

**Leader in Lifestyle Kitchen Products**

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



**Investor Presentation  
November 2021**

# Safe Harbor

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## Q2 & H1 FY22 Highlights



# H1 FY22 Performance

## Message from Chairman & MD

*Commenting on the Results, Mr. Chirag Parekh, Chairman & Managing Director said, "Q2 FY22 was another quarter of strong performance. Q1 FY22 was impacted by second wave of covid-19 and cyclone, however with reopening of economy, we have witnessed normalization of business activities. Despite of operational challenges for few months in the first half, we were able to achieve total income growth of +79% YoY in H1 FY22. We have maintained our margin at 23.3% on back of stable raw material price and cost efficiency measures.*

*We have witnessed robust demand for our products. Strong industry tailwinds observed which is driven by sharp uptick in spends towards home improvement and consumer preference for aesthetic superior products globally. We foresee demand to sustain and continue over long term, making us confident of our growth in business trajectory ahead.*

*We are pleased to inform that we have completed our expansion of 140,000 units of Quartz sinks in October '21. We announced greenfield expansion of 160,000 units in August '21 which is progressing as per schedule and further announce additional capacity expansion by 200,000 units taking our total capacity to 1.2 million sinks by Q2 FY23. Our Company is putting all efforts to complete it by the given timeline.*

*We have collaborated with famous Bollywood celebrity Vaani Kapoor for the new marketing campaign for our 'Carysil' brand. This association shall strengthen our brand position and create a brand recall for lifestyle products among the youth.*

*With our unique product ranges, recent tie-ups, capacity expansion & committed & experienced team, we are well placed to benefit from the increased demand of home improvement products. We strive to expand the Company across the globe and touch more lives while increasing our value proposition"*



Total  
Income\*  
**+79%**



EBITDA  
**+88%**



PAT after  
MI  
**+123%**

## Key Highlights

- Company reported EBITDA and PAT of Rs. 51.4 Crores and Rs. 31.1 crores respectively for H1 FY22
- Quartz sinks continue to be significant contributor to the revenues with a share of 76% as on H1 FY22
- Domestic business for H1 FY22 contributed 21% of the revenue
- Exports business for H1 FY22 contributed 79% of the revenue
- Company is doing another expansion by 200,000 units of Quartz sinks at Bhavnagar, Gujarat taking overall capacity to 1.20 million sinks

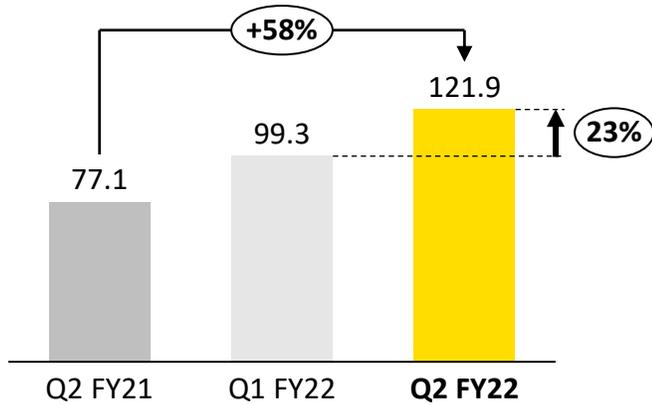
*\*Includes gain / (loss) on Foreign Exchange  
On Consolidated Basis*



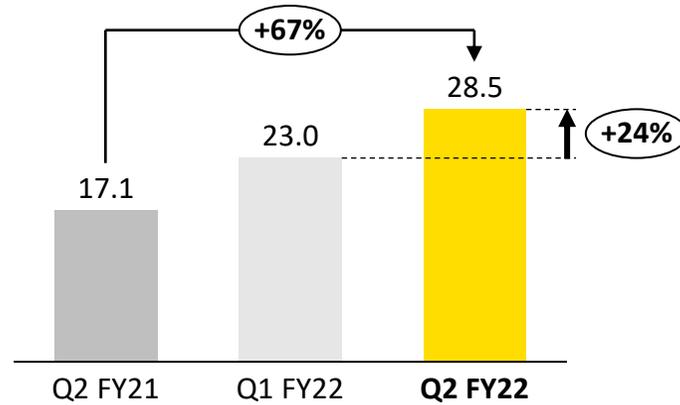
# Consolidated: Q2 FY22 Performance

Rs. Crores

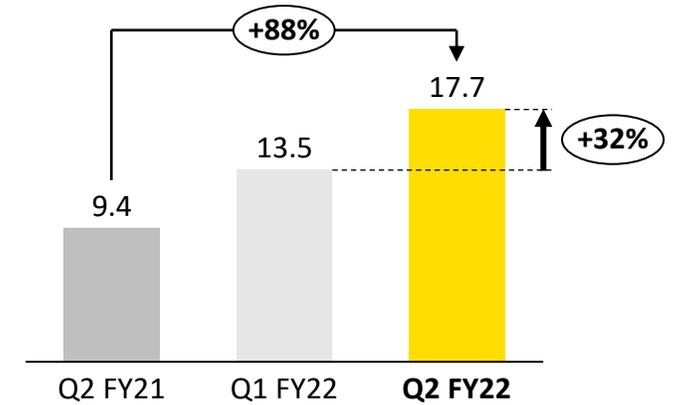
### Total Income\* (Rs. Crs)



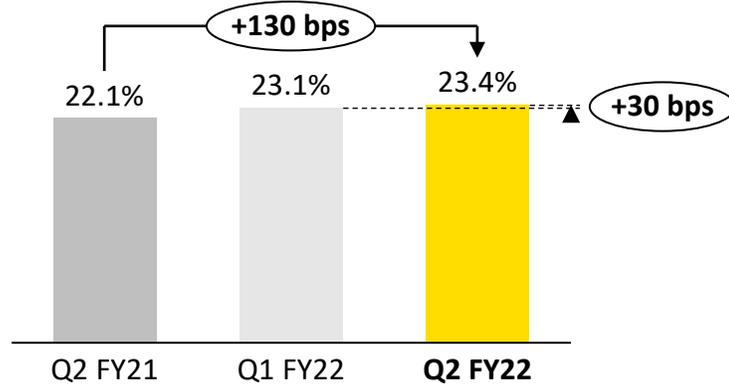
### EBITDA (Rs. Crs)



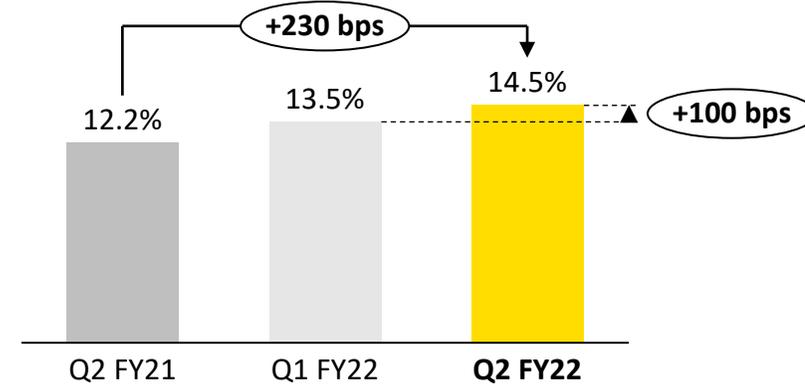
### PAT After MI (Rs. Crs)



### EBITDA Margin (%)



### PAT After MI Margin (%)

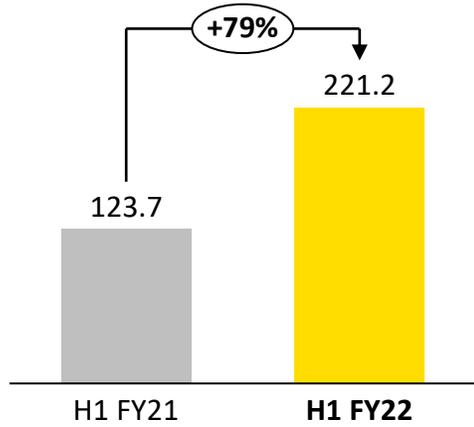


\*Includes gain / (loss) on Foreign Exchange

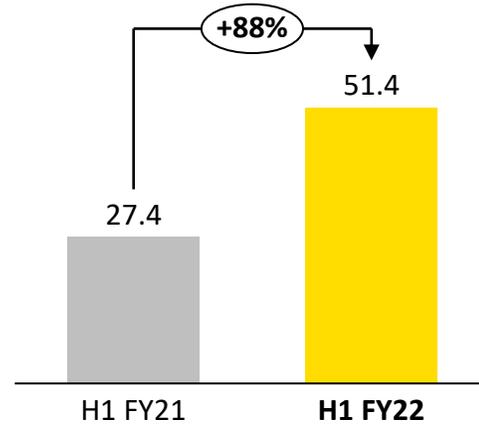
# Consolidated: H1 FY22 Performance

Rs. Crores

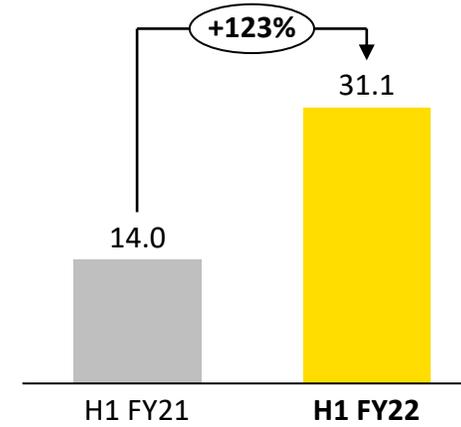
### Total Income\* (Rs. Crs)



