



**Investor Presentation
Q2 - FY17-18**



**STERNHAGEN
GERMANY**



German Engineered

November 10, 2017

Content



Economic Environment

Economic Environment

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

Business Highlights

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

Financial Highlights

Financials: Q2-FY 2017-18

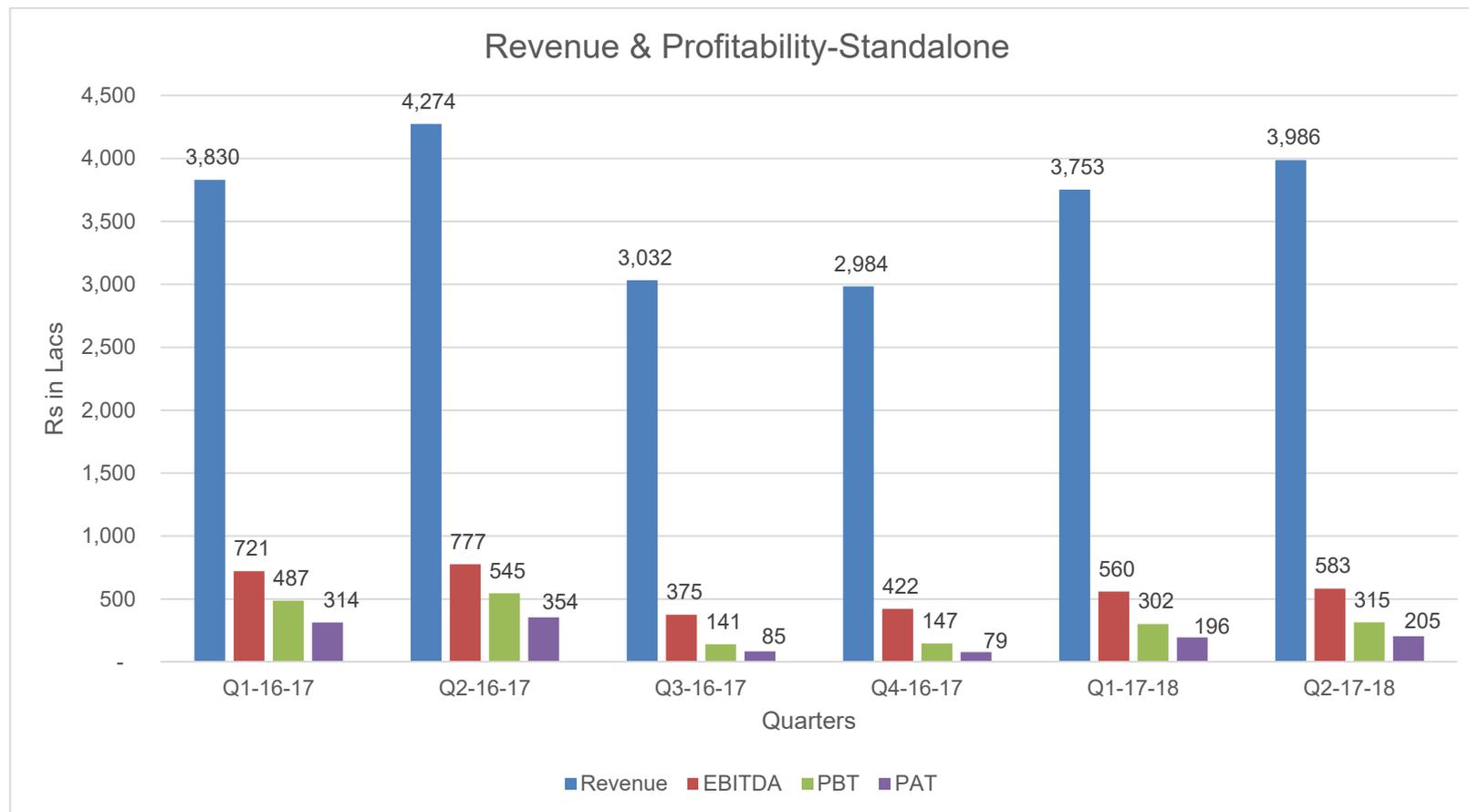


					(Rs. In Lacs)			
Particulars	Standalone- Quarter Ended				Consolidated-Quarter Ended			
	30.09.17	30.06.17	Inc / (Dec)in %	30.09.16	30.09.17	30.06.17	Inc / (Dec)in %	30.09.16
			-QoQ				-QoQ	
REVENUE	3,986.43	3,752.65	6.2%	4,274.00	5283.11	4875.01	8.4%	5347.49
EBIDTA	582.59	560.10	4.0%	775.76	834.67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

