



Crompton Greaves Consumer Electricals Limited

Registered & Corporate Office:

05GBD, Godrej Business District, Pirojshanagar,
Vikhroli (West), Mumbai 400079, India

Tel: +91 7304575254

W: www.crompton.co.in CIN: L31900MH2015PLC262254

Email: crompton.investorrelations@crompton.co.in

Date: June 11, 2025

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: 29/2025-26	Our Reference: 29/2025-26

Dear Sir/ Madam,

Sub: Investor Presentation

Ref: SE Intimation Ref. No. 27/2025-26 dated June 02, 2025

This is in continuation of our letter dated June 02, 2025 as referred above, wherein the Company has intimated to the stock exchange(s) regarding schedule of Analysts/ Institutional Investor(s) Meeting(s) to be held on June 11, 2025 and June 12, 2025 with the various investors.

In this regard, please find enclosed a presentation to be made in the aforesaid investor meeting(s).

You are requested to take the above information on your record.

Thanking you,

For **Crompton Greaves Consumer Electricals Limited**

Rashmi Khandelwal
Company Secretary & Compliance Officer
ACS - 28839

Encl: A/a

Crompton

Investor Presentation

June 2025



Butterfly

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 at work



Value Unlock



Q4 & FY25 Highlights



Key Strategic Tenets



Annexure

Crompton 2.0 at work

1

Highest penetrated brand in fans and residential pumps over decades



2

Fastest growing home appliances company



3

No.1 in E-Com for water heaters and air coolers high-quality products catering to consumer needs, backed by seamless online shopping experience



4

Created extensive reach, widespread availability across customers for easy consumer access 3 lakh+ retailers, 6.5K channel partners, and 1.1K+ service centers



5

No.1 in India and among the top 3 Globally in household durables industry in S&P global ESG and corporate sustainability assessments'24



6

Continued Focus on People

Second consecutive winner for Deloitte best managed companies in India



7

Improvising the digital experience for consumers seamless UX across digital touchpoints, intuitive website for quick access, quick social media responses <20 minutes



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

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
- Reaching our consumer through a multi-media approach, focusing both on mass reach platforms and digital ecosystems
- Renewed focus on A&P led to spends increasing by 18% YoY in FY25

A&P spends as % of Revenue

Fiscal Year	A&P spends as % of Revenue
FY21	1.7%
FY22	1.7%
FY23	2.5%
FY24	3.4%
FY25	3.6%

Continued focus on innovation

- Continued to strengthen core technology in existing categories and introduce unique first-time solutions
- Investments in innovation stands at Rs. 100 Cr+ in FY25
- Launched 170 new products during the year
- Crompton unveiled its 'TechWithHeart' philosophy, underscoring its dedication to 'Innovation that Listens, Tech that Cares'
- Developed digital platform for remote monitoring system for solar pumps

Building People Capabilities

Fostering a purpose led and values driven culture with growth-oriented mindset

Under the organization restructuring, initiated matrix structure and category boards

Key hires at leadership level were towards consumer-led organization – (e.g. CMO, PL-Fans, PL-LKA, Head-Quality)

1

Launch of a high energy efficient induction motor fan



2

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



3

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



Backed by trust and to advance its technology for scalable, future-ready products, we have adopted a bold '**Platform-First**' strategy to drive innovation

Benefits of Platform First Approach



Greater control over product development



Enhanced agility to adapt to evolving consumer needs



Improved after-sales service turnaround



Builds on deep industry expertise and insights into electronic components



Streamlined procurement and inventory processes



- Developed an **in-house advanced BLDC platform** to enhance the product performance, reliability, and efficiency
- Completely indigenous platform** consisting of an efficient motor, robust electronics and smart connectivity, scalable across a range of products



Energion Niteo



Energion Nucleoid



- As the **leader in induction fans technology** for several decades, developed the X-Tech platform
- From **Classic to Cutting-edge**, the platform is future forward and delivers higher energy efficiency and durability
- Engineered in India, Built for the World** while **leveraging India's supply chain might**



HS Duro



SuperFlo



SilentPro Fluido Wave

Crompton 2.0 at work: Stepped up A&P spends during the year

Crompton

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



Fans



Air Coolers



Mixers

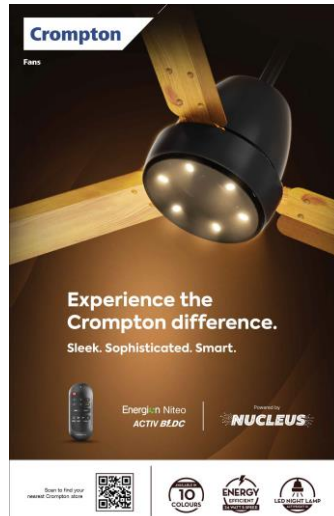


Water Heaters



Shaping a bold new language for fans – 'Sculpted, Not Made.'

Print and OOH across 25 cities over 15+ Publications and 500+sites



Strengthening our E-com positioning



#TechWithHeart – 'Innovation that Listens. Tech that Cares.'

PR Meet received 250+ coverages across India



Strengthening Crompton brand equity, driving consumer demand and winning in the market

Strengthening leadership in fans

Fortifying leadership in pumps

Drive share gain in air coolers and water heaters

Build B2C lighting range and B2B scale-up

Use range to accelerate kitchen appliances business

Strengthening crompton master brand

Driving premiumization

Institutionalizing the voice of consumer through insights

Future proofing through marketing tech stack

Crompton

Bring home the Crompton family

+ INDIA'S *Trusted* Brand for 85+ Years +



Crompton assist

Service Numbers
7428713838 | 9228880505
<https://www.crompton.co.in>

FANS • LIGHTING • PUMPS • AIR COOLERS
KITCHEN APPLIANCES • GEYSERS • ROOM HEATERS



Dealer Portal

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



After Sales Service

- Launched Crompton Assist+, a dedicated program for service excellence
- Platform enhances customer satisfaction, streamlines inefficiencies, and provides data-driven insights for consistent improvement
- Launched technicians grading program and upskilling through structured development programs



Crompton Parivaar App

- Retailer connect to track secondary sales, dashboard, schemes and access digital brochure
- Tools to simplify and scale operations and deepen partner integration with faster & smarter execution

INSTALLED
5,000+ SOLAR PUMPS
IN THE 1ST YEAR

190+ STAR RATED
ENERGY EFFICIENT PUMPS
(Across Residential & Agricultural Pumps)



