



Date: 13 August, 2025

To,  
Corporate Relations Department  
**BSE Limited**  
2<sup>nd</sup> floor, P.J. Tower,  
Dalal Street,  
Mumbai – 400 001  
**Company Code: 532888**

To  
Corporate Relations Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1, G-Block  
Bandra Kurla Complex, Bandra (E),  
Mumbai- 400 051  
**Company Code: ASIANTILES**

Dear Sir/ Madam,

**Subject: Investor Presentation**

Please find attached Investor Presentation for the quarter ended on 30 June, 2025. It is also uploaded on the website of the Company [www.aglasiangranito.com](http://www.aglasiangranito.com).

This information is submitted to you pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to kindly take on your record.

Thanking You.

Yours truly,

**For Asian Granito India Limited**

**Dhruti Trivedi**  
**Company Secretary and Compliance Officer**

Encl.: As above

Regd. & Corp. Office:  
202, Dev Arc, Opp. Iskcon Temple,  
S. G. Highway, Ahmedabad - 380 015  
Gujarat (INDIA)  
Tel : +91 79 66125500/698  
E : [info@aglasiangranito.com](mailto:info@aglasiangranito.com)  
W : [www.aglasiangranito.com](http://www.aglasiangranito.com)  
CIN : L17110GJ1995PLC027025

**TILES | MARBLE | QUARTZ | BATHWARE**



**Asian Granito India Ltd.**

INDIA'S LEADING  
TILES,  
MARBLE,  
QUARTZ  
& BATHWARE BRAND



Premium  
*ka* Pappa



INVESTOR  
PRESENTATION - Q1FY26



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# Quality Driven Tiles and Bathware Brand



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1. Standalone numbers without redrafting

2. Total 14 units operating under 11 facilities including the ones owned by Subsidiaries and Associates

3. Current Operational Capacity as of June 2025 is 37.4 Mn Sqm

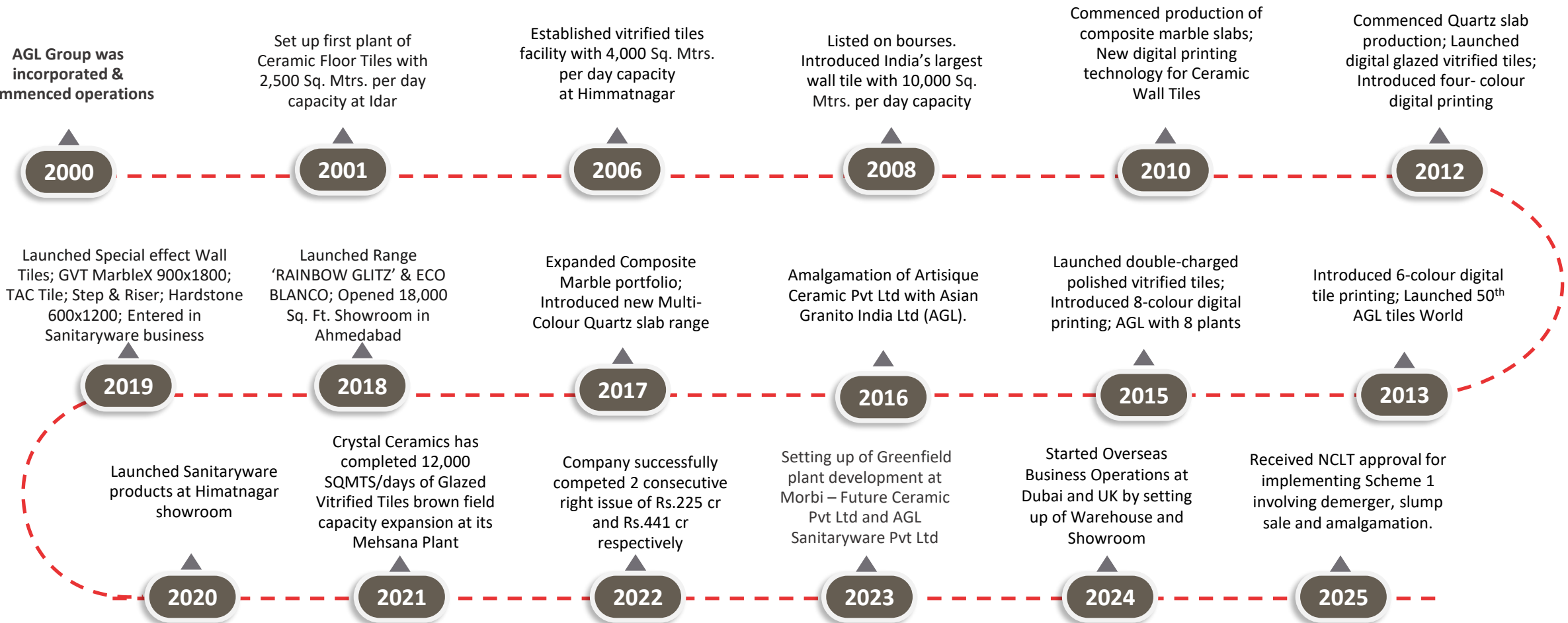
- Incorporated in 1995; commenced tiles operations in 2001
- Headquartered at Ahmedabad, Gujarat
- New age luxury surfaces, bathroom solutions company
- Manufacturer and marketer of a wide range of products viz. Floor Tiles, Wall Tiles, Parking Tiles, Glazed Vitrified Tiles (GVT), Polished Vitrified Tiles (PVT), Double Charge Tiles, Countertops, Quartz Surfaces, Marble Surfaces, Sanitaryware, Bathware, CP Fittings, Faucets and Construction Chemicals.



# A Journey Full of Evolution and Growth



**Premium**  
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Particulars	FY2000	FY2025
<b>Sales</b>	₹ 0.88 Crores	₹ 1,628.02 Crores
<b>Installed Capacity</b>	0.83 Million Sq. Mtrs. per annum	54.5 Million Sq. Mtrs. per annum

# Vision Is The Art Of Seeing What Is Invisible To Others



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Kamlesh Patel  
Chairman & Managing Director



Mukesh Patel  
Managing Director



## VISION

To become a Global leader in providing innovative lifestyle solutions to make lives more beautiful and to create stakeholder success.



