

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	Value	Value	Value	Value
India	10,973	8,487	10,091	40,856
Rest of the world	469	707	957	5,372
Total	11,442	9,194	11,049	46,228
Segment Profit before Interest and Taxes (PBIT)				
India	3,976	2,903	2,508	14,279
Rest of the world	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:

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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