

Beautiful Life

31st May, 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,

Subject: Investor Presentation

Please find attached Investor Presentation for the Fourth Quarter and year ended on 31st March, 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.

Request you to take note of the same.

Thanking you.

Yours faithfully,

For Asian Granito India Limited

Director

DIN: 00229700



Encl: Investor Presentation

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

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W : www.aglasiangranito.com
CIN : L17110GJ1995PLC027025

TILES | MARBLE | QUARTZ | BATHWARE



Asian Granito India Ltd.



Investor Presentation
2021-22

MAKING LIFE
MORE BEAUTIFUL **WORLD WIDE**

Asian Granito India Ltd.

TILES | MARBLE | QUARTZ | BATHWARE



Q4 & 12M FY21

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Q4 & 12M-FY2021 CONSOLIDATED PERFORMANCE HIGHLIGHTS

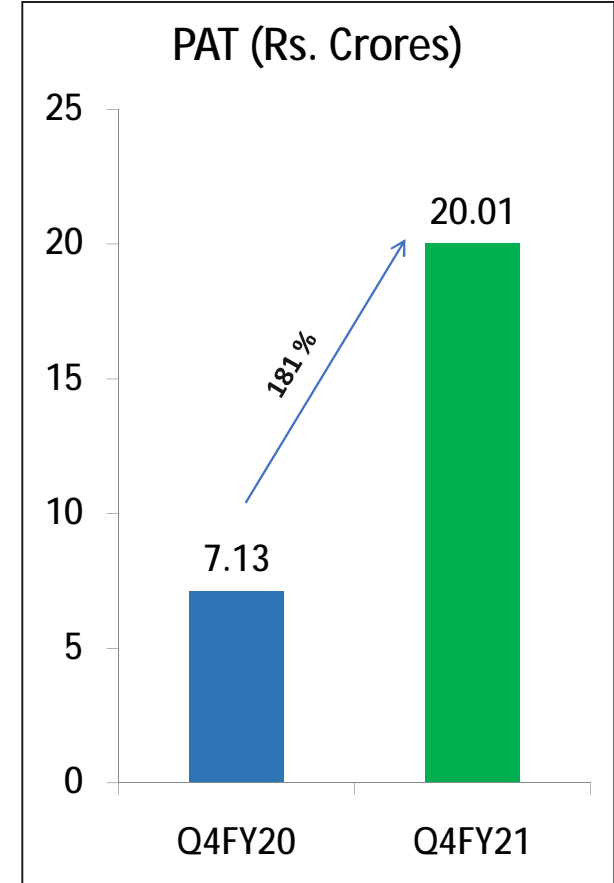
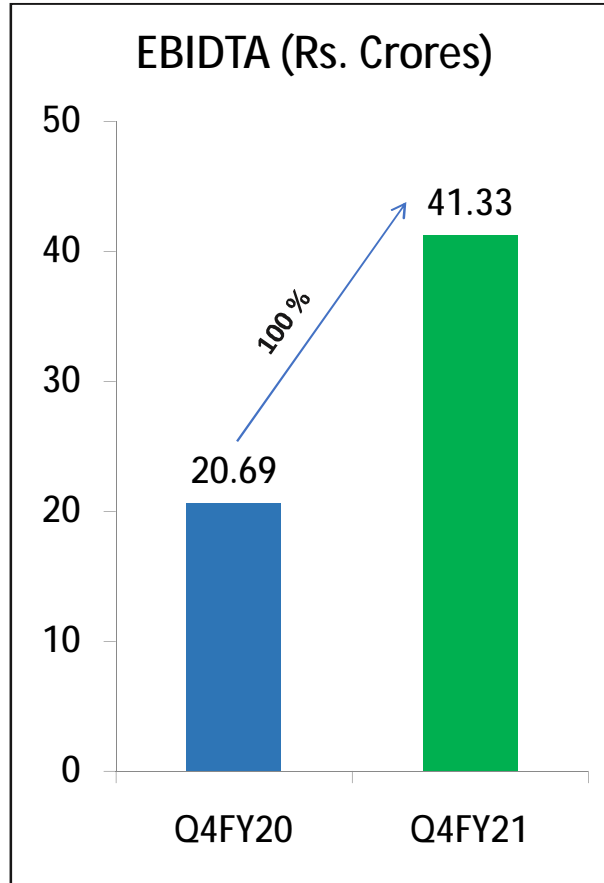
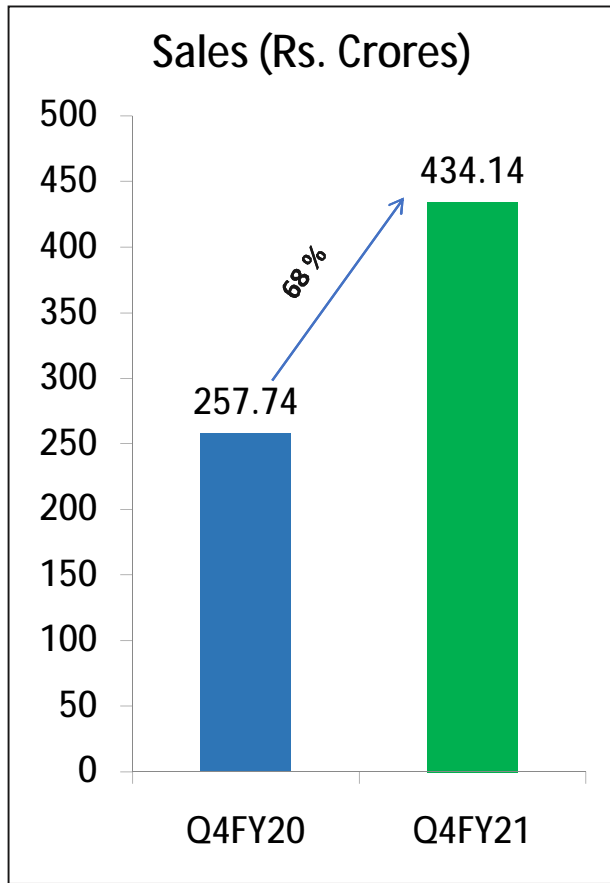


- 1) During the quarter company's performance remains robust driven by higher sales and strong margins. This was achieved on the back of robust demand in the Tier 2,3 cities & rural areas along with strong demand from exports. The opening up of metros cities further catalysed our growth.
- 2) Company's focus on export resulted robust sales growth on YoY basis. Increase in acceptability of Indian tiles along with anti-China sentiments resulted increase in market share of Indian Manufacturer. Thus, the export revenues during the quarter have shown promising growth of 42% Y-o-Y. Adding flavor to its exports, company has recently inaugurated Export House at Morbi to further enhance our global presence and boost International business.
- 3) Gas price which has seen regular increase for last couple of month, currently price stand at INR 40 per SCM. In-order to arbitrage price of natural gas, management have decided to replace natural gas with Propane gas when ever price of propane goes below natural gas price.
- 4) The EBITDA margins for Q4FY21 have risen by 149-bps, in comparison to Q4FY20. The improved margins are due to better crafted strategies and lower operational costs. On the other hand, other expenses as a percentage of sales remained higher during the quarter on account of higher freight cost in export division due to shortage of containers and global freight cost increase.
- 5) Strategically company has reduced its overall consolidated debt by INR 35 crore, resulting in debt equity ratio of less than 0.5x. Company is further committed to reduce debt in coming years.
- 6) Post lock down there was strong increase in consumption, resulting in strong economic growth. The Company's average capacity utilizations for the quarter was 95%, owing to good domestic and international demand.

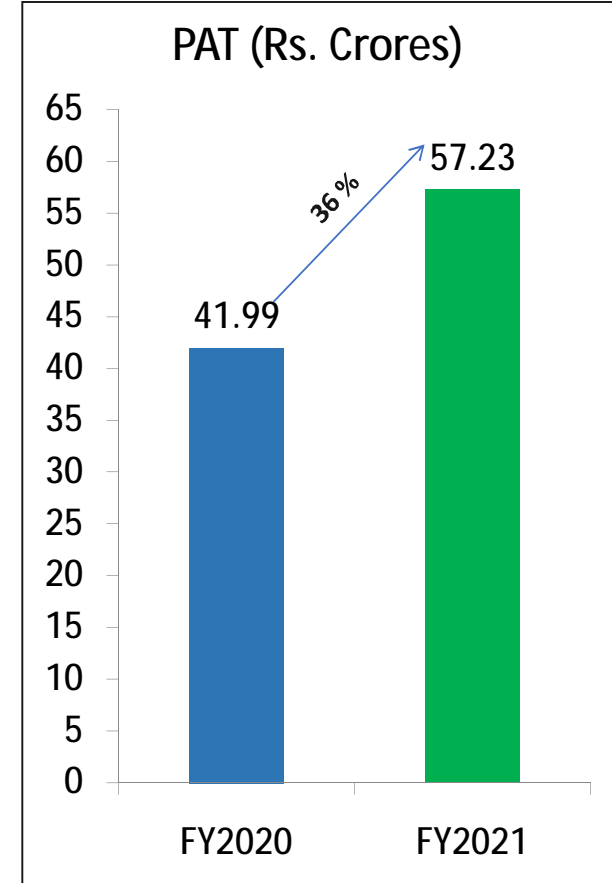
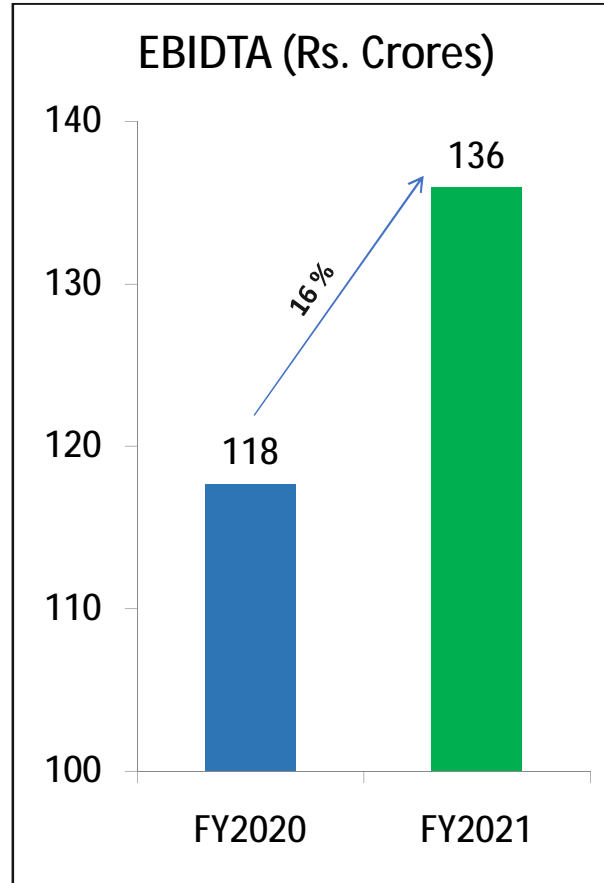
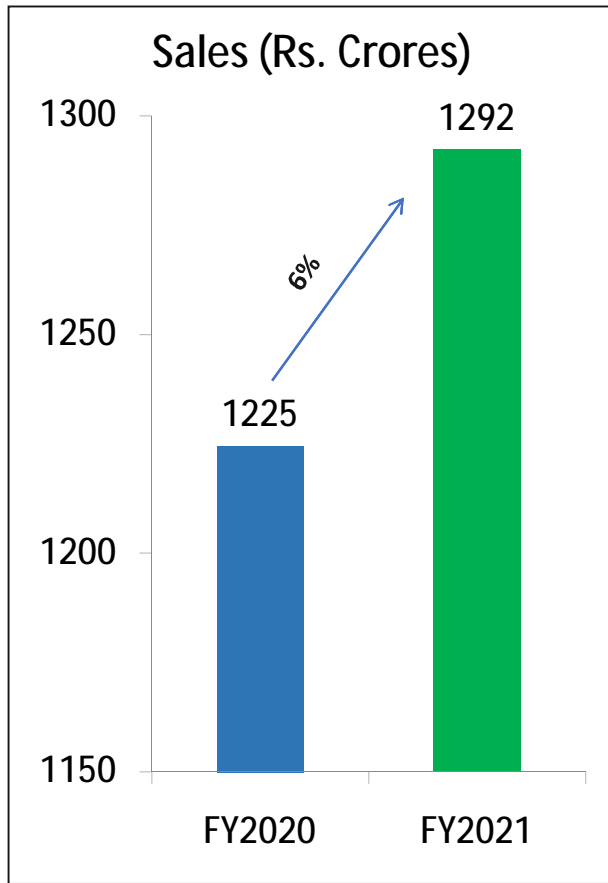
Outlook:

