

Asian Granito India Ltd.

Regd. & Corp. Office:

202, Dev Arc, Opp. Iskcon Temple, S. G. Highway,
Ahmedabad-380015. Gujarat, India.

Tel.: +91 79 66125500/698,

Fax.: +91 79 66125600/66058672

info@aglasiangranito.com • www.aglasiangranito.com

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: 532888

Scrip Code: ASIANTILES

Dear Sir,

Subject: Media Release - Asian Granito India Limited announces Financial Results for Second Quarter ended September, 2019.

With reference to the captioned subject, please find enclosed herewith Media release regarding Asian Granito India Ltd.

p

This is in compliance with Regulation 30 of SEBI (LODR) Regulations, 2015.

Please take note of the same.

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.

Kamlesh B. Patel
Chairman and Managing Director
DIN: 00229700



Encl.: As above



FOR IMMEDIATE RELEASE

EARNINGS RELEASE

Date: 12th November, 2019

Asian Granito India Limited announces Financial Results for Second Quarter ended September 2019

Net Sales for Quarter ₹ 356.90 crores, Up 26.3% YoY

Profit after Tax for Quarter ₹ 12.61 crores, Up 183.3% YoY

Exports for Quarter ₹ 52 crores, Up 79% YoY

November 12, 2019: Asian Granito India Limited (AGIL), manufacturer of one of India's leading tiles brand has reported an excellent financial performance in second quarter (July-September). On 20% sales growth in domestic market, 80% rise in exports and 179 bps improvement in EBITDA margin, AGIL has reported 183% rise in net profit at ₹ 12.61 crores for the quarter ended September 2019 as against net profit of ₹ 4.45 crores in the corresponding period of previous fiscal.

Financial Highlights (Consolidated)

| | Q2 FY20 | Q2 FY19 | Y-O-Y | 6MFY20 | 6MFY19 | Y-O-Y |
|------------------------|---------|---------|---------|--------|--------|---------|
| Net Sales (₹ Cr) | 356.90 | 282.52 | 26.3% | 668.94 | 521.22 | 28.3% |
| EBITDA (₹ Cr) | 29.16 | 18.03 | 61.7% | 63.41 | 38.47 | 64.8% |
| EBITDA Margin (%) | 8.17 | 6.38 | 179 bps | 9.48 | 7.38 | 210 bps |
| Net Profit (₹ Cr) | 12.61 | 4.45 | 183.3% | 23.80 | 10.30 | 131.1% |
| PAT Margin (%) | 3.53 | 1.58 | 195 bps | 3.56 | 1.98 | 158 bps |
| Earnings per share (₹) | 4.23 | 1.48 | 186% | 7.98 | 3.42 | 133% |

As a result of expansion in geographical reach in domestic markets, relentless focus on exports and sustained marketing, the Net sales for the quarter ended September 2019 at ₹ 356.90 crores was higher by 26.3% over previous fiscal's same period net sales of ₹ 282.52 crores. EBITDA for the quarter ended September 2019 was reported at ₹ 29.16 crores (EBITDA Margin at 8.17%) as compared to ₹ 18.03 crores ((EBITDA Margin at 6.38%) in the corresponding period last year. This is mainly because of improvement in average realization of our high margin products, efficient product mix, production efficiency and higher capacity utilization. The Earning EPS was at ₹ 4.23 per share for Q2FY20.

Commenting on the results and performance, Mr. Kamlesh Patel, Chairman and Managing Director said, "It gives immense satisfaction for the Board of Directors to present the second

quarter results for Financial Year 2020. The company's performance during the quarter has been quite remarkable amidst the challenging economic scenario prevailing in the country. AGIL has started improvising and incorporating various measures along with cost-effective strategies to improve operational efficiency, ensuring focus on premium tiles segments, Marble & Quartz division and increasing our retail footprint across different regions."

On exports and pricing environment during the quarter, Mr. Patel added. "We are witnessing good traction in overseas markets and our export business stands at 15 % of total revenues in Q2FY20 vs. 10% in the same quarter FY 2019. We have witnessed a considerable jump in the export business in Q2FY20. Average price realization has improved by 15% during the quarter and capacity utilisation was at 75% in Q2FY20."

The Promoter group shareholding was 34.10% as on 30th September 2019. On business front, the company looks to strengthen its identity as the leader in the Indian ceramic industry by consistently introducing innovative and value-added products in the market to keep pace with its valued customers and the important initiatives are as follows:

- To leverage the synergies, the company has entered in sanitaryware to provide 'Complete Bathroom Solutions' under brand AGL.
- Company has launched 160 SKUs in Sanitaryware, including Wash Basins, Water Closets (WC), Urinals, etc. and will expand the product range gradually.
- Company has set a target to increase its touchpoints to over 10,000, expand the network of exclusive showrooms to 500 and achieve revenue target of ₹ 2,000 crores in the next couple of years.

About Asian Granito India Limited

Established in the year 2000, Asian Granito India Ltd. (AGIL) has emerged as India's leading home decor brand in a short span of two decades. The company manufactures and markets a wide range of Tiles, Engineered Marble and Quartz. AGIL products are synonymous with reliability, adaptability, innovation, quality consciousness and the company has created a strong brand identity, well recognized globally and loyal customer following across segments.

Ranked amongst the top 4 ceramic tiles companies in India, AGIL has achieved nearly 40 times growth in its production capacity, from 2,500 square meters per day in the year 2000 to nearly 94,000 square meters per day, as of now. AGIL was also the only tiles company to be acknowledged in the Vibrant Gujarat Summit 2015 for phenomenal growth.

The Company has 10 state-of-the-art manufacturing units spread across Gujarat and 300+ exclusive showrooms, 13 display centers across India. Further, the company has an extensive marketing and distribution network.

The company looks to strengthen its identity as the leader in the Indian ceramic industry by consistently introducing innovative and value-added products in the market to keep pace with its valued customers. Headquartered in Ahmedabad, AGIL is listed on NSE & BSE and reported net consolidated turnover of ₹ 1,186.7 crore in 2018-19. Company exports to more than 58 countries. (For more information, please visit: www.aglasiangranito.com)

For further details, contact:

Investor Relations

Kalpesh Thanki
Tel.: +91 79 6612 5500
Email: ir@aglasiangranito.com

Nikunj Seth
Tel.: +91 22 2300 5006
Email: nikunj@s-ancial.com