

Asian Granito India Ltd.

Regd. & Corp. Office:

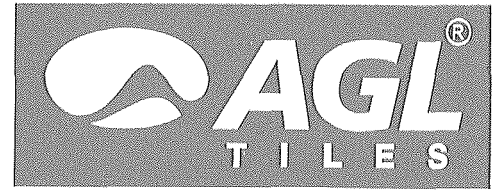
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CIN : L17110GJ1995PLC027025



— Beautiful Life —

11th November, 2020

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: 532888

Scrip Code: ASIANTILES

Dear Sir/Madam,

Subject: Investor Presentation

Please find attached Investor Presentation for the Second Quarter ended on 30th September, 2020. It is also uploaded on the website of the Company www.aglasiangranito.com.

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.

Request you to take note of the same.

Thanking you.

Yours faithfully,

For Asian Granito India Limited

Kamleshbhai B Patel
Chairman and Managing Director
DIN: 00229700



**Making Life More
Beautiful Worldwide..**

Asian Granito India Ltd.

INVESTOR PRESENTATION

Q2FY21



Asian Granito India Ltd.

— Beautiful Life —

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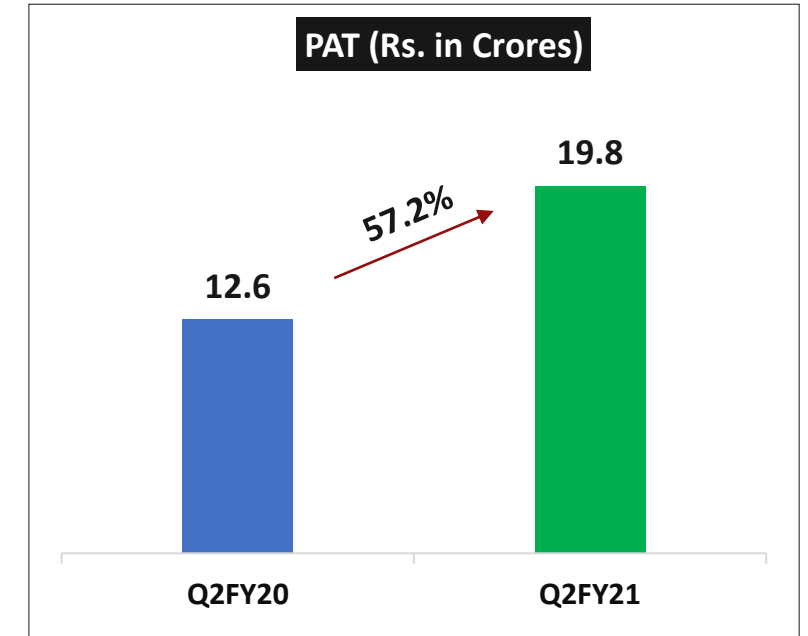
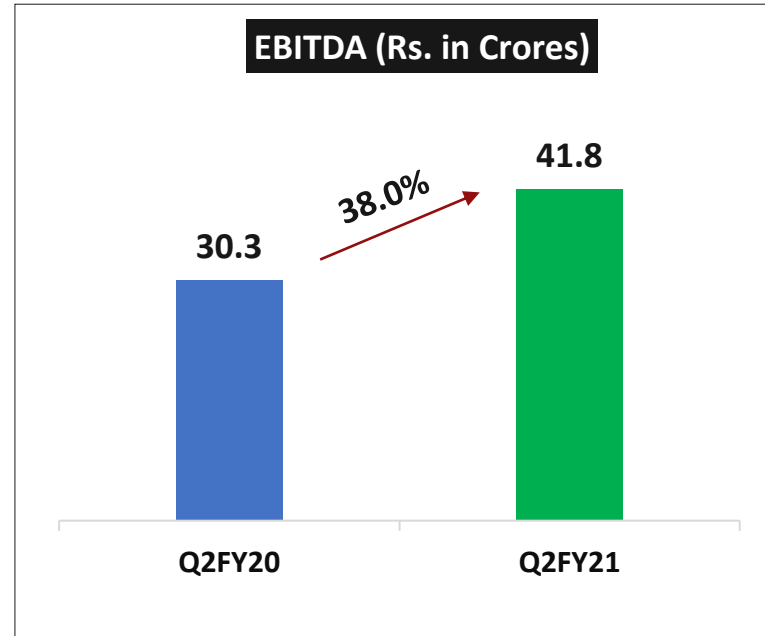
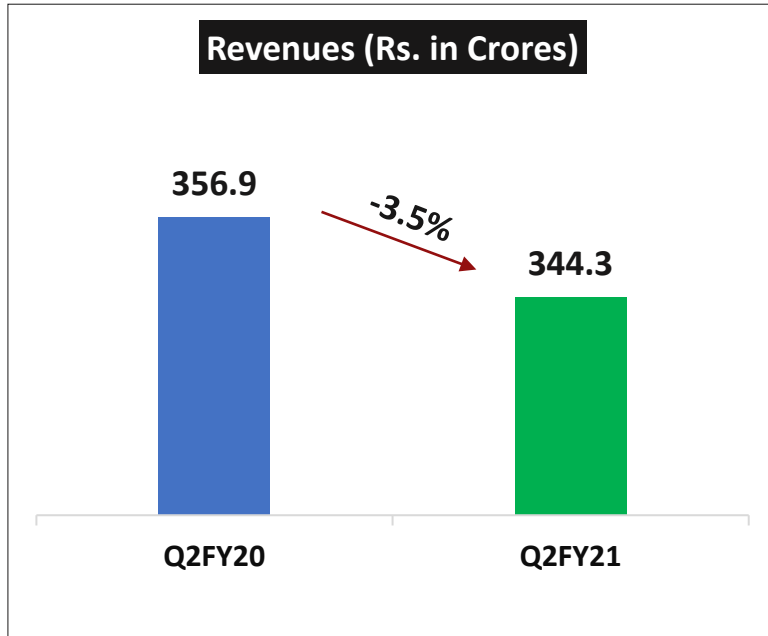




- 1) With the easing of restrictions during the last few months, your company witnessed gradual demand pick up from rural and Tier 2,3 cities. As a result, the company has witnessed sharp increase in volume growth. The overall volume growth for the quarter stood at 7% Y-o-Y
- 2) EBITDA margins for the quarter have increased by 367 bps as compared to Q2FY20. EBITDA Margins growth was driven by several cost cutting measures, lower power and fuel cost, lower overhead expenses, a favorable demand-supply in the domestic market and continued focus on exports
- 3) The demand from exports continues to be the front runner for your company. Export contributed 16% of total revenues. AGL Export House a 15,000 Sq. Ft. hub recently launched at Morbi shall cater to the demand from the overseas markets
- 4) Our average manufacturing capacity utilizations for the quarter stood at 86%
- 5) The company was able to strengthen its balance sheet during the quarter and have reduced its working capital cycle to 77 days owing to reduction in inventory levels

Outlook:

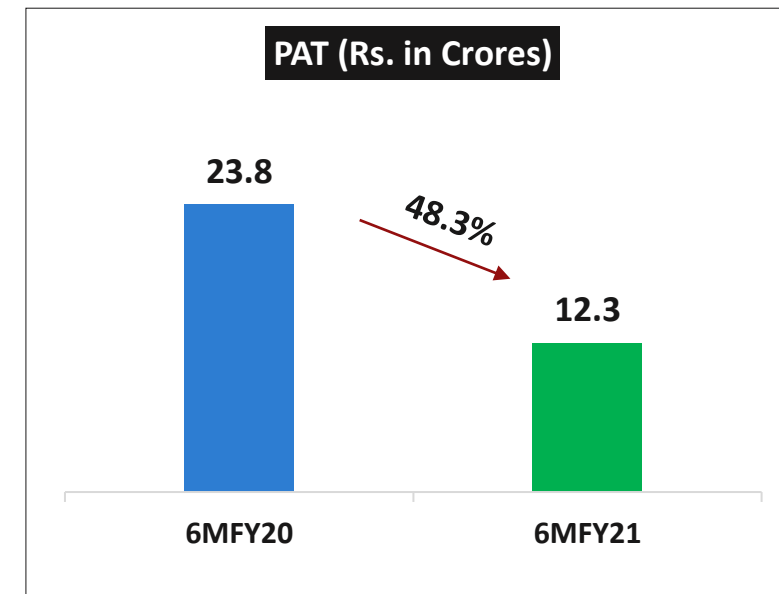
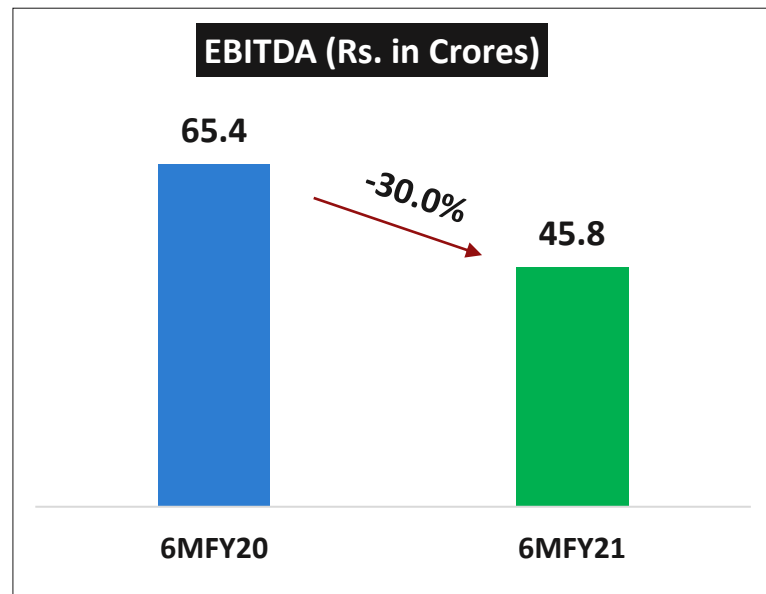
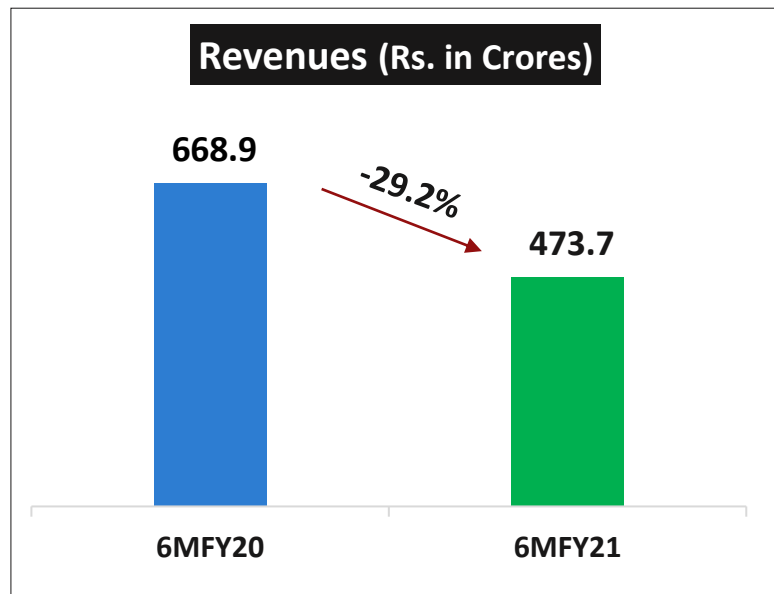
The company's products are doing well in both domestic and international markets, backed by the high utilization levels and an increasing demand. From this viewpoint, things look optimistic and it seems the target for this year will be achieved. The anti-China sentiments growing in the market are advantageous for your Company. As a result, we have capitalized on the demand from export markets and increased our market share. For providing better and faster service to the overseas market, AGL has launched an Export House which has all our product offerings. Our attitude for the coming quarters continues to be aggressive with a focus on providing more value-adding products. We will continue to march towards new geographies to gain foothold and improve our brand presence.



Segmental Revenues (Rs. in Crores)

	Tiles	Composite Marble	Quartz Slab	Power Grace	Bathware Division	Others
Q2-FY2020	247.4	29.8	69.1	3.2	-	7.4
Q2-FY2021	284.5	21.0	21.8*	4.3	6.2	6.5
% Growth Y-o-Y	15.0	-29.5	-68.5	34.4	100.0	-12.2

*Excluding revenues from Camrolla Quartz



Segmental Revenues (Rs. in Crores)

	Tiles	Composite Marble	Quartz Slab	Power Grace	Bathware Division	Others
6M-FY2020	468.3	51.5	131.0	5.9	-	12.2
6M-FY2021	396.8	26.6	27.8*	5.8	8.2	8.4
% Growth Y-o-Y	-15.3	-48.3	-78.8	-1.7	100.0	-31.1

*Excluding revenues from Camrolla Quartz



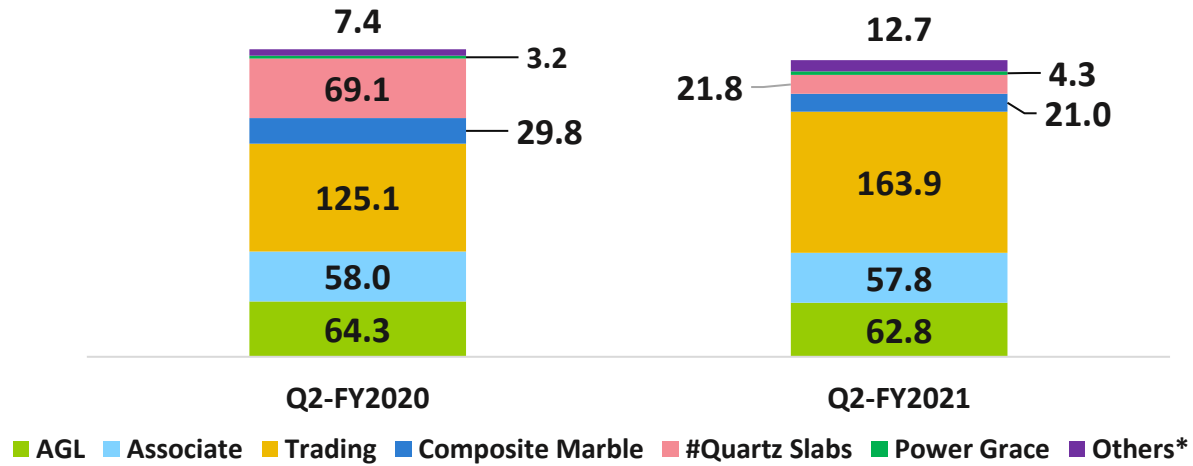
AGL - PROFIT & LOSS FOR Q2 & 6M – FY2021

