



Date: 23<sup>rd</sup> May, 2024

To,  
Corporate Relations Department  
**BSE Limited**  
2<sup>nd</sup> floor, P.J. Tower,  
Dalal Street,  
Mumbai – 400 001  
**Company Code: 532888**

To  
Corporate Relations Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1, G-Block  
Bandra Kurla Complex, Bandra (E),  
Mumbai- 400 051  
**Company Code: ASIANTILES**

Dear Sir/ Madam,

**Subject: Investor Presentation**

Please find attached Investor Presentation for the quarter and year ended on 31<sup>st</sup> March, 2024. It is also uploaded on the website of the Company [www.aglasiangranito.com](http://www.aglasiangranito.com).

This information is submitted to you pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to kindly take on your record.

Thanking You.

Yours truly,

**For Asian Granito India Limited**

**Dhruti Trivedi**  
**Company Secretary and Compliance Officer**

Encl: As above

Regd. & Corp. Office:  
202, Dev Arc, Opp. Iskcon Temple,  
S. G. Highway, Ahmedabad - 380 015  
Gujarat (INDIA)  
Tel : +91 79 66125500/698  
E : [info@aglasiangranito.com](mailto:info@aglasiangranito.com)  
W : [www.aglasiangranito.com](http://www.aglasiangranito.com)  
CIN : L17110GJ1995PLC027025

**TILES | MARBLE | QUARTZ | BATHWARE**



**Asian Granito India Ltd.**

INDIA'S LEADING  
TILES,  
MARBLE,  
QUARTZ  
& BATHWARE BRAND



Premium  
*ka* Pappa



INVESTOR  
PRESENTATION - 2024



# Contents

1

About Asian Granito

2

Financial Performance

3

Overview on Business Segments

4

Business Presence / Customers

5

Brand Visibility

6

Shareholding Pattern

7

Investment Rationale



# About Asian Granito - Quality Driven Tiles and Bathware Brand



Premium  
*ka*Pappa



**4<sup>th</sup> Largest Listed**  
Ceramic Tiles Company



**INR 1,305 Cr**  
FY24 Revenue <sup>1</sup>



**54.5 Mn Sqm**  
Installed Capacity



**100+**  
Countries Presence



**14,000+**  
Touch Points



**6,000+**  
Employees



**14**  
Plants <sup>2</sup>



**2,700+** Distributors,  
Dealers and Sub dealers



**5% Revenue**  
**5Y CAGR <sup>1</sup>**  
(FY19- FY24)



**-7% EBITDA**  
**5Y CAGR <sup>1</sup>**  
(FY19- FY24)



**27% PBT**  
**5Y CAGR <sup>1</sup>**  
(FY19- FY24)



**33% PAT**  
**5Y CAGR <sup>1</sup>**  
(FY19- FY24)

► Incorporated in 1995; commenced tiles operations in 2001, Asian Granito is a new age luxury surfaces, bathroom solutions company headquartered at Ahmedabad, Gujarat.

► Today, Asian Granito manufactures and markets a wide range of products viz. Floor Tiles, Wall Tiles, Parking Tiles, Glazed Vitrified Tiles (GVT), Polished Vitrified Tiles (PVT), Double Charge Tiles, Countertops, Quartz Surfaces, Marble Surfaces, Sanitaryware, Bathware, CP Fittings, Faucets and Construction Chemicals.



1. The numbers are on Standalone

2. Total 14 units operating under 11 facilities including the ones owned by Subsidiaries and Associates

# Vision Is The Art Of Seeing What Is Invisible To Others



Kamlesh Patel  
Chairman & Managing Director



Mukesh Patel  
Managing Director



## VISION

To become a Global leader in providing innovative lifestyle solutions to make lives more beautiful and to create stakeholder success.



## MISSION

- Growing profitably across the AGL Group.
- To be pioneer in bringing latest technology and provide best quality products.
- Create competitive advantage in market and lead the industry by innovations.
- To create healthy & productive work environment for all employees and associates.
- To empower communities for working towards safe, clean and green environment.



## VALUES

### **INTEGRITY**

We are fair and ethical while taking every decision.

### **DISCIPLINE**

We create and adhere to a strict code of conduct.

### **TRANSPARENCY**

We share every learning and failure with the world and are open for feedback.

### **INNOVATION**

Being innovative is the belief and priority of AGL. It defines us and contributes greatly in our purpose of making lives more beautiful.

### **TEAMWORK**

We are committed to create an environment of teamwork. Every member of AGL team is valued and respected for their contribution.

### **QUALITY AND CUSTOMER FOCUS**

AGL strives to provide highest quality of products with an objective to add value to the success of our customers.

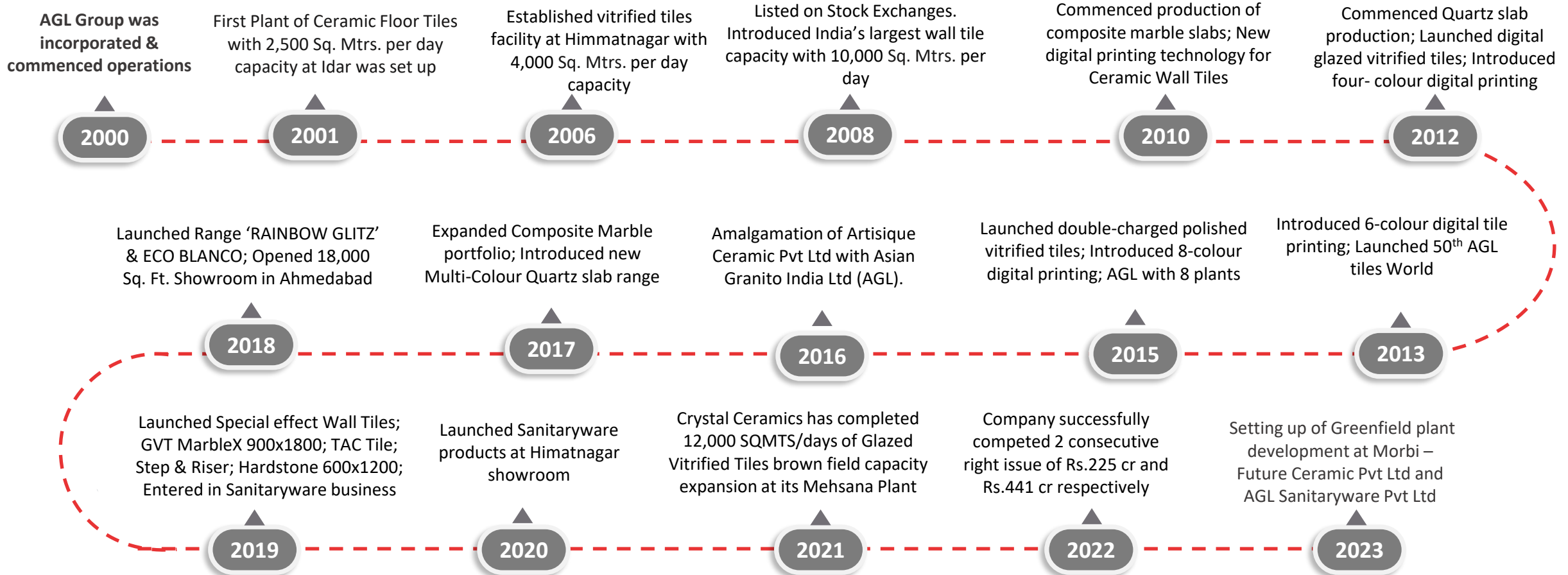
### **CONTINUOUS IMPROVEMENT & IMPLEMENT**

We consistently strive to improve our products, services, internal practices, skills and overall culture of the organisation through incremental and breakthrough progress.

