**Asian Granito India Ltd.**
**Regd. & Corp. Office:**
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Ahmedabad-380015. Gujarat, India.
Tel.: +91 79 66125500/698,
Fax.: +91 79 66125600/66058672
info@aglasiangranito.com • www.aglasiangranito.com
**CIN** : L17110GJ1995PLC027025

AGL TILES
*Beautiful Life*

Date: 19.05.2018

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,

**Sub: Investor Presentation.**

This is to inform you that the Company has organized a conference call for analysts and investors, Monday, 21st May, 2018 at 04.00 p.m., to discuss the financial performance for Financial Year 2018. The investor presentation is enclosed herewith for your reference.

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.

You are kindly requested to take the same on record.

Thanking you,

Yours faithfully,

For Asian Granito India Limited

Kamleshbhai B. Patel
Chairman and Managing Director
DIN: 00229700

**Encl.: As above**

AGL TILES
Asian Granito India Ltd.
Beautiful Life

**Asian Granito India Limited**

**FY2018 Consolidated Financial Performance**

Revenues at Rs. 1155.6 Crores, growth of 9%

EBITDA at Rs. 139 crores, growth of 9%

Profit Before Tax is at Rs.52.6crores, growth of 17%

| Particulars (Rs. Crs.) | Q4FY17 | Q4 FY18 | *Y-o-Y* | FY2017 | FY2018 | *Y-o-Y* |
|---|---|---|---|---|---|---|
| **Net Sales** | **332.8** | **391.6** | **18%** | **1,063.9** | **1,155.6** | **9%** |
| EBITDA | 34.5 | 36.3 | 5% | 127.1 | 139.0 | 9% |
| ***EBITDA Margin (%)*** | **10.4%** | **9.3%** | **-90 bps** | **11.9%** | **12.0%** | **10 bps** |
| Profit After Tax | 15.6 | 16.8 | 8% | **45.1** | **52.6** | **17%** |
| ***PAT Margin (%)*** | **4.7%** | **4.3%** | **-40bps** | **4.2%** | **4.6%** | **40bps** |

**Press Release: 18th May 2018, Ahmedabad**

Asian Granito India Limited, one of the leading manufacturers of Tiles, Marble & Quartz has declared its audited Consolidated Financial Results for the Quarter and Full year ended 31st March, 2018.

**Highlights of FY2018**

- **Net Revenue** is at Rs.1155.6 Crores as compared to Rs.1063.9 Crores in the corresponding period of the previous year.
- **EBITDA up 9%** to Rs139 Crores as compared to Rs.127.1 Crores in the corresponding period of the previous year.
- **EBITDA Margins are at 12%,** Margin remained flat was on account of higher employee cost (increase in head counts and yearly incentive paid) and increase in cost of branding & Promotion activities.
- **Profit after Tax up 17%** to Rs.52.6 Crores as compared to Rs. 45.1 Crores in the corresponding period of the previous year. Increase in PAT was on account of decline in deprecation and Interest cost (interest cost decline on account of reduction in lending cost).
- **PAT Margins** are at 4.6%, an increase of bps from FY2018

***Commenting on the results and performance, Mr. Kamlesh Patel, Chairman and Managing Director*** *said:*

*"I am happy to announce that our Company reported Consolidated* ***Net Revenue of Rs 1155.6 Crores*** *with* ***EBITDA*** *and* ***PAT*** *of* ***Rs.139 Crores*** *and* ***Rs.52.6 Crores*** *respectively for the year ended on 31st March 2018.*

***EBITDA remained flat at 12% for FY 2018, however there was increase of 40 bps in PAT margin to 4.6%****. EBIDTA margin remained flat for the year was on account of decline in overall pricing and sharp increase in employee cost and higher spending on branding and promotion expenses. Company was able to maintain EBIDTA margin in-spite reduction in all over pricing of tiles was on account of sales of high value products, introduction of new innovative products to our portfolio and continues process of improving our operation efficiency across all plants.*

*Fourth quarter for the company remain strongest quarter of all, during the quarter company have achieved highest ever sales and collection. I am confident that in coming years we are going to achieve more milestones which will help company to growth its sales and improve its margins.*

Company is in process of implementing Kaizen and six sigma at our Plants in order to improve product quality and to further improve plants efficiency.

*I am delight to inform you all that we have inaugurated company's new showroom at Ahmedabad with area size of 18000+ square feet. It is one of the largest showroom in the city with very wide range of SKU on display.*

The Government has reduced GST on Tiles and Marble from 28% to 18% which is positive for the ceramic industry as a whole. Now E-way bill system has been introduced which will largely help organised players to increase their market share. This reform will offer level playing field for all organized players, reduce logistic cost, and offer scope for inorganic growth. We shall further strive to improve the efficiency of our operations and continue to focus on expanding our product portfolio and increase our retail portfolio which shall help us to enhance our performance in years to come.

**About Asian Granito India Limited**

Asian Granito India Limited (AGL) was established in 2000 by Mr. Kamlesh Patel and Mr. Mukesh Patel. AGL is one of the top three Indian Ceramic Companies engaged in the business of manufacturing, and trading of Ceramic Wall, Floor, Vitrified Tiles, Marble & Quartz Headquartered in Gujarat. AGL has 8 manufacturing facilities in Gujarat. AGL has production of 1,00,000 sqm per day including outsourcing. Pan India marketing & distribution network of more than 6000 dealers and sub-dealers and over 231+ showrooms with global footprint with exports to over 55+ countries.

**Safe Harbor Statement**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For further information, please contact**


**Asian Granito India Limited**

CIN: L17110GJ1995PLC027025

Mr. Himanshu Shah Mr. Kalpesh Thanki

www.aglasiangranito.com

# Investor Presentation

May 2018

AGL TILES
Asian Granito India Ltd.
Beautiful Life

# Safe Harbor

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Certain statements contained in this presentation that are not statements of historical fact constitute "forward-looking statements." You can generally identify forward-looking statements by terminology such as "aim", "anticipate", "believe", "continue", "could", "estimate", "expect", "intend", "may", "objective", "goal", "plan", "potential", "project", "pursue", "shall", "should", "will", "would", or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes

# Company Overview

**Ranked amongst Top 3**

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

**231+ Showrooms**

**215+** Exclusive Showrooms & **16** Display Centres across India, totalling to **231+** showrooms

**8 Plants**

**8** State of the Art Manufacturing Facilities spread across Gujarat

**6000 + Dealers / Sub-Dealers**

Over **5,780** Touch Points

**55+ Countries**

Exporting Products across **55 +** 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…

**FY03**

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

**FY06**

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

**FY08**

1. Floated IPO & Established AGL Tiles World in 14 cities.
2. Introduced India's largest wall tile with 10,000 sq. mtr per day capacity

**FY10**

1. Expanded capacity of Wall tiles to 20,000 sq. mtr. per day.
2. Commenced production of marble slabs.
3. Established new digital printing technology for Ceramic Wall Tiles

**FY12**

1. Commenced Quartz slab production
2. Launched digital glazed vitrified tiles
3. Introduced four-colour digital printing technology

**FY13**

1. Introduced 6-colour digital tile printing.
2. Expanded range in the value-added category.
3. Increased number of AGL tiles World outlets to 50

**FY15**

1. Launched double-charged polished vitrified tiles Introduced 8-colour digital printing.
2. Increased manufacturing units to 8 and capacity to 1,00,00 0 sq. mtrs per day including outsource

