

Asian Granito India Ltd.

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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 28.05.2019

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.

Please find attached Investors Presentation for the quarter and year ended on 31st March, 2019.

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.

You are kindly requested to take the same on record.

Thanking you,

Yours faithfully,

For Asian Granito India Limited


Bhaveshbhai Patel
Director
DIN: 03382527



Encl.: As above



Investor Presentation

Making **Life**
More Beautiful
Worldwide



Safe Harbor

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TOPICS

- Q4 & FY 19 Highlights
- ABOUT COMPANY
- PRODUCTS
- BUSINESS NETWORK
- GROWTH DRIVERS – AGL 2020 & BEYOND
- PROMISING BRAND AGL
- FINANCIALS

Q4 FY 19 Performance Highlights

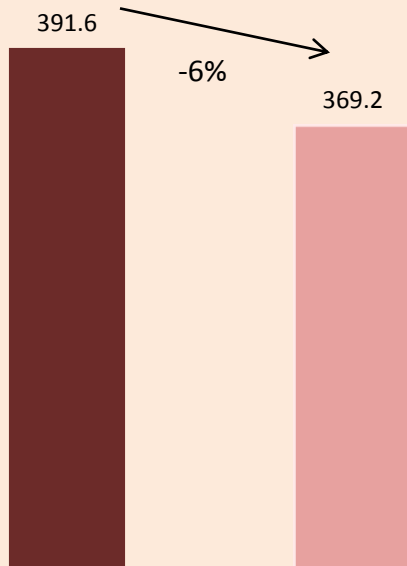


- Q4 for the company remains subdued on account of lower volume, pressure on realisation and increase in input cost which resulted lower profitability and dented earnings.
- On average realisation front we have seen marginal improvement on Y-o-Y basis on account of higher contribution from M&Q division. Consolidation of Camrolla resulted higher contribution from Quartz segment in total consolidated revenue on Y-o-Y basis.
- For tiles segment, realization continue to remain under pressure on Y-o-Y basis on account of firm competition from unorganized players, however Q-o-Q realisation remain flat which we believe to be positive for the company in coming quarters.
- Gas price continue to remain high for the quarter compared to last years same period impacting our profitability.
- With an aim to provide 'Complete Bathroom Solutions' under one roof we have decided to venture into Sanitaryware. Company is entering the Sanitaryware segment with 160 SKUs in products including Wash Basins, Water Closets (WC), and Urinals. Commercial Launch of 'AGL Sanitaryware' is expected by June 2019 across India.
- For the quarter ended March 2019, Promoter holding stands at 33.12% which is 0.70% higher than Dec 2018 quarter.
- **Outlook** – Demand have started to improve however realisation remains under pressure. Profitability will depend on realization of product and inflation in key raw material, however long term margin outlook remain positive considering passing of the higher input cost, increase in utilization of plants and raise in sale of high value products (big format tile and Quartz). Acceptance of the increase in price of products will remain key game changer for the Industry. NGT order for discontinuing of Coal gas have completely changed the demand scenario for organized players. This order has impacted the unorganized player which is resulting into price hike across format in Ceramic and Vitrified segment. We are very positive on demand outlook post NGT order and we see demand to improve further post election.

Consolidated Financial Highlights – Q4FY2019



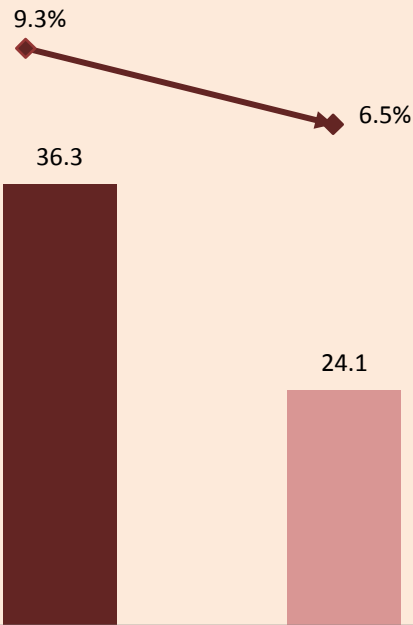
Net Revenue



Q4 FY18

Q4 FY19

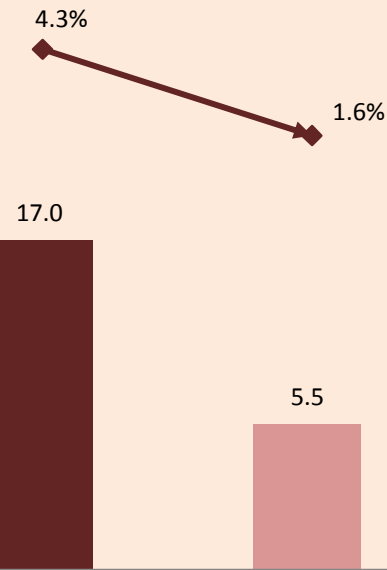
EBITDA & Margin



Q4 FY18

Q4 FY19

PAT & Margin



Q4 FY18

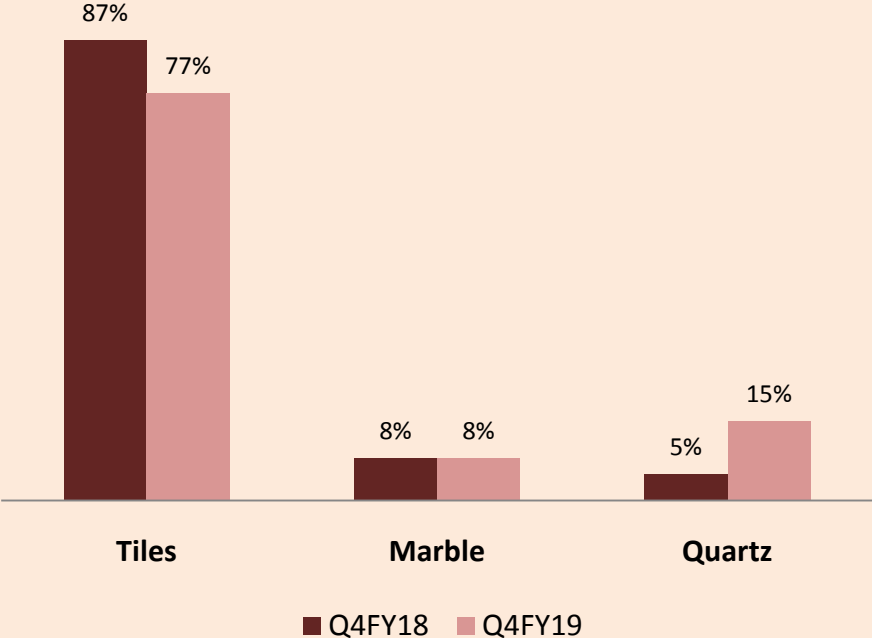
Q4 FY19

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

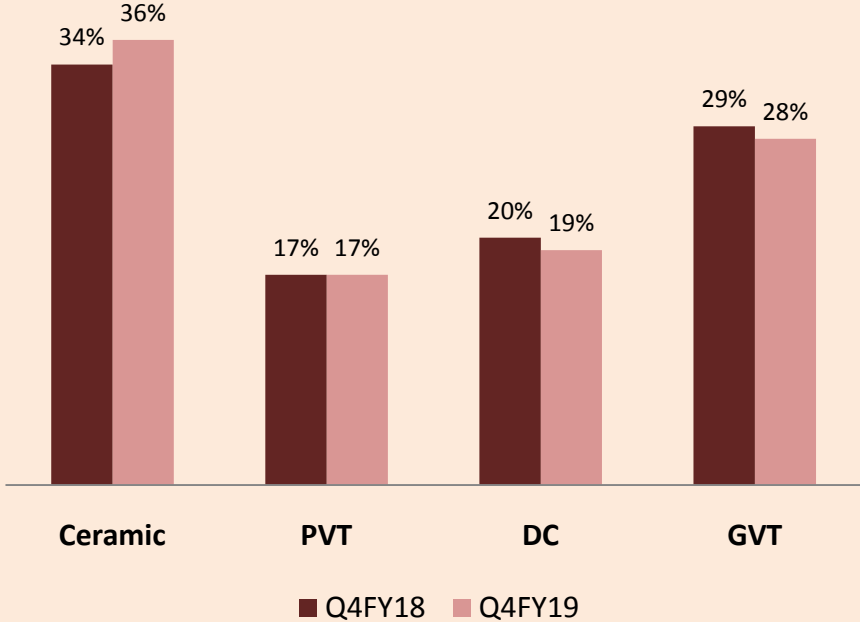
Operational Matrix – Q4 FY 19



Segmental Value (Consolidated)