## MISSION

- Growing profitably across the AGL Group.
- To be pioneer in bringing latest technology and provide best quality products.
- Create competitive advantage in market and lead the industry by innovations.
- To create healthy & productive work environment for all employees and associates.
- To empower communities for working towards safe, clean and green environment.



## VALUES

### INTEGRITY

We are fair and ethical while taking every decision.

### DISCIPLINE

We create and adhere to a strict code of conduct.

### TRANSPARENCY

We share every learning and failure with the world and are open for feedback.

### INNOVATION

Being innovative is the belief and priority of AGL. It defines us and contributes greatly in our purpose of making lives more beautiful.

### TEAMWORK

We are committed to create an environment of teamwork. Every member of AGL team is valued and respected for their contribution.

### QUALITY AND CUSTOMER FOCUS

AGL strives to provide highest quality of products with an objective to add value to the success of our customers.

### CONTINUOUS IMPROVEMENT & IMPLEMENT

We consistently strive to improve our products, services, internal practices, skills and overall culture of the organisation through incremental and breakthrough progress.



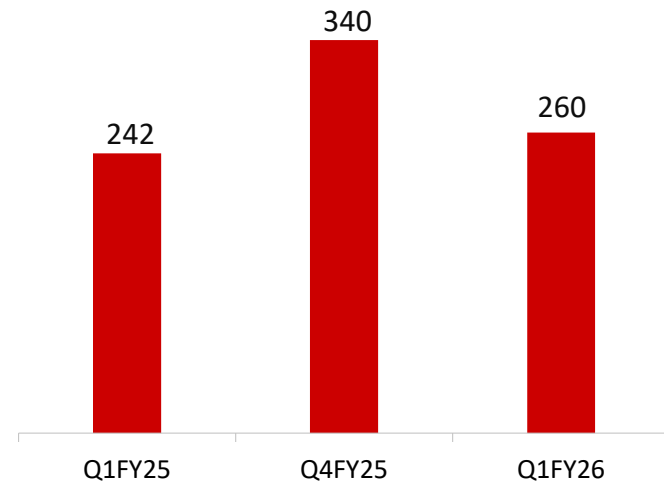
# Financial Performance

# Standalone Financial Performance – Q1FY26

## Q1FY26

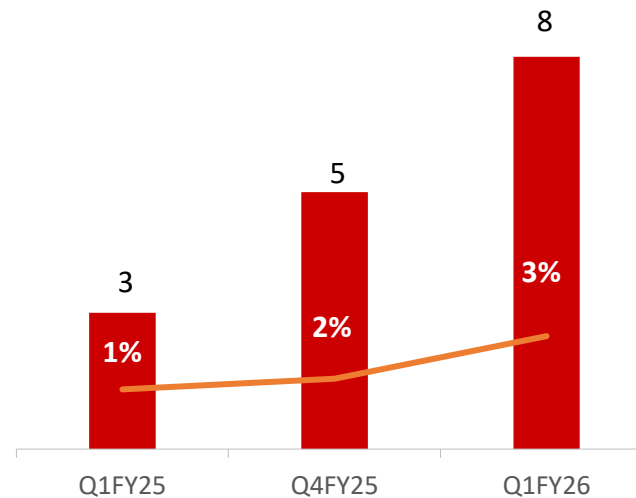
### Revenue from Operations (₹ crore)

YoY **7%**



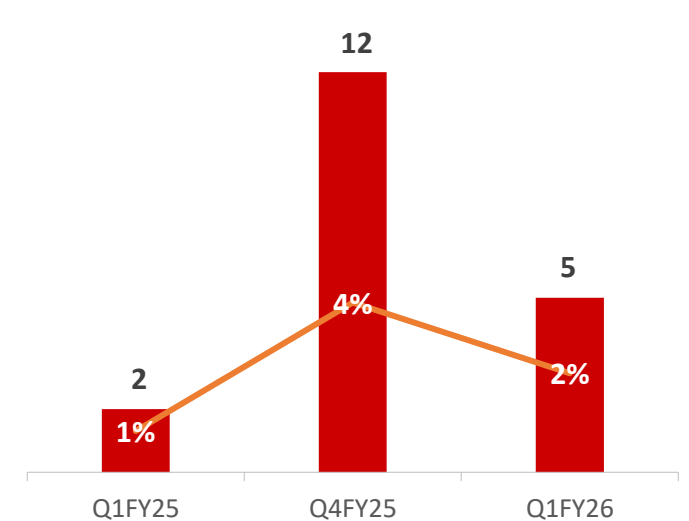
### EBIDTA (₹ crore) & EBITDA Margin (%)

YoY **188%**



### PAT (₹ crore) & PAT Margin (%)

YoY **175%**



# Standalone Profit & Loss – Q1FY26



Premium  
kaPappa

Particulars (₹ crore)	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)	FY25
<b>Revenue from Operations</b>	<b>259.64</b>	<b>241.75</b>	<b>7%</b>	<b>339.61</b>	<b>-24%</b>	<b>1,122.25</b>
Other Income	5.96	5.32		5.78		22.78
<b>Total Income</b>	<b>265.60</b>	<b>247.07</b>	<b>8%</b>	<b>345.39</b>	<b>-23%</b>	<b>1,145.03</b>
Expenditure						
Cost of material consumed	205.22	184.89		271.91		891.27
Employee benefit expenses	20.55	22.20		22.92		88.22
Finance Cost	2.81	1.58		2.79		8.48
Depreciation	3.72	3.95		3.62		15.24
Power & Fuel	9.85	10.70		13.35		43.06
Other Expenses	16.10	21.21		26.26		94.55
<b>Total Expenses</b>	<b>258.25</b>	<b>244.53</b>	<b>6%</b>	<b>340.85</b>	<b>-24%</b>	<b>1,140.82</b>
<b>EBITDA (Excluding Other Income)</b>	<b>7.91</b>	<b>2.75</b>	<b>188%</b>	<b>5.18</b>	<b>53%</b>	<b>5.15</b>
<b>EBITDA Margin</b>	<b>3.05%</b>	<b>1.14%</b>	<b>191 bps</b>	<b>1.52%</b>	<b>152 bps</b>	<b>0.46%</b>
<b>Profit Before Tax</b>	<b>7.35</b>	<b>2.54</b>	<b>190%</b>	<b>4.54</b>	<b>62%</b>	<b>4.20</b>
<b>Profit After Tax</b>	<b>5.21</b>	<b>1.89</b>	<b>175%</b>	<b>11.95</b>	<b>-56%</b>	<b>12.89</b>

