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Smart solutions.
Strong relationships.

Our Ref: COSEC/158/2016

February 5, 2016

BY E MAIL

The Corporate Relationship Department
Stock Exchange, Mumbai
1st Floor, New Trading Ring
Rotunda Building
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Scrip Code : 500093

The Assistant Manager – Listing
National Stock Exchange of India
Exchange Plaza
Bandra-Kurla Complex
Bandra (East)
Mumbai 400 051
Scrip Code : CROMPGREAV

Dear Sirs,

Sub: Analyst Call – Q3 FY16 and way forward

Pursuant to Regulation 46(2) of the SEBI (Listing Obligation and Disclosure Requirement) Regulations, 2015, we enclose herewith the transcript of the Analysts Call.

We would appreciate if you take the above on record.

Yours faithfully

for Crompton Greaves Limited

Manoj Koul

Manoj Koul
Company Secretary & Compliance Officer
ACS No 16902.

Encl : aa

AVANTHA
GROUP COMPANY

Crompton Greaves Limited
Crompton Greaves Limited Third Quarter and Nine Months Ending 2015-2016 Results
2nd February, 2016

Moderator: Ladies and Gentlemen, Good Day and Welcome to the Q3 FY2016 Crompton Greaves Conference Call. As a reminder, all participants' line will be in the listen only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' then '0; ' on your touchtone phone. Please note, that this conference is being recorded. I now hand the conference over to Mr. Laurent Demortier – Managing Director and Chief Executive Officer of Crompton Greaves Limited. Thank you and over to you, sir.

Laurent Demortier: Thank you. Good evening ladies and gentlemen and thank you for joining us for this Third Quarter Nine Months Ending December 2015 Earnings Call for Crompton Greaves.

Now before starting, I would like to confirm the announcement which has been just made today regarding the management changes at company level. This will be the last time that I address you as the CEO of CG Group, effective tomorrow I will step down as CEO of CG and Mr. Neelkant would replace me as the CEO and MD of CG. Furthermore, we have announced that Jean-Michel Aubertin who is currently our Head of the Power Business International is appointed CEO of International Power Business and will join the newly created international board of the company. Last but not least, Mr. Madhav Acharya, our CFO of CG since 2009 is appointed as Director of Finance and will become an Executive Member of the CG Board.

And it is my great pleasure to announce that tonight we meet to answer all your questions, we have Mr. Madhav Acharya obviously but also Neelkant Kollengode is here and would be able also to address some of your questions.

So back to come to the figure, I think one the figure you have received today, I just want to make reminder, the consumer division demerger has been completed during Q3 with an effective date of October 1st, 2016 and as the result that you have in hands do not reflect the performance of consumer business for the whole Q3 period. Also during the Q3 quarter, as it has been announced we have completed the divestiture of the PT Canada business and the results have been reclassified after removal of this Canada business, both historical figures and actual figures.

So the results you have in the hand represent the performance of the B2B business which are the Power and Industrial Segments. Having said that, if you look at the order intake for this

quarter reached 2,104 crores which is down 7% versus Q3 last year and 2% if you put nine months-to-date result. Power system, de-grew by 14% on Q3 and nine months about 4%. The Industrial business showed growth of 19% versus Q3 last year and 2% on the nine months basis.

So I think regarding the top-line growth, the growth has been particularly strong for India, India destination we recorded more than 15% order intake growth for this quarter which is quite in line with the strategy that we had to refocus strongly on this region. Regarding the international order, I think those orders are still affected first by the ongoing divestiture of the program that we have been doing in the past 12 months and also a softer demand in the Middle East and the Africa regions. So consolidate sales reached 2,068 crores, down (-)14% for Q3 and 12.57% for nine months, mainly driven by again international business which saw a (-)17% in quarter-on-quarter basis. As a result of this, impact on the EBITDA for the quarter has been impacted and reached 28 crores, a 12.4% of our sales and the PAT reached (-)107 crores.

Regarding specific event, I think I am going to address the divestiture, as you know the divestiture is part of our international operation. As you do know we are well in advance discussion with a potential buyer, we have received a definitive offer for this afternoon and the Board of CGL today decided not to except the offer in it's current form.