We believe that going ahead in next couple of years demand is likely to remain strong in domestic as well as international market on account of government spending, revival of demand in Tier 2 & 3 cities, replacement demand, pent-up demand in various markets. Demand from international market will further boost demand for the company's products in coming years. However their might be some hiccups in near term due to COVID induced lock down and limited domestic activities. Demand for Marble and quartz is improving in domestic market which was under pressure in FY2021, due to ock down in metro cities. Demand for Quartz continue to remain robust in international market. Bathware division will also see strong traction in demand on account of pent-up demand and opening of market across country after lock down.

AGL – CONSOLIDATED RESULTS SUMMARY 3M-FY2021



AGL – CONSOLIDATED RESULTS SUMMARY 12M-FY2021



AGL – CONSOLIDATED PROFIT & LOSS FOR Q4 – FY2021



Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	Q4FY20	Q4FY21	YoY	Q4FY20	Q4FY21	YoY
Sales	257.74	434.14	68%	217.09	357.37	65%
Other Income	0.00	0.00		0.00	0.00	
Total Income from Operations	257.74	434.14	68%	217.09	357.37	65%
COGS	157.87	282.26	79%	151.05	248.21	64%
Gross Profit	99.87	151.88	52%	66.04	109.16	65%
Gross Margin %	39%	35%		30%	31%	
Employee benefits Exps.	24.90	26.68	7%	19.05	20.32	7%
Power & Fuel	28.40	37.37	32%	15.37	21.80	42%
Other Expenses	25.88	46.50	80%	20.20	40.24	99%
EBITDA	20.69	41.33	100%	11.41	26.81	135%
EBITDA Margin	8.0%	9.5%	1.49%	5.3%	7.5%	2%
Depreciation	6.28	7.31	16%	3.47	4.43	28%
EBIT	14.41	34.02	-16%	7.94	22.37	-28%
EBIT Margin	5.6%	7.8%		3.7%	6.3%	
Other Income	2.47	0.13		3.24	0.12	
Finance Cost	9.75	8.04	-17%	3.88	2.45	-37%
PBT	7.14	26.12	266%	7.31	20.04	174%
PBT Margin	2.8%	6.0%		3.4%	5.6%	
Tax Expenses	0.78	7.08		1.56	4.92	
Net Profit	6.35	19.03	200%	5.75	15.12	163%
Net Profit Margin	2.5%	4.4%		2.6%	4.2%	
Minority Interest	-0.16	0.76				
Associate / JV	0.53	1.28				
OCI	0.09	0.45		0.06	0.35	
Total Comprehensive Income	7.13	20.01	181%	5.81	15.48	166%

AGL – CONSOLIDATED PROFIT & LOSS FOR 12M – FY2021

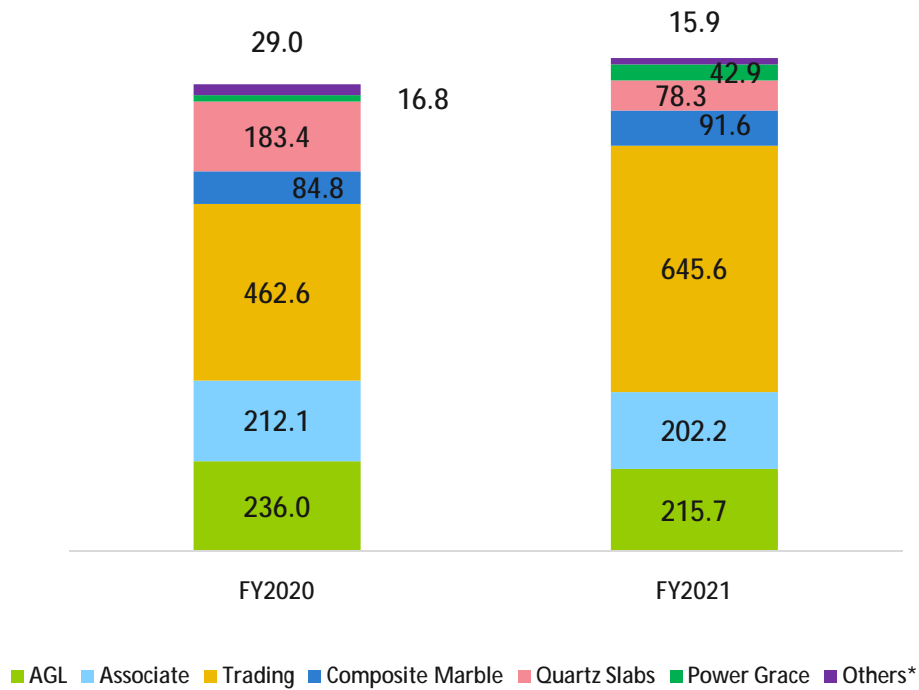


Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	FY2020	FY2021	YoY	FY2020	FY2021	YoY
Sales	1224.53	1292.30	6%	1013.23	1036.18	2%
Other Income	0.00	0.00		0.00	0.00	
Total Income from Operations	1224.53	1292.30	6%	1013.23	1036.18	2%
COGS	734.92	842.04	15%	693.98	719.39	4%
Gross Profit	489.61	450.26	-8%	319.24	316.78	-1%
Gross Margin %	40%	35%		32%	31%	
Employee benefits Exps.	108.49	91.28	-16%	81.52	68.08	-16%
Power & Fuel	130.08	106.36	-18%	70.65	57.28	-19%
Other Expenses	133.34	116.67	-13%	98.75	93.80	-5%
EBITDA	117.70	135.95	16%	68.34	97.62	43%
EBITDA Margin	9.6%	10.5%	1%	6.7%	9.4%	3%
Depreciation	30.78	29.35	-5%	18.07	18.46	2%
EBIT	86.92	106.60	5%	50.26	79.17	-2%
EBIT Margin	7.1%	8.2%		5.0%	7.6%	
Other Income	5.17	1.34		3.67	0.37	
Finance Cost	37.43	32.75	-13%	16.88	13.68	-19%
PBT	54.65	75.19	38%	37.06	65.87	78%
PBT Margin	4.5%	5.8%		3.7%	6.4%	
Tax Expenses	11.14	19.52		7.50	16.64	
Net Profit	43.51	55.67	28%	29.56	49.22	67%
Net Profit Margin	3.6%	4.3%		2.9%	4.8%	
Minority Interest	3.85	0.63		0.00	0.00	
Associate / JV	2.53	1.94		0.00	0.00	
OCI	-0.21	0.25		-0.19	0.21	
Total Comprehensive Income	41.99	57.23	36%	29.37	49.43	68%

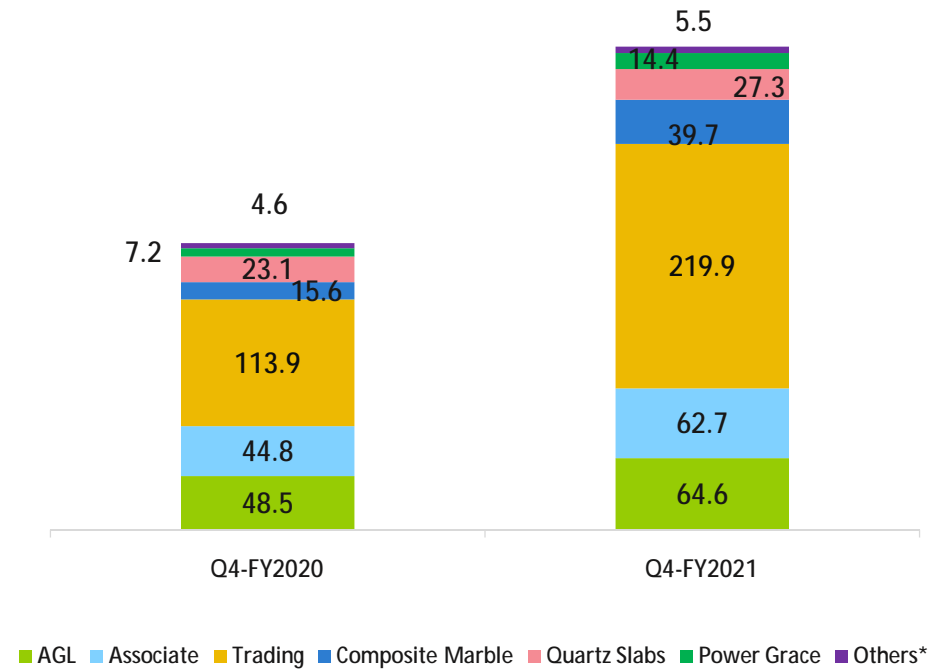
AGL – CONSOLIDATED SEGMENTAL PERFORMANCE - VALUE



12-FY2020 VS 12-FY2021 (Rs. In Crores)



3M-FY2020 VS 3M-FY2021 (Rs. In Crores)



*Includes Sanitaryware

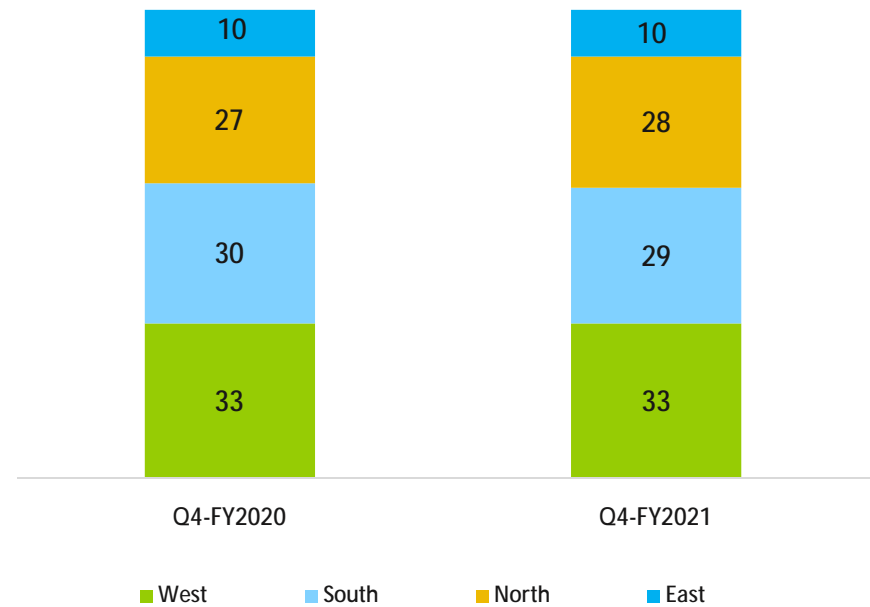
AGL – CONSOLIDATED GEOGRAPHICAL BREAK UP



