

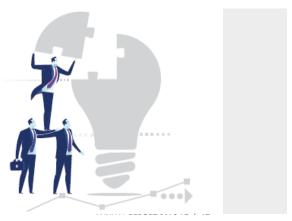
Leader in Lifestyle Kitchen Products











November 2020

Safe Harbor

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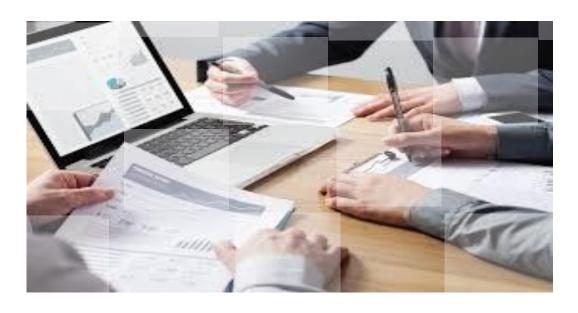
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Q2 & H1 FY21 Highlights





H1 FY21 Consolidated Performance

"H1FY21 PAT - Rs. 14 crs is over 60% of FY20"

Comments from Chairman & MD

"Q2FY21 marked yet another quarter of outperformance in terms of Revenue & Profitability. Though first quarter of FY21 saw COVID-19 impact; but growth momentum started picking from July onwards.

Despite this difficult operational environment till June 2020, we were able to achieve PAT for H1FY21 of Rs. 14 crores which is over 60% of FY20. Revenue was down by 12% for H1FY21 on y-o-y basis due to Covid impact, we were able to improve our margin profile on account of favourable raw material prices and our cost efficiency measures. We are confident to achieve better performance in H2FY21 over H1FY21.

Acrysil, with the objective of driving growth and developing value, has been opening new avenues by market expansion and product innovation. We have been paying special focus on asserting brand dominance, which is highlighted by our recent global partnerships with IKEA a reputed retailer for home improvement products. The testing times of the pandemic were transformed into opportunities.

HOME is the focal point across the world. People are spending more time at home and feel the need to make their home decor more aesthetic, we stand to gain out of this scenario.

To conclude, with a diverse customer base, niche product portfolio, committed & experienced team, we at Acrysil remain focused and confident of our growth story".

