

Asian Granito India Ltd.

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: 12.02.2019

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.

This is to inform you that the Company has organized a conference call for analysts and investors, Wednesday, 13th February, 2019 at 04.00 p.m., to discuss the financial performance for Q3FY2019 & 9MFY2019. The investor presentation is enclosed herewith for your reference.

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

Kamleshbhai B. Patel
Chairman and Managing Director
DIN: 00229700



Encl.: As above





— Beautiful Life —

Investor Presentation

Making **Life**
More Beautiful
Worldwide



Safe Harbor



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Company Snapshot



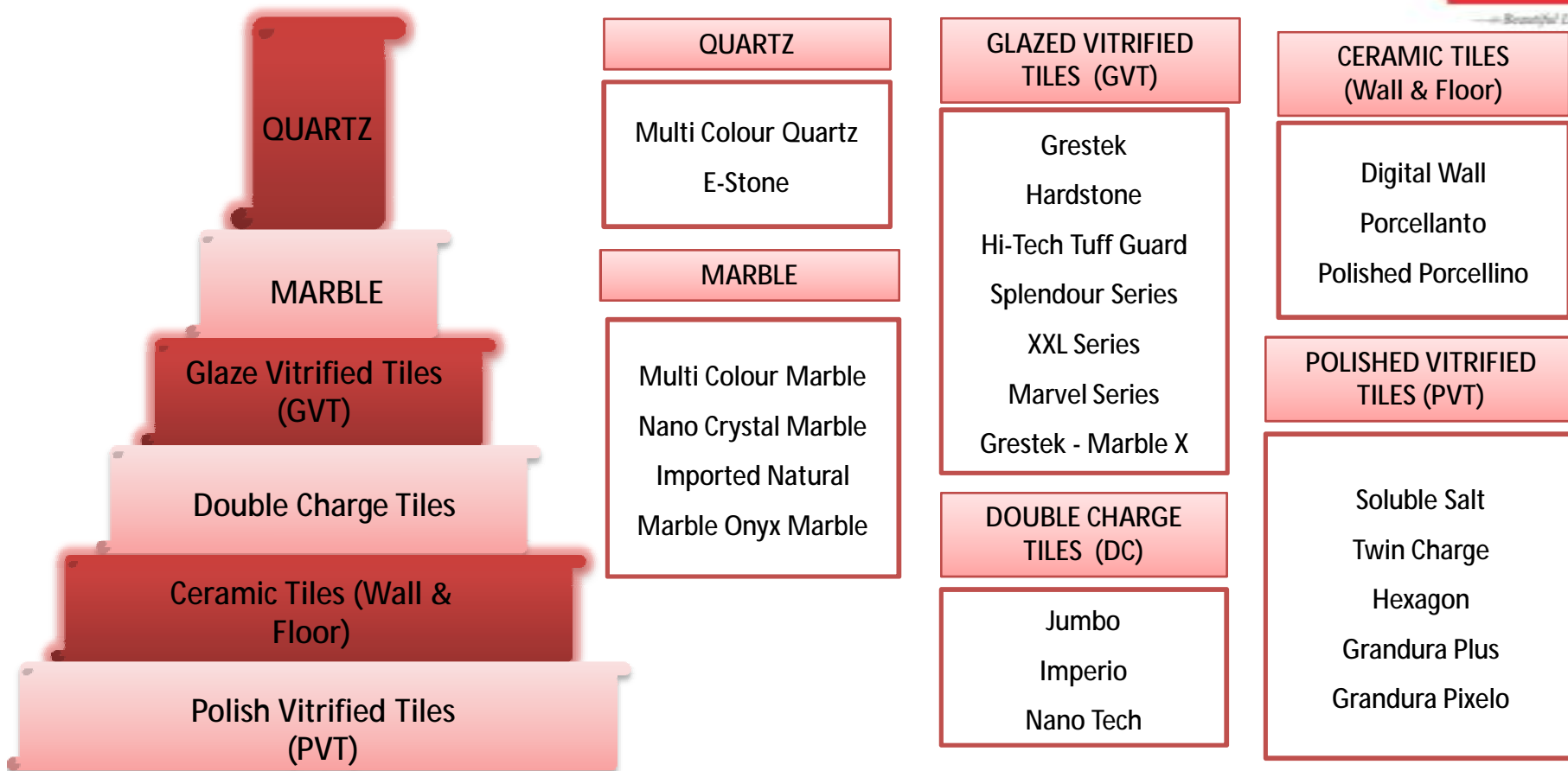
Ranked amongst Top 3	AGL Exclusive 289+ showroom and 16 display centres	10 State of art plants	6000+ Touch points	58+ Countries	Over 40X Capacity Growth
Ranked amongst Top 3 Listed Ceramic Companies in India	289+ exclusive & 16 Display Centres PAN India, Totalling to 305+ showrooms	10 State of the Art Facilities across Gujarat including "Camrolla" Quartz and "Ivanta" (Wall)	Over 6000+ Touch Points	Exporting Products across 58+ Countries	Over 40X growth in just 18 years from 2,500 SQMTS/day in FY 2000 to more than 1 lac SQMT/day

History till date...



FY03	1) Commenced Production of Ceramic Floor with 2,500 Sq. mtr per day capacity and expanded to 6,000 sq. mtr per day.
FY06	1) Established vitrified tiles facility at Himmatnagar with 4,000 sq. mtr per day capacity and expanded to 18,000 sq. mtr per day.
FY08	1) Floated IPO & Established AGL Tiles World in 14 cities. 2) Introduced India's largest wall tile capacity with 10,000 SQMTS per day
FY10	1) Expanded capacity of Wall tiles to 20,000 sq. mtr. per day. 2) Commenced production of marble slabs. 3) Established new digital printing technology for Ceramic Wall Tiles
FY12	1) Commenced Quartz slab production. 2) Launched digital glazed vitrified tiles. 3) Introduced four- colour digital printing technology
FY13	1) Introduced 6-colour digital tile printing. 2) Expanded range in the value-added category. 3) Increased number of AGL tiles World 50 outlets
FY15	1) Launched double-charged polished vitrified tiles Introduced 8-colour digital printing. 2) Increased manufacturing units to 8 and capacity to 1 lac sq. mtrs per day including outsource
FY16	1) Amalgamation of Artisque Ceramic Pvt Ltd with Asian Granito Ltd (AGL).
FY17	1) Expanded the product portfolio in Marble. 2) Introduce new Muti-Colour Quartz range to diversified from single colour
FY18	1) Launched new state of the art Product Range 'RAINBOW GLITZ'. 2) Launched New Large Format Tiles in GVT. 3) New Company owned showroom opened in Ahmedabad
FY19	1) Company introduce new size in Vitrified along with new range of products at Mumbai and Hyderabad. 2) Camorolla started production of the quartz

