



Smart solutions.
Strong relationships.



CROMPTON GREAVES LTD.

Investor Presentation

Mumbai, February 1, 2012



Disclaimer



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Certain statements in this Investors' Forum concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, global economic conditions, the economic conditions of the regions, locations and industries that are major markets for CGL, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in sectors where we operate including those factors which may affect our cost advantage, wage increases in India and worldwide, trends in raw material prices, market acceptance of new products and services, changes in governmental regulations and costs associated with compliance activities, withdrawal of governmental fiscal incentives, political instability and regional/location conflicts, legal restrictions on raising capital or acquiring companies within and outside India, and unauthorized use of our intellectual property, interest rates, fluctuations in currency exchange rates and general economic conditions affecting our industry.

CG may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Stock Exchanges and Securities and Exchange Board of India and our reports to shareholders. The company does not intend or undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

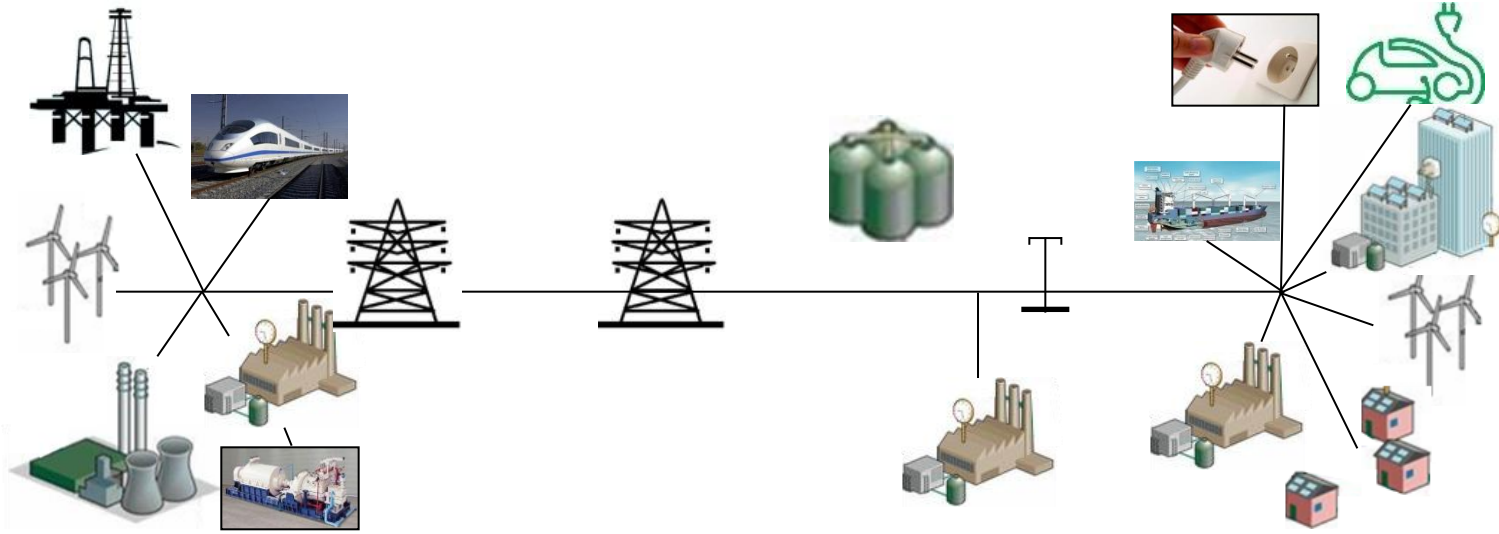
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We put all our energy
into saving yours



