

Asian Granito India Ltd.

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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 06.08.2019

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, Wednesday, 07<sup>th</sup> August, 2019 at 04.00 p.m., to discuss the financial performance for Q1FY2020. 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](http://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

A handwritten signature in blue ink, appearing to read 'Kamleshbhai B. Patel', is written over a blue circular stamp.

Kamleshbhai B. Patel  
Chairman and Managing Director  
DIN: 00229700



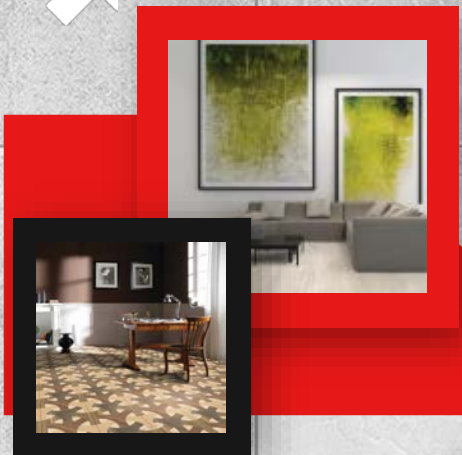
Encl.: As above





— Beautiful Life —

Making **Life More**  
Beautiful **Worldwide..**



Asian Granito India Ltd.

**INVESTOR PRESENTATION**

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This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer or recommendation to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment thereof. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forwardlooking 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.

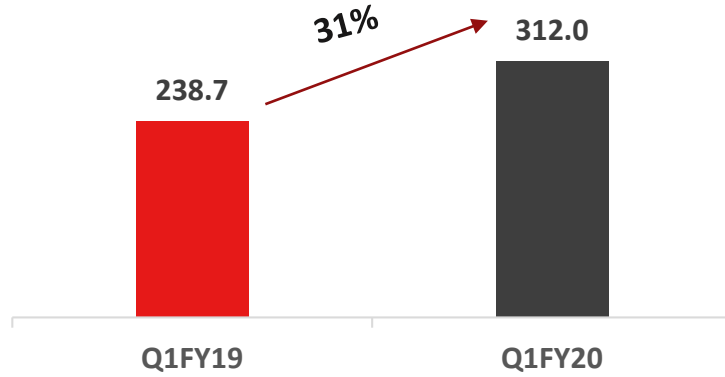
This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any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

<b>Q1FY20 FINANCIAL PERFORMANCE</b>	<b>▶ 4</b>
<b>COMPANY OVERVIEW</b>	<b>▶ 10</b>
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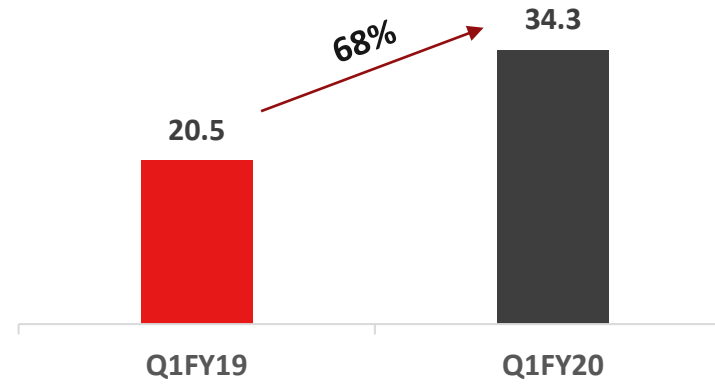
- 1) During the quarter, your company registered a double-digit growth year on year on account of strong demand -
  - a) In the recent NGT order at Morbi, many players were forced to increase the prices of their products. Taking advantage of this price hike, AGL has acquired market share from unorganised players.
  - b) AGL has started to focus on marketing its products aggressively in the western region.
  - c) Strict Implementation of GST by government.
  - d) Government projects across different regions.
  - e) High Demand seen in Export markets.
  - f) Manufacturing capacity utilizations for this quarter increased to 75% as against 65% last year on account of strong demand across regions.
- 2) During the quarter our margins have improved to 11% during the quarter as against 6.5% same quarter last year on account of -
  - a) We had witnessed stable realizations in the tiles division except GVT and Double Charged.
  - b) The revenue contribution for Marble and Quartz increased to 27% as against 12% in the previous year.
  - c) Exports market revenues doubled to 27% which was 13% for the same period last year. In export market there was an improvement in realization due to product mix.
- 3) Due to procedural implementations our production efficiency levels have increased. During the quarter, consumption of gas per square feet has declined resulting in cost reduction.
- 4) Company has increased prices in Tiles, Marble and Quartz to around 4-5% to take upon Morbi players which has been taken into effect from July 2019.
- 5) Outlook:

The outlook for the company remains positive considering the passing of higher input cost, better utilizations levels and greater demand for high value products. The products have started gaining traction in the market across regions. The recent NGT order has proved beneficial to the company resulting in decline in market share of many unorganised players. Further we expect the company to perform on this growth trajectory down the line.

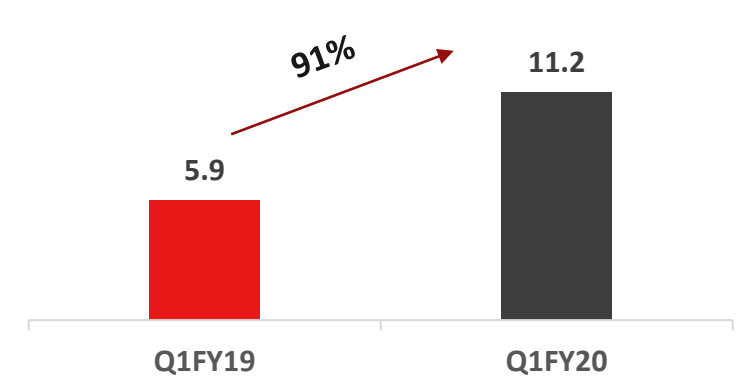
## Revenues (₹ in Cr)



## EBITDA (₹ in Cr)



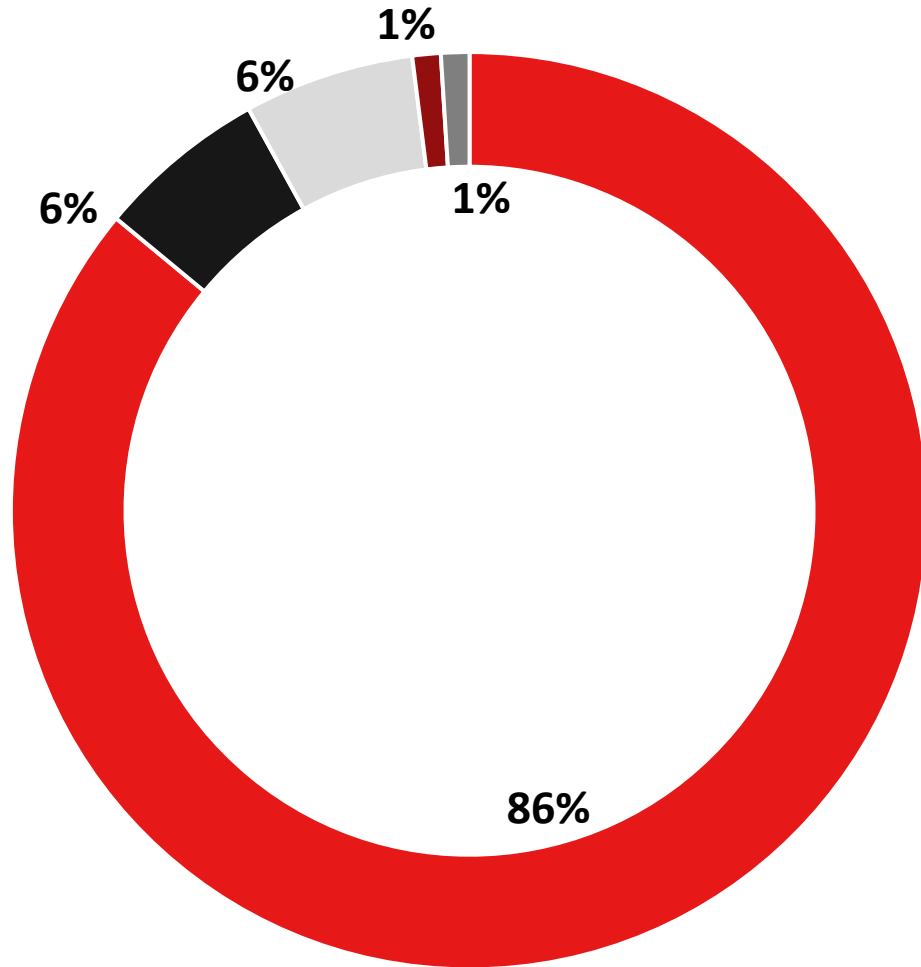
## PAT (₹ in Cr)



