Asian Granito India Ltd.
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info@aglasiangranito.com • www.aglasiangranito.com
CIN : L17110GJ1995PLC027025

AGL TILES
Beautiful Life

Date: 11.02.2017

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
February13, 2017	Antique Stock Broking	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

Renuka

Renuka A. Upadhyay
DGM &Company Secretary
Secretarial and Legal

Asian Granito India Ltd

Investor Presentation – February 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.

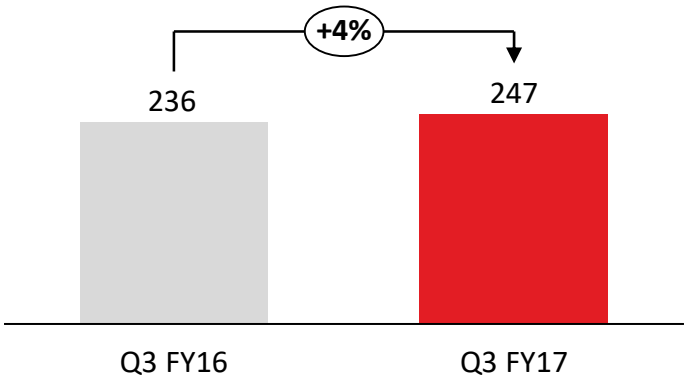
Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known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

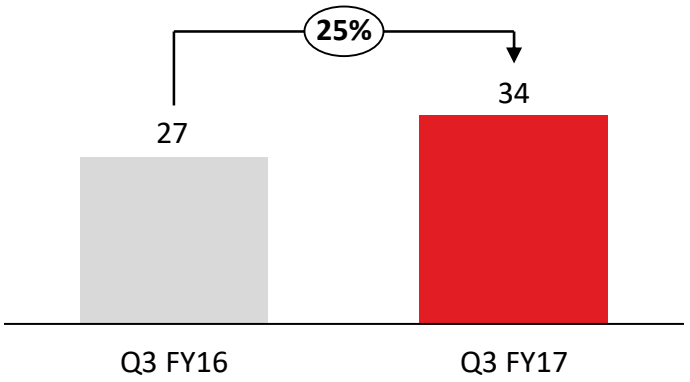
Sr. No.	Particulars	Page no.
1	Company Overview	9
2	Management Details	12
3	Capacity	15
4	Products	20
5	Clientele/Promotions	26
6	Innovation	31
7	Distribution Network	33
8	Manufacturing Efficiencies	36
9	Growth Drivers	38
10	Financials	45
11	Awards & Accolades	50

Financial Highlights – Q3 FY17

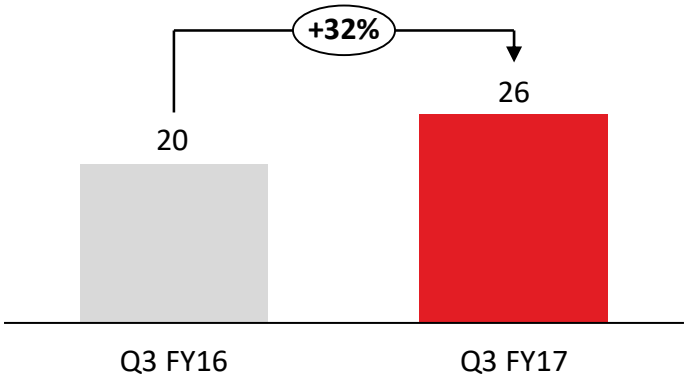
Revenues



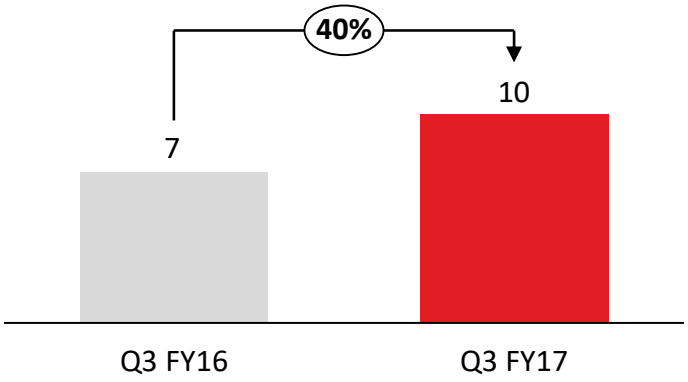
EBITDA



EBIT



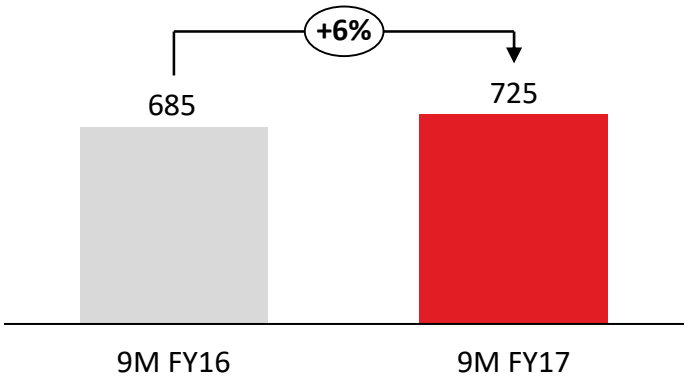
Profit After Tax



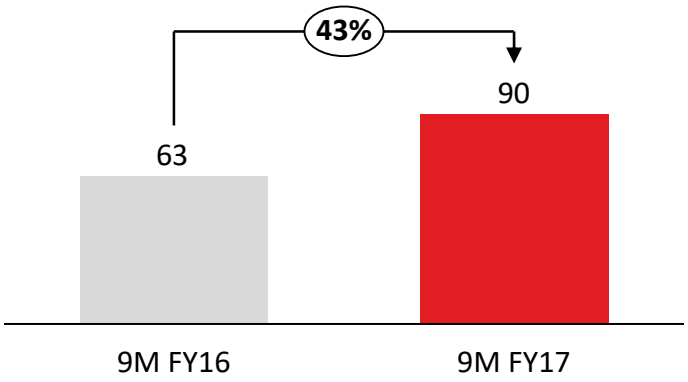
Consolidated figures (Rs. In Crs)

Financial Highlights – 9M FY17

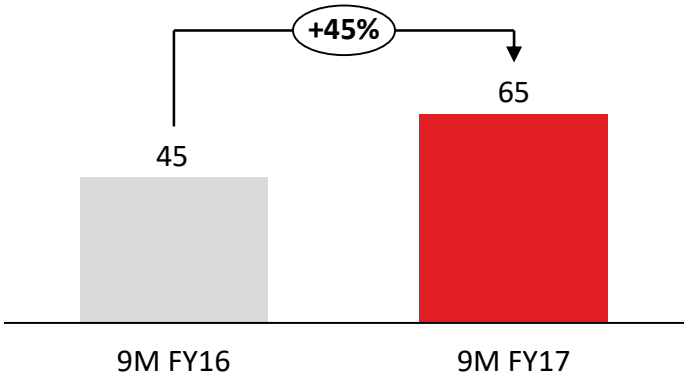
Revenues



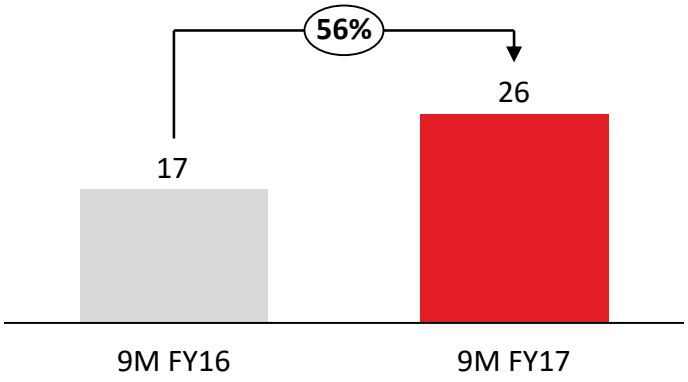
EBITDA



EBIT



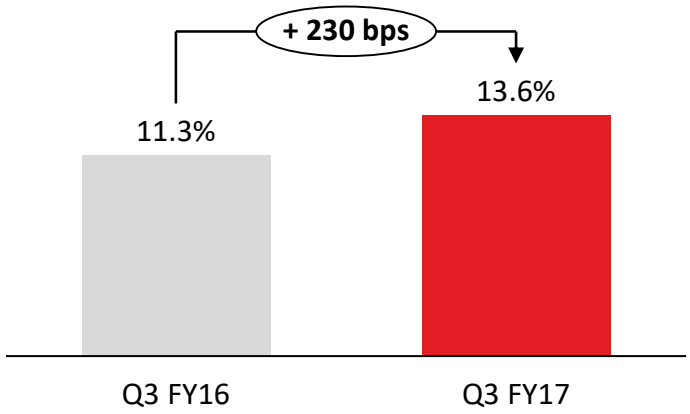
Profit After Tax

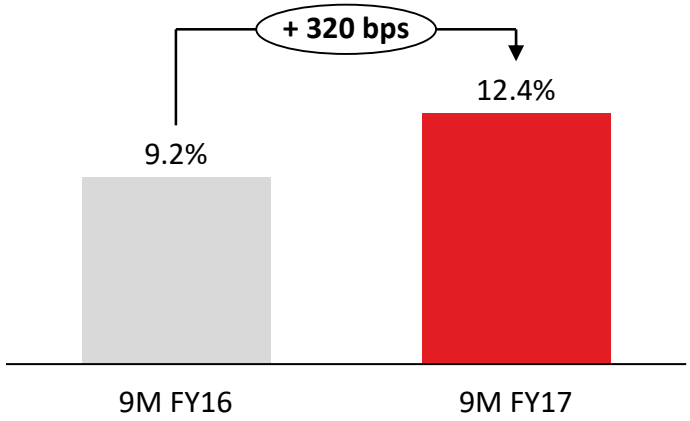


Consolidated figures (Rs. In Crs)

