



EARNINGS PRESENTATION Q4FY22

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Disclaimer

Safe Harbour Statement

This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. These companies assume no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

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3 Outlook

4 New Product Launches

5 Advancing ESG Agenda

6 Advertising Campaigns

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Performance Highlights

Performance Highlights – FY22

1

Conso. Gross Profit Margin : 45% (FY21 : 45%) & EBITDA Margin : 19% (FY21 : 18%)

- Despite elevated raw material cost and logistic cost

2

Conso. Gross Profit Margin and EBITDA Margin are most relevant ratios to look at (and not just Symphony India)

- Large chunk of sales from Symphony India to the USA (through CT)
- Hence, Margin sharing between Symphony India and CT
- Combined (Symphony India + CT) profitability quite robust

3

Conso. PBIT : ₹ 177 Cr. (+25% YoY Growth)

- Rest of the world (ROW) PBIT : ₹ 70 Cr. (FY21 : ₹ 11 Cr.), up by 536%
- 39% of Conso. PBIT from International Business (ROW)

4

USA Sales : ₹ 133 Cr. (FY20 : ₹ 48 Cr.), up by 177% in two years

- YoY growth of 55% vs. FY21

5

Total Dividend : ₹ 62.96 Cr. (Dividend Payout : 52%)

- Proposed Final Dividend : ₹ 6 per share (FV : ₹ 2/-)
- Interim dividends aggregating to ₹ 3 per share (FV : ₹ 2/-)

Performance Highlights – FY22

6

Complete normalization of the trade inventory in India

7

Excellent consumer sales across India

8

April, 2022 Sales (Symphony India) : Higher than historical highest ever April sales

9

Good traction in LFS and E-Commerce channels

10

LSV business attaining good traction:

❑ Movicool & other products getting very good response

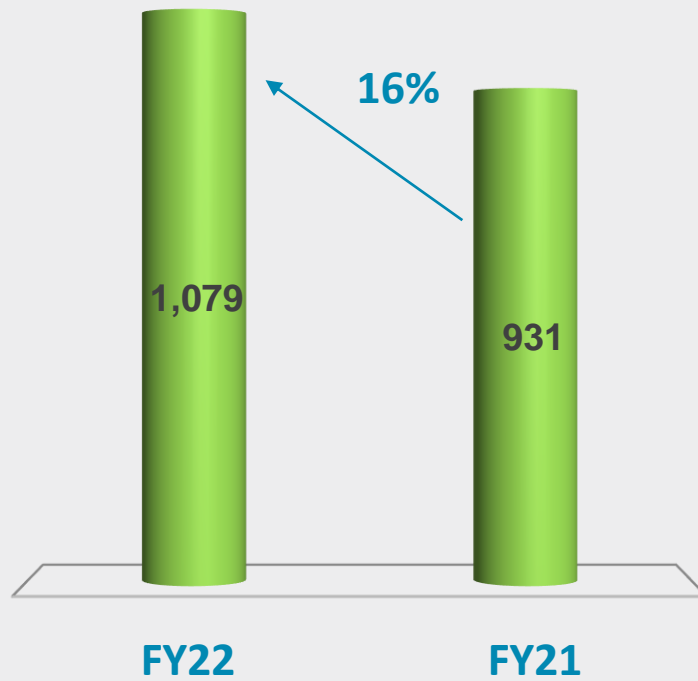


Financials

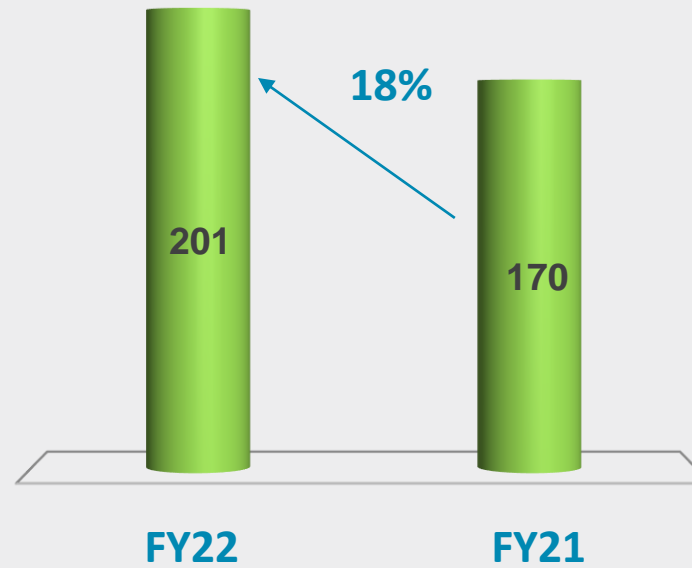
FY22 – Consolidated

Financials (₹ in Cr.)

Gross Revenue

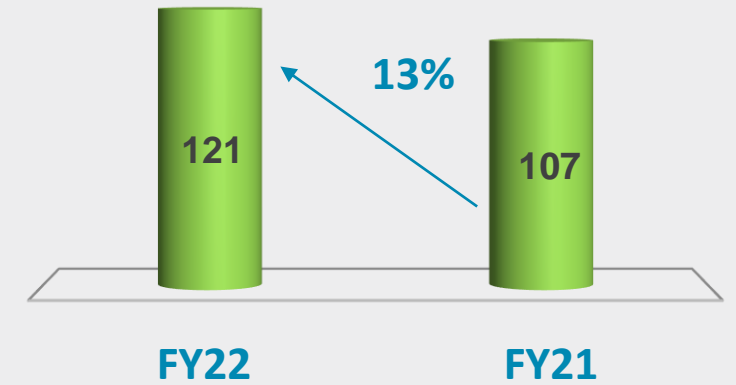


EBITDA*



**Excluding exceptional items*

Profit After Tax



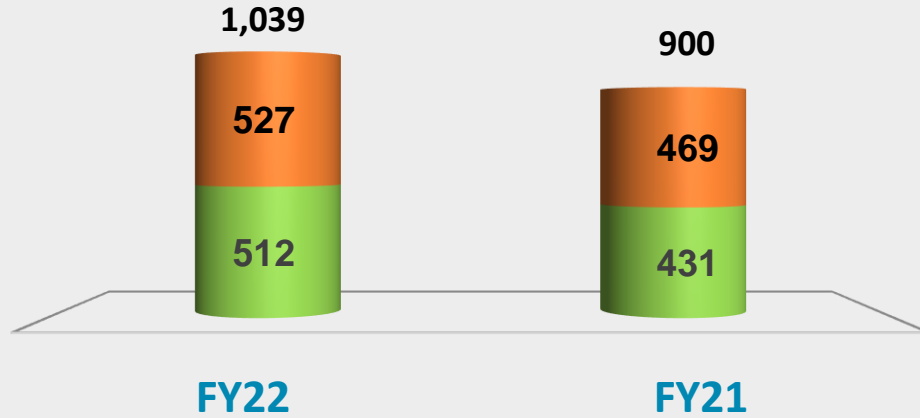
Robust Profitability of International Business

SEGMENT BREAKUP

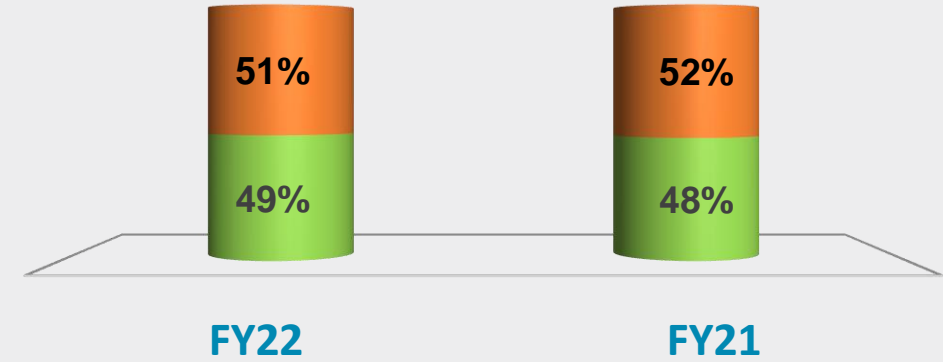
SEGMENT BREAKUP

■ India ■ ROW

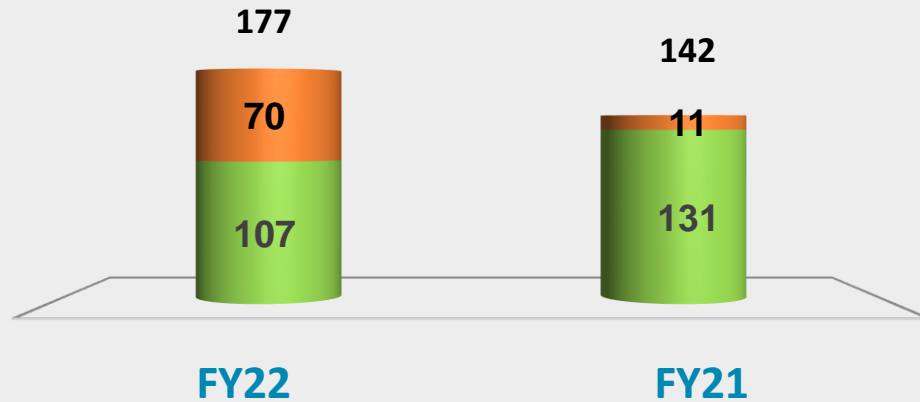
Revenue (₹ in Cr.)



