

Date: 26<sup>th</sup> December, 2017

To,  
Dept. of Corporate Services,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai -400 001

SCRIFE Code: 524091

**Subject: Intimation of Schedule of Analyst / Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015**

Dear Sir,

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the officials of the Company will be meeting Investors and Analysts on 26<sup>th</sup> December 2017, in Mumbai.

This is to further inform that the copy of Investor Presentation "November 2017" is attached for your reference and also you may also find the presentation on the Company website [www.acrysilcorporateinfo.com](http://www.acrysilcorporateinfo.com)

This information is submitted to you pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015

Kindly note that changes may happen due to exigencies on the part of Host / Company.

Thanking You,

Yours Faithfully,  
For **ACRYSIL LIMITED**

*Damodar Sejpal*  
Damodar Sejpal  
**COMPANY SECRETARY**





**Investor Presentation  
Q2 - FY17-18**



**STERNHAGEN  
GERMANY**



**German Engineered**

**November 10, 2017**

# Content



# Economic Environment

## Economic Environment

- ❑ Q2-FY17-18 started with the implementation of GST from July 1, 2017. GST brought radical change in tax collection and tax administration.
- ❑ Cash flow of Companies got affected due to mismatch in payments of GST and transitional input tax credits.
- ❑ GST had wide impact on overall business scenario in Q2-FY 17-18, business momentum disrupted and yet to back on track. This may have impact on GDP growth for Q2- FY 17-18.
- ❑ Indian economy expected to improve in Q4-FY 17-18 once GST implantation and compliance issues get settled.
- ❑ Indian economy expected to gain by strong capital inflows, driven by global liquidity.

# Business Highlights

## Business Highlights

- Company entered into technology / know-how transfer agreement with Hungarian Company for designing and manufacturing of 3D concrete wall tiles. This will provide impetus for the growth in coming years.
- Opened office in Dubai to cater Middle East and African Market
- Participating in Overseas Exhibitions to enhance customer reach
- Focused on branding , extensive TVC campaigning during Diwali season.
- Enhanced focus on domestic market, expansion of distributor and dealer network.

