

Leader in Lifestyle Kitchen Products

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



**Investor Presentation
May 2022**

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Q4 & FY22 Highlights



Message from Chairman & MD



Commenting on the Results, Mr. Chirag Parekh, Chairman & Managing Director said, “ We are pleased to share that our Company has reported strong performance for FY22. Despite of covid third wave and ongoing geopolitical issues in the last quarter, we have reported topline growth of 56% for FY22. In spite of certain challenges in terms of high freight costs and increased raw material prices, we have been able to maintain EBITDA margins in 20%+ range. We have already taken steps to pass on the price increase in both domestic and international markets during current quarter.

I am delighted to share that the Board of Directors have recommended a Final Dividend of Rs. 1.20 per equity share for Financial Year 2021-2022 in addition to Interim Dividend of Rs. 1.20 per equity share declared in February 2022. The total dividend is Rs. 2.40 per equity share (120% of FV)

I am pleased to inform that on April 1st, 2022, our company WOS Acrysil UK Limited has acquired Tickford Orange limited, holding company of its operating subsidiary Sylmar Technology limited. With this acquisition, we shall further strengthen our presence in UK market and it shall open new cross selling opportunities for us.

Capacity expansion plan for quartz kitchen sinks is progressing well and as per schedule. Our expansion for stainless steel sinks is currently going on as per schedule. Our company has incorporated wholly owned subsidiary ‘Acrysil Ceramictech Ltd.’ to foray into manufacturing of new product range of ceramic sinks and bathroom products.

Our company is focused on increasing penetration in domestic markets by increasing marketing and promotion activities. Our Company has collaborated with Vaani Kapoor and successfully carried out the marketing campaign #TheHeartofMyHome for our ‘Carysil’ brand.

Acrysil is well poised to capitalize on the rising consumer demand for lifestyle kitchen and bath products. With our increasing product profile, upcoming expansion and recent acquisition, we are confident of increasing our footprint across geographies and provide value added and innovative products to end consumers.”

Robust FY22 Performance



Total Income*
+56%



EBITDA^
+61%



PAT after MI
+66%

Key Highlights

- Company reported Total Income and PAT after MI of Rs. 492.4 Crores and Rs. 64.8 crores respectively for FY22
- Quartz sinks continue to be significant contributor to the revenues with a share of 77% for FY22
- Domestic business has increased by 53.0% YoY to Rs. 97.5 crores for FY22 contributing 20% of the revenue. This was on account of aggressive brand promotions done during the year
- Exports business has increased by 61.4% YoY to Rs.381.8 crores for FY22 contributing 80% of the revenue
- The Company has incorporated a Wholly Owned Subsidiary “**ACRYSIL CERAMICTECH LIMITED**” on 8th April, 2022 with the objective of manufacturing and selling of Ceramic Kitchen Sinks and Bath Products. The subsidiary is yet to commence business operations

**Includes gain / (loss) on Foreign Exchange*

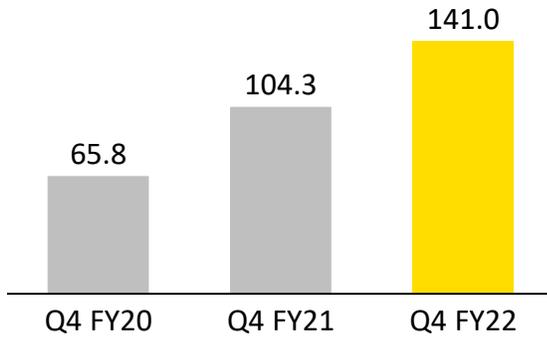
^Excludes ESOP expenses

On Consolidated Basis

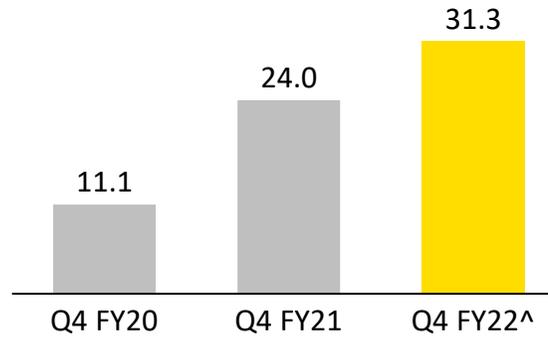
Consolidated: Q4 FY22 Performance

Rs. Crores

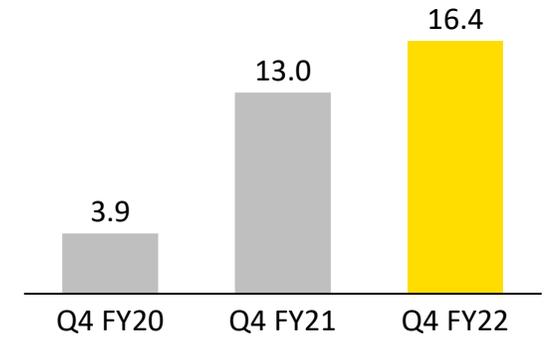
Total Income* (Rs. Crs)



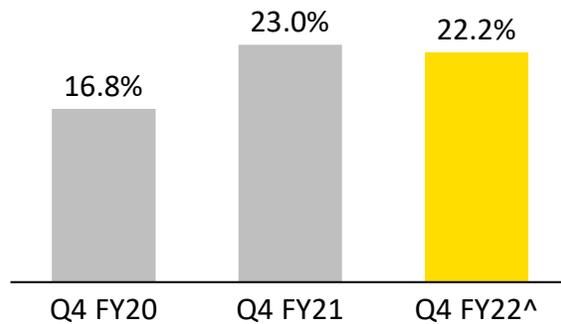
EBITDA (Rs. Crs)



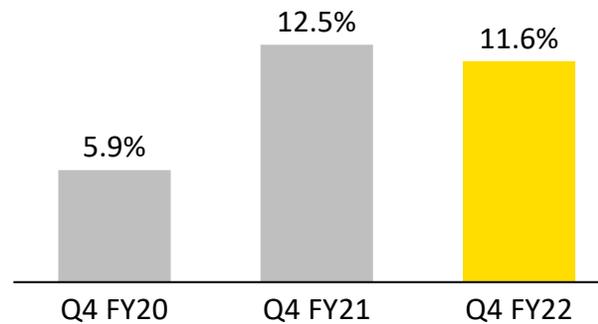
PAT After MI (Rs. Crs)



EBITDA Margin (%)



PAT After MI Margin (%)



High Freight costs & rising raw material prices have impacted margins during Q4 FY22

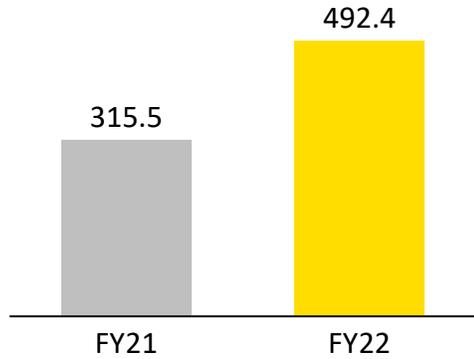
*Includes gain / (loss) on Foreign Exchange

^Excludes ESOP expenses

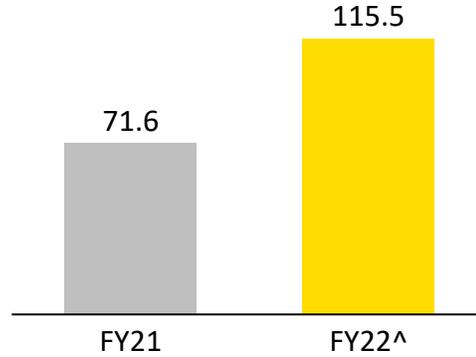
Consolidated: FY22 Performance

Rs. Crores

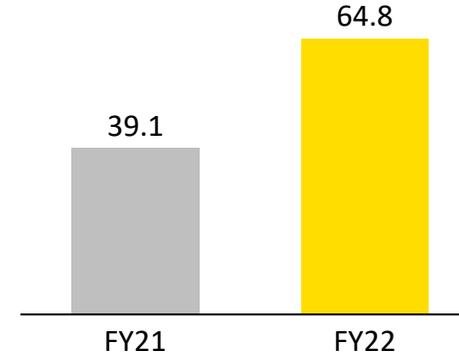
Total Income* (Rs. Crs)



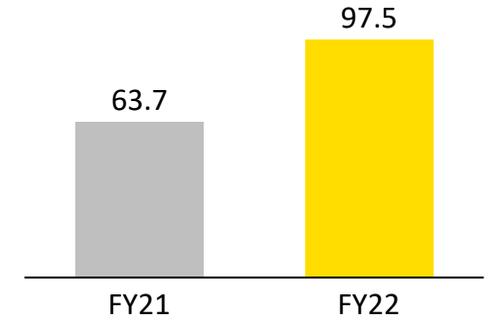
EBITDA (Rs. Crs)



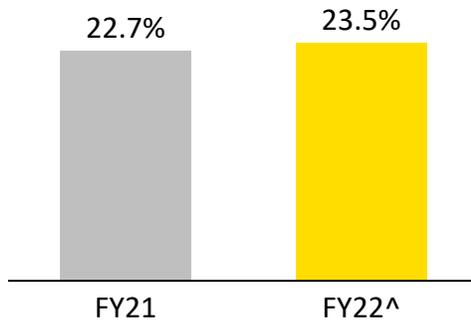
PAT After MI (Rs. Crs)



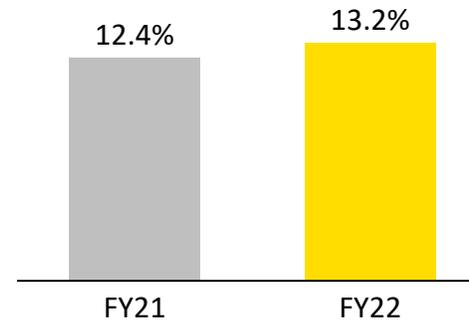
Domestic Revenue (Rs. Crs)



