

**Asian Granito India Ltd.**

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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 12.11.2019

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, 13<sup>th</sup> November, 2019 at 04.00 p.m., to discuss the financial performance for Q2FY2020. 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](http://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

A handwritten signature in black ink, appearing to read 'Kamlesh B. Patel', is written over a circular purple stamp.

Kamleshbhai B. Patel  
Chairman and Managing Director  
DIN: 00229700



Encl.: As above

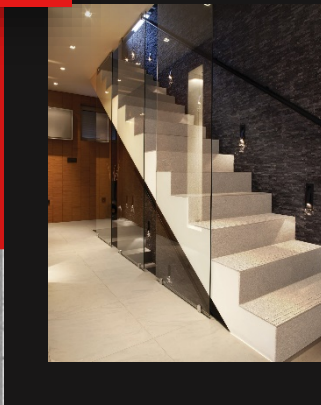
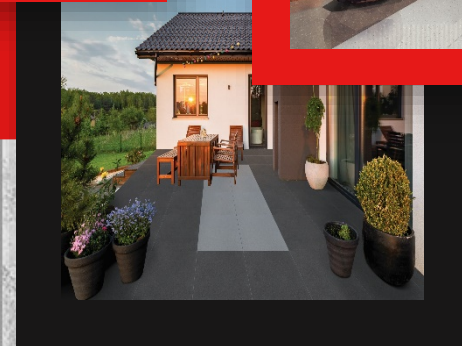
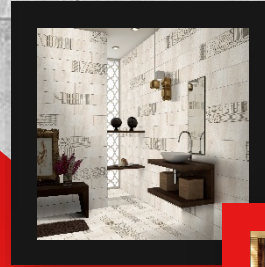






— Beautiful Life —

Making **Life More**  
Beautiful **Worldwide..**



Asian Granito India Ltd.

**INVESTOR PRESENTATION**



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Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward-looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

# TABLE OF CONTENTS

<b>01</b>	<b>Q2FY20 FINANCIAL PERFORMANCE</b>	<b>Page No:4</b>
<b>02</b>	<b>COMPANY OVERVIEW</b>	<b>Page No:14</b>
<b>03</b>	<b>PRODUCTS</b>	<b>Page No:23</b>
<b>04</b>	<b>KEY CLIENTELE</b>	<b>Page No:28</b>
<b>05</b>	<b>GROWTH DRIVERS</b>	<b>Page No:30</b>
<b>06</b>	<b>PROMISING BRAND</b>	<b>Page No:32</b>
<b>07</b>	<b>SHAREHOLDING INFORMATION</b>	<b>Page No:36</b>
<b>08</b>	<b>APPENDIX</b>	<b>Page No:37</b>

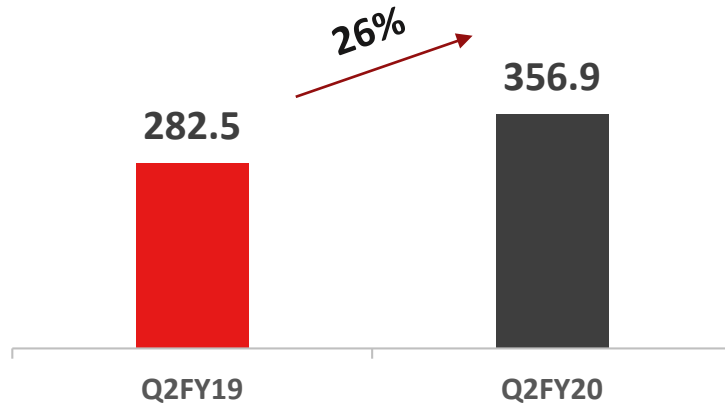


- 1) For the quarter ended Q2FY20, your company has witnessed an overall robust performance together with a jump in profitability. Volumes for the quarter remained strong as the company is acquiring market share of other players.
- 2) During the quarter, several cost-effective strategies were initiated and as a result our margins have improved to 8.1 % as against 6.3% same quarter last year.
- 3) The sanitary ware division, which was launched at the end of the previous quarter, has received a positive reception from the market and dealers. The revenues from the Marble & Quartz division increased to 28 % as against 14 % same quarter in the previous year.
- 4) Further, the company is planning to launch Faucets in the month of December 2019 which will further strengthen company's portfolio in complete bath-ware solution.
- 5) We have witnessed no change in the average price of gas per SCM during the quarter as compared to same quarter last year. However, our average consumption of gas per sq. mtr has declined which has resulted in overall cost reduction in Power & Fuel.
- 6) During the quarter, noteworthy development that took place was cut in corporate tax in-order to further stimulate investment across the sectors.
- 7) During the quarter, we have reduced our working capital days to 86, on the back of an improved business strategy.
- 8) The company proposes to open an exclusive 12,000 sq. ft showroom at Morbi to target the export markets.

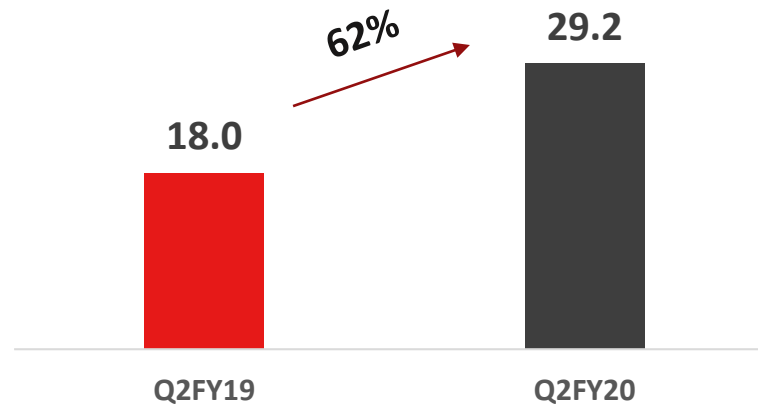
### Outlook:

The outlook for the company remains positive considering the achievements of higher input cost, better utilization levels and greater demand for high-value products. Our portfolio of products has started gaining traction in the market across regions. Considering the recent boost provided by the Finance Minister for the realty sector, it is anticipated that the demand for the tiles segment will have a marked increase. Further, we are confident that the company will continue its progressive stride in the coming quarters.

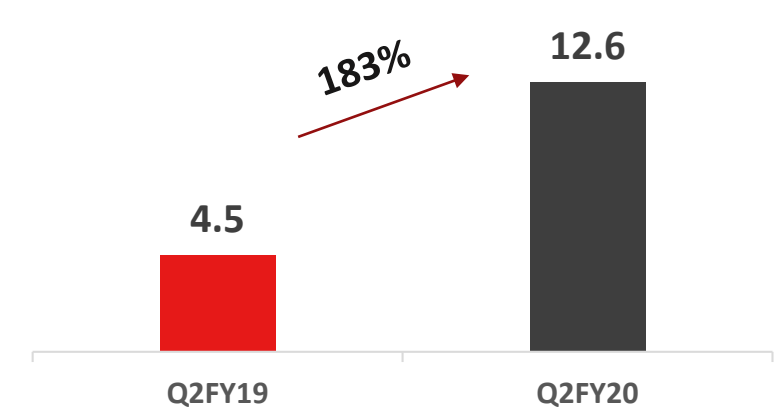
Revenues (₹ in Cr)



EBITDA (₹ in Cr)



PAT (₹ in Cr)



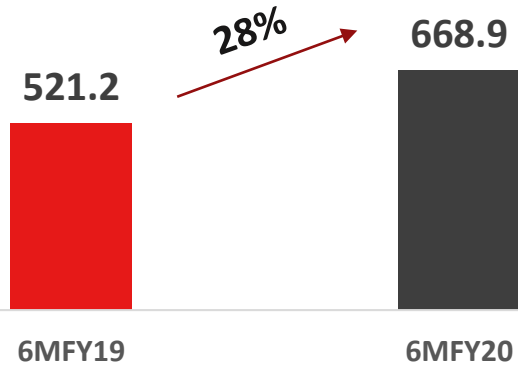
Segmental Revenues (₹ in Cr)

	Tiles	Marble	Quartz	Power Grace	Others
Q2FY19	234.0	15.8	23.3	3.1	5.1
Q2FY20	244.4	29.4	68.5	4.3	7.1*

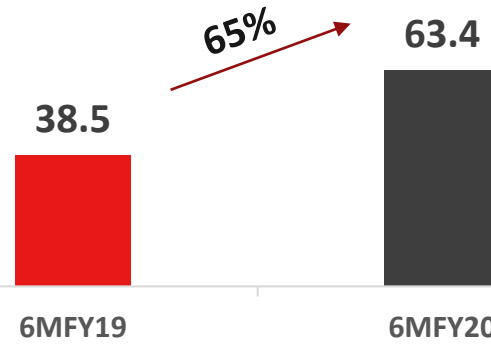
\*Includes Sanitaryware



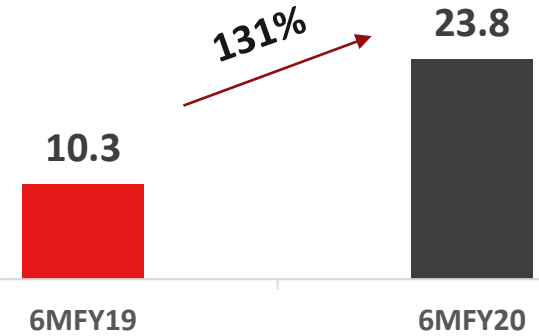
## Revenues (₹ in Cr)



## EBITDA (₹ in Cr)



## PAT (₹ in Cr)



## Segmental Revenues (₹ in Cr)

	Tiles	Marble	Quartz	Power Grace	Others
6MFY19	435.0	30.9	37.4	5.8	7.4
6MFY20	462.7	51.0	129.9	8.2	11.7*

