



Expanding Horizons. Delivering Responsibly.

Earnings Presentation
Q1 FY2025

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Q1 FY25 Performance Highlights

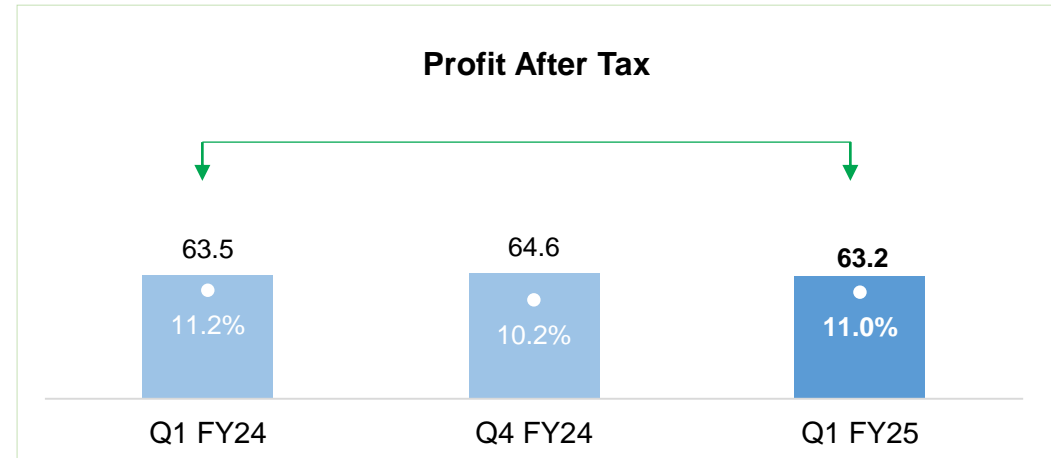
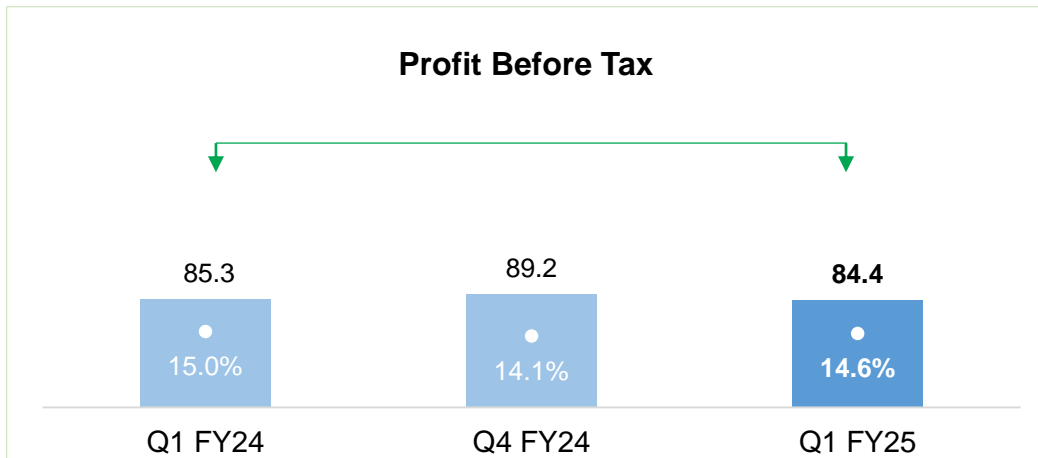
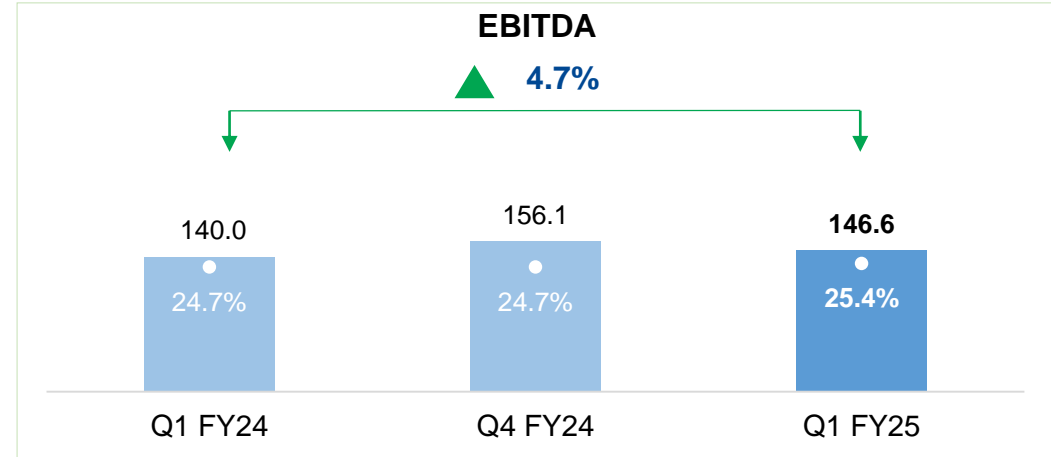
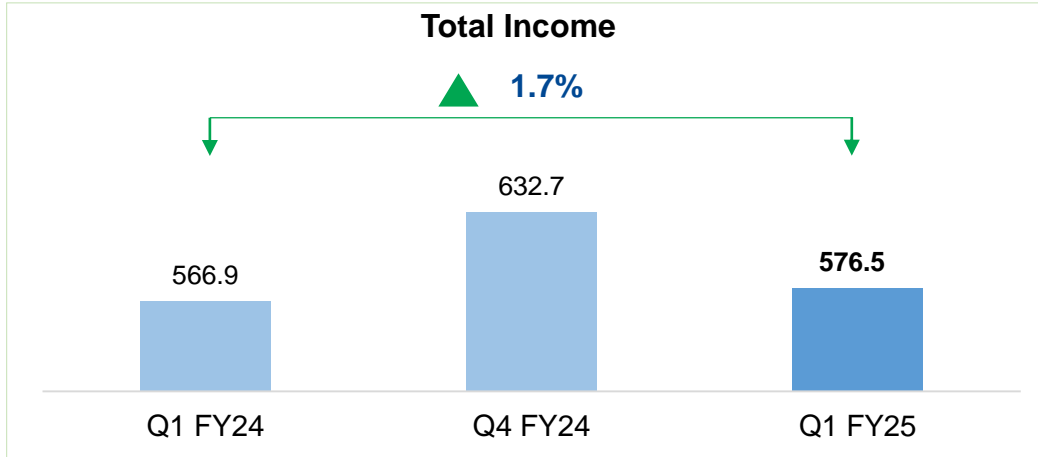


