

Date: 06.08.2021

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,

Sub: Investor Presentation.

Please find attached Investor Presentation for the Quarter ended on 30th June, 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.

You are kindly requested to take the same on record.

Thanking you,

Yours faithfully,

For, Asian Granito India Limited


Mukeshbhai J. Patel
Managing Director
DIN: 00406744



Encl.: As above

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

Tel : +91 79 66125500/698
E : info@aglasiangranito.com
W : www.aglasiangranito.com
CIN : L17110GJ1995PLC027025

TILES | MARBLE | QUARTZ | BATHWARE



Asian Granito India Ltd.



— Beautiful Life —

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

Asian Granito India Ltd.

Investor Presentation Q1 FY2022

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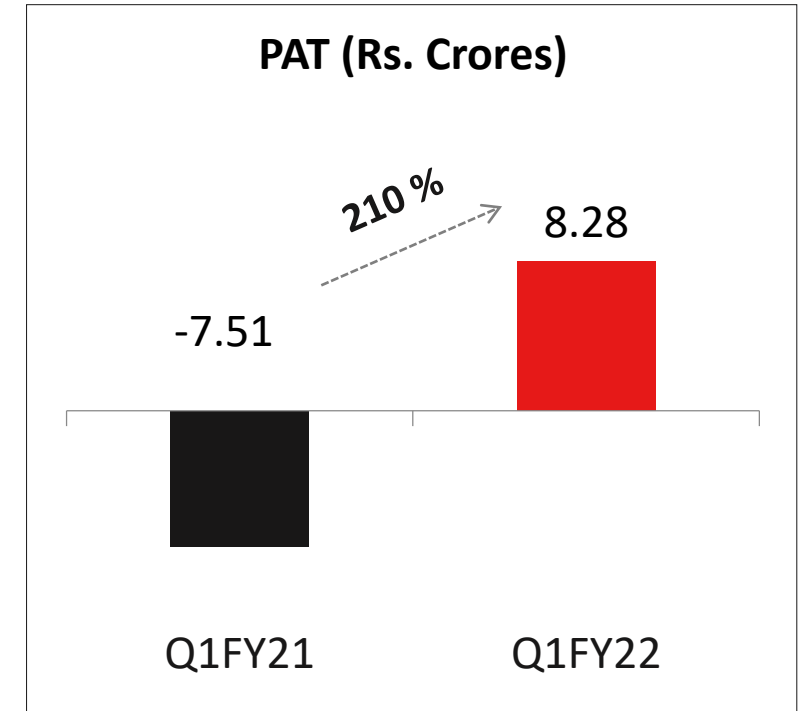
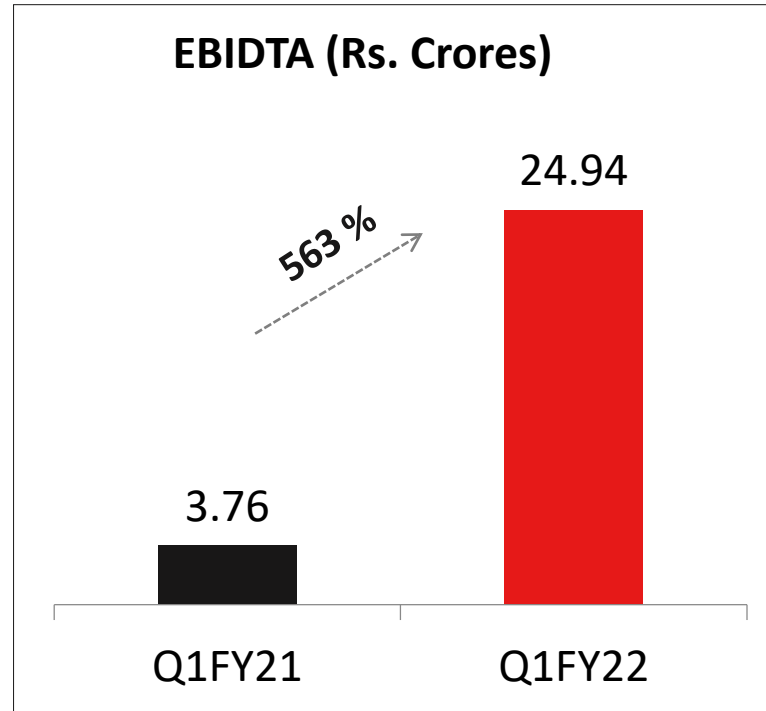
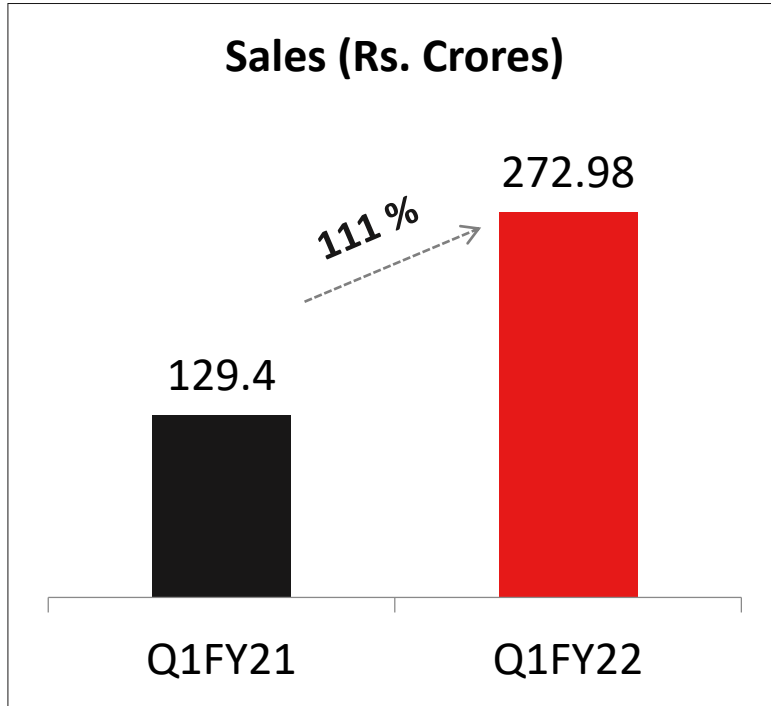


- 1) The current quarter has indeed tested our capabilities and competencies. Despite the challenges faced, your Company stood strong and delivered moderate growth in its volumes. We believe the demand to stay strong in the coming quarters with the easing of lockdown restrictions in many states
- 2) Company's focus on exports continued to show promising sales growth. Export revenues during the quarter stood at Rs. 53 crores. However, during the quarter the sales remained tepid on account of higher freight cost and shortage of containers
- 3) Our widespread scale of operations and increased focus towards value added products have been paving the way for better margins. The EBITDA margins for Q1FY22 have risen by 623-bps, in comparison to Q1FY21. The improved margins are due to better crafted strategies and lower operational costs
- 4) Gas prices have seen a marginal increase during the quarter, currently the price stand at Rs. 41 per SCM over Rs. 40 per SCM in the last quarter
- 5) Strategically company has reduced its overall consolidated debt ~35 crores, resulting in debt equity ratio improving to 0.39x. Company is further committed to reduce debt in coming years
- 6) The Company's average capacity utilizations for the quarter stood at 70%. With the easing of restrictions, there will be increased demand from the domestic and international markets. During the quarter, the company also completed in expansion at Crystal plant taking the total capacity to 36,000 Sqmts per day
- 7) As notified in the exchanges, your Company has considered raising of funds by way of rights issue up to Rs. 225 crores

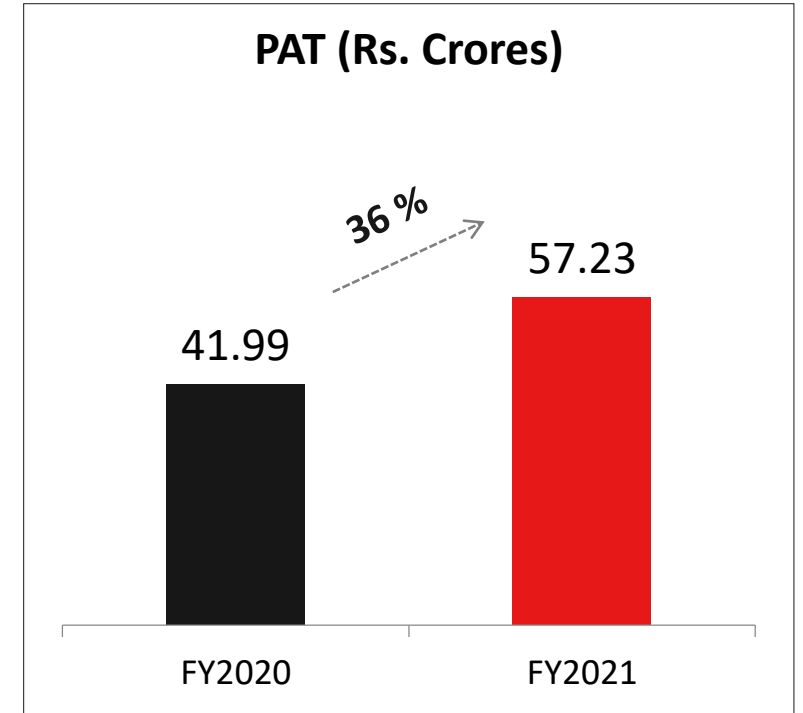
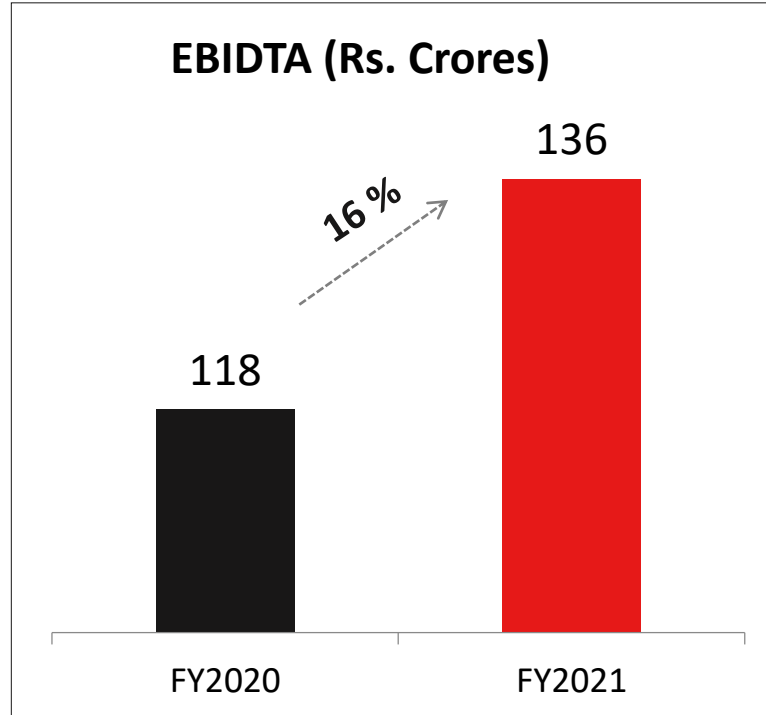
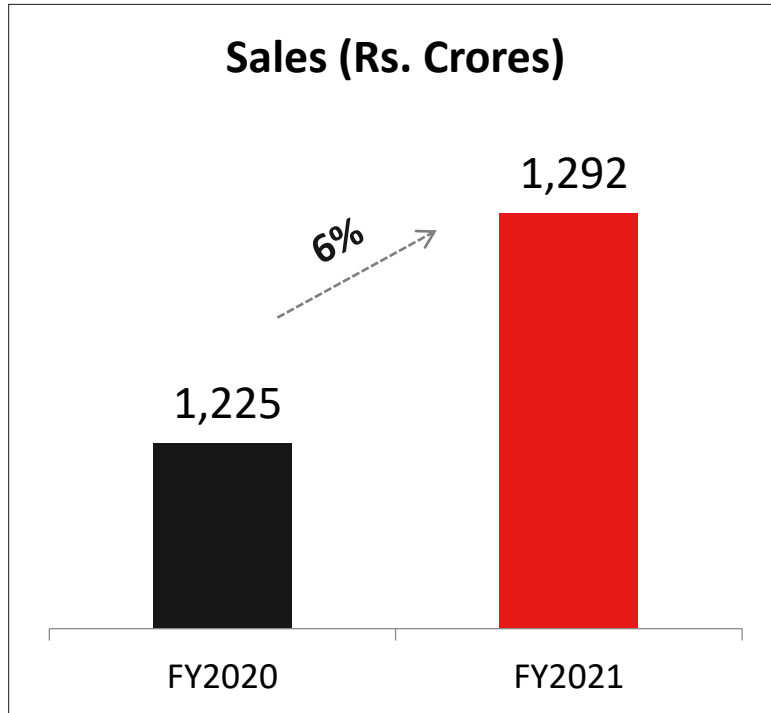
Outlook:

We expect the uptrend to continue as the overall opportunity remains large supported by government spending towards Housing & real estate development and opening of demand from Metros and Tier 2 & 3 cities. The demand for our newer products have been quite encouraging in the markets. We continue to strengthen our position in the international markets and currently export to 100 countries. The Company plans to achieve greater efficiencies and cost reductions resulting in operational efficiencies and higher profit margins on a sustainable basis.