Range of Solar Pumps

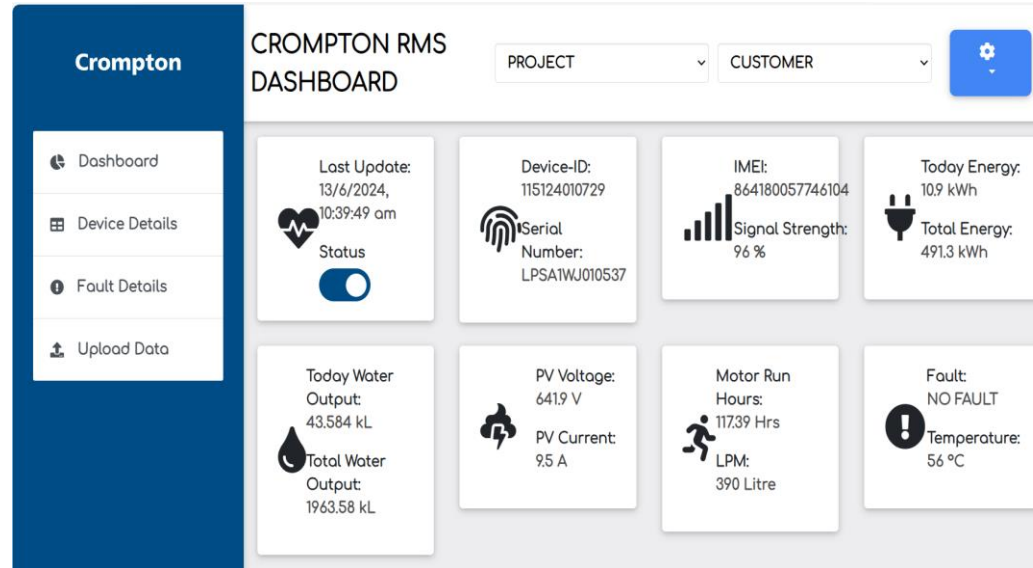


Residential Openwell Pump



Agricultural Monobloc Pump

Solar Water Pump



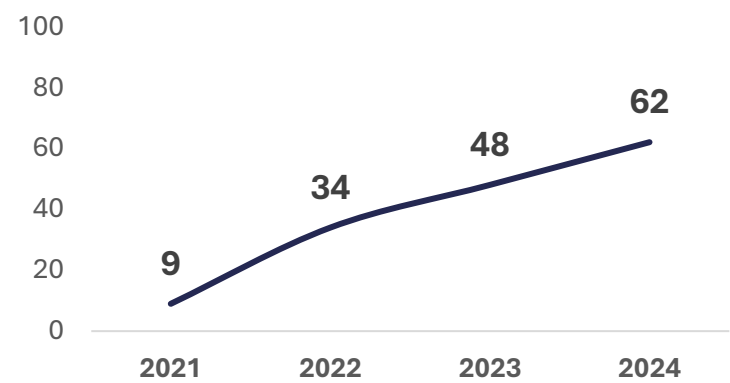
- Introduced Solar Water Pumps for Agricultural & Residential Application
- Online Monitoring System Established For Solar Pump Performance Tracking
- All Operational Pumps Connected to Dashboard
- Performance Parameter Continuously Tracked & Monitored

S&P Global ESG Score

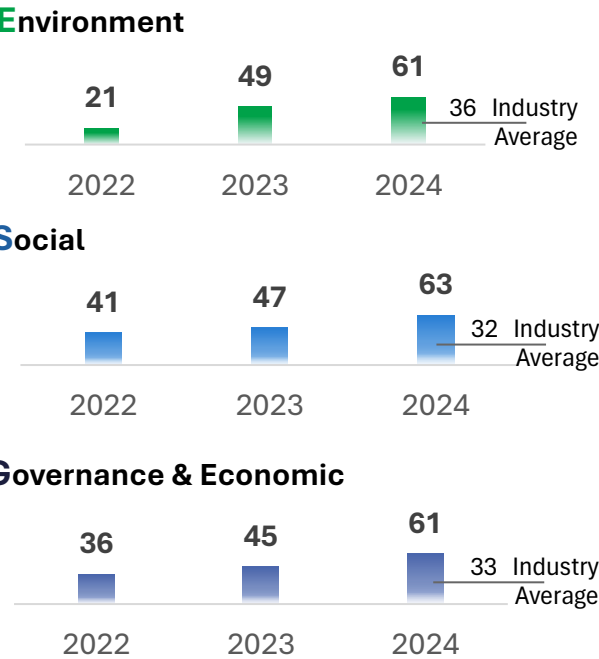
Dow Jones Sustainability Index
Crompton Greaves Consumer Electricals Ltd.

62/100 | (Industry Average 34/100)

CGCEL S&P Global ESG Score



December 2024
GICS Sector: Consumer Discretionary
ESG Score Industry: DHP Household Durables



Global Household Durable Companies	Total Score
Arcelik Anonim Sirketi	89
Vestel Beyaz Esgya Sanayi ve Ticaret A.S.	68
Whirlpool Corporation	66
★ Crompton Greaves Consumer Electricals Ltd.	61
COWAY Co. Ltd.	60
AB Electrolux (publ)	55
JS Global Lifestyle Company Ltd	51

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

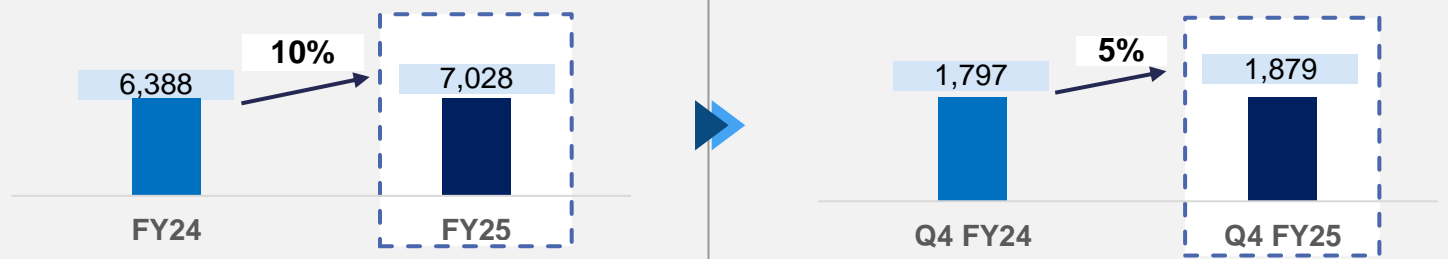


- Our commitment to sustainability and transparent communication has set us apart from industry peers
- Yearbook members are selected based on their score from the S&P Global Corporate Sustainability Assessment (CSA)
- The Sustainability Yearbook 2025 considered over 7,690 companies across 62 industries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

