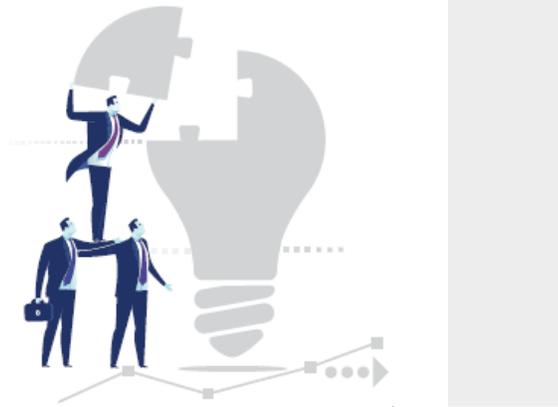


Leader in Lifestyle Kitchen Products



October 2018

Safe Harbor

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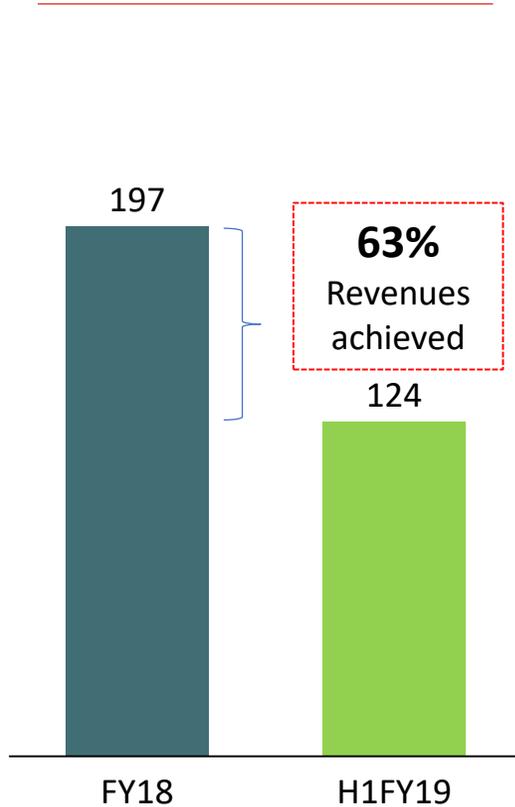
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Q2 & H1FY19 Highlights

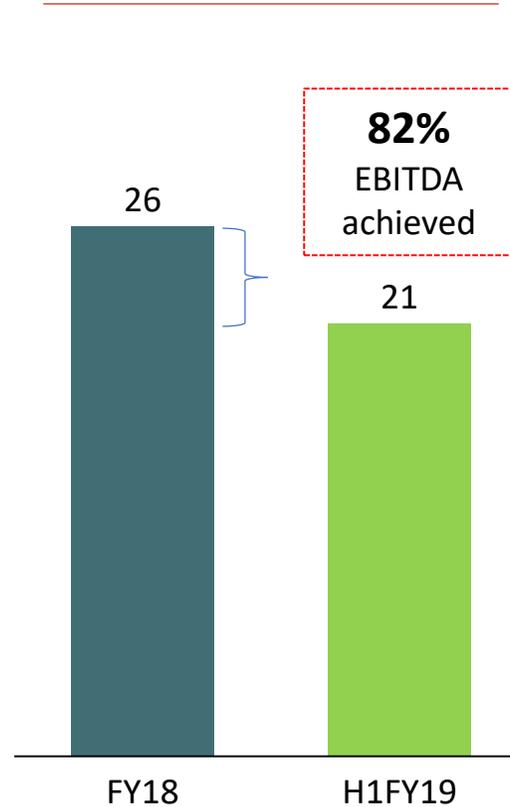


A Year of Strong Performance

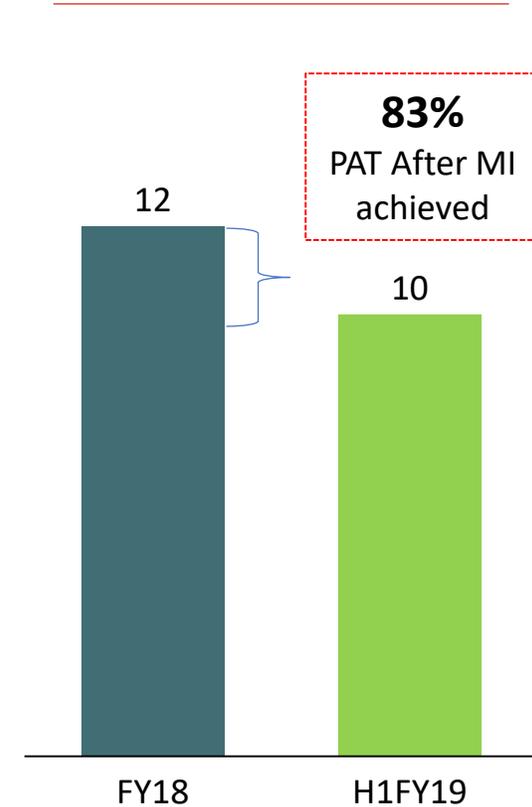
Revenue (Rs. Crs)



EBITDA (Rs. Crs)



PAT After MI (Rs. Crs)



H1FY19 EBITDA Margins of 16.9%

Q2FY19 Consolidated Highlights



23.1%

Total Revenue

Rs. 63.9 Crs



44.9%

EBITDA

Rs. 10.7 Crs

Margin 16.7%



41.0%

PAT After MI

Rs. 5.7 Crs

Margin 8.9%

Highest Ever Quarterly Performance

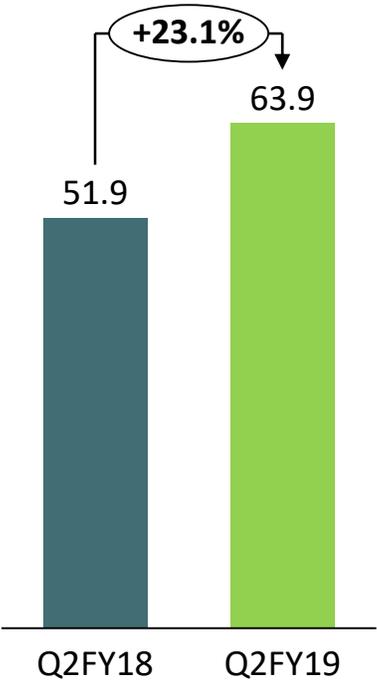
Commenting on the performance Mr. Chirag Parekh, Chairman & Managing Director, Acrysil Ltd said:

“ We are extremely pleased with our performance during the quarter. The results are testimony of our unrelenting focus on best in class product development, strong customer relationships and efficient manufacturing that has helped us expand our business and establish ourselves as prominent Quartz sinks supplier.

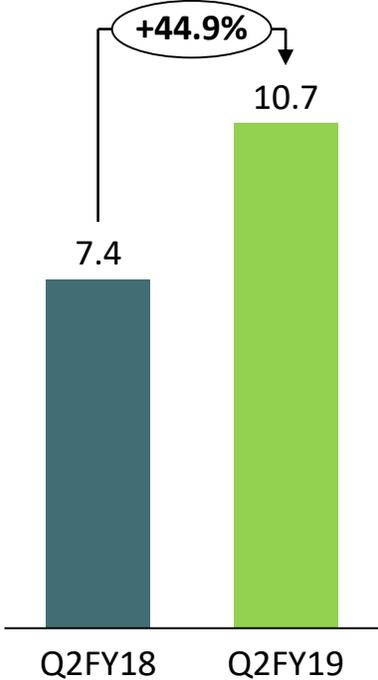
We are really excited for the coming quarters and are confident of continuing on the laid growth path.”

