Asian Granito India Ltd.

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Tel.: +91-79-66125500/698, Fax: +91-79-66125600, e-mail: info@aglasiangranito.com
Factory: Ceramic Zone - Dalpur, Tal. Prantij - 383 120. Dist. Sabarkantha, Gujarat, India.
Tel.: +91-2770-240931/32/304200, Fax: +91-2770240920/30
CIN : L17110GJ1995PLC027025

AGL® TILES
Asian Granito India Ltd.
Beautiful Life

Date: 05.06.2017

To,
Corporate Relations Department,
Bombay Stock Exchange Limited,
2nd Floor, P.J Towers,
Dalal Street,
Mumbai-400001

Scrip Code: 532888

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

Dear Sir,

Subject: Intimation of Schedule of Analysts / Institutional Investor Meetings

This is to inform you that the Company will be attending the following conference of Institutional Investors:

Date	Organized by	Place
June 06, 2017	B & K Securities	Mumbai

This is to further inform that the copy of Investor Update has been uploaded on the website of the Company www.aglasiangranito.comand is also available on the Stock Exchanges for your information and for the information of your members and the public at large.

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.

Kindly note that changes may happen due to exigencies on the part of Host / Company.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For Asian Granito India Limited

Mukeshbhai J. Patel
Managing Director
DIN: 00406744

Asian Granito India Ltd

Investor Presentation – May 2017

Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Asian Granito India Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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History

2002-2003

Commenced Production of Ceramic Floor with 2,500 Sq. mtr per day capacity and expanded to 6,000 sq. mtr per day

2004-2006

Established vitrified tiles facility at Himmatnagar with 4,000 sq. mtr per day capacity and expanded to 18,000 sq. mtr per day

2007-2008

Floated IPO & Established AGL Tiles World in 14 cities

Introduced India's largest wall tile with 10,000 sq. mtr per day capacity

2009-2010

Expanded capacity of Wall tiles to 20,000 sq. mtr. per day

Commenced production of marble slabs

Established new digital printing technology for Ceramic Wall Tiles

2011-2012

Commenced Quartz slab production

Launched digital glazed vitrified tiles

Introduced four- colour digital printing technology

2012-2013

Introduced 6-colour digital tile printing

Expanded range in the value-added category

Increased number of AGL tiles World outlets to 50

2014-2015

Launched double-charged polished vitrified tiles Introduced 8-colour digital printing

Increased manufacturing units to 8 and capacity to 1,00,00 0 sq. mtrs per day including outsource

2015-2016

Amalgamation of Artisique Ceramic Pvt Ltd with Asian Granito Ltd (AGL)

2016-2017

Expanded the product portfolio by introducing new Engineered Marble and Quartz

Overview

Ranked amongst Top **3** Listed Ceramic Companies in India

8 State of the Art Manufacturing Facilities spread across Gujarat

Exporting Products across **53** Countries



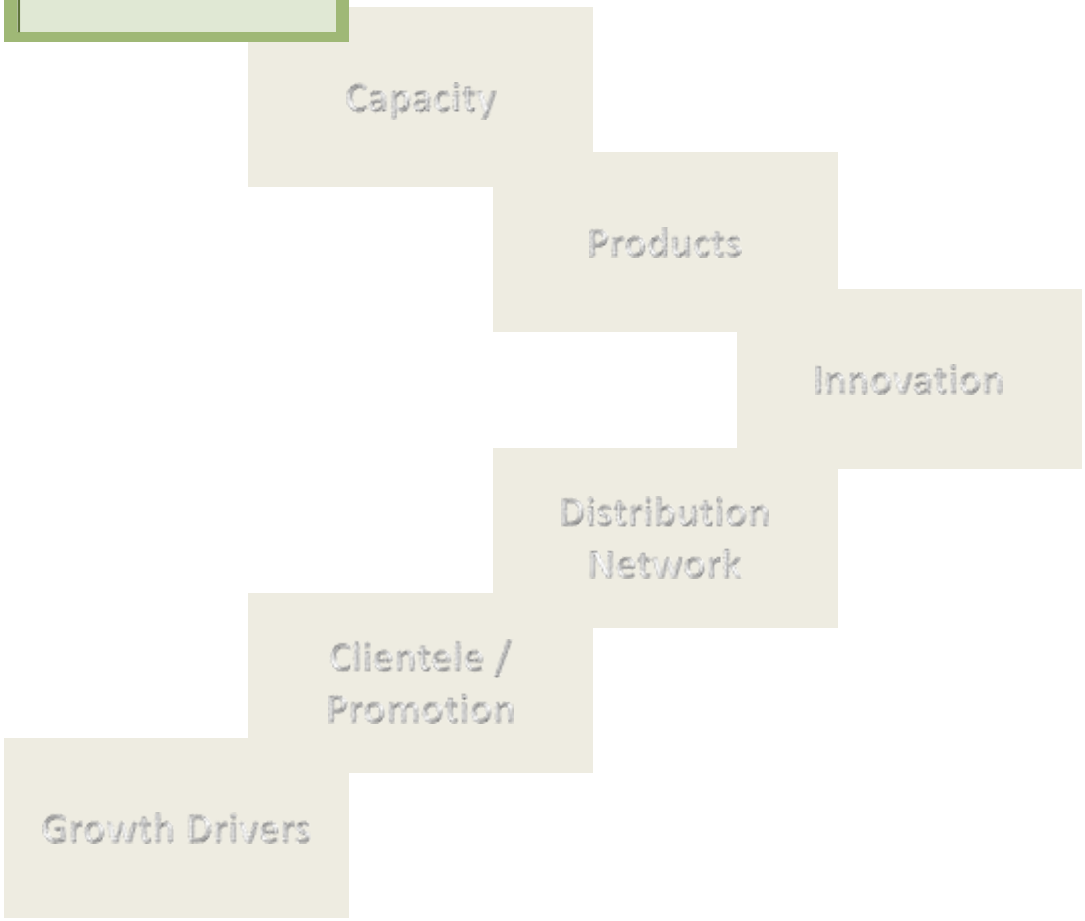
144+ Exclusive Showrooms & **16** Display Centres across India, totaling to **160+** showrooms

Over **5300** **Touch Points**

Over **40X** growth in just 16 years

Management

- Professionals with over 22 years of experience in Ceramic Industry
- Uncompromising attitude towards Quality



Key Management Team



Mr. Kamlesh Patel – Chairman & Managing Director

- Having more than 22 years of experience in the Tile industry - he is a visionary who has created global benchmarks
- Holds BBA Degree from Sardar Patel University & Member of ICCTAS
- A decisive decision maker who believes in taking right decision at the right time and an astute marketing mind, passionate about expansion & brand building



Mr. Mukesh Patel – Managing Director

- Having more than 22 years of experience in the Tile industry , he is responsible for giving company the “Innovative Technology “ edge
- Constantly seeking to create new product development with an uncompromising attitude towards Quality
- He is a Director of ICCTAS

Professional Team

Mr. B. M. Singhal Senior Vice President (MARBLE)		**Mr. Pattanshetty** Vice President (PRODUCTION)		**Mr. Rahul Sharma** Associate Vice President (GVT)	
	**Mr. Sanjay Kaul** Associate Vice President (BUSINESS DEVELOPMENT)		**Mr. Chirag Dave** Associate Vice President (BONZER 7)		**CA Himanshu Shah** General Manager (FINANCE & ACCOUNT)

Management

Capacity

- Production Capacity of 1,00,000 sq. mtrs. per day (including outsource)

Products

Innovation

Distribution Network

Clientele / Promotion

Growth Drivers

8 Ultra Modern Manufacturing Units



Manufacturing Facilities



1st in the World to introduce 5 layer tiles kiln from SACMI-ITALY

Ultra Modern & Latest Technology

- First to establish Online Vitrified Technology
- First in India to have Digital 9 Colour Printing Technology
- A Pioneer with Best Water Jet Technology
- Highest number of Digital Machines in India
- Only Ceramic Company to have in-house 3rd Fire Technology
- India's BIGGEST KILN with 5 Line Tiles in Single Process world first in India by SACMI

