



— Beautiful Life —

Date: 12.11.2021

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

To,
Corporate Relations Department
National Stock Exchange of India Ltd.
Exchange Plaza,
Plot No., C/1, G-Block,
Bandra Kurla Complex,
Bandra (E),
Mumbai - 400 051
Scrip Code: ASIANTILES

Scrip Code: 532888

Dear Sir/ Madam,

Sub: Investor Presentation.

Please find attached Investor Presentation for the Quarter ended on 30th September, 2021. 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.

You are kindly requested to take the same on record.

Thanking you,

Yours faithfully,

For, Asian Granito India Limited

Director
DIN: 00406744



Encl.: As above

Regd. & Corp. Office:
202, Dev Arc, Opp. Iskcon Temple,
S. G. Highway, Ahmedabad - 380 015
Gujarat (INDIA)

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E : info@aglasiangranito.com
W : www.aglasiangranito.com
CIN : L17110GJ1995PLC027025

TILES | MARBLE | QUARTZ | BATHWARE



Asian Granito India Ltd.

MAKING LIFE MORE **BEAUTIFUL WORLDWIDE**

Investor Presentation
Q2 FY2022



— Beautiful Life —

Asian Granito India Ltd.



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- 1) The Revenue for the quarter increased to Rs. 376 crores on the back of good volume growth and good market demand. The Company witnessed good demand for its product basket in the domestic market and we believe the demand to stay strong in the coming quarters as well.
- 2) Export revenues during the quarter stood at Rs. 41 crores. The exports during the quarter were muted on account of higher freight cost and shortage of containers. However, with decreasing sea freight cost we believe the Company will have better growth in the second half of the year.
- 3) Our widespread scale of operations and increased focus towards value added products have been paving the way for better margins. The EBITDA margins for the quarter stood at 9%.
- 4) Gas prices have risen dramatically in the quarter, now standing at Rs. 42 per SCM, up from Rs. 32 per SCM in the corresponding quarter last year and further increased to Rs. 55 per SCM in October 2021.
- 5) With continued efforts and rights issue proceeds, the Company is now net debt-free as on date at the Standalone level.
- 6) The Company's average capacity utilizations for the quarter stood at 89%. With the easing of restrictions, there will be increased demand from the domestic and international markets.
- 7) Company's Rights issue oversubscribed with bids received for Rs. 258.77 crores against issue size of Rs. 224.64 crores. The utilization of proceeds has made company net debt free. We further plan to bring down the debt at the consolidated level as well.
- 8) Recently, ICRA in its letter dated 27th October has upgraded the long term rating to [ICRA]A+ from [ICRA]A and has reaffirmed the short term rating at [ICRA] A1. Outlook on the long term rating is Stable.

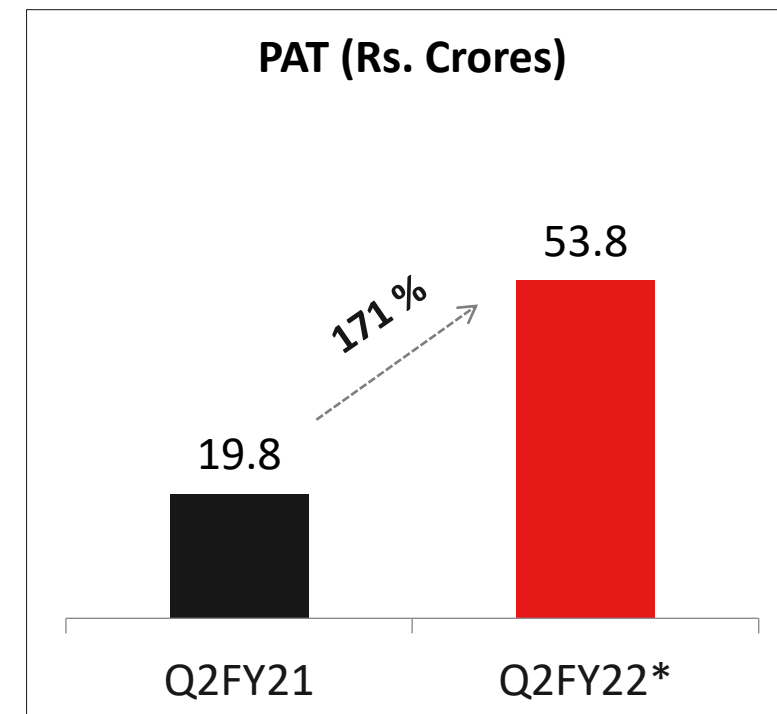
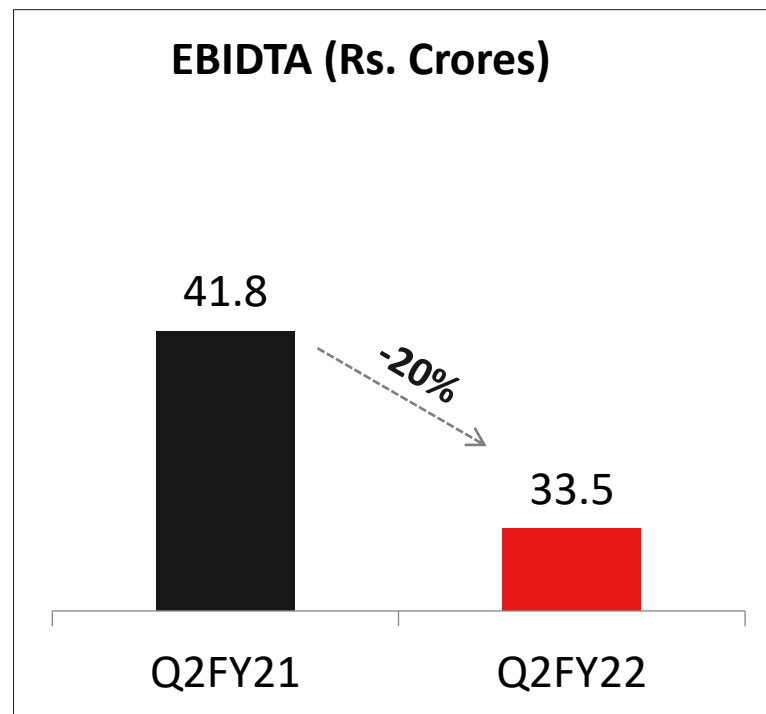
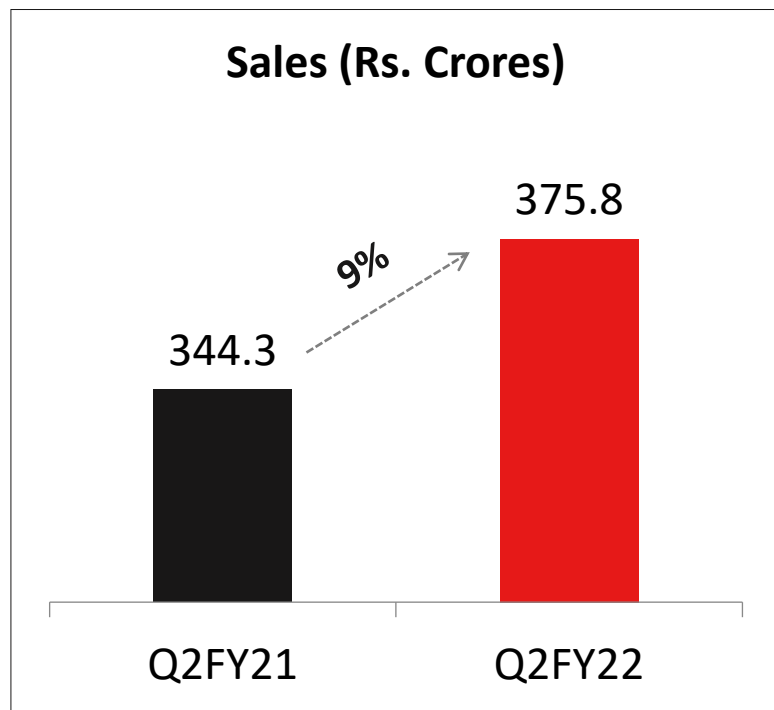
9) A new Company, styled as “Gresart Ceramica Private Limited” has been incorporated on 26.10.2021 in Morbi, Rajkot wherein Amazoone Ceramics Limited (material subsidiary of Asian Granito India Ltd. with a shareholding of 95.32%) has subscribed to 5,800 shares owning 58% stake in the Company. Gresart Ceramica Private Limited proposes to set up India’s largest Wall Tile Plant which will be fully integrated manufacturing unit for production of wall tiles in Morbi, Rajkot and the products manufactured will be sold under the AGL brand. Currently, the project is in the formation stage and estimated amount of capex shall be around Rs. 75 Cr +

10) A New Firm in the name of M/s. Adicon Ceramica LLP, a Greenfield project, has been incorporated on 07.05.2021 in Morbi, Rajkot and our Company has entered into an outsourcing agreement on 20th August, 2021 for supply for the manufactured products by Adicon to AGL. Adicon Ceramica LLP will be manufacturing large format GVT tiles and AGL will be promoting that product under AGL brand on a substantial scale. This plant is anticipated to be one of the unique plants in India, which will manufacture product which can generate heavy demand in the market. There are only few plants of similar type of products in Morbi, Gujarat and the production is expected to begin from July 2022.

Outlook:

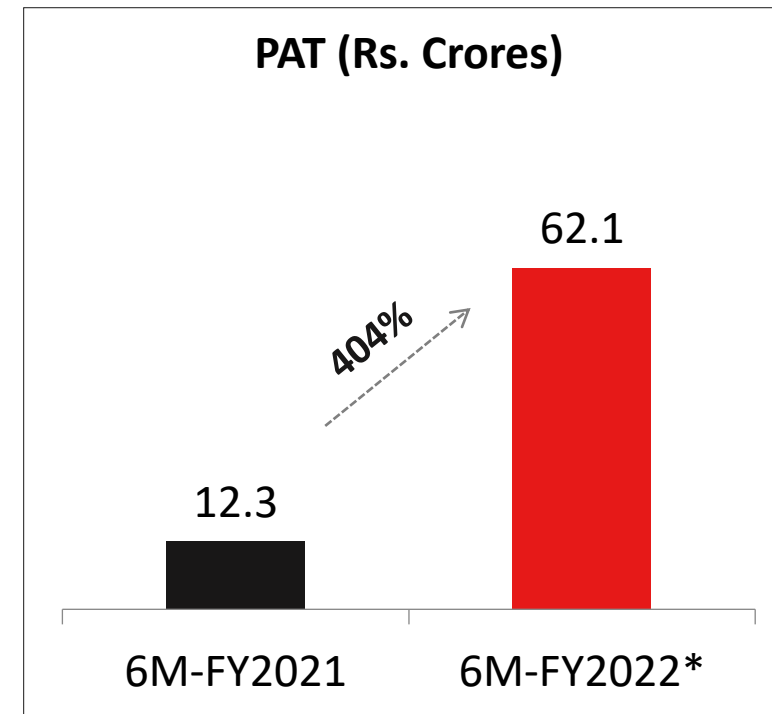
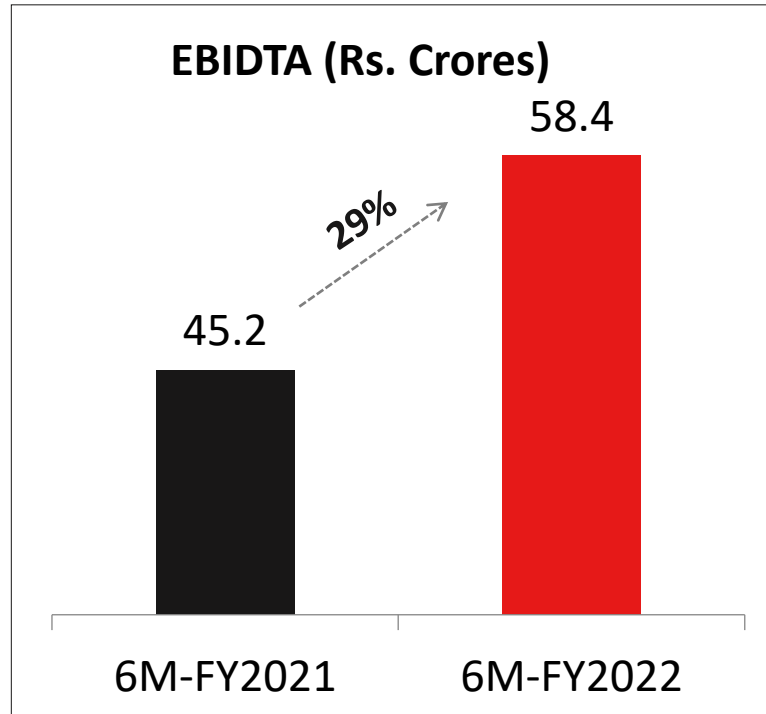
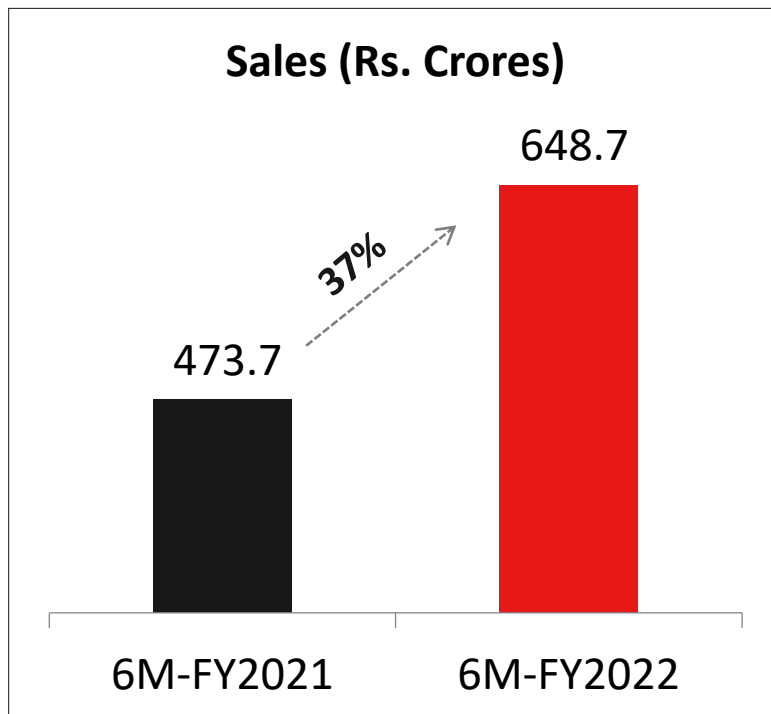
The Indian Ceramic Industry has grown at an exponential rate in recent years as the industry shifts gears, including a continuous shift from unorganised to organised, a shift in product focus with an increasing share of Glazed Vitrified Tiles (GVT) and Polished Glazed Vitrified Tiles (PGVT), increasing global penetration of large slabs, and the implementation of best-in-class technology and innovation to manufacture products suitable for global markets. The response for our newer products have been quite encouraging and we will always look after new opportunities to expand. We continue to enhance our position in the international markets, and currently export to 100 countries. On a long-term basis, the Company intends to improve operational efficiencies and profit margins by reducing costs and increasing efficiencies.

