



Beautiful Life

Date: 15.04.2022

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 for Rights Issue.**

Please find attached Investor Presentation for Rights Issue. It is also uploaded on the website of the Company [www.aglasiangranito.com](http://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

  
Dhruvi Trivedi  
Company Secretary and Compliance Officer



Encl.: As above

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CIN : L17110GJ1995PLC027025

**TILES | MARBLE | QUARTZ | BATHWARE**



**Asian Granito India Ltd.**



Tiles • Marble • Quartz • Bathware

*Har Hindustani*  
*ki pasand*

## Investor Presentation

Constantly Evolving Luxury Surfaces & Bathware Company

## DISCLAIMER

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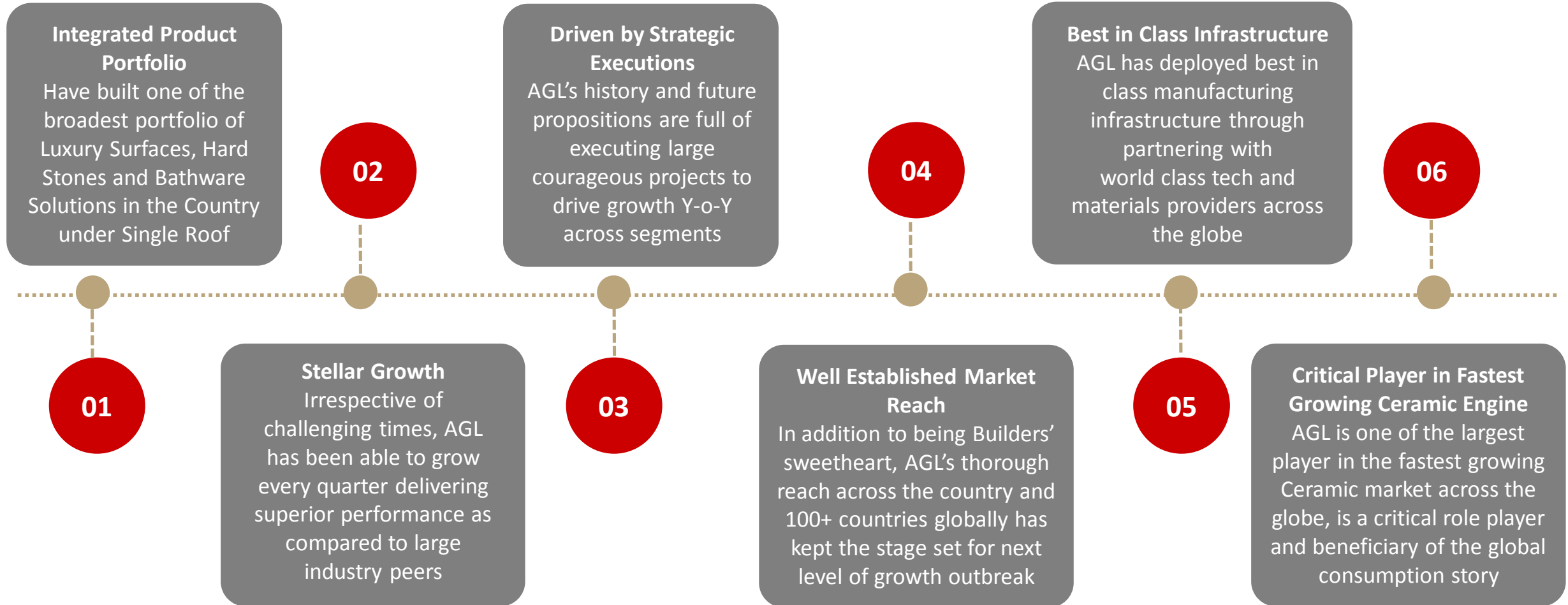
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# Asian Granito India Limited

An innovation led constantly evolving Luxury Surfaces and Bathware Company



## Asian Granito Limited - Quality driven new age Luxury Surfaces and Bathware Solutions Company

- Incorporated in 1995 as Karnavati Fincap Private Limited and commenced Tiles operations in 2001, Asian Granito Limited (AGL) is a new age luxury surfaces and bathroom solutions company headquartered at Ahmedabad, Gujarat.
- Over the years, through leveraging its in-depth expertise and understanding of the Building Materials, AGL has been able to well diversify its base and evolve as a brand providing integrated solutions under single umbrella.
- Today, AGL manufactures and markets a wide range of products viz. Floor Tiles, Wall Tiles, Parking Tiles, Glazed Vitrified Tiles (GVT), Polished Vitrified Tiles (PVT), Double Charge Tiles, Countertops, Quartz Surfaces, Marble Surfaces, Sanitaryware, Bathware, CP Fittings, Faucets and Construction Chemicals.
- Through one of the largest network of **6,500+ Touch Points and 2,700+ Distributors, Dealers and Sub-dealers (311 exclusive Dealer Showrooms)** across the length and breadth of the country and the globe, AGL offers solution for every surface and bathroom.

**9**  
Plants\*

**32.3 Mn Sqm**  
Installed Capacity

**6,000+**  
Employees

**100+**  
Countries Presence

**INR 1,086 Cr**  
9M FY22 Revenue

**4<sup>th</sup> Largest Listed**  
Ceramic Tiles Company<sup>^</sup>

**11.5% Sales CAGR**  
Since 2009

**12.2%**  
RoCE FY21

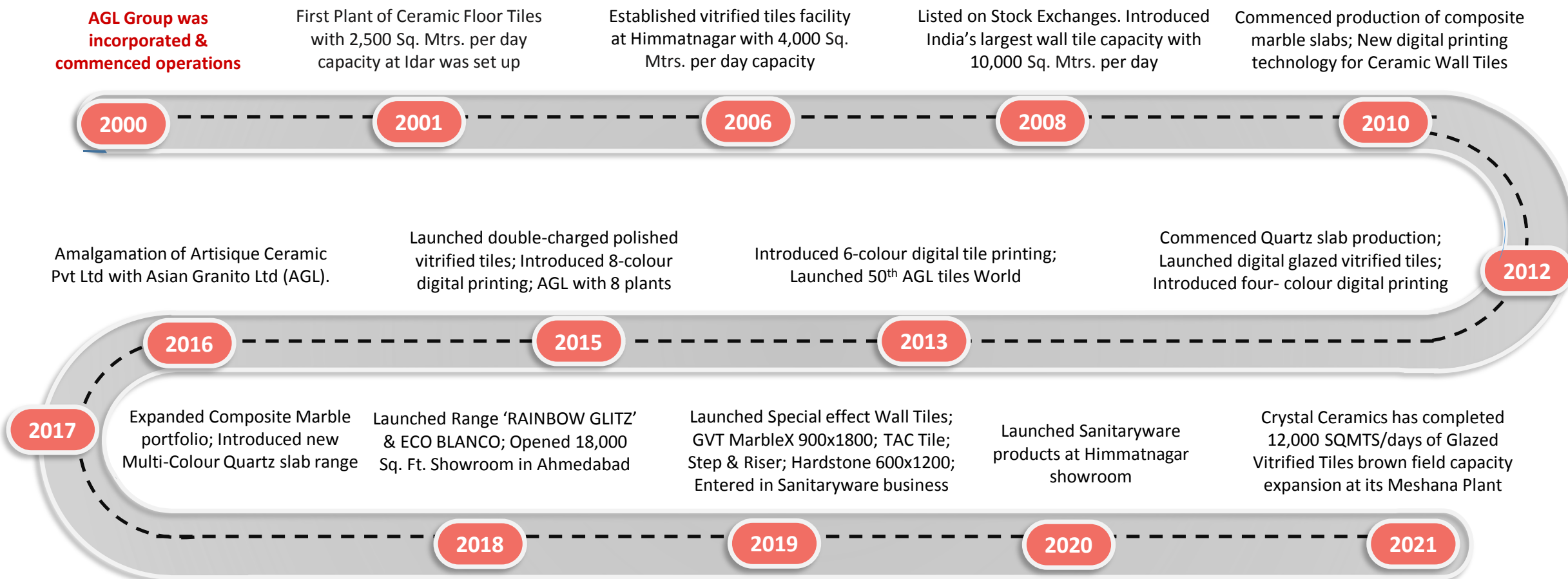
\*Total 9 units operating under 5 facilities including those owned by Subsidiaries and Associates

<sup>^</sup> In terms of Consolidated Sales for FY21 in India

13.4% RoCE on Standalone basis and 12.2% RoCE on Consolidated Basis

# A Journey Full of Evolution and Growth

**AGL's Journey is full of evolution, expansions and diversifications presenting the true example of staying relevant, always**



Particulars	Year 2000	Now
Sales	INR 0.88 Crores	INR 1,292 Crores (FY21)
Capacity	0.83 Million Sq. Mtrs. per annum	32.3 Million Sq. Mtrs. per annum



*Integrated Product Portfolio*

# AGL is having one of the largest portfolio of Luxury Surfaces and Bathroom Solutions under Single Umbrella (1/2)

From Flooring to Walls to Countertops to Bathware, AGL provides Solutions for every Space

## Asian Granito India Limited (AGL)



### Tiles and Slabs

#### Existing

- AGL Dalpur (GVT and Wall)
- AGL Dholka (Wall Tiles)
- AGL Idar (Floor)
- Crystal Ceramics (GVT & Double Charge)
- Amazoone Ceramics (Floor Tiles) (97.77%)

#### New Planned

- GVT Plant in newly incorporated subsidiary **Future Ceramics**
- New Wall Tiles Plant in newly incorporated subsidiary **Gresart Ceramica** (Step down subsidiary of AGL and Direct subsidiary of Amazoone)
- AGL's Associate concern **Adicon Ceramica LLP** is commissioning new Mega Slab plant at Morbi

### Marble & Quartz

#### Existing

- AGL Dalpur

#### New Planned

- Expansion of Quartz Capacity at Dalpur
- New Quartz Line in Amazoone Ceramics

### SPC Flooring

- New Manufacturing Unit planned for Stone Plastic Composite (SPC) Flooring at Morbi under newly incorporated wholly owned subsidiary AGL Surfaces Private Limited

### Sanitaryware & Fittings

#### Existing

- Currently being sourced from partners under sourcing agreements

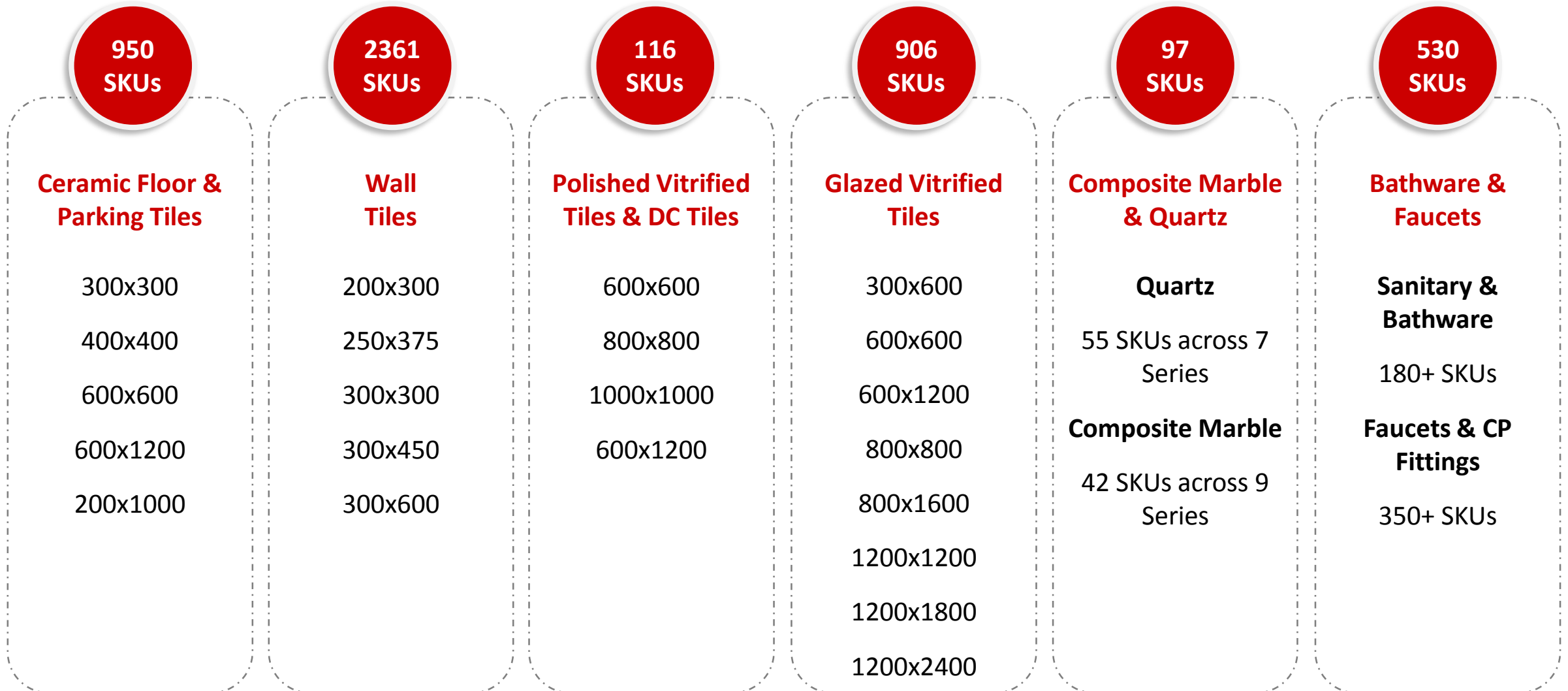
#### New Planned

- New manufacturing unit planned under newly incorporated wholly owned subsidiary AGL Sanitaryware Private Limited



# AGL is having one of the largest portfolio of Luxury Surfaces and Bathroom Solutions under Single Umbrella (2/2)

From Flooring to Walls to Countertops to Bathware, AGL provides Solutions for every Space



**Amongst the Market Leaders, AGL is the Youngest Player** ticking all the segments in Green within Short Span of 20 Years  
**AGL is present across all the segments of Surfaces and Bathware Solutions providing an integrated portfolio to the Customers**