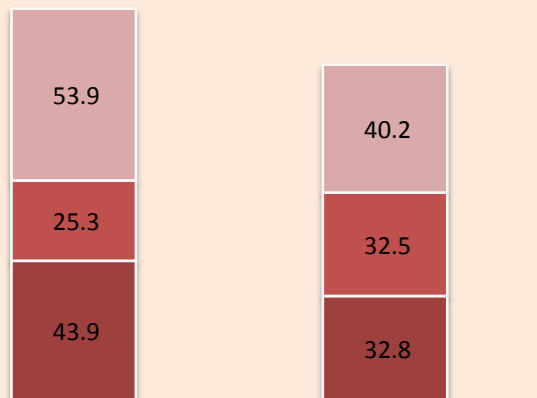
Revenue Breakup of Tiles Division



Performance by Volume, Value & Export – Q4 FY19



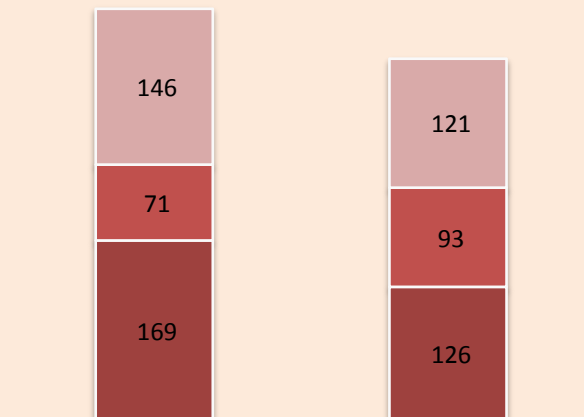
Volume (MSM)



Q4FY18 Q4FY19

■ AGL Standalone ■ Associate ■ Trading

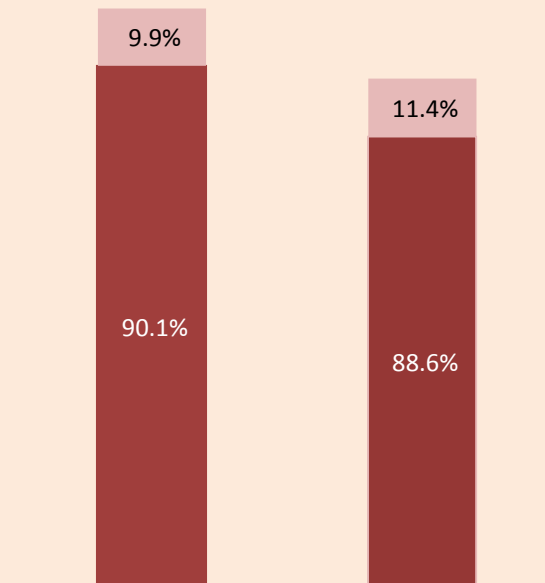
Value (Rs. Cr)



Q4FY18 Q4FY19

■ AGL Standalone ■ Associate ■ Trading

Domestic & Exports



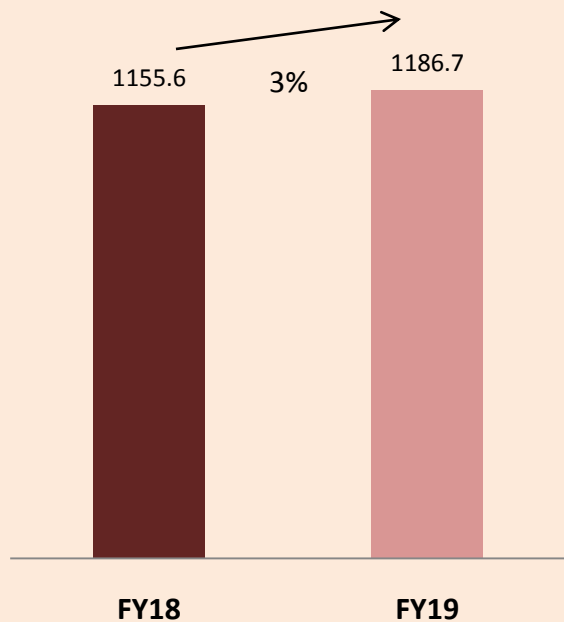
Q4FY18 Q4FY19

■ Domestic ■ Export

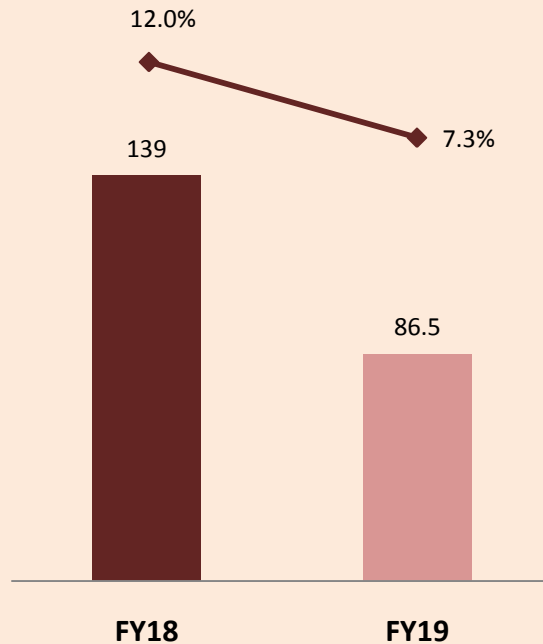
Consolidated Financial Highlights – FY2019



