



Smart solutions.
Strong relationships.

Crompton Greaves Ltd.

Investor Presentation

Mumbai, October 20, 2011



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.

Laurent Demortier
CEO & Managing Director

Madhav Acharya
Chief Financial Officer



Product Offering



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Power



Power Transformer



HV Switchgear



Instrument Transformer



Distribution Transformer



MV Switchgear



Automation



System & Services

Industrial



HT & DC Motors



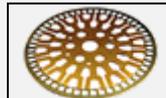
Synch. Gen.



FHP Motors & LV alternators



LT Motors



Stampings



Drive & Automation



Railway



Services

Consumer



Fans



Lighting



Pumps



Appliances

3 Business Units with over 19 Product lines





» Q2 vs Q1 2011-12

- » Order Received up 33%
- » Revenue growth up 11%
- » EBIDTA margin at 8.4%
- » PAT up 47%



Consolidated Financials – Q2 FY 2012



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In Rs. Crores

	Q2 2011-12	Q1 2011-12	Δ Q2 CY v/s Q1 CY
Order Received	2260	1704	33%
Revenues	2706	2438	11%
Order Backlog	7120	7087	0.5%
EBIT	175	136	29%
as % of revenues	6.5%	5.6%	
EBIDTA (w/o Other Income)	226	182	24%
as % of revenues	8.4%	7.5%	
PAT	117	79	47%
Basic EPS	1.82	1.24	47%

Consolidated Segment Wise



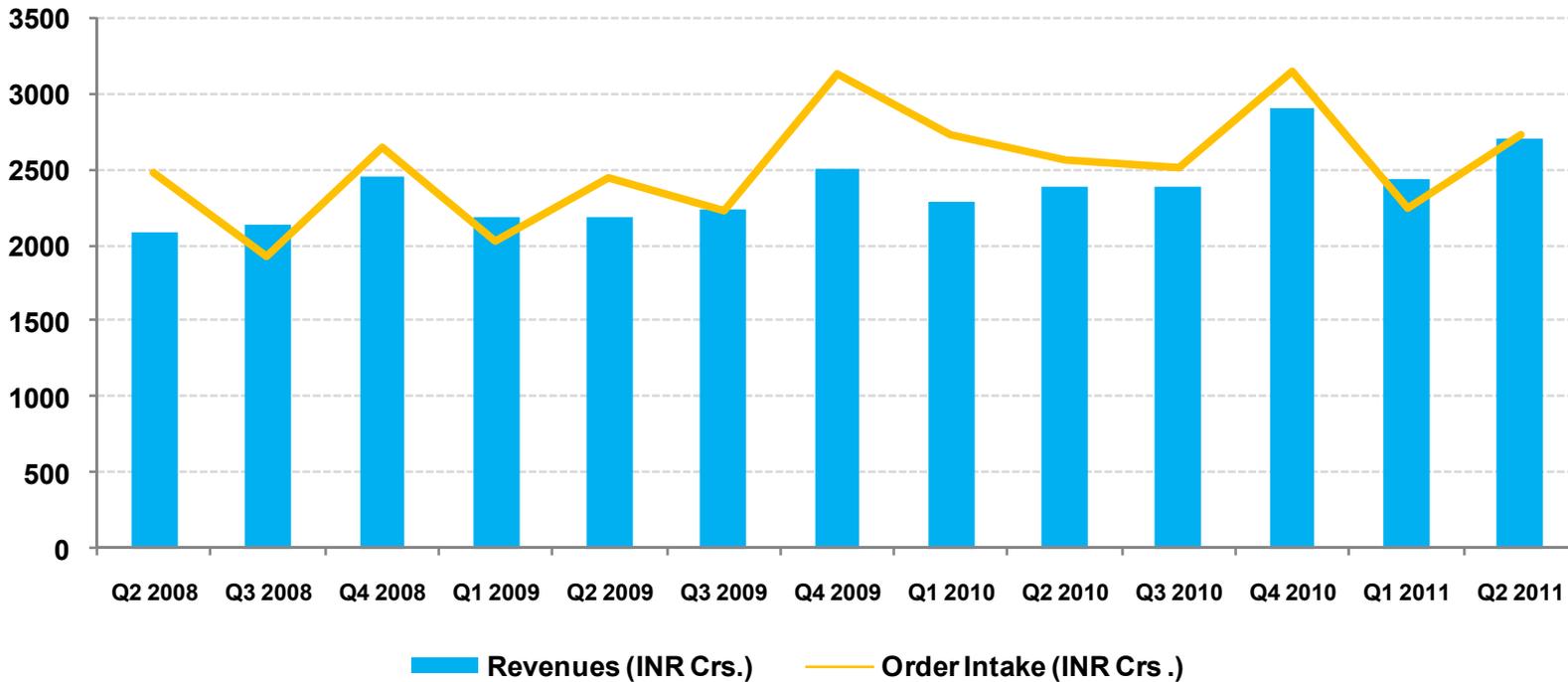
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	Rs Cr		
	Q2 2011-12	Q1-2011-12	Change
Power			
Orders Received	1829	1297	41%
Revenues	1761	1517	16%
EBIT	93	40	133%
Industrial			
Orders Received	431	407	6%
Revenues	466	380	23%
EBIT	56	51	10%
Consumer			
Revenues	480	544	-12%
EBIT	54	75	-28%

