

**Leader in Lifestyle Kitchen Products**

**Advancing through Innovation.  
Progressing through Expansion.**



**Investor Presentation  
August 2021**

# Safe Harbor

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# Q1 FY22 Highlights



# Q1 FY22 Performance

## Message from Chairman & MD

**Commenting on the Results, Mr. Chirag Parekh, Chairman & Managing Director said,** “It was a challenging quarter as we faced the second wave of Covid-19. Due to restrictions imposed by the Government, the capacity utilization of the manufacturing plants was impacted during the month of April & May 2021. Further the operations of the plant were disrupted for a week by the cyclone Tauktae in the month of May 2021. Despite these headwinds, we are pleased to inform that the Company has reported total income of Rs.99.3 crores and sustainable EBITDA margins of 23.1%.

The demand for our products continue to grow and our utilization levels have increased optimally in the month of June-2021. With the faster rollout of vaccination and reduction in Covid cases, we are hopeful that the economy shall soon be back to normal levels.

We are delighted to inform that we have completed our expansion of 100,000 units of Quartz sinks in June 21 and further announced the third round of expansion of 140,000 units. Post this expansion, our capacity would stand at 840,000 units p.a. Our Company is putting all efforts to complete it before the given timeline. Additionally, we are building infrastructure of 1 million sinks capacity to cut down the lead time for next expansion

We have always focused on innovation of products. We believe that with our unique product ranges, new tie-ups, capacity expansion, we are headed towards a future of consistent success.”

## Key Highlights

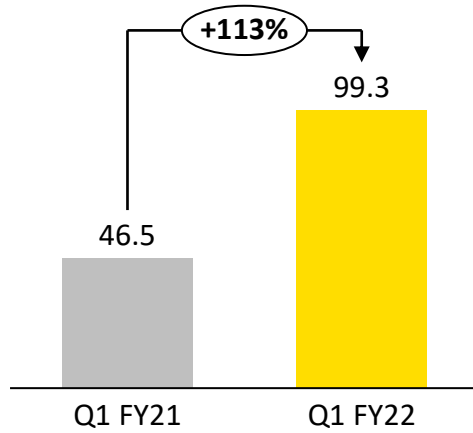
- Company reported EBITDA and PAT of Rs. 23.0 Crores and Rs. 13.5 crores respectively for Q1 FY22
- Quartz sinks continue to be significant contributor to the revenues with a share of 77% as on Q1 FY22
- Domestic business for Q1 FY22 contributed 18% of the revenue
- Exports business for Q1 FY22 contributed 82% of the revenue
- Company is doing another expansion by 140,000 units of Quartz sinks



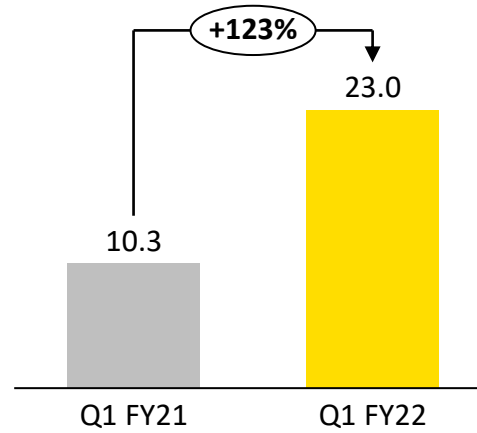
# Consolidated: Q1 FY22 Performance

Rs. Crores

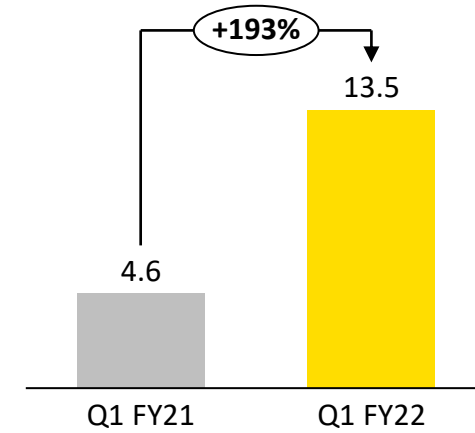
## Total Income\* (Rs. Crs)



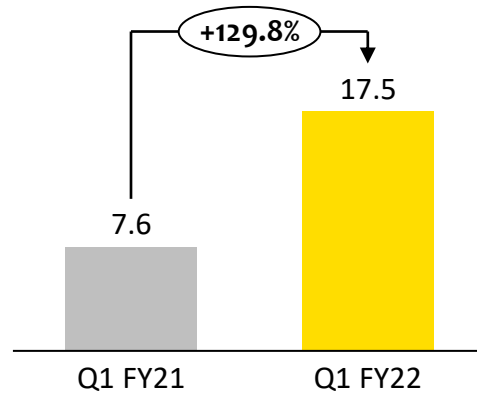
## EBITDA (Rs. Crs)



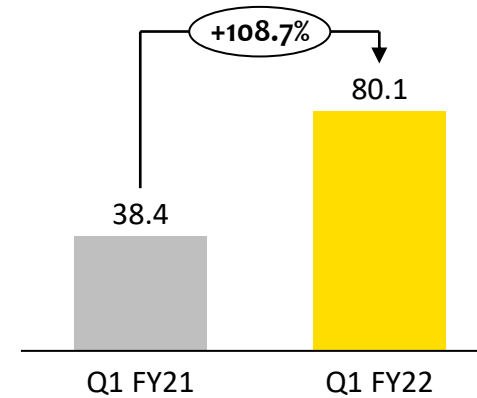
## PAT After MI (Rs. Crs)



## Domestic Revenue (Rs. Crs)



## Exports Revenue (Rs. Crs)



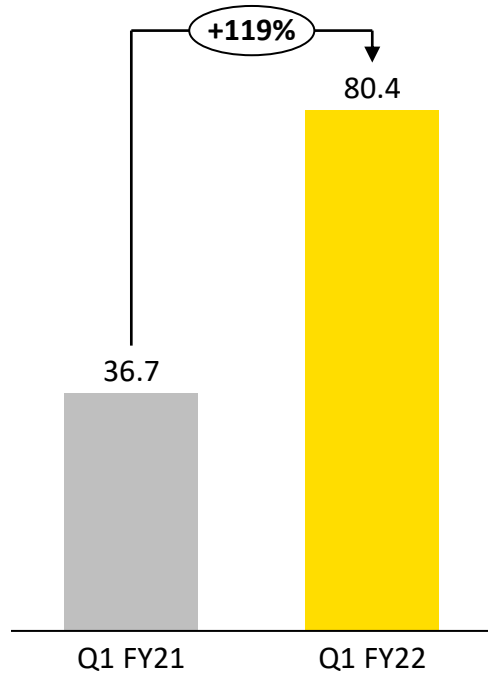
\*Includes gain / (loss) on Foreign Exchange

Q1FY21 performance was impacted by lockdowns induced due to 1<sup>st</sup> wave of Covid-19, however, Q1 FY22 Revenues were impacted on account of restrictions imposed due to 2<sup>nd</sup> wave of Covid and disruption in operations caused by cyclone Tauktae

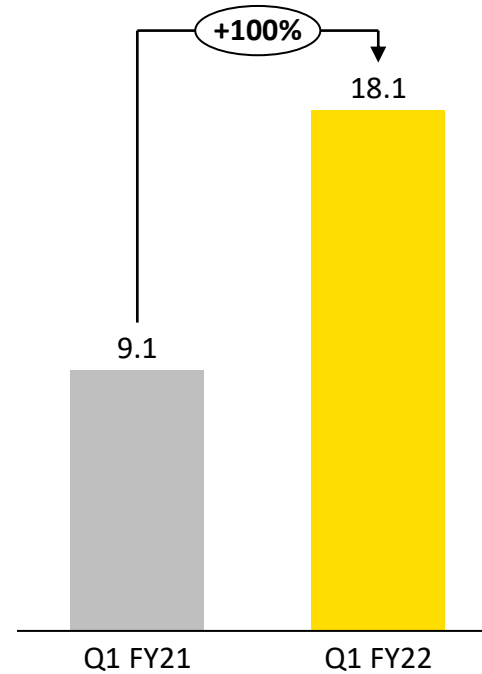
# Standalone: Q1 FY22 Performance

Rs. Crores

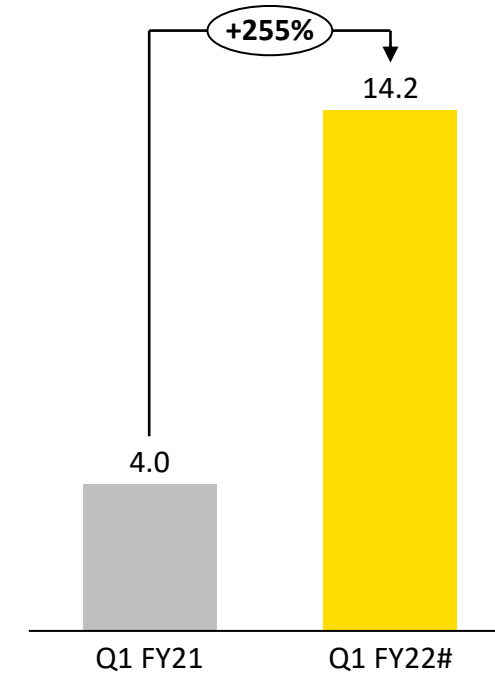
## Total Income\* (Rs. Crs)



## EBITDA (Rs. Crs)



## PAT (Rs. Crs)



# Includes one time dividend from Acrysil UK of Rs. 4.44 Crores

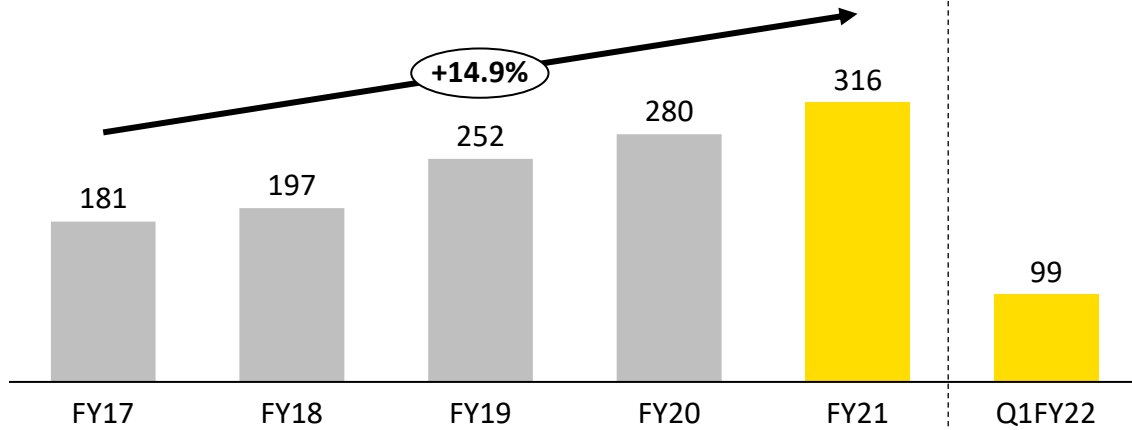
\*Includes gain / (loss) on Foreign Exchange

