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CIN : L17110GJ1995PLC027025



— Beautiful Life —

Date: 19.08.2020

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 First Quarter ended on 30th June, 2020. It is also uploaded on the website of the Company 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

Kamleshkumar B. Patel
Chairman and Managing Director
DIN: 00229700

Encl.: As above





— Beautiful Life —



Har Hindustani
ki pasand

Tiles · Marble · Quartz · Bathware

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.

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Q1FY21 PERFORMANCE HIGHLIGHTS



- The Era of Pandemic has brought several positive inputs in general and family life over the major negativity arised due to its effect on economy. The intra communication among the communities and peer group improved a lot due to improved technology and major adaptation of digitalization. Asian Grantio being one of the most IT & Technology Savvy company has adopted and implemented very quickly all new means of communication and business by adoption digitalization of business.
- Q1FY2020 for the company remains subdued due to phase-wise unlocking of the cities and supply chain disruptions resulted lower sales. Demand from project business continue to see slowdown.
- Unlocking of the economy in phase manner and acceptability of the situation will help demand to revive again from Q1 lows in coming quarters.
- We are seeing some green shoots in the demand especially from rural, semi-urban markets and retail sales. We believe that demand from these segments are likely to further improve from current level which will result increase in revenue in coming quarters.
- Strong demand from export market has supported the company during the quarter. Company has witnessed good demand, orders and inquiries for Indian products from major markets which has supported the company during the quarter
- Company has recently launched "ATMANIRBHAR PROGRAM' to drive retail and secondary sales aimed at reducing marketing cost and increase profitability while generating employment opportunities for creating vocal for local in current slowdown period. We have received very good response for this program from domestic market across the country.

Q1FY21 PERFORMANCE HIGHLIGHTS



- Company has adopted a well-defined strategy to handle the current slowdown and manage the fixed and semi variable costs more efficiently. We believe that demand situation is improving in domestic and export market.
- We anticipate temporary hiccups due to COVID 19, however, we are confident that with the focused strategy company will be able to bounce back on its growth path and shall achieve new heights.

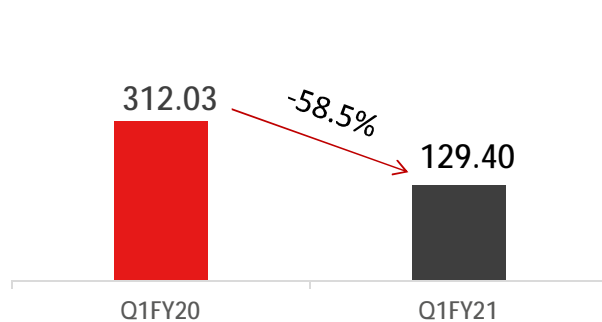
Outlook: Company have resumed its operations smoothly in most part of the country across all its 9 plants, 13 offices & display center, Head office. Company's 260 showroom out of 300 plus showrooms across the country have opened up and started its normal functioning. We aim to achieve optimum production capacity very soon. We have opened up our activities across the country keeping in mind government norms and regulation.

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.

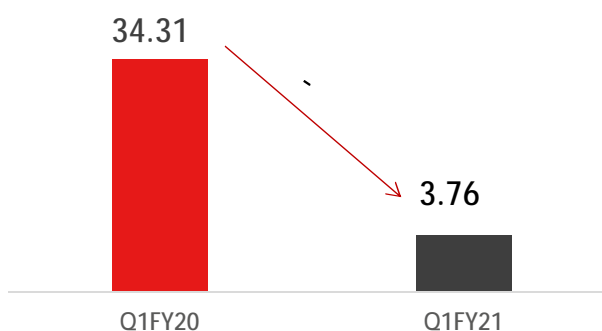
CONSOLIDATED RESULTS SUMMARY – Q1FY2021



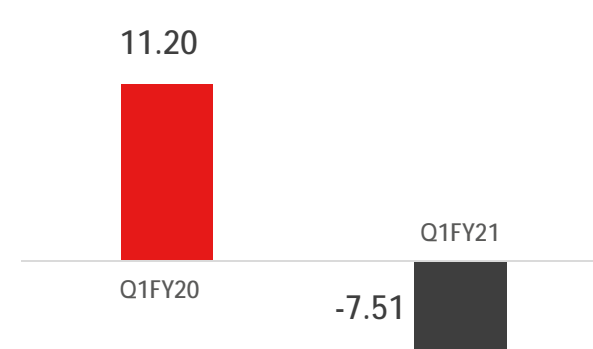
Revenues (Rs. Cr)



EBITDA (Rs.Cr)



PAT (Rs.Cr)



Segmental Revenues (Rs .Cr)

	Tiles	Marble	Quartz	Power Grace	Others
Q1FY20	218.74	21.53	61.36	2.68	4.71
Q1FY21	112.46	5.66	6.10	1.52	3.25*

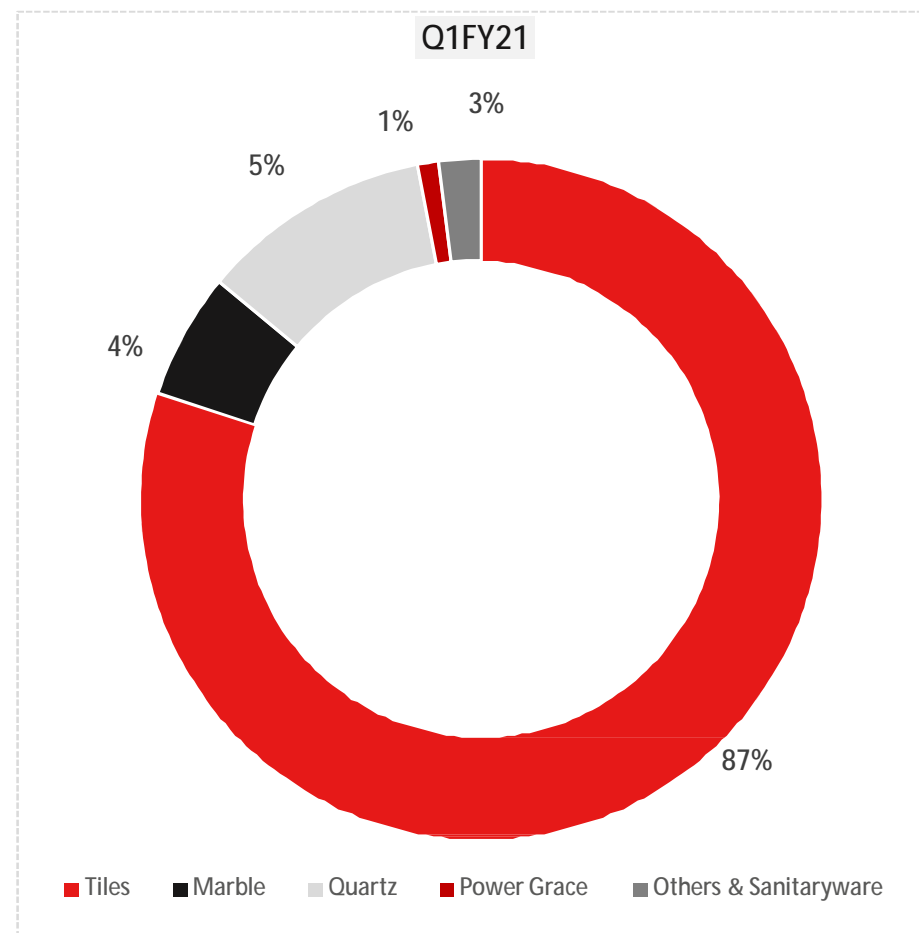
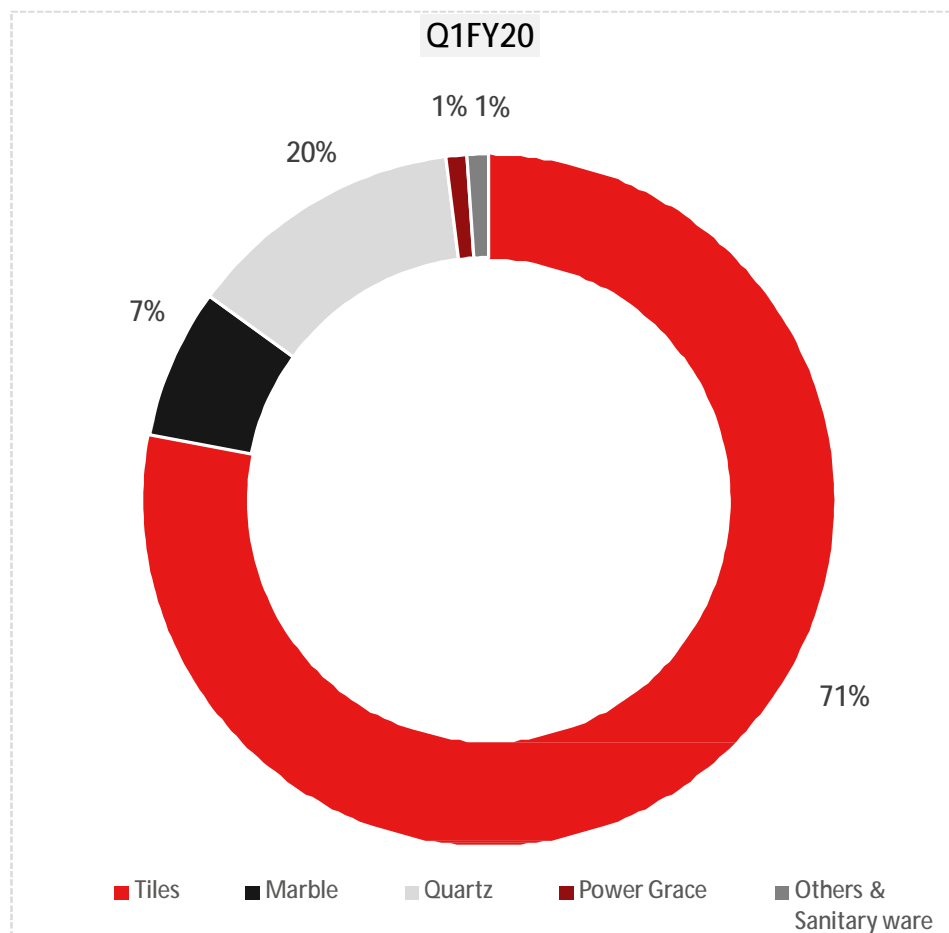
*Includes Sanitaryware