Particulars	AGL	Kajaria	Somany	HR Johnson	Varmora	Simpolo	Orient Bell
Year Established	2000	1988	1968	1958	1994	1977	1979
Establishment History (Years)	22	34	54	64	28	45	43
No. of Plants	9 Plants in 5 Facilities (incl. Subsidiaries' and Associates' owned plants)	8 Facilities (incl. Subsidiaries' and JVs' owned Plants)	11 Plants (incl. Subsidiaries', JVs' and Associates' owned Plants)	11 Plants (incl. JVs' and Subsidiaries' owned Plants)	11 Plants (incl. Subsidiaries', JVs' and Associates' Plants)	3 Plants under Single Premise	5 Facilities (incl. plants owned by Associates)
Installed Capacity (Mn Sqm)	32.3	70.4	53.0	60.0	20.3	25.8	30.0
Floor Tiles	✓	✓	✓	✓	✓	✓	✓
Wall Tiles	✓	✓	✓	✓	✓	✓	✓
GVT Tiles	✓	✓	✓	✓	✓	✓	✓
Double Charge & PVT Tiles	✓	✓	✓	✓	✓	✓	✓
Quartz & Marble	✓	✗	✗	✓	✗	✗	✗
Sanitaryware & Bathware	✓	✓	✓	✓	✓	✓	✗
Faucets & CP Fittings	✓	✓	✓	✓	✓	✓	✗
Construction Chemicals	✓	✗	✗	✓	✓	✗	✗



# *Stellar Growth*



## Growth Superior than Peers

AGL has positioned itself as highest growing amongst the INR 1,000 Crores+ Listed Players in the Industry

Company	Sales CAGR 5 Years	Net Profit CAGR 5 Years
AGL	5.0%	6.1%
Kajaria	2.2%	5.0%
Prism Johnson*	0.8%	3.4%
Somany	-1.2%	-12.3%

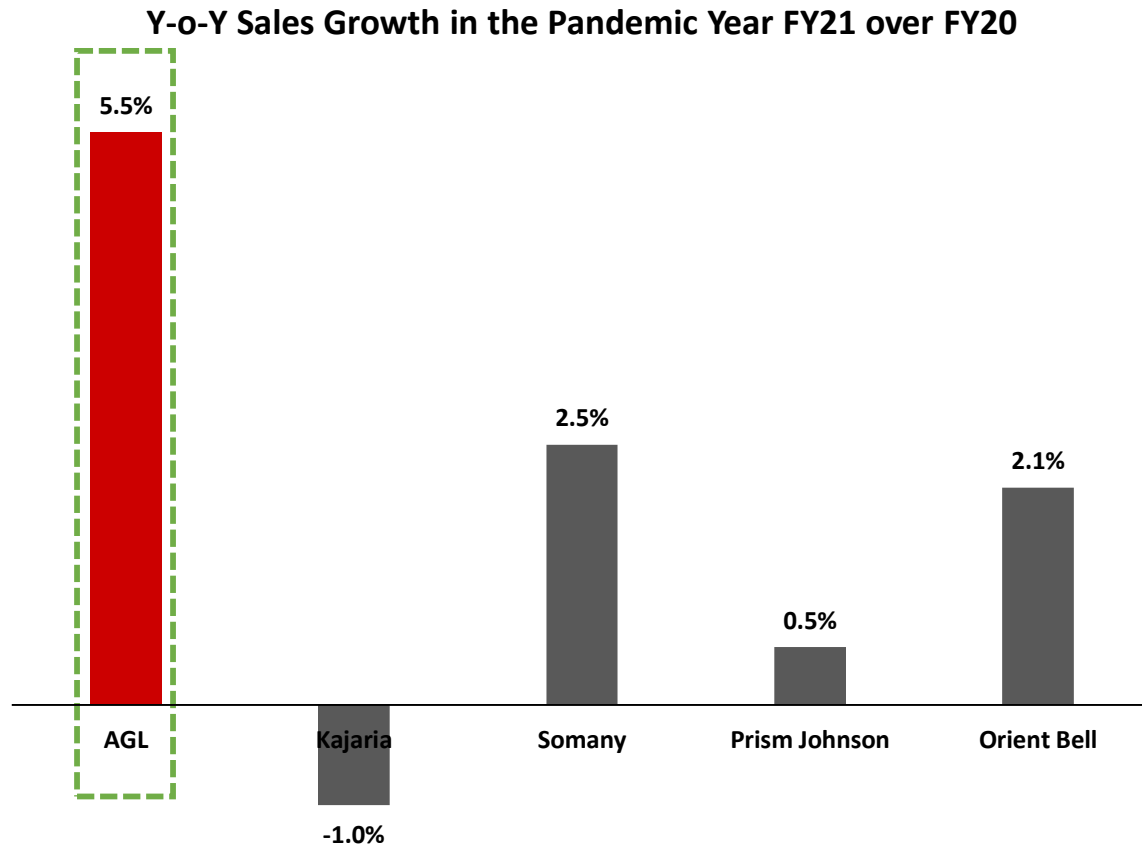


Notes: Data used for Prism Johnson is for their Tiles, Bath and Kitchen division. Also, for Prism Johnson, we have considered segment results of TBK division as Net Profit for the TBK division has not been reported separately.

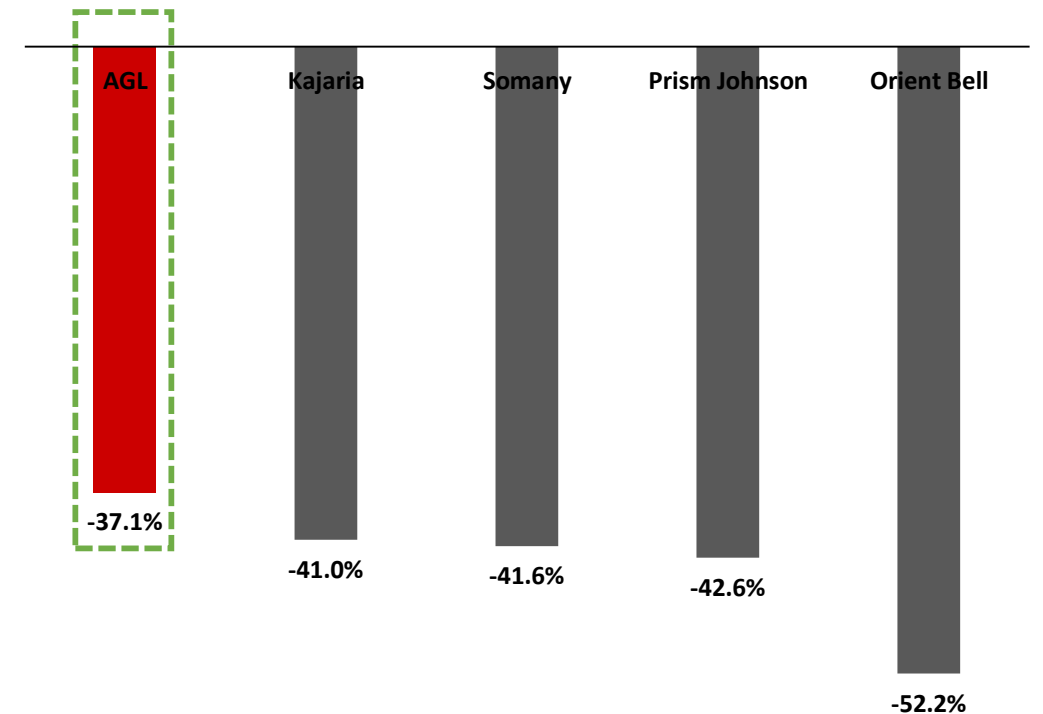
Source: [www.screener.in](http://www.screener.in)

## AGL drove strongly through the pandemic

AGL's delivered highest growth amid pandemic too, thanks to its diversified mix and established network across the globe



Amongst Large Listed Players, AGL was lowest affected by Deadly Second Wave of Pandemic registering lowest decline in Sales in June 2021 Quarter over March 2021 Quarter





***Driven by Strategic Executions***

# AGL Enhanced Strategic Integration Programme (ESIP)

A Long Term focused strategic growth acceleration and excellence plan to achieve our vision



## Specific Strategic Pillars in execution of ESIP

### Blend of Manufacturing, Branding and Go-to-Market Initiatives

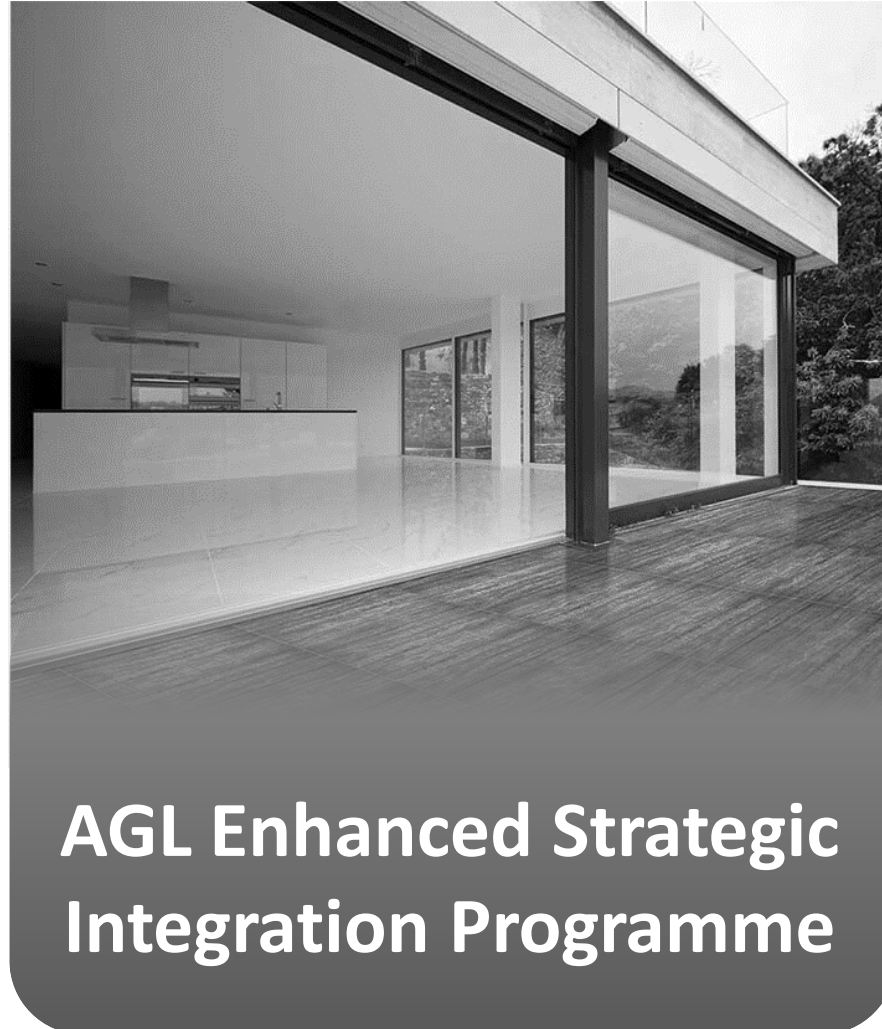
Manufacturing of Value Added Innovative SPC Flooring

India's largest Single Roof Wall Tile Plant at Morbi

One of the India's largest Display Centre of 1.5 lakh sft at Morbi

New Quartz Surfaces Plant at Dalpur under Amazoone Ceramics

New Mega Slab Plant at Morbi through Sourcing Agreement with Adicon Ceramica LLP



In-house manufacturing plant for Bathware to expand margins

New manufacturing plant for Large Format GVT Tiles at Morbi

Expansion of Quartz Surfaces capacity at AGL's Dalpur plant

Induction of Brand Ambassador to enhance brand visibility

Domestic Touch Point expansion through Franchise and Dealers



**Additional Manufacturing Infrastructure across existing and new Value Added Innovative Products**  
**Near to Short Term is set to witness multiple manufacturing plants from AGL**

<b>Project</b>	<b>GVT</b>	<b>Sanitaryware</b>	<b>SPC Flooring</b>	<b>Quartz New Project</b>	<b>Quartz Expansion</b>	<b>Wall Tiles</b>
Company	Future Ceramic Pvt. Ltd.	AGL Sanitaryware Pvt. Ltd.	AGL Surfaces Pvt. Ltd.	Amazoone Ceramics Ltd.	Asian Granito India Ltd.	Gresart Ceramica Pvt. Ltd.
Holding Company	Asian Granito India Ltd	Asian Granito India Ltd	Asian Granito India Ltd	Asian Granito India Ltd	NA	Amazoone Ceramics Ltd.
% Holding	Wholly Owned	Wholly Owned	Wholly Owned	97.77%	NA	Amazoone holds 60.00% in Gresart making it a Step down subsidiary of AGL
Proposed Plant Location	Morbi	Morbi	Morbi	Dalpur	Dalpur	Morbi
<b>Estimated Project Cost (INR Cr)</b>	~175	~50	~35	~25	~20	~70
Means of Finance	Equity Infusion by Holding Company	Equity Infusion by Holding Company	Equity Infusion by Holding Company	Internal Accruals	Internal Accruals	Internal Accruals and External Debt
<b>Products</b>	<b>GVT Tiles of 800x1600 and 800x2400 mm Size</b>	<b>Bathware and Sanitaryware</b>	<b>Stone Plastic Composite Flooring</b>	<b>Quartz Surfaces</b>	<b>Quartz Surfaces</b>	<b>Wall Tiles</b>
Installed Capacity p.a.	6.6 Mn Sqm	0.6 Mn Pcs	2.7 Mn Sqm	0.59 Mn Sqm	0.26 Mn Sqm	15.84 Mn Sqm
Commencement of Commercial Production (Estimated)	FY24	FY24	FY24	FY23	FY23	FY23

## Foray into Stone Plastic Composite (SPC)- a New Age Innovative Flooring (1/3)

Having a Portfolio of Unique Floorings to further expand AGL's Core Theme i.e. Single Roof Offerings

### The Product

### The Opportunity

### AGL's Motivation

Stone Plastic Composite (SPC), also referred to as solid polymer core, is a rigid core used in vinyl flooring composed of limestone with a mix of polyvinyl chloride and stabilizers. Rigid cores such as SPC are used in modular vinyl flooring to offer dimensional stability and rigidity. The high limestone content makes SPC highly dense, durable, environment friendly, and resistant to impact and indentation.

