

WORLD LEADER IN AIR COOLING



SYMPHONY LIMITED

Data Sheet : Standalone Performance Analysis (Quarter and Nine months ended on December 31, 2017)

i) Sales & Profitability

(Rs. in lacs)

Quarter ended			Particulars	Nine Months Ended		Year Ended
31-Dec-17	31-Dec-16	30-Sep-17		31-Dec-17	31-Dec-16	31-Mar-17
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Unaudited)
21,737	17,967	18,418	Sales	53,080	48,210	66,529
21.0%		22.6%	Growth % Y-O-Y	10.1%		
26	41	7	Other Operating income	83	102	188
21,763	18,008	18,425	Income from Operations (net)	53,163	48,312	66,717
20.9%		22.5%	Growth % Y-O-Y	10.0%		
804	949	1,043	Other Income	3,112	2,413	3,787
22,567	18,957	19,468	Gross Revenue	56,275	50,725	70,504
19.0%		21.9%	Growth % Y-O-Y	10.9%		
11,791	9,610	9,801	Gross Margin (Sales - Material Cost) Value	28,183	26,199	35,501
9,484	7,673	7,463	EBITDA	20,156	18,213	24,500
8,712	6,801	6,491	EBITDA (Excluding Treasury Income)	17,185	15,993	20,939
9,366	7,577	7,285	PBT	19,759	17,956	24,148
23.6%		21.4%	Growth % Y-O-Y	10.0%		
8,593	6,705	6,313	PBT (Excluding Treasury Income)	16,788	15,736	20,587
28.2%		24.1%	Growth % Y-O-Y	6.7%		
29.8%	27.5%	30.4%	Tax (%)	28.9%	28.2%	27.8%
6,631	5,493	5,067	PAT	14,102	12,901	17,436
20.7%		19.1%	Growth % Y-O-Y	9.3%		
5,903	4,762	4,316	PAT (Excluding Treasury Income)	11,578	11,010	14,345
24.0%		23.2%	Growth % Y-O-Y	5.2%		

ii) Margins

54.2%	53.5%	53.2%	Gross margin % of Sales	53.1%	54.3%	53.4%
42.0%	40.5%	38.3%	EBITDA % of Gross Revenue	35.8%	35.9%	34.7%
41.5%	40.0%	37.4%	PBT Margin % of Gross Revenue	35.1%	35.4%	34.3%
39.4%	37.1%	34.1%	PBT Margin % of Gross Revenue (Excluding Treasury Income)	31.5%	32.4%	30.8%
29.4%	29.0%	26.0%	PAT Margin % of Gross Revenue	25.1%	25.4%	24.7%
27.1%	26.3%	23.3%	PAT Margin % of Gross Revenue (Excluding Treasury Income)	21.7%	22.7%	21.4%

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

Capital employed (Monthly Average)			ROCE (PBIT) - Not Annualised			
Air Coolers#	Corporate Funds					
(1,697)	(1,057)	(13,152)		(59)	(1,333)	1,980
55,260	41,375	62,602		50,401	38,275	36,791
Infinite	Infinite	Infinite		Infinite	Infinite	1041.0%
1.4%	2.1%	1.6%		6.0%	5.8%	9.6%

There is negative Capital Employed (mainly on account of trade advances) during all above reported periods except year ended March 31, 2017. The PBIT % has been calculated on monthly average capital employed.

iv) Treasury Investment (excluding investments in subsidiaries)

48,239	36,647	60,402	Treasury Investment	48,239	36,647	29,112
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Data Sheet : Standalone Performance Analysis (Quarter and Nine months ended on December 31, 2017)

vi) Geographical Segment-wise Revenue and Results

Quarter ended			Particulars	(Rs. in lacs)		
31-Dec-17	31-Dec-16	30-Sep-17		Nine Months Ended		Year Ended
(Unaudited)	(Unaudited)	(Unaudited)		31-Dec-17	31-Dec-16	31-Mar-17
(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
			Segment Revenue			
20,799	16,379	18,048	India	49,812	44,125	59,508
964	1,629	377	Rest of the world	3,351	4,187	7,209
21,763	18,008	18,425	Total	53,163	48,312	66,717
			Segment Results (Profit before Interest and Taxes - PBT)			
8,948	7,081	7,425	India	18,846	16,523	21,693
418	496	(68)	Rest of the world	985	1,434	2,456
9,366	7,577	7,357	Total	19,831	17,957	24,149
-	-	72	Less: Finance Costs	72	1	1
2,735	2,084	2,218	Less: Taxes	5,657	5,055	6,712
6,631	5,493	5,067	Total Profit After Tax	14,102	12,901	17,436

vi) Shareholders' Payout

1.00	1.00	1.00	Dividend per share Rs. (on Face value Rs. 2)			
-	-	-	Interim Dividends	3.00	3.50	3.50
-	-	-	Final Dividends	-	-	1.00
50%	50%	50%	Dividend (%)			
-	-	-	Interim Dividend	150%	175%	175%
-	-	-	Final Dividends	-	-	50%

Notes:

- Results for the nine months ended December 31, 2017 have been prepared in accordance with Indian Accounting Standard ("Ind AS") prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder. The result for the quarter and nine months ended December 31, 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.
- Dividend declared for the period upto June 30, 2016 was on pre 1:1 Bonus.

World's Largest manufacturer of Residential, Commercial and Industrial Air Coolers. Available in more than 60 countries.

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