Wall & Floor Solution - Product Category & Range





Plant wise Capacity with Utilization level

Type of plant	Location	Capacity Per day (SQMTS)	Capacity P.A (MSQMTS)
Own Plants			
Ceramic Wall	Dalpur	14000	4.62
Glaze Vitrified Tiles	Dalpur	13000	4.29
Ceramic Wall	Dholka	6000	1.98
Ceramic Floor	Idar	7500	2.48
Composite Marble	Dalpur	2200	0.73
Quartz	Dalpur	1600	0.53
Total		44,300	14.62
Subsidiary Plants			
Polish Vitrified Tiles	Crystal	9000	2.97
Glaze Vitrified Tiles	Crystal	6000	1.98
Double Charge	Crystal	12000	3.96
Ceramic Floor	Amazoon	6000	1.98
Parking	Amazoon	6000	1.98
Quartz	Camrolla	1600	0.53
Total		40,600	13.40
100% Outsource Arrangement (Morbi)			
All type of Tiles	AFFIL, Ivanta & Others	18000	5.94
Grand Total		102,900	34.0

TOTAL CAPACITY : + 1,02,900 Sq. Metres per day. Utilization @ 77% for 9MFY19

SQMTS – Square Metres

MSM – Million Square Metres

Key Professional Personals



RAHUL SHARMA
Vice President - GVT



Mr. PATTANSHETTY
VP – Tile Operations



CA HIMANSHU SHAH
General Manager - Finance



Bhargav Pandya
Associate VP – M&Q



SANJAY KAUL
Associate VP – Business Development



Abhijit Ghose
Associate VP – Govt Project



CHIRAG DAVE
Associate VP – BONZER 7

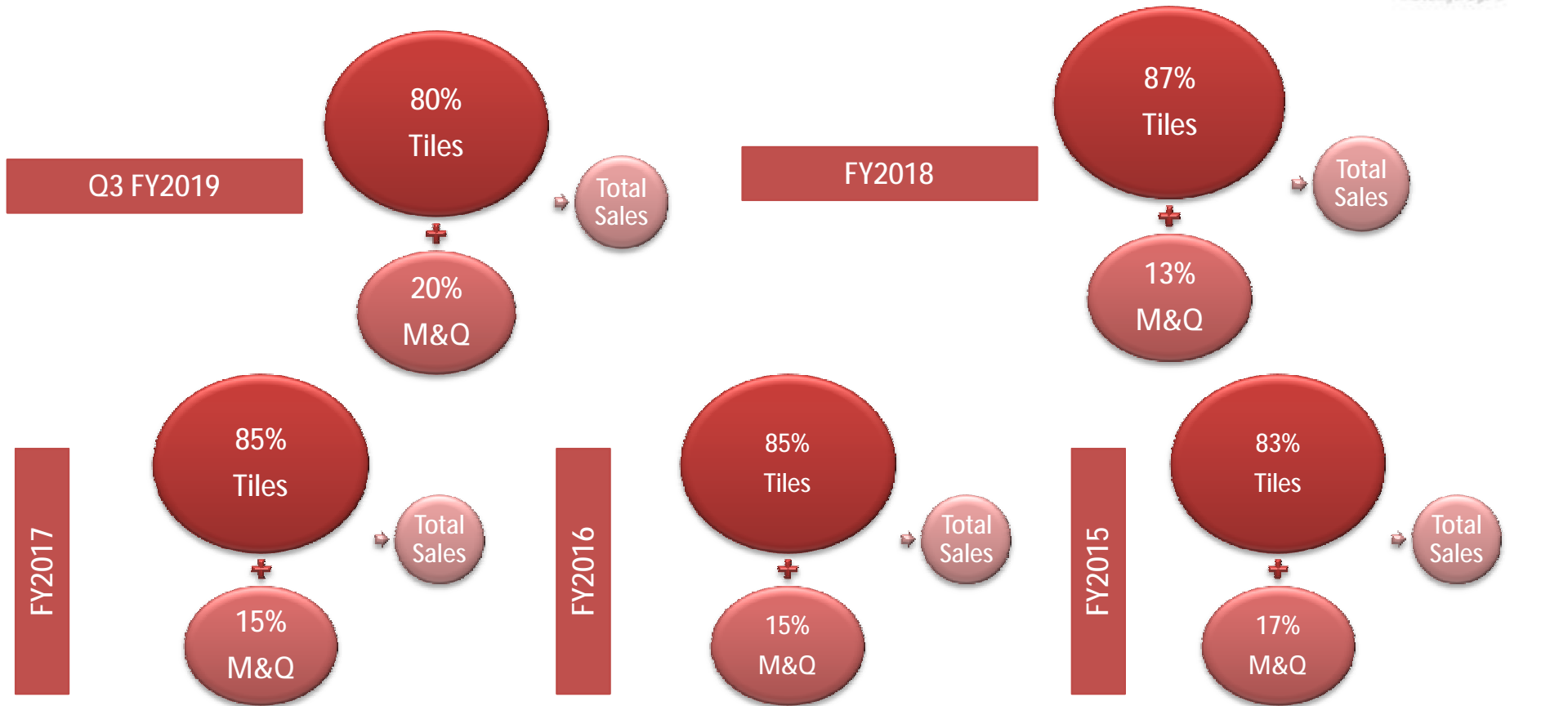


Pankaj Mediratta
Associate VP – Key Accounts



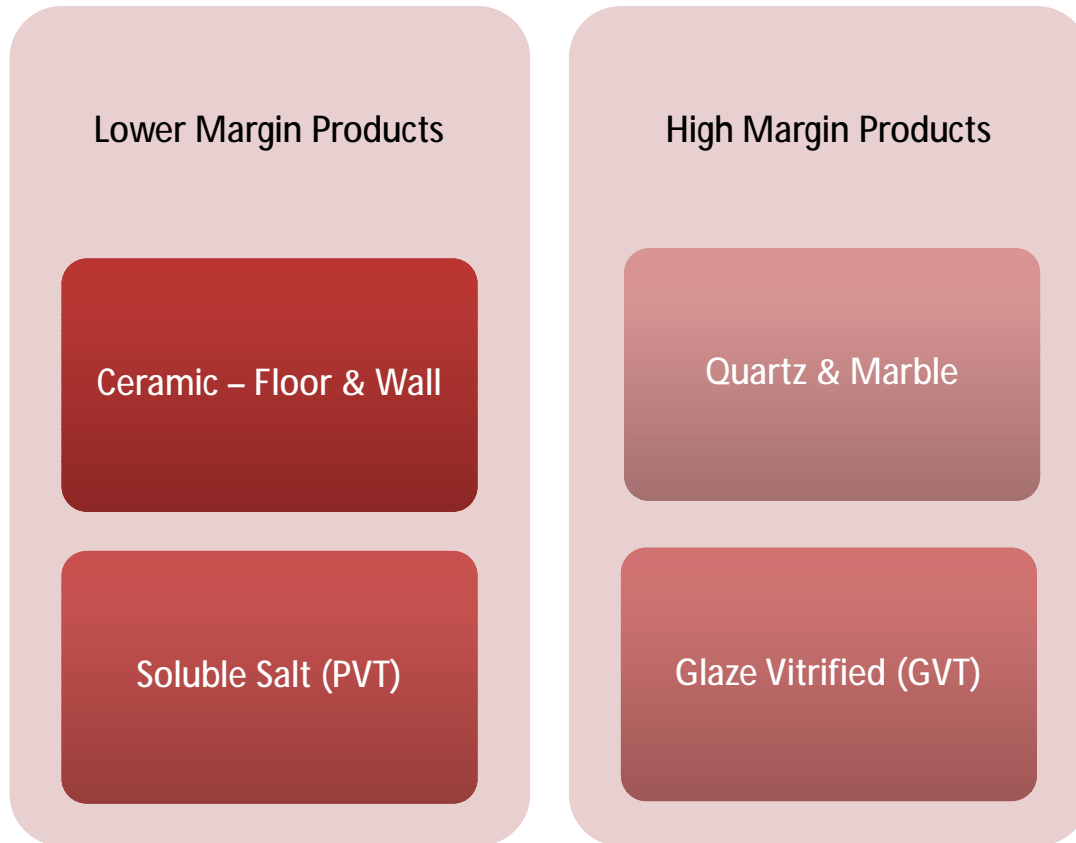
Product Wise Analysis

Consolidated Revenue Break Up – Tile and Marble & Quartz





