

Regd. & Corp. Office:

202, Dev Arc, Opp. Iskcon Temple, S. G. Highway,

Ahmedabad-380015. Gujarat, India.

Tel.: +91 79 66125500/698,

Fax.: +91 79 66125600/66058672

info@aglasiangranito.com • www.aglasiangranito.com

CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 22.11.2017

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: **ASIAN TILES**

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, Friday, 24th November, 2017 at 04:00 pm, to discuss the financial performance for Q2 & H1 FY 2018.

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 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

sd/-

Authorised signatory

Encl.: As above



Investor Presentation

November 2017



DESIGN THE

BEAUTIFUL

LIFE.



Safe Harbor

This presentation has been prepared by and is the sole responsibility of **Asian Granito India Limited (the “Company”)**. By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

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

Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward-looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

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

Company Overview



Ranked amongst Top **3**

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

196 + Showrooms

180+ Exclusive Showrooms & **16** Display Centres across India, totalling to **196+** showrooms

8 Plants

8 State of the Art Manufacturing Facilities spread across Gujarat

5,650 + Dealers / Sub-Dealers

Over **5,650** Touch Points

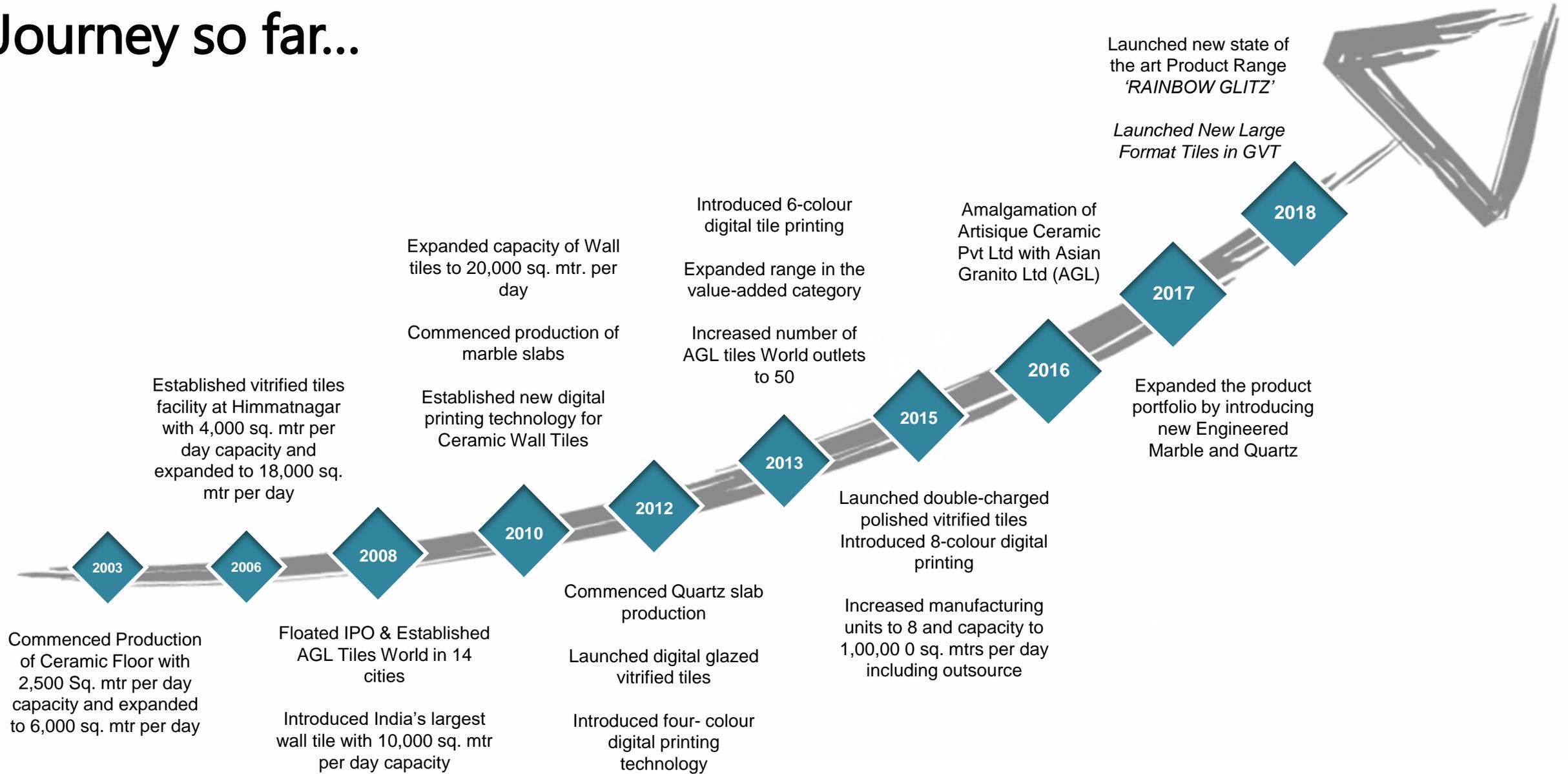
53+ Countries

Exporting Products across **53 +** Countries

Over **40X** Capacity Growth

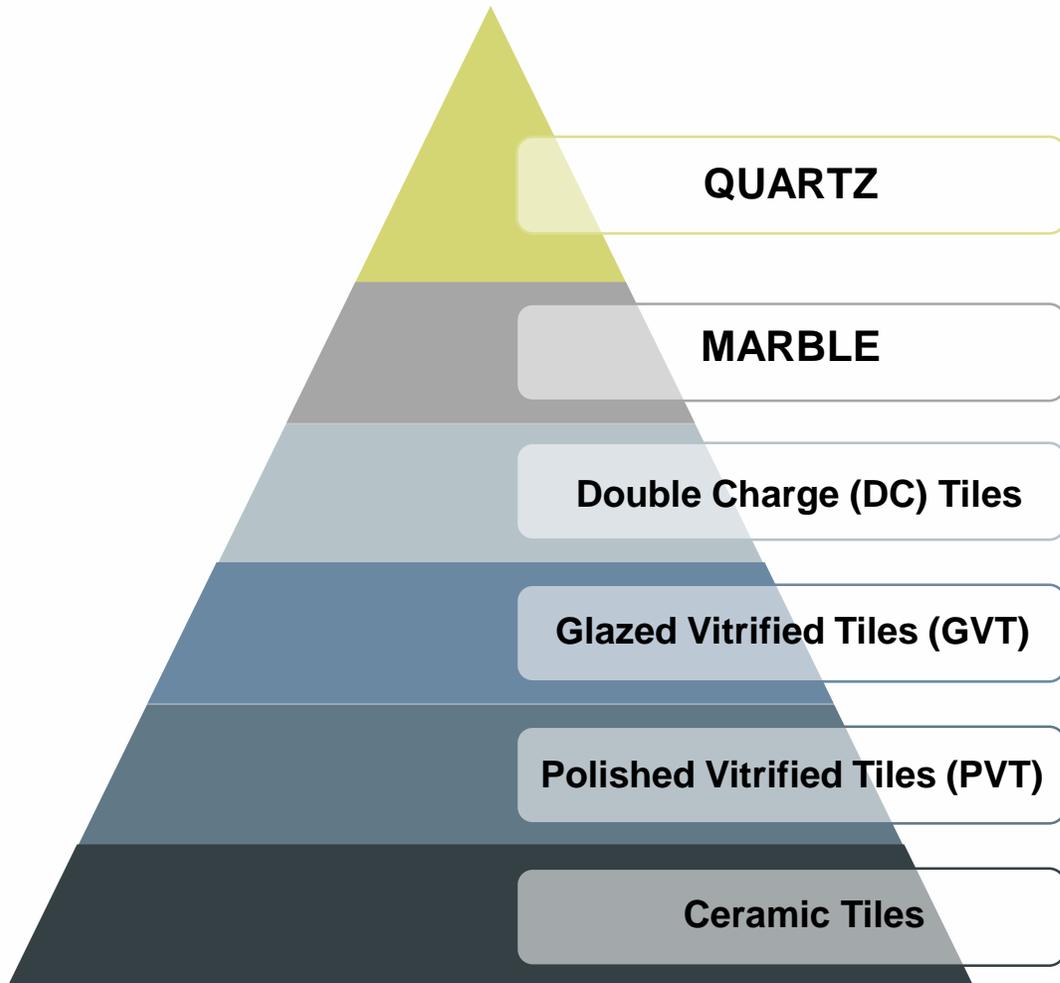
Over **40X** growth in just 17 years from 2,500 MSM in FY 2000 to 1,00,000 MSM in 2017

Journey so far...



The year indicates Financial Year

Largest Product Range



CERAMIC TILES	POLISHED VITRIFIED TILES (PVT)	GLAZED VITRIFIED TILES (GVT)
Digital Wall	Soluble Salt	Grestek
Porcellanto	Twin Charge	Hardstone
Polished Porcellino	Hexagon	Hi-Tech Tuff Guard Digital
	Grandura Plus	Splendour Series
	Grandura Pixelo	XXL Series
	Grandura Exterior	Marvel Series
