

February 14, 2018

TO

THE BSE LIMITED

Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001
Fax No. 022-22723121

BSE Code: 524091

Dear Sir,

Sub: Investor Presentation on the Unaudited financial results for the Quarter and Nine Months ended December 31, 2017

We are hereby enclosing presentation to the Investors on Unaudited financial results of the Company for the Quarter and Nine Months ended December 31, 2017.

The aforesaid presentation will also be uploaded on the website of the Company. (www.acrysilcorporateinfo.com)

Kindly take the above on your records.

Thanking you,

Yours faithfully,

For **ACRYSIL LIMITED**

D. Sejal
Damodar H. Sejal

COMPANY SECRETARY

Encl: a/a



ACRYSIL LIMITED (ISO 9001 : 2015 ;14001 : 2015 and BS OHSAS 18001 : 2007)

www.acrysilcorporateinfo.com

Visit us on : www.carysil.com

Factory & Head Quarter :

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Bhavnagar - Rajkot Highway, Navagam,
Vartej - 364060, Bhavnagar (INDIA).
Ph. : +91- 278 - 2540218, 2540893
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Email : info@carysil.com

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Ph. : +91-22- 4015 7817 /7818 /7819
Fax : +91-22- 2825 8052
CIN : L26914MH1987PLC042283

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Leader in Lifestyle Kitchen Products



Investor Presentation
February 2018

Numero Uno Position

Only manufacturer in India &
Asia in Quartz Sink

India's **1st** 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 : **400,000** sinks
per annum in FY17

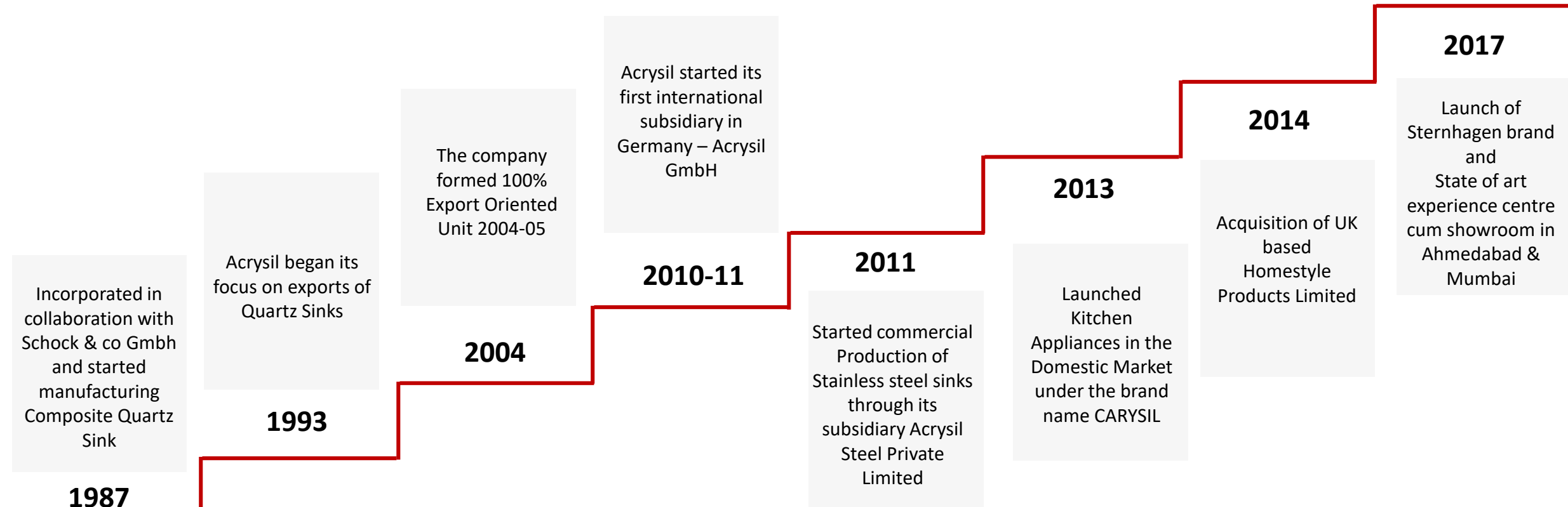
Exports to **+43 countries**
worldwide

PAN India presence ~ **+1300
dealers, 65 Galleries,
80 Distributors**

Introducing **Concrete Tiles, 2nd
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

- Aggressive 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

Distribution Network Gallery

- The acquisition of 98.75% 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 : ~+1300 Dealers, ~65 Galleries & 80 distributors

