



Date: 23rd May, 2024

To,
Corporate Relations Department
BSE Limited
2nd floor, P.J. Tower,
Dalal Street,
Mumbai – 400 001
Company Code: 532888

To
Corporate Relations Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G-Block
Bandra Kurla Complex, Bandra (E),
Mumbai- 400 051
Company Code: ASIANTILES

Dear Sir/ Madam,

Subject: Investor Presentation

Please find attached Investor Presentation for the quarter and year ended on 31st March, 2024. It is also uploaded on the website of the Company www.aglasiangranito.com.

This information is submitted to you pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to kindly take on your record.

Thanking You.

Yours truly,

For Asian Granito India Limited

Dhruti Trivedi
Company Secretary and Compliance Officer

Encl: As above

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202, Dev Arc, Opp. Iskcon Temple,
S. G. 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.

INDIA'S LEADING
TILES,
MARBLE,
QUARTZ
& BATHWARE BRAND



Premium
ka Pappa



INVESTOR
PRESENTATION - 2024



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Investment Rationale

About Asian Granito - Quality Driven Tiles and Bathware Brand



Premium
*ka*Pappa



4th Largest Listed
Ceramic Tiles Company



INR 1,305 Cr
FY24 Revenue ¹



54.5 Mn Sqm
Installed Capacity



100+
Countries Presence



14,000+
Touch Points



6,000+
Employees



14
Plants ²



2,700+ Distributors,
Dealers and Sub dealers



5% Revenue
5Y CAGR ¹
(FY19- FY24)



-7% EBITDA
5Y CAGR ¹
(FY19- FY24)



27% PBT
5Y CAGR ¹
(FY19- FY24)



33% PAT
5Y CAGR ¹
(FY19- FY24)

- ▶ Incorporated in 1995; commenced tiles operations in 2001, Asian Granito is a new age luxury surfaces, bathroom solutions company headquartered at Ahmedabad, Gujarat.
- ▶ Today, Asian Granito 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.



1. The numbers are on Standalone

2. Total 14 units operating under 11 facilities including the ones owned by Subsidiaries and Associates

Vision Is The Art Of Seeing What Is Invisible To Others



Kamlesh Patel
Chairman & Managing Director



Mukesh Patel
Managing Director



VISION

To become a Global leader in providing innovative lifestyle solutions to make lives more beautiful and to create stakeholder success.



MISSION

- Growing profitably across the AGL Group.
- To be pioneer in bringing latest technology and provide best quality products.
- Create competitive advantage in market and lead the industry by innovations.
- To create healthy & productive work environment for all employees and associates.
- To empower communities for working towards safe, clean and green environment.



VALUES

INTEGRITY

We are fair and ethical while taking every decision.

DISCIPLINE

We create and adhere to a strict code of conduct.

TRANSPARENCY

We share every learning and failure with the world and are open for feedback.

INNOVATION

Being innovative is the belief and priority of AGL. It defines us and contributes greatly in our purpose of making lives more beautiful.

TEAMWORK

We are committed to create an environment of teamwork. Every member of AGL team is valued and respected for their contribution.

QUALITY AND CUSTOMER FOCUS

AGL strives to provide highest quality of products with an objective to add value to the success of our customers.

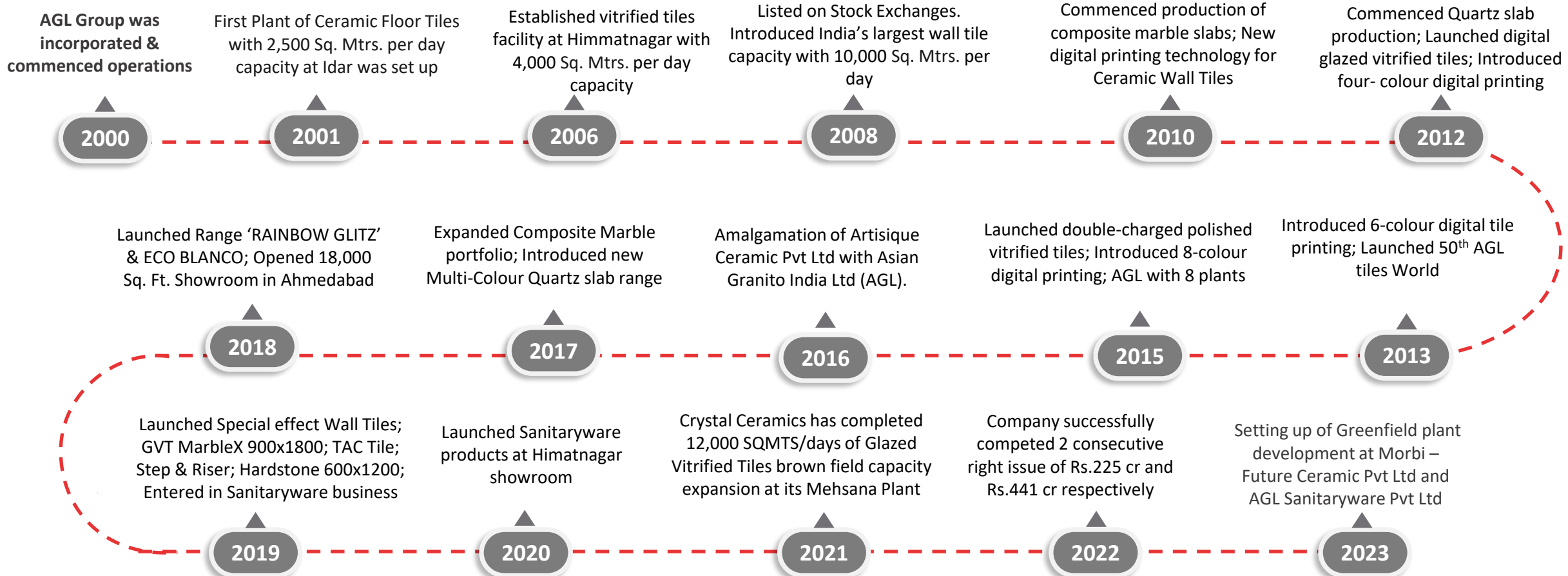
CONTINUOUS IMPROVEMENT & IMPLEMENT

We consistently strive to improve our products, services, internal practices, skills and overall culture of the organisation through incremental and breakthrough progress.

