



ASI Industries

Investor Presentation | March 2018

BSE: 502015 | ISIN: INE443A01030 | CIN: L14101MH1945PLC256122

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About Us

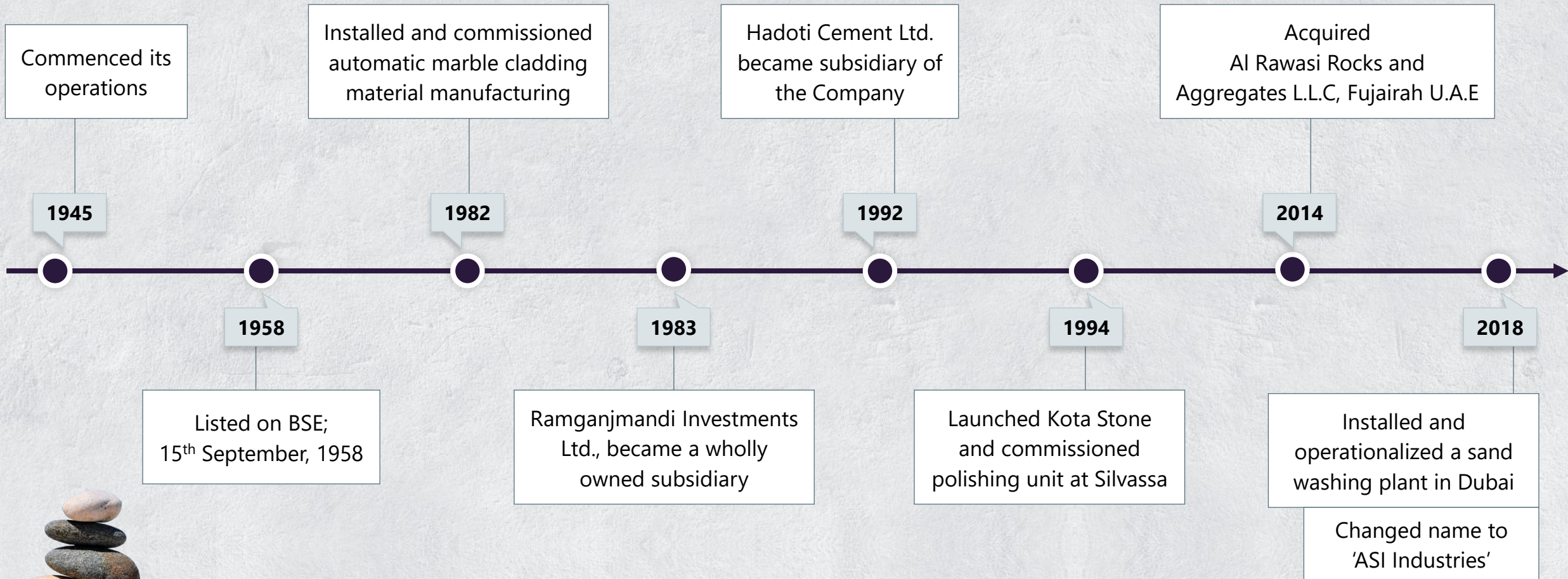
Largest Stone Mining Company and the
only Listed Player in the Industry



- Associated Stone Industries (ASI) is the world's largest stone mining company and the only listed player in the India
- The company has ~46% market share in the stone mining industry
- Mainly engaged in mining and processing of Kota and other natural stones
- Holds the largest quarries in the world spread across 10 sq kms at Ramganjmandi, situated in Rajasthan
- Produces over 12 million square meters of Kota stone every year
- Acquired Al Rawasi Rocks and Aggregates L.L.C, Fujairah U.A.E (having lime stone quarry & stone crusher unit) for a consideration of AED 21.71 million (USD 5.915 Million)
- The end user of the industry is the real estate, construction and Infrastructure

- Al Rawasi Rocks and Aggregates L.L.C operates as a subsidiary of ASI Industries Ltd.
- Offers rocks and limestone quarrying and mining services which comply with the globally recognised ASTM (American Society for Testing and Materials) standards
- Work in close tandem with India steel, chemical industries and leading construction companies in the Middle East.
- Established two fully functioning quarry plots and a mining area of over 130 hectares
- Annually produce 5 million tonnes of highly quality products