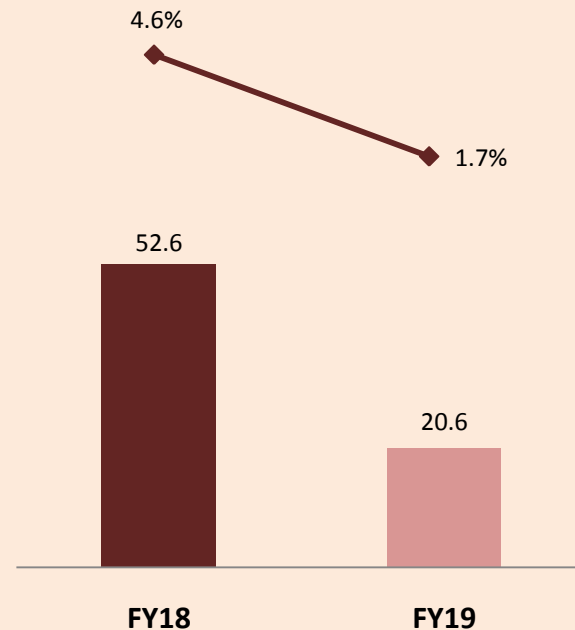
Net Revenue



EBITDA & Margin



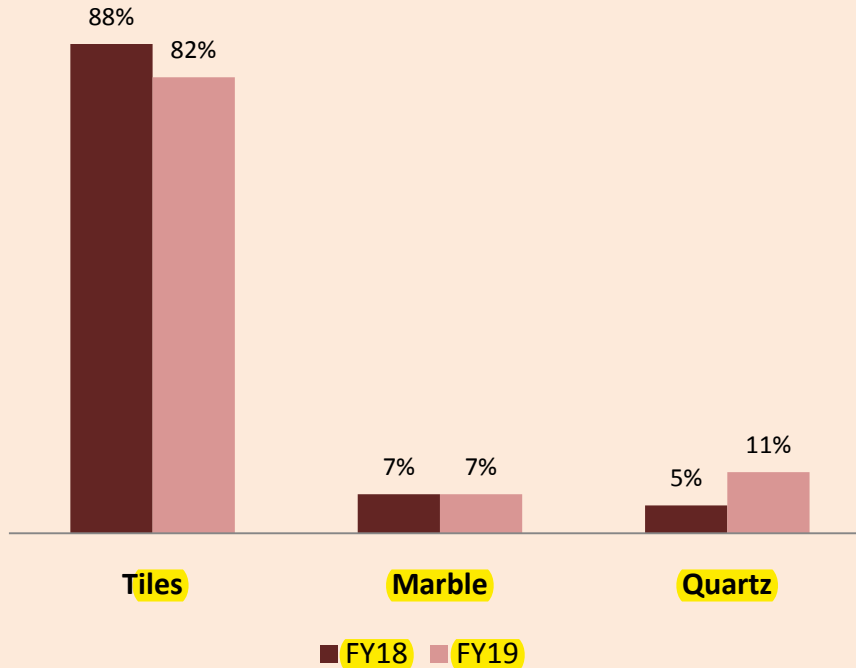
PAT & Margin



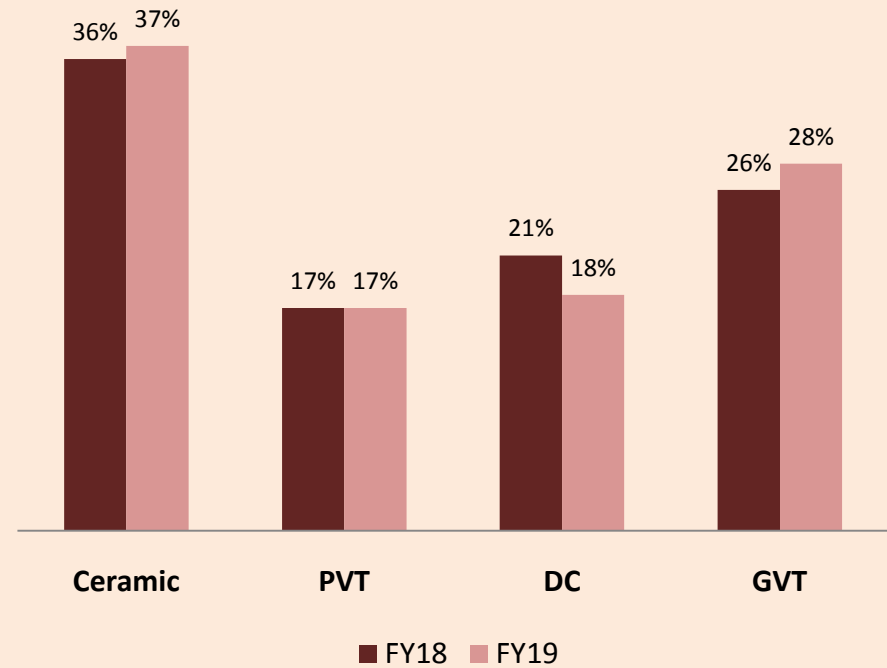
* PAT includes Share of Profits of Associate/JV & Minority Interest

Operational Matrix – FY 19

Segmental Value (Consolidated)



Revenue Breakup of Tiles Division

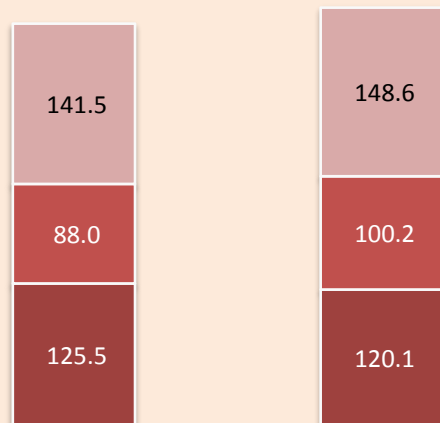


Performance by Volume, Value & Export – FY 19



Volume (MSM)

355.0 → 369.0



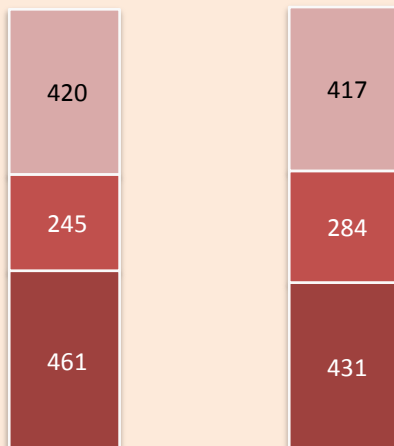
FY18

FY19

■ AGL Standalone ■ Associate ■ Trading

Value (Rs. Cr)

1126.0 → 1131.0

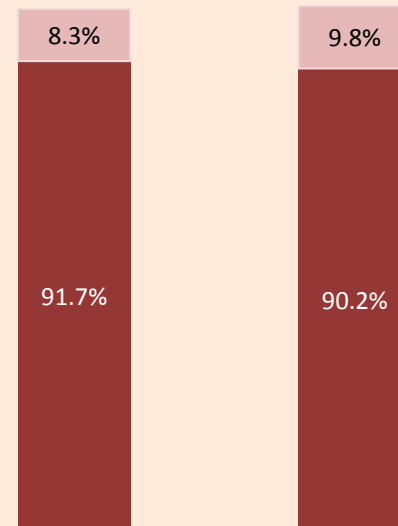


FY18

FY19

■ AGL Standalone ■ Associate ■ Trading

Domestic & Exports



FY18

FY19

■ Domestic ■ Exports

Consolidated Profit & Loss – Q4 & 12M FY2019



— Beautiful Life —

Particulars (Rs. Crs)	Q4 FY18	Q4 FY19	Y-o-Y	FY2018	FY2019	Y-o-Y
Revenue from Operations	391.6	369.2	-6%	1,155.6	1,186.7	3%
Total Raw Material	242.2	217.3	-10%	632.0	664.2	5%
Employee Expenses	33.0	26.3	-20%	94.2	109.9	17%
Gas	27.08	34.41	27%	91.7	112.5	23%
Power	12.93	15.67	21%	49.3	54.2	10%
Other Expenses	40.0	51.4	28%	149.4	159.3	7%
EBITDA	36.3	24.1	-34%	139.0	86.5	-38%
EBITDA Margin (%)	9.3%	6.5%	-275	12.0%	7.3%	-473
Other Income	0.5	2.2		2.9	4.1	
Depreciation	7.1	6.7	-6%	25.4	27.3	8%
EBIT	29.7	19.6	-34%	116.5	63.3	-46%
EBIT Margin (%)	7.6%	5.3%		10.1%	5.3%	
Finance Cost	8.3	10.6	28%	36.5	34.7	-5%
Exceptional Items	0.0	0.0		0.0	0.0	
Profit before Tax	21.4	8.9	-58%	80.0	28.6	-64%
Tax	4.2	3.4		25.6	9.8	
Profit After Tax	17.21	5.58	-68%	54.4	18.7	-66%
Share of Profits of Associates / JV	0.7	0.8		2.5	4.3	
Minority Interest	1.0	0.6		4.2	2.2	
Net Profit for the period after Share of Profit of Associates	16.92	5.803	-66%	52.7	20.9	-60%
Other Comprehensive Income	0.1	-0.3		-0.1	-0.2	
Total Comprehensive Income	17.01	5.53	-67%	52.6	20.6	-61%
Comprehensive Income Margin (%)	4.3%	1.50%	-285	4.6%	1.7%	-282

Asian Granito India Ltd - Corporate Values



Core Purpose

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

Core 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 be 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 team work. Every member of AGL team is valued and respected for their
- **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** - We consistently strive to improve our products, services, internal practices, skills and overall culture of the organization through incremental and breakthrough progress.

