

Asian Granito India Ltd.

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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 13.02.2020

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 Nine months ended on 31<sup>st</sup> December, 2019. 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

Amarendra Kumar Gupta  
Chief Financial officer

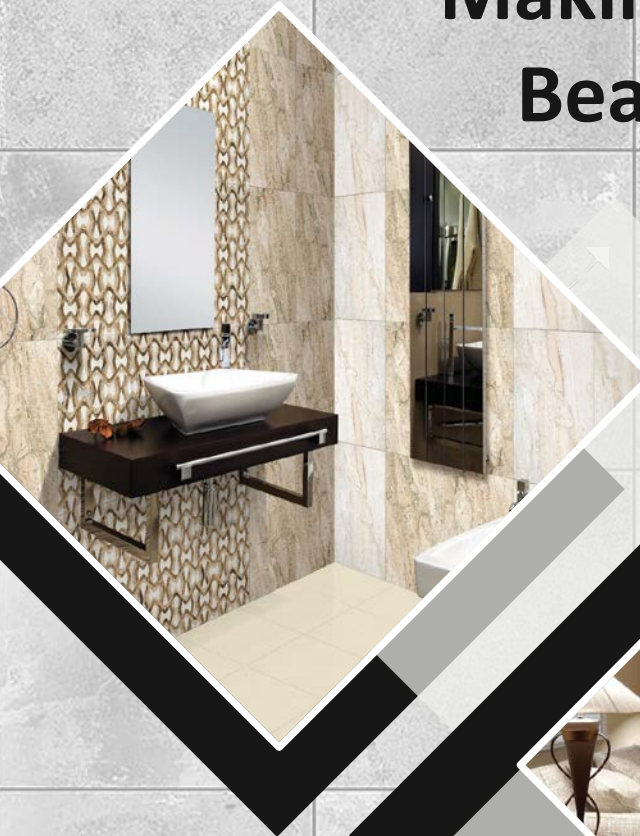
Encl.: As above





— Beautiful Life —

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



Asian Granito India Ltd.

**INVESTOR PRESENTATION Q3 FY20**

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

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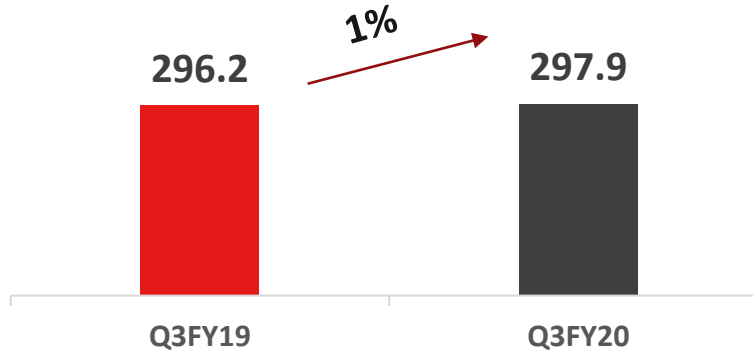


- 1) During the quarter, your company has witnessed a steady performance in Revenues with a marked increased in profitability by 122% y-o-y. The recent challenges faced by China would benefit your company in terms of volume growth and price consolidation in the near term.
- 2) Volume growth in the tiles segment grew marginally during the quarter. However, the quartz segment is facing challenges amidst the recent anti- dumping duty on quartz in the US countries.
- 3) Sanitaryware division have continued to shown 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 it dealers network base which will further boost the demand for our products.
- 4) Your company during the quarter has seen stable realizations in product mix both in the domestic and exports market. Several cost restraining strategies were adopted and as a result the overall EBITDA margins increased from 8.09 % last year to 11.26 % this year.
- 5) We witnessed no change in the average price of SCM this quarter. However, our average consumption of gas price has declined resulting in cost reduction in Power & Fuel.
- 6) During the quarter, our manufacturing capacity utilization has increased to 89%.

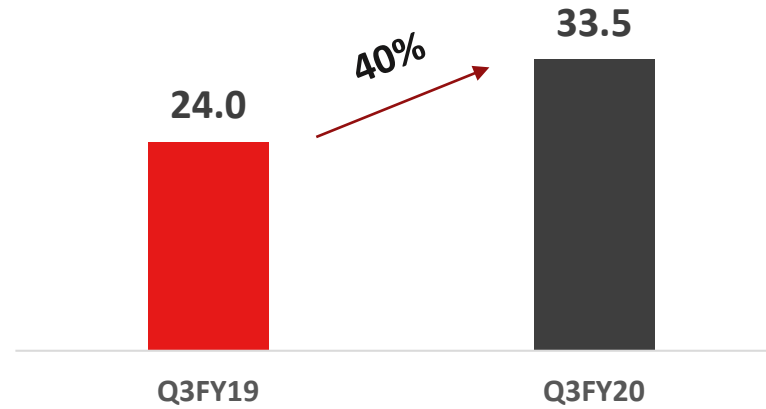
### Outlook:

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. Further, the NGT ban on Morbi players may tighten the norms on usage of coal gasifiers. The initiatives proposed by the government, in their monetary policy, provides a boost to the retail housing segment in the coming term. The company continues to be competitive, innovative and looks forward to explore different avenues for its premium products across different geographies.

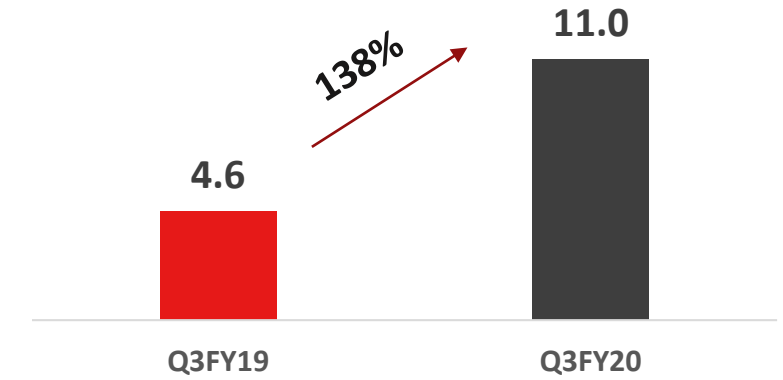
Revenues (₹ in Cr)



EBITDA (₹ in Cr)



PAT (₹ in Cr)

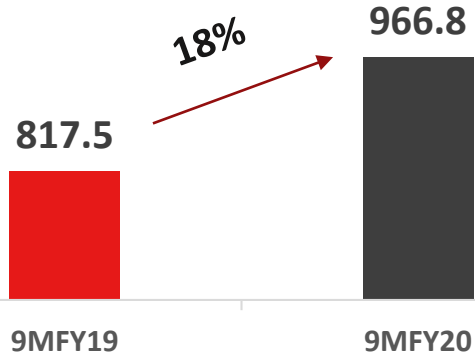


Segmental Revenues (₹ in Cr)

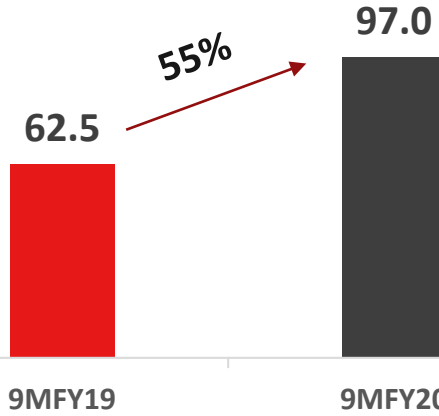
	Tiles	Marble	Quartz	Power Grace	Others
Q3FY19	232.8	20.6	37.2	3.54	2.0
Q3FY20	233.6	17.3	30.5	4.29	7.9

\*Includes Sanitaryware

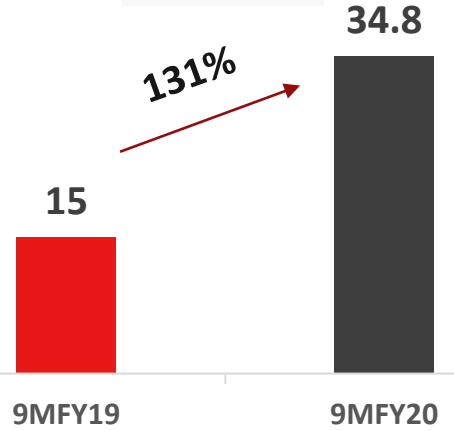
Revenues (₹ in Cr)



EBITDA (₹ in Cr)



PAT (₹ in Cr)



Segmental Revenues (₹ in Cr)

	Tiles	Marble	Quartz	Power Grace	Others
9MFY19	672.2	51.6	74.6	9.4	9.0
9MFY20	696.3	68.3	160.4	12.6	21.0