Q1FY2022 CONSOLIDATED PERFORMANCE HIGHLIGHTS



FY2021 CONSOLIDATED PERFORMANCE HIGHLIGHTS



AGL – CONSOLIDATED PROFIT & LOSS FOR Q1FY2022

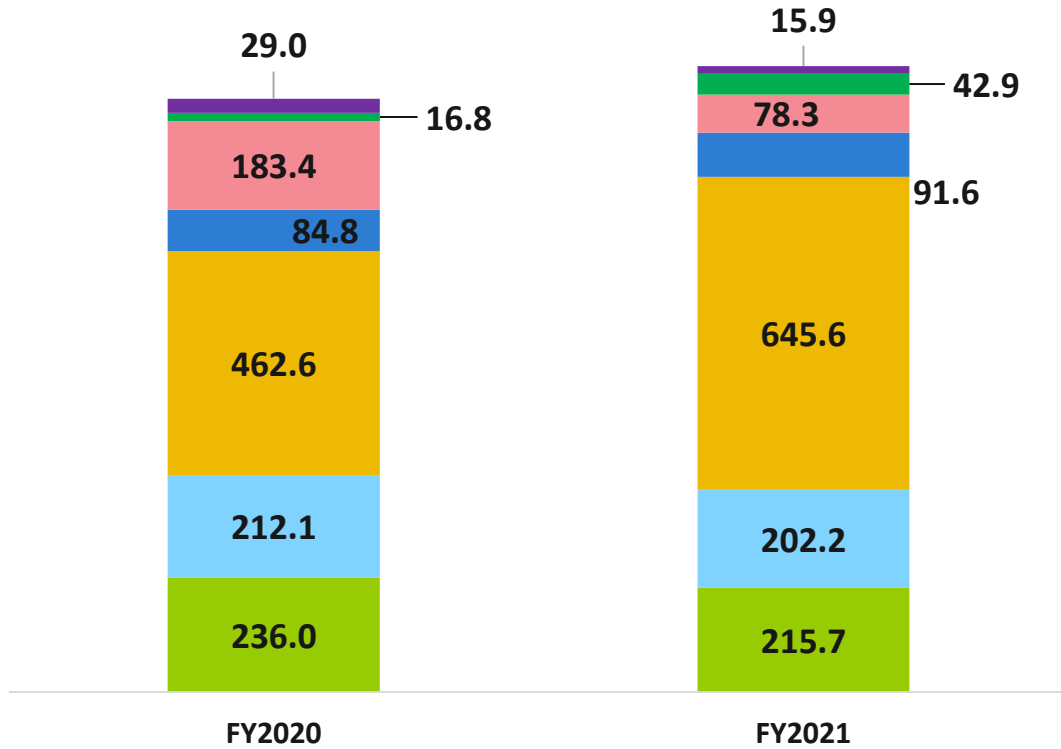


Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	Q1FY21	Q1FY22	YoY	Q1FY21	Q1FY22	YoY
Sales	129.40	272.98	111%	111.80	237.32	112%
Other Income	0.00	0.00		0.00	0.00	
Total Income from Operations	129.40	272.98	111%	111.80	237.32	112%
COGS	91.49	168.58	84%	85.23	165.78	95%
Gross Profit	37.91	104.41	175%	26.57	71.54	169%
Gross Margin %	29%	38%		24%	30%	
Employee benefits Exps.	16.48	24.86	51%	12.91	18.73	45%
Power & Fuel	6.18	28.00	353%	3.20	15.89	397%
Other Expenses	11.49	26.60	132%	8.81	20.73	135%
EBITDA	3.76	24.94	563%	1.65	16.18	883%
EBITDA Margin	2.9%	9.1%	6.23%	1.5%	6.8%	5%
Depreciation	7.54	7.22	-4%	4.92	4.37	-11%
EBIT	-3.78	17.72	4%	-3.28	11.81	11%
EBIT Margin	-2.9%	6.5%		-2.9%	5.0%	
Other Income	0.23	0.25		0.09	0.11	
Finance Cost	8.31	6.23	-25%	3.97	1.91	-52%
PBT	-11.86	11.75	199%	-7.16	10.01	240%
PBT Margin	-9.2%	4.3%		-6.4%	4.2%	
Tax Expenses	-3.07	3.70	220%	-1.87	3.05	263%
Net Profit	-8.79	8.05	192%	-5.29	6.96	232%
Net Profit Margin	-6.8%	2.9%		-4.7%	2.9%	
Minority Interest	-1.00	0.18				
Associate / JV	0.35	0.35				
OCI	-0.06	0.06		-0.05	0.05	
Total Comprehensive Income	-7.51	8.28	210%	-5.34	7.01	231%

AGL – CONSOLIDATED SEGMENTAL PERFORMANCE - VALUE

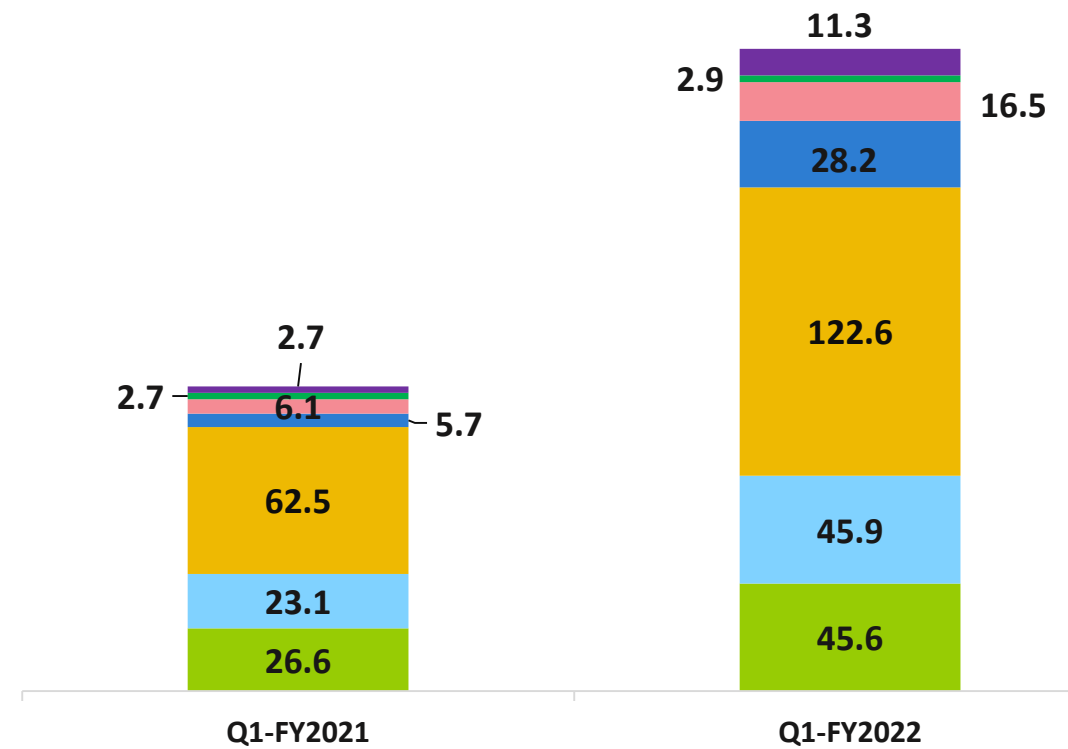


FY2020 VS FY2021 (Rs. In Crores)



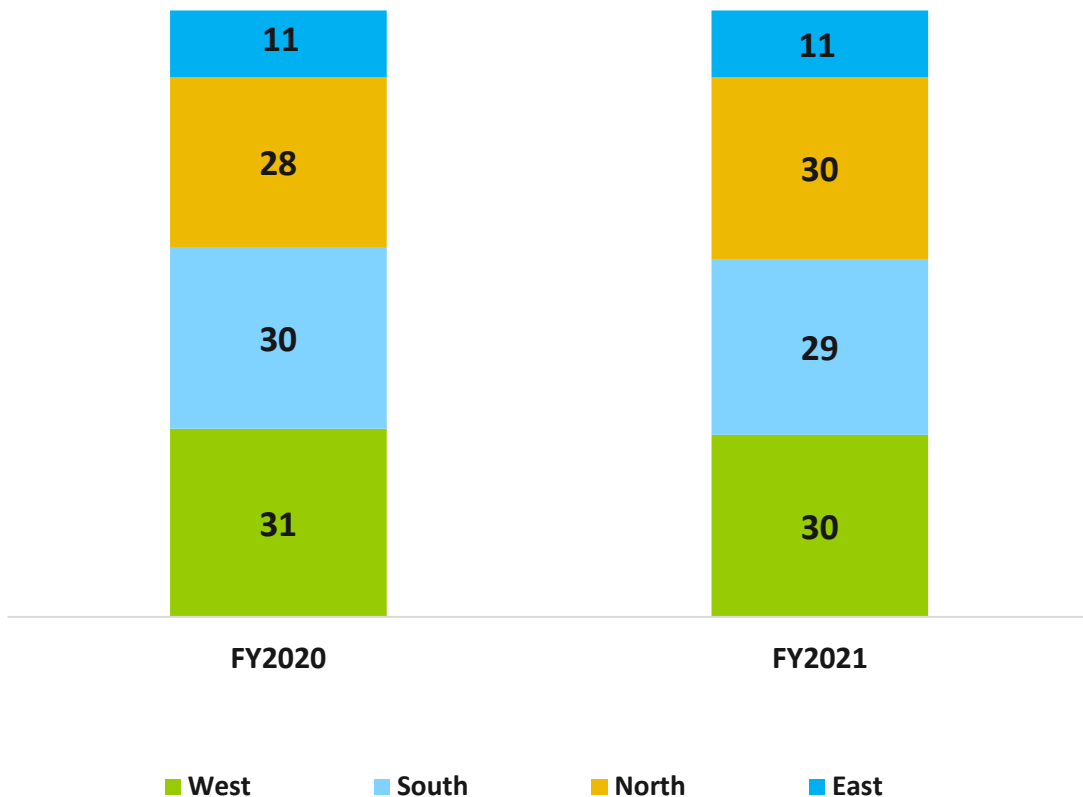
AGL Associate Trading Composite Marble Quartz Slabs Power Grace Others

Q1FY2021 VS Q1FY2022 (Rs. In Crores)

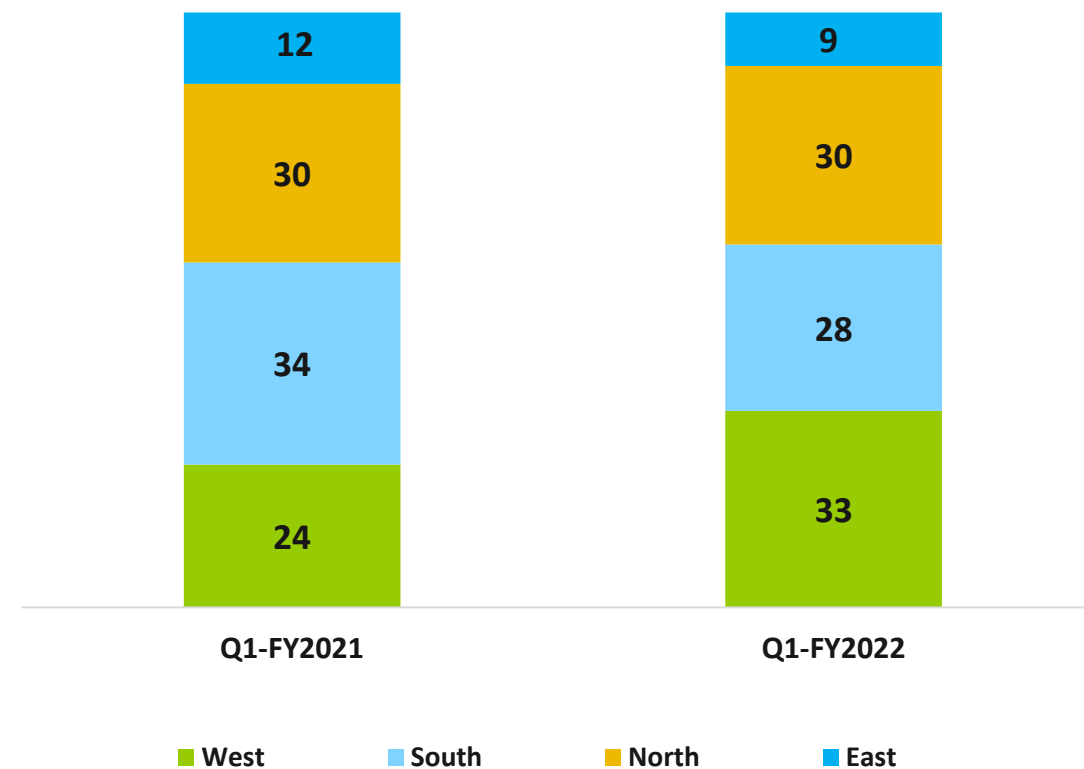


AGL Associate Trading Composite Marble Quartz Slabs Power Grace Others

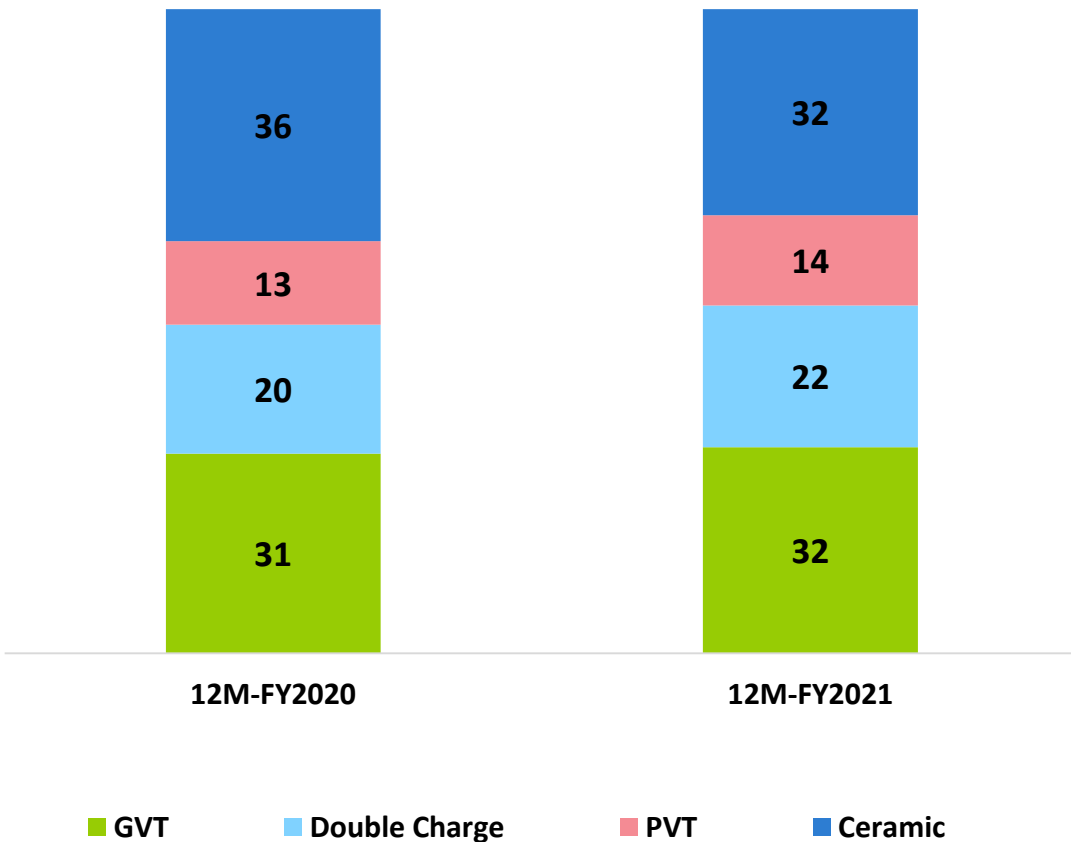
GEOGRAPHY BREAK UP - 12M (%)



