

**Asian Granito India Ltd.**

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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 10.08.2017

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, Friday, 11<sup>th</sup> August, 2017 at 12:00 noon, to discuss the financial performance for Q1 FY 2018. The invitation 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

Director

Encl.: As above





Asian Granito India Ltd.

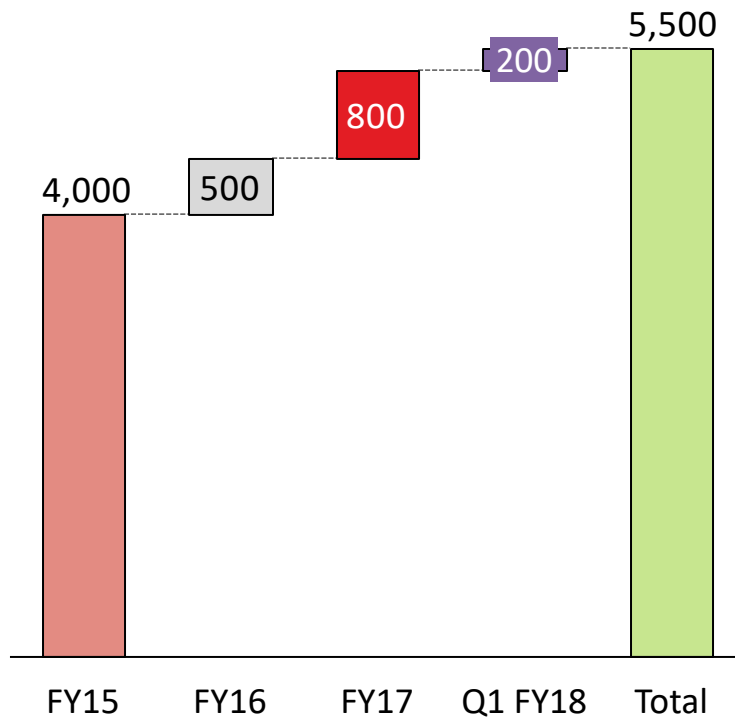
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# Asian Granito India Ltd