\*Includes Sanitaryware

# STANDALONE PROFIT & LOSS FOR Q3FY20 & 9MFY20

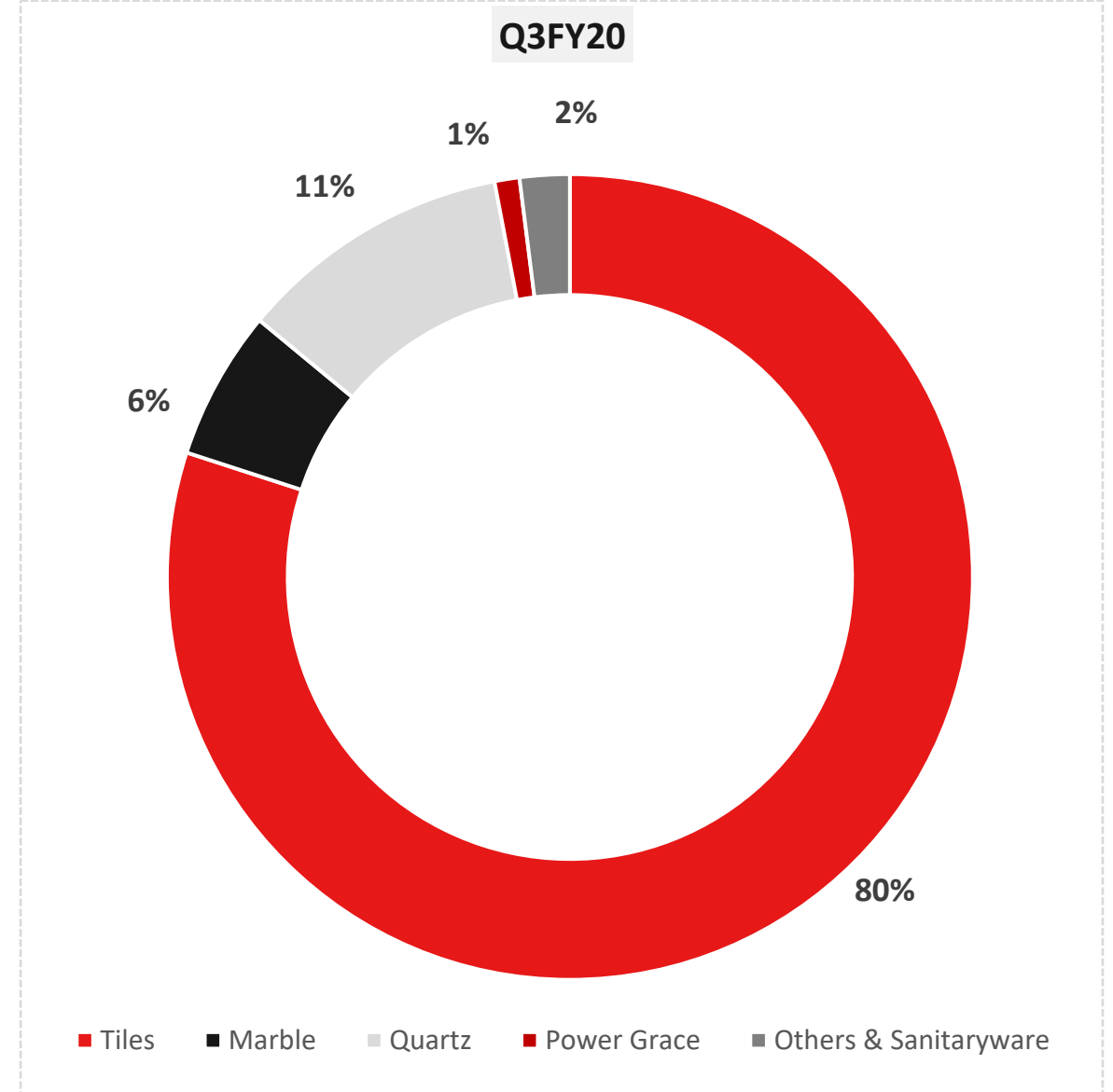
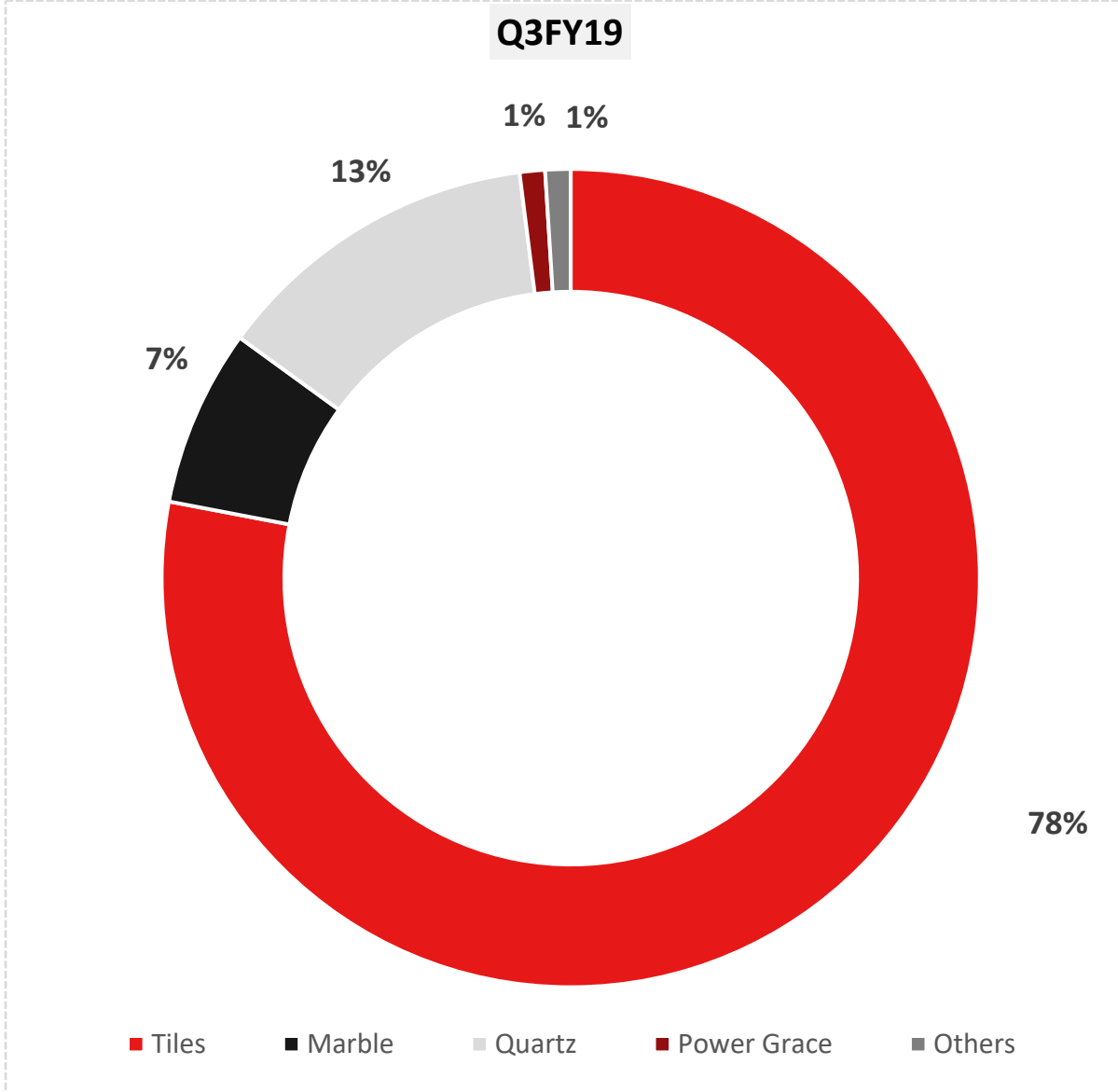
Particulars ( ₹ In Cr)	Q3FY19	Q3FY20	Y-o-Y	9MFY19	9MFY20	Y-o-Y
<b>Revenue from Operations</b>	<b>248.16</b>	<b>254.97</b>	<b>2.7%</b>	<b>702.00</b>	<b>796.14</b>	<b>13.4%</b>
Total Raw Material	164.75	<b>173.88</b>	5.5%	452.25	<b>542.93</b>	20.1%
Employee Expenses	19.62	20.84	6.2%	59.94	62.47	4.2%
Power & Fuel	24.87	15.74	-36.7%	73.05	55.28	-24.3%
Other Expenses	28.14	20.66	-26.6%	85.27	78.54	-7.9%
<b>EBITDA</b>	<b>10.80</b>	<b>23.84</b>	<b>121.2%</b>	<b>31.49</b>	<b>56.92</b>	<b>80.8%</b>
<b>EBITDA Margin (%)</b>	<b>4.35%</b>	<b>9.35%</b>	-	<b>4.49%</b>	<b>7.15%</b>	-
Other Income	0.05	0.15	-	0.60	0.43	-
Depreciation	4.10	6.05	47.4%	12.23	14.60	19.4%
<b>EBIT</b>	<b>6.74</b>	<b>17.95</b>	<b>166.3%</b>	<b>19.86</b>	<b>42.75</b>	<b>115.3%</b>
<b>EBIT Margin (%)</b>	<b>2.72%</b>	<b>7.04%</b>	-	<b>2.83%</b>	<b>5.37%</b>	-
Finance Cost	3.47	5.24	51.1%	10.69	13.00	21.6%
Exceptional Items	-	-	-	-	-	-
<b>Profit before Tax</b>	<b>3.27</b>	<b>12.71</b>	<b>288.3%</b>	<b>9.17</b>	<b>29.75</b>	<b>224.6%</b>
Tax	1.63	3.78	-	3.79	5.94	-
<b>Profit After Tax</b>	<b>1.64</b>	<b>8.93</b>	<b>445.9%</b>	<b>5.38</b>	<b>23.81</b>	<b>342.5%</b>
Other Comprehensive Income	-0.03	-0.09	-	-0.09	-0.26	-
<b>Total Comprehensive Income</b>	<b>1.60</b>	<b>8.85</b>	<b>451.4%</b>	<b>5.29</b>	<b>23.56</b>	<b>345.7%</b>
<b>Comprehensive Income Margin (%)</b>	<b>0.66%</b>	<b>3.47%</b>	-	<b>0.76%</b>	<b>2.96%</b>	-



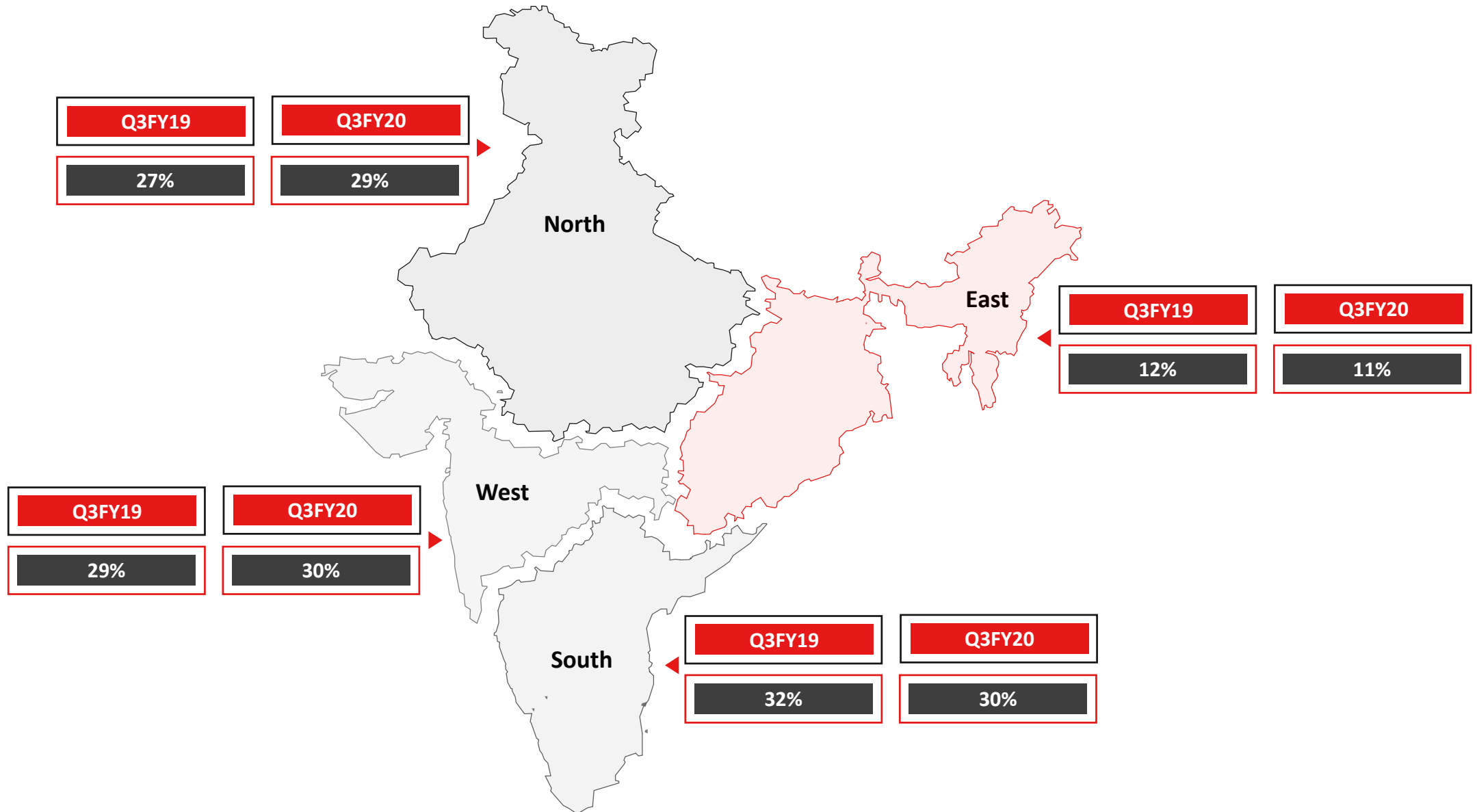
# CONSOLIDATED PROFIT & LOSS FOR Q3FY20 & 9MFY20