Crompton 2.0 continues to deliver results: Consecutive second year of double-digit growth in FY25 standalone revenue by 10% YoY; Sustained Q4 FY25 margin despite subdued demand



Standalone revenue (Rs. Cr)

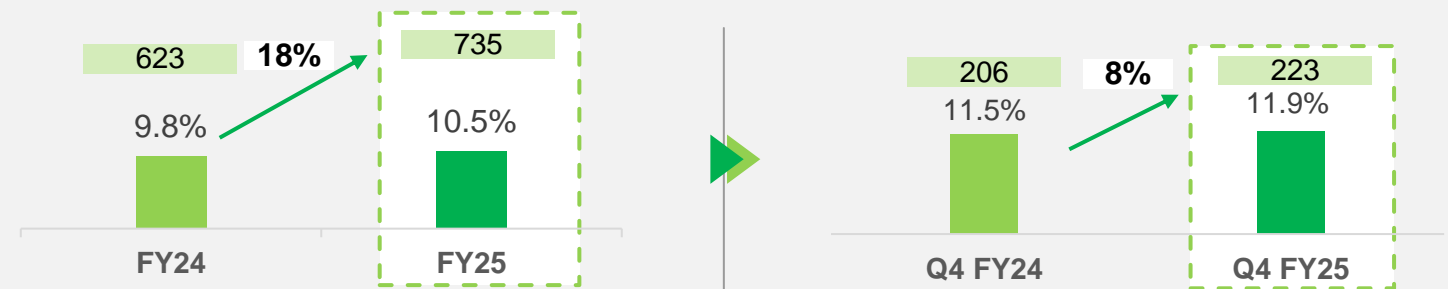


Robust revenue growth sustained:

- FY25 Revenue grew 10% YoY led by ECD
- Q4 FY25 Revenue increased 5% YoY due to subdued demand



Standalone EBIT (Rs. Cr) & EBIT Margin %

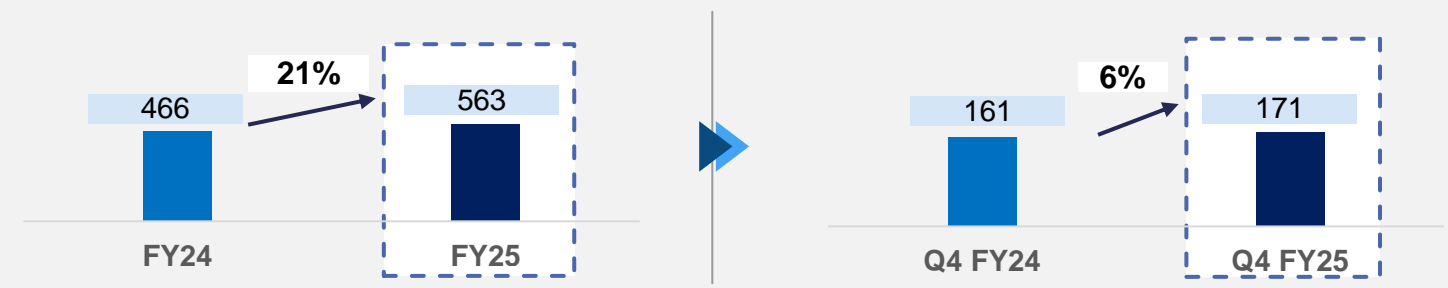


Margin strength with healthy EBIT expansion:

- EBIT for FY25 surged to Rs. 735 Cr. with margin at 10.5% driven by reduced input cost despite higher A&P spends
- Q4 FY25 EBIT rose 8% YoY to Rs. 223 Cr with EBIT margin at 11.9%



Standalone PAT (Rs. Cr)



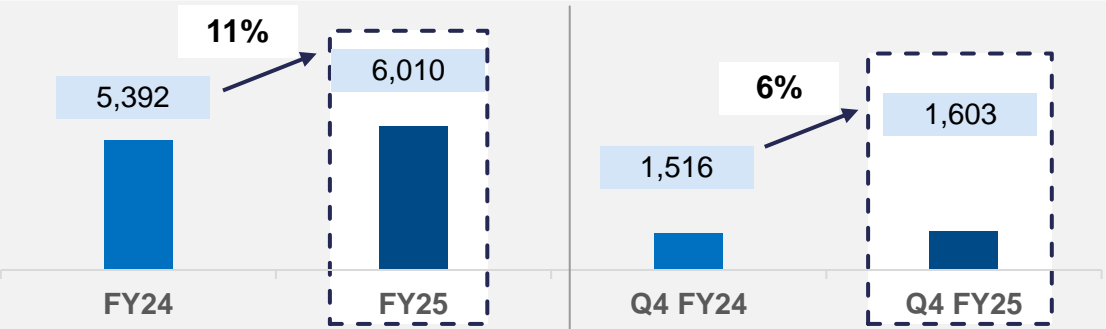
PAT accelerates ahead of topline:

- PAT for FY25 soared by 21% YoY to Rs. 563 Cr., outpacing revenue and EBIT growth
- Q4 FY25 PAT improved by 6% YoY to Rs. 171 Cr

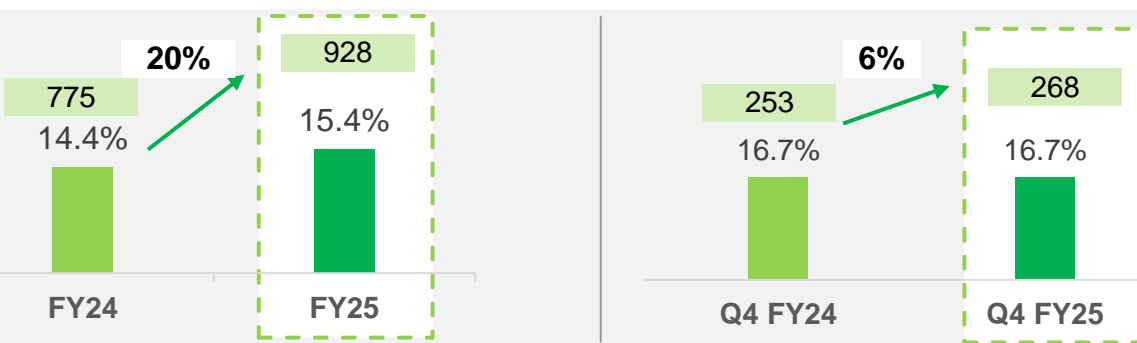


FY25 ECD revenue grew 11%; EBIT rose 20% with margin expansion by 100 bps to 15.4%