Q1FY21 performance was impacted by lockdowns induced due to 1<sup>st</sup> wave of Covid-19, however, Q1 FY22 Revenues were impacted on account of restrictions imposed due to 2<sup>nd</sup> wave of Covid and disruption in operations caused by cyclone Tauktae

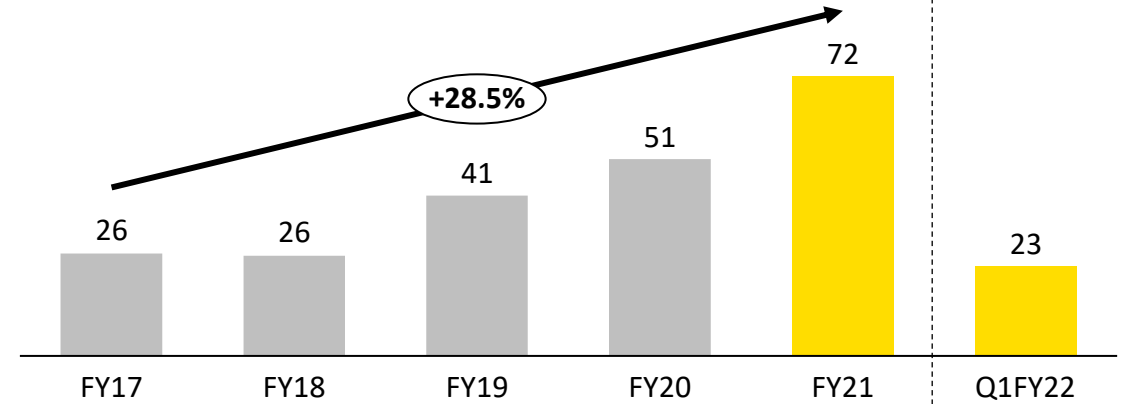
# Consistent Growth

Rs. Crores

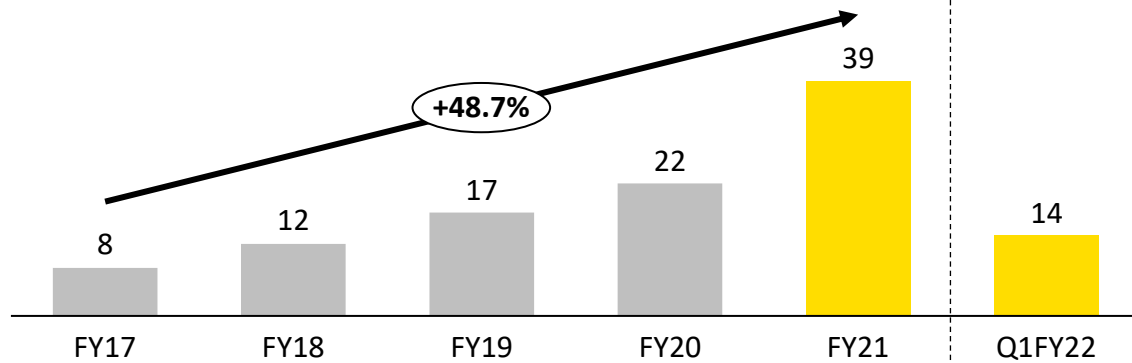
## Total Income\*



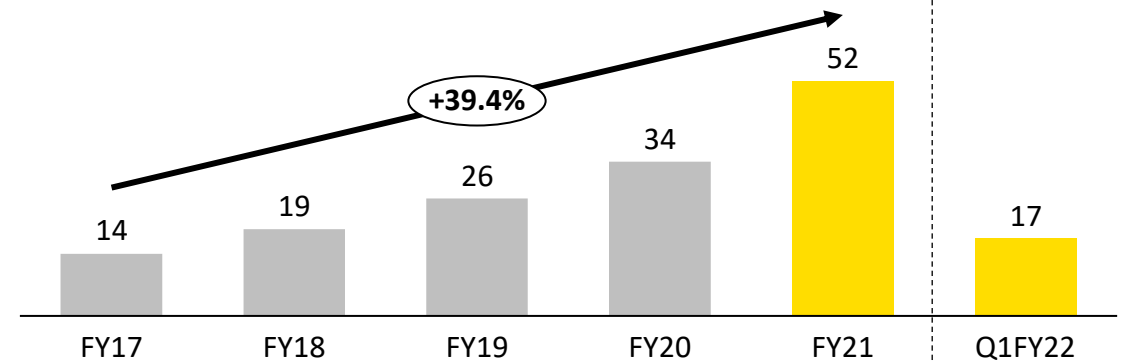
## EBITDA



## PAT After MI



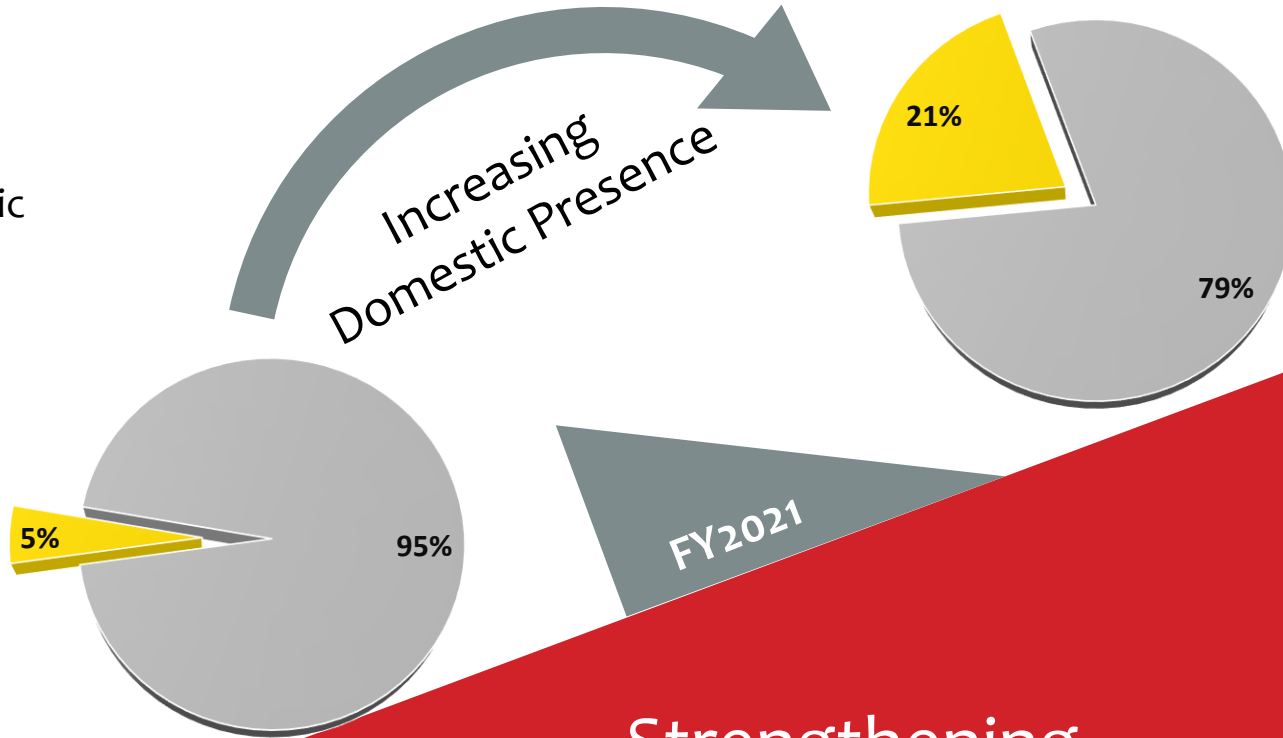
## Cash PAT After MI



# Revenue Mix

## Geography-wise Revenue

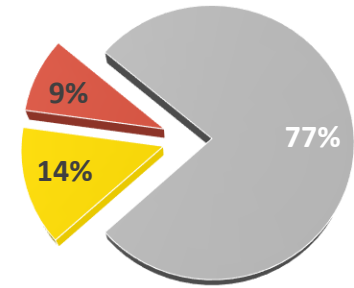
- Export
- Domestic



Strengthening 'Carysil' Brand

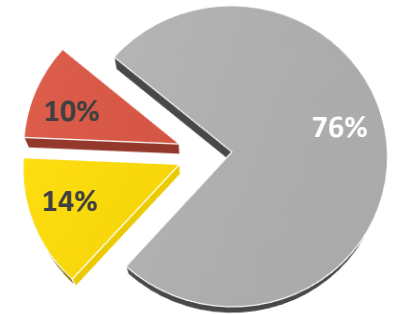
## Product-wise Revenue

Q1 FY22



- Quartz Sink
- Steel Sink
- Appliances & Others

FY21



- Quartz Sink
- Steel Sink
- Appliances & Others



# Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q1FY22	Q1FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Revenue	97.5	46.0		100.6		309.7
Gain / (Loss) on Foreign Exchange	1.8	0.6		3.7		5.8
<b>Total Income</b>	<b>99.3</b>	<b>46.5</b>	<b>113.4%</b>	<b>104.3</b>	<b>-4.8%</b>	<b>315.5</b>
Raw Material	43.6	21.5		45.0		141.8
Employee Expenses	6.7	4.2		6.9		22.2
Other Expenses	26.0	10.5		28.3		79.9
<b>EBITDA</b>	<b>23.0</b>	<b>10.3</b>	<b>123.3%</b>	<b>24.0</b>	<b>-4.3%</b>	<b>71.6</b>
<b>EBITDA Margin (%)</b>	<b>23.1%</b>	<b>22.1%</b>		<b>23.0%</b>		<b>22.7%</b>
Other Income	1.0	0.5		1.1		2.2
Depreciation	3.6	2.8		3.8		12.7
<b>EBIT</b>	<b>20.4</b>	<b>8.0</b>	<b>154.9%</b>	<b>21.3</b>	<b>-4.6%</b>	<b>61.1</b>
<b>EBIT Margin (%)</b>	<b>20.5%</b>	<b>17.2%</b>		<b>20.5%</b>		<b>19.4%</b>
Finance Cost	1.9	2.0		2.1		7.3
<b>Profit Before Tax</b>	<b>18.4</b>	<b>6.0</b>	<b>206.6%</b>	<b>19.3</b>	<b>-4.4%</b>	<b>53.8</b>
Tax	4.9	1.5		6.2		14.5
<b>Profit After Tax</b>	<b>13.5</b>	<b>4.6</b>	<b>196.0%</b>	<b>13.1</b>	<b>2.9%</b>	<b>39.3</b>
<b>PAT After Tax Margin(%)</b>	<b>13.6%</b>	<b>9.8%</b>		<b>12.6%</b>		<b>12.5%</b>
MI	0.1	0.0		0.1		0.2
<b>PAT After MI</b>	<b>13.5</b>	<b>4.6</b>	<b>193.0%</b>	<b>13.0</b>	<b>3.1%</b>	<b>39.1</b>
<b>PAT After MI Margin(%)</b>	<b>13.5%</b>	<b>9.9%</b>		<b>12.5%</b>		<b>12.4%</b>

Q1FY21 performance was impacted by lockdowns induced due to 1<sup>st</sup> wave of Covid-19, however, Q1 FY22 Revenues were impacted on account of restrictions imposed due to 2<sup>nd</sup> wave of Covid and disruption in operations caused by cyclone Tauktae. Q1FY22 Profitability improved on sequential basis due to operational efficiency.