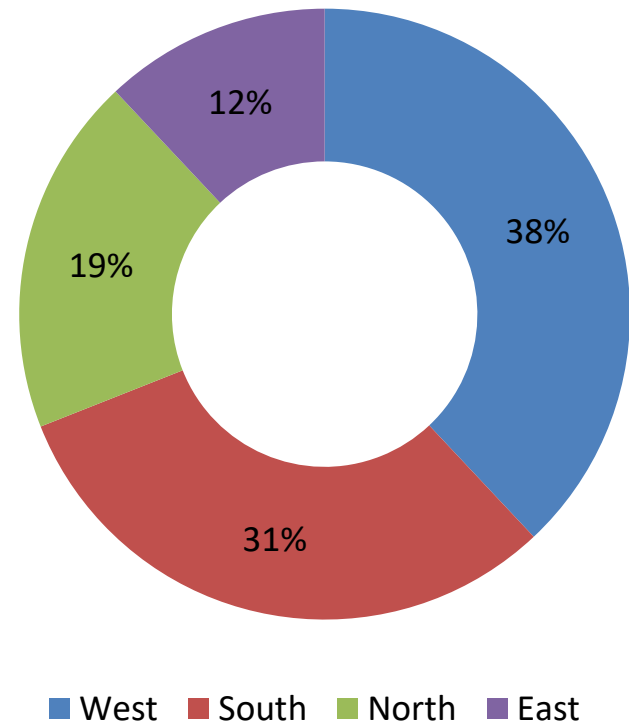
Investor Presentation – August 2017

# Strengthening Distribution Network – Tile Segment

Addition in Dealers & Sub-Dealers



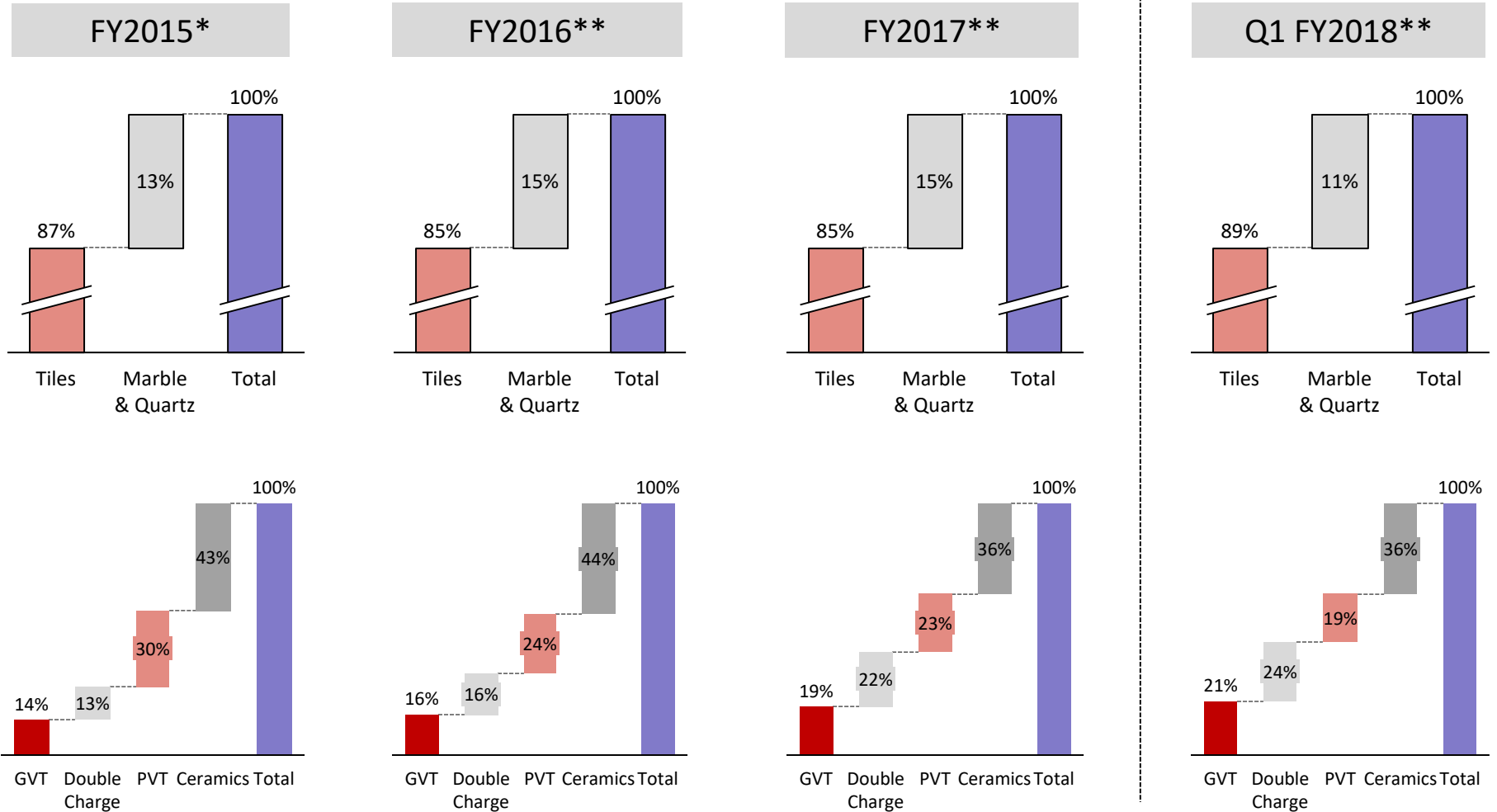
Geographical Revenue Breakup



In FY17, there were 970 direct dealers, and 25 were added in Q1 FY18

**Currently we have 995 direct dealers**

# Focus on High Value Product Mix

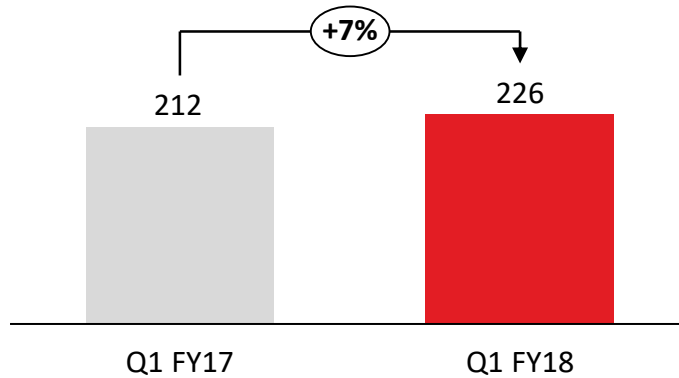


\* On Standalone Basis as the company merged with Artistique Ceramic in July, 2015