\* Standalone FY25 numbers with redrafting

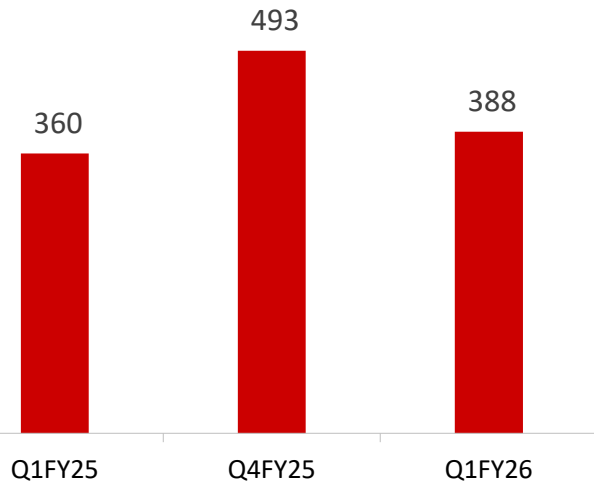
# Consolidated Financial Performance – Q1FY26

## Q1FY26

### Revenue from Operations (₹ crore)

YoY

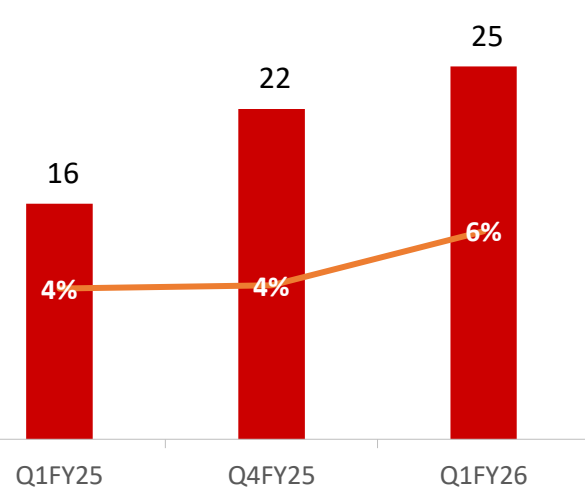
8%



### EBIDTA (₹ crore) & EBITDA Margin (%)

YoY

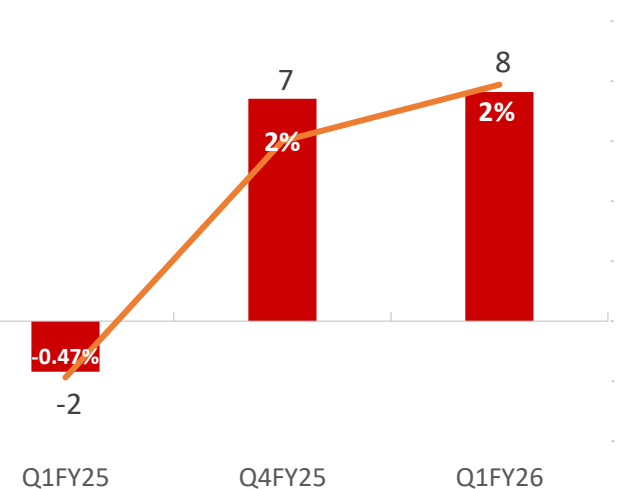
58%



### PAT (₹ crore) & PAT Margin (%)

YoY

552%



# Consolidated Profit & Loss – Q4FY25 & FY25

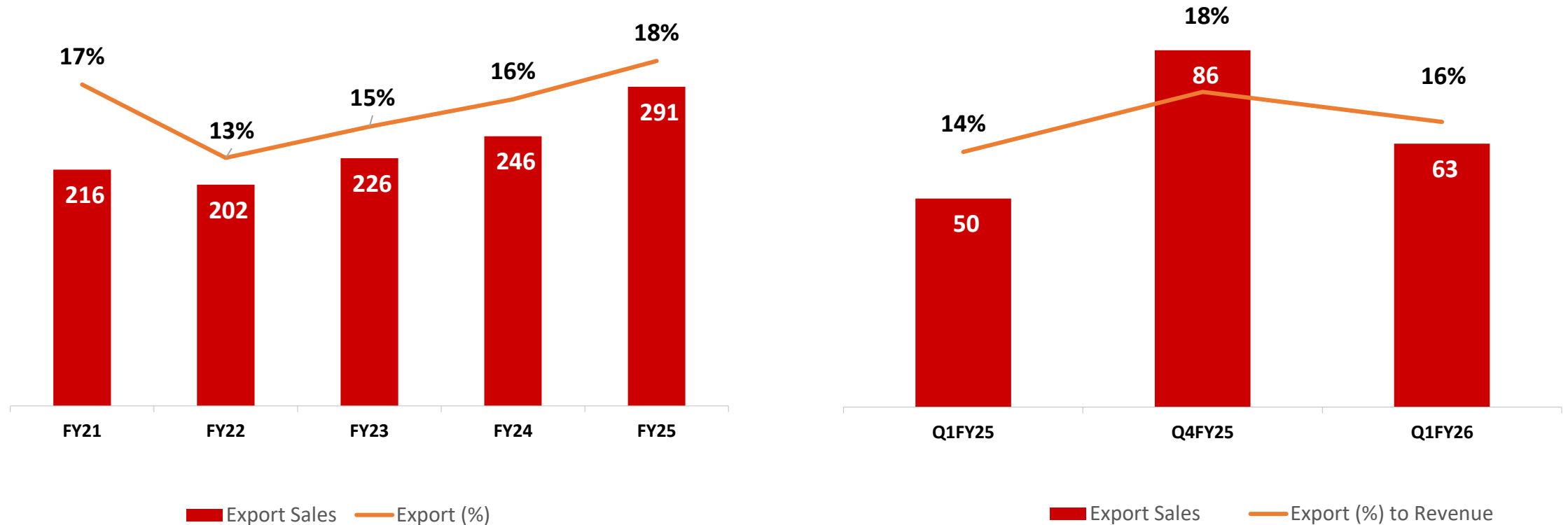


Premium  
kaPappa

Particulars (₹ crore)	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)	FY25
<b>Revenue from Operations</b>	<b>388.24</b>	<b>360.08</b>	<b>8%</b>	<b>492.60</b>	<b>-21%</b>	<b>1,628.02</b>
Other Income	4.80	0.89		7.20		10.08
<b>Total Income</b>	<b>393.04</b>	<b>360.97</b>	<b>9%</b>	<b>499.79</b>	<b>-21%</b>	<b>1,638.10</b>
Expenditure						
Cost of material consumed	232.04	213.05		318.20		1,010.25
Employee benefit expenses	36.00	34.14		41.17		153.41
Finance Cost	7.18	7.02		9.32		30.89
Depreciation	13.63	14.08		13.96		57.09
Power & Fuel	51.87	50.78		60.01		216.83
Other Expenses	43.44	46.38		51.16		182.49
<b>Total Expenses</b>	<b>384.14</b>	<b>365.45</b>	<b>5%</b>	<b>493.82</b>	<b>-22%</b>	<b>1,650.96</b>
<b>EBITDA (Excluding Other Income)</b>	<b>24.90</b>	<b>15.73</b>	<b>58%</b>	<b>22.06</b>	<b>13%</b>	<b>65.04</b>
<b>EBITDA Margin</b>	<b>6.41%</b>	<b>4.37%</b>	<b>204 bps</b>	<b>4.48%</b>	<b>194 bps</b>	<b>4.00%</b>
<b>Profit Before Tax</b>	<b>8.89</b>	<b>-4.48</b>	<b>298%</b>	<b>5.97</b>	<b>49%</b>	<b>-12.86</b>
<b>Profit After Tax</b>	<b>7.64</b>	<b>-1.69</b>	<b>552%</b>	<b>7.41</b>	<b>3%</b>	<b>0.39</b>

\* Consolidated FY25 numbers with redrafting

# Consolidated Exports Revenue – Q1FY26



Record-breaking export revenue in AGL's history.

# Key Business, Operational and Financial Result Highlights – Q1FY26



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## Business Performance

- ▶ Average gas cost for Q1FY26 was ₹ 27.46/scm as compared to ₹ 34.39/scm in Q1FY25
- ▶ Average propane gas cost for Q1FY26 was ₹ 59.86/kg as compared to ₹ 58.11/kg in Q1FY25
- ▶ Company recently unveils the zero reflective scratch resistant Alvaro Collection tiles by Gritech Technology, Sicura surfaces
- ▶ The Company is constantly coming up with new products by using latest technology like Robotech Technology
- ▶ Company recently launched The Presto Collection of tiles
- ▶ The Company has received NCLT approval for implementing Scheme 1 involving demerger, slump sale and amalgamation.