DOUBLE CHARGE (DC) TILES	MARBLE	QUARTZ
Jumbo	Multi Colour Marble	Multi Colour Quartz
Imperio	Nano Crystal Marble	E-Stone
Nano Tech	Imported Natural Marble	
	Onyx Marble	

Capacities Build Up

OWN PLANTS (Tiles)	Product Range	Capacity (SQ. M per day)	Capacity Utilization (FY17)
AGL – Dalpur Plant	Ceramic Tiles	15,000	63%
	GVT	16,000	75%
AGL – Idar Plant	Ceramic Tiles	8,000	60%
AGL – Artistique Plant - Dholka	Ceramic Tiles	7,000	50%

Owned Capacity of 15.2 MSM p.a.

Subsidiary Plants (Tiles)	Product Range	Capacity (SQ. M per day)	Capacity Utilization (FY17)
Crystal Plant - (Mehsana) AGL has a 70% stake	Double Charge (DC)	12,000	50%
	PVT	9,000	50%
	GVT	6,000	80%
Amazon (Dalpur) AGL has a 94% stake	Ceramic Tiles	6,000	61%

Subsidiary Plants - Current Capacity at 10.8 MSM p.a.

Outsourced Capacity with no Equity Stake ~ 18,000 Sq. Metres per day (5.9 MSM p.a.)

OWN PLANTS (Marble & Quartz)	Location	Capacity (SQ. M per day)	Capacity Utilization (FY17)
Marble	Dalpur	2,200	62%
Quartz	Dalpur	1,600	98%

Marble & Quartz - Current Capacity at 1.2 MSM p.a.

TOTAL CAPACITY : + 1,00,000 Sq. Metres per day

SQ. M – Square Metres
MSM – Million Square Metres

Professional Team



B. M. SINGHAL
Senior Vice President - Marble



CA HIMANSHU SHAH
General Manager - Finance



RAHUL SHARMA
Associate VP - GVT



Mr. PATTANSHETTY
VP – Tile Operations



SANJAY KAUL
Associate VP – Business
Development



CHIRAG DAVE
Associate VP – BONZER 7

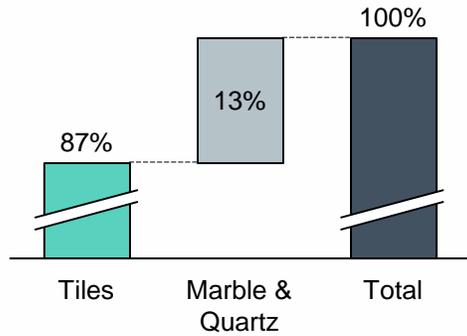
Growth Drivers

Product Name	Size in mm
GRESTEK – Marble X Series	1200 X 1200 1200 X 2400
GRESTEK – Platina Series	300 X 1200
Rainbow Glitz - 9 COLOR DIGITAL TILES WITH SPECIAL EFFECTS	300 x 900 300 x 600
GLISTER – POLISHED PORCELAIN TILES	600 X 600
STEP & RISER	300 X 1000 300 X 800
ECO BLANCO	300 X 300
Engineered Quartz (Different Sizes to cater to different markets)	1400 x 3100 1600 x 3200
Grestek – Splendour Series – Introduced 13 SKU’s	800 x 1600
Grestek – Marvel Colour Body Tiles	300 x 600, 600 x 1200, 600 x 600, 196 x 1200
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
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

