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Fax.: +91 79 66125600/66058672
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AGL TILES WORLD
Asian Granito India Ltd.

Date: 28.10.2015

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

Scrip Code: 532888

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

Dear Sir/ Madam,

This is to inform you that the Company has organized an analyst meet for analysts and investors, on Wednesday, 28th October, 2015 at 4.00 p.m. We hereby submit presentation of analysts meet for public dissemination.

The presentation will be uploaded on the website of the Company i.e. www.aglasiangranito.com. You are kindly requested to take the same on record.

Thanking you,
Yours faithfully,
For Asian Granito India Limited

Renuka

Renuka A. Upadhyay
DGM & Company Secretary
Secretarial and Legal

Asian Granito India Ltd.

Industry Overview

Global Tiles Market

World tile production reached 12.41 billion sq.m in CY2014, up by 3.6% from 11.97 billion sq.m in CY2013

World tile consumption reached 12.10 billion sq.m in CY2014, up by 4.2% from 11.60 billion sq.m in CY2013

Asia's share of total global demand reached 67.5%, rising to 8.2 billion sq.m **(up by 6.1%)** with China, India, Indonesia and Vietnam responsible for most of this increase

India remained the **world's third largest tile producer and consumer country** in 2014

India's production increased from 750 to 825 million sq.m (+10%) and domestic consumption increased from 718 to 756 million sq.m (+5.3%)

On back of sharp increase in exports from 51 to 92 million sq.m (+80%); **India climbed from 11th to 5th place** in the rankings of **top world exporters'** of 2014

Source: World Ceramic Review

Global Tiles Market

- Top-5 tile producing, consuming & exporting countries in CY14

Country	Production (Sq.m Mill.)	% on 2014 world production	% var. 14/13
China	6,000	48.4%	5.3%
Brazil	903	7.3%	3.7%
India	825	6.6%	10.0%
Spain	425	3.4%	1.2%
Indonesia	420	3.4%	7.7%

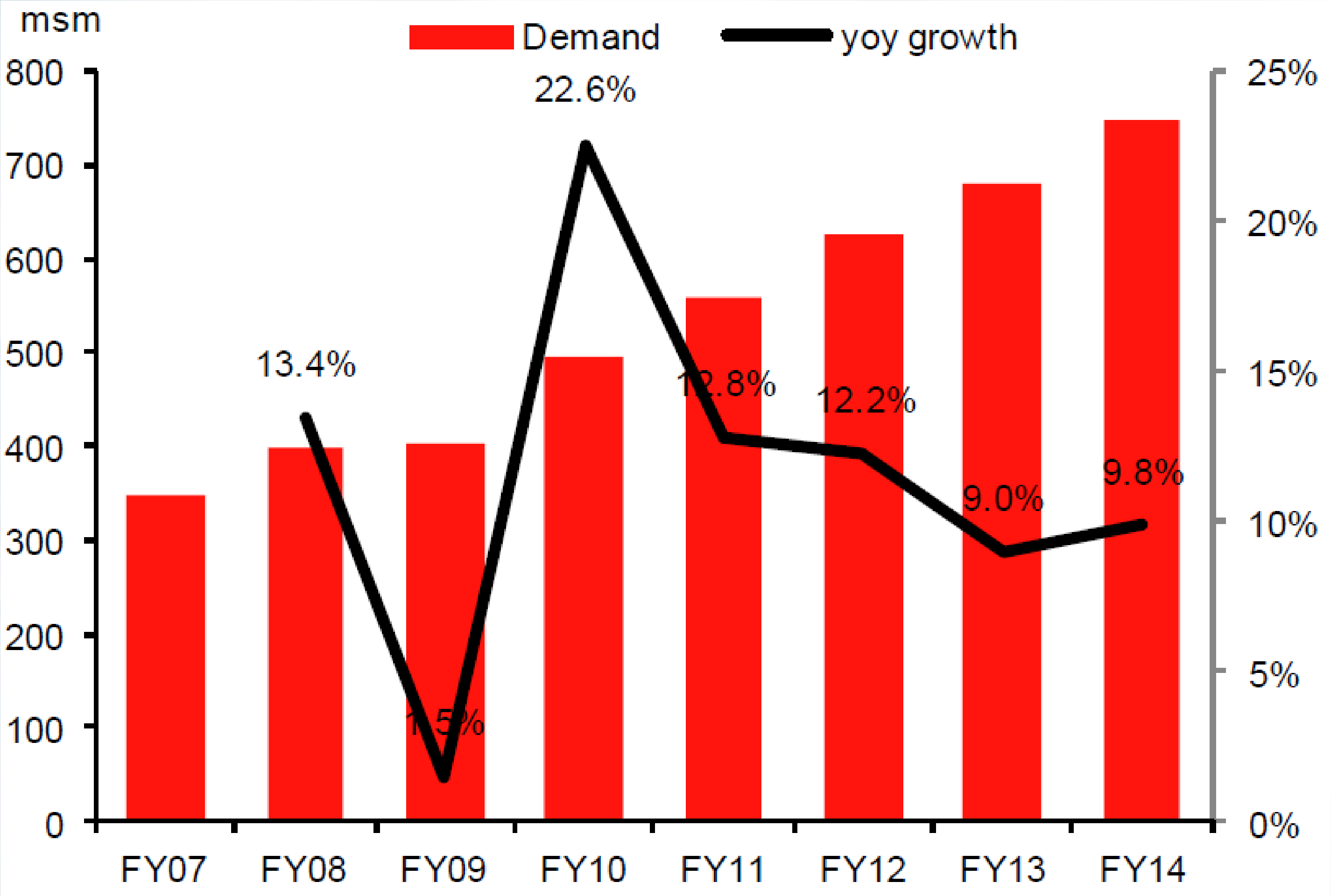
Country	Consumption (Sq.m Mill.)	% on 2014 world consumption	% var. 14/13
China	4,894	40.5%	7.4%
Brazil	853	7.1%	1.9%
India	756	6.3%	5.3%
Indonesia	407	3.4%	13.1%
Vietnam	310	2.6%	23.5%

Country	Exports (Sq.m Mill.)	% on 2014 world exports	% var. 14/13	% on 2014 national production	average export price (€/sq.m)
China	1,110	41.4%	(3.3%)	18.5%	5.0
Spain	339	12.6%	6.6%	82.7%	6.9
Italy	314	11.7%	3.6%	82.2%	13.1
Iran	109	4.1%	(4.4)%	26.6%	3.3
India	92	3.4%	80.4%	11.1%	3.5

Source: World Ceramic Review

Indian Tiles Market

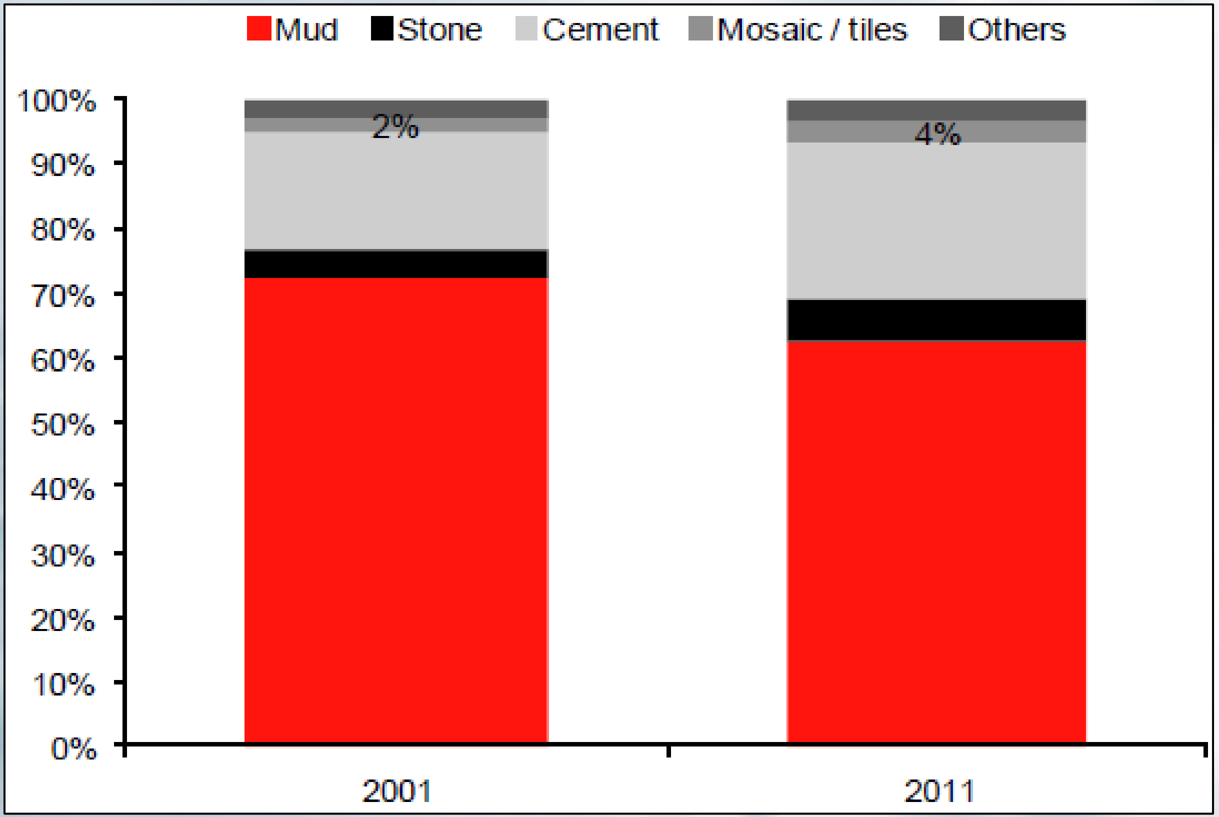
And demand too grew by 12% CAGR over FY07-14



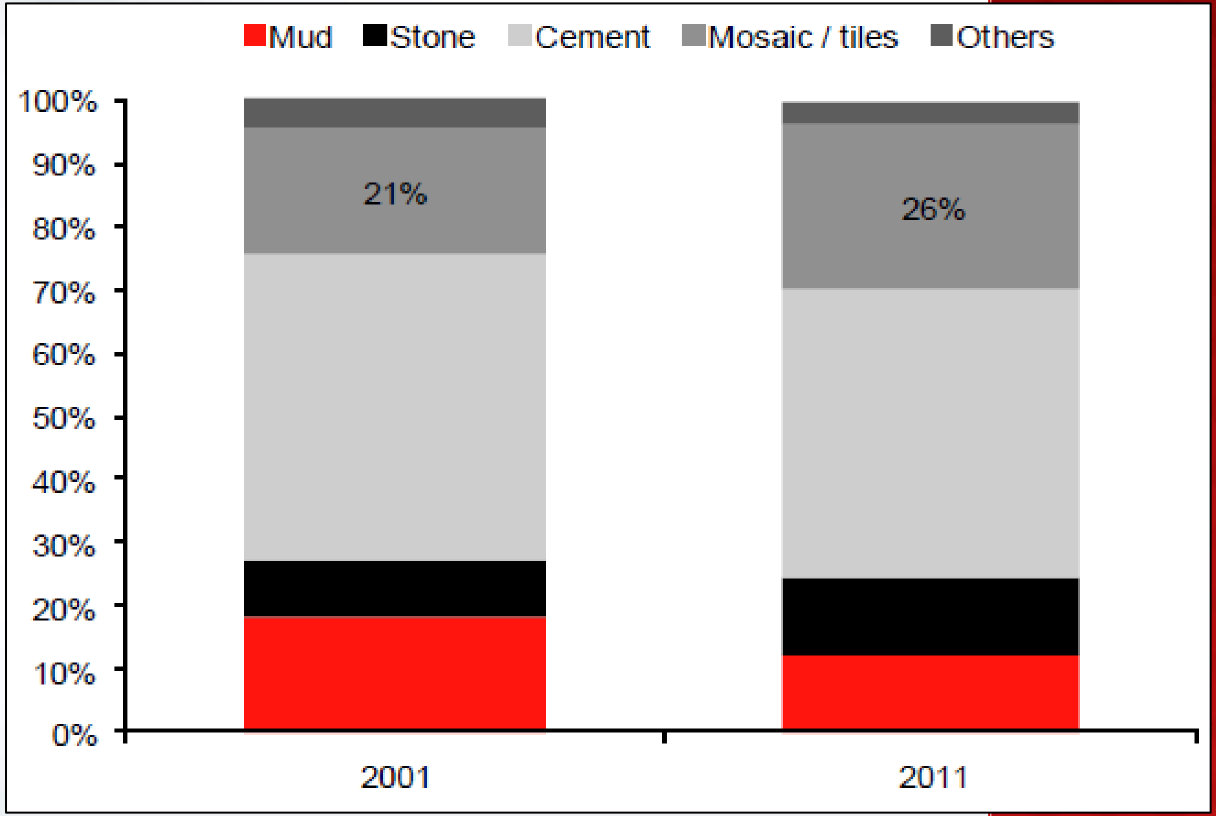
Source: World Ceramic Review, Macquarie Research