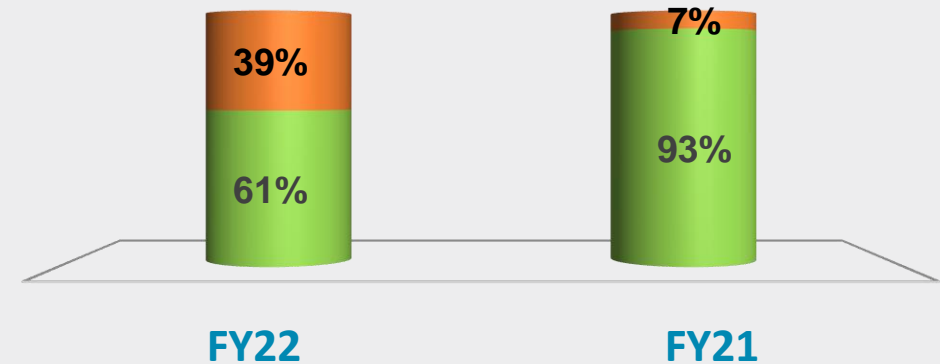
Revenue (%)



PBIT (₹ in Cr.)

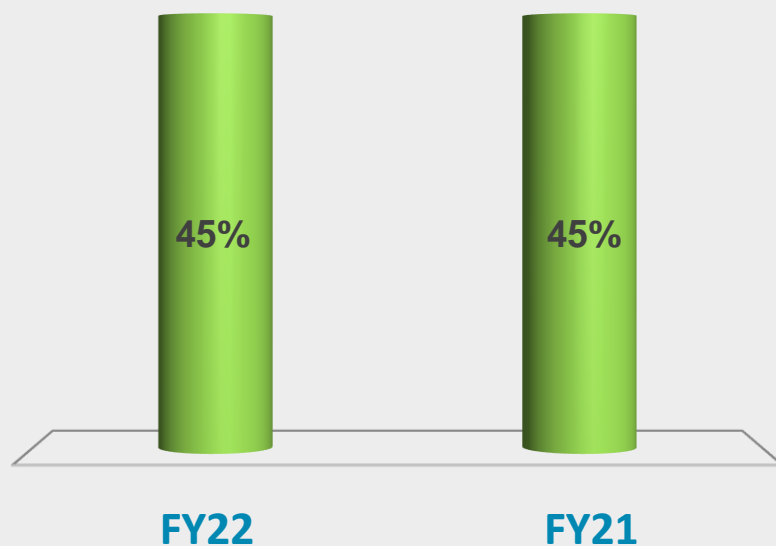


PBIT (%)

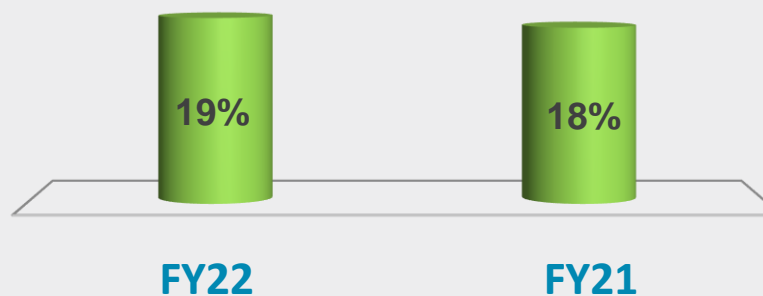


Profitability Ratio* (%)

Gross Margin (%)



EBITDA Margin (%)



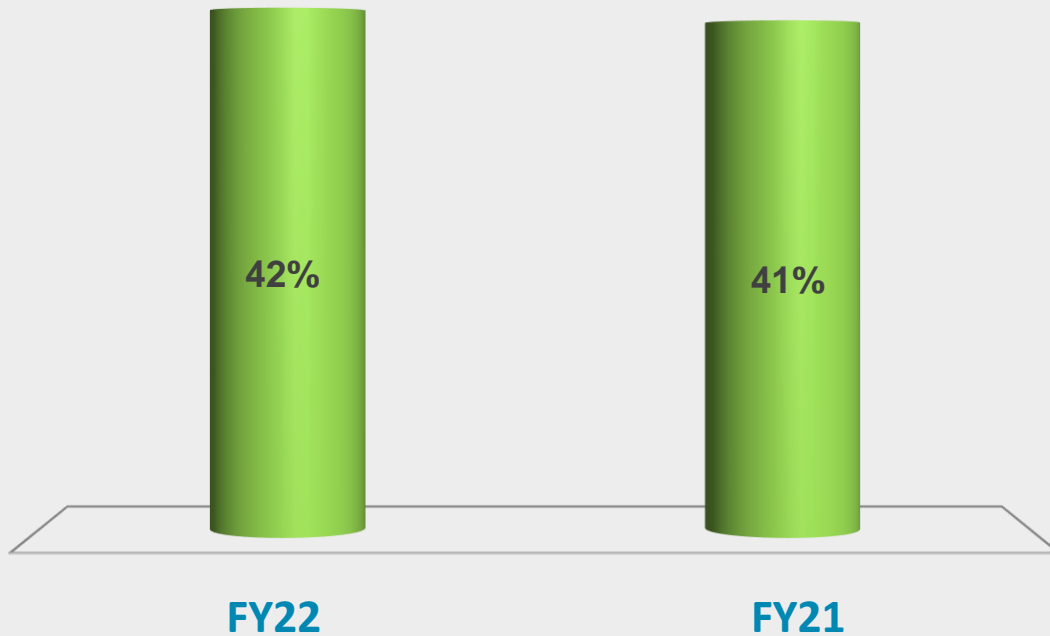
PAT Margin (%)



*Gross Margin as % of Sales and other margins as % of Gross Revenue

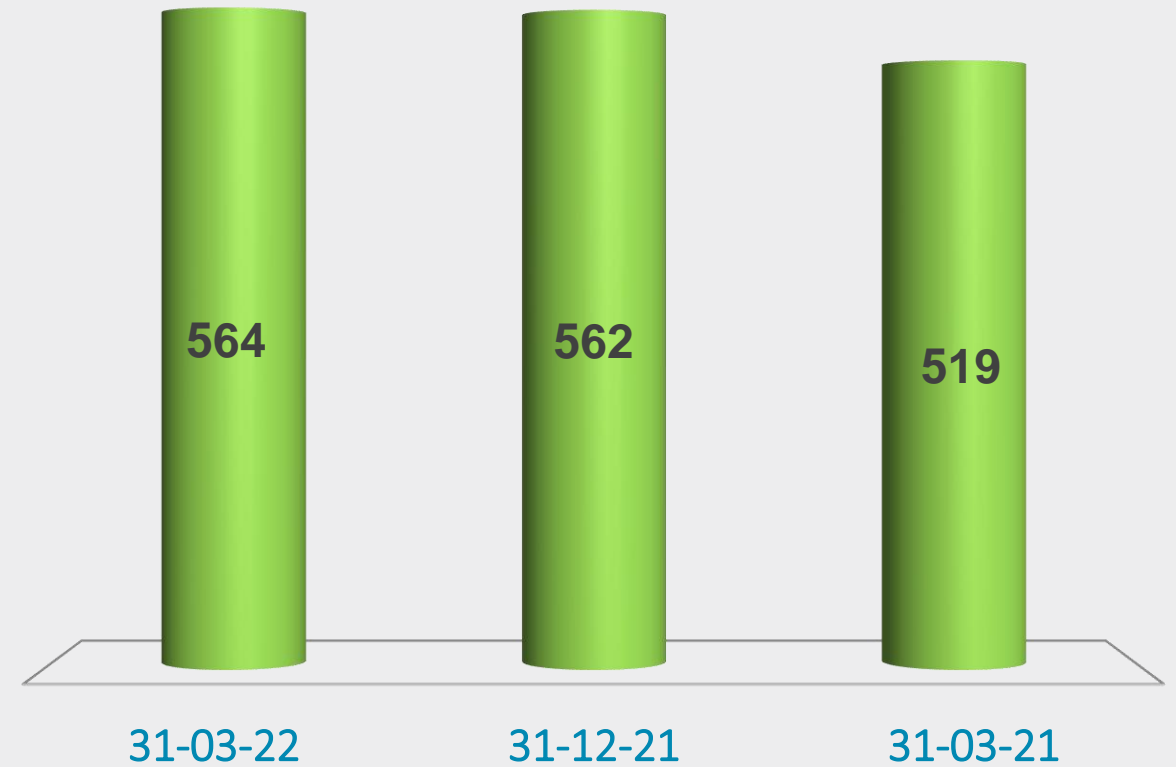
ROCE and Treasury

ROCE (%) (Air Cooling & Other Appliances)