Particulars ( ₹ In Cr)	Q3FY19	Q3FY20	Y-o-Y	9MFY19	9MFY20	Y-o-Y
<b>Revenue from Operations</b>	<b>296.20</b>	<b>297.86</b>	<b>0.6%</b>	<b>817.45</b>	<b>966.80</b>	<b>18.3%</b>
Total Raw Material	164.98	175.37	6.3%	446.93	577.06	29.1%
Employee Expenses	28.62	27.71	-3.1%	83.60	83.60	0.0%
Power & Fuel	41.92	31.66	-24.5%	116.63	101.68	-12.8%
Other Expenses	36.70	29.58	-19.5%	107.84	107.46	0.3%
<b>EBITDA</b>	<b>23.96</b>	<b>33.53</b>	<b>40.0%</b>	<b>62.45</b>	<b>97.01</b>	<b>55.3%</b>
<b>EBITDA Margin (%)</b>	<b>8.09%</b>	<b>11.26%</b>	-	<b>7.65%</b>	<b>10.00%</b>	-
Other Income	1.00	0.79	-	1.94	2.70	-
Depreciation	7.50	9.30	24.7%	20.64	24.50	18.7%
<b>EBIT</b>	<b>17.52</b>	<b>25.02</b>	<b>42.9%</b>	<b>43.75</b>	<b>75.20</b>	<b>71.9%</b>
<b>EBIT Margin (%)</b>	<b>5.91%</b>	<b>8.40%</b>	-	<b>5.36%</b>	<b>7.78%</b>	-
Finance Cost	8.74	10.34	18.4%	24.11	27.69	14.8%
Exceptional Items	-	-	-	-	-	-
<b>Profit before Tax</b>	<b>8.78</b>	<b>14.68</b>	<b>67.2%</b>	<b>19.64</b>	<b>47.51</b>	<b>141.9%</b>
Tax	3.81	3.64	-	6.48	10.35	-
<b>Profit After Tax</b>	<b>4.97</b>	<b>11.04</b>	<b>122.2%</b>	<b>13.16</b>	<b>37.16</b>	<b>182.4%</b>
Share of Profits of Associates / JV	1.00	0.39	-	3.48	2.00	-
Minority Interest	1.36	0.30	-	1.59	4.01	-
<b>Net Profit for the period after Share of Profit of Associates</b>	<b>4.62</b>	<b>11.13</b>	<b>140.9%</b>	<b>15.05</b>	<b>35.15</b>	<b>133.6%</b>
<b>PAT Margin (%)</b>	<b>1.56%</b>	<b>3.84%</b>	-	<b>1.84%</b>	<b>3.64%</b>	-
Other Comprehensive Income	0.02	-0.09	-	0.04	-0.29	-
<b>Total Comprehensive Income</b>	<b>4.64</b>	<b>11.05</b>	<b>138.3%</b>	<b>15.09</b>	<b>34.86</b>	<b>131.0%</b>
<b>Comprehensive Income Margin (%)</b>	<b>1.57%</b>	<b>3.71%</b>	-	<b>1.85%</b>	<b>3.61%</b>	-

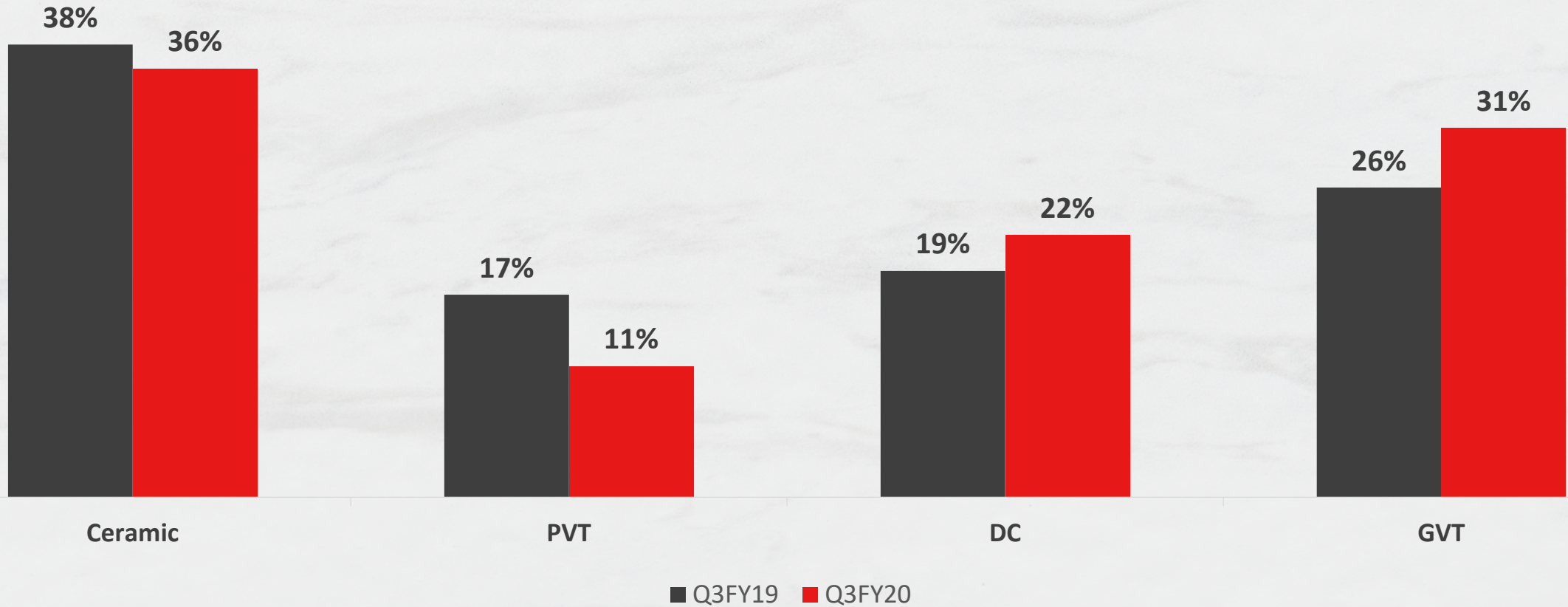
# CONSOLIDATED SEGMENTAL REVENUES (In %)