Q2FY2022 CONSOLIDATED PERFORMANCE HIGHLIGHTS



* This includes extra-ordinary income from sale of Investment in Astron Paper Limited of Rs. 38.01 crores

6M-FY2022 CONSOLIDATED PERFORMANCE HIGHLIGHTS



* This includes extra-ordinary income from sale of Investment in Astron Paper Limited of Rs. 38.01 crores

AGL – CONSOLIDATED PROFIT & LOSS FOR Q2FY2022



Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	Q2FY21	Q2FY22	YoY	Q2FY21	Q2FY22	YoY
Sales	344.3	375.8	9%	277.6	315.4	14%
Other Income	0.4	0.0		0.0	0.0	
Total Income from Operations	344.7	375.8	9%	277.7	315.4	14%
COGS	217.5	238.9	10%	190.8	226.0	19%
Gross Profit	127.3	136.8	8%	87.0	89.4	3%
Gross Margin %	37%	36%		31%	28%	
Employee benefits Exps.	25.7	29.3	14%	18.9	21.6	14%
Power & Fuel	31.1	42.0	35%	16.4	19.5	19%
Other Expenses	28.7	32.1	12%	20.3	24.6	21%
EBITDA	41.8	33.5	-20%	31.3	23.7	-24%
EBITDA Margin	12%	9%		11%	8%	
Depreciation	7.3	7.7	6%	4.5	4.4	-2%
EBIT	34.5	63.8	85%	26.8	57.3	114%
EBIT Margin	10%	17%		10%	18%	
Other Income	0.0	0.3		0.0	0.2	
Finance Cost	8.4	5.8	-31%	3.6	1.3	-63%
PBT	26.1	58.3	123%	23.2	56.2	142%
PBT Margin	8%	16%		8%	18%	
Tax Expenses	5.7	4.3	-26%	5.0	4.1	-18%
Net Profit	20.4	54.0*	165%	18.2	52.0	186%
Net Profit Margin	6%	14%		7%	16%	
Minority Interest	0.3	0.3		-	-	
Associate / JV	-0.2	0.2		-	-	
OCI	-0.1	-0.1		-0.1	0.1	
Total Comprehensive Income	19.8	53.8	171%	18.1	52.1	187%

* This includes extra-ordinary income from sale of Investment in Astron Paper Limited of Rs. 38.01 crores

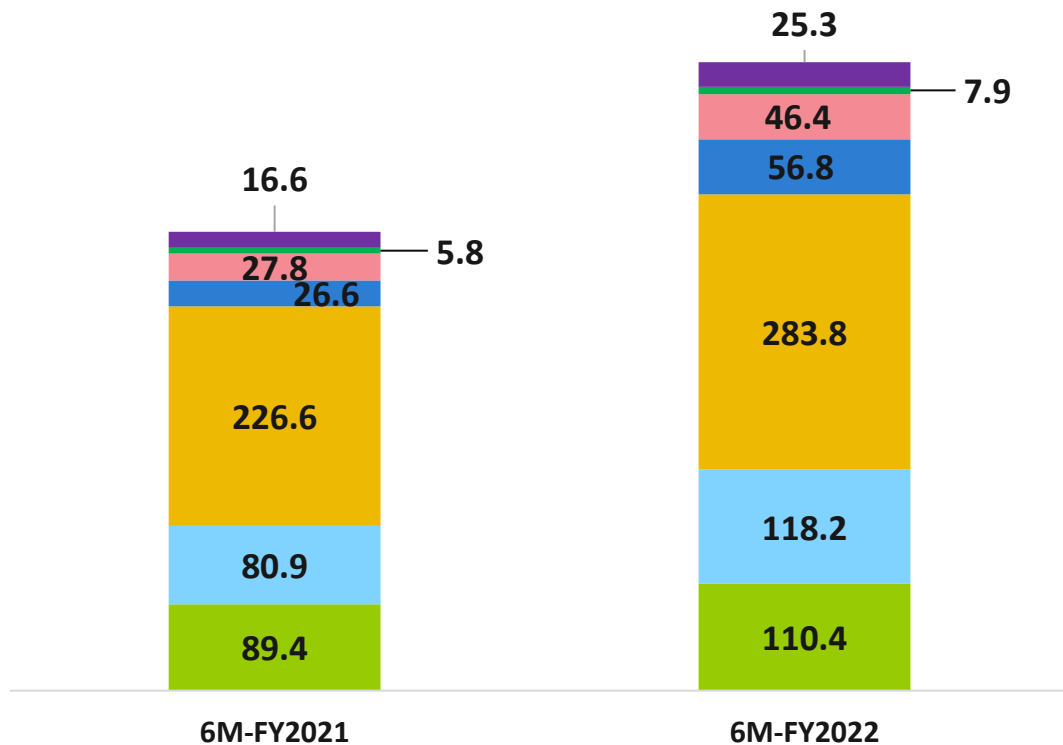
AGL – CONSOLIDATED PROFIT & LOSS FOR H1FY2022



Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	6M-FY2021	6M-FY2022	YoY	6M-FY2021	6M-FY2022	YoY
Sales	473.7	648.7	37%	389.4	552.8	42%
Other Income	0.0	0.0		0.0	0.0	
Total Income from Operations	473.7	648.7	37%	389.5	552.8	42%
COGS	309.0	407.5	32%	276.0	391.8	42%
Gross Profit	164.8	241.2	46%	113.5	160.9	42%
Gross Margin %	35%	37%		29%	29%	
Employee benefits Exps.	42.1	54.1	28%	31.8	40.3	27%
Power & Fuel	37.3	70.0	88%	19.6	35.4	80%
Other Expenses	40.2	58.7	46%	29.1	45.4	56%
EBITDA	45.2	58.4	29%	33.0	39.9	21%
EBITDA Margin	10%	9%		8%	7%	
Depreciation	14.8	14.9	1%	9.5	8.8	-7%
EBIT	30.3	81.5	169%	23.5	69.1	194%
EBIT Margin	6%	13%		6%	13%	
Other Income	0.6	1.0		0.1	0.3	
Finance Cost	16.7	12.5	-25%	7.6	3.2	-57%
PBT	14.3	70.0	391%	16.0	66.2	313%
PBT Margin	3%	11%		4%	12%	
Tax Expenses	2.7	8.0	198%	3.2	7.2	128%
Net Profit	11.6	62.1*	435%	12.9	59.0	358%
Net Profit Margin	2%	10%		3%	11%	
Minority Interest	-0.7	0.5		-	-	
Associate / JV	0.1	0.5		-	-	
OCI	-0.1	-0.0		-0.1	0.1	
Total Comprehensive Income	12.3	62.1	404%	12.8	59.1	362%

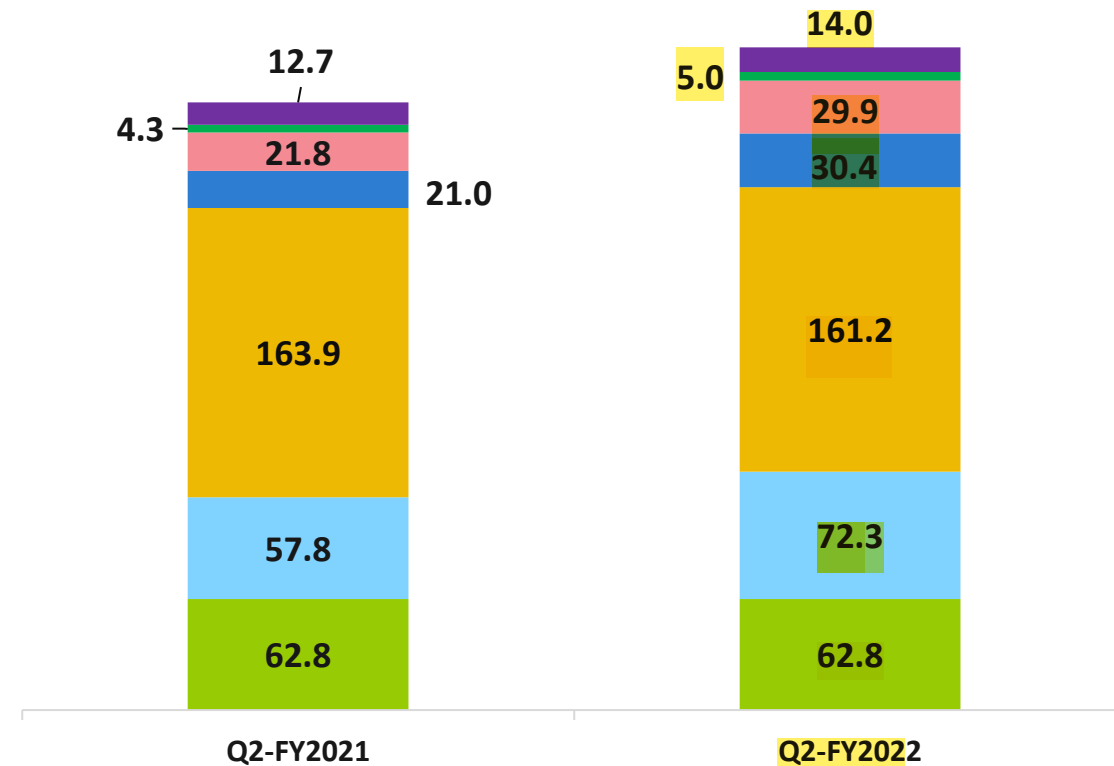
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6M-FY2021 VS 6M-FY2022 (Rs. in Crores)



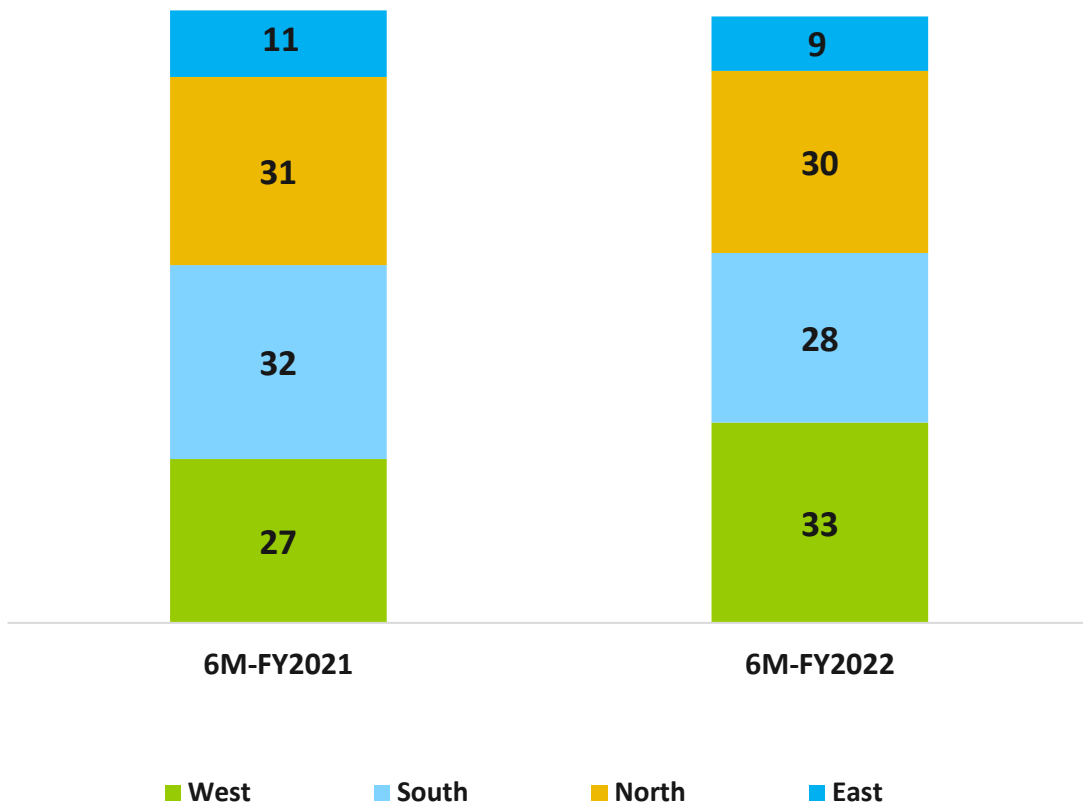
AGL Associate Trading Composite Marble Quartz Slabs Power Grace Others

Q2FY2021 VS Q2FY2022 (Rs. in Crores)

