



# Roadshow Presentation

**May 2022**

# Disclaimer

## Safe Harbor 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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# Symphony – An Indian MNC

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# 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*

**Symphony®**

*Refreshing Lives*

**The world leader  
in Air Cooling**

# Symphony's Global Journey



**Symphony Limited,  
India**

**1988**

**GSK,  
China**

**2016**

**Symphony Climatizadores,  
Brazil**

**2020**

**2009**

**IMPCO,  
Mexico  
(Founded in 1939)**

**2018**

**Climate Technologies,  
Australia**

1954 : Bonaire Industries  
commenced operations

# Wide Portfolio of Global Brands



# Unique moat of Symphony



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Domestic &  
Overseas OEM  
Facilities

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Distinct  
Product  
Categories

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Models

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Countries  
with Business  
Footprint

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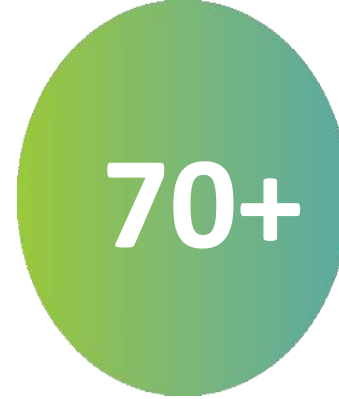
# Glimpse of Symphony's Footprint in India