...Mr. Chirag Parekh

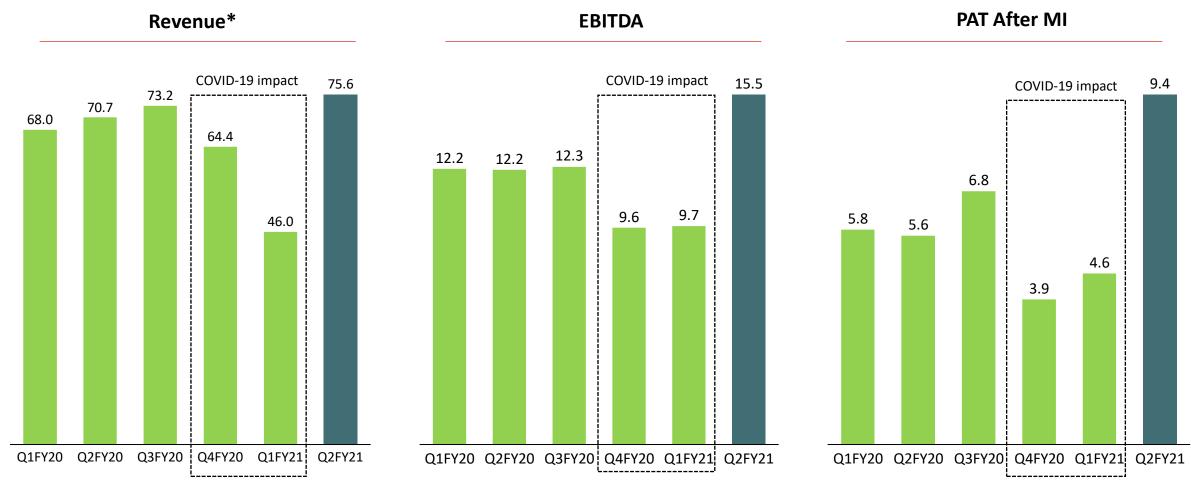






Consolidated Q2FY21: Gathers Momentum; Improving Profitability





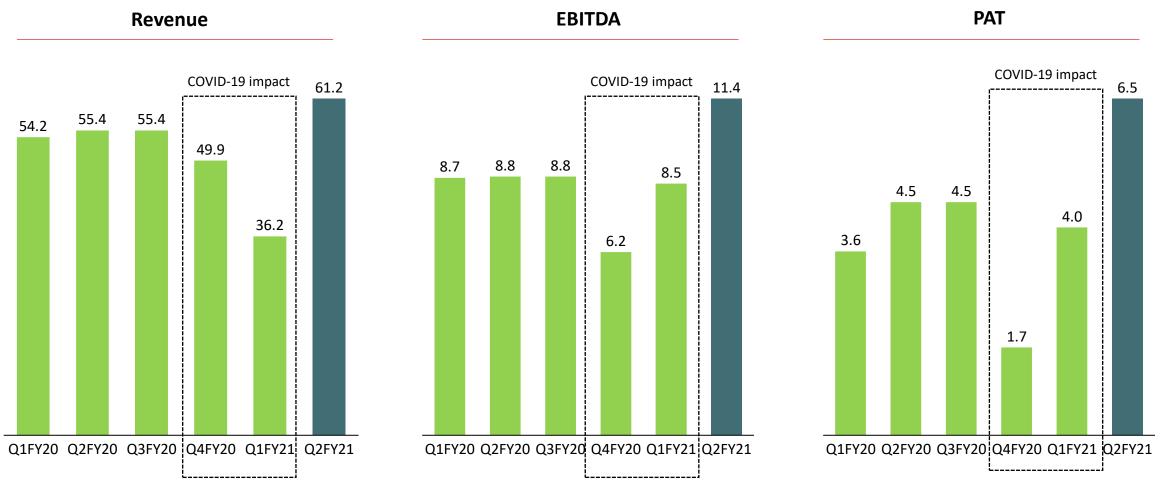






Standalone Q2FY21: Gathers Momentum; Improving Profitability

Rs. Crores



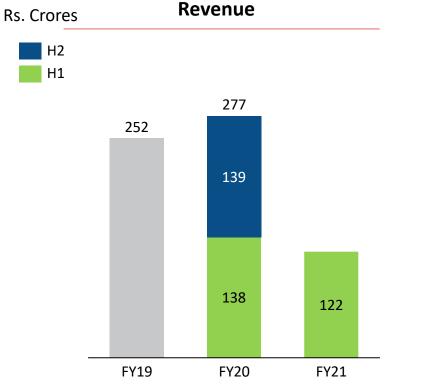


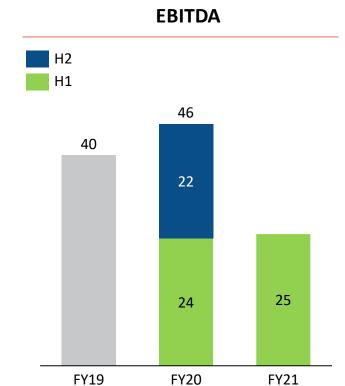


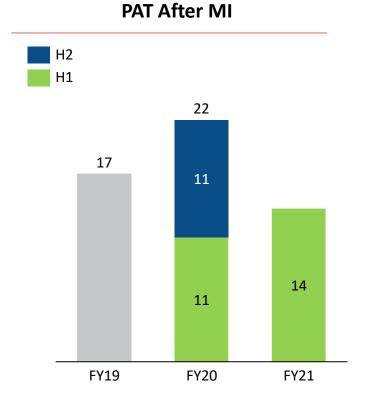


Strong Growth Momentum

Consolidated Financials







H2FY21 is expected to be better than **H1FY21**

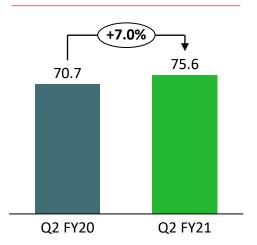




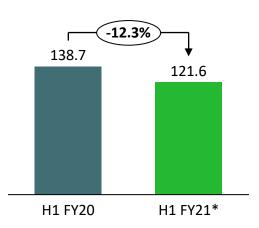


Consolidated: Q2 & H1 FY21

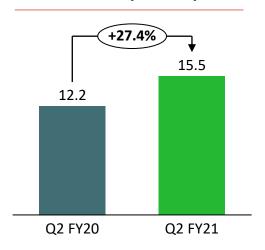
Revenue (Rs. Crs)



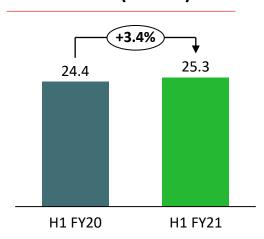
Revenue (Rs. Crs)



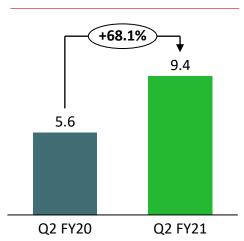
EBITDA (Rs. Crs)



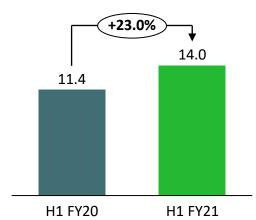
EBITDA (Rs. Crs)



PAT (Rs. Crs)



PAT (Rs. Crs)



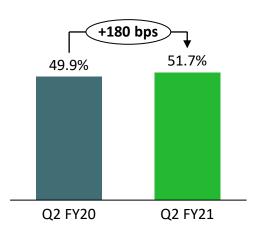




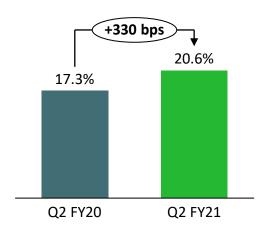
Rs. Crores

Consolidated: Q2 & H1 FY21 Margin Improvement

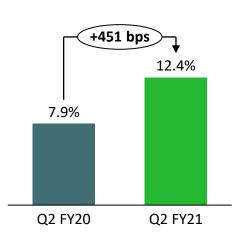
Gross Margin (%)



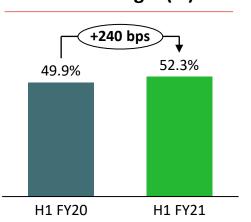
EBITDA Margin (%)



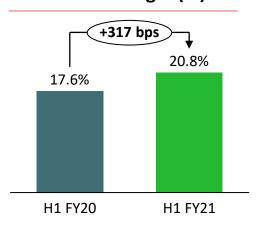
PAT Margin (%)



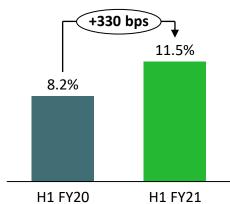
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)



