

Date: January 22, 2021

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: 115/2020-21	Our Reference: 115/2020-21

Dear Sir/Madam,

Sub: Highlights of Q-3 of FY 2020-21

This is in continuation of our letter dated January 22, 2021 regarding Outcome of Board Meeting held on January 22, 2021 wherein the Company had approved the following:

1. Unaudited financial results (Standalone & Consolidated) for the quarter and nine months ended December 31, 2020
2. Limited Review Report on the unaudited Financial results (Standalone and Consolidated) for the quarter and nine months ended December 31, 2020
3. Press release on the Unaudited Financial Results for the quarter and nine months ended December 31, 2020

In this regard please find attached the highlights of Q-3 of FY 2020-21.

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

Thanking you,

For Crompton Greaves Consumer Electricals Limited

Pragya Kaul
Company Secretary & Compliance Officer
Encl: A/a

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**Information Update – Q3 FY21
(Consolidated)**

January 2021

- Quarterly Update
- Key Highlights – Q3 FY 21
- Summary of Q3 Results
- Segment Details
- Cash Flow highlights
- Cash / (Debt)
- Key Financial Ratios

- Employee's health and safety continues to company's top most priority
- Most of the macro indicators have been reflecting a strong recovery for the Indian economy in Q3, higher liquidity in the markets and uptrend in recent GST collections point towards restoration of normalcy
- With migrant labourers returning back, factories & Logistics continue to operate above last year levels
- Regions that were hit hard due to prolonged lockdown (West) and natural calamities (East) in Q2 has returned to normalcy and has shown positive outlook
- Rural Economy seems to be more resilient and promising, further aided by our investment - Rural Channel has witnessed exponential growth
- Certain supply chain disruptions were witnessed in northern states due to farmer's agitation. However, our agile processes and nimble approach ensured no market opportunity was lost
- Company faced minor commodity headwinds in Q3 and the same are expected to increase further until commodity prices ease in the future



▪ ECD Performance

- Broad based growth across all business
 - Strong performance by Fans driven by premium fans growing 51% GoLY
 - Appliances business continues exponential growth with Geysers growing 50%
 - Domestic pumps business grew by 25%
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▪ Lighting Performance

- B2C Lighting LED continues to witness healthy volume growth of 13%
 - Lighting B2G business grew on back of KSEB tender & Odisha Project execution
 - Lighting B2B business continues to face challenges due to slow order pick by institutions
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▪ Material margins expanded during the quarter over last year by ~10 bps

- Benefits accruing from cost optimization program
 - Lighting sustained double digits EBIT margins
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▪ Market Share gains and leveraging alternate channel

- E-commerce and MOR channel witnesses 53% growth in Q3
 - Rural channel continued its superior growth of 88% in Q3
 - We continued to gain market share in Fans (1%) and Appliances
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▪ Cash Conversion

- Cash conversion continues to be strong aided by efficient working capital management

Summary of Q3 Results

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Particulars	Q3 FY21 Rs. Cr	Q3 FY20 Rs. Cr	GoLY	Q2 FY21 Rs. Cr	
Net Sales	1,348	1,071	25.8%	1,213	<ul style="list-style-type: none"> Marginal improvement v/s LY. Commodity cost headwind impacted sequential performance
Less: Material Cost	916	729	25.6%	813	
Material Margin as a % of Net Sales	433 32.1%	342 32.0%	26.4%	400 33.0%	
<u>Less:</u>					
Employee Cost	93	77	20.1%	80	<ul style="list-style-type: none"> Increments effective 1st Oct A&P activity stepped up Other expenses higher due to increased activity
Advertisement & Sales Promotion	25	21	22.1%	25	
Other Expenses	114	107	6.1%	104	
EBIDTA as a % of Net Sales	200 14.9%	137 12.8%	46.4%	191 15.8%	
Less: Depreciation & Amortization	7	6	7.2%	8	
EBIT as a % of Net Sales	193 14.4%	130 12.2%	48.3%	183 15.1%	
Less: Finance Cost	11	9	21.1%	11	<ul style="list-style-type: none"> Additional interest on NCD's raised in Q1FY21 Higher investment surplus boosted investment income
Add: Other Income	20	18	11.7%	17	
Profit Before Tax as a % of Net Sales	202 15.0%	139 13.0%	45.4%	189 15.6%	
Tax Expenses	51	-22	-334.9%	47	<ul style="list-style-type: none"> LY tax included effect refund & interest thereon. Like to like PAT growth is 53%
Net Profit as a % of Net Sales	151 11.2%	161 15.0%	-6.2%	142 11.7%	

Segment Revenue

Particulars	Q3 FY21		Q3 FY20		GoLY	Q2 FY21	
	Rs.	Cr	Rs.	Cr		Rs.	Cr
Electrical Consumer Durables	1,036		787		32%	932	
Lighting Products	312		284		10%	282	
Total Income from Operation	1,348		1,071		26%	1,213	

Segment EBIT

Particulars	Q3 FY21		Q3 FY20		Q2 FY21	
	Rs.	Cr	EBIT %	Rs.	Cr	EBIT %
Electrical Consumer Durables	205		19.8%	156		19.8%
Lighting Products	38		12.3%	20		6.9%
Total	243		18.0%	176		16.4%