\*Includes Sanitaryware

# STANDALONE PROFIT & LOSS FOR Q2FY20 & 6MFY20

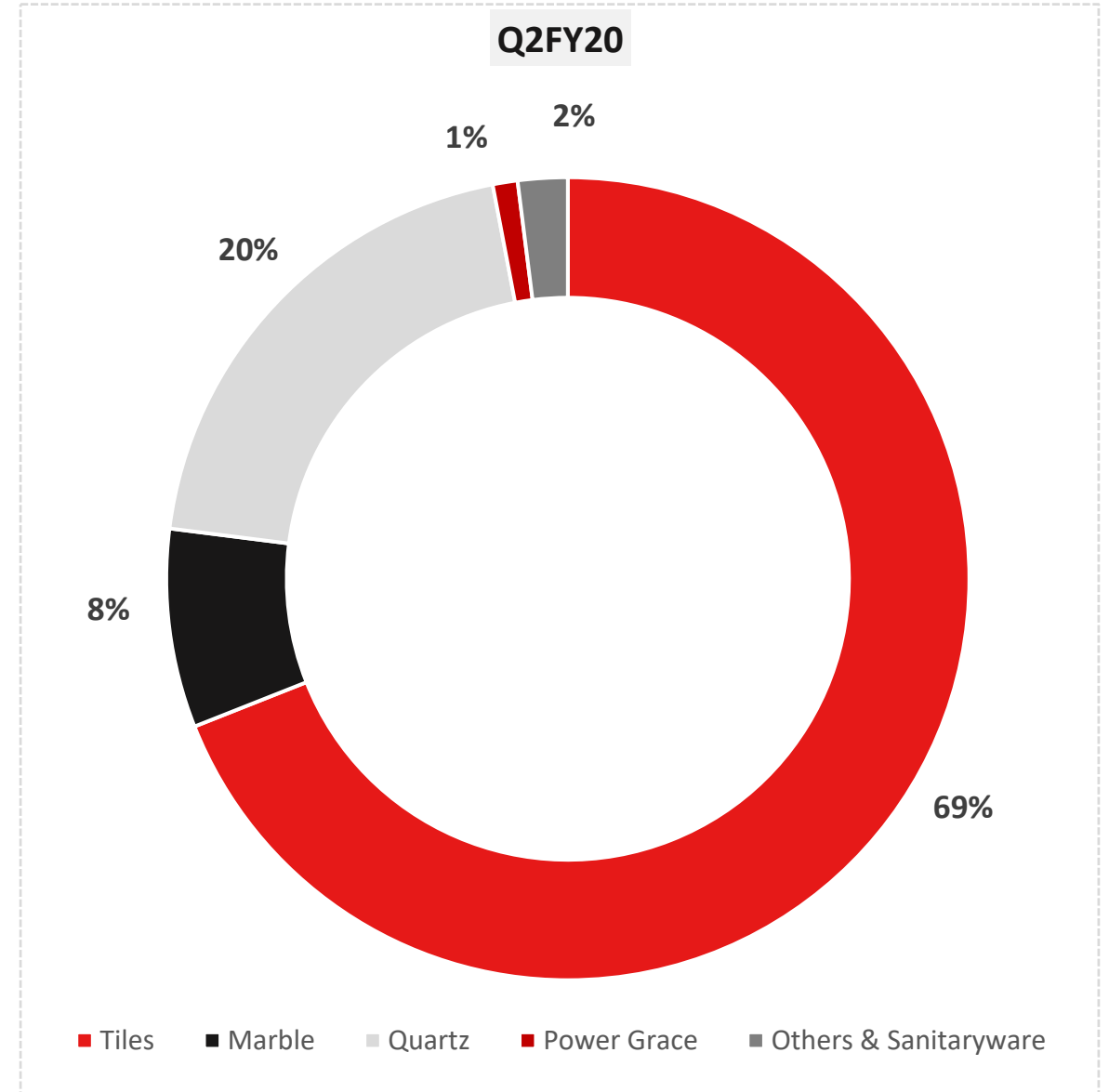
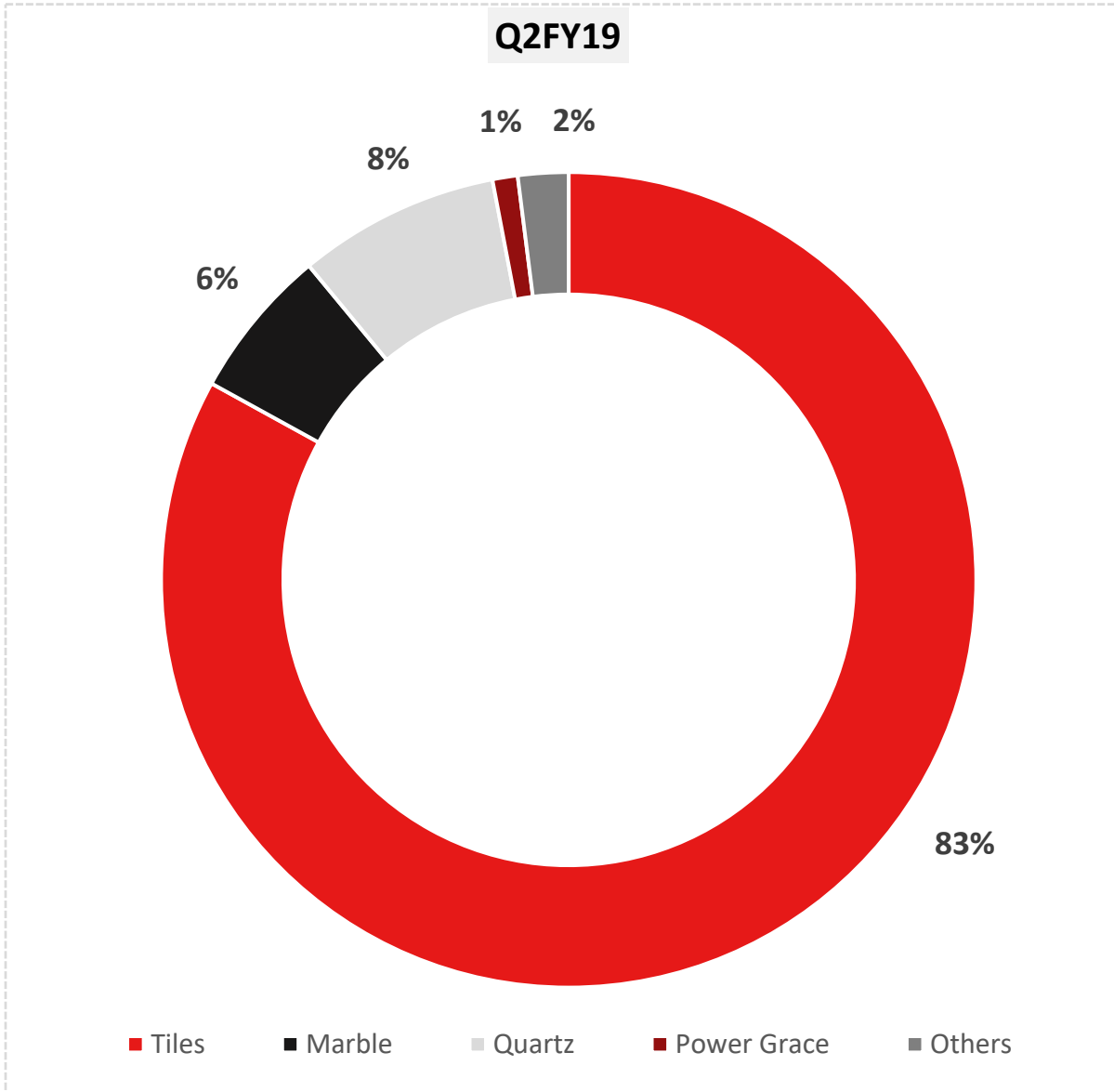
Particulars ( ₹ In Cr)	Q2FY19	Q2FY20	Y-o-Y	6MFY19	6MFY20	Y-o-Y
<b>Revenue from Operations</b>	<b>246.12</b>	<b>289.17</b>	<b>17.5%</b>	<b>453.83</b>	<b>541.17</b>	<b>19.2%</b>
Total Raw Material	156.90	197.58	25.9%	287.51	369.05	28.4%
Employee Expenses	20.59	21.86	6.1%	40.32	41.62	3.2%
Power & Fuel	24.14	19.48	-19.3%	48.18	39.54	-17.9%
Other Expenses	35.23	35.29	0.2%	57.12	57.88	1.3%
<b>EBITDA</b>	<b>9.26</b>	<b>14.96</b>	<b>61.6%</b>	<b>20.71</b>	<b>33.08</b>	<b>59.8%</b>
<b>EBITDA Margin (%)</b>	<b>3.76%</b>	<b>5.17%</b>	-	<b>4.56%</b>	<b>6.11%</b>	-
Other Income	0.45	0.17	-	0.54	0.28	-
Depreciation	4.18	4.30	2.8%	8.13	8.55	5.2%
<b>EBIT</b>	<b>5.52</b>	<b>10.83</b>	<b>96.0%</b>	<b>13.12</b>	<b>24.81</b>	<b>89.1%</b>
<b>EBIT Margin (%)</b>	<b>2.24%</b>	<b>3.74%</b>	-	<b>2.89%</b>	<b>4.58%</b>	-
Finance Cost	3.90	3.89	-0.3%	7.22	7.76	7.5%
Exceptional Items	-	-	-	-	-	-
<b>Profit before Tax</b>	<b>1.63</b>	<b>6.94</b>	<b>326.8%</b>	<b>5.90</b>	<b>17.05</b>	<b>189.1%</b>
Tax	0.51	-1.59	-	2.15	2.16	-
<b>Profit After Tax</b>	<b>1.12</b>	<b>8.53</b>	<b>661.6%</b>	<b>3.75</b>	<b>14.88</b>	<b>297.3%</b>
Other Comprehensive Income	-0.03	-0.09	-	-0.06	-0.17	-
Total Comprehensive Income	1.08	8.45	680.4%	3.69	14.71	298.7%
<b>Comprehensive Income Margin (%)</b>	<b>0.44%</b>	<b>2.92%</b>	-	<b>0.81%</b>	<b>2.72%</b>	-



# CONSOLIDATED PROFIT & LOSS FOR Q2FY20 & 6MFY20

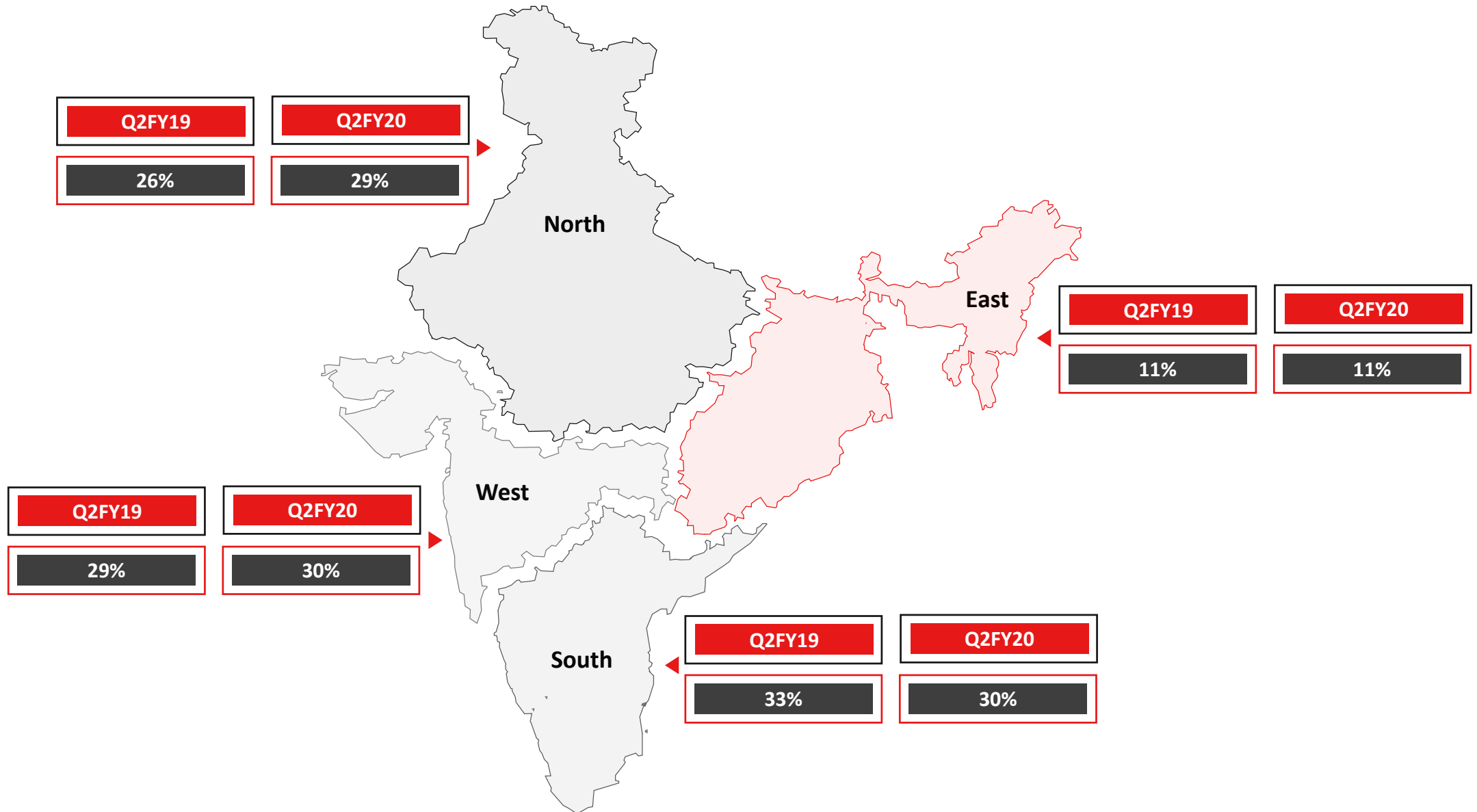
Particulars ( ₹ In Cr)	Q2FY19	Q2FY20	Y-o-Y	6MFY19	6MFY20	Y-o-Y
<b>Revenue from Operations</b>	<b>282.52</b>	<b>356.90</b>	<b>26.3%</b>	<b>521.22</b>	<b>668.94</b>	<b>28.3%</b>
Total Raw Material	151.90	215.55	41.9%	281.95	401.69	42.5%
Employee Expenses	29.60	29.15	-1.5%	55.00	55.95	1.7%
Power & Fuel	40.18	36.15	-10.0%	74.70	70.02	-6.3%
Other Expenses	42.80	46.89	9.5%	71.09	77.88	9.5%
<b>EBITDA</b>	<b>18.03</b>	<b>29.16</b>	<b>61.7%</b>	<b>38.47</b>	<b>63.41</b>	<b>64.8%</b>
<b>EBITDA Margin (%)</b>	<b>6.38%</b>	<b>8.17%</b>	-	<b>7.38%</b>	<b>9.48%</b>	-
Other Income	0.64	1.12	-	0.94	1.97	-
Depreciation	6.78	7.50	10.7%	13.18	15.20	15.3%
<b>EBIT</b>	<b>11.89</b>	<b>22.78</b>	<b>91.5%</b>	<b>26.23</b>	<b>50.18</b>	<b>91.3%</b>
<b>EBIT Margin (%)</b>	<b>4.21%</b>	<b>6.38%</b>	-	<b>5.03%</b>	<b>7.50%</b>	-
Finance Cost	8.17	8.65	5.9%	15.38	17.35	12.8%
Exceptional Items	-	-	-	-	-	-
<b>Profit before Tax</b>	<b>3.72</b>	<b>14.13</b>	<b>279.4%</b>	<b>10.86</b>	<b>32.83</b>	<b>202.4%</b>
Tax	0.85	0.18	-	2.67	6.71	-
<b>Profit After Tax</b>	<b>2.87</b>	<b>13.95</b>	<b>386.1%</b>	<b>8.18</b>	<b>26.12</b>	<b>219.2%</b>
Share of Profits of Associates / JV	1.43	0.67	-	2.47	1.61	-
Minority Interest	-0.11	1.87	-	0.37	3.72	-
<b>Net Profit for the period after Share of Profit of Associates</b>	<b>4.42</b>	<b>12.75</b>	<b>188.4%</b>	<b>10.28</b>	<b>24.00</b>	<b>133.4%</b>
<b>PAT Margin (%)</b>	<b>1.56%</b>	<b>3.57%</b>	-	<b>1.97%</b>	<b>3.59%</b>	-
Other Comprehensive Income	0.03	-0.14	-	0.02	-0.20	-
<b>Total Comprehensive Income</b>	<b>4.45</b>	<b>12.61</b>	<b>183.3%</b>	<b>10.30</b>	<b>23.80</b>	<b>131.1%</b>
<b>Comprehensive Income Margin (%)</b>	<b>1.58%</b>	<b>3.53%</b>	-	<b>1.98%</b>	<b>3.56%</b>	-

