

May 26, 2017

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 financial results for the year ended 31st March, 2017

We are hereby enclosing presentation to the Investors' on financial results of the Company for the quarter and financial year ended 31st March, 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. Sejpal
Damodar H. Sejpal
COMPANY SECRETARY
Encl: a/a



www.acrysilcorporateinfo.com

Factory & Head Quarter :

Suevey No. 312,
Bhevner - Rajkot Highway, Navagam,
Vartej-364 060, Bhavnagar (INDIA).
PH. : +91-278-2540218, 2540893
Fax : +91-278-2540558
E-mail: info@acrysil.com

Regd. Office :

B-307, Citi Point, 3rd Floor, J. B. Nagar,
Andheri Kurla Road,
Andheri (East), Mumbai - 400 059.
Toll: +91-22-4015 7817 / 7818 / 7819
Fax : 022-2825 8052
CIN : L26914MH1987PLC042283

Ahmedabad Office :

U.G.F. Shop No. 15, 16,
Rivera Arcade, 100 Ft. Road,
Satellite, Ahmedabad-380015 (INDIA).
Ph. : +91-79-26937082
Fax : +91-79-40034112

Bangalore Office :

253, Aikana Main Road,
7th Block, Jayanagar,
Bangalore-560082 (INDIA).
Ph. +91-9845196551

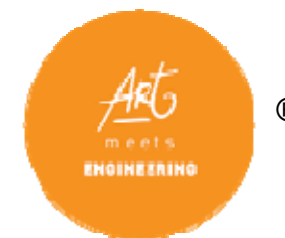
Delhi Office :

Premises No. DTJ908,
9th Floor, DLF Towers B,
Jasola,
New Delhi-110025 (INDIA).
Ph. +91-11-40524889

(ISO9001, 2008 : 14001 : 2004 and BS OHSAS 18001 : 2007) Visit us on : www.acrysil.com



Investor Presentation Q4 & FY 2016-17



STERNHAGEN
GERMANY



German Engineered

May 25, 2017

Disclaimer

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

Content



Economic Environment

Economic Environment

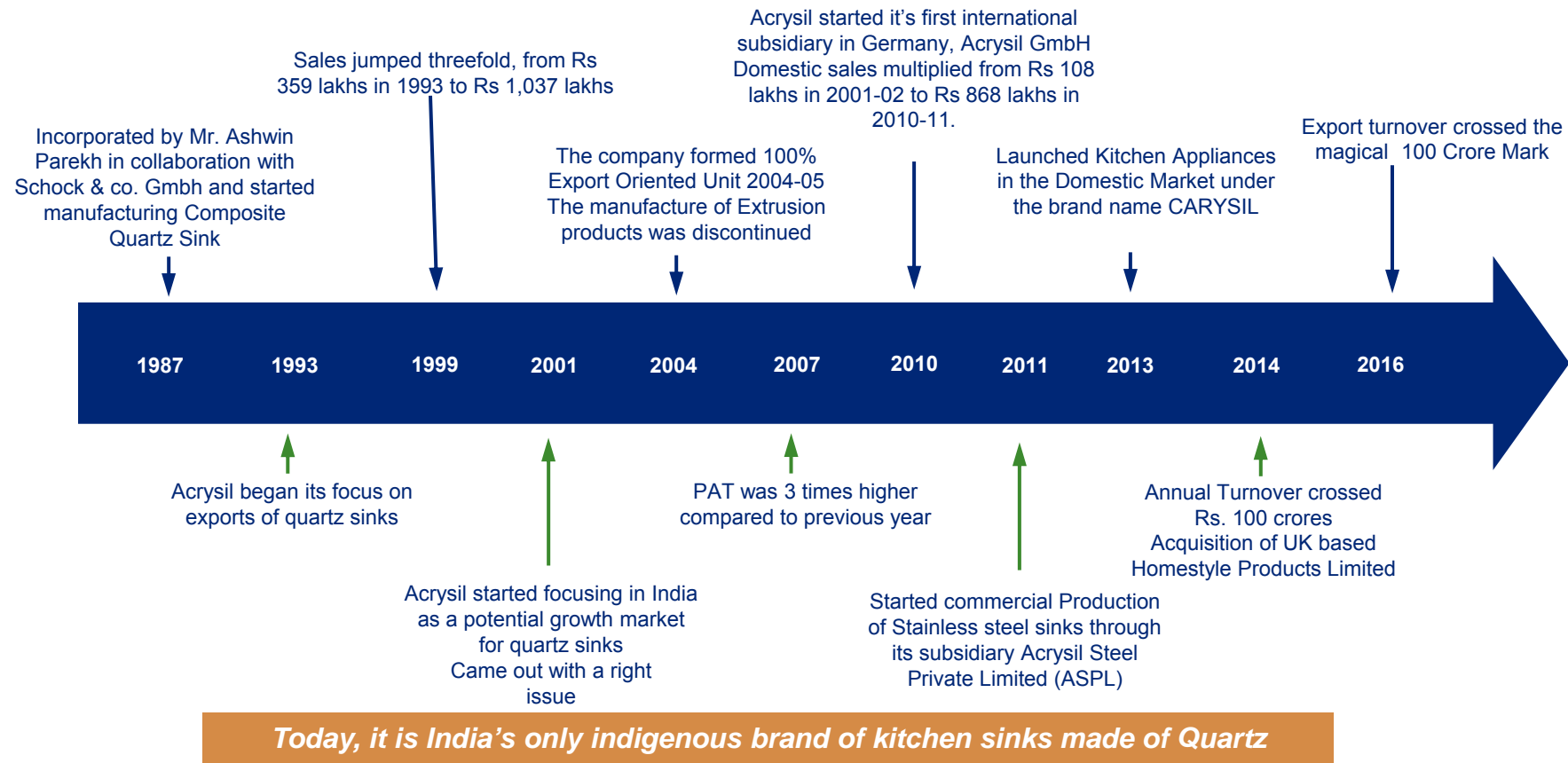
- ❑ Economy gained momentum towards the end of the year and modest improvement witnessed in the domestic macro business environment
- ❑ GDP growth expected to be about 6.7% in FY17 about 1% lower than the previous year
- ❑ Demonetization in Nov'16 hurt the overall demand in domestic market however slight recovery seen towards end of last quarter
- ❑ Commodity prices showing upward trend in the last 2 quarters
- ❑ Rupee has strengthened significantly in the last quarter, 5.4% appreciation vis-à-vis dollar since January 2017
- ❑ Indian economy expected gain by strong capital inflows, driven by global liquidity and partly by the expected improvement in the Indian economy
- ❑ GST expected to bring radical change in tax collection and tax administration, however, it may have some adverse impact on domestic businesses in initial few months.

Company Overview

Introduction

-  Incorporated in 1987
-  Markets its products under the brand names “**CARYSIL**” & “**STERNHAGEN**”.
-  IMS (Integrated Management System) Certification for ISO 9001:2008, ISO 14001:2004 OHSAS 18001:2007 management systems and other international product certifications.
-  Exports to more than 43 countries worldwide and enjoys No. 1 position in India in Granite Sink Manufacturing & Sales
-  “Carysil” products are distributed across PAN India through more than ~ 1000 dealers, ~ 65 Galleries, 100 new Galleries planned to open in next 3 years.
-  Exclusive “Carysil” product galleries in major cities of India.
-  India’s first state of art Show Room cum Experience Center opened in Ahmedabad and Mumbai for display of Sternhagen products
-  Spreading its wings across the globe, planning to open global offices in US, Europe, UAE.

