

# WORLD LEADER IN AIR COOLING



## SYMPHONY LIMITED

Data Sheet : Quarter and year ended on March 31, 2020

### (A) Standalone Performance Analysis

#### i) Sales & Profitability

(₹ in Crores)

Standalone			Particulars	Standalone	
Quarter Ended				Year Ended	
31-Mar-20	31-Mar-19	31-Dec-19		31-Mar-20	31-Mar-19
(Refer Note No.2)	(Refer Note No.2)	(Unaudited)		(Audited)	(Audited)
154	137	206	Sales	714	522
0	1	1	Other Operating income	2	2
154	138	207	Revenue from operations	716	524
12%		30%	<b>Growth % Y-O-Y</b>	37%	
14	10	11	Other Income	47	33
168	148	218	Gross Revenue	763	557
13%		29%	<b>Growth % Y-O-Y</b>	37%	
86	66	101	Gross Margin(Sales - Material Cost)Value	358	261
63	51	78	EBITDA (Excluding Exceptional Items)	248	168
61	50	77	PBT (Excluding Exceptional Items)	242	164
21%		35%	<b>Growth % Y-O-Y</b>	47%	
2	20	-	Exceptional Items	2	24
59	30	77	PBT	240	140
95%		35%	<b>Growth % Y-O-Y</b>	72%	
45	19	58	PAT	186	101
136%		36%	<b>Growth % Y-O-Y</b>	84%	
46	36	60	Cash Profit	190	123

► Revenue from operations during the year ended March, 2020 is up by 37% vis a vis March, 2019 due to overwhelming response to new models and positive trade sentiments despite negative impact of COVID-19 in last fortnight of the year.

► The figures for the quarter ended March 31, 2020 and March 31, 2019 are balancing figures between audited figures in respect of the full financial year and year to date figures upto the third quarter of the relevant financial year.

► Exceptional Item of ₹ 1.55 crores for the quarter and year ended March 31, 2020 is related to impairment of Investment in GSK, China.

**ii) Financial ratios**

(₹ in Crores)

Standalone			Particulars	Standalone	
Quarter Ended				Year Ended	
31-Mar-20	31-Mar-19	31-Dec-19		31-Mar-20	31-Mar-19
(Refer Note No.2)	(Refer Note No.2)	(Unaudited)		(Audited)	(Audited)
			<u>Profitability ratios</u>		
56%	48%	49%	Gross margin % of Sales	50%	50%
36%	21%	36%	EBITDA % of Gross Revenue	32%	26%
35%	20%	35%	PBT Margin % of Gross Revenue	31%	25%
27%	13%	27%	PAT Margin % of Gross Revenue	24%	18%
			<u>Segment-wise capital employed and ROCE</u>		
			<u>Capital employed (Monthly Average)</u>		
67	63	(56)	Air Cooling and Other Appliances	(16)	45
530	506	701	Corporate Funds	628	512
			<u>ROCE(PBIT) % - Not Annualised</u>		
77%	62%	Infinite	Air Cooling and Other Appliances	Infinite	292%
2%	-2%	2%	Corporate Funds	6%	2%
28%	16%	22%	Return on Networth (PAT TTM/AVG Networth)	28%	16%
			<u>Debtors and Inventory ratios</u>		
31	30	11	Debtor Days (Debtors/TTM Sales)	31	30
21	26	17	Inventory Days (Inventory/TTM Sales)	21	26

► Gross margin % in March, 2020 quarter is 56% compared to 48% in March, 2019 quarter and 49% in December, 2019 quarter.

► EBITDA and PBT margin during March, 2020 quarter and year ended March, 2020 have improved.

Improvement in Gross margin, EBITDA and PBT Margin are mainly due to:

- Overwhelming response to launch of new models.
- Better operating efficiency and model mix.
- Increase in topline.

**iii) Treasury Investment:**

406	481	645	a) Treasury Investment (excluding investments in subsidiaries)	406	481
503	569	744	b) Treasury Investment (including investments in subsidiaries)	503	569

**iv) Geographical Segment-wise Revenue**

			Segment Revenue		
136	120	178	India	651	467
18	18	29	Rest of the world	65	57
154	138	207	Total	716	524

## (B) Consolidated Performance Analysis

## i) Sales &amp; Profitability

(₹ in Crores)