**FY16**

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

**FY17**

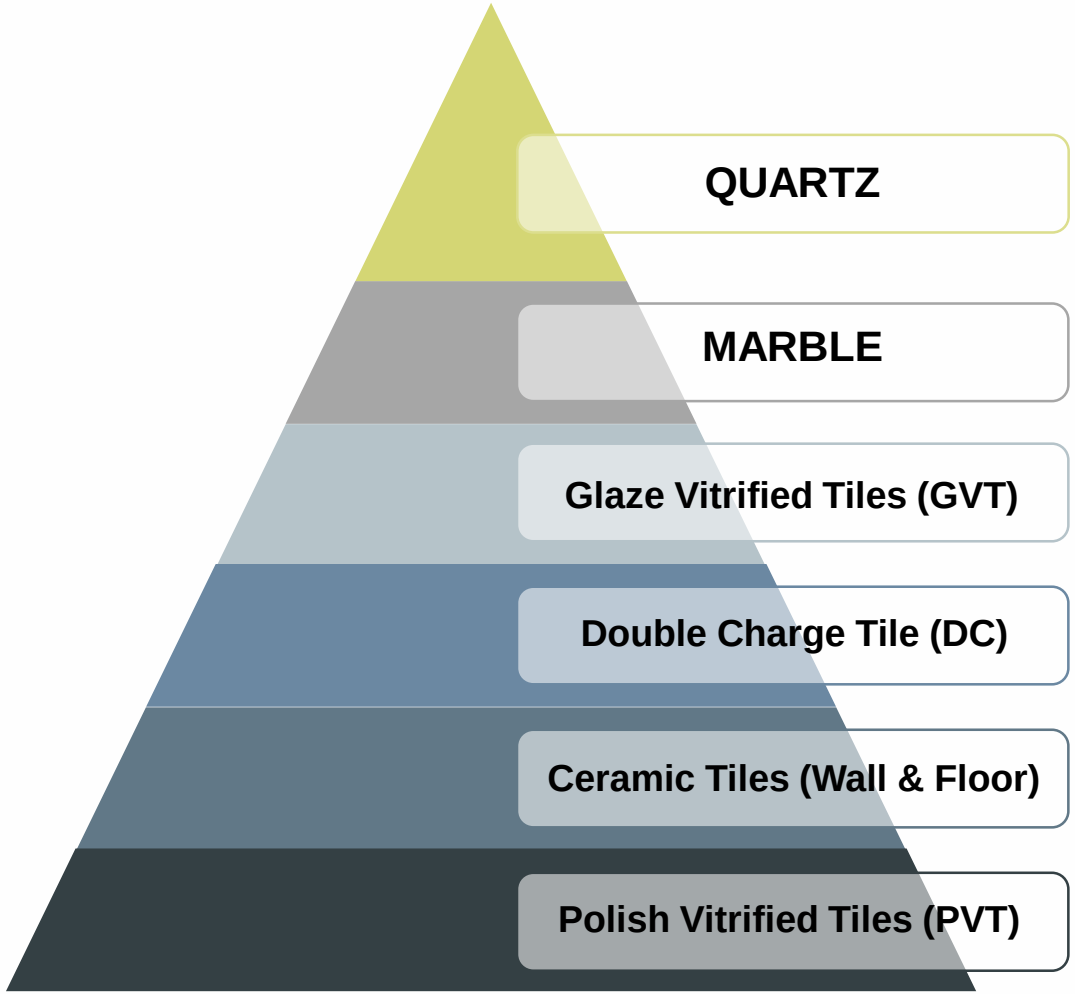
1. Expanded the product portfolio in Marble.
2. Introduce new Muti-Colour Quartz range to diversified from single colour

**FY18**

1. Launched new state of the art Product Range *'RAINBOW GLITZ'.*
2. *Launched New Large Format Tiles in GVT*
3. *New Company owned showroom opened in Ahmedabad*

The year indicates Financial Year

# Largest Product Range




## CERAMIC TILES (wall & Floor)

Digital Wall

Porcellanto

Polished Porcellino

## POLISHED VITRIFIED TILES (PVT)

Soluble Salt

Twin Charge

Hexagon

Grandura Plus

Grandura Pixelo

Grandura Exterior

## GLAZED VITRIFIED TILES (GVT)

Grestek

Hardstone

Hi-Tech Tuff Guard Digital

Splendour Series

XXL Series

Marvel Series

Grestek - Marble X

## DOUBLE CHARGE (DC) TILES

Jumbo

Imperio

Nano Tech

## MARBLE

Multi Colour Marble

Nano Crystal Marble

Imported Natural Marble

Onyx Marble

## QUARTZ

Multi Colour Quartz

E-Stone

# Capacities Build Up

| Type of plant | Location | Capacity Per day (SQ.M) | Capacity P.A (MSM) | Utilization (FY18) |
|---|---|---|---|---|
| **Own Plants** | | | | |
| Ceramic Wall | Dalpur | 15,000 | 4.95 | 93% |
| Glaze Vitrified Tiles | Dalpur | 16,000 | 5.28 | 68% |
| Ceramic Wall | Dholka | 7,000 | 2.31 | 69% |
| Ceramic Floor | Idar | 8,000 | 2.64 | 71% |
| Composite Marble | Dalpur | 2,200 | 0.73 | 56% |
| Quartz | Dalpur | 1,600 | 0.53 | 72% |
| **Total Owned Capacity** | | **49,800** | **16.43** | **73%** |
| **Subsidiary Plants** | | | | |
| Polish Vitrified Tiles | Meshana (Crystal) | 9,000 | 2.97 | 79% |
| Glaze Vitrified Tiles | Meshana (Crystal) | 6,000 | 1.98 | 73% |
| Double Charge | Meshana (Crystal) | 12,000 | 3.96 | 72% |
| Cermaic Floor | Dalpur (Amazoon) | 6,000 | 1.98 | 89% |
| **Total Subsidiary Capacity** | | **33,000** | **10.89** | **74%** |
| **Outsource** | | | | |
| All type of Tiles | Morbi & Others | 18,000 | 5.94 | - |
| | | | | |
| **Grand Total** | | **100,800** | **33.26** | **-** |

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

SQ. M – Square Metres
MSM – Million Square Metres

# Professional Team

**Ashish Mehta**
Senior President – Sales & Marketing

**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

AGL® TILES

Asian Granito India Ltd.

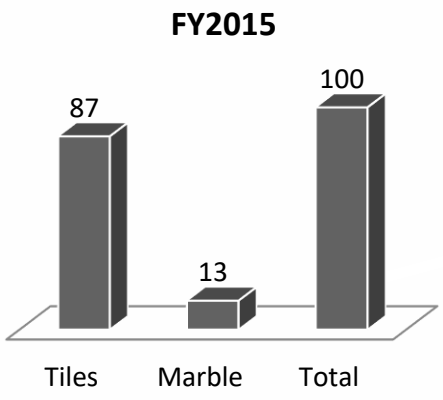
*Beautiful Life*

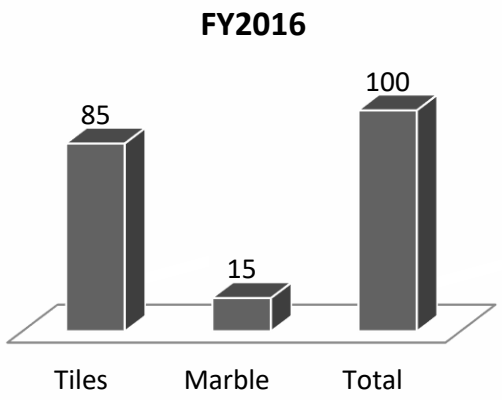
# Growth Drivers

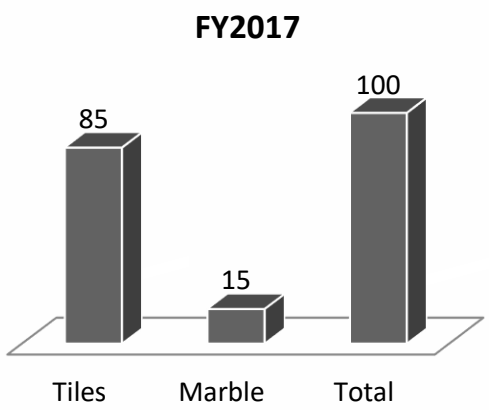
| Product Name | Size in mm |
|---|---|
| GRESTEK – Marble X Series | 1200 X 1200<br>1200 X 2400 |
| GRESTEK – Platina Series | 300 X 1200 |
| Rainbow Glitz - 9 COLOR DIGITAL TILES WITH SPECIAL EFFECTS | 300 x 900<br>300 x 600 |
| GLISTER – POLISHED PORCELAIN TILES | 600 X 600 |
| STEP & RISER | 300 X 1000<br>300 X 800 |
| ECO BLANCO | 300 X 300 |
| Engineered Quartz (Different Sizes to cater to different markets) | 1400 x 3100<br>1600 x 3200 |
| Grestek – Splendour Series – Introduced 13 SKU's | 800 x 1600 |
| Grestek – Marvel Colour Body Tiles | 300 x 600, 600 x 1200,<br>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 |

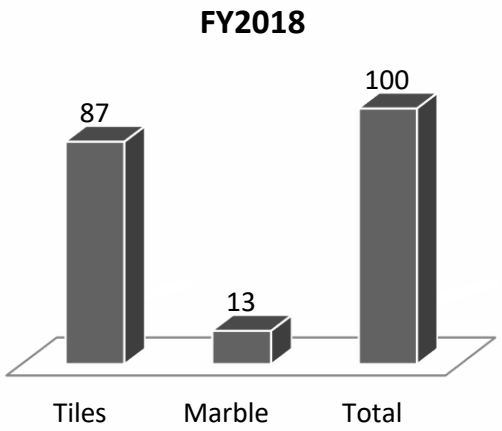
**INNOVATION** is the key to Future Growth as new products will lead to Higher Realizations and Better Margins