A Journey Full of Evolution and Growth



Premium
*ka*Pappa



Particulars	FY2000	FY2024
Sales	INR 0.88 Crores	INR 1,530.6 Crores
Capacity	0.83 Million Sq. Mtrs. per annum	54.5 Million Sq. Mtrs. per annum



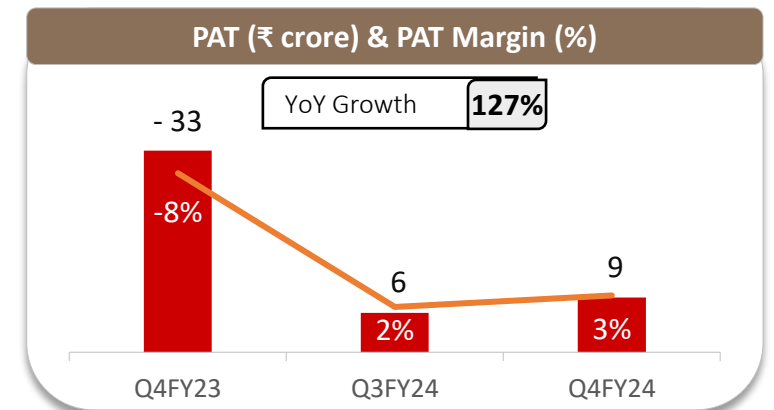
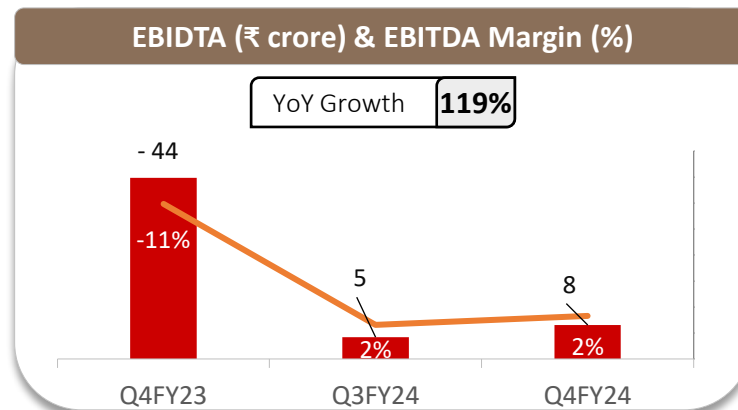
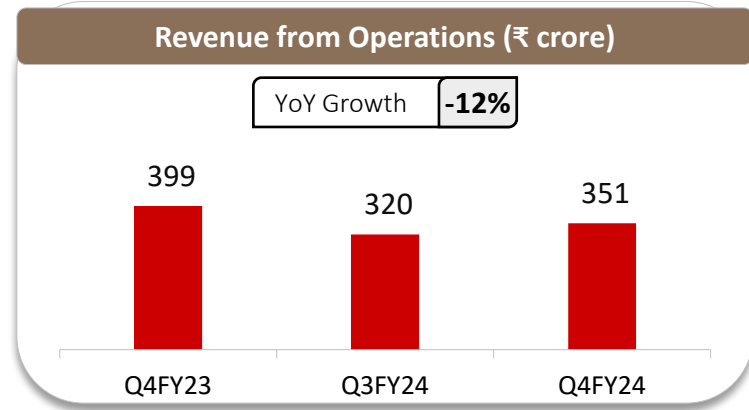
Financial Performance

Q4 & FY24 – Standalone Summarized Financial Performance

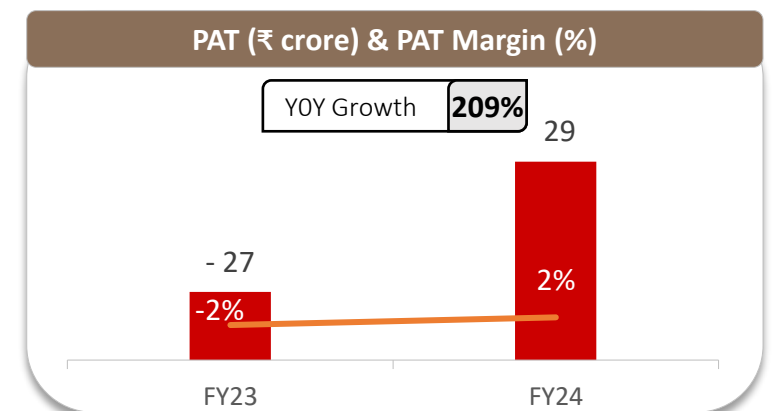
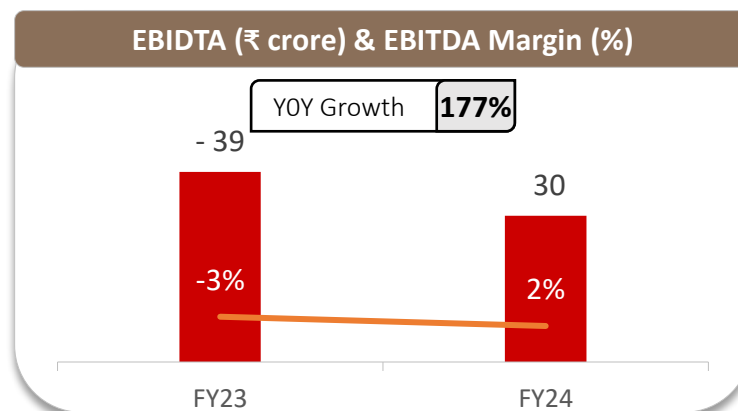
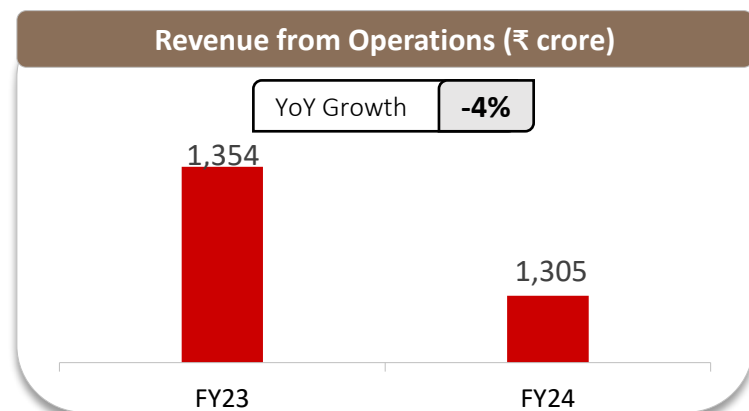