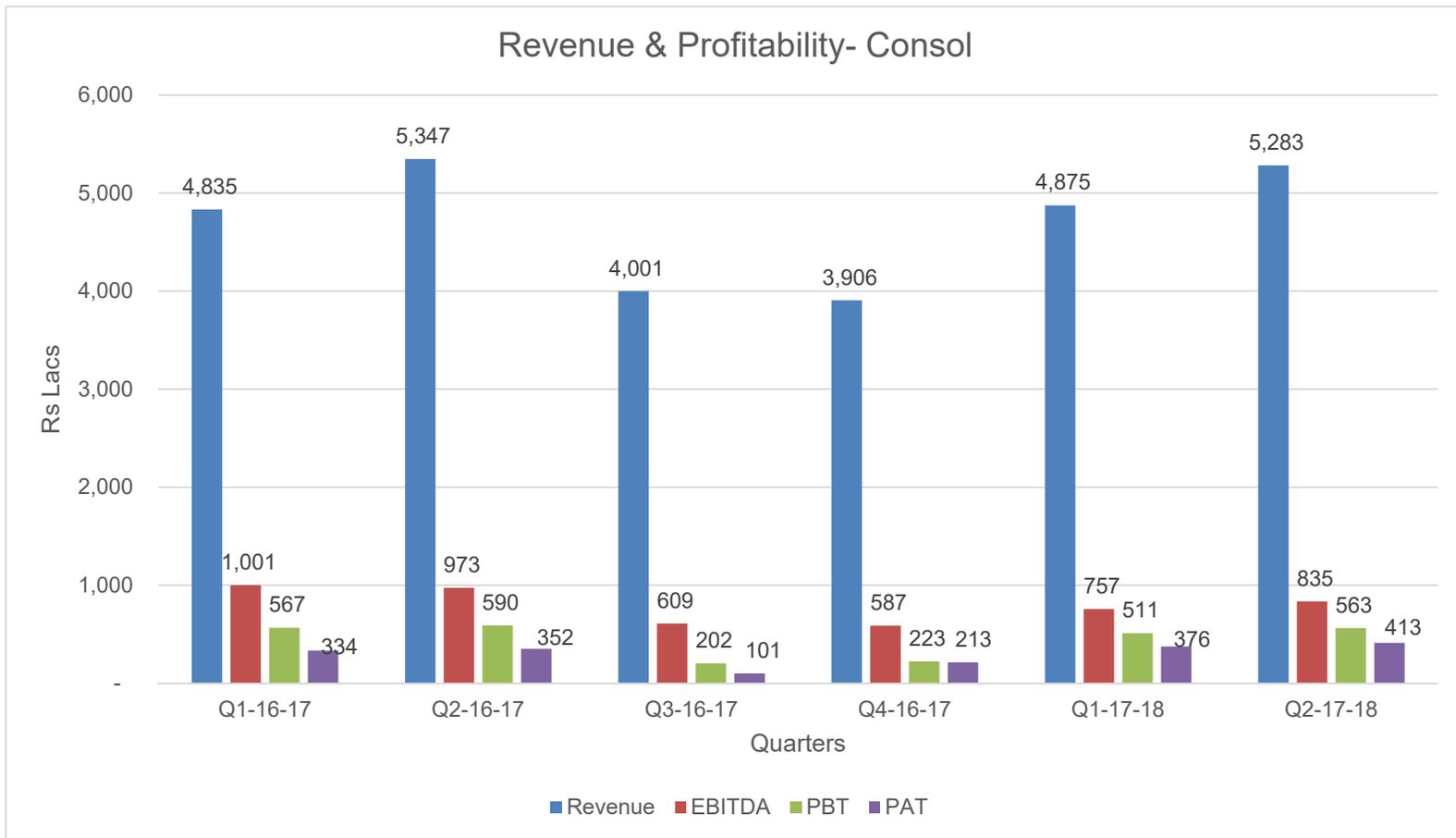
Financials: Q2 -FY 18

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

