

## Asian Granito India Ltd.

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CIN : L17110GJ1995PLC027025



Asian Granito India Ltd.

— Beautiful Life —

Date: 30.05.2017

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, 31<sup>st</sup> May, 2017 at 3.30 p.m., to discuss the financial performance for Financial Year 2017. The invitation 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 black ink, appearing to read 'Kamleshbhai B. Patel', is written over a horizontal line.

Kamleshbhai B. Patel  
Chairman and Managing Director  
DIN: 00229700

Encl.: As above



Asian Granito India Ltd.

— Beautiful Life —

# Asian Granito India Ltd

Investor Presentation – May 2017

# Safe Harbor

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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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# History

Commenced Production of Ceramic Floor with 2,500 Sq. mtr per day capacity and expanded to 6,000 sq. mtr per day

**2002-2003**

Floated IPO & Established AGL Tiles World in 14 cities

Introduced India's largest wall tile with 10,000 sq. mtr per day capacity

**2007-2008**

Commenced Quartz slab production

Launched digital glazed vitrified tiles

Introduced four- colour digital printing technology

**2011-2012**

Launched double-charged polished vitrified tiles  
Introduced 8-colour digital printing

Increased manufacturing units to 8 and capacity to 1,00,000 sq. mtrs per day including outsource

**2014-2015**

Expanded the product portfolio by introducing new Engineered Marble and Quartz

**2016-2017**

**2004-2006**

Established vitrified tiles facility at Himmatnagar with 4,000 sq. mtr per day capacity and expanded to 18,000 sq. mtr per day

**2009-2010**

Expanded capacity of Wall tiles to 20,000 sq. mtr. per day  
Commenced production of marble slabs  
Established new digital printing technology for Ceramic Wall Tiles

**2012-2013**

Introduced 6-colour digital tile printing  
Expanded range in the value-added category  
Increased number of AGL tiles World outlets to 50

**2015-2016**

Amalgamation of Artisique Ceramic Pvt Ltd with Asian Granito Ltd (AGL)

# Overview

Ranked amongst  
Top **3**  
Listed Ceramic  
Companies in India

**8** State of the Art  
Manufacturing  
Facilities  
spread across Gujarat

Exporting Products  
across  
**53** Countries



**144+** Exclusive Showrooms  
& **16** Display Centres across  
India, totaling to **160+**  
showrooms

Over **5300**  
Touch Points

Over **40X**  
growth in just 16 years



## Management

- Professionals with over 22 years of experience in Ceramic Industry
- Uncompromising attitude towards Quality

Capacity

Products

Innovation

Distribution  
Network

Clientele /  
Promotion

Growth Drivers

# Key Management Team



## Mr. Kamlesh Patel – Chairman & Managing Director

- Having more than 22 years of experience in the Tile industry - he is a visionary who has created global benchmarks
- Holds BBA Degree from Sardar Patel University & Member of ICCTAS
- A decisive decision maker who believes in taking right decision at the right time and an astute marketing mind, passionate about expansion & brand building



## Mr. Mukesh Patel – Managing Director

- Having more than 22 years of experience in the Tile industry , he is responsible for giving company the “Innovative Technology “ edge
- Constantly seeking to create new product development with an uncompromising attitude towards Quality
- He is a Director of ICCTAS





# Professional Team

**Mr. B. M. Singhal**  
Senior Vice President  
(MARBLE)



**Mr. Pattanshetty**  
Vice President  
(PRODUCTION)



**Mr. Rahul Sharma**  
Associate Vice President  
(GVT)



**Mr. Sanjay Kaul**  
Associate Vice President  
(BUSINESS DEVELOPMENT)



**Mr. Chirag Dave**  
Associate Vice President  
(BONZER 7)



**CA Himanshu Shah**  
General Manager  
(FINANCE & ACCOUNT)



Management

Capacity

- Production Capacity of 1,00,000 sq. mtrs. per day (including outsource)

Products

Innovation

Distribution  
Network

Clientele /  
Promotion

Growth Drivers



# 8 Ultra Modern Manufacturing Units







# Manufacturing Facilities



1<sup>st</sup> in the World to introduce 5 layer tiles kiln from SACMI-ITALY



# Ultra Modern & Latest Technology

First to establish Online Vitrified Technology

First in India to have Digital 9 Colour Printing Technology

A Pioneer with Best Water Jet Technology

Highest number of Digital Machines in India

Only Ceramic Company to have in-house 3<sup>rd</sup> Fire Technology

India's BIGGEST KILN with 5 Line Tiles in Single Process world first in India by SACMI



