Asian Granito India Ltd.
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CIN : L17110GJ1995PLC027025

AGL TILES WORLD
Asian Granito India Ltd.
Beautiful Life

Date: 30.05.2016

To,
Corporate Relations Department,
Bombay Stock Exchange Limited,
2nd Floor, P.J Towers,
Dalal Street,
Mumbai-400 001

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 Analyst / Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.

This is to inform you that the Company will be attending the following conferences of institutional investors.

Date	Organised by	Place
June 01, 2016	B & K Securities	Mumbai

This is to further inform that the copy of the latest Investor Presentation as has been uploaded on the website of the Company www.aglasiangranito.com and is enclosed herewith for your information as also 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.

Thanking you,
Yours faithfully,

For Asian Granito India Limited

Renuka

Renuka A. Upadhyay
DGM & Company Secretary
Secretarial and Legal

BUILDING EXCELLENCE Since 2000

THE ECONOMIC TIMES Pb PROMISING BRANDS 2015

Asian Granito India Ltd

Investor Presentation – May 2016

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.

AGL TILES WORLD
Asian Granito India Ltd.
Beautiful Life

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History

AGL TILES WORLD
Asian Granito India Ltd.
Beautiful Life

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

- ✓ Establised 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 producyion of marble slabs
- ✓ Establised new digital printing technology for Cearmic 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 **4**
Ceramic Companies of the Nation

8 State of Art Manufacturing Facilities spread across Gujarat

Exporting Products across
50 Countries

Rank amongst Top **4**

90 + Showrooms

8 Plants

4000+ Dealers / Sub-Dealers

50 Countries

Over **40X** Capacity Growth

Over **90** Showrooms
with over **80**
Exclusive Showrooms across India

Over **4000**
Dealers
&
Sub-Dealers

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

Pioneer in the Industry

AGL TILES WORLD
Asian Granito India Ltd.
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To introduce
LARGE FORMAT
Wall & Vitrified Tiles

To introduce
GRESTEK XXL
Large Format Tiles

1st

To introduce
WORLD'S WHITEST
(CARARRA WHITE) Double Charge 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
Wolrd Pioneer Technology first in India

AGL TILES WORLD
Asian Granito India Ltd.
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Management

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

Capacity

Products

Clientele / Promotion

Innovation

Distribution Network

Manufacturing Effeciencies

Key Management Team

Mr. Kamlesh Patel – Chairman & Managing Director

- With 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

Chief Financial Officer	Kalidas Patel
G. M – Finance & Commercial	CA Himanshu Shah
DGM (Legal) & Company Secretary	CS Renuka Upadhyav
Sr. V. P - Marble & Quartz	B. M. Singhal
Associate V. P – GVT	Rahul Sharma
Sr. G. M – International Marketing	Rajesh Iyer
V. P – Operation (Tiles Division)	B. G. Pattanshetty

Management

Capacity

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

Products

Clientele / Promotion

Innovation

Distribution Network

Manufacturing Effeciencies

8 Ultra Modern Manufacturing Units

Manufacturing Facilities

AGL TILES WORLD
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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

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- First to establish Online Vitrified Technology

