

## Leader in Lifestyle Kitchen Products



Investor Presentation – Q4 & FY21

May 2021

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Q4 & FY21  
Highlights



# Achieved Short Term Guidance of Rs.300 Crores of Revenue

## Message from Chairman & MD

**Commenting on the Results, Mr. Chirag Parekh, Chairman & Managing Director said,** "I am extremely pleased to share that, we have ended FY21 on a strong note with record sales and profitability despite the covid-19 impact in Q1 FY21. Demand for our products continues to remain strong in both domestic and international markets. For FY21 we have clocked total income of Rs. 316 crores and the FY21 EBITDA margins has increased by 470 bps YoY to 22.7%.

I am pleased to share that, Board of Directors have recommended a Final Dividend of Rs. 1.20/share for FY20-21 in addition to interim dividend of Rs.0.80 per equity share declared in Feb 2021.

Home improvement industry has seen spurt in demand for products. The 'work from home' culture has led to need for bigger homes and preference towards renovation. This has benefitted companies like us.

During FY21, our company has managed to complete expansion of quartz kitchen sinks by 1 lakh units in short span of time. This is due to the commitment of our employees and their preparedness to work under difficult situations.

Acrysil has always embraced challenges and came out on top on the back of its grit and determination. Having established ourselves as a long-term player in the industry, we are headed towards a future of consistent success and increased value addition."



## Key Highlights

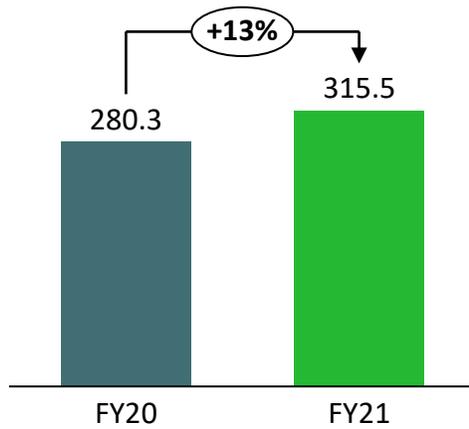
- Company reported highest ever Total Income and Profit of Rs. 315.5 Cores and Rs. 39.1 crores respectively for FY21
- Quartz sinks continue to be significant contributor to the revenues with a share of 76% as on FY21
- Domestic business for FY21 contributed 21% of the revenue
- Exports business for FY21 contributed 79% of the revenue

\*Includes gain / (loss) on Foreign Exchange

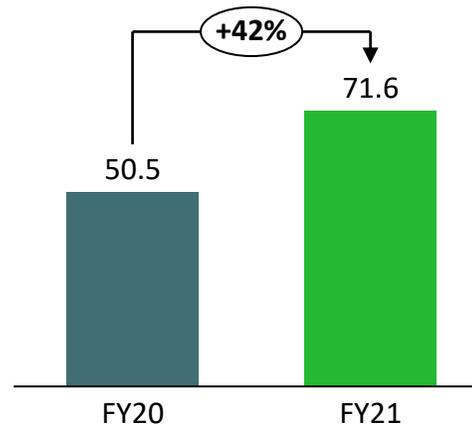
# Consolidated: FY21 Performance

Rs. Crores

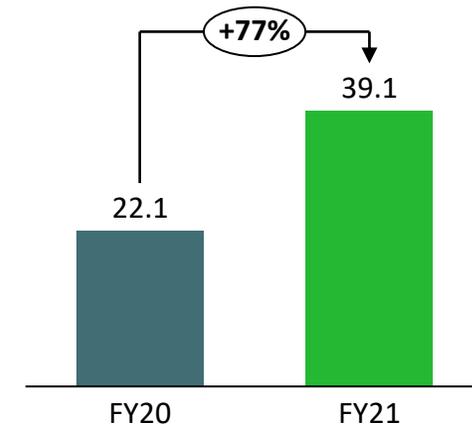
### Total Income\* (Rs. Crs)



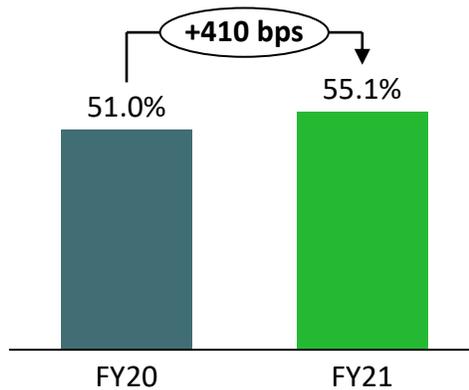
### EBITDA (Rs. Crs)



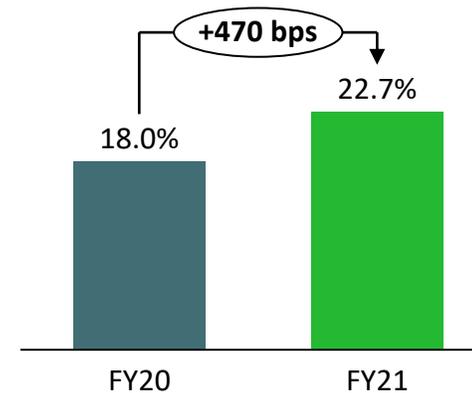
### PAT After MI (Rs. Crs)



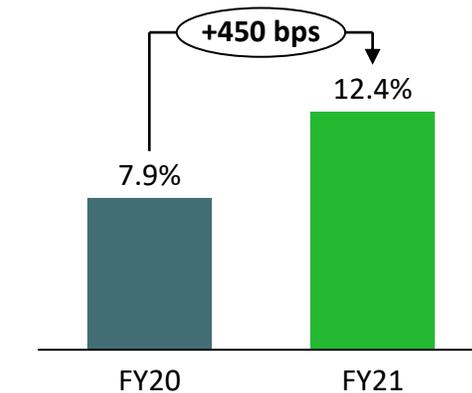
### Gross Margin (%)