Shift towards high value added products

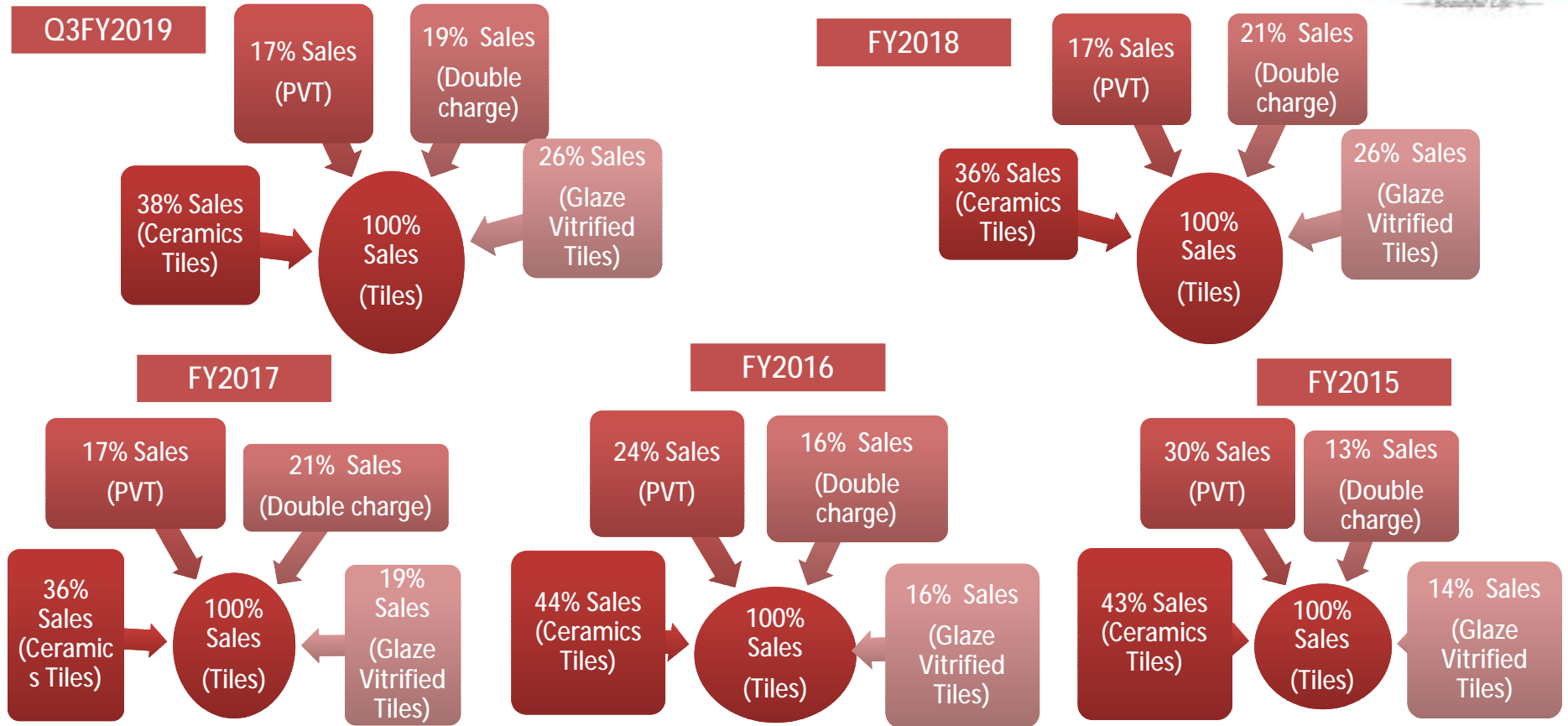


On Product Strategy part company is focusing on high margin value added products

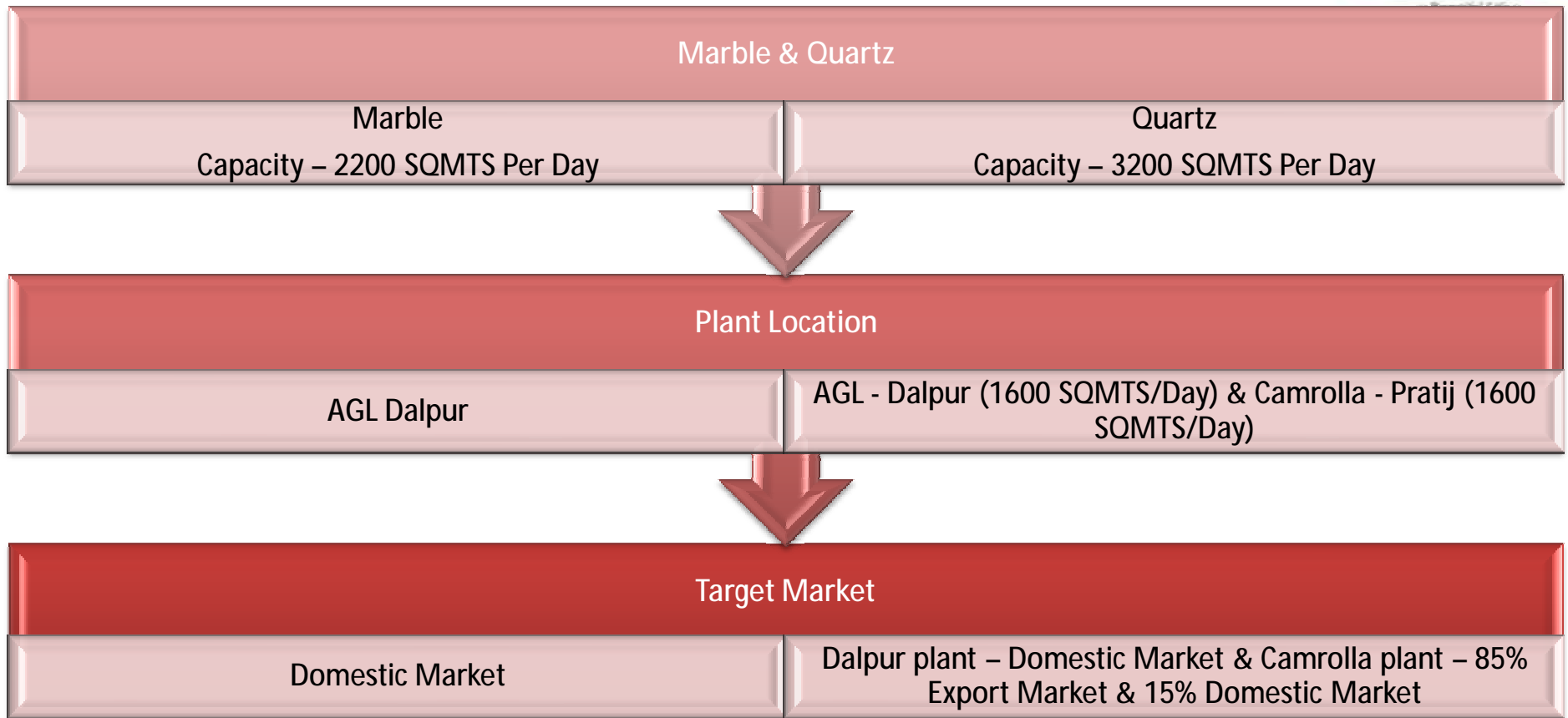
Hence company has started to outsource low end commodity products and focusing on manufacturing of high end products.

Company is manufacturing products i.e. GVT, Double Charged and Marble & Quartz

Revenue Break Up of Tiles Division– Ceramic, PVT, DC & GVT



Marble & Quartz



List of Innovative Products with Size

Product Name	Size in mm
ØSpecial Effect Wall tile	300X600
ØDouble charged Tiles (DC)	600 X 1200, 800 X 1600
ØHardstone Full Colour Body	600 X 600, 600 X 1200
ØGRESTEK – Marble X Series	900 X 1800, 1200 X 1200 1200 X 2400, 800 X 1600
ØGRESTEK – Platina Series	300 X 1200
ØRainbow Glitz - 9 COLOR DIGITAL TILES WITH SPECIAL EFFECTS	300 X 900 300 X 600
ØGLISTER – POLISHED PORCELAIN TILES	600 X 600
ØSTEP & RISER	300 X 1200
ØECO BLANCO	300 X 300
ØEngineered Quartz (Different Sizes to cater to different markets)	1400 X 3100 1600 X 3200
ØCARARRA White (World's Whitest Tile – in unglazed large format Double Charge)	800 X 800
ØPolished Vitrified Tile (Double Charge) & Big Crack Stone (new design introduced first time in India)	800 X 1200 & 1000 X 1000
ØGrandura (Parking Tiles)	300 X 300 & 400 X 400
ØHexacon Tiles (first to introduce)	305 X 350