Indian Tiles Market

In rural India, tiles still forms a small component of flooring material



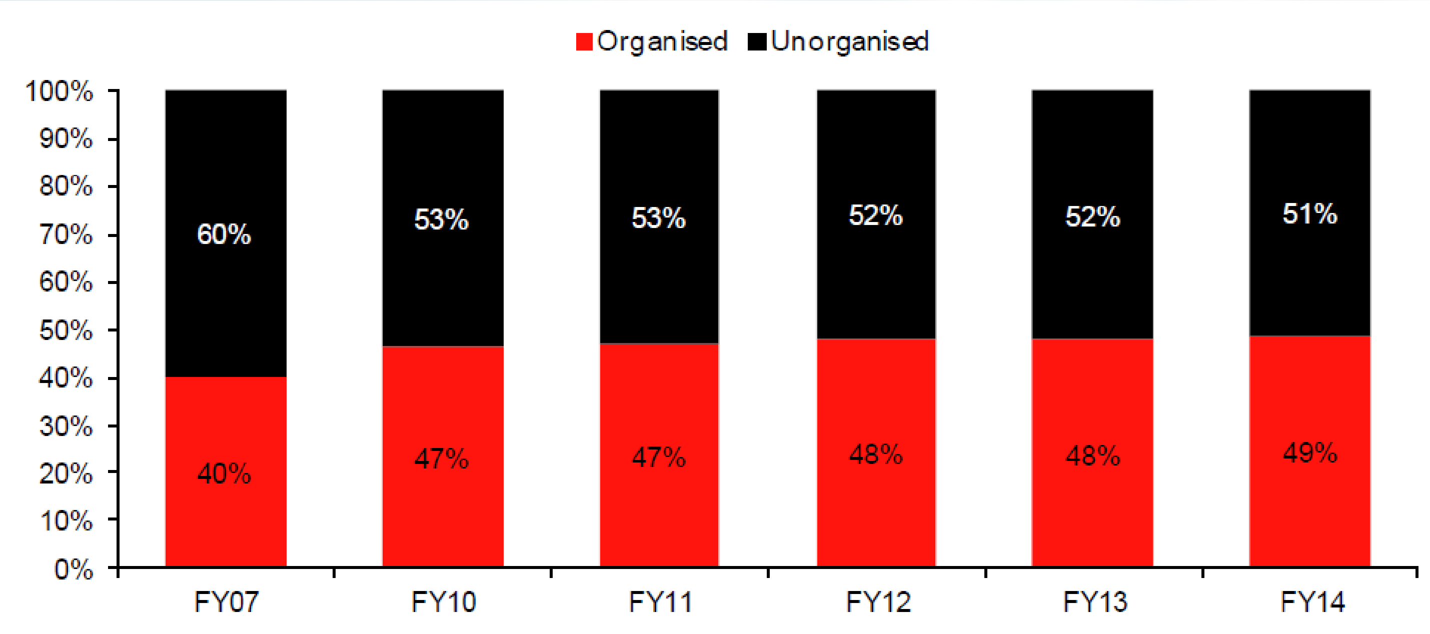
…while in urban India, the pie share of tiles is becoming bigger



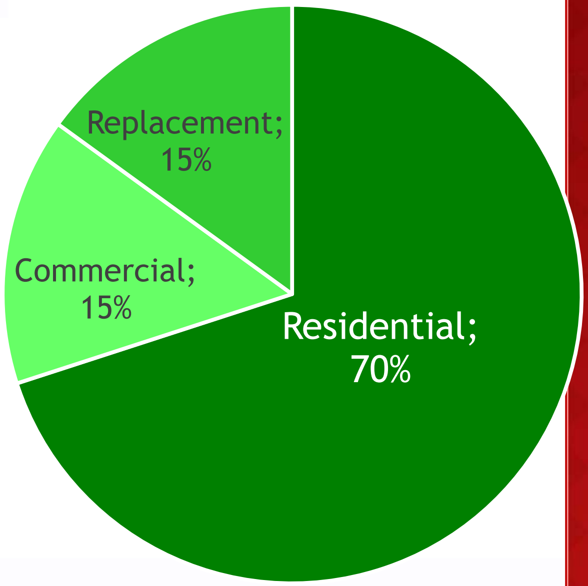
Source: World Ceramic Review, Macquarie Research

Indian Tiles Market

Share of organised industry has increased by ~900bps over FY07-14



Break up of Tiles Demand



Source: Macquarie Research

Demand Drivers…1

Lowest per capita consumption of tiles

- India's per capita consumption of tiles is at 0.5 sqm viz-a-viz China's 3.1 sqm & Brazil's 4.0 sqm
- Large & growing domestic market driven by a population with a higher percentage of younger people

Increasing Urbanization

- UN expects urbanisation in India to rise to 50% by 2050 from ~32% in 2012
- Greater number of nuclear families to higher demand for housing
- Commercial real estate construction
- India to remain world's fastest growing economy

Rising income & aspirations

- As income levels rise consumers tend to upgrade from mud/cement based flooring to tiles
- Aspirations are growing as better products which are now available at affordable prices
- Easy availability of housing finance

Demand Drivers…2

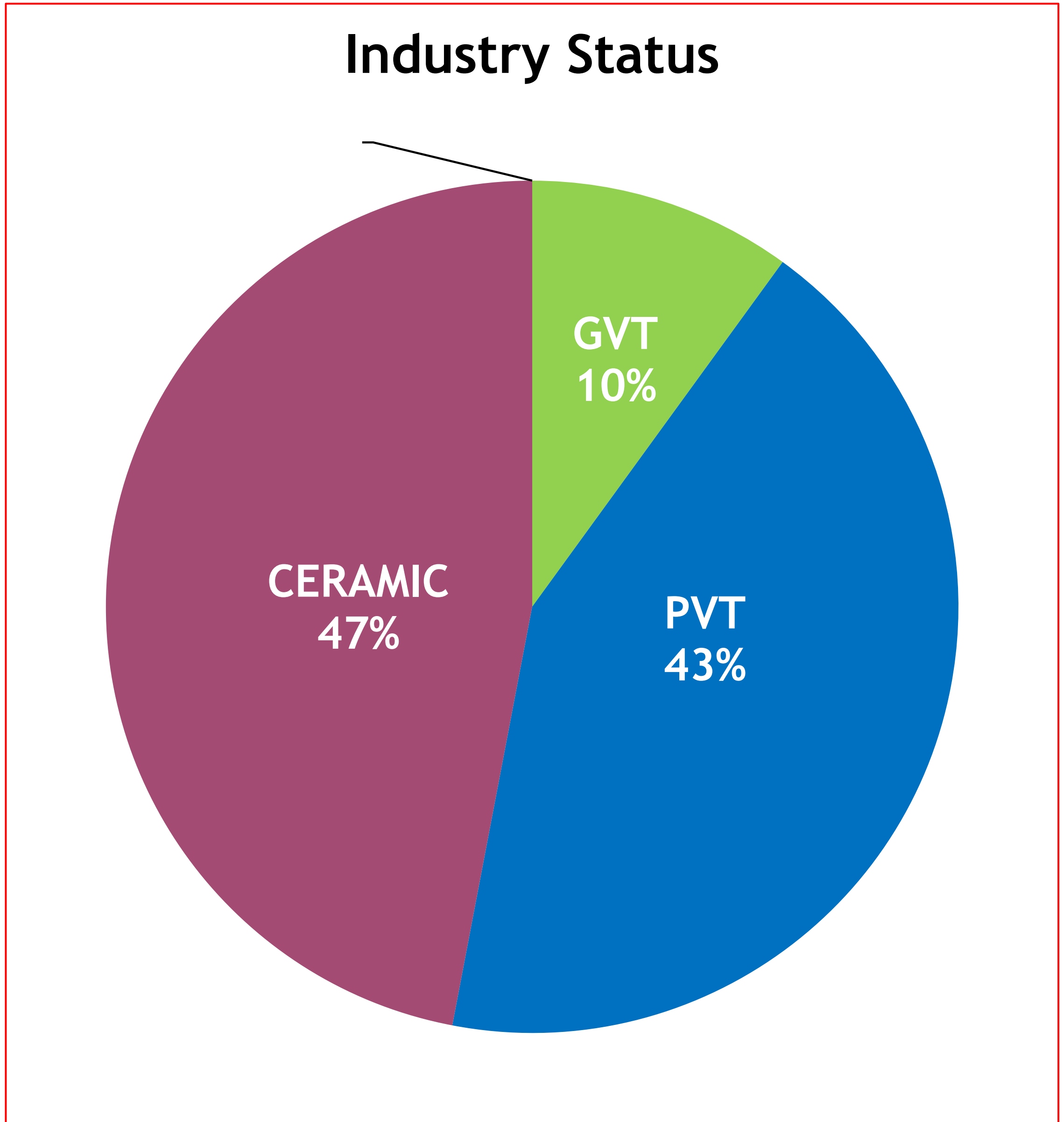
Growing replacement market

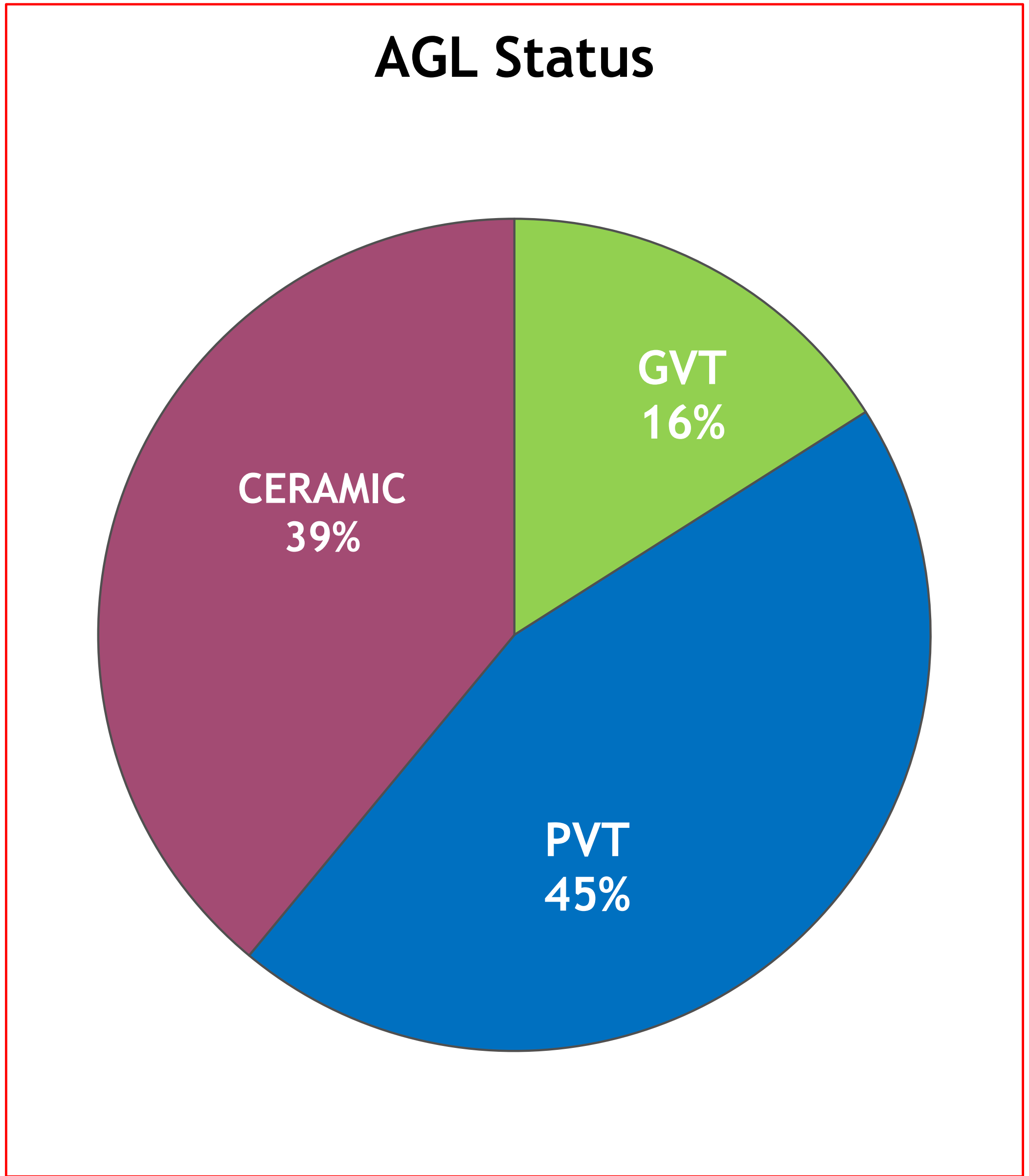
- Technological advancements have strengthened the aesthetic appeal of tiles, making them an integral home improvement component
- Replacement of natural stone as well as a lot of low/high end marble

Government's policies for housing, sanitation and building smart cities

- Smart Cities - New city creation could create office and housing demand
- "Housing for all by 2022" – an estimated 60 million houses will need to be built
- "Swatch Bharat Abhiyan" - aims to build 60 million toilets by 2019
- Push for providing sanitation could create new demand avenues entry level or lower priced tiles (ceramic tiles)

Indian Tiles Market vs AGL





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Asian Granito India Ltd.