# Consolidated Balance Sheet

<b>Assets (Rs. Crs.)</b>	<b>Mar-21</b>	<b>Mar-20</b>
<b>Non-current assets</b>	<b>170.3</b>	<b>138.8</b>
Property Plant & Equipment	121.2	97.8
Right to use of assets	5.0	1.4
Goodwill	23.9	23.9
Intangible Assets	1.9	1.7
Capital Work in Progress	10.0	9.1
<b>Financial Assets</b>		
(i) Others Non-Current Financial Asset	1.2	1.5
Other Non-Current Assets	7.1	3.4
<b>Current Assets</b>	<b>220.9</b>	<b>185.7</b>
Inventories	54.6	59.7
<b>Financial Assets</b>		
(i) Trade receivables	83.0	62.3
(ii) Cash and Cash Equivalents	7.7	5.9
(iii) Bank Balances other than above	12.4	13.6
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	17.3	10.6
Other Current Assets	16.7	12.8
Current Tax Assets (Net)	29.0	20.7
<b>Total Assets</b>	<b>391.2</b>	<b>324.5</b>

<b>Liabilities (Rs. Crs.)</b>	<b>Mar-21</b>	<b>Mar-20</b>
<b>Total Equity</b>	<b>194.0</b>	<b>160.2</b>
Share capital	5.3	5.3
Other Equity	186.1	152.5
Money received against Share Warrants	0.0	0.0
Non Controlling Interest	2.6	2.4
<b>Non-Current liabilities</b>	<b>31.0</b>	<b>24.3</b>
<b>Financial Liabilities</b>		
(i) Borrowings	21.7	21.2
Deferred Tax liabilities (Net)	4.0	2.0
Provisions	0.7	0.6
Other financial Liabilites	4.6	0.5
<b>Current liabilities</b>	<b>166.2</b>	<b>140.1</b>
<b>Financial Liabilities</b>		
(i) Borrowings	72.8	68.4
(ii) Trade payables	41.8	29.0
(iii) Other Financial Liabilities	11.0	14.1
Other current liabilities	7.9	4.5
Provisions	1.0	0.8
Current Tax Liabilities	31.8	23.4
<b>Total Liabilities</b>	<b>391.2</b>	<b>324.5</b>

# Consolidated Cash Flow Statement

Particulars (Rs. Crs.)	March-21	March-20
<b>Net Profit For The Year</b>	<b>39.3</b>	<b>22.9</b>
Adjustments for: Non-Cash Items / Other Investment or Financial Items	38.7	29.1
<b>Operating profit before working capital changes</b>	<b>78.0</b>	<b>51.9</b>
Changes in working capital	-20.1	-14.4
<b>Cash generated from Operations</b>	<b>57.9</b>	<b>37.5</b>
Direct taxes paid (net of refund)	-12.4	-7.4
<b>Net Cash from Operating Activities</b>	<b>45.4</b>	<b>30.1</b>
<b>Net Cash from Investing Activities</b>	<b>-34.8</b>	<b>-19.5</b>
<b>Net Cash from Financing Activities</b>	<b>-8.8</b>	<b>-9.9</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>1.8</b>	<b>0.8</b>
Add: Cash & Cash equivalents at the beginning of the period	5.9	5.1
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>7.7</b>	<b>5.9</b>



# Standalone Profit & Loss

Particulars (Rs. Crs.)	Q1FY22	Q1FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Revenue	78.7	36.2		80.5		248.3
Gain / (Loss) on Foreign Exchange	1.7	0.6		3.7		5.8
<b>Total Income</b>	<b>80.4</b>	<b>36.7</b>	<b>119.1%</b>	<b>84.2</b>	<b>-4.5%</b>	<b>254.2</b>
Raw Material	34.7	15.2		35.5		110.2
Employee Expenses	4.7	3.3		4.7		16.0
Other Expenses	22.8	9.1		26.1		72.7
<b>EBITDA</b>	<b>18.1</b>	<b>9.1</b>	<b>100.0%</b>	<b>17.9</b>	<b>1.2%</b>	<b>55.3</b>
<b>EBITDA Margin (%)</b>	<b>22.5%</b>	<b>24.7%</b>		<b>21.3%</b>		<b>21.7%</b>
Other Income	5.3	0.5		0.2		1.5
Depreciation	3.4	2.5		3.4		11.6
<b>EBIT</b>	<b>20.1</b>	<b>7.1</b>	<b>184.9%</b>	<b>14.7</b>	<b>36.5%</b>	<b>45.2</b>
<b>EBIT Margin (%)</b>	<b>25.0%</b>	<b>19.2%</b>		<b>17.5%</b>		<b>17.8%</b>
Finance Cost	1.8	1.7		1.9		6.4
<b>Profit Before Tax</b>	<b>18.3</b>	<b>5.4</b>	<b>241.6%</b>	<b>12.8</b>	<b>42.7%</b>	<b>38.8</b>
Tax	4.1	1.3		5.2		12.1
<b>Profit After Tax</b>	<b>14.2</b>	<b>4.0</b>	<b>254.9%</b>	<b>7.7</b>	<b>85.7%</b>	<b>26.6</b>
<b>PAT After Tax Margin(%)</b>	<b>17.7%</b>	<b>10.9%</b>		<b>9.1%</b>		<b>10.5%</b>

Q1FY21 performance was impacted by lockdowns induced due to 1<sup>st</sup> wave of Covid-19, however, Q1 FY22 Revenues were impacted on account of restrictions imposed due to 2<sup>nd</sup> wave of Covid and disruption in operations caused by cyclone Tauktae



# Standalone Balance Sheet

Assets (Rs. Crs.)	Mar-21	Mar-20
<b>Non-current assets</b>	<b>145.6</b>	<b>114.4</b>
Property Plant & Equipment	104.9	83.8
Right to use of assets	5.0	1.4
Goodwill	0.0	0.0
Intangible Assets	1.8	1.7
Capital Work in Progress	9.7	6.5
<b>Financial Assets</b>		
Investments	14.1	14.1
Loans	2.4	2.2
Other Non-Current Financial Asset	1.2	1.4
Other Non-Current Assets	6.6	3.3
<b>Current Assets</b>	<b>176.3</b>	<b>150.7</b>
Inventories	39.0	42.1
<b>Financial Assets</b>		
(i) Trade receivables	60.9	50.9
(ii) Cash and Cash Equivalents	2.3	1.3
(iii) Bank Balances other than above	12.3	13.5
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	17.3	10.4
Other Current Assets	15.9	20.2
Current Tax Assets (Net)	28.5	12.1
<b>Total Assets</b>	<b>321.9</b>	<b>265.0</b>

Liabilities (Rs. Crs.)	Mar-21	Mar-20
<b>Total Equity</b>	<b>151.4</b>	<b>130.3</b>
Share capital	5.3	5.3
Other Equity	146.1	125.0
Money received against Share Warrants	-	-
Non Controlling Interest	-	-
<b>Non-Current liabilities</b>	<b>26.1</b>	<b>15.5</b>
<b>Financial Liabilities</b>		
(i) Borrowings	16.2	11.8
Deferred Tax liabilities (Net)	4.8	2.8
Provisions	0.5	0.4
Other financial Liabilities	4.6	0.5
<b>Current liabilities</b>	<b>144.3</b>	<b>119.2</b>
<b>Financial Liabilities</b>		
(i) Borrowings	70.2	65.1
(ii) Trade payables	31.2	20.1
(iii) Other Financial Liabilities	8.8	8.9
Other current liabilities	4.1	3.0
Provisions	1.0	0.7
Current Tax Liabilities	29.0	21.3
<b>Total Liabilities</b>	<b>321.9</b>	<b>265.0</b>

# Standalone Cash Flow Statement

Particulars (Rs. Crs.)	March-21	March-20
<b>Net Profit For The Year</b>	26.6	12.8
Adjustments for: Non-Cash Items / Other Investment or Financial Items	34.0	25.3
<b>Operating profit before working capital changes</b>	<b>60.6</b>	<b>38.1</b>
Changes in working capital	-12.1	-11.8
<b>Cash generated from Operations</b>	<b>48.5</b>	<b>26.3</b>
Direct taxes paid (net of refund)	-10.7	-5.8
<b>Net Cash from Operating Activities</b>	<b>37.8</b>	<b>20.5</b>
<b>Net Cash from Investing Activities</b>	<b>-33.4</b>	<b>-15.6</b>
<b>Net Cash from Financing Activities</b>	<b>-3.4</b>	<b>-6.1</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>1.0</b>	<b>-1.2</b>
Add: Cash & Cash equivalents at the beginning of the period	1.3	2.5
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>2.3</b>	<b>1.3</b>



# Capex Update – Quartz Kitchen Sinks

**Capex Expansion of Additional 140,000 units announced on 28<sup>th</sup> June 2021**

- Expansion of production capacity of Quartz Kitchen Sinks from 700,000 units p.a. to 840,000 units p.a.
- Proposed Capital Expenditure involves an investment of Rs.15 Crores approx. which would involve investments in Plant & Machinery, Utilities and other infrastructure
- Project is likely to be completed by Q3 FY2022
- Capex will be funded by mix of internal accruals and debt

**Capacity Expansion of 100,000 units announced in February 2021**

- Capacity Expansion of 100,000 units was completed and commercial production commenced from 14<sup>th</sup> June 2021
- The manufacturing capacity of Quartz Kitchen Sinks has increased from 600,000 units to 700,000 units p.a.
- Capex of ~ Rs.30 crores

