



— Beautiful Life —

Date: 11.02.2022

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 31<sup>st</sup> December, 2021. 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

*Dhruti*  
Dhruti Trivedi  
Company Secretary and Compliance Officer

Encl.: As above



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S. G. Highway, Ahmedabad - 380 015  
Gujarat (INDIA)

Tel : +91 79 66125500/698  
E : [info@aglasiangranito.com](mailto:info@aglasiangranito.com)  
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CIN : L17110GJ1995PLC027025

**TILES | MARBLE | QUARTZ | BATHWARE**



**Asian Granito India Ltd.**



Tiles • Marble • Quartz • Bathware

*Har Hindustani  
ki pasand*

## Investor Presentation Q3 FY2022

Asian Granito India Ltd.



# Table of Content

- 1 RESULTS SUMMARY Q3FY2022
- 2 OVERVIEW – TILES, QUARTZ SLABS AND BATHWARE
- 3 AGL PLANT LOCATIONS
- 4 AGL GLOBAL PRESENCE
- 5 AGL PRODUCT PORTFOLIO
- 6 AGL MANUFACTURING CAPABILITIES
- 7 AGL TODAY
- 8 CLIENTS
- 9 AGL GROWTH DRIVERS & STRATEGIES
- 10 AWARDS & RECOGNITIONS

- 11 AGL MILESTONES
- 12 AGL YEARLY CONSOLIDATED FINANCIALS
- 13 AGL – CORPORATE STRUCTURE AND SHAREHOLDING





## AGL – CONSOLIDATED RESULTS SUMMARY Q3-FY2022



- 1) Revenue from operations for the quarter grew to Rs. 436.6 crores, registering 16.1% growth over previous quarter, on the back of good volume growth and increase in realization. The Company witnessed healthy demand for its product basket in the domestic market and management expects the demand to stay strong in the coming periods as well.
- 2) Export revenues during the quarter stood at Rs. 43.3 crores. Exports during the quarter were muted mainly on account of higher shipping freight costs and shortage of containers across the industry. However, in coming times, we expect the sea freight costs and container availability issues to settle to normal levels.
- 3) In line with other players in the industry, escalation in the prices of gas, coal, freights and other inputs continued during this quarter too, resulting into slight decline in the EBITDA margins. Our EBITDA margins for the quarter declined by 41-basis points to 8.5%, against 8.9% in Q2FY22. However, thanks to our efficient product mix and pass on strategy for escalated costs, we were able to keep the margin decline to the lowest amongst our large peers in the industry.
- 4) Gas prices rose dramatically in the Q3, now standing at Rs. 72 per scm, up from Rs. 42 per scm in the previous quarter. Escalation in gas prices has been gradually passed on to the end customers thereby controlling the decline in the margins to the lowest.
- 5) During the quarter, post completion of the right issue, company has become completely debt free at standalone level and has paid off all its outstanding debt. The management is further planning to pare the debt at the consolidated level as well.
- 6) Our average capacity utilization for the 9MFY2022 stood at around 85%. Going forward, with easing of pandemic related restrictions and expected decline in international freight costs, management expects the demand to grow further from current levels in both domestic as well as international markets.

### Outlook:

Post third wave, we are witnessing healthy demand across all segments, boosting our confidence further. Real estate and construction is showing recovery on back of strong takeoff from buyers. With announcement of new projects across the economy, we believe that we are well positioned to penetrate the increased demand in our markets. It is true that escalations in various costs have put pressure on margins across the industry for previous few quarters, however, we have been improving our product mix to target more high end products and have been endeavoring to pass on the escalation to the customers as much as possible. Through these efforts, we expect our operating margins to improve in coming times.

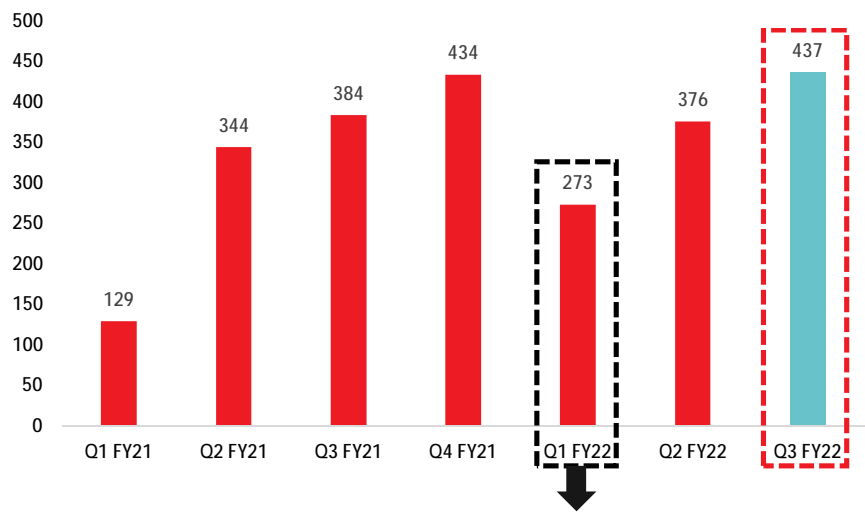


# Q3FY2022 PERFORMANCE HIGHLIGHTS



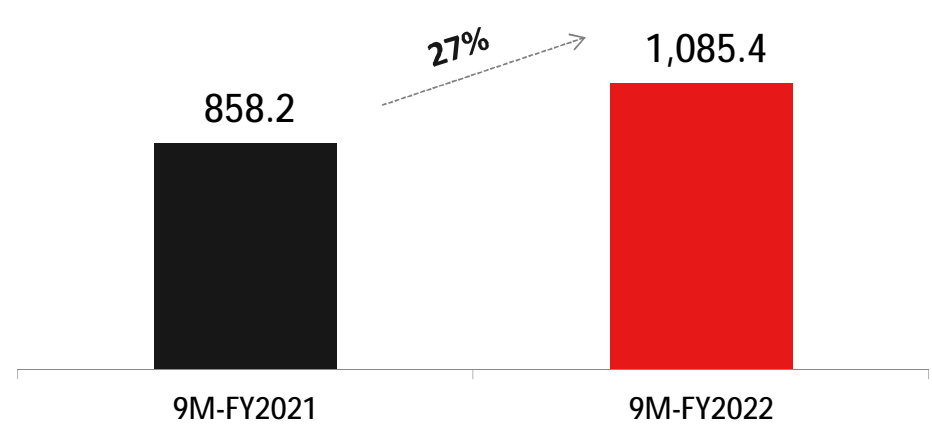
Since outbreak of COVID, AGIL was able to recover quickly and posted strong Q-o-Q growth (except during the deadly second wave). On the back of healthy growth in volumes and realisations in Q3 FY22, we posted our highest quarterly revenue of Rs. 436.6 crores on a consolidated basis till date

Consolidated Quarterly Sales (Rs. Crores)



Entire industry was Impacted by Second Wave of COVID-19

Consolidated Sales 9M FY22 and 9M FY21 (Rs. Crores)





# AGL – CONSOLIDATED PROFIT & LOSS FOR Q3FY2022



Tiles - Marble - Quartz - Bathware

Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	Q3FY21	Q3FY22	YoY	Q3FY21	Q3FY22	YoY
Total Income from Operations	384.46	436.64	14%	289.36	377.09	30%
COGS	250.82	277.67	11%	195.21	271.63	39%
% of Sales	65.2%	63.6%		67.5%	72.0%	
Gross Profit	133.64	158.97	19%	94.15	105.46	12%
Employee benefits Exps.	22.47	27.59	23%	15.97	20.90	31%
Power & Fuel	31.73	52.91	67%	15.87	24.73	56%
Other Expenses	29.96	41.40	38%	24.46	32.69	34%
EBITDA	49.48	37.08	-25%	37.86	27.14	-28%
EBITDA Margin	12.9%	8.5%	-438	13.1%	7.2%	-588
Exceptional Gain/(Loss)	0.00	0.00		0.00	0.00	
EBIDTA post Exceptional Gain/(Loss)	49.48	37.08	-25%	37.86	27.14	-28%
Depreciation	7.22	7.24	0%	4.58	4.18	-9%
EBIT	42.25	29.84	0%	33.28	22.96	9%
EBIT Margin	11.0%	6.8%		11.5%	6.1%	
Other Income	0.56	1.45		0.15	1.14	
Finance Cost	8.00	5.57	-30%	3.63	0.39	-89%
PBT	34.82	25.72	-26%	29.80	23.71	-20%
PBT Margin	9.1%	5.9%		10.3%	6.3%	
Tax Expenses	9.77	7.75	-21%	8.58	7.28	-15%
Net Profit	25.05	17.97	-28%	21.22	16.43	-23%
Net Profit Margin	6.5%	4.1%	-240	7.3%	4.4%	-298
Minority Interest	0.61	0.14		0.00	0.00	
Associate / JV	0.54	0.00		0.00	0.00	
OCI	-0.07	-0.01		-0.05	0.05	
Total Comprehensive Income	24.91	17.83	-28%	21.17	16.48	-22%
Net Profit Margin	6.5%	4.1%	-240	7.3%	4.4%	-295



# AGL – CONSOLIDATED PROFIT & LOSS FOR 9MFY2022



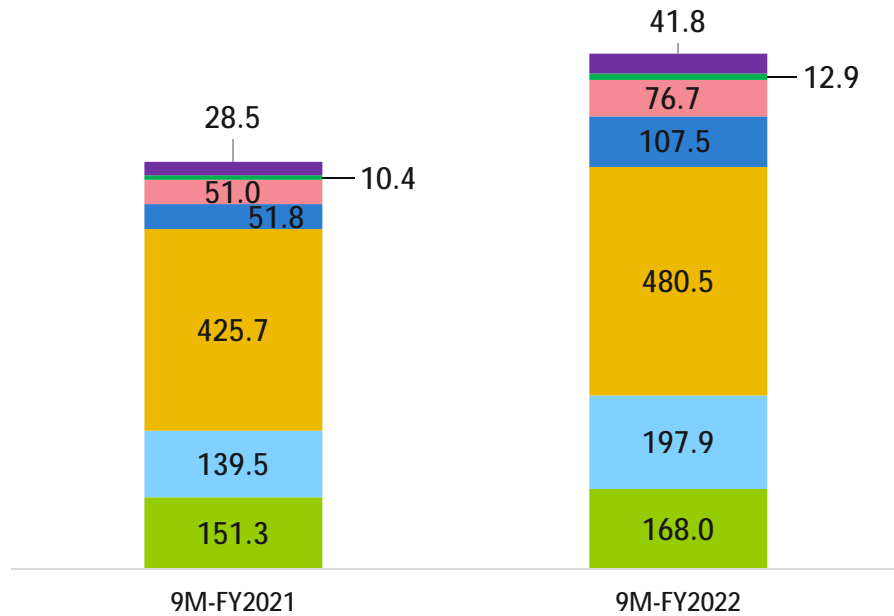
Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	9MFY21	9MFY22	YoY	9MFY21	9MFY22	YoY
Total Income from Operations	858.16	1085.38	26%	678.83	929.84	37%
COGS	559.77	685.16	22%	471.18	663.45	41%
% of Sales	65.2%	63.1%		69.4%	71.4%	
Gross Profit	298.39	400.22	34%	207.64	266.38	28%
Employee benefits Exps.	64.60	81.72	26%	47.76	61.19	28%
Power & Fuel	68.98	122.87	78%	35.48	60.12	69%
Other Expenses	70.18	100.12	43%	53.56	78.03	46%
EBITDA	94.62	95.51	1%	70.84	67.04	-5%
EBITDA Margin	11.0%	8.8%	-223	10.4%	7.2%	-323
Exceptional Gain/(Loss) (sale of Investment)	0.00	38.05		0.00	38.01	
EBIDTA post Exceptional Gain/(Loss)	94.62	133.56	1%	70.84	105.05	-5%
Depreciation	22.04	22.18	1%	14.02	12.99	-7%
EBIT	72.58	111.38	-1%	56.82	92.06	7%
EBIT Margin	8.5%	10.3%		8.4%	9.9%	
Other Income	1.20	1.99		0.23	1.46	
Finance Cost	24.71	17.63	-29%	11.23	3.62	-68%
PBT	49.08	95.74	95%	45.82	89.89	96%
PBT Margin	5.7%	8.8%		6.8%	9.7%	
Tax Expenses	12.44	15.72	26%	11.73	14.46	23%
Net Profit	36.64	80.02	118%	34.10	75.43	121%
Net Profit Margin	4.3%	7.4%	310	5.0%	8.1%	309
Minority Interest	-0.13	0.62		0.00	0.00	
Associate / JV	0.66	0.50		0.00	0.00	
OCI	-0.21	-0.02		-0.14	0.16	
Total Comprehensive Income	37.22	79.89	115%	33.95	75.59	123%
Net Profit Margin	4.3%	7.4%	302	5.0%	8.1%	313