Beautiful Life

Company Overview

Company Overview

Established in 2000 by Mr Kamlesh Patel and Mr. Mukesh Patel, Asian Granito India Limited (AGL) is one of the top four Indian ceramic companies

Engaged in the business of manufacturing, and trading of ceramic wall, floor & Vitrified tiles AND Marble & Quartz.

Headquartered in Gujarat, AGL has 8 manufacturing facilities in Gujarat with a production of more than 90,000 square meters per day (including contract manufacturing)

The company's products include Products include ceramic wall, ceramic floor and porcelain floor tiles, polished vitrified tiles, polished glazed vitrified tiles, marble & quartz

Pan India Marketing & distribution network of more than 4000 dealers and sub-dealers and 75 showrooms. Exports to 50 countries

Management Profile

Mr. Kamlesh Patel - Chairman

- Has more than 20 years of experience in the Tile industry
- In 1994, promoted Kediya Cera Tiles Pvt. Ltd.
- In 2000, promoted Asian Tiles Ltd
- Director of ICCTAS [Tiles Association]
- Holds BBA Degree from Sardar Patel University
- An astute marketing mind, passionate about organizational expansion & brand building

Mr. Mukesh Patel – Managing Director

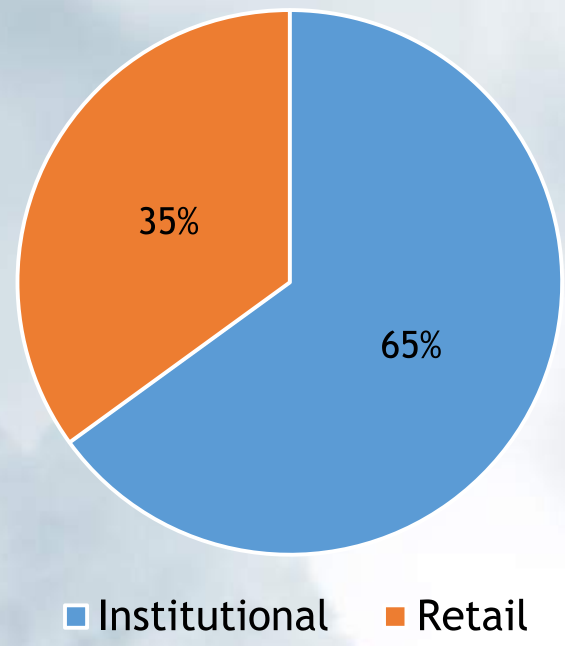
- Has more than 20 years of experience in the Tile industry
- In 1994, promoted Kediya Cera Tiles Pvt. Ltd.
- In 2000, promoted Asian Tiles Ltd
- Expertise in enabling ‘Innovative Technology Edge’
- Has uncompromising attitude towards quality
- Constantly seeking to create new products & innovative designs

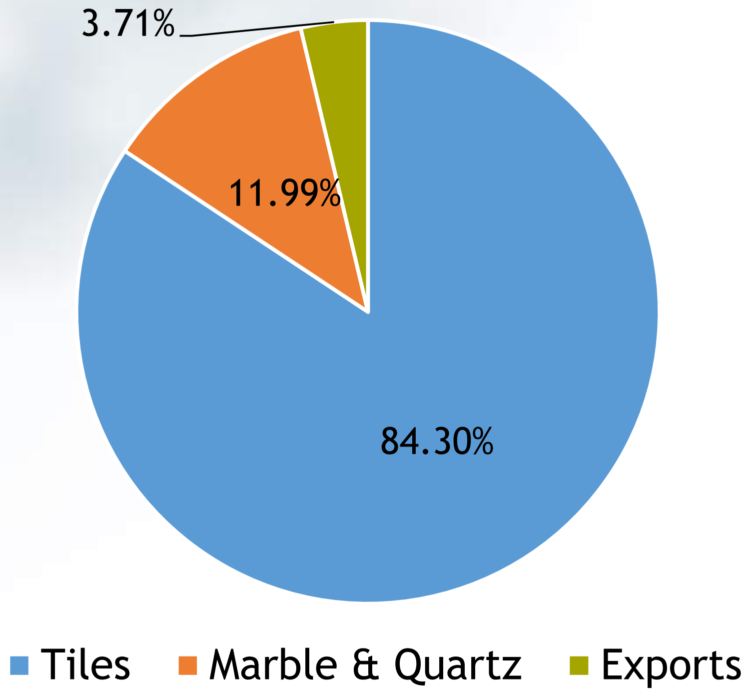
AGL's Focus Areas

Key Focus Areas

Product innovation	
Technological advancement	
Premiumization	
Contract manufacturing / Outsourcing	
Strengthening brand efficiency	
Extend marketing presence	In all population clusters in excess of 20,000 people
Increase distribution network of dealers & sub-dealers	From 2,800 to 4,000
Increase in nos. of exclusive AGL Tiles World showrooms	From 75 to 150 by FY19
Widening global footprint across more than 50 countries	From 50 to 65 Countries in next 1 year
To Increase Retail base to reduce dependency in Project	

Sales Mix - FY15





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8 Ultra Modern Manufacturing Units

PORCELLANTO Digital

PORCELAIN (CERAMIC) PLANT, IDAR

Production Capacity

Daily Production – 8,000 sq. mtrs.

Annual Production – 26,40,000 sq. mtrs.

GLAZED VITRIFIED PLANT, DALPUR

Production Capacity

Daily Production – 14,000 sq. mtrs.

Annual Production – 46,20,000 sq. mtrs.

GRANDURA
DIGITAL VITRIFIED TILES

CERAMIC PLANT, DALPUR - WALL

Production Capacity
Daily Production – 10,000 sq. mtrs.
Annual Production – 33,00,000 sq. Mtrs

Production Capacity- GRANDURA
Daily Production – 9,000 sq. mtrs.
Annual Production – 29,70,000 sq. mtrs.

Digital Wall

CERAMIC WALL PLANT, DHOLKA

Production Capacity

Daily Production – 10,000 sq. mtrs.

Annual Production – 33,30,000 sq. mtrs.

PORCELLANTO Digital

HI-TECH TUFF GUARD DIGITAL

PORCELAIN (CERAMIC) PLANT - AMAZOON, DALPUR

Production Capacity

Daily Production – 6,000 sq. mtrs.

Annual Production – 19,80,000 sq. mtrs.

NANO TECH DOUBLE CHARGE Vitrified tiles

DOUBLE CHARGE VITRIFIED PLANT, MORBI (100% CONTRACT MANUFACTURING)

Production Capacity

Daily Production – 8,000 sq. mtrs.

Annual Production – 26,40,000 sq. mtrs.

Vitrified
Polished Vitrified Tiles

VITRIFIED PLANT, MEHSANA

Production Capacity - Vitrified

Daily Production – 10,000 sq. mtrs.

Annual Production – 33,30,000 sq. mtrs.

Production Capacity - Double Charge

Daily Production – 11,000 sq. mtrs.

Annual Production – 36,30,000 sq. mtrs.

Production Capacity - Glazed Vitrified Tiles

Daily Production – 5,000 sq. mtrs.

Annual Production – 16,50,000 sq. mtrs.

COMPOSITE MARBLE

QUARTZ STONE

MARBLE & QUARTZ PLANT, DALPUR

Production Capacity

Daily Marble Stone Production – 3,000 sq. mtrs.

Annual Marble Stone Production – 9,90,000 sq. mtrs.

Daily Quartz Stone Production – 1,000 sq. mtrs.

Annual Quartz Stone Production – 3,30,000 sq. mtrs.

Manufacturing Capacity

PRODUCTION CAPACITY (PER SQ.MTR.)

	PER ANNUM*	PER DAY
VITRIFIED (DALPUR)	46,20,000	14,000
WALL (DALPUR)	33,00,000	10,000
GRANDURA (DALPUR)	29,70,000	9000
MARBLE (DALPUR)	13,20,000	4,000
CERAMIC (IDAR)	26,40,000	8,000
Total Production Capacity	**1,48,50,000**	**45,000**

PRODUCTION CAPACITY (PER SQ.M.) POST MERGER (incl. 100% Contract Manf.)

PARTICULARS	PER ANNUM*	PER DAY
ASIAN GRANITO INDIA LIMITED	1,48,50,000	45,000
CERAMIC WALL – ARTISTIQUE (DHOLKA)	33,00,000	10,000
PORCELAIN – AMAZON (DALPUR)	19,80,000	6,000
VITRIFIED – CRYSTAL (MEHSANA)	49,50,000	15,000
DOUBLE CHARGE VITRIFIED – AFFIL (MORBI)	26,40,000	8,000
Total Production Capacity	**2,77,20,000**	**84,000**

* - per annum capacity calculated by taking 330 working days in a year

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Product Innovation

Product Range

Ceramic Vitrified

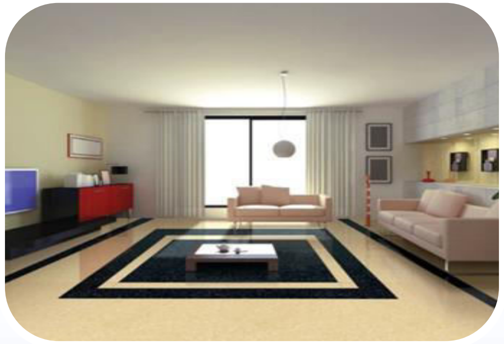
Ceramic Wall

Ceramic Floor

Parking Tiles

Porcellanto Digital

Composite Marble



Quartz Stone

lead the change by Product innovation

1st to Introduce **FULL BODY** tiles in India

1st to Introduce WORLD'S WHITEST - **CARARRA WHITE** Double Charge Vitrified tiles

1st to Introduce **LARGE FORMAT** Wall & Vitrified tiles

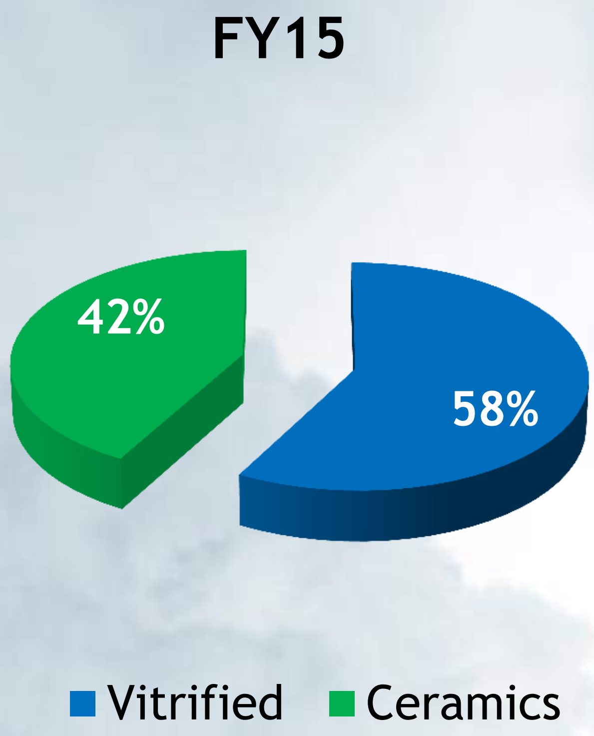
1st to Introduce **GRESTEK XXL** Large format tiles

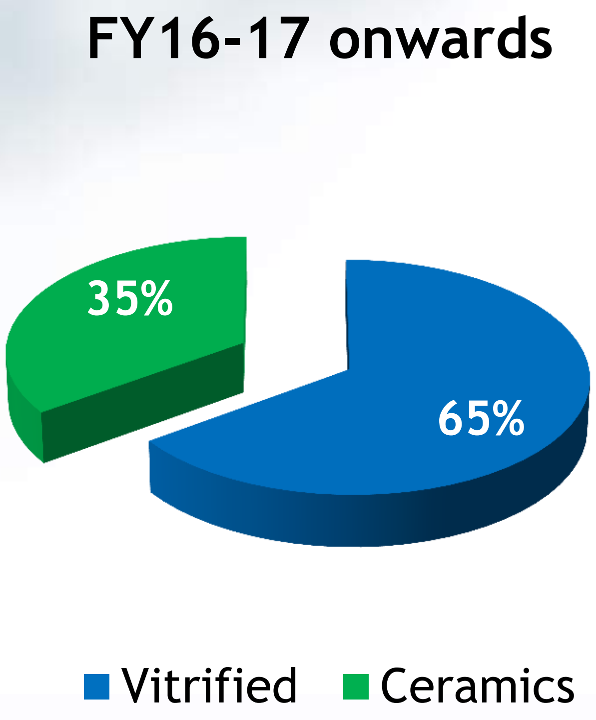
Introduced **16mm** Thick Heavy Duty Vitrified tiles **GRESTEK HARDSTONE**

