



Date: 30th January, 2024

To,
Corporate Relations Department
BSE Limited
2nd 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 and nine months ended on 31st December, 2023. It is also uploaded on the website of the Company 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
W : www.aglasiangranito.com
CIN : L17110GJ1995PLC027025

TILES | MARBLE | QUARTZ | BATHWARE



Asian Granito India Ltd.



“Together for
Strong Tomorrow”

Q3FY2024

Asian Granito India Limited.

Investor Presentation

About Asian Granito India Limited - Quality Driven Tiles and Bathware Brand



4th Largest Listed
Ceramic Tiles Company



INR 1562.7 Cr
FY2023 Revenue



54.5 Mn Sqm
Installed Capacity



100+
Countries Presence



6,500+
Touch Points



6,000+
Employees



14
Plants*



8% Sales CAGR
(FY 2013- FY 2023)



2,700+
Distributors,
Dealers and
Subdealers

- Incorporated in 1995 as Karnavati Fincap Private Limited and commenced Tiles operations in 2001, Asian Granito Limited (AGL) is a new age luxury surfaces and bathroom solutions company headquartered at Ahmedabad, Gujarat.
- Today, AGL manufactures and markets 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.

*Total 14 units operating under 11 facilities including those owned by Subsidiaries and Associates

Investor Update for Q3 FY24

- 1) Revenue from operations for the Q3FY24 is Rs.**371.23** crore, registering 7% degrowth over last quarter at consolidated level. In Q3, the demand for GVT, Large Slab Tiles and Digital Wall Tiles reduced during the quarter and exports market is comparatively slow.
- 2) Revenue from operations for the Q3FY24 grew to Rs.**320.24** crores, registering 6% de growth over last quarter at standalone level.
- 3) Margin during the quarter increased due to marginal softening of gas price and better price realisations in case of standalone number. However, margins in subsidiary is under pressure on account of non-availability of APM gas which results into spot purchase from Sabarmati Gas at higher price, product changes in material subsidiary resulted into lower production. Further, in couple of subsidiaries, we have started commercial production recently which is taking a time to settle & in generating profit.
- 4) Capacity utilization for the quarter increased on account of new production facilities coming on board during the quarter. Further, the product change over in Amazoone and Crystal Ceramics has also resulted into higher capacity utilization.
- 5) Commercial Production started in both the new facility at Morbi i.e. in Future Ceramics Private Limited and AGL Saniaryware Private Limited.
- 6) The Company is focusing to enhance its presence in international market by setting up of Wholly Owned Subsidiary Companies in USA and Dubai. The Company has also entered into Joint Venture Agreement for foraying into Wall tiles manufacturing in Nepal.
- 7) The Company is constantly coming up with new products by using latest technology like Robotech Technology.
- 8) The Company has also proposed Scheme of Arrangement to bring various production facility of subsidiary/outsourcing companies under the umbrella of AGL.

Outlook:

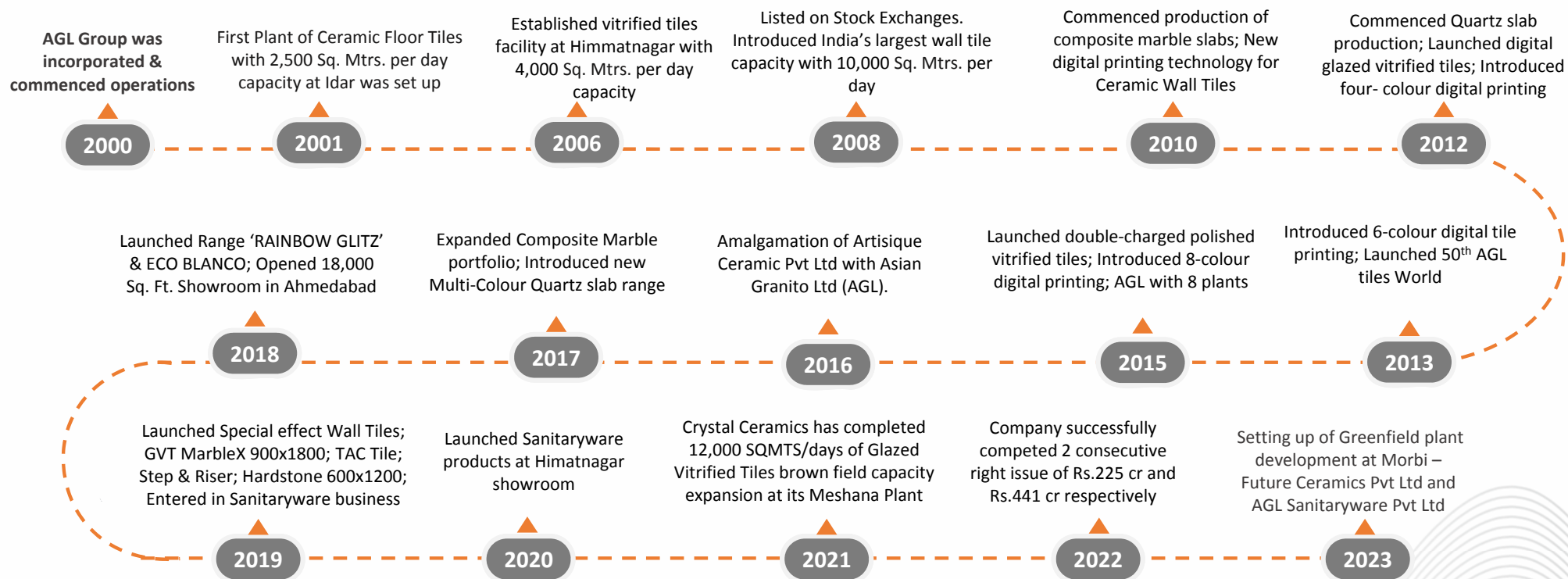
Demand for tiles in domestic market likely to remain mix bag on account of inflation pressure on retail as well as institutional customers, however we believe that government will continue to spend on low cost housing and construction which will drive demand for ceramic products. Export market continue to give sign of rebound and the Company is always looking for new avenue to bring in growth into export sales. Margin will expected to further improve marginally in coming quarter on account of increase in capacity utilization and innovative technology.

Statement of Profit & Loss



Particulars (INR in crores)	Consolidated				Standalone			
	Q3FY24	Q3FY23	9MFY24	9MFY23	Q3FY24	Q3FY23	9MFY24	9MFY23
Revenue from operations	371.2	399.2	1107.0	1107.0	320.2	339.8	954.4	955.1
Cost of material consumed	70.0	74.6	198.4	194.9	30.4	47.4	104.2	134.2
Purchase of stock in trade	172.4	193.2	527.3	531.8	215.0	204.9	609.7	558.3
Changes in inventories	-14.4	-0.5	-28.4	12.5	-4.9	0.4	1.4	-1.1
Employee benefit expenses	35.6	30.0	96.0	89.9	26.0	22.8	74.2	68.8
Power & fuel	53.5	64.4	147.9	158.3	13.0	26.3	44.2	72.1
Other expenses	52.7	66.0	134.7	143.6	35.5	56.1	99.3	117.8
EBITDA	1.5	(28.6)	31.1	(24.1)	5.2	(18.0)	21.4	5.0
EBITDA %	0.4%	(7.2%)	2.8%	(2.2%)	1.6%	(5.3%)	2.2%	0.5%
Other income	1.3	6.9	8.0	13.7	9.7	12.6	30.0	22.8
Depreciation & amortisation	12.1	9.2	34.1	25.5	4.8	4.8	14.7	14.3
Finance costs	5.2	5.6	20.1	16.5	1.9	3.9	7.9	7.2
Profit before tax	(14.5)	(36.5)	(15.1)	(52.4)	8.2	(14.2)	28.9	6.35
Tax	(6.4)	(9.6)	(0.7)	(13.7)	1.8	(4.0)	8.4	0.5
Net profit	(8.1)	(26.9)	(14.4)	(38.7)	6.4	(10.2)	20.5	5.8
Net profit %	(2.2%)	(6.7%)	(1.3%)	(3.5%)	2.0%	3.0%	2.2%	0.6%
EPS	(0.49)	(1.79)	(0.78)	(2.40)	0.51	(0.80)	1.62	0.51