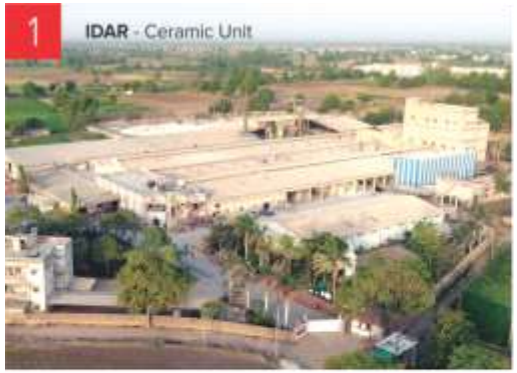




13 Digital
9 Colour Printing Machines



Manufacturing Facilities











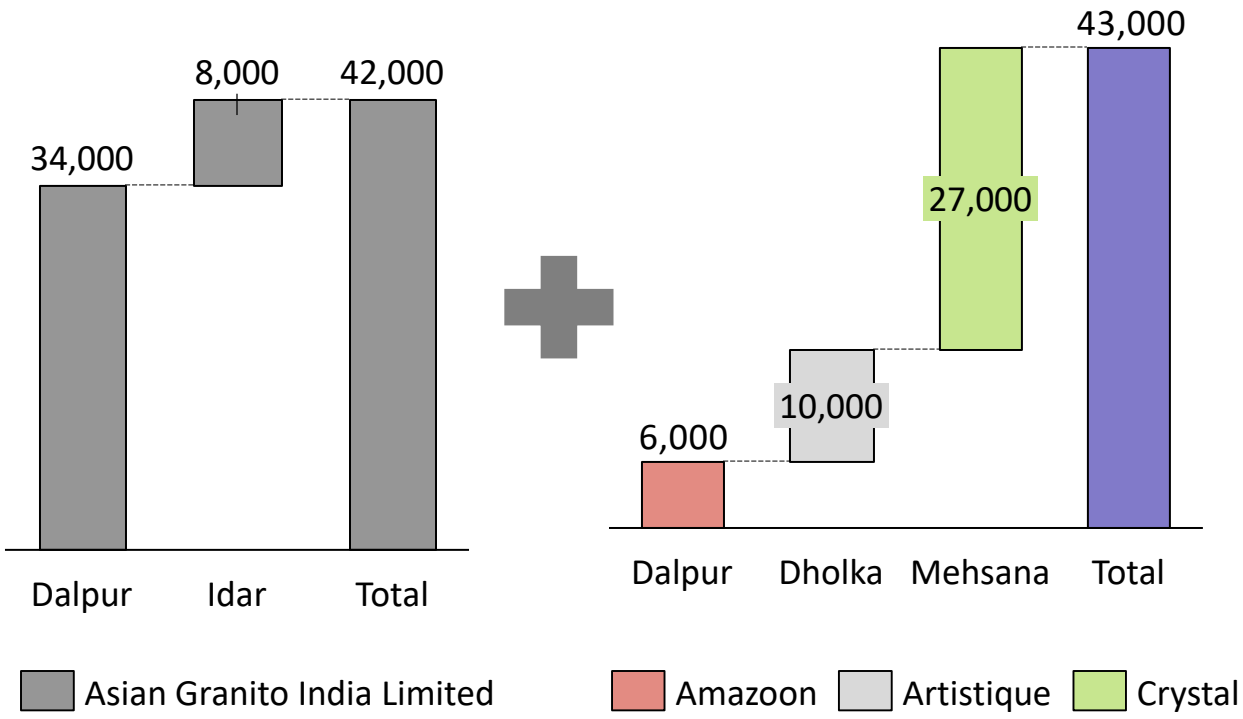




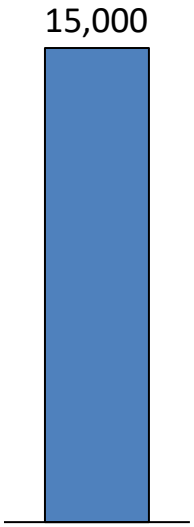


Capacity Built up

Post Amalgamation : Owned Capacity of 85,000 Sq. mts per day



Outsourcing through Morbi



AFFIL – 8,000
Others – 7,000

Combined Capacity of 100,000 Sq. Mtrs per day (Incl. Outsource)