**Capacity Expansion of 100,000 units announced in August 2020**

- Capacity Expansion of 100,000 units was completed and commercial production commenced from 25<sup>th</sup> February 2021
- The manufacturing capacity of Quartz Kitchen Sinks has increased from 500,000 units to 600,000 units p.a
- Capex of ~ Rs. 15 crores

# Company Overview





# Numero Uno Position

**Only**  
**Manufacturer with Schock**  
**Technology (Germany)**  
In Asia in Quartz Sink

Introduced  
**Composite Tiles, 2<sup>nd</sup>**  
**Manufacturer in world**

Certification for  
**ISO 9001:2008, ISO 14001:2004**  
**OHSAS 18001:2007**

Quartz Sink Capacity  
**700,000** sinks per annum

Exports  
**55+ countries** worldwide

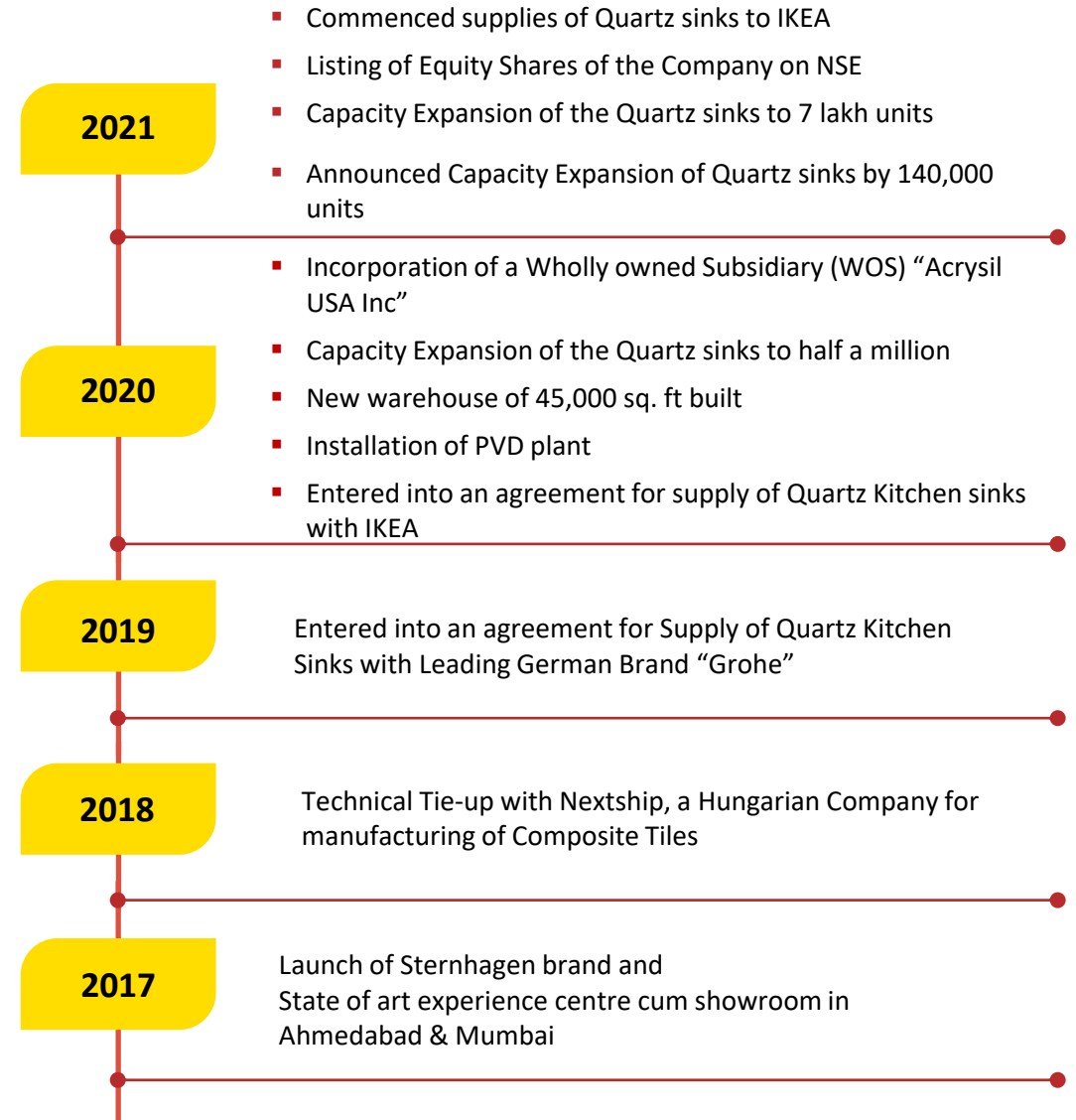
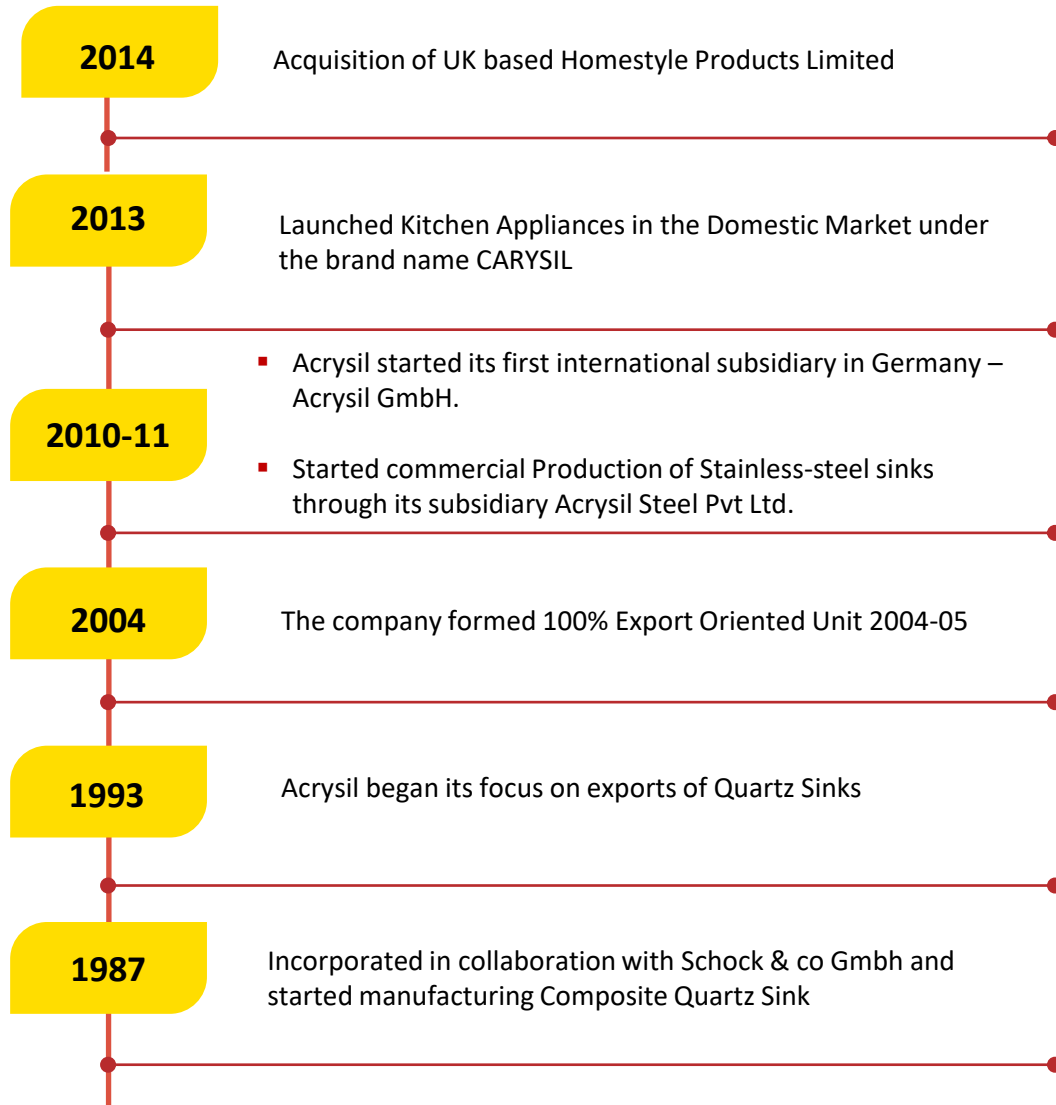
PAN India presence  
**~ +1,500 dealers,**  
**80 Galleries,**  
**82 Distributors**

Brands  
**“CARYSIL” & “STERNHAGEN”**

**State of art Showroom cum**  
**Experience center** in Ahmedabad  
& Mumbai

**Exclusive product galleries**  
for ‘Carysil’

# Acrysil – Over the Years



# Pillars of Integrated Business



## Brand

- Brand promotion on TV and in print, along with exposure through sponsorship of events like Times Food and MasterChef Australia
- Introduced a new top-of-the-line brand titled 'Tek Carysil', featuring kitchen sinks, faucets and appliance that represent a revolution in design, style and quality
- Vision is to build global brands



## Manufacturing Facilities & Technology

- Quartz Sinks: 7,00,000 pa\* ,  
Stainless Steel : 90,000 pa and  
Appliances : 7,000 pa
- Enjoy in-house capability extends to manufacturing and assembling chimneys, hobs, hob-tops and food waste disposers
- Technology: Only company in India and Asia and among 4 companies globally to have the technology to manufacture Quartz Sinks



## Distribution Network Gallery

- The acquisition of 100% stake in a distribution company : Homestyle Product Limited, in UK which outsources sinks and sells to the top customers
- Vital access to key customers based in markets in Europe and UK
- Current Domestic Market : ~+1,500 Dealers, ~80 Galleries & 82 distributors