Particulars	AGL Consolidated			AGL Standalone		
	Rs. In Crores			Rs. In Crores		
	Q2–FY2020	Q2–FY2021	Y-o-Y %	Q2–FY2020	Q2–FY2021	Y-o-Y %
Total Sales	356.9	344.3	-3.5	289.2	277.7	-4.0
Raw Material Consumed	215.5	217.5	0.9	197.6	190.7	-3.5
Employee benefits Exps.	29.2	25.6	-12.0	21.9	18.9	-13.6
Power & Fuel	36.2	31.1	-14.0	19.5	16.4	-15.7
Other Expenses	46.9	28.7	-38.7	35.3	20.3	-42.5
EBITDA	30.3	41.8	38.0	15.1	31.3	107.3
EBITDA Margin	8.5%	12.1%	-	5.2%	11.3%	-
Depreciation	7.5	7.3	-3.1	4.3	4.5	5.1
EBIT	22.8	34.5	51.3	10.8	26.8	148.1
EBIT Margin	6.4%	10.0%	-	3.7%	9.7%	-
Other Income	1.1	0.4	-62.7	0.2	0.0	-85.5
Finance Cost	8.7	8.4	-2.8%	3.9	3.6	-6.6
PBT	14.1	26.1	84.9	6.9	23.2	234.3
PBT Margin	3.9%	7.6%	-	2.4%	8.4%	-
Tax Expenses	0.2	5.7	-	-1.6	5.0	-415.4
Net Profit	13.9	20.4	46.1	8.5	18.2	114.1
Net Profit Margin	3.9%	5.9%	-	2.9%	6.6%	-
Minority Interest	1.9	0.3	-	-	-	-
Associate / JV	0.7	-0.2	-	-	-	-
OCI	-0.1	-0.1	-	-0.1	0.0	-
Total Comprehensive Income	12.6	19.8	57.2	8.4	18.1	115.5

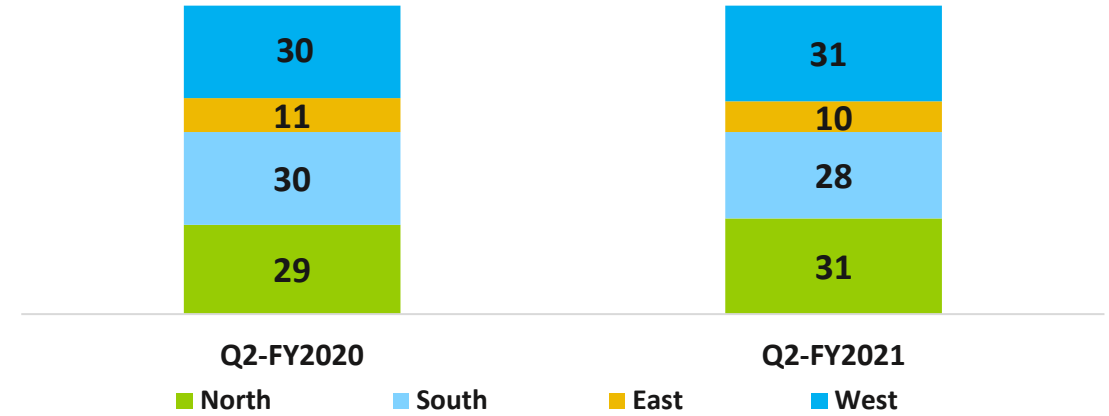
Particulars	AGL Consolidated			AGL Standalone		
	Rs. In Crores			Rs. In Crores		
	6M–FY2020	6M–FY2021	Y-o-Y %	6M–FY2020	6M–FY2021	Y-o-Y %
Total Sales	668.9	473.7	-29.2	541.2	389.4	-28.0
Raw Material Consumed	401.7	309.0	-23.1	369.1	276.0	-25.2
Employee benefits Exps.	55.9	42.1	-24.6	41.6	31.8	-23.6
Power & Fuel	70.0	37.3	-46.8	39.5	19.6	-50.4
Other Expenses	77.9	40.2	-48.4	57.9	29.1	-49.7
EBITDA	65.4	45.8	-30.0	33.4	33.0	-1.2
EBITDA Margin	9.7%	9.7%	-	6.2%	8.5%	-
Depreciation	15.2	14.8	-2.5	8.5	9.4	10.6
EBIT	50.2	31.0	-38.2	24.8	23.6	-4.8
EBIT Margin	7.5%	6.5%	-	4.6%	6.1%	-
Other Income	1.9	0.6	-66.2	0.3	0.1	-60.2
Finance Cost	17.3	16.7	-3.7	7.8	7.6	-2.1
PBT	32.8	14.3	-56.6	17.0	16.0	-6.0
PBT Margin	4.9%	3.0%	-	3.1%	4.1%	-
Tax Expenses	6.7	2.7	-60.2	2.2	3.1	45.5
Net Profit	26.1	11.6	-55.6	14.9	12.9	-13.4
Net Profit Margin	3.9%	2.4%	-	2.7%	3.3%	-
Minority Interest	3.7	-0.7	-	-	-	-
Associate / JV	1.6	0.1	-	-	-	-
OCI	-0.2	-0.1	-	-0.2	-0.1	-
Total Comprehensive Income	23.8	12.3	-48.3	14.7	12.8	-12.9



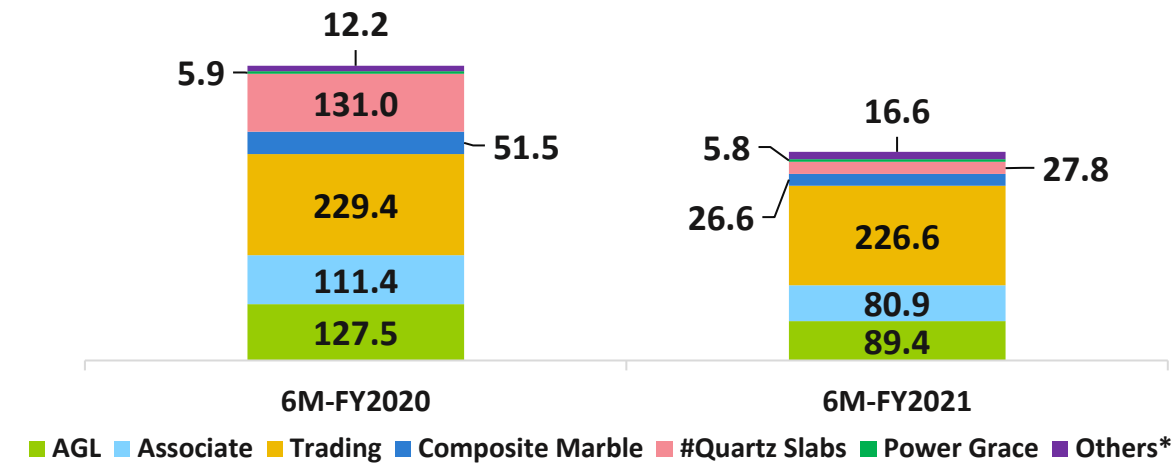
Q2-FY2020 vs Q2-FY2021 VALUE (Rs. In Crores)



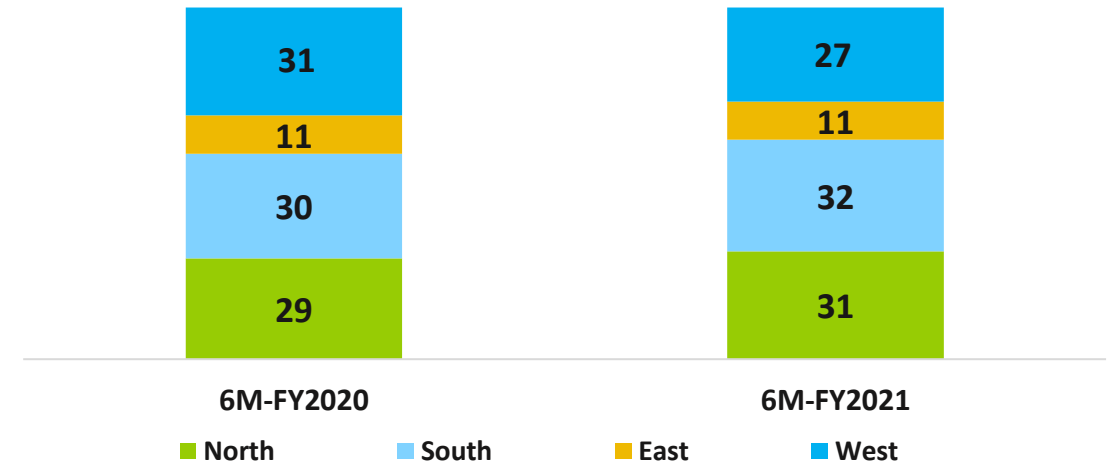
Q2-FY2020 vs Q2-FY2021 BY GEOGRAPHY In (%)



6M-FY2020 vs 6M-FY2021 VALUE (Rs. In Crores)



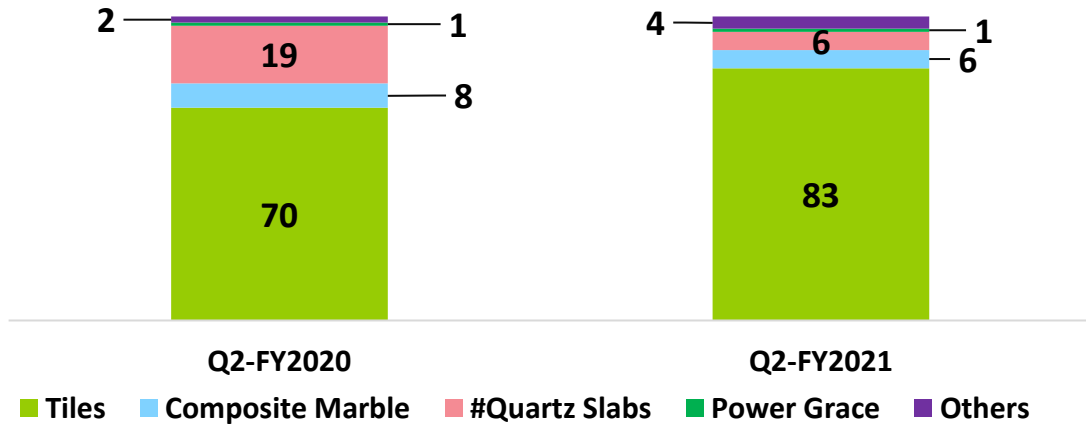
6M-FY2020 vs 6M-FY2021 BY GEOGRAPHY In (%)



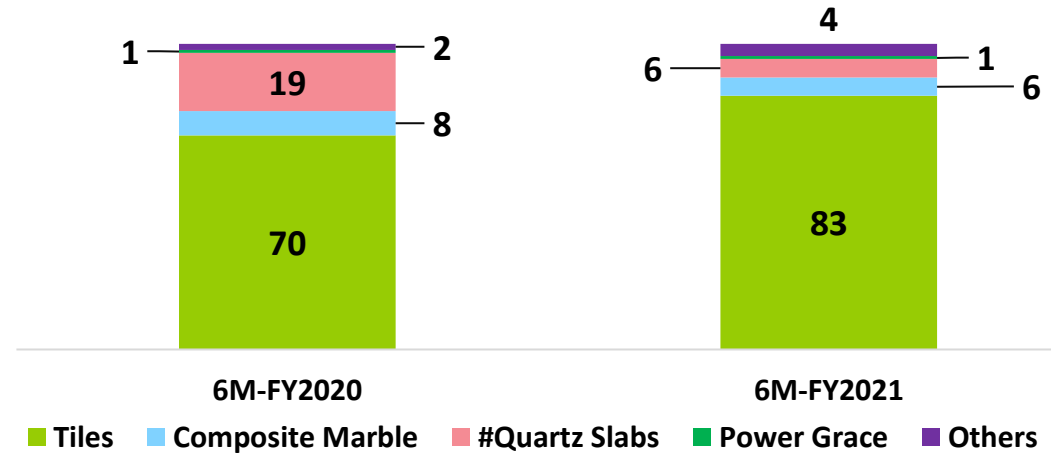
*Includes Sanitaryware

Excluding revenues from Camrolla Quartz in Q2 & 6MFY21

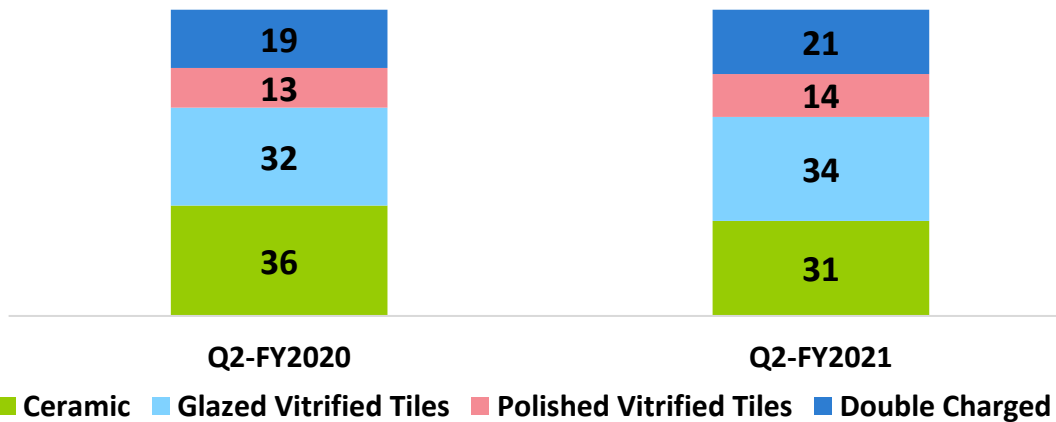
Q2-FY2020 vs Q2-FY2021 SEGMENTAL REVENUES



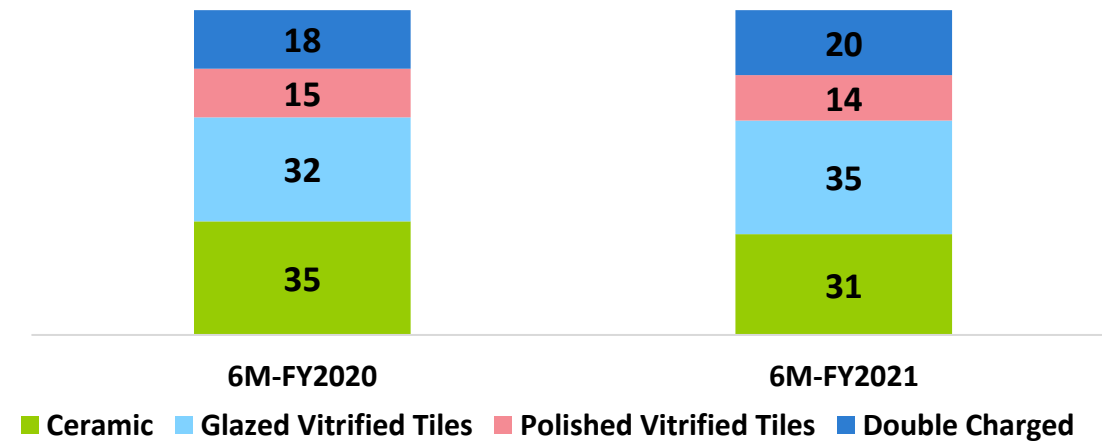
6M-FY2020 vs 6M-FY2021 SEGMENTAL REVENUES