### EBITDA Margin (%)



### PAT After MI Margin (%)

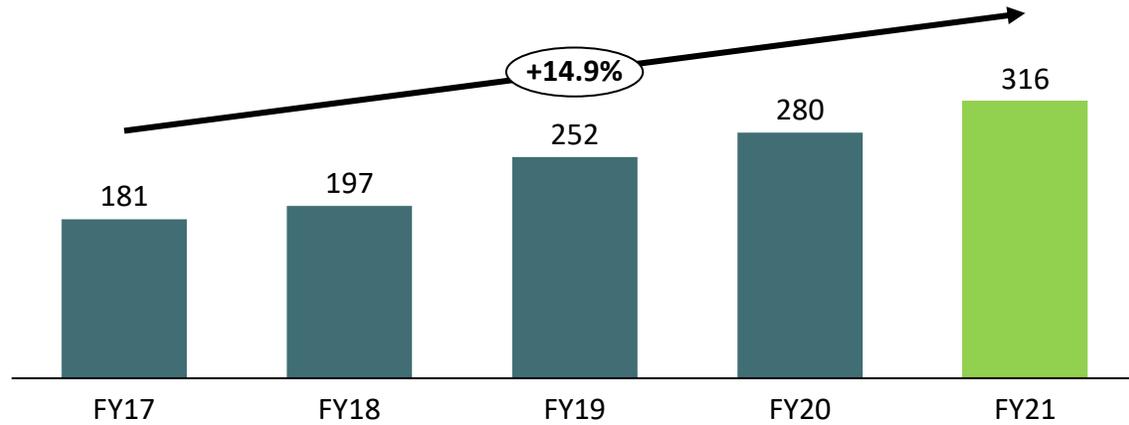


\*Includes gain / (loss) on Foreign Exchange

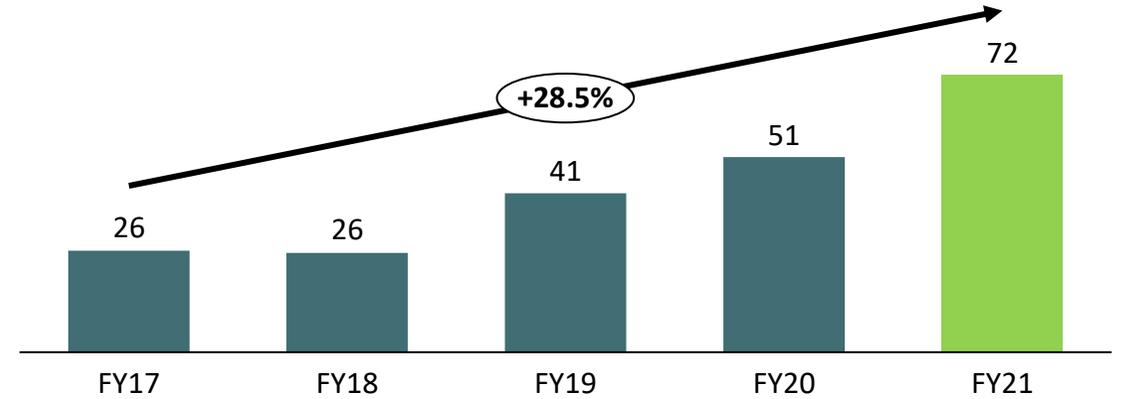
# Consistent Growth

Rs. Crores

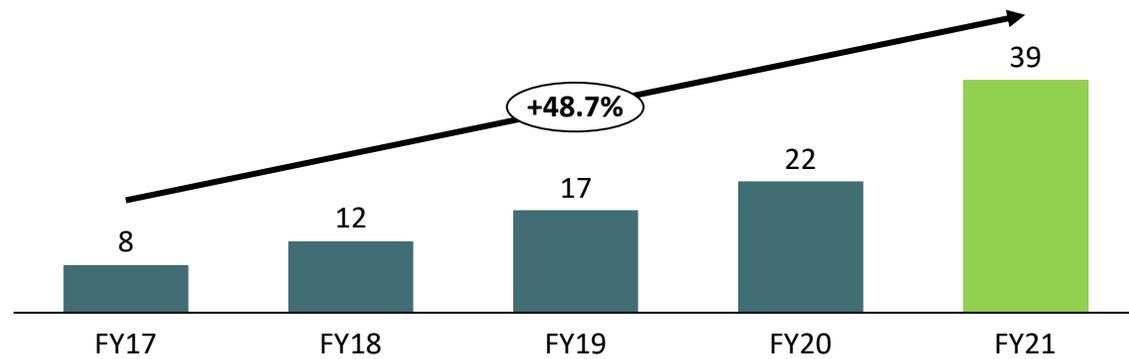
## Total Income\*



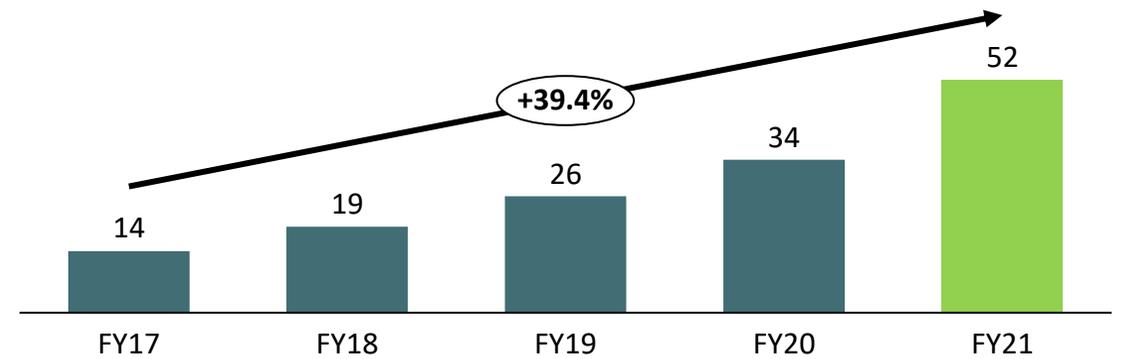
## EBITDA



## PAT After MI



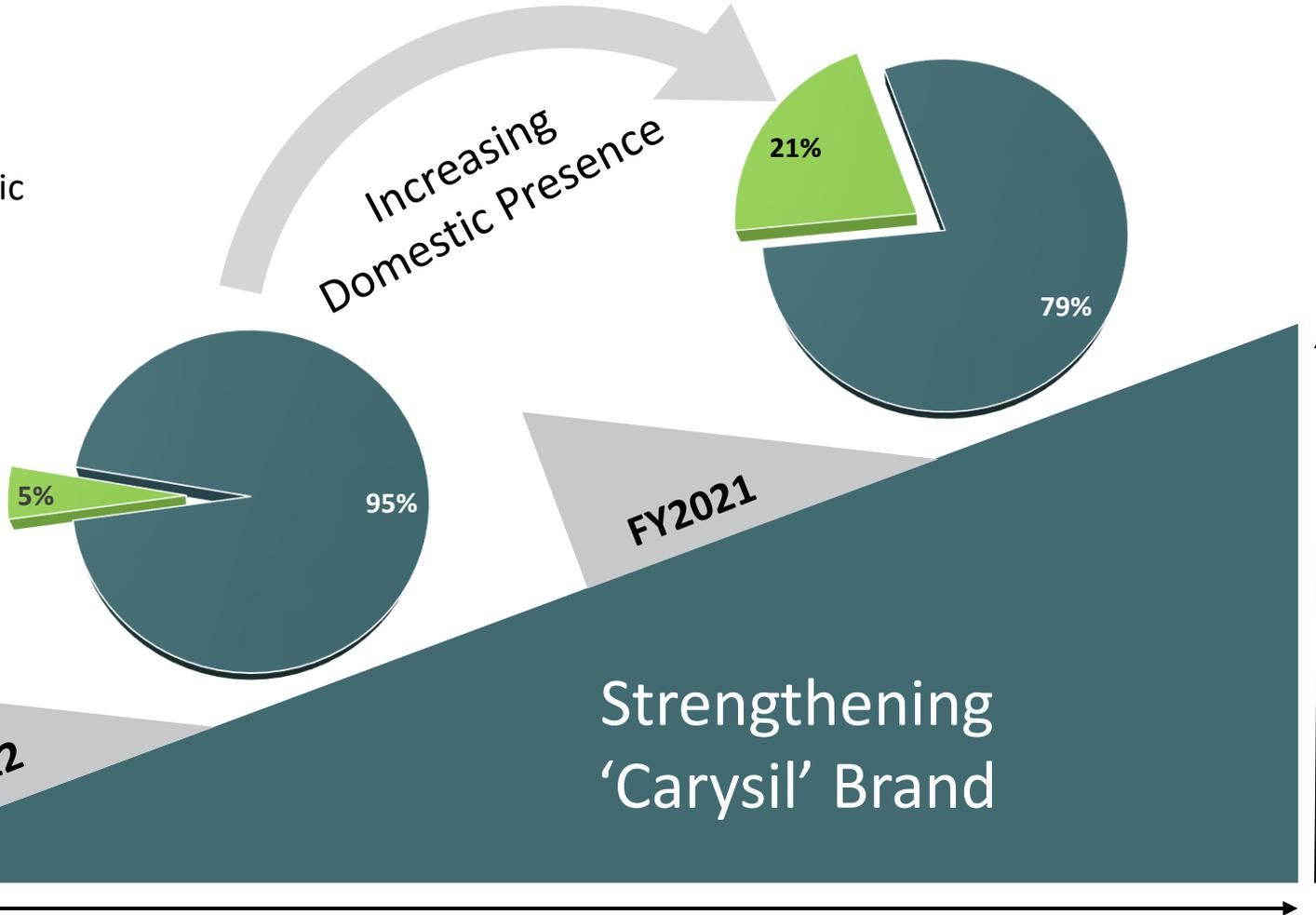
## Cash PAT After MI



# Revenue Mix

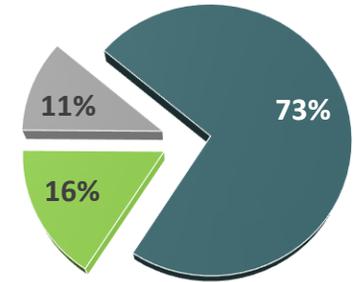
## Geography-wise Revenue

- Export
- Domestic



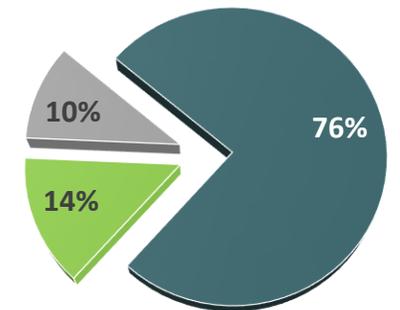
## Product-wise Revenue

FY20



- Quartz Sink
- Steel Sink
- Appliances & Others

FY21

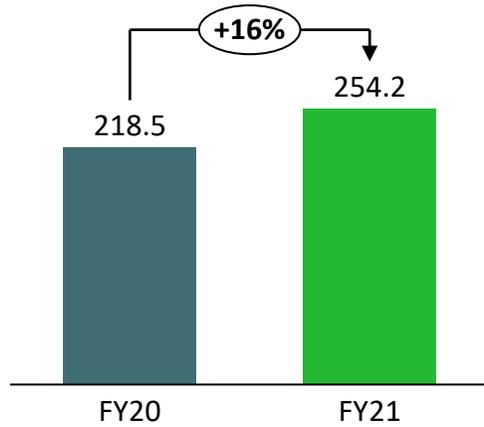


- Quartz Sink
- Steel Sink
- Appliances & Others

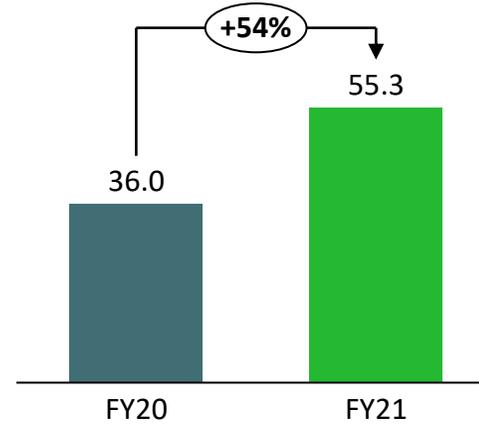
# Standalone: FY21 Performance

Rs. Crores

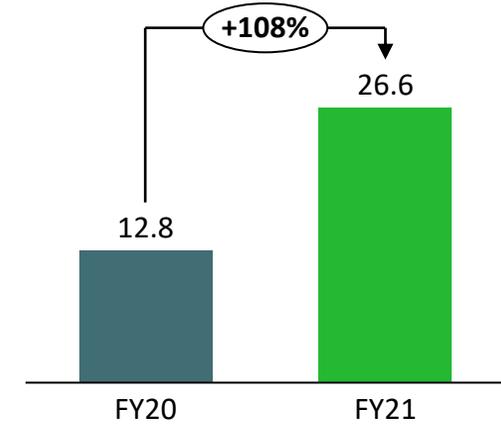
### Total Income\* (Rs. Crs)



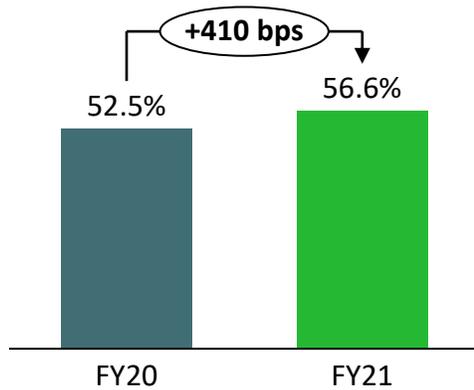
### EBITDA (Rs. Crs)



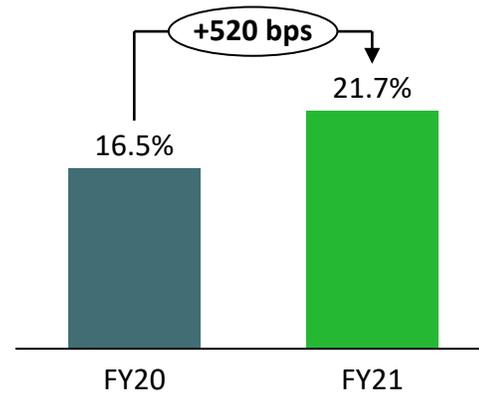
### PAT (Rs. Crs)



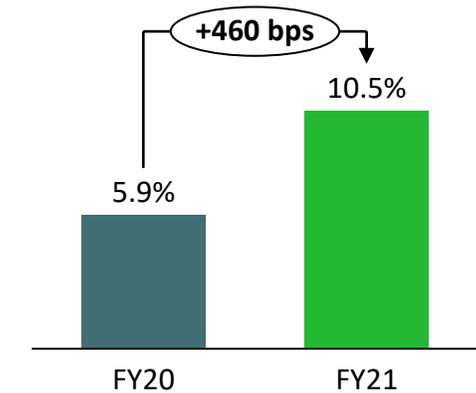
### Gross Margin (%)



### EBITDA Margin (%)



### PAT Margin (%)



\*Includes gain / (loss) on Foreign Exchange



## Strategic Partnership with IKEA Supply AG (Switzerland)

- Entered into a strategic partnership with IKEA Supply AG (Switzerland) for manufacturing and supply of composite quartz kitchen sinks for their global requirement
- This agreement will help us establish ourselves as an emerging leader in the production and delivery of High-Quality Quartz Kitchen sinks
- IKEA has an expertise in distribution and supply of home improvement products. This agreement will help IKEA offer its customers best in class quartz kitchen sinks manufactured by Acrysil
- The Company added necessary capacity to meet IKEA demand
- **The Company commenced the dispatches by end of March, 2021**

## Capacity Expansion

- Capacity Expansion of Quartz Kitchen Sinks by ~20% i.e 1,00,000 units has been completed. **Production commenced in February 2021. The manufacturing capacity of Quartz Kitchen Sinks has increased from 5,00,000 units to 600,000 units p.a.**