# CONSOLIDATED SEGMENTAL REVENUES (In %)

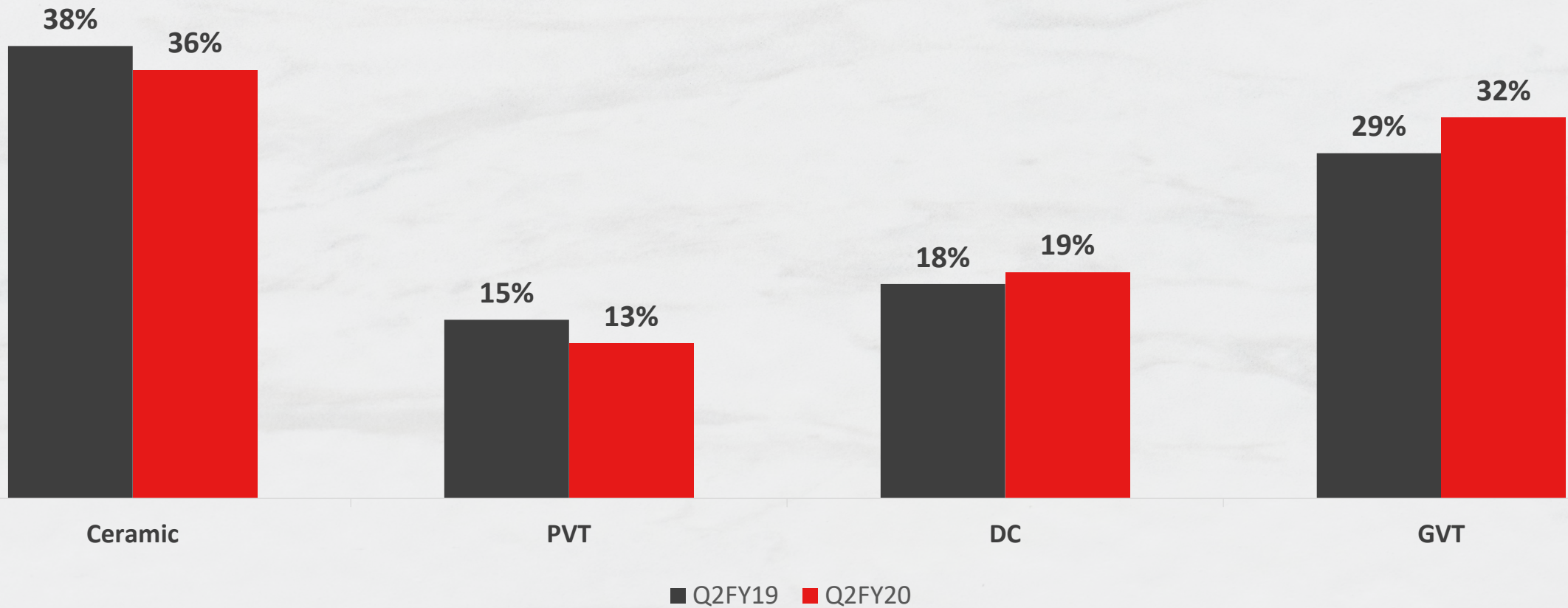




# GEOGRAPHICAL REVENUE BREAKUP (In %)

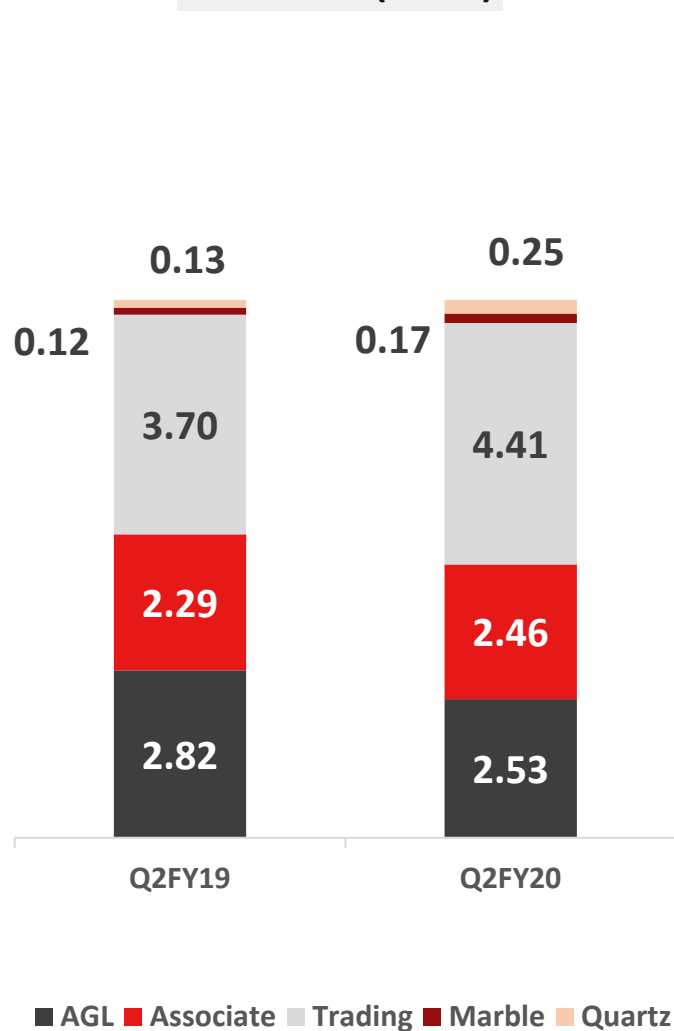


# CONSOLIDATED REVENUE BREAKUP OF TILES DIVISION

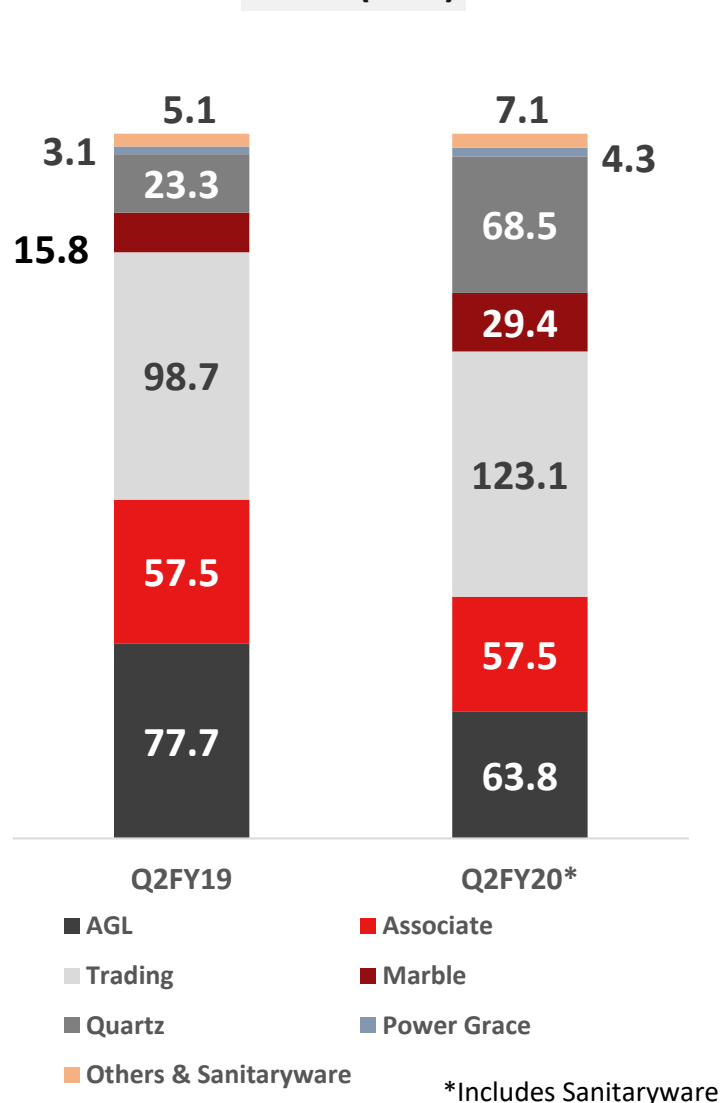


# CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR Q2FY20

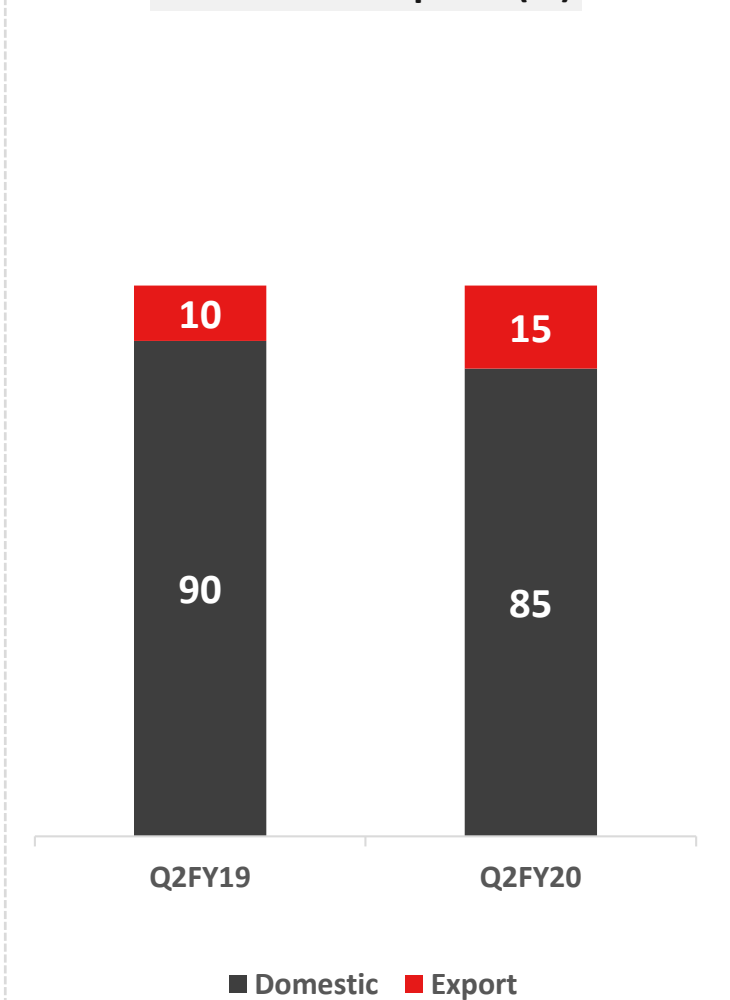
### Volume in (MSM)