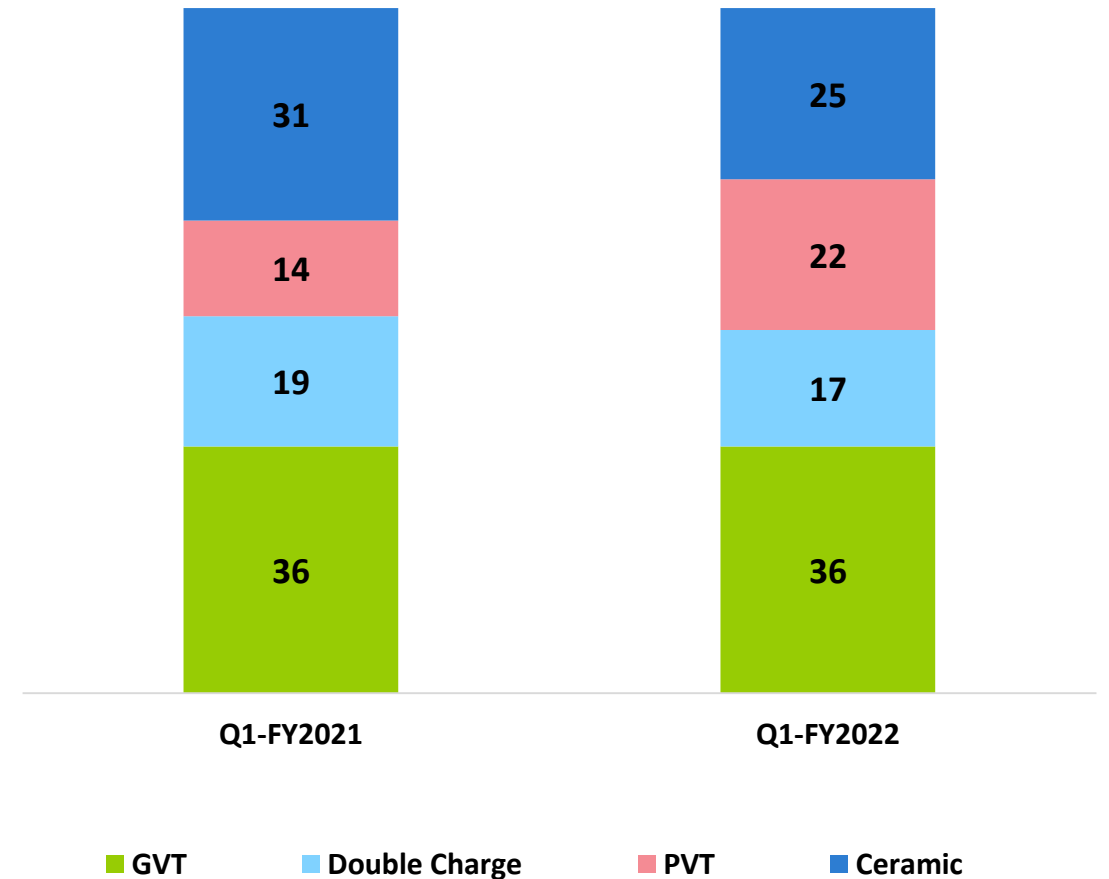
GEOGRAPHY BREAK UP – 3M (%)



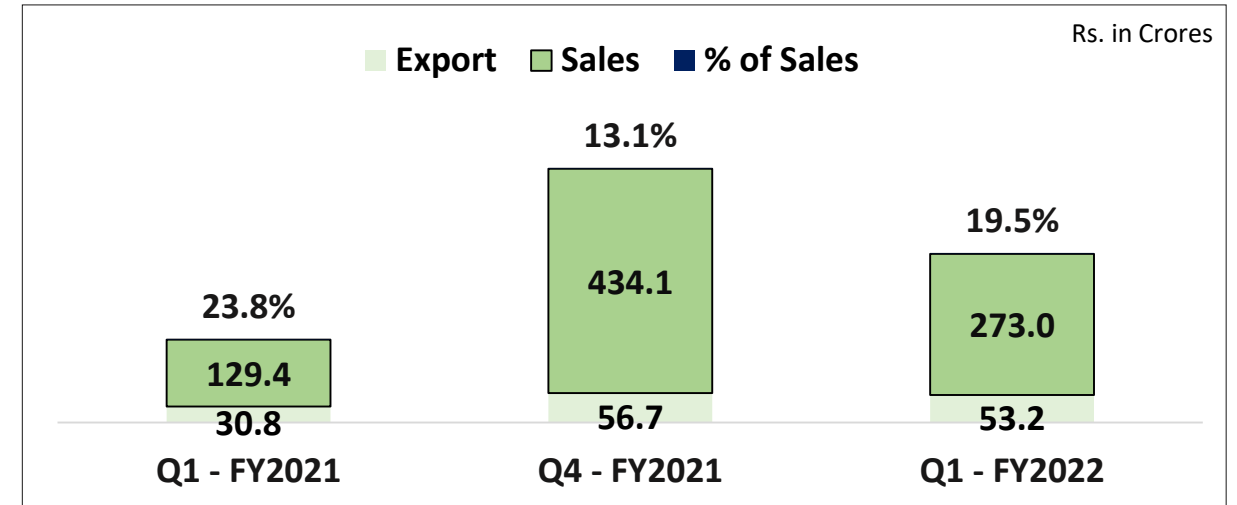
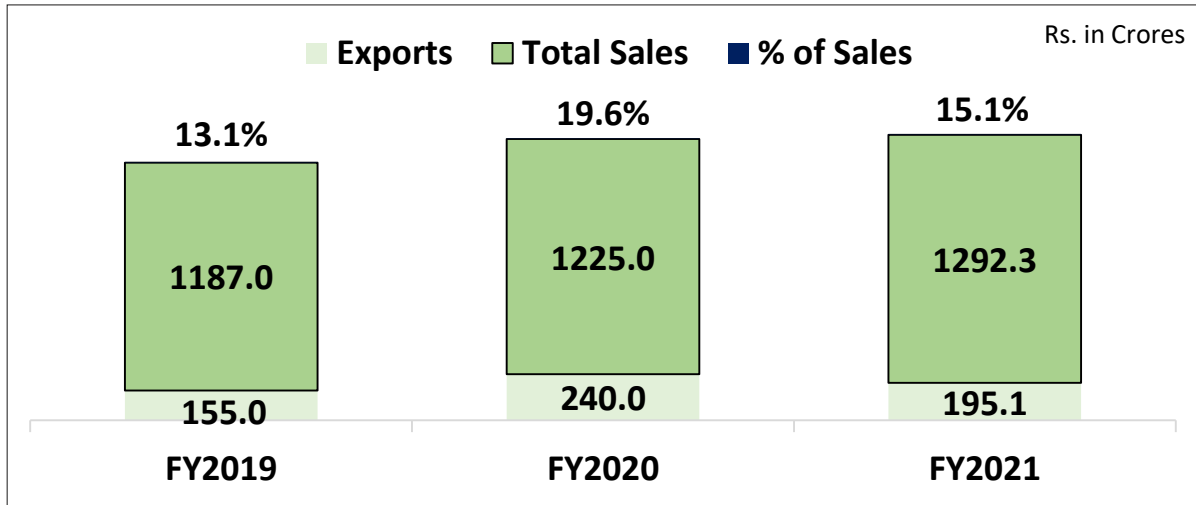
12M REVENUE BREAK UP OF TILES %



3M REVENUE BREAK UP OF TILES %

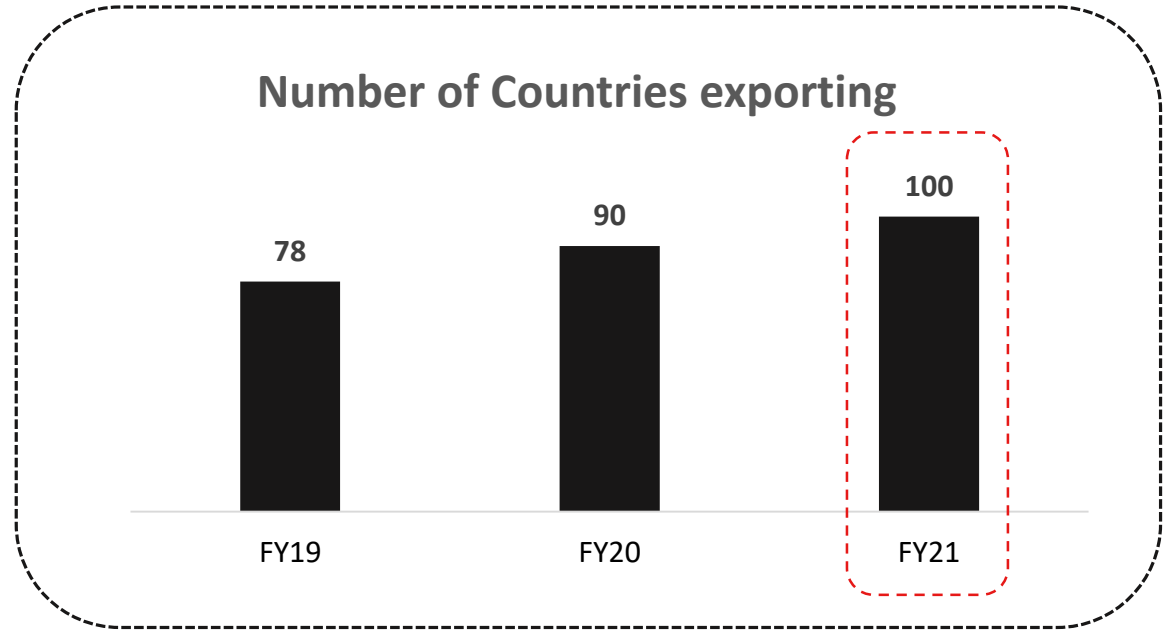
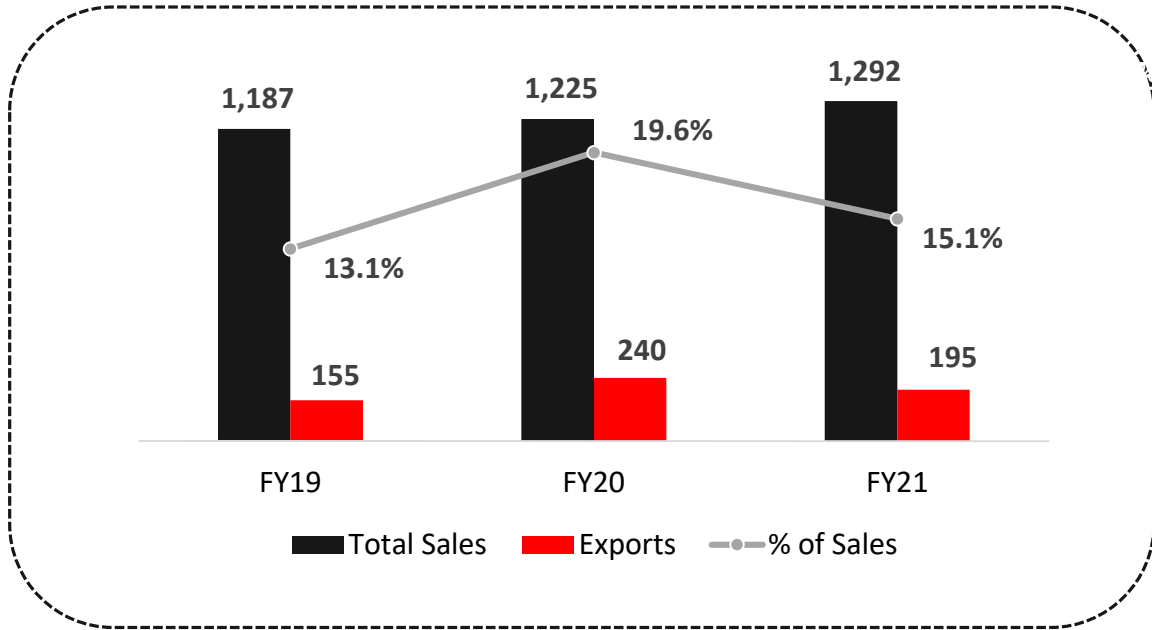