Mr. Deepak Jatia
Chairman & Managing Director



Mrs. Anita Jatia
Executive Director



Mr. Tushya Jatia
Executive Director



Mr. Gaurang Gandhi
Independent Director



Mr. Anshul M. Sonawala
Independent Director



Mr. Sanjay Seksaria
Independent Director

Key management team

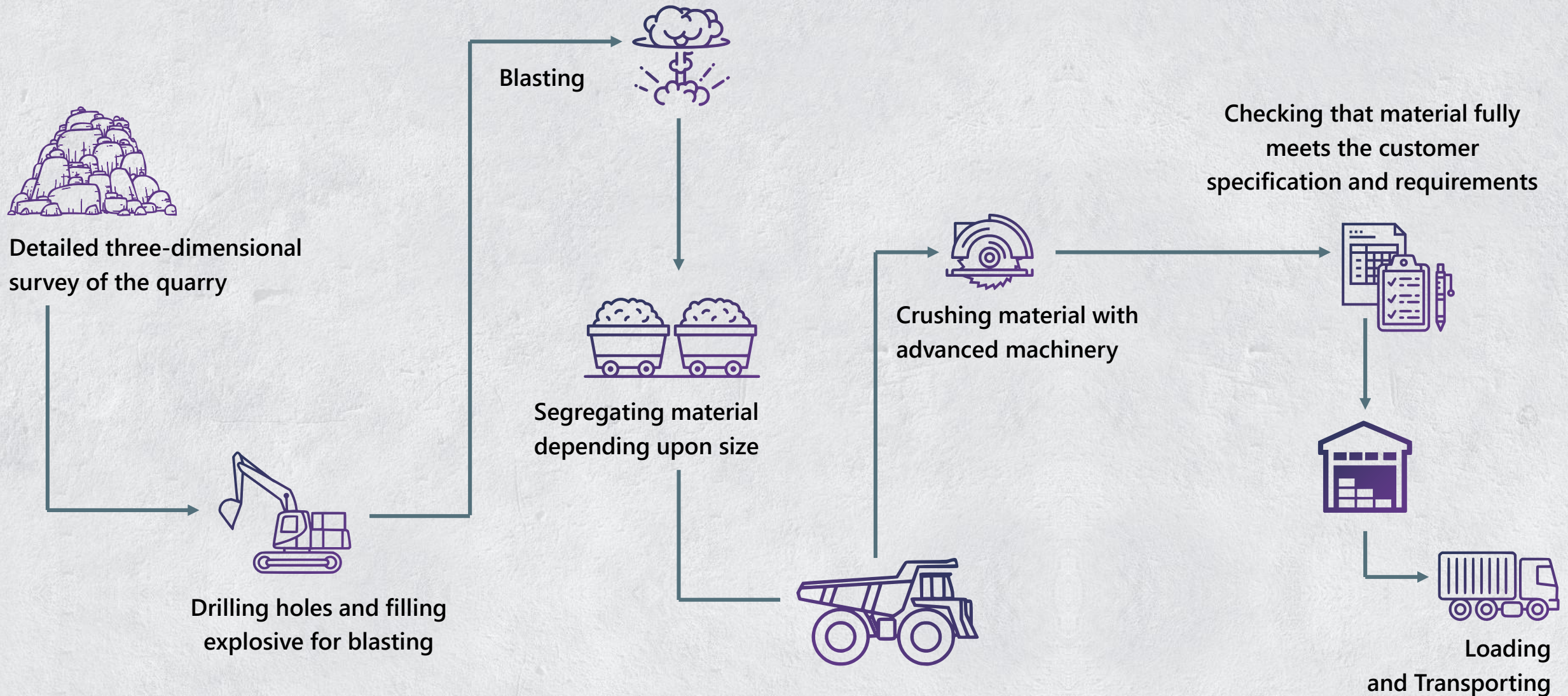
Name	Designation
Mr. S.R. Soni	Chief Executive Officer
Mr. Pavan Soni	Chief Financial Officer
Mr. George Mathew	General Manager-Import & Export
Mr. Manoj Jain	Company Secretary & Compliance Officer



