

## Leader in Lifestyle Kitchen Products



**Investor Presentation – Q3 & 9M FY21**

February 2021

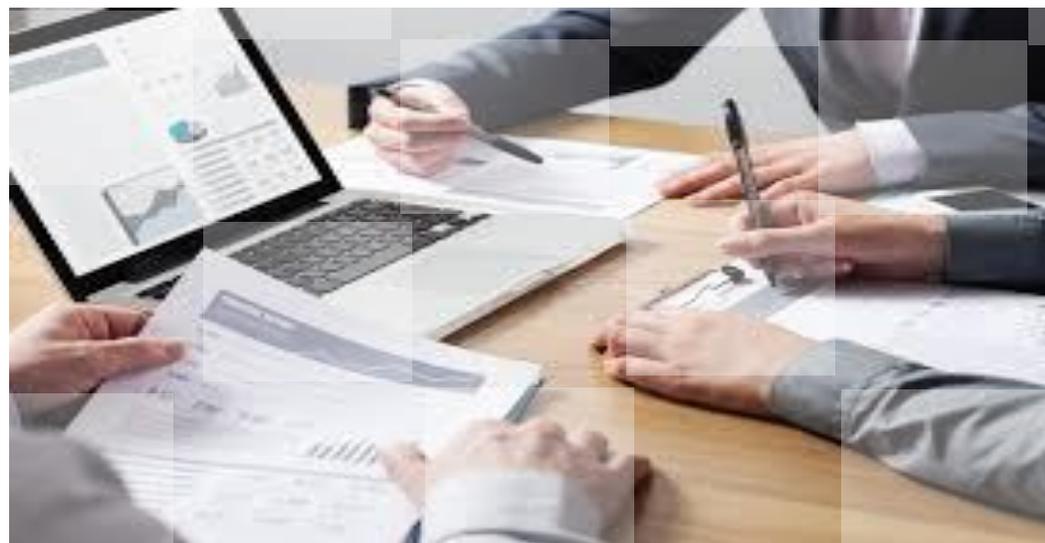
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Q3 & 9M  
FY21  
Highlights



# Message from Chairman & MD



**Commenting on the Results, Mr. Chirag Parekh, Chairman & Managing Director said,** “The third quarter of FY21 witnessed spurt in demand from across markets and we are delighted to see another quarter of strong performance. We have clocked topline growth of 19.5% YoY and sequential growth of 15.7% to Rs 87.5 crores in Q3 FY21. We had started witnessing pickup in demand from July onwards. Companies across the globe had faced challenges due to covid-19 lockdown, however, post the relaxation in Covid-19 related restrictions there has been recovery in demand and strengthening of business environment. There has been strong surge for our products in home improvement goods industry in the international markets.

Our Company has delivered healthy EBITDA Margin of 23.1%, up by 620 bps y-o-y. This was on back of continuous cost control measures and favorable raw material prices. We are pleased that we were able to achieve PAT of Rs. 12.1 crores in Q3 FY21. We remain optimistic about the improved business scenario and strive to achieve better performance going ahead.

There has been an uptick in demand for home improvement goods since the start of the pandemic with people spending more of their discretionary income on home renovation and décor as there is limitation on travel and leisure spends. With our presence in the home improvement sector, it ensures good growth opportunities for us.

Here at Acrysil, we believe in innovation of products. Our Company has cutting edge technology and continuously invests in R&D in order to create unique products. With our business expansion initiative, we aim to strengthen our domestic foothold while growing internationally. Our company is focused on building brand and distribution channels across India and expanding in global market by tie up with large retail stores.

With Carysil & Sternhagen brand, Our company is confident towards a future of consistent success & value addition .”

# Q3 FY21 Standalone Performance - Key Highlights



Revenue  
**+27%**

Company has clocked revenues of Rs. 70.4 crores for Q3 FY21



EBITDA  
**+75%**

Company reported EBITDA of Rs. 15.3 crores in Q3 FY21



PAT  
**+87%**

Strong EBITDA Margins of 21.7% in Q3 FY21

Company reported profit of Rs. 8.4 crores in Q3 FY21

PAT Margins for Q3 FY21 stood at 12%

# Q3 FY21 Consolidated Performance - Key Highlights



Revenue  
**+20%**

Company has clocked revenues of Rs. 87.5 crores for Q3 FY21



EBITDA  
**+64%**

Company reported profit of Rs. 12.1 crores in Q3 FY21



PAT After MI  
**+78%**

Domestic business for Q3 FY21 stood at Rs. 18.1 crores, contributing 21% of the total revenue

Exports business for Q3 FY21 stood at Rs. 69.3 contributing 79% of the total Revenue

Work for Existing Expansion Plan of 100,000 units has been completed & production will commence in February 2021

The Board has declared an Interim Dividend of Rs.0.80 per equity share (40% of FV of Rs. 2 each) for financial year 2020-2021

# New Capacity Expansion Announced

**Expansion of production capacity by another 100,000 units at its Bhavnagar Plant, Gujarat**

**Proposed Capex will increase manufacturing capacity of Quartz Kitchen Sinks to 700,000 units per annum**

**Purpose of the expansion is to meet the increasing demand of quartz kitchen sink in international and domestic market**



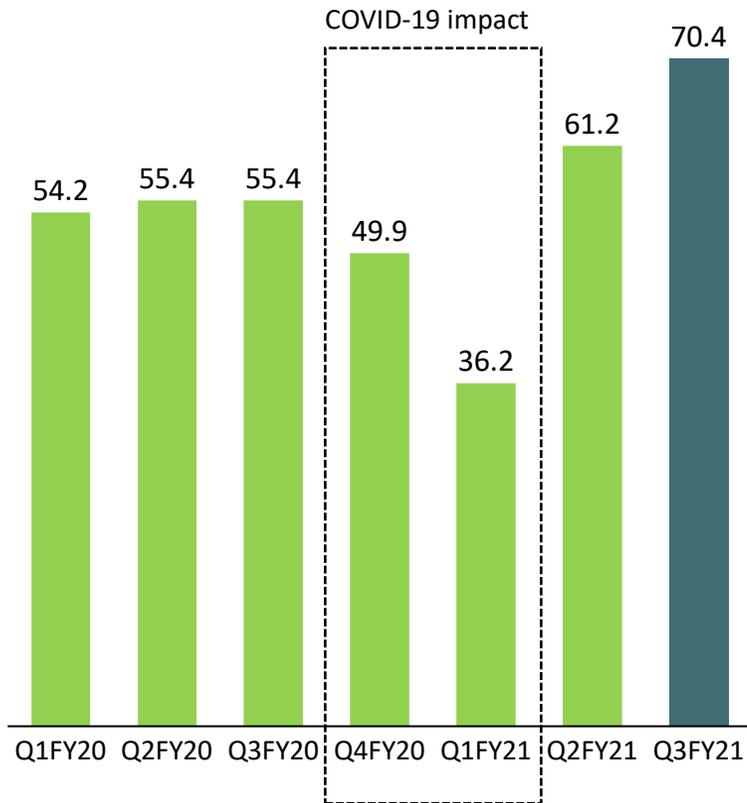
- Total Capital Expenditure envisaged is ~ Rs.30 crores
- CAPEX would involve investments in Land & building, plant & machinery and other infrastructure
- The CAPEX will be financed by mix of internal accruals and debt
- Expansion Project is likely to be commissioned by June - 2021



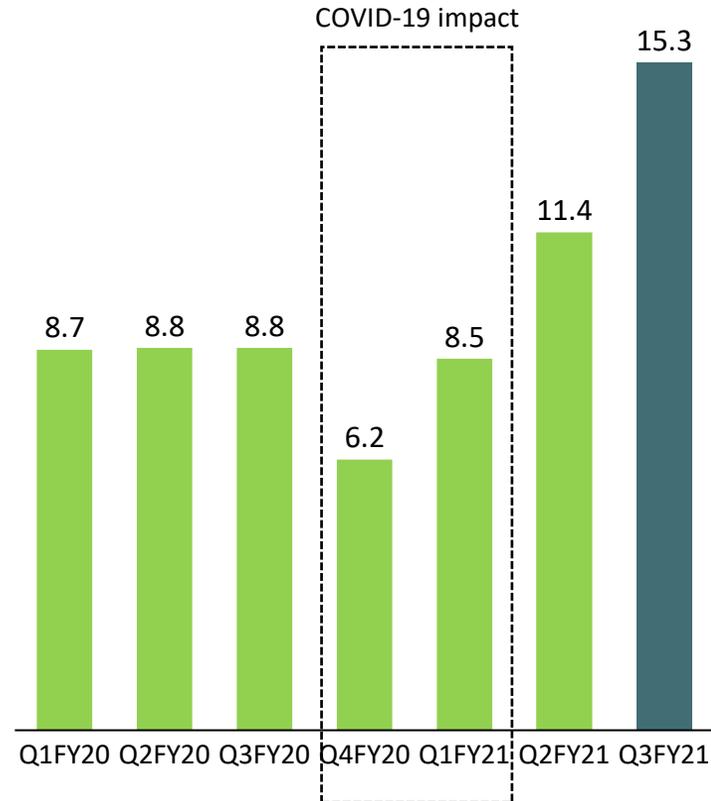
# Standalone Q3FY21: Robust Demand; Improving Profitability