CONSOLIDATED AND STANDALONE PROFIT & LOSS FOR Q1FY2021

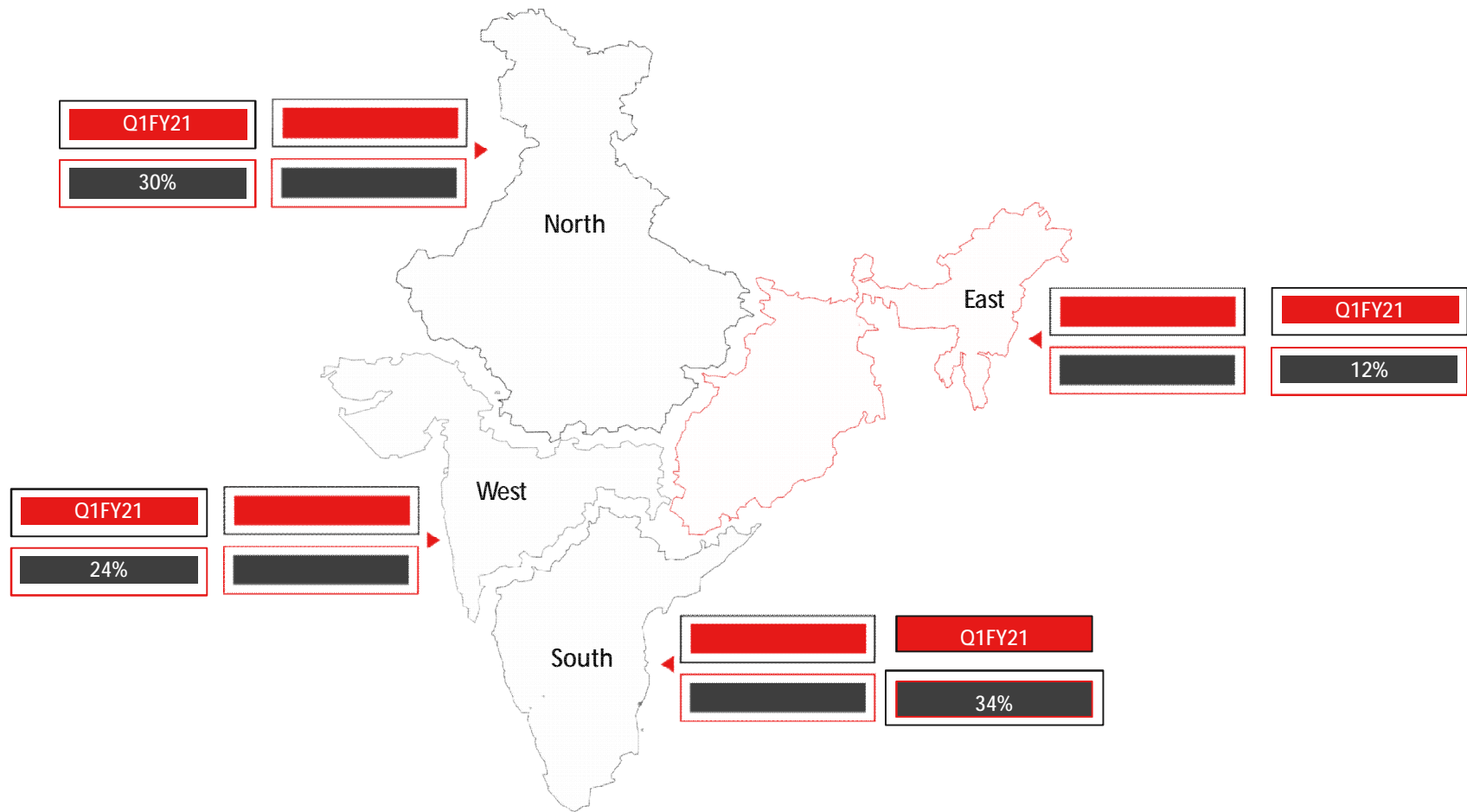


Particulars	AGIL Consolidated			AGIL Standalone		
	Rs. In Crs			Rs. In Crs		
	Q1FY20	Q1FY21	YoY	Q1FY20	Q1FY21	YoY
Total Income from Operations	312.04	129.40	-59%	252.00	111.80	-56%
COGS	186.14	91.49	-51%	171.47	85.23	-50%
Gross Profit	125.90	37.91	-70%	80.53	26.57	-67%
Employee benefits Exps.	26.73	16.48	-38%	19.77	12.91	-35%
Power & Fuel	33.87	6.18	-82%	20.06	3.20	-84%
Other Expenses	30.98	11.49	-63%	22.59	8.81	-61%
EBITDA	34.31	3.76	-89%	18.12	1.65	-91%
EBITDA Margin	11.0%	2.9%	-8%	7.2%	1.5%	-6%
Depreciation	7.70	7.54	-2%	4.25	4.92	16%
EBIT	26.61	-3.78	2%	13.86	-3.28	-16%
EBIT Margin	8.5%	-2.9%		5.5%	-2.9%	
Other Income	0.79	0.23		0.12	0.09	
Finance Cost	8.70	8.31	-4%	3.88	3.97	2%
PBT	18.70	-11.86	-163%	10.10	-7.16	-171%
PBT Margin	6.0%	-9.2%		4.0%	-6.4%	
Tax Expenses	6.53	-3.07	-147%	3.76	-1.87	-150%
Net Profit	12.17	-8.79	-172%	6.35	-5.29	-183%
Net Profit Margin	3.9%	-6.8%		2.5%	-4.7%	
Minority Interest	1.84	-1.00				
Associate / JV	0.94	0.35				
OCI	-0.07	-0.06		-0.09	-0.05	
Total Comprehensive Income	11.20	-7.51	-167%	6.26	-5.34	-185%