# A Journey Full of Evolution and Growth



**Premium  
kaPappa**



Particulars	FY2000	FY2024
Sales	INR 0.88 Crores	INR 1,530.6 Crores
Capacity	0.83 Million Sq. Mtrs. per annum	54.5 Million Sq. Mtrs. per annum



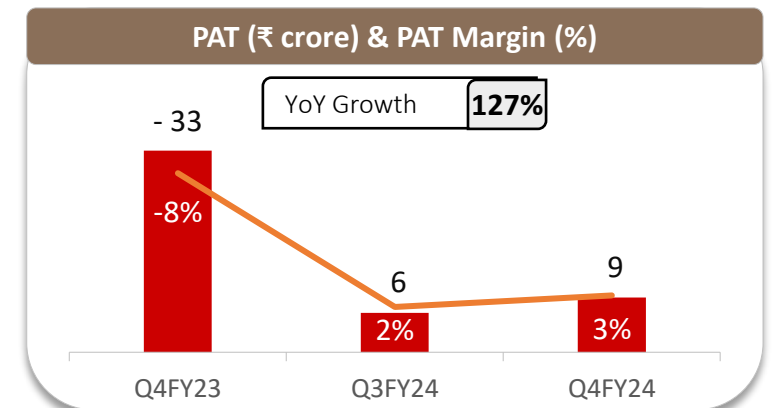
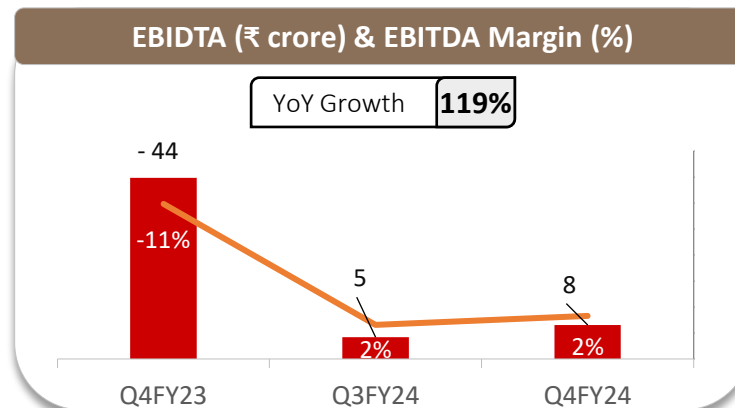
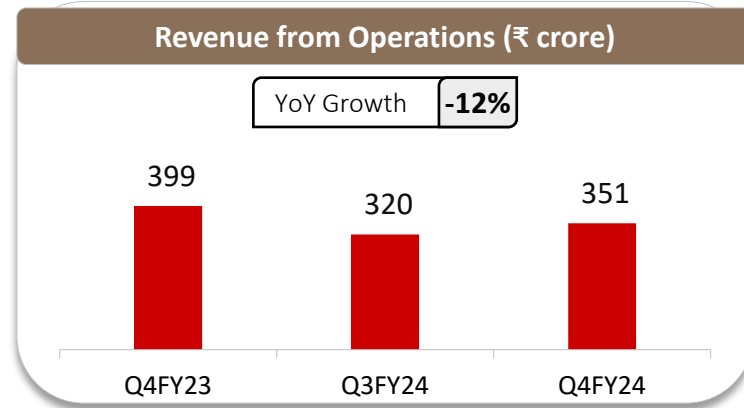
# Financial Performance

# Q4 & FY24 – Standalone Summarized Financial Performance

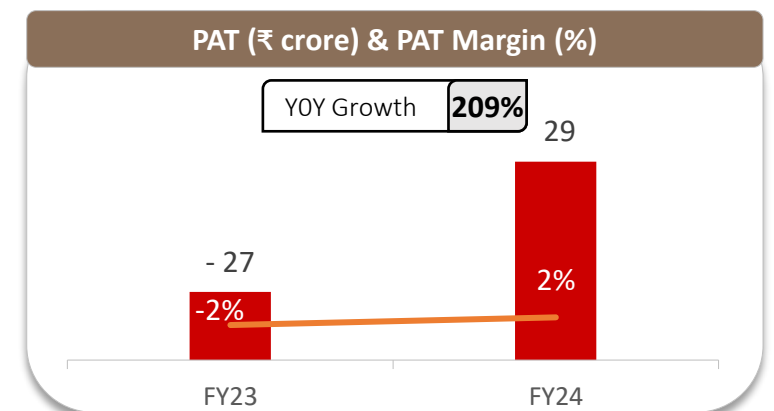
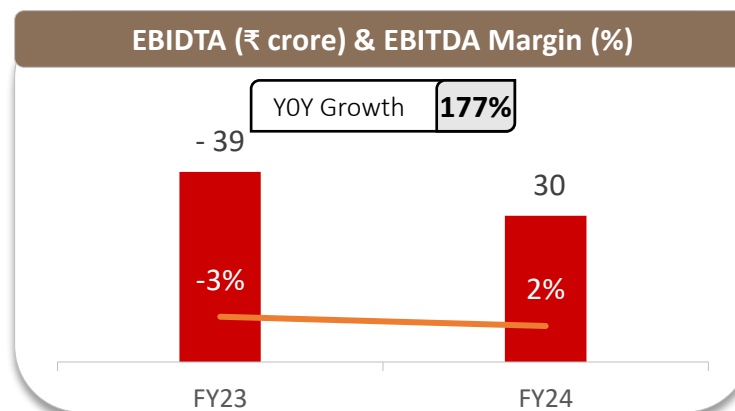
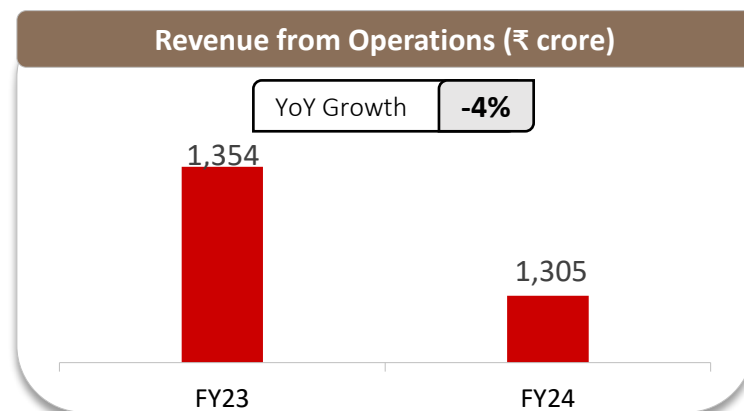


