

SYMPHONY LIMITED

Data Sheet : Performance Analysis for the period 1st July 2014 to 30th September 2014

(Rs. in Lacs)

Particulars	Q1FY15	Q1FY14	Q4FY14	FY14
Sales	10,271	7,208	15,063	45,122
Y-O-Y Growth %	42.5%			46.3%
Operating & Other income	769	597	209	1,515
Total Revenues	11,040	7,805	15,272	46,637
Y-O-Y Growth %	41.4%			43.4%
Gross Margin(Sales - Material Cost) Value	5,541	3,848	9,183	25,736
EBITDA	3,147	1,984	4,599	13,677
PBT (Rs.Lacs)	3,049	1,953	4,570	13,557
Y-O-Y Growth %	56.1%			47.0%
Tax (%)	29.1%	26.7%	28.3%	27.1%
PAT (Rs.Lacs)	2,163	1,432	3,273	9,887
Y-O-Y Growth %	51.1%			57.7%
Secondary Segmentwise Revenue and Results				
Segment Revenue	Value	Value	Value	Value
<i>India</i>	9,564	6,694	13,104	39,460
<i>Rest of the world</i>	707	514	1,959	5,662
Total	10,271	7,208	15,063	45,122
Segment Profit before Interest and Taxes (PBIT)				
<i>India</i>	2,903	1,811	3,729	11,410
<i>Rest of the world</i>	182	145	841	2,153
Total	3,085	1,956	4,570	13,563
Air Cooler Realisation (India + Rest of the World)				
Sales Volume (In Numbers)	1,63,987	1,18,921	2,13,016	7,07,044
Y-O-Y Growth %	37.9%			36.8%
Average Realisation (Rs. per Unit)	6,183	6,035	6,927	6,299
Margins				
Gross margin (%) of Sales	53.9%	53.4%	61.0%	57.0%
S&M (%) of Sales	17.0%	20.4%	25.9%	20.4%
EBITDA (%) of Gross Revenue	28.5%	25.4%	30.1%	29.3%
PBT (%) of Gross Revenue	27.6%	25.0%	29.9%	29.1%
PAT (%) of Gross Revenue	19.6%	18.3%	21.4%	21.2%
Capital Employed				
Home Appliances	10,296	5,361	3,800	3,800
Corporate Funds (Treasury Investments)	15,141	14,778	19,474	19,474
Return % on Capital Employed (PBIT) - Annualised				
Home Appliances %	205.8%	123.1%	174.3%	154.2%
Corporate Funds %	9.1%	8.6%	4.4%	6.4%
Dividend : (A) Interim Dividend				
(B) Final Dividend				100.0%
				550.0%

Notes :

1 PBIT % on Capital Employed has been calculated on average monthly Capital Employed (PBIT % of Home Appliances of previous periods also recalculated accordingly, from end of period to average monthly balances).

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.