- **Proposed additional capacity expansion of Quartz Kitchen Sinks by ~100,000 units.** Capex will increase Manufacturing Capability to 7,00,000 units p.a. **Proposed capex to be completed by June 2021**

# Business Updates

## Commencement of Physical Vapor Deposition Plant

- Acrysil Steel Limited (ASL), subsidiary of Acrysil Limited has announced commencement of state-of-the-art Physical Vapor Deposition (PVD) plant for manufacture and coating of Designer Steel Sinks at its Bhavnagar plant, Gujarat from 1st November 2020
- Acrysil Steel Limited (ASL) had done capital expenditure of ~Rs. 3 Crores
- **The PVD Plant set up has an installed capacity to manufacture and coating of steel sinks of 50,000 units p.a.**



# Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q4FY21	Q4FY20	Y-o-Y	Q3 FY21	Q-o-Q	FY21	FY20	Y-o-Y
Revenue	100.6	64.4		87.5		309.7	276.2	
Gain / (Loss) on Foreign Exchange	3.7	1.4		0.0		5.8	4.1	
<b>Total Income</b>	<b>104.3</b>	<b>65.8</b>	<b>59%</b>	<b>87.5</b>	<b>19%</b>	<b>315.5</b>	<b>280.3</b>	<b>13%</b>
Raw Material	45.0	30.9		38.7		141.8	137.4	
Employee Expenses	6.9	5.9		6.0		22.2	22.2	
Other Expenses	28.3	18.0		22.5		79.9	70.3	
<b>EBITDA</b>	<b>24.0</b>	<b>11.1</b>	<b>117%</b>	<b>20.2</b>	<b>18%</b>	<b>71.6</b>	<b>50.5</b>	<b>42%</b>
<b>EBITDA Margin (%)</b>	<b>23.0%</b>	<b>16.8%</b>		<b>23.1%</b>		<b>22.7%</b>	<b>18.0%</b>	
Other Income	1.1	0.2		0.3		2.2	0.6	
Depreciation	3.8	3.5		3.2		12.7	11.9	
<b>EBIT</b>	<b>21.3</b>	<b>7.8</b>	<b>174%</b>	<b>17.3</b>	<b>23%</b>	<b>61.1</b>	<b>39.2</b>	<b>56%</b>
<b>EBIT Margin (%)</b>	<b>20.5%</b>	<b>11.8%</b>		<b>19.8%</b>		<b>19.4%</b>	<b>14.0%</b>	
Finance Cost	2.1	1.9		1.6		7.3	8.7	
<b>Profit Before Tax</b>	<b>19.3</b>	<b>5.9</b>	<b>229%</b>	<b>15.8</b>	<b>22%</b>	<b>53.8</b>	<b>30.5</b>	<b>77%</b>
Tax	6.2	1.4		3.6		14.5	7.6	
<b>Profit After Tax</b>	<b>13.1</b>	<b>4.5</b>	<b>191%</b>	<b>12.2</b>	<b>8%</b>	<b>39.3</b>	<b>22.9</b>	<b>72%</b>
<b>PAT After Tax Margin(%)</b>	<b>12.6%</b>	<b>6.8%</b>		<b>13.9%</b>		<b>12.5%</b>	<b>8.2%</b>	
MI	0.1	0.6		0.1		0.2	0.8	
<b>PAT After MI</b>	<b>13.0</b>	<b>3.9</b>	<b>235%</b>	<b>12.1</b>	<b>8%</b>	<b>39.1</b>	<b>22.1</b>	<b>77%</b>
<b>PAT After MI Margin(%)</b>	<b>12.5%</b>	<b>5.9%</b>		<b>13.8%</b>		<b>12.4%</b>	<b>7.9%</b>	