# Financial Highlights



# Financials: Q2-FY 2017-18

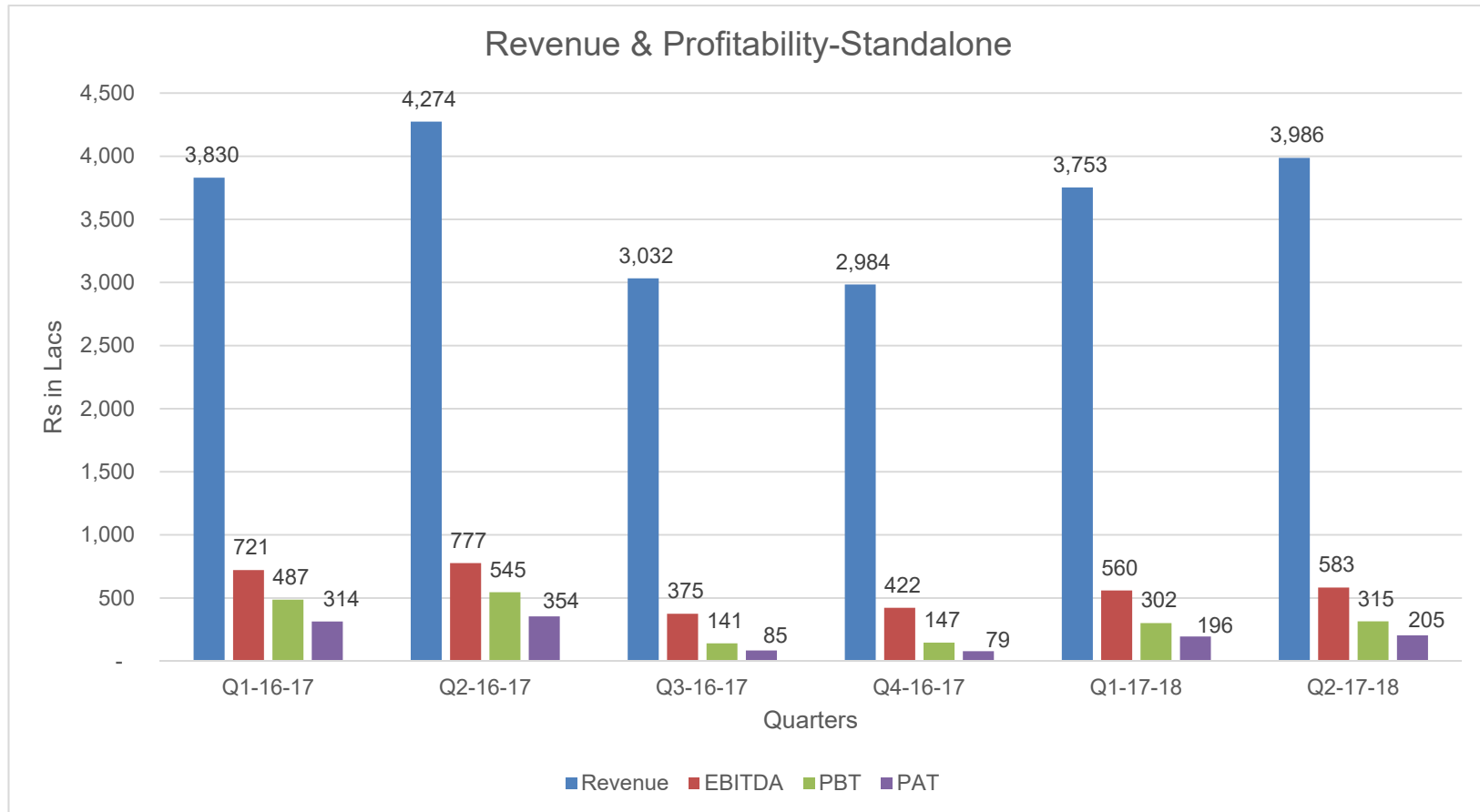


					(Rs. In Lacs)			
Particulars	Standalone- Quarter Ended				Consolidated-Quarter Ended			
	30.09.17	30.06.17	Inc / (Dec)in %	30.09.16	30.09.17	30.06.17	Inc / (Dec)in %	30.09.16
			-QoQ				-QoQ	
<b>REVENUE</b>	<b>3,986.43</b>	<b>3,752.65</b>	<b>6.2%</b>	<b>4,274.00</b>	<b>5283.11</b>	<b>4875.01</b>	<b>8.4%</b>	<b>5347.49</b>
<b>EBIDTA</b>	<b>582.59</b>	<b>560.10</b>	<b>4.0%</b>	<b>775.76</b>	<b>834.67</b>	<b>756.67</b>	<b>10.3%</b>	<b>972.04</b>
<b>EBIDTA %</b>	<b>14.6%</b>	<b>14.9%</b>	<b>XXX</b>	<b>18.2%</b>	<b>15.8%</b>	<b>15.5%</b>	<b>XXX</b>	<b>18.2%</b>
<b>PBT</b>	<b>314.70</b>	<b>301.78</b>	<b>4.3%</b>	<b>542.66</b>	<b>563.09</b>	<b>510.95</b>	<b>10.2%</b>	<b>589.64</b>
<b>PBT %</b>	<b>7.9%</b>	<b>8.0%</b>	<b>XXX</b>	<b>12.7%</b>	<b>10.7%</b>	<b>10.5%</b>	<b>XXX</b>	<b>11.0%</b>
<b>PAT</b>	<b>204.61</b>	<b>195.59</b>	<b>4.6%</b>	<b>352.99</b>	<b>412.63</b>	<b>375.66</b>	<b>9.8%</b>	<b>353.66</b>
<b>PAT %</b>	<b>5.1%</b>	<b>5.2%</b>	<b>XXX</b>	<b>8.3%</b>	<b>7.8%</b>	<b>7.7%</b>	<b>XXX</b>	<b>6.6%</b>

