



Roadshow Presentation

May 2022

Disclaimer

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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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Diversification**



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Symphony – An Indian MNC

Symphony – An Indian MNC

Symphony®

Refreshing Lives

Wide portfolio of global brands

- ❖ *Strengthening innovation & competitiveness*

Complementing Global Strengths

- ❖ *R&D and Design*
- ❖ *Market Access*
- ❖ *Sales & Marketing*
- ❖ *Value Engineering & Cost Optimization*

The Singular objective of creating 27-degree centigrade world

Globally addressing the residential-commercial-industrial spaces

Agile supply chain enhancing

- ❖ *Operating Efficiency*
- ❖ *Economies of Scale*
- ❖ *Prompt Response*

- ❖ *Direct business presence in 4 continents*
- ❖ *Marketing products across 60+ countries*

**The world leader
in Air Cooling**

Symphony®

Refreshing Lives

Wide Portfolio of Global Brands



Unique moat of Symphony



Domestic &
Overseas OEM
Facilities



Distinct
Product
Categories



Models



Countries
with Business
Footprint

Glimpse of Symphony's Footprint in India



12

Domestic
OEM
Facilities

3

Distinct
Product
Categories

70+

Models

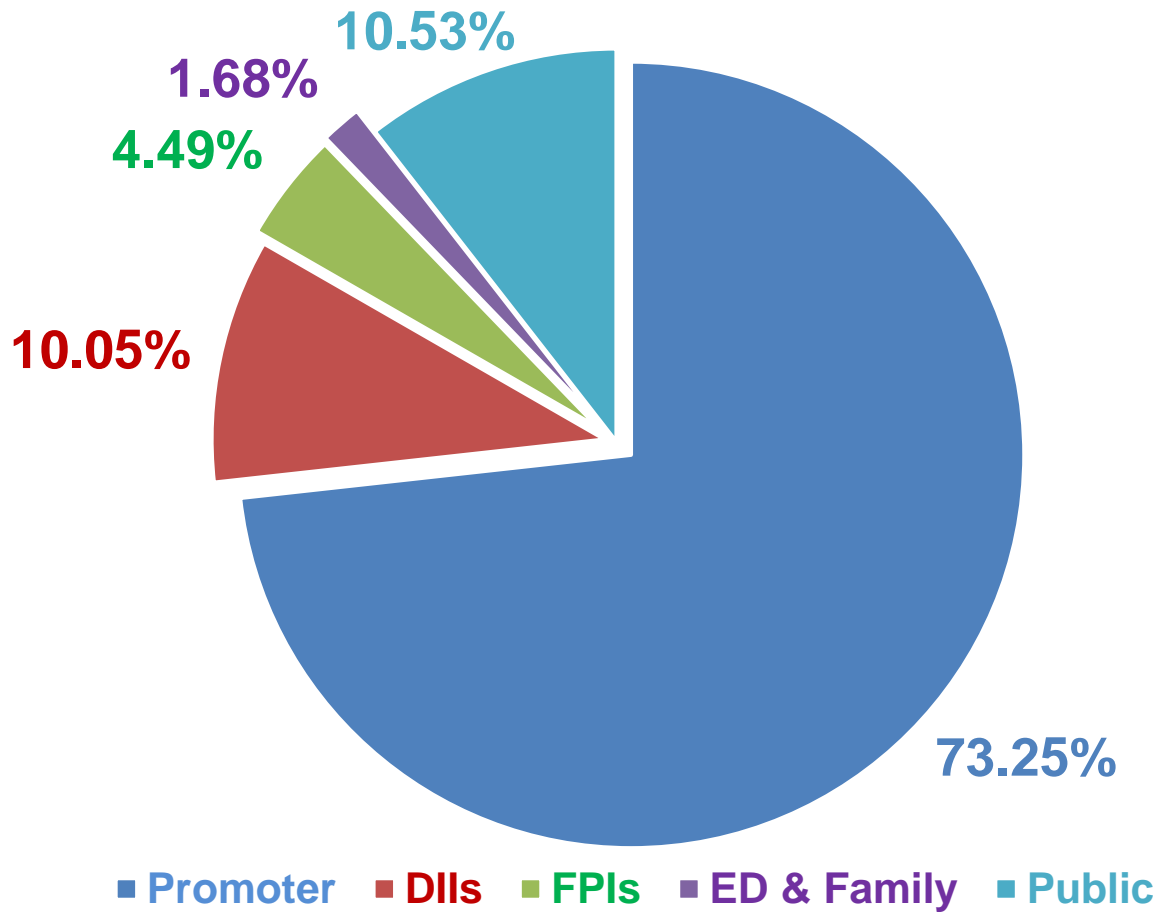
49

Branches



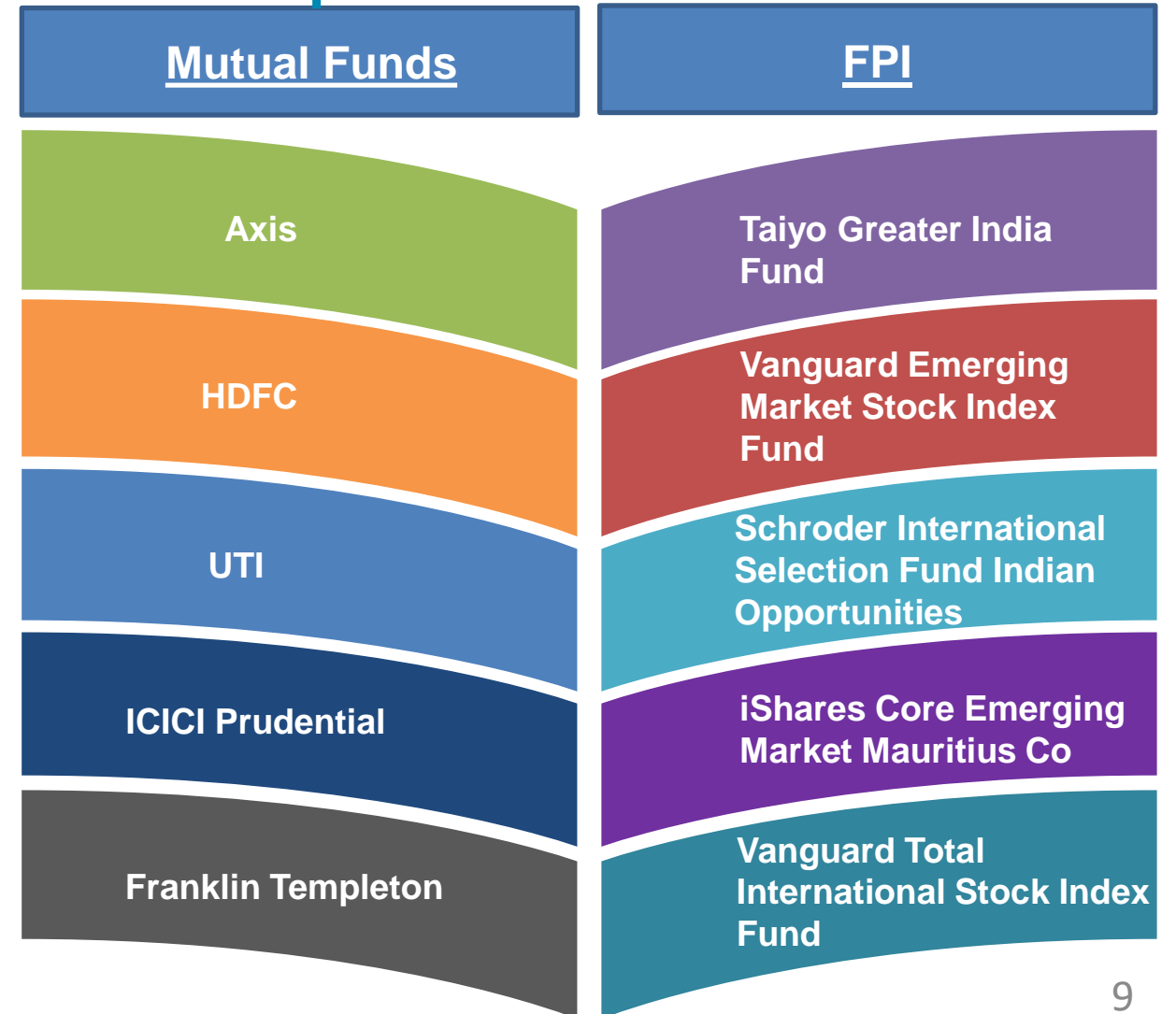
Ever Expanding
Distribution
Reach

Shareholder Profile (As on 31.03.22)



DII includes Mutual Fund, AIFs and Insurance Companies

Top Institutional Investors



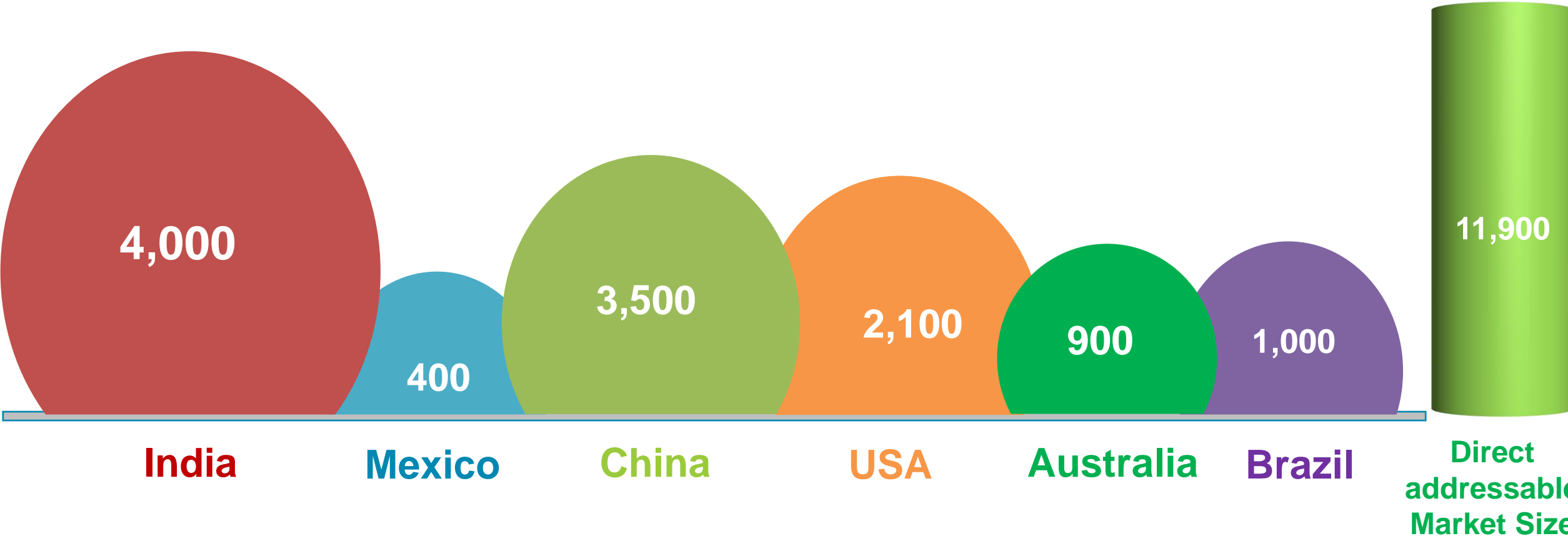


De-risking – Globally Profitable Diversification

Symphony Specific Market Size



(₹ in Cr.)