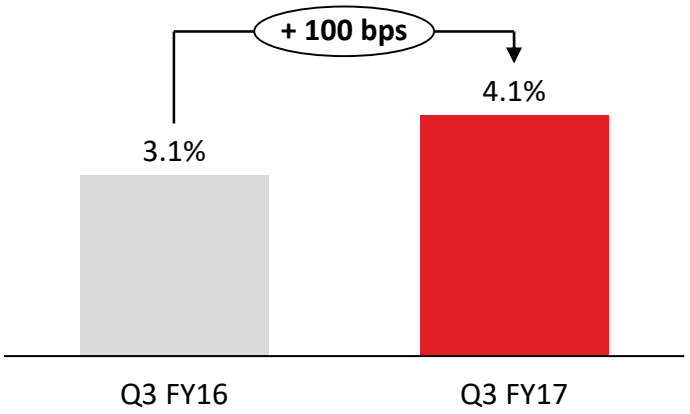
Margin Profile

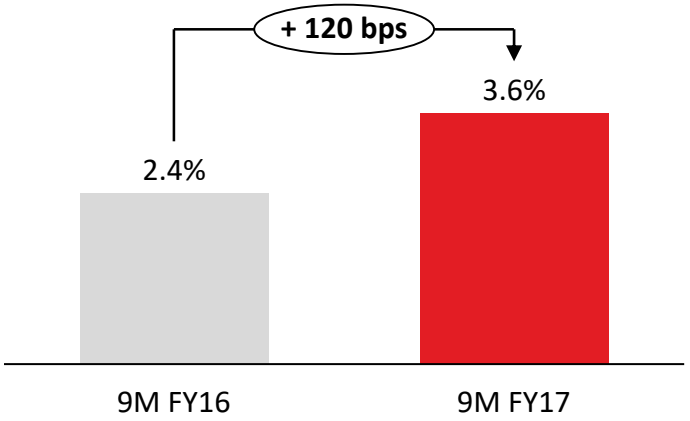
EBITDA (%)





PAT (%)

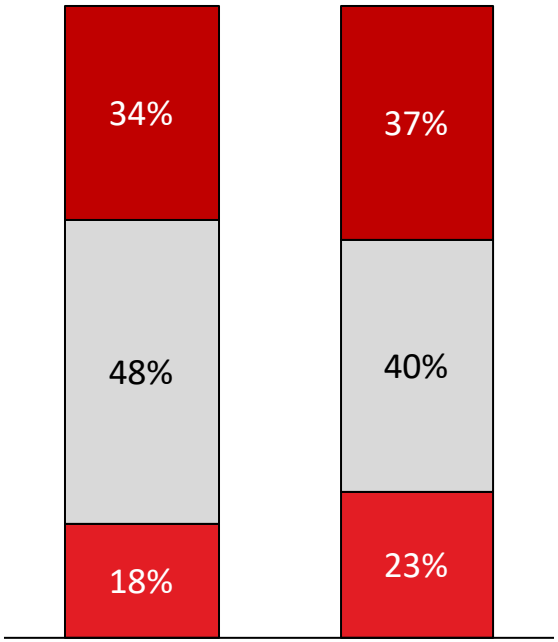




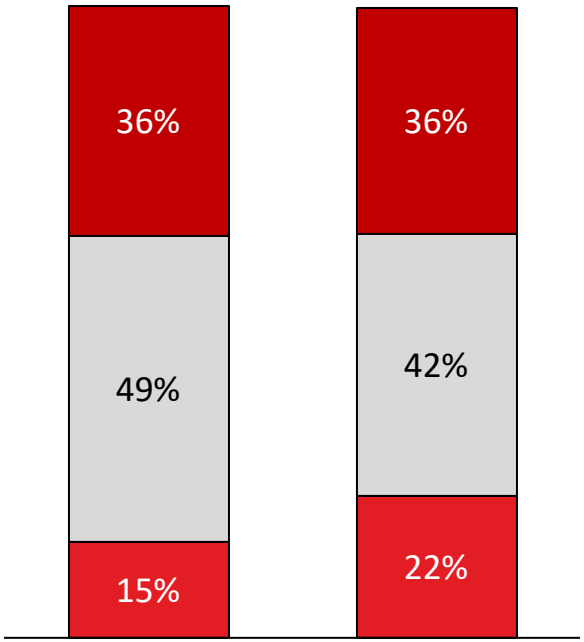
On Consolidated basis

Tiles Division - Business Performance – Q3FY17

Volume Break-up



Revenue Break-up

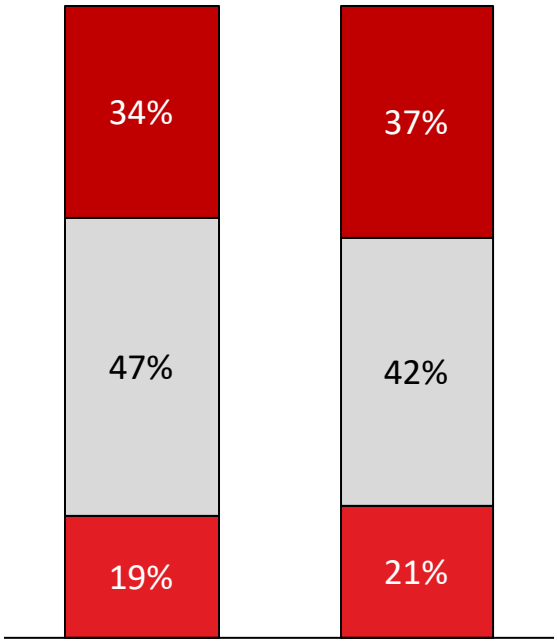


Own Manuafacturing Outsourcing Associate

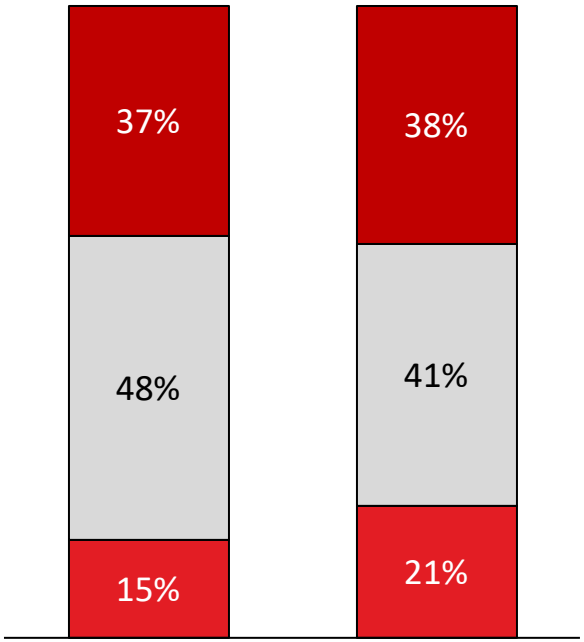
On Consolidated basis

Tiles Division - Business Performance – 9MFY17

Volume Break-up



Revenue Break-up



Own Manuafacturing Outsourcing Associate

On Consolidated basis

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

- ✓ 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

- ✓ 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

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

Overview

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

8 State of Art
Manufacturing
Facilities
spread across Gujarat

Exporting Products
across
53 Countries



93 Exclusive Showrooms &
16 Display Centres across
India, totaling to **109**
showrooms

Over **5300**
Dealers
&
Sub-Dealers

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

Pioneer in the Industry

To introduce
LARGE FORMAT
Wall, PVT & GVT Tiles

To introduce
GRESTEK XXL
Large Format Tiles
(Recently Introduced
800mm X 1600mm
Splendour Series)



