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**Data Sheet : Standalone Performance Analysis for the Quarter and Nine months ended on December 31, 2016**

**i) Sales & Profitability**

Quarter ended			Particulars	Nine Months Ended		(Rs. in lacs)
31-Dec-16 (Unaudited)	31-Dec-15 (Unaudited)	30-Sep-16 (Unaudited)		31-Dec-16 (Unaudited)	31-Dec-15 (Unaudited)	Previous Year (9Months) Ended (Refer Note No.2) 31-Mar-16 (Audited)
17,968	16,210	15,027	Sales	48,210	38,701	41,367
<b>10.8%</b>		<b>31.3%</b>	<b>Y-O-Y Growth %</b>	<b>25%</b>		
41	38	16	Other Operating income	102	74	118
18,009	16,248	15,043	Income from Operations(net)	48,312	38,775	41,485
<b>10.8%</b>		<b>31.4%</b>	<b>Y-O-Y Growth %</b>	<b>24.6%</b>		
1,187	697	473	Other Income	2,154	2,361	1,949
19,196	16,945	15,516	Gross Revenue	50,466	41,136	43,434
<b>13.3%</b>		<b>27.5%</b>	<b>Y-O-Y Growth %</b>	<b>22.7%</b>		
9,610	8,741	7,789	Gross Margin(Sales - Material Cost)Value	26,198	20,969	22,667
7,905	6,735	5,599	EBITDA	17,898	13,818	17,176
7,805	6,656	5,506	PBT (Rs. Lacs)	17,628	13,593	16,949
<b>17.3%</b>		<b>36.1%</b>	<b>Y-O-Y Growth %</b>	<b>29.7%</b>		
28.2%	28.3%	28.7%	Tax (%)	28.3%	27.6%	27.4%
5,606	4,773	3,928	PAT (Rs. Lacs)	12,648	9,875	12,300
<b>17.5%</b>		<b>36.6%</b>	<b>Y-O-Y Growth %</b>	<b>28.1%</b>		

**ii) Margins**

(Rs. in lacs)						
53.5%	53.9%	51.8%	Gross margin (%) of Sales	54.3%	54.2%	54.8%
41.2%	39.7%	36.1%	EBITDA (%) of Gross Revenue	35.5%	33.6%	39.5%
40.7%	39.3%	35.5%	PBT (%) of Gross Revenue	34.9%	33.0%	39.0%
29.2%	28.2%	25.3%	PAT (%) of Gross Revenue	25.1%	24.0%	28.3%

**iii) Primary Segmentwise capital employed and ROCE (PBIT)**

(Rs. in lacs)						
			<b>Capital employed</b>			
12,697	5,431	-	Air Coolers	12,697	5,431	12,757
29,271	29,132	37,206	Corporate Funds	29,271	29,132	18,038
			<b>ROCE(PBIT) (For the quarter &amp; respective period)- Not Annualised</b>			
70.9%	166.0%	308.3%	Air Coolers	234.8%	254.9%	333.2%
2.8%	1.8%	1.0%	Corporate Funds	5.2%	6.6%	5.4%

**iv) Total Treasury Investment (excluding investments in subsidiaries)**

(Rs. in lacs)						
34,455	32,183	44,655	Total Treasury Investment	34,455	32,183	16,168



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**v) Secondary Segmentwise Revenue and Results**

Quarter ended			Particulars	Nine Months Ended		Previous Year (9Months) Ended (Refer Note No.2)
31-Dec-16 (Unaudited)	31-Dec-15 (Unaudited)	30-Sep-16 (Unaudited)		31-Dec-16 (Unaudited)	31-Dec-15 (Unaudited)	31-Mar-16 (Audited)
<b>(Rs. in lacs)</b>						
<b>Segment Revenue</b>						
16,378	14,928	14,341	India	44,124	35,993	36,787
1,590	1,282	686	Rest of the world	4,086	2,708	4,580
<b>17,968</b>	<b>16,210</b>	<b>15,027</b>	<b>Total</b>	<b>48,210</b>	<b>38,701</b>	<b>41,367</b>
<b>Segment Results (Profit before Interest and Taxes - PBIT)</b>						
7,309	6,100	5,353	India	16,195	12,584	15,056
496	562	154	Rest of the world	1,434	1,018	1,901
<b>7,805</b>	<b>6,662</b>	<b>5,507</b>	<b>Total</b>	<b>17,629</b>	<b>13,602</b>	<b>16,957</b>
-	6	1	Less: Finance Costs	1	9	8
2,199	1,883	1,578	Less: Taxes	4,980	3,718	4,649
<b>5,606</b>	<b>4,773</b>	<b>3,928</b>	<b>Total Profit After Tax</b>	<b>12,648</b>	<b>9,875</b>	<b>12,300</b>

**vi) Shareholders' Reward**

			Dividend per share (on Face value Rs. 2)		
1.00*	5.00	1.00*	Interim Dividends	3.50 (Including First, Second & Third Interim)	5.00 25.00
			Dividend (%)		
50%*	250%	50%*	Interim Dividend	175% (Including First Second & Third Interim)	250% 1250%

\*On enhanced share capital of Rs. 13.99 crore up from Rs.7 crore, post (1:1) bonus issue

**Notes:**

- The Company has allotted 34,978,500 bonus shares of Rupees two each fully paid up on September 17,2016 in the proportion of one (1) bonus equity share for every one (1) fully Paid up equity share . As a result of the bonus issue the paid up capital of the Company stands increased to Rs. 1,399.14 lacs from Rs. 699.57 lacs.
- In view of the provisions of Companies Act 2013, from previous year the Company has changed its accounting year to March ending instead of June ending as informed earlier. Accordingly previous accounting year was of nine months ended on March 31, 2016.
- Segment Profit (PBIT) % on Capital Employed has been calculated on average monthly Capital Employed.
- Investment of Corporate Funds includes investment in Growth Mutual Funds, income of which is accounted on

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**Symphony Limited.** Symphony Limited, Symphony House, F-12, 1150, Bodakdev, Off S.G. Highway, Ahmedabad -380014, India.  
**CIN:** 522010J1988PLC010531 | **Web:** www.symphonylimited.com | **Email:** corporate@symphonylimited.com  
**Phone:** +91 79 66211111 | **Fax:** +91 79 66211139

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