Order Intake & Revenue Trend



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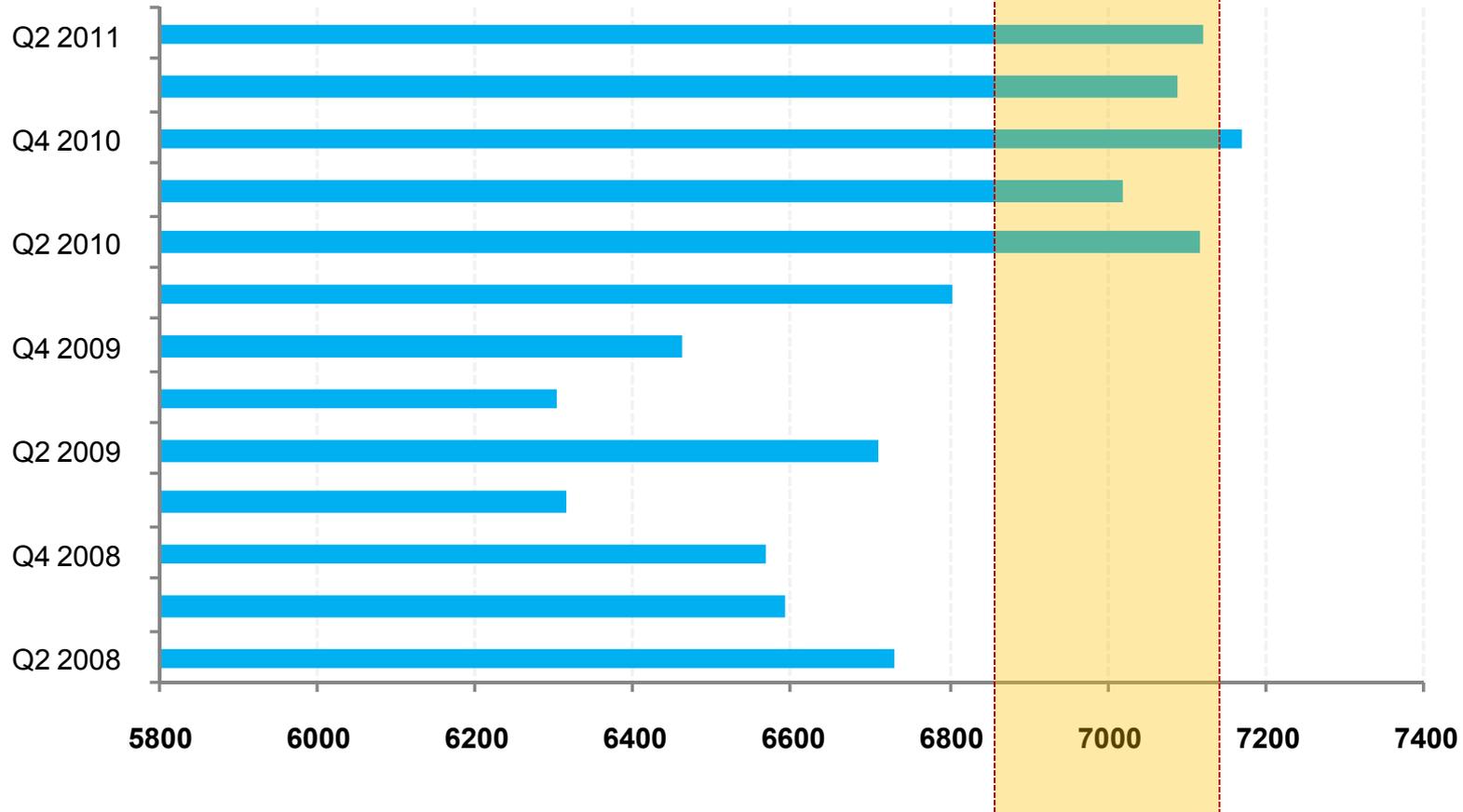