To introduce India's first
HEXABON Glazed
Vitrified Tiles

Introduced **16mm** Thick
Heavy Duty Vitrified tiles
GRESTEK HARDSTONE

To introduce
FULL BODY
Tiles in India

To introduce
SLIMGRES TILES
Jumbo 1000x1000mm & Imperio 800x800mm
Double Charge Technology - World Pioneer Technology first in India

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

Products

Clientele / Promotion

Innovation

Distribution Network

Manufacturing Efficiencies

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

8 Ultra Modern Manufacturing Units



Manufacturing Facilities



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

Manufacturing Facilities



IDAR – Porcelain Ceramic



Dalpur – Glazed Vitrified



Dalpur – Wall Ceramic



Dholka – Wall Ceramic



Dalpur - Amazoon Porcelain Ceramic



Morbi – Double Charge Vitrified



Mehsana – Vitrified Plant



Dalpur – Marble & Quartz

Ultra Modern & Latest Technology

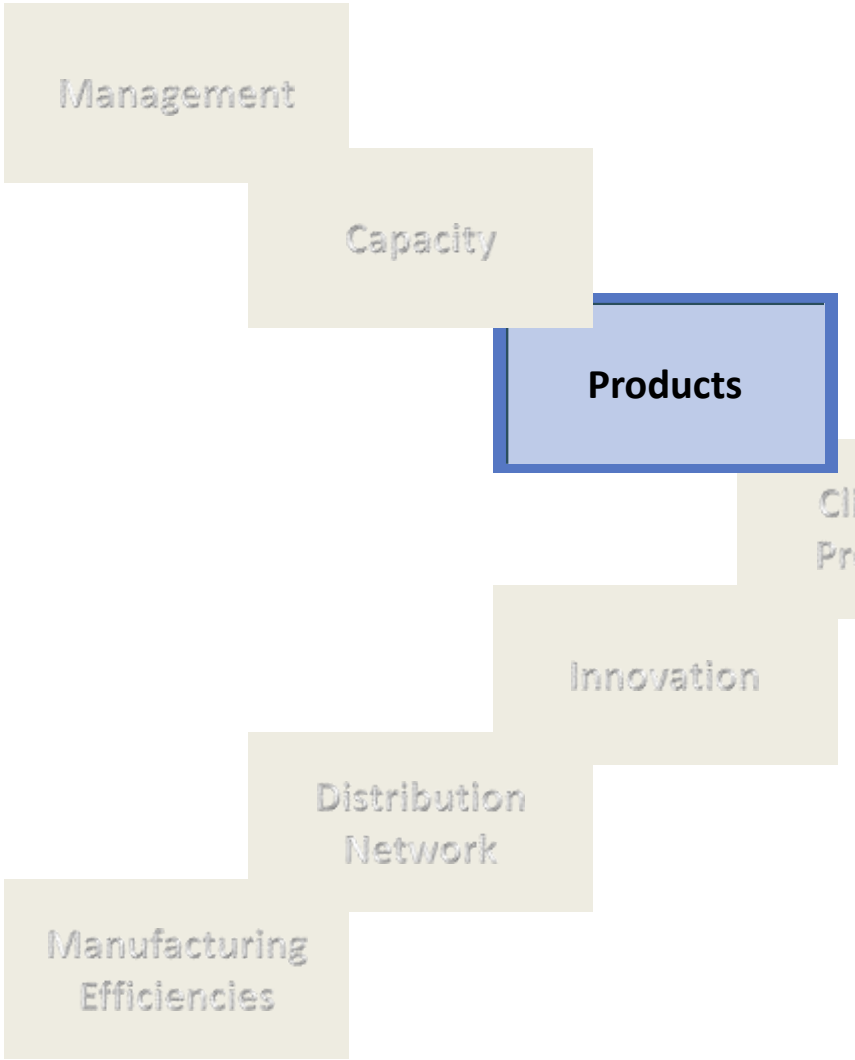
- First to establish Online Vitrified Technology
- First in India to have Digital 8 Colour Printing Technology
- A Pioneer with Best Water Jet Technology
- Highest number of Digital Machines in India
- Only Ceramic Company to have in-house 3rd Fire Technology
- India's BIGGEST KILN with 5 Line Tiles in Single Process world first in India by SACMI