A Journey Full of Evolution and Growth

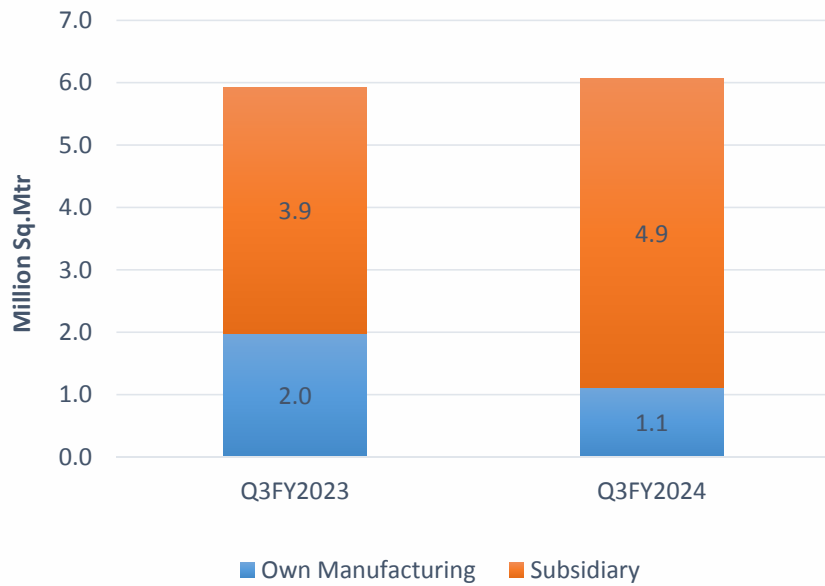


Particulars	Year 2000	Now
Sales	INR 0.88 Crores	INR 1562.7 Crores (FY23)
Capacity	0.83 Million Sq. Mtrs. per annum	54.5 Million Sq. Mtrs. per annum

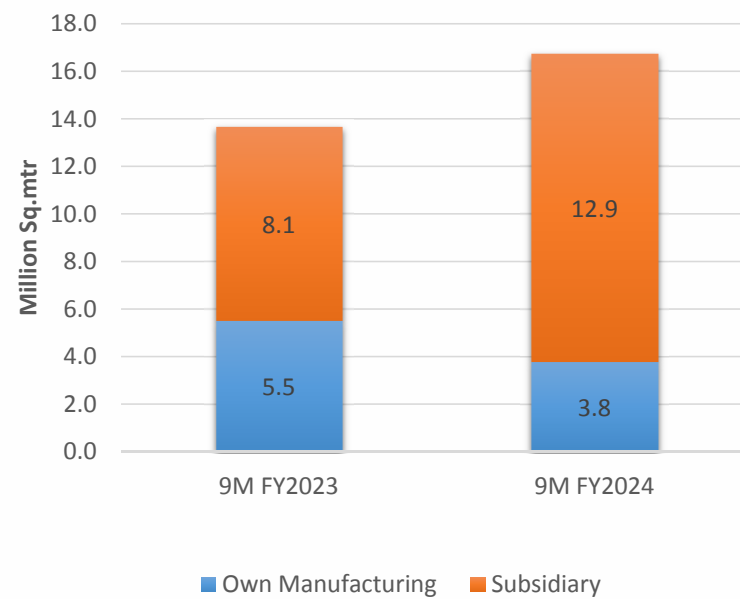
AGL – Consolidated Tiles Production Volume Data