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



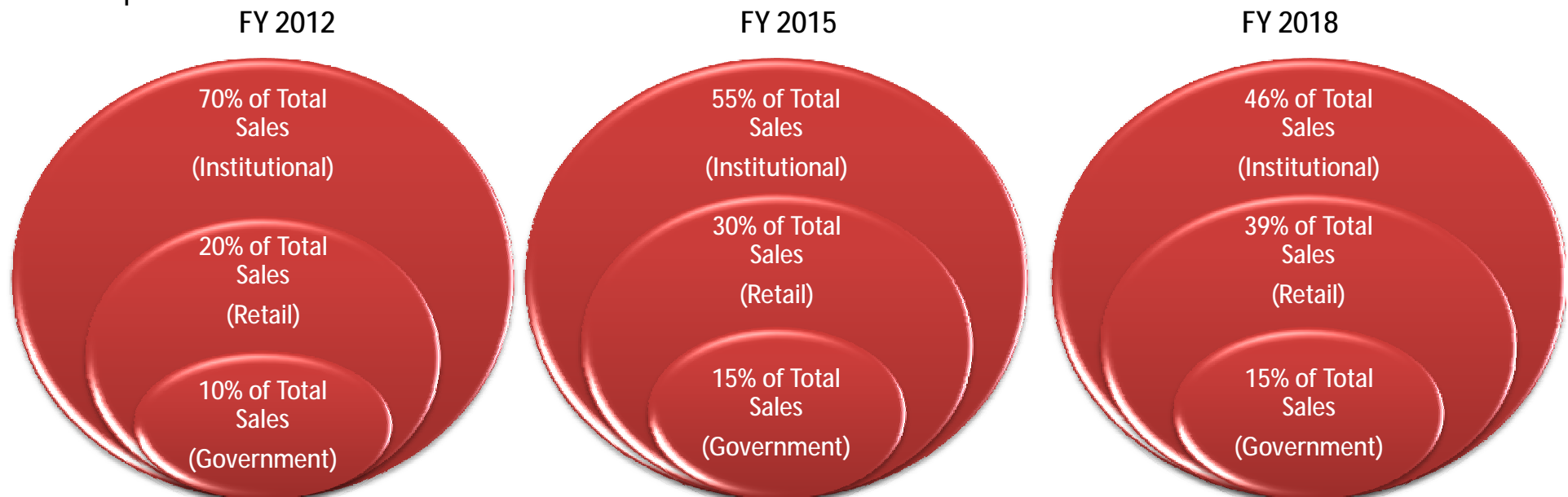


Sales & Distribution Network

Change in business strategy from B2B to B2C



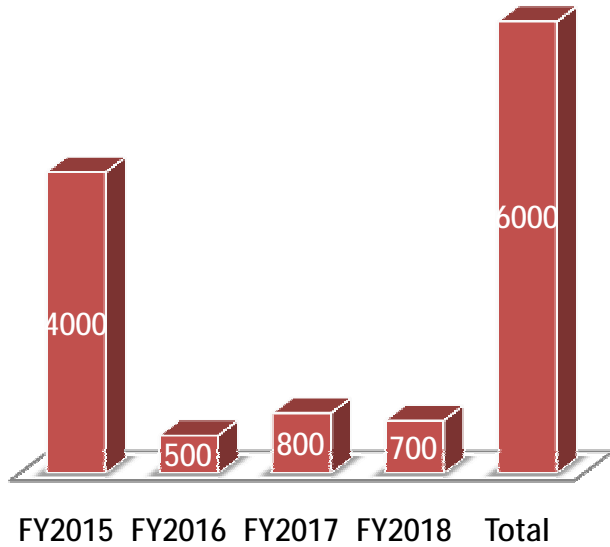
1. Mapping market town with population more than 1 lac .
2. Initiative to increase Direct Interaction with Customers.
3. On time delivery to customers across the markets.
4. Focusing on Franchise Owned Franchise Operated exclusive showrooms.
5. Opened one of the biggest Company Owned Company Operated display center in Ahmedabad.
6. As part of strategy company have started to focused on government projects and key accounts which will further boots companies volume.



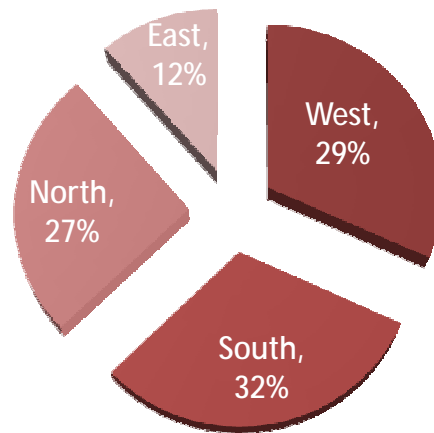


Distribution Network

Addition in Dealers & Sub-Dealers (Fig in No.)



Geographical Revenue Breakup Q3FY2019



Dealers, FOFO and COCO details

Company have 1290+ dealers

Company have 289+ Franchise Owned Franchise Operated (FOFO) AGL Tile Exclusive Stores spread across India.

Company also owns 16 display centres. Operated under Company Owned Company Operated (COCO) model. Recently company has opened one of the biggest display in Ahmedabad spread over 18000+ SqFt.

STRONG GLOBAL FOOTPRINT

Presence in countries across the Globe



Marquee Clientele



दिल्ली मेट्रो रेल कॉर्पोरेशन लिमिटेड
Delhi Metro Rail Corporation Limited



A Navratna CPSE



Architect
Hafeez
Contractor

N E X A

SHOPPERS STOP

Raymond



NCC

LODHA



adani™



Key Government Departments, Public and Private Projects



Government Departments	Public & Private Projects
Military Engineer Services (MES)	Shapoorji palanji engineering construction
Central Public Works Department	Reliance Industries Ltd
Telangana State Road Transport Corporation	Shapoorji Palanji
Central Leather Research Institute	Reliance JIO
Consultancy Wing - Guru Nanak Dev University Arch Dept	S D corp
Transmission Corporation of Andhra Pradesh	Verka
HP Public Works Department	Godrej