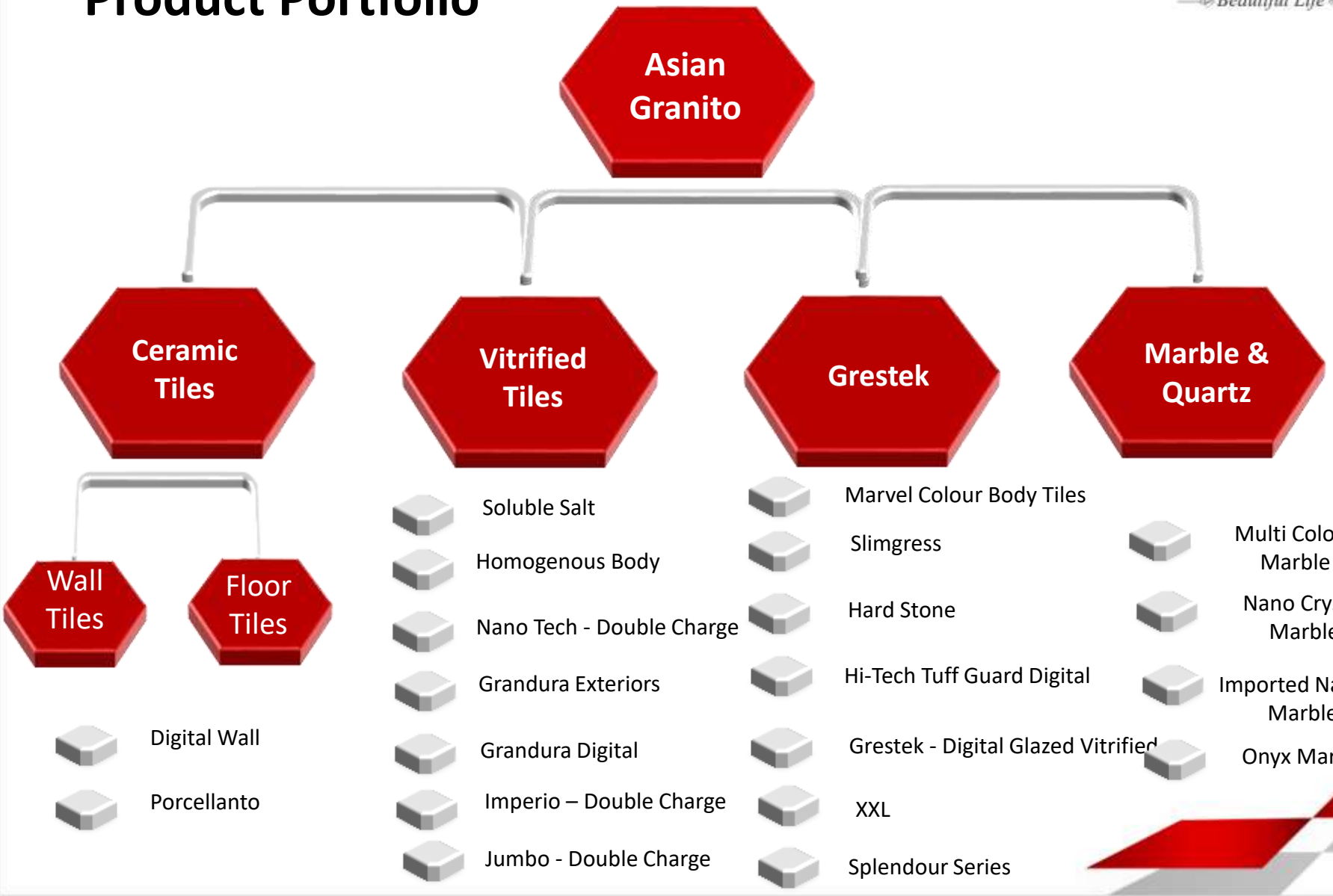
13 Digital
8 Colour Printing
Machines





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

Product Portfolio



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



Powered By
HI-TECH TUFF GUARD DIGITAL
PEI-5 COMPLIANT



GRESTEK
Splendour Series

Marble & Quartz



Marble



Quartz

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

Management

Capacity

Products

Clientele / Promotion

Innovation

Distribution Network

Manufacturing Efficiencies

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

Marquee Institutional Clientele





















































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





Bonzer 7 New Product Launch @ Taj Bangalore

OUTDOOR - POLE KIOSKS



Management

Capacity

Products

Clientele / Promotion

Innovation

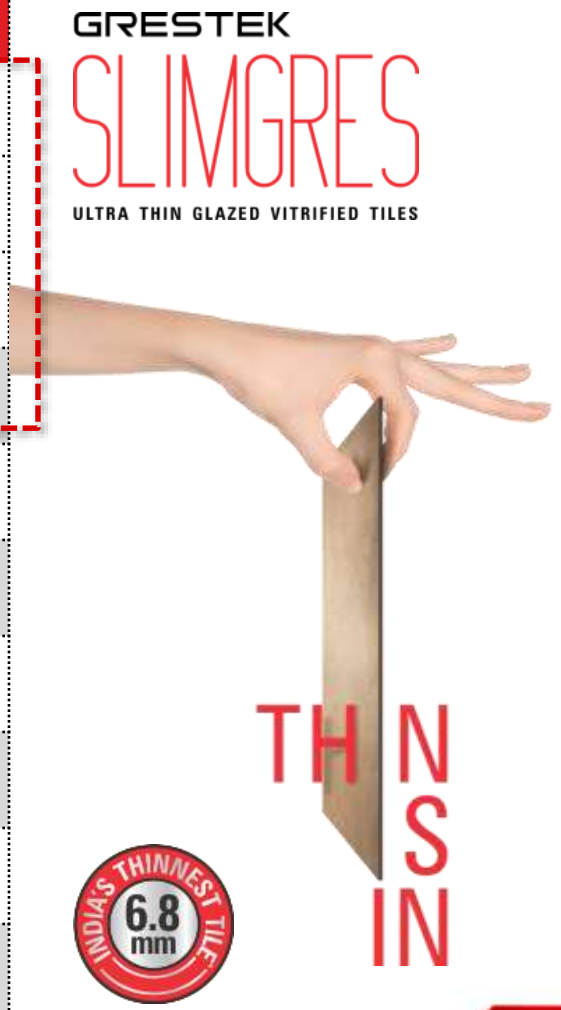
Distribution Network

Manufacturing Efficiencies

- 1st to introduce 5 tiles manufacturing kiln from SACMI-Italy
- 1st to launch large format digital charge vitrified tiles in 1000x1000mm Jumbo & 800x800mm Imperio

Recent New Innovative Products launched

Product Name	Size in mm
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



Management

Capacity

Products

Clientele / Promotion

Innovation

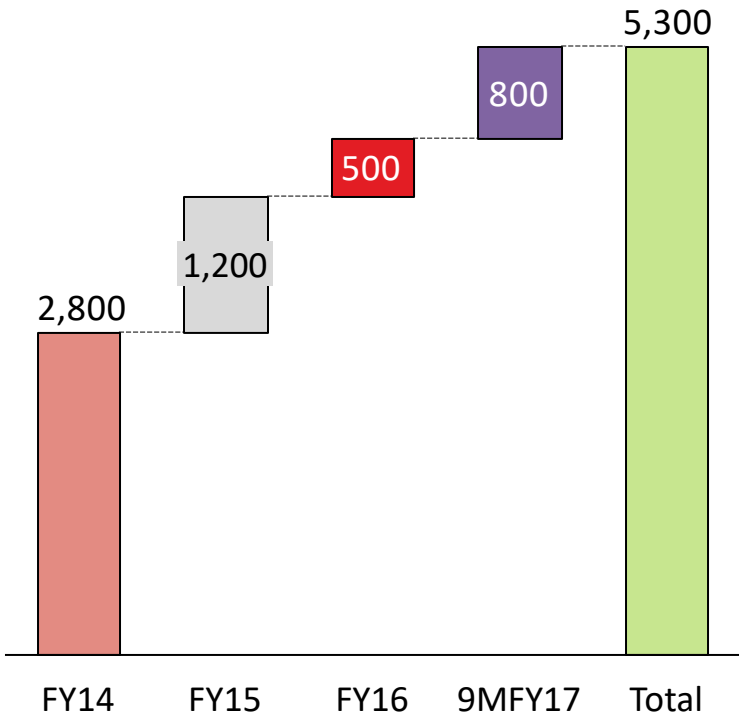
Distribution Network

Manufacturing Efficiencies

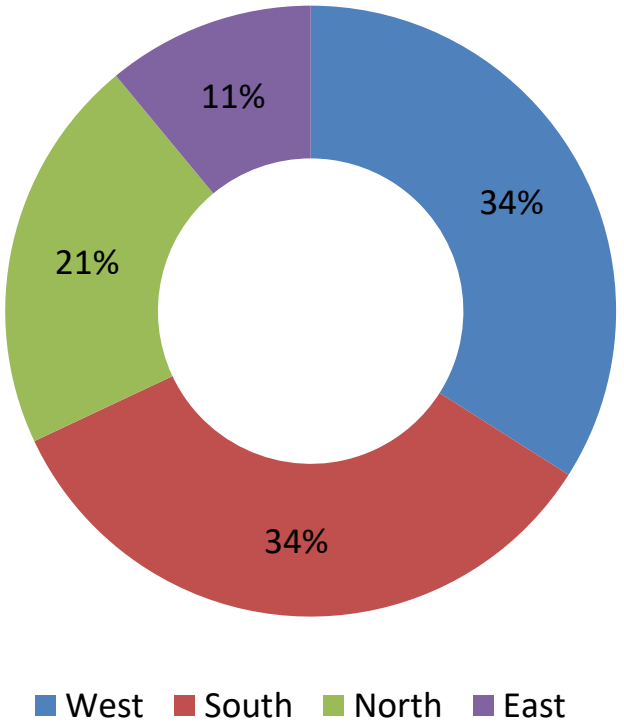
- **All India Market Reach; Distribution Reach Direct Dealers / Sub-dealers: +5,300**
- **Unique – 90+ AGL Tile World "Exclusive across India"**

Strengthening Distribution Network – Tile Segment

Addition in Dealers & Sub-Dealers



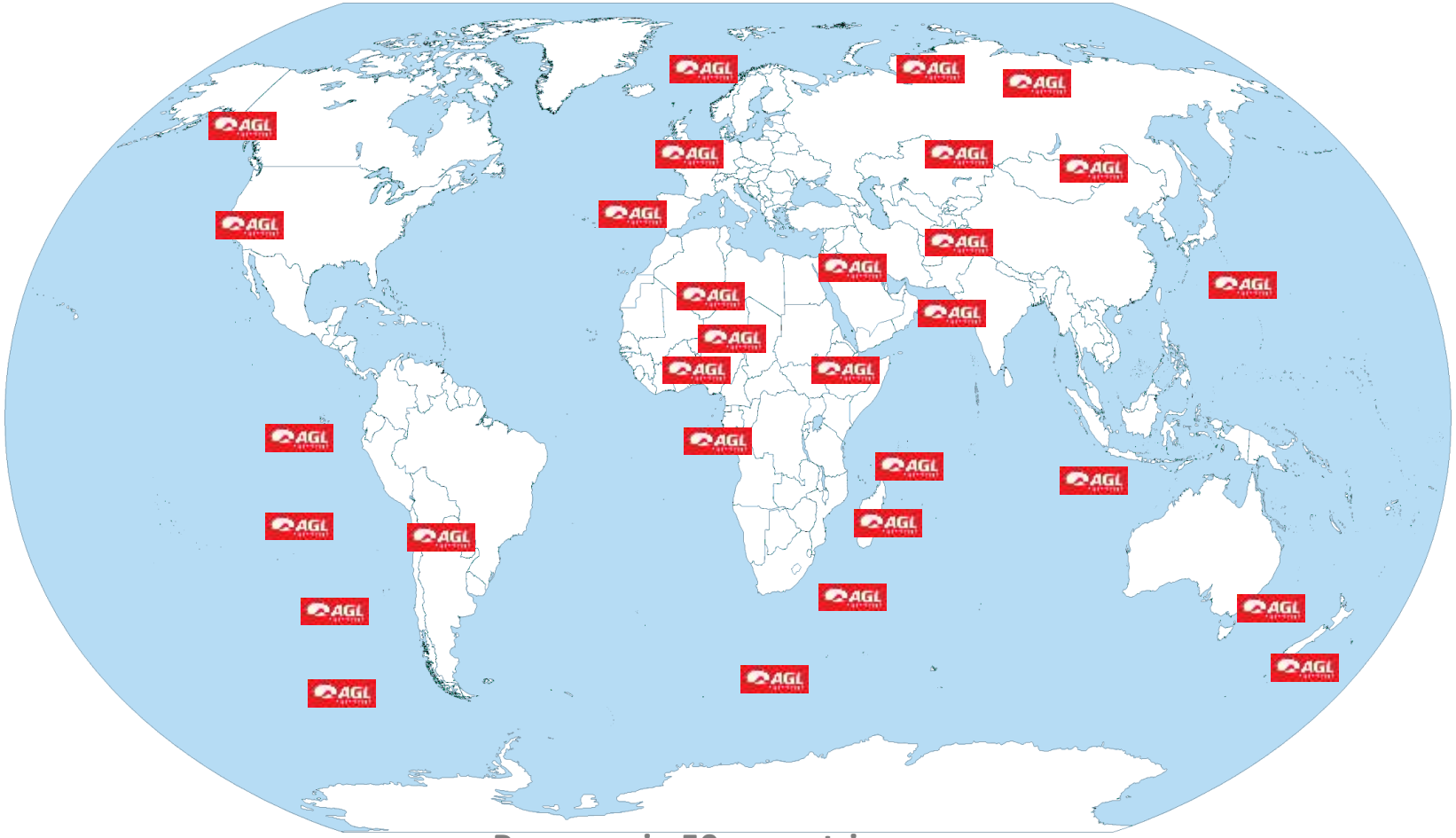
Geographical Revenue Breakup



In FY16, there were 915 direct dealers, and 55 were added in 9MFY17.

