

# Crompton

**Crompton Greaves Consumer Electricals Limited**

**Registered & Corporate Office:** Tower 3, 1<sup>st</sup> Floor,

East Wing, Equinox Business Park, LBS Marg,

Kurla (West), Mumbai - 400 070.India

T: +91 22 6167 8499 F: +91 22 6167 8383

W: [www.crompton.co.in](http://www.crompton.co.in) CIN: L31900MH2015PLC262254

Date: July 24,2020

To, <b>BSE Limited (“BSE”)</b> , Corporate Relationship Department, 2 <sup>nd</sup> Floor, New Trading Ring, P.J. Towers, Dalal Street, Mumbai – 400 001.	To, <b>National Stock Exchange of India Limited (“NSE”)</b> , “Exchange Plaza”, 5 <sup>th</sup> Floor, Plot No. C/1, G Block, Bandra-Kurla Complex Bandra (East), Mumbai – 400 051.
<b>BSE Scrip Code: 539876</b>	<b>NSE Symbol: CROMPTON</b>
<b>ISIN: INE299U01018</b>	<b>ISIN: INE299U01018</b>
<b>Our Reference: 54/2020-21</b>	<b>Our Reference: 54/2020-21</b>

Dear Sir/ Madam,

Sub: **Outcome of Meeting of the Board of Directors held on July 24, 2020**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “Listing Regulations”), we inform you that the Board of Directors in their Meeting held today which commenced at 12:20 P.M. (IST) and concluded at 1:40 P.M. (IST) have inter alia, approved the following:-

1. Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2020;
2. Limited Review Report on the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2020;
3. Press release on the Unaudited Financial Results for the quarter ended June 30, 2020.

We enclose the following:-

1. Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2020;
2. Limited Review Report on the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2020;
3. Press-release on the Unaudited Financial Results for the quarter ended June 30, 2020.

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

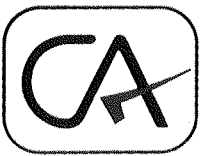
Thanking You,  
For **Crompton Greaves Consumer Electricals Limited**

**PRAGYA KAUL**

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st=MAHARASHTRA,  
serialNumber=84c3cda8c48ae17c551bd8b9ee5a8312ce  
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**Pragya Kaul**  
**Company Secretary & Compliance Officer**

Encl: A/a



# SHARP & TANNAN

Chartered Accountants

Firm's Registration No. 109982W

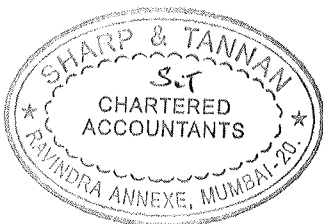
**Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of Crompton Greaves Consumer Electricals Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.**

**To the Board of Directors of Crompton Greaves Consumer Electricals Limited**

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **Crompton Greaves Consumer Electricals Limited** (the 'Parent') and its subsidiaries (the Parent and its subsidiaries together referred to as the 'Group'), for the quarter ended 30th June, 2020 and for the period from 1st April, 2020 to 30th June, 2020 (the 'Statement'), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors on 24th July, 2020. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular issued by the SEBI under Regulation 33(8) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities (wholly-owned subsidiaries):
  - (a) Pinnacles Lighting Project Private Limited; and
  - (b) Nexustar Lighting Project Private Limited
5. Based on our review conducted and procedures performed as stated in Paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.



Ravindra Annexe, 194, Churchgate Reclamation, Dinshaw Vachha Road, Mumbai - 400 020, India.

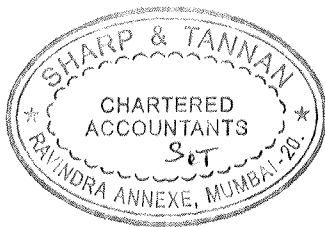
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Shreedhar T. Kunte Ramnath D. Kare Edwin P. Augustine Raghunath P. Acharya

Firdosh D. Buchia Tirtharaj A. Khot Pavan K. Aggarwal


Also at Pune. Associate Offices : New Delhi, Chennai, Bangalore, Baroda, Goa & Ahmedabad

6. We draw attention to Note 6 to the accompanying Statement with respect to possible effects that may result from COVID-19 pandemic and management's evaluation of its impact on the operations of the Company and on the aforesaid Statement, the extent of which is significantly dependent upon future developments. Our opinion is not modified in respect of this matter.



