



— Beautiful Life —

May 24, 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,

Subject: Investor Presentation

Please find attached Investor Presentation for the Fourth Quarter and year ended on 31st March, 2022. 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.

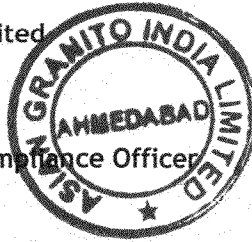
Request you to take note of the same.

Thanking you.

Yours faithfully,

For Asian Granito India Limited

Dhruti
Dhruti Trivedi
Company Secretary and Compliance Officer



Encl: Investor Presentation

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W : www.aglasiangranito.com
CIN : L17110GJ1995PLC027025

TILES | MARBLE | QUARTZ | BATHWARE



Asian Granito India Ltd.



Tiles • Marble • Quartz • Bathware

Investor Presentation for FY2022

Constantly Evolving Luxury Surfaces & Bathware Company

AGL – CONSOLIDATED RESULTS SUMMARY FY2022

- 1) Revenue from operations for the FY2022 grew to Rs.1563.8 crores, registering 21% growth over previous year, on the back of good volume growth and increase in realization. The Company witnessed healthy demand for its product basket in the domestic market and management expects the demand to stay strong in the coming periods as well. Capacity utilization for the full year stood at around 85%.
- 2) Export revenues during FY2022 stood at Rs.204.9 crores. Exports during the year grew marginally mainly on account of higher shipping freight costs and shortage of containers across the industry. However, in coming times, we expect the sea freight costs and container availability issues to settle to normal levels.
- 3) In line with other players in the industry, escalation in the prices of gas, coal, freights and other inputs continued during this quarter too, resulting into slight decline in the EBITDA margins. Our EBITDA margins for FY22 declined by 255-basis points to 8.0%, against 10.5% in FY21.
- 4) Gas prices further rose in the Q4, now standing at around Rs. 72 per scm, up from Rs.65 per scm in the previous quarter. Escalation in gas prices has been gradually passed on to the end customers thereby controlling the decline in the margins to the lowest.
- 5) During the quarter, post completion of the right issue, company has become completely debt free at standalone level and has paid off all its outstanding debt. The management is further planning to reduce the debt at the consolidated level as well.
- 6) Company's rights issue of Rs. 440.96 crore achieved successful closure with 127% subscription. Received bids for over 8.89 crore shares (Rs.561 crores) against 6.99 crore offered shares. Post completion of the Rights Issue, total outstanding equity shares of the Company would increase to 12,67,45,316 from 5,67,51,634 equity shares as on March 31, 2022.
- 7) The company has Completed land acquisition for three upcoming greenfield manufacturing plant in Morbi, Gujarat.
- 8) Company expect to generate peak sales of around Rs.700 crore per annum from the three plants and additional revenue of Rs.500 crore from showroom.

Outlook:

Demand for the tiles continue to remain reasonably strong largely driven by real estate, government spending on low cost housing , commercial demand and retail demand. However input cost continue to hurt production cost for the manufacturing companies. Further increase in price of gas and other input cost may dent companies margin in coming quarters due to lower ability to further increase the price from here on. In past 6 months company has already passed on cost escalation to end consumer. Export demand in coming day will see good traction largely driven by Middle East, USA and Other western countries. Company remains cautiously optimist on demand, however cost will continue to weight on margins.

AGL – CONSOLIDATED PROFIT & LOSS FOR Q4FY2022

Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	Q4FY21	Q4FY22	YoY	Q4FY21	Q4FY22	YoY
Total Income from Operations	434.1	478.4	10.2%	357.4	419.3	17.3%
COGS	282.3	317.8	12.6%	248.2	319.0	28.5%
Employee benefits Exps.	26.7	29.9	12.0%	20.3	21.6	6.2%
Power & Fuel	37.4	54.7	46.4%	21.8	22.0	1.1%
Other Expenses	46.5	46.9	0.8%	40.2	36.2	-10.0%
EBITDA	41.3	29.1	-29.5%	26.8	20.5	-23.7%
EBITDA Margin	9.5%	6.1%	-343	7.5%	4.9%	-262
Exceptional Gain/(Loss)	0.0	0.0		0.0	0.0	
EBIDTA post Exceptional Gain/(Loss)	41.3	29.1	-29.5%	26.8	20.5	-23.7%
Depreciation	7.3	7.9	8.0%	4.4	4.9	9.8%
EBIT	34.0	21.2	-8.0%	22.4	15.6	-9.8%
EBIT Margin	7.8%	4.4%		6.3%	3.7%	
Other Income	0.1	1.6		0.1	2.2	
Finance Cost	8.0	5.3	-34.4%	2.4	0.0	-100.0%
PBT	26.1	17.6	-32.6%	20.0	17.8	-11.3%
PBT Margin	6.0%	3.7%		5.6%	4.2%	
Tax Expenses	7.1	6.0	-14.6%	4.9	5.3	7.5%
Net Profit	19.0	11.6	-39.3%	15.1	12.5	-17.4%
Net Profit Margin	4.4%	2.4%	-197	4.2%	3.0%	-125
Minority Interest	0.8	-0.5		0.0	0.0	
Associate / JV	1.3	0.0		0.0	0.0	
OCI	0.5	-0.1		0.4	-0.2	
Total Comprehensive Income	20.0	11.9	-40.3%	15.5	12.3	-20.4%
Net Profit Margin	4.6%	2.5%	-211	4.3%	2.9%	-139

AGL – CONSOLIDATED PROFIT & LOSS FOR FY2022

Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	FY2021	FY2022	YoY	FY2021	FY2022	YoY
Total Income from Operations	1292.3	1563.8	21.0%	1036.2	1349.1	30.2%
COGS	842.0	1003.0	19.1%	719.4	982.4	36.6%
Employee benefits Exps.	91.3	111.6	22.2%	68.1	82.8	21.6%
Power & Fuel	106.4	177.6	67.0%	57.3	82.2	43.4%
Other Expenses	116.7	147.0	26.0%	93.8	114.2	21.8%
EBITDA	136.0	124.6	-8.3%	97.6	87.4	-10.4%
EBITDA Margin	10.5%	8.0%	-255	9.4%	6.5%	-294
Exceptional Gain/(Loss)	0.0	38.1		0.0	38.1	
EBIDTA post Exceptional Gain/(Loss)	136.0	162.7	-8.3%	97.6	125.5	-10.4%
Depreciation	29.3	30.1	2.5%	18.5	17.9	-3.2%
EBIT	106.6	132.6	-2.5%	79.2	107.6	3.2%
EBIT Margin	8.2%	8.5%		7.6%	8.0%	
Other Income	1.3	3.6		0.4	3.6	
Finance Cost	32.8	22.9	-30.1%	13.7	3.6	-73.5%
PBT	75.2	113.4	50.8%	65.9	107.7	63.5%
PBT Margin	5.8%	7.2%		6.4%	8.0%	
Tax Expenses	19.5	21.8	11.5%	16.6	19.7	18.7%
Net Profit	55.7	91.6	64.5%	49.2	87.9	78.6%
Net Profit Margin	4.3%	5.9%	155	4.8%	6.5%	177
Minority Interest	0.6	0.1		0.0	0.0	
Associate / JV	1.9	0.5		0.0	0.0	
OCI	0.2	-0.1		0.2	0.0	
Total Comprehensive Income	57.2	91.8	60.5%	49.4	87.9	77.8%
Net Profit Margin	4.4%	5.9%	144	4.8%	6.5%	174

AGL – CONSOLIDATED BALANCE SHEET FOR FY2022

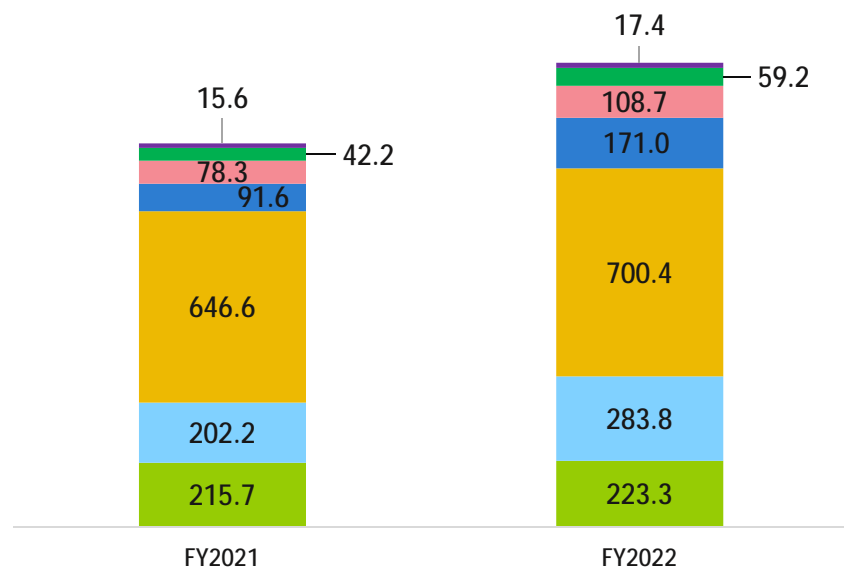
Balance Sheet	Consolidated		Standalone	
	FY2021	FY2022	FY2021	FY2022
Equity & Liabilities (Rs. Crs.)				
Equity share capital	34.1	56.8	34.1	56.8
Other Equity	591.9	861.4	495.2	780.2
Total Equity	626.0	918.2	529.3	836.9
Non Controlling Interest	29.8	34.5	-	-
Financial Liabilities	-	-	-	-
Borrowings	110.5	89.9	2.8	0.9
Other financial liabilities	0.4	0.4	-	-
Lease Liabilities	6.9	8.0	6.0	7.0
Provisions	2.8	2.7	2.2	1.9
Deferred tax liabilities (Net)	28.6	31.3	20.8	22.7
Other non-current liabilities	-	-	-	-
Total Non Current Liabilities	149.2	132.3	31.9	32.5
Financial Liabilities	-	-	-	-
Borrowings	144.5	98.8	88.2	4.5
Lease Liabilities	2.0	2.2	1.7	1.8
Trade payables	330.1	280.9	235.7	186.4
Other financial liabilities	22.4	26.7	20.8	23.0
Current Maturity	30.6	-	13.5	-
Other current liabilities	25.1	22.3	18.7	17.7
Provisions	4.1	4.7	3.5	3.8
Current tax liability (Net)	3.3	8.2	1.8	6.3
Total Current Liabilities	562.1	443.8	384.0	243.5
Total Liabilities	711.3	576.0	415.9	276.0
TOTAL EQUITY AND LIABILITIES	1,367.1	1,528.7	945.2	1,113.0

