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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 27.10.2016

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,

Subject: Investor presentation.

Please find enclosed herewith Investor presentation for the quarter and half year ended on 30th September, 2016.

This has been uploaded on the website of the Company www.aglasiangranito.com and is enclosed herewith for your information as also for the information of your members and the public at large.

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

Kindly take this on records.

Thanking you,
Yours faithfully,

For Asian Granito India Limited

A handwritten signature in blue ink that reads 'Renuka'.

Renuka A. Upadhyay
DGM & Company Secretary
Secretarial and Legal





Asian Granito India Ltd.

— Beautiful Life —

Asian Granito India Ltd

Investor Presentation – October 2016

Safe Harbor

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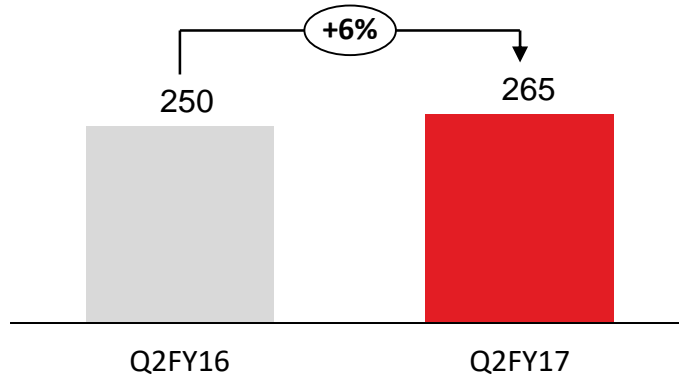
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

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.

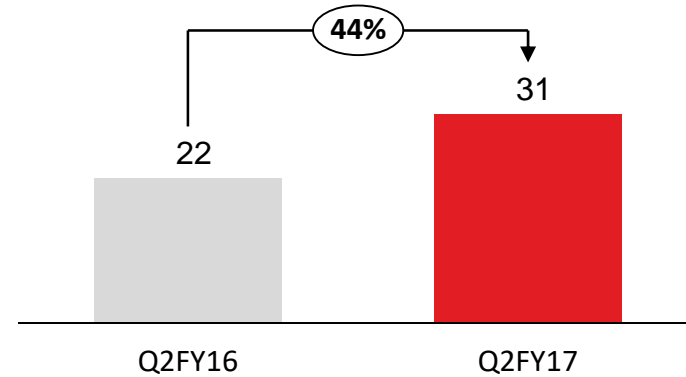
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Financial Highlights – Q2 FY17

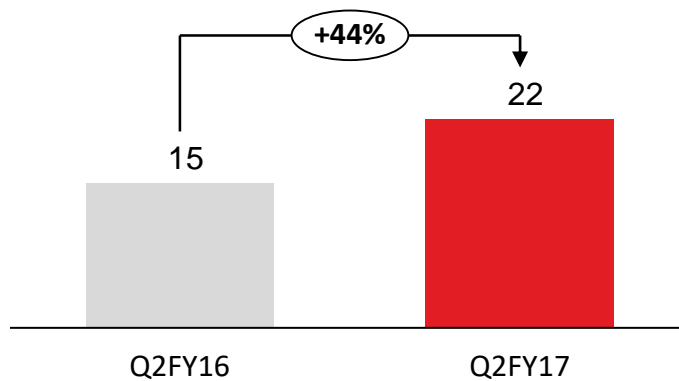
Revenues



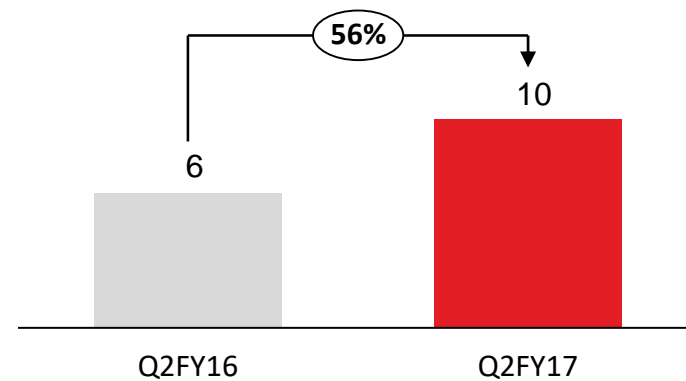
EBITDA



EBIT

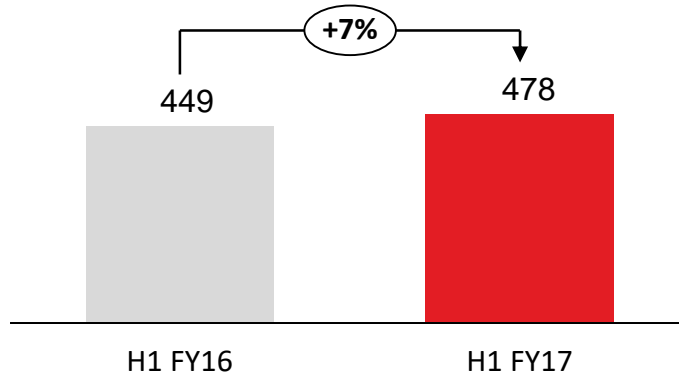


Profit After Tax

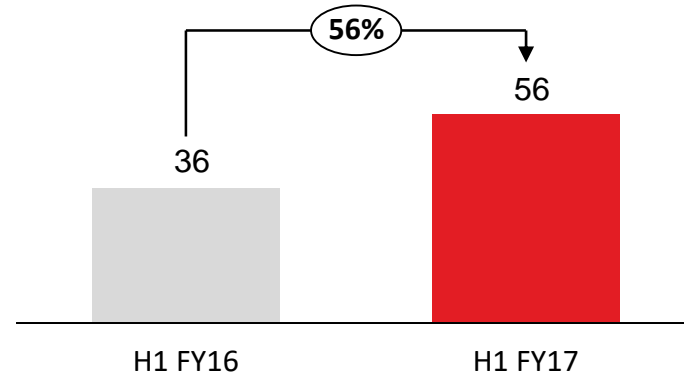


Financial Highlights – H1 FY17

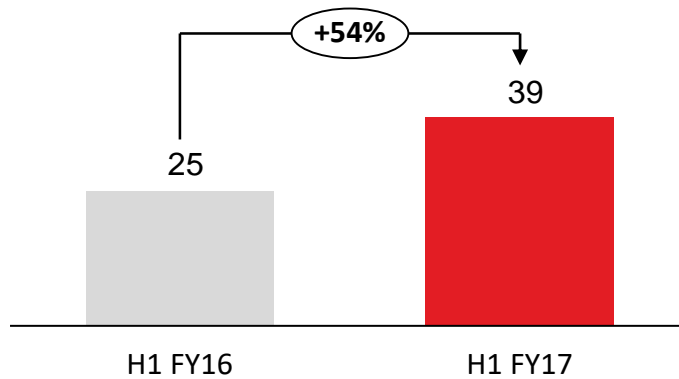
Revenues



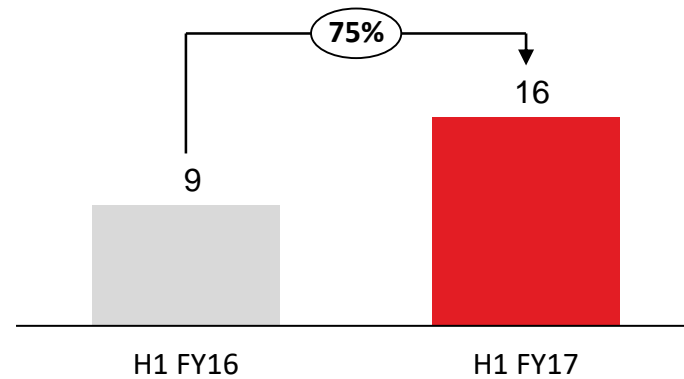
EBITDA



EBIT



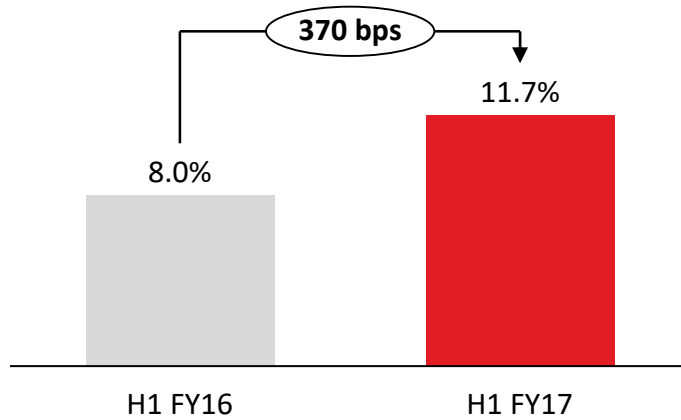
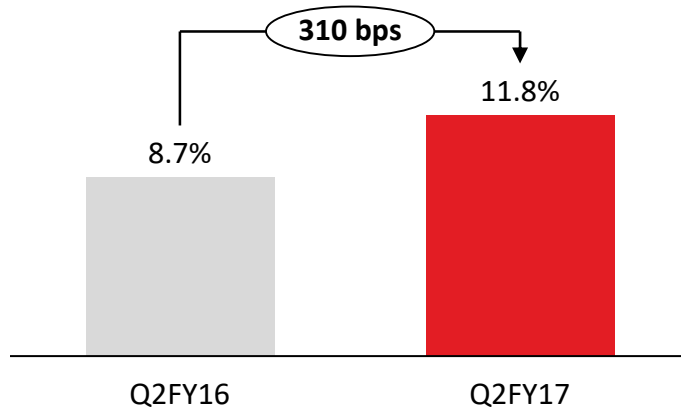
Profit After Tax



