

# WORLD LEADER IN AIR COOLING



## SYMPHONY LIMITED

Data Sheet : Quarter ended on June 30, 2018

### (A) Consolidated Performance Analysis

#### i) Sales & Profitability

(₹ in Crores)

Particulars	Consolidated		
	Quarter ended		Year Ended
	30-Jun-18	30-Jun-17	31-Mar-18
	(Unaudited)	(Unaudited)	(Audited)
Sales	146	190	796
<b>Growth % Y-O-Y</b>	<b>-23.3%</b>		
Other Operating income	0	0	2
Revenue from operations	146	190	798
<b>Growth % Y-O-Y</b>	<b>-23.3%</b>		
Other Income	6	20	54
Gross Revenue	152	210	852
Gross Margin(Sales - Material Cost)Value	72	92	411
EBITDA	23	47	274
PBT	21	46	265
<b>Growth % Y-O-Y</b>	<b>-53.9%</b>		
PAT	20	39	193
<b>Growth % Y-O-Y</b>	<b>-48.0%</b>		

#### ii) Margins

Gross margin % of Sales	49.7%	48.1%	51.6%
EBITDA % of Gross Revenue	15.1%	22.5%	32.1%
PBT Margin % of Gross Revenue	13.9%	21.8%	31.1%
PAT Margin % of Gross Revenue	13.2%	18.4%	22.6%

**iii) Segment-wise capital employed and ROCE (PBIT)** (₹ in Crores)

Particulars	Consolidated		
	Quarter ended		Year Ended
	30-Jun-18	30-Jun-17	31-Mar-18
	(Unaudited)	(Unaudited)	(Audited)
<b>Capital employed (Monthly Average)</b>			
Air Coolers	189	152	39
Corporate Funds	432	333	490
<b>ROCE(PBIT) - Not Annualised</b>			
Air Coolers	8.7%	22.6%	581.3%
Corporate Funds	1.2%	3.7%	7.6%

**iv) Treasury Investment**

Treasury Investment	367	310	422
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**v) Geographical Segment-wise Revenue**

<b>Segment Revenue</b>			
India	66	110	622
Rest of the world	80	80	176
Total	146	190	798

## (B) Standalone Performance Analysis

### i) Sales & Profitability (₹ in Crores)

Particulars	Standalone		
	Quarter ended		Year Ended
	30-Jun-18	30-Jun-17	31-Mar-18
	(Unaudited)	(Unaudited)	(Audited)
Sales	79	130	685
<b>Growth % Y-O-Y</b>	<b>-39.0%</b>		
Other Operating income	0		2
Revenue from operations	79	130	687
<b>Growth % Y-O-Y</b>	<b>-39.0%</b>		
Other Income	6	12	40
Gross Revenue	85	142	727
Gross Margin(Sales - Material Cost)Value	43	66	365
EBITDA	7	32	260
PBT	6	31	255
<b>Growth % Y-O-Y</b>	<b>-81.4%</b>		
PAT	5	24	183
<b>Growth % Y-O-Y</b>	<b>-80.0%</b>		

### ii) Margins

Gross margin % of Sales	53.9%	51.1%	53.2%
EBITDA % of Gross Revenue	8.0%	22.4%	35.8%
PBT Margin % of Gross Revenue	6.8%	21.7%	35.1%
PAT Margin % of Gross Revenue	5.6%	16.7%	25.1%

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

Capital employed (Monthly Average)			
Air Coolers	174	147	31
Corporate Funds	432	333	490
ROCE(PBIT) - Not Annualised			
Air Coolers	0.7%	12.9%	699.4%
Corporate Funds	1.2%	3.7%	7.6%

### iv) Treasury Investment (excluding investments in subsidiaries)

Treasury Investment	365	309	422
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## v) Geographical Segment-wise Revenue (₹ in Crores)

Particulars	Standalone		
	Quarter ended		Year Ended
	30-Jun-18	30-Jun-17	31-Mar-18
	(Unaudited)	(Unaudited)	(Audited)
<b>Segment Revenue</b>			
India	65	110	621
Rest of the world	14	20	66
<b>Total</b>	<b>79</b>	<b>130</b>	<b>687</b>

## (C) Shareholders' Payout

<b>Dividend per share ₹ (on Face value ₹ 2)</b>			
Interim Dividends	1.00	1.00	3.00
Final Dividends	-	-	1.50
<b>Dividend (%)</b>			
Interim Dividend	50%	50%	150%
Final Dividends	-	-	75%

### Note:

The Company entered into a Share Sale Agreement on June 22, 2018 to effectively purchase 95% equity stake in Climate Technologies Pty Limited, Australia [Australia's leading manufacturer of cooling and heating appliances], through a newly incorporated Subsidiary Company viz. Symphony AU Pty Limited, Australia. The acquisition has been completed as of June 30, 2018 (end of day) subject to other customary closing conditions and effective from that date, both the above named companies have become subsidiaries of the Company and will be consolidated w.e.f. July 01, 2018 with the Group. The acquisition has been executed at a valuation range of Australian\$ 40 Mn to 44 Mn, depending on the achievement of FY18 EBITDA (June End).



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

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