Standalone ECD revenue (Rs. Cr)

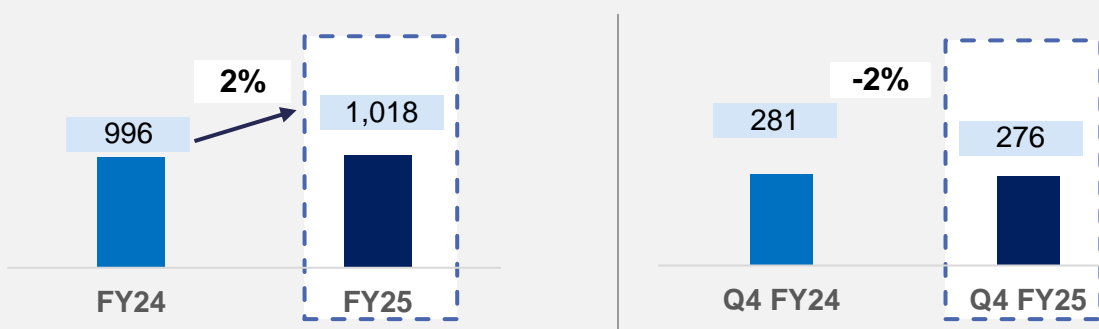


ECD EBIT (Rs. Cr) & EBIT Margin

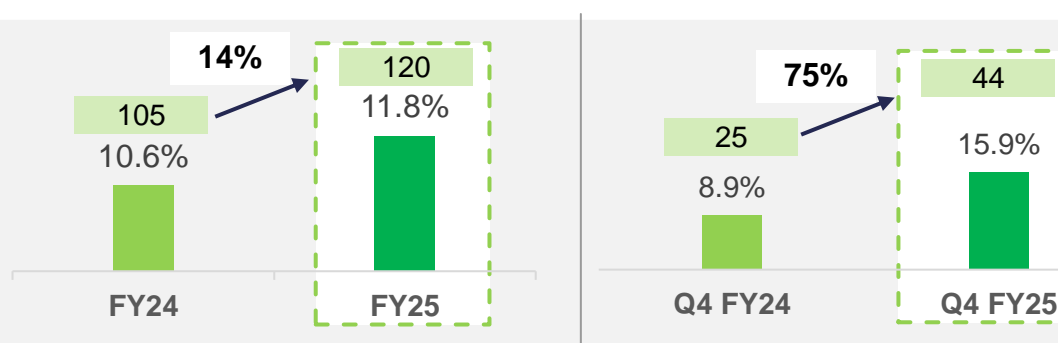


FY25 Lighting revenue rose 2%; EBIT surged 14% with margin improving by 120 bps to 11.8%

Standalone Lighting revenue (Rs. Cr)



Lighting EBIT (Rs. Cr) & EBIT Margin



Value Unlock

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

TAM (Rs. Cr)

75k – 80k

2x-3x

1.5 – 2.0 lakh

Core Leadership



Fans

>15k



Residential

>4k

Emerging Leadership



Kitchen appliances

>25k



Large domestic appliances

>7k



Agri pumps

>3.5k



Lighting (B2C + B2B)

>22k



New categories/Adjacencies



Solar pumps

>30k



Solar rooftop

>20k

New Categories / Adjacencies



Market Outlook and growth drivers



- **Large and growing market:** Rs. ~20-25k Cr market, expected to grow at 20%+
- **Strong regulatory push:** PM Surya Ghar Muft Bijli Yojana launched in Feb 2024 with an investment outlay of Rs. 75k Cr, aiming to light up 10M households; offering direct subsidies, low-interest loans (~7%), and DISCOM buybacks
- **Rising residential adoption:** Enabled by improved tech affordability, awareness, grid integration, and sharp decline in module/system costs

Competitive landscape



- **Highly fragmented market:** Top 3 players combined have less than 25% market share today
- **Ongoing consolidation:** Top players expanding share by leveraging their brand strength, strategic M&A, extensive distribution networks, and integrated service offerings

Crompton's ability to win



- **Trusted brand** seen as a reliable, energy-focused brand; extending this into solar reinforces our positioning as a comprehensive “home energy solutions” provider
- **Existing B2B relationships** with government (solar pumps, public lighting projects)
- **Strong channel network** with capability to scale

Current Manufacturing Footprint



Future Readiness

1. Capacity requirement

- Consumer preference is changing rapidly due to focus on aesthetics and shortening replacement cycle
- We need to anticipate and create capabilities tuned to market demand and product portfolio

2. Leveraging the scale of motor

- Leveraging the total scale of motor in our product portfolio (mixer, grinder, pumps, fans)

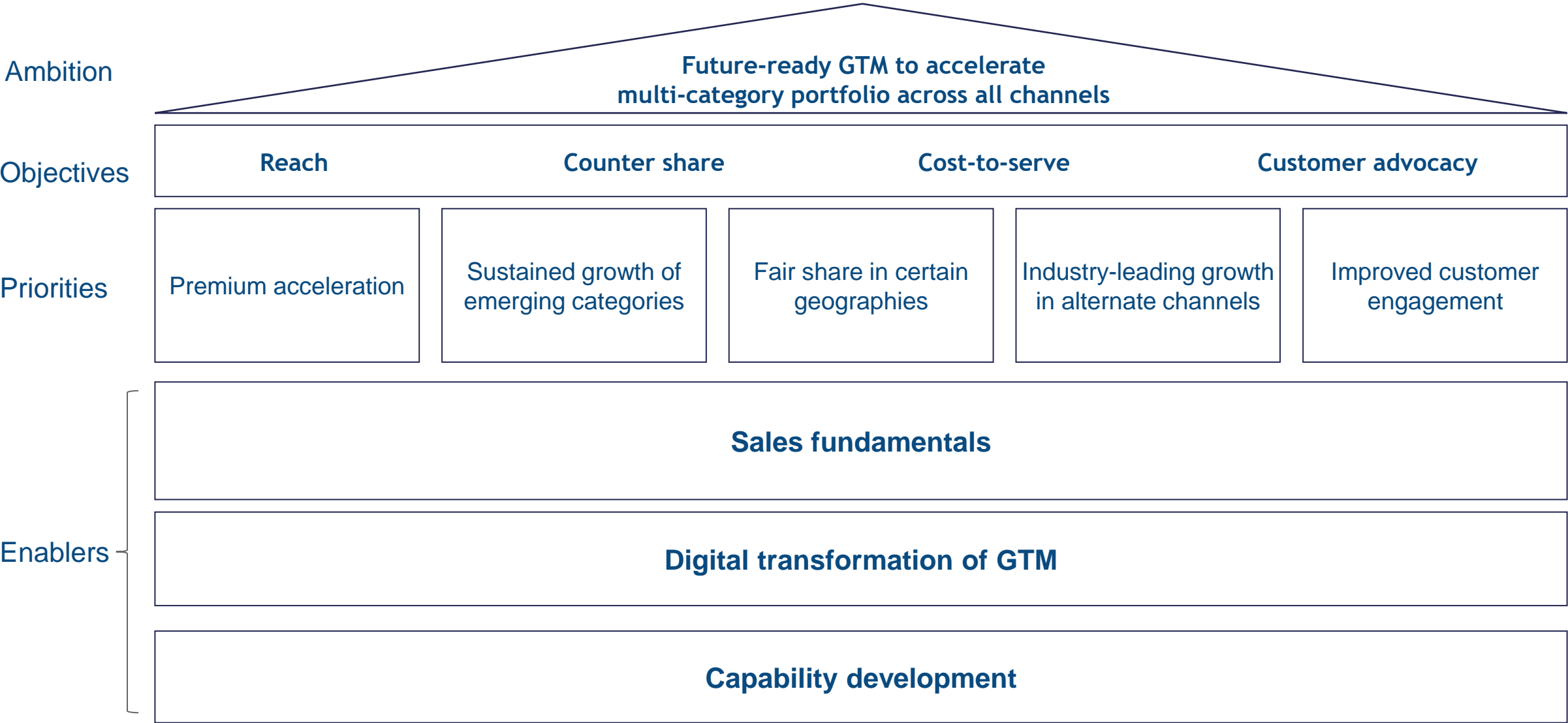
3. Strengthening manufacturing process and quality