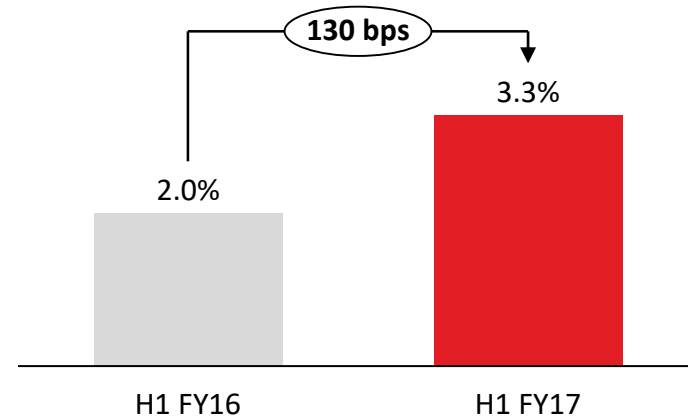
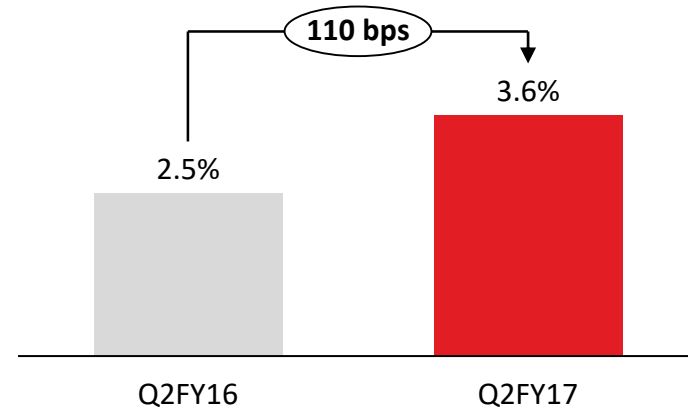
Consolidated figures (Rs. In Crs)

Margin Profile

EBITDA (%)



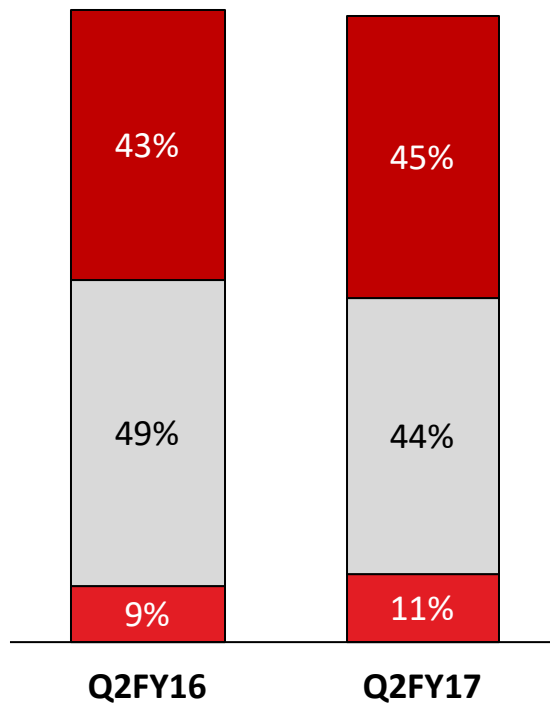
PAT (%)



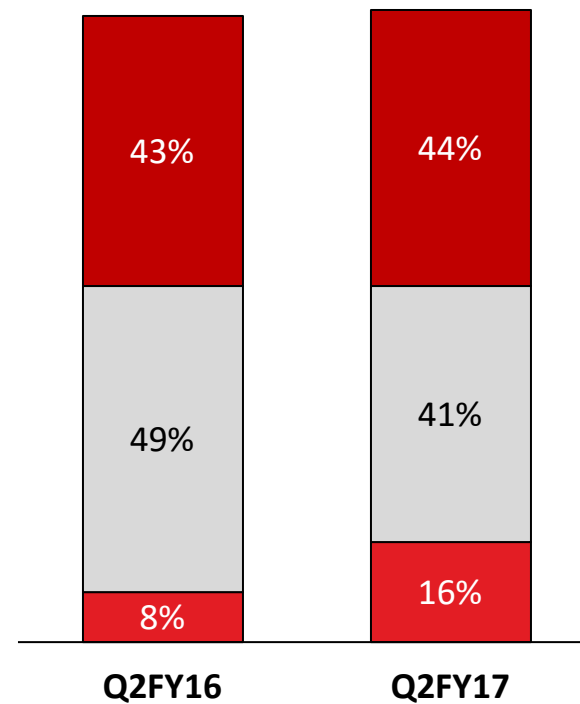
On Consolidated basis

Tiles Division - Business Performance

Volume Break-up



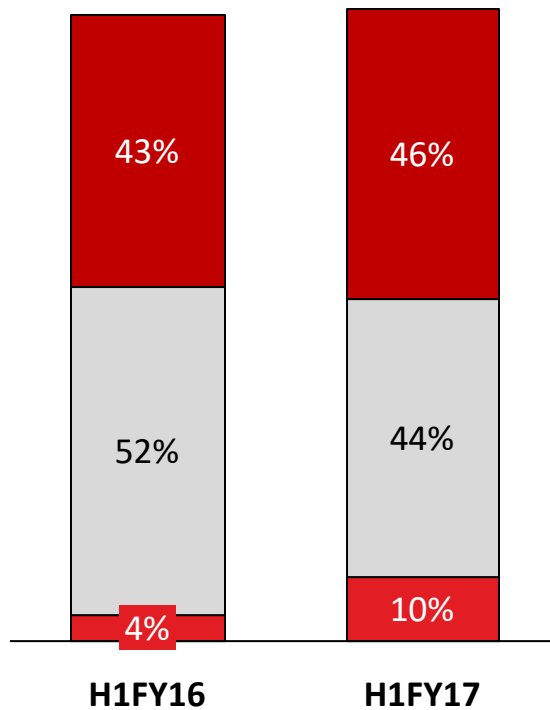
Revenue Break-up



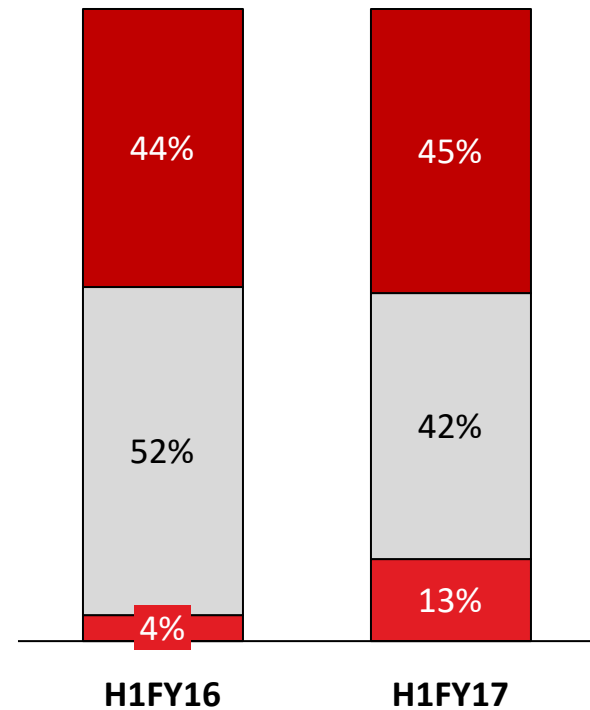
■ Own Manufacturing
 ■ Outsourcing
 ■ JV / Associate

Tiles Division - Business Performance

Volume Break-up



Revenue Break-up



■ Own Manufacturing
 ■ Outsourcing
 ■ JV / Associate

History

2002-2003

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

2007-2008

- ✓ Floated IPO & Established AGL Tiles World in 14 cities
- ✓ Introduced India's largest wall tile with 10,000 sq. mtr per day capacity