Launch of New Products in FY15 & FY16

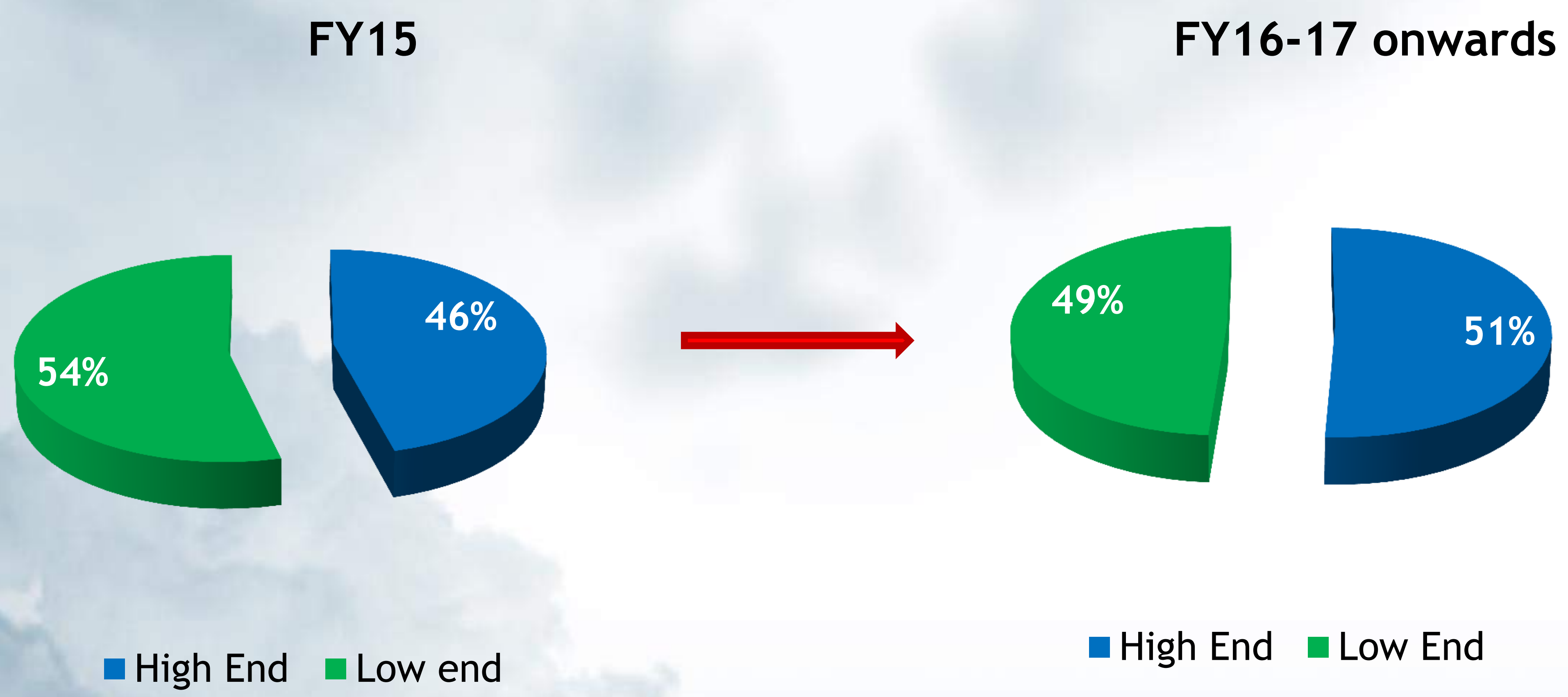
Product Name	Size in mm
CARARRA White (World's Whitest Tile – in unglazed large format Double Charge)	800x800
XXL – Polished Glazed Vitrified Tile	800x1200
Polished Vitrified Tile (Double Charge) & Big Crack Stone (new design introduced first time in India)	800X1200 &1000X1000
Hardstone (Outdoor Tiles in 16 mm & 10 mm thickness)	600x600
Grandura (Parking Tiles)	300x300 & 400x400
Hexabon Tiles (first to introduce)	304x350

Change in product mix - Tile Segment

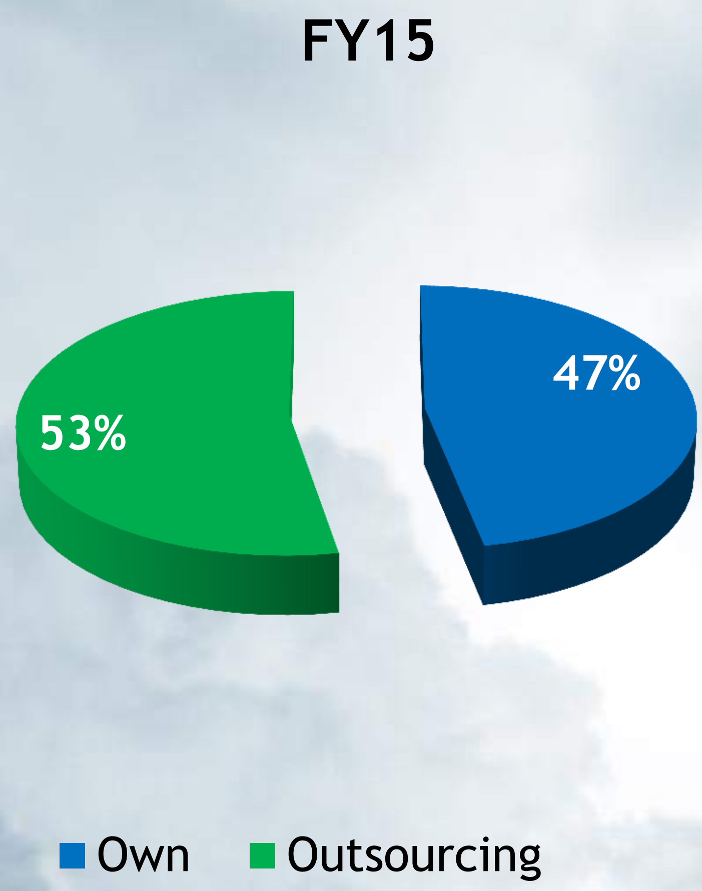


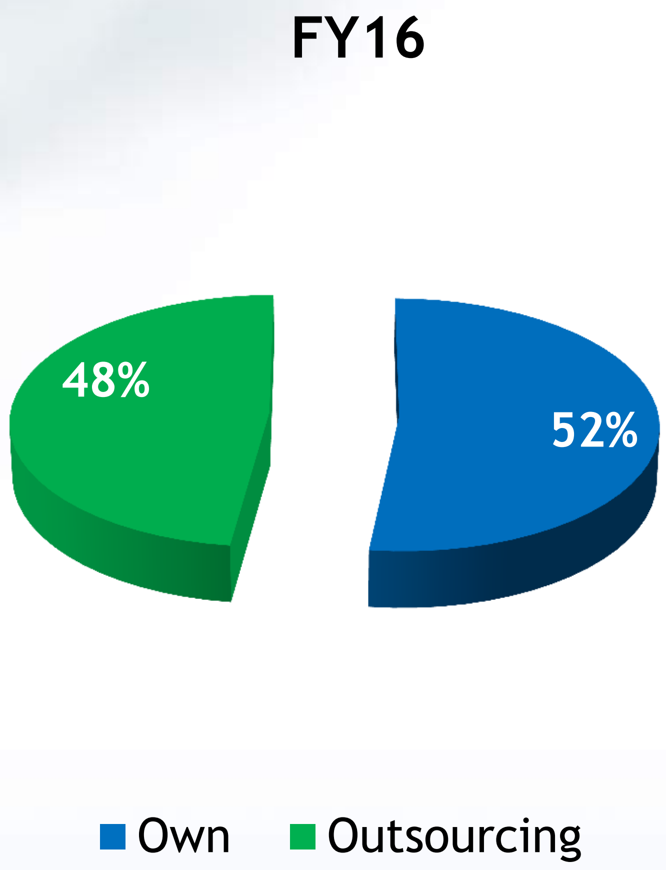


Move towards value addition



Sources Mix





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Asian Granito India Ltd.

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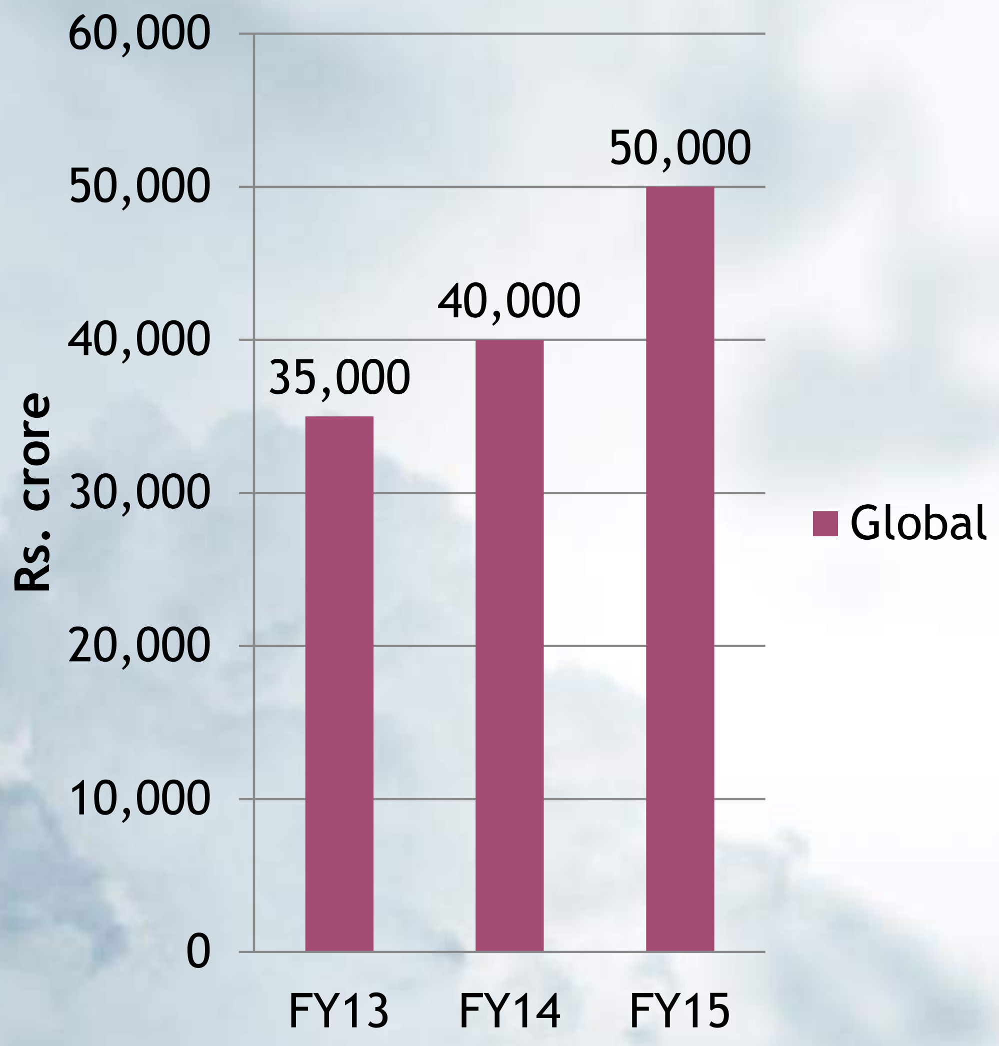
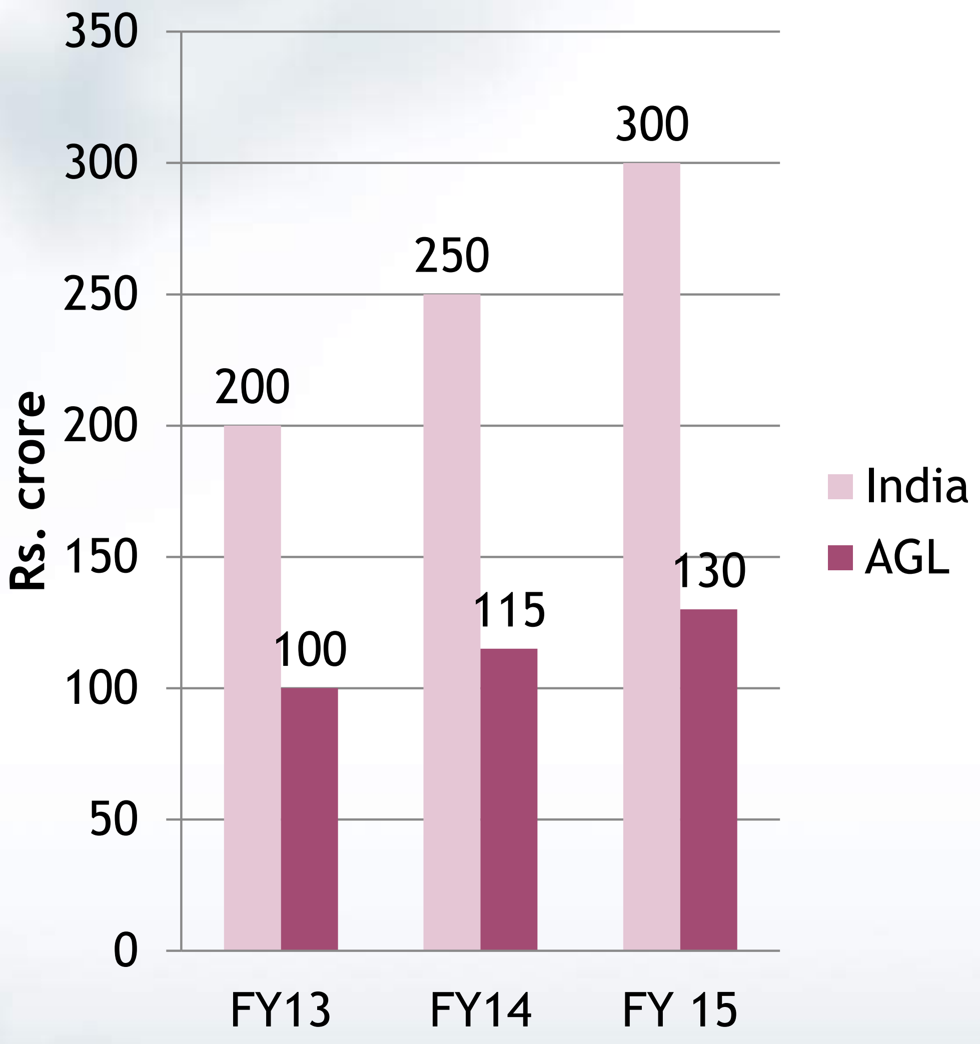
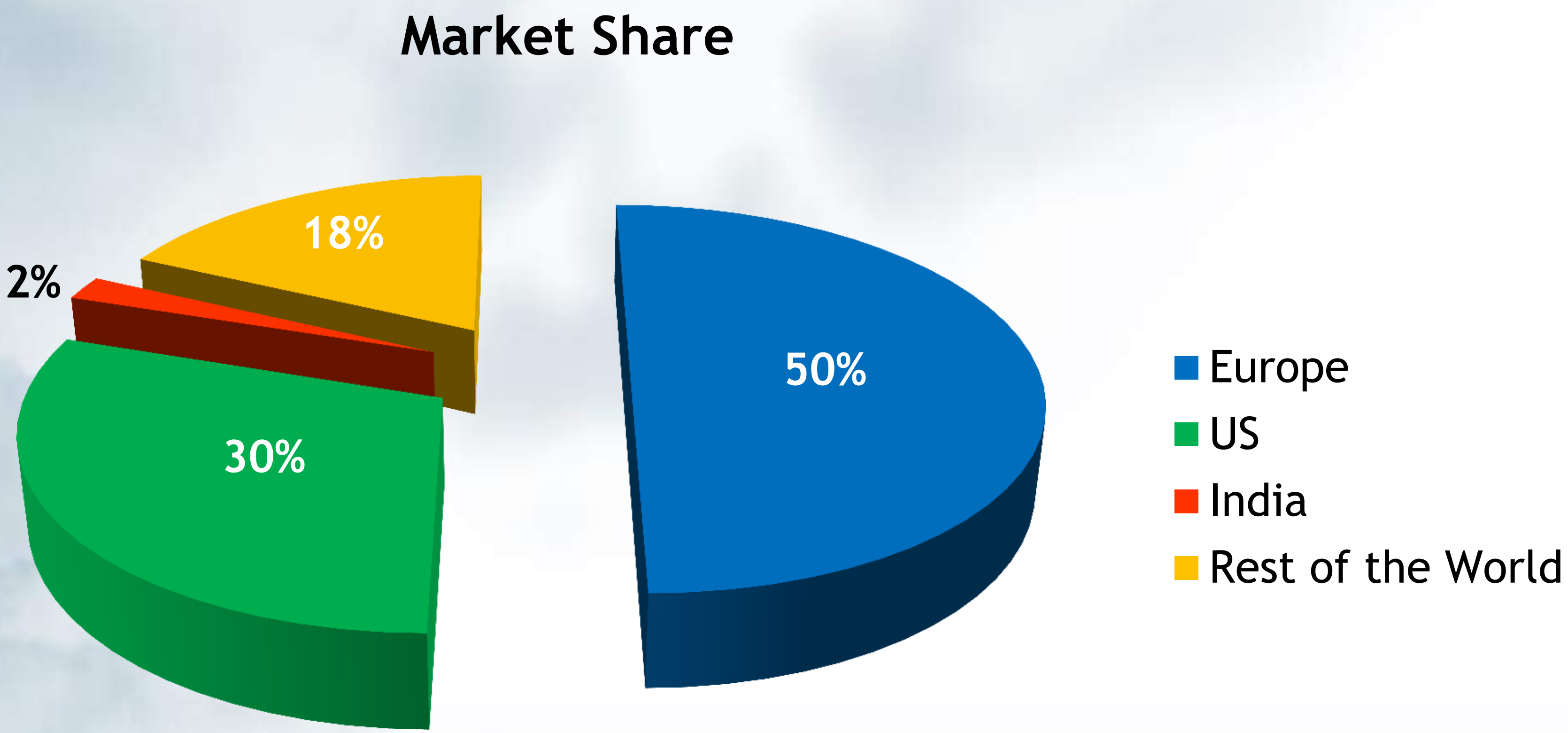
Marble and Quartz