Domestic  
OEM  
Facilities



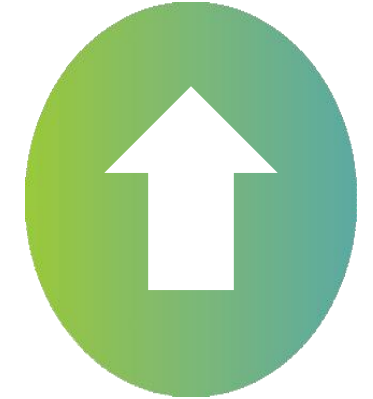
Distinct  
Product  
Categories



Models

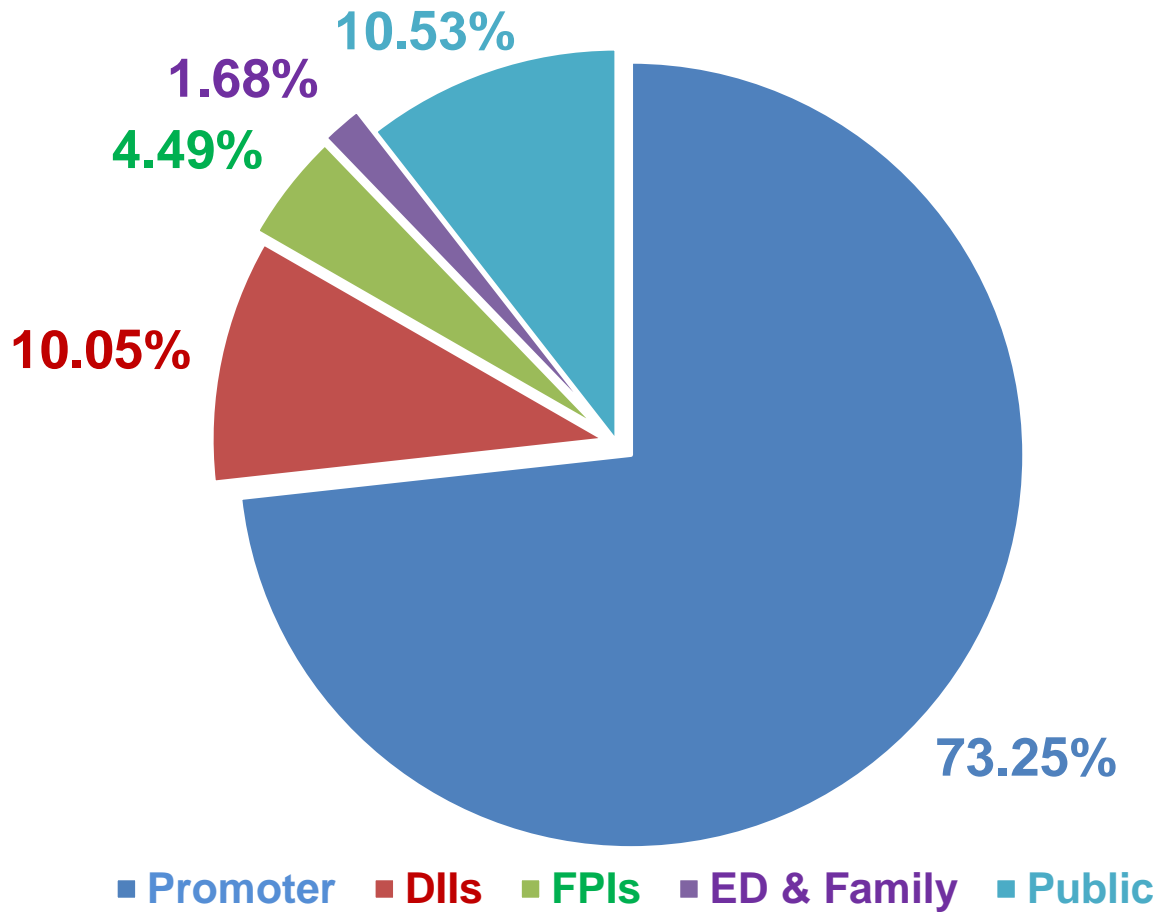


Branches



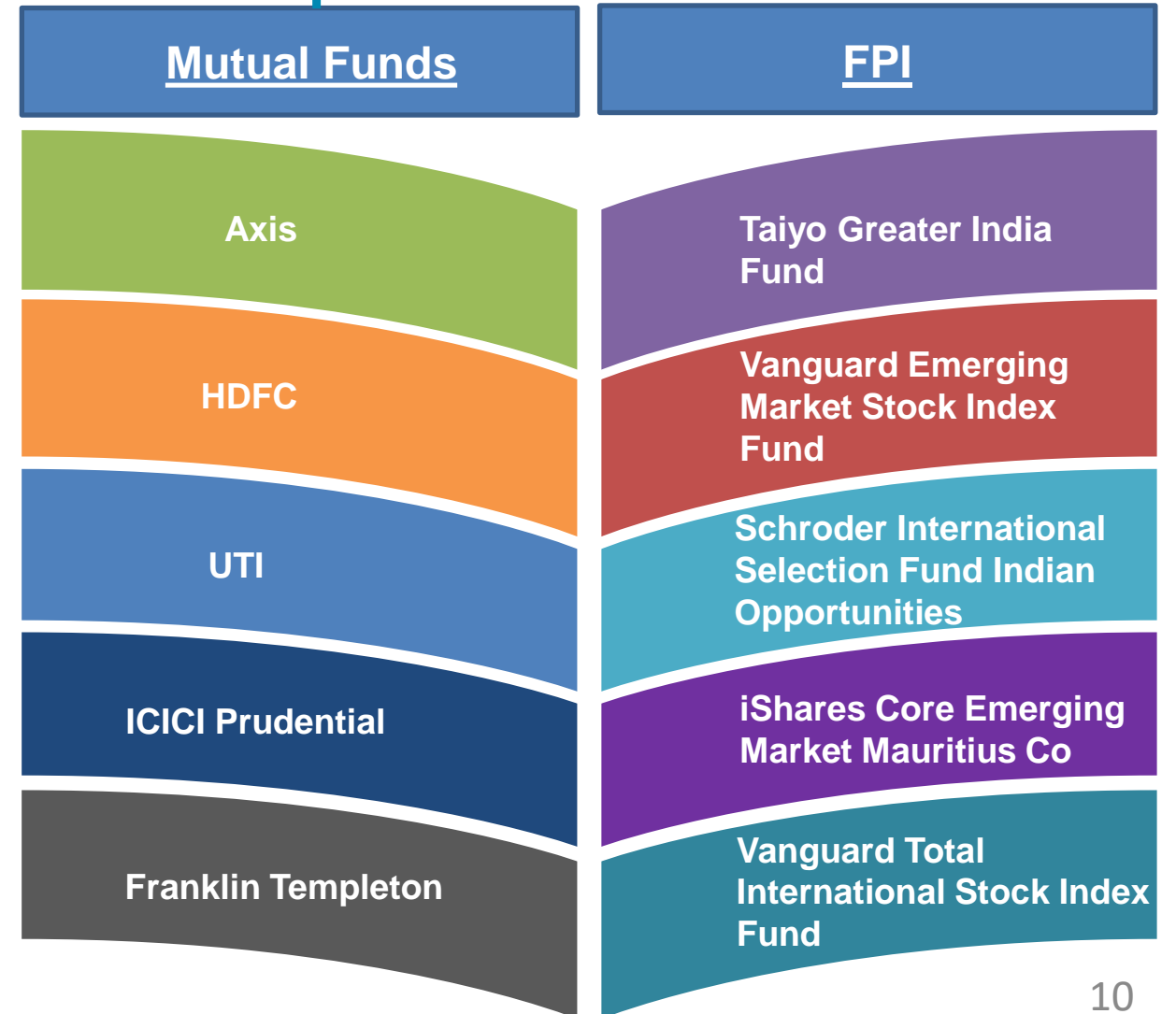
Ever Expanding  
Distribution Reach

# Shareholder Profile (As on 31.03.22)



*DII includes Mutual Fund, AIFs and Insurance Companies*

## Top Institutional Investors





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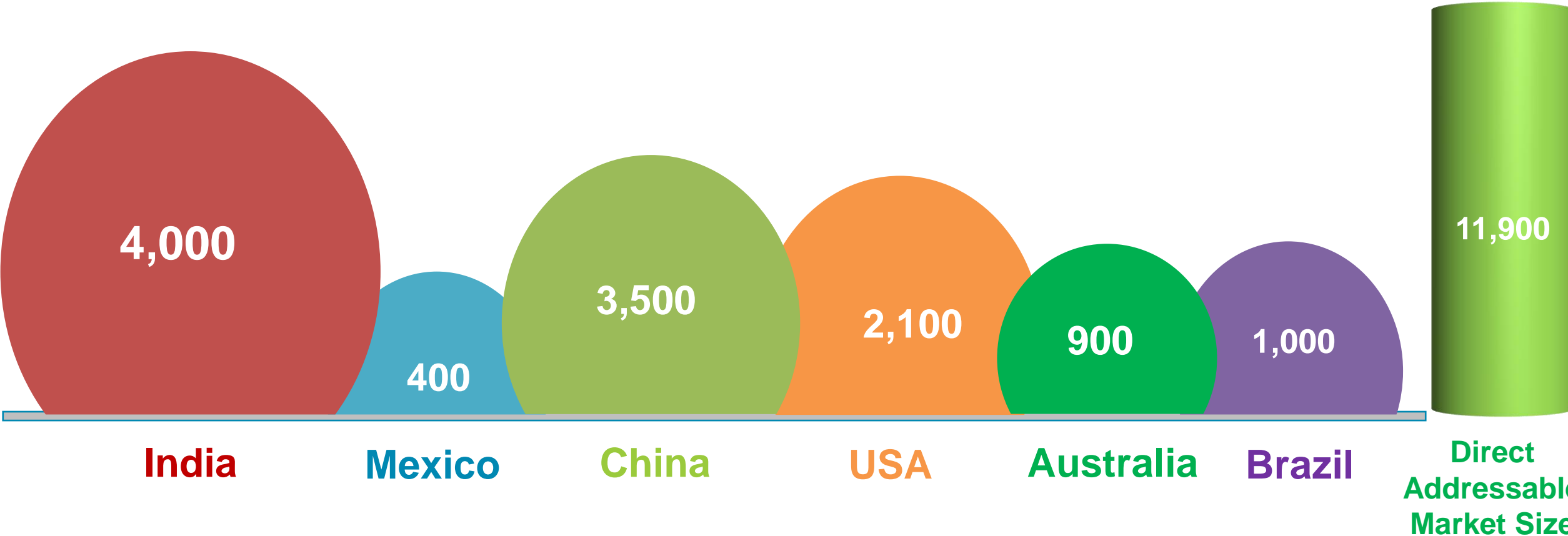