GEOGRAPHY BREAK UP 12M (%)



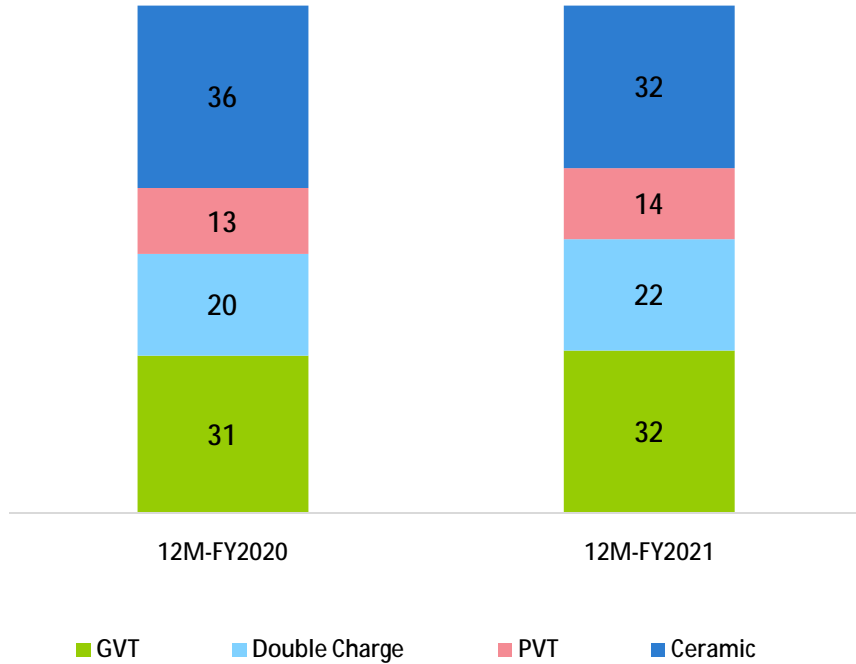
GEOGRAPHY BREAK UP 3M (%)



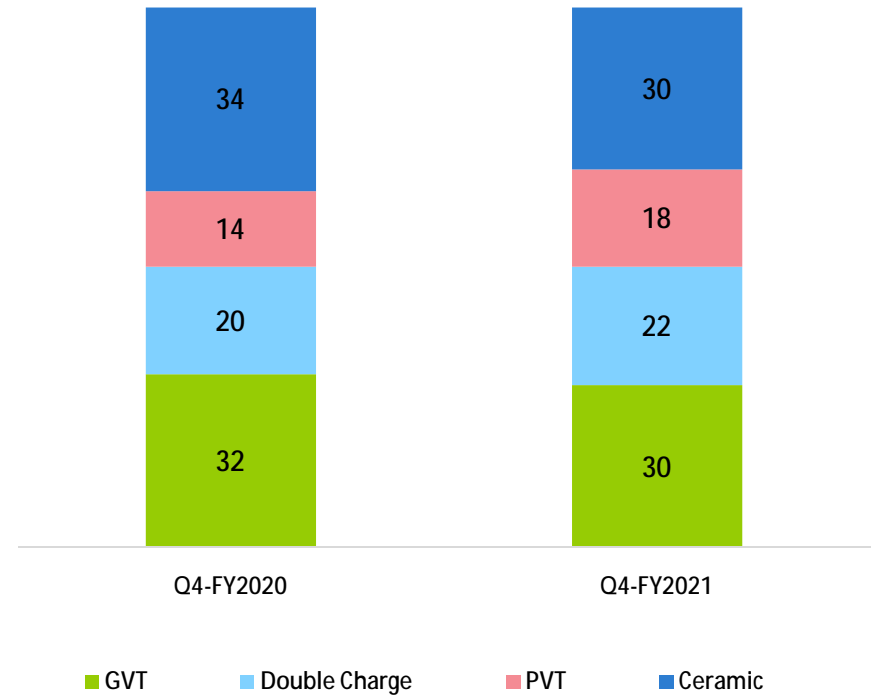
AGL – CONSOLIDATED BREAKUP OF TILES REVENUE (In %)



12M REVENUE BREAK UP OF TILES

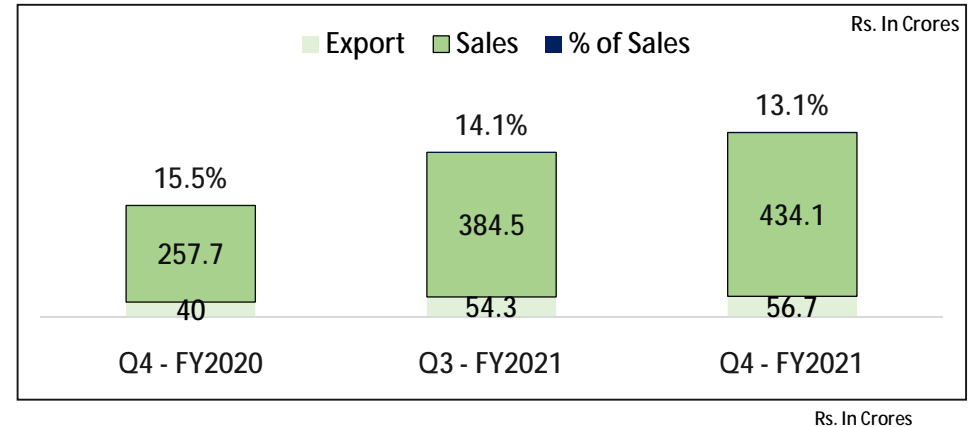
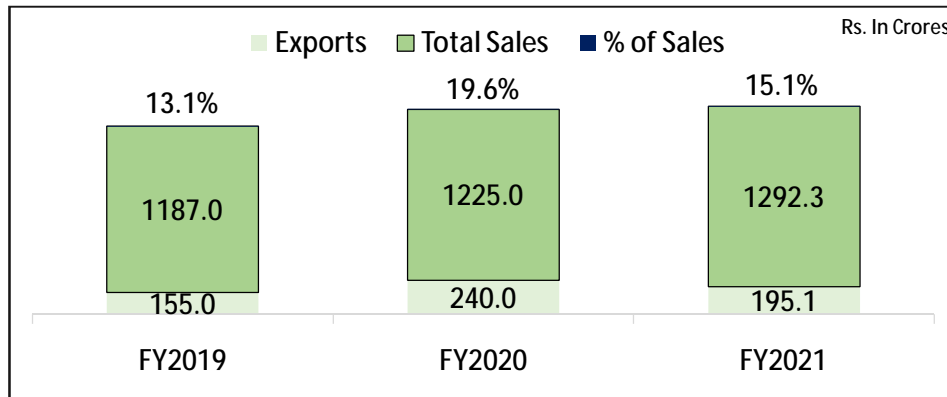


3M REVENUE BREAK UP OF TILES



*Includes Sanitaryware

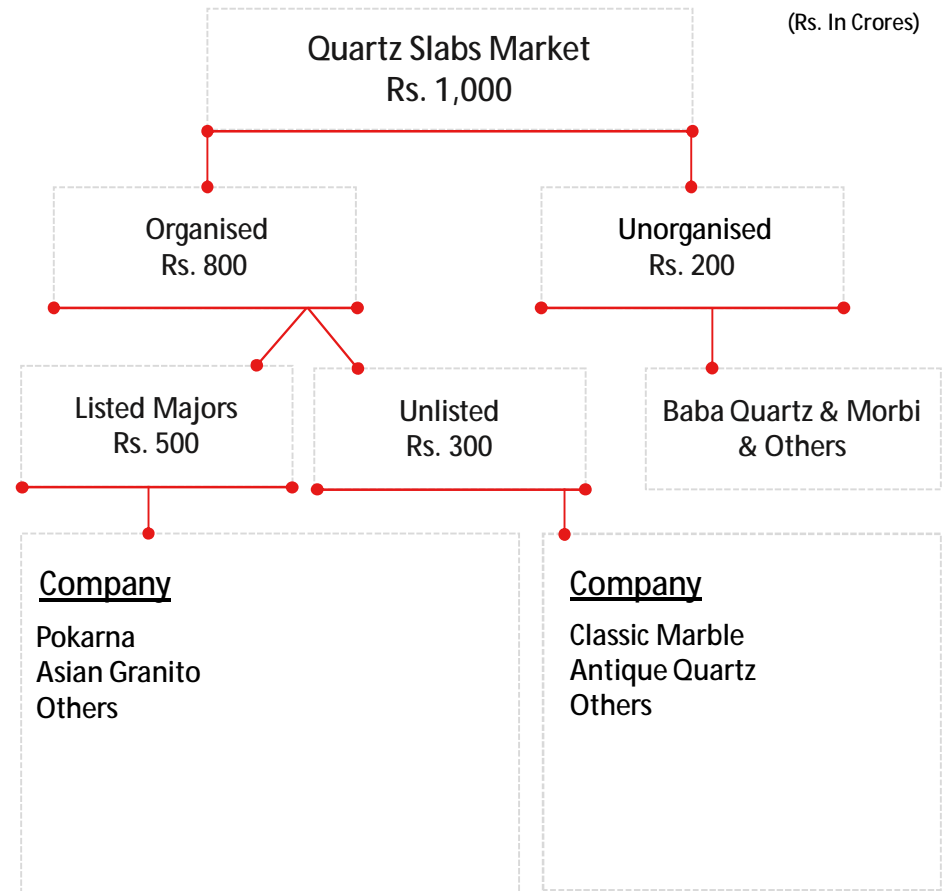
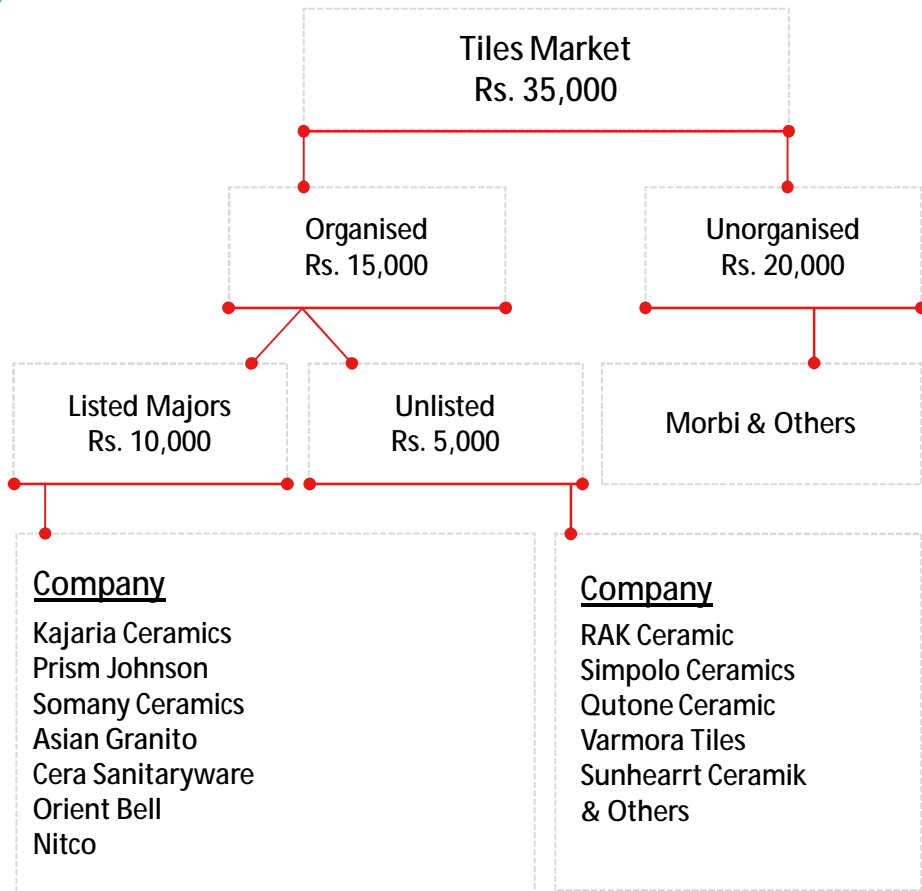
AGL - CONSOLIDATED EXPORTS AS PERCENTAGE OF SALES