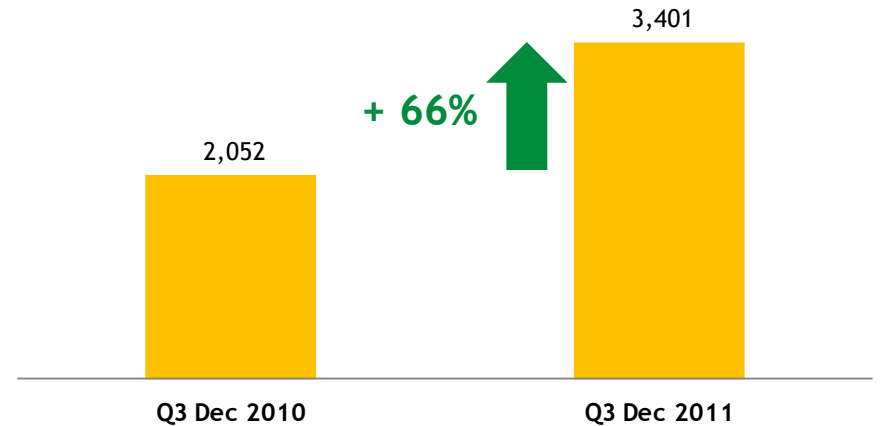
Q3 Highlights - CG Global



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INR Crores

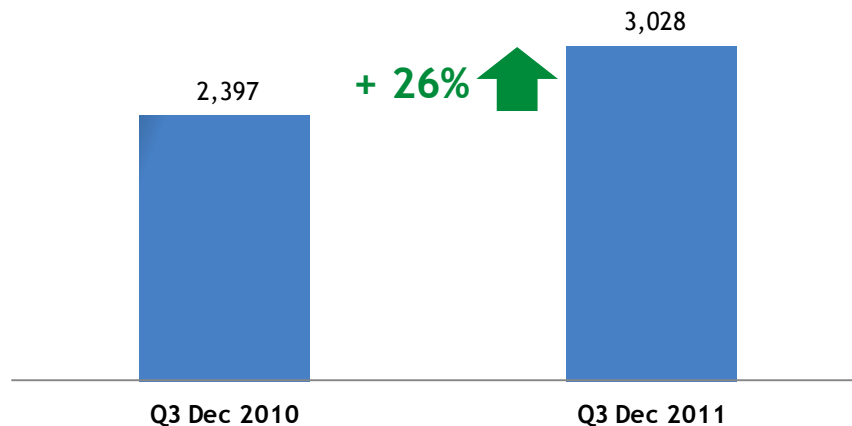
Orders Received



Q3 2011-12 vs Q3 2010-11

- » Order Received up 66%
- » Revenue growth up 26%

Revenues



Q3 2011-12 vs Q2 2011-12

- » Order Received up 50%
- » Revenue growth up 12%



AVANTHA
GROUP COMPANY

Consolidated Financials - Q3 FY 2012



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INR Crores

	Q3 Dec 2010	Q3 Dec 2011
Orders Received	2052	3401
<i>Growth</i>		66%
Revenues	2397	3028
<i>Growth</i>		26%
Order Backlog	7017	8183
<i>Growth</i>		17%
EBIDTA (W/O Other Income)	340	183
<i>as % revenue</i>		6%
EBIT	306	135
PAT	233	77
EPS (Rs)	3.63	1.20

Consolidated Financials - NME FY 2012



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	INR Crores	
	NME 2010	NME 2011
Orders Received	6353	7368
<i>Growth</i>		16%
Revenues	7097	8171
<i>Growth</i>		15%
Order Backlog	7017	8183
<i>Growth</i>		17%
EBIDTA (W/O Other Income)	971	590
<i>as % revenue</i>		7%
EBIT	890	446
PAT	637	273
EPS (Rs)	9.93	4.26