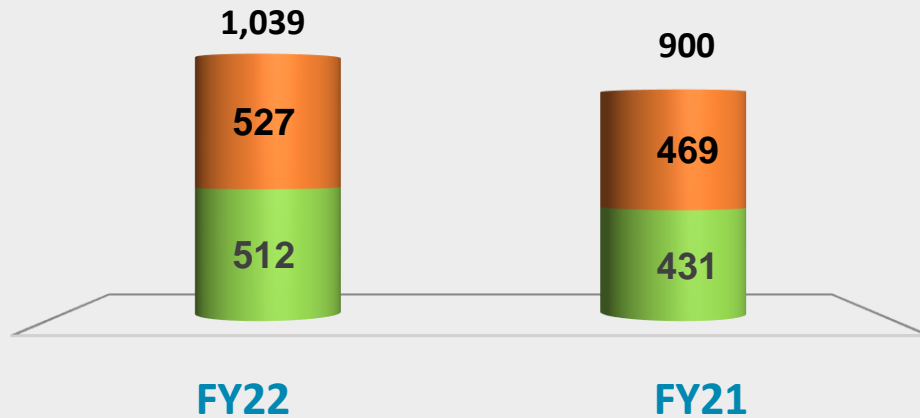


Source: Company Data

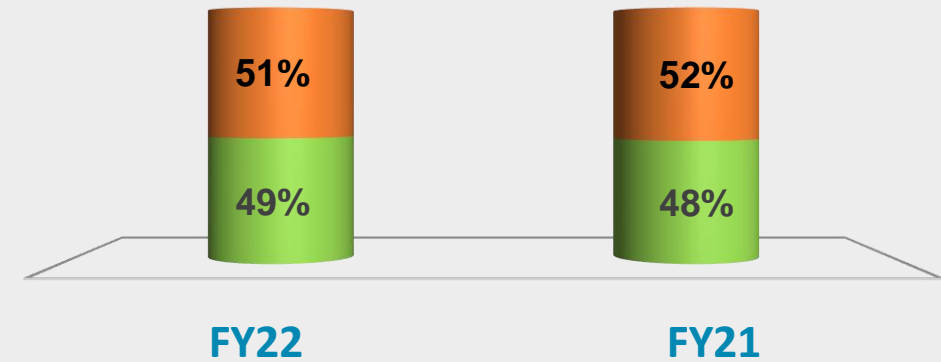
Robust Profitability of International Business

■ India ■ ROW

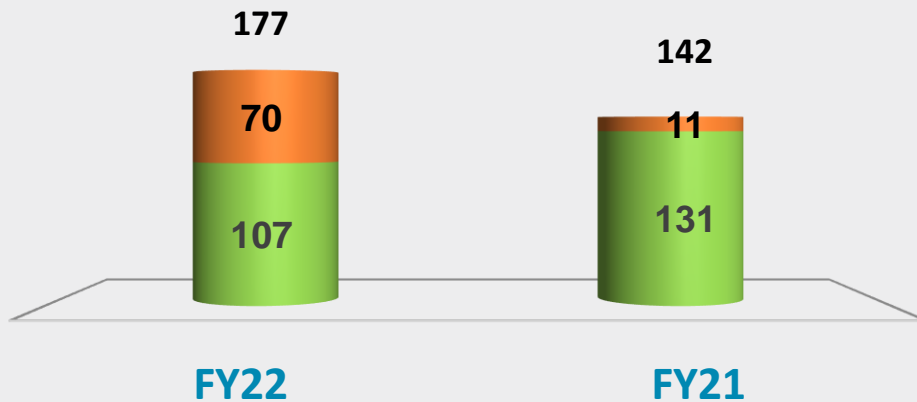
Revenue (₹ in Cr.)



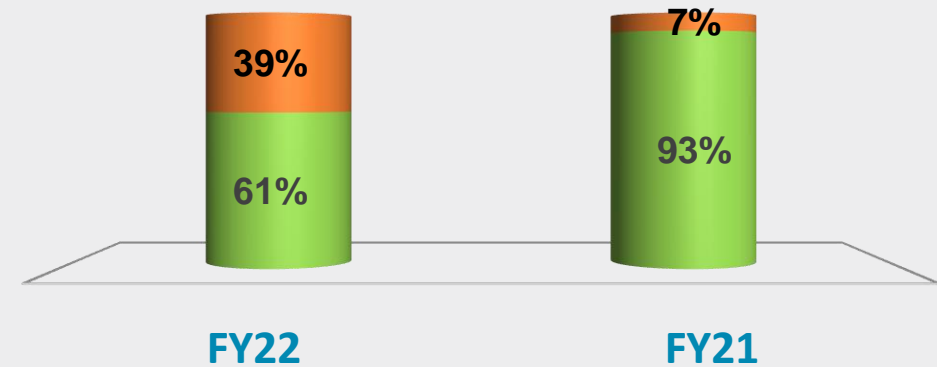
Revenue (%)



PBIT (₹ in Cr.)