AGL - CONSOLIDATED EXPORTS AS PERCENTAGE OF SALES



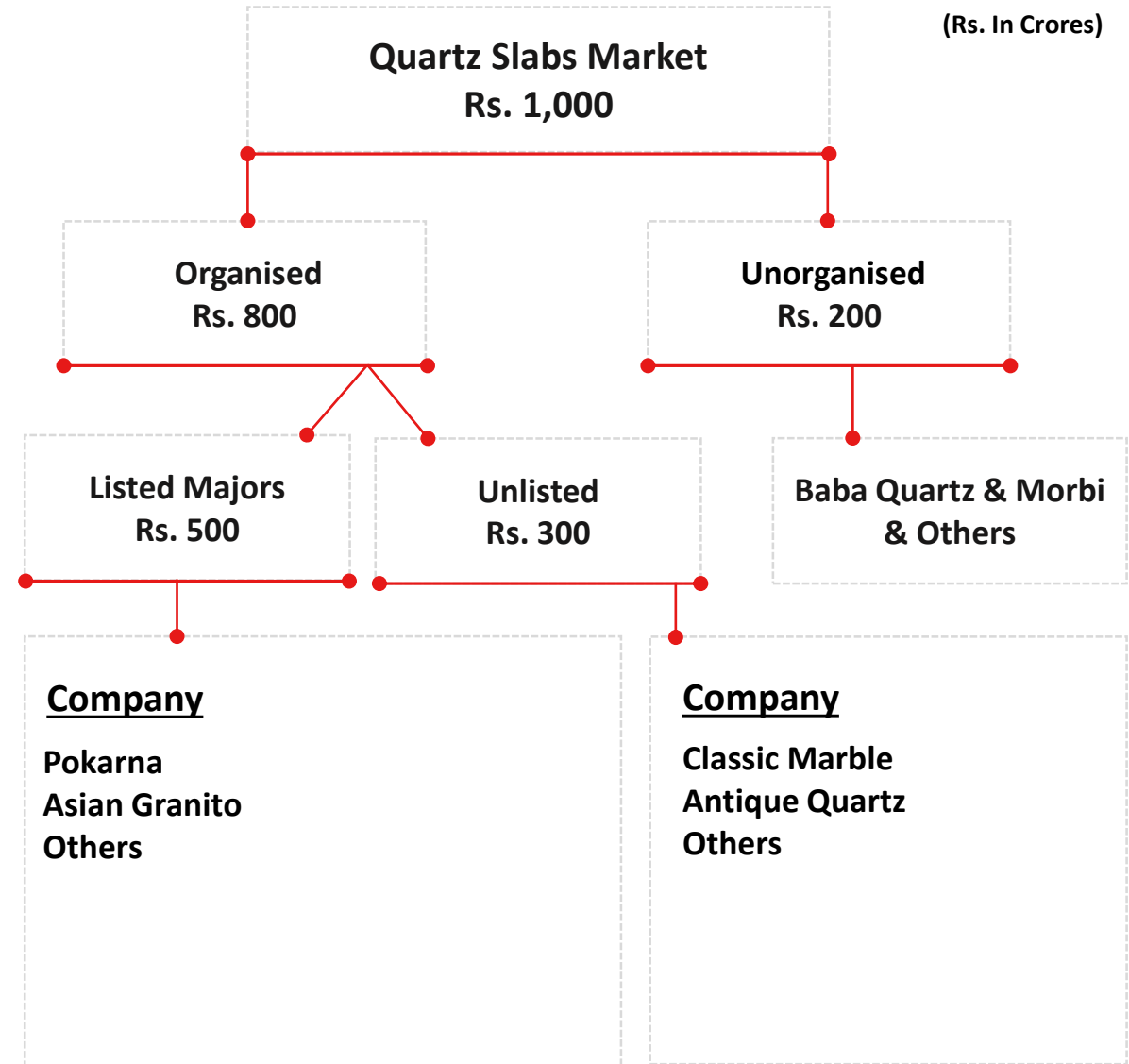
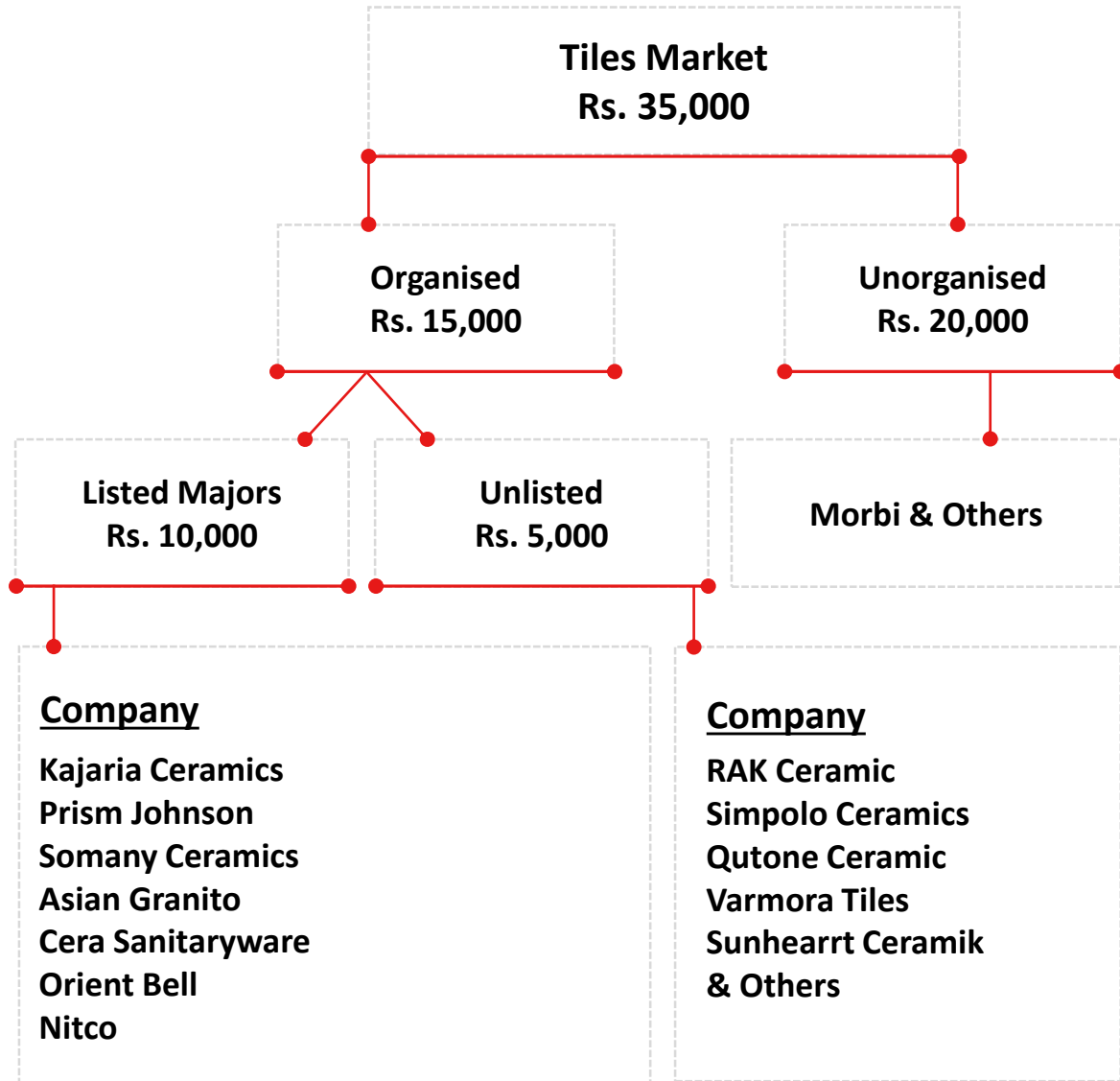
EXPORTS AS PERCENTAGE OF SALES

- 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 90 countries last year. We see strong demand for Indian Tiles and it will continue to grow in coming years.
- For the year FY-2021, AGL consolidated achieved Exports growth of 15 percent of Total Sales of Rs. 195 Crores. For Q1FY22 the exports stood at Rs. 53.2 crores as compared to 31 crores in Q1FY21. The export business was impacted as a result of Covid-19 and shortage of containers along with freight cost fluctuations.
- World has 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 a long term consistent partner in terms of Quantity, Design, Service along with Quality with Pricing.

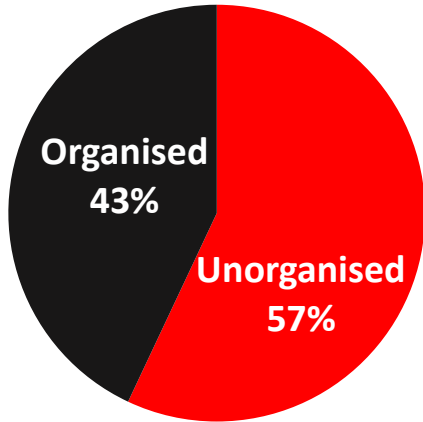


Asian Granito India Ltd exports spread across an ever growing network of more than 100 countries. Trading along the pathway, AGL has spread its wings ahead to deliver its best product globally. Asian Granito India Limited is looking forward to expand its global footprints to 120 countries in the near future

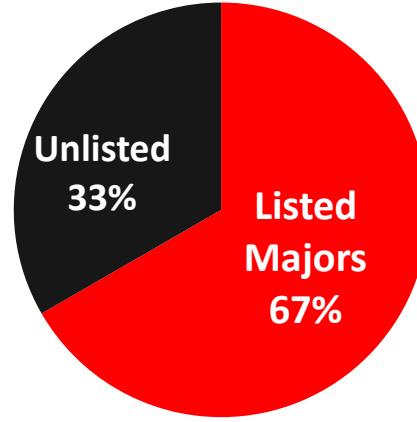
(Rs. In Crores)



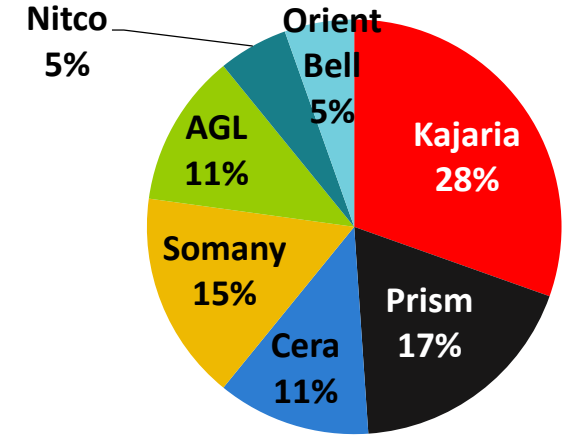
Tiles Market Share Percentage



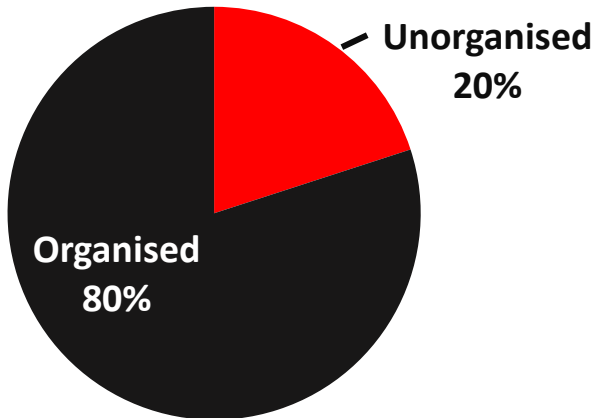
Tiles Organised Market Share Percentage



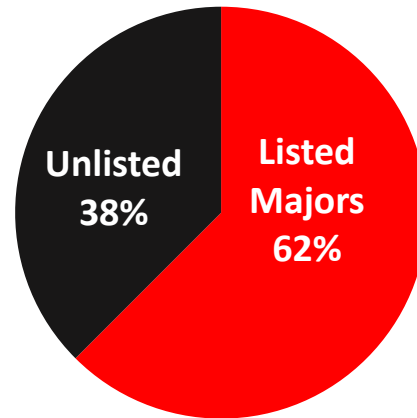
Tiles Listed Majors Market Share Percentage