Parameter	SPC Flooring	Carpet Tiles	Wooden Flooring	Laminates Flooring
High Durability	★★★★★	★★★★☆	★★★★☆	★★★★☆
Easy Maintenance	★★★★★	★☆☆☆☆	★☆☆☆☆	★★★★☆
Recyclable	★★★★★	★☆☆☆☆	★☆☆☆☆	★★★★★
Heavy Foot Traffic	★★★★★	★★★★☆	★★★★☆	★★★★☆
Easy Installation	★★★★★	★★★★★	★★★★☆	★★★★☆
Impact and Water Proof	★★★★★	★☆☆☆☆	★☆☆☆☆	★☆☆☆☆

# Foray into Stone Plastic Composite (SPC)- a New Age Innovative Flooring (2/3)

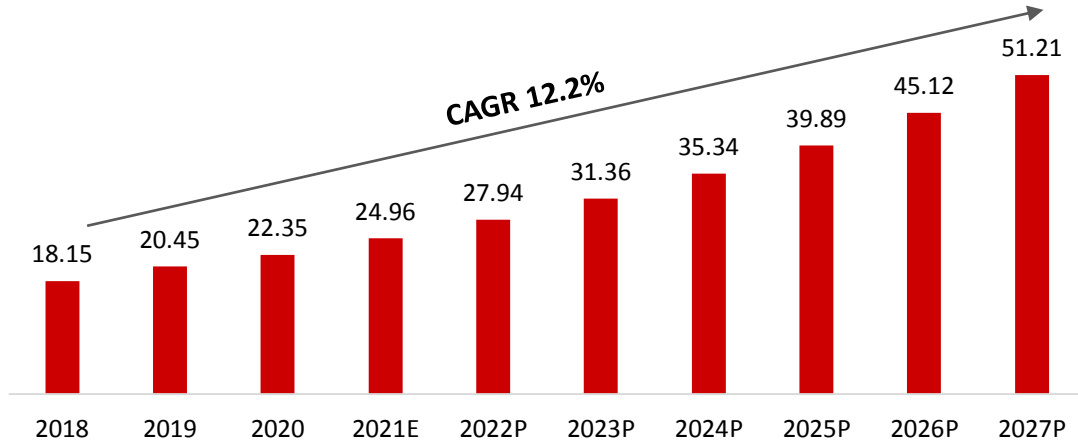
Having a Portfolio of Unique Floorings to further expand AGL's Core Theme i.e. Single Roof Offerings

## The Product

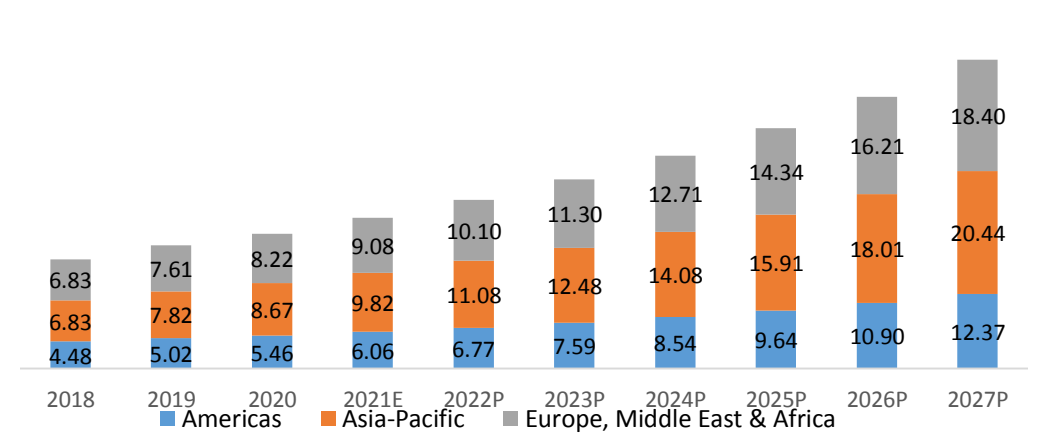
## The Opportunity

## AGL's Motivation

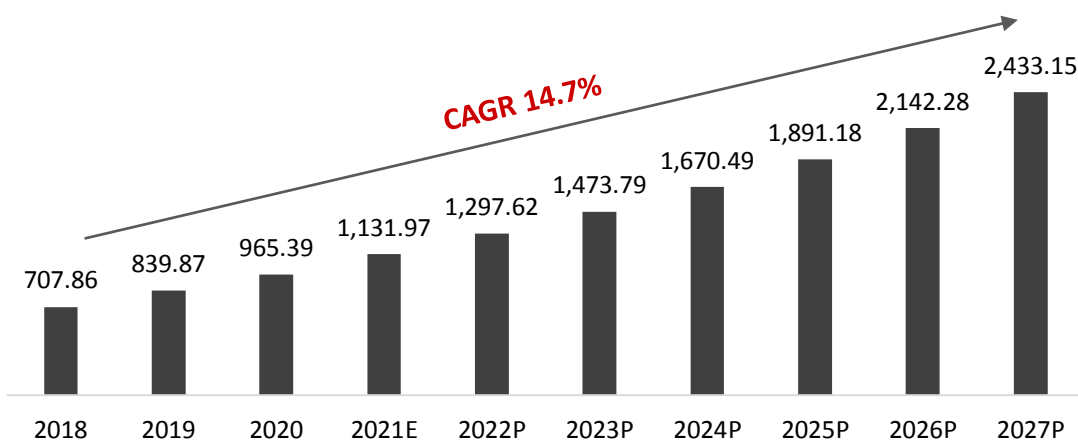
Global SPC Flooring Market Size (USD Bn)



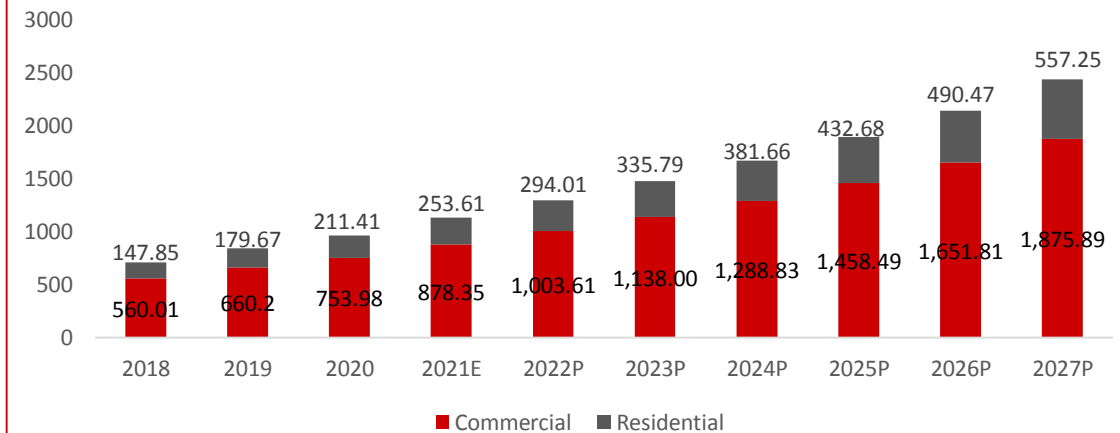
Geographical Breakup of the Global SPC Market (USD Bn)



Indian SPC Flooring Market Size (USD Mn)



Indian SPC Flooring Market by Application (USD Mn)



## Foray into Stone Plastic Composite (SPC)- a New Age Innovative Flooring (3/3)

Having a Portfolio of Unique Floorings to further expand AGL's Core Theme i.e. Single Roof Offerings

### The Product

### The Opportunity

### AGL's Motivation

01

USD 40 Bn market opportunity (FY25P); SPC being highest growing flooring segment

02

AGL can leverage its established market reach and renowned brand to launch SPC Series

03

AGL can become Price Setter in the domestic market being a large early mover manufacturer

04

Being a luxury flooring product, SPC is expected to offer high realisation & margins

05

Market absorption expected to be quick given superior features & qualities over others

06

Being an export oriented product, SPC would help in expansion of AGL's exports abroad

SPC Flooring comes with a Click and Lock technology and does not require adhesives or solutions for installation making it the most easy and convenient flooring with long life and durability

### Brand Visibility Enhancement through New Age Means

- Expand and leverage Social Media presence and following through campaigns and influencer marketing



**1.3 Million Followers**



**35k Followers**



**4k Followers**

- Induct a renowned and respected celebrity icon as brand ambassador

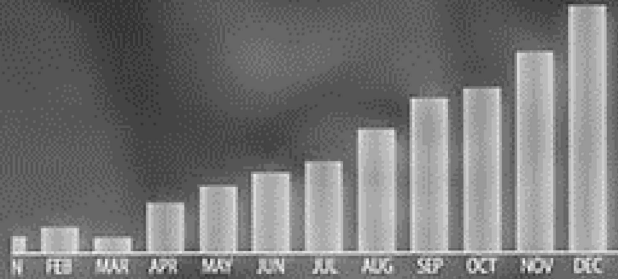
### Further Expansion of Domestic Touch Points

- Expand exclusive showrooms presence under current franchise model
- Focus on addition of Dealers and Sub-dealers in the territories with low existing presence
- Addition in large Company owned Display Centres to engage more with the retail customers

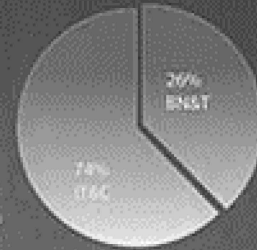
### Expand International Presence through Strategic Planning

- Add new dealerships and distribution points in the Company's existing developed markets
- Build large presence in developed markets with growing demand through opening up of Subsidiaries and Warehouses to supply products in real time
- Explore OEM partnerships with importers, distributors and manufacturers abroad

Projected sales of main products

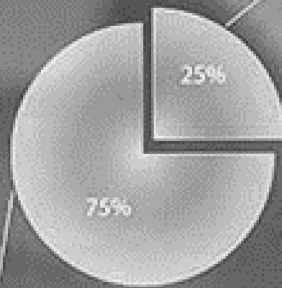


Distribution of market share among the major industry players



Distribution of market share among the major industry players: IT & C and BN & T was 74% and 26% percent respectively. A further change in the economic situation in the market will be characterized by a more equal distribution of market share major players

Share of market activity



Changes in the activity of the active and passive market is uncertain. Established positive trends in various market segments.

Passive market share



Projected sales of main products



**Well Established Market Reach**

**AGL's reach covers all the states and union territories across the country**

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**6,500+**

Touch  
Points

**12**

Company Owned  
Display Centres

**2,700+**

Distributors, Dealers  
& Sub Dealers

**35**

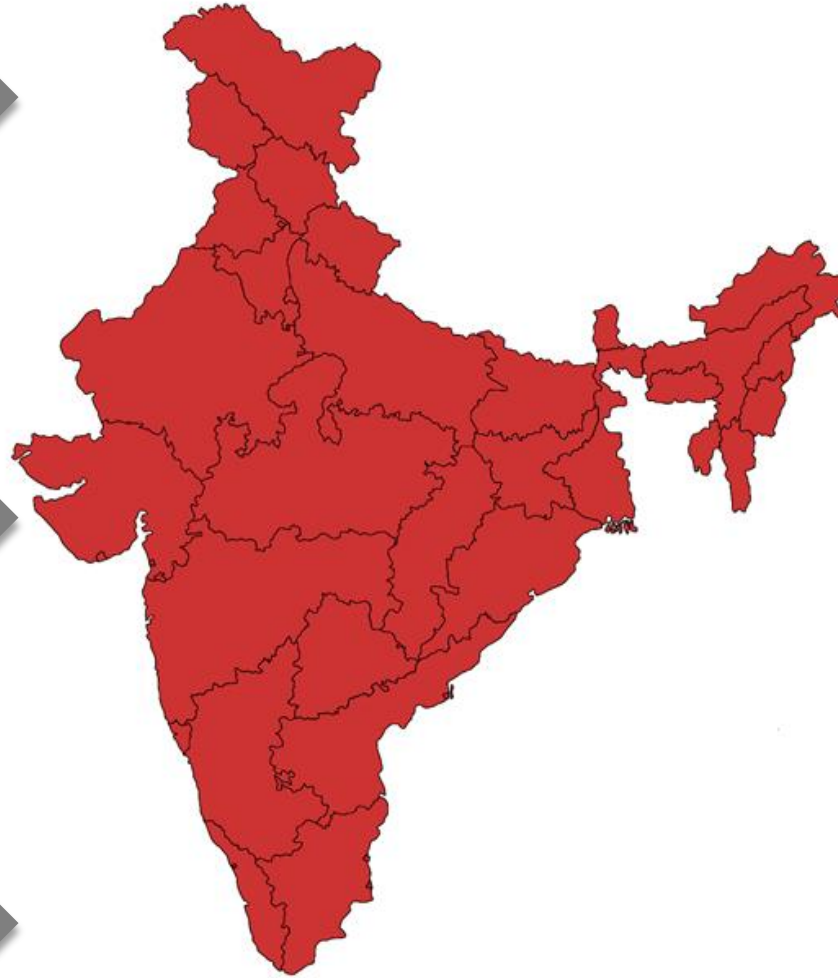
States and UTs  
Reached

**299**

Exclusive  
Franchise

**100+**

Countries  
Exports



## Multi-model approach to reach each corner of the country and across the world

AGL has adopted effective blend of Distributor & Dealer Network, Exclusive Franchise Points and Own Display Centres

