Leader in Lifestyle Kitchen Products

January 2020
Safe Harbor

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Q3 & 9M FY20 Highlights
“We are pleased with our performance during the first 9 months of FY20. We have been continuously working to deliver superior results and beating our own performance on quarter-on-quarter basis.

We upgrade our technology and product offering at regular interval to enrich customers lifestyle. Our products are of global standards and well known for quality, durability and aesthetics. Our strong brands like Carysil, TekCarysil and Sternhagen have been able to garner mind space of the influencers as well as consumers.

Based on the customer response for our existing and new range of products, we are confident of maintaining the growth momentum in future and are on the right track to achieve our short-term and medium-term target”

...Mr. Chirag Parekh
## Highest Ever Nine Months Performance

### Consolidated Financials

<table>
<thead>
<tr>
<th></th>
<th>FY19</th>
<th>Q4</th>
<th>9MFY20</th>
<th>9M</th>
<th>9MFY20</th>
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<td><strong>Revenue (Rs. Crores)</strong></td>
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<td>Q4</td>
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<td><strong>Gross Margin (%)</strong></td>
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<td>9MFY20</td>
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<td><strong>Domestic Revenue (Rs. Crores)</strong></td>
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<td><strong>EBITDA (Rs. Crores)</strong></td>
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<td>Q4</td>
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<td><strong>EBITDA Margin (%)</strong></td>
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<td>9MFY19</td>
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<td><strong>PAT After MI (Rs. Crores)</strong></td>
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<td>Q4</td>
<td>17.3</td>
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<tr>
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<td>4.1</td>
<td>18.2</td>
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<td><strong>PAT Margin (%)</strong></td>
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<td>9MFY19</td>
<td>7.1%</td>
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<td>8.7%</td>
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<tr>
<td>9MFY20</td>
<td>7.1%</td>
<td></td>
<td>8.7%</td>
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</tr>
</tbody>
</table>

*84% of FY19 Achieved
+2.7%
+13.7%
+18.5%
+38.9%
+97 bps
+53 bps
+155 bps
81% of FY19 Achieved
+17.4%
Consistent Growth

**Revenue**

- Q1FY19: 60.2
- Q2FY19: 63.9
- Q3FY19: 62.2
- Q4FY19: 65.3
- Q1FY20: 68.0
- Q2FY20: 70.7
- Q3FY20: 73.2

+17.6%

**EBITDA**

- Q1FY19: 10.3
- Q2FY19: 10.7
- Q3FY19: 10.3
- Q4FY19: 9.1
- Q1FY20: 12.2
- Q2FY20: 12.2
- Q3FY20: 12.3

+19.4%

**PAT After MI**

- Q1FY19: 4.3
- Q2FY19: 5.7
- Q3FY19: 3.0
- Q4FY19: 4.2
- Q1FY20: 5.8
- Q2FY20: 5.6
- Q3FY20: 6.8

+123.7%

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**Domestic Revenue**

- Q3FY19: 20.1
- Q3FY20: 18.4

-8.6%

**Exports Revenue**

- Q3FY19: 41.9
- Q3FY20: 54.8

+30.8%

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Consolidated Financials
## Performance Highlights

### Revenue

<table>
<thead>
<tr>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17*</th>
<th>FY18*</th>
<th>FY19*</th>
<th>9MFY20*</th>
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<tbody>
<tr>
<td>106</td>
<td>127</td>
<td>174</td>
<td>181</td>
<td>197</td>
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+18.8%

### EBITDA

<table>
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<tr>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17*</th>
<th>FY18*</th>
<th>FY19*</th>
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<td>19</td>
<td>24</td>
<td>29</td>
<td>26</td>
<td>26</td>
<td>40</td>
<td>37</td>
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+16.8%

### PAT After MI

<table>
<thead>
<tr>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17*</th>
<th>FY18*</th>
<th>FY19*</th>
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<td>8</td>
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<td>11</td>
<td>8</td>
<td>12</td>
<td>17</td>
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+17.4%

### Cash PAT After MI

<table>
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<tr>
<th>FY14</th>
<th>FY15</th>
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<th>FY17*</th>
<th>FY18*</th>
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<td>16</td>
<td>14</td>
<td>19</td>
<td>26</td>
<td>27</td>
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</table>

+15.6%

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*As per IND-AS Other Financials as per Indian GAAP Consolidated Financials
Revenue Mix