EXPORTS AS PERCENTAGE OF SALES

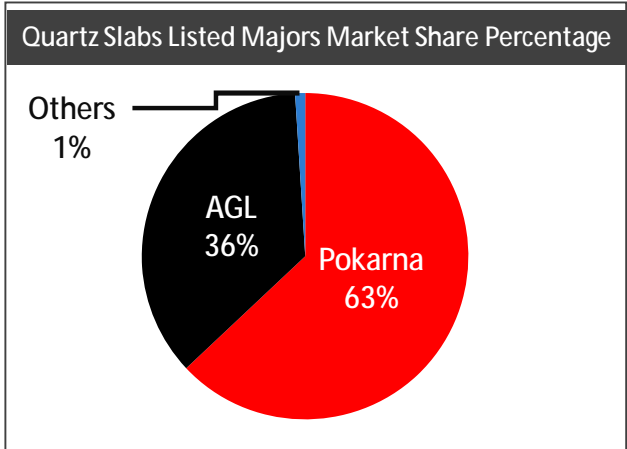
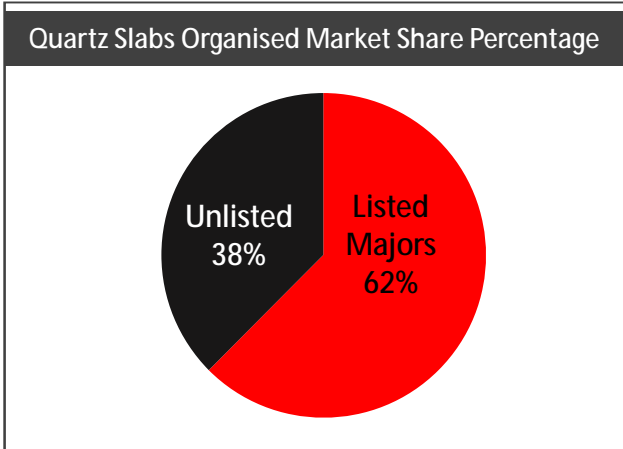
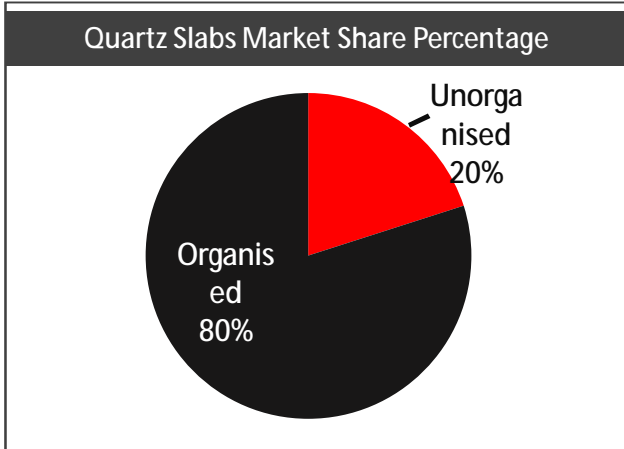
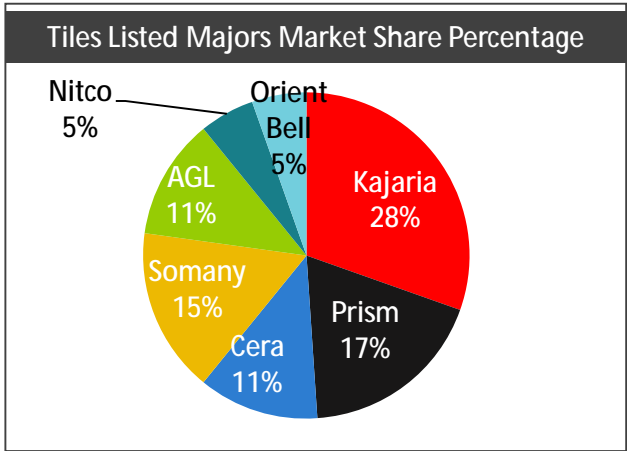
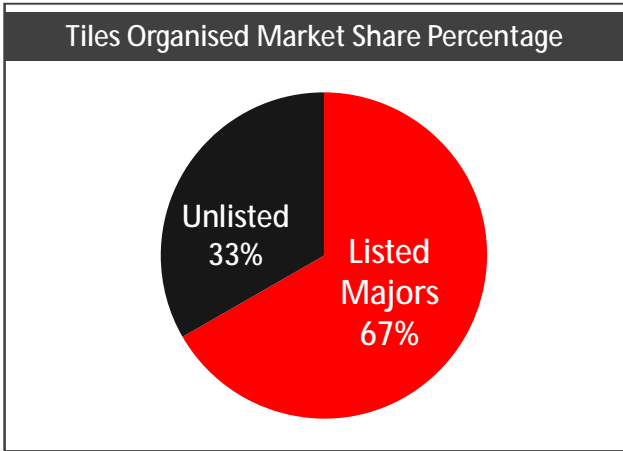
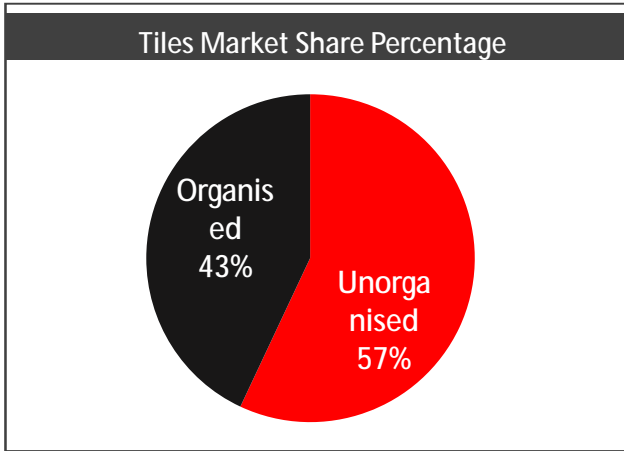
- Company has reported very strong export sales in FY2021 in spite of Q1FY21 which washed out due to lock down. Export demand remains strong on account of anti-China sentiments and increase in competitiveness of Indian Ceramic manufacturers. Currently company is exporting to more than 100 countries against 78 countries last year. We see strong demand for Indian Tiles and it will continue to grow coming years. The company is targeting for enhanced footprints for more than 120 countries.
- For the year FY-2020, AGL consolidated achieved Exports growth of 20 percent of Total Sales (Rs. 240 Crores, which included Camrola Quartz Limited (erstwhile subsidiary) turnover of Rs. 70 Crores) as compared to 13 percent growth achieved in the year FY-2019 (Rs. 155 Crores).
- World have started to look 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 and Quality with Pricing.

AGL – INDUSTRY DYNAMICS - INDIA



(Rs. In Crores)

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

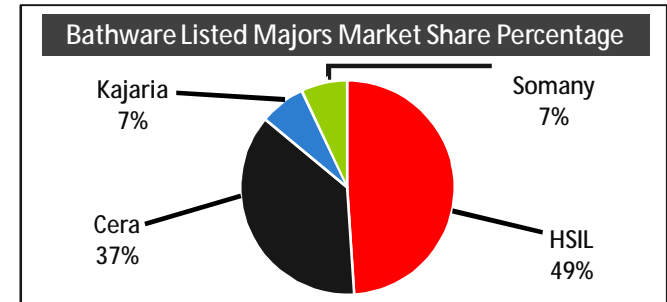
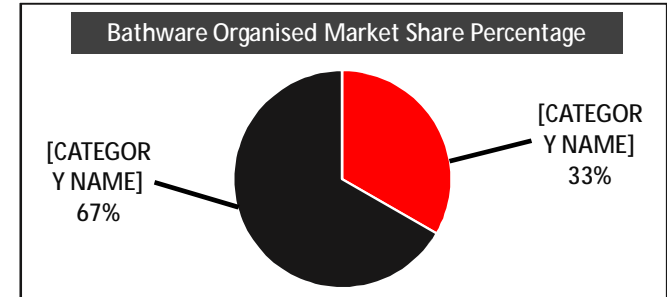
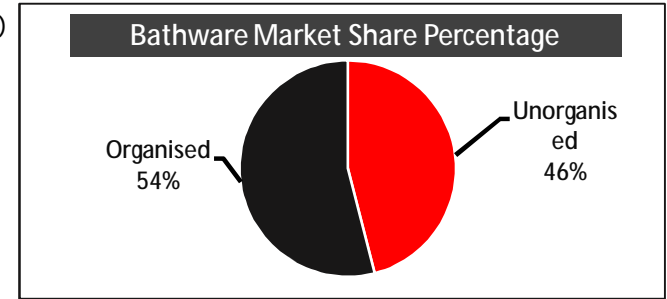
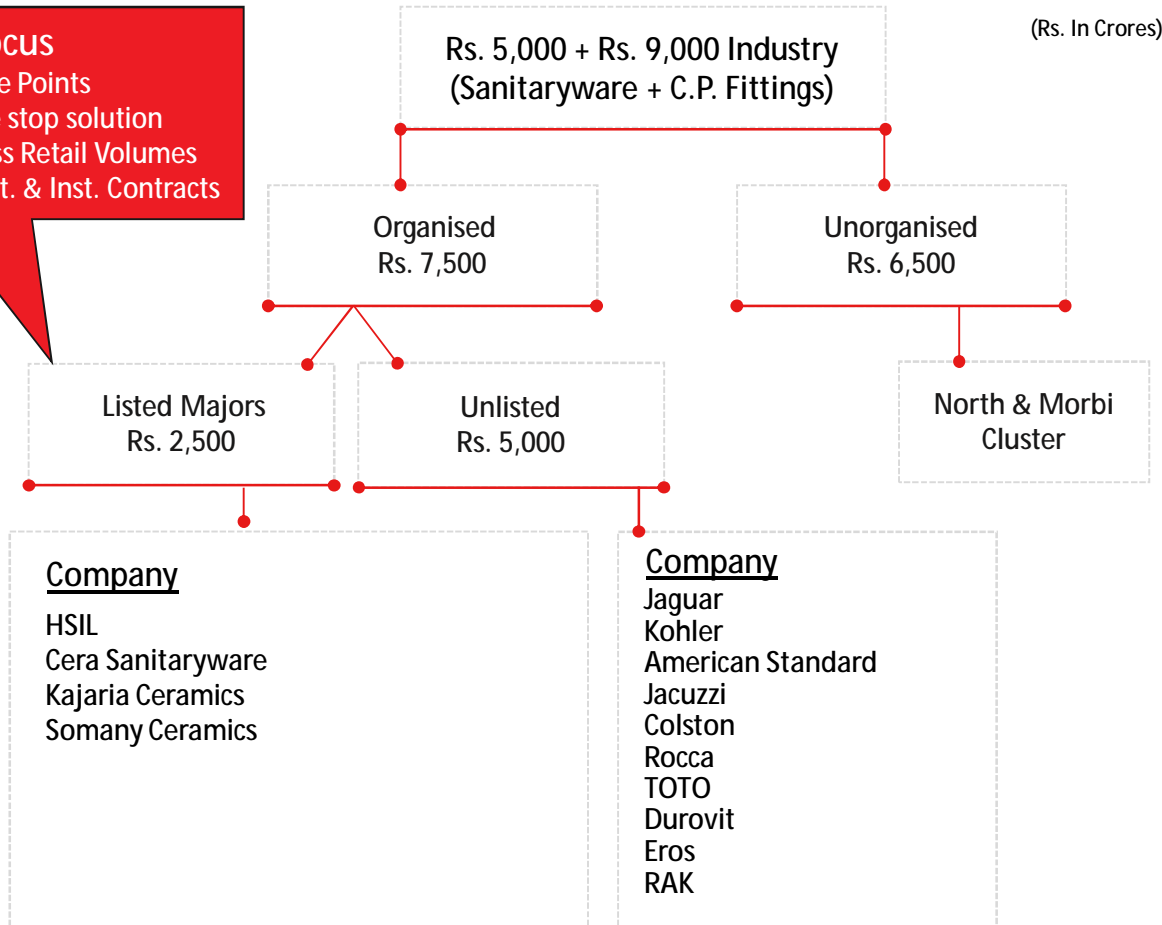