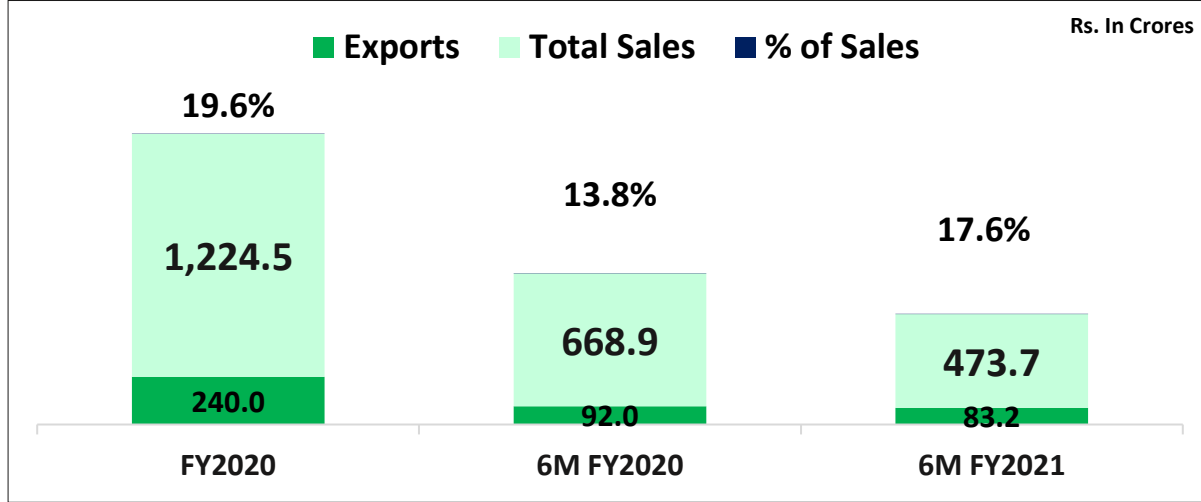
Q2-FY2020 vs Q2-FY2021 REVENUE BREAK UP OF TILES



6M-FY2020 vs 6M-FY2021 REVENUE BREAK UP OF TILES

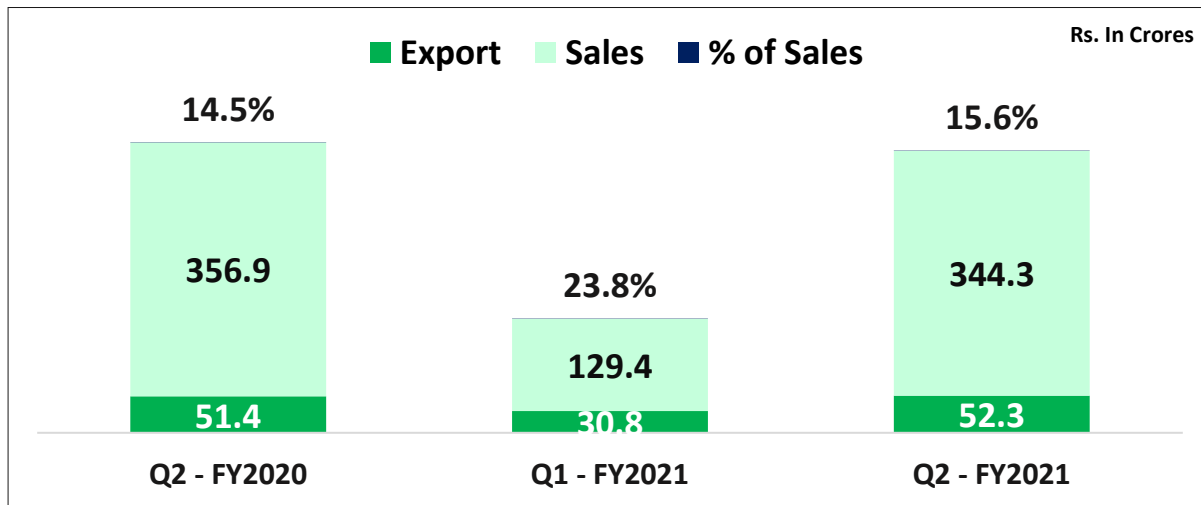


Excluding revenues from Camrolla Quartz in Q2 and 6MFY21



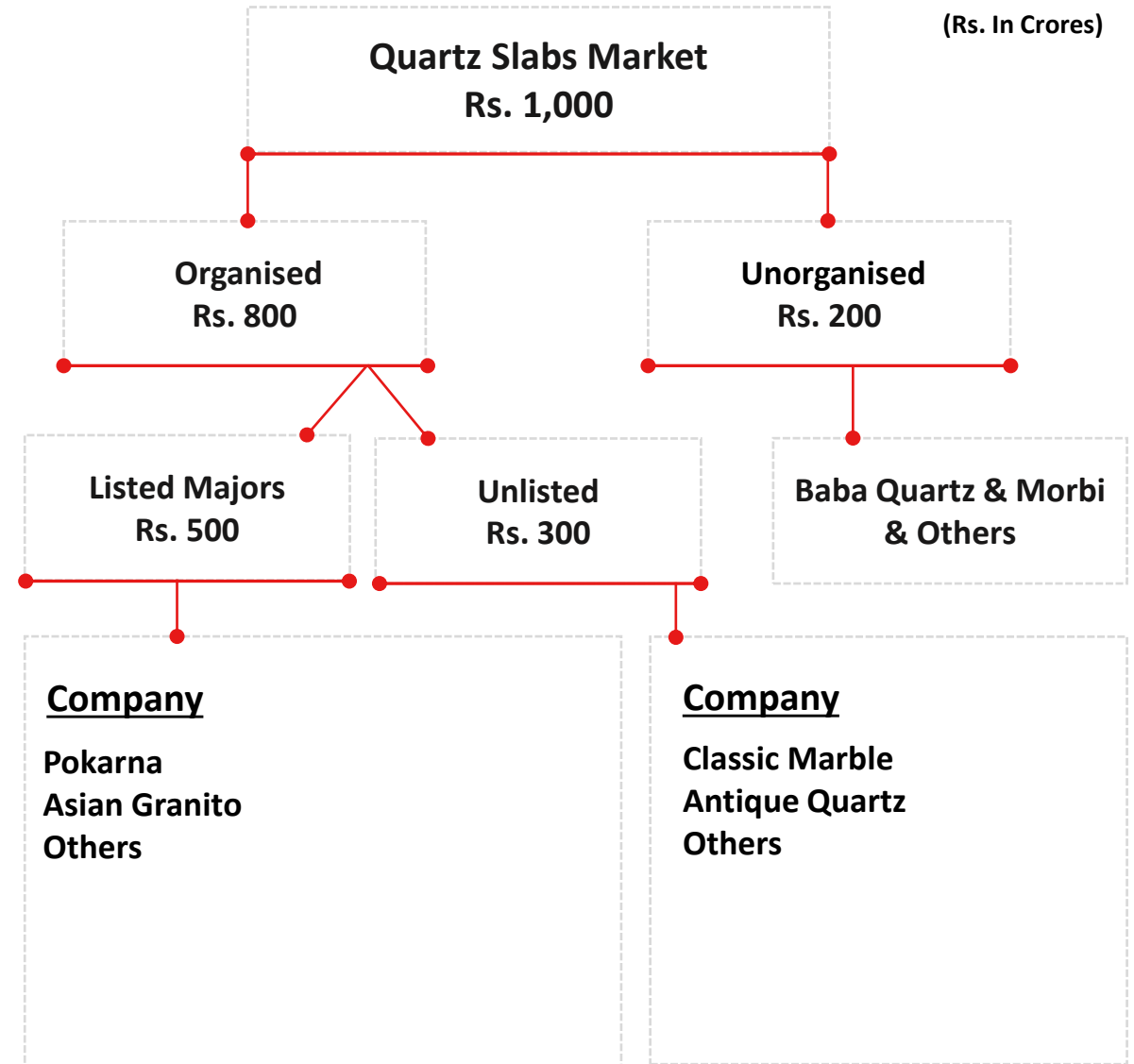
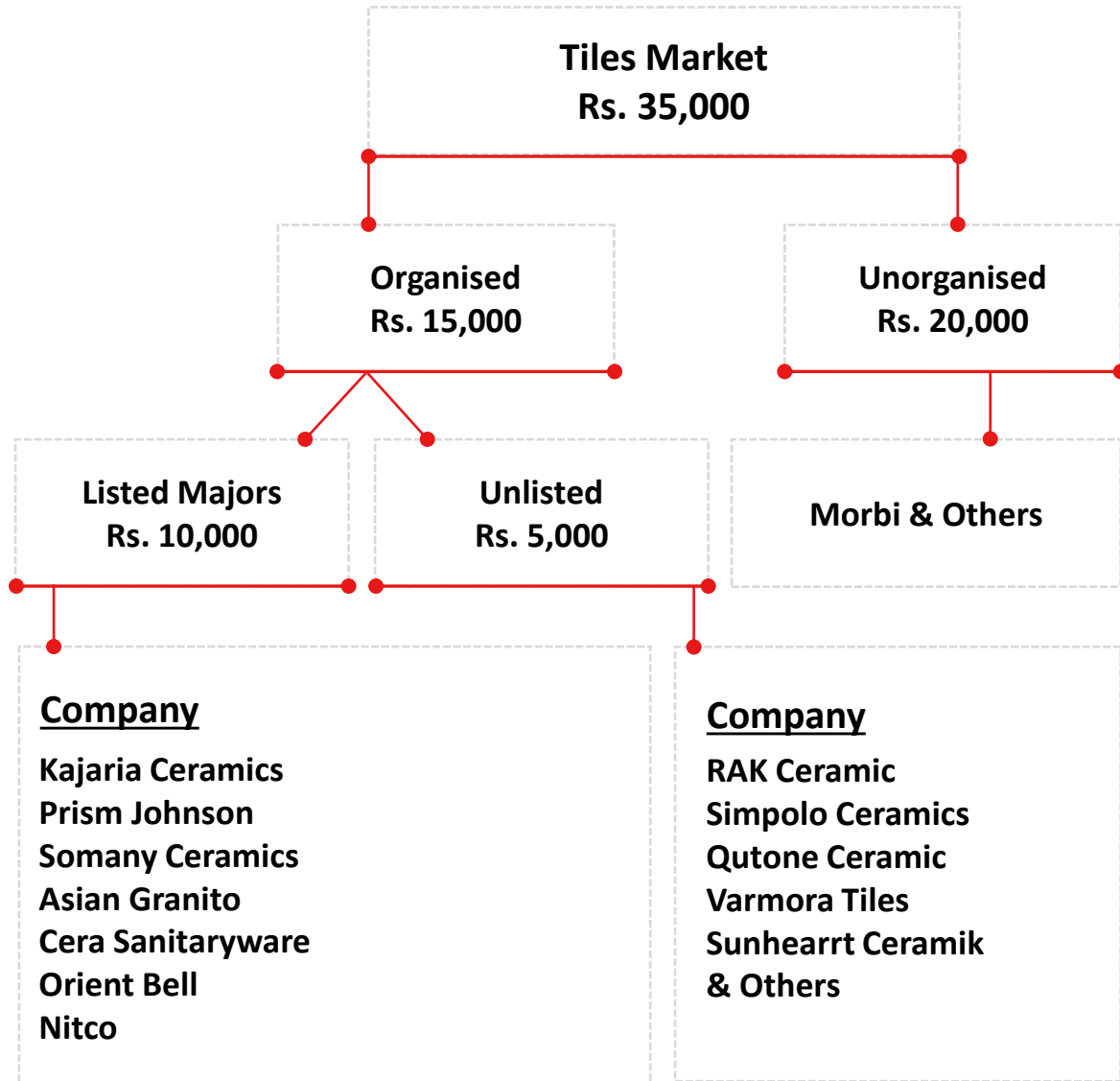
EXPORTS AS PERCENTAGE OF SALES

- Exports as a percentage of Sales has been consistently improving over the last 3 years in Tiles and Quartz Slabs.
- For the year FY-2020, AGL consolidated achieved Exports growth of 20 percent of the Total Sales (Rs. 240 Crores, which included Camrola turnover of Rs. 70 Crores) as compared to 13 percent growth achieved in the year FY-2019 (Rs. 155 Crores).
- USA has imposed anti-dumping and countervailing duties upto 350 percent on Tiles and upto 700 percent on Quartz Slabs on imports from China. This step will boost AGL Exports to USA tremendously.



