

SYMPHONY LIMITED

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

(Rs. in Lacs)

<u>Q2FY15</u>	<u>Q2FY14</u>	<u>Q1FY15</u>	<u>Particulars</u>	<u>Half year FY15</u>	<u>Half year FY14</u>	<u>FY14</u>
15,141	11,522	10,271	Sales	25,412	18,730	45,122
31.4%		42.5%	Y-O-Y Growth %	35.7%		46.3%
413	409	769	Operating & Other income	1,182	1,006	1,515
15,555	11,932	11,040	Total Revenues	26,595	19,737	46,637
30%		41.4%	Y-O-Y Growth %	34.7%		43.4%
8,458	6,328	5,541	Gross Margin(Sales - Material Cost) Value	13,999	10,175	25,736
5,219	3,516	3,147	EBITDA	8,366	5,500	13,677
5,162	3,486	3,049	PBT (Rs.Lacs)	8,211	5,439	13,557
48.1%		56.1%	Y-O-Y Growth %	51.0%		47.0%
30.2%	29.0%	29.1%	Tax (%)	29.8%	28.1%	27.1%
3,602	2,479	2,163	PAT (Rs.Lacs)	5,765	3,911	9,887
45%		51.1%	Y-O-Y Growth %	47.4%		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>
14,011	10,494	9,564	<i>India</i>	23,575	17,188	39,460
1,130	1,028	707	<i>Rest of the world</i>	1,837	1,542	5,662
15,141	11,522	10,271	Total	25,412	18,730	45,122
Segment Profit before Interest and Taxes (PBIT)						
4,866	3,133	2,903	<i>India</i>	7,769	4,944	11,410
315	354	182	<i>Rest of the world</i>	497	499	2,153
5,181	3,487	3,085	Total	8,266	5,443	13,563
Air Cooler Realisation (India + Rest of the World)						
2,38,668	1,87,389	1,63,987	Sales Volume (In Numbers)	4,02,655	3,06,310	7,07,044
27.4%		37.9%	Y-O-Y Growth %	31.5%		36.8%
6,277	6,067	6,183	Average Realisation (Rs. per Unit)	6,239	6,055	6,299
Margins						
55.9%	54.9%	53.9%	Gross margin (%) of Sales	55.1%	54.3%	57.0%
16.6%	16.6%	17.0%	S&M (%) of Sales	16.8%	18.1%	20.4%
33.6%	29.5%	28.5%	EBITDA (%) of Gross Revenue	31.5%	27.9%	29.3%
33.2%	29.2%	27.6%	PBT (%) of Gross Revenue	30.9%	27.6%	29.1%
23.2%	20.8%	19.6%	PAT (%) of Gross Revenue	21.7%	19.8%	21.2%
Capital Employed						
6,934	8,772	10,296	Home Appliances	6,934	8,772	3,800
20,418	13,027	15,141	Corporate Funds (Treasury Investments)	20,418	13,027	19,474
Return % on Capital Employed (PBIT) - Annualised						
237.9%	219.0%	205.8%	Home Appliances %	225.6%	173.2%	154.2%
5.9%	7.4%	9.1%	Corporate Funds %	7.5%	8.0%	6.4%
200%	100%		Dividend : (A) Interim Dividend	200%	100%	100%
			(B) Final Dividend	-	-	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.