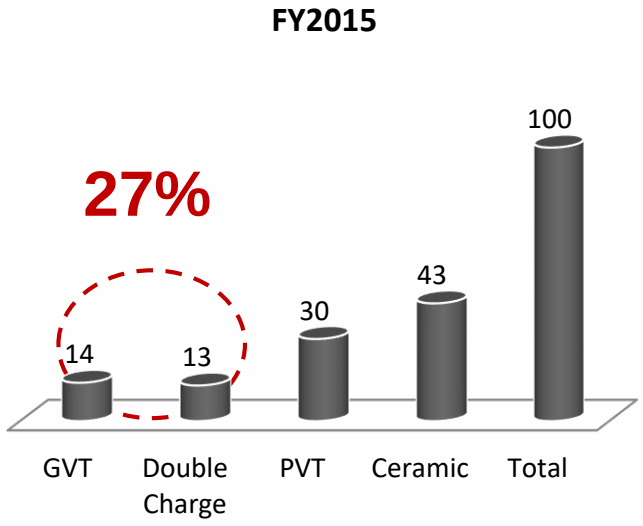
All figures in %

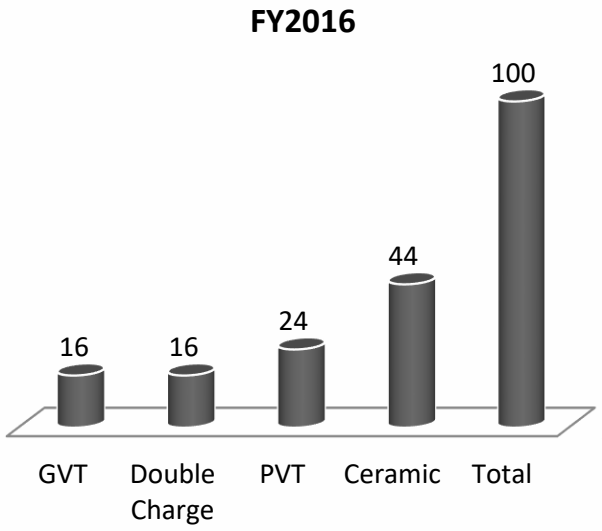


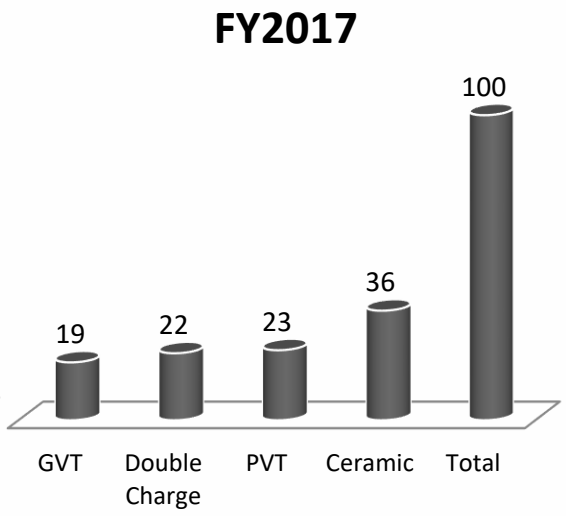



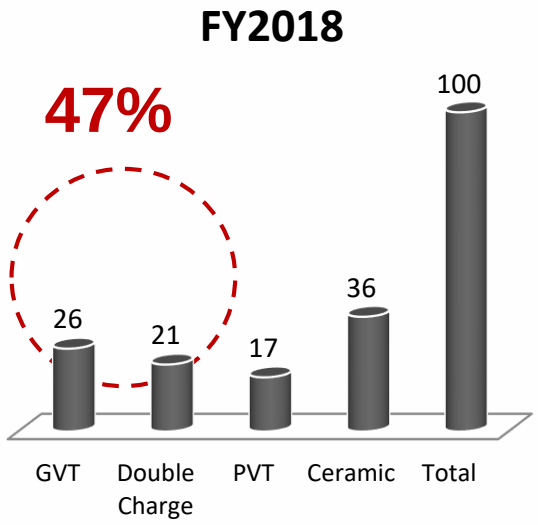



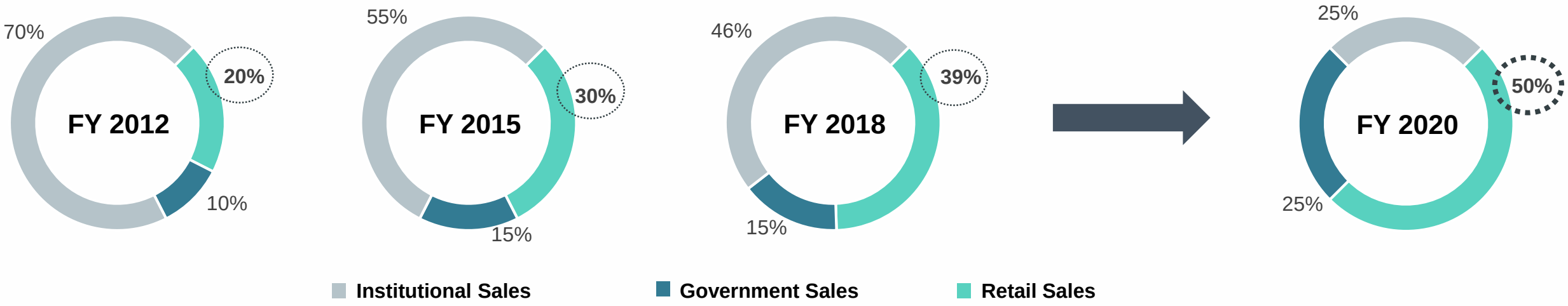




## AGL aims to increase its Premium & Value Added Products > 50% by FY 2021

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




- ✓ Mapping market for towns with population > 75,000
- ✓ 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

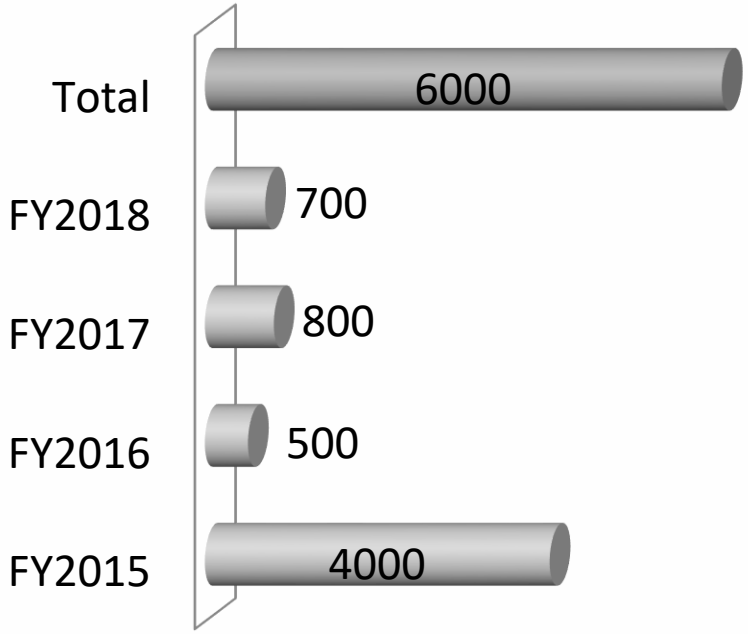
**Company enjoys 40% domestic market share in this segment**

The products have a thickness of 20mm & 30mm

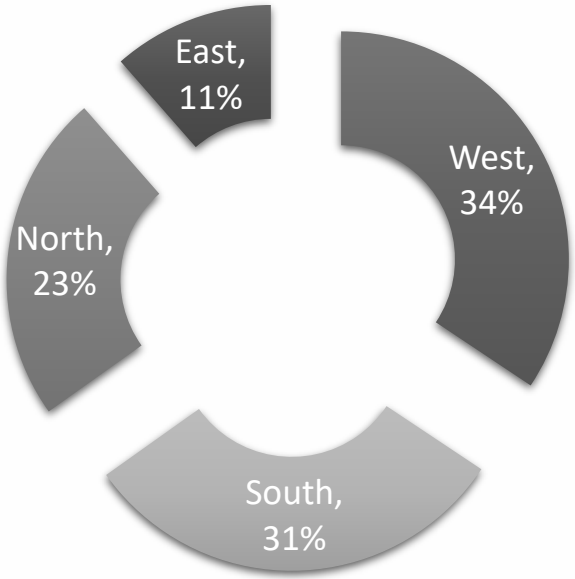
Catering to the domestic as well as export markets