# Consolidated Balance Sheet

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

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



# Consolidated Cash Flow Statement

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

# Standalone Profit & Loss

Particulars (Rs. Crs.)	Q4FY21	Q4FY20	Y-o-Y	Q3 FY21	Q-o-Q	FY21	FY20	Y-o-Y
Revenue	80.5	49.9		70.4		248.3	214.4	
Gain / (Loss) on Foreign Exchange	3.7	1.4		0.0		5.8	4.1	
<b>Total Income</b>	<b>84.2</b>	<b>51.4</b>	<b>64%</b>	<b>70.5</b>	<b>20%</b>	<b>254.2</b>	<b>218.5</b>	<b>16%</b>
Raw Material	35.5	23.7		30.5		110.2	103.7	
Employee Expenses	4.7	4.5		4.2		16.0	16.7	
Other Expenses	26.1	15.5		20.4		72.7	62.0	
<b>EBITDA</b>	<b>17.9</b>	<b>7.7</b>	<b>134%</b>	<b>15.4</b>	<b>17%</b>	<b>55.3</b>	<b>36.0</b>	<b>53%</b>
<b>EBITDA Margin (%)</b>	<b>21.3%</b>	<b>14.9%</b>		<b>21.8%</b>		<b>21.7%</b>	<b>16.5%</b>	
Other Income	0.2	0.3		0.3		1.5	0.9	
Depreciation	3.4	3.3		2.9		11.6	10.9	
<b>EBIT</b>	<b>14.7</b>	<b>4.7</b>	<b>215%</b>	<b>12.8</b>	<b>15%</b>	<b>45.2</b>	<b>26.0</b>	<b>74%</b>
<b>EBIT Margin (%)</b>	<b>17.5%</b>	<b>9.1%</b>		<b>18.1%</b>		<b>17.8%</b>	<b>11.9%</b>	
Finance Cost	1.9	2.0		1.4		6.4	7.8	
<b>Profit Before Tax</b>	<b>12.8</b>	<b>2.7</b>	<b>378%</b>	<b>11.4</b>	<b>13%</b>	<b>38.8</b>	<b>18.2</b>	<b>113%</b>
Tax	5.2	1.0		3.0		12.1	5.4	
<b>Profit After Tax</b>	<b>7.7</b>	<b>1.7</b>	<b>352%</b>	<b>8.4</b>	<b>-9%</b>	<b>26.6</b>	<b>12.8</b>	<b>108%</b>
<b>PAT After Tax Margin(%)</b>	<b>9.1%</b>	<b>3.3%</b>		<b>12.0%</b>		<b>10.5%</b>	<b>5.9%</b>	<b>9%</b>

# Standalone Balance Sheet

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

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

# Standalone Cash Flow Statement

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

# Business Overview



# Numero Uno Position

**Only manufacturer** in India &  
Asia in Quartz Sink

India's **1<sup>st</sup>** 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 : **600,000** sinks  
per annum in FY21\*

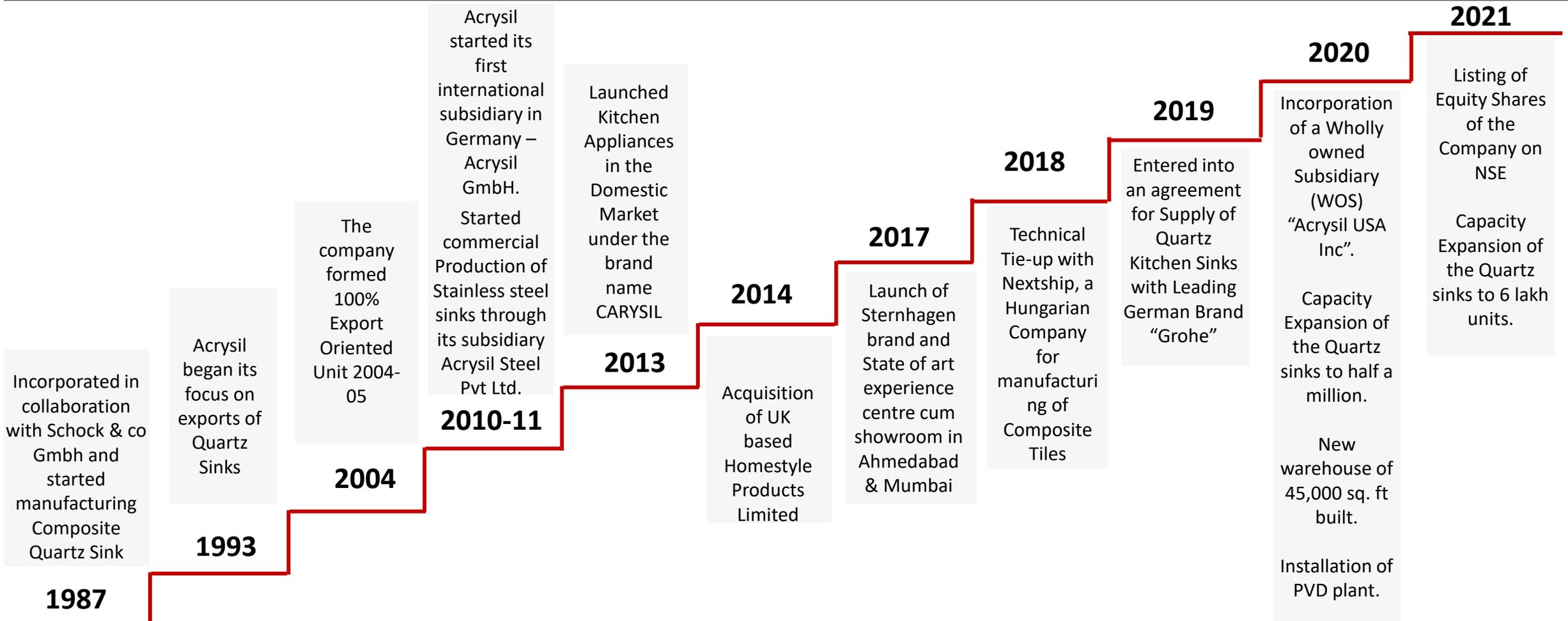
Exports to **55+ countries**  
worldwide

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

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

# Acrysil – Over the Years

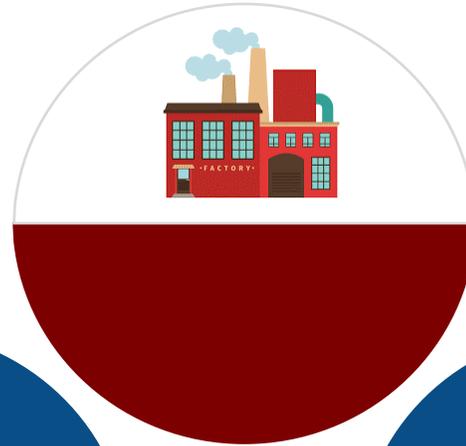
Today, Acrysil is India's only indigenous brand of kitchen sinks made of Quartz



# 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: 6,00,000 pa\* , Stainless Steel : 90,000 pa and Appliances : 7,000 pa
- Enjoy in-house capability extends to manufacturing and assembling chimneys, hobs, hob-tops and food waste disposers
- Technology: Only company in India and Asia and among 4 companies globally to have the technology to manufacture Quartz Sinks