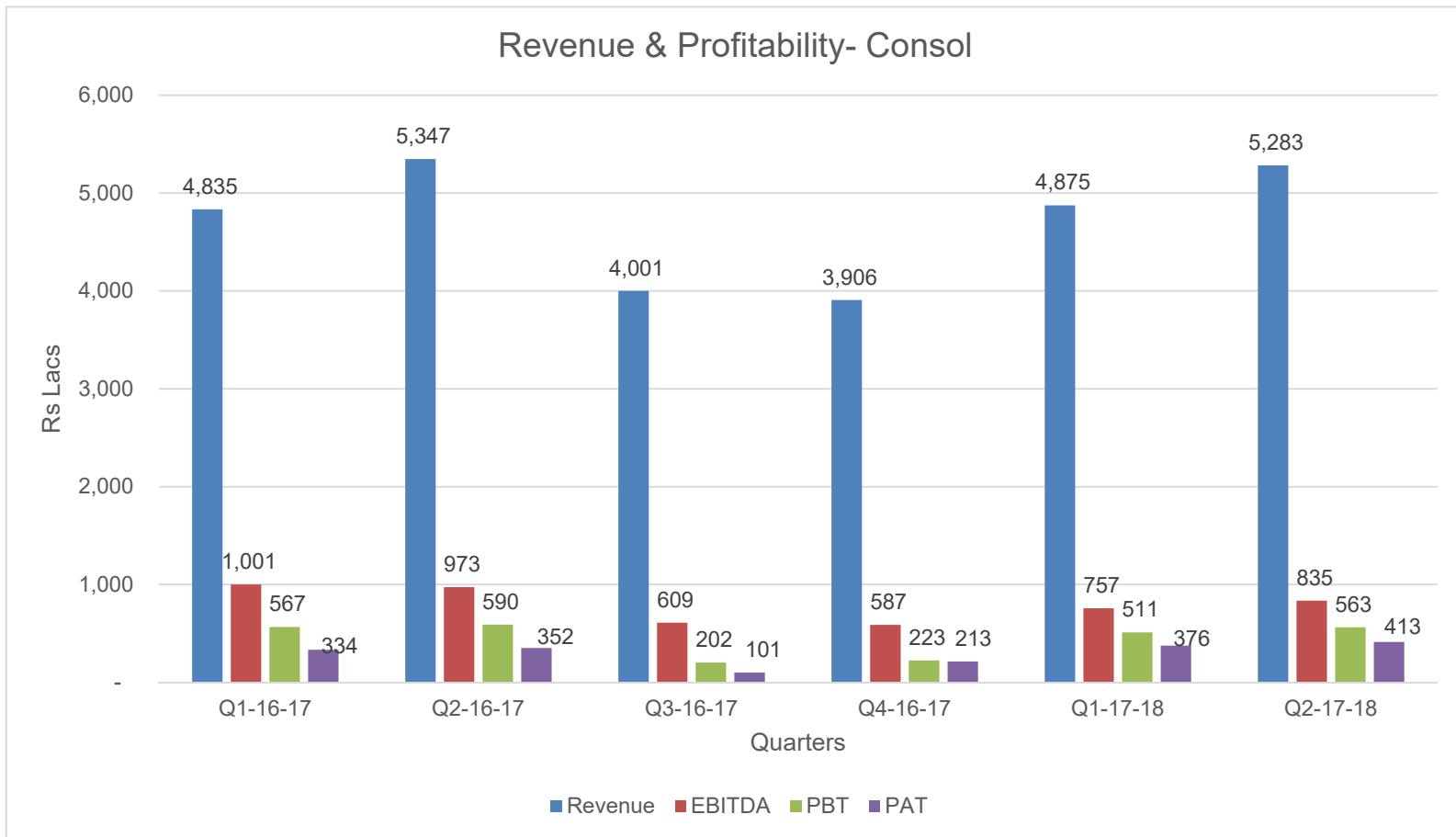
## Financials: Q2 -FY 18

In GBP			
ACRYSIL UK LTD			
Particulars	Q2-17-18	Q2-16-17	Inc /(Dec)- QoQ in %
<b>Revenue</b>	<b>1,140,580</b>	1,012,488	<b>12.65%</b>
<b>EBIDTA</b>	<b>244,133</b>	221,719	<b>10.11%</b>
<b>EBIDTA %</b>	<b>21.40%</b>	21.90%	<b>xxxx</b>
<b>PBT</b>	<b>208,520</b>	81,539	<b>155.73%</b>
<b>PBT %</b>	<b>18.28%</b>	8.05%	<b>xxxx</b>
<b>PAT</b>	<b>170,944</b>	75,926	<b>125.15%</b>
<b>PAT %</b>	<b>14.99%</b>	7.50%	<b>xxxx</b>