So I think altogether I will stop just for the introduction and I will open the floor for the questions.

Moderator: Thank you very much. We will now begin the question-and-answer session. Our first question is from the line of Rahul Agarwal from Banyan Capital. Please go ahead.

Rahul Agarwal: I was just trying to understand that why did the Board reject the offer and what is the management expecting from the overseas divestment in terms of valuation?

Laurent Demortier: I think we cannot comment on the valuation and the offer is not only just valuation it is also some condition, contingent liabilities and all the things. Overall, the offer that we received in it's form right now, we believe was not acceptable on several parameters. But I cannot comment neither on the price nor on the overall structure at this stage.

Rahul Agarwal: So is it possible that this offer can be revived or it can be presented from the potential buyer in the form that you feel is acceptable, is there a scope for that?

Laurent Demortier: I think the door is open, but again cant commit at this point, certainly that we will re-consider the offer for sure.

Rahul Agarwal: So sir are there any other prospective buyers, any pipeline?

Laurent Demortier: As I told I think in the previous communication, I think we were negotiating on the exclusivity basis, we have one buyer, so we want very-very fine details. We received this offer in this form today in fact, so it was not, and I think at that stage it was still not defined. So for the time being we have refused all the standard proposal, so today we were in exclusive discussion with one potential buyer.

Rahul Agarwal: Sir second question on your provisions for loans to overseas subsidiaries, in this quarter there were provisions around 410 crores, do you see more provisions going forward and are there any liabilities arising out of SPVs which might have been used for acquisition of these assets?

Madhav Acharya: Rahul, in this quarter as you would recall we have concluded our divestment of our Canadian businesses. As a result, the investments that we had made and the advances that we had made, we have take in impairment provision on those advances and investments. As far as the sustainable value of the investments and advances are concerned, as you would know in every year we do a sustainability assessment of the advances and investments and accordingly the necessary numbers are provided in the balance sheet.

Rahul Agarwal: So do we see more such going forward in coming quarters?

Madhav Acharya: As I said, we will have to assess the business sustainability and then evaluate the numbers which will happen at the March quarter, ever year it is done. It is done every year and rest of the provisions are made.

Moderator: Thank you. Our next question is from the line of Renu Baid from IIFL. Please go ahead.

Renu Baid: Sir, first just wanted to understand, though you have said that you will review at the proposal and explore scope for negotiation, do you think it would go ahead or probably you would revert to the plan B of breaking up of the individual subs and then relooking at the entire divestment of international business?

Laurent Demortier: We have not said that, I think again we have received a proposal today, proposal is not acceptable in this form and I think now the ball is in the camp of the buyer, if they want to revise their offer, so that is where we are right now.

Renu Baid: So any timelines that you would like to give with respect to the revised offer?

Laurent Demortier: We have not given any timeline now.

Renu Baid: Coming back to the core business, power segment performance was relatively weak both in terms of drop in margins as well as sale, so if you can throw some light with respect to the performance of the segment as well as how have the exports portfolio done?

Madhav Acharya: Renu, the point is that the profitability basically has dropped because of lower sales as you would realize because the contribution goes down with lower sales and that has what has impacted the margins in the particular segment. As far as export sales are concerned, we have exporters from India approximately 251 crores in this quarter which is a growth of almost 53% over last quarter overall. I guess the export sales are inline with what we wanted to export this particular quarter.

Renu Baid: So where has the sales slippage come in from?

Laurent Demortier: Sale slippage comes in from a geographical standpoint, has been in both America and Middle East has been the major one, mainly Middle East with (-)47% decrease Q3 over Q3, but we got very good performance in Southeast Asia and Indonesia.

Renu Baid: No, if I am looking at the standalone numbers sir for the time being, so there the sales drop can be attributed to what reason?

Laurent Demortier: You are talking for India?

Renu Baid: Yes.

Laurent Demortier: I was talking international. So go ahead with India.