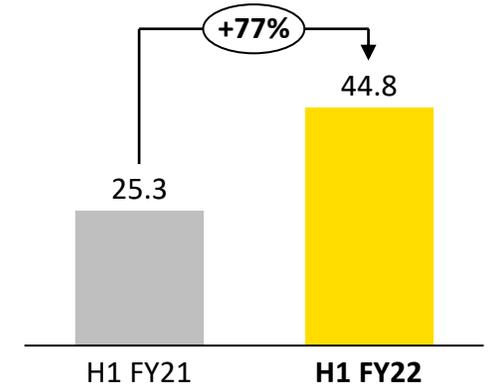
### EBITDA (Rs. Crs)



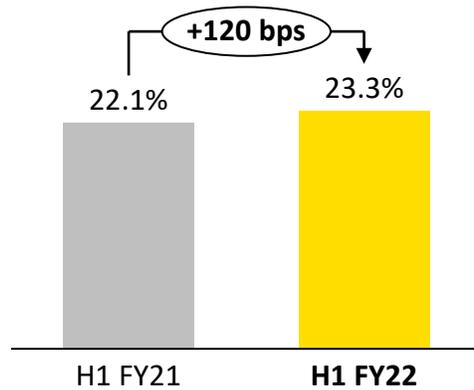
### PAT After MI (Rs. Crs)



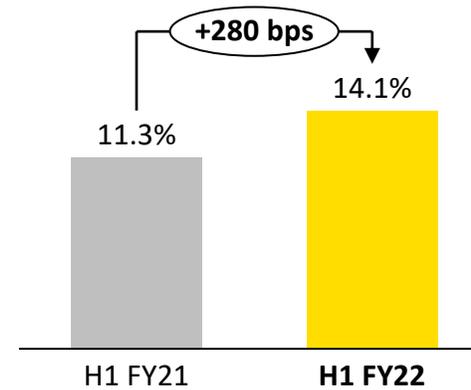
### Domestic Revenue (Rs. Crs)



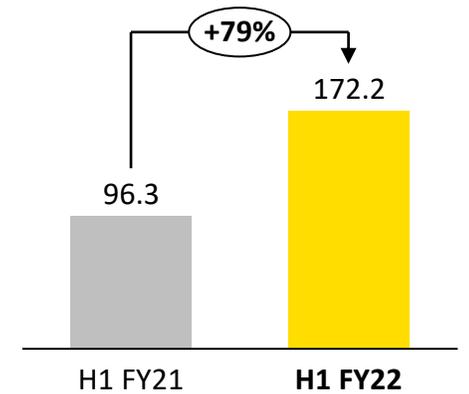
### EBITDA Margin (%)



### PAT After MI Margin (%)



### Exports Revenue (Rs. Crs)



\*Includes gain / (loss) on Foreign Exchange



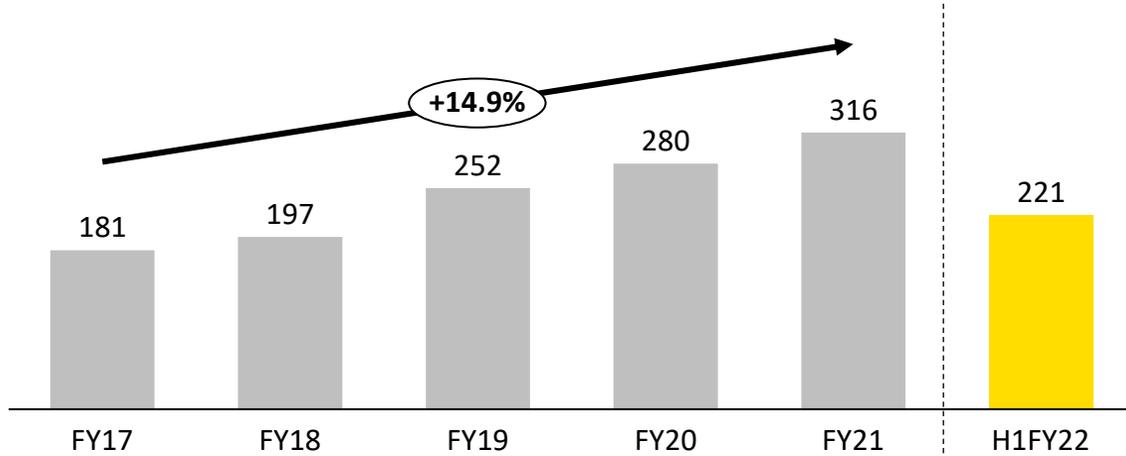
**CARYSIL**  
Kitchen Sinks &  
Built-in Kitchen Appliances