Currently we have 970 direct dealers

Global Footprint



Presence in 50+ countries

NORTH AMERICA | EUROPE | AFRICA | UAE | AUSTRALIA | EAST ASIA | MIDDLE EAST ASIA

Management

Capacity

Products

Clientele / Promotion

Innovation

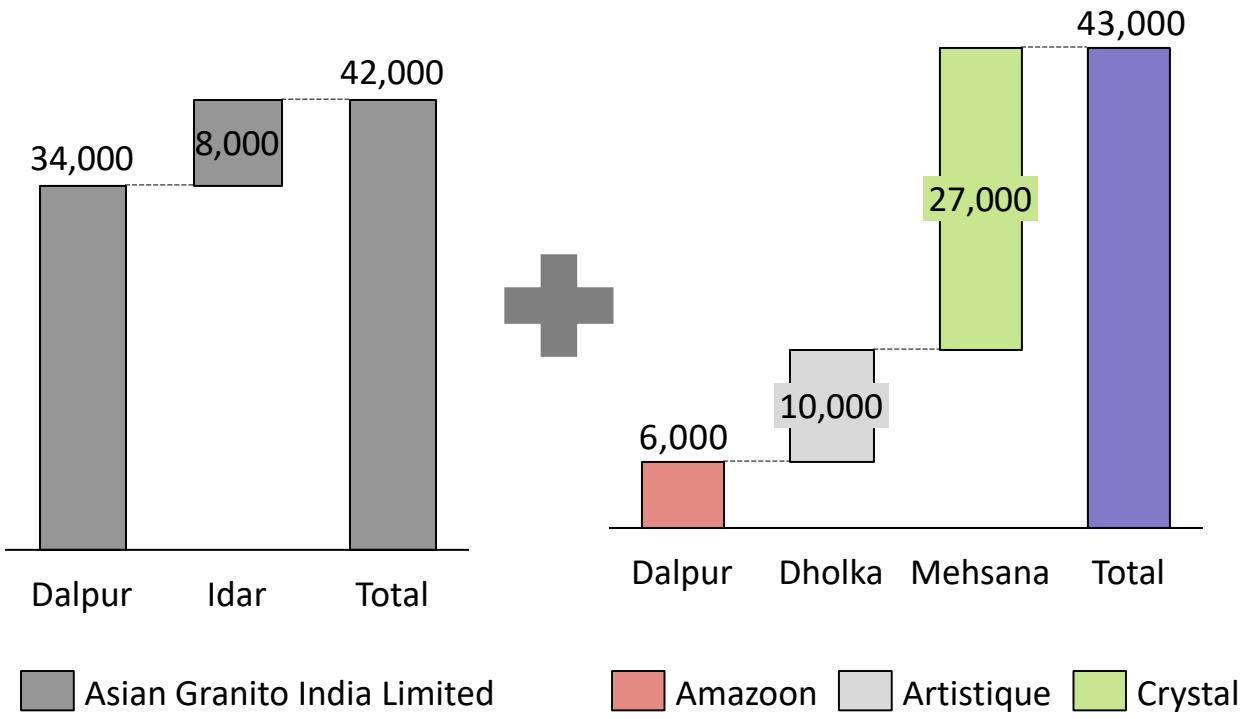
Distribution Network

Manufacturing Efficiencies

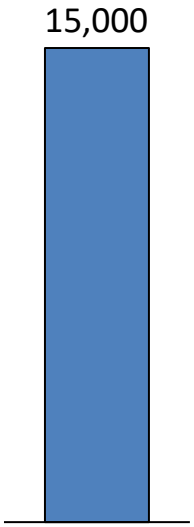
- 13 digital colour machines to ensure innovation and efficient manufacturing
- Cost Savings - Easy gas availability for nearby plant including natural gas