Renu Baid: I am just trying to understand the drop in the domestic sales is attributable to weakness in the domestic market or again some of the export segment orders have been deferred or any other reason that you think is responsible?

Laurent Demortier: Well, Renu as you know in our business there is a particular schedule in slotting that we do, customers have certain specific request for productive supplies in a given quarter in a given timeframe. So as far as exports are concerned versus corresponding period, there has been an improvement in our overall export business, but it all depends on the expectation and need of the customer. So I would not attach too much of significance to a drop in sales in a particular quarter.

Renu Baid: And just last question if I can ask through, can you give any color or light on how the consumer business has performed, since investors still have stake in the company though the share issuance and other things have not yet happened, so any broad at least headline numbers with respect to sales, PBT or PAT numbers?

Laurent Demortier: See Renu the thing is consumer business has got demerged, we have got the court order, the court order has been filed with the Registrar of Companies and the appointed date of the consumer business was 1st October 2015. So once we have filed the court order with the ROC, we are not in a position to provide any information or number on the consumer business because it has become a separate company now.

Moderator: Thank you. Our next question is from the line of Sumit Kishore from JP Morgan. Please go ahead.

Sumit Kishore: My first question is again on the sale of the overseas business, is the exclusivity arrangement in terms of talks with that potential buyer still exclusive or are you talking to other people as well now?

Laurent Demortier: Again, we were in exclusive discussion up to now, we received the proposal to date, of course that is reviewed and rejected, that is where we are right now. So it is too early, we not disclosing anything at this point in time.

Sumit Kishore: So after this 4.1 million provision made this quarter, what is the total loan to subsidiaries outstanding now and especially now with the proceeds from sale of land also having being received, what is the updated number?

Madhav Acharya: First with the outstanding loans and advances in the books of CG, for all overseas subsidiaries put together is around 1600 crores as of Dec 2015.

Sumit Kishore: And so is this after retiring some portion receipts from the sale of land?

Madhav Acharya: No, that has got nothing to do with the sale of land, see sale of land is a transaction that has happened in India for which we have got the money. And as far as the divestment of Canadian business was concerned, that required us to provide for an impairment which we have done.

Sumit Kishore: So I basically meant to say that have you used proceeds from sale of land to retire part of this outstanding debt for foreign subsidiaries.

Madhav Acharya: So you are talking about the debt here, they are two different things altogether, one is loans and advances which I said is 1600 crores. As far as the total consolidated net debt of the company is concerned, is approximately 900 crores. So yes, to answer your question, we have utilized the proceeds of the sale of land at Kanjurmarg to reduce our overall debt of the company.

Sumit Kishore: And finally, could you please briefly talk about the new leadership structure, so would you Madhav, John and Norberto be reporting in to Mr. Neelkant as MD and CEO because it appears from the press release that there are CEOs for different operations across the company.

Laurent Demortier: No, what we have done in the current structure we have taken an international Board to which Jean-Michel and Norberto are reporting at Avantha business, so that will be reporting and Neelkant will ensure the overall position of CEO of the company reporting to the CG Board.

Sumit Kishore: So the international Board would also be reporting to the CG Board?

Laurent Demortier: Yes, which has been always the case.

Moderator: Thank you. Our next question is from the line of Venkatesh Balasubramaniam from Citigroup. Please go ahead.

Venkatesh Balasubramaniam: Sir just one question, now earlier what was said was you had a definite offer for the sale of the international business, in the second quarter it was said that we would be giving us conclusive news by the end of the third quarter, now you are saying that you have rejected the offer. Now what was the need in the first place to announce to the stock exchange that you had a conclusive offer, because by doing that it effectively does it not get misinterpreted by the wider audience that it is actually a done deal and it is just a question of formality that is why this delay is happening.

Laurent Demortier: We have never committed that we are binding offer, so I think what we said that we have received a non-binding offer**.** The buyer was committed that we are in exclusive discussion, but we never get a final binding offer. So we received this binding offer today, I think this binding offer, the terms of this offer was not in line with the expectation of the Board and that is why the Board for the time being rejected this offer that again we received today.