Public Works Department	State Bank of India
APSMIDC	Life Insurance Corporation of India

Certifications & Awards



ISO 9001 2015 & 14001 2015



GRIHA CERTIFIED



CERTIFIED ONE STAR EXPORT HOUSE



CORPORATE MEMBER OF IID



MEMBER OF IGBC



CE CERTIFICATION



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



RISING ENTREPRENEUR of the Year Award



Energy Conservation Award received from the President of India



Asia's Most Promising Brand 2017



NEXT FORTUNE 500 COMPANY 2018

Social and Other Related Activities



Contribution to the AKSHAY PATRA Foundation



Regular Blood Donation Camps



World Environment Awareness Program



Educational Development in Backward Region – Asian Institute of Technology



AGL – Promising Brand

Marketing Activities – AGL Arcade at Ahmedabad



- Ahmedabad's Biggest Luxury Tile Arcade with Display of sheer range of Tiles, Marble & Quartz spread across 18000+ SqFt.



Marketing Activities – Campaign on Electronic media and Exhibition



- 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
- Active online presence in Social Media : Facebook, Twitter, Pinterest
- Extensive Regional Road Shows in Gujarat, Maharashtra and Kerala

Cersaie Exhibition - Italy



Asia's Most Promising Brand 2017



Asia's Most Promising Brand 2017



Mumbai Launching – One of the Largest Product Launch by Company



AGL Tiles Products launch at Mumbai

- The Company has successfully launched AGL Tiles products for all Verticals on 1st August, 2018 at Sahara Star, Mumbai and more than 250 Dealers participated.
- The Company has introduced more than 350+ exclusive designs across all verticals giving more choice and design visibility to dealers.
- The Company has received positive response from the Dealers.





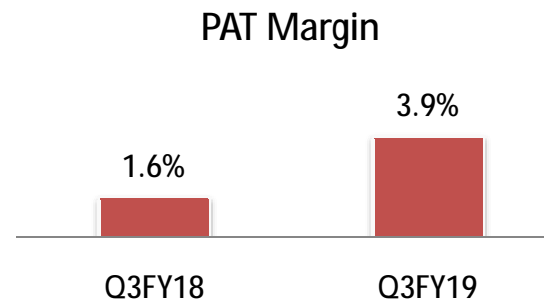
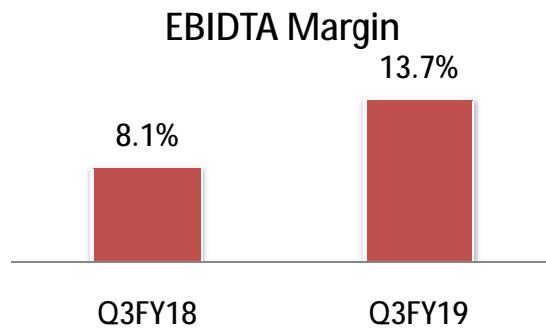
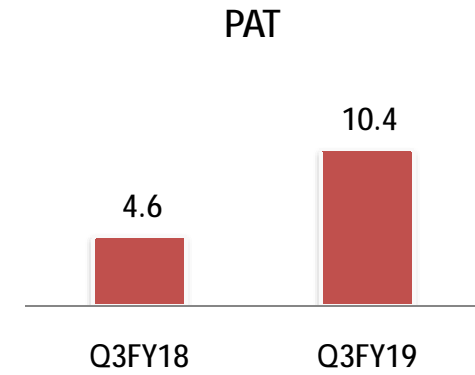
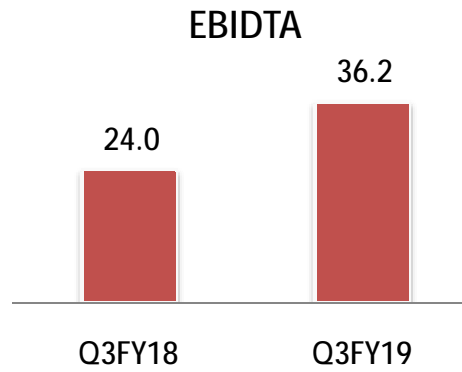
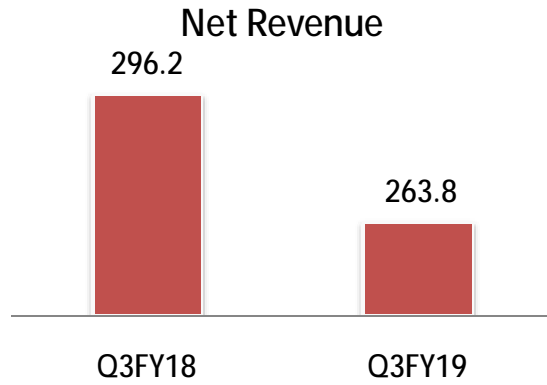
Financial Performance