**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 (Fig in No.)***




***Geographical Revenue Breakup***




**+ 1,200**

**Direct Dealers**

**Unique 231+**

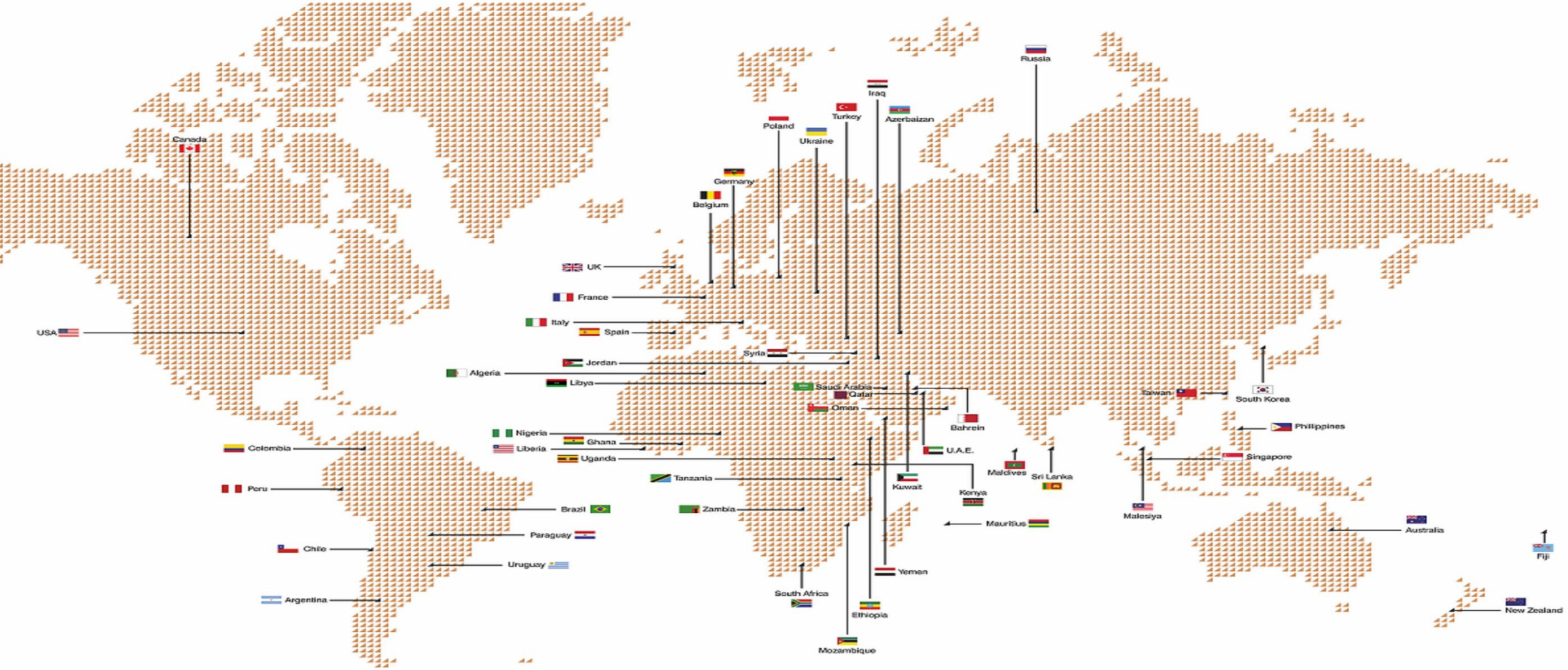
**Exclusive AGL Tile Stores across India including**

**16 Display Centres**

**including new Display centre in Ahmedabad with 18000+ SqFt**

***As on 31st March, 2018***

# *Strong Global Footprint …. Presence in 55+ countries across the globe*



# GST – A Game Changer

- **From 1st April E-way bill has became compulsory for interstate transfer , strict implementation will give big boost to the organized player to increase its market share.**
- 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 above 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

# 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 in double digit of next couple of 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

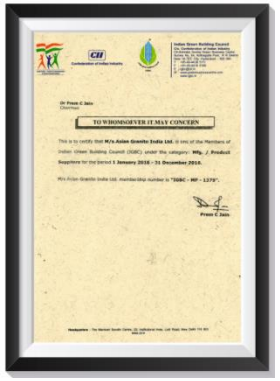
ISO 9001 : 2008

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®
TILES
Asian Granito India Ltd.
*Beautiful Life*

# AGL
# A Brand of the Future....

# Marketing Activities

- AGL opened Ahmedabad's Biggest Luxury Tile Arcade with Display of sheer range of Tiles, Marble & Quartz spread across 18000+ SqFt.

# 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 Clients and Projects

CPWD

NBCC (INDIA) LIMITED
(Formerly National Buildings Construction Corporation Limited)
(A Government of India Enterprise)
A Navratna CPSE

MILITARY ENGINEER SERVICES
MINISTRY OF DEFENCE

दिल्ली मेट्रो रेल कॉरपोरेशन लिमिटेड
Delhi Metro Rail Corporation Limited

CENTRAL UNIVERSITY OF RAJASTHAN
2009

ओएनजीसी
ONGC

AXIS BANK

State Bank of India
With you - all the way
Pure Banking. Nothing else.

airtel

Godrej

LODHA

TATA HOUSING

NCC

Shapoorji Pallonji

RAHEJA DEVELOPERS
BUILDING . ADVANCED . LIFESTYLES

ADLABS
Never a dull moment

Infosys
POWERED BY INTELLECT
DRIVEN BY VALUES

adani

Reliance RETAIL
Aapki khushi Hamari khushi

Reliance
Industries Limited
Growth is Life

BMW

ITC HOTELS
RESPONSIBLE LUXURY

NEXA

THE LEELA
PALACES HOTELS RESORTS

WELSPUN
Dare to Commit

# Key Government Departments, Public and Private Projects

| Government Departments | Public & Private Projects |
|---|---|
| Military Engineer Services (MES) | Shapoorji palanji engineering construction |
| Central Public Works Department | Reliance Industries Ltd |
| Telangana State Road Transport Corporation | Shapoorji Palanji |
| Central Leather Research Institute | Reliance JIO |
| Consultancy Wing - Guru Nanak Dev University Arch Dept | S D corp |
| Transmission Corporation of Andhra Pradesh | Verka |
| HP Public Works Department | Godrej |
| Public Works Department | State Bank of India |
| APSMIDC | Life Insurance Corporation of India |

# Key Developments - To Achieve Operational Efficiency of Plant and to manage Inventory at optimum level

- With a focus of improving efficiency in production as well as maintaining Inventory at optimum level we have planned to hire consulting firms which will guide company to achieve the goals.

- We are also in process of implementing Kaizen and six sigma at our Plant which will help company to improve quality and also help to achieve operational efficiency.

# Vision 2021

**Revenues**
**Rs. 2,000 Crore**

**Retail Sales**
**> 50%**

**Premium & Value Added Products**
**> 50%**

**Reduce Working Capital Days**
**< 60 days**

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 5,200 sq. metres per day

Joint Venture (JV) in South India with AGL holding 51% stake.

Future Expansion of tiles capacity in Crystal Plant

Setting up of showroom in Morbi which will
- Dedicated for exports

AGL® TILES

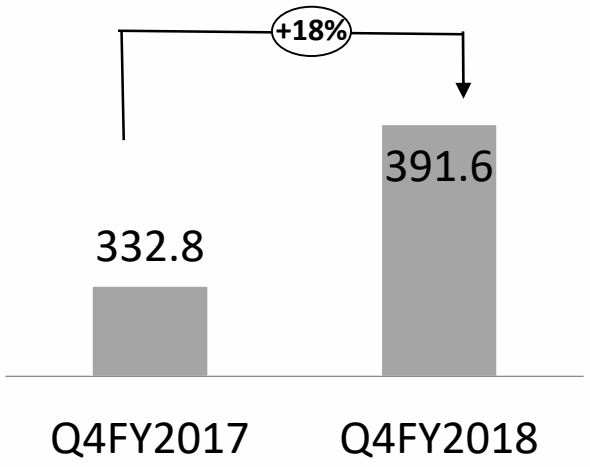
Asian Granito India Ltd.