Venkatesh Balasubramaniam: Sir the second question is, now that you have provided numbers which has basically, if I look at the standalone numbers it does not have, it is just the B2B standalone domestic numbers, the EBITDA margins it looks like is at around in this quarter is at 0.4% levels, in nine months it is at around 3% levels, what do you think is the steady, let us assume that okay next year there is some kind of a recovery, what kind of steady state margins are possible in this business?

Laurent Demortier: I am not going to give guidance now, especially when this is my last call with you.

Venkatesh Balasubramaniam: I understand Madhav Acharya can give a guidance, because he is going to be around, right.

Laurent Demortier: No, he will be around but he will not give guidance either. I think we have again as I said we have been going for the last 12 months of exceptional situation, I think when we were in this preparation of setting up of this business so the margin is not representative of the normal steady state of the business. On top of that we have various operations to improve, Mr. Norberto and his team have been working in all the unit, we also removing something that has created problem in the past like we announced Canada, so we are in a transformation. So yes, it is not a steady state margin you are seeing, yes we plan to improve it and we have higher target than this margin but at this stage it will be too early to give you a number.

Venkatesh Balasubramaniam: Sir can I ask it in a slightly different way, now these numbers which we are seeing in this year, obviously the macroeconomic conditions are weak, that is very understandable, but is it also are these numbers weaker than what it should be given that the whole company is basically, the top management is focusing on first of all demerging the company, then it is trying to sell the international business that there is no focus on the domestic business at all, that normally should be there. So could that also have had an impact on the business?

Laurent Demortier: See, again we are focusing on what you said but as we also said we focus extremely strongly on the Indian business and maybe it is a good point for me to introduce Neelkant which I said is with me tonight, he can maybe give you perspective of the strong actions we have been taking in India to ensure that we will sustain an important growth.

Madhav Acharya: These are two separate topics altogether; one is the divestment of the international business where the operational management of India team is not involved in those discussions at all. So it does not eat up the bandwidth of focusing on business as usual versus the divestment proposal. So that is clear with us. Yes, the macroeconomic factors are weak but wherever there has been an opportunity, for instance if you see the industrial systems results, on quarter-on-quarter both top-line as well as bottom-line has been on a steady state increase. So while the macroeconomic factors have hit certain pockets of our business, especially the large transformers etc, the positive part of it is the order book has been pretty strong now. And if you look at, I would not give guidance on the exact number but would restrict myself to saying that the order book executable in next year looks much more stronger than what it was on April 1st of last year.

Moderator: Thank you. Our next question is from the line of Amit Sinha from Macquarie. Please go ahead.

Inder: Hi gentlemen, this is Inder here from Macquarie. My first question is, now assuming that this whole transaction does not go through for a prolonged period of time, how does the company intend to kind of restructure or what more steps need to be taken to at least come back to a zero loss condition in the overseas and what do you think is the likely scenario in the next one, two quarters. And I also would need a clarification that whether the Canadian PAT business loss which has been reported as 32 crores for the first 45 days, has that been included in the report in quarter three numbers.

Madhav Acharya: Yes, firstly let me answer the second question. The Canadian losses which were there for the period during which the closure was happening, those have been reported in the numbers. If you see there is a loss on account of discontinued operations, so that has been done and the entire impairment has been done in the books for Canada. So for the first question I leave it back to Laurent.

Laurent Demortier: Just on the international business, as we said at all times we have some very good performing unit has continued to perform well, Indonesia, Belgium now is performing well or US and I

think we are still working on the other unit which are creating issue, so I think it is not one time opportunity. So I think this will continue at the same time, then we might work on the divestiture.

Inder: So if I just look at the subsidiaries numbers, in this quarter at least we used to be EBITDA breakeven for fair number of quarters, and now in this quarter we had a large EBITDA level loss. And if I look at the overall subsidiary performance somewhere upwards of 100 crores loss, is there an insight where we can say that even without an asset sale we can be closer to a breakeven kind of situation with the debt coming down there?