# GEOGRAPHICAL REVENUE BREAKUP (In %)

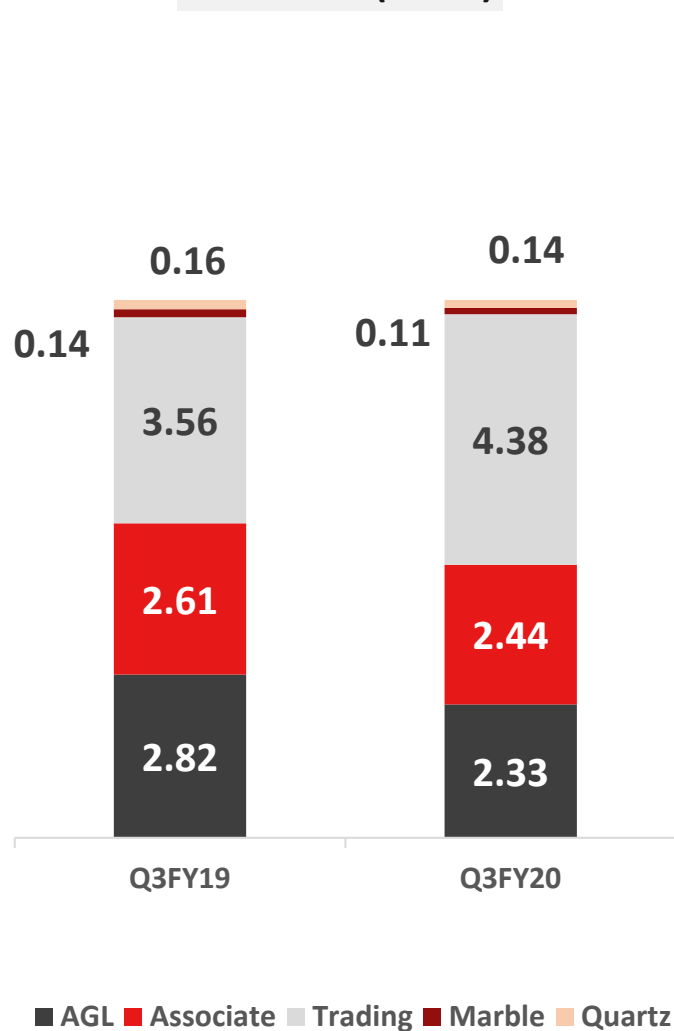


# CONSOLIDATED REVENUE BREAKUP OF TILES DIVISION

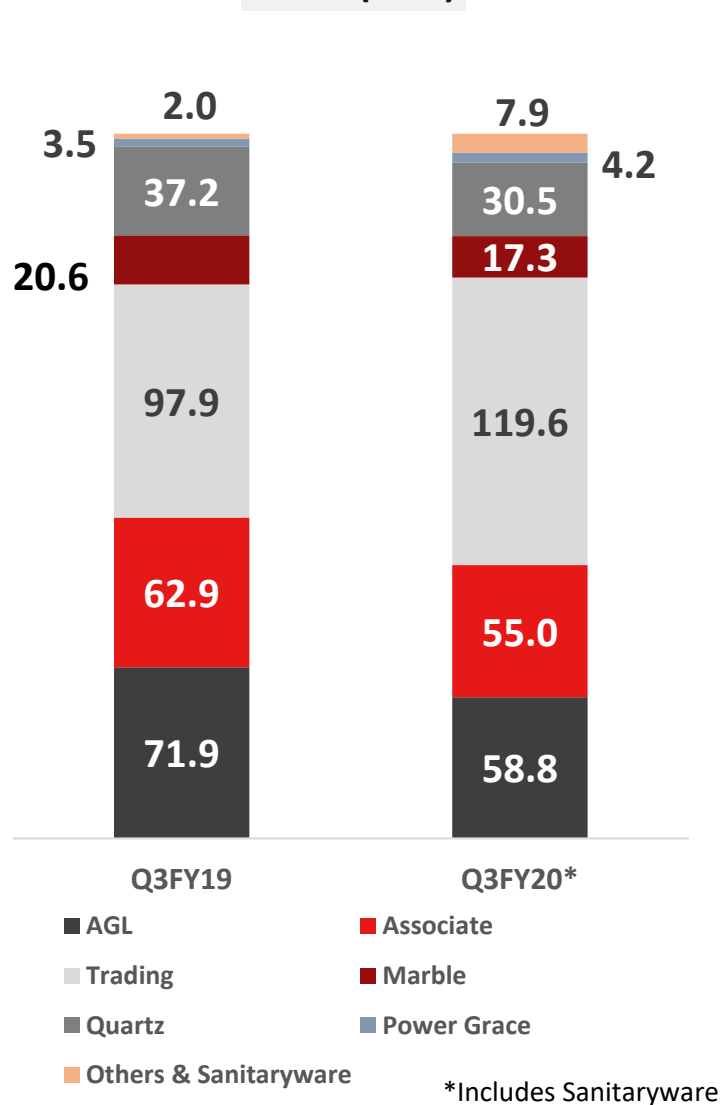


# CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR Q3FY20

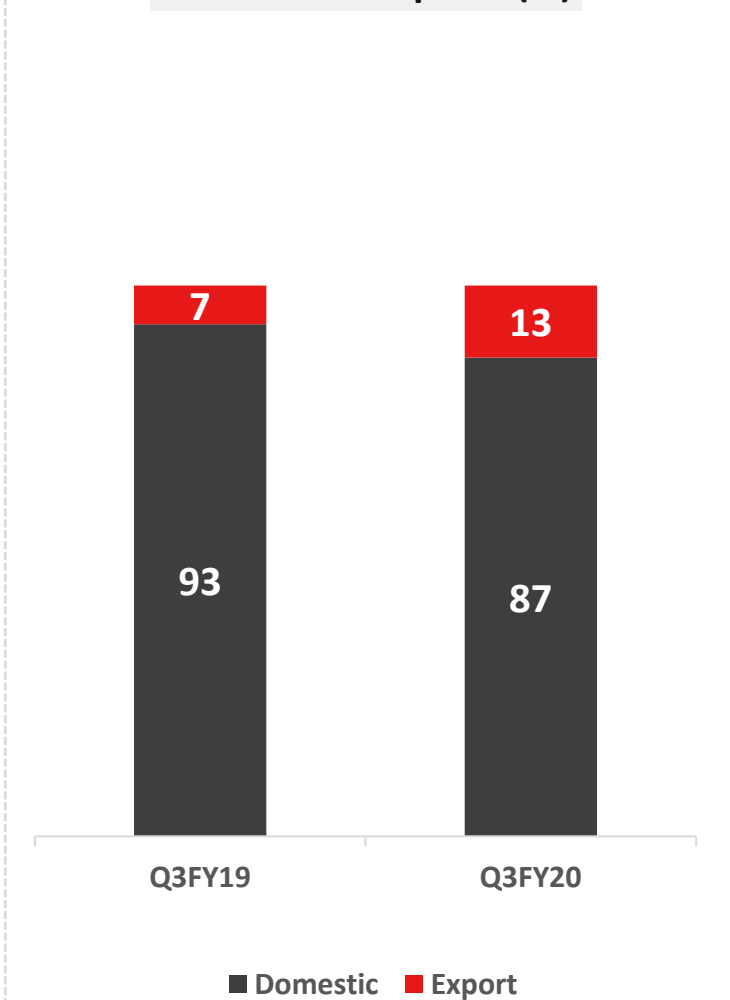
### Volume in (MSM)



### Value ( ₹ cr)

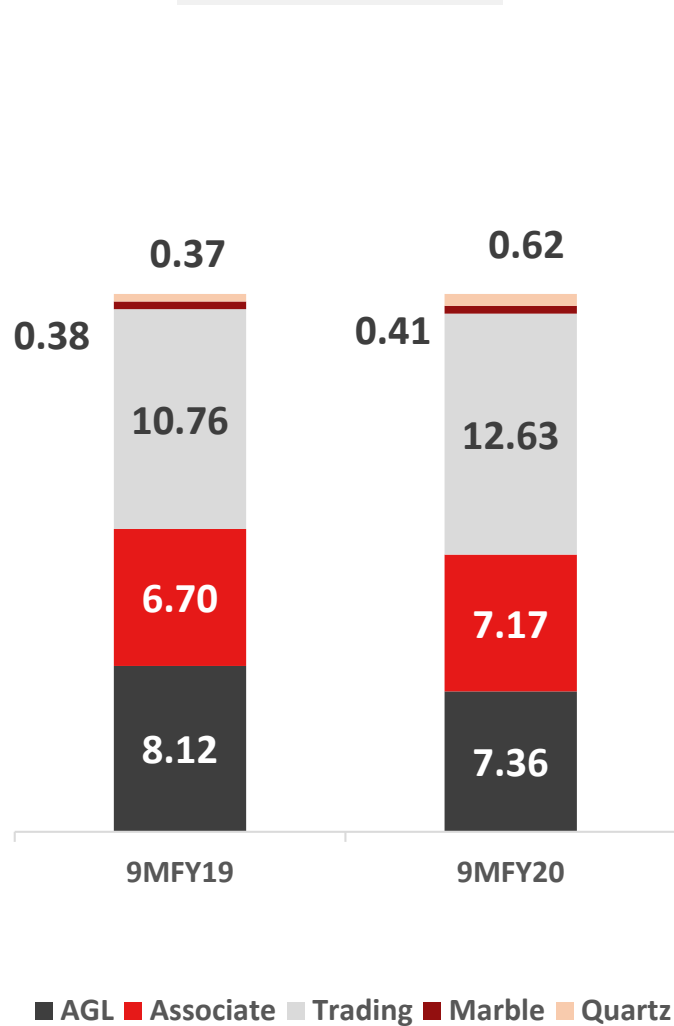


### Domestic & Exports (%)

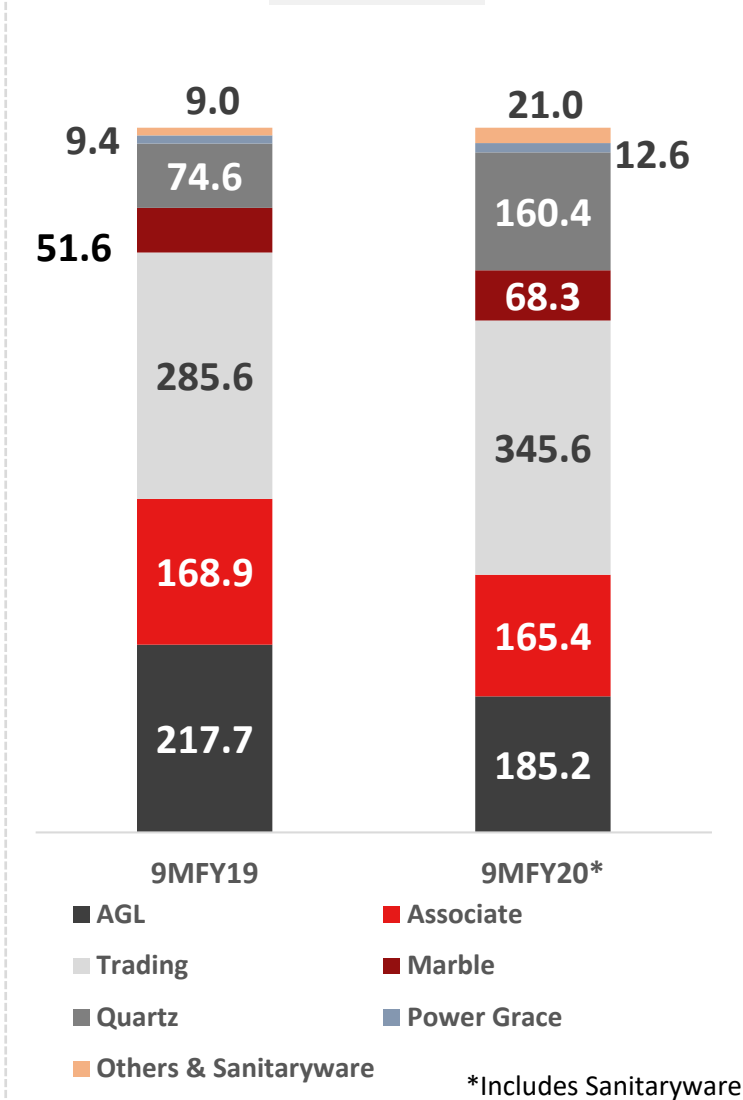


# CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR 9MFY20

### Volume in (MSM)



### Value (₹ cr)



### Domestic & Exports (%)





### 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 ₹ 6,000 Crores with 10% profitability by Year 2030

### Our Mission



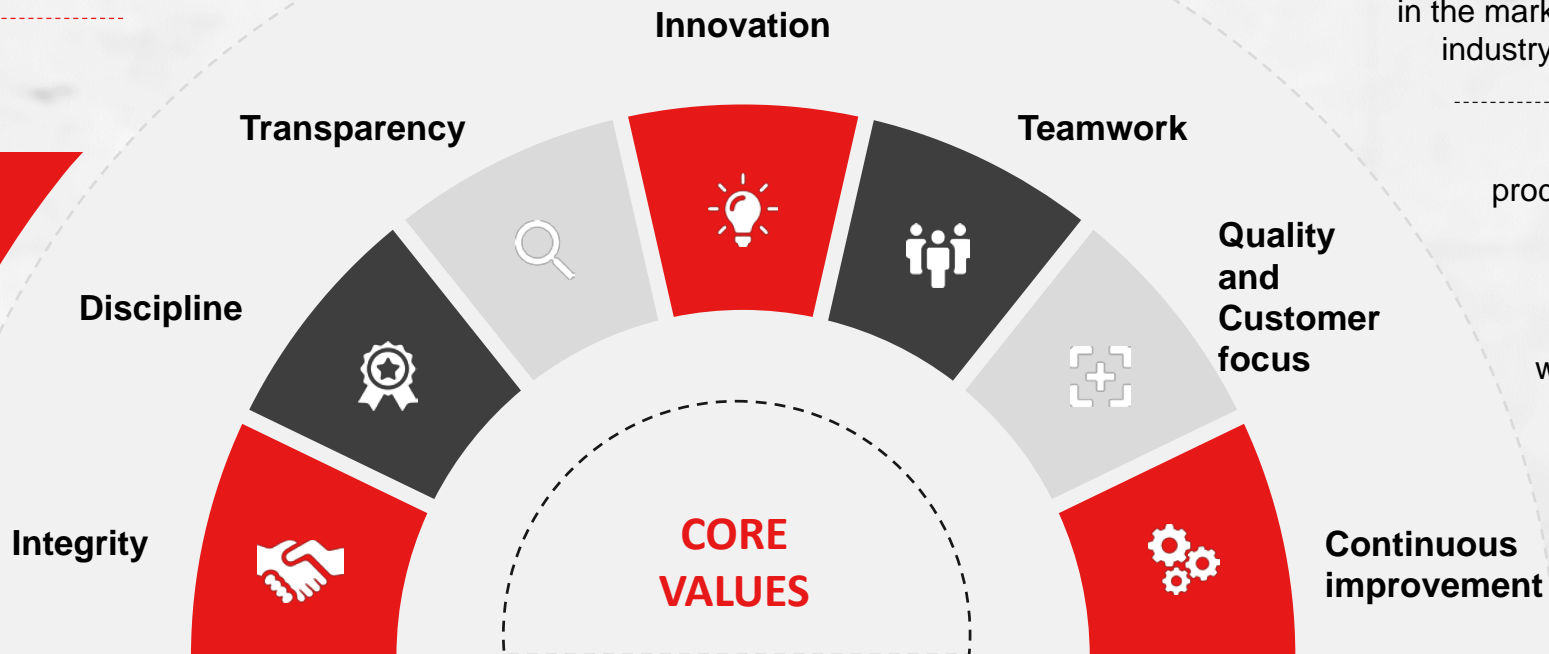
Grow profitably across the AGL Group

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 ”