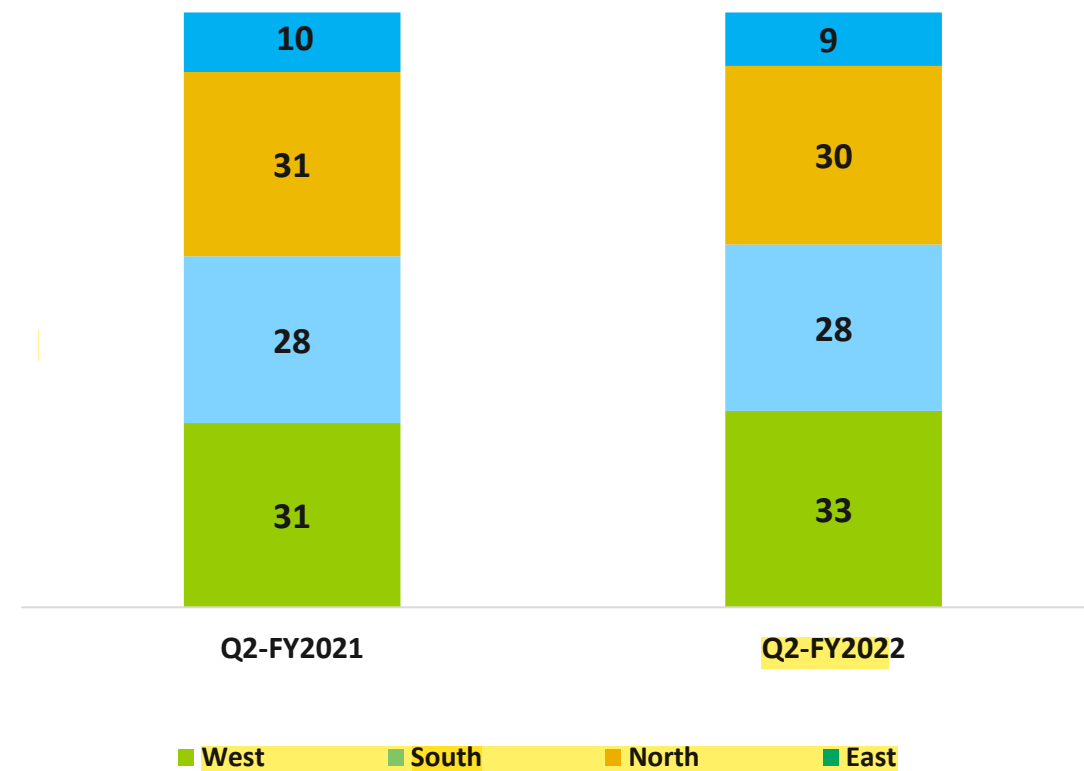


AGL Associate Trading Composite Marble Quartz Slabs Power Grace Others

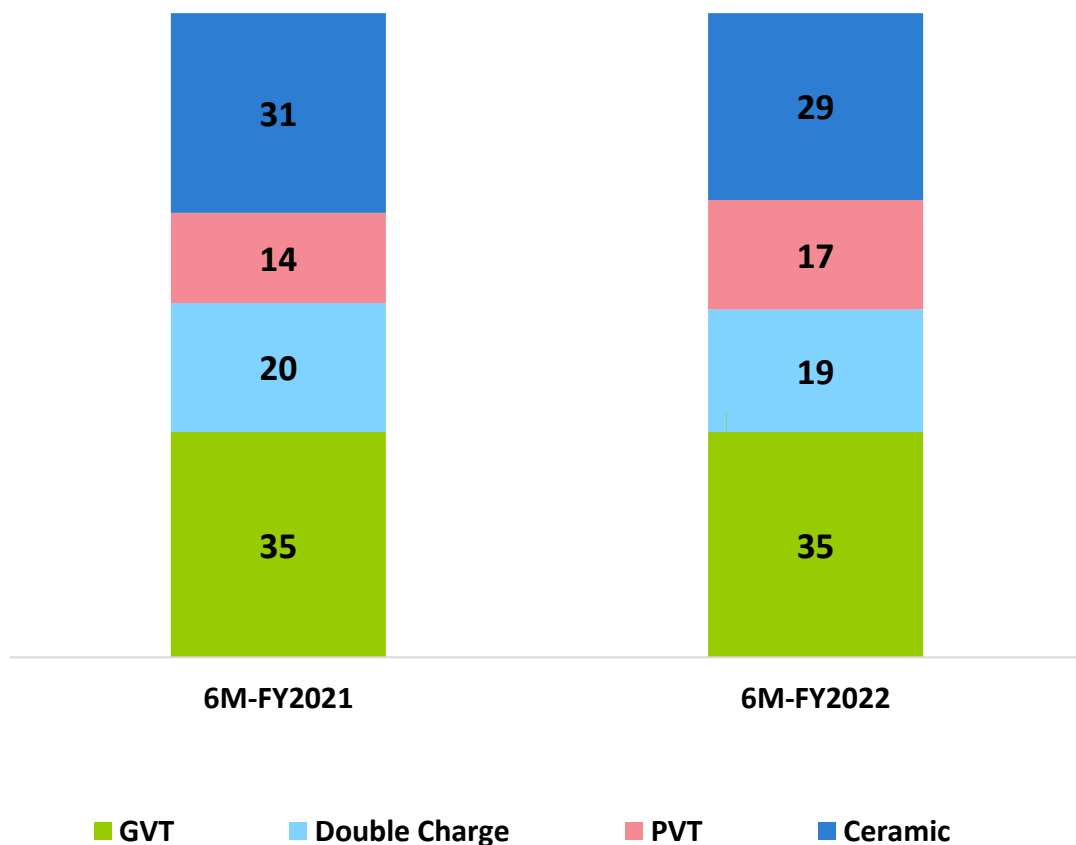
6M-FY2021 vs 6M-FY2022 - 12M (%)



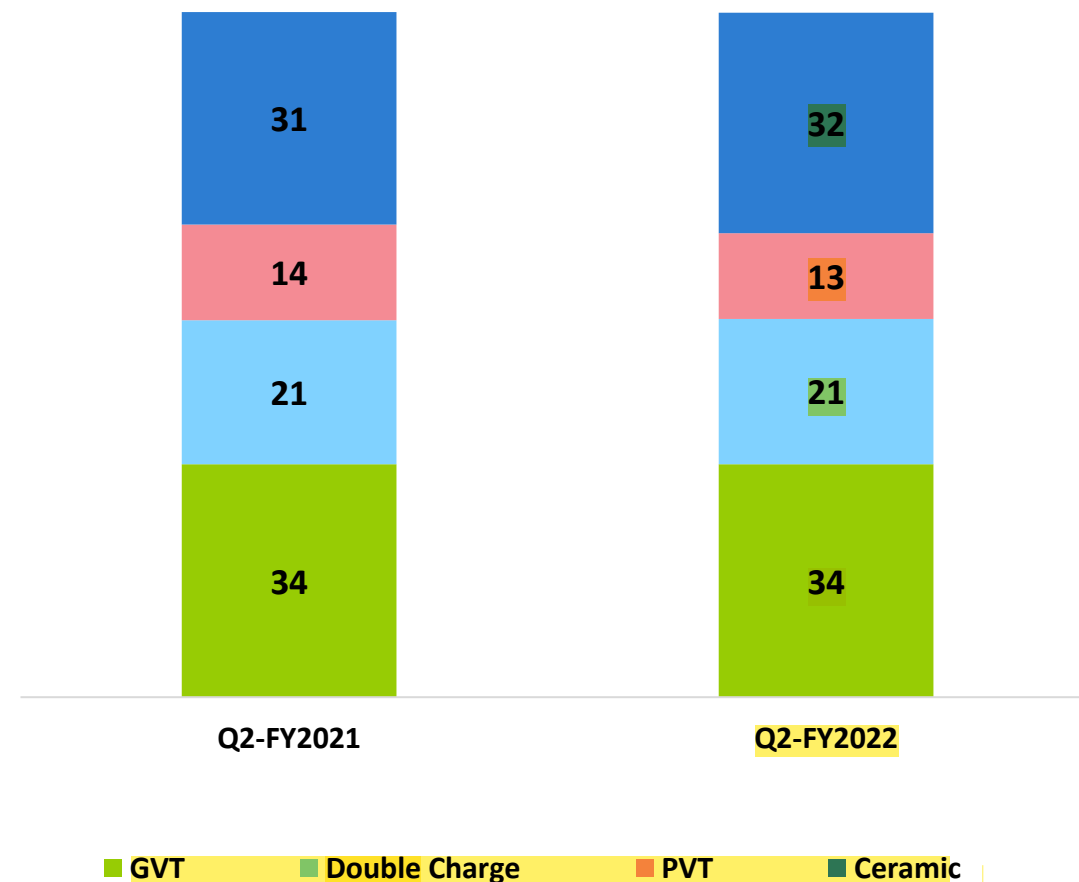
Q2-FY2021 vs Q2-FY2022 BY GEOGRAPHY (%)



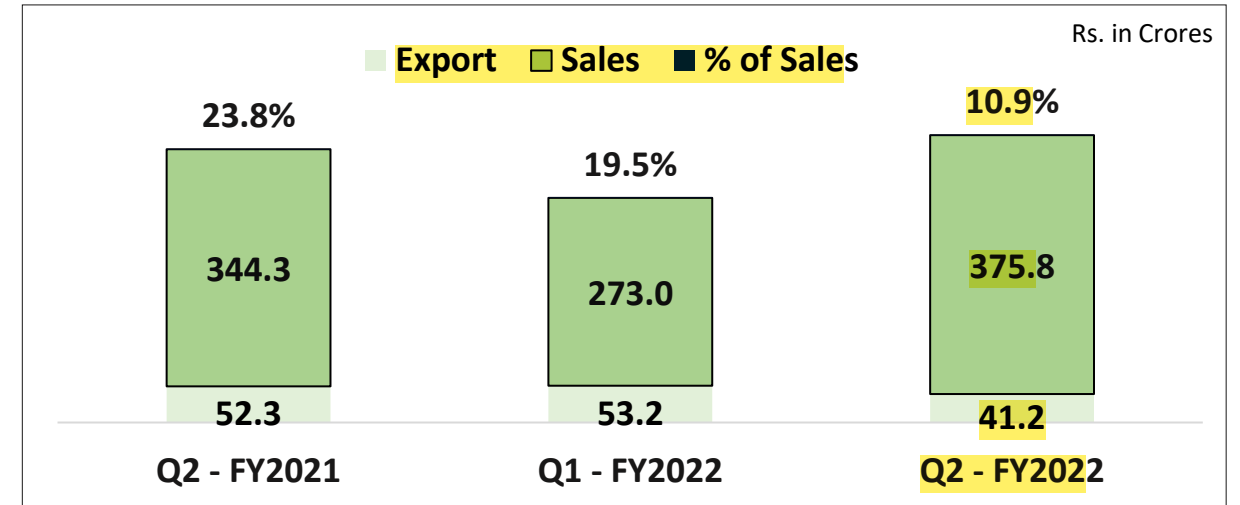
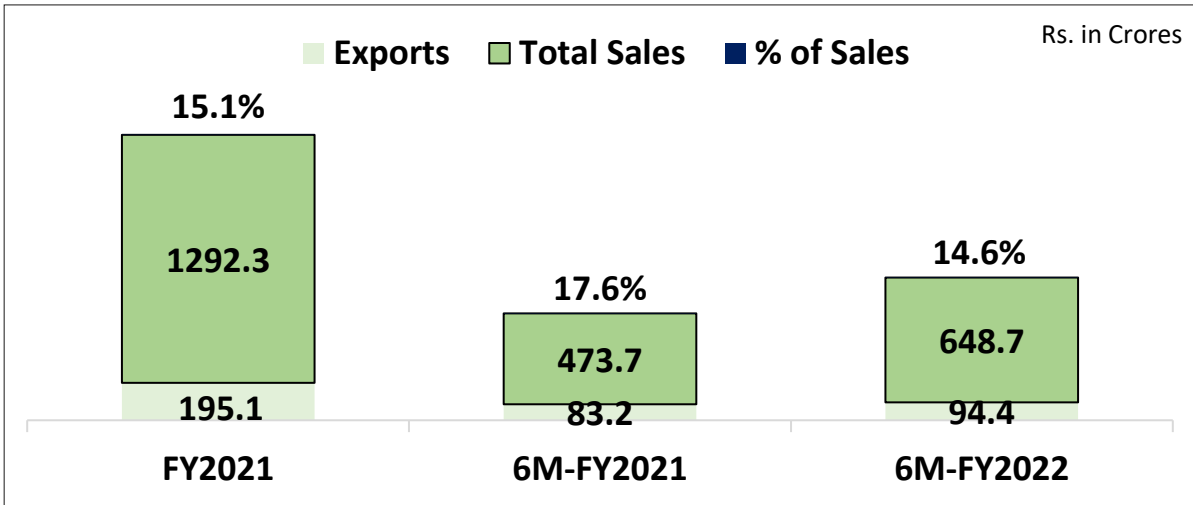
6M-FY2021 vs 6M-FY2022 REVENUE BREAK UP OF TILES %



Q2-FY2021 vs Q2-FY2022 REVENUE BREAK UP OF TILES %



AGL - CONSOLIDATED EXPORTS AS PERCENTAGE OF SALES

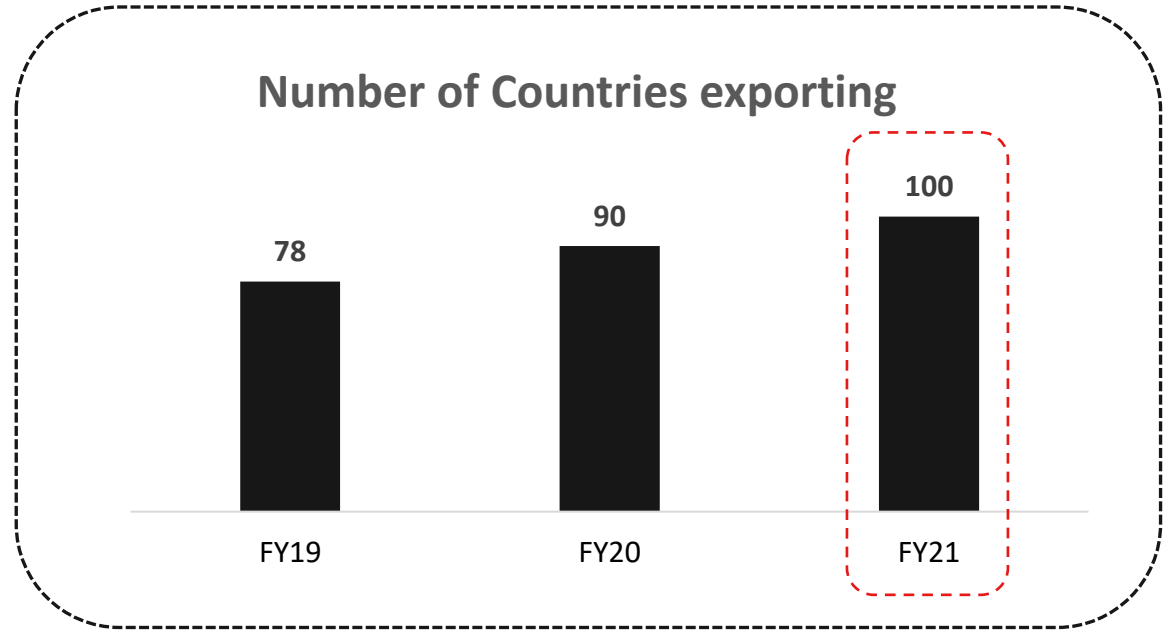
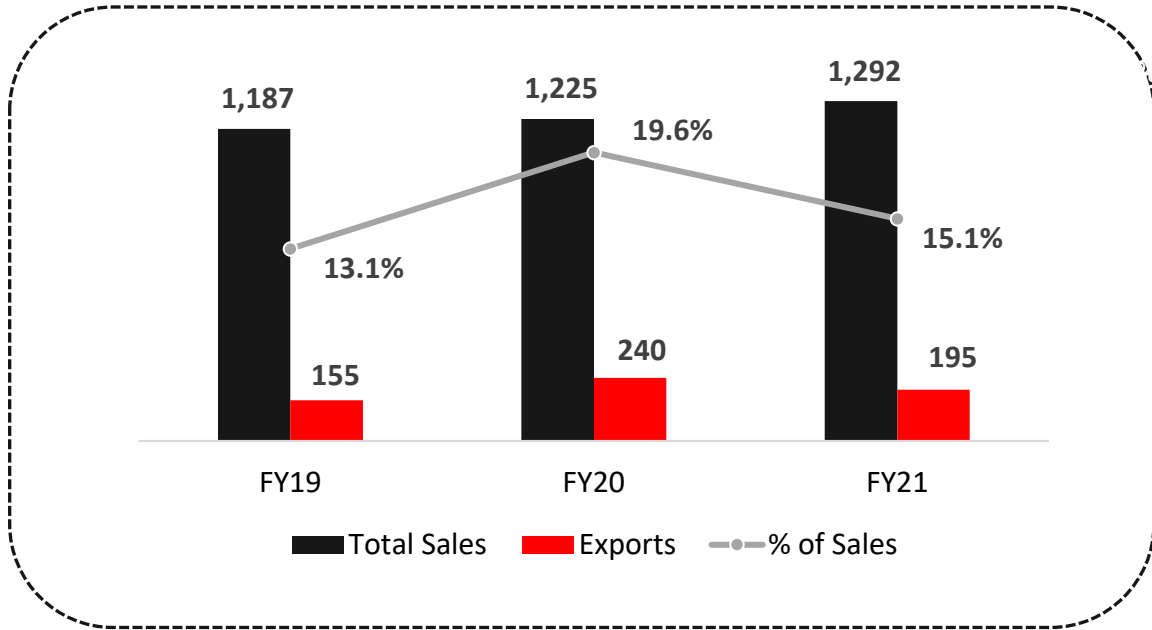


EXPORTS AS PERCENTAGE OF SALES

- Company has reported very strong growth in export sales in FY2021 in spite of Q1FY21 which washed out due to lock down. Currently company is exporting to more than 100 countries against 90 countries last year. We see strong demand for Indian Tiles and it will continue to grow in coming years.
- For the FY21, AGL consolidated achieved Exports growth of 15 percent of Total Sales of Rs. 1,292 Crores. For Q2FY22 the exports stood at Rs. 41.2 crores as compared to Rs. 52.3 crores in Q2FY21. The export business in the current quarter was impacted as a result of Covid-19 and shortage of containers and freight cost wild fluctuations.
- World is now looking at Indian Tiles manufacturers as a substitute of Chinese tiles, where Indian manufacturers can provide consistent quality with innovative design and benchmarked product. Hence India can replace China as long term consistent partner in terms of Quantity, Design, Service along with Quality with Pricing.