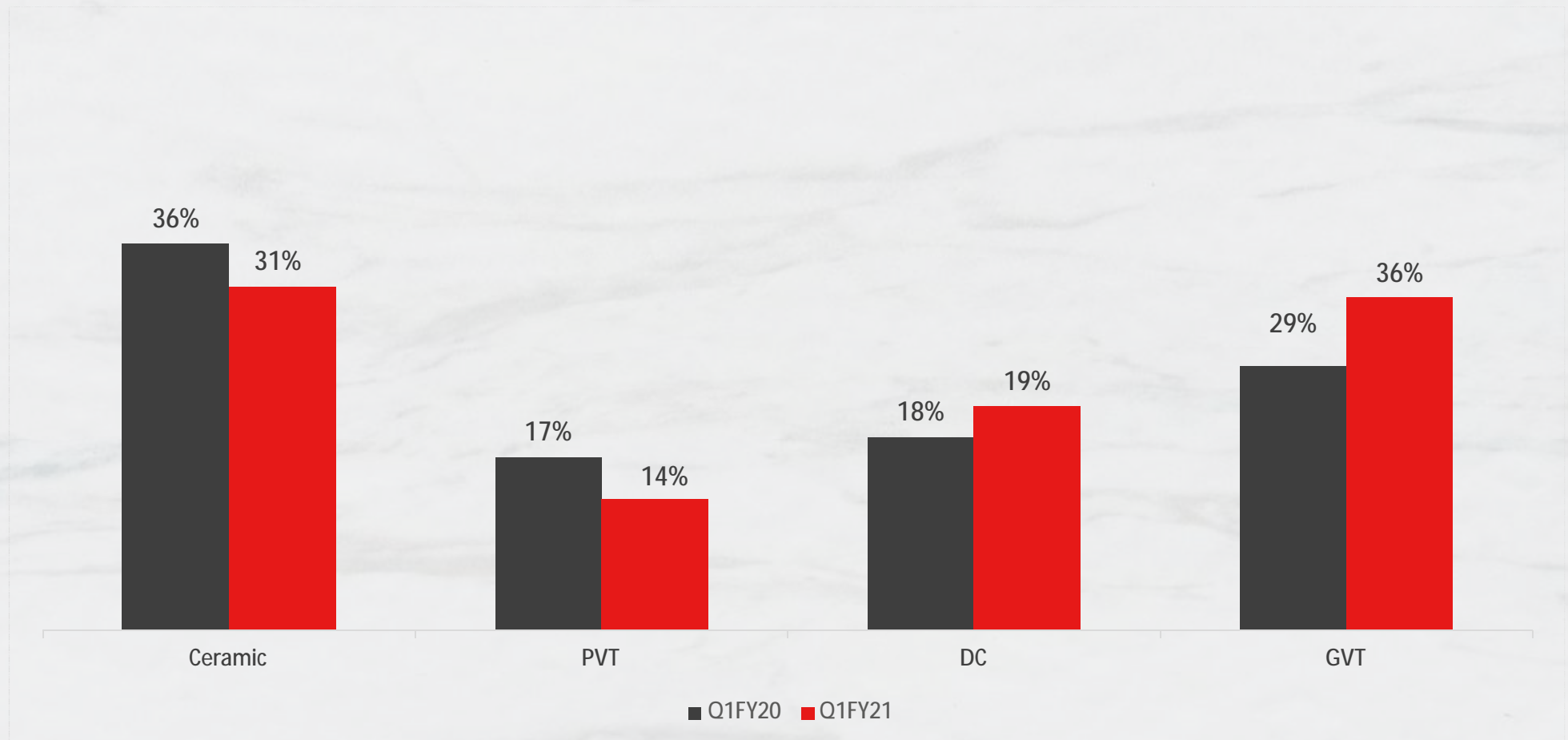
CONSOLIDATED SEGMENTAL REVENUES (In %)



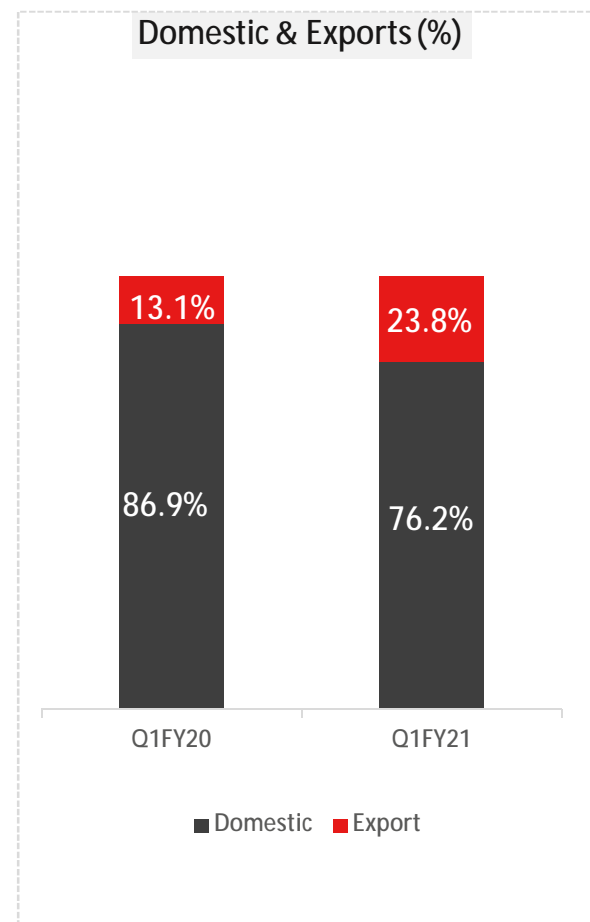
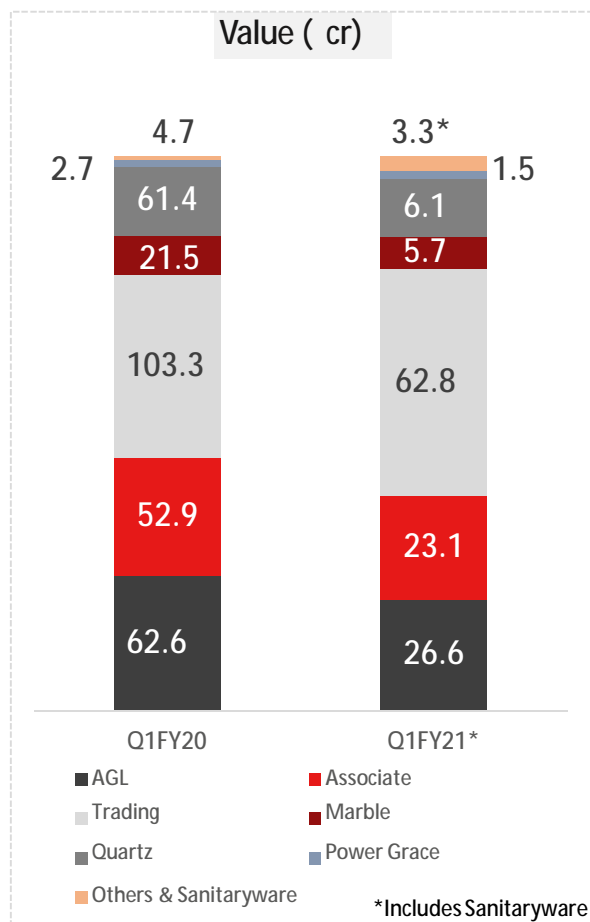
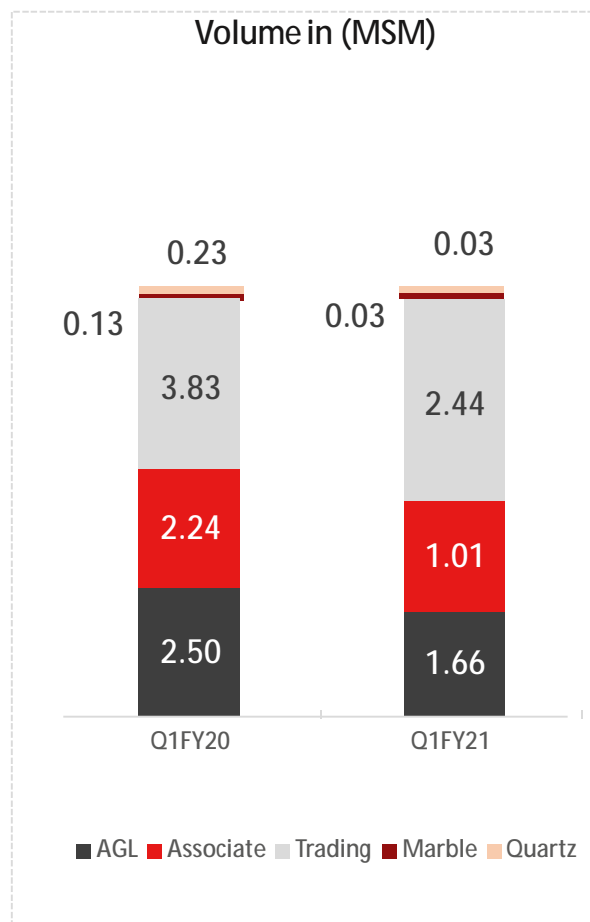
GEOGRAPHICAL REVENUE BREAKUP (In %)