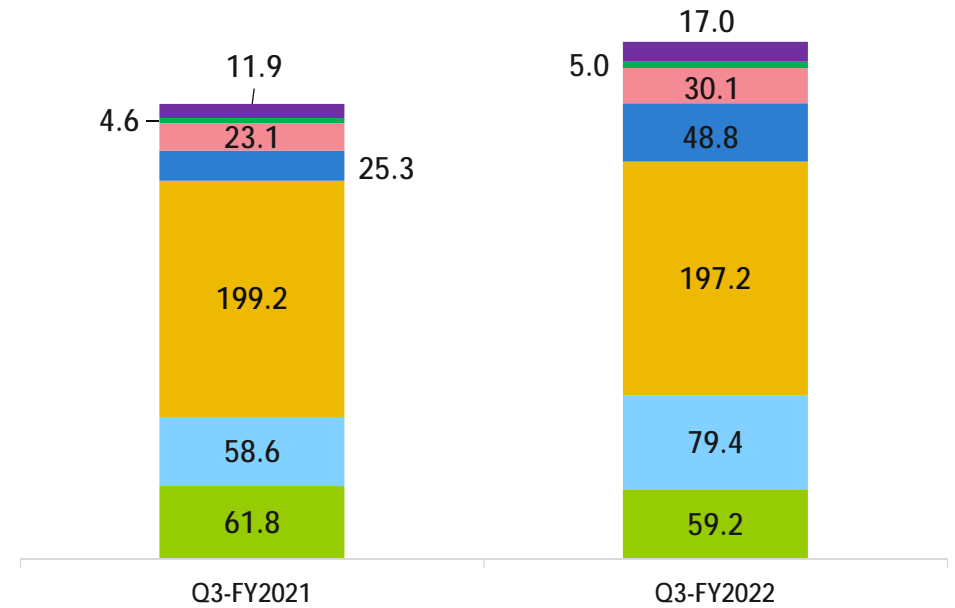
# AGL – CONSOLIDATED SEGMENTAL PERFORMANCE - VALUE



### 9M-FY2021 VS 9M-FY2022 (Rs. in Crores)



### Q3FY2021 VS Q3FY2022 (Rs. in Crores)



■ AGL ■ Associate ■ Trading ■ Composite Marble ■ Quartz Slabs ■ Power Grace ■ Others\*

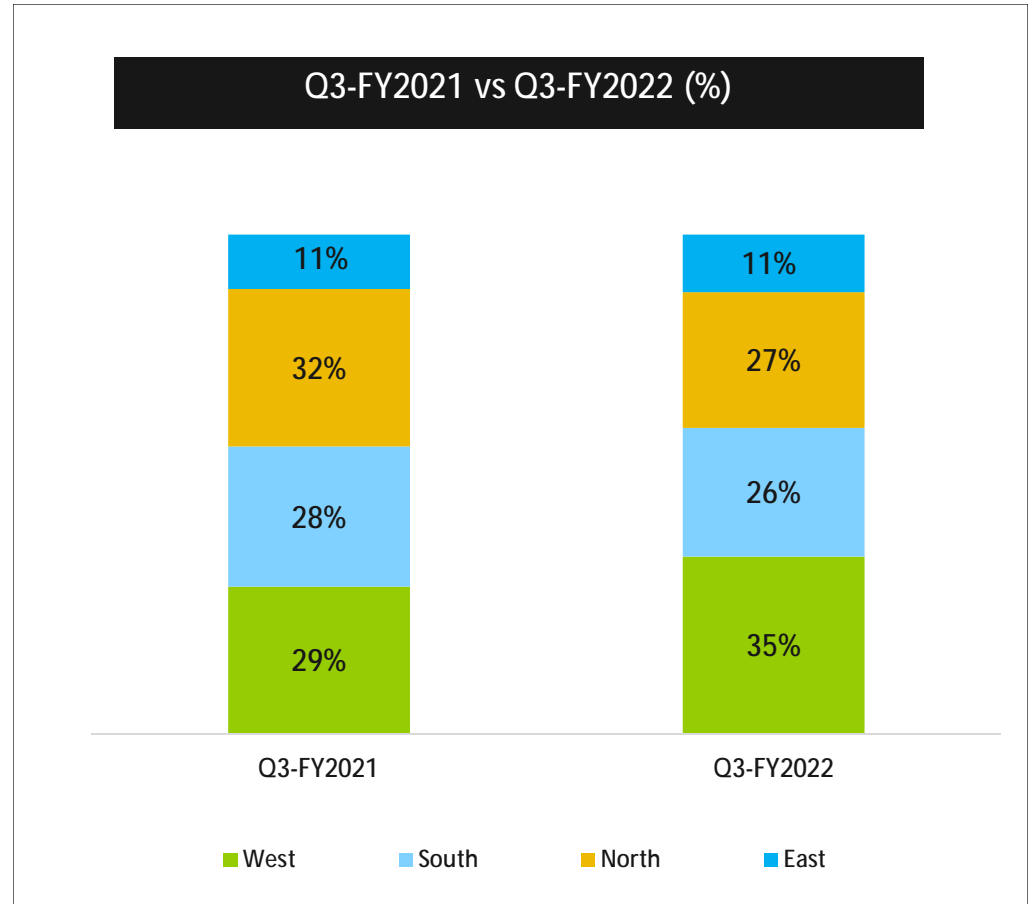
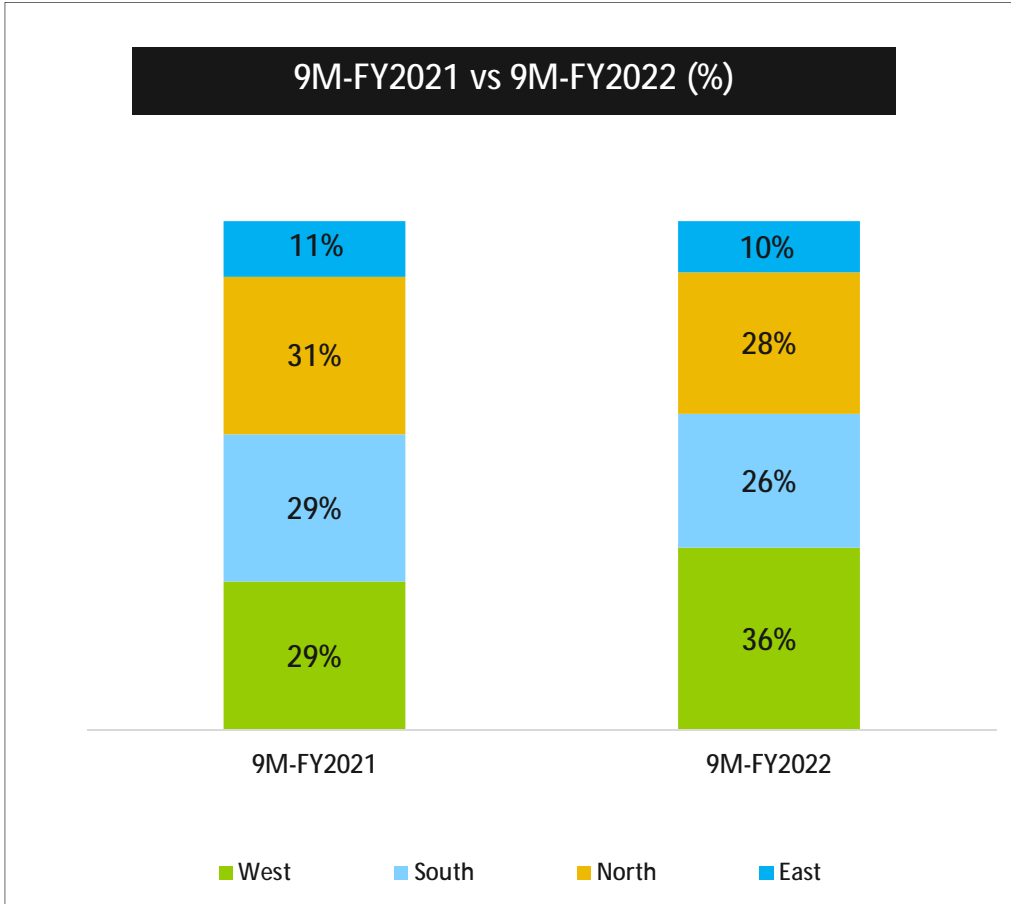
■ AGL ■ Associate ■ Trading ■ Composite Marble ■ #Quartz Slabs ■ Power Grace ■ Others\*