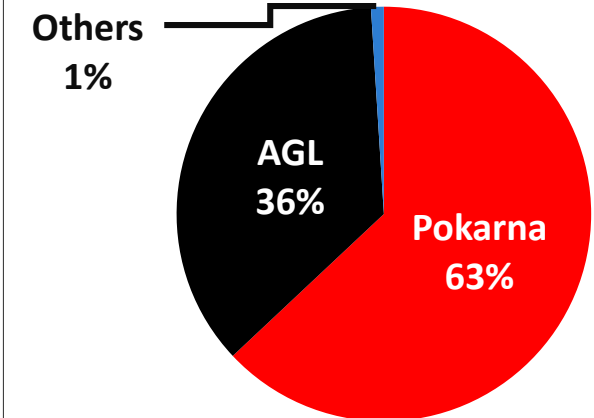
Quartz Slabs Market Share Percentage



Quartz Slabs Organised Market Share Percentage

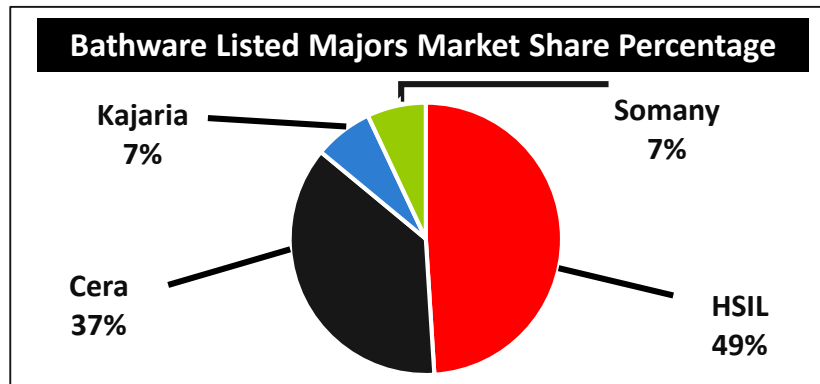
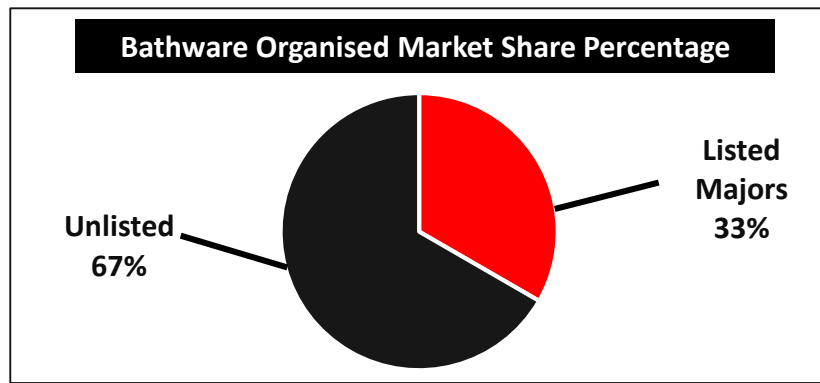
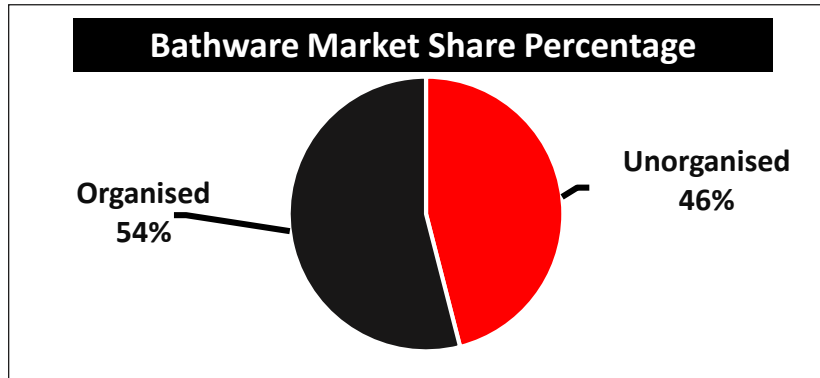
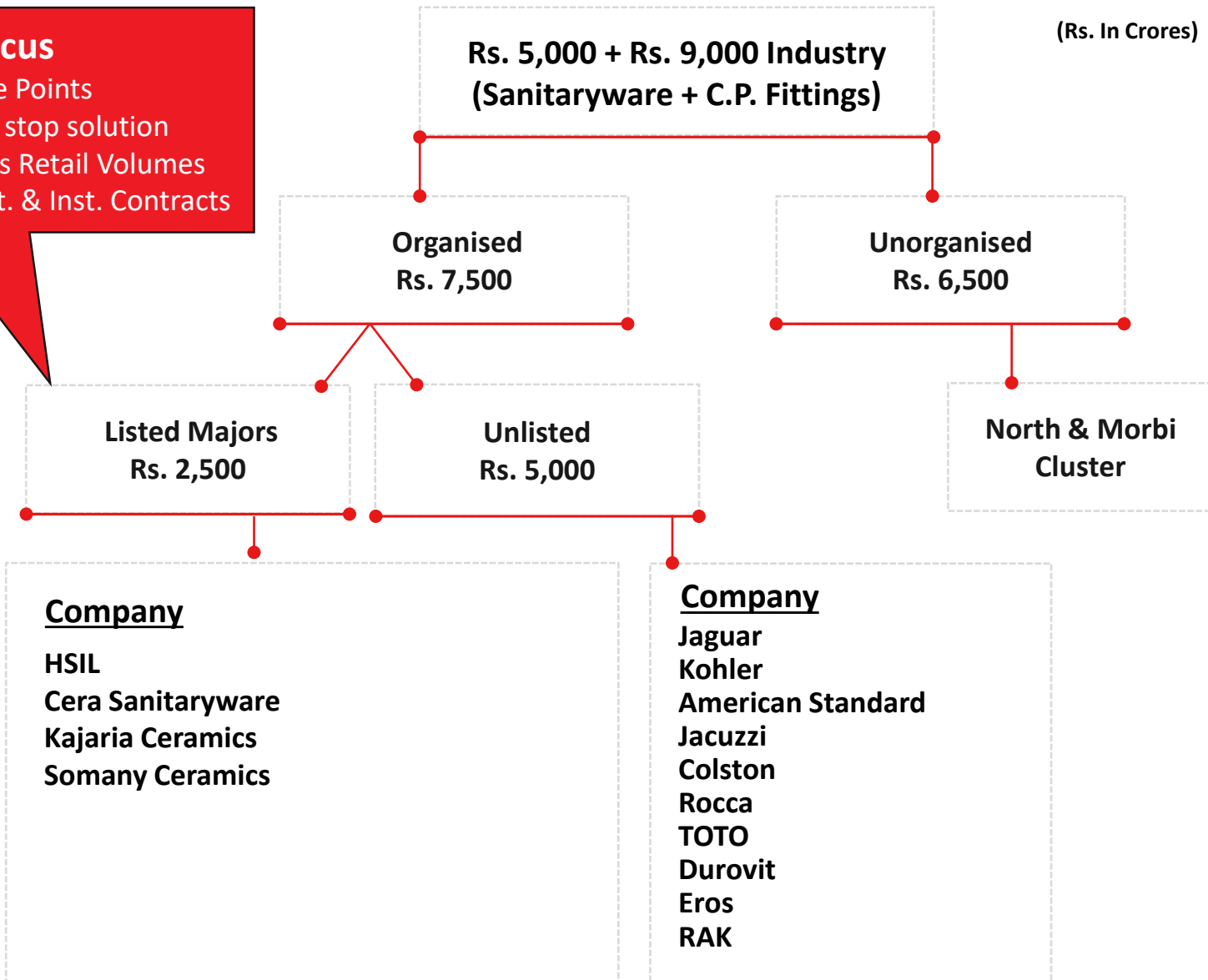


Quartz Slabs Listed Majors Market Share Percentage



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

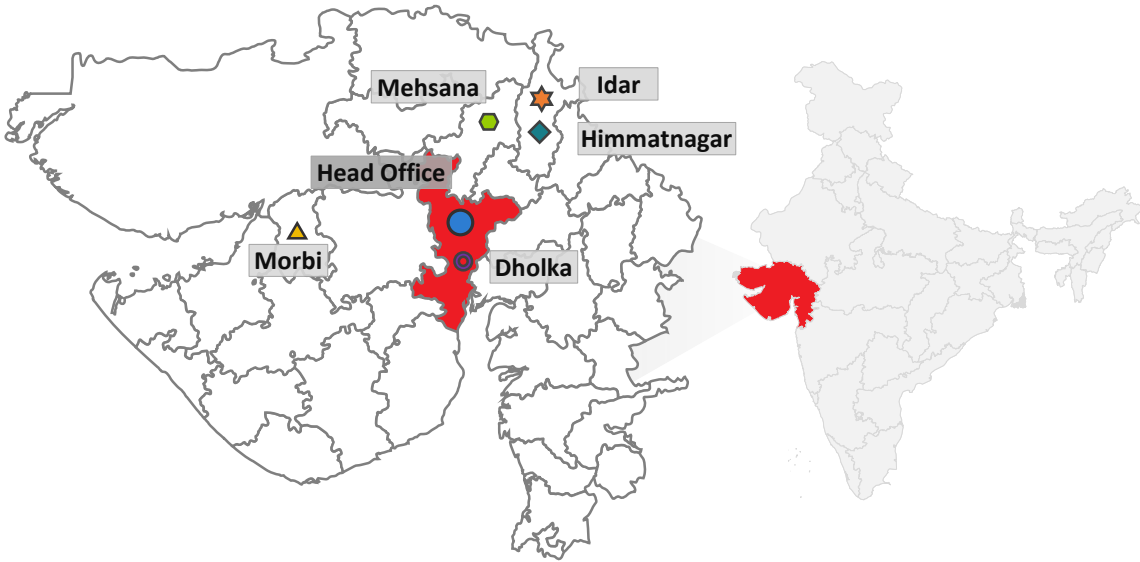


AGL – PLANT LOCATIONS



Beautiful Life

Ahmedabad Head Office



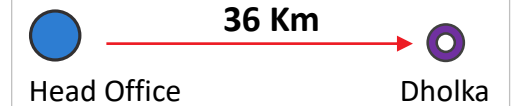
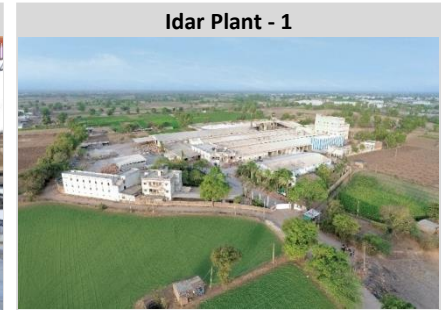
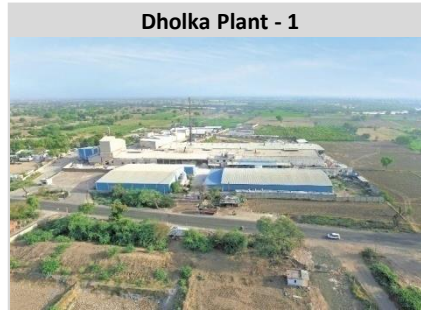
Morbi
 Number of Plants – 2
 Gas Price – Rs. 41/SCM
 Consumption - 10.4 Million SCM/P.A.

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. 41/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. 41/SCM
 Consumption - 2.5 Million SCM/P.A



CAPACITY EXPANSION



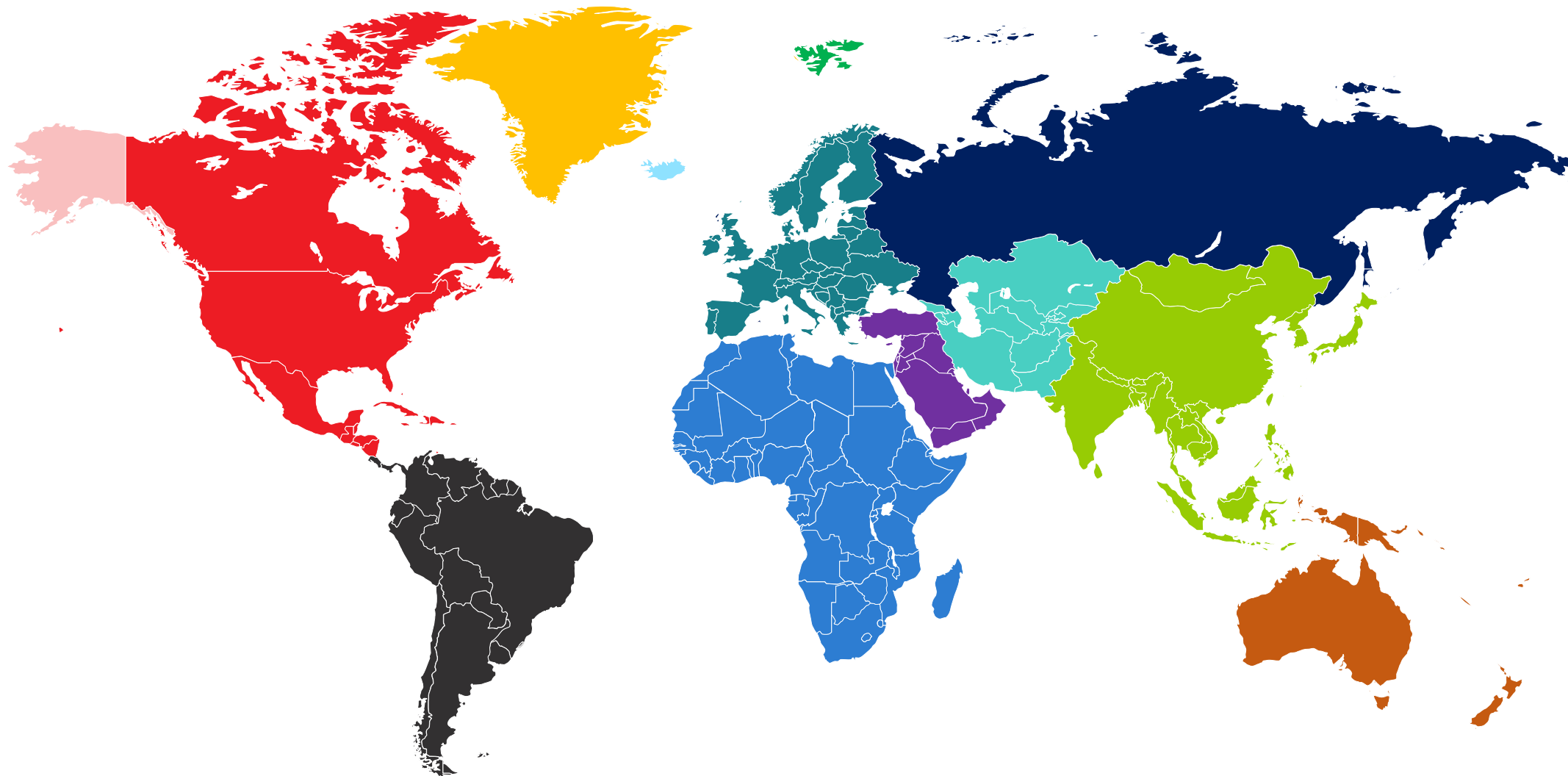
Crystal Ceramics Industries Private Limited (where Asian Granito is holding 70% of equity), has completed 12000 SQMTS/days of Glazed Vitrified Tiles brown field capacity expansion at its Meshana Plant. This capacity addition will **increase total capacity of Crystal Ceramics to 36,000 SQMTS/day**. Crystal Ceramics is planning to manufacture large format **600X1200 mm GVT tiles** for domestic and export market with this expansion.

This strategic brownfield expansion was planned keeping in mind low cost natural gas benefit at Crystal Ceramics, which helps company to further reduce its manufacturing cost.

The capacity addition of 12,000 SQMTS/day will add incremental sales of around Rs.70-75 Crores in Crystal Ceramics and Asian Granito India Limited consolidated turnover.

With this capacity expansion ASIAN Granito on a consolidated basis will further improve its market share in domestic and export market.