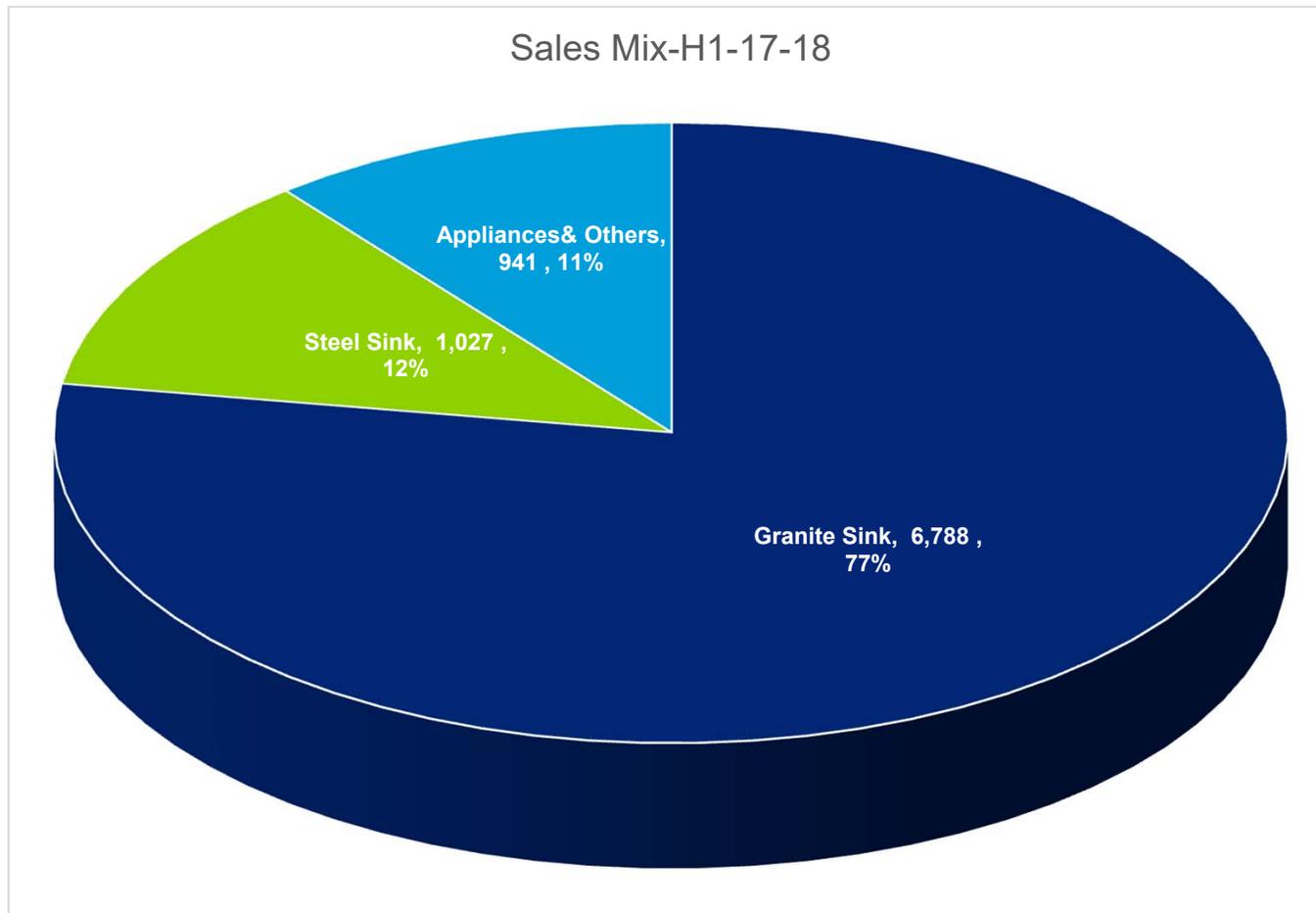
Revenue & Profitability –Standalone QoQ



