

Asian Granito India Ltd.

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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 13.08.2018

To,
Corporate Relations Department,
Bombay Stock Exchange Limited,
2nd Floor, P.J Towers,
Dalal Street,
Mumbai-400 001

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

Scrip Code: 532888

Dear Sir/ Madam,

Sub: Investor Presentation.

This is to inform you that the Company has organized a conference call for analysts and investors, Tuesday, 14th August, 2018 at 04.00 p.m., to discuss the financial performance for Q1FY2019. The investor presentation is enclosed herewith for your reference.

This is to further inform that the copy of the latest Investor Presentation as has been uploaded on the website of the Company www.aglasiangranito.com and is enclosed herewith for your information as also for the information of your members and the public at large.

This information is submitted to you pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Kindly note that changes may happen due to exigencies on the part of Host / Company.

You are kindly requested to take the same on record.

Thanking you,

Yours faithfully,

For Asian Granito India Limited

Kamleshbhai B. Patel
Chairman and Managing Director
DIN: 00229700

Encl.: As above



Asian Granito India Limited

Q1FY2019 Consolidated Financial Performance

Revenues at Rs. 238.7 Crores, growth of 6%

EBITDA at Rs. 20.4 Crores, decline of 30%

Profit Before Tax is at Rs. 7.1 Crores, de-growth of 47%

Particulars (Rs. Crs.)	Q1FY19	Q1 FY18	Y-o-Y
Net Sales	238.7	225.7	6%
EBITDA	20.4	29.4	-30%
EBITDA Margin (%)	8.6	13.0	-445 bps
Profit After Tax	5.9	10.4	-44%
PAT Margin (%)	2.5	4.6	215 bps

Press Release: 13th August 2018, Ahmedabad

Asian Granito India Limited, one of the leading manufacturers of Tiles, Marble & Quartz has declared its Unaudited Consolidated Financial Results for the First Quarter ended 30th June, 2018.

Highlights of Q1FY2019

- Net Revenue is at Rs. 238.7 Crores as compared to Rs. 225.7 Crores in the corresponding period of the previous year.
- EBITDA decline 30% to Rs. 20.4 Crores as compared to Rs. 29.4 Crores in the corresponding period of the previous year.
- EBITDA Margins are at 8.6%, Margin decline on account of higher employee cost and increase in cost of gas compared to last year.
- Profit after Tax up % to Rs. 5.9 Crores as compared to Rs. 10.4 Crores in the corresponding period of the previous year.
- PAT Margins are at 2.5%, an decline of 215 bps compared to last year same period.

Commenting on the results and performance, Mr. Kamlesh Patel, Chairman and Managing Director said:

Q1FY2019 remains tough quarter for tiles industry on account of decline in realization of products and increase in price of gas. During quarter increase in price of gas, lower realization of tile and sharp raise in employee cost resulted decline in earnings of the company. Therefore company reported decline of 44% YoY in earnings.

EBITDA remain under pressure, decline by 30% YoY for Q1FY2019, resulted decline of 215 bps in PAT margin to 2.5%. EBITDA margin decline for the quarter which was on account of decline in overall pricing of tiles , higher gas cost and sharp increase in employee cost. Due to this company was not able to maintain EBITDA margin resulted decline of 445 basis point YoY. Therefore EBITDA stood at Rs. 20.4 crore. Profit after Tax for the quarter decline by 44% YoY at Rs5.9 crore.

Lower interest expenses and decline in depreciation cost restricted the fall of earnings for the quarter compared to last years same period.

On outlook front we still believe that there is some pain remaining on pricing front which may settle by the end of Q2FY2019. However we believe that volume will continue to grow for upcoming quarters.

Price of raw material will continue to remain stable however price of gas may remain on higher side due to increase in price of crude in international market and depreciation of rupee against US dollar.

About Asian Granito India Limited

Asian Granito India Limited (AGL) was established in 2000 by Mr. Kamlesh Patel and Mr. Mukesh Patel. AGL is one of the top Indian Ceramic Companies engaged in the business of manufacturing, and trading of Ceramic Wall, Floor, Vitrified Tiles, Marble & Quartz Headquartered in Gujarat. AGL has 10 manufacturing facilities in Gujarat. AGL has production of more than 1,00,000 sqm per day including outsourcing. Pan India marketing & distribution network of more than 6000 dealers and sub-dealers and over 259+ showrooms & display centers. Company have global footprint with exports to over 58+ countries.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

Asian Granito India Limited

CIN: L17110GJ1995PLC027025

Mr. Himanshu Shah Mr. Kalpesh Thanki

www.aglasiangranito.com



— Beautiful Life —

Investor Presentation

Making **Life**
More Beautiful
Worldwide



Safe Harbor



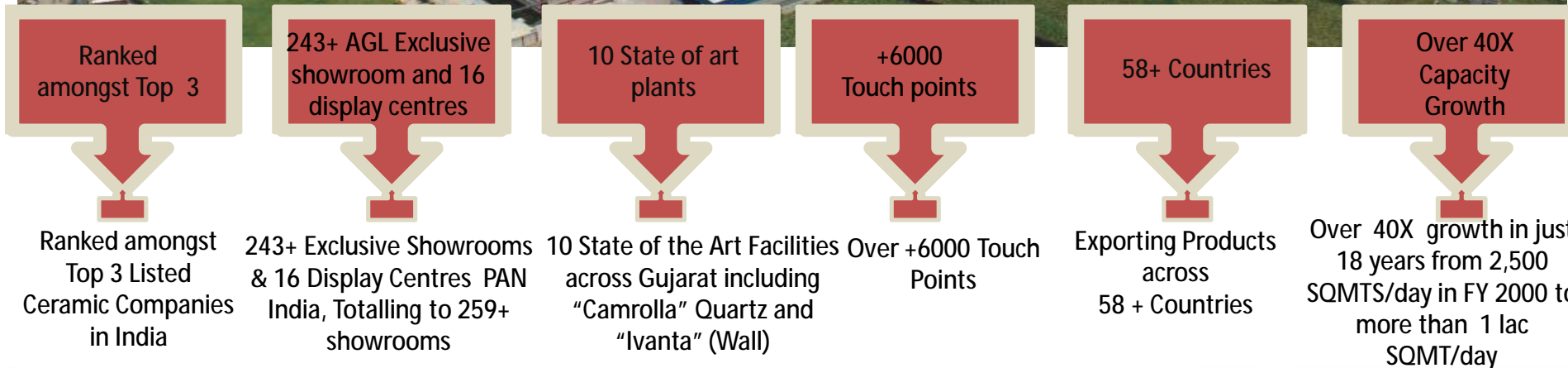
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Certain statements contained in this presentation that are not statements of historical fact constitute "forward-looking statements." You can generally identify forward-looking statements by terminology such as "aim", "anticipate", "believe", "continue", "could", "estimate", "expect", "intend", "may", "objective", "goal", "plan", "potential", "project", "pursue", "shall", "should", "will", "would", or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes