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*ka*Pappa

Q4FY24



FY24



Q4 & FY24 – Standalone Profit & Loss



Premium
kaPappa

Particulars (₹ crore)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
Revenue from Operations	350.79	398.59	-12%	320.44	10%	1,305.14	1,353.74	-4%
Other Income	11.70	8.15		9.74		41.74	30.99	
Total Income	362.48	406.74	-11%	329.98	10%	1,346.88	1,384.73	-3%
Expenditure								
Cost of material consumed	275.19	327.88		240.54		990.51	1,019.28	
Employee benefit expenses	22.64	23.80		25.97		96.82	92.64	
Finance Cost	2.80	1.71		1.93		10.73	8.94	
Depreciation	5.45	4.75		4.82		20.10	19.04	
Power & Fuel	10.68	22.31		13.03		54.84	94.38	
Other Expenses	34.10	68.16		35.48		133.36	185.96	
Total Expenses	350.87	448.60	-22%	321.76	9%	1,306.36	1,420.23	-8%
EBITDA (Excluding Other Income)	8.18	-43.55	119%	5.23	56%	29.61	-38.52	177%
EBITDA Margin	2.33%	-10.93%		1.63%		2.27%	-2.85%	
Profit Before Tax	11.62	-41.86	128%	8.22	41%	40.51	-35.50	214%
Profit After Tax	8.85	-32.56	127%	6.35	39%	29.10	-26.74	209%

FY24 – Standalone Balance Sheet



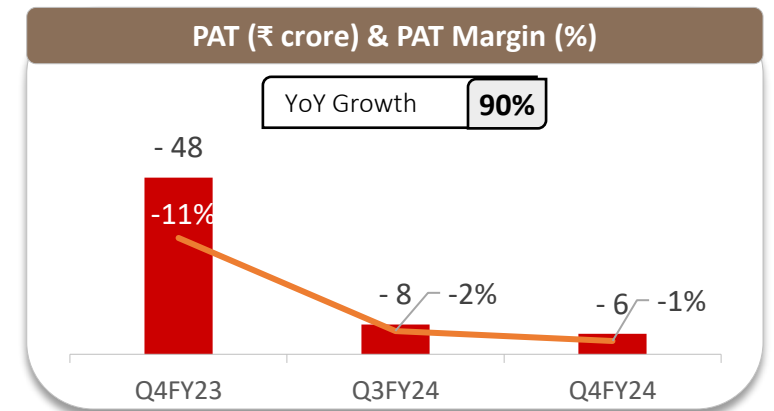
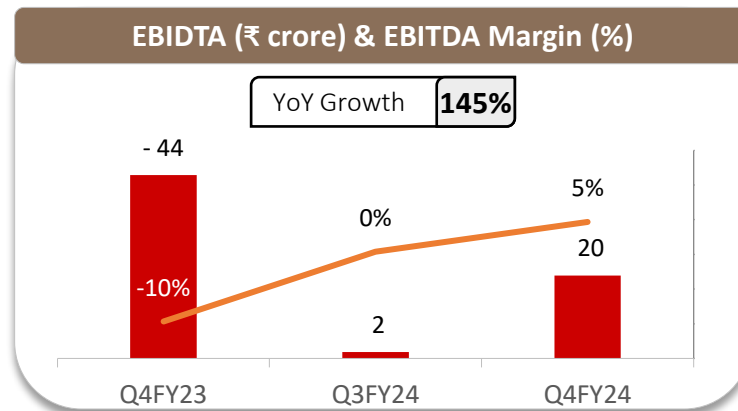
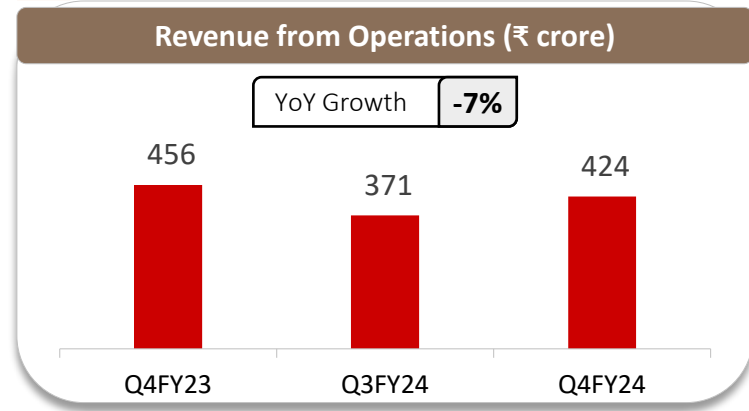
Particulars (₹ crore)	FY23	FY24
Assets		
Fixed Assets	238.35	227.16
Other non-current assets	416.79	564.18
Inventory	155.61	130.18
Investments	13.01	20.91
Trade Receivable	399.36	376.69
Cash and cash equivalents including Bank Balance	190.27	38.61
Total current assets	952.17	851.25
Total Assets	1,607.32	1,642.58

Particulars (₹ crore)	FY23	FY24
Equity		
Equity share capital	126.75	126.75
Tangible Net worth	1,220.99	1,274.53
Liabilities		
Non-current liabilities		
(i) Long-term Borrowings	9.43	11.87
(ii) Other non-current liabilities	14.66	23.44
Total non-current liabilities	24.09	35.32
Current liabilities		
(i) Short-term Borrowings including current maturities	69.79	55.48
(ii) Trade Payables	244.58	230.15
(ii) Other liabilities	47.86	47.11
Total current liabilities	362.23	332.74
Total Equity and Liabilities	1,607.32	1,642.58