Lighting margins continue to deliver double digit margins

Cash Flow Highlights

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Particulars	Q3FY21	Q3FY20
	Rs Cr.	Rs Cr.
Profit before exceptional items and tax	202	139
Adjustments for:		
Depreciation	7	6
Interest and other adjustments	-3	-4
(Increase) / Decrease in Working Capital	96	7
Cash from Operation	302	147
Taxes paid	-71	-30
Net Cash from Operating Activities (A)	231	117
<u>Cash flows from Investing Activities</u>		
Interest income	3	4
(Purchase) / sale of current investments (net)	215	-126
Purchase of Fixed Assets	-6	-10
Net Cash (used in) /from investing activities (B)	213	-132
<u>Cash flows from financing Activities</u>		
Payment of dividend including DDT		
Proceeds from issue of shares	1	4
Payment of dividend including dividend distribution tax	-188	-
Repayment of Lease Liability	-3	-
Interest paid and cost of debentures paid	-0	-1
Net Cash (used in) /from financing activities (C)	-190	3
Net increase / (decrease) in cash and Bank balances	254	-12
Opening balance of Cash/Bank Balances	189	50
Closing Balance of Cash/Bank Balances	443	38

- Improved collection and efficient management of inventory aided WC efficiency

- Payment of interim dividend

- Cash / Bank includes FD's with maturity less than 3 months

Particulars	As on Dec 20 Rs. Crs	As on Dec 19 Rs. Crs	As on Sep 20 Rs. Crs
Cash and Cash Equivalent	467	39	213
Current Investment	818	498	1,020
Less: Total Debt*	479	350	479
Net Cash / (Debt)	807	188	755
Net Debt/Equity	NA	NA	NA
Net Debt/EBIDTA (Annualised)	NA	NA	NA

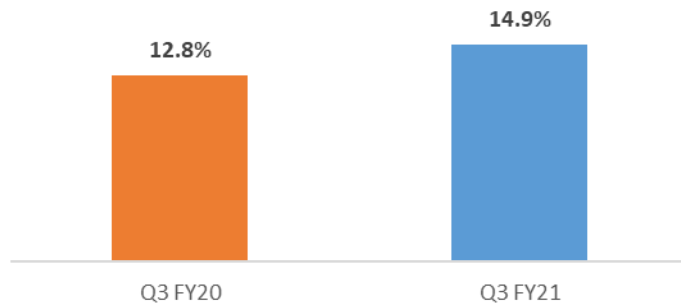
- Company's cash conversion cycle continues to remain strong and is visible in increasing net cash and equivalents over the period
- Company has also paid out Rs 188 crores dividend in Q3CY

**Excludes Interest Accrued on debt*

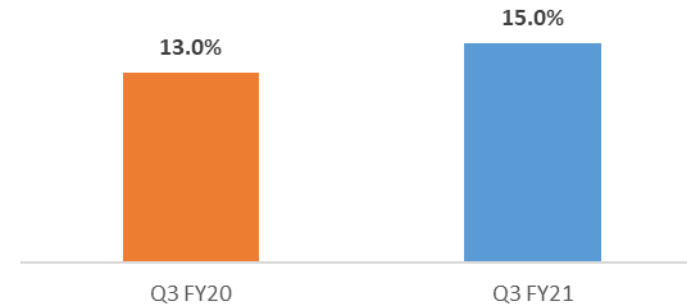
Key Financial Ratios

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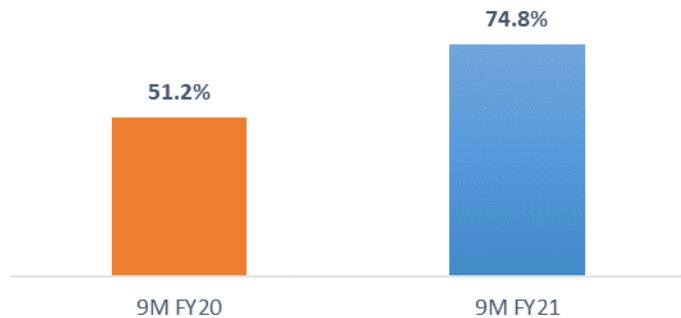
EBIDTA Margins



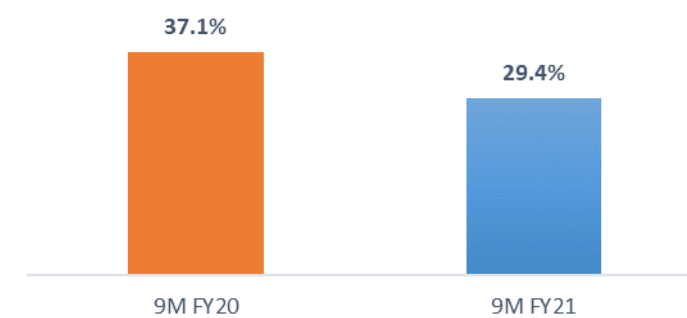
PBT Margins



RoCE



RoE



Note: Last Year RoE includes impact of tax refund and interest thereon. Like to Like RoE of LY is 32.6%

**RoCE and RoE has been annualised*

Thank You