Journey



Board of Directors Profile

Shri Chirag A. Parekh, Chairman & Managing Director

- Shri Ashwin Parekh laid the foundation of Acrysil. Shri Chirag Parekh has magnificently steered from 2008 to bring Acrysil as one of the top Granite Sink manufacturing Companies in world .
- He heads the company as a Managing Director since 2008.

Shri Jagdish R. Naik, Independent Director

- A Chartered Accountant, was a partner in a reputed firm of Chartered Accountants of M/s S.V. Ghatalia & Associates for about nine years from 1983 to 1992. Advising companies on corporate matters including Amalgamation, Demerger, Joint Ventures, Business Valuation, Income Tax and Company Law matters.
- He has rendered services as director and Corporate Advisor to reputed Companies.

Shri Ajit R. Sanghvi, Independent Director

- A Chartered Accountant, having extensive experience in financial service industry & stock brokering.

Shri Pradeep H. Gohil, Independent Director

- A highly qualified professional, he has been associated with various Companies.
- He is having experience in the field of Chemical Engineering for more than 35 years.

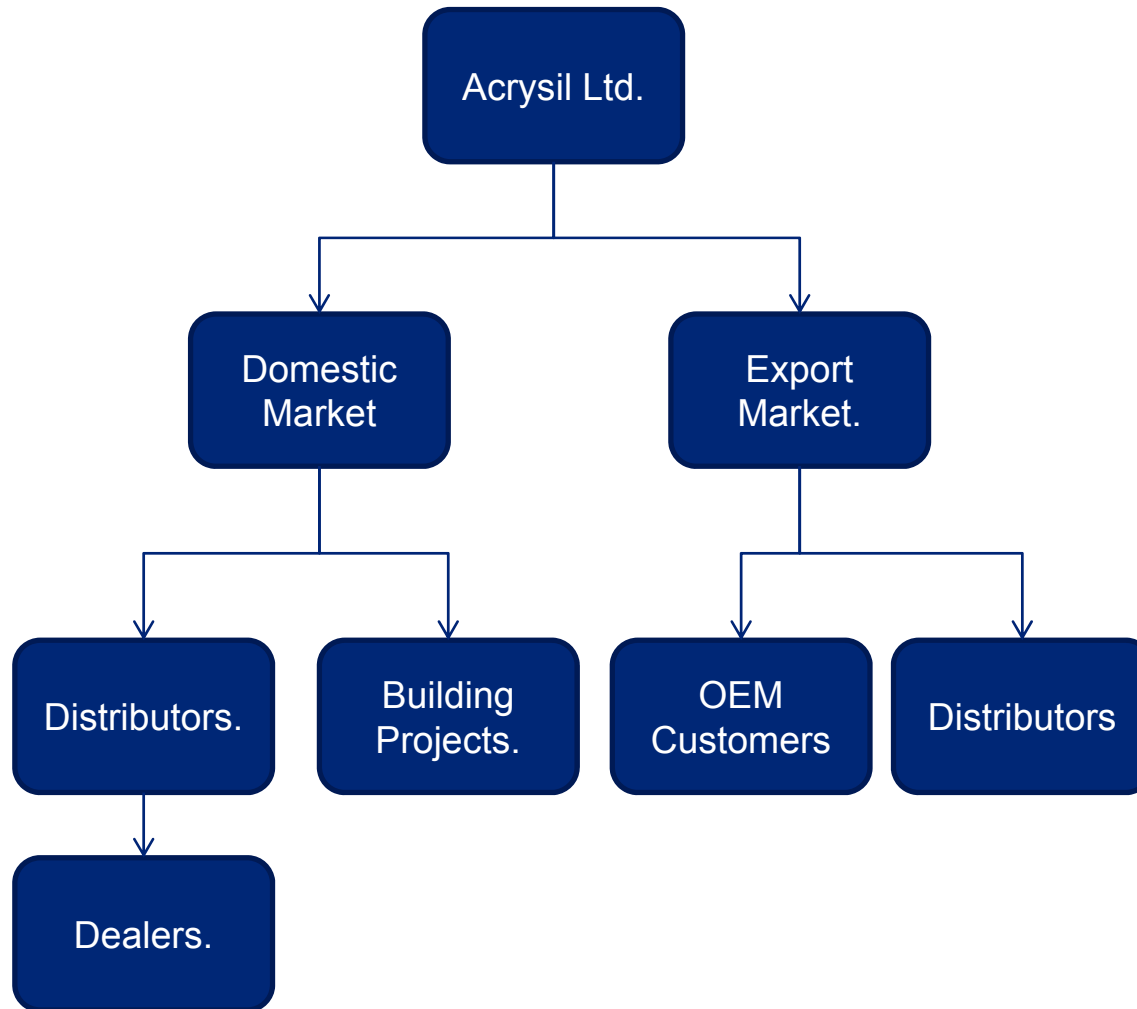
Dr. Sonal V. Ambani, Independent Director

- She holds Bachelor's Degree in Chemistry , MBA in Marketing & Finance and Ph. D in Business Management.
- She has worked as an assistant Vice President in Morgan Stanley Dean Witter.
- She is Director and Curator of Samara Art Gallery.