Marble and Quartz – Industry Overview





Marble and Quartz - Industry Market Share



Marble and Quartz – Contribution and Realization

The marble and quartz division constituted 12% of total revenue in FY15

It is expected to constitute approximately 14%-15% of total revenue in FY16

The company enjoys a 43% market share in Composite Marble & Quartz Stone market

Realisations in Composite Marble are in the range of Rs. 100-150 per sq. ft. and for the Quartz are in the range of Rs. 152–270 per sq. ft. The premium products are priced in the range of Rs. 200-400 per sq. ft.

The premium sub-segment is contributing 15% of the marble division's sales. The company's strategy is to increase the share of its premium segment/imported marble to 40%

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Key Strengths

Focus on Retail Strategy

- Increased Dealer Network from 420 to 975 (2014-15)
- Increased Touch points including sub-dealers from 2,800 to 4,000 (2014-15)
- Initiated market mapping for towns having population more than 20,000
- Increased AGL exclusive showrooms from 50 to 75
- Introduced concept of AGL Digital Express
- Increased more A+/A/B+ counters
- Introduced various trade schemes on high value products
- Changed the market segmentation of Project v/s Retail from 70:30 to 60:40 & intend to have 50:50 by FY17
- Participated in key trade exhibitions for direct interaction with customers

Key Strengths

1

Located in ceramic hub - Morbi

2

Production Capacity of more then 90,000 m² per day (incldg. outsourcing)

3

All India Market Reach; Distribution Reach: Direct Dealers / Sub-dealers: 4000

4

Wide Product Range - Ceramic Floor, Digital Wall, Vitrified, Parking, Porcelain, Glazed Vitrified, Outdoor tile

5

1st to have 8 digital colour machines & launch largest format digital vitrified tiles. Currently have 13 Digital Machines

6

Management Profile - Blend of professional & owners

7

Cost Savings - Easy gas availability for nearby plant including natural gas

8

1st to introduce 5 tiles manufacturing kiln from SACMI-Italy in Crystal Ceramics

9

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

GLOBAL FOOTPRINT

Presence in

NORTH AMERICA | EUROPE | AFRICA | UAE | AUSTRALIA | EAST ASIA | MIDDLE EAST ASIA

lead the change by **Global presence**

- A global network across **50 countries.**
- Participation in top International exhibitions as BIG-5 Dubai, DECOREX South Africa, Coverings USA.
- Opening a showroom in South Africa.

Big 5 Dubai

Decorex SA

Coverings USA

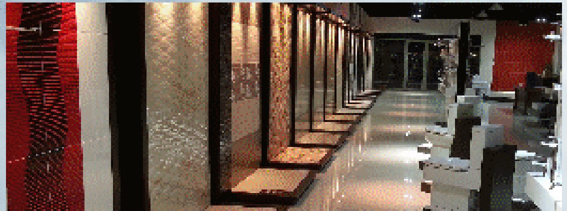
1st to have Showroom in South Africa

lead the change by Strong National Presence

- 4000 Dealer and Sub Dealer Network
- 18 Offices & 16 Display centers across India
- 75+ AGL TILE WORLD EXCLUSIVE showroom across India







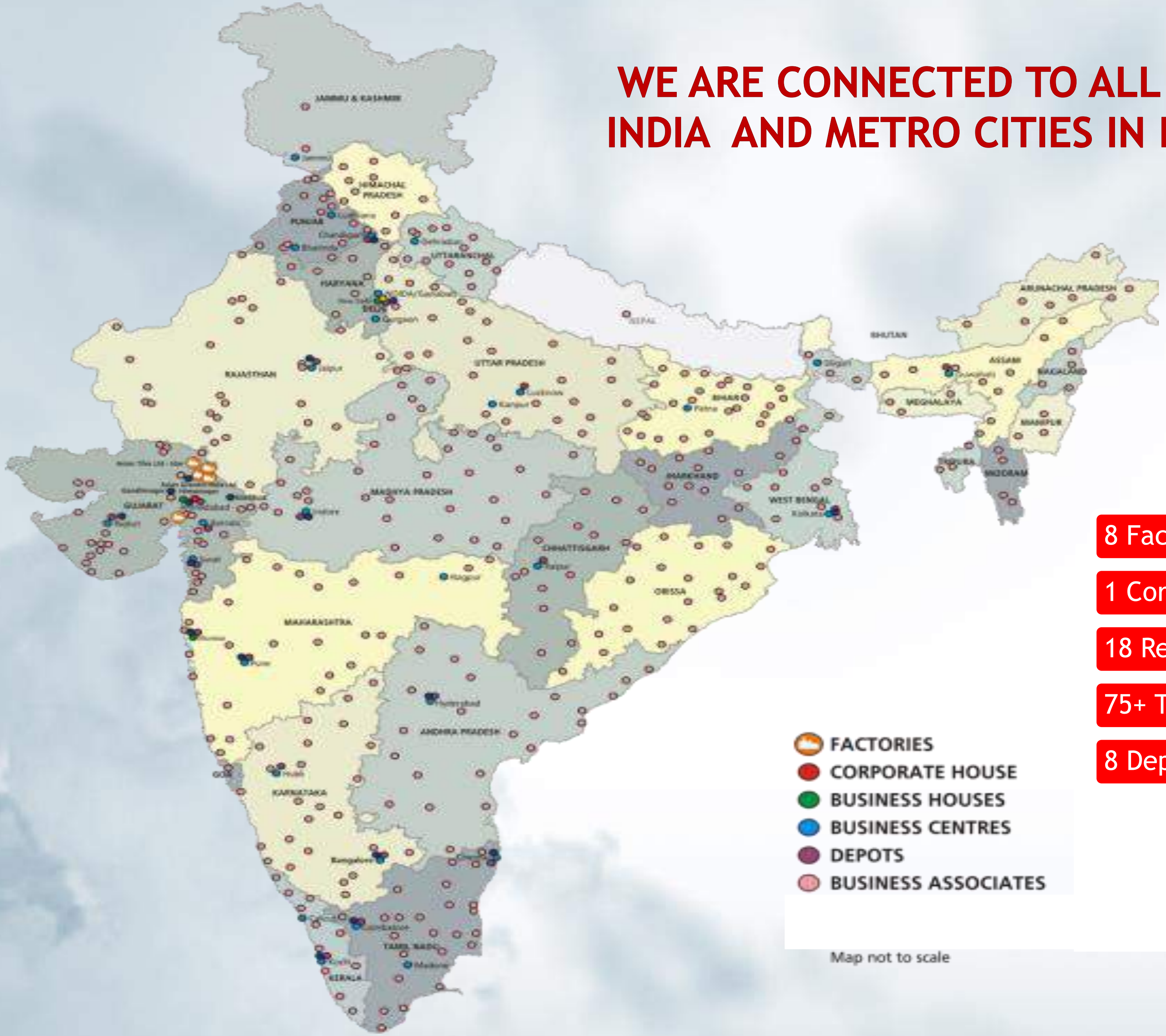
Excellent & Distinctive Marketing Initiatives

- Print & Radio Ads.
- Association with IIID
- Sponsors in Realty Plus Builders Conclave Event
- Aggressive BTL & Outdoor Activities
- Social Media & Digital Marketing
- Unique Product Launches & Meets
- National & International Exhibitions

Promotions in Electronic Media: Cinema and Television

AWARD WINNING PRESENCE ACETECH, STONE MART & CREDAI

WE ARE CONNECTED TO ALL THE CORNER OF THE INDIA AND METRO CITIES IN INDIA.