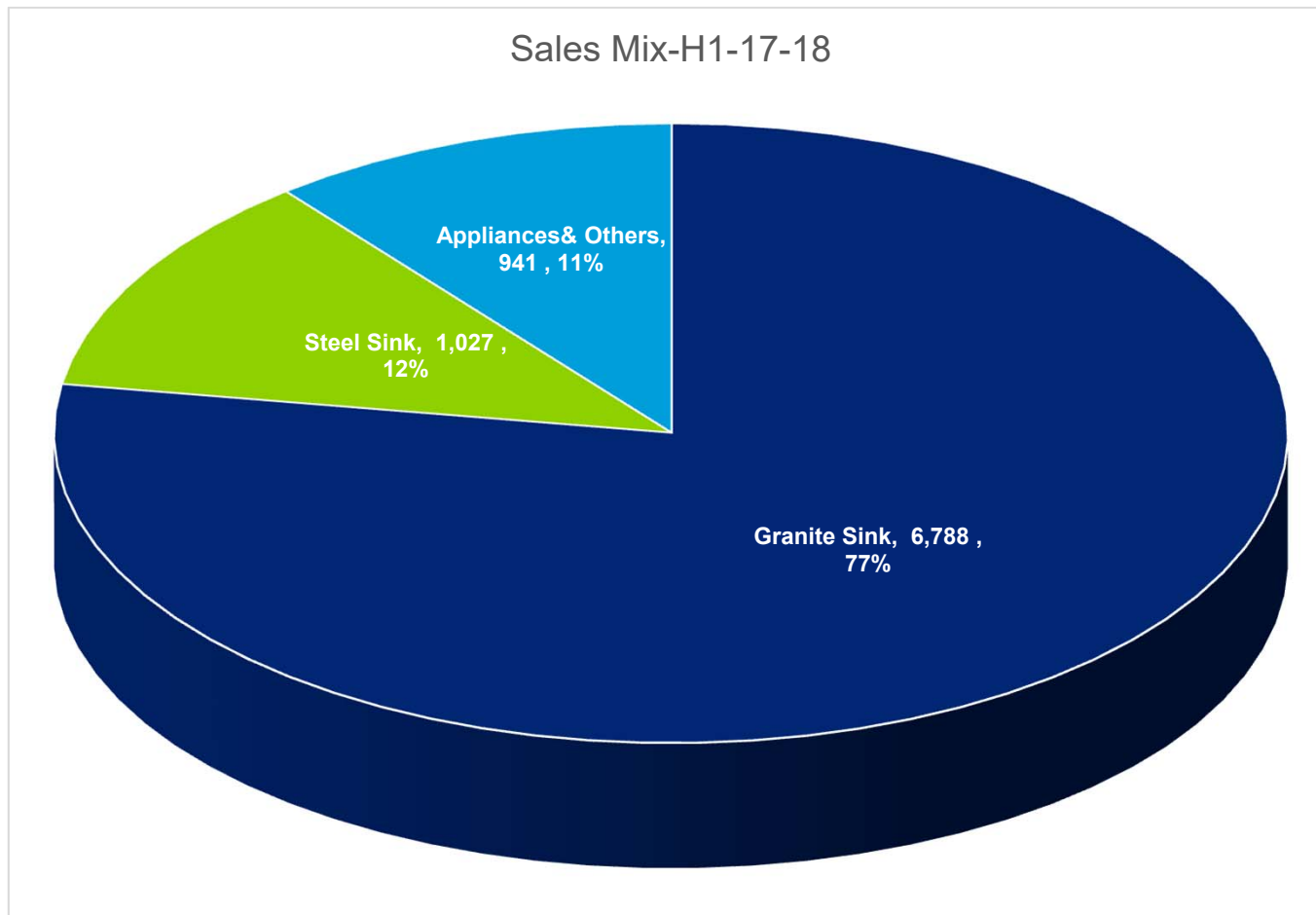
# Revenue & Profitability –Standalone QoQ