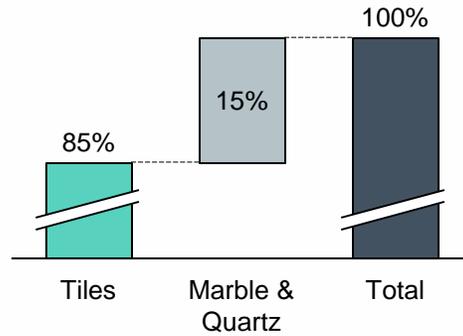
INNOVATION is the key to Future Growth as new products will lead to Higher Realizations and Better Margins



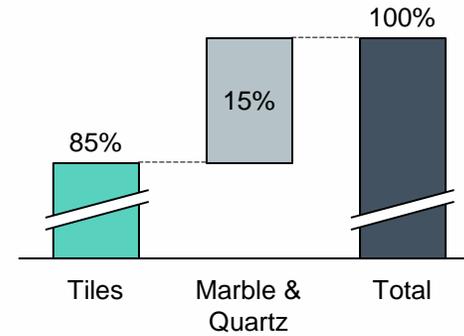
FY 2015



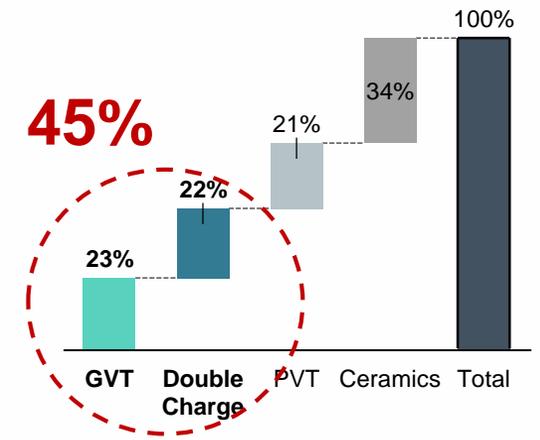
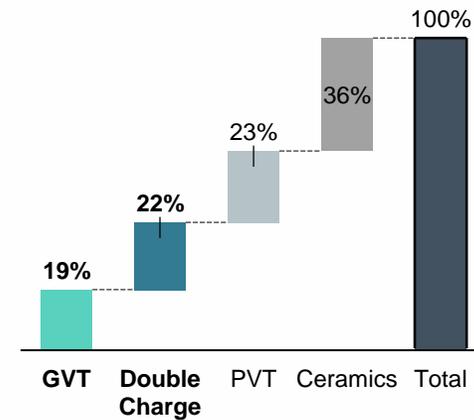
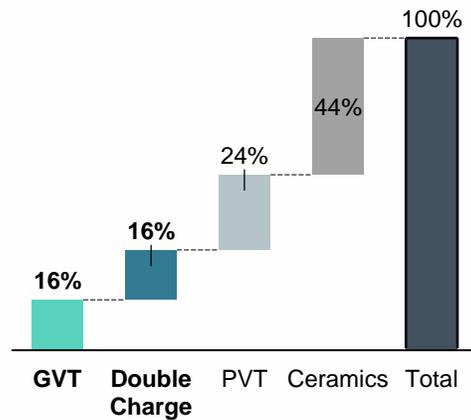
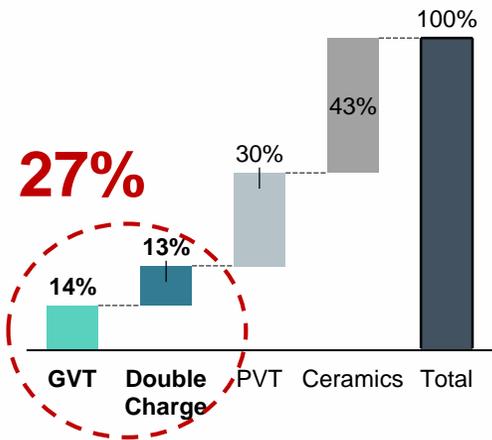
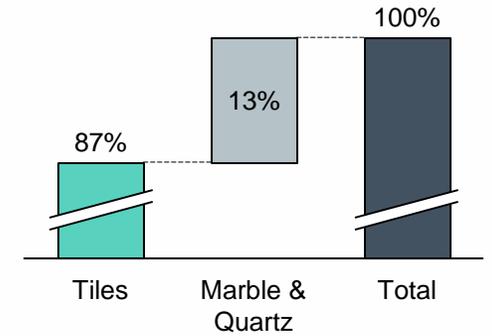
FY 2016



FY 2017



H1 FY18



AGL aims to increase its Premium & Value Added Products > 50% by FY 2021

CRYSTAL PLANT - MEHSANA

Access to Low Cost Gas

- Long Term Contract with ONGC
- To be renewed every year at APM Pricing
- Gas Priced at ~ 1/3 Cost of RLNG

Value Added Products

Expanded Capacities by 12,000 SQM per day to manufacture Double Charge (DC) Tiles which have High Margins

Brownfield Expansion by FY 2020

- Plan to expand capacities of Value Added Products by another 12,000 SQM per day
 - Capex would be ~Rs. 35 – 40 crore
 - Will help increase Topline by ~ Rs. 150 crore with High Margins of + 18%