UEOB Evolution



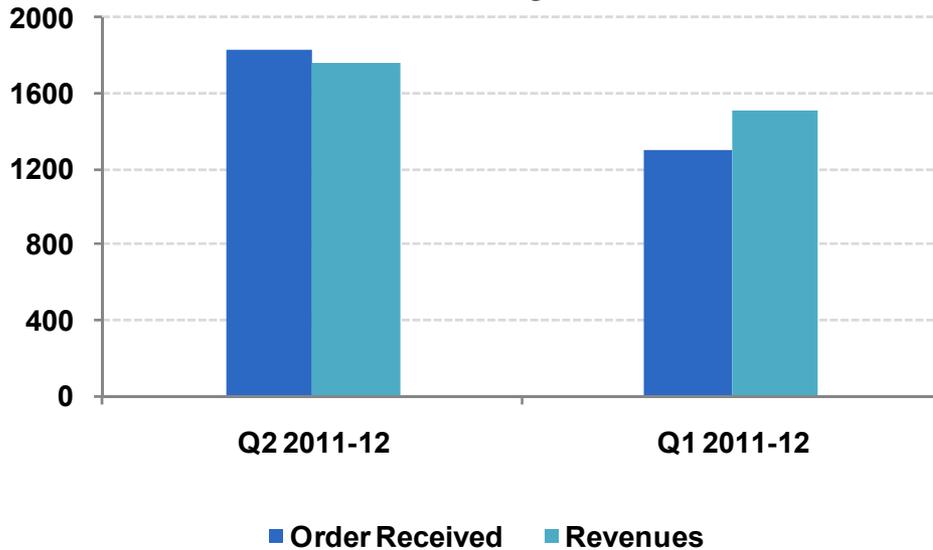
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Order Backlog (INR Crs.)