Key Developments

- Q3 for the company remains good quarter from volume point of view which we believe that it will continue to growth in coming quarters. Volume was driven on account of good demand from government projects and large corporate clients.
- On average realization front we have seen marginal improvement on YoY basis on account of higher contribution from M&Q division. There was sharp increase in revenue from quartz on account of consolidation of Camrolla Quartz on YoY basis.
- However realization in tile continue to remain under pressure on QoQ basis on account of firm competition from unorganized players and increase in revenue share from project in Q3FY2019.
- Gas price continue to remain high for the quarter compared to last years same period impacting our profitability. Average price of gas for the quarter remains higher by 10% on QoQ basis and around 37% YoY basis.
- Demand for Quartz and tiles from export markets (Latin America, Europe, South East Asia and other parts of the world) remains strong. However pricing remains under pressure for tiles but Quartz realization continue to remain strong in export markets.
- At Camrolla Quartz 3rd line have started commercial production and will stabilize by March 2019. Demand for the quartz continue to remains strong across the world resulting good volume growth with stable realization .
- Outlook – Demand have started to improve however still pressure on realization remains. Impact of price rise and political uncertainty remains key focus area for sustainable demand in coming months. Profitability will depend on realization of product and inflation in key raw material, however long term margin outlook remain positive considering passing of the higher input cost, increase in utilization of plants and raise in sale of high value products (big format tile and Quartz). Acceptance of the increase in price of products will remain key game changer for the Industry

Consolidated Financial Highlights – Q3FY2019

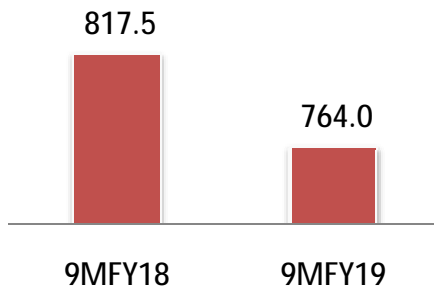


* PAT includes Share of Profits of Associate/JV & Minority Interest

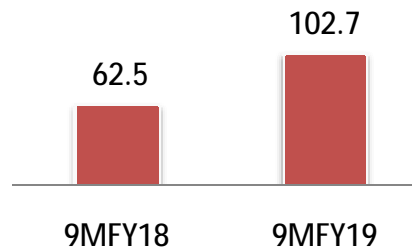
Consolidated Financial Highlights – 9MFY2019



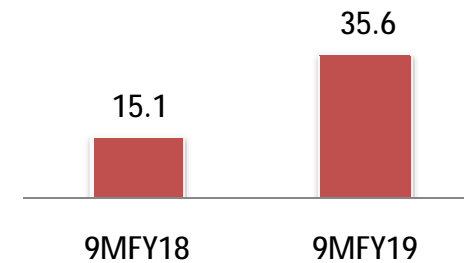
Net Revenue



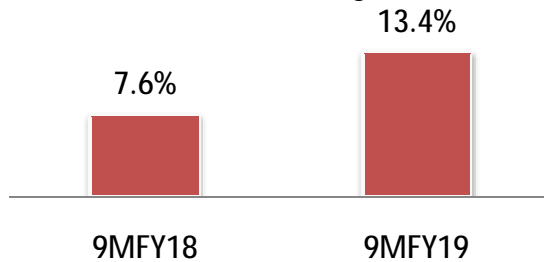
EBIDTA



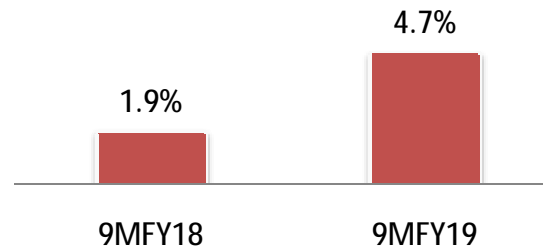
PAT



EBIDTA Margin



PAT Margin



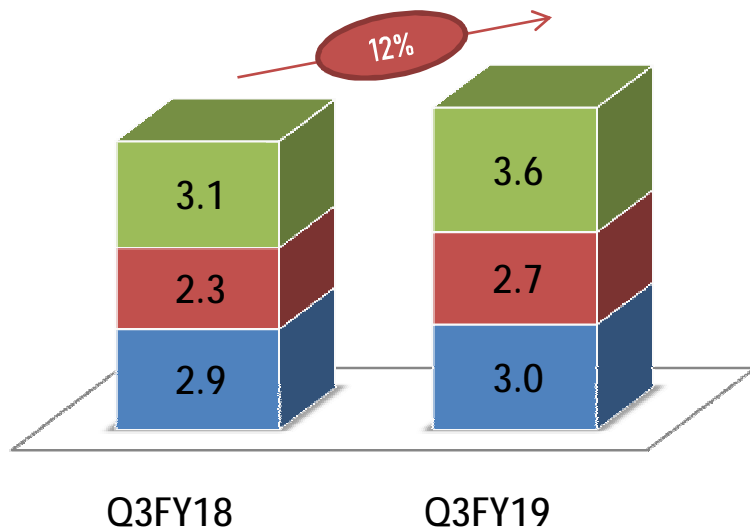
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Consolidated Performance – Q3FY2019