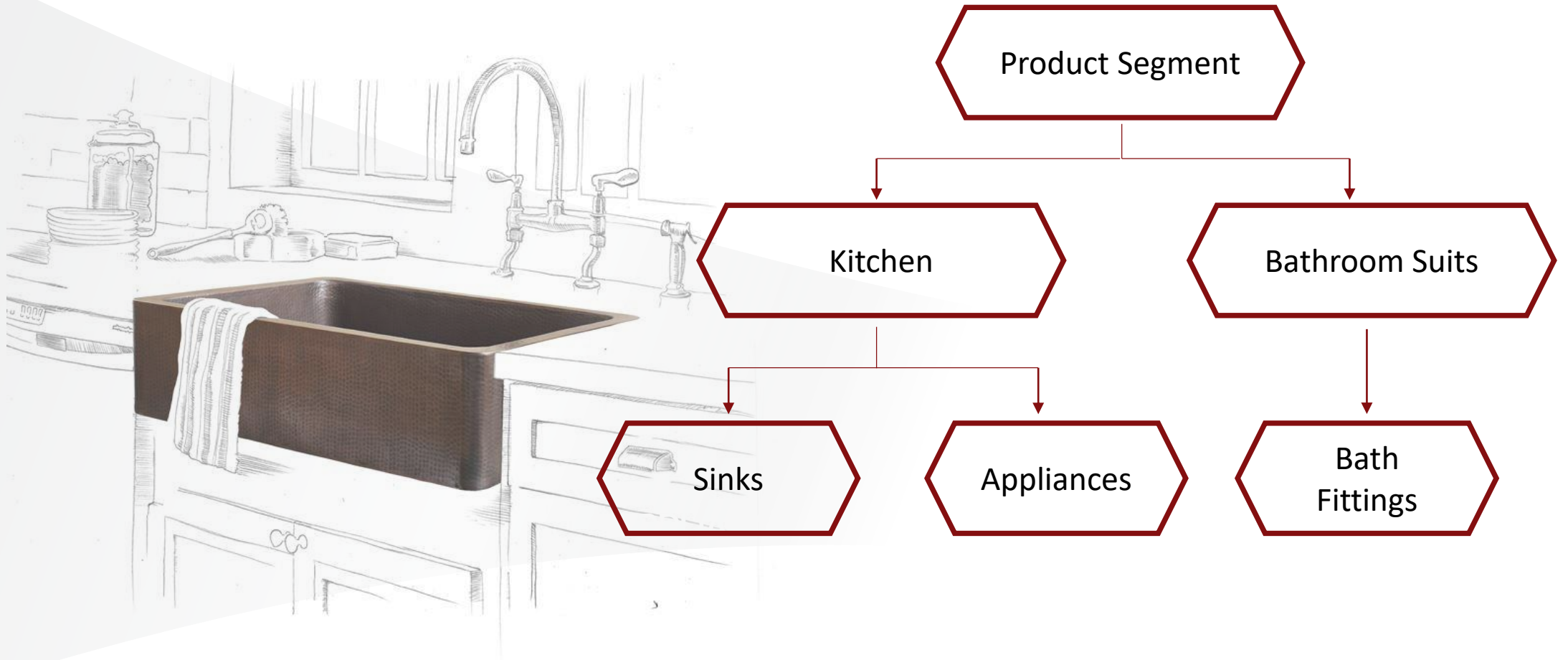
Manufacturing Facilities & Technology

- Quartz Sinks: 400,000 pa , Stainless Steel : 75,000 pa and Appliances : 10,000 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

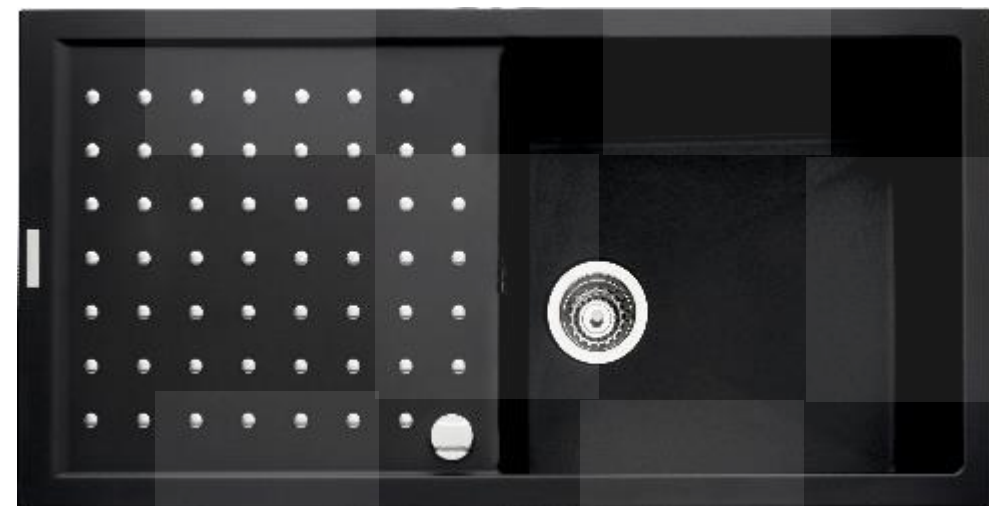
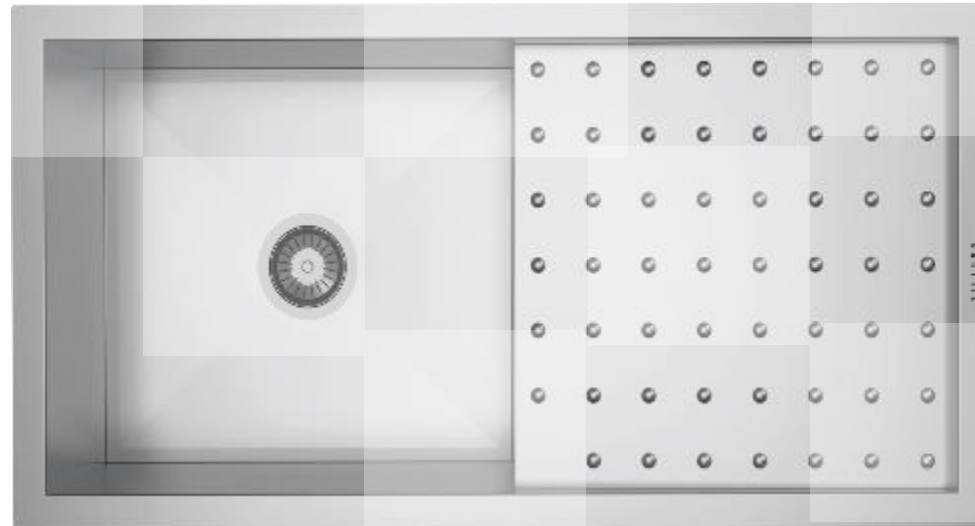
Product Basket

- 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

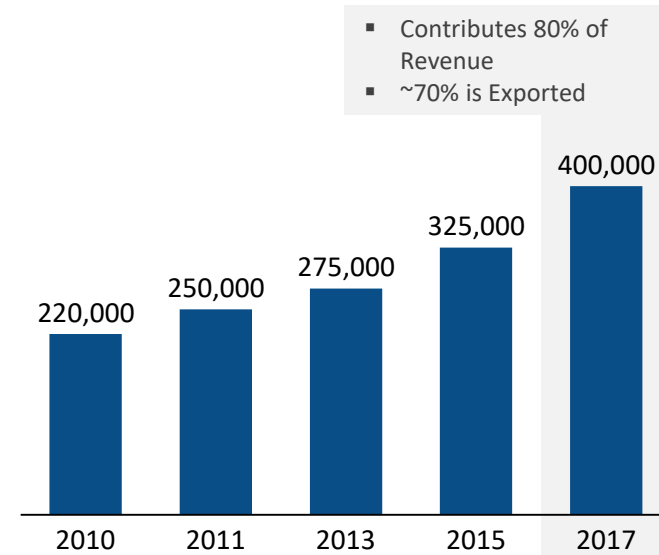
The **only company** in all of Asia and among a few companies worldwide: manufacturing quartz kitchen sinks to **global standards of quality, durability and visual appeal**

Currently have **2 plants** have a combined capacity of **4,00,000 Quartz kitchen** sinks annually

Developed more than **100 models** to cater to various segments and markets

The brand is available in **more than 1300 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

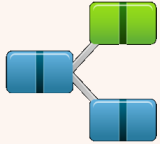


Longevity of Assets Moulds
~15 years

Huge Market Potential for Quartz Sinks

“ Globally there are only 4 players producing Quartz Sinks. 95% of the industry makes use of Stainless Steel and only 5% makes use of Quartz Sinks ”