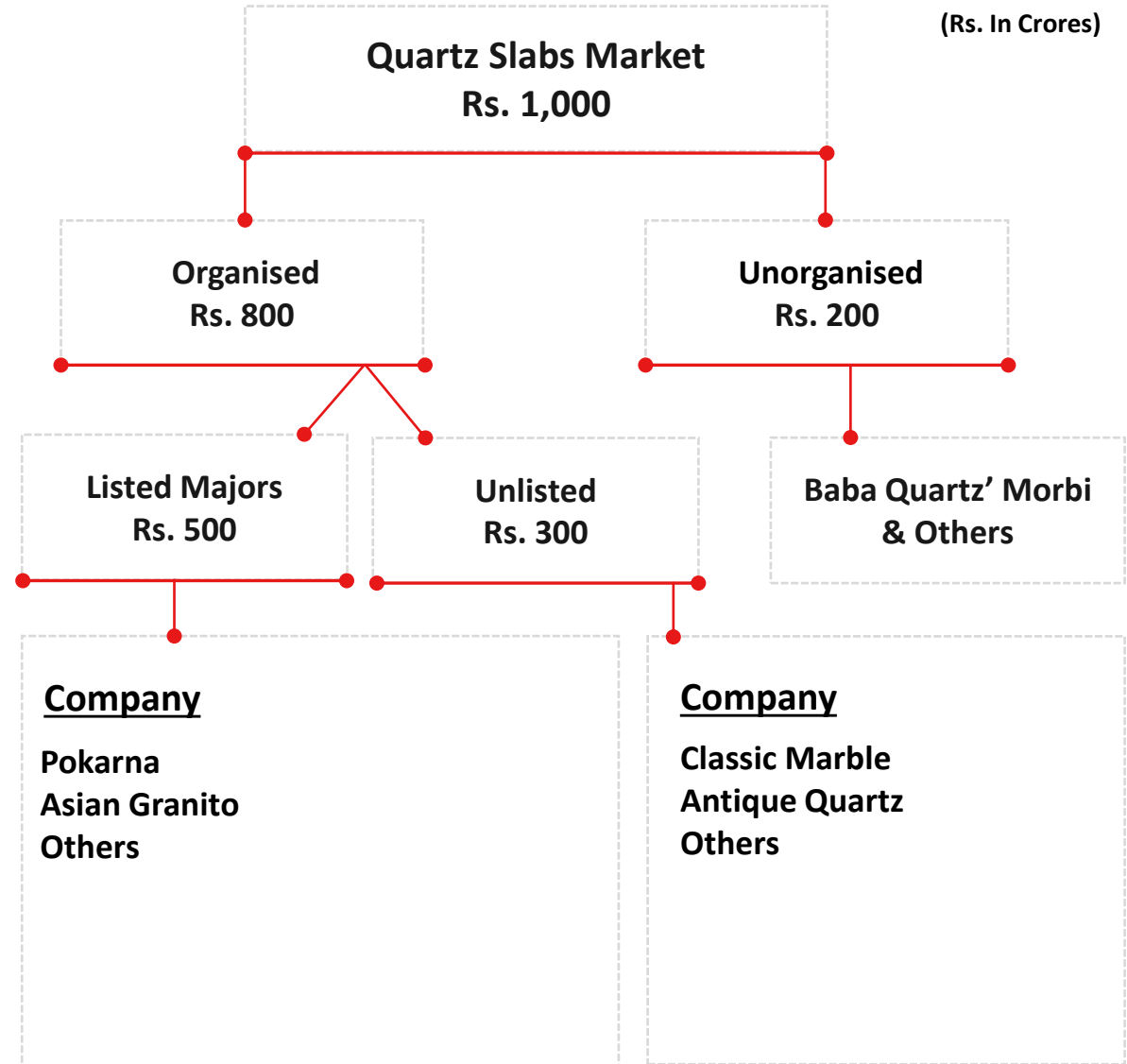
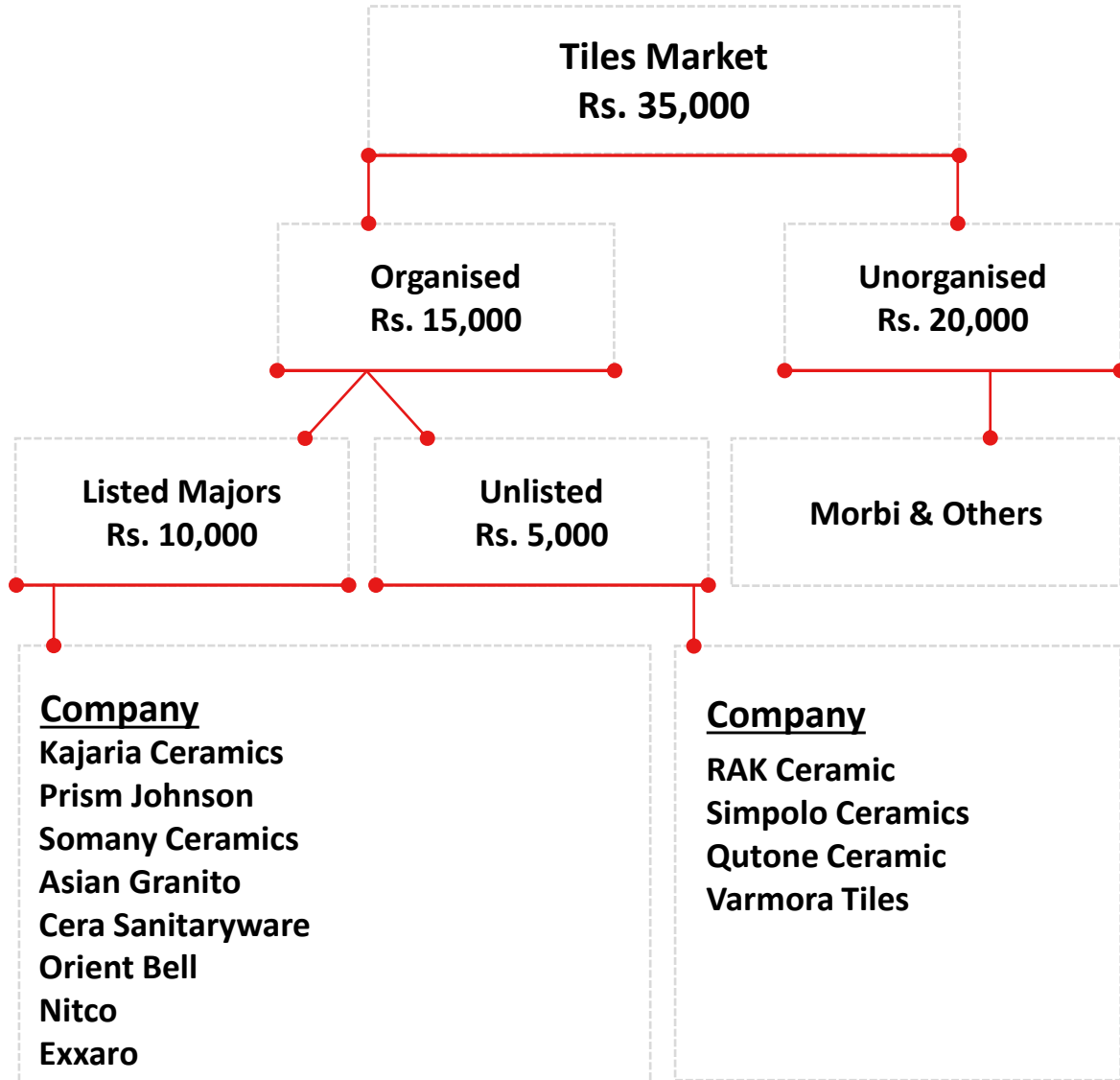


EXPORTS PAVING THE WAY...



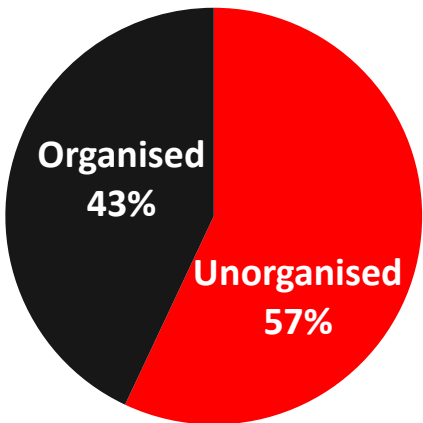
Asian Granito India Ltd exports spread across an ever growing network of more than 100 countries. Trading along the pathway, AGL has spread its wings ahead to deliver its best product globally. Asian Granito India Limited is looking forward to expand its global footprints to 120 countries in the near future.

(Rs. In Crores)

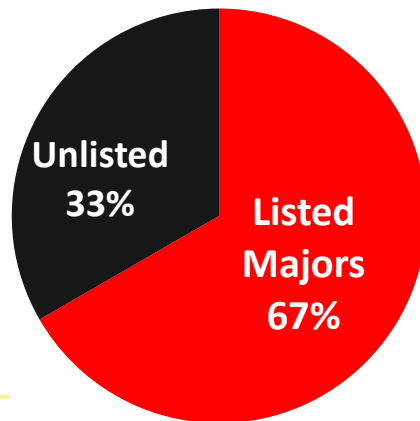




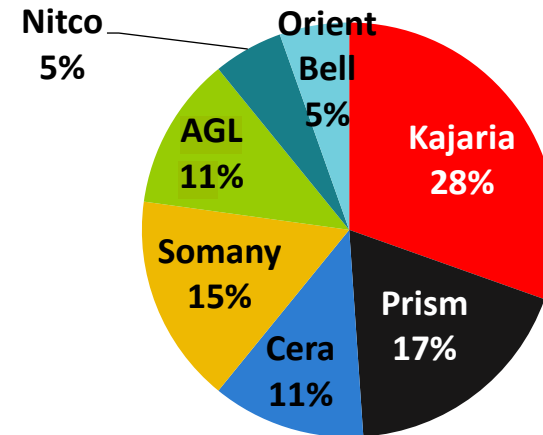
Tiles Market Share Percentage



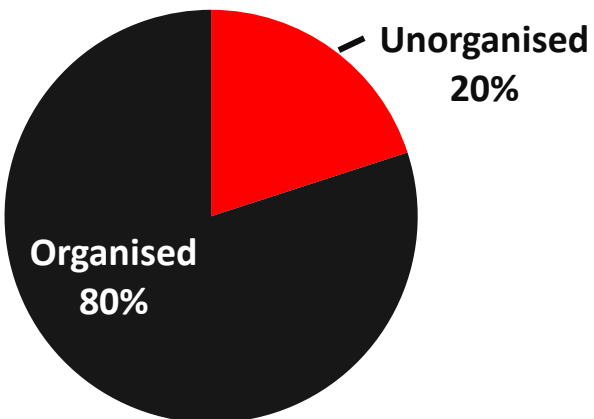
Tiles Organised Market Share Percentage



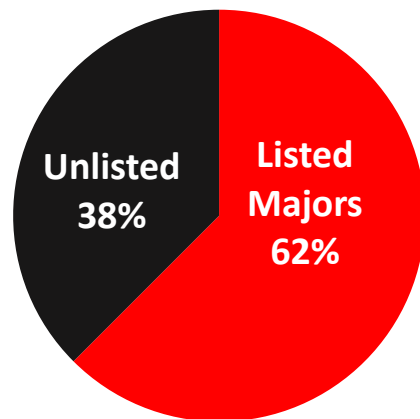
Tiles Listed Majors Market Share Percentage