Management

Capacity

Products

Innovation

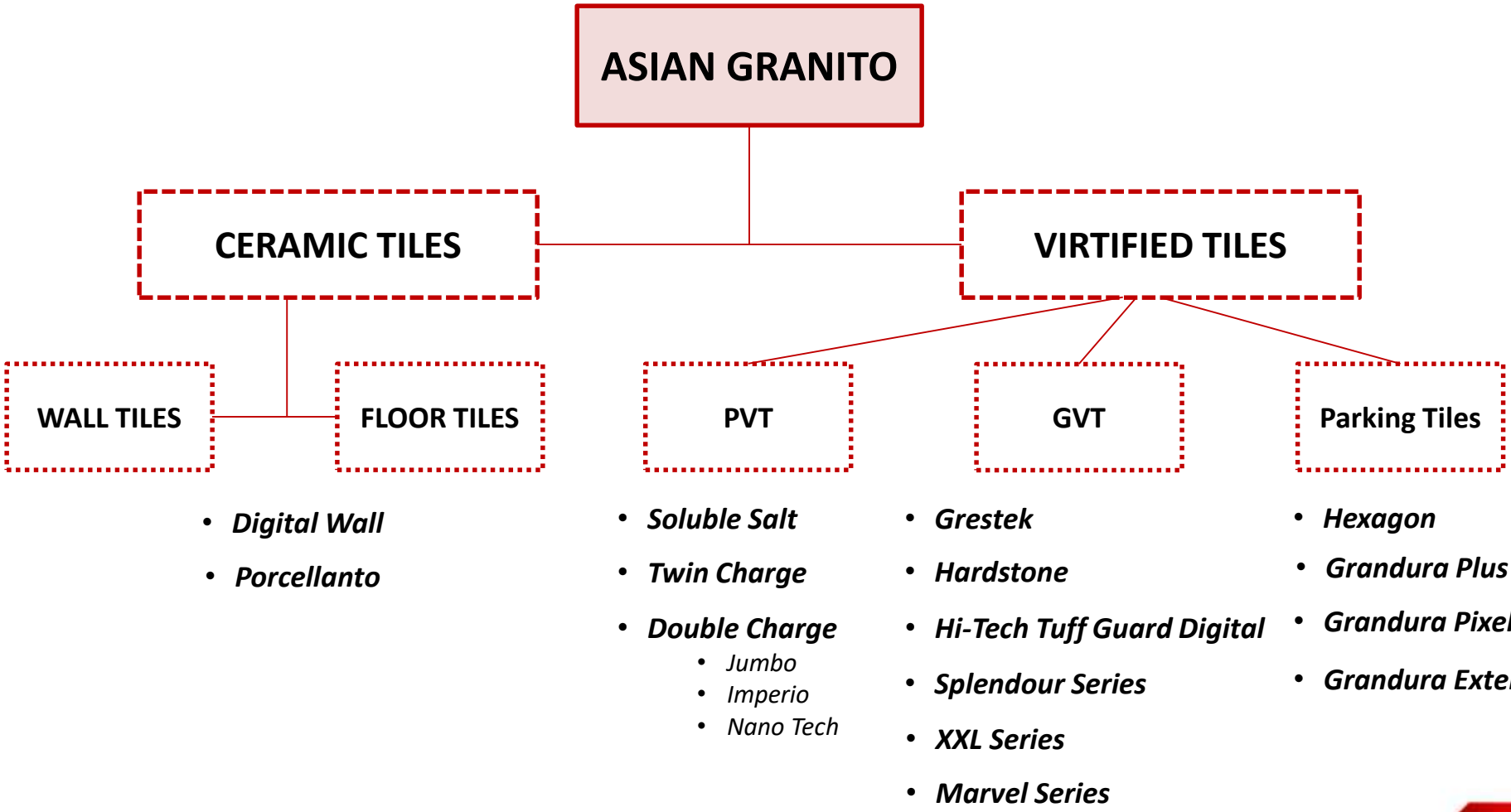
Distribution Network

Clientele / Promotion

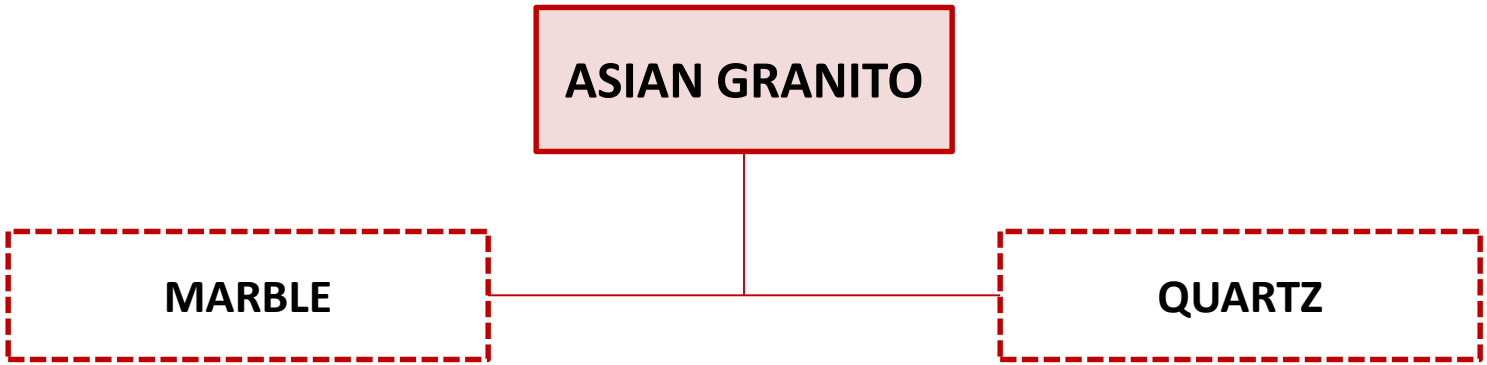
Growth Drivers

- **Wide Product Range - Ceramic Floor, Digital Wall, Vitrified, Parking, Porcelain, Glazed Vitrified, Outdoor, Composite Marble & Quartz**

Product Portfolio – Tile Segment



Product Portfolio – Marble & Quartz



- *Multi Colour Marble*
- *Nano Crystal Marble*
- *Imported Natural Marble*
- *Onyx Marble*

- *Multi Colour Quartz*
- *E - Stone*

Different Sizes to cater to different markets :
12mm, 15mm, 18mm, 20mm, 30mm

Ceramic Tiles – Wall & Floor Tiles



Digital Wall



PORCELLANTO Digital

Vitrified Tiles



Soluble Salt



Homogenous Body



Nano Tech - Double Charge



Grandura Exteriors



Grandura Digital

GRESTEK – Premium Glazed Vitrified Tiles



GRESTEK
SLIMGRES
ULTRA THIN GLAZED VITRIFIED TILES
INDIA'S THINNEST TILE
6.8 mm



GRESTEK
HARD STONE
16mm THICKNESS
600x600mm



HI-TECH TUFF GUARD DIGITAL
PEI-5



GRESTEK
SPLENDOUR Series
800x1600mm GVT / PGVT

Marble & Quartz



Marble



Quartz

Premium Segment - Higher Realisation
Company enjoys 43% market share in this segment

Management

Capacity

Products

Innovation

Distribution Network

Clientele / Promotion

Growth Drivers

- **1st to introduce 5 tiles manufacturing kiln from SACMI-Italy**
- **1st to launch large format digital double charged vitrified tiles in 1000x1000mm Jumbo & 800x800mm Imperio**
- **Largest Manufacturer of Quartz in India post expansion**

Recent New Innovative Products launched

Product Name	Size in mm
Engineered Quartz (Different Sizes to cater to different markets)	1400 x 3100 1600 x 3200
Grestek **– Splendour Series – Introduced 13 SKU's**	800 x 1600
Grestek – **Marvel Colour Body Tiles**	300 x 600, 600 x 1200, 600 x 600, 196 x 1200
Imperio – Double Charge – **Introduced 17 SKU's**	800 x 800
Jumbo - Double charge – **Introduced 16 SKU's**	1000 x 1000
CARARRA White (World's Whitest Tile – in unglazed large format Double Charge)	800 x 800
XXL – Polished Glazed Vitrified Tile	800 x 1200
Polished Vitrified Tile (Double Charge) & Big Crack Stone (new design introduced first time in India)	800 X 1200 & 1000 X 1000
Hardstone (Outdoor Tiles in 16 mm & 10 mm thickness)	600 x 600
Grandura (Parking Tiles)	300 x 300 & 400 x 400
Hexacon Tiles (first to introduce)	304 x 350
Grestek SLIMGRES	600 x 1200



Pioneer in the Industry

To have **DITIGAL 9** Colour Printing Technology



To have India's **BIGGEST KILN** with 5 line tiles in single process

1000 X 1000 Double Charge with new Technology

Highest Number of **DIGITAL MACHINES** in India totalling to 13

To set up **MULTI-COLOUR Quartz** line in India

Management

Capacity

Products

Innovation

Distribution Network

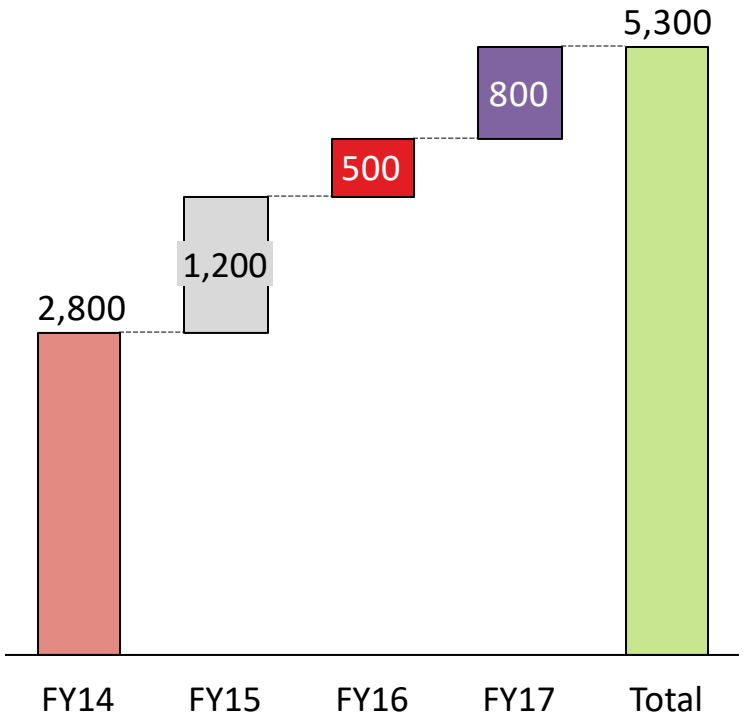
Clientele / Promotion

Growth Drivers

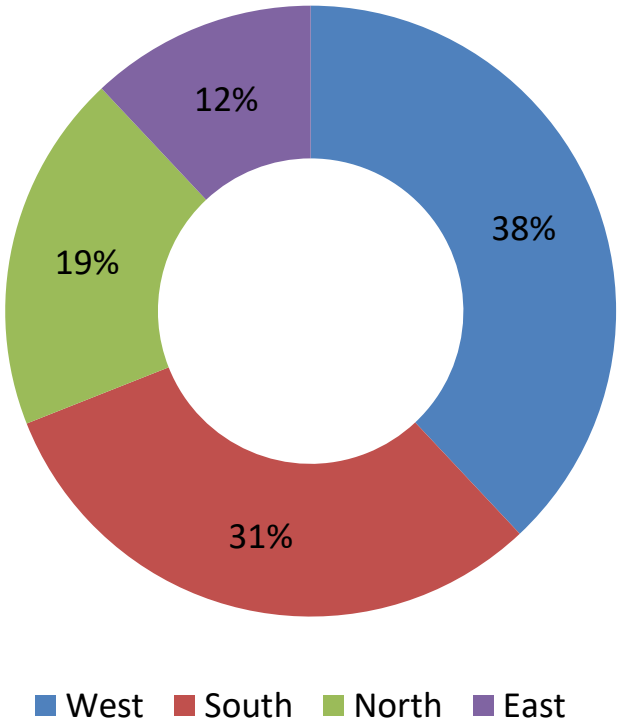
- **All India Market Reach; Distribution Reach Direct Dealers / Sub-dealers: +5,300**
- **Unique – 144+ AGL Tile World "Exclusive across India"**

