

Earnings PRESENTATION

Q1FY22

For better viewing experience kindly watch on Desktop/Laptop

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.

Portfolio of Global Brands



Master Cool
by Symphony

Arctic Circle
by Symphony



 **BONAIRE**
The leaders in heating and cooling

 **CELAIR**

 **AIRAZONA**



Management Comments

Management View on Performance & Outlook

Actual Performance:

- FY21 and Q1FY22 performance were impacted on account of the Covid-19.
- A second wave of Covid-19 struck during 2021 summer; coupled with the extensive lockdown in the summer of 2020 – both, the peak season for air cooler customer sales.
- Until middle of April-21 very robust demand and sentiments. Complete focus on maximising production
- Most of the advertisement and sales expenses were incurred in April-21 considering high demand. Hence, impacted EBITDA margins.
- However, our exports and overseas subsidiaries were not much impacted.

Management View on Performance & Outlook

Outlook :

- Management is reasonably confident to achieve much better performance in FY22 vis-à-vis FY21 on account of:
 - ✓ Variety of initiatives already undertaken by the management
 - ✓ Estimated Sharp increase in exports
 - ✓ In Jun-21 gross margin is in line with FY21 despite huge increase in input & freight costs. The Management expects gross margin on domestic sales for FY22 will be back to normal margin of around 50%
 - ✓ Accelerated turnaround of Climate Technologies in Australia in FY22 despite until Dec-20 it has been below expectation



New Launches – Symphony India

New Launch

DiET3^D



Pop-up Touchscreen

Easy-to-use touchscreen control panel that pops up



3D Cooling

3-side cooling pads for superior cooling experience

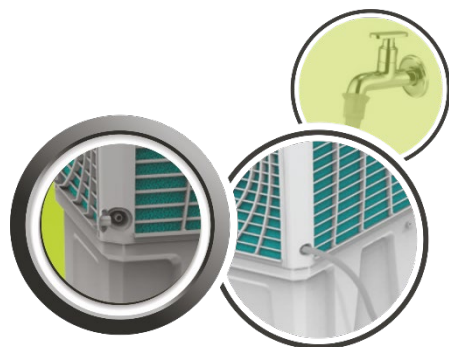


Magnetic remote

Sticks on the cooler body

New Launch

New
SUMO



'Easy-Fill' for hassle-free
water filling



i-Pure console with
multistage air purification filters



Specially designed
+Air fan for more air



High efficiency honeycomb
pads for superior cooling



New Launch

Hi Flo



Powerful air throw



Cool flow dispenser



High efficiency honeycomb
for superior cooling



i-Pure technology



Large **27L** water-tank cap



New Launch

DUET
Series

Symphony

Refreshing Lives

Symphony

Refreshing Lives



Cooling Fan
from the house of Symphony

Available on **Flipkart**



New Launch

Symphony®

Refreshing Lives

DUET_{i-s} Cooling Fan Series

Currently available exclusively on e-commerce platforms, Symphony Duet is a personal cooling fan that boasts dual functionality of a fan and a cooler. It is available in two variants: Pedestal & Table.

- ✓ Detachable pedestal for dual usage - on the table or floor-standing
- ✓ Touchscreen control
- ✓ Surround cooling with swing option
- ✓ Honeycomb cooling pads
- ✓ Easy to carry



New Campaign

For Household air coolers

*Mann Thanda
Tann Taaza Rahe*

Objective:

To put across a view that cool air can bring new perspectives in people's lives.