## Distribution Network Gallery

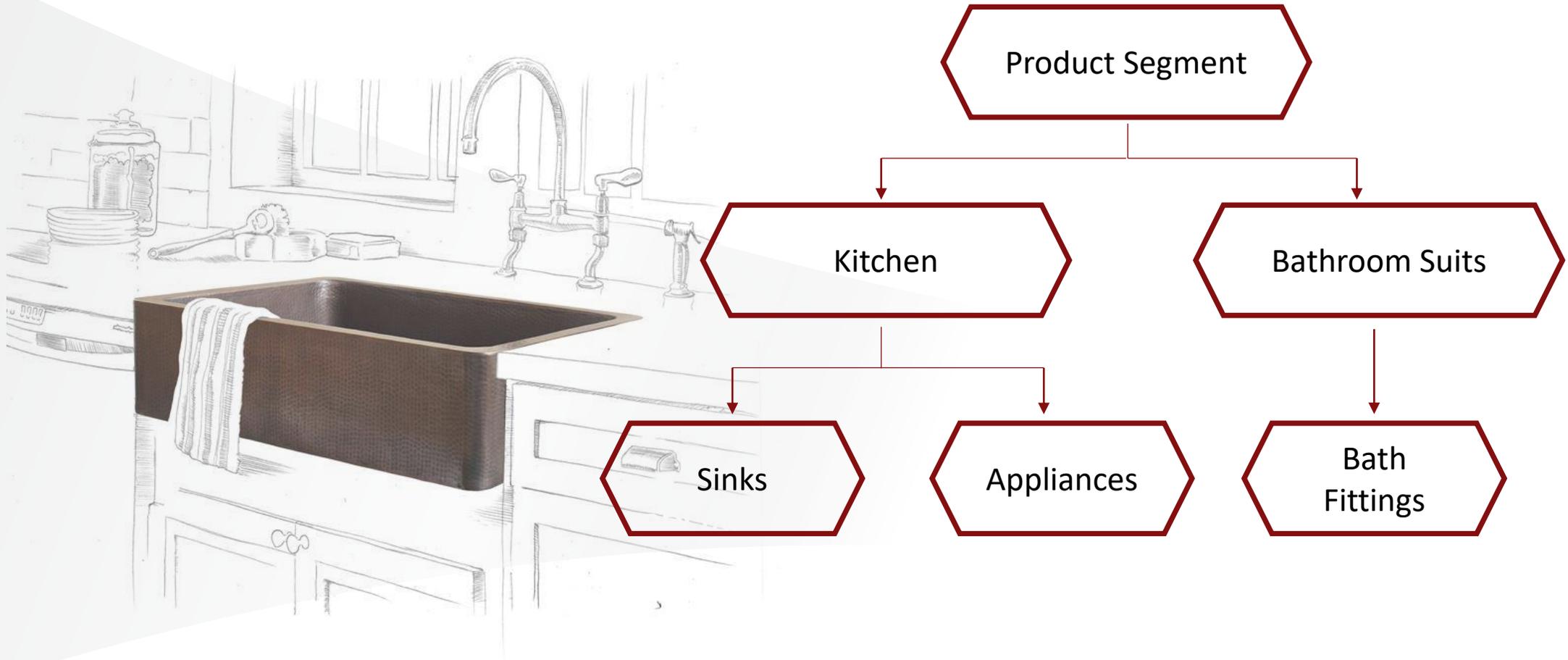
- The acquisition of 100% stake in a distribution company : Homestyle Product Limited, in UK which outsources sinks and sells to the top customers
- Vital access to key customers based in markets in Europe and UK
- Current Domestic Market : ~+1,500 Dealers, ~80 Galleries & 82 distributors



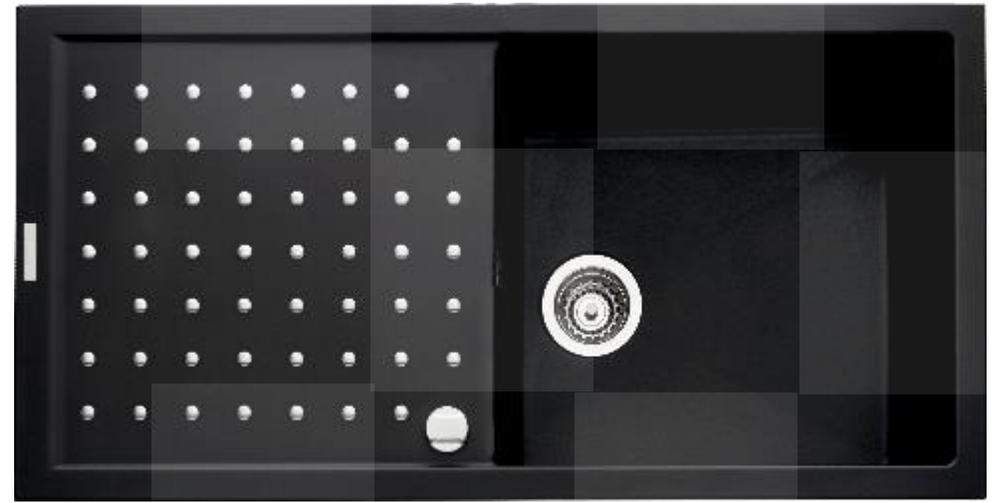
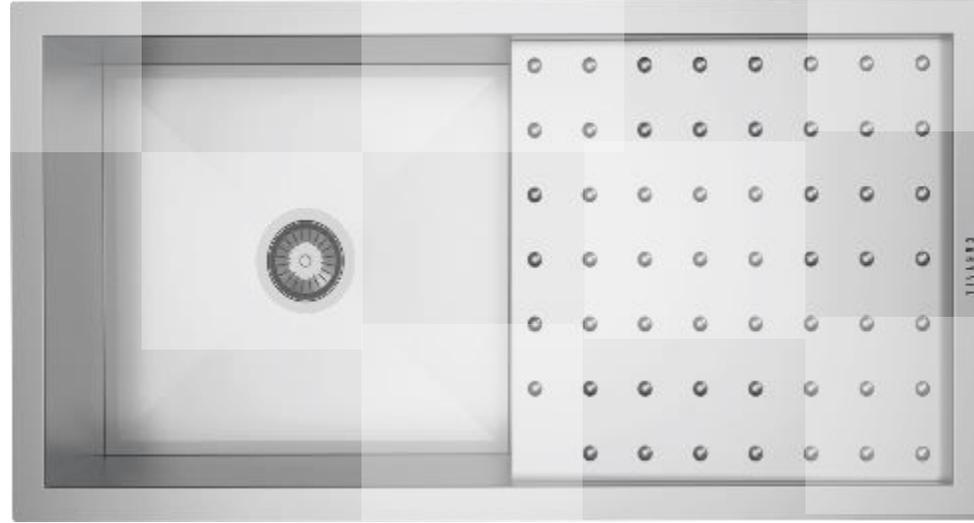
## Product Basket

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

# Increasing Product Portfolio



# Sinks



# Only Company to make Quartz Sinks in Asia

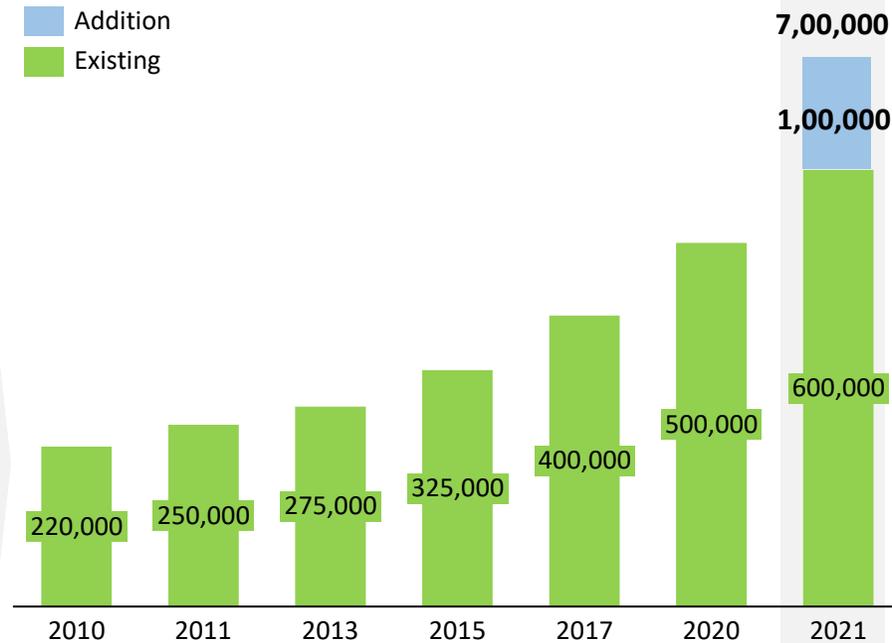
The **only company** in all of Asia and among a few companies worldwide: manufacturing quartz kitchen sinks to **global standards** of **quality, durability and visual appeal**

**2 plants** having a combined capacity of **6,00,000\*** Quartz kitchen sinks annually

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

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)



High Margin Product



Asset Turnover ~3 times

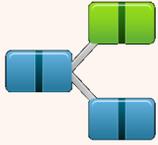


Longevity of Assets Moulds ~15 years

Huge Market Potential for Quartz Sinks

“ Globally there are only 4 players producing Quartz Sinks. 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**