Strengthening Distribution Network – Tile Segment

Addition in Dealers & Sub-Dealers



Geographical Revenue Breakup



In FY16, there were 915 direct dealers, and 55 were added in FY17

Currently we have 970 direct dealers

Global Footprint



Presence in 53+ countries across the globe

Management

Capacity

Products

Innovation

Distribution Network

Clientele / Promotion

Growth Drivers

- **Diversified Clientele Profile – Real Estate; Govt.; Hotels; Malls; Banks; Hospitals; Corporates; Airports; Showrooms etc.**

Marquee Institutional Clientele

AGL TILES
Asian Granito India Ltd.
Beautiful Life

SOBHA

ansal API
Building lifestyles since 1967

Central University of Rajasthan 2009

DLF
BUILDING INDIA

BMW

adani

ITC HOTELS
RESPONSIBLE LUXURY

LODHA

BRIGADE
GROUP

UNITECH
PROPERTIES

Godrej
GODREJ INDUSTRIES

unitech

Rajasthan Agricultural Research Institute
Durgapura, Jaipur

Manipal
INSPIRED BY LIFE

MANIPAL
UNIVERSITY

airtel

Infosys
POWERED BY INTELLECT
DRIVEN BY VALUES

MAJESTIC TOWERS
Luxury You Can Afford

HDIL

TATA HOUSING

THE LEELA
PALACES HOTELS RESORTS

WELSPUN
Dare to Commit

AXIS BANK

ADLABS
Never a dull moment

L&T Infotech

!dea

NEXA

SBI

बैंक ऑफ इंडिया
Bank of India
Relationships beyond banking

Major Marketing Activities



Mega Brand Recognition 2016

- *Showcase Ad Commercials in **1,400 Screens across** India in Major Cinemas during **3 Mega Blockbusters***

- ***Advertisement in Top In flight & Architect Magazines***

- *Active online presence in Social Media : **Facebook, Twitter, Pinterest***
- *Extensive Regional Road shows in Gujarat, Maharashtra, Punjab, HP, Delhi, Haryana, UP, Kerala*



BIG 5 Exhibition - Dubai

Major Marketing Activities



ACE TECH (Mumbai & Delhi)



Cab Branding in Chennai and Uttar Pradesh



PRODUCT: Discovery Prime Screens
LOCATION: DXB – Terminal 3 – Arrivals – Baggage Claim

BIG 5 Dubai Airport Branding

Major Marketing Activities

Quartz Next Event









Bonzer 7 New Product Launch @ Taj Bangalore

Asian Granito India Ltd.
Beautiful Life

Management

Capacity

Products

Clientele / Promotion

Innovation

Distribution Network

Growth Drivers

- 13 digital colour machines to ensure innovation and efficient manufacturing
- Cost Savings - Easy gas availability for nearby plant including natural gas

Growth Drivers

01 AMALGAMATION SYNERGIES

Merged with Artistique Ceramics which has helped increase margins through value added products and cost efficiencies

02 VALUE ADDED PRODUCT

Increase in manufacturing of High Value Added Products like GVT, Double Charge and Marble & Quartz

03 B2C SEGMENT

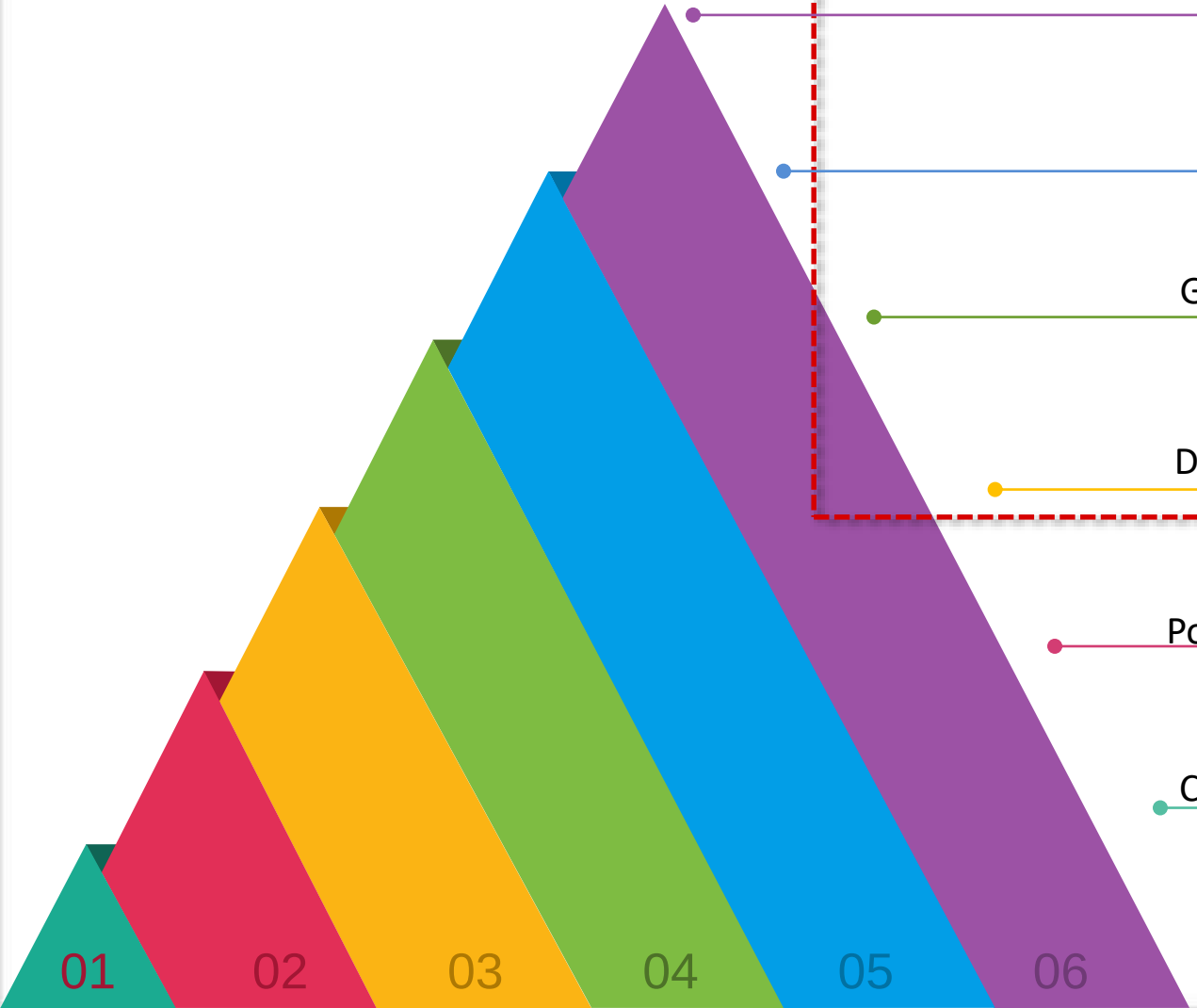
Shift in Focus from B2B segment to B2C Segment

Plan to increase our retail from 35% to 50%

04 INDUSTRY GROWTH

Expect the Industry to grow due to the thrust in infrastructure development, Housing for All and Swachh Bharat Abhiyaan

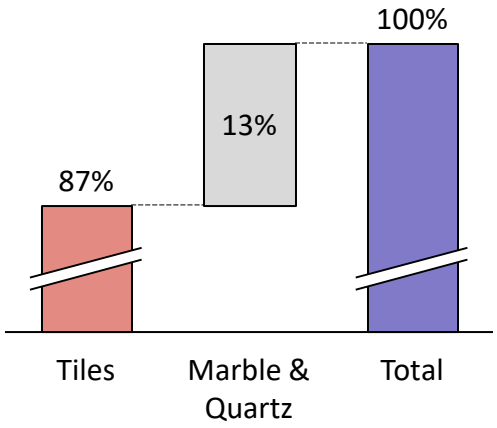
Focus on High Value Product Mix

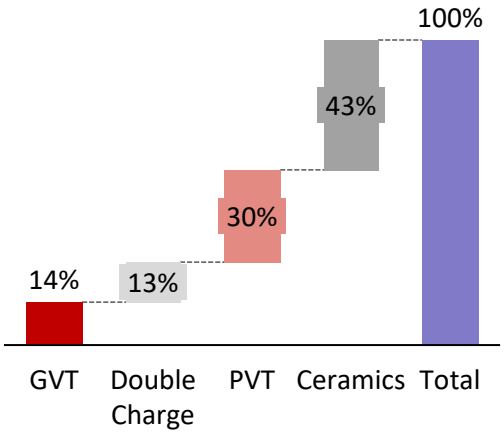


- Quartz — 06
- Composite Marble — 05
- Glazed Vitrified Tiles — 04
- Double Charge Tiles — 03
- Polished Vitrified Tiles — 02
- Ceramic Tiles (Wall & Floor) — 01