Big Hairy Audacious Goal

- To become a conglomerate of Rs. 6,000 Cr with 10% profitability by the year 2030.

AGL - Company snapshot



Ranked amongst Top 3 Listed Ceramic Tile Companies in India

Over **40 times** growth in production capacity in last 18 years from 2,500 SQMTS/day in FY 2000 to more than 1 lakh SQMT/day

10 State-of-the-art Manufacturing facilities across Gujarat

Over **6500+** Touch Points & **302** showrooms - including **289+** exclusive & **13** Display Centres PAN India

Exporting Products across **58+** Countries

Journey So far / Key Milestones



— Beautiful Life —

2000

AGL was incorporated & commences operations

2003

First Plant of Ceramic Floor with 2,500 Sq. mtr per day capacity at Idar was set up

2006

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

2008

Listed on Stock Exchanges. Introduced India's largest wall tile capacity with 10,000 SQMTS per day

2010

Commenced production of marble slabs; New digital printing technology for Ceramic Wall Tiles

2012

Quartz slab production; Launched digital glazed vitrified tiles; Introduced four- colour digital printing

2013

Introduced 6-colour digital tile printing; Launched 50th AGL tiles World

2015

Launched double-charged polished vitrified tiles; Introduced 8-colour digital printing; AGL with 8 plants

2016

Amalgamation of Artisque Ceramic Pvt Ltd with Asian Granito Ltd (AGL).

2017

Expanded product portfolio in Marble; Introduce new Multi-Colour Quartz range

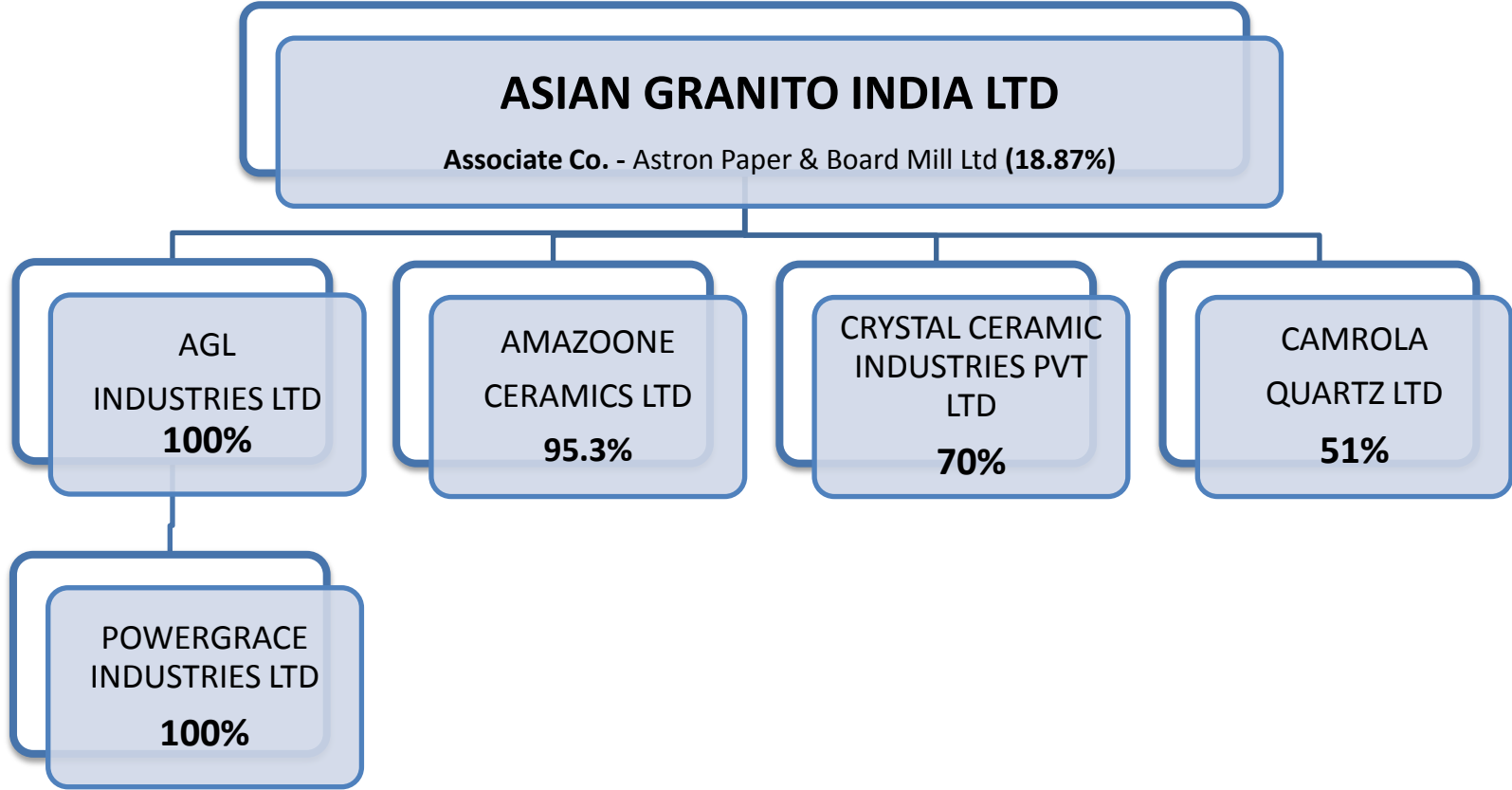
2018

Launched Range 'RAINBOW GLITZ' & ECO BLANCO; Opened 18,000 Sq ft Showroom in A'bad

2019

Launched Special effect Wall Tiles; GVT MarbleX 900x1800; TAC Tile; Step & Riser; Hardstone 600x1200; Camrolla started production of the quartz

Corporate Structure



Management and Board of Directors



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



Mr. Mukesh Patel, MD

- 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

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

Key Professional Team



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. RAJENDRA BIST
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