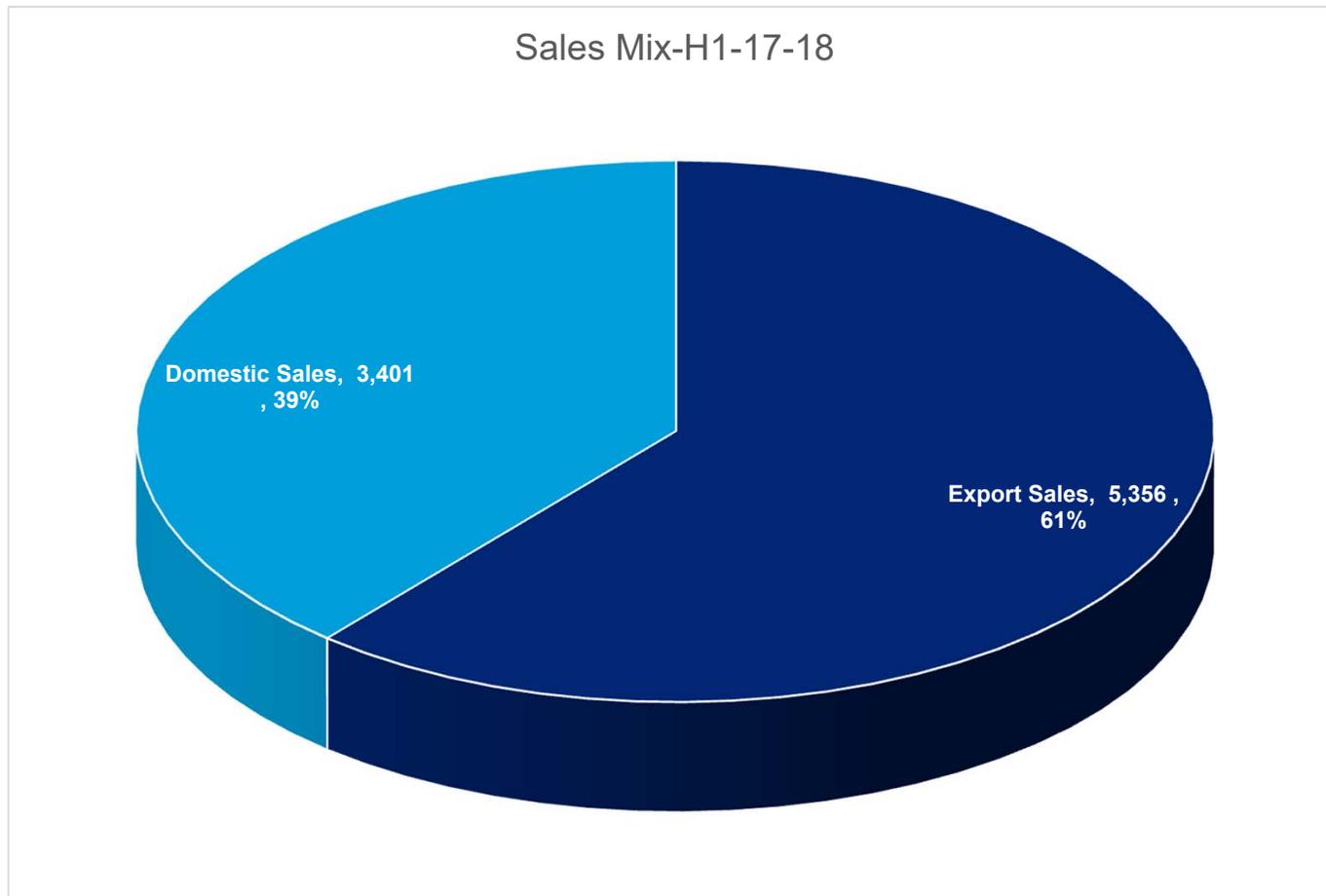
Revenue & Profitability –Consolidate-QoQ