Q3-FY2023 VS Q3-FY2024



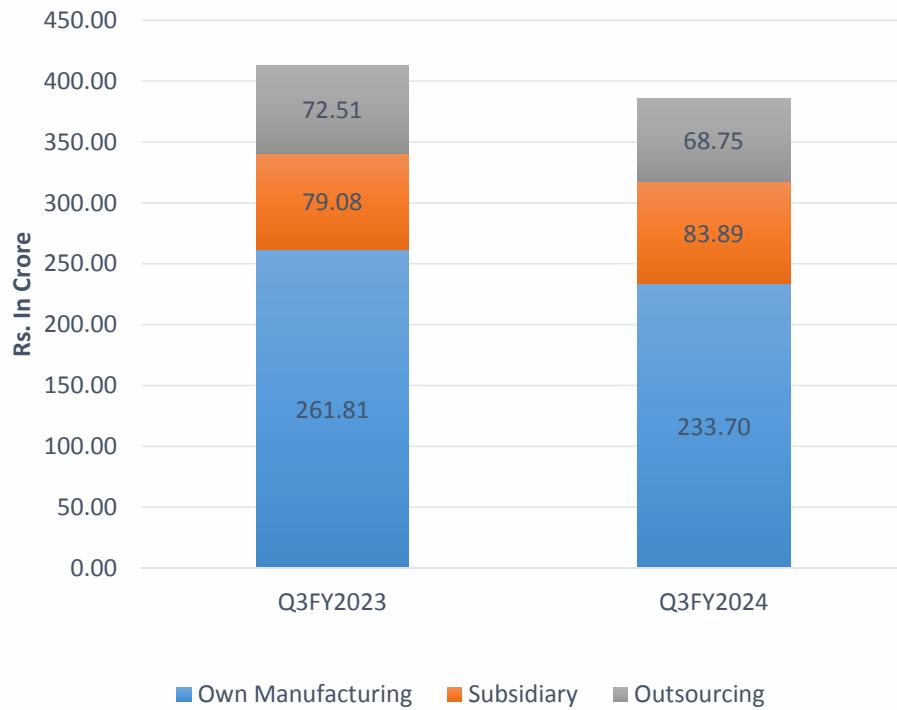
9M FY2023 VS 9M FY2024



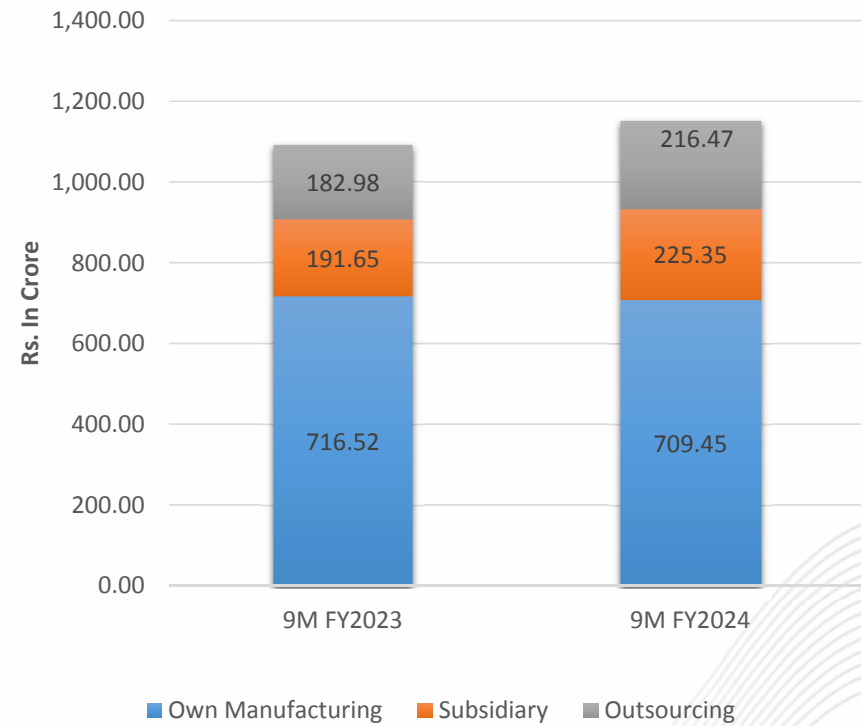
AGL – Consolidated Tiles Sales Data



Q3-FY2023 vs Q3-FY2024 REVENUE BREAK UP



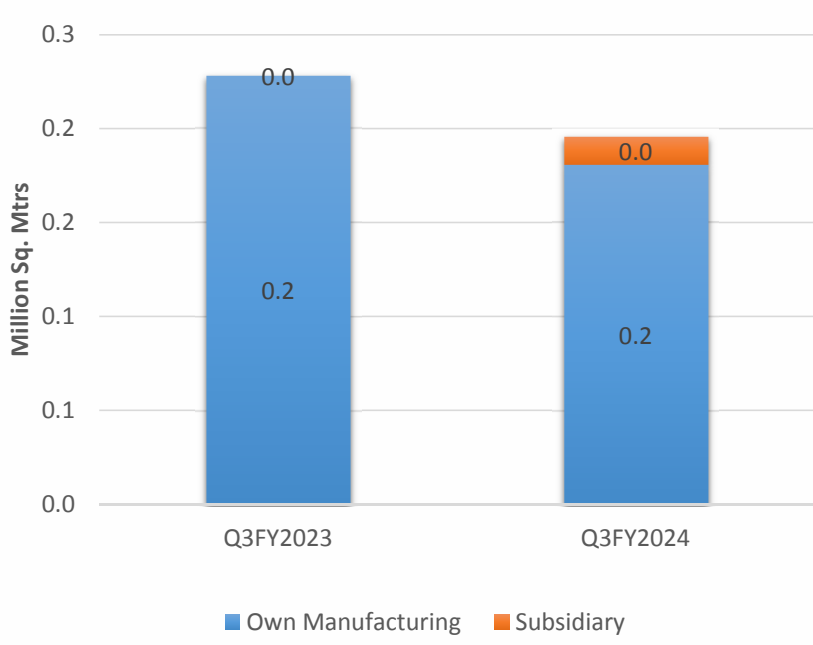
9M FY2023 vs 9M FY2024 REVENUE BREAK UP



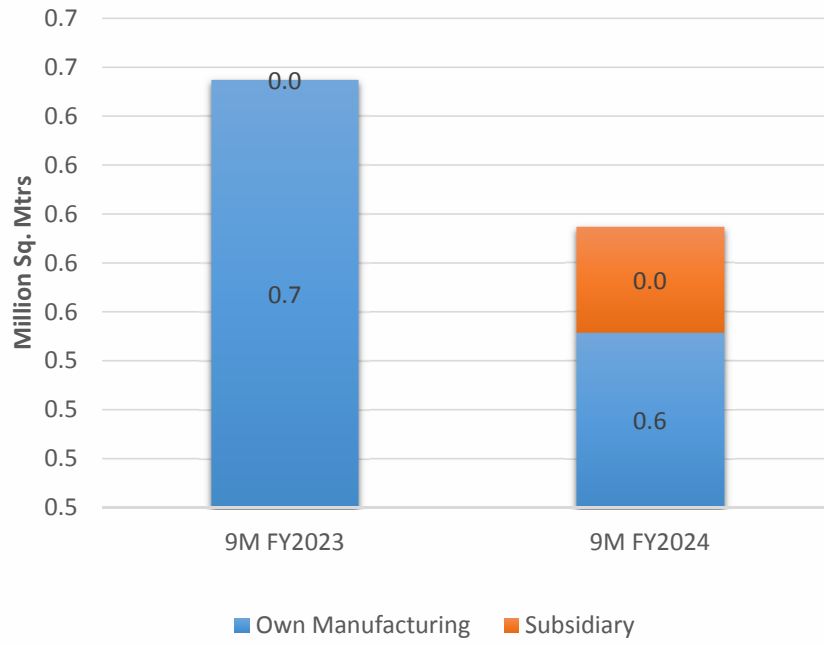
AGL – Consolidated Marble & Quartz Production Volume Data