**STERNHAGEN**  
BESPOKE BATH LIFESTYLE

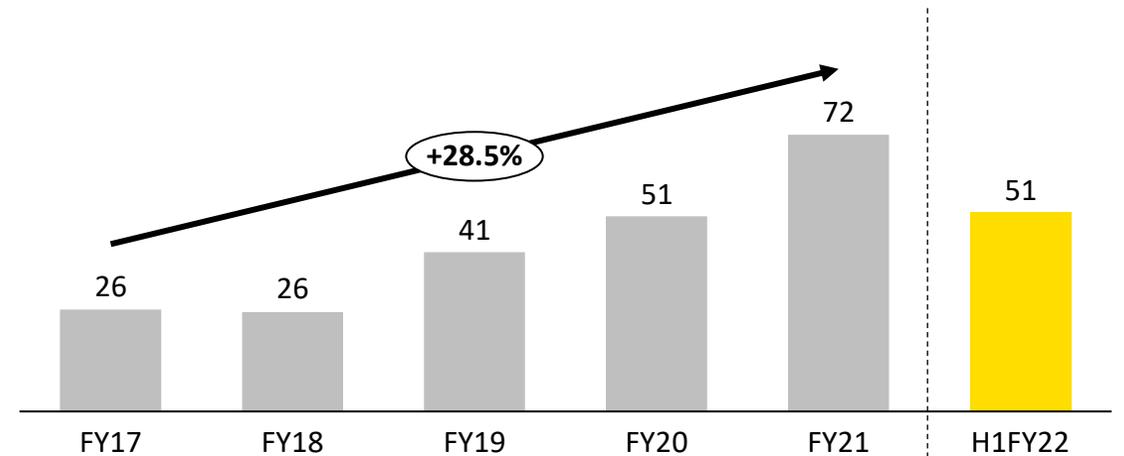
# Consistent Growth

Rs. Crores

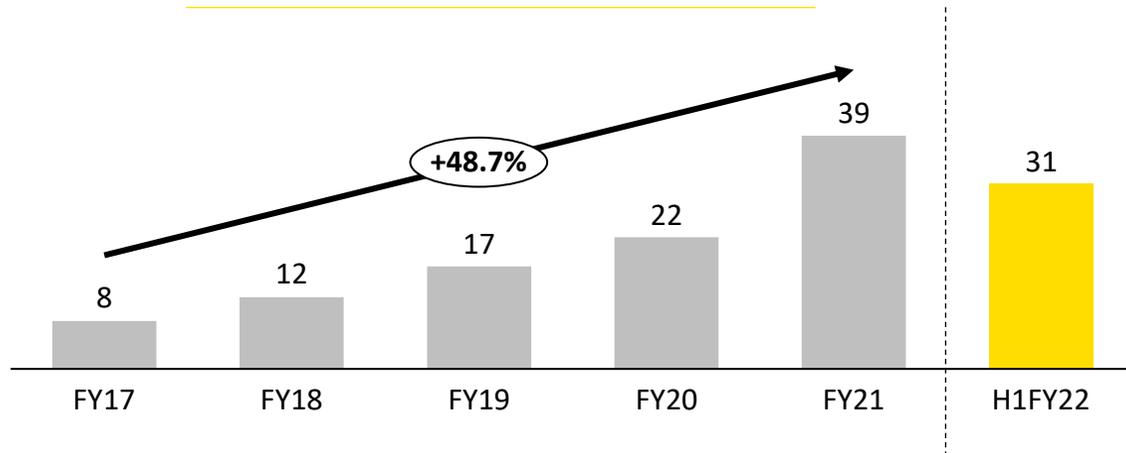
## Total Income



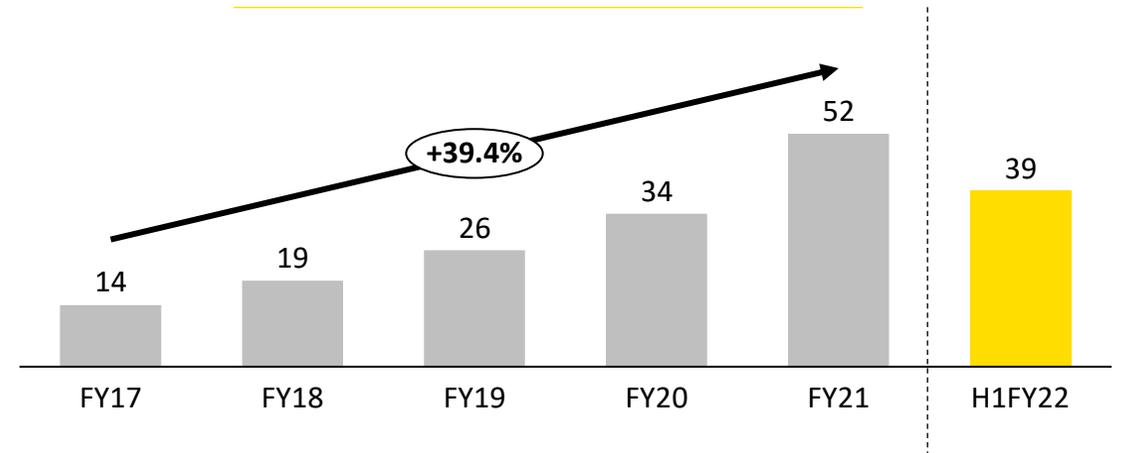
## EBITDA



## PAT After MI



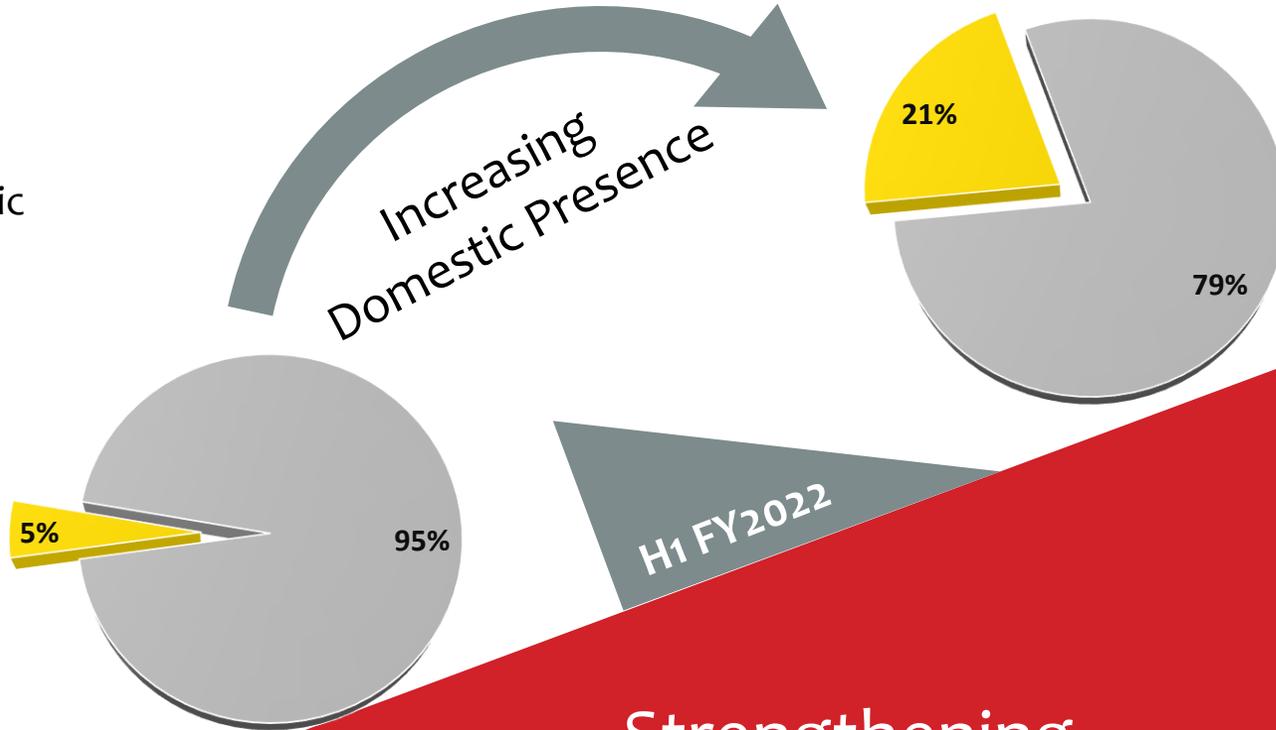
## Cash PAT After MI



# Revenue Mix

## Geography-wise Revenue

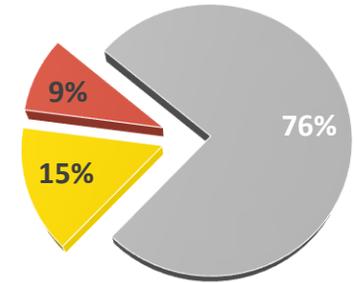
- Export
- Domestic



Strengthening 'Carysil' Brand

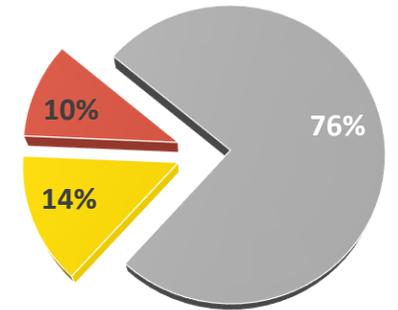
## Product-wise Revenue

H1 FY22



- Quartz Sink
- Steel Sink
- Appliances & Others

FY21



- Quartz Sink
- Steel Sink
- Appliances & Others

# Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q2 FY22	Q2 FY21	Y-o-Y	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y	FY21
Revenue	119.4	75.6		97.5		217.0	121.6		309.7
Gain / (Loss) on Foreign Exchange	2.5	1.5		1.8		4.3	2.1		5.8
<b>Total Income</b>	<b>121.9</b>	<b>77.1</b>	<b>58%</b>	<b>99.3</b>	<b>23%</b>	<b>221.2</b>	<b>123.7</b>	<b>79%</b>	<b>315.5</b>
Raw Material	53.5	36.6		43.6		97.1	58.0		141.8
Employee Expenses	8.9	5.0		6.7		15.6	9.3		22.2
Other Expenses	31.1	18.5		26.0		57.0	29.1		79.9
<b>EBITDA</b>	<b>28.5</b>	<b>17.1</b>	<b>67%</b>	<b>23.0</b>	<b>24%</b>	<b>51.4</b>	<b>27.4</b>	<b>88%</b>	<b>71.6</b>
<b>EBITDA Margin (%)</b>	<b>23.4%</b>	<b>22.1%</b>		<b>23.1%</b>		<b>23.3%</b>	<b>22.1%</b>		<b>22.7%</b>
Other Income	0.4	0.3		1.0		1.4	0.8		2.2
Depreciation	4.4	2.9		3.6		8.0	5.7		12.7
<b>EBIT</b>	<b>24.5</b>	<b>14.5</b>	<b>69%</b>	<b>20.4</b>	<b>20%</b>	<b>44.8</b>	<b>22.5</b>	<b>100%</b>	<b>61.1</b>
<b>EBIT Margin (%)</b>	<b>20.1%</b>	<b>18.8%</b>		<b>20.5%</b>		<b>20.3%</b>	<b>18.2%</b>		<b>19.4%</b>
Finance Cost	2.0	1.7		1.9		3.9	3.7		7.3
<b>Profit Before Tax</b>	<b>22.5</b>	<b>12.8</b>	<b>76%</b>	<b>18.4</b>	<b>22%</b>	<b>40.9</b>	<b>18.8</b>	<b>118%</b>	<b>53.8</b>
Tax	4.7	3.3		4.9		9.6	4.7		14.5
<b>Profit After Tax</b>	<b>17.8</b>	<b>9.5</b>	<b>88%</b>	<b>13.5</b>	<b>32%</b>	<b>31.3</b>	<b>14.0</b>	<b>123%</b>	<b>39.3</b>
<b>PAT After Tax Margin(%)</b>	<b>14.6%</b>	<b>12.3%</b>		<b>13.6%</b>		<b>14.2%</b>	<b>11.3%</b>		<b>12.5%</b>
MI	0.1	0.1		0.1		0.2	0.0		0.2
<b>PAT After MI</b>	<b>17.7</b>	<b>9.4</b>	<b>88%</b>	<b>13.5</b>	<b>32%</b>	<b>31.1</b>	<b>14.0</b>	<b>123%</b>	<b>39.1</b>
<b>PAT After MI Margin(%)</b>	<b>14.5%</b>	<b>12.2%</b>		<b>13.5%</b>		<b>14.1%</b>	<b>11.3%</b>		<b>12.4%</b>

Note: 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



# Consolidated Balance Sheet

<b>Assets (Rs. Crs.)</b>	<b>Sep-21</b>	<b>Mar-21</b>
<b>Non-current assets</b>	<b>199.9</b>	<b>170.3</b>
Property Plant & Equipment	131.1	121.2
Right to use of assets	8.2	5.0
Goodwill	23.9	23.9
Intangible Assets	1.8	1.9
Capital Work in Progress	22.6	10.0
<b>Financial Assets</b>		
(i) Others Non-Current Financial Asset	1.3	1.2
Other Non-Current Assets	11.1	7.1
<b>Current Assets</b>	<b>254.3</b>	<b>220.9</b>
Inventories	70.9	54.6
<b>Financial Assets</b>		
(i) Trade receivables	94.0	83.0
(ii) Cash and Cash Equivalents	8.6	7.7
(iii) Bank Balances other than above	3.9	12.4
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	15.4	17.3
Other Current Assets	24.3	16.7
Current Tax Assets (Net)	37.0	29.0
<b>Total Assets</b>	<b>454.2</b>	<b>391.2</b>