- Backward integrate key & core processes for better control on quality & costs
- Implement sustainability and lean manufacturing

4. Regulatory changes

- With stricter BEE and BIS regulations, it is imperative to have more process control and precision in manufacturing

Phase 1 includes approx. Rs. 350 Crs of capex towards fans' manufacturing and is expected to be completed in 2-3 years



Q4 and FY25 Highlights

1

Standalone revenue stood at Rs. 7,028 Cr., recorded a robust 10% YoY growth marking the second consecutive year of double-digit growth primarily driven by strong performance in the ECD segment

2

ECD segment, revenue grew 11% YoY, underpinned by

- Modest growth in **fans**, led by TPW
- Robust growth in **pumps**, supported by effective execution of solar pump orders
- Solid performance in **appliances** (LDA & SDA), particularly led by air coolers and mixer grinders; Appliances crossed milestone of Rs. 1,000 Crs of sales

3

Lighting segment held steady amidst industry-wide price erosion

- B2C segment posted strong growth, primarily driven by ceiling and battens

4

Sales through **alternate channels recorded double-digit growth YoY**, with e-commerce serving as a strong growth driver, especially in the appliances category

5

Delivered a strong operating performance with EBIT rising by 18% YoY to Rs. 735 Cr; Margin improved to 10.5% driven by reduced input costs despite higher A&P spends

6

Butterfly recorded a resilient performance with quarter-on-quarter improvement; EBIT rose nearly 4x to Rs. 42 Cr. despite a revenue dip

1

Standalone Revenue at Rs. 1,879 Cr, delivering ~5% YoY growth

2

ECD segment drives growth, with revenue at Rs. 1,603 Cr, marking an increase by 6% YoY

- Strong performance in pumps and appliances (both large and small domestic appliances)
- Fan sales remained flat due to delayed summer amidst subdued consumer sentiment

3

Lighting segment recorded revenue of Rs. 276 Cr, strong EBIT margin of 15.9% despite higher A&P spends and industry-wide price erosion

4

Alternate channels contributed 17% to revenue; Moderate growth of 4% YoY in E-com primarily due to lower demand for water heaters

5


Launched **#TechWithHeart demonstrating Platform-first approach** through indigenous platforms Nucleus and X-Tech for BLDC and induction, respectively

6



Launched summer campaign for Air Coolers **#AankhBandKarkeLeLo**

7



Butterfly demonstrated impressive growth across core categories; revenue trajectory improved sharply delivering a 12% YoY growth coupled with a notable increase in profitability



Revenue	FY25	FY24	YoY	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ
ECD	6,010	5,392	11%	1,603	1,516	6%	1,288	24%
Lighting	1,018	996	2%	276	281	-2%	257	7%



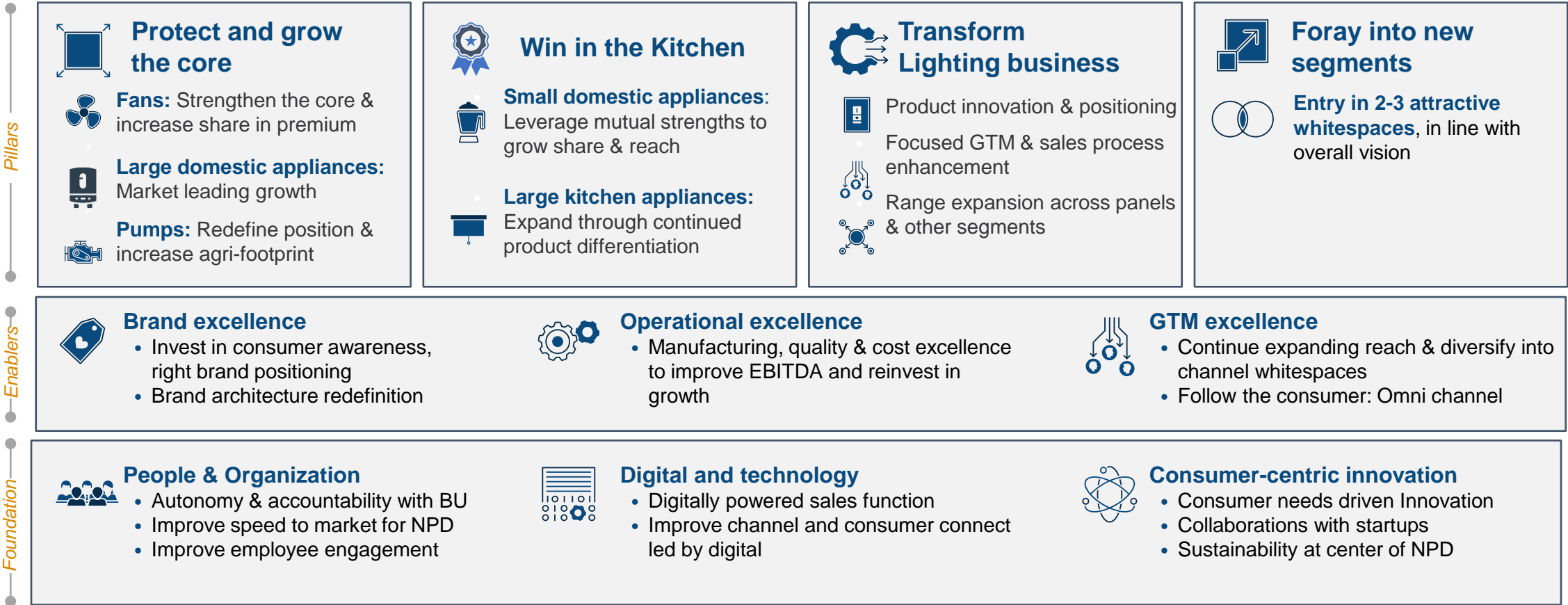
EBIT	FY25	FY24	YoY	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ
ECD	928	775	20%	268	253	6%	196	37%
EBIT %	15.4%	14.4%	100 bps	16.7%	16.7%	-	15.2%	150 bps
Lighting	120	105	14%	44	25	75%	28	58%
EBIT %	11.8%	10.6%	120 bps	15.9%	8.9%	700 bps	10.8%	510 bps