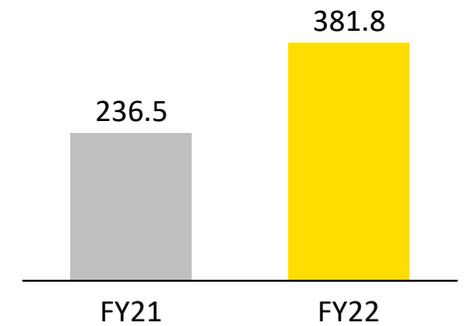
EBITDA Margin (%)



PAT After MI Margin (%)



Exports Revenue (Rs. Crs)



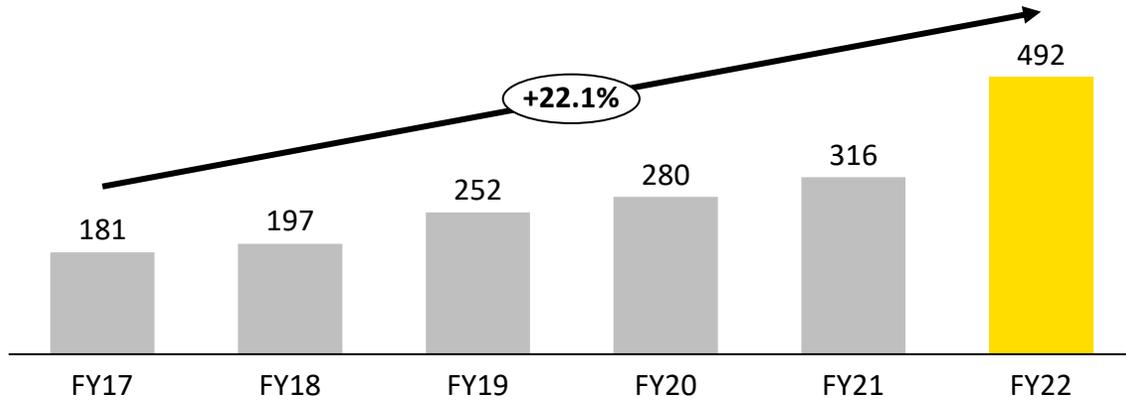
*Includes gain / (loss) on Foreign Exchange