### Value ( ₹ cr)



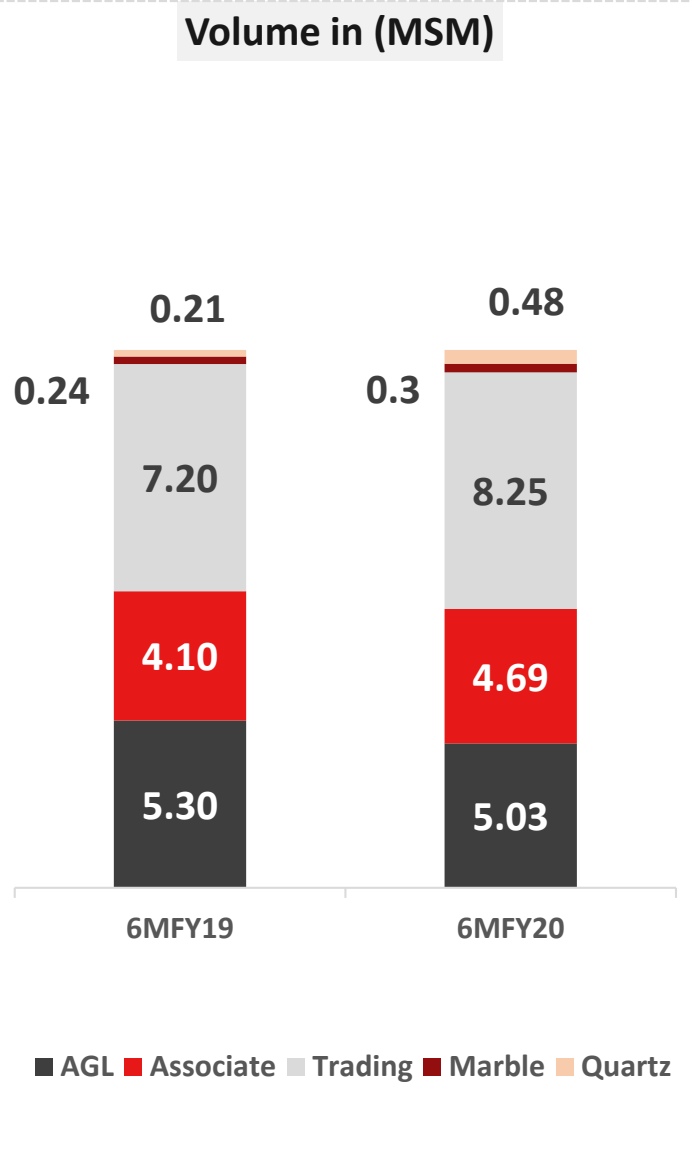
### Domestic & Exports (%)



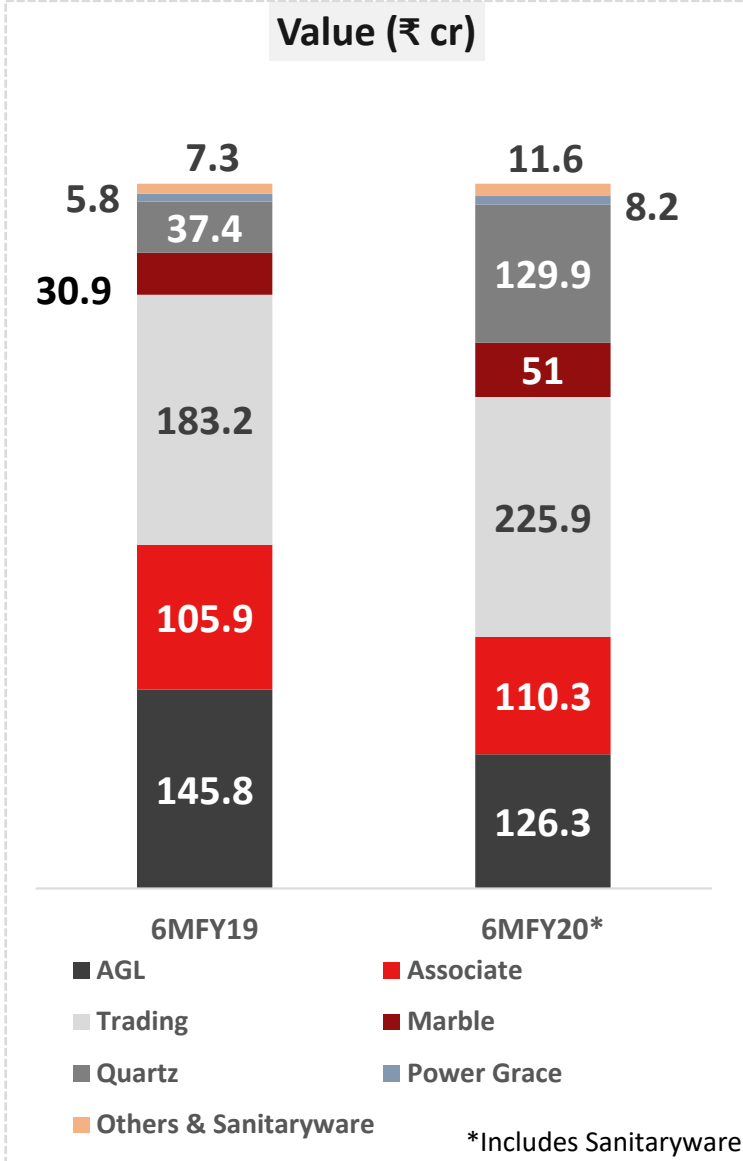


# CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR 6MFY20

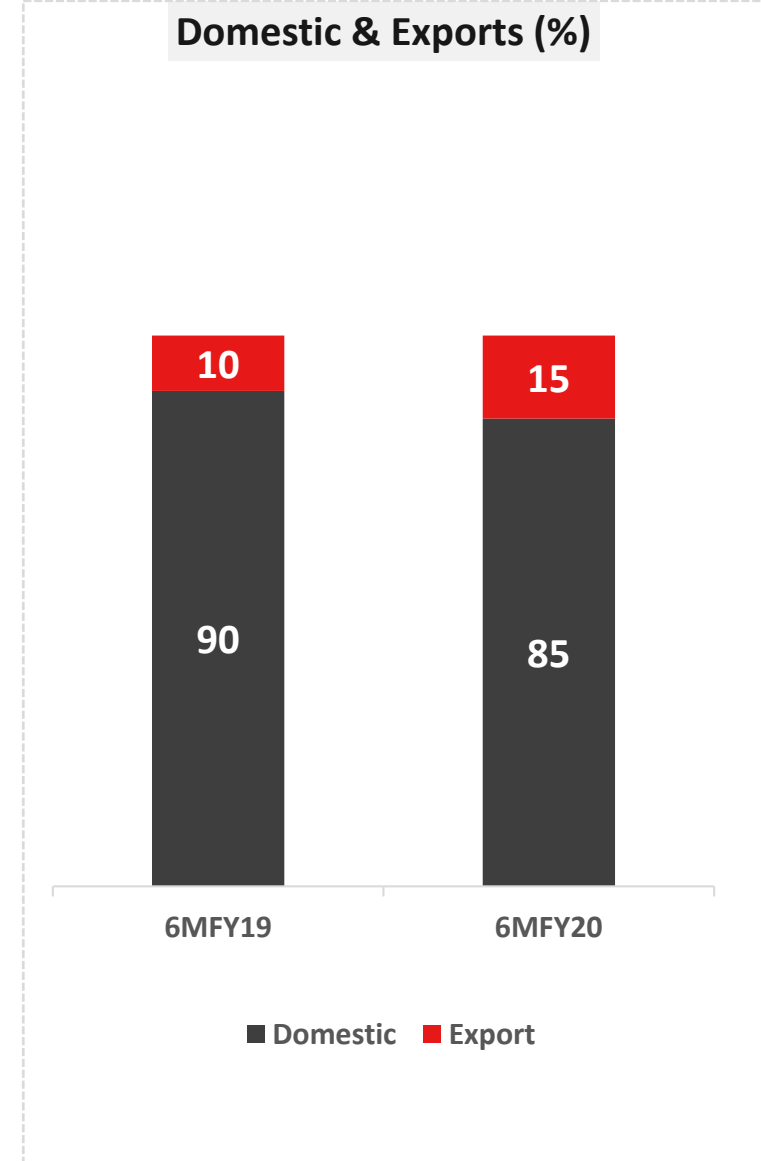
### Volume in (MSM)



### Value (₹ cr)



### Domestic & Exports (%)





### Our Vision

Aspire to beautify the world by attaining global leadership through innovative ceramic products, customer delight and satisfying all stakeholders