EXPORTS AS PERCENTAGE OF SALES

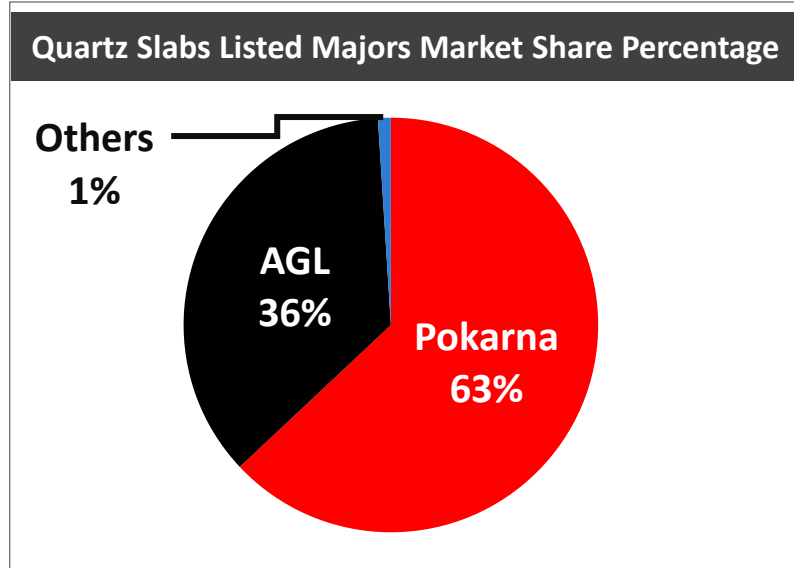
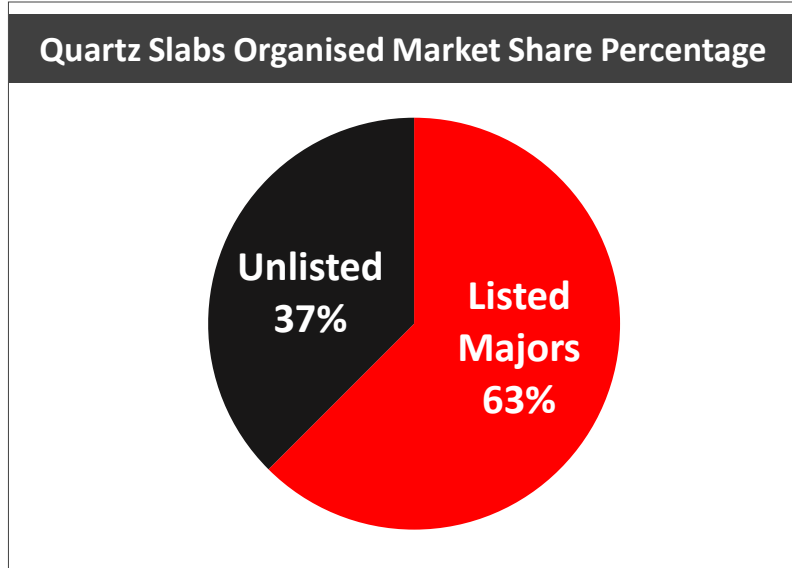
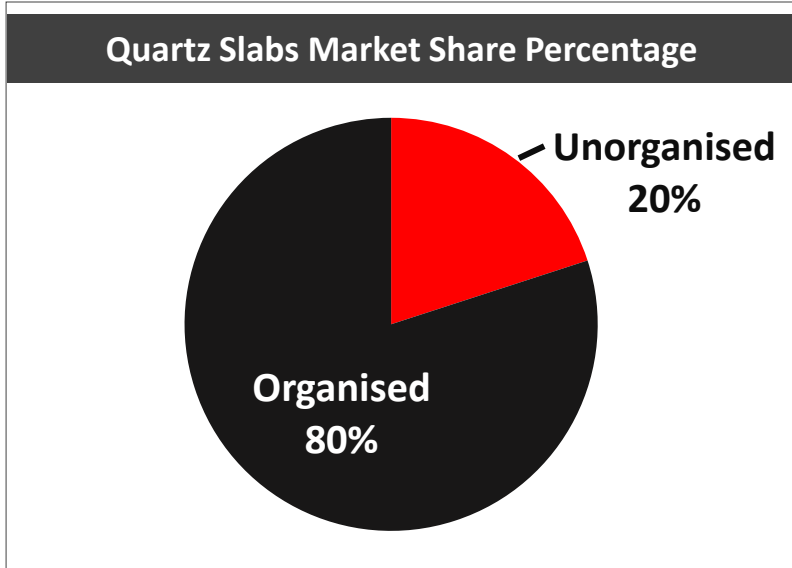
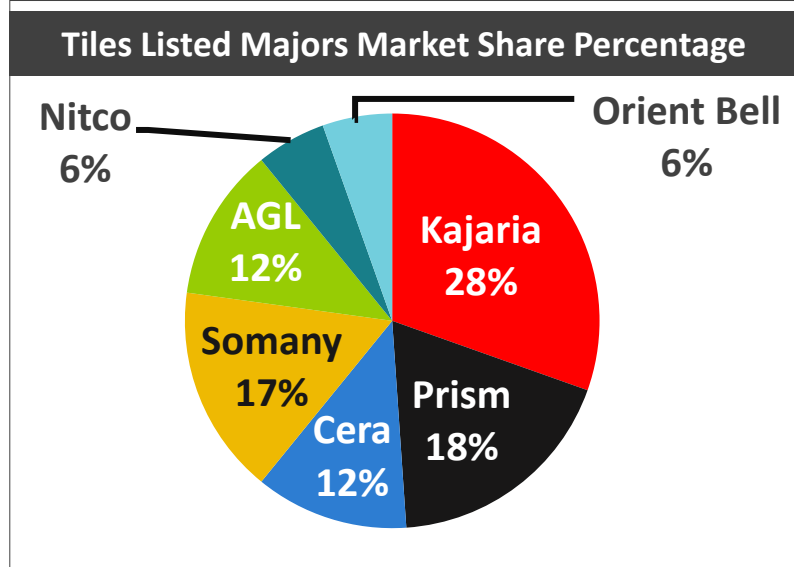
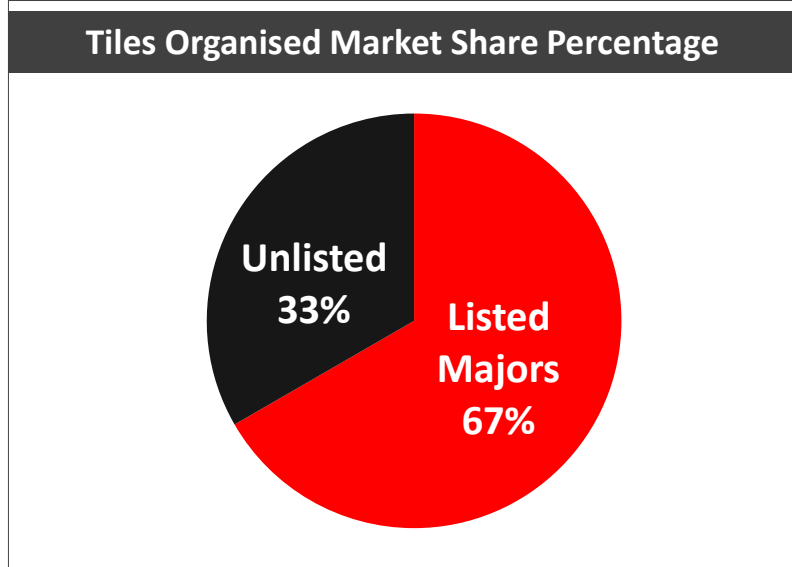
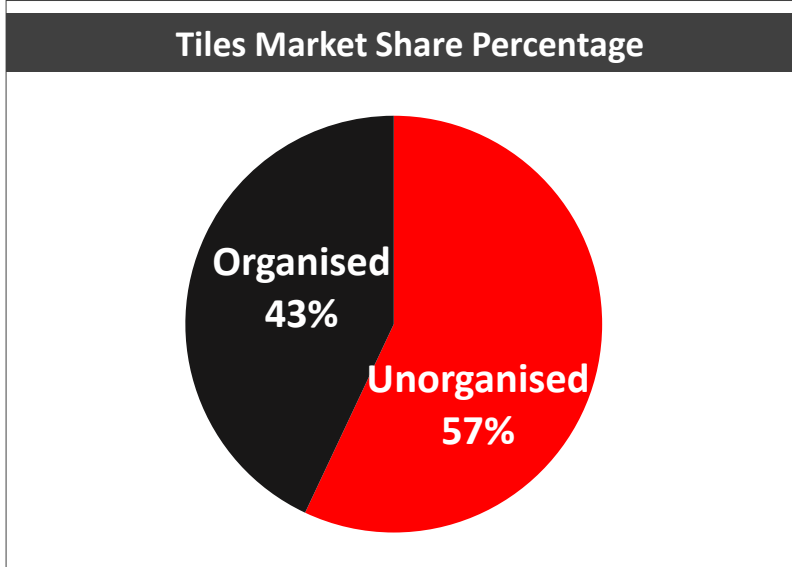
- **COVID-19** severely impacted the movement of goods and services across the World from the first week of March 2020.
- Exports as the Total percentage of Sales were at 15.6 percent (Q2-FY-2021) as compared to 14.5 percent during Q2-FY-2020. Exports as the Total percentage of Sales were higher at 23.8 percent for (Q1-FY-2021).



(Rs. In Crores)



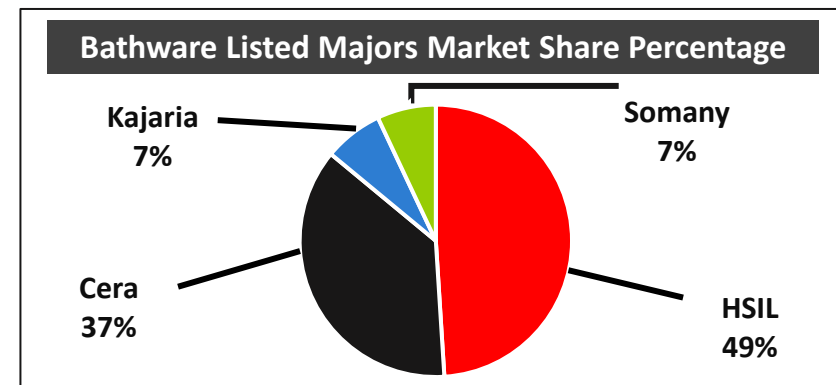
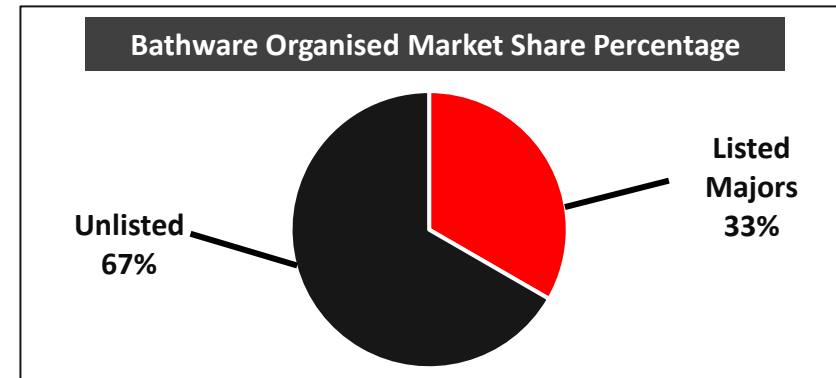
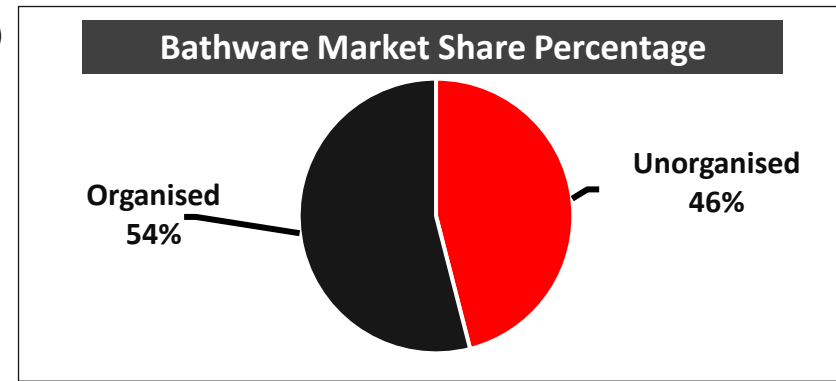
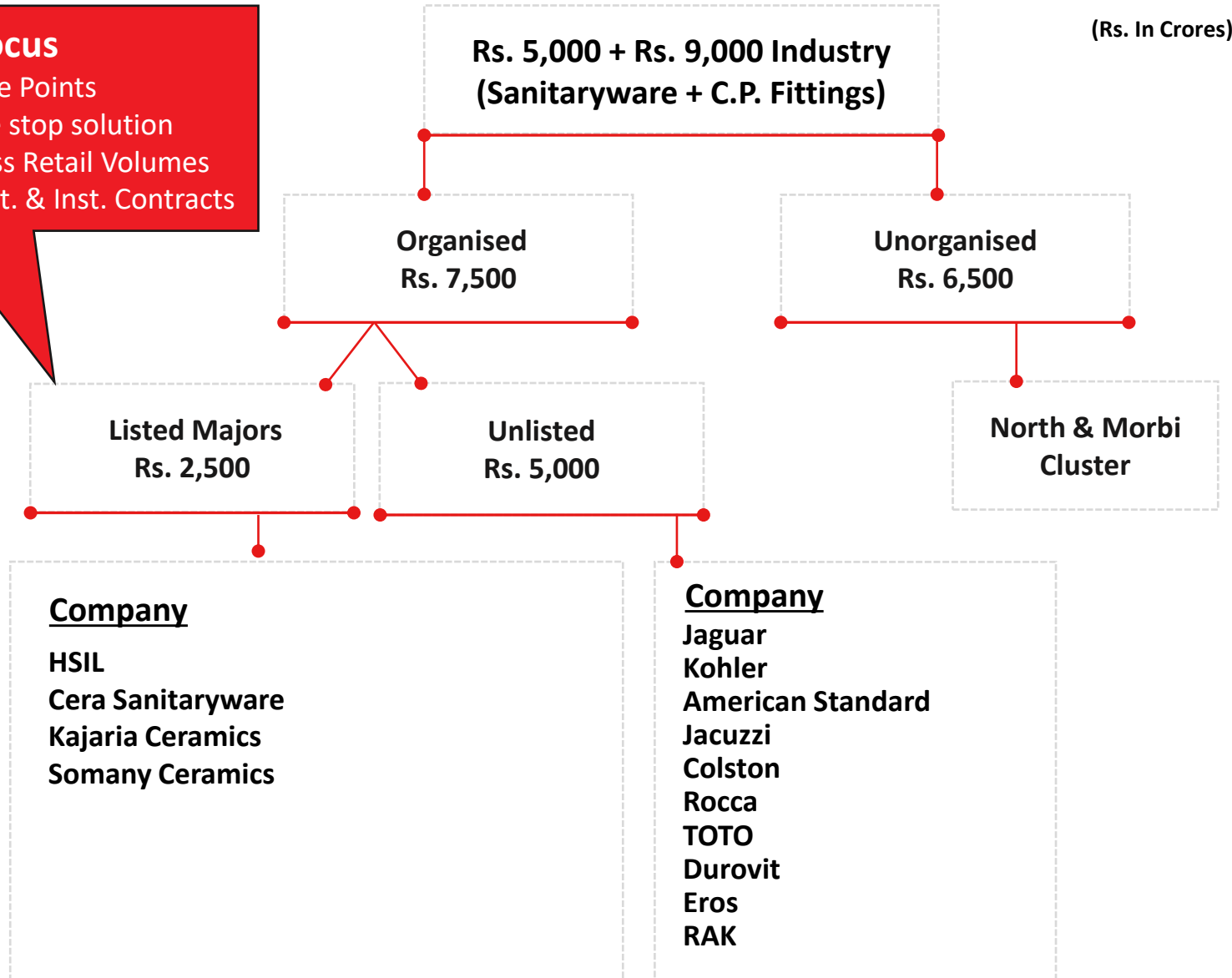
MARKET SHARE OF AGL AND OTHERS IN TILES & QUARTZ SLABS BUSINESS



AGL - BATHWARE INDUSTRY DYNAMICS - INDIA (SANITARYWARE & C.P. FITTINGS)

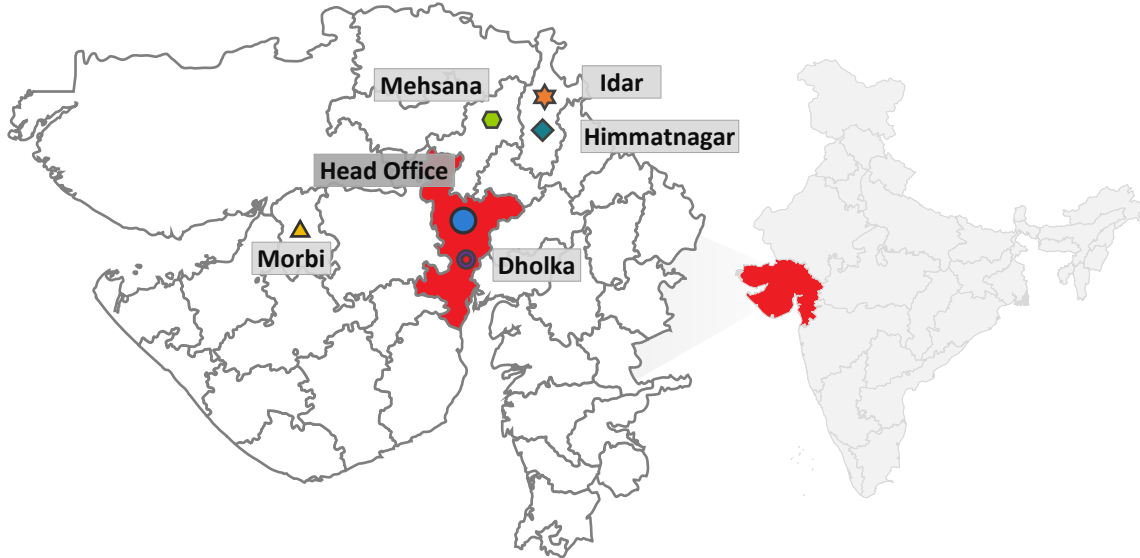
AGL Focus

1. Price Points
2. One stop solution
3. Mass Retail Volumes
4. Govt. & Inst. Contracts



AGL INDIA – GUJARAT OFFICE & PLANT LOCATIONS

Ahmedabad Head Office



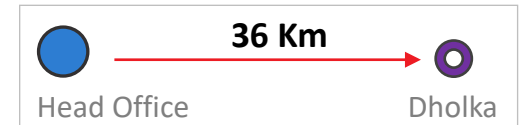
Morbi
 Number of Plants – 2
 Gas Price – Rs. 33/SCM
 Consumption - 10.4 Million SCM/P.A.