\*Includes Sanitaryware





# AGL – CONSOLIDATED GEOGRAPHICAL PERFORMANCE



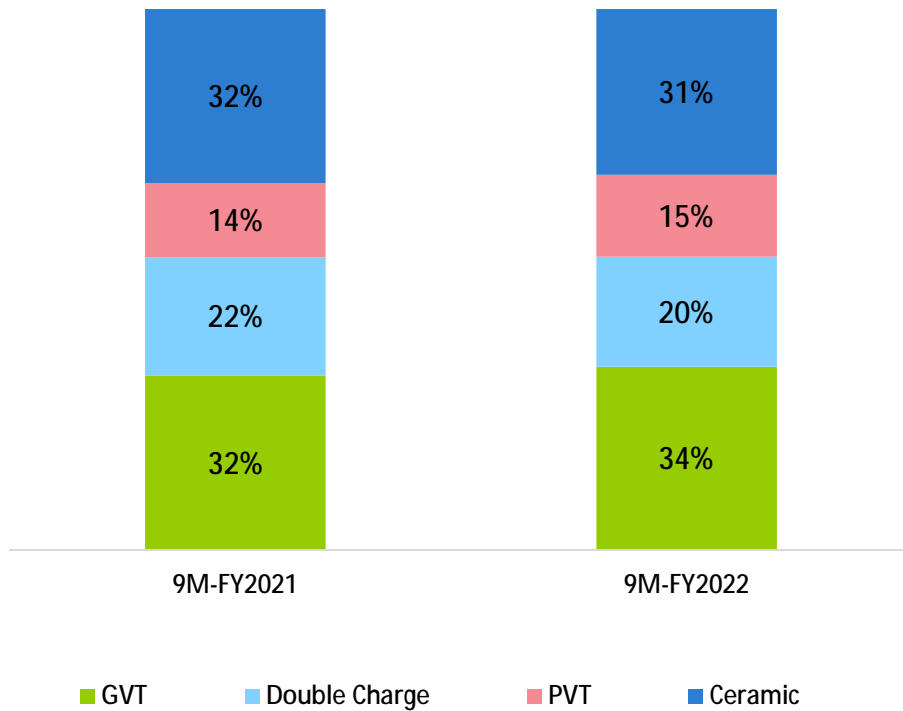


# AGL – CONSOLIDATED TILES REVENUE BREAKUP

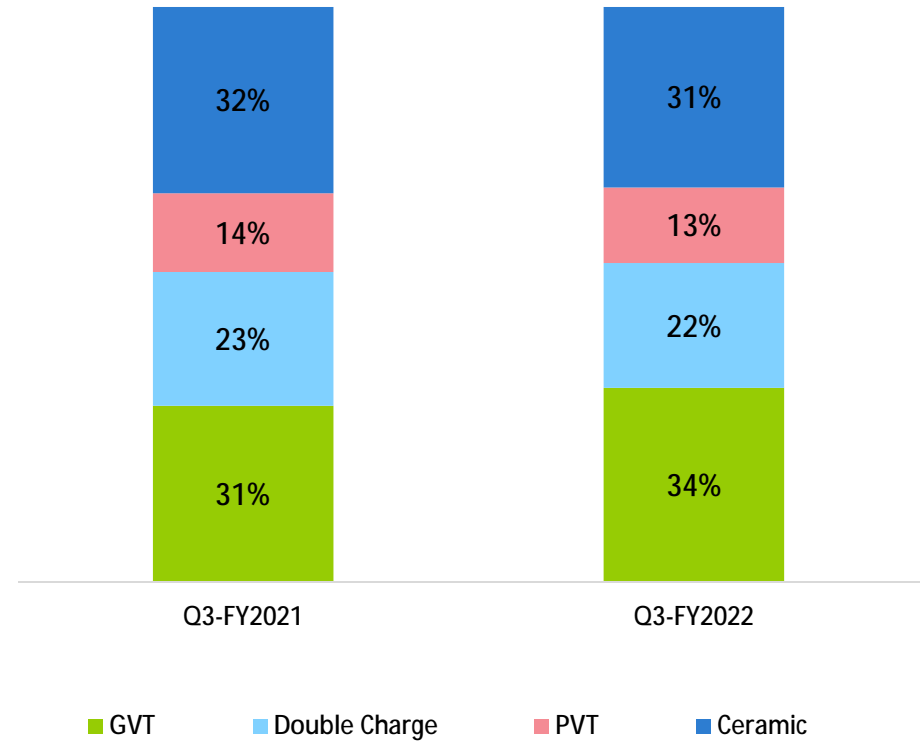


Tiles - Marble - Quartz - Bathware

### 9M-FY2021 vs 9M-FY2022 REVENUE BREAK UP OF TILES %

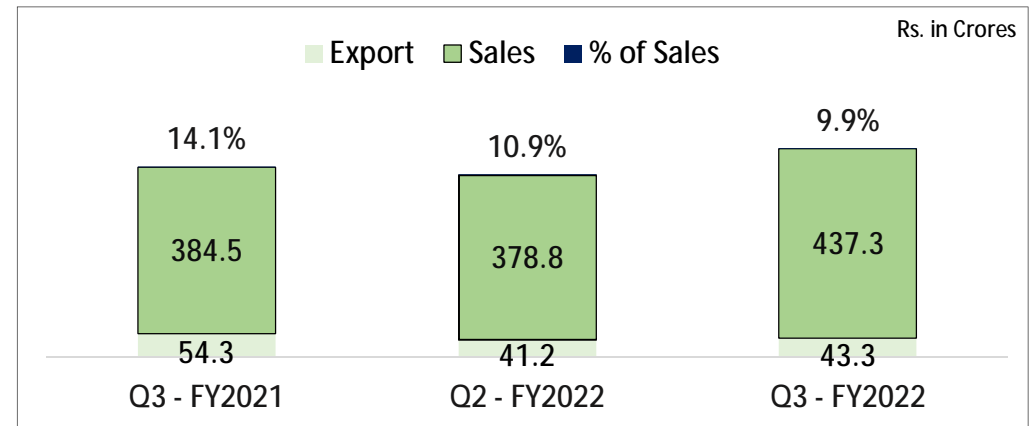
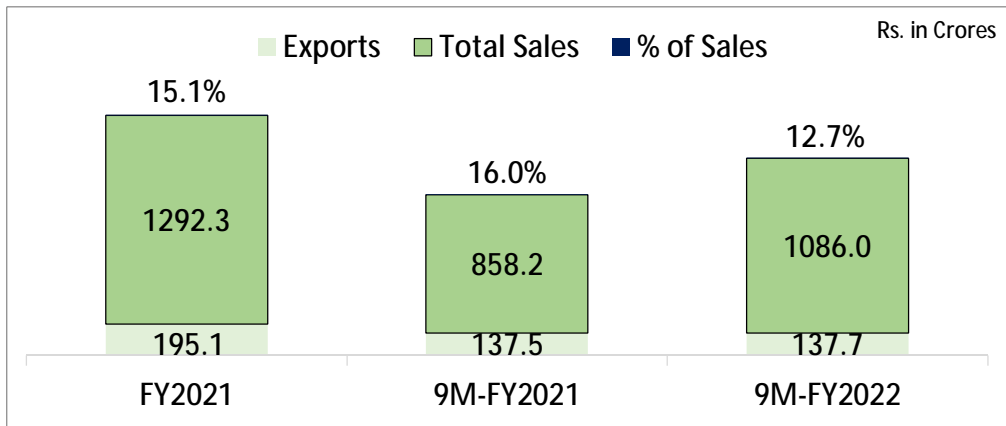


### Q3-FY2021 vs Q3-FY2022 REVENUE BREAK UP OF TILES %





# AGL - CONSOLIDATED EXPORTS AS PERCENTAGE OF SALES

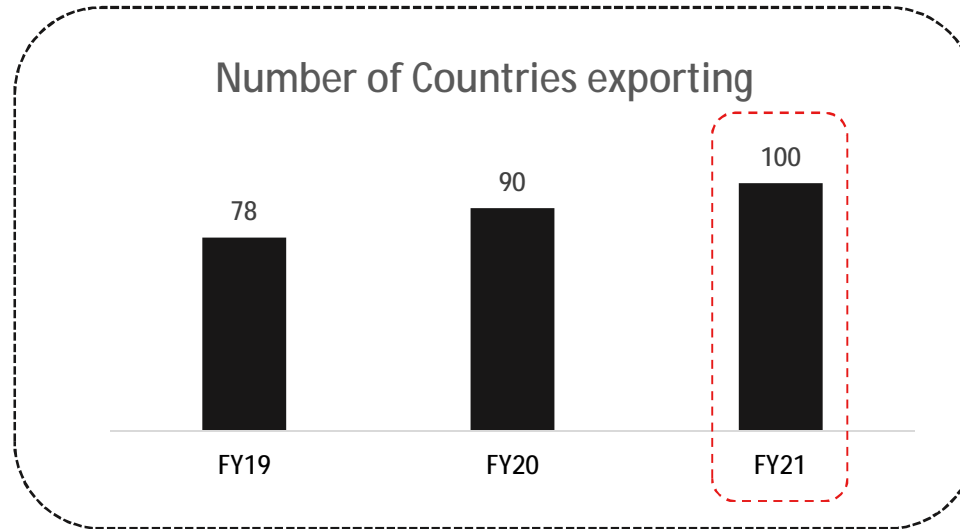


## Note on Exports

- Export revenues during the quarter stood at Rs. 43.3 crores. Exports during the quarter were muted mainly on account of higher shipping freight costs and shortage of containers across the industry. However, in coming times, we expect the sea freight costs and container availability issues to settle to normal levels.
- Exports Outlook: As Indian manufacturers focus more on quality and adoption of latest technologies to match requirements of the exports markets globally and as the shift from Chinese imports to Indian imports inches further towards permanency, India's Ceramic Tiles industry is headed well to grow at the highest pace globally. As this play becomes more interesting going forward, Indian manufacturers like AGIL, having right kind of technologies, product focus and innovation and broad portfolio of offerings are bound to emerge as leaders in this lucrative market. We expect the challenges of containers shortage, freight escalation, etc. to be short lived and in long term, Indian Ceramic Tiles Industry is expected to lead the world at First Position.



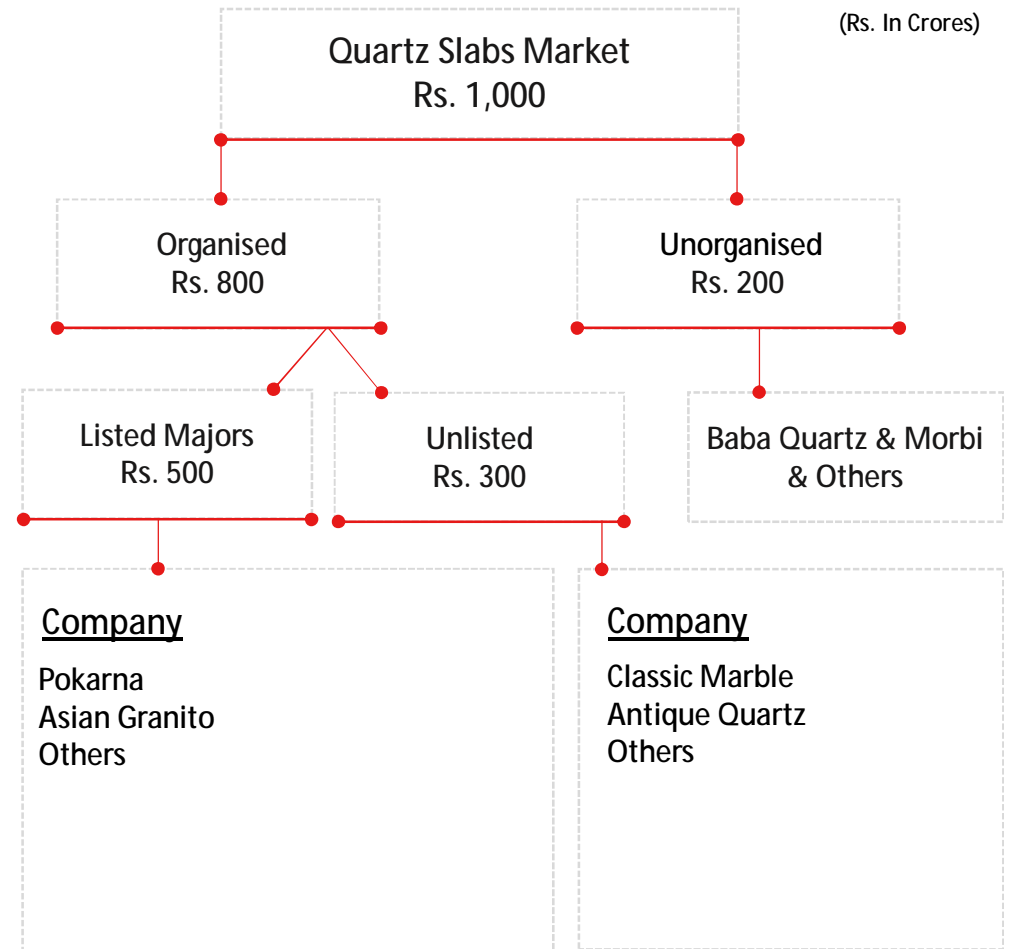
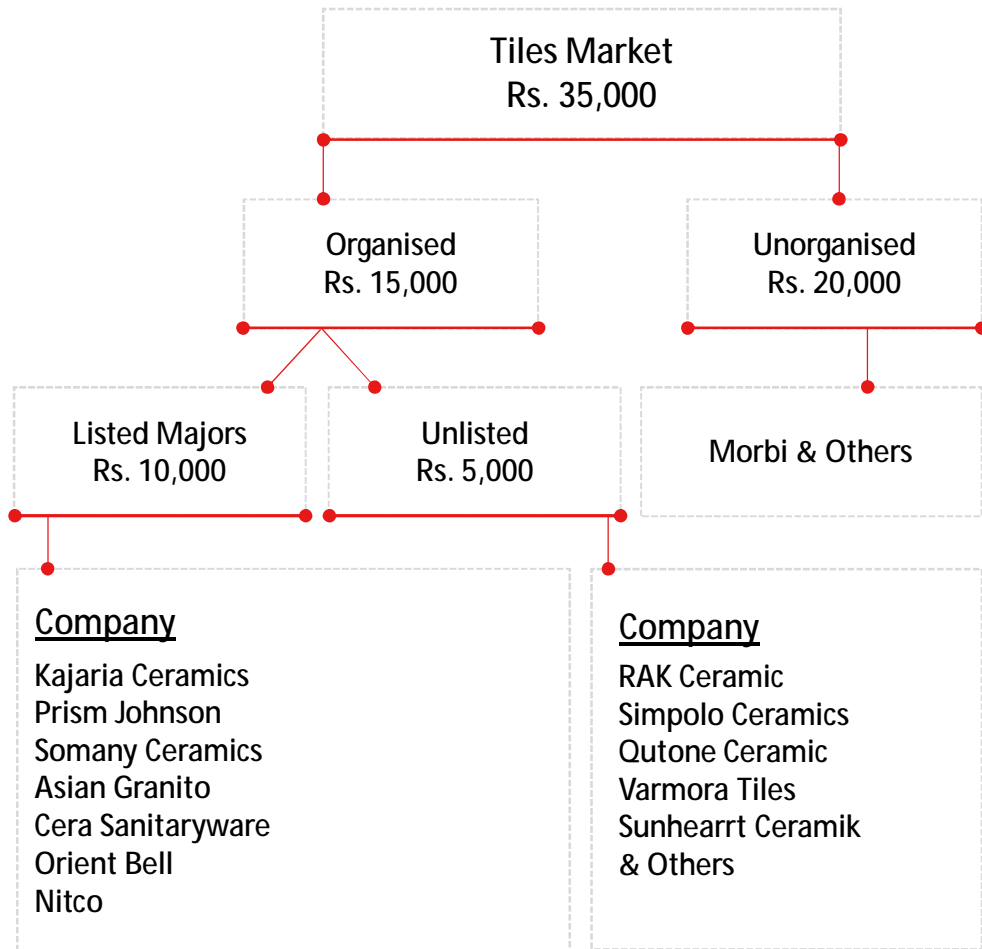
## EXPORTS PAVING THE WAY...