Mumbai, 24th July, 2020

SHARP & TANNAN  
Chartered Accountants  
Firm's Registration No.109982W  
by the hand of

  
Edwin P. Augustine  
Partner

Membership No. 043385  
UDIN 20043385AAAADN7356

# Crompton

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## STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2020

(₹ crore)

Sr. No.	Particulars	Quarter Ended			Year Ended
		30.06.2020	31.03.2020	30.06.2019	31.03.2020
		Unaudited	Audited (Refer note 6)	Unaudited	Audited
<b>1</b>	<b>Income</b>				
	(a) Revenue from operations	720.10	1,026.34	1,346.84	4,520.26
	(b) Other income	18.58	11.96	17.30	59.05
	<b>Total income</b>	<b>738.68</b>	<b>1,038.30</b>	<b>1,364.14</b>	<b>4,579.31</b>
<b>2</b>	<b>Expenses</b>				
	(a) Cost of materials consumed	71.17	270.45	261.59	979.46
	(b) Purchases of stock-in-trade	289.28	525.93	642.91	2,217.16
	(c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	125.32	(94.99)	2.83	(126.29)
	(d) Employee benefits expense	72.00	70.61	81.98	310.95
	(e) Finance costs	10.78	8.25	14.99	40.67
	(f) Depreciation and amortisation expense	7.99	8.20	5.78	26.79
	(g) Other expenses	61.13	113.13	165.61	539.88
	<b>Total expenses</b>	<b>637.67</b>	<b>901.58</b>	<b>1,175.69</b>	<b>3,988.62</b>
<b>3</b>	<b>Profit before tax (1-2)</b>	<b>101.01</b>	<b>136.72</b>	<b>188.45</b>	<b>590.69</b>
<b>4</b>	<b>Tax expense</b>				
	a) Current tax	27.54	31.92	69.14	84.00
	b) Deferred tax	(1.33)	2.70	(3.13)	10.30
<b>5</b>	<b>Profit for the period/year (3-4)</b>	<b>74.80</b>	<b>102.10</b>	<b>122.44</b>	<b>496.39</b>
<b>6</b>	<b>Other comprehensive income / (loss)</b>				
	(i) Items that will not be reclassified to profit or loss - Remeasurements gain / (loss) on defined benefit plans	(0.72)	(3.48)	0.20	(2.88)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0.18	0.88	(0.07)	0.73
	<b>Other comprehensive income / (loss)</b>	<b>(0.54)</b>	<b>(2.60)</b>	<b>0.13</b>	<b>(2.15)</b>
<b>7</b>	<b>Total comprehensive income (5+6)</b>	<b>74.26</b>	<b>99.50</b>	<b>122.57</b>	<b>494.24</b>
<b>8</b>	<b>Paid-up Equity share capital of ₹ 2 each</b>	125.46	125.46	125.40	125.46
<b>9</b>	<b>Other Equity</b>				1,342.88
<b>10</b>	<b>Earnings Per Share (of ₹ 2 each) (Not annualised)*</b>				
	(a) Basic (in ₹)	1.19*	1.63*	1.95*	7.92
	(b) Diluted (in ₹)	1.18*	1.62*	1.94*	7.85



SHANTA  
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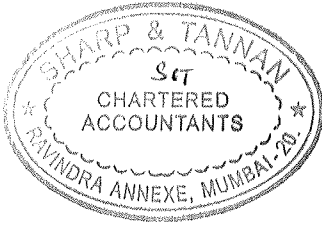
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## CONSOLIDATED SEGMENT-WISE REVENUE, RESULTS, ASSETS AND LIABILITIES FOR THE QUARTER ENDED 30TH JUNE, 2020

(₹ crore)