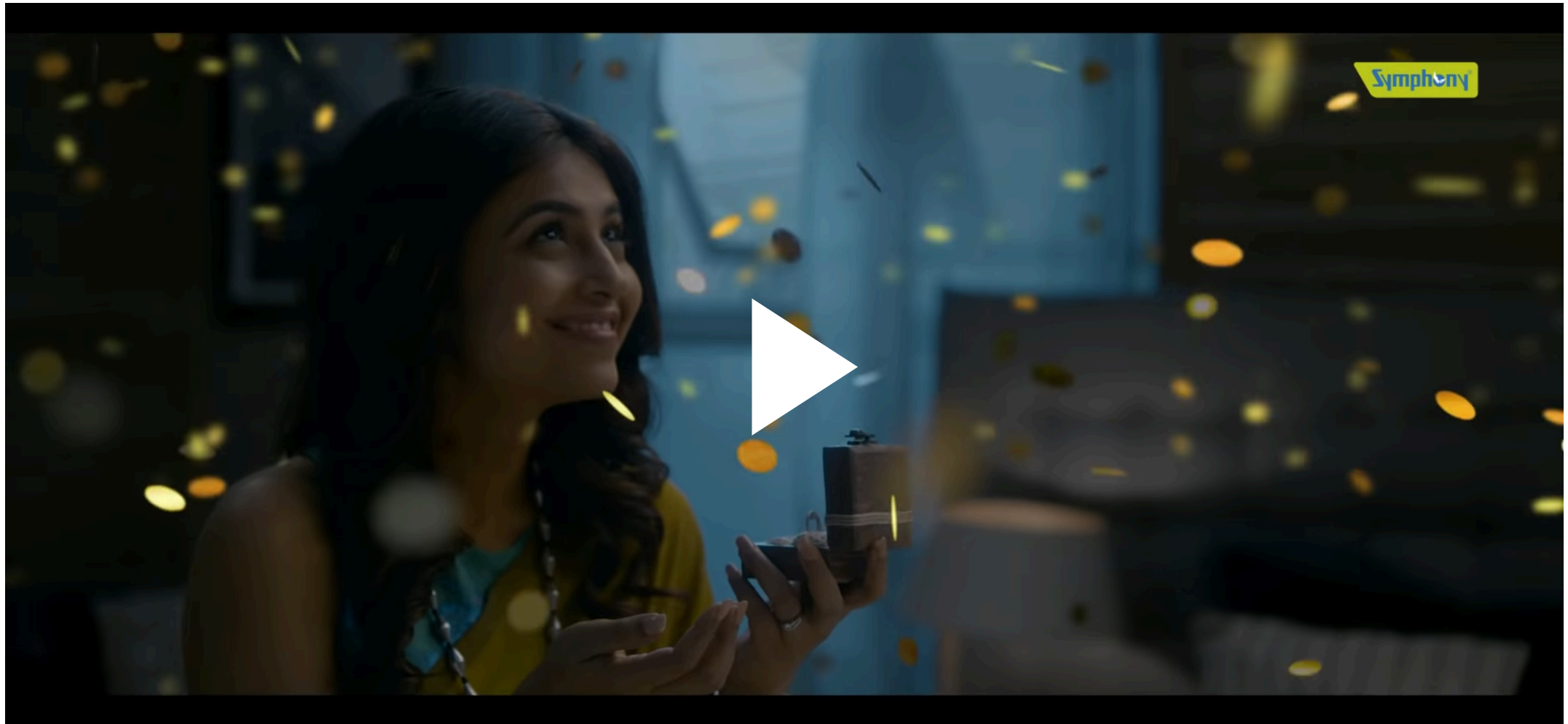
BL Business Line

Summer cool

Air cooler brand Symphony, too, has got into the summer spirit, launching its 'Mann Thanda Tann Taaza Rahe' campaign.

21-Mar-2021







Industrial and Commercial air coolers

Industrial and commercial air coolers (Latest launches)



Universal air cooler – top and bottom discharge in the same cooler

Four-side high efficiency honeycomb pads

Powerful air throw

Robust weather-resistant body

Launched a range of accessories

For easy and quick installation of industrial air coolers



Mouthpiece



Elbow



Modular duct



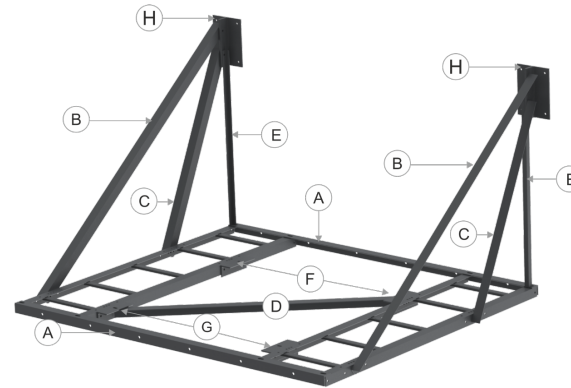
Front grill with auto louvers



Variable Speed Controller



Controller for PAC20



Wall mounting metal stand



Metal Trolley

Industrial air cooling: New clients addition during Q1FY22

Working with esteemed brands



bigbasket

DELHIVERY

rexroth
A Bosch Company

PHARMEZ

WELSPUN
FLOORING

WELSPUN
Dare to Commit
WELSPUN INDIA LTD.



