2025 GICS Sector: Consumer Discretionary ESG Score Industry: DHP

#### Industry Drivers

No data found

#### Industry Overview

	Total CSA Score	Environmental Dimension	Social Dimension	Governance & Economic Dimension
Arçelik Anonim Sirketi	86	91	89	79
<b>Crompton Greaves Consumer Electricals Limited</b>	<b>71</b>	<b>73</b>	<b>72</b>	<b>68</b>
Vestel Beyaz Esya Sanayi ve Ticaret A.S.	68	78	64	63
COWAY Co., Ltd.	63	67	66	58
Midea Group Co., Ltd.	63	73	60	58
Whirlpool Corporation	62	78	60	50
AB Electrolux (publ)	55	72	53	44



DHP Household Durables

**S&P Global ESG Score**

**72** /100

Data Availability: High

Last updated: October 22, 2025

Updated annually or in response to major developments

#### Score breakdown

■ ESG Score ■ Industry ESG Score Average

##### Environmental

CSA Score 73 | ESG Score 74 | Industry Average 33

##### Social

CSA Score 72 | ESG Score 72 | Industry Average 31

##### Governance & Economic

CSA Score 68 | ESG Score 69 | Industry Average 32

- ESG score of **72/100** up from 62/100 last year
- Globally ranked **2<sup>nd</sup>** in Household Durables, up from 4<sup>th</sup> rank last year

## Awards and Recognitions



Achieved CII GreenPro (Type-I Ecolabel) Certification for Entire B2B Lighting Product Range

1. **Chief Executive Award:** Mr. Promeet Ghosh – Outstanding leadership & vision in the energy sector
2. **Energy Transition Award (Jury Recognition):** Efforts in driving cleaner, sustainable energy and reducing carbon footprints

SilentPro FluidoWave and Solarium Blaze 3L have been honored with the **German Design Award 2026** for design excellence and innovation

Received the **Golden Peacock Award 2025**, reaffirming our commitment to top-tier governance and stakeholder trust

# Crompton Standalone Q2 Financial Performance

Particulars	Q2 FY26	Q2 FY25	Y-o-Y	Q1 FY26	Q-o-Q	H1 FY26	H1 FY25	Y-o-Y
Net Sales	1,632	1,645	-0.8%	1,819	-10.3%	3,450	3,605	-4.3%
Less: Material Cost	1,137	1,121	1.5%	1,254	-9.3%	2,391	2,467	-3.1%
<b>Material Margin as a % of Net Sales</b>	<b>494</b>	<b>525</b>	<b>-5.8%</b>	<b>565</b>	<b>-12.5%</b>	<b>1,060</b>	<b>1,137</b>	<b>-6.9%</b>
	<b>30.3%</b>	<b>31.9%</b>		<b>31.1%</b>		<b>30.7%</b>	<b>31.6%</b>	
Employee Cost	135	133	1.8%	144	-5.7%	279	267	4.3%
Advertisement & Sales Promotion	59	58	2.4%	78	-24.1%	137	147	-6.8%
Other Expenses	170	154	10.6%	166	2.3%	336	320	4.9%
<b>EBIDTA as a % of Net Sales</b>	<b>130</b>	<b>180</b>	<b>-27.9%</b>	<b>178</b>	<b>-26.9%</b>	<b>308</b>	<b>403</b>	<b>-23.6%</b>
	<b>8.0%</b>	<b>11.0%</b>		<b>9.8%</b>		<b>8.9%</b>	<b>11.2%</b>	
Less: Depreciation & Amortization	27	21	29.0%	23	17.3%	49	40	22.7%
<b>EBIT as a % of Net Sales</b>	<b>103</b>	<b>160</b>	<b>-35.3%</b>	<b>155</b>	<b>-33.4%</b>	<b>258</b>	<b>362</b>	<b>-28.7%</b>
	<b>6.3%</b>	<b>9.7%</b>		<b>8.5%</b>		<b>7.5%</b>	<b>10.1%</b>	
Less: Finance Cost	5	11	-55.0%	9	-48.1%	14	24	-43.5%
Add: Other Income	16	16	2.4%	22	-28.0%	38	37	1.6%
Less: Exceptional Item	20	-		-		20	-	
Profit Before Tax as a % of Net Sales	94	165	-42.8%	168	-44.0%	262	375	-30.2%
	5.8%	10.0%		9.2%		7.6%	10.4%	
<b>Adj. Profit Before Tax # as a % of Net Sales</b>	<b>114</b>	<b>165</b>	<b>-30.5%</b>	<b>168</b>	<b>-31.9%</b>	<b>282</b>	<b>375</b>	<b>-24.8%</b>
	<b>7.0%</b>	<b>10.0%</b>		<b>9.2%</b>		<b>8.2%</b>	<b>10.4%</b>	
Tax Expenses	24	41	-42.0%	43	-43.9%	67	94	-29.3%
Net Profit as a % of Net Sales	70	123	-43.1%	125	-44.0%	195	281	-30.5%
	4.3%	7.5%		6.9%		5.7%	7.8%	
<b>Adj. Net Profit* as a % of Net Sales</b>	<b>85</b>	<b>123</b>	<b>-30.8%</b>	<b>125</b>	<b>-31.9%</b>	<b>210</b>	<b>281</b>	<b>-25.1%</b>
	<b>5.2%</b>	<b>7.5%</b>		<b>6.9%</b>		<b>6.1%</b>	<b>7.8%</b>	
<b>Basic EPS##</b>	<b>1.09</b>	<b>1.92</b>		<b>1.94</b>		<b>3.03</b>	<b>4.37</b>	