Stainless Steel Sinks – Quadro Sinks the Focus Area



*Two Types of Stainless Steel Sinks:
Press Steel Sinks & Quadro (Designer) Sinks
Contribution: **10% to revenue***



***Capacity : 75,000** sinks per annum
Quadro (Designer) Sinks: **100% Utilization**
Press Steel Sinks: **75% utilization***



*Target Market for Quadro (Designer) Sinks: Caters to **high end segment** who are willing to pay a premium for superior quality, design and finish*

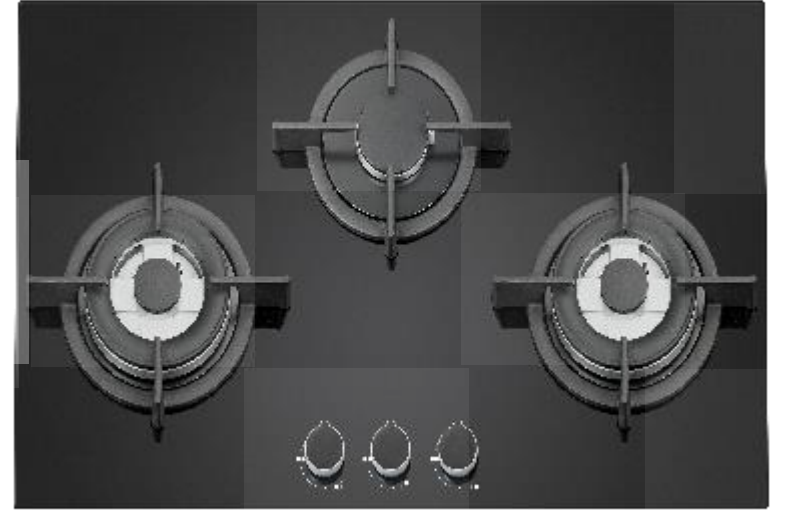


***Innovation:** New innovative products like Micro Radius and Square Sinks*



***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 ~9% 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

- ✓ Established 2010-11 as 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

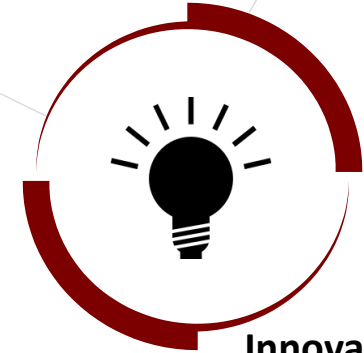
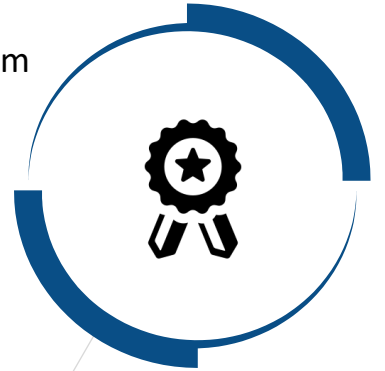
Sternhagen washbasins are made from Sani-Q, designed by EMAMIDESIGN

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



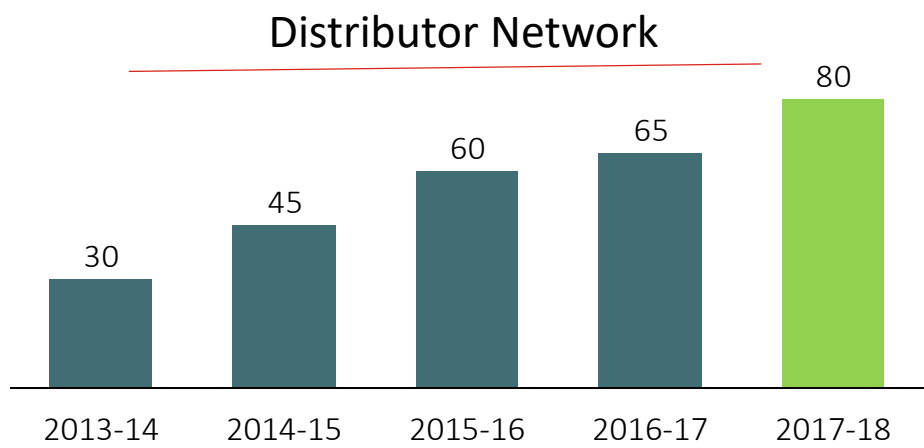
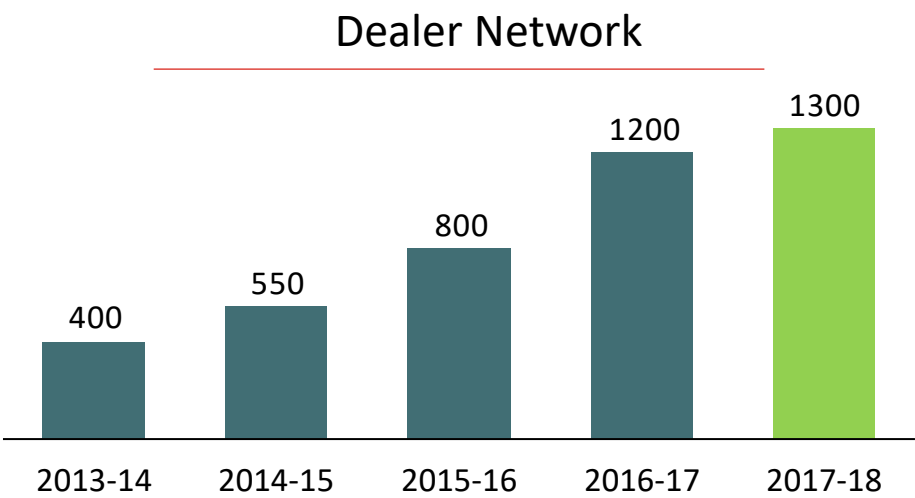
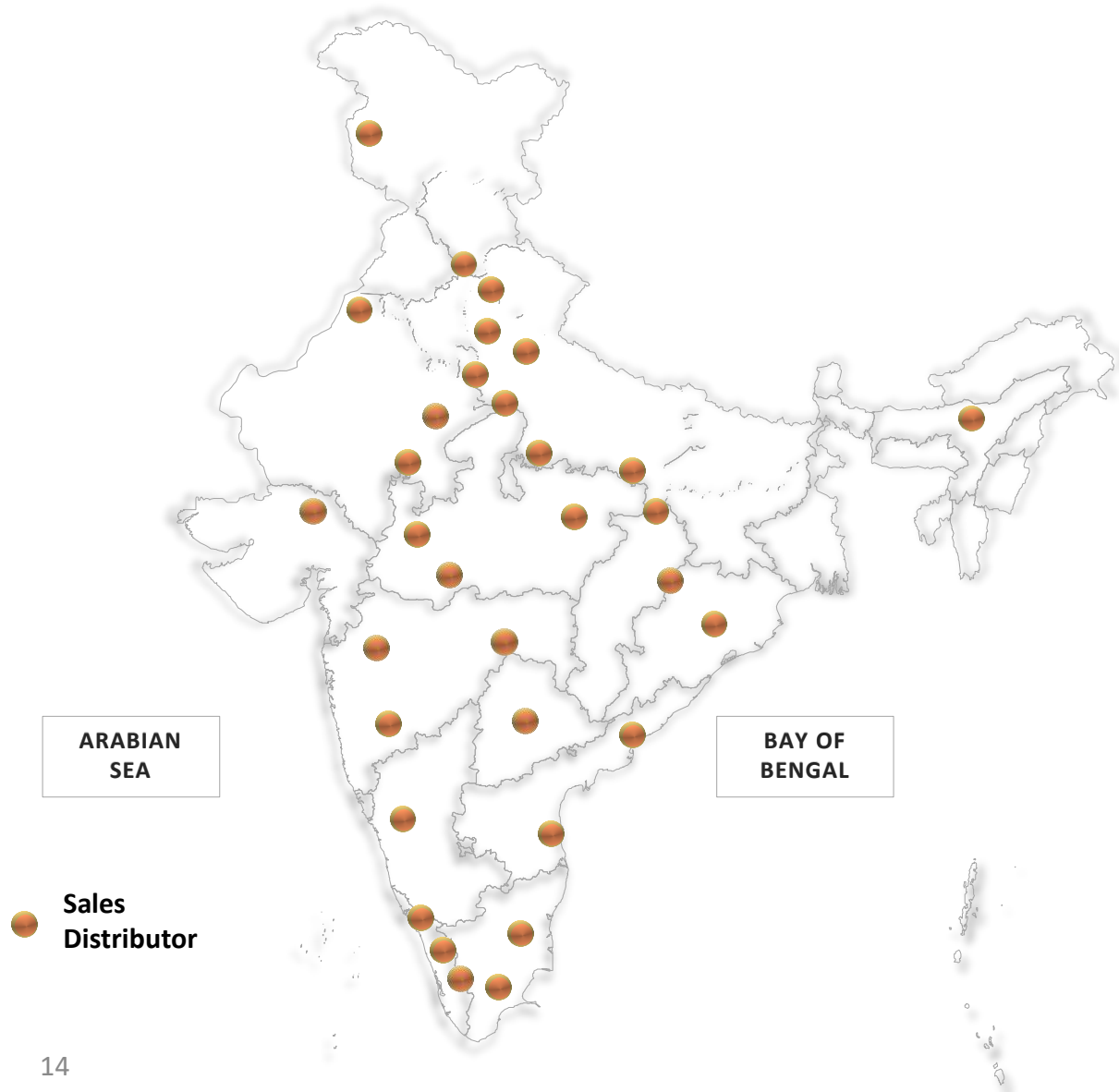
One Stop Solution for all Bath Products

