

WORLD LEADER IN AIR COOLING



SYMPHONY LIMITED

Data Sheet : Quarter and nine months ended on December 31, 2021

► Standalone Gross Profit and EBITDA margin % during quarter are lower due to:

- Large revenue expenses incurred for various initiatives related to Direct to Consumer Sales (D2C), Large space ventilated air cooler (LSV), exports to USA and new upcoming air cooler models.
- The Company initiated various measures to support the trade partners to take care of their inventory and better sales performance in subsequent quarters.

► Nine months Consolidated Gross Profit and EBITDA margin % are higher than previous year. Annual and March, 2022 quarter Consolidated Gross Profit and EBITDA % are expected in line with previous year.

(A) Consolidated Performance Analysis

i) Sales & Profitability

(₹ in Crores)

Consolidated			Particulars	Consolidated		
Quarter Ended				Nine Months Ended		Year Ended
31-Dec-21	31-Dec-20	30-Sep-21		31-Dec-21	31-Dec-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
			Sales			
121	118	135	India	341	257	431
83	98	85	Rest of the world	312	303	466
204	216	220	Total	653	560	897
-5%			Growth % Y-O-Y	17%		
7	9	9	Other Income	24	25	31
212	225	229	Gross Revenue	679	586	931
-6%			Growth % Y-O-Y	16%		
90	96	100	Gross Margin(Sales - Material Cost)Value	289	239	400
37	42	48	EBITDA (Excluding Exceptional Items)	103	80	170
-	-	-	Exceptional Items	-	7	7
28	34	40	PBT	78	49	131
-18%			Growth % Y-O-Y	59%		
21	27	30	PAT	57	44	107
-21%			Growth % Y-O-Y	29%		

ii) Financial ratios

Quarter Ended			Particulars	Consolidated		
Month Ended				Nine Months Ended		Year Ended
31-Dec-21	31-Dec-20	30-Sep-21		31-Dec-21	31-Dec-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
			Profitability ratios			
44%	44%	45%	Gross margin % of Sales	44%	43%	45%
17%	19%	21%	EBITDA % of Gross Revenue	15%	12%	18%
10%	12%	13%	PAT Margin % of Gross Revenue	8%	8%	12%
			Segment-wise capital employed and ROCE			
			Capital employed (Monthly Average)			
302	257	290	Air Cooling and Other Appliances	343	257	282
585	557	608	Corporate Funds	556	504	505
			ROCE(PBIT) - Not Annualised			
8%	11%	12%	Air Cooling and Other Appliances	19%	14%	41%
1%	2%	1%	Corporate Funds	4%	4%	5%
16%	11%	18%	Return on Network % (PAT TTM/AVG Network)	16%	11%	15%

► Consolidated Gross margin % for the quarter and Nine months ended December 2021 is more or less in line with FY 20-21 despite massive increase in input cost as well as logistics cost.

iii) Treasury Investment

562	574	664	Treasury including Cash & Cash equivalents	562	574	519
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(B) Standalone Performance Analysis

i) Sales & Profitability (₹ in Crores)

Standalone			Particulars	Standalone		
Quarter Ended				Nine Months Ended		Year Ended
31-Dec-21	31-Dec-20	30-Sep-21		31-Dec-21	31-Dec-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
			Sales			
121	118	135	India	341	257	431
24	5	4	Rest of the world	47	18	55
145	123	139	Total	388	275	486
18%			Growth % Y-O-Y	41%		
8	10	9	Other Income	26	28	36
154	134	149	Gross Revenue	416	304	524
15%			Growth % Y-O-Y	37%		
63	60	67	Gross Margin(Sales - Material Cost)Value	179	132	234
40	45	44	EBITDA	93	84	152
38	44	42	PBT	88	80	147
-14%			Growth % Y-O-Y	10%		
29	35	32	PAT	68	63	112
-16%			Growth % Y-O-Y	8%		

ii) Financial ratios

Standalone			Particulars	Standalone		
Quarter Ended				Nine Months Ended		Year Ended
31-Dec-21	31-Dec-20	30-Sep-21		31-Dec-21	31-Dec-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
			Profitability ratios			
44%	49%	48%	Gross margin % of Sales	46%	48%	48%
26%	34%	29%	EBITDA % of Gross Revenue	22%	28%	29%
19%	26%	21%	PAT Margin % of Gross Revenue	16%	21%	21%
			Segment-wise capital employed and ROCE			
			Capital employed (Monthly Average)			
36	(3)	14	Air Cooling and Other Appliances	67	39	50
585	557	608	Corporate Funds	556	504	505
			ROCE(PBIT) % - Not Annualised			
87%	Infinite	241%	Air Cooling and Other Appliances	98%	145%	237%
1%	2%	1%	Corporate Funds	4%	4%	5%
16%	15%	17%	Return on Network % (PAT TTM/AVG Network)	16%	15%	16%

iii) Treasury Investment:

553	556	638	a) Treasury including Cash & Cash equivalents (excluding loans/investments in subsidiaries)	553	556	503
703	698	784	b) Treasury including Cash & Cash equivalents (including loans/investments in subsidiaries)	703	698	646

➤The Company declared 2nd interim dividend of 50% i.e. ₹ 1/- per equity share of ₹ 2/- each amounting to ₹ 7 crores.



World's largest manufacturer of Residential, Commercial & Industrial air coolers. Available in more than 60 countries.

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