Rs. Crores

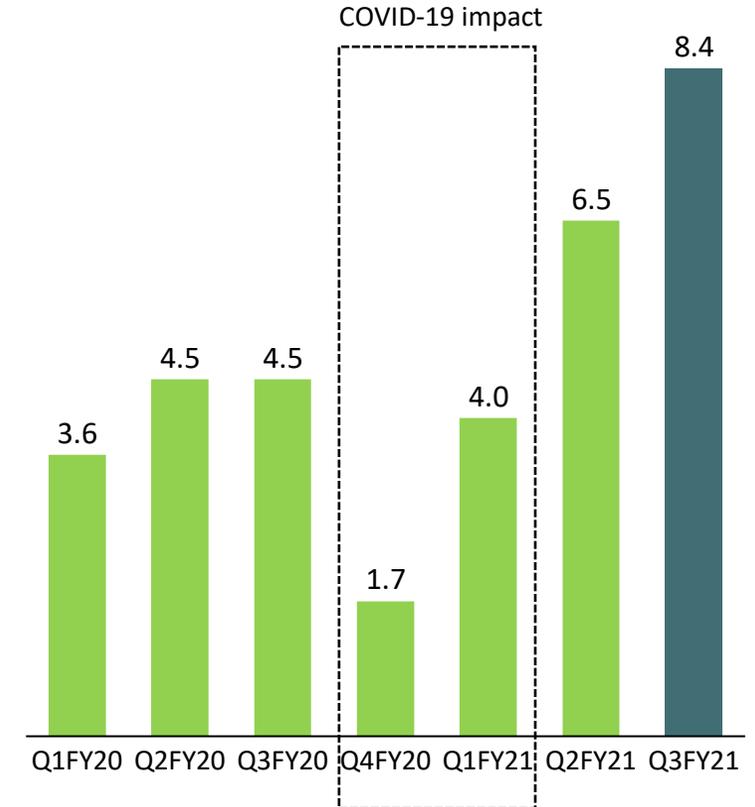
## Revenue



## EBITDA



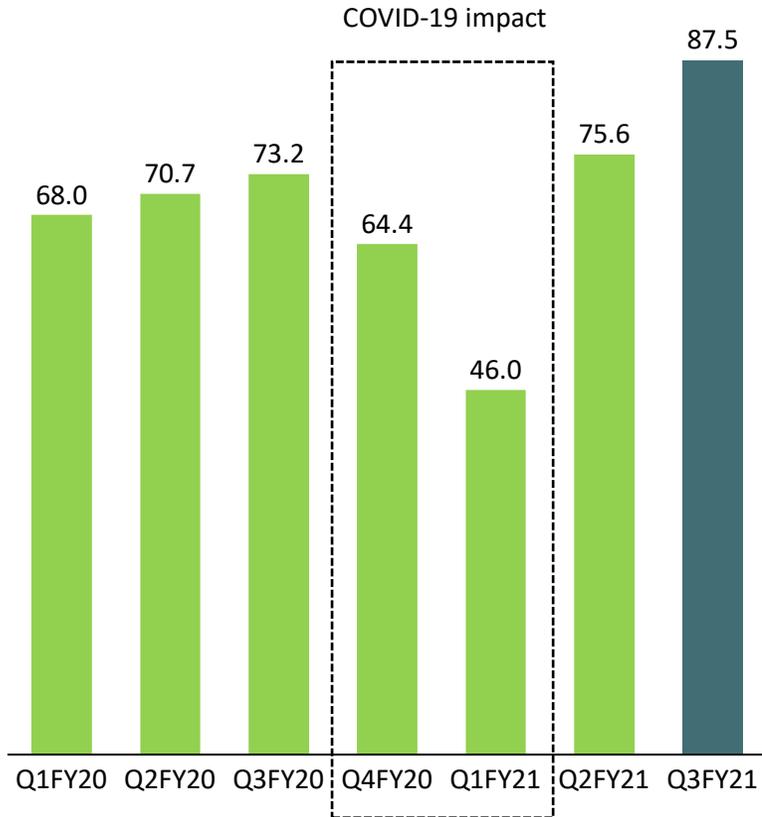
## PAT



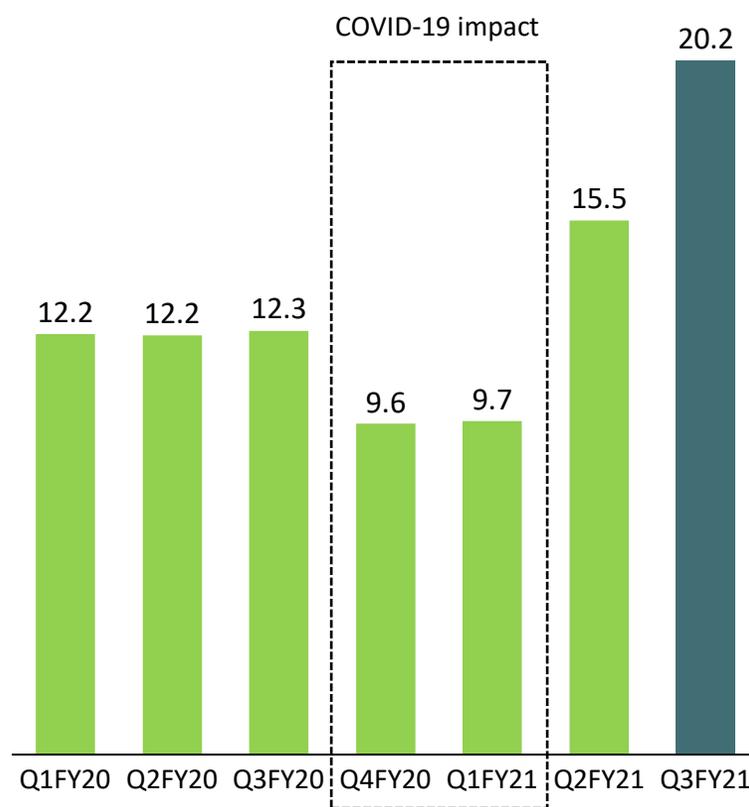
# Consolidated Q3FY21: Robust Demand; Improving Profitability

Rs. Crores

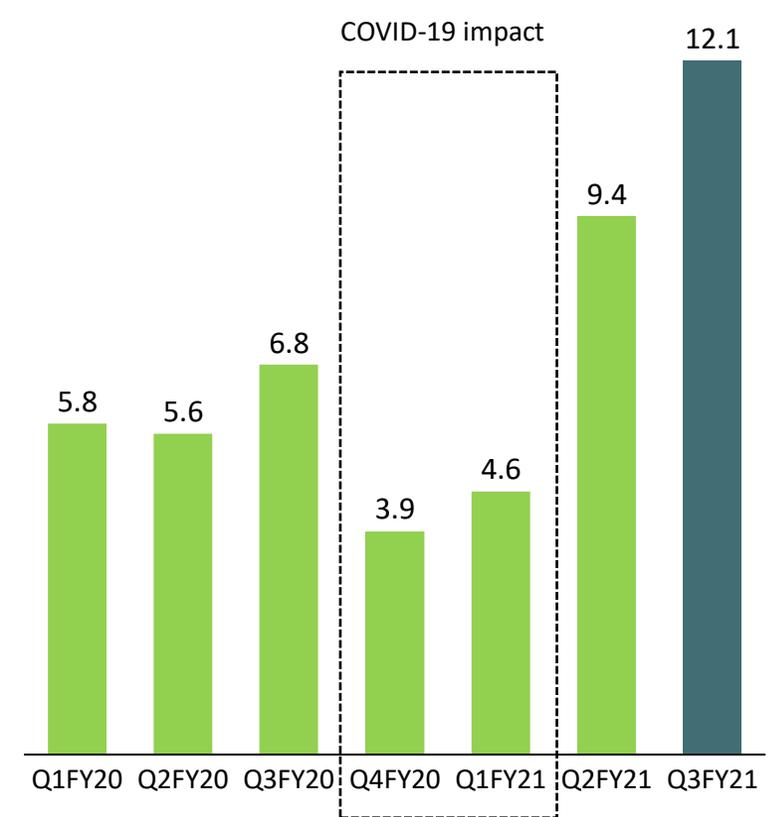
## Revenue



## EBITDA



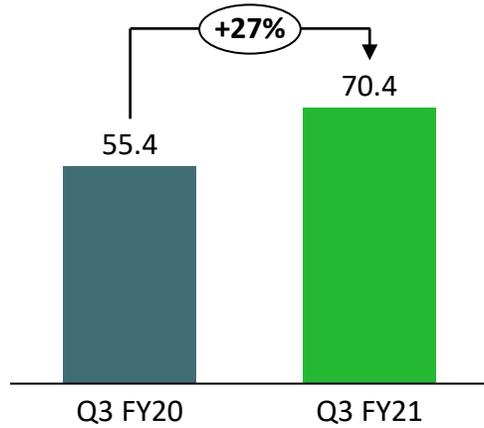
## PAT After MI



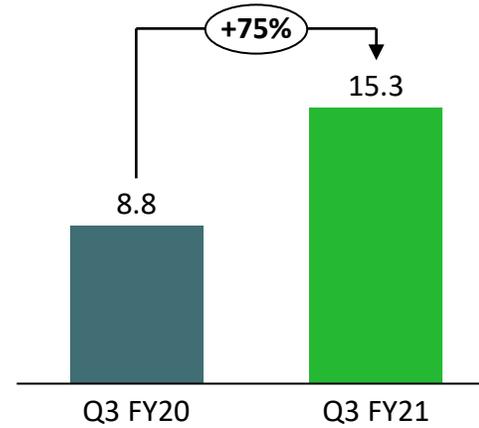
# Standalone: Q3 & 9M FY21

Rs. Crores

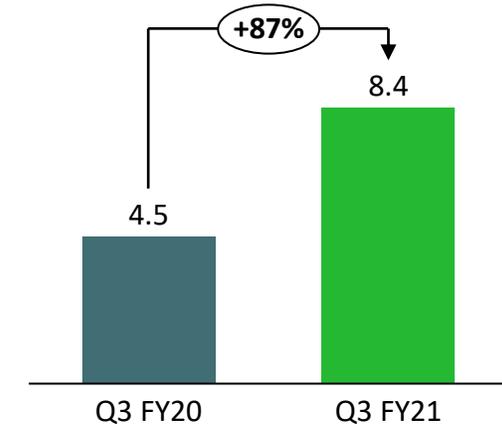
### Revenue (Rs. Crs)



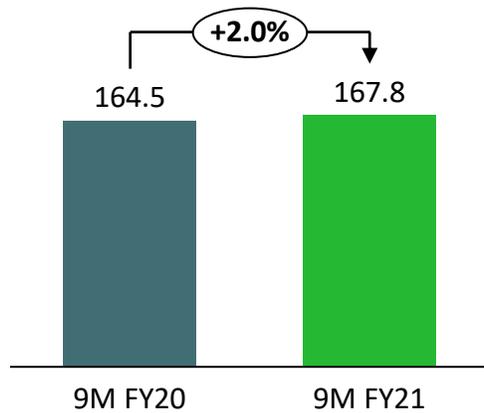
### EBITDA (Rs. Crs)



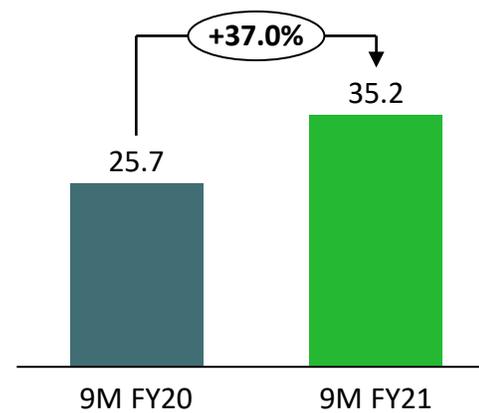
### PAT (Rs. Crs)



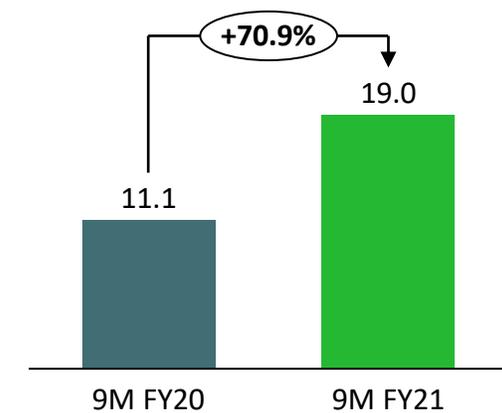
### Revenue (Rs. Crs)



### EBITDA (Rs. Crs)

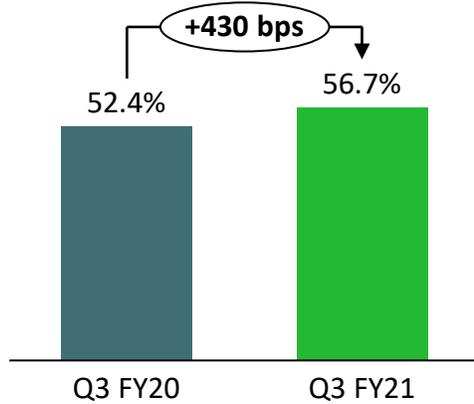


### PAT (Rs. Crs)

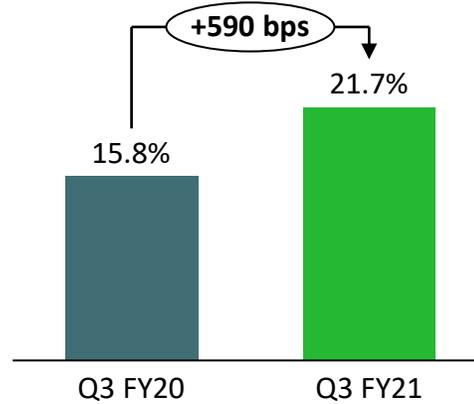


# Standalone: Q3 & 9M FY21 Margin Improvement

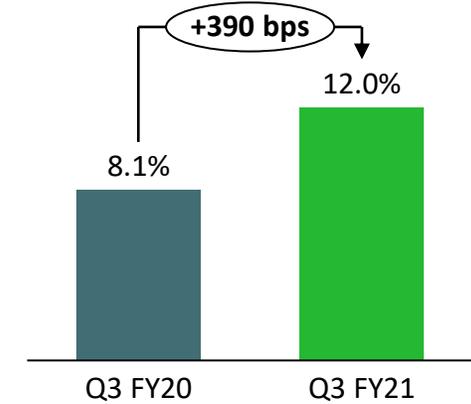
## Gross Margin (%)



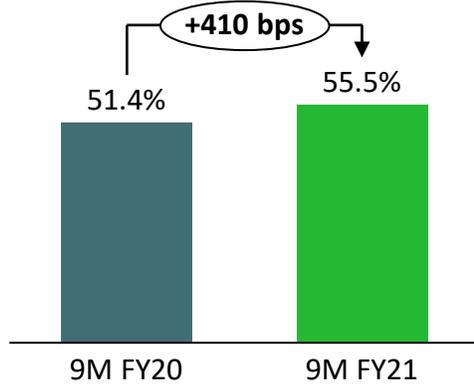
## EBITDA Margin (%)