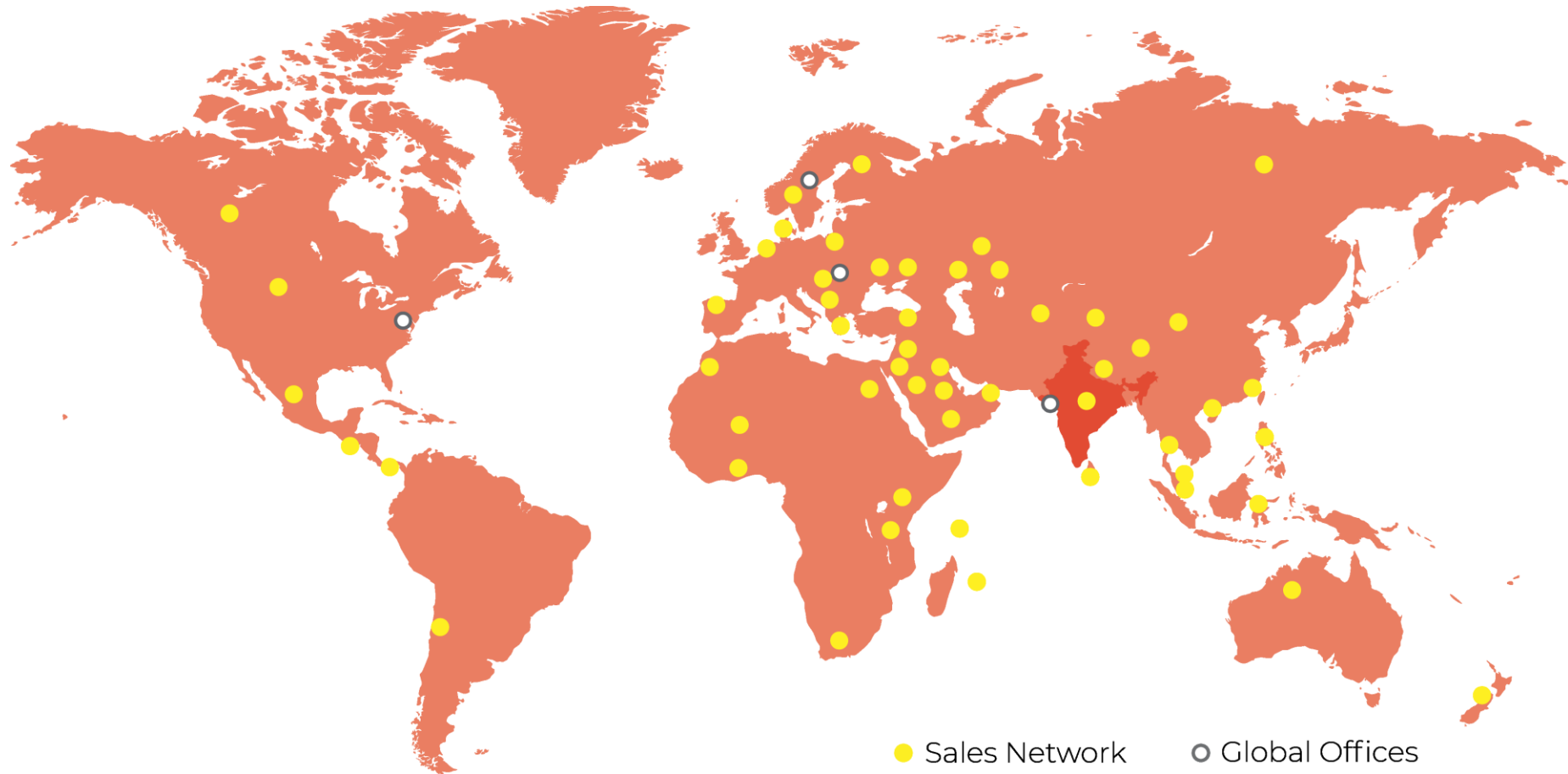
## Product Basket

- Offers a wide range of cutting edge technology products to customers based on their needs
- Continue to hold the market's attention with new product categories, new launch events, new technologies, and new models

\* 1,00,000 units of capacity expansion completed in June 2021

# Products with Global Standards sold in 55 Countries

Company presently exports to over 55 countries. Plan to expand further by acquiring new customers and penetrating in new geographies



Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

# Board of Directors



**Mr. Chirag A. Parekh**  
Chairman and Managing Director

He holds a BBA Degree from premier 'European University' After joining the company in 1993, he successfully steered it to become one of the leading brands increasing the turnover from Rs. 3.5 Crores in 1993 to Rs. 310 crores in 2021. He heads the company as the managing director since 2008



**Mr. Jagdish R. Naik**  
Independent Director

A Chartered Accountant, was a partner of a reputed Accounting firm - M/s S.V. Ghatalia & Associates for more than 9 years . Presently, he advises many companies on corporate matters. He is a Corporate Advisor to Excel Industries Limited, Transpek Silox Industry Limited and Shah Granites Group of Companies



**Dr. Sonal Ambani**  
Independent Director

A Ph.D in business management and an MBA in marketing and finance She also holds two patents granted in the US, namely, 'Systems and Method for providing Financial Services to children and teenagers' and ' Purchase management system and electronic receipts'



**Mr. Pradeep Gohil**  
Independent Director

A highly qualified professional, has been associated with various organisations. He is also associated with the Rotary Club, Bhavnagar. He has experience in the field of chemical engineering for more than 35 years



**Mr. Ajit Sanghvi**  
Independent Director

A Chartered Accountant, has extensive experience in financial service industry and stock broking. He serves as a director of Sterling Consultancy Services Pvt. Ltd., Hrisal Investment Advisors Pvt. Ltd., MSS Securities Pvt. Ltd. And Harileela Investrade Pvt. Ltd.



**Mr. Rustam Mulla**  
Independent Director

LLB, Advocate and he has been involved in a wide spectrum of legal practice over the last 20 years. He is a Founding Partner at M/s Desai Desai Carrimjee & Mulla (DDCM)-Advocates & Solicitors, Mumbai. His core areas of practice: Corporate Law, Property & Realty Laws, Dispute Resolution, arbitration and commercial Litigation .

# Awards & Certifications

FGI's Award for 'Best Exports Performance & Promotion'

IPF Fastest growing Manufacturing Company Award

If Design Award to Sternhagen SaniQ kristall wash basin

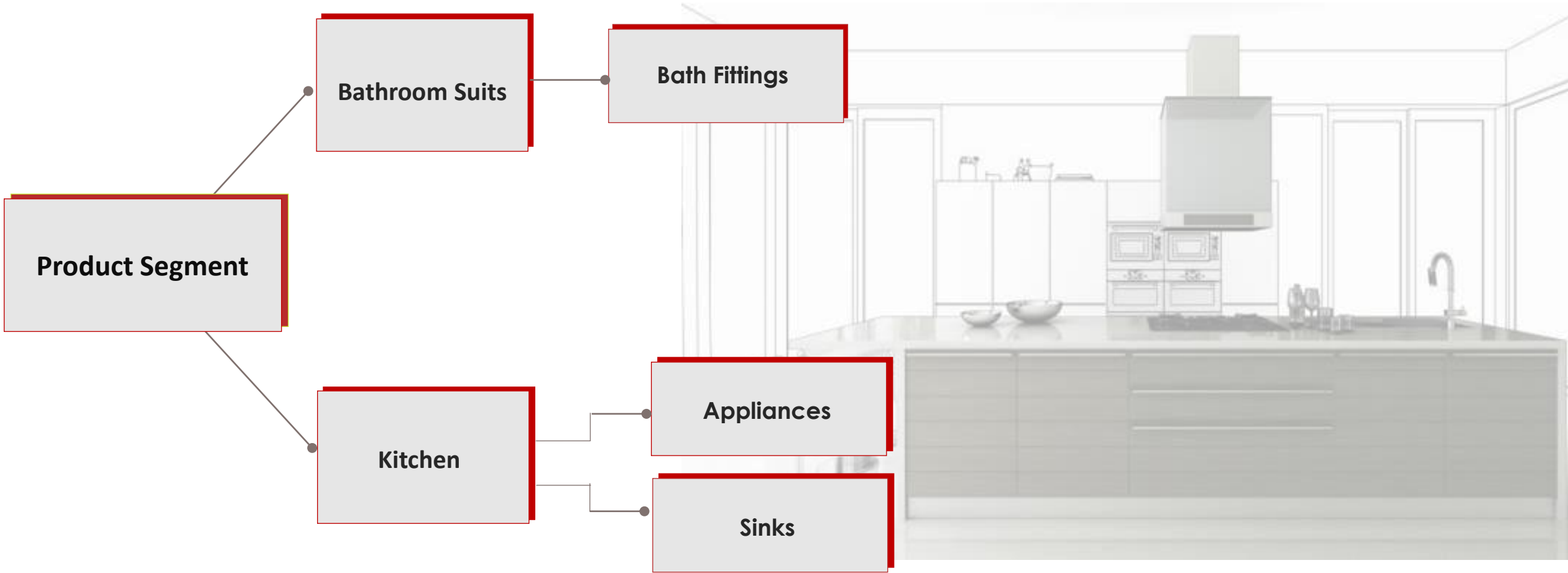
Certificate for 'Best CSR practices' by Rotary Club

Award Certificate for Manufacturing Innovation & Design

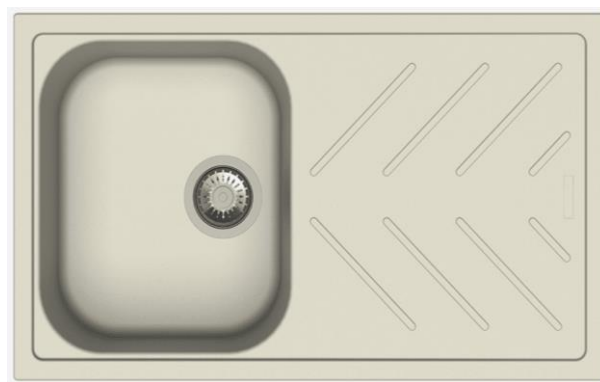
FGI's Award for 'Good Industrial Relations'



# Increasing Product Portfolio



# Sinks





# Only Company to make Quartz Sinks in Asia

**Only Company in Asia**

The **only company** in Asia and among a few companies worldwide: manufacturing quartz kitchen sinks to **global standards of quality, durability and visual appeal**

**Plant Capacity**

**2 plants** having a combined capacity of **7,00,000\*** Quartz kitchen sinks annually

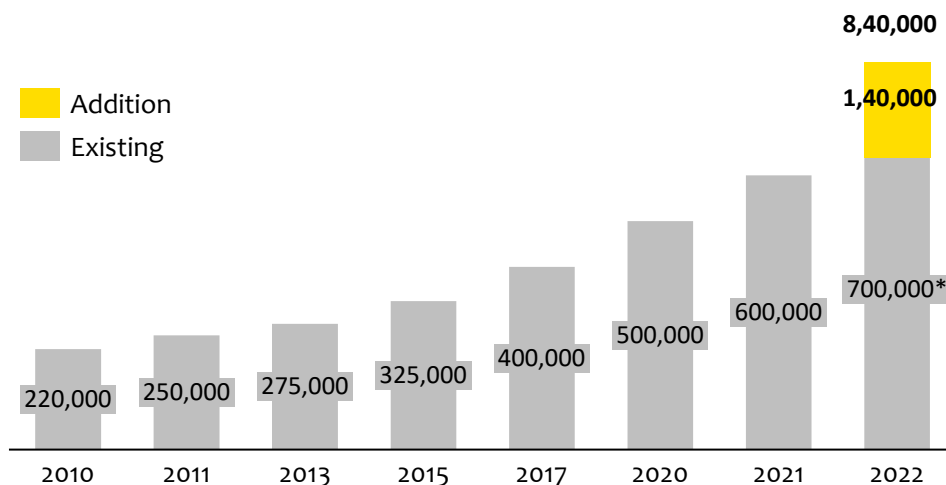
**Different Models**

Developed more than **120+ models** to cater to various segments and markets

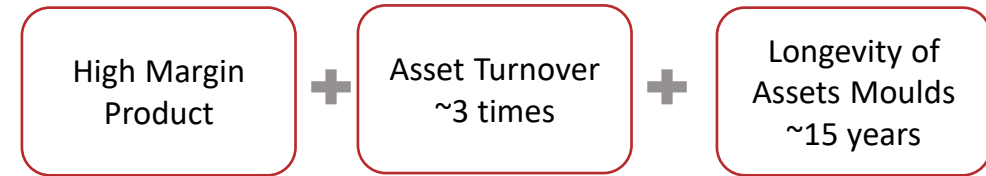
**Many Outlets**

The brand is available in **more than 1,500 outlets**, and is a preferred choice of builders and Modular Kitchen Studios in the premium segment