^Excludes ESOP expenses

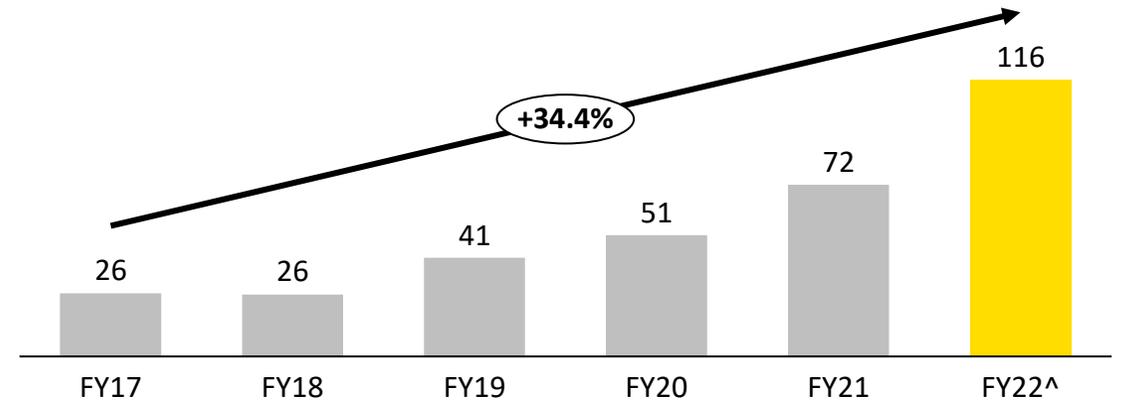
Consistent Growth

Rs. Crores

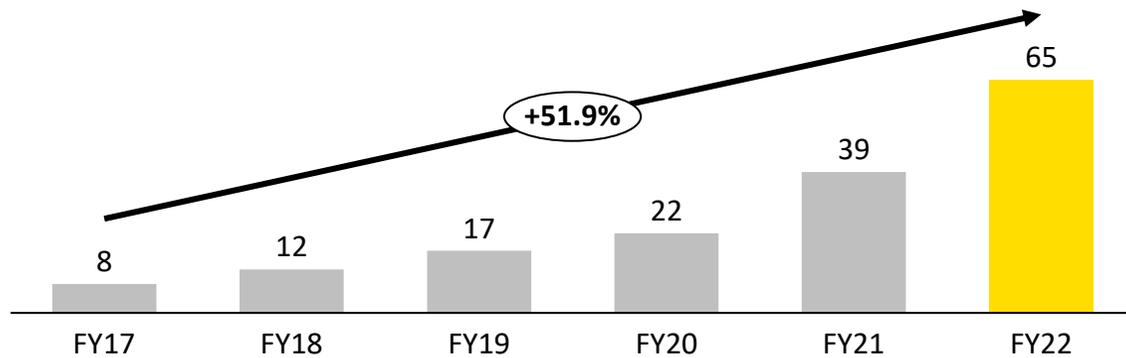
Total Income



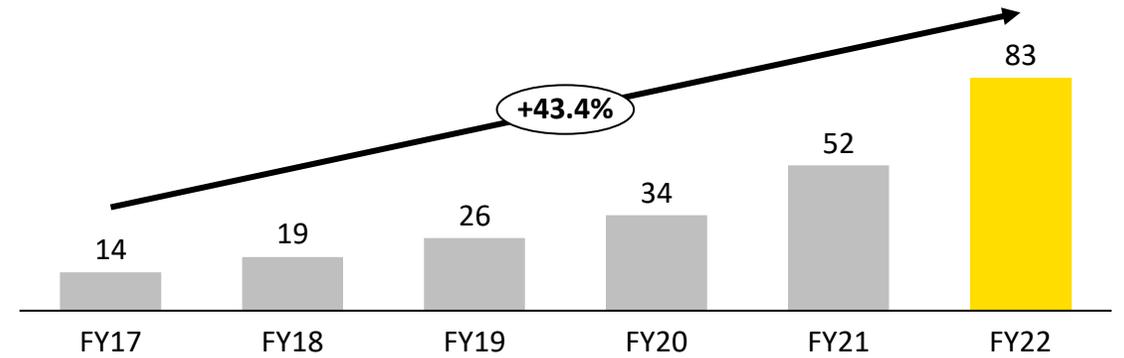
EBITDA



PAT After MI



Cash PAT After MI

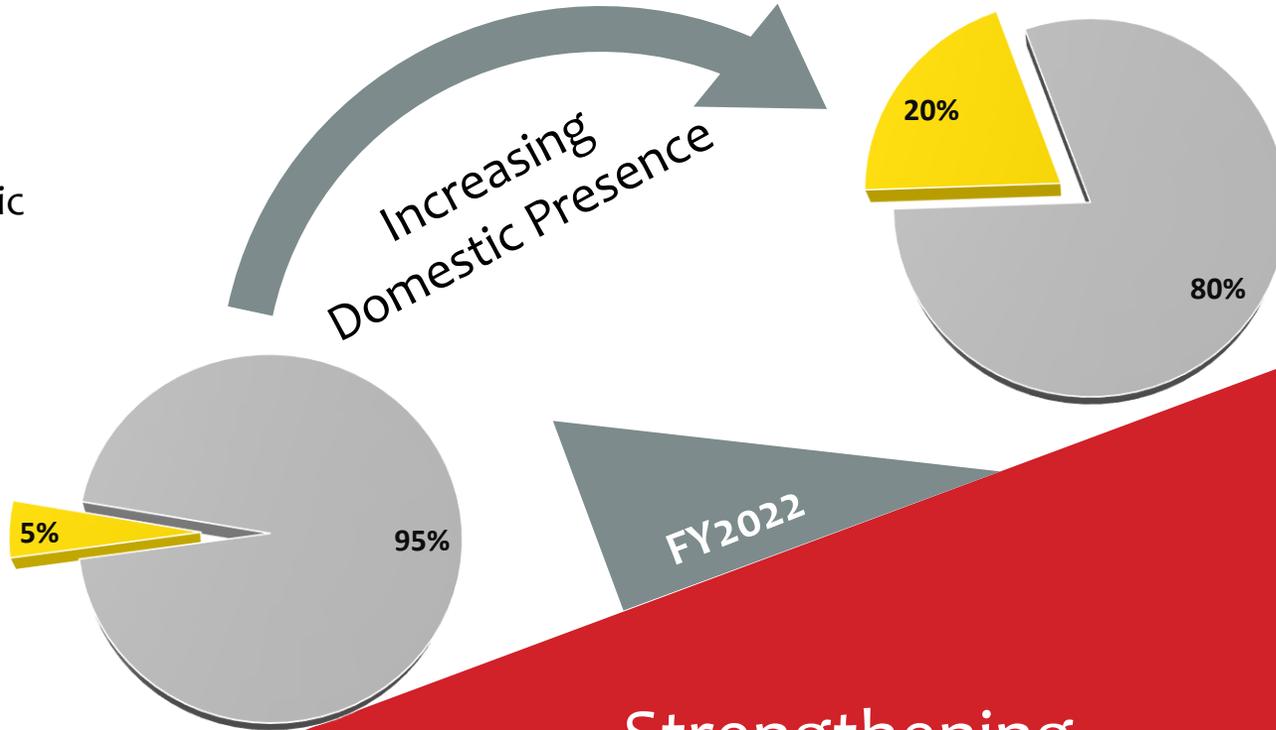


[^]Excludes ESOP expenses

Revenue Mix

Geography-wise Revenue

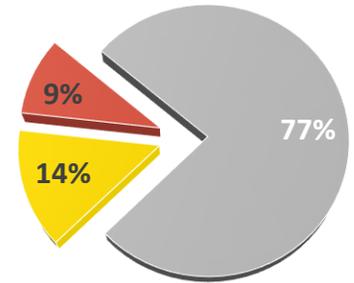
- Export
- Domestic



Strengthening 'Carysil' Brand

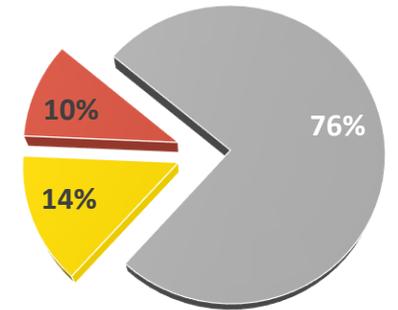
Product-wise Revenue

FY22



- Quartz Sink
- Steel Sink
- Appliances & Others

FY21



- Quartz Sink
- Steel Sink
- Appliances & Others

Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue	138.9	100.6		128.0		483.9	309.7	
Gain / (Loss) on Foreign Exchange	2.0	3.7		2.2		8.5	5.8	
Total Income	141.0	104.3	35%	130.2	8%	492.4	315.5	56%
Raw Material	58.1	45.0		54.2		209.5	141.8	
Employee Expenses	8.7	6.9		7.3		29.9	22.2	
Other Expenses	42.8	28.3		37.7		137.5	79.9	
EBITDA	31.3	24.0	30%	31.0	1%	115.5	71.6	61%
EBITDA Margin (%)	22.2%	23.0%		23.8%		23.5%	22.7%	
ESOP expense	1.1	-		0.9		3.7	-	
Other Income	0.2	1.1		0.1		1.6	2.2	
Depreciation	5.0	3.8		4.7		17.7	12.7	
EBIT	25.4	21.3	19%	25.4		95.7	61.1	56%
EBIT Margin (%)	18.0%	20.5%		19.5%		19.4%	19.4%	
Finance Cost	3.4	2.1		2.3		9.6	7.3	
Profit Before Tax	22.0	19.3	14%	23.2	-5%	86.1	53.8	60%
Tax	5.5	6.2		5.8		20.8	14.5	
Profit After Tax	16.5	13.1	26%	17.4	-5%	65.3	39.3	66%
PAT After Tax Margin(%)	11.7%	12.6%		13.4%		13.3%	12.5%	
MI	0.2	0.1		0.1		0.5	0.2	
PAT After MI	16.4	13.0	25%	17.3	-5%	64.8	39.1	66%
PAT After MI Margin(%)	11.6%	12.5%		13.3%		13.2%	12.4%	

Consolidated Balance Sheet

Assets (Rs. Crs.)	Mar-22	Mar-21
Non-current assets	245.8	170.3
Property Plant & Equipment	168.3	121.2
Right to use of assets	12.3	5.0
Goodwill	23.9	23.9
Intangible Assets	1.8	1.9
Capital Work in Progress	20.7	10.0
Financial Assets		
(i) Others Non-Current Financial Asset	1.6	1.2
Other Non-Current Assets	17.1	7.1
Current Assets	307.6	220.9
Inventories	104.2	54.6
Financial Assets		
(i) Trade receivables	100.4	83.0
(ii) Cash and Cash Equivalents	5.3	7.7
(iii) Bank Balances other than above	6.1	12.4
(iv) Loans	0.2	0.1
(v) Other Current Financial Assets	12.6	17.3
Other Current Assets	32.9	16.7
Current Tax Assets (Net)	45.9	29.0
Total Assets	553.3	391.2

Liabilities (Rs. Crs.)	Mar-22	Mar-21
Total Equity	256.9	194.0
Share capital	5.3	5.3
Other Equity	248.4	186.1
Money received against Share Warrants	-	-
Non Controlling Interest	3.2	2.6
Non-Current liabilities	53.8	31.0
Financial Liabilities		
(i) Borrowings	38.6	21.7
Lease Liabilities	9.8	4.6
Deferred Tax liabilities (Net)	4.6	4.0
Provisions	0.8	0.7
Other financial Liabilities	-	-
Current liabilities	242.6	166.2
Financial Liabilities		
(i) Borrowings	98.7	79.6
(ii) Trade payables	79.4	41.8
(iii) Other Financial Liabilities	3.2	3.2
Lease Liabilities	3.0	1.0
Other current liabilities	6.9	7.9
Provisions	1.6	1.0
Current Tax Liabilities	49.8	31.8
Total Liabilities	553.3	391.2

Consolidated Cash Flow Statement

Particulars (Rs. Crs.)	Mar-22	Mar-21
Net Profit For The Year	65.0	39.3
Adjustments for: Non-Cash Items / Other Investment or Financial Items	87.0	38.7
Operating profit before working capital changes	152.0	78.0
Changes in working capital	-81.3	-20.1
Cash generated from Operations	70.7	57.9
Direct taxes paid (net of refund)	-19.1	-12.4
Net Cash from Operating Activities	51.6	45.4
Net Cash from Investing Activities	-72.5	-34.8
Net Cash from Financing Activities	18.4	-8.8
Net Decrease in Cash and Cash equivalents	-2.5	1.8
Add: Cash & Cash equivalents at the beginning of the period	7.7	5.9
Cash & Cash equivalents at the end of the period	5.3	7.7



Standalone Profit & Loss

Particulars (Rs. Crs.)	Q4FY22	Q4FY21	Y-o-Y	Q3FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue	110.9	80.5		104.0		388.0	248.3	
Gain / (Loss) on Foreign Exchange	1.9	3.7		2.1		8.3	5.8	
Total Income	112.9	84.2	34%	106.1	6%	396.3	254.2	56%
Raw Material	43.2	35.5		44.5		163.6	110.2	
Employee Expenses	7.3	4.7		6.1		25.2	16.0	
Other Expenses	38.0	26.1		33.0		120.5	72.7	
EBITDA	24.3	17.9	36%	22.5	8%	87.1	55.3	58%
EBITDA Margin (%)	21.6%	21.3%		21.2%		22.0%	21.7%	
Other Income	0.2	0.2		0.1		6.0	1.5	
Depreciation	4.7	3.4		4.5		16.8	11.6	
EBIT	19.9	14.7	35%	18.1	10%	76.3	45.2	69%
EBIT Margin (%)	17.6%	17.5%		17.1%		19.3%	17.8%	
Finance Cost	3.0	1.9		2.1		8.7	6.4	
Profit Before Tax	16.9	12.8	32%	16.1	5%	67.6	38.8	74%
Tax	4.4	5.2		4.0		16.1	12.1	
Profit After Tax	12.5	7.7	63%	12.0	4%	51.5	26.6	94%
PAT After Tax Margin(%)	11.1%	9.1%		11.4%		13.0%	10.5%	

Standalone Balance Sheet

Assets (Rs. Crs.)	Mar-22	Mar-21
Non-current assets	204.9	145.6
Property Plant & Equipment	147.0	104.9
Right to use of assets	12.3	5.0
Goodwill	-	-
Intangible Assets	1.8	1.8
Capital Work in Progress	16.7	9.7
Financial Assets		
Investments	17.0	14.1
Loans	2.5	2.4
Other Non-Current Financial Asset	1.5	1.2
Other Non-Current Assets	6.0	6.6
Current Assets	249.8	176.3
Inventories	75.7	39.0
Financial Assets		
(i) Trade receivables	82.1	60.9
(ii) Cash and Cash Equivalents	0.9	2.3
(iii) Bank Balances other than above	5.9	12.3
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	12.6	17.3
Other Current Assets	27.6	15.9
Current Tax Assets (Net)	44.8	28.5
Total Assets	454.6	321.9

Liabilities (Rs. Crs.)	Mar-22	Mar-21
Total Equity	200.3	151.4
Share capital	5.3	5.3
Other Equity	195.0	146.1
Non-Current liabilities	46.2	26.1
Financial Liabilities		
(i) Borrowings	30.6	16.2
Deferred Tax liabilities (Net)	5.2	4.8
Lease Liabilities	9.8	4.6
Provisions	0.7	0.5
Other financial Liabilities	-	-
Current liabilities	208.1	144.3
Financial Liabilities		
(i) Borrowings	92.2	74.9
(ii) Trade payables	60.8	31.2
(iii) Other Financial Liabilities	3.1	3.1
Lease Liabilities	3.0	1.0
Other current liabilities	2.7	4.1
Provisions	1.0	1.0
Current Tax Liabilities	45.3	29.0
Total Liabilities	454.6	321.9

Standalone Cash Flow Statement

Particulars (Rs. Crs.)	Mar-22	Mar-21
Net Profit For The Year	51.5	26.6
Adjustments for: Non-Cash Items / Other Investment or Financial Items	44.3	34.0
Operating profit before working capital changes	95.8	60.6
Changes in working capital	-30.4	-12.1
Cash generated from Operations	65.4	48.5
Direct taxes paid (net of refund)	-15.7	-10.7
Net Cash from Operating Activities	49.7	37.8
Net Cash from Investing Activities	-65.7	-33.4
Net Cash from Financing Activities	14.6	-3.4
Net Decrease in Cash and Cash equivalents	-1.4	1.0
Add: Cash & Cash equivalents at the beginning of the period	2.3	1.3
Cash & Cash equivalents at the end of the period	0.9	2.3



Acrysil UK Acquires ‘Tickford Orange Limited’, holding company of its operating subsidiary ‘Sylmar Technology Limited’

The acquisition is a natural and strategic fit for Acrysil and will catapult the Company into new orbit of growth