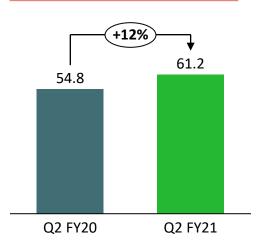




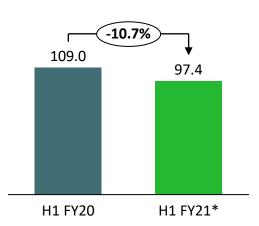


Standalone: Q2 & H1 FY21

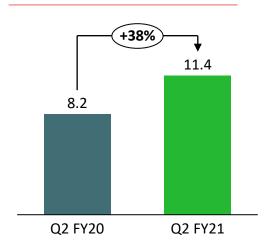
Revenue (Rs. Crs)



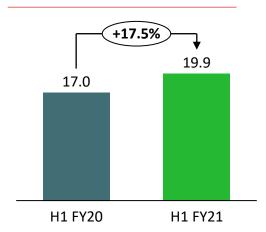
Revenue (Rs. Crs)



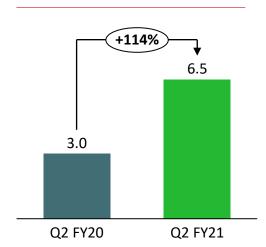
EBITDA (Rs. Crs)



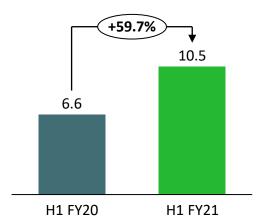
EBITDA (Rs. Crs)



PAT (Rs. Crs)



PAT (Rs. Crs)



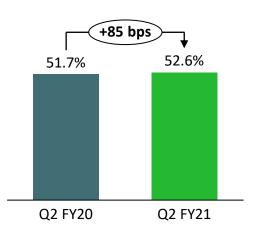




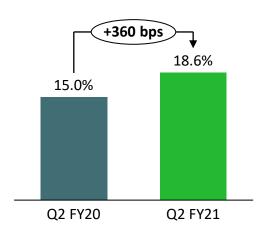
Rs. Crores

Standalone: Q2 & H1 FY21 Margin Improvement

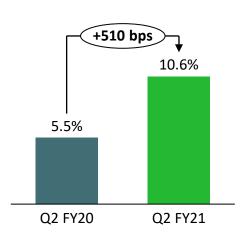
Gross Margin (%)



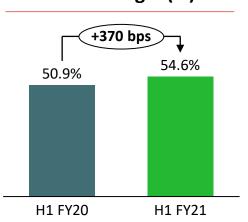
EBITDA Margin (%)



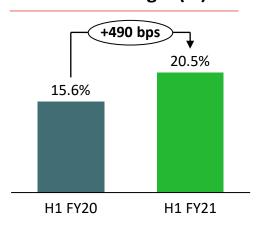
PAT Margin (%)



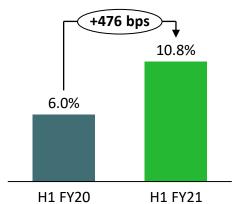
Gross Margin (%)



EBITDA Margin (%)



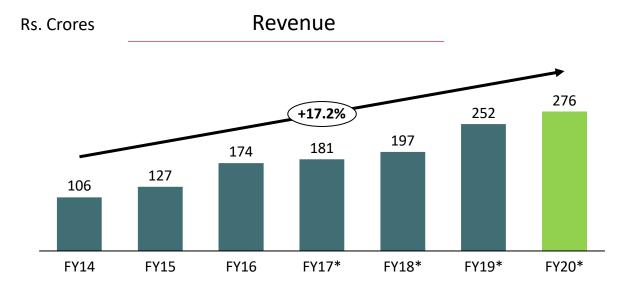
PAT Margin (%)

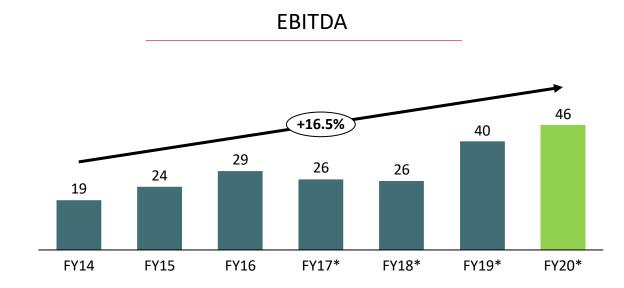






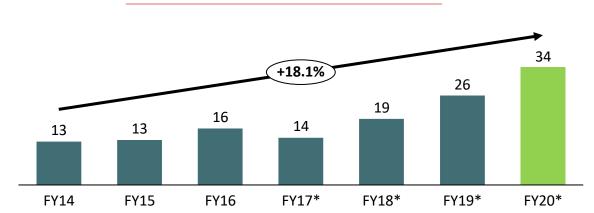
Consistent Growth





FY14 FY15 FY16 FY17* FY18* FY19* FY20*

PAT After MI

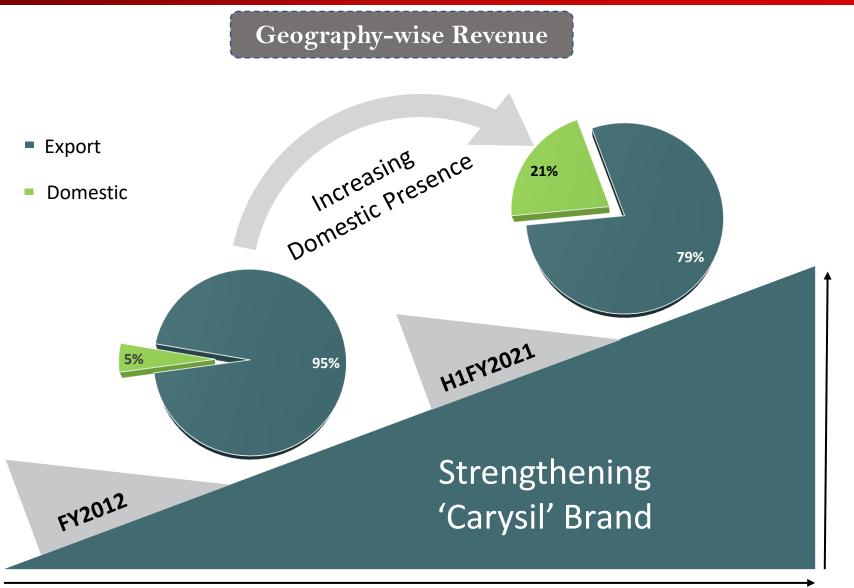


Cash PAT After MI





Revenue Mix



Product-wise Revenue FY20 11% 73% 16% Quartz Sink Steel Sink Appliances & Others H1 FY21 78% 13%







Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q2FY21	Q2FY20	Y-o-Y	Q1 FY21	Q-o-Q	H1 FY21	H1 FY20	Y-o-Y	FY20
Revenue	75.6	70.7	7.0%	46.0	64.5%	121.6	138.7	-12.3%	276.2
Raw Material	36.6	35.4		21.5		58.0	69.5		137.4
Employee Expenses	5.0	5.4		4.2		9.3	10.6		22.2
Other Expenses	18.5	17.6		10.5		29.1	34.2		70.3
EBITDA	15.5	12.2	27.4%	9.7	59.7%	25.3	24.4	3%	46.4
EBITDA Margin (%)	20.6%	17.3%		21.2%		20.8%	<i>17.6%</i>		16.8%
Other Income	1.8	0.9		1.0		2.9	1.3		4.7
Foreign Exchange Gains/ Losses	0.1	0.2		0.1		0.2	0.1		-0.1
Depreciation	2.9	3.1		2.8		5.7	5.5		11.9
EBIT	14.4	9.9	45.7%	7.9	82.1%	22.3	20.1	10.8%	39.3
EBIT Margin (%)	19.0%	14.0%		<i>17.2%</i>		18.3%	14.5%		14.2%
Finance Cost	1.6	2.5		1.9		3.5	4.6		8.8
Profit Before Tax	12.8	7.4	71.8%	6.0	112.1%	18.8	15.5	21.0%	30.5
Tax	3.3	1.8		1.5		4.7	4.0		7.6
Profit After Tax	9.5	5.7	67.1%	4.6	107.4%	14.0	11.5	21.8%	22.9
PAT After Tax Margin(%)	12.5%	8.0%		9.9%		11.5%	8.3%		<i>8.3%</i>
MI	0.1	0.1		0.0		0.0	0.2		0.8
PAT After MI	9.4	5.6	68.1%	4.6	104.6%	14.0	11.4	23.0%	22.1
PAT After MI Margin(%)	12.4%	7.9%		10.0%		11.5%	8.2%		8.0%







Consolidated Balance Sheet

Assets (Rs. Crs.)	Sep-20	Mar-20
Non-current assets	141.2	138.8
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
Financial Assets		
(i) Others Non-Current Financial Asset	1.2	1.5
Other Non-Current Assets	4.6	3.4
Current Assets	188.5	185.7
Inventories	50.5	59.7
Financial Assets		
(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
Total Assets	329.7	324.5

Liabilities (Rs. Crs.)	Sep-20	Mar-20
Total Equity	170.8	160.2
Share capital	5.3	5.3
Other Equity	163.0	152.5
Money received against Share Warrants	-	-
Non Controlling Interest	2.4	2.4
Non-Current liabilities	21.0	24.3
Financial Liabilities		
(i) Borrowings	17.6	21.2
Deferred Tax liabilities (Net)	2.2	2.0
Provisions	0.6	0.6
Other financial Liabilites	0.6	0.5
Current liabilities	138.0	140.1
Financial Liabilities		
(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
Total Liabilities	329.7	324.5







Consolidated Cash Flow Statement

Particulars (Rs. Crs.)	Sep-20	Sep-19
Net Profit For The Year	14.0	11.5
Adjustments for: Non-Cash Items / Other Investment or Financial Items	16.1	26.1
Operating profit before working capital changes	30.1	26.1
Changes in working capital	-10.3	-15.4
Cash generated from Operations	19.8	10.6
Direct taxes paid (net of refund)	-3.0	-3.9
Net Cash from Operating Activities	16.7	6.7
Net Cash from Investing Activities	-6.4	-11.1
Net Cash from Financing Activities	-10.5	-5.4
Net Decrease in Cash and Cash equivalents	-0.2	-9.8
Add: Cash & Cash equivalents at the beginning of the period	5.9	13.5
Cash & Cash equivalents at the end of the period	5.7	3.7







Standalone Profit & Loss

Particulars (Rs. Crs.)	Q2FY21	Q2FY20	Y-o-Y	Q1 FY21	Q-o-Q	H1 FY21	H1 FY20	Y-o-Y	FY20
Revenue	61.2	54.8	11.6%	36.2	69.3%	97.4	109.0	-10.7%	214.4
Raw Material	29.0	26.5		15.2		44.3	53.6		103.7
Employee Expenses	3.8	4.2		3.3		7.1	7.9		16.7
Other Expenses	17.0	15.9		9.1		26.1	30.6		62.0
EBITDA	11.4	8.2	38.4%	8.5	33.9%	19.9	17.0	17.5%	31.9
EBITDA Margin (%)	18.6%	<i>15.0%</i>		23.6%		20.5%	<i>15.6%</i>		14.9%
Other Income	1.9	1.0		1.1		3.0	1.4		5.0
Foreign Exchange Gains/ Losses	0.0	0.0		0.0		0.0	0.0		0.0
Depreciation	2.7	2.8		2.5		5.2	5.0		10.9
EBIT	10.6	6.4	65.8%	7.1	50.7%	17.7	13.4	32.4%	26.0
EBIT Margin (%)	17.4%	11.7%		19.5%		18.2%	12.2%		12.1%
Finance Cost	1.4	2.2		1.7		3.1	4.0		7.8
Profit Before Tax	9.2	4.2	116.2%	5.4	71.2%	14.5	9.3	56.1%	18.2
Tax	2.7	1.2		1.3		4.0	2.7		5.4
Profit After Tax	6.5	3.0	114.4%	4.0	62.1%	10.5	6.6	59.7%	12.8
PAT After Tax Margin(%)	10.6%	5.5%		11.1%		10.8%	6.0%		6.0%