Rs. Cr

Power Systems



Strong Q2 Performance by BU

- » Revenue up by 16%
- » Orders up by 41%

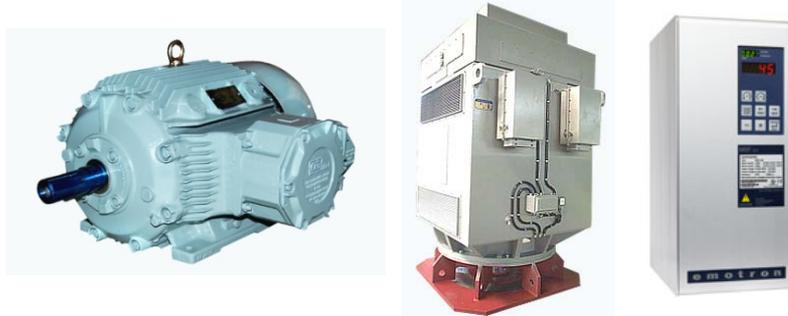
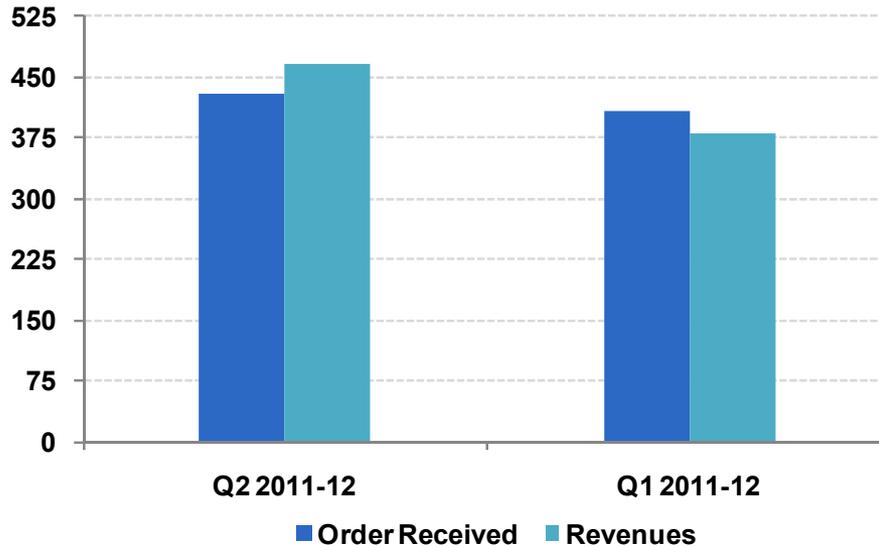
» Sustained order in Renewables sector (Off shore-wind and Solar)

» PowerGrid (PGCIL) First 765kv Substation order

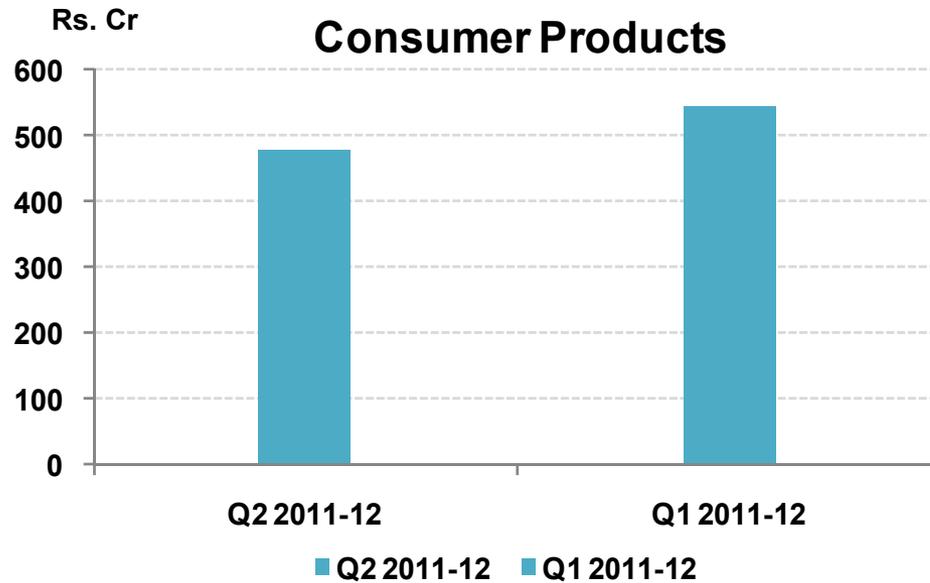


Rs. Cr

Industrial Systems



- » Strong Q2 Performance by BU
 - » Revenue up by 23%
 - » Orders up by 6%
- » New product offering in Drives and Automation in International Market
- » Launching of IE2 (Energy Efficient) motors. Market Share in in Motors Business India up 1.7%



- » A seasonal Business
- » Sustained order growth in Lighting and Geysers
- » Fan Business growth - higher than Industry. Market Share at 21,2% in Q2 vs 19.2% in Q1



Update: QEI acquisition



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Power Solution



Automation and Protection equipments

- Automation Solutions for:
 - Electric Utilities
 - Electrified Transit (Railways)
- Complement T&D and Railway Power offering
- Strong Installed Base in North America



Update: EMOTRON acquisition



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Industrial Solution



Variable Speed Drives – CG D&AS

Energy Saving Solutions for Industrial Applications.