CONSOLIDATED REVENUE BREAKUP OF TILES DIVISION



CONSOLIDATED PERFORMANCE BY VOLUME, VALUE & EXPORTS FOR Q1FY21



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

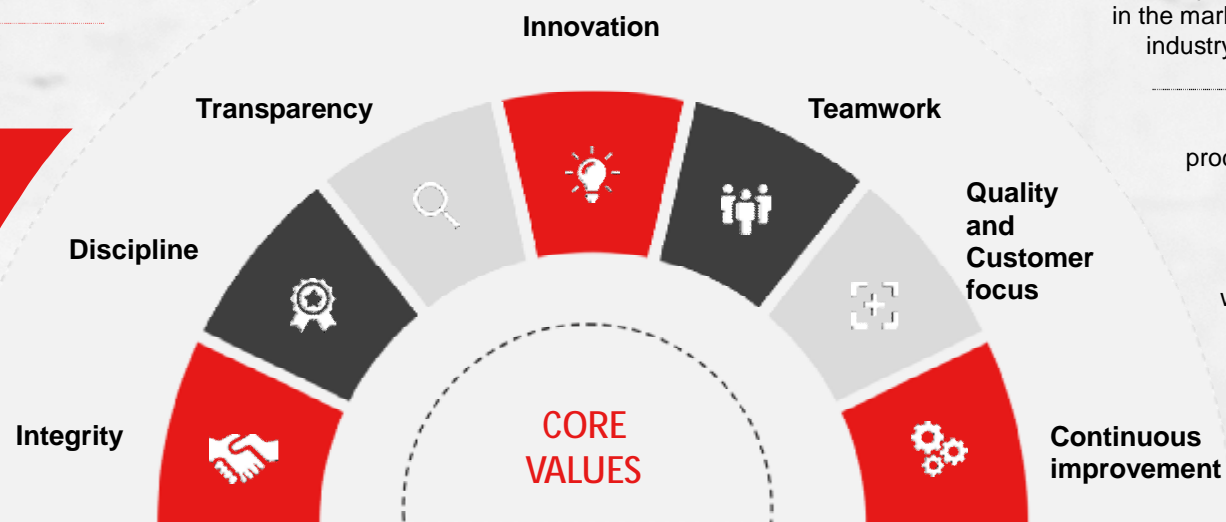
To be a pioneer in terms of ushering in the latest technologies and providing highest quality products



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

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

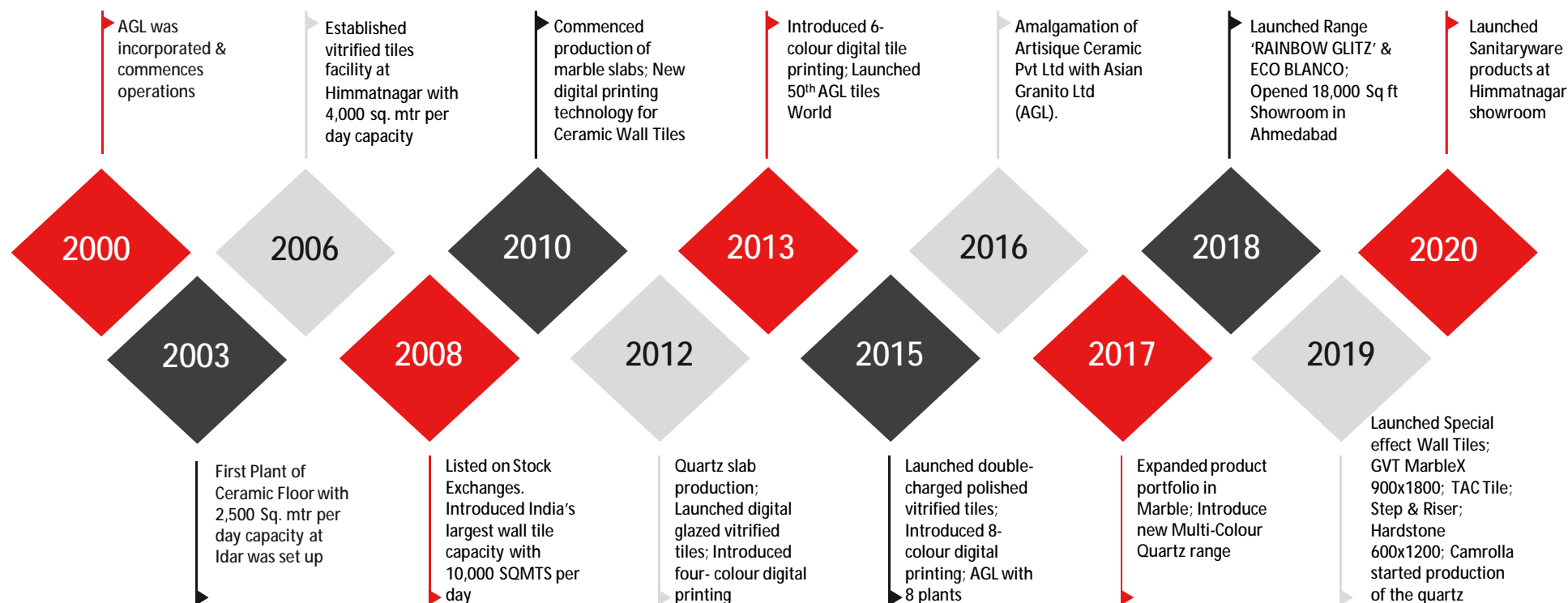
Empower communities for working towards a safe, clean and green environment



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



JOURNEY SO FAR



ASIAN GRANITO INDIA LTD

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

AGL INDUSTRIES LTD
100%

AMAZOONE CERAMICS LTD
95.3%

CRYSTAL CERAMIC INDUSTRIES PVT LTD
70%

POWERGRACE INDUSTRIES
LTD
100%

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



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) MOROCCO	
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



AGL-TREND SETTER WITH MANY INDUSTRY 'FIRST'