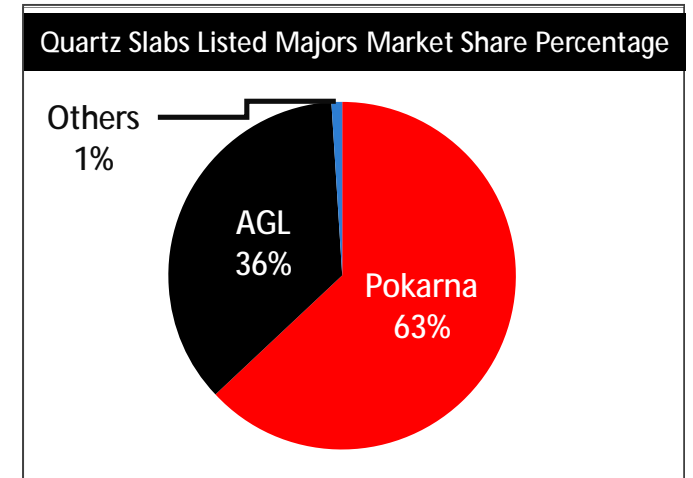
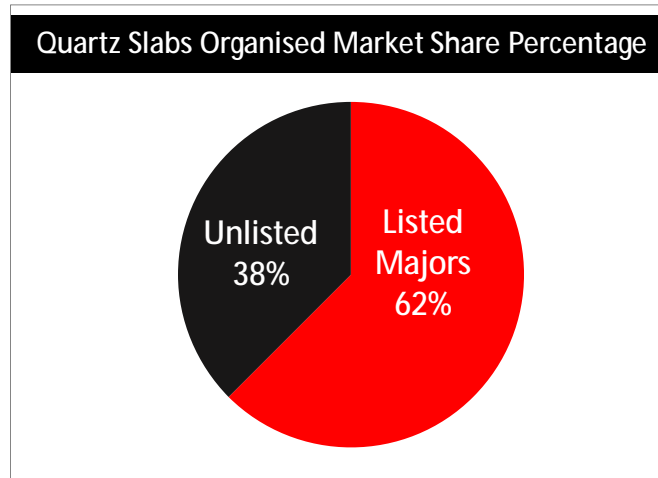
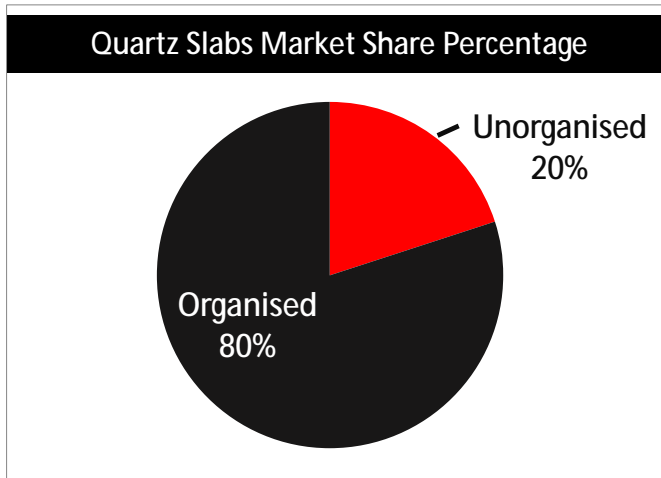
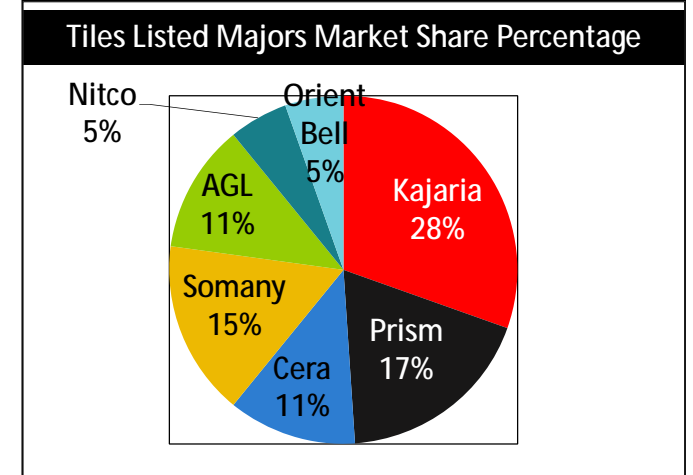
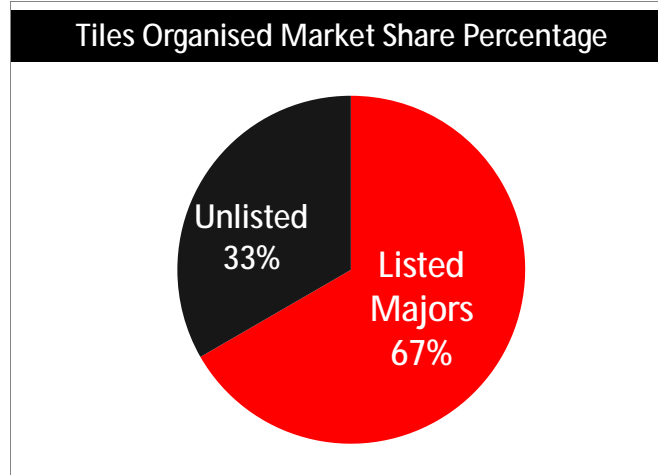
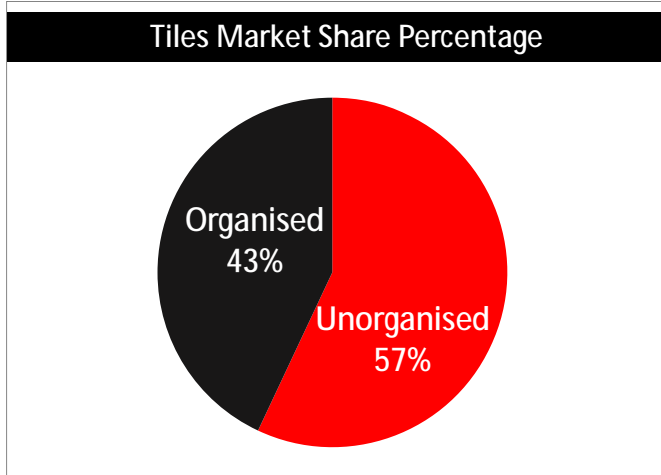


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As on date, AGIL's exports are spread across 100+ countries.  
We look forward to expand our global footprints to 120+ countries in the near future.