- 8 Factories
- 1 Corporate Office
- 18 Regional office
- 75+ Tile World Exclusive Showrooms
- 8 Depots

lead the change by Many National & International Projects

- The Leela Palace, Hotels and Resorts
- ITC Hotels
- Bharati Hotels
- Adani Group
- Lodha Group
- Godrej Group
- Tata Group
- Ansal API
- DLFMasters
- Unitech
- Sobha Developers
- Brigade Group
- SLS Developers
- Rohan Housing
- KLE Society
- Prestige Group
- Sriram Properties
- Keerthi Estates
- Skyline Builders
- Muthoot Developers
- Kent Construction
- Rajasthan Agricultural Research Institute (Jaipur)
- Manipal University (Jaipur)
- Central University of Rajasthan (Jaipur)
- SDM Institute of Technology (Ujire)
- Raja Rajeshwari Medical College (Bengaluru)

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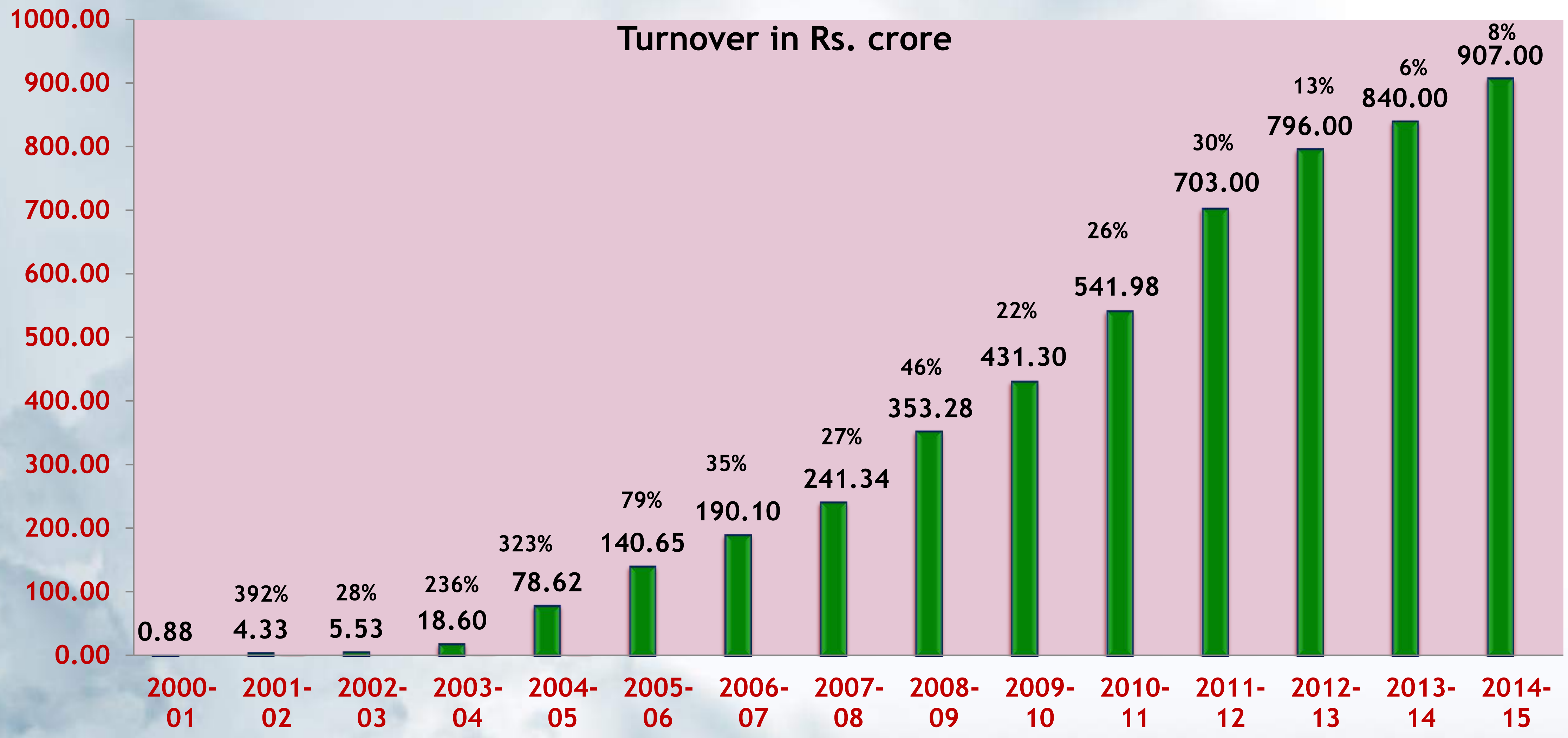
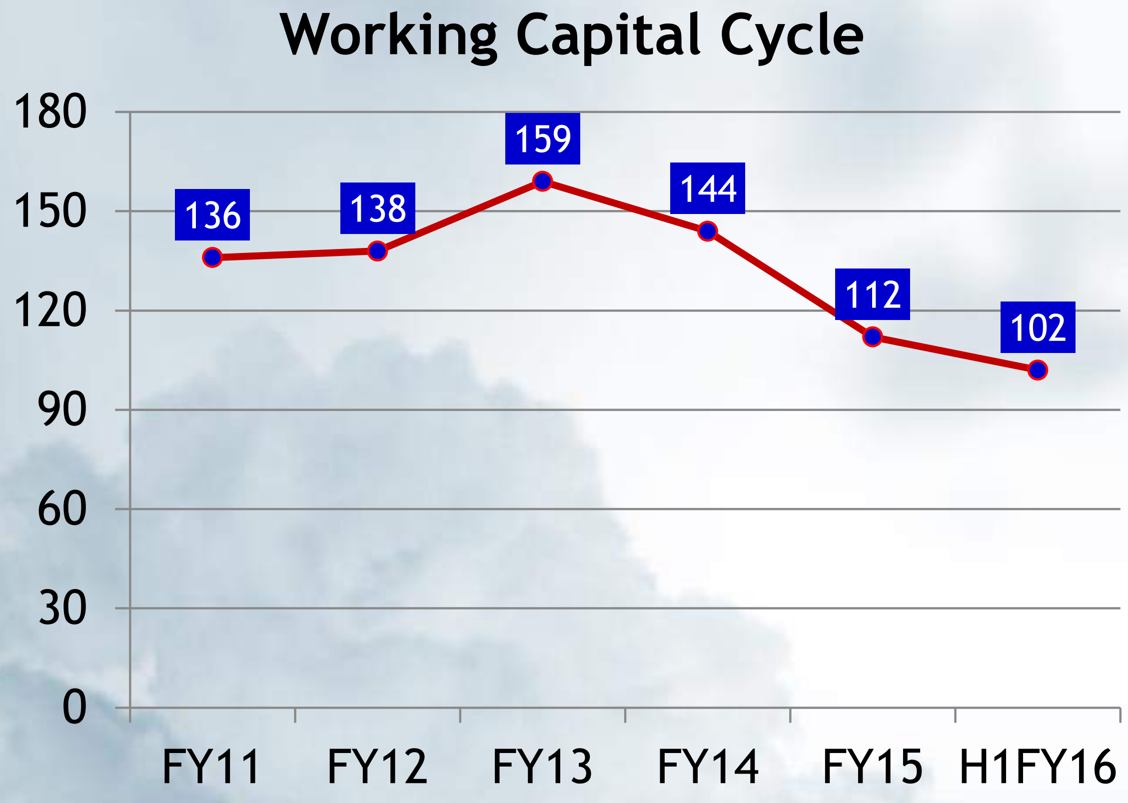
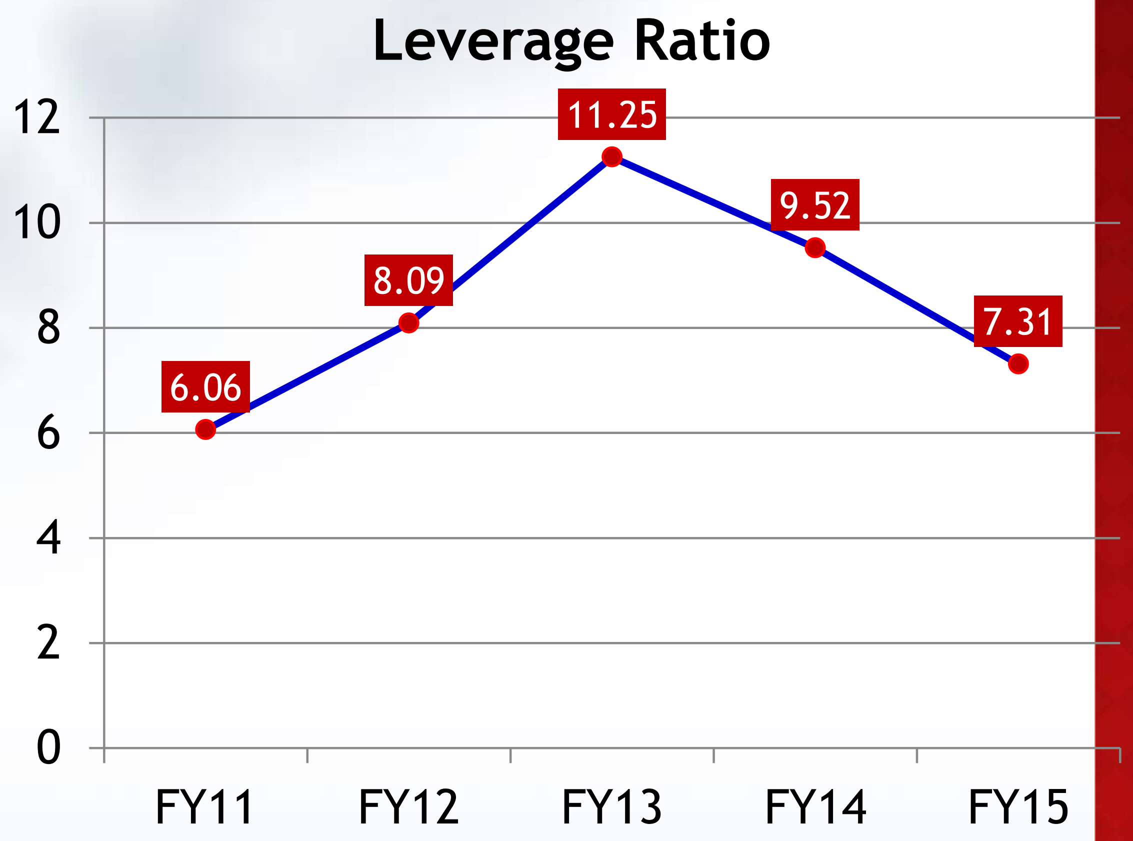
Financial Overview