**13** Digital  
9 Colour Printing  
Machines





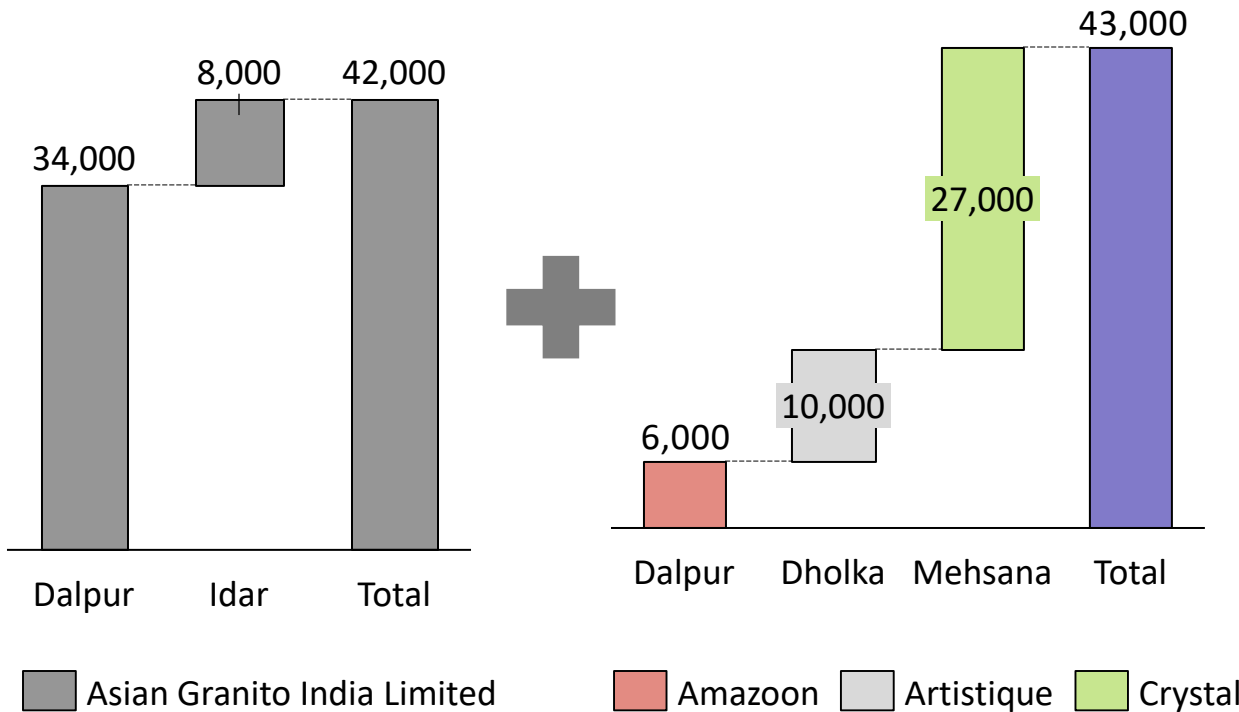
# Manufacturing Facilities



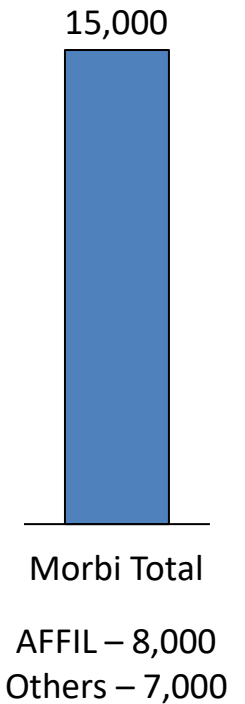


# Capacity Built up

Post Amalgamation : Owned Capacity of 85,000 Sq. mts per day



Outsourcing through Morbi

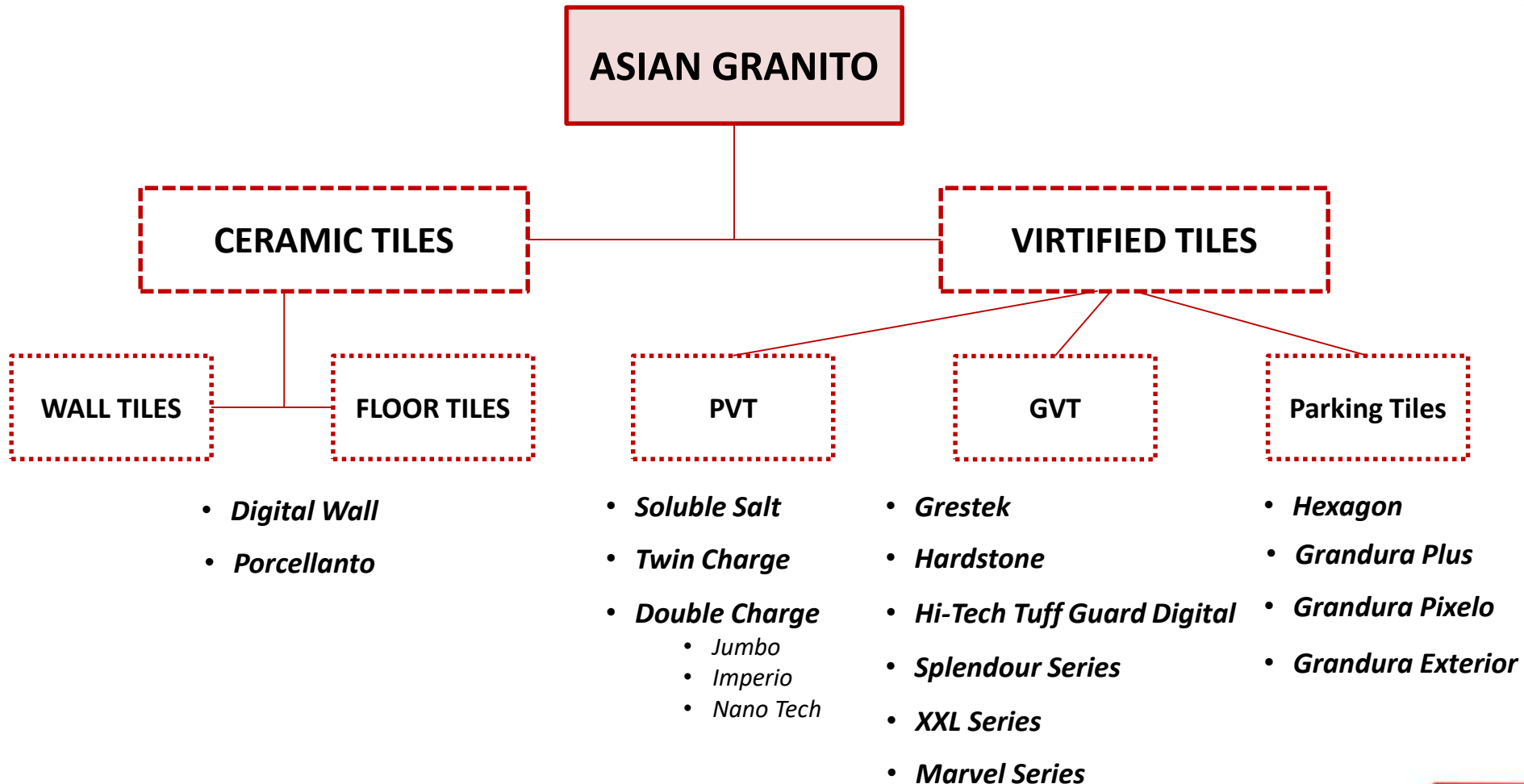


**Combined Capacity of 100,000 Sq. Mtrs per day ( Incl. Outsource )**



- **Wide Product Range - Ceramic Floor, Digital Wall, Vitrified, Parking, Porcelain, Glazed Vitrified, Outdoor, Composite Marble & Quartz**

# Product Portfolio – Tile Segment



# Product Portfolio – Marble & Quartz



- *Multi Colour Marble*
- *Nano Crystal Marble*
- *Imported Natural Marble*
- *Onyx Marble*

- *Multi Colour Quartz*
- *E - Stone*

*Different Sizes to cater to different markets :  
12mm, 15mm, 18mm, 20mm, 30mm*



# Ceramic Tiles – Wall & Floor Tiles



Digital  
Wall



**PORCELLANTO**  
Digital





# Vitrified Tiles



Soluble Salt



Homogenous Body



Nano Tech - Double Charge



Grandura Exteriors



Grandura Digital







# GRESTEK – Premium Glazed Vitrified Tiles



GRESTEK  
**SLIMGRES**  
ULTRA THIN GLAZED VITRIFIED TILES



GRESTEK  
**HARD STONE**  
SLIP RESISTANT TILES

16mm THICKNESS  
600x600mm



Powered By  
**HI-TECH TUFF GUARD**  
DIGITAL

PEI-5 COMPLIANT



GRESTEK  
**SPLENDOUR** Series  
800x1600mm GVT / PGVT





# Marble & Quartz



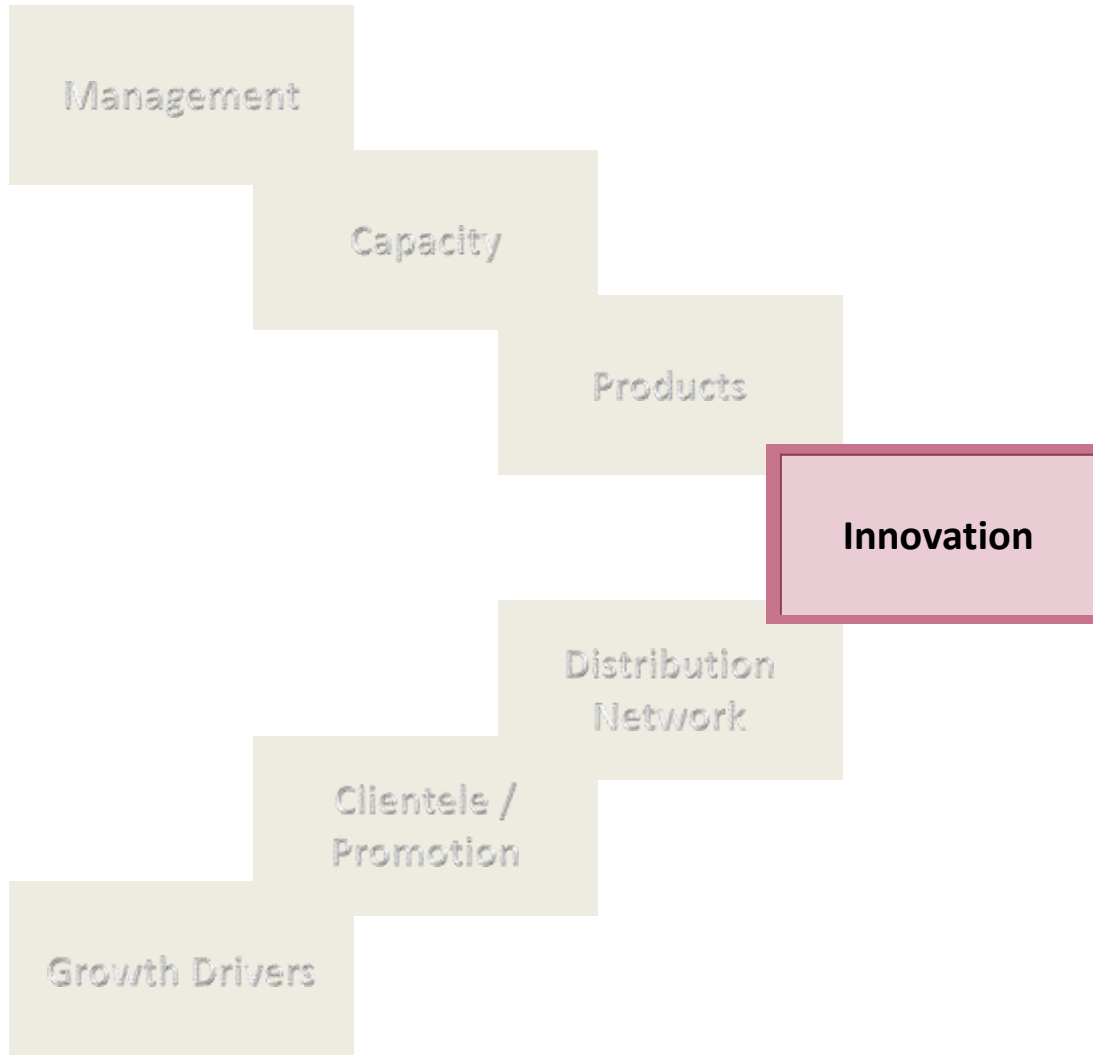
Marble



Quartz

Premium Segment - Higher Realisation  
Company enjoys 43% market share in this segment





- 1st to introduce 5 tiles manufacturing kiln from SACMI-Italy
- 1st to launch large format digital double charged vitrified tiles in 1000x1000mm Jumbo & 800x800mm Imperio
- Largest Manufacturer of Quartz in India post expansion