AGL – CONSOLIDATED BALANCE SHEET FOR FY2022

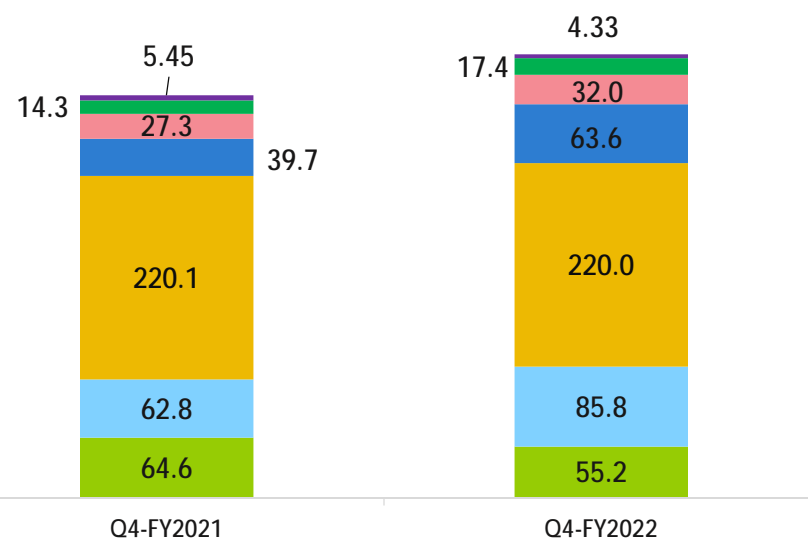
Particulars	Consolidated		Standalone	
	FY2021	FY2022	FY2021	FY2022
Assets (Rs. Crs.)				
Property, plant and equipment	445.5	463.5	228.3	231.7
Capital work in progress	24.4	52.0	0.1	0.8
Right of use assets	7.9	8.9	7.0	7.8
Investment properties	0.5	0.5	0.5	0.5
Other Intangible assets	3.3	3.3	-	-
Investments	26.8	0.3	36.7	62.9
Loans	1.7	1.4	15.7	53.3
Others	1.8	3.6	1.0	3.3
Other non-current assets	12.5	19.6	9.8	11.1
Non current assets	-	-	-	-
Total Non Current Assets	524.5	553.1	299.0	371.4
Inventories	319.3	328.6	221.2	213.7
Financial Assets	-	-	-	-
Investment	19.5	65.7	10.0	43.9
Trade receivables	420.3	469.1	350.6	407.3
Cash and cash equivalents	14.6	35.4	10.8	19.9
Bank balances	3.9	4.7	1.0	2.0
Loans	13.6	14.7	13.6	14.8
Others	11.7	9.1	5.8	3.2
Other current assets	39.6	48.3	33.2	36.8
Total Current Assets	842.6	975.6	646.2	741.6
TOTAL ASSETS	1,367.1	1,528.7	945.2	1,113.0

AGL – CONSOLIDATED SEGMENTAL PERFORMANCE

12M-FY2021 VS 12M-FY2022 (Rs. in Crores)



Q4FY2021 VS Q4FY2022 (Rs. in Crores)



■ AGL ■ Associate ■ Trading ■ Composite Marble ■ Quartz Slabs ■ Others* ■ Power Grace

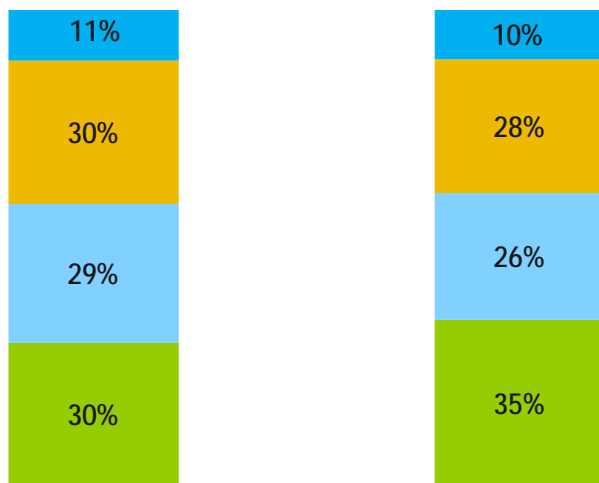
■ AGL ■ Associate ■ Trading ■ Composite Marble ■ Quartz Slabs ■ Others* ■ Power Grace

* Include revenue from bathware division



AGL – CONSOLIDATED GEOGRAPHICAL PERFORMANCE

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

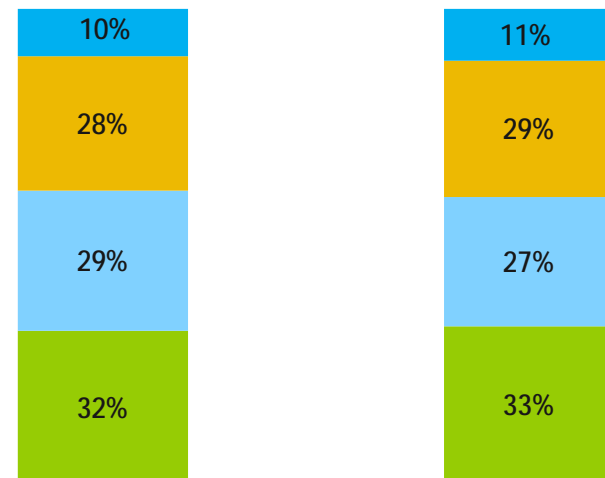


12M-FY2021

12M-FY2022

■ West ■ South ■ North ■ East

Q4-FY2021 vs Q4-FY2022 (%)