Acquisition

Overview

- Tickford Orange Limited (TOL) is the holding company of Sylmar Technology Limited (STL)
- STL is a Manufacturer, distributor and customiser of high-quality solid surface products for kitchen and bathroom, for both domestic and commercial use to a number of markets
- STL has 3 key brands Maia, Minerva and Metis
- It's a leading player in the UK solid surface market with an estimated 35% market share

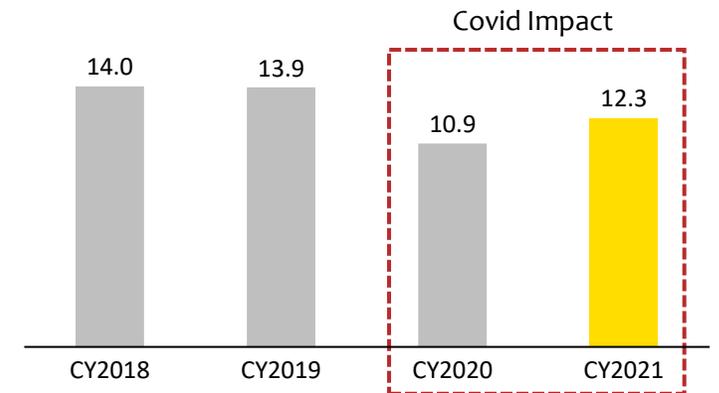
Deal & Consideration

- Acrysil UK Limited, a wholly owned subsidiary of Acrysil Ltd, has agreed to acquire 100% shares of the TOL & consequently 100% shares of STL.
- The manufacturing and distribution facility of STL is centrally located in Alfreton, Derbyshire, UK.
- Acrysil UK will acquire 100% equity shares for a total consideration £11m
- The acquisition will be funded through mix of debt (70%) and internal accruals (30%) of Acrysil UK
- TOL is a debt free company

Rationale

- Through acquisition of TOL along with its subsidiary STL, Acrysil UK will strengthen its presence and market share in UK market
- Acquisition will help Acrysil build upon their offerings within the kitchen segment and provide access to the bathroom segment
- Opportunity for Acrysil UK to gain access to loyal customer base of STL thus providing potential new sales channels to sell its existing products
- Open up cross selling opportunities for Acrysil UK
- With this acquisition, expect 40% increase in sales

Revenues (Mn. GBP)



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

“This acquisition will now allow us to further strengthen our presence and market share in UK market and gain access to a loyal customer base thus providing potential new sales channels and cross-selling opportunities. This will help us build upon our offerings within the kitchen segment and provide access to the bathroom segment.”

Capex Update

Capacity Expansion of Quartz Kitchen Sinks

Capacity Expansion of 100,000 units announced in February 2021

- Capacity Expansion of 100,000 units was completed and commercial production commenced from 14th 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

Capex Expansion of Additional 140,000 units announced on 28th June 2021

- Capacity Expansion of 140,000 units was completed and commercial production commenced from 25th 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

Capex Expansion of Additional 160,000 units announced on 30th 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 crores
- Project likely to be completed by Q1 FY23

Capex Expansion of Additional 200,000 units announced on 11th 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. 30 crores
- Project likely to be completed by Q3 FY23

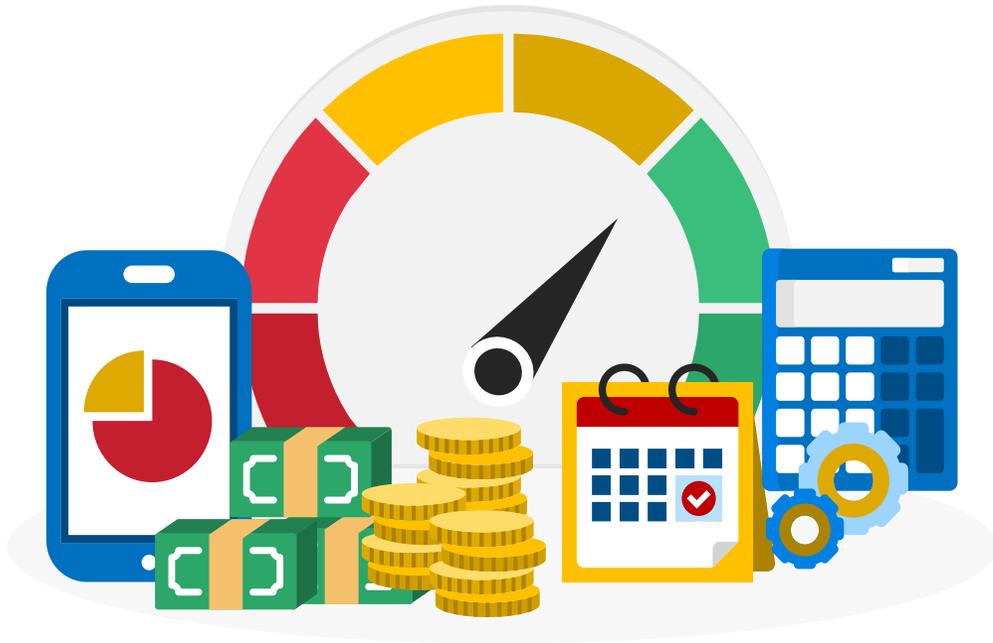
Capacity Expansion of Stainless Steel Sinks

Capacity Expansion of 90,000 units of Stainless Steel Sinks

- The Company is doubling production capacity of stainless steel sink from the 90,000 units p.a to 180,000 units p.a.
- Proposed capex of ~ Rs.11 crores
- Capacity expansion is going as per schedule

Upgradation in Credit Rating for borrowings

Our long term credit rating were upgraded to [ICRA] A and short term credit rating reaffirmed to [ICRA] A2+ in November, 2022. Below is the highlight of recent reaffirmation by ICRA Limited.



Credit Ratings			
Rating Instrument	Amount (Rs in Cr)	Ratings	Rating Action
Long Term Rating	Rs 131.31	[ICRA] A	Reaffirmed
Short Term Rating	Rs 10	[ICRA] A2+	Reaffirmed

The Company has received the Rating Rationale from ICRA on 11th April, 2022

Company Overview



Numero Uno Position

**Only
Manufacturer with Schock
Technology (Germany)**

In Asia in Quartz Sink

Introduced
**Physical Vapor Deposition (PVD)
Technology**

For metallic finish of stainless
steel sinks

Certification for

**ISO 9001:2015, ISO 14001:2015
ISO 45001:2018**

Quartz Sink Capacity

840,000* sinks per annum

Exports

55+ countries worldwide

PAN India presence

**~ +1,500 dealers,
80 Galleries,
82 Distributors**

Brands

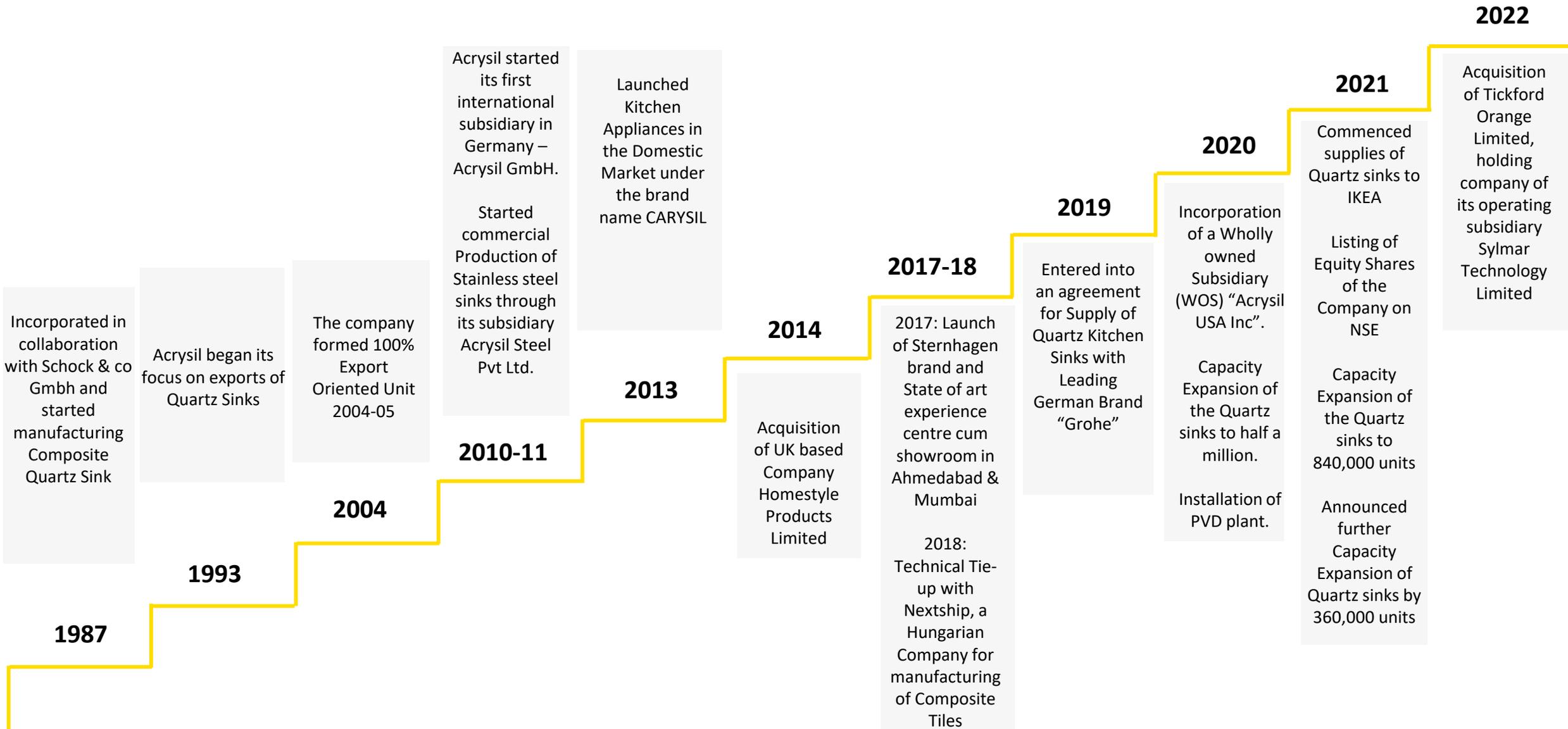
“CARYSIL” & “STERNHAGEN”