# Recent New Innovative Products launched

Product Name	Size in mm
<b>Engineered Quartz</b> (Different Sizes to cater to different markets)	1400 x 3100 1600 x 3200
<b>Grestek – Splendour Series – Introduced 13 SKU's</b>	800 x 1600
<b>Grestek – Marvel Colour Body Tiles</b>	300 x 600, 600 x 1200, 600 x 600, 196 x 1200
<b>Imperio – Double Charge – Introduced 17 SKU's</b>	800 x 800
<b>Jumbo - Double charge – Introduced 16 SKU's</b>	1000 x 1000
<b>CARARRA White</b> (World's Whitest Tile – in unglazed large format Double Charge)	800 x 800
<b>XXL – Polished Glazed Vitrified Tile</b>	800 x 1200
<b>Polished Vitrified Tile (Double Charge) &amp; Big Crack Stone</b> (new design introduced first time in India)	800 X 1200 & 1000 X 1000
<b>Hardstone</b> (Outdoor Tiles in 16 mm & 10 mm thickness)	600 x 600
<b>Grandura</b> (Parking Tiles)	300 x 300 & 400 x 400
<b>Hexacon Tiles</b> (first to introduce)	304 x 350
<b>Grestek SLIMGRES</b>	600 x 1200



## Pioneer in the Industry

To have **DITIGAL 9**  
Colour Printing  
Technology

Highest Number of  
**DIGITAL MACHINES** in  
India totalling to 13

**1<sup>st</sup>**

To have India's **BIGGEST**  
**KILN** with 5 line tiles in  
single process

**1000 X 1000** Double Charge  
with new Technology

To set up **MULTI-COLOUR**  
**Quartz** line in India

Management

Capacity

Products

Innovation

**Distribution  
Network**

Clientele /  
Promotion

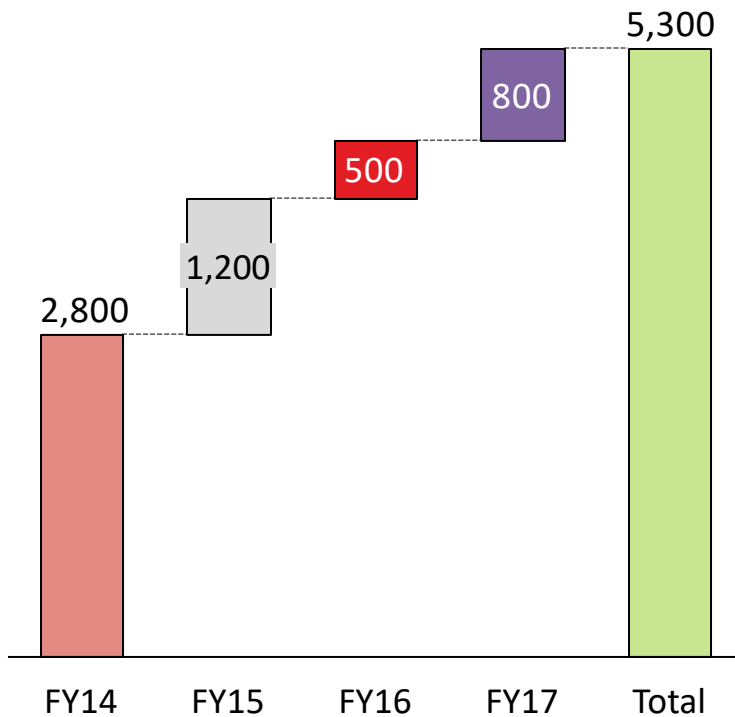
Growth Drivers

- All India Market Reach; Distribution Reach Direct Dealers / Sub-dealers: +5,300
- Unique – 144+ AGL Tile World “Exclusive across India”

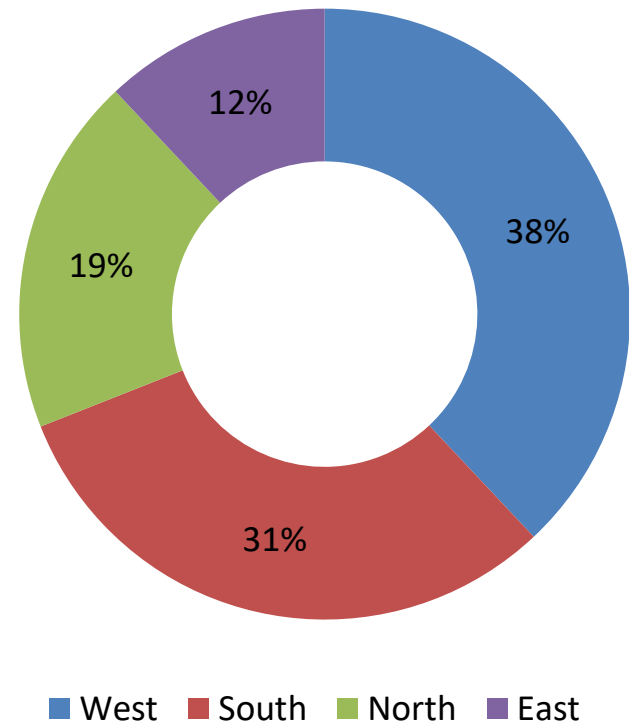


# Strengthening Distribution Network – Tile Segment

Addition in Dealers & Sub-Dealers



Geographical Revenue Breakup



In FY16, there were 915 direct dealers, and 55 were added in FY17  
**Currently we have 970 direct dealers**

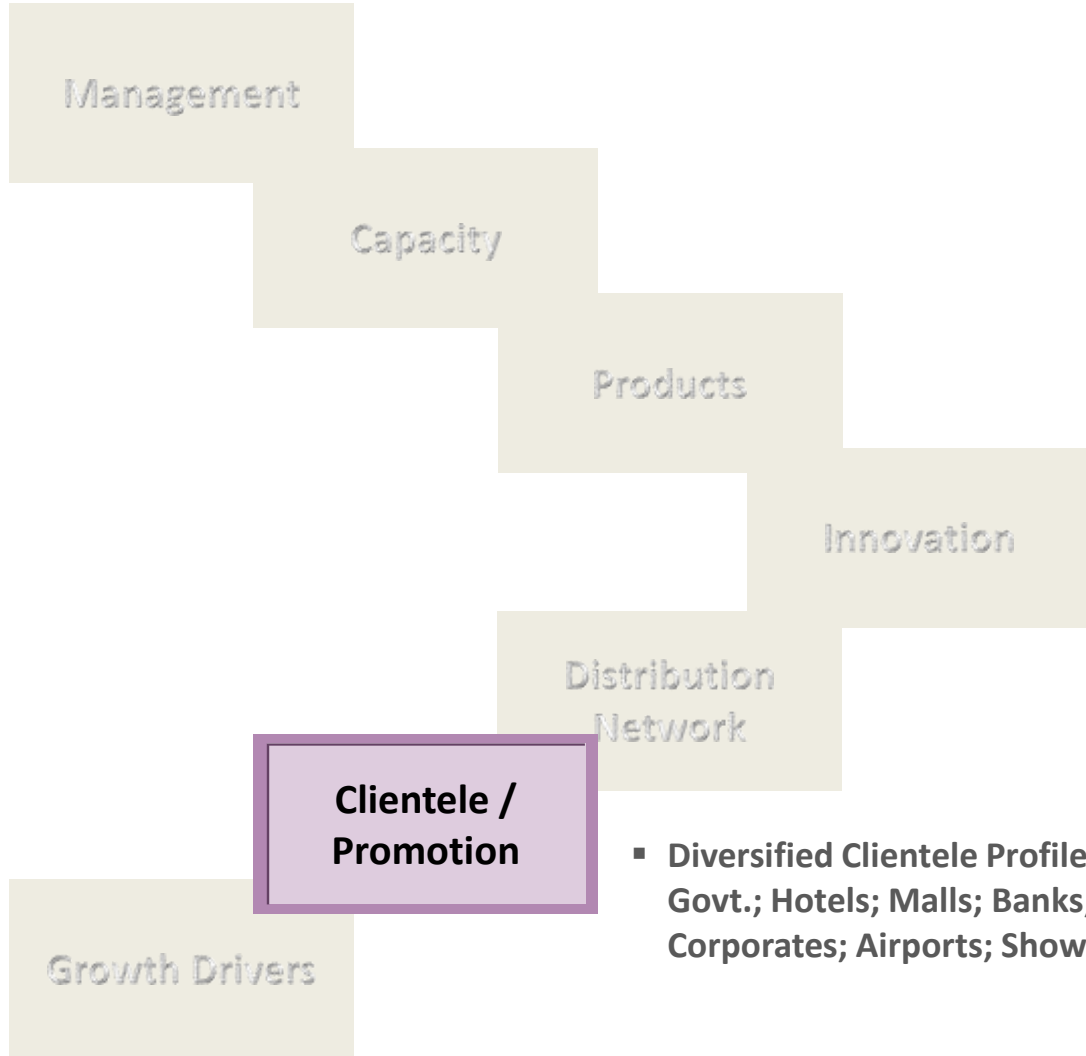


# Global Footprint



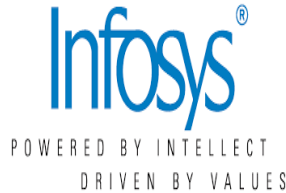
**Presence in 53+ countries across the globe**





- Diversified Clientele Profile – Real Estate; Govt.; Hotels; Malls; Banks; Hospitals; Corporates; Airports; Showrooms etc.