Standalone Balance Sheet

Assets (Rs. Crs.)	Sep-20	Mar-20
Non-current assets	117.0	114.4
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
Financial Assets		
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
Current Assets	152.3	150.7
Inventories	36.1	42.1
Financial Assets		
(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
Total Assets	269.4	265.0

Total Equity 137.5 130.3 Share capital 5.3 5.3 Other Equity 132.2 125.0 Money received against Share Warrants - - Non Controlling Interest - - Non-Current liabilities - - Non-Current liabilities - - (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 Current liabilities 116.7 119.2 Financial Liabilities 13.6 20.1 (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 Total Liabilities 269.4 265.0	Liabilities (Rs. Crs.)	Sep-20	Mar-20
Other Equity Money received against Share Warrants Non Controlling Interest Non-Current liabilities (i) Borrowings Deferred Tax liabilities (Net) Provisions Other financial Liabilities (i) Borrowings 11.2 Other financial Liabilities (i) Borrowings 11.2 Tinancial Liabilities 0.6 0.5 Current liabilities 116.7 Tinancial Liabilities (i) Borrowings 62.9 65.1 (ii) Trade payables (iii) Other Financial Liabilities 11.1 8.9 Other current liabilities 2.9 3.0 Provisions 1.0 0.7 Current Tax Liabilities	Total Equity	137.5	130.3
Money received against Share Warrants Non Controlling Interest Non-Current liabilities (i) Borrowings	Share capital	5.3	5.3
Non-Current liabilities15.115.5Financial Liabilities11.211.8(i) Borrowings11.211.8Deferred Tax liabilities (Net)2.92.8Provisions0.40.4Other financial Liabilities0.60.5Current liabilities116.7119.2Financial Liabilities(i) Borrowings62.965.1(ii) Trade payables13.620.1(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	Other Equity	132.2	125.0
Non-Current liabilities Financial Liabilities (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 Current liabilities (i) Borrowings (i) Borrowings (ii) Trade payables (iii) Trade payables (iiii) Other Financial Liabilities Other current liabilities 2.9 3.0 Provisions 1.0 0.7 Current Tax Liabilities 25.3 21.3	Money received against Share Warrants	-	-
Financial Liabilities (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 Current liabilities 116.7 119.2 Financial Liabilities (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	Non Controlling Interest	-	-
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Financial Liabilities (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 Current liabilities 116.7 119.2 Financial Liabilities (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	Non-Current liabilities	15 1	15 5
(i) Borrowings11.211.8Deferred Tax liabilities (Net)2.92.8Provisions0.40.4Other financial Liabilities0.60.5Current liabilities116.7119.2Financial Liabilities62.965.1(ii) Trade payables13.620.1(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3		13.1	13.3
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Provisions0.40.4Other financial Liabilities0.60.5Current liabilities116.7119.2Financial Liabilities62.965.1(ii) Borrowings62.965.1(iii) Trade payables13.620.1(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	.,		
Current liabilities116.7119.2Financial Liabilities62.965.1(ii) Borrowings62.965.1(iii) Trade payables13.620.1(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	· ·	0.4	0.4
Financial Liabilities(i) Borrowings62.965.1(ii) Trade payables13.620.1(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	Other financial Liabilities	0.6	0.5
(i) Borrowings62.965.1(ii) Trade payables13.620.1(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	Current liabilities	116.7	119.2
(ii) Trade payables13.620.1(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	Financial Liabilities		
(iii) Other Financial Liabilities11.18.9Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	(i) Borrowings	62.9	65.1
Other current liabilities2.93.0Provisions1.00.7Current Tax Liabilities25.321.3	(ii) Trade payables	13.6	20.1
Provisions 1.0 0.7 Current Tax Liabilities 25.3 21.3	(iii) Other Financial Liabilities	11.1	8.9
Current Tax Liabilities 25.3 21.3	Other current liabilities	2.9	3.0
	Provisions	1.0	0.7
Total Liabilities 269.4 265.0	Current Tax Liabilities	25.3	21.3
	Total Liabilities	269.4	265.0







Standalone Cash Flow Statement

Particulars (Rs. Crs.)	Sep-20	Sep-19
Net Profit For The Year	10.5	6.6
Adjustments for: Non-Cash Items / Other Investment or Financial Items	14.3	11.7
Operating profit before working capital changes	24.8	18.2
Changes in working capital	-8.7	-7.1
Cash generated from Operations	16.1	11.2
Direct taxes paid (net of refund)	-3.0	-3.2
Net Cash from Operating Activities	13.1	8.0
Net Cash from Investing Activities	-5.8	-10.4
Net Cash from Financing Activities	-6.7	-6.3
Net Decrease in Cash and Cash equivalents	0.6	-8.7
Add: Cash & Cash equivalents at the beginning of the period	1.3	10.8
Cash & Cash equivalents at the end of the period	1.9	2.1







Key Updates for the Half Year ended 30th September 2020

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 will add necessary capacity to meet IKEA demand

Capacity Expansion

- Expansion of Quartz Kitchen Sinks by ~20% i.e
 1,00,000 units
- Proposed Capex will increase Manufacturing Capability to 6,00,000 units p.a
- Expansion Project Likely to be commissioned by March 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.

