AGL - BATHWARE INDUSTRY DYNAMICS - INDIA (SANITARYWARE & C.P. FITTINGS)



AGL Focus

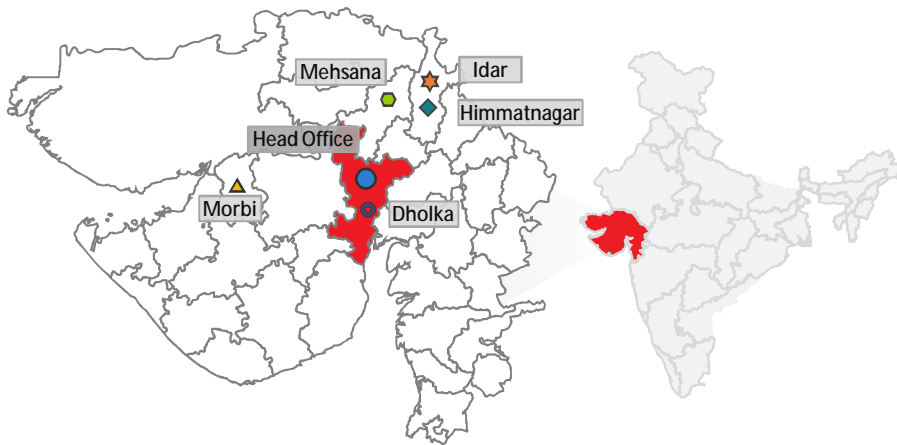
1. Price Points
2. One stop solution
3. Mass Retail Volumes
4. Govt. & Inst. Contracts



AGL INDIA – GUJARAT OFFICE & PLANT LOCATIONS



Ahmedabad Head Office



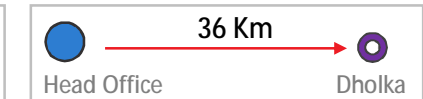
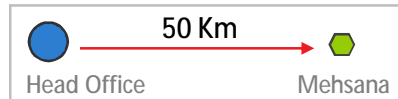
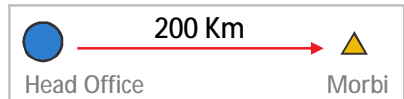
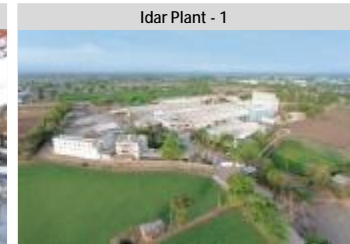
Morbi
 Number of Plants – 2
 Gas Price – Rs. 40/SCM
 Consumption - 10.4 Million SCM/P.A.

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

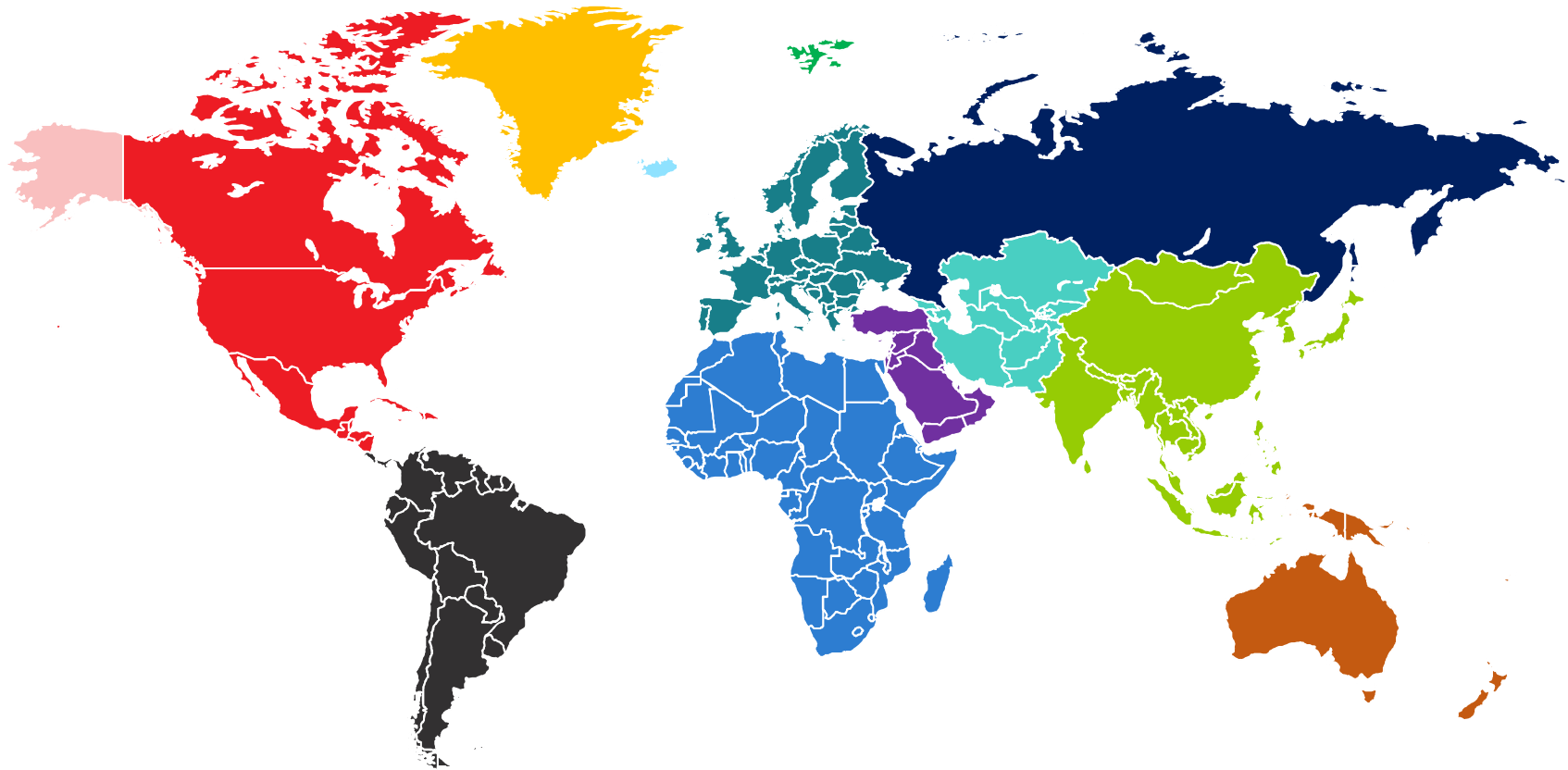
Himmatnagar
 Number of Plants – 4
 Gas Price - Rs. 40/SCM
 Consumption – 10.5 Million SCM/P.A

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. 40/SCM
 Consumption - 2.5 Million SCM/P.A



