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CIN : L17110GJ1995PLC027025

AGL® TILES
Beautiful Life

Date: 12.02.2018

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/ Madam,

This is to inform you that the Company has organized Conference call for analysts and investors, on Monday, 12th February, 2018. We hereby submit presentation for Investors for public dissemination.

The presentation will be uploaded on the website of the Company i.e. www.aglasiangranito.com. You are kindly requested to take the same on record.

Thanking you,
Yours faithfully,
For Asian Granito India Limited

Renuka

Renuka A. Upadhyay
DGM & Company Secretary
Secretarial and Legal

Investor Presentation

February 2018

AGL TILES
Asian Granito India Ltd.
Beautiful Life



Safe Harbor

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Company Overview



Ranked amongst Top **3**

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

206 + Showrooms

190+ Exclusive Showrooms & **16** Display Centres across India, totalling to **206+** showrooms

8 Plants

8 State of the Art Manufacturing Facilities spread across Gujarat

5,780 + Dealers / Sub-Dealers

Over **5,780** Touch Points

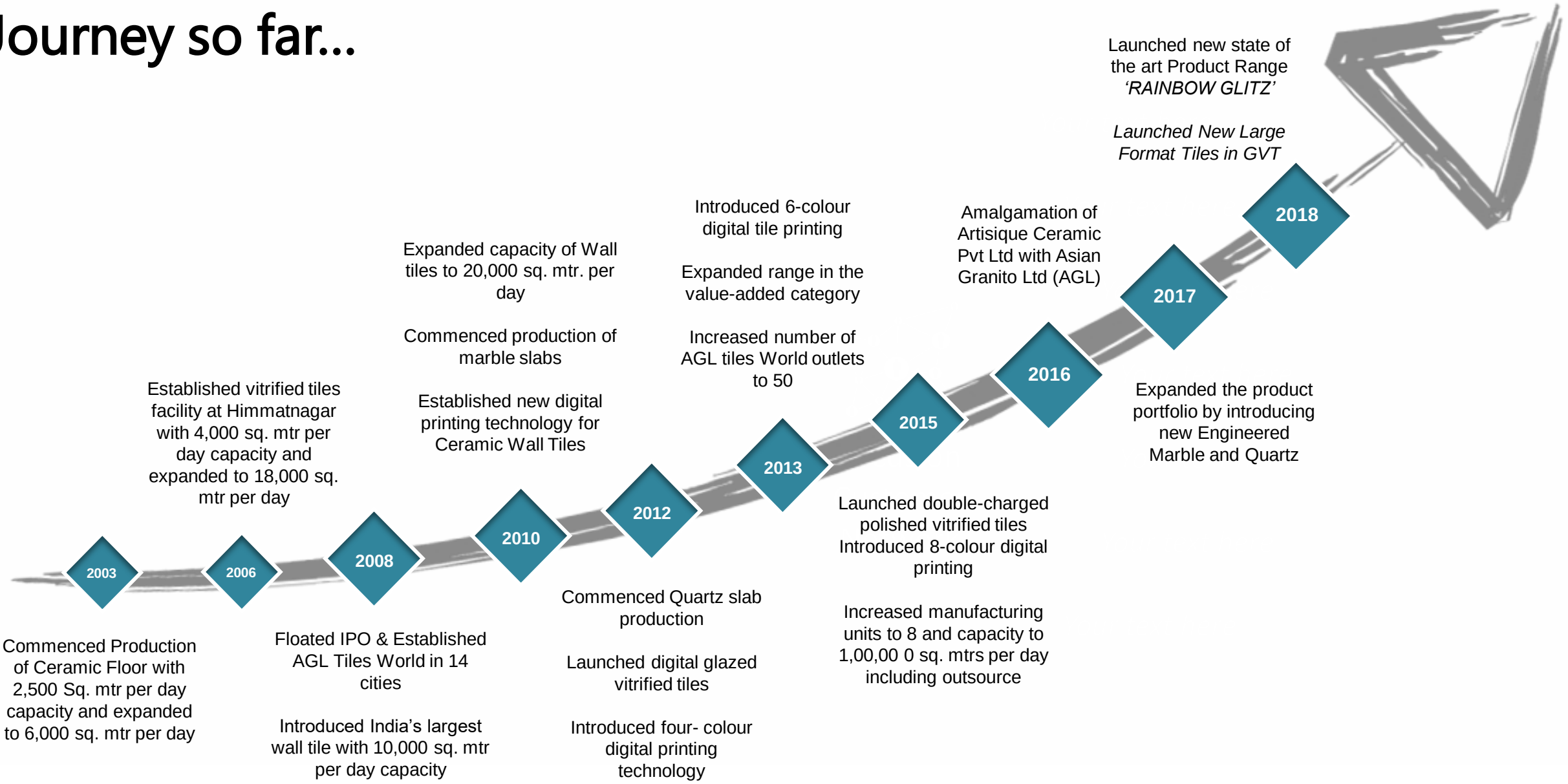
53+ Countries

Exporting Products across **53 +** Countries

Over **40X** Capacity Growth

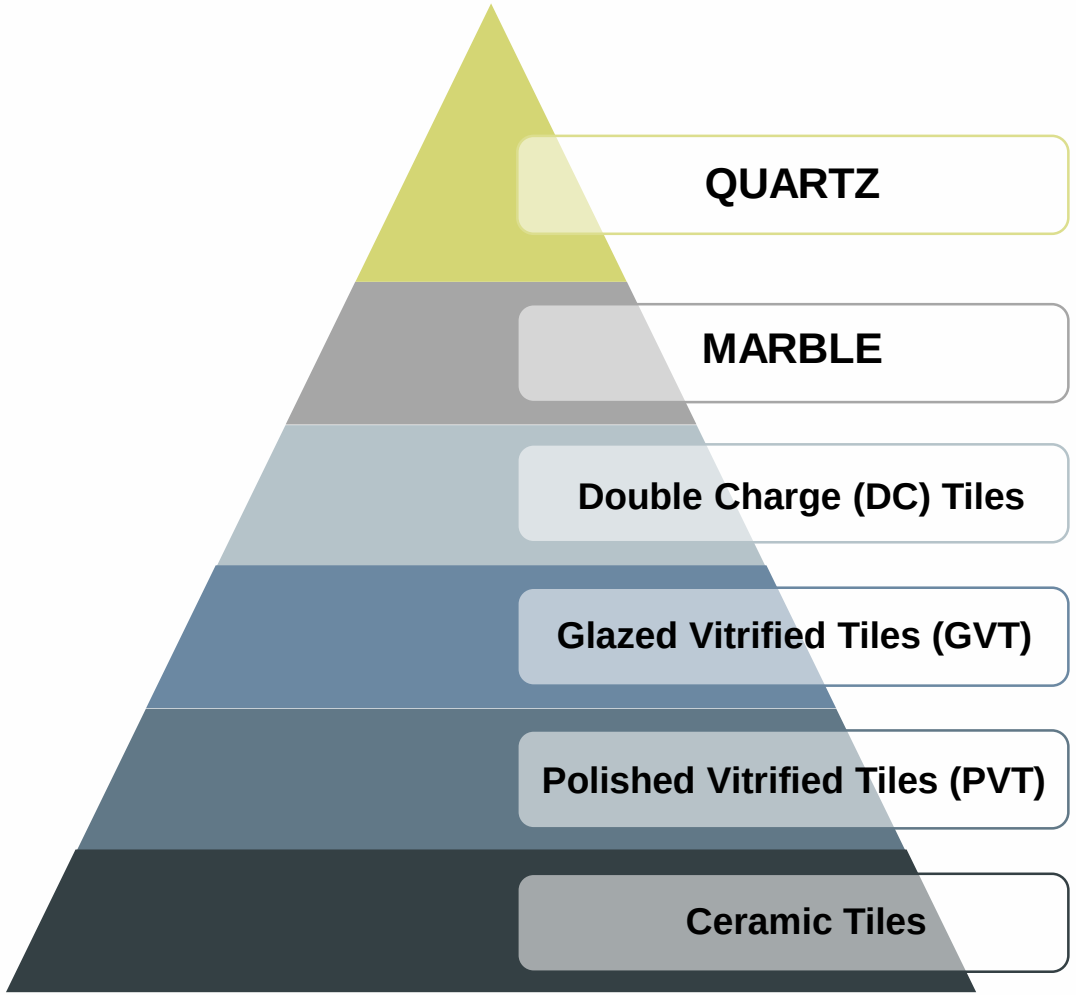
Over **40X** growth in just 17 years from 2,500 MSM in FY 2000 to 1,00,000 MSM in 2017