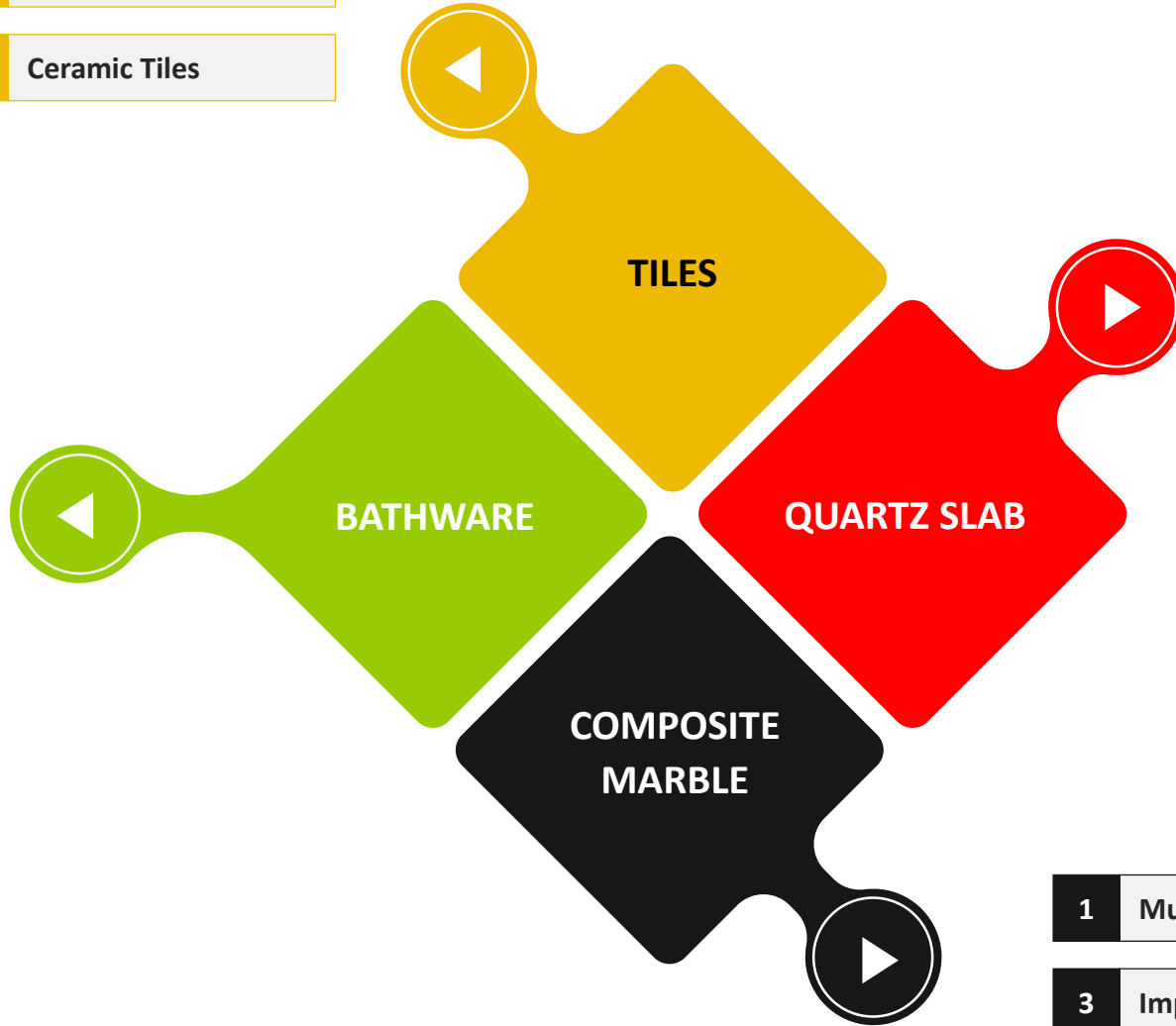
GLOBAL FOOTPRINTS ACROSS ~100 COUNTRIES



AGL – PRODUCT PORTFOLIO

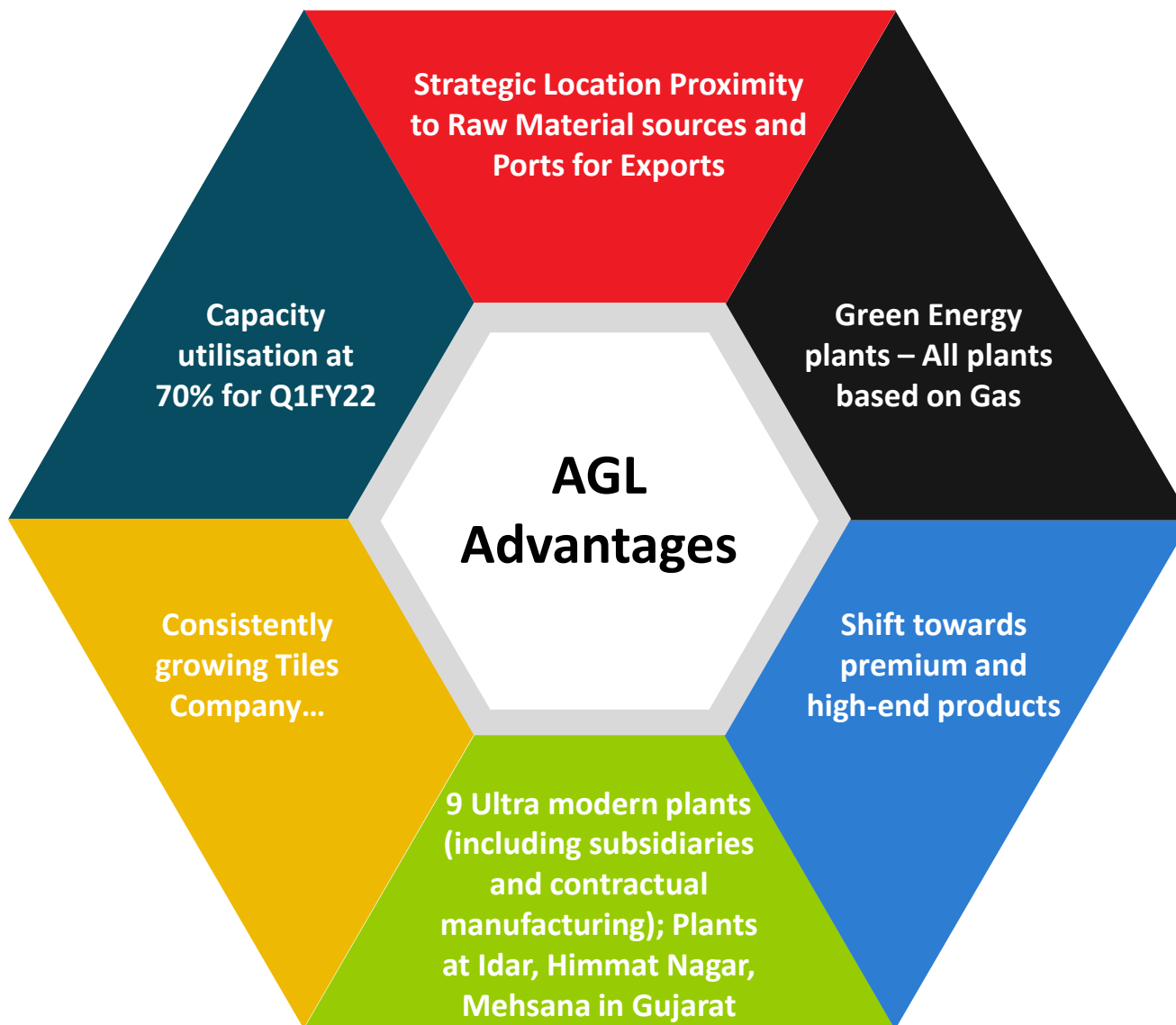
- 1 Glaze Vitrified Tiles
- 2 Double Charged
- 3 Polished Vitrified Tiles
- 4 Ceramic Tiles

- 1 Sanitaryware
- 2 C.P. Fittings

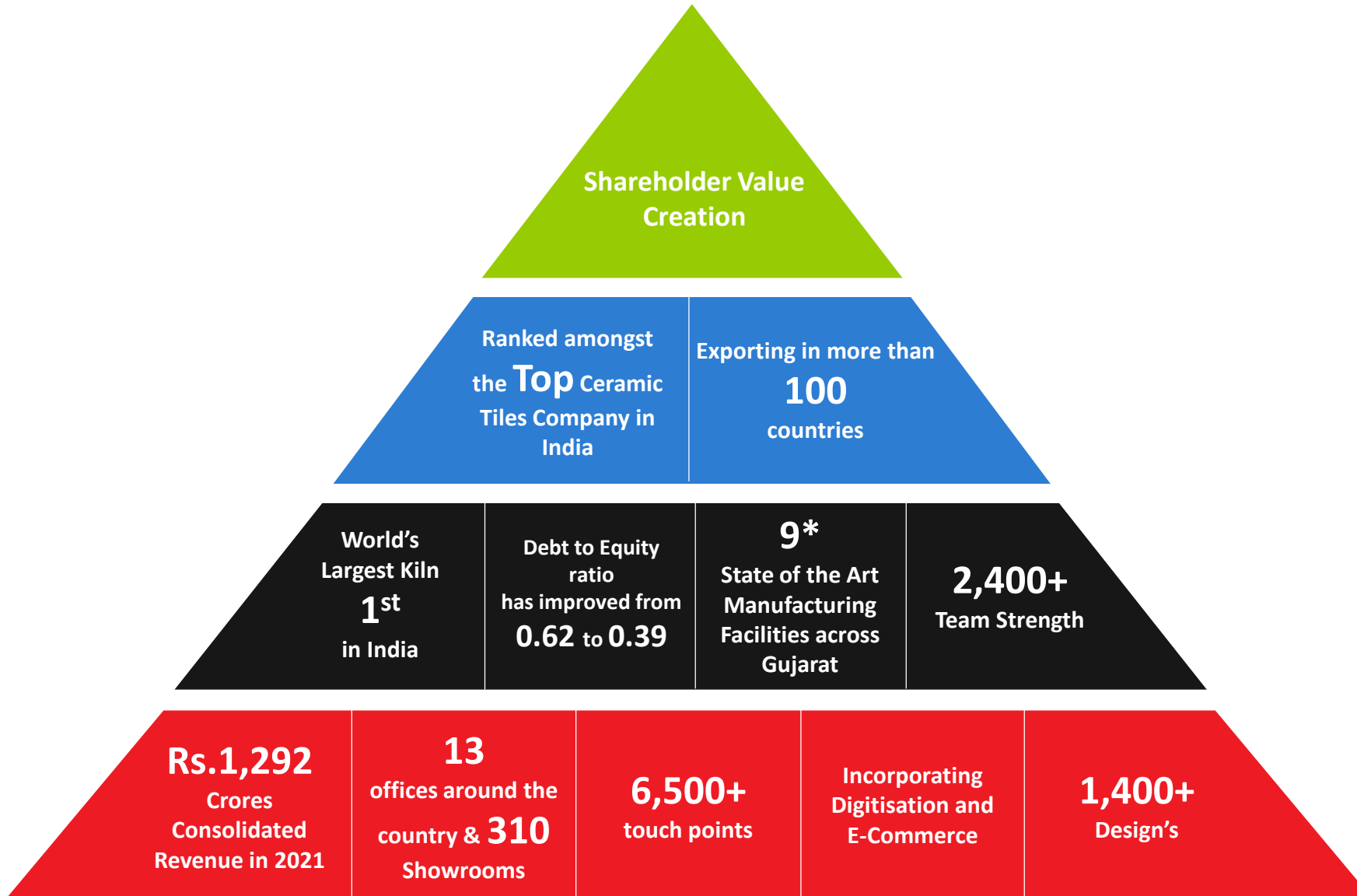


- 1 Multi-Colour Quartz
- 2 E-Stone
- 3 Hard Stone

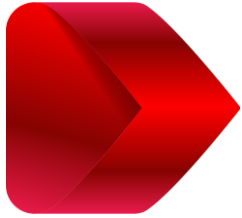
- 1 Multi-Colour Marble
- 2 Nano Crystal Marble
- 3 Imported Natural Marble
- 4 Onyx Marble



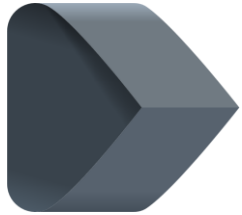
Product	Capacity Per Annum (Million Sq. Mtrs.)	Water Absorption
Ceramic Wall	5.28	15-18%
Ceramic Floor	2.64	15-18%
Glaze Vitrified Tiles	10.89	<0.08%
Composite Marble	0.83	Near to zero
Double Charge	3.96	<0.05%
Parking Tiles	2.15	<0.5%
Outsourcing Arrangement	5.94	-
Quartz slab	0.53	Near to zero
Total	32.21	



**This includes two 100% contractual manufacturing plants*



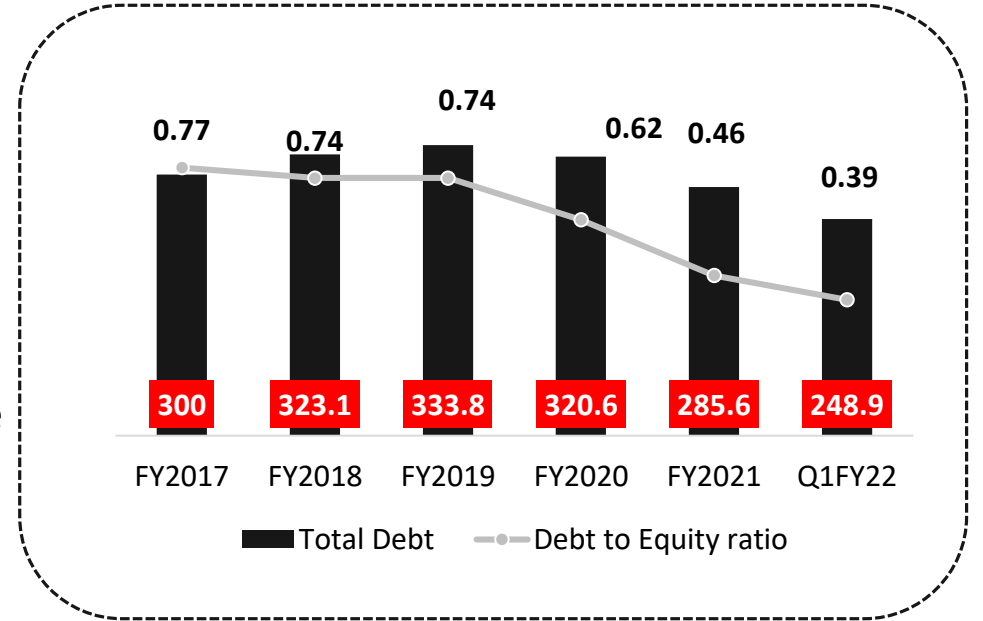
The company has proposed to do a Rights issue of Rs. 225 Crores



Disinvestment from Aston Paper & Board Mill · Limited, an Associate Company listed on BSE/NSE in which the Company is holding 87,75,000 equity shares (18.87%) in capacity as one of the promoters of Aston Paper and Board Mill Limited. The proceeds from sale of the said shares will be utilised to meet long term working capital requirement and debt reduction



The company plans to remain debt free in the next 2-3 years on a consolidated basis. It is expected that on a standalone basis the company may become debt free in current financial year



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
Healthcare with Human Touch

N E X A

SHOPPERS STOP

Raymond

ITC HOTELS
RESPONSIBLE LUXURY



TATAHOUSING

Godrej



NCC

LODHA

Bandhan Bank

THE LEELA
PALACES HOTELS RESORTS

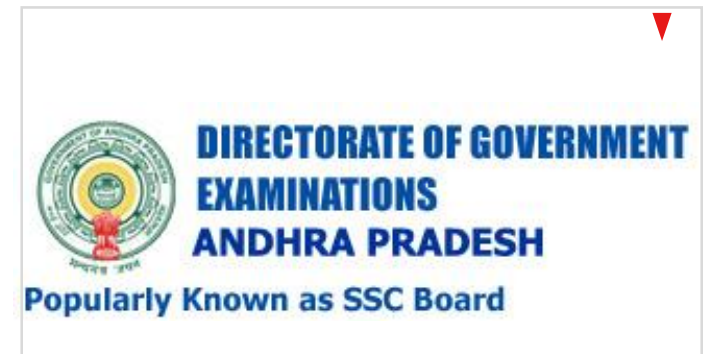
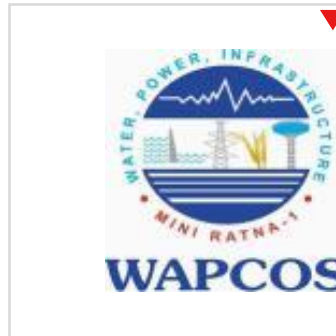
airtel