Q3-FY2023 VS Q3-FY2024



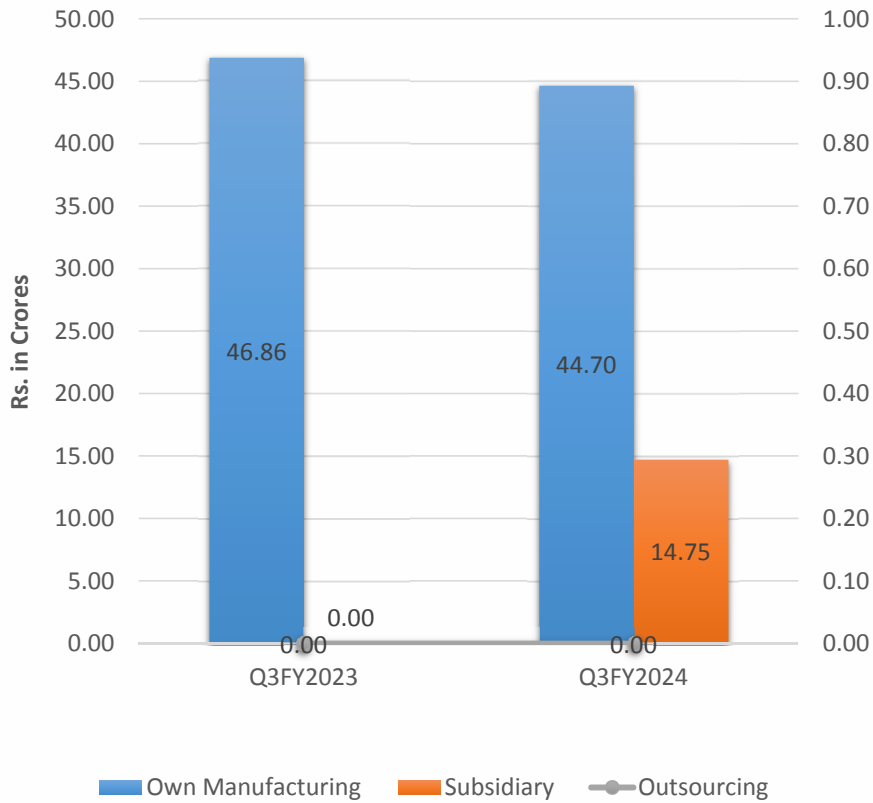
9M FY2023 VS 9M FY2024



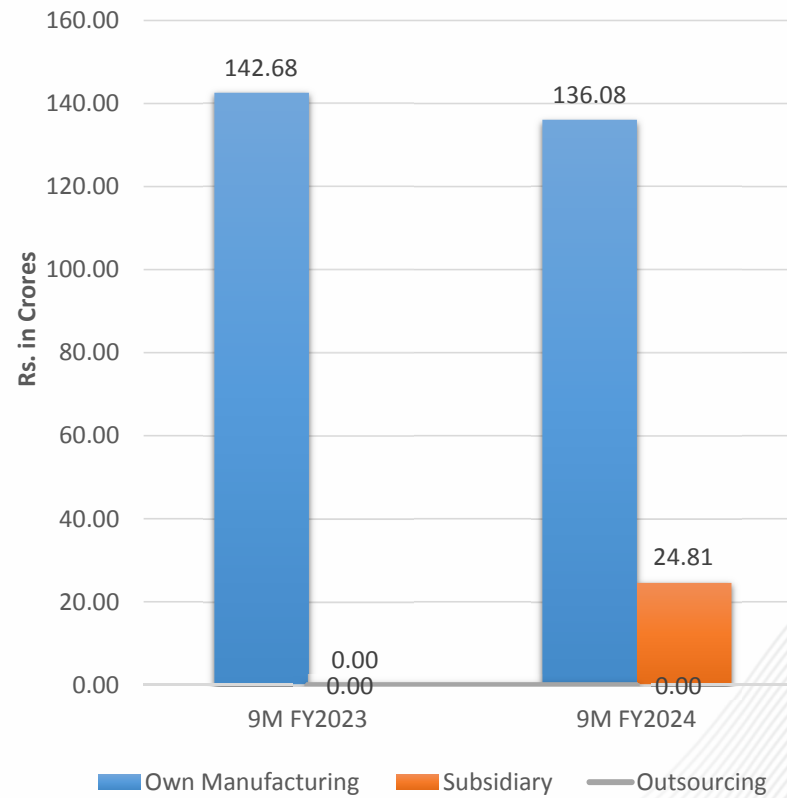
AGL – Consolidated Marble & Quartz Sales Data