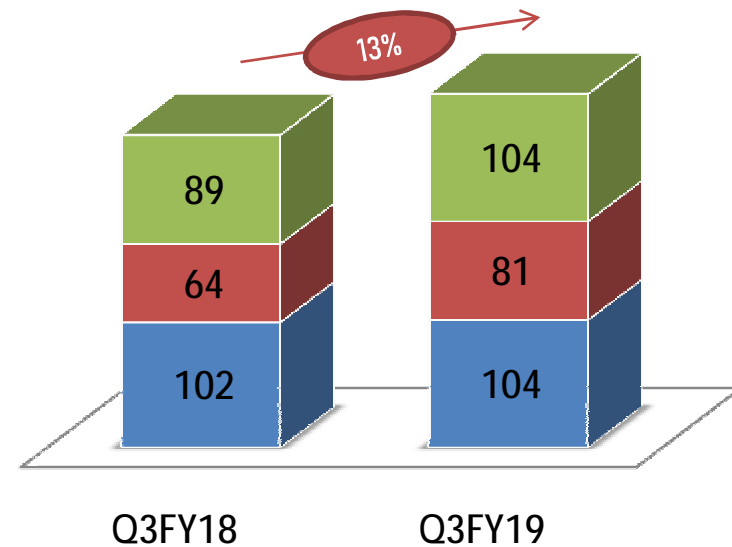
Volume (MSM)

■ AGL Standalone ■ Associate ■ Trading



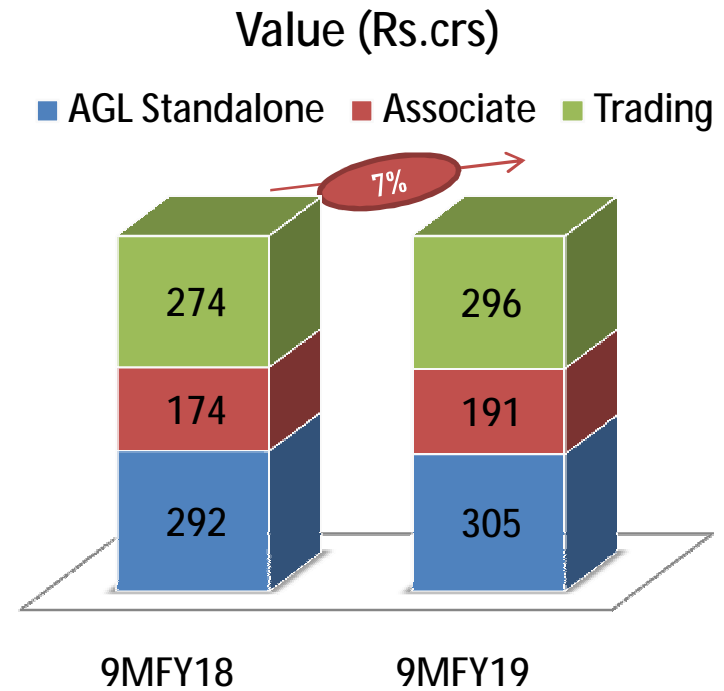
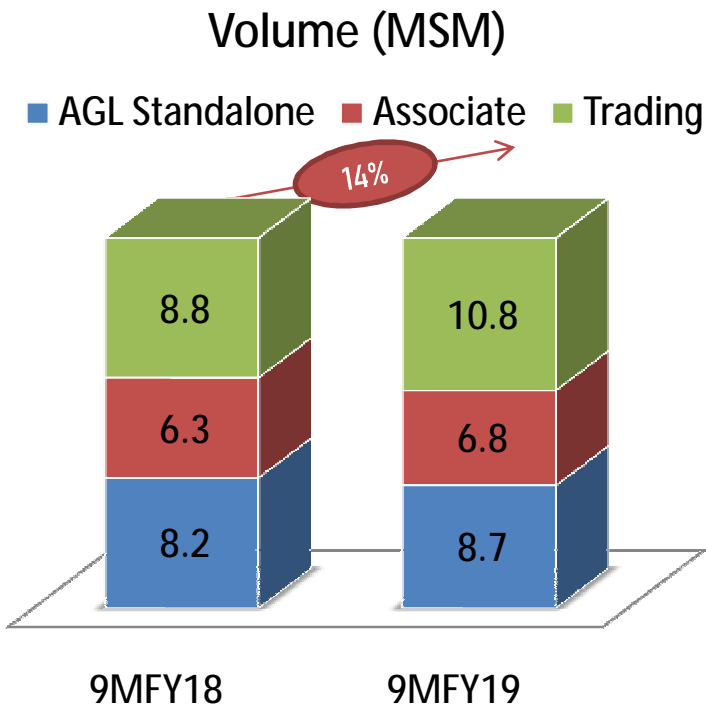
Value (Rs.Crs)

■ AGL Standalone ■ Associate ■ Trading



* Tiles, Marble & Quartz Division only

Consolidated Performance – 9MFY2019

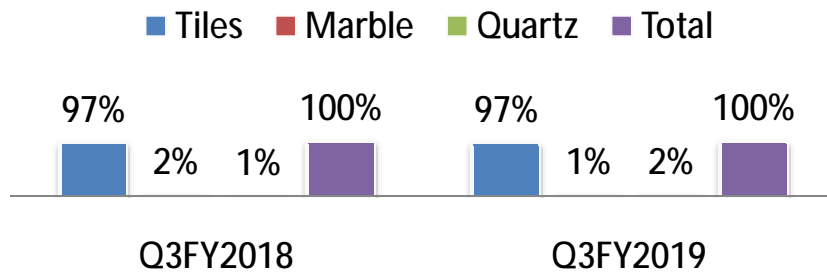


Note: 9MFY2018 includes excise duty component in trading. If we eliminate that from Q1FY18 trading than value growth is 9% YoY