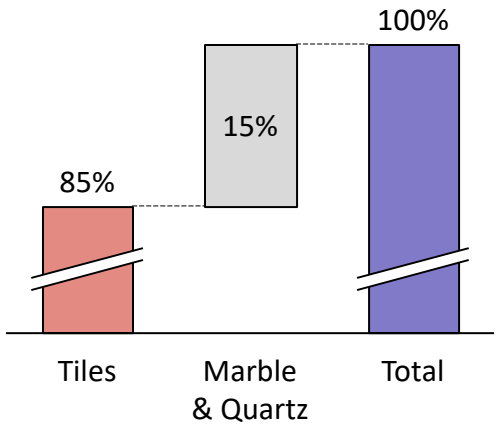
Focus on High Value Product Mix

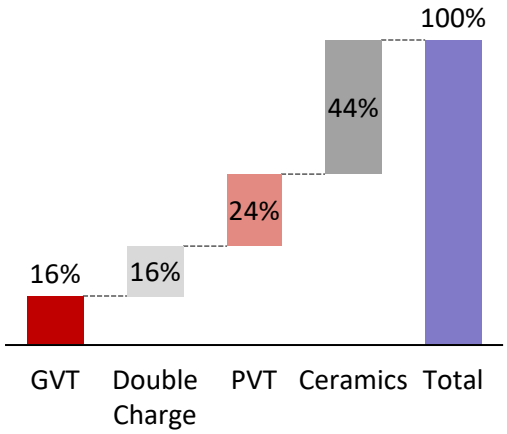
FY2015*



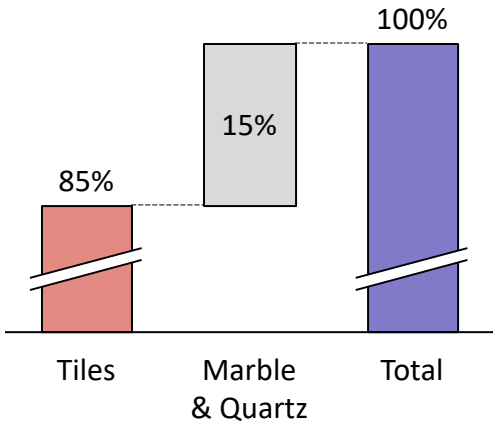


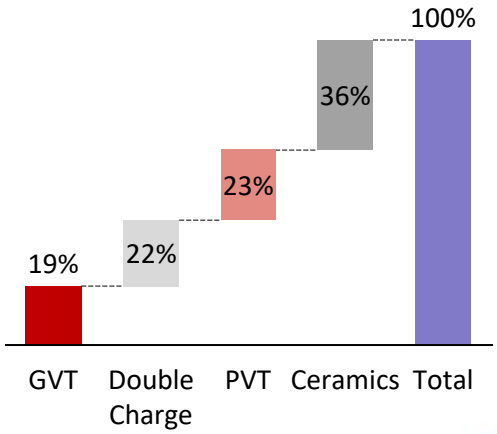
FY2016**





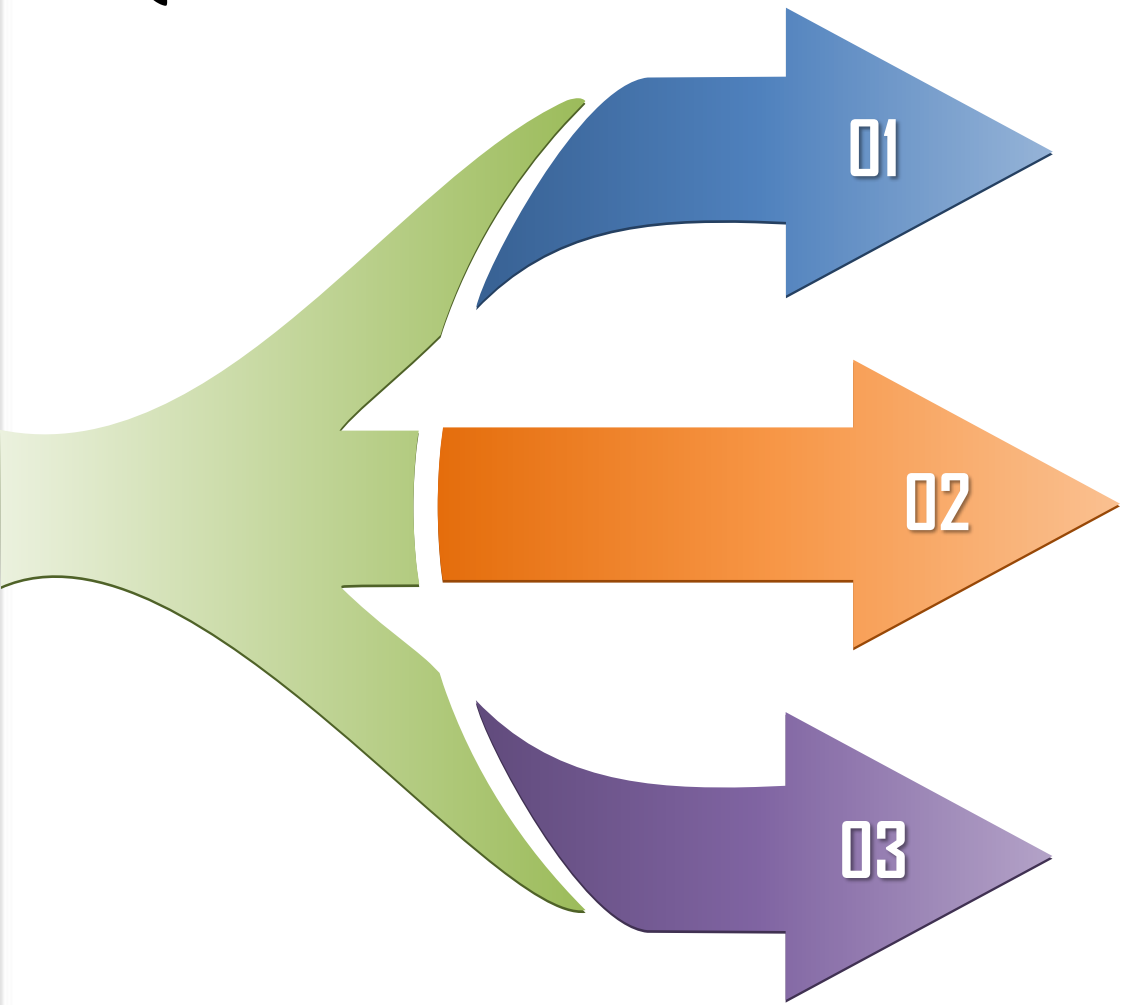
FY2017**





** On Standalone Basis as the company merged with Artistique Ceramic in July, 2015*
*** On Consolidated basis*

Quartz

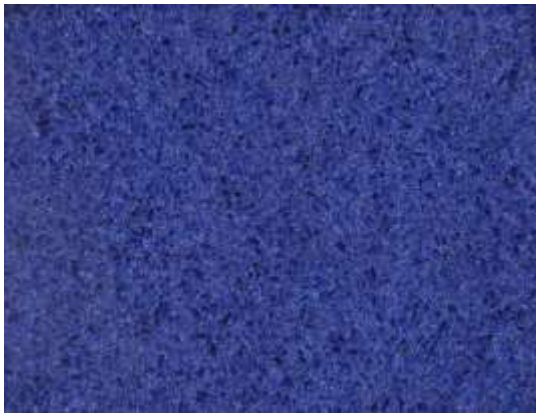


Expansion of Product Portfolio by introducing new range of Engineered Marble & Quartz segment

3rd Line of Quartz commissioned from 1st April, 2017 at Dalpur

The products have a thickness of 20mm & 30mm, catering to the domestic as well as export markets