A Premier Kitchen Sink and Appliances Company

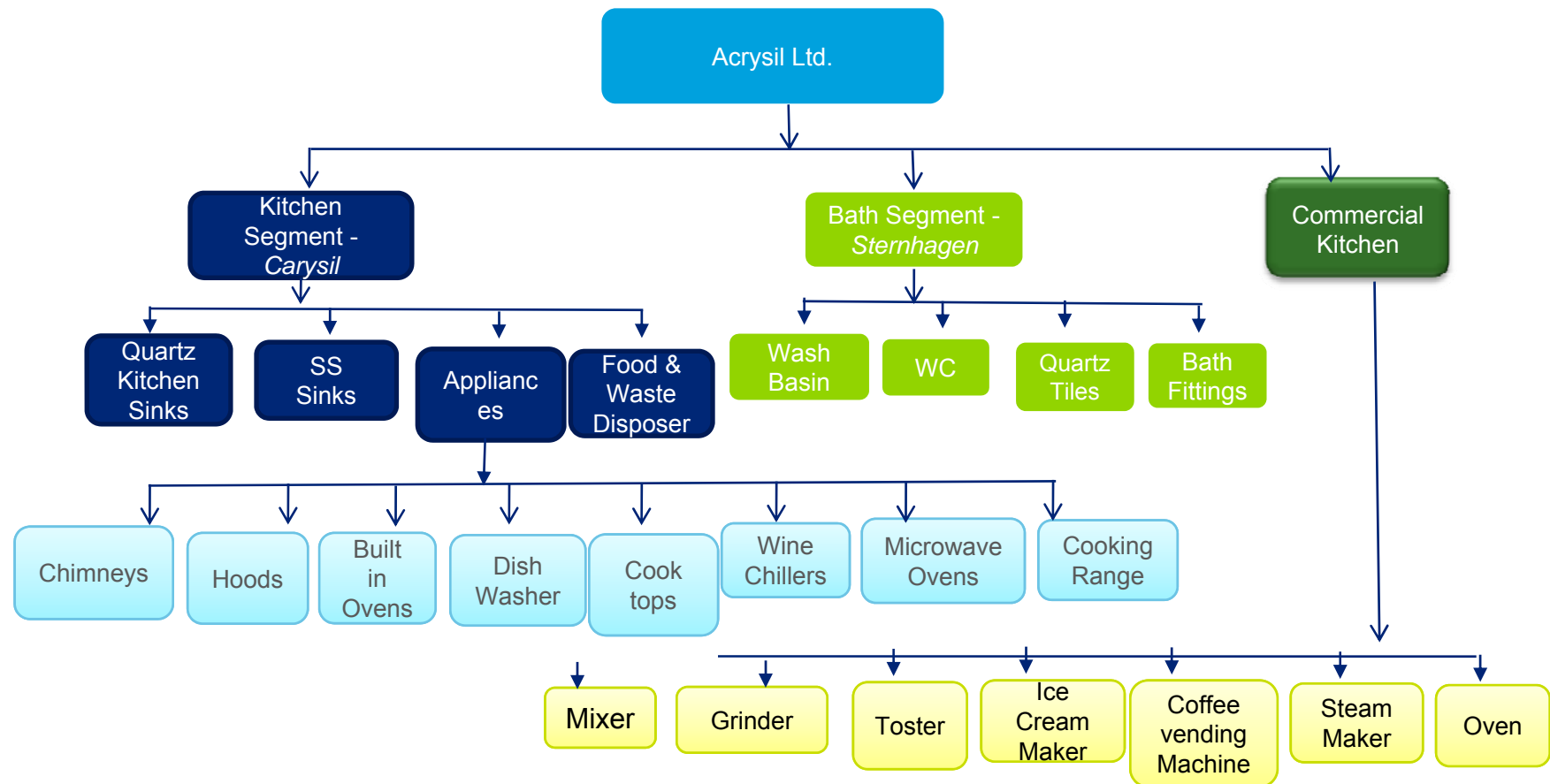


Product Sales & Marketing

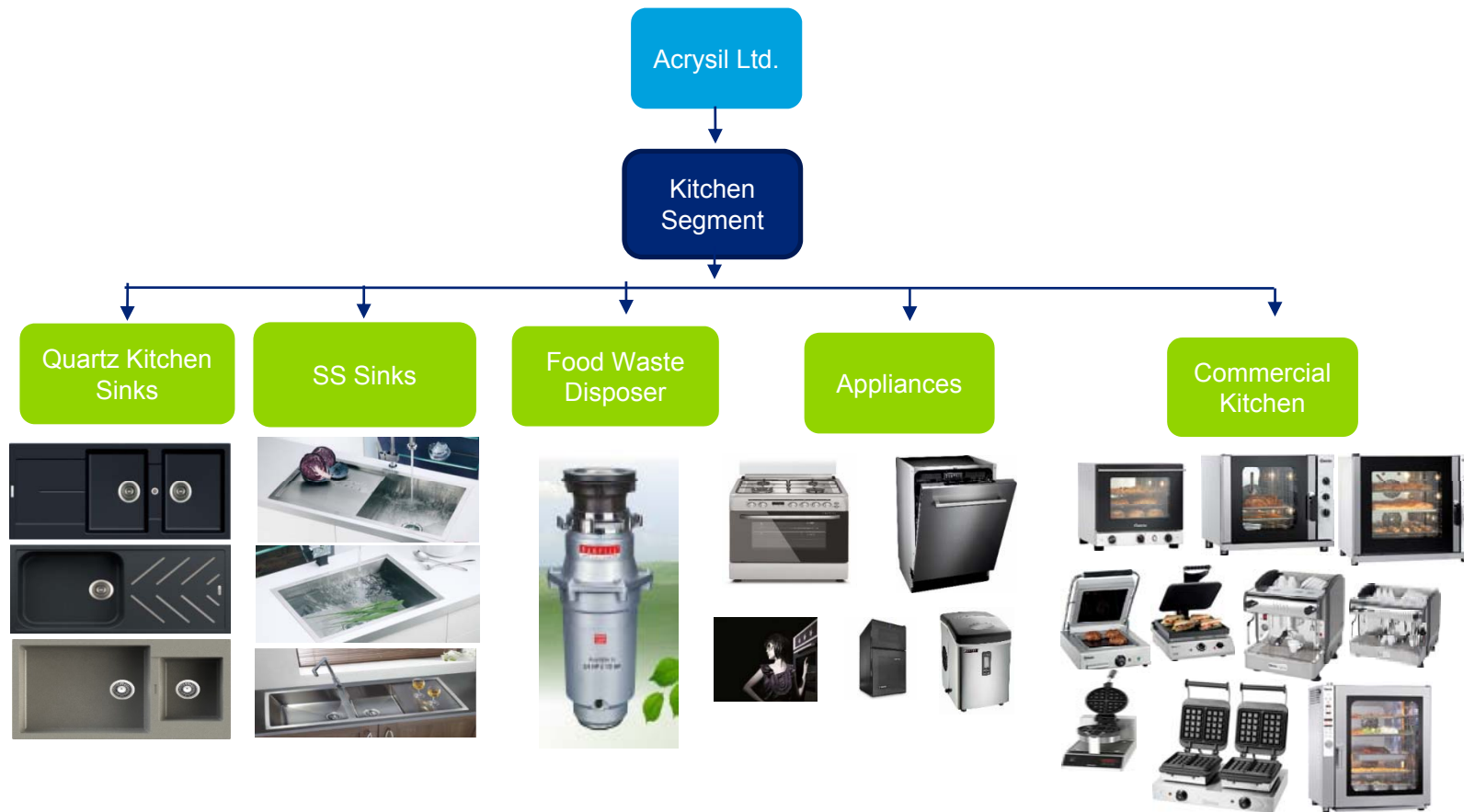


- Domestic Market
 - ~1000+ dealers
 - Galleries ~ 65
 - ~100 new galleries planned to be opened in next 3 years
- For Export market
 - Acrysil is having OEM customers and Brand distributors.
 - Major markets are USA, France, Germany, Canada, China etc

Product Portfolio



Products in Kitchen Segment



Products in Bath Segments



- **Sternhagen** products ranges comprises of sanitary ware, bathroom fittings from Germany.
- **Sternhagen** washbasins are made from Sani-Q. All washbasins are designed by EMAMIDESIGN.

Since its establishment, EMAMIDESIGN won 52 international awards, among them the Red Dot Award (Best of the Best), iF Design Germany (Gold) and the German Design Award.



Düne



Seerose



Golden Cut



Kristall

- **Sternhagen** faucets incorporate unique design and innovative technologies for water. The efficiency of mixers allows natural resources to be managed responsibly, with technologies aimed at saving water and energy, the use of food compatible materials and low lead content brass.



Fluss



Kubus



Jugend



Bogen



Global Foot print

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



- Customer Relationship - 41
- Group Company Operation - 3
- Target Customer Relationship in next three years - 13

Recognitions

Awards & Accomplishments



Award Certificate - Manufacturing Innovation & Design



**IPF Fastest Growing Manufacturing
Company Award.**



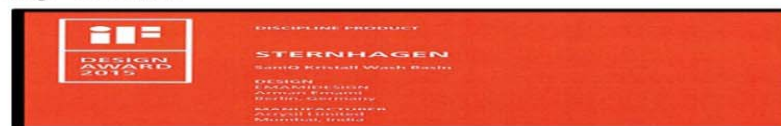
**FGI's Award - Best Exports
Performance & Promotion.**



Certificate for best CSR Practices by Rotary Club.