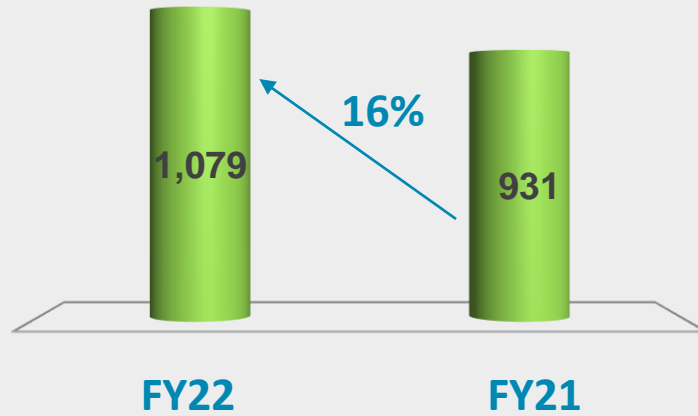


PBIT (%)

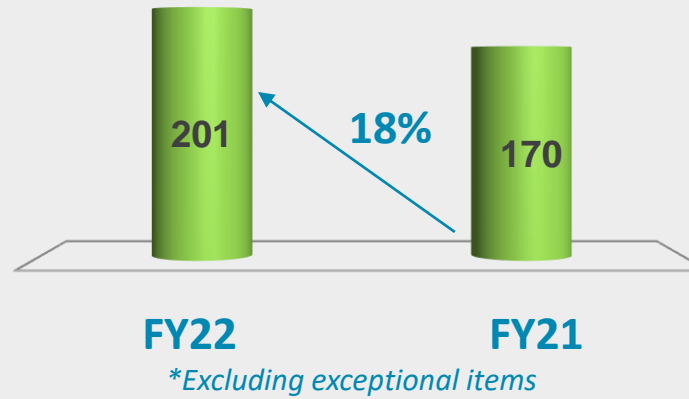


Conso. Financials

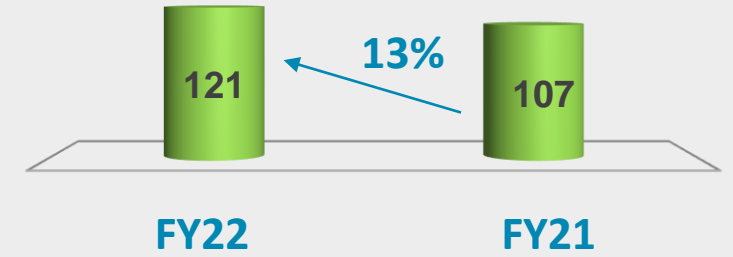
Gross Revenue (₹ in Cr.)



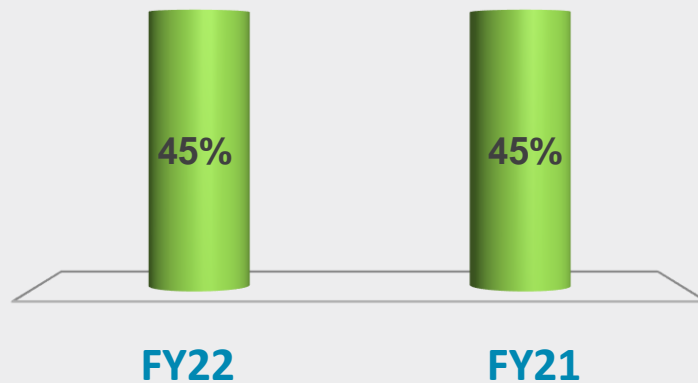
EBITDA* (₹ in Cr.)



Profit After Tax (₹ in Cr.)



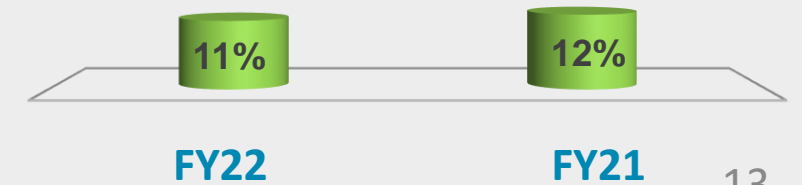
Gross Margin (%)



EBITDA Margin (%)



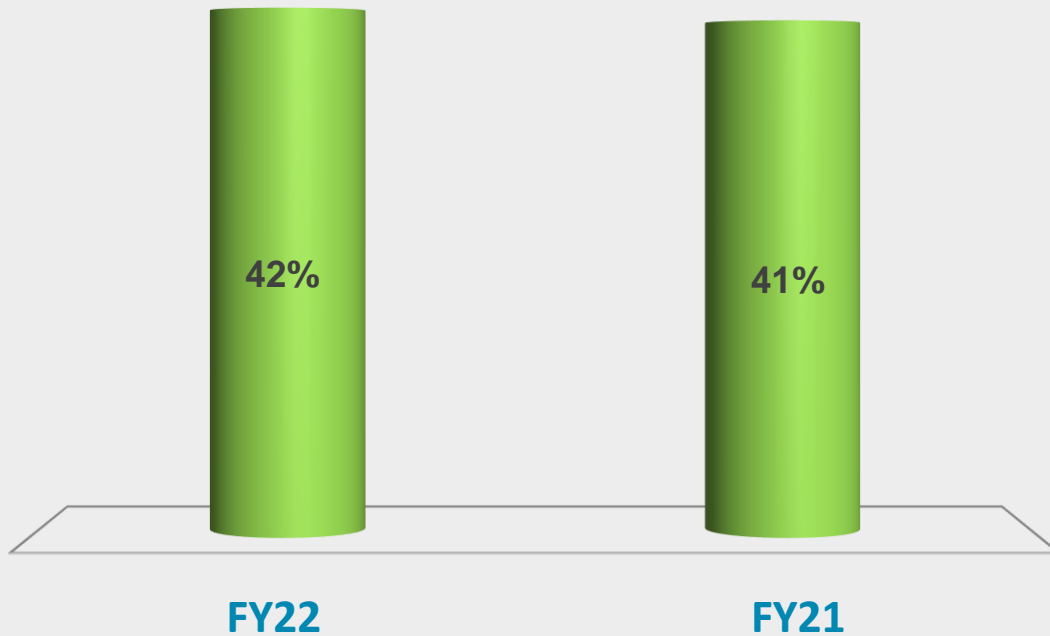
PAT Margin (%)