Q2FY19 Consolidated Financial Highlights

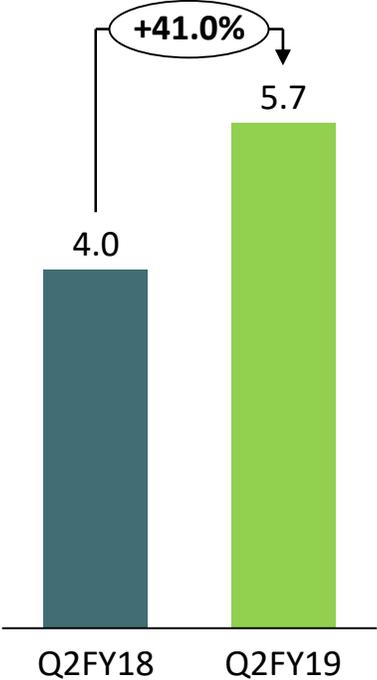
Revenue (Rs. Crs)



EBITDA (Rs. Crs)



PAT After MI (Rs. Crs)



H1FY19 Consolidated Highlights



26.7%

Total Revenue

Rs. 124.1 Crs



50.7%

EBITDA

Rs. 21.0 Crs

Margin 16.9%



29.9%

PAT After MI

Rs. 10.0 Crs

Margin 8.1%

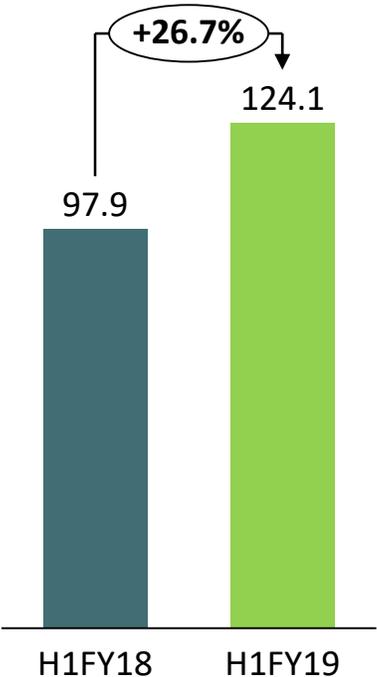
Consistently Improving Performance

- Domestic business grew at 24% on YoY basis, with revenue contribution of ~Rs. 43 Crs
- Exports business grew at 29% on YoY basis, with revenue contribution of ~Rs. 81 Crs
- Quartz sinks continue to be significant contributor to the revenues with a share of 69%
- Healthy order book for exports of Quartz Sinks
- Products under the brand “Sternhagen” have started gaining traction and clocked revenue of Rs. 2 Crs
- Contributions from all products under the basket, has led to a better product mix
- Consistent improvement in bottom line

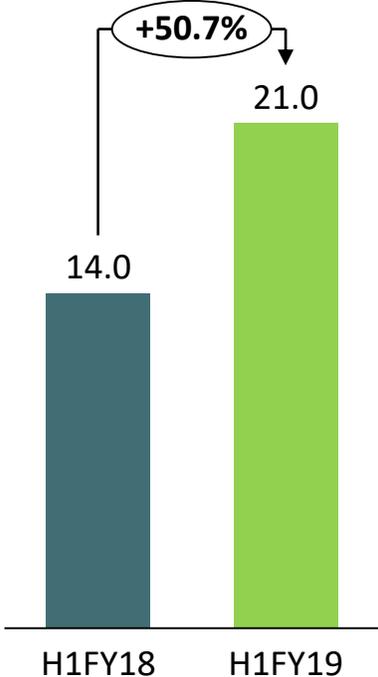
To further expand the Quartz Sinks Manufacturing Capacity by ~25% i.e. 100,000 units

H1FY19 Consolidated Financial Highlights

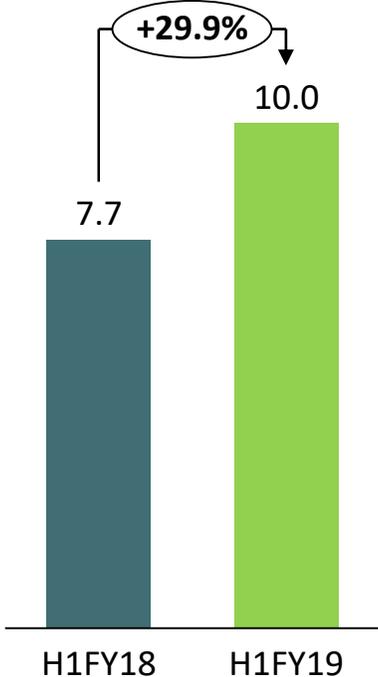
Revenue (Rs. Crs)



EBITDA (Rs. Crs)



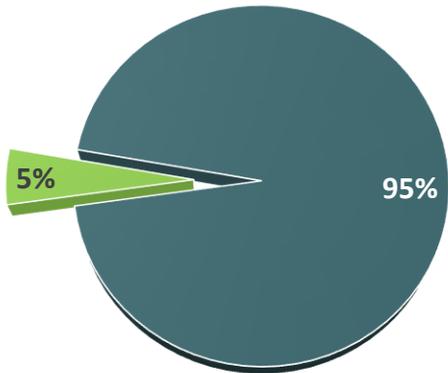
PAT After MI (Rs. Crs)



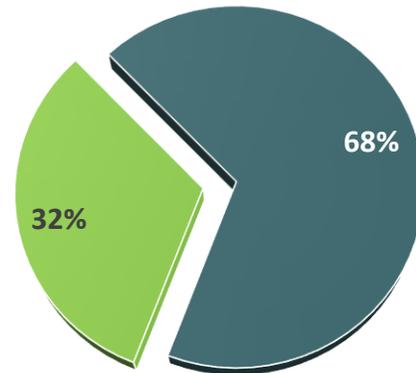
Revenue Mix

Geography-wise Revenue

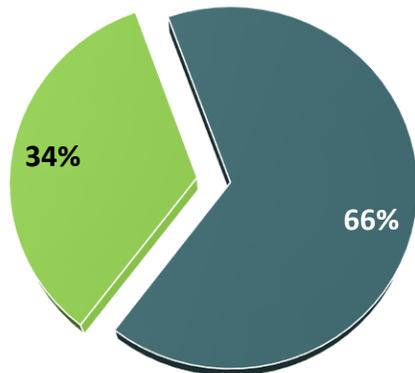
2012



2018



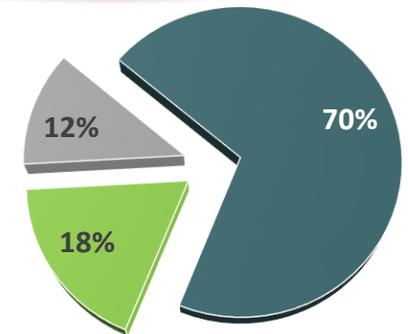
H1FY19



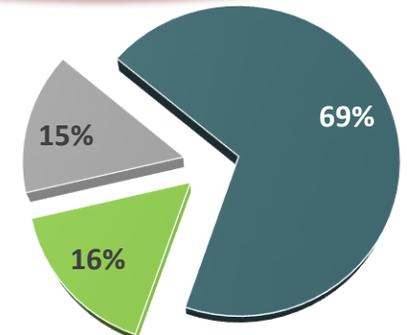
- Export
- Domestic

Product-wise Revenue

2018



H1FY19



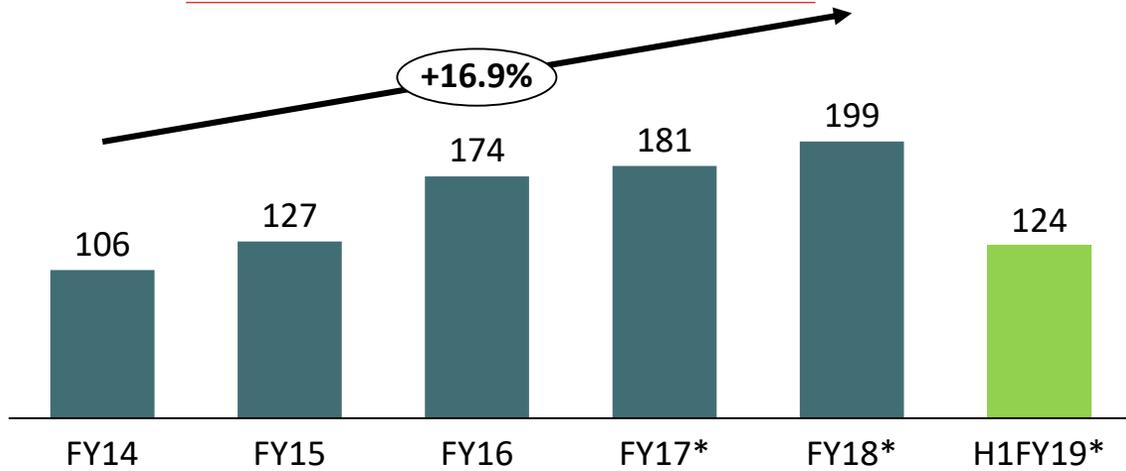
- Quartz Sink
- Steel Sink
- Appliances & Others