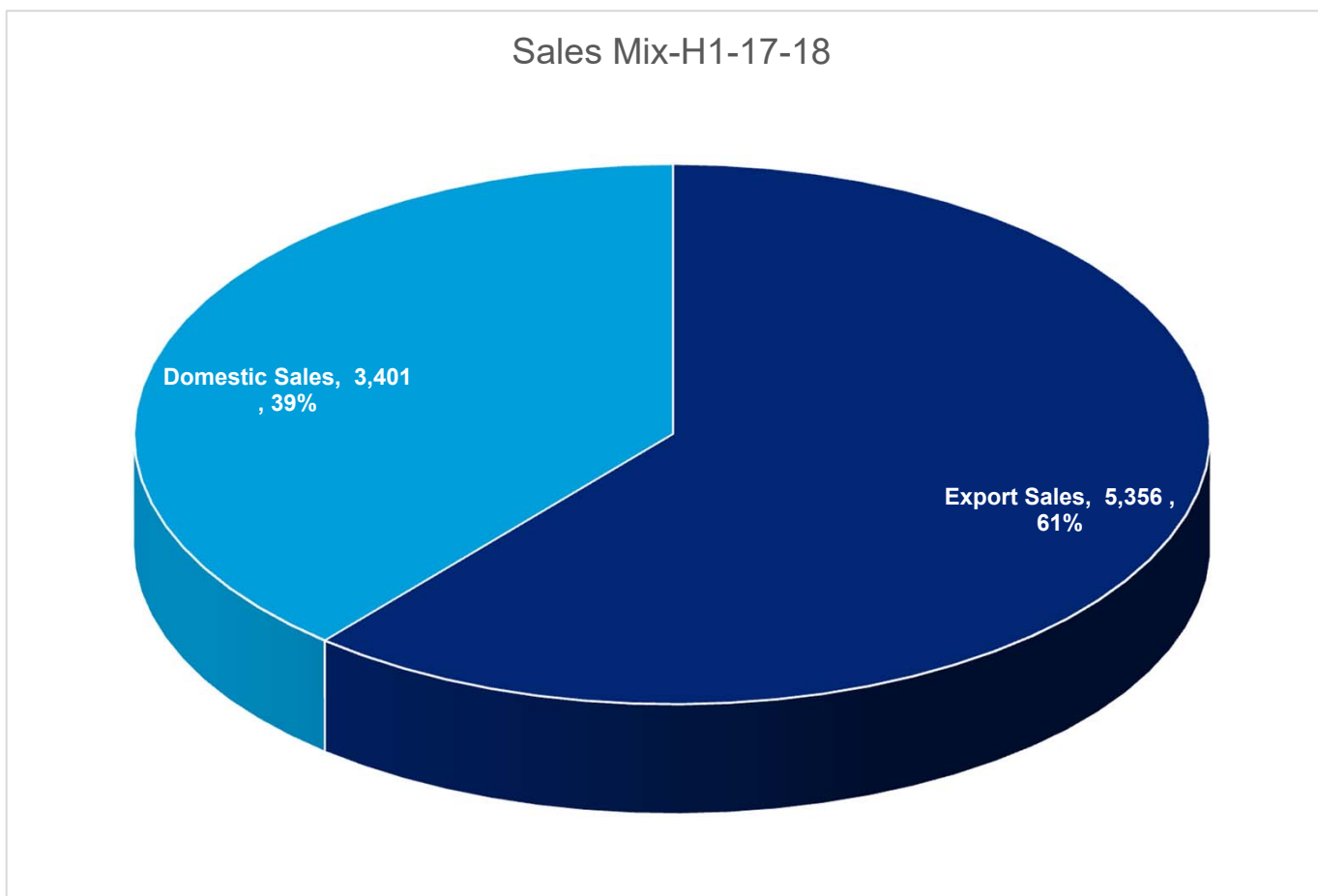
# Revenue & Profitability –Consolidate-QoQ