Journey so far...



The year indicates Financial Year

Largest Product Range



CERAMIC TILES	POLISHED VITRIFIED TILES (PVT)	GLAZED VITRIFIED TILES (GVT)
Digital Wall	Soluble Salt	Grestek
Porcellanto	Twin Charge	Hardstone
Polished Porcellino	Hexagon	Hi-Tech Tuff Guard Digital
	Grandura Plus	Splendour Series
	Grandura Pixelo	XXL Series
	Grandura Exterior	Marvel Series

DOUBLE CHARGE (DC) TILES	MARBLE	QUARTZ
Jumbo	Multi Colour Marble	Multi Colour Quartz
Imperio	Nano Crystal Marble	E-Stone
Nano Tech	Imported Natural Marble	
	Onyx Marble	

Capacities Build Up

OWN PLANTS (Tiles)	Product Range	Capacity (SQ. M per day)	Capacity Utilization (FY17)
AGL – Dalpur Plant	Ceramic Tiles	15,000	63%
	GVT	16,000	75%
AGL – Idar Plant	Ceramic Tiles	8,000	60%
AGL – Artistique Plant - Dholka	Ceramic Tiles	7,000	50%

Owned Capacity of 15.2 MSM p.a.

Subsidiary Plants (Tiles)	Product Range	Capacity (SQ. M per day)	Capacity Utilization (FY17)
Crystal Plant - (Mehsana) AGL has a 70% stake	Double Charge (DC)	12,000	50%
	PVT	9,000	50%
	GVT	6,000	80%
Amazoon (Dalpur) AGL has a 94% stake	Ceramic Tiles	6,000	61%
Outsourced Capacity with no Equity Stake ~ 18,000 Sq. Metres per day (5.9 MSM p.a.)			

Subsidiary Plants - Current Capacity at 10.8 MSM p.a.

OWN PLANTS (Marble & Quartz)	Location	Capacity (SQ. M per day)	Capacity Utilization (FY17)
Marble	Dalpur	2,200	62%
Quartz	Dalpur	1,600	98%

Marble & Quartz - Current Capacity at 1.2 MSM p.a.