Premium  
*ka* Pappa

## Q4FY24



## FY24





# Q4 & FY24 – Standalone Profit & Loss



Particulars (₹ crore)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
<b>Revenue from Operations</b>	<b>350.79</b>	<b>398.59</b>	<b>-12%</b>	<b>320.44</b>	<b>10%</b>	<b>1,305.14</b>	<b>1,353.74</b>	<b>-4%</b>
Other Income	11.70	8.15		9.74		41.74	30.99	
<b>Total Income</b>	<b>362.48</b>	<b>406.74</b>	<b>-11%</b>	<b>329.98</b>	<b>10%</b>	<b>1,346.88</b>	<b>1,384.73</b>	<b>-3%</b>
Expenditure								
Cost of material consumed	275.19	327.88		240.54		990.51	1,019.28	
Employee benefit expenses	22.64	23.80		25.97		96.82	92.64	
Finance Cost	2.80	1.71		1.93		10.73	8.94	
Depreciation	5.45	4.75		4.82		20.10	19.04	
Power & Fuel	10.68	22.31		13.03		54.84	94.38	
Other Expenses	34.10	68.16		35.48		133.36	185.96	
<b>Total Expenses</b>	<b>350.87</b>	<b>448.60</b>	<b>-22%</b>	<b>321.76</b>	<b>9%</b>	<b>1,306.36</b>	<b>1,420.23</b>	<b>-8%</b>
<b>EBITDA (Excluding Other Income)</b>	<b>8.18</b>	<b>-43.55</b>	<b>119%</b>	<b>5.23</b>	<b>56%</b>	<b>29.61</b>	<b>-38.52</b>	<b>177%</b>
<b>EBITDA Margin</b>	<b>2.33%</b>	<b>-10.93%</b>		<b>1.63%</b>		<b>2.27%</b>	<b>-2.85%</b>	
<b>Profit Before Tax</b>	<b>11.62</b>	<b>-41.86</b>	<b>128%</b>	<b>8.22</b>	<b>41%</b>	<b>40.51</b>	<b>-35.50</b>	<b>214%</b>
<b>Profit After Tax</b>	<b>8.85</b>	<b>-32.56</b>	<b>127%</b>	<b>6.35</b>	<b>39%</b>	<b>29.10</b>	<b>-26.74</b>	<b>209%</b>

# FY24 – Standalone Balance Sheet

Particulars (₹ crore)	FY23	FY24
<b>Assets</b>		
Fixed Assets	238.35	227.16
Other non-current assets	416.79	564.18
Inventory	155.61	130.18
Investments	13.01	20.91
Trade Receivable	399.36	376.69
Cash and cash equivalents including Bank Balance	190.27	38.61
Total current assets	952.17	851.25
<b>Total Assets</b>	<b>1,607.32</b>	<b>1,642.58</b>

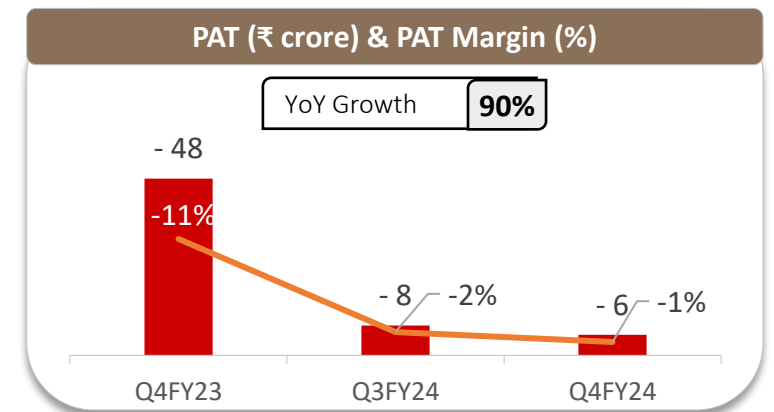
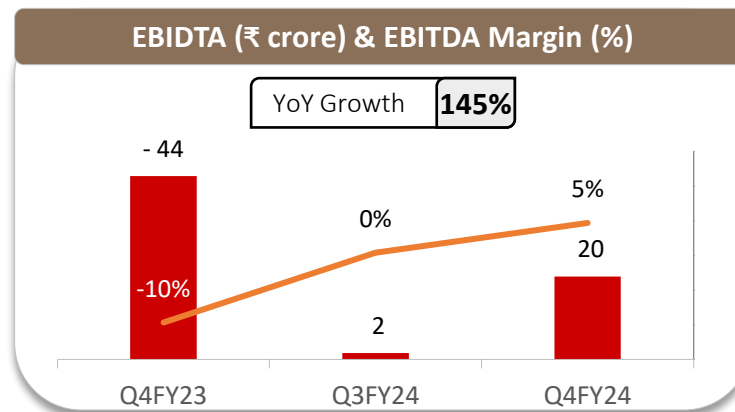
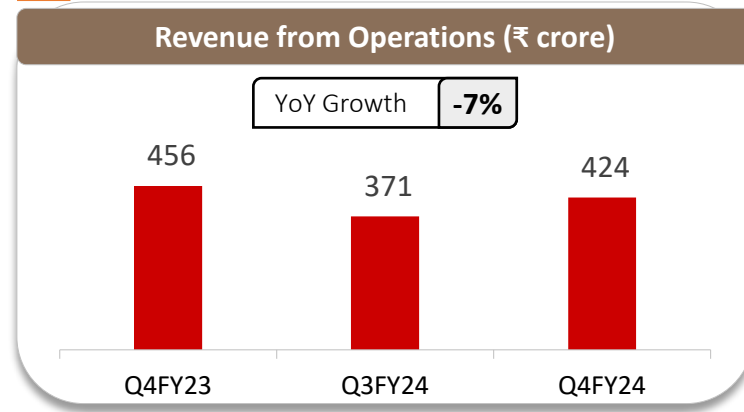
Particulars (₹ crore)	FY23	FY24
<b>Equity</b>		
Equity share capital	126.75	126.75
Tangible Net worth	1,220.99	1,274.53
<b>Liabilities</b>		
Non-current liabilities		
(i) Long-term Borrowings	9.43	11.87
(ii) Other non-current liabilities	14.66	23.44
Total non-current liabilities	24.09	35.32
Current liabilities		
(i) Short-term Borrowings including current maturities	69.79	55.48
(ii) Trade Payables	244.58	230.15
(ii) Other liabilities	47.86	47.11
Total current liabilities	362.23	332.74
<b>Total Equity and Liabilities</b>	<b>1,607.32</b>	<b>1,642.58</b>