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

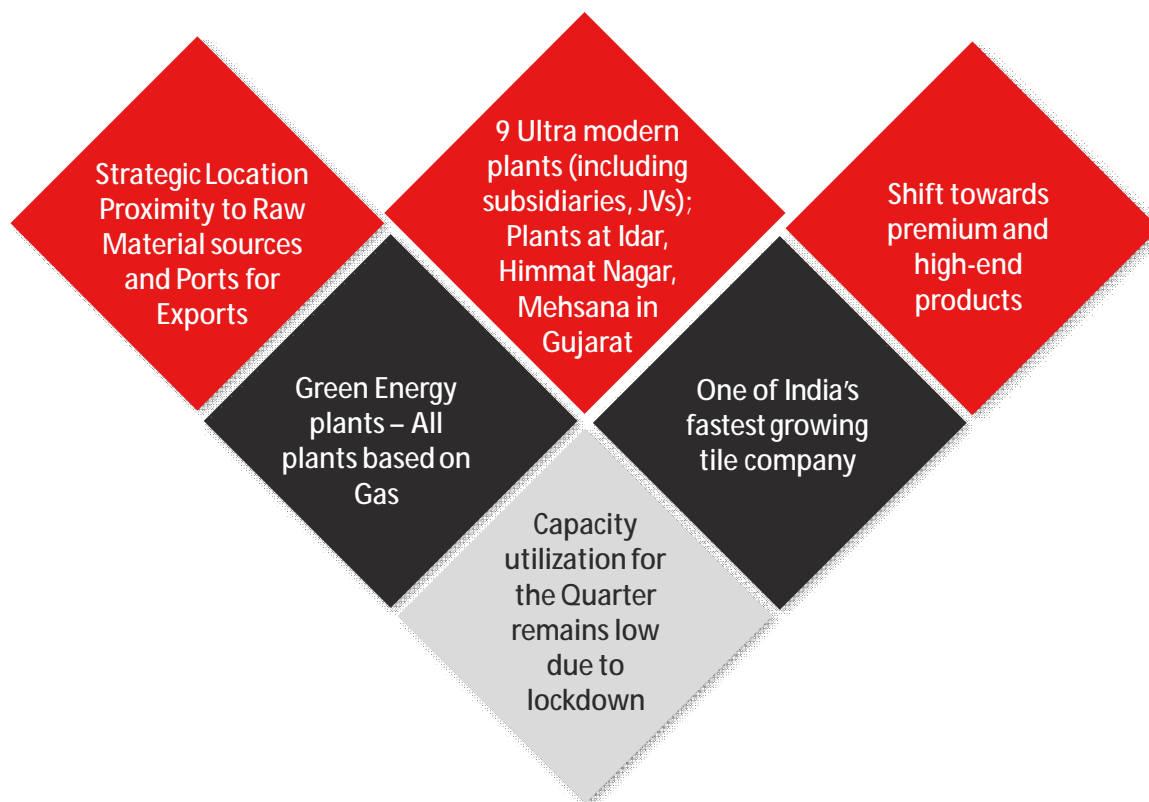
Introduce
Grestek XXL large
format tiles

Introduce 16mm
thick heavy duty
vitrified tiles –
Grestek
Hardstone

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

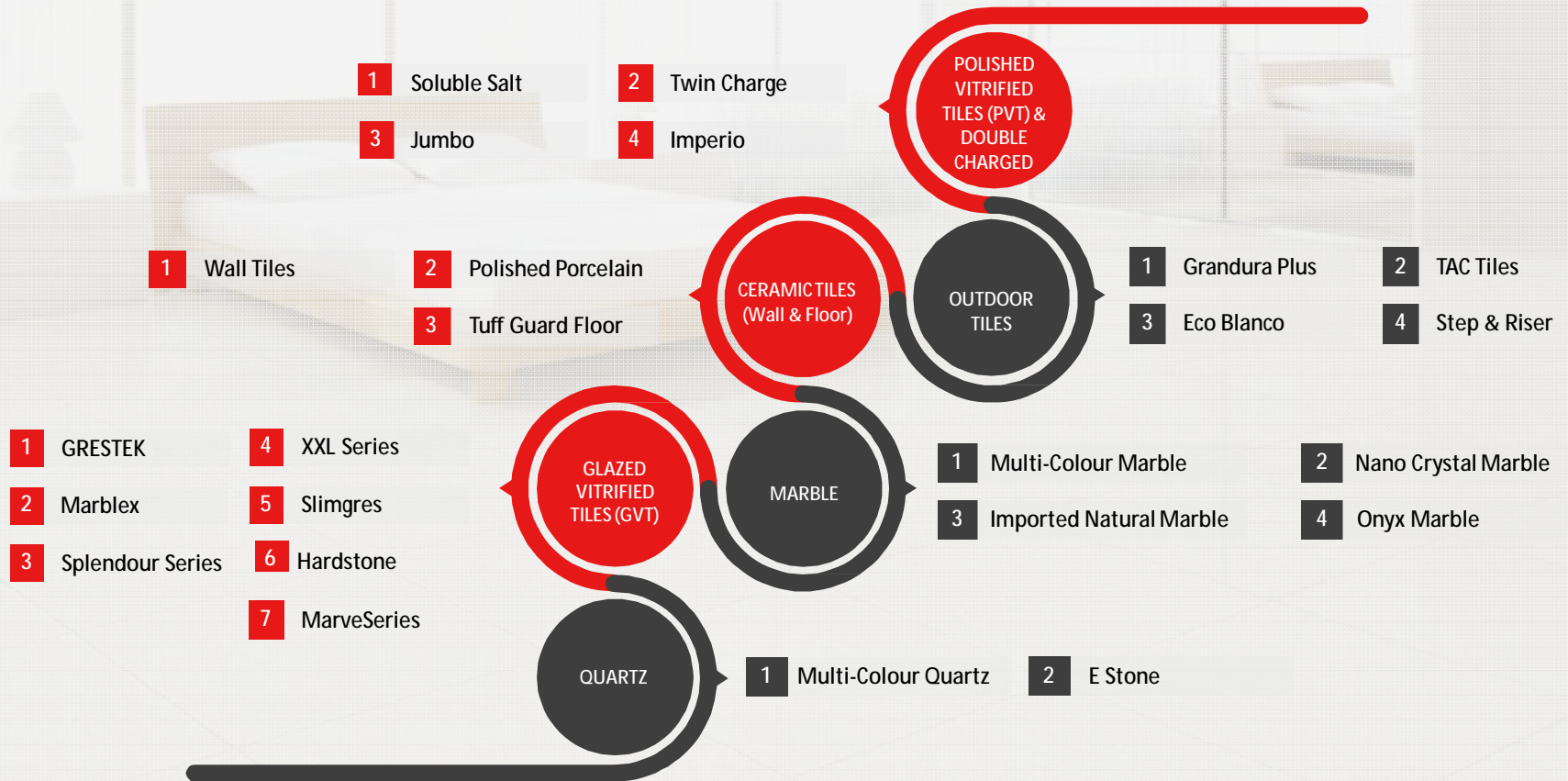
INNOVATION is the key of Future Growth as
new products will lead to Higher Realizations
and Better Margins

MANUFACTURING ADVANTAGE



Product	Capacity Per Day (SQMTS)
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
Total	94,800