**FGI's Award -
Good Industrial Relations**



**iF design Award to Sternhagen
Sani Q kristall wash basin.**

Financial Highlights

Financials : FY 2016-17

PARTICULARS (Rs. Lacs)	Standalone			Consolidated		
	FY 2016-17	FY 2015-16	Growth %	FY 2016-17	FY 2015-16	Growth %
Revenue From Operations	14169.73	13886.15	2.0%	18130.96	17382.51	4.3%
EBITDA	2295.47	2051.05	11.9%	3173.7	3117.96	1.8%
EBITDA-%	16.2%	14.8%	XXXX	17.5%	17.9%	XXXX
Finance Cost						
>Interest	492.29	485.67	1.4%	704.93	675.41	4.4%
> Foreign Currency Fluctuation Loss**	-	-	-	315.24	124.06	154.1%
Depreciation	482.76	458.67	5.3%	567.19	543.09	4.4%
PBT**	1320.42	1106.71	19.3%	1586.36	1775.4	-10.6%
PBT-%	9.3%	8.0%	XXXX	8.7%	10.2%	XXXX
PAT	832.11	705.06	18.0%	1006.47	1214.55	-17.1%
PAT-%	5.9%	5.1%	XXXX	5.6%	7.0%	XXXX

**Consolidated PBT in FY 2016-17 is lower than FY 2015-16, mainly due to exchange loss of Rs.315.24 Lacs suffered by the Company , On US Dollar borrowing , due to depreciation of Sterling Pound against USD, post BREXIT.

Revenue Growth-FY 2016-17

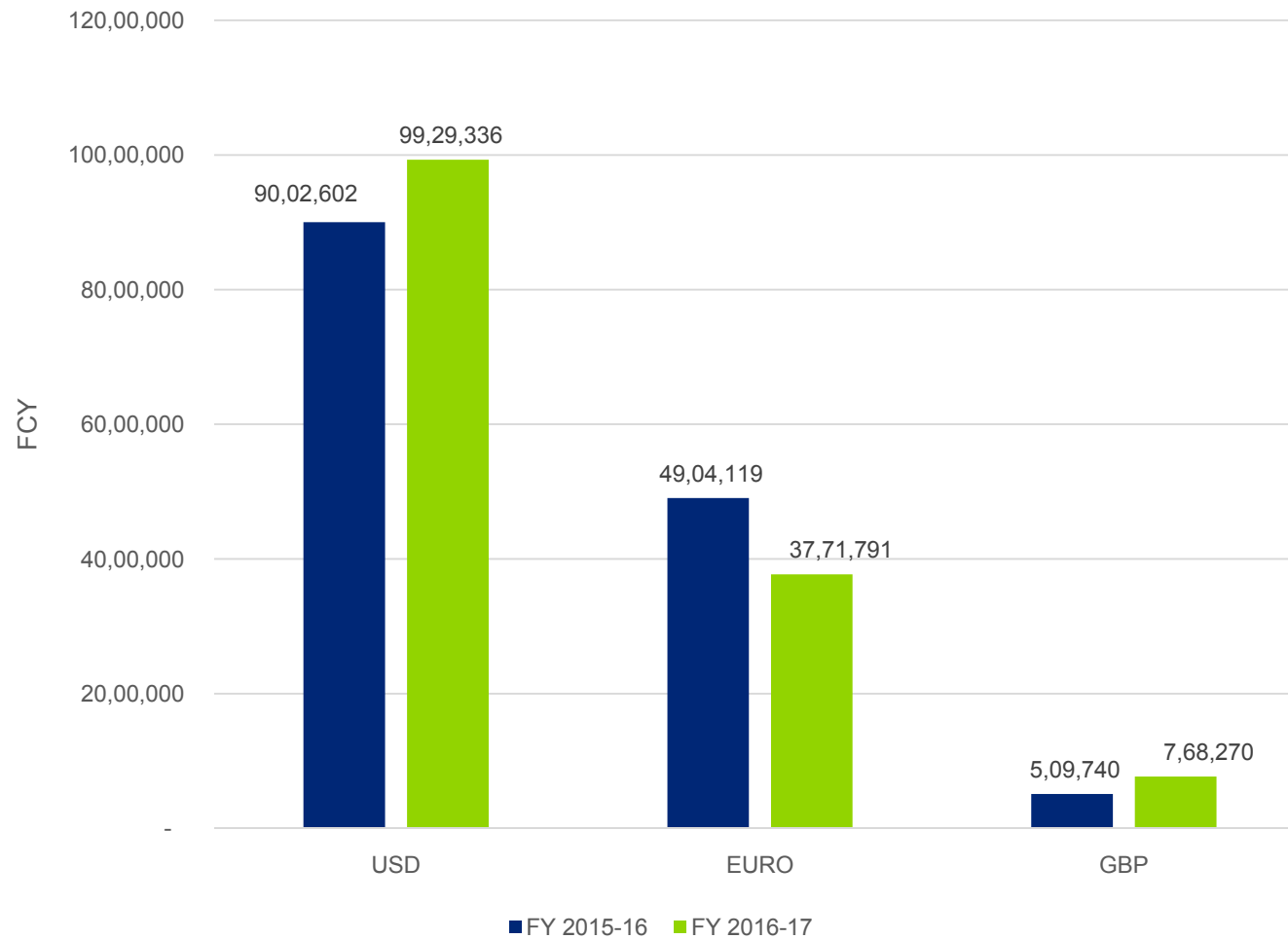
Segment wise Revenue (Indian Business)			
	Rs Lacs		
PARTICULARS	FY 2016-17	FY 2015-16	Growth %
Granite Sink	12,215	11,937	2.3%
Steel Sink	1,507	1,305	15.5%
Appliances, F&F	1,488	1,009	47.4%
Total	15,210	14,251	6.7%

Geography Wise Revenue (Indian Business)			
	Rs Lacs		
PARTICULARS	FY 2016-17	FY 2015-16	Growth %
Export Sales	10,148	10,099	0.5%
Domestic Sales	5,062	4,152	21.9%
Total	15,210	14,251	6.7%

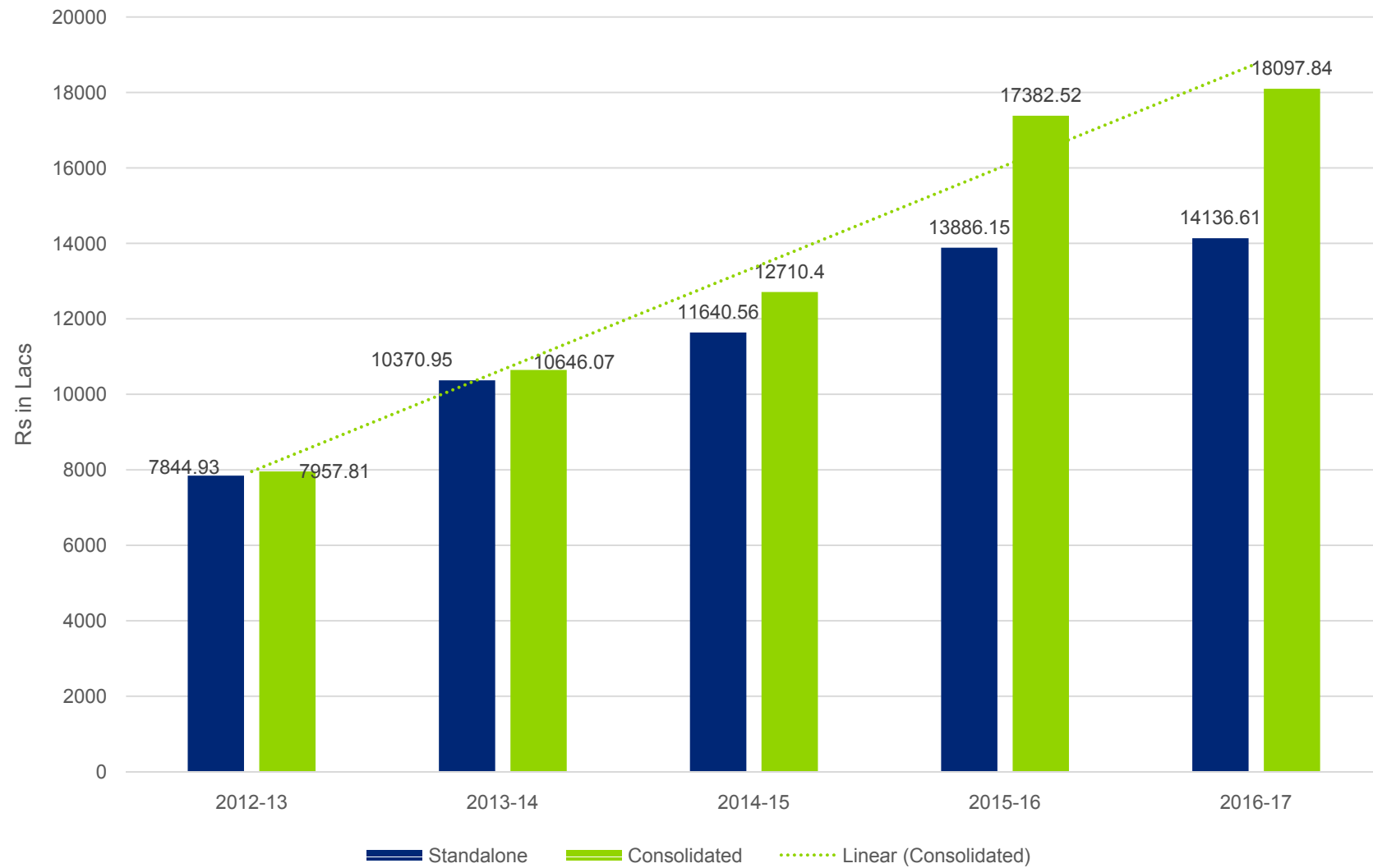
Financials-FY 2016-17(UK Subsidiary)