Remain an undisputed leader in marble and quartz in India

### Big Hairy Audacious Goal

To achieve Sales of ₹ 6,000 Crores with 10% profitability by Year 2030

### Our Mission



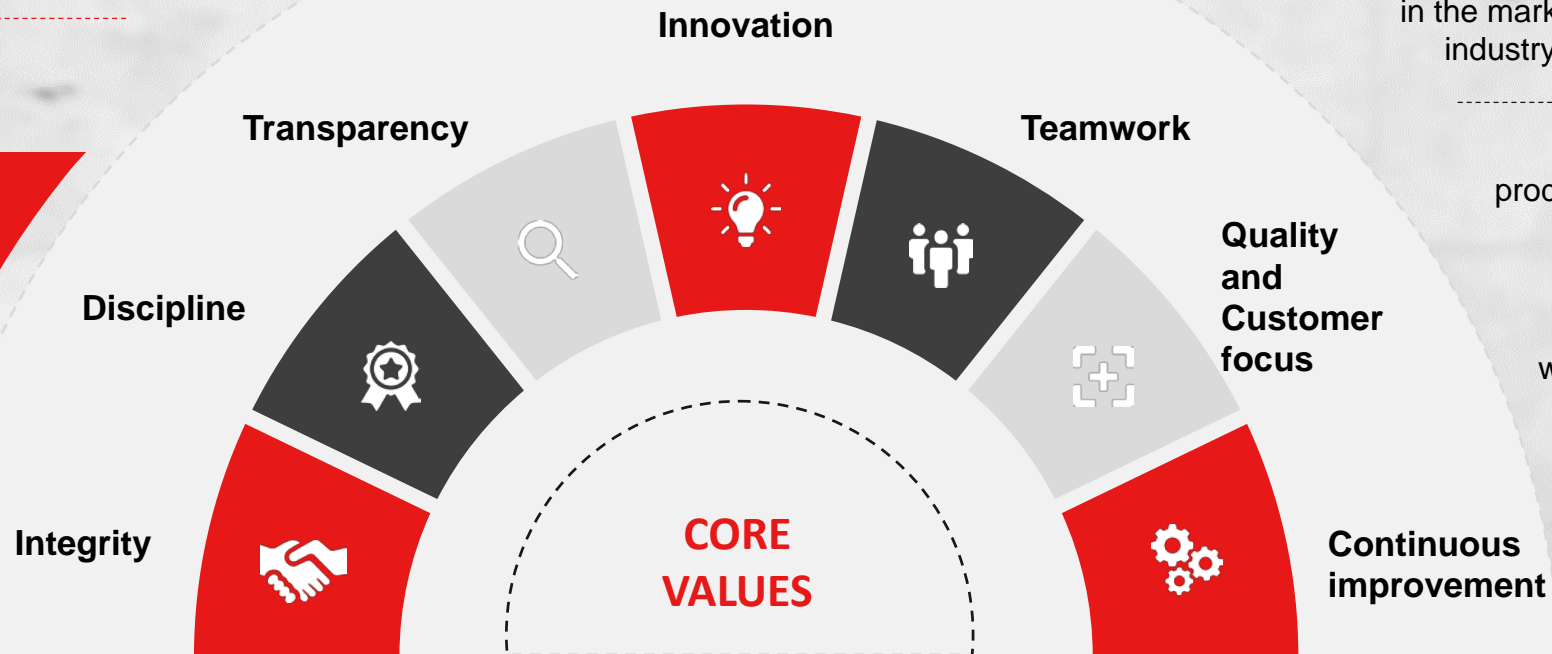
Grow profitably across the AGL Group

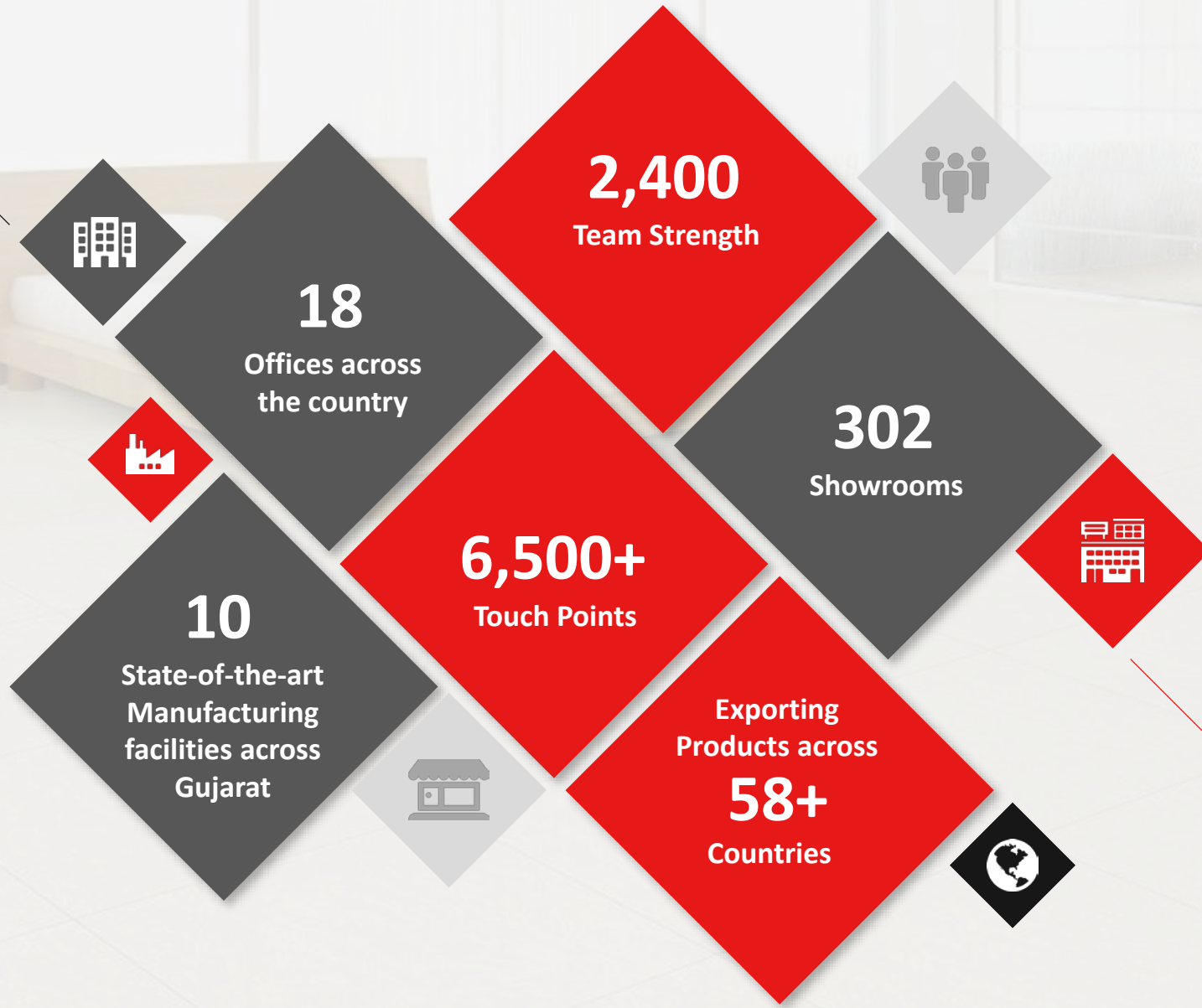
To be a pioneer in terms of ushering in the latest technologies and providing highest quality products

Create competitive advantage in the market and lead the industry by innovations

Create a healthy and productive work environment for all employees and associates

Empower communities for working towards a safe, clean and green environment

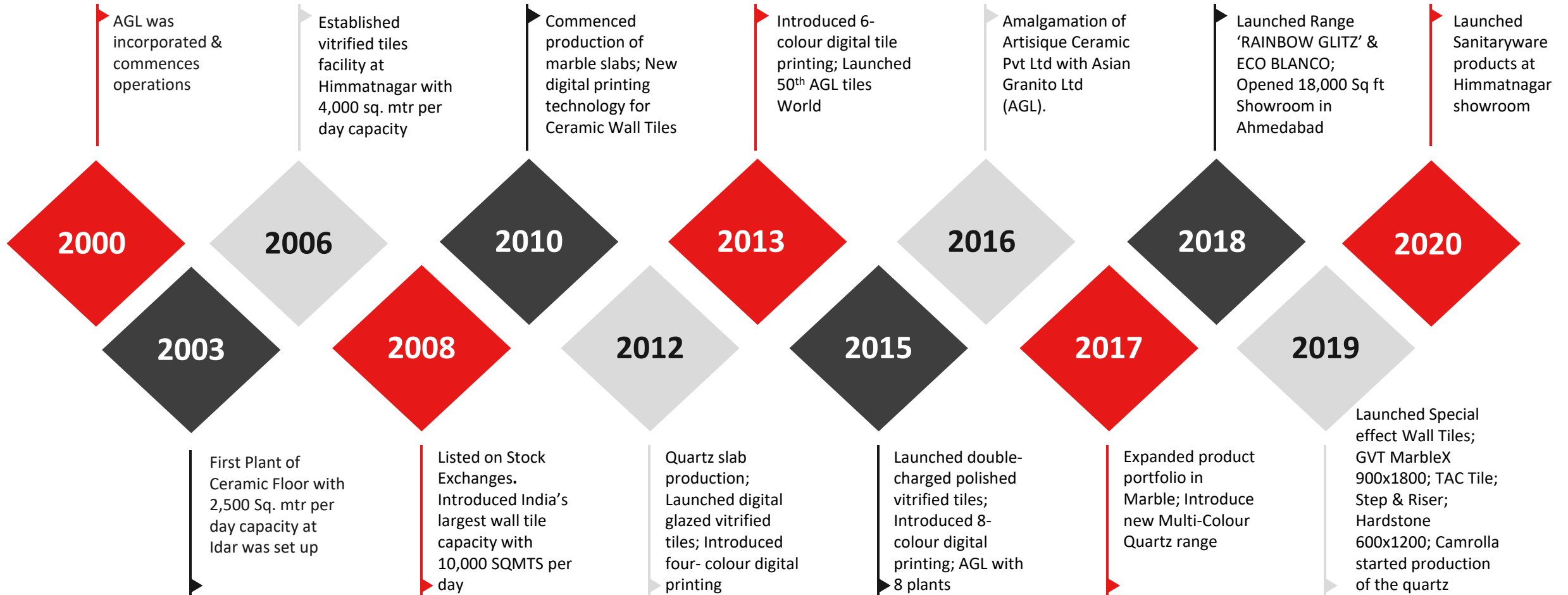




Ranked amongst  
the **Top** Ceramic  
Tile Companies in  
India

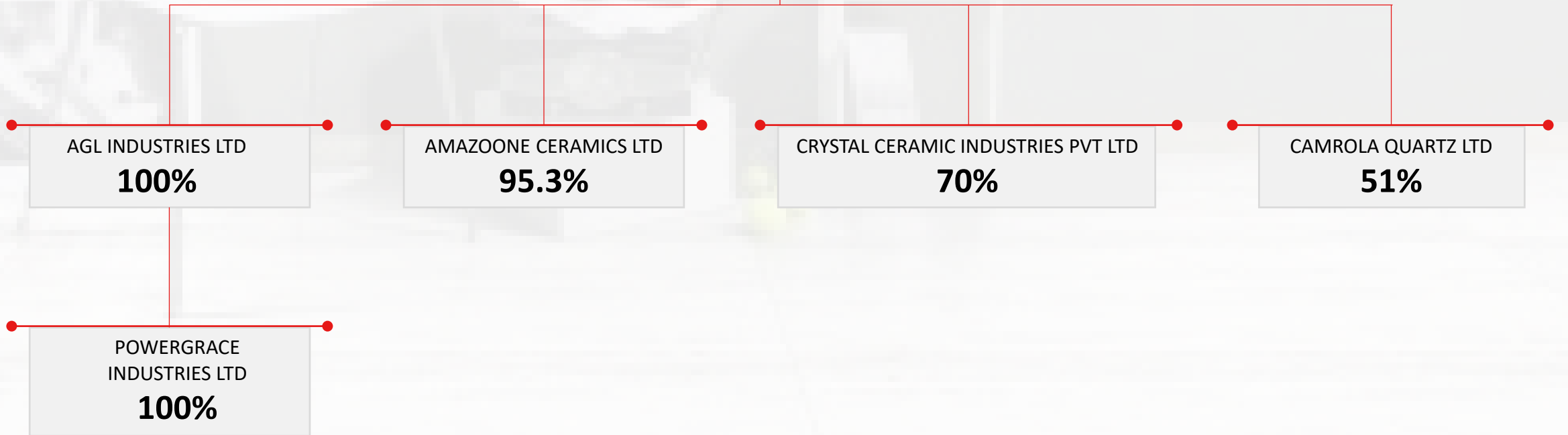






ASIAN GRANITO INDIA LTD

Associate Co. – Astron Paper & Board Mill Ltd (18.87%)





Mr. Kamlesh Patel, CMD

- Founded the business in 2000
- Living his dream; Visionary; Always upto the challenges; Strong Believer in 'KARMA'
- Deep industry knowledge and thought leadership
- Drives High Governance Standards
- Astute marketing mind,passionate about & brand building

- Founder with over 20 years rich experience in the tiles industry
- Instrumental in 40X growth in capacity
- Passionate about Product Quality, Commitments, Cost Optimization
- Strong believer of responsibility towards society
- Hands on with planning & execution of strategy



Mr. Mukesh Patel, MD

## Leadership Team:

- Mr. Suresh Patel, Director - Tiles
- Mr. Bhavesh Patel, Director
- Mr. Kanu Patel, Director
- Mr. Bhogilal Patel, Director
- Mr. Kalidas Patel, CFO
- Ms. Renuka Upadhyay, DGM (Legal & CS)