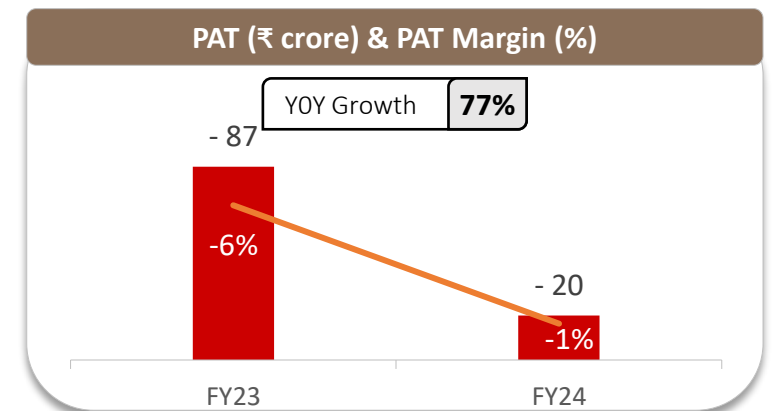
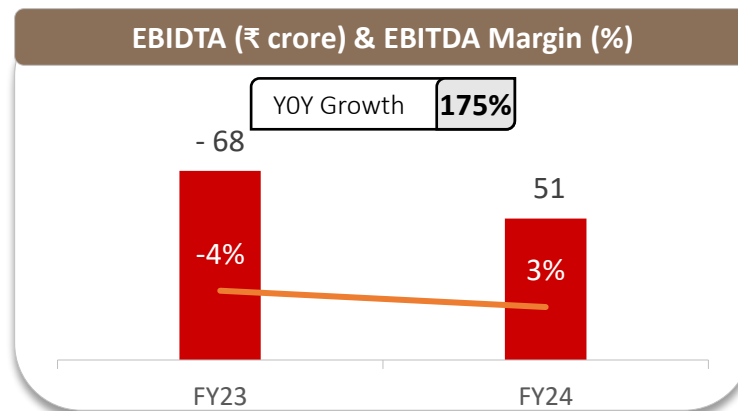
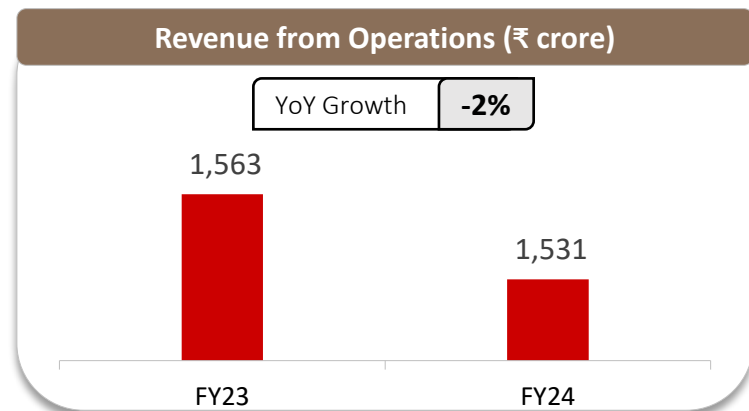
Q4 & FY24 – Consolidated Summarized Financial Performance



Q4FY24



FY24



Q4 & FY24 – Consolidated Profit & Loss



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kaPappa

Particulars (₹ crore)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
Revenue from Operations	423.63	455.75	-7%	371.23	14%	1,530.59	1,562.72	-2%
Other Income	4.43	3.06		1.28		12.43	16.76	
Total Income	428.06	458.82	-7%	372.51	15%	1,543.00	1,579.48	-2%
Expenditure								
Cost of material consumed	269.59	337.14		228.01		966.93	1,076.38	
Employee Cost	33.57	29.89		35.57		129.53	119.81	
Finance Cost	11.22	10.40		5.18		31.35	26.95	
Depreciation	12.93	8.64		12.10		46.99	34.14	
Power & Fuel	51.66	52.24		53.49		199.55	210.54	
Other Expenses	48.92	80.53		52.65		183.60	224.09	
Total Expenses	427.90	518.85	-18%	387.01	11%	1,557.95	1,691.92	-8%
EBITDA	19.89	-44.05	145%	1.50	1,223%	50.98	-68.11	175%
EBITDA Margin	4.70%	-9.66%		0.41%		3.33%	-4.36%	
Profit Before Tax	0.17	-60.03	100%	-14.49	101%	-14.93	-112.44	87%
Profit After Tax	-5.49	-48.41	89%	-8.14	33%	-20.07	-87.01	77%