# Q4 & FY24 – Consolidated Summarized Financial Performance

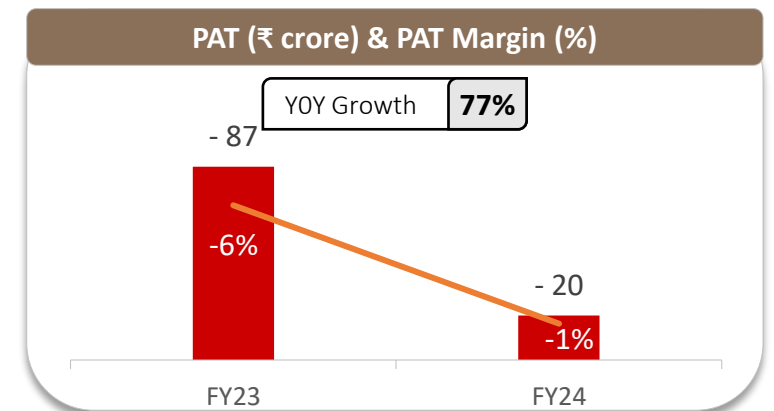
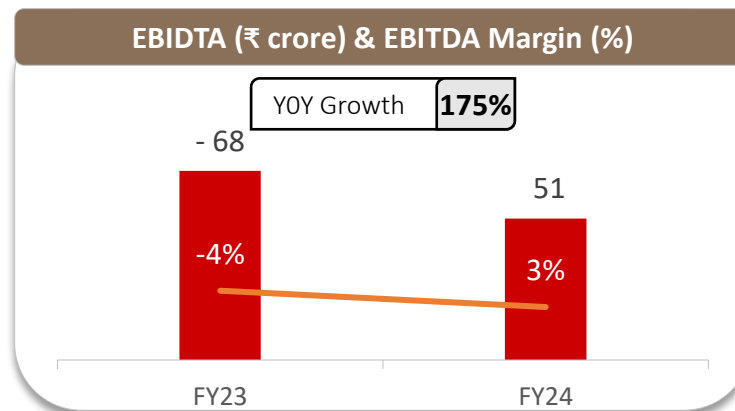
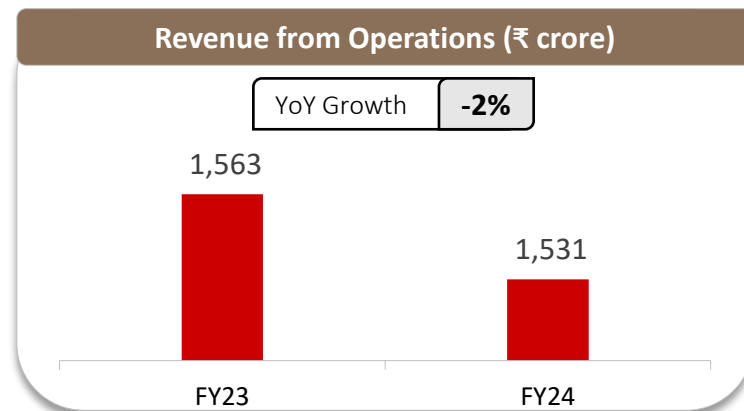


Premium  
*ka* Pappa

## Q4FY24



## FY24



# Q4 & FY24 – Consolidated Profit & Loss



Particulars (₹ crore)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
<b>Revenue from Operations</b>	<b>423.63</b>	<b>455.75</b>	<b>-7%</b>	<b>371.23</b>	<b>14%</b>	<b>1,530.59</b>	<b>1,562.72</b>	<b>-2%</b>
Other Income	4.43	3.06		1.28		12.43	16.76	
<b>Total Income</b>	<b>428.06</b>	<b>458.82</b>	<b>-7%</b>	<b>372.51</b>	<b>15%</b>	<b>1,543.00</b>	<b>1,579.48</b>	<b>-2%</b>
Expenditure								
Cost of material consumed	269.59	337.14		228.01		966.93	1,076.38	
Employee Cost	33.57	29.89		35.57		129.53	119.81	
Finance Cost	11.22	10.40		5.18		31.35	26.95	
Depreciation	12.93	8.64		12.10		46.99	34.14	
Power & Fuel	51.66	52.24		53.49		199.55	210.54	
Other Expenses	48.92	80.53		52.65		183.60	224.09	
<b>Total Expenses</b>	<b>427.90</b>	<b>518.85</b>	<b>-18%</b>	<b>387.01</b>	<b>11%</b>	<b>1,557.95</b>	<b>1,691.92</b>	<b>-8%</b>
<b>EBITDA</b>	<b>19.89</b>	<b>-44.05</b>	<b>145%</b>	<b>1.50</b>	<b>1,223%</b>	<b>50.98</b>	<b>-68.11</b>	<b>175%</b>
<b>EBITDA Margin</b>	<b>4.70%</b>	<b>-9.66%</b>		<b>0.41%</b>		<b>3.33%</b>	<b>-4.36%</b>	
<b>Profit Before Tax</b>	<b>0.17</b>	<b>-60.03</b>	<b>100%</b>	<b>-14.49</b>	<b>101%</b>	<b>-14.93</b>	<b>-112.44</b>	<b>87%</b>
<b>Profit After Tax</b>	<b>-5.49</b>	<b>-48.41</b>	<b>89%</b>	<b>-8.14</b>	<b>33%</b>	<b>-20.07</b>	<b>-87.01</b>	<b>77%</b>