Business Overview

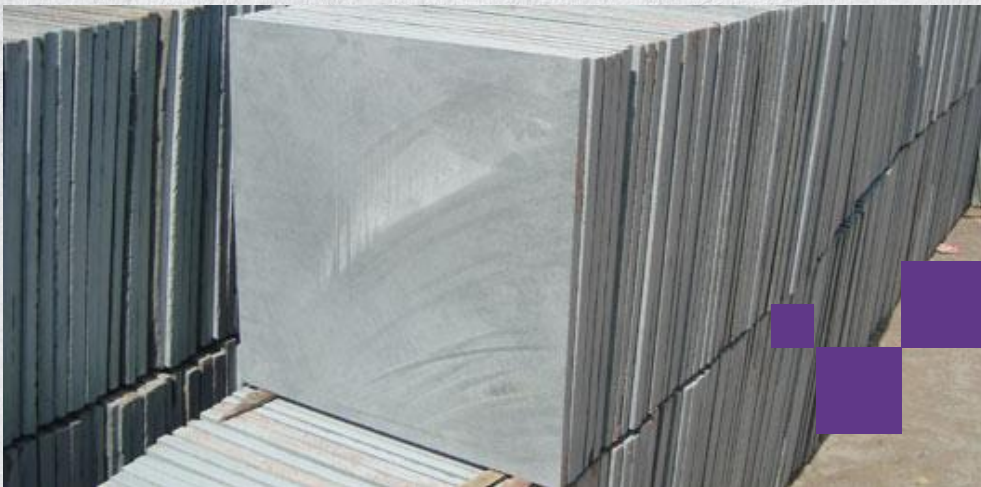
Kota stone – well known industry of Rajasthan

- India is the largest producer in the world in the mining industry
- According to Ministry of Mines, India has the 7th largest bauxite reserves- around 2,908.85 million tonnes in FY17
- Kota stone is hard, tough, oil resistant, non-water absorbent, non-slippery and have excellent stone resolvability which is used throughout India specially at railway stations and government offices
- FDI inflows into the mining sector between April 2017 and September 2017 stood at ₹1.49 billion as per Department of Industrial Policy and Promotion (DIPP)
- In the Union Budget 2017-18, the Government of India has given a massive push to the infrastructure sector by allocating USD 61.92 billion for the sector
- Budget allocation for road sector increased to USD 10.07 billion in 2017-18 from USD 8.99 billion in 2016-17





- Engaged in the production of variety of stone products in various sizes and finishes
- Offers wide range of stones that can be divided into following categories:
 - **Kota Stone**
 - Kota Stone Blue
 - Kota Stone Brown
 - **Sandstone**
 - Kandla grey sandstone
 - Rajgreen sandstone
 - Buff sandstone
 - White sandstone
- ASI Industries have installed and operationalized a Sand Washing Plant in January, 2018 at their foreign subsidiary in Dubai which focusses on limestone and other rocks and minerals



- Kota is situated on the banks of Chambal River in Rajasthan
- Various type of dimensional stones i.e. marble, granite, lime stone and Kota stone which are also inexhaustible are found in Rajasthan in huge quantities
- Kota stone is a fine-grained variety of limestone, which is found only in Kotah district
- The rich greenish-blue and brown colours of this stone are most popular
- It is an excellent building stone which is mainly used for exteriors, pathways, corridors, driveways, balconies, commercial buildings etc
- Famous for its low price and beautiful colours
- India ranks as the top producer of limestone in the world



- Installed 3.625 MW capacity wind power plant comprising of 1.125 MW capacity at Gadag District of Karnataka and 2.50 MW capacity at Satara District of Maharashtra supplying to electricity boards
- These plants contribute to the reduction in Carbon-Di-Oxide emissions to the extent of 4000 tonnes per year
- Apart from wind power, the company is also exploring the possibility of venturing into solar power generation which is a part of its green initiative.