EVELINE
INTERNATIONAL



WIPE hotwire

and many more...

New Campaign

For Commercial air coolers (Movicoool)

जब भी, जहां भी
करना हो कूल
सिम्फनी का
मोविकूल

Objective:

To create awareness about the Movicoool range of air coolers & communicate its usage in various sorts of large spaces.



Afaqs

Symphony's latest spot aims to create awareness about new range of air coolers for large spaces

Indian multinational air-cooling company Symphony has launched a new campaign, titled 'Symphony ka Movicoool', to introduce its new ...

29-Mar-2021



Brand Equity

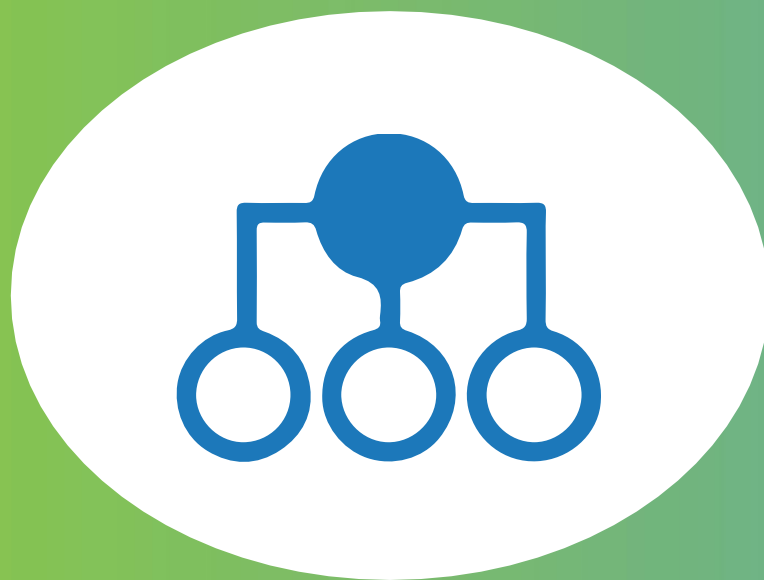
Symphony launches new campaign for new range of air coolers

Symphony Ka Movicoool jingle has been conceptualized to strike a chord with the audience. The simple yet catchy music was created after a lot of ...

25-Mar-2021







New Launches - Subsidiaries

New launches – Bonaire USA (BUSA)

USA: Household air coolers



Duke

- ✓ All in one including, ventilation, humidification and purification.
- ✓ Full function remote with 7.5 hours timer
- ✓ Fully closeable horizontal louvers
- ✓ 3 wind speeds with auto vertical louver swing
- ✓ Two air delivery modes
- ✓ High Efficiency Cooling Pads
- ✓ Dust filters

New launches - IMPCO, Mexico

Window air coolers



R28SW

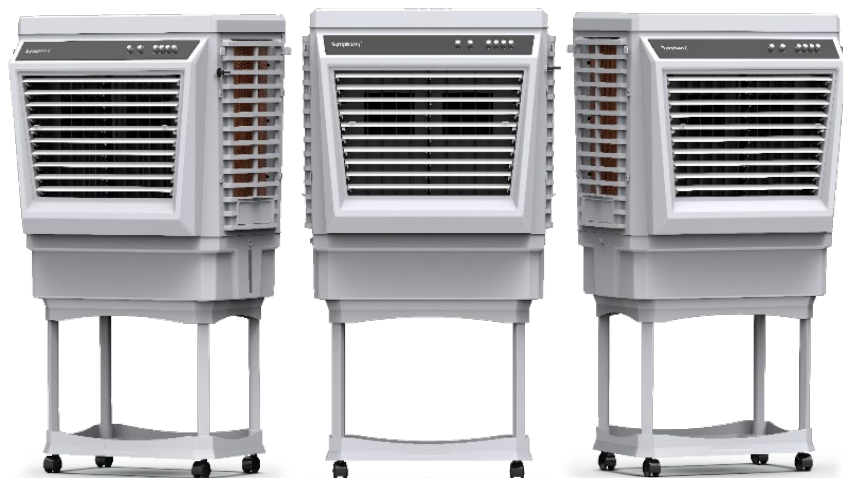
- ✓ New Control Panel Design
- ✓ Rust free plastic side panels
- ✓ Float valve for uninterrupted cooling
- ✓ High efficiency cooling pads
- ✓ Auto Vertical Swing
- ✓ Fully closeable horizontal louvres