## Segmental Revenues (₹ in Cr)

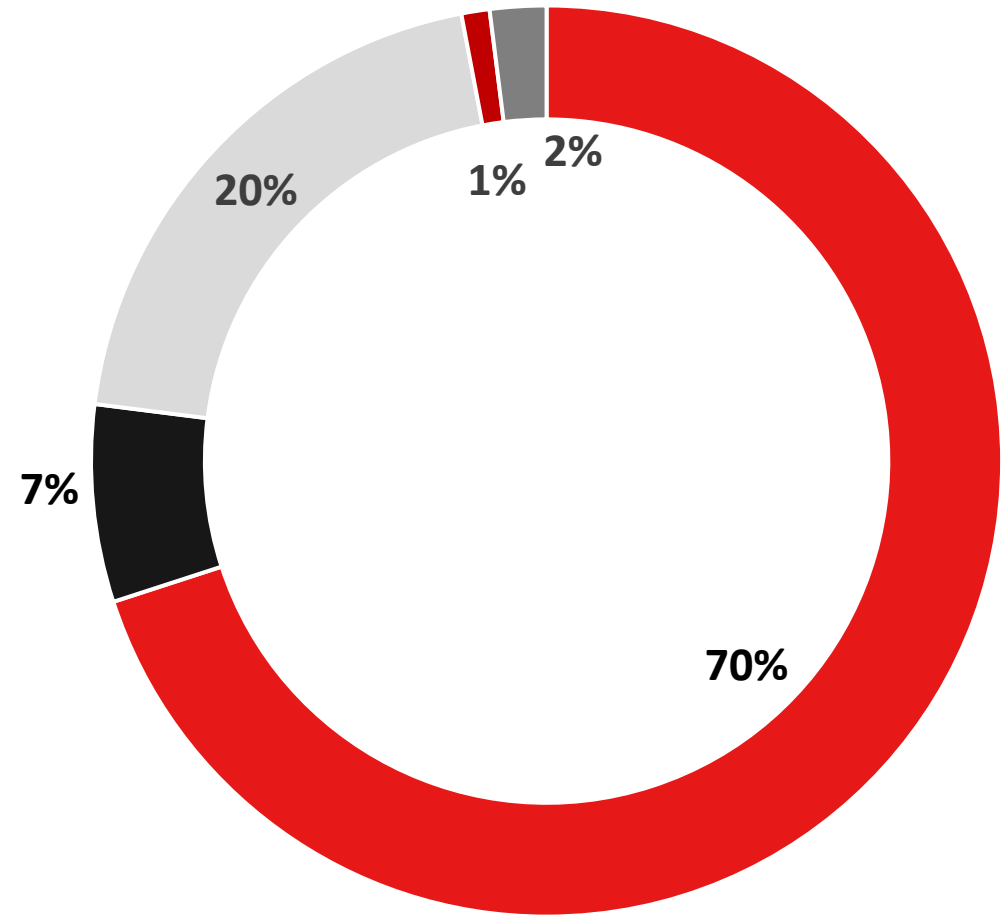
	Tiles	Marble	Quartz	Power Grace	Others
Q1FY19	202.6	15.2	14.1	2.7	2.2
Q1FY20	218.3	21.5	61.4	3.9	5.0

Q1FY19



■ Tiles ■ Marble ■ Quartz ■ Power Grace ■ Others

Q1FY20

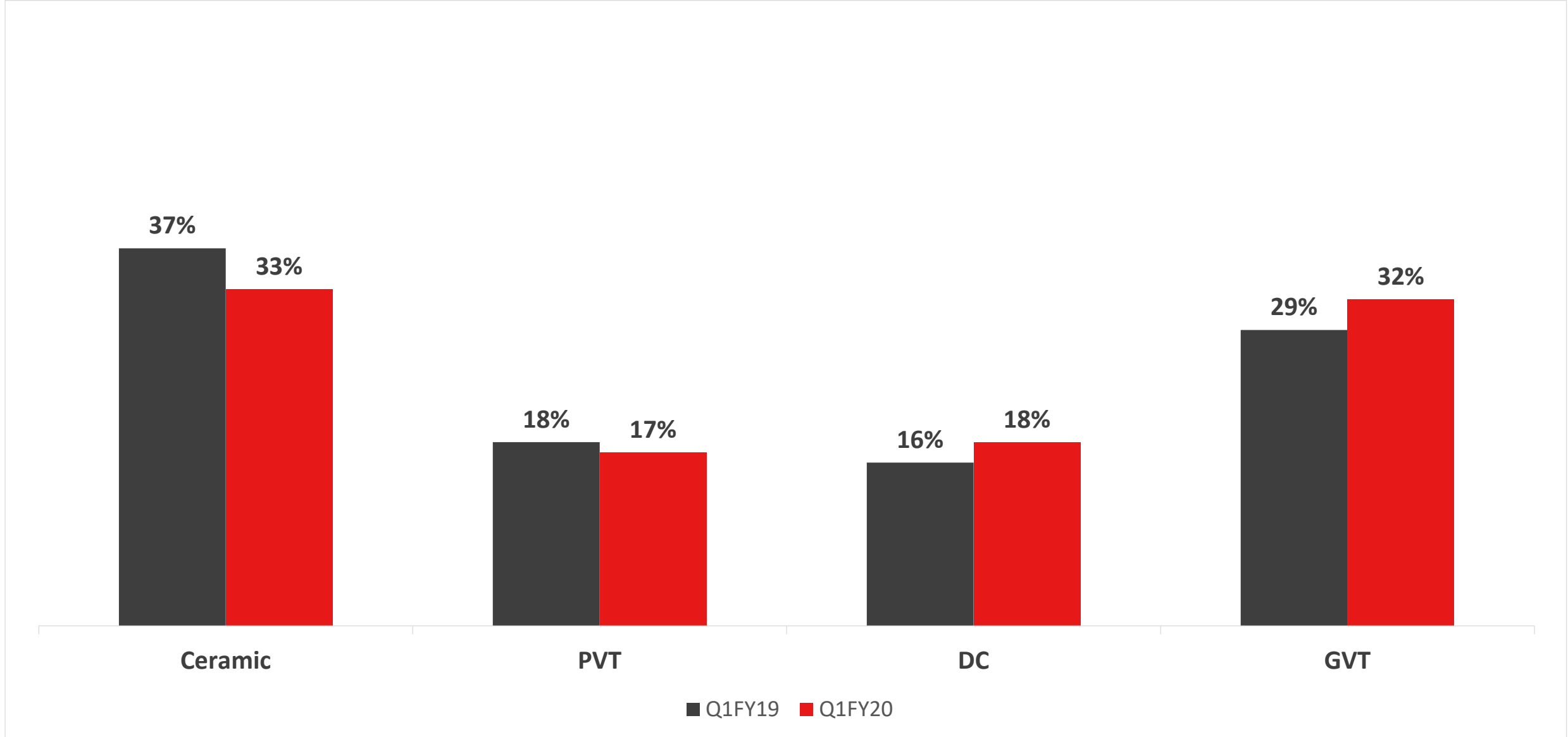


■ Tiles ■ Marble ■ Quartz ■ Power Grace ■ Others

# PROFIT & LOSS FOR Q1FY20

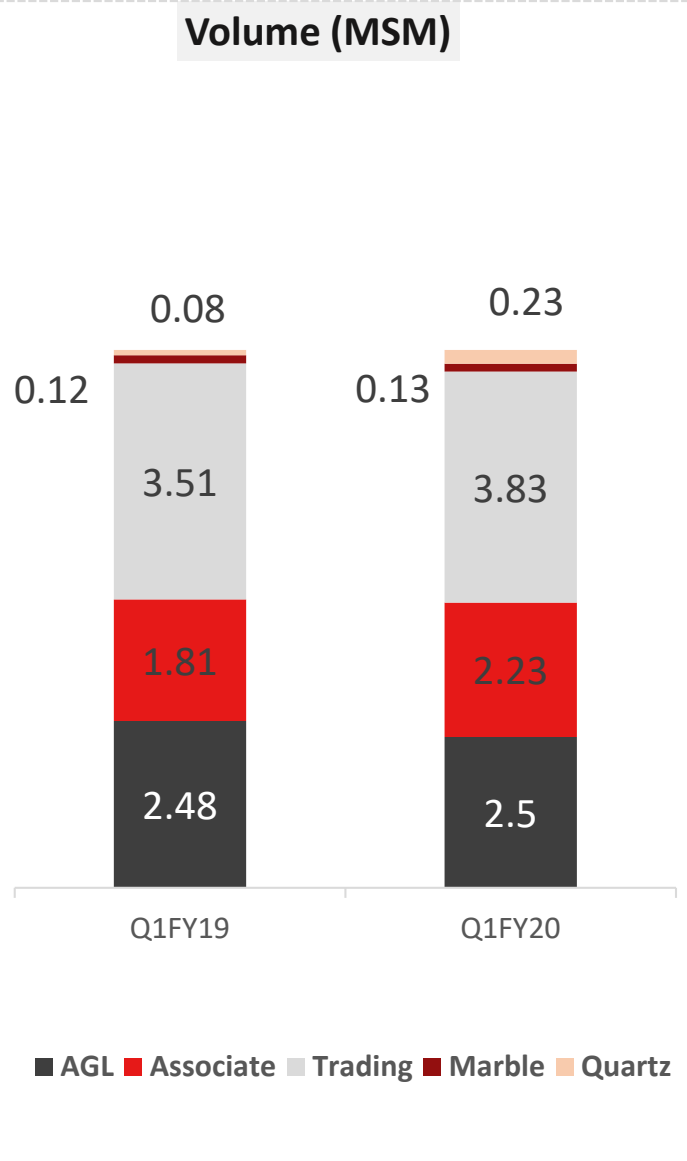
Particulars ( ₹ In Cr)	STANDALONE			CONSOLIDATED		
	Q1FY20	Q1FY19	Y-o-Y	Q1FY20	Q1FY19	Y-o-Y
<b>Revenue from Operations</b>	<b>252.0</b>	<b>207.7</b>	<b>21%</b>	<b>312.0</b>	<b>238.7</b>	<b>31%</b>
Total Raw Material	171.4	130.6	31%	186.1	130.1	43%
Employee Expenses	19.7	19.7	-	26.7	25.4	5%
Gas	6.0	17.5	-20%	21.4	24.3	-12%
Power	14.1	6.5	-8%	12.5	10.2	22%
Other Expenses	22.6	21.9	3%	31.0	28.3	10%
<b>EBITDA</b>	<b>18.1</b>	<b>11.4</b>	<b>58%</b>	<b>34.3</b>	<b>20.5</b>	<b>68%</b>
<b>EBITDA Margin (%)</b>	<b>7.2%</b>	<b>5.5%</b>	<b>-</b>	<b>11.0%</b>	<b>8.6%</b>	<b>-</b>
Other Income	0.1	0.1	-	0.8	0.3	-
Depreciation	4.3	3.9	8%	7.7	6.4	20%
EBIT	14.0	7.6	84%	27.4	14.4	91%
EBIT Margin (%)	5.5%	3.7%	-	8.8%	6.0%	-
Finance Cost	3.9	3.3	17%	8.7	7.2	21%
Exceptional Items	-	-	-	-	-	-
Profit Before Tax	10.1	4.3	137%	18.7	7.1	-
Tax	3.8	1.6	-	6.5	1.8	-
Profit After Tax	6.3	2.6	141%	12.2	5.3	128%
Share of Profits of Associate / JV Minority Interest	-	-	-	-0.9	0.6	-
Net Profit for the period after share of profit of Associates	6.3	2.6	141%	11.3	5.9	92%
Other Comprehensive Income	-0.1	0.0	-	-0.1	0.0	-
<b>Total Comprehensive Income</b>	<b>6.26</b>	<b>2.6</b>	<b>141%</b>	<b>11.2</b>	<b>5.9</b>	<b>91%</b>
<b>Comprehensive Income Margin (%)</b>	<b>2.5%</b>	<b>1.3%</b>	<b>-</b>	<b>3.6%</b>	<b>2.5%</b>	<b>-</b>