18

Offices across  
the country



2,400

Team Strength

10

State-of-the-art  
Manufacturing  
facilities across  
Gujarat



302

Showrooms



6,500+

Touch Points

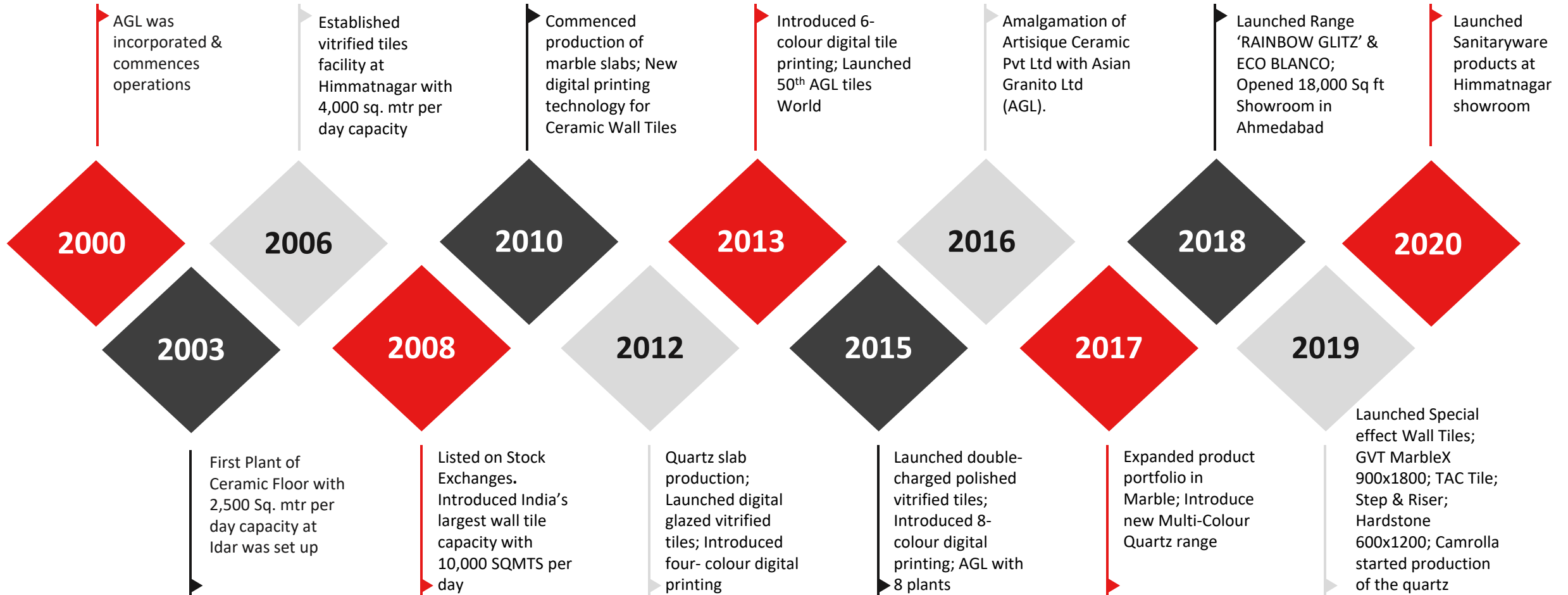


Exporting  
Products across

78

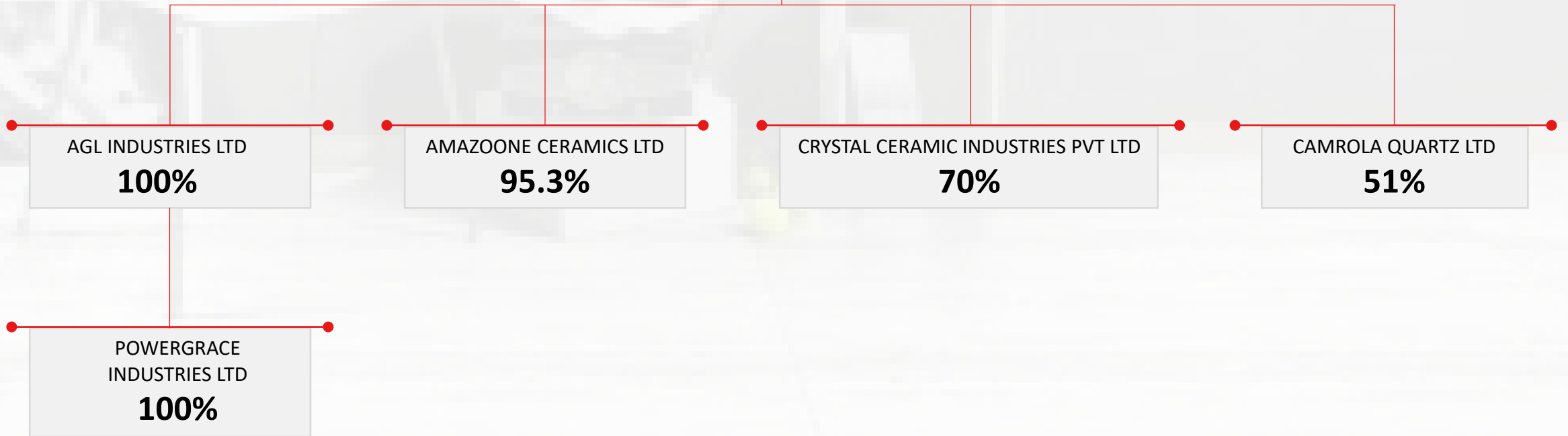
Countries





## ASIAN GRANITO INDIA LTD

Associate Co. – Astron Paper & Board Mill Ltd (18.87%)





**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**

- 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. PATTENSHETTY**  
VP – TILE OPERATION



**MR. ABHIJIT GHOSH**  
AVP – GOVT. PROJECTS



**MR. VIKAS KHANNA**  
AVP – WALL TILES



**MR. RAJENDRA BIST**  
AVP – VITRIFIED TILES



**MR. PANKAJ MEDIRATTA**  
AVP – GVT TILES & CKA



**MR. PARESH RAVANI**  
AVP – OUTDOOR &  
PORCELAIN TILES



**MR. CHIRAG DAVE**  
AVP – BONZER7



**MR. BHARGAV PANDYA**  
AVP – M & Q



**MR. VINOD VANJANI**  
AVP – BATHWARE



**MR. HIMANSHU SHAH**  
GM – FINANCE & ACCT.



**MR. VINOD CHANDNANI**  
DGM – MARKETING



**MR. JALPESH RAJGURU**  
AGM – POWERGRACE



**MR. RAJESH IYER**  
GM – EXPORTS

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	

## GLOBAL FOOTPRINTS ACROSS 78 COUNTRIES



# HIMMATNAGAR PLANT ARIAL VIEW



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

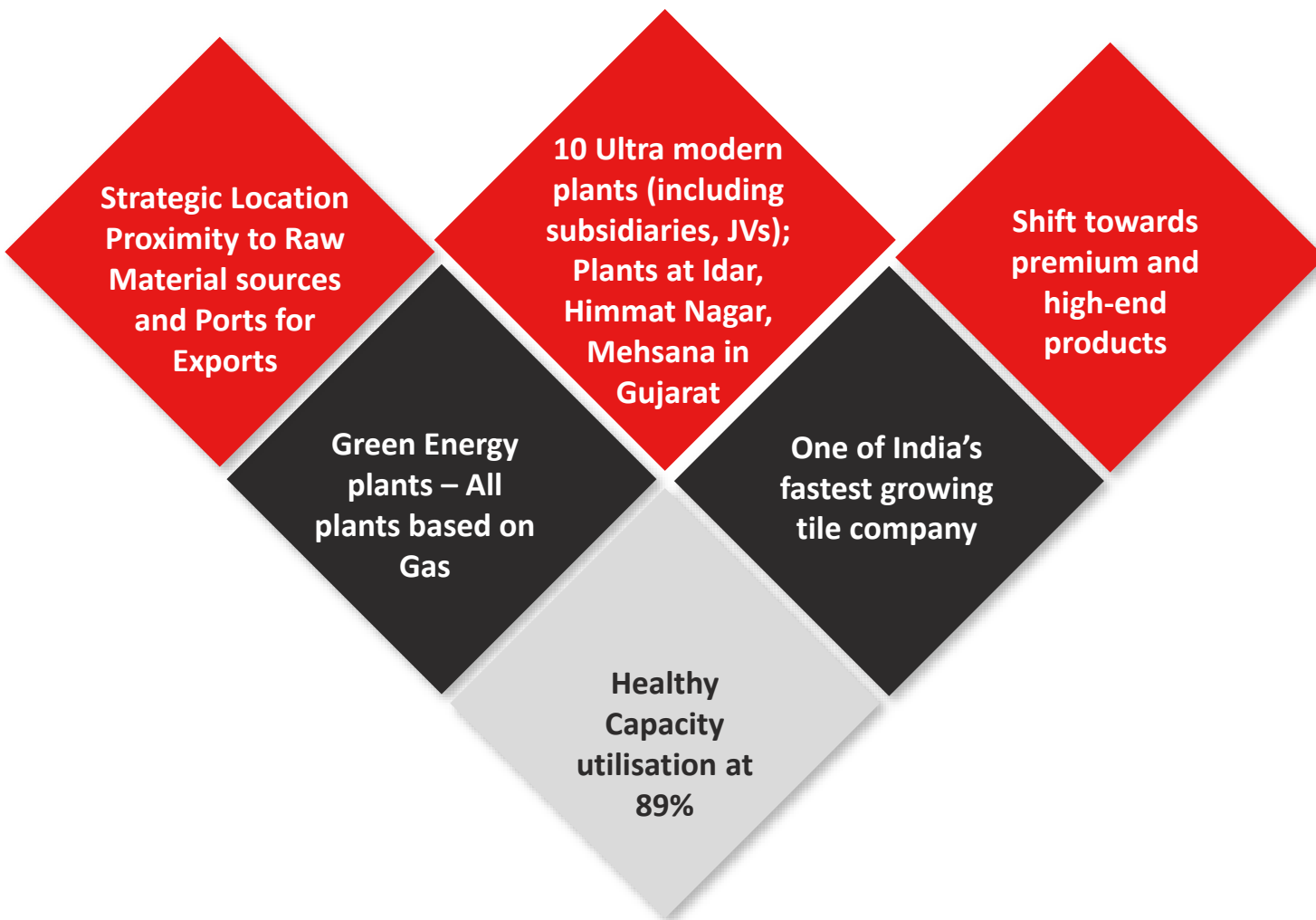
First to  
establish  
Online  
Vitrified  
Technology