Products with Global Standards sold in 43 Countries

Company presently exports to over 43 countries. Plan to expand further by acquiring new customers and penetrating in new geographies



Domestic Presence - Strengthening of our Brands



in Nos., rounded of to the nearest digits

Moulds an Integral Part of Manufacturing Process

Input



All the Moulds are imported

Purchase of Moulds

Variety of Moulds



- Has more than 100 moulds
- 300+ SKU's



A Mould can be utilized for 15+ years

Life of Moulds

Processing



Place: Bhavnagar, Gujarat



Output

Production Capacity



400,000 units per annum



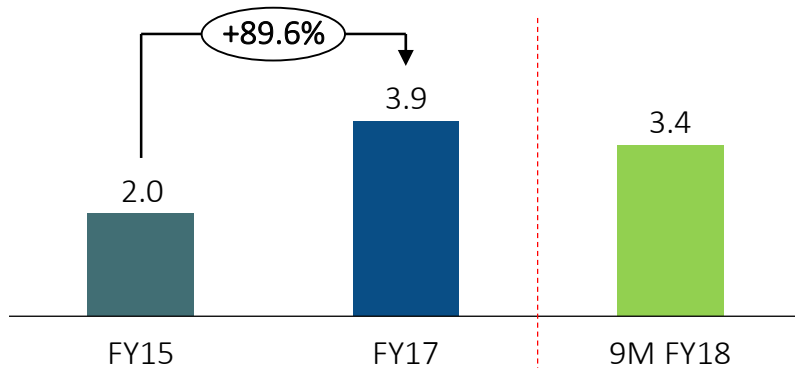
Made as per the customer needs

Made to Order

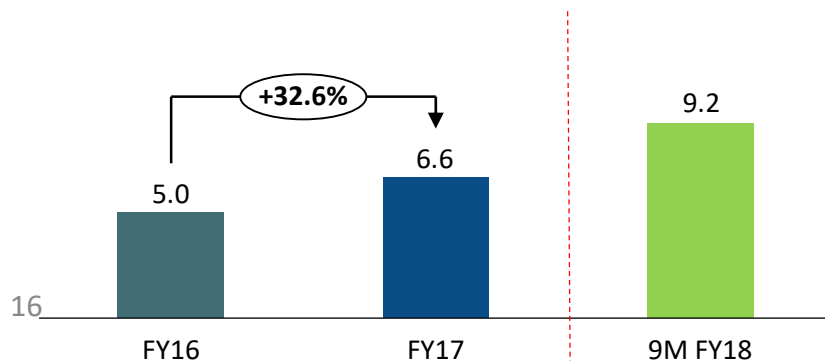
Presence in UK through “Homestyle”

Acrysil is the holding company and has 98.75% of HomeStyle (UK)

Revenues (Mn. GBP)