Q3-FY2023 vs Q3-FY2024 REVENUE BREAK UP



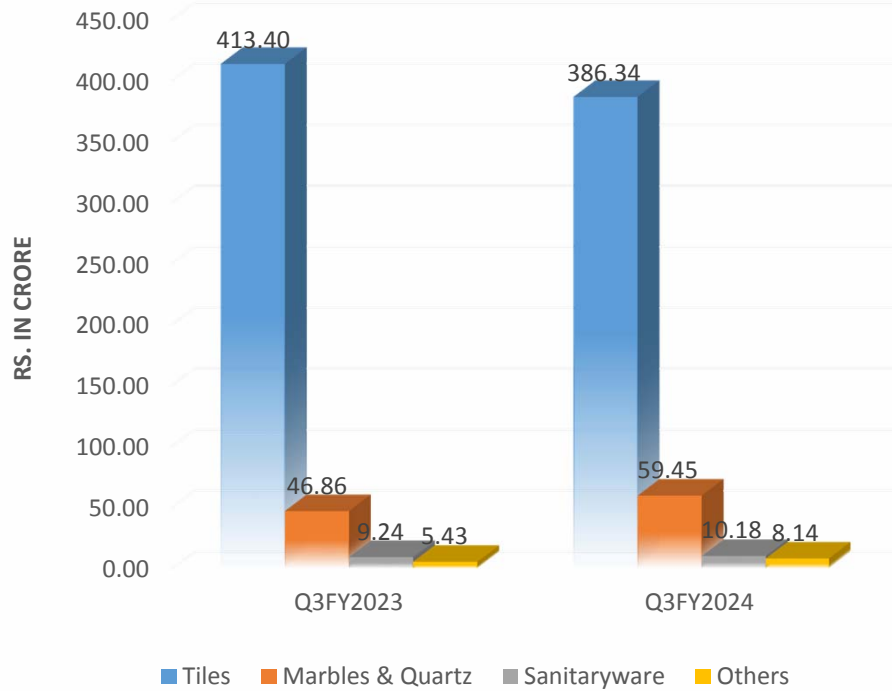
9M FY2023 vs 9M FY2024 REVENUE BREAK UP



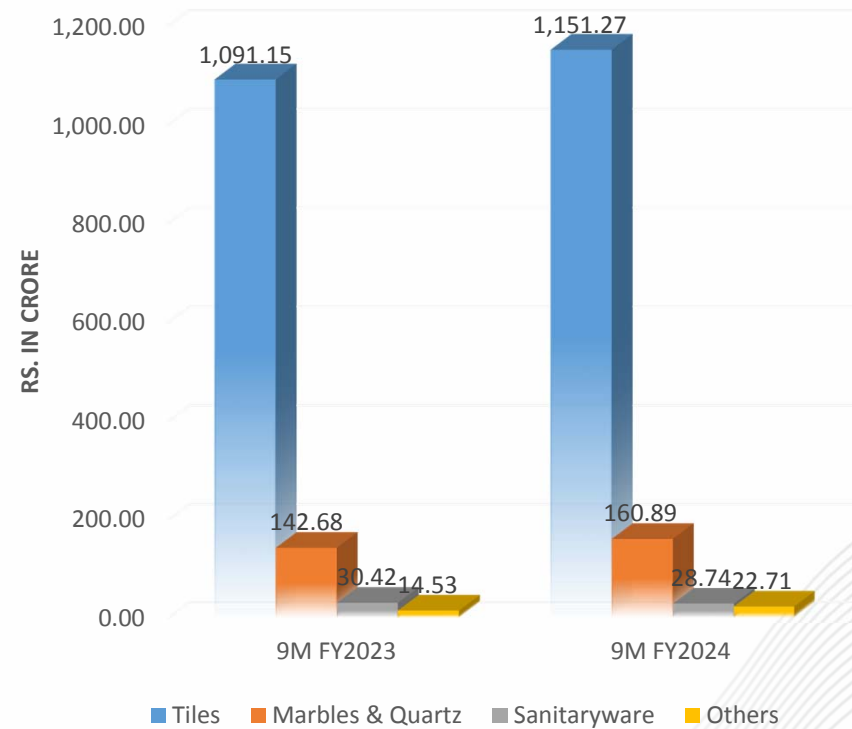
AGL – Consolidated Sales Data



Q3-FY2023 vs Q3-FY2024 REVENUE BREAK UP



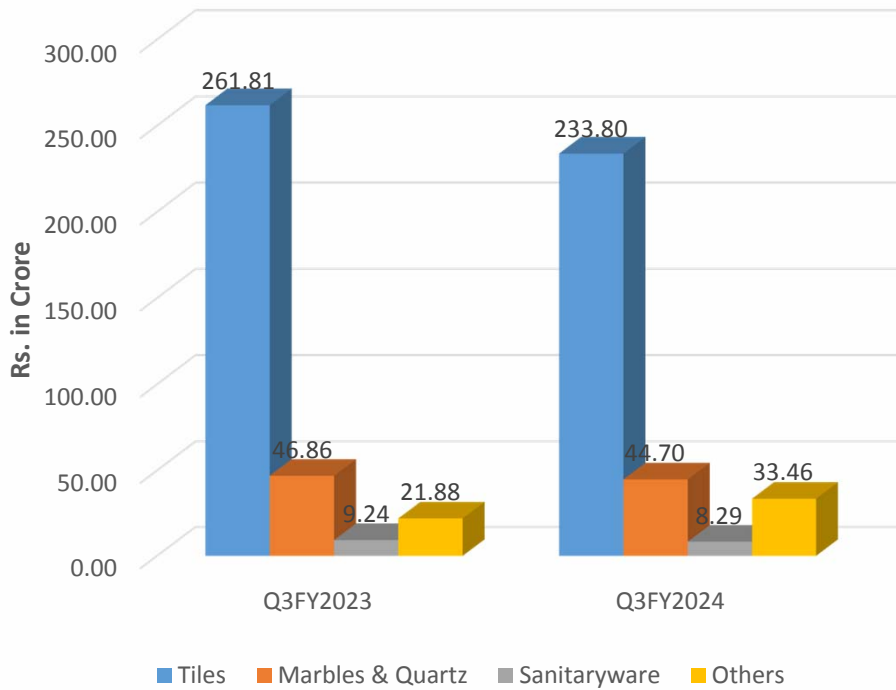
9M FY2023 vs 9M FY2024 REVENUE BREAK UP



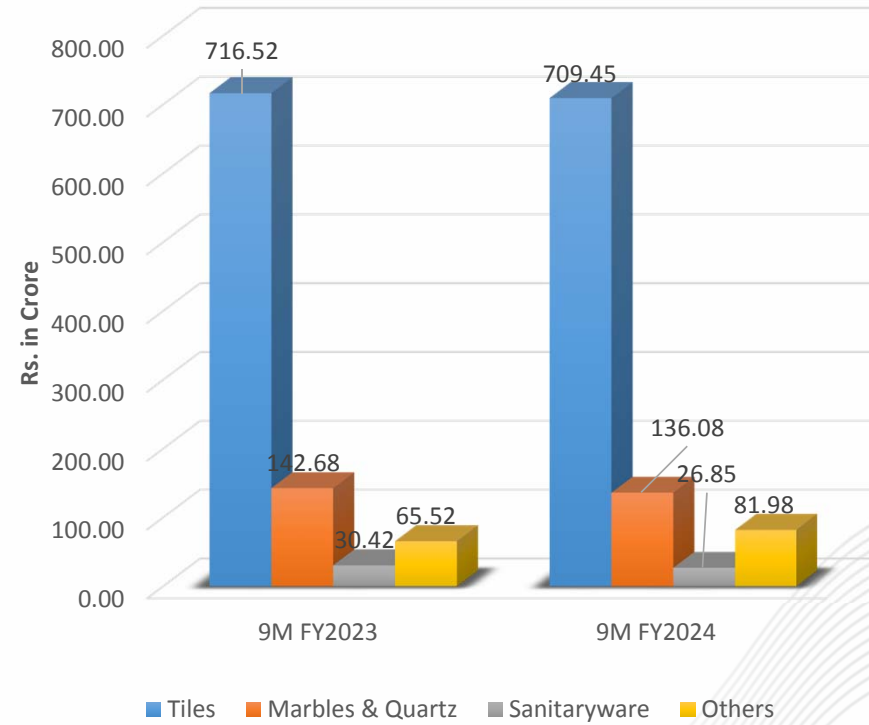
Note: Consolidated sales data includes sales by outsourcing companies

AGL – Standalone Sales Data

Q3-FY2023 vs Q3-FY2024 REVENUE BREAK UP



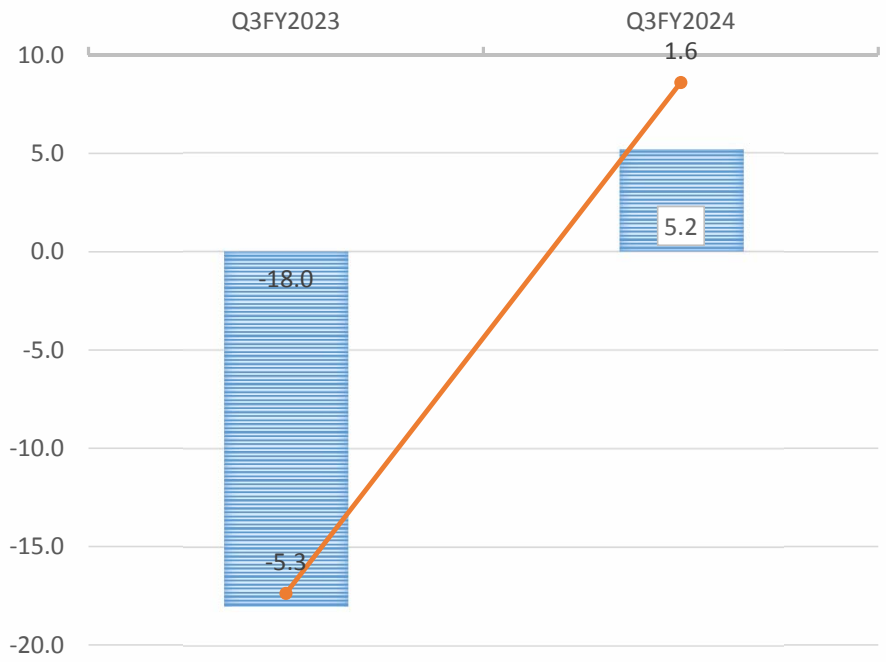
9M FY2023 vs 9M FY2024 REVENUE BREAK UP



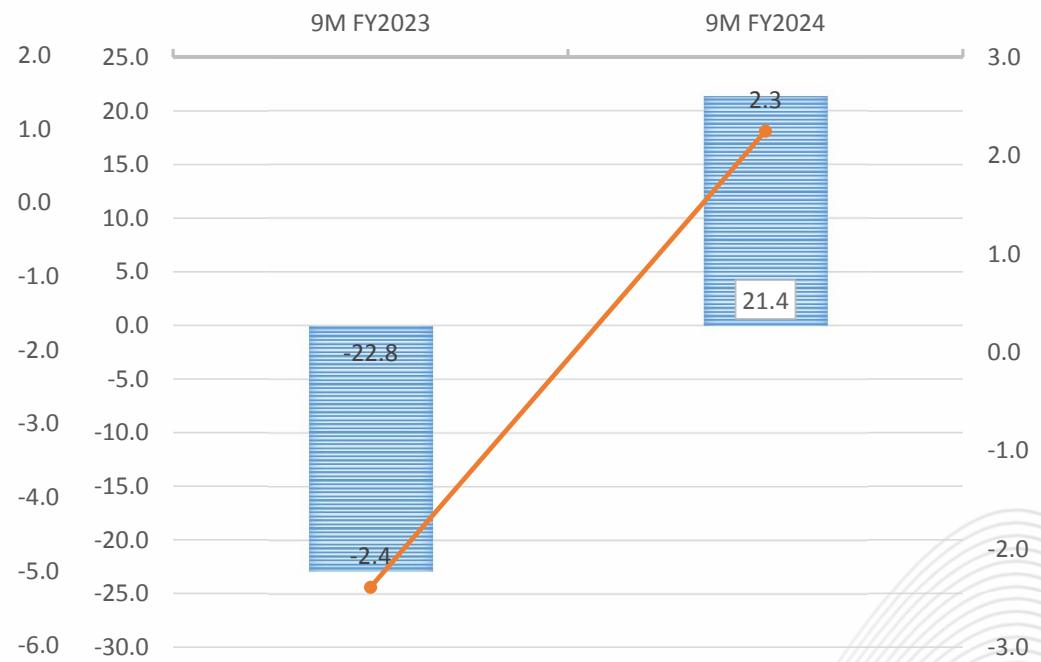
Snapshot of Standalone Financial Performance



EBITDA & EBITDA MARGIN (%)



EBITDA & EBITDA MARGIN (%)



EBITDA EBITDA Margin (%)