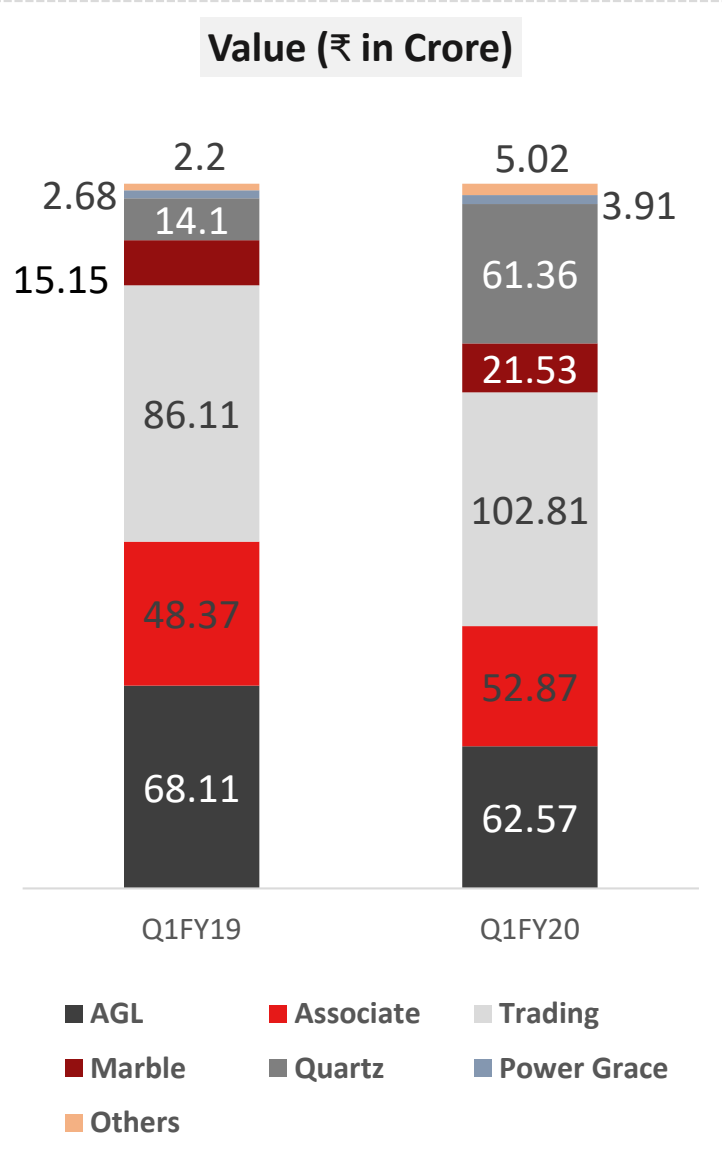


# CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR Q1FY20

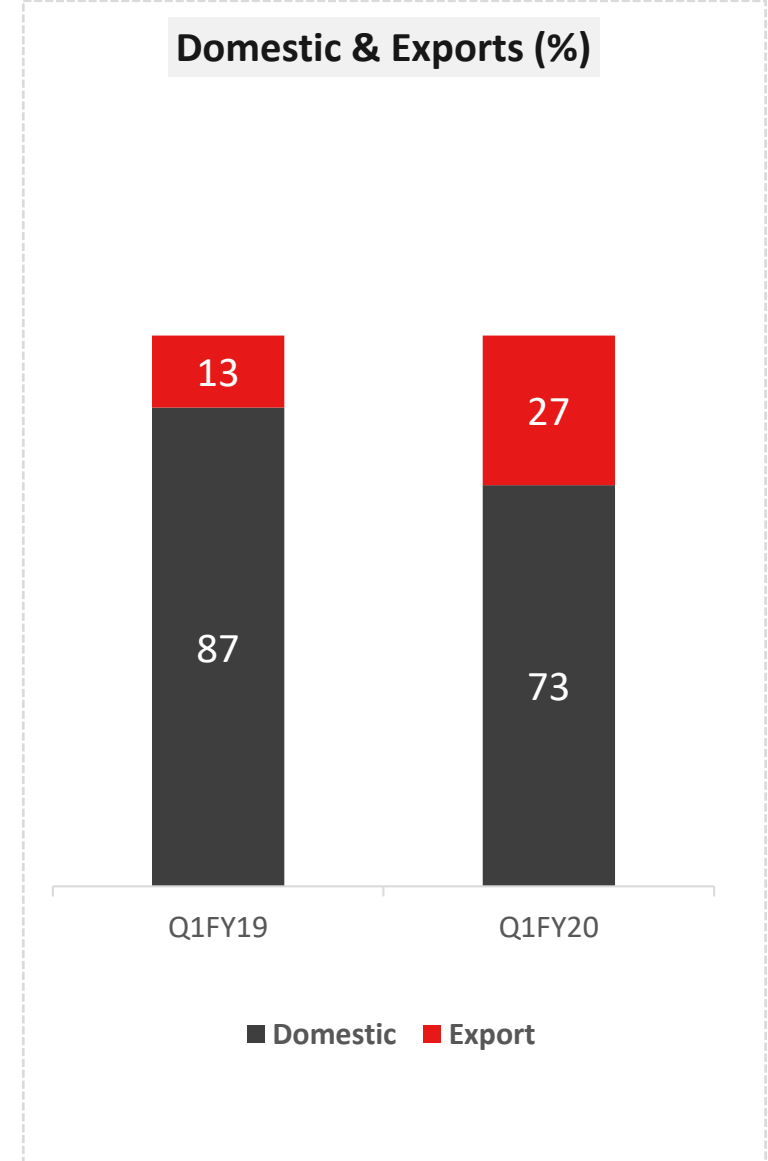
### Volume (MSM)



### Value (₹ in Crore)



### Domestic & Exports (%)





### Our Vision

Aspire to beautify the world by attaining global leadership through innovative ceramic products, customer delight and satisfying all stakeholders

Remain an undisputed leader in marble and quartz in India

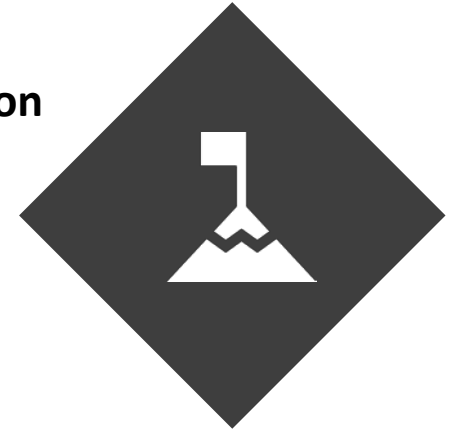
### Big Hairy Audacious Goal

To achieve Sales of ₹ 6,000 Crores with 10% profitability by Year 2030

### Our Mission

Grow profitably across the AGL Group

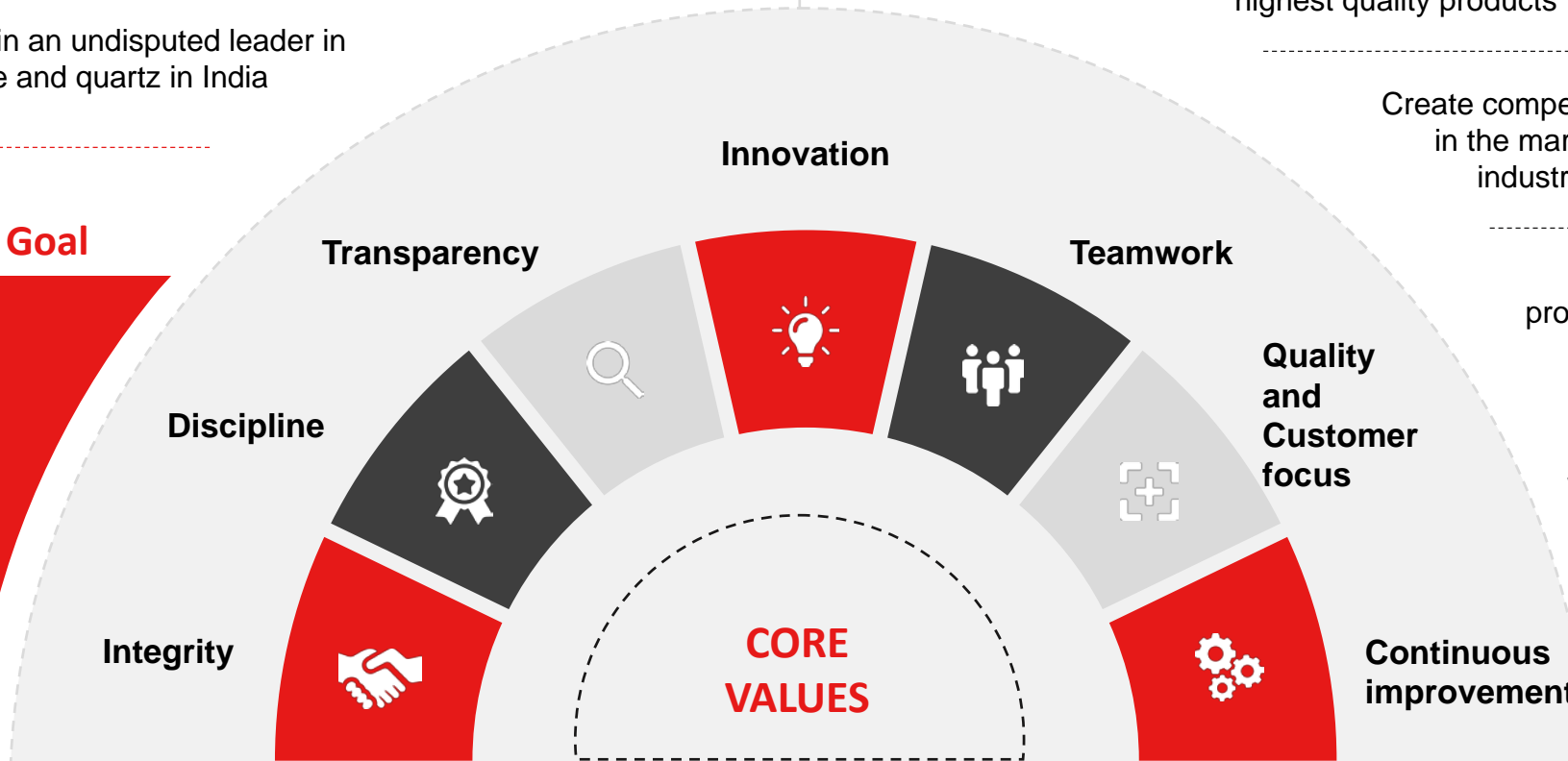
To be a pioneer in terms of ushering in the latest technologies and providing highest quality products