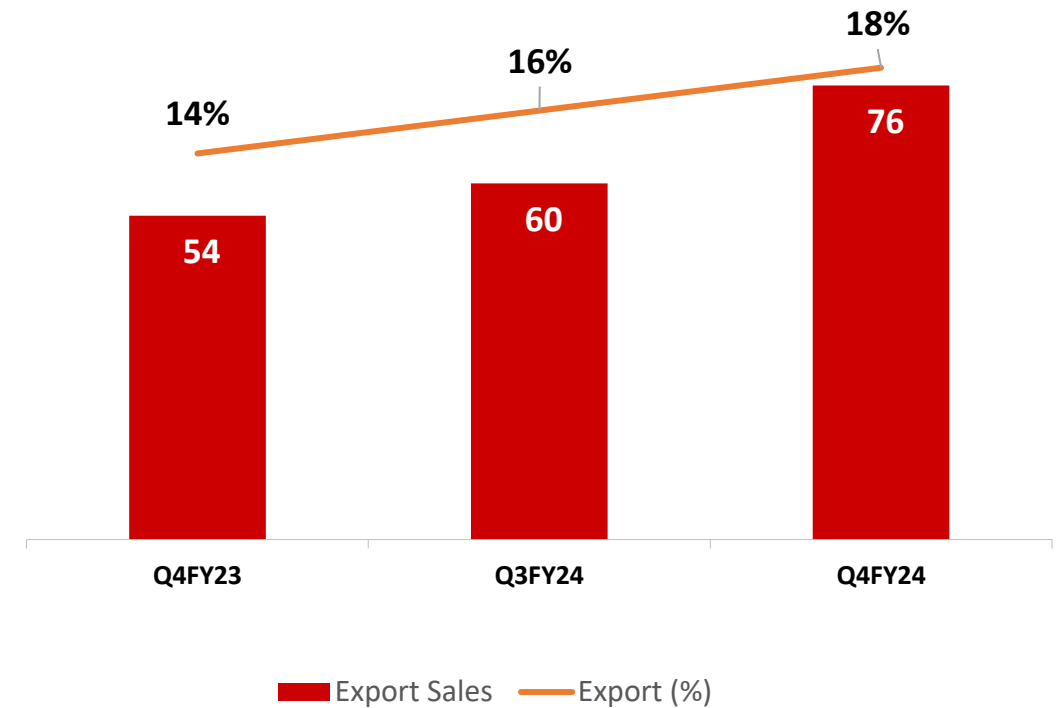
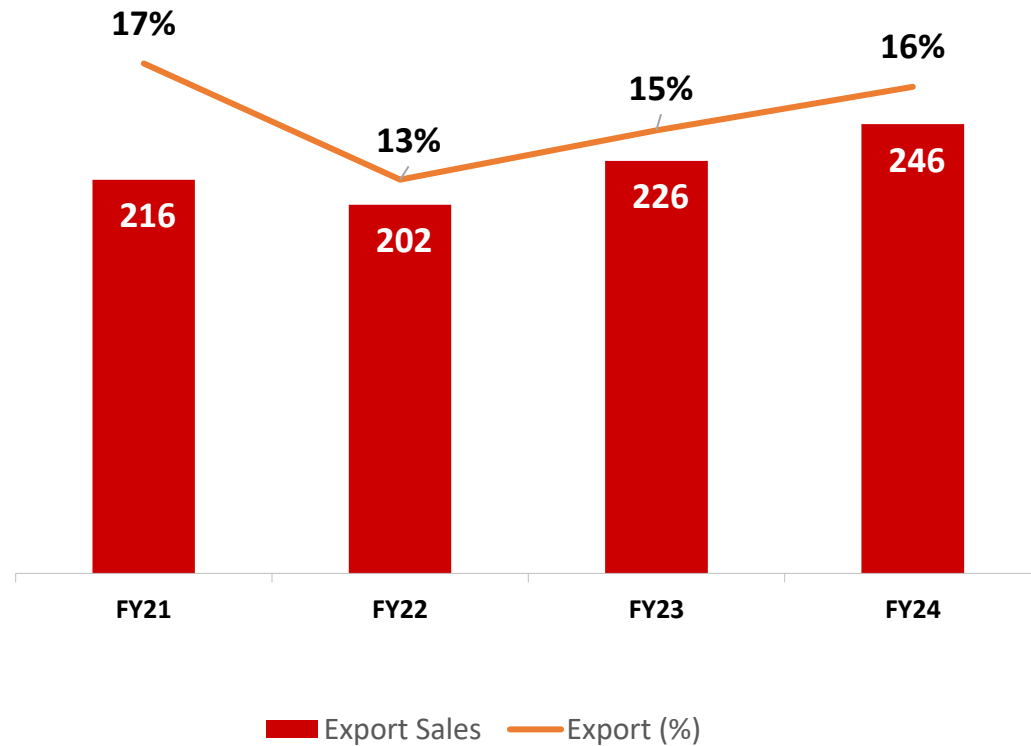
# FY24 – Consolidated Balance Sheet



Particulars (₹ crore)	FY23	FY24
<b>Assets</b>		
Fixed Assets	562.96	767.52
Other non-current assets	50.87	35.19
Inventory	255.04	267.13
Investments	13.01	21.02
Trade Receivable	417.34	405.01
Cash and cash equivalents including Bank Balance	210.33	57.02
Total current assets	1,127.68	1,100.45
<b>Total Assets</b>	<b>1,921.69</b>	<b>1,906.84</b>

Particulars (₹ crore)	FY23	FY24
<b>Equity</b>		
Equity share capital	126.75	126.75
Tangible Net worth	1,277.35	1,279.97
<b>Liabilities</b>		
Non-current liabilities		
(i) Long-term Borrowings	89.92	131.52
(ii) Other non-current liabilities	7.17	10.30
Total non-current liabilities	97.08	141.82
Current liabilities		
(i) Short-term Borrowings including current maturities	136.59	116.69
(ii) Trade Payables	304.72	275.18
(ii) Other liabilities	105.95	93.18
Total current liabilities	547.26	485.05
<b>Total Equity and Liabilities</b>	<b>1,921.69</b>	<b>1,906.83</b>

# CONSOLIDATED EXPORTS AS PERCENTAGE OF SALES



# FY24 – Key Business, Operational and Financial Result Highlights



Premium  
*ka* Pappa



## Operational Performance

- ▶ In FY24, the capacity utilization stood at 56%.
- ▶ In FY24, export revenue stood at ₹ 246 Cr and contribute 16% of the revenue.
- ▶ In FY24, domestic revenue stood at ₹ 1,271 Cr and out of which West (51%), North (19%), South (19%) and East (11%).
- ▶ In FY24, Ceramic Tiles production volume increased by 9% to 29.94 MSM and in Q4FY24 decreased by 4% to 7.33 MSM.
- ▶ In FY24, Marble & Quartz production volume decreased by 2% to 0.86 MSM and in Q4FY24 increased by 17% to 0.27 MSM.
- ▶ In FY24, revenue from Sanitaryware was ₹ 39 Cr



## Financial Performance

- ▶ In FY24, revenue from operation decreased by 2% to ₹1,531 Cr.
- ▶ In FY24, EBITDA increased by 175% to ₹ 51 Cr due to marginal softening in gas prices and raw material prices.
- ▶ In FY24, PAT increased by 77% to ₹ -20.07 Cr.



## Business Performance

- ▶ Average gas cost for FY24 was ₹ 39.40/scm as compared to ₹ 53.09/scm in FY23.
- ▶ Average propane gas cost for FY24 was ₹ 57.48/kg as compared to 63.22/kg in FY23.
- ▶ The Company is constantly coming up with new products by using latest technology like Robotech Technology.
- ▶ The Company has also proposed Scheme of Arrangement to bring various production facility of subsidiary/outourcing companies under the umbrella of AGL.
- ▶ Commercial Production started in both the new facility at Morbi i.e. in Future Ceramics Private Limited and AGL Sanitaryware Private Limited.



