

Analysts' MEET

29th May, 2014



Smart solutions.
Strong relationships.

1600 kV UHV Research Centre
Nashik, India

Laurent DEMORTIER | CEO & Managing Director
For the quarter and Year ended March 2014

Disclaimer



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/locational 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.

Laurent Demortier
CEO & Managing Director

Madhav Acharya
Chief Financial Officer

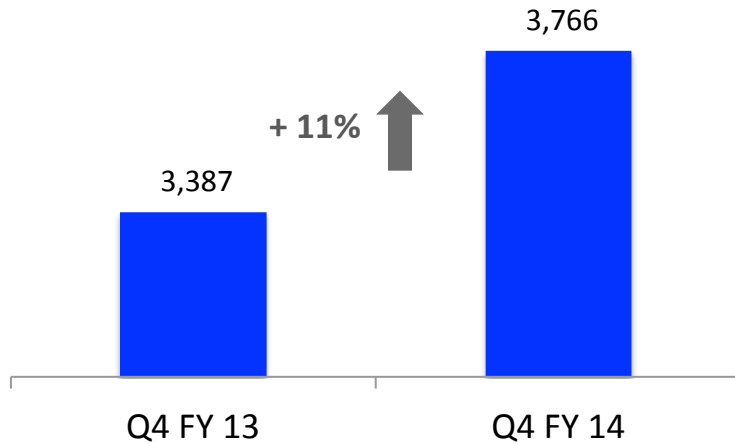
FY 14 Highlights - CG Global



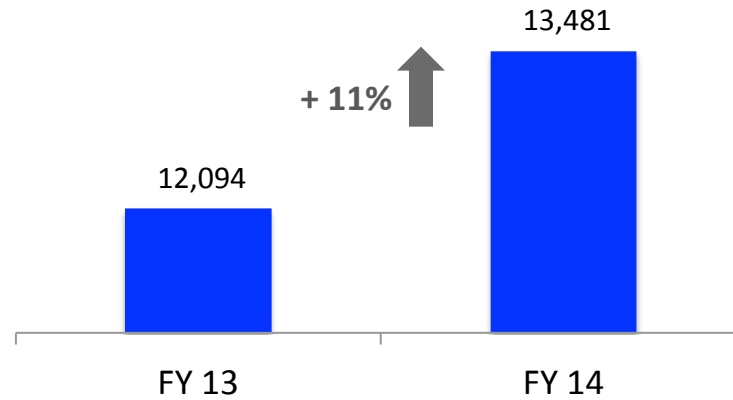
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Strong sales growth; Healthy Order Backlog

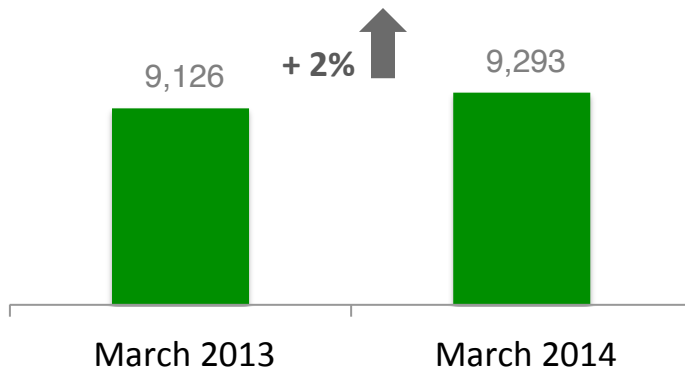
Revenue



Revenue



UEOB



Consolidated Financials - Q4 2013



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INR Cr.

	Q4 Mar 2013	Q4 Mar 2014	Change
Revenue	3,387	3,766	11%
Order Backlog	9,126	9,293	2%
EBITDA w/o Other Income	78	188	
Margin	2%	5%	
EBIT	38	201	
PAT	25	64	
EPS	0.40	1.01	

Consolidated Financials - FY 2014



Margin improvement and record PAT performance

INR Cr.

	Mar 2013	Mar 2014	% Change
Revenue	12,094	13,481	11%
Order Backlog	9,126	9,293	2%
EBITDA w/o Other Income	491*	682	
Margin	4%	5%	
EBIT	256	591	
PAT	-36	244	
EPS	-0.56	3.86	

*Operational, excluding one time costs related to restructuring

Consolidated Segment Results - Q4 2014



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	Q4 Mar 2013	Q4 Mar 2014	Change	INR Cr.
Power				
Revenue	2,060	2,501	21%	
EBIT	-59	113		
<i>EBIT Margin</i>	-2.8%	4.5%		
Consumer				
Revenue	748	748	--	
EBIT	74	91		
<i>EBIT Margin</i>	9.9%	12.1%		
Industrial				
Revenue	496	448	-10%	
EBIT	56	27		
<i>EBIT Margin</i>	11.3%	6.0%		

Consolidated Segment Results - FY 2014



	Mar 2013	Mar 2014	Change
Power			
Revenue	7,336	8,478	16%
EBIT	-110	234	
<i>EBIT Margin</i>	-1.5%	2.8%	
Consumer			
Revenue	2,593	2,847	10%
EBIT	278	337	
<i>EBIT Margin</i>	10.7%	11.8%	
Industrial			
Revenue	1,835	1,816	-0.7%
EBIT	214	128	
<i>EBIT Margin</i>	11.6%	7.1%	

INR Cr.