# De-risking – Globally Profitable Diversification

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# Symphony Specific Market Size



(₹ in Cr.)

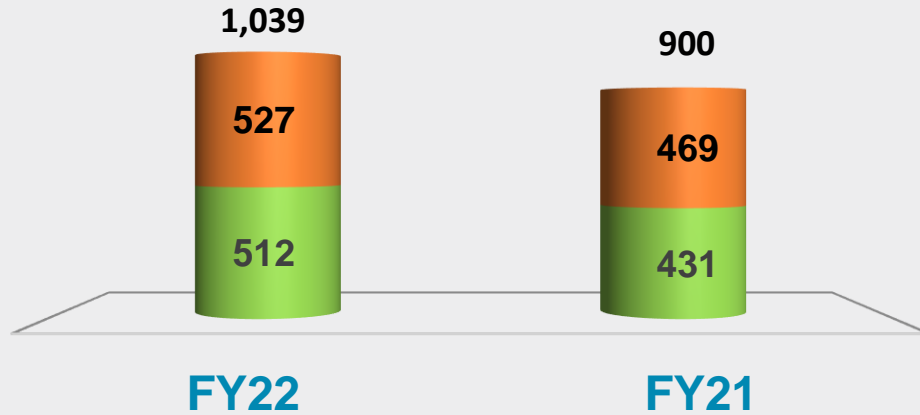


Source: Company Data

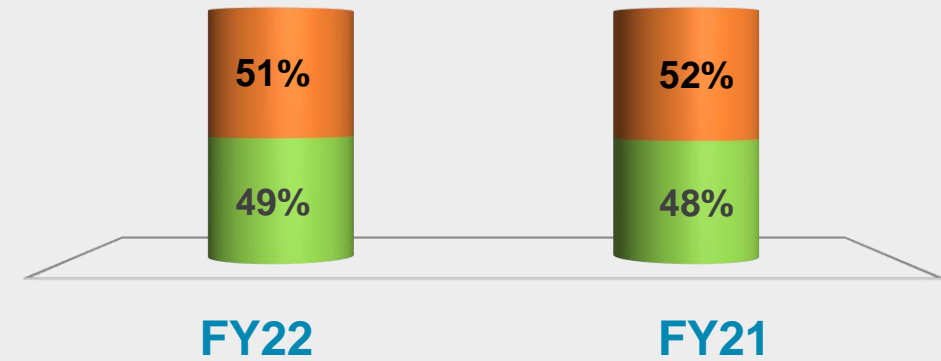
# Robust Profitability of International Business

■ ROW ■ India

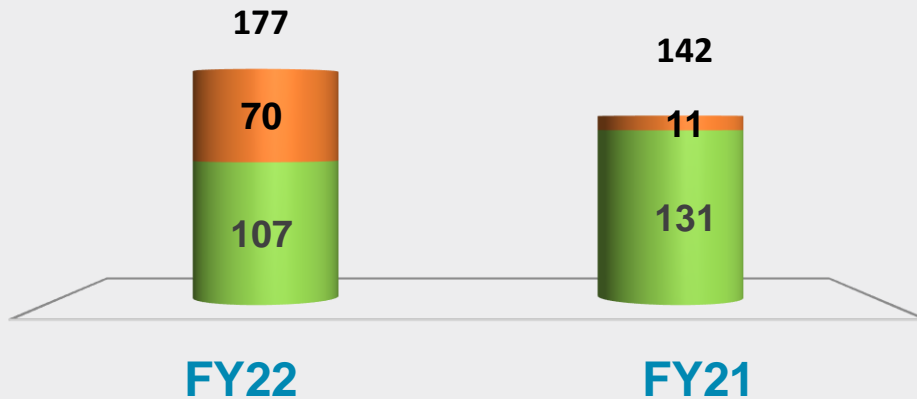
Revenue (₹ in Cr.)