Sr. No.	Particulars	Quarter Ended			Year Ended
		30.06.2020	31.03.2020	30.06.2019	31.03.2020
		Unaudited	Audited (Refer note 6)	Unaudited	Audited
<b>1</b>	<b>Segment Revenue</b>				
	a) Electric Consumer Durables	596.53	741.09	1,072.90	3,389.04
	b) Lighting Products	123.57	285.25	273.94	1,131.22
	<b>Total</b>	<b>720.10</b>	<b>1,026.34</b>	<b>1,346.84</b>	<b>4,520.26</b>
	Less: Inter-Segment Revenue	-	-	-	-
	<b>Total Income from operations</b>	<b>720.10</b>	<b>1,026.34</b>	<b>1,346.84</b>	<b>4,520.26</b>
<b>2</b>	<b>Segment Results :</b>				
	(Profit before tax and finance costs from each segment)				
	a) Electric Consumer Durables	122.25	148.20	217.32	673.10
	b) Lighting Products	7.48	21.86	14.10	70.59
	<b>Total</b>	<b>129.73</b>	<b>170.06</b>	<b>231.42</b>	<b>743.69</b>
	Less: (i) Finance costs	10.78	8.25	14.99	40.67
	(ii) Other un-allocable expenditure net of un-allocated income	17.94	25.09	27.98	112.33
	<b>Profit from ordinary activities before tax</b>	<b>101.01</b>	<b>136.72</b>	<b>188.45</b>	<b>590.69</b>
<b>3</b>	<b>Segment Assets</b>				
	a) Electric Consumer Durables	571.46	721.88	597.37	721.88
	b) Lighting Products	453.06	501.12	473.91	501.12
	c) Unallocable	1,846.18	1,528.82	1,379.82	1,528.82
	<b>Total Segment Assets</b>	<b>2,870.70</b>	<b>2,751.82</b>	<b>2,451.10</b>	<b>2,751.82</b>
<b>4</b>	<b>Segment Liabilities</b>				
	a) Electric Consumer Durables	481.89	479.17	435.50	479.17
	b) Lighting Products	312.70	391.48	370.15	391.48
	c) Unallocable	529.68	412.83	418.94	412.83
	<b>Total Segment Liabilities</b>	<b>1,324.27</b>	<b>1,283.48</b>	<b>1,224.59</b>	<b>1,283.48</b>



**SHANTANU KHOSLA**

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## Notes on Consolidated financial results:

- 1) The above consolidated financial results have been reviewed by the Audit Committee and approved by the Board of Directors on 24<sup>th</sup> July, 2020. Review under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, has been carried out by the statutory auditors. Auditor's Review Report does not contain any observation which would have an impact on the above results.
- 2) The above results comprise the results of Crompton Greaves Consumer Electricals Limited (Parent Company) and 2 subsidiary companies.
- 3) During the quarter, the Parent Company has issued Secured Non-Convertible Debentures aggregating to ₹ 300 crore on private placement basis.
- 4) During the quarter, the Parent Company has repaid Secured Non-Convertible Debentures amounting to ₹ 170 crore along with the interest thereon.
- 5) The listed secured Non-Convertible Debentures of the Parent Company aggregating to ₹ 480 crore as on 30<sup>th</sup> June, 2020 are secured by charge on Parent Company's certain properties and charge on 'Crompton' Brand and Registered Trade Marks. The asset cover as on 30<sup>th</sup> June, 2020 exceeds hundred percent of the principal amount.
- 6) COVID-19 has caused and continue to cause disruptions to businesses across India. In line with the Government's phased lifting of lockdowns, the facilities of the Company became operational and with full adherence to the Government's guidelines. The management has considered the possible effects, if any, that may impact the carrying amounts of assets. In making the assumptions and estimates relating to the uncertainties as at the balance sheet date in relation to the recoverable amounts, the management has considered subsequent events, internal and external information and evaluated economic conditions prevailing up to the date of approval of these financial results. The management expects no impairment to the carrying amounts of these assets. The management will continue to closely monitor any changes to future economic conditions and assess its impact on the operations.
- 7) The figures for the quarter ended 31<sup>st</sup> March, 2020 are the balancing figures between the audited figures in respect of the full previous financial year and the unaudited published year-to-date figures up to the third quarter of the relevant financial year, which were subjected to limited review.
- 8) Figures of the previous periods have been regrouped, wherever necessary.