Capacity of Quartz Sinks (per annum)



\* 1,00,000 units of capacity expansion completed in June 2021



## Huge Market Potential for Quartz Sinks

*"Globally there are only 4 players producing Quartz Sinks. 90-95% of the industry makes use of Stainless Steel and only 5-10% makes use of Quartz Sinks"*

# Stainless Steel Sinks – Quadro Sinks the Focus Area



## **Stainless-Steel Sinks**

*Contribution: 14% to Consolidated revenue \**



## **Production Capacity**

*90,000 sinks per annum*



## **Target Market for Quadro (Designer) Sinks**

*Caters to high end segment who are willing to pay a premium for superior quality, design and finish*



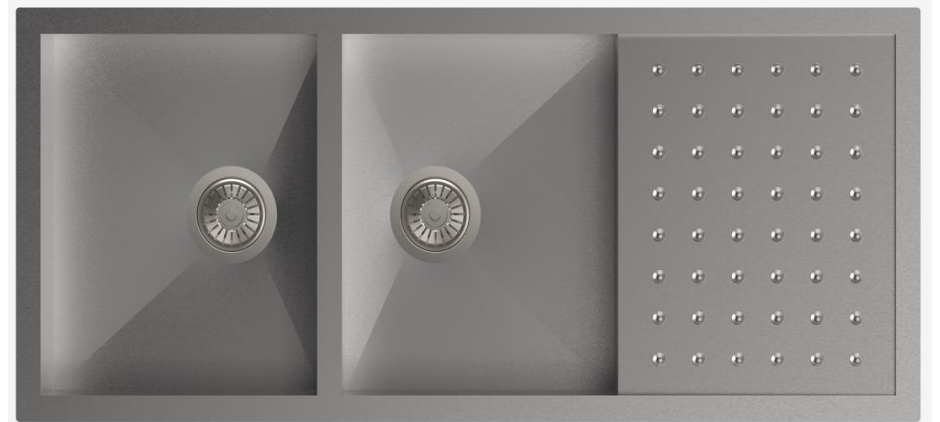
## **Innovation**

*New innovative products like Micro Radius and Square Sinks*



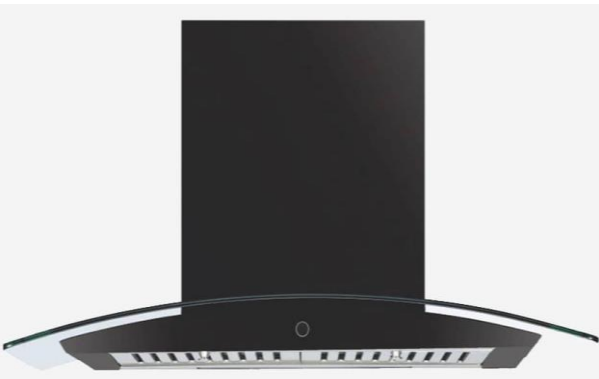
## **Acquisition of a distribution company**

*In the UK will help selling to the top customers in that country ; boosting exports*



\* Q1 FY22 Consolidated Revenue

# Kitchen Appliances



# Kitchen Appliances – Multifold Growth Opportunity

Product Portfolio

Chimneys



Dish Washer



Cook Tops



Built in Ovens



Wine Chillers



Hoods



Cooking Range



Micro Wave Ovens



**CARYSIL**®

Currently contributing ~5% to the Revenue\*

Manufacturing and Trading of Appliances

Expansion of Appliances Range

Constant Innovation, Research, Development & Design

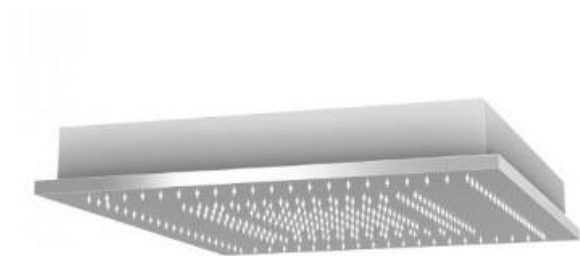


Poised to become a significant player in the overall Kitchen Segment:

“People are looking to give personality to their kitchens and bathrooms through use of OUR Appliances and Products”

\* Q1 FY22 Consolidated Revenue

## Bath Segment

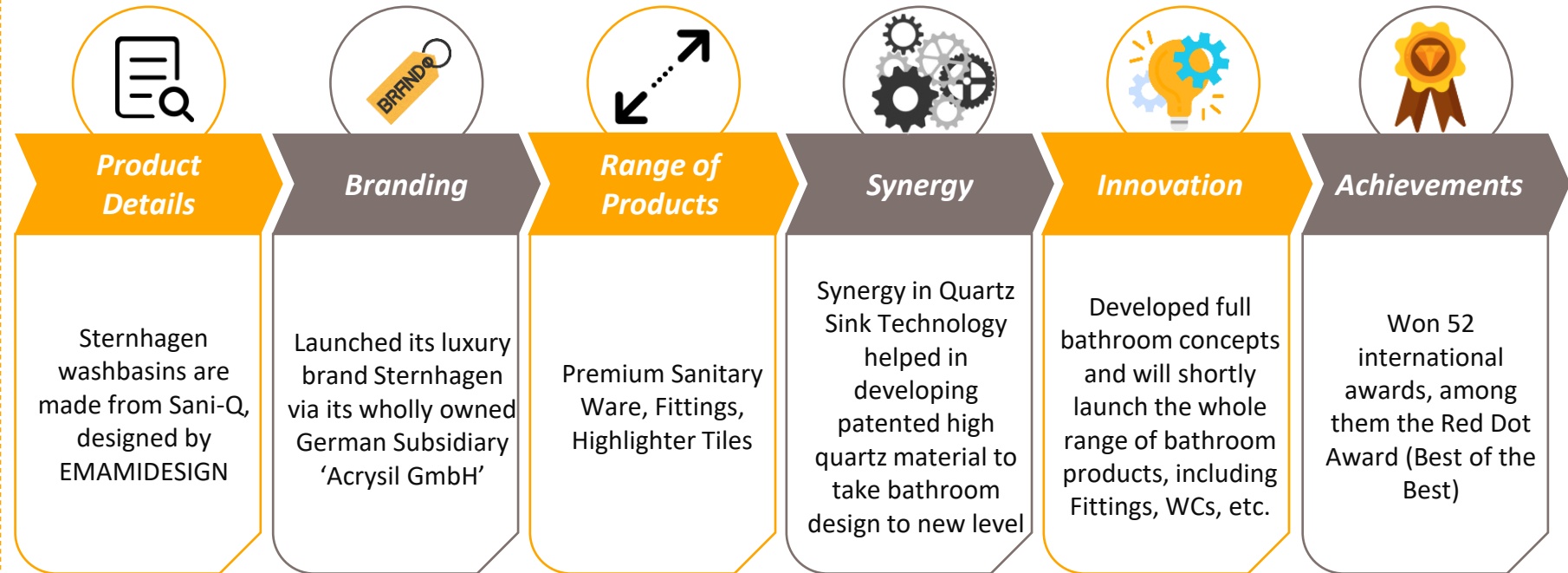


# Bath Segment – Synergetic Move to Leverage Quartz Technology

**STERNHAGEN**  
GERMANY

- Brand owned by Acrysil's Wholly owned Subsidiary in Germany, 'Acrysil GmbH'
- 60+ Showrooms & SIS for displaying the products

## FUNDAMENTALS OF THE BUSINESS



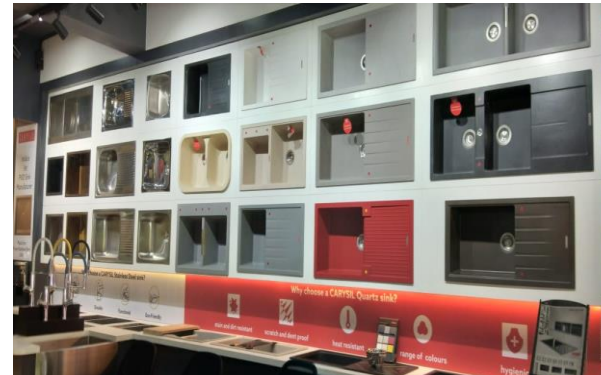
**One Stop Solution for all Bath Products**