1st in the World to introduce 5 Layer Tiles Kiln from SACMI-ITALY

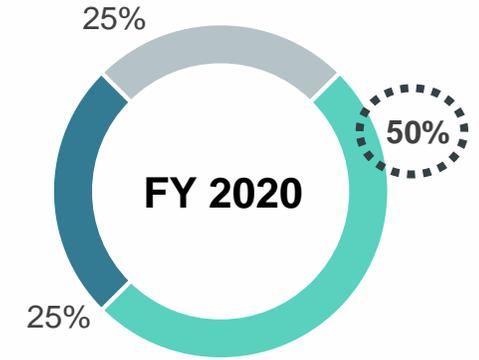
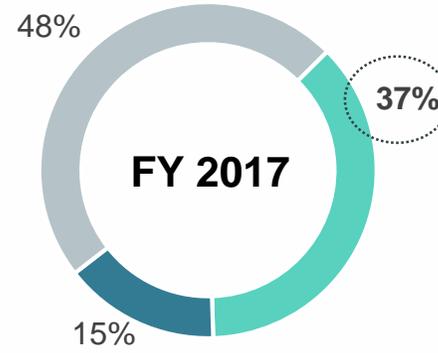
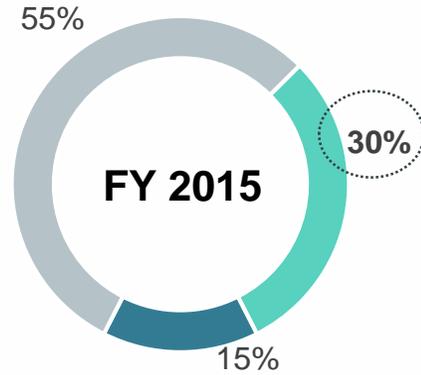
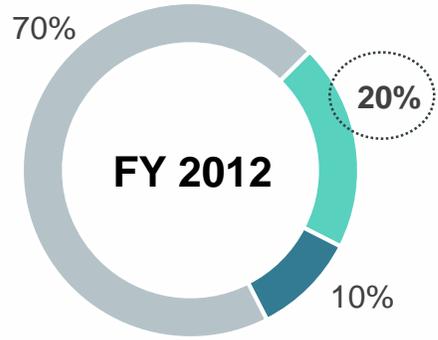
Product Innovations

Value Added Products

Focus on B2C Segment

Marble & Quartz

Distribution Network



■ Institutional Sales

■ Government Sales

■ Retail Sales

- ✓ Mapping market for towns with population > 20,000
- ✓ Initiatives to increase Direct Interaction with Customers
- ✓ Dealer Network
- ✓ AGL exclusive showrooms

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

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

3rd Line of Quartz commissioned from 1st April, 2017 at Dalpur in Gujarat

Post Expansion we have DOUBLED our Capacity

LARGEST Manufacturer of Quartz in India post expansion

Premium Segment - Higher Realisation

Company enjoys 43% domestic market share in this segment

The products have a thickness of 20mm & 30mm

Catering to the domestic as well as export markets

Expansion of Marble & Quartz Facility by another 5,600 sq. metres per day to take place of which 4,800 Sq. metres would be through JV's in the next 3 years

Product Innovations

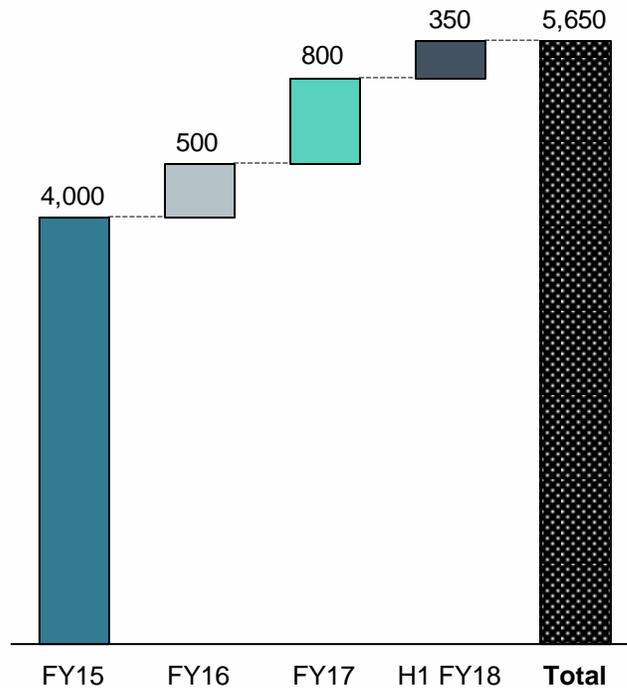
Value Added Products

Focus on B2C Segment

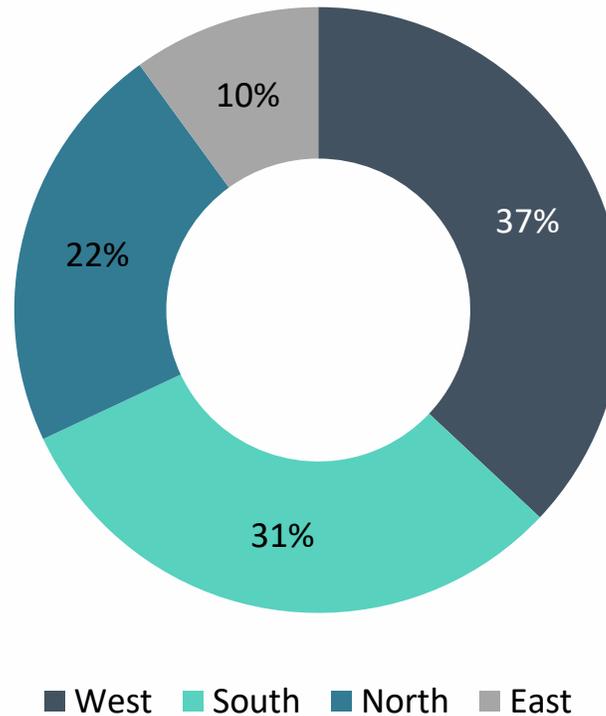
Marble & Quartz

Distribution Network

Addition in Dealers & Sub-Dealers



Geographical Revenue Breakup



+ 1,045
Direct Dealers

Unique **196+**
Exclusive AGL Tile Stores
across India including
16 Display Centres

