

**SYMPHONY LIMITED**

Data Sheet : Performance Analysis : 1st July 2014 to 30th June 2015

(Rs. in Lacs )

Standalone						Consolidated	
Q4FY15	Q4FY14	Q3FY15	Particulars	FY15	FY14	FY15	FY14
12,368	15,063	13,751	Sales	51,531	45,122	57,849	53,242
-17.9%		21.4%	Y-O-Y Growth %	14.2%		8.7%	
974	283	878	Operating & Other income	3,035	1,515	3,239	1,586
13,342	15,346	14,629	Total Revenues	54,566	46,637	61,088	54,828
-13.1%		26.6%	Y-O-Y Growth %	17.0%		11.4%	
7,653	9,183	8,159	Gross Margin(Sales - Material Cost) Value	29,812	25,736	33,979	30,439
2,963	4,599	5,115	EBITDA	16,444	13,677	16,423	13,990
2,890	4,570	5,073	PBT (Rs.Lacs)	16,174	13,557	15,955	13,530
-36.8%		43.0%	Y-O-Y Growth %	19.3%		17.9%	
24.3%	28.3%	28.0%	Tax (%)	28.3%	27.1%	27.6%	27.2%
2,226	3,273	3,651	PAT (Rs.Lacs)	11,642	9,887	11,591	10,572
-32.0%		35.1%	Y-O-Y Growth %	17.8%		9.6%	
<b>Secondary Segmentwise Revenue and Results</b>							
<b>Value</b>	<b>Value</b>	<b>Value</b>	<b>Segment Revenue</b>	<b>Value</b>	<b>Value</b>	<b>Value</b>	<b>Value</b>
11,411	13,104	11,174	India	46,159	39,460	46,420	39,467
957	1,959	2,577	Rest of the world	5,372	5,662	11,429	13,775
<b>12,368</b>	<b>15,063</b>	<b>13,751</b>	<b>Total</b>	<b>51,531</b>	<b>45,122</b>	<b>57,849</b>	<b>53,242</b>
<b>Segment Profit before Interest and Taxes (PBIT)</b>							
2,508	3,730	4,002	India	14,279	11,410	14,373	11,464
384	841	1,071	Rest of the world	1,952	2,153	1,640	2,071
<b>2,892</b>	<b>4,571</b>	<b>5,073</b>	<b>Total</b>	<b>16,231</b>	<b>13,563</b>	<b>16,013</b>	<b>13,536</b>
<b>Air Cooler Realisation (India + Rest of the World)</b>							
168,416	213,016	212,640	Sales Volume (In Numbers)	783,711	707,044	808,963	740,757
-20.9%		13.3%	Y-O-Y Growth %	10.8%		9.2%	
7,202	6,927	6,328	Average Realisation (Rs. per Unit)	6,470	6,299	7,049	7,109
<b>Margins</b>							
61.9%	61.0%	59.3%	Gross margin (%) of Sales	57.9%	57.0%	58.7%	57.2%
35.2%	26.1%	18.8%	S&M (%) of Sales	21.8%	20.4%	20.4%	18.7%
22.2%	30.0%	35.0%	EBITDA (%) of Gross Revenue	30.1%	29.3%	26.9%	25.5%
21.7%	29.8%	34.7%	PBT (%) of Gross Revenue	29.6%	29.1%	26.1%	24.7%
16.7%	21.3%	25.0%	PAT (%) of Gross Revenue	21.3%	21.2%	19.0%	19.3%
<b>Capital Employed</b>							
4,413	3,800	12,160	Home Appliances	4,413	3,800	8,230	8,104
24,606	19,474	18,851	Corporate Funds (Treasury Investments)	24,606	19,474	24,606	19,474
<b>Return % on Capital Employed (PBIT) - Annualised</b>							
89.4%	174.3%	156.6%	Home Appliances %	165.1%	154.2%	113.5%	106.0%
14.1%	4.4%	16.3%	Corporate Funds %	11.4%	6.4%	11.4%	6.4%
<b>Dividend : (A) Interim Dividend</b>							
				200%	100%	200%	100%
<b>(B) Final Dividend</b>							
				500%	550%	500%	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.