



Asahi India Glass Ltd.

Annual Report **2021-22**

# Unique Opportunities



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Asahi India Glass Limited (AIS), is constant pursuit of possibilities. AIS is using its insights, experience and expertise to identify newer opportunities. It is leveraging its integrated in-house production capacity, innovative product range, pan-India market prominence and high-quality service capabilities to drive sustainable growth.

The online version of the report can be viewed at [www.aisglass.com](http://www.aisglass.com)

### Caution regarding Forward-Looking Statements

This Annual Report contains forward-looking statements, which may be identified by their use of words like 'plan', 'expect', 'will', 'anticipate', 'belief', 'intend', 'project', 'estimate', or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures and financial results are forward-looking statements.

Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The Company's actual results, performances or achievements could thus differ materially from those projected in any such forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events. The Company has sourced the industry information from the publicly available sources and has not verified that information independently.





## Vision

### See More

- It describes AIS's products and services which delight customers by helping them see more in comfort, safety and security
- It expresses AIS's corporate culture of merit and transparency
- It defines the qualities of AIS's people who want to see, learn and do more, in depth and detail

**To transcend the ordinary.**



## Mission

**"JIKKO" - Execution for Excellence**

With major investments in place, the time is now to reap the benefits by execution for excellence.



## Guiding Principles

**All actions of AIS are driven by the following guiding principles:**

- Creation of value for Shareholders
- Customer Satisfaction
- Respect for Environment
- Use of Facts
- Continuous Improvement
- Strengthening of Systems
- Upgradation of Human Potential through education and training
- Social Consciousness.

## Key highlights FY 2021-22

**29.80%** ↑

₹ 3,189.73 crores  
Total Revenue

**65.64%** ↑

₹ 779.97 crores  
EBITDA

**159.10%** ↑

₹ 344.78 crores  
Profit after Tax

**200%**

Proposed  
dividend per share

₹ **4.53** crores

CSR spent

## Chairman's Message

# Built for sustainable growth



### Dear Shareholders,

FY 2021-22 has been eventful on various fronts. The beginning of year marked the lethal second wave of the COVID-19 pandemic for India and the world, ushering newer challenges for healthcare systems, as well as channeling economic growth. However, business continuity coupled with rapid vaccination coverage led to a stronger resilience, propelling GDP growth of 8.7% for FY 2021-22, the highest amongst the world's large economies. Various parameters such as

total GST collections, UPI transactions, FASTag revenues, demand for electricity, passenger and freight traffic via rail and air, and metal and coal production displayed a positive trajectory, pointing towards continued economic recovery. Resilience in the agriculture sector and reducing unemployment levels also added to the positive outlook of Indian economy. The Index of Eight Core Industries (ICI) showed a year on year (y-o-y) growth for April, 2022 up by 8.4% over last year. Further, several sectors are reaping the

benefits of the government's push towards the Production Linked Incentive Scheme (PLI), promoting local manufacturing and developing global competitiveness. The improving economic environment, better employment availability and household income supported a rise in the consumer confidence index whereas an overall improvement in the business environment and demand supported a rise in the business confidence index.

The Indian automotive industry witnessed steady growth to reach the pre-pandemic levels of sales volume, having built a solid foundation in FY 2020-21, despite the semiconductor shortage curtailing production. India's automotive sales were the strongest across Asia-Pacific in FY 2021-22. The year gone by has presented several challenges but Indian auto industry has worked hard against these challenges to continue improvement in maintaining a robust supply chain, increasing localization, control cost, investing in new technologies, and enhancing exports. The Government also supported the industry with the PLI Scheme as well as extension of Faster Adoption and Manufacturing of Hybrid and Electric Vehicles (FAME).

The pandemic had imposed severe restrictions on human mobility and people were compelled to stay indoors for a significant part of the past two years. This vastly increased the perceived value of one's home in the overall scheme of things, and along with the prevailing low interest rates, it sparked then and sustained homebuyer interest in the residential market. As consumer desires have changed to adapt to the conveniences of the new normal, bigger homes, better amenities and competitive prices will keep the residential real estate sector to grow at a stable pace. India's commercial real estate market has been fast growing following the COVID-19 pandemic. Though the



sector was hit by setbacks in FY 2019-20 and FY 2020-21 caused by the pandemic-induced shutdown of cafes, restaurants, clothing stores, supermarkets, shops, multiplexes and offices, its outlook in the current fiscal is positive. The ever-increasing demand from occupiers from multiple industries has been augmenting the growth of the commercial real estate sector in India. Consequently, white-collared workforce are increasingly returning to their offices, which in turn is propelling the demand for office space. In addition, the steady demand for commercial real estate is also paving the way for a bright future for the segment.