- First in India to have Digital 8 Colour Printing Technology

- A Pioneer with Best Water Jet Technology

13 Digital
8 Colour Printing
Machines

- 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

Management

Capacity

Products

Clientele / Promotion

Innovation

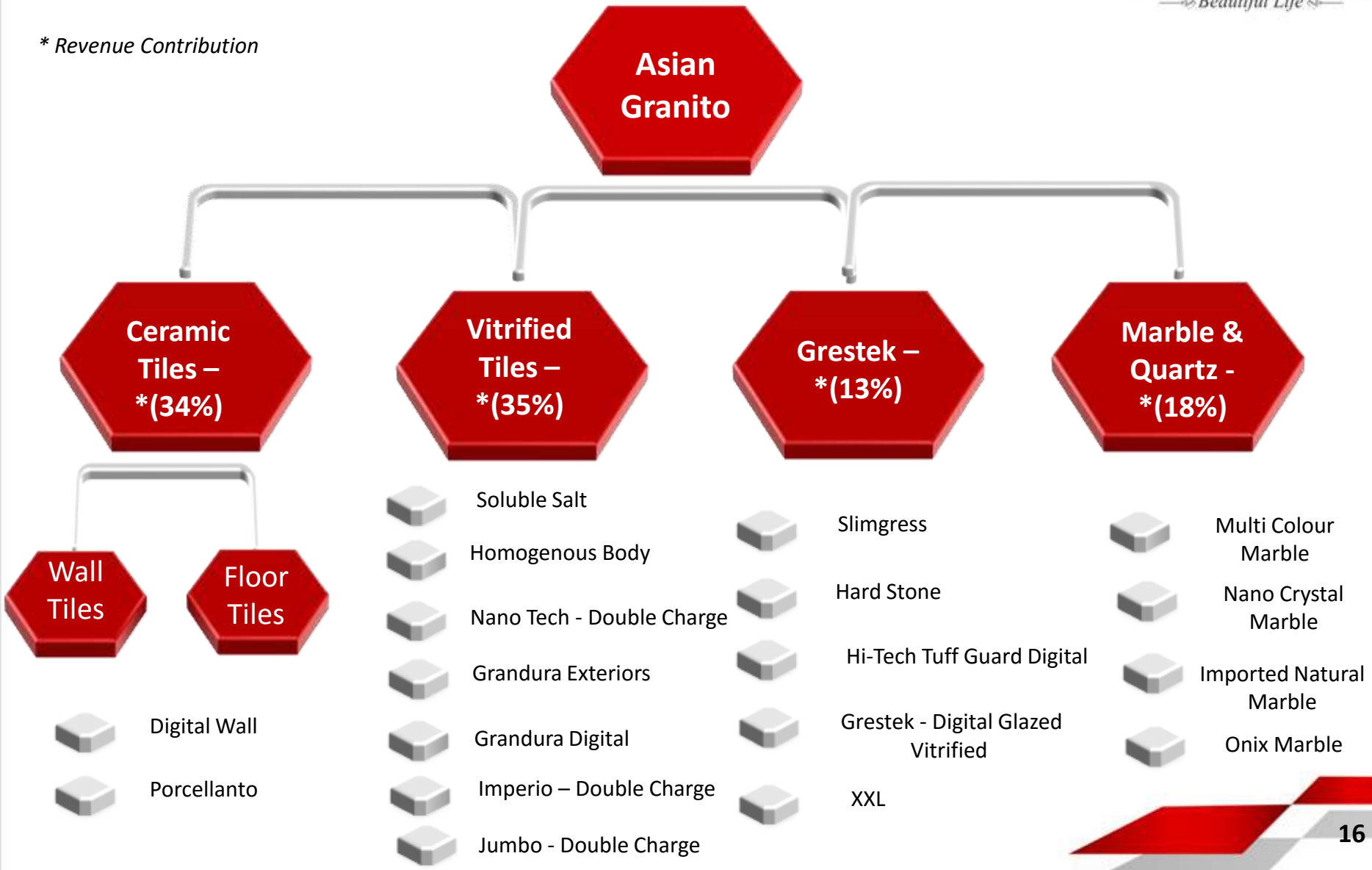
Distribution Network

Manufacturing Effeciencies

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

Product Portfolio

** Revenue Contribution*



Ceramic Tiles – Wall & Floor Tiles

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Digital Wall

PORCELLANTO Digital

Vitrified Tiles

Soluble Salt

Homogenous Body

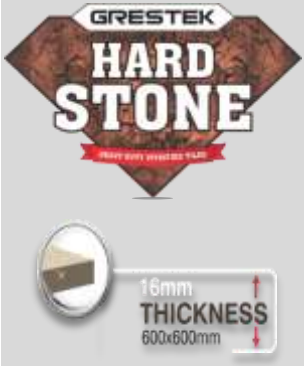
Nano Tech - Double Charge

Grandura Exteriors

Grandura Digital

GRESTEK – Premium Glazed Vitrified Tiles

GRESTEK
SLIMGRES
ULTRA THIN GLAZED VITRIFIED TILES



GRESTEK
Digital Glazed Vitrified Tiles

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 Effeciencies

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

Marquee Institutional Clientele

AGL TILES WORLD
Asian Granito India Ltd.
Beautiful Life

SOBHA

ansal API
Building lifestyles since 1967

CENTRAL UNIVERSITY OF RAJASTHAN
राजस्थान केन्द्रीय विश्वविद्यालय
2009
तेजस्विनावधीतमस्तु

DLF
BUILDING INDIA

BMW

adani

ITC HOTELS
RESPONSIBLE LUXURY

LODHA

BRIGADE
GROUP

UNITECH
PROPERTIES

godrej
GODREJ INDUSTRIES

unitech

Rajasthan Agricultural Research Institute
कृषि अनुसंधान संस्थान
दुर्गापुरा, जयपुर
Durgapura, Jaipur
कृषिराधिता राष्ट्रस्योन्नति

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

Advertising in FIFA WORLD CUP

Major Marketing Activities

▪Mega Brand Recognition 2016

- *Active online presence in Social Media : **Facebook, Tweeter, Pinterest***
  - *Regional Radio Activation in **Navratri***
- *Extensive Regional Road shows in Gujarat, Maharashtra, Punjab, HP, Delhi, Haryana, UP, Kerala*
  - *Product Registered under GRIHA and ADARSH society*

- *Showcase Ad Commercials in **606 Screens across** India in Major Cinemas during **8 Mega Blockbusters** in **5 Languages***

▪BIG5 Exhibition DUBAI

▪ACE TECH

- ***Advertisement in Top In flight Magazines***
  - ***Powered By** Sponsor in Realty Plus Conclave 5 Major Cities*
- *Back To Back Product Launch of Hi-Tech Tuffguard*

Management

Capacity

Products

Clientele / Promotion

Innovation

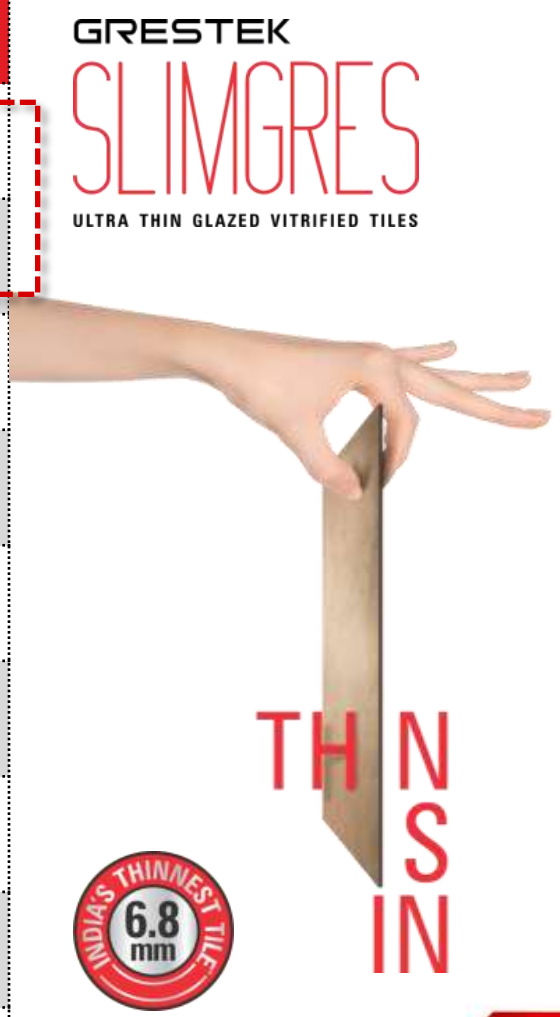
Distribution Network

Manufacturing Effeciencies

- **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
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
Gresek SLIMGRES	600 x 1200



