



AGARWAL FLOAT GLASS INDIA LIMITED

(FORMERLY KNOWN AS AGARWAL FLOAT GLASS INDIA PRIVATE LIMITED)

CIN: U74995RJ2018PLC061097

Registered Office: H-1/790, SITAPURA INDUSTRIAL AREA EXT., NEAR FIRE BRIDGE OFFICE, JAIPUR, -302022

E-mail: aghjaipur@gmail.com website: agarwalfloat.com

Contact No.: 9829604688

March 15, 2023

To,
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-1, Block-
G, Bandra Kurla Complex, Bandra (E),
Mumbai-400051

NSE Symbol: AGARWALFT

Sir/Madam,

Sub: Intimation of schedule of Analyst/Institutional Investors meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, as amended ("Listing Regulations")

Pursuant to Regulation 30(6) of the Listing Regulations, we hereby inform you that the official(s) of Agarwal Float Glass India Limited (hereinafter "the Company"), will be interacting with the Investors as per the schedule below:

<i>Date & Day</i>	<i>Interaction with</i>	<i>Type of Interaction</i>	<i>Venue</i>
March 23, 2023, Thursday	Investors/Analyst/Institutional Investors	Face-to-Face	BKC Sofitel Hotel, Mumbai

The Company does not intend to discuss any unpublished price-sensitive information during this meeting.

We request you kindly take the aforesaid information on record and disseminate the same on your respective websites.

Note: The above schedule is subject to change, which may happen due to exigencies on the part of the Company or the Investor.

Thanking you.

For, Agarwal Float Glass India Limited

UMA SHANKAR AGARWAL
Managing Director
(DIN: 02806077)



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Introduction

Agarwal Float Glass India Limited (AFGIL) is engaged in the business of trading of glass and specialised glass products by procuring products from manufacturers and selling it either through their sales managers or directly to their customers, as a wholesaler of glass and glass products. The Company serves various industry segments such as; Office Buildings, Hotels, Institutions, Banks, Insurance Companies, Shopping Malls, Diplomatic Residences, etc. AFGIL's products cater to a range of end use industries including Construction, Automotive, and Industrial Sectors, with a variety of applications such as Exterior and Interior spaces of Residential and Commercial Buildings.

AFGIL's product portfolio largely consists of **clear glass, different kinds of value-added glass products and processed glass products, of varying thickness**. They also trade a range of value-added glass products including Clear Frosted Glass, Clear Sheet Glass, Mirror, Tinted glass, and Reflective Glass which have a wide range of applications. The Company also offers Processed Glass, which includes; Toughened Glass, Frosted Glass, Frosted Design Glass, Leaguered Glass, Figure Glass, Heat-Strengthened Glass, Insulated Glass, PVB Laminated Glass, and Bullet-Resistant Glass, and all Building Glasses among others.

AFGIL is dependent upon their Suppliers and Distributors, Namely **Saint-Gobain India Private Limited, Siscam Flat Glass India Private Limited, Gold Plus Glass Industry Limited, Asahi India Glass Limited and Gujarat Guardian Limited** for delivering products to their customers. The Company operates from its Registered Office and Godowns. The Company has devised an extensive supplier selection process in order to identify and evaluate the effectiveness and quality of the products manufactured by the suppliers, reduce purchase risk, maximize overall value to the purchaser, and develop closeness and long-term relationships between buyers and suppliers. AFGIL primarily carries out its business in Rajasthan.

Business Strengths

(a) Experienced Promoters and a well-trained employee base:

The Company's promoters are experienced in their line of business. The promoters, Mr. Uma Shankar Agarwal and Mr. Mahesh Kumar Agarwal had set up the Agarwal Group in 1997 by setting up a sole proprietorship under the name of 'Agarwal Glass House' in Rajasthan for trading of glass and glass products and expanded the Agarwal Group by incorporating AFGIL in 2018 to venture into the processing glass industry. The knowledge and experience of the promoters and management has enabled the company to identify new opportunities, rapidly respond to market conditions, adapt to changes in the business landscape and competitive environment, and enhance the growth of the business.

(b) Existing client and supplier relationships:

The Company's existing relationships helps them to get repeat business from their customers. This has helped them to maintain a long-term working relationship with their customers and improve their customer retention. The existing relationship with their clients represents a competitive advantage in gaining new clients and increasing their business. Further being a small and medium size organization AFGIL relies on personal relationships with suppliers and customers like wise.

Having been in this business through their promoters' family for over Two decades, the existing relationships help in being a core competitive strength for the company.

Business Strategies

AFGIL intends to improve efficiencies to achieve cost reductions so that they can be competitive. The Company believes that this can be done through domestic presence and economies of scale. Increasing their penetration in existing regions with new range of products, will enable them to penetrate into new catchment areas within these regions and optimize their infrastructure. As a result of these measures, the company plans to increase its market share and profitability.



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Leveraging their Market skills and Relationships

AFGIL aims to enhance the growth by leveraging their relationships and further enhancing customer satisfaction. The Company plans to increase their customers by meeting orders in hand on time, maintaining their customer relationship, and renewing their relationship with existing buyers.

Enhance customer base by entering new geographies to establish long-term relationships

Currently, AFGIL's trading activities are focused only in Rajasthan; however they intend to cater to the increasing demand of their existing customers and also to increase their existing customer base by enhancing the distribution reach of their products in different parts of the country. They propose to increase their marketing and sales team which can focus on different regions and also maintain and establish relationships with customers. Enhancing their presence in additional regions will enable them to reach out to a larger population.

Company Background

AFGIL forms a part of the Agarwal Group which has a legacy of more than two decades. AFGIL's promoters, Mr. Uma Shankar Agarwal and Mr. Mahesh Kumar Agarwal had set up the Agarwal Group in 1997 by setting up a sole proprietorship under the name of 'Agarwal Glass House' in Rajasthan for trading of glass and glass products. The promoters expanded the Agarwal Group by incorporating AFGIL in 2018 to venture into the processing glass industry.

Industry-Key Facts

- India is among the top 15 markets for glass packaging globally and is 3rd fastest growing market after Turkey and Brazil.
- The Indian glass sector is growing across all segments. This growth has been driven primarily by India's booming automotive and construction sectors which have been key drivers of the economy for the past few years and Apart from a few big manufacturers, it is estimated that there are more than 1000 manufacturers in the MSME segment.

For, Agarwal Float Glass India Limited

UMA SHANKAR AGARWAL
Managing Director
(DIN: 02806077)