



Thinking of Tomorrow

Earnings Call Presentation

(Jun'25 Qtr.)



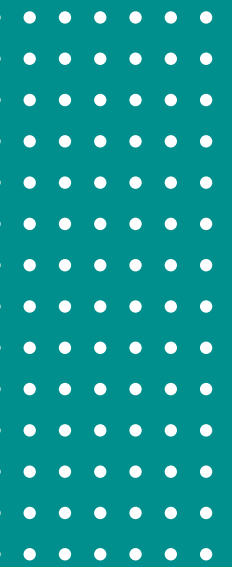
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Standalone Financials Overview

Standalone Financials: Jun'25 v/s Jun'24

(₹ Cr.)

Particulars	Jun'24	Jun'25	YoY ▲ / ▼ (%)
Revenue from operations	373	229	(-39%)
Gross Margin	197	116	(-41%)
EBITDA	82	24	(-71%)
Exceptional Gain	--	5*	--
PBT	91	49	(-46%)
PAT	69	37	(-46%)

Revenue weighed down by –

- ▶ Shortened and rain-disrupted summer
- ▶ Early onset of monsoon
- ▶ High-base of Jun'24 qtr. accentuated it further

Second highest ever June qtr. revenue –

- ▶ Surpassing earlier second best summer season

EBITDA margin decline (-11.7%) led by –

- ▶ Softer gross margin (-1.9%)
 - Product mix change
- ▶ YoY lower operating leverage

1st Interim Dividend: ₹1 per share (FV: ₹2/share)

- ▶ Payout: ₹6.9 cr.

Gross Margin (%)

52.8% 50.9%

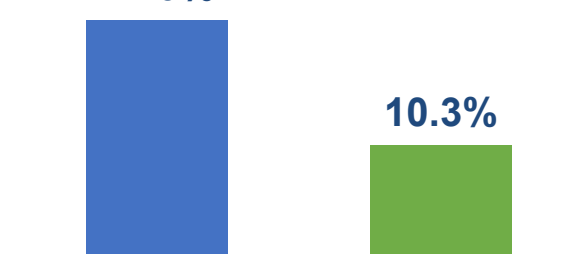


Jun'24 Jun'25

EBITDA Margin (%)

22.0%

10.3%

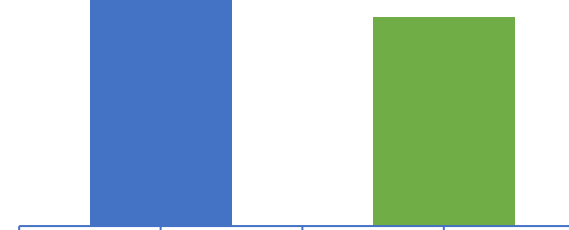


Jun'24 Jun'25

PAT Margin (%)

18.4%

16.1%



Jun'24 Jun'25

* Recovery of ₹ 4.5 cr. from Pathways – Write-back of written-off in FY24-25

Standalone TTM Financials: Jun'25 v/s Jun'24

(₹ Cr.)

Revenue from operations	Gross Margin	EBITDA	PBT (Before Exceptional Items)
1,038	508	229	283
v/s 996 (▲4%)	v/s 498 (▲2%)	v/s 236 (▼3%)	v/s 275 (▲3%)
	48.9% (▼1.1%)	22.0% (▼1.6%)	27.2% (▼0.4%)

Capital Employed in Core Business (Monthly Avg.)	ROCE (%) (PBIT / Capital Employed)	RONW (%) (PAT / Avg. Net Worth)	Treasury (As on 30/6/25)
(-30)	Infinite	18%	363
v/s 24	v/s 966%	v/s 27%	v/s 491
			[^] Excl. Loans and Investments in Subsidiaries: ₹332 cr.