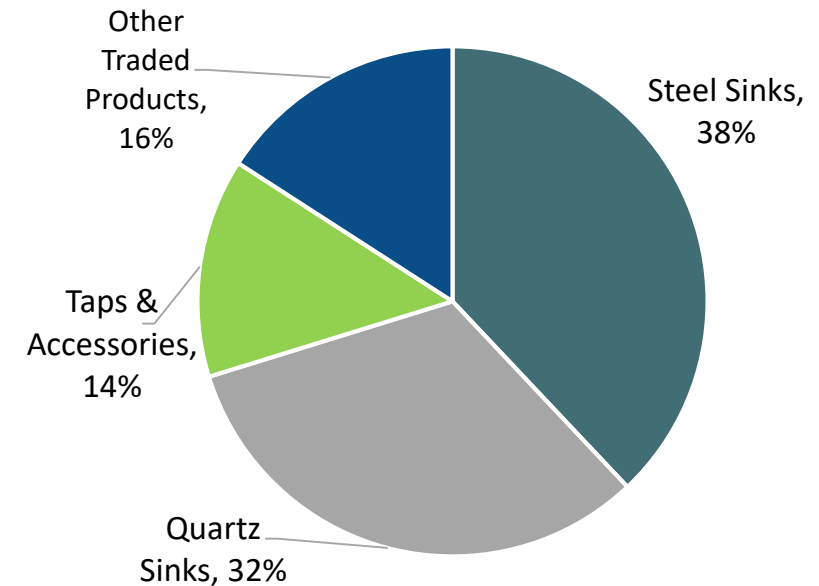
Revenues from Quartz Sink Business (Rs. Crores)



Purchased 75% stake in Homestyle in June 2014 for ~Rs. 26.50 crores

Products sold under HomeStyle UK

1. Quartz Sinks
2. Steel Sinks
3. Taps & Accessories
4. Other Traded Products



9M FY2018

Our Distribution Model

International

**STRATEGIC
Acquisition of
Homestyle UK Limited**
(A kitchen products distribution company)
with 98.75% Stake

**Significant Presence
in UK Market**

01

Outsources and sells it to the
Top Customers

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

02

03

Increase in Market Presence and
Visibility

Domestic

Strong Foothold in India



1,300 Dealers



65 Franchise
Shop



65 Gallery



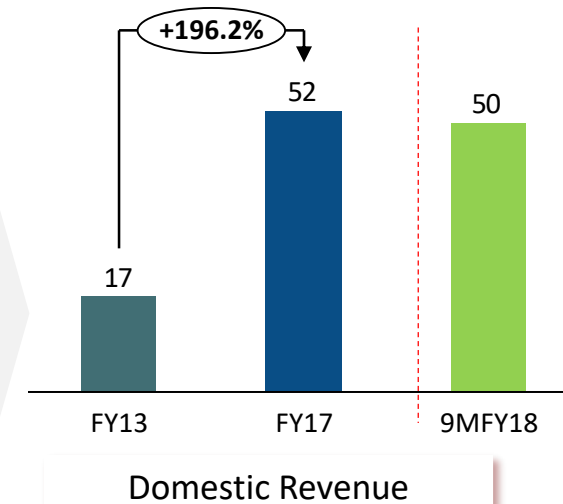
80 Distributors



5 Offices

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

Rs. In Crores



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

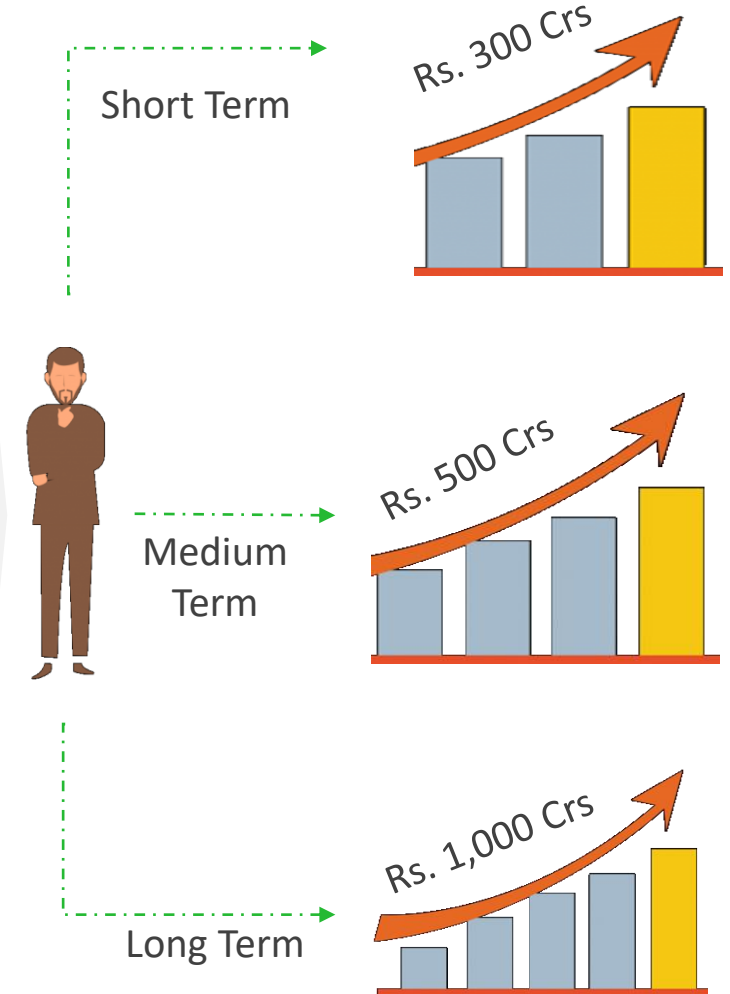
Entry into the kitchen appliances market with innovation, R&D and design capabilities – Aim to become a major player

04 Expansion

Currently catering to 43 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. 181 crores 2017
- He heads the company as the managing director since 2008



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. 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



Mr. Ajit Sanghvi

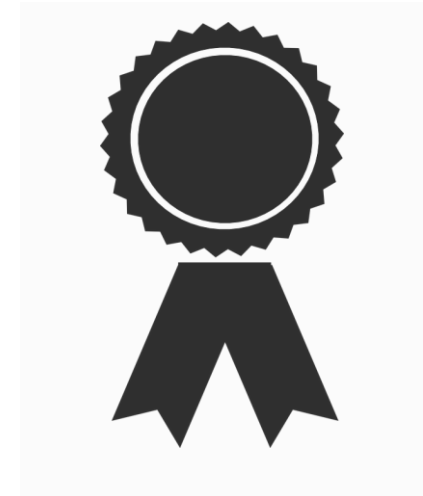
- A Chartered Accountant, has extensive experience in financial service industry and stock broking.
- He serves as a director of Sterling Consultancy Pvt. Ltd., Hrisal Investment Advisors Pvt. Ltd., MSS Securities Pvt. Ltd. And Harileela Investrade Pvt. Ltd.