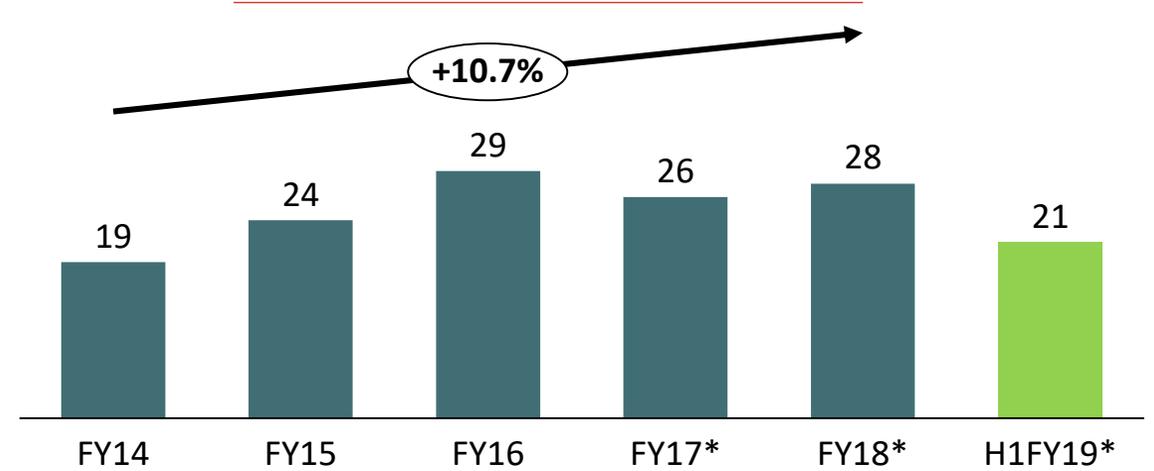
Consistent Growth

Rs. Crores

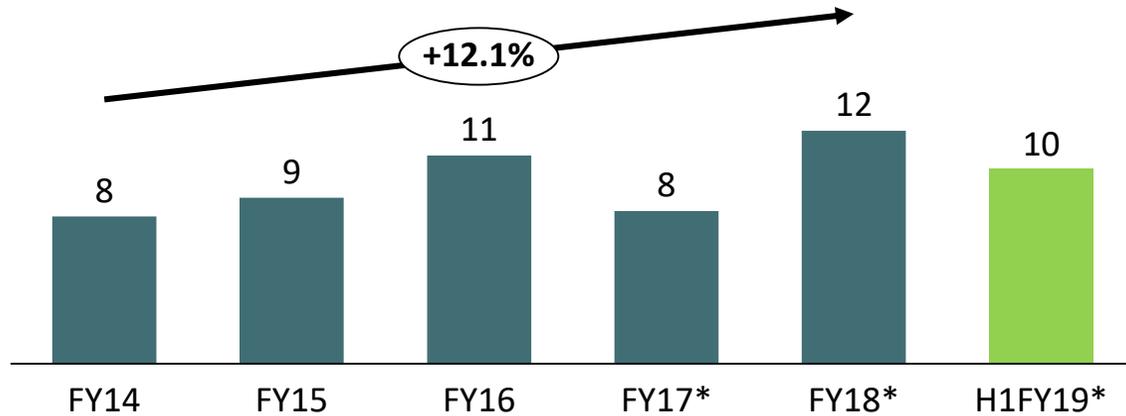
Revenue



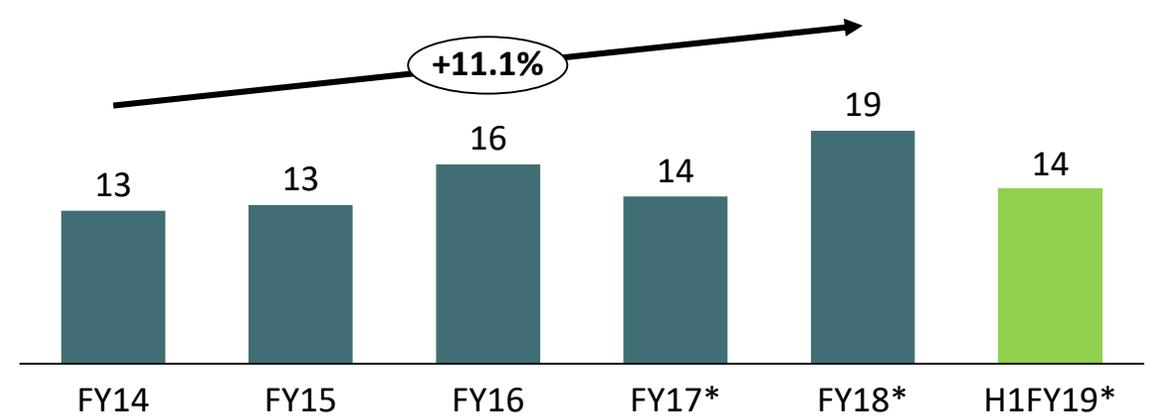
EBITDA



PAT After MI



Cash PAT After MI



Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q2 FY19	Q2 FY18	Y-o-Y	Q1 FY19	Q-o-Q	H1 FY19	H1 FY18	Y-o-Y	FY18
Revenue	63.9	51.9	23.1%	60.2	6.0%	124.1	97.9	26.7%	196.5
Raw Material	28.0	22.8		26.2		54.2	42.6		82.6
Employee Expenses	4.6	4.2		4.4		9.0	8.2		17.1
Other Expenses	20.6	17.5		19.3		39.9	33.2		71.0
EBITDA	10.7	7.4	44.8%	10.3	3.4%	21.0	13.9	50.7%	25.7
EBITDA Margin (%)	16.7%	14.2%		17.2%		16.9%	14.2%		13.1%
Other Income	2.3	1.2		0.9		3.3	2.9		4.6
Foreign Exchange Gains/ (Losses)	1.2	(0.2)		1.3		2.5	(0.3)		(0.6)
Depreciation	2.1	1.7		2.0		4.1	3.3		7.1
EBIT	9.7	7.2		8.0		17.6	13.8		23.8
EBIT Margin (%)	13.2%	13.2%		13.2%		13.2%	13.2%		13.2%
Finance Cost	2.0	1.5		1.9		3.9	3.0		6.9
Profit Before Tax	7.7	5.6	35.9%	6.1	26.4%	13.7	10.7	27.6%	16.9
Tax	1.8	1.5		1.7		3.5	2.9		4.6
Profit After Tax	5.8	4.1	40.9%	4.4	32.6%	10.2	7.9	29.4%	12.2
Minority Interest	0.1	0.1		0.0		0.2	0.2		0.3
PAT After MI	5.7	4.0	41.0%	4.3	31.6%	10.0	7.7	29.9%	12.0
PAT After MI Margin(%)	8.9%	7.8%		7.2%		8.1%	7.9%		6.1%