Quartz



Blue Glitter



Iceland



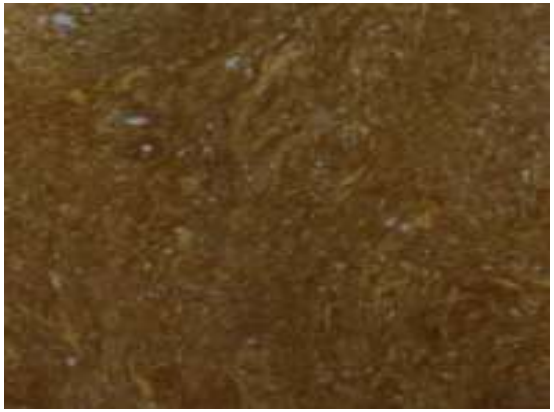
Copper Mountain



Lake Stone



Panama Black



Mountain Brown

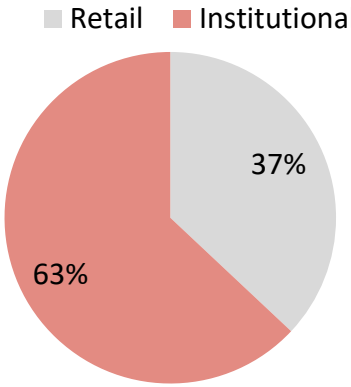
Future Strategies- Focus on B2C Segment

Mapping market for towns with population > 20,000

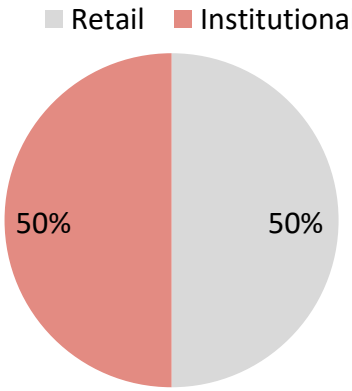
Initiatives to increase Direct Interaction with Customers

- ✓ Dealer Network
- ✓ AGL exclusive showrooms
- ✓ AGL Digital Express
- ✓ Trade schemes on high value products
- ✓ Participated in key trade exhibition
- ✓ Increased more A+/A/B+ counters

Current



Future



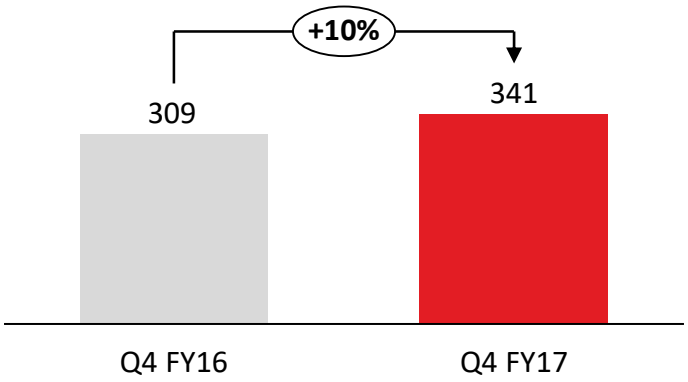
We plan to Change the Market Segmentation of Project v/s Retail from 65:35 to 50:50

Industry Growth

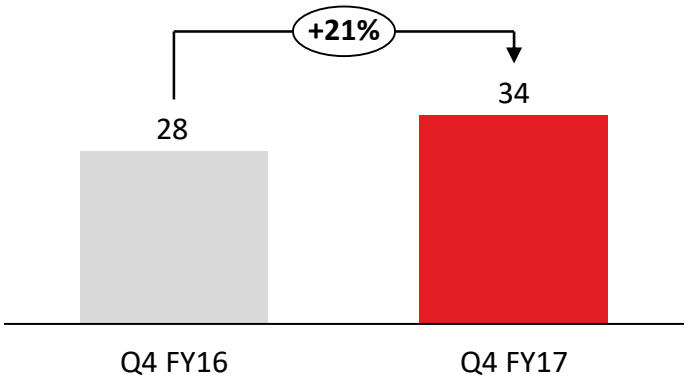
- Smart Cities - New city creation could create office and housing demand
- Housing For All: Plan to complete 1 crore houses by 2019 for the houseless in Rural India.
- Push for providing sanitation could create new demand avenues entry level or lower priced tiles (ceramic tiles)
- “Swatch Bharat Abhiyaan” - aims to build 60million toilets by 2019
- Affordable housing to be given infrastructure status which will enable projects to avail associated benefits
- Increased Allocation for Pradhan Mantri Awaas Yojana – Gramin from Rs. 15,000 crore to Rs. 23,000 crore
- Under the scheme for promotion of affordable housing, carpet area instead of built up area of 30 and 60 Sq .mtr. to be counted.

Financial Highlights – Q4 FY17

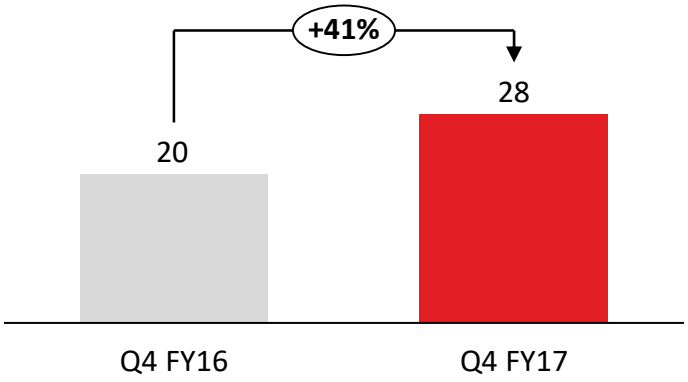
Revenues



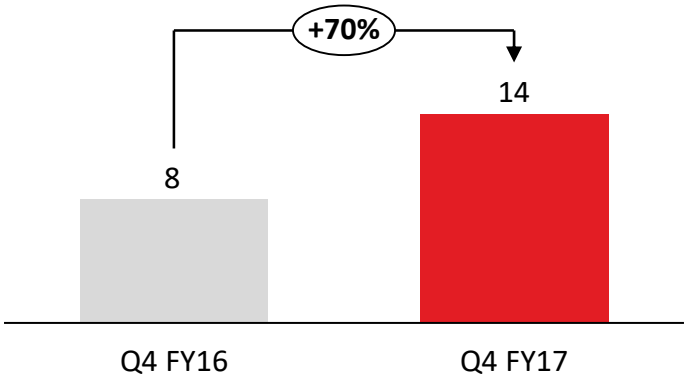
EBITDA



EBIT



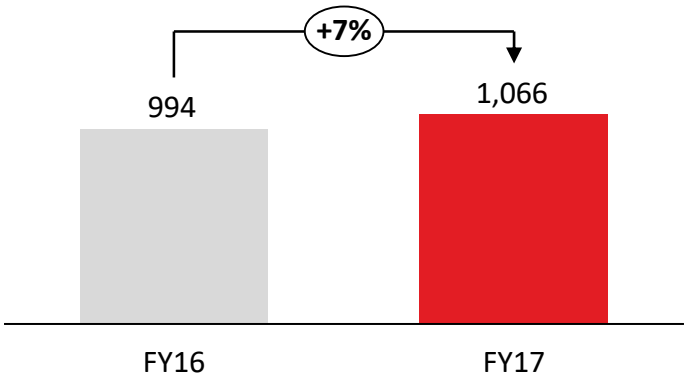
Profit After Tax



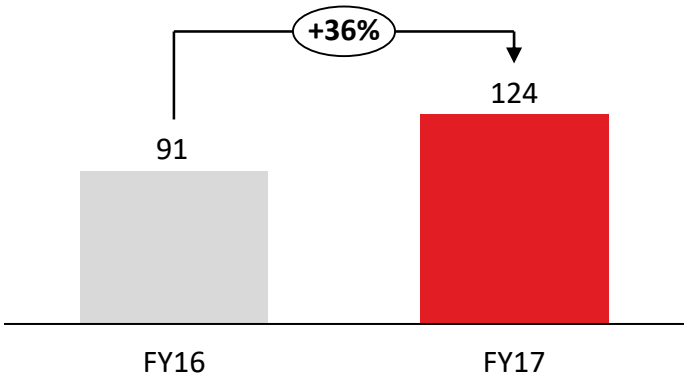
Consolidated figures (Rs. In Crs)