Consolidated Financials Snapshot

Consol. Financials (Continuing Operations): Jun'25 v/s Jun'24

Particulars	Symphony India	GSK China	SCL Brazil	Consol. ^ (Continuing)	YoY ▲ / ▼ (%)
Revenue from operations	229	24	1	251	(-36%)
Gross Margin	116	8	(-0)	125	(-40%)
EBITDA	24	2	(-1)	26	(-71%)
PAT	37	1*	(-0)	39	(-47%)
Gross Margin (%)	50.9%	31.8%	(-2.3%)	49.9%	(-2.9%)
EBITDA (%)	10.3%	8.8%	(-138.6%)	10.2%	(-12.1%)
PAT Margin (%)	16.1%	2.6%	(-28.4%)	15.4%	(-3.1%)

GSK China:

- ▶ Strong growth momentum continued
- ▶ On a fast-track trajectory towards becoming debt-free, supported by –
 - IPR monetization & internal cash generation

SCL Brazil: (A Trading subsidiary)

- ▶ Non-seasonal quarter
- ▶ Gearing up for the summer season-25

*Excludes Exceptional Gain of ₹22 cr. on sale of IPRs to IMPCO, Mexico

^ Net of inter-company transactions

Consol. Financials (Discontinued Operations): Jun'25 v/s Jun'24



Thinking of Tomorrow

(₹ Cr.)

Particulars	IMPCO Mexico	Symphony AU Australia	Consol. ^ (Discontinued)	YoY ▲ / ▼ (%)
Revenue from operations	66	58	99	(-28%)
Gross Margin	24	23	44	(-32%)
EBITDA	7	6	12	(-50%)
PAT	4	(-2)	3	(-79%)
Gross Margin (%)	35.8%	39.4%	44.4%	(-2.4%)
EBITDA (%)	10.7%	9.8%	12.1%	(-5.5%)
PAT Margin (%)	5.6%	(-4.0%)	3.3%	(-8.2%)

IMPCO Mexico:

- ▶ Subdued performance due to mild summer
- ▶ EBITDA margin moderation underpinned by negative operating leverage

Symphony AU:

- ▶ Second straight quarters of YoY growth
- ▶ Transformation levers delivering momentum –
 - *Asset-light model, product & market expansion, sales acceleration, and cost optimization*

^ Net of inter-company transactions

Status of IPR Transaction between GSK and IMPCO

GSK
transferred technology know-how and nine IPRs to
IMPCO



GSK China

Monetized them (specifically developed for IMPCO), retaining a robust portfolio of products and IPRs



IMPCO Mexico

Beneficial even for IMPCO's monetization, while accelerating product-led growth



USD 5.2 Million (~ ₹ 44 cr.)

First tranche (~ ₹ 22 cr.) completed; balance in Sep'25 qtr.

GSK repaid ₹ 27.9 cr.to Symphony India toward inter-company loan in FY26YTD
(Current o/s: ₹ 26.1 cr. v/s peak o/s of ₹ 59.8 cr. in May'24)



Strategic Outlook & Way Forward

Strategic Outlook & Way Forward



'Air Force' Range Gaining Altitude

'Air Force' range of air coolers launched –
▶ Strong traction fueling scale-up and range expansion

Enhancing Portfolio Resilience

Accelerating all-season and counter-seasonal product-led growth, leveraging brand-led innovation & distribution
▶ Tower & Kitchen Cooling Fans
▶ Large Space Venti-Cooling (LSV)
▶ Water Heaters

Cementing Market Leadership

Strengthening market presence in semi-urban and rural markets through –
▶ Targeted GTM initiatives
▶ Accelerating reach via alternate sales channel incl. digital

Strategic Realignment

Sharpening strategic focus to concentrate on high-growth, high-margin markets –
▶ India
▶ Key export geographies (through export-led model)

Glossary



Gross Margin (%)	: % of Revenue from operations
A&P Expenses	: Advertisement and Sales Promotion Expenses
EBITDA	: Earnings Before Interest, Tax, Depreciation and Amortization (Excludes Other Income, Exceptional Items and Foreign Exchange Loss incl. MTM)
EBITDA Margin (%)	: % of Revenue from operations
PAT Margin (%)	: % of Revenue from operations
Return on Capital Employed (ROCE) (%) (of Core Business)	: TTM Profit Before Interest & Tax before exceptional item / Monthly Avg. Capital Employed
Return on Net Worth (RONW)	: TTM Profit After Tax / Average Net Worth
Treasury	: Including Cash & Cash equivalents and excluding loans / investments in subsidiaries
CT, Australia	Climate Technologies, Australia
SCL, Brazil	Symphony Climatizadores Ltda, Brazil

Thank You