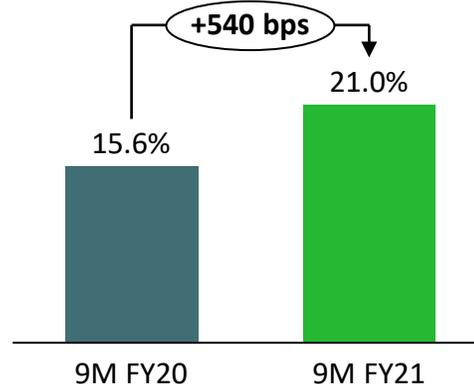
## PAT Margin (%)



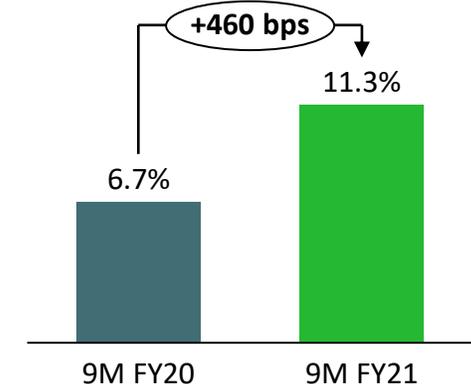
## Gross Margin (%)



## EBITDA Margin (%)



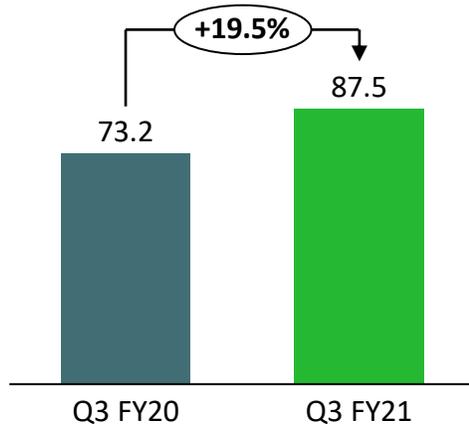
## PAT Margin (%)



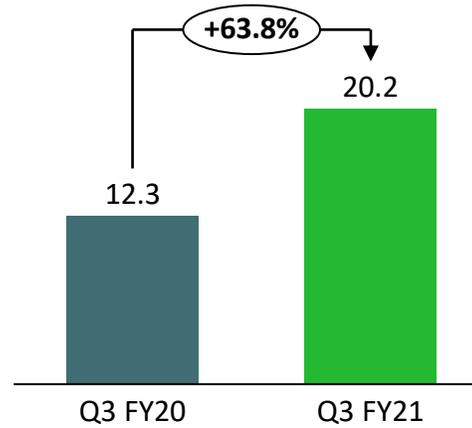
# Consolidated: Q3 & 9M FY21

Rs. Crores

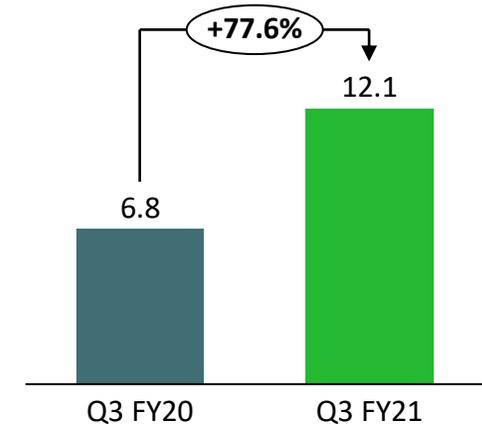
### Revenue (Rs. Crs)



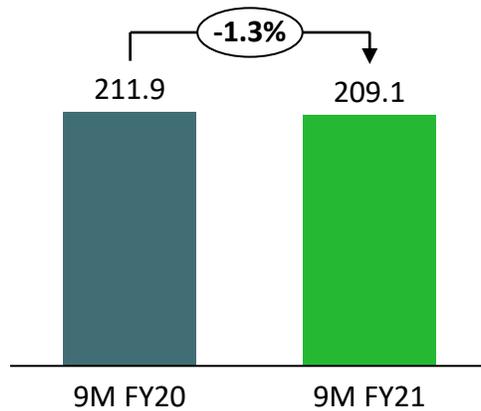
### EBITDA (Rs. Crs)



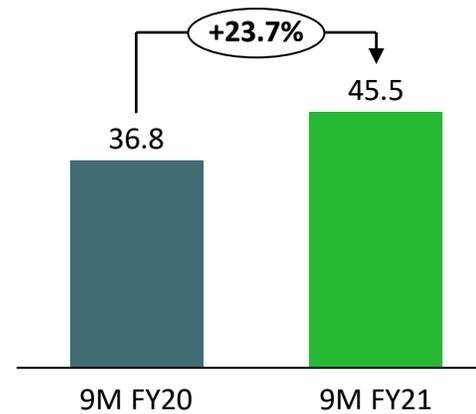
### PAT After MI (Rs. Crs)



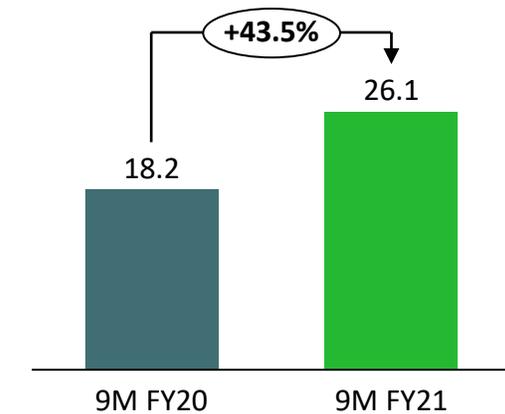
### \*Revenue (Rs. Crs)



### EBITDA (Rs. Crs)



### PAT After MI (Rs. Crs)

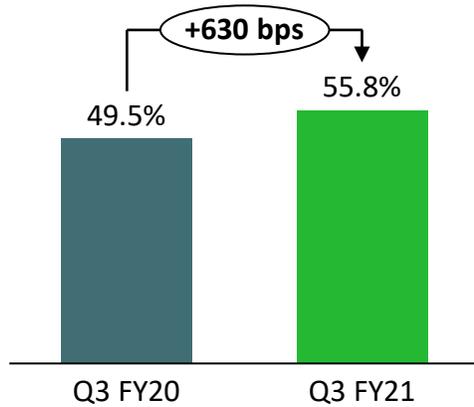


\*Revenue was impacted on account of shutdown of operations due to CoVID-19 in Q1 FY21

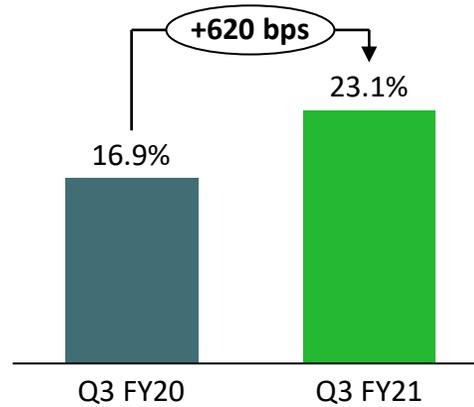


# Consolidated: Q3 & 9M FY21 Margin Improvement

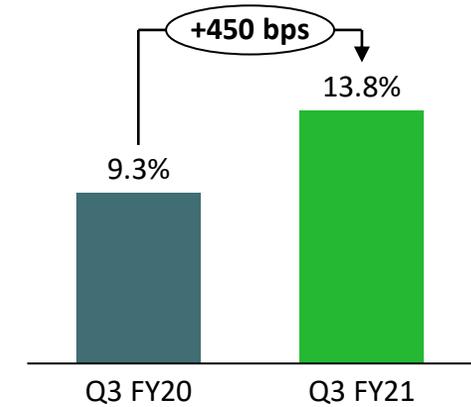
## Gross Margin (%)



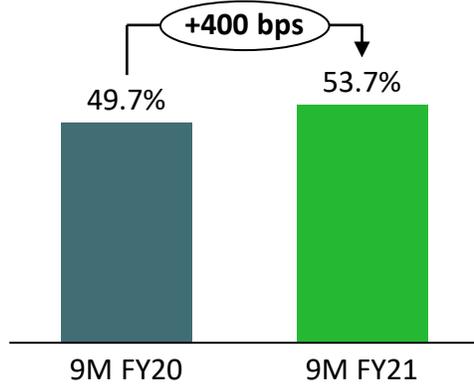
## EBITDA Margin (%)



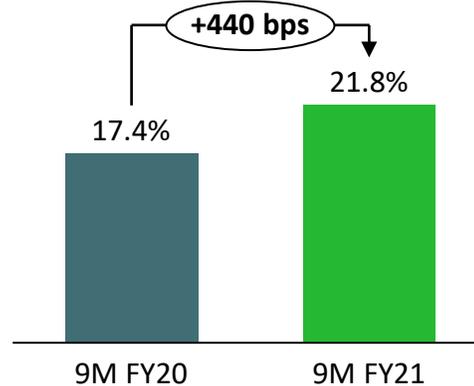
## PAT After MI Margin (%)



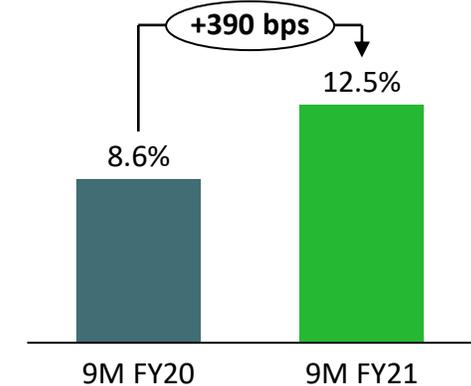
## Gross Margin (%)



## EBITDA Margin (%)



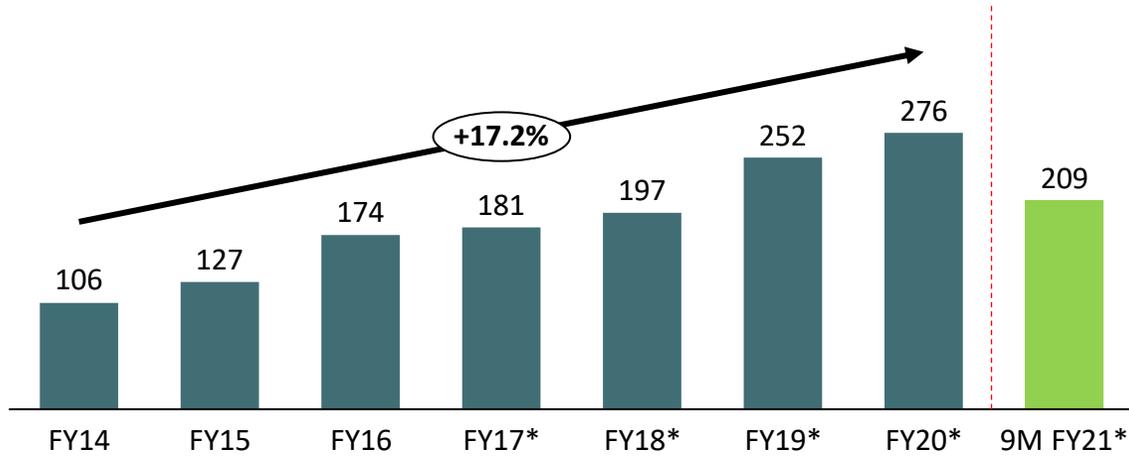
## PAT After MI Margin (%)



