

**SYMPHONY LIMITED**

Data Sheet : Performance Analysis for the period 1st July 2014 to 31st March 2015

(Rs. in Lacs )

Q3FY15	Q3FY14	Q2FY15	Particulars	Nine Months FY15	Nine Months FY14	FY14
13,751	11,329	15,141	Sales	39,163	30,059	45,122
<b>21.4%</b>		<b>31.4%</b>	<b>Y-O-Y Growth %</b>	<b>30.3%</b>		<b>46.3%</b>
878	226	413	Operating & Other income	2,060	1,232	1,515
14,629	11,555	15,555	Total Revenues	41,223	31,291	46,637
<b>26.6%</b>		<b>30.4%</b>	<b>Y-O-Y Growth %</b>	<b>31.7%</b>		<b>43.4%</b>
8,159	6,378	8,458	Gross Margin(Sales - Material Cost) Value	22,159	16,553	25,736
5,115	3,577	5,219	EBITDA	13,481	9,077	13,677
5,073	3,548	5,162	PBT (Rs.Lacs)	13,284	8,987	13,557
<b>43.0%</b>		<b>48.1%</b>	<b>Y-O-Y Growth %</b>	<b>47.8%</b>		<b>47.0%</b>
28.0%	23.8%	30.2%	Tax (%)	29.1%	26.4%	27.1%
3,651	2,703	3,602	PAT (Rs.Lacs)	9,416	6,614	9,887
<b>35.1%</b>		<b>45.3%</b>	<b>Y-O-Y Growth %</b>	<b>42.3%</b>		<b>57.7%</b>
<b>Secondary Segmentwise Revenue and Results</b>						
<b>Value</b>	<b>Value</b>	<b>Value</b>	<b>Segment Revenue</b>	<b>Value</b>	<b>Value</b>	<b>Value</b>
11,174	9,168	14,011	India	34,749	26,356	39,460
2,577	2,161	1,130	Rest of the world	4,414	3,703	5,662
<b>13,751</b>	<b>11,329</b>	<b>15,141</b>	<b>Total</b>	<b>39,163</b>	<b>30,059</b>	<b>45,122</b>
<b>Segment Profit before Interest and Taxes (PBIT)</b>						
4,002	2,736	4,866	India	11,771	7,680	11,410
1,071	813	315	Rest of the world	1,568	1,312	2,153
<b>5,073</b>	<b>3,549</b>	<b>5,181</b>	<b>Total</b>	<b>13,339</b>	<b>8,992</b>	<b>13,563</b>
<b>Air Cooler Realisation (India + Rest of the World)</b>						
212,640	187,718	238,668	Sales Volume (In Numbers)	615,295	494,028	707,044
<b>13.3%</b>		<b>27.4%</b>	<b>Y-O-Y Growth %</b>	<b>24.5%</b>		<b>36.8%</b>
6,328	5,986	6,277	Average Realisation (Rs. per Unit)	6,270	6,029	6,299
<b>Margins</b>						
59.3%	56.3%	55.9%	Gross margin (%) of Sales	56.6%	55.1%	57.0%
18.8%	16.9%	16.6%	S&M (%) of Sales	17.5%	17.6%	20.4%
35.0%	31.0%	33.6%	EBITDA (%) of Gross Revenue	32.7%	29.0%	29.3%
34.7%	30.7%	33.2%	PBT (%) of Gross Revenue	32.2%	28.7%	29.1%
25.0%	23.4%	23.2%	PAT (%) of Gross Revenue	22.8%	21.1%	21.2%
<b>Capital Employed</b>						
12,160	13,256	6,934	Home Appliances	12,160	13,256	3,800
18,851	11,247	20,418	Corporate Funds (Treasury Investments)	18,851	11,247	19,474
<b>Return % on Capital Employed (PBIT) - Annualised</b>						
156.6%	117.7%	237.9%	Home Appliances %	194.3%	145.3%	154.2%
16.3%	5.5%	5.9%	Corporate Funds %	10.3%	7.2%	6.4%
<b>Dividend : (A) Interim Dividend</b>						
				200%	100%	100%
<b>(B) Final Dividend</b>						
				-	-	550%

**Notes :**

- 1 PBIT % on Capital Employed of Corporate Funds Segment has been calculated on monthly average capital employed to work out appropriate return %.
- 2 Investment of Corporate Funds includes investment in Growth Mutual Funds and Fixed Maturity Plans, income of which is accounted on maturity / distribution of dividend.