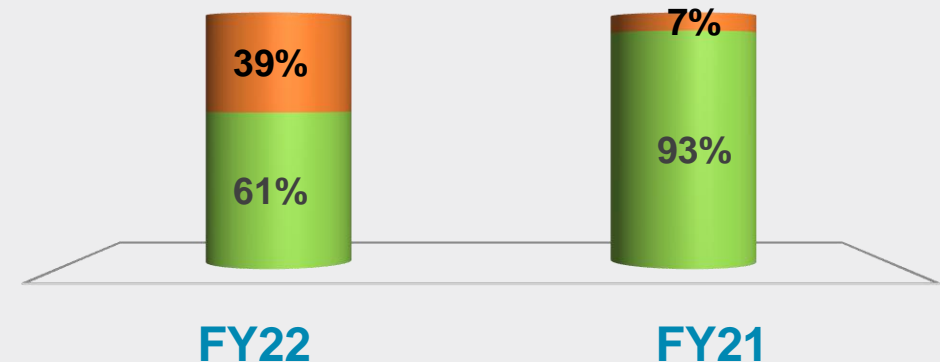
Revenue (%)



PBIT (₹ in Cr.)

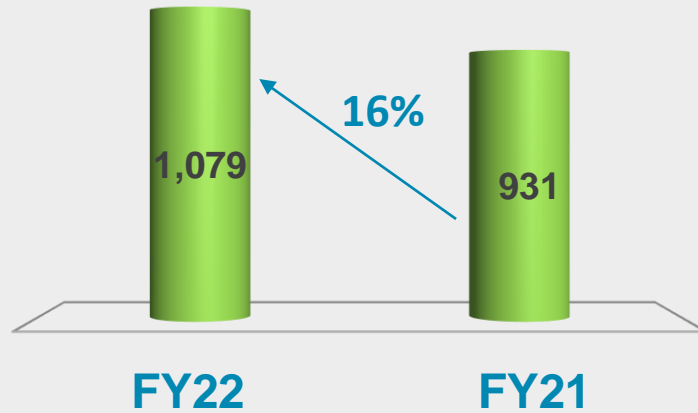


PBIT (%)

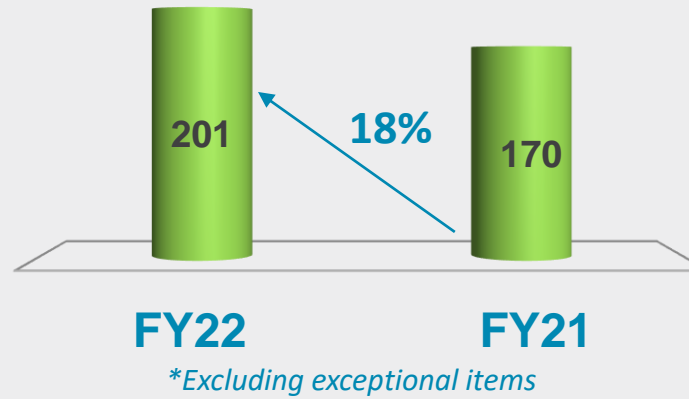


# Conso. Financials

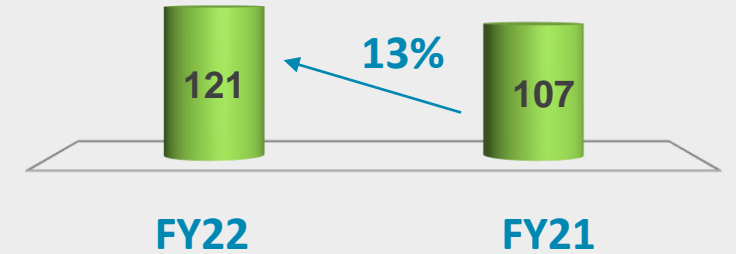
Gross Revenue (₹ in Cr.)



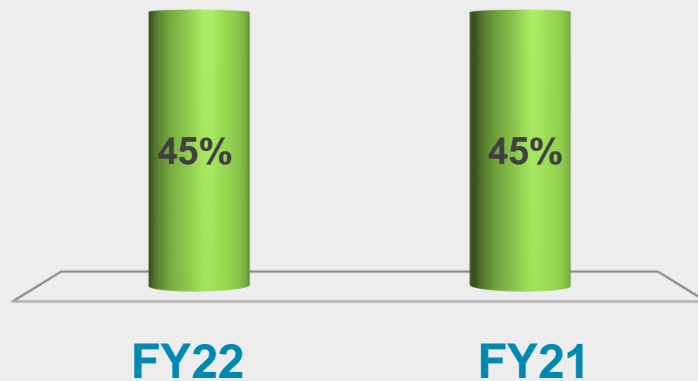
EBITDA\* (₹ in Cr.)



Profit After Tax (₹ in Cr.)