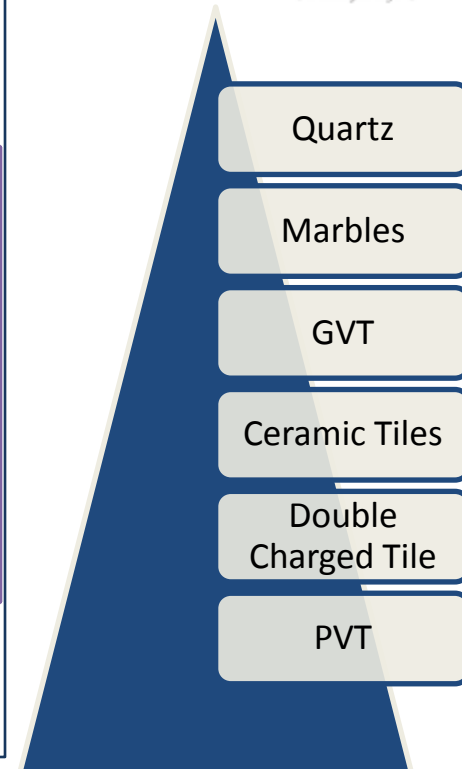
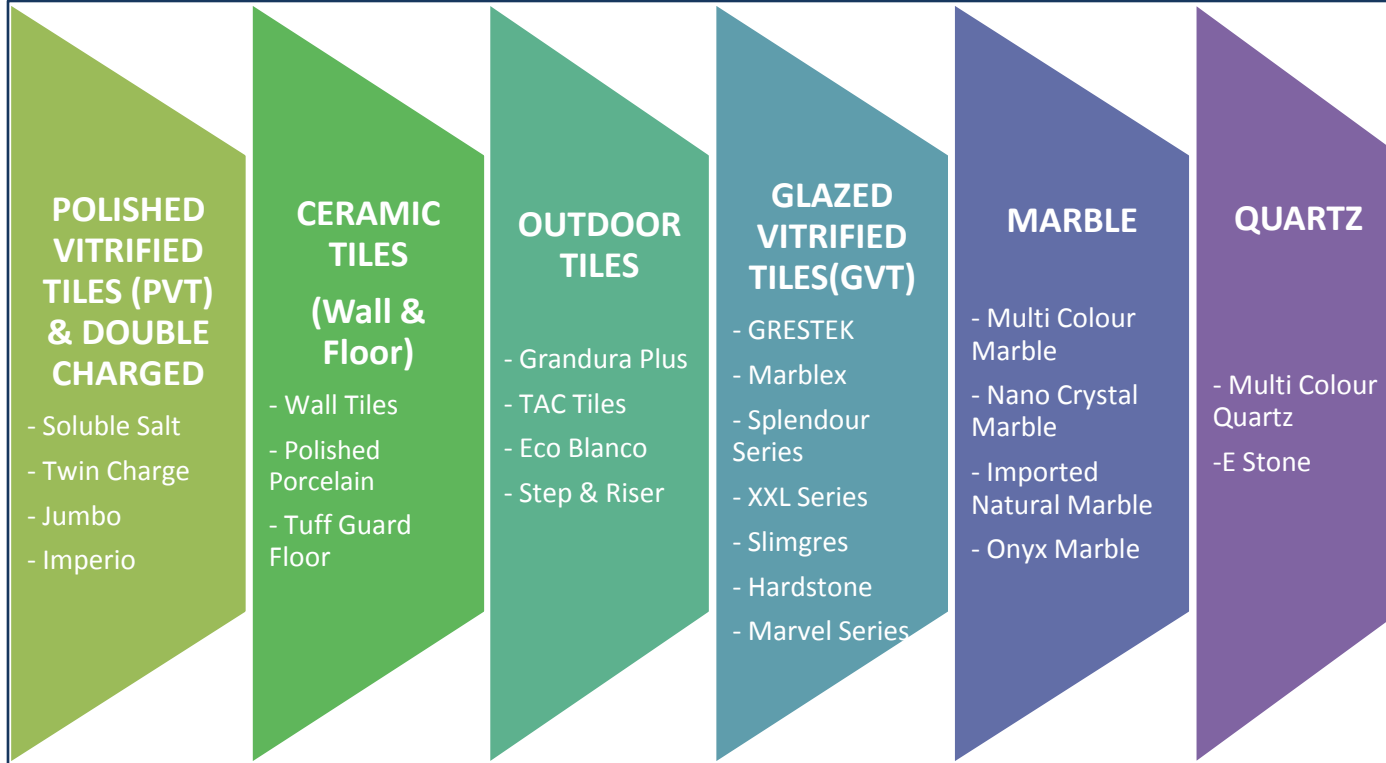