ROCE = PBIT/Monthly Avg. Capital Employed

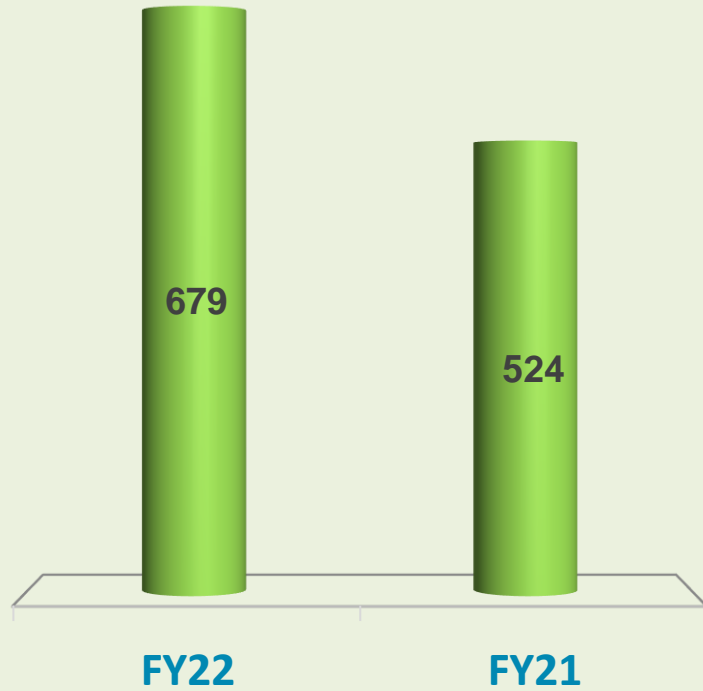
Treasury (₹ in Cr.) as on



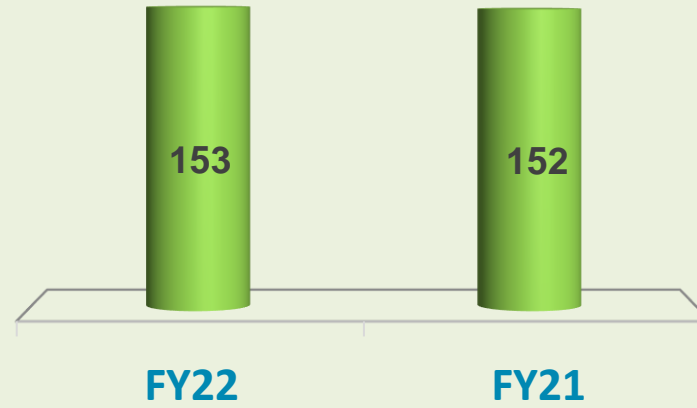
FY22 – Symphony India (Standalone)

Financials (₹ in Cr.)

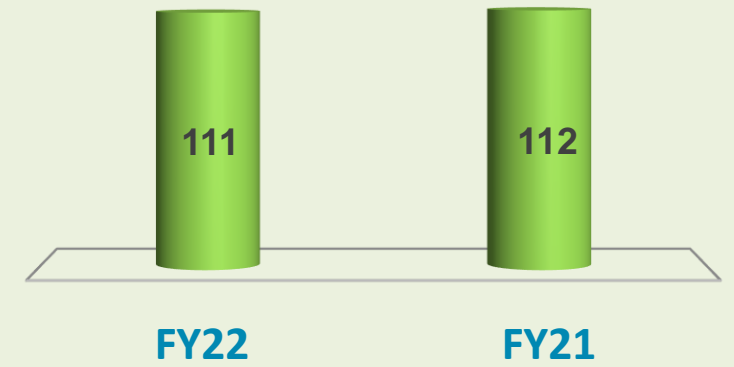
Gross Revenue



EBITDA

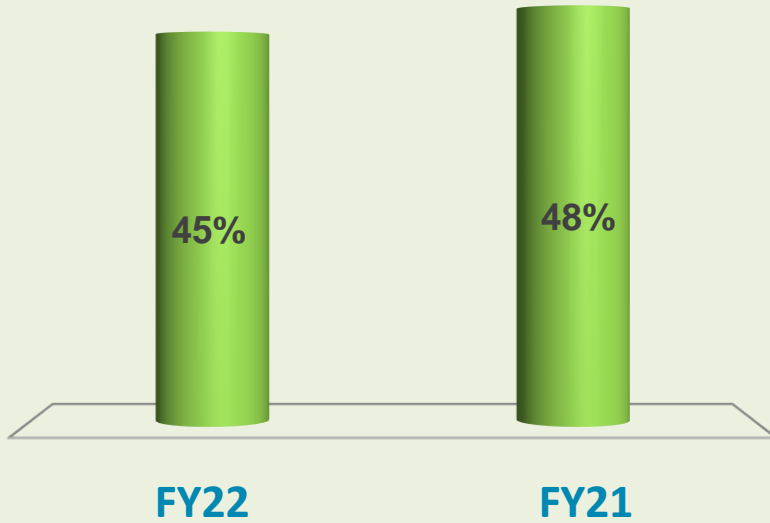


Profit After Tax

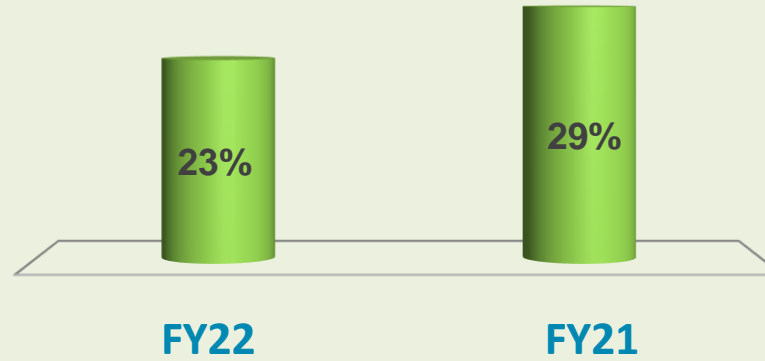


Profitability Ratio* (%)

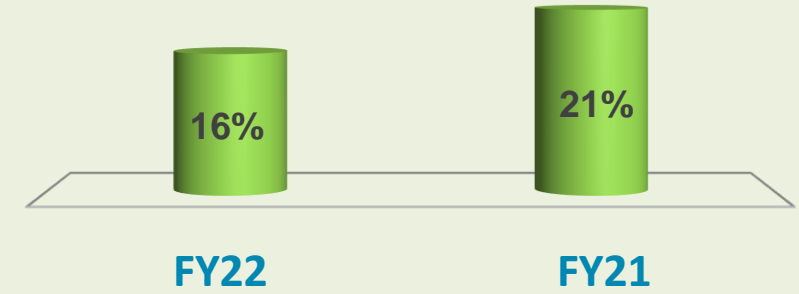
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)