# Overview on Business Segments



# Ceramic Tiles - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Tiles market



Premium  
*ka* Pappa

## Product Basket:

### Ceramic Tiles (Wall & Floor)

Wall Tiles, Polished Porcelain,  
Tuff Guard Floor

### Polished Vitrified Tiles

(PVT) & Double Charge (DC) Soluble  
Salt, Twin Charge, Double Charge,  
(Jumbo & Imperio)

### Glazed Vitrified Tiles (GVT)

Grestek, Hardstone, MarbleX, Splendour  
Series, XXL Series, Slimgres, Marvel Series

### Outdoor Tiles

(Heavy duty Vitrified Tiles)  
Grandura +, Eco Blanco Roof Tiles

## AGL Advantage:

- Innovation, reliability, adaptability, competitive pricing, commitment to quality serve as the cornerstones of propelling business growth in this segment.
- Strategic emphasis is on building a differentiated portfolio with alluring designs that meet evolving customer preferences.

## AGL'S Presence in Tiles

- 2001**  
Manufacturing since
- 2023**  
Started trading activity of Large Slab tiles products in UAE
- 100+**  
Countries of export
- 1,58,920 sq.mtrs**  
Daily tile mfg capacity from 10 plants
- 29.94 mn sq.mtrs**  
Total Production in FY24

Company has entered into Joint Venture Agreement ("JVA") with various individuals of Nepal and incorporated new company namely Nepovit Ceramic Pvt Ltd. as an Joint Venture Company ("JVC") to set up wall tiles manufacturing unit in Nepal for which the Company has made required initial investment as per JV Agreement.

## Manufacturing Presence:

### AGL OWN PLANTS

- Dalpur (GVT and Wall)
- Dholka (Wall)
- Idar (Floor)

### AGL SUBSIDIARY PLANTS

- Crystal Ceramics, Mehsana (GVT)
- Gresart Ceramica, Morbi (Digital Wall)
- Future Ceamic, Morbi (Large Format GVT)

### OUTSOURCING PLANTS

- Adicon Ceramica, Morbi (Mega Slab plant)
- Affil Vitrified, Morbi (GVT)
- Ivanta Ceramics, Morbi (Wall)



Morbi	29.48 mn sqm
Himmatnagar	5.94 mn aqm
Idar	2.84 mn sqm
Dholka	2.31 mn sqm
Mehsana	11.88 mn sqm

### Production Capacity

## End User Industry Application



Real Estate



Residential



Hospitals



Institutional

# Ceramic Tiles – Operational and Financial Performance



Premium  
*ka*Pappa

## Production Volume Data

Million Sq.Mtr



Q4FY23

Q4FY24



FY23

FY24

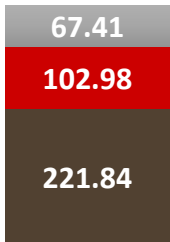
Outsourcing

Subsidiary

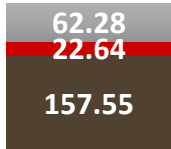
Own Manufacturing

## Revenue Break Up

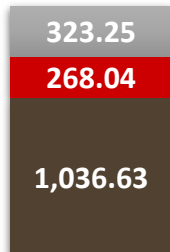
Rs. In Crore



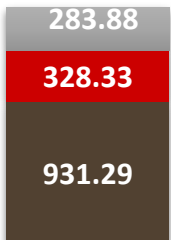
Q4FY23



Q4FY24



FY23



FY24

# Ceramic Tiles – Niche Products



**STYLEX  
BLAZED VITRIFIED  
TILES**



**GRESTEK  
MARBLEX**



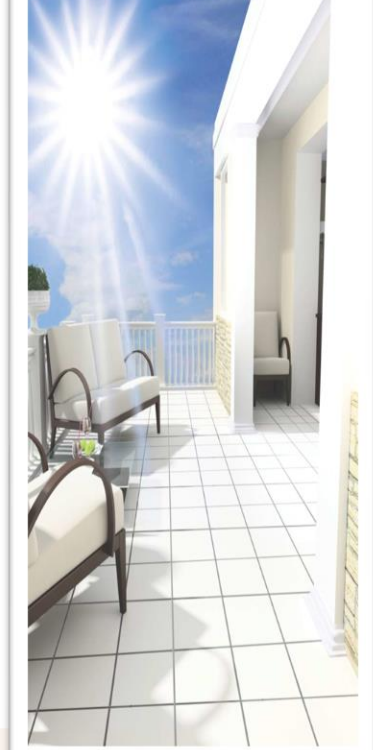
**GRESTEK  
DIGITAL GLAZED  
VITRIFIED TILES**



**POLISHED  
VITRIFIED TILES**



**NATURAL  
WOODEN PLANKS**



**SOLAR REFLECTIVE  
ROOF TILES**

# Marble & Quartz - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Marble & Quartz market



Premium  
*ka* Pappa

## Product Basket:

### Marble

Multi-colored Marble, Marble, Imported Natural Marble, Onyx Marble

### Quartz

Multi-colored Quartz, EStone

## AGL Advantage:

- The exceptional durability and scratch resistance of our marble and quartz, surpassing that of granite, has given our products a unique edge. With a superior surface hardness and minimal porosity, our marble and quartz find high application in households, educational institutions and medical facilities, offering heightened resistance to bacterial growth.
- We are a leader in this segment within India and have a growing presence in the global market.

## AGL'S Presence in Marble and Quartz

- 2009** Marble Manufacturing since
- 2011** Quartz Manufacturing since
- 2022** Quartz products started in USA
- 2023** Started trading activity of Marble products in UAE
- 10** Countries of export
- 6,100 mn sq.mtrs** Daily marble and quartz manufacturing capacity from 3 plants
- 0.86 mn sq.mtrs** Total Production in FY24

Demand for Quartz increase in overseas market due to growing demand in Electronics & Semiconductor Industries, Hospitality, Real Estate, Residential and Institutional.