*Beautiful Life*

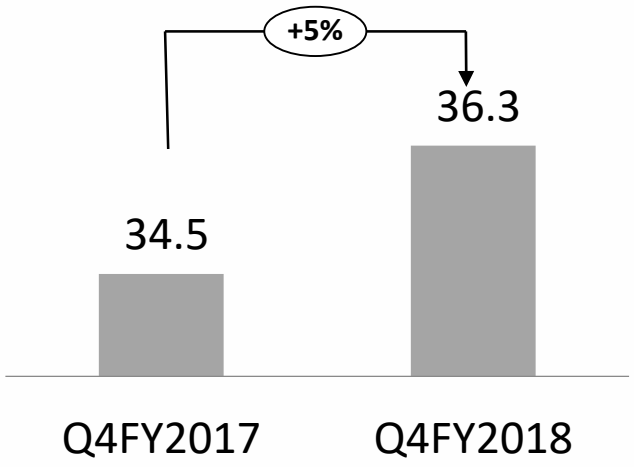
# Financials

# Financial Highlights – Q4FY2018

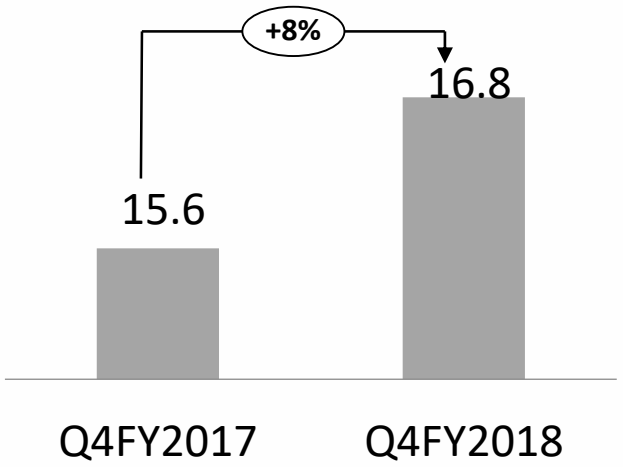
***Net Revenues***



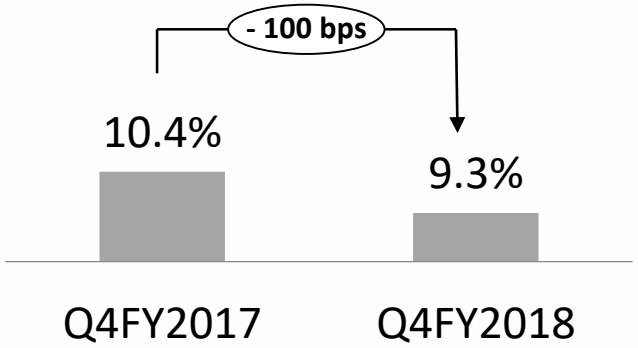

***EBITDA***



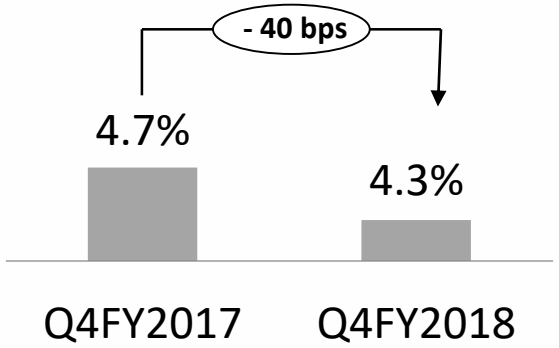

***Profit after Tax (PAT)****




***EBITDA Margins (%)***



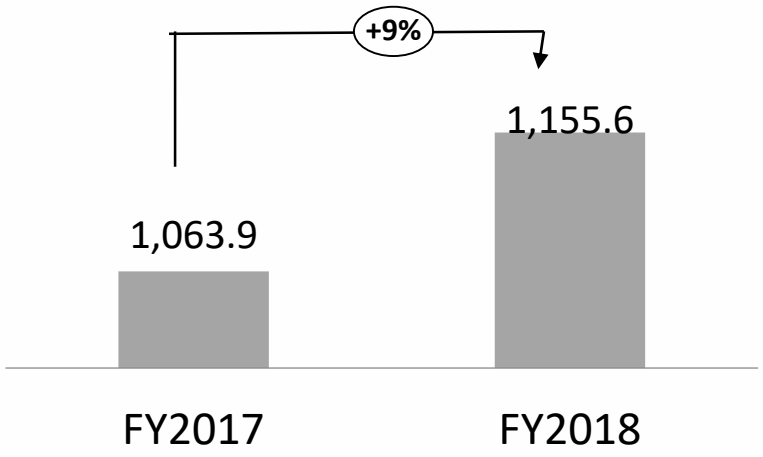

***PAT Margins (%)****



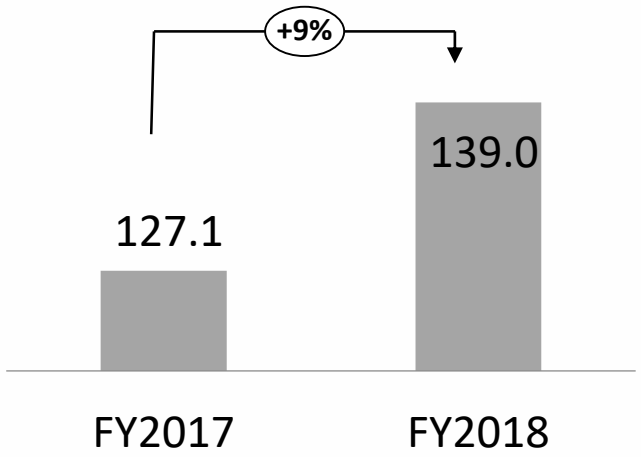

* PAT includes Share of Profits of Associates / JV & Minority Interest

# Financial Highlights – FY2018

***Net Revenues***




***EBITDA***

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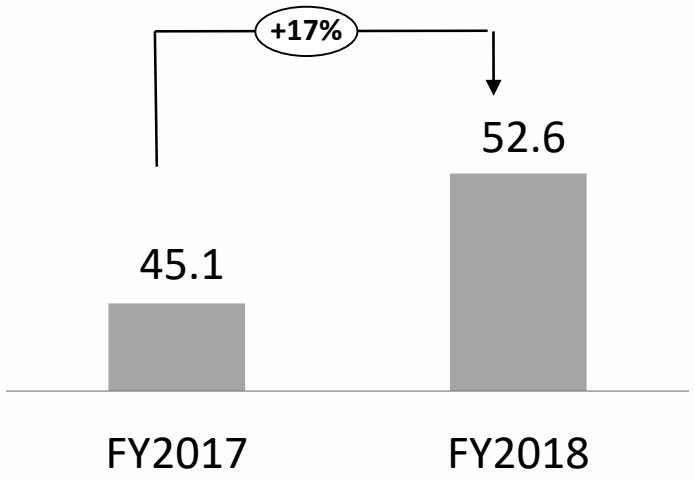


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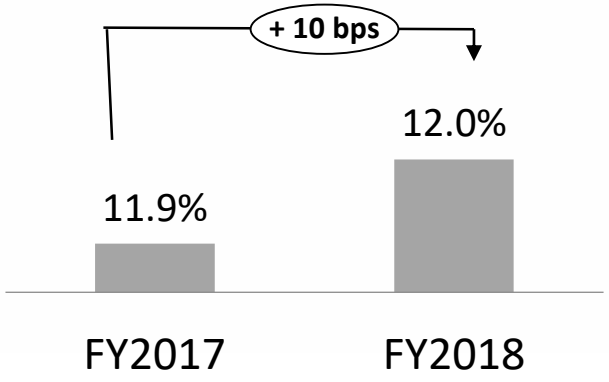
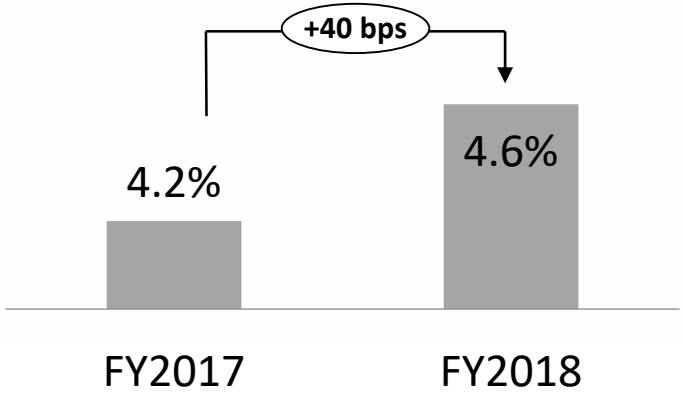
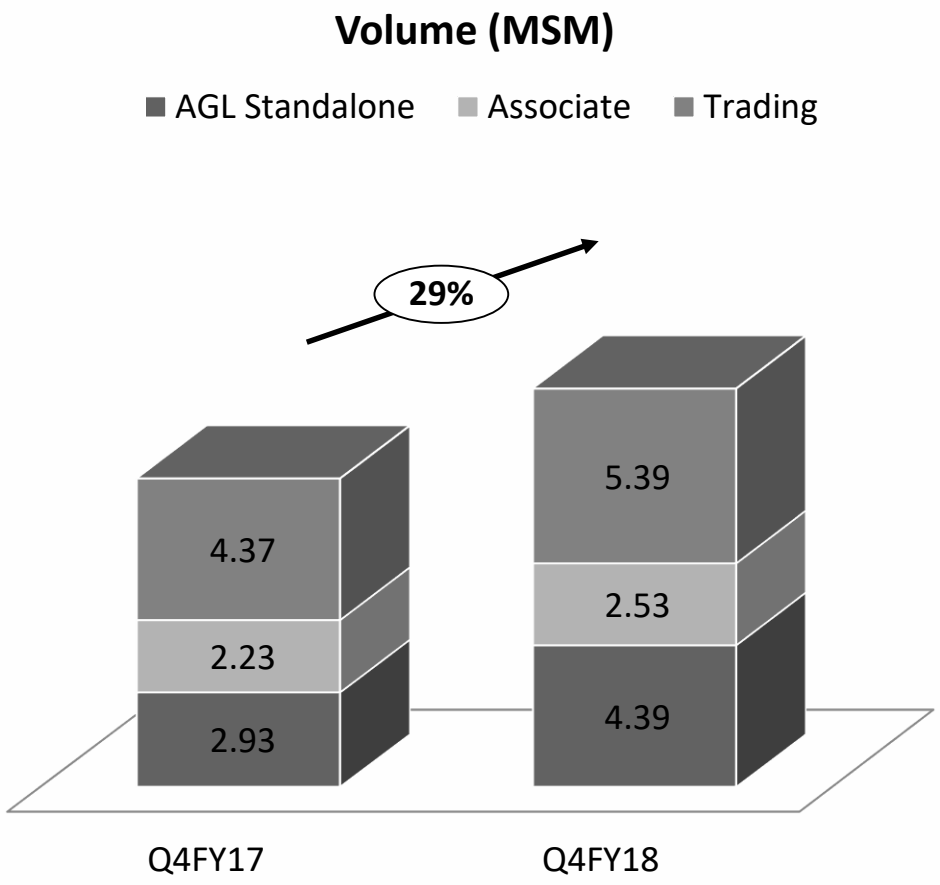


