

Asahi India plans to maintain market share of 20% in Architectural segment

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Asahi India plans to maintain the market share of 20% in the Architectural segment in coming year, said Sanjay Ganjoo, Chief Operating Officer-Architectural Glass, Asahi India Glass.

In conversation with ETRealty, Ganjoo talked about company's future plan and how he sees the glass industry growing in India. Edited excerpts:

What is Asahi India plans for the coming year?

We currently hold around 20% market share in the architectural segment and we plan to maintain the same market share in the coming year.

Having said that, we continue to focus in value added products and this is the segment which will drive Indian glass industry in coming years especially after the Energy Conservation Building Code 2017 are implemented.

The company is already working towards setting up an additional float-glass facility in Taloja which will increase the company's capacity by over 500 tonnes. It will be operational by end of 2017 and will help increase the range of products that we offer.

How do you see the growth on glass industry in coming year?

We believe Indian glass industry is expected to grow by 10-12% in the next one year.

There will be increase in demand for energy efficient buildings because of the launch of new building codes. This is also expected to increase the demand for 'High-Performance Glasses' and according to us the segment might see a growth by 15% and more in coming years.

Has there been an impact of sluggishness in the residential real estate sector on the glass industry?

The construction industry in general has slowed down due the sluggishness in the residential real estate sector but the glass industry has managed to maintain the balance between demand and supply.

Having said that we believe schemes like Housing for All by 2022 and smart cities are likely boost the growth in construction sector.

How has been the impact of GST on glass industry?

We believe there will not be too much of an impact on the cost of the product but in the long term it is going to have a positive impact on the industry. The industry falls under the 28% tax slab which was the same tax we were paying before GST as well.