

Asian Granito India Ltd.

Regd. & Corp. Office:

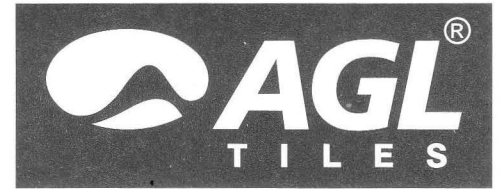
202, Dev Arc, Opp. Iskcon Temple, S. G. Highway,  
Ahmedabad-380015. Gujarat, India.

Tel.: +91 79 66125500/698,

Fax.: +91 79 66125600/66058672

info@aglasiangranito.com • www.aglasiangranito.com

CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 30.06.2020

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 and year ended on 31<sup>st</sup> March, 2020. It is also uploaded on the website of the Company [www.aglasiangranito.com](http://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



Kamleshbhai B. Patel  
Chairman and Managing Director  
DIN: 00229700

Encl.: As above

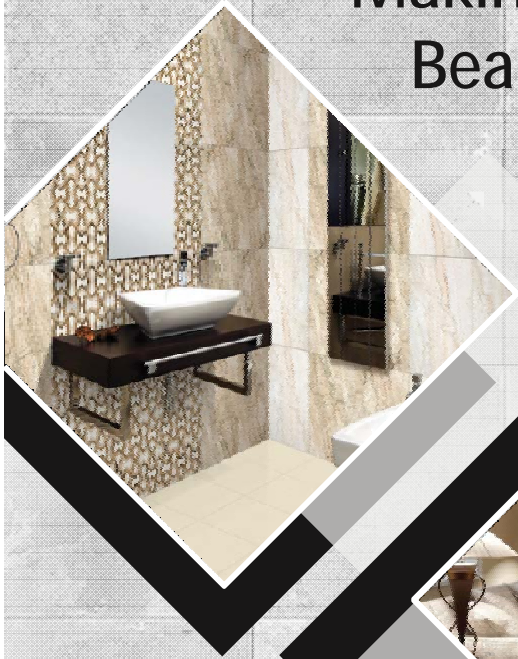


Asian Granito India Ltd.



*Beautiful Life*

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



Asian Granito India Ltd.

**INVESTOR PRESENTATION Q4 FY20**

[www.aglasiangranito.com](http://www.aglasiangranito.com)

## SAFE HARBOR



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Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forwardlooking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

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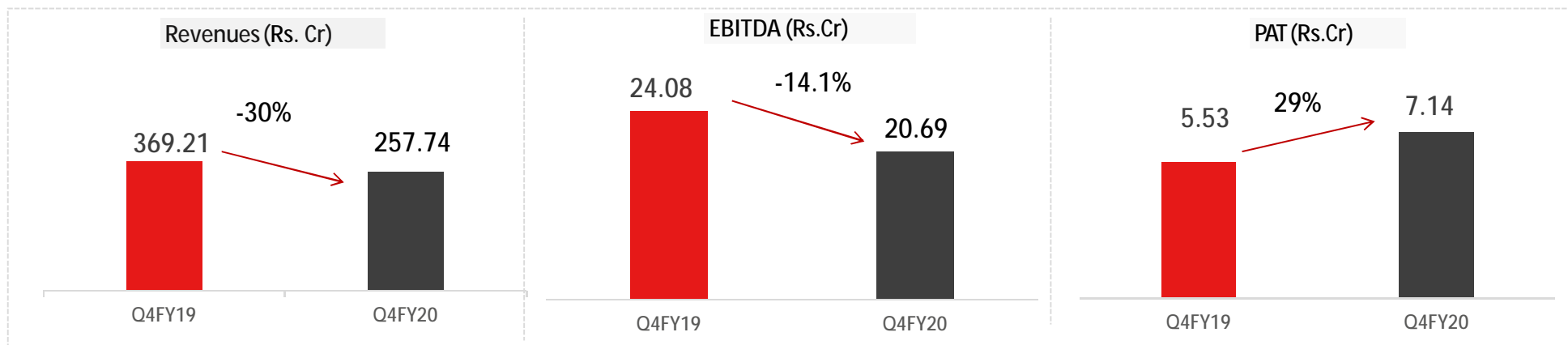


## Q4FY20 PERFORMANCE HIGHLIGHTS



- 1) Company's consolidated operational and financial performance for Q4 and FY20 remains in line with industry performance. However in FY2020 we are able to improve margin by controlling cost and improving the sales of high margin products i.e. Marble and Quartz.
  - 2) During the quarter, your company has witnessed a steady consolidated performance resulted increased in profitability by 29% y-o-y. Key reason for improving margins was on account of operational and cost efficiency along with cost control measure adopted by the management.
  - 3) Generally march remains key month for the revenue contribution, however lockdown resulted closure of the plant and logistic which resulted loss of sales. Hence company reported de-growth in sales for Q4FY2020 compared to last year same period.
  - 4) In Q4FY20 export of the Quartz to USA has also faced the challenges due to anti-dumping duty on quartz, which resulted halt of exports to USA. However we have seen positive development in Quartz for Indian Exports and duty has been reduced drastically on import of India Quartz Slab.
  - 5) Sanitaryware division have continued to show an upside trend in this quarter further strengthening our portfolio. The CP fittings and faucets launch in December was a great success with our dealer networks and we anticipate a solidarity response in demand. The company wishes to increase its dealer network base which will further boost the demand for our products.
  - 6) Your company during the quarter have taken up several cost restraining strategies as a result the overall consolidated EBITDA margins increased from 6.52% last year to 8.03% this year.
  - 7) In FY2020 our capacity utilization stood at around 83% which is higher compared to last year resulted rationalization of our fixed cost. AGIL has witnessed good traction in export business which stands at 15.7% of total revenues in Q4FY20 vs. 10.9% in the same quarter last year.
- Outlook: Company have resumed its operations smoothly in most part of the country across all its 9 plants, 13 offices & display center, Head office. Company's 260 showroom out of 300 plus showrooms across the country have opened up and started its normal functioning. We aim to achieve optimum production capacity very soon.
- The outlook for the company remains positive on the back of our product lines cementing their dominance in the domestic and export markets, better utilization levels and greater demand for high-value products. The company thrives to focus on key accounts and government projects which have seen healthy growth in subsequent quarters. The company continues to be competitive, innovative and looks forward to explore different avenues for its premium products across different geographies.

## CONSOLIDATED RESULTS SUMMARY – Q4FY2020



### Segmental Revenues (Rs .Cr)

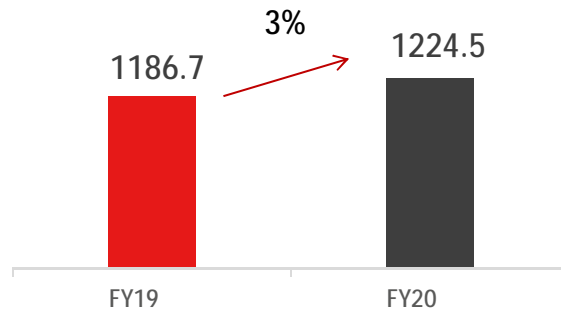
	Tiles	Marble	Quartz	Power Grace	Others
Q4FY19	264.2	27.3	52.5	4.4	5.0
Q4FY20	199.6	15.0	19.9	3.9	7.4*

\*Includes Sanitaryware

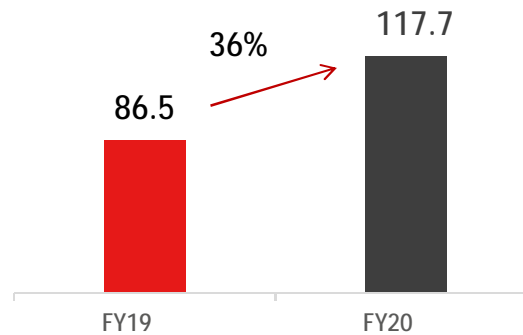
## CONSOLIDATED RESULTS SUMMARY – FY2020



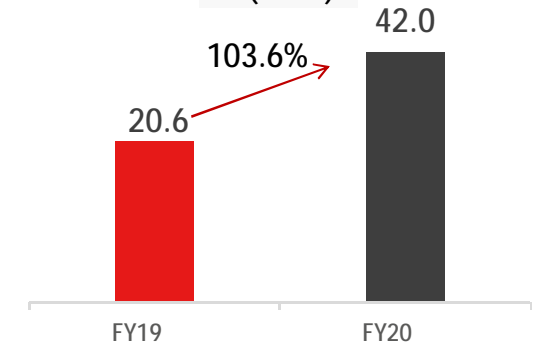
Revenues (Rs. Cr)



EBITDA (Rs. Cr)



PAT (Rs. Cr)



Segmental Revenues (Rs.Cr)

	Tiles	Marble	Quartz	Power Grace	Others
FY19	936.5	78.9	127.1	13.8	16.1
FY20	895.9	83.4	180.4	16.5	28.5*

\*Includes Sanitaryware

## CONSOLIDATED PROFIT & LOSS FOR Q4 & FY20



Particulars ( In Cr)	Q4FY20	Q4FY19	Y-o-Y	FY20	FY19	Y-o-Y
Revenue from Operations	257.7	369.2	-30%	1224.5	1186.7	3%
Total Raw Material	157.9	217.3	-27%	734.9	664.2	11%
Employee Expenses	24.9	26.3	-5%	108.5	109.9	-1%
Power & Fuel	28.4	50.1	-43%	130.1	166.7	-22%
Other Expenses	25.9	51.5	-50%	133.3	159.3	-16%
EBITDA	20.7	24.1	-14%	117.7	86.5	36%
EBITDA Margin (%)	8.0%	6.5%		9.6%	7.3%	
Other Income	2.5	2.2	15%	5.2	4.1	26%
Depreciation	6.3	6.7	-6%	30.8	27.3	13%
EBIT	16.9	19.6	-14%	92.1	63.3	45%
EBIT Margin (%)	6.6%	5.3%		7.5%	5.3%	
Finance Cost	9.7	10.6	-8%	37.4	34.7	8%
Exceptional Items	0.0	0.0	0%	0.0	0.0	0%
Profit before Tax	7.1	8.9	-20%	54.7	28.6	91%
Tax	0.8	3.4	-77%	11.1	9.8	13%
Profit After Tax	6.4	5.6	14%	43.5	18.7	132%
Other Comprehensive Income	0.1	-0.3	-131%	-0.2	-0.2	-11%
Total Comprehensive Income	7.1	5.5	29%	42.0	20.6	104%
Comprehensive Income Margin (%)	2.8%	1.5%		3.4%	1.7%	