TOTAL CAPACITY : + 1,00,000 Sq. Metres per day

SQ. M – Square Metres
MSM – Million Square Metres

Professional Team



B. M. SINGHAL
Senior Vice President - Marble



CA HIMANSHU SHAH
General Manager - Finance



RAHUL SHARMA
Associate VP - GVT



Mr. PATTANSHETTY
VP – Tile Operations



SANJAY KAUL
Associate VP – Business Development



CHIRAG DAVE
Associate VP – BONZER 7

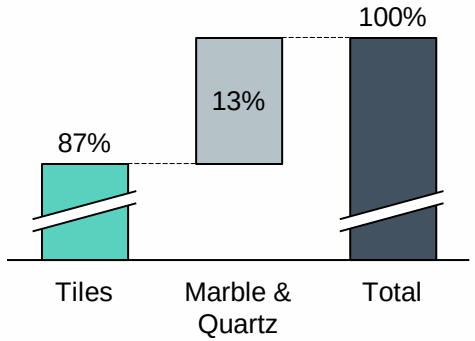
Growth Drivers

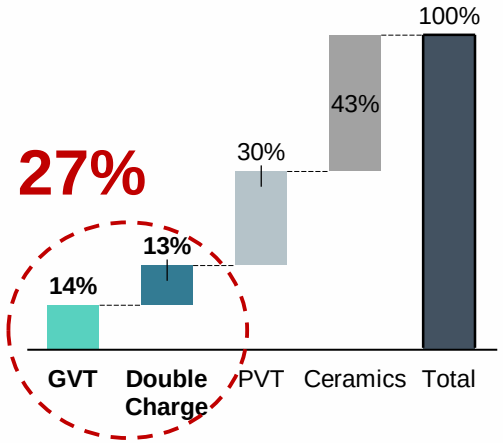
Product Name	Size in mm
GRESTEK – Marble X Series	1200 X 1200 1200 X 2400
GRESTEK – Platina Series	300 X 1200
Rainbow Glitz - 9 COLOR DIGITAL TILES WITH SPECIAL EFFECTS	300 x 900 300 x 600
GLISTER – POLISHED PORCELAIN TILES	600 X 600
STEP & RISER	300 X 1000 300 X 800
ECO BLANCO	300 X 300
Engineered Quartz (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
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

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

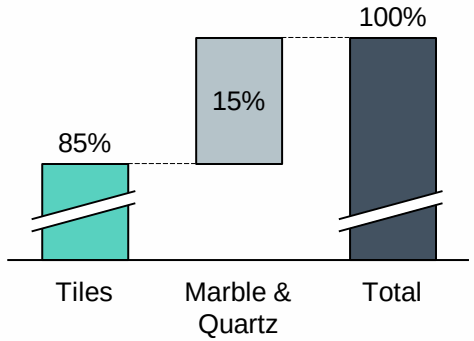


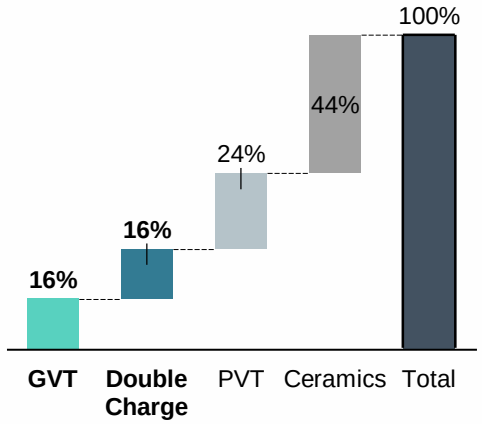
FY 2015



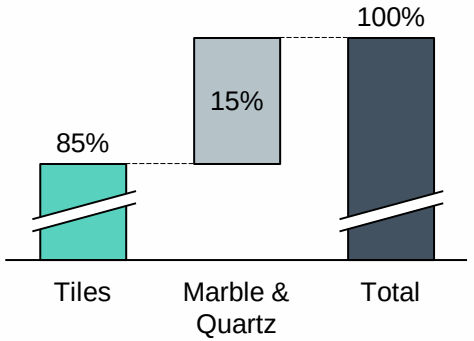


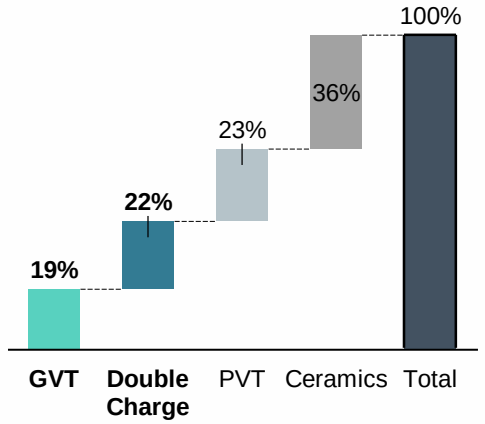
FY 2016



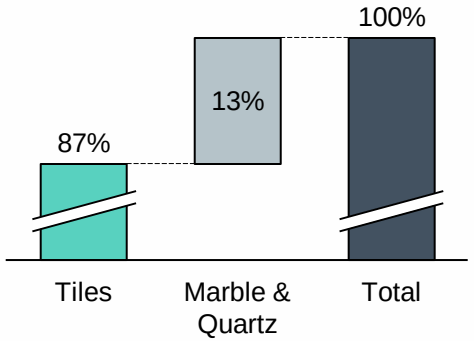


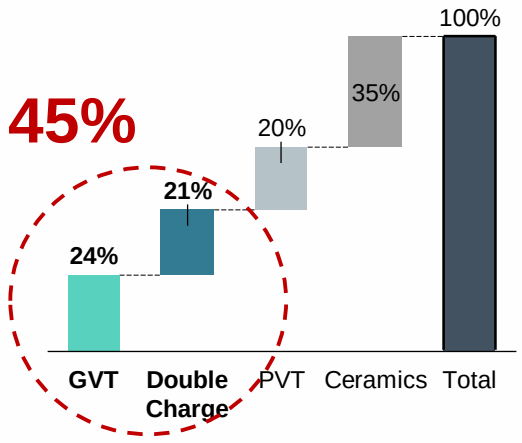
FY 2017





9M FY18





AGL aims to increase its Premium & Value Added Products > 50% by FY 2021

CRYSTAL PLANT - MEHSANA

Access to Low Cost Gas

- Long Term Contract with ONGC
- To be renewed every year at APM Pricing
- Gas Priced at ~ 1/3 Cost of RLNG