Management

Capacity

Products

Clientele / Promotion

Innovation

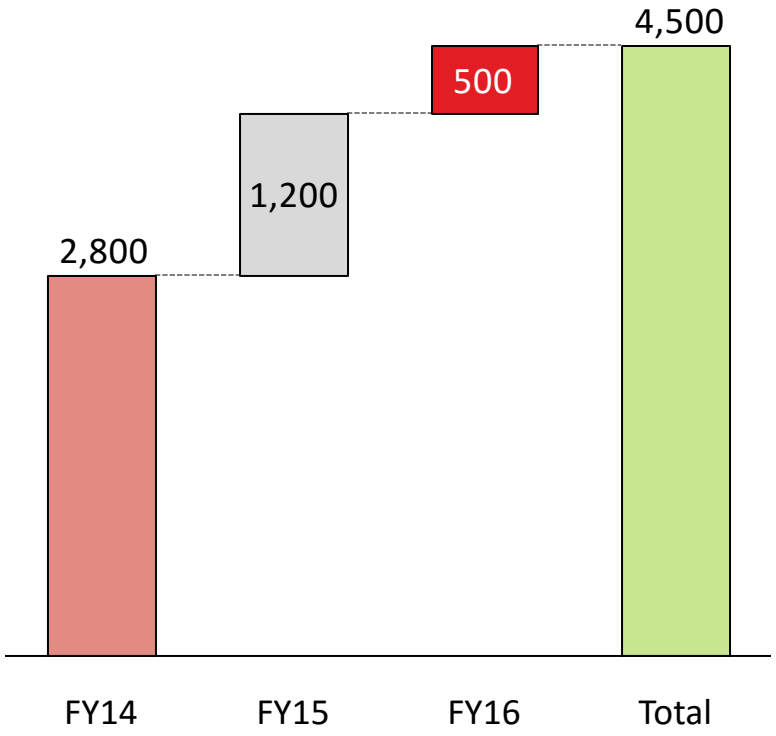
Distribution Network

Manufacturing Effeciencies

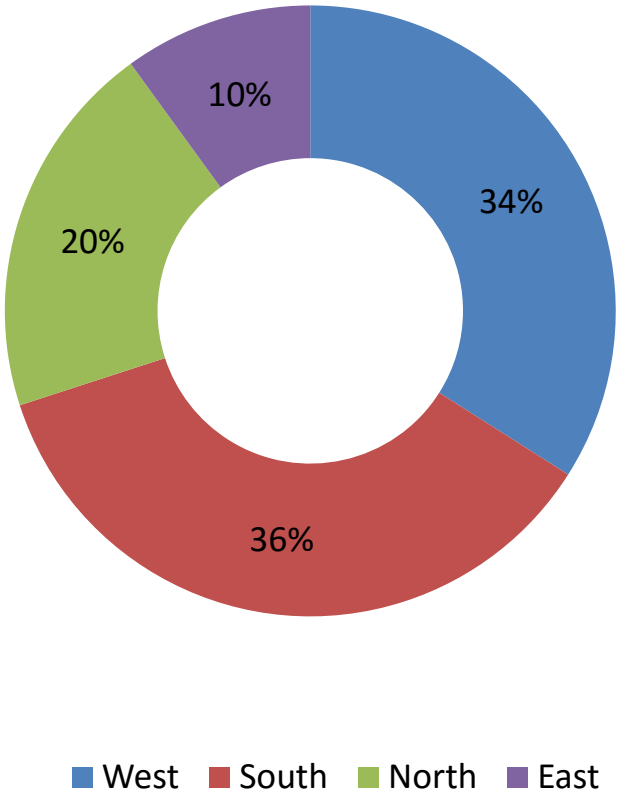
- **All India Market Reach; Distribution Reach Direct Dealers / Sub-dealers: +4000**
- **Unique – 80+ AGL Tile World "Exclusive across India"**