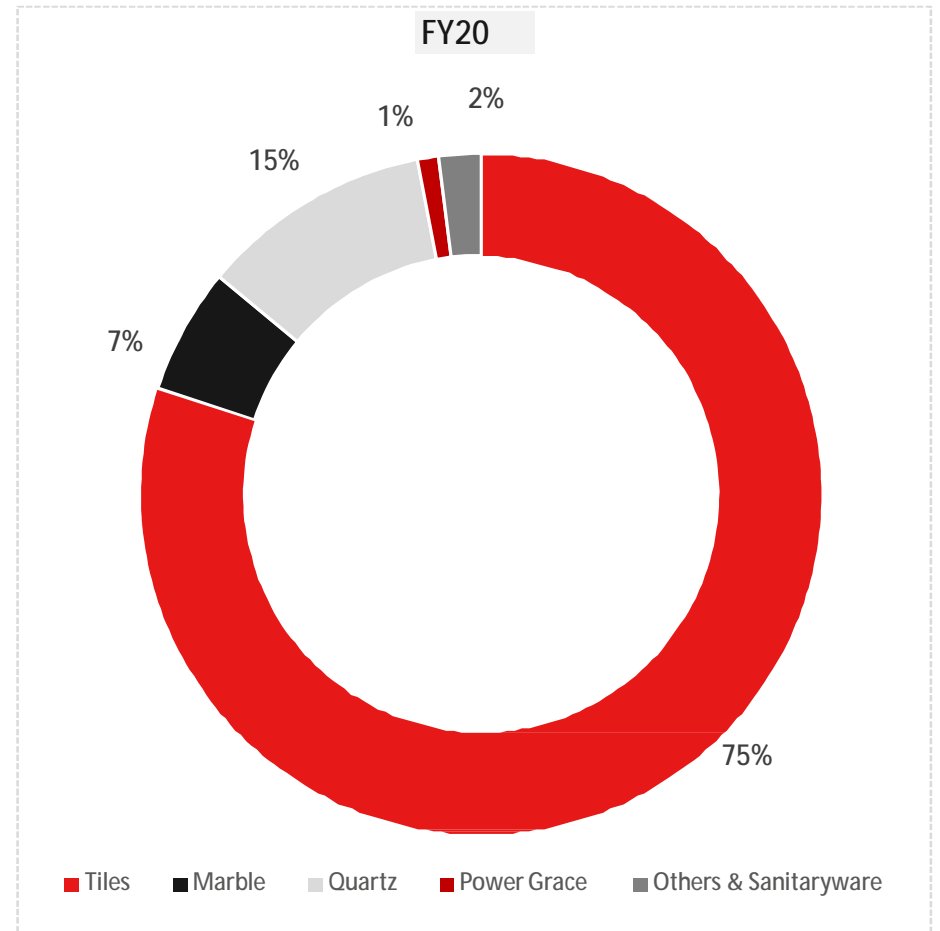
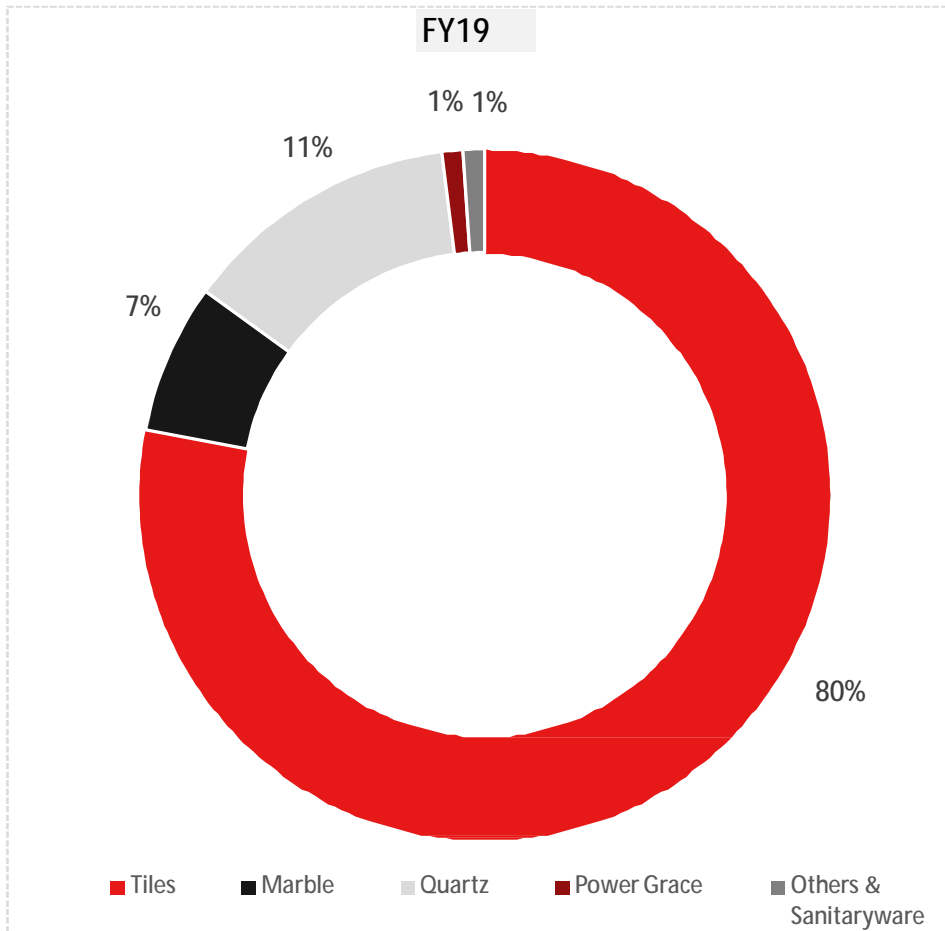