<b>Liabilities (Rs. Crs.)</b>	<b>Sep-21</b>	<b>Mar-21</b>
<b>Total Equity</b>	<b>224.1</b>	<b>194.0</b>
Share capital	5.3	5.3
Other Equity	215.9	186.1
Money received against Share Warrants	0.0	0.0
Non Controlling Interest	2.9	2.6
<b>Non-Current liabilities</b>	<b>37.7</b>	<b>31.0</b>
<b>Financial Liabilities</b>		
(i) Borrowings	26.8	21.7
Lease Liabilities	6.6	4.6
Deferred Tax liabilities (Net)	3.7	4.0
Provisions	0.7	0.7
Other financial Liabilites	-	-
<b>Current liabilities</b>	<b>192.4</b>	<b>166.2</b>
<b>Financial Liabilities</b>		
(i) Borrowings	74.3	79.6
(ii) Trade payables	58.7	41.8
(iii) Other Financial Liabilities	4.2	3.2
Lease Liabilities	2.0	1.0
Other current liabilities	10.1	7.9
Provisions	1.4	1.0
Current Tax Liabilities	41.6	31.8
<b>Total Liabilities</b>	<b>454.2</b>	<b>391.2</b>

# Consolidated Cash Flow Statement

Particulars (Rs. Crs.)	Sep-21	Sep-20
<b>Net Profit For The Year</b>	<b>31.3</b>	<b>14.0</b>
Adjustments for: Non-Cash Items / Other Investment or Financial Items	22.3	16.1
<b>Operating profit before working capital changes</b>	<b>53.7</b>	<b>30.1</b>
Changes in working capital	-8.4	-10.3
<b>Cash generated from Operations</b>	<b>45.2</b>	<b>19.8</b>
Direct taxes paid (net of refund)	-8.1	-3.0
<b>Net Cash from Operating Activities</b>	<b>37.2</b>	<b>16.7</b>
<b>Net Cash from Investing Activities</b>	<b>-28.3</b>	<b>-6.4</b>
<b>Net Cash from Financing Activities</b>	<b>-8.0</b>	<b>-10.5</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>0.9</b>	<b>-0.2</b>
Add: Cash & Cash equivalents at the beginning of the period	7.7	5.9
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>8.6</b>	<b>5.7</b>

# Standalone Profit & Loss

Particulars (Rs. Crs.)	Q2FY22	Q2FY21	Y-o-Y	Q1FY22	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y	FY21
Revenue	94.4	61.2		78.7		173.1	97.4		248.3
Gain / (Loss) on Foreign Exchange	2.5	1.5		1.7		4.3	2.1		5.8
<b>Total Income</b>	<b>97.0</b>	<b>62.7</b>	<b>55%</b>	<b>80.4</b>	<b>21%</b>	<b>177.4</b>	<b>99.5</b>	<b>78%</b>	<b>254.2</b>
Raw Material	41.2	29.0		34.7		75.9	44.3		110.2
Employee Expenses	7.0	3.8		4.7		11.7	7.1		16.0
Other Expenses	26.7	17.0		22.8		49.5	26.1		72.7
<b>EBITDA</b>	<b>22.1</b>	<b>12.9</b>	<b>71%</b>	<b>18.1</b>	<b>22%</b>	<b>40.2</b>	<b>22.0</b>	<b>83%</b>	<b>55.3</b>
<b>EBITDA Margin (%)</b>	<b>22.8%</b>	<b>20.6%</b>		<b>22.5%</b>		<b>22.7%</b>	<b>22.1%</b>		<b>21.7%</b>
Other Income	0.3	0.4		5.3*		5.7	0.9		1.5
Depreciation	4.2	2.7		3.4		7.6	5.2		11.6
<b>EBIT</b>	<b>18.2</b>	<b>10.6</b>	<b>71%</b>	<b>20.1</b>	<b>-9%</b>	<b>38.3</b>	<b>17.7</b>	<b>117%</b>	<b>45.2</b>
<b>EBIT Margin (%)</b>	<b>18.8%</b>	<b>17.0%</b>		<b>25.0%</b>		<b>21.6%</b>	<b>17.8%</b>		<b>17.8%</b>
Finance Cost	1.9	1.5		1.8		3.7	3.1		6.4
<b>Profit Before Tax</b>	<b>16.3</b>	<b>9.2</b>	<b>78%</b>	<b>18.3</b>	<b>-11%</b>	<b>34.6</b>	<b>14.5</b>	<b>138%</b>	<b>38.8</b>
Tax	3.6	2.7		4.1		7.7	4.0		12.1
<b>Profit After Tax</b>	<b>12.7</b>	<b>6.5</b>	<b>95%</b>	<b>14.2</b>	<b>-11%</b>	<b>26.9</b>	<b>10.5</b>	<b>156%</b>	<b>26.6</b>
<b>PAT After Tax Margin(%)</b>	<b>13.1%</b>	<b>10.4%</b>		<b>17.7%</b>		<b>15.2%</b>	<b>10.6%</b>		<b>10.5%</b>

Note: 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

\*Other Income for Q1 FY22, includes dividend income of Rs.4.43 crores received from a wholly owned subsidiary company



# Standalone Balance Sheet

<b>Assets (Rs. Crs.)</b>	<b>Sep-21</b>	<b>Mar-21</b>
<b>Non-current assets</b>	<b>175.2</b>	<b>145.6</b>
Property Plant & Equipment	114.0	104.9
Right to use of assets	8.2	5.0
Goodwill	0.0	0.0
Intangible Assets	1.8	1.8
Capital Work in Progress	21.4	9.7
<b>Financial Assets</b>		
Investments	16.5	14.1
Loans	2.5	2.4
Other Non-Current Financial Asset	1.2	1.2
Other Non-Current Assets	9.6	6.6
<b>Current Assets</b>	<b>194.4</b>	<b>176.3</b>
Inventories	50.7	39.0
<b>Financial Assets</b>		
(i) Trade receivables	63.4	60.9
(ii) Cash and Cash Equivalents	4.1	2.3
(iii) Bank Balances other than above	3.7	12.3
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	15.3	17.3
Other Current Assets	20.8	15.9
Current Tax Assets (Net)	36.4	28.5
<b>Total Assets</b>	<b>369.7</b>	<b>321.9</b>

<b>Liabilities (Rs. Crs.)</b>	<b>Sep-21</b>	<b>Mar-21</b>
<b>Total Equity</b>	<b>176.9</b>	<b>151.4</b>
Share capital	5.3	5.3
Other Equity	171.5	146.1
<b>Non-Current liabilities</b>	<b>33.3</b>	<b>26.1</b>
<b>Financial Liabilities</b>		
(i) Borrowings	21.8	16.2
Deferred Tax liabilities (Net)	4.4	4.8
Lease Liabilities	6.6	4.6
Provisions	0.5	0.5
Other financial Liabilities	-	-
<b>Current liabilities</b>	<b>159.5</b>	<b>144.3</b>
<b>Financial Liabilities</b>		
(i) Borrowings	69.3	74.9
(ii) Trade payables	42.4	31.2
(iii) Other Financial Liabilities	3.4	3.1
Lease Liabilities	2.0	1.0
Other current liabilities	3.9	4.1
Provisions	1.4	1.0
Current Tax Liabilities	37.2	29.0
<b>Total Liabilities</b>	<b>369.7</b>	<b>321.9</b>

# Standalone Cash Flow Statement

Particulars (Rs. Crs.)	Sep-21	Sep-20
<b>Net Profit For The Year</b>	26.9	10.5
Adjustments for: Non-Cash Items / Other Investment or Financial Items	19.7	14.3
<b>Operating profit before working capital changes</b>	<b>46.6</b>	<b>24.8</b>
Changes in working capital	-0.4	-8.7
<b>Cash generated from Operations</b>	<b>46.2</b>	<b>16.1</b>
Direct taxes paid (net of refund)	-7.8	-3.0
<b>Net Cash from Operating Activities</b>	<b>38.4</b>	<b>13.1</b>
<b>Net Cash from Investing Activities</b>	<b>-28.7</b>	<b>-5.8</b>
<b>Net Cash from Financing Activities</b>	<b>-7.9</b>	<b>-6.7</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>1.7</b>	<b>0.6</b>
Add: Cash & Cash equivalents at the beginning of the period	2.3	1.3
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>4.1</b>	<b>1.9</b>



# Capex Update

## Capacity Expansion of Quartz Kitchen Sinks

Capex Expansion of Additional 200,000 units announced on 11<sup>th</sup> November 2021

- Further Expansion of production capacity by an additional 200,000 units p.a at Bhavnagar taking the overall capacity to 1,200,000 sinks
- Proposed capex of ~Rs. 20
- Project likely to be completed by Q2 FY23

Capex Expansion of Additional 160,000 units announced on 30<sup>th</sup> August 2021

- Further Expansion of production capacity by an additional 160,000 units p.a through greenfield project at Bhavnagar taking the overall capacity to 1,000,000 sinks
- Proposed capex of ~ Rs. 38
- Project likely to be completed by Q1 FY23

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

- Capacity Expansion of 140,000 units was completed and commercial production commenced from 25<sup>th</sup> October, 2021
- The manufacturing capacity of Quartz Kitchen Sinks has increased from 700,000 units p.a. to 840,000 units p.a.
- Capex of ~ Rs.15 crores