# Strengthening “STERNHAGEN” Brand



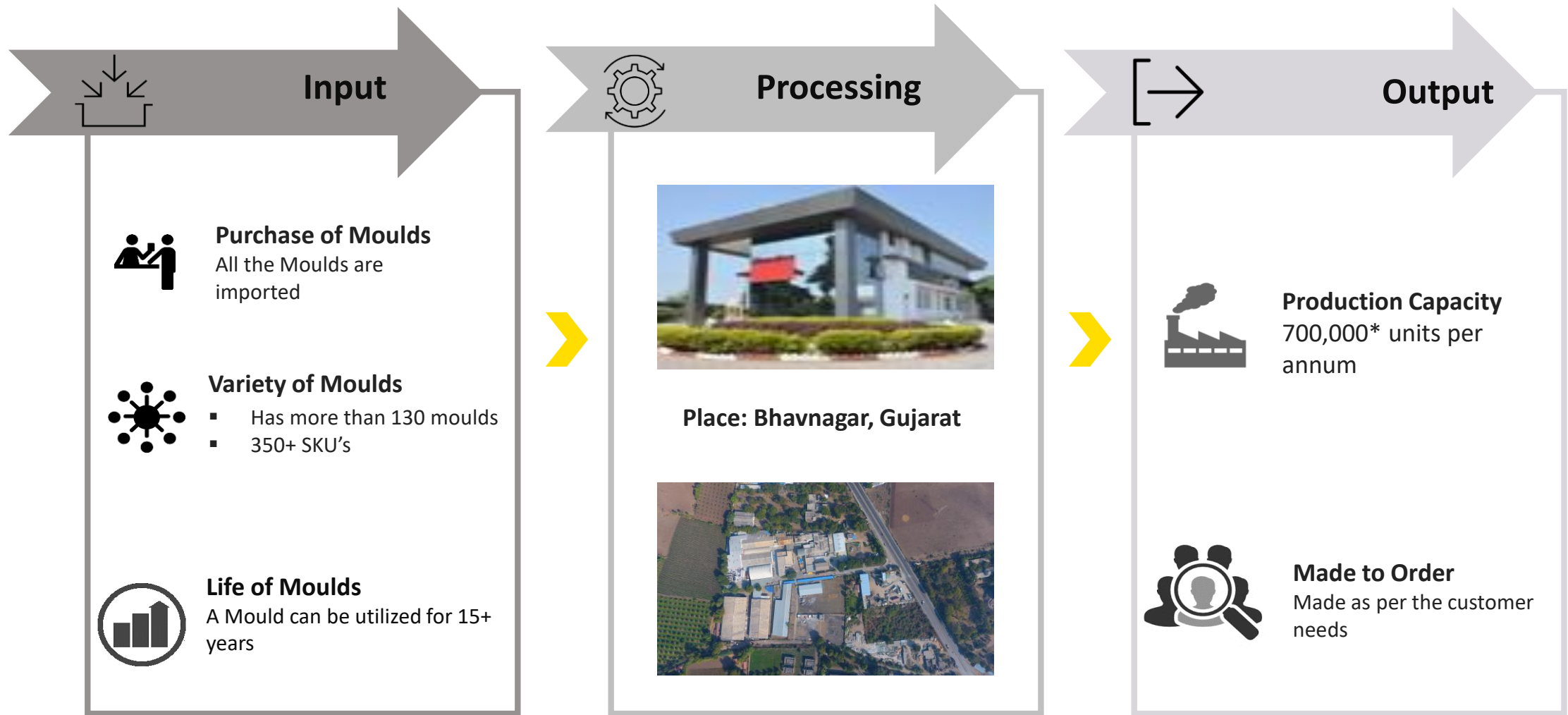
**“Unveiling the new Rose Gold collection of Premium Sanitary ware and Bath fittings”**

# Business Model



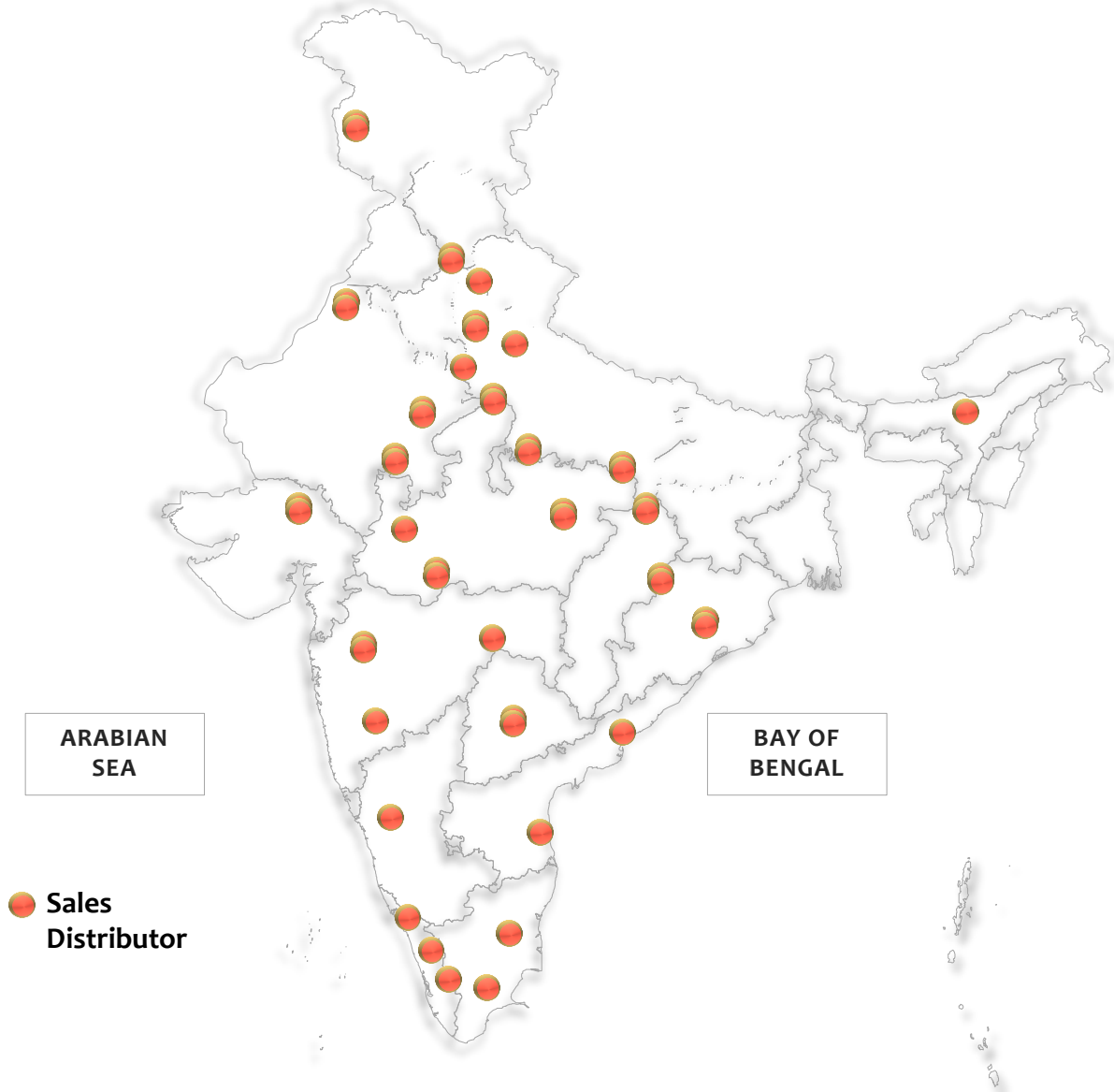


# Moulds an Integral Part of Manufacturing Process

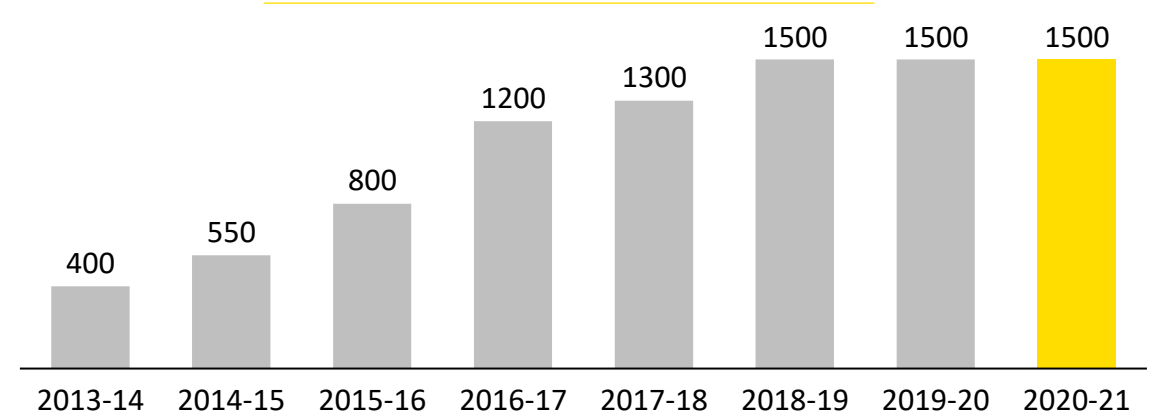


\* 1,00,000 units of capacity expansion completed in June 2021

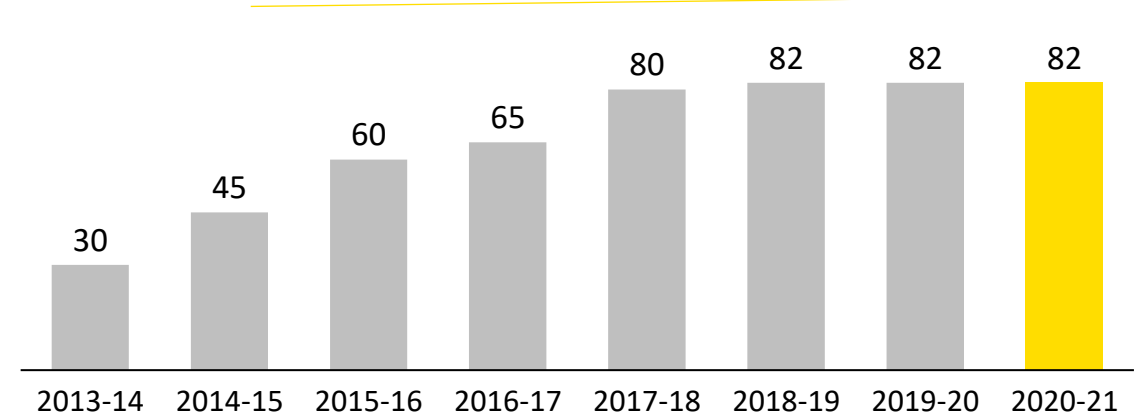
# Domestic Presence - Strengthening of our Brands



### Dealer Network



### Distributor Network



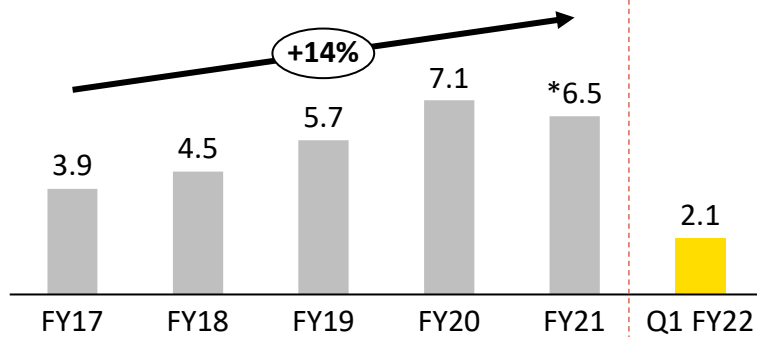
Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

# Presence in UK through Acrysil Products Ltd.

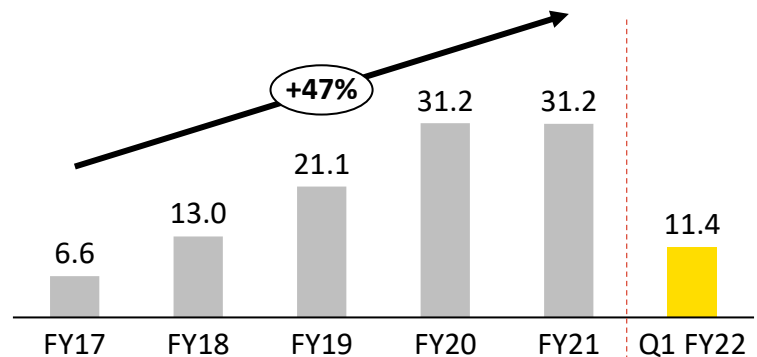
(formerly known as Homestyle Products Ltd.)