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

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

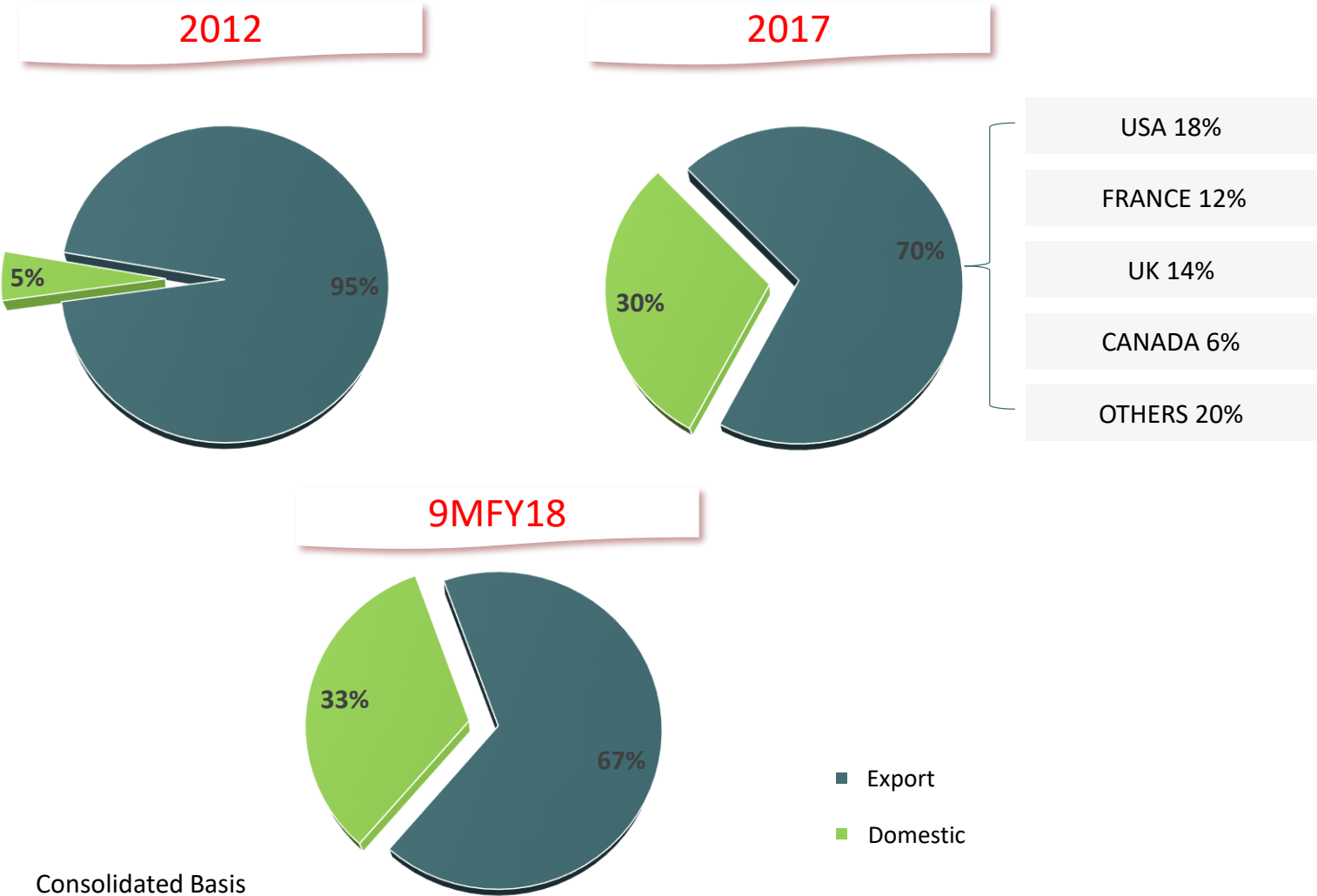
FGI's Award for 'Good Industrial Relations'