- ▶ Embarked on a journey to achieve a long-term vision of achieving a total revenue of ₹ 6,000 Cr



## Operational Performance

- ▶ Export revenue at ₹ 63 Cr; 16% of the revenue and increased by 26% YoY
- ▶ Domestic revenue at ₹ 325 Cr; West (53%), North (17%), South (20%) and East (10%) and increased by 5% YoY
- ▶ Retail Sales (54%), Institutional Sales (38%) and Government Sales (8%)
- ▶ Ceramic Tiles revenue increased by 1% YoY to ₹ 318 Cr
- ▶ Marble & Quartz revenue increased by 27% YoY to ₹ 52 Cr
- ▶ Revenue from Sanitaryware increased by 68% YoY to ₹ 24 Cr
- ▶ Sanitaryware plant – 2<sup>nd</sup> kiln production started from October 24
- ▶ Started Business Operations at various overseas territory in Dubai, UK and Indonesia



## Financial Performance

- ▶ Revenue from operation increased by 8% to ₹ 388 Cr
- ▶ EBITDA increased by 58% to ₹ 25 Cr due to marginal softening in gas prices and certain cost reduction measures
- ▶ PAT increased by 552% to ₹ 8 Cr



## Overview on Business Segments

# Ceramic Tiles - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Tiles market



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## Product Basket:

### Ceramic Tiles (Wall & Floor)

Wall Tiles, Polished Porcelain,  
Tuff Guard Floor

### Polished Vitrified Tiles

(PVT) & Double Charge (DC) Soluble  
Salt, Twin Charge, Double Charge,  
(Jumbo & Imperio)

### Glazed Vitrified Tiles (GVT)

Grestek, Hardstone, MarbleX, Splendour  
Series, XXL Series, Slimgres, Marvel Series

### Outdoor Tiles

(Heavy duty Vitrified Tiles)  
Grandura +, Eco Blanco Roof Tiles

## AGL Advantage:

- Innovation, reliability, adaptability, competitive pricing, commitment to quality serve as the cornerstones of propelling business growth in this segment.
- Strategic emphasis is on building a differentiated portfolio with alluring designs that meet evolving customer preferences.

## AGL'S Presence in Tiles

- 2001**  
Manufacturing since
- 2023**  
Started trading activity of Large Slab tiles products in UAE
- 100+**  
Countries of export
- 1,58,920 sq.mtrs**  
Daily tile mfg capacity from 10 plants
- 43.92 mn sq.mtrs**  
Total Production in FY25

Company has entered into Joint Venture Agreement ("JVA") with various individuals of Nepal and incorporated new company namely Nepovit Ceramic Pvt Ltd. as an Joint Venture Company ("JVC") to set up wall tiles manufacturing unit in Nepal for which the Company has made required initial investment as per JV Agreement.