2011

- ✓ Commenced Quartz slab production
- ✓ Launched digital glazed vitrified tiles
- ✓ Introduced four-colour digital printing technology

2014

- ✓ 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

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

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

Overview

Ranked amongst
Top **4**
Ceramic Companies of
the Nation

8 State of Art
Manufacturing
Facilities
spread across Gujarat

Exporting Products
across
50 Countries



Over **90** Showrooms
with over **80**
Exclusive Showrooms
across India

Over **4000**
Dealers
&
Sub-Dealers

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



Pioneer in the Industry

To introduce
GRESTEK XXL
Large Format Tiles

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

To introduce
LARGE FORMAT
Wall & Vitrified Tiles
1st



To introduce
WORLD'S WHITEST
(CARARRA WHITE) Double
Charge Vitrified Tiles

To introduce
FULL BODY
Tiles in India

To introduce
SLIMGRES TILES
**Jumbo 1000x1000mm & Imperio 800x800mm Double Charge Technology World
Pioneer Technology first in India**



Management

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

Capacity

Products

Clientele /
Promotion

Innovation

Distribution
Network

Manufacturing
Effeciencies

Key Management Team



Mr. Kamlesh Patel – Chairman & Managing Director

- With 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

Chief Financial
Officer

Kalidas Patel

Sr. V. P - Marble &
Quartz

B. M. Singhal

Associate V. P – GVT

Rahul Sharma

G. M – Finance &
Commercial

CA Himanshu Shah

Sr. G. M – International
Marketing

Rajesh Iyer

DGM (Legal) &
Company Secretary

CS Renuka Upadhyav

V. P – Operation (Tiles
Division)

B. G. Pattanshetty

Management

Capacity

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

Products

Clientele /
Promotion

Innovation

Distribution
Network

Manufacturing
Effeciencies



8 Ultra Modern Manufacturing Units





Manufacturing Facilities



1st in the World to introduce 5 layer tiles kiln from SACMI-ITALY





Manufacturing Facilities



IDAR – Porcelain Ceramic



Dalpur – Glazed Vitrified



Dalpur – Wall Ceramic



Dholka – Wall Ceramic



Dalpur - Amazon Porcelain Ceramic



Morbi – Double Charge Vitrified



Mehsana – Vitrified Plant



Dalpur – Marble & Quartz



Ultra Modern & Latest Technology

First to establish Online Vitrified Technology

First in India to have Digital 8 Colour Printing Technology

A Pioneer with Best Water Jet Technology

Highest number of Digital Machines in India

Only Ceramic Company to have in-house 3rd Fire Technology

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



13 Digital
8 Colour Printing
Machines

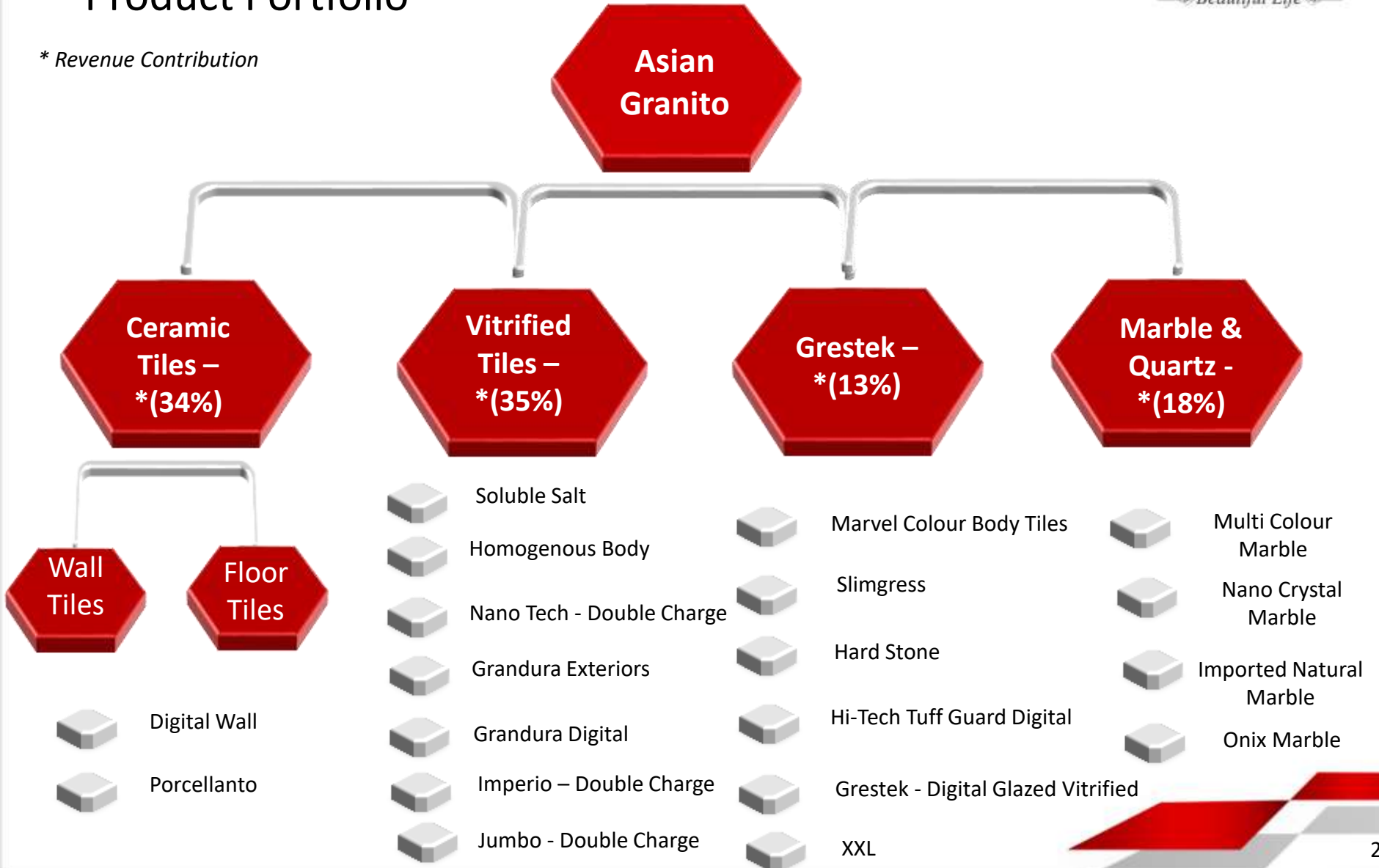




- **Wide Product Range - Ceramic Floor, Digital Wall, Vitrified, Parking, Porcelain, Glazed Vitrified, Outdoor, Composite Marble & Quartz**