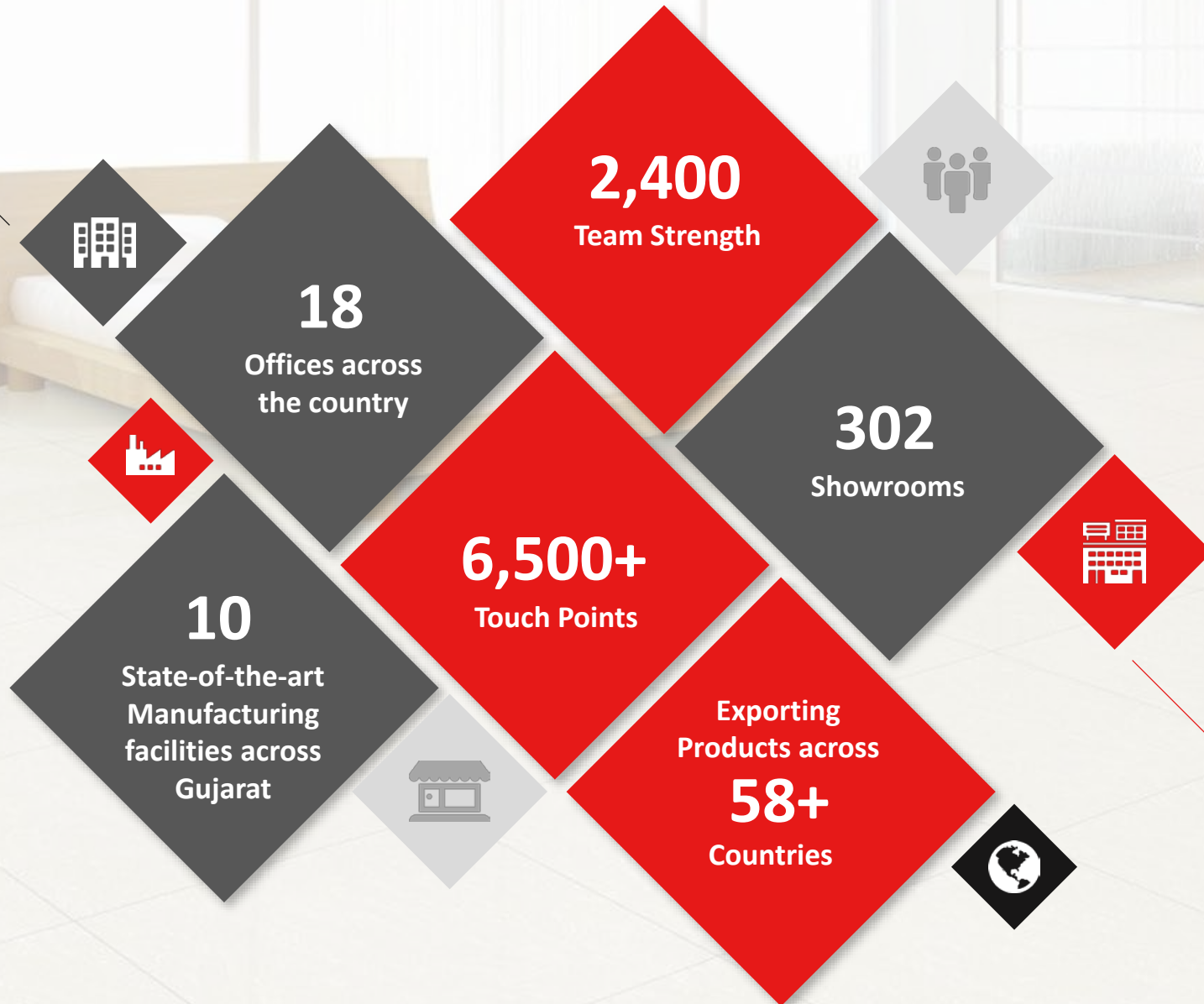


Create competitive advantage in the market and lead the industry by innovations

Create a healthy and productive work environment for all employees and associates

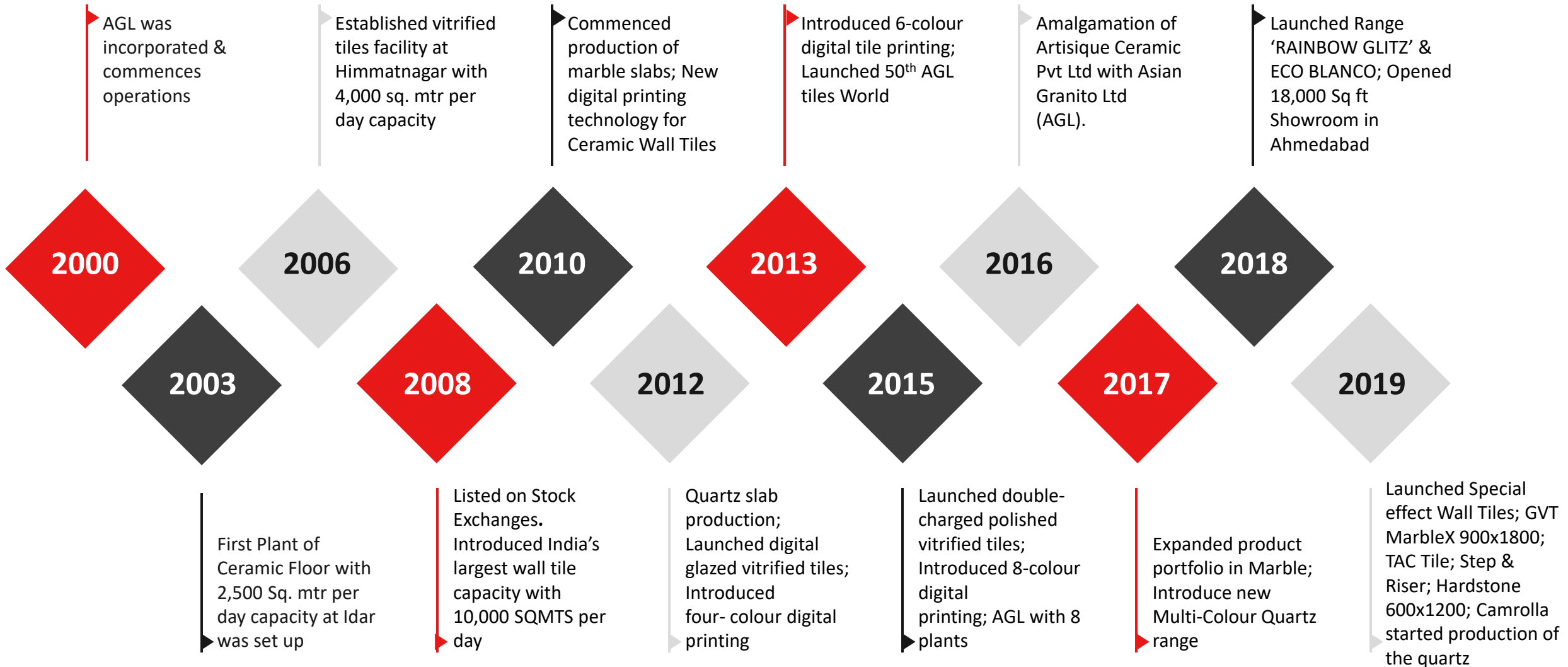
Empower communities for working towards a safe, clean and green environment