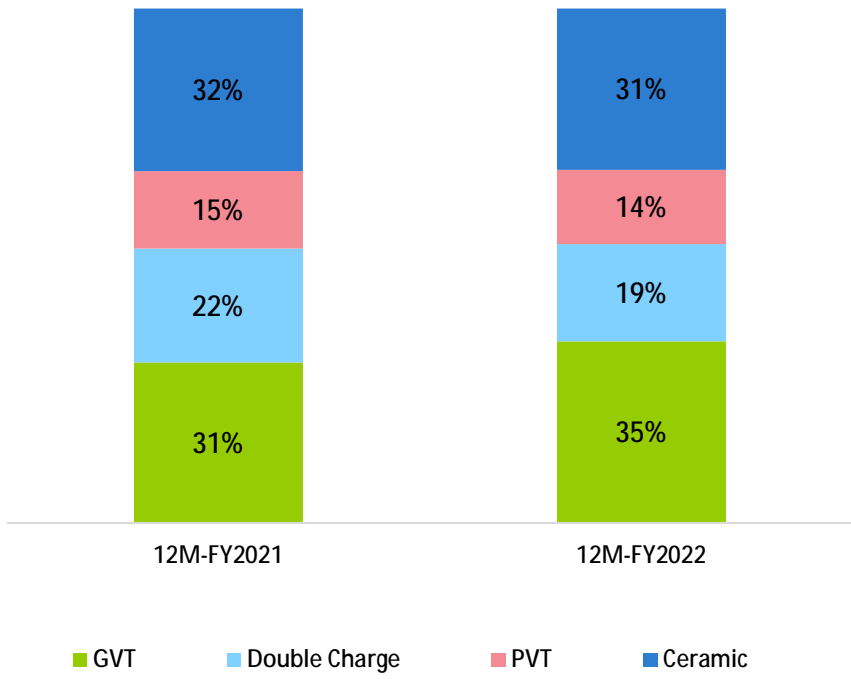
Q4-FY2021

Q4-FY2022

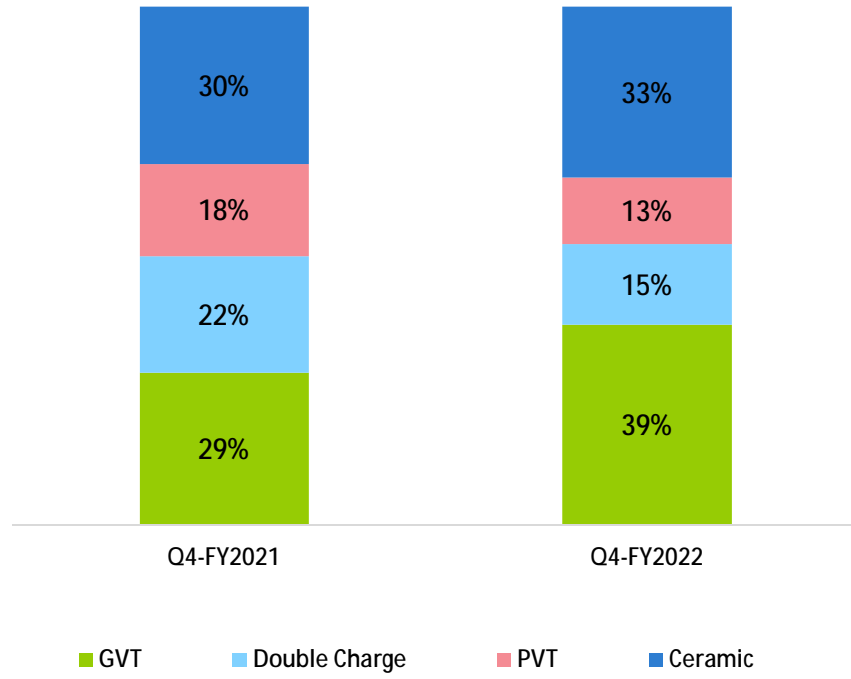
■ West ■ South ■ North ■ East

AGL – CONSOLIDATED TILES REVENUE BREAKUP

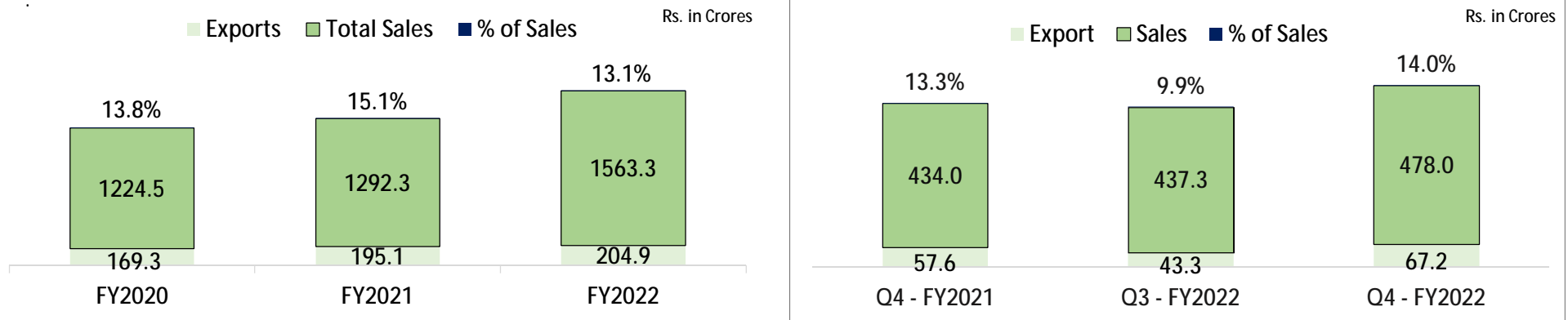
12M-FY2021 vs 12M-FY2022 REVENUE BREAK UP OF TILES %



Q4-FY2021 vs Q4-FY2022 REVENUE BREAK UP OF TILES %



AGL - CONSOLIDATED EXPORTS AS PERCENTAGE OF SALES

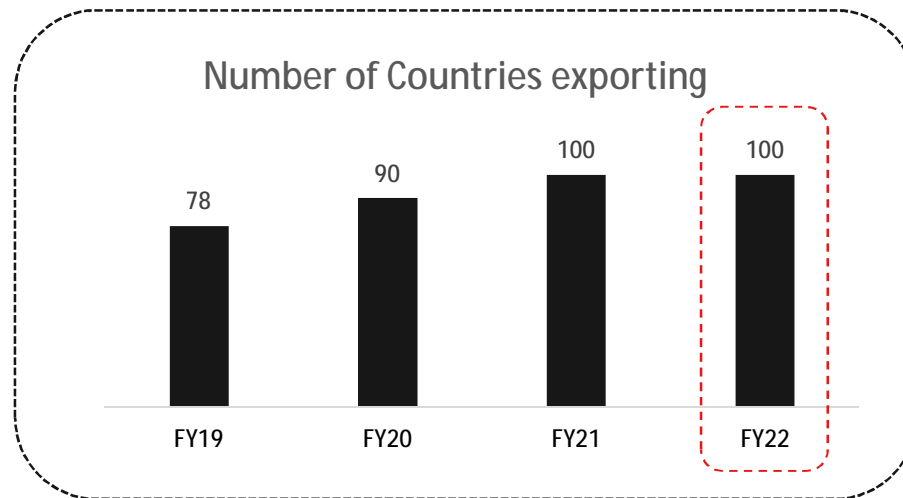


Note on Exports

- Export revenues during the year stood at Rs.204.9 crores. Exports during the quarter were muted mainly on account of higher shipping freight costs and shortage of containers across the industry. However, in coming times, we expect the sea freight costs and container availability issues to settle to normal levels.
- Exports Outlook: As Indian manufacturers focus more on quality and adoption of latest technologies to match requirements of the exports markets globally and as the shift from Chinese imports to Indian imports inches further towards permanency, India's Ceramic Tiles industry is headed well to grow at the highest pace globally. As this play becomes more interesting going forward, Indian manufacturers like AGIL, having right kind of technologies, product focus and innovation and broad portfolio of offerings are bound to emerge as leaders in this lucrative market. We expect the challenges of containers shortage, freight escalation, etc. to be short lived and in long term, Indian Ceramic Tiles Industry is expected to lead the world at First Position.



EXPORTS PAVING THE WAY...



As on date, AGIL's exports are spread across 100 countries.
We look forward to expand our global footprints to 120+ countries in the near future.

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

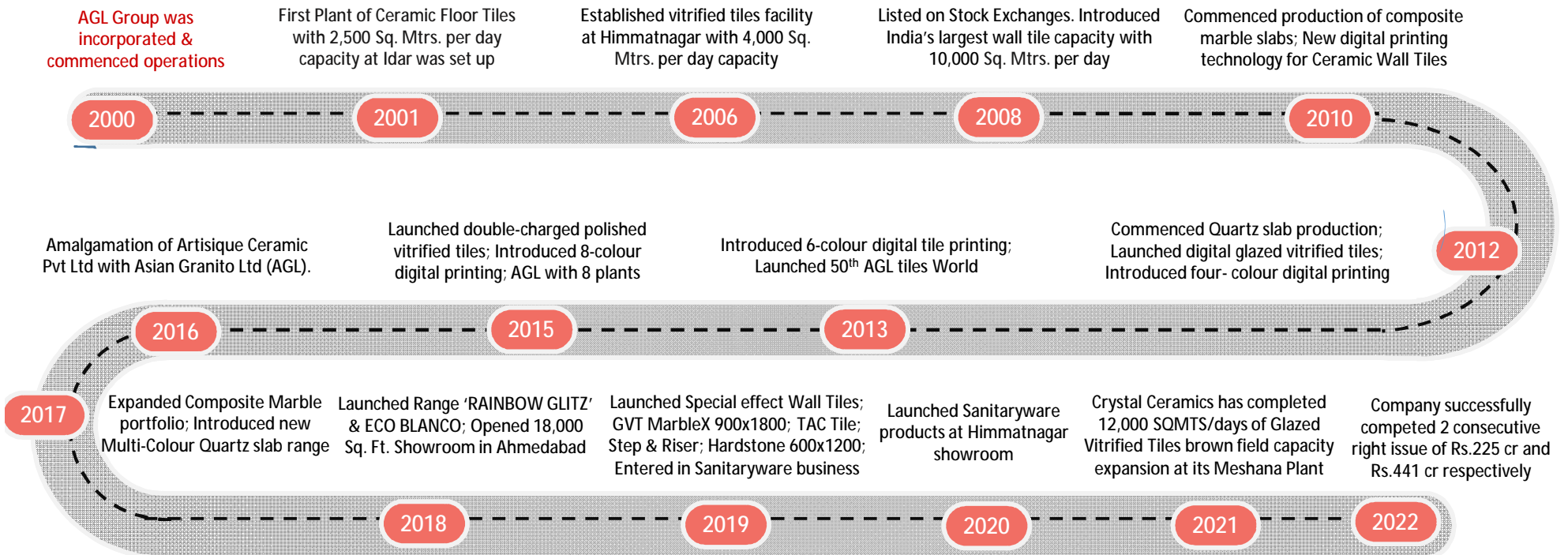
- Incorporated in 1995 as Karnavati Fincap Private Limited and commenced Tiles operations in 2001, Asian Granito Limited (AGL) is a new age luxury surfaces and bathroom solutions company headquartered at Ahmedabad, Gujarat.
- Over the years, through leveraging its in-depth expertise and understanding 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.

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



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 1563.3 Crores (FY22)
Capacity	0.83 Million Sq. Mtrs. per annum	34.5 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 (AGIL)



Tiles and Slabs

Existing

- AGIL Dalpur (GVT and Wall)
- AGIL Dholka (Wall Tiles)
- AGIL 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 AGIL and Direct subsidiary of Amazoone)
- AGIL's Associate concern Adicon Ceramica LLP is commissioning new Mega Slab plant at Morbi