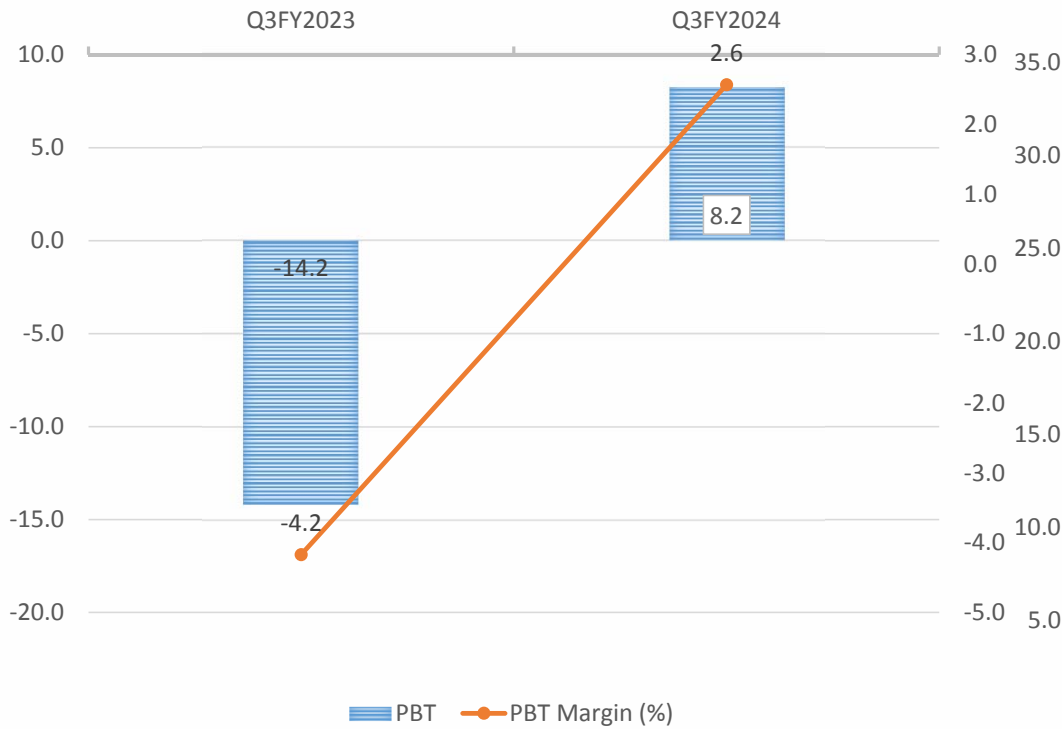
EBITDA EBITDA Margin (%)

Nos. excludes other income

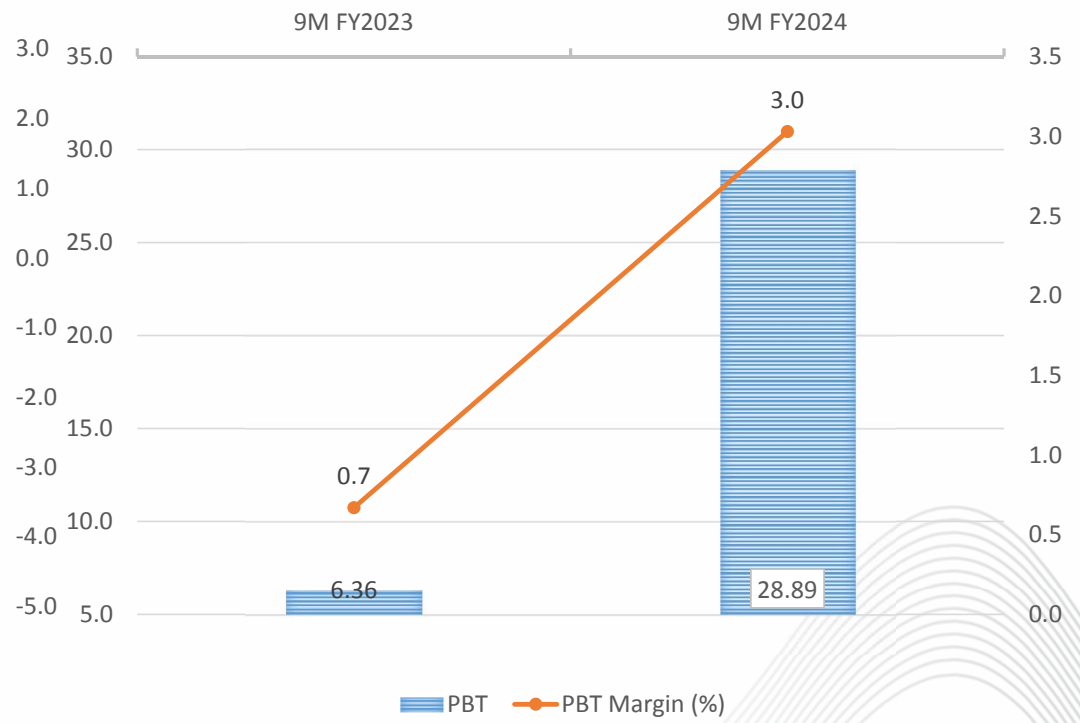
Snapshot of Standalone Financial Performance



PBT & PBT MARGIN (%)



PBT & PBT MARGIN (%)



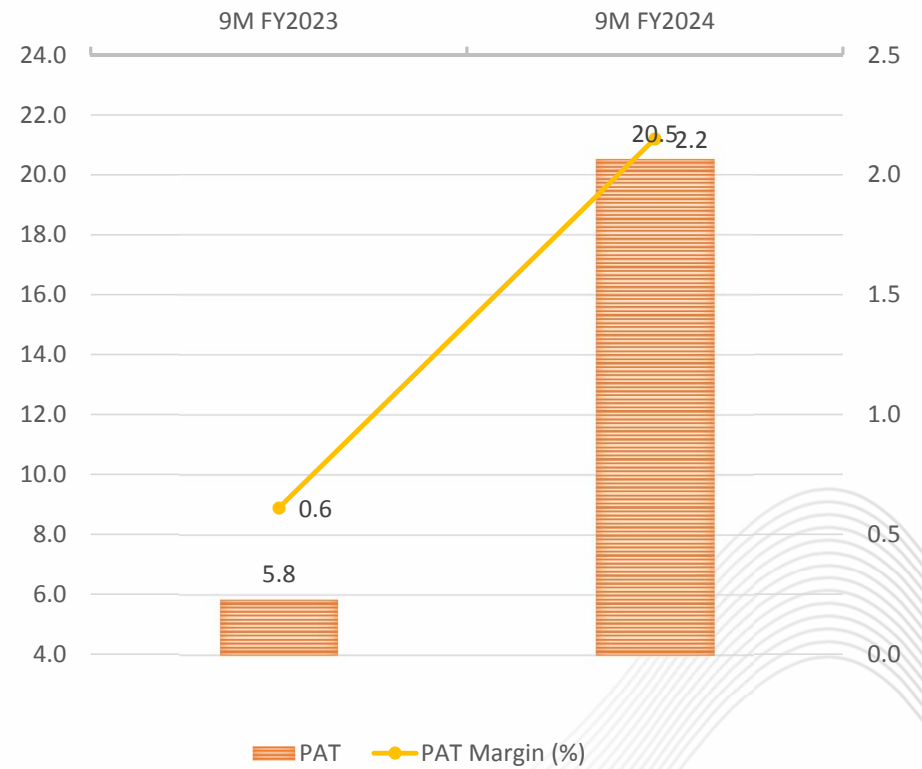
Snapshot Of Standalone Financial Performance



PAT & PAT MARGIN (%)



PAT & PAT MARGIN (%)



