

SYMPHONY LIMITED

Data Sheet : Performance Analysis for the period 1st July 2014 to 31st March 2015

(Rs. in Lacs)

Q3FY15	Q3FY14	Q2FY15	Particulars	Nine Months FY15	Nine Months FY14	FY14
13,751	11,329	15,141	Sales	39,163	30,059	45,122
21.4%		31.4%	Y-O-Y Growth %	30.3%		46.3%
878	226	413	Operating & Other income	2,060	1,232	1,515
14,629	11,555	15,555	Total Revenues	41,223	31,291	46,637
26.6%		30.4%	Y-O-Y Growth %	31.7%		43.4%
8,159	6,378	8,458	Gross Margin(Sales - Material Cost) Value	22,159	16,553	25,736
5,115	3,577	5,219	EBITDA	13,481	9,077	13,677
5,073	3,548	5,162	PBT (Rs.Lacs)	13,284	8,987	13,557
43.0%		48.1%	Y-O-Y Growth %	47.8%		47.0%
28.0%	23.8%	30.2%	Tax (%)	29.1%	26.4%	27.1%
3,651	2,703	3,602	PAT (Rs.Lacs)	9,416	6,614	9,887
35.1%		45.3%	Y-O-Y Growth %	42.3%		57.7%
Secondary Segmentwise Revenue and Results						
<u>Value</u>	<u>Value</u>	<u>Value</u>	<u>Segment Revenue</u>	<u>Value</u>	<u>Value</u>	<u>Value</u>
11,174	9,168	14,011	India	34,749	26,356	39,460
2,577	2,161	1,130	Rest of the world	4,414	3,703	5,662
13,751	11,329	15,141	Total	39,163	30,059	45,122
Segment Profit before Interest and Taxes (PBIT)						
4,002	2,736	4,866	India	11,771	7,680	11,410
1,071	813	315	Rest of the world	1,568	1,312	2,153
5,073	3,549	5,181	Total	13,339	8,992	13,563
Air Cooler Realisation (India + Rest of the World)						
212,640	187,718	238,668	Sales Volume (In Numbers)	615,295	494,028	707,044
13.3%		27.4%	Y-O-Y Growth %	24.5%		36.8%
6,328	5,986	6,277	Average Realisation (Rs. per Unit)	6,270	6,029	6,299
Margins						
59.3%	56.3%	55.9%	Gross margin (%) of Sales	56.6%	55.1%	57.0%
18.8%	16.9%	16.6%	S&M (%) of Sales	17.5%	17.6%	20.4%
35.0%	31.0%	33.6%	EBITDA (%) of Gross Revenue	32.7%	29.0%	29.3%
34.7%	30.7%	33.2%	PBT (%) of Gross Revenue	32.2%	28.7%	29.1%
25.0%	23.4%	23.2%	PAT (%) of Gross Revenue	22.8%	21.1%	21.2%
Capital Employed						
12,160	13,256	6,934	Home Appliances	12,160	13,256	3,800
18,851	11,247	20,418	Corporate Funds (Treasury Investments)	18,851	11,247	19,474
Return % on Capital Employed (PBIT) - Annualised						
156.6%	117.7%	237.9%	Home Appliances %	194.3%	145.3%	154.2%
16.3%	5.5%	5.9%	Corporate Funds %	10.3%	7.2%	6.4%
Dividend : (A) Interim Dividend						
		200%	(B) Final Dividend	200%	100%	100%
				-	-	550%

Notes :

- 1 PBIT % on Capital Employed of Corporate Funds Segment has been calculated on monthly average capital employed to work out appropriate return %.
- 2 Investment of Corporate Funds includes investment in Growth Mutual Funds and Fixed Maturity Plans, income of which is accounted on maturity / distribution of dividend.