- Glass container capacity utilization was around 85% this quarter, undergoing scheduled furnace relining and debottlenecking, which impacted output and sales. The furnace will be operational in first week of August, 2024
- Substantial investments were made in digitalization and automation to further optimize our operational efficiency
- We expanded our international presence through exhibitions in the UAE, USA, and Europe, boosting our visibility and facilitating networking with potential clients and partners
- Successfully commissioned a 2.8 MW solar rooftop project at our Hyderabad plant, increasing the company's overall solar capacity to 19.56 MW. This expansion will significantly reduce AGI Greenpac's carbon footprint, lower electricity costs, and enhance operational efficiency.
- AGI Greenpac's Bhongir Speciality state of the art plant was awarded IGBC Green Factory Building Platinum rating, underscoring our commitment to sustainability
- R&D Centre and Chemical Lab achieved NABL accreditation (ISO 17025) and ISO 9001, 14001, and 45001 certifications for soda lime glass container R&D, sale, and manufacturing, demonstrating global quality and commitment
- Bhongir & Hyderabad plants are recognized for environmental excellence with Gold & Silver awards at CII EHS Excellence Awards 2023

Q1 FY25 Financial Performance Trend



(₹ in crore)



Notes: All margins are calculated on Total Income



Company Overview



A Focused Packaging Products Company

40+

Years

Catering to Non-Alcoholic Beverages, Alcoholic Beverages, Pharmaceuticals, Perfumery, Cosmetics and F&B

~96%

FY24 Glass Containers Capacity Utilisation

Improving capacity utilization as compared to last year due to macro-economic environment revival

2,445

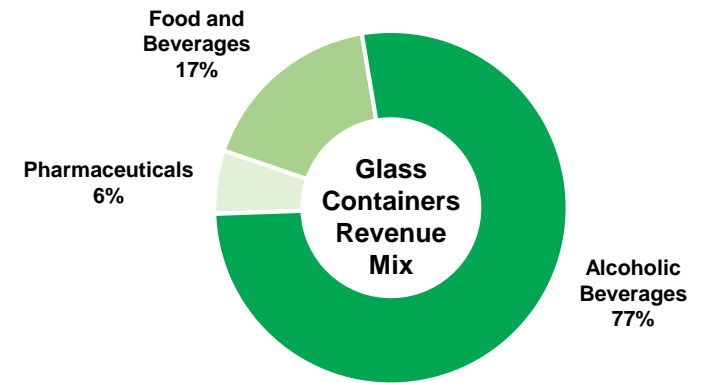
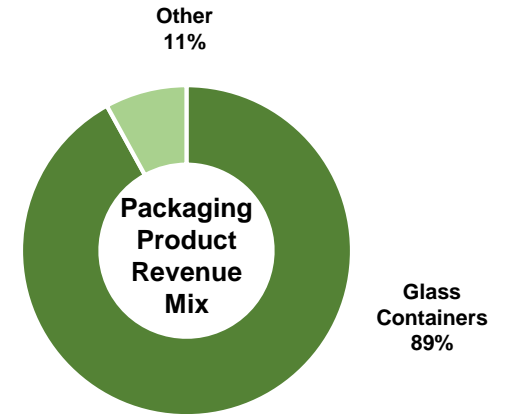
FY24 Total Income* (₹ in crore)

Glass containers business continues to report growth on the back of improved product mix. Volumes were driven by increased demand from beer, liquor and nonalcoholic segments

588

FY24 EBITDA* (₹ in crore)

Continued financial performance with high operating profit margins, backed by state of the art manufacturing capabilities