MR. JALPESH RAJGURU
AGM – POWERGRACE



Products

Exclusive Range of Tiles for Every Need



Widest range of Tiles, Marble & Quartz

BRAND PREMIUM- AGL

Premium Range Tiles



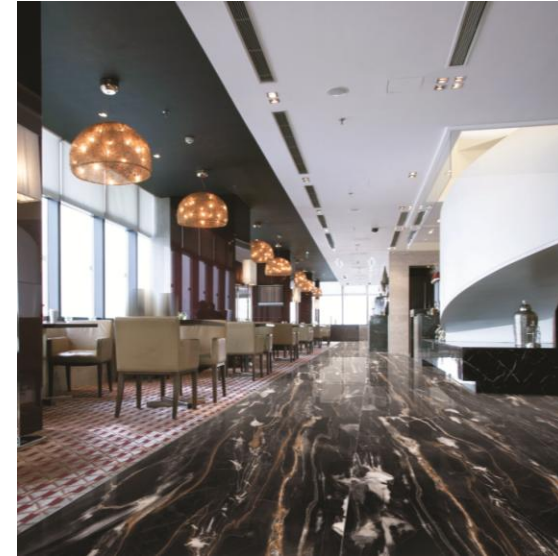
New Product Launches



Special Effect Tiles Range



Outdoor Tiles : Grandura + Grandura

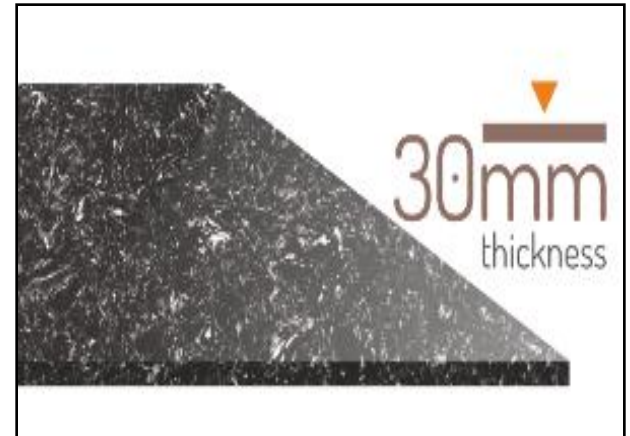


Marblex Tiles Range

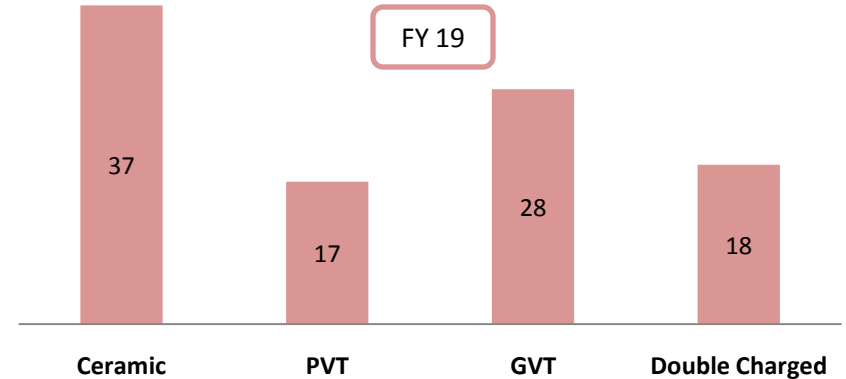
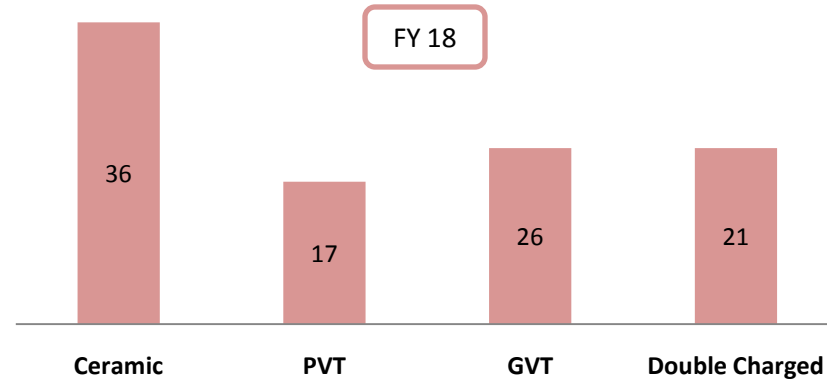
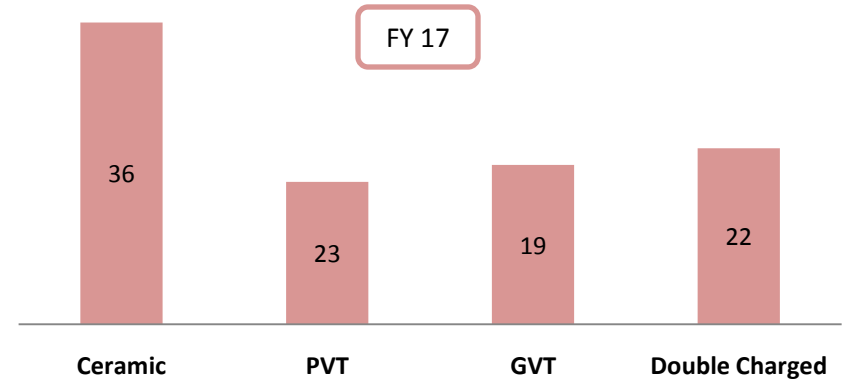
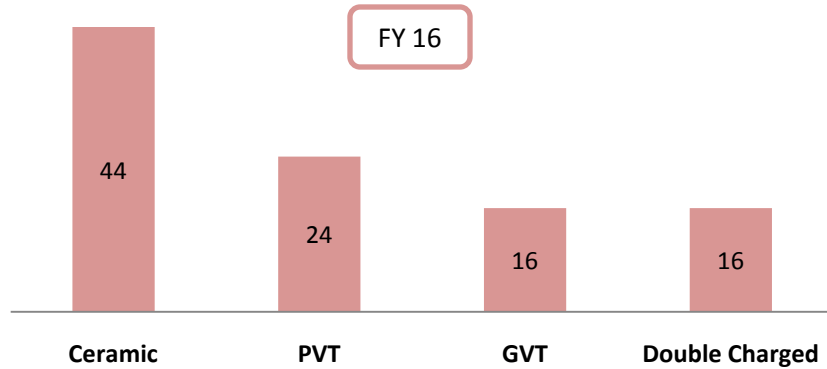
AGL – Trend Setter with Many Industry ‘First’

- 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 to Future Growth as new products will lead to Higher Realizations and Better Margins

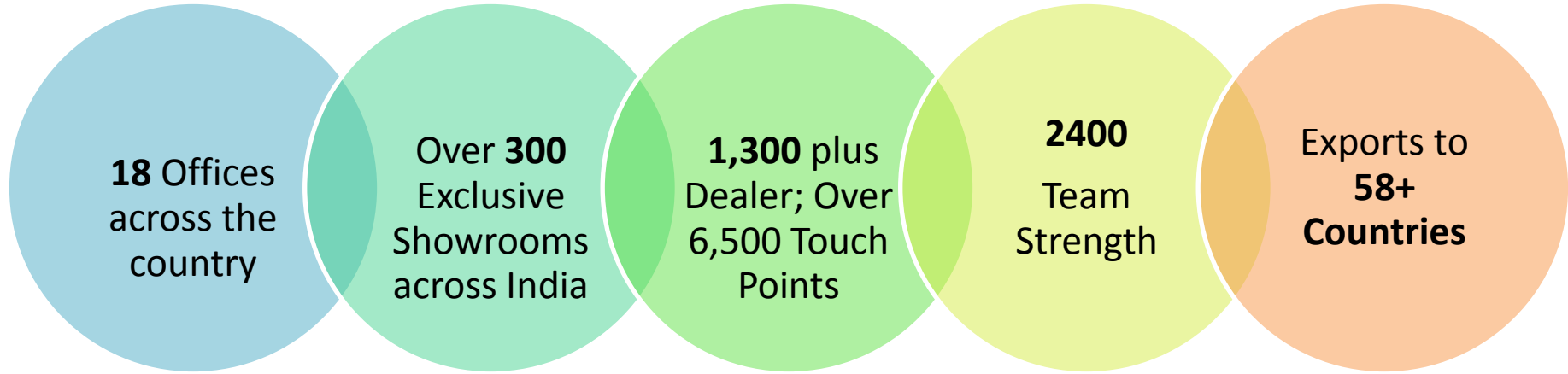


Revenue Break Up of Tiles Division– Ceramic, PVT, DC & GVT



Business Network

Network that Connects Globally



Manufacturing Advantage



Product	Capacity Per day (SQMTS)
Ceramic Wall	20,000
Ceramic Floor	13,500
Glaze Vitrified Tiles	19,000
Composite Marble	2,200
Polish Vitrified Tiles	9,000
Double Charge	12,000
Parking Tiles	6,000
Outsourcing Arrangement	18,000
Quartz	3,200
Total	1,02,900

Advantage:-

One of India's fastest growing tile company

10 Ultra modern plants (including subsidiaries, JVs); Plants at Idar, Himmat Nagar, Mehsana in Gujarat

Green Energy plants – All plants based on Gas

Shift towards premium and high-end products

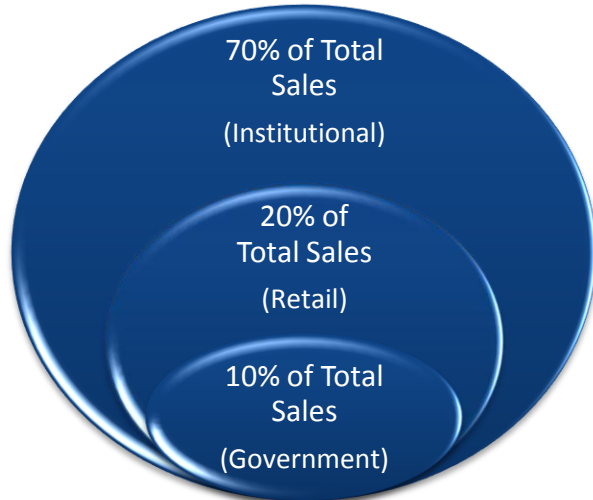
Strategic Location – Proximity to Raw Material sources and Ports for Exports

Healthy Capacity utilisation at 80%

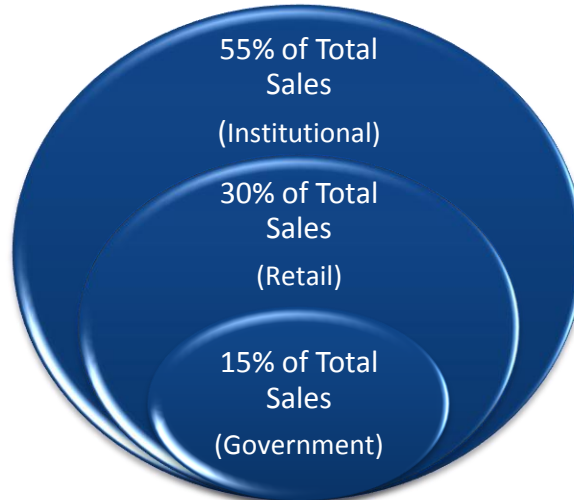
Change in business strategy from B2B to B2C

- Mapping Towns with population of more than 1 lakh.
- Initiative to increase Direct Interaction with Customers.
- On time delivery to customers across the markets.
- Focusing on Franchise Owned Franchise Operated exclusive showrooms.
- Opened one of the biggest Company Owned Company Operated display center in Ahmedabad.
- As part of strategy company have started to focused on government projects and key accounts which will further boots companies volume.