## Manufacturing Presence:

### AGL OWN PLANTS

- Dalpur (GVT and Wall)
- Dholka (Wall)
- Idar (Floor)

### AGL SUBSIDIARY PLANTS

- Crystal Ceramics, Mehsana (GVT)
- Gresart Ceramic, Morbi (Digital Wall)
- Future Ceramic, Morbi (Large Format GVT)

### OUTSOURCING PLANTS

- Adicon Ceramica, Morbi (Mega Slab plant)
- Affil Vitrified, Morbi (GVT)
- Ivanta Ceramics, Morbi (Wall)



### Production Capacity

Morbi	29.48 mn sqm
Himmatnagar	5.94 mn aqm
Idar	2.84 mn sqm
Dholka	2.31 mn sqm
Mehsana	11.88 mn sqm

## End User Industry Application



Real Estate



Residential



Hospitals



Institutional

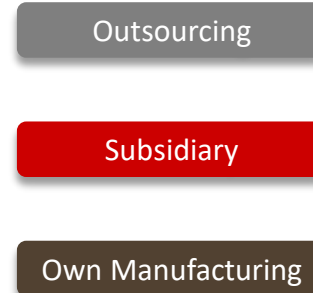
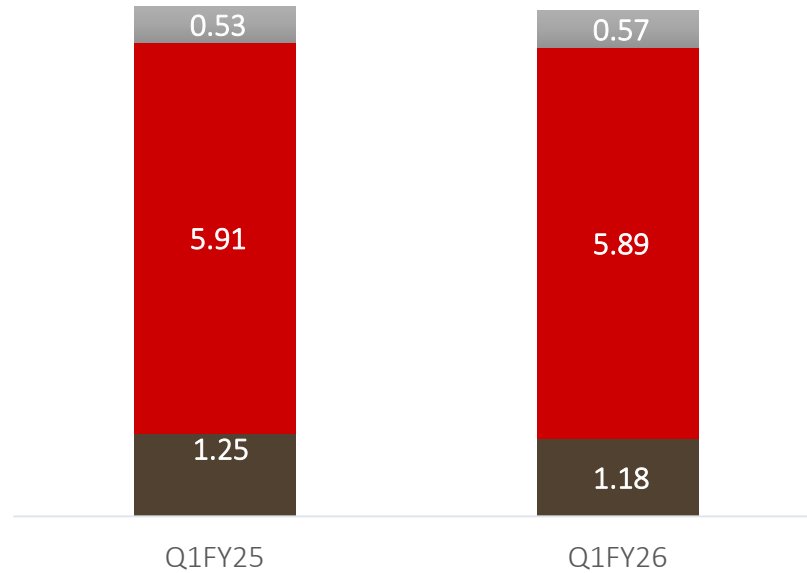
# Ceramic Tiles – Operational and Financial Performance



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*ka* Pappa

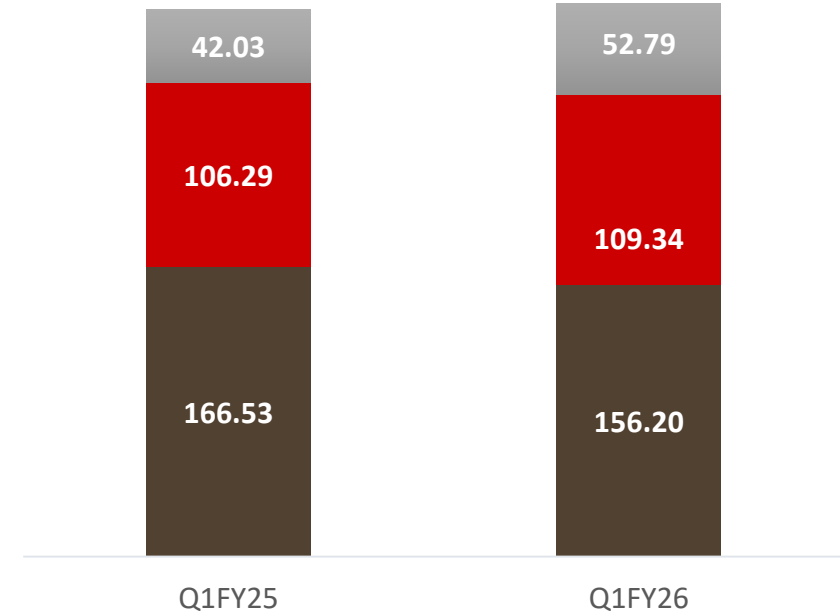
## Production Volume Data

Million Sq.Mtr



## Revenue Break Up\*

Rs. In Crore



\* Revenue from Own Manufacturing includes trading sales also

# Ceramic Tiles – Niche Products



**STYLEX  
BLAZED VITRIFIED  
TILES**



**GRESTEK  
MARBLEX**



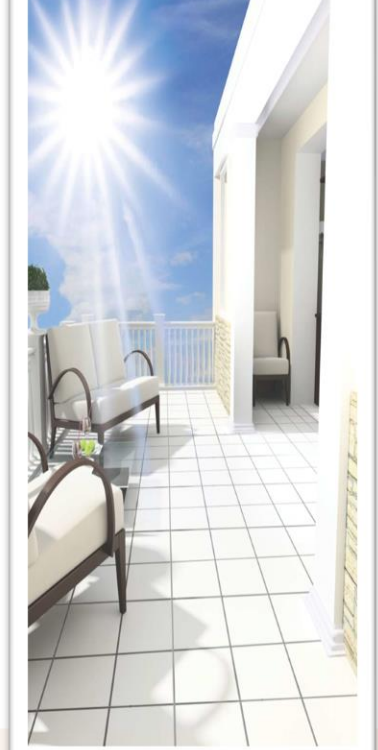
**GRESTEK  
DIGITAL GLAZED  
VITRIFIED TILES**



**POLISHED  
VITRIFIED TILES**



**NATURAL  
WOODEN PLANKS**



**SOLAR REFLECTIVE  
ROOF TILES**

# Marble & Quartz - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Marble & Quartz market



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## Product Basket:

### Marble

Multi-colored Marble, Marble, Imported Natural Marble, Onyx Marble

### Quartz

Multi-colored Quartz, EStone

## AGL Advantage:

- The exceptional durability and scratch resistance of our marble and quartz, surpassing that of granite, has given our products a unique edge. With a superior surface hardness and minimal porosity, our marble and quartz find high application in households, educational institutions and medical facilities, offering heightened resistance to bacterial growth.
- We are a leader in this segment within India and have a growing presence in the global market.

