



>> Vikas Agarwal, Gaurav Agarwal, Saurav Agarwal, Directors of Stonex India

## Carving a Success Story

Since its inception in 2003, Stonex India has established its name in the natural stones sector across the Indian market.

**S**tonex India has now diversified into a gamut of offering, which includes over 300 varieties of marble and other natural stones like granite, onyx and limestone in a wide array of colours and textures.

According to Gaurav Agarwal, Director, Stonex India, "Marble is not just a rock, it's a Fashion statement."

Stonex India is dealing in almost 50-60 colours in exclusivity with quarry owners from all over the world. These exquisite stones are responsibly sourced from quarries from all across the world including Italy, Spain, Greece, Brazil and Turkey.

The company strongly believes in delivering what it promises. Going a step further, it extends all support during the process of pre-sales and after-sales services.

In pre-sales company also suggests responsibly which type of stone would be better suited for a particular type of application like flooring or exterior facades.

If any kind of technical problem arises after installation relating to the nature of the stone, Stonex team provides full assistance to customers in terms of providing sealers and other chemicals and in certain cases changing the entire stone as well.

### ROBUST GROWTH RATE

Stonex India provides materials for several kinds of projects, including offices of large corporate houses, five-star hotels, malls, residential projects, hospitals, among others. The company has to its credit of working on projects for brands such as The

Taj, Oberoi, Lalit, Radisson, DLF, Ansal Api to name a few.

The company enjoys vast loyalty among prominent architects and designers from metro cities like Delhi, Bangalore, Mumbai and Chennai.

With a staff strength of 200 employees, Stonex India has 1,50,000 sq metres of ready-stock available at a single location in New Delhi which can cater to all kinds of customers and their requirements.

### THE WAY AHEAD

The company plans to introduce a new brand called Lyca, which will be available under two different categories.

Lyca Laminum is 3mm compressed porcelain slab available in 3m x 1m size. Lyca Naturals is their new launch, it has exclusive textures using various finishing techniques available on natural stone.

Further, they are setting up a new factory in Sahibabad near Delhi, which will be sprawled over 12,000 sq metres. It will be a state-of-the-art marble processing facility with a huge stock yard which will hold almost 2,00,000 sq metres of products at any point of time.



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