Value Added Products

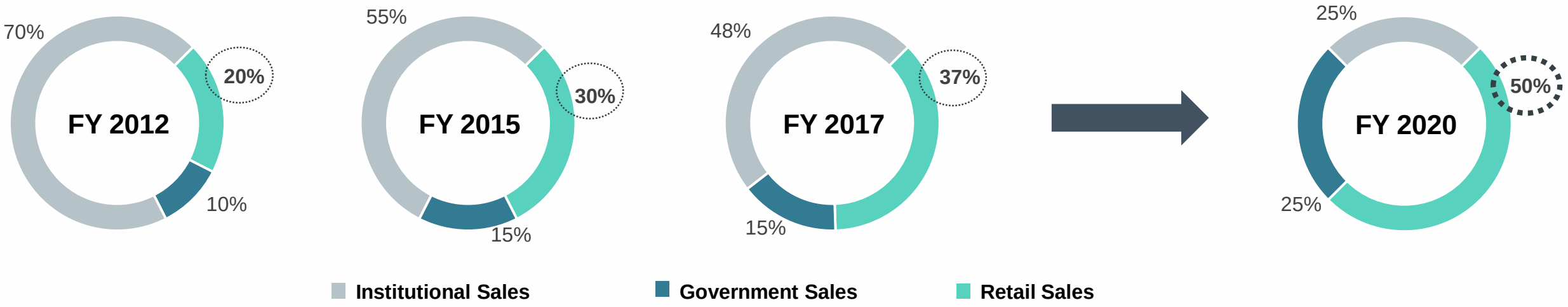
Expanded Capacities by 12,000 SQM per day to manufacture Double Charge (DC) Tiles which have High Margins

Brownfield Expansion by FY 2020

- Plan to expand capacities of Value Added Products by another 12,000 SQM per day
- Capex would be ~Rs. 35 – 40 crore
- Will help increase Topline by ~ Rs. 150 crore with High Margins of + 18%

1st in the World to introduce 5 Layer Tiles Kiln from SACMI-ITALY

Product Innovations | Value Added Products | **Focus on B2C Segment** | Marble & Quartz | Distribution Network



- ✓ Mapping market for towns with population > 20,000
- ✓ Initiatives to increase Direct Interaction with Customers
- ✓ Dealer Network
- ✓ AGL exclusive showrooms
- ✓ AGL Digital Express
- ✓ Increased more A+/A/B+ counters
- ✓ Trade schemes on high value products
- ✓ Participated in key trade exhibition

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

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

Post Expansion we have DOUBLED our Capacity

LARGEST Manufacturer of Quartz in India post expansion

Premium Segment - Higher Realisation

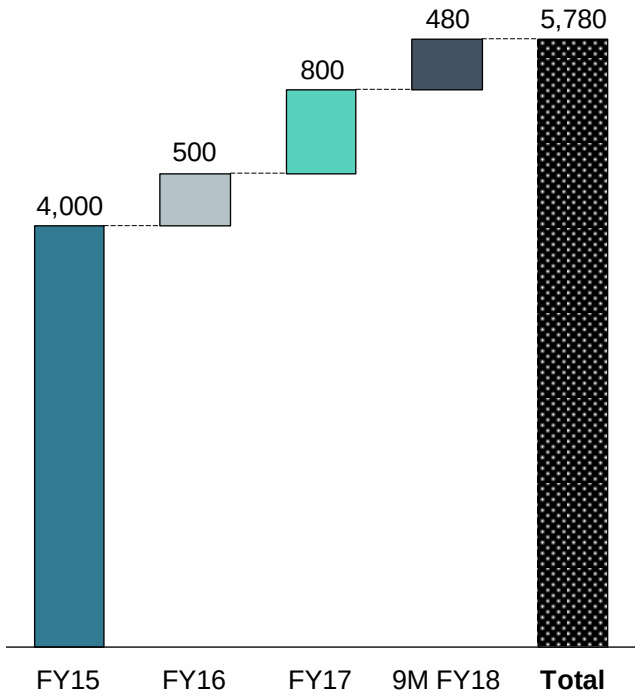
Company enjoys 43% domestic market share in this segment

The products have a thickness of 20mm & 30mm

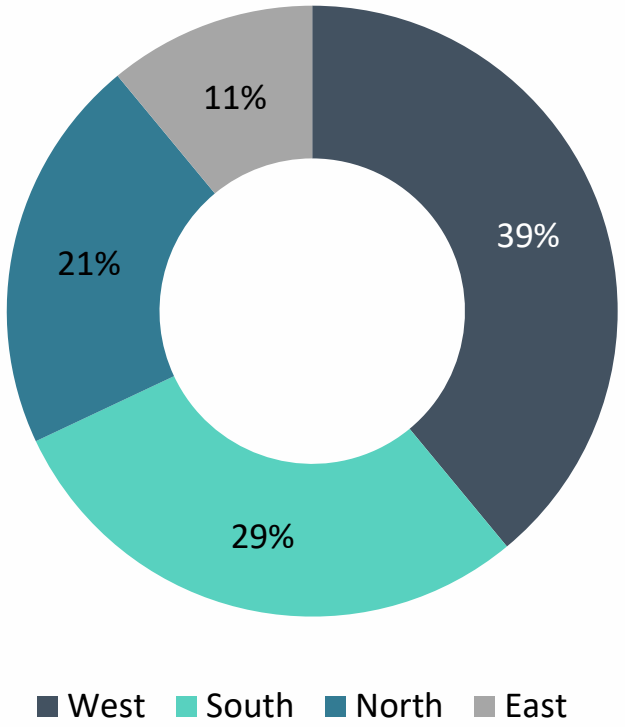
Catering to the domestic as well as export markets

Expansion of Marble & Quartz Facility by another 5,600 sq. metres per day to take place of which 4,800 Sq. metres would be through JV's in the next 3 years

Addition in Dealers & Sub-Dealers



Geographical Revenue Breakup



+ 1,120
Direct Dealers

Unique 206+
Exclusive AGL Tile Stores across India including

16 Display Centres

As on 31st December, 2017

Strong Global Footprint …. Presence in 53+ countries across the globe



Set up of a 50,000 sq. ft. showroom in Morbi
Dedicated for Export Branding

Plan to Double Exports
from Rs. 60 Crs. in FY 17 to Rs. 150 Crs. over the next 2 years