PRODUCT PORTFOLIO



NEW PRODUCT LAUNCHES DURING THE QUARTER



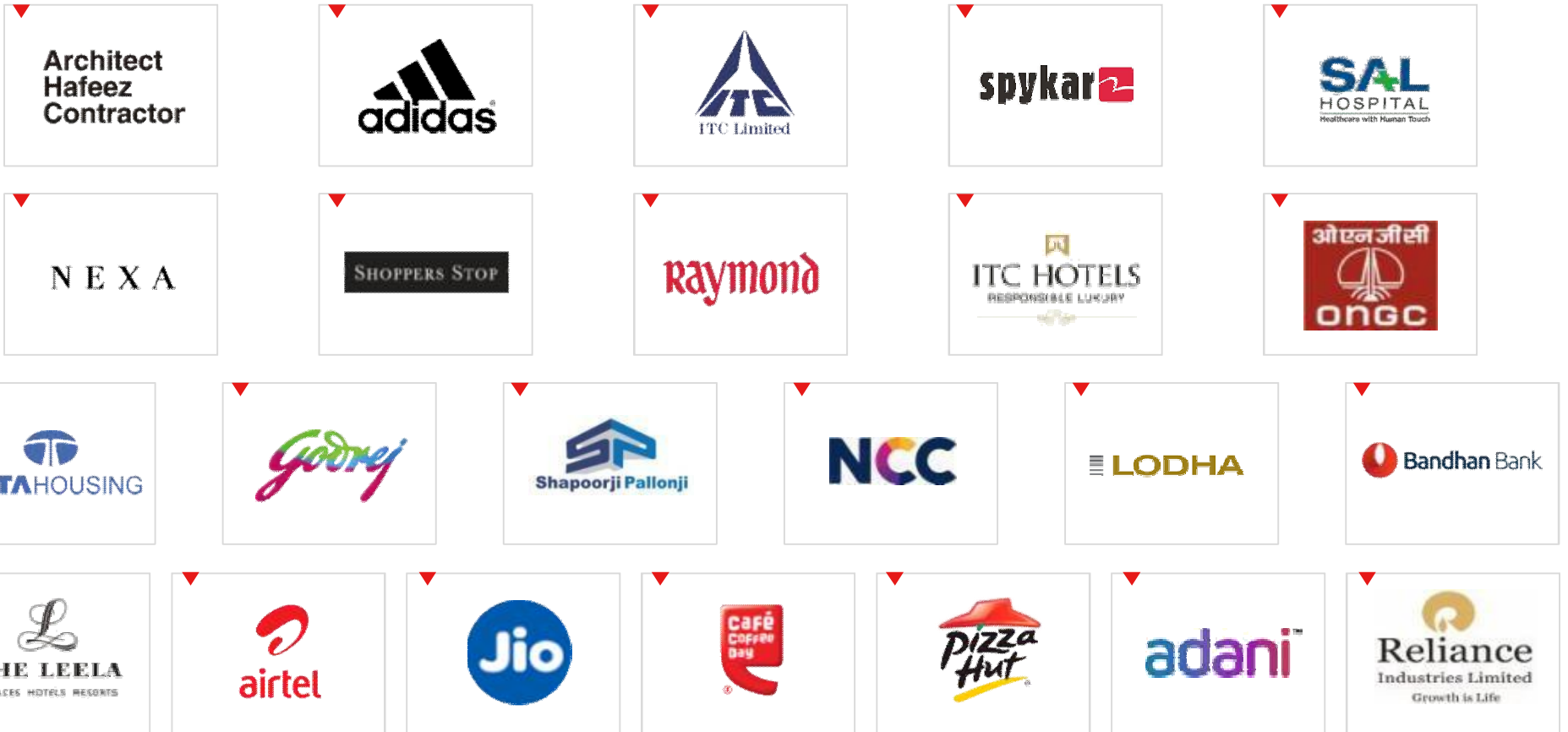
PREMIUM RANGE TILES



PREMIUM RANGE OF SANITARYWARE PRODUCTS



MARQUEE CLIENTELE

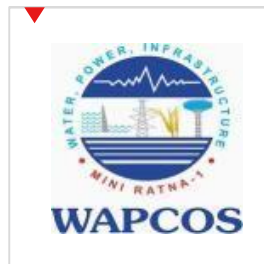
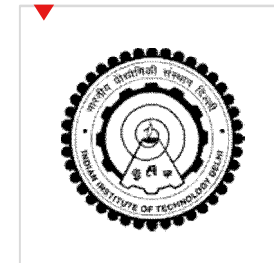
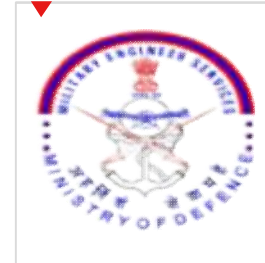


MARQUEE PROJECTS IN UAE

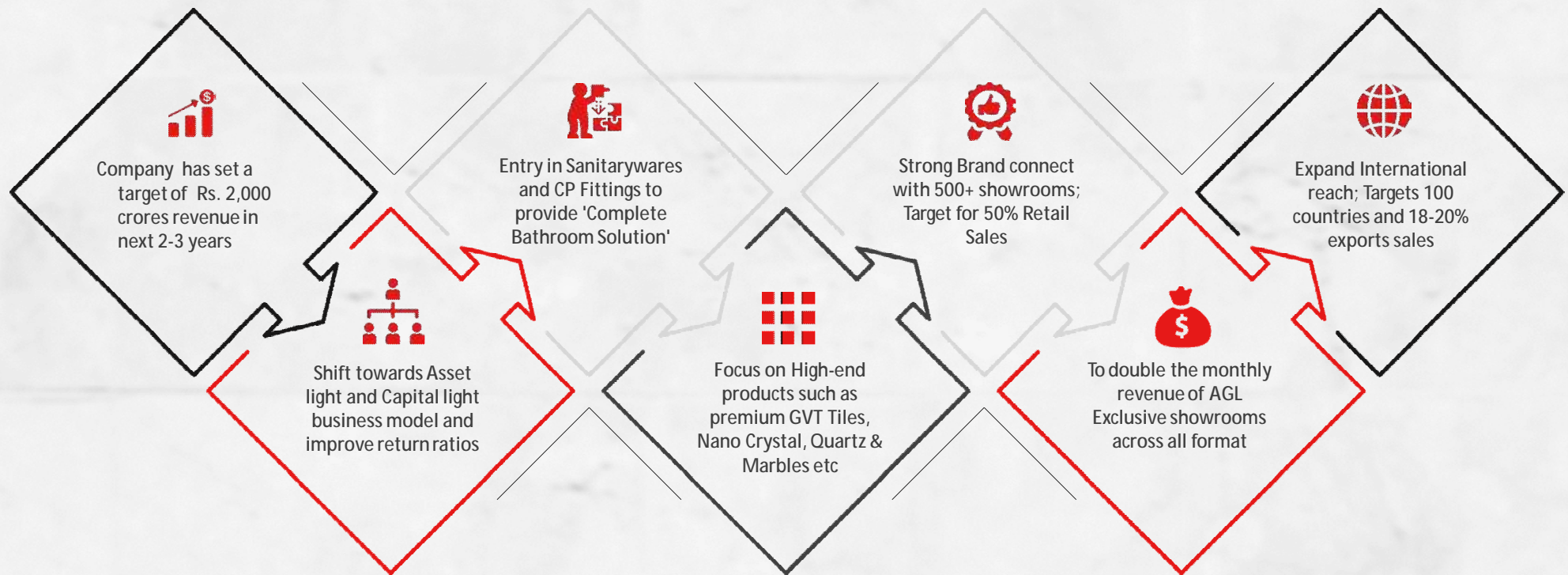


SR NO.	PROJECT NAME	CITY
1	DAMAC – PARAMOUNT TOWERS	DUBAI
2	EMMAR PROPERTIES	DUBAI
3	BUKHATIR GROUP	SHARJAH
4	DANUBE PROPERTIES	DUBAI
5	BHATIA GENERAL CONT. –BUSINESS BAY/INTNL CITY	DUBAI
6	FIRST GROUP HOTELS	DUBAI
7	ROTANA HOTELS – SHEIKH ZAYED ROAD	DUBAI
8	ABU DHABI NATIONAL OIL COMPANY	ABU DHABI
9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