Capacity Built up

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



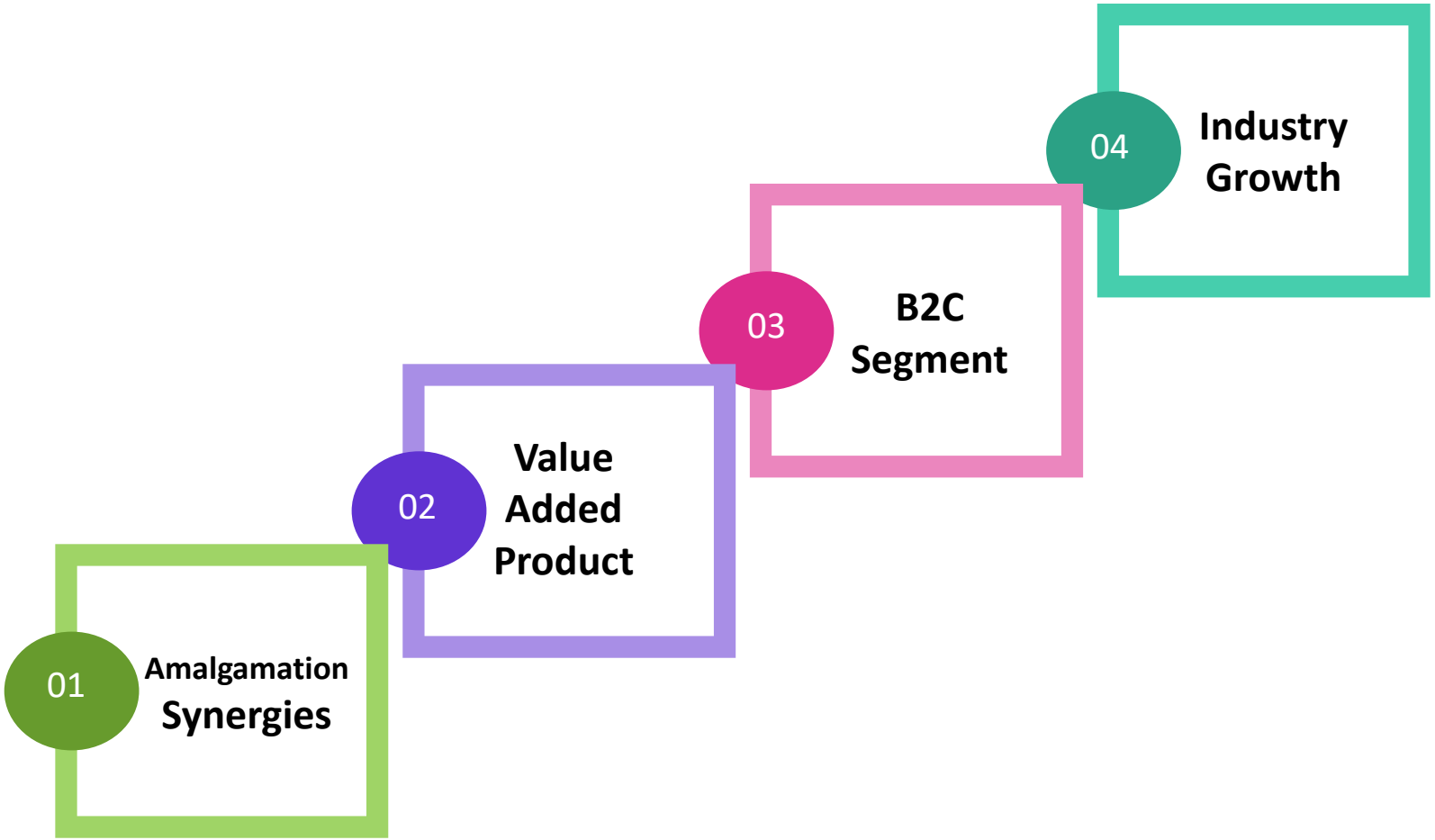
Outsourcing through Morbi



AFFIL – 8,000
Others – 7,000

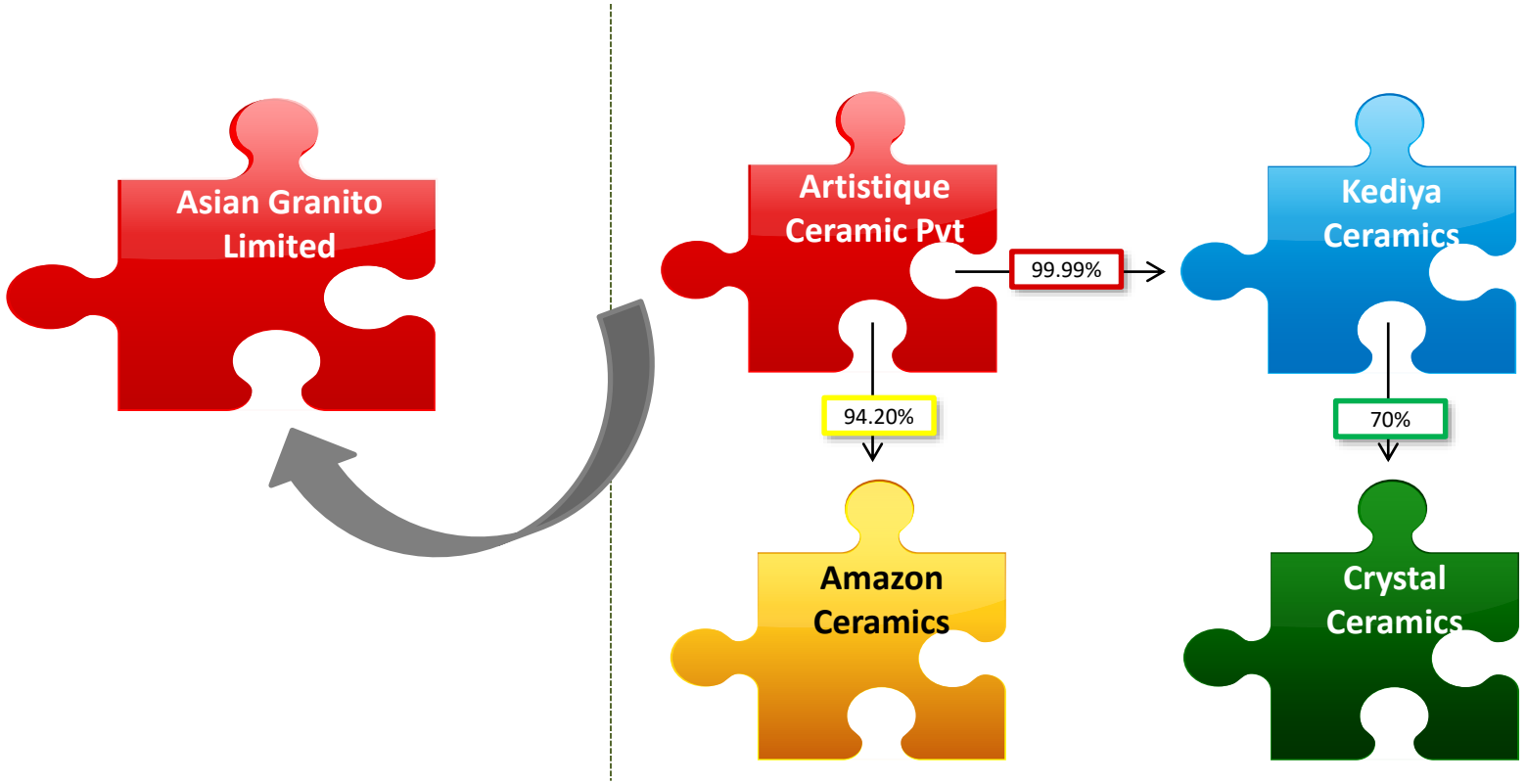
Combined Capacity of 100,000 Sq. Mtrs per day (Incl. Outsource)

Growth Drivers



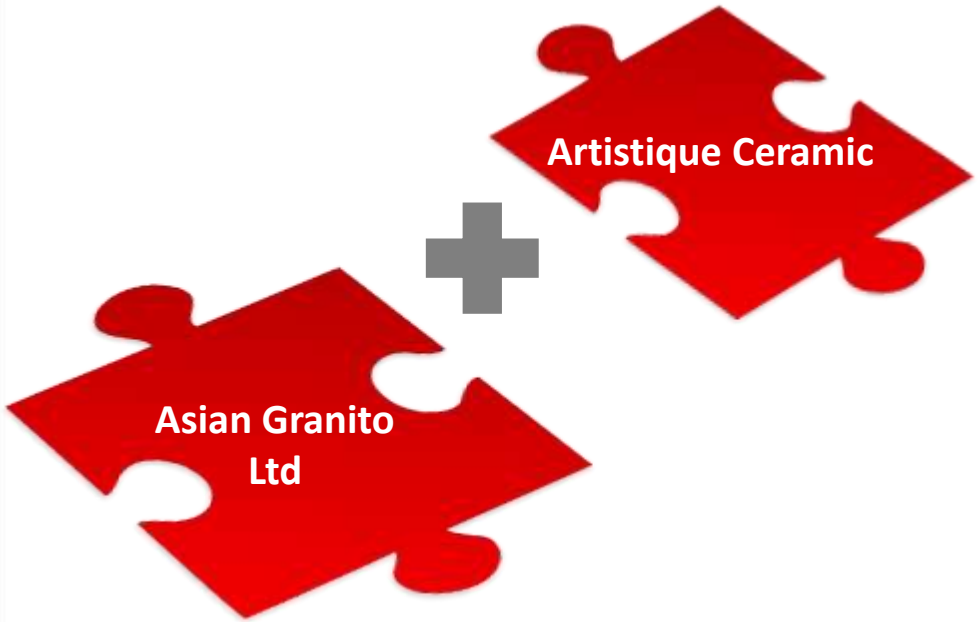
Scheme of Amalgamation

Scheme of Amalgamation of Artistique Ceramics Private Limited into Asian Granito India Ltd



Consideration : 157 equity shares of face value of Rs.10/- at par each fully paid-up of Asian Granito Ltd for every 100 equity shares of face value of Rs.10/- each fully paid-up held in Artistique Ceramics

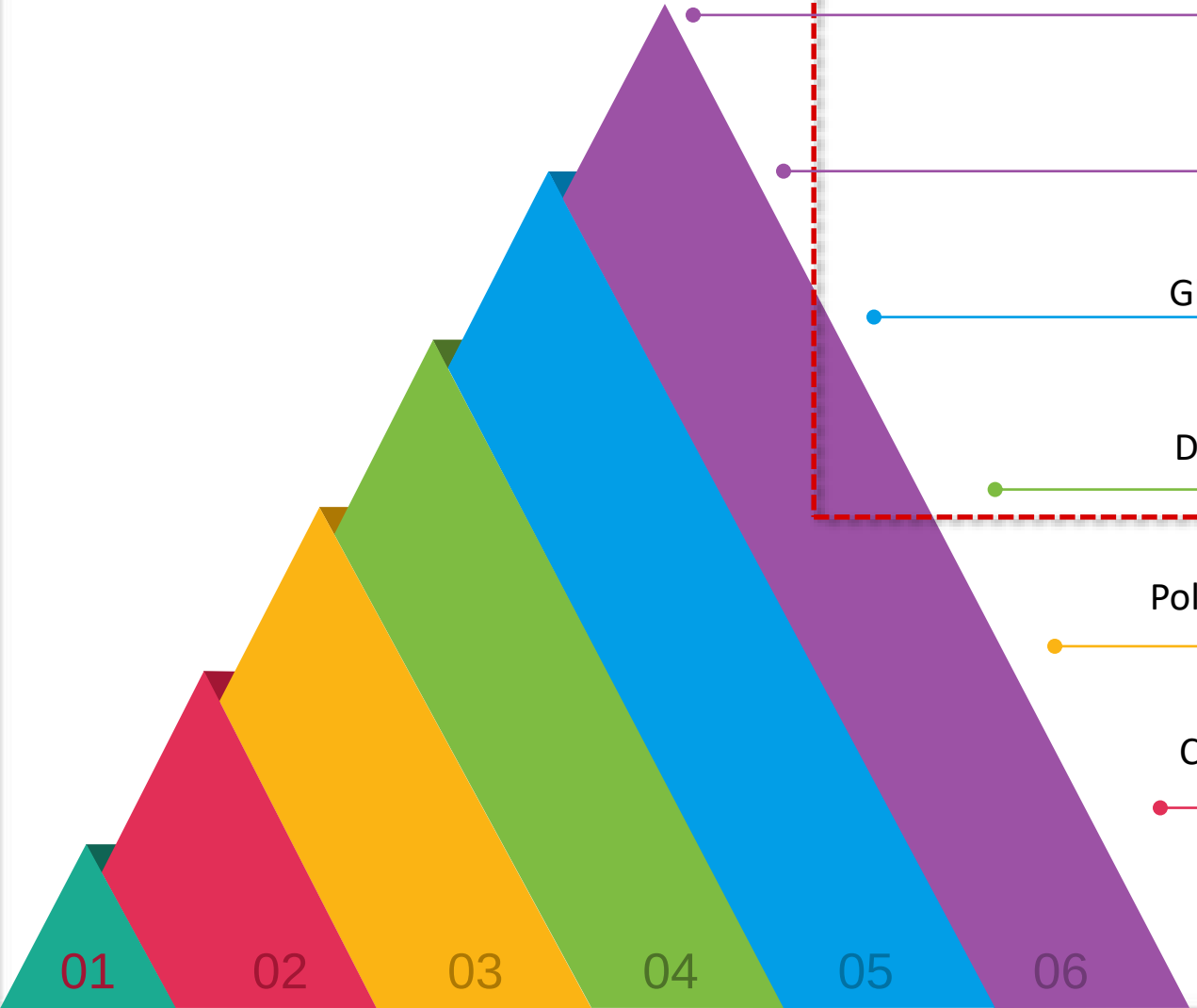
Amalgamation - Synergies



Artistique Ceramic

- ✓ Manufacturing Plant at Dalpur, Dholka & Mehsana with a Annual Capacity of ~14 mn sq. mtrs
- ✓ Additional Land & Common Infrastructure to expand further
- ✓ Artisique Ceramics has Contract with RAS GAS for a supply of Natural Gas Quality at a rate 30% below current market rate