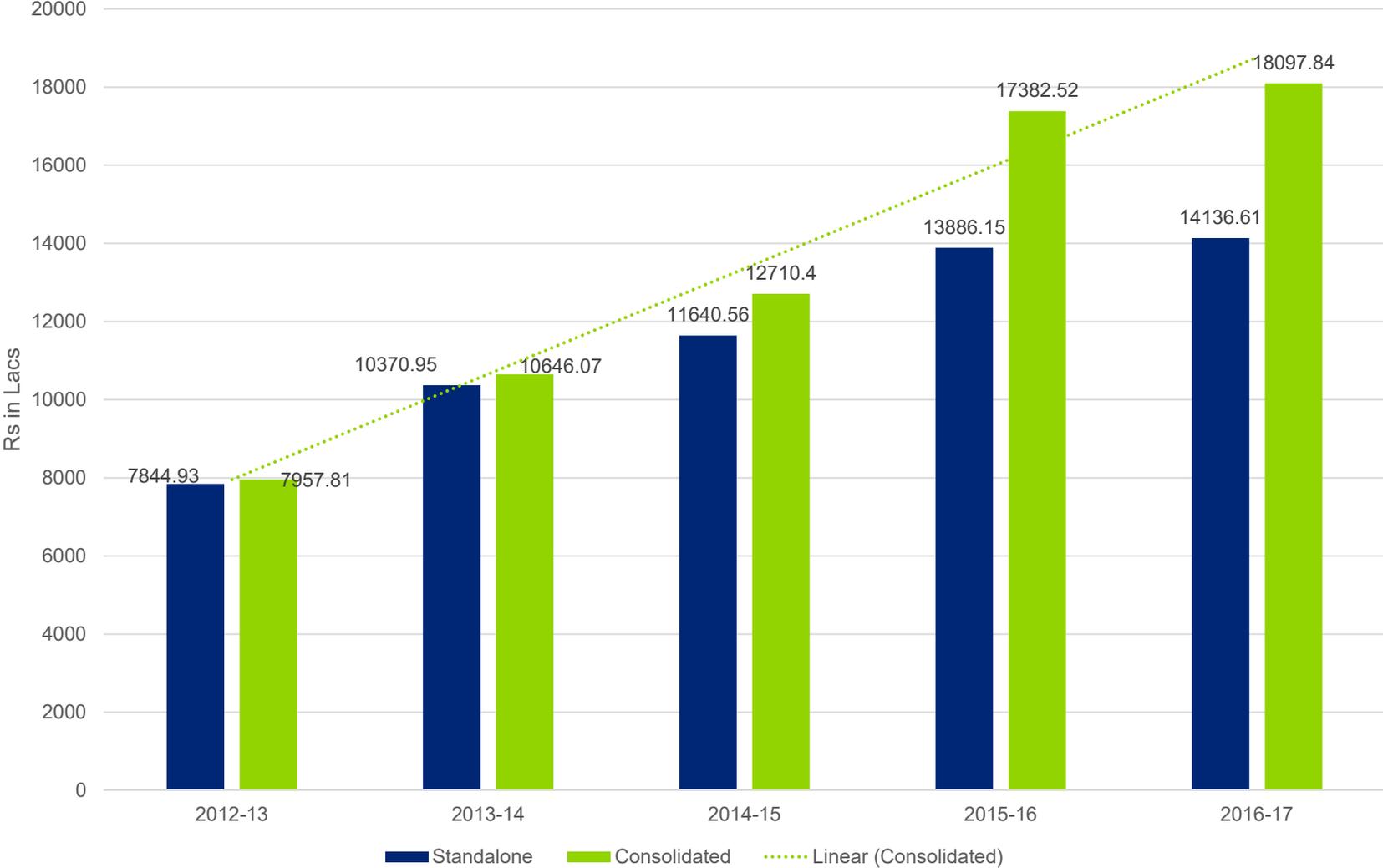
Sales Mix Segment wise -Indian Business



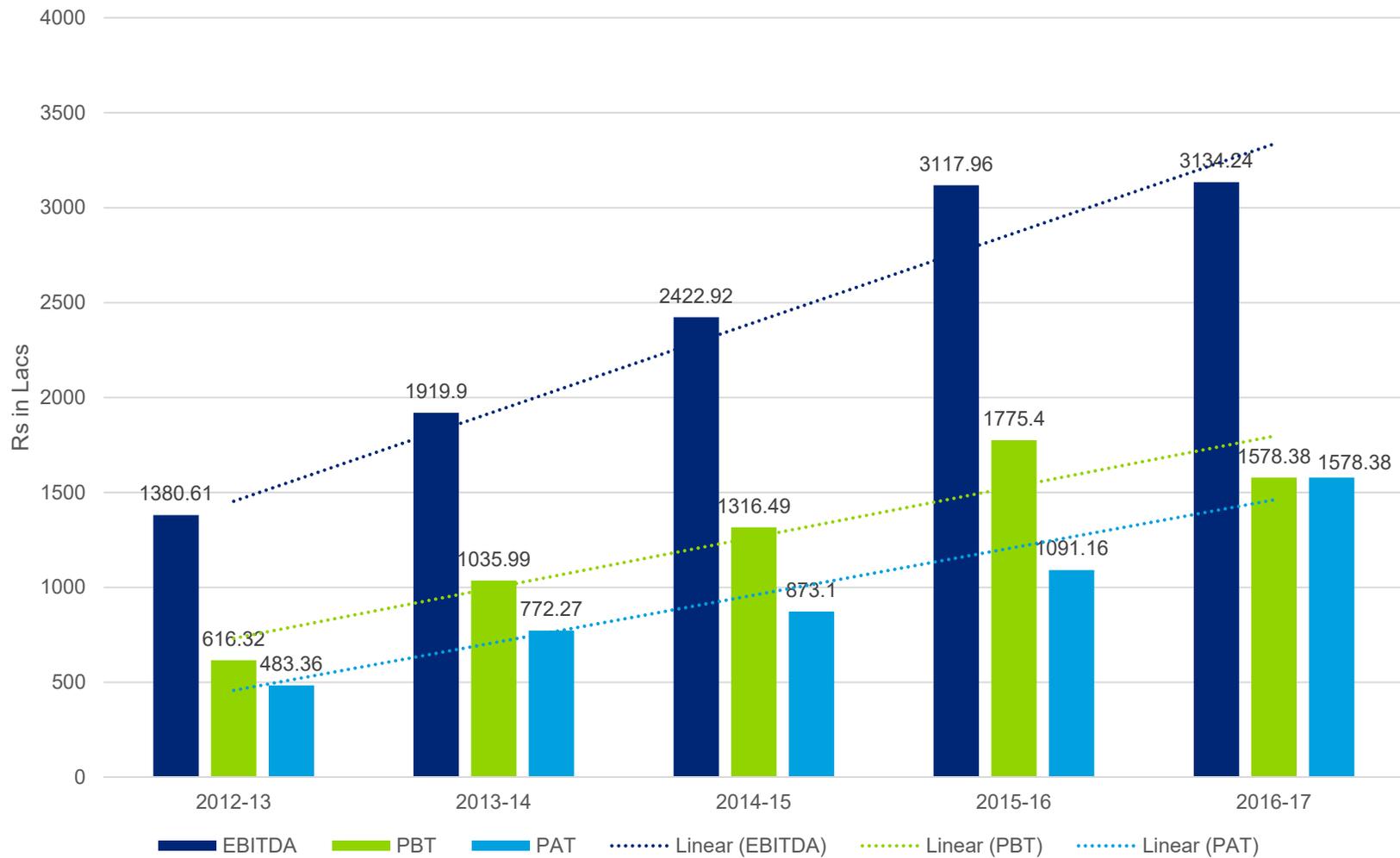
Sales Mix –Geography wise -Indian Business



Revenue Growth-YoY



Profitability (Consolidated)-YoY



Business Outlook

Business Outlook

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

Disclaimer

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

THANK YOU



B-307, Citi Point, J.B Nagar, Andheri (East), Mumbai-400059 (India)
Tel: +91-22-4015 7817/18/19, Email: cfo@acrysil.com