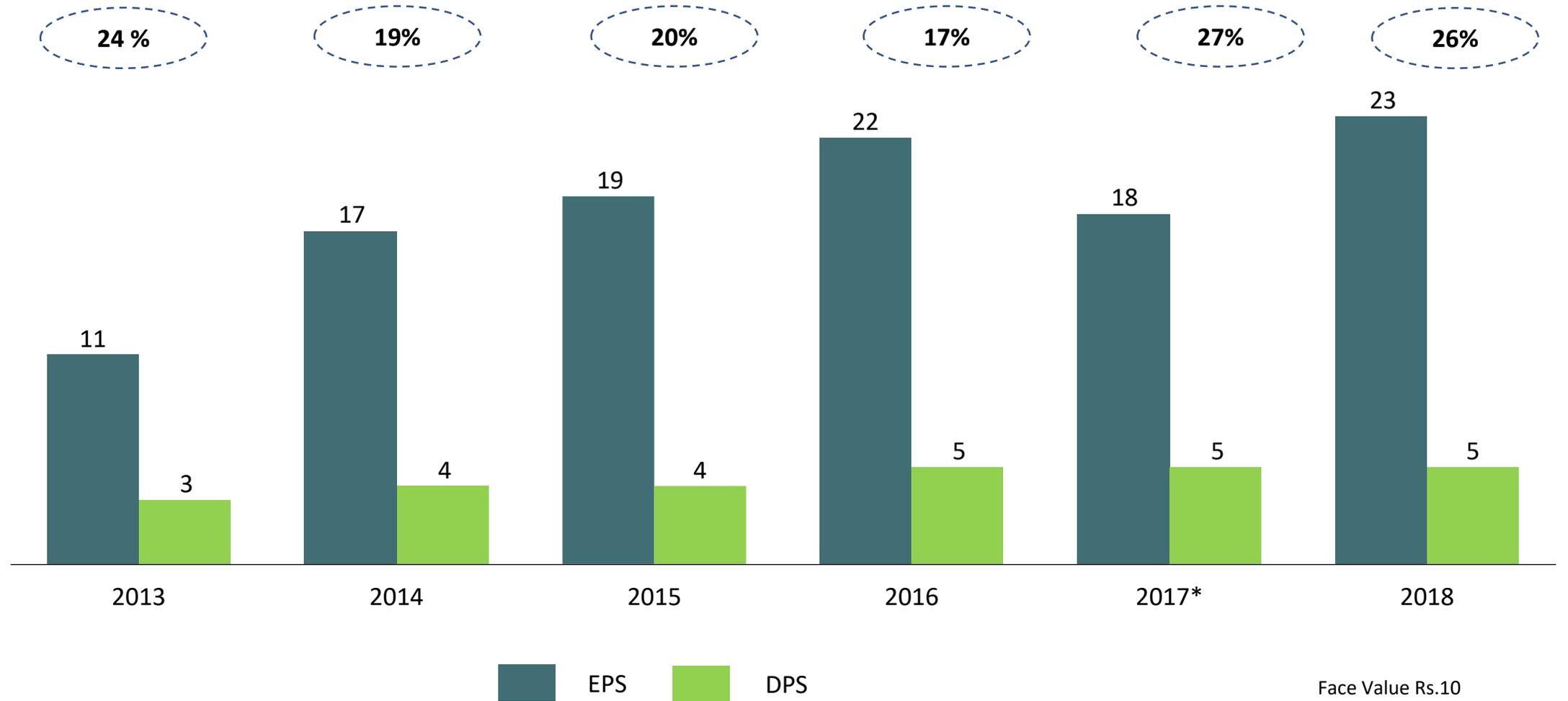
Consolidated Balance Sheet

Liabilities (Rs. Crores)	Sept-18	Mar-18
Total Equity	128.8	119.6
Share capital	5.2	5.2
Other Equity	122.1	113.1
Minority Interest	1.5	1.3
Non-current liabilities	18.9	21.3
Financial Liabilities		
(i) Borrowings	16.4	18.6
Deferred Tax liabilities (Net)	2.1	2.3
Provisions	0.4	0.4
Current liabilities	142.7	118.8
Financial Liabilities		
(i) Borrowings	75.4	62.4
(ii) Trade payables	39.8	37.9
(iii) Other Financial Liabilities	14.5	11.4
Other current liabilities	8.3	3.9
Provisions	4.6	3.2
Total Liabilities	290.4	259.8

Assets (Rs. Crores)	Sept-18	Mar-18
Non-current assets	122.2	117.5
Property Plant & Equipment	86.5	87.2
Goodwill	23.5	23.5
Intangible Assets	1.9	0.5
Capital Work in Progress	5.0	2.1
Financial Asset		
(i) Others Non-Current Financial Asset	1.7	1.5
Other Non-Current Assets	3.7	2.7
Current assets	168.2	142.3
Inventories	51.9	48.2
Financial Assets		
(i) Trade receivables	64.8	48.2
(ii) Cash and Cash Equivalents	15.1	17.1
(iii) Bank Balances other than above	3.0	0.4
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	0.1	0.0
Other Current Assets	33.2	28.5
Total Assets	290.4	259.8

Regular Dividend Payout

Dividend Payout including DDT



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



Business Overview



Numero Uno Position

Only manufacturer in India &
Asia in Quartz Sink

India's **1st** state of art Show Room
cum Experience Center in
Ahmedabad & Mumbai

Exclusive product galleries for
'Carysil'