Focus on High Value Product Mix



06
Quartz

05
Composite Marble

04
Glazed Vitrified Tiles

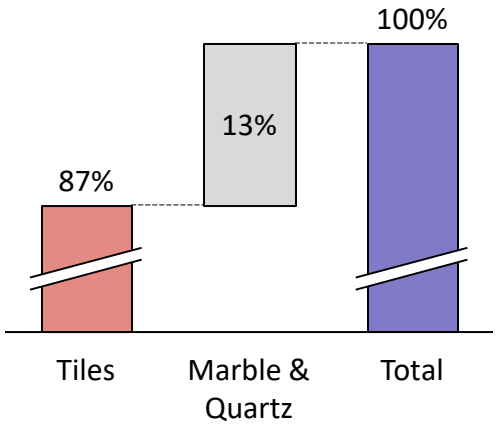
03
Double Charge Tiles

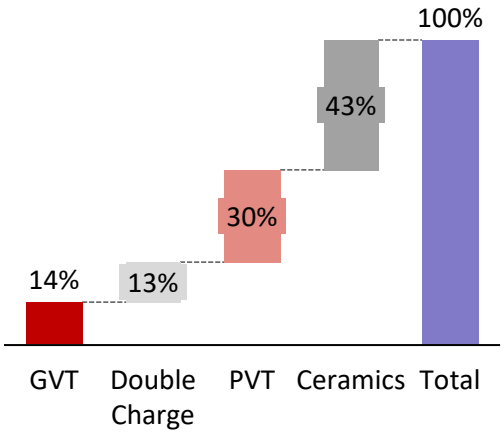
02
Polished Vitrified Tiles

01
Ceramic Tiles (Wall & Floor)

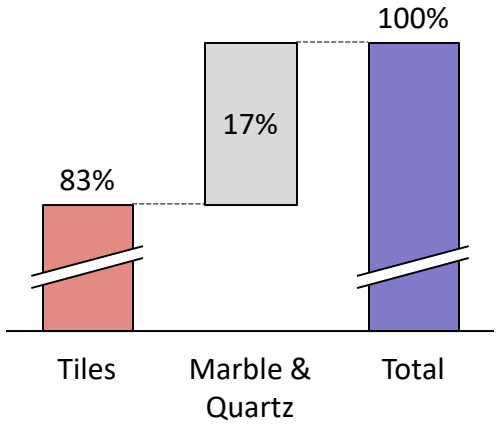
Focus on High Value Product Mix

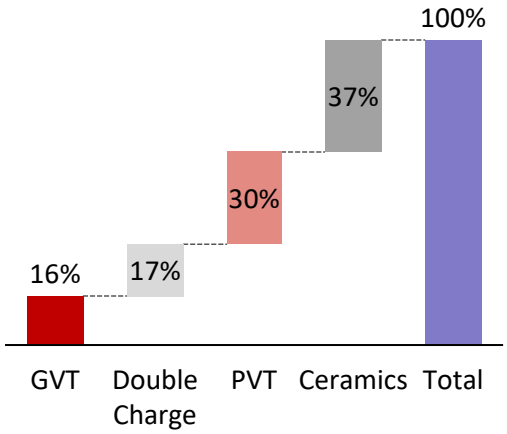
FY2015*



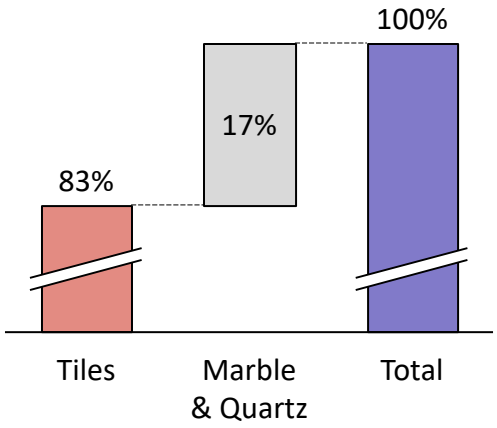


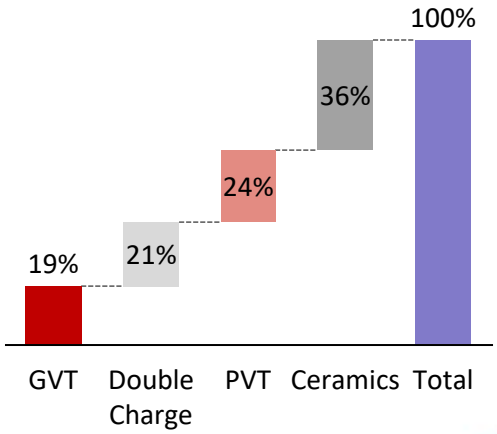
9M FY2016**





9M FY2017**





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

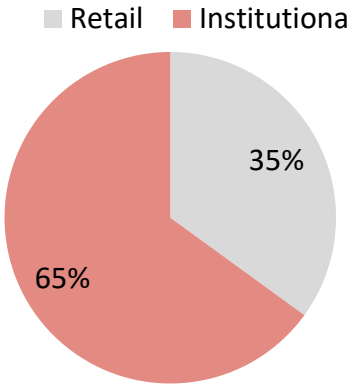
Future Strategies- Focus on B2C Segment

Mapping market for towns with population > 20,000

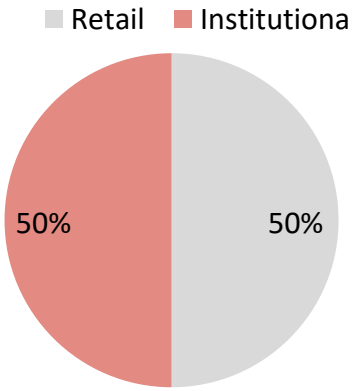
Initiatives to increase Direct Interaction with Customers

- ✓ 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 ₹ 15,000 crore to ₹ 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.

Standalone Profit & Loss

Particulars (Rs. Crs)	Q3 FY17	Q3 FY16	Y-o-Y	9M FY17	9M FY16	Y-o-Y	FY16
Net Sales	220.12	216.02		655.04	644.52		870.73
Other Operating Income	0.16	0.29		2.15	1.23		2.25
Revenue from Operations	**220.28**	**216.31**	**1.83%**	**657.19**	**645.75**	**1.77%**	**872.97**
Cost of Material Consumed	46.83	64.47		133.31	169.57		211.70
Purchase of Stock-in-Trade	101.75	75.38		285.30	256.91		353.61
Change in Inventories	-12.99	2.49		-8.51	-8.82		0.78
Employee Expenses	13.90	13.04		39.58	37.66		50.60
Power & Fuel	19.54	23.54		67.03	77.70		102.13
Other Expenses	29.37	19.35		83.16	62.87		84.12
EBITDA	**21.88**	**18.03**	**21.31%**	**57.31**	**49.86**	**14.93%**	**70.04**
EBITDA Margin (%)	**9.93%**	**8.34%**		**8.72%**	**7.72%**		**8.02%**
Other Income	0.11	0.26		0.23	0.83		1.02
Depreciation	5.76	5.75		16.46	16.21		21.22
EBIT	**16.22**	**12.54**	**29.34%**	**41.07**	**34.49**	**19.10%**	**49.84**
EBIT Margin (%)	**7.37%**	**5.80%**		**6.25%**	**5.34%**		**5.71%**
Finance Cost	6.26	5.97		16.71	17.19		23.75
Profit before Tax	**9.97**	**6.58**	**51.48%**	**24.37**	**17.30**	**40.83%**	**26.09**
Tax	3.49	2.02		6.84	4.80		7.15
Profit After Tax	**6.48**	**4.56**	**42.10%**	**17.53**	**12.51**	**40.14%**	**18.93**
PAT Margin (%)	**2.94%**	**2.11%**		**2.67%**	**1.94%**		**2.17%**
EPS	2.15	2.02		5.83	5.54		6.71