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

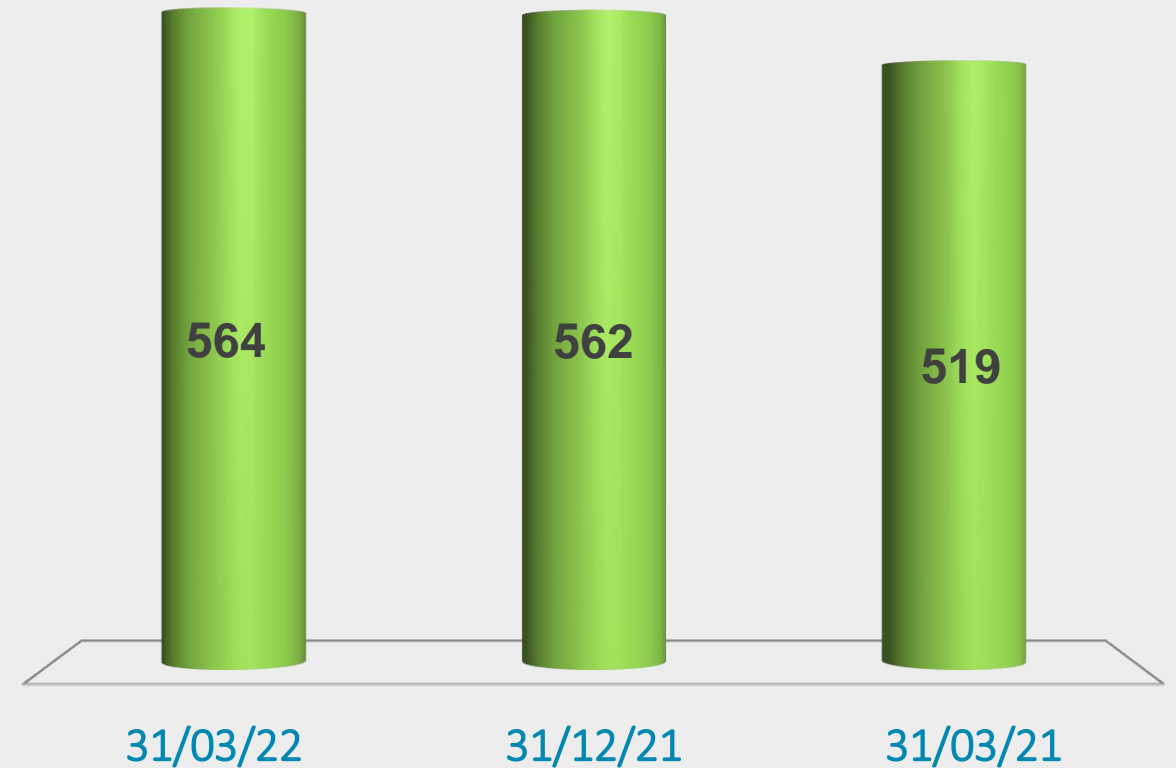
Conso. ROCE and Treasury

ROCE (%) (Air Cooling & Other Appliances)



ROCE = PBIT/Monthly Avg. Capital Employed

Treasury (₹ in Cr.) as on



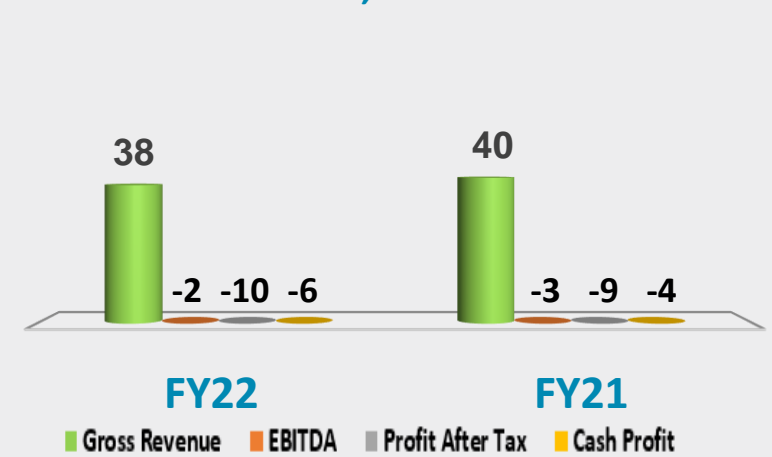
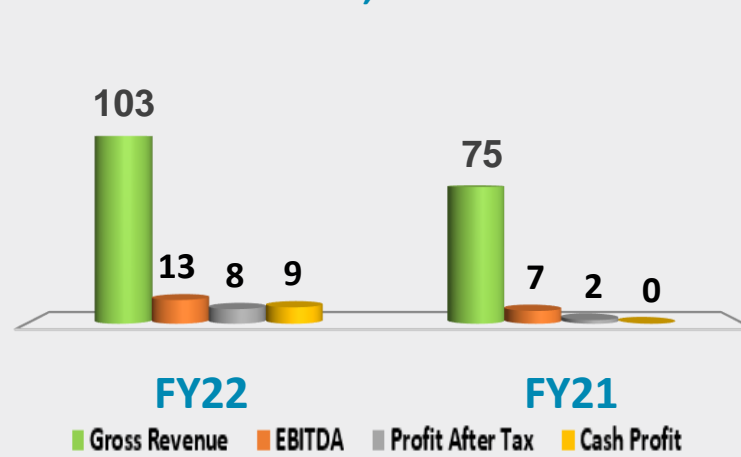
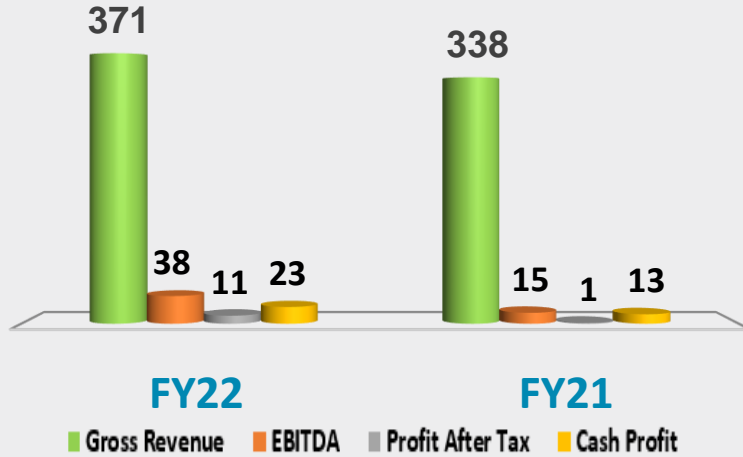
Subsidiaries' Performance