Geography-wise Revenue

- Export
- Domestic

Increasing Domestic Presence

Strengthening ‘Carysil’ Brand

Product-wise Revenue

- Quartz Sink
- Steel Sink
- Appliances & Others

9M FY20

- Quartz Sink: 11%
- Steel Sink: 15%
- Appliances & Others: 74%

9MFY2020

- Quartz Sink: 28%
- Steel Sink: 15%
- Appliances & Others: 72%

FY2012

- Quartz Sink: 5%
- Steel Sink: 95%

Consolidated Financials
<table>
<thead>
<tr>
<th>Particulars (Rs. Crs.)</th>
<th>Q3FY20</th>
<th>Q3FY19</th>
<th>Y-o-Y</th>
<th>Q2FY20</th>
<th>Q-o-Q</th>
<th>9MFY20</th>
<th>9MFY19</th>
<th>Y-o-Y</th>
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<tr>
<td>Revenue</td>
<td>73.2</td>
<td>62.2</td>
<td>17.6%</td>
<td>70.7</td>
<td>3.5%</td>
<td>211.9</td>
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<td>90.7</td>
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<td>5.4</td>
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<td>16.3</td>
<td>13.8</td>
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<tr>
<td>Other Expenses</td>
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<td>19.7</td>
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<td>23.6</td>
<td></td>
<td>68.1</td>
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<td>EBITDA</td>
<td>12.3</td>
<td>10.3</td>
<td>19.4%</td>
<td>12.2</td>
<td>1.1%</td>
<td>36.8</td>
<td>31.4</td>
<td>17.3%</td>
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<tr>
<td>EBITDA Margin (%)</td>
<td>16.9%</td>
<td>16.6%</td>
<td></td>
<td>17.3%</td>
<td>-0.4%</td>
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<td>3.1</td>
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<td>8.4</td>
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<tr>
<td>EBIT</td>
<td>11.1</td>
<td>6.8</td>
<td>63.3%</td>
<td>9.9</td>
<td>12.7%</td>
<td>31.3</td>
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<td>27.8%</td>
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<tr>
<td>EBIT Margin (%)</td>
<td>15.2%</td>
<td>11.0%</td>
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<td>14.0%</td>
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<td>14.8%</td>
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<td>Profit Before Tax</td>
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<td>4.9</td>
<td>88.0%</td>
<td>7.4</td>
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<tr>
<td>Profit After Tax</td>
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<td>PAT After Tax Margin(%)</td>
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<td>8.0%</td>
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<td>8.6%</td>
<td>7.0%</td>
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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”
Business Overview
**Numero Uno Position**

- **Only manufacturer** in India & Asia in Quartz Sink
- **Brands** - “CARYSIL” & “STERNHAGEN”
- **Exports to** +50 countries worldwide
- **India’s 1st** state of art Show Room cum Experience Center in Ahmedabad & Mumbai
- **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

1987
Acrysil began its focus on exports of Quartz Sinks

1993
Incorporated in collaboration with Schock & co GmbH and started manufacturing Composite Quartz Sink

2004
The company formed 100% Export Oriented Unit 2004-05

2010-11
Acrysil started its first international subsidiary in Germany – Acrysil GmbH

2011
Started commercial Production of Stainless steel sinks through its subsidiary Acrysil Steel Private Limited

2013
Launched Kitchen Appliances in the Domestic Market under the brand name CARYSIL

2014
Acquisition of UK based Homestyle Products Limited

2017
Launch of Sternhagen brand and State of art experience centre cum showroom in Ahmedabad & Mumbai

2018
Technical Tie-up with Nextship, a Hungarian Company for manufacturing of Composite Tiles

2019
Entered into an agreement for Supply of Quartz Kitchen Sinks with Leading German Brand “Grohe”

The company formed 100% Export Oriented Unit 2004-05

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

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

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: 75,000 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
Increasing Product Portfolio

Product Segment

Kitchen

- Sinks

Bathroom Suits

- Appliances

- Bath Fittings
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)

<table>
<thead>
<tr>
<th>Year</th>
<th>Capacity</th>
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<tbody>
<tr>
<td>2010</td>
<td>2,20,000</td>
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<tr>
<td>2011</td>
<td>2,50,000</td>
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<tr>
<td>2013</td>
<td>2,75,000</td>
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<tr>
<td>2015</td>
<td>3,25,000</td>
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<tr>
<td>2017</td>
<td>4,00,000</td>
</tr>
<tr>
<td>2020</td>
<td>5,00,000</td>
</tr>
</tbody>
</table>