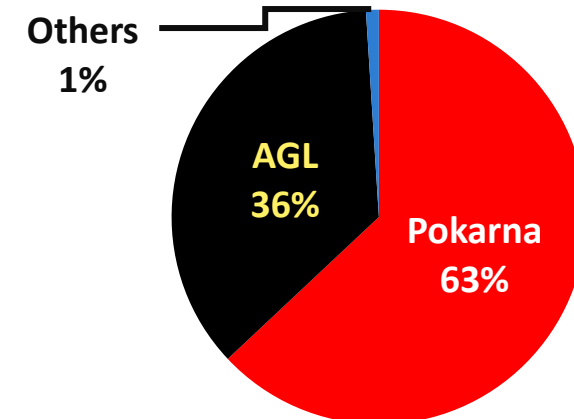
Quartz Slabs Market Share Percentage



Quartz Slabs Organised Market Share Percentage

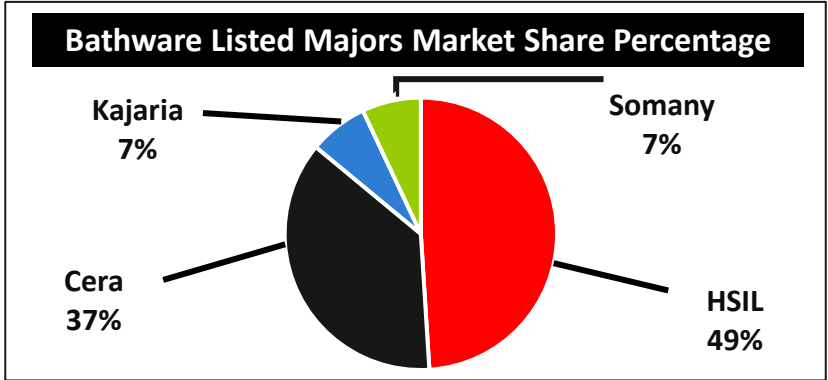
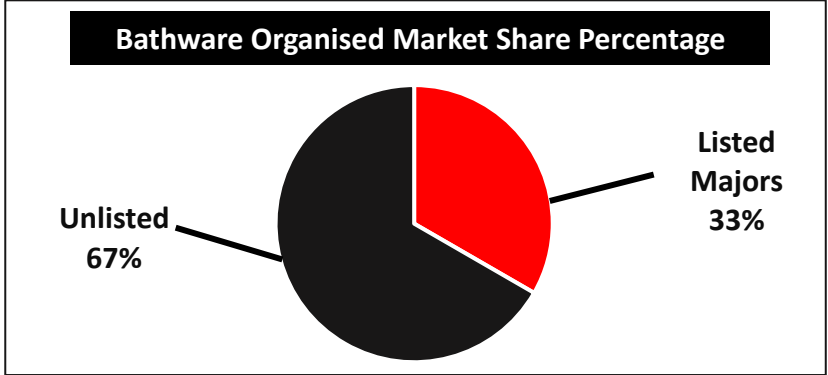
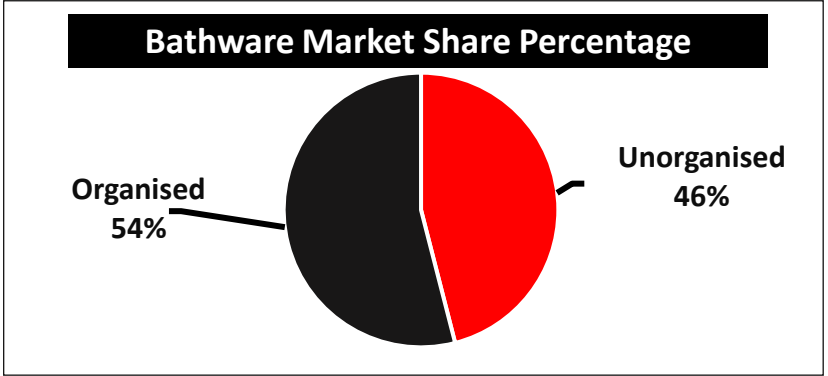
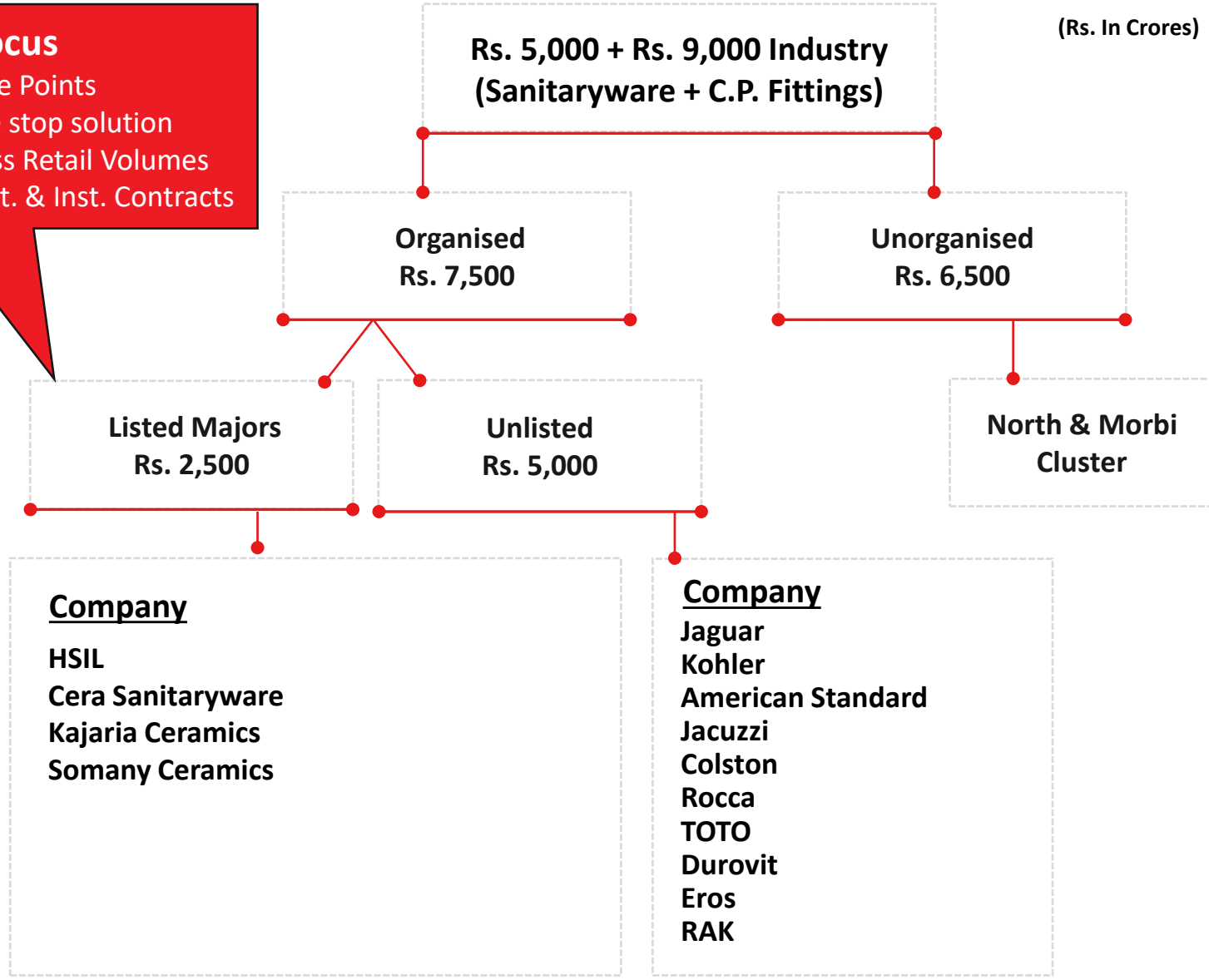


Quartz Slabs Listed Majors Market Share Percentage



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

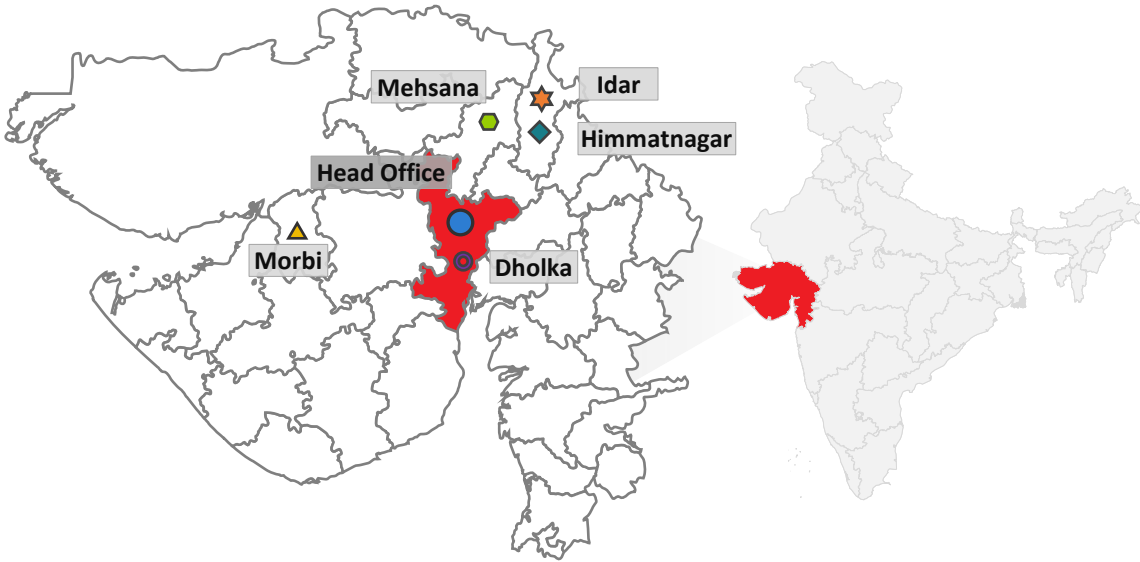


AGL – PLANT LOCATIONS



Beautiful Life

Ahmedabad Head Office



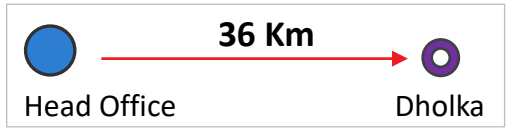
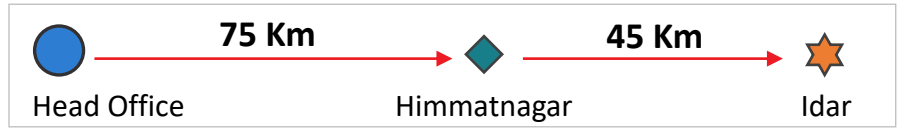
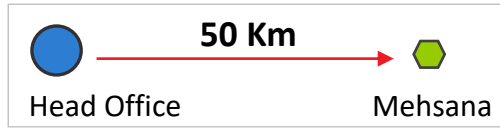
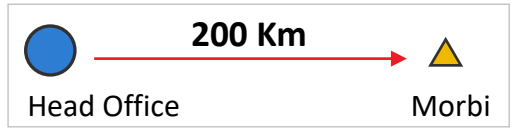
Morbi
 Number of Plants – 2
 Gas Price – Rs. 41/SCM
 Consumption - 10.4 Million SCM/P.A.

Dholka
 Number of Plants – 1
 Gas Price-Rs. 12/SCM
 Consumption - 2.5 Million SCM/P.A

Himmatnagar
 Number of Plants – 4
 Gas Price - Rs. 41/SCM
 Consumption – 10.5 Million SCM/P.A

Mehsana
 Number of Plants – 1
 APM-Rs. 6.25/SCM
 Consumption - 14.0 Million SCM/P.A
 Tender Price- Rs. 19/SCM

Idar
 Number of Plants – 1
 Gas Price-Rs. 41/SCM
 Consumption - 2.5 Million SCM/P.A



CAPACITY EXPANSION



Crystal Ceramics Industries Private Limited (where Asian Granito is holding 70% of equity), has completed 12,000 SQMTS/days of Glazed Vitrified Tiles brown field capacity expansion at its Meshana Plant. This capacity addition has **increased total capacity of Crystal Ceramics to 36,000 SQMTS/day**. Crystal Ceramics is planning to manufacture large format **600X1200 mm GVT tiles** for domestic and export market with this expansion.

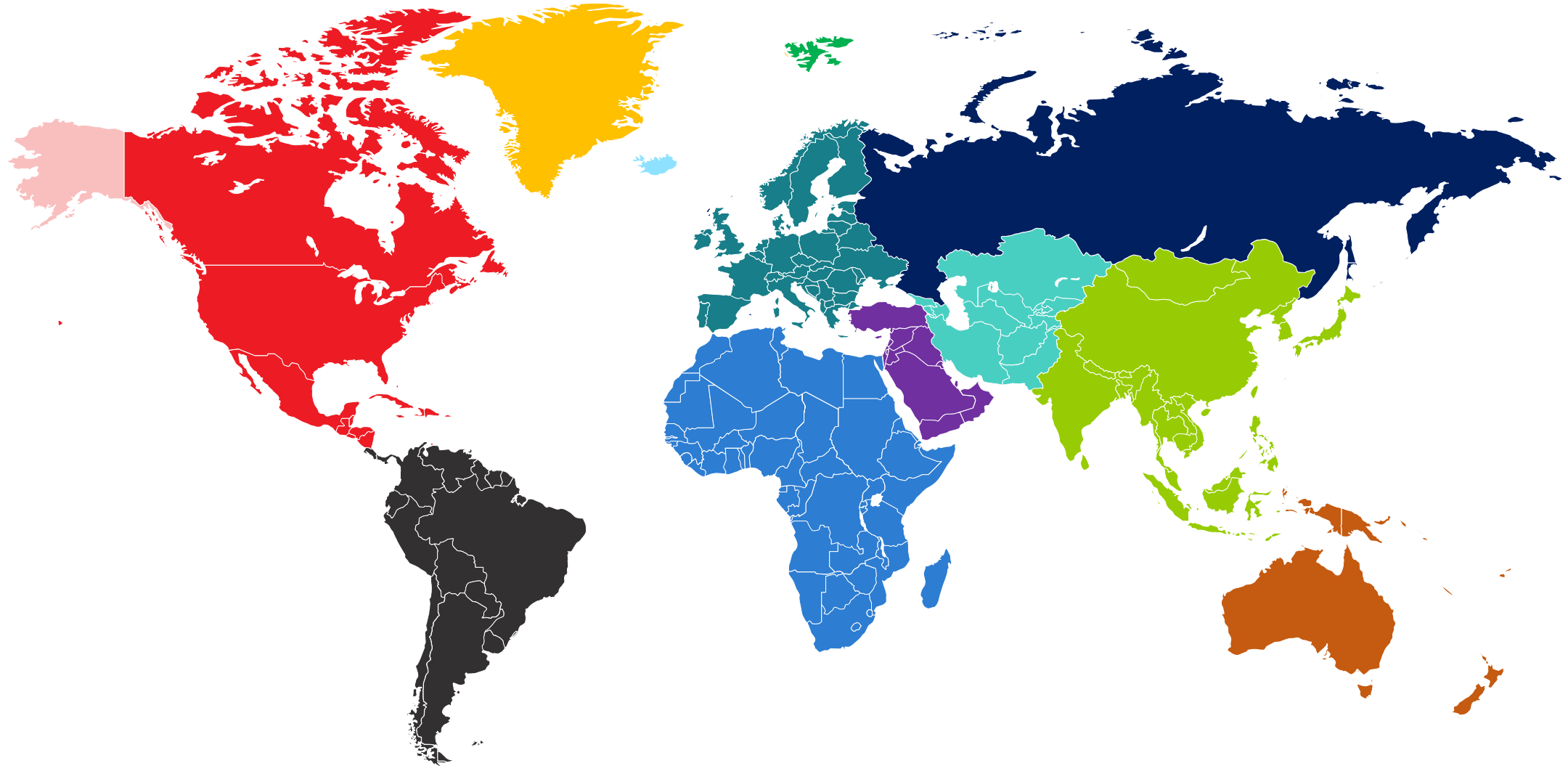
The strategic brownfield expansion was planned keeping in mind low cost natural gas benefit at Crystal Ceramics, which helps company to further reduce its manufacturing cost.