Consolidated Segment Results



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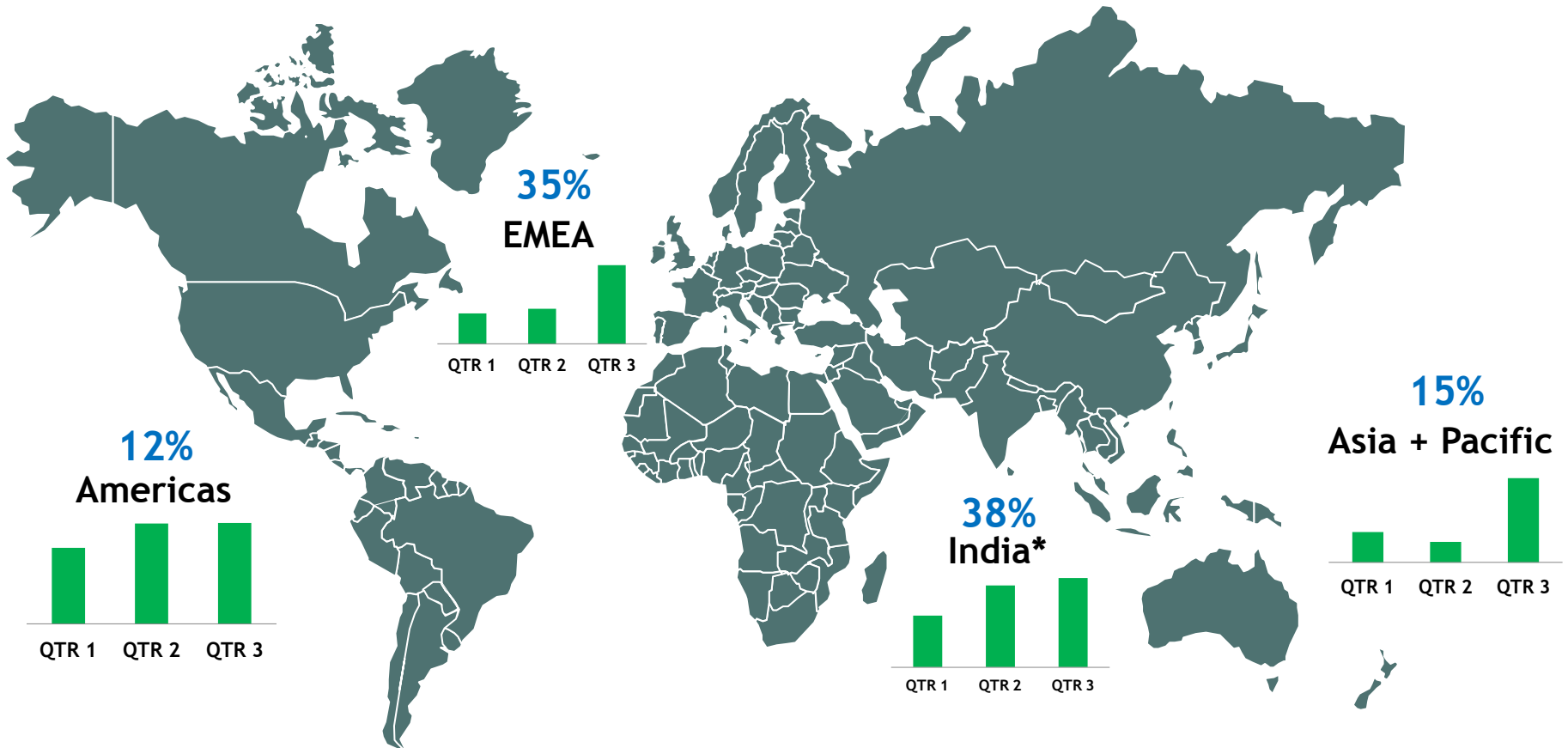
INR Crores

	Q3 Dec 2010	Q3 Dec 2011	Δ Change
Power			
Orders Received	1615	2939	82%
Revenues	1545	2069	34%
EBIT	201	52	
<i>EBIT Margin</i>	13.0%	2.5%	
Industrial			
Orders Received	437	462	6%
Revenues	381	475	25%
EBIT	69	49	
<i>EBIT Margin</i>	18.2%	10.4%	
Consumer			
Revenues	475	503	6%
EBIT	67	59	
<i>EBIT Margin</i>	14.0%	11.8%	