# Marquee Institutional Clientele



# Major Marketing Activities



## Mega Brand Recognition 2016

- Showcase Ad Commercials in **1,400 Screens** across India in Major Cinemas during **3 Mega Blockbusters**
- Advertisement in Top In flight & Architect Magazines

- Active online presence in Social Media : **Facebook, Twitter, Pinterest**
- Extensive Regional Road shows in Gujarat, Maharashtra, Punjab, HP, Delhi, Haryana, UP, Kerala



## BIG 5 Exhibition - Dubai





# Major Marketing Activities



ACE TECH (Mumbai & Delhi)



Cab Branding in Chennai and Uttar Pradesh



PRODUCT: Discovery Prime Screens  
LOCATION: DXB – Terminal 3 – Arrivals – Baggage Claim

BIG 5 Dubai Airport Branding



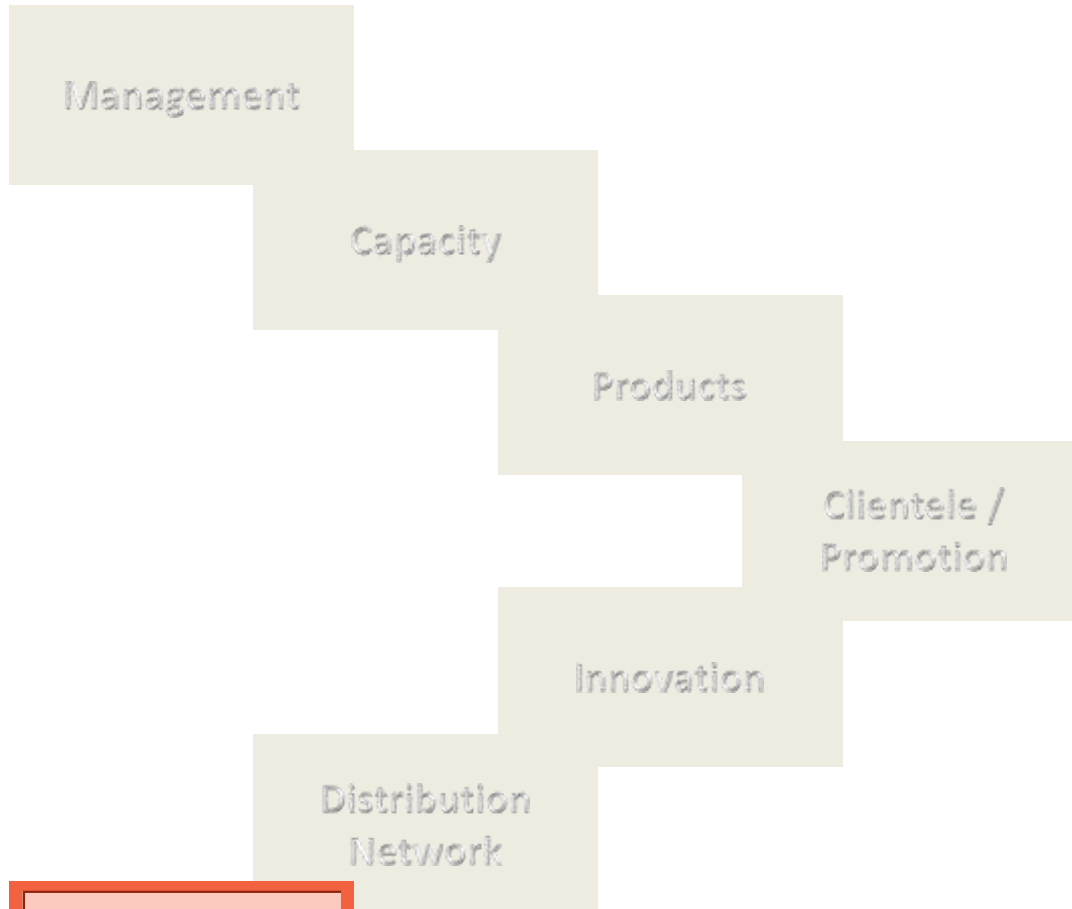




# Major Marketing Activities

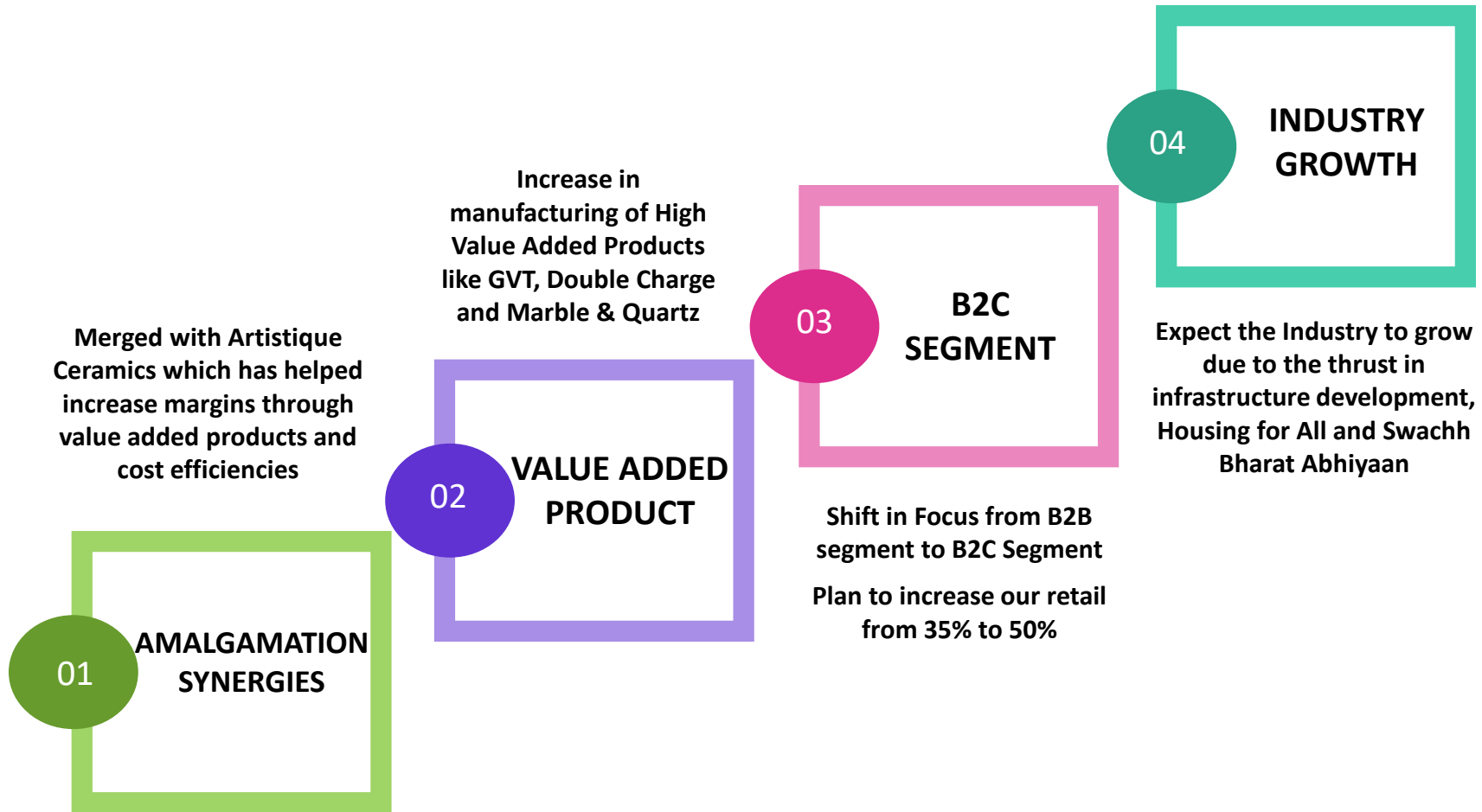
Quartz Next Event



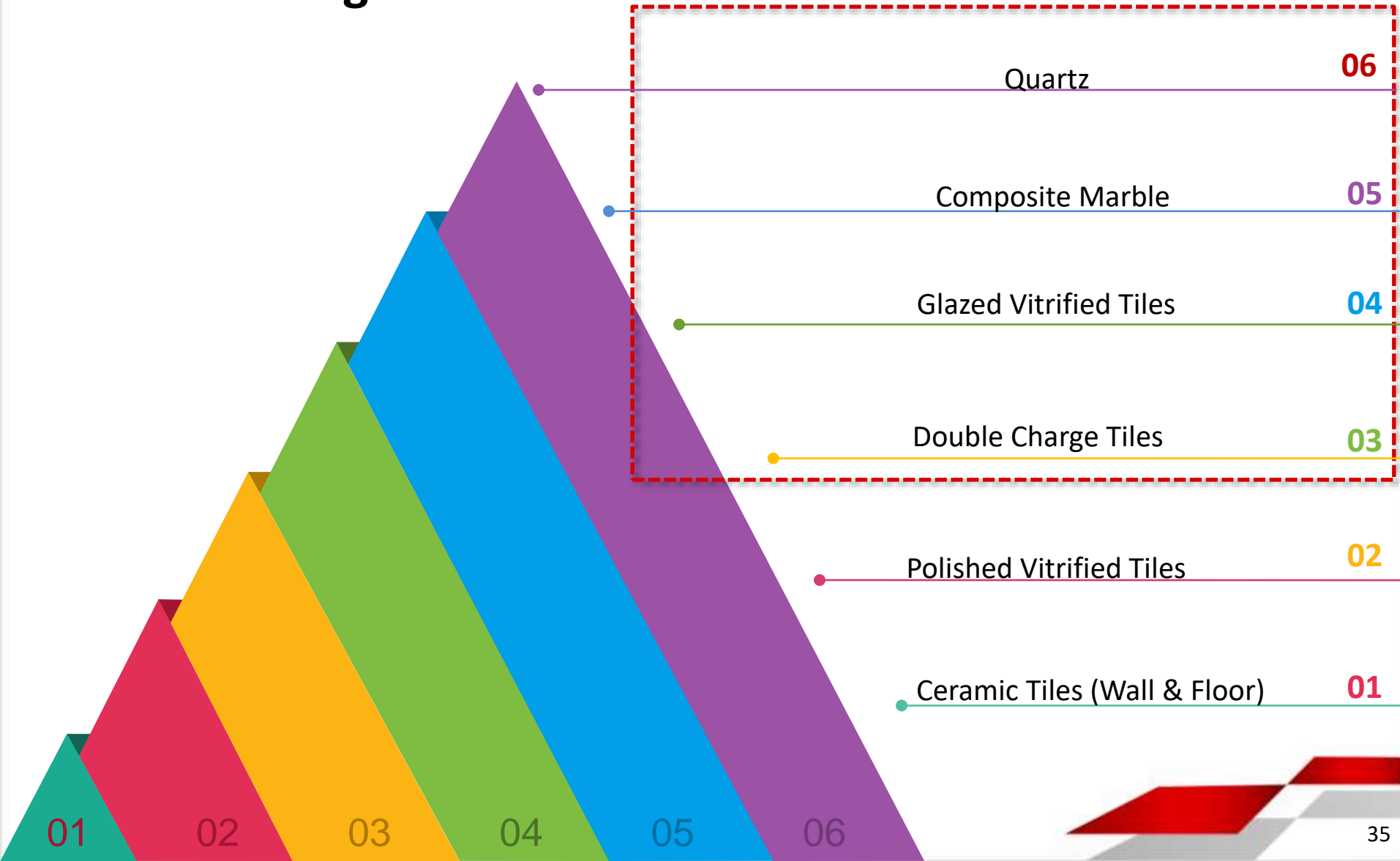