## Independent Directors:

- Mr. Hemendrakumar Shah
- Mr. Mukesh Shah
- Ms. Dipti Mehta
- Mr. Amrutlal Patel
- Mr. Premjibhai Chaudhari
- Dr. Indira Nityanandam



# KEY PROFESSIONAL TEAM



**MR. PATTENSHETTY**  
VP – TILE OPERATION



**MR. ABHIJIT GHOSH**  
AVP – GOVT. PROJECTS



**MR. SANJAY KAUL**  
AVP – BUSINESS DEV.



**MR. VIKAS KHANNA**  
AVP – WALL TILES



**MR. RAJENDRA BIST**  
AVP – VITRIFIED TILES



**MR. PANKAJ MEDIRATTA**  
AVP – GVT TILES & CKA



**MR. PARESH RAVANI**  
AVP – OUTDOOR &  
PORCELAIN TILES



**MR. CHIRAG DAVE**  
AVP – BONZER7



**MR. BHARGAV PANDYA**  
AVP – M & Q



**MR. VINOD VANJANI**  
AVP – BATHWARE



**MR. HIMANSHU SHAH**  
GM – FINANCE & ACCT.



**MR. VINOD CHANDNANI**  
DGM – MARKETING



**MR. JALPESH RAJGURU**  
AGM – POWERGRACE



**MR. RAJESH IYER**  
GM – EXPORTS

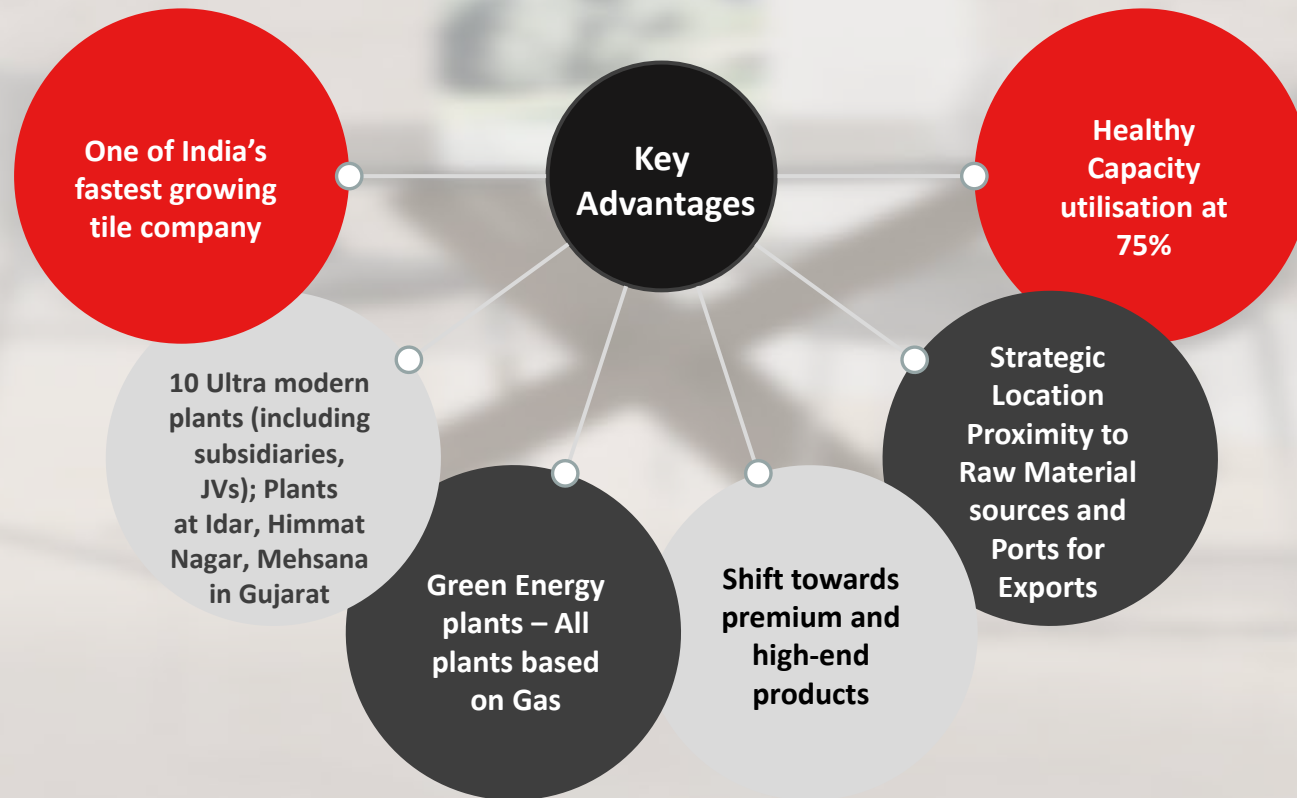
GLOBAL PRESENCE  
IN OVER  
**58**  
COUNTRIES



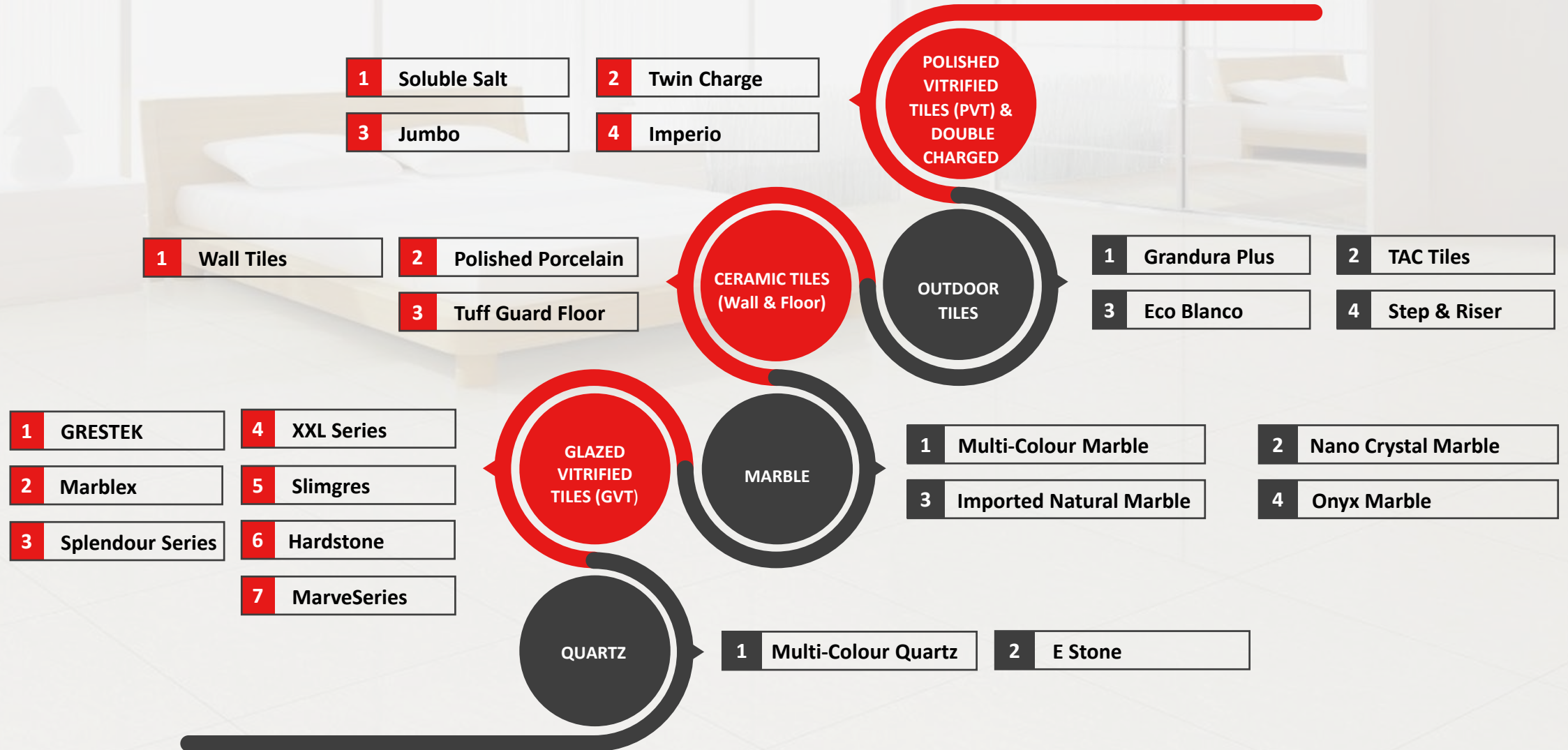








Product	Capacity Per Day (SQMTS)
Ceramic Wall	15,000
Ceramic Floor	13,500
Glaze Vitrified Tiles	15,000
Composite Marble	2,200
Polish Vitrified Tiles	9,000
Double Charge	12,000
Parking Tiles	6,000
Outsourcing Arrangement	18,000
Quartz	3,200
<b>Total</b>	<b>93,900</b>



- ▶ First to Introduce 450x450 Outdoor Tile with 12mm thickness
- ▶ 30 MM Thickness Multi Colour Quartz
- ▶ First to establish Online Vitrified Technology
- ▶ First in India to have Digital 9 Colour Printing Technology
- ▶ Pioneer in Best Water Jet Technology
- ▶ Introduce large format wall and vitrified tiles
- ▶ Introduce Grestek XXL large format tiles
- ▶ Introduce 16mm thick heavy duty vitrified tiles - Grestek Hardstone
- ▶ Introduce Slimgres tiles
- ▶ Introduce world's whitest double charge vitrified tiles - Carrara White

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









## Special Effect Tiles Range



## Outdoor Tiles : Grandura +

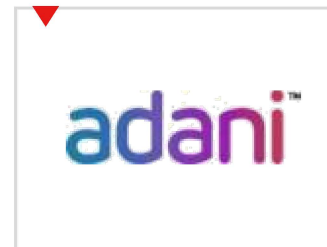


## Marblex Tiles Range

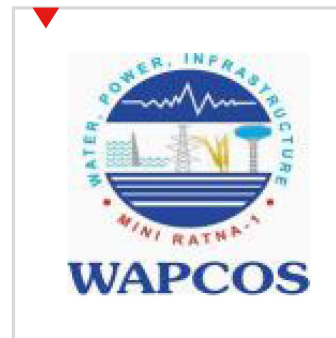
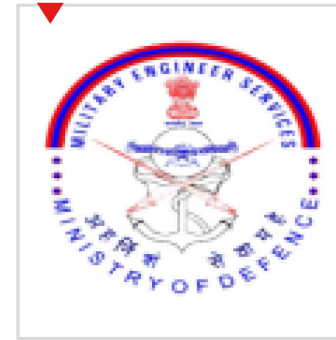