## Manufacturing Presence:

### AGL OWN PLANTS

- AGL OWN PLANTS
- Dalpur (Marble)
- Dalpur (Quartz)

### AGL SUBSIDIARY PLANTS

- Amazoone, Dalpur (Quartz)



Himmatnagar **2.02 mn sqm**

### Production Capacity

## End User Industry Application



Real Estate



Residential



Hospitality



Institutional



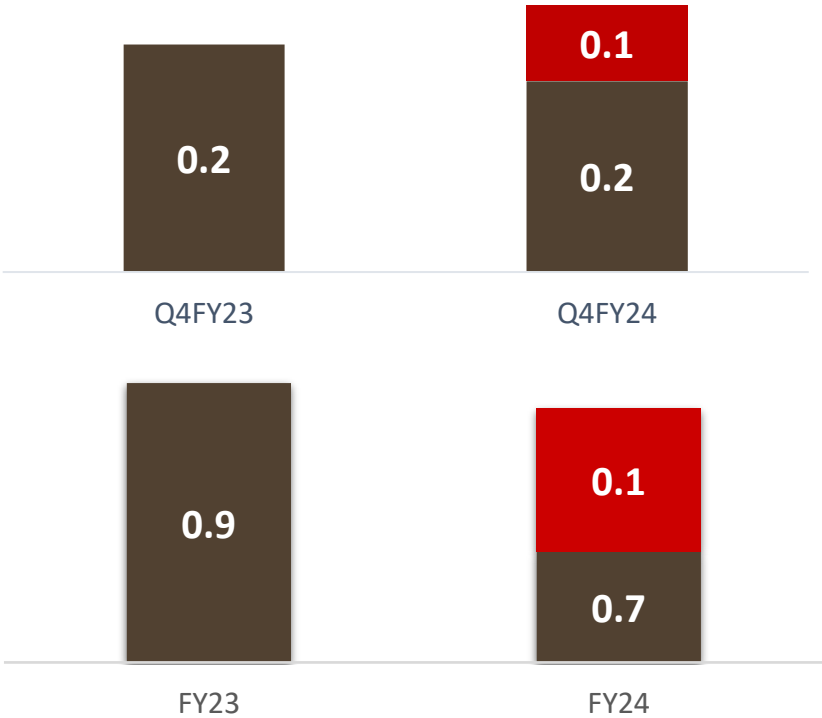
# Marble & Quartz - Operational and Financial Performance



Premium  
*ka* Pappa

Production Volume Data

Million Sq.Mtr

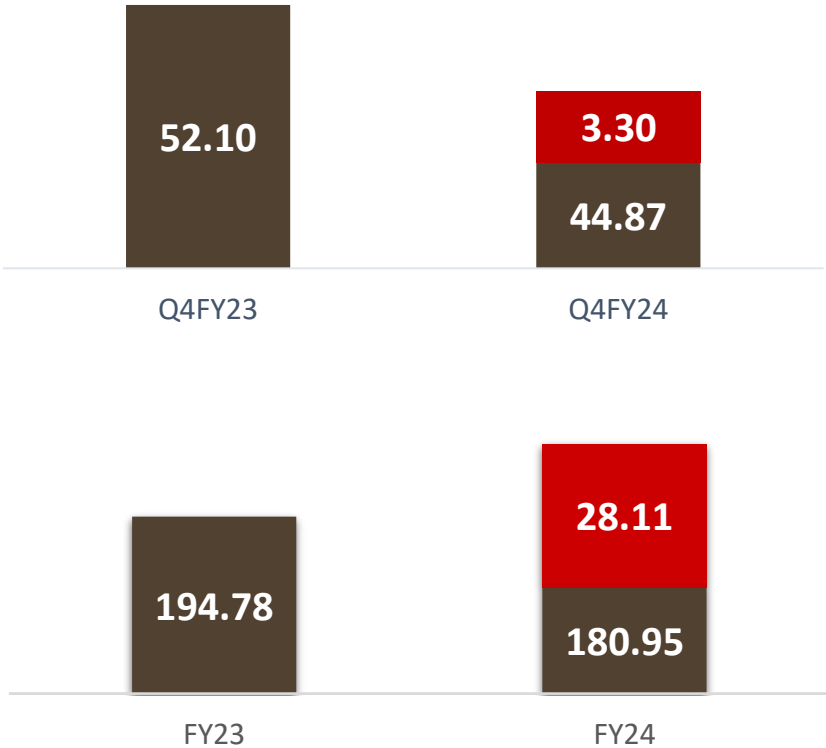


Subsidiary

Own Manufacturing

Revenue Break Up

Rs. In Crore



# Sanitaryware & Bathware - Business Overview



Premium  
*ka* Pappa

## Product Basket:

### Sanitaryware

Water Closets, Basins, Urinals, Cisterns,  
Seat Covers

### Faucets & Bath Fittings, Taps

Bathroom Accessories, Showers, Allied  
Items

## AGL Advantage:

- Foray into bathware enabled a strategic diversification of product portfolio
- Previously reliant on third-party vendors and contract manufacturing, the establishment of new sanitaryware plant has propelled another phase of growth for Asian Tiles

## AGL'S Presence in Bathware

- **Oct 2023**  
Manufacturing since
- **10**  
Countries of export
- **2,000 Pieces**  
Daily Bathware manufacturing capacity
- **0.18 mn pieces**  
Total Production in FY24

Company has a vision to be among top player in the sanitaryware space with the launch of its first plant and expects turnover of around Rs. 400 crore from Sanitaryware & Bathware division in five years

## Manufacturing Presence:

### AGL OWN PLANTS

- Currently being sourced from partners under sourcing agreements

### AGL SUBSIDIARY PLANTS

- AGL Sanitaryware, Morbi



### Production Capacity

0.66 mn pieces

## End User Industry Application



Real Estate



Residential



Hospitals



Institutional

# Product Innovation



Premium  
*ka* Pappa



1<sup>st</sup> to Introduce  
Full Body tiles in India

WORLD'S WHITEST



1<sup>st</sup> to Introduce  
World's Whitest Carrara  
White Double Charge  
Vitrified tiles



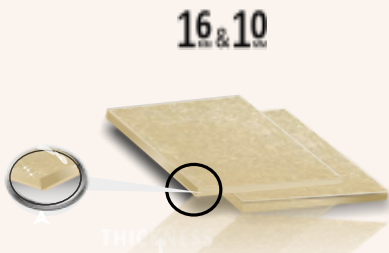
1<sup>st</sup> to Introduce  
Grestek XXL Large format  
tiles 800x1200mm



1<sup>st</sup> to Introduce  
World's 1000x1000mm  
Jumbo Double Charge  
Vitrified Tiles



1<sup>st</sup> to Introduce 30 mm  
thickness Quartz stone  
with own manufacturing  
of Engineered Marble &  
Quartz stone in India



Introduced 16mm Thick  
Heavy Duty Vitrified tiles  
Grestek Hardstone



1<sup>st</sup> to Introduce 300x900 mm  
Large Format  
Wall & Vitrified tiles



1<sup>st</sup> to Introduce 6.8 mm  
Slimgres tiles



1<sup>st</sup> to Introduce  
1600x3200 mm Large Slab

# Manufacturing Facilities



Premium  
*ka* Pappa

OWN PLANTS

AGL Dalpur Plant (Wall Tiles)



AGL Dalpur Plant (GVT)



AGL Dalpur Plant (Marble & Quartz)



