

**Asian Granito India Ltd.**

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— Beautiful Life —

Date: 06.08.2019

To,  
Corporate Relations Department,  
Bombay Stock Exchange Limited,  
2<sup>nd</sup> 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 Ltd Q1FY2020 Performance Highlights.

With reference to the captioned subject, please find enclosed herewith Media release regarding Asian Granito India Ltd Q1FY2020 Performance Highlights.

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

Kamleshbhai B. Patel  
Chairman and Managing Director  
DIN: 00229700





Media Release

## Asian Granito India Ltd Q1FY2020 Performance Highlights

Net Sales for Q1FY20 at Rs. 312 crore, Up 31% YoY

Profit after tax for Q1FY20 up by 91% YoY

### Financial Highlights (Consolidated)

	Q1 FY 19-20	Q1FY 18-19	Y-O-Y (%)	FY 2018-19
Net Sales (Rs. Cr)	312.0	238.7	31%	1186.7
EBITDA (Rs. Cr)	34.3	20.5	68%	86.5
EBITDA Margin (%)	11.0%	8.6%	244 bps	7.3%
Net Profit (Rs. Cr)	11.2	5.9	91%	20.6
PAT Margin (%)	3.6%	2.5%	113 bps	1.7%

August 6, 2019: Asian Granito India Limited (AGIL), one of India's leading tiles brand has reported a 91% rise in net profit at Rs. 11.2 crore for the quarter ended June 2019 as against net profit of Rs. 5.9 crore in the corresponding period of previous fiscal. Net sales for the quarter ended June 2019 at Rs. 312 crore were higher by 31% over previous fiscal's same period net sales of Rs. 238.7 crore. EBITDA for the quarter ended June 2019 was reported at Rs. 34.3 crore (EBITDA Margin at 11%) as compared to Rs. 20.5 crore ((EBITDA Margin at 8.6%) in the corresponding period last year. EPS was at Rs. 3.75 per share for the Q1FY20.

*Commenting on the results and performance, Mr. Kamlesh Patel, Chairman and Managing Director said, "We are pleased with the company's performance during the quarter. Company's efforts on improving operational and cost efficiency, focus on premium tiles products, Quartz and Marbles and increasing our retail presence and exports have started to show positive results. We have witnessed considerable jump in the export business in Q1FY20. Exports business stands at 27% of the total sales while domestic at 73% in Q1FY20. Average price realisation has improved by 5% during the quarter and capacity utilisation has increased to 75% in Q1FY20 from 65% in Q1FY19 contributed to the spectacular performance. Post NGT order we feel the worst is over for the industry in terms of pricing pressure and we expect to see a gradual recovery in terms of volume and value."*

Company also inaugurated its Largest - 25,000 sq feet tiles and Sanitaryware display showroom in Himmatnagar and received orders worth Rs. 175 crore in the dealer meet organised during June 16 - July 2. Promoter Group holds 34.11% as on June 2019 as compared to 33.12% in March 2019.

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. 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 touch points to over 10,000, expand the network of exclusive showrooms to 500 and achieve revenue target of Rs. 2,000 crore in the next couple of years.

**About Asian Granito India Limited: [www.aglasiangranito.com](http://www.aglasiangranito.com)**

Established in the year 2000, the Asian Granito India Ltd. (AGIL) has emerged as India's leading home decor brand. The company manufactures and markets a wide range of Tiles, Engineered Marble and Quartz. Trusted for reliability, adaptability, innovation, quality consciousness, the company has created a strong brand identity for itself which is well recognised globally.

Ranked amongst top 4 ceramic tiles companies in India, Asian Granito India Ltd has achieved nearly 40 times growth in its production capacity, from 2,500 square meters per day in the year 2000 to nearly 95 thousand square meter per day. 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. Company has an extensive marketing and distribution network which comprises of over

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 Rs. 1186.7 crore in 2018-19. Company exports to more than 58 countries.

For further information please contact:

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