For **Crompton Greaves Consumer Electricals Limited**

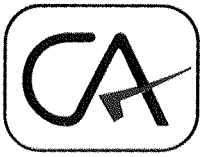
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Shantanu Khosla  
Managing Director  
DIN:00059877

Place: Mumbai  
Date : 24<sup>th</sup> July, 2020





# SHARP & TANNAN

Chartered Accountants

Firm's Registration No. 109982W

## Independent Auditor's Report on Quarterly Standalone Unaudited Financial Results of Crompton Greaves Consumer Electricals Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

### To the Board of Directors of Crompton Greaves Consumer Electricals Limited

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **Crompton Greaves Consumer Electricals Limited** (the 'Company') for the period ended 30th June, 2020 (the 'Statement'), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors on 24th July, 2020. Our responsibility is to issue a report on these standalone unaudited financial statements based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*, issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the standalone financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. We draw attention to Note 5 to the accompanying Statement with respect to possible effects that may result from COVID-19 pandemic and management's evaluation of its impact on the operations of the Company and on the aforesaid Statement, the extent of which is significantly dependent upon future developments. Our opinion is not modified in respect of this matter.



Mumbai, 24th July, 2020

SHARP & TANNAN  
Chartered Accountants  
Firm's Registration No.109982W  
by the hand of

Edwin P. Augustine  
Partner

Membership No. 043385  
UDIN 20043385AAAADM9509

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Shreedhar T. Kunte Ramnath D. Kare Edwin P. Augustine Raghunath P. Acharya

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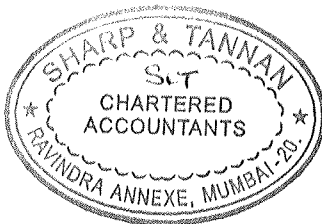
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## STATEMENT OF STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2020

(₹ crore)

Sr. No.	Particulars	Quarter Ended			Year Ended
		30.06.2020	31.03.2020	30.06.2019	31.03.2020
		Unaudited	Audited (Refer note 5)	Unaudited	Audited
1	<b>Income</b>				
	(a) Revenue from operations	713.17	1,018.05	1,346.84	4,511.97
	(b) Other income	18.76	11.92	17.32	58.87
	<b>Total income</b>	<b>731.93</b>	<b>1,029.97</b>	<b>1,364.16</b>	<b>4,570.84</b>
2	<b>Expenses</b>				
	(a) Cost of materials consumed	71.17	270.45	261.59	979.46
	(b) Purchases of stock-in-trade	284.86	520.62	642.91	2,211.85
	(c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	125.32	(94.99)	2.83	(126.29)
	(d) Employee benefits expense	72.00	70.61	81.98	310.95
	(e) Finance costs	10.78	8.25	14.99	40.67
	(f) Depreciation and amortisation expense	7.99	8.20	5.78	26.79
	(g) Other expenses	61.00	112.93	165.47	539.14
	<b>Total expenses</b>	<b>633.12</b>	<b>896.07</b>	<b>1,175.55</b>	<b>3,982.57</b>
3	<b>Profit before tax (1-2)</b>	<b>98.81</b>	<b>133.90</b>	<b>188.61</b>	<b>588.27</b>
4	<b>Tax expense</b>				
	a) Current tax	26.40	31.73	69.14	83.81
	b) Deferred tax	(1.30)	2.36	(3.13)	9.76
5	<b>Profit for the period/year (3-4)</b>	<b>73.71</b>	<b>99.81</b>	<b>122.60</b>	<b>494.70</b>
6	<b>Other comprehensive income / (loss)</b>				
	(i) Items that will not be reclassified to profit or loss				
	- Remeasurements gain / (loss) on defined benefit plans	(0.72)	(3.48)	0.20	(2.88)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0.18	0.88	(0.07)	0.73
	<b>Other comprehensive income / (loss)</b>	<b>(0.54)</b>	<b>(2.60)</b>	<b>0.13</b>	<b>(2.15)</b>
7	<b>Total comprehensive income (5+6)</b>	<b>73.17</b>	<b>97.21</b>	<b>122.73</b>	<b>492.55</b>
8	Paid up Equity share capital of ₹ 2 each	125.46	125.46	125.40	125.46
9	Other Equity				1,342.34
10	<b>Earnings Per Share (of ₹ 2 each) (Not annualised)*</b>				
	(a) Basic (in ₹)	1.18*	1.59*	1.96*	7.89
	(b) Diluted (in ₹)	1.17*	1.58*	1.94*	7.83