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

GST – A Game Changer

- **On 10th November, 2017, the GST Council cut GST rates on Marble, Granite and Ceramic Tiles of all kinds from 28% to 18%**
- This is extremely positive for the ceramic industry as a whole. This will not only augment sector growth but will also encourage unorganised players to pay taxes which were facing problems post demonetisation and slowdown in real estate
- Lowering GST on Tiles, Marbles and Granite will give push to Government's infrastructure push —100 Smart Cities, Swachh Bharat Abhiyaan and Housing For All By 2022—along with real estate reforms which would catalyze sectoral growth
- The reforms will offer level playing field for all players in the industry, reduce logistic cost, and offer scope for inorganic growth as the industry is likely to gain through consolidation post GST
- Expect Volume off-take to improve for organised players, especially for Asian Granito
- Working Capital woes and Margin Pressures likely to ease post reduction in GST
- We expect inflection in volumes once E-Way billing gets implemented

GST – A Game Changer

1. **Increase in Market Share of the Organised Players especially AGL**
2. **Cost Competitive**
   Level Playing Field for All Players in the Industry
3. **Reduction in Logistics Cost**
4. **High Industry Growth**
   Through consolidation, Industry is expected to grow @ 13% for next 5 years
5. **Scope for Inorganic Growth**

Affordable Housing

1. **Market potential of affordable housing is expected to touch Rs 6.25 trillion by 2022**
2. **Development of Smart Cities**
   The Smart Cities Mission is expected to catalyze tiles demand from offices and residential spaces
3. **Construction Market**
   India's construction market is expected to reach USD 1 trillion by 2025, the third largest globally
4. **Pradhan Mantri Awas Yojana**
   Aims to construct two crore houses in India, in three phases, till 2022
5. **Swachh Bharat Abhiyan**
   Aims to build 60 million toilets by 2019

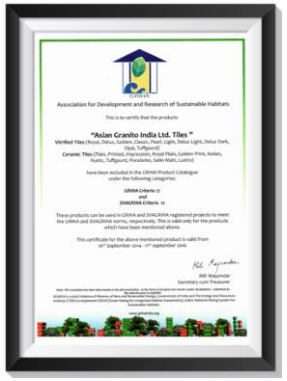
Awards & Accolades



ISO 9001 : 2008



ISO 14001 : 2004



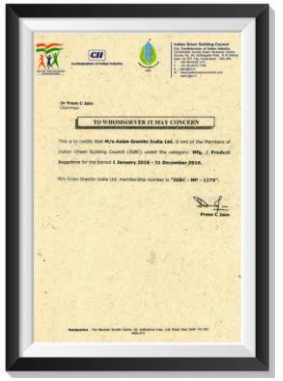
GRIHA CERTIFIED



CERTIFIED ONE STAR EXPORT HOUSE



CORPORATE MEMBER OF IID



MEMBER OG IGBC



AGL is now a MEGA BRAND
Latest Recognition by Architecture + Design - 2016



Energy Conservation Award
received from the President of India



RISING ENTREPRENEUR of the Year Award

CSR Activities







Regular Blood Donation Camps



World Environment Awareness Program



Contribution to the AKSHAY PATRA Foundation



Educational Development in Backward Region – Asian Institute of Technology

AGL
A Brand of the Future.....

Marketing Activities

- From 1st November, 2017 we have begun our **New Brand Campaign *(Chala De Jaadoo)*** on all platforms i.e. Electronic Media, Digital Media and Outdoor Marketing PAN India



- Showcase Ad Commercials in **1,400 Screens across** India in Major Cinemas during **3 Mega Blockbusters**
- **Advertisement in Top In flight & Architect Magazines**
- **Participation in International Exhibitions** : CERSAIE – Italy, Big-5 Dubai, Expo Nacional Ferretera – Mexico
- Active online presence in Social Media : Facebook, Twitter, Pinterest
- Extensive Regional Road Shows in Gujarat, Maharashtra and Kerala

ACE TECH
(Mumbai & Delhi)





Asia's Most Promising Brand 2017

Marketing Activities

Cab Branding in Chennai





Awarded The Next Fortune 500 India Company



BIG 5 Dubai Airport Branding

Marketing Activities



ACE Tech Event – Mumbai



ACE Tech Event – Delhi



Vibrant Gujarat Festival



Cersaie Exhibition - Italy



Expo Nacional Ferretera
Mexico



Bonzer 7 New Product Launch

Marquee Clientele





















































Vision 2021

Revenues
Rs. **2,000** Crore

Retail Sales
> 50%

Premium & Value Added Products
> 50%

Reduce Working Capital Days
< 60 days

Branding
~ 3.5% of Revenues

Increase in Capacity Utilization of Own Plants

Increase in manufacturing of High Value Added Products like GVT, Double Charge

Increase the dealership network to over 8,000

Increase Direct Dealers to + 2,000

Increase Retail Stores to +500 by FY 21

Expansion of Marble & Quartz Facility by another 5,600 sq. metres per day

Joint Venture (JV) in South India
(Acquire a 51% stake
Capex : Rs. 35 – 40 Crs.)