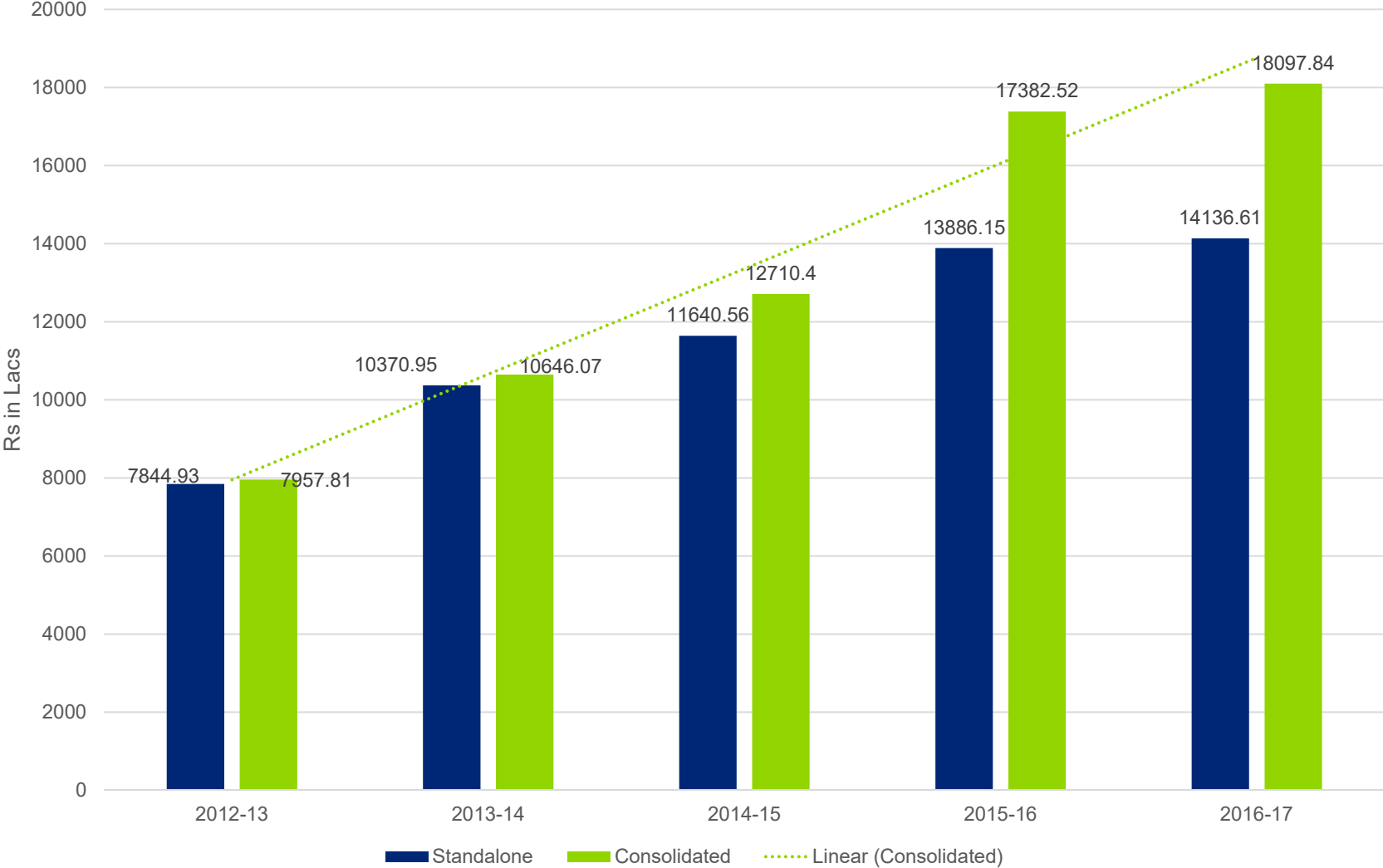
## Sales Mix Segment wise -Indian Business