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### Distributor Network

**67 Distributors**  
across 14 states and union territories at strategic locations to ensure on-time delivery

### Dealer Network

**2,700+ Dealers and Sub-Dealers**  
across 33 states and union territories representing our retail presence

### Franchise Network

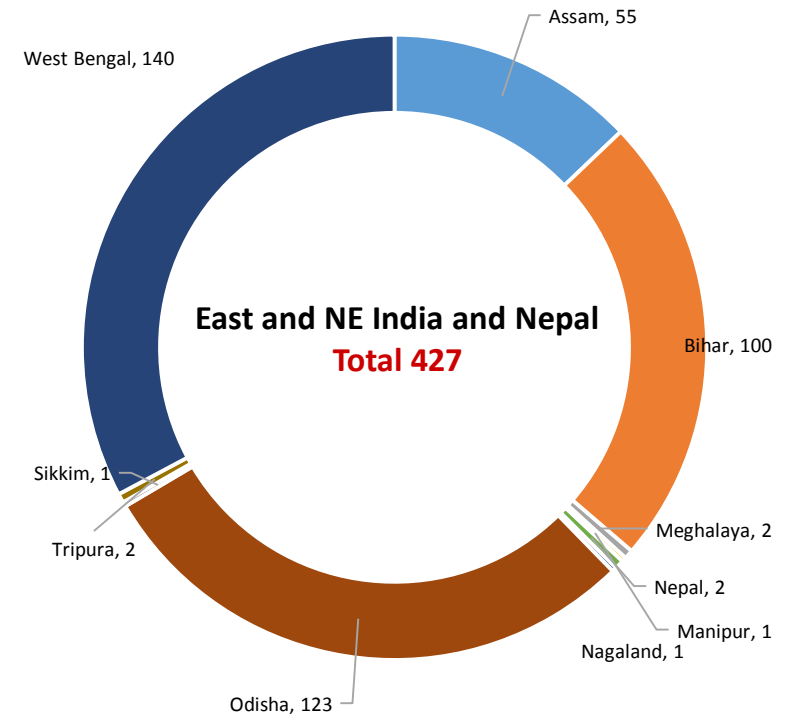
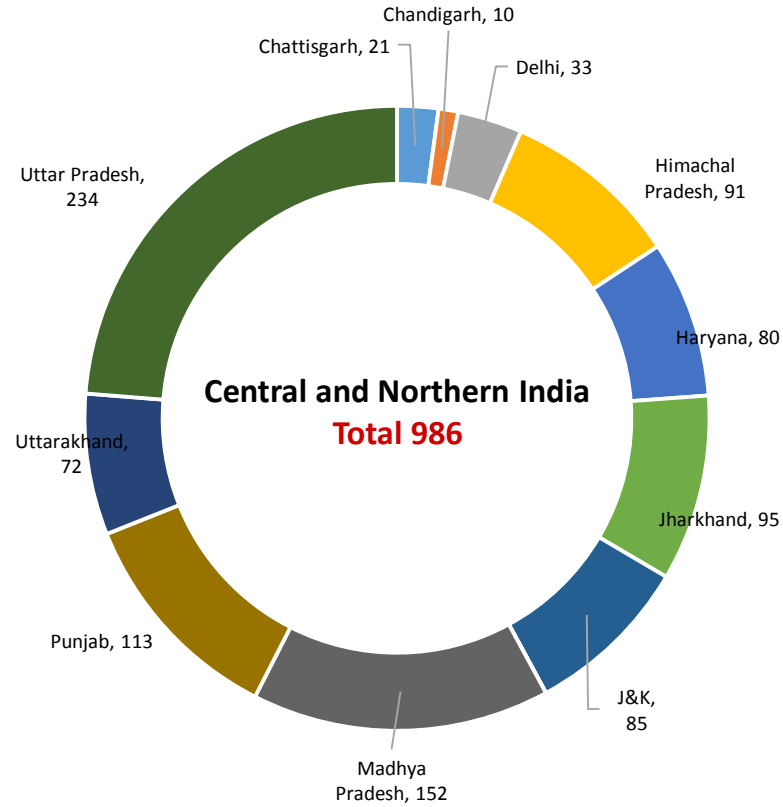
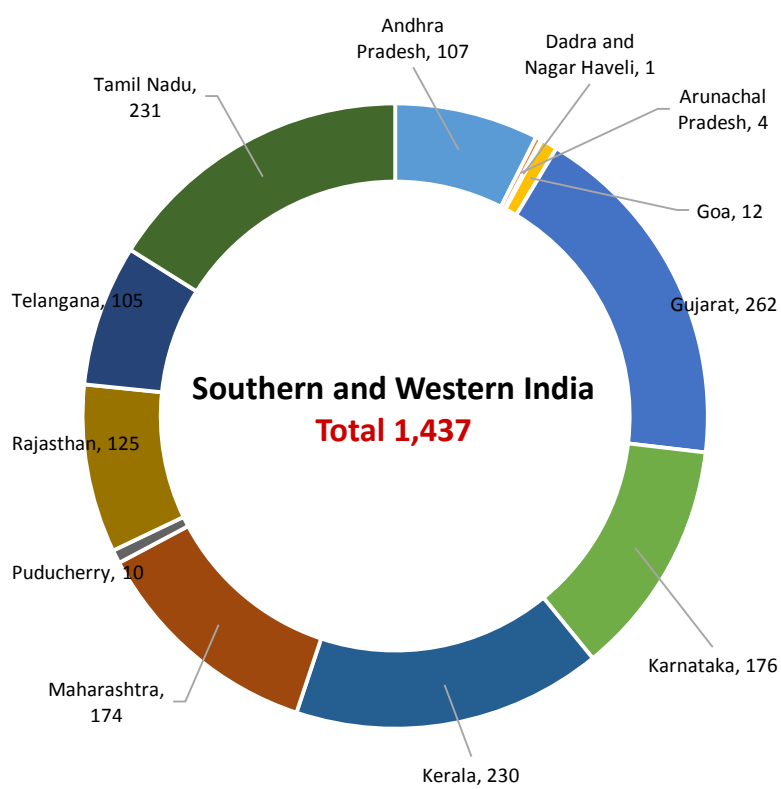
**299+ Exclusive AGL Franchise Partners** across 24 states and union territories

### Own Display Centres

**12 Company Owned Display Centres** across 7 states representing our retail presence



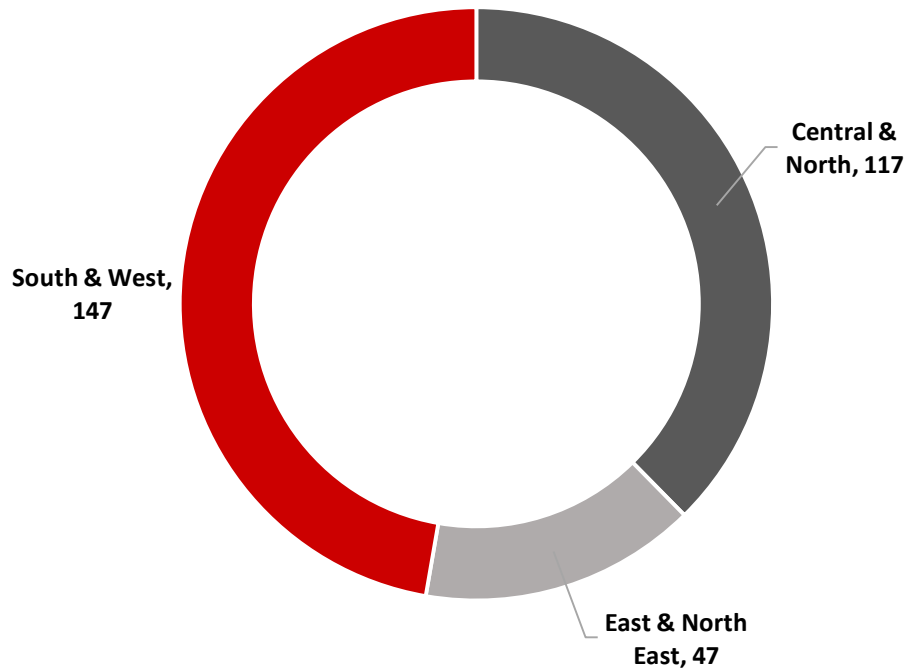
# Extensive reach throughout the country through vast network of Dealers and Distributors



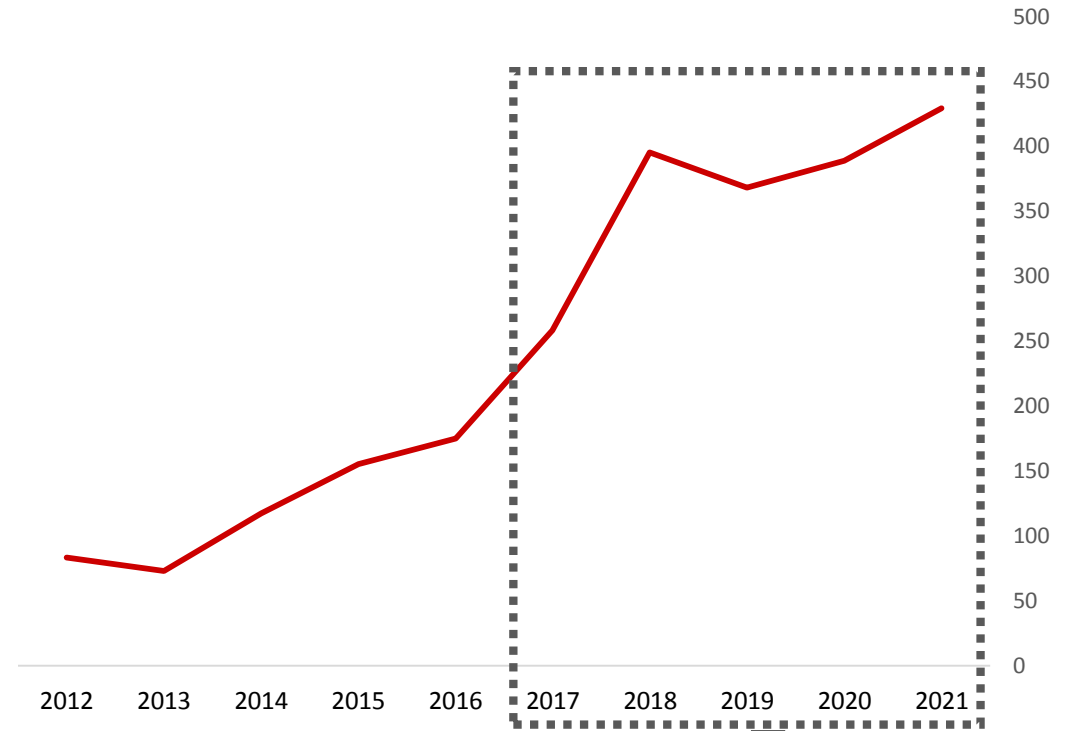
**AGL has continuously thrived to expand the retail network over past 10 years**

**Over recent years, AGL has been actively focusing on expanding the retail footprint**

**Presence through Exclusive and Own Touch Points across the country**



**Addition of Distributors, Dealers and Sub-dealers over last 10 Years**



**65% have been added over last 5 years**

## Marquee Corporate, Institutional and Projects Clientele





***State of the Art Infrastructure***

## Deployment of State of the Art Global Technologies at work to manufacture the best of Surfaces

AGL is technologically well equipped through partnering with best in class technology and material providers across the globe



Machines	AGL Dholka	AGL Idar	AGL Dalpur	Amazoone	Crystal	Affil	Ivanta
Ball Mills	5	10	6	11	11	6	5
Spray Dryers	1	1	1	1	4	2	0
Press	2	1	3	2	7	3	4
Glaze Lines	3	1	2	2	1	0	2
Kiln	1	1	2	1	3	1	2
Digital Printing	2	1	2	1	2	0	1
Polishing Lines	1	1	3	1	2	1	0

Partnering with Best in Class Tech and Material providers ensures consistency in quality and access to most innovative solutions

## Most Innovative and Modern Technology coming at Play at AGL Group

Adicon Ceramica, AGL's Associate Concern has installed one of the most advanced renowned technology for Value Added Mega Slabs



**SACMI Continua+** is one of the most advanced globally renowned technology to manufacture Large and Mega format Ceramic Tiles and Slabs.

Innovated by Italian Ceramic Machinery Group SACMI, the technology has been adopted by more than 100 large Ceramic Manufacturing Groups globally.

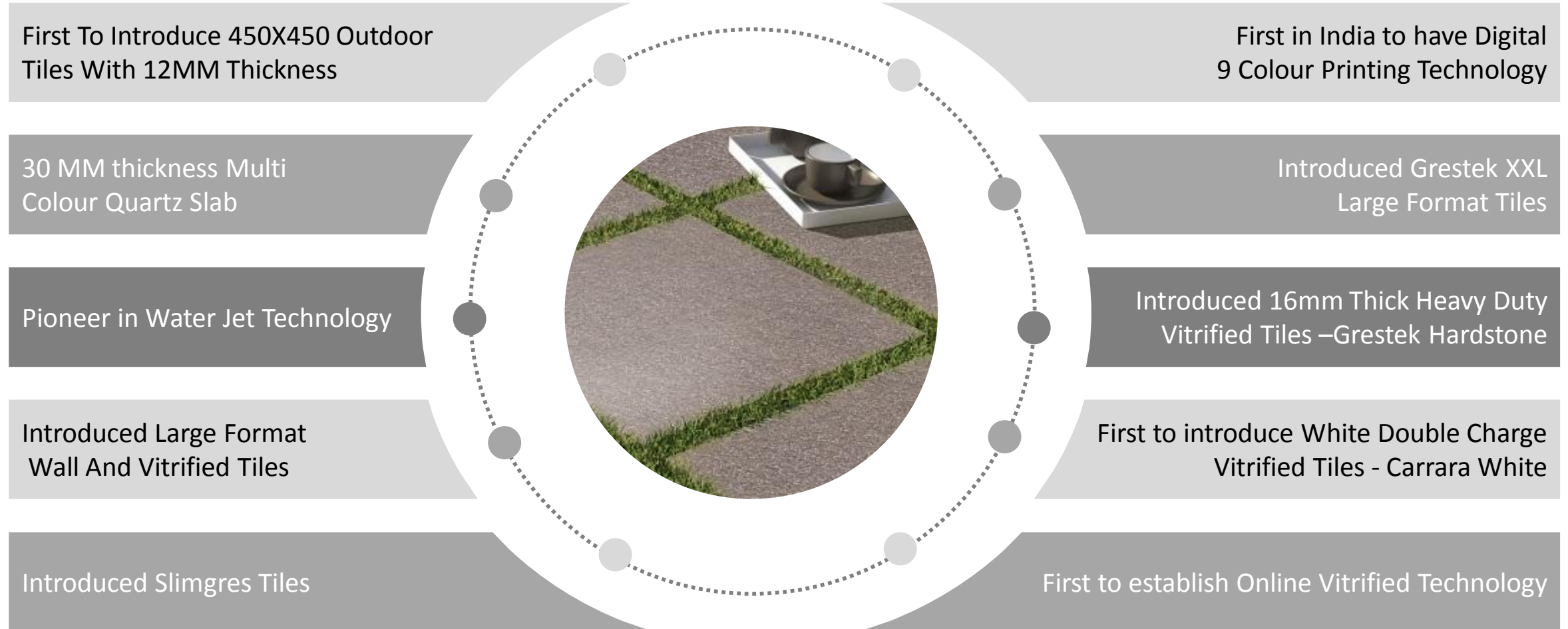
### Key Features of the Plant installed by Adicon:

- **SACMI Continua+ PCR 2000** version
- End to end line from Spray Dryer to Kiln
- **Installed Capacity of 15,000 sqm per day**
- Can make sizes upto width of upto 1600mm or 160cm and length of upto 3600mm or 360cm
- Thicknesses possible from 3mm to 20mm
- Lower consumption of energy
- Adicon to manufacture high quality 1600x3200mm size slabs in 15mm thickness **(to be marketed exclusively by AGL in the domestic market)**

Through this, AGL would be able to early capture the domestic demand of Large and Mega Slabs used in Countertops, Kitchentops, Facades Joint-free Layings and Elevation

**Technology Adoption and Upgradation- AGL has led the Indian Ceramic Story to induct most latest innovations at work**  
**For years, AGL has been introducing most latest and unique technologies and products to the industry**

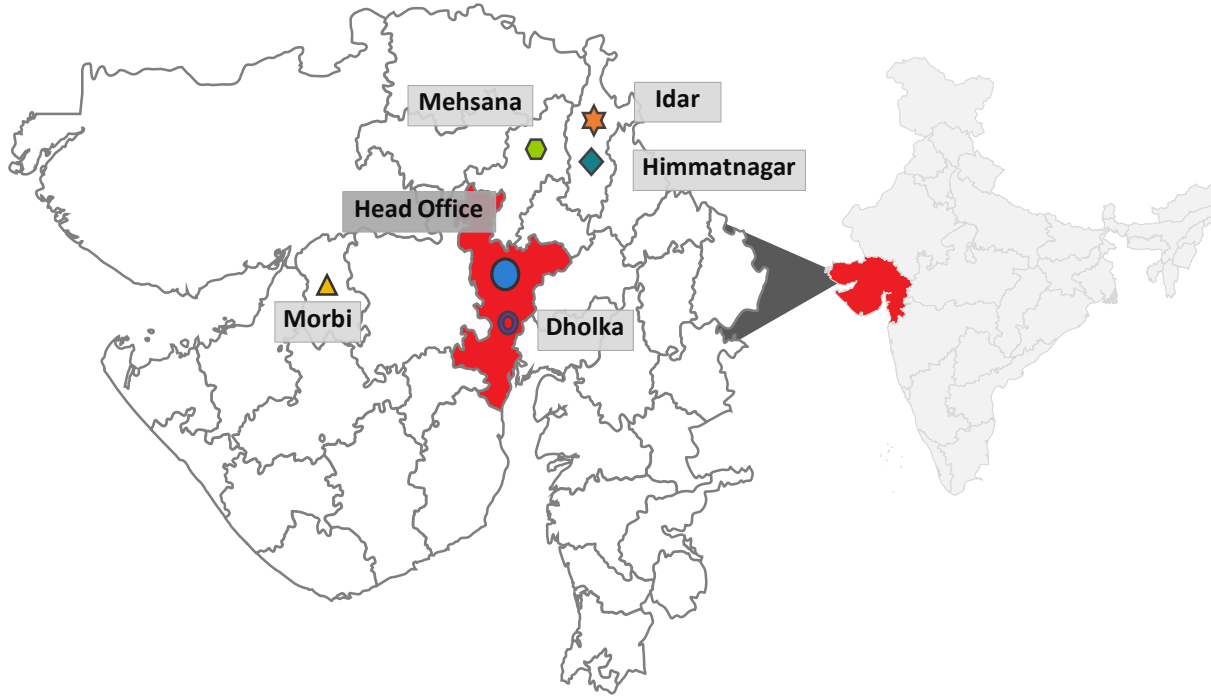
## **AGL is highly respected for having many “First Times” in its basket and the trend is ongoing**



# State of the Art Infrastructure

Infrastructure has always played one of the most critical role in getting AGL where it is today on the league table

 Ahmedabad Head Office





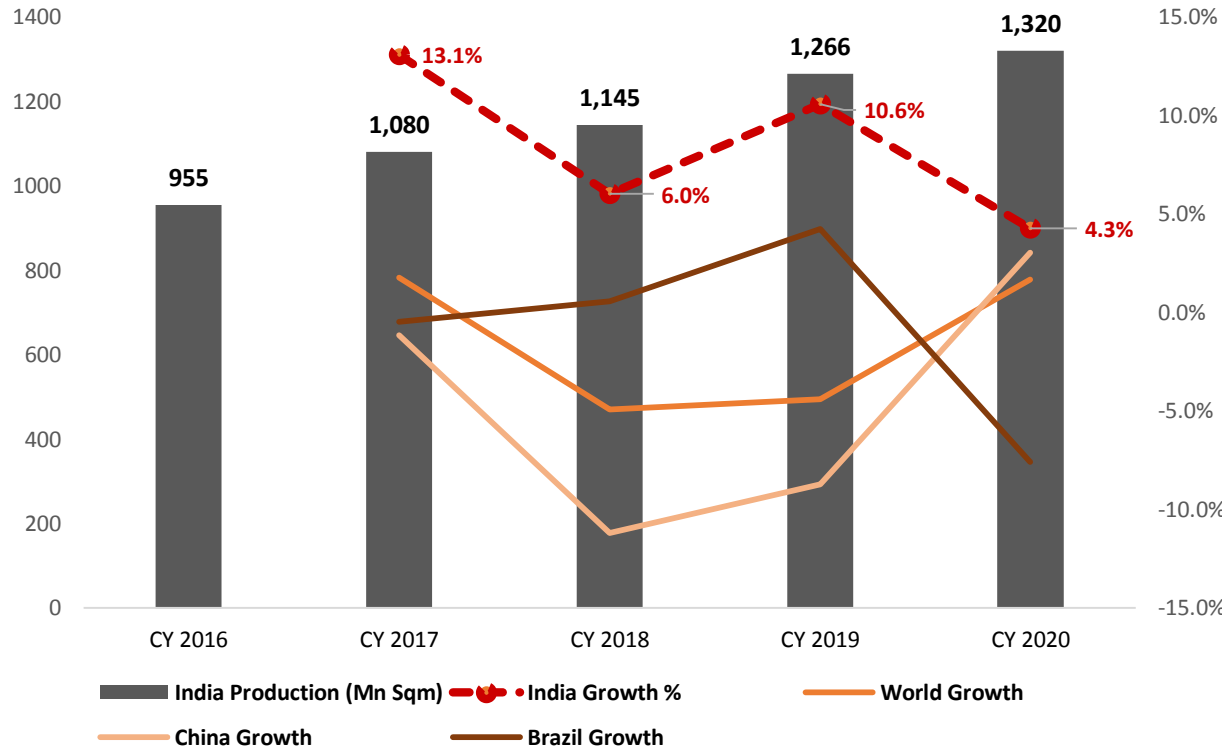


# Industry Overview

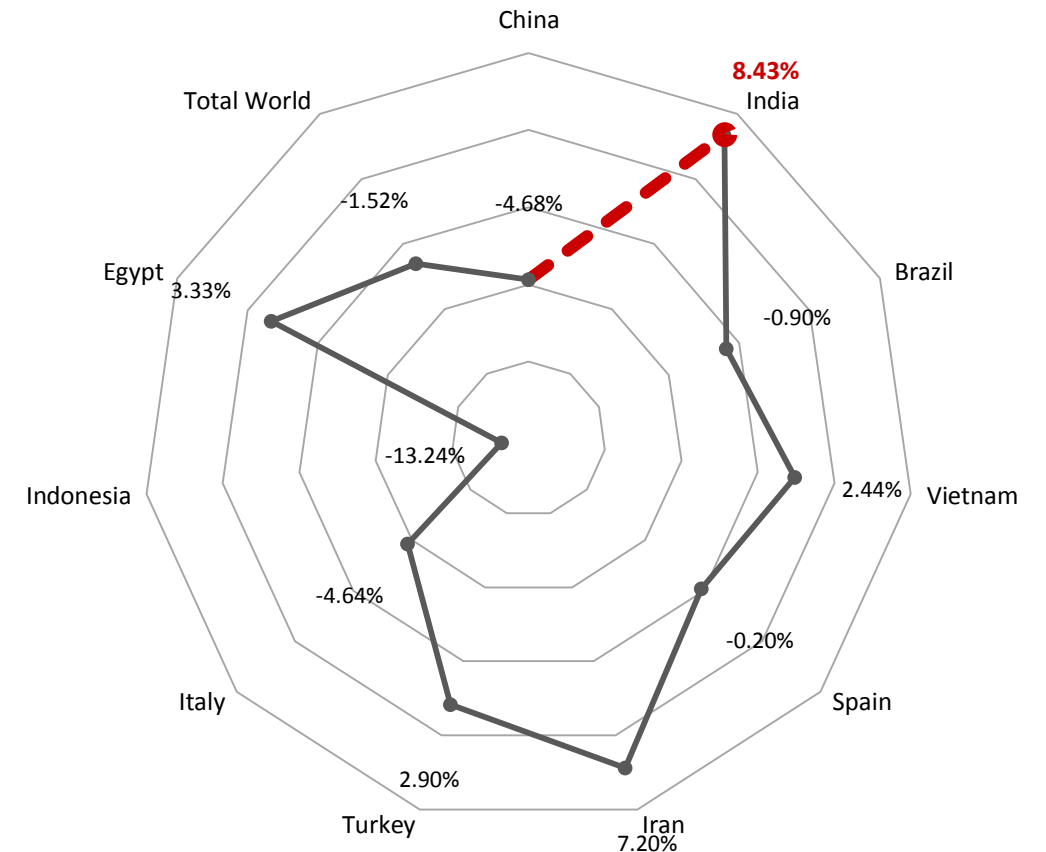
# Indian's Ceramic Tiles Production

Over the years, India has delivered consistent performance in production of tiles, ranking at No.2 Position Globally after China

**India's Ceramic Tile Production**  
Highest Y-o-Y Growth Delivered in the World



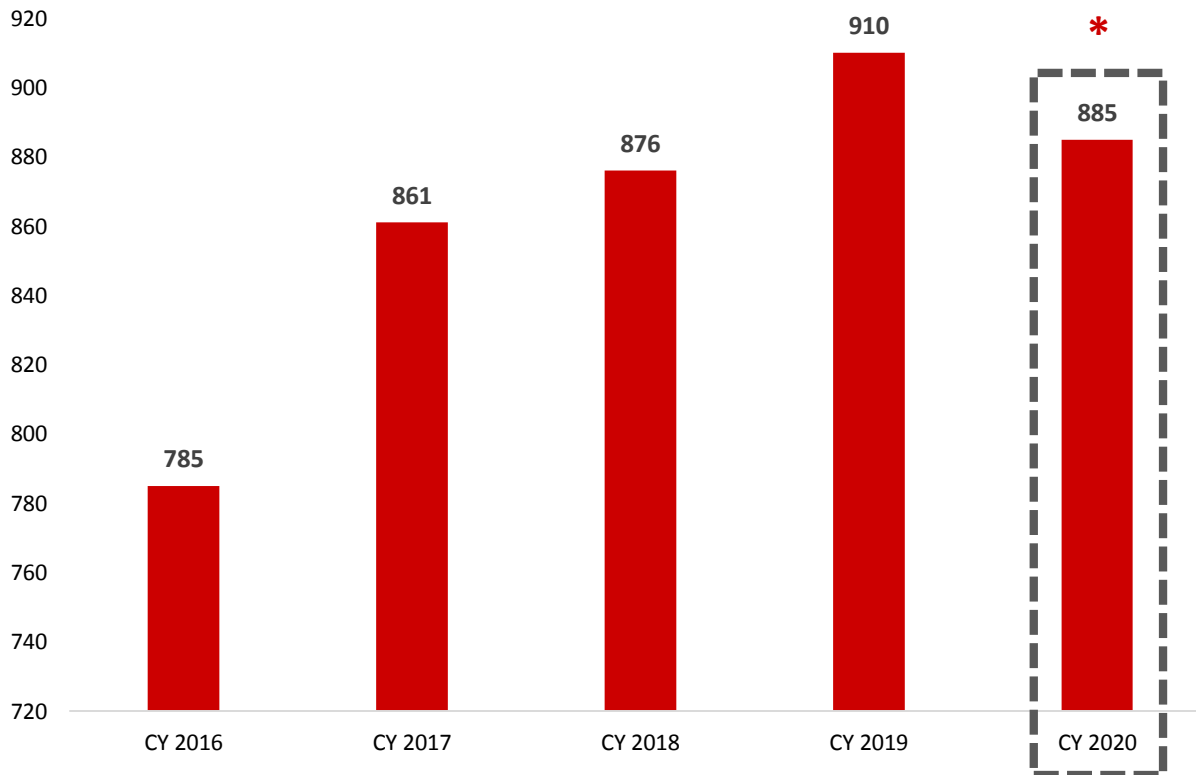
**In Past 5 Years, Indian Ceramic Industry has grown at Highest Rate in the world at a CAGR of 8.4%**