*Note: Figures as of FY24

Our Customers



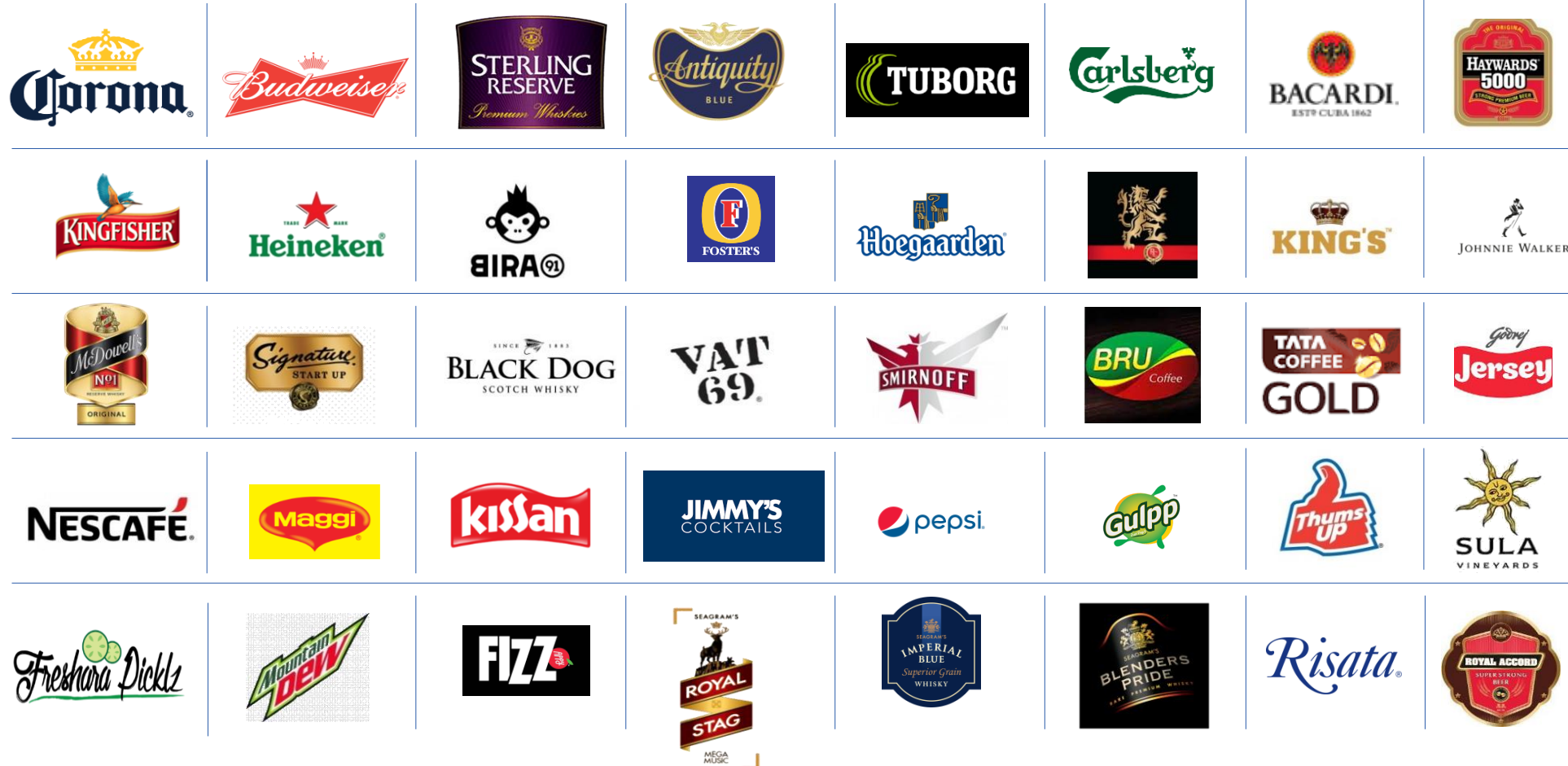
500+ Diversified institutional clients across industries

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Our Customer Brands



500+ Diversified institutional clients across industries



Economic Growth

The surge in the utilization of glass packaging correlates with economic expansion, driven by heightened demand in sectors such as beverages, spirits, cosmetics, pharmaceuticals, and gourmet foods during economic growth.

Market Formation

The evolution of the glass packaging products market is propelled by the increasing need for sustainable and high-quality packaging solutions. This is further accentuated by the appeal of glass due to its aesthetic appeal, commitment to health safety, and recyclable nature.

Premiumization & Customization

Companies are dedicating resources to develop distinctive and visually captivating glass packaging designs, aiming to distinguish their products and establish a premium image in the market.

E-commerce Packaging

Manufacturers of glass packaging are concentrating on crafting specialized solutions to guarantee the secure transportation and delivery of glass products purchased through online channels.

Rise in Craft Spirits & Beverages Sector

Numerous craft distillers and brewers are choosing unique glass bottles to elevate their brand identity and enhance shelf appeal.

AGI Greenpac growth strategy is fully aligned with the fundamental underlying growth profile of its customers

AGI Greenpac Growth Drivers

India's container Glass market is expected to grow at 7-8% CAGR over 2024-2029



The rising consumption of spirits and beer is leading to a heightened demand for glass bottles.