Dholka
 Number of Plants – 1
 Gas Price-Rs. 12/SCM
 Consumption - 3.16 Million SCM/P.A.

Himmatnagar
 Number of Plants – 4
 Gas Price - Rs. 32/SCM
 Consumption – 10.70 Million SCM/P.A.

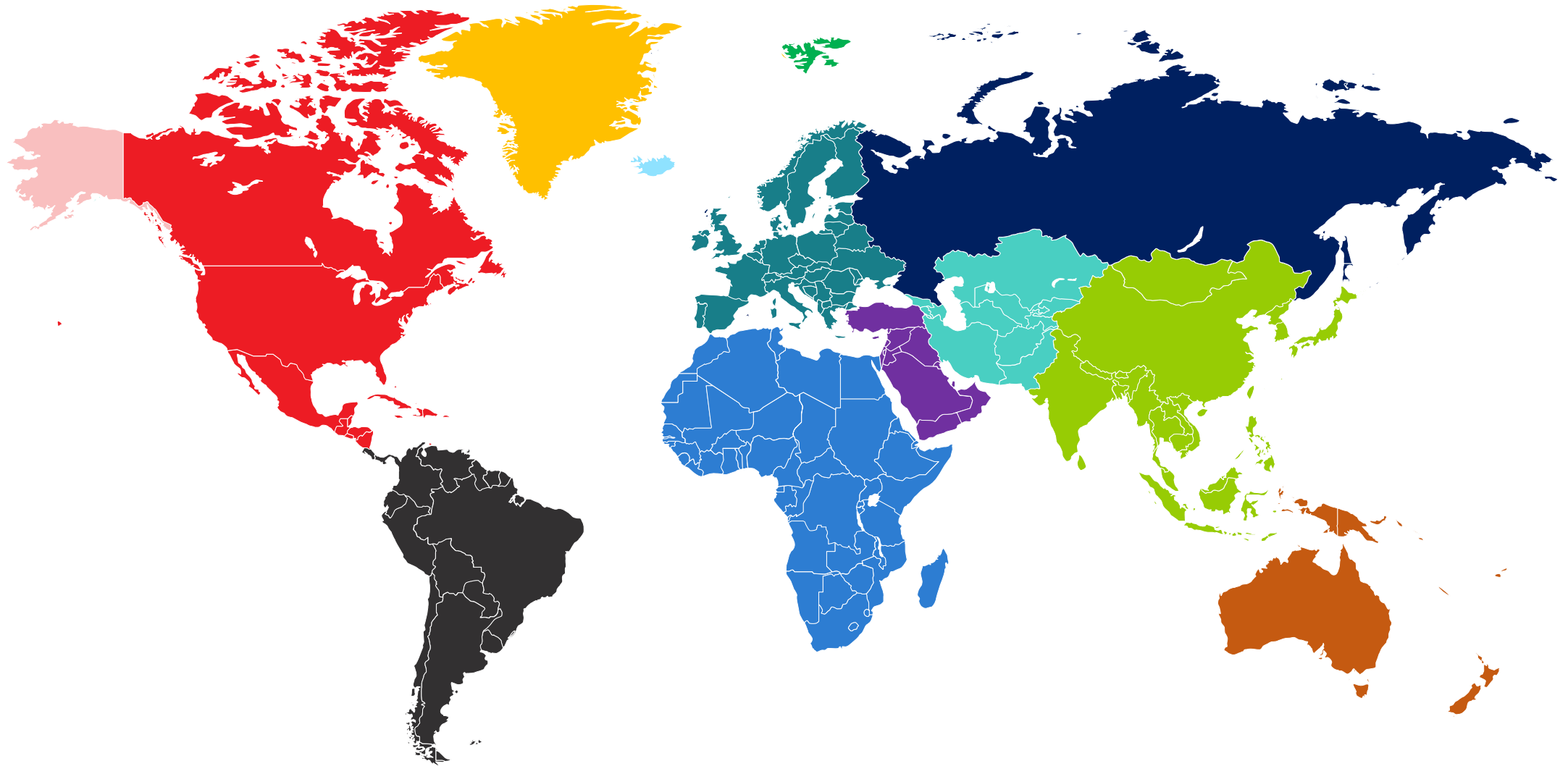
Mehsana
 Number of Plants – 1
 APM-Rs. 10/SCM
 Consumption - 16.29 Million SCM/P.A
 Tender Price- Rs. 21/SCM

Idar
 Number of Plants – 1
 Gas Price-Rs. 32/SCM
 Consumption - 2.61 Million SCM/P.A.



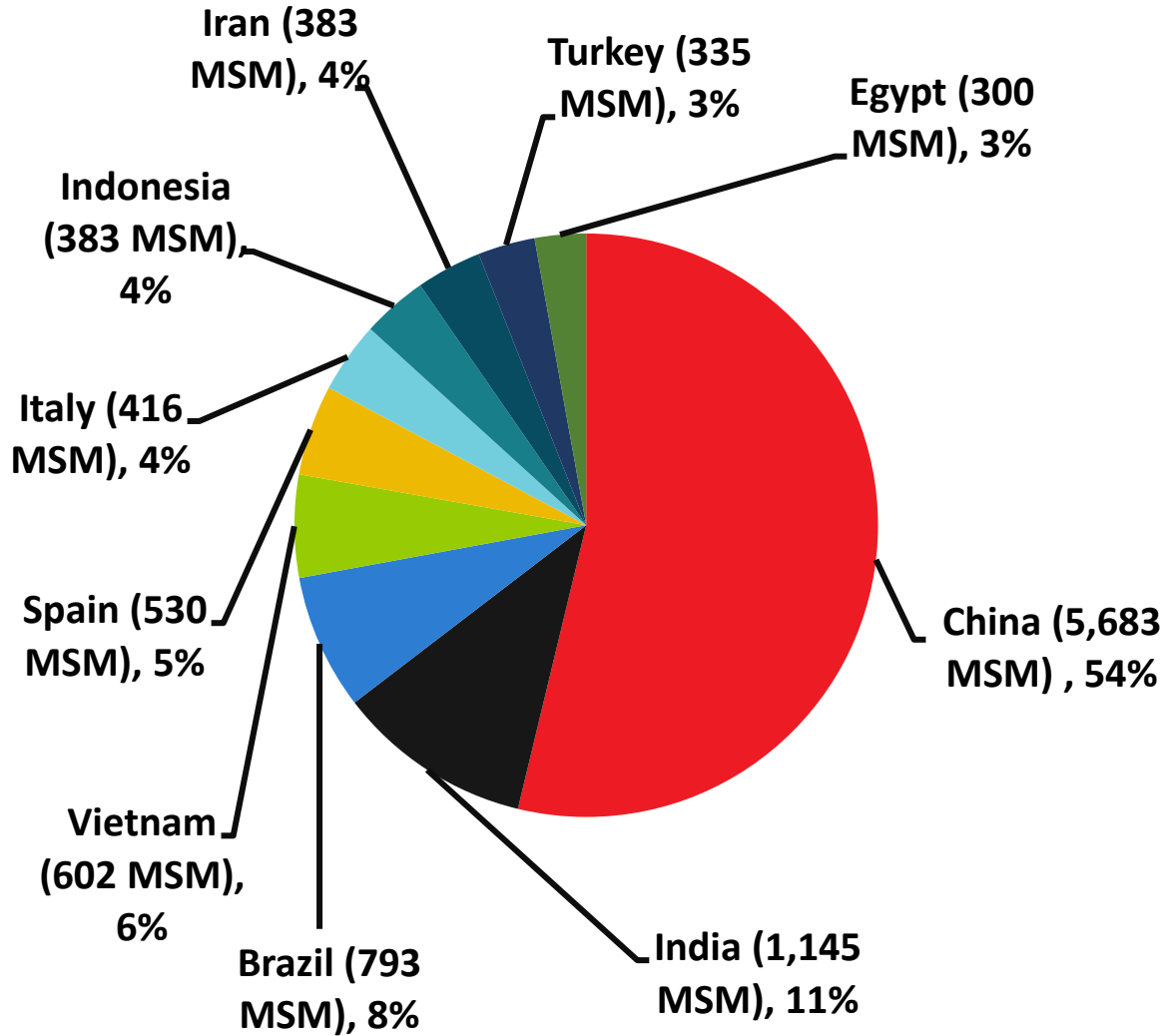


GLOBAL FOOTPRINTS ACROSS ~100 COUNTRIES

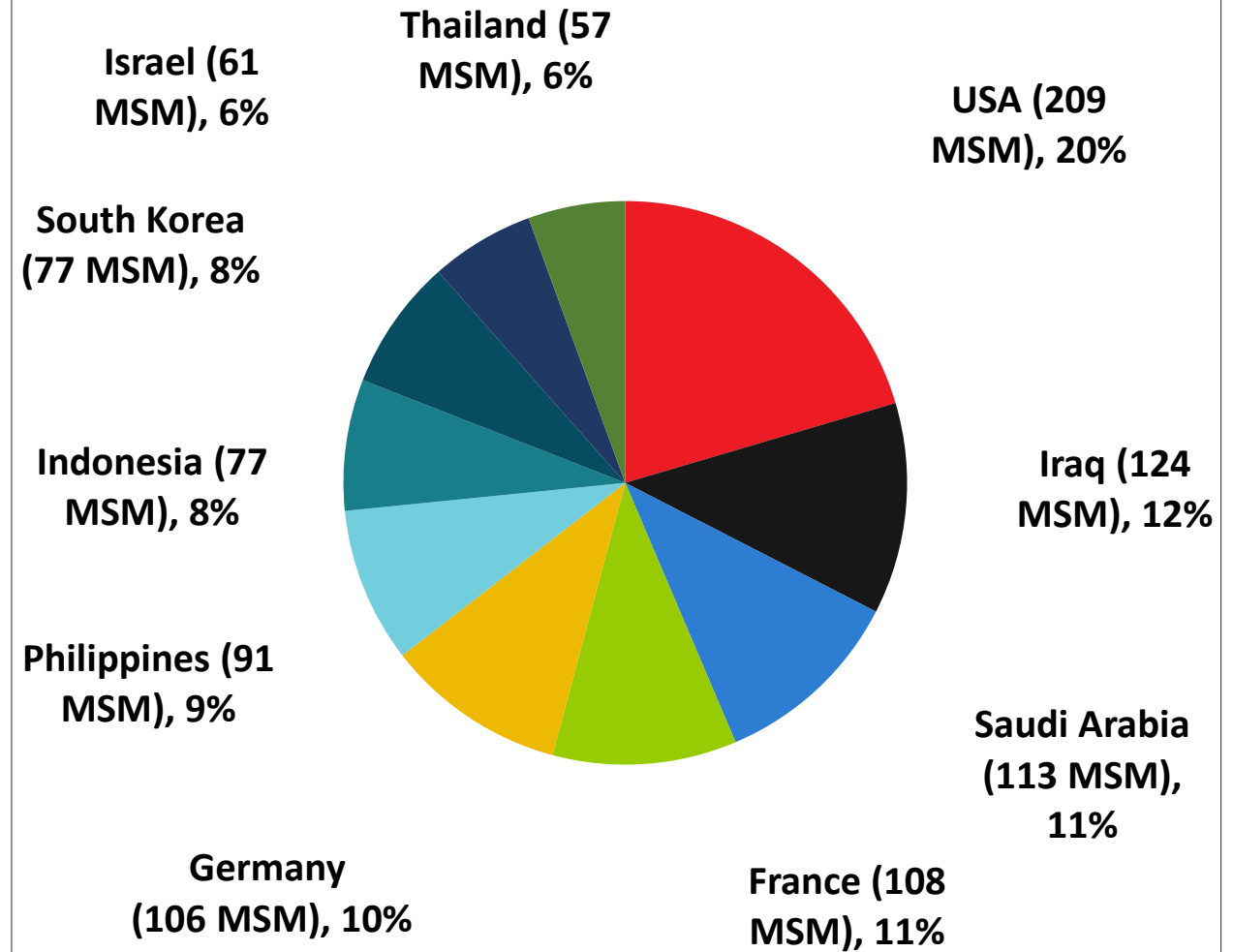




Top 10 Manufacturing Countries (~Million Sq. Mtrs.)



Top 10 Importing Countries (~Million Sq. Mtrs.)