Consolidated Quarter Ended			Particulars	Consolidated Year Ended	
31-Mar-20	31-Mar-19	31-Dec-19		31-Mar-20	31-Mar-19
(Refer Note No.2)	(Refer Note No.2)	(Unaudited)		(Audited)	(Audited)
248	234	289	Sales	1,100	842
1	1	1	Other Operating income	3	2
249	235	290	Revenue from operations	1,103	844
6%		21%	<b>Growth % Y-O-Y</b>	<b>31%</b>	
21	11	10	Other Income	54	39
270	246	300	Gross Revenue	1,157	883
10%		19%	<b>Growth % Y-O-Y</b>	<b>31%</b>	
118	99	138	Gross Margin(Sales - Material Cost)Value	517	389
64	40	78	<b>EBITDA (Excluding Exceptional Items)</b>	<b>266</b>	<b>171</b>
55	34	73	<b>PBT (Excluding Exceptional Items)</b>	<b>234</b>	<b>154</b>
62%		44%	<b>Growth % Y-O-Y</b>	<b>52%</b>	
4	20	-	Exceptional Items	4	24
51	14	73	PBT	230	130
264%		44%	<b>Growth % Y-O-Y</b>	<b>77%</b>	
40	3	51	PAT	182	91
1216%		39%	<b>Growth % Y-O-Y</b>	<b>99%</b>	
42	24	56	Cash Profit	188	121

► The Group's consolidated figures for year ended March 31, 2019 includes the consolidated figures of Symphony AU Pty. Limited., Australia only for the period from July 01, 2018 to March 31, 2019 i.e. 9 months and hence, the figures of year ended on March 31, 2020 are not comparable with the figures of corresponding year ended on March 31, 2019.

► Exceptional Items of ₹ 4 crores for the quarter and year ended March 31, 2020 is related to impairment of Goodwill of GSK, China.

## ii) Financial ratios

48%	42%	48%	<b>Profitability ratios</b>		
22%	8%	26%	<b>Gross margin % of Sales</b>	47%	46%
			EBITDA % of Gross Revenue	23%	17%
15%	1%	17%	PAT Margin % of Gross Revenue	16%	10%
			<b>Segment-wise capital employed and ROCE</b>		
			<b>Capital employed (Monthly Average)</b>		
269	292	168	<b>Air Cooling and Other Appliances</b>	197	226
530	506	701	Corporate Funds	628	512
			<b>ROCE(PBIT) - Not Annualised</b>		
18%	9%	38%	<b>Air Cooling and Other Appliances</b>	104%	57%
2%	-2%	2%	Corporate Funds	6%	2%
28%	14%	20%	Return on Networth (PAT TTM/AVG Networth)	28%	14%
			<b>Debtors and Inventory ratios</b>		
40	45	27	Debtor Days (Debtors/TTM Sales)	40	45
39	52	35	Inventory Days (Inventory/TTM Sales)	39	52

## iii) Treasury Investment

412	482	654	Treasury Investment	412	482
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## iv) Geographical Segment-wise Revenue

(₹ in Crores)

Consolidated Quarter Ended			Particulars	Consolidated Year Ended	
31-Mar-20	31-Mar-19	31-Dec-19		31-Mar-20	31-Mar-19
(Refer Note No.2)	(Refer Note No.2)	(Unaudited)		(Audited)	(Audited)
			<b>Segment Revenue</b>		
136	120	178	India	651	467
113	115	112	Rest of the world	452	377
249	235	290	Total	1,103	844

## vi) Shareholders' Payout

			<b>Dividend per share ₹ (on Face value ₹ 2)</b>		
-	-	18.00	Special Dividend	18.00	-
-	-	2.00	Interim Dividend	5.00	3.00
-	1.50	-	Final Dividend	-	1.50
			<b>Dividend (%)</b>		
-	-	900%	Special Dividend	900%	-
-	-	100%	Interim Dividend	250%	150%
-	75%	-	Final Dividend	-	75%

(C) Overseas subsidiaries performance

IMPCO-Mexico

(₹ in Crores)

Particulars	Standalone	
	Year Ended	
	31-Mar-20	31-Mar-19
	(Audited)	(Audited)
Sales	99	88
Other Operating income	-	-
Revenue from operations	99	88
Other Income	1	4
<b>Gross revenue</b>	<b>100</b>	<b>92</b>
Gross Margin(Sales - Material Cost)Value	30	30
<b>EBITDA</b>	<b>6</b>	<b>8</b>
Depreciation	3	1
Finance costs	0	0
<b>PBT</b>	<b>3</b>	<b>7</b>
<b>PAT</b>	<b>3</b>	<b>7</b>
<b>Cash Profit</b>	<b>4</b>	<b>8</b>
<u>Profitability ratios</u>		
Gross margin % of Sales	30%	34%
EBITDA % of Gross Revenue	6%	8%
PBT Margin % of Gross Revenue	3%	7%
PAT Margin % of Gross Revenue	3%	7%

► Sales for the year ended March 2020 is up by 13% to ₹99 Cr. v/s ₹ 88 Cr. However the profit during the year ended March 2020 is reduced from ₹ 7 Cr. to ₹ 3 Cr. Cost of raw material increased due to substantial currency devaluation of Mexican Peso to US Dollar which impacted the profit.