Company Snapshot

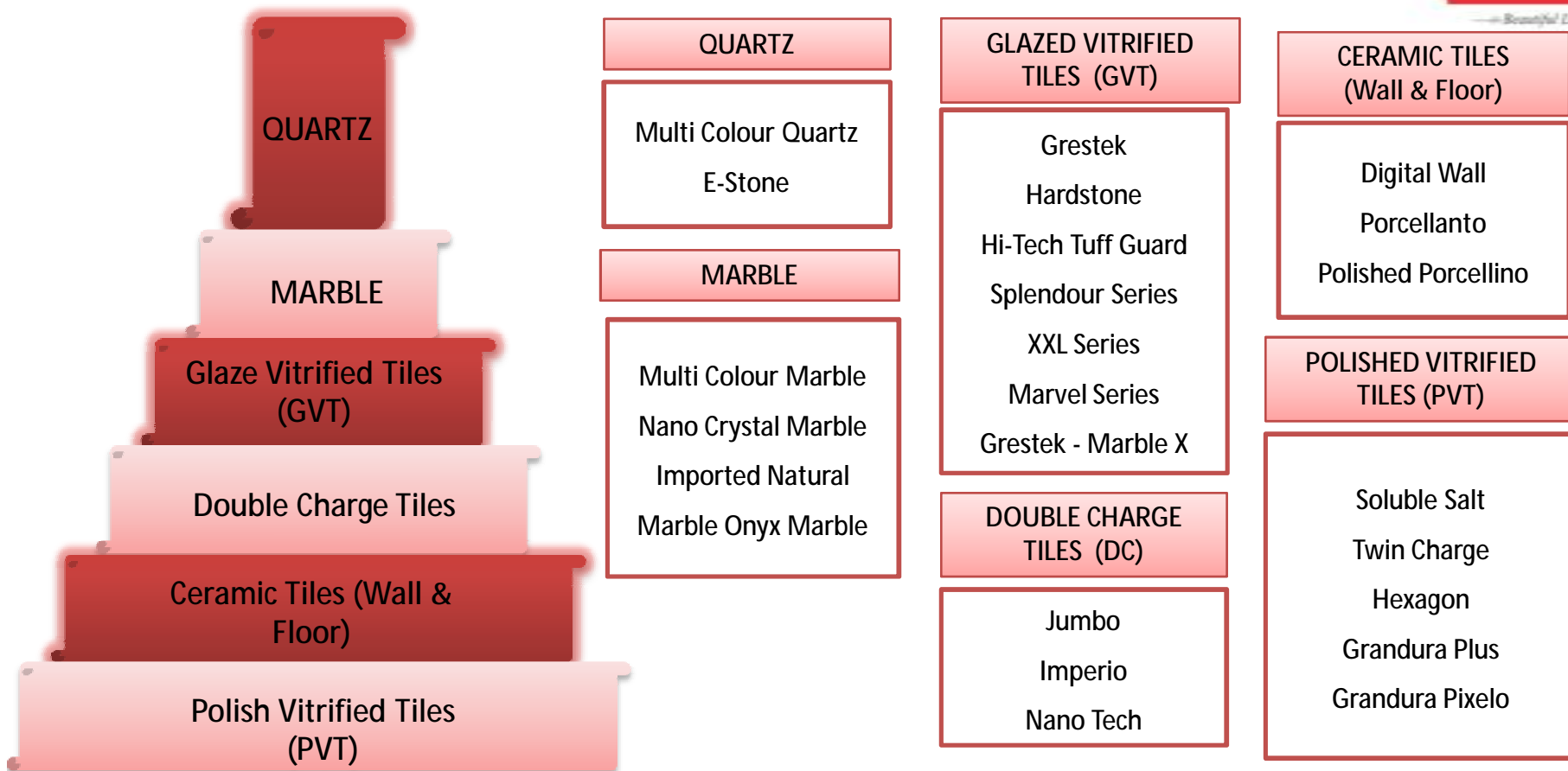


History till date...



FY03	1) Commenced Production of Ceramic Floor with 2,500 Sq. mtr per day capacity and expanded to 6,000 sq. mtr per day.
FY06	1) Established vitrified tiles facility at Himmatnagar with 4,000 sq. mtr per day capacity and expanded to 18,000 sq. mtr per day.
FY08	1) Floated IPO & Established AGL Tiles World in 14 cities. 2) Introduced India's largest wall tile capacity with 10,000 SQMTS per day
FY10	1) Expanded capacity of Wall tiles to 20,000 sq. mtr. per day. 2) Commenced production of marble slabs. 3) Established new digital printing technology for Ceramic Wall Tiles
FY12	1) Commenced Quartz slab production. 2) Launched digital glazed vitrified tiles. 3) Introduced four- colour digital printing technology
FY13	1) Introduced 6-colour digital tile printing. 2) Expanded range in the value-added category. 3) Increased number of AGL tiles World outlets to 50
FY15	1) Launched double-charged polished vitrified tiles Introduced 8-colour digital printing. 2) Increased manufacturing units to 8 and capacity to 1,00,00 0 sq. mtrs per day including outsource
FY16	1) Amalgamation of Artisque Ceramic Pvt Ltd with Asian Granito Ltd (AGL).
FY17	1) Expanded the product portfolio in Marble. 2) Introduce new Muti-Colour Quartz range to diversified from single colour
FY18	1) Launched new state of the art Product Range 'RAINBOW GLITZ'. 2) Launched New Large Format Tiles in GVT. 3) New Company owned showroom opened in Ahmedabad