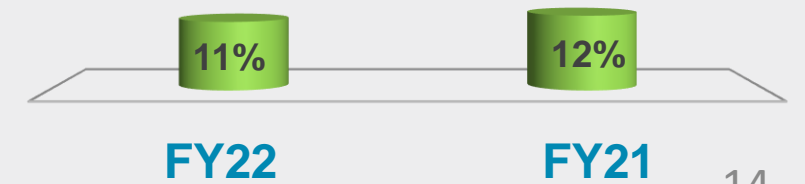
Gross Margin (%)



EBITDA Margin (%)



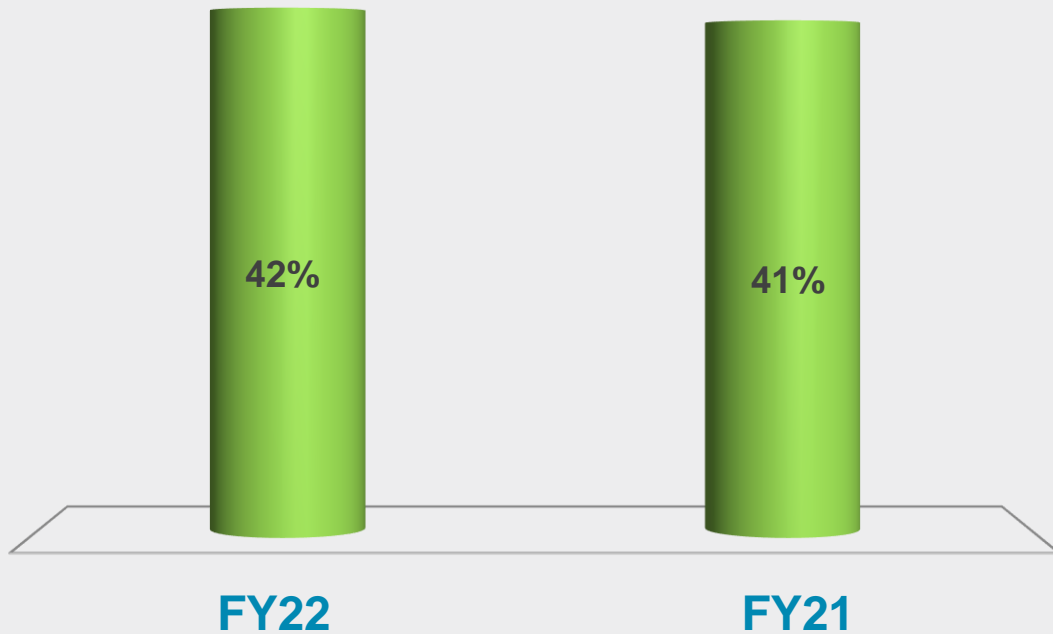
PAT Margin (%)