Marble & Quartz

Existing

- AGIL 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

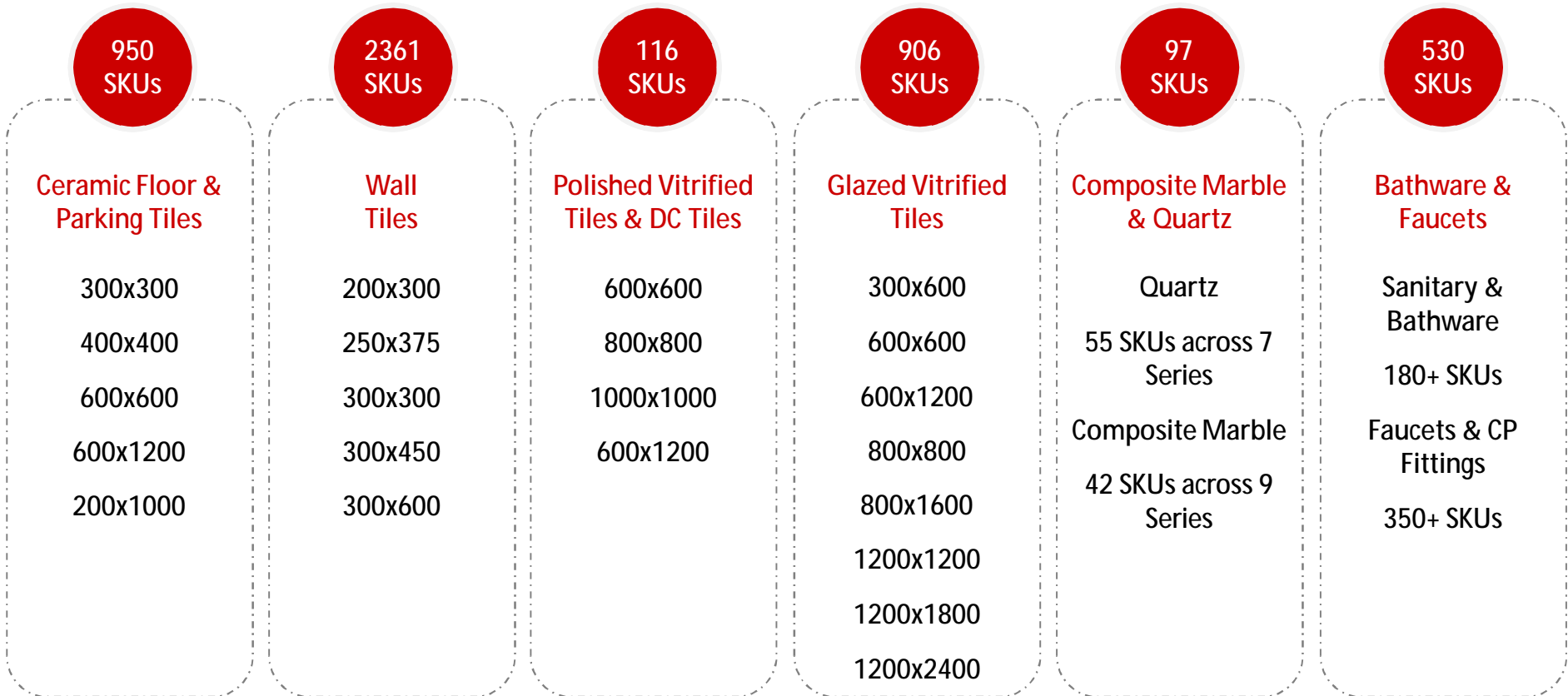
Existing

- 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

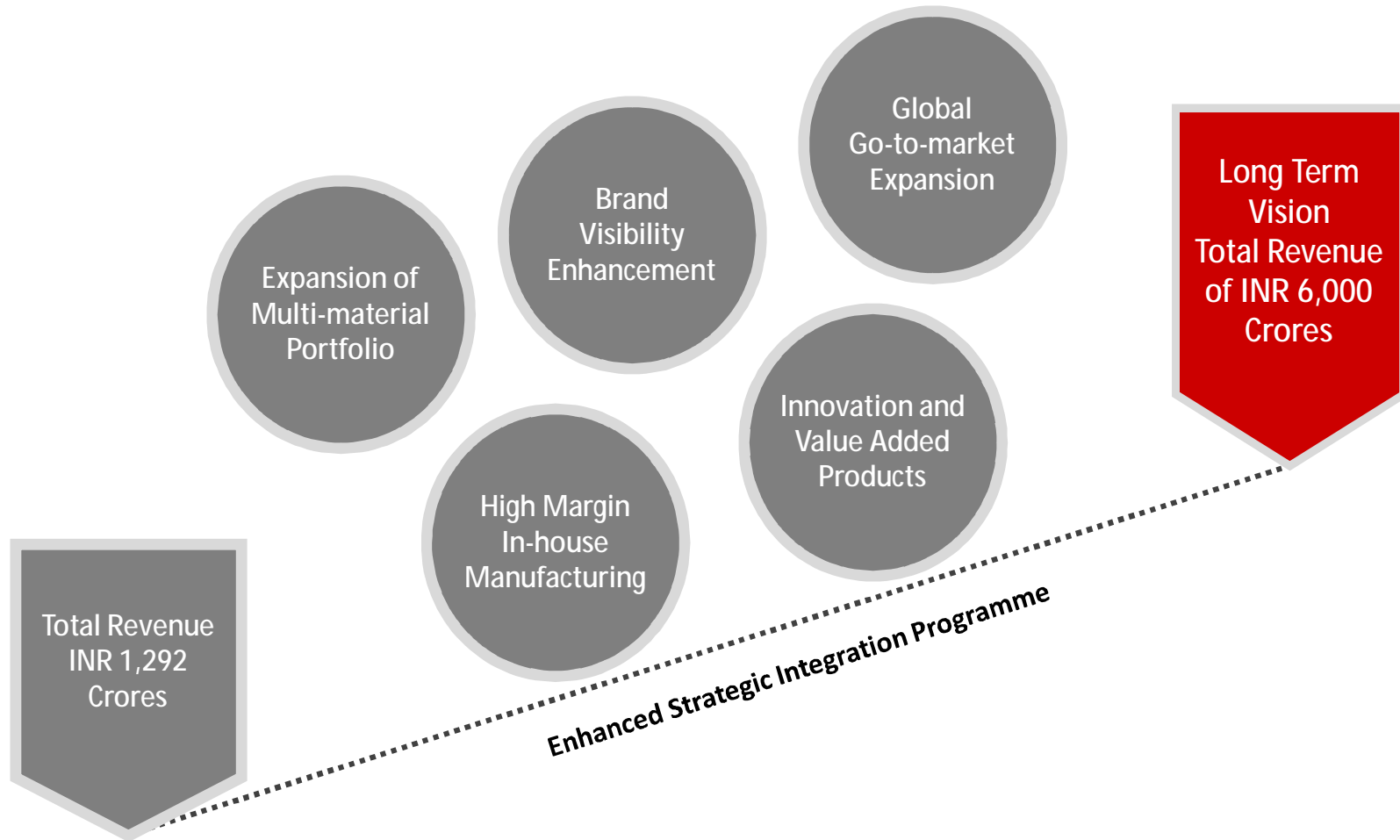


A black and white photograph of a business meeting. Several people are gathered around a table, looking at a tablet computer. One person's hand is pointing at the screen. Another person is holding a pen. The scene is focused on the tablet and the hands interacting with it. The background is slightly blurred, showing other people in business attire.

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

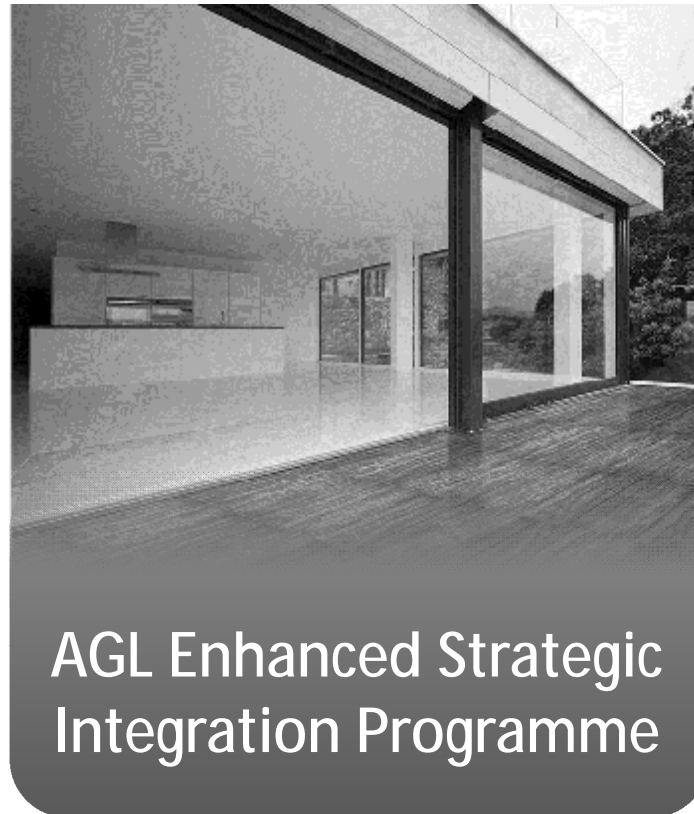
Manufacturing of **value added innovative SPC flooring**

India's largest Single Roof Wall Tile Plant at Morbi

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

New Quartz Surfaces Plant at Morbi under Amazoone Ceramics

New Mega Slab Plant at Morbi through Adicon Ceramica LLP



In-house manufacturing plant of 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

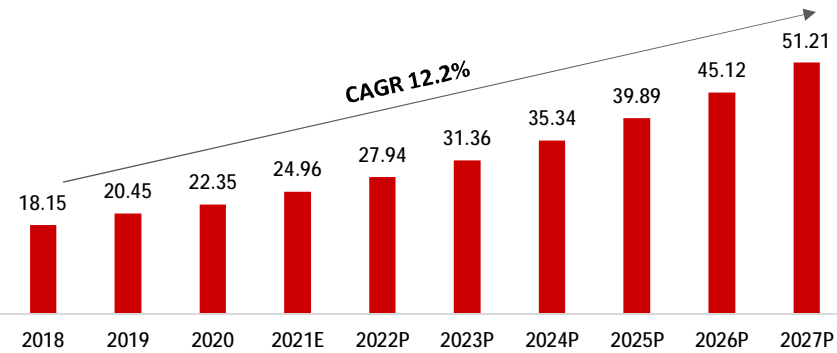
Additional Manufacturing Infrastructure across existing and new Value Added Innovative Products
Near to Short Term is set to witness multiple manufacturing plants from AGL

Project	GVT	Sanitaryware	SPC Flooring	Quartz New Project	Quartz Expansion	Wall Tiles
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 61.00% in Gresart making it a Step down subsidiary of AGIL
Proposed Plant Location	Morbi	Morbi	Morbi	Morbi	Dalpur	Morbi
Estimated Project Cost (INR Cr)	~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
Products	GVT Tiles of 800x1600 and 800x2400 mm Size	Bathware and Sanitaryware	Stone Plastic Composite Flooring	Quartz Surfaces	Quartz Surfaces	Wall Tiles
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