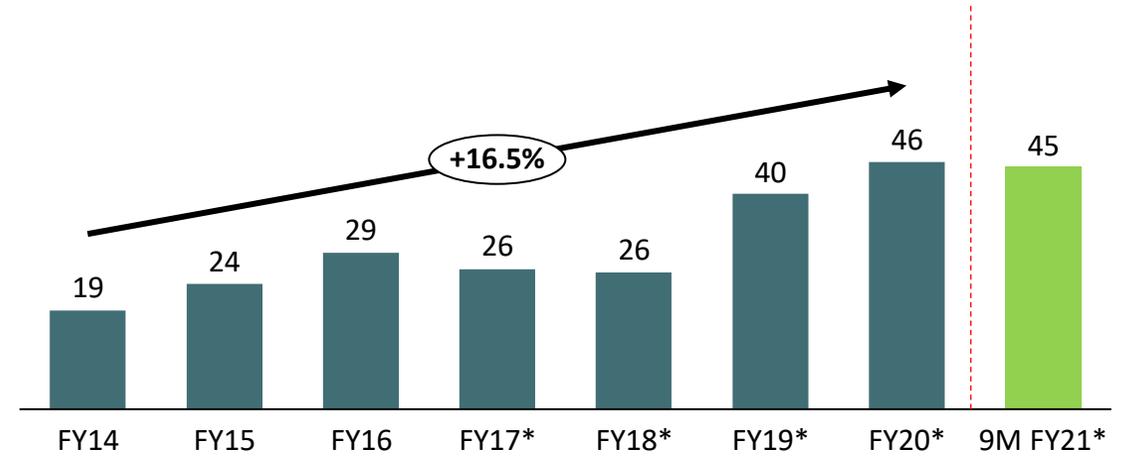
# Consistent Growth

Rs. Crores

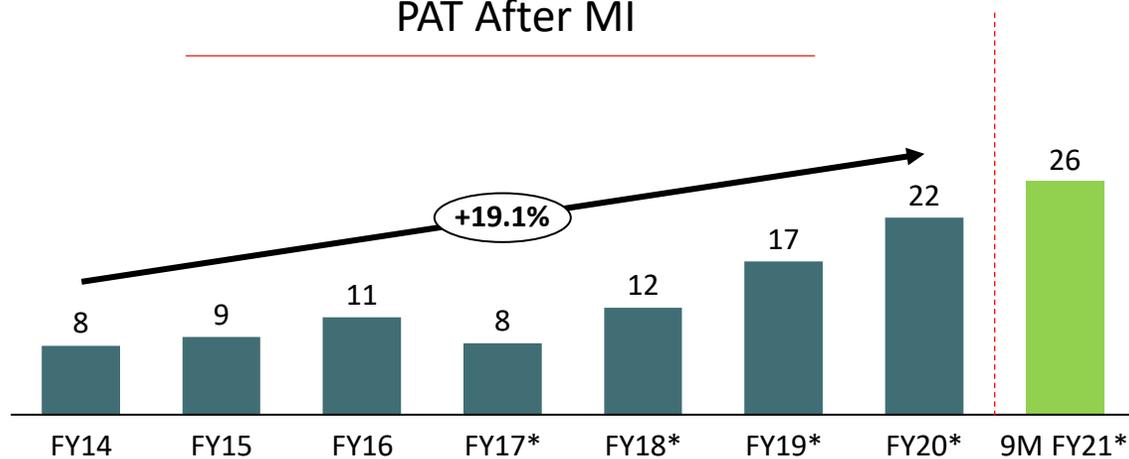
## Revenue



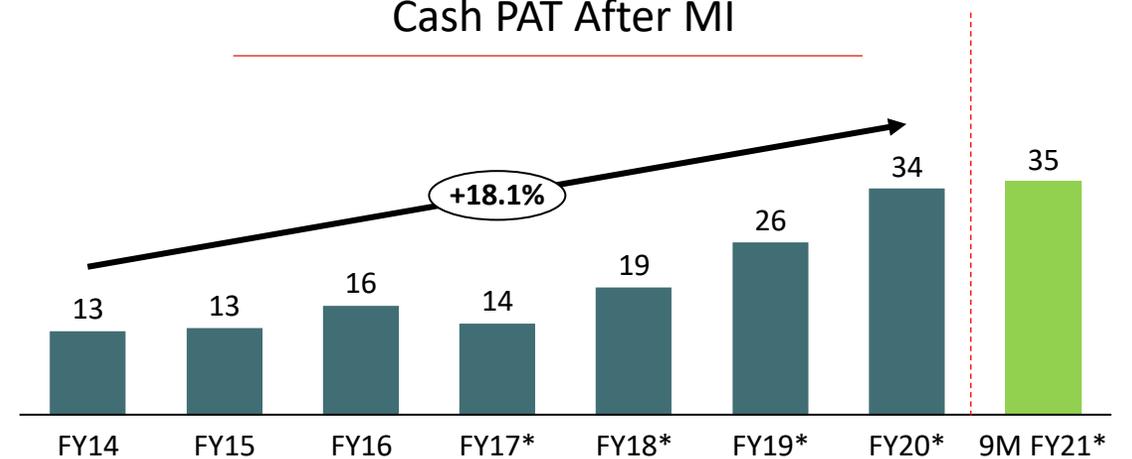
## EBITDA



## PAT After MI



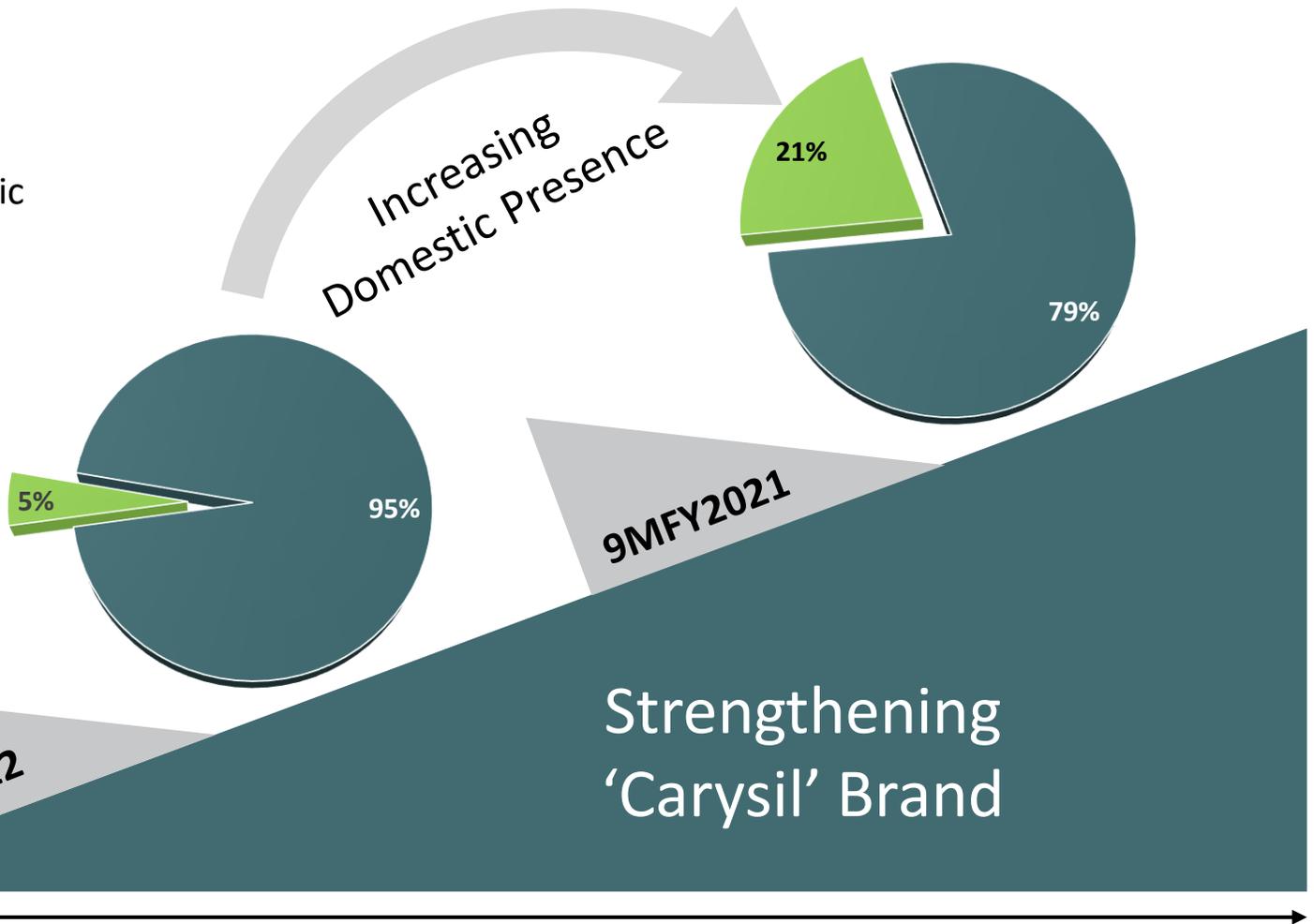
## Cash PAT After MI



# Revenue Mix

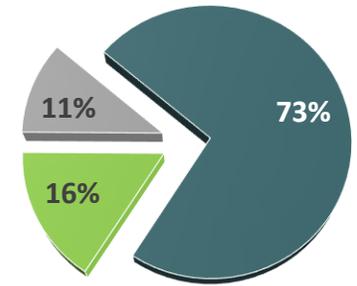
## Geography-wise Revenue

- Export
- Domestic



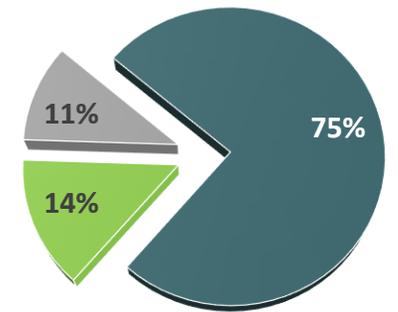
## Product-wise Revenue

FY20



- Quartz Sink
- Steel Sink
- Appliances & Others

9M FY21



- Quartz Sink
- Steel Sink
- Appliances & Others

# Standalone Profit & Loss

Particulars (Rs. Crs.)	Q3FY21	Q3FY20	Y-o-Y	Q2 FY21	Q-o-Q	9M FY21	9M FY20	Y-o-Y
<b>Revenue</b>	<b>70.4</b>	<b>55.4</b>	<b>27.1%</b>	<b>61.2</b>	<b>15.0%</b>	<b>167.8</b>	<b>164.5</b>	<b>2.0%</b>
Raw Material	30.5	26.4		29.0		74.7	80.0	
Employee Expenses	4.2	4.3		3.8		11.3	12.2	
Other Expenses	20.4	16.0		17.0		46.5	46.5	
<b>EBITDA</b>	<b>15.3</b>	<b>8.8</b>	<b>74.8%</b>	<b>11.4</b>	<b>34.2%</b>	<b>35.2</b>	<b>25.7</b>	<b>37.0%</b>
<b>EBITDA Margin (%)</b>	<b>21.7%</b>	<b>15.8%</b>		<b>18.6%</b>		<b>21.0%</b>	<b>15.6%</b>	
Other Income	0.4	1.8		1.9		3.4	3.3	
Foreign Exchange Gains/ Losses	0.0	0.0		0.0		0.0	0.0	
Depreciation	2.9	2.6		2.7		8.1	7.7	
<b>EBIT</b>	<b>12.8</b>	<b>7.9</b>	<b>60.6%</b>	<b>10.6</b>	<b>20.0%</b>	<b>30.4</b>	<b>21.3</b>	<b>42.9%</b>
<b>EBIT Margin (%)</b>	<b>18.1%</b>	<b>14.3%</b>		<b>17.4%</b>		<b>18.1%</b>	<b>12.9%</b>	
Finance Cost	1.4	1.7		1.4		4.5	5.8	
<b>Profit Before Tax</b>	<b>11.4</b>	<b>6.2</b>	<b>83.4%</b>	<b>9.2</b>	<b>24.1%</b>	<b>25.9</b>	<b>15.5</b>	<b>67.1%</b>
Tax	3.0	1.7		2.7		7.0	4.4	
<b>Profit After Tax</b>	<b>8.4</b>	<b>4.5</b>	<b>87.2%</b>	<b>6.5</b>	<b>29.5%</b>	<b>19.0</b>	<b>11.1</b>	<b>70.9%</b>
<b>PAT After Tax Margin(%)</b>	<b>12.0%</b>	<b>8.1%</b>		<b>10.6%</b>		<b>11.3%</b>	<b>6.7%</b>	