Gross Revenue growth over the years

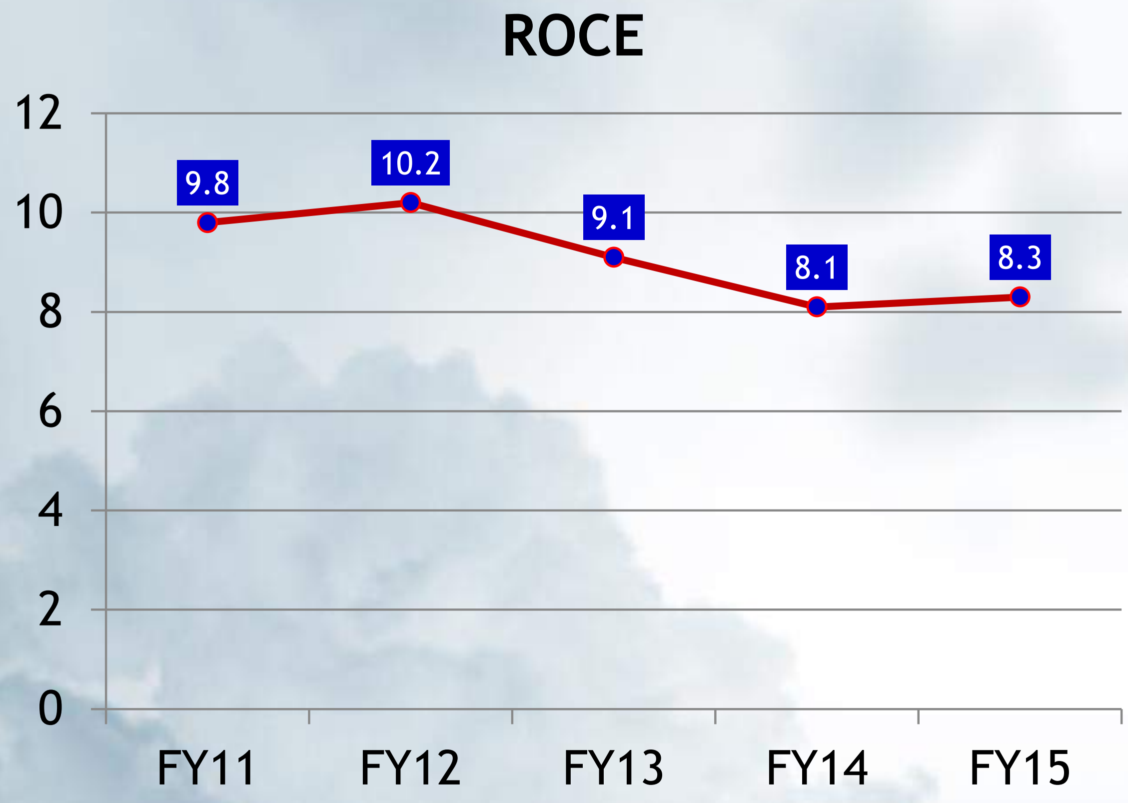


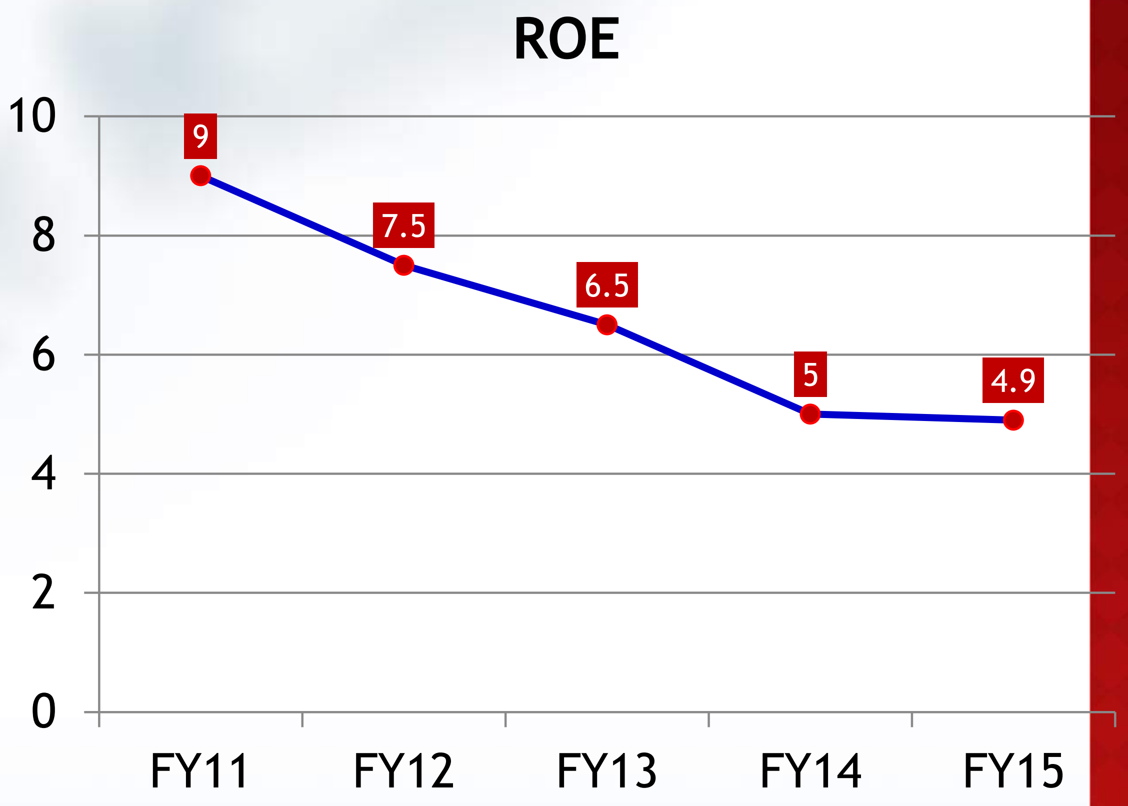
Debt Management





Return Ratios





ROCE will improve substantially from 9% and is almost set to double

Financial of the Company : Quarterly Result

Rs. In Crore

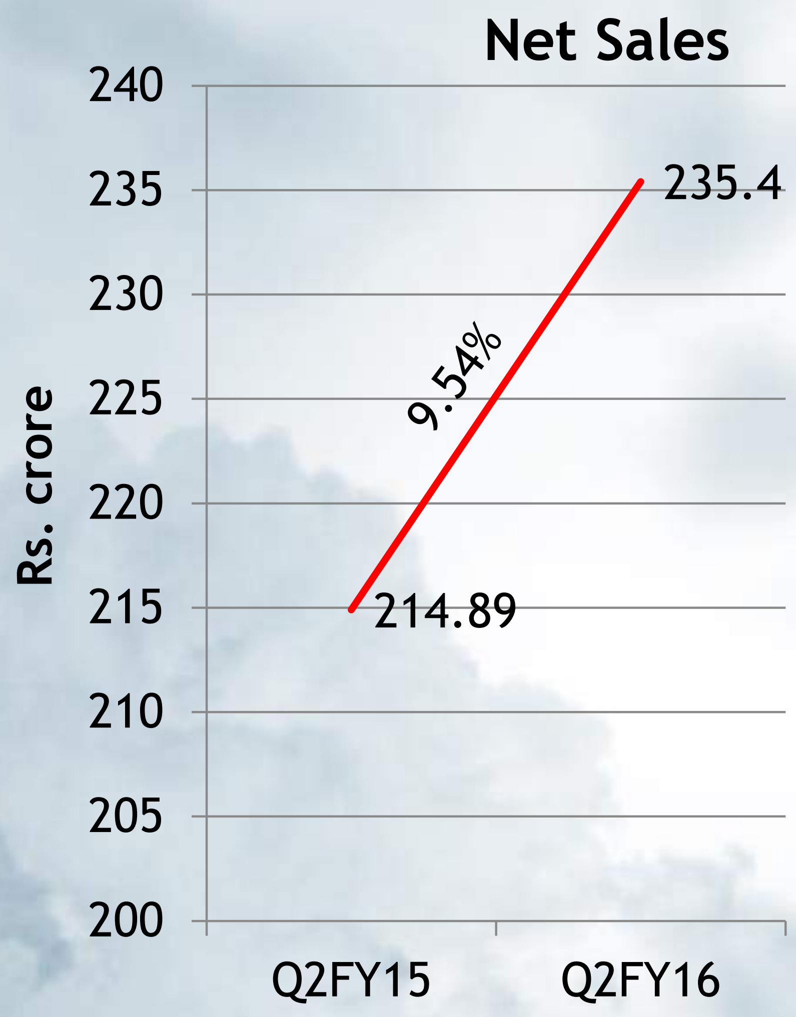
Particulars		2^{nd} Quarter	2^{nd} Quarter	1^{st} Quarter
		July-Sep 15	July-Sep 14	April-June 15
Net Sales		235.40	214.89	192.70
Cash Accruals		9.79	10.44	8.18
PBT		5.89	5.68	4.71
PAT		4.50	3.95	3.32
Share Capital		22.58	22.58	22.58

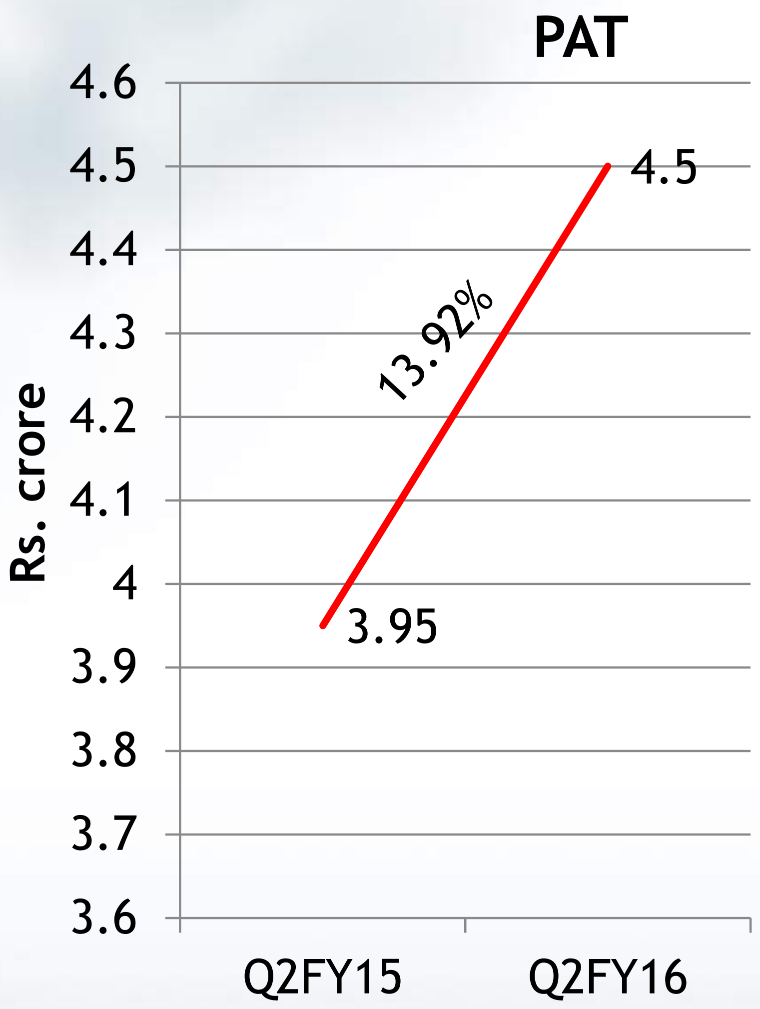
Financial of the Company : Half Yearly Result

Rs. In Crore

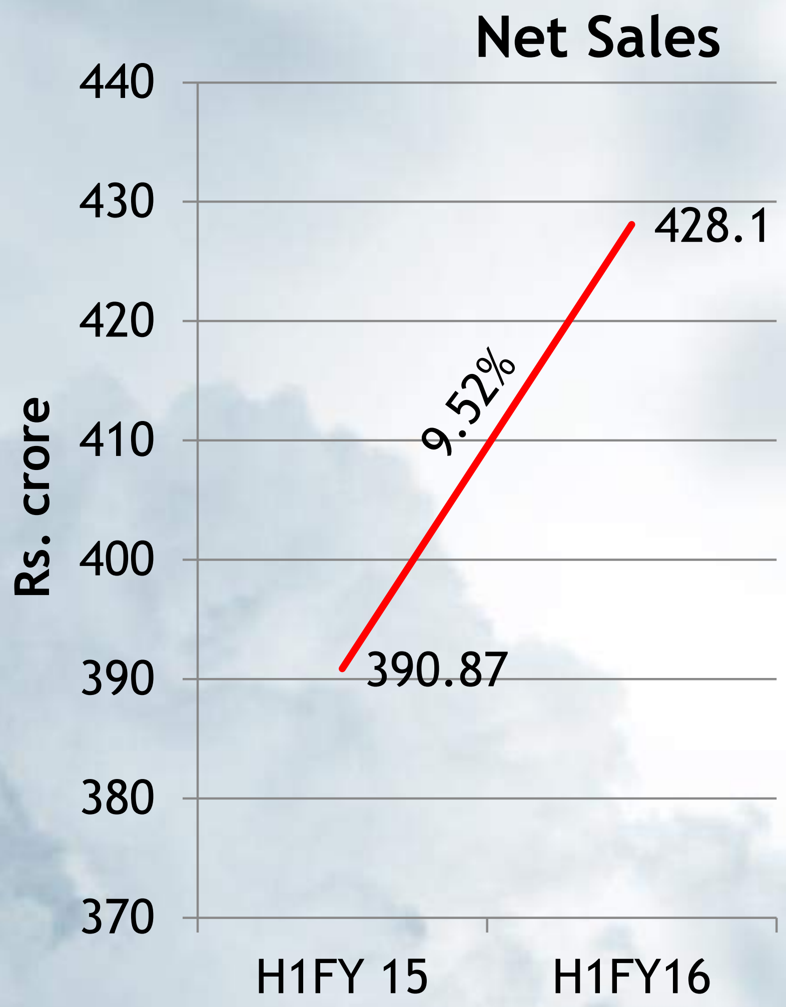
Particulars		Half Yearly	Half Yearly
		April-Sep 15	April-Sep 14
Net Sales		428.10	390.87
Cash Accruals		17.97	20.20
PBT		10.60	10.47
PAT		7.82	7.30
Share Capital		22.58	22.58
Reserve		279.64	265.06
Total Net Worth		302.22	287.65