Introduce  
Grestek XXL large  
format tiles

Introduce 16mm  
thick heavy duty  
vitrified tiles –  
Grestek  
Hardstone

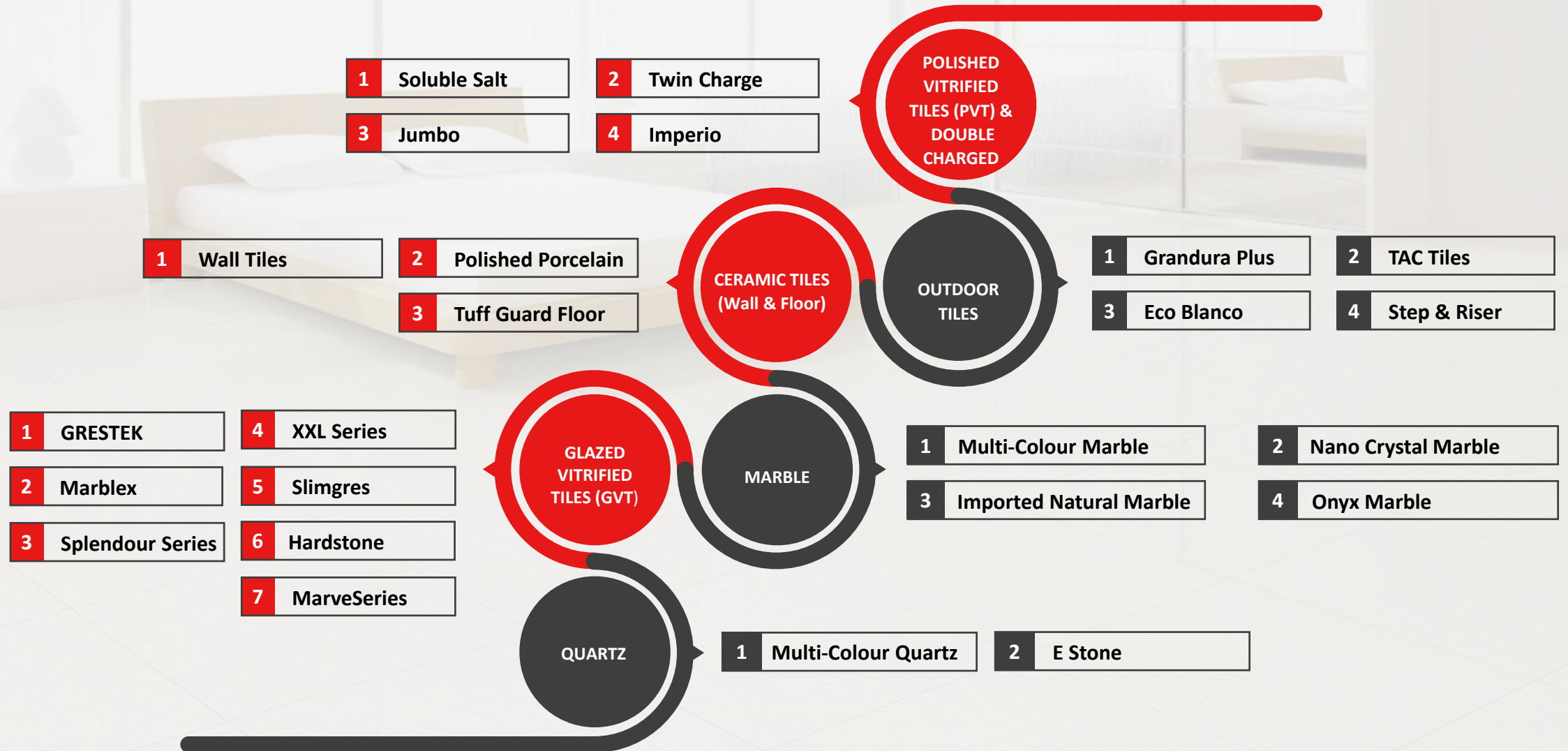
Introduce world's  
whitest double  
charge vitrified  
tiles - Carrara  
White

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

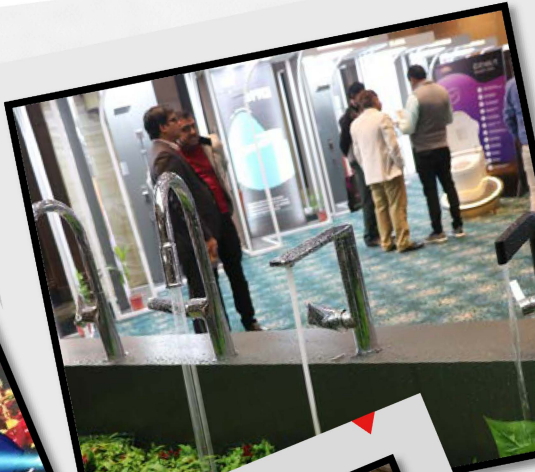


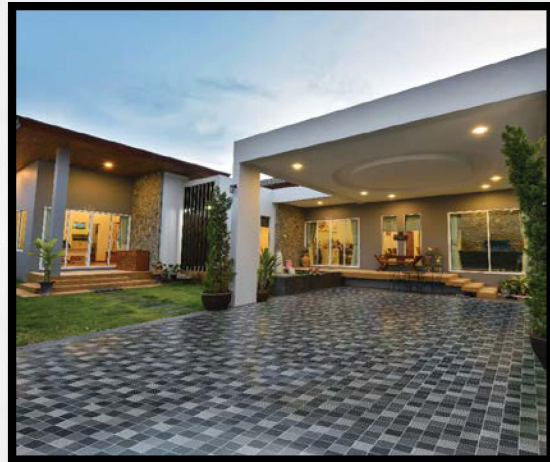
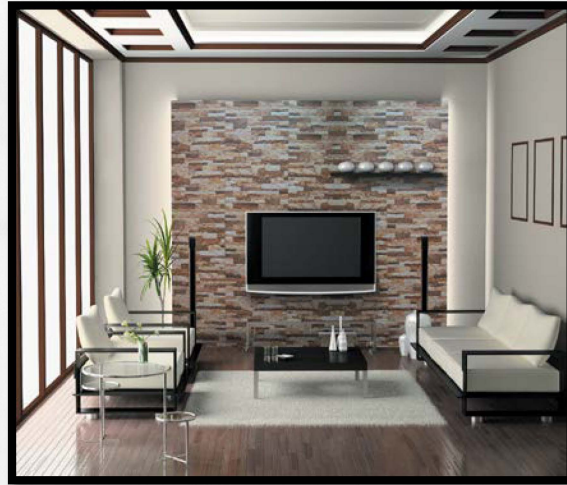
Product	Capacity Per Day (SQMTS)
Ceramic Wall	15,000
Ceramic Floor	13,500
Glaze Vitrified Tiles	15,000
Composite Marble	2,200
Polish Vitrified Tiles	9,000
Double Charge	12,000
Parking Tiles	6,000
Outsourcing Arrangement	18,000
Quartz	3,200
<b>Total</b>	<b>93,900</b>