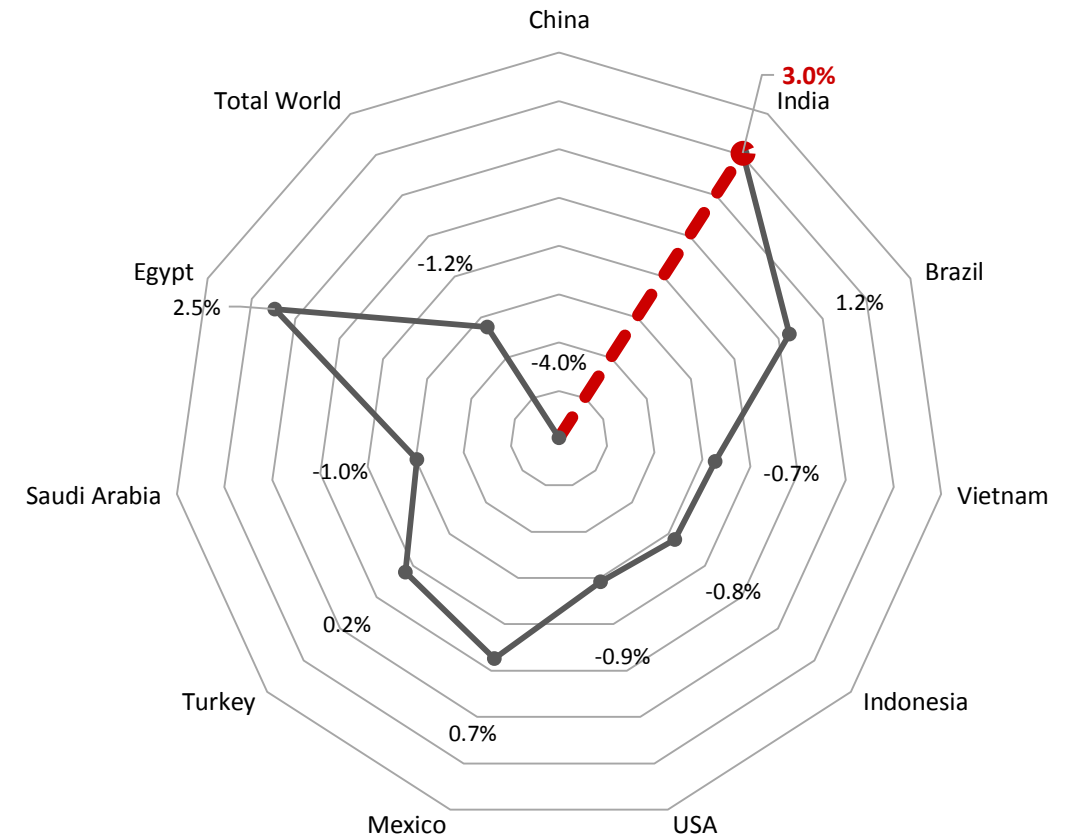
# Indian's Ceramic Tiles Consumption

Not just production, India surpassed Brazil to become 2<sup>nd</sup> Largest Ceramic Tiles Consumption Country globally after China

### India's Ceramic Tile Consumption Highest Y-o-Y Growth Delivered in the World



### Over Past 5 Years, Indian Ceramic Tile Consumption has grown at Highest Rate in the world at a CAGR of 3.0%



\*Consumption was affected due to extended lockdowns led by pandemic during first wave  
Source: Ceramic World Review

# India's Ceramic Tiles Industry

Growing Organisation of the Industry led by government reforms

**Ceramic Tiles Market**  
**INR 38,500 Crore**

**Organized**  
**INR 18,500 Crore**

**Listed Majors**  
**INR 8,500 Crore**

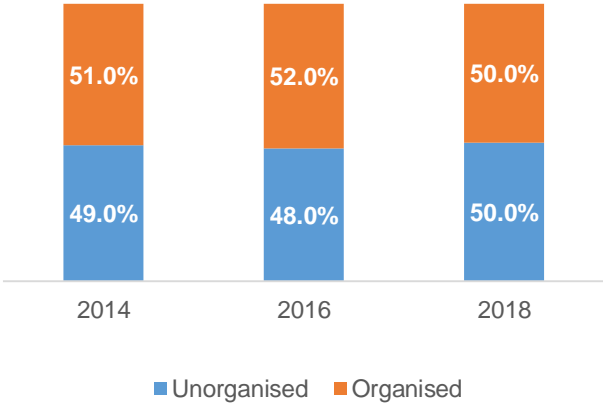
**Unlisted**  
**INR 10,000 Crore**

**Unorganized**  
**INR 20,000 Crore**

**Various small scale manufacturers in major ceramic hotspots**

*(Morbi, Thangarh, Virudhachalam, Himatnagar, Khurja, Palpara, East & West Godavari)*

**Systemic shift from Unorganized to Organized segment . . .**

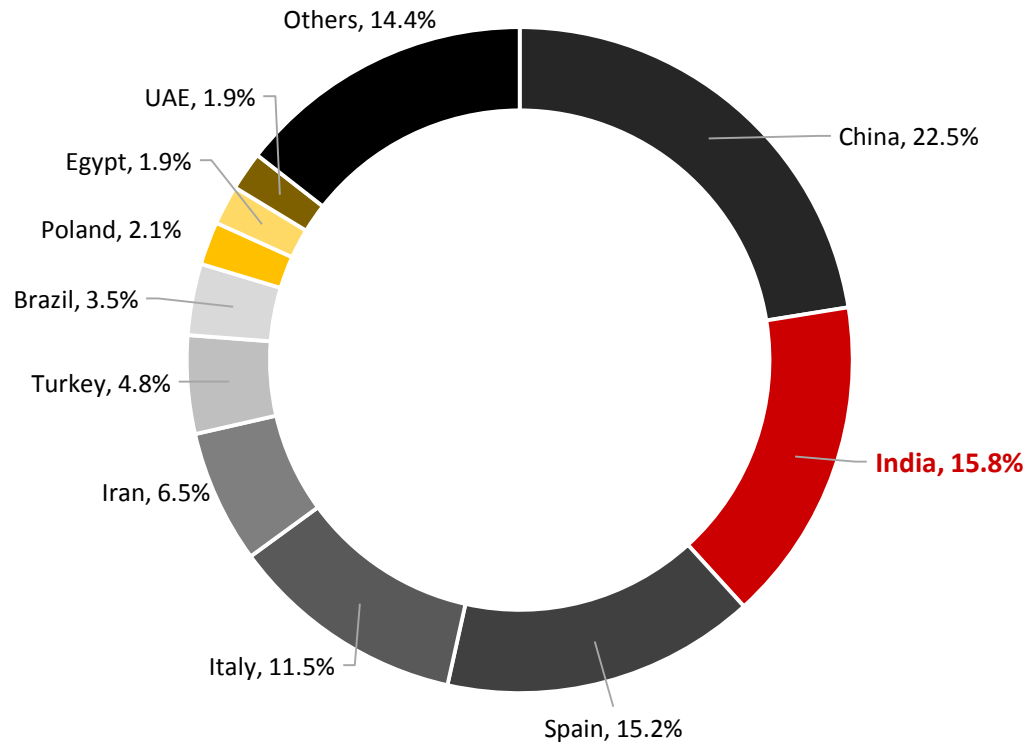


- Due to the implementation of Goods and Services Tax (GST) and E-WAY bill on ceramic tiles, increasing number of traders and dealers are shifting to organized regime.
- Enactment of Real Estate (Regulation and Development) Act, 2016, has greatly organized operations and functioning of the market and as a result it has impacted the tile manufacturers quite positively.

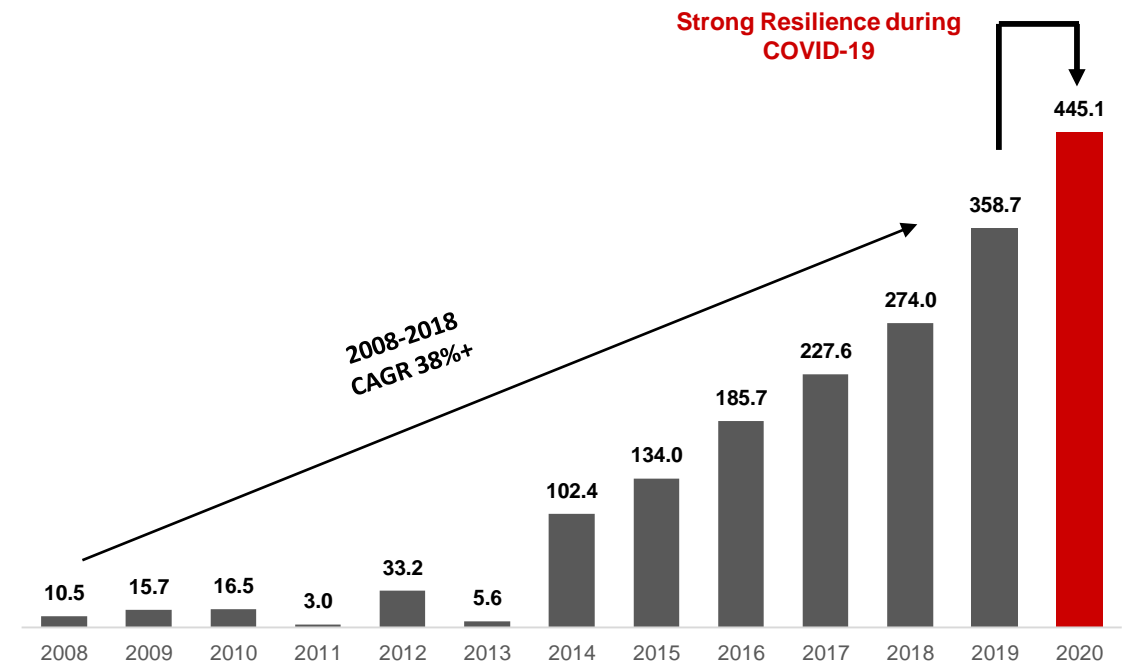
# India's Ceramic Tiles Exports

Not leaving any stone unturned, India surpassed Spain to become 2<sup>nd</sup> Largest Exporter of Ceramic Tiles globally after China

### India's Pie in Global Ceramic Tiles Exports in CY2020 % of World Exports

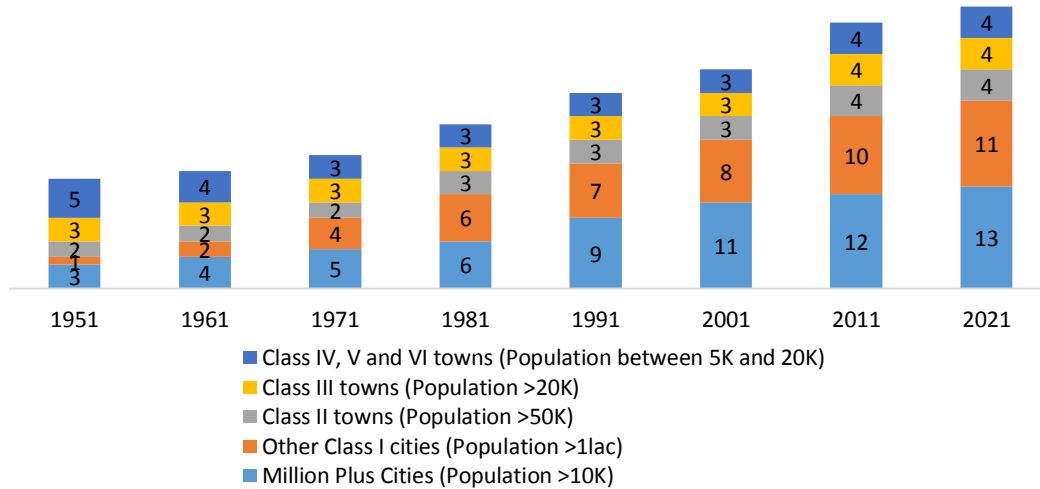


### 38%+ CAGR growth in Ceramics exports from India (figures in sq.mt. Mn.)



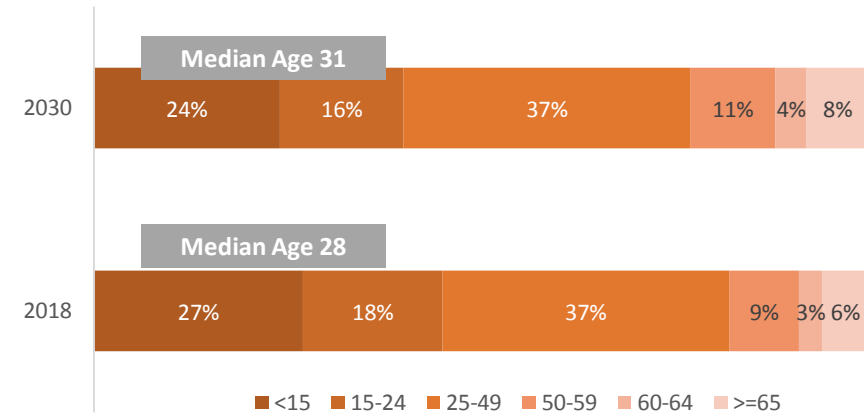
# Fundamental fueling Domestic Demand and Consumption

## Rapid Urbanisation Rate in India

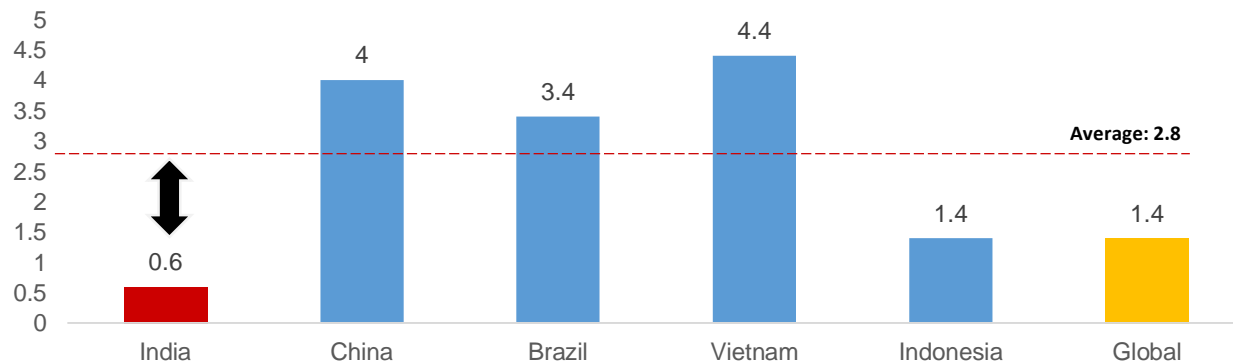


## By 2030, 77% of India's population will comprise of Millennials & Gen Z

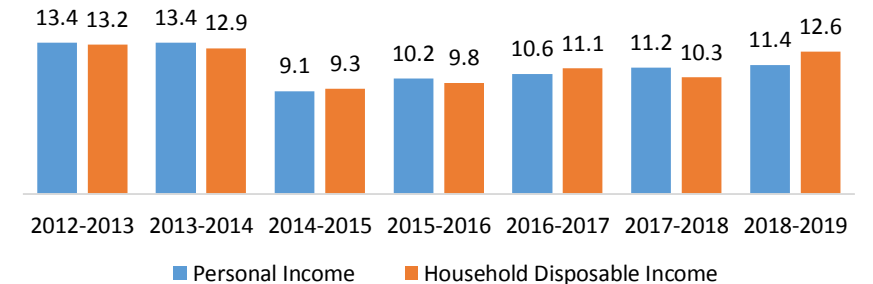
Lower Mid & Upper Mid will together constitute ~78% of population by 2030



