

IN TALKS WITH SANJAY GANJOO, CHIEF OPERATING OFFICER (ARCHITECTURAL GLASS)

Asahi India Glass Ltd. will be exhibiting its latest products at [Gulf Glass 2019](#). We spoke to the company's Chief Operating Officer, Sanjay Ganjoo; here's what he told us as he prepares to participate in the largest dedicated platform for the glass industry in the Middle East.

What products will you be showcasing at the event?

AIS has pioneered innovations in glass processing technology to develop both single-glazed and double-glazed products with the best 'green' parameters. This is giving developers and their architects greater choice and the ability to explore possibilities. These solutions enhance the aesthetics, efficiency and economics of commercial and residential spaces, compared to traditional building materials.

At our Gulf Glass stall, you will see a beautiful display of our high performance glasses – AIS Ecosense, that are available in SGU (Single Glazed Units) and DGU (Double Glazed Unit) and AIS Sunshield. Apart from these, we will display our value added glasses like integrated blinds and Swytchglas that are smart privacy solutions. We will also have our vibrant back painted glasses for display – AIS Décor. The colours of AIS Décor brings interiors alive!

AIS Ecosense

As intelligent sustainable solutions become a way of life, AIS Ecosense range strikes the perfect balance between outdoors and indoors, function and finesse. A natural choice for all environment-friendly architecture, Ecosense is now widely used on exterior facades to keep indoor spaces brighter and cooler. It allows light to pass through a window or face, while radiating, absorbing and reflecting away a large degree of the near-range infrared heat. AIS Ecosense comes in 5 variants – Enhance, Exceed, Excel, Essence & Edge.

AIS Sunshield –

It is a high-performance product that combines durability with advanced soft-coat, heat-reflective technology. AIS Sunshield effectively prevents heat from entering your buildings. It is available in 5 different shades – Radiant Amber, Oceanic Blue, Leaf Green, Icy Clear and Royal Gold.

AIS Swytchglas –

AIS Swytchglas is the cutting edge in glass technology. It has the power to control transparency, making it the smartest glass around. With AIS Swytchglas, you can turn the glass from transparent to translucent, with the click of a button. This presents a view into a whole new world of opportunities with glass.

AIS Décor -

AIS Decor has a unique coloured opaque appearance. It is manufactured using special, high quality paint on one side of the glass and is oven-cured through a unique process. This gives it a uniform feel and makes it highly resistant to heat, thus ensuring a lasting impression.

What value do these products bring to the Gulf glass industry?

Due to its fragile nature, the use of glass to bring natural light into buildings was earlier restricted only to windows and other small installations. With the development of new construction techniques, value additions and processing being done on glass, this material is now strong and durable and hence considered a viable choice for more complex structural requirements around the world.

Glass is now being used for facades on an unprecedented scale to create remarkable designs and yield eco-savings . Use of glass in façades gives a dramatic effect to the building. Glass Panel Façade systems offer versatile, high-performance coverage, with a wide range of stylish design possibilities.

All AIS products – be it external or internal glazing are made to suit all glass needs. They are made with great attention to give customers the right solution to their requirements, be it energy efficiency, privacy or safety and security.

Can you share your outlook on the Gulf glass industry? Why is it important for you to do business in the region?

Participating in an important event like Gulf Glass will give us a good opportunity to meet with the leading architects and façade consultants in the region. It will give us better coverage and hence help in brand awareness.

With efforts like these, we will be able to penetrate better in the market while creating relationships with traders, processors and aluminium fabricators.

What is unique about the Gulf industry compared to other regions?

The Gulf is a growing market with real estate construction at boom. Our wide range of product portfolio caters to customers' glass needs, be it in residential or commercial spaces. We hope that our products match the requirements of the customers in the Gulf region. We also have the capability to introduce customised products. Hence, we will know better about consumer tastes here and grow along with the market.

Is there something you are really looking forward to in the pipeline?

With AIS participation in Gulf Glass, we expect to meet the known faces of the real estate industry in Gulf and build relationships. We also look forward to create better awareness of AIS products in the influencers community.

How will it benefit customers to see you at the event?

The customers will get to not only know about the complete product range as also the latest in glass technology through our experts who will be at the stall, but also get to see demo of some of our value added products.

About Asahi India Glass Ltd. -

Asahi India Glass Ltd. (AIS) is India's leading integrated glass solutions company and a dominant player both in the automotive and architectural glass segments. It commands over 70% share in the Indian automotive glass market. Established in

1984, AIS' footprint today spans the entire spectrum of the automotive and architectural glass value chains. AIS provides end to end solutions right from manufacturing of glass, processing, fabrication and installation services. We cater to customers in domestic and international markets. It is a sand-to-solutions organization offering varied types of glass products & services for institutional buyers as well as retail customers.

The company's origin can be traced to the JV agreement between the Labroo family, Asahi Glass Co. Ltd. (AGC), Japan and Maruti Suzuki India Ltd. in 1984. As promoter group, the three entities jointly hold about 55% of paid-up equity capital of AIS with the balance 45% being held by the public. Listed on the National Stock Exchange and Bombay Stock Exchange, AIS epitomises the highest standard of transparency, integrity and most importantly, trust - amongst its customers for whom AIS is a partner of choice, its employees and other stake holders.

Our Collaborator- AGC Inc., Japan: Established in 1907, it is one of the leading glass producers of the world. The AGC Group has operations in over 20 countries with a total of over 200 subsidiaries and approximately 50,000 group employees worldwide. United in relentlessly pursuing operational excellence, each AGC Group member strives to create value under the banner of the group vision, "Look Beyond".

Today, more than ever, AIS - India's leading glass manufacturer, is driven to market-leading innovations providing the right blend between daylight and energy saving, visual and thermal comfort, technology and sensitivity, along with state of the art glass manufacturing plants. AIS enables an age of Green Buildings, supporting a truly sustainable future.

Meet with [Asahi India Glass Ltd.](#) at [Gulf Glass 2019](#) - Location: Maktoum Hall, Stand E141.