AGL is One Stop Solution for Luxury Surfaces and Bathroom Solutions



Asian Granito India Limited (AGL)

Tiles and Slabs

AGL OWN PLANTS

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

AGL SUBSIDIARY PLANTS

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

OUTSOURCING PLANTS

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

Marble & Quartz

AGL OWN PLANTS

- Dalpur (Marble)
- Dalpur (Quartz)

AGL SUBSIDIARY PLANTS

- Amazoone, Dalpur (Quartz)

Sanitaryware & Fittings

AGL OWN PLANTS

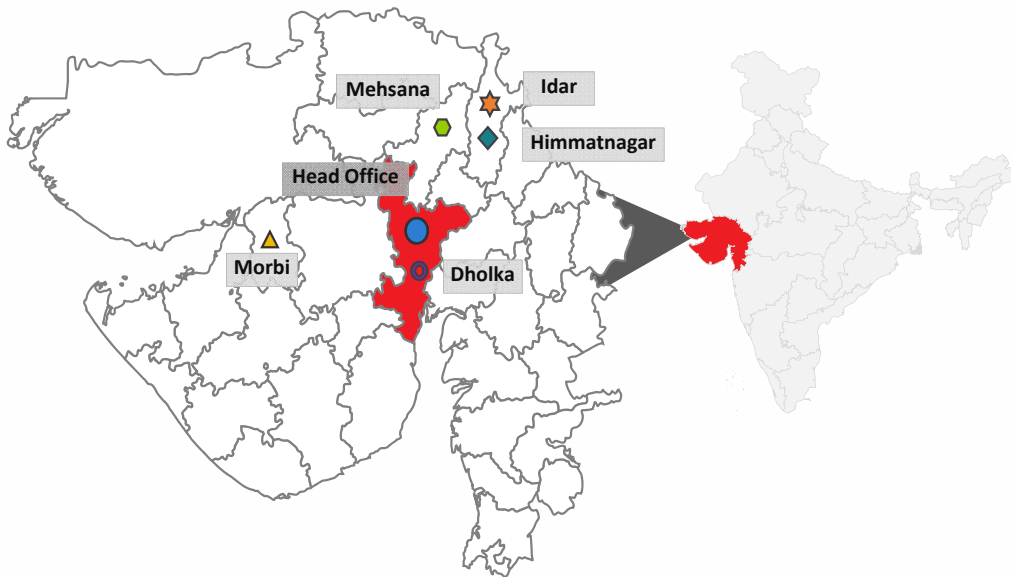
- Currently being sourced from partners under sourcing agreements

AGL SUBSIDIARY PLANTS

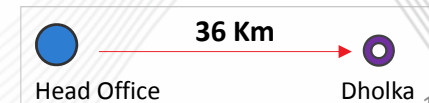
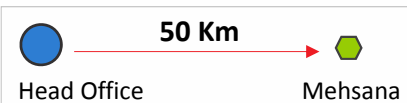
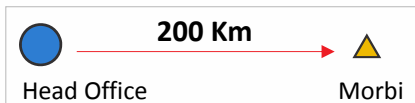
AGL Sanitaryware, Morbi

Manufacturing Locations Details with Capacity

 Ahmedabad Head Office



S.N.	Product Type	Production Capacity (MSM)					Total
		Morbi	Himmatnagar	Idar	Dholka	Mehsana	
1	Digital Wall Tile	11.23					11.23
2	Ceramic Wall Tiles		2.97		2.31		5.27
3	Ceramic Floor Tiles			2.84			2.84
4	Glaze Vitrified Tiles	18.25	2.97			11.88	33.10
5	Composite Marble		0.83				0.83
6	Quartz		1.19				1.19
Total		29.48	7.96	2.84	2.31	11.88	54.46



Manufacturing Facilities



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

Amazone Dalpur Plant (Floor Tiles)



Crystal Mehsana Plant (DC & GVT)



GRESART Morbi Plant (Digital Wall Tile)



Future Ceramics Morbi (GVT)



OUTSOURCING

Associate Morbi Plant (Affil)



Associate Morbi Plant (Ivanta)



Associate Morbi Plant (Adicon)



**477
SKUs**

Ceramic /Porcelain Floor

1. 300x300
2. 397x397
3. 600x600
4. 600x1200
5. 195x1000

Parking Tiles

1. 300x300
2. 400x400
3. 600x600

Art Collection

1. 300x300
2. 600x600

**1621
SKUs**

Wall Tiles

1. 300x300
2. 300x450
3. 300x600

Mosaic, Subway & Pool Collection 227 SKUs

**82
SKUs**

Polished Vitrified Tiles & DC Tiles

1. 600x600
2. 800x800
3. 1000x1000
4. 600x1200
5. 800x1600

**762
SKUs**

Glazed Vitrified Tiles

1. 300x600
2. 600x600
3. 600x1200
4. 200x1200
5. 800x800
6. 800x1600
7. 800x1200
8. 800x2400
9. 800x2600
10. 800x3000
11. 1200x1200
12. 1200x1800
13. 1200x2400
14. 1200x2800

**126
SKUs**

Marble & Quartz

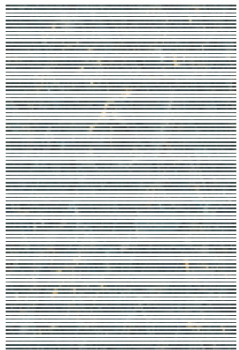
1. Quartz
3100x1400- 81
2. Composite
Marble
3025 x 1225 -45

**1100
SKUs**

Bathware

Sanitary
300+ SKUs
Faucets & CP
Fittings
800+ SKUs

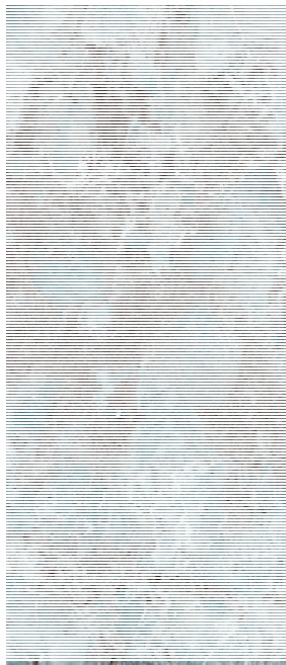
New Launched Products



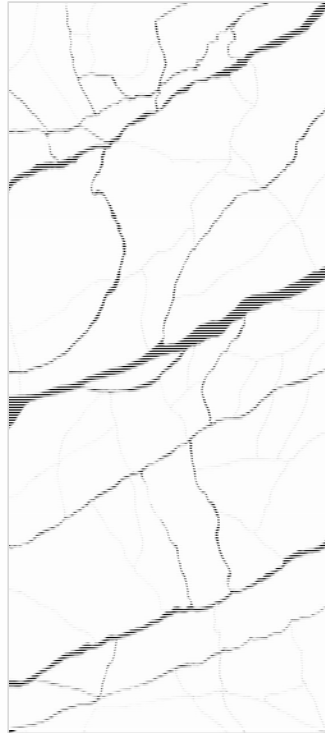
800X1200MM



**800 X 2600MM
15MM**



**1200 X 2800MM -
6MM**



**3100 X 1400MM
Signature Quartz - Robotech**



**IRIDIUM & VELVET SERIES
1200x1800 & 800x1600**



**600x600mm -12mm
Parking Tiles**

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

Brand Visibility Enhancement through New Age Means

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

 **1.5 Million Followers**

 **47 k Followers**

 **5.5 k Followers**

 **20.3 k Followers**

- Induct a renowned and respected celebrity icon as brand ambassador

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

AGL is the highest followed Tiles Brand on Facebook in the Country

Digital Contents in Episodes



Footprint Across India



12

Company Owned
Display Centres

6,500+

Touch
Points

35

States and UTs
Reached

2,700+

Distributors, Dealers
& S-Dealers

100+

Countries
Exports

235+

Exclusive
Franchise

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



Distributor Network

67 Distributors
across 14 states and union territories at strategic locations to ensure on-time delivery

Dealer Network

2,700 Dealers and Sub-Dealers across 33 states and union territories representing our retail presence