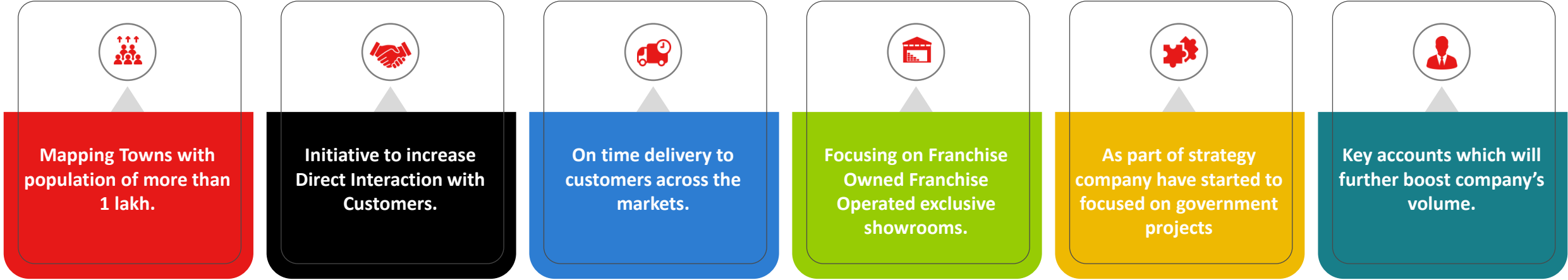
adani™

Reliance
Industries Limited
Growth is Life

GOVERNMENT PROJECTS

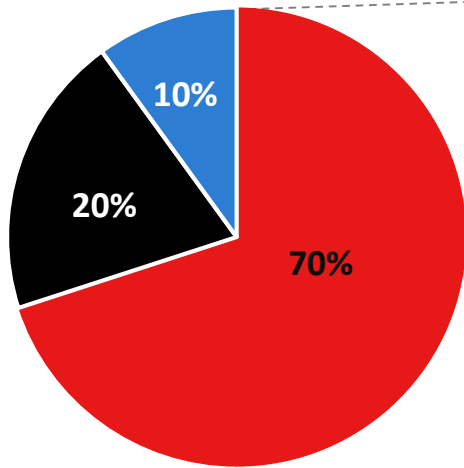


CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C

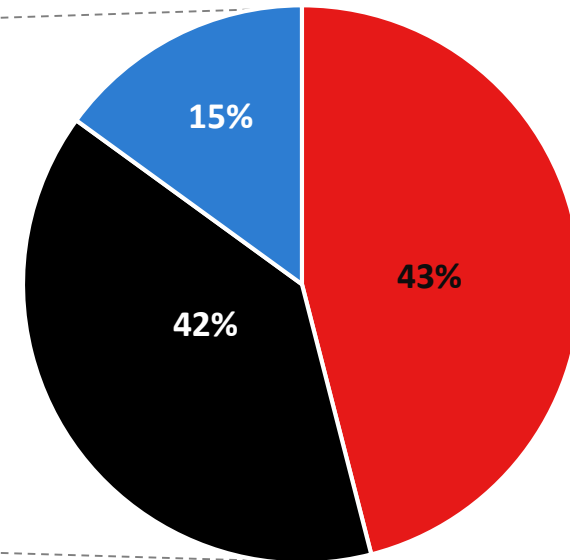


FY2012

FY2021



- Institutional (Malls, Commercial 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



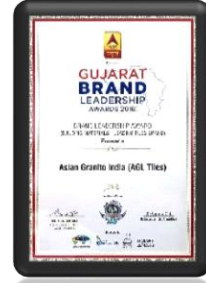
Art Of Architecture FAAA Dialogues Ahmedabad 2017



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



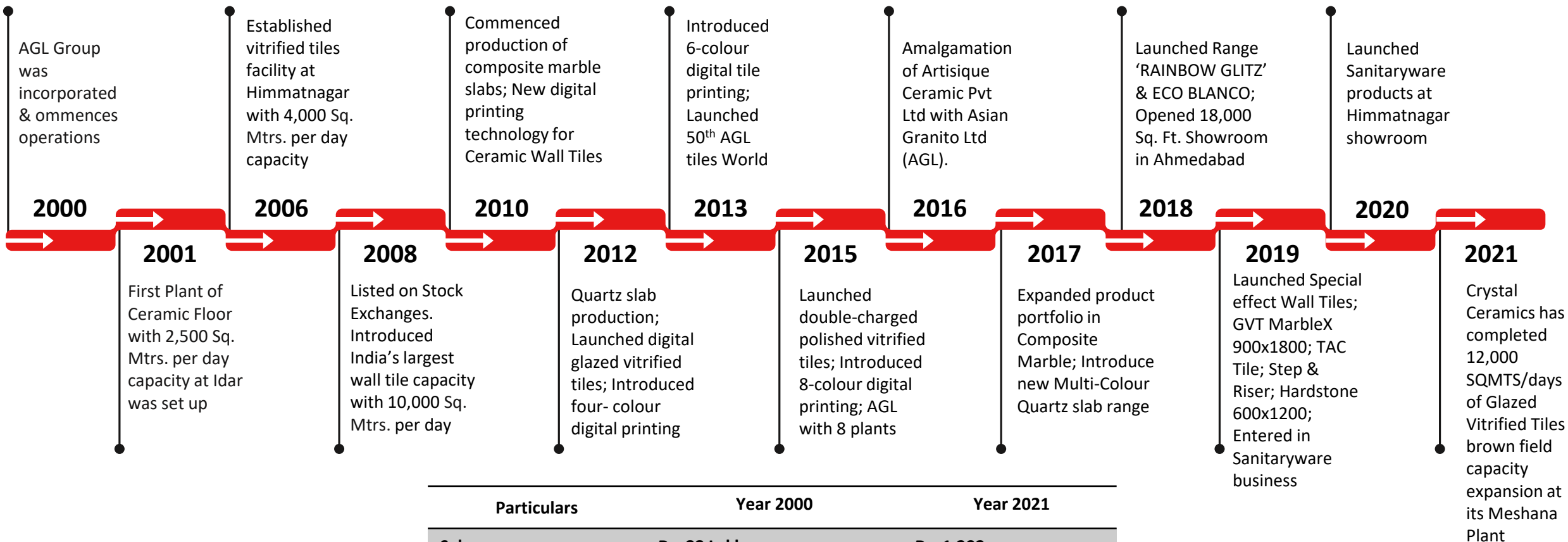
Gujarat Brand Leadership Award



Mega Brand



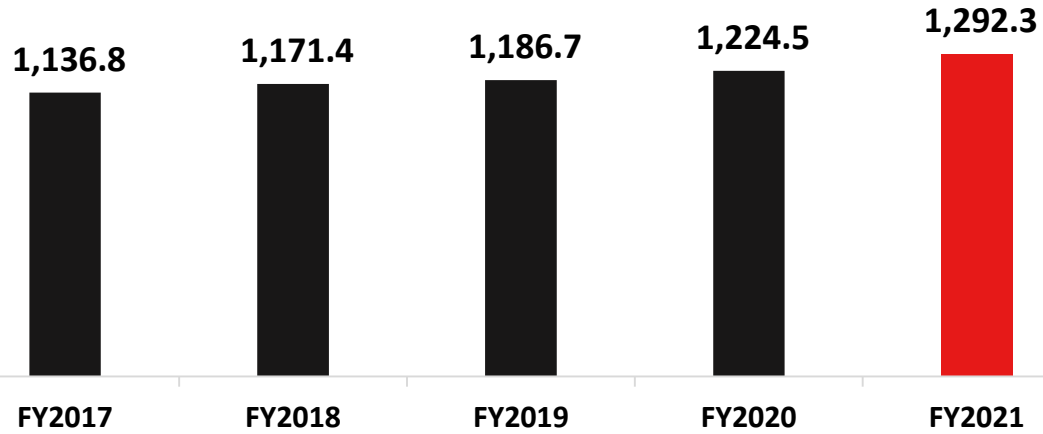
Asia's Most Promising Brand



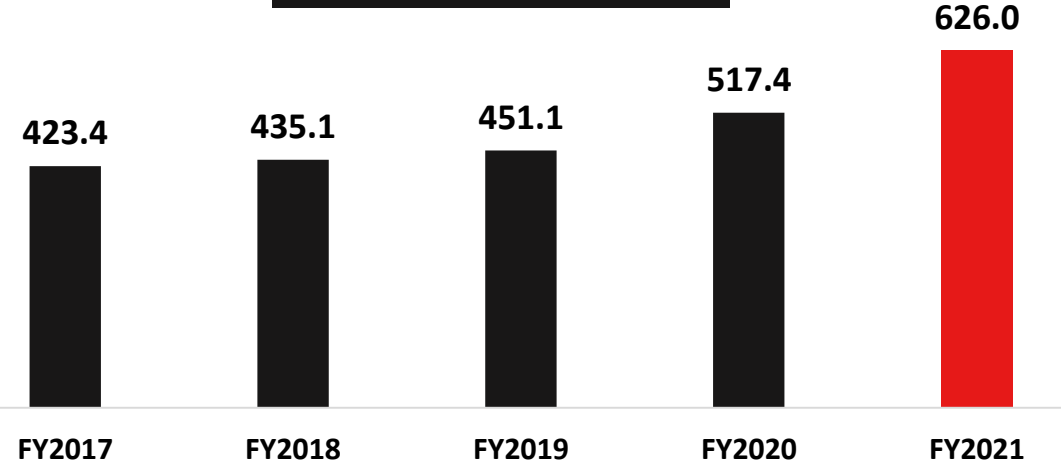
Particulars	Year 2000	Year 2021
Sales	Rs. 88 Lakhs	Rs. 1,292
Capacity	0.83 Million Sq. Mtrs. per annum	32.21 Million Sq. Mtrs. per annum

AGL - CONSOLIDATED FINANCIAL OVERVIEW

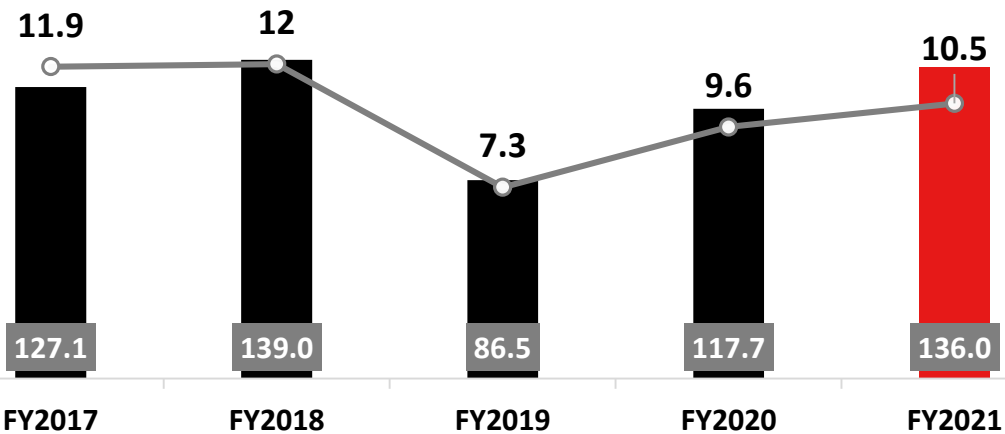
Net Revenue (Rs. in Crores)



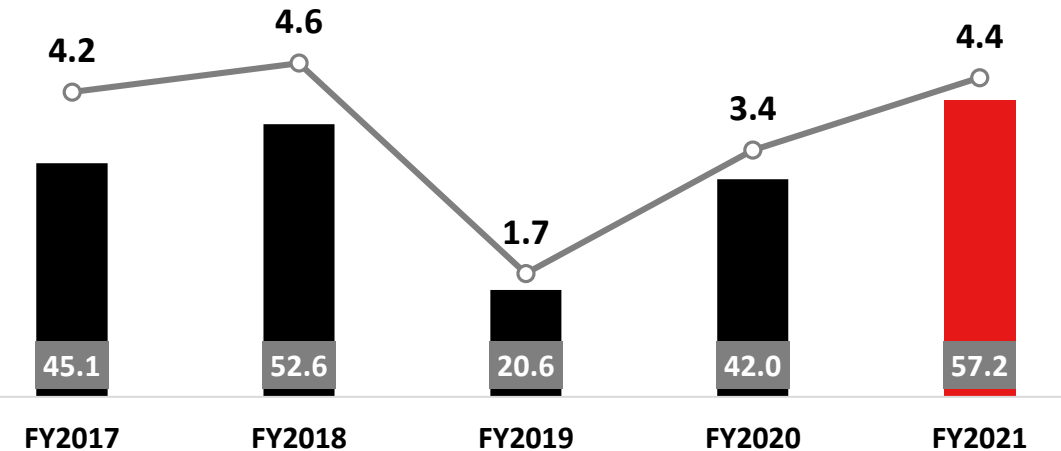
Net Worth (Rs. in Crores)