Product Portfolio

* Revenue Contribution





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



16mm THICKNESS
600x600mm



GRESTEK
Digital Glazed Vitrified Tiles





Marble & Quartz



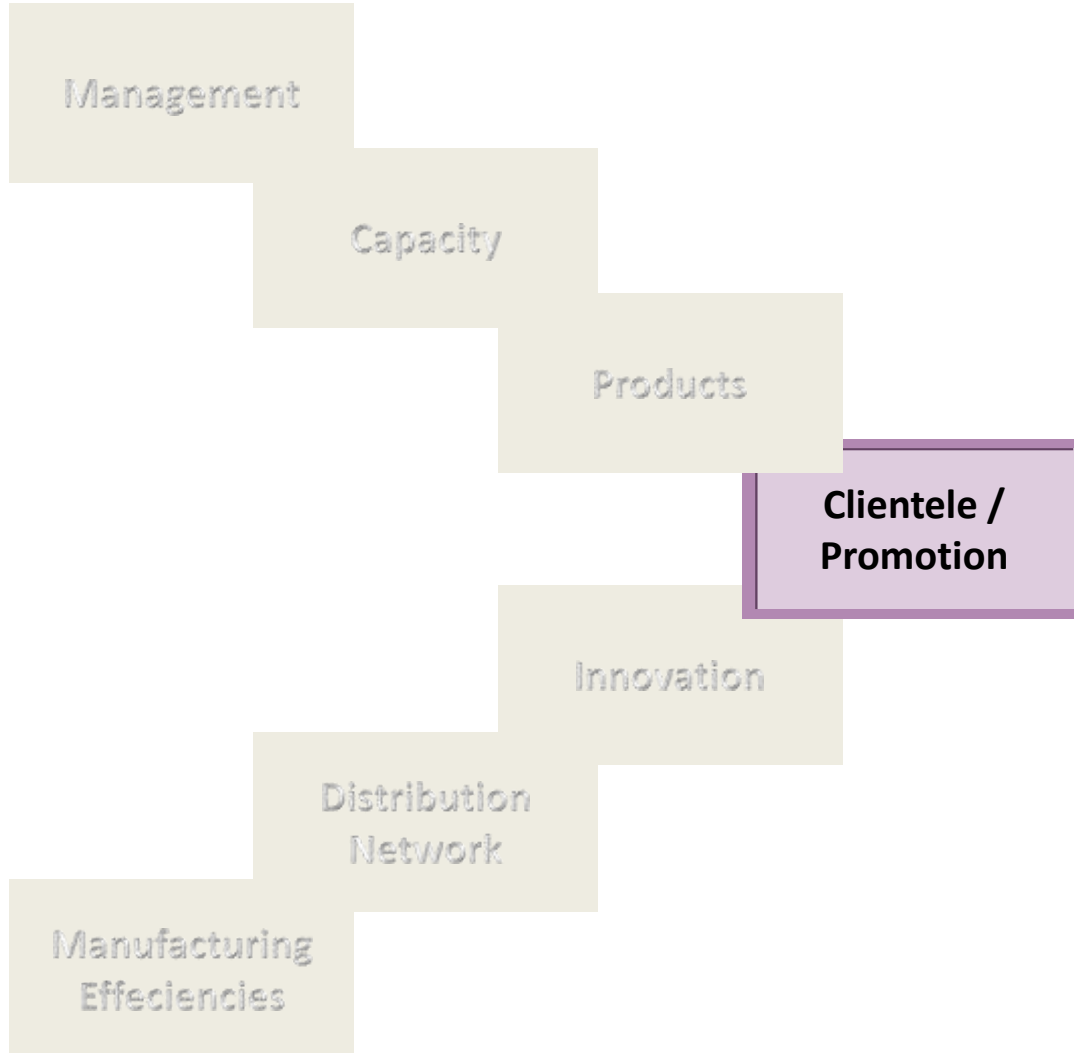
Marble



Quartz

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





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

Marquee Institutional Clientele



Advertising in FIFA WORLD CUP



AGL
TILES WORLD

Asian Granito India Ltd.
www.aglasiangranito.com

AGL KICKS OFF 200 spots in FIFA
Watch AGL AD in **FIFA WORLD CUP** on
Sony Six Channel per day **18 ads** will be telecast

FIFA WORLD CUP
BRASIL 2014

SONY SIX

Enjoy the final matches...

Asian Granito India Ltd.
lead the *change*

Regd. & Corp. Office: 202, Dev Arc, Opp. Iskon Temple, S.G. Highway, Ahmedabad -380 015
Tel: +91 79 66125500 / 698, Fax: +91 79 66125600 / 66058672, E-mail: info@aglasiangranito.com

Major Marketing Activities



■ Mega Brand Recognition 2016

- Showcase Ad Commercials in **1,400 Screens** across India in Major Cinemas during **3 Mega Blockbusters**



■ ACE TECH

- Active online presence in Social Media : **Facebook, Tweeter, Pinterest**
 - Regional Radio Activation in **Navratri**
- Extensive Regional Road shows in Gujarat, Maharashtra, Punjab, HP, Delhi, Haryana, UP, Kerala
 - Product Registered under GRIHA and ADARSH society



■ BIG5 Exhibition DUBAI

- Advertisement in Top In flight & Architect Magazines
 - Advertisement in **"THE HINDU PROPERTY PLUS"** newspaper in Southern region
 - Powered By Sponsor in Realty Plus Conclave 5 Major Cities
- Back To Back Product Launch of Hi-Tech Tuffguard

Management

Capacity

Products

Clientele /
Promotion

Innovation

Distribution
Network

Manufacturing
Effeciencies

- 1st to introduce 5 tiles manufacturing kiln from SACMI-Italy
- 1st to launch large format digital charge vitrified tiles in 1000x1000mm Jumbo & 800x800mm Imperio

Recent New Innovative Products launched

Product Name	Size in mm
Gretek – Marvel Colour Body Tiles	300 x 600, 600 x 1200, 600 x 600, 196 x 1,200
Imperio – Double Charge – Introduced 17 SKU's	800 x 800
Jumbo - Double charge – Introduced 16 SKU's	1000 x 1000
CARARRA White (World's Whitest Tile – in unglazed large format Double Charge)	800 x 800
XXL – Polished Glazed Vitrified Tile	800 x 1200
Polished Vitrified Tile (Double Charge) & Big Crack Stone (new design introduced first time in India)	800 X 1200 & 1000 X 1000
Hardstone (Outdoor Tiles in 16 mm & 10 mm thickness)	600 x 600
Grandura (Parking Tiles)	300 x 300 & 400 x 400
Hexacon Tiles (first to introduce)	304 x 350
Gresek SLIMGRES	600 x 1200

GRESTEK

SLIMGRES

ULTRA THIN GLAZED VITRIFIED TILES



**THIN
S
IN**



Management

Capacity

Products

Clientele /
Promotion

Innovation

**Distribution
Network**

Manufacturing
Effeciencies

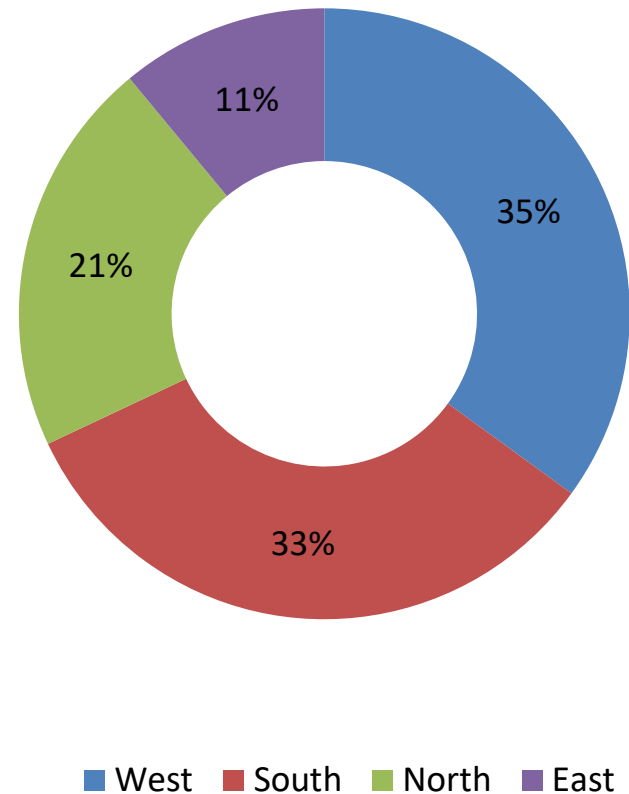
- All India Market Reach; Distribution Reach Direct Dealers / Sub-dealers: +4000
- Unique – 80+ AGL Tile World “Exclusive across India”