# AGL – INDUSTRY DYNAMICS - INDIA



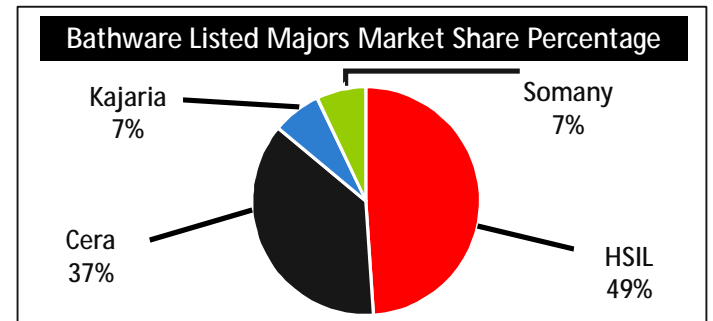
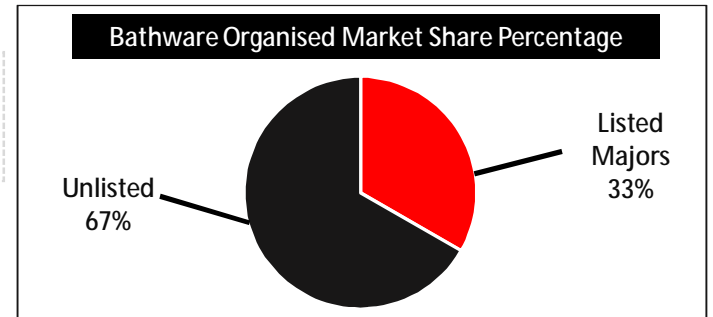
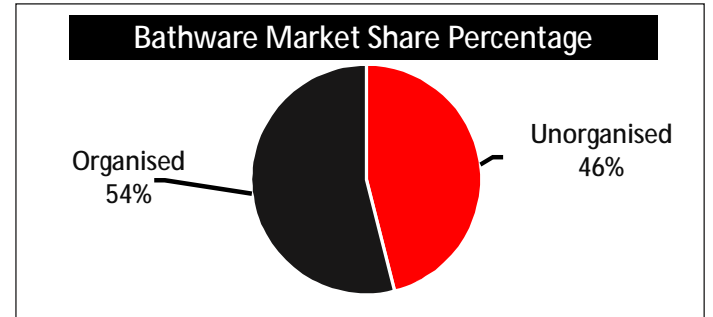
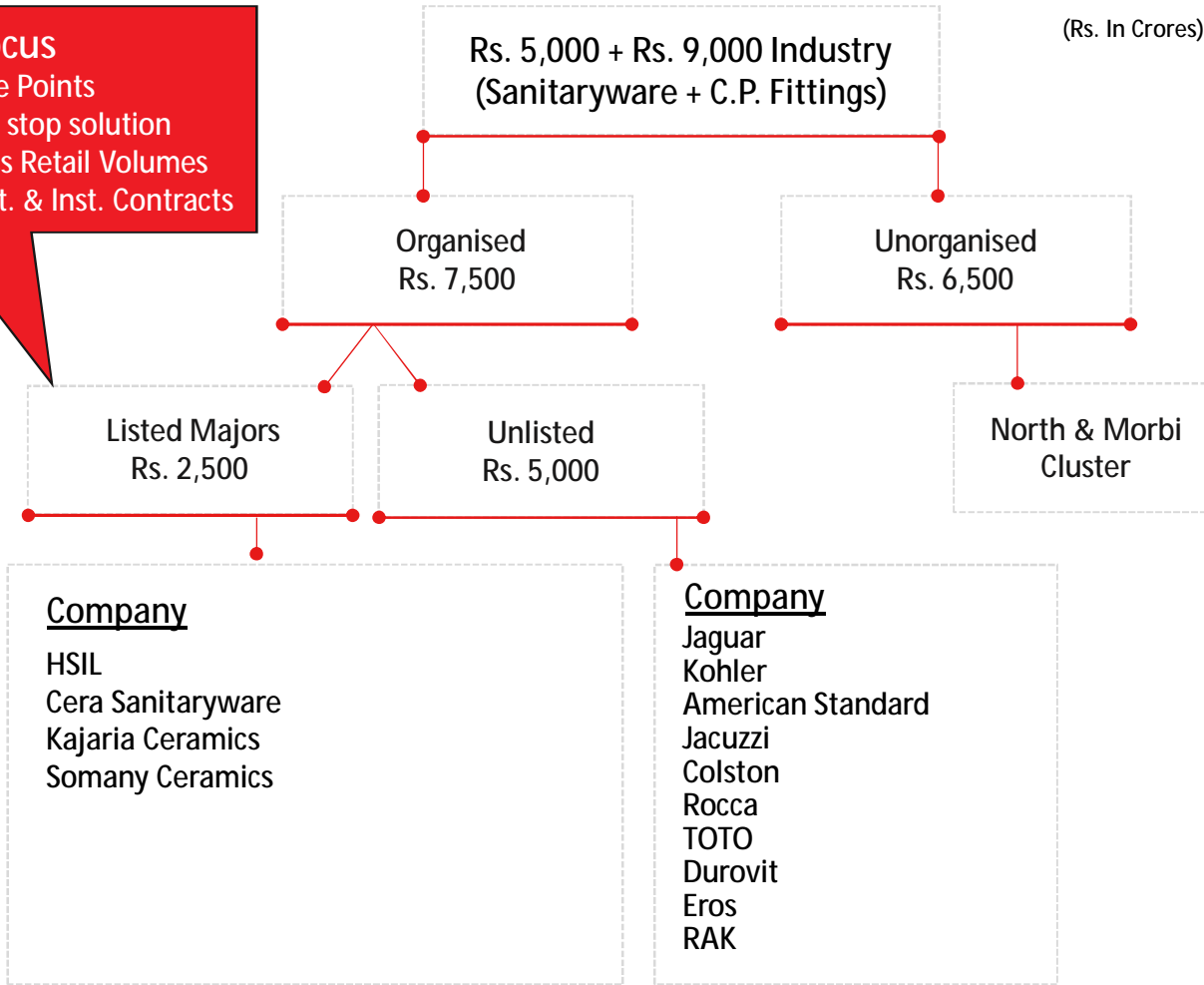




# AGL - BATHWARE INDUSTRY DYNAMICS - INDIA (SANITARYWARE & C.P. FITTINGS)



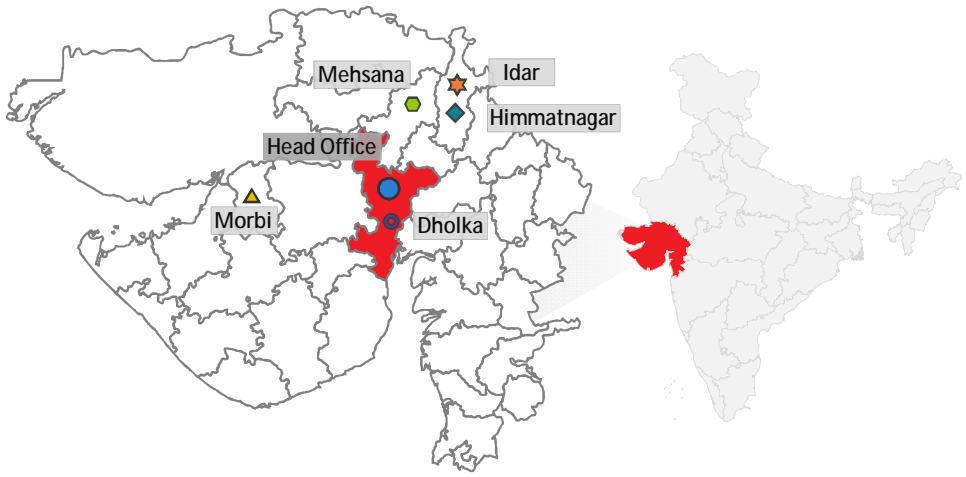
- AGL Focus**
1. Price Points
  2. One stop solution
  3. Mass Retail Volumes
  4. Govt. & Inst. Contracts



# AGL – PLANT LOCATIONS



**Ahmedabad Head Office**



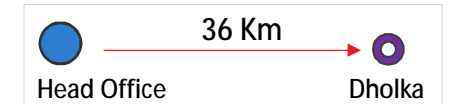
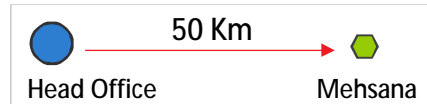
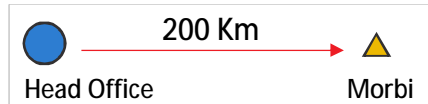
**Morbi**  
 Number of Plants – 2  
 Gas Price – Rs. 72/SCM  
 Consumption – 10.4 Million SCM/P.A.

**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. 72/SCM  
 Consumption – 10.50 Million SCM/P.A.

**Mehsana**  
 Number of Plants – 1  
 APM-Rs. 10/SCM  
 Consumption - 15.0 Million SCM/P.A  
 Tender and Spot Price- Rs. 47/SCM

**Idar**  
 Number of Plants – 1  
 Gas Price-Rs. 72/SCM  
 Consumption - 3.0 Million SCM/P.A.







## CAPACITY EXPANSION



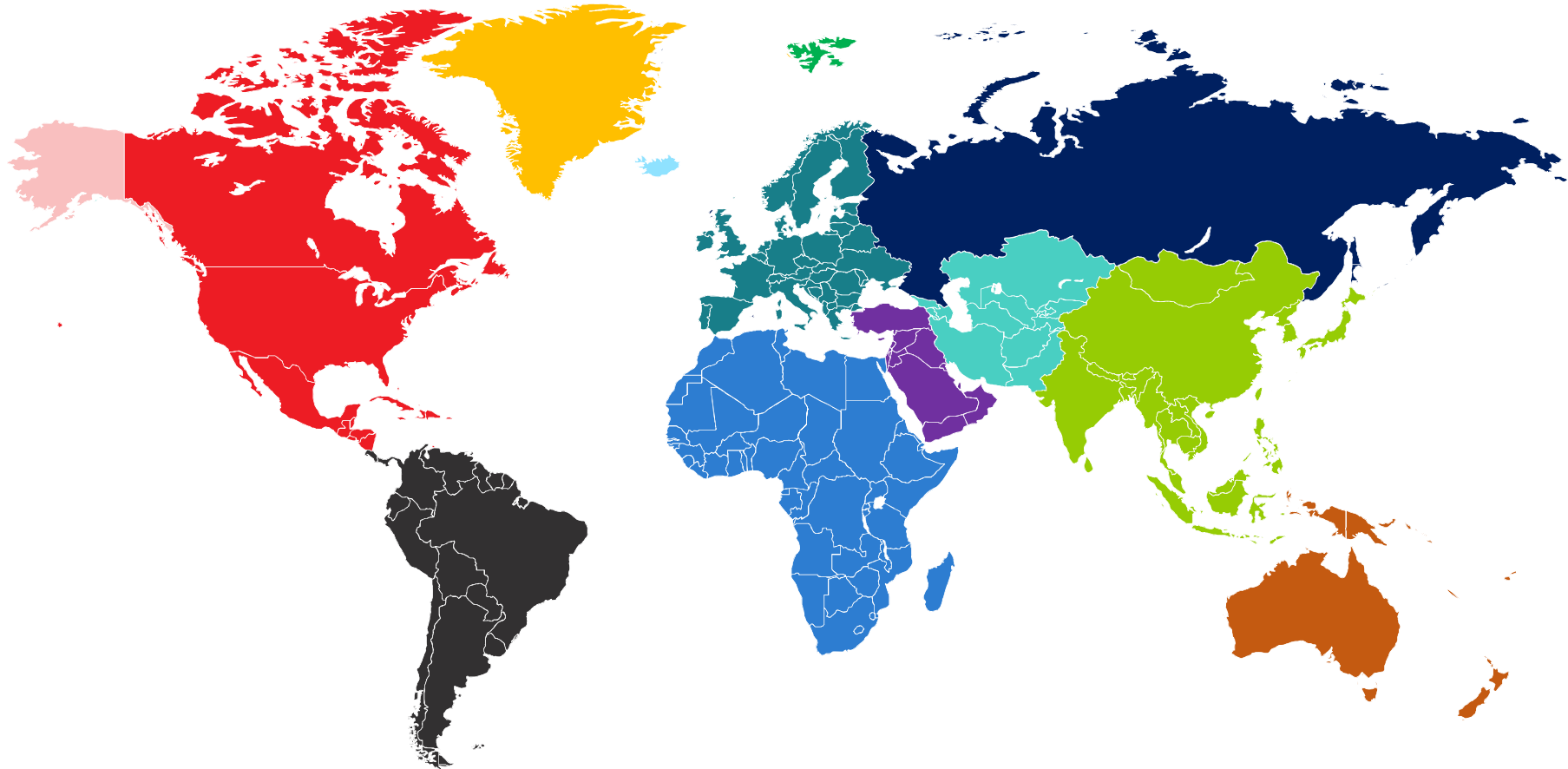
Crystal Ceramics Industries Private Limited (Asian Granito is holding 70% of equity), has completed 12,000 SQMTS/days of Glazed Vitrified Tiles brown field capacity expansion at its Mehsana Plant. This addition will increase total capacity of Crystal Ceramics to 36,000 SQMTS/day. With this expansion, Crystal Ceramics is planning to manufacture large format 600X1200 mm GVT tiles for domestic and export markets.

Crystal Ceramics enjoys natural gas procurement at very low cost at its location and this expansion was strategically planned to help reduce the manufacturing cost and further improve the operating margins.

The capacity addition of 12,000 SQMTS/day is expected to result in incremental sales of around Rs. 70-75 Crores in Asian Granito India Limited on a consolidated turnover basis.

With this capacity expansion, Asian Granito is expected to further enhance its market share in domestic and export market.