## STANDALONE PROFIT & LOSS FOR Q4 & FY20

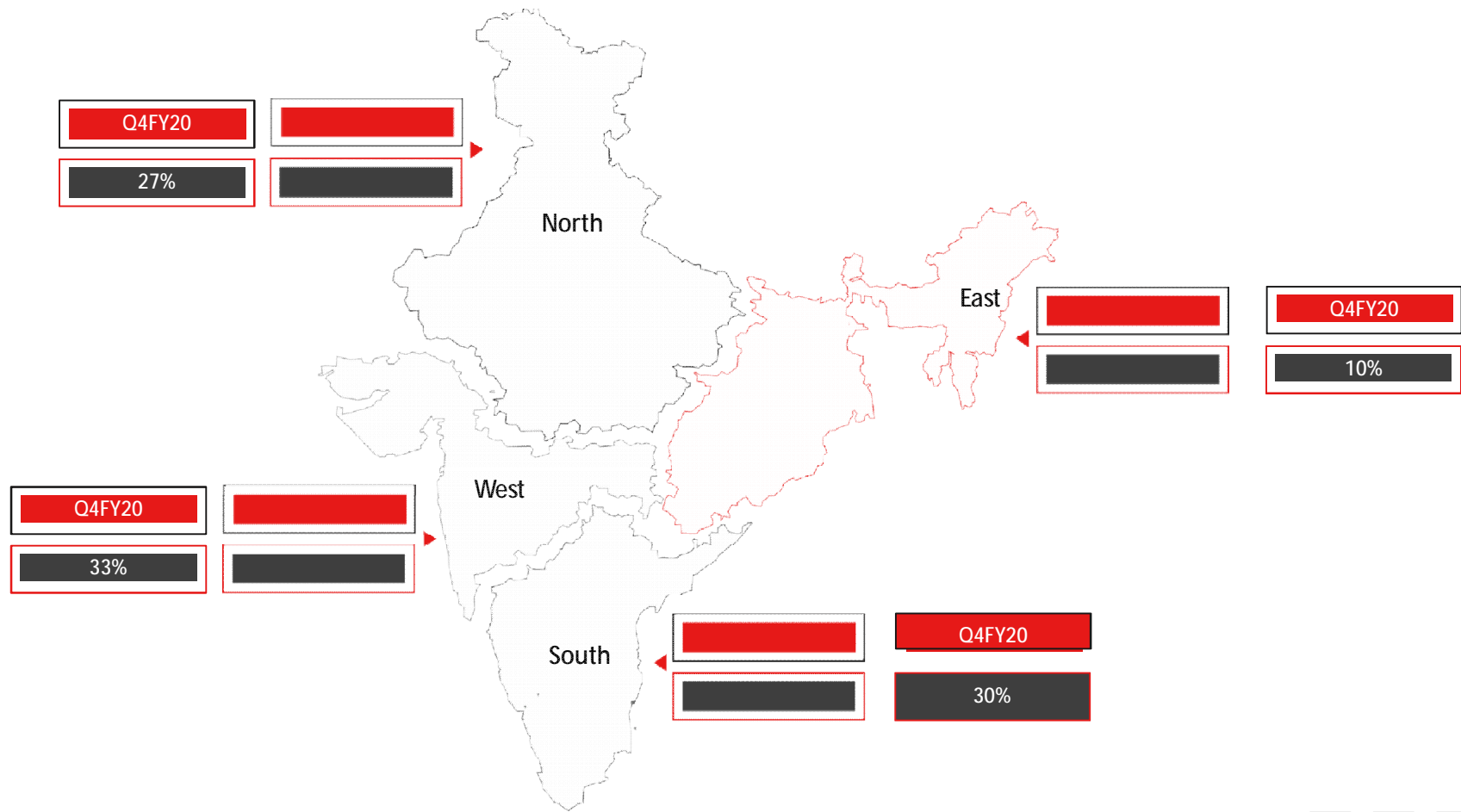


Particulars ( In Cr)	Q4FY20	Q4FY19	Y-o-Y	FY20	FY19	Y-o-Y
Revenue from Operations	217.1	303.1	-28%	1013.2	1005.1	1%
Total Raw Material	151.0	208.0	-27%	694.0	660.3	5%
Employee Expenses	19.1	19.0	0%	81.5	79.0	3%
Power & Fuel	15.4	26.8	-43%	70.6	99.8	-29%
Other Expenses	20.2	37.9	-47%	98.7	123.2	-20%
EBITDA	11.4	11.3	1%	68.3	42.8	60%
EBITDA Margin (%)	5.3%	3.7%		6.7%	4.3%	
Other Income	3.2	0.2		3.7	0.8	
Depreciation	3.5	4.4	-20%	18.1	16.6	9%
EBIT	11.2	7.2	56%	53.9	27.0	100%
EBIT Margin (%)	5.2%	2.4%		5.3%	2.7%	
Finance Cost	3.9	4.3	-10%	16.9	15.0	13%
Exceptional Items	0.0	0.0	0%	0.0	0.0	0%
Profit before Tax	7.3	2.9	154%	37.1	12.0	208%
Tax	1.6	0.9	64%	7.5	4.7	58%
Profit After Tax	5.7	1.9	199%	29.6	7.3	305%
Other Comprehensive Income	0.1	-0.2	-126%	-0.2	-0.3	-44%
Total Comprehensive Income	5.8	1.7	246%	29.4	7.0	322%
Comprehensive Income Margin (%)	2.7%	0.6%		2.9%	0.7%	

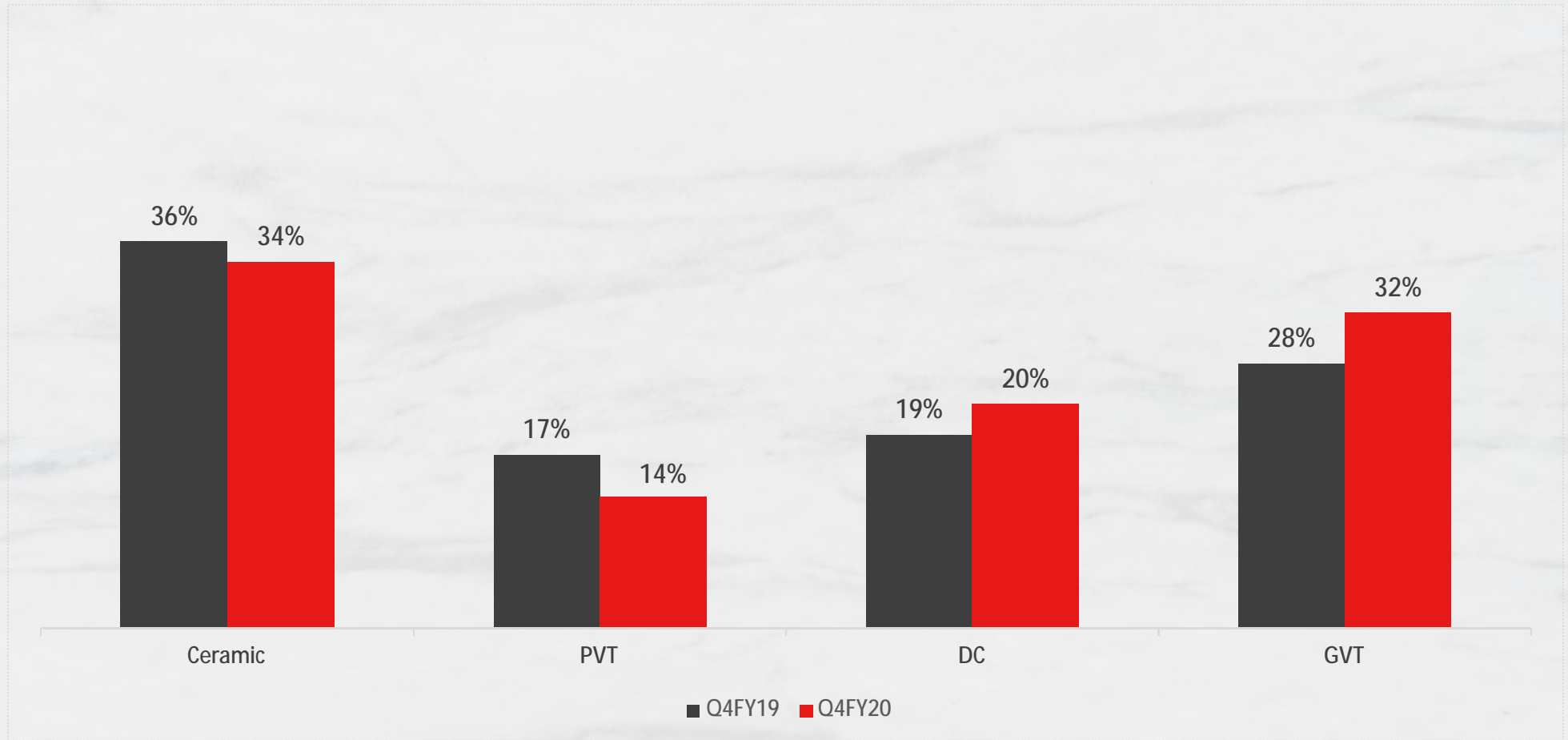
## CONSOLIDATED SEGMENTAL REVENUES (In %)



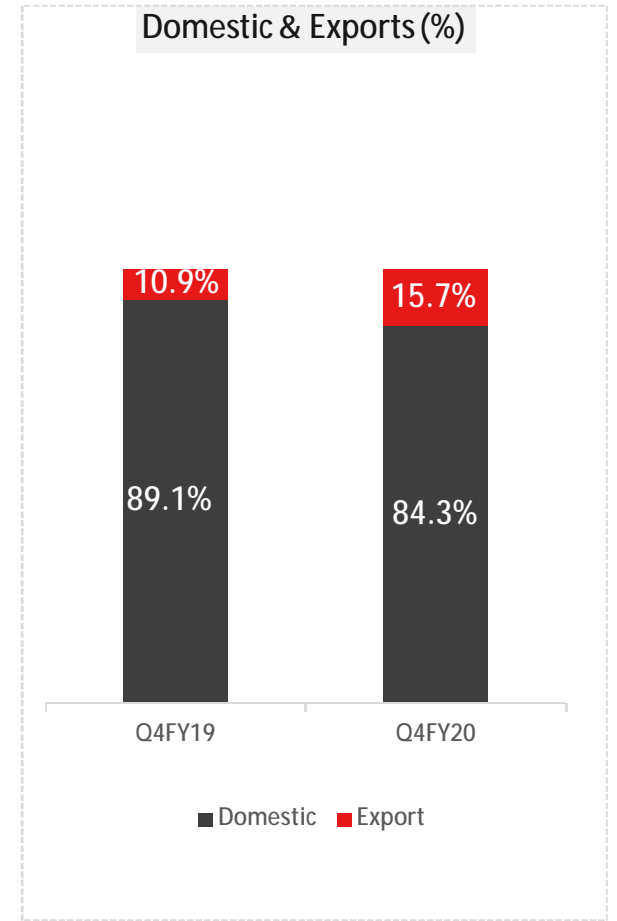
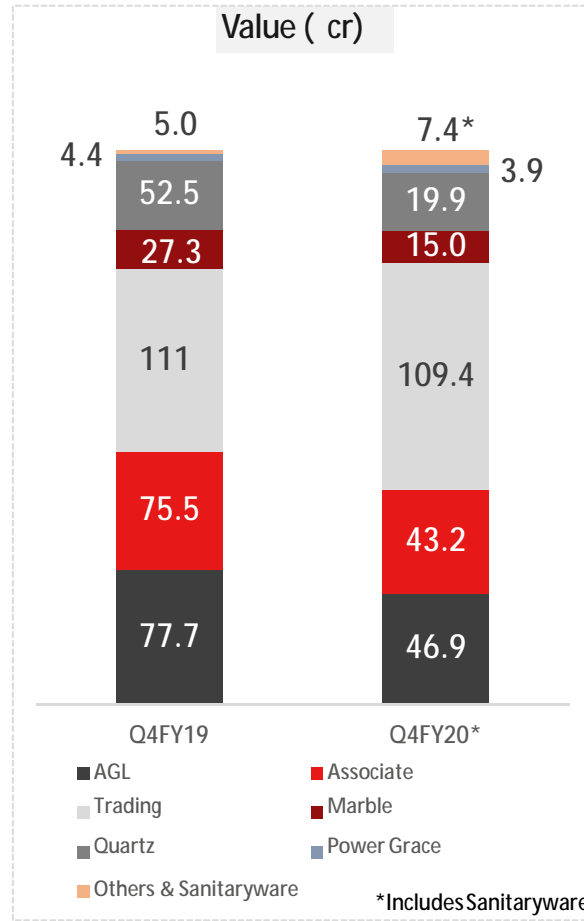
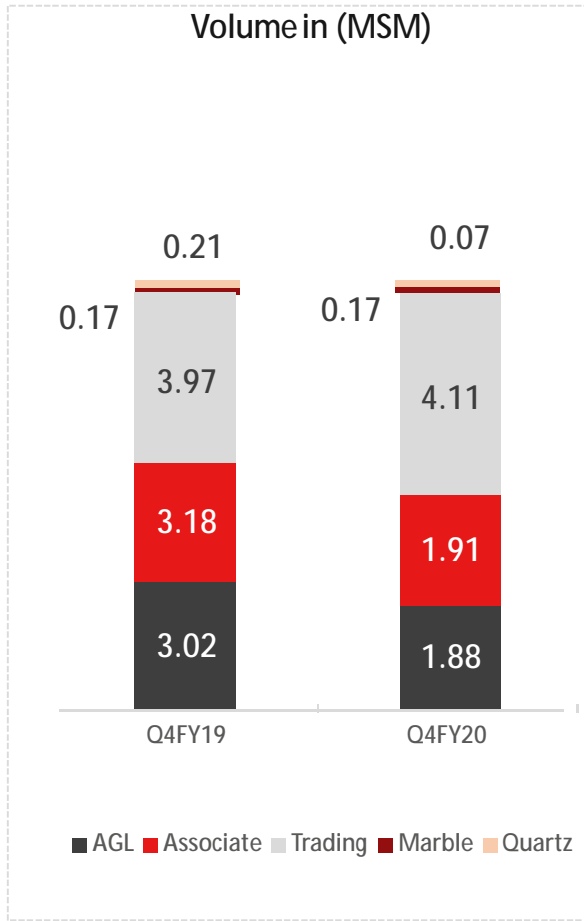
## GEOGRAPHICAL REVENUE BREAKUP (In %)