The capacity addition of 12,000 SQMTS/day has resulted in turnover of Rs. 67 Crores in Q2FY22

With this capacity expansion ASIAN Granito on a consolidated basis will further improve its market share in domestic and export market.



GLOBAL FOOTPRINTS ACROSS ~100 COUNTRIES

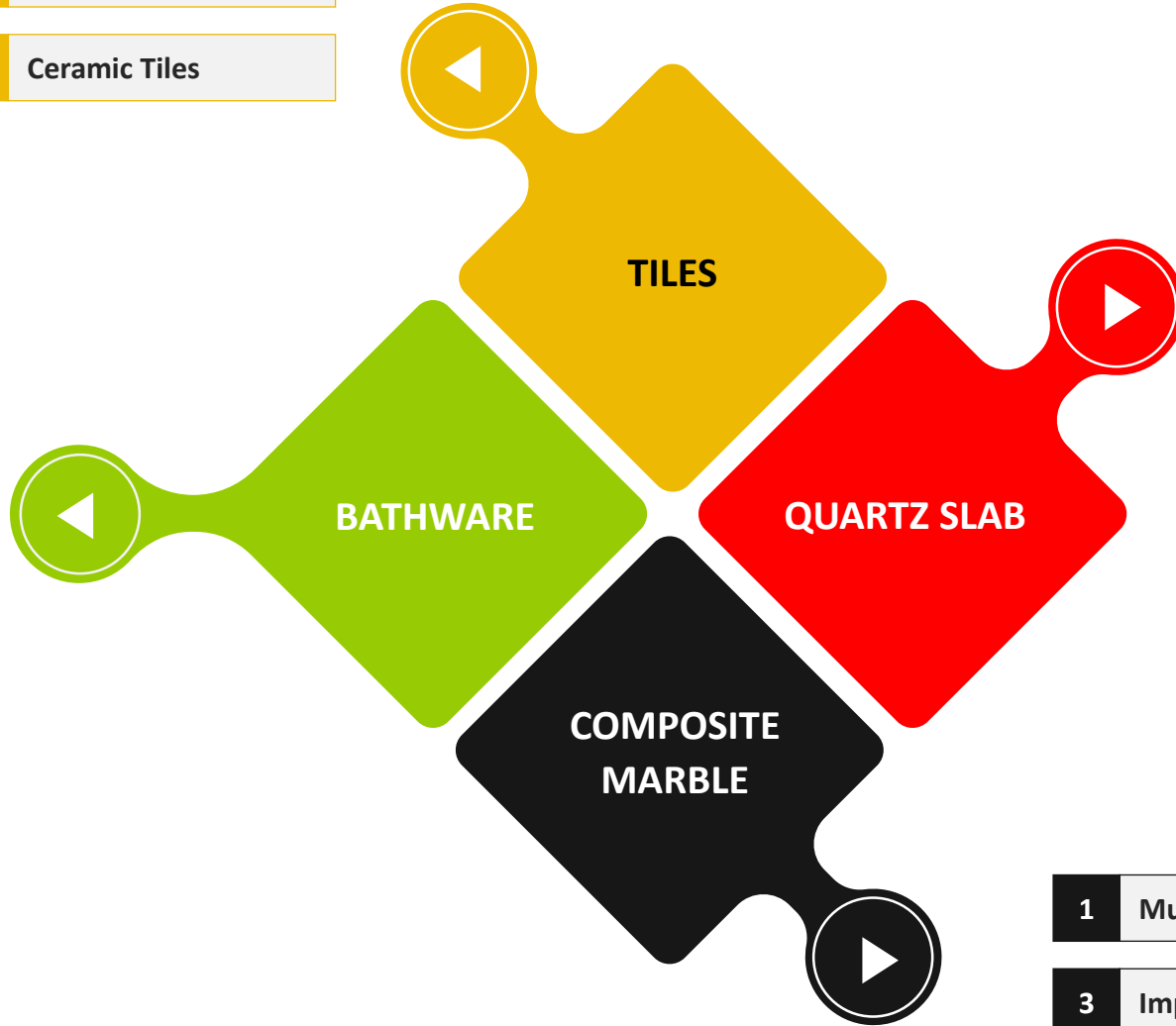




AGL – PRODUCT PORTFOLIO



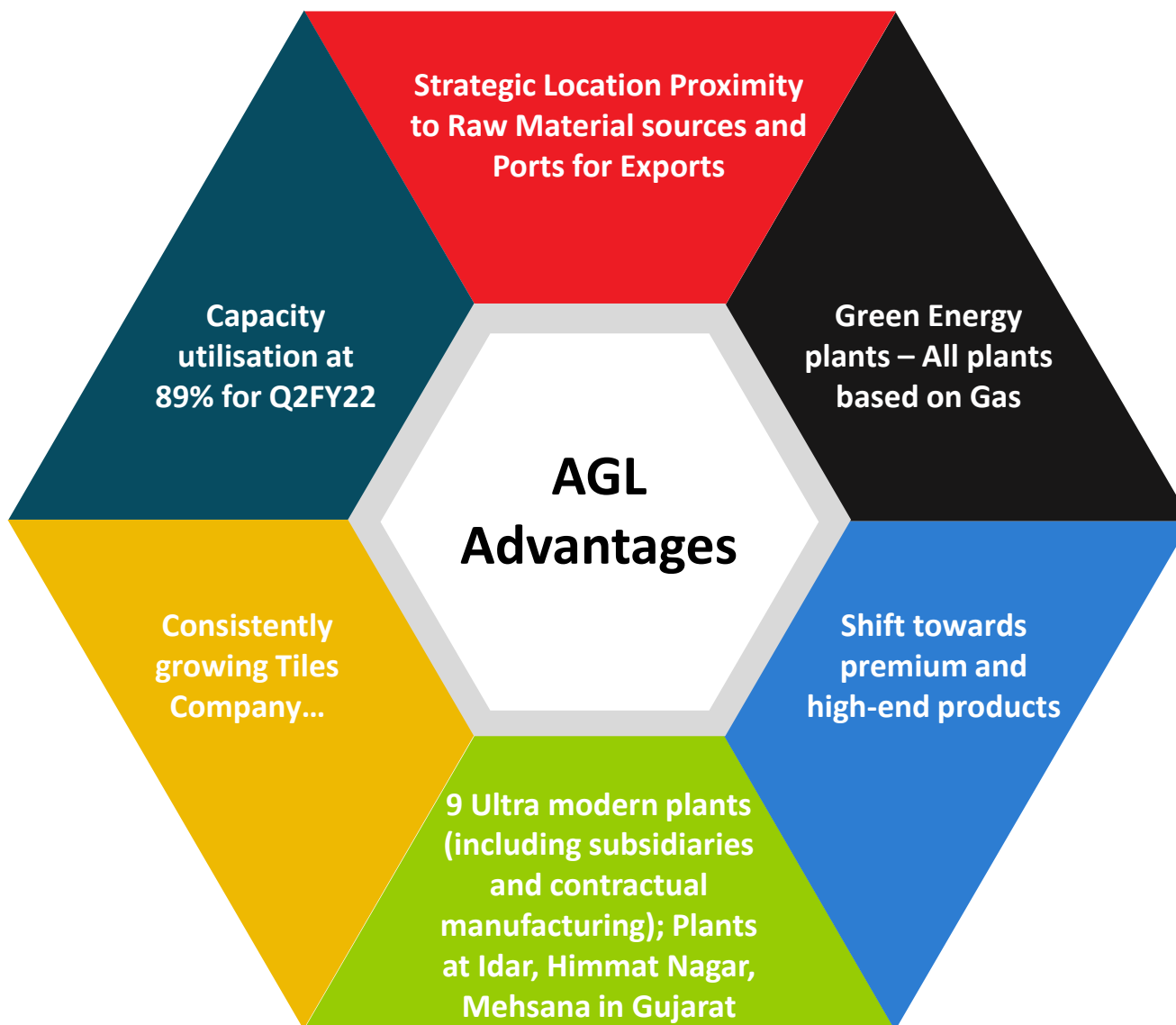
- 1** Glaze Vitrified Tiles
- 2** Double Charged
- 3** Polished Vitrified Tiles
- 4** Ceramic Tiles



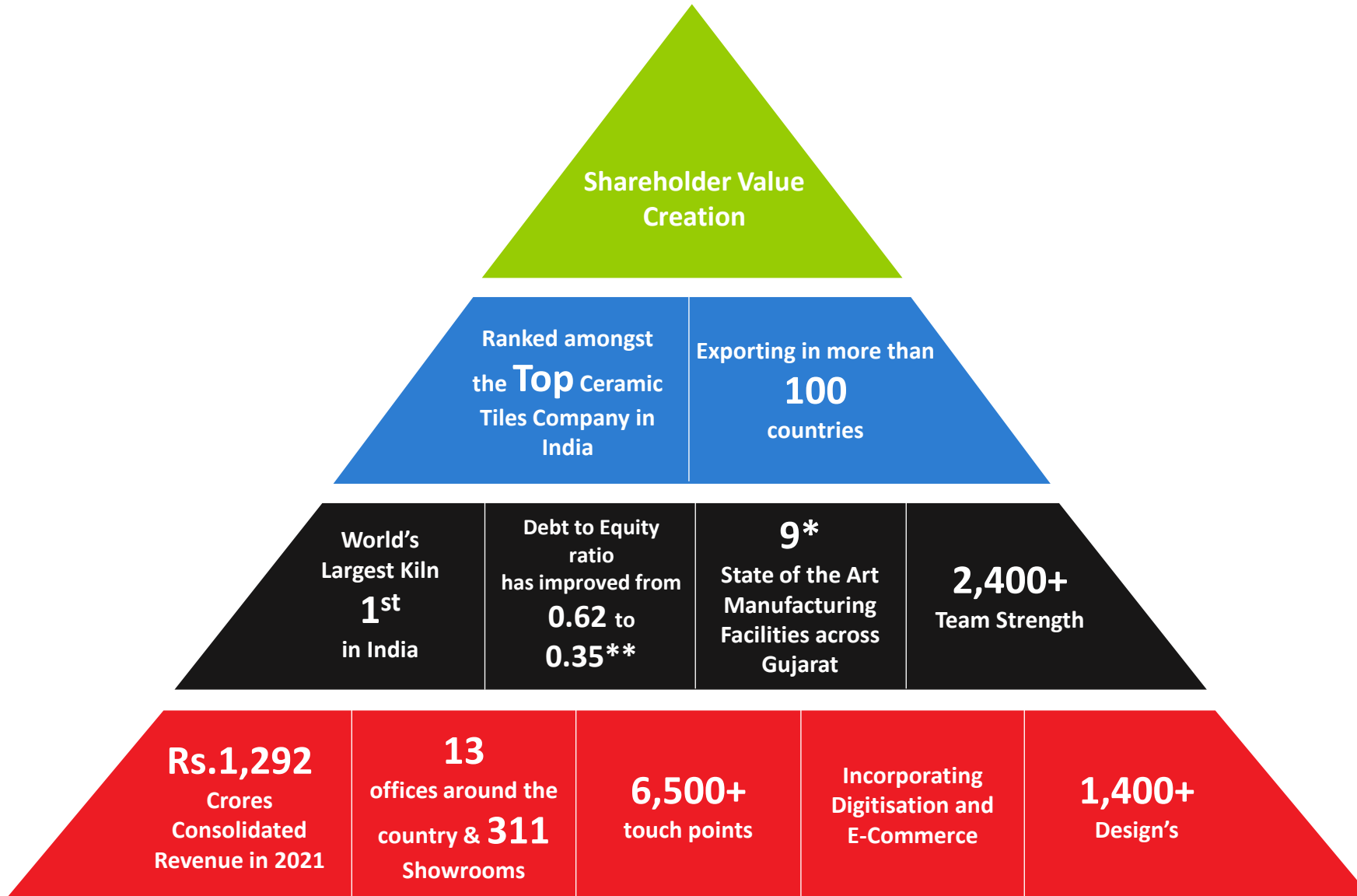
- 1** Sanitaryware
- 2** C.P. Fittings

- 1** Multi-Colour Quartz
- 2** E-Stone
- 3** Hard 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	5.28	15-18%
Ceramic Floor	2.64	15-18%
Glaze Vitrified Tiles	10.89	<0.08%
Composite Marble	0.83	Near to zero
Double Charge	3.96	<0.05%
Parking Tiles	2.15	<0.5%
Outsourcing Arrangement	5.94	-
Quartz slab	0.53	Near to zero
Total	32.21	



**This includes two 100% contractual manufacturing plants*

***On a consolidated basis*



The company has recently completed a Rights issue of Rs. 224.64 Crores.



Disinvestment from Aston Paper & Board Mill · Limited, an Associate Company listed on BSE/NSE in which the Company was holding 87,75,000 equity shares (18.87%) in the capacity as one of the promoters of Astron Paper and Board Mill Limited. The proceeds from sale of the said shares has been utilised to meet long term working capital requirement and reducing debt.



The company plans to become debt free in the next 2-3 years on a consolidated basis. On a standalone basis the company has become net debt free.