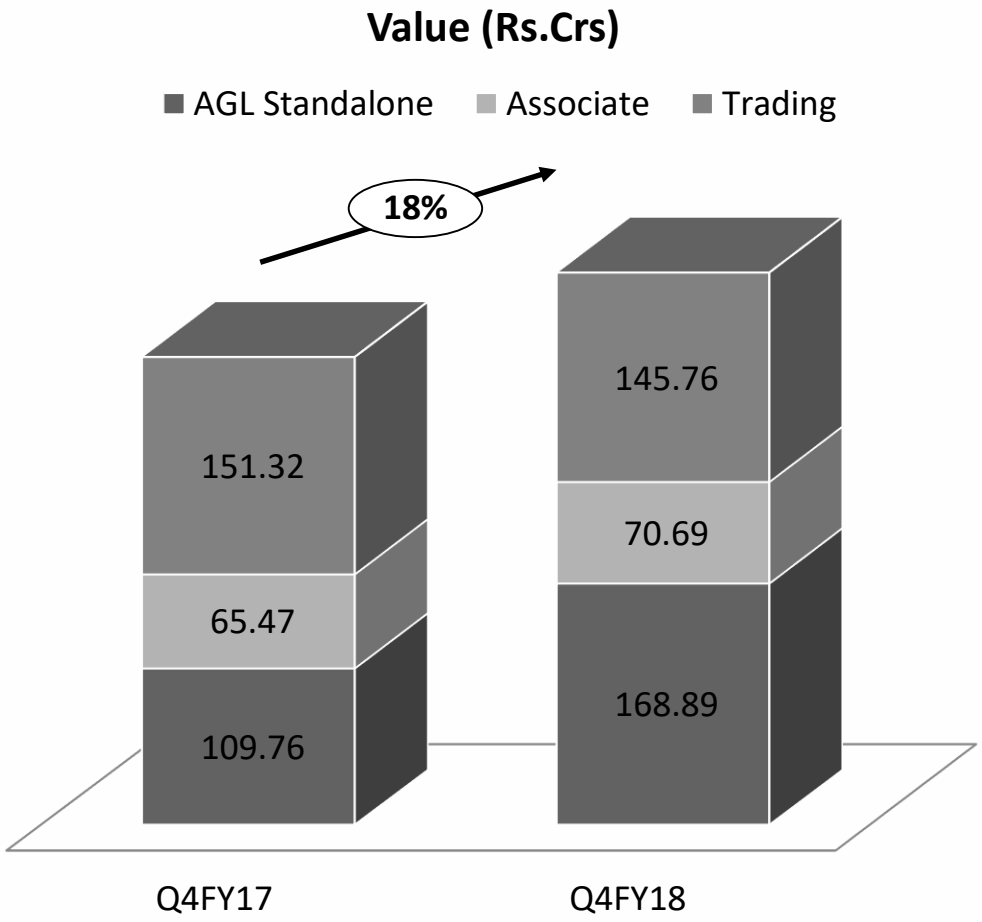

***PAT Margins (%)****




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

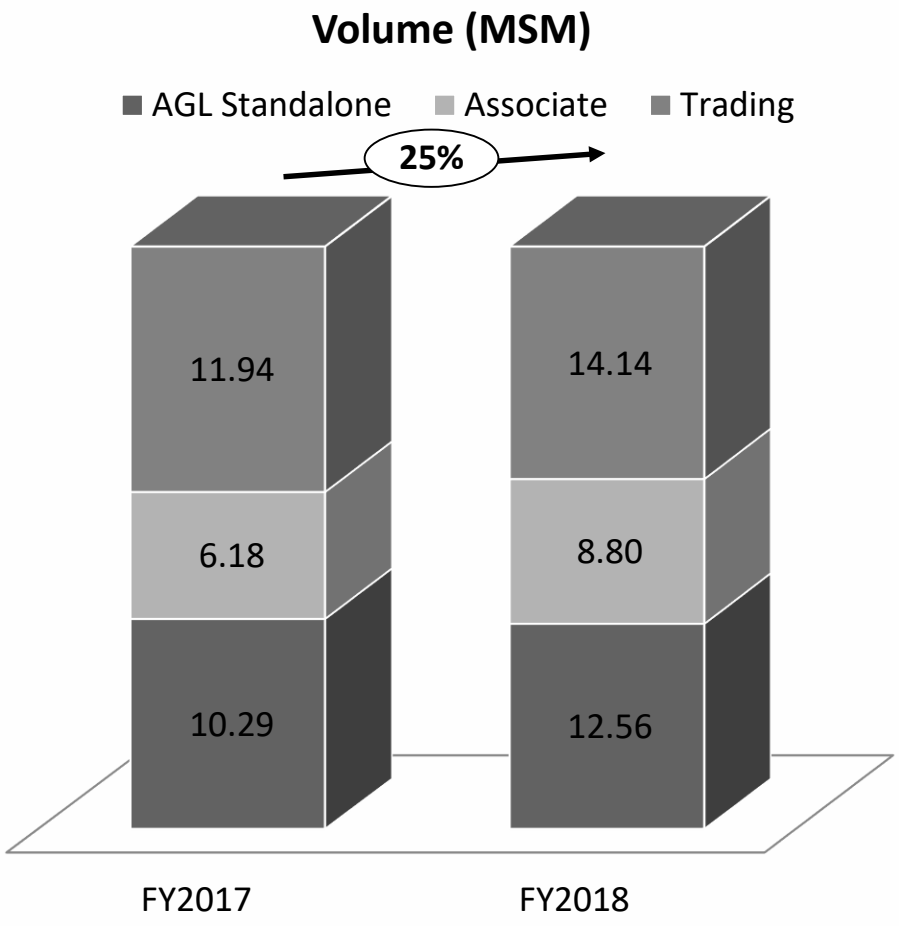
# Business Performance* – Q4 FY18

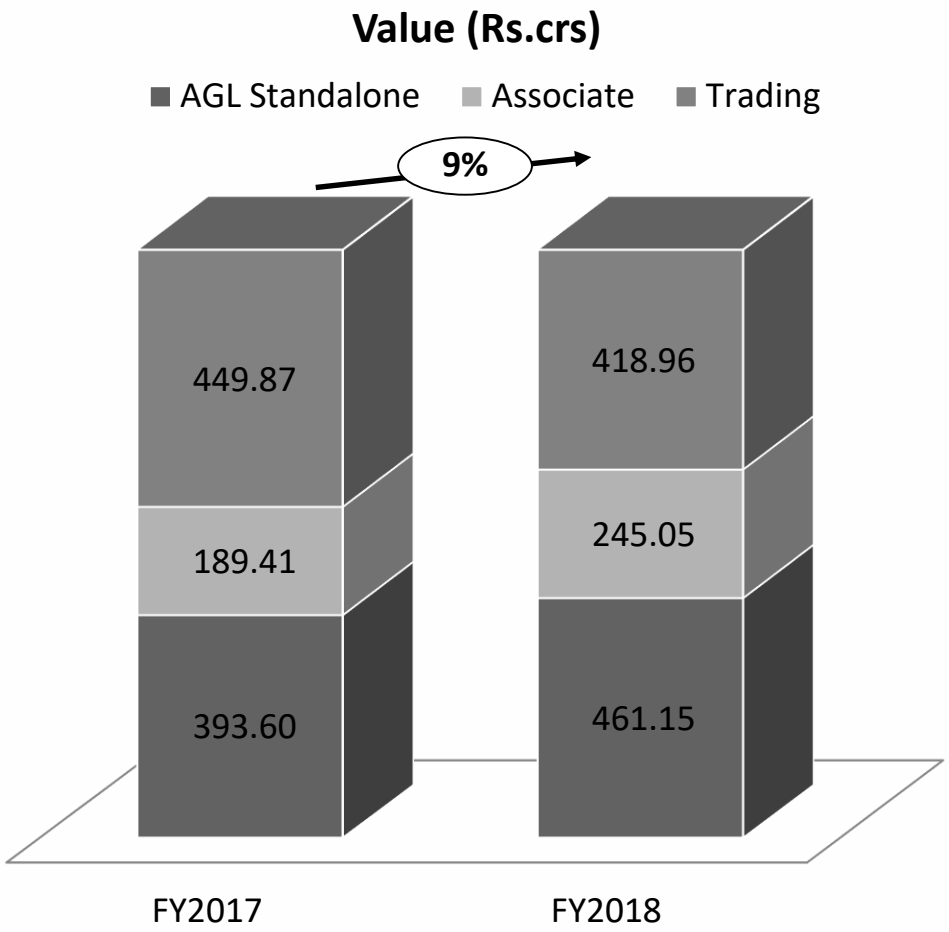



* Tiles, Marble & Quartz Division

# Business Performance* – FY2018



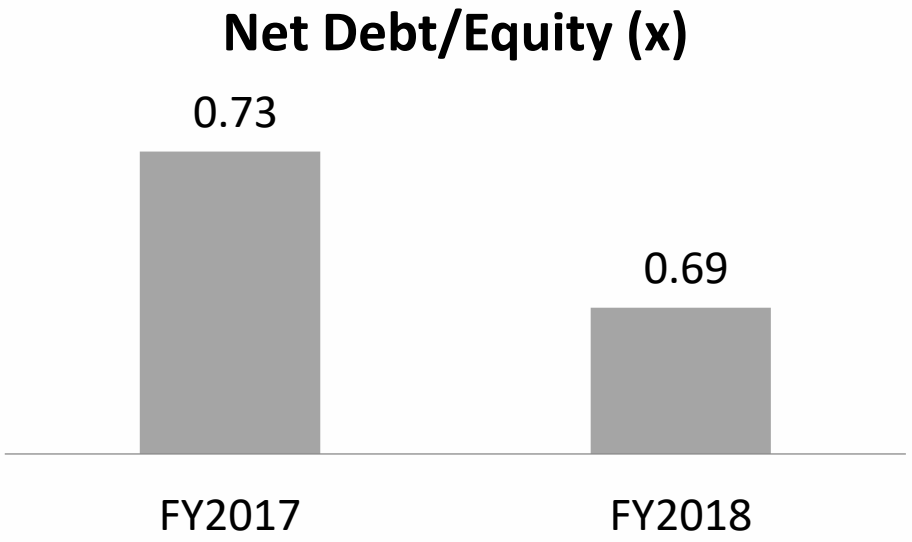



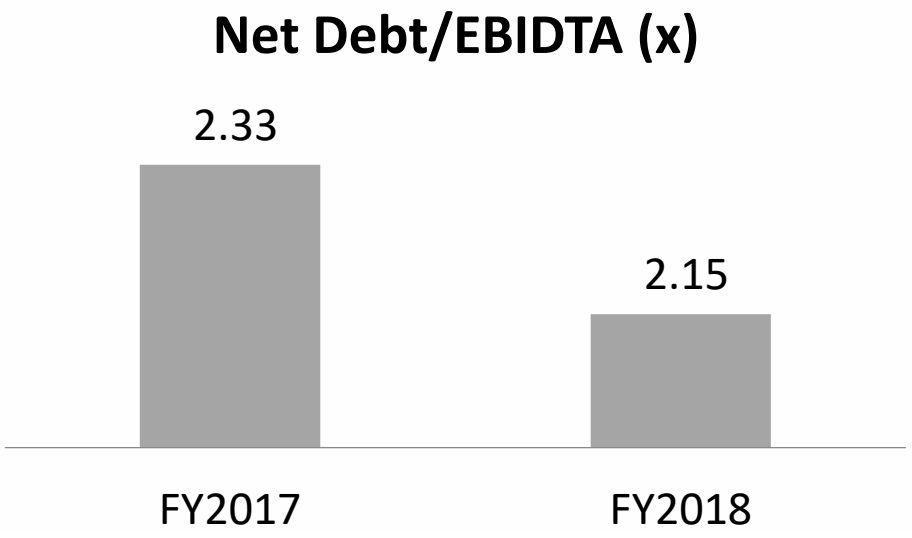