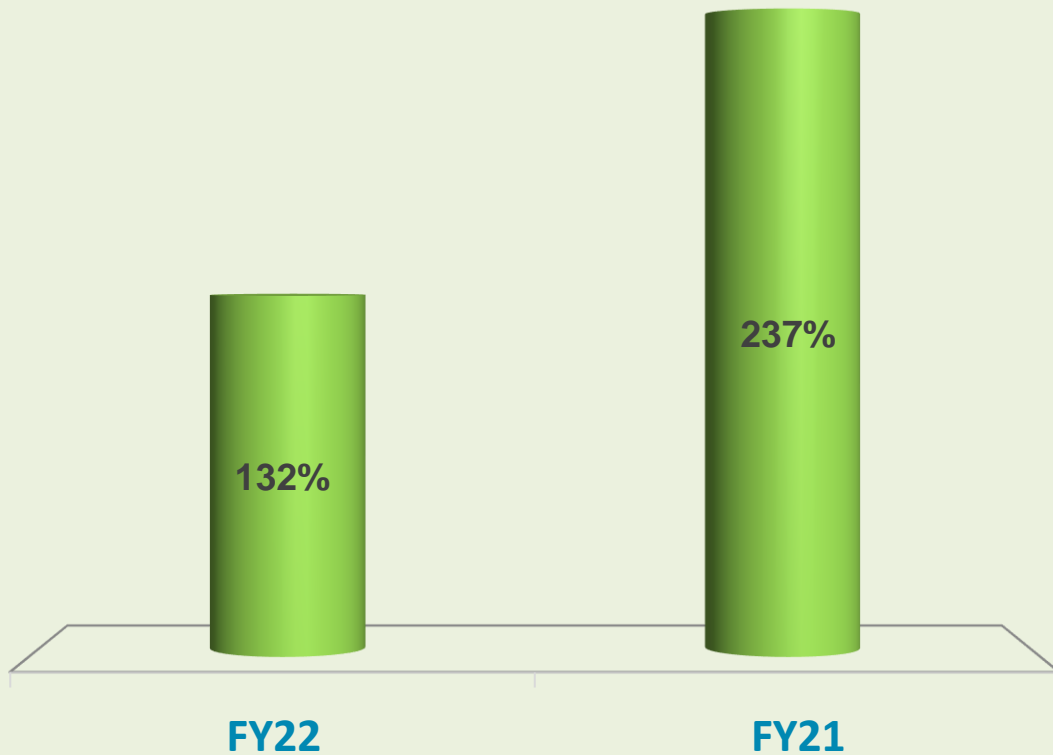


The most relevant ratios viz. Gross Profit Margin and EBITDA Margin to be looked at on the Conso basis, as the large chunk of sales is from Symphony India to the USA and the margin thereon is shared between Symphony India and Climate Technologies, Australia. The combined (Symphony India + Climate Technologies) profitability on that business is quite robust.

*Gross Margin % of Sales and other Margin % of Gross Revenue

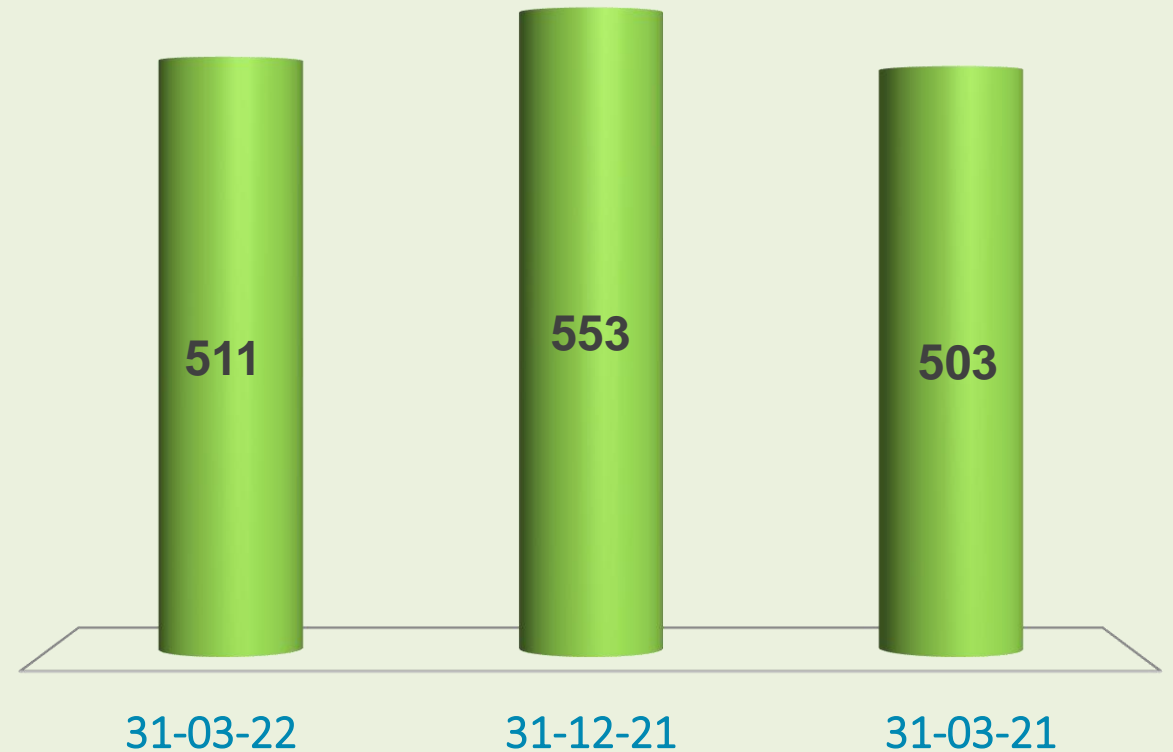
ROCE and Treasury

ROCE (%) (Air Cooling & Other Appliances)



ROCE = PBIT/Monthly Avg. Capital Employed

Treasury* (₹ in Cr.) as on



*Excluding loans/investments in subsidiaries

FY22 – Subsidiaries

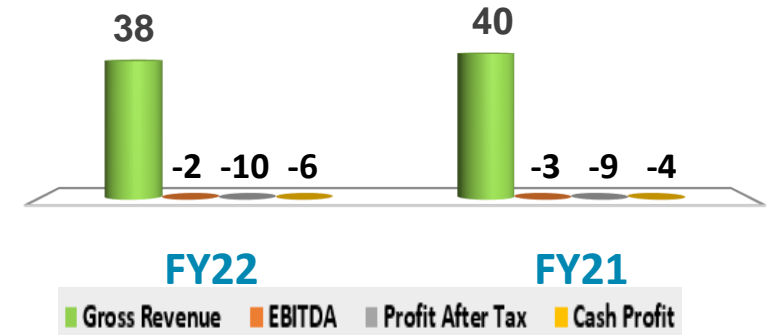
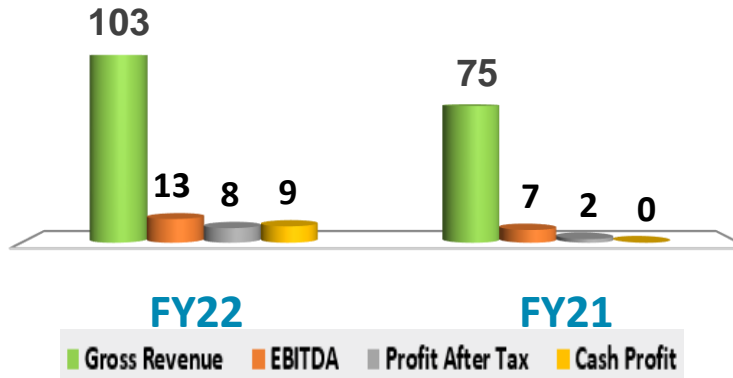
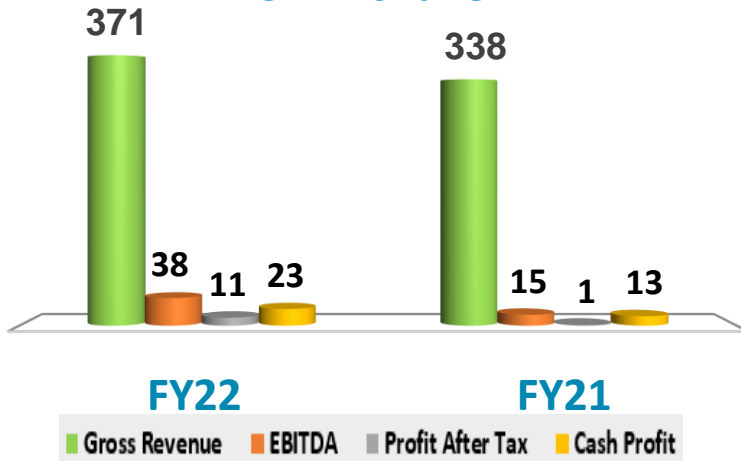
Subsidiaries' performance

Financials (₹ Crores)