Brands - **"CARYSIL" &
"STERNHAGEN"**

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

Quartz Sink Capacity : **400,000** sinks
per annum in FY18

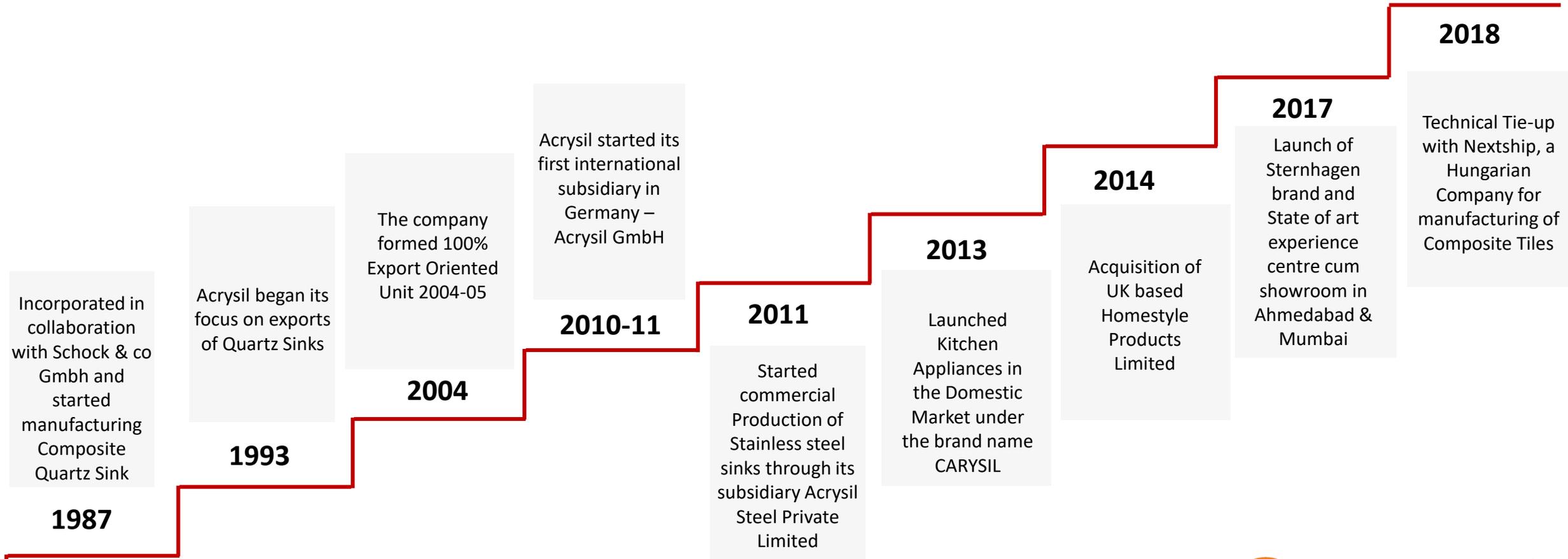
Exports to **+43 countries**
worldwide

PAN India presence ~ **+1300
dealers, 65 Galleries,
80 Distributors**

Introducing **Concrete Tiles, 2nd
Manufacturer in world**

Acrysil – Over the Years

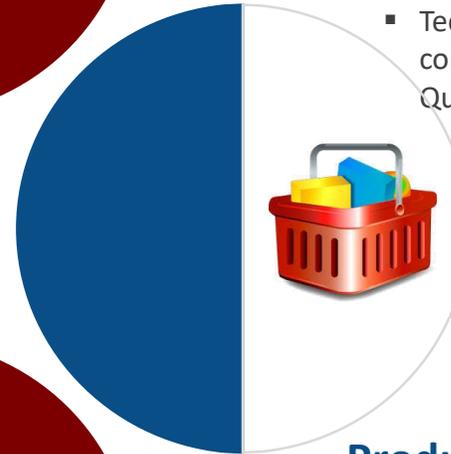
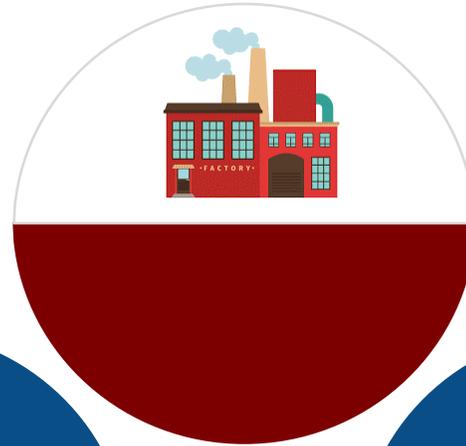
Today, Acrysil is India's only indigenous brand of kitchen sinks made of Quartz



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: 400,000 pa , Stainless Steel : 75,000 pa and Appliances : 6,000 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

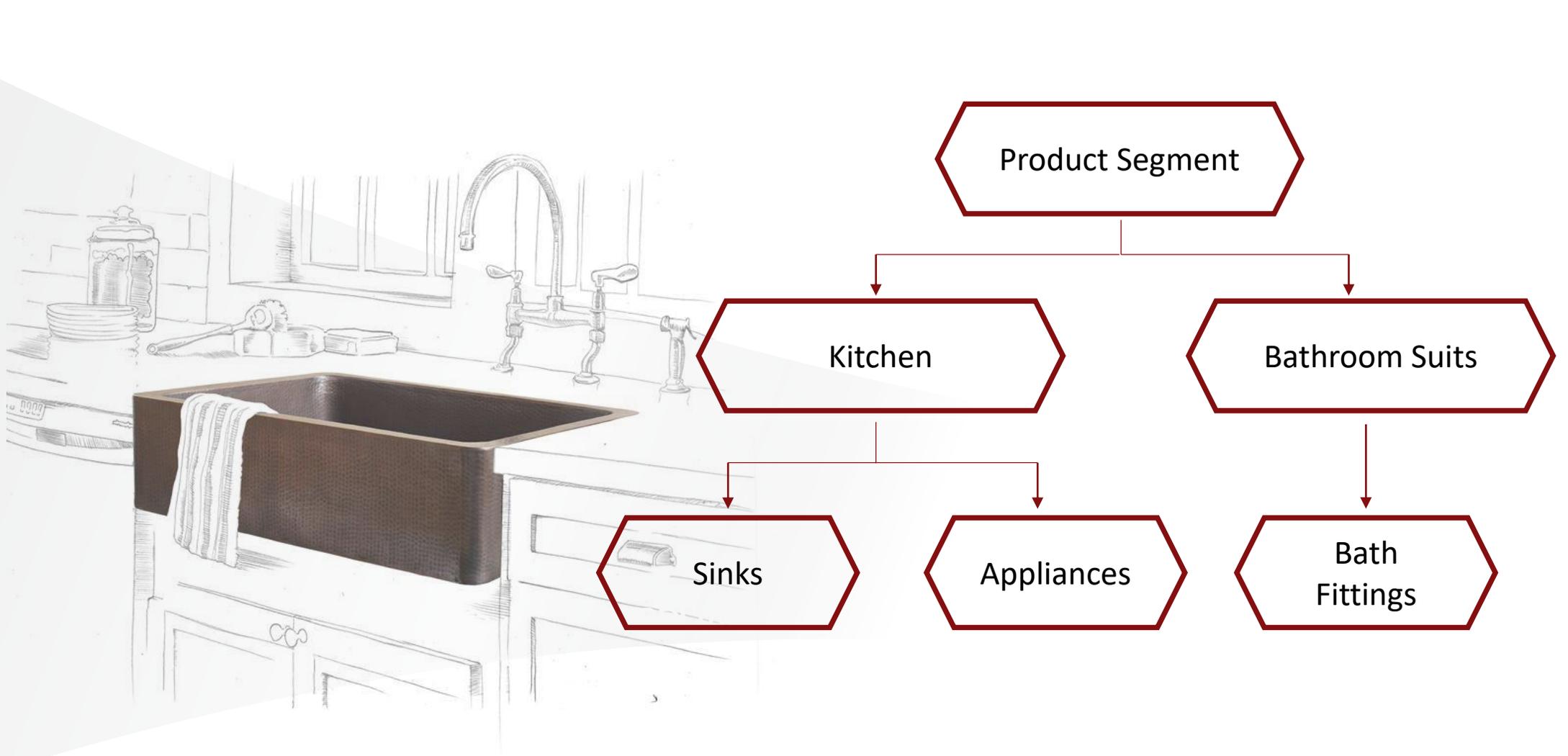
- The acquisition of 98.75% stake in a distribution company : Homestyle Product Limited, in UK which outsources sinks and sells to the top customers
- Vital access to key customers based in markets in Europe and UK
- Current Domestic Market : ~+1300 Dealers, ~65 Galleries & 80 distributors



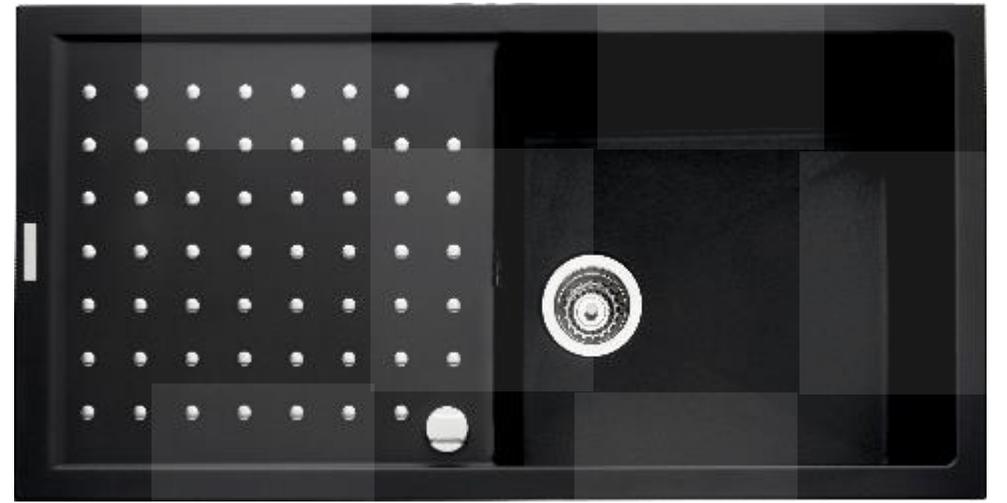
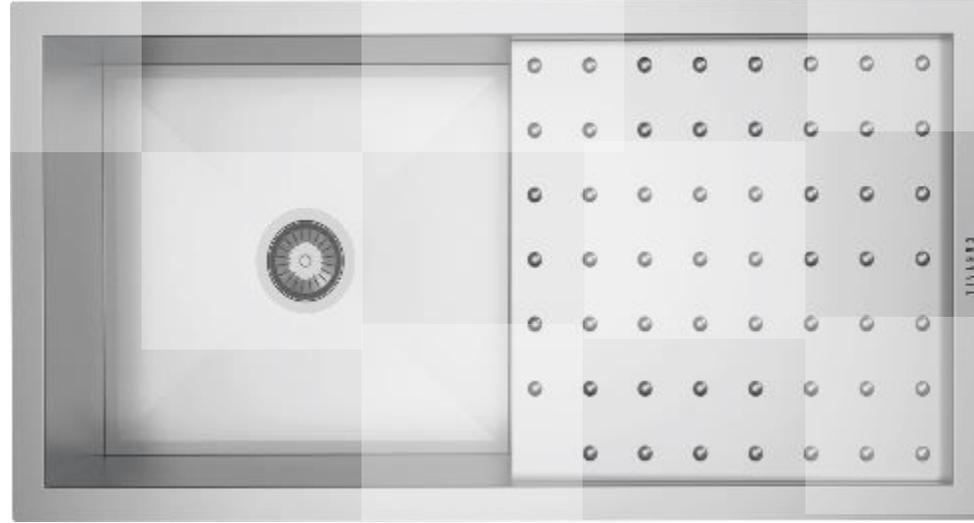
Product Basket