**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



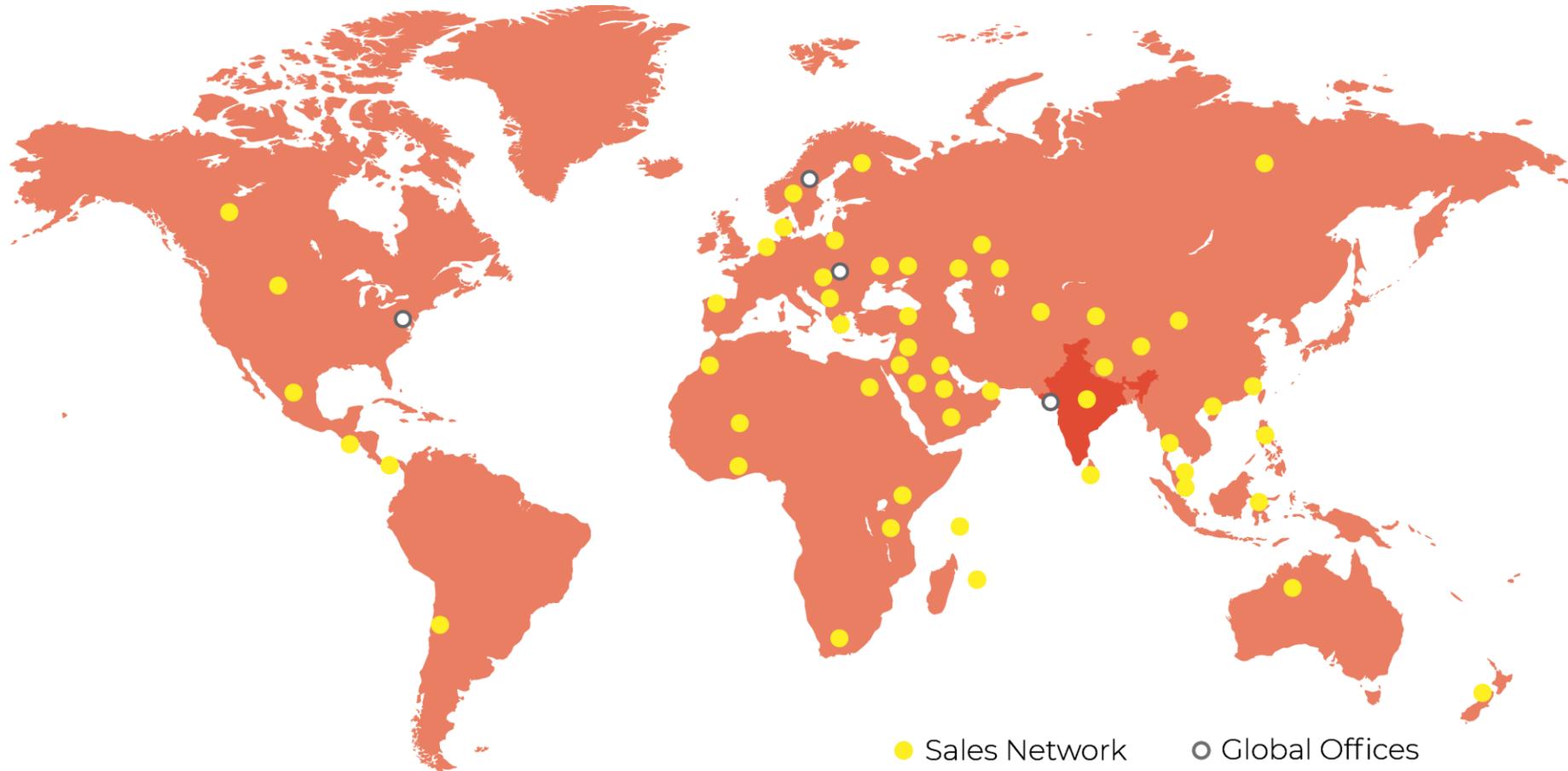
Product Basket

- 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

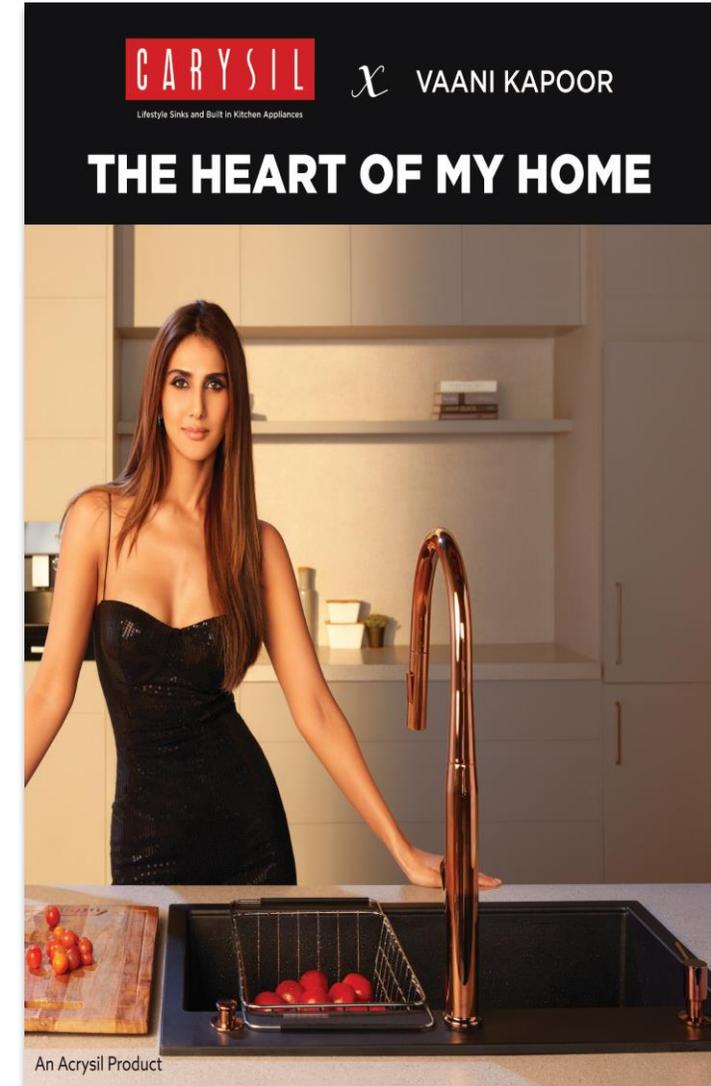
Award Certificate for Manufacturing Innovation & Design

FGI's Award for 'Good Industrial Relations'

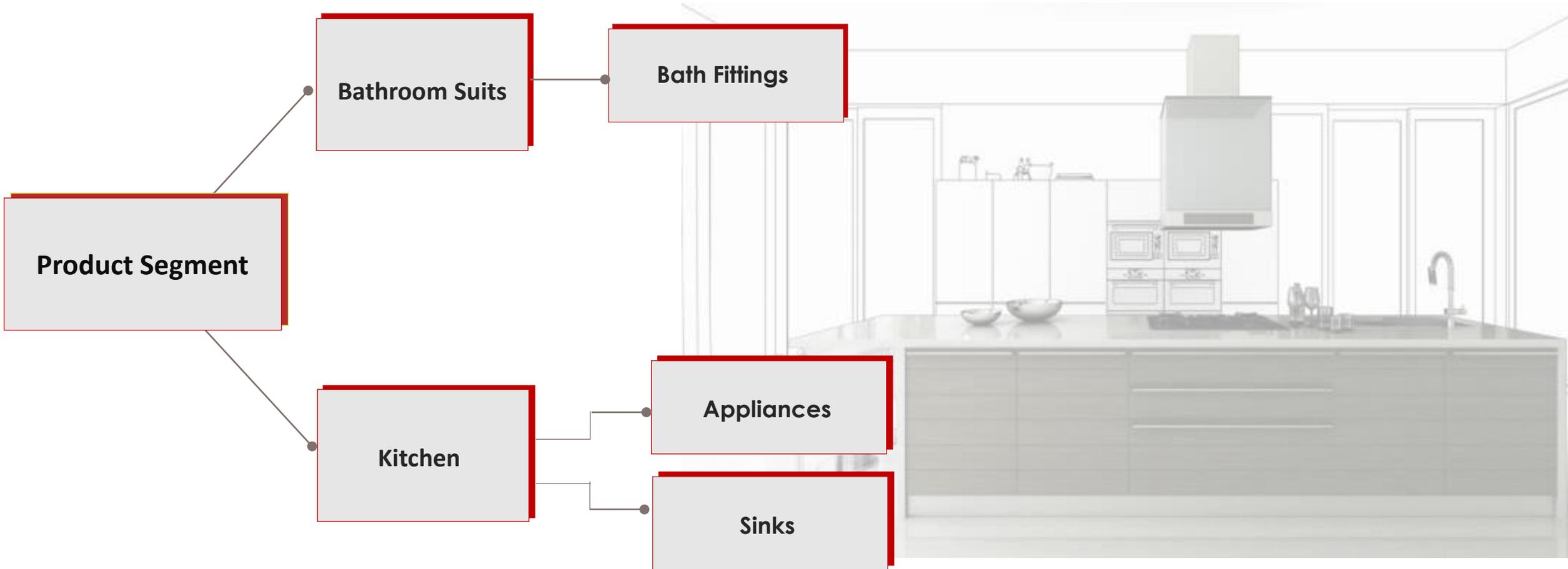


Marketing campaign for 'Carysil' Brand

- Acrysil has signed Bollywood celebrity 'Vaani Kapoor' for new marketing campaign #TheHeartofMyHome for its 'Carysil' Brand
- Under the 'Carysil' brand, company sells lifestyle kitchen sinks and built-in appliances
- Campaign #TheHeartofMyHome unveils a new range of built-in appliances that showcases the cutting edge innovation and design that Carysil has always pioneered
- 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