Wall & Floor Solution - Product Category & Range



Plant wise Capacity with Utilization level



Type of plant	Location	Capacity Per day (SQMTS)	Capacity P.A (MSQMTS)
Own Plants			
Ceramic Wall	Dalpur	14000	4.62
Glaze Vitrified Tiles	Dalpur	13000	4.29
Ceramic Wall	Dholka	6000	1.98
Ceramic Floor	Idar	7500	2.48
Composite Marble	Dalpur	2200	0.73
Quartz	Dalpur	1600	0.53
Total		44,300	14.62
Subsidiary Plants			
Polish Vitrified Tiles	Crystal	9000	2.97
Glaze Vitrified Tiles	Crystal	6000	1.98
Double Charge	Crystal	12000	3.96
Ceramic Floor	Amazoon	6000	1.98
Parking	Amazoon	6000	1.98
Total		39,000	12.87
100% Outsource Arrangement (Morbi)			
All type of Tiles	AFFIL, Ivanta & Others	18000	5.94
Grand Total		101,300	33.4

TOTAL CAPACITY : + 1,01,300 Sq. Metres per day

SQMTS – Square Metres

MSM – Million Square Metres

Key Professional Personals



Ashish Mehta
Senior President – Sales & Marketing



B. M. SINGHAL
Director - Camrolla