- 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

Increasing Product Portfolio



Sinks



Only Company to make Quartz Sinks in Asia

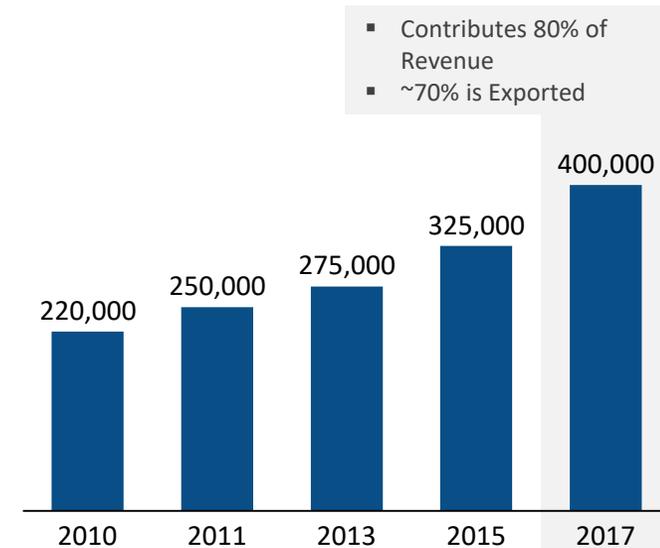
The **only company** in all of Asia and among a few companies worldwide: manufacturing quartz kitchen sinks to **global standards of quality, durability and visual appeal**

Currently have **2 plants** have a combined capacity of **4,00,000 Quartz kitchen** sinks annually

Developed more than **100 models** to cater to various segments and markets

The brand is available in **more than 1300 outlets**, and is a preferred choice of builders and Modular Kitchen Studios in the premium segment

Capacity of Quartz Sinks (per annum)



High Margin Product



Asset Turnover
~3 times

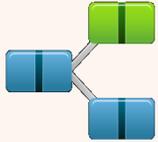


Longevity of Assets Moulds
~15 years

Huge Market Potential for Quartz Sinks

“ Globally there are only 4 players producing Quartz Sinks. 95% of the industry makes use of Stainless Steel and only 5% makes use of Quartz Sinks ”

Stainless Steel Sinks – Quadro Sinks the Focus Area



*Two Types of Stainless Steel Sinks:
Press Steel Sinks & Quadro (Designer) Sinks
Contribution: 10% to revenue*



*Capacity : 75,000 sinks per annum
Quadro (Designer) Sinks: 100% Utilization
Press Steel Sinks: 75% utilization*

CARYSIL®



*Target Market for Quadro (Designer) Sinks: Caters to **high end segment** who are willing to pay a premium for superior quality, design and finish*

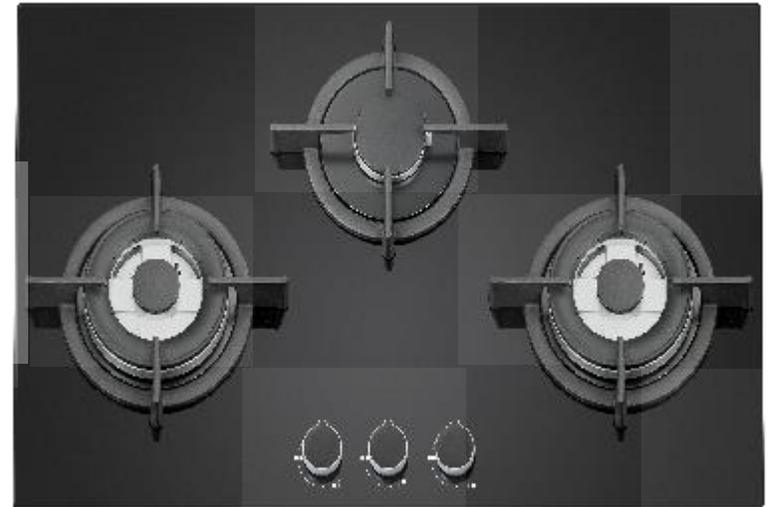


Innovation: New innovative products like Micro Radius and Square Sinks



Acquisition of a distribution company in the UK will help selling in the top customers in that country ; boosting exports

Kitchen Appliances



Kitchen Appliances – Multifold Growth Opportunity



Chimneys



Dish Washer



Cook Tops

CARYSIL®

Currently contributing ~9% to the revenue



Built in Ovens



Wine Chillers



Hoods



Cooking Range



Micro Wave Ovens



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

Manufacturing and Trading of Appliances



Expansion of Appliances Range



Constant Innovation, Research, Development & Design



Edge over Price, Quality and Delivery Fronts

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



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

Branding

Launched its luxury brand Sternhagen via its wholly owned German Subsidiary 'Acrysil GmbH'

Product Details

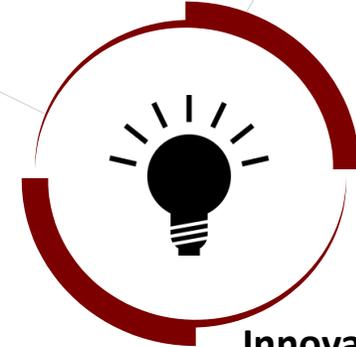
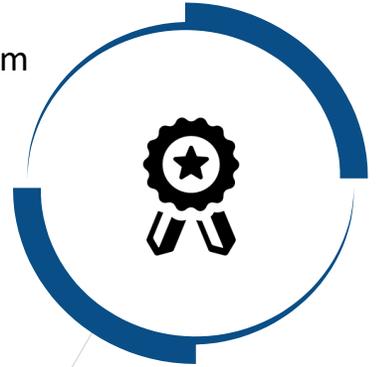
Sternhagen washbasins are made from Sani-Q, designed by EMAMIDESIGN

Synergy

Synergy in Quartz Sink Technology helped in developing patented high quartz material to take bathroom design to new level

Achievements

Won 52 international awards, among them the Red Dot Award (Best of the Best)

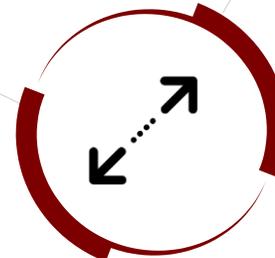


Innovation

Developed full bathroom concepts and will shortly launch the whole range of bathroom products, including Fittings, WCs, etc.