## Per Capital Consumption of Ceramic Tiles



## Rising Disposable Income (Y-o-Y Growth)



## Recent Key Trends in the Indian Ceramic Tiles Story

**Growing Urbanisation resulting into increasing need for new homes in Cities**

**Rising disposable incomes resulting into need for higher standards of living**

**Government's Policy Push such as Smart Cities, Affordable Housing Schemes, etc.**



**Rising demand for Commercial Real Estate in top cities across the country**

**Consistent addition of New capacities in GVT and Large Slabs segment**

**Deployment of most latest globally accepted Technologies & innovations in manufacturing**



# Financials



## Balance Sheet

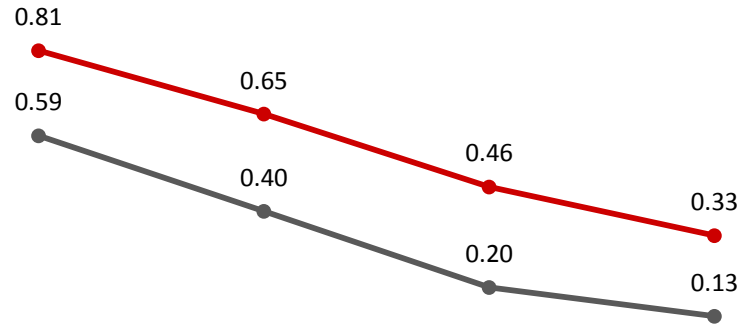
Particulars (INR in crores)	Consolidated			Standalone		
	FY21	FY20	FY19	FY21	FY20	FY19
Fixed assets	457.3	462.8	471.5	235.8	246.2	231.1
Capital work in progress	24.4	9.4	0.1	0.1	0.7	0.0
Investments	46.3	29.8	27.6	46.7	36.7	54.0
Trade receivables	420.3	374.3	400.2	350.6	336.0	330.5
Inventory	319.3	291.8	305.2	221.2	202.7	215.0
Cash & bank balances	18.5	13.2	33.2	11.8	5.8	27.8
Other Current Assets	81.0	78.0	43.2	79.1	75.0	43.2
<b>Total Assets</b>	<b>1,367.1</b>	<b>1,259.1</b>	<b>1,281.1</b>	<b>945.2</b>	<b>903.0</b>	<b>901.6</b>
Equity Share Capital	34.1	30.1	30.1	34.1	30.1	30.1
Reserves	588.6	466.1	421.0	491.9	377.2	350.0
Non-controlling interest	29.8	29.2	36.1			
Long term borrowings	141.1	92.6	125.6	16.3	4.3	77.2
Short term borrowings	144.5	228.0	240.0	88.2	157.1	147.0
Trade payables	302.0	310.2	336.3	235.7	250.7	293.4
Other Liabilities	127.0	102.8	91.9	79.0	83.6	3.9
<b>Total Liabilities</b>	<b>1,367.1</b>	<b>1,259.1</b>	<b>1,281.1</b>	<b>945.2</b>	<b>903.0</b>	<b>901.6</b>

## Statement of Profit & Loss

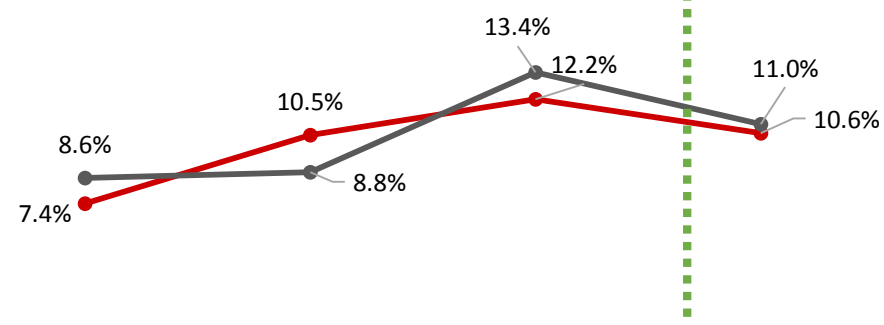
Particulars (INR in crores)	Consolidated				Standalone			
	9M FY22	FY21	FY20	FY19	9M FY22	FY21	FY20	FY19
<b>Revenue from operations</b>	<b>1,085.4</b>	<b>1,292.3</b>	<b>1,224.5</b>	<b>1,186.7</b>	929.8	1,036.2	1,013.2	1,005.1
Cost of material consumed	206.2	214.6	306.5	326.8	133.5	137.9	173.9	205.1
Purchase of stock in trade	479.8	644.3	430.6	362.7	527.8	592.1	511.3	470.0
Changes in inventories	-0.8	-16.8	-2.2	-25.3	2.1	-10.7	8.8	-14.9
Employee benefit expenses	81.7	91.3	108.5	109.9	61.2	68.1	81.5	79.0
Power & fuel	122.9	106.4	130.1	166.7	60.1	57.3	70.6	99.8
Other expenses	100.1	116.7	133.3	159.3	78.0	93.8	98.7	123.2
<b>EBITDA</b>	<b>95.5</b>	<b>135.9</b>	<b>117.7</b>	<b>86.5</b>	<b>67.0</b>	<b>97.6</b>	<b>68.3</b>	<b>42.8</b>
<b>EBITDA %</b>	<b>8.8%</b>	<b>10.5%</b>	<b>9.6%</b>	<b>7.3%</b>	<b>7.2%</b>	<b>9.4%</b>	<b>6.7%</b>	<b>4.3%</b>
Other income	41.0	5.5	10.3	10.6	39.5	3.7	7.0	4.3
Depreciation & amortisation	22.2	29.4	30.8	27.3	13.0	18.5	18.1	16.6
Finance costs	18.1	34.9	40.0	36.9	3.6	17.0	20.2	18.5
<b>Profit before tax</b>	<b>96.2</b>	<b>77.1</b>	<b>57.2</b>	<b>32.9</b>	<b>89.9</b>	<b>65.9</b>	<b>37.1</b>	<b>12.0</b>
Tax	15.7	19.5	11.1	9.8	14.5	16.6	7.5	4.7
<b>Net profit</b>	<b>80.5</b>	<b>57.6</b>	<b>46.1</b>	<b>23.0</b>	<b>75.4</b>	<b>49.2</b>	<b>29.6</b>	<b>7.3</b>
<b>Net profit %</b>	<b>7.1%</b>	<b>4.4%</b>	<b>3.7%</b>	<b>1.9%</b>	<b>7.8%</b>	<b>4.7%</b>	<b>2.9%</b>	<b>0.7%</b>
EPS	19.7	18.6	14.0	6.9	18.6	16.0	9.8	2.4

# Growing Profitability and Stakeholders' Returns and Declining Debt Levels

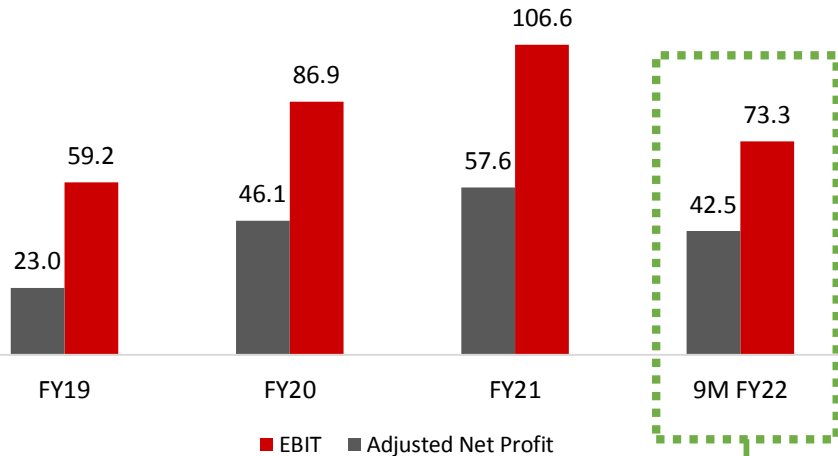
### Debt Equity Ratio (x)



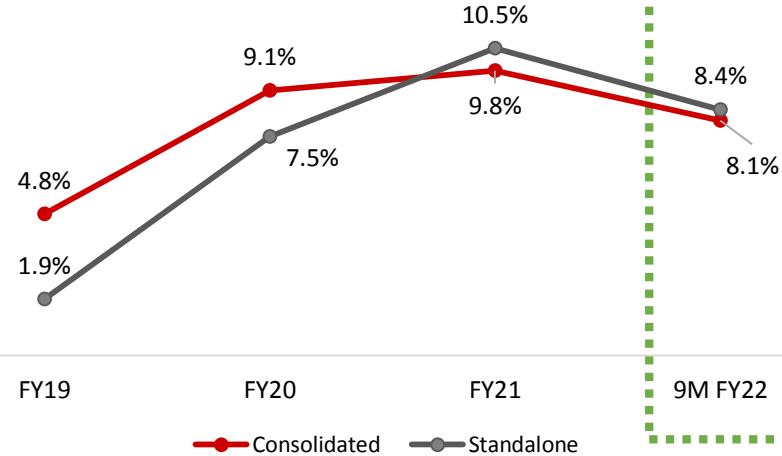
### ROCE %



### Consolidated EBIT & Adjusted Net Profit (INR Cr)



### ROE %



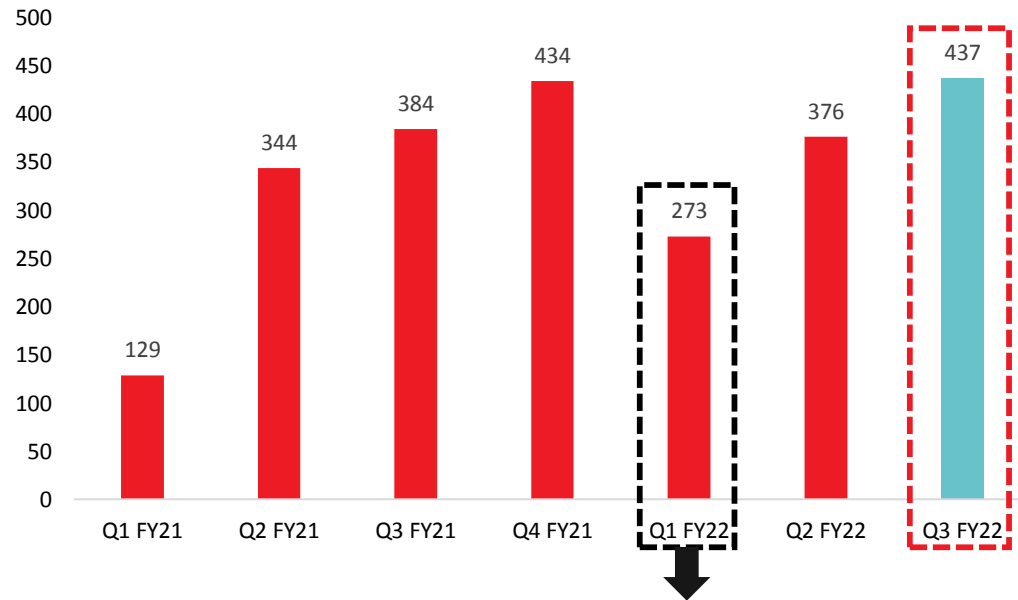
Declined due to slowdown led by Second Wave related lockdowns of COVID-19 in June 2021 Quarter coupled with multiple gas price hikes during the period



## Quarterly Performance

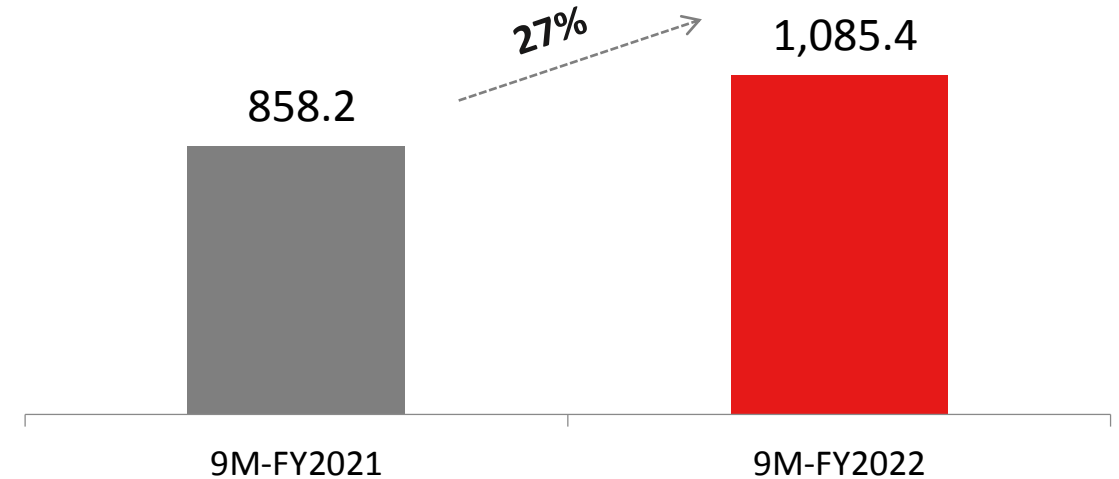
Since outbreak of COVID, AGL was able to recover quickly and posted strong Q-o-Q growth (except during the deadly second wave). **On the back of healthy growth in volumes and realisations in Q3 FY22, AGL posted its highest quarterly revenue of Rs. 436.6 crores on a consolidated basis till date**