Increasing Product Portfolio



Sinks



Only Company to make Quartz Sinks in Asia with German Technology

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

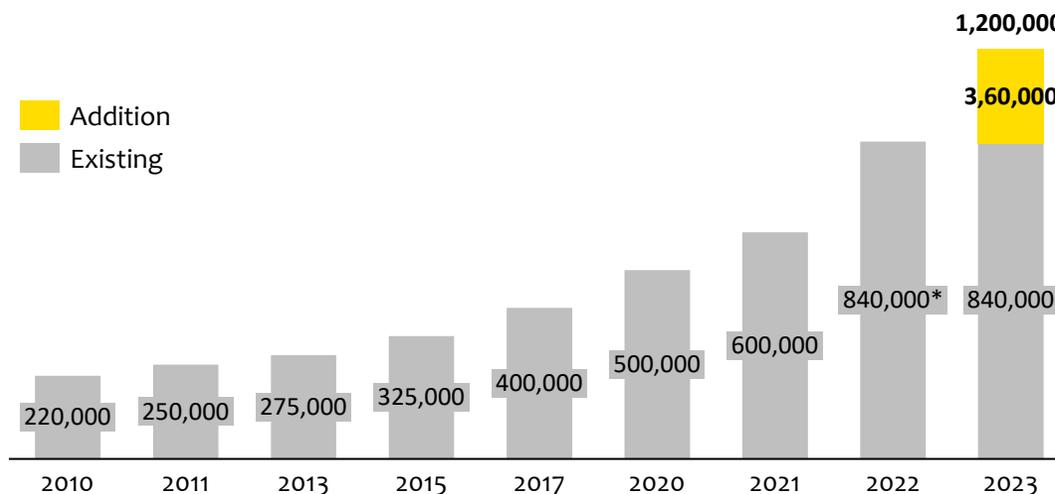
Different Models

Developed more than **150+ 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: 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



* FY22 Consolidated Revenue

^ Expansion of 90,000 units is going as per schedule

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

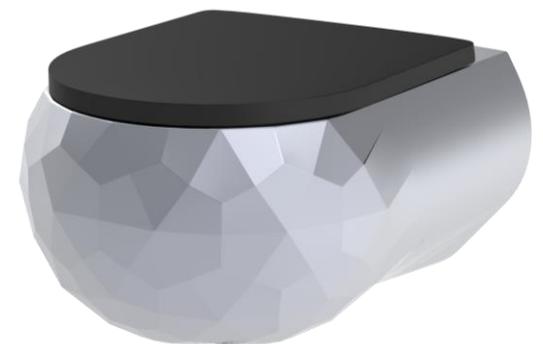
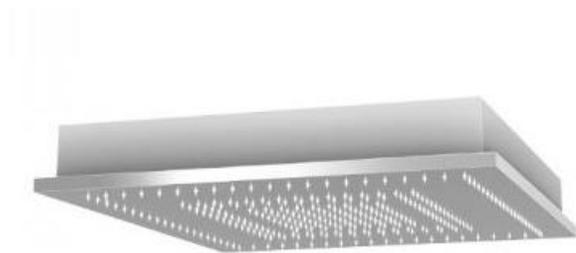


Poised to become a significant player in the overall Kitchen Segment:

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

* 9M FY22 Consolidated Revenue

Bath Segment

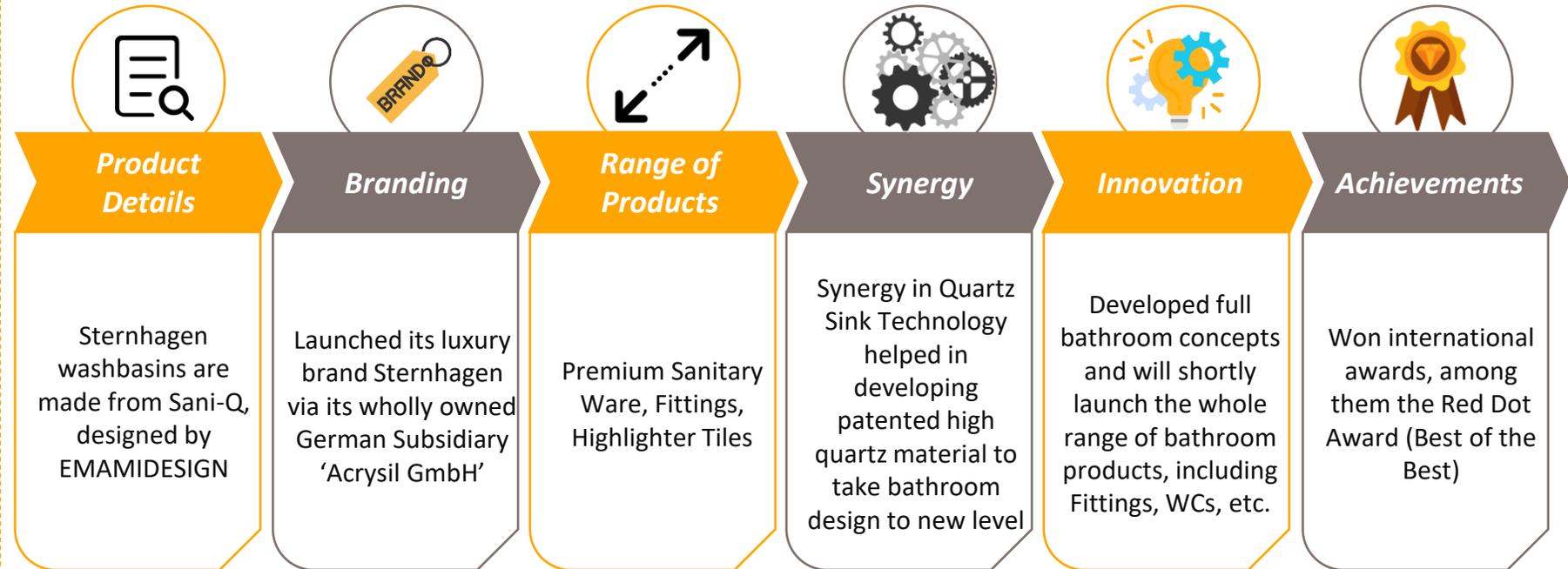


Bath Segment – Synergetic Move to Leverage Quartz Technology

STERNHAGEN
GERMANY

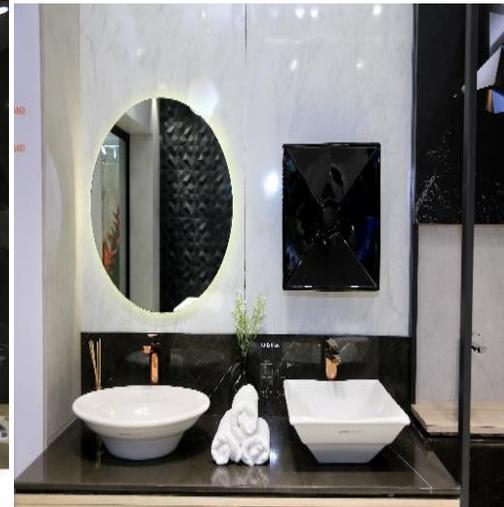
- Brand owned by Acrysil's Wholly owned Subsidiary in Germany, 'Acrysil GmbH'
- 60+ Showrooms & SIS for displaying the products

