

**SYMPHONY LIMITED**

Data Sheet : Performance Analysis : 1st July 2014 to 30th June 2015

(Rs. in Lacs )

| Standalone  |               |               |   |               |               | Consolidated  |               |
|---|---------------|---------------|---|---------------|---------------|---------------|---------------|
| Q4FY15  | Q4FY14        | Q3FY15        | Particulars                               | FY15          | FY14          | FY15          | FY14          |
| 12,368  | 15,063        | 13,751        | Sales                                     | 51,531        | 45,122        | 57,849        | 53,242        |
| -17.9%  |               | 21.4%         | Y-O-Y Growth %                            | 14.2%         |               | 8.7%          |               |
| 974   | 283           | 878           | Operating & Other income                  | 3,035         | 1,515         | 3,239         | 1,586         |
| 13,342  | 15,346        | 14,629        | Total Revenues                            | 54,566        | 46,637        | 61,088        | 54,828        |
| -13.1%  |               | 26.6%         | Y-O-Y Growth %                            | 17.0%         |               | 11.4%         |               |
| 7,653   | 9,183         | 8,159         | Gross Margin(Sales - Material Cost) Value | 29,812        | 25,736        | 33,979        | 30,439        |
| 2,963   | 4,599         | 5,115         | EBITDA                                    | 16,444        | 13,677        | 16,423        | 13,990        |
| 2,890   | 4,570         | 5,073         | PBT (Rs.Lacs)                             | 16,174        | 13,557        | 15,955        | 13,530        |
| -36.8%  |               | 43.0%         | Y-O-Y Growth %                            | 19.3%         |               | 17.9%         |               |
| 24.3%   | 28.3%         | 28.0%         | Tax (%)                                   | 28.3%         | 27.1%         | 27.6%         | 27.2%         |
| 2,226   | 3,273         | 3,651         | PAT (Rs.Lacs)                             | 11,642        | 9,887         | 11,591        | 10,572        |
| -32.0%  |               | 35.1%         | Y-O-Y Growth %                            | 17.8%         |               | 9.6%          |               |
| <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>  | <b>Value</b>  |
| 11,411  | 13,104        | 11,174        | India                                     | 46,159        | 39,460        | 46,420        | 39,467        |
| 957   | 1,959         | 2,577         | Rest of the world                         | 5,372         | 5,662         | 11,429        | 13,775        |
| <b>12,368</b>   | <b>15,063</b> | <b>13,751</b> | <b>Total</b>                              | <b>51,531</b> | <b>45,122</b> | <b>57,849</b> | <b>53,242</b> |
| <b>Segment Profit before Interest and Taxes (PBIT)</b>    |               |               |   |               |               |               |               |
| 2,508   | 3,730         | 4,002         | India                                     | 14,279        | 11,410        | 14,373        | 11,464        |
| 384   | 841           | 1,071         | Rest of the world                         | 1,952         | 2,153         | 1,640         | 2,071         |
| <b>2,892</b>  | <b>4,571</b>  | <b>5,073</b>  | <b>Total</b>                              | <b>16,231</b> | <b>13,563</b> | <b>16,013</b> | <b>13,536</b> |
| <b>Air Cooler Realisation (India + Rest of the World)</b> |               |               |   |               |               |               |               |
| 168,416   | 213,016       | 212,640       | Sales Volume (In Numbers)                 | 783,711       | 707,044       | 808,963       | 740,757       |
| -20.9%  |               | 13.3%         | Y-O-Y Growth %                            | 10.8%         |               | 9.2%          |               |
| 7,202   | 6,927         | 6,328         | Average Realisation (Rs. per Unit)        | 6,470         | 6,299         | 7,049         | 7,109         |
| <b>Margins</b>  |               |               |   |               |               |               |               |
| 61.9%   | 61.0%         | 59.3%         | Gross margin (%) of Sales                 | 57.9%         | 57.0%         | 58.7%         | 57.2%         |
| 35.2%   | 26.1%         | 18.8%         | S&M (%) of Sales                          | 21.8%         | 20.4%         | 20.4%         | 18.7%         |
| 22.2%   | 30.0%         | 35.0%         | EBITDA (%) of Gross Revenue               | 30.1%         | 29.3%         | 26.9%         | 25.5%         |
| 21.7%   | 29.8%         | 34.7%         | PBT (%) of Gross Revenue                  | 29.6%         | 29.1%         | 26.1%         | 24.7%         |
| 16.7%   | 21.3%         | 25.0%         | PAT (%) of Gross Revenue                  | 21.3%         | 21.2%         | 19.0%         | 19.3%         |
| <b>Capital Employed</b>                                   |               |               |   |               |               |               |               |
| 4,413   | 3,800         | 12,160        | Home Appliances                           | 4,413         | 3,800         | 8,230         | 8,104         |
| 24,606  | 19,474        | 18,851        | Corporate Funds (Treasury Investments)    | 24,606        | 19,474        | 24,606        | 19,474        |
| <b>Return % on Capital Employed (PBIT) - Annualised</b>   |               |               |   |               |               |               |               |
| 89.4%   | 174.3%        | 156.6%        | Home Appliances %                         | 165.1%        | 154.2%        | 113.5%        | 106.0%        |
| 14.1%   | 4.4%          | 16.3%         | Corporate Funds %                         | 11.4%         | 6.4%          | 11.4%         | 6.4%          |
| <b>Dividend : (A) Interim Dividend</b>                    |               |               |   |               |               |               |               |
|   |               |               |   | 200%          | 100%          | 200%          | 100%          |
| <b>(B) Final Dividend</b>                                 |               |               |   |               |               |               |               |
|   |               |               |   | 500%          | 550%          | 500%          | 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.