Strengthening Distribution Network

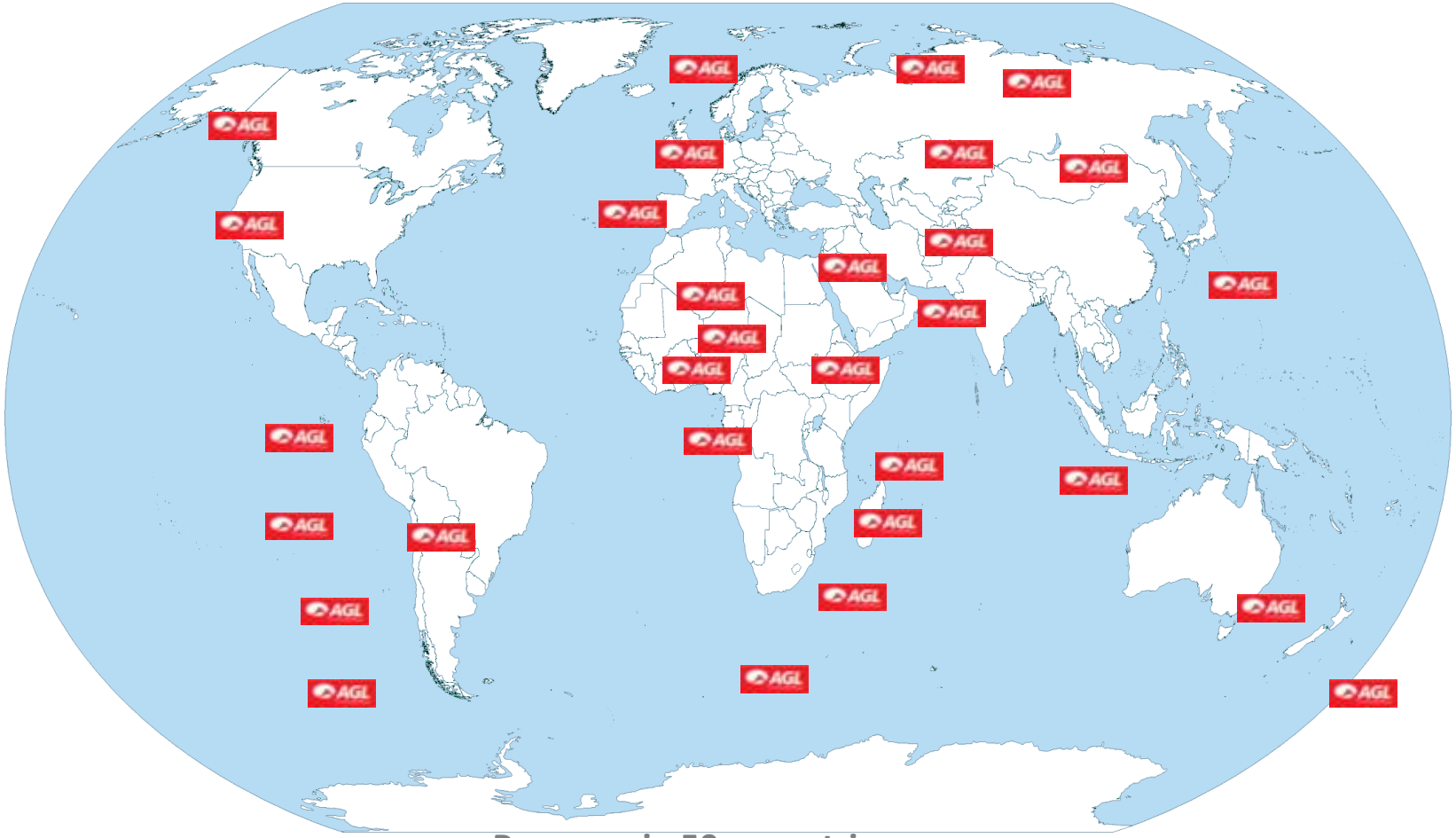
Addition in Dealers & Sub-Dealers



Geographical Revenue Breakup



Global Footprint



Presence in 50+ countries

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

Management

Capacity

Products

Clientele / Promotion

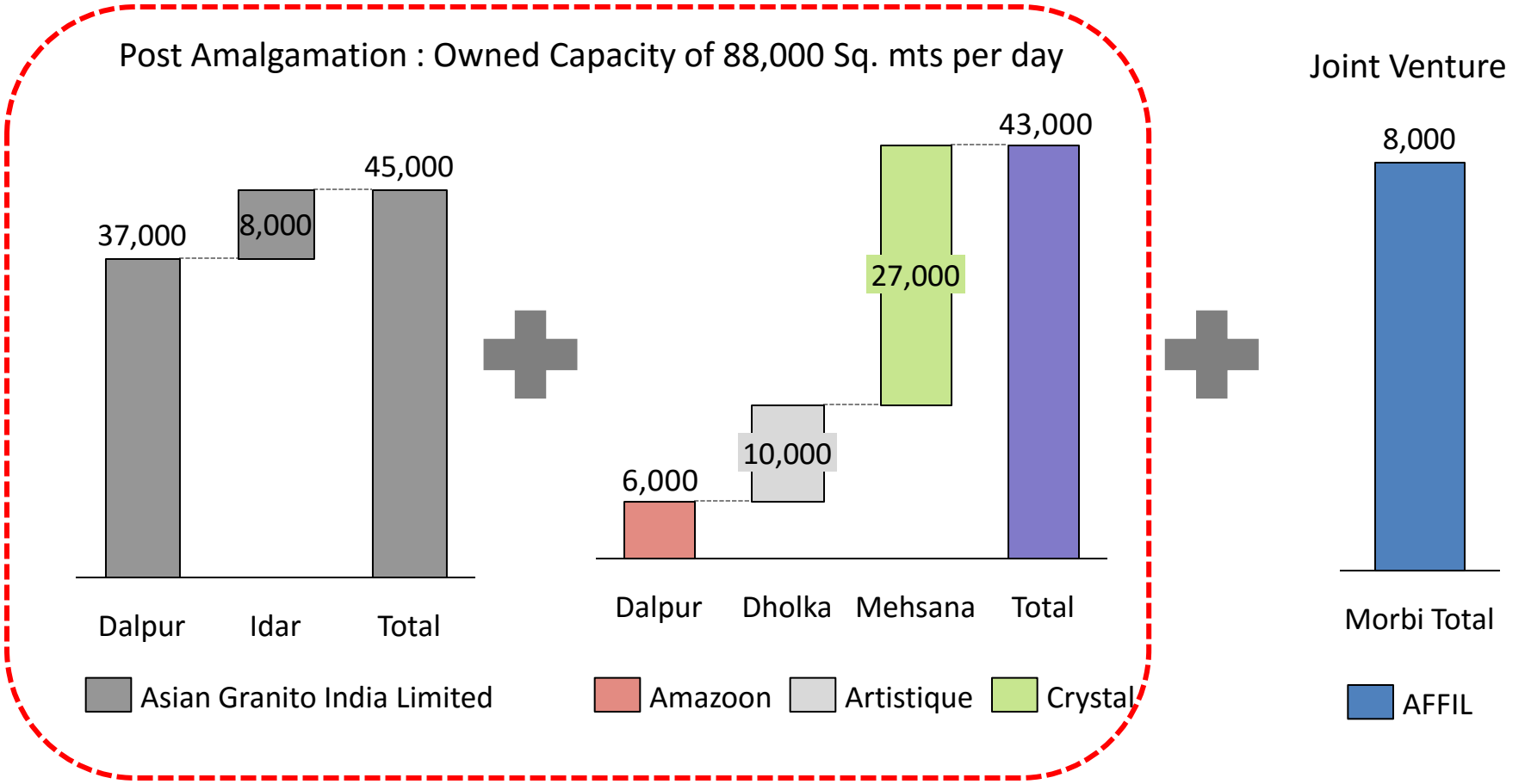
Innovation

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