CA HIMANSHU SHAH
General Manager - Finance



RAHUL SHARMA
Vice President - GVT



Mr. PATTANSHETTY
VP – Tile Operations



SANJAY KAUL
Associate VP – Business Development



CHIRAG DAVE
Associate VP – BONZER 7

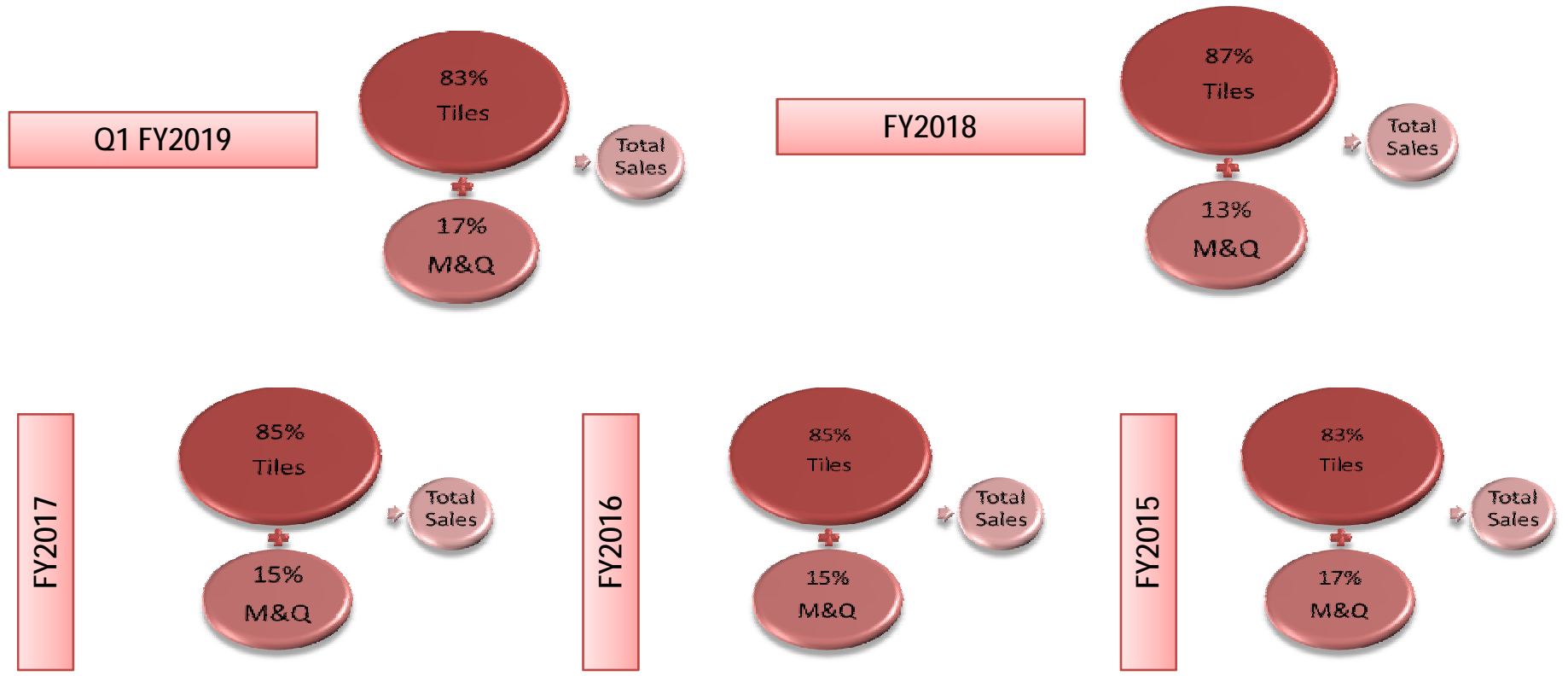


Pankaj Mediratta
Associate VP – Key Accounts



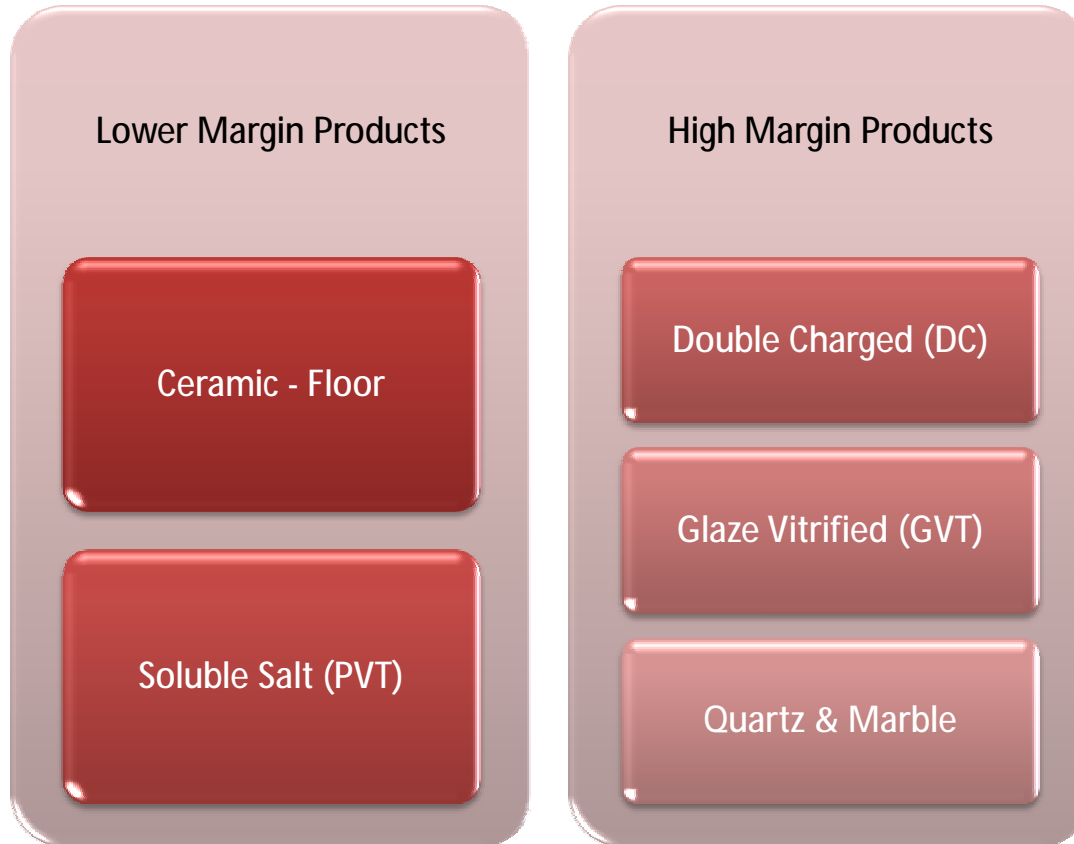
Product Wise Analysis

Revenue Break Up – Tile and Marble & Quartz





Shift towards high value added products

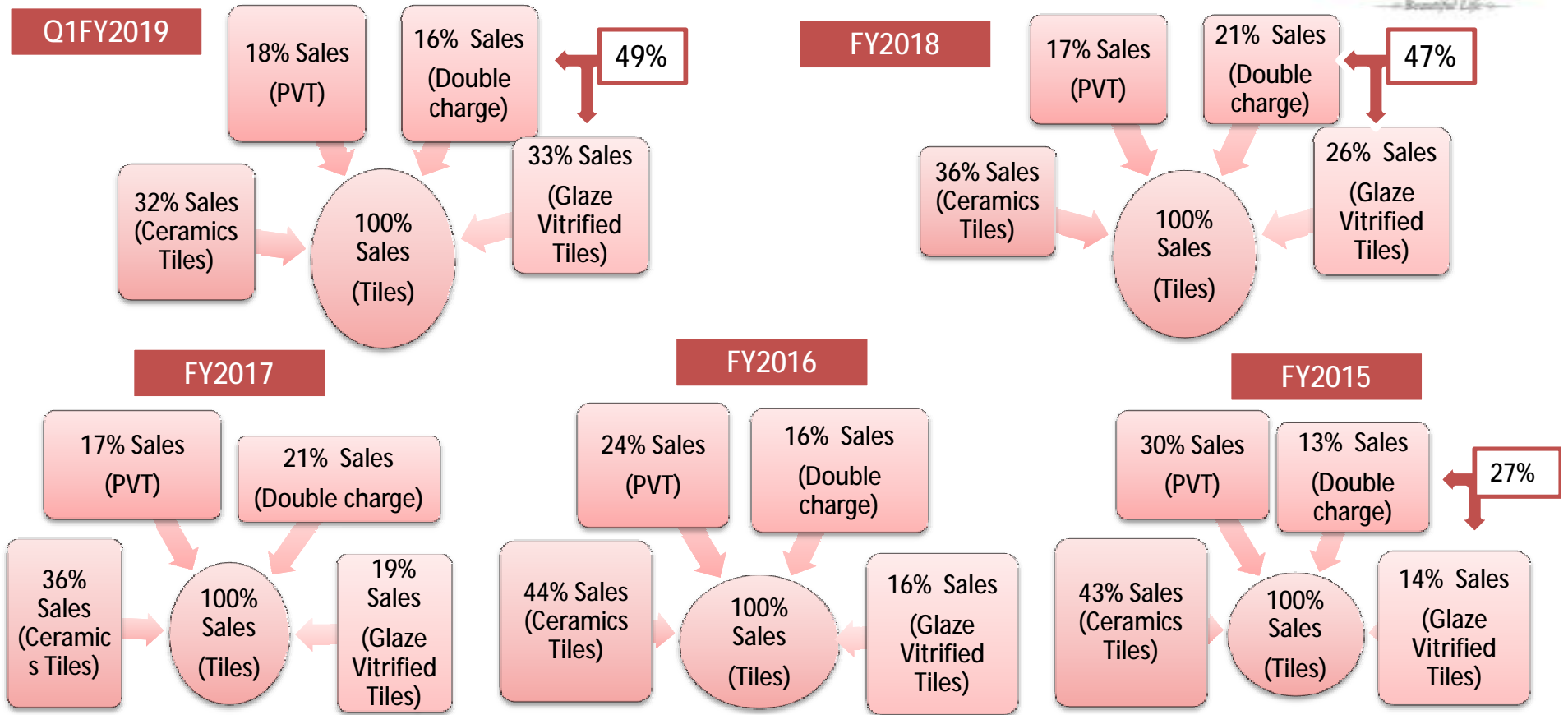


On Product Strategy part company is focusing on high margin value added products

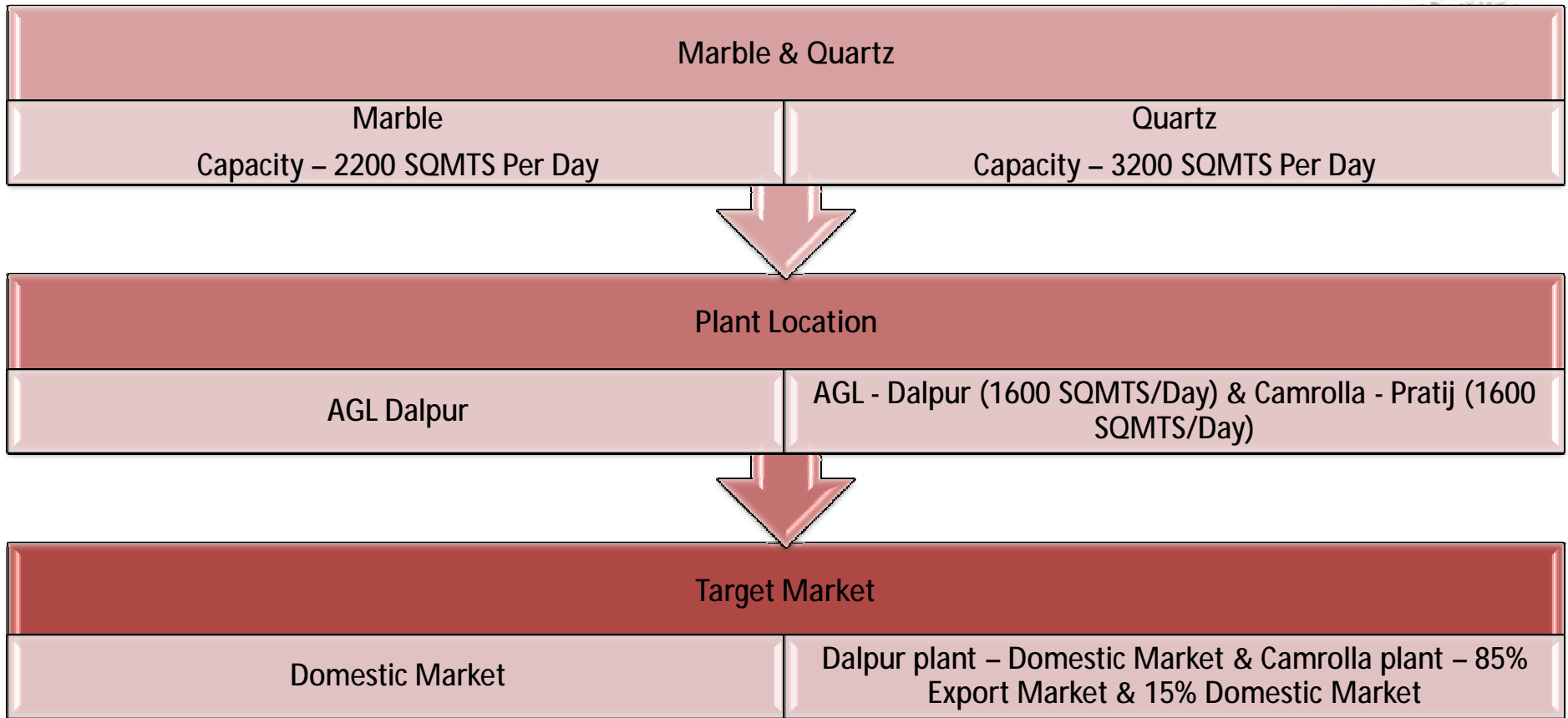
Hence company has started to outsource low end commodity products and focusing on manufacturing of high end products.

Company is manufacturing products i.e. GVT, Double Charged and Marble & Quartz

Revenue Break Up of Tiles Division– Ceramic, PVT, DC & GVT



Marble & Quartz



List of Innovative Products with Size

Product Name	Size in mm
ØSpecial Effect Wall tile	300X600
ØDouble charged Tiles (DC)	600 X 1200, 800 X 1600
ØHardstone Full Colour Body	600 X 600, 600 X 1200
ØGRESTEK – Marble X Series	900 X 1800, 1200 X 1200 1200 X 2400, 800 X 1600
ØGRESTEK – Platina Series	300 X 1200
ØRainbow Glitz - 9 COLOR DIGITAL TILES WITH SPECIAL EFFECTS	300 X 900 300 X 600
ØGLISTER – POLISHED PORCELAIN TILES	600 X 600
ØSTEP & RISER	300 X 1200
ØECO BLANCO	300 X 300
ØEngineered Quartz (Different Sizes to cater to different markets)	1400 X 3100 1600 X 3200
ØCARARRA White (World's Whitest Tile – in unglazed large format Double Charge)	800 X 800
ØPolished Vitrified Tile (Double Charge) & Big Crack Stone (new design introduced first time in India)	800 X 1200 & 1000 X 1000
ØGrandura (Parking Tiles)	300 X 300 & 400 X 400
ØHexacon Tiles (first to introduce)	305 X 350



INNOVATION is the key to Future Growth as new products will lead to Higher Realizations and Better Margins