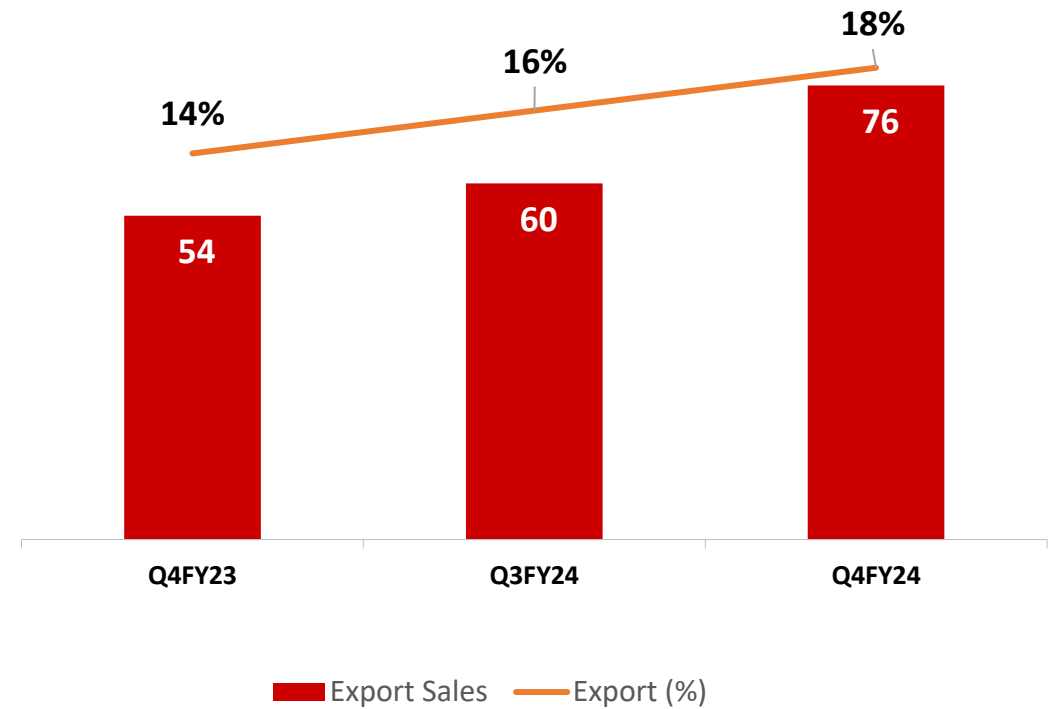
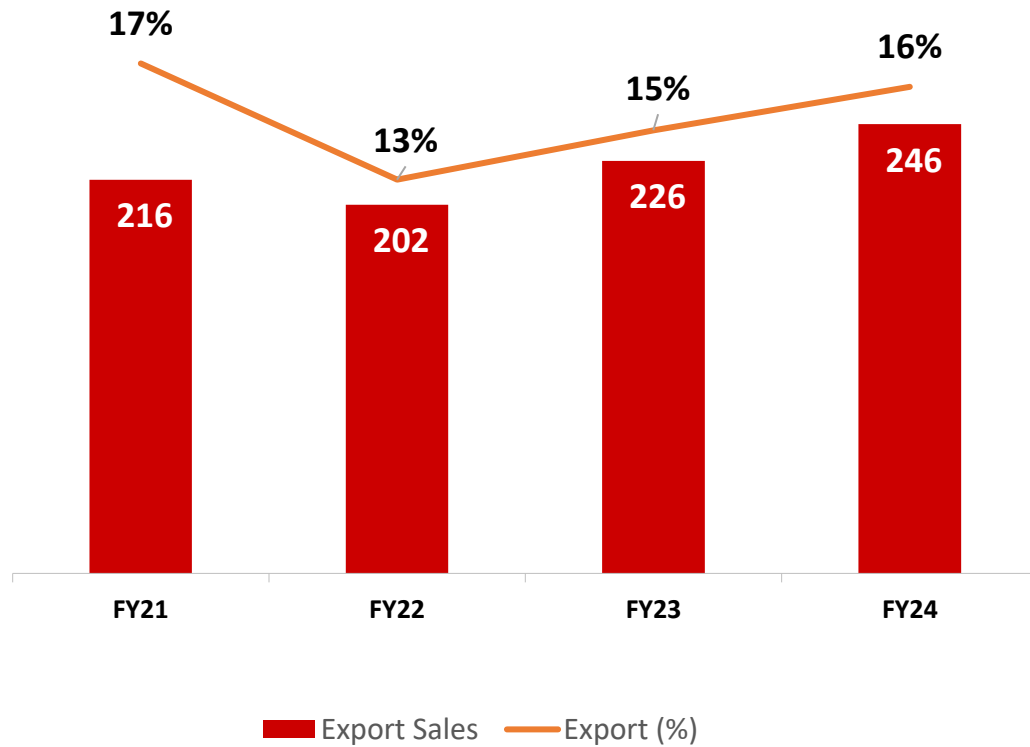
FY24 – Consolidated Balance Sheet



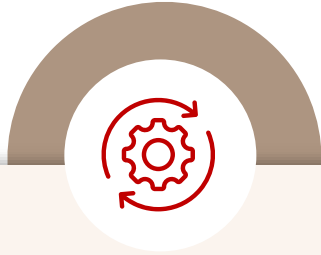
Particulars (₹ crore)	FY23	FY24
Assets		
Fixed Assets	562.96	767.52
Other non-current assets	50.87	35.19
Inventory	255.04	267.13
Investments	13.01	21.02
Trade Receivable	417.34	405.01
Cash and cash equivalents including Bank Balance	210.33	57.02
Total current assets	1,127.68	1,100.45
Total Assets	1,921.69	1,906.84

Particulars (₹ crore)	FY23	FY24
Equity		
Equity share capital	126.75	126.75
Tangible Net worth	1,277.35	1,279.97
Liabilities		
Non-current liabilities		
(i) Long-term Borrowings	89.92	131.52
(ii) Other non-current liabilities	7.17	10.30
Total non-current liabilities	97.08	141.82
Current liabilities		
(i) Short-term Borrowings including current maturities	136.59	116.69
(ii) Trade Payables	304.72	275.18
(ii) Other liabilities	105.95	93.18
Total current liabilities	547.26	485.05
Total Equity and Liabilities	1,921.69	1,906.83

CONSOLIDATED EXPORTS AS PERCENTAGE OF SALES



FY24 – Key Business, Operational and Financial Result Highlights



Operational Performance

- ▶ In FY24, the capacity utilization stood at 56%.
- ▶ In FY24, export revenue stood at ₹ 246 Cr and contribute 16% of the revenue.
- ▶ In FY24, domestic revenue stood at ₹ 1,271 Cr and out of which West (51%), North (19%), South (19%) and East (11%).
- ▶ In FY24, Ceramic Tiles production volume increased by 9% to 29.94 MSM and in Q4FY24 decreased by 4% to 7.33 MSM.
- ▶ In FY24, Marble & Quartz production volume decreased by 2% to 0.86 MSM and in Q4FY24 increased by 17% to 0.27 MSM.
- ▶ In FY24, revenue from Sanitaryware was ₹ 39 Cr



Financial Performance

- ▶ In FY24, revenue from operation decreased by 2% to ₹1,531 Cr.
- ▶ In FY24, EBITDA increased by 175% to ₹ 51 Cr due to marginal softening in gas prices and raw material prices.
- ▶ In FY24, PAT increased by 77% to ₹ -20.07 Cr.



Business Performance

- ▶ Average gas cost for FY24 was ₹ 39.40/scm as compared to ₹ 53.09/scm in FY23.
- ▶ Average propane gas cost for FY24 was ₹ 57.48/kg as compared to 63.22/kg in FY23.
- ▶ The Company is constantly coming up with new products by using latest technology like Robotech Technology.
- ▶ The Company has also proposed Scheme of Arrangement to bring various production facility of subsidiary/outourcing companies under the umbrella of AGL.
- ▶ Commercial Production started in both the new facility at Morbi i.e. in Future Ceramics Private Limited and AGL Sanitaryware Private Limited.



Overview on Business Segments

Ceramic Tiles - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Tiles market



Product Basket:

Ceramic Tiles (Wall & Floor)

Wall Tiles, Polished Porcelain,
Tuff Guard Floor

Polished Vitrified Tiles

(PVT) & Double Charge (DC) Soluble
Salt, Twin Charge, Double Charge,
(Jumbo & Imperio)

Glazed Vitrified Tiles (GVT)

Grestek, Hardstone, MarbleX, Splendour
Series, XXL Series, Slimgres, Marvel Series

Outdoor Tiles

(Heavy duty Vitrified Tiles)
Grandura +, Eco Blanco Roof Tiles

AGL Advantage:

- ▶ Innovation, reliability, adaptability, competitive pricing, commitment to quality serve as the cornerstones of propelling business growth in this segment.
- ▶ Strategic emphasis is on building a differentiated portfolio with alluring designs that meet evolving customer preferences.