* Tiles, Marble & Quartz Division

# Leverage Ratios & Rating

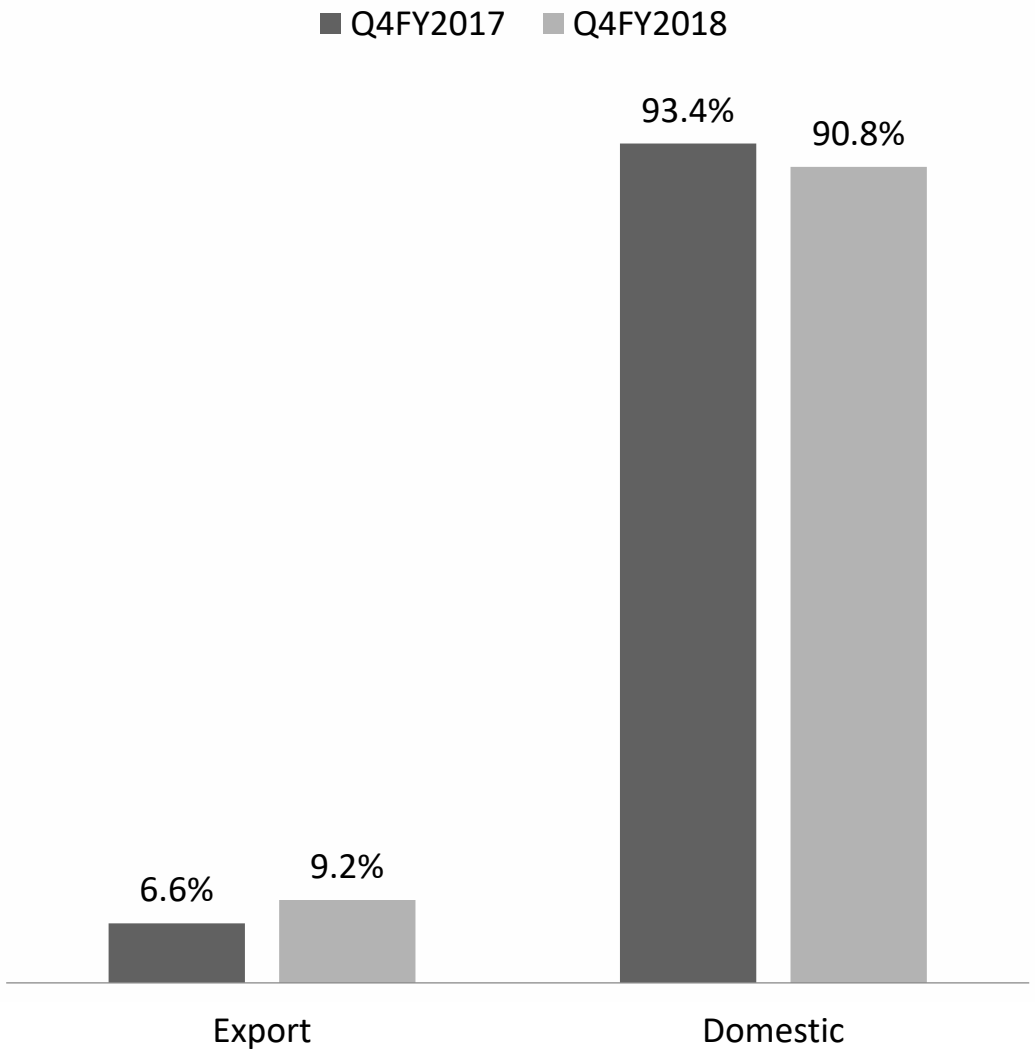
| Particulars | Mar-17 | Mar-18 |
|---|---|---|
| Short Term Borrowing | 103.9 | 115.7 |
| Long Term Borrowing | 209.2 | 204.5 |
| Total Debt | 313.1 | 320.2 |
| Less - Cash & Bank Balance | 17.3 | 20.8 |
| Net Debt | 295.8 | 299.4 |
| Networth | 405.0 | 431.5 |
| EBIDTA | 127.1 | 139.0 |