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 Stainless Steel Sinks

Capacity Expansion of 90,000 units of Stainless Steel Sinks

- The Company is doubling production capacity of Stainless Steel sink from the existing 90,000 units p.a to 180,000 units p.a.
- Proposed capex of ~ Rs.10 crores
- New Capacity is expected to come onstream from Q4 FY22

# Marketing campaign for 'Carysil' Brand

Acrysil has signed Bollywood celebrity **'Vaani Kapoor'** for new marketing campaign of its 'Carysil' Brand

Under the 'Carysil' brand, company sells lifestyle kitchen sinks and built-in appliances

The association of Vani Kapoor will help the company to strength its brand position and create a brand recall for lifestyle products among the youth in the domestic market

The Company has always emphasized on the importance of manufacturing high quality new age products which are targeted towards meeting the increasing demand of quality and aesthetics

On her association with Brand **'Carysil'**, **Vaani Kapoor**, said:

*"I am truly excited with my association with 'Carysil' brand and looking forward to this collaboration. This association has given me opportunity to reach out to millions of youth and encourage them to go ahead and look at the niche and innovative products offered."*

Comments by **Mr. Chirag Parekh, Chairman & Managing Director, Acrysil Limited** said:

*"We are excited on collaborating with 'Vaani Kapoor' for the marketing campaign of our 'Carysil' Brand. She has a huge fan following and also has an influential presence on social media. She is a very talented actor, and her personality completely resonates with our brand ethos of delivering the best. We believe this association will further deepen the brands connect, increase brand recall, give users a greater sense of purpose and drive greater consumption of Carysil products across the country."*

# 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  
**840,000\*** sinks per annum

Exports  
**55+ countries** worldwide

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

Brands  
**“CARYSIL” & “STERNHAGEN”**

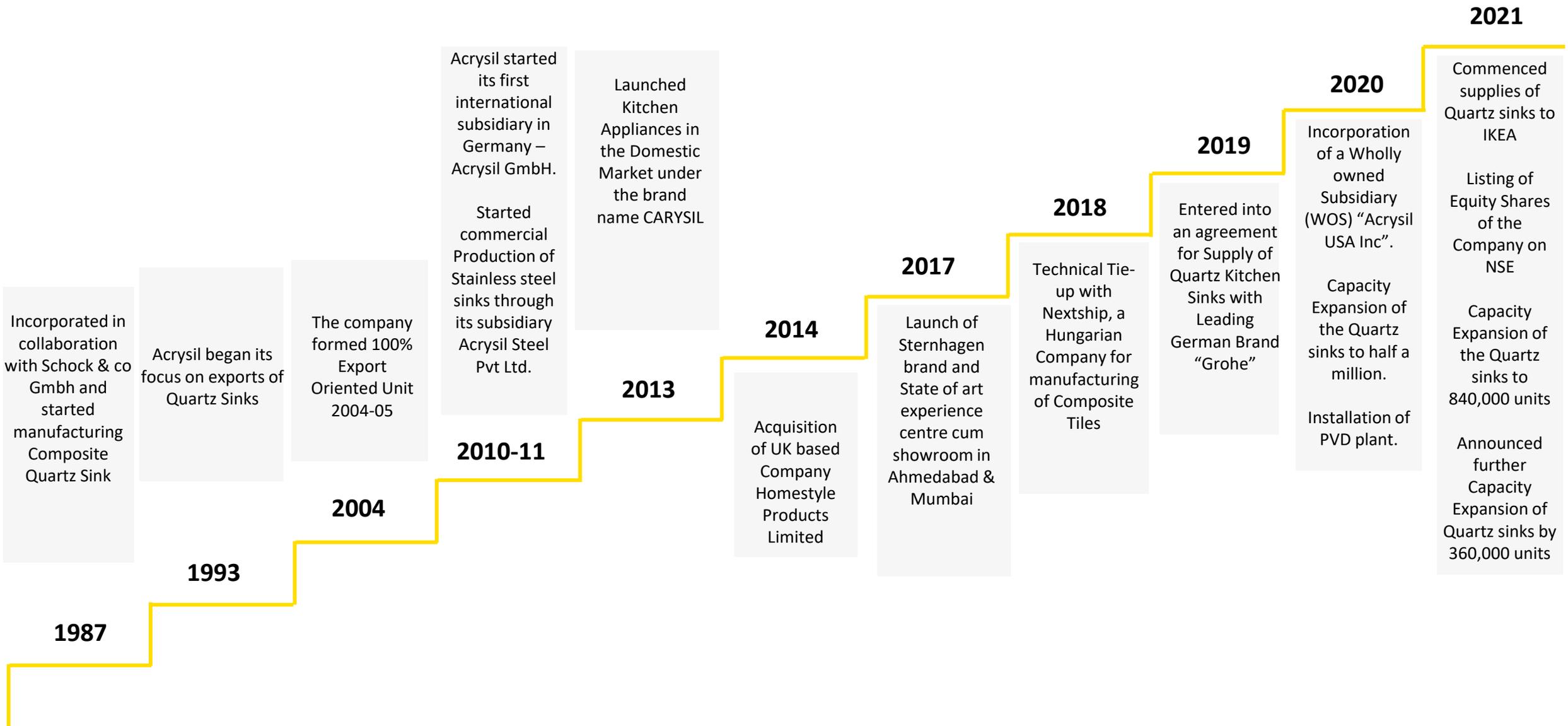
**State of art Showroom cum  
Experience center** in Ahmedabad  
& Mumbai

**Exclusive product galleries**  
for ‘Carysil’

\* 1,40,000 units of capacity expansion completed in October 2021



# 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: 8,40,000 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



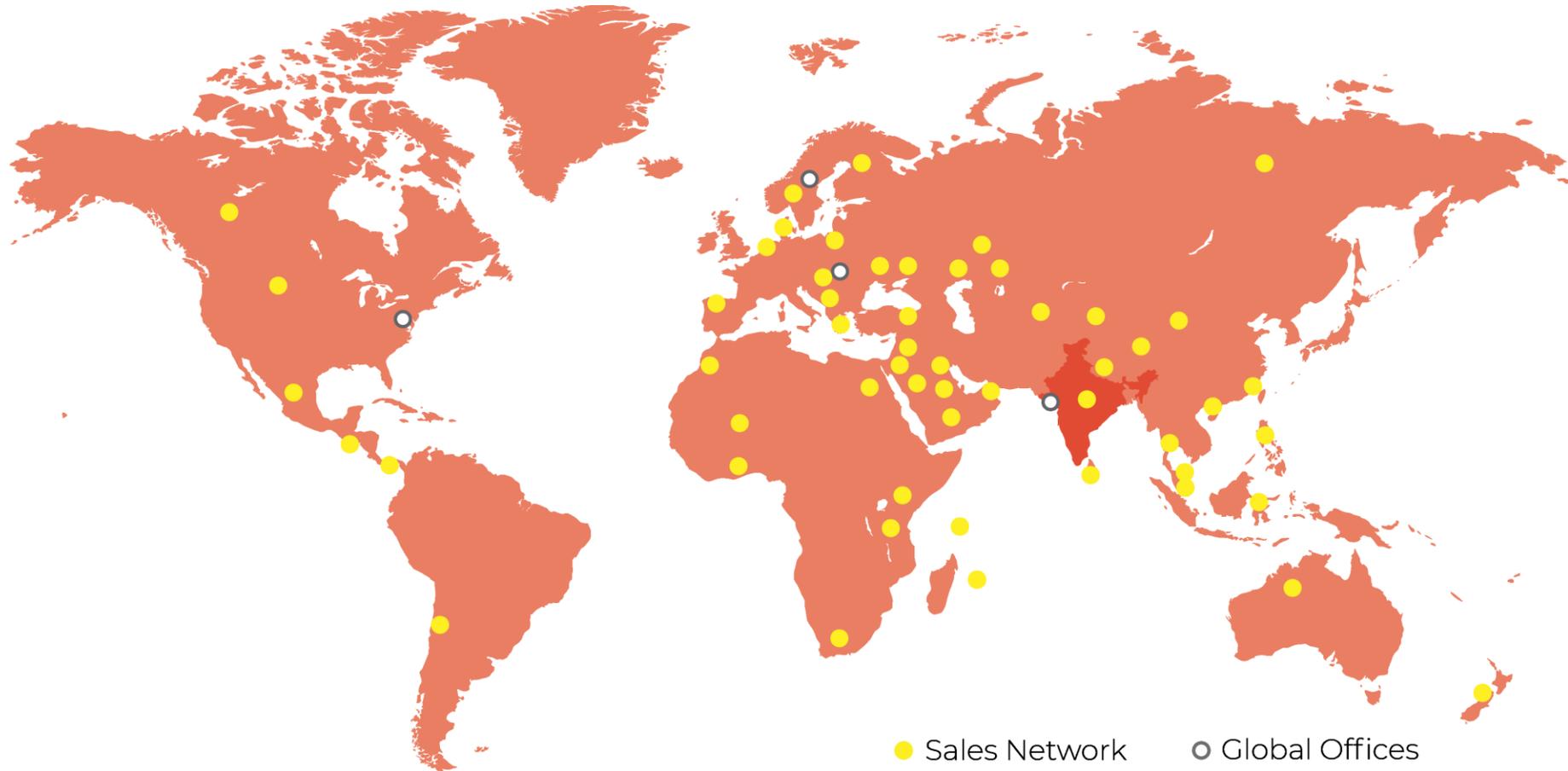
## Product Basket

- 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

\* 1,40,000 units of capacity expansion completed in October 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'