- 13 digital colour machines to ensure innovation and efficient manufacturing
- Cost Savings - Easy gas availability for nearby plant including natural gas

# Growth Drivers

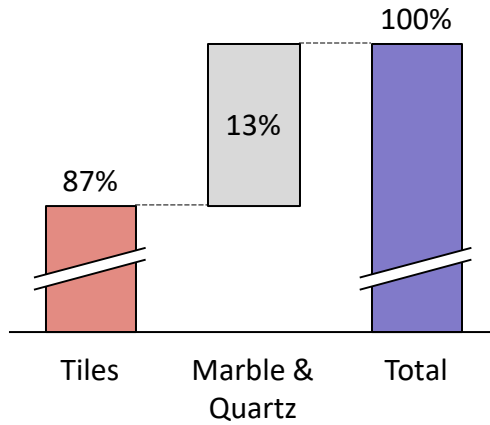


# Focus on High Value Product Mix

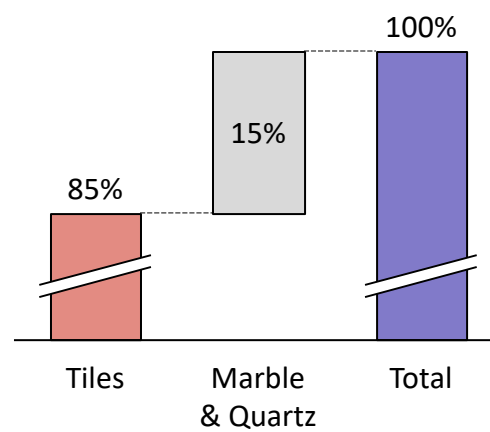


# Focus on High Value Product Mix

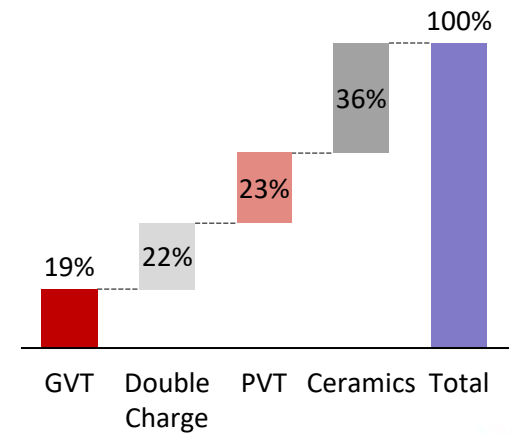
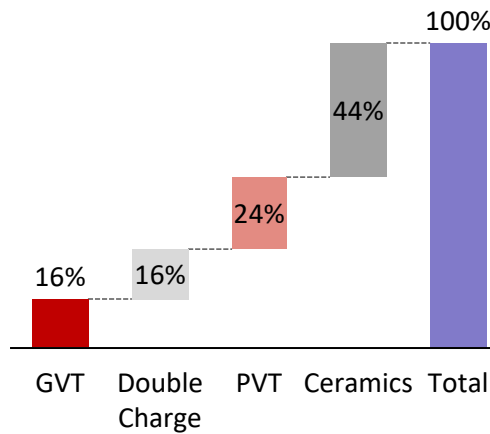
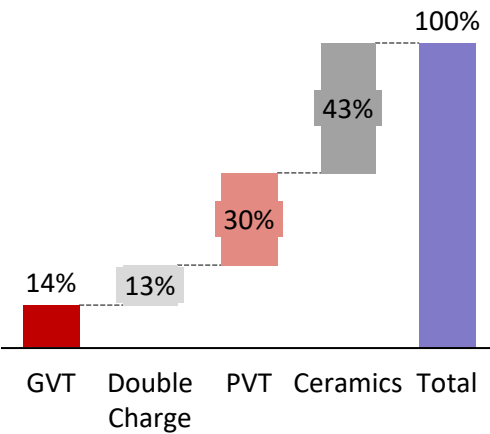
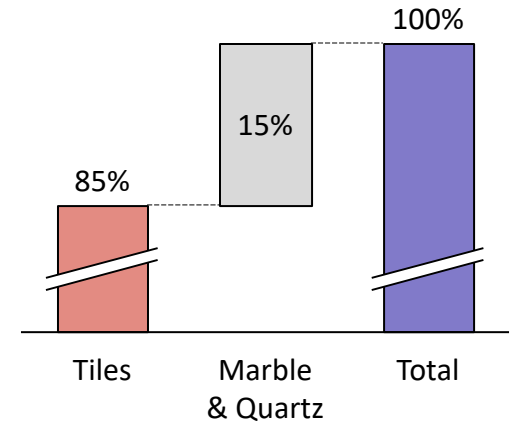
FY2015\*



FY2016\*\*



FY2017\*\*



\* On Standalone Basis as the company merged with Artistique Ceramic in July, 2015

\*\* On Consolidated basis



# Quartz



01

**Expansion of Product Portfolio by introducing new range of Engineered Marble & Quartz segment**

02

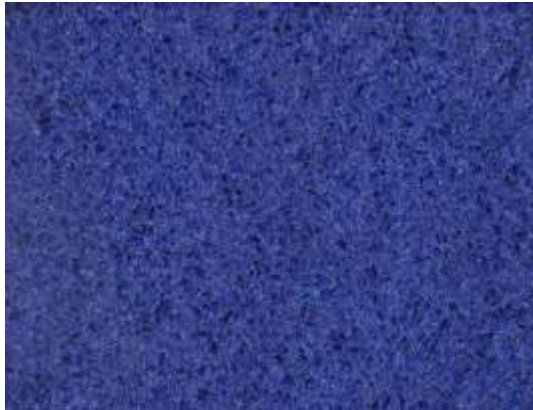
**3<sup>rd</sup> Line of Quartz commissioned from 1<sup>st</sup> April, 2017 at Dalpur**