Madhav Acharya: Inder, firstly the overall good part is that the overall net debt of the company has now reached a sustainable level, so I think that is a good part. Secondly, if you look at the numbers for the quarter, the impact on the profitability is largely on account of lower revenue that has got booked primarily because of the market conditions as well as expectations of customers to off take when they wanted it. As far as we are concerned, we have a strong order book. So if you just do the math in terms of getting a better output in terms of customer offtake, you would see that the numbers would look much-much different.

Inder: My second question is, we had a plan to almost retire our entire debt or at least become net debt zero through more asset sales, do we still kind of sticking by that plan or we are likely to again miss on that target or we are currently okay with the existing debt?

Madhav Acharya: Well, Inder what we said if you remember almost a year and half back was that we had almost 2200 crores of net debt and we were in the process of trying to bring it to a sustainable level. So from 2200 crores of net debt we have already come to 900 crores of net debt. I mean if you see the balance sheet I think we are in a very good position in terms of sustainability of current position as well as future expansions. So I do believe, and anyways the process of destruction is an ongoing process.

Inder: So are there anymore land sales possible?

Madhav Acharya: Everything is possible.

Inder: And have we concluded the sale of the CG Towers?

Madhav Acharya: We have not announced any such sale, I do not remember company having communicated any such in public domain**.**

Moderator: Thank you. Our next question is from the line of Ankit Babel from Subhkam Ventures. Please go ahead.

Ankit Babel: Sir my first question is that when this consumer division will get listed?

Madhav Acharya: Consumer division has got demerged, so I am afraid we will not be able to answer your question specific in terms of when it will get listed, we do not have the information on that.

Ankit Babel: No sir, I am not asking about the numbers, just a fact that earlier it was mentioned that by the end of February or 1st week of March it would get listed, so is it still intact or there is some change?

Madhav Acharya: As far as I am concerned, I know as much as you know on the subject.

Laurent Demortier: I think this is a decision of the new buyer, the new buyer is not here so I think we cannot even commit or mention anything on that. Again, I invite all of you to contact Mr. Shantanu Khosla which is the current managing of this company which again is for which we have no obligation and no relations since October 1st.

Ankit Babel: So sir as investors if we would like to know the numbers of consumer division, how will they get it?

Madhav Acharya: Well, you will contact Mr. Shantanu Khosla and if you need help then Mayura can always connect you to him.

Laurent Demortier: They are big board, they need to publicize the number, they need to consolidated which I think is the normal process for this company. So I think, again we are the wrong person now to discuss about this.

Ankit Babel: And sir, second is, what is the outlook on the domestic power business, I mean wherein the margins were 4% at PBIT level, so going forward what you see and do you see some growth in this business or what are the sustainable margins we have?

Neelkant Kollengode: No, I think no guidance here on sustainable margin, but as far as the growth is concerned, as I mentioned earlier at this point of time we are in a much better situation on the unexecuted order book compared to the same period last year. As well as going forward on April 1st we expect to be significantly better than where we started April this year. So looking at the order book, the revenue growth which if you would just notice Madhav's comment he has been mentioning that the large impact on the drop in EBITDA is because of the drop in the top-line. So if the growth in the top-line is there and focus coming back into India not just from a market point of view but also the operational efficiency India brings, that is going to be our goal now going forward.

Ankit Babel: What is the order book in this division sir, current and how was the inflow in this division in this quarter?

Madhav Acharya: So why don't I do this, let me give you the detailed order intake numbers and the order book numbers so that I think a lot of people would have this query, so let me give that answer.

Ankit Babul: Please do it for the standalone first and then the consolidated.

Madhav Acharya: So as I always do every quarter, so first I will give you the standalone numbers. Order intake, power India - 565 crores, automation India - 12 crores, total power systems - 577 crores, industrial systems - 459 crores, total order intake for Q3 for India business is 1037 crores. Now let me give you the non-India numbers as well. Power products - 763 crores, systems and solutions - 65 crores, automation - 132 crores, total power systems orders for non-India is 960 crores and industrial systems non-India is 108 crores. Total orders for non-India for Q3 is 1068 crores. So the total power products consolidated is at 1328 crores, systems and solutions at 65 crores, automation at 144 crores, total power systems order intake for the quarter is at 1537 crores and industrial systems for the quarter is at 567 crores. So the total order intake for the company for the quarter is at 2104 crores. That is as far as the order intake is concerned.