# Standalone Balance Sheet

Assets (Rs. Crs.)	Sep-20	Mar-20
<b>Non-current assets</b>	<b>117.0</b>	<b>114.4</b>
Property Plant & Equipment	87.8	83.8
Right to use of assets	0.9	1.4
Goodwill	0.0	0.0
Intangible Assets	1.7	1.7
Capital Work in Progress	4.6	6.5
<b>Financial Assets</b>		
Investments	14.1	14.1
Loans	2.4	2.2
Other Non-Current Financial Asset	1.1	1.4
Other Non-Current Assets	4.6	3.3
<b>Current Assets</b>	<b>152.3</b>	<b>150.7</b>
Inventories	36.1	42.1
<b>Financial Assets</b>		
(i) Trade receivables	45.8	50.9
(ii) Cash and Cash Equivalents	1.9	1.3
(iii) Bank Balances other than above	18.9	13.5
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	12.7	10.4
Other Current Assets	23.2	20.2
Current Tax Assets (Net)	13.6	12.1
<b>Total Assets</b>	<b>269.4</b>	<b>265.0</b>

Liabilities (Rs. Crs.)	Sep-20	Mar-20
<b>Total Equity</b>	<b>137.5</b>	<b>130.3</b>
Share capital	5.3	5.3
Other Equity	132.2	125.0
Money received against Share Warrants	-	-
Non Controlling Interest	-	-
<b>Non-Current liabilities</b>	<b>15.1</b>	<b>15.5</b>
<b>Financial Liabilities</b>		
(i) Borrowings	11.2	11.8
Deferred Tax liabilities (Net)	2.9	2.8
Provisions	0.4	0.4
Other financial Liabilities	0.6	0.5
<b>Current liabilities</b>	<b>116.7</b>	<b>119.2</b>
<b>Financial Liabilities</b>		
(i) Borrowings	62.9	65.1
(ii) Trade payables	13.6	20.1
(iii) Other Financial Liabilities	11.1	8.9
Other current liabilities	2.9	3.0
Provisions	1.0	0.7
Current Tax Liabilities	25.3	21.3
<b>Total Liabilities</b>	<b>269.4</b>	<b>265.0</b>

# Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q3FY21	Q3FY20	Y-o-Y	Q2 FY21	Q-o-Q	9M FY21	9M FY20	Y-o-Y
<b>Revenue</b>	<b>87.5</b>	<b>73.2</b>	<b>20%</b>	<b>75.6</b>	<b>15.7%</b>	<b>209.1*</b>	<b>211.9</b>	<b>-1.3%</b>
Raw Material	38.7	37.0		36.6		96.7	106.5	
Employee Expenses	6.0	5.7		5.0		15.3	16.3	
Other Expenses	22.5	18.1		18.5		51.6	52.3	
<b>EBITDA</b>	<b>20.2</b>	<b>12.3</b>	<b>64%</b>	<b>15.5</b>	<b>29.9%</b>	<b>45.5</b>	<b>36.8</b>	<b>24%</b>
<b>EBITDA Margin (%)</b>	<b>23.1%</b>	<b>16.9%</b>		<b>20.6%</b>		<b>21.8%</b>	<b>17.4%</b>	
Other Income	0.4	1.8		1.8		3.2	3.1	
Foreign Exchange Gains/ Losses	0.0	0.0		0.1		0.2	0.2	
Depreciation	3.2	2.9		2.9		8.9	8.4	
<b>EBIT</b>	<b>17.3</b>	<b>11.1</b>	<b>55.7%</b>	<b>14.4</b>	<b>20.5%</b>	<b>39.6</b>	<b>31.3</b>	<b>26.8%</b>
<b>EBIT Margin (%)</b>	<b>19.8%</b>	<b>15.2%</b>		<b>19.0%</b>		<b>19.0%</b>	<b>14.8%</b>	
Finance Cost	1.6	2.0		1.6		5.1	6.6	
<b>Profit Before Tax</b>	<b>15.8</b>	<b>9.1</b>	<b>73.1%</b>	<b>12.8</b>	<b>23.7%</b>	<b>34.5</b>	<b>24.6</b>	<b>40.3%</b>
Tax	3.6	2.3		3.3		8.3	6.3	
<b>Profit After Tax</b>	<b>12.2</b>	<b>6.8</b>	<b>77.9%</b>	<b>9.5</b>	<b>28.7%</b>	<b>26.2</b>	<b>18.4</b>	<b>42.7%</b>
<b>PAT After Tax Margin(%)</b>	<b>13.9%</b>	<b>9.4%</b>		<b>12.5%</b>		<b>12.5%</b>	<b>8.7%</b>	
MI	0.1	0.0		0.1		0.1	0.2	
<b>PAT After MI</b>	<b>12.1</b>	<b>6.8</b>	<b>78%</b>	<b>9.4</b>	<b>28.9%</b>	<b>26.1</b>	<b>18.2</b>	<b>43.5%</b>
<b>PAT After MI Margin(%)</b>	<b>13.8%</b>	<b>9.3%</b>		<b>12.4%</b>		<b>12.5%</b>	<b>8.6%</b>	

# Consolidated Balance Sheet

Assets (Rs. Crs.)	Sep-20	Mar-20
<b>Non-current assets</b>	<b>141.2</b>	<b>138.8</b>
Property Plant & Equipment	101.6	97.8
Right to use of assets	0.9	1.4
Goodwill	23.9	23.9
Intangible Assets	1.7	1.7
Capital Work in Progress	7.3	9.1
<b>Financial Assets</b>		
(i) Others Non-Current Financial Asset	1.2	1.5
Other Non-Current Assets	4.6	3.4
<b>Current Assets</b>	<b>188.5</b>	<b>185.7</b>
Inventories	50.5	59.7
<b>Financial Assets</b>		
(i) Trade receivables	62.8	62.3
(ii) Cash and Cash Equivalents	5.7	5.9
(iii) Bank Balances other than above	19.1	13.6
(iv) Loans	0.1	0.1
(v) Other Current Financial Assets	12.8	10.6
Other Current Assets	13.8	12.8
Current Tax Assets (Net)	23.7	20.7
<b>Total Assets</b>	<b>329.7</b>	<b>324.5</b>

Liabilities (Rs. Crs.)	Sep-20	Mar-20
<b>Total Equity</b>	<b>170.8</b>	<b>160.2</b>
Share capital	5.3	5.3
Other Equity	163.0	152.5
Money received against Share Warrants	-	-
Non Controlling Interest	2.4	2.4
<b>Non-Current liabilities</b>	<b>21.0</b>	<b>24.3</b>
<b>Financial Liabilities</b>		
(i) Borrowings	17.6	21.2
Deferred Tax liabilities (Net)	2.2	2.0
Provisions	0.6	0.6
Other financial Liabilities	0.6	0.5
<b>Current liabilities</b>	<b>138.0</b>	<b>140.1</b>
<b>Financial Liabilities</b>		
(i) Borrowings	65.9	68.4
(ii) Trade payables	24.1	29.0
(iii) Other Financial Liabilities	14.0	14.1
Other current liabilities	4.9	4.5
Provisions	1.0	0.8
Current Tax Liabilities	28.0	23.4
<b>Total Liabilities</b>	<b>329.7</b>	<b>324.5</b>



# Business Updates

## 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

## Capacity Expansion

- Proposed Capacity Expansion of Quartz Kitchen Sinks by ~20% i.e 1,00,000 units has been completed. Production will commence in February 2021. This expansion will expand the capacity 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

## 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.

# 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 : **500,000** sinks  
per annum in FY20

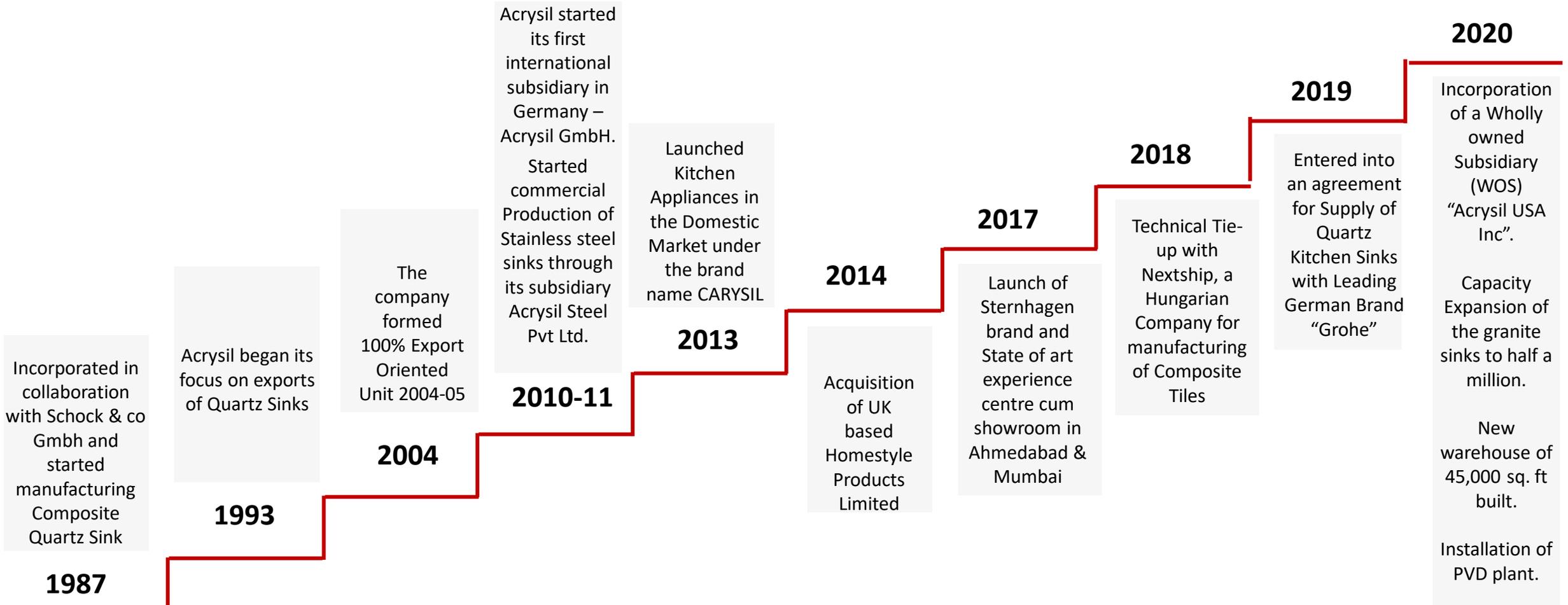
Exports to **55+ countries**  
worldwide

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

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

# Acrysil – Over the Years

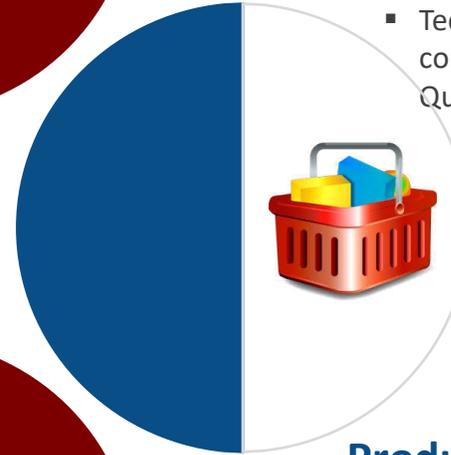
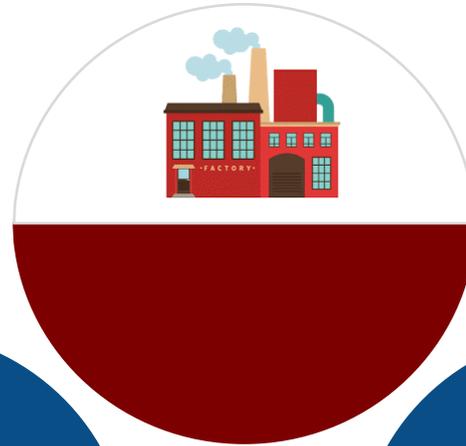
Today, Acrysil is India's only indigenous brand of kitchen sinks made of Quartz