**SHANTA  
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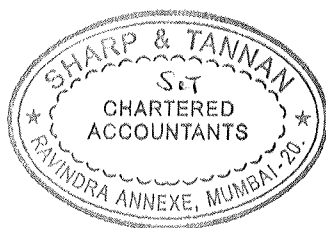
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## STANDALONE SEGMENT-WISE REVENUE, RESULTS, ASSETS AND LIABILITIES FOR THE QUARTER ENDED 30TH JUNE, 2020

(₹ crore)

Sr. No.	Particulars	Quarter Ended			Year Ended
		30.06.2020	31.03.2020	30.06.2019	31.03.2020
		Unaudited	Audited (Refer note 5)	Unaudited	Audited
<b>1</b>	<b>Segment Revenue</b>				
	a) Electric Consumer Durables	596.53	741.09	1,072.90	3,389.04
	b) Lighting Products	116.64	276.96	273.94	1,122.93
	<b>Total</b>	<b>713.17</b>	<b>1,018.05</b>	<b>1,346.84</b>	<b>4,511.97</b>
	Less: Inter-Segment Revenue	-	-	-	-
	<b>Total Income from operations</b>	<b>713.17</b>	<b>1,018.05</b>	<b>1,346.84</b>	<b>4,511.97</b>
<b>2</b>	<b>Segment Results :</b>				
	(Profit before tax and finance costs from each segment)				
	a) Electric Consumer Durables	122.25	148.20	217.32	673.10
	b) Lighting Products	5.45	19.27	14.10	68.00
	<b>Total</b>	<b>127.70</b>	<b>167.47</b>	<b>231.42</b>	<b>741.10</b>
	Less: (i) Finance costs	10.78	8.25	14.99	40.67
	(ii) Other un-allocable expenditure net of un-allocated income	18.11	25.32	27.82	112.16
	<b>Profit from ordinary activities before tax</b>	<b>98.81</b>	<b>133.90</b>	<b>188.61</b>	<b>588.27</b>
<b>3</b>	<b>Segment Assets</b>				
	a) Electric Consumer Durables	571.46	721.88	597.37	721.88
	b) Lighting Products	420.02	478.23	473.91	478.23
	c) Unallocable	1,862.06	1,543.93	1,380.69	1,543.93
	<b>Total Segment Assets</b>	<b>2,853.54</b>	<b>2,744.04</b>	<b>2,451.97</b>	<b>2,744.04</b>
<b>4</b>	<b>Segment Liabilities</b>				
	a) Electric Consumer Durables	481.89	479.17	435.50	479.17
	b) Lighting Products	293.94	384.08	370.15	384.08
	c) Unallocable	532.91	412.99	418.49	412.99
	<b>Total Segment Liabilities</b>	<b>1,308.74</b>	<b>1,276.24</b>	<b>1,224.14</b>	<b>1,276.24</b>



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# Crompton

**Crompton Greaves Consumer Electricals Limited**  
**Registered & Corporate Office:** Tower 3, 1<sup>st</sup> Floor,  
East Wing, Equinox Business Park, LBS Marg,  
Kurla (West), Mumbai - 400 070, India  
T: +91 22 6167 8499 F: +91 22 6167 8383  
W: [www.crompton.co.in](http://www.crompton.co.in) CIN: L31900MH2015PLC262254