Numero Uno Position

Only manufacturer in India &
Asia in Quartz Sink

Brands - "CARYSIL" & "STERNHAGEN"

Exports to **55+ countries** worldwide

India's **1**st state of art Show Room cum Experience Center in Ahmedabad & Mumbai

Certification for ISO 9001:2008, ISO 14001:2004 OHSAS 18001:2007

PAN India presence ~ +1,500

dealers, 80 Galleries,
82 Distributors

Exclusive product galleries for 'Carysil'

Quartz Sink Capacity : **500,000** sinks per annum in FY20

Introducing Composite Tiles, 2nd
Manufacturer in world

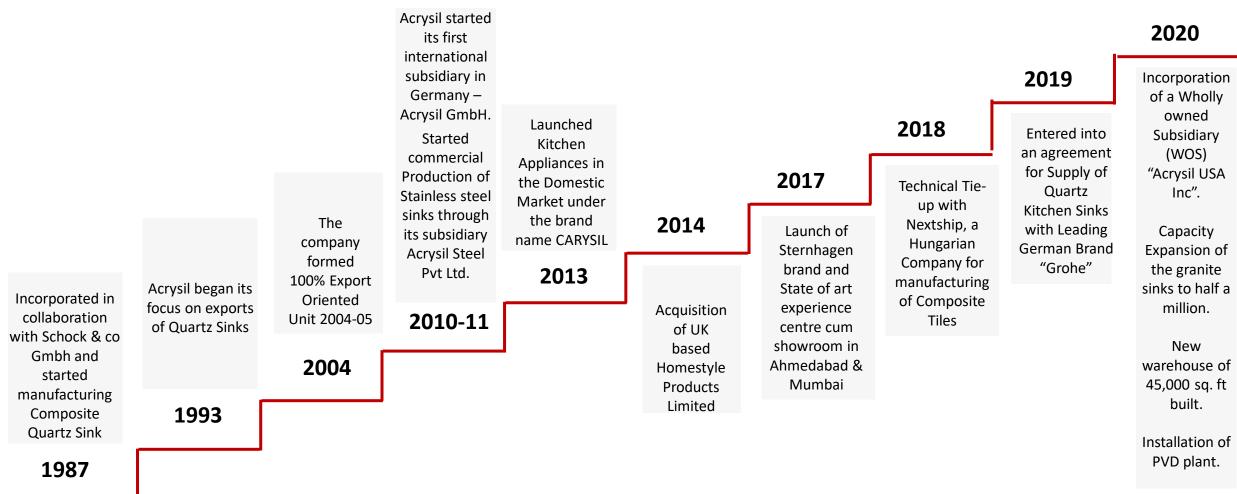






Acrysil – Over the Years

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









Pillars of Integrated Business

Brand

 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 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

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



Product Basket

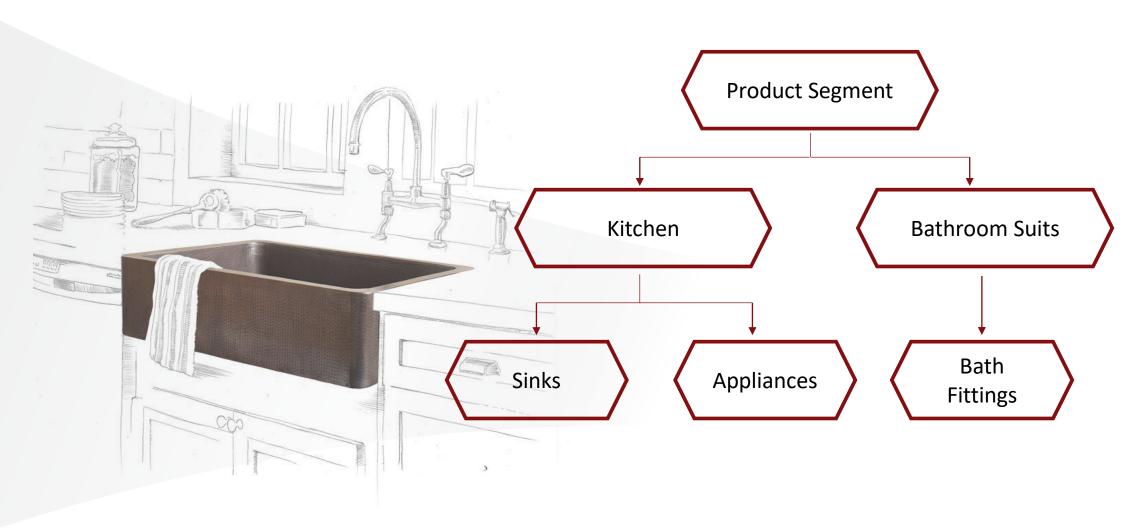
- Offers a wide range of cutting edge technology products to customers based on their needs
- Continue to hold the market's attention with new product categories, new launch events, new technologies, and new models