Complement CG Motors for offering complete Drive Solutions

Strong Installed Base in Europe



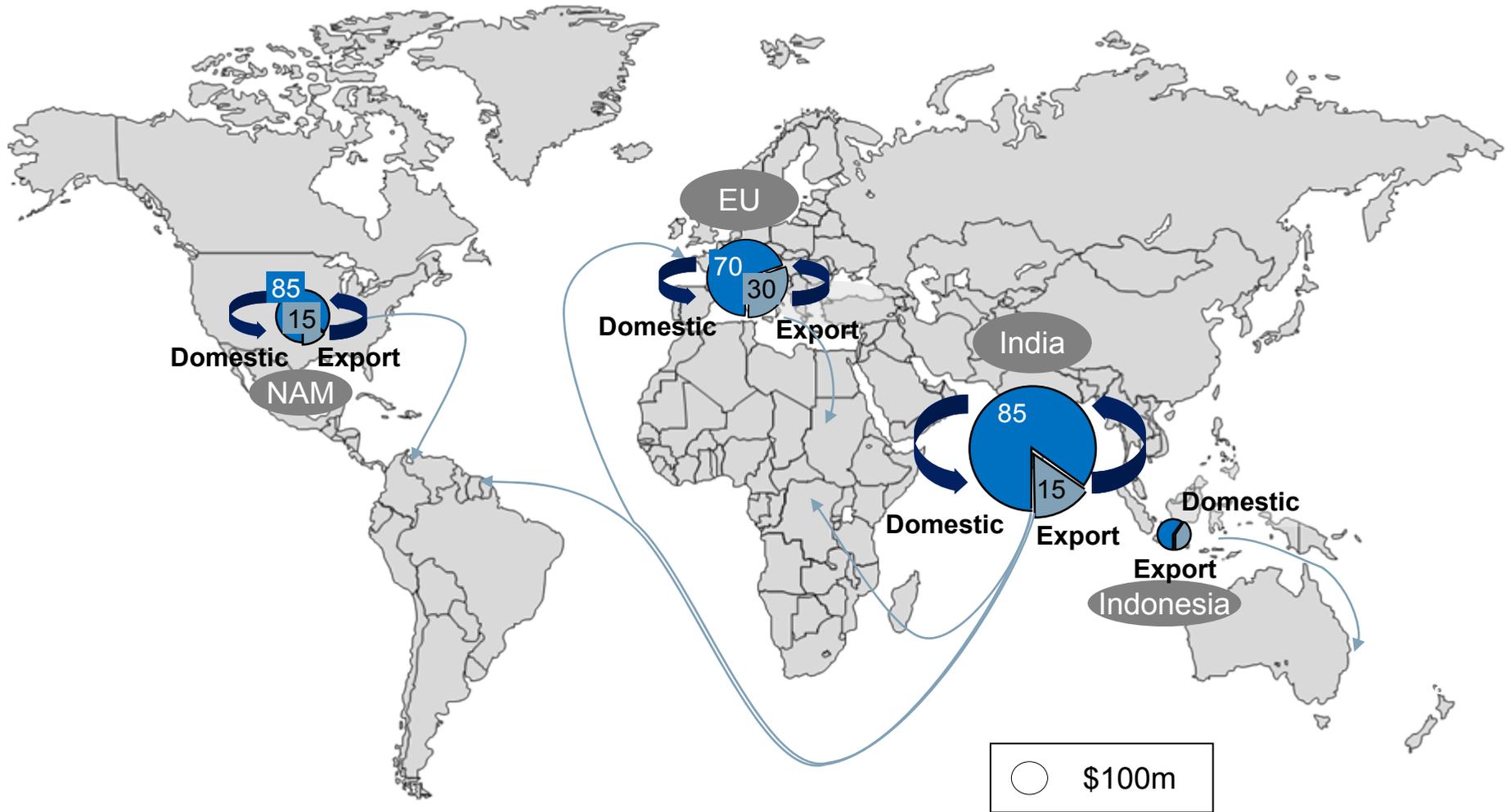
AVANTHA
GROUP COMPANY

Supply Chain Improvement



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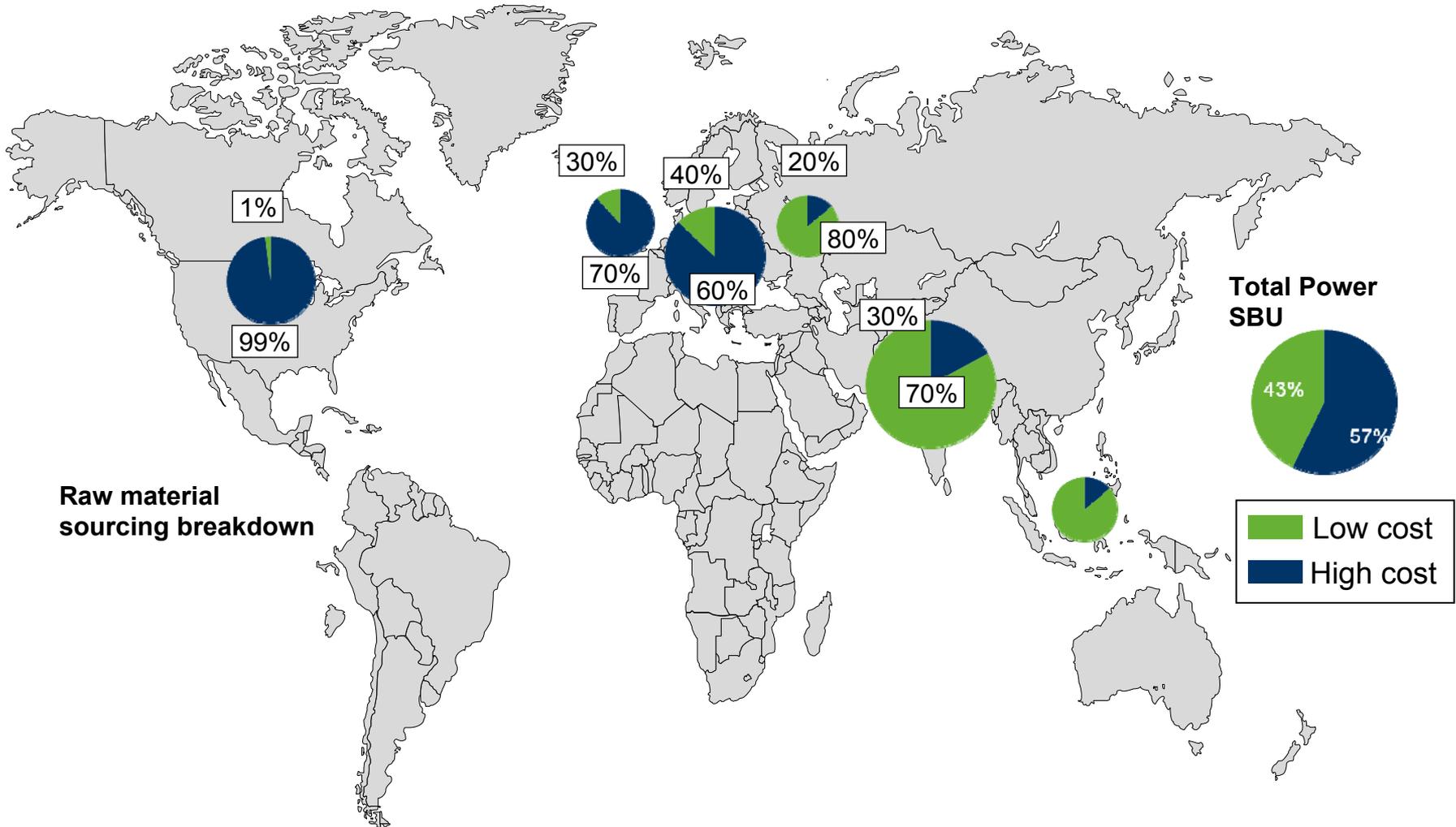
Supply chain (2010)



Supply Chain Improvement



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- » Maintain guidance for FY 2011-12
- » Planned disposal of aircraft by Q3 this fiscal year
- » Performance improvement supported by operational efficiencies, productivity and overhead reduction
- » Continued focus on M&A



Thank you