Key Strategic Tenets

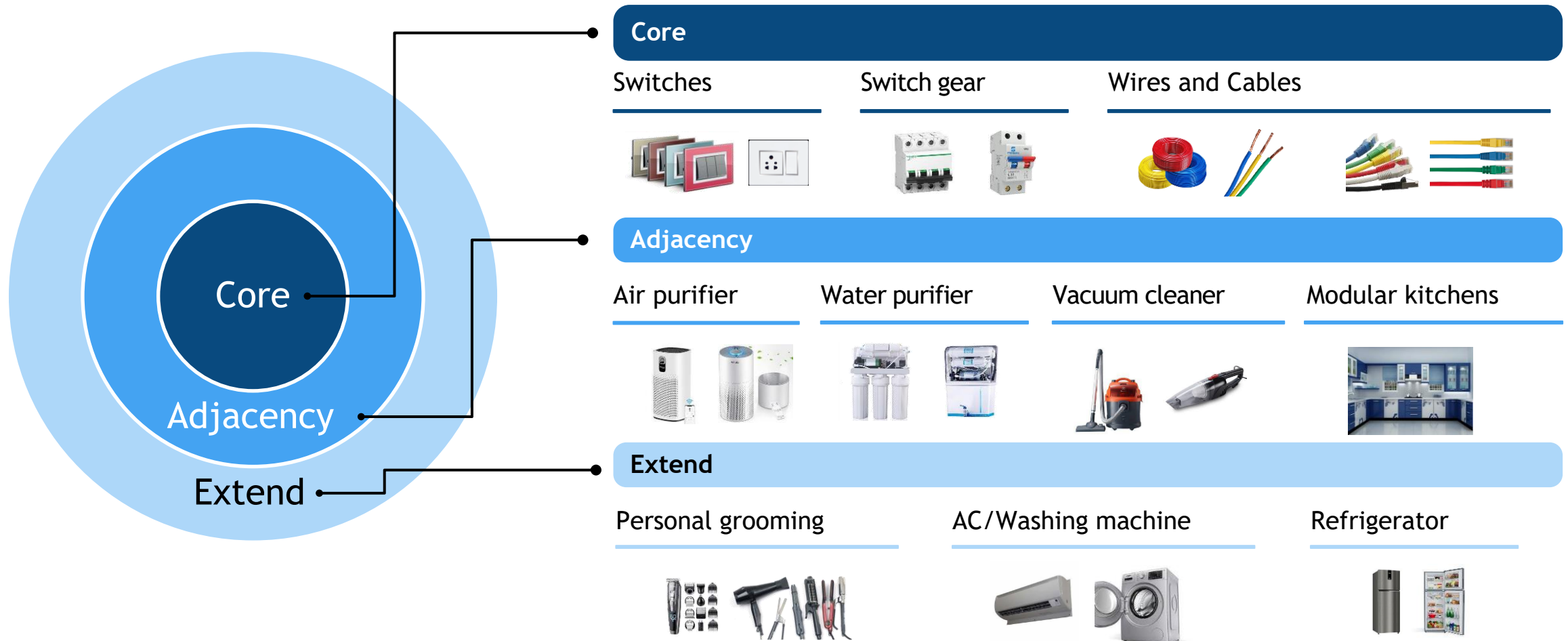
Crompton 2.0:

Accelerated growth at healthy margins to deliver strong TSR



Multiple potential plays; to be evaluated for whitespaces and synergies

Non-exhaustive

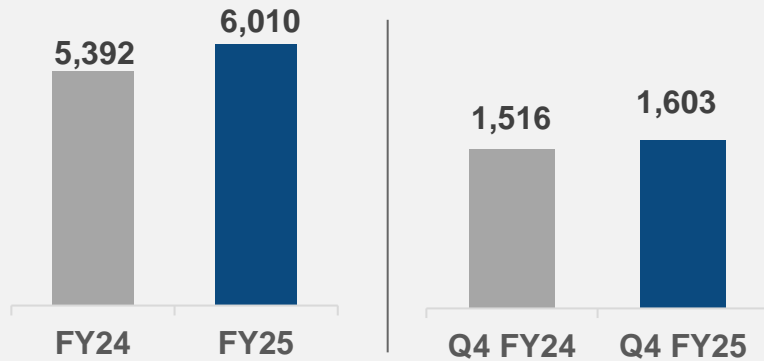


Annexure

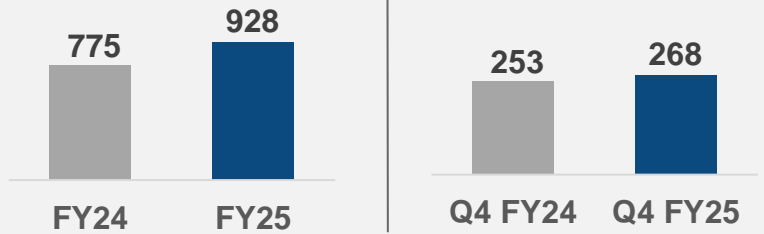
Crompton Performance

Performance

Revenue (Rs. Cr)



EBIT (Rs. Cr)