R38W

- ✓ New Control Panel Design
- ✓ Rust free plastic side panels
- ✓ Float valve for uninterrupted cooling
- ✓ High efficiency cooling pads
- ✓ Auto Vertical Swing
- ✓ Fully closeable horizontal louvres

New launches - IMPCO, Mexico

HT Series air coolers



SHT Movil

- ✓ Weatherproof engineering plastic
- ✓ High efficiency cooling pads
- ✓ Easy cleanable water tank
- ✓ Free installation kit
- ✓ Fully closable louvers



SHTMovilXL

- ✓ Weatherproof engineering plastic
- ✓ High efficiency cooling pads
- ✓ Easy cleanable water tank
- ✓ Large water tank capacity
- ✓ Fully closable louvers

New launches - GSK, China

Household air coolers



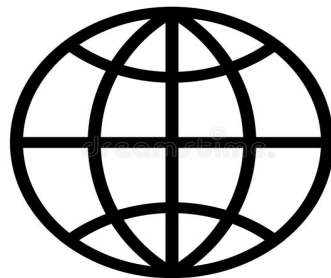
CROWN i

- ✓ All in one including, ventilation, humidification and purification.
- ✓ 3-side high efficiency cooling pads
- ✓ Full function remote with 7.5-hour timer
- ✓ Removable Tank (Partial)
- ✓ Chill trays for enhanced cooling
- ✓ Dust filters



CROWN-M

- ✓ All in one including, ventilation, humidification and purification.
- ✓ 3-side high efficiency cooling pads
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D2C Brand Store