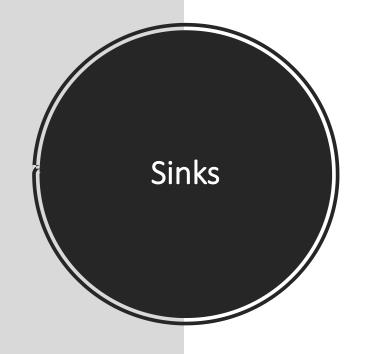
Increasing Product Portfolio

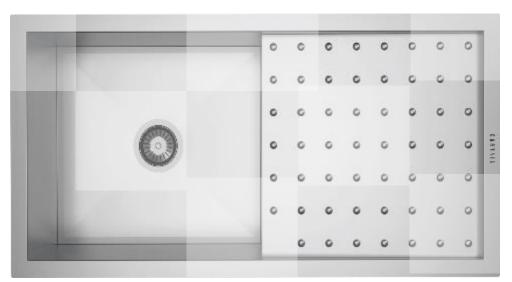


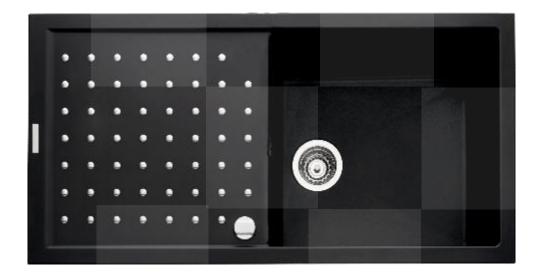












Only Company to make Quartz Sinks in Asia

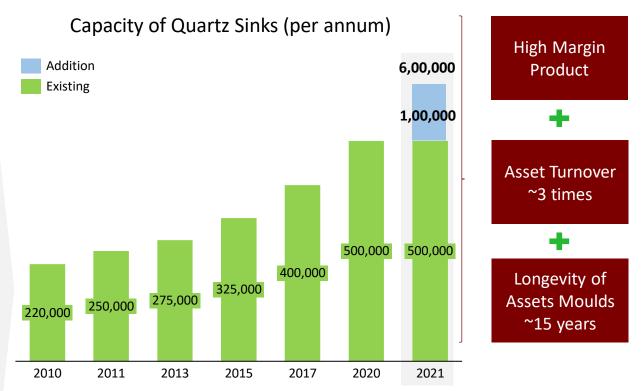
The **only company** in all of Asia and among a few companies worldwide: manufacturing quartz kitchen sinks to **global standards** of

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



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

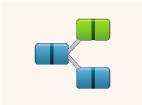
5-10% makes use of Quartz Sinks







Stainless Steel Sinks – Quadro Sinks the Focus Area



Stainless-Steel Sinks

Contribution: 13% to Consolidated revenue *



Production Capacity: 90,000 sinks per annum





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



Innovation: New innovative products like Micro Radius and Square Sinks



Acquisition of a distribution company in the UK will help selling in the top customers in that country; boosting exports





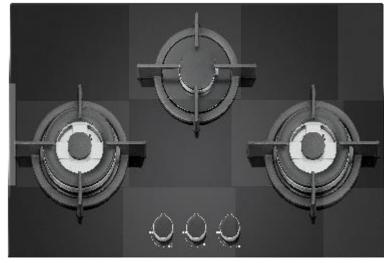












Kitchen Appliances – Multifold Growth Opportunity



Chimneys



Dish Washer



Cook Tops



Currently contributing ~8% to the Revenue*



Built in Ovens



Wine Chillers



Hoods



Cooking Range



Micro Wave Owens



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 – 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

Branding

FUNDAMENTALS OF THE BUSINESS 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



Achievements

Won 52 international awards, among them the Red Dot Award (Best of the Best)

Synergy

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





Range of Products

Premium Sanitary Ware, Fittings, Highlighter Tiles



Developed full bathroom concepts and will shortly launch the whole range of bathroom products, including Fittings, WCs, etc.







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"





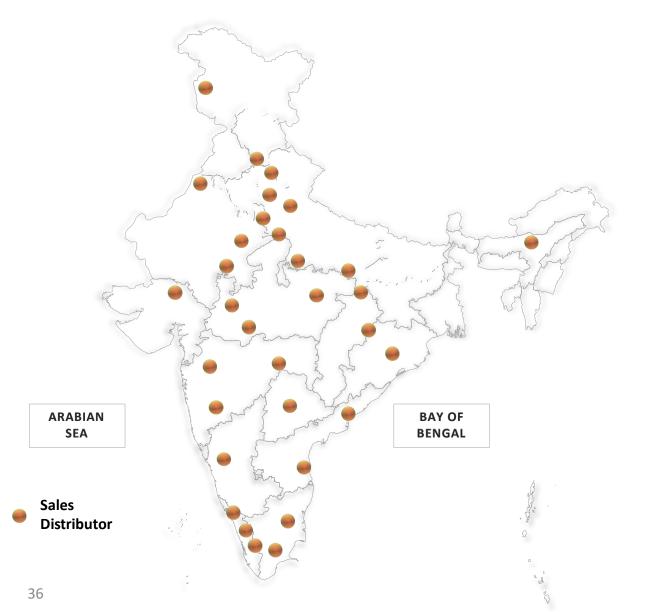


Products with Global Standards sold in 55 Countries

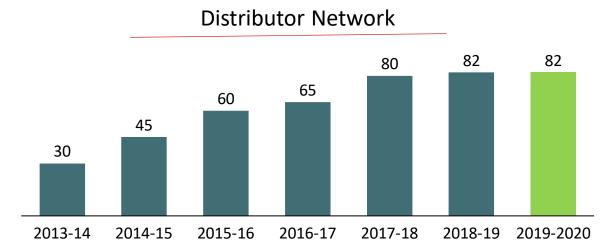
Company presently exports to over 55 countries. Plan to expand further by acquiring new customers and penetrating in new geographies



Domestic Presence - Strengthening of our Brands













Moulds an Integral Part of Manufacturing Process

Input

All the Moulds are

imported

Purchase of Moulds

Processing

Output

Variety of Moulds



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



Place: Bhavnagar, Gujarat



A Mould can be utilized for 15+ years

Life of Moulds



Production Capacity



500,000 units per annum



Made as per the customer needs

Made to Order







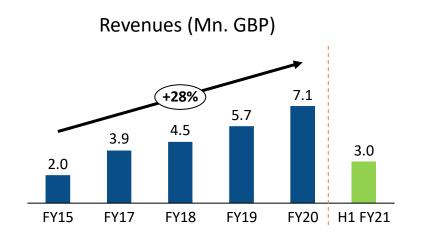


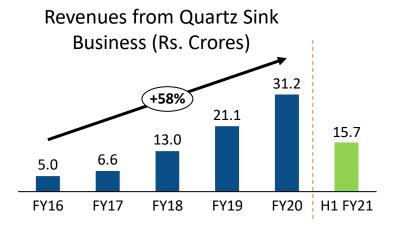
Presence in UK through Acrysil Products Ltd.