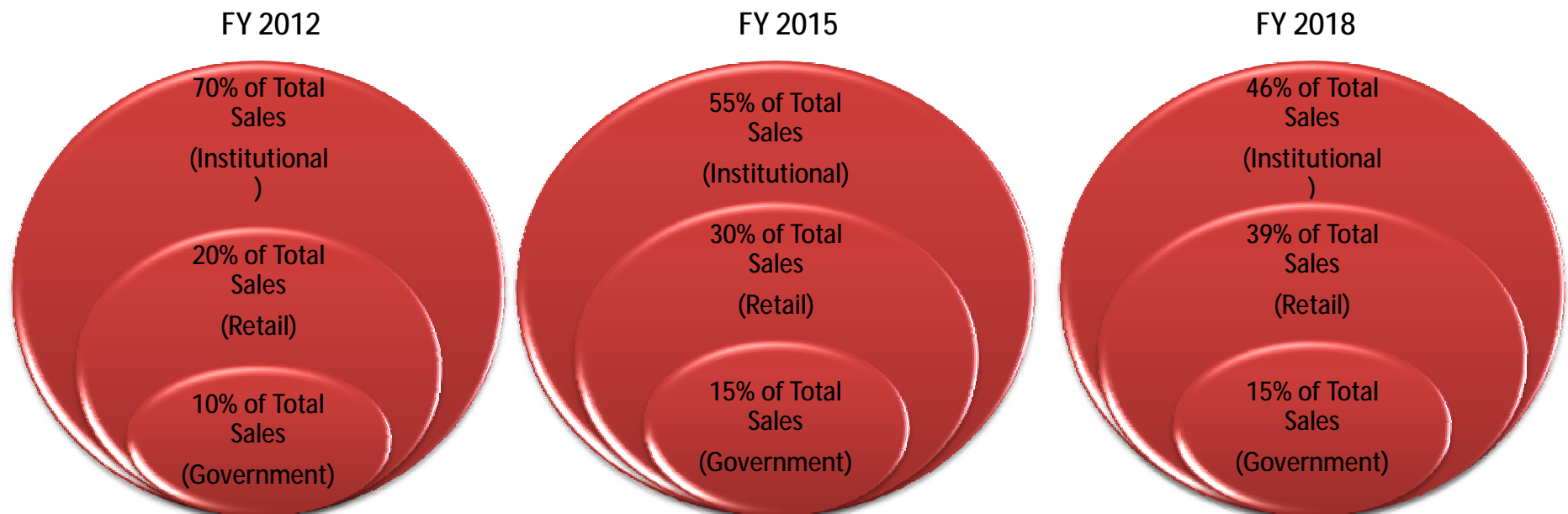


Sales & Distribution Network

Change in business strategy from B2B to B2C



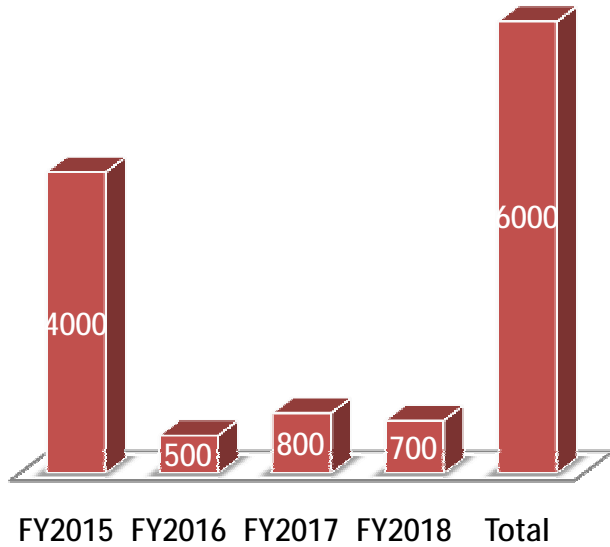
1. Mapping market town with population more than 1 lac .
2. Initiative to increase Direct Interaction with Customers.
3. On time delivery to customers across the markets.
4. Focusing on Franchise Owned Franchise Operated exclusive showrooms.
5. Opened one of the biggest Company Owned Company Operated display center in Ahmedabad.



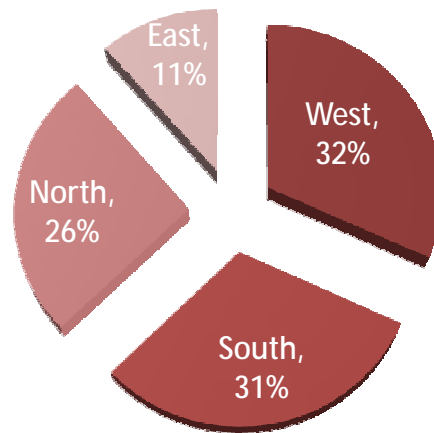


Distribution Network

Addition in Dealers & Sub-Dealers (Fig in No.)



Geographical Revenue Breakup



Dealers, FOFO and COCO details

Company have 1230+ dealers

Company have 243+ Franchise Owned Franchise Operated (FOFO) AGL Tile Exclusive Stores spread across India.

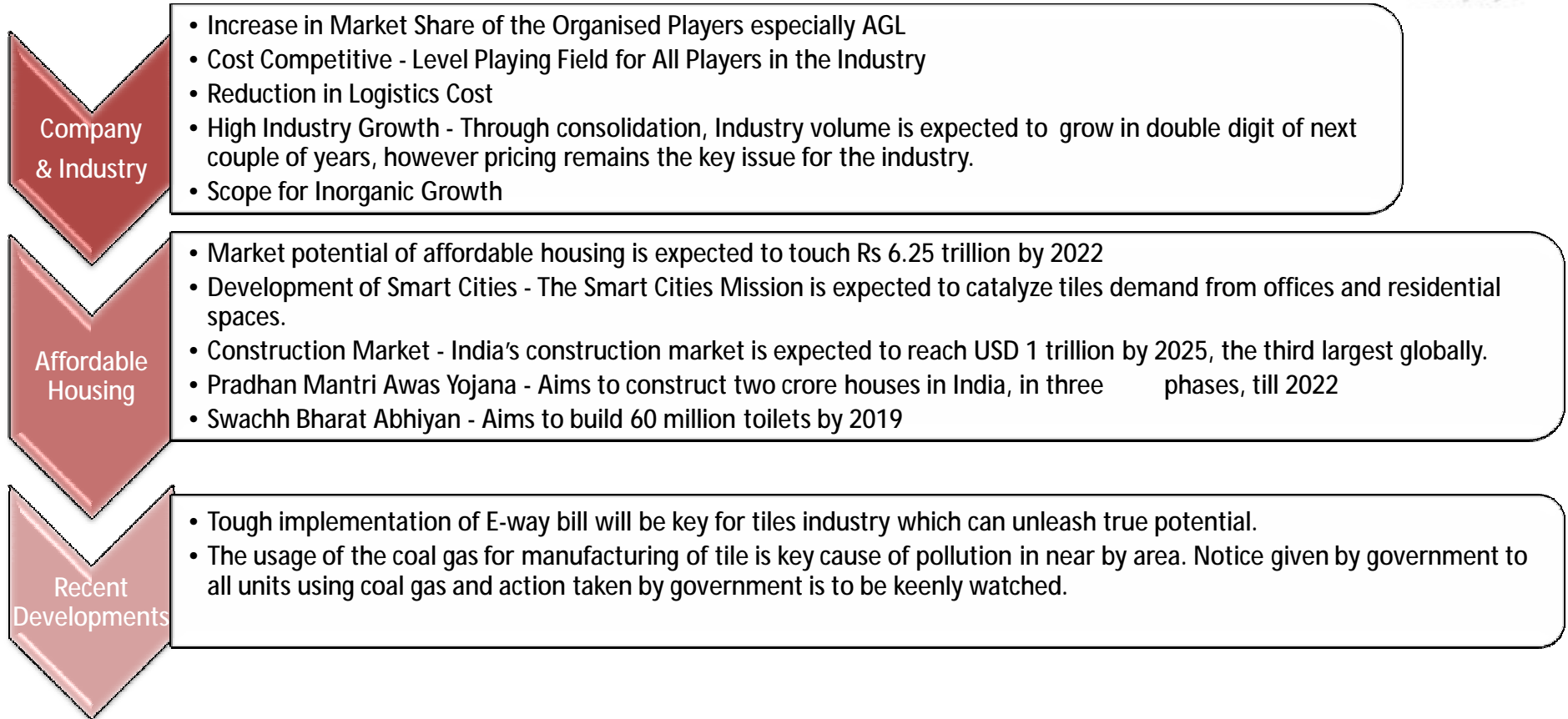
Company also owns 16 display centres. Operated under Company Owned Company Operated (COCO) model. Recently company has opened one of the biggest display in Ahmedabad spread over 18000+ SqFt.

