



Building from a
Solid Foundation

72nd
Annual Report
2017-18

ASI Industries Limited

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Chairman's Message

Dear Shareholders,

On behalf of the Board of Directors, I am pleased to present to you our Annual Report for the fiscal year ended 31st March 2018.

It has been a satisfying year for ASI Industries Limited, a year which has highlighted the dexterity, resilience and sheer devotion of the company towards providing its customers with perfect quality products. Your company has been successfully making strides towards its goal of creating long-term value and grasping every opportunity with vigour and determination. With growing uncertainties underlying the global economy, the Company was still able to deliver and flourish in all capacities.



Let me take this opportunity to brief you on the key financial highlights before discussing our operational performance; revenues from stone business grew from ₹ 19,340 lakhs to ₹ 20,441 lakhs, reflecting healthy business growth, while wind power business generated revenue worth ₹ 75 lakhs as against ₹ 79 lakhs during last year. Trading business reported revenues worth ₹10,895 lakhs as against ₹11,345 lakhs during last year. Consolidated profit for the FY18 stood at ₹1,926 lakhs as against previous year's profit of ₹ 2,352 lakhs.

Al Rawasi Rock & Aggregate LLC, our wholly owned UAE subsidiary, reported turnover of ₹ 7,500 lakhs in FY2018, increase by 3% from ₹ 7,256 lakhs and net profit stood at ₹ 479 lakhs for FY18 as compared to ₹548 lakhs in FY17.

The natural stone business has performed well and has progressed/continued to build up on the momentum of the previous year. Steady demand, coupled with the possession of the largest quarries in the world has enabled the Company to grow steadily during the course of the year. Owing to increasing competition from Brazil and Norway in the sandstone industry, your Company had to face a challenging market situation but it continued to maintain its strong position in the market.

Your Company's focus on wind power, under its green initiative, continues to prove that green and clean energy is the cornerstone of the Company's policies and will continue to remain so in the future. The machines, with a total of 3.625 MW wind power capacity, which have been set up in Karnataka and Maharashtra, contribute towards the reduction of CO2 emissions to the extent of 4000 tonnes per year. Your Company will continue to retain its environment-friendly and sustainable development approach. The Company places utmost importance upon the safety of its workers and will continue to undertake all the activities that ensure hundred percent safety of its employees. Along with that, your company also takes its social responsibilities such as maintaining ecological balance, providing housing, educational and medical facilities for the employees, in earnest and will look forward to providing the best for its employees.

As we enter the next year, we are excited about the new opportunities and possibilities that await us. It is our goal to be recognized as one of the finest and largest producers of natural stones in the country and we believe that with the right plans, investment and hardworking workforce, we will strengthen our position and deliver value to our shareholders. The Company is working towards establishing a prominent brand presence as well as a more integrated and wide customer network in the coming year.

No obstacle is too difficult to overcome when you have a dedicated and hardworking team with you and that is what the Company harbours, a skilled, devoted and strong-willed group of employees who help the Company to remain on the top. The level of talent, determination, hard work, and strength that every single employee displays is commendable. They have helped the Company deliver on its promise of superior quality products by displaying sheer commitment to their job.

I would like to show my gratitude towards the Board and the entire team for their continued support and belief. Their trust in our business propositions and policies along with their suggestions for the adoption of new technologies has helped the Company scale new heights.

I would like to take this opportunity to also thank all our investors, customers, banks, vendors, and all other stakeholders for their constant support. Their guidance and policies help us move ahead on our path to success.

With best regards,

Mr. Deepak Jatia
Chairman and Managing Director



Mr. Deepak Jatia
Chairman & Managing Director



Mrs. Anita Jatia
Executive Director



Mr. Tushya Jatia
Executive Director



Mr. Gaurang Gandhi
Independent Director



Mr. Anshul M. Sonawala
Independent Director



Mr. Sanjay Seksaria
Independent Director

**Kota Blue Shot
Blast River**



Largest Stone
Mining Company

Who We Are

ASI Industries Ltd (formerly known Associated Stone Industries (Kotah) Limited) is one among the largest stone mining company in the world and proudly holds the rank of being the only listed player in its field in India. Ever since its' establishment in the pre-independence era in 1945, we have been successful in providing our customers with high quality Kota stone products, time and again. We, at ASI, house the world's largest stone mining quarry which is spread across 10 square kms at Ramganjmandi, Rajasthan; the home of impeccable and finest quality Kota stone. Our quarries produce over 12 million square meters of immaculate Kota stone every year. Al Rawasi Rocks and Aggregates L.L.C operates as a subsidiary of ASI Industries Ltd. The company has been a pioneer in the production and manufacturing of diversified range of superior quality limestone

Through our ground breaking innovations such as the uniting cutting-edge technology progression and the state-of-art diamond tool units, we have continually gained ground in the stone mining industry for over seven decades now and counting. With the adoption of advanced mining techniques, ASI has helped revolutionize the Indian stone industry and has set a benchmark which is unparalleled by anyone in the industry. Powered with the latest as well the best technologies and a dedicated, hardworking and skilled work force of 5000, we are able to deliver to our customers the finest and refined products which are at par with the global standards. With a relentless commitment towards quality and fineness, we strive to keep up with the changing technological trends and adapt accordingly. Through years of persistence and unwavering dedication, ASI has paved the way for building a global standard for the stone mining industry and will continue to march ahead with the same focus and avidity.



Kota Stone Overview and Usage/Application

Kota Stone is a naturally available, fine-grained variety of lime-stone which is found only in Kota district in Rajasthan, which is where it gets its name from. Its high durability and low cost, coupled with its natural look, make it one of the most extensively used materials in exterior as well as interior of houses and in commercial areas. It is mainly used in constructions of exteriors, pathways, corridors, driveways, balconies, commercial buildings etc. Known for its lustrous appearance, it comes in different types, colours, shapes and sizes. The different types of Kota Stones include Kota Blue, Kota Brown, covings, bricks and cobbles. Kota Blue stones can be used in various forms such as polished tiles, tumbled tiles, natural bricks, cobbles, and covings. In terms of colour, it is usually available in a bluish green which adds a soothing effect to the home décor. On the other hand, Kota Brown stone can be used in interior as well as exteriors. It is usually available in three colours, yellow, green and brown. Kota stone covings are mainly used in the corners of spaces in industries where the hygiene requirements are strict such as dairy industries, pharmaceutical industries and food industries.

There are a number of reasons why Kota stone is preferred by many. The primary reason lies in its durability and strength. Kota stone is the most durable naturally occurring stone available. It is extremely sturdy by nature and being non-porous and homogenous makes it a material which can be used widely for a variety of purposes. Kota stone is anti-slip by nature and non-water absorbent which makes it a perfect flooring option in humid conditions. Another reason that makes Kota stone so widely desirable is the low costs. Even though it possesses a number of unique features, the stone is extremely affordable and non-expensive unlike other natural stones such as marble and granite. On comparing with marble, Kota stone is found to be stronger, more durable, inexpensive and it also requires lesser maintenance than marble. Since it is fit to sustain almost any climate- dry, humid or cold, it is used to lay a strong foundation for kitchen countertops. Very often, granite and marble slabs are placed on the top of the Kota stone base to make the tops more durable and long lasting.

For a very long time, marble and granite heavily dominated the construction scene, side-lining Kota stone as the secondary option, especially for passive areas, but now, people have finally started realising and analysing the advantages of Kota stone. This has led to a growth in the demand for them. Its rustic yet sophisticated look makes it a huge asset in earthy constructions.