HOMESTYLE PRODUCTS LTD			
Particulars	Amt in GBP		% Growth
	FY 2016-17	FY 2015-16	
Sales/ Income From Operation	3,878,418	3,393,918	14.3%
EBIDTA	817,040	699,536	16.8%
EBIDTA %	21.07%	20.61%	XXXX
PBT	805,056	688,131	17.0%
PBT %	20.76%	20.28%	XXXX
PAT	740,865	548,583	35.1%
PAT %	19.10%	16.16%	XXXX
Note: Homestyle Products Ltd (Subsidiary) revenue grown by 14.3% and profit by 35.1% in FY 16-17 as compared to FY 15-16.			

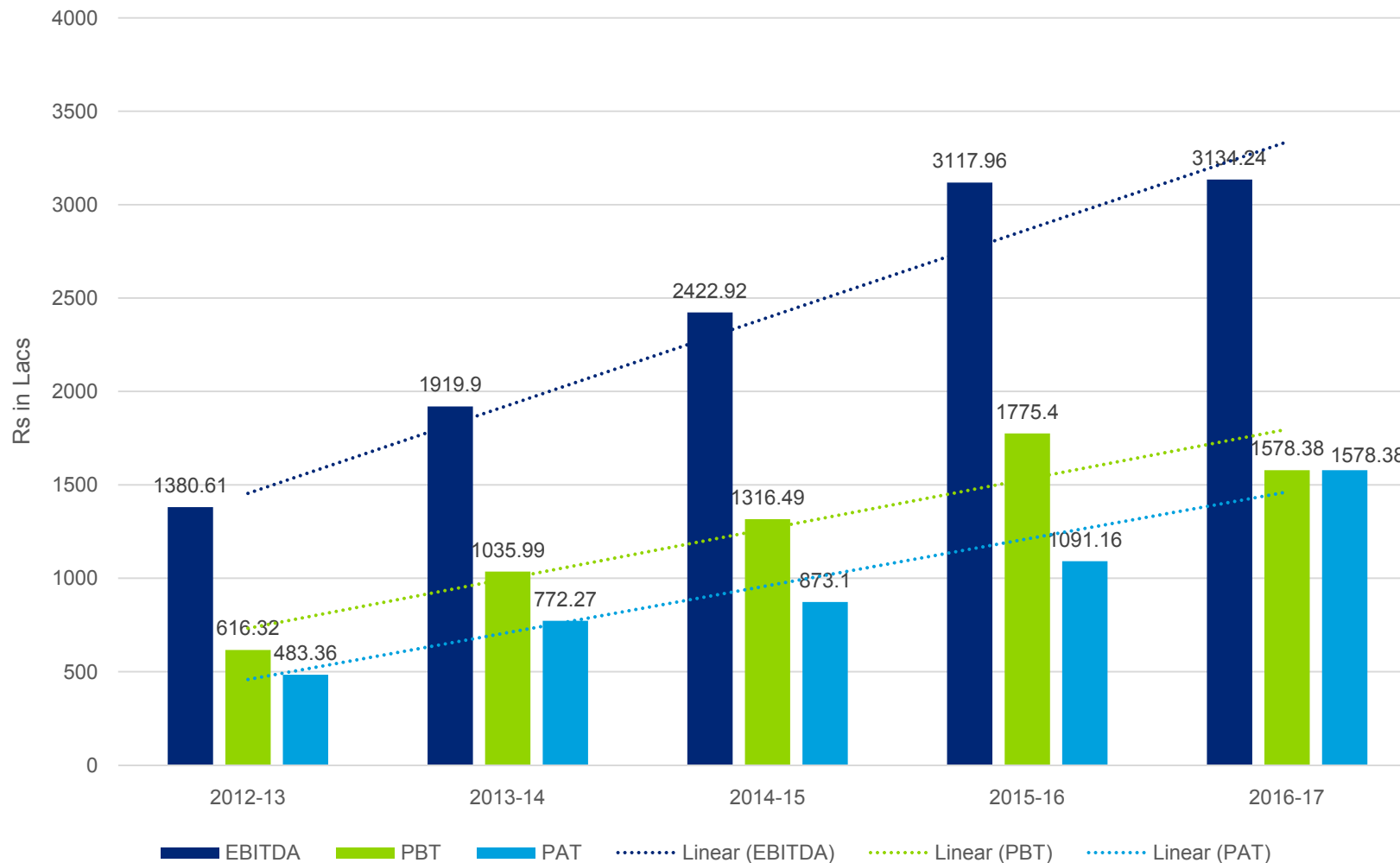
Export Earnings- YoY



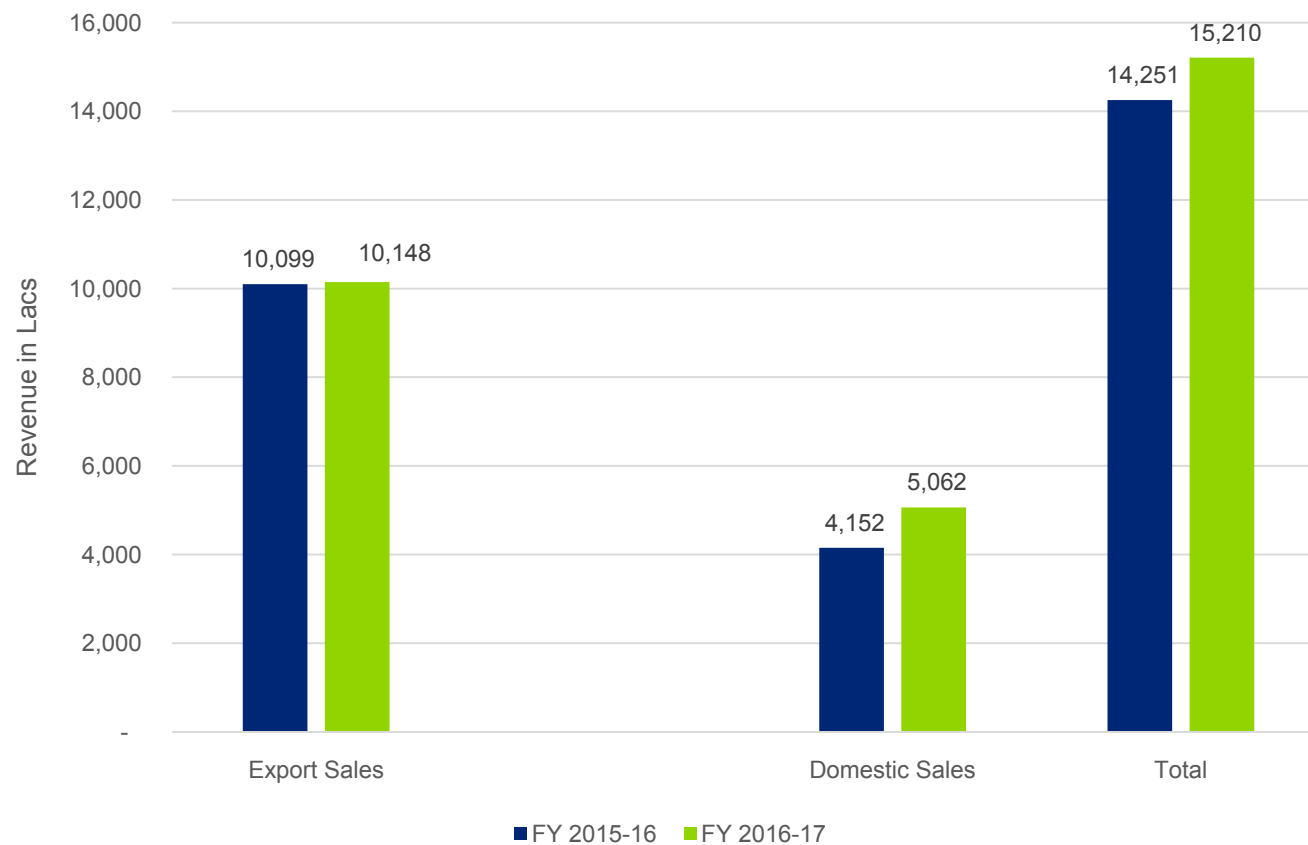
Revenue Growth-YoY



Profitability (Consolidated)-YoY

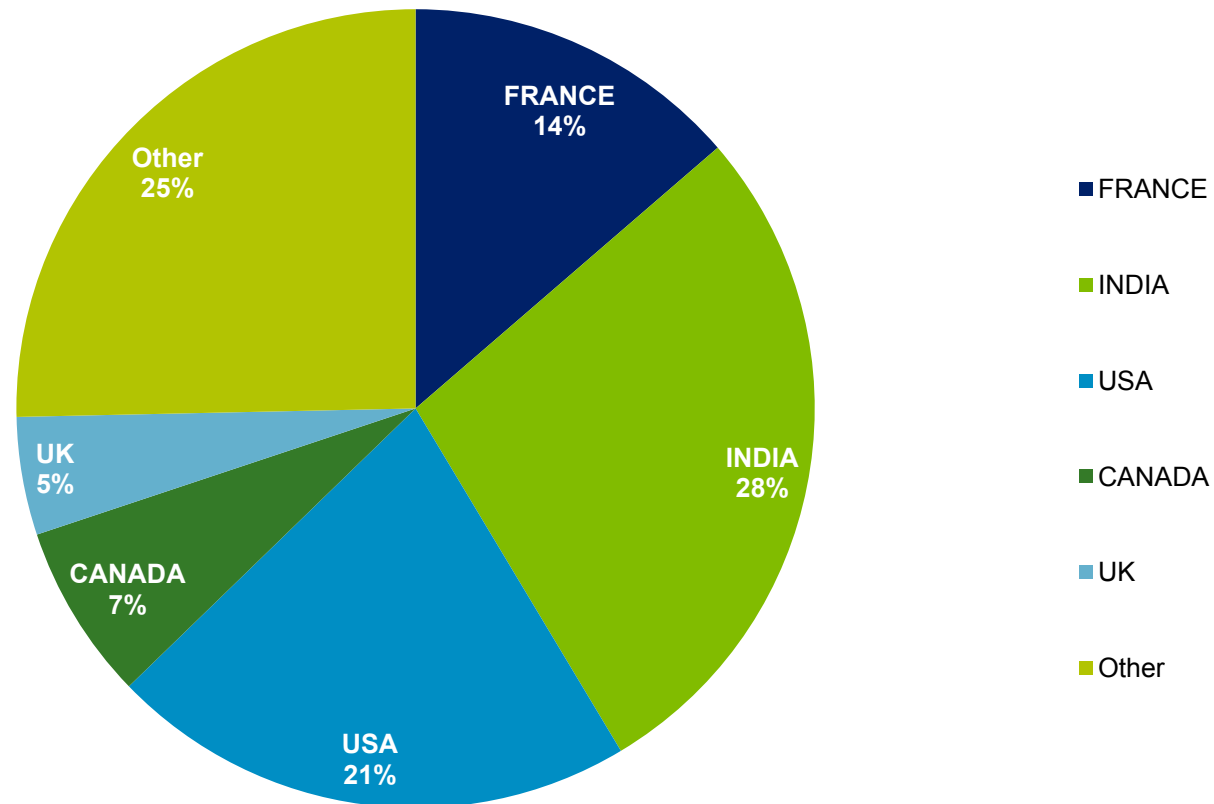


Geography wise Revenue

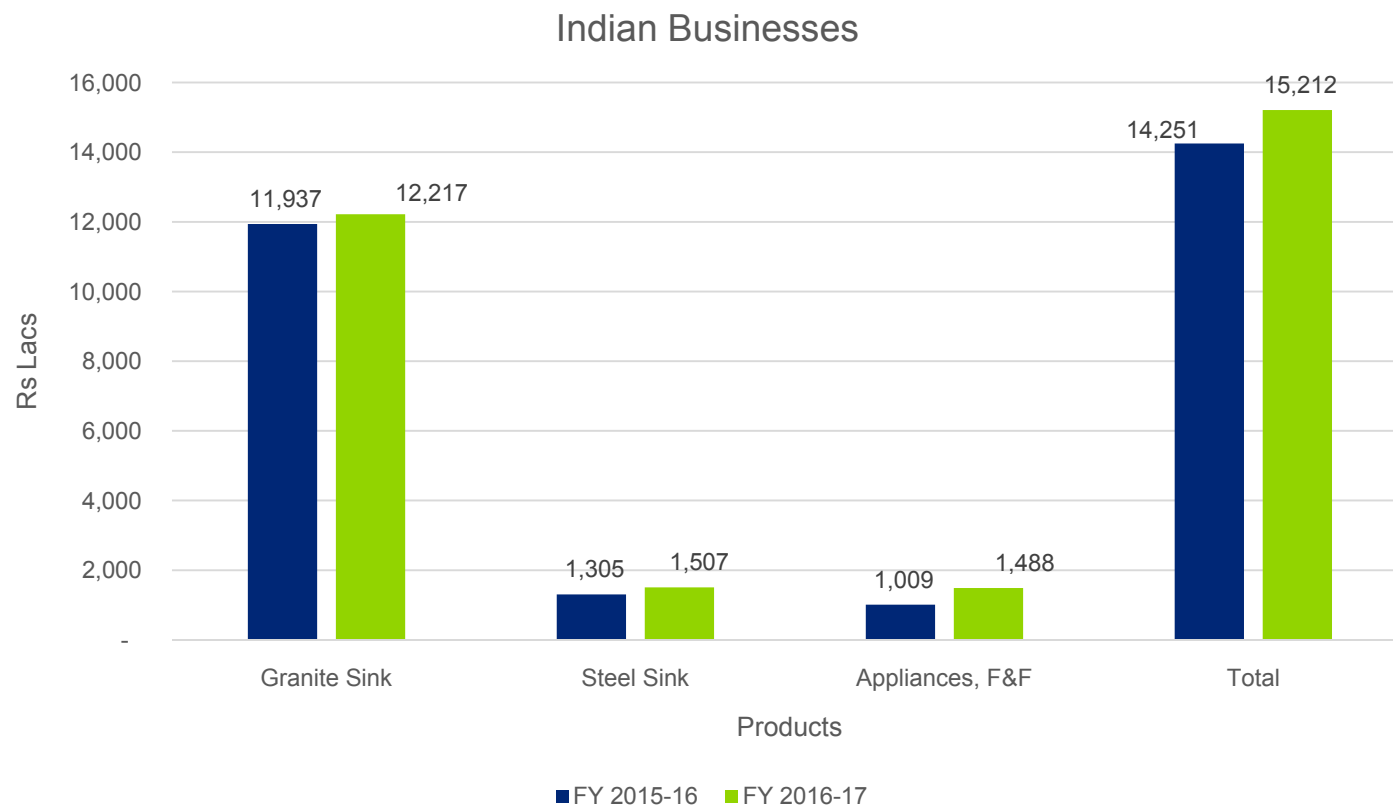


Geography wise Sales Pie

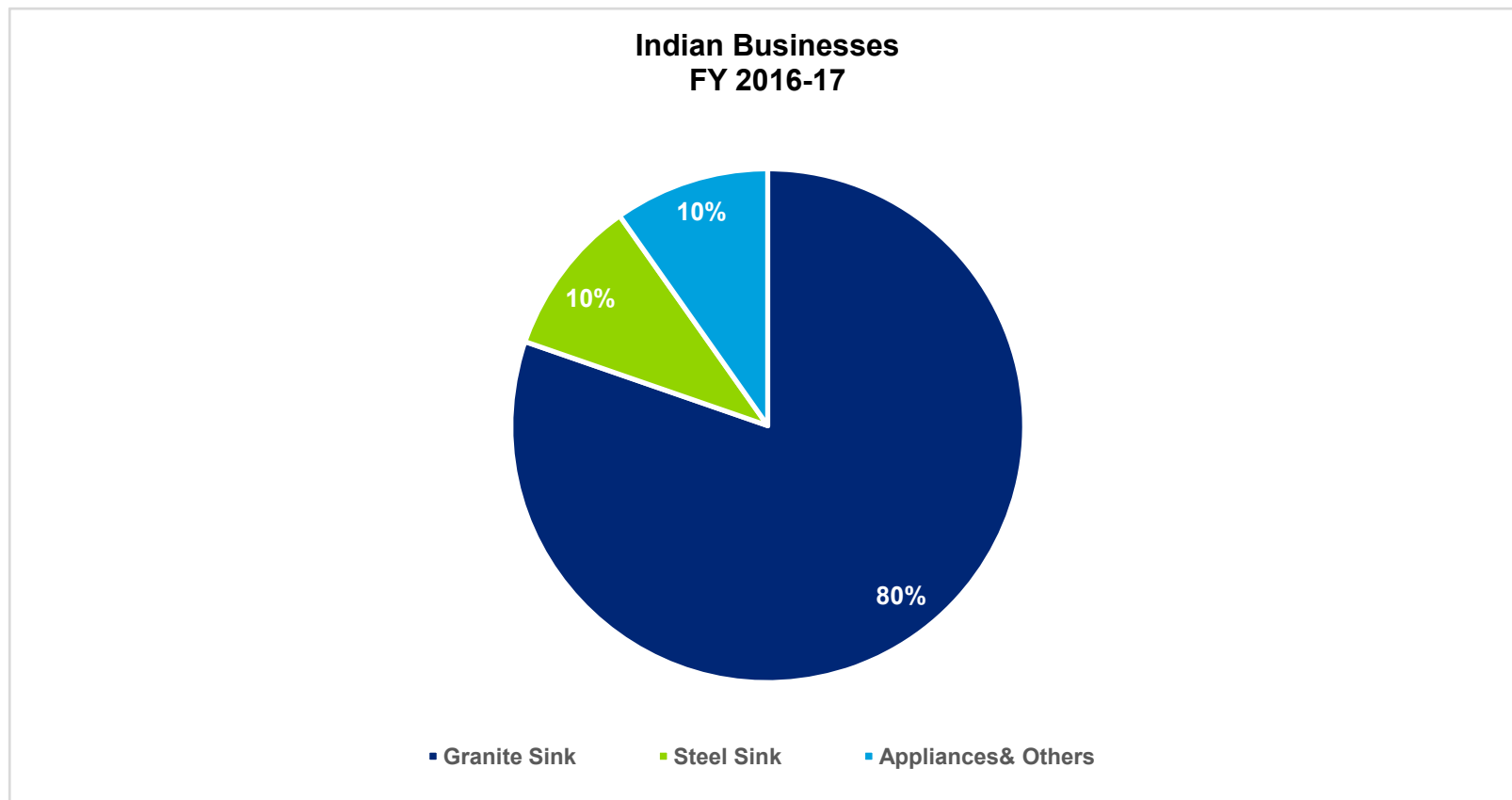
Indian Businesses



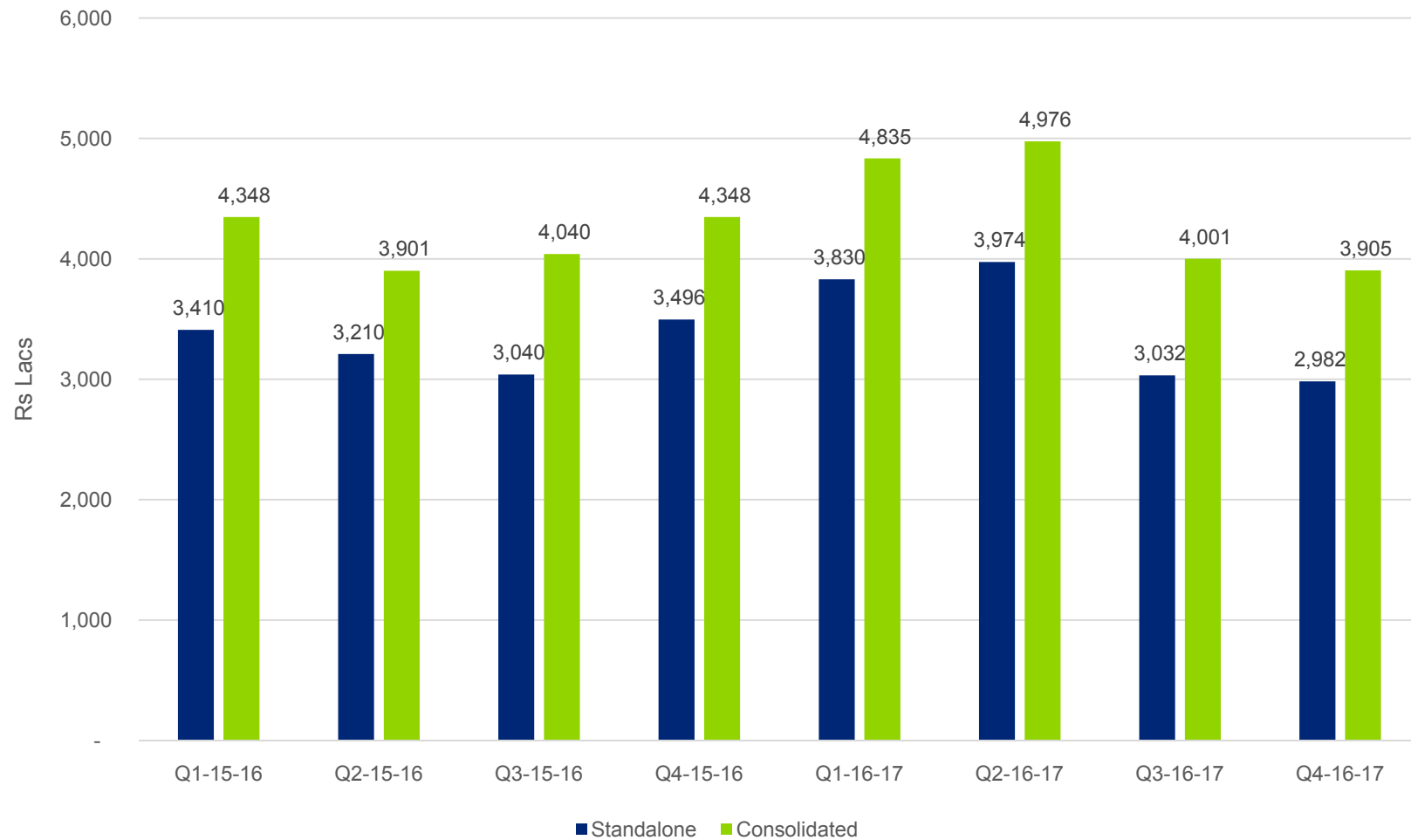