As on 30th September, 2017

Product Innovations

Value Added Products

Focus on B2C Segment

Marble & Quartz

Distribution Network

Strong Global Footprint Presence in 53+ countries across the globe



***Set up of a 50,000 sq. ft.
showroom in Morbi
Dedicated for Export Branding***

***Plan to Double Exports
from Rs. 60 Crs. in FY 17
to Rs. 150 Crs. over the
next 2 years***

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

GST – A Game Changer

- **On 10th November, 2017, the GST Council cut GST rates on Marble, Granite and Ceramic Tiles of all kinds from 28% to 18%**
- This is extremely positive for the ceramic industry as a whole. This will not only augment sector growth but will also encourage unorganised players to pay taxes which were facing problems post demonetisation and slowdown in real estate
- Lowering GST on Tiles, Marbles and Granite will give push to Government's infrastructure push —100 Smart Cities, Swachh Bharat Abhiyaan and Housing For All By 2022—along with real estate reforms which would catalyze sectoral growth
- The reforms will offer level playing field for all players in the industry, reduce logistic cost, and offer scope for inorganic growth as the industry is likely to gain through consolidation post GST
- Expect Volume off-take to improve for organised players, especially for Asian Granito
- Working Capital woes and Margin Pressures likely to ease post reduction in GST
- We expect inflection in volumes once E-Way billing gets implemented

GST – A Game Changer

- 1 Increase in Market Share of the Organised Players especially AGL**
- 2 Cost Competitive**
Level Playing Field for All Players in the Industry
- 3 Reduction in Logistics Cost**
- 4 High Industry Growth**
Through consolidation, Industry is expected to grow @ 13% for next 5 years
- 5 Scope for Inorganic Growth**

Affordable Housing

- 1 Market potential of affordable housing is expected to touch Rs 6.25 trillion by 2022**
- 2 Development of Smart Cities**
The Smart Cities Mission is expected to catalyze tiles demand from offices and residential spaces
- 3 Construction Market**
India's construction market is expected to reach USD 1 trillion by 2025, the third largest globally
- 4 Pradhan Mantri Awas Yojana**
Aims to construct two crore houses in India, in three phases, till 2022
- 5 Swachh Bharat Abhiyan**
Aims to build 60 million toilets by 2019

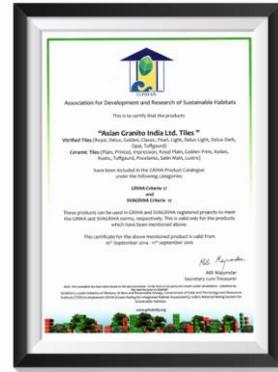
Awards & Accolades



ISO 9001 : 2008



ISO 14001 : 2004



GRIHA CERTIFIED



CERTIFIED ONE STAR EXPORT HOUSE



CORPORATE MEMBER OF IID



MEMBER OG IGBC



AGL is now a MEGA BRAND
Latest Recognition by Architecture + Design - 2016



Energy Conservation Award
received from the President of India



RISING ENTREPRENEUR of the
Year Award

CSR Activities



Regular Blood Donation Camps



World Environment Awareness Program



Contribution to the AKSHAY PATRA Foundation



Educational Development in Backward Region – Asian Institute of Technology



AGL
A Brand of the Future....

Marketing Activities

- From 1st November, 2017 we have begun our **New Brand Campaign (*Chala De Jaadoo*)** on all platforms i.e. Electronic Media, Digital Media and Outdoor Marketing PAN India
- Showcase Ad Commercials in **1,400 Screens across** India in Major Cinemas during **3 Mega Blockbusters**
- **Advertisement in Top In flight & Architect Magazines**
- **Participation in International Exhibitions** : CERSAIE – Italy, Big-5 Dubai, Expo Nacional Ferretera – Mexico
- Active online presence in Social Media : Facebook, Twitter, Pinterest
- Extensive Regional Road Shows in Gujarat, Maharashtra and Kerala



**ACE TECH
(Mumbai & Delhi)**



Asia's Most Promising Brand 2017

Marketing Activities

Cab Branding in Chennai



Awarded The Next Fortune 500 India Company



BIG 5 Dubai Airport Branding

Marketing Activities



Cersaie Exhibition - Italy



Expo Nacional Ferretera
Mexico



Bonzer 7 New Product
Launch @ Taj Bangalore

Future Marquee Events

Visit us at Worldwide Exhibitions

 ace TECH THE FUTURE OF BUILDING	 MUMBAI
02 To 05 - NOV 2017 BEC, GOREGAON (E) Stand No.: D-3, C-6 Hall-1	
 ace TECH THE FUTURE OF BUILDING	 DELHI
14 To 17 - DEC 2017 PRAGATI MAIDAN Stand No.: A-6-7, Hall-14	
 VIBRANT CERAMICS EXPO & SUMMIT NOVEMBER	
16 To 19 - NOV 2017 Exhibition Centre, Gandhinagar, Gujarat, India Stand No.: HB-2&3, Hall-6	
 THE BIG International Building & Construction Show DUBAI	
26 - 29 NOVEMBER 2017 Dubai World Trade Centre Dubai, UAE Stand No: D 181	

Marquee Clientele



Vision 2021

Revenues
Rs. **2,000** Crore

Retail Sales
> 50%

**Premium &
Value Added
Products**
> 50%

**Reduce
Working
Capital Days**
< 60 days

Branding
**~ 3.5% of
Revenues**

Increase in Capacity
Utilization of Own Plants

Increase in
manufacturing of High
Value Added Products
like GVT, Double Charge

Increase the dealership
network to over 8,000

Increase Direct
Dealers to + 2,000

Increase Retail Stores
to +500 by FY 21

Expansion of Marble &
Quartz Facility by another
5,600 sq. metres per day

Joint Venture (JV) in
South India
(Acquire a 51% stake
Capex : Rs. 35 – 40 Crs.)