Launch of Symphony D2C Brand store

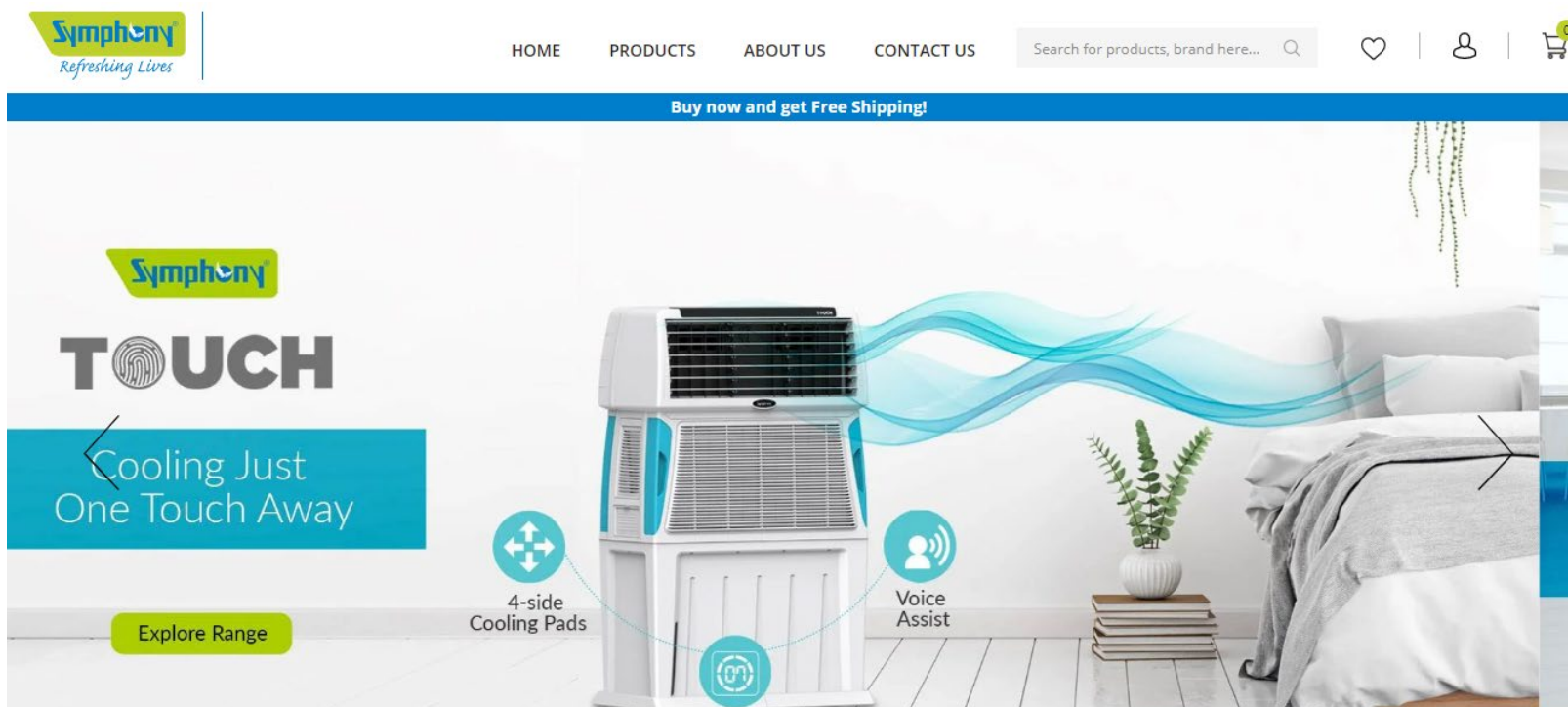


With rising internet penetration in India and the ongoing digitalization of modern life, shopping through e-commerce platforms has seen exponential growth.

Leveraging this trend and with an aim to strengthen our digital presence, we launched a new website in India with e-commerce functionality.


Our customers now have a new channel to browse through our wide range of air coolers and purchase them from the convenience of their homes throughout the year!

Launch of Symphony D2C Brand store



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


Superior user experience and convenience



HOME PRODUCTS ABOUT US CONTACT US

Search for products, brand here

♥ | 👤 | 🛒



Symphony
Refreshing Lives

Pop-up TouchScreen
Easy to Use
Touchscreen Control Panel

3D Cooling
3-Side Honeycomb Cooling Pads
for Superior Cooling Experience

Symphony Diet 3D 20i Tower Air Cooler 20-litres with Magnetic Remote

● In Stock Be the first to review this product

Price ₹7,991.00 ~~₹8,999.00~~ **11% OFF**
You save ₹1,008.00 on this purchase

Quick Overview




- Large 20 L tank capacity
- For rooms up to 13 m²
- i-Pure technology
- High efficiency honeycomb pad
- Consumes 145 watts* only
- Free Shipping

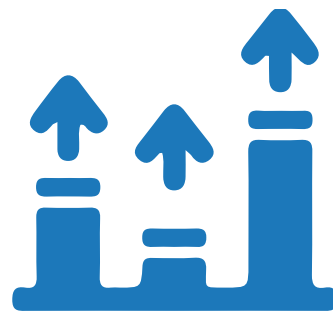
[No Return Policy](#)

Quantity

Availability

[↔ Compare](#)