Highlights

1

Fans: Sustaining mid-single digit growth in FY25 amidst weak consumer demand

- Revenue growth led by non-ceiling fans, premium induction ceiling fans and air circulators
- Continue to focus on expanding premium segment of portfolio
 - Launched Niteo and Nucleoid BLDC fans in south pockets and through E-com and rural channels; production ramped up to support pan-India sales
 - Pricing actions taken in premium induction models to enhance competitiveness

2

Pumps: Robust revenue growth led by solar pumps

- Residential pumps retained No. 1 position on E-com
- Secured LOA for 433 pumps (Rs.10.6 Cr) from MEDA and Rs. 13 Cr order from MSEDCL
- Agri pumps growth was impacted due to weak agriculture demand, delayed season and postponement of government initiatives

3

Appliances: Witnessed healthy growth of high teens in FY25

- Crossed revenue of ₹1,000 cr+ for the year
- Achieved strong growth of 50%+ in air coolers, followed by mixer grinders growing by 30% YoY
- Launched several new products in air cooler category; strong placement in Chroma stores
- Sales was impacted due to delayed summer

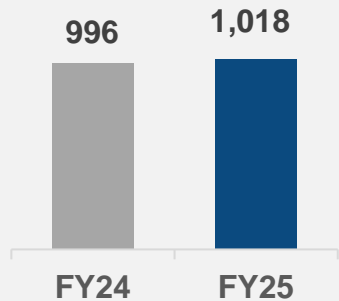
4

Built-In Kitchen Appliances: Clocked revenue at Rs. 60 Cr as EBITDA losses continue to narrow down

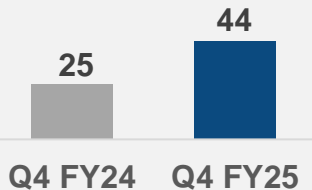
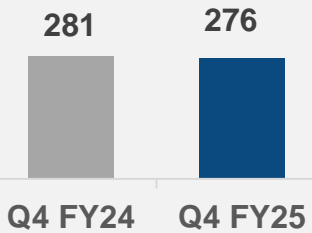
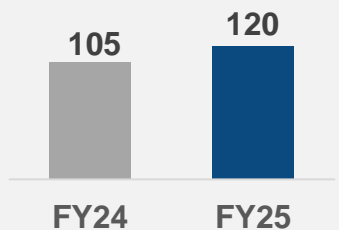
- Reached No. 3 position in chimneys category on Amazon

Performance

Revenue (Rs. Cr)



EBIT (Rs. Cr)



Highlights

- Lighting revenue grew by 2% YoY in FY25 and de-grew by 2% YoY in Q4 FY25**

B2C segment:

 - Topline growth in B2C driven through mix improvement
 - Ceiling and battens performed well during the year
 - Industry-wide double-digit price erosion continues

B2B segment:

 - Launched new products in street, flood, industrial and indoor commercial lighting
 - Some improvement in B2B pipeline wins, specifically in private sector
- EBIT margin in FY25 at 11.8% and for Q4 FY25 at 15.9% was strong, with sharp margin expansion**

 - Strong margin improvement in both B2C and B2B due to new product introductions and better mix



Niteo

5-star rated Activ BLDC technology (24W), delivering superior performance, with ActivSightUI (decorative & functional under-light)



Nucleoid

ActivBLDC Technology saving upto 60% in electricity consumption. With ergonomic remote control & superior air delivery.



Super Briz Royal

Decorative fan with heavy duty 100% copper winding motor, Anti-corrosive Aluminium blades.



OpenWell Pump (0.5HP-15M & 1HP-24M Head)

Industry 1st, patented dry winding Series in OW pumps with plug and play convenience



Elite Plus

Turbo category pump with anti-jam insert and winding, anti drip, 40% faster



Star Eco NXT -10W

Recessed Panel light with inbuilt surge & wide voltage protection



Avancer DAC (65L,80L,95L)

Auto Swing Louvers, Honeycomb Pads, Large Tank Capacity, Motor Overload Protection



Aura DAC (70L,90L,110L)

4-way air delivery, separate ice chamber, Auto Swing Louvers, Honeycomb Pads,



Flood light (250-300W)

Durable, light weight, provision for aimed lighting



Hyperjet Smart

ActivBLDC tech IoT fan with remote, App, Alexa support, and high energy efficiency (35W)



NHA1 Streetlight (200-270W)

Aerodynamic design with lower EPA rating, quality & safety standards



IntelliWave & IntelliSense Chimney

Smart Chimney solution - Gesture control, auto clean and high suction

Value: ₹ 12.3 cr



HW Backup Lamps (20w 25w 30w)

Superior battery backup, stability in voltage fluctuations, high lumen efficacy



FlamePro Cooktop

Convenience feature - removable dip tray, flameflex burner system, toughened glass protect



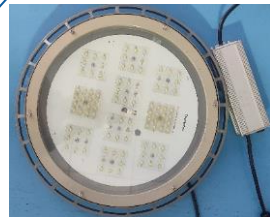
Intellimotion & IntelliSense Curve Chimney

Light noise, filterless technology & easy installation



45 W Street light

unique air vent technology which keeps temperatures low, inbuilt surge protection, IP 66 rating



High Ambient High bay

Highbay in PDC housing suitable for industrial application. Ingress protection of IP66 with additional safety chain



Closed lid rice cooker (1.8L, 2.8L)

Robust construction with convenience & safety for fast easy rice cooking.

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

India's Best Annual Report Award 2024 for Crompton's integrated annual report

Free Press Journal



4

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

Good Design Awards 2024



5

Best Audit committee Award 2023-24
presented in 11th Asia Business responsibility summit



6

RedDot 2025 recognition received for **SilentPro Fluido Wave** for design excellence

RedDot Winner 2025



SilentPro Fluido Wave

7

National Safety Award 2024 at the 12th Global Safety Summit

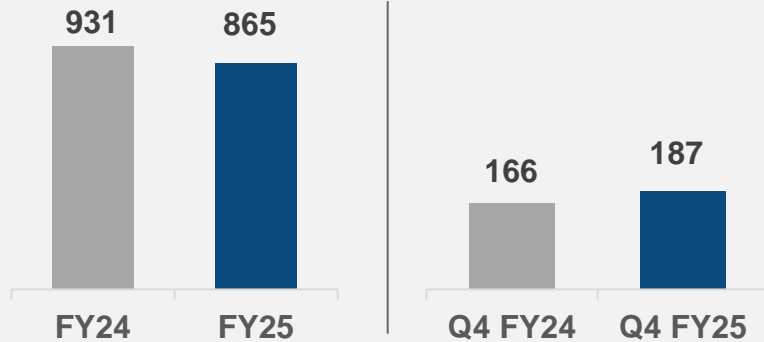
Fire and safety forum (HQ- World Safety Forum London, United Kingdom) and United Nations Global Compact Network India