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

Growth Drivers

01 Amalgamation Synergies

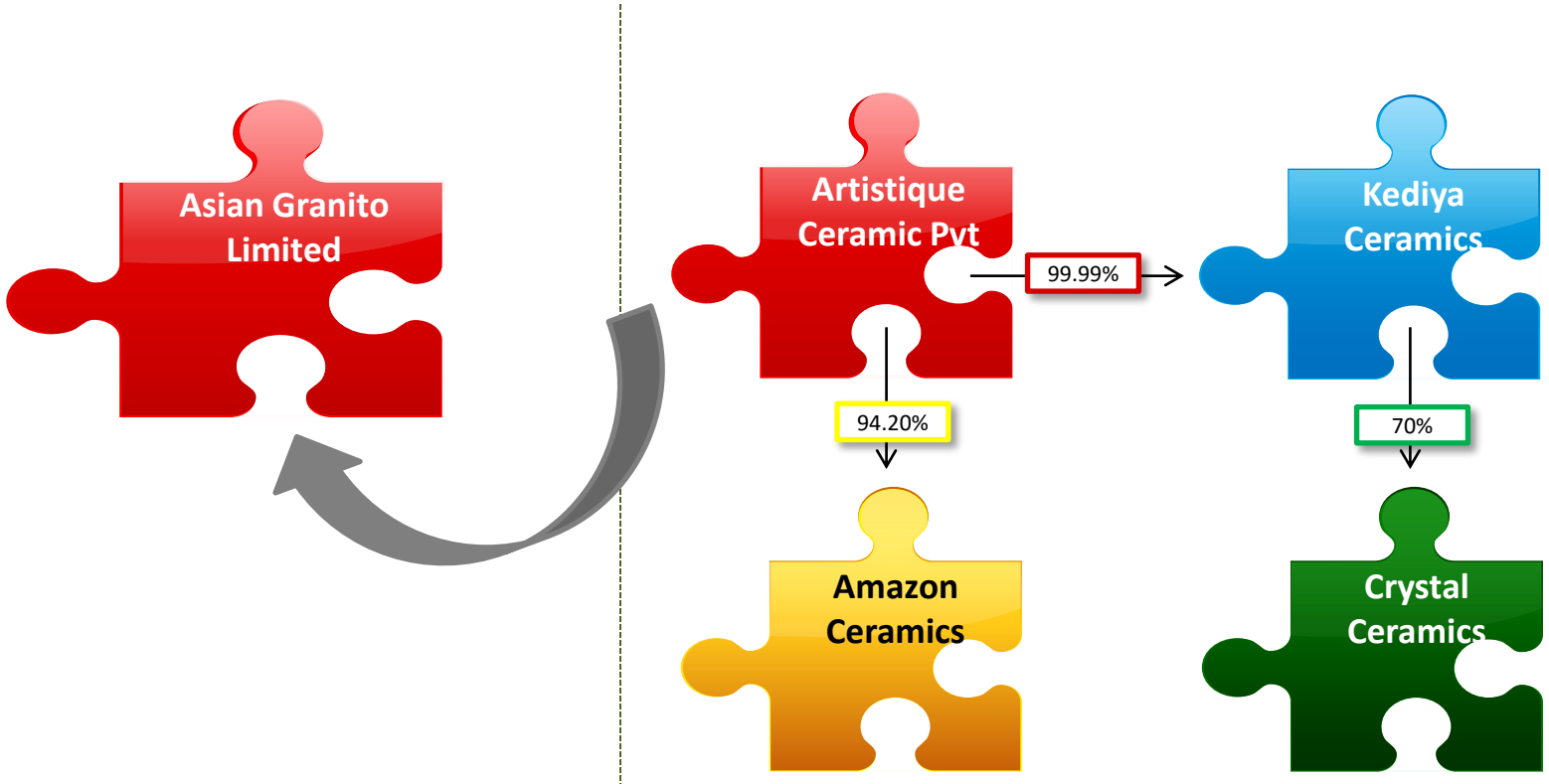
02 Value Added Product

03 B2C Segment

04 Industry Growth

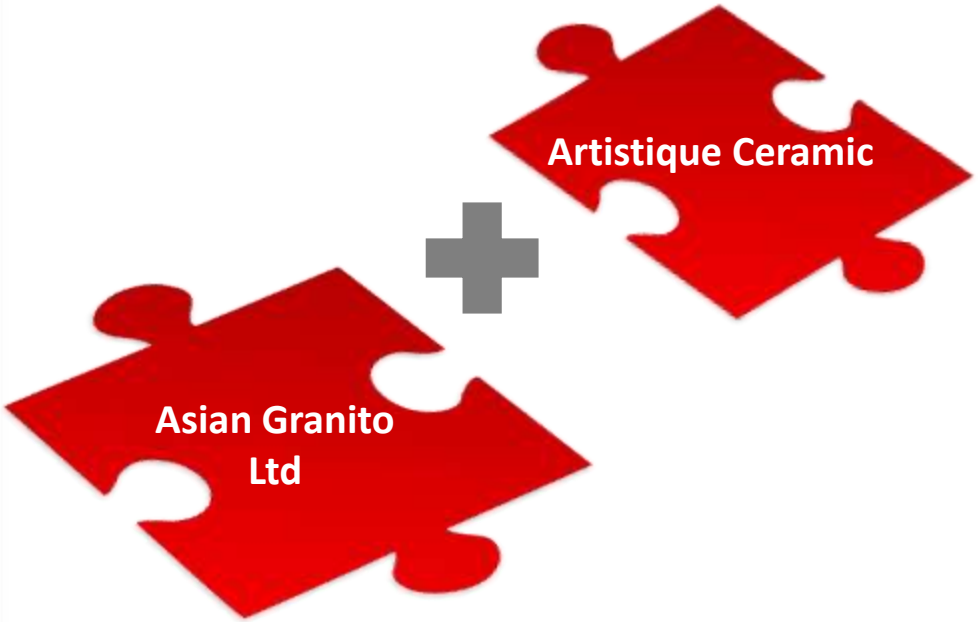
Scheme of Amalgamation

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

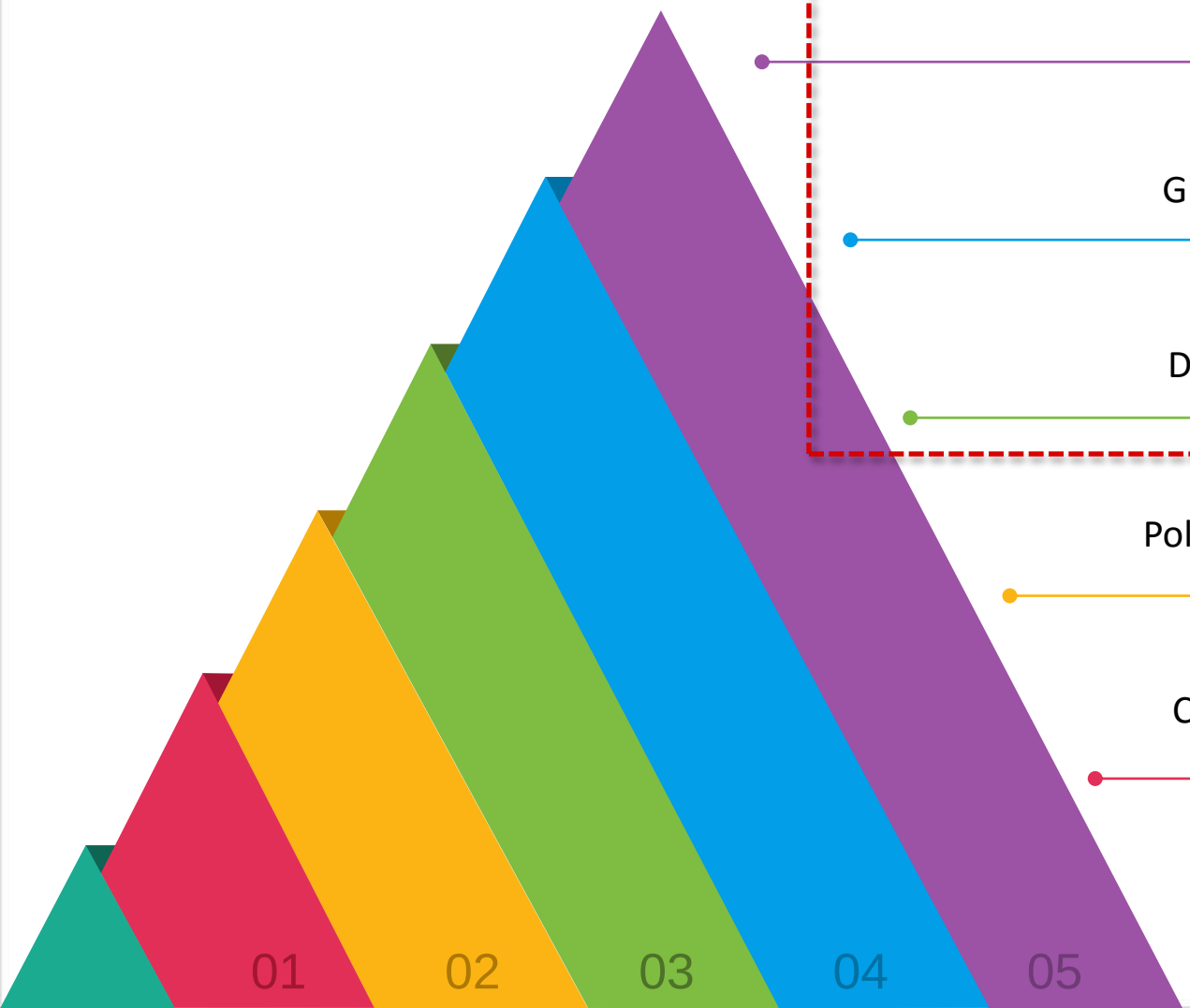
Amalgamation - Synergies



Artistique Ceramic