GLOBAL FOOTPRINTS ACROSS ~100 COUNTRIES

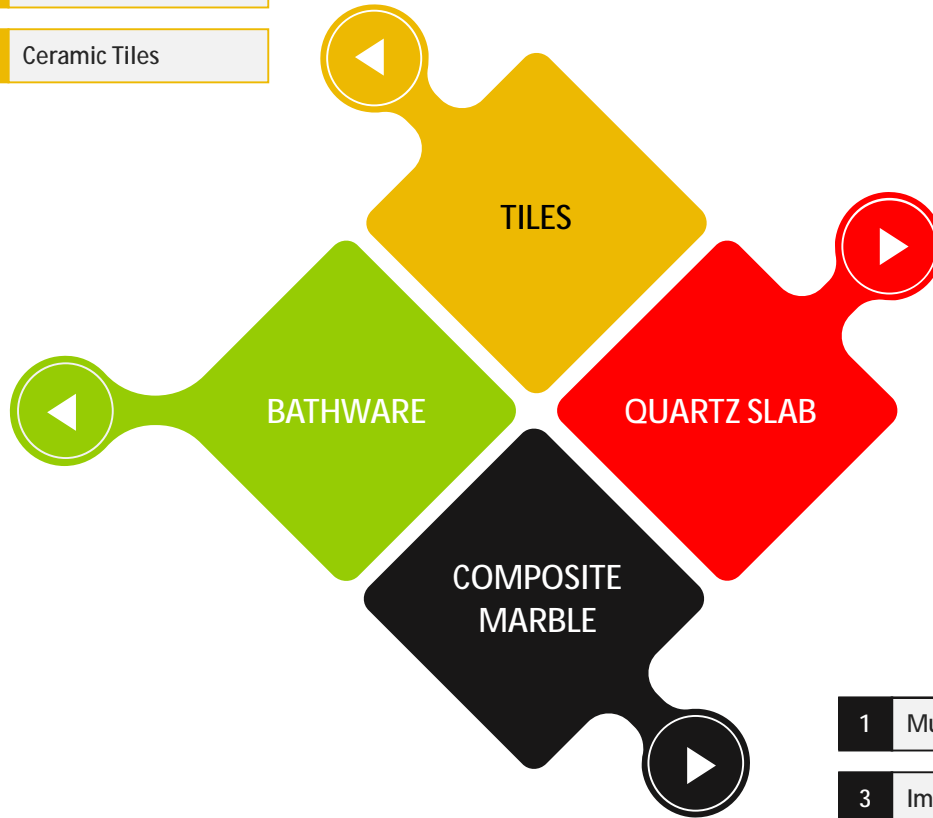


AGL – PRODUCT PORTFOLIO



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

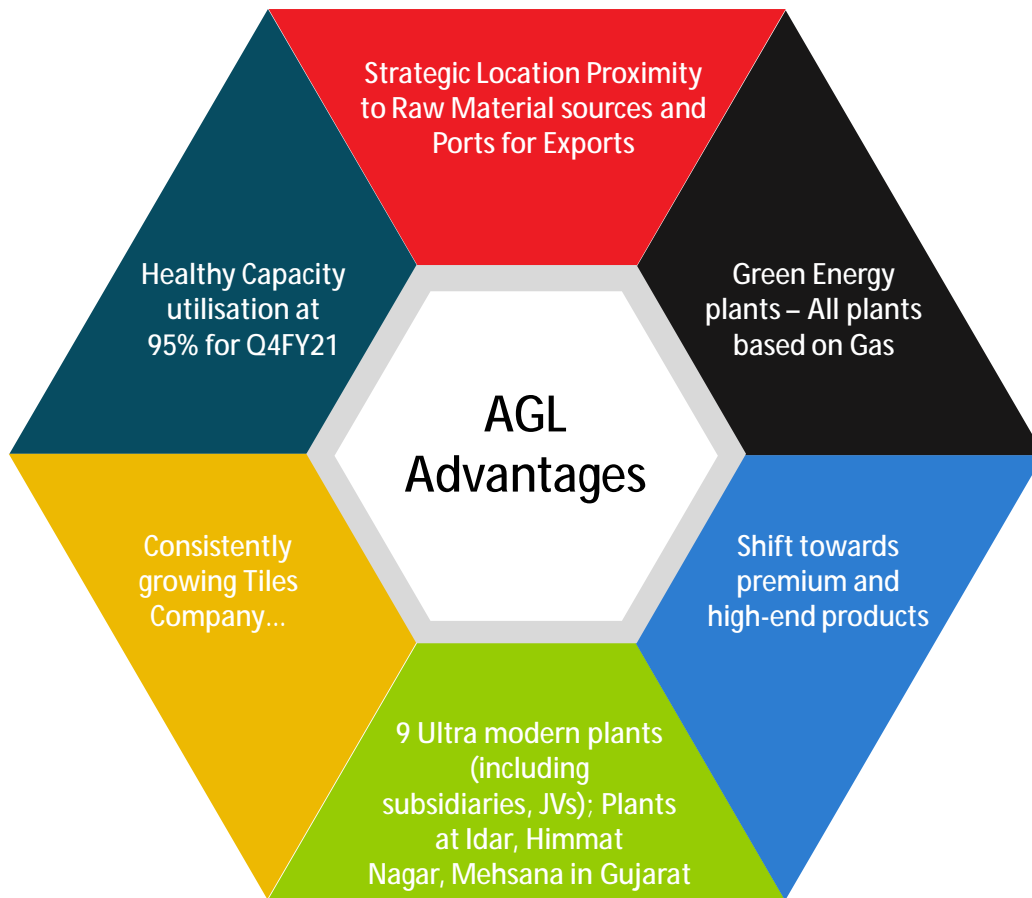
- 1 Sanitaryware
- 2 C.P. Fittings



- 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

AGL - MANUFACTURING CAPACITIES

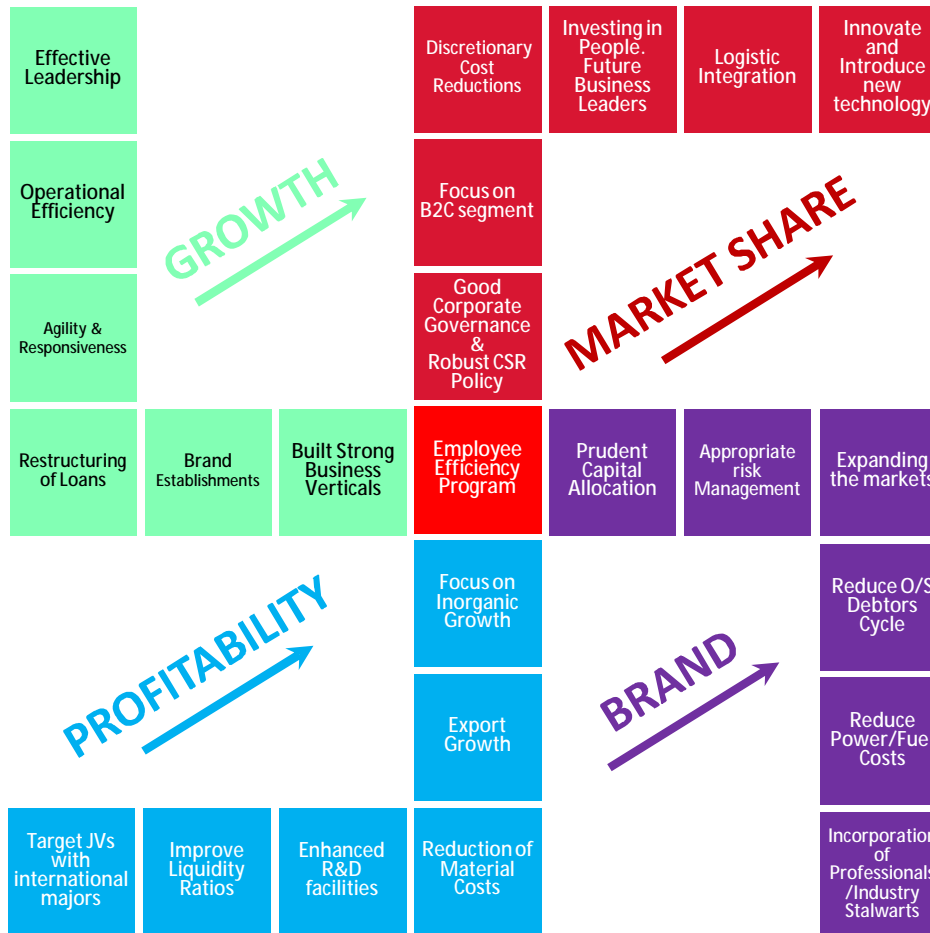


Product	Capacity Per Annum (Million Sq. Mtrs.)	Water Absorption
Ceramic Wall	4.95	15-18%
Ceramic Floor	4.46	15-18%
Glaze Vitrified Tiles	4.95	<0.08%
Composite Marble	0.73	Near to zero
Polish Vitrified Tiles	2.97	<0.08%
Double Charge	3.96	<0.05%
Parking Tiles	1.98	<0.5%
Outsourcing Arrangement	5.94	-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

ENCHANCING STAKEHOLDERS VALUE - SWASTIK

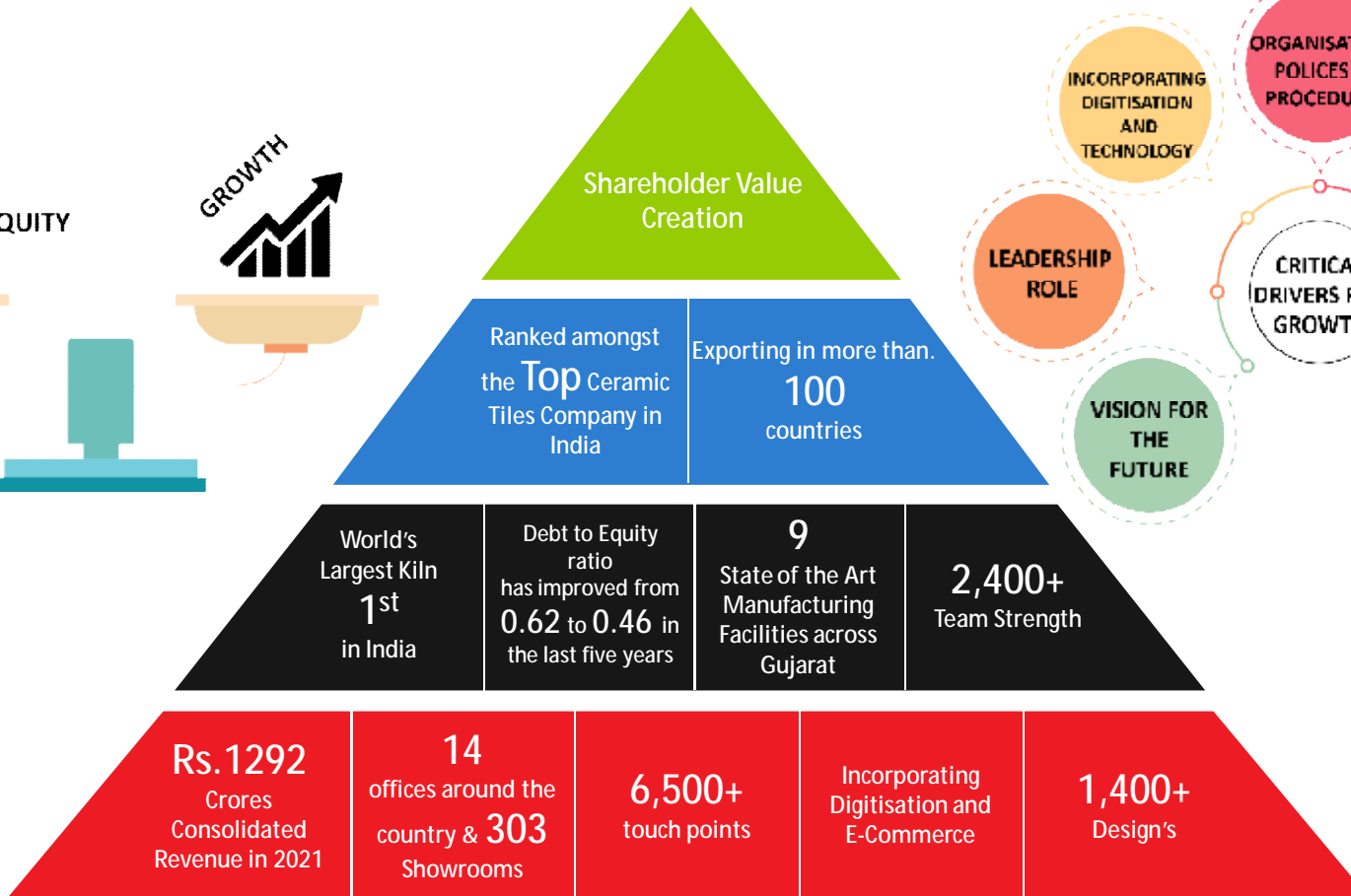


1. Future growth through Inorganic means
2. Refinancing / Realigning of the Loans
3. Increase Exports multi-folds
4. Reducing cost of production
5. Emphasis on Brand Building Exercises
6. Focusing sales on high margin verticals like Quartz Slabs, Bathware and Glaze Vitrified tiles
7. Optimising costs 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 consistent 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

- DEBT
- DILUTION OF EQUITY
- STOCK SWAPS



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

MARQUEE CLIENTELE

Architect
Hafeez
Contractor



spykar

SAL
HOSPITAL
1924 YEARS WITH HUMAN TOUCH

NEXA

SHOPPERS STOP

Raymond

ITC HOTELS
RESPONSIBLE LUXURY

ओएनजीसी
ONGC

TATAHOUSING

Godrej

Shapoorji Pallonji

NCC

LODHA

Bandhan Bank

THE LEELA
PALACES HOTELS RESORTS

airtel

Jio

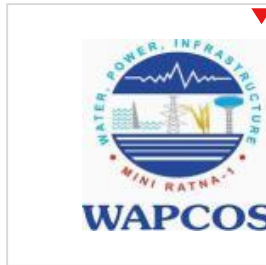
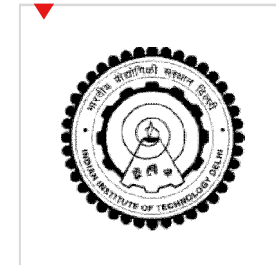
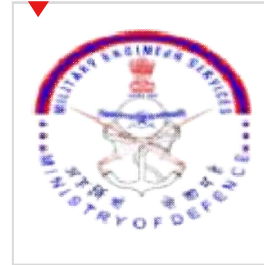
Café
Coffee
Day