Strengthening Distribution Network – Tile Segment

Addition in Dealers & Sub-Dealers

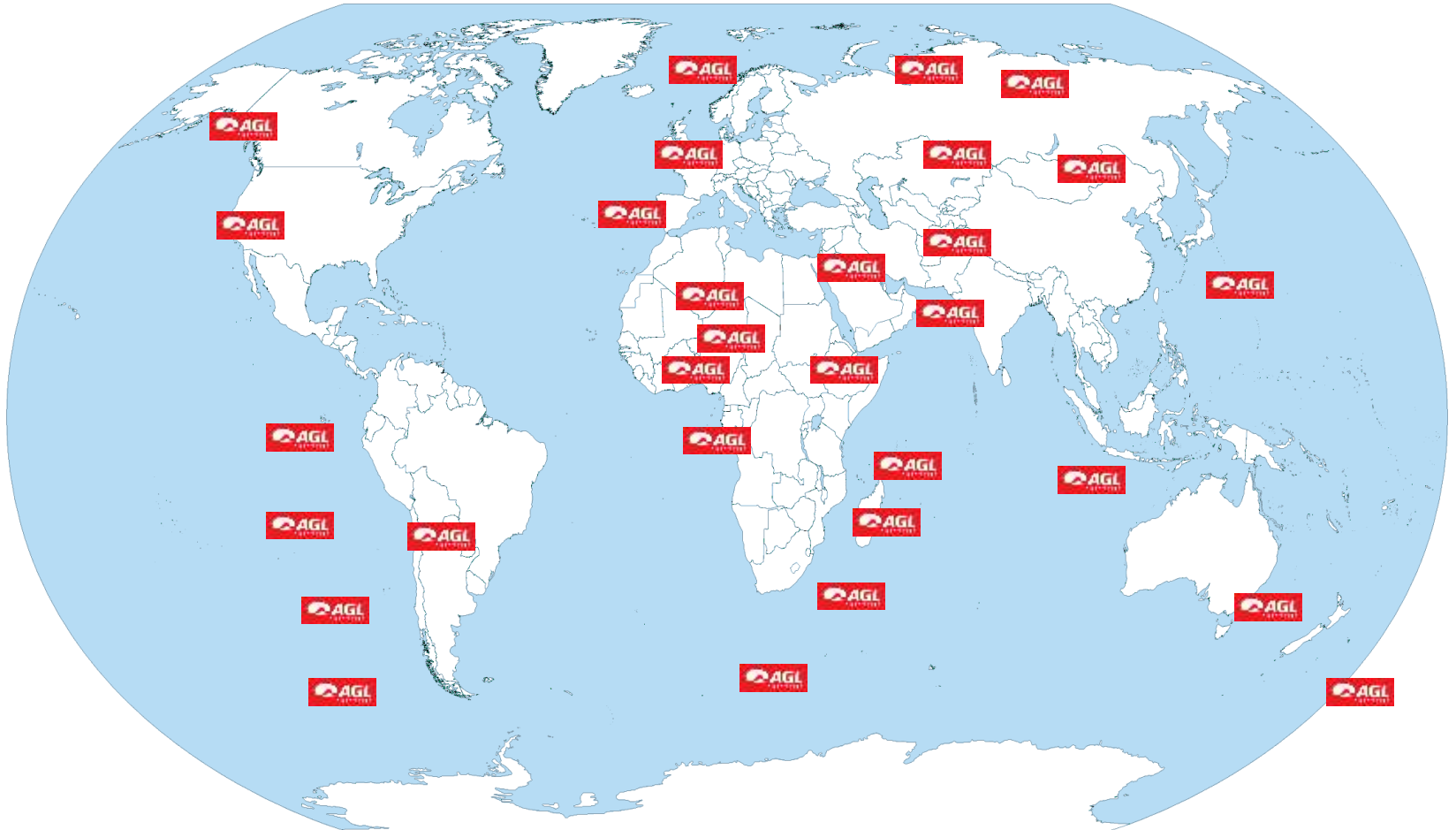


Geographical Revenue Breakup





Global Footprint



Presence in 50+ countries

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



Management

Capacity

Products

Clientele /
Promotion

Innovation

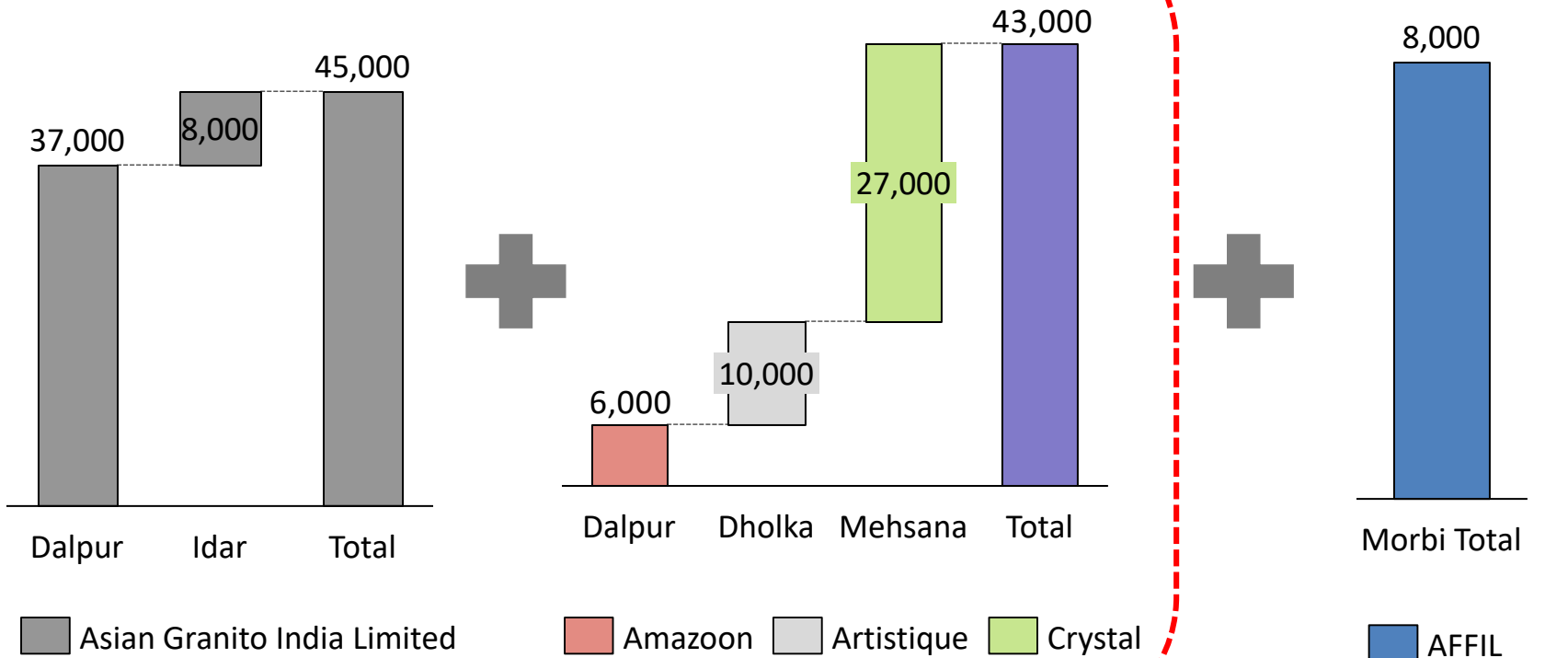
Distribution
Network

Manufacturing Efficiencies

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

Capacity Built up

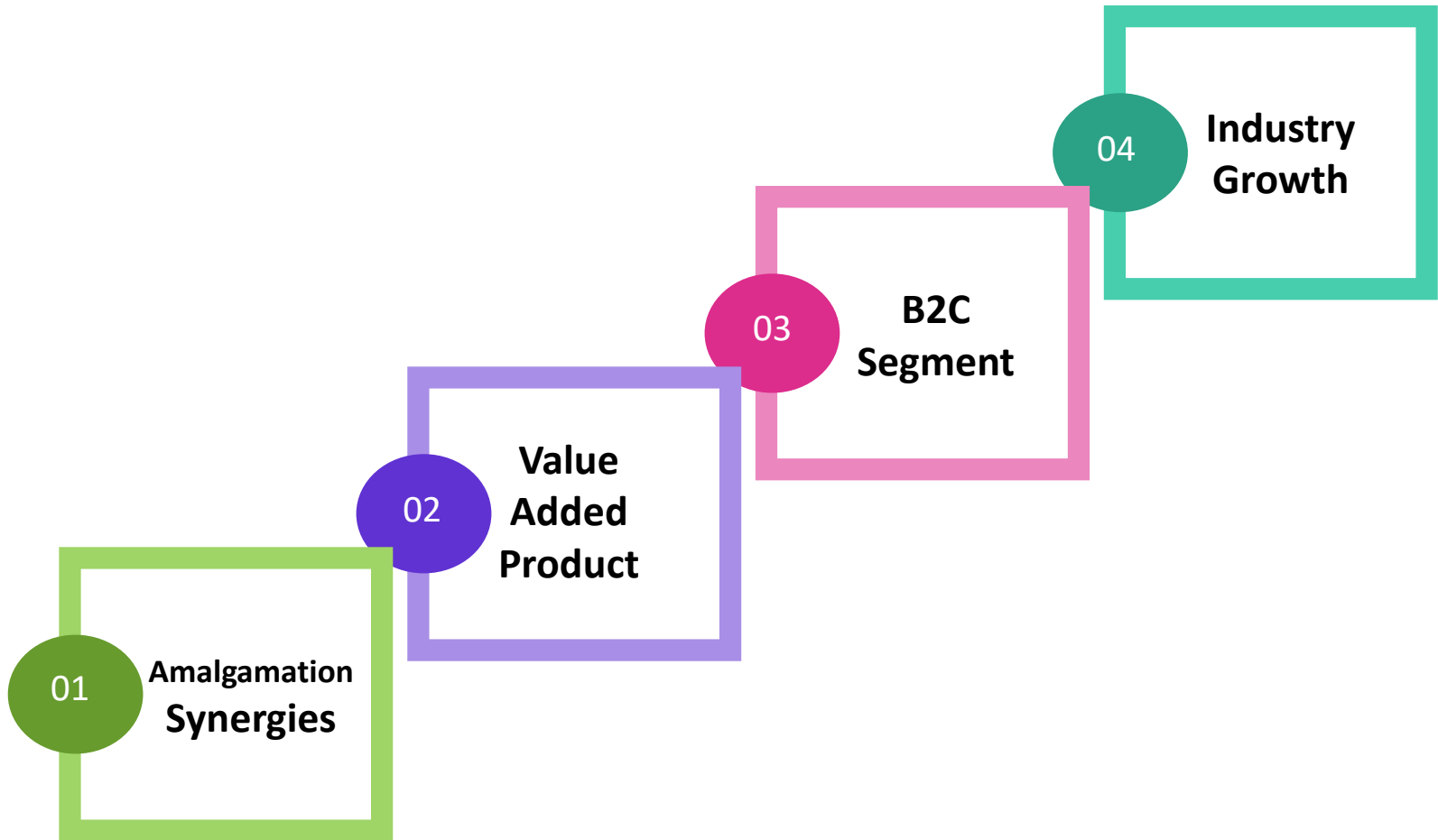
Post Amalgamation : Owned Capacity of 88,000 Sq. mts per day