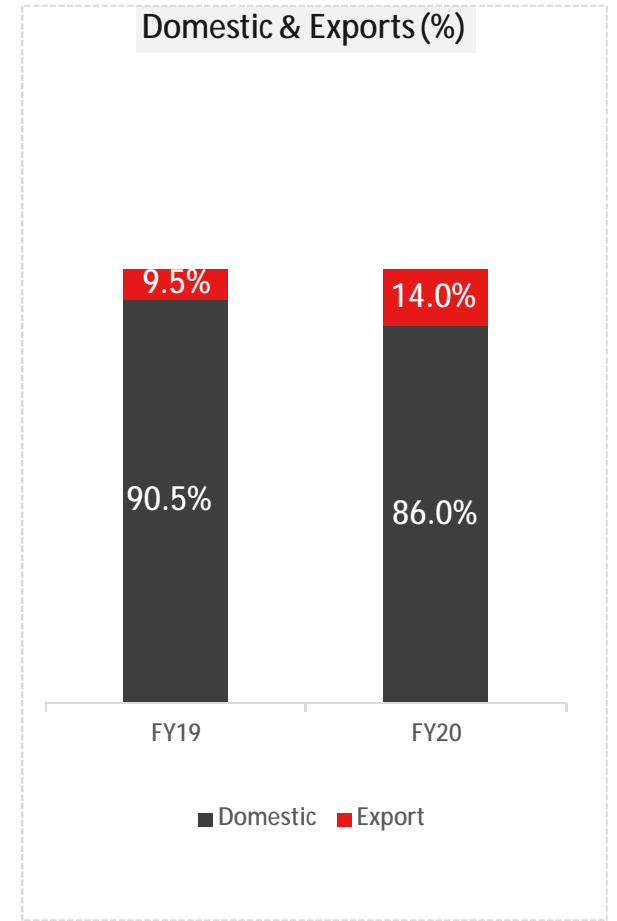
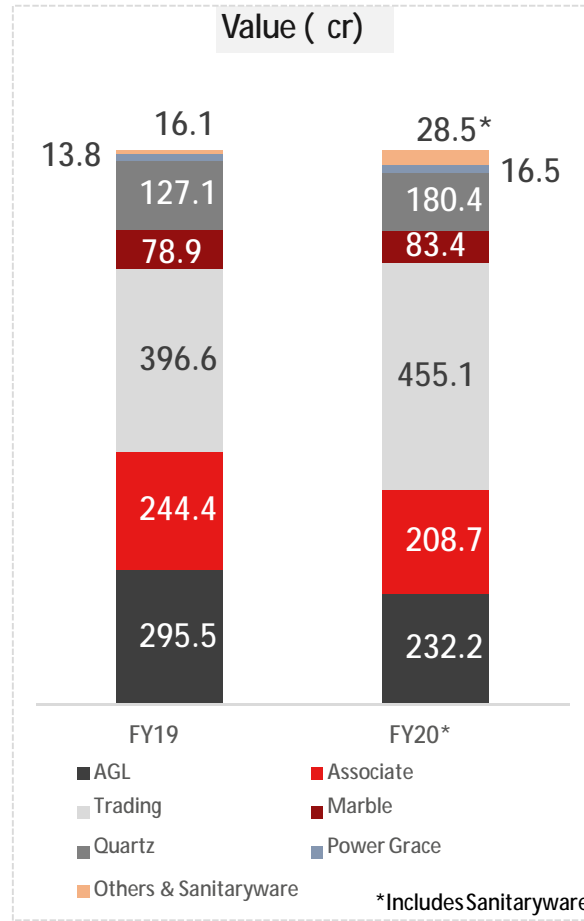
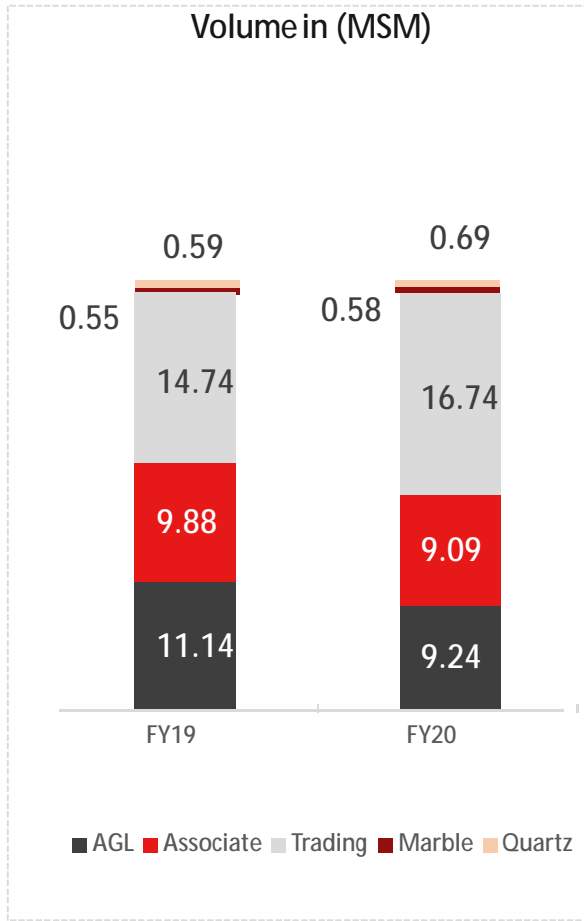
## CONSOLIDATED REVENUE BREAKUP OF TILES DIVISION



# CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR Q4FY20



# CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR FY20



## OUR IDENTITY



### Our Vision

Aspire to beautify the world by attaining global leadership through innovative ceramic products, customer delight and satisfying all stakeholders

Remain an undisputed leader in marble and quartz in India

### Big Hairy Audacious Goal

To achieve Sales of Rs. 6,000 Crores with 10% profitability by Year 2030

### Our Mission

Grow profitably across the AGL Group

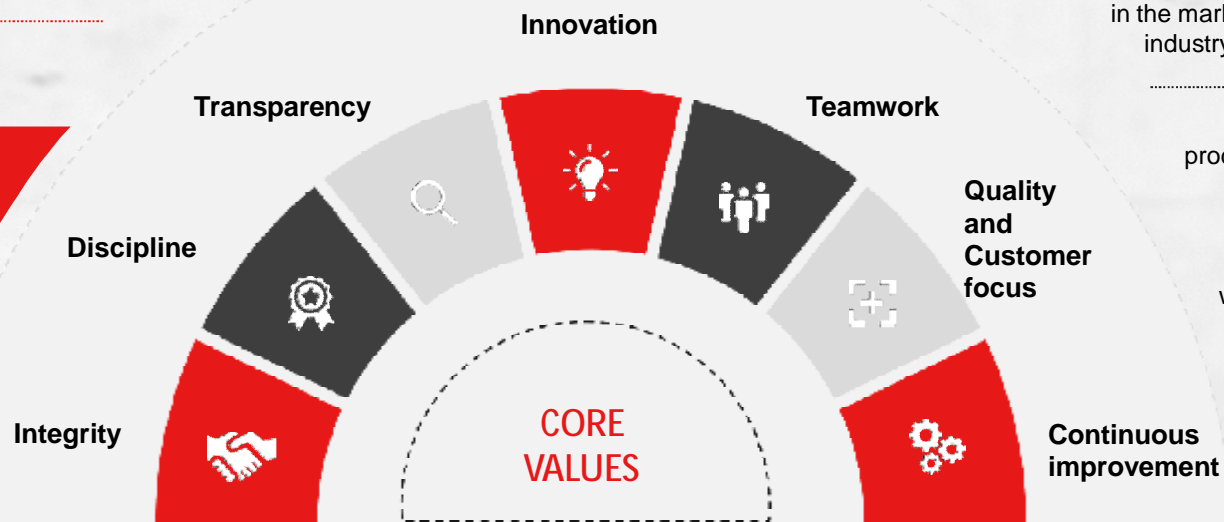
To be a pioneer in terms of ushering in the latest technologies and providing highest quality products



Create competitive advantage in the market and lead the industry by innovations

Create a healthy and productive work environment for all employees and associates

Empower communities for working towards a safe, clean and green environment



“ Ranked amongst the **Top**  
Ceramic Tile Companies in India ”