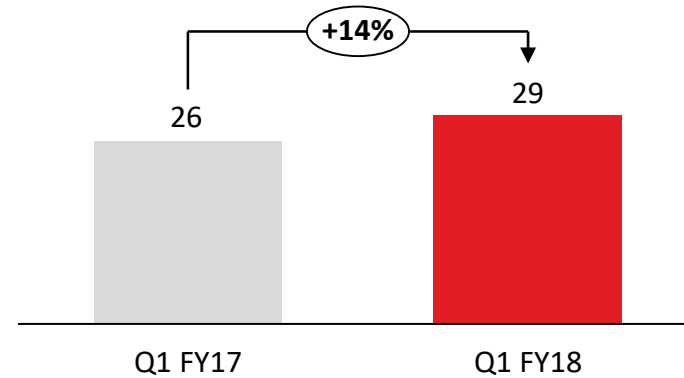
\*\* On Consolidated basis

# Financial Highlights – Q1 FY18

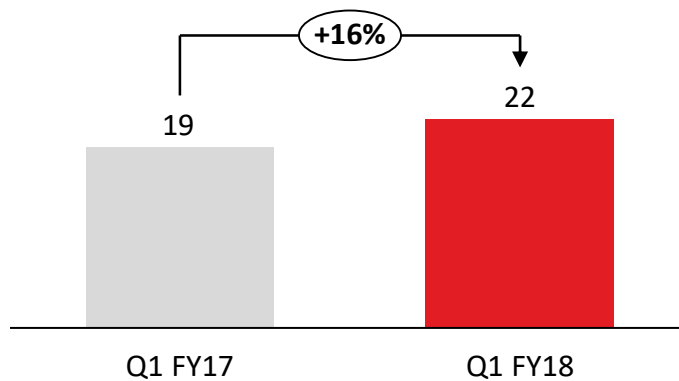
## Revenues



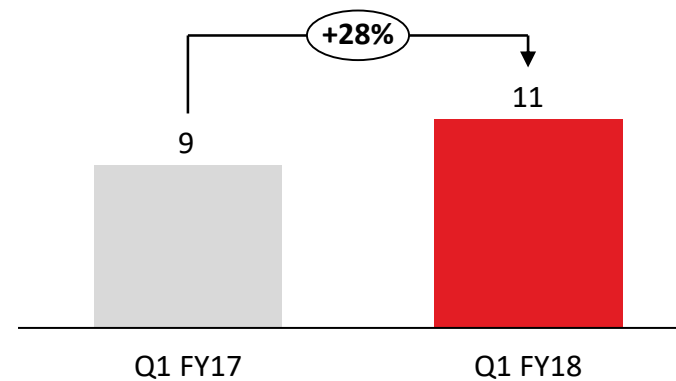
## EBITDA



## EBIT



## Profit After Tax\*

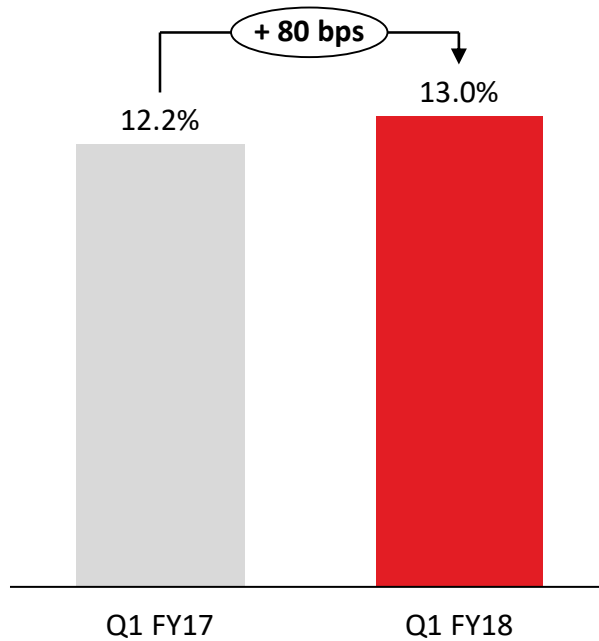


Consolidated figures (Rs. In Crs)

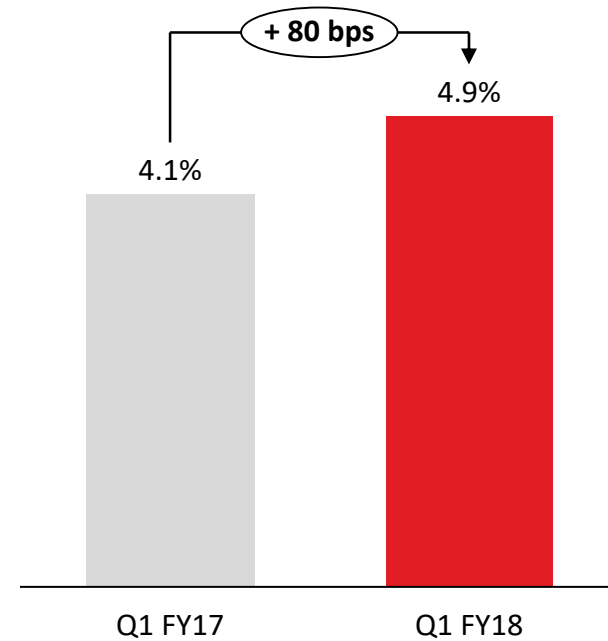
\* Includes Share of Profits of Associates