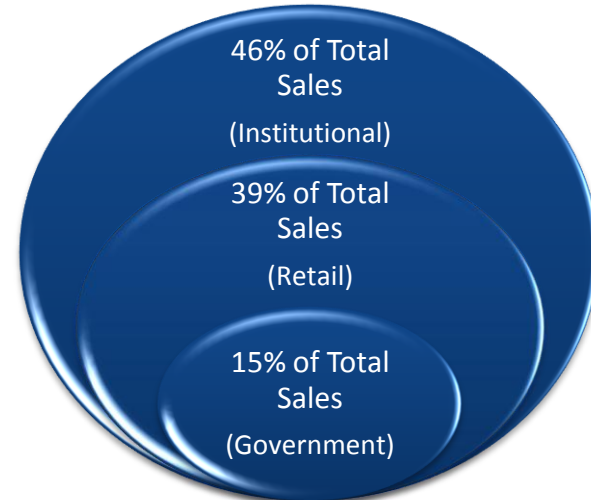
FY 2012



FY 2015

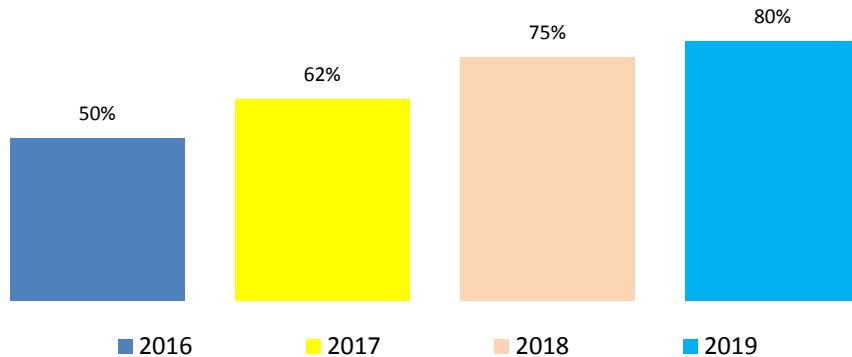


FY 2019

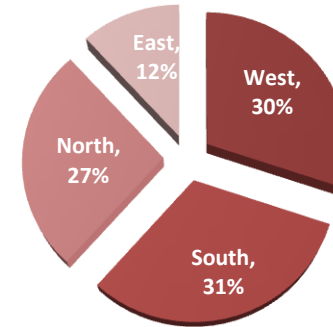


Operational Highlights

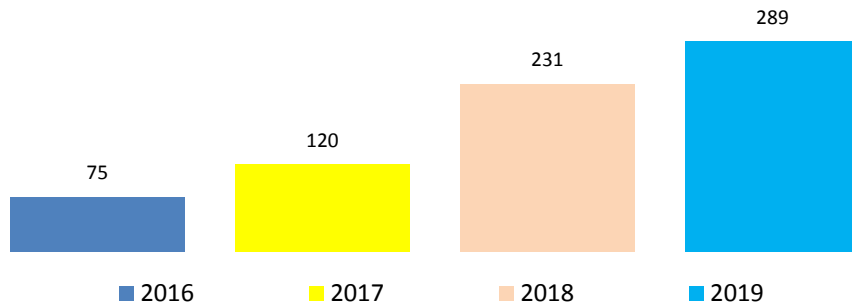
Capacity Utilisation (%)



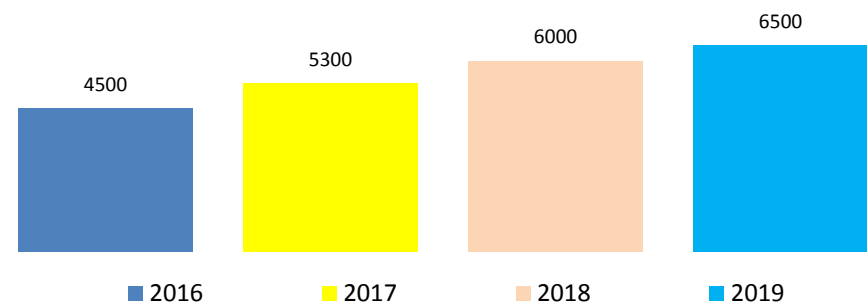
Geographical Revenue Breakup FY 19



AGL Exclusive Showrooms (Nos)



Dealer Network & Touch Points (Nos)





**GLOBAL
PRESENCE IN
OVER
58 COUNTRIES**

Our motto is to bring change in one's life and decorate it with lasting happiness. Therefore, we do not only export our products but believe in establishing a relationship with our customers around the world. The achievement is already heartwarming and encouraging.

Marquee Clientele

Architect
Hafeez
Contractor



N E X A

SHOPPERS STOP

Raymond



NCC

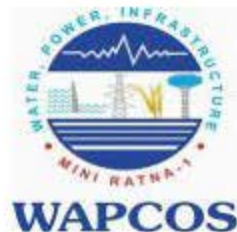
LODHA



adani



Government Projects



GROWTH DRIVERS – AGL 2020 & BEYOND

- 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

AGL – Promising Brand

Advertising campaigns – Hallmark of Trust



Cersaie Exhibition - Italy



Asia's Most Promising Brand 2017



Campaign - Chala De Jaadoo



TVC	Press	Brand Outlet	Radio & Magazine	Newsletter	Leadership
<ul style="list-style-type: none"> Chala De Jaadoo Beautiful Life Sapne Hue Apne 	<ul style="list-style-type: none"> Press – Web Newspapers TV 	AGL Biggest Luxury Tile Arcade - Abad	<ul style="list-style-type: none"> Magazines Radio Campaigns 	AGL Moves	CMD, Mr. Kamlesh Patel, speaker at Vibrant Gujarat 2015

Brand Highlights



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

New Products launch at Mumbai & Hyderabad - Over 250 dealer participated. Company launched 350+ exclusive designs across all verticals in August 2018