Financials

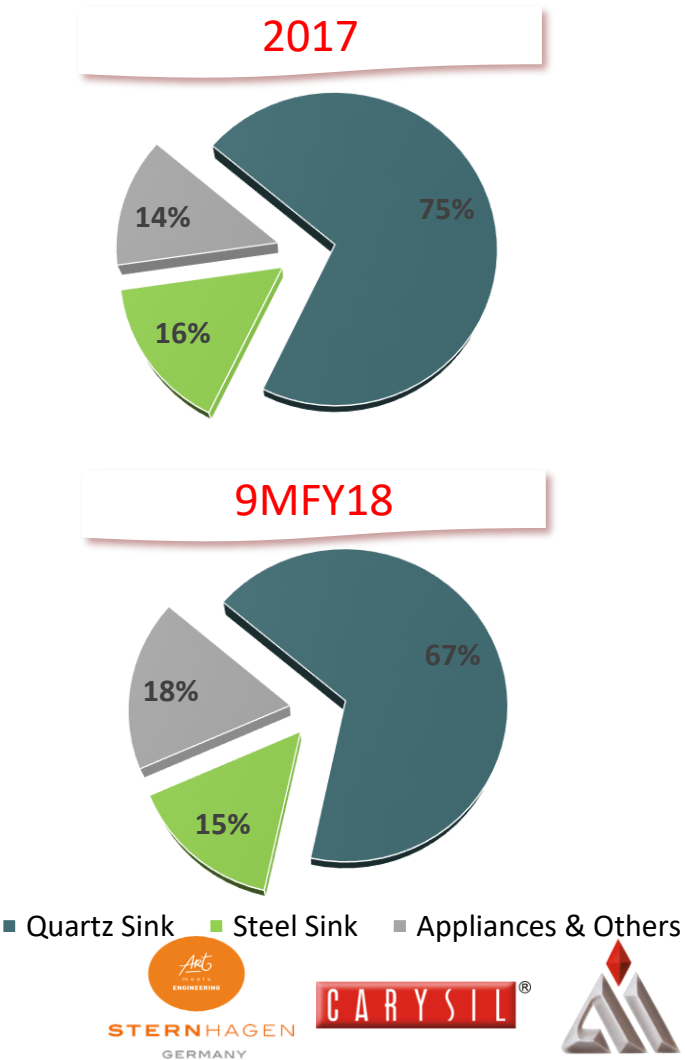


Revenue Mix

Geography-wise Revenue



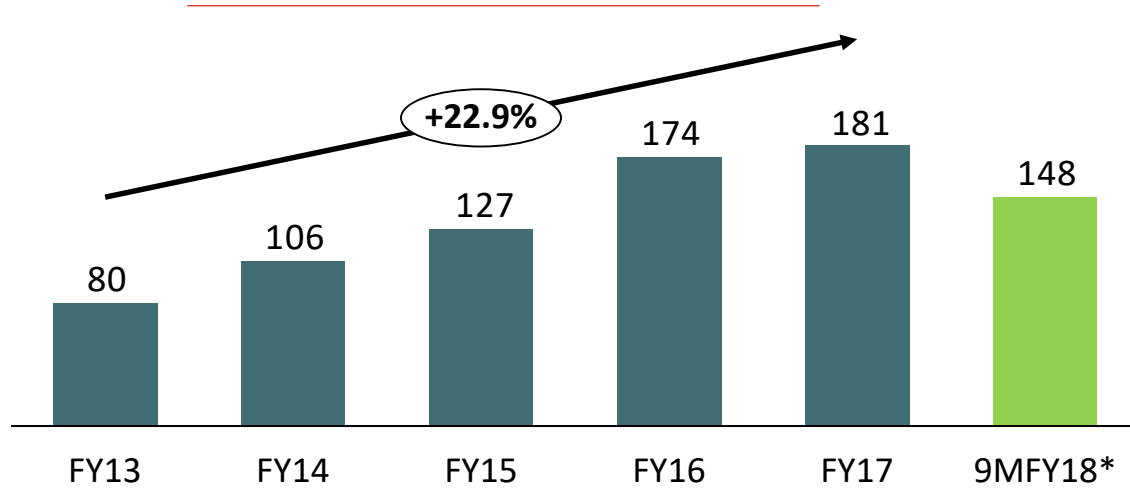
Product-wise Revenue



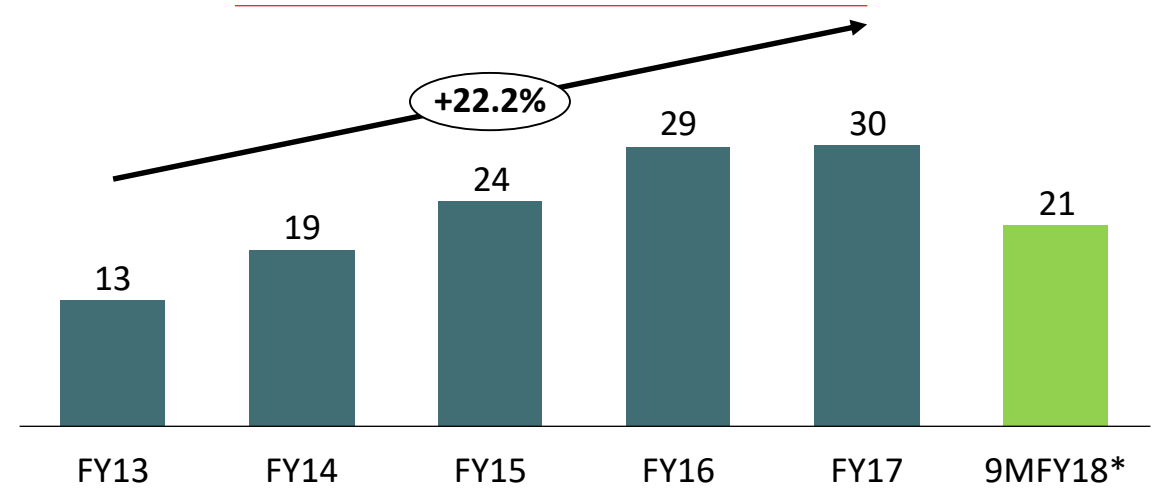
Consistent Growth

Rs. Crores

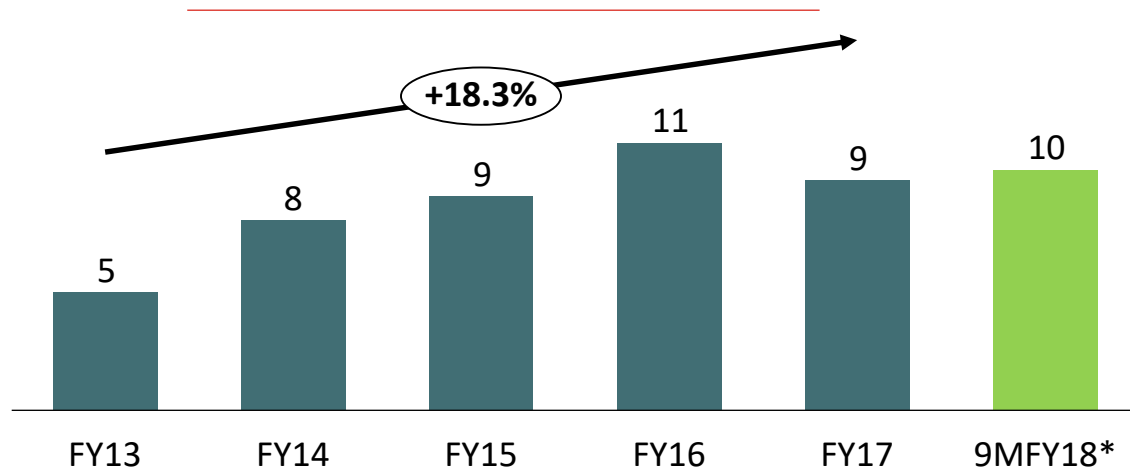
Revenue



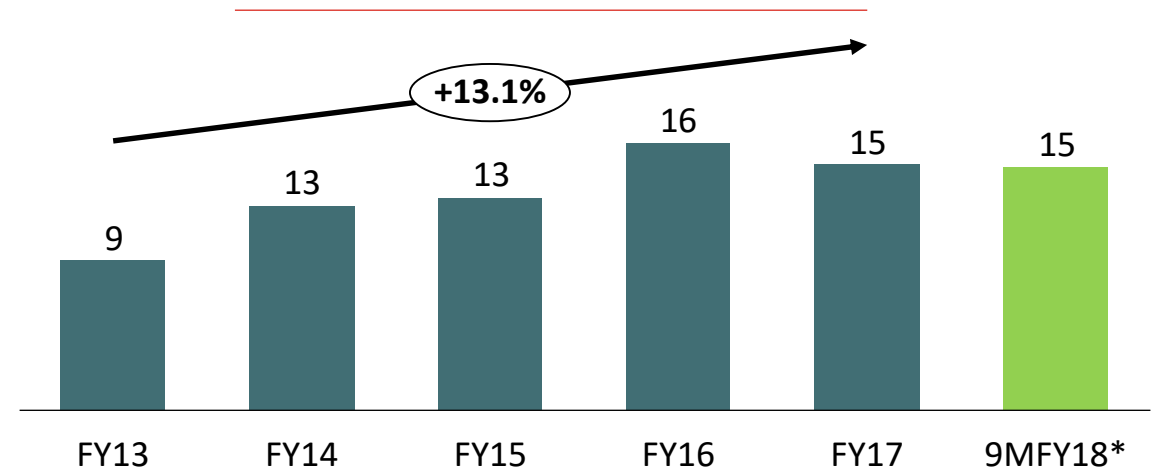
EBITDA



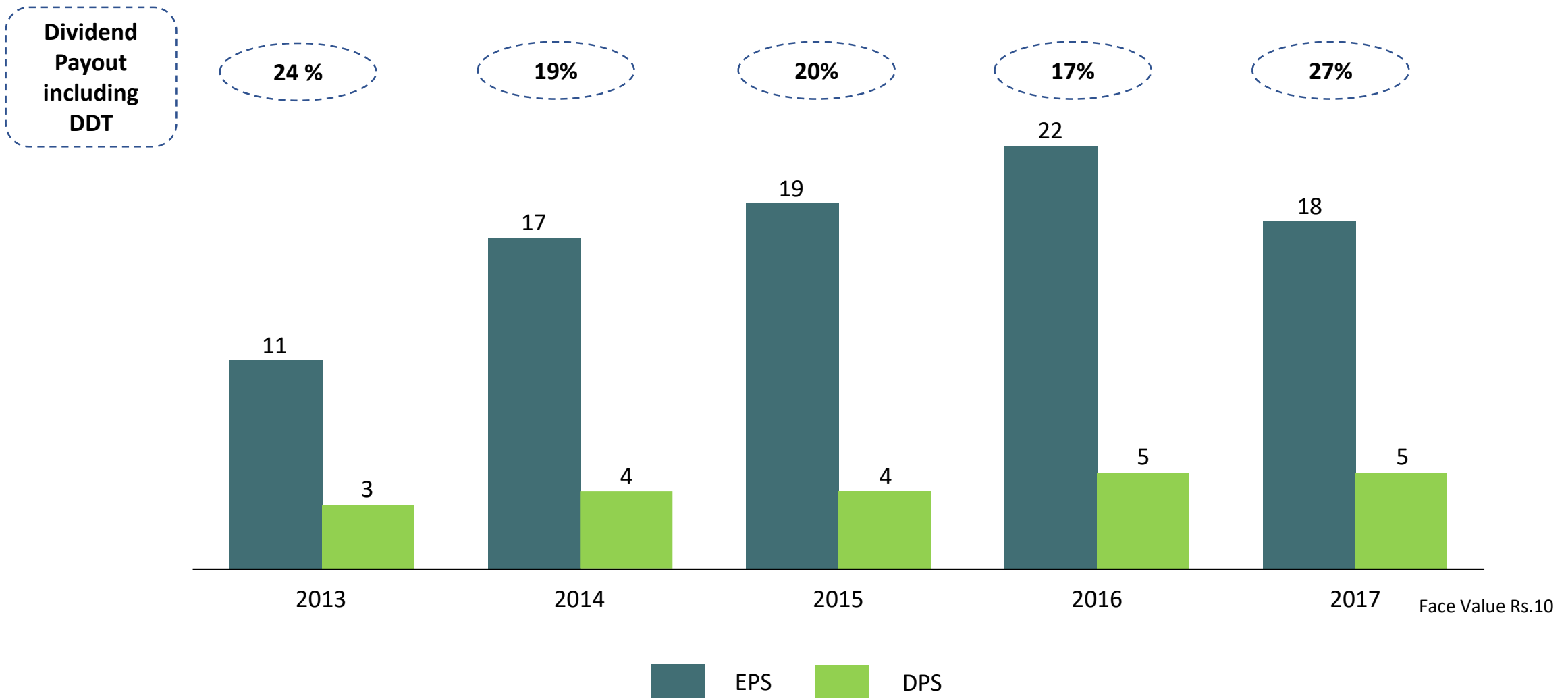
PAT



Cash PAT



Regular Dividend Payout



Consolidated Profit & Loss

Particulars (Rs. Crores)	Q3FY18	Q3FY17	Y-o-Y	9MFY18	9MFY17	Y-o-Y
Revenue	48.2	41.1	17.5%	147.5	141.1	4.6%
Raw Material	21.2	16.3		63.8	57.0	
Employee Expenses	4.7	3.8		12.9	10.9	
Other Expenses	16.5	15.4		49.7	49.1	
EBITDA	5.9	5.5	6.4%	21.1	24.0	-12.2%
EBITDA Margin (%)	12.1%	13.4%		14.3%	17.0%	
Other Income	0.3	0.5		1.0	1.7	
Foreign Exchange Gains/ Losses	0.1	-1.0		1.3	-3.2	
Depreciation	1.9	1.5		5.2	4.2	
EBIT	4.4	3.5		18.2	18.3	
EBIT Margin (%)	9.1%	8.6%		12.3%	13.0%	
Finance Cost	1.7	1.6		4.7	4.8	
Profit Before Tax	2.7	1.9	39.3%	13.4	13.5	-0.5%
Tax	0.8	1.1		3.7	5.8	
Profit After Tax	1.9	0.9		9.8	7.7	