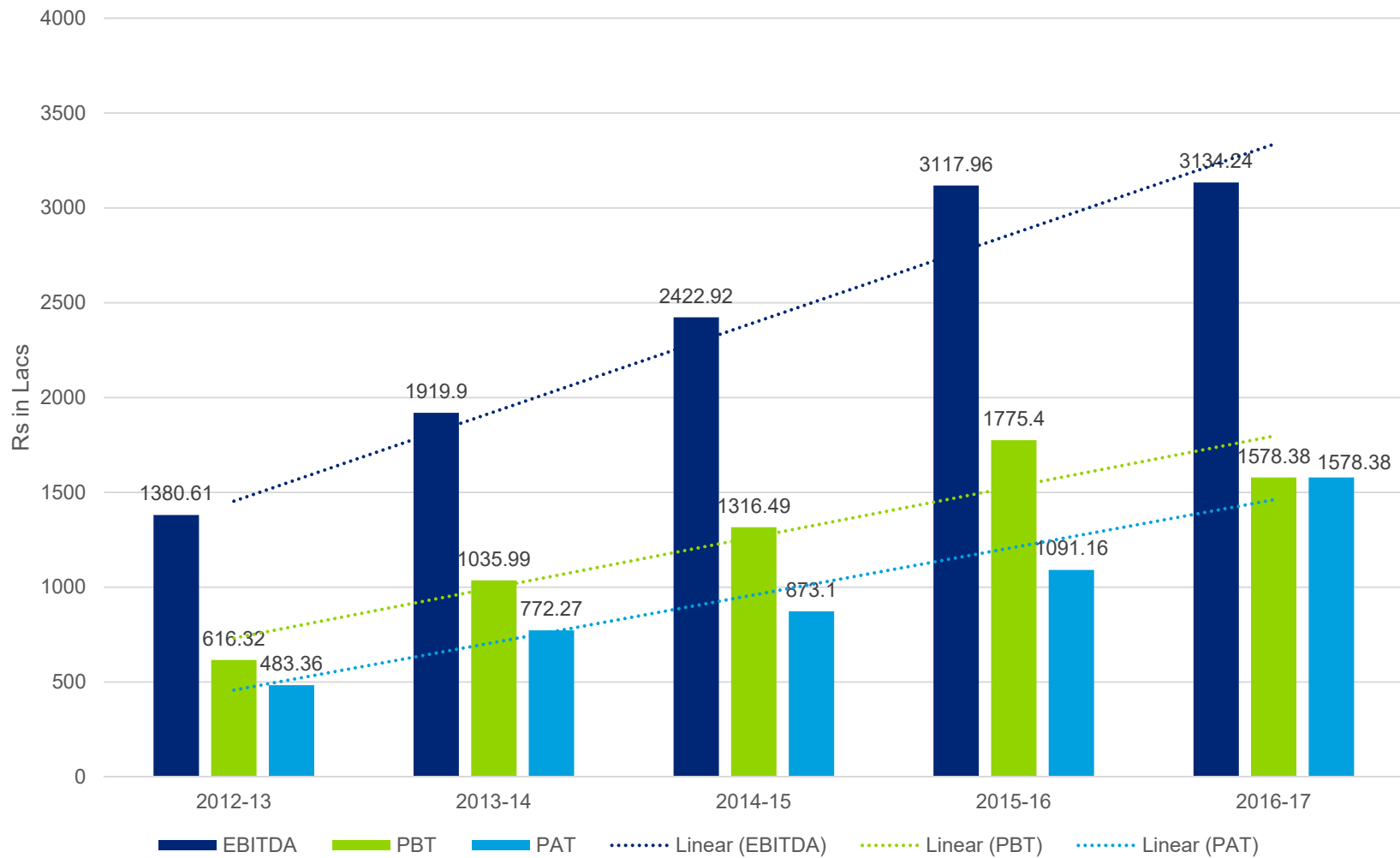
## Sales Mix –Geography wise -Indian Business



# Revenue Growth-YoY



# Profitability (Consolidated)-YoY





# Business Outlook

# Business Outlook

- ❑ Growing demand in domestic market.
- ❑ Growth in export sales expected from new customers in existing markets and expansion of new markets.
- ❑ Production capacity expanded for manufacturing Quartz Sink to meet growing demands in domestic and export market.
- ❑ Plan to put new modernized plant in FY 2019 for manufacturing of Quartz Sink to improve productivity and bring cost efficiency.
- ❑ Bath segment will be driver to growth in next 3 years.
- ❑ Expansion planned for manufacturing of 3D concrete wall tiles.
- ❑ Manufacturing capacity enhanced for production of Quadro Steel Sink and Appliances.

## Disclaimer

*This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward looking statements. The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product & pricing pressures and regulatory developments. Responses can only be given to questions which are not price sensitive.*

THANK YOU



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