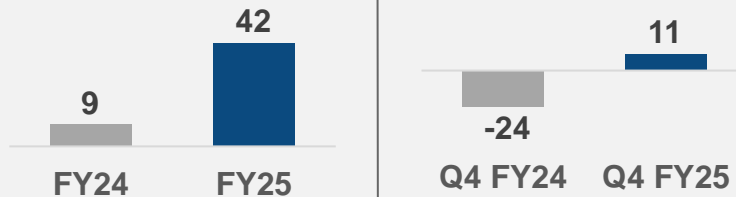
Butterfly Performance

Performance

Revenue (Rs. Cr)



EBIT (Rs. Cr)



Highlights

1

Revenue at Rs. 187 Cr, growth by 12% YoY

- Categories such as mixer grinders, cookers and wet grinders clocked a double-digit growth
- Sequential market share improvement in mixer grinders and pressure cookers
- South region conducted high impact visibility campaigns for pressure cookers across 70 key outlets which fuelled the growth
- Pricing actions implemented across retail, modern trade and exports
- Launched the 'Good for Lifetime' project, aimed at significantly enhancing quality standards and processes
- Consumer demand was soft in Q4. Going forward, we remain optimistic supported by upcoming product launches and stronger channel partnerships

2

Sharp turnaround with EBITDA margin rebounding to 8.6% vs -11.9% in Q4 FY24

- Gross margin improved significantly due to price increases and optimization of input costs & trade schemes
- EBITDA margin improvement due to gross margin expansion, channel and process interventions

Financial Performance

Crompton Standalone Q4 & FY25 Financial Performance: Consistent double-digit revenue growth and EBITDA growth in FY25 as per Crompton 2.0

Rs. Cr

Particulars	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Net Sales	1,879	1,797	4.6%	1,545	21.6%	7,028	6,388	10.0%
Less: Material Cost	1,253	1,221	2.6%	1,041	20.4%	4,761	4,413	7.9%
Material Margin	626	576	8.7%	504	24.0%	2,267	1,975	14.8%
as a % of Net Sales	33.3%	32.0%		32.6%		32.3%	30.9%	
Employee Cost	144	127	13.5%	123	16.6%	535	474	12.8%
Advertisement & Sales Promotion	57	56	1.5%	52	9.4%	256	217	17.9%
Other Expenses	179	167	6.9%	158	13.3%	657	595	10.4%
EBITDA	246	225	9.1%	171	43.7%	819	689	19.0%
as a % of Net Sales	13.1%	12.5%		11.1%		11.7%	10.8%	
Less: Depreciation & Amortization	23	19	19.4%	21	8.5%	84	65	29.1%
EBIT	223	206	8.1%	150	48.7%	735	623	17.9%
as a % of Net Sales	11.9%	11.5%		9.7%		10.5%	9.8%	
Less: Finance Cost	9	14	-36.8%	9	-4.2%	43	73	-41.2%
Add: Other Income	16	14	7.9%	10	51.1%	63	60	4.7%
Profit Before Tax	229	206	11.2%	151	52.1%	756	611	23.7%
as a % of Net Sales	12.2%	11.5%		9.8%		10.8%	9.6%	
Tax Expenses	59	45	29.7%	39	50.7%	192	145	33.1%
Net Profit	171	161	5.9%	112	52.6%	563	466	20.7%
as a % of Net Sales	9.1%	9.0%		7.2%		8.0%	7.3%	
Basic EPS	2.65*	2.52*		1.74*		8.75	7.29	

Q4 Highlights

- Steady revenue growth of ~5% YoY led by ECD
- Material margin at 33.3%, expansion by 130 bps YoY led by input cost reduction, mix improvement and cost optimization measures
- EBITDA margin improved by 60 bps YoY to 13.1%
- Steady EBIT and PAT growth of ~8% and ~6% YoY, respectively

Crompton Consolidated Q4 & FY25 Financial Performance

Rs. Cr

Particulars	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Net Sales	2,061	1,961	5.1%	1,769	16.5%	7,864	7,313	7.5%
Less: Material Cost	1,362	1,335	2.0%	1,180	15.4%	5,273	5,000	5.5%
Material Margin	699	626	11.7%	589	18.7%	2,590	2,313	12.0%
as a % of Net Sales	33.9%	31.9%		33.3%		32.9%	31.6%	
Employee Cost	168	151	11.4%	150	12.1%	639	590	8.3%
Advertisement & Sales Promotion	66	80	-17.4%	67	-1.6%	306	297	2.9%
Other Expenses	201	192	4.8%	184	8.9%	757	712	6.4%
EBITDA	264	204	29.9%	188	40.6%	888	714	24.4%
as a % of Net Sales	12.8%	10.4%		10.6%		11.3%	9.8%	
Less: Depreciation & Amortization	40	35	13.0%	38	4.3%	153	129	18.6%
EBIT	225	169	33.4%	150	49.8%	735	585	25.7%
as a % of Net Sales	10.9%	8.6%		8.5%		9.4%	8.0%	
Less: Finance Cost	10	16	-36.1%	10	-5.0%	48	79	-39.4%
Add: Other Income	16	16	-0.7%	12	37.3%	69	67	2.1%
Profit Before Tax	231	169	36.5%	151	52.7%	756	573	32.0%
as a % of Net Sales	11.2%	8.6%		8.5%		9.6%	7.8%	
Tax Expenses	59	36	65.8%	39	50.4%	192	131	46.3%
Net Profit	172	133	28.7%	112	53.4%	564	442	27.7%
as a % of Net Sales	8.3%	6.8%		6.3%		7.2%	6.0%	
Basic EPS	2.63*	2.16*		1.71*		8.64	6.88	

CSR Initiatives

Water conservation



Ground water Banking and Climate-resilient agriculture

Skill & Entrepreneurship Development



Highly skilled and employable youth workforce for fostering economic growth and societal well-being

Community Care



Uplifting community across manufacturing units

Employee Engagement



Contributing time and skills for social impact

Women Empowerment



Honoured with the Best CSR Initiative in Women Empowerment award, presented by Shri C. P. Radhakrishnan, Honorable Governor of Maharashtra



Crompton

Registered Office:

Crompton Greaves Consumer Electricals Ltd,
Godrej Business District, Plot No. 05,
Pirojshanagar, Near Gate No. 2B, LBS Marg,
Vikhroli West, Mumbai 400 079

For any query, please write to us at:

Company:

crompton.investorrelations@crompton.co.in

Connect with us on www.crompton.co.in