STRONG GLOBAL FOOTPRINT

Presence in 58+ countries across the Globe



Growth drivers and Key Development for the Industry



Marquee Clientele



दिल्ली मेट्रो रेल कॉर्पोरेशन लिमिटेड
Delhi Metro Rail Corporation Limited



A Navratna CPSE



Architect
Hafeez
Contractor

N E X A

SHOPPERS STOP

Raymond



NCC

LODHA



adani™



Key Government Departments, Public and Private Projects



Government Departments	Public & Private Projects
Military Engineer Services (MES)	Shapoorji palanji engineering construction
Central Public Works Department	Reliance Industries Ltd
Telangana State Road Transport Corporation	Shapoorji Palanji
Central Leather Research Institute	Reliance JIO
Consultancy Wing - Guru Nanak Dev University Arch Dept	S D corp
Transmission Corporation of Andhra Pradesh	Verka
HP Public Works Department	Godrej
Public Works Department	State Bank of India
APSMIDC	Life Insurance Corporation of India

Certifications & Awards



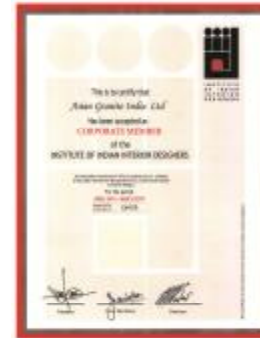
ISO 9001 2015 & 14001 2015



GRIHA CERTIFIED



CERTIFIED ONE STAR EXPORT HOUSE



CORPORATE MEMBER OF IID



MEMBER OF IGBC



CE CERTIFICATION



AGL is now a MEGA BRAND Latest Recognition by Architecture + Design - 2016



RISING ENTREPRENEUR of the Year Award



Energy Conservation Award received from the President of India



Asia's Most Promising Brand 2017



NEXT FORTUNE 500 COMPANY 2018

CSR Activities



Contribution to the AKSHAY PATRA Foundation



Regular Blood Donation Camps



World Environment Awareness Program



Educational Development in Backward Region – Asian Institute of Technology



AGL – Promising Brand

Marketing Activities – AGL Arcade at Ahmedabad



- Ahmedabad's Biggest Luxury Tile Arcade with Display of sheer range of Tiles, Marble & Quartz spread across 18000+ SqFt.



Marketing Activities – Campaign on Electronic media and Exhibition



- From 1st November, 2017 we have begun our New Brand Campaign (*Chala De Jaadoo*) on all platforms i.e. Electronic Media, Digital Media and Outdoor Marketing PAN India
- Showcase Ad Commercials in 1,400 Screens across India in Major Cinemas during 3 Mega Blockbusters
- Advertisement in Top In flight & Architect Magazines
- Participation in International Exhibitions : CERSAIE – Italy
- Active online presence in Social Media : Facebook, Twitter, Pinterest
- Extensive Regional Road Shows in Gujarat, Maharashtra and Kerala

Cersaie Exhibition - Italy



Asia's Most Promising Brand 2017



Asia's Most Promising Brand 2017



Mumbai Launching – One of the Largest Product Launch by Company



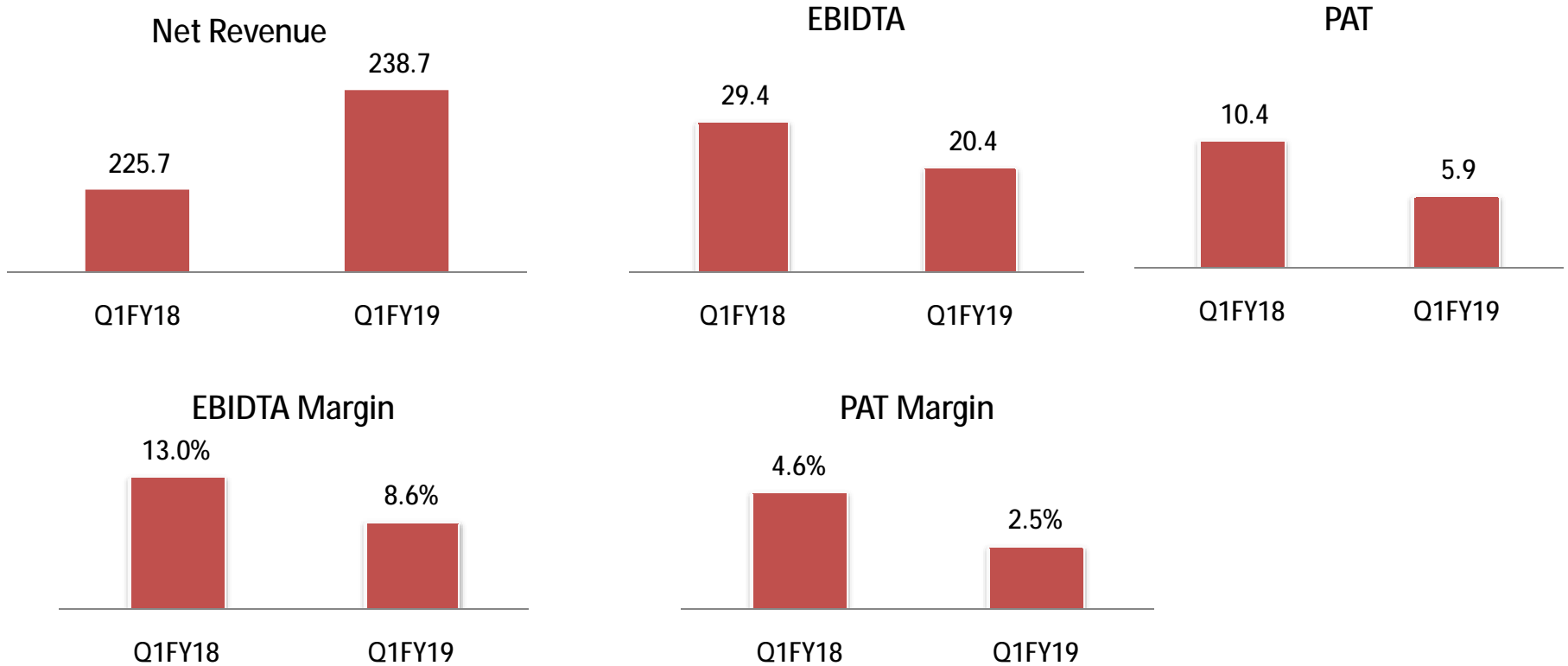
- AGL Tiles Products launch at Mumbai – Receive orders worth around Rs.30 crore
- The Company has successfully launched AGL Tiles products for all Verticals on 1st August,2018 at Sahara Star, Mumbai and more than 250 Dealers participated.
- The Company has introduced more than 350+ exclusive designs across all verticals giving more choice and design visibility to dealers.
- The Company has received positive response from the Dealers which has resulted in order booking of around 8.50 lakh SQMTS i.e value around Rs.30 crore.