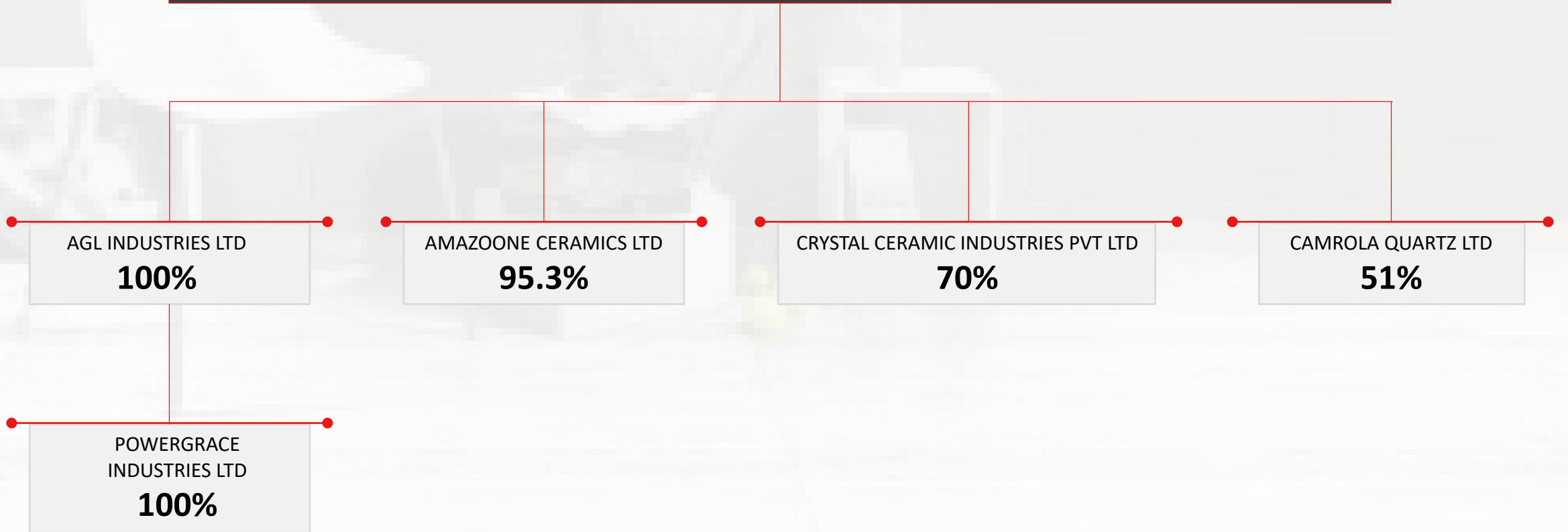
Ranked amongst  
**Top 4** Ceramic Tile  
Companies in India





ASIAN GRANITO INDIA LTD

Associate Co. – Astron Paper & Board Mill Ltd (18.87%)





Mr. Kamlesh Patel, CMD

- Founded the business in 2000
- Living his dream; Visionary; Always upto the challenges; Strong Believer in 'KARMA'
- Deep industry knowledge and thought leadership
- Drives High Governance Standards
- Astute marketing mind,passionate about & brand building

- Founder with over 20 years rich experience in the tiles industry
- Instrumental in 40X growth in capacity
- Passionate about Product Quality, Commitments, Cost Optimization
- Strong believer of responsibility towards society
- Hands on with planning & execution of strategy



Mr. Mukesh Patel, MD

## Leadership Team:

- Mr. Suresh Patel, Director - Tiles
- Mr. Bhavesh Patel, Director
- Mr. Kanu Patel, Director
- Mr. Bhogilal Patel, Director
- Mr. Kalidas Patel, CFO
- Ms. Renuka Upadhyay, DGM (Legal & CS)

## Independent Directors:

- Mr. Hemendrakumar Shah
- Mr. Mukesh Shah
- Ms. Dipti Mehta
- Mr. Amrutlal Patel
- Mr. Premjibhai Chaudhari
- Dr. Indira Nityanandam



**MR. PATTENSHETTY**  
VP – TILE OPERATION



**MR. ABHIJIT GHOSH**  
AVP – GOVT. PROJECTS



**MR. SANJAY KAUL**  
AVP – BUSINESS DEV.



**MR. VIKAS KHANNA**  
AVP – WALL TILES



**MR. RAJENDRA BIST**  
AVP – VITRIFIED TILES



**MR. PANKAJ MEDIRATTA**  
AVP – GVT TILES & CKA



**MR. PARESH RAVANI**  
AVP – OUTDOOR &  
PORCELAIN TILES



**MR. CHIRAG DAVE**  
AVP – BONZER7



**MR. BHARGAV PANDYA**  
AVP – M & Q



**MR. VINOD VANJANI**  
AVP – BATHWARE



**MR. HIMANSHU SHAH**  
GM – FINANCE & ACCT.



**MR. VINOD CHANDNANI**  
DGM – MARKETING



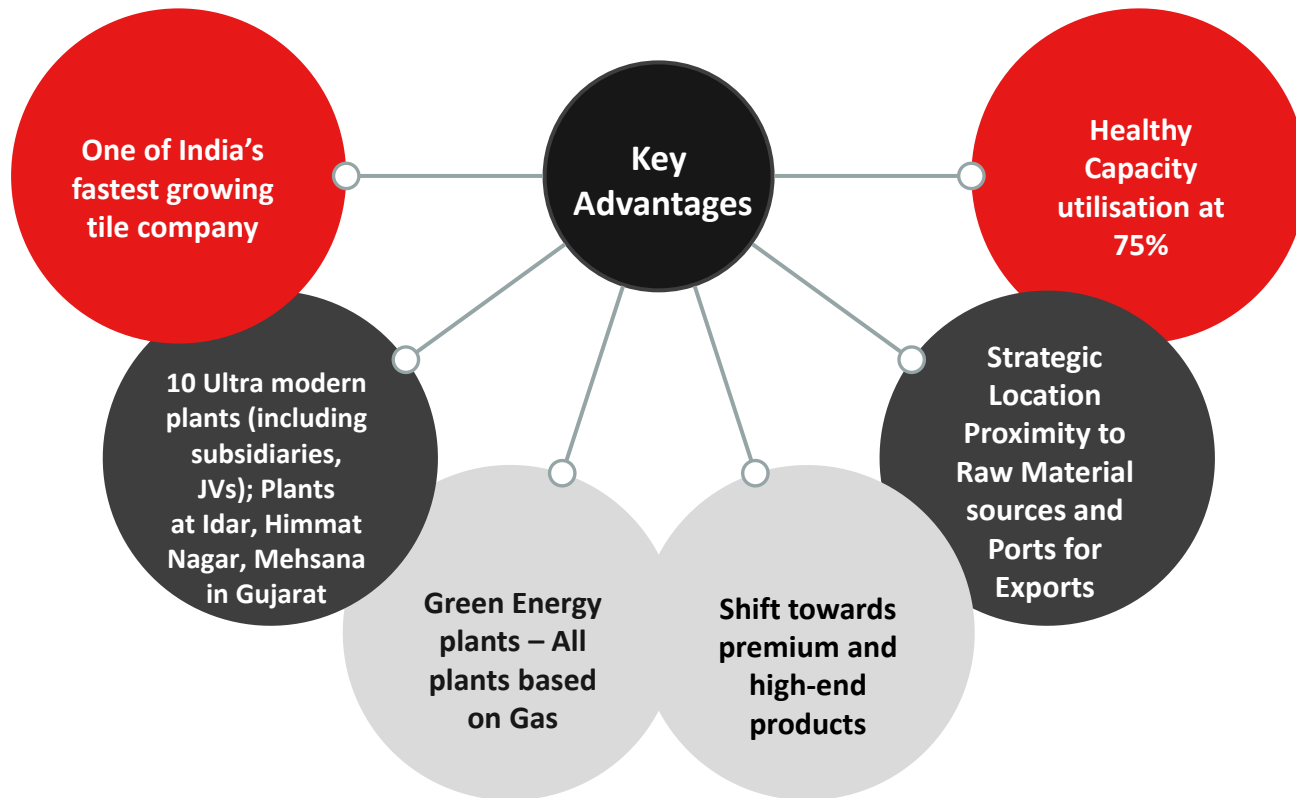
**MR. JALPESH RAJGURU**  
AGM – POWERGRACE



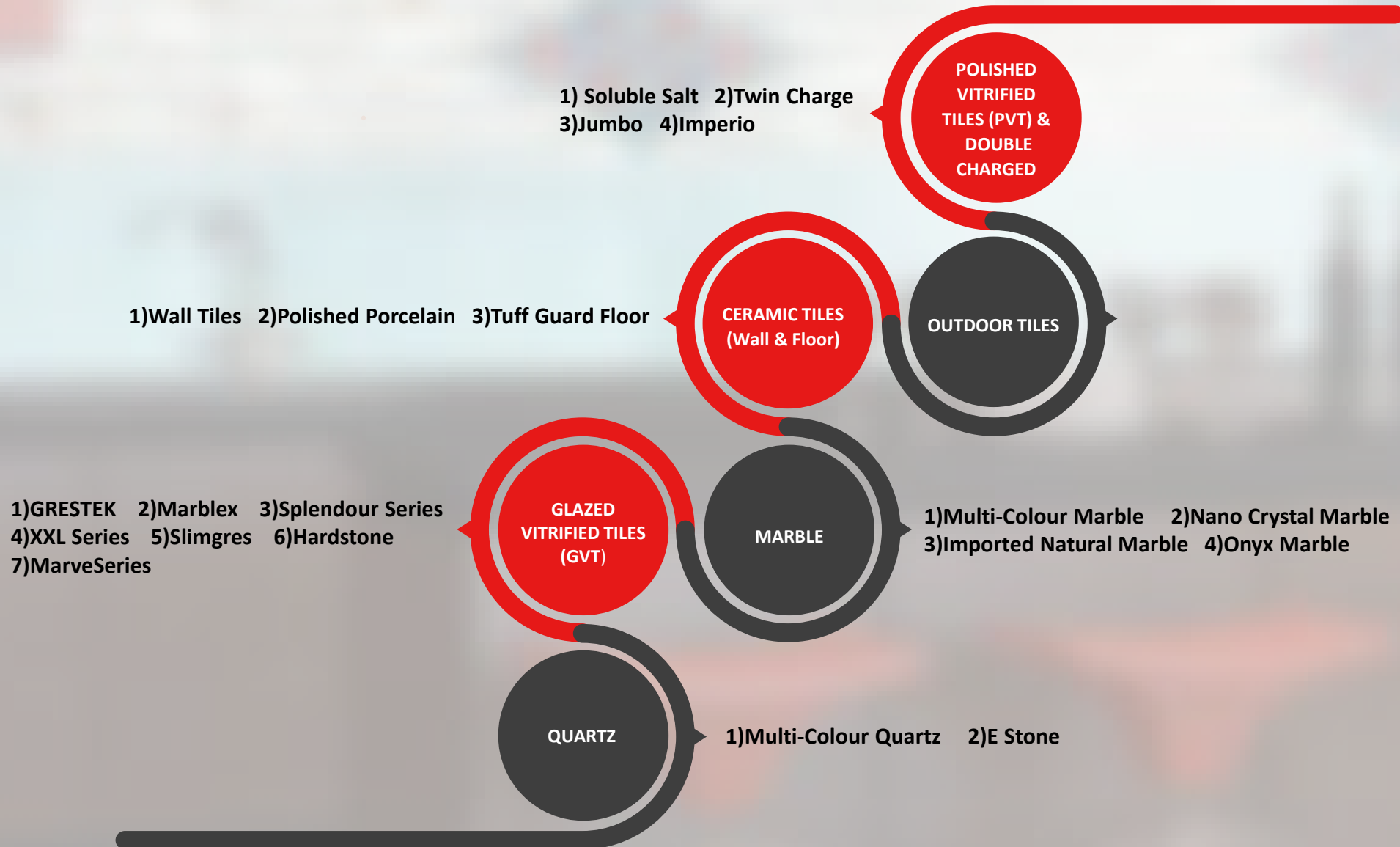


GLOBAL PRESENCE  
IN OVER  
**58**  
COUNTRIES





Product	Capacity Per Day (SQMTS)
Ceramic Wall	15,000
Ceramic Floor	13,500
Glaze Vitrified Tiles	15,000
Composite Marble	2,200
Polish Vitrified Tiles	9,000
Double Charge	12,000
Parking Tiles	6,000
Outsourcing Arrangement	18,000
Quartz	3,200
<b>Total</b>	<b>93,900</b>