GLOBAL FOOTPRINTS ACROSS ~100 COUNTRIES



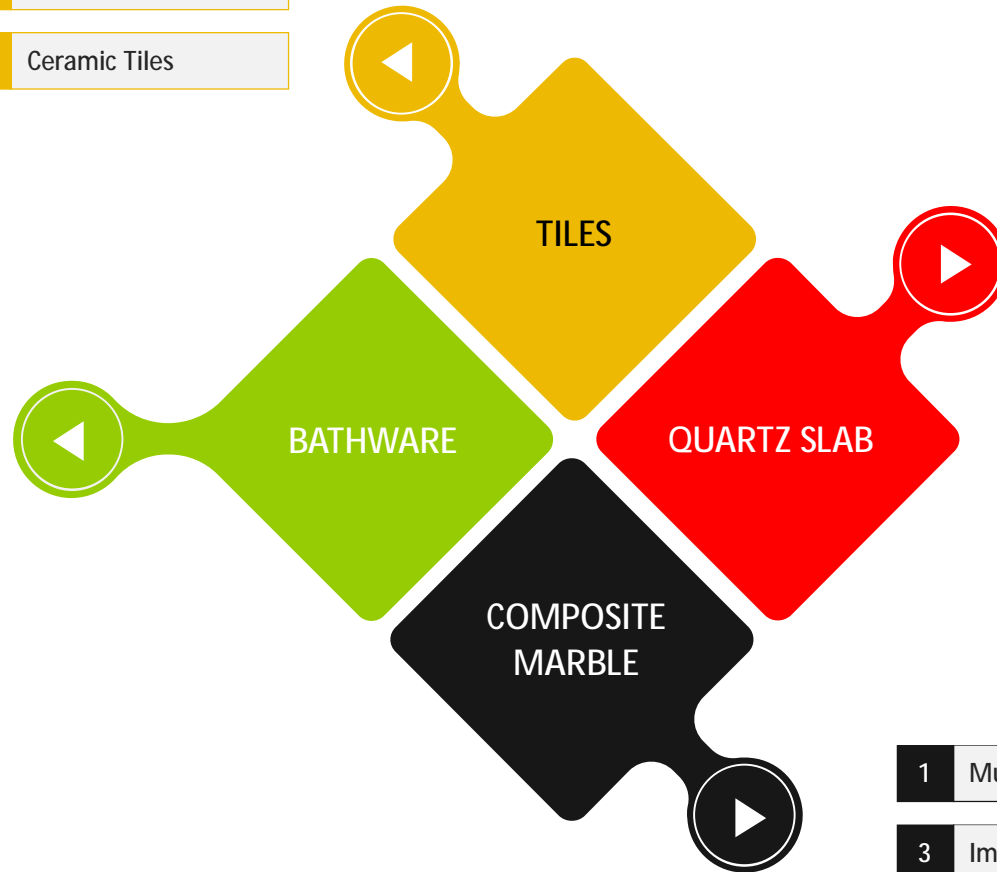


# AGL – PRODUCT PORTFOLIO



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

- |   |               |
|---|---------------|
| 1 | Sanitaryware  |
| 2 | C.P. Fittings |

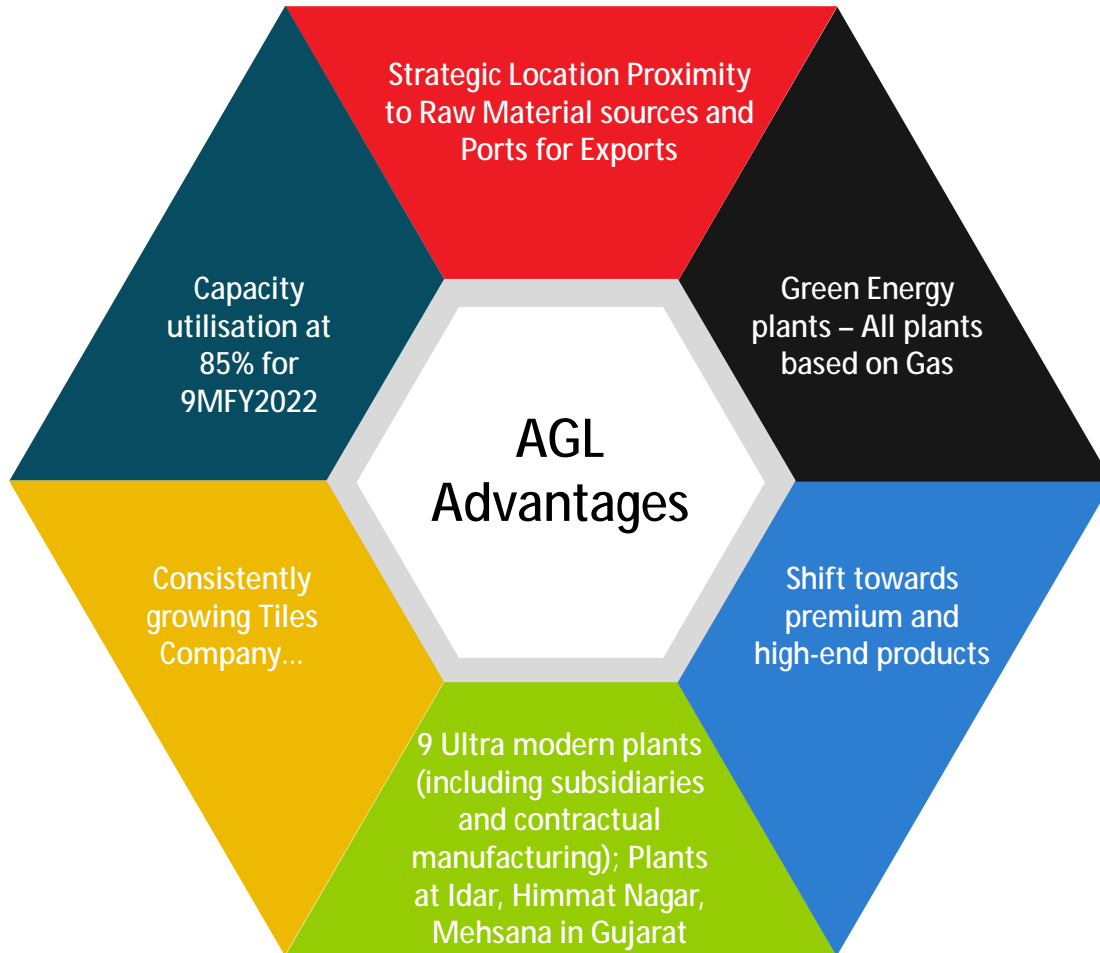


- |   |                     |
|---|---------------------|
| 1 | Multi-Colour Quartz |
| 2 | E-Stone             |
| 3 | Hard Stone          |

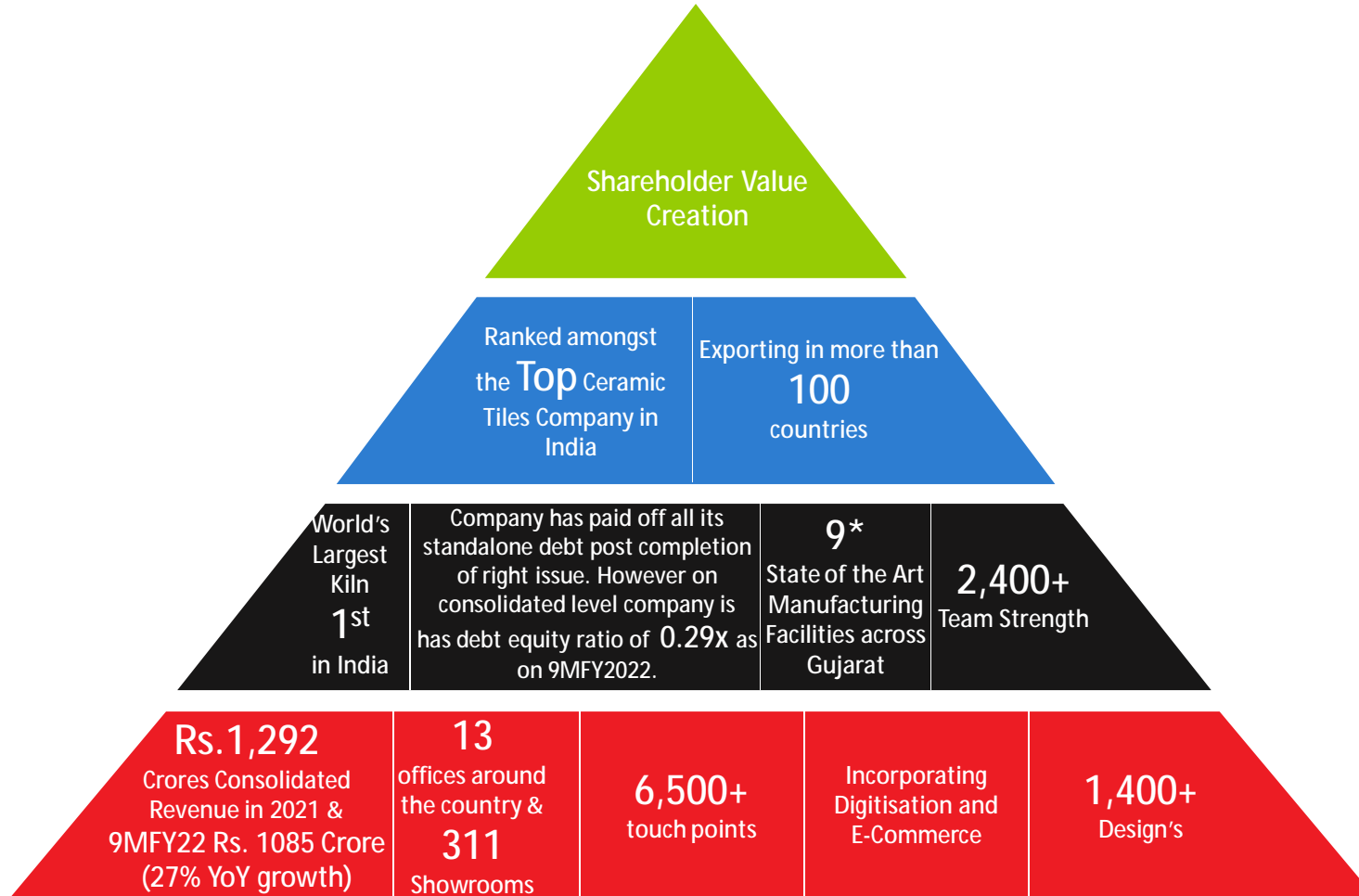
- |   |                         |   |                     |
|---|-------------------------|---|---------------------|
| 1 | Multi-Colour Marble     | 2 | Nano Crystal Marble |
| 3 | Imported Natural Marble | 4 | Onyx Marble         |



# AGL - MANUFACTURING CAPACITIES

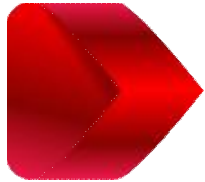


Product	Capacity Per Annum (Million Sq. Mtrs.)	Water Absorption
Ceramic Wall	5.28	15-18%
Ceramic Floor	2.64	15-18%
Glaze Vitrified Tiles	10.89	<0.08%
Composite Marble	0.83	Near to zero
Double Charge	3.96	<0.05%
Parking Tiles	2.15	<0.5%
Outsourcing Arrangement	5.94	-
Quartz slab	0.53	Near to zero
<b>Total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

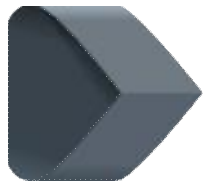


*\*This includes two 100% contractual manufacturing plants*

# KEY STRATEGIC INITIATIVES- PAVING THE WAY TO A DEBT FREE COMPANY



**Further Capital Raising:** The company successfully completed Right Issue of Rs. 225 crores and paid off all its standalone debt.

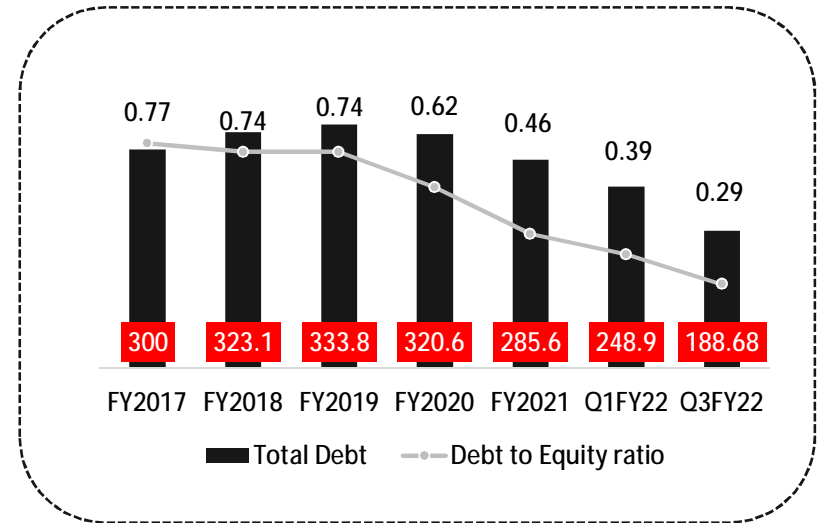


**Disposal of Non Core Businesses:** Company recently disposed off its entire shareholding in its Associate i.e. Aston Paper & Board Mill Limited, a listed company on BSE and NSE. The proceeds from sale of the said shares have been utilised to meet long term working capital requirement and debt reduction.