Pizza
Hut

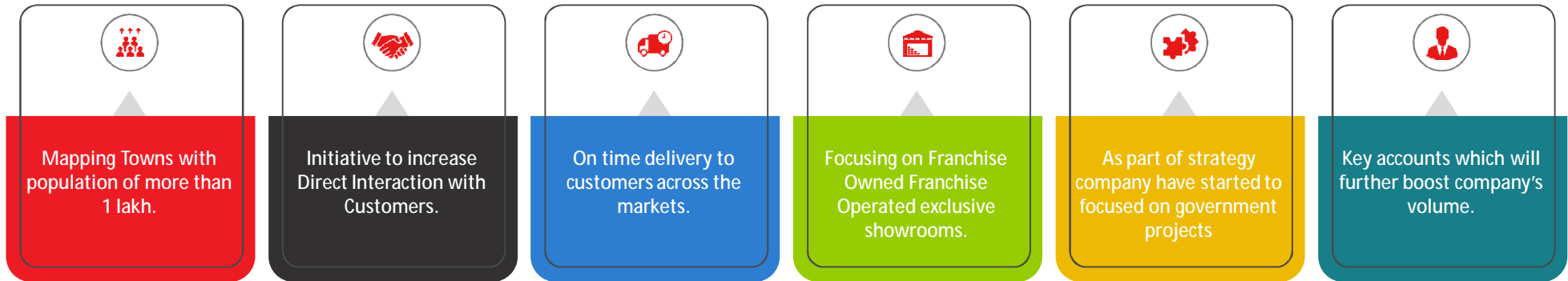
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Reliance
Industries Limited
Growth is Life

GOVERNMENT PROJECTS

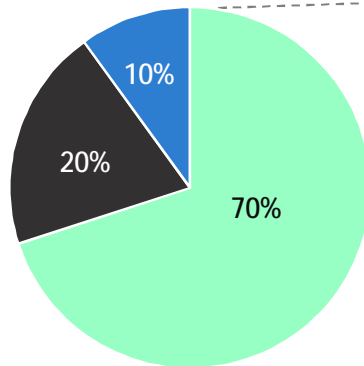


CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C

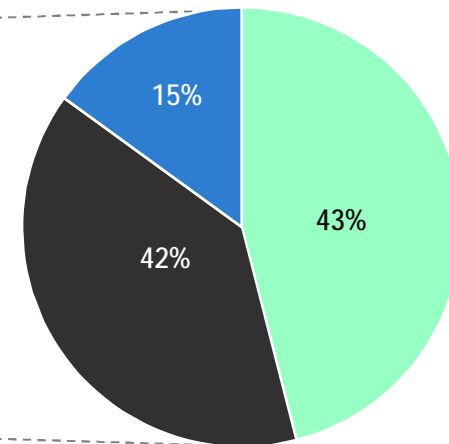


FY2012

FY2021



- 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 AGL 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

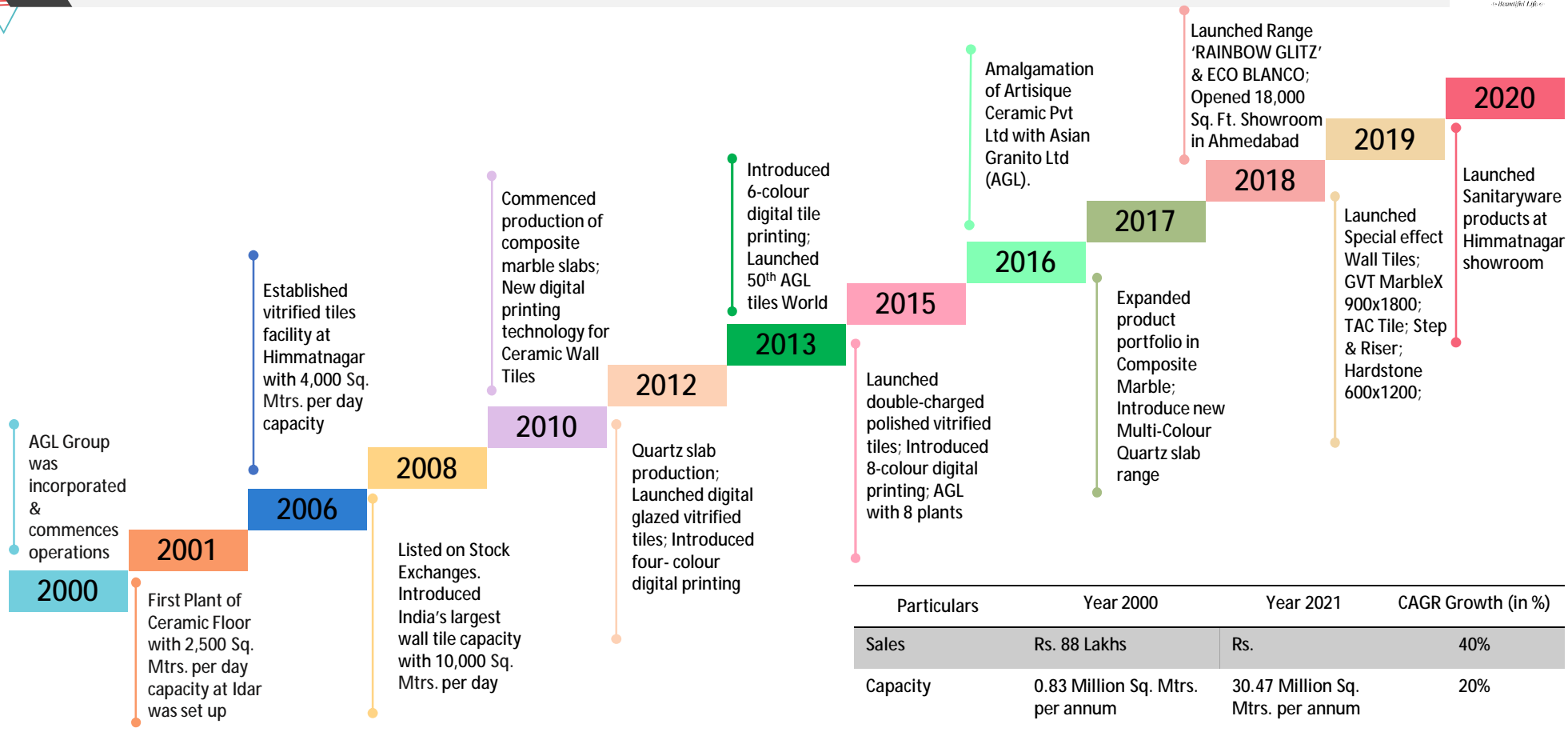


Mega Brand



Asia's Most Promising Brand

AGL - MILESTONES

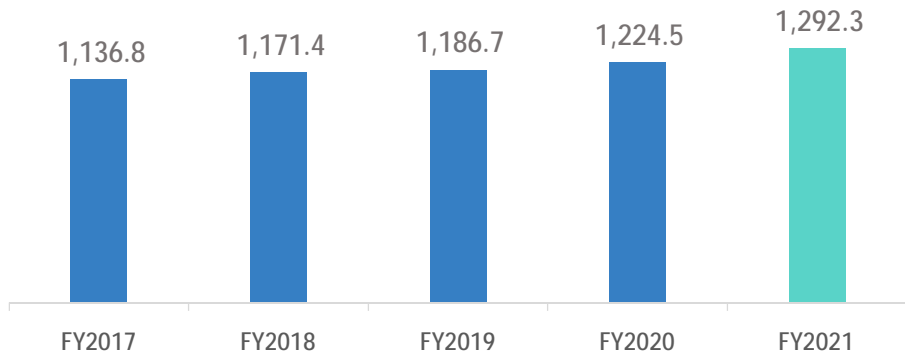


Particulars	Year 2000	Year 2021	CAGR Growth (in %)
Sales	Rs. 88 Lakhs	Rs.	40%
Capacity	0.83 Million Sq. Mtrs. per annum	30.47 Million Sq. Mtrs. per annum	20%

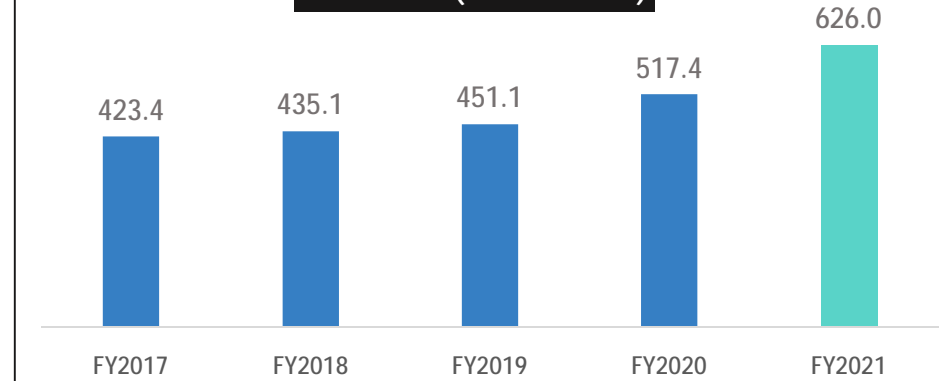
AGL - CONSOLIDATED FINANCIAL OVERVIEW



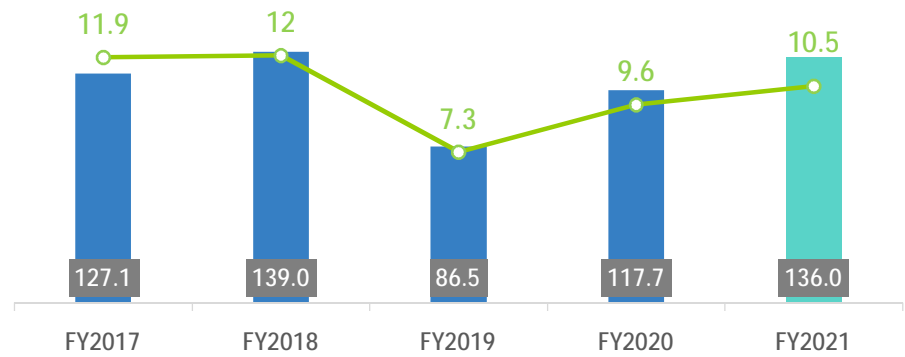
Net Revenue (Rs. in Crores)