# 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

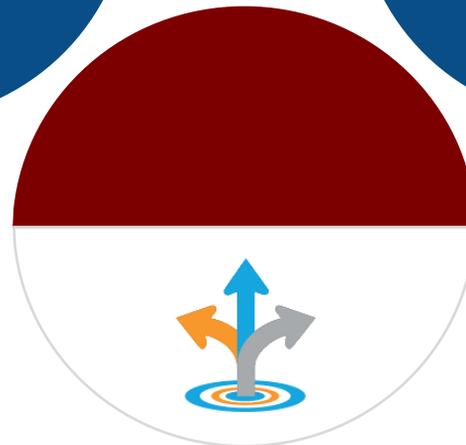


## Manufacturing Facilities & Technology

- Quartz Sinks: 500,000 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

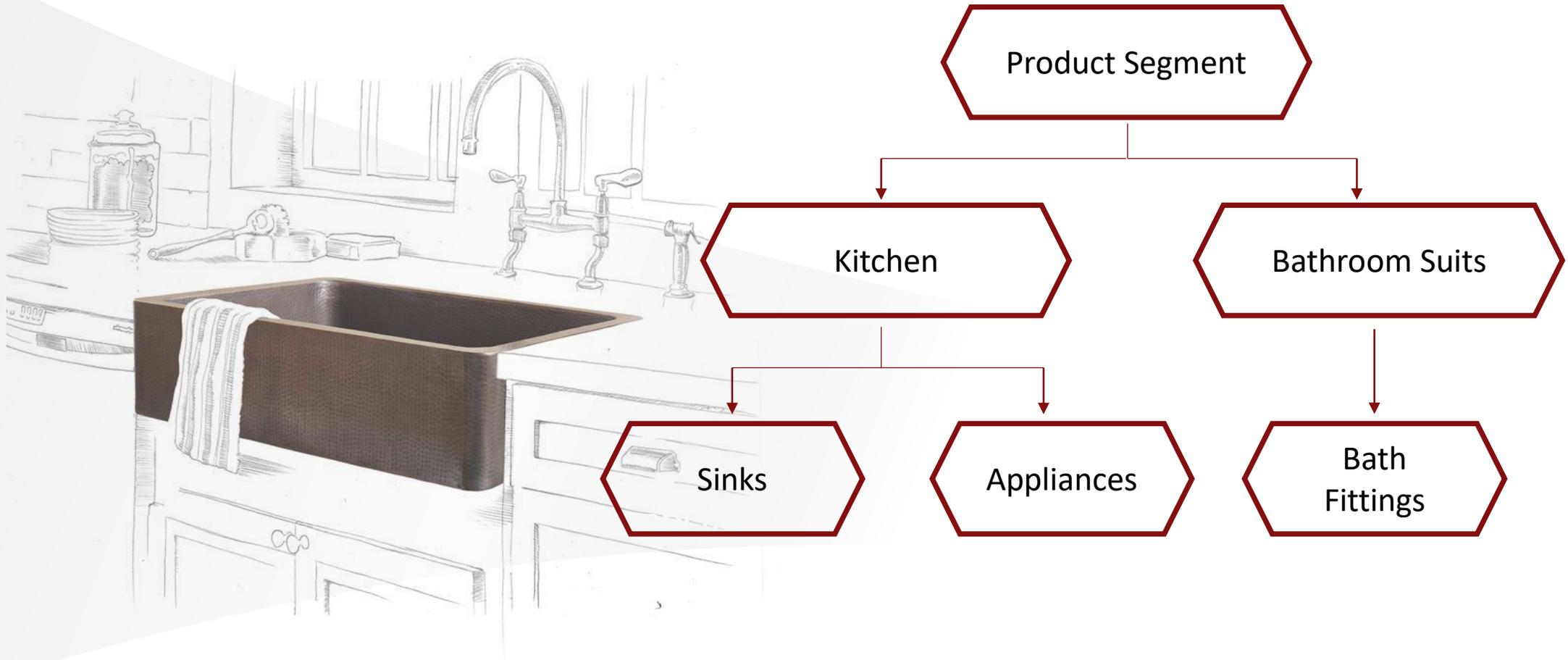
- The acquisition of 100% stake in a distribution company : Homestyle Product Limited, in UK which outsources sinks and sells to the top customers
- Vital access to key customers based in markets in Europe and UK
- Current Domestic Market : ~+1,500 Dealers, ~80 Galleries & 82 distributors



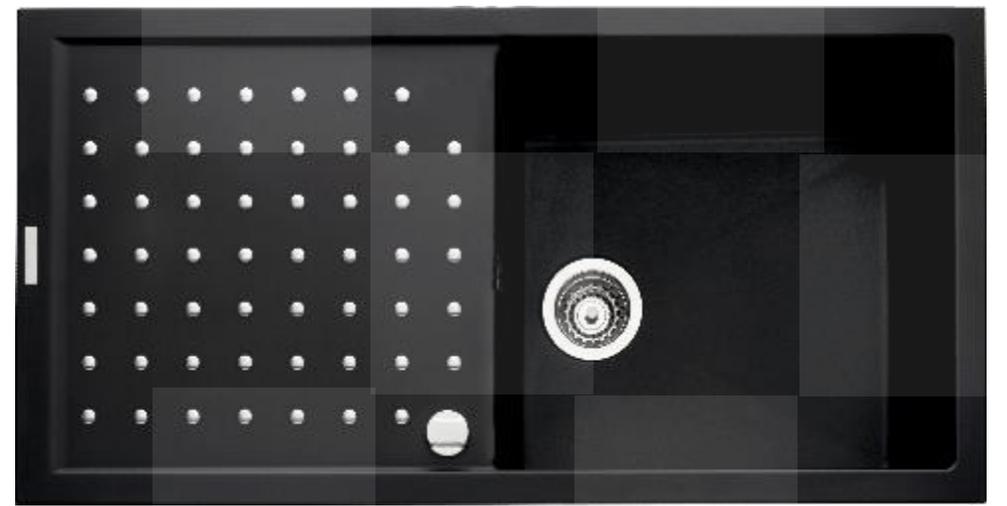
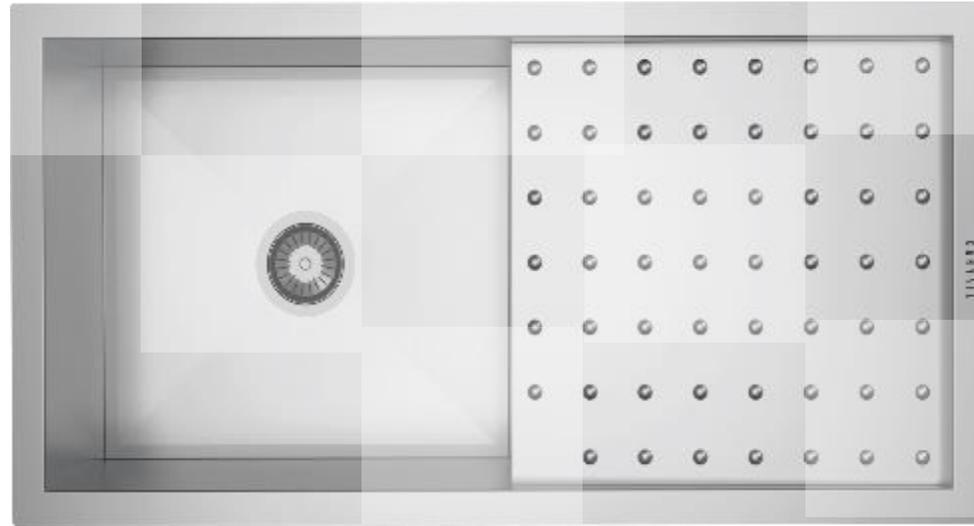
## Product Basket

- 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

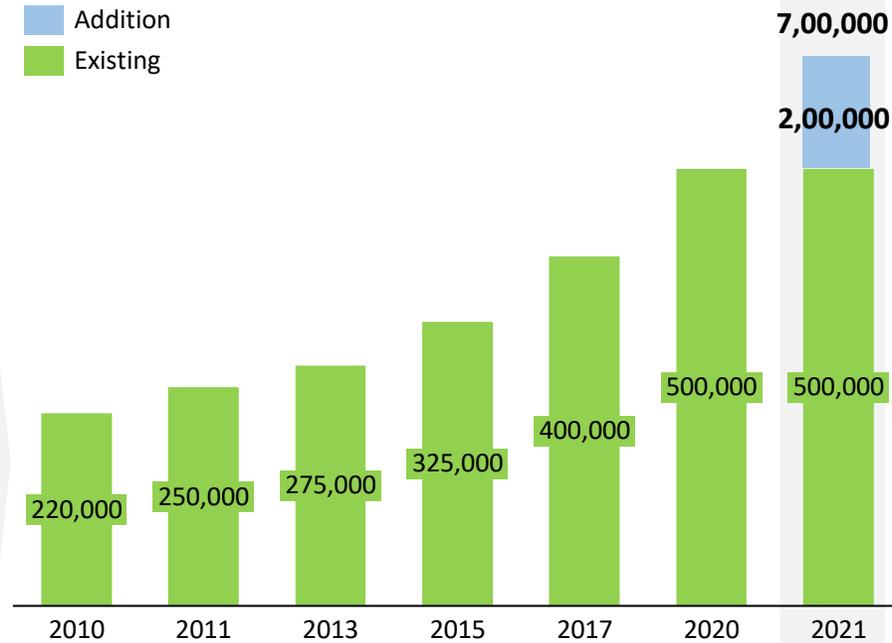
The **only company** in all of Asia and among a few companies worldwide: manufacturing quartz kitchen sinks to **global standards** of **quality, durability and visual appeal**

**2 plants** having a combined capacity of **5,00,000 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

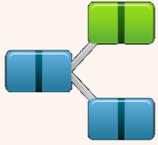


Longevity of Assets Moulds ~15 years

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*

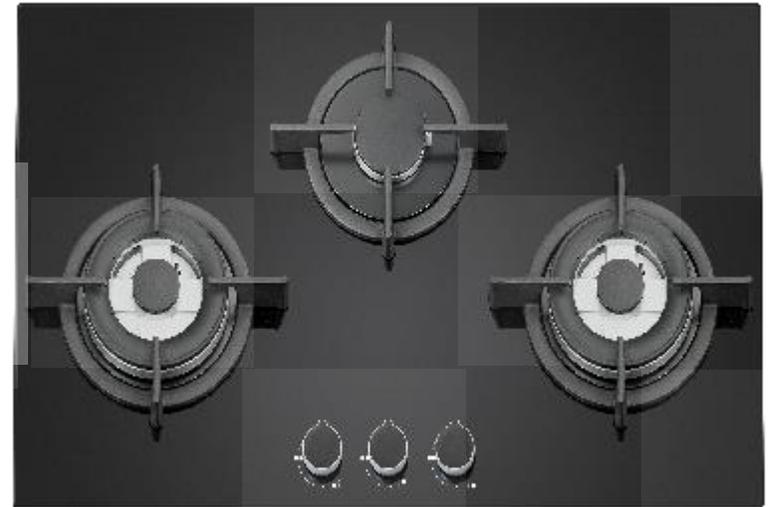


**Innovation:** *New innovative products like Micro Radius and Square Sinks*



**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

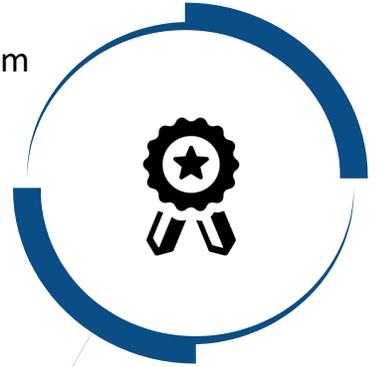
Sternhagen washbasins are made from Sani-Q, designed by EMAMIDESIGN