- ✓ Manufacturing Plant at Dalpur, Dholka & Mehsana with a Annual Capacity of ~10mn 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



05 Marble & Quartz

04 Glazed Vitrified Tiles

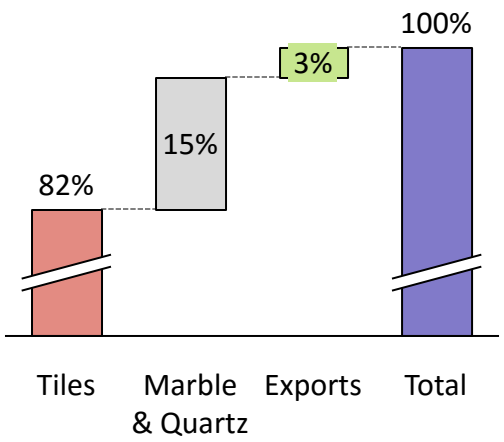
03 Double Charge Tiles

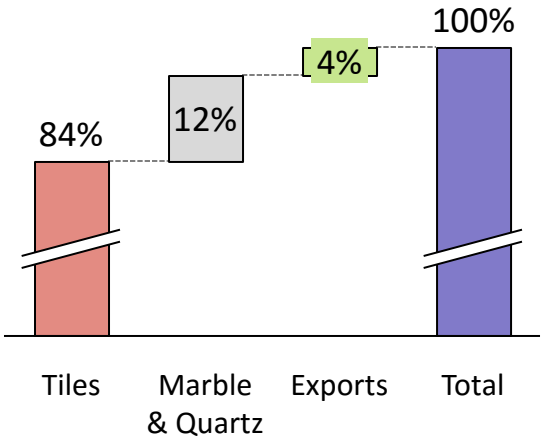
02 Polished Vitrified Tiles

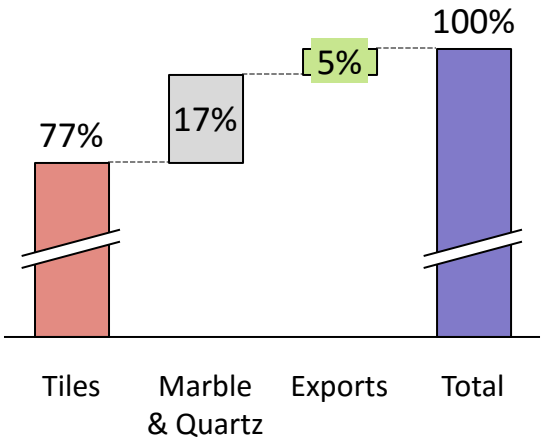
01 Ceramic Tiles (Wall & Floor)