Franchise Network

235 Exclusive AGL Franchise Partners across 24 states and union territories

Own Display Centres

12 Company Owned Display Centres across 7 states representing our retail presence

Key Developments in Subsidiary Operations

- In **Future Ceramic Pvt. Ltd.**, wholly-owned subsidiary, a new manufacturing facility has commenced its commercial operation from 01 July 2023; dedicated in manufacturing high-value large-format glazed vitrified tiles (GVT). With a substantial investment of Rs.174 Crore and a robust installed capacity of 5.94 million sq. mtrs. per annum, this facility positions us to capitalize on the escalating demand in the GVT segment and the plant marks a significant stride towards enhancing our production prowess.
- In **AGL Sanitaryware Pvt. Ltd.**, wholly-owned subsidiary, a new manufacturing facility has commenced its commercial operation from 01 October 2023 dedicated in manufacturing a cutting-edge sanitaryware products. With an investment of Rs.46 Crore and an installed capacity of 0.66 million pieces per annum, this strategic move transitions us from third-party sourcing to internal manufacturing of Bathware and is expected to significantly bolster our margins going forward.

AGL Expansion Details

- AGL Surfaces INC is a Company which has been formed as Wholly Owned Foreign Subsidiary of M/s Asian Granito India Limited with an object to undertake selling & marketing activity of its quartz products in USA.
- Company has incorporated Wholly Owned Subsidiary Company at Sharjah, UAE namely HARMONY SURFACES MARBLES TR. L L C S.P with an object to undertake the trading activities pertaining to Ceramic and Porcelain products like Marble, Tiles mainly large slab etc.
- 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.



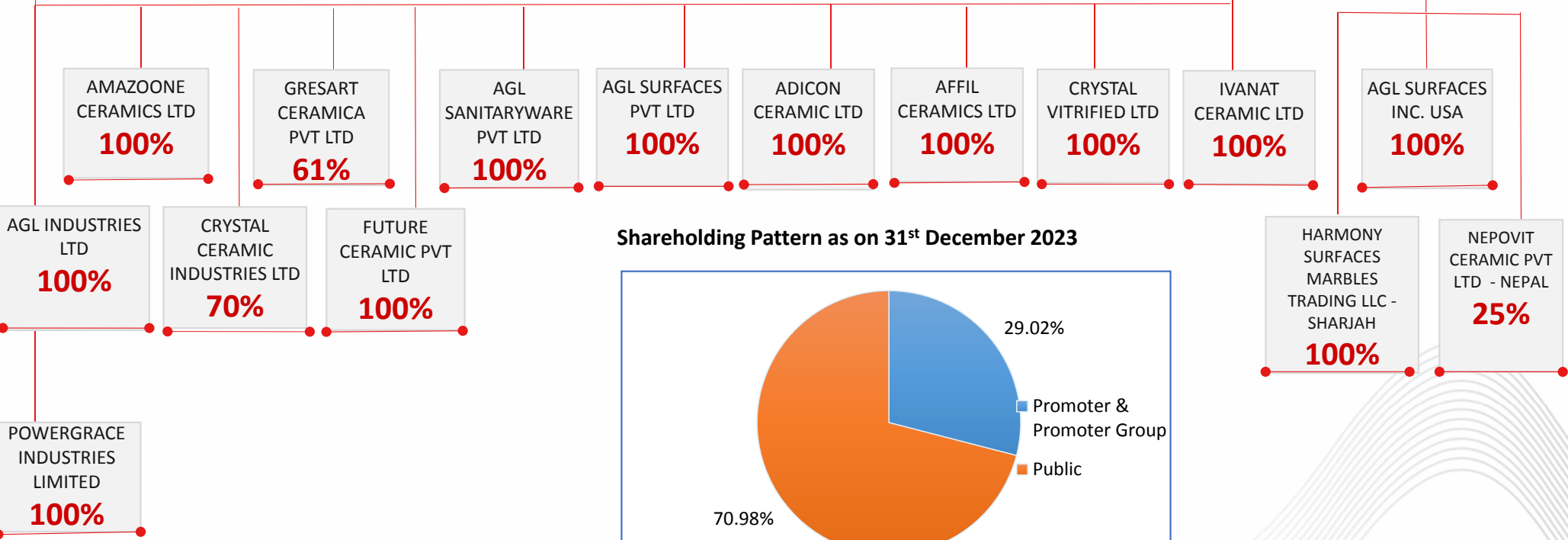
Shareholding Pattern Chart



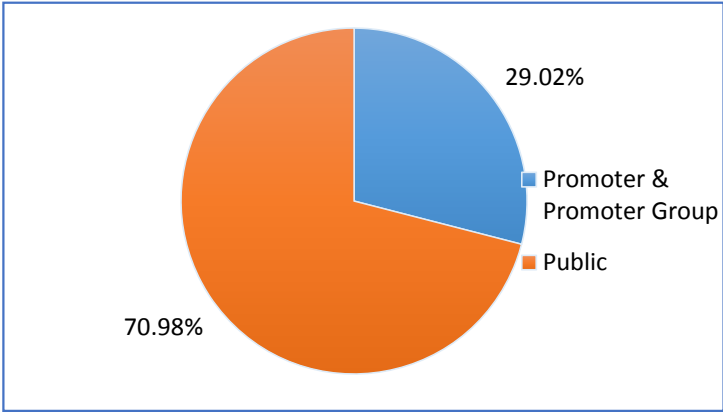
ASIAN GRANITO INDIA LIMITED

DOMESTIC

FOREIGN



Shareholding Pattern as on 31st December 2023



About Asian Granito India Limited

Established in the year 2000, Asian Granito India Ltd. (AGL) has emerged as India's leading Luxury Surfaces and Bathware Solutions brand in a short span of two decades. The Company manufactures and markets a wide range of Tiles, Engineered Marble and Quartz, Sanitary ware and Faucets. AGL products are synonymous with reliability, adaptability, innovation, quality consciousness and the company has created a strong brand identity, well recognized globally and loyal customer following across segments.

Ranked amongst the top ceramic tiles companies in India, AGL has achieved nearly 40 times growth in its production capacity, from 2,500 square meters per day in the year 2000 to 1,65,000+ square meters per day, as on date (Including capacity of JVs). AGL is also the only tiles company to be acknowledged in the Vibrant Gujarat Summit 2015 for achieving phenomenal growth.

The Company has 14 state-of-the-art manufacturing units spread across Gujarat and 235 exclusive showrooms, 12 display centers across India. Further, the Company has an extensive marketing and distribution network pan India as well as in export markets.

The Company looks to strengthen its identity as the leader in the Indian ceramic industry by consistently introducing innovative and value-added products in the market to keep pace with its valued customers. Headquartered in Ahmedabad, AGL is listed on NSE & BSE and reported net consolidated turnover of INR 1562.7 crore in 2022-23. The Company exports to more than 100 countries.

(For more information, please visit: www.aglasiangranito.com)



THANK YOU