There was strong demand of glass from automotive and construction segment and AIS has continued to strengthen the momentum during the year. For FY 2021-22, I am happy to report a satisfactory financial performance of AIS. AIS's consolidated revenue increased by 29.80% to ₹ 3,189.73 crores in FY 2021-22, as compared to ₹ 2,457.48 crores achieved in FY 2020-21. Net profit before tax grew by 149.30% to ₹ 510.71 crores in FY 2021-22 from ₹ 204.86 crores achieved in FY 2020-21. Net profit after tax increased by 159.10% to ₹ 344.78 crores in FY 2021-22 from ₹ 133.07 crores achieved in FY 2020-21. In view of the financial performance and in line with AIS's Dividend Policy, the Board has recommended a final dividend of ₹ 2 per share.

The rich repertoire of experience and expertise that its teams bring on board provides AIS with a competitive advantage. AIS is helping its people consistently improve their skills through training, while at the same time, strengthening its leadership pipeline for the future.

Taking forward its legacy of societal commitment, AIS continues to invest



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in community wellbeing. AIS facilitated various community development initiatives in the realm of education and vocational training, health and sanitation, skill development and COVID-19 awareness. At the same time, AIS is working towards resource efficiency, water management and energy conservation to reduce its carbon footprints as its commitment to sustainability.

I am very happy to announce 2 of AIS's products in the automotive segment have qualified as futuristic products under the PLI scheme.

AIS's value accretive growth is built on the platform of its manufacturing prowess, which continued to expand during the year with more value-added products, providing an overall customer experience. AIS is already moving in this direction and

believes that glass is a futuristic product and capable of meeting all requirements (present or future) of its customers through value addition. However, given the unique position and strengths of AIS, there are certain opportunities unique to AIS.

As AIS marches ahead, I have every reason to believe that AIS has built a strong springboard in each of its business verticals and has emerged stronger than ever with the objective to achieve not only sustainable returns, but accelerated growth hereafter.

On behalf of the Board, I would like to thank all our stakeholders – our customers, employees, partners, suppliers, shareholders, bankers, policymakers, regulatory authorities and the communities around our manufacturing locations – for their continuous support and encouragement in AIS's journey of consistent value creation for all stakeholders.

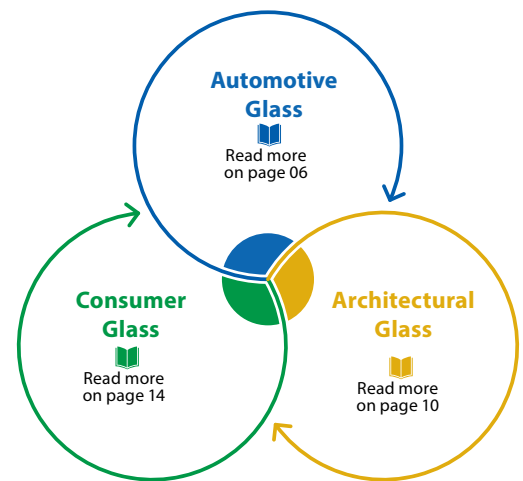
With Best Regards,

**B. M. Labroo**  
Chairman

## About AIS

# Delivering excellence with unique opportunities

Asahi India Glass Limited (AIS) is India's leading integrated glass solutions company. Started in 1987, AIS has transformed itself from a glass manufacturer to a complete glass solutions provider, offering a comprehensive range of products and solutions for home, offices, automotive, large and small buildings.



Since inception, AIS has established a long and successful presence in the Indian market, delivering best-in-class quality, manufacturing spread and scale, engineering capabilities, and most importantly, has gained the trust of its customers, for whom AIS is a partner of choice.

AIS has been a dominant player in both automotive and architectural glass segments. It has always been the preferred choice of automotive OEMs for over 30 years. From passenger cars to heavy commercial vehicles to railways, AIS Auto Glass is seen in India's best vehicles, commanding a market share of 74% in passenger cars segment. Moreover, AIS has the second largest production capacity in Float Glass segment, with products designed to suit every architectural and building requirement.

AIS is committed to market-leading innovations providing the right blend between daylight and energy saving, visual and thermal comfort, technology and sensitivity, enabling an age of Green Buildings and the dawn of a truly sustainable future.

Advancing with focus, AIS has emerged as a world-class integrated glass company listed on the National Stock Exchange and Bombay Stock Exchange.

A joint venture between the Labroo family, Asahi Glass Co. Ltd., Japan (now AGC Inc.) and Maruti Suzuki India Limited (MSIL), AIS began its journey as a manufacturer of automotive tempered glass with its supply to only one customer - MSIL. Today, AIS has grown into a complete solutions provider in the entire glass value chain. AIS is driven by strong roots of supportive and visionary promoters coupled with the culture of intrapreneurship, empowerment and performance within the company.