**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.**”

**High Margin Product**

**Asset Turnover ~3 times**

**Longevity of Assets Moulds ~15 years**
Stainless Steel Sinks
Contribution: **15% to Consolidated revenue**

**Production Capacity:** **75,000 sinks per annum**
- Quadro (Designer) Sinks: **100% Utilization**
- Press Steel Sinks: **65% 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

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

- Brand owned by Acrysil’s Wholly owned Subsidiary in Germany, ‘Acrysil GmbH’
- 60+ Showrooms & SIS for displaying the products

Brand owned by Acrysil’s Wholly owned Subsidiary in Germany, ‘Acrysil GmbH’

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)

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

Range of Products
Premium Sanitary Ware, Fittings, Highlighter Tiles

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

One Stop Solution for all Bath Products
Company presently exports to over 50 countries. Plan to expand further by acquiring new customers and penetrating in new geographies.
Domestic Presence - Strengthening of our Brands

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.
Moulds an Integral Part of Manufacturing Process

**Variety of Moulds**
- Has more than 120 moulds
- 350+ SKU’s

**Life of Moulds**
- A Mould can be utilized for 15+ years

**Place: Bhavnagar, Gujarat**

**Production Capacity**
- 500,000 units per annum

**Made to Order**
- Made as per the customer needs

---

**Input**

**Processing**

**Output**
Presence in UK through “Homestyle”

Acrysil holds 100% in Homestyle Products through Acrysil UK Limited

Revenues (Mn. GBP)

<table>
<thead>
<tr>
<th></th>
<th>FY15</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>9MFY20</th>
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<tbody>
<tr>
<td>FY20</td>
<td>2.0</td>
<td>3.9</td>
<td>4.5</td>
<td>5.7</td>
<td>5.4</td>
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</table>

+29%

Revenues from Quartz Sink Business (Rs. Crores)

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20</td>
<td>5.0</td>
<td>6.6</td>
<td>13.0</td>
<td>21.1</td>
<td>22.1</td>
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</table>

+62%

Products sold under HomeStyle UK

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

### International

**STRATEGIC Acquisition of Homestyle UK Limited**
(A kitchen products distribution company) with 100% Stake

**Significant Presence in UK Market**

### Domestic

- **Strong Foothold in India**
  - 1,500 Dealers
  - 65 Franchise Shop
  - 80 Gallery
  - 5 Offices

- **Domestic Revenue**
  - Rs. In Crores
  - FY13: 17
  - FY17: 54
  - FY18: 65
  - FY19: 74
  - 9MFY20: 59

### Key Alliances

- **Outsources and sells it to the Top Customers**
- **Key Alliances with partners in USA, Israel, Denmark & Germany**
- **Increase in Market Presence and Visibility**

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

Short Term
- Rs. 300 Crs

Medium Term
- Rs. 500 Crs

Long Term
- Rs. 1,000 Crs
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 Inevtrade 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

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
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

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS</th>
<th>DPS</th>
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<td>10.8</td>
<td>3.3</td>
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<tr>
<td>2014</td>
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<tr>
<td>2015</td>
<td>18.9</td>
<td>4.0</td>
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<tr>
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<tr>
<td>2019#</td>
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<td>1.2</td>
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*EPS for FY17 is on basis of I-GAAP Financials

#Adjusted for Split from Face value of Rs. 10 to Face value of Rs. 2
ACRYSIL LIMITED

For further information, please contact

<table>
<thead>
<tr>
<th>Company</th>
<th>Investor Relations Advisors</th>
</tr>
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<tbody>
<tr>
<td>Acrysil Limited</td>
<td>Strategic Growth Advisors Private Limited</td>
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<tr>
<td>CIN: L26914MH1987PLC042283</td>
<td>CIN: U74140MH2010PTC204285</td>
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<tr>
<td>Mr. Anand Sharma - CFO</td>
<td>Ms. Neha Shroff/ Ms. Khushbu Shah</td>
</tr>
<tr>
<td><a href="mailto:cfo@acrysil.com">cfo@acrysil.com</a></td>
<td><a href="mailto:neha.shroff@sgapl.net">neha.shroff@sgapl.net</a>/ <a href="mailto:khushbu.shah@sgapl.net">khushbu.shah@sgapl.net</a></td>
</tr>
<tr>
<td><a href="http://www.acrysilcorporateinfo.com">www.acrysilcorporateinfo.com</a></td>
<td>+91 7738073466/ +91 9820601181</td>
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