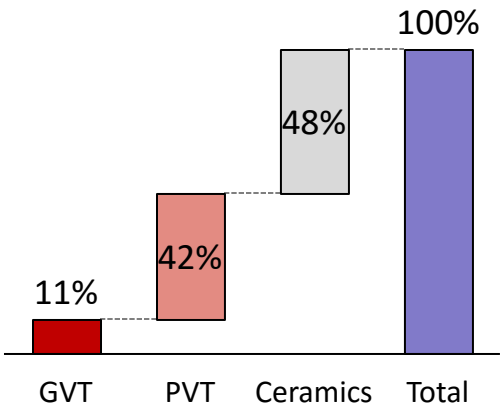
Focus on High Value Product Mix

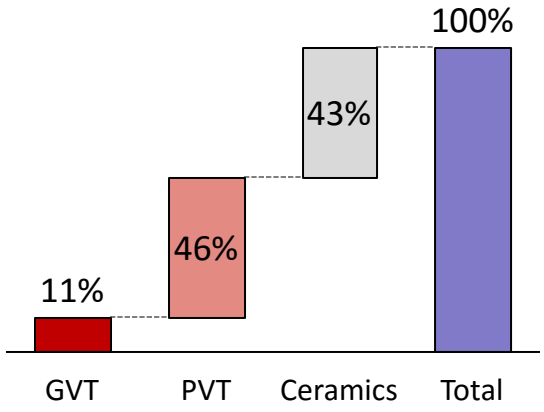
FY2014	FY2015	FY2016

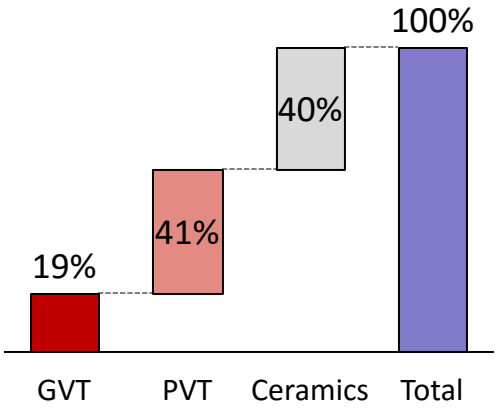












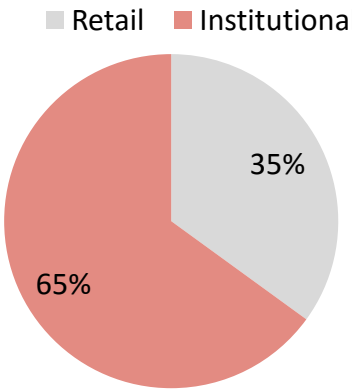
Future Strategies- Focus on B2C Segment

Mapping market for towns with population > 20,000

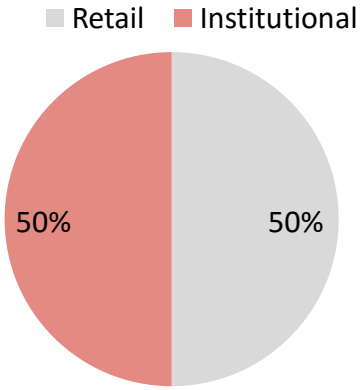
Initiatives to increase Direct Interaction with Customers

- ✓ 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



Change in Market Segmentation of Project v/s Retail from 70:30 to 50:50

Industry Growth

Smart Cities - New city creation could create office and housing demand

"Housing for all by 2022" – an estimated 60 million houses will need to be built

Push for providing sanitation could create new demand avenues entry level or lower priced tiles (ceramic tiles)

"Swatch Bharat Abhiyan" - aims to build 60million toilets by 2019

Standalone Profit & Loss

Particulars (Rs. Crs)	Q4FY16	Q4FY15	Y-o-Y	FY16	FY15	Y-o-Y
Revenue	225.75	236.64		869.35	821.75	
Other Operating Income	0.95	0.26		2.18	1.49	
Revenue from Operations	**226.71**	**236.90**	**-4.30%**	**871.53**	**823.23**	**5.87%**
Cost of Material Consumed	42.35	39.70		202.37	173.79	
Purchase of Stock-in-Trade	103.72	95.33		375.52	329.63	
Change in Inventories	10.25	21.69		1.42	12.87	
Employee Expenses	13.00	11.07		49.40	42.17	
Power & Fuel	21.62	35.62		95.94	131.22	
Other Expenses	18.31	21.69		81.15	73.15	
EBITDA	**17.46**	**11.80**	**47.95%**	**65.72**	**60.42**	**8.79%**
EBITDA Margin (%)	**7.70%**	**4.98%**		**7.54%**	**7.34%**	
Other Income	-0.14	0.06		0.64	0.95	
Depreciation	4.70	0.07		20.28	19.02	
EBIT	**12.62**	**11.79**	**7.01%**	**46.08**	**42.35**	**8.79%**
EBIT Margin (%)	**5.57%**	**4.98%**		**5.29%**	**5.14%**	
Finance Cost	4.60	6.23		21.35	22.33	
Exceptional Items	0.00	0.00		0	0	
Profit before Tax	**8.02**	**5.56**	**44.30%**	**24.72**	**20.02**	**23.46%**
Tax	2.36	1.21		7.15	5.56	
Profit After Tax	**5.67**	**4.35**	**30.19%**	**17.57**	**14.47**	**21.43%**
PAT Margin (%)	**2.50%**	**1.84%**		**2.02%**	**1.76%**	
EPS	**2.51**	**1.93**	**30.05%**	**7.78**	**6.41**	**21.37%**

Consolidated Profit & Loss

Particulars (Rs. Crs)	FY16	FY15	Y-o-Y
Revenue	876.18	840.01	
Other Operating Income	2.18	1.49	
Revenue from Operations	**878.36**	**841.49**	**4.38%**
Cost of Material Consumed	202.37	173.79	
Purchase of Stock-in-Trade	381.72	346.94	
Change in Inventories	1.42	12.87	
Employee Expenses	49.41	42.19	
Power & Fuel	95.94	131.22	
Other Expenses	81.59	73.64	
EBITDA	**65.91**	**60.85**	**8.30%**
EBITDA Margin (%)	**7.50%**	**7.23%**	
Other Income	0.64	0.95	
Depreciation	20.31	19.04	
EBIT	**46.24**	**42.77**	**8.11%**
EBIT Margin (%)	**5.26%**	**5.08%**	
Finance Cost	21.48	22.67	
Exceptional Items	0.00	0.00	
Profit before Tax	**24.75**	**20.10**	**23.17%**
Tax	7.16	5.60	
Profit After Tax	**17.59**	**14.50**	**21.30%**
PAT Margin (%)	**2.00%**	**1.72%**	
EPS	**7.79**	**6.42**	

Consolidated Results of Asian Granito Ltd does not include results of Artistique Ceramics Private Ltd and its subsidiaries