**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*

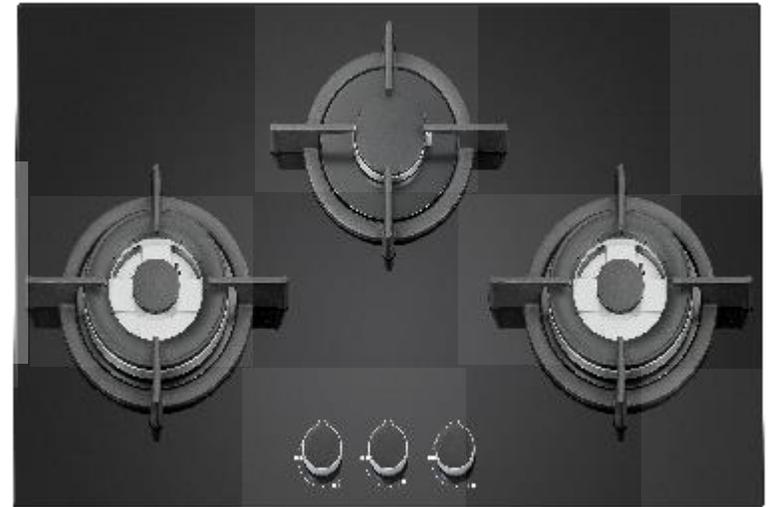


**Innovation: New innovative products like Micro Radius and Square Sinks**



**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 ~5% 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

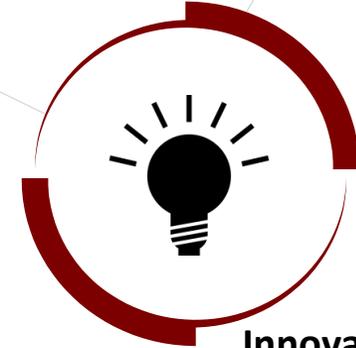
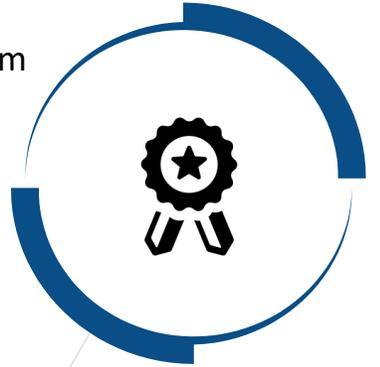
Sternhagen washbasins are made from Sani-Q, designed by EMAMIDESIGN