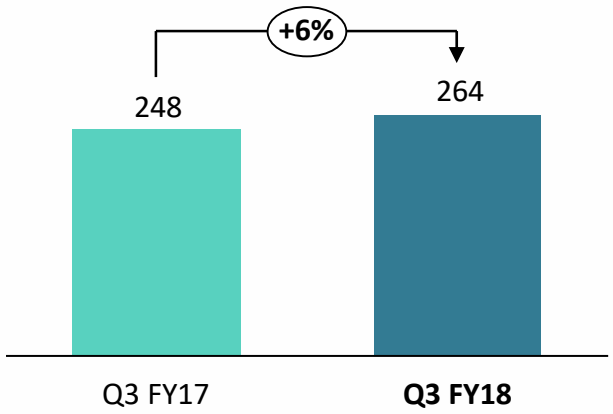
Expansion of Crystal Plant by another 12,000 sq. metres per day

Set up of a 50,000 sq. ft. showroom in Morbi
- Dedicated for exports

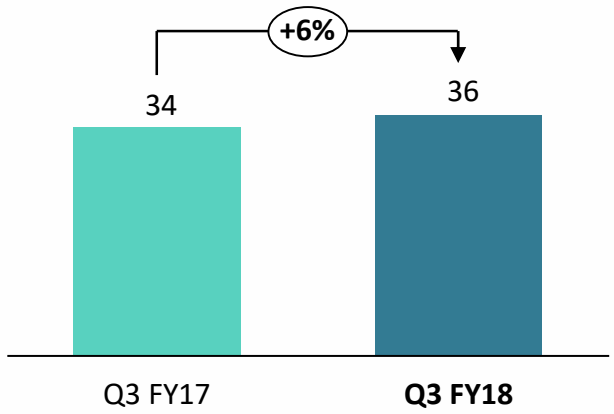
Financials

Financial Highlights – Q3 FY18

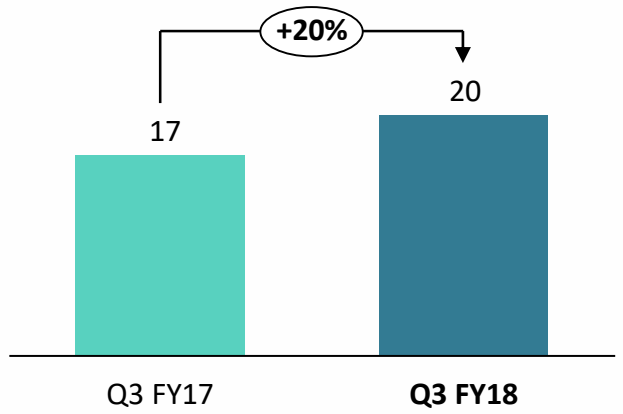
Net Revenues



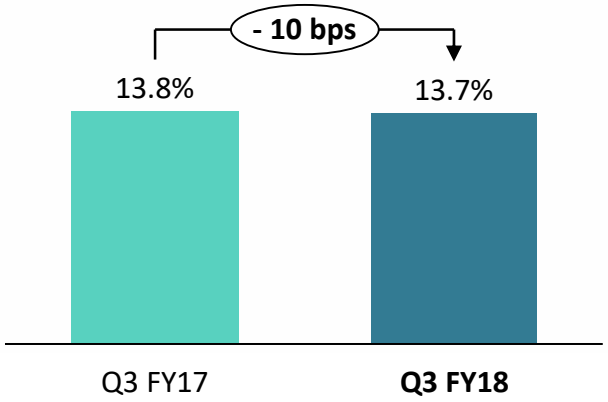
EBITDA



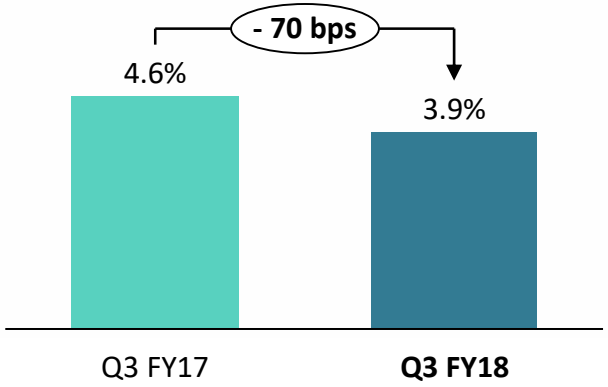
Profit before Tax (PBT)



EBITDA Margins (%)



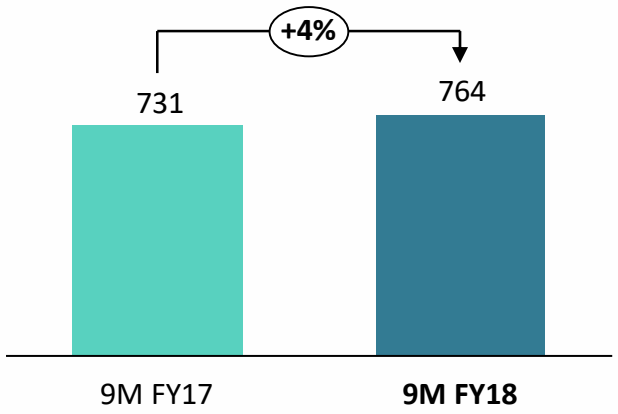
PAT Margins (%)*



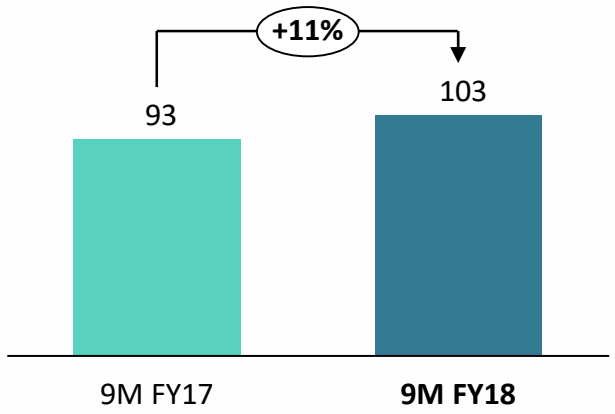
* PAT includes Share of Profits of Associates / JV & Minority Interest