03

**The products have a thickness of 20mm & 30mm, catering to the domestic as well as export markets**



# Quartz



*Blue Glitter*



*Iceland*



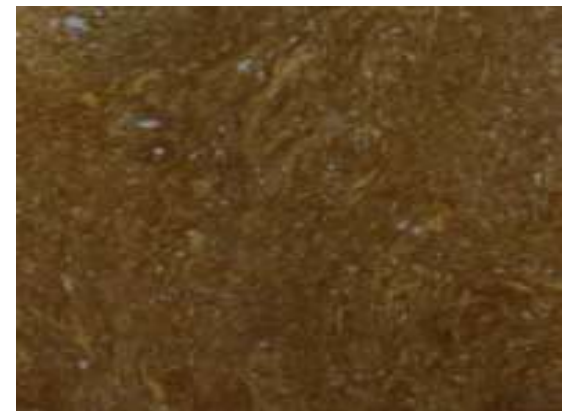
*Copper Mountain*



*Lake Stone*



*Panama Black*



*Mountain Brown*



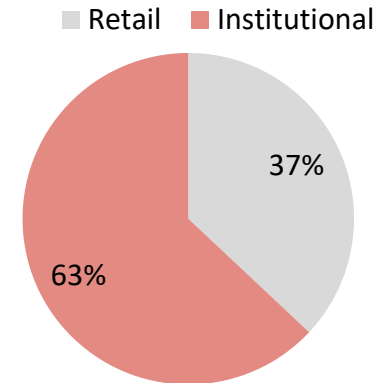
# Future Strategies- Focus on B2C Segment

Mapping market for towns with population > 20,000

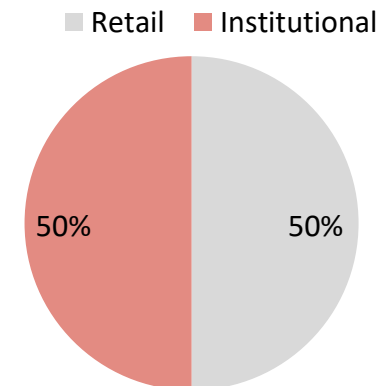
Initiatives to increase Direct Interaction with Customers

- ✓ Dealer Network
- ✓ AGL exclusive showrooms
- ✓ AGL Digital Express
- ✓ Trade schemes on high value products
- ✓ Participated in key trade exhibition
- ✓ Increased more A+/A/B+ counters

Current



Future



**We plan to Change the Market Segmentation of Project v/s Retail from 65:35 to 50:50**

# Industry Growth

Smart Cities - New city creation could create office and housing demand

Housing For All: Plan to complete 1 crore houses by 2019 for the houseless in Rural India.

Push for providing sanitation could create new demand avenues entry level or lower priced tiles (ceramic tiles)

“Swachh Bharat Abhiyaan” - aims to build 60million toilets by 2019

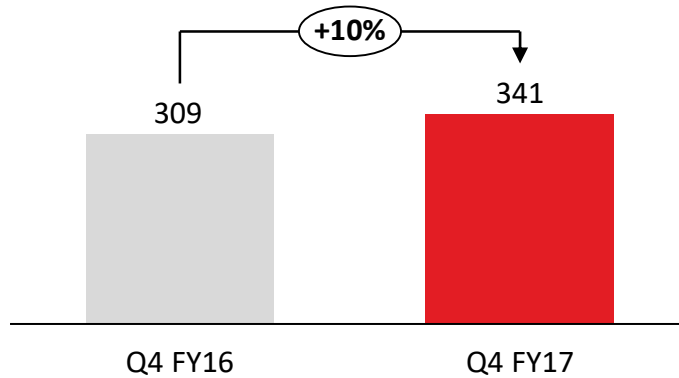
Affordable housing to be given infrastructure status which will enable projects to avail associated benefits

Increased Allocation for Pradhan Mantri Awaas Yojana – Gramin from Rs. 15,000 crore to Rs. 23,000 crore

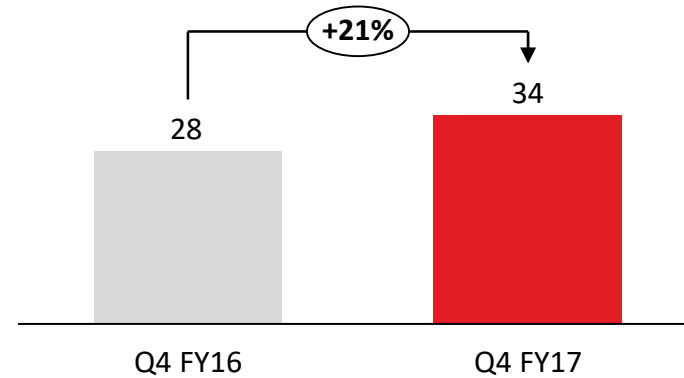
Under the scheme for promotion of affordable housing, carpet area instead of built up area of 30 and 60 Sq .mtr. to be counted.

# Financial Highlights – Q4 FY17

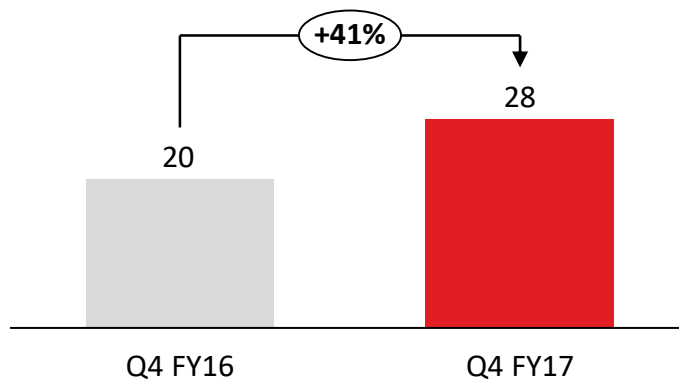
## Revenues



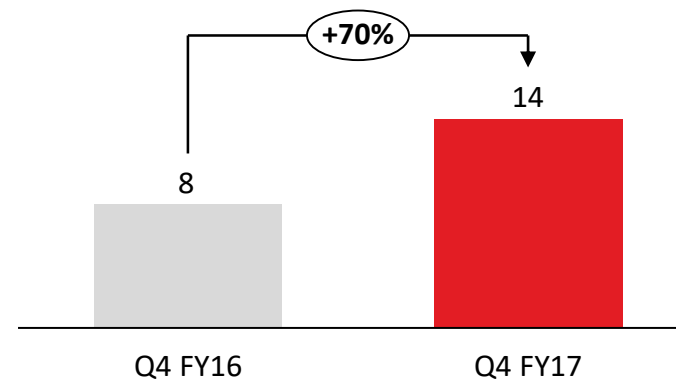
## EBITDA



## EBIT



## Profit After Tax

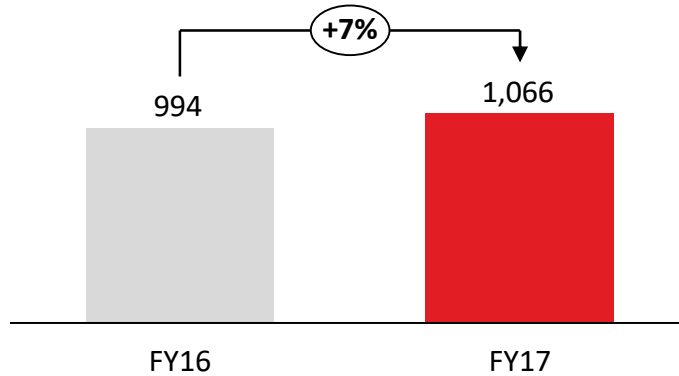


Consolidated figures (Rs. In Crs)