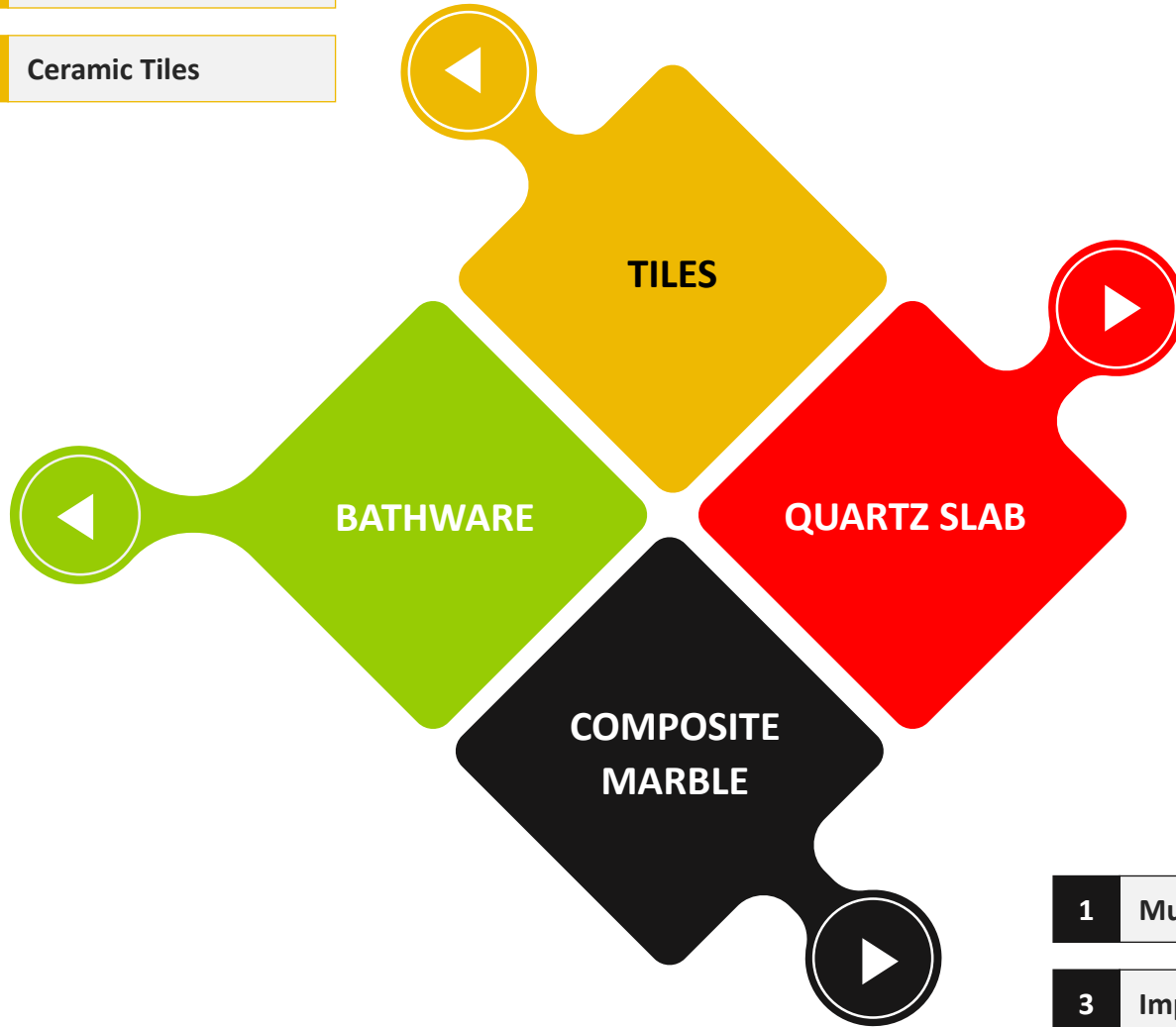


Data as per ICTAS



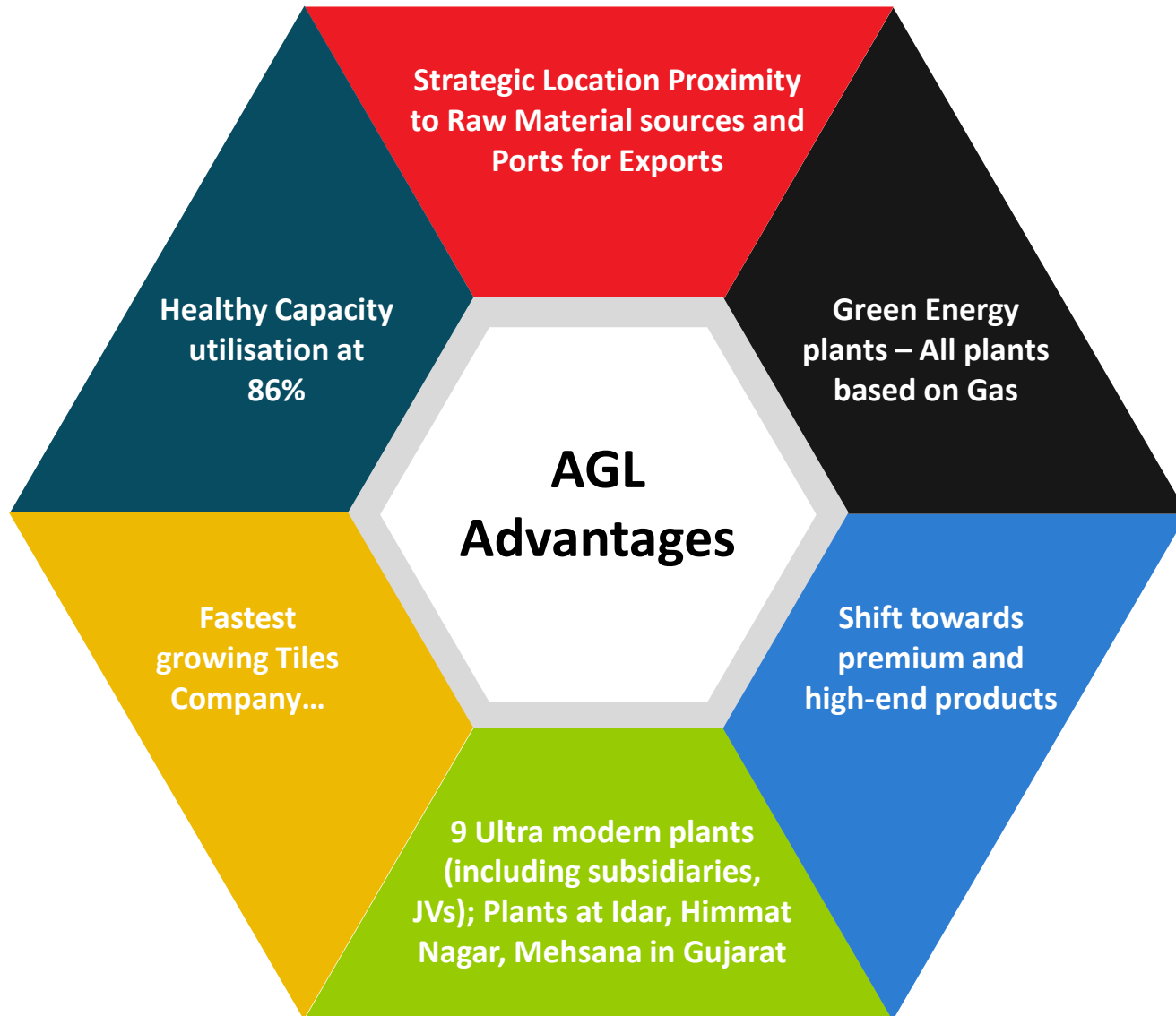
- 1 Glaze Vitrified Tiles
- 2 Double Charged
- 3 Polished Vitrified Tiles
- 4 Ceramic Tiles

- 1 Sanitaryware
- 2 C.P. Fittings



- 1 Multi-Colour Quartz
- 2 E-Stone

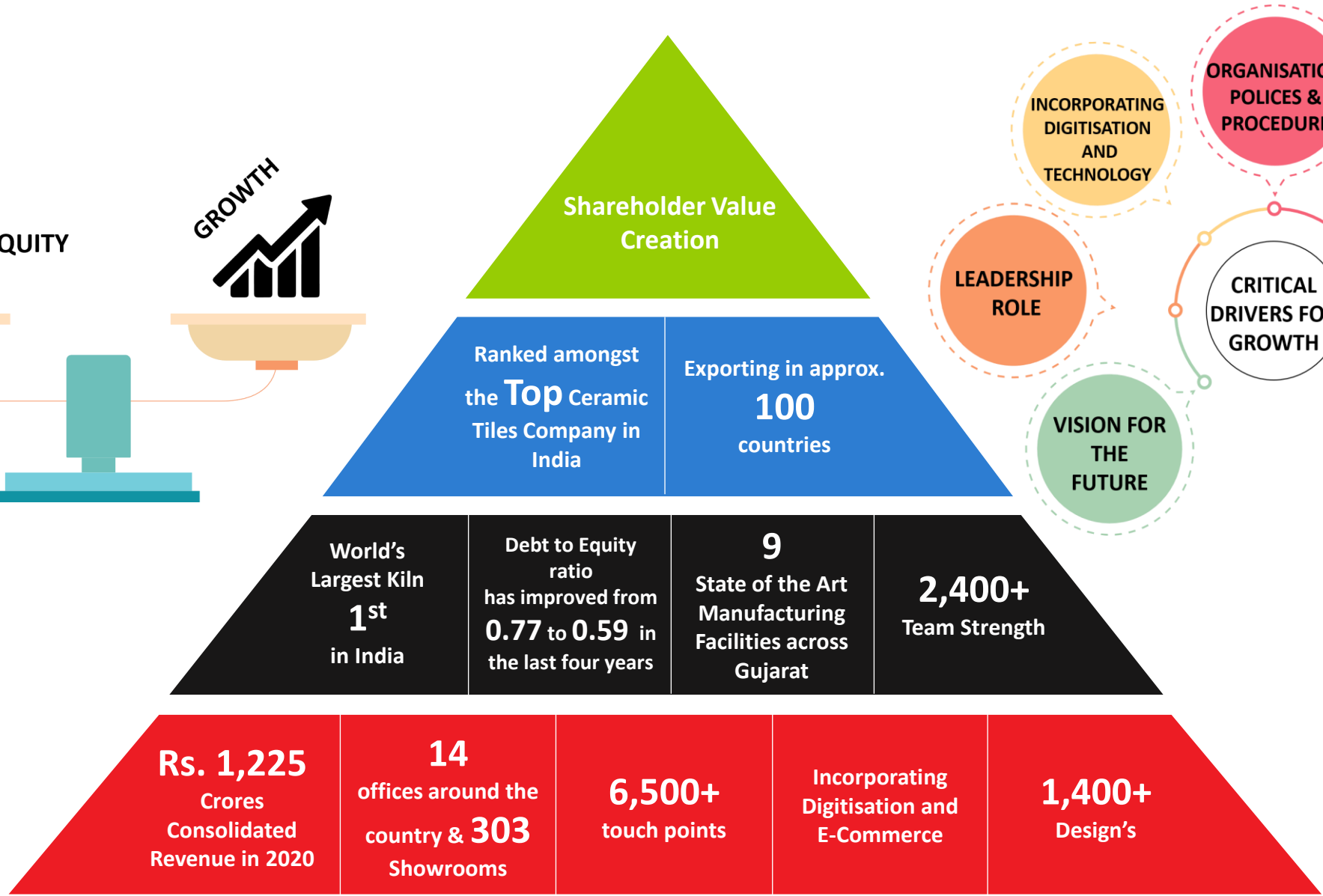
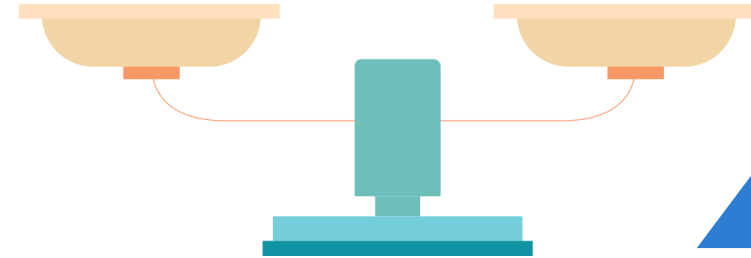
- 1 Multi-Colour Marble
- 2 Nano Crystal Marble
- 3 Imported Natural Marble
- 4 Onyx Marble



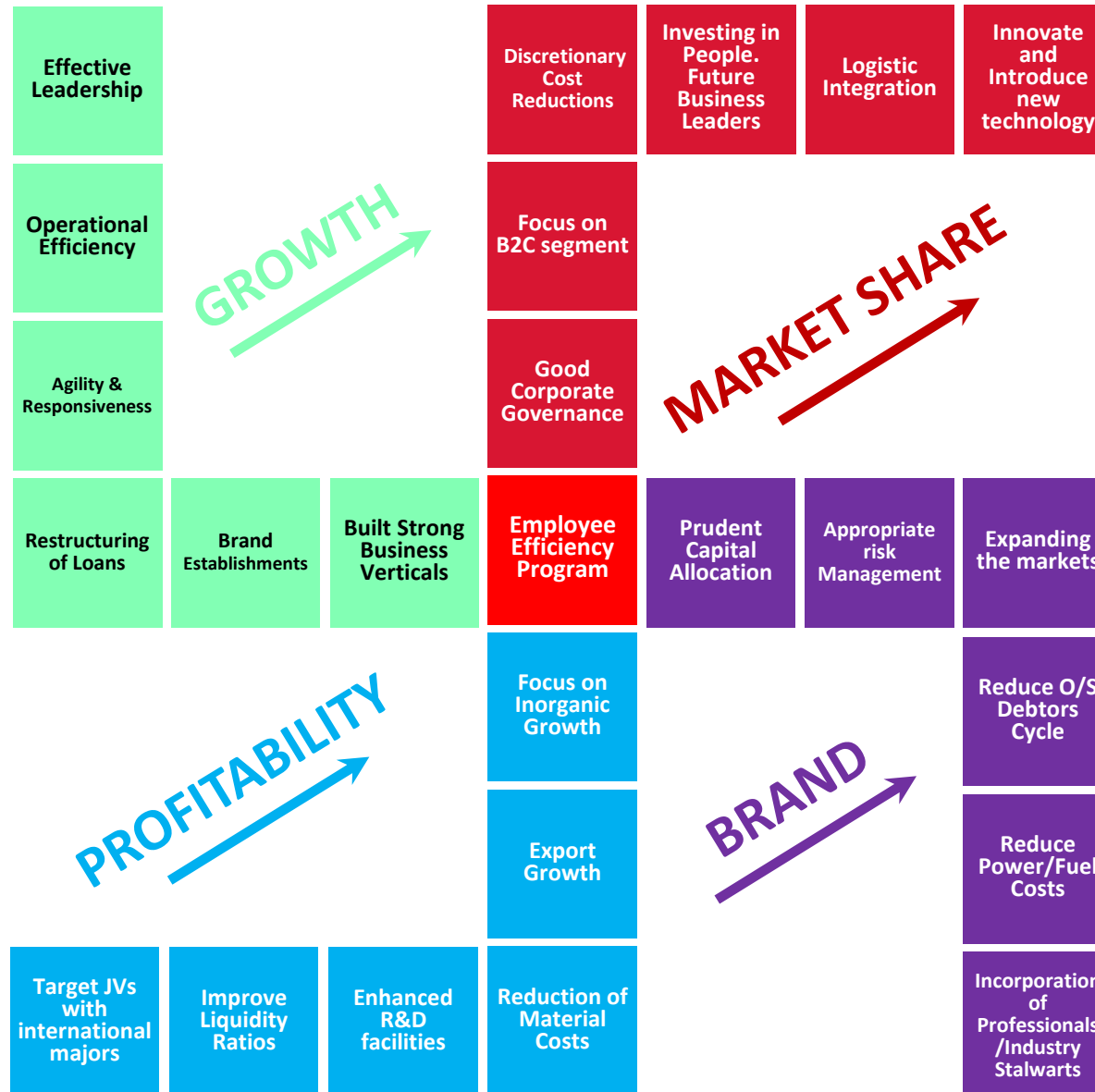
Product	Capacity Per Annum (Million Sq. Mtrs.)	Water Absorption
Ceramic Wall	4.95	15-18%
Ceramic Floor	4.46	15-18%
Glaze Vitrified Tiles	4.95	<0.08%
Composite Marble	0.73	Near to zero
Polish Vitrified Tiles	2.97	<0.08%
Double Charge	3.96	<0.05%
Parking Tiles	1.98	<0.5%
Outsourcing Arrangement	5.94	-
Quartz slab	0.53	Near to zero
Total	30.47	