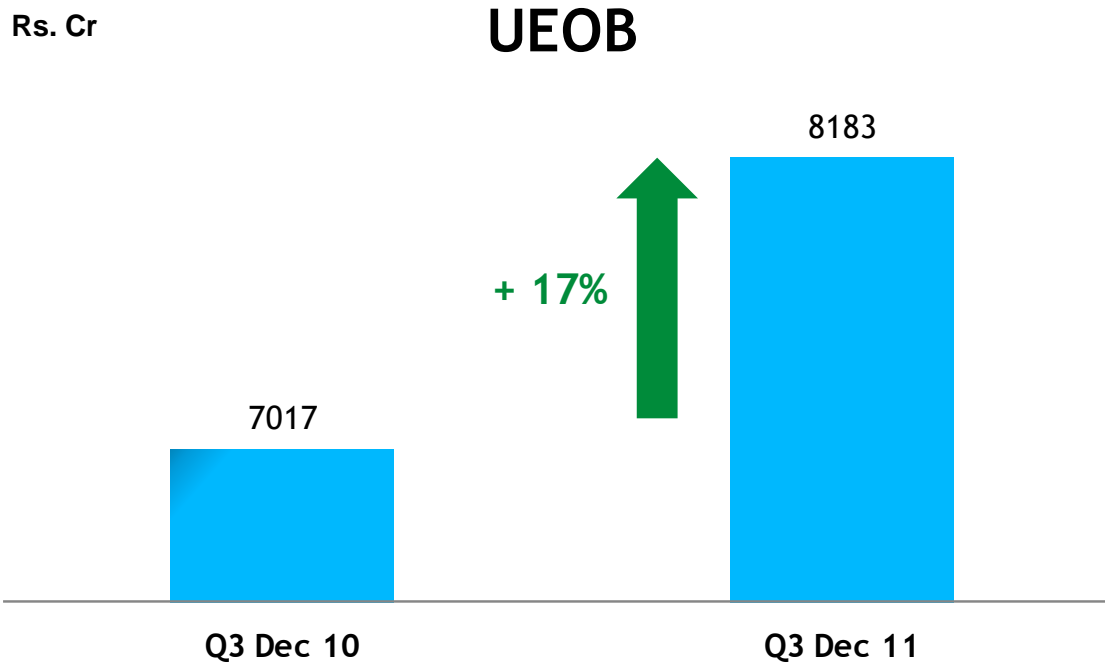
Q3 Orders by Region



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* Excludes India Business through Distributors