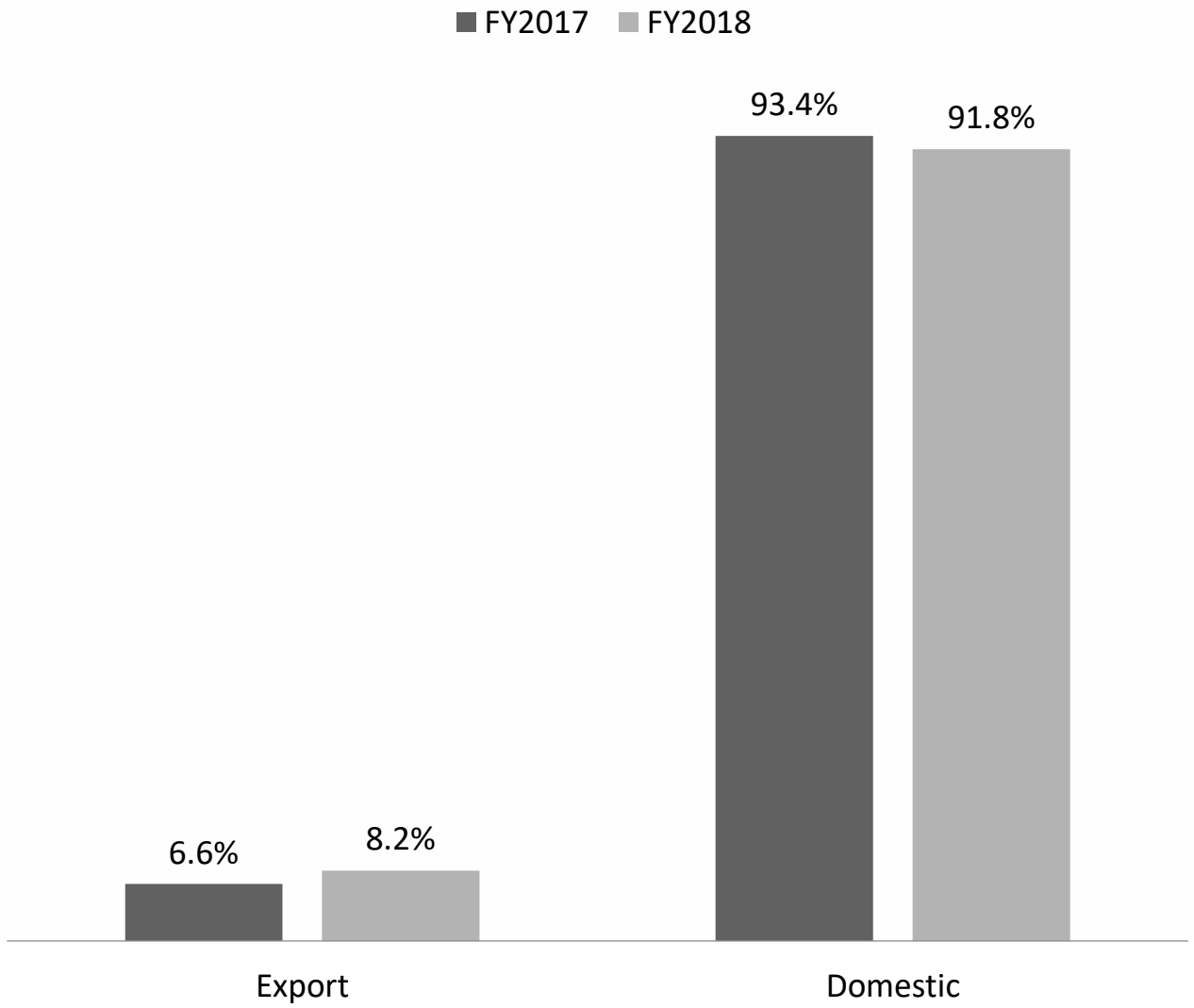
| Bank Facilities | Credit Rating |
|---|---|
| Long term bank facilities | ICRA - A |
| Short term bank facilities | ICRA - A1 |



# Export Vs Domestic Net Sales



# Consolidated Profit & Loss

| Particulars (Rs. Crs) | Q4 FY18 | Q4 FY17 | Y-o-Y | FY2018 | FY2017 | Y-o-Y |
|---|---|---|---|---|---|---|
| Revenue from Operations | 391.6 | 332.8 | 18% | 1,155.6 | 1,063.9 | 9% |
| Total Raw Material | 242.2 | 209.1 | 16% | 632.0 | 595.5 | 6% |
| Employee Expenses | 33.0 | 23.6 | 40% | 94.2 | 69.1 | 36% |
| Other Expenses | 80.1 | 65.6 | 22% | 290.4 | 272.2 | 7% |
| **EBITDA** | **36.3** | **34.5** | **5%** | **139.0** | **127.1** | **9%** |
| *EBITDA Margin (%)* | *9.3%* | *10.4%* | | *12.0%* | *11.9%* | |
| Other Income | 0.5 | 2.9 | | 2.9 | 3.5 | |
| Depreciation | 7.1 | 6.4 | 11% | 25.4 | 24.2 | 5% |
| EBIT | 29.7 | 31.0 | -4% | 116.5 | 106.4 | 9% |
| EBIT Margin (%) | 7.6% | 9.3% | | 10.1% | 10.0% | |
| Finance Cost | 8.3 | 9.7 | -15% | 36.5 | 39.6 | -8% |
| Profit before Tax | 21.4 | 21.3 | 1% | 80.0 | 66.8 | 20% |
| Tax | 4.2 | 4.0 | | 25.6 | 19.0 | |
| **Profit After Tax** | **17.2** | **17.3** | **-1%** | **54.4** | **47.9** | **14%** |
| Share of Profits of Associates / JV | 0.7 | -0.2 | | 2.5 | 1.5 | |
| Minority Interest | 1.0 | 1.6 | | 4.3 | 4.3 | |
| **Net Profit for the period after Share of Profit of Associates** | **16.8** | **15.6** | **8%** | **52.6** | **45.1** | **17%** |
| *PAT Margin (%)* | *4.3%* | *4.7%* | | *4.6%* | *4.2%* | |

# Consolidated Balance Sheet

| Equity & Liabilities (Rs. Crs.) | Mar-18 | Mar-17 |
|---|---|---|
| Equity share capital | 30.1 | 30.1 |
| Other Equity | 401.4 | 368.9 |
| **Total Equity** | **431.5** | **399.0** |
| Non Controlling Interest | 32.5 | 24.4 |
| Financial Liabilities | | |
| Borrowings | 115.7 | 103.9 |
| Other financial liabilities | - | 17.0 |
| Provisions | - | - |
| Deferred tax liabilities (Net) | 24.3 | 19.2 |
| Other non-current liabilities | 0.2 | 0.3 |
| **Total Non Current Liabilities** | **140.2** | **140.4** |
| Financial Liabilities | | |
| Borrowings | 204.5 | 209.2 |
| Trade payables | 296.5 | 229.8 |
| Other financial liabilities | 37.2 | 26.9 |
| Other current liabilities | 33.5 | 20.5 |
| Provisions | 4.6 | 6.1 |
| Current tax liability (Net) | 6.7 | 3.7 |
| Total Current Liabilities | 583.0 | 496.2 |
| Total Liabilities | 723.2 | 630.4 |
| **TOTAL EQUITY AND LIABILITIES** | **1,187.3** | **1,060.0** |

| Assets (Rs. Crs.) | Mar-18 | Mar-17 |
|---|---|---|
| **Property, plant and equipment** | **421.7** | **412.8** |
| Capital work in progress | 11.5 | 1.1 |
| Investment properties | 0.7 | 0.7 |
| Other Intangible assets | - | - |
| Financial assets | - | - |
| Investments | 21.8 | 15.9 |
| Loans | 0.7 | 8.6 |
| Others | 2.4 | 1.0 |
| Other non-current assets | 7.6 | 2.6 |
| **Total Non Current Assets** | **466.5** | **442.6** |
| Inventories | 275.9 | 273.5 |
| Financial Assets | | |
| Investment | 0.9 | 0.8 |
| Trade receivables | 400.5 | 299.7 |
| Cash and cash equivalents | 17.3 | 12.8 |
| Bank balances other than (iii) above | 3.4 | 4.6 |
| Loans | 3.1 | 0.8 |
| Others | 6.2 | 4.7 |
| Other current assets | 13.4 | 20.5 |
| **Total Current Assets** | **720.8** | **617.4** |
| **TOTAL ASSETS** | **1,187.3** | **1,060.0** |

AGL® TILES

Asian Granito India Ltd.

*Beautiful Life*

Asian Granito India Limited

# ASIAN GRANITO INDIA LIMITED

**COMPANY**

**ASIAN GRANITO LIMITED**
CIN : L17110GJ1995PLC027025


**Mr. Himanshu Shah**

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