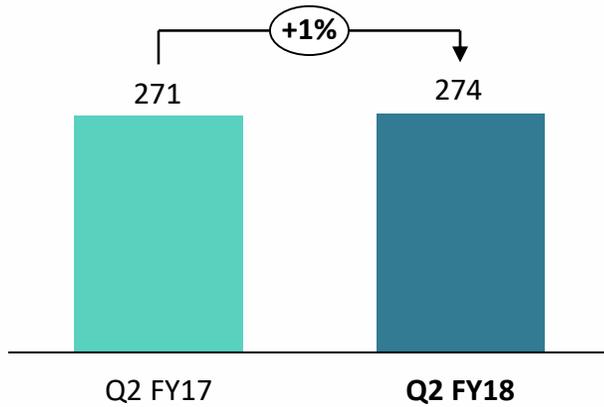
Expansion of Crystal
Plant by another 12,000
sq. metres per day

Set up of a 50,000 sq. ft.
showroom in Morbi
- Dedicated for exports

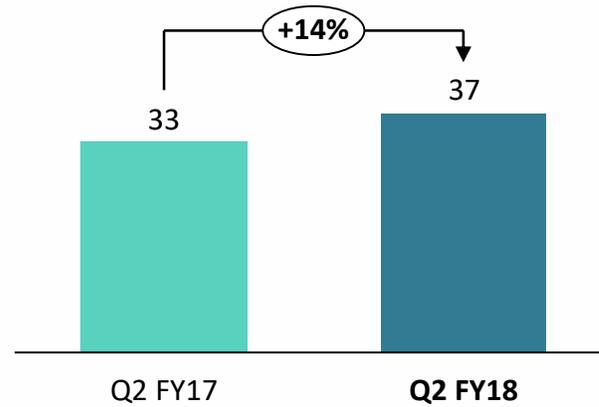
Financials

Financial Highlights – Q2 FY18

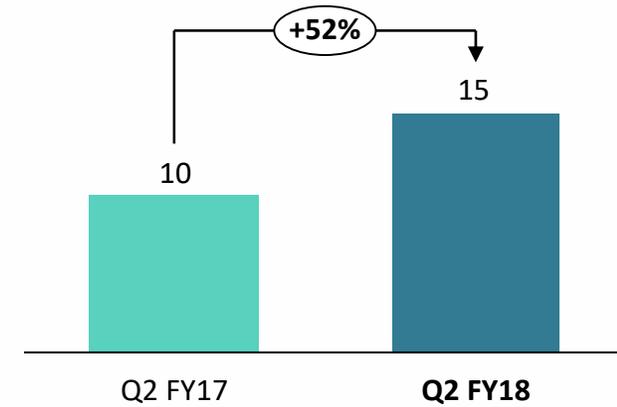
Net Revenues



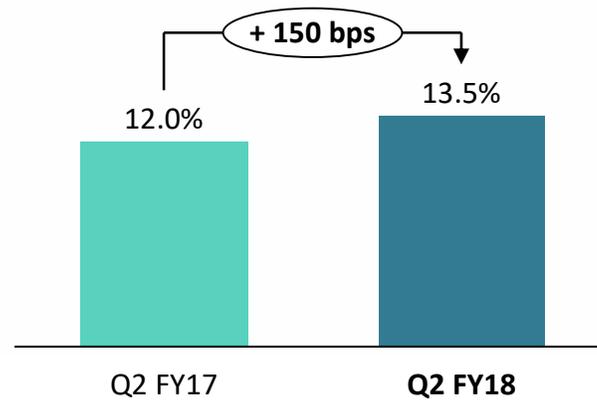
EBITDA



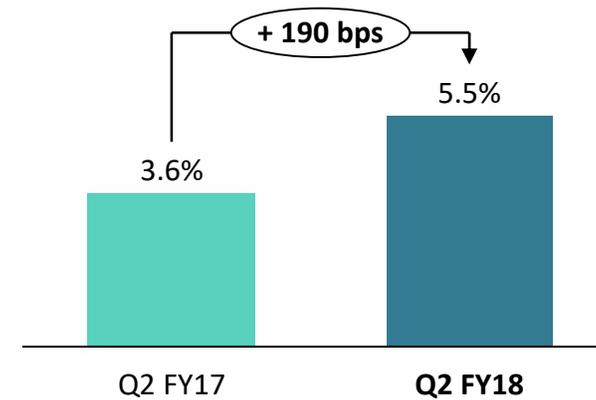
*Profit after Tax (PAT)**



EBITDA Margins (%)