Segment wise Sales-YoY



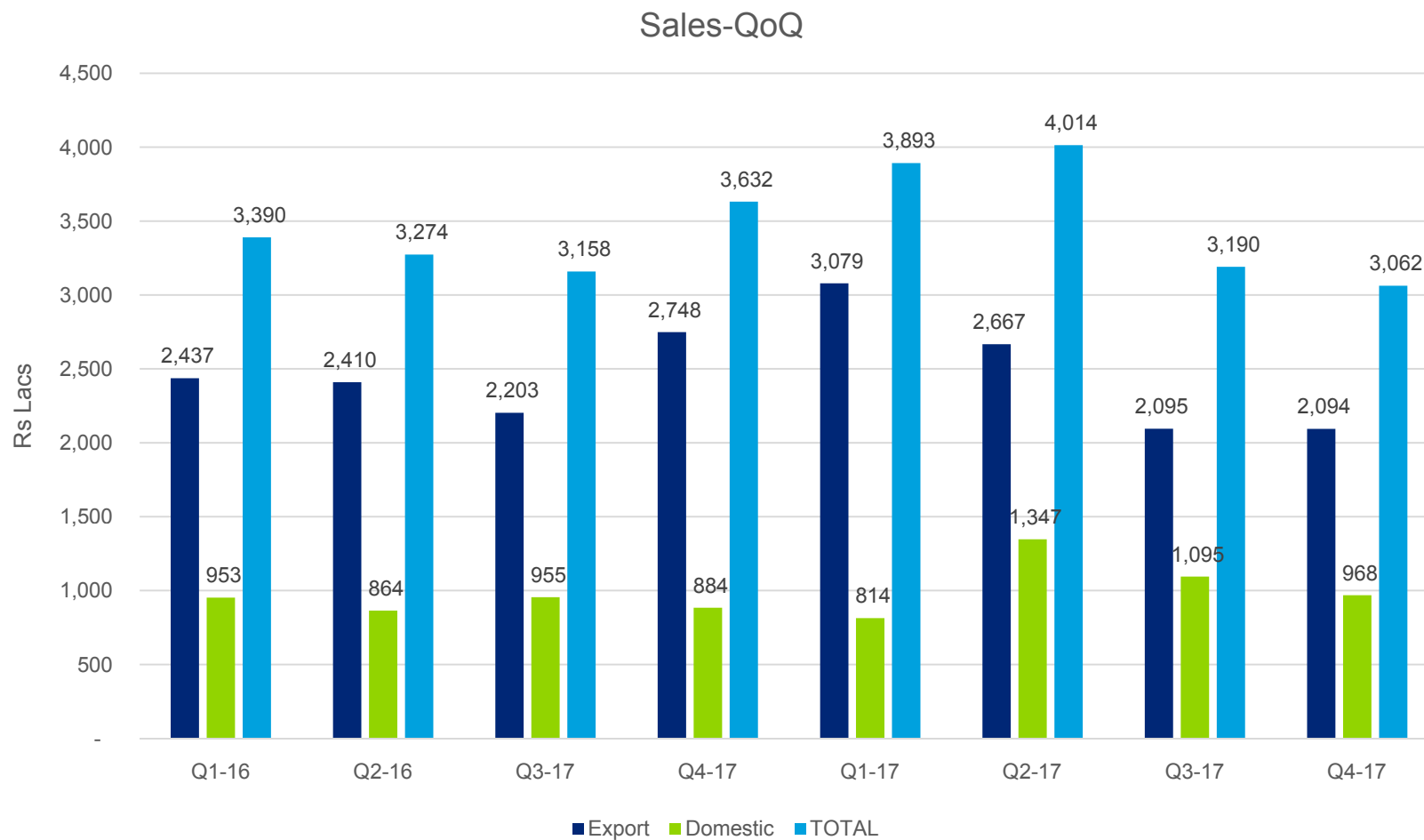
Sales Mix



Revenue QoQ



Revenue Geography wise-QoQ



Growth Opportunities & Outlook

Growth Opportunities

Acrysil Strength

- Sole manufacturer of quartz sinks in India
- Cost competitiveness in manufacturing of quartz sinks
- Manufacturing specialized Quadro Stainless Steel Sinks
- Strong & well established partnerships as OEM supplier
- Strong domestic dealer network
- Focus on R&D and continuous product/ process improvements
- Dynamic Leadership supported by strong & committed team
- Strong and consistent financial performance

Growth Opportunities

- Growing Brand recognition
- Entered in premium category of Bath segment with Sternhagen brand
- Growing trend towards luxury segment
- Potential to enter new geographies – capture market share