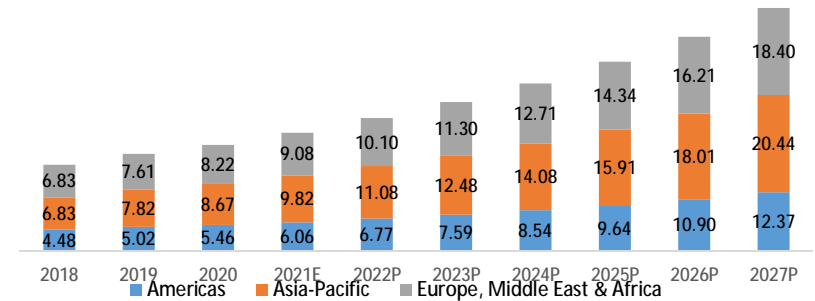
Foray into Stone Plastic Composite (SPC)- a New Age Innovative Flooring
 Having a Portfolio of Unique Floorings to further expand AGL's Core Theme i.e. Single Roof Offerings

New upcoming opportunity in SPC tiles

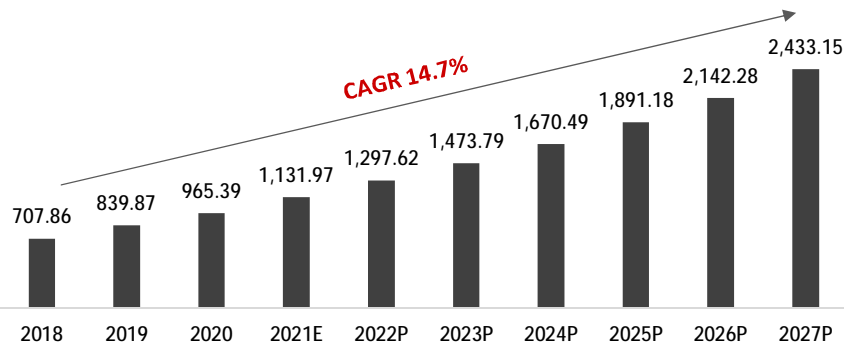
Global SPC Flooring Market Size (USD Bn)



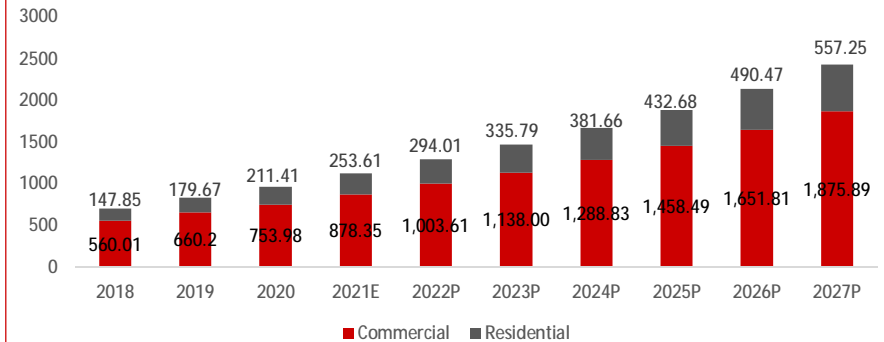
Geographical Breakup of the Global SPC Market (USD Bn)



Indian SPC Flooring Market Size (USD Mn)



Indian SPC Flooring Market by Application (USD Mn)



Source: Report from 360i Research on Global SPC Flooring Market 2027

Enhancement of Brand Visibility and Global Go-to-Market Expansion

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

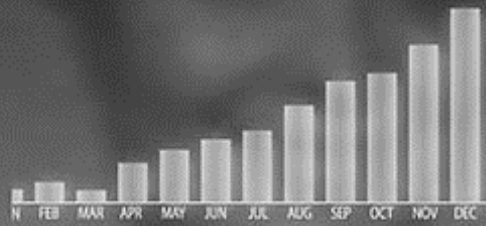
Further Expansion of Domestic Touch Points

- 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

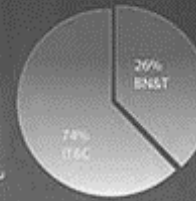
Expand International Presence through Strategic Planning

- 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

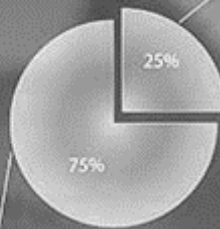


Distribution of market share among the major industry players



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.