Financial Highlights – FY17

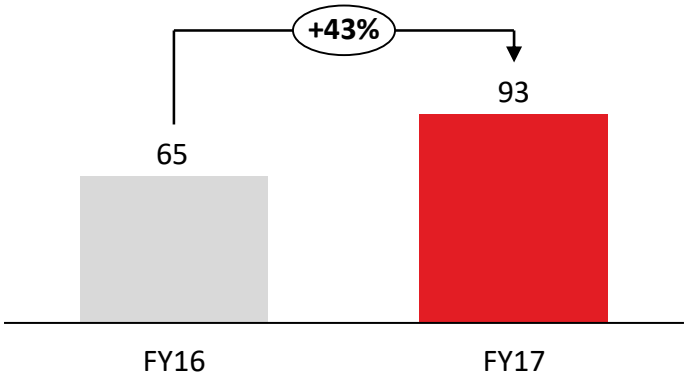
Revenues



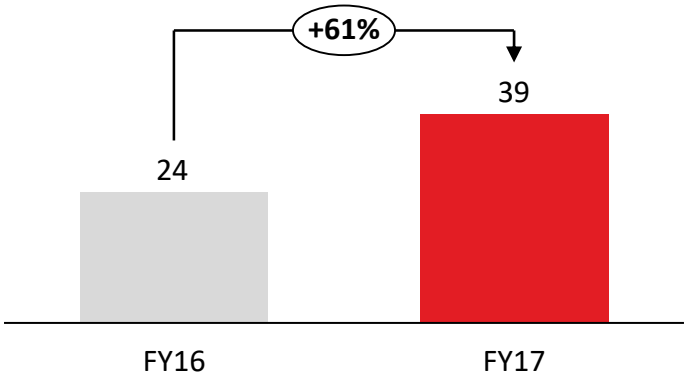
EBITDA



EBIT



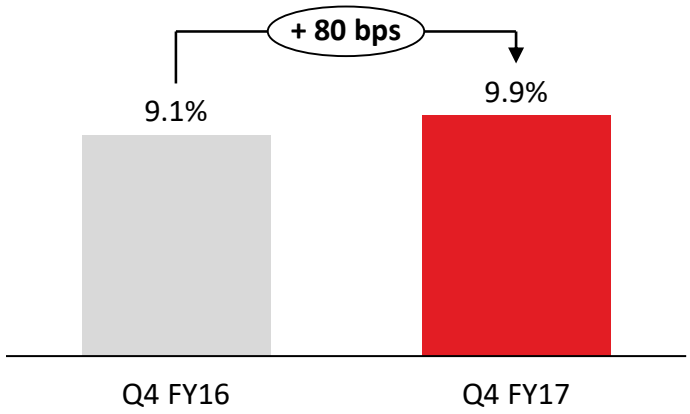
Profit After Tax

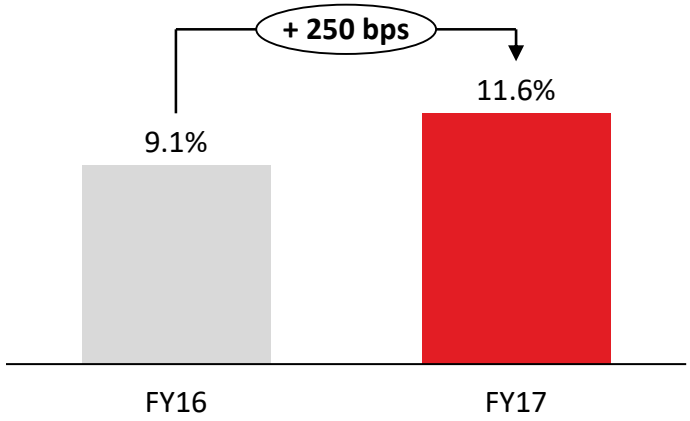


Consolidated figures (Rs. In Crs)

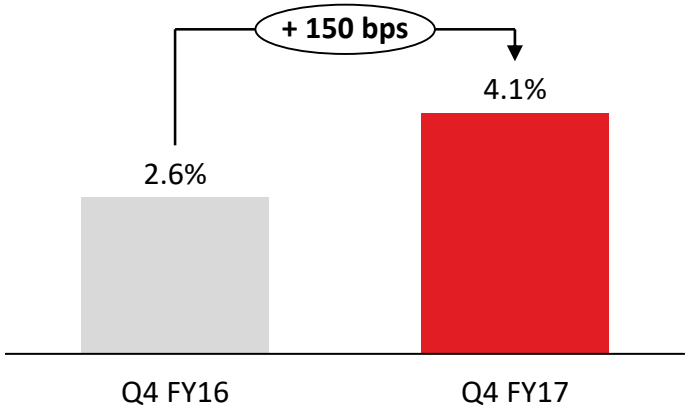
Margin Profile

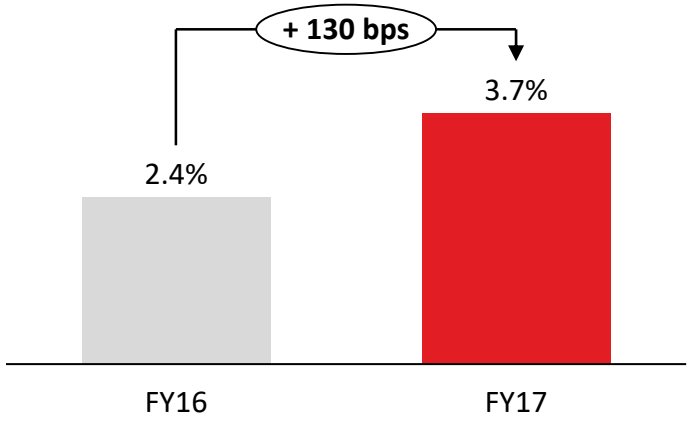
EBITDA (%)





PAT (%)