Growth Opportunities

Growth to be driven by existing as well as new products and geographies

Existing Product Line	New Product Line (Existing Domain)	New Product Line (New Domain)
Existing Products which includes following	New products in material category already dealt with by Acrysil	New products in material category not already dealt with by Acrysil
<ul style="list-style-type: none">• Quartz Sinks• SS Quadro/Micro Radius Sinks• SS Press Sinks• Kitchen Faucets• FWDs	<ul style="list-style-type: none">• Quartz Washbasins, WC• Quartz Tiles• Bath fittings• Designer Faucets	<ul style="list-style-type: none">• Commercial Kitchen

Premium Products which will strive growth for the Company in coming years – Bathroom Sanitary ware



Premium Products which will strive growth for the Company in coming years – Bathroom Sanitary ware



Premium Products which will strive growth for the Company in coming years – Bathroom Sanitary ware



Business Outlook

- ❑ Signed MOU with a foreign customer for supply of Granite Kitchen Sink worth \$7 Million(Rs.45 Crores approx).
- ❑ Increasing Production capacity by 60000 units , installing 11 new molds to meet additional demands.
- ❑ Bath segment will be driver to growth in next 3 years.
- ❑ Increasing Capacity for production of Quadro Steel Sink by 15000 units
- ❑ Thrust on Domestic sales, Appliances sales grown by 47% in FY 16-17.
- ❑ Foray into commercial kitchen segment got few orders from reputed customers
- ❑ Domestic Sales expected to grow by 20 to 25% YoY.
- ❑ Export Sales expected to grow by 20% YoY.

THANK YOU



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