Range of Products

Premium Sanitary Ware, Fittings, Highlighter Tiles

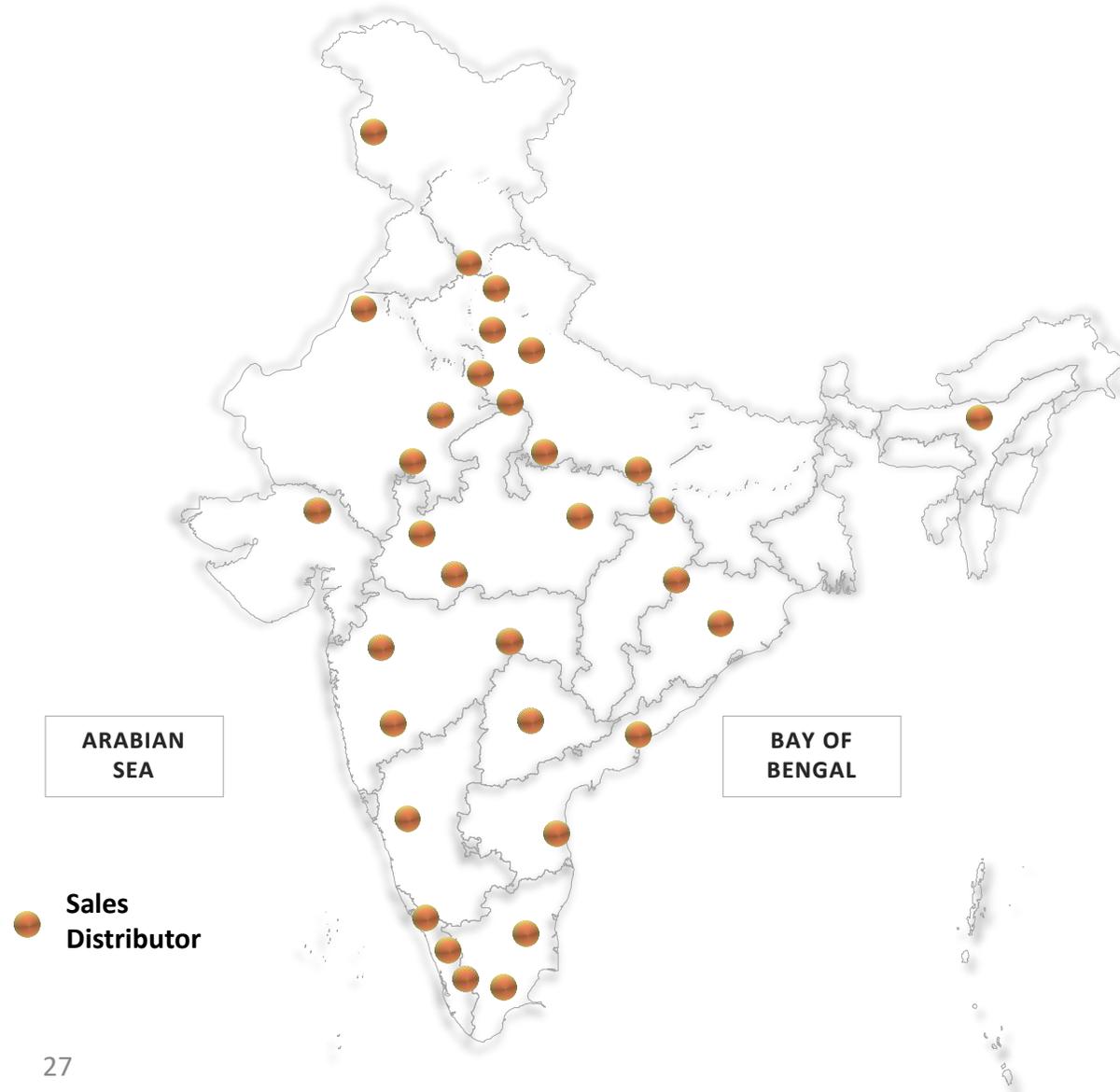


Products with Global Standards sold in 43 Countries

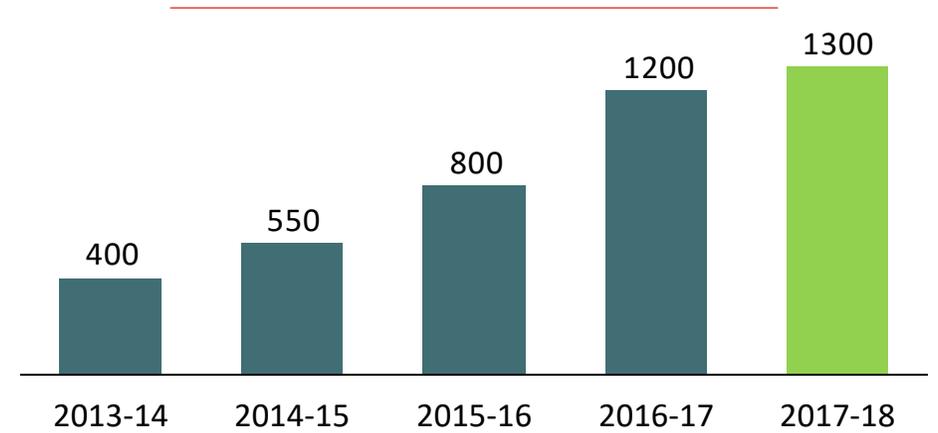
Company presently exports to over 43 countries. Plan to expand further by acquiring new customers and penetrating in new geographies



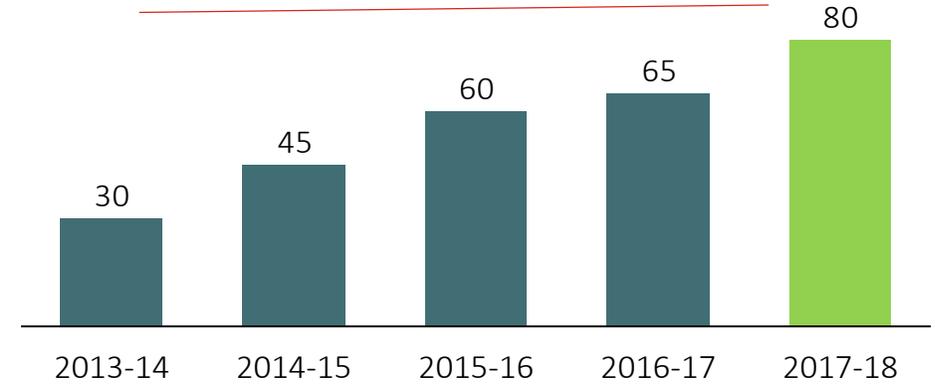
Domestic Presence - Strengthening of our Brands



Dealer Network



Distributor Network



Moulds an Integral Part of Manufacturing Process

Input

Variety of Moulds



- Has more than 100 moulds
 - 300+ SKU's



All the Moulds are imported

Purchase of Moulds



A Mould can be utilized for 15+ years

Life of Moulds

Processing



Place: Bhavnagar, Gujarat



Output

Production Capacity



400,000 units per annum



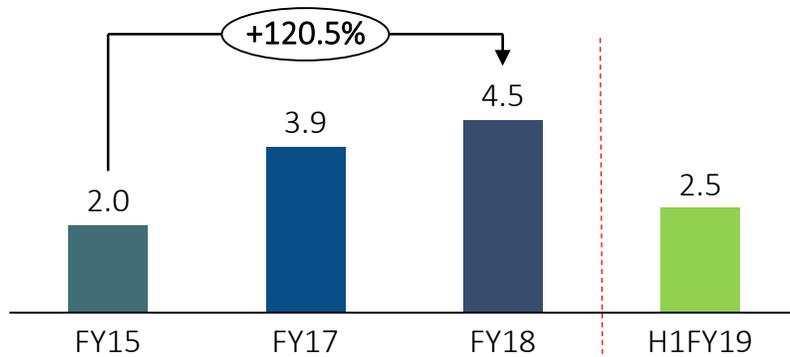
Made as per the customer needs

Made to Order

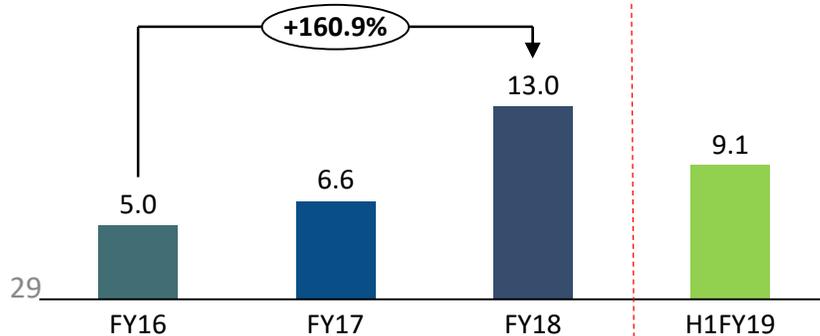
Presence in UK through “Homestyle”