GSK-China

(₹ in Crores)

Particulars	Standalone	
	Year Ended	
	31-Mar-20	31-Mar-19
	(Audited)	(Audited)
Sales	42	56
Other Operating income	-	-
Revenue from operations	42	56
Other Income	0	2
<b>Gross revenue</b>	<b>42</b>	<b>58</b>
Gross Margin(Sales - Material Cost)Value	15	20
<b>EBITDA</b>	<b>(3)</b>	<b>1</b>
Depreciation	3	2
Finance costs	2	1
<b>PBT</b>	<b>(8)</b>	<b>(2)</b>
<b>PAT</b>	<b>(8)</b>	<b>(2)</b>
<b>Cash Profit</b>	<b>(6)</b>	<b>0</b>
<u>Profitability ratios</u>		
Gross margin % of Sales	36%	36%
EBITDA % of Gross Revenue	-7%	2%
PBT Margin % of Gross Revenue	-18%	-3%
PAT Margin % of Gross Revenue	-18%	-3%

► Sales for the year ended March 2020 is down by 25% to ₹42 Cr. v/s ₹ 56 Cr. due to US-China trade war and effect of COVID-19 related issues in last quarter. The loss during the year ended March 2020 is increased from ₹ 2 Cr. to ₹ 8 Cr.

Symphony AU + Climate Technologies, Australia + Bonaire, USA

(₹ in Crores)

Particulars	Consolidated	
	Year Ended	Nine Months Ended
	31-Mar-20	31-Mar-19
	(Audited)	(Audited)
Sales	278	206
Other Operating income	1	0
Revenue from operations	279	206
Other Income	8	0
<b>Gross revenue</b>	<b>287</b>	<b>206</b>
Gross Margin(Sales - Material Cost)Value	116	77
<b>EBITDA</b>	19	<b>(6)</b>
Depreciation	9	3
Interest on Acquisition Term Loan	6	5
Interest on Working Capital Loan	1	0
Interest-Other	1	-
<b>PBT from Operations</b>	<b>8</b>	<b>(9)</b>
Less: Guarantee Charges on Acquisition Term Loan	1	1
Less: Interest on Acquisition Term Loan	6	5
<b>PBT</b>	1	<b>(15)</b>
<b>PAT (Excluding Interest and Guarantee Charges on Acquisition Term Loan)</b>	<b>13</b>	<b>(9)</b>
<b>PAT</b>	<b>6</b>	<b>(14)</b>
<b>Cash Profit (Excluding Interest and Guarantee Charges on Acquisition Term Loan)</b>	<b>12</b>	<b>(4)</b>
<b>Cash Profit</b>	<b>5</b>	<b>(9)</b>
<u><b>Profitability ratios</b></u>		
Gross margin % of Sales	42%	37%
EBITDA % of Gross Revenue	6%	-3%
PBT Margin % of Gross Revenue	0%	-7%
PAT Margin % of Gross Revenue	2%	-7%

► Sales for FY 2019-20 is ₹ 278 Cr. (Previous year nine months ended March, 2019 ₹ 206 Cr.) and Profit for FY 2019-20 is ₹ 6 Cr. (Previous year nine months ended March, 2019 loss of ₹ 14 Cr.). PAT of ₹ 6 Cr. of FY 19-20 is after accounting for interest on acquisition loan of ₹ 6 Cr.  
 - The figures of FY 2018-19 include the consolidated figures of Symphony AU Pty. Limited., Australia only for the period from July 01, 2018 to March 31, 2019 i.e. 9 months and hence, the figures of FY 2019-20 are not comparable with the figures of FY 2018-19.

► **Symphony Climatizadores Ltda, Brazil**

The Company was incorporated as wholly owned subsidiary on June 10, 2019 essentially for export from India and trading in Brazil. The volume during the period ended March, 2020 is negligible so figures of standalone result are not given.

► **Outlook:**

**A. Symphony Standalone :**

The demand has taken a hit in Q1 of FY 2020-21 due to nationwide lock down due to COVID-19 pandemic. There are uncertainties about the performance in FY 2020-21. However, Company is quite confident and optimistic of its medium to long term prospects due to following factors :

1. Path Breaking Models
2. Continuous Innovation
3. Continuous Value Engineering
4. Market leader in Dealer and Distribution Network,
5. Variety of Initiatives related to sales and marketing distribution.

**B. Overseas Subsidiaries :**

The pandemic of COVID-19 has not materially impacted the business of subsidiaries companies particularly Climate Technologies, Australia and IMPCO, Mexico in April to June 2021 quarter so far. However, we are closely monitoring and tracking the situation and development .