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



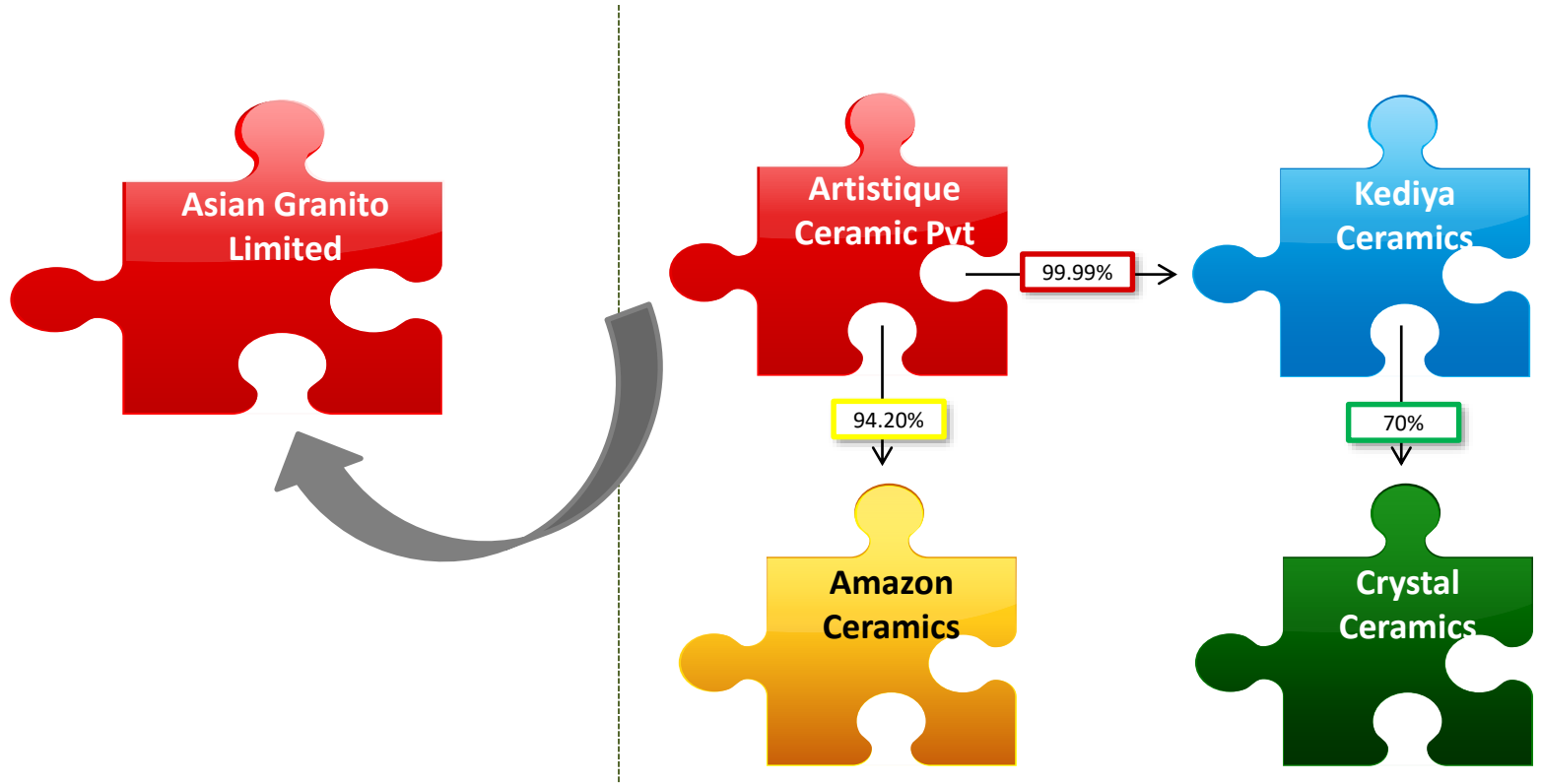
Growth Drivers





Scheme of Amalgamation

Scheme of Amalgamation of Artistique Ceramics Private Limited into Asian Granito India Ltd



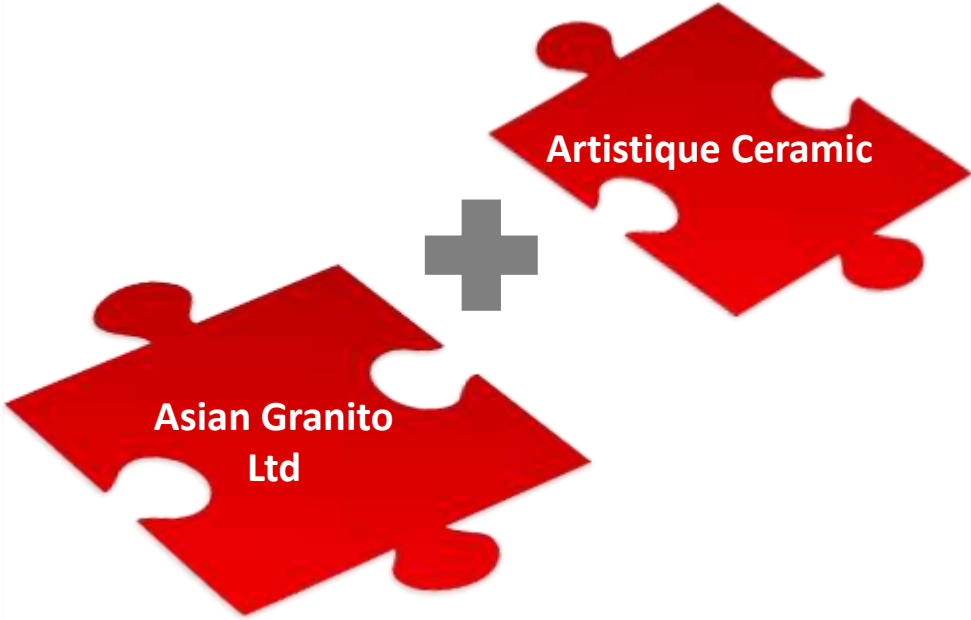
Consideration : 157 equity shares of face value of Rs.10/- at par each fully paid-up of Asian Granito Ltd for every 100 equity shares of face value of Rs.10/- each fully paid-up held in Artistique Ceramics