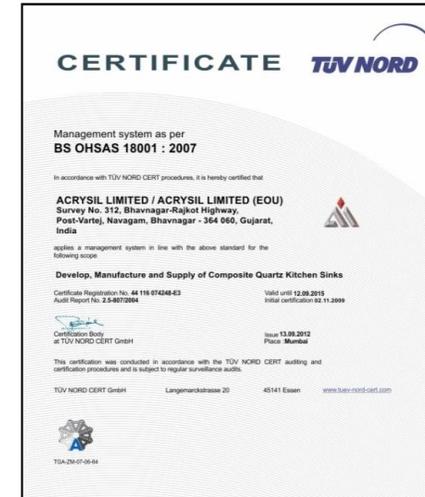
IPF Fastest growing Manufacturing Company Award

If Design Award to Sternhagen SaniQ kristall wash basin

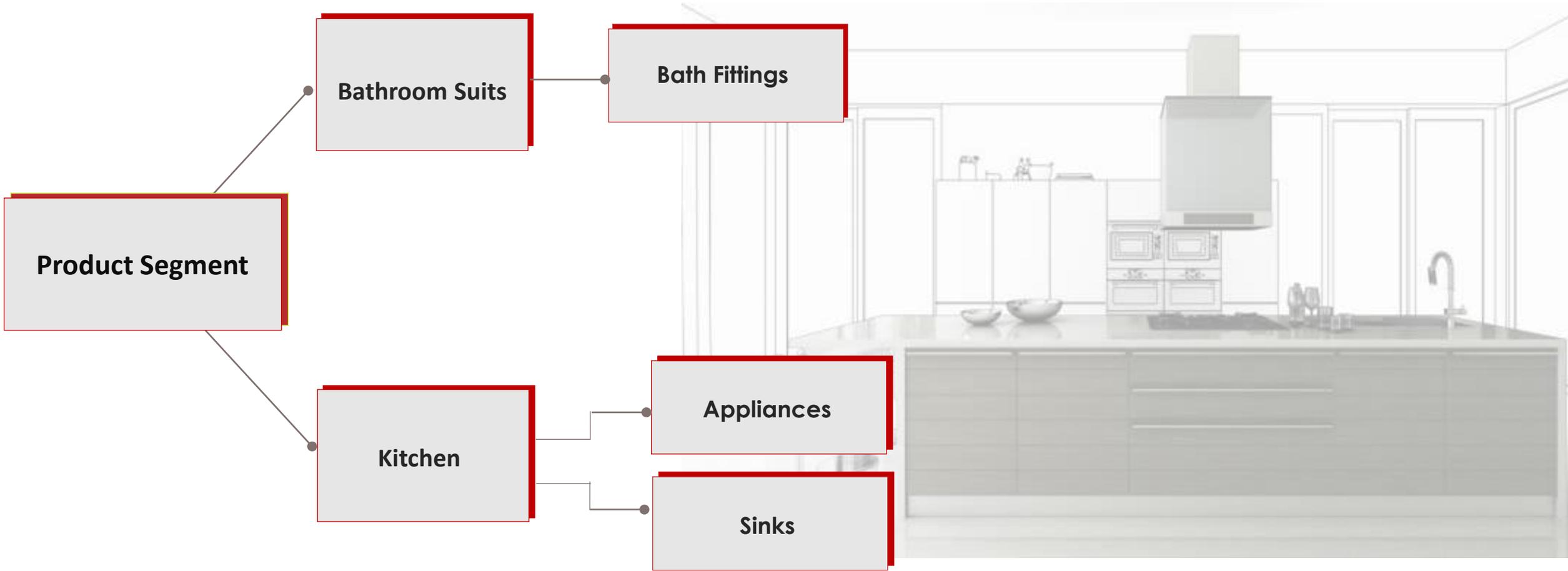
Certificate for 'Best CSR practices' by Rotary Club

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 **8,40,000\*** Quartz kitchen sinks annually

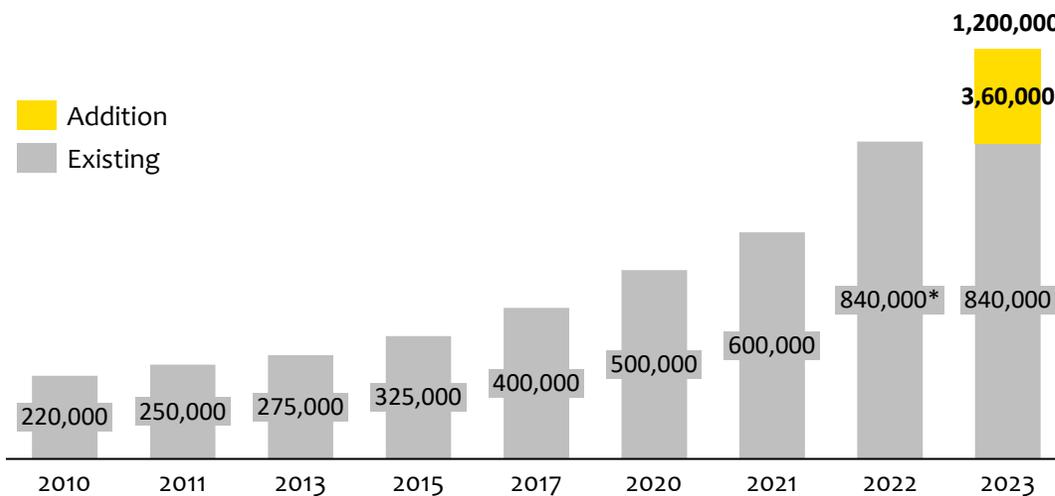
**Different Models**

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)



\* 1,40,000 units of capacity expansion completed in October 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: 15% 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*



\* H1 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

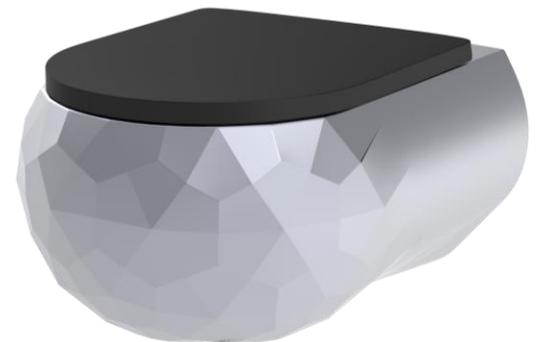
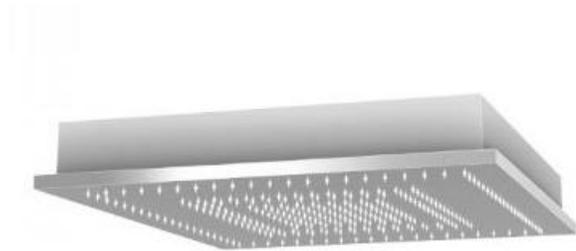


Poised to become a significant player in the overall Kitchen Segment:

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

\* H1 FY22 Consolidated Revenue

## Bath Segment

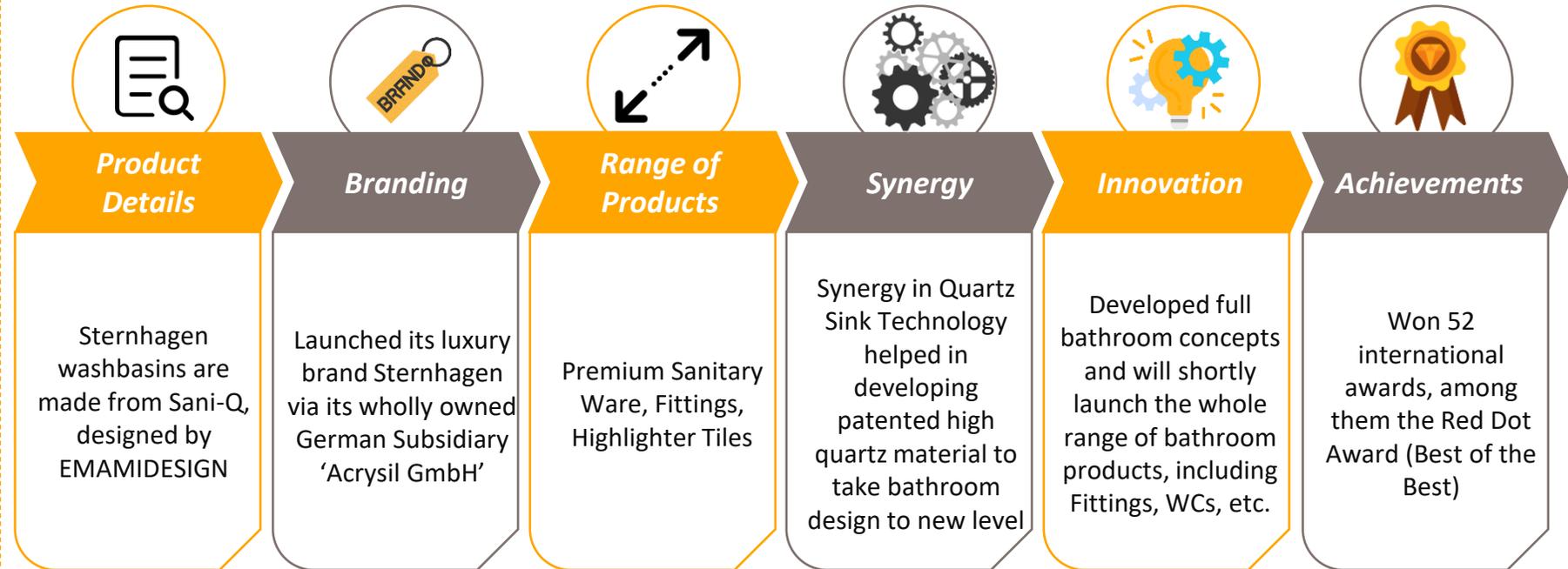


# Bath Segment – Synergetic Move to Leverage Quartz Technology

**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

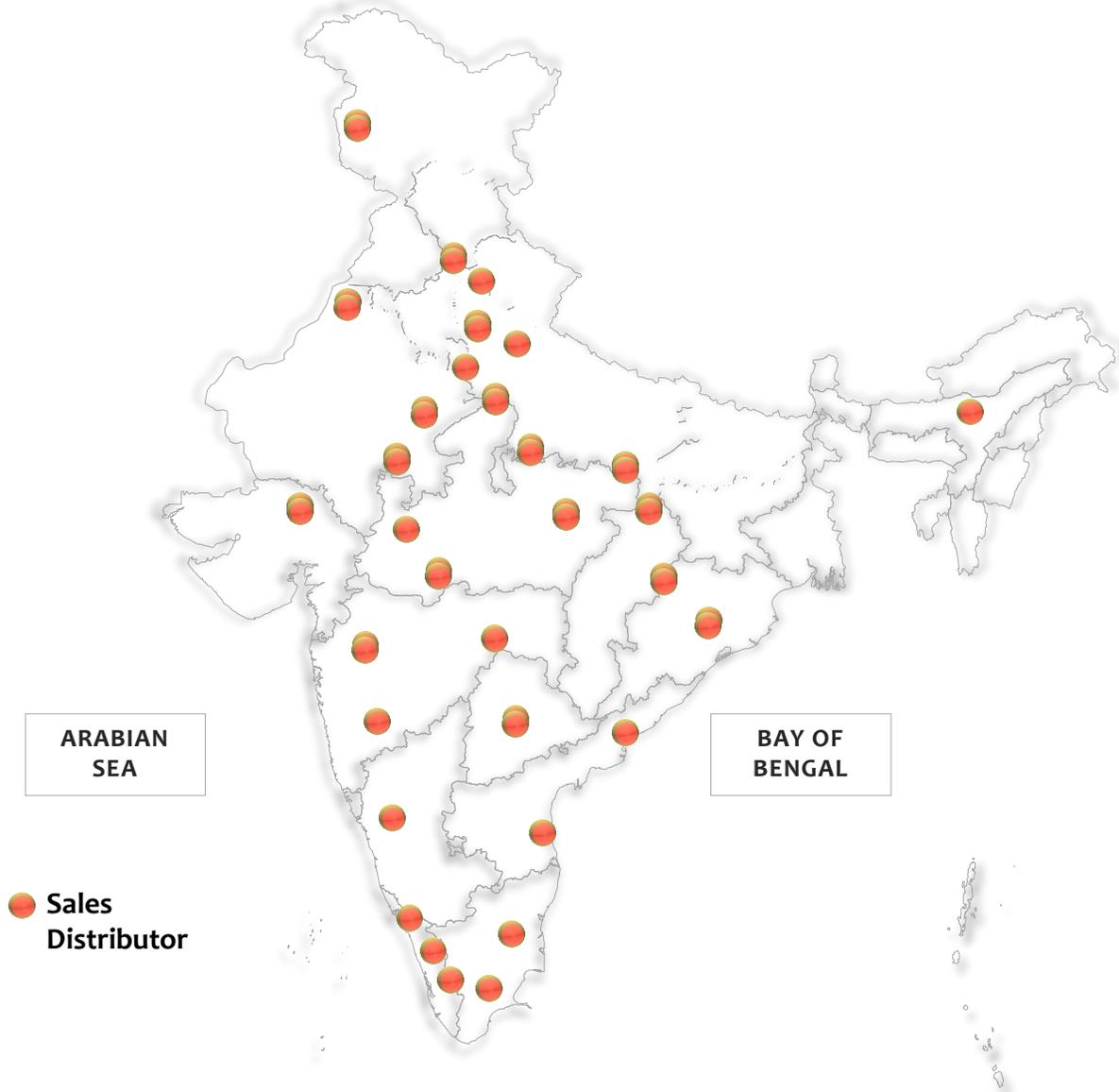


# Moulds an Integral Part of Manufacturing Process

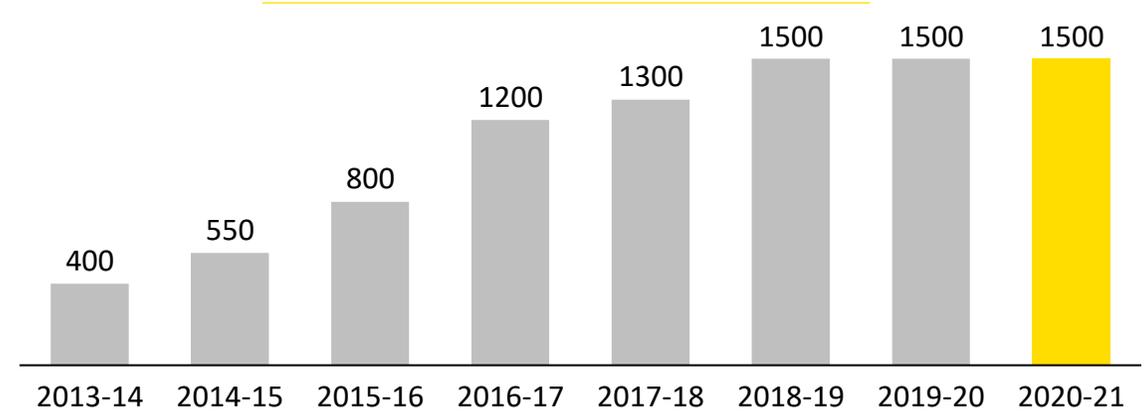


\* 1,40,000 units of capacity expansion completed in October 2021

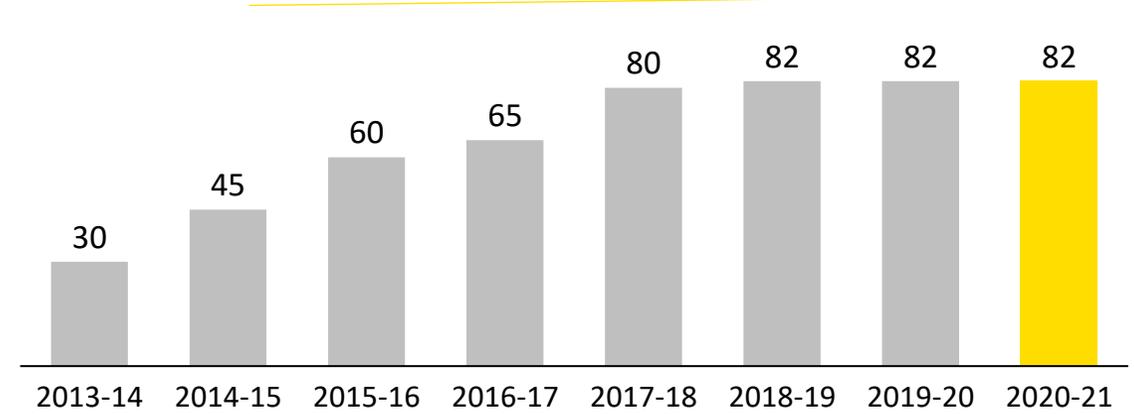
# Domestic Presence - Strengthening of our Brands



### Dealer Network



### Distributor Network



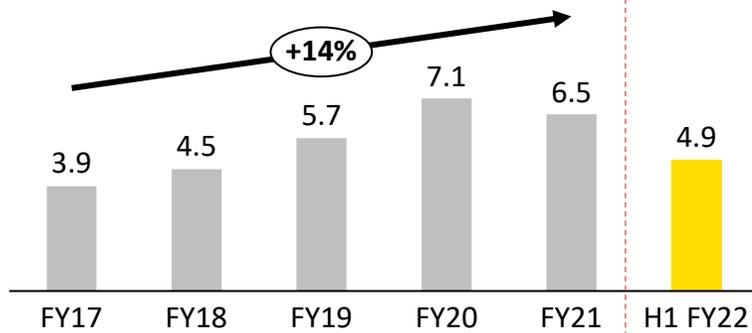
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# Presence in UK through Acrysil Products Ltd.

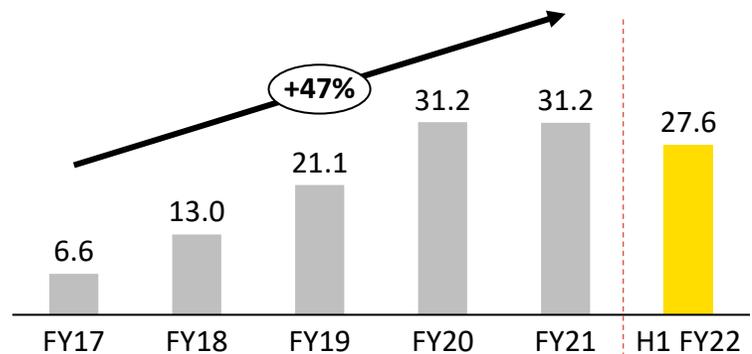
(formerly known as Homestyle Products Ltd.)