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

Certifications & Awards



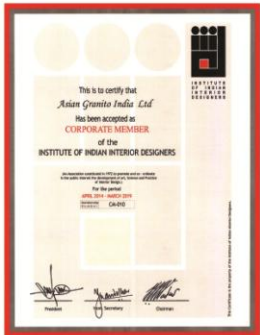
ISO 9001 2015 & 14001 2015



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

Life @ AGL - CSR, Social and Community Engagement



Contribution to the AKSHAY PATRA Foundation



Regular Blood Donation Camps



World Environment Awareness Program



Free Note Book Distribution



Educational Development in Backward Region – Asian Institute of Technology

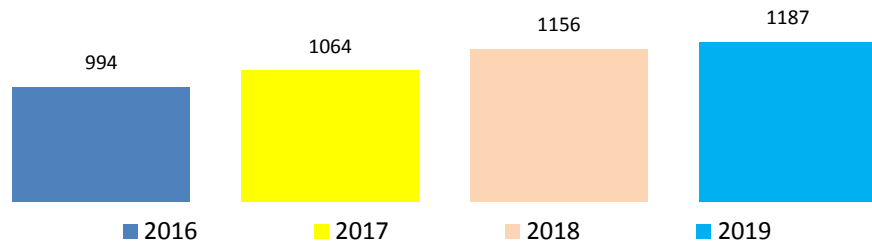
Financial Performance

Financial Overview

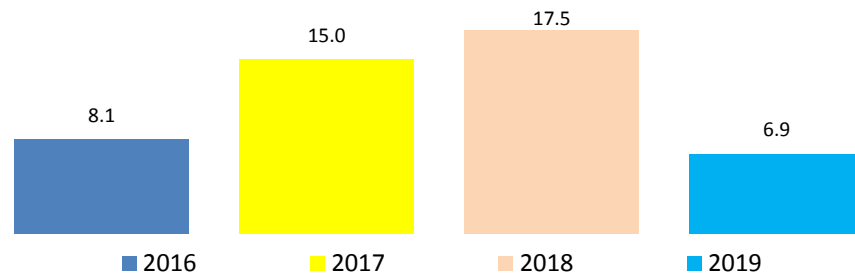


Beautiful Life

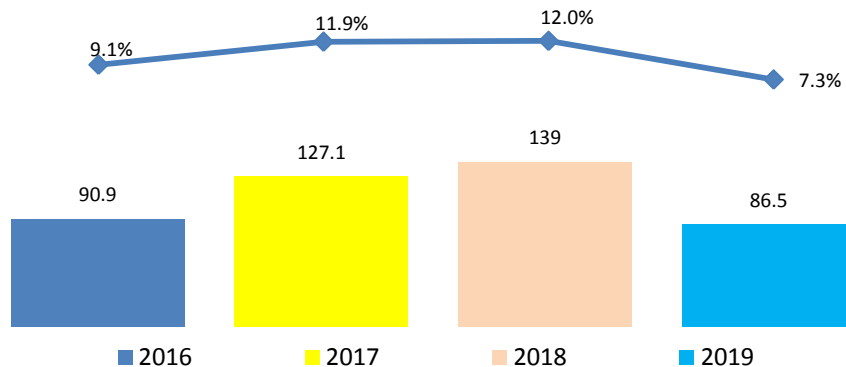
Net Revenue



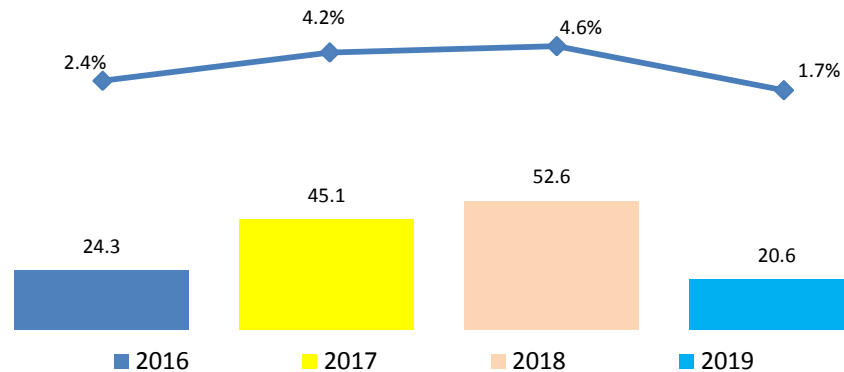
Earning Per Share



EBITDA & Margin



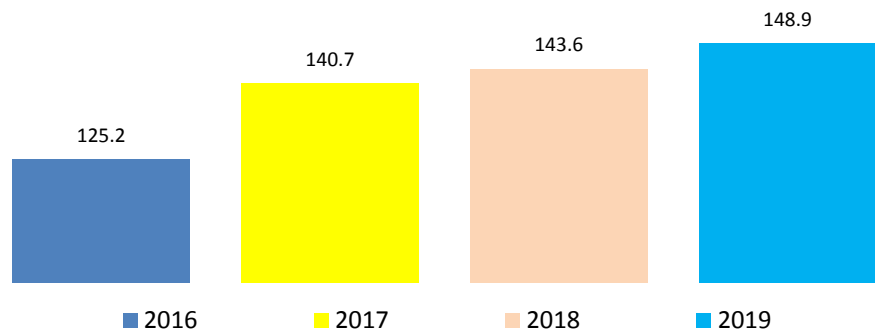
PAT & Margin



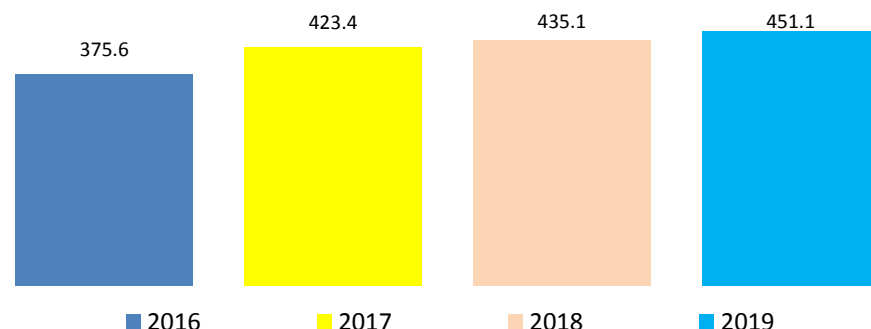
Financial Overview



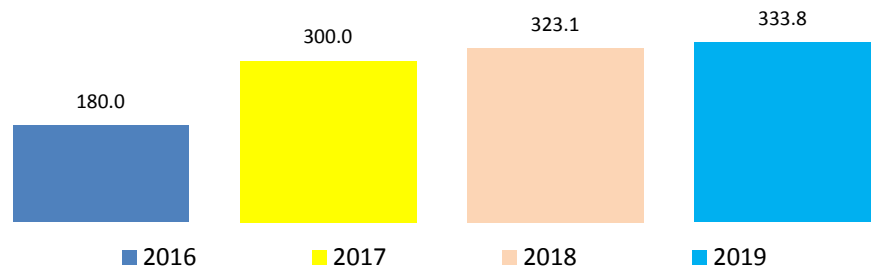
Book Value of Equity Per Share



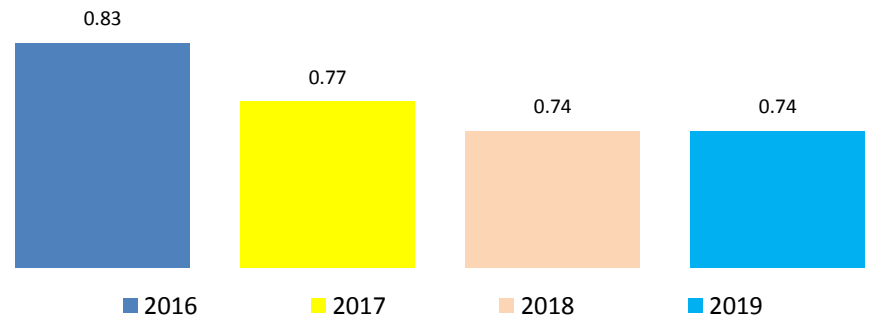
Net Worth



Total Debt



Debt to Equity Ratio



Asian Grantio India Ltd.

Asian Granito India Ltd is one of the largest manufacturer of Ceramic /Vitrified tiles in India

- **Top 3** listed Ceramic Tiles companies in India
- Production Capacity of **1 lakh Sq. Mtr. per day**
- **10** State-of-the-art manufacturing capacities across Gujarat
- Exports to **58** countries Globally

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Himmatnagar Plant Arial View



— Beautiful Life —