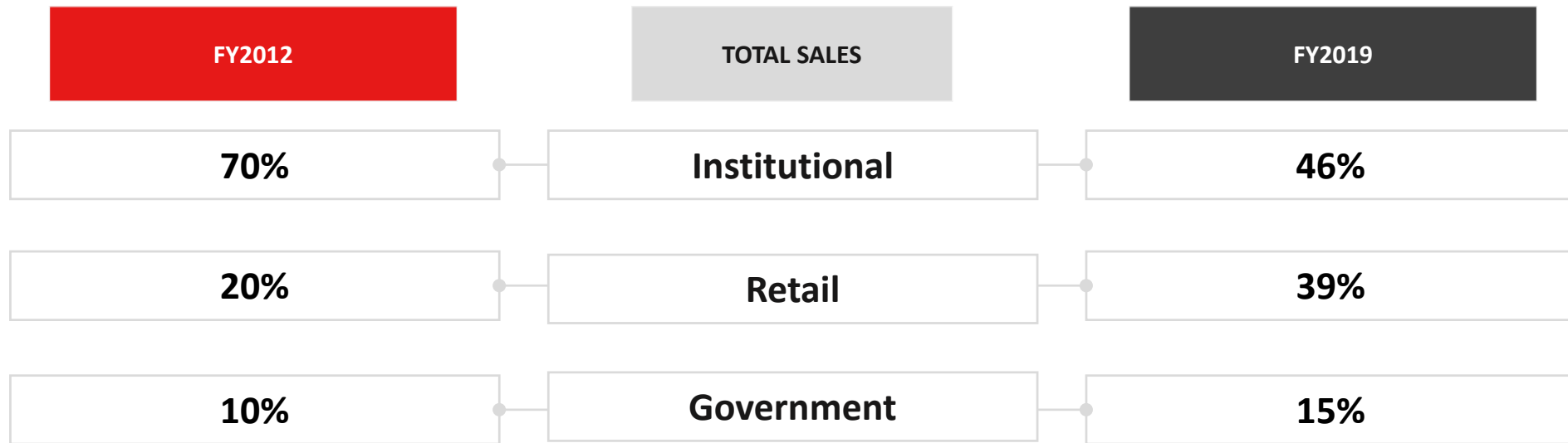
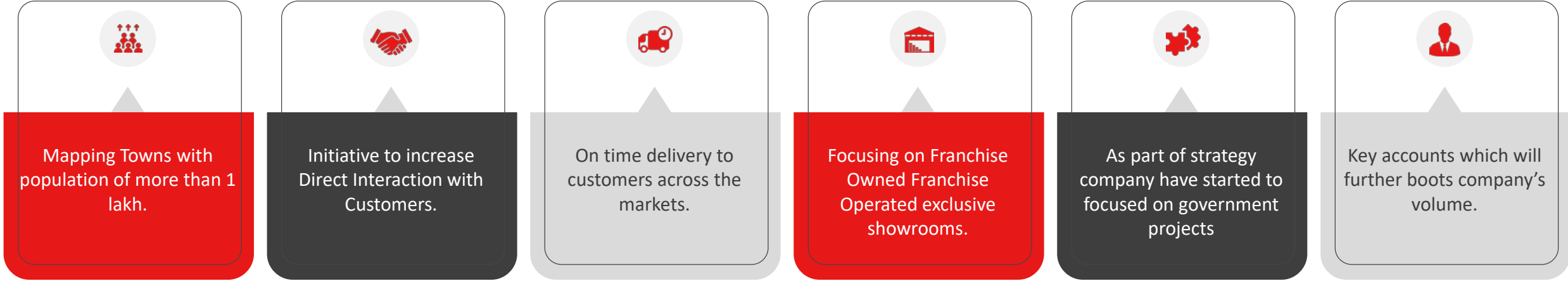








# CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C







### TVC

- Chala De Jaadoo
- Beautiful Life
- Sapne Hue Apne

### Press

- Press-Web
- Newspapers
- Tv

### Brand Outlet

- AGL Biggest Luxury Tile
- Arcade-Abad

### Radio & Magazine

- Magazines
- Radio Campaigns

### Newsletter

- AGL Moves

### Leadership

- CMD Mr. Kamlesh Patel, Speaker at Vibrant Gujrat 2015



Cersaie Exhibition - Italy



Marblex



Campaign - Chala De Jaadoo





Ahmedabad's Biggest Luxury Tile Arcade with Display of sheer range of Tiles, Marble & Quartz spread across 18,000 + Sq.Ft.



The company recently launched a new product range in Sanitaryware at its newly inaugurated 25,000 sq. ft showroom at Himmatnagar.



AGL floors Raymond's – Ethnix with its GVT range. Over 100 Raymond Ethnix to get AGL.





Art Of Architecture FAAA Dialogues Ahmedabad 2017

ISO 9001 2015 & 14001 2015 Dalpur

GRIHA PC\_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





**Contribution to the AKSHAY PATRA Foundation**



**Educational Development in Backward Region – Asian Institute of Technology**



**Regular Blood Donation Camps**



**World Environment Awareness Program**



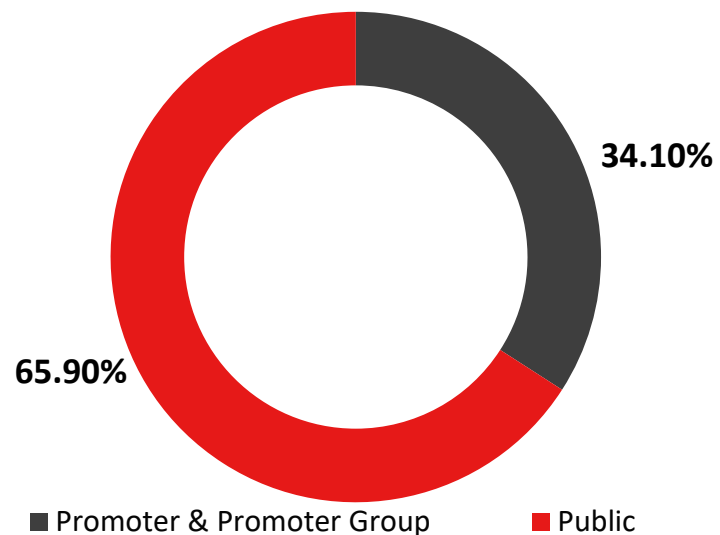
**Free Note Book Distribution**



**Regular Blood Donation Camps**



## Shareholding Pattern as on 30<sup>th</sup> September, 2019



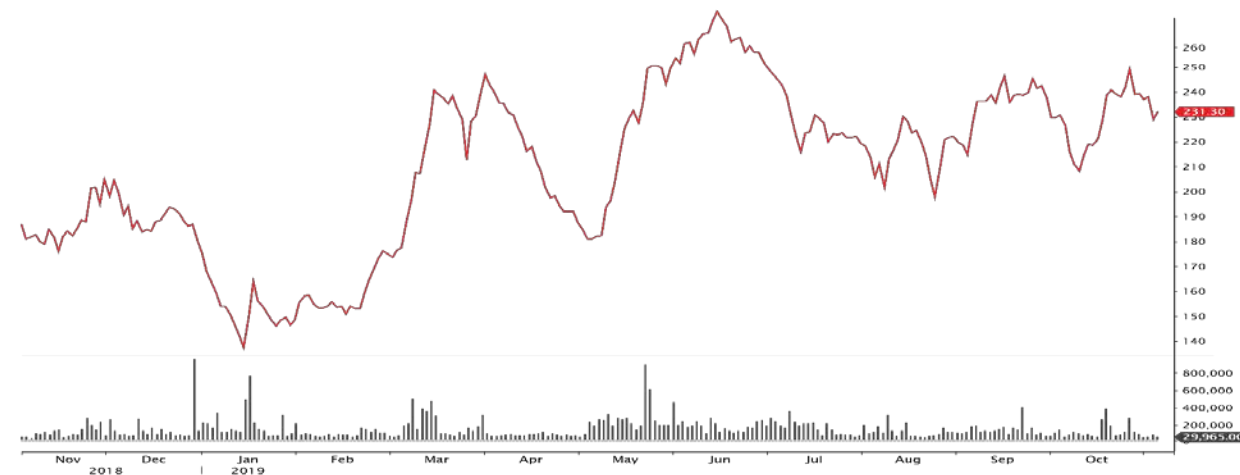
## Top Shareholders as on 30<sup>th</sup> September, 2019

Sundaram Mutual Fund A/c Sundaram Small Cap Fund	3.41%
Idfc Tax Advantage (Elss) Fund	2.99%
Sundaram Alternative Opportunities Fund - Nano Cap Series I	2.19%
Axis Bank Limited	1.97%

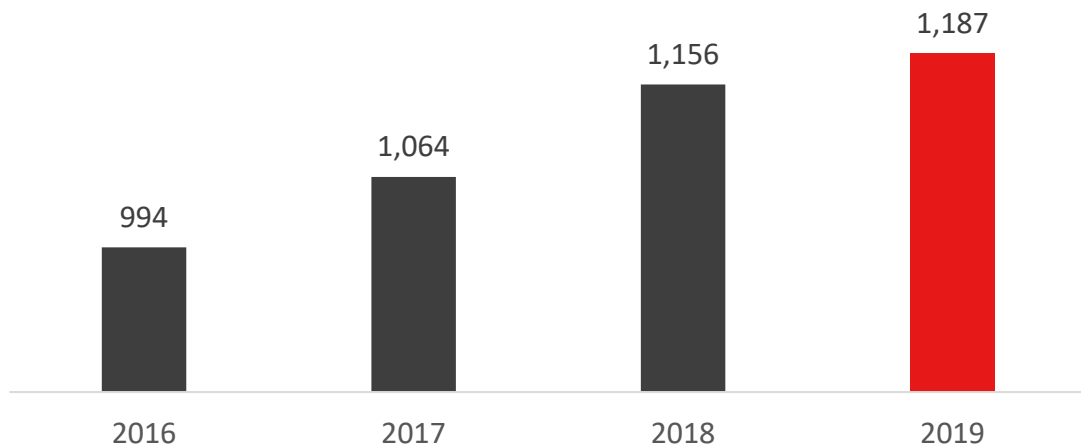
## Stock Data (As on 30<sup>th</sup> October, 2019)

Market Capitalization (₹ in mn)	7,067
Shares Outstanding (mn)	30
Symbol (NSE/BSE)	ASIANILES/532888
Average Volume (3 months)	89,849

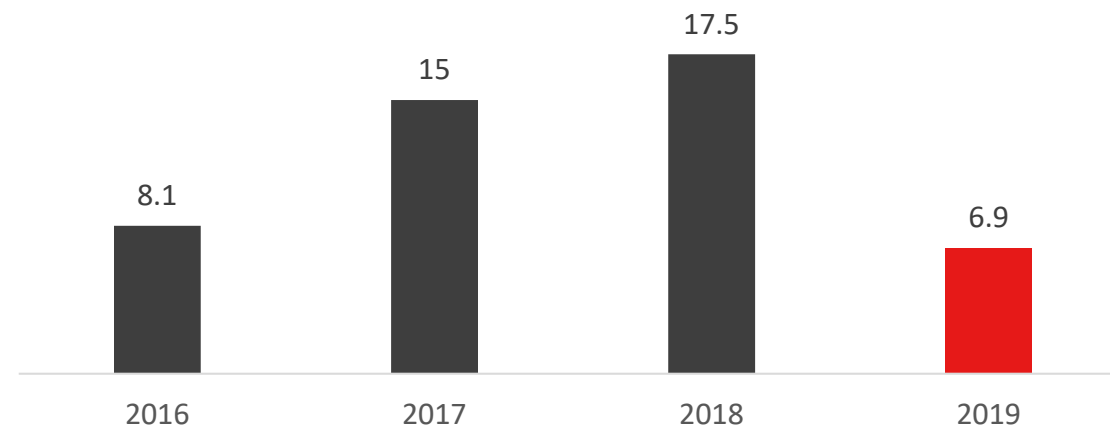
## Relative Stock Chart (As on 06<sup>th</sup> Nov, 2019)



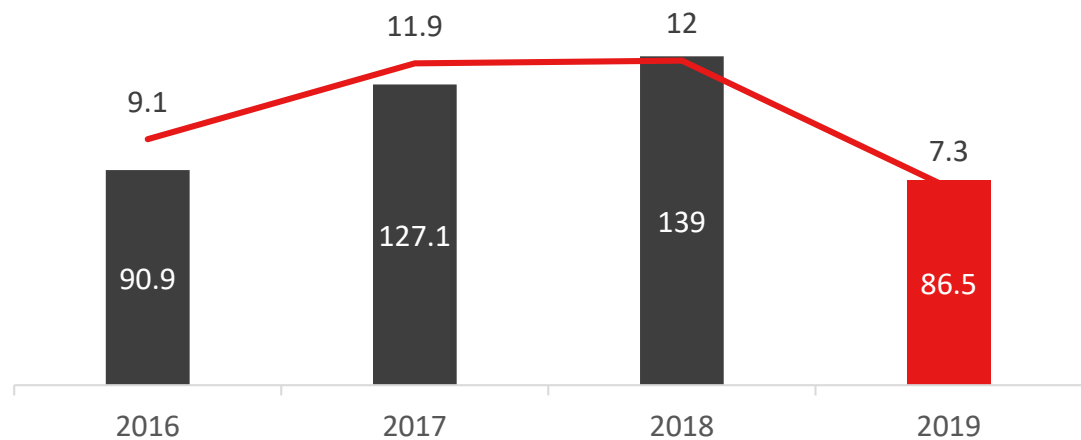
### Net Revenue (₹ in crores)