## 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)

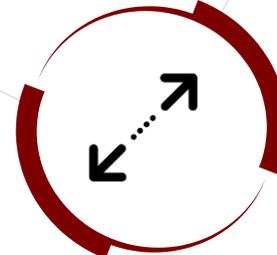


## Innovation

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



# Strengthening “STERNHAGEN” Brand

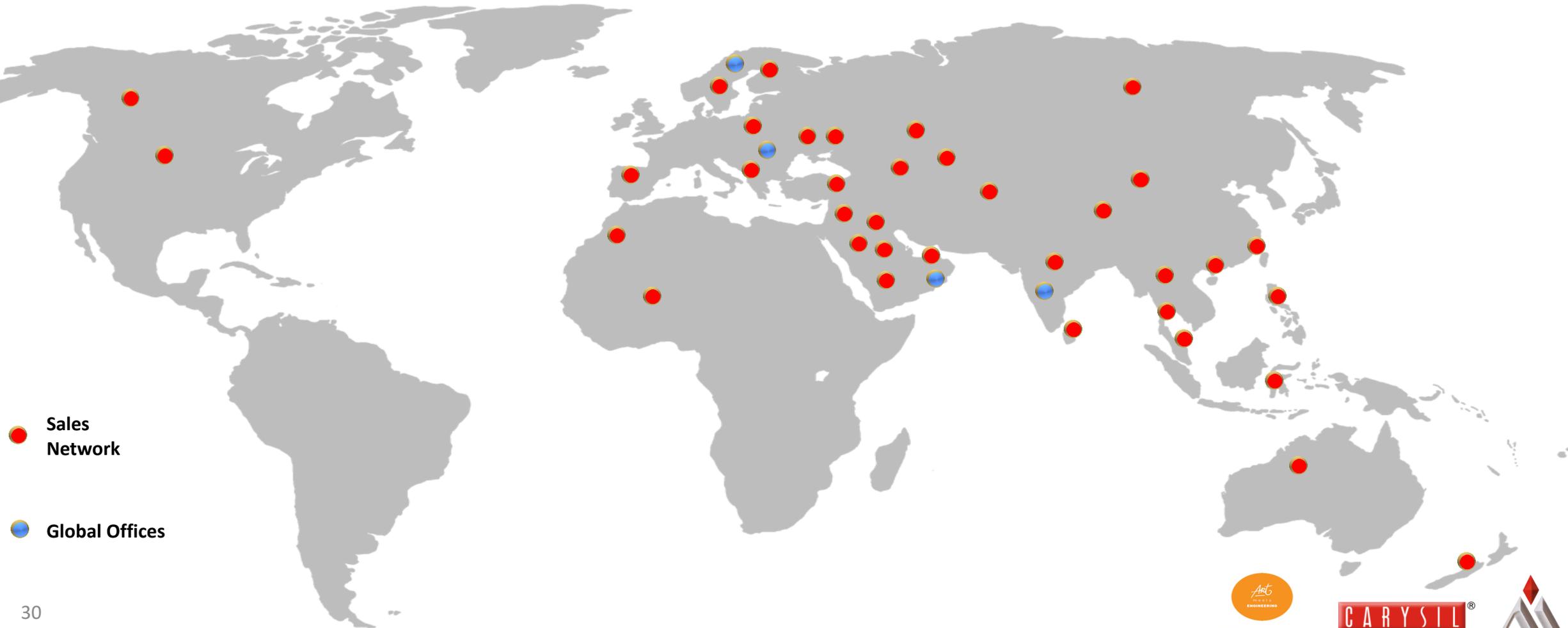


***“Unveiling the new Rose Gold collection of Premium Sanitary ware and Bath fittings”***

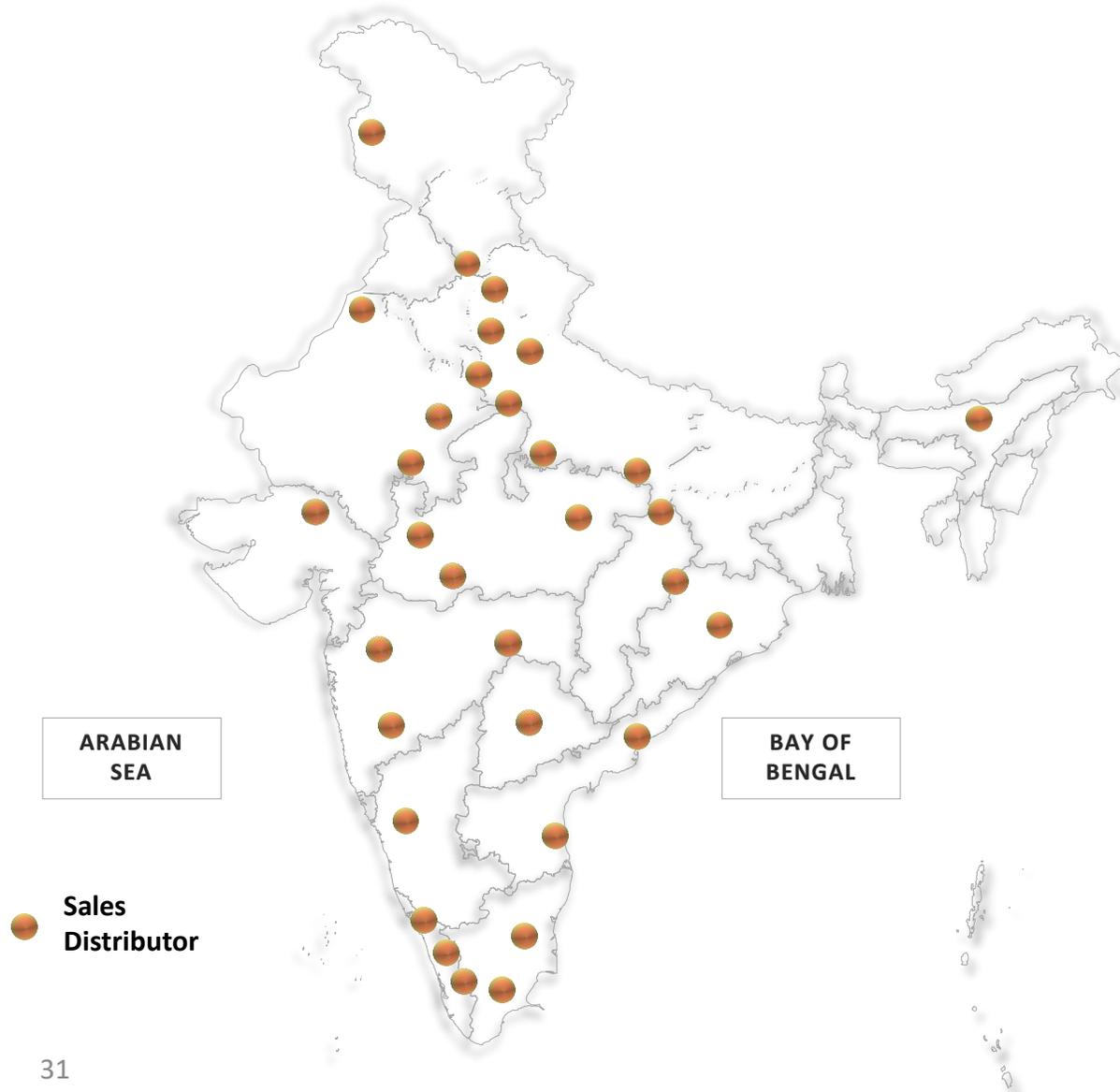


# Products with Global Standards sold in 55 Countries

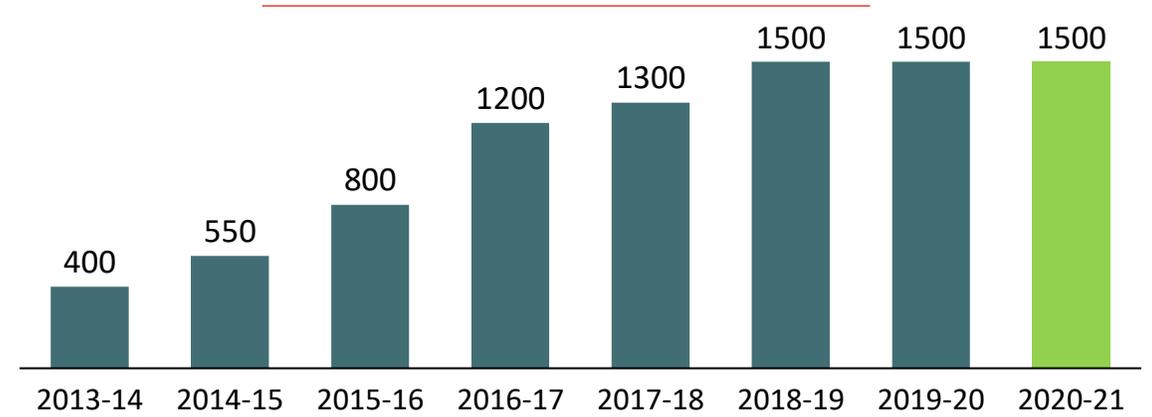
**Company presently exports to over 55 countries. Plan to expand further by acquiring new customers and penetrating in new geographies**



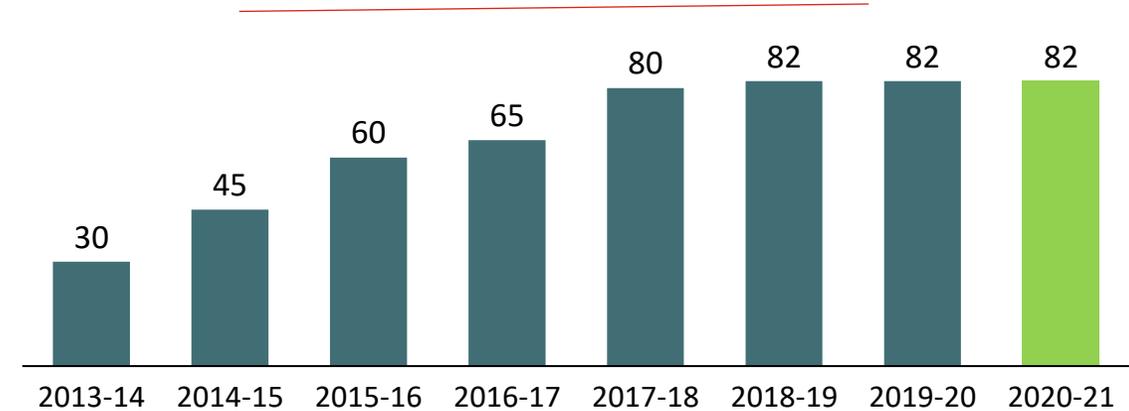
# Domestic Presence - Strengthening of our Brands



## Dealer Network



## Distributor Network



# Moulds an Integral Part of Manufacturing Process

## Input

### Variety of Moulds



- Has more than 130 moulds
  - 350+ 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



600,000\* units per annum



Made as per the customer needs

### Made to Order

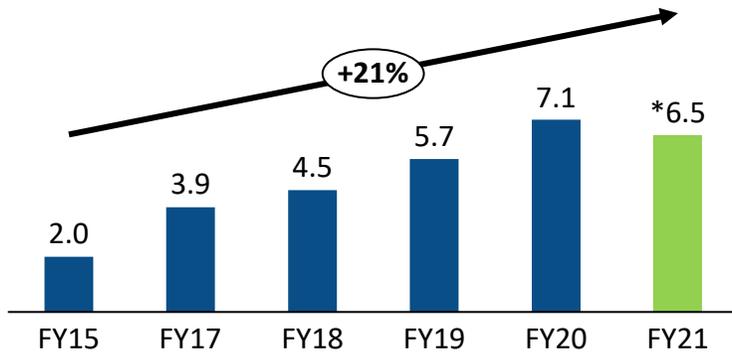
# Presence in UK through Acrysil Products Ltd.

(formerly known as Homestyle Products Ltd.)

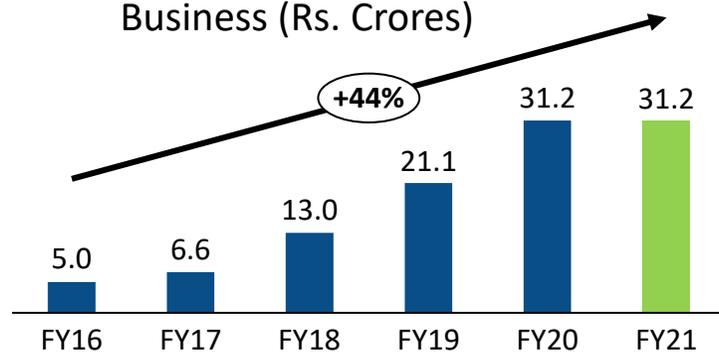
Acrysil holds 100% in **Homestyle Products** through Acrysil UK Limited

The name of **Homestyle Products Limited** has been changed to **Acrysil Products Limited**

Revenues (Mn. GBP)



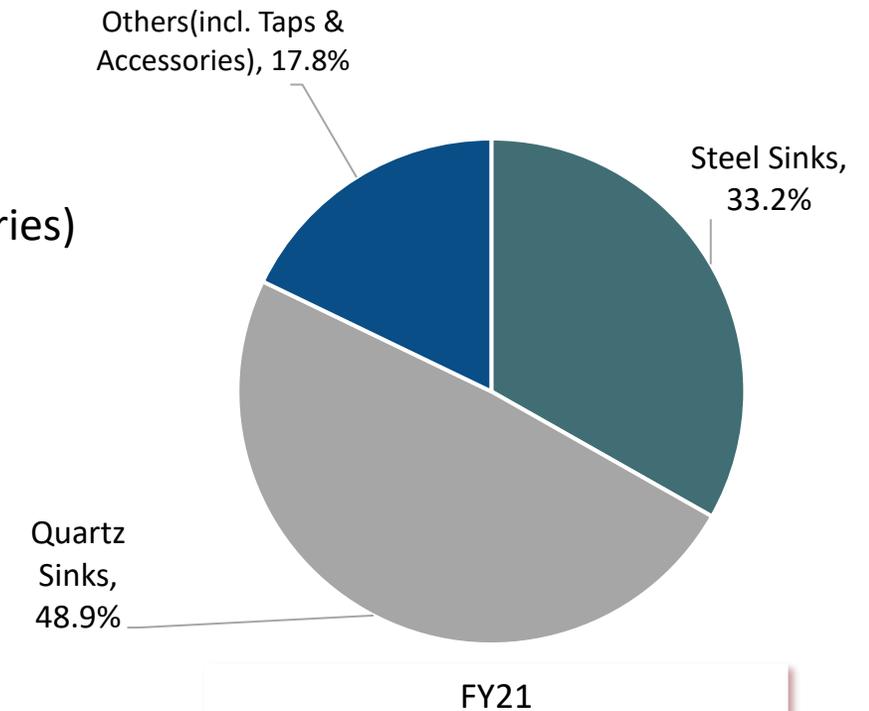
Revenues from Quartz Sink Business (Rs. Crores)



## Products sold under Acrysil Products Ltd.

(formerly known as HomeStyle UK)

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



\*Revenues were impacted on account of shutdown of operations due to CoVID-19 in Q1 FY21