CT + Bonaire

IMPCO, Mexico

GSK, China



Cash profit excluding interest & guarantee charges on acquisition term loan

EBITDA excluding exceptional items

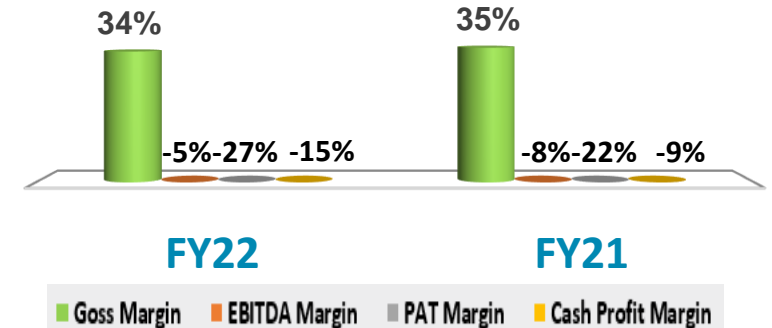
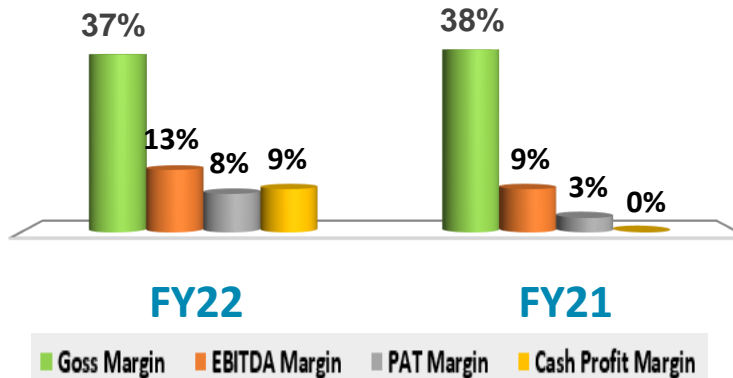
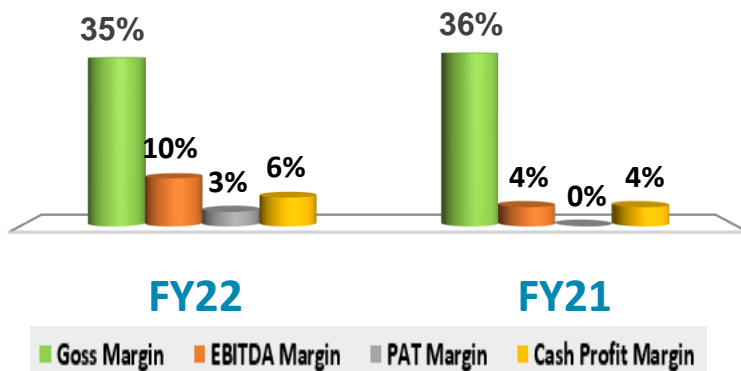
Cash profit excludes interest on loan from Symphony India

Profitability Ratio* (%)

CT + Bonaire

IMPCO, Mexico

GSK, China

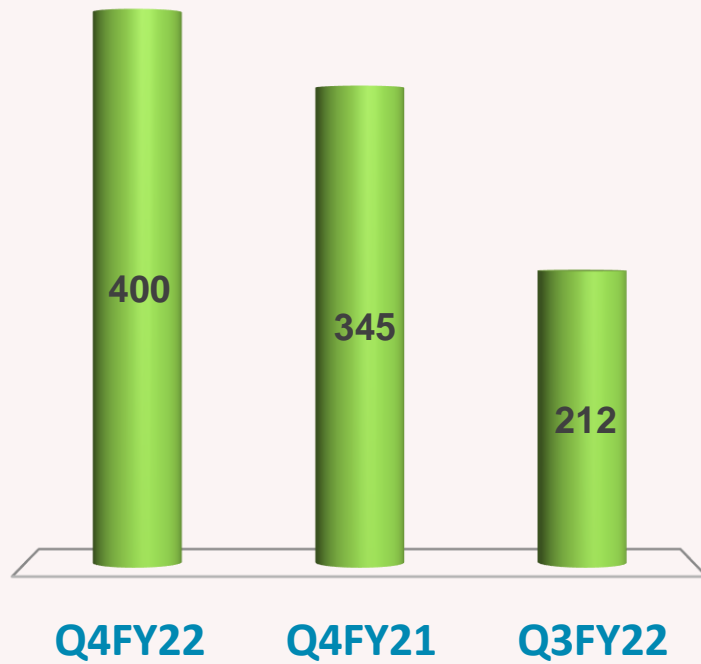


*Gross Margin as % of Sales and other margins as % of Gross Revenue

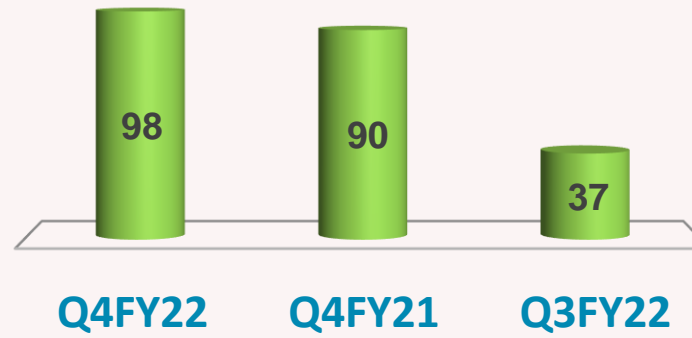
Q4FY22 – Consolidated

Financials (₹ in Cr.)

Gross Revenue

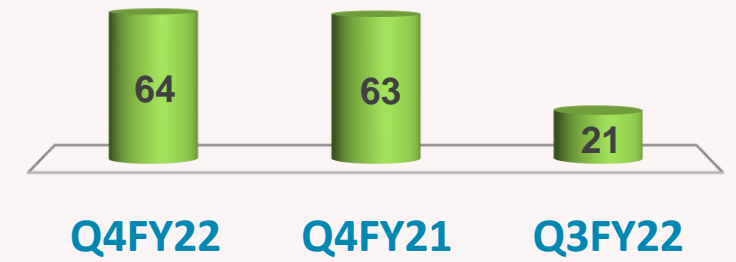


EBITDA*



**Excluding exceptional items*

Profit After Tax



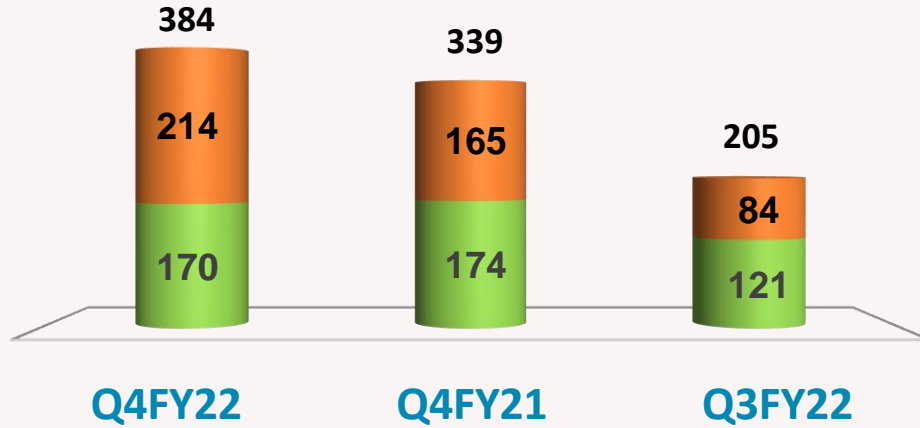
Robust Profitability of International Business

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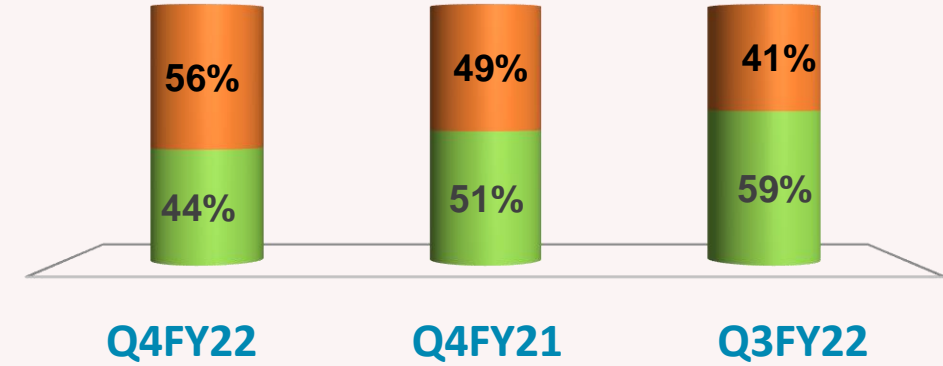
SEGMENT BREAKUP

■ India ■ ROW

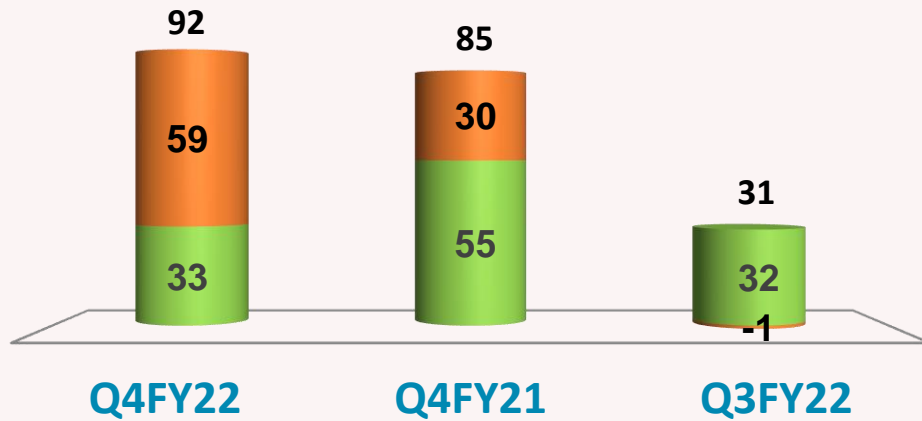
Revenue (₹ in Cr.)