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

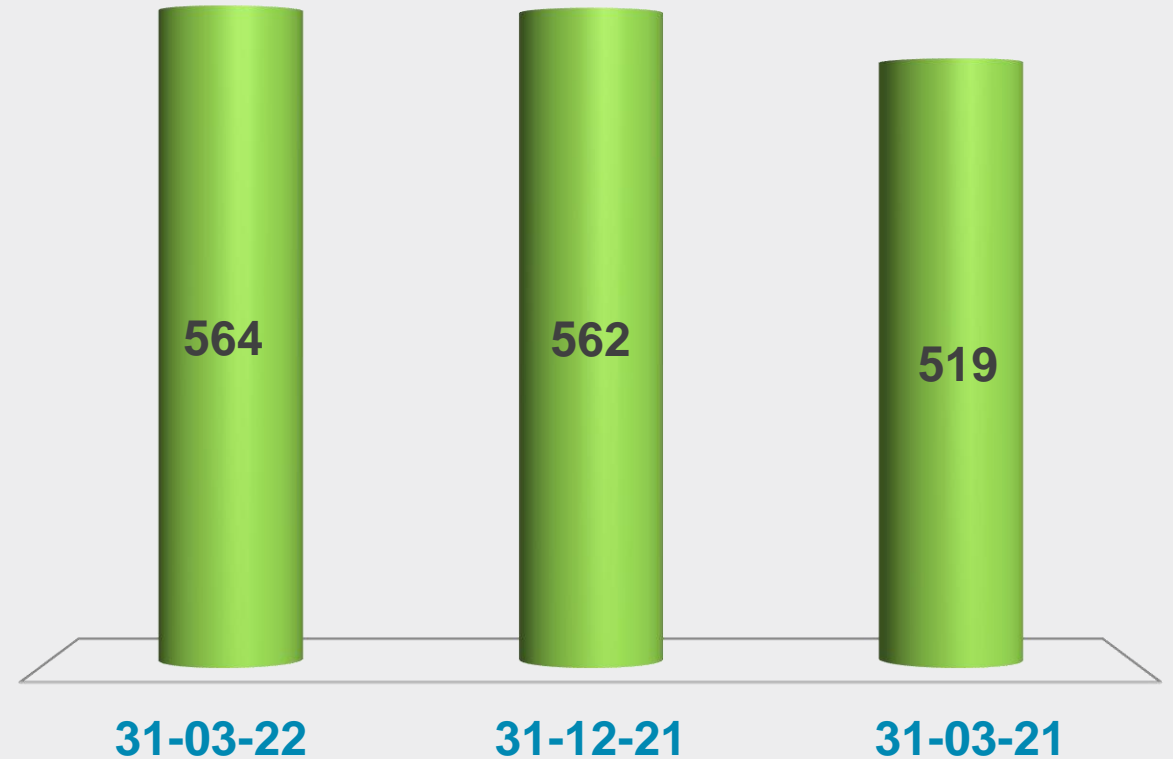
# Conso. ROCE and Treasury

## ROCE (%) (Air Cooling & Other Appliances)



ROCE = PBIT/Monthly Avg. Capital Employed

## Treasury (₹ in Cr.) as on



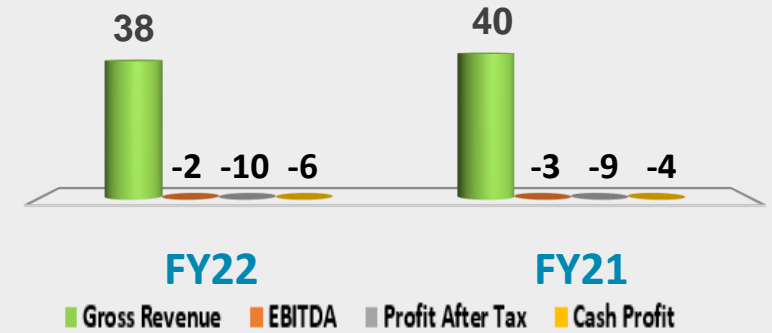
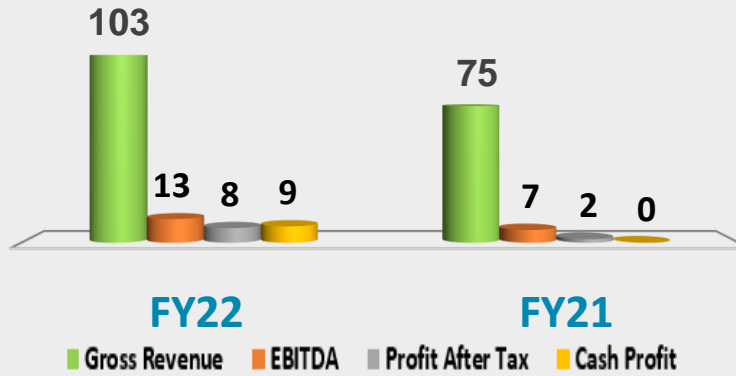
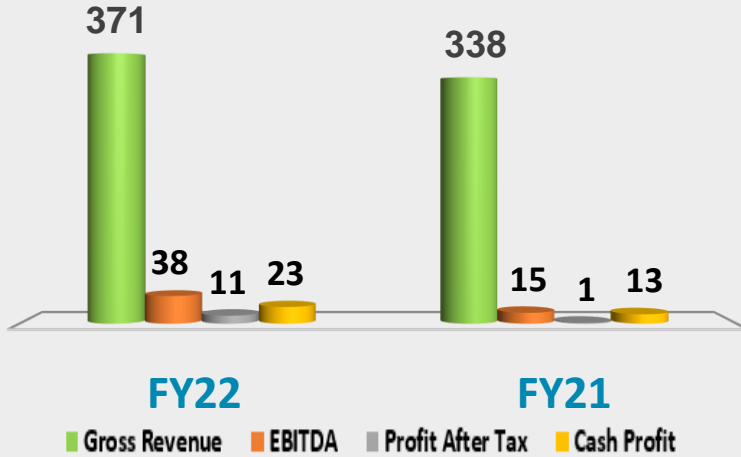
# Subsidiaries' Performance

Financials (₹ in Cr.)

CT + Bonaire

IMPCO, Mexico

GSK, China



Cash profit excluding interest & guarantee charges on acquisition term loan

EBITDA excluding exceptional items

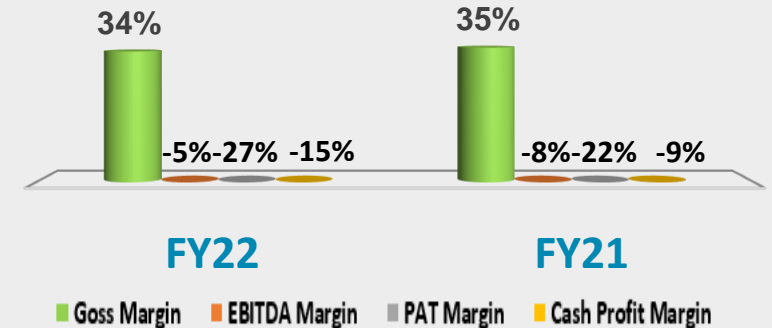
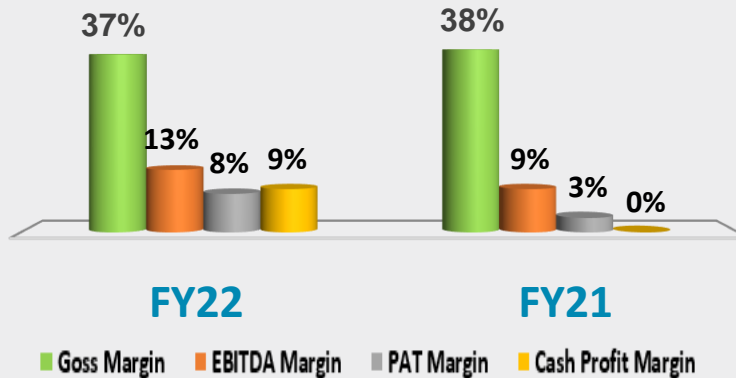
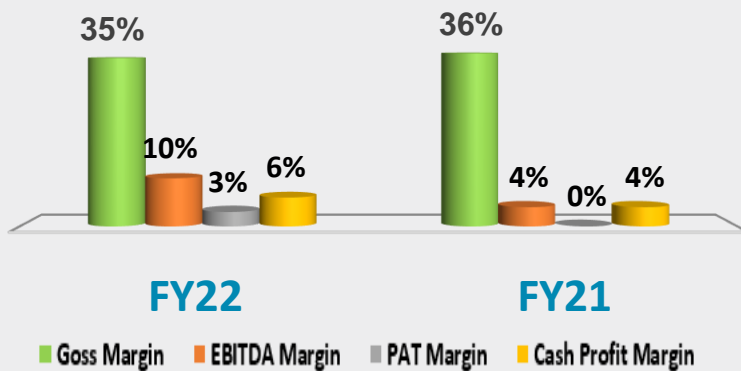
Cash profit excludes interest on loan from Symphony India