## AGL'S Presence in Marble and Quartz

- 2009** Marble Manufacturing since
- 2022** Quartz products started in USA
- 10** Countries of export
- 6,100 mn sq.mtrs** Daily marble and quartz manufacturing capacity from 3 plants
- 0.81 mn sq.mtrs** Total Production in FY25
- 2011** Quartz Manufacturing since
- 2023** Started trading activity of Marble products in UAE

Demand for Quartz increase in overseas market due to growing demand in Electronics & Semiconductor Industries, Hospitality, Real Estate, Residential and Institutional.

## Manufacturing Presence:

### AGL OWN PLANTS

- AGL OWN PLANTS
- Dalpur (Marble)
- Dalpur (Quartz)

### AGL SUBSIDIARY PLANTS

- Amazoone, Dalpur (Quartz)



Himmatnagar 2.02 mn sqm

### Production Capacity

## End User Industry Application



Real Estate



Residential



Hospitality

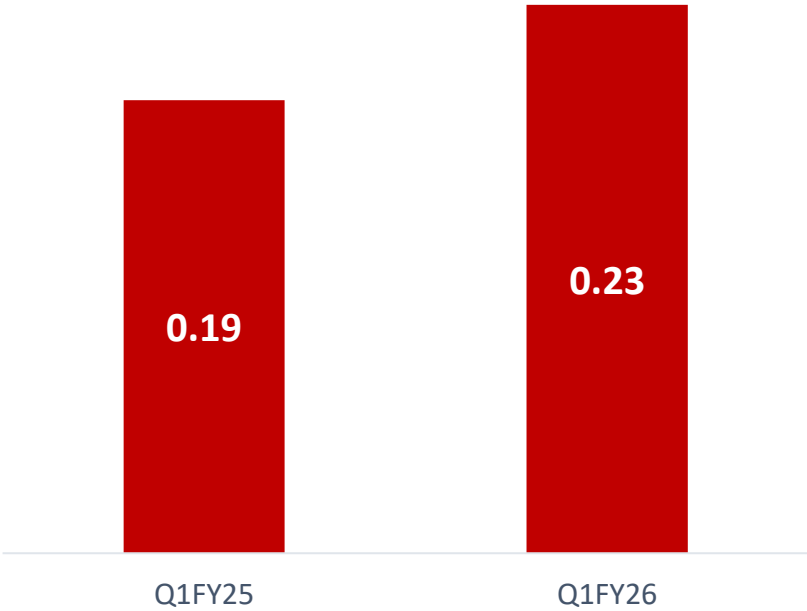


Institutional

# Marble & Quartz - Operational and Financial Performance

Production Volume Data

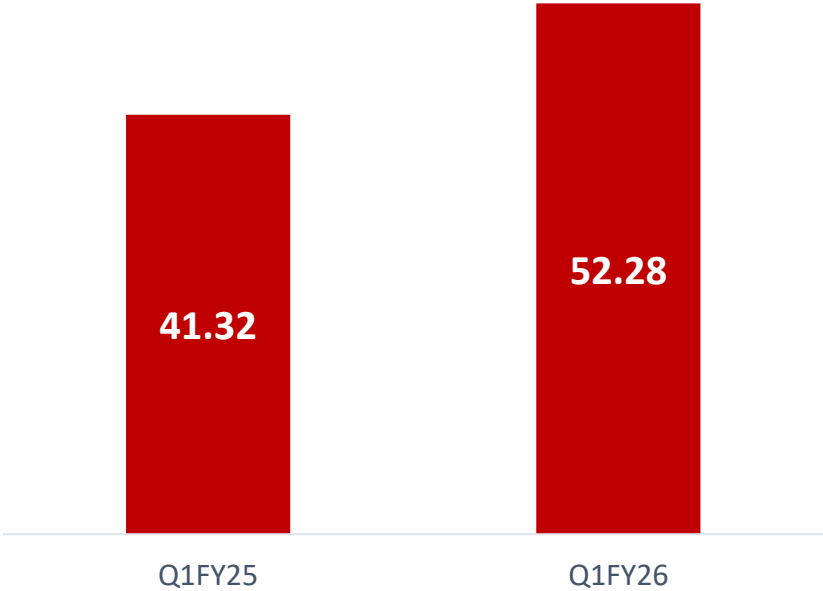
Million Sq.Mtr



Subsidiary

Revenue Break Up

Rs. In Crore



# Sanitaryware & Bathware - Business Overview



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## Product Basket:

### Sanitaryware

Water Closets, Basins, Urinals, Cisterns,  
Seat Covers

### Faucets & Bath Fittings, Taps

Bathroom Accessories, Showers, Allied  
Items

## AGL Advantage:

- Foray into bathware enabled a strategic diversification of product portfolio
- Previously reliant on third-party vendors and contract manufacturing, the establishment of new sanitaryware plant has propelled another phase of growth for Asian Tiles

## AGL'S Presence in Bathware

- **Oct 2023**  
Manufacturing since
- **10**  
Countries of export
- **2,000 Pieces**  
Daily Bathware manufacturing capacity
- **0.18 mn pieces**  
Total Production in FY25

Company has a vision to be among top player in the sanitaryware space with the launch of its first plant and expects turnover of around Rs. 400 crore from Sanitaryware & Bathware division in five years