Now let me also give you the order book position as on date. First I will give you the India numbers, power products - 2662 crores, systems and solutions - 332 crores, automation - 63 crores, total power systems order book as on date India is 3057 crores, industrials systems India order book as on date is 573 crores. So the total order book available with CG India is 3629 crores. For non-India, the power products order book as on date is 2465 crores, systems and solutions at 1030 crores, automation at 680 crores, total power systems order book as on date for non-India is 4175 crores, industrial systems non-India order book as on date is 149 crores, total order book non-India as on date is 4324 crores. Power products total CG order book is at 5127 crores, systems and solutions 1362 crores, automation at 743 crores. So total power systems as we report as on date, order book is 7232 crores, industrial systems at 722 crores, so total order book as on date for the company is 7954 crores.

Ankit Babel: Sir just one thing, the 565 crores is the order inflow in the power division standalone business, what was the growth here sir YoY basis?

Madhav Acharya: Last year in the same quarter the order intake was 659 crores, so there is actually a drop of 14%.

Ankit Babel: There is a dip, so sir my question was that when we are witnessing a dip, how are we confident that we will end the year with a very good order book?

Madhav Acharya: See firstly, we have a very strong order book, I mean as I said I will give you the order book numbers, if you look at the India order book number as on date, power systems is 357 crores, it is a pretty healthy order book.

Ankit Babel: And what was it last year?

Madhav Acharya: What was the order book, last year for the same period was actually lower, it was at 3508 crores, so my order book is actually better compared to last year.

Ankit Babel: So 3508 or 2508?

Madhav Acharya: Sorry, the order book for power systems last year same period was 2985, so it is actually better than last year.

Ankit Babul: Sir it is marginally better.

Madhav Acharya: Yes, it is better.

Moderator: Thank you. Our next question is from the line of Fatima from ICICI Prudential Life Insurance. Please go ahead.

Fatima: I just wanted to understand that we have spoken to Laurent a couple of time and we realized that even at 900 crores debt, if you do not sell your international subsidiary, isn't the debt burden or covenants an issue and do you think the bankers are going to have any issue with the current debt levels that we would have right now because debt to EBITDA would have definitely…

Madhav Acharya: Why would you say that Fatima? The debt as you remember one and half years back was 2200 crores net debt level which has come down to 900 crores primarily because of monetization of some of the assets and demerger, so why would you think the bankers would have any issue, at least I have not heard issues from any banks, I think the bankers are pretty happy with what we have done with our balance sheet.

Fatima: No, but in absence of international you are going to continue to have an EBITDA neutral kind of scenario with 900 crores kind of debt, right?

Madhav Acharya: But you are assuming that India is not giving EBITDA, is that what you are assuming?

Fatima: No, no I am saying international is giving you loss.

Madhav Acharya: Yes, but it was there earlier also, right. So overall, earlier also we had losses in overseas business and we had a 2200 crores of net debt, now your net debt is off with 900 crores with the same situation more or less. So I have not seen any problems from any other corner.

Fatima: And what I wanted to know is, from the Board's perspective that the change in management, is there a view that the new management is going to turnaround international operations?

Laurent Demortier: Yes, certainly. I think the perimeter of the company stands following the demerger of the consumer, so we have been embarking into our restructuring of our debt, and now again we

need to put an organization which is in line with the priority which is the development of India and the turnaround of the loss making unit that we have growth knowing that we have also lot of unit to grow which are delivering pretty good results. So I think the management, the focus of the management would be around those priority and that is why the Board has been adopting this management structure.

Fatima: No, what I am just trying to understand is, like we have had a lot of interactions with you and Laurent and you always said that because of the global consolidation, we know that CG cannot fight the global behemoth and we know that we are better off in India and we cannot do international. So I just want to know is there any change in that view?