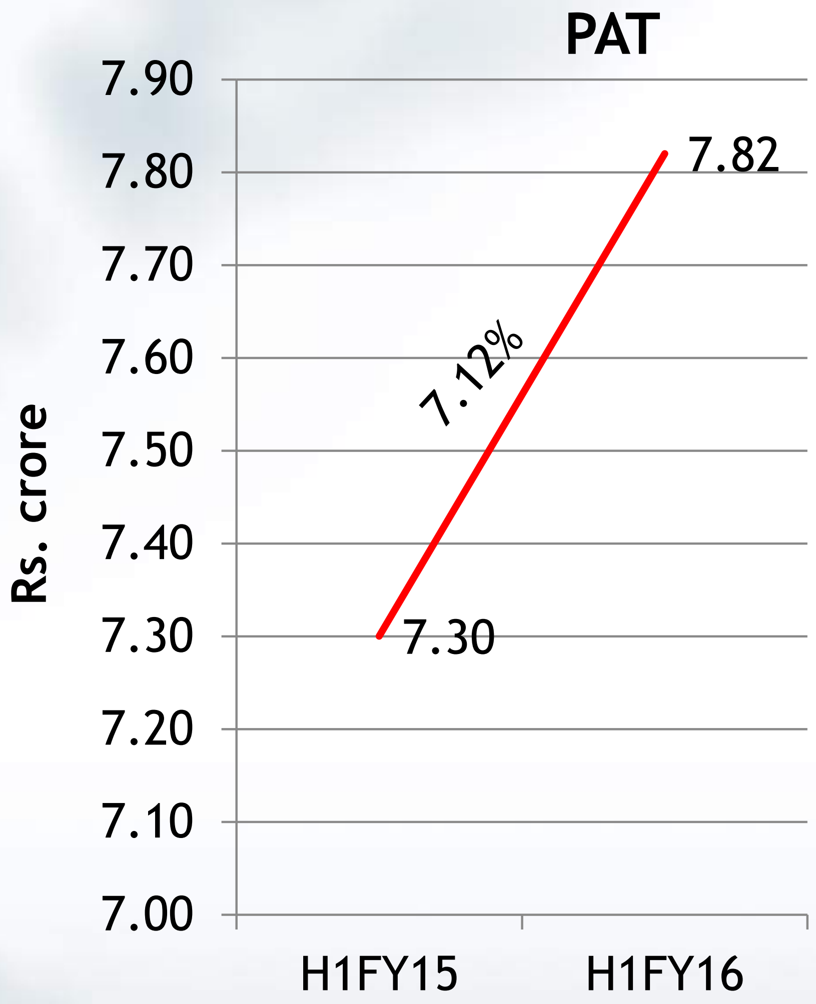
Sales and PAT – Q2FY15 and Q2FY16



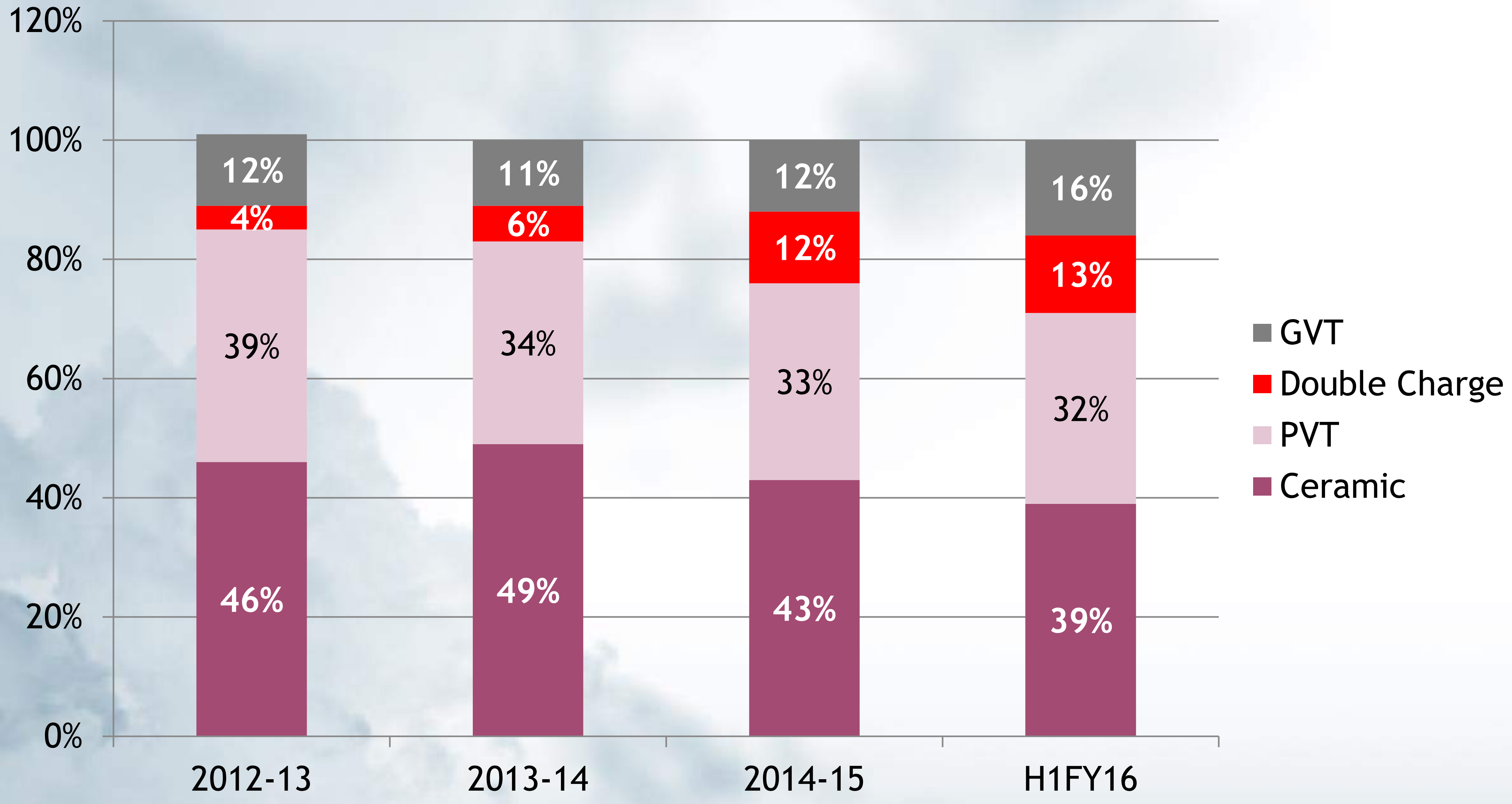


Sales and PAT - H1FY15 and H1FY16



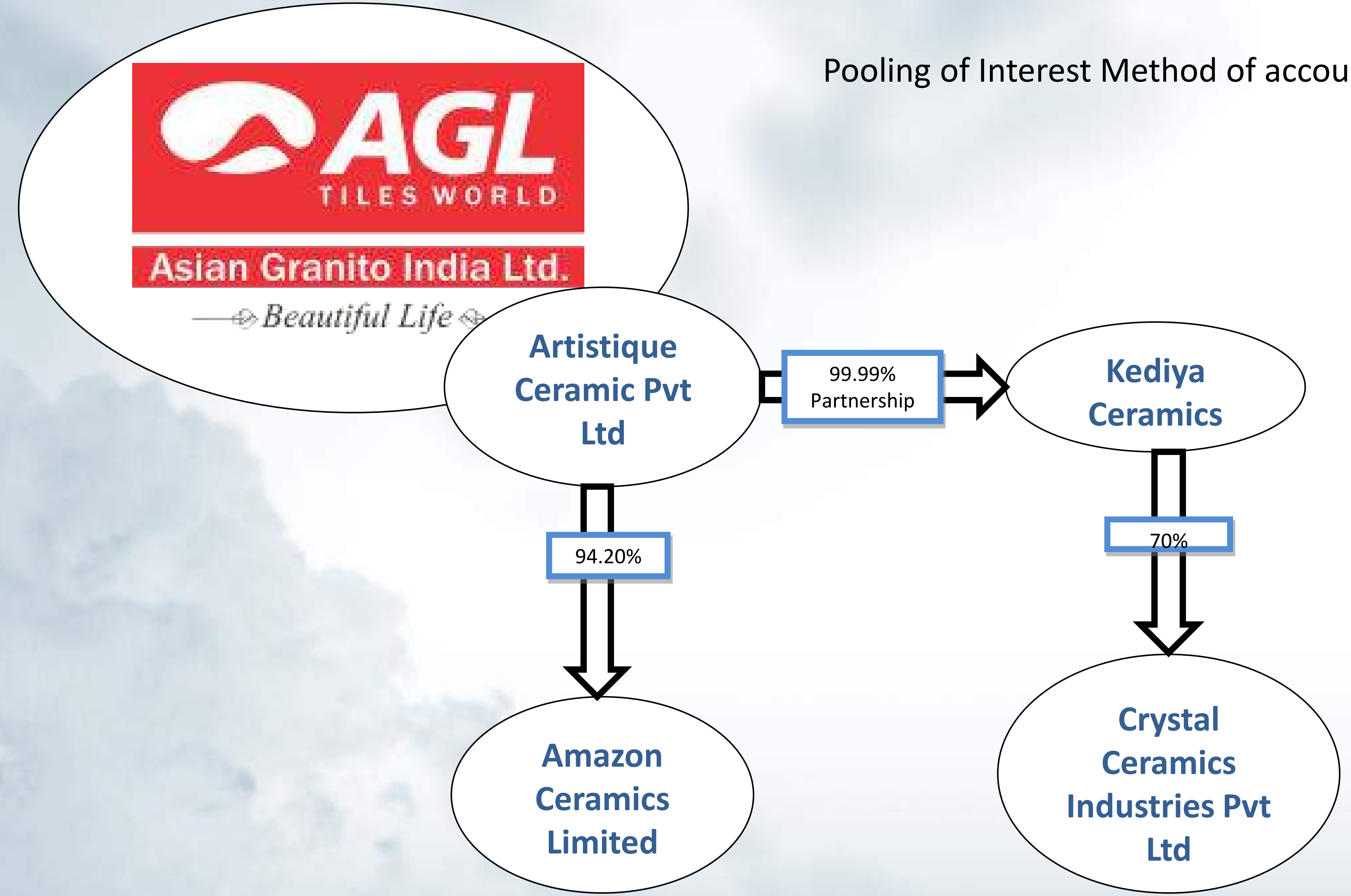


Tile Volume Data



Amalgamation of AGL & ACL

Pooling of Interest Method of accounting



Crystal Ceramics - Natural Gas Strength

Natural Gas	Rate (Rs.)	Rate in $ (per MMBTU)
At Present	14.97	4.66
After Reduction	12.27	3.82

18% reduction in rate

Production	Price per Sq.Ft. (Rs.)
At Present	4.00
After Reduction	3.28
Price Saving per Sq. Ft.	**0.72**

LNG rate Per SCM is Rs.30.18 and Natural Gas Rate is Rs.12.27 i.e. 2.46 times less then LNG

lead the change

AGL TILES WORLD

Asian Granito India Ltd.

Beautiful Life

CSR Activities & Recognitions

lead the change

Contributing to Society

Akshay Patra Foundation

EDUCATIONAL DEVELOPMENT IN BACKWARD REGION

Blood Donate Camp

lead the change by Recognition and Certifications

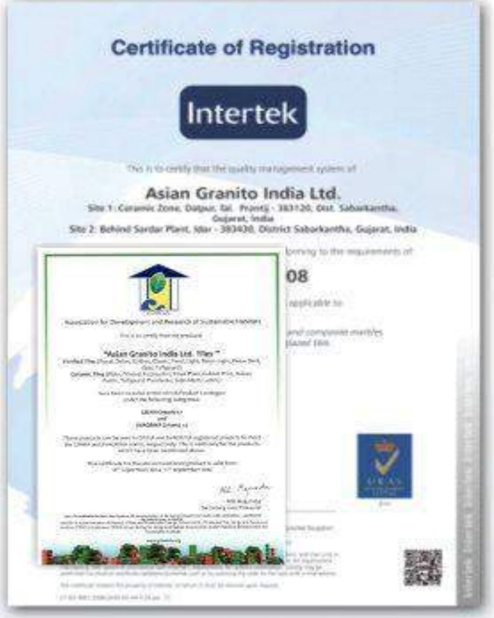
THE ECONOMIC TIMES PROMISING BRANDS 2015

MEMBER OF INSTITUTE OF INDIAN INTERIOR DESIGNERS

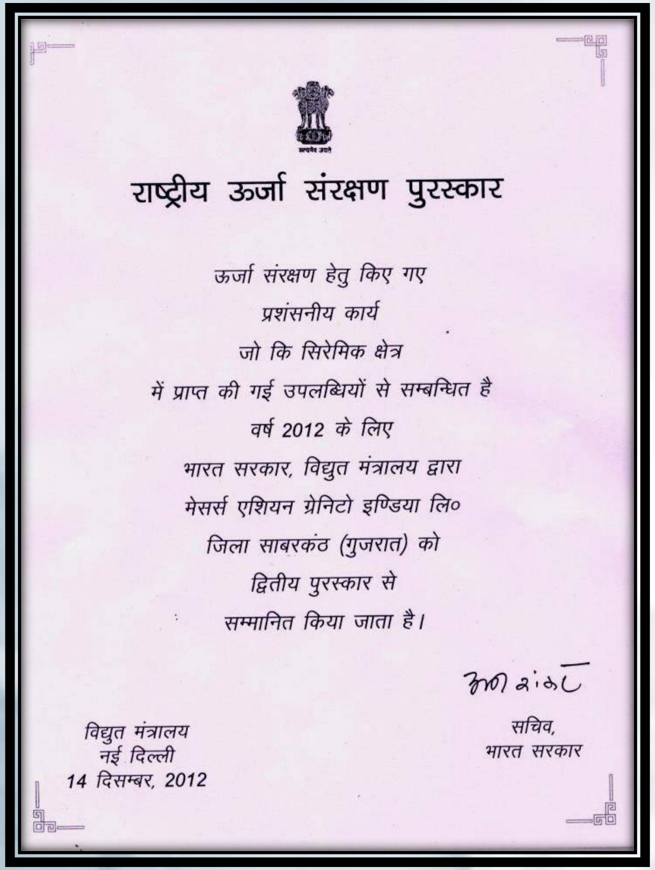
INDIAN POWER BRANDS 2014

Indian Green Building Council MEMBER

CE EN 14411



ENERGY CONSERVATION AWARD FROM GOVT. OF INDIA



राष्ट्रीय ऊर्जा संरक्षण पुरस्कार

ऊर्जा संरक्षण हेतु किए गए
प्रशंसनीय कार्य
जो कि सिरेमिक क्षेत्र
में प्राप्त की गई उपलब्धियों से सम्बन्धित है
वर्ष 2012 के लिए
भारत सरकार, विद्युत मंत्रालय द्वारा
मेसर्स एशियन ग्रेनिटो इण्डिया लि०
जिला साबरकंठ (गुजरात) को
द्वितीय पुरस्कार से
सम्मानित किया जाता है।

विद्युत मंत्रालय
नई दिल्ली
14 दिसम्बर, 2012

सचिव,
भारत सरकार

CERTIFICATE OF MERIT FOR EXPORT ACHIEVEMENT FROM CAPEXIL [CHEMICAL & ALLIED PRODUCT EXPORT PROMOTION COUNCIL]

Disclaimer

- The information contained herein has been prepared to assist prospective investors in making their own evaluation of Asian Granito India Limited (hereinafter ‘the Company’) and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire.
- This Information may include certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct.
- Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company.
- This presentation may contain statements that are “forward looking statements.” The company’s actual future results may differ materially from those suggested by such statements, depending on various factors for which the company and its management does not take any responsibility.

Thank You

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