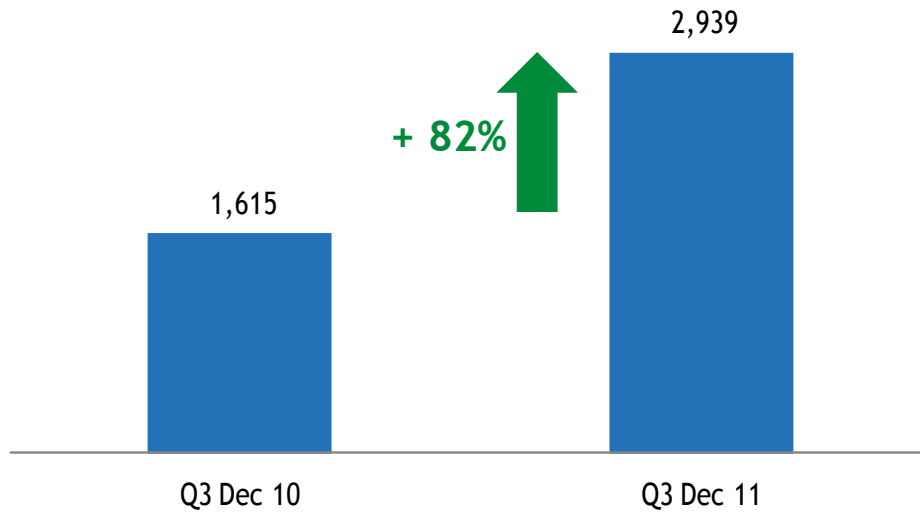


Focus on Niche Markets fuels CG Order Book



Rs. Cr

Power - Orders



Strong Q3 Performance by BU

» Orders up by 82%

» Key Orders

» Renewable

» Off Shore Wind HVAC Connection

- » Amrumbank (150kV/150kV)
- » Butendiek (150kV/150kV)
- » HumberSide (132kV/275kV)

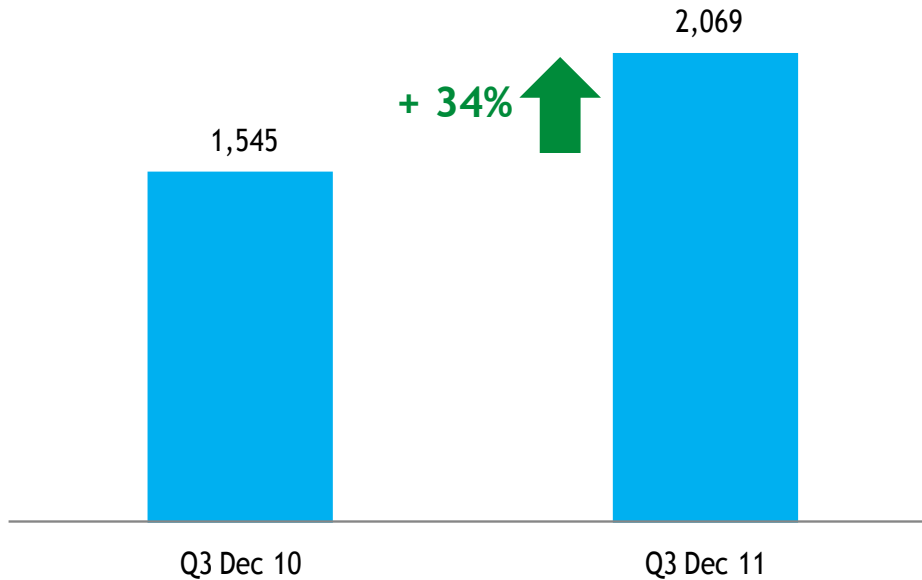
» Solar

- » Transformer OEM Contract for PV Solar Power Plant

» 7 x 500 MVA 765 kV Power Transformers from PGCIL

Rs. Cr

Power - Revenues



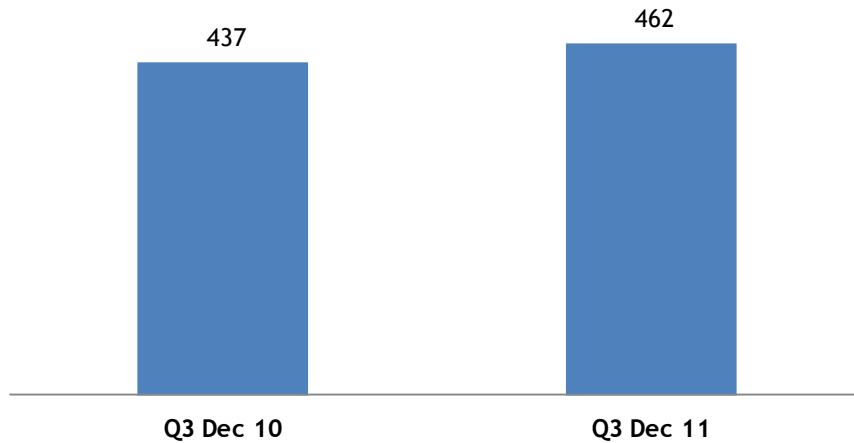
Strong Q3 Performance by BU

- » Revenue up by 34%
- » Dispatch of 1200 kV Power Transformer & Surge Arrestor to PGCIL
- » 765 kV First Utility Substation in India Commissioned in Q3

