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Data Sheet : Performance Analysis for the Quarter and Half year ended on September 30, 2017

i) Sales & Profitability

Quarter ended			Particulars	Half Year Ended		Year Ended
30-Sep-17	30-Sep-16	30-Jun-17		30-Sep-17	30-Sep-16	31-Mar-17
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Unaudited)
18,418	15,028	12,926	Sales	31,344	30,243	66,529
<b>22.6%</b>		<b>-15.0%</b>	<b>Y-O-Y Growth %</b>	<b>3.6%</b>		
7	16	49	Other Operating income	56	61	188
18,425	15,044	12,975	Income from Operations(net)	31,400	30,304	66,717
<b>22.5%</b>		<b>-15.0%</b>	<b>Y-O-Y Growth %</b>	<b>3.6%</b>		
1,043	929	1,265	Other Income	2,308	1,464	3,787
19,468	15,973	14,240	Gross Revenue	33,708	31,768	70,504
<b>21.9%</b>		<b>-9.8%</b>	<b>Y-O-Y Growth % - Gross Revenue</b>	<b>6.1%</b>		
9,801	7,789	6,592	Gross Margin(Sales - Material Cost)Value	16,393	16,588	35,501
7,463	6,089	3,209	EBITDA	10,672	10,540	24,500
7,285	6,001	3,108	PBT (Rs. Lacs)	10,393	10,379	24,148
<b>21.4%</b>		<b>-29.0%</b>	<b>Y-O-Y Growth % - PBT</b>	<b>0.1%</b>		
30.4%	29.1%	22.6%	Tax (%)	28.1%	28.6%	27.8%
5,067	4,252	2,404	PAT (Rs. Lacs)	7,471	7,408	17,436
<b>19.1%</b>		<b>-23.8%</b>	<b>Y-O-Y Growth % - PAT</b>	<b>0.8%</b>		

ii) Margins

53.2%	51.8%	51.0%	Gross margin (%) of Sales	52.3%	54.8%	53.4%
38.3%	38.1%	22.5%	EBITDA (% of Gross Revenue)	31.7%	33.2%	34.7%
37.4%	37.6%	21.8%	PBT Margin (% of Gross Revenue)	30.8%	32.7%	34.3%
26.0%	26.6%	16.9%	PAT Margin (% of Gross Revenue)	22.2%	23.3%	24.7%

iii) Segment-wise capital employed and ROCE (PBIT)

			Capital employed			
(9,105)	(8,354)	17,070	Air Coolers#	(9,105)	(8,354)	17,241
60,402	46,836	30,900	Corporate Funds	60,402	46,836	29,183
			ROCE(PBIT) (For the quarter & respective period)- Not Annualised			
Infinite	Infinite	12.9%	Air Coolers#	1080.2%	Infinite	1054.0%
1.6%	1.9%	3.7%	Corporate Funds	4.7%	3.6%	9.6%

# There is negative Capital Employed during the September'17 and September'16 quarters and as on quarter end / half year end. This is on account of negative working capital due to trade advances. Accordingly, segmentwise Capital Employed for the quarter , half year ended on September'16 and the year ended March 31 2017 have been recalculated to make it comparable and to work out PRIT%.

iv) Total Treasury Investment (excluding investments in subsidiaries)

60,402	46,832	30,900	Total Treasury Investment	60,402	46,832	29,112
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v) Geographical Segment-wise Revenue and Results

(Rs. in lacs)

Quarter ended			Particulars	Half Year Ended		Year Ended
30-Sep-17	30-Sep-16	30-Jun-17		30-Sep-17	30-Sep-16	31-Mar-17
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Unaudited)
			<b>Segment Revenue</b>			
18,048	14,341	10,965	India	29,013	27,746	59,508
377	703	2,010	Rest of the world	2,387	2,558	7,209
<b>18,425</b>	<b>15,044</b>	<b>12,975</b>	<b>Total</b>	<b>31,400</b>	<b>30,304</b>	<b>66,717</b>
			<b>Segment Results (Profit before Interest and Taxes - PBIT)</b>			
7,425	5,848	2,473	India	9,898	9,442	21,693
(68)	154	635	Rest of the world	567	938	2,456
<b>7,357</b>	<b>6,002</b>	<b>3,108</b>	<b>Total</b>	<b>10,465</b>	<b>10,380</b>	<b>24,149</b>
72	1	0	Less: Finance Costs	72	1	1
2,218	1,749	704	Less: Taxes	2,922	2,971	6,712
<b>5,067</b>	<b>4,252</b>	<b>2,404</b>	<b>Total Profit After Tax</b>	<b>7,471</b>	<b>7,408</b>	<b>17,436</b>

vi) Shareholders' Payout

			Dividend per share (on Face value Rs. 2)			
1.00 (Post Bonus 1:1)	1.00 (Post Bonus 1:1)	1.00 (Post Bonus 1:1)	Interim Dividends	2.00 (Including First Interim) (Post Bonus 1:1)	2.50 (Including First Interim)	3.50 (Including First, Second & Third Interim)
-	-	-	Final Dividends	-	-	1.00 (Post Bonus 1:1)
			<b>Dividend (%)</b>			
50% (Post Bonus 1:1)	50% (Post Bonus 1:1)	50% (Post Bonus 1:1)	Interim Dividend	100% (Including First Interim) (Post Bonus 1:1)	125% (Including First Interim)	175% (Including First, Second & Third Interim)
-	-	-	Final Dividends	-	-	50% (Post Bonus 1:1)

Notes:

1. Results for the half year ended September 30, 2017 have been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under section 133 of the Companies Act, 2013. The result for the quarter and half year ended September 30, 2016 and for the year ended March 31, 2017 have been restated to comply with Ind AS and are comparable on like to like basis.

2. Segment Profit (PBIT) % on Capital Employed has been calculated on monthly average Capital Employed.

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