## Manufacturing Presence:

### AGL OWN PLANTS

- Currently being sourced from partners under sourcing agreements

### AGL SUBSIDIARY PLANTS

- AGL Sanitaryware, Morbi



### Production Capacity

0.66 mn pieces

## End User Industry Application



Real Estate



Residential



Hospitals



Institutional

# Product Innovation



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1<sup>st</sup> to Introduce  
Full Body tiles in India

WORLD'S WHITEST



1<sup>st</sup> to Introduce  
World's Whitest Carrara  
White Double Charge  
Vitrified tiles



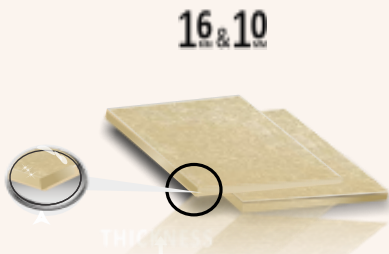
1<sup>st</sup> to Introduce  
Grestek XXL Large format  
tiles 800x1200mm



1<sup>st</sup> to Introduce  
World's 1000x1000mm  
Jumbo Double Charge  
Vitrified Tiles



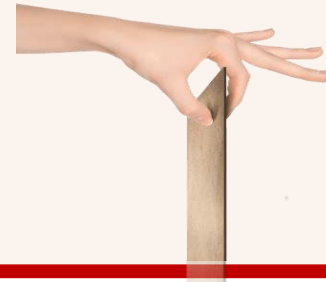
1<sup>st</sup> to Introduce 30 mm  
thickness Quartz stone  
with own manufacturing  
of Engineered Marble &  
Quartz stone in India



Introduced 16mm Thick  
Heavy Duty Vitrified tiles  
Grestek Hardstone



1<sup>st</sup> to Introduce 300x900 mm  
Large Format  
Wall & Vitrified tiles



1<sup>st</sup> to Introduce 6.8 mm  
Slimgres tiles



1<sup>st</sup> to Introduce  
1600x3200 mm Large Slab

# Manufacturing Facilities



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OWN PLANTS

AGL Dalpur Plant (Wall Tiles)



AGL Dalpur Plant (GVT)



AGL Dalpur Plant (Marble & Quartz)



AGL Idar Plant (Floor Tiles)



AGL Dholka Plant (Wall Tiles)



SUBSIDIARY

Amazoone Dalpur Plant (Quartz)



Crystal Mehsana Plant (GVT)



GRESART Morbi Plant (Digital Wall Tile)



Future Ceramics Morbi (GVT)



AGL Sanitaryware Plant



SUBSIDIARY

Associate Morbi Plant (Affil)



Associate Morbi Plant (Ivanta)



OUTSOURCING

Associate Morbi Plant (Adicon)





**Business Presence /  
Customers**

# Multi-model approach to reach each corner of the country and across the world



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## Dealer Network

01

**2,700\* Dealers and Sub-Dealers**

across 32 states and union territories representing our retail presence

## Franchise Network

02

**277+ Exclusive Franchise Partners**

across states and union territories with 18,000+ touch points

## Own Display Centers

03

**13 Company Owned Display Centers** across India

## Subsidiaries

04

**Company Owned 14** domestic subsidiaries and **7** overseas subsidiaries

\* 750+ are efficient Dealers and Distributors across 32 states and union territories representing our retail presence in last quarter

# Marquee Corporate, Institutional and Projects Clientele



## Government Projects



## Builders



## Corporates



## Banks



## Apparel



## Multiplex



## Hotels



## Eatery Brands





# **Brand Visibility: Approach, Initiatives and Practice**

# Our Brand Ambassador Ranbir Kapoor



Premium  
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\* Advertisement Videos