Consolidated Profit & Loss

Particulars (Rs. Crs)	Q3 FY17	Q3 FY16	Y-o-Y	9M FY17	9M FY16	Y-o-Y	FY16
Net Sales	**245.67**	**235.58**		**721.32**	**682.56**		**990.98**
Other Operating Income	0.86	0.90		3.47	2.51		2.92
Revenue from Operations	**246.53**	**236.48**	**4.25%**	**724.79**	**685.07**	**5.80%**	**993.90**
Cost of Material Consumed	60.59	76.20		186.48	191.45		237.11
Purchase of Stock-in-Trade	78.57	67.53		223.76	236.17		386.74
Change in Inventories	-15.92	0.98		-27.39	-13.59		-8.61
Employee Expenses	16.23	14.43		47.58	42.04		58.86
Power & Fuel	33.48	29.00		98.17	93.48		127.91
Other Expenses	40.06	21.57		106.57	72.77		101.05
EBITDA	**33.54**	**26.77**	**25.29%**	**89.64**	**62.75**	**42.84%**	**90.83**
EBITDA Margin (%)	**13.60%**	**11.32%**		**12.37%**	**9.16%**		**9.14%**
Other Income	0.37	0.09		0.66	0.88		1.37
Depreciation	7.60	6.94		25.46	18.76		27.55
EBIT	**26.30**	**19.92**	**32.03%**	**64.84**	**44.87**	**44.52%**	**64.65**
EBIT Margin (%)	**10.67%**	**8.42%**		**8.95%**	**6.55%**		**6.50%**
Finance Cost	11.66	8.49		29.90	21.25		29.11
Exceptional Items	0.00	0.00		0.00	0.00		0.52
Profit before Tax	14.64	11.43	28.05%	34.95	23.61	47.99%	35.01
Tax	4.43	4.11		9.04	7.06		11.27
Profit After Tax	**10.21**	**7.32**	**39.53%**	**25.91**	**16.56**	**56.47%**	**23.74**
PAT Margin (%)	**4.14%**	**3.09%**		**3.57%**	**2.42%**		**2.39%**
Share of profit of associates	0.10	0.34		1.67	0.77		2.18
Minority Interest	-0.97	-0.65		-2.33	-1.22		-1.66
Profit After MI and Share of Profit of Associates	**9.34**	**7.00**	**33.32%**	**25.25**	**16.11**	**56.68%**	**24.26**
PAT Margin (%)	**3.79%**	**2.96%**		**3.48%**	**2.35%**		**2.44%**
EPS	3.10	3.10		8.39	7.13		8.60

Standalone Balance Sheet

Particulars (Rs.crs)	Sep-16	Mar-16
Share Capital	30	23
Total Reserves	312	301
Share Suspense	0	8
Shareholder's Funds	**342**	**331**
Long-Term Borrowings	18	20
Deferred Tax liabilities	22	22
Other Long term liabilities	10	10
Total Non-Current Liabilities	**50**	**52**
Short Term Borrowings	171	148
Trade Payables	125	150
Other Current Liabilities	18	18
Short Term Provisions	8	5
Total Current Liabilities	**321**	**321**
Total Liabilities	**714**	**704**

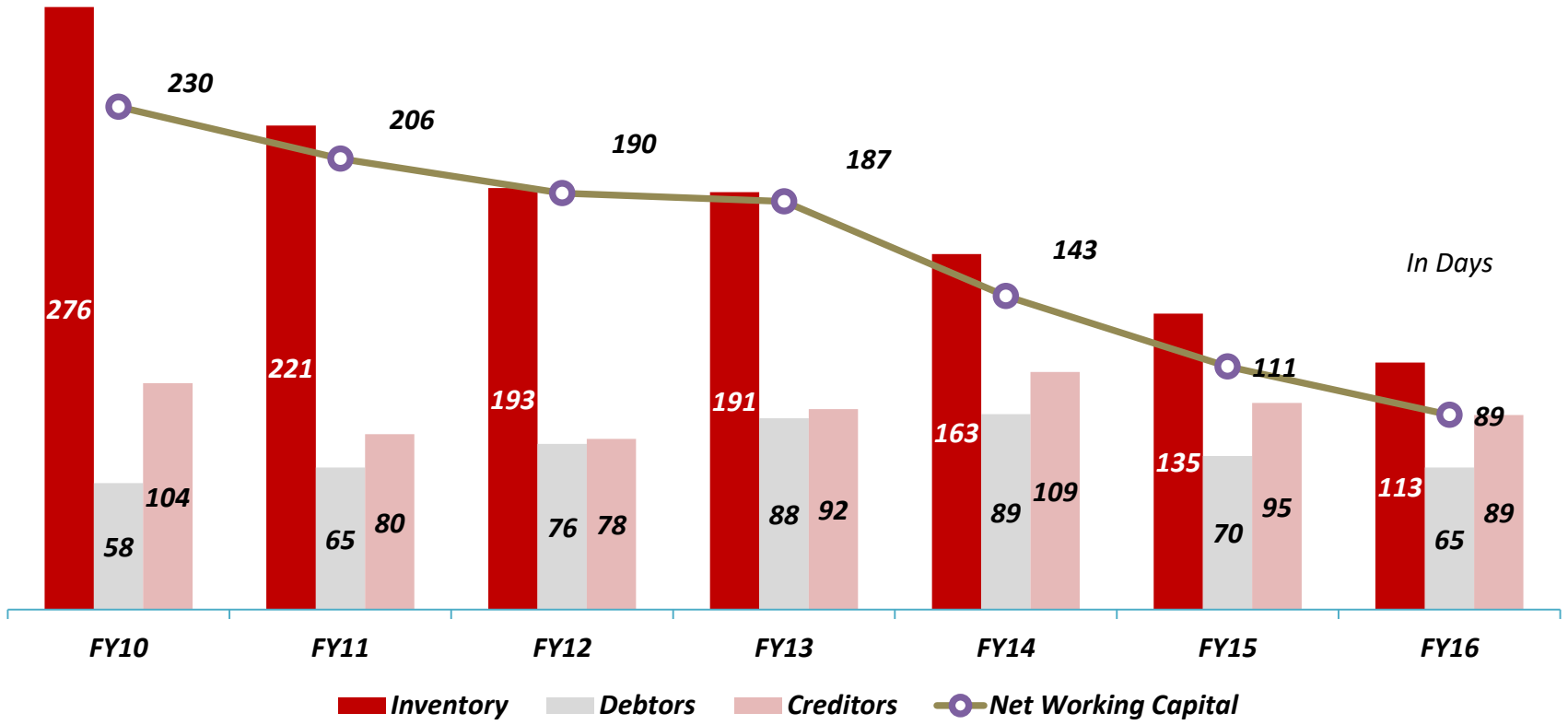
Particulars (Rs.crs)	Sep-16	Mar-16
Fixed Assets	**218**	**225**
Non Current Investments	35	35
Long term loans and advances	33	36
Other non-current assets	**3**	**4**
Total Non-Current Assets	**289**	**300**
Inventories	186	190
Trade receivables	204	177
Cash and cash equivalents	16	13
Short-term loans and advances	17	22
Other current assets	**2**	**2**
Total Current Assets	**425**	**404**
Total Assets	**714**	**704**

Consolidated Balance Sheet

Particulars (Rs.crs)	Sep-16	Mar-16
Share Capital	30	23
Total Reserves	350	333
Share Suspense	0	8
Shareholder's Funds	**380**	**363**
Minority Interest	20	19
Long-Term Borrowings	133	118
Deferred Tax liabilities	31	30
Other Long term liabilities	28	27
Long-Term Provisions	0	0
Total Non-Current Liabilities	**192**	**176**
Short Term Borrowings	226	199
Trade Payables	129	156
Other Current Liabilities	32	31
Short Term Provisions	11	6
Total Current Liabilities	**398**	**392**
Total Liabilities	**989**	**950**

Particulars (Rs.crs)	Sep-16	Mar-16
Fixed Assets	398	398
Non Current Investments	18	13
Long term loans and advances	12	24
Other non-current assets	22	26
Total Non-Current Assets	**451**	**461**
Inventories	259	245
Trade receivables	232	197
Cash and cash equivalents	21	17
Short-term loans and advances	25	28
Other current assets	2	2
Total Current Assets	**539**	**489**
Total Assets	**989**	**950**

Efficient Working Capital Management



Standalone Figures

FY16 Standalone Results of Asian Granito Ltd include results of Artistique Ceramics Private Ltd

Awards & Accolades





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



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