## Synergy

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

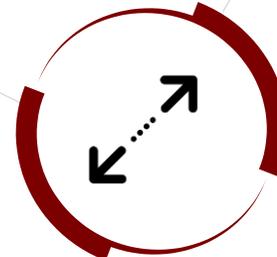
## Achievements

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



One Stop Solution for all Bath Products

# Strengthening “STERNHAGEN” Brand



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



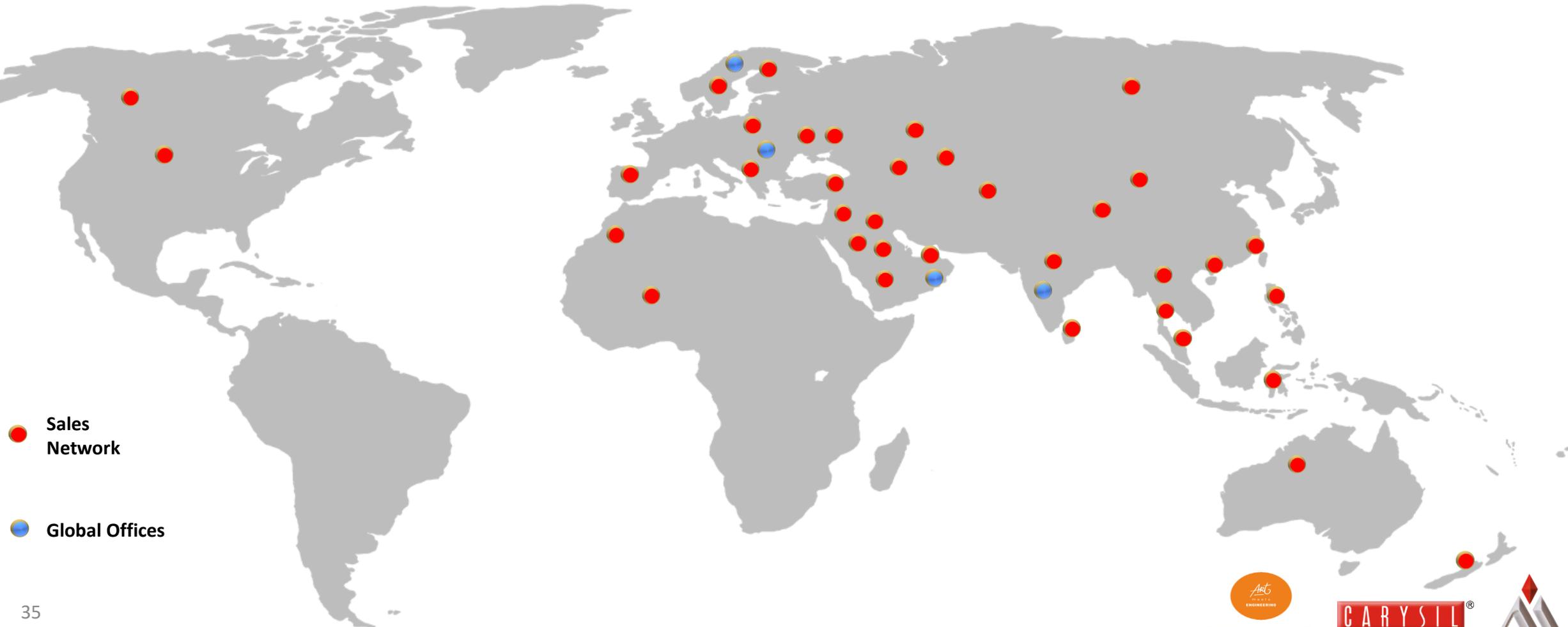
# Strengthening “STERNHAGEN” Brand

- Acrysil has signed an agreement with Farah Ali Khan a well-known Jewellery Designer and Indian Gemologist for their brand Sternhagen
- Farah Ali Khan has been designing the jewellery for India’s top business families and famous Bollywood stars.
- The Company will promote and market the collections designed under the brand “**Farah Khan for Sternhagen**”
- Sternhagen is a well-known top-of-the-line brand from Germany. Sternhagen is attributed with creating the concept of the first full bathroom suite
- The range of Sternhagen Bathroom Suites was launched way back in FY17. The aim was to produce luxury bathroom interiors, sanitaryware, highlighter tiles, and fittings, which would cater to both domestic and international markets.

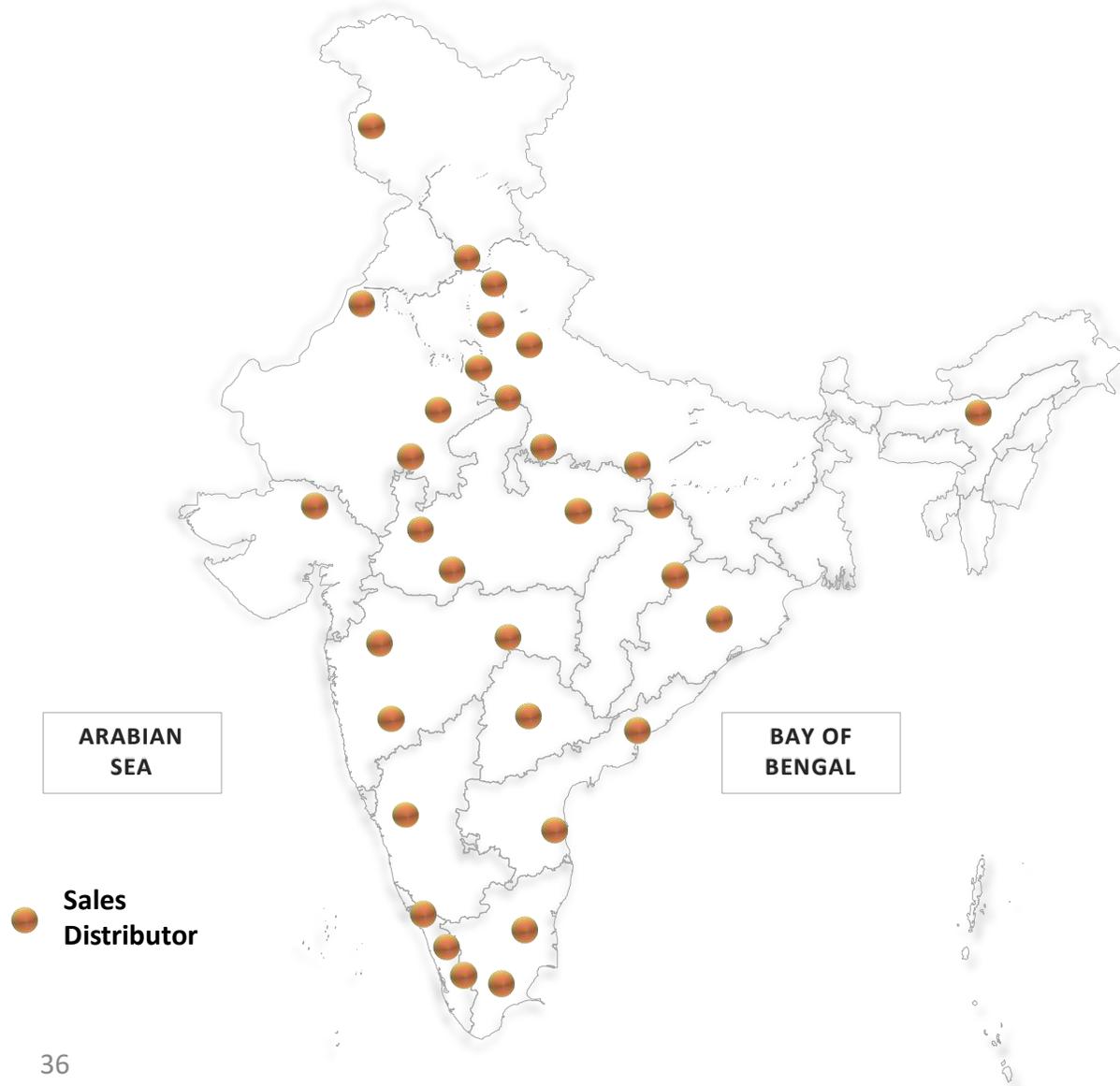
“We feel extremely confident that the distribution and resource strength of Acrysil coupled with Farah Ali Khan’s distinctive sense of aesthetics and style will make Sternhagen the most preferred brand in the premium category of Bathroom Suites”

# Products with Global Standards sold in 55 Countries

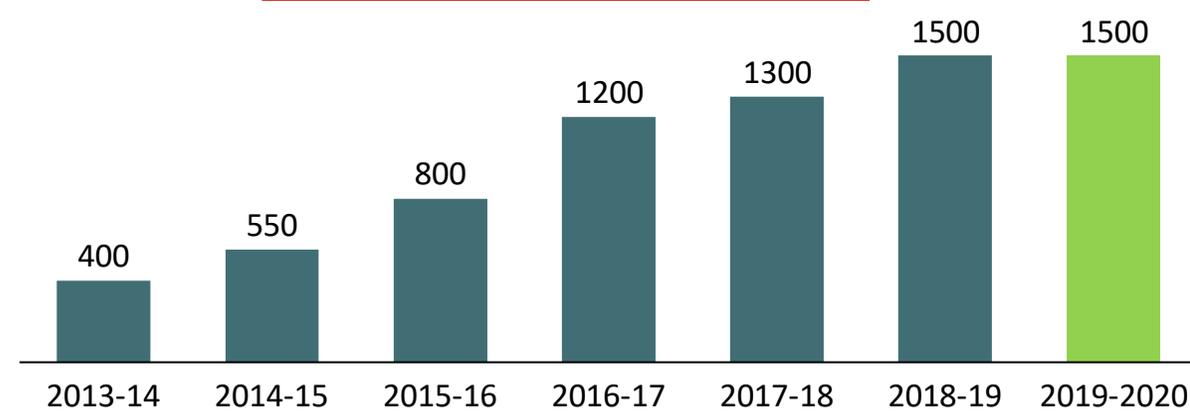
**Company presently exports to over 55 countries. Plan to expand further by acquiring new customers and penetrating in new geographies**



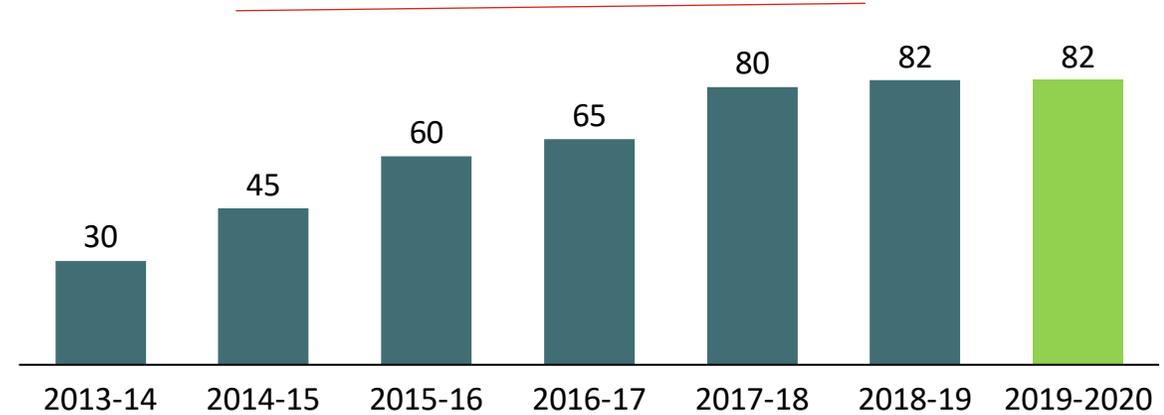
# Domestic Presence - Strengthening of our Brands



## Dealer Network



## Distributor Network



# Moulds an Integral Part of Manufacturing Process

## Input



All the Moulds are imported

### Purchase of Moulds

### Variety of Moulds



- Has more than 130 moulds
  - 350+ SKU's



A Mould can be utilized for 15+ years

### Life of Moulds

## Processing



Place: Bhavnagar, Gujarat



## Output

### Production Capacity



500,000 units per annum



Made as per the customer needs

### Made to Order

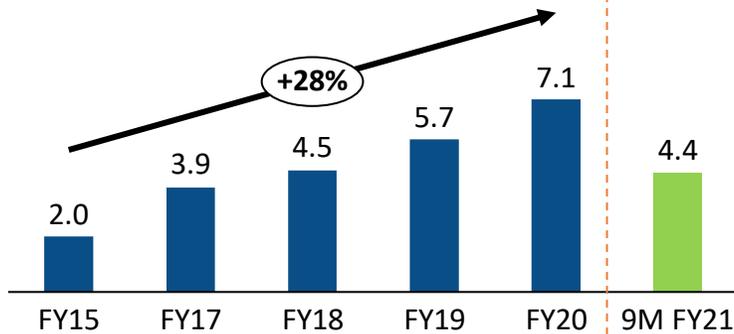
# Presence in UK through Acrysil Products Ltd.