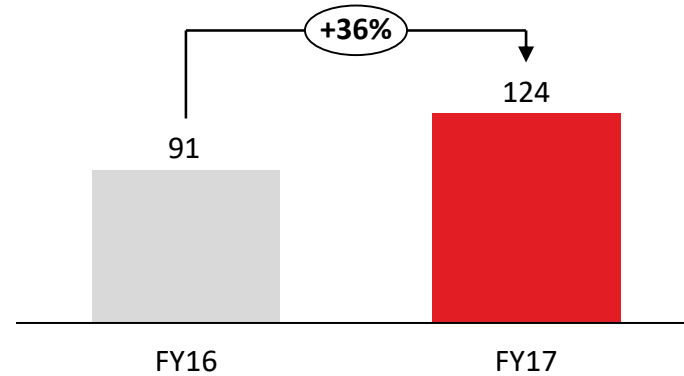


# Financial Highlights – FY17

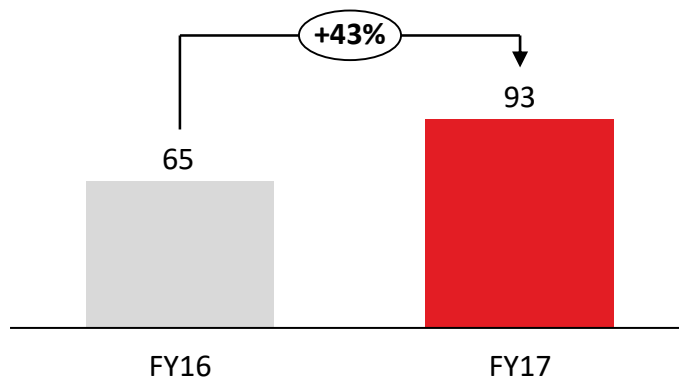
## Revenues



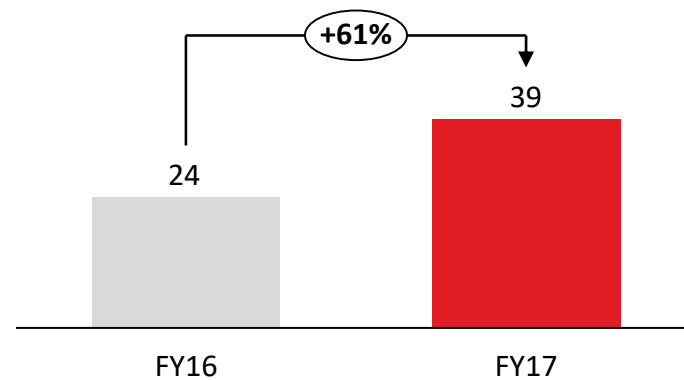
## EBITDA



## EBIT



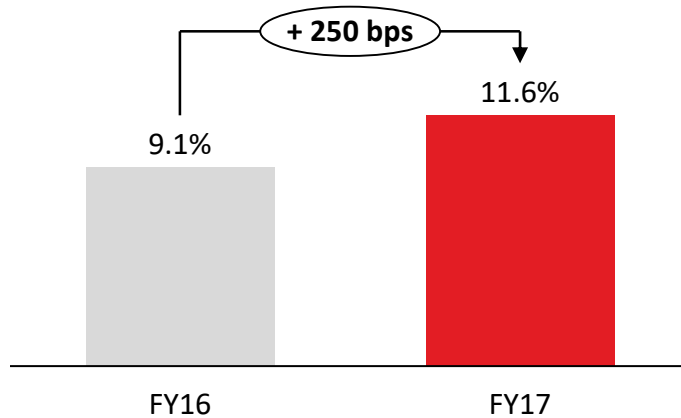
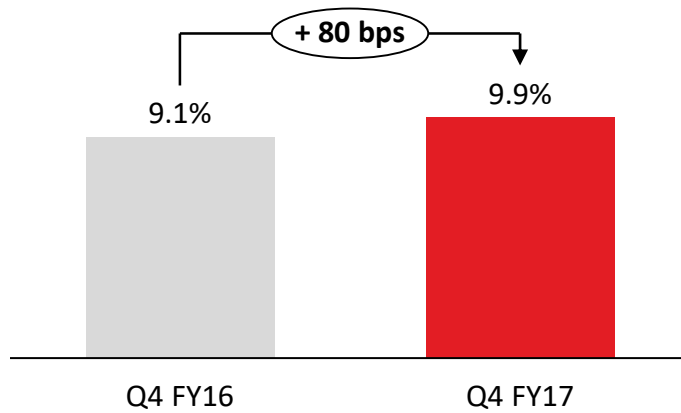
## Profit After Tax



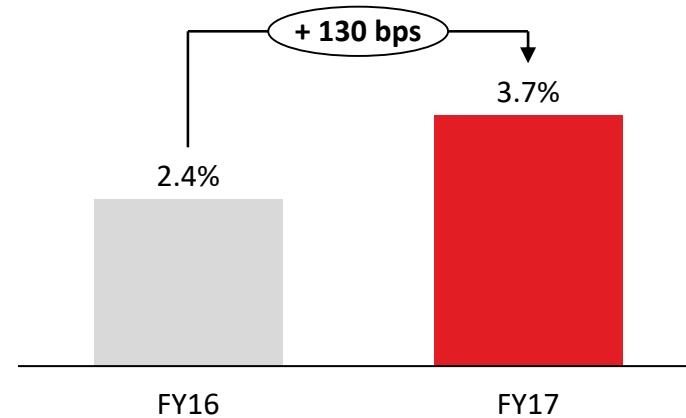
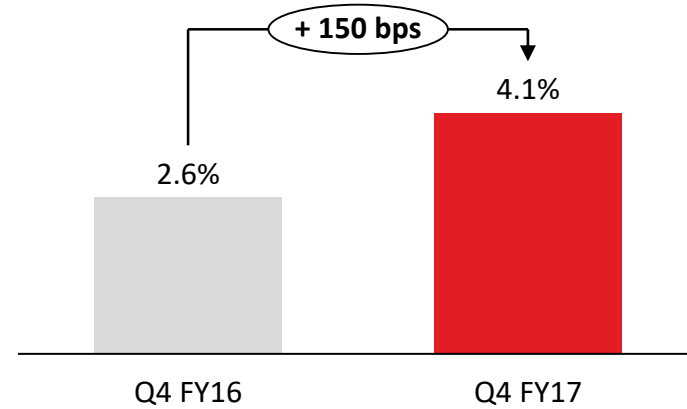
Consolidated figures (Rs. In Crs)

# Margin Profile

## EBITDA (%)



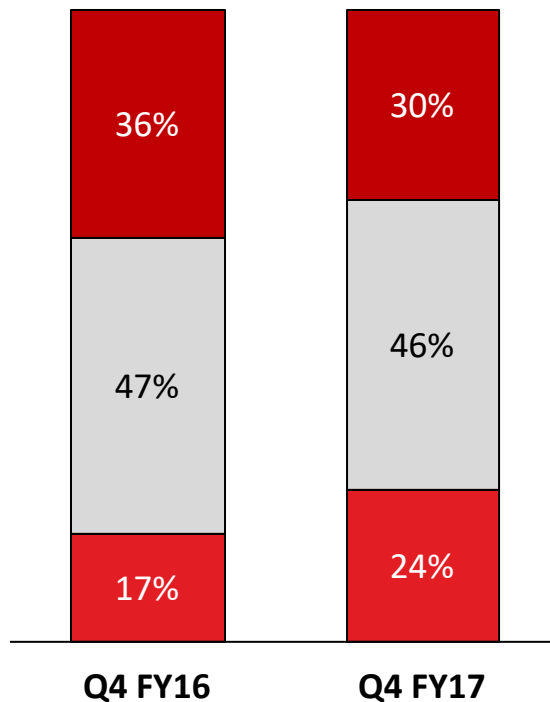
## PAT (%)



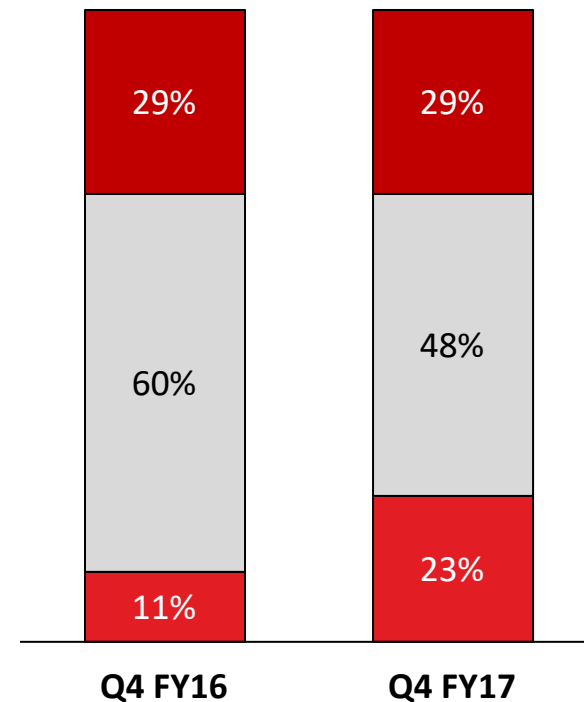
On Consolidated basis

# Tiles Division - Business Performance – Q4FY17

Volume Break-up



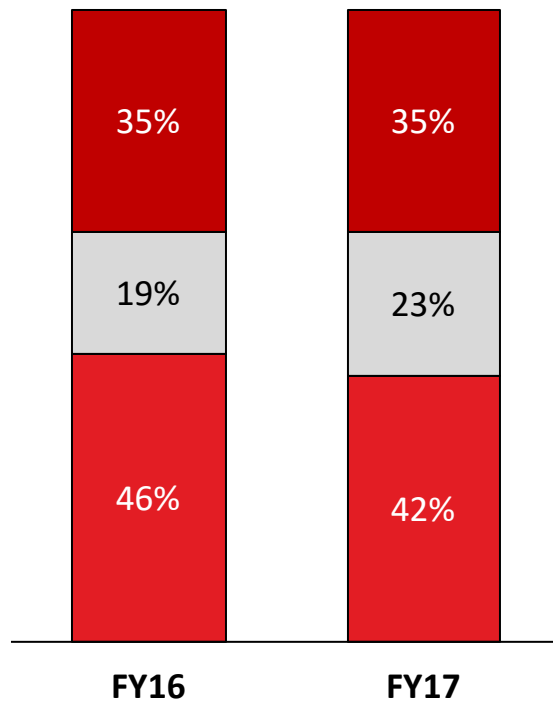
Revenue Break-up



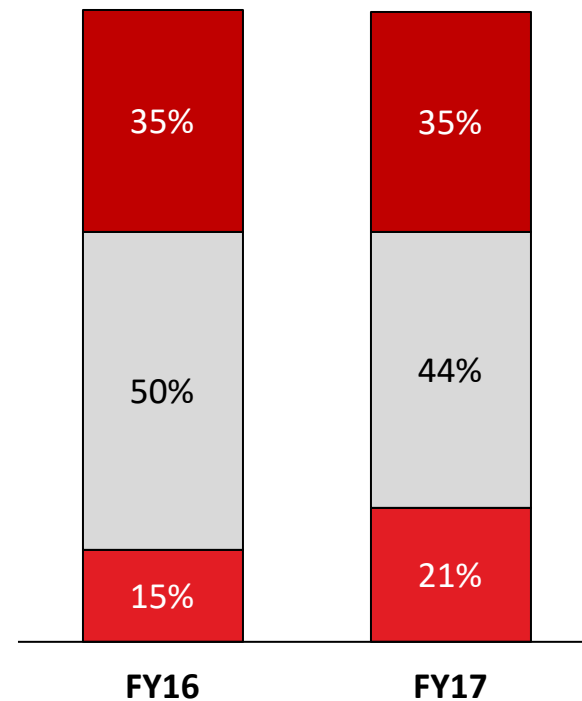
■ Own Manufacturing 
 ■ Outsourcing 
 ■ Associate