AGL'S Presence in Tiles

- 2001**
Manufacturing since
- 2023**
Started trading activity of Large Slab tiles products in UAE
- 100+**
Countries of export
- 1,58,920 sq.mtrs**
Daily tile mfg capacity from 10 plants
- 29.94 mn sq.mtrs**
Total Production in FY24

Company has entered into Joint Venture Agreement ("JVA") with various individuals of Nepal and incorporated new company namely Nepovit Ceramic Pvt Ltd. as an Joint Venture Company ("JVC") to set up wall tiles manufacturing unit in Nepal for which the Company has made required initial investment as per JV Agreement.

Manufacturing Presence:

AGL OWN PLANTS

- ▶ Dalpur (GVT and Wall)
- ▶ Dholka (Wall)
- ▶ Idar (Floor)

AGL SUBSIDIARY PLANTS

- ▶ Crystal Ceramics, Mehsana (GVT)
- ▶ Gresart Ceramica, Morbi (Digital Wall)
- ▶ Future Ceamic, Morbi (Large Format GVT)

OUTSOURCING PLANTS

- ▶ Adicon Ceramica, Morbi (Mega Slab plant)
- ▶ Affil Vitrified, Morbi (GVT)
- ▶ Ivanta Ceramics, Morbi (Wall)



Location	Production Capacity
Morbi	29.48 mn sqm
Himmatnagar	5.94 mn aqm
Idar	2.84 mn sqm
Dholka	2.31 mn sqm
Mehsana	11.88 mn sqm

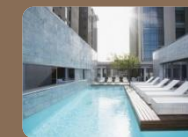
End User Industry Application



Real Estate



Residential



Hospitals



Institutional

Ceramic Tiles – Operational and Financial Performance



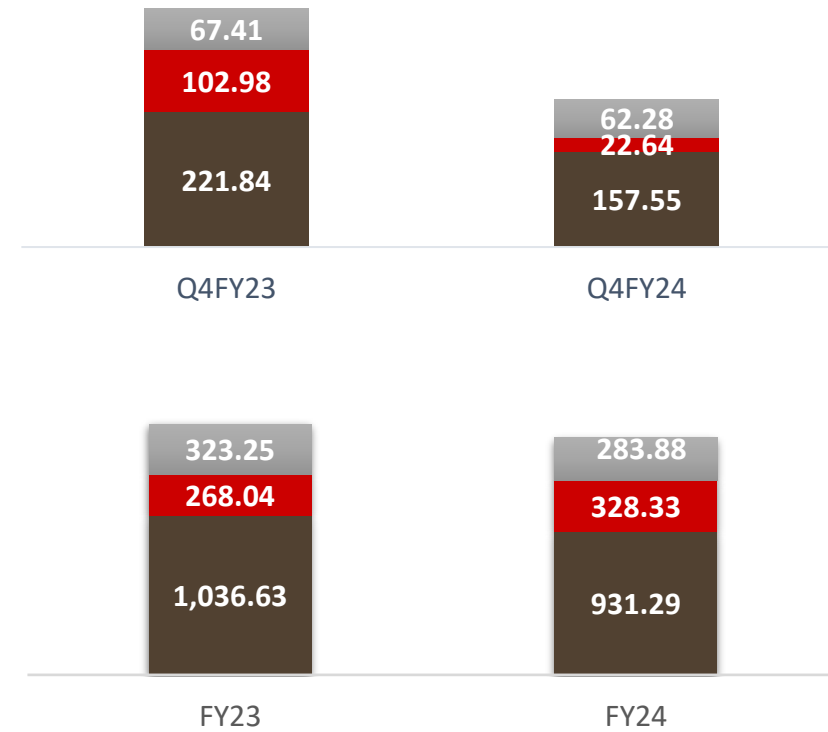
Production Volume Data

Million Sq.Mtr



Revenue Break Up

Rs. In Crore



Ceramic Tiles – Niche Products



**STYLEX
BLAZED VITRIFIED
TILES**



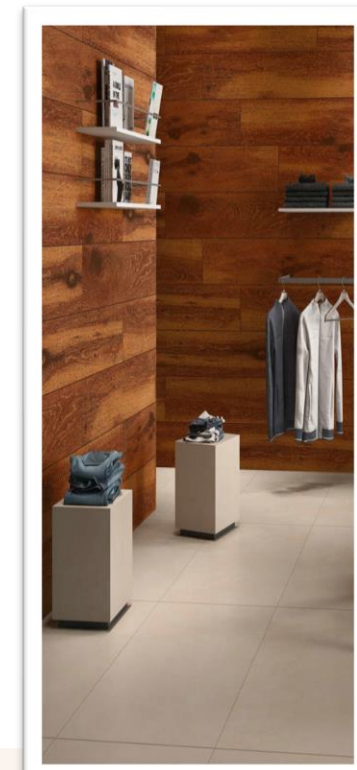
**GRESTEK
MARBLEX**



**GRESTEK
DIGITAL GLAZED
VITRIFIED TILES**



**POLISHED
VITRIFIED TILES**



**NATURAL
WOODEN PLANKS**



**SOLAR REFLECTIVE
ROOF TILES**

Marble & Quartz - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Marble & Quartz market



Product Basket:

Marble

Multi-colored Marble, Marble, Imported Natural Marble, Onyx Marble

Quartz

Multi-colored Quartz, EStone

AGL Advantage:

- ▶ The exceptional durability and scratch resistance of our marble and quartz, surpassing that of granite, has given our products a unique edge. With a superior surface hardness and minimal porosity, our marble and quartz find high application in households, educational institutions and medical facilities, offering heightened resistance to bacterial growth.
- ▶ We are a leader in this segment within India and have a growing presence in the global market.