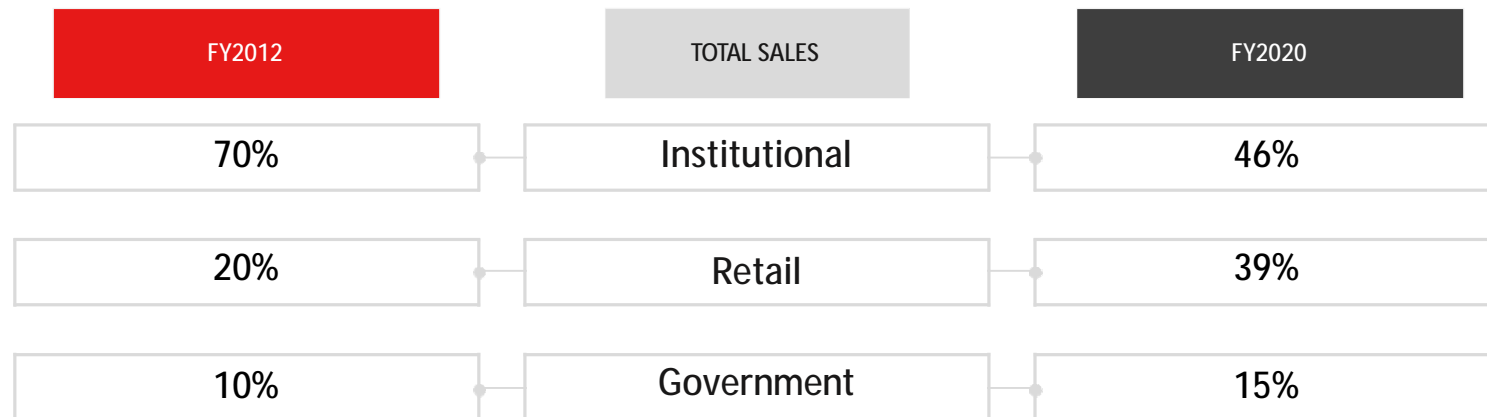
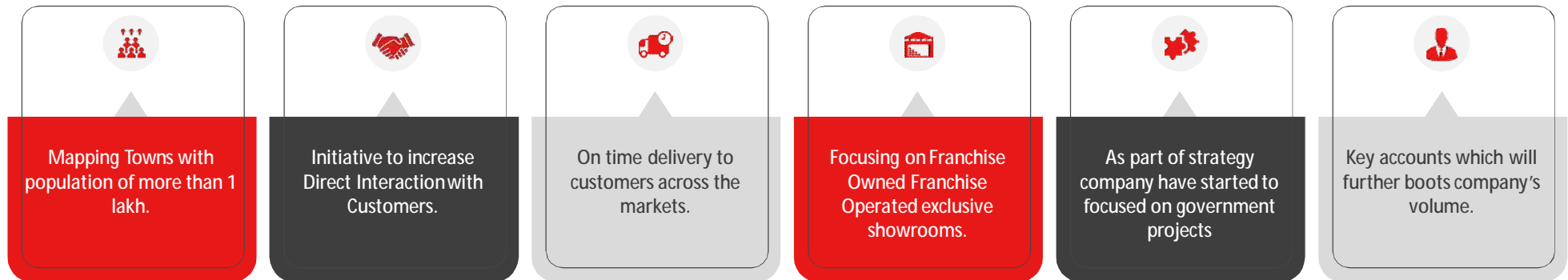
GOVERNMENT PROJECTS



GROWTH DRIVERS



CHANGE IN BUSINESS STRATEGY FROM B2B TO B2C



ADVERTISING CAMPAIGNS – HALLMARK OF TRUST



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

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



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

LIFE @ AGL - CSR, SOCIAL AND COMMUNITY ENGAGEMENT



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

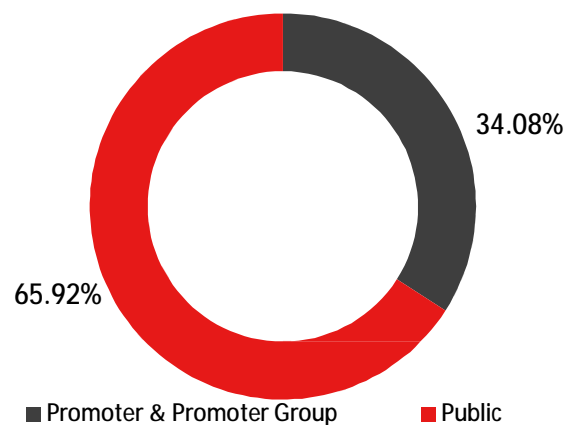


Regular Blood Donation Camps

SHAREHOLDING INFORMATION



Shareholding Pattern as on 30th June, 2020



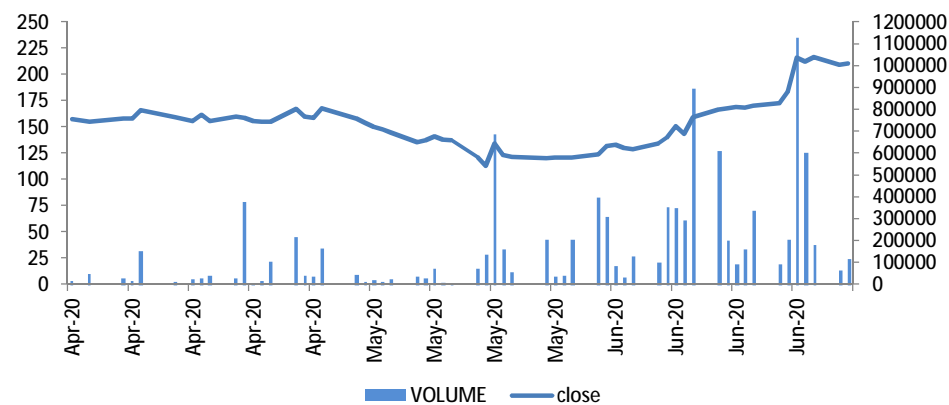
Top Shareholders as on 30th June, 2020

Sundaram Mutual Fund A/c Sundaram Small Cap Fund	3.21%
Alternate Investment Fund	1.57%
Axis Bank Limited	1.54%
Sundaram Alternative Opportunity – Nano Cap Serie – I	1.32%

Stock Data (As on 30th June, 2020)

Market Capitalization (₹ in mn)	6799.8
Shares Outstanding (mn)	30
Symbol (NSE/BSE)	ASIANILES/532888
Average Volume (3 months)	1,99,278