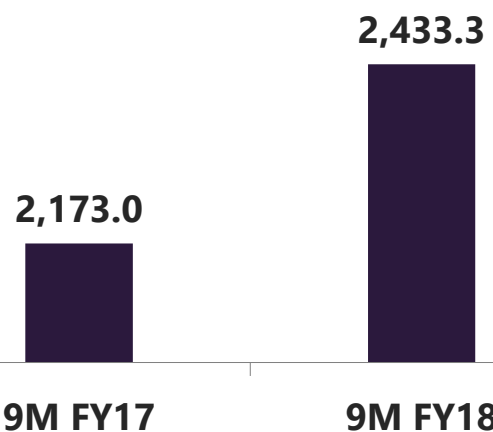


Financial Highlights

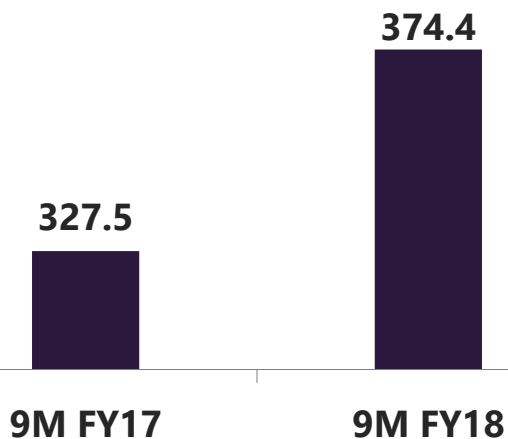


Financial Highlights – 9M FY18

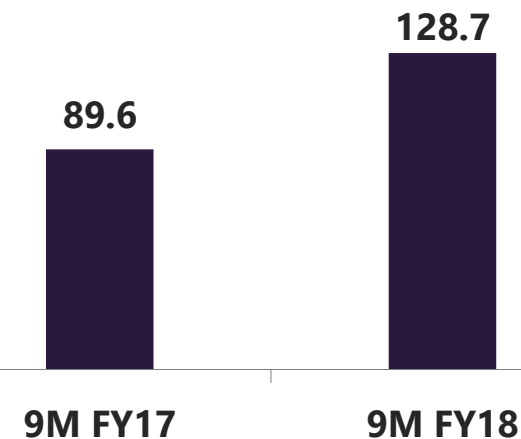
Revenue



EBITDA



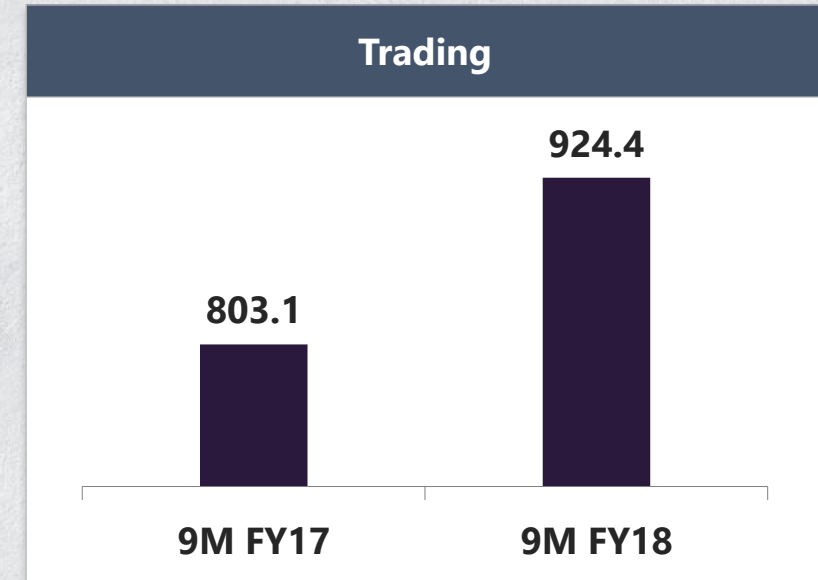
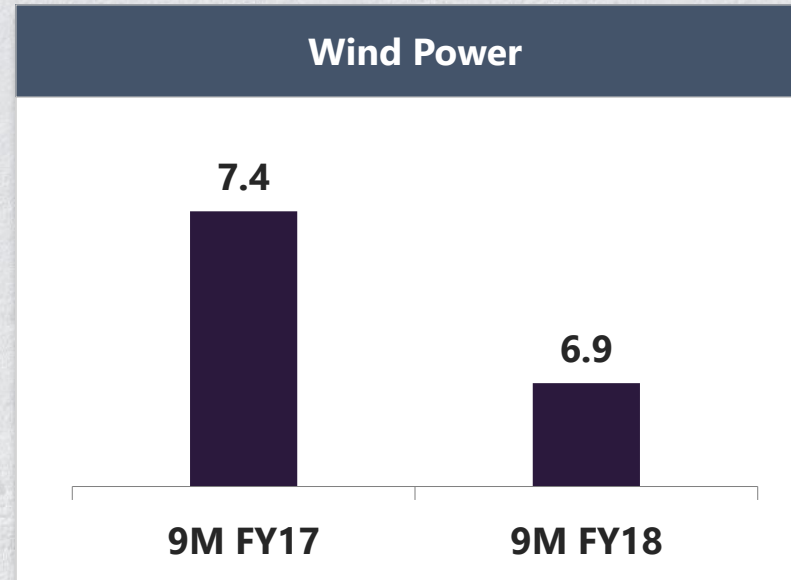
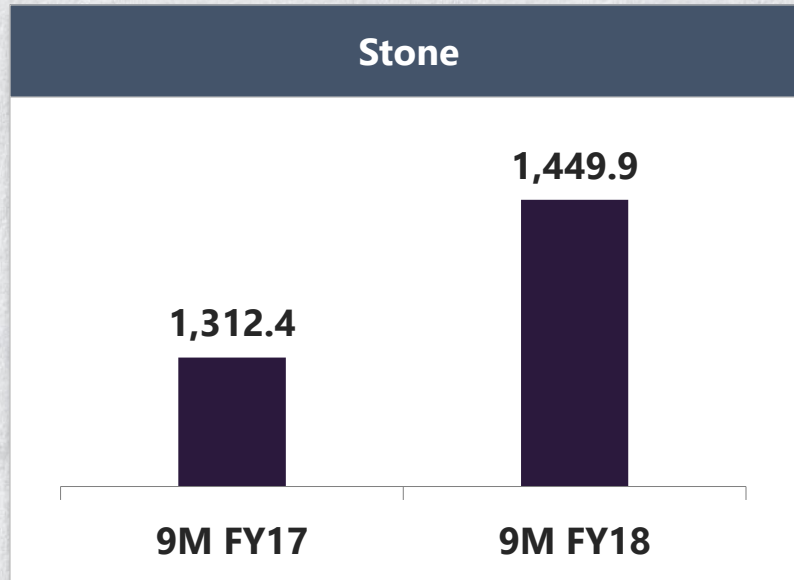
PAT