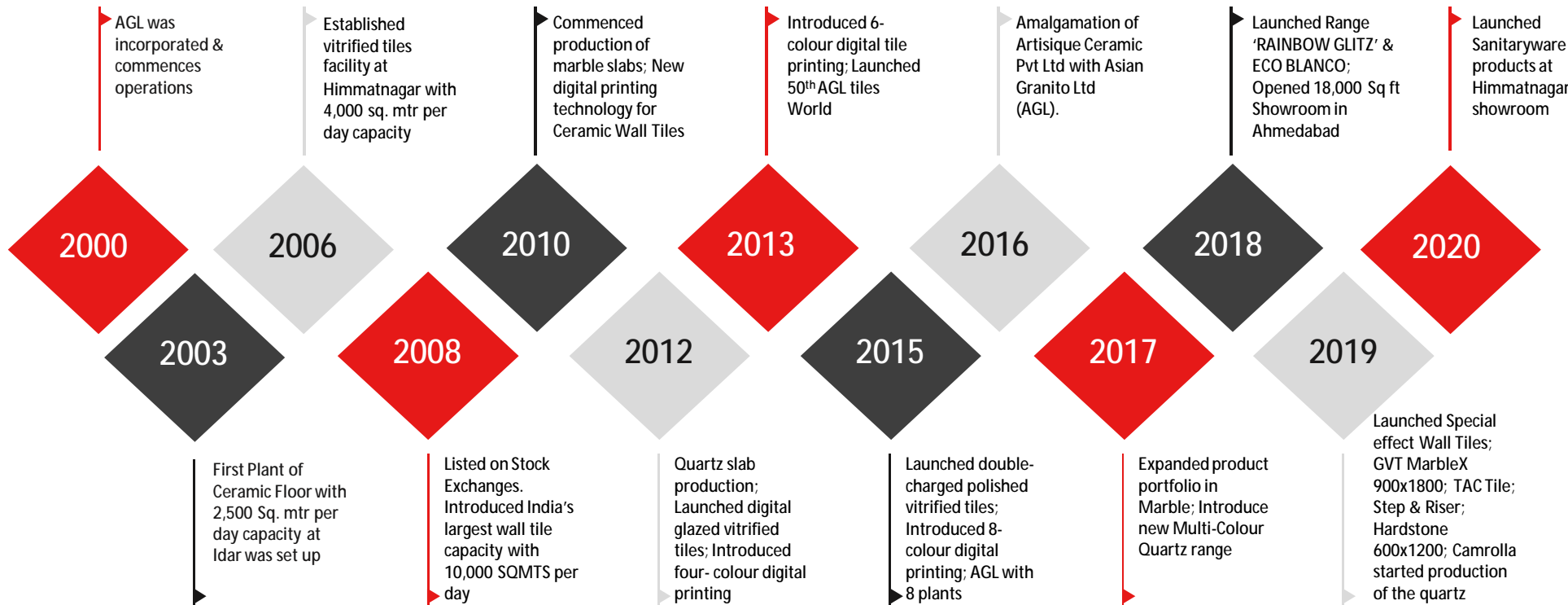


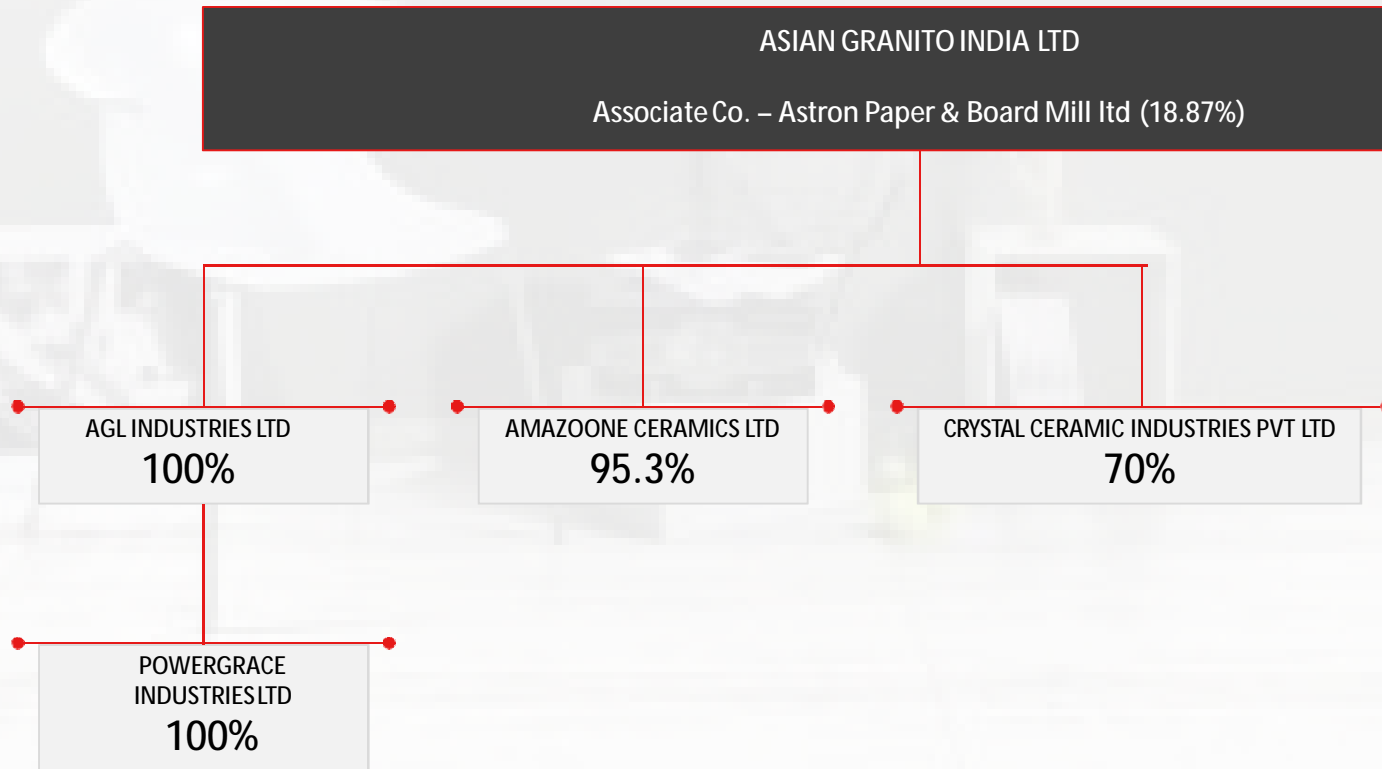


# JOURNEY SO FAR



Beautiful Life





## MANAGEMENT & BOARD OF DIRECTORS



Mr. Kamlesh Patel, CMD

- Founded the business in 2000
- Living his dream; Visionary; Always upto the challenges; Strong Believer in 'KARMA'
- Deep industry knowledge and thought leadership
- Drives High Governance Standards
- Astute marketing mind, passionate about & brand building



Mr. Mukesh Patel, MD

- Founder with over 20 years rich experience in the tiles industry
- Instrumental in 40X growth in capacity
- Passionate about Product Quality, Commitments, Cost Optimization
- Strong believer of responsibility towards society
- Hands on with planning & execution of strategy



Mr. Amarendra Kumar Gupta, CFO

- Chartered Accountant having 15+ year experience in the field of Fund Raising, Working Capital Management, Financial Restructuring and Resolutions, ECB, IPO, Mergers, Greenfield Project Implementation, Budgets and MIS, Costing, Transfer Pricing, Tax Planning, Accounting, Audits, Legal and Secretarial Compliances, Making Strategic Policies, Designing Internal Controls, ERP Implementation etc.

### Leadership Team:

- Mr. Suresh Patel, Director - Tiles
- Mr. Bhavesh Patel, Director
- Mr. Kanu Patel, Director
- Mr. Bhogilal Patel, Director
- Ms. Renuka Upadhyay, DGM (Legal & CS)

### Independent Directors:

- Mr. Hemendrakumar Shah
- Mr. Mukesh Shah
- Ms. Dipti Mehta
- Mr. Amrutlal Patel
- Mr. Premjibhai Chaudhari
- Dr. Indira Nityanandam

## KEY PROFESSIONAL TEAM



MR. VIKAS KHANNA  
AVP – WALL TILES



MR. PANKAJ MEDIRATTA  
AVP – GVT TILES & CKA



MR. PATTENSHETTY  
VP – TILE OPERATION



MR. HIMANSHU SHAH  
GM – FINANCE & ACCT.



MR. BHARGAV PANDYA  
AVP – M & Q



MR. RAJESH IYER  
GM – EXPORTS



MR. VINOD VANJANI  
AVP – BATHWARE



MR. CHIRAG DAVE  
AVP – BONZER7



MR. PARESH RAVANI  
AVP – OUTDOOR &  
PORCELAIN TILES



MR. HEMANG MANIRAR  
G.M - EXPORTS



MR. JALPESH RAJGURU  
AGM – POWERGRACE



MR. RAJENDRA BIST  
AVP – VITRIFIED TILES



MR. ABHIJIT GHOSH  
AVP – GOVT. PROJECTS



MR. VINOD CHANDNANI  
DGM – MARKETING

# GLOBAL PRESENCE



## GLOBAL FOOTPRINTS ACROSS 78 COUNTRIES

1) UAE		40) DOHA-QATAR	
2) SRI LANKA		41) KUWAIT	
3) ITALY		42) OMAN	
4) SAUDI ARABIA		43) ARGENTINA	
5) GERMANY		44) YEMEN	
6) KENYA		45) MORROCCO	
7) GREECE		46) BELGIUM	
8) KOSOVO		47) MEDAGASCAR	
9) ROMANIA		48) CHINA	
10) USA		49) COLOMBIA	
11) SYRIA		50) GAUTEMALA	
12) CROATIA		51) EL SALVADOR	
13) PALLESTINE		52) PANAMA	
14) BANGLADESH		53) PORTORICA	
15) MEXICO		54) DOMINICAN REPUBLIC	
16) ETHIOPIA		55) TURKEY	
17) AUSTRALIA		56) THAILAND	
18) BAHARAIN		57) UK	
19) TAIWAN		58) INDONESIA	
20) ISRAEL		59) MYANMAR	
21) SOUTH KOREA		60) SEYCHELLES	
22) IRAQ		61) NIGER	
23) BOTSWANA		62) PERU	
24) FRANCE		63) MADAGASCAR	
25) MAYOTTE		64) UGANDA	
26) TUNISIA		65) TANZANIA	
27) BRAZIL		66) GHANA	
28) NIGERIA		67) GAMBIA	
29) PARAGUAY		68) SIERRA LEONE	
30) THAILAND		69) BURKINA FASO	
31) CANADA		70) CONGO	
32) VIETNAM		71) SENEGAL	
33) LEBANON		72) MAURITANIA	
34) SOUTH AFRICA		73) IVORY COAST	
35) MOZAMBIQUE		74) ANGOLA	
36) MAURITIUS		75) MALAWI	
37) NIGERIA		76) ALBANIA	
38) LIBERIA		77) NEW ZEALAND	
39) FIJI		78) SPAIN	