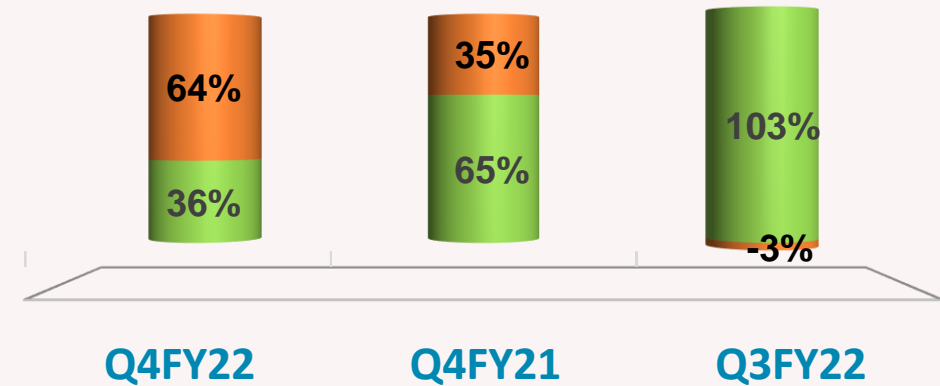
Revenue (%)



PBIT (₹ in Cr.)

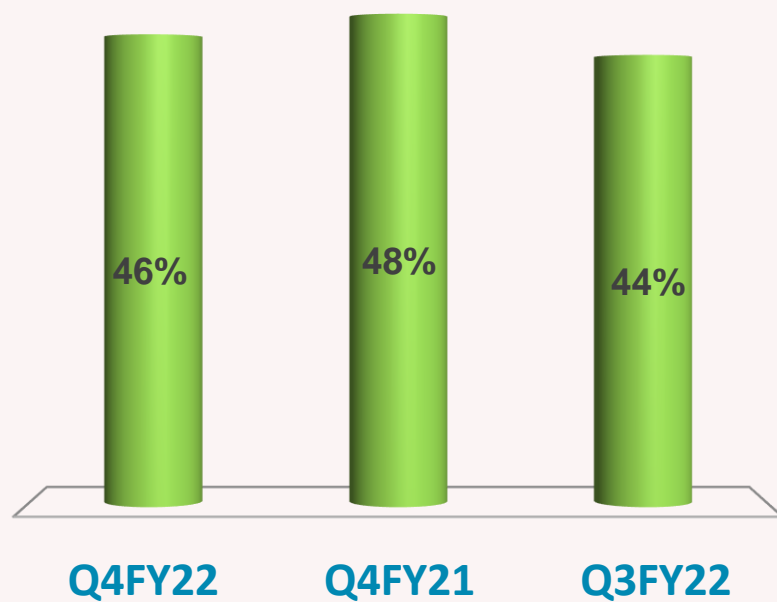


PBIT (%)

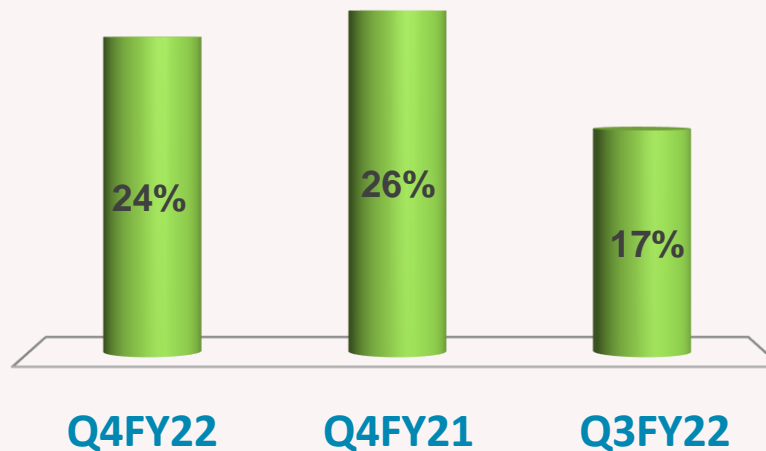


Profitability Ratio* (%)

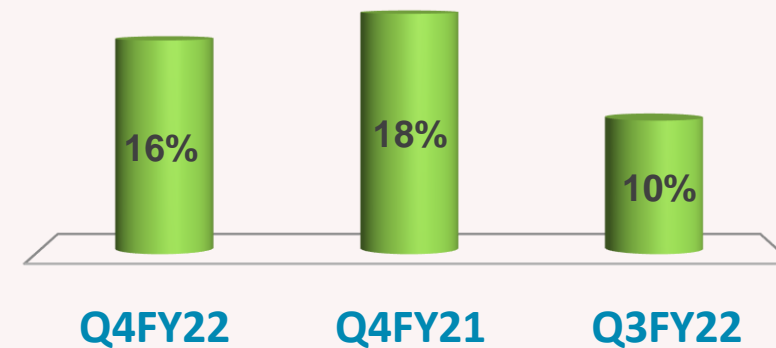
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)

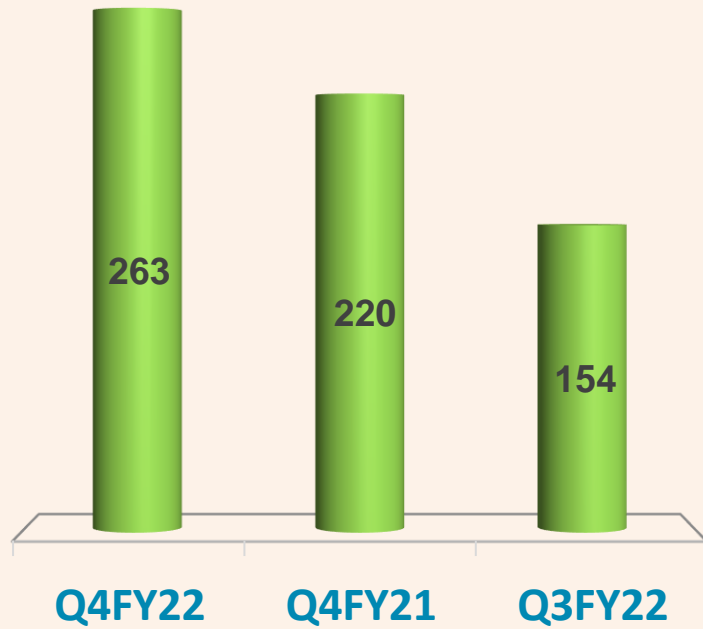


*Gross Margin as % of Sales and other margins as % of Gross Revenue

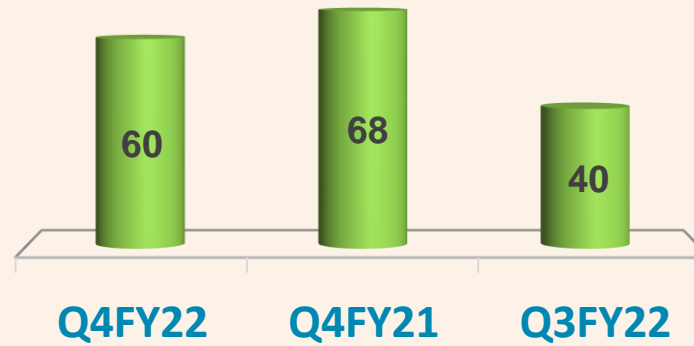
Q4FY22 – Symphony India (Standalone)

Financials (₹ in Cr.)