Today AIS is in a unique position of strategic scale, and spread that it has some opportunities unique to itself. Its leadership position, allows AIS to harness these unique opportunities in the best interest of all its stakeholders.

## National Footprint

AIS has expanded from a single-location manufacturing company into one with multiple plants and advanced sub-assemblies across India. The growing demand for quality products, seamless service, and effective delivery, has made it a necessity to be close to customers' manufacturing facilities.

The strategically located plants cater to the needs of customers all over India.

**1 New Delhi**  
Registered Office

**2 Gurugram**  
Corporate office

**3 Bawal**  
Automotive Glass Plant

**4 Roorkee**

- Float Glass Plant
- Architectural Glass Plant
- Automotive Glass Plant

**8 Taloja**

- Float Glass Plant
- Architectural Glass Plant
- Automotive Glass Plant

**9 Pune**  
Automotive advanced warehouse cum Sub-Assembly

**10 Anantpur**  
Automotive advanced warehouse cum Sub-Assembly

**5 Faridabad**  
uPVC & Aluminium Windows

**6 Patan**  
Automotive Glass Plant

**7 Kadi**  
Automotive advanced warehouse cum Sub-Assembly

**11 Bengaluru**  
Automotive advanced warehouse cum Sub-Assembly

**12 Chennai**  
Automotive Glass Plant

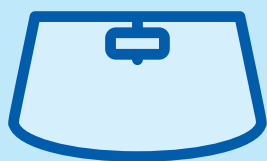


Note: For detailed addresses and contact numbers of all AIS's locations (including AIS offices), please refer to last page.

\* Map not to scale. For illustrative purposes only.

## Business Segment Review

# Automotive glass



AIS has created a robust portfolio of product innovations and offerings as per the evolving needs of global OEMs in India. AIS has best-in-class SEQCDDM with in-house Design & Development and tooling capabilities.



**₹1,614** crores

Revenue from automotive glass segment in FY 2021-22

**5**

Manufacturing plants

**3,700**

Range of SKUs covered

**74%**

Market share in the Indian passenger car segment

**4**

Advanced warehouses cum assembly units

**11**

New products launched during the last fiscal



AIS Auto Glass is the preferred choice of manufacturers of passenger and commercial vehicles (trucks and buses), railways, metros, tractors, and off-highway vehicles. The wide range of offerings includes laminated windshields, tempered glass for sidelites and backlites, and value-added products like solar control, dark green glass, acoustic, defogger glasses, and heated & rain-sensor windshields.

AIS has created a repertoire of knowledge and state-of-the-art technology that helps to deliver cutting-edge & cost-effective auto glass solutions and value-additions to its customers. AIS's products meet all the stringent global and local quality standards.

Right quality, right cost, on-time delivery and consistent new product development are the key driving forces of AIS's business growth. AIS provides distinct advantages to its customers through its product and process flexibility. AIS has reinforced its position as a premium and preferred supplier to the major OEMs such as Maruti Suzuki, Hyundai Motors, Toyota, Kia Motors, Honda Cars India, Mahindra & Mahindra, Tata Motors, Volkswagen India, Renault – Nissan, MG Motor India, Volvo, Daimler and Ashok Leyland among others.

AIS has strategic relationships with all its customers and works closely with them from the design stage of the vehicle.

## Manufacturing locations

AIS manufacturing units include state-of-the-art machinery that deliver a whole range of high quality automotive glass products that meet international standards. These plants are located at:

- Bawal, Haryana (North)
- Roorkee, Uttarakhand (North)
- Chennai, Tamil Nadu (South)
- Taloja, Maharashtra (West)
- Patan, Gujarat (West)

**AIS has a unique distinction of being the only Indian glass company that has been conferred the prestigious Deming Application Prize in 2007 & revalidated in 2010. The Deming Prize certifies the outstanding performance improvements achieved by AIS through the application of Total Quality Management (TQM).**

## AIS is committed to international standards

- ISO 9001: 2008
- TS 16949: 2009 and for Quality Management Systems
- OHSAS 18001: 2007 for Occupational Health & Safety Management
- IS 2553 Part 1 Certification for Safety Glass
- IS 2553 Part 2 (Temp) for Safety glass — Specification Part 2 For road transport
- ECE Marking (Cat I, II and III) for Automotive Regulations

## AIS's esteemed customers



## Key launches with AIS Glass



Maruti Suzuki Baleno



Maruti Suzuki Celerio



Mahindra XUV700



Mahindra Bolero Neo



MG Astor



Force Gurkha