FUNDAMENTALS OF THE BUSINESS



One Stop Solution for all Bath Products

Strengthening “STERNHAGEN” Brand

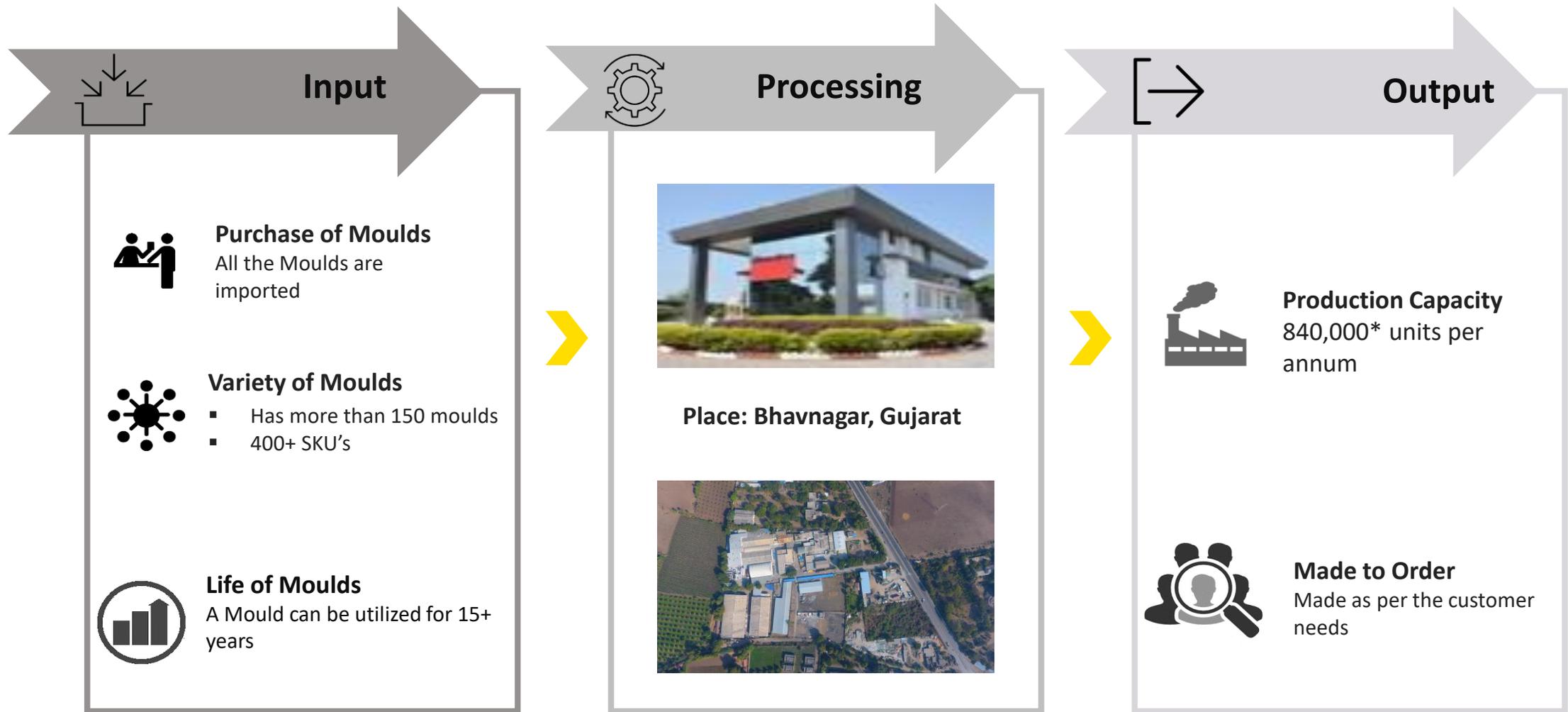


“Unveiling the new Rose Gold collection of Premium Sanitary ware and Bath fittings”

Business Model

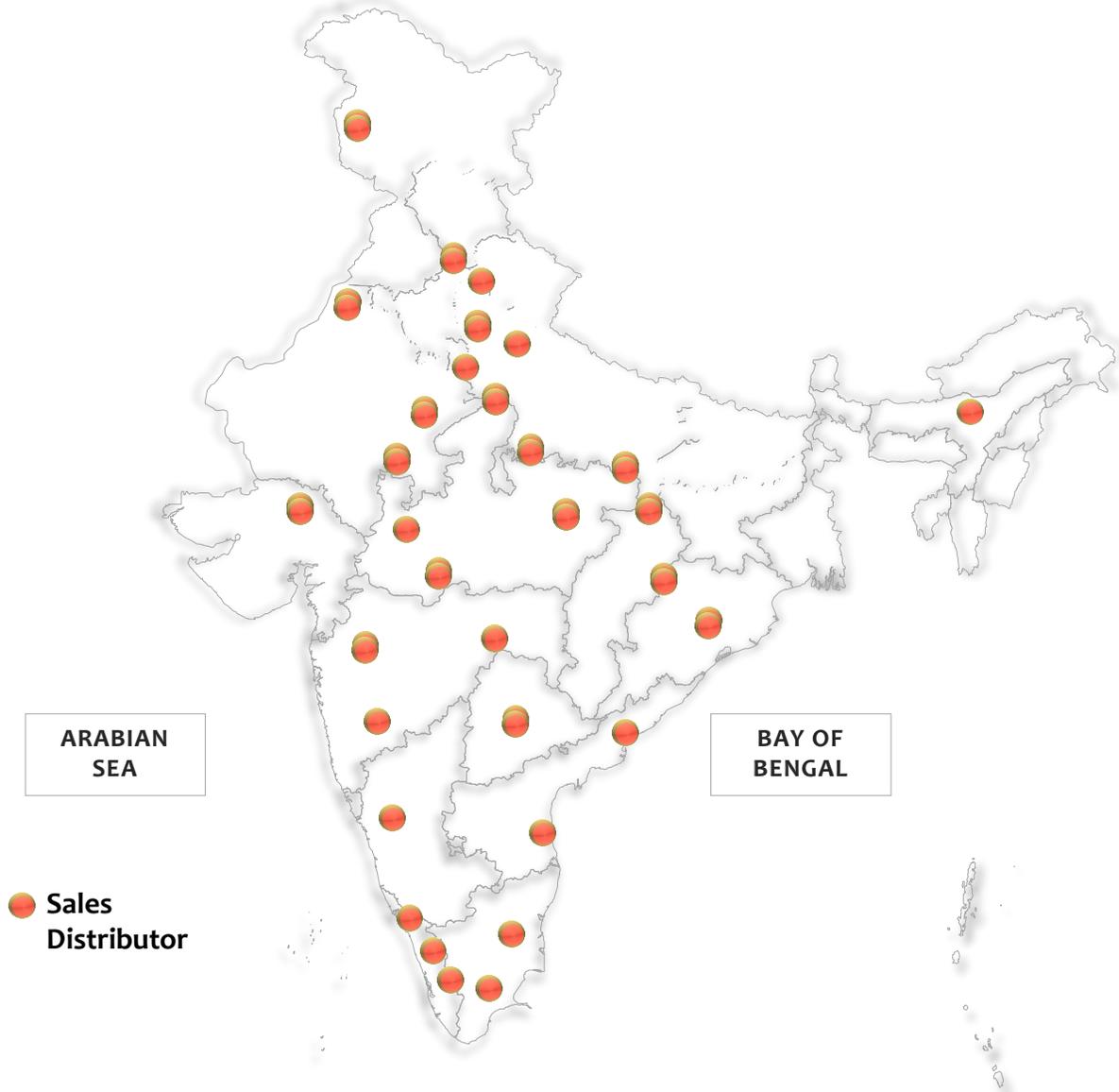


Moulds an Integral Part of Manufacturing Process

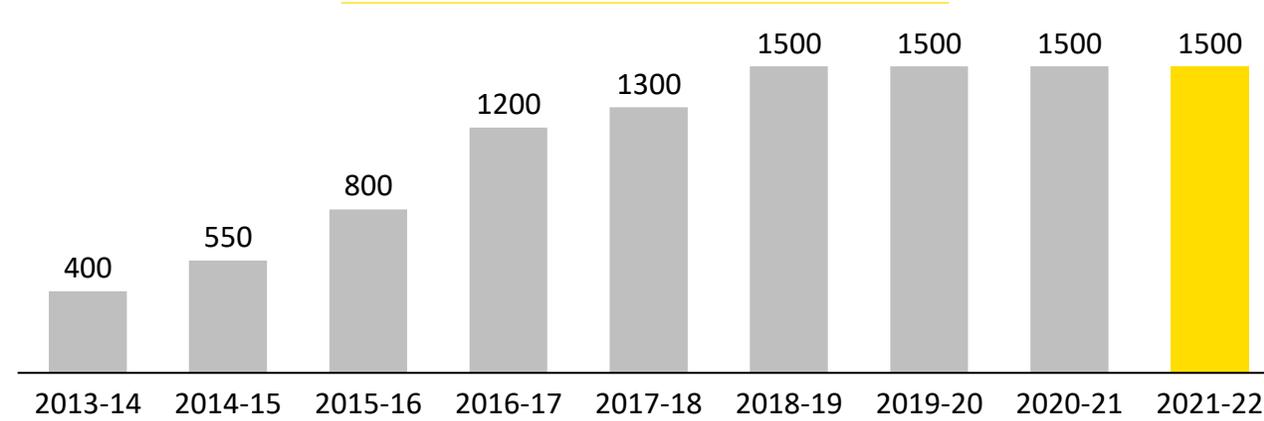


* 1,40,000 units of capacity expansion completed in October 2021

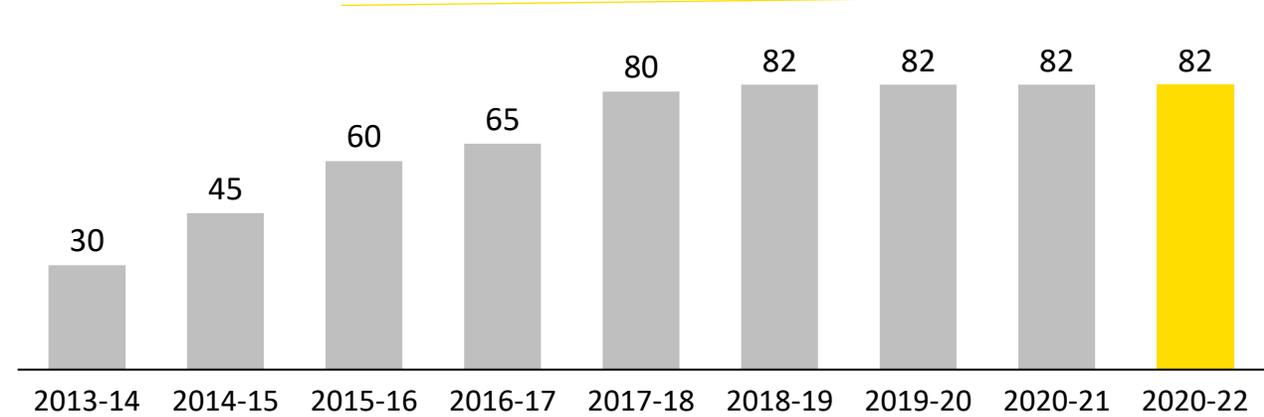
Domestic Presence - Strengthening of our Brands



Dealer Network



Distributor Network



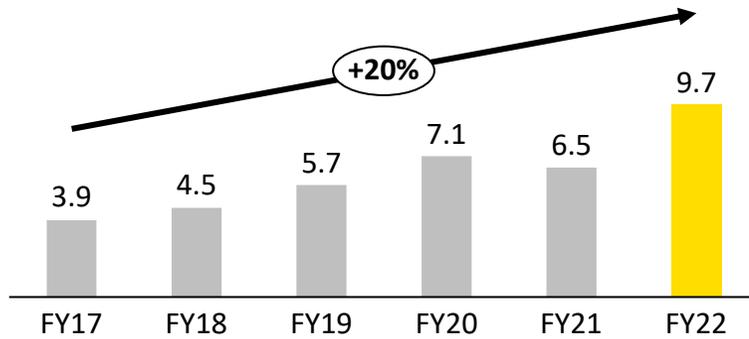
Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Presence in UK through Acrysil Products Ltd.