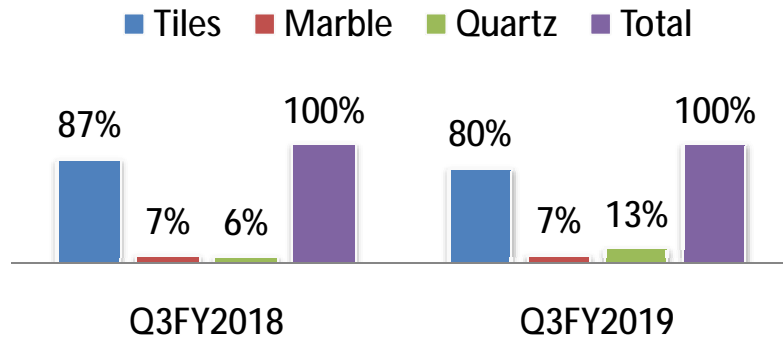
* Tiles, Marble & Quartz Division only

Consolidated Segmental Q3FY19

Volume



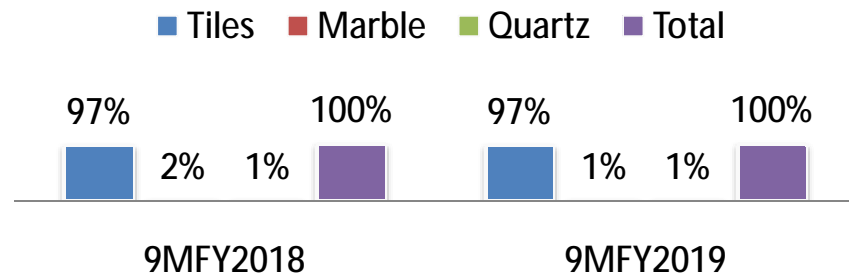
Value



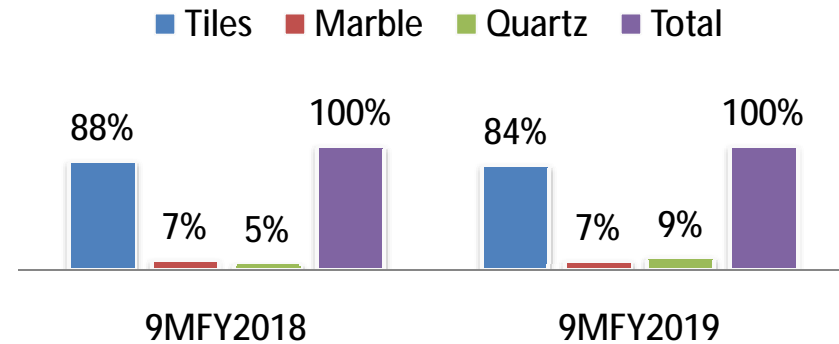
Consolidated Segmental 9MFY19



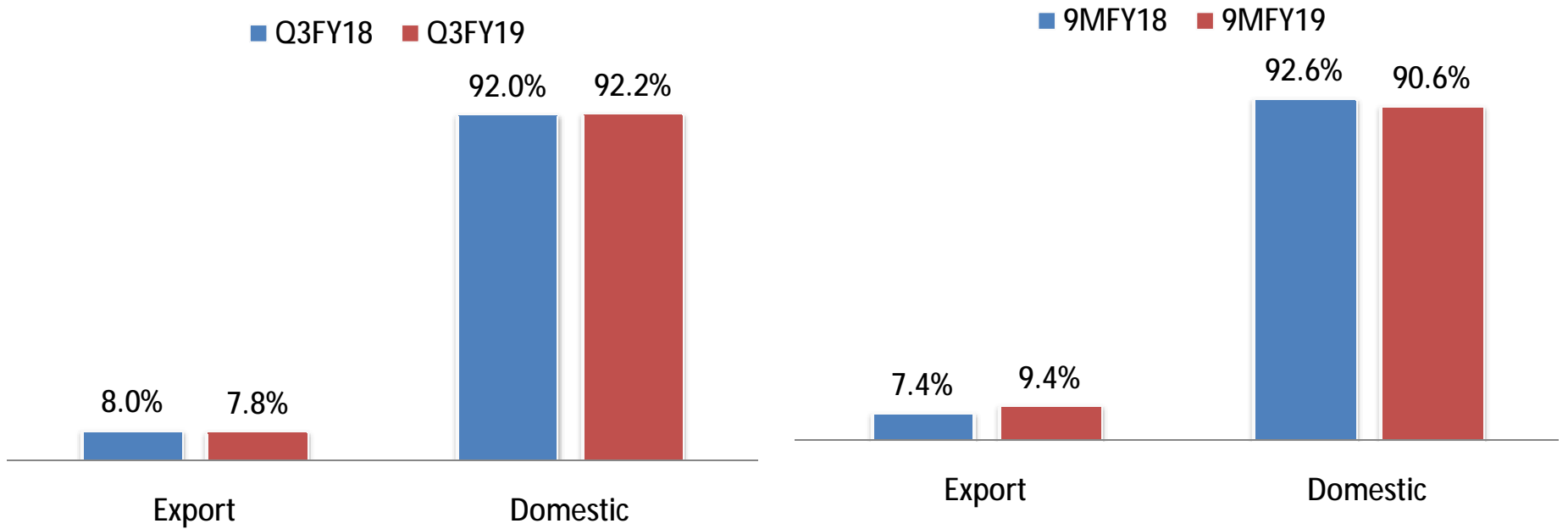
Volume



Value



Exports Vs Domestic



Consolidated Profit & Loss – Q3FY2019



Particulars (Rs. Crs)	Q3 FY19	Q3 FY18	Y-o-Y
Revenue from Operations	296.2	263.8	12%
Total Raw Material	165.0	129.4	28%
Gross Profit Margin	44%	51%	
Employee Expenses	28.6	19.4	47%
Gas	26.5	21.5	24%
Power	15.4	11.9	30%
Other Expenses	36.7	45.5	-19%
EBITDA	24.0	36.2	-34%
EBITDA Margin (%)	8.1%	13.7%	-563
Other Income	1.0	0.8	
Depreciation	7.5	6.0	24%
EBIT	17.5	31.0	-43%
EBIT Margin (%)	5.9%	11.7%	
Finance Cost	8.7	10.7	-18%
Profit before Tax	8.8	20.3	-57%
Tax	3.8	7.4	
Profit After Tax	4.96	12.8	-61%
Share of Profits of Associates / JV	1.0	-1.1	
Minority Interest	1.3	1.3	
Total Comprehensive Income	4.6	10.4	-55%
Comprehensive Income Margin (%)	1.56%	3.9%	-237

Consolidated Profit & Loss – 9MFY2019



Particulars (Rs. Crs)	9MFY19	9MFY18	Y-o-Y
Revenue from Operations	817.5	764.0	7%
Total Raw Material	446.9	389.7	15%
Employee Expenses	83.6	61.2	37%
Gas	78.1	64.6	21%
Power	38.6	36.4	6%
Other Expenses	107.8	109.4	-1%
EBITDA	62.5	102.7	-39%
EBITDA Margin (%)	7.6%	13.4%	-580
Other Income	1.9	2.4	
Depreciation	20.6	18.3	13%
EBIT	43.8	86.8	-50%
Finance Cost	24.1	28.2	-15%
Profit before Tax	19.6	58.6	-66%
Tax	6.5	21.4	
Profit After Tax	13.2	37.2	-65%
Share of Profits of Associates / JV	3.5	1.9	
Minority Interest	1.5	3.2	
Other Comprehensive Income	0.0	-0.2	
Total Comprehensive Income	15.1	35.6	-57%
Comprehensive Income Margin (%)	1.9%	4.7%	-281

Himmatnagar Plant Arial View





Asian Grantio India Ltd.

Mr. Himanshu Shah

Office – 079-66125500

himanshu.shah@aglasiangranito.com

Mr. Kalpesh Thanki – IR

Office – 079-66125500
Ext. - 610

ir@aglasiangranito.com

Website - www.aglasiangranito.com