- Total Net Revenue was ₹2,433.3 mn for 9M FY18 as compared to ₹2,173 mn in 9M FY17, an increase of 12%
- EBITDA stood at ₹374.4 mn as compared to ₹327.5 mn during 9M FY17, an increase of 14.3%
- EBITDA Margin at 15.4% for 9M FY18 as against 15.1% in 9M FY17, an improvement of 32 basis point (bps)
- Net profit stood at ₹128.7 mn for 9M FY18 as compared to 89.6 mn for 9M FY17, an increase of 43.8%

Consolidated - (In ₹ mn, unless otherwise mentioned)

Revenue by Segment – 9M FY18



- Revenues from the stone segment increased by 10.5% YoY to ₹1,449.9 mn from ₹1,312.4 mn in 9M FY17
- Wind power segment decreased to ₹6.9 mn in 9M FY18 from ₹7.4 mn in 9M FY17
- Trading segment increased by 15.1% YoY to ₹924.4 mn from ₹803.1 mn in 9M FY17

Consolidated - (In ₹ mn, unless otherwise mentioned)

Income Statement

Particulars	Q3FY18	Q2FY18	QoQ%	Q3FY17	YoY%	9M FY18	9M FY17	YoY%
Income from Operations (Net)	866.0	689.6	25.6%	544.0	59.2%	2,381.2	2,122.9	12.2%
Other Income	24.2	14.9	62.4%	23.5	3.1%	52.2	50.1	4.1%
Total Revenue	890.2	704.5	26.4%	567.4	56.9%	2,433.3	2,173.0	12.0%
Expenses								
-Cost of Material Consumed	-	-		-		-	-	
-Purchase of stock-in-trade	441.4	295.6	49.3%	78.6	461.8%	904.0	761.1	18.8%
-Changes in inventories	-47.2	3.2	-1594.0%	-14.7	-221.1%	-43.7	-4.6	-853.4%
-Employee Benefit Expense	100.6	98.8	1.8%	98.7	1.9%	314.6	284.8	10.5%
-Finance Cost	24.2	28.8	-15.9%	32.3	-25.1%	81.3	91.4	-11.1%
-Depreciation & Amortization	38.9	39.7	-2.1%	42.2	-8.0%	119.4	126.1	-5.3%
-Power and fuel	115.1	71.9	60.1%	132.7	-13.3%	275.3	344.6	-20.1%
-Other Expenditure	196.6	175.5	12.0%	160.3	22.6%	608.7	459.6	32.4%
Total Expenses	869.6	713.5	21.9%	530.2	64.0%	2,259.6	2,063.0	9.5%
PBT before Exceptional Items	20.7	-9.0	329.5%	37.2	-44.5%	173.7	109.9	58.0%
Exceptional Item	-	-		-		-	-	
PBT	20.7	-9.0	329.5%	37.2	-44.5%	173.7	109.9	58.0%
Tax Expense	1.5	-9.1	116.3%	6.2	-75.8%	45.0	20.4	120.6%
PAT	19.2	0.1	12936.7%	31.1	-38.3%	128.7	89.6	43.8%

Margins were impacted as the rains were delayed in the current season and the extended rainy period added to costs.