Projected sales of main products



Passive market share

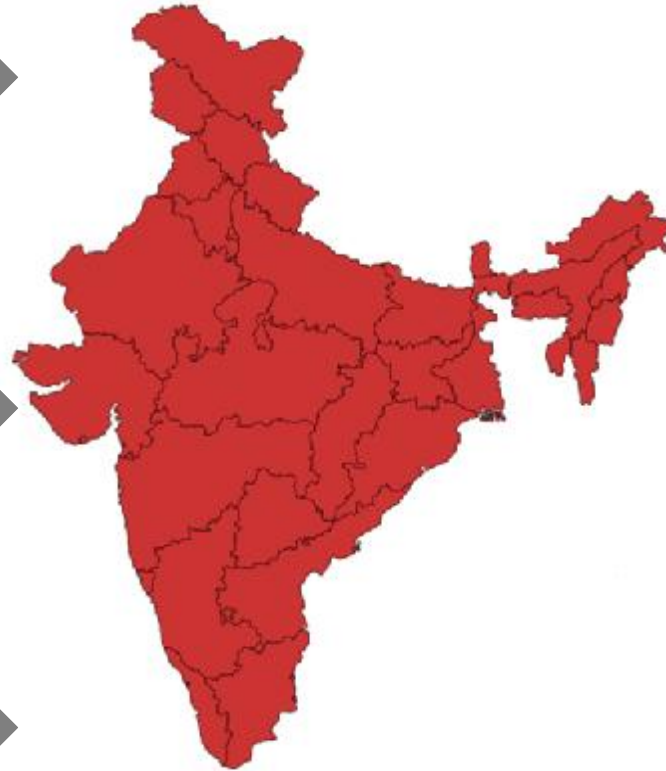
Well Established Market Reach

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



6,500+

Touch Points



12

Company Owned Display Centres

2,700+

Distributors, Dealers & S-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

**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

Marquee Corporate, Institutional and Projects Clientele

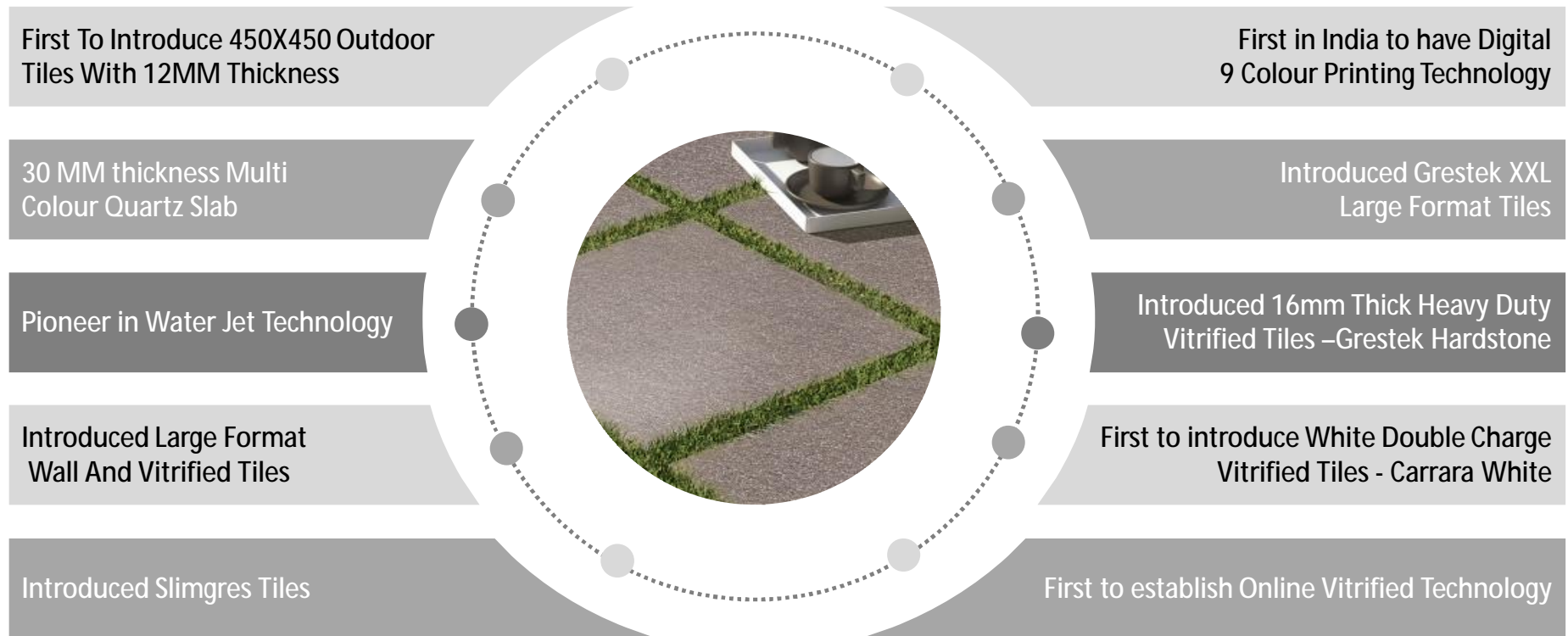




Best in Class Infrastructure

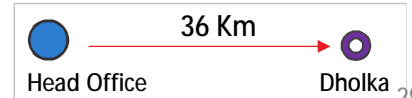
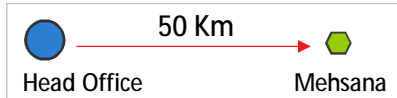
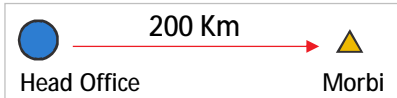
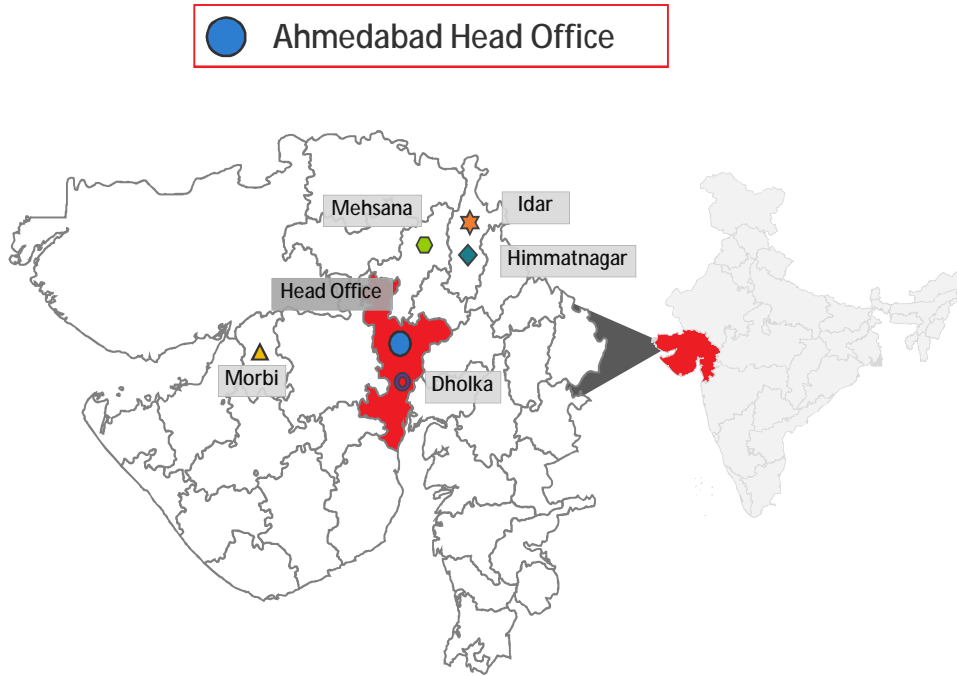
Technology Adoption and Upgradation- AGL has led the Indian Ceramic Story to induct most latest innovations at work
For years, AGL has been introducing most latest and unique technologies and products to the industry

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



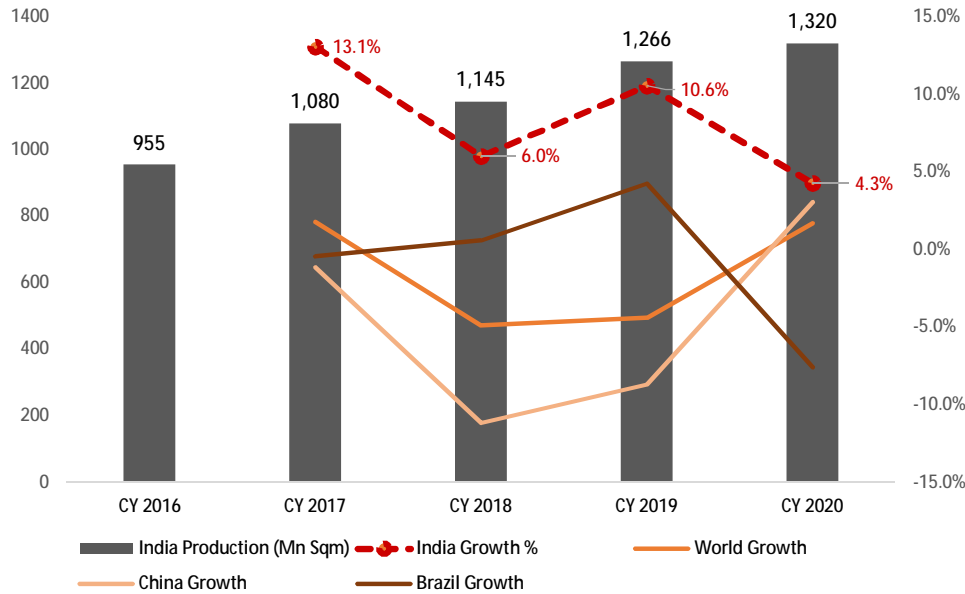


Industry Overview Slider

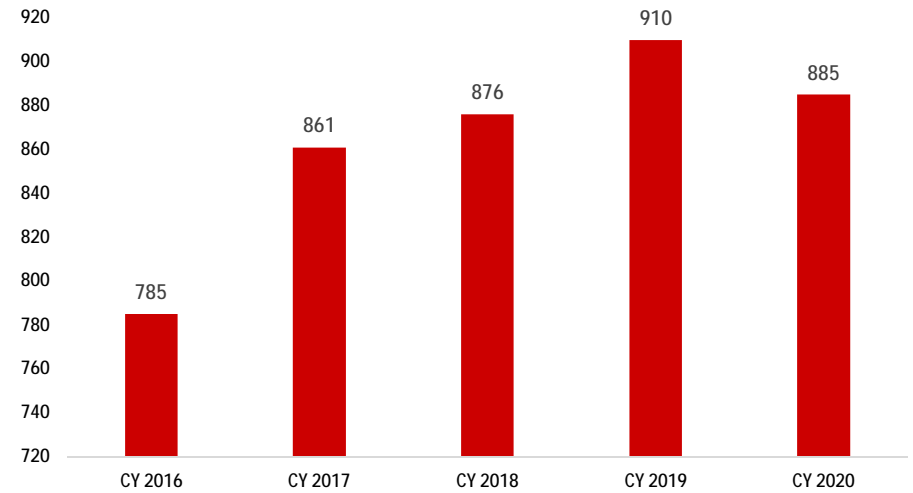
Indian's Ceramic Tiles Production

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



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



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

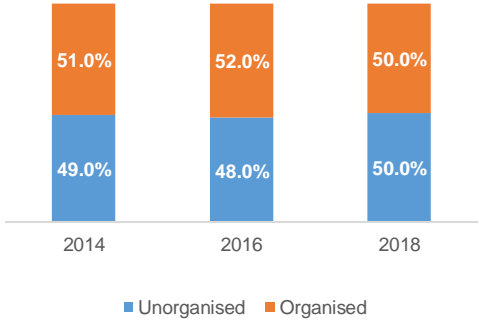
Unlisted
INR 10,000 Crore

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 . . .



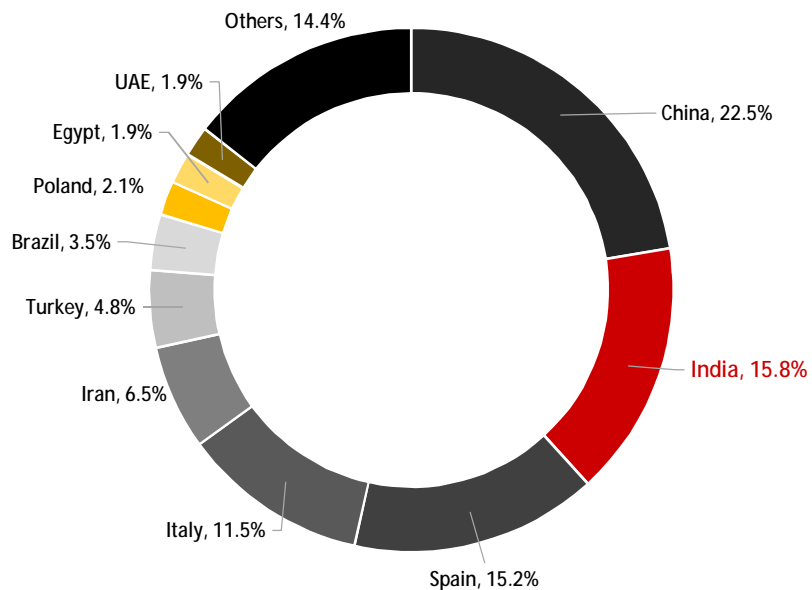
- Due to the implementation of Goods and Services Tax (GST) and E-WAY bill on ceramic tiles, increasing number of traders and dealers are shifting to organized regime.
- Enactment of Real Estate (Regulation and Development) Act, 2016, has greatly organized operations and functioning of the market and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

Source: Industry Estimates

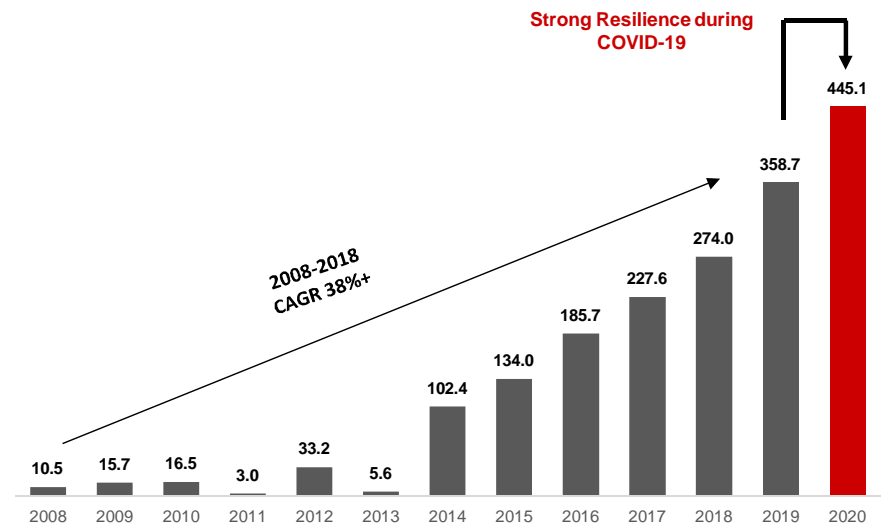
India's Ceramic Tiles Exports

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

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

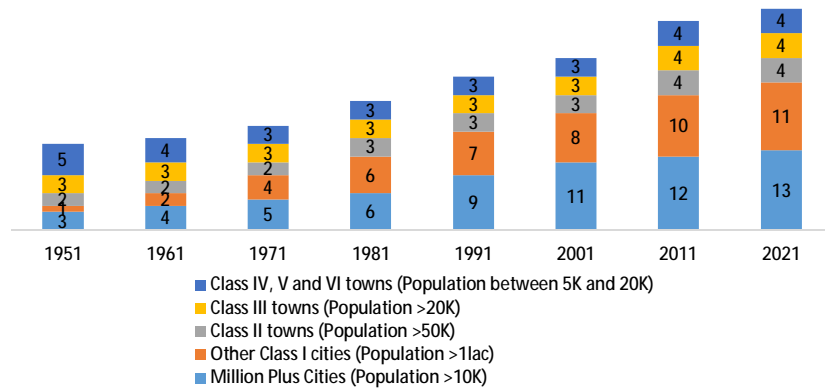


38%+ CAGR growth in Ceramics exports from India
(figures in sq.mt. Mn.)