Acrysil holds 100% in **Homestyle Products** through Acrysil UK Limited  
 The name of **Homestyle Products Limited** has been changed to **Acrysil Products Limited**

Revenues (Mn. GBP)

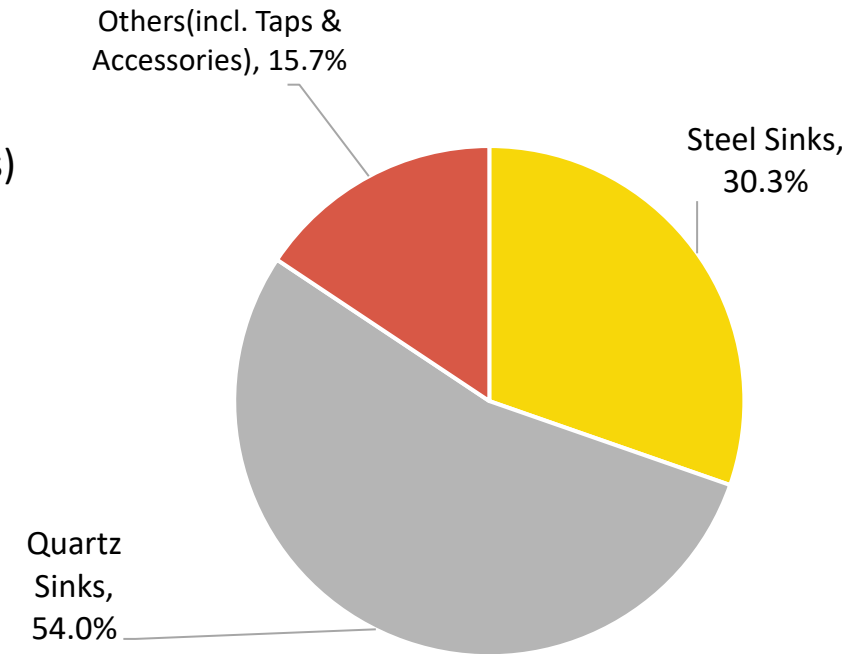


Revenues from Quartz Sink Business (Rs. Crs.)



## Products sold under Acrysil Products Ltd. (formerly known as HomeStyle UK)

1. Quartz Sinks
2. Steel Sinks
3. Others (Incl. Taps & Accessories)



Q1 FY22

Q1FY21 performance was impacted by lockdowns induced due to 1<sup>st</sup> wave of Covid-19, however, Q1 FY22 Revenues were impacted on account of restrictions imposed due to 2<sup>nd</sup> wave of Covid and disruption in operations caused by cyclone Tauktae



# Our Distribution Model

## International

**STRATEGIC Acquisition of Homestyle UK Limited**  
(now known as Acrysil Products Limited - A kitchen products distribution company)  
**with 100% Stake**

**Significant Presence in UK Market**

01

Outsources and sells it to the Top Customers

02

Key Alliances with partners in USA, Israel, Denmark & Germany

03

Increase in Market Presence and Visibility

## Domestic

**Strong Foothold in India**



1,500 Dealers



65 Franchise Shop



80 Gallery



82 Distributors

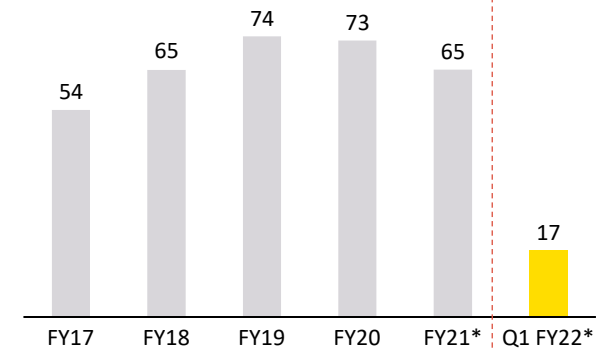


5 Offices

**High Demand of Modular Kitchen & Consumer Preference towards adding Aesthetic Value to the Kitchen**

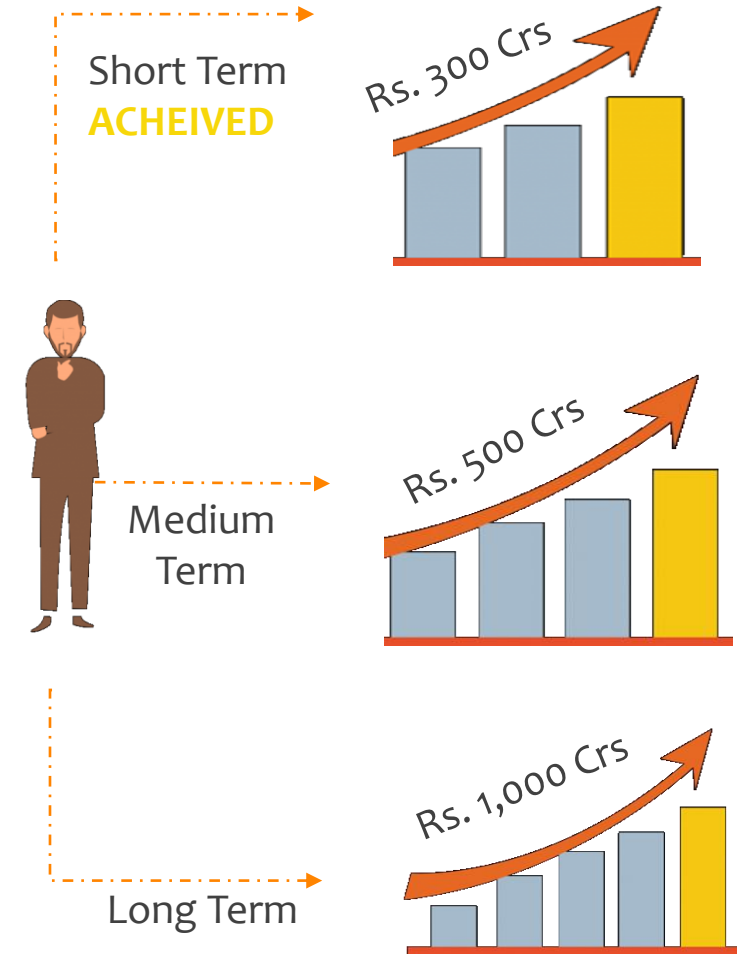
## Domestic Revenue

Rs. In Crores

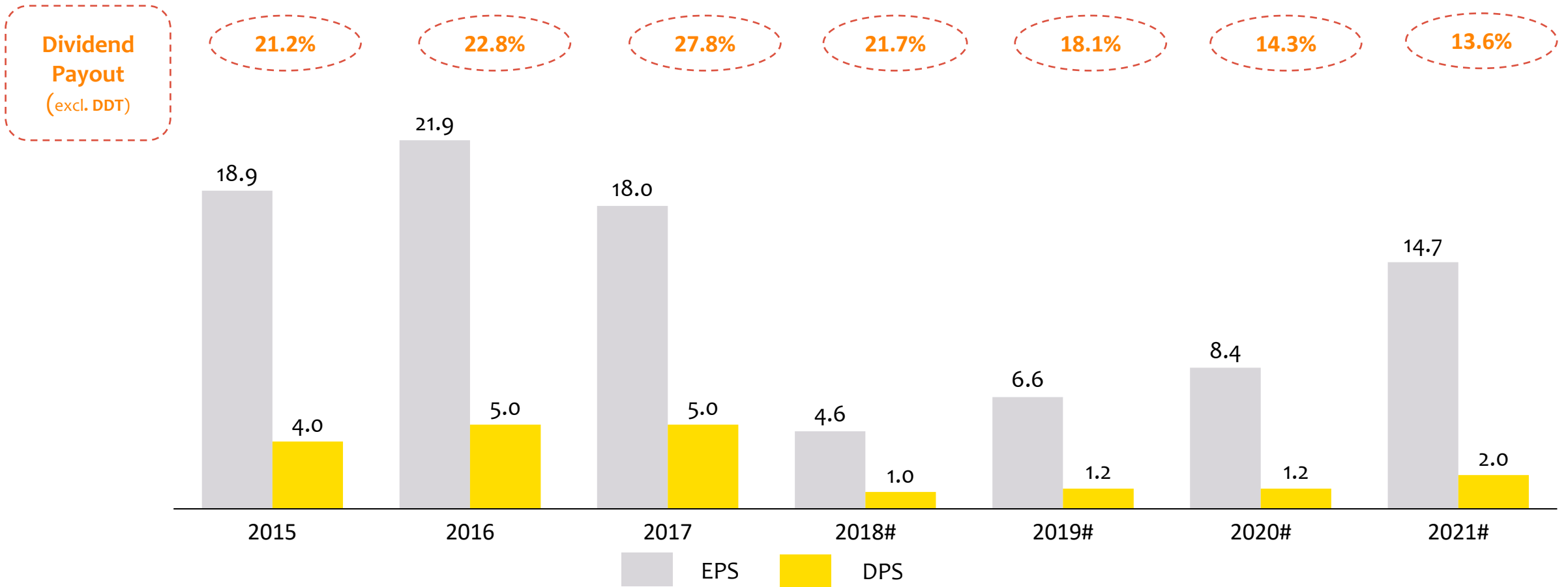


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# Multiple Growth Drivers



# Regular Dividend Payout



**The Board of Directors has recommended a final dividend of Rs.1.20 per equity share for Financial Year 2020-2021 in addition to interim dividend of Rs.0.80 per equity share of FV Rs.2 each declared on 5<sup>th</sup> February 2021. The total dividend is Rs. 2 per equity share (100% of FV)**

\*EPS for FY17 is on basis of I-GAAP Financials

#Adjusted for Split from Face value of Rs. 10 to Face value of Rs. 2



**CARYSIL**<sup>®</sup>  
Kitchen Sinks &  
Built-in Kitchen Appliances

**STERNHAGEN**<sup>®</sup>  
BESPOKE BATH LIFESTYLE

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**For further information, please contact**

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**Company :**



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