- DEBT
- DILUTION OF EQUITY
- STOCK SWAPS



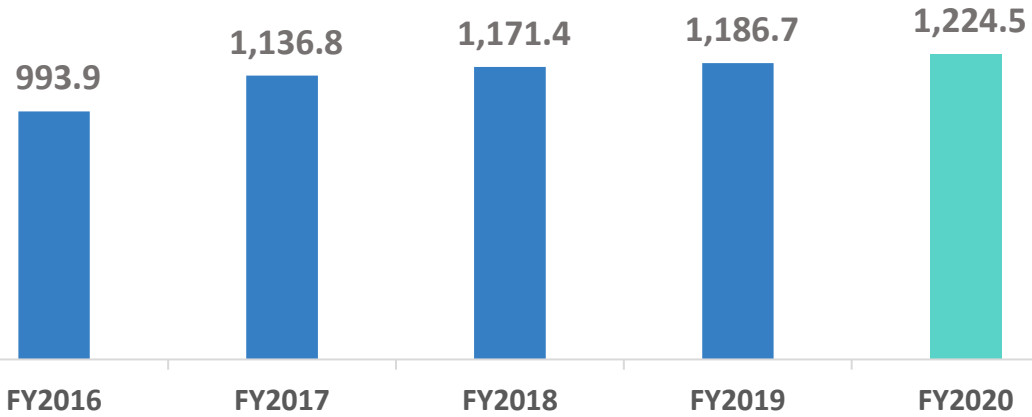
1. Future growth through Inorganic means
2. Refinancing / Realigning of the Loans
3. Increase Exports multi-folds
4. Reducing cost of production
5. Emphasis on Brand Building Exercises
6. Focusing sales on high margin verticals like Quartz Slabs, Bathware and Glaze Vitrified tiles
7. Optimising costs and increasing market share by bringing more high volume products
8. Dissemination of information through appropriate communication channels and continuous updates on company matters to stock exchanges



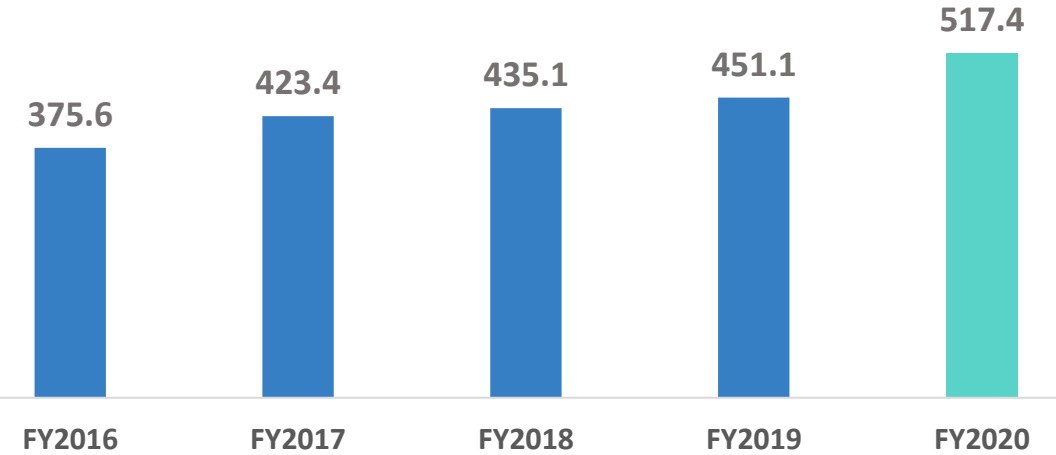
9. Improving all major financial and liquidity ratio
10. Partnering strategic JV with world majors
11. Dedicated Team of Professionals along with promoters to support all future inorganic growth
12. Expanding business overseas by setting up distribution centers, warehouses and marketing/sales offices
13. Re-aligning of assets to enhance shareholders value
14. Discretionary cost cut to manage effective EBIDTA Margins like travel expenses, conferences, office expenses, etc.
15. Continue creeping acquisitions and increase in dividend policy
16. Appointing risk management committee to tackle company's past & future legal and financial hurdles
17. Effective leadership are inspirers, crisis handlers, changing agents, growth seekers, transparent communications, retention of key talent



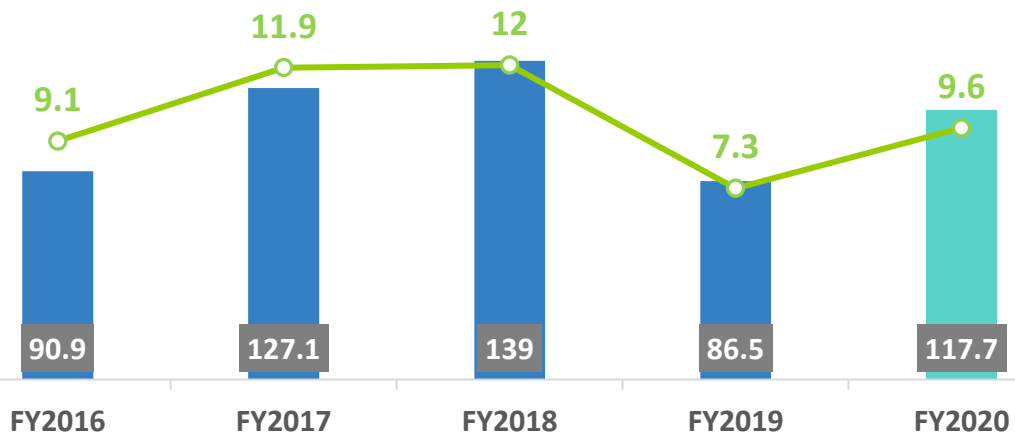
Net Revenue (Rs. in Crores)



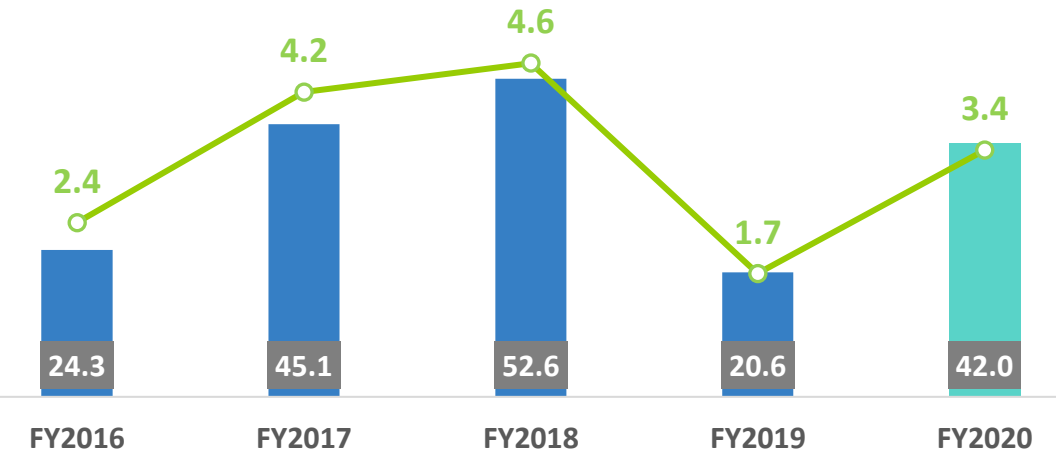
Net Worth (Rs. in Crores)



EBITDA & EBITDA Margin (%)

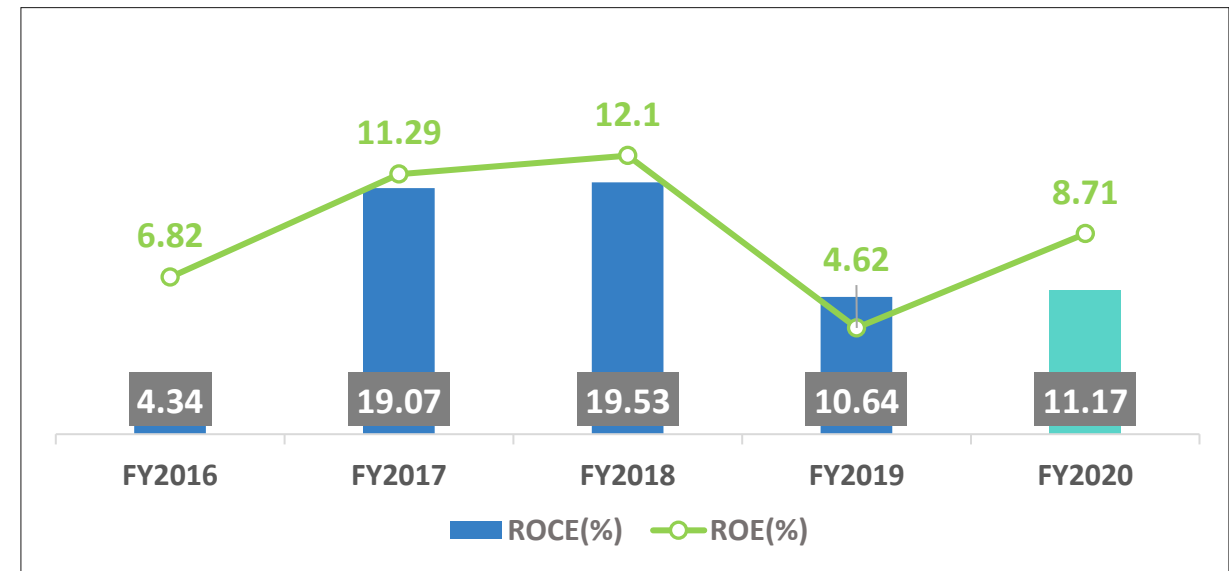
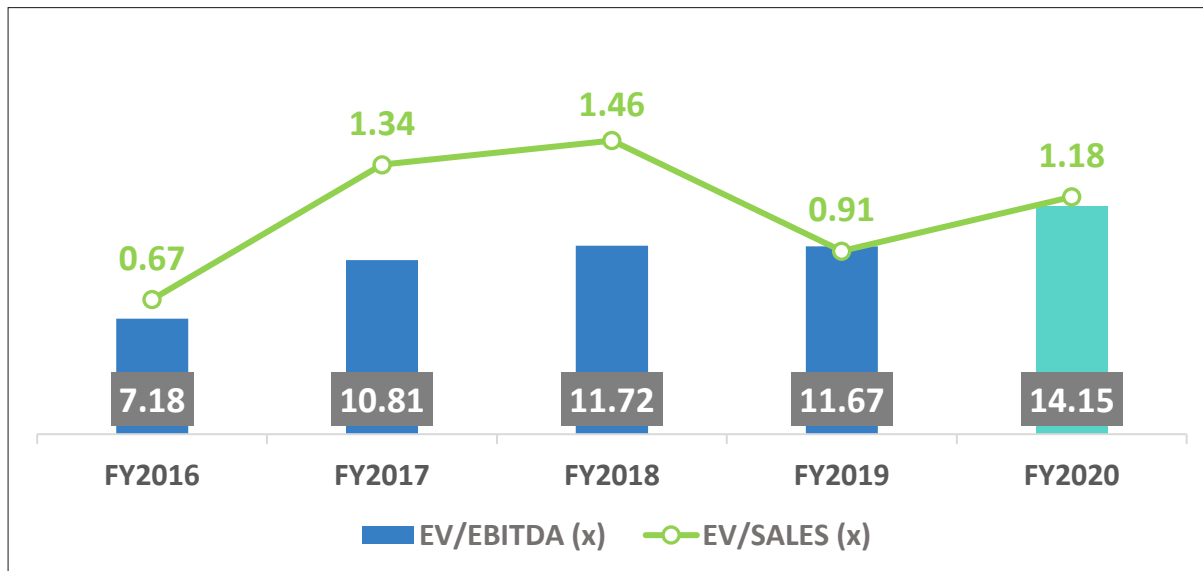
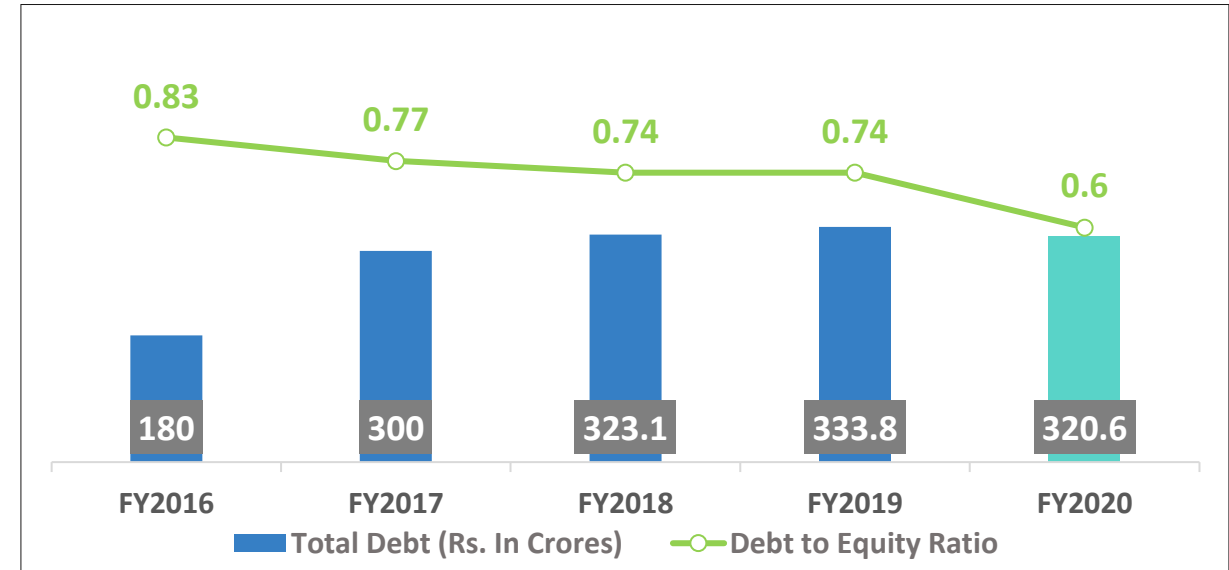
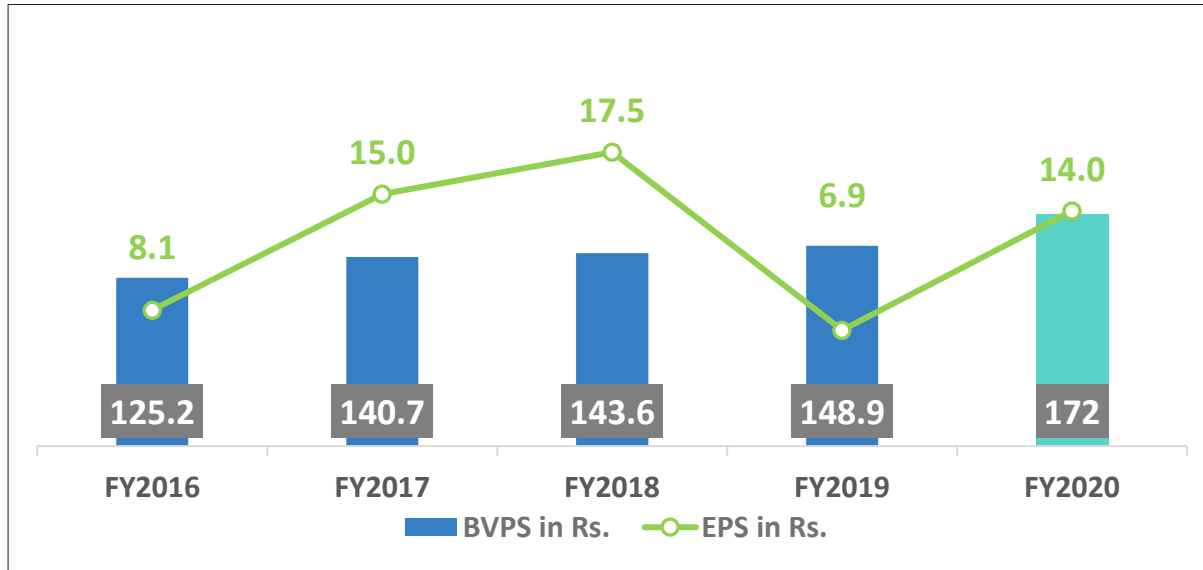