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)

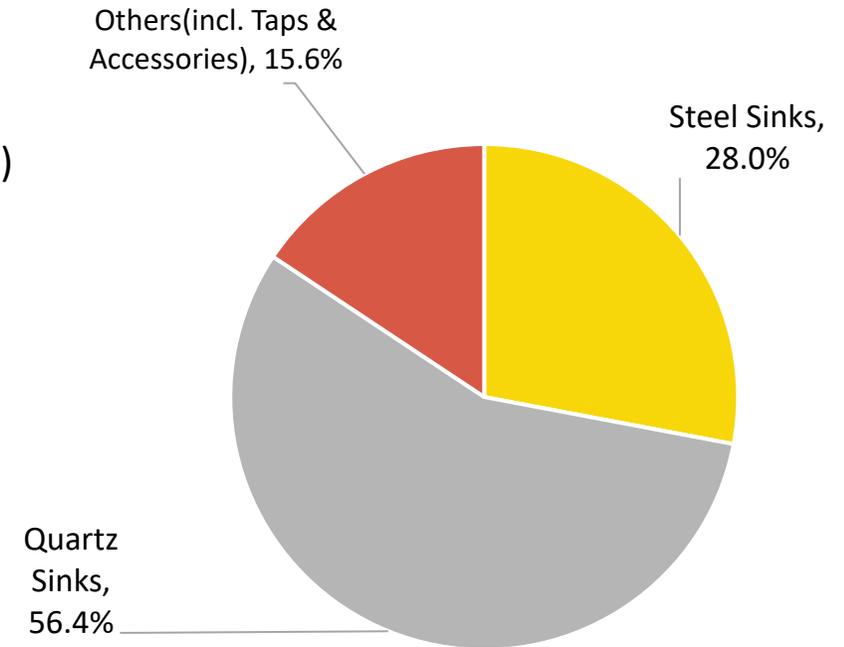


### Revenues from Quartz Sink Business (Rs. Crs.)



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

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



H1 FY22

# Our Distribution Model

## International

**STRATEGIC Acquisition of Homestyle Products 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

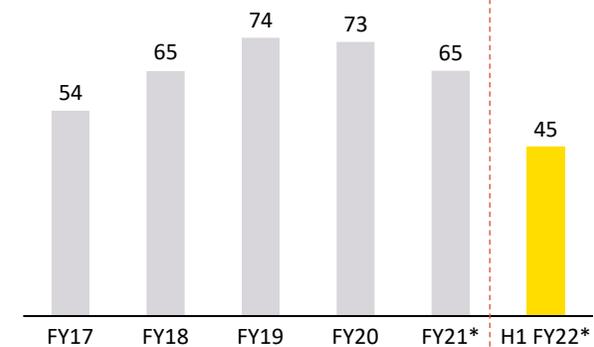


5 Offices

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

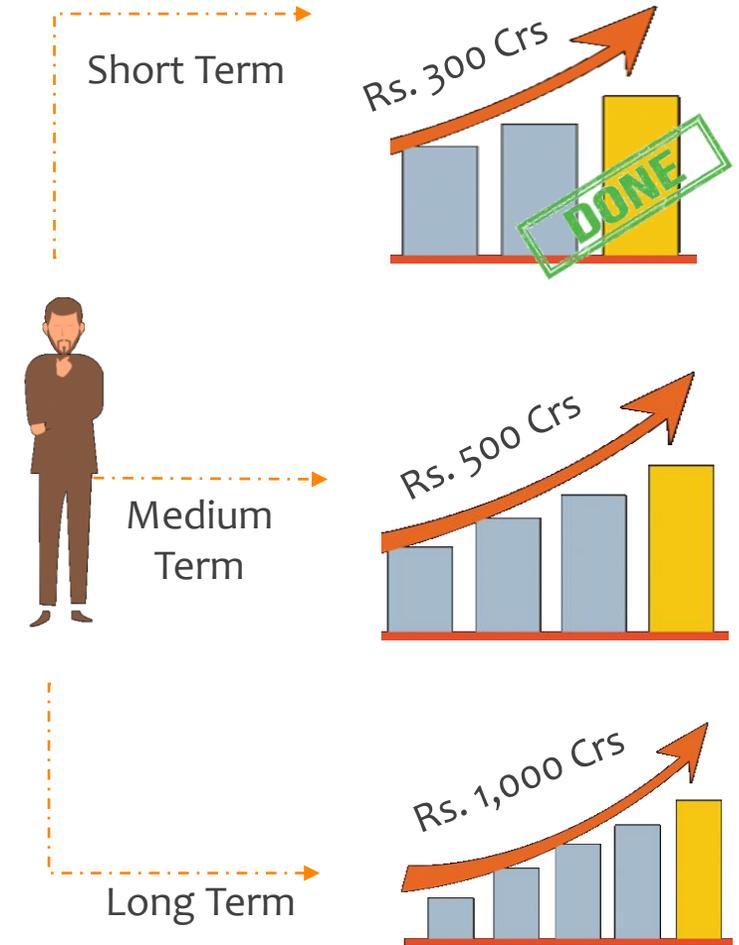
## Domestic Revenue

Rs. In Crores

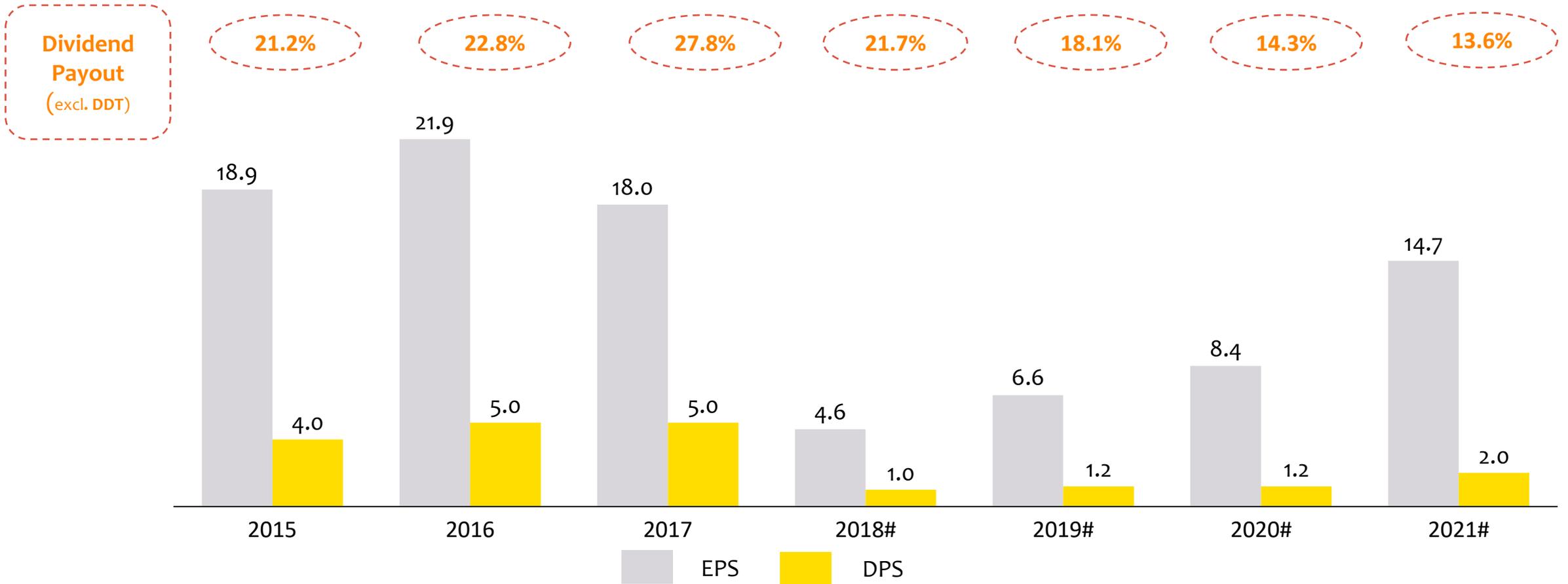


\*Q1FY21 performance was impacted by lockdowns induced due to 1<sup>st</sup> wave of Covid-19, however, Q1 FY22 Revenues were impacted on account of restrictions imposed due to 2<sup>nd</sup> wave of Covid and disruption in operations caused by cyclone Tauktae

# 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 :**



CIN: L26914MH1987PLC042283  
Mr. Anand Sharma - CFO  
[cfo@acrysil.com](mailto:cfo@acrysil.com)

[www.acrysilcorporateinfo.com](http://www.acrysilcorporateinfo.com)

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**Investor Relations Advisors :**



CIN: U74140MH2010PTC204285  
Mr. Rahul Agarwal/ Ms. Khushbu Shah  
[rahul.agarwal@sgapl.net](mailto:rahul.agarwal@sgapl.net) / [khushbu.shah@sgapl.net](mailto:khushbu.shah@sgapl.net)  
+91 9821438864 / +91 9820601181

[www.sgapl.net](http://www.sgapl.net)