Financial Highlights – 9M FY18

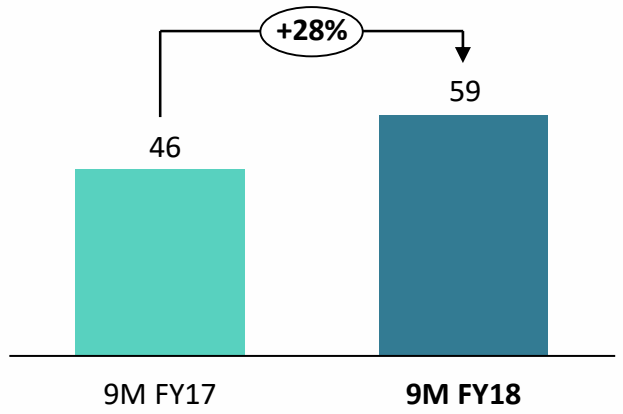
Net Revenues



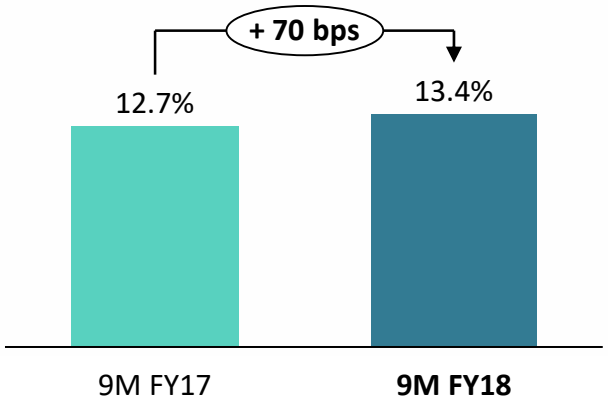
EBITDA



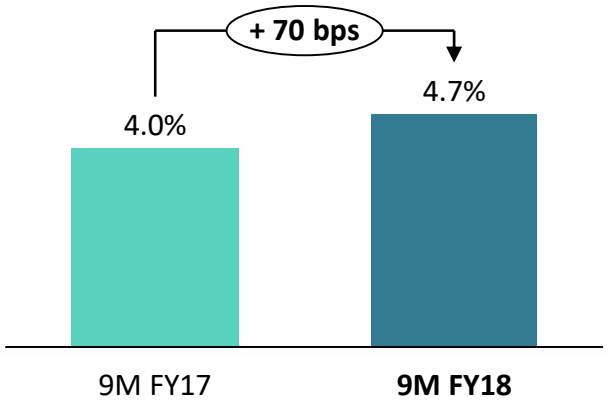
Profit before Tax (PBT)



EBITDA Margins (%)



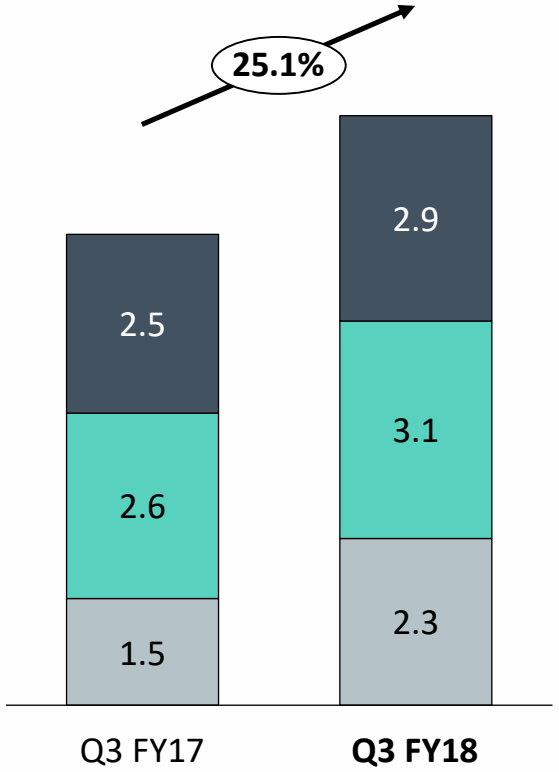
PAT Margins (%)*



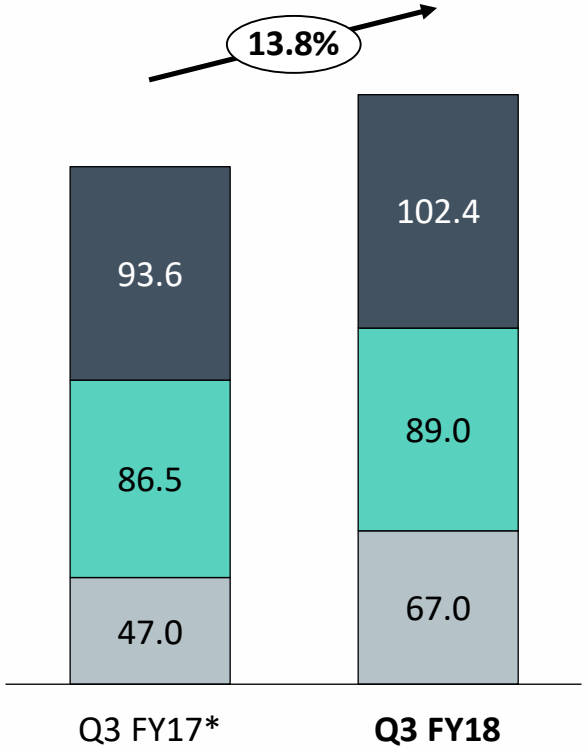
* PAT includes Share of Profits of Associates / JV & Minority Interest

Business Performance* – Q3 FY18

Volume Break-up (MSM)



Revenue Break-up (Rs. Crs)



