**AIS GLASS | Press Release**

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**Sanjay Labroo, MD & CEO, Asahi India Glass Ltd., Featured Amongst Best CEOs by BW Business World**

BW Businessworld, a prominent business magazine in India by the ABP Group, has covered Mr Sanjay Labroo, MD & CEO, Asahi India Glass Ltd. (AIS) under its feature ‘Best CEOs’ in the edition issued on 26th May, 2018. The feature gives an overview of how the firm has grown from strength to strength under the leadership of Mr Labroo since its establishment. It also presents Mr Labroo’s outlook on the future of the company and the industry as a whole.

From its humble beginnings in 1984 when the company was only serving Maruti Suzuki India Ltd. (MSIL), AIS has become the leading glass solutions provider in the whole-glass value chain. As a collaboration between the Labroo family, Asahi Glass Co. (Japan), and MSIL, AIS is one of the largest glass companies in India with 77% market share in automobile glass segment. Thanks to healthy growth and robust demand in the auto and architectural glass segments, AIS was able to leverage its technical expertise and innovative offerings for amalgamated growth.

The feature mentions AIS 32nd Annual Report 2016-17 wherein Mr Sanjay Labroo was quoted as saying: “AIS posted an all-time high absolute number for consolidated sales and profits. Our sales increased 7.5% from Rs 2207.37 crore last year to Rs 2372.99 crore this year. EBIDTA improved 11.08% from last year to reach Rs 441.71 crore. On a relative basis, these numbers do not fully represent AIS’ potential and are therefore not as per internal budgets, but overall, I am satisfied with AIS’ performance in FY 2016-17.”

The piece talks about latest developments headed by AIS in 2018. Expansion of existing portfolio is key to AIS’ strategy, and they were able to introduce the SunShield range of exterior heat reflective glasses in January 2018. The production is scheduled to start in Q3 FY18. They were also able to announce their 5th auto glass plant in Gujarat. This plant will cater exclusively to Maruti Suzuki with its latest global manufacturing technology across the entire value-added glass products range.

The feature also mentions Mr Labroo’s outlook on the future as mentioned in the annual report: “The auto industry is expected to grow at an average of 8-10% p.a. in India as the aspirations and the purchasing power of the young consumer increases. The key remains product quality and features. Today’s youth expects global quality standards and features, but remains fiercely cost-conscious. The challenge will be to deliver world quality value-added products to young India at Indian prices.”

According to Mr Labroo, the introduction and implementation of new quality standards for architectural glass will keep the demand on an upward curve, especially in the integrated solutions and value-added products segment. “The macro environment will continue to shock us from time to time, but if we keep our eyes on the road, our senses alert, the next 30 years should be better than the last 30,” Mr Labroo added.

About Asahi India Glass Limited (AIS):

Asahi India Glass Ltd. (AIS) is India's leading integrated glass solutions company and a dominant player both in the automotive and architectural segment. It commands about 77% share in the Indian passenger car glass market, with an established track record and a leadership position over the past three decades. Established in 1984, AIS's footprint today spans the entire spectrum of the automotive and architectural glass value chains. AIS has manufacturing plants in various locations across the country as also advanced sub-assembly units in Bangalore, Pune, and Kadi (Gujarat). They have recently announced an investment of 700 crores (in two phases) in a Greenfield Automotive Plant in Gujarat.

Company Website: [www.aisglass.com](http://www.aisglass.com)