AGL Idar Plant (Floor Tiles)



AGL Dholka Plant (Wall Tiles)



SUBSIDIARY

Amazoone Dalpur Plant (Quartz)



Crystal Mehsana Plant (GVT)



GRESART Morbi Plant (Digital Wall Tile)



Future Ceramics Morbi (GVT)



OUTSOURCING

Associate Morbi Plant (Affil)



Associate Morbi Plant (Ivanta)



Associate Morbi Plant (Adicon)







**Business Presence /  
Customers**

# Multi-model approach to reach each corner of the country and across the world



Premium  
*ka* Pappa

## Dealer Network

02

**2,700 Dealers  
and Sub-Dealers**

across 35 states and  
union territories  
representing our  
retail presence

## Franchise Network

03

**235+ Exclusive  
Franchise  
Partners**

across  
states and union  
territories with  
14,000+ touch points

## Own Display Centers

04

**12 Company  
Owned Display  
Centers** across  
India

## Subsidiaries

05

**Company  
Owned 14**  
subsidiaries including  
in US & Dubai

# Marquee Corporate, Institutional and Projects Clientele



## Government Projects



## Builders



## Corporates



## Banks



## Apparel



## Multiplex



## Hotels



## Eatery Brands





# **Brand Visibility: Approach, Initiatives and Practice**



# Our Brand Ambassador Ranbir Kapoor



Premium  
*ka* Pappa





# Advertisement - Focused and Strategic



Premium  
*ka* Pappa



# Enhancement of Brand Visibility and Global Go-to-Market Expansion



Premium  
*ka* Pappa

## Brand Visibility Enhancement through New Age Means

- Expand and leverage Social Media presence and following through campaigns and influencer marketing



**1.5 Million Followers \***



**49.9 k Followers \***



**5.5 k Followers \***



**22.3 k Followers \***

- Company has signed renowned Bollywood Star Ranbir Kapoor as a Brand Ambassador for AGL brand.

## Further Expansion of Domestic Touch Points

- Expand exclusive showrooms presence under current franchise model
- Focus on addition of Dealers and Sub-dealers in the territories with low existing presence
- Addition in large Company owned Display Centres to engage more with the retail customers

## Expand International Presence through Strategic Planning

- Add new dealerships and distribution points in the Company's existing developed markets
- Build large presence in developed markets with growing demand through opening up of Subsidiaries and Warehouses to supply products in real time
- Explore OEM partnerships with importers, distributors and manufacturers abroad

Asian Granito is the highest followed Tiles Brand on Facebook in India

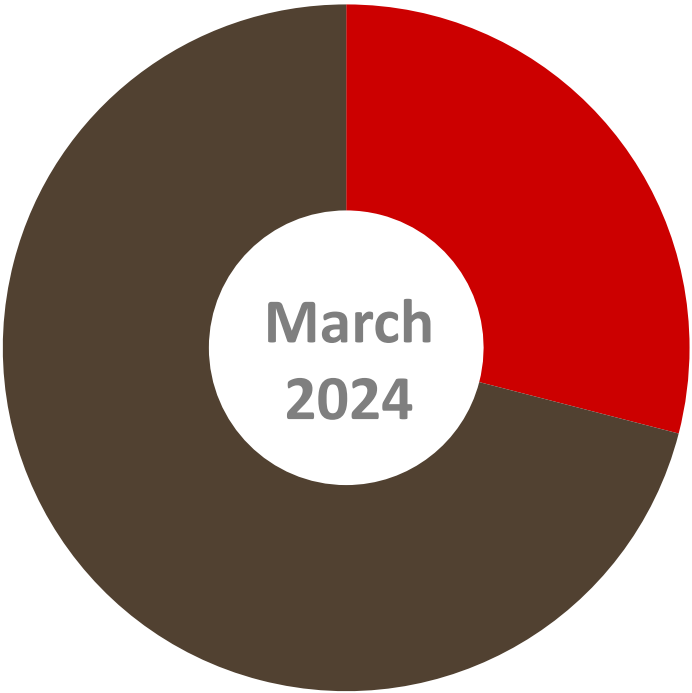
\* As on 22nd May 2024





# Shareholding Pattern

# Shareholding Pattern



<div></div> PROMOTER	29.02%
<div></div> Public	70.98%

NSE Ticker	ASIAN TILES
BSE Ticker	532888
Share Price (₹)^	57.15
Market Cap (₹ Mn)^	7,243
% Free Float^	70.98%
Free float market cap (₹ Mn)^	5,141
Shares outstanding^	12,67,45,316
3M ADTV (Shares)	12,30,271
3M ADTV (₹ Mn)	82.72
Industry	Ceramics

Source: NSE, ^As on 31 March 2024

# Investment Rationale



Premium  
*ka* Pappa



## State-of-the-art manufacturing:

The Company's success lies in its state-of-the-art manufacturing units equipped with advanced technology, high-end machinery, and cutting-edge testing equipment from Italy, China, India and beyond. The facilities are multipurpose, providing the flexibility to manufacture various product sizes and customize their portfolio to meet evolving customer demands without substantial capital investments.



## Customer Outreach:

The Company's customer outreach spans over 14,000+ touchpoints across 35 states and union territories in India. This encompasses 2,700+ dealers and sub-dealers, 235 exclusive franchise stores, and 12 Company-owned display centers.



## Innovative Products:

As a key player in the Indian ceramic industry, company aim to capture a higher market share by continuous product development and introducing new designs that align with customer requirements and evolving market trends.



## People Strength:

Company has a passionate and talented team of employees who are steered by the experience and vision of our senior leadership and promoters.



## Competitive Pricing:

The Company focus on strategic pricing to enable their trade partners to optimize their profit margins and effectively compete in their markets.



## Strengthened Supply Chain:

Through the implementation of various measures, company fortified their supply chain, ensuring swifter deliveries and reliable service.



## Enhanced Quality Control:

Reinforcing the commitment to achieving zero defect deliveries, company focus on quality measures across the value chain.





Premium  
*ka* Pappa

## Contact us

**ASIAN GRANITO INDIA LIMITED**

(ISIN: INE022I01019; NSE: ASIANTILES; BSE: 532888)

**REGISTERED & CORPORATE OFFICE:**

202 Dev Arc, Opposite Iskon Temple,  
SG Highway, Ahmedabad, Gujarat, 380015

[www.aglasiangranito.com](http://www.aglasiangranito.com)



**ARPIT MUNDRA & KRISHNA PATEL | EY IR**

E: [arpit.mundra@in.ey.com](mailto:arpit.mundra@in.ey.com)

E: [krishna.Patel2@in.ey.com](mailto:krishna.Patel2@in.ey.com)



**Mehul Shah | Chief Financial Officer**

E: [cfo@aglasiangranito.com](mailto:cfo@aglasiangranito.com)

*Thank you*