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**

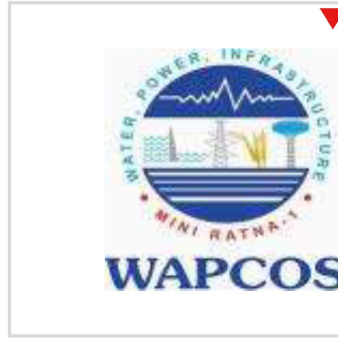
**INTRODUCE 16MM
THICK HEAVY DUTY
VITRIFIED TILES –
GRESTEK
HARDSTONE**

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

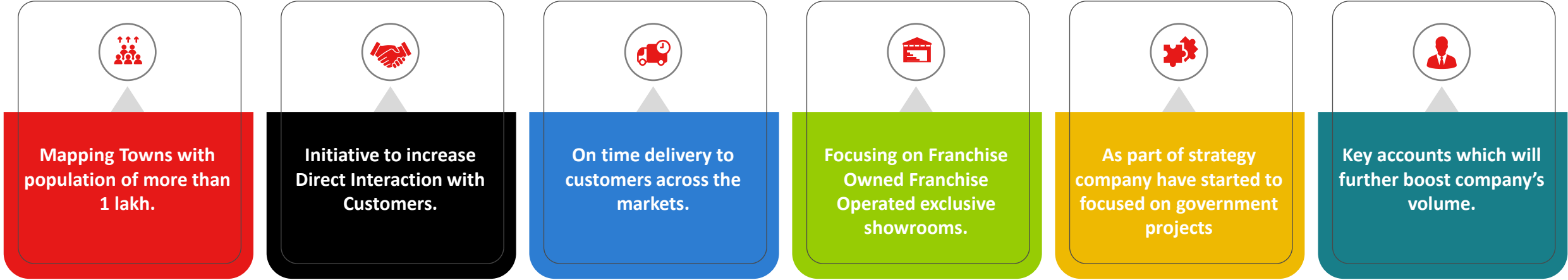
**FIRST TO ESTABLISH
ONLINE VITRIFIED
TECHNOLOGY**



GOVERNMENT PROJECTS

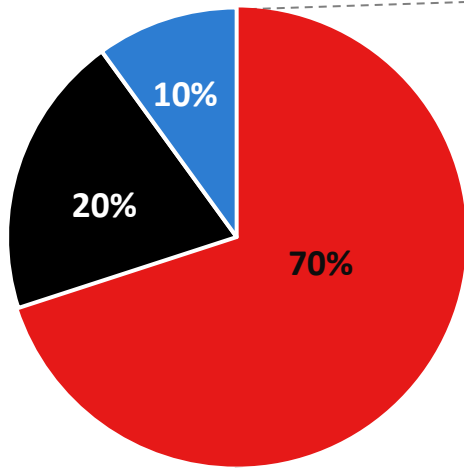


CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C

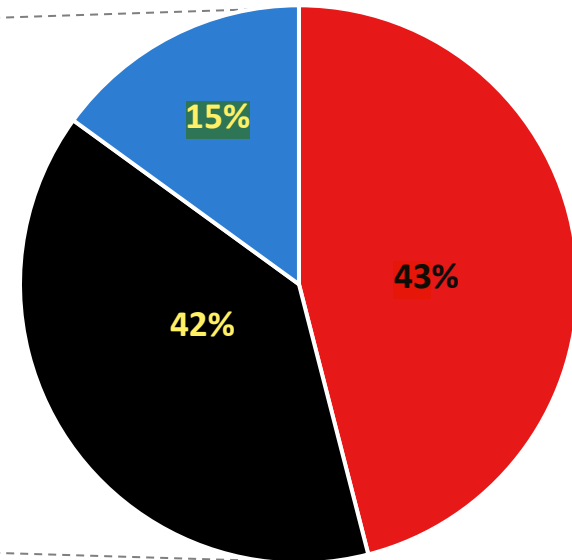


FY2012

FY2021

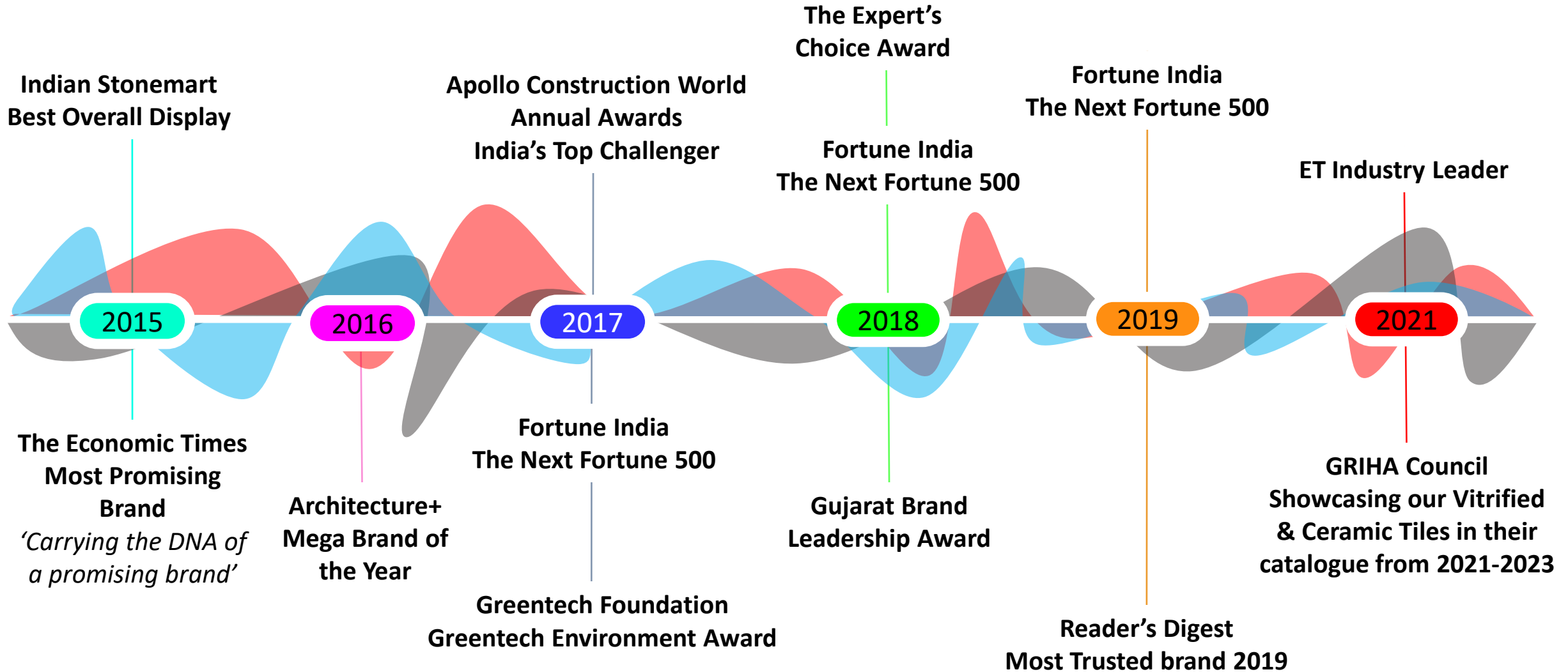


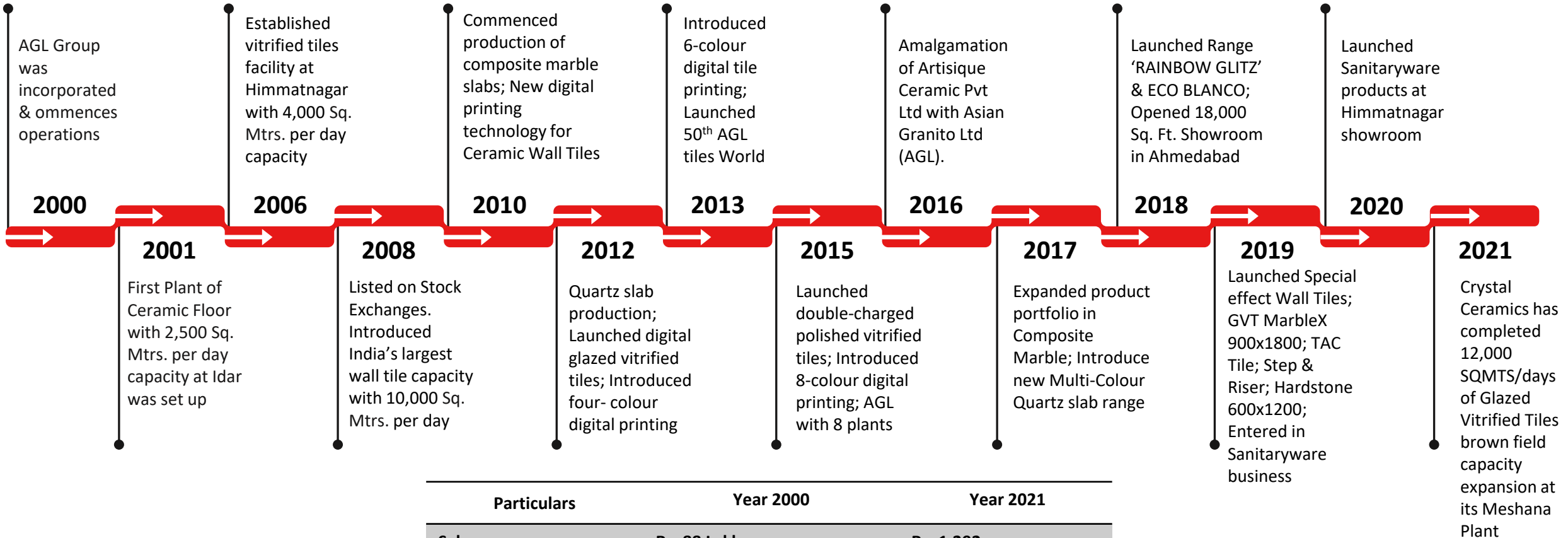
- Institutional (Malls, Commercial Space, Real Estate Developers, Private Airports, Multiplex, Hotels, Clubs)
- Retail (Individual Homes, Offices and Small Shops)
- Government (Govt. & Semi Govt. Like AAI, EIL, CPWD, NBCC etc)





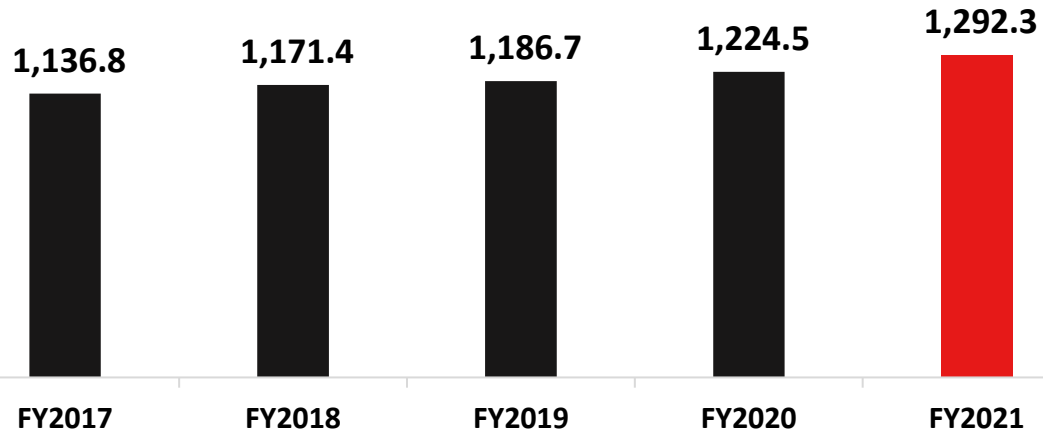
AWARDS & RECOGNITION THROUGH THE YEARS



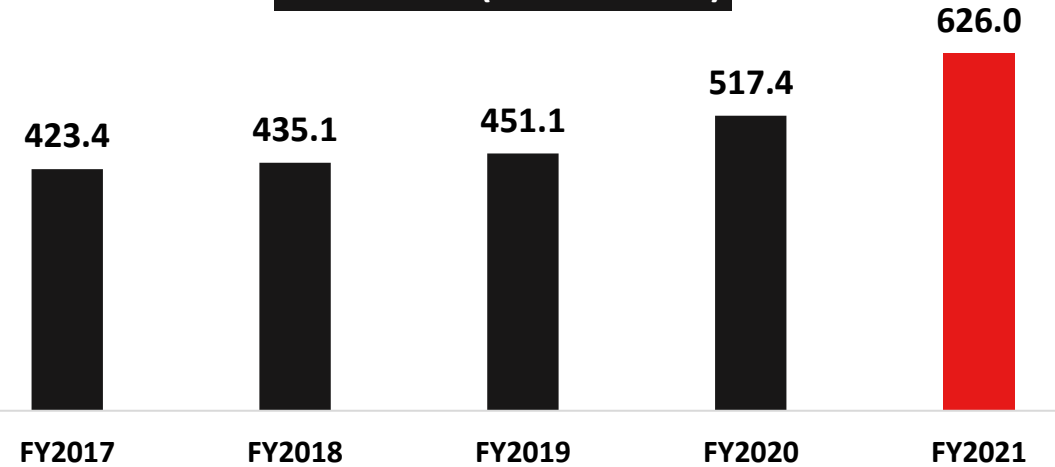


Particulars	Year 2000	Year 2021
Sales	Rs. 88 Lakhs	Rs. 1,292
Capacity	0.83 Million Sq. Mtrs. per annum	32.21 Million Sq. Mtrs. per annum

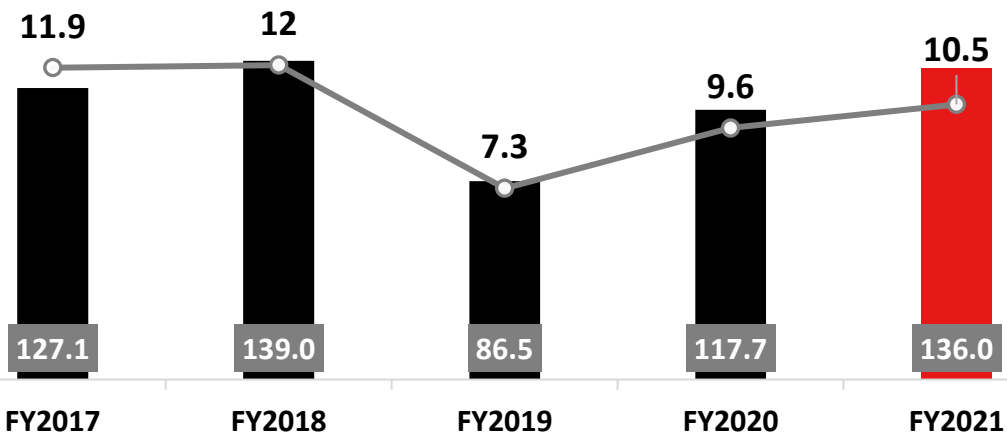
Net Revenue (Rs. in Crores)



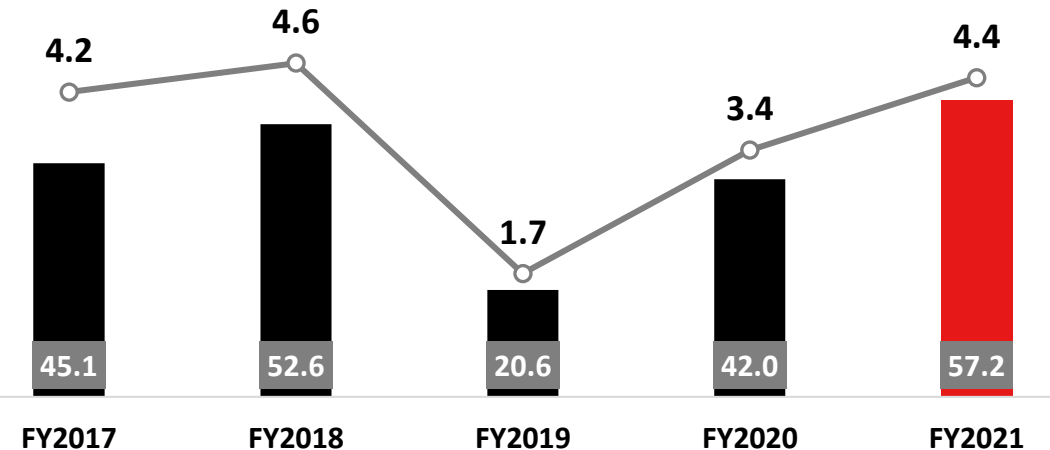
Net Worth (Rs. in Crores)