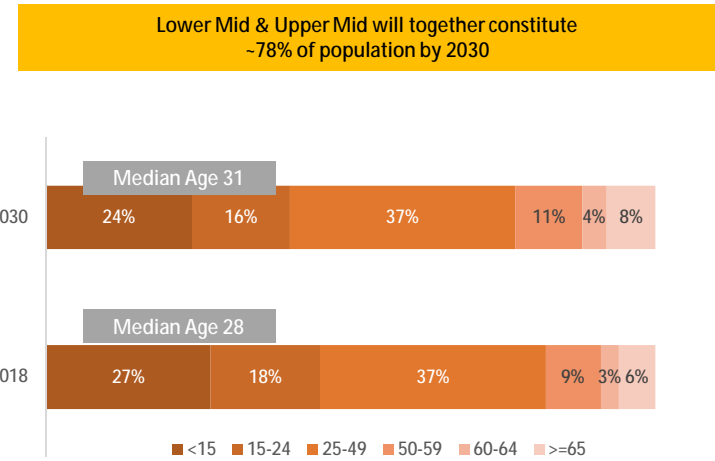


Fundamental fueling Domestic Demand and Consumption

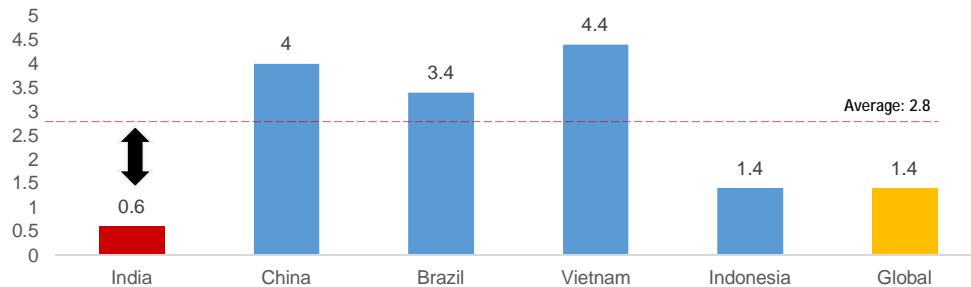
Rapid Urbanisation Rate in India



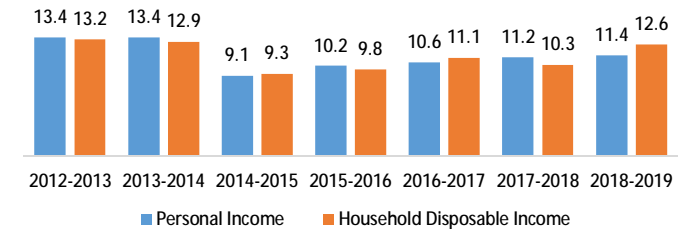
By 2030, 77% of India's population will comprise of Millennials & Gen Z2



Per Capital Consumption of Ceramic Tiles



Rising Disposable Income (Y-o-Y Growth)



Source: MOSPI, CSO, Nirmal Bang Research Report, World Bank, Consultancy.asia, IBEF

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

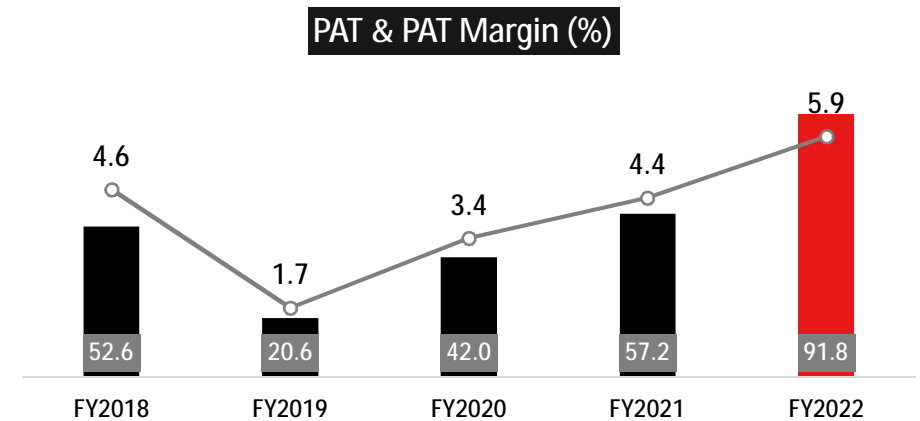
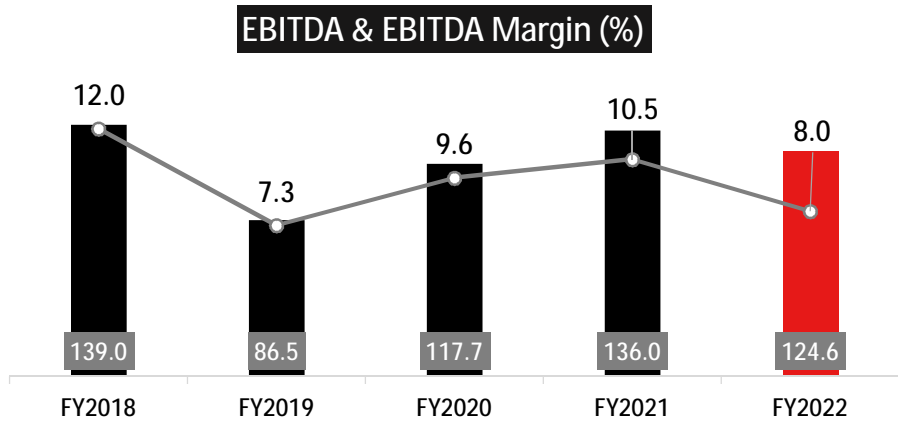
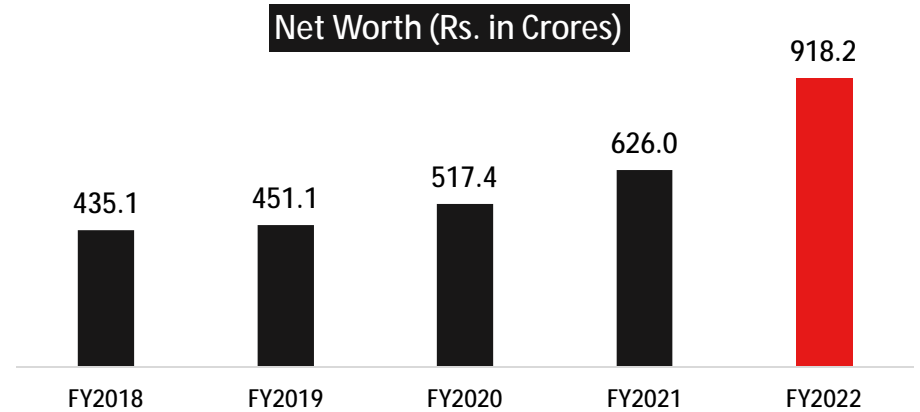
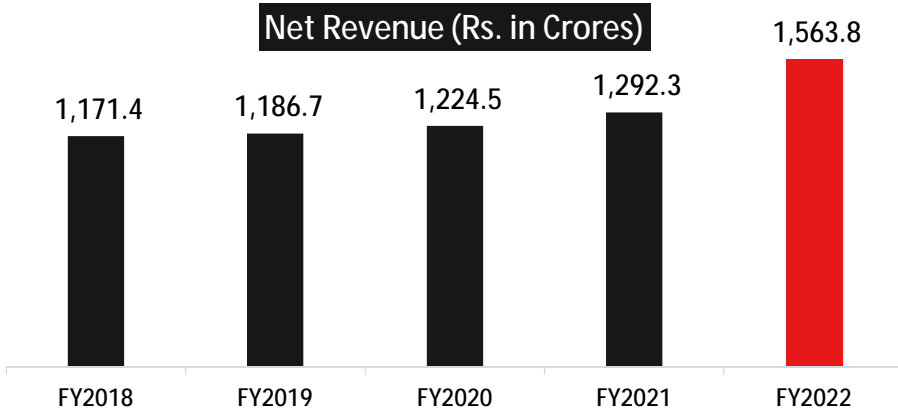
Balance Sheet

Particulars (INR in crores)	Consolidated				Standalone			
	FY22	FY21	FY20	FY19	FY22	FY21	FY20	FY19
Fixed assets	476.2	457.3	462.8	471.5	239.9	235.8	246.2	231.1
Capital work in progress	52.0	24.4	9.4	0.1	0.8	0.1	0.7	0.0
Investments	65.9	46.3	29.8	27.6	106.8	46.7	36.7	54.0
Trade receivables	469.1	420.3	374.3	400.2	407.3	350.6	336.0	330.5
Inventory	328.6	319.3	291.8	305.2	213.7	221.2	202.7	215.0
Cash & bank balances	40.1	18.5	13.2	33.2	21.9	11.8	5.8	27.8
Other Current Assets	96.8	81.0	78.0	43.2	122.5	79.1	75.0	43.2
Total Assets	1528.7	1,367.1	1,259.1	1,281.1	1112.9	945.2	903.0	901.6
Equity Share Capital	56.8	34.1	30.1	30.1	56.8	34.1	30.1	30.1
Reserves	861.4	588.6	466.1	421.0	780.2	491.9	377.2	350.0
Non-controlling interest	34.5	29.8	29.2	36.1				
Long term borrowings	89.9	141.1	92.6	125.6	0.9	16.3	4.3	77.2
Short term borrowings	98.8	144.5	228.0	240.0	4.5	88.2	157.1	147.0
Trade payables	280.9	302.0	310.2	336.3	186.4	235.7	250.7	293.4
Other Liabilities	106.4	127.0	102.8	91.9	84.1	79.0	83.6	3.9
Total Liabilities	1528.7	1,367.1	1,259.1	1,281.1	1112.9	945.2	903.0	901.6