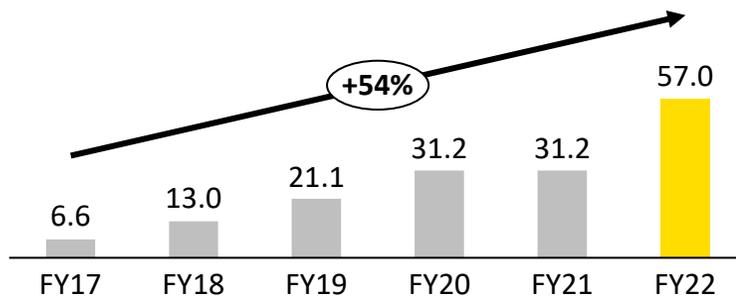
(formerly known as Homestyle Products Ltd.)

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)

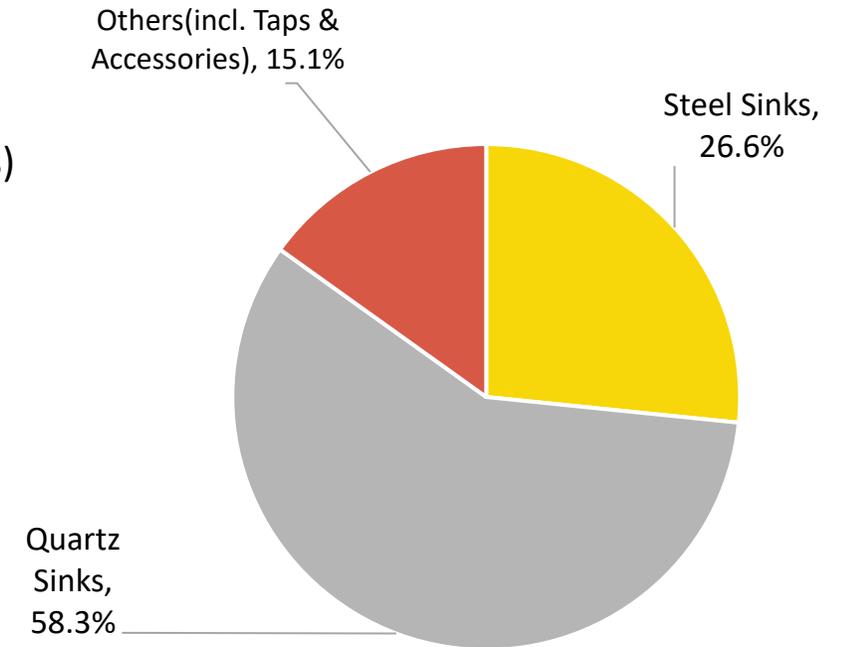


Revenues from Quartz Sink Business (Rs. Crs.)



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

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



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

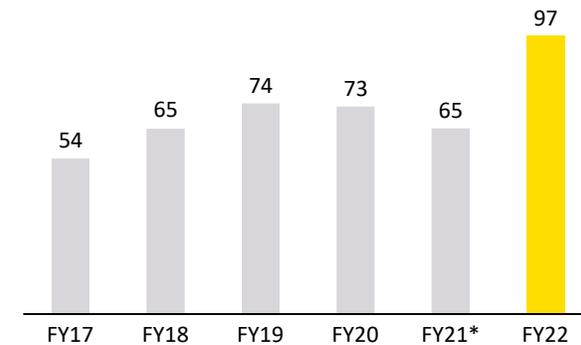


5 Offices

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

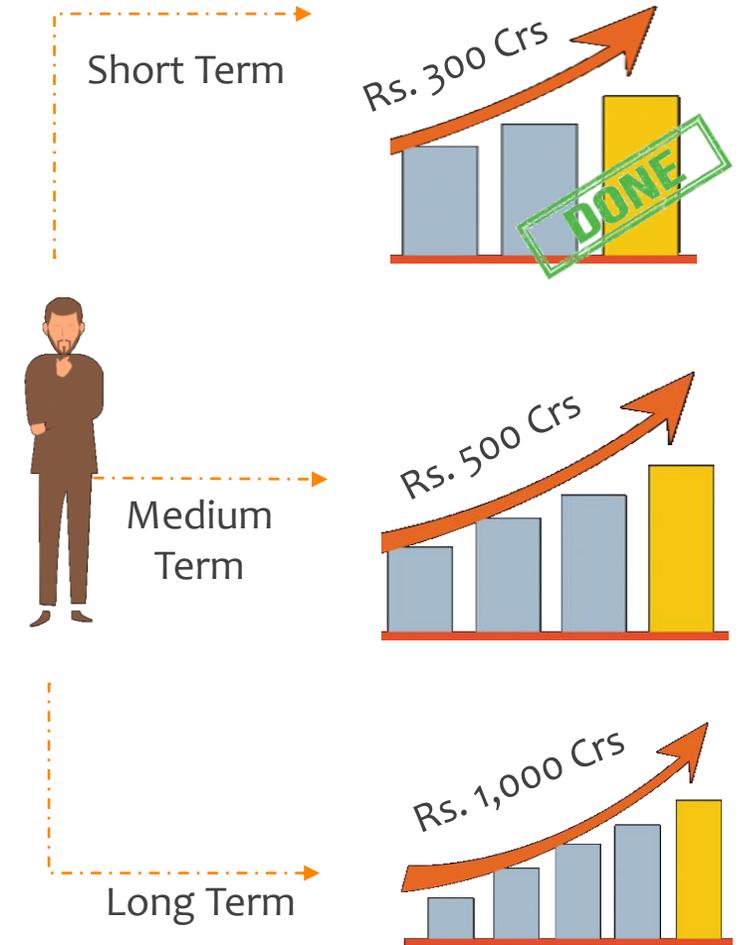
Domestic Revenue

Rs. In Crores

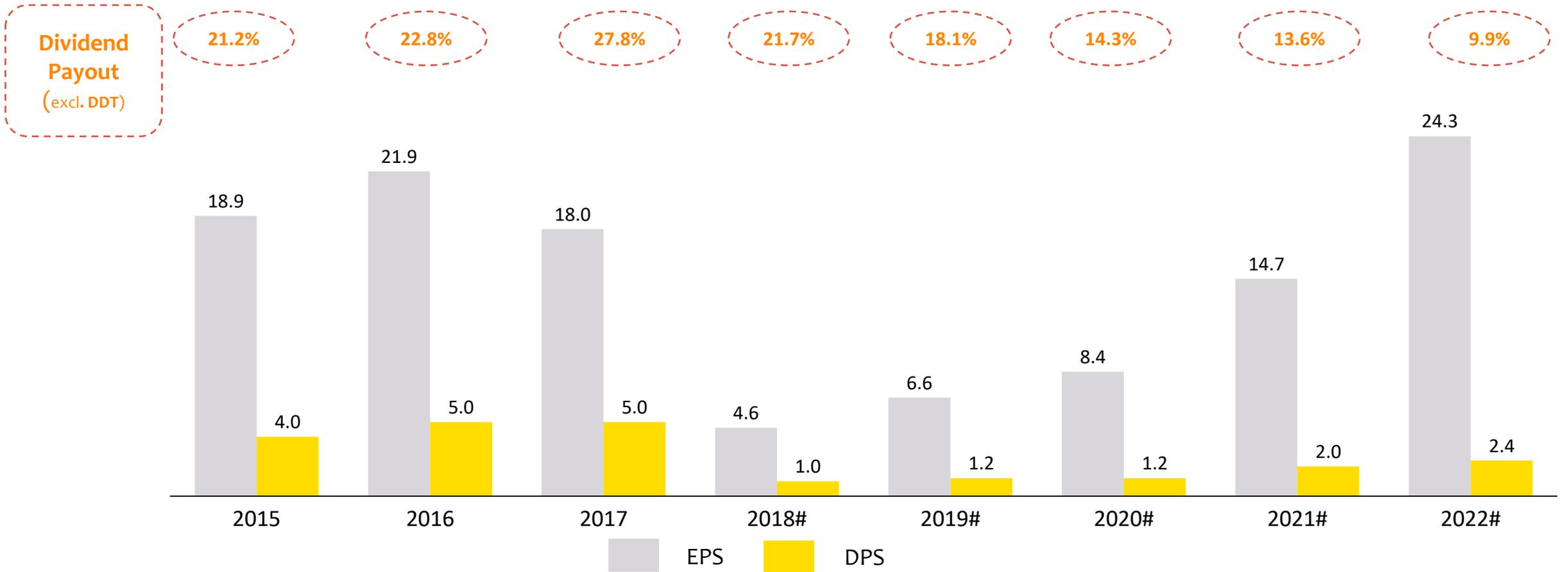


*Q1FY21 performance was impacted by lockdowns induced due to 1st wave of Covid-19

Multiple Growth Drivers



Regular Dividend Payout



The Board of Directors have recommended a final dividend of Rs. 1.20 per equity share for Financial Year 2021-2022 in addition to Interim Dividend of Rs. 1.20 per equity share of FV Rs.2 declared on 2nd February 2022. The total dividend is Rs. 2.40 per equity share (120% 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[®]
Kitchen Sinks &
Built-in Kitchen Appliances

STERNHAGEN[®]
BESPOKE BATH LIFESTYLE

For further information, please contact

Company :



CIN: L26914MH1987PLC042283
Mr. Anand Sharma – CFO
cfo@acrysil.com

www.acrysilcorporateinfo.com

Investor Relations Advisors :



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

www.sgapl.net