- ▶ First to Introduce 450x450 Outdoor Tile with 12mm thickness
- ▶ 30 MM Thickness Multi Colour Quartz
- ▶ First to establish Online Vitrified Technology
- ▶ First in India to have Digital 9 Colour Printing Technology
- ▶ Pioneer in Best Water Jet Technology
- ▶ Introduce large format wall and vitrified tiles
- ▶ Introduce Grestek XXL large format tiles
- ▶ Introduce 16mm thick heavy duty vitrified tiles - Grestek Hardstone
- ▶ Introduce Slimgres tiles
- ▶ Introduce world's whitest double charge vitrified tiles - Carrara White

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

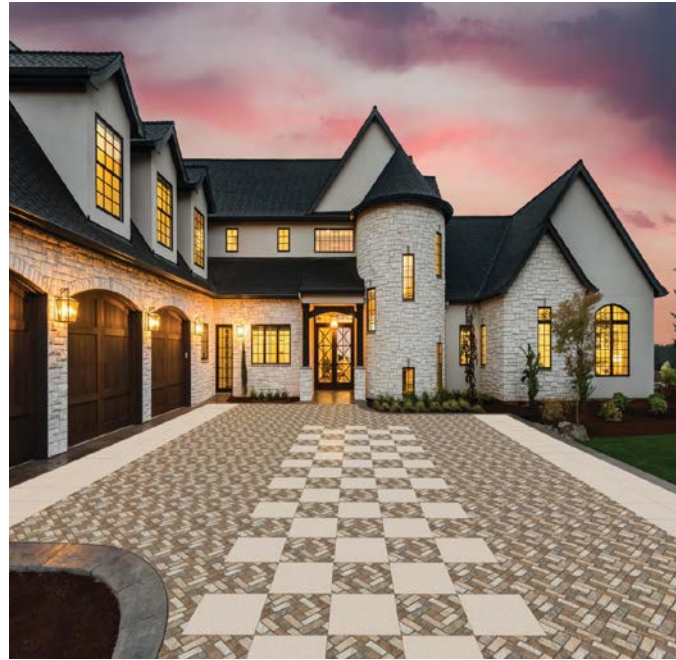




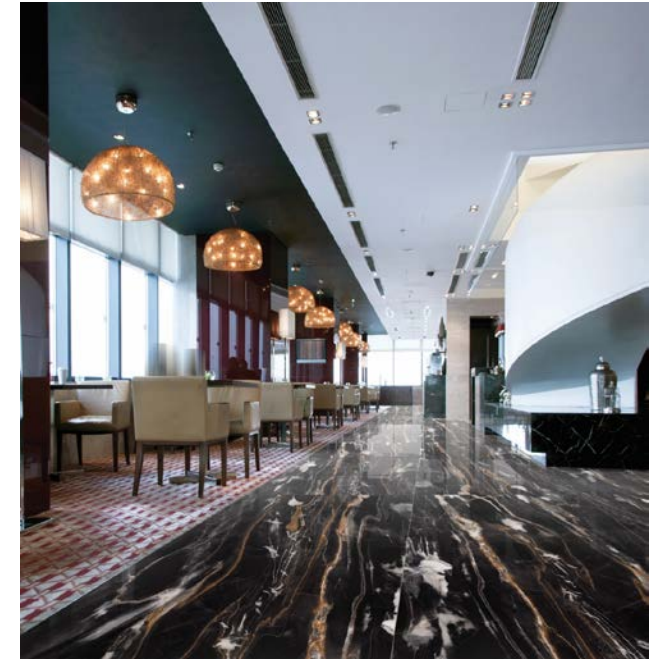
Special Effect Tiles Range

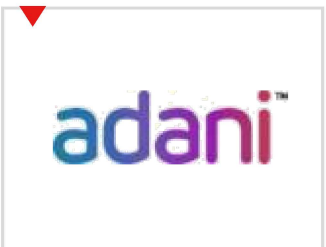
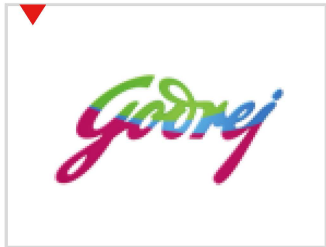


Outdoor Tiles : Grandura +



Marblex Tiles Range









By Mar 2021, company has set a target of Rs. 2,000 crores revenue

Shift towards Asset light and Capital light business model and improve return ratios

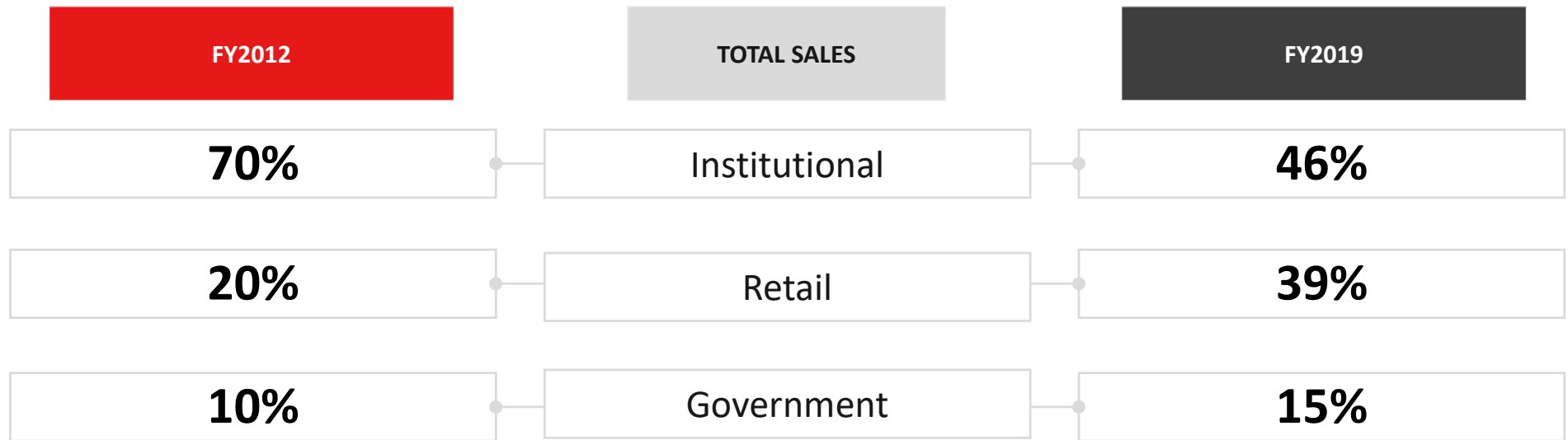
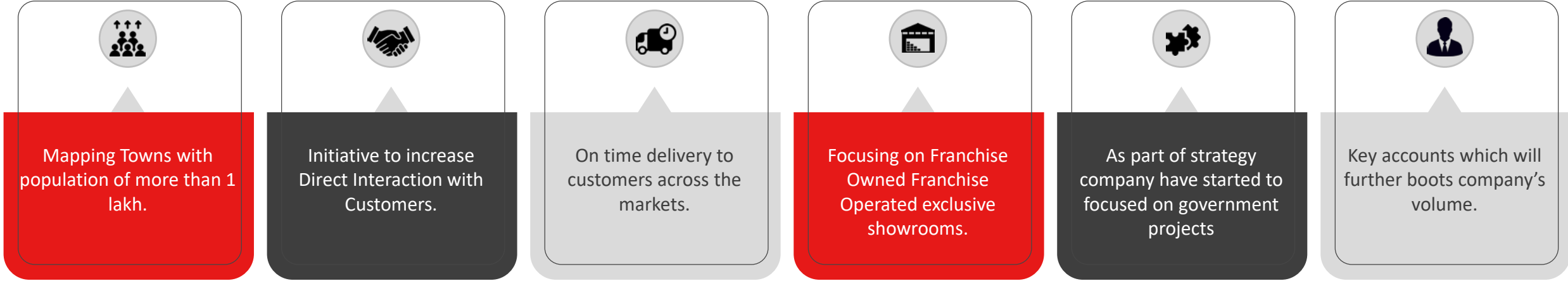
Entry in Sanitarywares and CP Fittings to provide 'Complete Bathroom Solution'

Focus on High-end products such as premium GVT Tiles, Nano Crystal, Quartz & Marbles etc

Strong Brand connect with 500+ showrooms; Target for 50% Retail Sales

To double the monthly revenue of AGL Exclusive showrooms across all format

Expand International reach; Targets 100 countries and 10-15% exports sales





## Cersaie Exhibition - Italy



## Asia's Most Promising Brand 2017



## Campaign - Chala De Jaadoo

### TVC

- [Chala De Jaadoo](#)
- [Beautiful Life](#)
- [Sapne Hue Apne](#)

### Press

- [Press – Web](#)
- [Newspapers](#)
- [TV](#)

### Brand Outlet

- [AGL Biggest Luxury Tile](#)
- [Arcade – Abad](#)

### Radio & Magazine

- [Magazines](#)
- [Radio Campaigns](#)

### Newsletter

- [AGL Moves](#)

### Leadership

- [CMD, Mr. Kamlesh Patel, speaker at Vibrant Gujarat 2015](#)





- ▶ Ahmedabad's Biggest Luxury Tile Arcade with Display of sheer range of Tiles, Marble & Quartz spread across 18,000 + Sq.Ft.