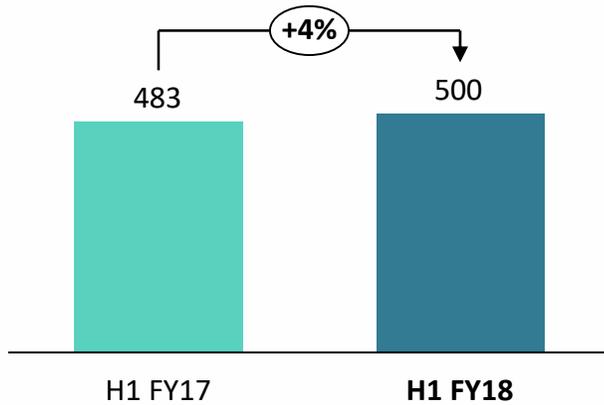
*PAT Margins (%)**



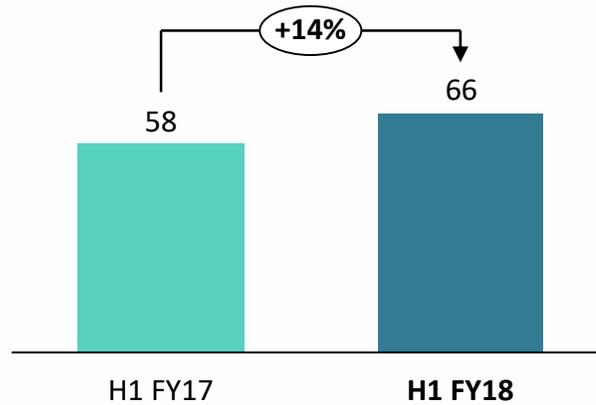
* PAT includes Share of Profits of Associates / JV & Minority Interest

Financial Highlights – H1 FY18

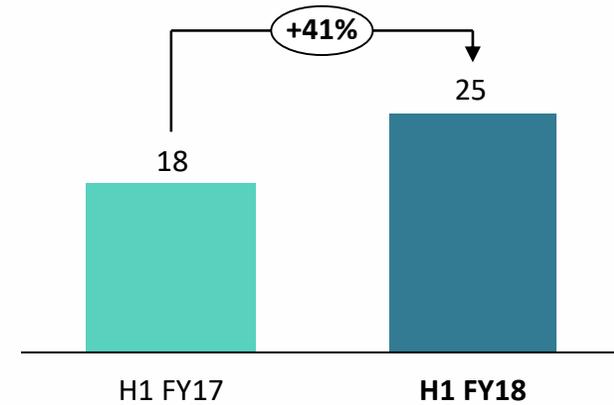
Net Revenues



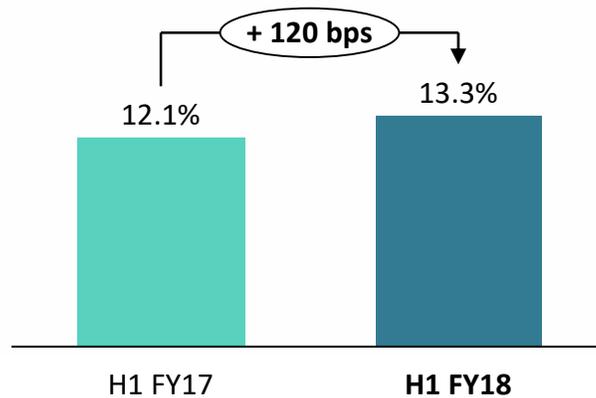
EBITDA



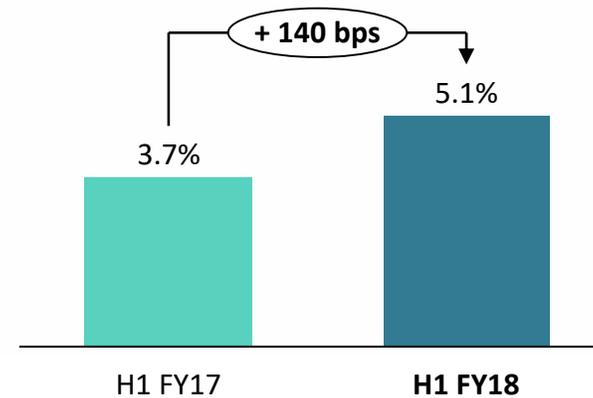
*Profit after Tax (PAT)**



EBITDA Margins (%)



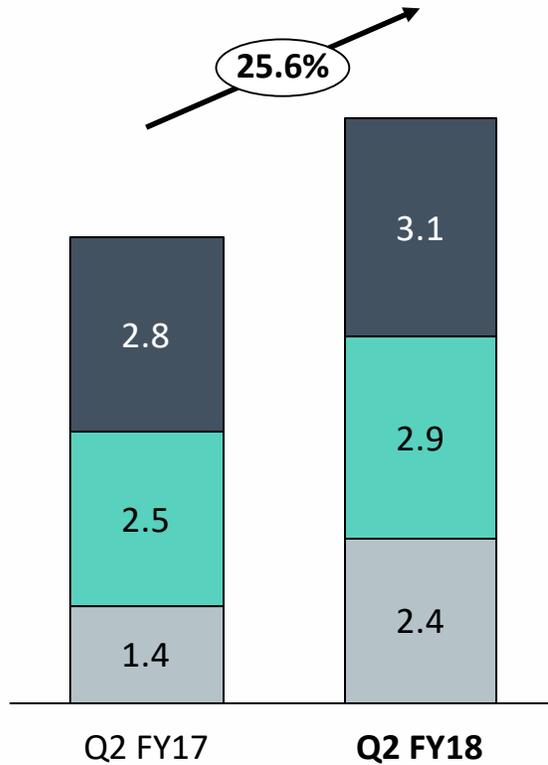
*PAT Margins (%)**



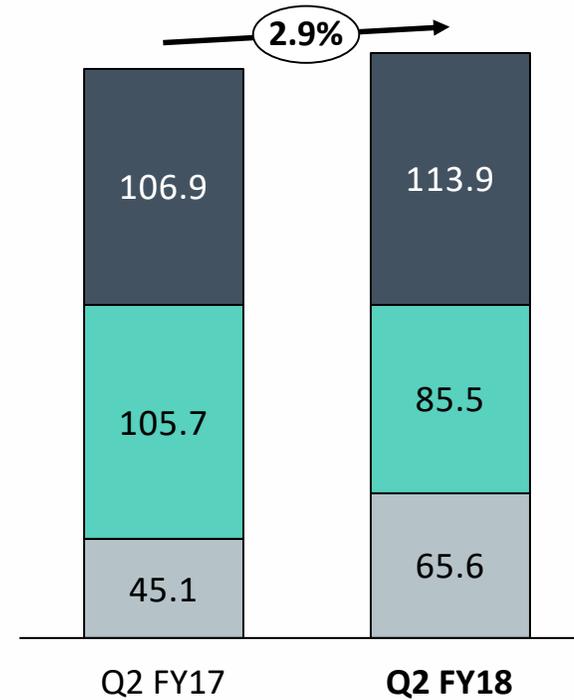
* PAT includes Share of Profits of Associates / JV & Minority Interest