## HIMMATNAGAR PLANT ARIAL VIEW



## AGL-TREND SETTER WITH MANY INDUSTRY 'FIRST'



Beautiful Life

First to Introduce  
450x450 Outdoor  
Tile with 12mm  
thickness

30 MM  
Thickness  
Multi Colour  
Quartz

Pioneer in  
Best Water Jet  
Technology

First in India  
to have Digital  
9 Colour  
Printing  
Technology

Introduce  
large format  
wall and  
vitrified tiles

Introduce  
Slimgres tiles

First to  
establish  
Online  
Vitrified  
Technology

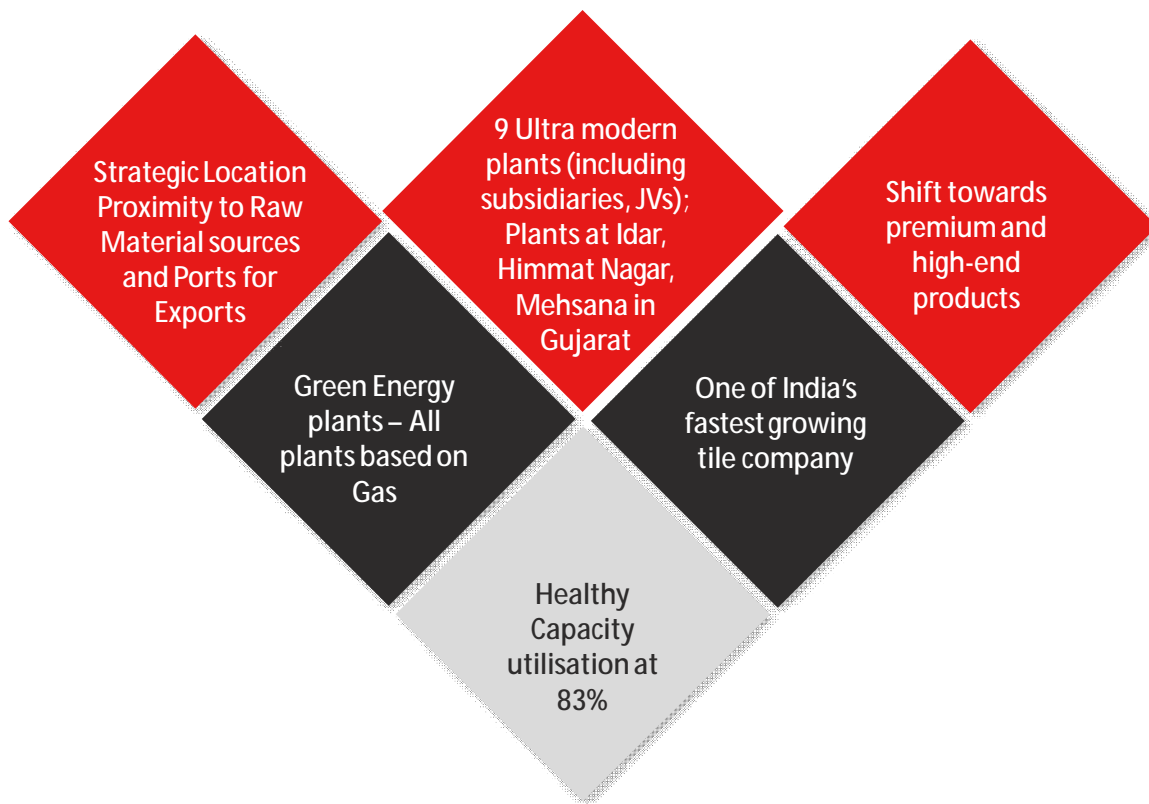
Introduce  
Grestek XXL large  
format tiles

Introduce 16mm  
thick heavy duty  
vitrified tiles –  
Grestek  
Hardstone

Introduce world's  
whitest double  
charge vitrified  
tiles - Carrara  
White

**INNOVATION** is the key of Future Growth as  
new products will lead to Higher Realizations  
and Better Margins

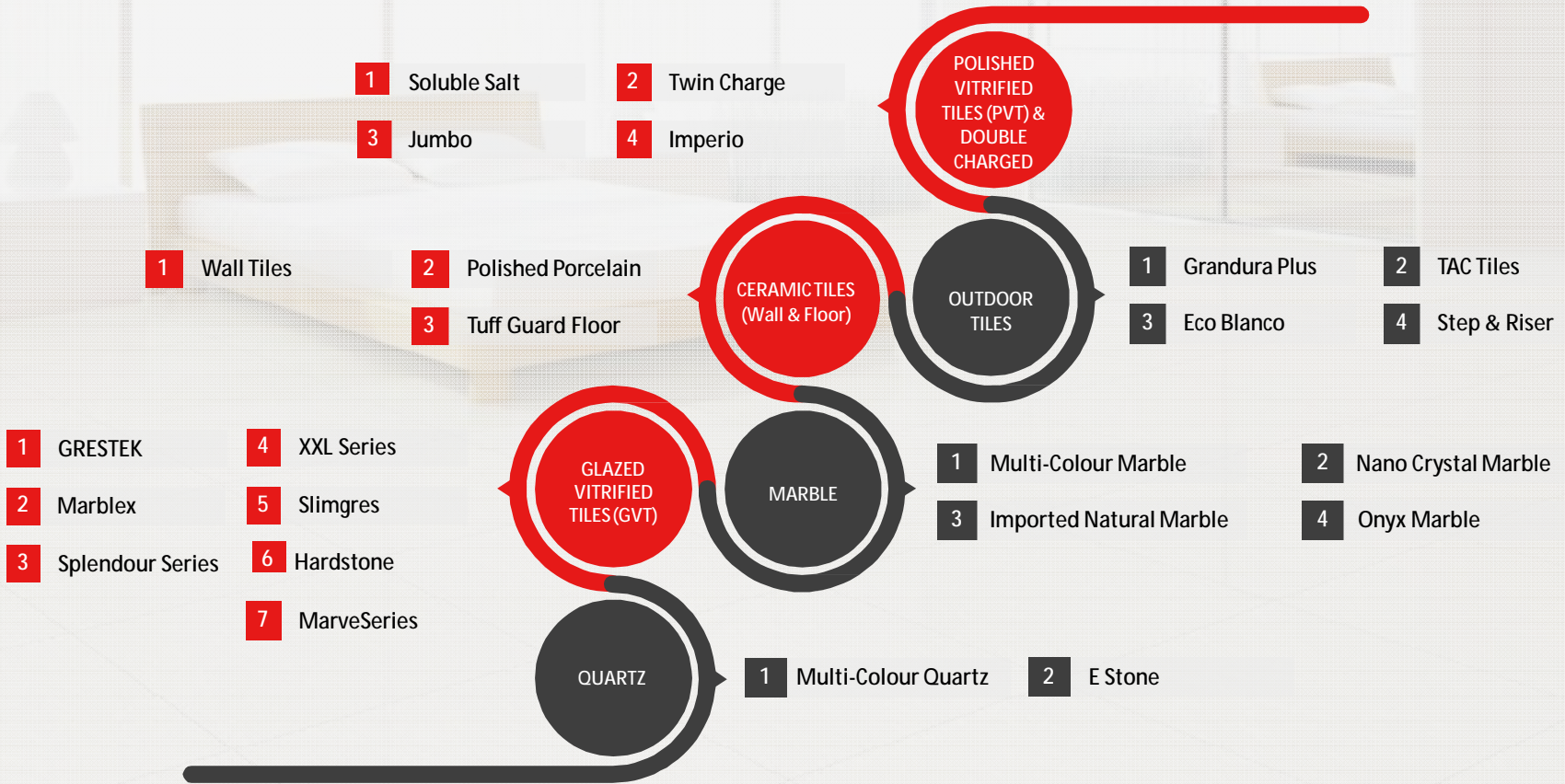
## MANUFACTURING ADVANTAGE



Product	Capacity Per Day (SQMTRS)
Ceramic Wall	16,000
Ceramic Floor	10,000
Glaze Vitrified Tiles	15,000
Composite Marble	2,200
Polish Vitrified Tiles	9,000
Double Charge	12,000
Parking Tiles	4,000
Outsourcing Arrangement	25,000
Quartz	1,600
<b>Total</b>	<b>94,800</b>



# PRODUCT PORTFOLIO



## NEW PRODUCT LAUNCHES DURING THE QUARTER



## PREMIUM RANGE TILES



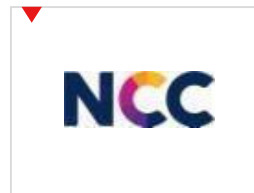
## PREMIUM RANGE OF SANITARYWARE PRODUCTS



## MARQUEE CLIENTELE



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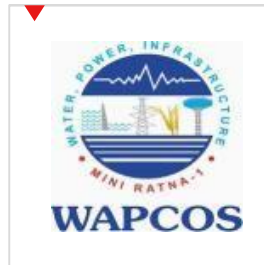
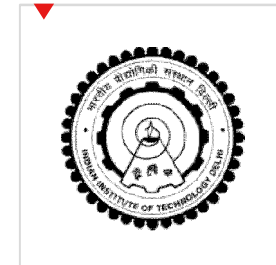
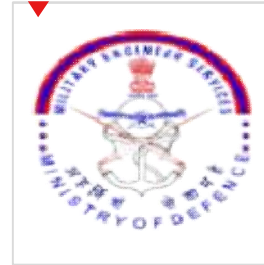