- ▶ The company recently launched a new product range in Tiles & Sanitaryware at its newly inaugurated 25,000 sq. ft showroom at Himmatnagar.



- ▶ AGL floors Raymond's – Ethnix with its GVT range. Over 100 Raymond Ethnix to get AGL.



**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**



Contribution to the AKSHAY PATRA Foundation



Free Note Book Distribution



World Environment Awareness Program

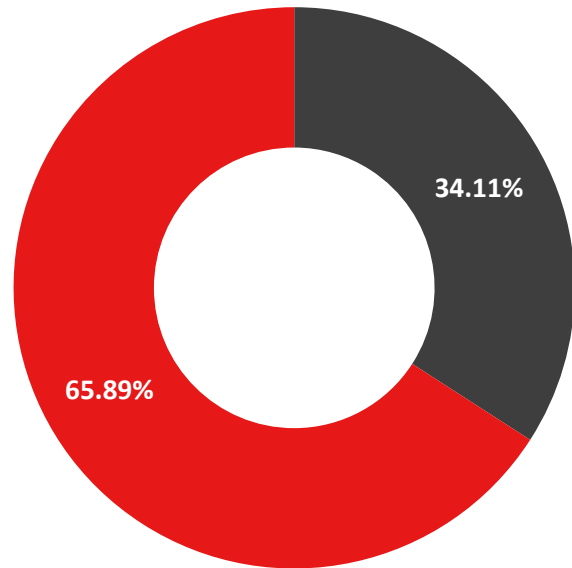


Educational Development in Backward Region – Asian Institute of Technology



Regular Blood Donation Camps

## Shareholding Pattern as on 30<sup>th</sup> June, 2019

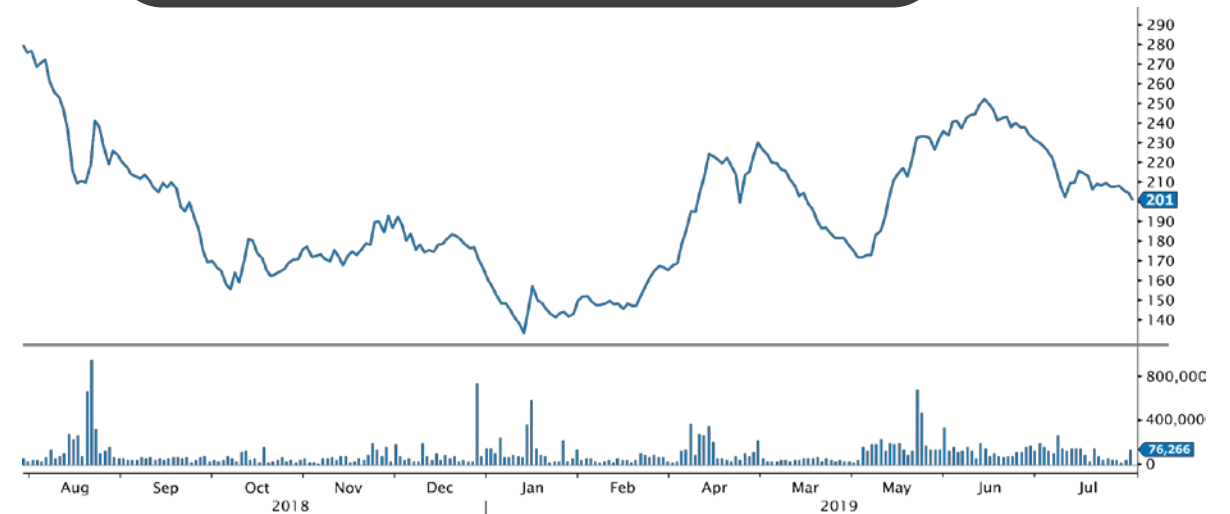


■ Promoter & Promoter Group ■ Public

## Stock Data (As on 26<sup>th</sup> July, 2019)

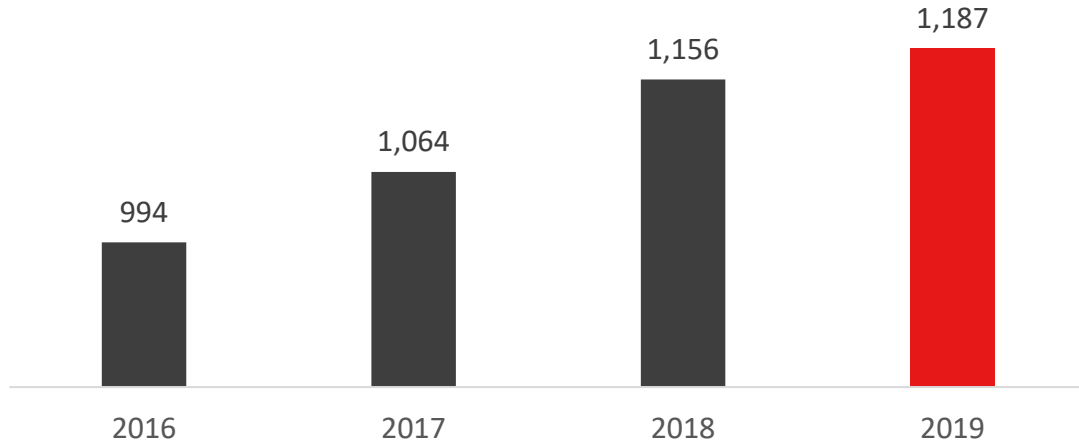
Market Capitalization (₹ in mn)	6,639
Shares Outstanding (mn)	30
Symbol (NSE/BSE)	ASIANILES/532888
Average Volume (000)	25

## Relative Stock Chart (As on 05<sup>th</sup> Aug, 2019)

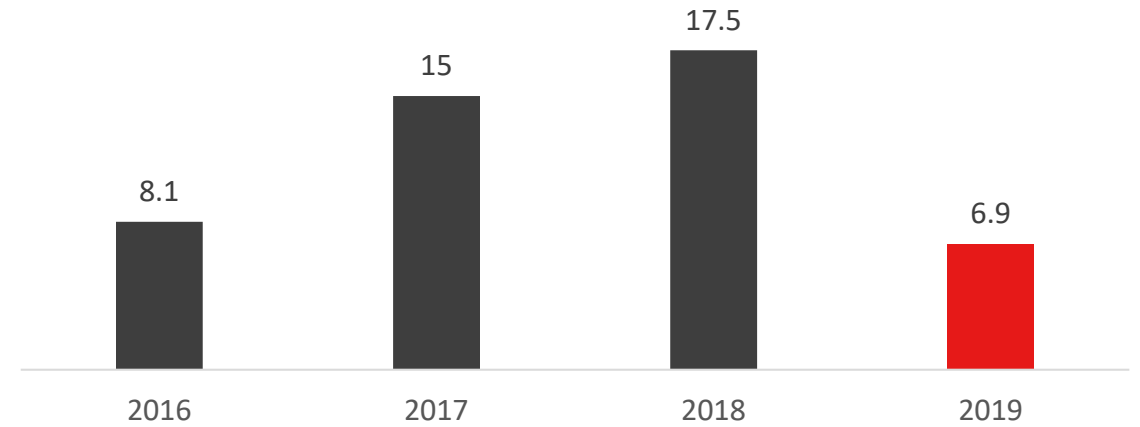




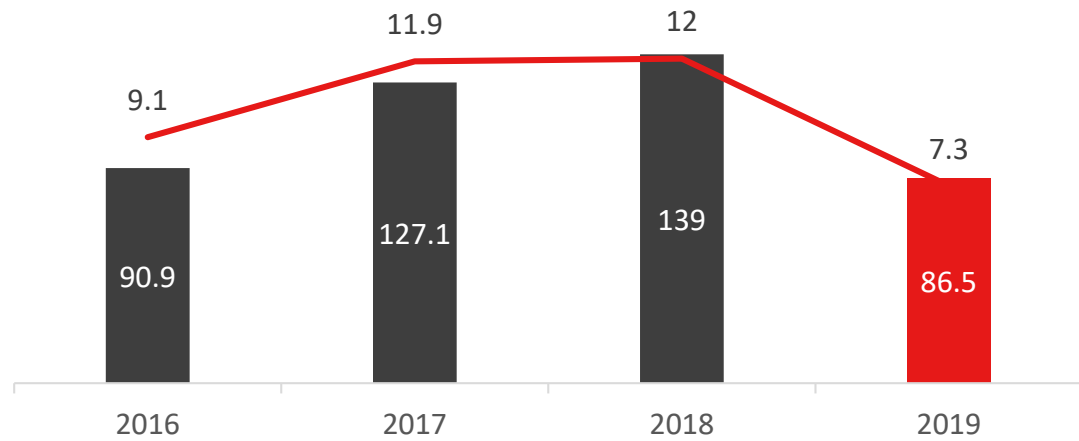
### Net Revenue (₹ in crores)