Standalone Balance Sheet

Particulars (Rs. Crs)	Mar 16	Mar 15
Shareholder's Fund	**311.97**	**294.40**
Share capital	22.58	22.58
Reserves & Surplus	289.38	271.81
Non-current liabilities	**39.90**	**41.38**
Long term borrowings	9.25	14.58
Deferred Tax liabilities (net)	20.51	18.11
Other Long term liabilities	10.13	8.69
Current liabilities	**308.18**	**313.87**
Short term borrowings	146.63	150.55
Trade payables	142.37	131.76
Other current liabilities	13.86	27.01
Short term Provision	5.33	4.55
Total Liabilities	**660.05**	**649.65**

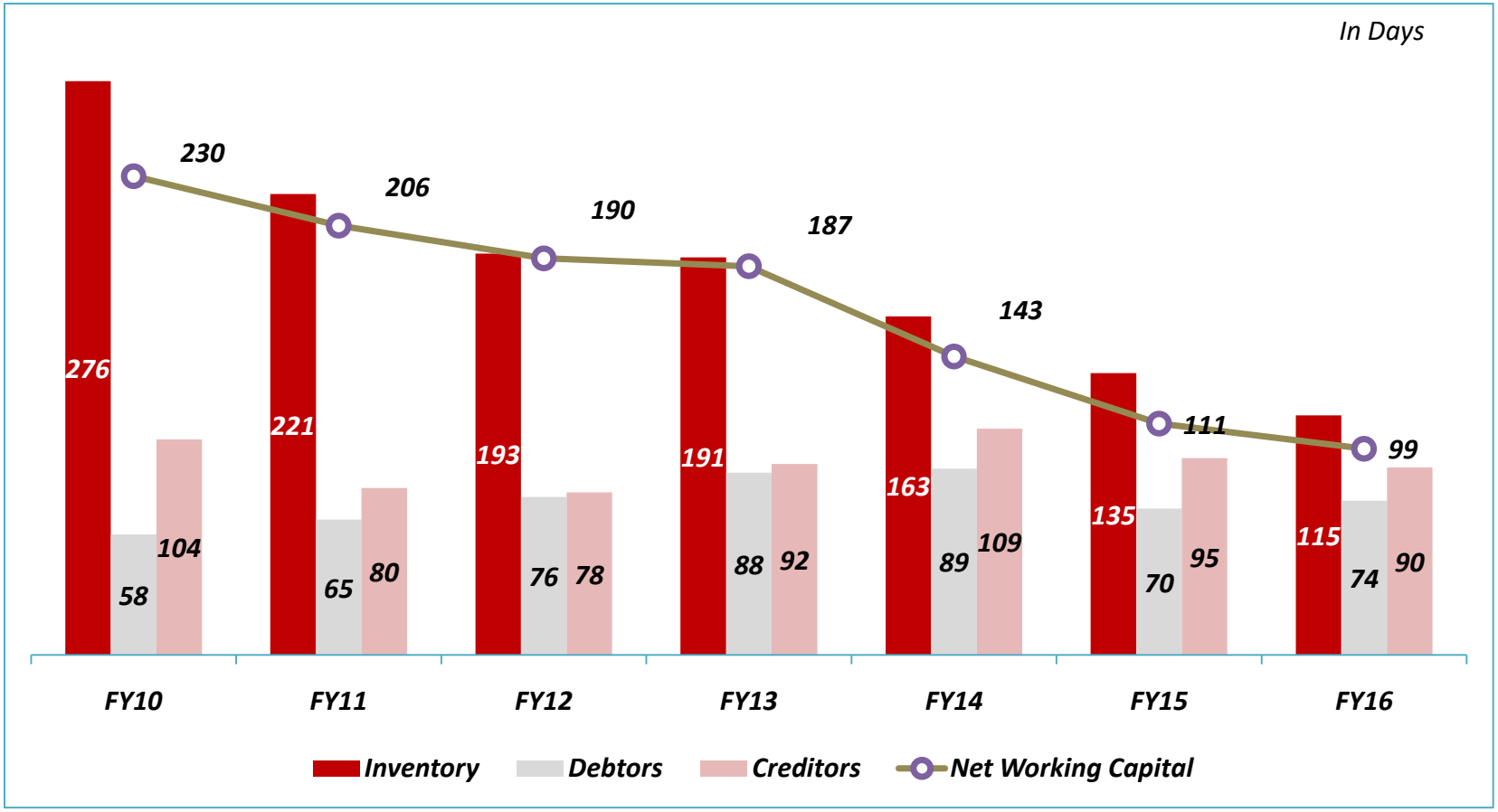
Particulars (Rs. Crs)	Mar 16	Mar 15
Non-current assets	**265.00**	**269.23**
Fixed assets (inc. CWIP)	196.83	202.72
Non-current Investments	18.74	17.85
Long Term Loans & Advances	45.44	46.82
Other Non-current assets	4.00	1.83
Current assets	**395.04**	**380.42**
Inventories	182.50	188.46
Trade receivables	177.44	158.59
Cash and bank balances	11.89	13.76
Short term loan and advances	21.35	18.69
Other current assets	1.87	0.92
Total Assets	**660.05**	**649.65**

Consolidated Balance Sheet

Particulars (Rs. Crs)	Mar 16	Mar 15
Shareholder's Fund	**312.13**	**294.55**
Share capital	22.58	22.58
Reserves & Surplus	289.55	271.96
Non-current liabilities	**39.90**	**41.38**
Long term borrowings	9.25	14.58
Deferred Tax liabilities (net)	20.51	18.11
Other Long term liabilities	10.13	8.69
Current liabilities	**308.31**	**318.28**
Short term borrowings	146.63	150.55
Trade payables	142.46	136.09
Other current liabilities	13.88	27.05
Short term Provision	5.34	4.59
Total Liabilities	**660.34**	**654.21**

Particulars (Rs. Crs)	Mar 16	Mar 15
Non-current assets	**264.94**	**265.24**
Fixed assets (inc. CWIP)	196.83	202.72
Non-current Investments	16.86	16.86
Long Term Loans & Advances	47.25	43.82
Other Non-current assets	4.00	1.83
Current assets	**395.41**	**388.97**
Inventories	182.50	188.46
Trade receivables	177.67	166.01
Cash and bank balances	11.97	14.24
Short term loan and advances	21.35	19.27
Other current assets	1.91	0.99
Total Assets	**660.34**	**654.21**

Efficient Working Capital Management



* Standalone Figures

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Beautiful Life

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