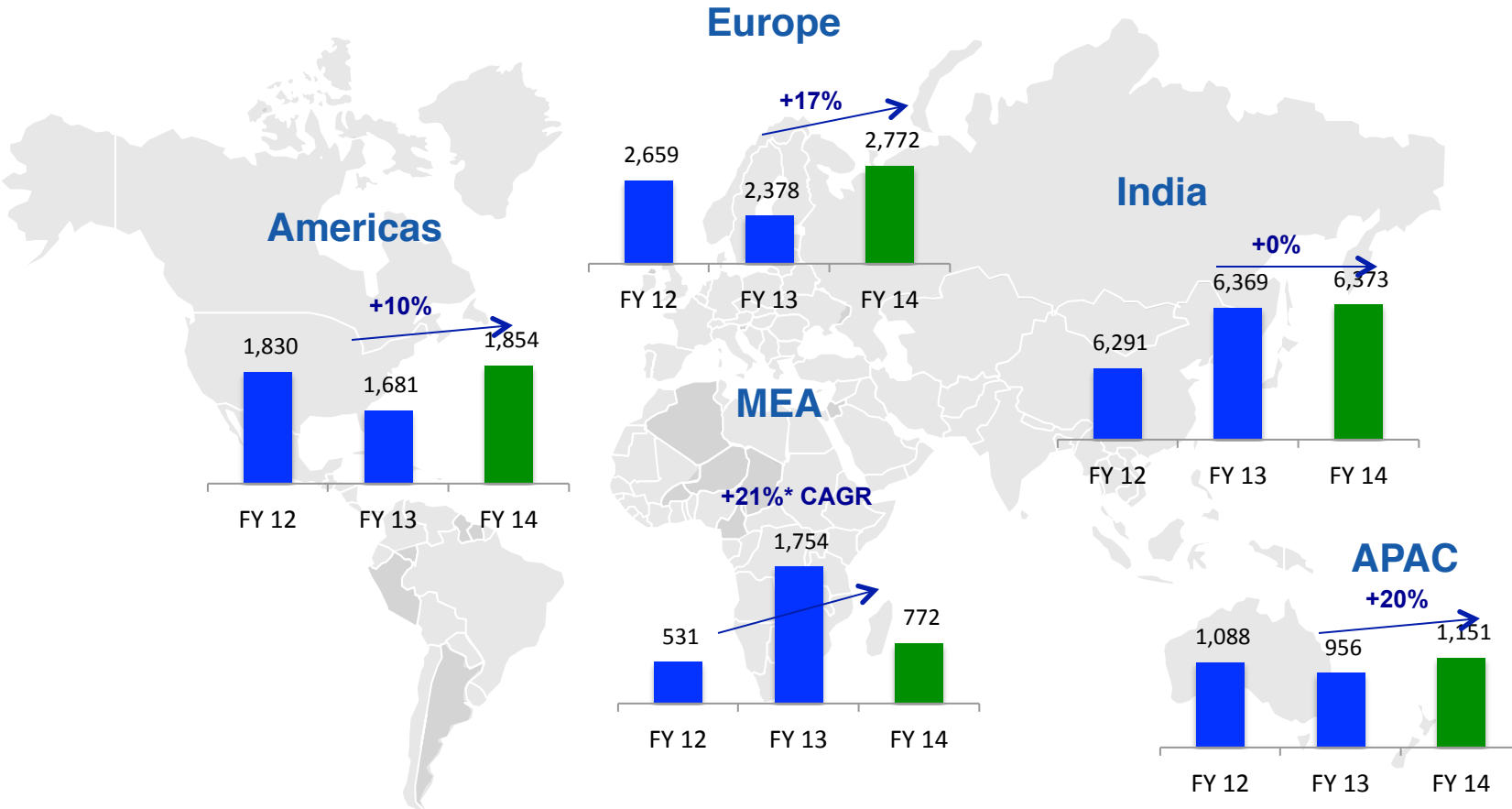
- Revenue growth backed by improved execution in Power Transformers
- Restructuring yielding in better margins
- Margin expansion though growth in profitable segments
- Fans (↑15%) and Lighting (↑18%)
- Impacted by mute market in India
- Capacity addition in LRM and Drives in India

Orders growth by Region Full Year



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INR Cr



INDIA orders Including CP sales

Key Highlights



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Power

- Capacity addition in PT- Bhopal, Hungary, Saudi, Indonesia
- Capacity expansion- GIS Hungary
- New UHV Research Centre in Nasik
- New capacity at Bangalore for smart Grid devices.
- Smart Grid Laboratory in Bilbao Spain



Key Orders



Netherland, Renewable Connection- Gemini Wind Farm, INR 129 Cr



India, UHV-PGCIL 765 kV transformers and reactors INR 231 Cr



Malaysia, EHV/ Turnkey Mobile- TNB Mobile power transformer and mobile, substation, INR 300 Cr



Spain, Smart Grid- AMI orders from Iberdrola and Union Fonesa worth ≈ INR 300 Cr



Industrial



- New LRM plant in Bhopal
- Approval from 10 Global OEMS
- Drives- New plant in Bhopal

Key Orders



India, LRM: 1st largest rating order from NPCIL
6 MW (inside reactor dome) Value INR 12 Cr

India, Railways: CLW, order of INR 228 Cr



Saudi Arabia, Drives: MV Drives from Al Fanar,
INR 10 Cr

Key Highlights

Consumer



- New products- entire range of LED offering
- Premium range of Fans & Neola Appliances
- Fans INR 1,212 Cr (↑15%) and Lighting INR 879 Cr(↑18%)
- Over 11,000 new retailers added
- Crompton Brand Re-launched



Crompton Appliances



Modern Electricals



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Thank You

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