

SYMPHONY LIMITED

Data Sheet : Unaudited Standalone Performance Analysis for the period 1st July 2015 to 30th September 2015

(Rs. in Lacs)

Particulars	Q1FY16	Q1FY15	Q4FY15	FY15
Sales (Refer Note No.1)	11,442	9,194	11,048	46,228
Y-O-Y Growth %	24.5%			13.8%
Other Operating income	9	7	28	41
Income from Operations(net)	11,451	9,201	11,076	46,269
Y-O-Y Growth %	24.5%			13.8%
Other Income	718	762	947	2,994
Gross Revenue	12,169	9,963	12,023	49,263
Y-O-Y Growth %	22.1%			16.9%
Gross Margin(Sales - Material Cost) Value	5,920	4,464	6,334	24,510
EBITDA	4,121	3,147	2,962	16,444
PBT (Rs.Lacs)	4,047	3,049	2,890	16,174
Y-O-Y Growth %	32.7%			19.3%
Tax (%)	28.9%	29.1%	24.3%	28.3%
PAT (Rs.Lacs)	2,876	2,163	2,226	11,642
Y-O-Y Growth %	33.0%			17.8%
Secondary Segmentwise Revenue and Results				
Segment Revenue	<u>Value</u>	<u>Value</u>	<u>Value</u>	<u>Value</u>
<i>India</i>	10,973	8,487	10,091	40,856
<i>Rest of the world</i>	469	707	957	5,372
Total	11,442	9,194	11,049	46,228
Segment Profit before Interest and Taxes (PBIT)				
<i>India</i>	3,976	2,903	2,508	14,279
<i>Rest of the world</i>	72	182	384	1,952
Total	4,048	3,085	2,892	16,231
Air Cooler Realisation (India + Rest of the World)				
Sales Volume (In Numbers)	194,583	163,987	168,416	783,711
Y-O-Y Growth %	18.7%			10.8%
Average Realisation (Rs.per Unit) (Refer Note No.1)	5,811	5,535	6,429	5,803
Margins				
Gross Margin % of Sales	51.7%	48.6%	57.3%	53.0%
EBITDA % of Gross Revenue	33.9%	31.6%	24.6%	33.4%
PBT Margin % of Gross Revenue	33.3%	30.6%	24.0%	32.8%
PAT Margin % of Gross Revenue	23.6%	21.7%	18.5%	23.6%
Capital Employed				
Home Appliances	4,280	10,296	4,413	4,413
Corporate Funds (Treasury Investments)	27,615	15,141	24,606	24,606
Return % on Capital Employed (PBIT) - Annualised				
Home Appliances %	293.8%	205.8%	89.4%	165.1%
Corporate Funds %	6.8%	9.1%	14.1%	11.4%
Dividend : (A) Interim Dividend				
(B) Final Dividend				200.0%
				500.0%

Notes :

1 Net sales / income from operations as reported in these financial results have been presented net of VAT/CST as against the earlier practice of presenting the same on gross basis and presenting VAT/CST amounts as Selling & Distribution expense as stated here in below:

(Rs. in Lacs)

Particulars	Q1FY16	Q1FY15	Q4FY15	FY15
VAT/CST	1,459	1,077	1,320	5,303

Hence, Average realisation per unit is also recalculated accordingly.

2 Segment Profit (PBIT) % on Capital Employed has been calculated on average monthly Capital Employed.

3 Investment of Corporate Funds includes investment in Growth Mutual Funds and Fixed Maturity Plans, income of which is accounted on maturity / distribution of dividend.

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