Future Strategy

Technology – Trigger for Future Growth

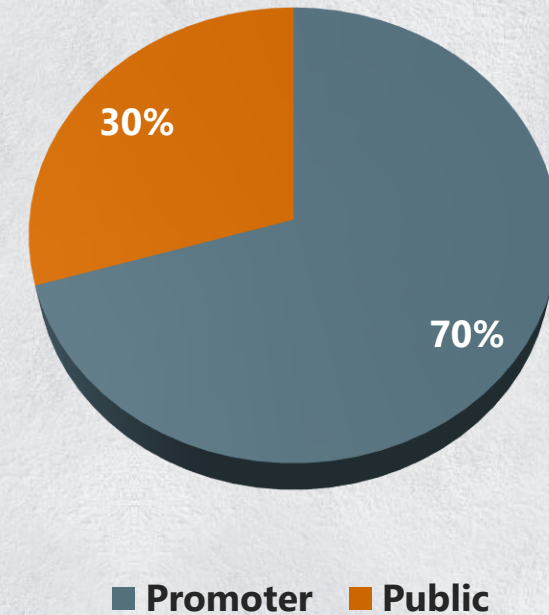
- Government's thrust on infrastructure, affordable housing and vision of housing for all is expected to spur demand in the residential as well as industrial segment
- Moreover, recent policy reforms such as the Real Estate Act, GST, REITs and steps to reduce approval delays etc. are expected to strengthen the real estate and construction sector thus helping to boost demand for stone products.
- Operationalization of Sand Washing Plant (120 TPH) at foreign subsidiary in Dubai in Jan'18 would lead to increase in production by about 2000-2500 MT per day resulting in growth in sales and profitability going forward
- Expect no threat from the market as characteristic of the product is unique considering utility and cost
- Expect the fourth quarter to be strong and are seeing good build-up of order pipeline

Stock Profile

Sector	Mining
BSE	502015
ISIN	INE443A01030
CIN	L14101MH1945PLC256122
Issued shares (mn)	82.85
Share Price* (₹)	35.15
Market Cap* (₹ mn)	2,912.18
52-week range (₹)	49.25-33.80

** as per BSE closing price of 20th February 2018*

Shareholding Pattern (%)





Corporate Social Responsibility

Safety in work place

- Given highest priority at workplace in the mines and during other manufacturing process
- Excellent safety records over the last 6 decades
 - National Safety (Mines) Awards – 11 consecutive times
 - National Safety (Factory) Awards – 6 consecutive times



Concern for ecological balance

- Wastelands and dumps in the mines are converted to lush pockets of greenery with thousand of trees and plants being planted and nurtured
- Created beautiful parks and temples on developed wastelands
- Looked after and promoted by ASI Plantation Limited, a group of ASI
- Won 2 National Environment Protection Awards



Residential colonies for workers

Provided hygienic, comfortable and spacious houses for workers, build and maintained by the company



Education

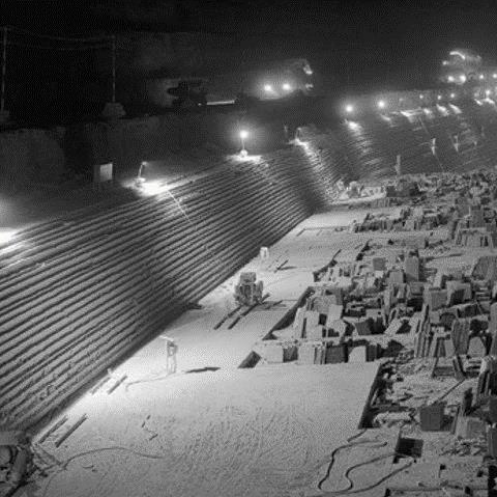
ASI runs a school in the residential colonies of workers and a degree college – Rukmani Devi Ram Kumar Jatia College



Medical Centre

Runs Kotah Stone Mariam Hospital at Ramganjmandi to provide all kind of health & medical care to its employees and their families





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