Business Performance* – Q2 FY18

Volume Break-up (MSM)



Revenue Break-up (Rs. Crs)

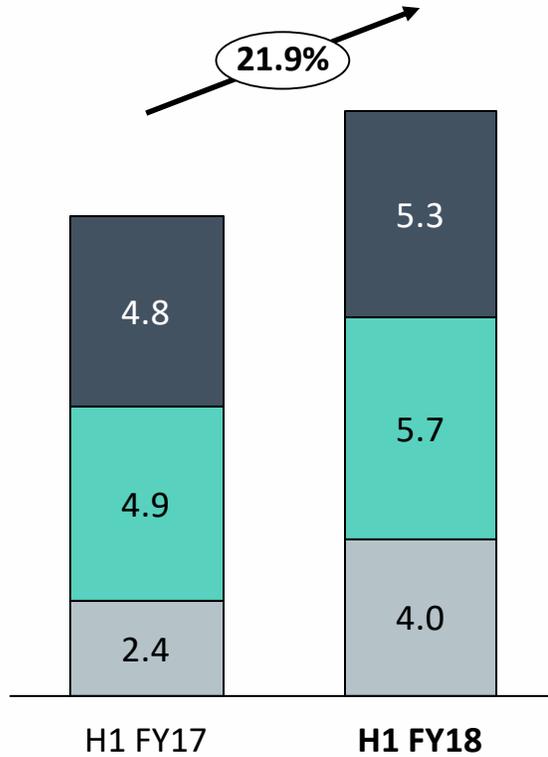


Own Manufacturing Outsourcing Associate

* Tiles, Marble & Quartz Division

Business Performance* – H1 FY18

Volume Break-up (MSM)



Revenue Break-up (Rs. Crs)



Own Manufacturing
 Outsourcing
 Associate

* Tiles, Marble & Quartz Division

Consolidated Profit & Loss

Particulars (Rs. Crs)	Q2 FY18	Q2 FY17	Y-o-Y	H1 FY18	H1 FY17	Y-o-Y
Net Revenue from Operations	274.5	271.3	1%	500.2	483.1	4%
Total Raw Material	143.4	152.9		260.4	264.3	
Employee Expenses	22.4	15.2		41.8	30.1	
Other Expenses	71.6	70.6		131.6	130.4	
EBITDA	37.1	32.6	14%	66.5	58.3	14%
EBITDA Margin (%)	13.5%	12.0%		13.3%	12.1%	
Other Income	1.5	0.1		1.6	0.3	
Depreciation	5.0	4.9		12.3	11.7	
EBIT	33.5	27.8	21%	55.8	47.0	19%
EBIT Margin (%)	12.2%	10.2%		11.2%	9.7%	
Finance Cost	8.8	10.4		17.6	18.3	
Profit before Tax	24.7	17.4		38.3	28.7	
Tax	10.7	8.4		14.0	11.7	
Profit After Tax	14.0	9.0	55%	24.3	17.0	43%
Share of Profit of Associates	2.2	1.9		3.0	2.6	
Minority Interest (MI)	1.2	1.0		1.9	1.6	
Net Profit for the period after Share of Profit of Associates & MI	15.0	9.9	52%	25.4	18.0	41%
PAT Margin (%)	5.5%	3.6%		5.1%	3.7%	
Other Comprehensive Income	-0.1	0.0		-0.1	0.0	
Total Comprehensive Income	14.9	9.9	51%	25.2	18.0	41%
EPS	4.99	3.28		8.44	5.97	

Consolidated Balance Sheet

Equity & Liabilities (Rs. Crs.)	September-17
Equity share capital	30.1
Other Equity	396.9
Total Equity	427.0
Non Controlling Interest	20.7
Financial Liabilities	
Borrowings	99.3
Other financial liabilities	11.8
Provisions	0.0
Deferred tax liabilities (Net)	29.0
Other non-current liabilities	5.2
Total Non Current Liabilities	145.3
Financial Liabilities	
Borrowings	247.8
Trade payables	166.3
Other financial liabilities	39.2
Other current liabilities	24.5
Provisions	0.7
Current tax liability (Net)	3.6
Total Current Liabilities	482.1
Total Liabilities	627.4
TOTAL EQUITY AND LIABILITIES	1,075.1

Assets (Rs. Crs.)	September-17
Property, plant and equipment	403.4
Capital work in progress	1.1
Investment properties	0.7
Other Intangible assets	0.0
Investment in subsidiary, associate and a joint venture	0.0
Financial assets	
Investments	16.5
Loans	12.5
Others	1.6
Other non-current assets	4.9
Total Non Current Assets	440.6
Inventories	298.3
Financial Assets	
Trade receivables	283.1
Cash and cash equivalents	14.5
Bank balances	4.8
Loans	0.5
Others	4.7
Other current assets	28.7
Total Current Assets	634.5
TOTAL ASSETS	1,075.1



ASIAN GRANITO INDIA LIMITED

COMPANY

ASIAN GRANITO LIMITED

CIN : L17110GJ1995PLC027025

Mr. Himanshu Shah

ca@aglasiangranito.com

www.aglasiangranito.com

INVESTOR RELATIONS ADVISORS

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Deven Dhruva / Ms. Neha Shroff

deven.dhruva@sgapl.net / neha.shroff@sgapl.net

+91 9833373300 / +91 7738073466

www.sgapl.net