Laurent Demortier: I got your question in detail, I think the only thing which is changing right now is not changing in the long-term discussion and long-term parameter that we have analyzed on the situation, we are facing short-term situation which is the positive merger of the consumer which comes on top of the action that we were doing before, that is it, there is no… does it answer your question?

Fatima Pasha: No, I just want to know is there any change in view on the international business, as in, is it that we do not want to, like initially we were flying to take some haircut and move on but now we are not ready to take that haircut, that is all I asking.

Laurent Demortier: Again, the discussion is ongoing, we received very detailed proposal, binding this proposal I think unfortunately could not be accepted as such, so that is where we are right now, I think nothing more and nothing less.

Moderator: Thank you. Our next question is from the line of Ajinkya Bhatt from Kotak Securities. Please go ahead.

Harish: Hi sir, Harish here from Kotak. Sir, if I look at the total investments and loans and advances to overseas subsidiary, that is about 1700 crores as at FY15 end of which loans and advances were 970 crores. Just wanted to understand the increase, so the 1600 crores that you are talking about, just wanted to reconcile that number.

Madhav Acharya: Yes, I mean look what happens is that we have debt in overseas businesses and as I said this year we have retired a sizable chunk of that debt. So the way the retirement of the debt happens is that funds move from India to overseas and there we retire the debt. So in the books of CG India the loans and advances go up. So if you compare it with the debt reduction you will realize that the numbers are stacking up.

Harish: And what is the total investment in L&A that is there for ZIV?

Madhav Acharya: The investment in loans and advances?

Harish: Yes.

Madhav Acharya: The payments which have gone to ZIV would be approximately 200 crores in India books.

Harish: Everything included, investments and L&A?

Madhav Acharya: Investments are in the overseas books, the advances are in CG India's books.

Harish: No, what I am essentially trying to understand is that if you want to exclude ZIV then how would the overall investment in L&A look like?

Madhav Acharya: So out of the outstanding loans and advances you can remove around 200 crores on account of ZIV.

Harish: And sir what would be the cash loss of the overseas business as at nine months 2016?

Madhav Acharya: Cash loss, I guess you will have to just add up the EBITDA and add back the depreciations and amortization there. Sorry, I did not understand your question very correctly.

Harish: Basically I am trying to understand that assuming that the present scenario remains, what would be the cash burn for the full year for 2016 and is it safe to extrapolate it to 2017?

Madhav Acharya: No, I do not think it is possible or easy to just extrapolate numbers, I mean business circumstances are changing rapidly everyday basis, I do not think it will be right for any of us to extrapolate any numbers.

Harish: And sir how would the ZIV performance stack up for nine months 2016?

Madhav Acharya: You are looking for what, top-line or…?

Harish: Yes, sales, EBITDA and PAT number nine months 2016 on the quarter.

Madhav Acharya: Yes, we will just probably give you the top-line numbers. For Q3 we have sold 196 crores and the top-line for the nine months period is 584 crores for the current year.

Harish: And the EBITDA would be a positive number?

Madhav Acharya: Yes, of course.

Moderator: Thank you. Ladies and Gentlemen, due to time constraints we will take the last question from the line of Pulkit Patni from Goldman Sachs. Please go ahead.

Pulkit Patni: My questions have been answered. Thanks a lot.

Moderator: Thank you. I now hand the conference over to Mr. Laurent Demortier for the closing comments. Thank you and over to you, sir.

Laurent Demortier: Thank you very much everybody. I think as this is my last call I just want to thank all of you for this very instructive and inquisitive questions that you put in front of us and I am sure that you will continue. I think results of the company, I think the takeaway is first the progress in the reduction of our debt which I think what we explained was a key priority, the second priority was recovery and development of five Indian business that we just explained, we start to see the beginning of some of those actions. And I think as we said we will continue to pursue our efforts outside India in restructuring the unit that do not deliver the expected performance. So thank you very much, thanks all for being there tonight. Bye, bye.

Moderator: Thank you very much. Ladies and Gentlemen, on behalf of Crompton Greaves that concludes this conference. Thank you for joining us and you may now disconnect your lines. Thank you.