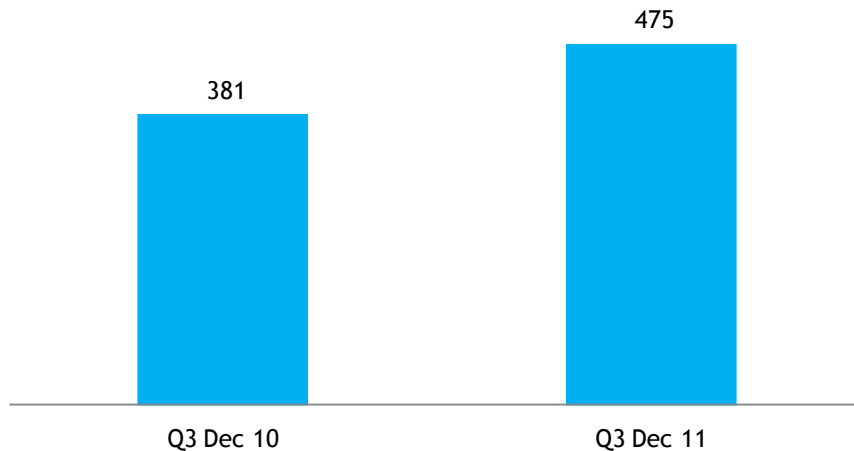


Rs. Cr

Industrial - Orders



Industrial - Revenues



» Strong Q3 Performance by BU

» Orders up by 6%

» Revenue up by 25%

» Delivery of HT Motors

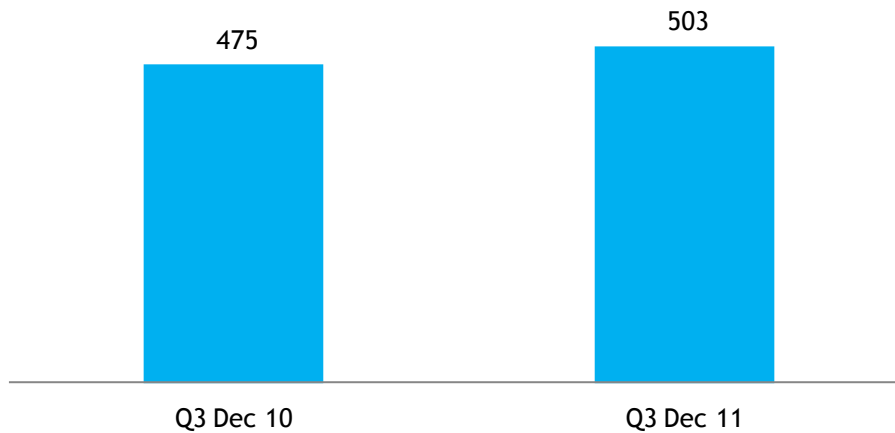
» 2.8 MW 16 poles for Thermal Power Plant

» 4.5 MW 22 Poles for Nuclear Power Plant



Rs. Cr

Consumer - Revenues



- » Strong Performance in Lighting / Fans & Appliances
- » Increase in Market Share for FANS from 21.2% to 22.7%
- » Key orders
 - » Large Order for LED City Lighting PAN India
 - » Large Orders for 300,000 Fans from Tamil Nadu Civil Supplies Corporation

Q3 Highlights



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- » **Strong Order inflows in difficult macro economic environment**

- » **Margin recovery underway**
 - » **Sourcing from Low Cost Countries**
 - » **Cost Rationalization Plan under implementation**
 - » **Productivity Improvement**

- » **Reduced Inventories**

- » **India Export HUB**

- » **New Capacity Added in Strategic Countries**
 - » **Indonesia & Brazil**



Thank you