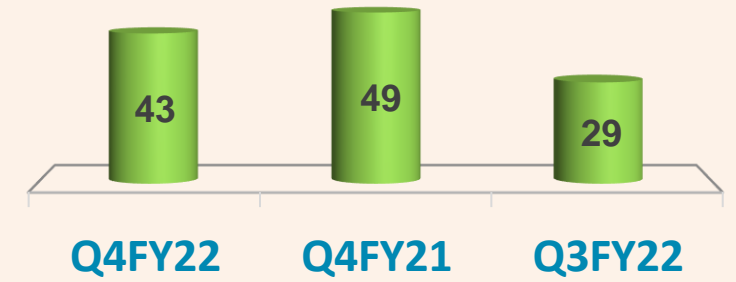
Gross Revenue



EBITDA

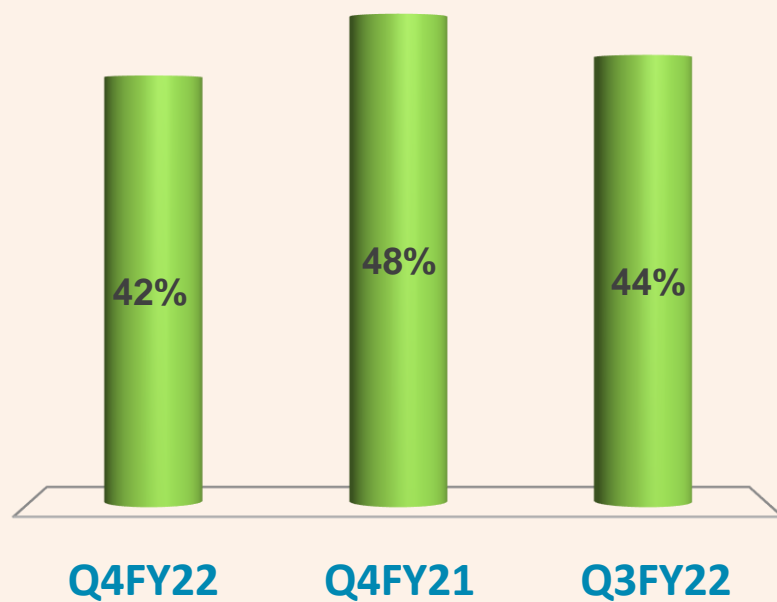


Profit After Tax

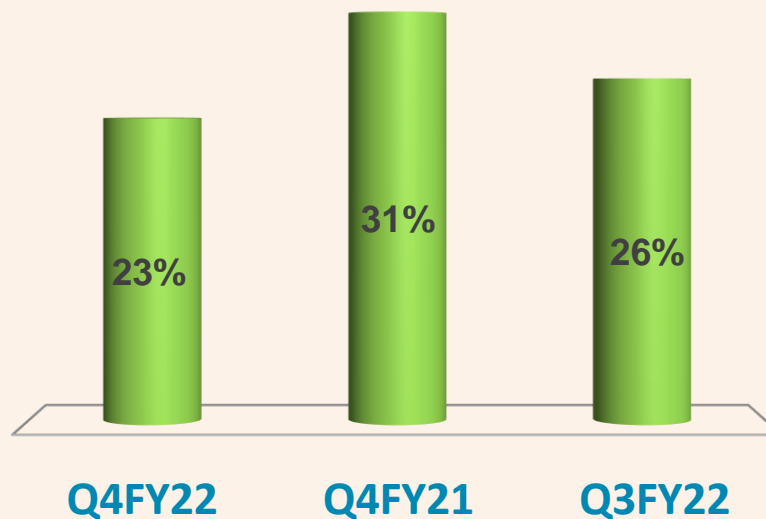


Profitability Ratio* (%)

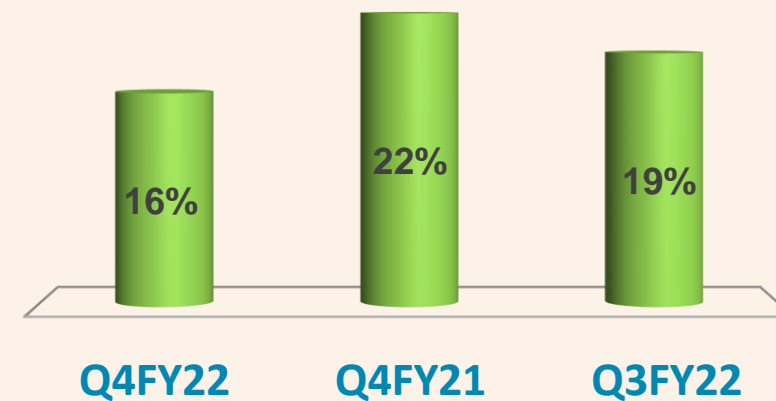
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)



*Gross Margin as % of Sales and other margins as % of Gross Revenue



Outlook

Outlook

1 Upbeat on the domestic & overseas business

2 Close watch on input cost, logistic cost and supply chain

3 Agile international supply chain to address emerging logistics and raw material cost dynamics

4 Increasing traction for LSV driven by :
➤ new products,
➤ better cost structure and
➤ Above The Line (ATL) advertising spends



New Product Launches

Household



Refreshing Lives

SURROUND

— BLADELESS TOWER FAN —



Surround i

Surround



Bladeless
Technology



Swivel action for
Surround air



Touchscreen
control panel



Powerful
air throw

DUET

A Cooling Fan



Duet i-s



TOUCHSCREEN
CONTROL



POWERFUL
AIR THROW



SURROUND
COOLING



EASY TO
CARRY



Duet

Exclusive D2C products



Quark 12



Deuce 40



Deuce 25



Qute 12



Qute 8



Harvy

Exclusive D2C products – Launching soon

Symphony
Refreshing Lives

Disney Range



- ☐ Frozen
- ☐ Cinderella

Marvel Range



- ☐ Ironman
- ☐ Spiderman

LSV

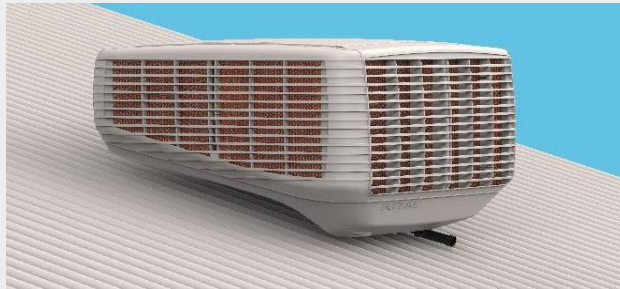


VENTI COOL 10 U



VENTI COOL 08 U

Household – Subsidiaries



Roof Mounted Air Coolers - EAC



SHT MovilXL



Advancing ESG Agenda

Driving sustainability through environment stewardship

Symphony[®]

Refreshing Lives

The Core Belief

Unparalleled Commitment

Symphony Forest Park

Our Planet

The Business

The People

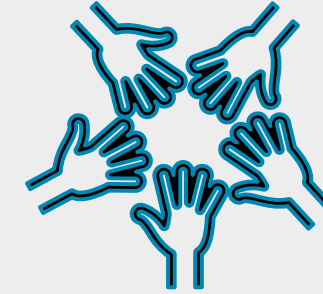
Energy Conservation

Energy efficient products

Improving carbon credits



Embracing Socioeconomics within Symphony



- ☐ People – The Biggest Asset
- ☐ The Company's sustained improvements being attributed to their ethics, dedication and energy
- ☐ Work environment and HR processes fostering creativity, teamwork, meritocracy, learning and leadership
- ☐ Rated high by employees on Credibility, Respect, Fairness, Price and Camaraderie

Corporate Government Philosophy



STRATEGIC CONTROL

Responsible business action, ethical conduct, and environmental stewardship – Core to our philosophy of wealth creation

Board approved policies, uploaded on the Company's website

Audit Committee and Nomination & Remuneration Committee (100% independent directors)

Board constituted committees headed by Independent Directors

MANAGEMENT CONTROL

Simplified organisation structure and operational set up – Designed to power innovation, growth and productivity

Adequate and operational system to ensure regulatory and tax compliances

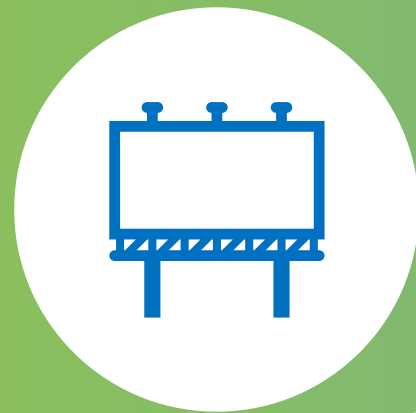
Continuous monitoring and updation of internal control system while maintaining constant dialogue with statutory and internal auditors