AGL'S Presence in Marble and Quartz

- 2009 Marble Manufacturing since
- 2011 Quartz Manufacturing since
- 2022 Quartz products started in USA
- 2023 Started trading activity of Marble products in UAE
- 10 Countries of export
- 6,100 mn sq.mtrs Daily marble and quartz manufacturing capacity from 3 plants
- 0.86 mn sq.mtrs Total Production in FY24

Demand for Quartz increase in overseas market due to growing demand in Electronics & Semiconductor Industries, Hospitality, Real Estate, Residential and Institutional.

Manufacturing Presence:

AGL OWN PLANTS

- ▶ AGL OWN PLANTS
- ▶ Dalpur (Marble)
- ▶ Dalpur (Quartz)

AGL SUBSIDIARY PLANTS

- ▶ Amazoone, Dalpur (Quartz)



GUJARAT

Himmatnagar 2.02 mn sqm

Production Capacity

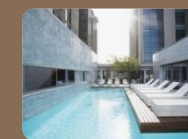
End User Industry Application



Real Estate



Residential



Hospitality



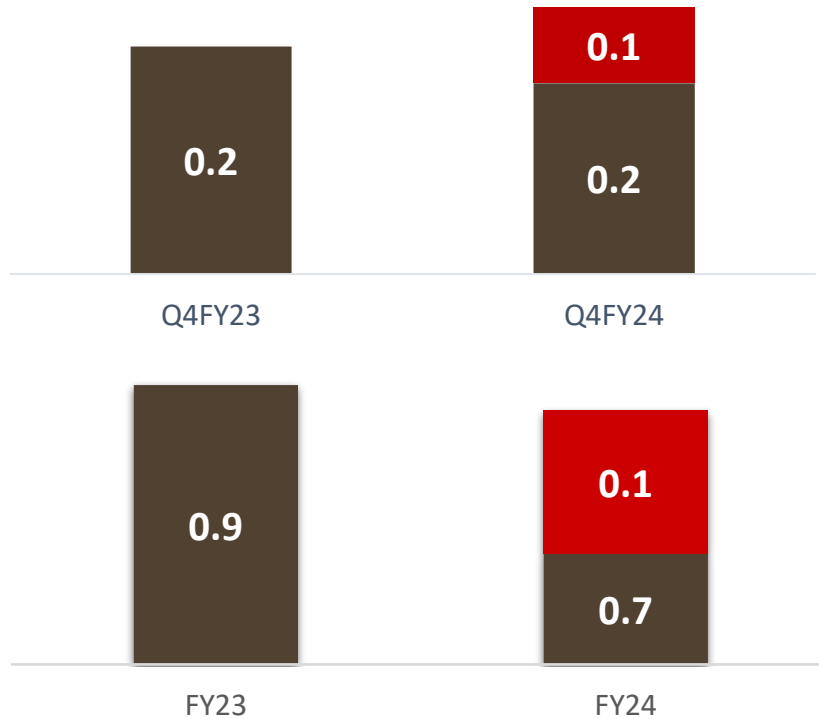
Institutional

Marble & Quartz - Operational and Financial Performance



Production Volume Data

Million Sq.Mtr

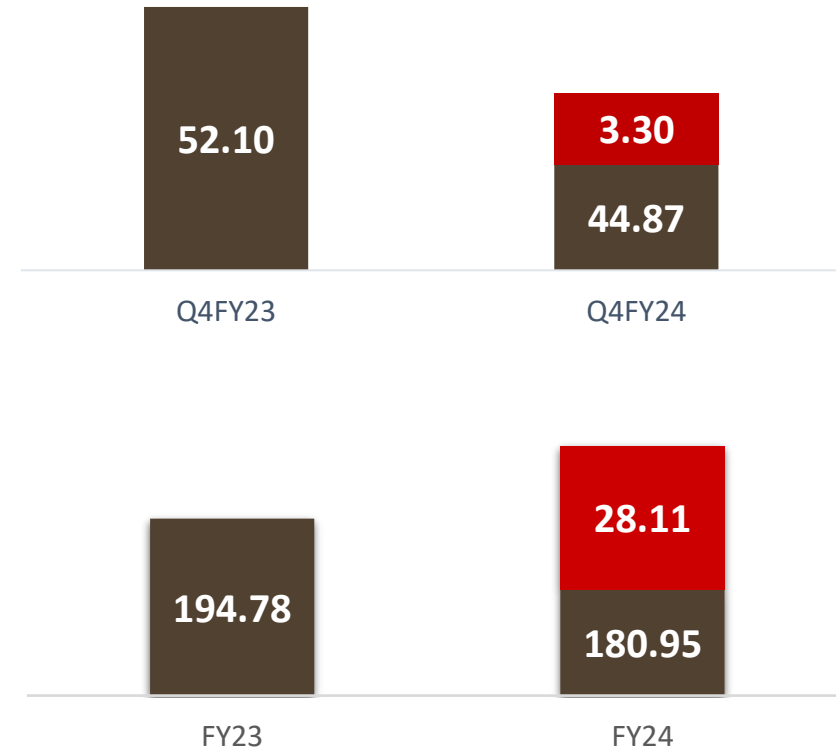


Subsidiary

Own Manufacturing

Revenue Break Up

Rs. In Crore



Sanitaryware & Bathware - Business Overview



Product Basket:

Sanitaryware

Water Closets, Basins, Urinals, Cisterns,
Seat Covers

Faucets & Bath Fittings, Taps

Bathroom Accessories, Showers, Allied
Items

AGL Advantage:

- ▶ Foray into bathware enabled a strategic diversification of product portfolio
- ▶ Previously reliant on third-party vendors and contract manufacturing, the establishment of new sanitaryware plant has propelled another phase of growth for Asian Tiles

AGL'S Presence in Bathware

- **Oct 2023**
Manufacturing since
- **10**
Countries of export
- **2,000 Pieces**
Daily Bathware manufacturing capacity
- **0.18 mn pieces**
Total Production in FY24

Company has a vision to be among top player in the sanitaryware space with the launch of its first plant and expects turnover of around Rs. 400 crore from Sanitaryware & Bathware division in five years

Manufacturing Presence:

AGL OWN PLANTS

- ▶ Currently being sourced from partners under sourcing agreements

AGL SUBSIDIARY PLANTS

- ▶ AGL Sanitaryware, Morbi



Production Capacity

0.66 mn pieces

End User Industry Application



Real Estate



Residential



Hospitals



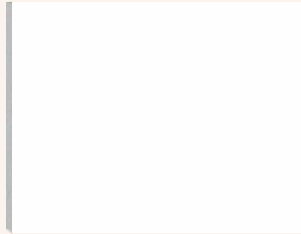
Institutional

Product Innovation



1st to Introduce
Full Body tiles in India

WORLD'S WHITEST



1st to Introduce
World's Whitest Cararra
White Double Charge
Vitrified tiles



1st to Introduce
Grestek XXL Large format
tiles 800x1200mm



1st to Introduce
World's 1000x1000mm
Jumbo Double Charge
Vitrified Tiles



1st to Introduce 30 mm
thickness Quartz stone
with own manufacturing
of Engineered Marble &
Quartz stone in India



Introduced 16mm Thick
Heavy Duty Vitrified tiles
Grestek Hardstone



1st to Introduce 300x900 mm
Large Format
Wall & Vitrified tiles



1st to Introduce 6.8 mm
Slimgres tiles



1st to Introduce
1600x3200 mm Large Slab

Manufacturing Facilities



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OWN PLANTS

AGL Dalpur Plant (Wall Tiles)



AGL Dalpur Plant (GVT)



AGL Dalpur Plant (Marble & Quartz)



AGL Idar Plant (Floor Tiles)



AGL Dholka Plant (Wall Tiles)



SUBSIDIARY

Amazone Dalpur Plant (Quartz)



Crystal Mehsana Plant (GVT)



GRESART Morbi Plant (Digital Wall Tile)



Future Ceramics Morbi (GVT)



OUTSOURCING

Associate Morbi Plant (Affil)



Associate Morbi Plant (Ivanta)



Associate Morbi Plant (Adicon)





**Business Presence /
Customers**

Multi-model approach to reach each corner of the country and across the world



Dealer Network

02

2,700 Dealers and Sub-Dealers across 35 states and union territories representing our retail presence

Franchise Network

03

235+ Exclusive Franchise Partners across states and union territories with 14,000+ touch points

Own Display Centers

04

12 Company Owned Display Centers across India

Subsidiaries

05

Company Owned 14 subsidiaries including in US & Dubai

Marquee Corporate, Institutional and Projects Clientele



Government Projects



Builders

Corporates



Banks



Apparel



Multiplex



Hotels



Eatery Brands





Brand Visibility: Approach, Initiatives and Practice

Our Brand Ambassador Ranbir Kapoor



Premium
ka Pappa



Advertisement - Focused and Strategic



Premium
*ka*Pappa



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



1.5 Million Followers *



49.9 k Followers *



5.5 k Followers *



22.3 k Followers *

- ▶ Company has signed renowned Bollywood Star Ranbir Kapoor as a Brand Ambassador for AGL brand.

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

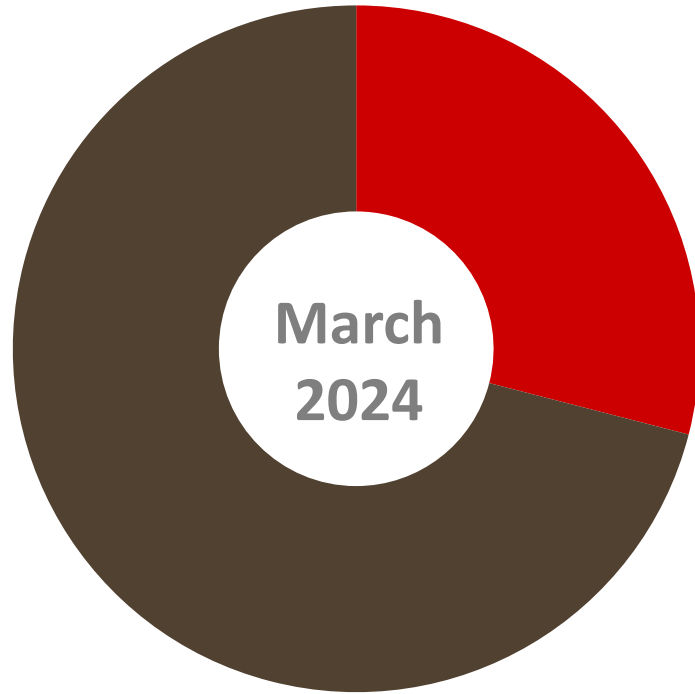
Asian Granito is the highest followed Tiles Brand on Facebook in India

* As on 22nd May 2024



Shareholding Pattern

Shareholding Pattern



■ PROMOTER	29.02%
■ Public	70.98%

NSE Ticker	ASIAN TILES
BSE Ticker	532888
Share Price (₹)^	57.15
Market Cap (₹ Mn)^	7,243
% Free Float^	70.98%
Free float market cap (₹ Mn)^	5,141
Shares outstanding^	12,67,45,316
3M ADTV (Shares)	12,30,271
3M ADTV (₹ Mn)	82.72
Industry	Ceramics

Source: NSE, ^As on 31 March 2024

Investment Rationale



State-of-the-art manufacturing:

The Company's success lies in its state-of-the-art manufacturing units equipped with advanced technology, high-end machinery, and cutting-edge testing equipment from Italy, China, India and beyond. The facilities are multipurpose, providing the flexibility to manufacture various product sizes and customize their portfolio to meet evolving customer demands without substantial capital investments.



Customer Outreach:

The Company's customer outreach spans over 14,000+ touchpoints across 35 states and union territories in India. This encompasses 2,700+ dealers and sub-dealers, 235 exclusive franchise stores, and 12 Company-owned display centers.



Innovative Products:

As a key player in the Indian ceramic industry, company aim to capture a higher market share by continuous product development and introducing new designs that align with customer requirements and evolving market trends.



People Strength:

Company has a passionate and talented team of employees who are steered by the experience and vision of our senior leadership and promoters.



Competitive Pricing:

The Company focus on strategic pricing to enable their trade partners to optimize their profit margins and effectively compete in their markets.



Strengthened Supply Chain:

Through the implementation of various measures, company fortified their supply chain, ensuring swifter deliveries and reliable service.



Enhanced Quality Control:

Reinforcing the commitment to achieving zero defect deliveries, company focus on quality measures across the value chain.



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Contact us

ASIAN GRANITO INDIA LIMITED

(ISIN: INE022I01019; NSE: ASIANTILES; BSE: 532888)

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Thank you