Minority Interest	0.1	0.2		0.2	0.6	
PAT After MI	1.8	0.7	159.5%	9.5	7.2	33.1%
PAT After MI Margin(%)	3.7%	1.7%		6.5%	5.1%	
EPS	3.47	1.34		18.37	13.8	

Consolidated Balance Sheet

Liabilities (Rs. Crores)	Sep - 17
Total Equity	115.9
Share capital	5.2
Other Equity	110.7
Minority Interest	2.1
Non-current liabilities	19.1
Financial Liabilities	
Borrowings	16.1
Deferred Tax liabilities (Net)	2.5
Provisions	0.4
Current liabilities	126.3
Financial Liabilities	
Borrowings	62.1
Trade payables	40.2
Other current liabilities	23.6
Provisions	0.5
Total Liabilities	263.3

Asset (Rs. Crores)	Sep - 17
Non-current assets	111.3
Property Plant & Equipment	79.7
Goodwill	22.9
Intangible Assets	0.5
Capital Work in Progress	4.4
Financial Asset	
Others	1.5
Other Non Current Assets	2.4
Current assets	152
Inventories	43.7
Financial Assets	
Trade receivables	57.2
Cash and bank balances	22.7
Others	11
Other current assets	17.3
Total Assets	263.3



ACRYSIL LIMITED

For further information, please contact

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