OPERATIONAL CONTROL

Operation manuals

Self-control checklist, coupled with supervisory system of control

Effective and efficient mechanism for setting performance standards, measuring actual performance, analysing variance and taking correction & preventive actions



Advertising Campaigns

New Print Ads – Household Category

Symphony[®]

Refreshing Lives

Symphony
Refreshing Lives

एक  के खर्चे में
पूरे दिन की कूलिंग*



कूलिंग @ ₹ 10
प्रति दिन*

गर्मी को करो सिम्फनी!

www.symphonylimited.com

Customer Care
symphonylimited.com/care | Call ☎ | WhatsApp 91 on 9510976161 | QR Code

EMI आसान वसूलावत विकल्प चुनिए।
आपकी हर कूलिंग योजना को समर्थन।

*T&C apply. Charges may vary for different models of air coolers, across different cities. For details, please visit: symphonylimited.com/t-c

Symphony
Refreshing Lives

એક  ના ખર્ચામાં
આખા દિવસનું કૂલિંગ*



કૂલિંગ @ ₹ 10
પ્રતિ દિવસ*

ગરમી ને કરો સિમ્ફની!

www.symphonylimited.com

Customer Care
symphonylimited.com/care | Call ☎ | WhatsApp 91 on 9510976161 | QR Code

EMI આપણે તમારો ખર્ચો સરળતાથી
તમારું સમગ્ર કૂલિંગ સમય સુધી સમર્થન આપીએ છીએ.

*T&C apply. Charges may vary for different models of air coolers, across different cities. For details, please visit: symphonylimited.com/t-c

Symphony
Refreshing Lives

EK  KE KHARCHE MEIN
POORE DIN KI COOLING*



Cooling @
₹ 10 / day*

Garmi ko karo Symphony!

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EMI Easy finance option available
on select models in select cities

*T&C apply. Charges may vary for different models of air coolers, across different cities. For details, please visit: symphonylimited.com/t-c

Symphony
Refreshing Lives

एका  खर्चात
संपूर्ण दिवसाचं कूलिंग*



कूलिंग @
₹ 10/दिवस*

गरमीला करा सिम्फनी!

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EMI आसान वसूलावत विकल्प चुनिए।
आपकी हर कूलिंग योजना को समर्थन।

*T&C apply. Charges may vary for different models of air coolers, across different cities. For details, please visit: symphonylimited.com/t-c

New Commercial – Household Category

Symphony[®]
Refreshing Lives



New Commercial – Household Category

Symphony
Refreshing Lives



New Commercial – Household Category

Symphony®
Refreshing Lives



New Commercial – LSV Category





D2C Brand Store

Symphony D2C Brand Store



- ✓ Complete transformation of D2C Website for India with new features and seamless customer experience
- ✓ D2C websites launched for Australia and Mexico
- ✓ Exclusive product ranges, including tie-up with Disney, Green Gold and Marvel
- ✓ No-Cost EMI and COD payment options



<https://shop.symphonylimited.com/>

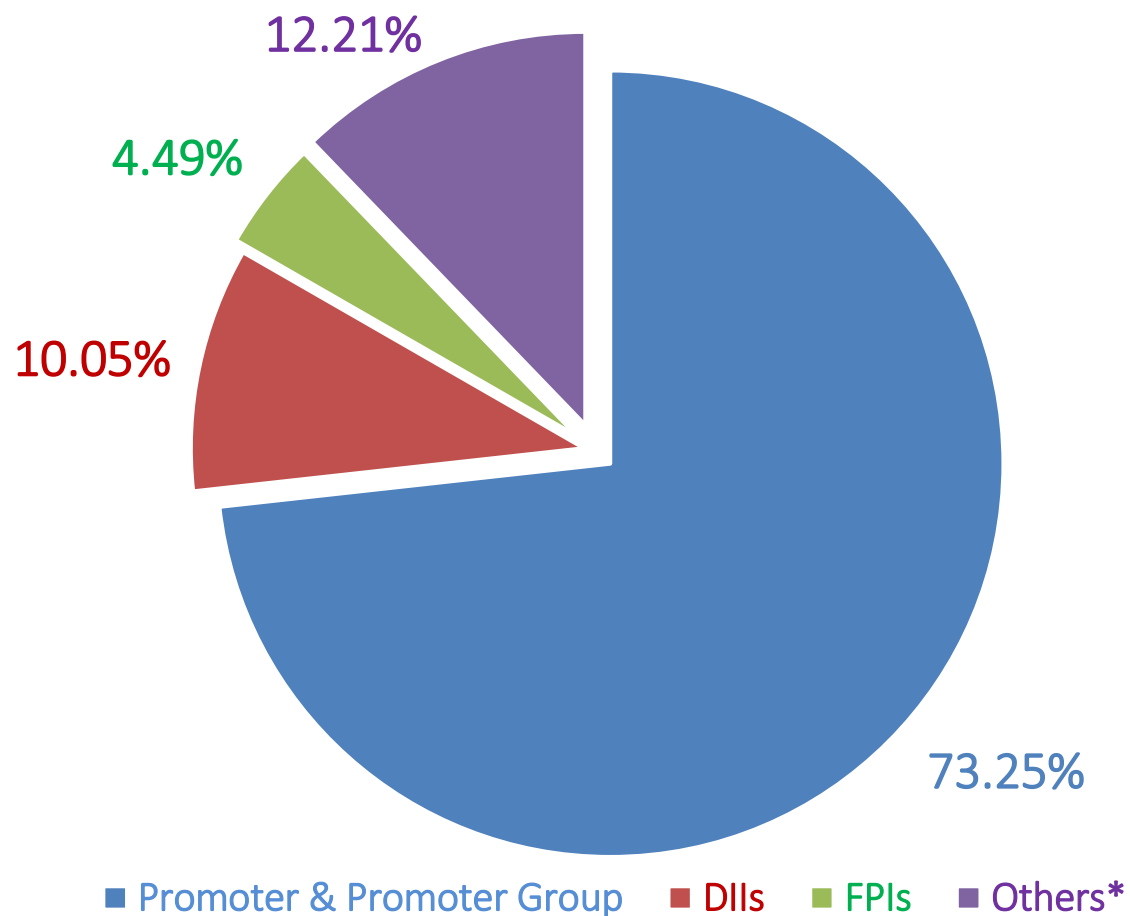
www.bonaire.com.au

<https://symphonylimited.com.mx/>



Shareholder Profile

Shareholder profile (As on March 31, 2022)



DII includes Mutual Fund, AIFs and Insurance Companies

*Other Includes "Executive Director & Family" holding 1.68%

Sr. No.	Top 10 Institutional Investors	Holding (%)
1	Axis Mutual Fund	5.25%
2	HDFC Mutual Fund	3.02%
3	Taiyo Greater India Fund Limited	1.15%
4	UTI Mutual Fund	0.72%
5	Public Sector Pension Investment Board – IIFL Asset Management Limited	0.47%
6	ICICI Prudential Mutual Fund	0.41%
7	Vanguard Emerging Markets Stock Index Fund	0.32%
8	Schroder International Selection Fund Indian Opportunities	0.27%
9	iShares Core Emerging Market Mauritius Co.	0.25%
10	Vanguard Total International Stock Index Fund	0.23%
	Total	12.09%

www.symphonylimited.com

MEXICO

Impco S de R L de C V

AYAX 611, Parque
Industrial Kalos
Guadalupe, Guadalupe
N L, Mexico 67205

CHINA

**Guangdong Symphony
Keruilai Air Coolers Co. Ltd.**

Taiying Industrial Area,
Hongmei Town, 523160
Dongguan,
Guangdong, China

AUSTRALIA

**Climate Technologies
Pty. Ltd.**

26 Nylex Avenue
Salisbury South SA
5106
Australia

USA

Bonaire USA LLC

3774, West Cheyenne
Avenue, North Las Vegas,
Nevada, 89032, USA

Brazil

**Symphony
Climatizadores Limitada**

Av Pedra Branca, 184,
Sala - 22 - CD04 Cidade
de Palhoça, Santa
Catarina - CEP 88137-270

INDIA

Symphony Limited

Symphony House, FP12-TP50 Bodakdev, off SG Highway,
Ahmedabad 380059

Contact

Phone: +91-79-66211111

Email: investor@symphonylimited.com