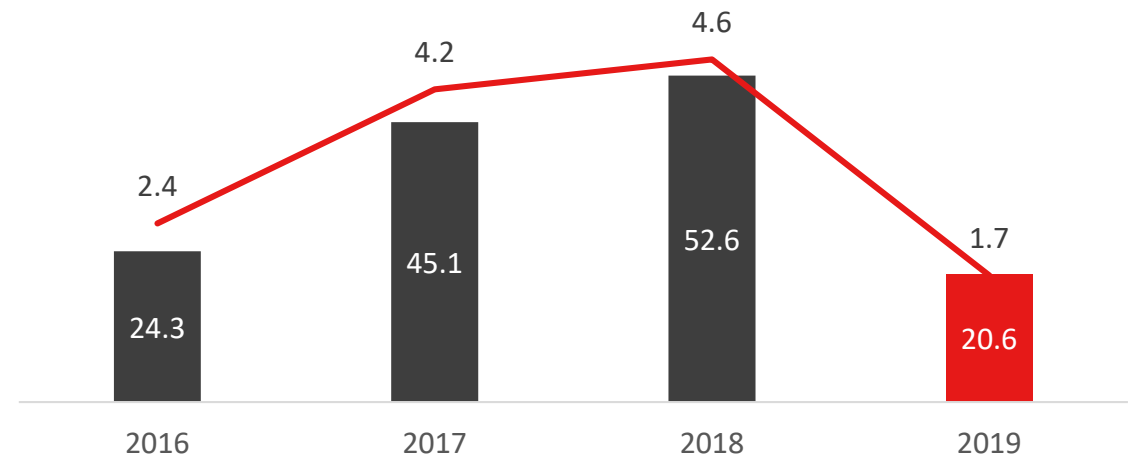
### EPS (₹)



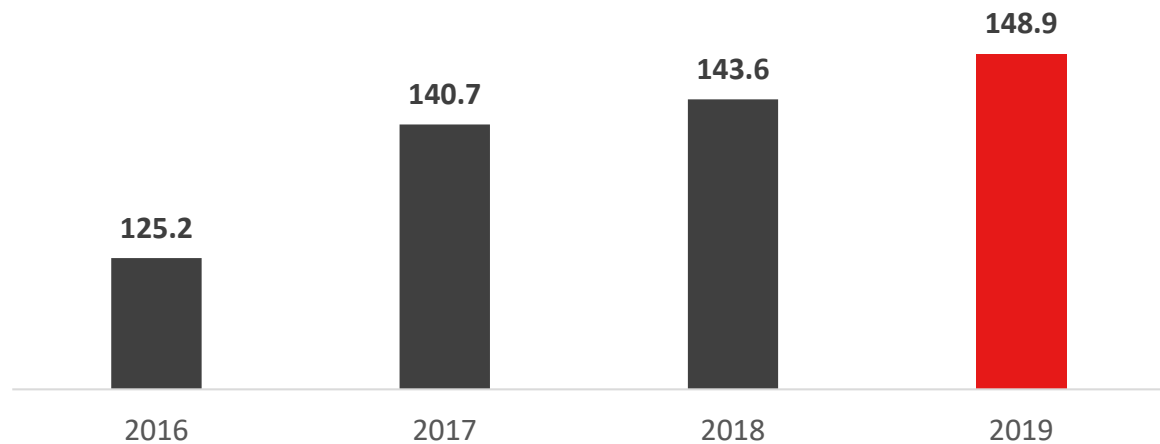
### EBITDA & EBITDA Margin (%)



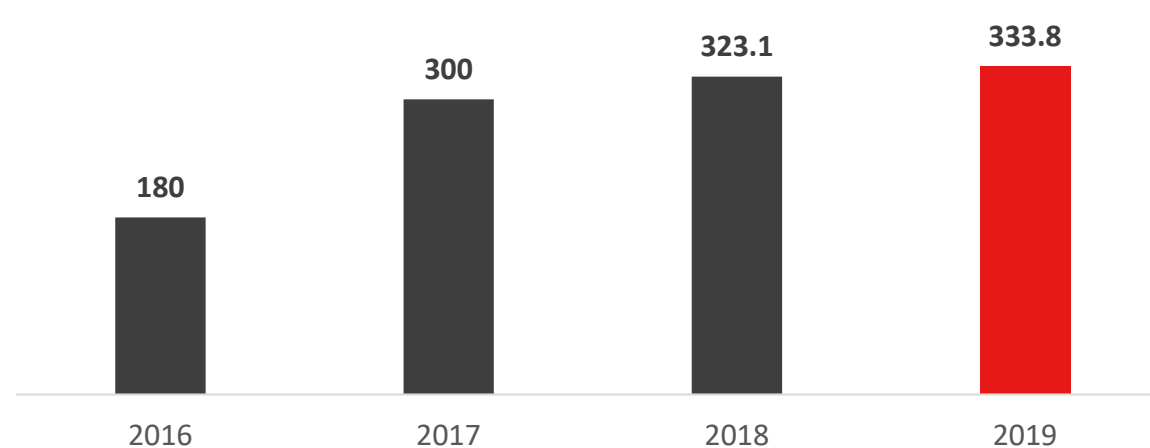
### PAT & PAT Margin (%)



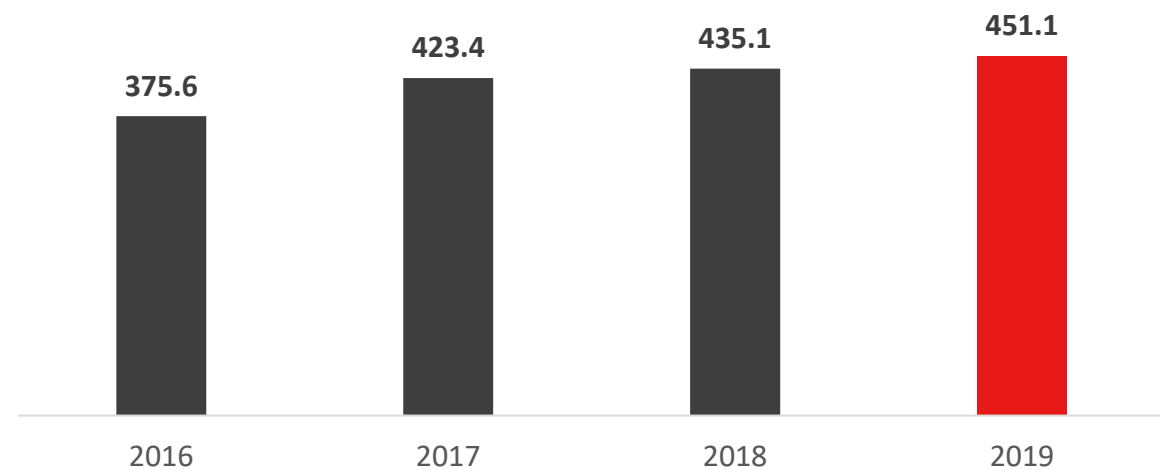
### Book Value of Equity Per Share (₹)



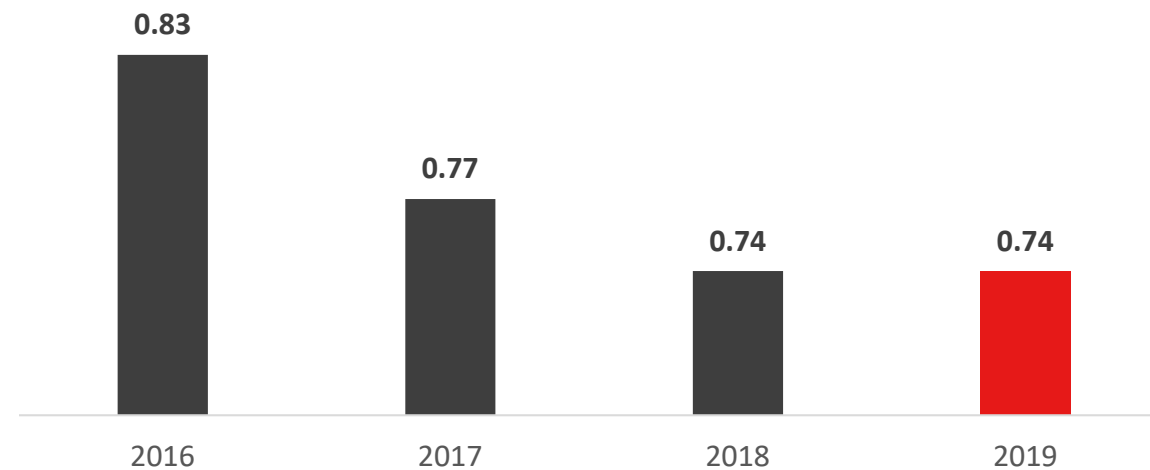
### Total Debt (₹ in Crores)



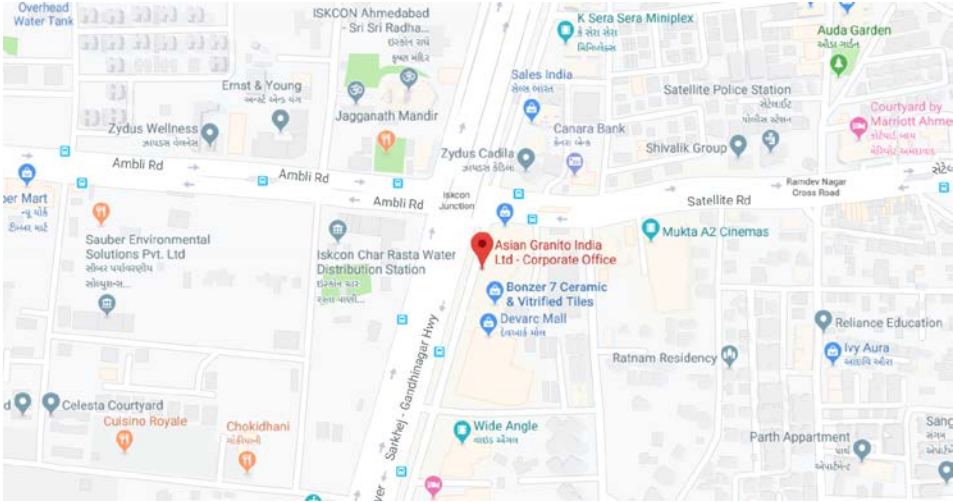
### Net Worth (₹ in Crores)



### Debt to Equity Ratio (x)



# Thank You



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## ASIAN GRANITO INDIA LTD.

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## S-ANCIAL TECHNOLOGIES PVT. LTD



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Phone: +91-9773397958  
E-mail: [nikunj@s-ancial.com](mailto:nikunj@s-ancial.com)