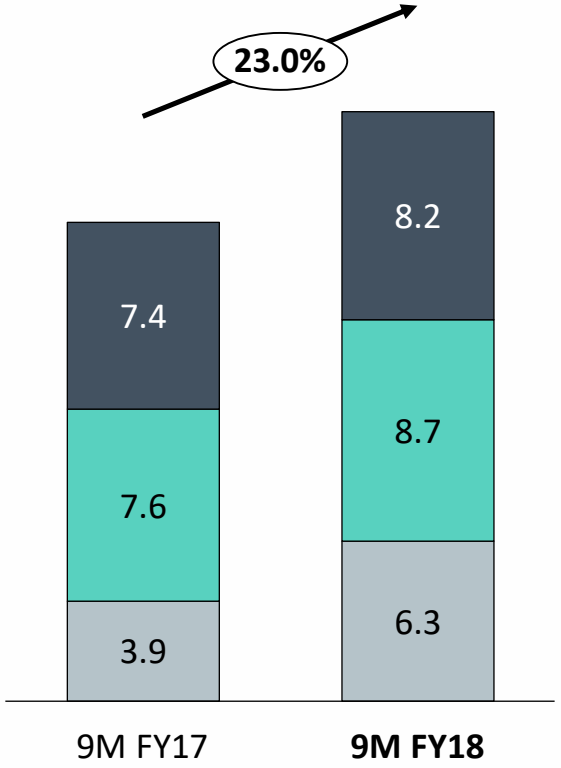


*** Recomputed for like to like comparison**

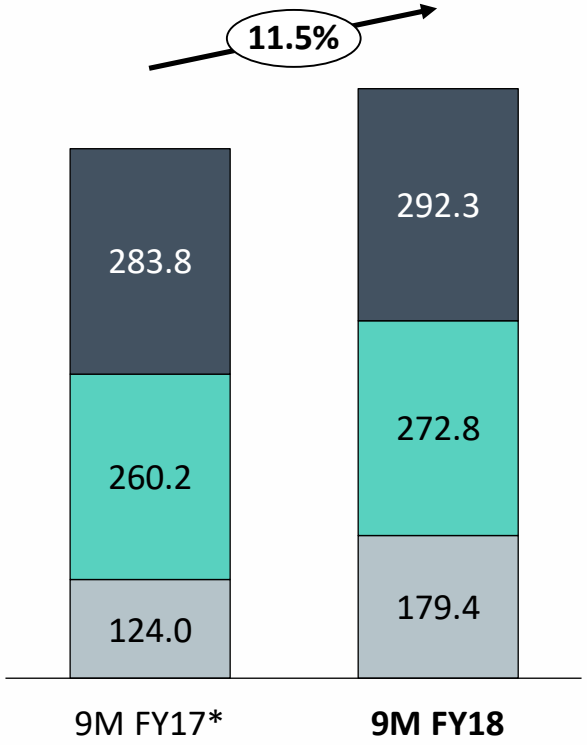
* Tiles, Marble & Quartz Division

Business Performance* – 9M FY18

Volume Break-up (MSM)



Revenue Break-up (Rs. Crs)



Own Manuafacturing | Outsourcing | Associate

*** Recomputed for like to like comparison**

* Tiles, Marble & Quartz Division

Consolidated Profit & Loss

Particulars (Rs. Crs)	Q3 FY18	Q3 FY17	Y-o-Y	9M FY18	9M FY17	Y-o-Y
Net Revenue from Operations	**263.8**	**248.0**	**6%**	**764.0**	**731.1**	**4%**
Total Raw Material	129.4	122.1		389.7	386.4	
Employee Expenses	19.4	15.4		61.2	45.5	
Other Expenses	78.8	76.2		210.4	206.6	
EBITDA	**36.2**	**34.3**	**6%**	**102.7**	**92.6**	**11%**
EBITDA Margin (%)	**13.7%**	**13.8%**		**13.4%**	**12.7%**	
Other Income	0.8	0.3		2.4	0.6	
Depreciation	6.0	6.1		18.3	17.8	
EBIT	**31.0**	**28.5**	**9%**	**86.8**	**75.5**	**15%**
EBIT Margin (%)	**11.7%**	**11.5%**		**11.4%**	**10.3%**	
Finance Cost	10.7	11.6		28.2	29.9	
Profit before Tax	**20.3**	**16.9**	**20%**	**58.6**	**45.6**	**28%**
Tax	7.4	3.3		21.4	15.0	
Profit After Tax	**12.8**	**13.6**	**-5%**	**37.2**	**30.6**	**22%**
Share of Profit of Associates	-1.1	-0.9		1.9	1.7	
Minority Interest (MI)	1.3	1.1		3.2	2.7	
Net Profit for the period after Share of Profit of Associates & MI	**10.4**	**11.5**	**-10%**	**35.8**	**29.5**	**21%**
PAT Margin (%)	**3.9%**	**4.6%**		**4.7%**	**4.0%**	
Other Comprehensive Income	-0.1	0.0		-0.2	0.0	
Total Comprehensive Income	**10.3**	**11.5**	**-10%**	**35.6**	**29.5**	**21%**
EPS	3.45	3.83		11.89	9.80	

Consolidated Balance Sheet

Equity & Liabilities (Rs. Crs.)	September-17
Equity share capital	30.1
Other Equity	396.9
Total Equity	**427.0**
Non Controlling Interest	**20.7**
Financial Liabilities	
Borrowings	99.3
Other financial liabilities	11.8
Provisions	0.0
Deferred tax liabilities (Net)	29.0
Other non-current liabilities	5.2
Total Non Current Liabilities	**145.3**
Financial Liabilities	
Borrowings	247.8
Trade payables	166.3
Other financial liabilities	39.2
Other current liabilities	24.5
Provisions	0.7
Current tax liability (Net)	3.6
Total Current Liabilities	**482.1**
Total Liabilities	**627.4**
TOTAL EQUITY AND LIABILITIES	**1,075.1**

Assets (Rs. Crs.)	September-17
Property, plant and equipment	403.4
Capital work in progress	1.1
Investment properties	0.7
Other Intangible assets	0.0
Investment in subsidiary, associate and a joint venture	0.0
Financial assets	
Investments	16.5
Loans	12.5
Others	1.6
Other non-current assets	4.9
Total Non Current Assets	**440.6**
Inventories	298.3
Financial Assets	
Trade receivables	283.1
Cash and cash equivalents	14.5
Bank balances	4.8
Loans	0.5
Others	4.7
Other current assets	28.7
Total Current Assets	**634.5**
TOTAL ASSETS	**1,075.1**


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