Financials (₹ in Cr.)

CT + Bonaire

IMPCO, Mexico

GSK, China



Cash profit excluding interest & guarantee charges on acquisition term loan

EBITDA excluding exceptional items

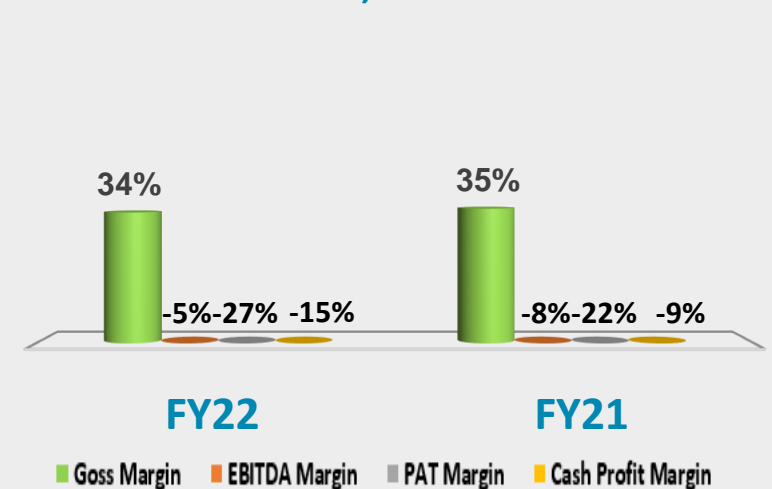
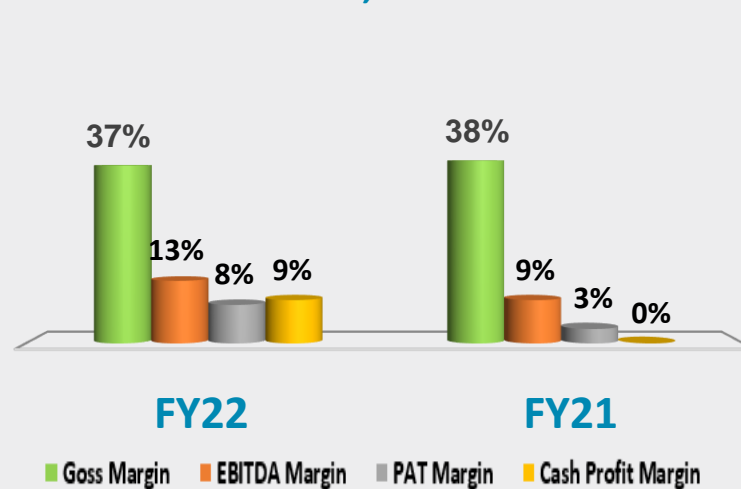
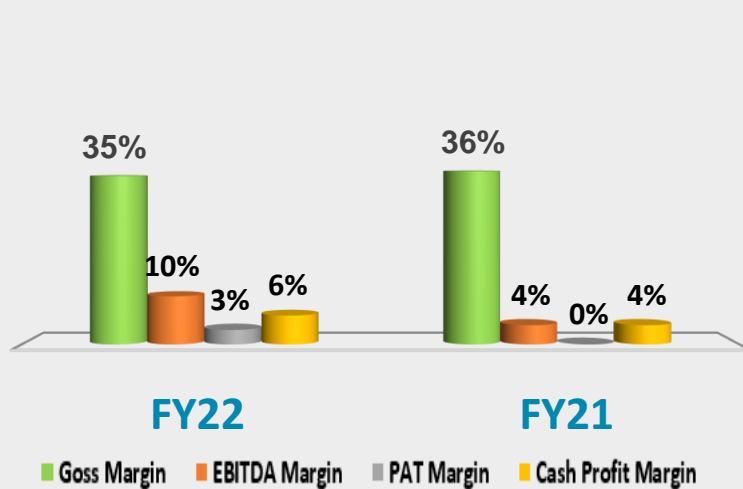
Cash profit excludes interest on loan from Symphony India

Profitability Ratio* (%)