Profitability Ratio\* (%)

CT + Bonaire

IMPCO, Mexico

GSK, China



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



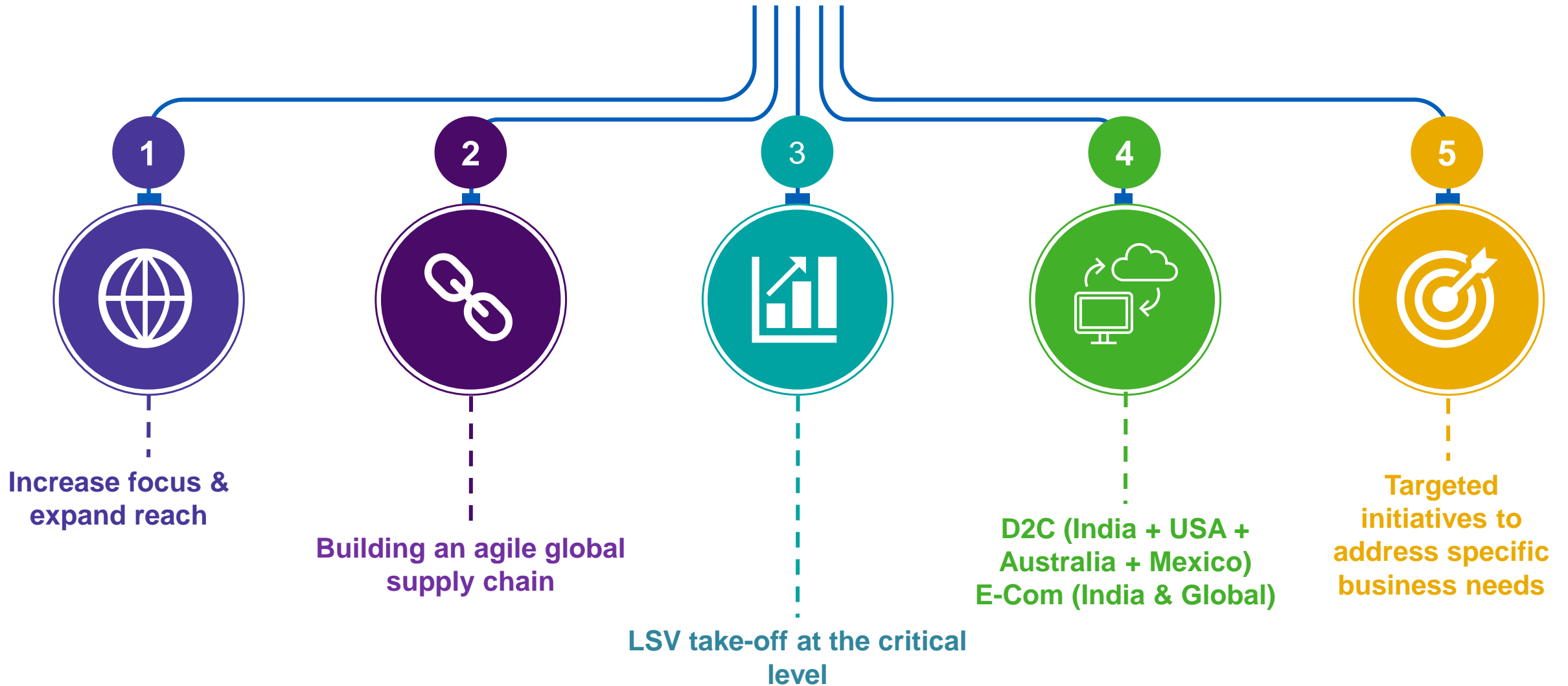


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# Strategies for Future Growth

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# Strategies for Future Growth