(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

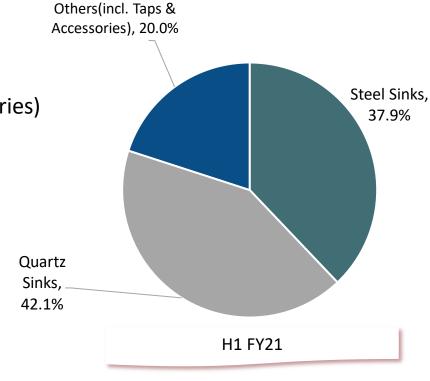




Products sold under Acrysil Products Ltd.

(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

STRATERGIC Acquisition of Homestyle UK Limited

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

with 100% Stake

Significant Presence in UK

Market

Outsources and sells it to the Top Customers

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

Increase in Market Presence and Visibility

Domestic

Strong Foothold in India





65 Franchise Shop

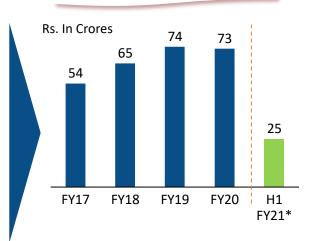






Domestic Revenue

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

O1 Strong Distribution Network

Strengthen the Distribution network by tie up with Homestyle and plan to add new 100 galleries and 34 more distributor

O2 Branding & Technology

Focused on capturing the Brand Mindspace of niche Consumers

O3 Huge Product Range

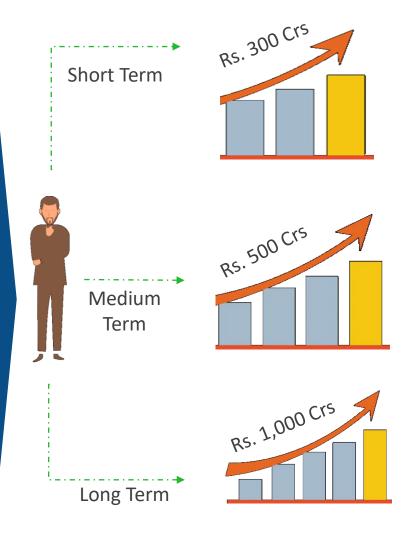
Entry into the kitchen appliances market with innovation, R&D and design capabilities – Aim to become a major player

04 Expansion

Currently catering to 50+ countries strive to spread the wings to 70 countries in next three years by exploring the uncatered geographies

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'



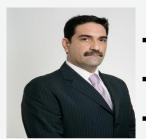
Mr. Pradeep Gohil

- 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

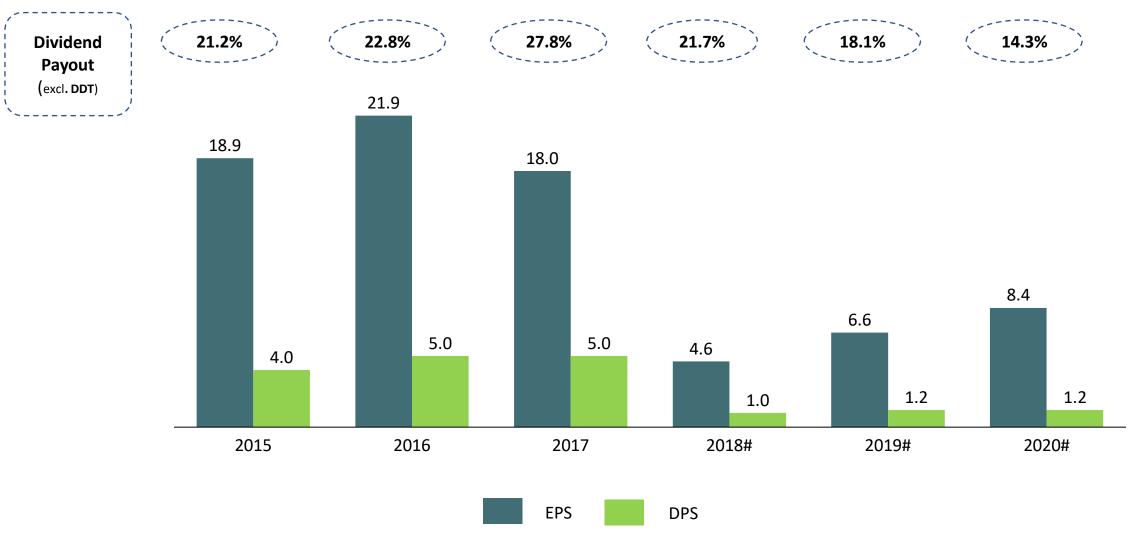
FGI's Award for 'Good Industrial Relations'







Regular Dividend Payout















ACRYSIL LIMITED

For further information, please contact

Company :	Investor Relations Advisors :
Acrysil Limited CIN: L26914MH1987PLC042283	Strategic Growth Advisors Private Limited CIN: U74140MH2010PTC204285
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