Amalgamation - Synergies

Artistique Ceramic

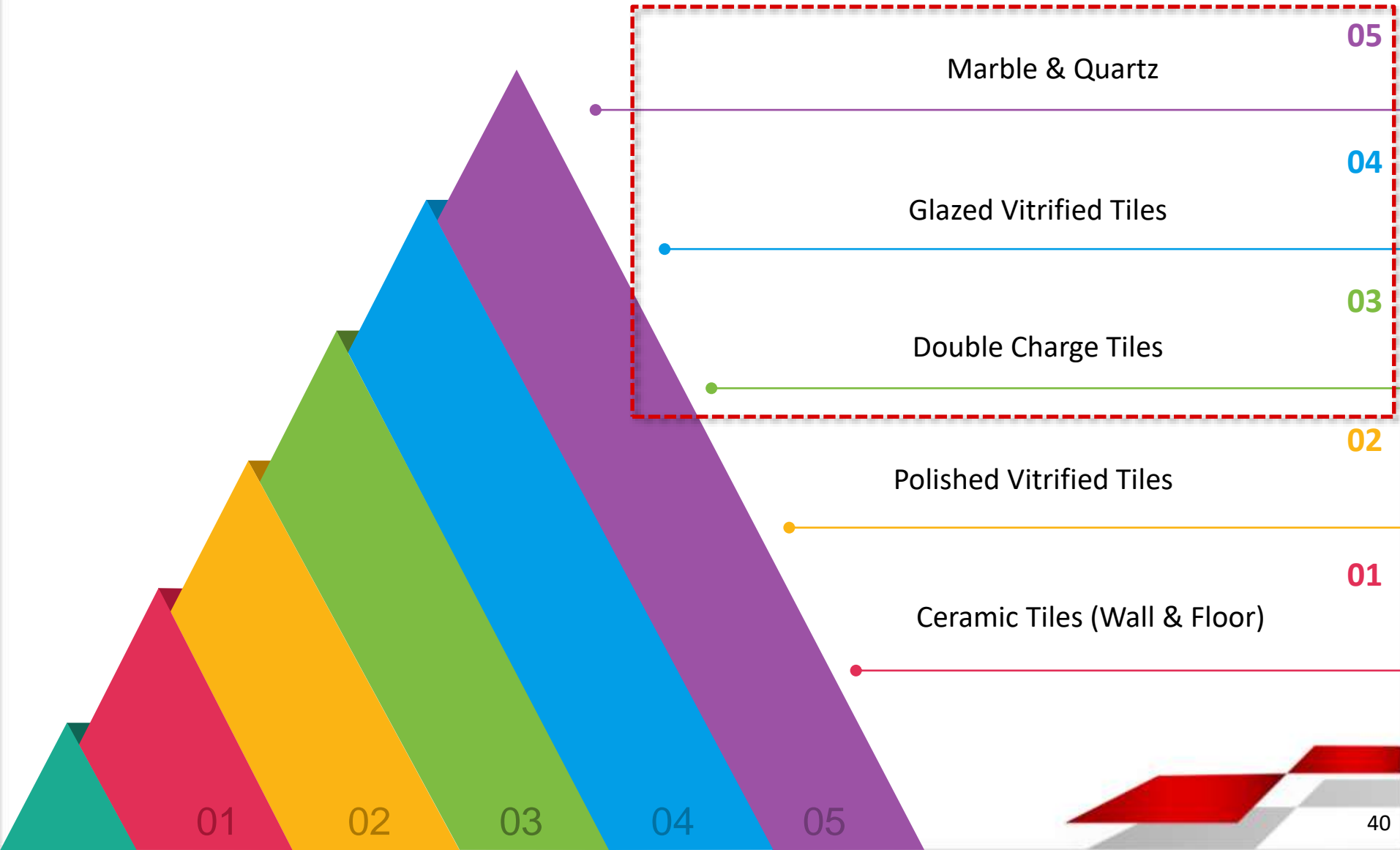


- ✓ Manufacturing Plant at Dalpur, Dholka & Mehsana with a Annual Capacity of ~10mn sq. mtrs
- ✓ Additional Land & Common Infrastructure to expand further
- ✓ Artistique Ceramics has Contract with RAS GAS for a supply of Natural Gas Quality at a rate 30% below current market rate



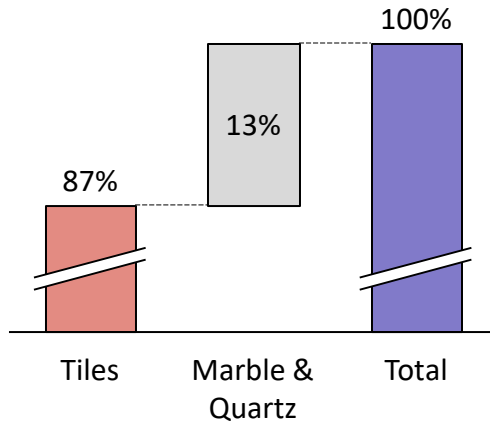


Focus on High Value Product Mix

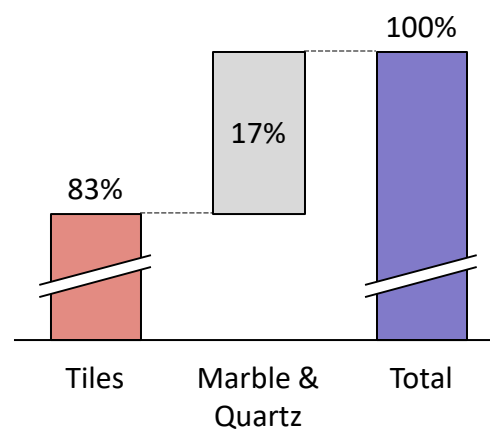


Focus on High Value Product Mix

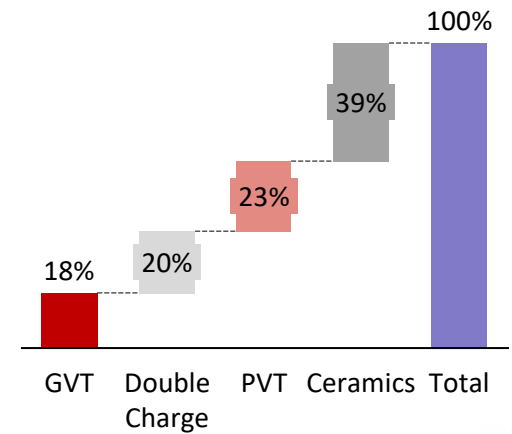
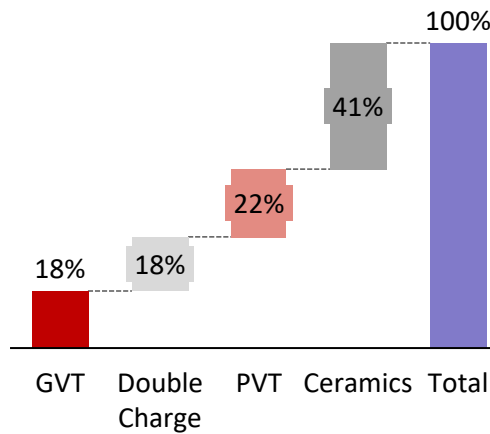
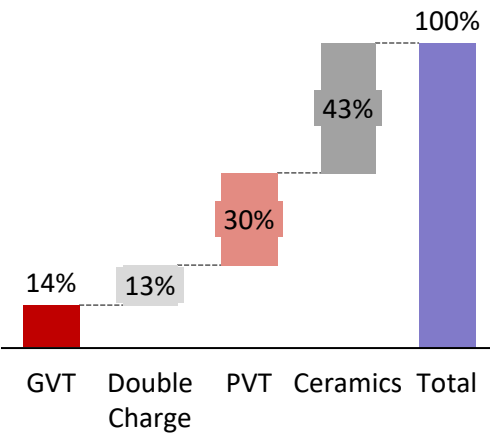
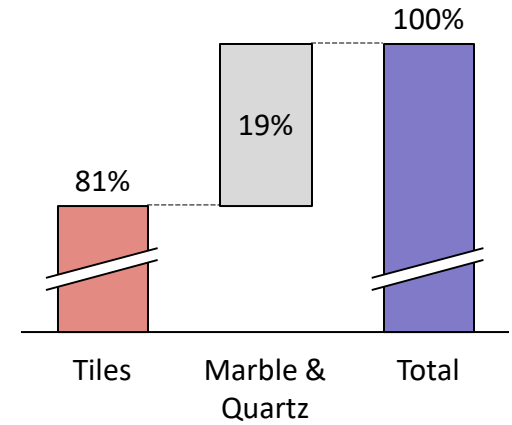
FY2015



FY2016



H1 FY2017



Future Strategies- Focus on B2C Segment

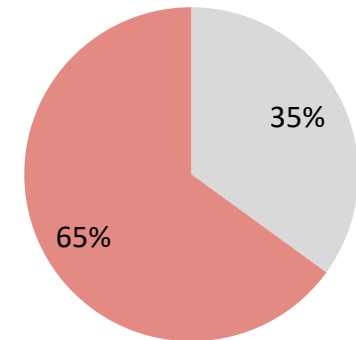
Mapping market for towns with population > 20,000

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

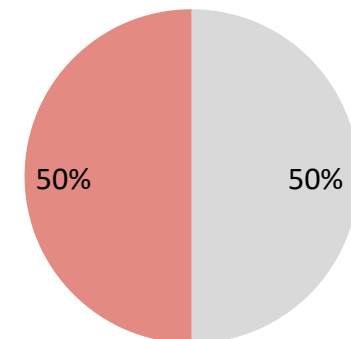
Current

■ Retail ■ Institutional



Future

■ Retail ■ Institutional



Change in Market Segmentation of Project v/s Retail from 70:30 to 50:50



Industry Growth

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

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

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



Standalone Profit & Loss

Particulars (Rs. Crs)	Q2FY17	Q2FY16	Y-o-Y	H1 FY17	H1 FY16	Y-o-Y	FY16
Net Sales	242.29	235.80		434.92	428.51		870.73
Other Operating Income	1.52	0.37		1.99	0.94		2.25
Revenue from Operations	243.80	236.18	3.23%	436.91	429.44	1.74%	872.97
Cost of Material Consumed	47.35	58.15		86.49	105.11		211.70
Purchase of Stock-in-Trade	99.10	103.32		183.55	181.53		353.61
Change in Inventories	11.32	-8.42		4.48	-11.32		0.78
Employee Expenses	13.99	13.10		25.68	24.62		50.60
Power & Fuel	23.57	29.71		47.48	54.16		102.13
Other Expenses	30.15	22.97		53.79	43.52		84.12
EBITDA	18.31	17.34	5.60%	35.43	31.83	11.31%	70.04
EBITDA Margin (%)	7.51%	7.34%		8.11%	7.41%		8.02%
Other Income	0.09	0.43		0.12	0.58		1.02
Depreciation	5.41	5.60		10.70	10.46		21.22
EBIT	12.99	12.17	6.71%	24.85	21.94	13.24%	49.84
EBIT Margin (%)	5.33%	5.15%		5.69%	5.11%		5.71%
Finance Cost	5.18	6.16		10.45	11.22		23.75
Profit before Tax	7.81	6.01	29.95%	14.40	10.72	34.29%	26.09
Tax	1.62	1.38		3.35	2.78		7.15
Profit After Tax	6.19	4.63	33.74%	11.05	7.95	39.02%	18.93
PAT Margin (%)	2.54%	1.96%		2.53%	1.85%		2.17%
EPS	2.06	2.05		3.67	3.53		6.71