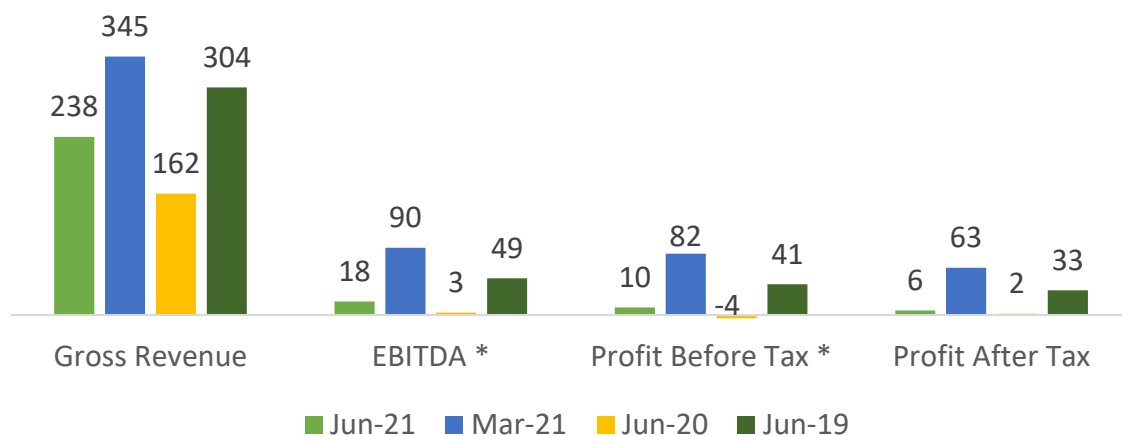
Share   



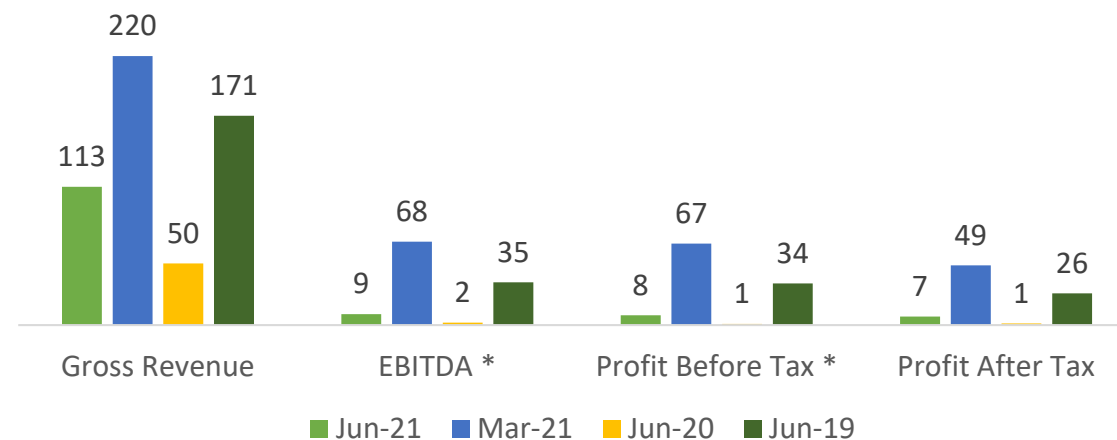
Quarterly Financials

Financials: Quarterly

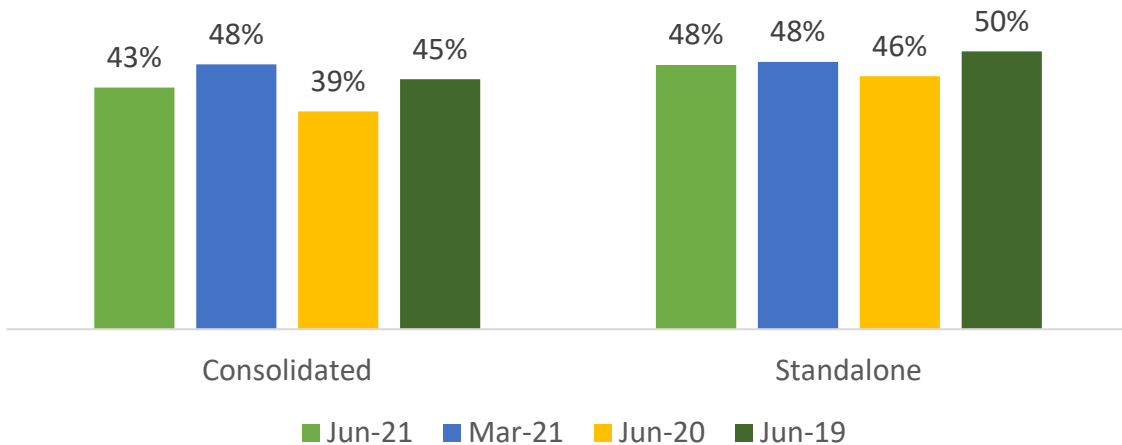
Consolidated (Rs Cr)