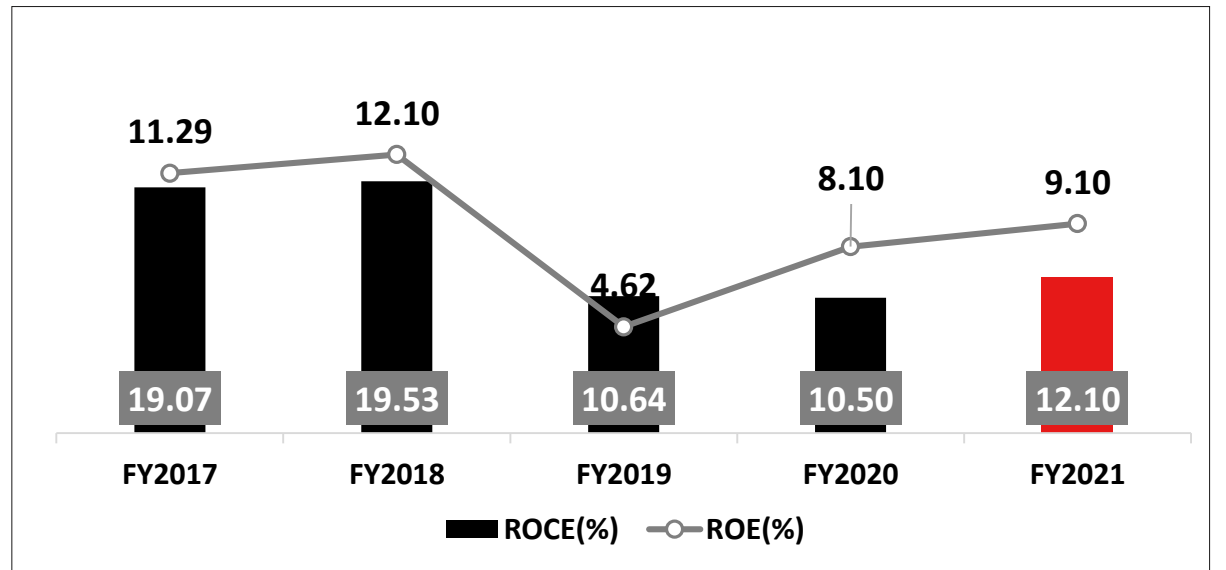
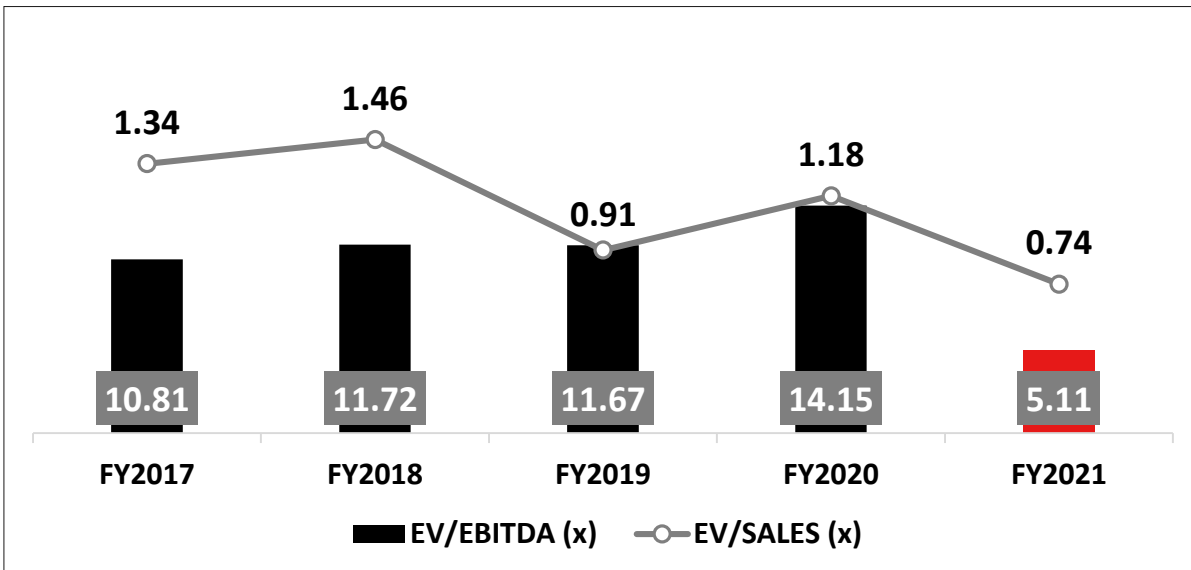
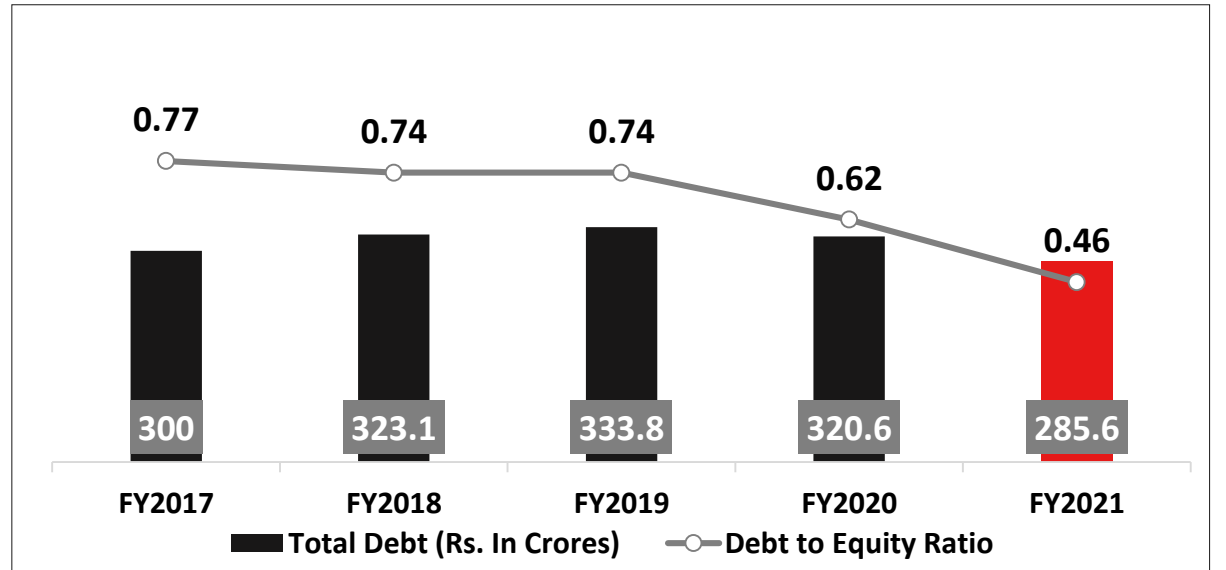
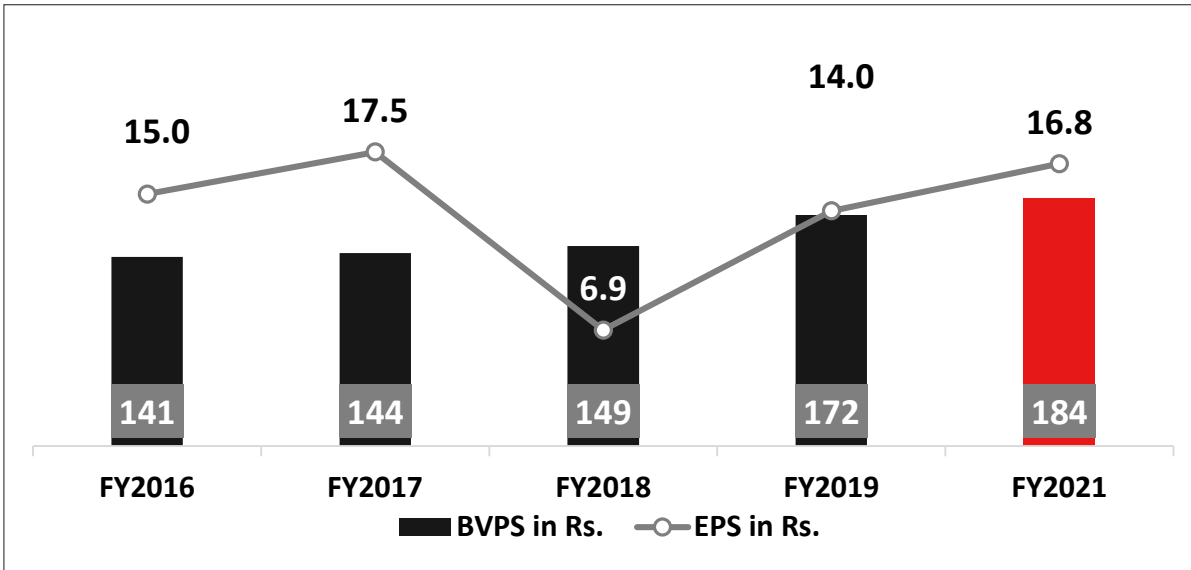
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



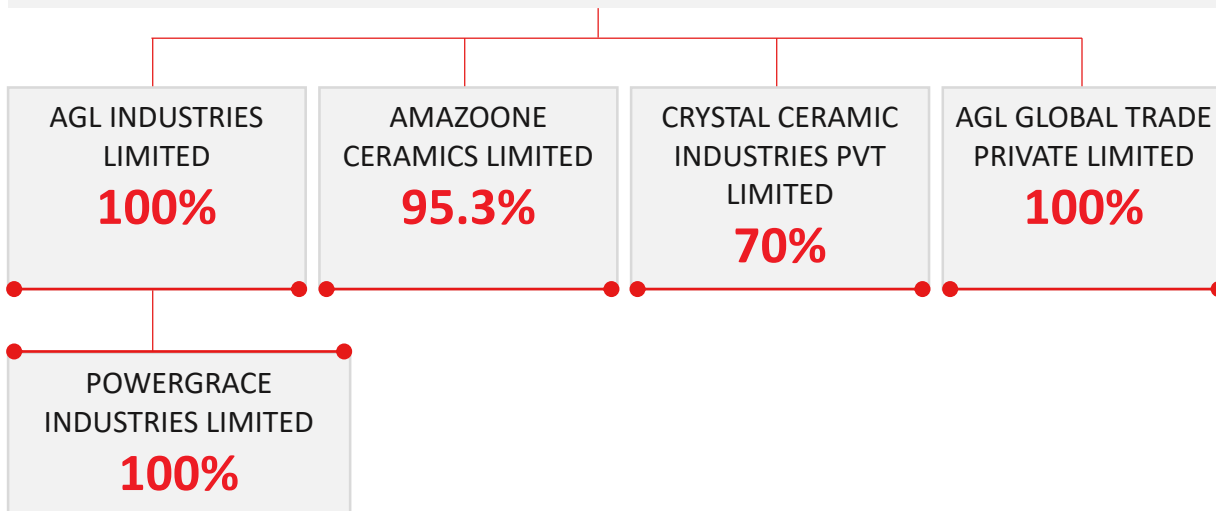
AGL - CONSOLIDATED FINANCIAL OVERVIEW



AGL - CORPORATE STRUCTURE AND SHAREHOLDING

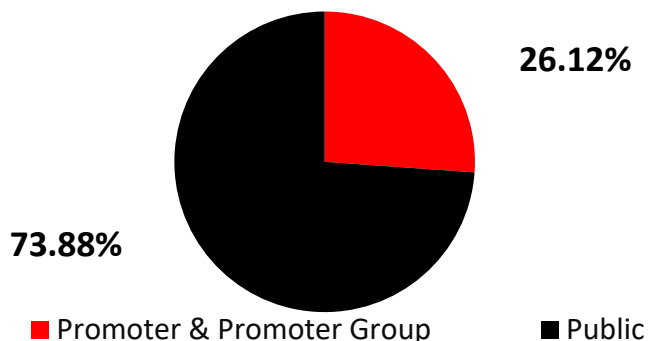


ASIAN GRANITO INDIA LIMITED

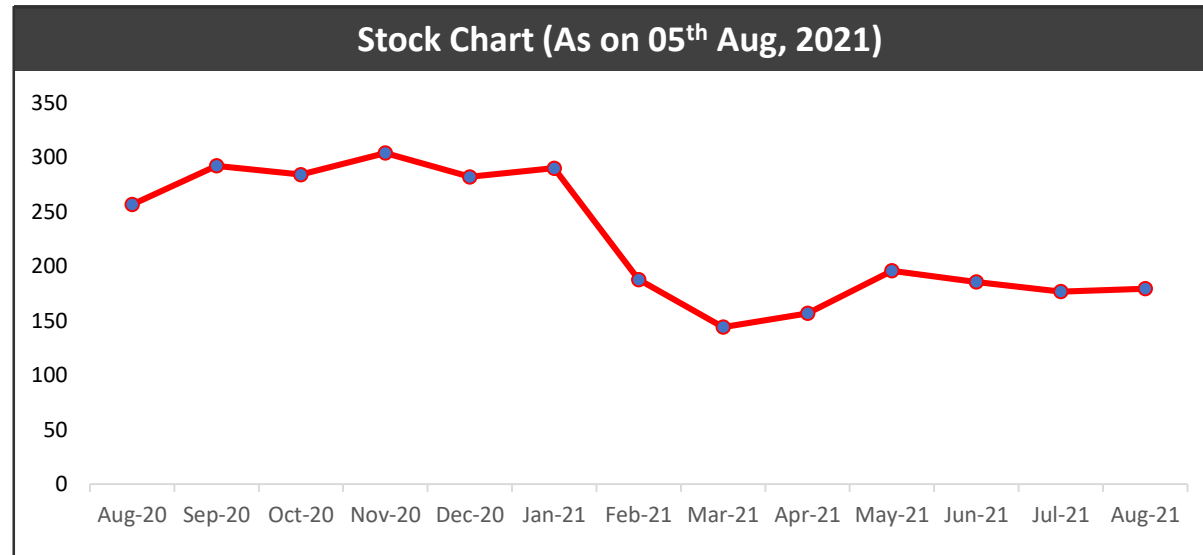


Stock Data (As on 05 th Aug, 2021)	
Market Capitalization (Rs. in Million)	6,181.1
Shares Outstanding (Million)	34.28
Symbol (NSE/BSE)	ASIANILES/532888

Shareholding Pattern as on 30th June, 2021



Source: BSE





Beautiful Life

Asian Granito India Ltd.

Office 202, Dev Arc, Opp. Iskcon Temple,
S. G. Highway, Ahmedabad - 380015, Gujarat, India.
Phone: +91-79-66125500/698, Fax: +91-79-66125600/66058672
E-mail: info@aglasiangranito.com

Mr. Kalpesh Thanki – IR

Contact: 079-66125500 EXT 610/ ir@aglasiangranito.com



S-ANCIAL TECHNOLOGIES PVT. LTD.

215, Shivshakti Industrial Estate, J.R Boricha Marg, Lower
Parel (E), Mumbai - 400011

Nikunj Seth / Karan Thakkar

Contact: +91 9773397958 / nikunj@s-ancial.com
+91 8169962562 / karan@s-ancial.com

THANK YOU