Financial Performance

Financial Highlights – Q1FY2019



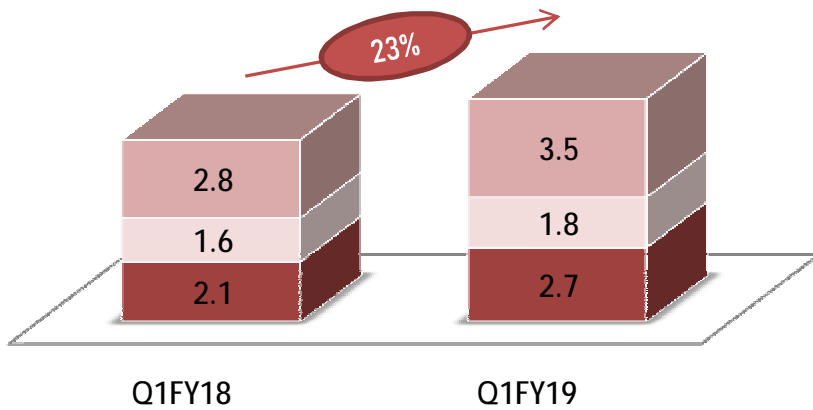
* PAT includes Share of Profits of Associate/JV & Minority Interest

Consolidated Performance – Q1FY2019



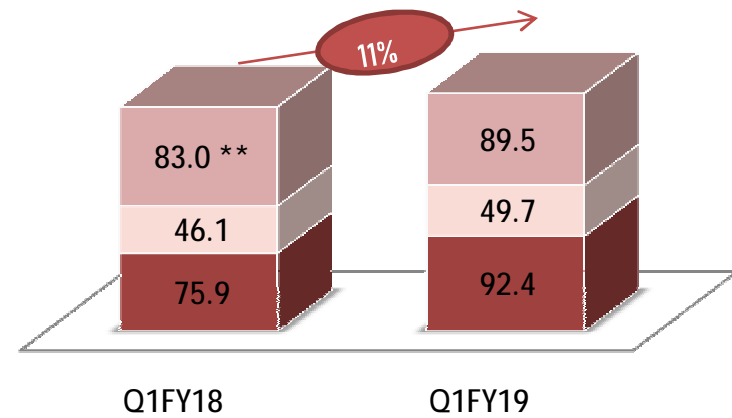
Volume (MSM)

■ AGL Standalone ■ Associate ■ Trading



Value (Rs.Crs)

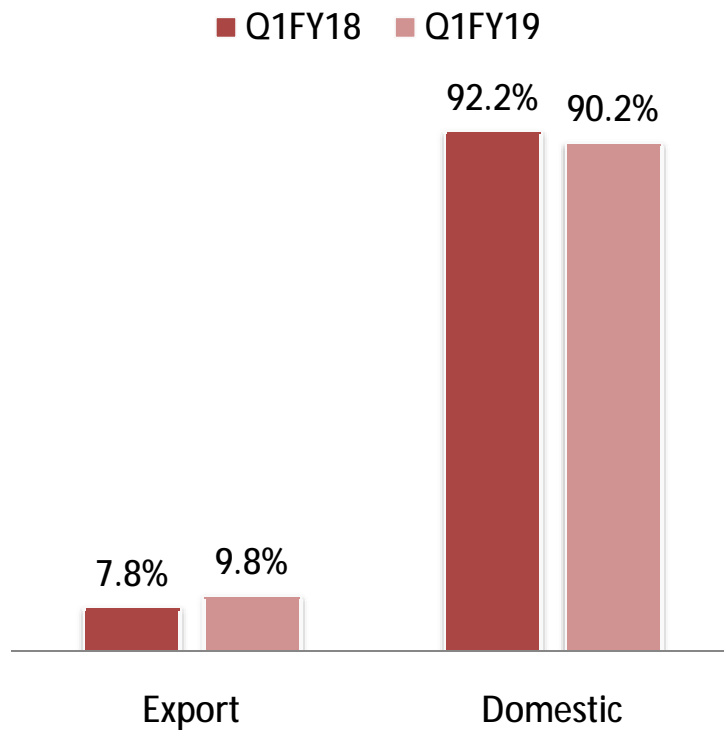
■ AGL Standalone ■ Associate ■ Trading



* Tiles, Marble & Quartz Division

** Amount net of Excise and other duties before GST

Exports Vs Domestic – Q1FY2019



Top 10 exporting countries for the quarter

SR. NO	Countries
1	U.A.E
2	Bahrain
3	Kuwait
4	Qatar
5	Saudi Arabia
6	Oman
7	ISRAEL
8	United Kingdom
9	Taiwan
10	Italy

Consolidated Profit & Loss – Q1FY2019



Particulars (Rs. Crs)	Q1 FY19	Q1 FY18	Y-o-Y
Revenue from Operations	238.7	225.7	6%
Total Raw Material	130.1	117.0	11%
Employee Expenses	25.4	19.4	31%
Other Expenses	62.80	60.01	0.5%
EBITDA	20.4	29.4	-30%
<i>EBITDA Margin (%)</i>	8.6%	13.0%	
Other Income	0.3	0.2	
Depreciation	6.4	7.3	-12%
EBIT	14.3	22.3	-36%
<i>EBIT Margin (%)</i>	6.0%	9.9%	
Finance Cost	7.2	8.7	-17%
PBT	7.1	13.6	-47%
Tax	1.8	3.3	
Profit After Tax	5.3	10.3	-49%
<i>PAT Margin (%)</i>	2.2%	4.6%	
Share of Profits of Associates / JV	1.0	0.8	
Minority Interest	0.5	0.8	
Net Profit for the period after Share of Profit of Associates	5.9	10.4	-44%
<i>PAT Margin (%)</i>	2.5%	4.6%	

Himmatnagar Plant Arial View





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