# Advertisement - Focused and Strategic

**AGL®**  
Tiles · Marble · Quartz · Bathware

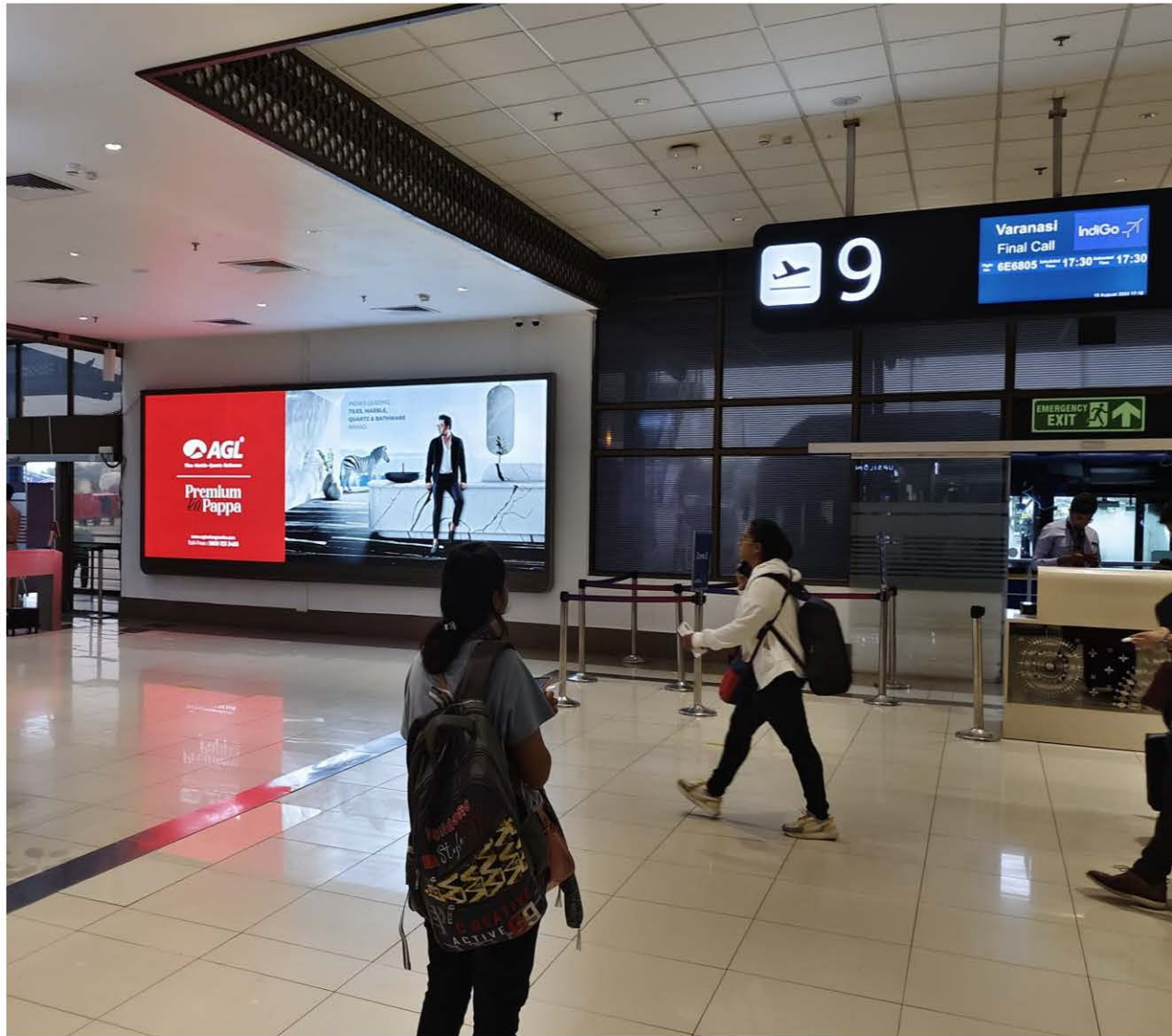
Premium  
*ka* Pappa



# Advertisement - Focused and Strategic



Premium  
*ka* Pappa



# Enhancement of Brand Visibility and Global Go-to-Market Expansion



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## Brand Visibility Enhancement through New Age Means

- Expand and leverage Social Media presence and following through campaigns and influencer marketing



**1.5 Million Followers \***



**52.8 k Followers \***



**5.4 k Followers \***



**27 k Followers \***

- Company has signed renowned Bollywood Star Ranbir Kapoor as a Brand Ambassador for AGL brand and Vaani Kapoor for Bonzer7 brand

## Further Expansion of Domestic Touch Points

- Expand exclusive showrooms presence under current franchise model
- Focus on addition of Dealers and Sub-dealers in the territories with low existing presence
- Addition in large Company owned Display Centres to engage more with the retail customers

## Expand International Presence through Strategic Planning

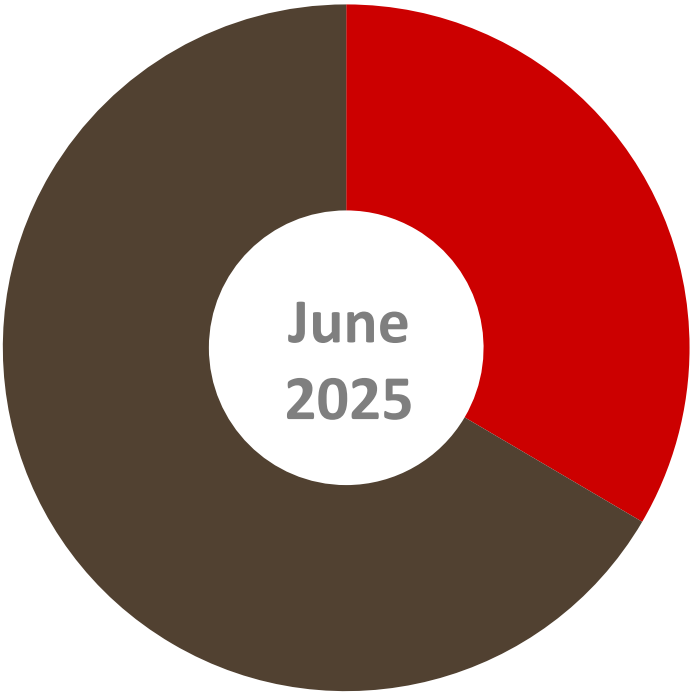
- Add new dealerships and distribution points in the Company's existing developed markets
- Build large presence in developed markets with growing demand through opening up of Subsidiaries and Warehouses to supply products in real time
- Explore OEM partnerships with importers, distributors and manufacturers abroad



\* As on 13 Aug 2025



# Shareholding Pattern

# Shareholding Pattern



	PROMOTER	33.52%
	Public	66.48%

NSE Ticker	ASIAN TILES
BSE Ticker	532888
Share Price (₹)^	63.38
Market Cap (₹ Mn)^	9,381
% Free Float^	66.48%
Free float market cap (₹ Mn)^	6,237
Shares outstanding^	14,70,45,316
3M ADTV (Shares)	9,29,714
3M ADTV (₹ Mn)	53.68
Industry	Ceramics

Source: NSE, ^As on 30 June 2025

# Investment Rationale



## Brand Recall in Organized Market

One of players in the organized market with good brand presence and recall in the marketplace



## Innovative Products

As a key player in the Indian ceramic industry, company aim to capture a higher market share by continuous product development and introducing new designs that align with customer requirements and evolving market trends



## Competitive Pricing

The Company focus on strategic pricing to enable their trade partners to optimize their profit margins and effectively compete in their markets



## Customer Outreach

The Company's customer outreach spans over 18,000+ touchpoints across 32 states and union territories in India. This encompasses 750+ efficient dealers and distributors , 277+ exclusive franchise stores, and 13 Company-owned display centers



## Strengthened Supply Chain

Through the implementation of various measures, company fortified their supply chain, ensuring swifter deliveries and reliable service



## State-of-the-art manufacturing

The Company's success lies in its state-of-the-art manufacturing units equipped with advanced technology, high-end machinery, and cutting-edge testing equipment from Italy, China, India and beyond. The facilities are multipurpose, providing the flexibility to manufacture various product sizes and customize their portfolio to meet evolving customer demands without substantial capital investments



## Enhanced Quality Control

Reinforcing the commitment to achieving zero defect deliveries, company focus on quality measures across the value chain



## People Strength

Company has a passionate and talented team of employees who are steered by the experience and vision of our senior leadership and promoters



Premium  
*ka* Pappa

## Contact us

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*Thank you*