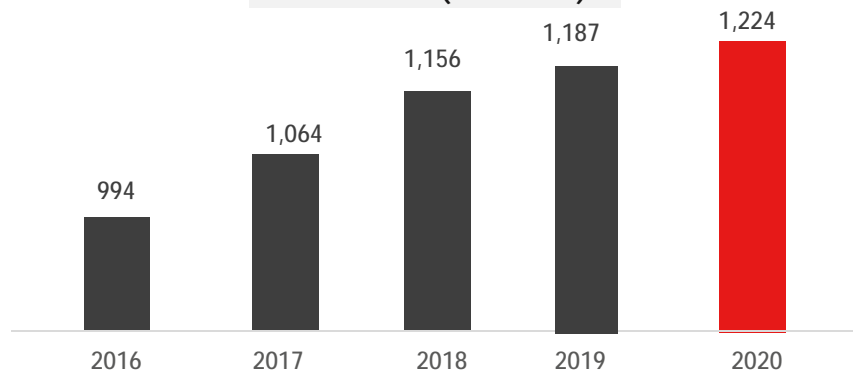
Relative Stock Chart



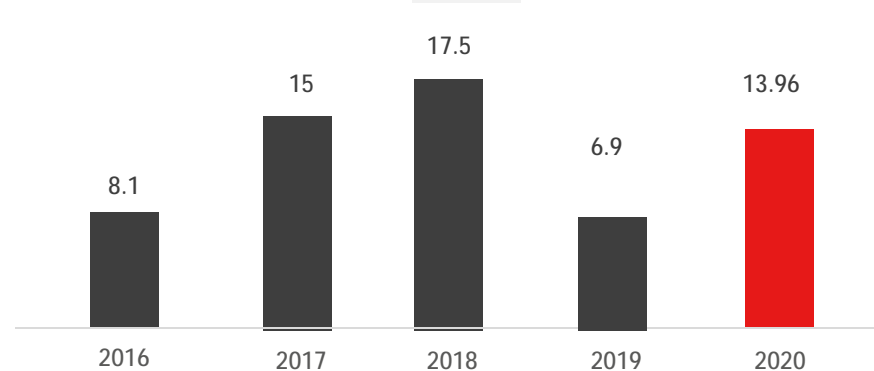
FINANCIAL OVERVIEW



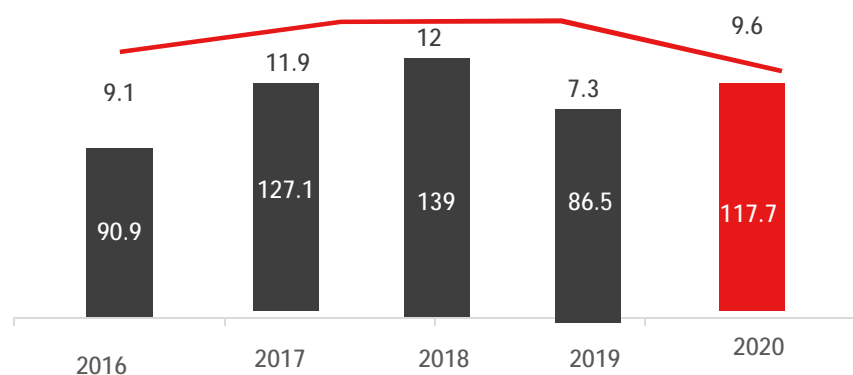
Net Revenue (in crores)



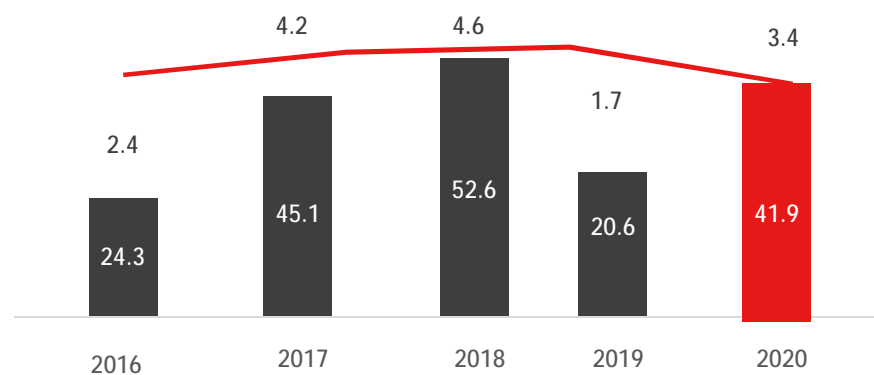
EPS (Rs.)



EBITDA & EBITDA Margin (%)



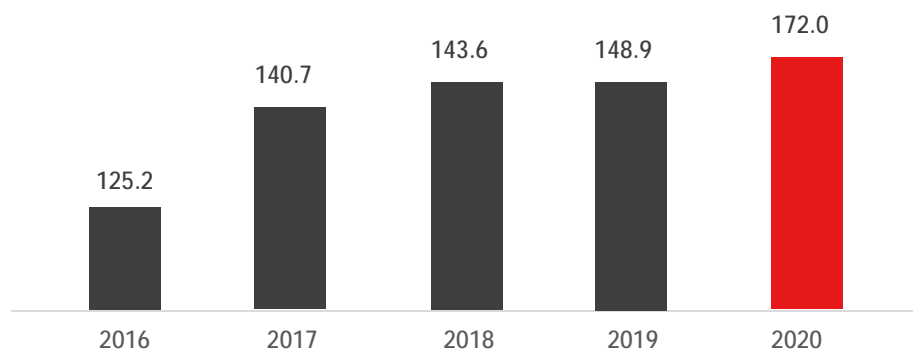
PAT & PAT Margin (%)



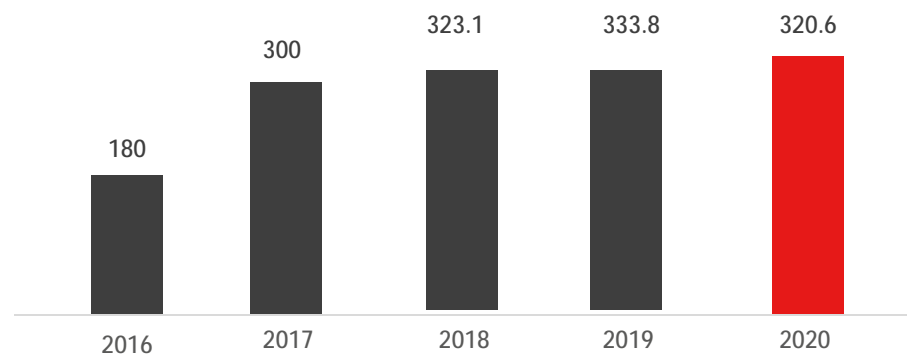
FINANCIAL OVERVIEW



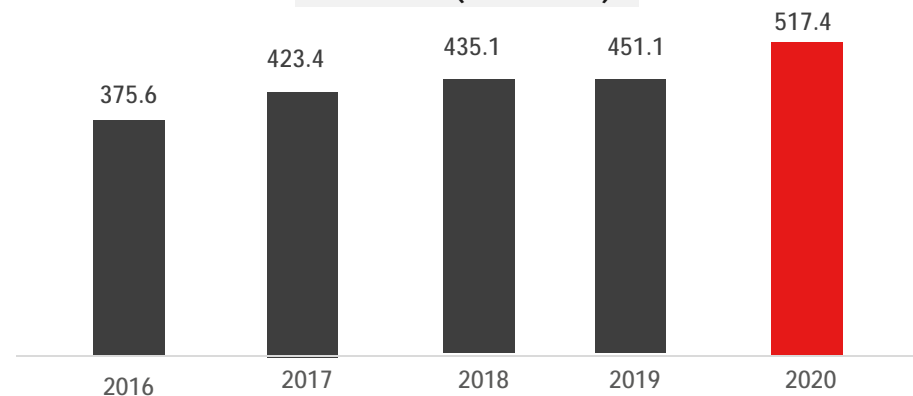
Book Value of Equity Per Share (Rs.)



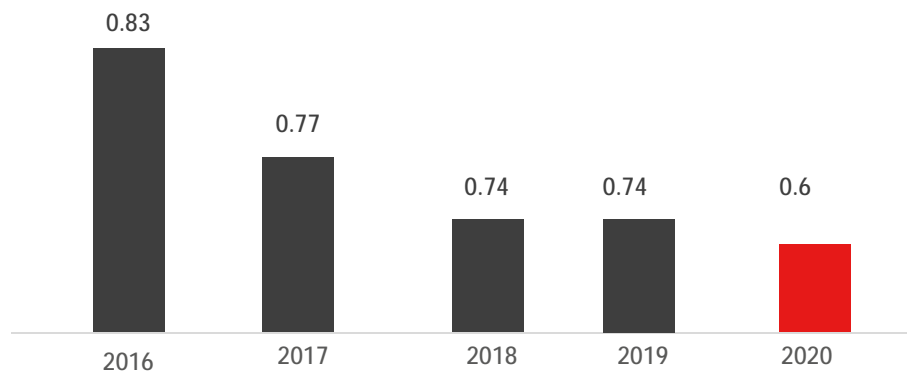
Total Debt (Rs. Crores)



Net Worth (Rs. Crores)



Debt to Equity Ratio (x)





Beautiful Life

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Thank You