# Tiles Division - Business Performance – FY17

Volume Break-up



Revenue Break-up



■ Own Manufacturing 
 ■ Outsourcing 
 ■ Associate

# Standalone Profit & Loss

Particulars (Rs. Crs)	Q4 FY17	Q4 FY16	Y-o-Y	FY17	FY16	Y-o-Y
Net Sales	292.8	226.2		947.8	870.7	
Other Operating Income	-0.1	1.0		2.1	2.2	
<b>Revenue from Operations</b>	<b>292.7</b>	<b>227.2</b>	<b>29%</b>	<b>949.9</b>	<b>873.0</b>	<b>9%</b>
Total Raw Material	205.5	148.4		615.6	566.1	
Employee Expenses	15.4	12.9		55.0	50.6	
Power & Fuel	23.0	24.4		90.1	102.1	
Other Expenses	26.9	21.2		110.0	84.1	
<b>EBITDA</b>	<b>21.9</b>	<b>20.2</b>	<b>9%</b>	<b>79.2</b>	<b>70.0</b>	<b>13%</b>
<b>EBITDA Margin (%)</b>	<b>7.5%</b>	<b>8.9%</b>		<b>8.3%</b>	<b>8.0%</b>	
Other Income	2.4	0.2		2.6	1.0	
Depreciation	5.5	5.0		22.0	21.2	
<b>EBIT</b>	<b>18.8</b>	<b>15.3</b>	<b>22%</b>	<b>59.9</b>	<b>49.8</b>	<b>20%</b>
<b>EBIT Margin (%)</b>	<b>6.4%</b>	<b>6.8%</b>		<b>6.3%</b>	<b>5.7%</b>	
Finance Cost	4.2	6.6		20.9	23.8	
<b>Profit before Tax</b>	<b>14.6</b>	<b>8.8</b>	<b>66%</b>	<b>38.9</b>	<b>26.1</b>	<b>49%</b>
Tax	4.1	2.4		11.0	7.2	
<b>Profit After Tax</b>	<b>10.4</b>	<b>6.4</b>	<b>62%</b>	<b>28.0</b>	<b>18.9</b>	<b>48%</b>
<b>PAT Margin (%)</b>	<b>3.6%</b>	<b>2.8%</b>		<b>2.9%</b>	<b>2.2%</b>	
EPS	3.47	2.85		9.29	6.71	



# Consolidated Profit & Loss

Particulars (Rs. Crs)	Q4 FY17	Q4 FY16	Y-o-Y	FY17	FY16	Y-o-Y
Net Sales	341.9	308.4		1,063.2	991.0	
Other Operating Income	-0.8	0.4		2.7	2.9	
<b>Revenue from Operations</b>	<b>341.2</b>	<b>308.8</b>	<b>10%</b>	<b>1,066.0</b>	<b>993.9</b>	<b>7%</b>
Total Raw Material	208.3	201.2		591.2	615.2	
Employee Expenses	23.8	16.8		71.4	58.9	
Power & Fuel	43.3	34.4		141.4	127.9	
Other Expenses	31.8	28.3		138.4	101.1	
<b>EBITDA</b>	<b>33.9</b>	<b>28.1</b>	<b>21%</b>	<b>123.6</b>	<b>90.8</b>	<b>36%</b>
<b>EBITDA Margin (%)</b>	<b>9.9%</b>	<b>9.1%</b>		<b>11.6%</b>	<b>9.1%</b>	
Other Income	2.9	0.5		3.6	1.4	
Depreciation	9.0	8.8		34.5	27.5	
<b>EBIT</b>	<b>27.8</b>	<b>19.8</b>	<b>41%</b>	<b>92.7</b>	<b>64.6</b>	<b>43%</b>
<b>EBIT Margin (%)</b>	<b>8.2%</b>	<b>6.4%</b>		<b>8.7%</b>	<b>6.5%</b>	
Finance Cost	9.6	7.9		39.5	29.1	
Exceptional Items	0.0	0.5		0.0	0.5	
Profit before Tax	18.2	11.4	60%	53.2	35.0	52%
Tax	4.3	4.2		13.4	11.3	
<b>Profit After Tax</b>	<b>13.9</b>	<b>7.2</b>	<b>93%</b>	<b>39.8</b>	<b>23.7</b>	<b>68%</b>
<b>PAT Margin (%)</b>	<b>4.1%</b>	<b>2.3%</b>		<b>3.7%</b>	<b>2.4%</b>	
Share of profit of associates	1.0	1.4		2.7	2.2	
Minority Interest	-1.1	-0.4		-3.4	-1.7	
Other Comprehensive Income	0.0	0.0		0.0	0.0	
<b>Profit After MI and Share of Profit of Associates</b>	<b>13.9</b>	<b>8.1</b>	<b>70%</b>	<b>39.1</b>	<b>24.3</b>	<b>61%</b>
<b>PAT Margin (%)</b>	<b>4.1%</b>	<b>2.6%</b>		<b>3.7%</b>	<b>2.4%</b>	
EPS	4.61	3.61		13.00	8.60	

# Standalone Balance Sheet

Particulars (Rs. Crs)	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>357</b>	<b>331</b>
Share Capital	30	23
Reserves & Surplus	327	301
Share Suspense Account	0	8
<b>Non-Current Liabilities</b>	<b>50</b>	<b>52</b>
Long term borrowings	14	20
Deferred Tax Liabilities (Net)	23	22
Other Long term liabilities	12	10
Long-Term Provisions	0	0
<b>Current liabilities</b>	<b>391</b>	<b>321</b>
Short term borrowings	135	148
Trade payables	226	150
Other current liabilities	23	18
Short term Provision	7	5
<b>TOTAL LIABILITIES</b>	<b>798</b>	<b>704</b>

Particulars (Rs. Crs)	Mar-17	Mar-16
<b>Non-current assets</b>	<b>302</b>	<b>300</b>
Fixed assets	230	225
Non-current Investments	34	35
Long Term Loans	36	36
Other Non-current assets	2	4
<b>Current assets</b>	<b>496</b>	<b>404</b>
Inventories	192	190
Trade receivables	266	177
Cash and bank balances	15	13
Short term loan and advances	21	22
Other current assets	2	2
<b>TOTAL ASSETS</b>	<b>798</b>	<b>704</b>

# Consolidated Balance Sheet

Particulars (Rs. Crs)	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>401</b>	<b>363</b>
Share Capital	30	23
Reserves & Surplus	371	333
Share Suspense Account	0	8
<b>Minority Interest</b>	<b>22</b>	<b>19</b>
<b>Non-Current Liabilities</b>	<b>191</b>	<b>176</b>
Long term borrowings	127	118
Deferred Tax Liabilities (Net)	34	30
Other Long term liabilities	30	27
Long-Term Provisions	0	0
<b>Current liabilities</b>	<b>488</b>	<b>392</b>
Short term borrowings	209	199
Trade payables	230	156
Other current liabilities	35	31
Short term Provision	14	6
<b>TOTAL LIABILITIES</b>	<b>1,102</b>	<b>950</b>

Particulars (Rs. Crs)	Mar-17	Mar-16
<b>Non-current assets</b>	<b>464</b>	<b>461</b>
Fixed assets	406	398
Non-current Investments	17	13
Long Term Loans	20	24
Other Non-current assets	21	26
<b>Current assets</b>	<b>638</b>	<b>489</b>
Inventories	273	245
Trade receivables	311	197
Cash and bank balances	19	17
Short term loan and advances	33	28
Other current assets	2	2
<b>TOTAL ASSETS</b>	<b>1,102</b>	<b>950</b>

## Awards & Accolades



**Energy Conservation Award**  
received from the President of India



**'Asian Granito India Limited'** was awarded the winner for  
outstanding achievements in **Environment Management**



# CSR Activities







**Asian Granito India Ltd.**

— *Beautiful Life* —

**Asian Granito Limited**

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