PAT & PAT Margin (%)





AGL - CONSOLIDATED FINANCIAL OVERVIEW





INNOVATION IS THE KEY FOR FUTURE GROWTH

**FIRST TO INTRODUCE
450X450 OUTDOOR
TILE WITH 12MM
THICKNESS**

**30 MM THICKNESS
MULTI COLOUR
QUARTZ SLAB**

**PIONEER IN BEST
WATER JET
TECHNOLOGY**

**INTRODUCE LARGE
FORMAT WALL AND
VITRIFIED TILES**

**INTRODUCE SLIMGRES
TILES**

**FIRST IN INDIA TO
HAVE DIGITAL 9
COLOUR PRINTING
TECHNOLOGY**

**INTRODUCE GRESTEK
XXL LARGE FORMAT
TILES**

**INTRODUCE 16MM
THICK HEAVY DUTY
VITRIFIED TILES –
GRESTEK
HARDSTONE**

**INTRODUCE WORLD'S
WHITEST DOUBLE
CHARGE VITRIFIED
TILES - CARRARA
WHITE**

**FIRST TO ESTABLISH
ONLINE VITRIFIED
TECHNOLOGY**



1

Focus on value generation and High-end products

2

Export Vertical to be scaled up with USA imposing duties on China

3

Improve return ratios - RoCE and RoE by focusing on volume and price growth

4

Build brand as a Strong Asset which consumers recall leading to sustain growth

5

Inorganic growth as tool to capture market share. Invest in high yielding growth businesses offering operational excellence

6

Improve sales per distributors and sales per employee

7

Achieving sustainable and profitable growth through judicious and intelligent allocation of capital, balanced product mix, diversified distribution and product innovation

8

Wastage reduction in the areas of material usages and Inventory

9

Risk management – In-terms of dictating, eliminating, managing, mitigating the uncontrollable internal and external risks

10

Increasing share of Private Label business and higher same store format

11

Conversion of Fixed cost in to Variable cost

12

E-Commerce and Digitisation

Architect
Hafeez
Contractor



spykar

SAL
HOSPITAL
Healthcare with Human Touch

N E X A

SHOPPERS STOP

Raymond

ITC HOTELS
RESPONSIBLE LUXURY



NCC

LODHA

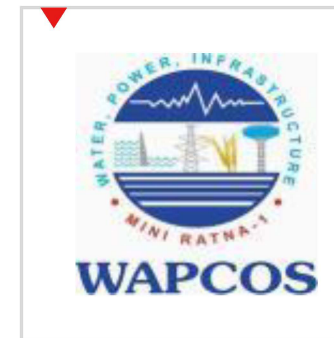
Bandhan Bank

THE LEELA
PALACES HOTELS RESORTS



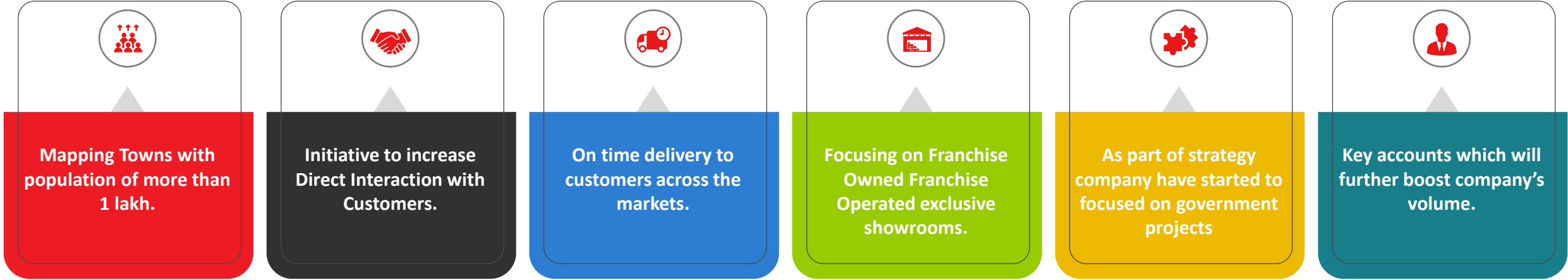
adani

Reliance
Industries Limited
Growth is Life



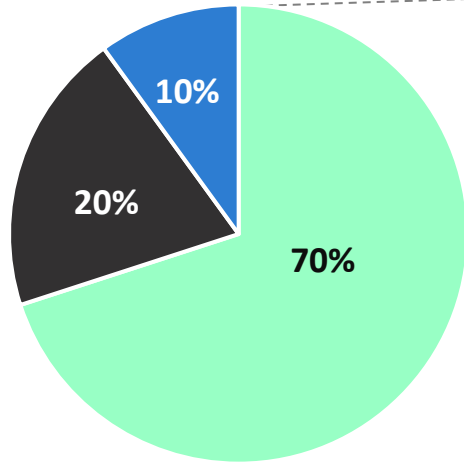


CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C

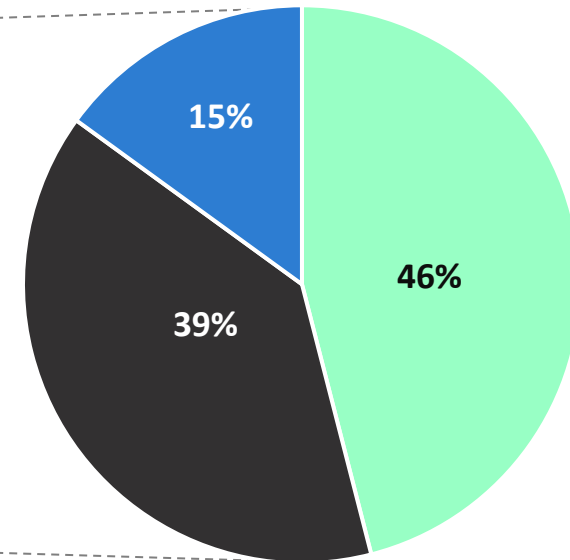


FY2012

FY2020



- Institutional (Malls, Commercials Space, Real Estate Developers, Private Airports, Multiplex, Hotels, Clubs)
- Retail (Individual Homes, Offices and Small Shops)
- Government (Govt. & Semi Govt. Like AAI, EIL, CPWD, NBCC etc)



CERTIFICATIONS & AWARDS



Art Of Architecture FAAA Dialogues Ahmedabad 2017

ISO 9001 2015 & 14001 2015 Dalpur

GRIHA Council AGI JULY - 2019

Gujarat Brand Leadership Award - 2018

Readers Digest - Trusted Consumer Brand - 2019

IGBC - 2019



Expert Choice Award



Fortune India Next 500 (Summit West) Asian Granito



Gujarat Brand Leadership Award



Mega Brand

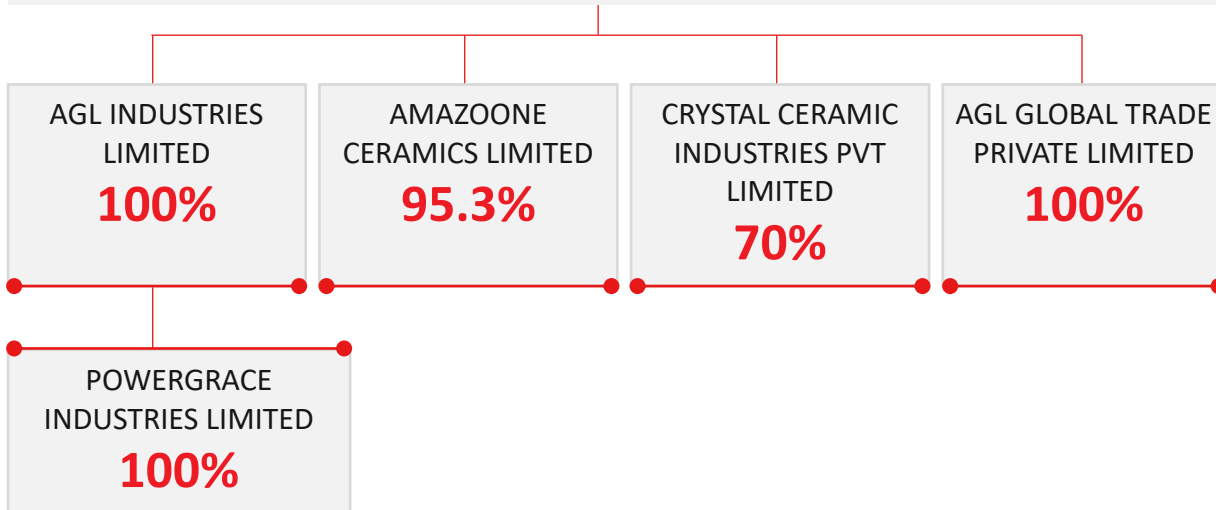


Asia's Most Promising Brand

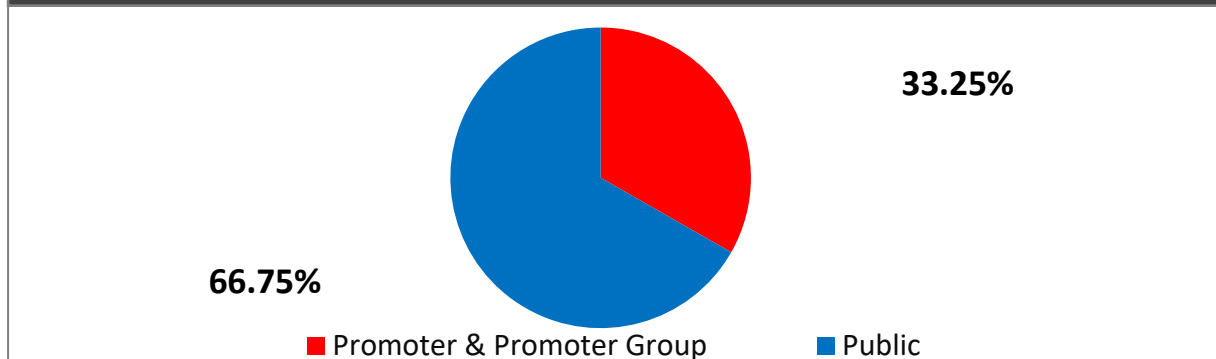


ASIAN GRANITO INDIA LIMITED

ASSOCIATE CO. – ASTRON PAPER & BOARD MILL LIMITED (18.87%)



Shareholding Pattern as on 30th September, 2020



Source: BSE

Top Shareholders as on 30th September, 2020

Sundaram Mutual Fund A/c Sundaram Small Cap Fund	2.47%
Sundaram Alternative Opportunities Fund - Nano Cap Series I	1.29%

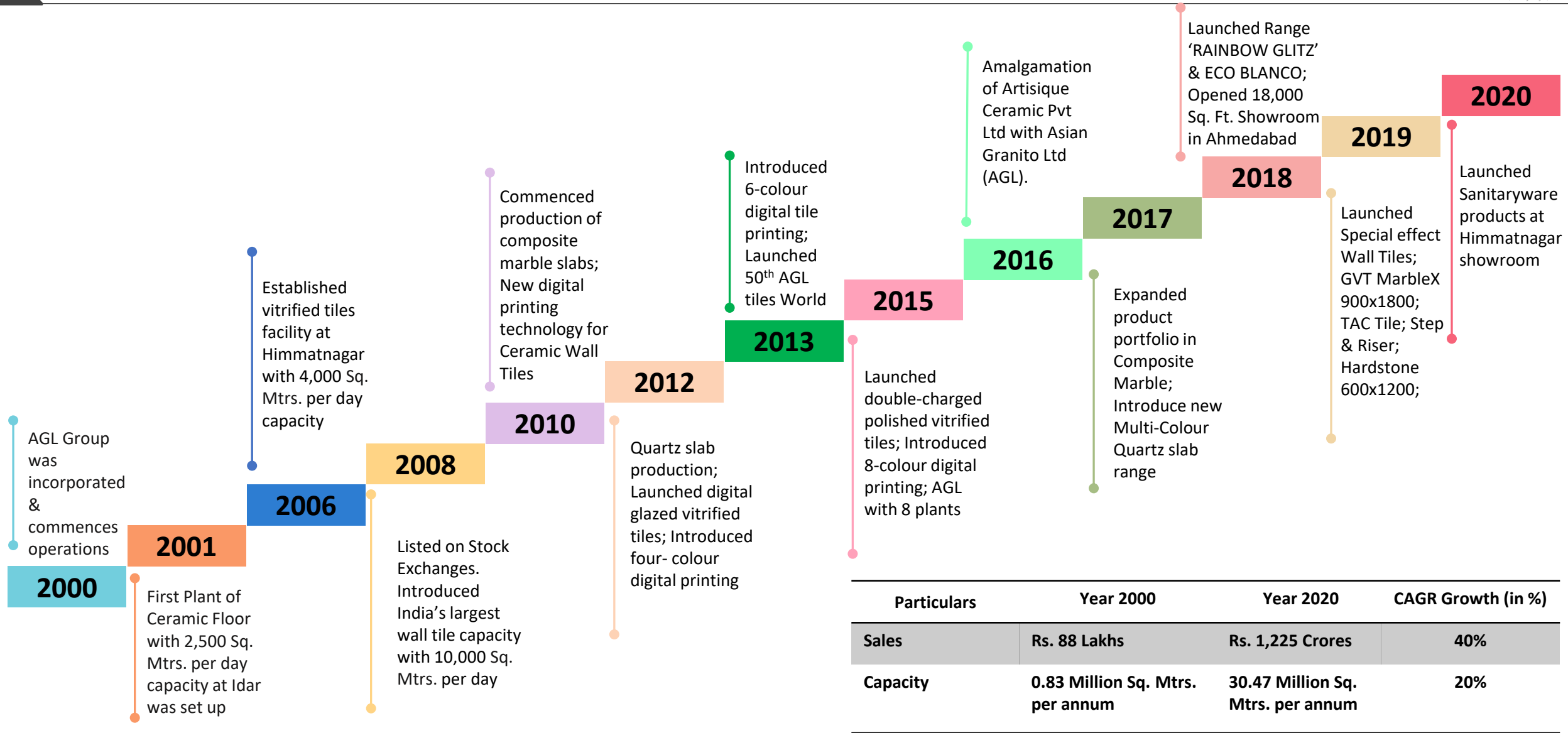
Stock Data (As on 30th September, 2020)

Market Capitalization (Rs. in Million)	8,788
Shares Outstanding (Million)	30
Symbol (NSE/BSE)	ASIANILES/532888
Average Daily Volume (3 months)	2,61,606

Relative Stock Chart (As on 10th November, 2020)



Source: Thomson Reuters



Particulars	Year 2000	Year 2020	CAGR Growth (in %)
Sales	Rs. 88 Lakhs	Rs. 1,225 Crores	40%
Capacity	0.83 Million Sq. Mtrs. per annum	30.47 Million Sq. Mtrs. per annum	20%



Asian Granito India Ltd.

— Beautiful Life —

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Thank You

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