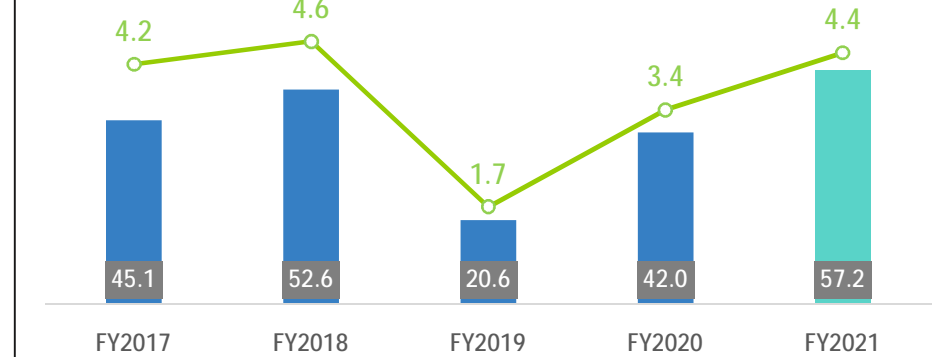
Net Worth (Rs. in Crores)



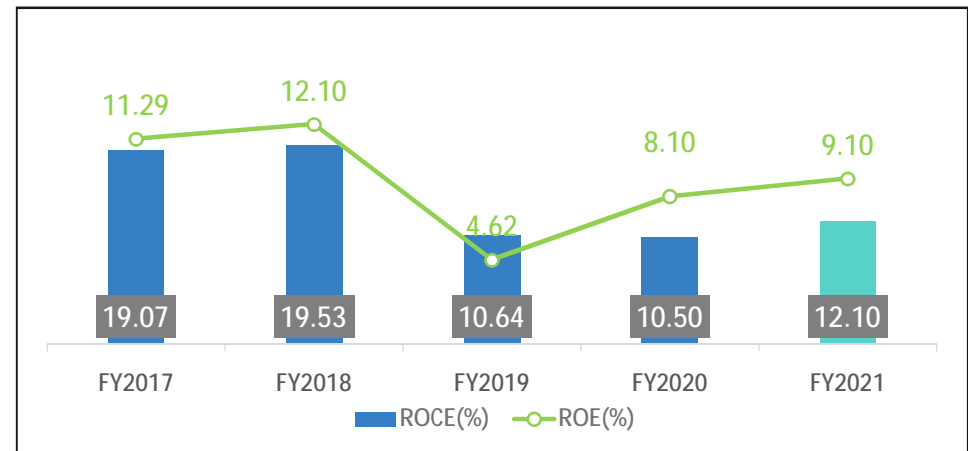
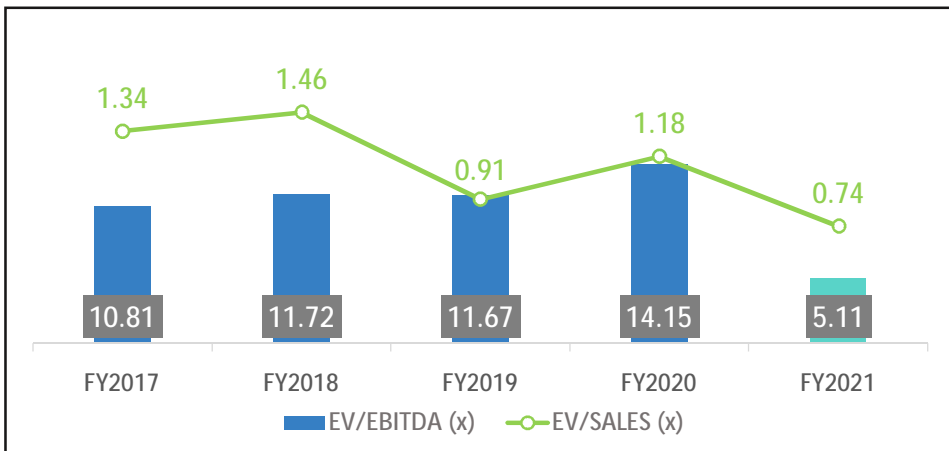
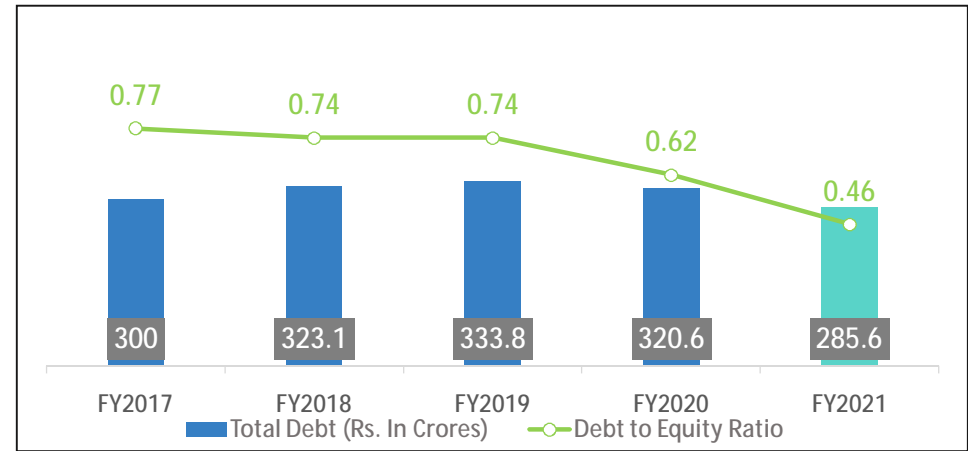
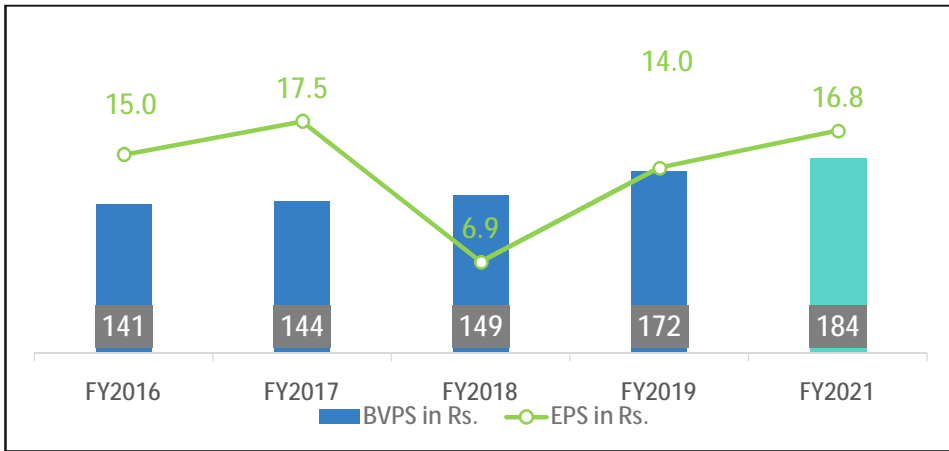
EBITDA & EBITDA Margin (%)



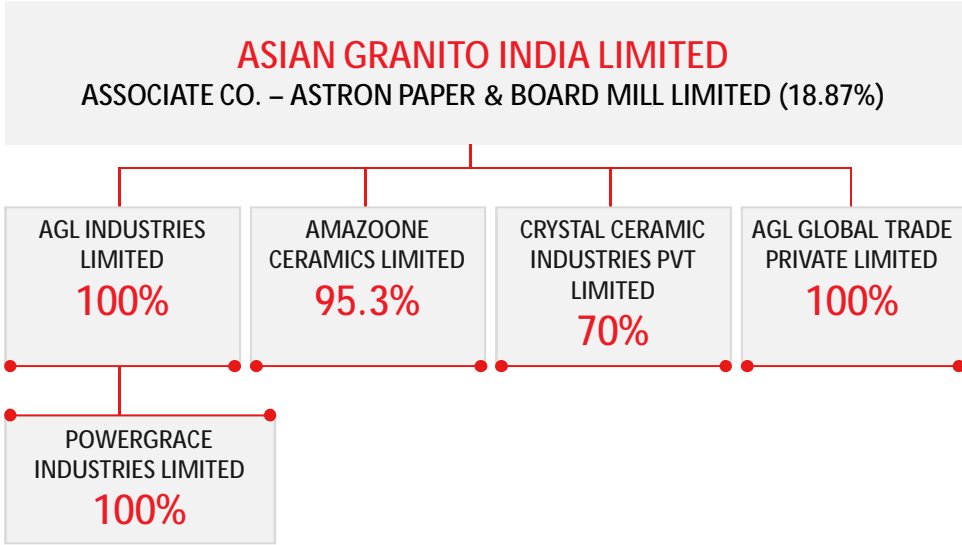
PAT & PAT Margin (%)



AGL - CONSOLIDATED FINANCIAL OVERVIEW

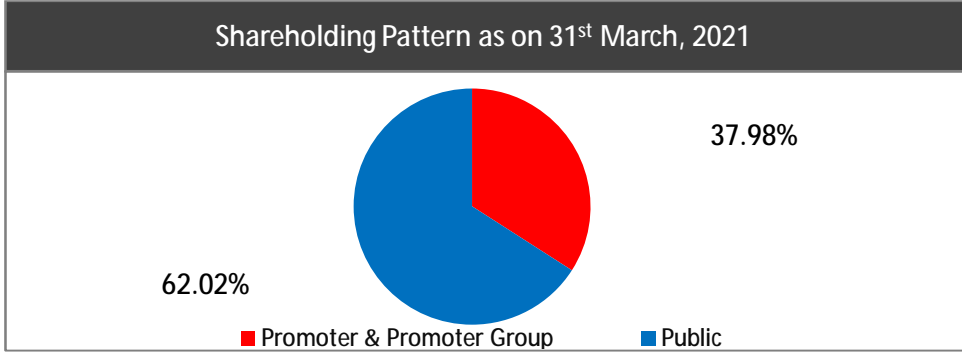


AGL - CORPORATE STRUCTURE AND SHAREHOLDING

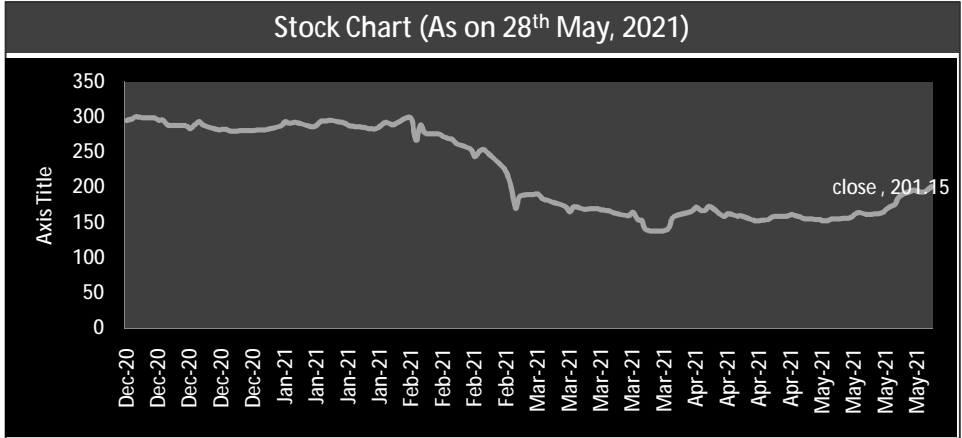


Top Shareholders as on 31 st March 2021	
Sundaram Mutual Fund A/c Sundaram Small Cap Fund	1.96%
Sundaram Alternative Opportunities Fund - Nano Cap	0.19%

Stock Data (As on 28 th May, 2021)	
Market Capitalization (Rs. in Million)	6375.5
Shares Outstanding (Million)	34.05
Symbol (NSE/BSE)	ASIANILES/532888
Average Daily Volume in Lac (3 months)	5.99



Source: BSE



Source: National Stock Exchange

Thank You

Asian Granito India Ltd.

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