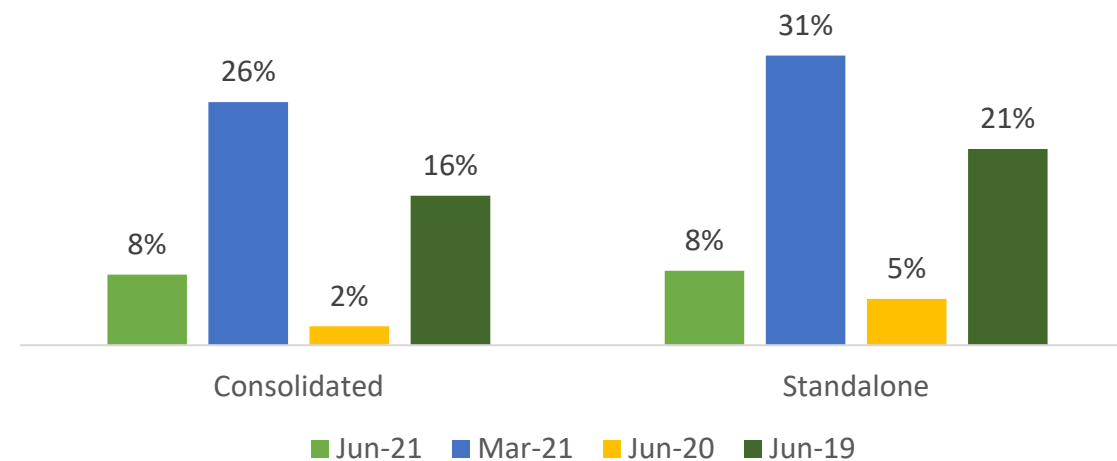
Standalone (Rs Cr)



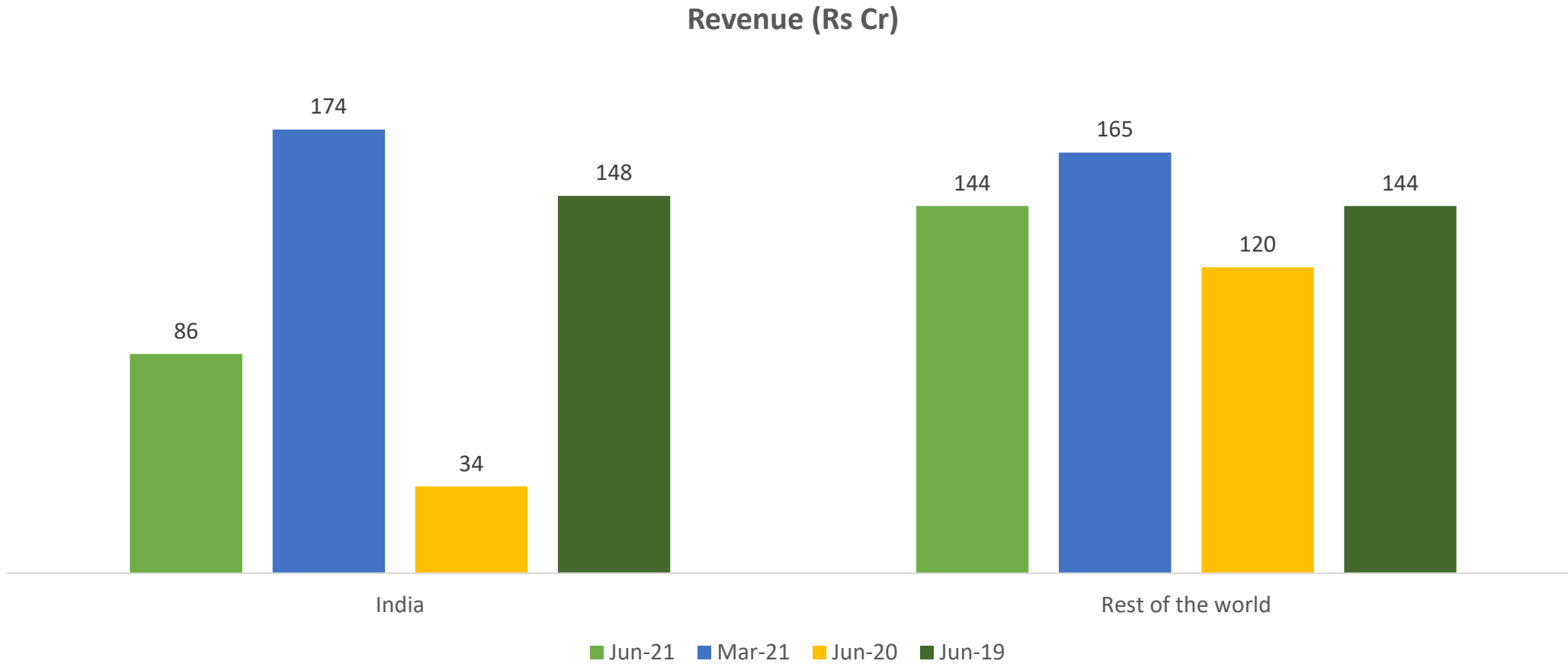
Gross Margin (%)