# Margin Profile

## EBITDA (%)



## PAT (%)\*

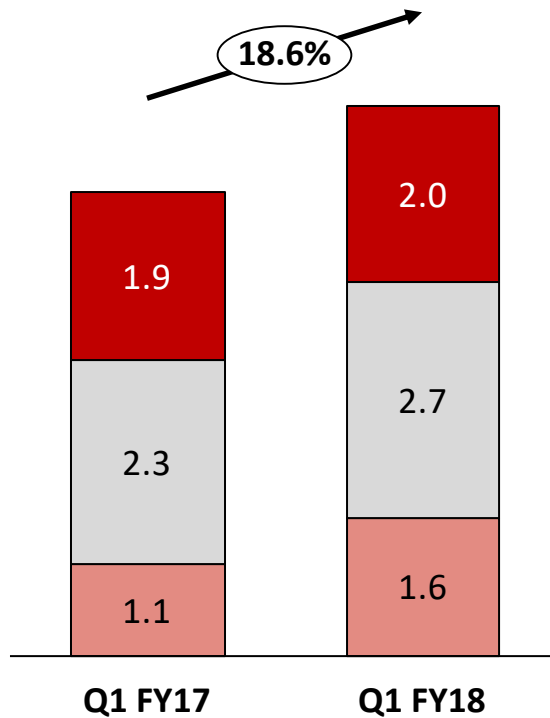


*On Consolidated basis*

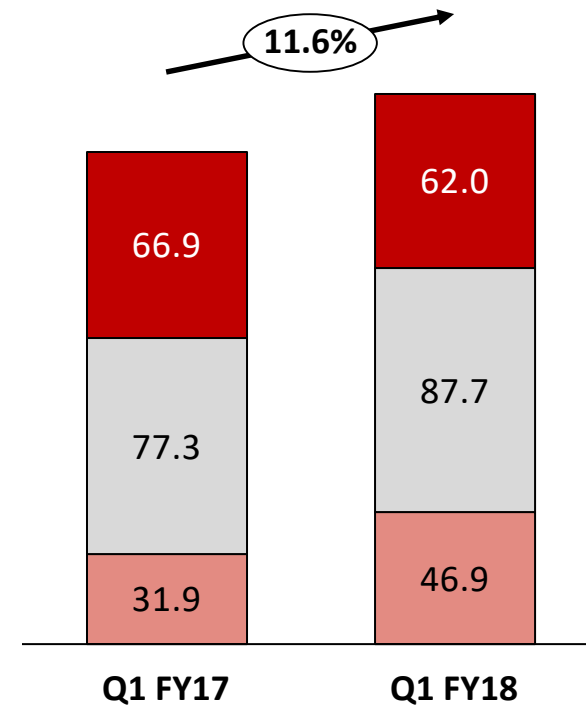
*\* Includes Share of Profits of Associates*

# Tiles Division - Business Performance – Q1 FY18

Volume Break-up



Revenue Break-up (Rs. Crs)



■ Own Manufacturing 
 ■ Outsourcing 
 ■ Associate

On Consolidated basis

# Standalone Profit & Loss

Particulars (Rs. Crs)	Q1 FY18	Q1 FY17	Y-o-Y
Net Sales	202.8	191.3	
Other Operating Income	0.5	0.5	
<b>Revenue from Operations</b>	<b>203.3</b>	<b>191.8</b>	<b>6%</b>
Total Raw Material	124.0	116.3	7%
Employee Expenses	16.2	11.7	
Other Expenses	44.6	46.0	
<b>EBITDA</b>	<b>18.4</b>	<b>17.8</b>	<b>4%</b>
<b>EBITDA Margin (%)</b>	<b>9.1%</b>	<b>9.3%</b>	
Other Income	0.1	0.0	
Depreciation	5.0	4.4	
<b>EBIT</b>	<b>13.5</b>	<b>13.4</b>	<b>1%</b>
<b>EBIT Margin (%)</b>	<b>6.7%</b>	<b>7.0%</b>	
Finance Cost	3.7	5.3	
Profit before Tax	9.8	8.1	21%
Tax	2.5	2.3	
<b>Profit After Tax</b>	<b>7.3</b>	<b>5.8</b>	<b>26%</b>
<b>PAT Margin (%)</b>	<b>3.6%</b>	<b>3.0%</b>	
Other Comprehensive Income	-0.1	0.0	
<b>Total Comprehensive Income</b>	<b>7.2</b>	<b>5.8</b>	<b>25%</b>



# Consolidated Profit & Loss

Particulars (Rs. Crs)	Q1 FY18	Q1 FY17	Y-o-Y
Net Sales	224.9	210.5	
Other Operating Income	0.8	1.3	
<b>Revenue from Operations</b>	<b>225.7</b>	<b>211.8</b>	<b>7%</b>
Total Raw Material	117.0	111.4	5%
Employee Expenses	19.4	14.9	
Other Expenses	60.0	59.8	
<b>EBITDA</b>	<b>29.4</b>	<b>25.7</b>	<b>14%</b>
<b>EBITDA Margin (%)</b>	<b>13.0%</b>	<b>12.2%</b>	
Other Income	0.2	0.2	
Depreciation	7.3	6.7	
<b>EBIT</b>	<b>22.3</b>	<b>19.2</b>	<b>16%</b>
<b>EBIT Margin (%)</b>	<b>9.9%</b>	<b>9.1%</b>	
Finance Cost	8.7	7.9	
Profit before Tax	13.6	11.3	20%
Tax	3.3	3.3	
<b>Profit After Tax</b>	<b>10.3</b>	<b>8.0</b>	<b>29%</b>
Share of Profit of Associates	0.8	0.7	
<b>Net Profit for the period after Share of Profit of Associates</b>	<b>11.1</b>	<b>8.7</b>	<b>28%</b>
<b>PAT Margin (%)</b>	<b>4.9%</b>	<b>4.1%</b>	
Other Comprehensive Income	-0.1	0.0	
<b>Total Comprehensive Income</b>	<b>11.1</b>	<b>8.7</b>	<b>29%</b>