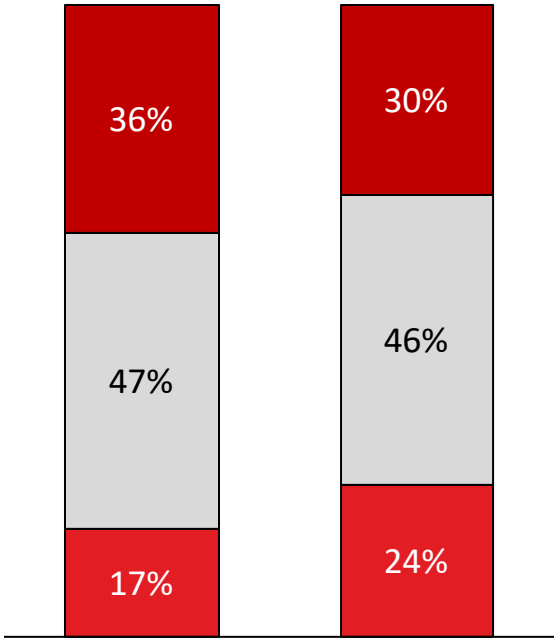




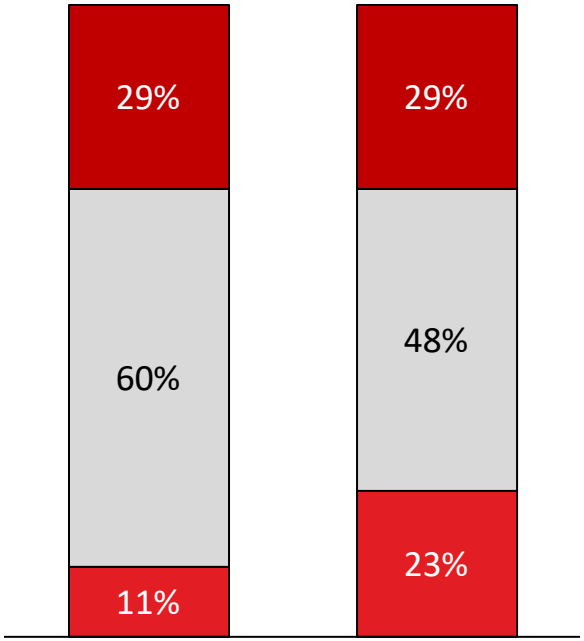
On Consolidated basis

Tiles Division - Business Performance – Q4FY17

Volume Break-up



Revenue Break-up

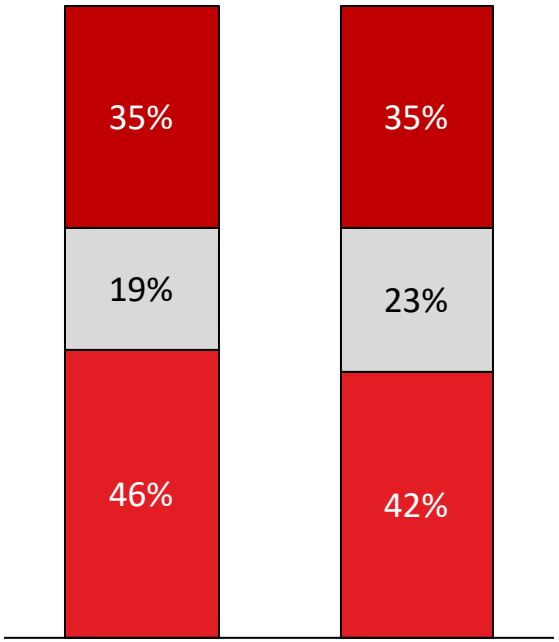


Own Manufacturing | Outsourcing | Associate

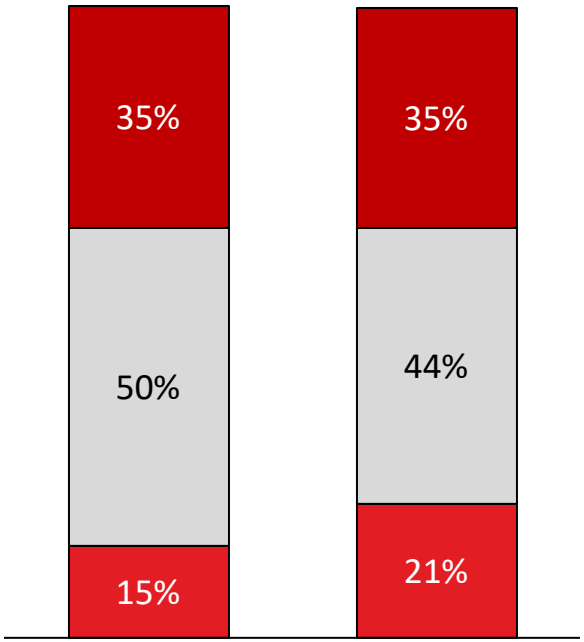
On Consolidated basis

Tiles Division - Business Performance – FY17

Volume Break-up



Revenue Break-up



Own Manuafacturing | Outsourcing | Associate

On Consolidated basis

Standalone Profit & Loss

Particulars (Rs. Crs)	Q4 FY17	Q4 FY16	Y-o-Y	FY17	FY16	Y-o-Y
Net Sales	292.8	226.2		947.8	870.7	
Other Operating Income	-0.1	1.0		2.1	2.2	
Revenue from Operations	**292.7**	**227.2**	**29%**	**949.9**	**873.0**	**9%**
Total Raw Material	205.5	148.4		615.6	566.1	
Employee Expenses	15.4	12.9		55.0	50.6	
Power & Fuel	23.0	24.4		90.1	102.1	
Other Expenses	26.9	21.2		110.0	84.1	
EBITDA	**21.9**	**20.2**	**9%**	**79.2**	**70.0**	**13%**
EBITDA Margin (%)	**7.5%**	**8.9%**		**8.3%**	**8.0%**	
Other Income	2.4	0.2		2.6	1.0	
Depreciation	5.5	5.0		22.0	21.2	
EBIT	**18.8**	**15.3**	**22%**	**59.9**	**49.8**	**20%**
EBIT Margin (%)	**6.4%**	**6.8%**		**6.3%**	**5.7%**	
Finance Cost	4.2	6.6		20.9	23.8	
Profit before Tax	**14.6**	**8.8**	**66%**	**38.9**	**26.1**	**49%**
Tax	4.1	2.4		11.0	7.2	
Profit After Tax	**10.4**	**6.4**	**62%**	**28.0**	**18.9**	**48%**
PAT Margin (%)	**3.6%**	**2.8%**		**2.9%**	**2.2%**	
EPS	**3.47**	**2.85**		**9.29**	**6.71**	

Consolidated Profit & Loss

Particulars (Rs. Crs)	Q4 FY17	Q4 FY16	Y-o-Y	FY17	FY16	Y-o-Y
Net Sales	341.9	308.4		1,063.2	991.0	
Other Operating Income	-0.8	0.4		2.7	2.9	
Revenue from Operations	**341.2**	**308.8**	**10%**	**1,066.0**	**993.9**	**7%**
Total Raw Material	208.3	201.2		591.2	615.2	
Employee Expenses	23.8	16.8		71.4	58.9	
Power & Fuel	43.3	34.4		141.4	127.9	
Other Expenses	31.8	28.3		138.4	101.1	
EBITDA	**33.9**	**28.1**	**21%**	**123.6**	**90.8**	**36%**
EBITDA Margin (%)	**9.9%**	**9.1%**		**11.6%**	**9.1%**	
Other Income	2.9	0.5		3.6	1.4	
Depreciation	9.0	8.8		34.5	27.5	
EBIT	**27.8**	**19.8**	**41%**	**92.7**	**64.6**	**43%**
EBIT Margin (%)	**8.2%**	**6.4%**		**8.7%**	**6.5%**	
Finance Cost	9.6	7.9		39.5	29.1	
Exceptional Items	0.0	0.5		0.0	0.5	
Profit before Tax	18.2	11.4	60%	53.2	35.0	52%
Tax	4.3	4.2		13.4	11.3	
Profit After Tax	**13.9**	**7.2**	**93%**	**39.8**	**23.7**	**68%**
PAT Margin (%)	**4.1%**	**2.3%**		**3.7%**	**2.4%**	
Share of profit of associates	1.0	1.4		2.7	2.2	
Minority Interest	-1.1	-0.4		-3.4	-1.7	
Other Comprehensive Income	0.0	0.0		0.0	0.0	
Profit After MI and Share of Profit of Associates	**13.9**	**8.1**	**70%**	**39.1**	**24.3**	**61%**
PAT Margin (%)	**4.1%**	**2.6%**		**3.7%**	**2.4%**	
EPS	4.61	3.61		13.00	8.60	

Standalone Balance Sheet

Particulars (Rs. Crs)	Mar-17	Mar-16
Shareholder's Fund	**357**	**331**
Share Capital	30	23
Reserves & Surplus	327	301
Share Suspense Account	0	8
Non-Current Liabilities	**50**	**52**
Long term borrowings	14	20
Deferred Tax Liabilities (Net)	23	22
Other Long term liabilities	12	10
Long-Term Provisions	0	0
Current liabilities	**391**	**321**
Short term borrowings	135	148
Trade payables	226	150
Other current liabilities	23	18
Short term Provision	7	5
TOTAL LIABILITIES	**798**	**704**

Particulars (Rs. Crs)	Mar-17	Mar-16
Non-current assets	**302**	**300**
Fixed assets	230	225
Non-current Investments	34	35
Long Term Loans	36	36
Other Non-current assets	2	4
Current assets	**496**	**404**
Inventories	192	190
Trade receivables	266	177
Cash and bank balances	15	13
Short term loan and advances	21	22
Other current assets	2	2
TOTAL ASSETS	**798**	**704**

Consolidated Balance Sheet

Particulars (Rs. Crs)	Mar-17	Mar-16
Shareholder's Fund	**401**	**363**
Share Capital	30	23
Reserves & Surplus	371	333
Share Suspense Account	0	8
Minority Interest	**22**	**19**
Non-Current Liabilities	**191**	**176**
Long term borrowings	127	118
Deferred Tax Liabilities (Net)	34	30
Other Long term liabilities	30	27
Long-Term Provisions	0	0
Current liabilities	**488**	**392**
Short term borrowings	209	199
Trade payables	230	156
Other current liabilities	35	31
Short term Provision	14	6
TOTAL LIABILITIES	**1,102**	**950**

Particulars (Rs. Crs)	Mar-17	Mar-16
Non-current assets	**464**	**461**
Fixed assets	406	398
Non-current Investments	17	13
Long Term Loans	20	24
Other Non-current assets	21	26
Current assets	**638**	**489**
Inventories	273	245
Trade receivables	311	197
Cash and bank balances	19	17
Short term loan and advances	33	28
Other current assets	2	2
TOTAL ASSETS	**1,102**	**950**

Awards & Accolades



Energy Conservation Award

received from the President of India



'Asian Granito India Limited' was awarded the winner for outstanding achievements in **Environment Management**

CSR Activities





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