EBITDA Margin (%)

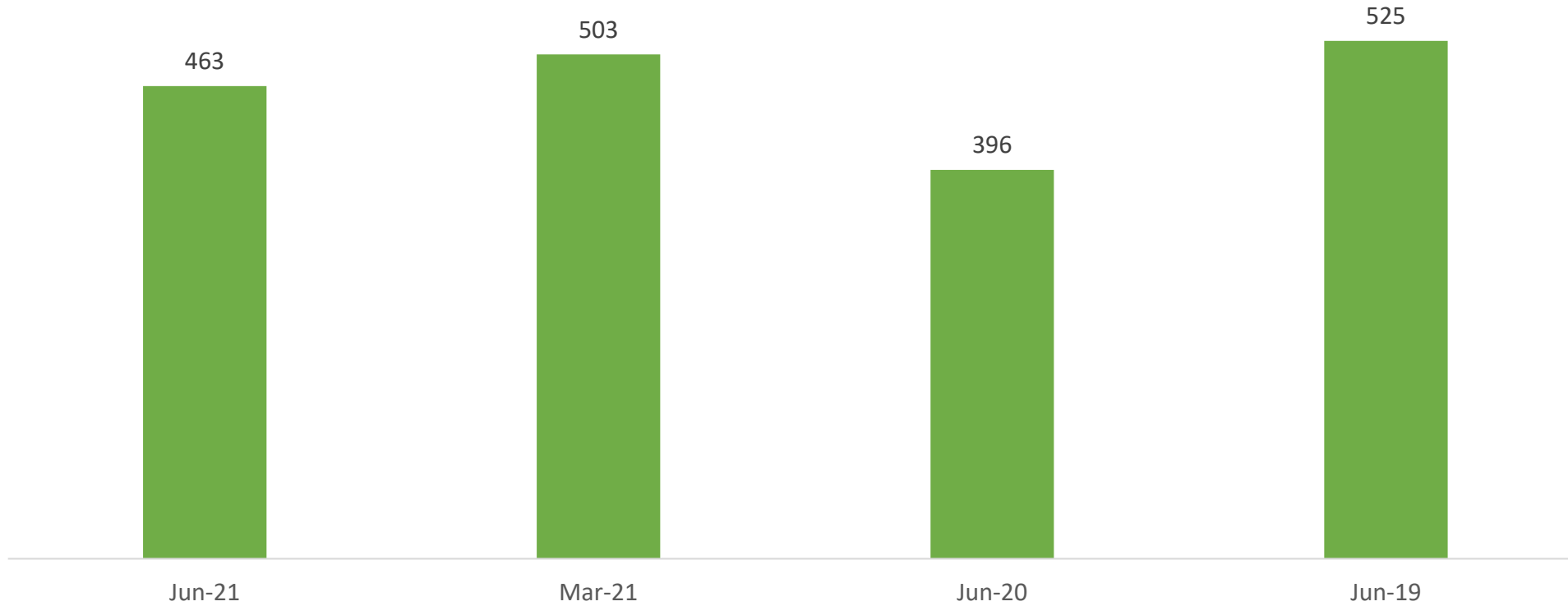


Geographical break up of Sales



Note: June-2020 & June-2021 quarters have been impacted by lockdown due to COVID-19.

Treasury (Rs. In Cr.)*



* Excluding Equity Investments in and Loans to Subsidiaries.



Refreshing Lives

www.symphonylimited.com

MEXICO

Impco S de R L de C V

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

CHINA

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Dongguan,
Guangdong, China

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**Climate Technologies
Pty. Ltd.**

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