Acrysil is the holding company and has 98.75% of HomeStyle (UK)

Revenues (Mn. GBP)



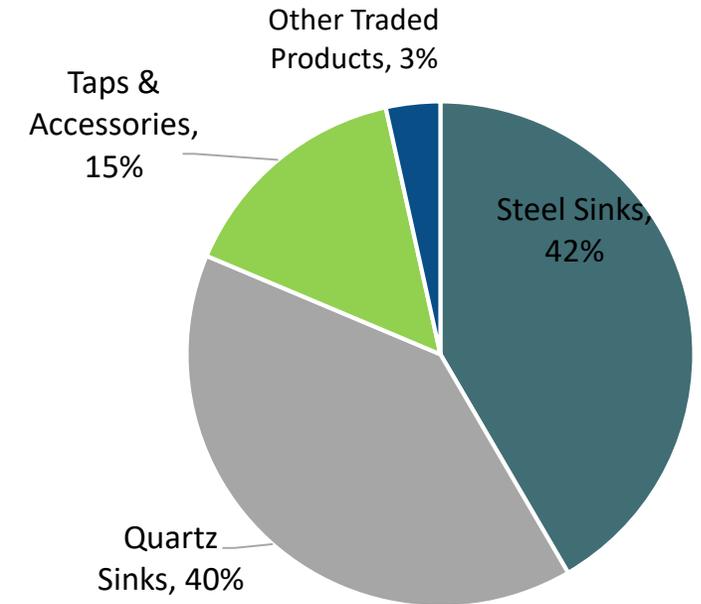
Revenues from Quartz Sink Business (Rs. Crores)



Purchased 75% stake in Homestyle in June 2014 for ~Rs. 26.50 crores

Products sold under HomeStyle UK

1. Quartz Sinks
2. Steel Sinks
3. Taps & Accessories
4. Other Traded Products



H1FY2019

Our Distribution Model

International

STRATEGIC Acquisition of Homestyle UK Limited
(A kitchen products distribution company)
with 98.75% Stake

Significant Presence in UK Market

01

Outsources and sells it to the Top Customers

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

02

03

Increase in Market Presence and Visibility

Domestic

Strong Foothold in India

 1,300 Dealers

 65 Franchise Shop

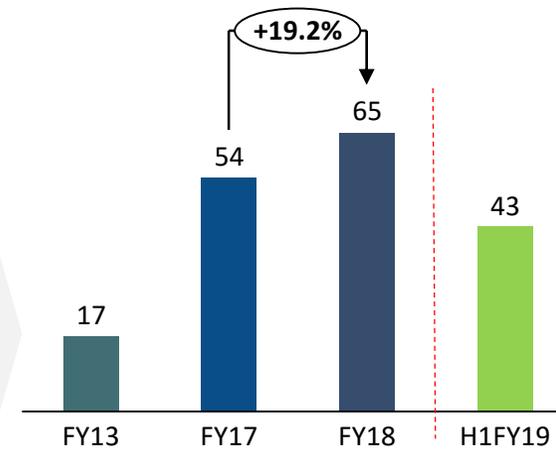
 65 Gallery

 80 Distributors

 5 Offices

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

Rs. In Crores



Domestic Revenue

Multiple Growth Drivers

01 Strong Distribution Network

Strengthen the Distribution network by tie up with Homestyle and plan to add new 100 galleries and 34 more distributor

02 Branding & Technology

Focused on capturing the Brand Mindspace of niche Consumers

03 Huge Product Range

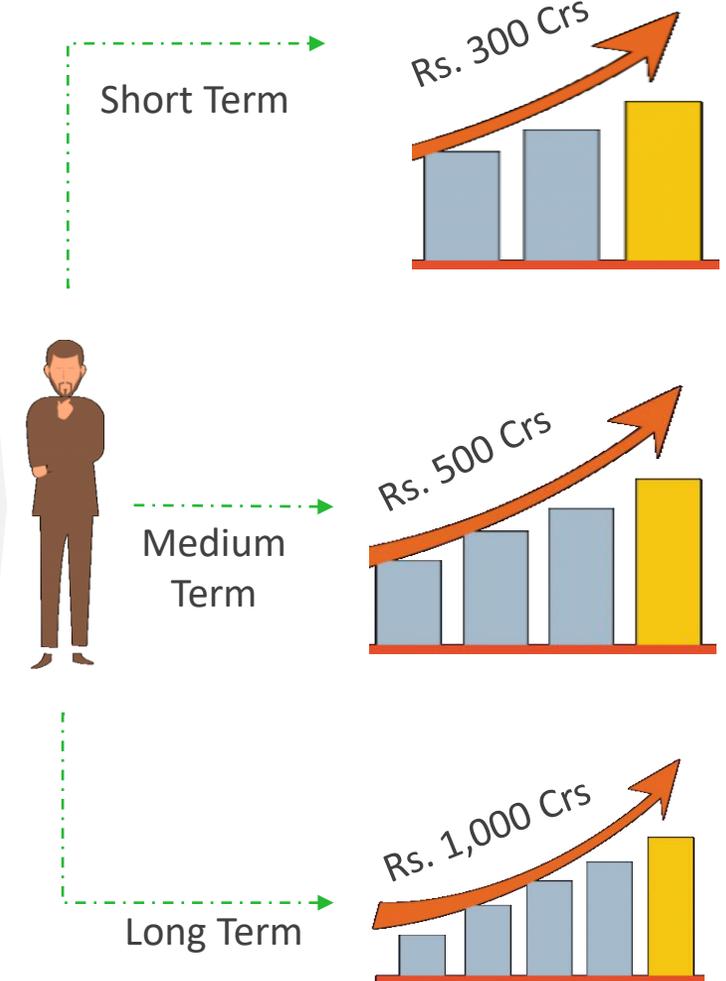
Entry into the kitchen appliances market with innovation, R&D and design capabilities – Aim to become a major player

04 Expansion

Currently catering to 43 countries strive to spread the wings to 70 countries in next three years by exploring the uncatered geographies

05 Only Quartz Sink Company

Only company in India and amongst the 4 global players manufacturing Quartz Sinks



Board of Directors



Mr. Chirag A. Parekh

- 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. 181 crores 2017
- He heads the company as the managing director since 2008



Dr. Sonal Ambani

- 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. Jagdish R. Naik

- 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



Mr. Ajit Sanghvi

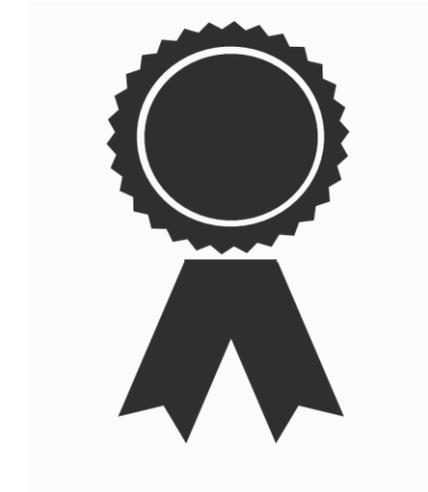
- A Chartered Accountant, has extensive experience in financial service industry and stock broking.
- He serves as a director of Sterling Consultancy Pvt. Ltd., Hrisal Investment Advisors Pvt. Ltd., MSS Securities Pvt. Ltd. And Harileela Investrade Pvt. Ltd.



Mr. Pradeep Gohil

- 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

Awards & Certifications



Award Certificate for Manufacturing Innovation & Design

iF Design Award to Sternhagen SaniQ kristall wash basin

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

IPF Fastest growing Manufacturing Company Award

Certificate for 'Best CSR practices' by Rotary Club

FGI's Award for 'Good Industrial Relations'



C A R Y S I L[®]



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