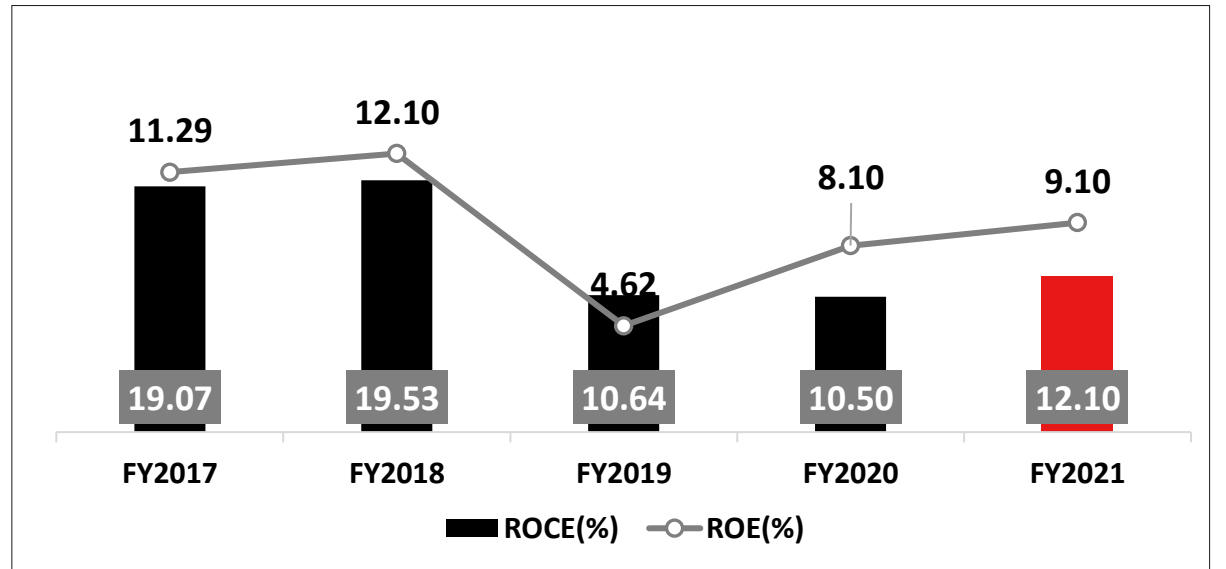
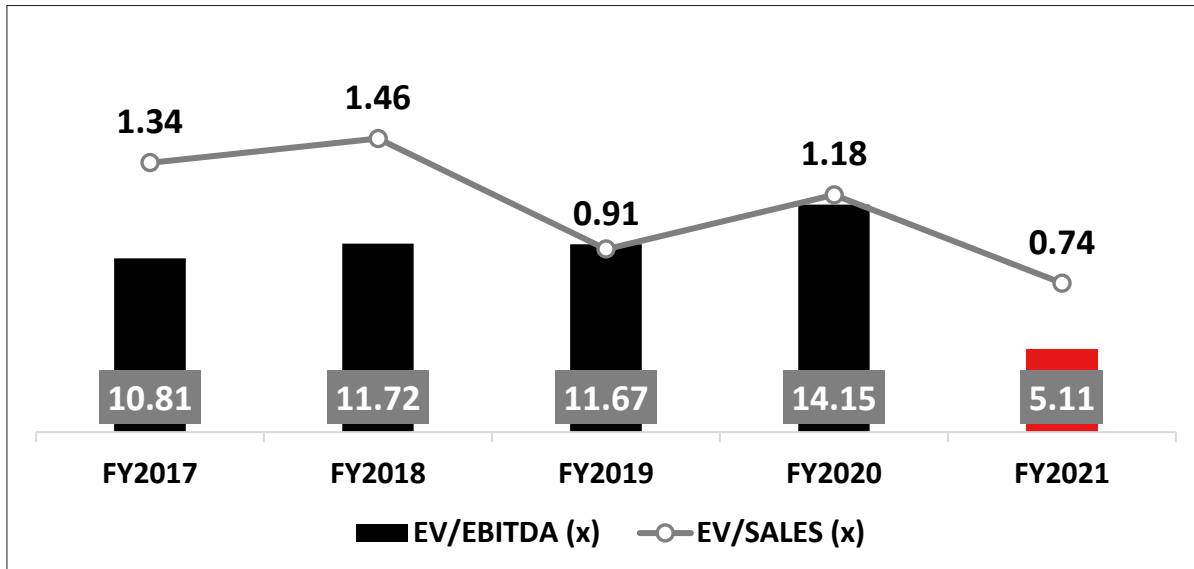
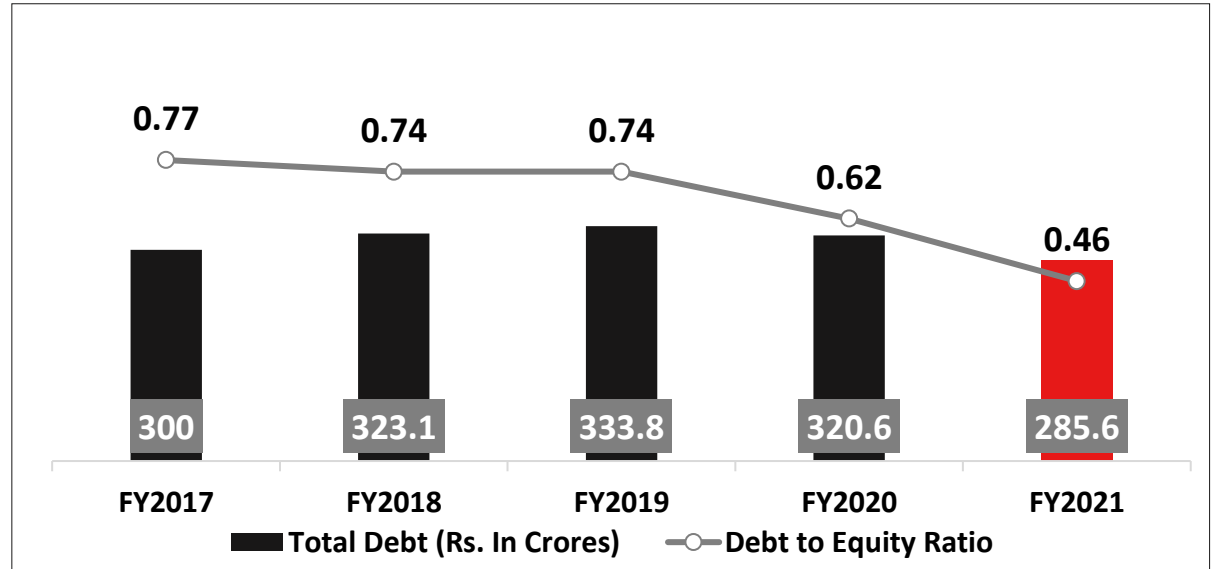
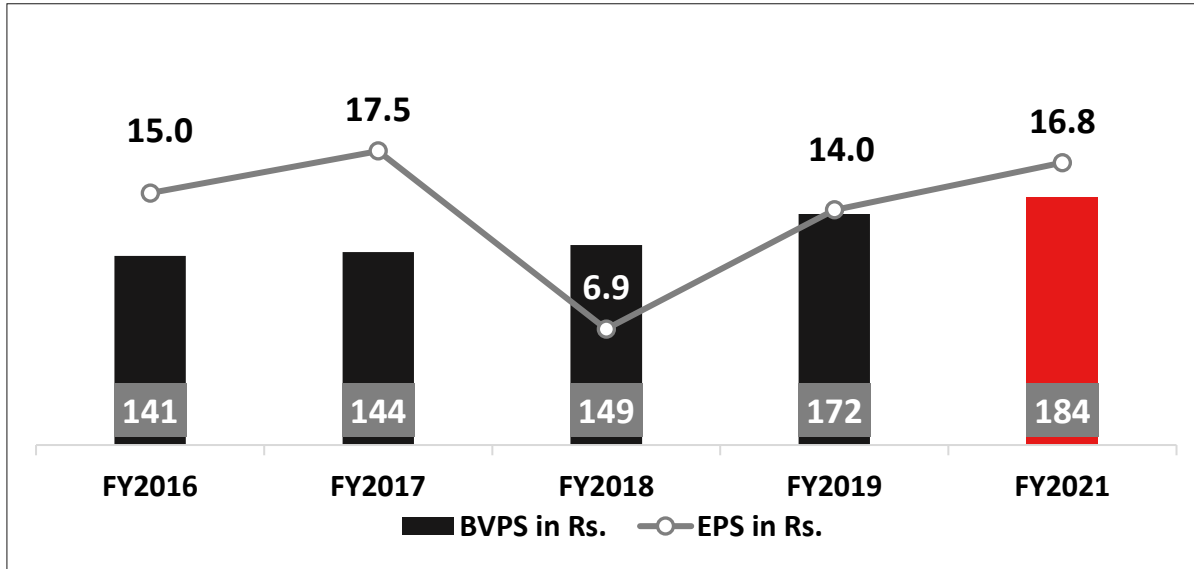
EBITDA & EBITDA Margin (%)



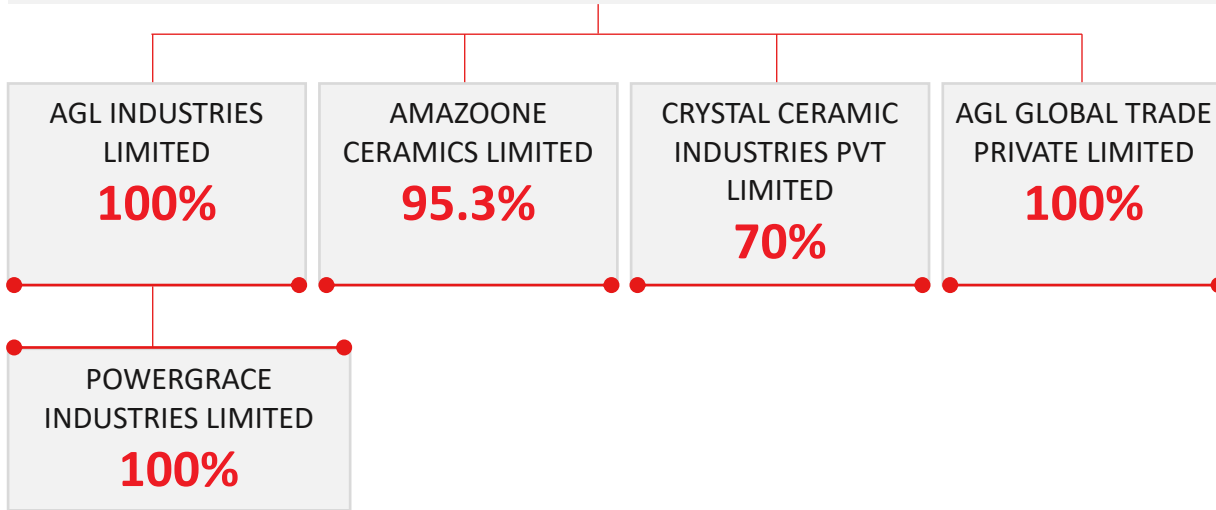
PAT & PAT Margin (%)



AGL - CONSOLIDATED FINANCIAL OVERVIEW

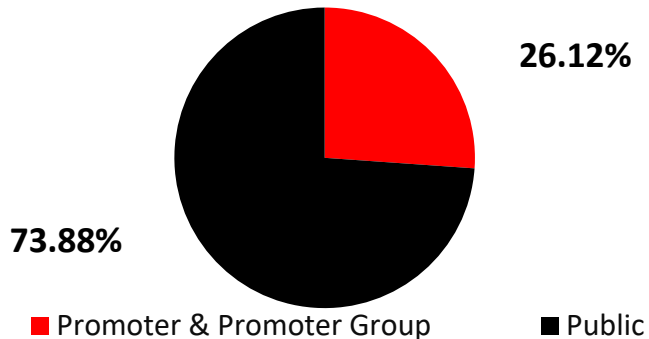


ASIAN GRANITO INDIA LIMITED

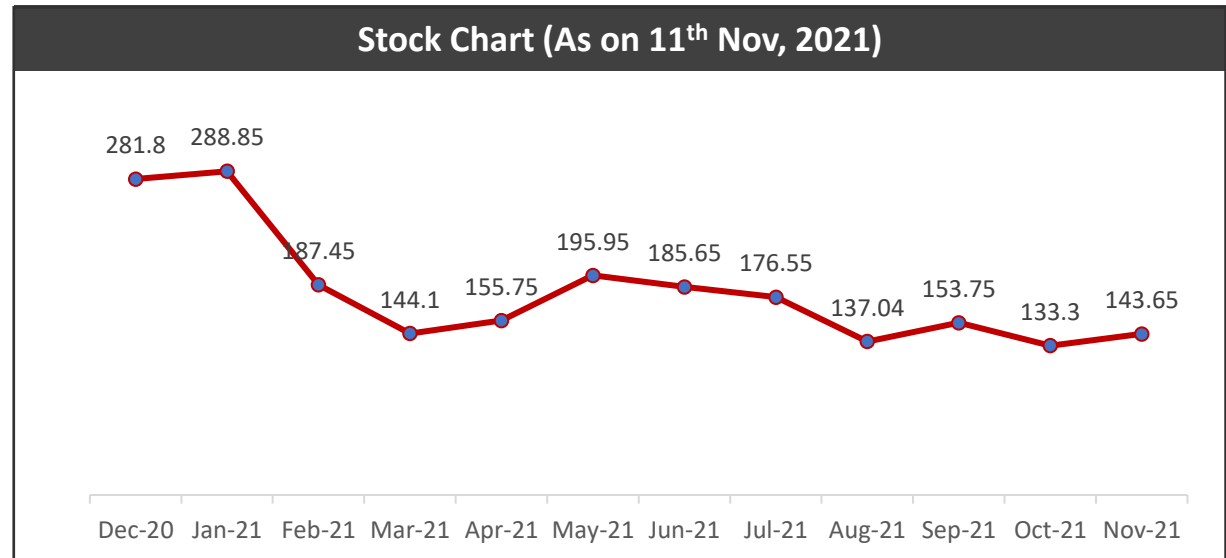


Stock Data (As on 11 th Nov, 2021)	
Market Capitalization (Rs. in Million)	8,143.9
Shares Outstanding (Million)	34.28
Symbol (NSE/BSE)	ASIANILES/532888

Shareholding Pattern as on 30th September, 2021



Source: BSE





Beautiful Life

THANK YOU

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