CT + Bonaire

IMPCO, Mexico

GSK, China

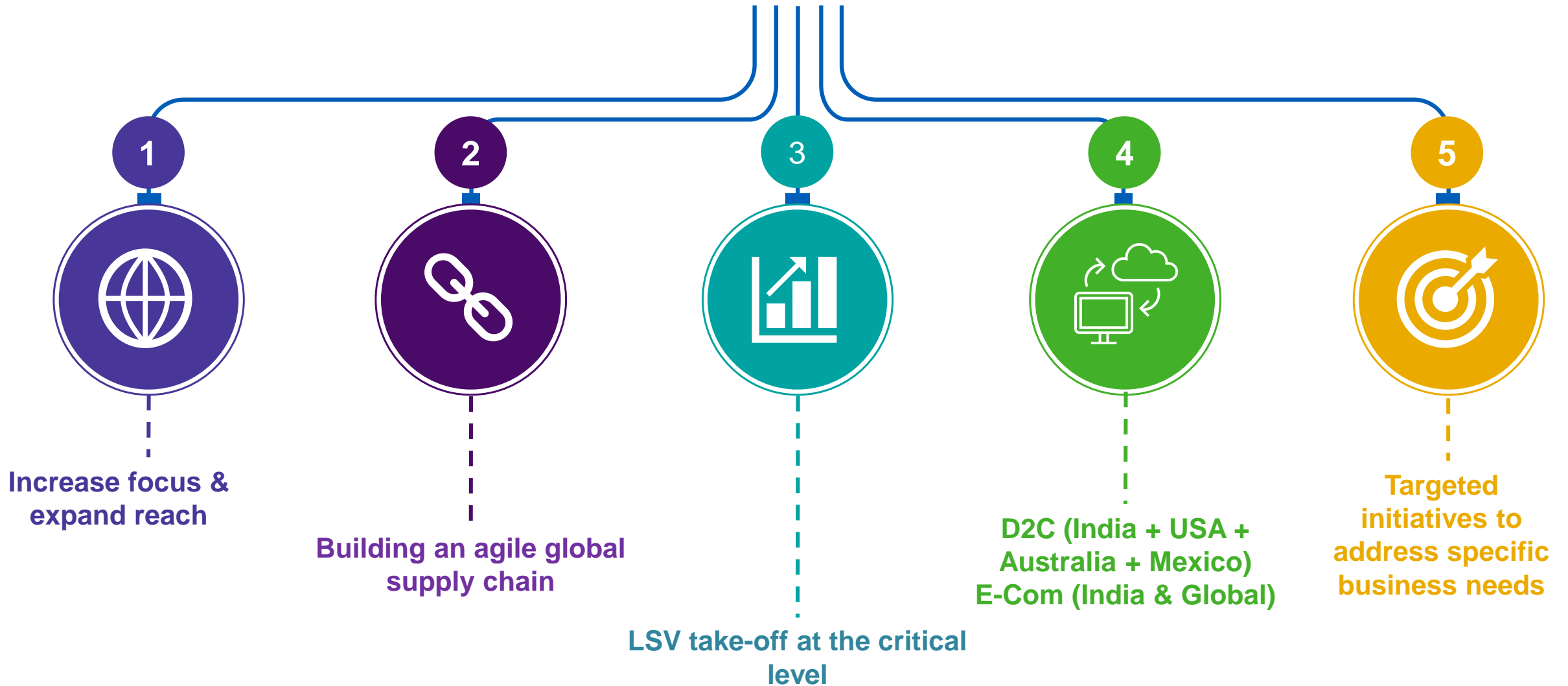


*Gross Margin as % of Sales and other margins as % of Gross Revenue



Strategies for Future Growth

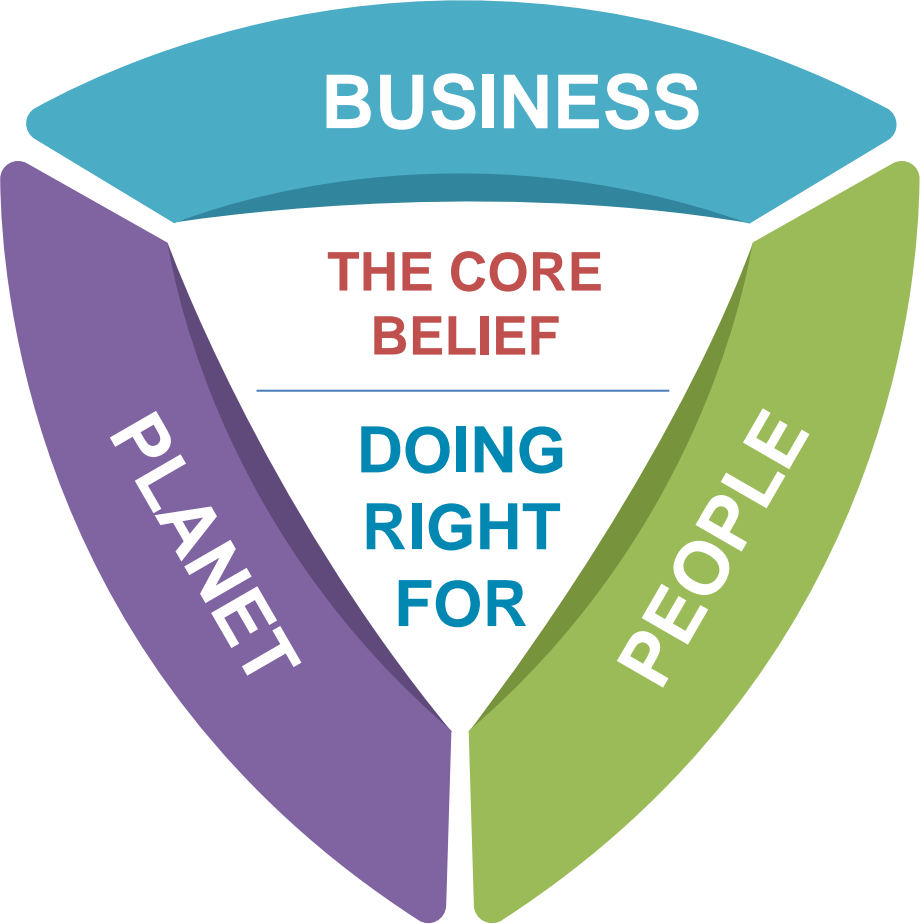
Strategies for Future Growth





Advancing ESG Agenda

Driving Sustainability through Environment Stewardship



Symphony's Air Coolers – Environment at the Core



10+ Million Trees



**Symphony's Air Coolers sold in FY22
reduced GHG emissions equivalent to GHG
emission absorbed by 10+ million trees**

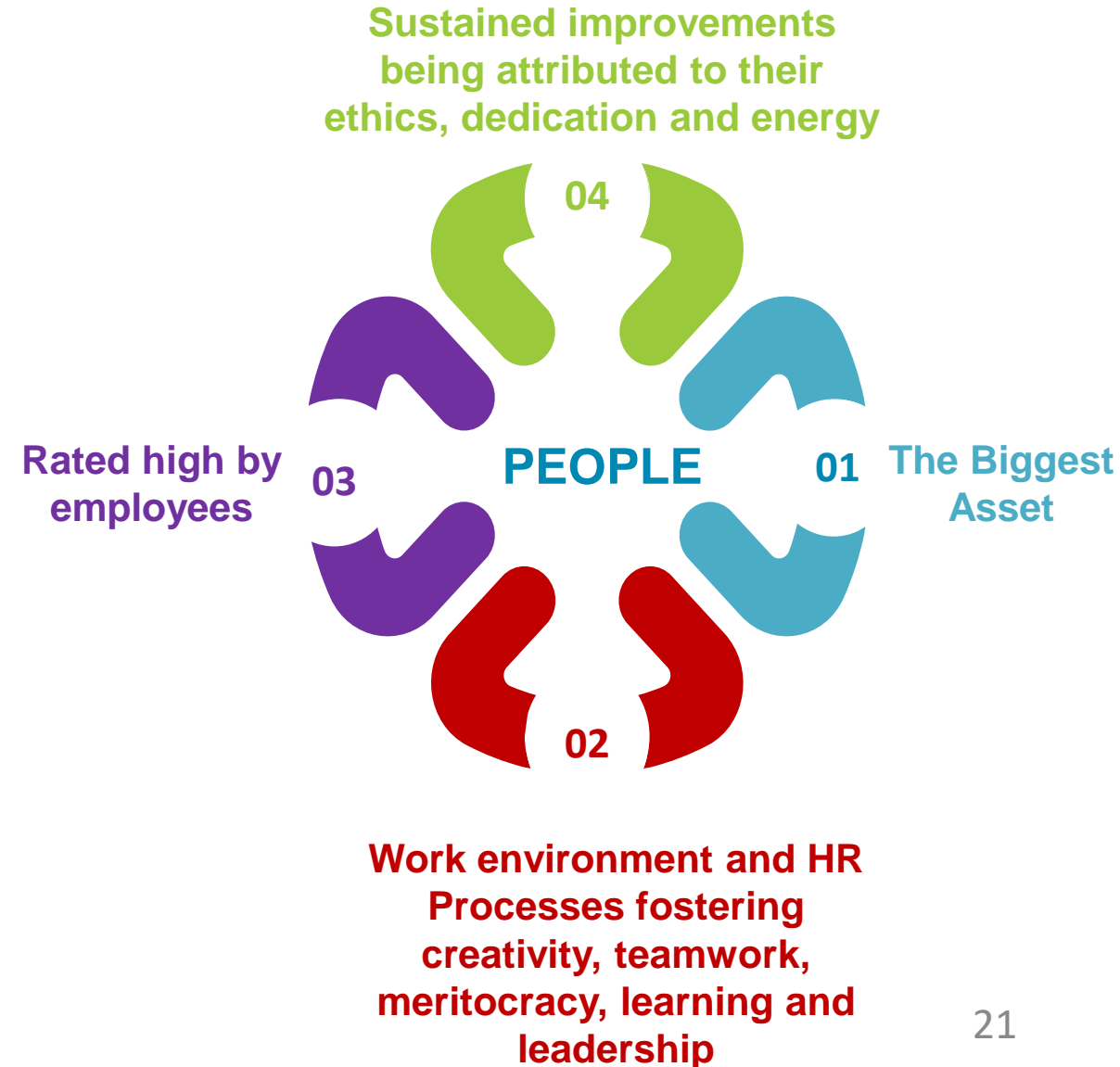
~ 93%



**Lower GHG Emissions
by Symphony's Air Coolers
versus 5 – Star Air Conditioners**



Embracing Socio-economics within Symphony



Corporate Governance Philosophy

1

STRATEGIC CONTROL

- ❖ Responsible business action and ethical conduct
- ❖ Fully Independent Audit Committee and Nomination & Remuneration Committee
- ❖ Board constituted committees headed by Independent Directors
- ❖ Board approved policies driven organization

2

MANAGEMENT CONTROL

- ❖ Simplified organization 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 & internal auditors

3

OPERATIONAL CONTROL

- ❖ Operational 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 corrective & preventive actions

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