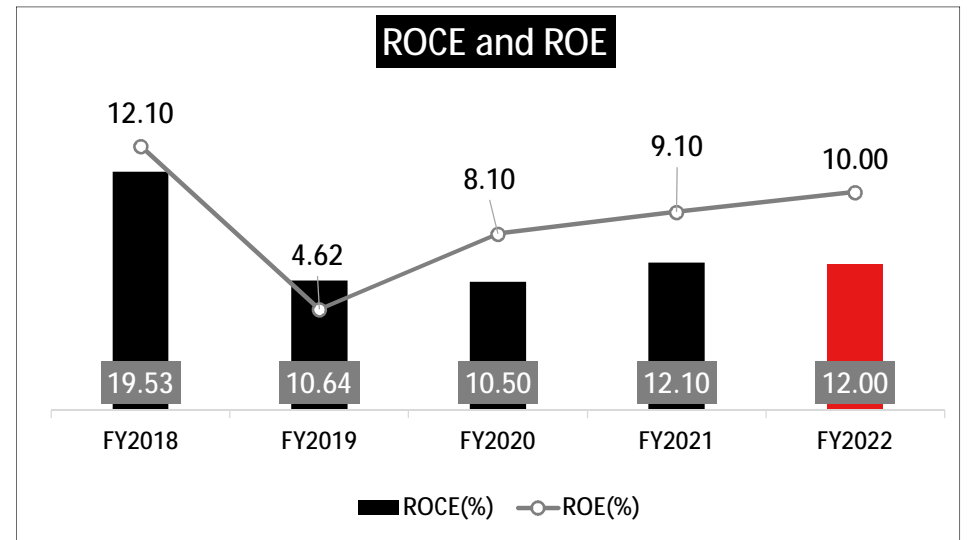
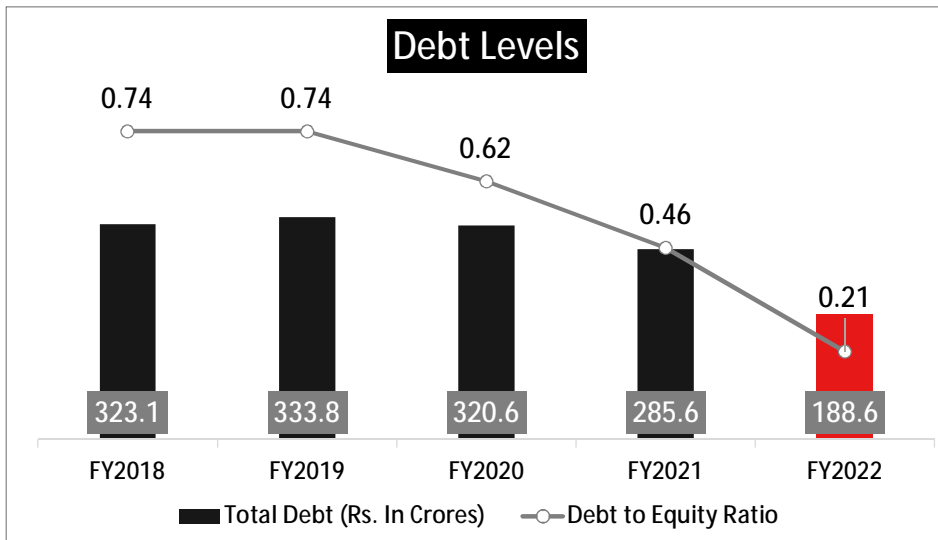
Statement of Profit & Loss

Particulars (INR in crores)	Consolidated				Standalone			
	FY22	FY21	FY20	FY19	FY22	FY21	FY20	FY19
Revenue from operations	1563.8	1,292.3	1,224.5	1,186.7	1349.1	1,036.2	1,013.2	1,005.1
Cost of material consumed	279.6	214.6	306.5	326.8	179.3	137.9	173.9	205.1
Purchase of stock in trade	722.7	644.3	430.6	362.7	792.8	592.1	511.3	470.0
Changes in inventories	0.7	-16.8	-2.2	-25.3	10.4	-10.7	8.8	-14.9
Employee benefit expenses	111.6	91.3	108.5	109.9	82.8	68.1	81.5	79.0
Power & fuel	177.6	106.4	130.1	166.7	82.2	57.3	70.6	99.8
Other expenses	147.0	116.7	133.3	159.3	114.2	93.8	98.7	123.2
EBITDA	124.6	135.9	117.7	86.5	87.5	97.6	68.3	42.8
EBITDA %	8.0%	10.5%	9.6%	7.3%	6.5%	9.4%	6.7%	4.3%
Other income	41.7	5.5	10.3	10.6	41.7	3.7	7.0	4.3
Depreciation & amortisation	30.1	29.4	30.8	27.3	17.9	18.5	18.1	16.6
Finance costs	22.9	34.9	40.0	36.9	3.6	17.0	20.2	18.5
Profit before tax	113.4	77.1	57.2	32.9	107.7	65.9	37.1	12.0
Tax	21.8	19.5	11.1	9.8	19.7	16.6	7.5	4.7
Net profit	91.8	57.6	46.1	23.0	87.9	49.2	29.6	7.3
Net profit %	5.9%	4.4%	3.7%	1.9%	6.5%	4.7%	2.9%	0.7%
EPS	20.6	18.6	14.0	6.9	19.7	16.0	9.8	2.4

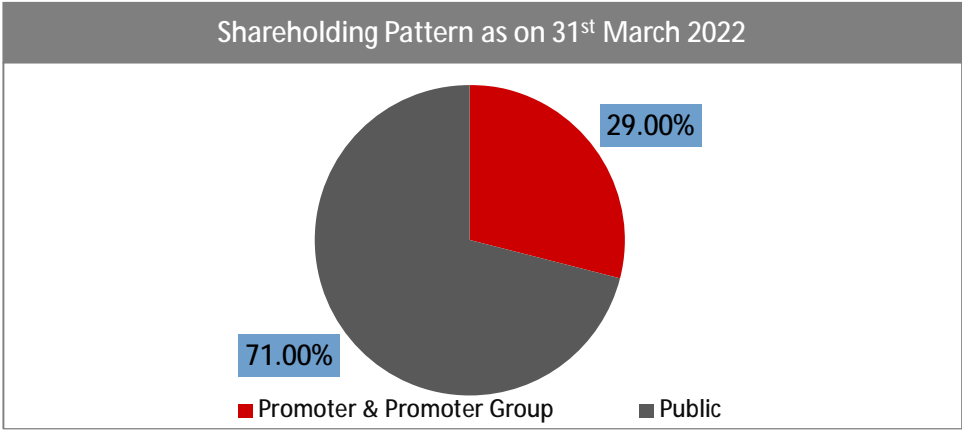
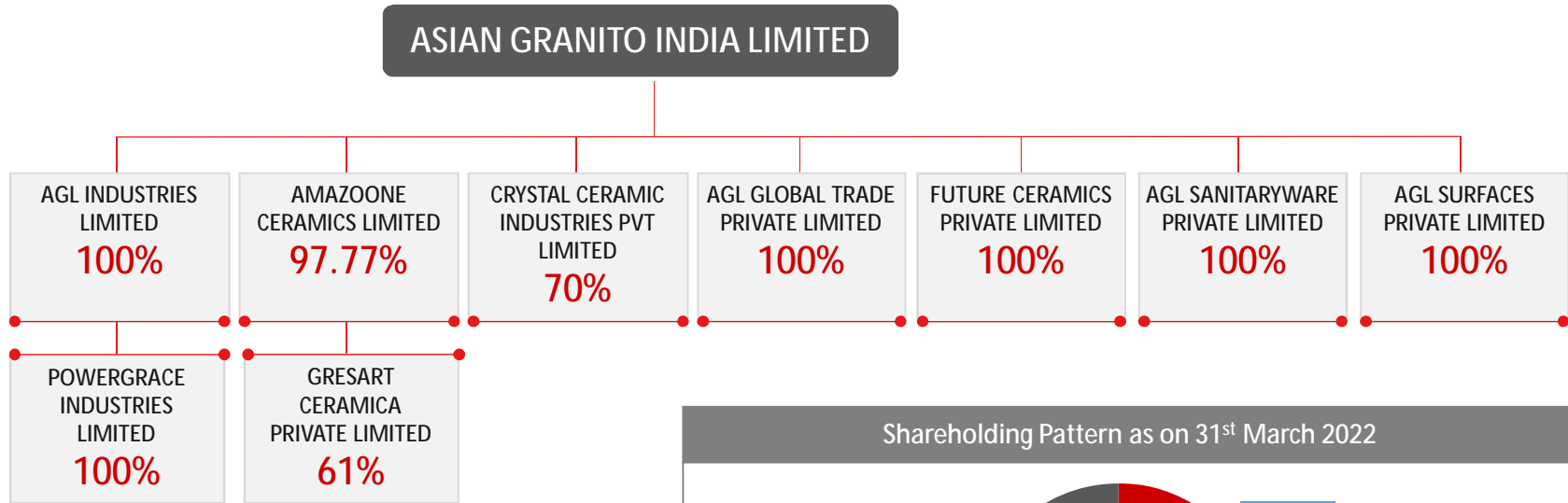
Snapshot of Financial Performance – 5 years



Snapshot of Financial Performance – 5 years



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





THANK YOU

Asian Granito India Limited

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S.G. Highway, Ahmedabad- 380015, Gujarat, India