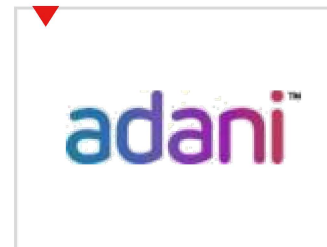


# NEW PRODUCT LAUNCHES DURING THE QUARTER



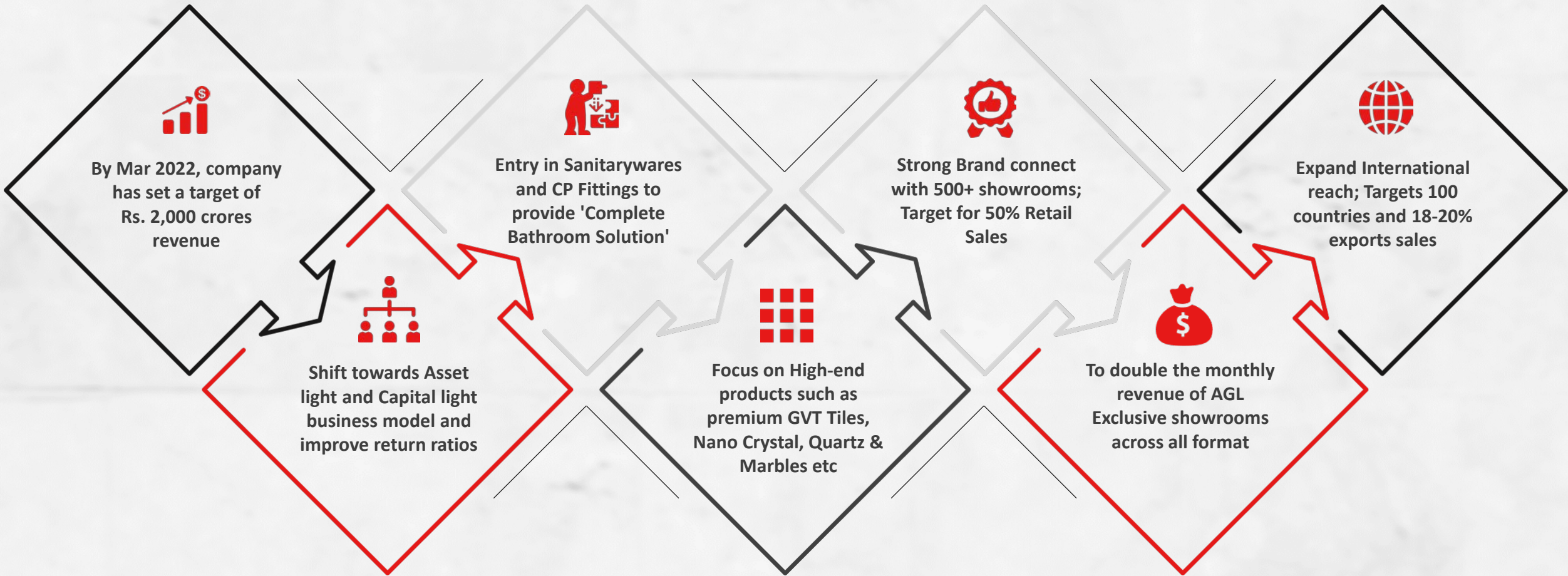






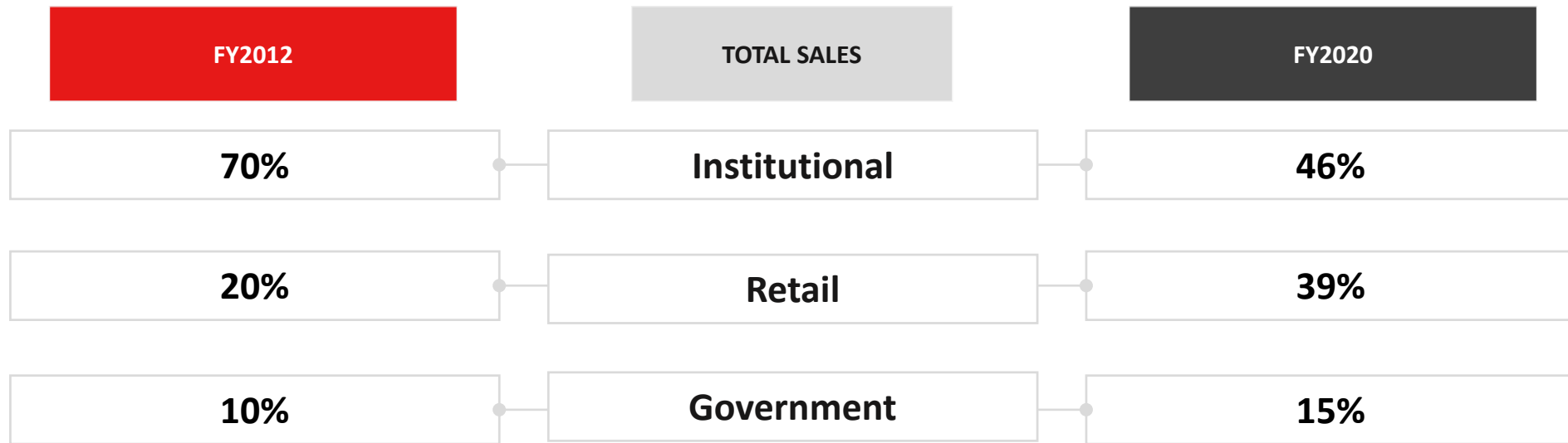
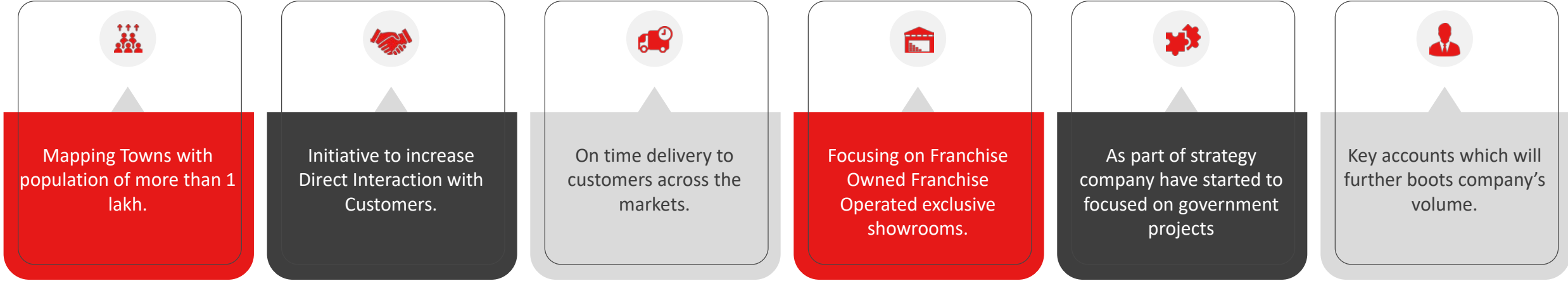
SR NO.	PROJECT NAME	CITY
1	DAMAC – PARAMOUNT TOWERS	DUBAI
2	EMMAR PROPERTIES	DUBAI
3	BUKHATIR GROUP	SHARJAH
4	DANUBE PROPERTIES	DUBAI
5	BHATIA GENERAL CONT. –BUSINESS BAY/INTNL CITY	DUBAI
6	FIRST GROUP HOTELS	DUBAI
7	ROTANA HOTELS – SHEIKH ZAYED ROAD	DUBAI
8	ABU DHABI NATIONAL OIL COMPANY	ABU DHABI
9	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







# CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C





## 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



Marblex



Campaign - Chala De Jaadoo



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.



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**

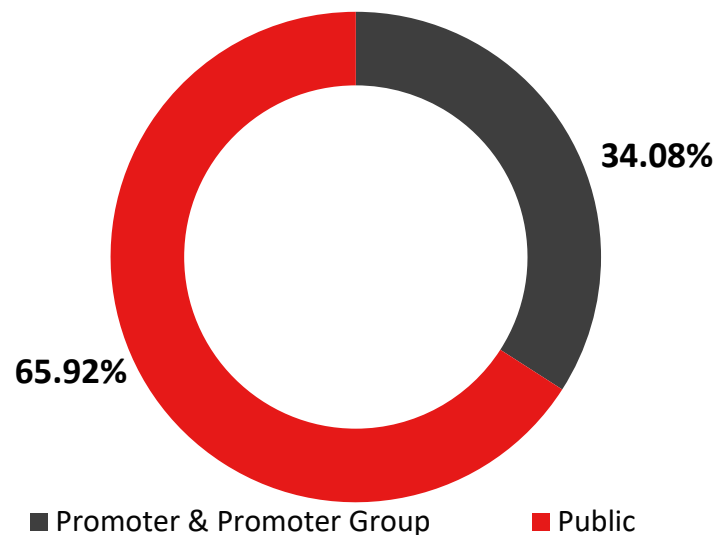


**Free Note Book Distribution**



**Regular Blood Donation Camps**

## Shareholding Pattern as on 31<sup>st</sup> December, 2019



## Top Shareholders as on 31<sup>st</sup> December, 2019

Sundaram Mutual Fund A/c Sundaram Small Cap Fund	3.33%
Idfc Tax Advantage (Elss) Fund	3.07%
Sundaram Alternative Opportunities Fund - Nano Cap Series I	1.65%
Axis Bank Limited	2.58%

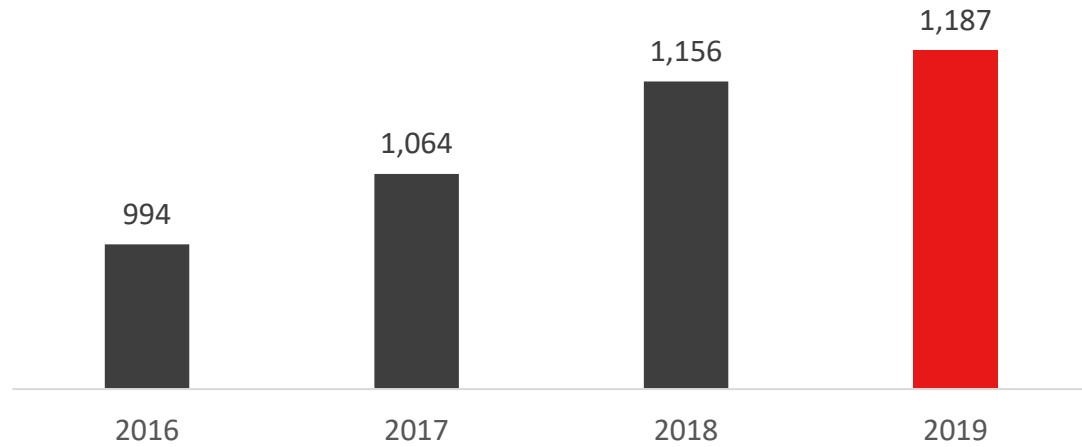
## Stock Data (As on 31<sup>st</sup> January, 2020)

Market Capitalization (₹ in mn)	6,444
Shares Outstanding (mn)	30
Symbol (NSE/BSE)	ASIANTILES/532888
Average Volume (3 months)	53,714

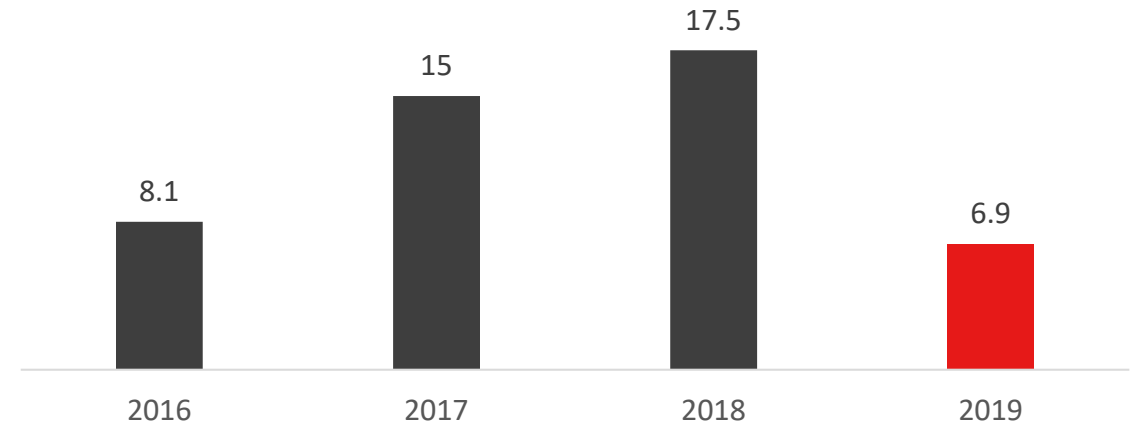
## Relative Stock Chart (As on 31<sup>st</sup> January, 2020)



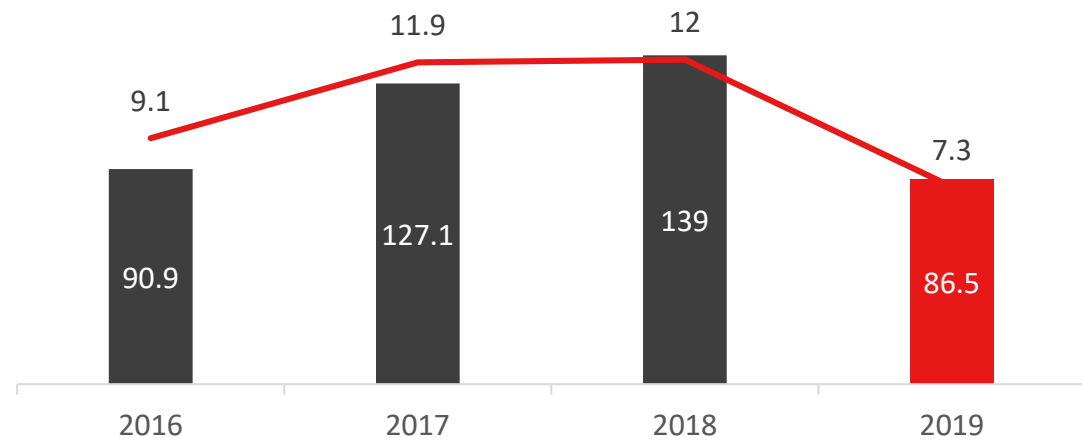
### Net Revenue (₹ in crores)