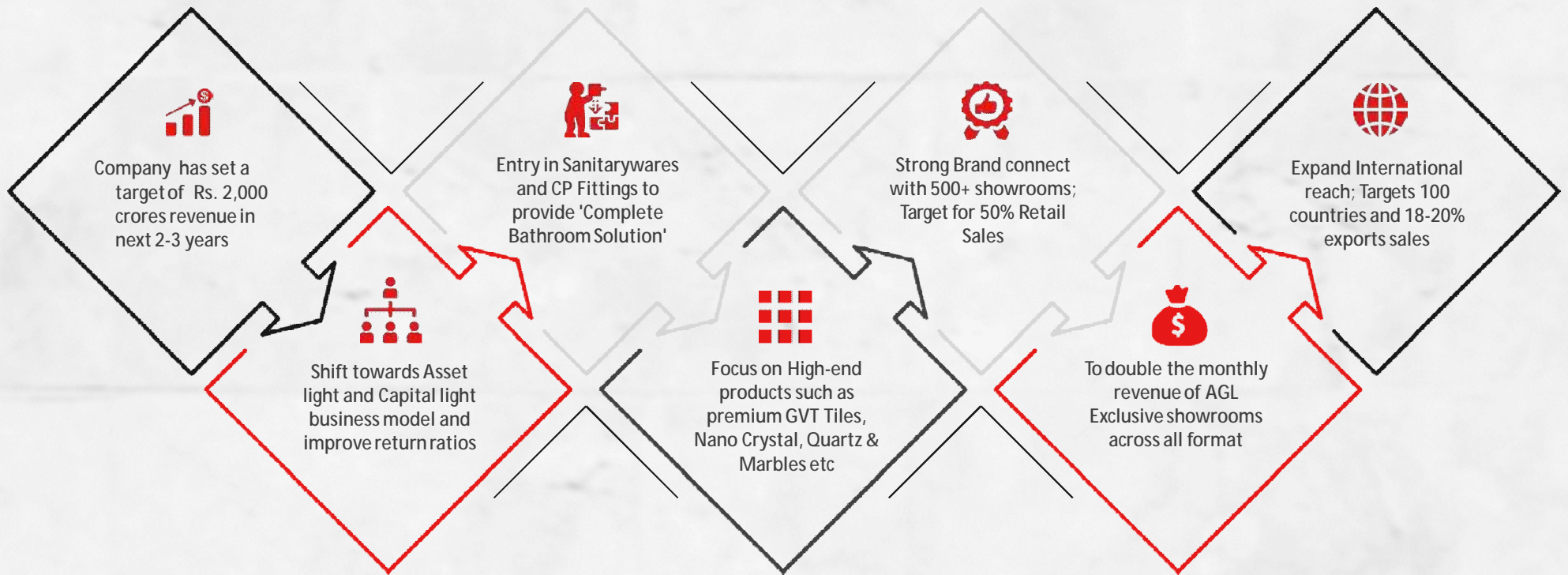
## MARQUEE PROJECTS IN UAE



SR NO.	PROJECT NAME	CITY
1	DAMAC – PARAMOUNT TOWERS	DUBAI
2	EMMAR PROPERTIES	DUBAI
3	BUKHATIR GROUP	SHARJAH
4	DANUBE PROPERTIES	DUBAI
5	BHATIA GENERAL CONT. –BUSINESS BAY/INTNL CITY	DUBAI
6	FIRST GROUP HOTELS	DUBAI
7	ROTANA HOTELS – SHEIKH ZAYED ROAD	DUBAI
8	ABU DHABI NATIONAL OIL COMPANY	ABU DHABI
9	AZIZI GROUP	DUBAI
10	AL WASEL GROUP	DUBAI
11	AL GHURAIR GROUP	DUBAI
12	SAFARI MALL	SHARJAH
13	LOKHANDWALA BUILDERS SPORTS CITY/INTNL CITY	DUBAI
14	API INVESTMENTS	DUBAI
15	MESC CONTRACTING	DUBAI
16	AQUA PROPERTIES	DUBAI
17	MILITARY SCHOOL	ABU DHABI
18	AL BUARARI	DUBAI

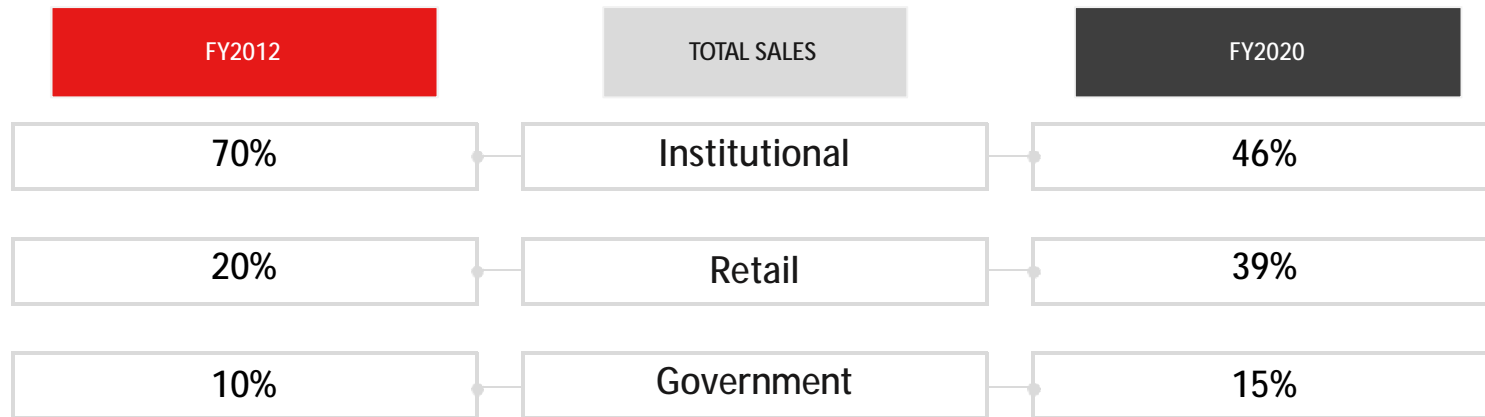
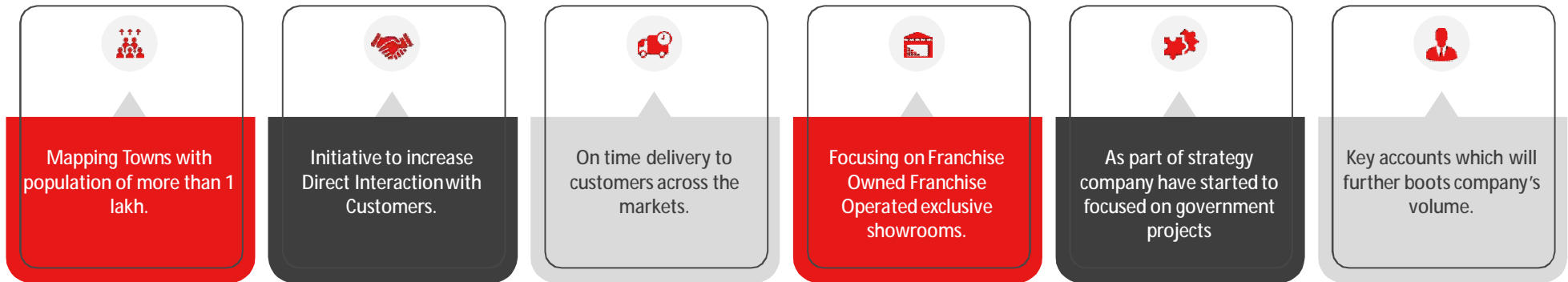
## GOVERNMENT PROJECTS







## CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C



## ADVERTISING CAMPAIGNS – HALLMARK OF TRUST



Beautiful Life



### TVC

Chala De Jaadoo

Beautiful Life

Sapne Hue Apne

### Press

Press-Web

Newspapers

Tv

### Brand Outlet

AGL Biggest Luxury Tile

Arcade-Abad

### Radio & Magazine

Magazines

Radio Campaigns

### Newsletter

AGL Moves

### Leadership

CMD Mr. Kamlesh Patel, Speaker at Vibrant Gujrat 2015



Cersaie Exhibition - Italy



Marbled



Campaign - Chala De Jaadoo

## BRAND HIGHLIGHTS



Ahmedabad's Biggest Luxury Tile Arcade with Display of sheer range of Tiles, Marble & Quartz spread across 18,000 + Sq.Ft.



The company recently launched a new product range in Sanitaryware at its newly inaugurated 25,000 sq. ft showroom at Himmatnagar.



AGL floors Raymond's – Ethnix with its GVT range. Over 100 Raymond Ethnix to get AGL.

## CERTIFICATIONS & AWARDS



Beautiful Life



Art Of Architecture FAAA  
Dialogues Ahmedabad 2017



ISO 9001 2015 &  
14001 2015 Dalpur



GRIHA PC\_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





Contribution to the AKSHAY PATRA Foundation



Educational Development in Backward Region – Asian Institute of Technology



Regular Blood Donation Camps



World Environment Awareness Program



Free Note Book Distribution

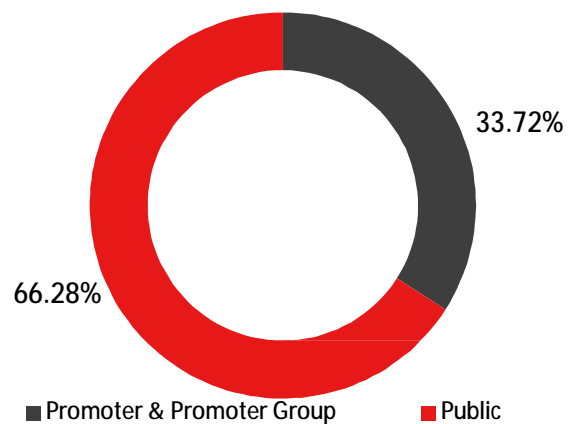


Regular Blood Donation Camps

## SHAREHOLDING INFORMATION



### Shareholding Pattern as on 31<sup>st</sup> March, 2020



### Top Shareholders as on 31<sup>st</sup> March, 2020

Sundaram Mutual Fund A/c Sundaram Small Cap Fund	3.21%
Idfc Tax Advantage (EISs) Fund	3.12%
Sundaram Alternative Opportunities Fund - Nano Cap Series I	1.65%
ICICI Bank Limited	2.57%