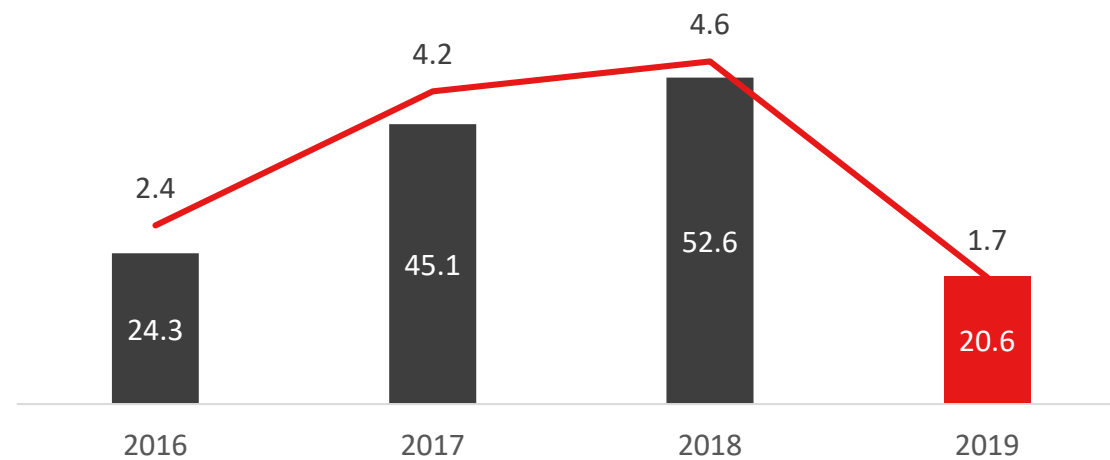
### EPS (₹)



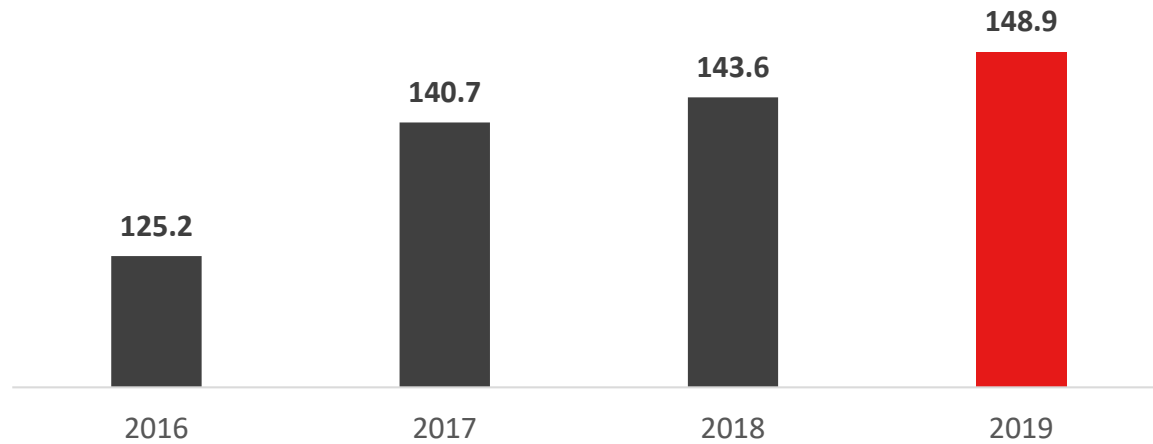
### EBITDA & EBITDA Margin (%)



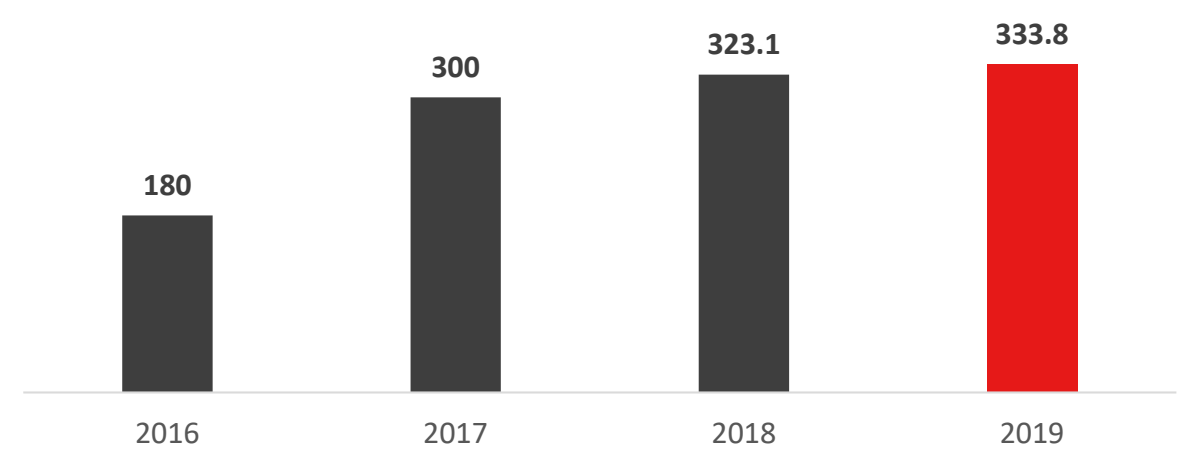
### PAT & PAT Margin (%)



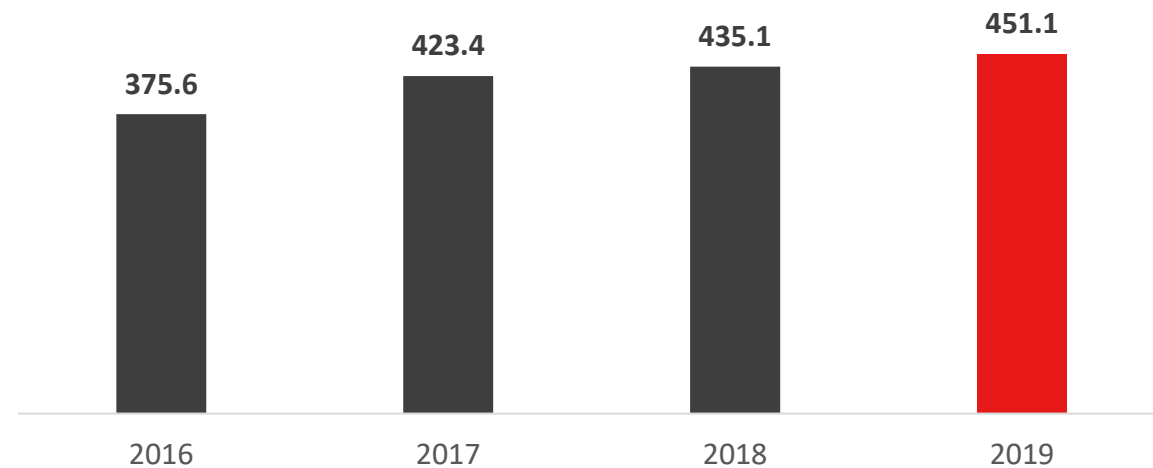
### Book Value of Equity Per Share (₹)



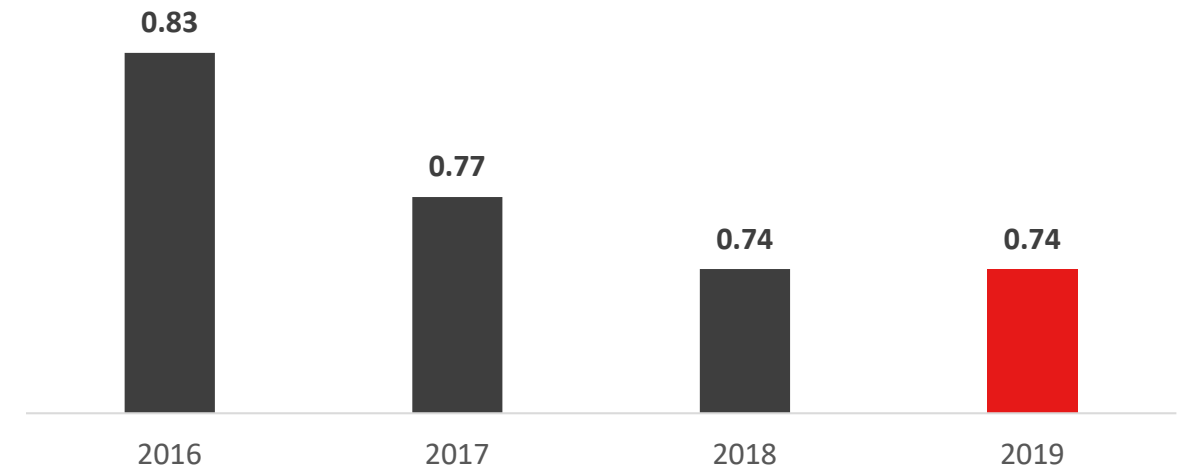
### Total Debt (₹ in Crores)



### Net Worth (₹ in Crores)

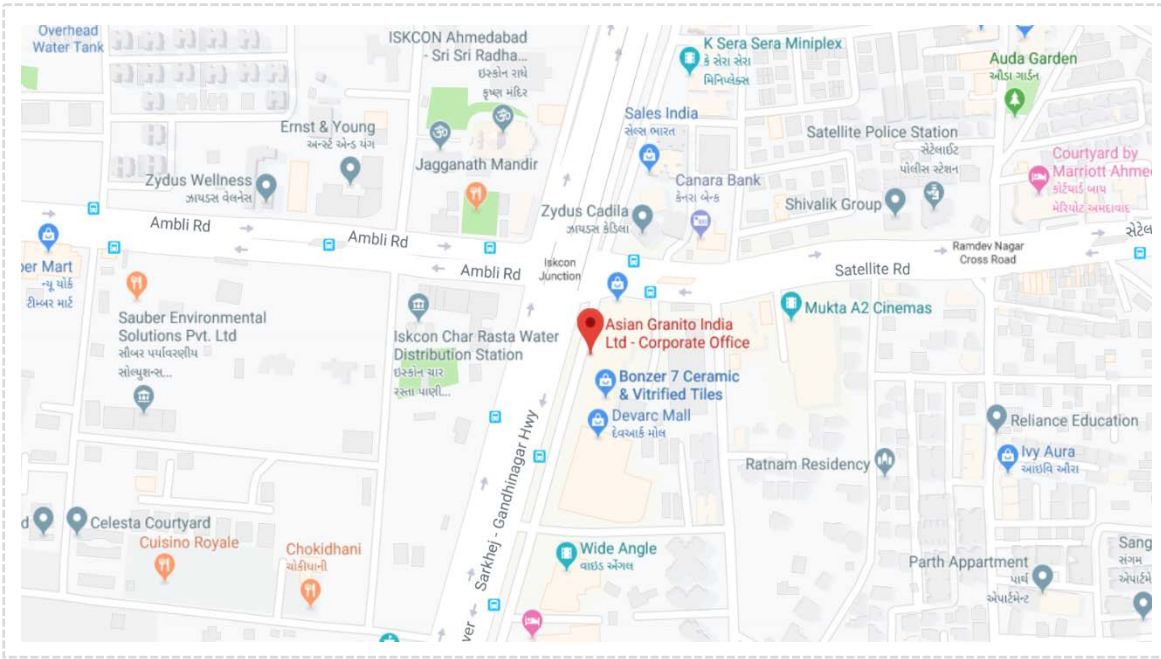


### Debt to Equity Ratio (x)





# Thank You



— Beautiful Life —

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