### Consolidated Quarterly Sales (Rs. Crores)



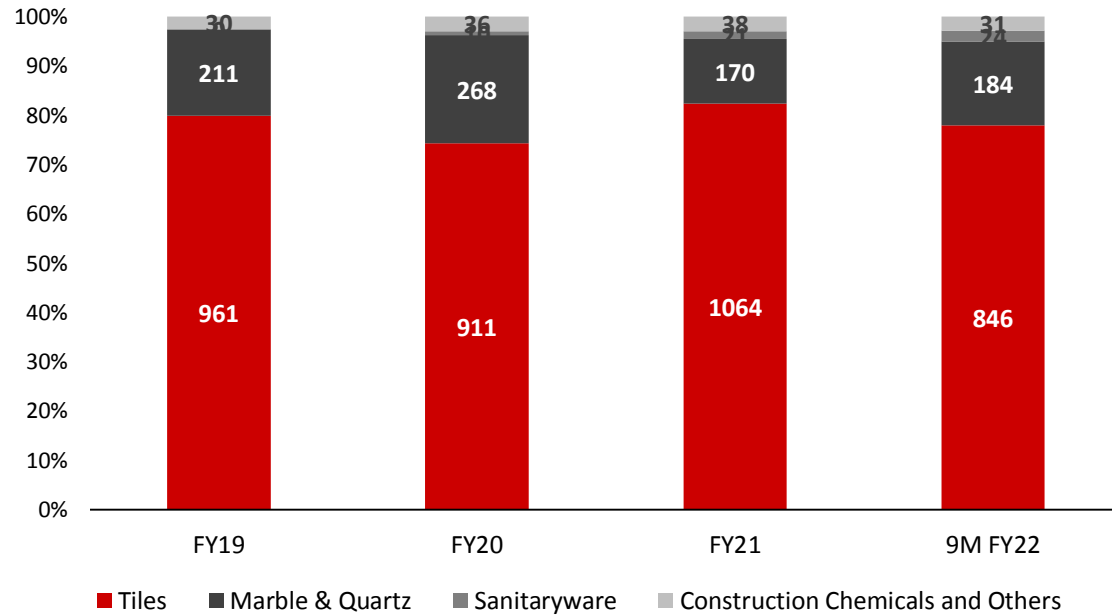
Entire industry was Impacted by Second Wave of COVID-19

### Consolidated Sales 9M FY22 and 9M FY21 (Rs. Crores)

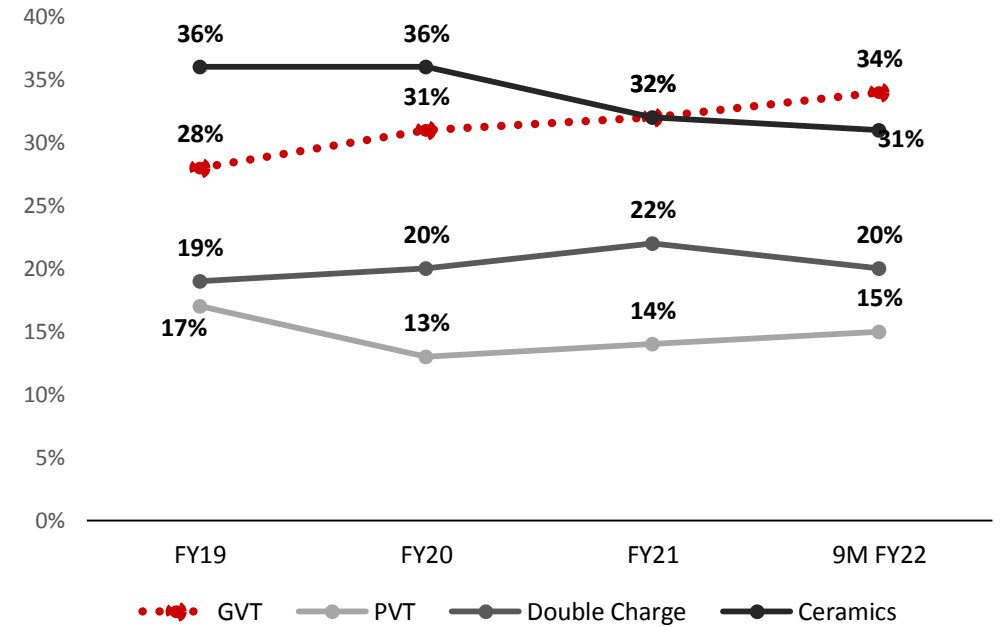


# Revenue Segmentation

## Consolidated Revenue Segmentation by Product (INR in Cr)

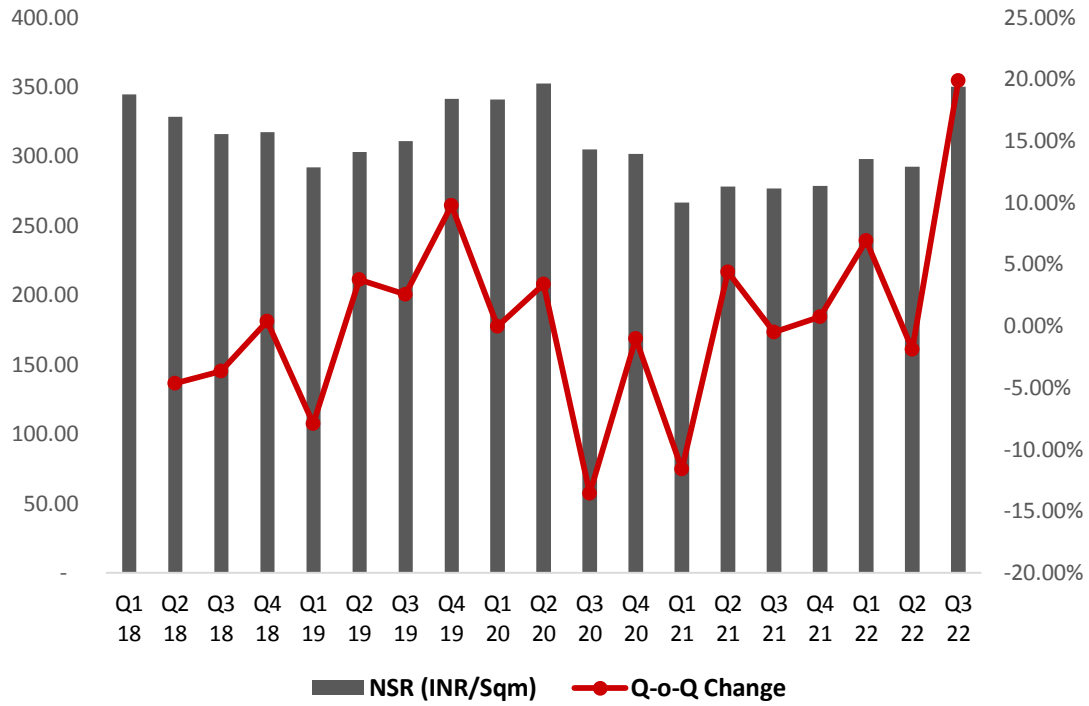


## Increasing Share of Value Added GVT Products in the overall Tiles Sales Mix



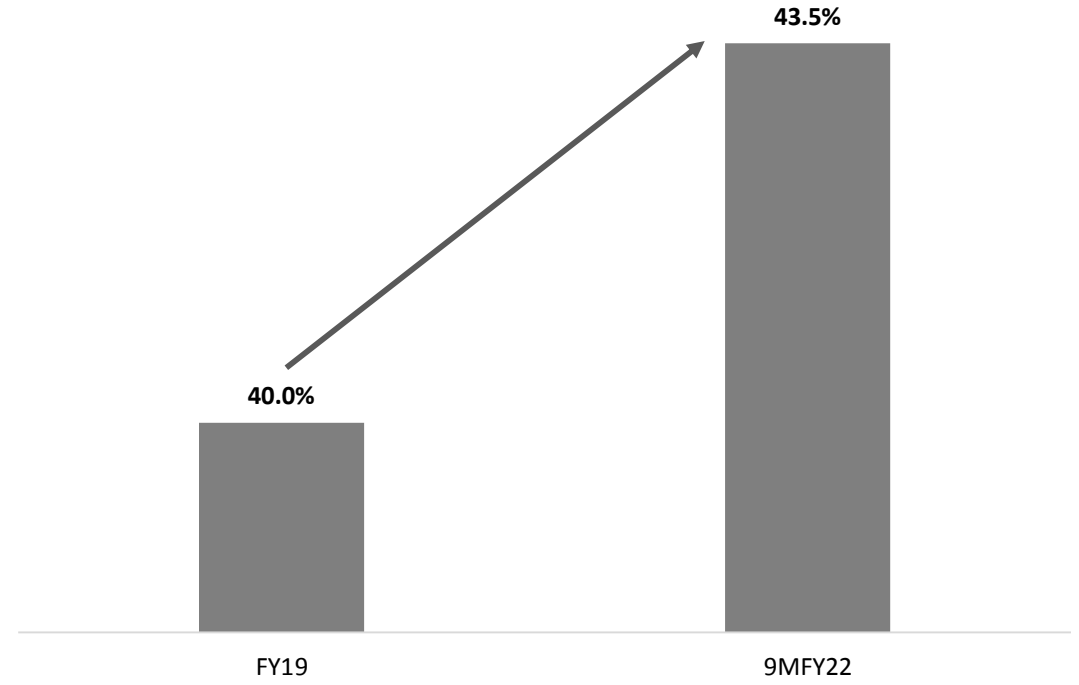
**With addition of More Value Added Products, Net Sales Realisation (NSR) has been growing**

**With rising share of Value Added Products in the Overall mix, pricing is improving over the period (NSR)**

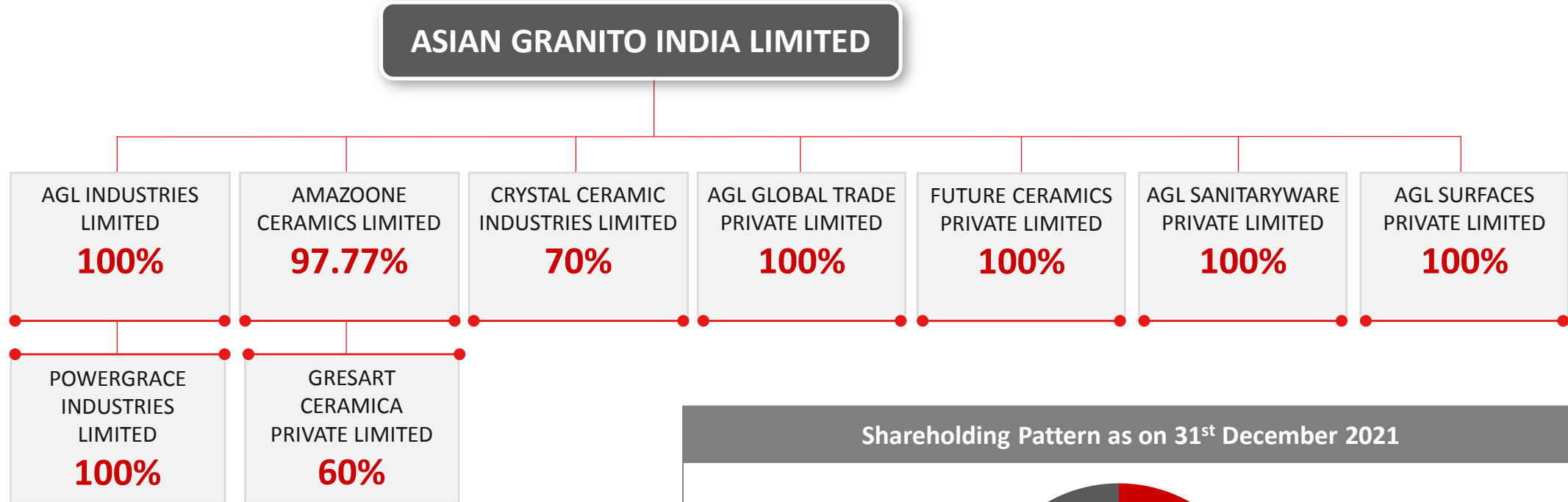


NSR= Net Sales Realisation per sq. mtr.

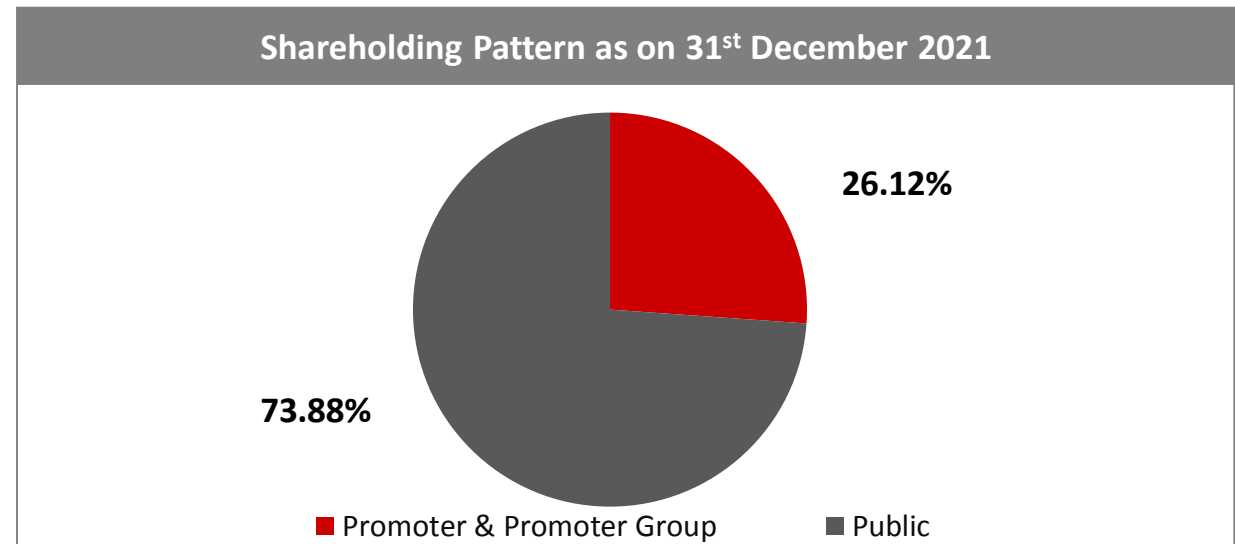
**Shares of Value Added Products (GVT, Quartz and Composite Marble) as % of Total Revenue**



## AGL Group Structure and Shareholding Pattern



Shareholding Pattern as on 31<sup>st</sup> December 2021





**THANK YOU**

**Asian Granito India Limited**

Office 202, Dev Arc, Opp. Iskcon Temple,  
S.G. Highway, Ahmedabad- 380015, Gujarat, India



# Annexures

# Awards & Recognition



**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**



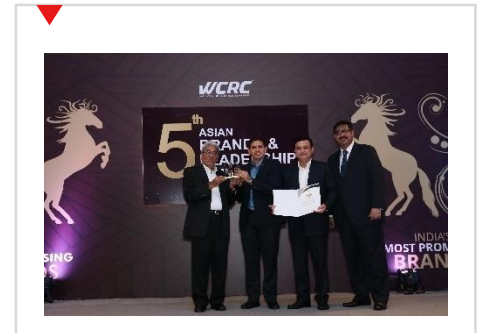
**Fortune India Next 500 (Summit West) Asian Granito**



**Gujarat Brand Leadership Award**



**Mega Brand**



**Asia's Most Promising Brand**