Note: # Baroda plant restructuring costs of Rs. 20.36 Cr; \* Baroda restructuring cost net of tax ## Not Annualized

## Q2 Highlights

- Revenue stood broadly stable at Rs. 1,632 Cr, reflecting resilient performance despite the impact of prolonged monsoons
- Rising commodity prices, led to 160 bps YoY contraction in material margin
- Strategic investments in talent and brand-building (A&P) continued in line with the company's long-term growth priorities
- EBITDA margin stood at 8.0%
- Adj. PBT# at Rs. 114 Cr, with margin at 7.0%

# Crompton Consolidated Q2 Financial Performance

Particulars	Q2 FY26	Q2 FY25	Y-o-Y	Q1 FY26	Q-o-Q	H1 FY26	H1 FY25	Y-o-Y
Net Sales	1,916	1,896	1.0%	1,998	-4.1%	3,914	4,034	-3.0%
Less: Material Cost	1,311	1,276	2.7%	1,356	-3.4%	2,667	2,732	-2.4%
<b>Material Margin as a % of Net Sales</b>	<b>605</b>	<b>621</b>	<b>-2.5%</b>	<b>642</b>	<b>-5.8%</b>	<b>1,247</b>	<b>1,302</b>	<b>-4.2%</b>
Employee Cost	165	160	3.5%	170	-2.7%	335	321	4.2%
Advertisement & Sales Promotion	82	76	8.1%	93	-12.0%	175	173	1.2%
Other Expenses	200	182	9.9%	188	6.2%	388	372	4.1%
<b>EBIDTA as a % of Net Sales</b>	<b>158</b>	<b>204</b>	<b>-22.2%</b>	<b>192</b>	<b>-17.4%</b>	<b>350</b>	<b>436</b>	<b>-19.7%</b>
Less: Depreciation & Amortization	44	38	15.4%	40	11.5%	84	75	10.9%
<b>EBIT as a % of Net Sales</b>	<b>114</b>	<b>165</b>	<b>-30.9%</b>	<b>152</b>	<b>-24.9%</b>	<b>267</b>	<b>361</b>	<b>-26.1%</b>
Less: Finance Cost	5	12	-57.1%	10	-47.5%	15	28	-45.6%
Add: Other Income	13	17	-23.0%	24	-43.4%	37	41	-9.8%
Less: Exceptional Item	20	-		-		20	-	
Profit Before Tax as a % of Net Sales	102	171	-40.1%	166	-38.5%	268	374	-28.3%
<b>Adj. Profit Before Tax<sup>#</sup> as a % of Net Sales</b>	<b>123</b>	<b>171</b>	<b>-28.2%</b>	<b>166</b>	<b>-26.2%</b>	<b>289</b>	<b>374</b>	<b>-22.9%</b>
Tax Expenses	27	43	-37.2%	42	-36.5%	69	94	-26.5%
Net Profit as a % of Net Sales	75	128	-41.1%	124	-39.1%	199	280	-28.9%
<b>Adj. Net Profit * as a % of Net Sales</b>	<b>91</b>	<b>128</b>	<b>-29.3%</b>	<b>124</b>	<b>-26.9%</b>	<b>214</b>	<b>280</b>	<b>-23.5%</b>
<b>Basic EPS##</b>	<b>1.11</b>	<b>1.94</b>		<b>1.90</b>		<b>3.00</b>	<b>4.30</b>	

Note: # Baroda plant restructuring costs of Rs. 20.36 Cr; \* Baroda restructuring cost net of tax

## Not Annualized

## List of Acronyms

Acronym	Definition
ATL	Above the line
B2B	Business-to-business
B2C	Business-to-consumer
BLDC	Brushless Direct Current
CTV	Connected Television
EBIT	Earnings Before Interest and Taxes
EBITDA	Earnings Before Interest, Taxes, Depreciation and Amortization
ECD	Electrical Consumer Durables
ESOP	Employee Stock Ownership Plan
GOI	Government of India
GTM	Go-to-market
GST	Goods and Services Tax
HVLS	High-volume, low speed
IDF Series	Idea First Series

Acronym	Definition
LDA	Large Domestic Appliances
LED	Light Emitting Diode
LKA	Large Kitchen Appliances
LTI	Long-Term Incentives
MNRE	Ministry of New and Renewable Energy
OEM	Original Equipment Manufacturer
OOH	Out-of-Home
PAT	Profit After Tax
PBT	Profit Before Taxes
PM KUSUM	Pradhan Mantri Kisan Urja Suraksha evam Utthan Mahabhiyan
SDA	Small Domestic Appliances
TPW	Table, Pedestal and Wall
VRS	Voluntary Retirement Scheme

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**Crompton**

**Butterfly**

# Thank you

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