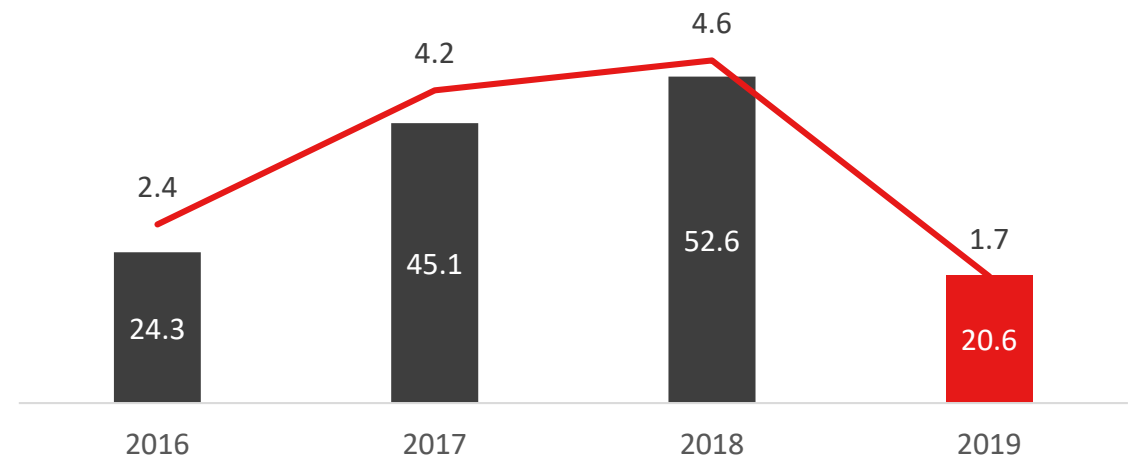
### EPS (₹)



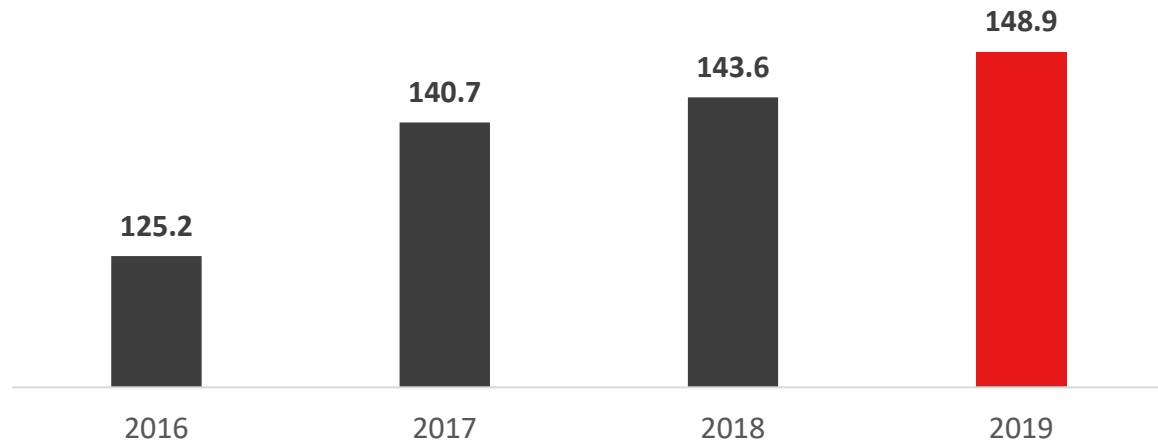
### EBITDA & EBITDA Margin (%)



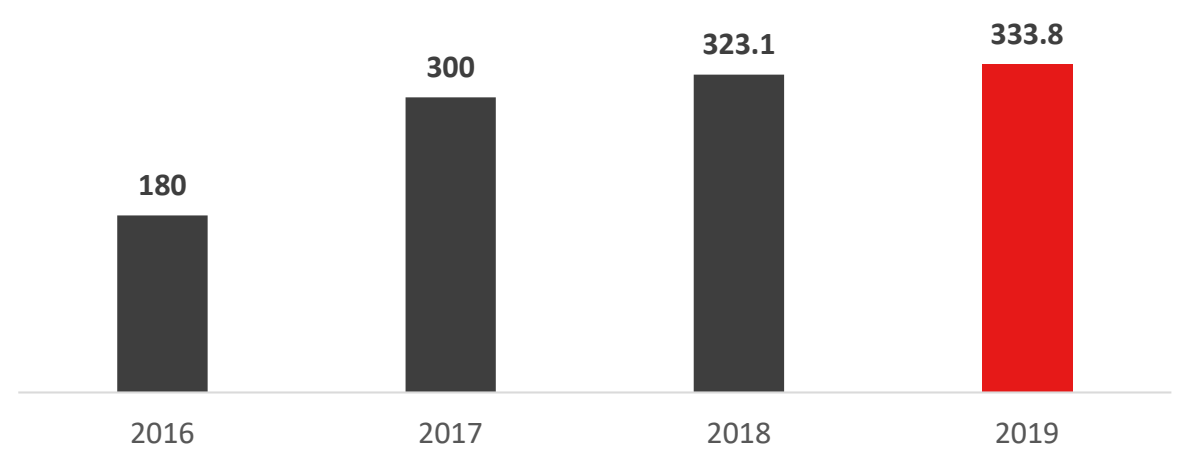
### PAT & PAT Margin (%)



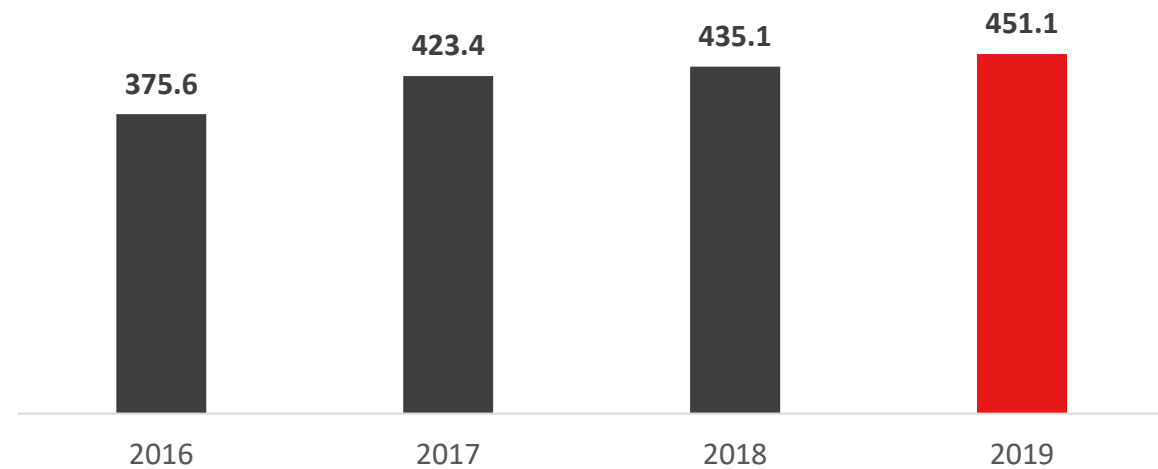
### Book Value of Equity Per Share (₹)



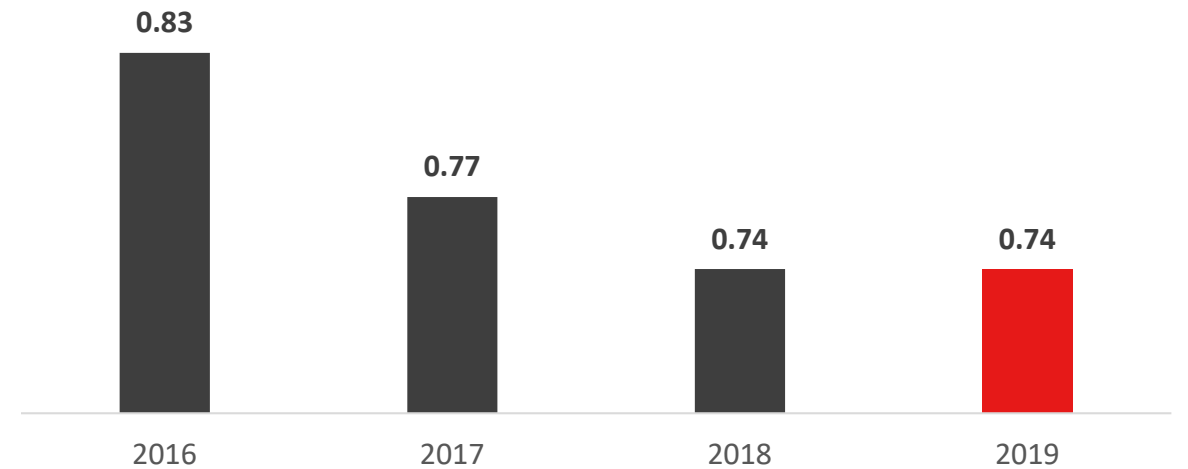
### Total Debt (₹ in Crores)



### Net Worth (₹ in Crores)

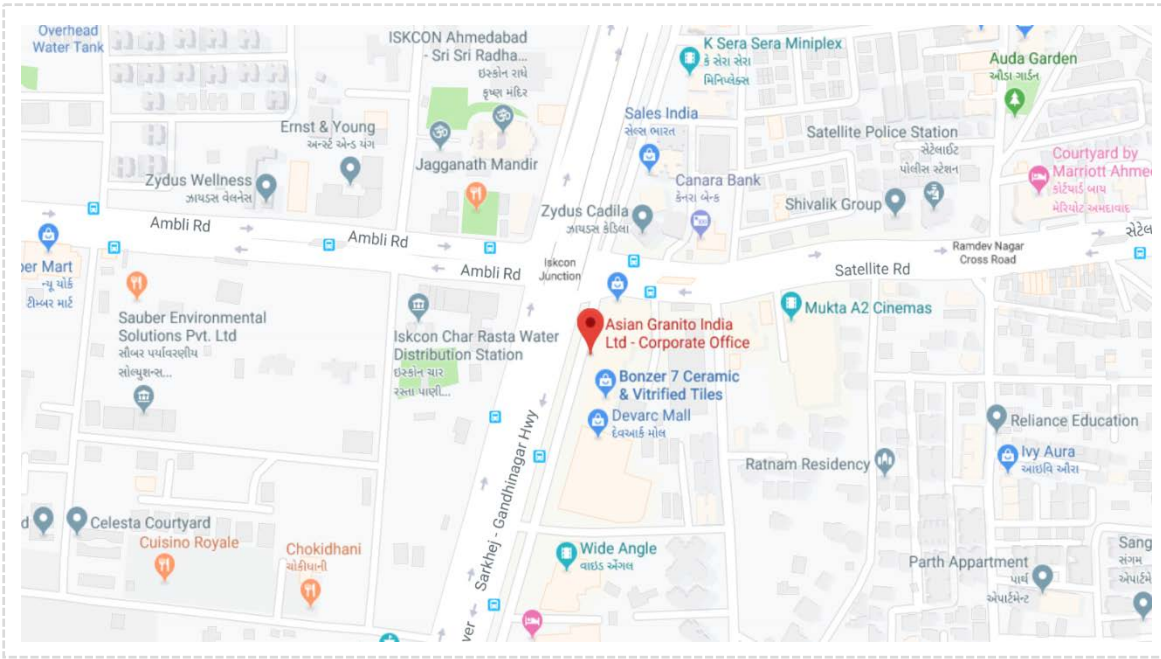


### Debt to Equity Ratio (x)





# Thank You



— Beautiful Life —

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