Consolidated Profit & Loss

Particulars (Rs. Crs)	Q2FY17	Q2FY16	Y-o-Y	H1 FY17	H1 FY16	Y-o-Y	FY16
Net Sales	264.15	249.10		475.65	446.97		990.96
Other Operating Income	1.30	1.05		2.61	1.61		2.92
Revenue from Operations	265.45	250.15	6.12%	478.26	448.59	6.61%	993.88
Cost of Material Consumed	72.27	68.29		125.89	115.25		237.11
Purchase of Stock-in-Trade	74.48	86.01		145.19	168.64		386.73
Change in Inventories	1.99	-11.64		-11.48	-14.57		-8.61
Employee Expenses	16.02	15.62		31.35	27.60		58.86
Power & Fuel	29.90	40.04		64.69	64.48		127.91
Other Expenses	39.52	30.06		66.51	51.20		101.07
EBITDA	31.27	21.79	43.56%	56.10	35.99	55.89%	90.81
EBITDA Margin (%)	11.78%	8.71%		11.73%	8.02%		9.14%
Other Income	0.09	0.63		0.30	0.79		1.38
Depreciation	9.06	6.94		17.86	11.83		27.55
EBIT	22.31	15.48	44.18%	38.54	24.95	54.49%	64.64
EBIT Margin (%)	8.41%	6.19%		8.06%	5.56%		6.50%
Finance Cost	10.28	7.59		18.23	12.77		29.11
Exceptional Items	0.00	0		0.00	0.00		-0.52
Profit before Tax	12.03	7.88	52.63%	20.31	12.18	66.71%	35.01
Tax	2.23	1.55		4.61	2.94		11.27
Profit After Tax	9.80	6.33	54.77%	15.70	9.24	69.88%	23.74
Share of profit of associates	0.85	0.39		1.58	0.43		2.18
Minority Interest	-1.03	-0.57		-1.37	-0.57		-1.66
Profit After Minority Interest & Share of associates	9.63	6.16	56.25%	15.91	9.11	74.65%	24.26
PAT Margin (%)	3.63%	2.46%		3.33%	2.03%		2.44%
EPS	3.2	2.72		5.29	4.03		8.47

Standalone Balance Sheet

Particulars (Rs.crs)	Sep-16	Mar-16
Share Capital	30	23
Total Reserves	312	301
Share Suspense	0	8
Shareholder's Funds	342	331
Long-Term Borrowings	18	20
Deferred Tax liabilities	22	22
Other Long term liabilities	10	10
Total Non-Current Liabilities	50	52
Short Term Borrowings	171	148
Trade Payables	125	150
Other Current Liabilities	18	18
Short Term Provisions	8	5
Total Current Liabilities	321	321
Total Liabilities	714	704

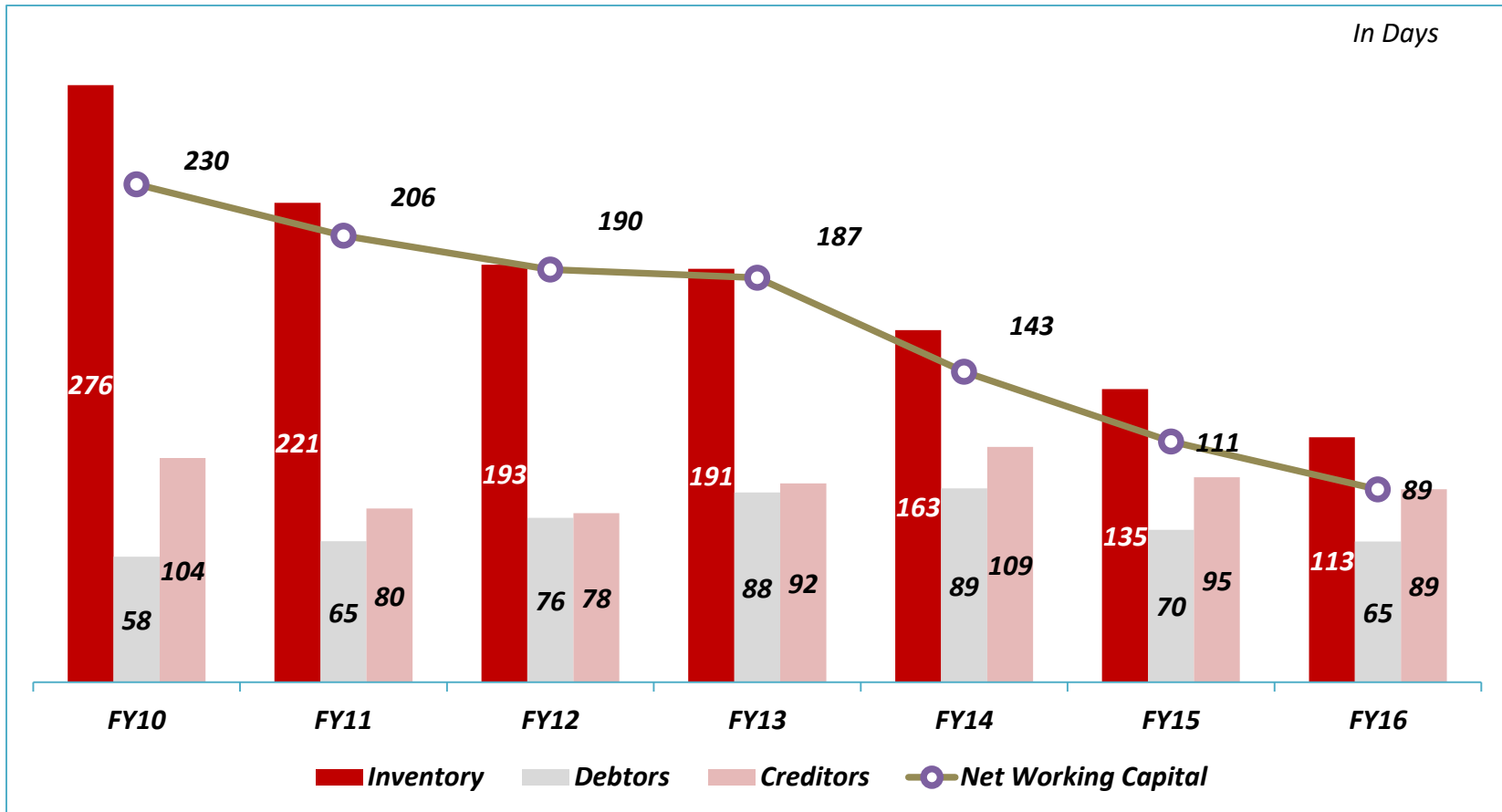
Particulars (Rs.crs)	Sep-16	Mar-16
Fixed Assets	218	225
Non Current Investments	35	35
Long term loans and advances	33	36
Other non-current assets	3	4
Total Non-Current Assets	289	300
Inventories	186	190
Trade receivables	204	177
Cash and cash equivalents	16	13
Short-term loans and advances	17	22
Other current assets	2	2
Total Current Assets	425	404
Total Assets	714	704

Consolidated Balance Sheet

Particulars (Rs.crs)	Sep-16	Mar-16
Share Capital	30	23
Total Reserves	350	333
Share Suspense	0	8
Shareholder's Funds	380	363
Minority Interest	20	19
Long-Term Borrowings	133	118
Deferred Tax liabilities	31	30
Other Long term liabilities	28	27
Long-Term Provisions	0	0
Total Non-Current Liabilities	192	176
Short Term Borrowings	226	199
Trade Payables	129	156
Other Current Liabilities	32	31
Short Term Provisions	11	6
Total Current Liabilities	398	392
Total Liabilities	989	950

Particulars (Rs.crs)	Sep-16	Mar-16
Fixed Assets	398	398
Non Current Investments	18	13
Long term loans and advances	12	24
Other non-current assets	22	26
Total Non-Current Assets	451	461
Inventories	259	245
Trade receivables	232	197
Cash and cash equivalents	21	17
Short-term loans and advances	25	28
Other current assets	2	2
Total Current Assets	539	489
Total Assets	989	950

Efficient Working Capital Management



Standalone Figures

FY16 Standalone Results of Asian Granito Ltd include results of Artistique Ceramics Private Ltd



Asian Granito India Ltd.

— *Beautiful Life* —

Asian Granito Limited

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