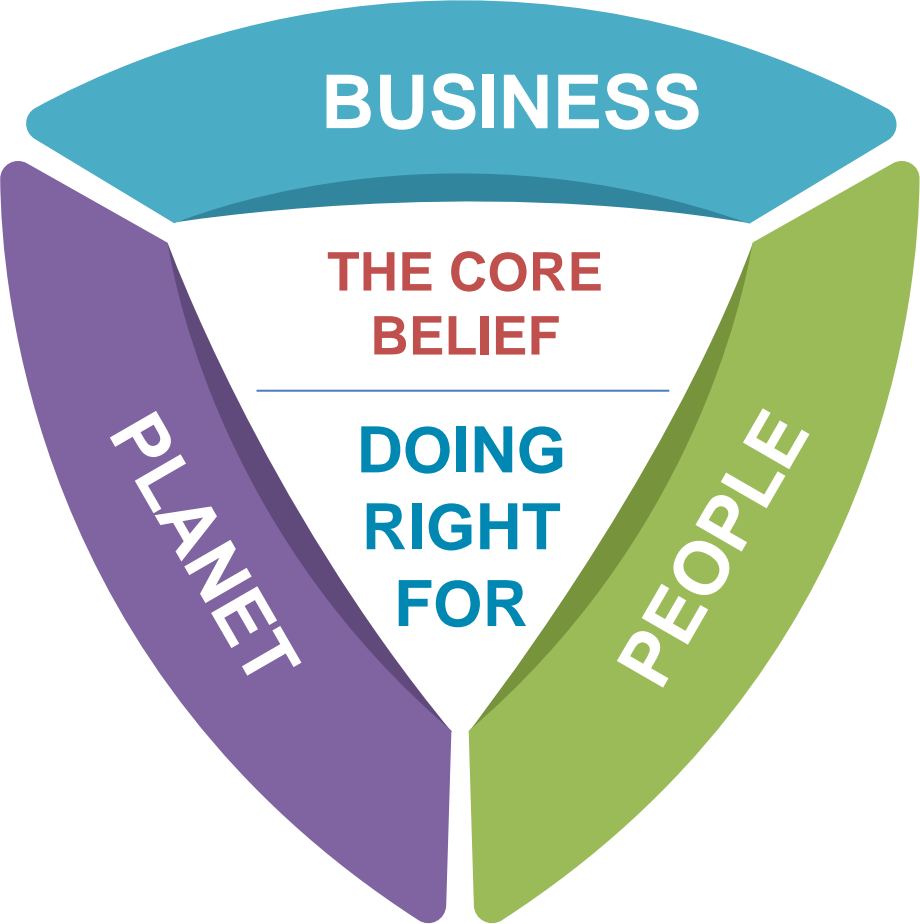


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# Advancing ESG Agenda

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# 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**

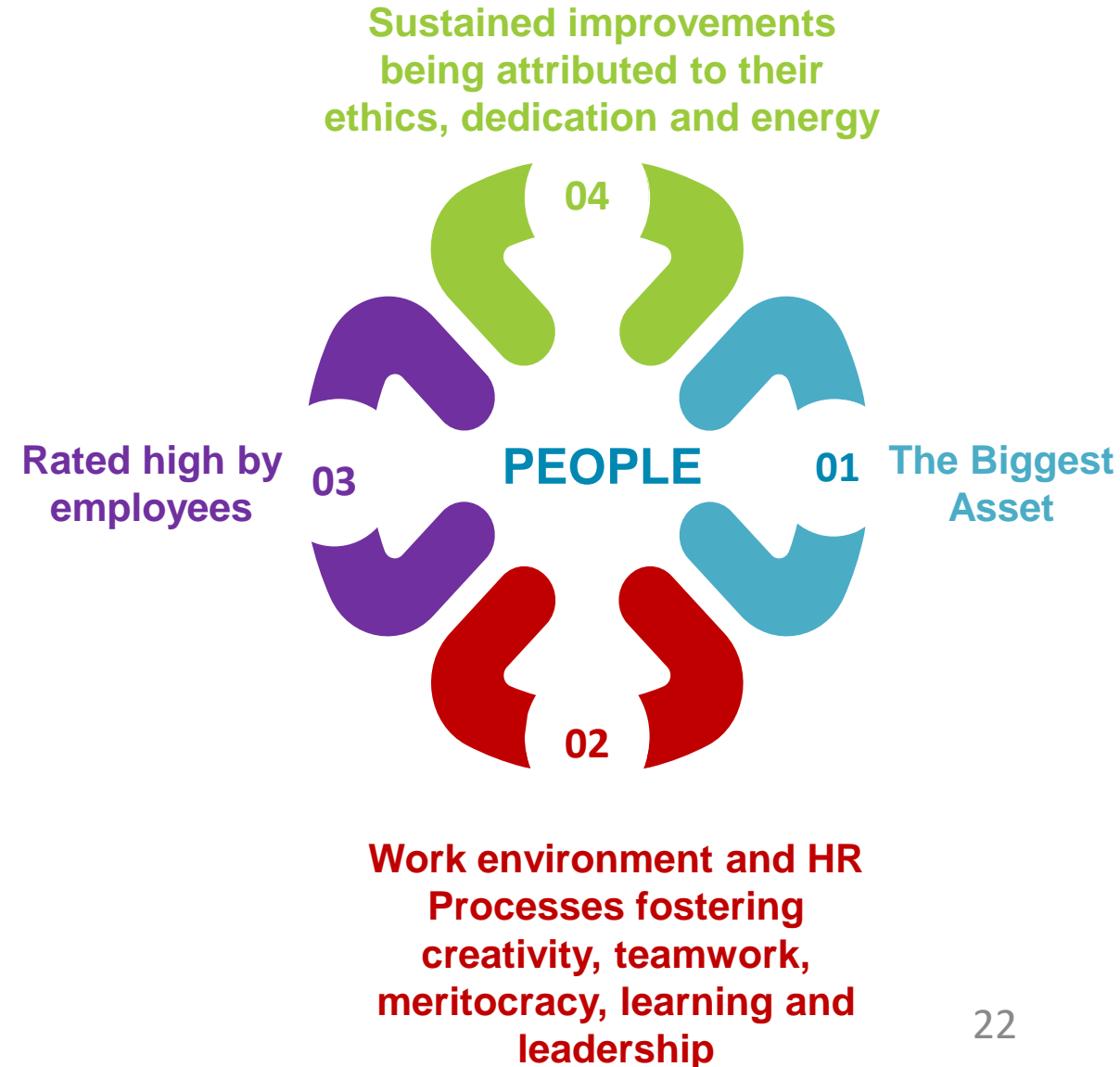
**~ 93%**



**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](http://www.symphonylimited.com)

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