### Stock Data (As on 31<sup>st</sup> March, 2020)

Market Capitalization (₹ in mn)	4,942
Shares Outstanding (mn)	30
Symbol (NSE/BSE)	ASIANILES/532888
Average Volume (3 months)	1,04,564

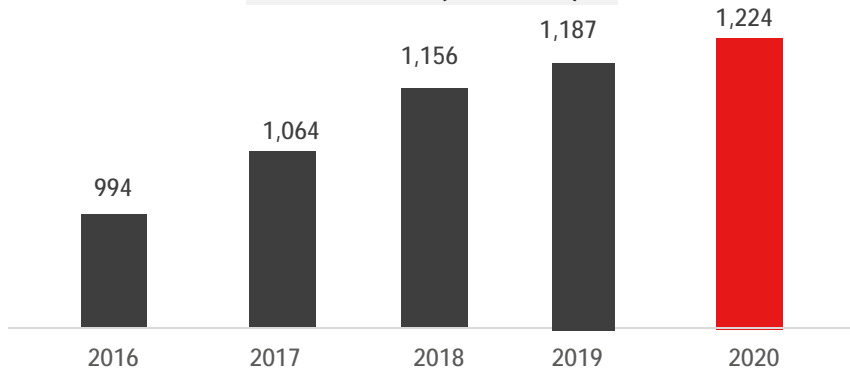
### Relative Stock Chart



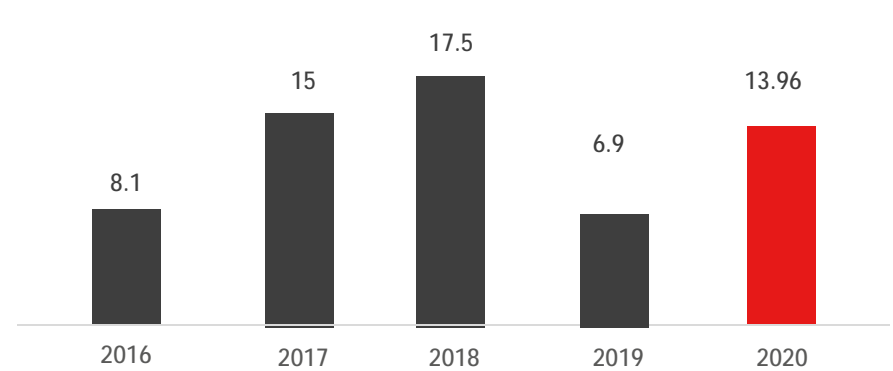
## FINANCIAL OVERVIEW



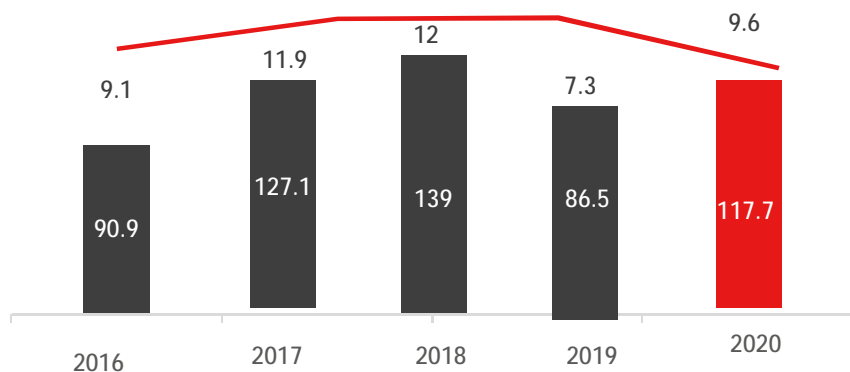
Net Revenue ( in crores)



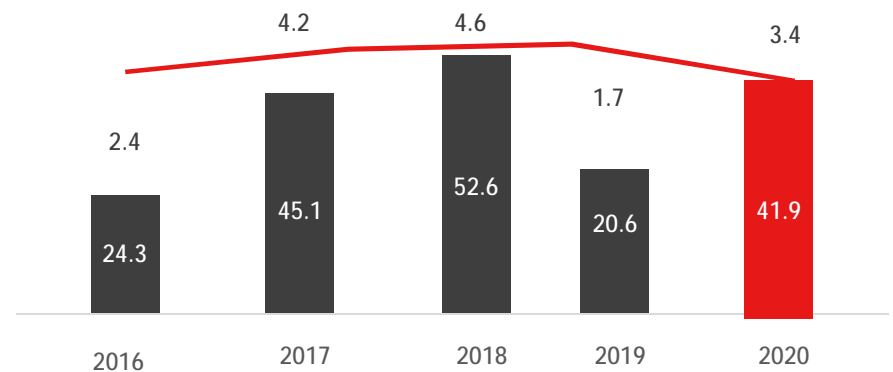
EPS (Rs. )



EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)

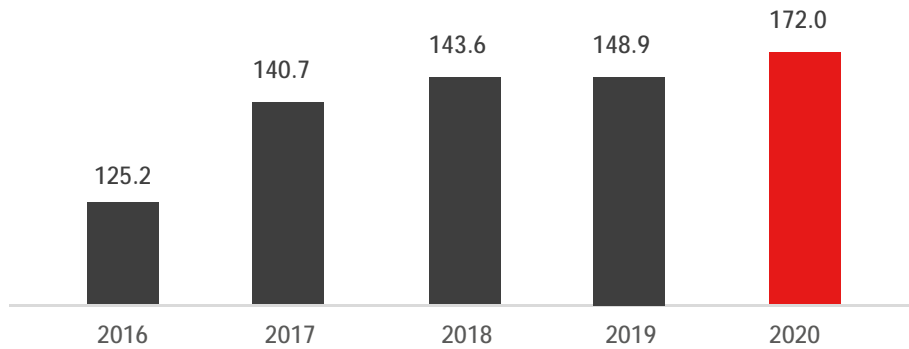


## FINANCIAL OVERVIEW

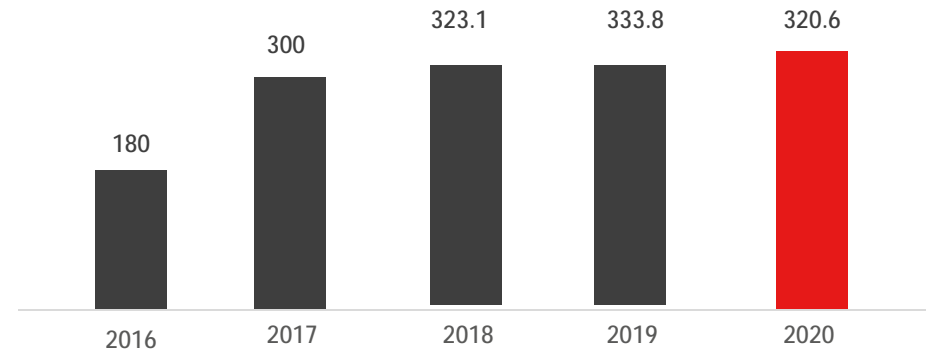


Beautiful Life

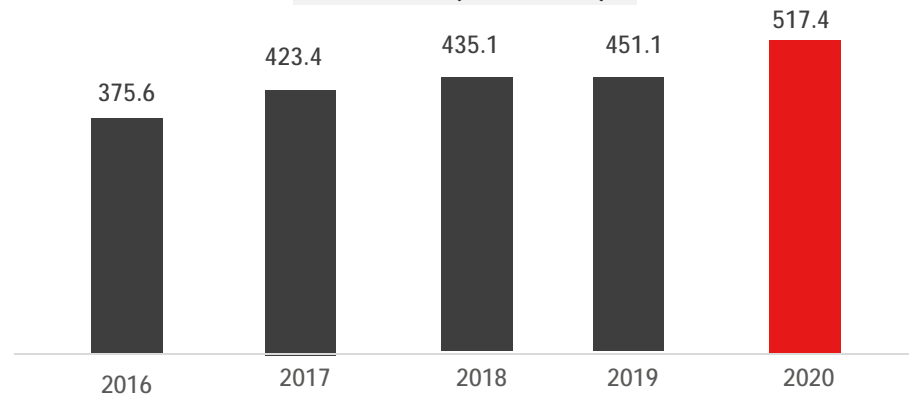
### Book Value of Equity Per Share (Rs.)



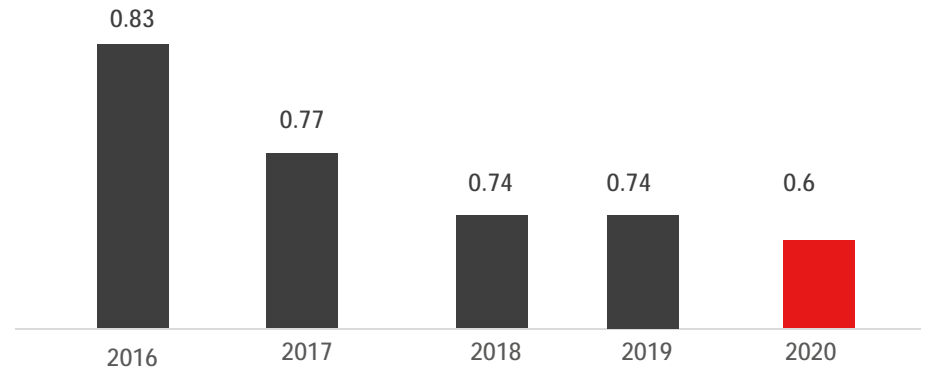
### Total Debt (Rs. Crores)



### Net Worth (Rs. Crores)



### Debt to Equity Ratio (x)





# Thank You



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## ASIAN GRANITO INDIA LTD.

Regd. & Corp. Office 202, Dev Arc, Opp. Iskon Temple,  
S.G. Highway, Ahmedabad - 380015, Gujarat, India.

Phone: +91-79-66125500/698,

Fax: +91-79-66125600/66058672

E-mail: [info@aglasiangranito.com](mailto:info@aglasiangranito.com)

Mr. Kalpesh Thanki – IR

079-66125500 EXT 610

[ir@aglasiangranito.com](mailto:ir@aglasiangranito.com)