**Way to become complete Debt Free on Consolidated basis:** The company plans to become completely debt free over next 2-3 years on a consolidated basis.

To be updated





# AGL-TREND SETTER WITH MANY INDUSTRY 'FIRST'



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

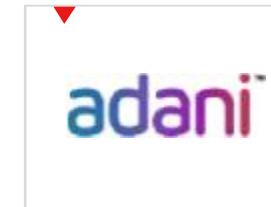
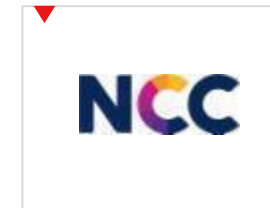
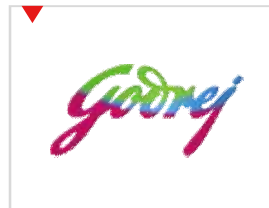
INTRODUCE 16MM THICK HEAVY DUTY VITRIFIED TILES – GRESTEK HARDSTONE

INTRODUCE WORLD'S WHITEST DOUBLE CHARGE VITRIFIED TILES - CARRARA WHITE

FIRST TO ESTABLISH ONLINE VITRIFIED TECHNOLOGY



# MARQUEE CLIENTELE



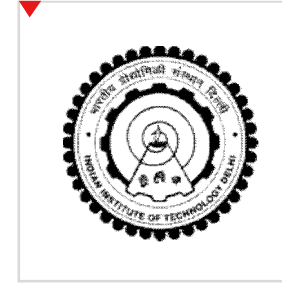
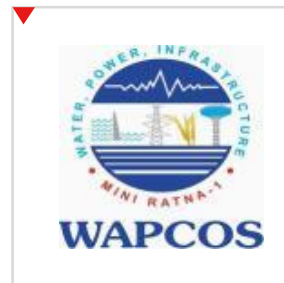