## Notes on Standalone financial results:

- 1) The above standalone financial results have been reviewed by the Audit Committee and approved by the Board of Directors on 24<sup>th</sup> July, 2020. Review under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, has been carried out by the statutory auditors. Auditor's Review Report does not contain any observation which would have an impact on the above results.
- 2) During the quarter, the Company has issued Secured Non-Convertible Debentures aggregating to ₹ 300 crore on private placement basis.
- 3) During the quarter, the Company has repaid Secured Non-Convertible Debentures amounting to ₹ 170 crore along with the interest thereon.
- 4) The listed secured Non-Convertible Debentures of the Company aggregating to ₹ 480 crore as on 30<sup>th</sup> June, 2020 are secured by charge on Company's certain properties and charge on 'Crompton' Brand and Registered Trade Marks. The asset cover as on 30<sup>th</sup> June, 2020 exceeds hundred percent of the principal amount.
- 5) COVID-19 has caused and continue to cause disruptions to businesses across India. In line with the Government's phased lifting of lockdowns, the facilities of the Company became operational and with full adherence to the Government's guidelines. The management has considered the possible effects, if any, that may impact the carrying amounts of assets. In making the assumptions and estimates relating to the uncertainties as at the balance sheet date in relation to the recoverable amounts, the management has considered subsequent events, internal and external information and evaluated economic conditions prevailing up to the date of approval of these financial results. The management expects no impairment to the carrying amounts of these assets. The management will continue to closely monitor any changes to future economic conditions and assess its impact on the operations.
- 6) The figures for the quarter ended 31<sup>st</sup> March, 2020 are the balancing figures between the audited figures in respect of the full previous financial year and the unaudited published year-to-date figures up to the third quarter of the relevant financial year, which were subjected to limited review.
- 7) Figures of the previous periods have been regrouped, wherever necessary.

For Crompton Greaves Consumer Electricals Limited

**SHANTANU**  
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Shantanu Khosla  
Managing Director  
DIN:00059877

Place: Mumbai  
Date: 24<sup>th</sup> July, 2020



# Crompton

## Crompton Greaves Consumer Electricals Limited

### Results for Quarter Ended June 2020

**Q1FY21: Revenue at Rs 713 Crs, PAT at Rs 74 Crs.  
Sales improved sequentially through the quarter.  
Strong cost reduction measures secured margins inspite of COVID-19 impact.**

**Mumbai, July 24, 2020:** The Board of Directors, at its meeting held on 24<sup>th</sup> July 2020 approved the results of the Company for the quarter ended 30<sup>th</sup> June 2020. Sales for the quarter was Rs. 713 Crs. Recovery started in May and continued in June across all product groups. In June, ECD and B2C Lighting business (excl EESL) reached ~90% of last year levels.

PBT margin increased sequentially as accelerated cost reduction programmes neutralized the negative operating leverage due to Covid-19. Continued drive on collections delivered a very good cash flow.

**Commenting on the Quarter results, Company's Managing Director, Shantanu Khosla said "During these unprecedented times, the health and safety of our employees received our highest attention. Business confidence picked up in May and the revival gathered pace in June across all product categories. The Company's robust cost management and operational efficiency programmes aided in improving margins sequentially. However, Covid -19 had a significant adverse impact on the Company's volumes because of lockdowns. Even as the gradual unlocking continues, fresh restrictions and temporary lockdowns imposed in select cities, extend the tenure of uncertainty. Thus, it would be premature to say that the problems are completely behind us.**

**Cash conversion recorded significant improvement supported by actions on driving collections and working capital management. Margin resilience and robustness of the cash conversion cycle were key highlights of this quarter's performance."**

#### **About Crompton:**

Crompton is India's market leader in fans, No. 1 player in residential pumps and has leading market positions in its other product categories. The Company manufactures and markets a wide spectrum of consumer products, ranging from fans, lamps and luminaries to pumps and household appliances such as water heaters, coolers, mixer grinders and irons. The Company has strong dealer base across the country and wide service network offering robust after sales service to its customers.