# Our Distribution Model

## International

### STRATEGIC Acquisition of Homestyle UK Limited

(now known as Acrysil Products Limited - A kitchen products distribution company)

with **100% Stake**

**Significant Presence in UK Market**

01

Outsources and sells it to the Top Customers

02

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

03

Increase in Market Presence and Visibility

## Domestic

Strong Foothold in India

1,500 Dealers



65 Franchise Shop



80 Gallery



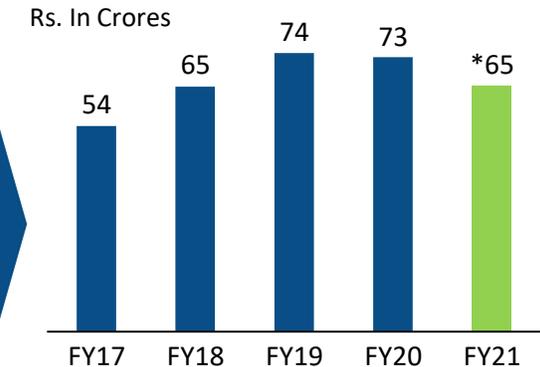
82 Distributors



5 Offices

Domestic Revenue

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



\*Revenues were impacted on account of shutdown of operations due to CoVID-19 in Q1 FY21

# 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

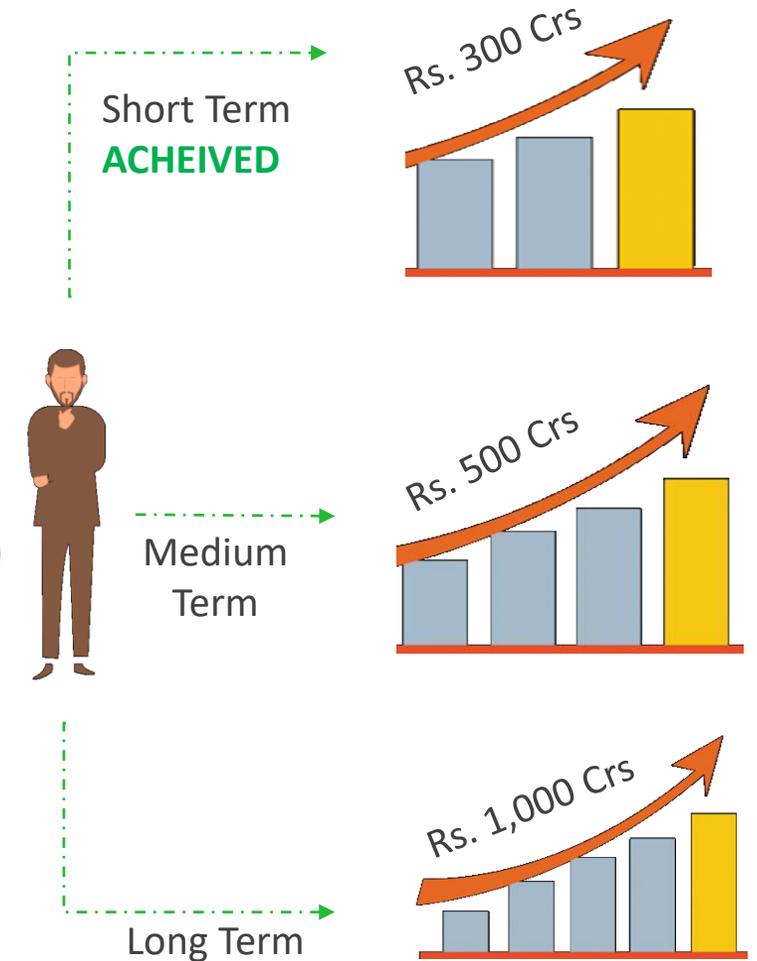
Entry into the kitchen appliances market with innovation, R&D and design capabilities – Aim to become a major player

## 04 Expansion

Currently catering to 55+ 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. 276 crores in 2020
- He heads the company as the managing director since 2008



**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



**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. 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



**Mr. Ajit Sanghvi**

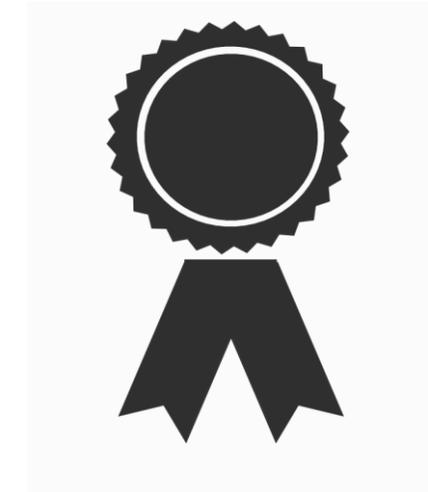
- A Chartered Accountant, has extensive experience in financial service industry and stock broking.
- He serves as a director of Sterling Consultancy Services Pvt. Ltd., Hrisal Investment Advisors Pvt. Ltd., MSS Securities Pvt. Ltd. And Harileela Investrade Pvt. Ltd.



**Mr. Rustam Mulla**

- 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



Award Certificate for Manufacturing Innovation & Design

If Design Award to Sternhagen SaniQ kristall wash basin

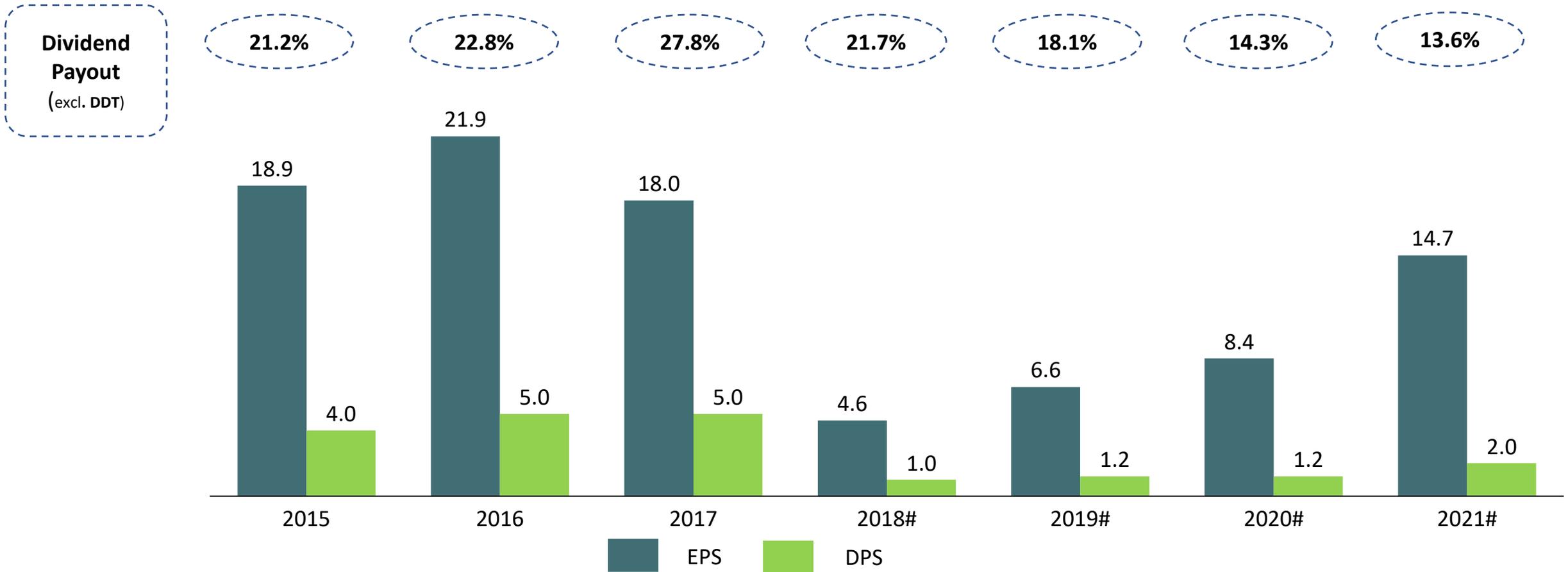
FGI's Award for 'Best Exports Performance & Promotion'

IPF Fastest growing Manufacturing Company Award

Certificate for 'Best CSR practices' by Rotary Club

FGI's Award for 'Good Industrial Relations'

# 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)**



**C A R Y S I L**®



# ACRYSIL LIMITED

**For further information, please contact**

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**Company :**

**Investor Relations Advisors :**

**Acrysil Limited**

CIN: L26914MH1987PLC042283

Mr. Anand Sharma - CFO

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

**Strategic Growth Advisors Private Limited**

CIN: U74140MH2010PTC204285

Mr. Rahul Agarwal/ Ms. Khushbu Shah

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