(formerly known as Homestyle Products Ltd.)

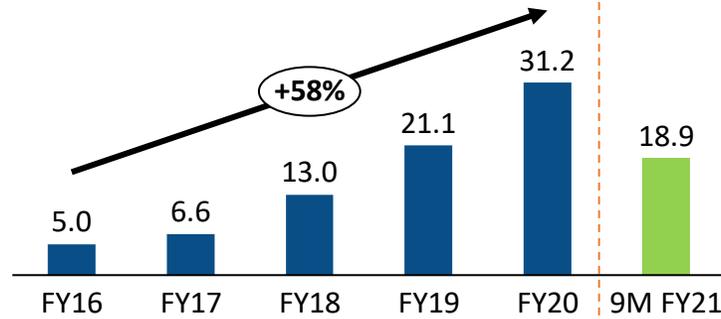
Acrysil holds 100% in **Homestyle Products** through Acrysil UK Limited

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

Revenues (Mn. GBP)



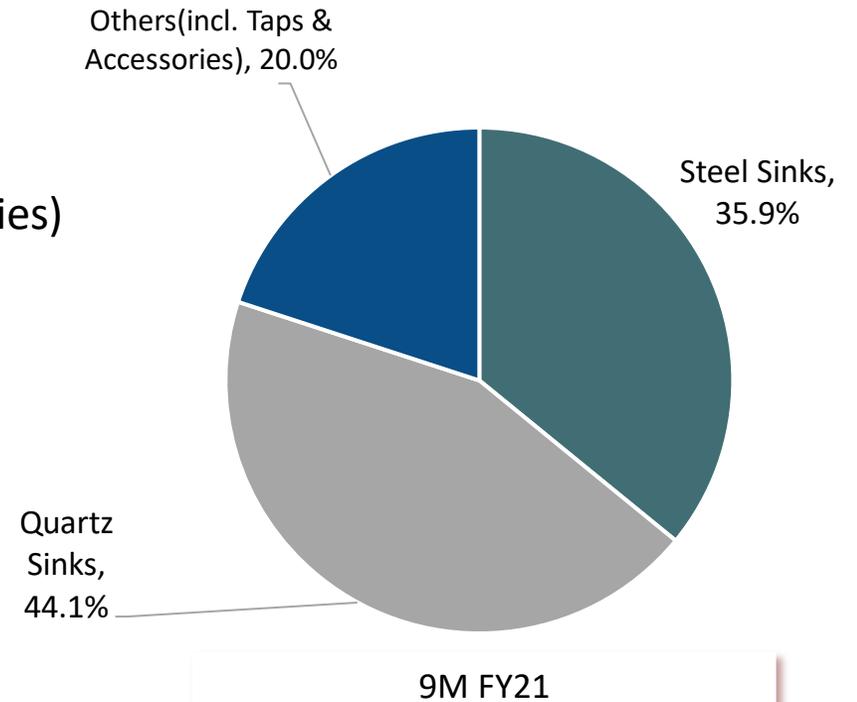
Revenues from Quartz Sink Business (Rs. Crores)



## Products sold under Acrysil Products Ltd.

(formerly known as HomeStyle UK)

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



# Incorporation of a Wholly Owned Subsidiary

- Acrysil has incorporated a Wholly Owned Subsidiary (WOS) namely “ACRYSIL USA Inc” under Business Corporation Law of the State of New York
- It was incorporated on April 30, 2020
- Major purpose is for expansion of our presence in USA. The Subsidiary will help us penetrate deeper in the markets by building a network across America and increase our market share. The Company will be dealing in Kitchen, Bath Products and Tiles

# 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



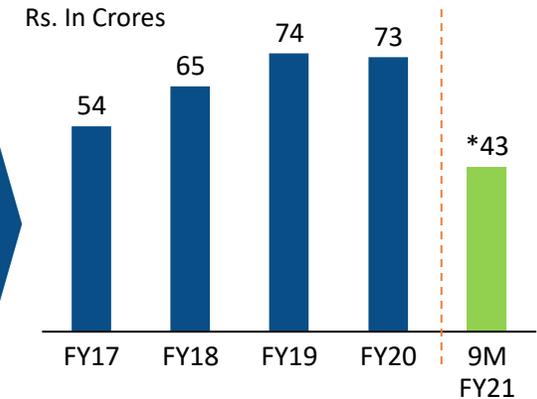
82 Distributors



5 Offices

Domestic Revenue

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



\*Revenue 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

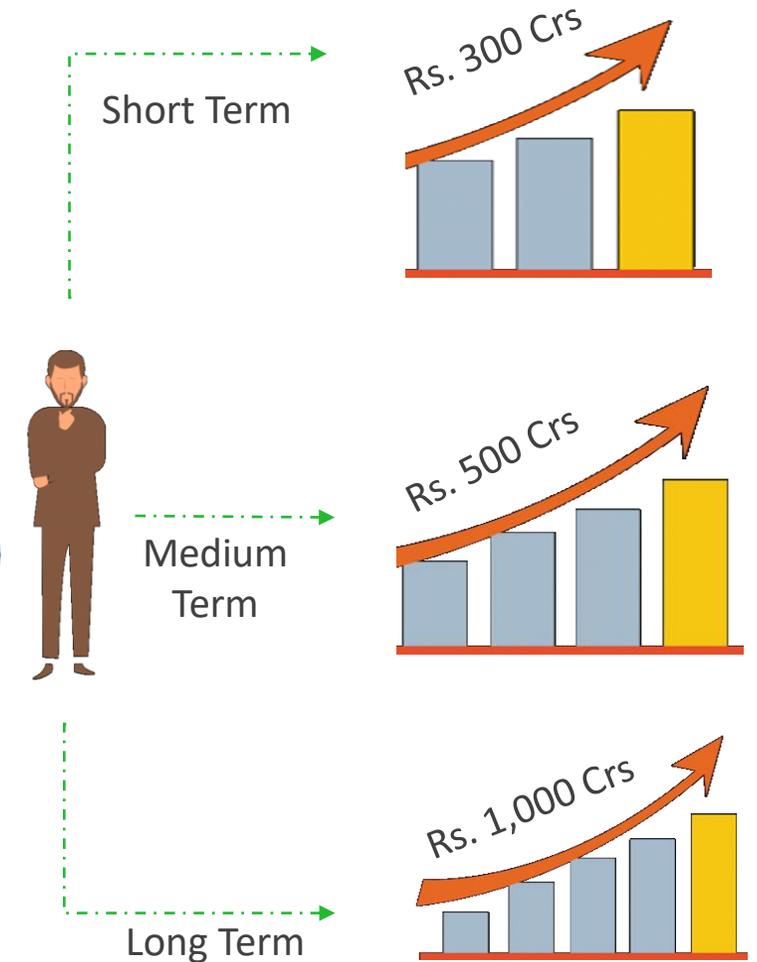
Entry into the kitchen appliances market with innovation, R&D and design capabilities – Aim to become a major player

## 04 Expansion

Currently catering to 50+ 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**

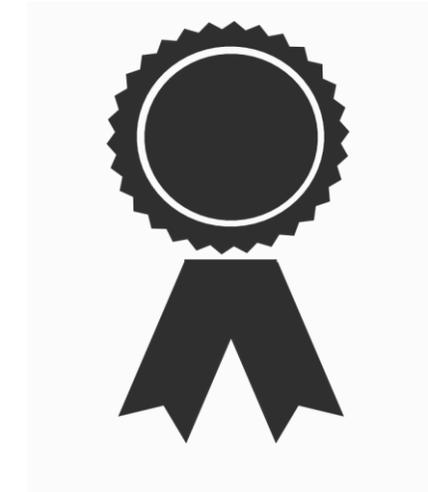
- A Chartered Accountant, has extensive experience in financial service industry and stock broking.
- He serves as a director of Sterling Consultancy Services Pvt. Ltd., Hrisal Investment Advisors Pvt. Ltd., MSS Securities Pvt. Ltd. And Harileela Investrade Pvt. Ltd.



**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'

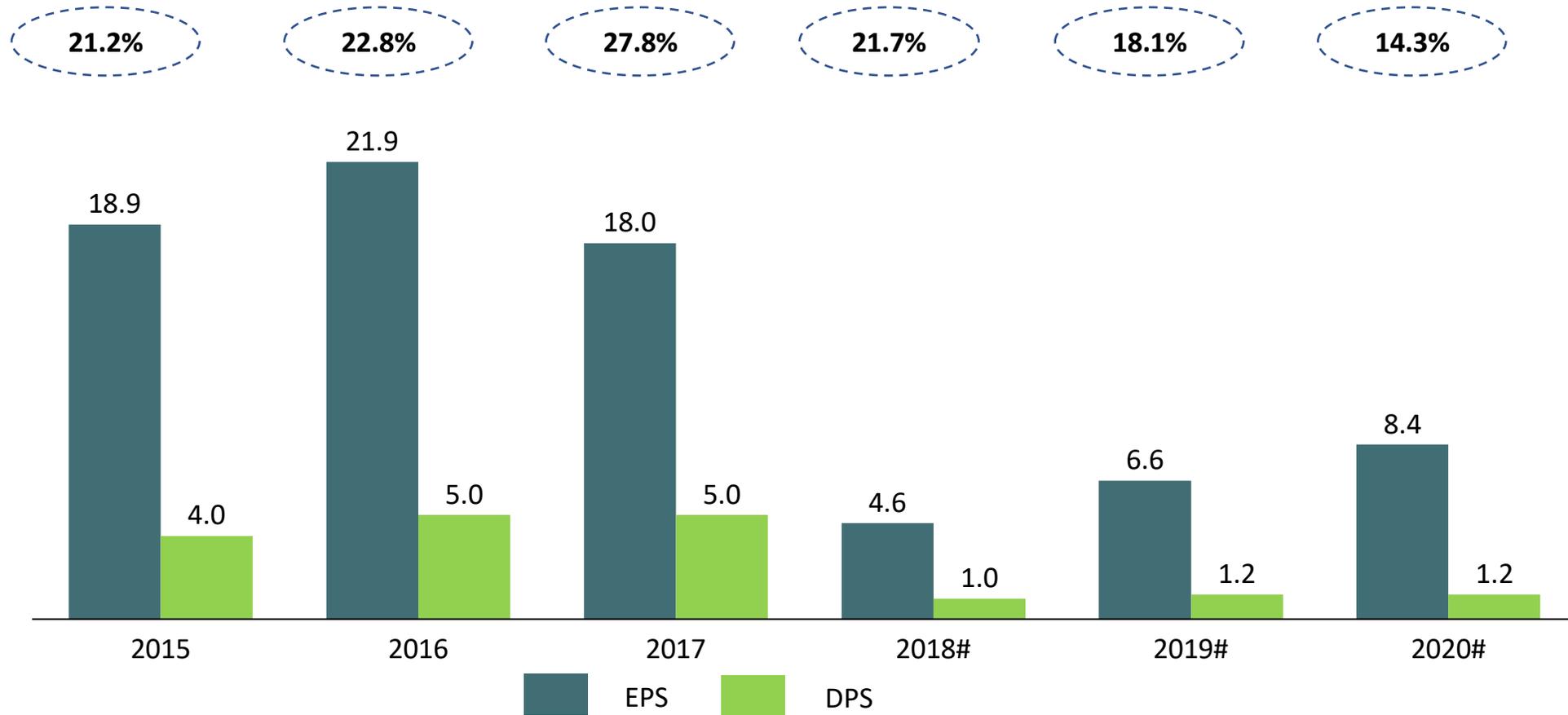
IPF Fastest growing Manufacturing Company Award

Certificate for 'Best CSR practices' by Rotary Club

FGI's Award for 'Good Industrial Relations'

# Regular Dividend Payout

Dividend Payout  
(excl. DDT)



**The Board of Directors has declared an Interim Dividend for the Financial Year 2020-2021 of Rs.0.8/- per equity share of Rs.2/- each on 2,66,94,880 Equity Shares aggregating to Rs.213.56 Lakhs (40% 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

[cfo@acrysil.com](mailto:cfo@acrysil.com)

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

**Strategic Growth Advisors Private Limited**

CIN: U74140MH2010PTC204285

Mr. Rahul Agarwal/ Ms. Khushbu Shah

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