# GOVERNMENT PROJECTS

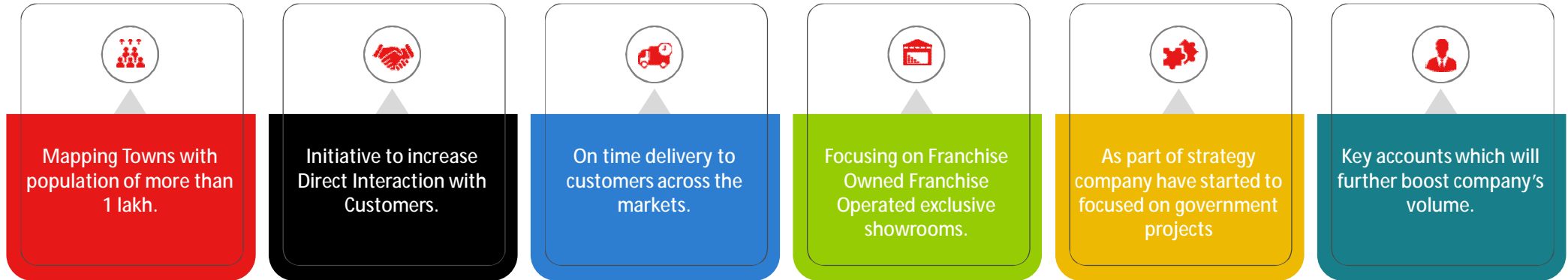


Tiles · Marble · Quartz · Bathware



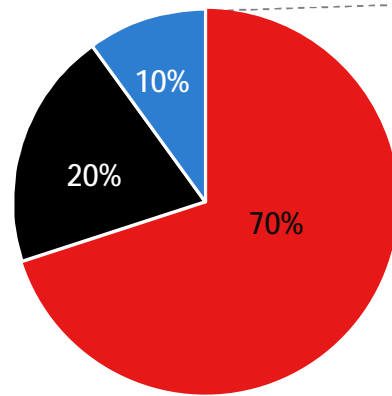


# CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C

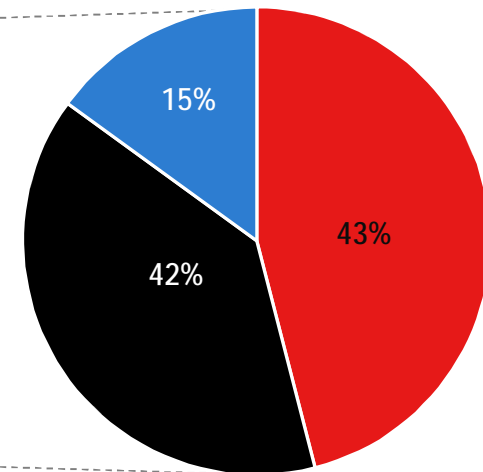


FY2012

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



ET INDUSTRY LEADER RECOGNITION - 2021



ISO 9001 2015 & 14001 2015 Dalpur



GRIHA Council AGL 2021



The Economic Times Best Building Material Brand - 2021



Readers Digest - Trusted Consumer Brand - 2019



IGBC



Expert Choice Award



Fortune India Next 500 (Summit West) Asian Granito



Gujarat Brand Leadership Award

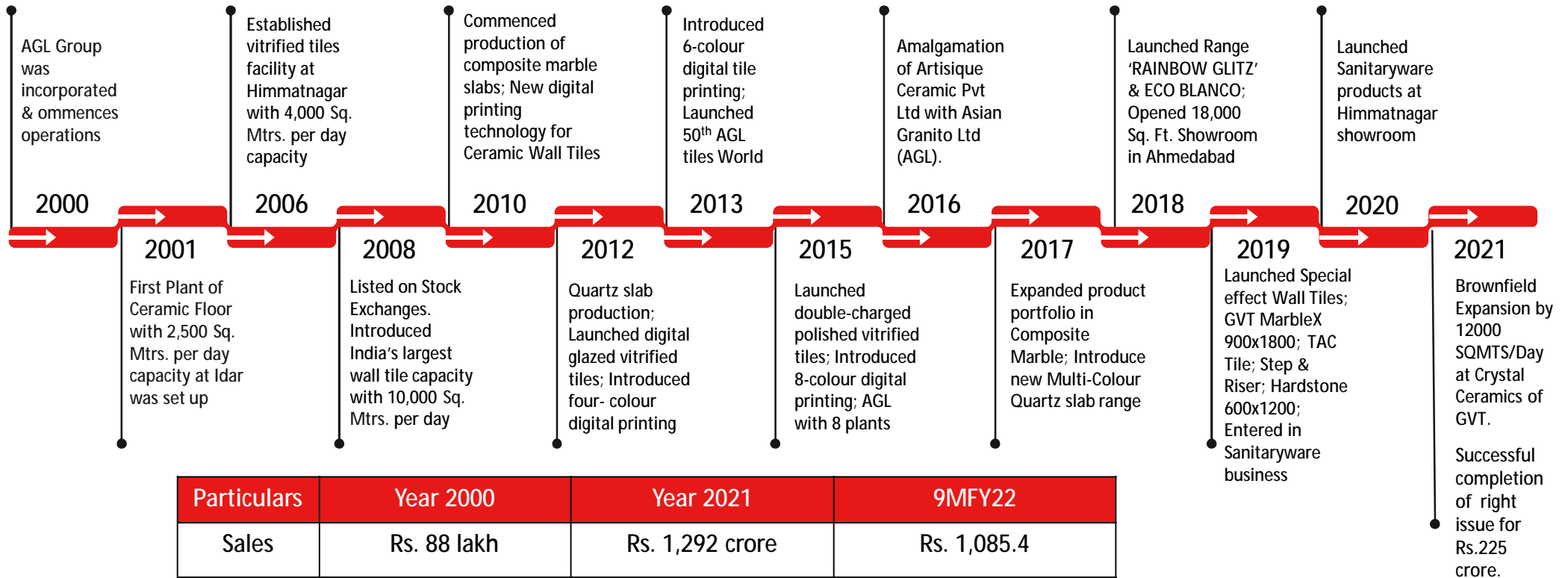


Mega Brand



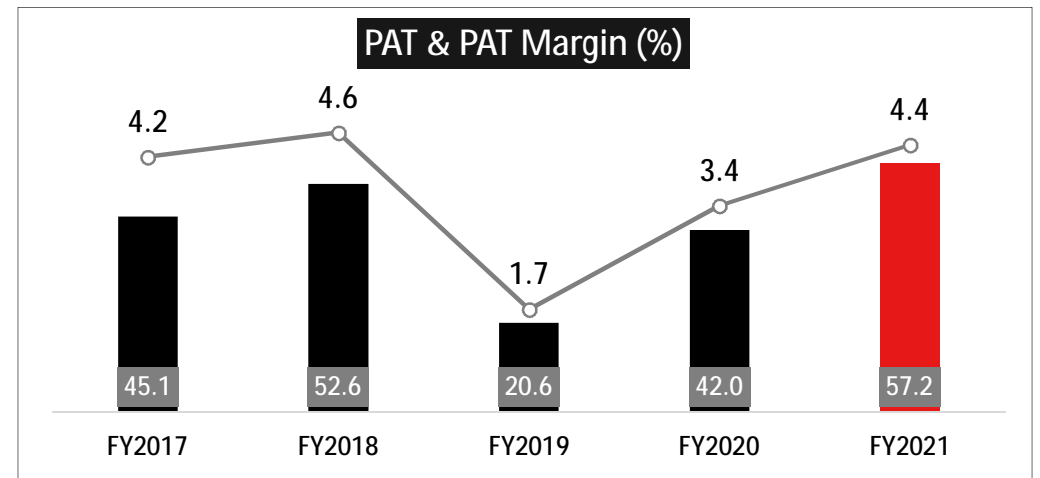
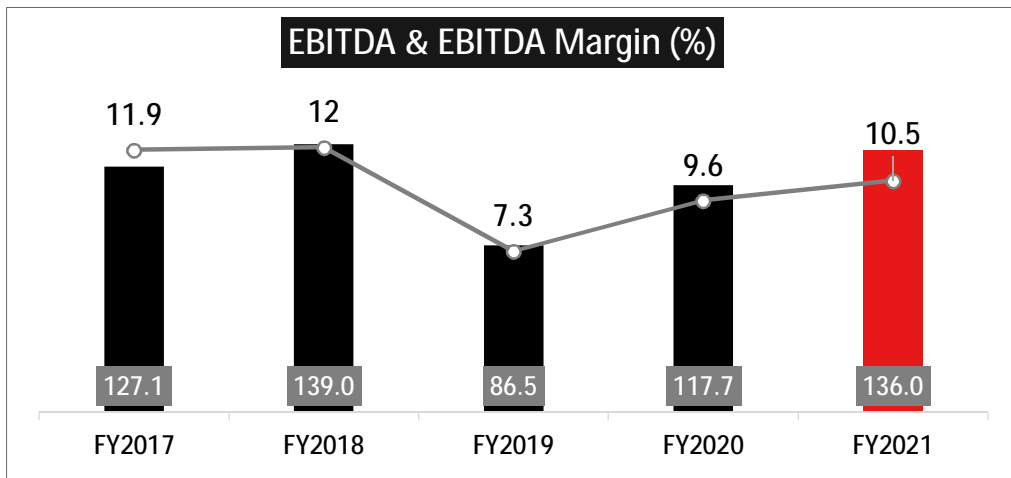
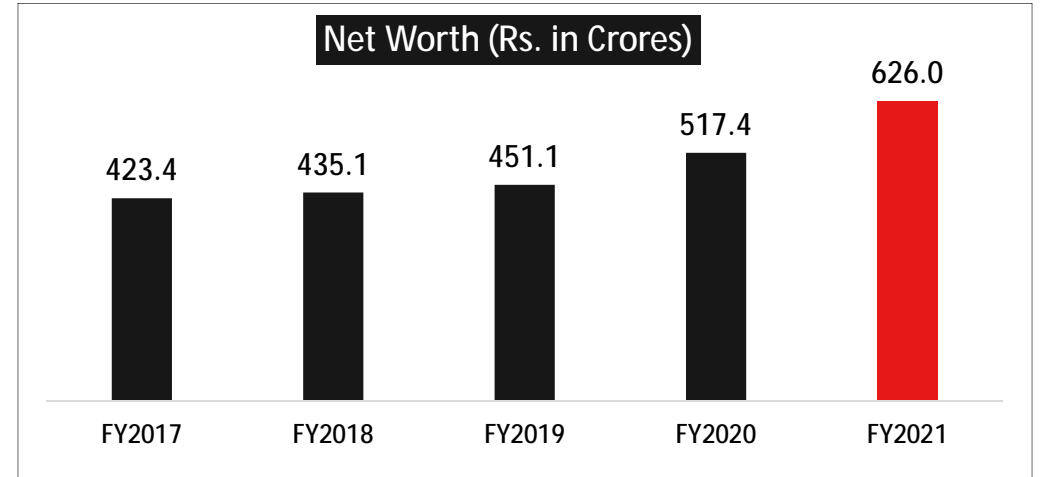
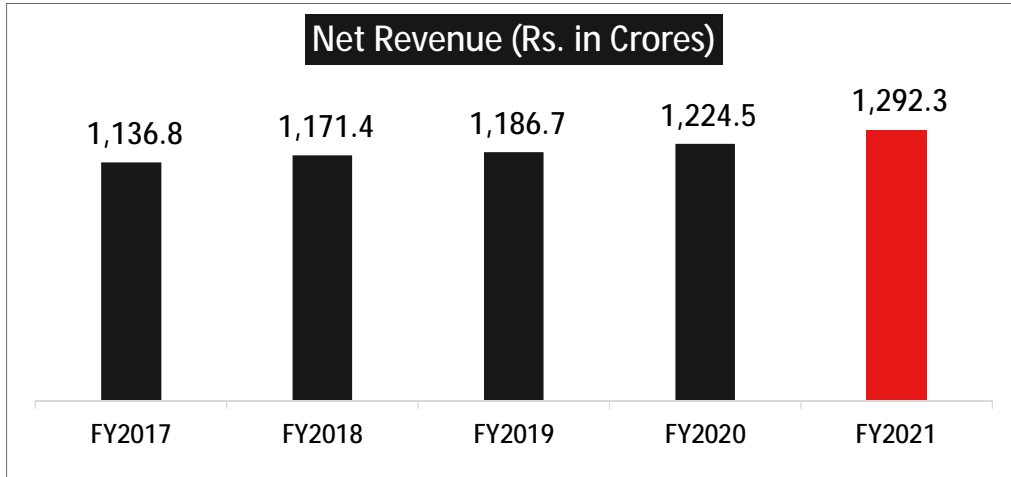
Asia's Most Promising Brand

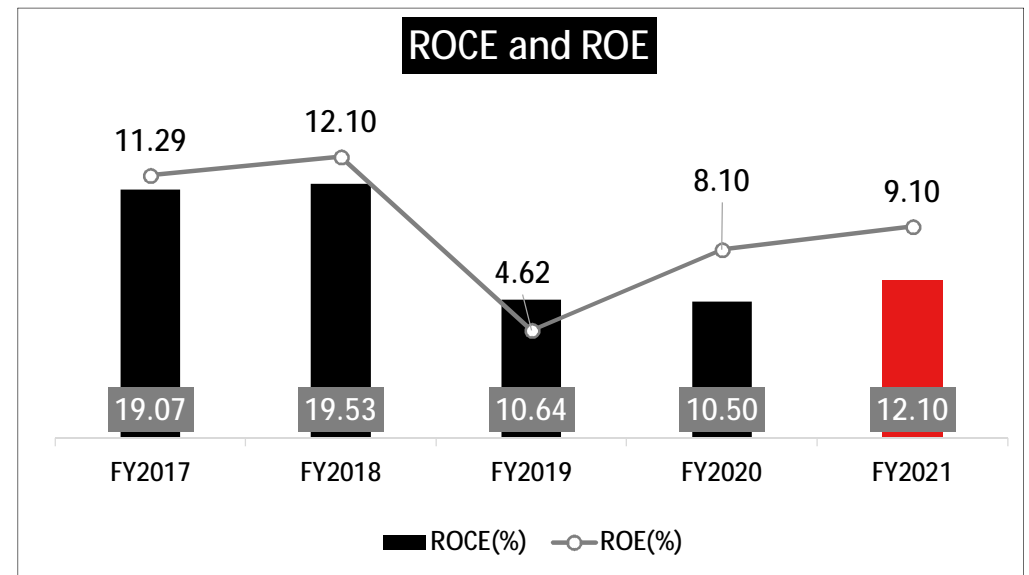
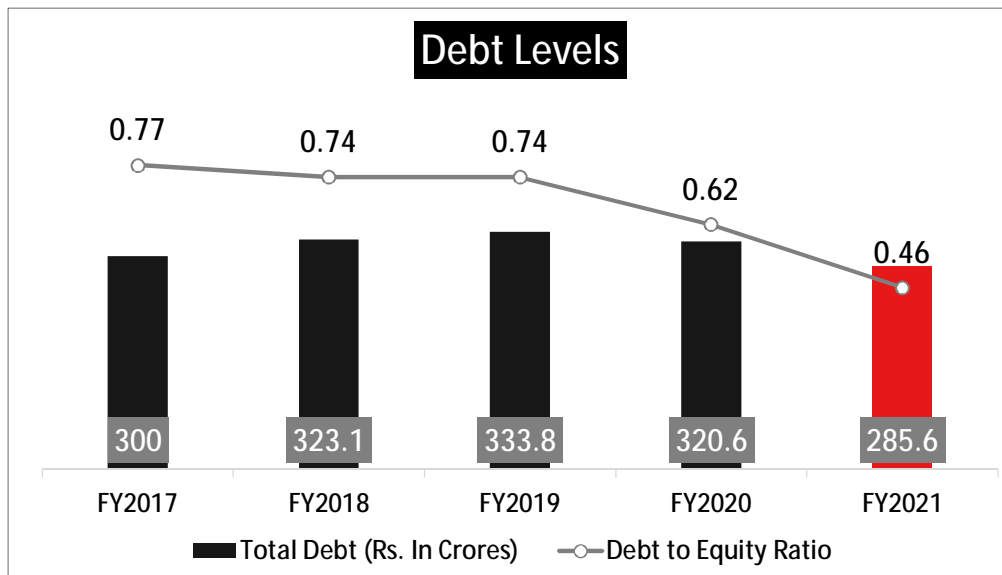
# AGL - MILESTONES



Particulars	Year 2000	Year 2021	9MFY22
Sales	Rs. 88 lakh	Rs. 1,292 crore	Rs. 1,085.4
Capacity	0.83 MSQMTS/annum	32.21 MSQMTS/annum	32.21 MSQMTS/annum

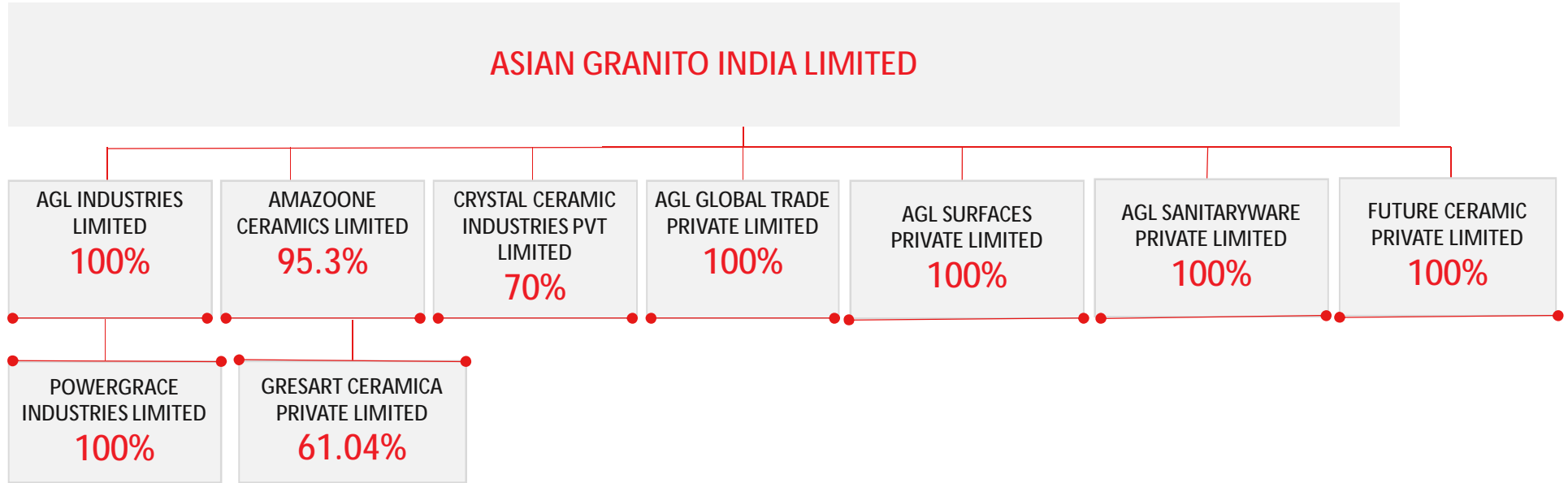
# AGL - CONSOLIDATED FINANCIAL OVERVIEW



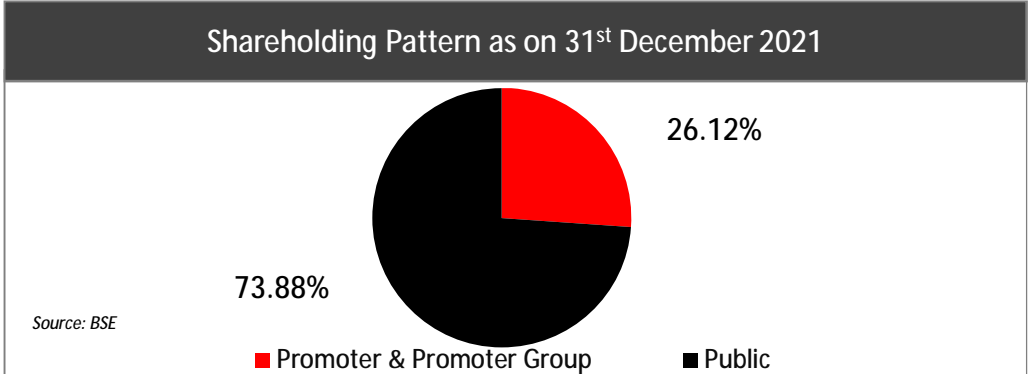




# AGL - CORPORATE STRUCTURE AND SHAREHOLDING



Stock Data (As on 10 <sup>th</sup> Feb 2022)	
Market Capitalization (Rs. in Million)	6776.1
Shares Outstanding (Million)	56.75
Symbol (NSE/BSE)	ASIANILES/532888





Tiles · Marble · Quartz · Bathware

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**THANK YOU**