Higher usage of glass packaging in Food & Beverage industry



The Cosmetic and Perfume Glass Packaging market is expanding, driven by the premiumization trend within these segments.

Alcoholic Beverages



Market Size and Growth:

- Liquor segment is growing at a CAGR of 5-6% for FY2022-27
- Beer market is expected to grow at 6-7% between FY2023-28

Growth Drivers:

- Rising disposable income leading to increased spending on alcoholic beverages
- Expanding beer market including craft beers
- Substantial growth in premium liquor segment

Pharmaceuticals



Market Size and Growth :

- India's pharmaceutical market was valued at around US\$ 50 billion in 2023 and is expected to grow at a CAGR of 10.7% by 2030.
- Glass vials / bottles market is set to grow in the Indian market

Growth Drivers:

- India, with the backing of governmental initiatives and expanding infrastructure, is working towards establishing itself as a global leader in drug manufacturing.
- Increasing private investment Government initiatives

Food and Soft Drink



Market Size and Growth :

- FMCG market is expected to grow at a CAGR of 27.9% between 2022-27.

Growth Drivers:

- Evolving consumer preferences, rising income & growing rural opportunity
- Rural slowdown has bottomed out, demand is expected to stabilize

Cosmetic & Perfume



Market Size and Growth :

- The India Cosmetics Market is expected to grow at a CAGR of 6.45% during 2023-2028 to reach US\$38 billion by 2028.
- The fragrance market in India is expected to expand at an estimated CAGR of 15.23%, between 2022 and 2027.

Growth Drivers:

- Ease of product availability – various online & offline platform
- There is a growing preference among the younger generations for skincare and grooming products.

Sustainability a Core Pillar of Growth Strategy



**AGI Greenpac is committed in adopting and investing in environment friendly technology and initiatives
Aim to build a long-term sustainable business for all stakeholders**

Green Building Design

154 TPD Specialty Glass Unit has achieved the prestigious Platinum rating for Green Building Certification by the Indian Green Building Council (IGBC). As a corporate Policy, IGBC certified Green building concept will be considered for all upcoming project. Only organization in the Indian Container Glass Industry to have installed ESP (Electrostatic Precipitator) in furnace, to reduce flue gas emission, in all the plants.

Light Saving Building Design

Designed all facilities, especially shop floors to ensure no artificial lighting is required during daytime & LED lighting is extensively used replacing conventional HPSV/ fluorescent lamps

Renewable Energy

Increasing the share of renewable power in overall energy consumption through the installation of a 14.53 MW on-site solar power plant at the Bhongir plant
The Sanathnagar, Hyderabad plant has a total solar power capacity of 3.80 MW. Of this, 2.8 MW started generating electricity on June 15, 2024.
At our Caps & Closure and Plastic business, we have an on-site rooftop solar power plant installation of 1.23 MW.

Water Conservation

At Bhongir plant, we have Created 6 rainwater storage ponds with a total storage capacity of around 36,450 Cu.Mtr which's used as process water during rainy season.
Installed RO unit of 350 KLD and processing entire ETP/STP water and reusing it for plant processing purpose.

Environment Friendly Certified Manufacturing Process

DMF – Quality Assurance for supply to US pharmaceutical market. ISO 14001:2015 – Environment Management System. OHSAS 45001: 2018 Occupational Health and Safety Management System. FSSC 22000 – Food Safety System. ISO 9001:2015 – Quality Management System. ISO 15378:2017 – Quality Management System to provide primary packaging material for medicinal products

Waste Treatment

Effluent and Sewage treatment plants installed, and waste generated while processing is almost 100% recycled by regrinding and reprocessing.
New Cullet Sorting Machine commissioned at Bhongir, Cullet Quality have improved with a possibility to increase the usage of cullet in the furnace from 35% to 45%.
New fine sorter Machine commissioned at Bhongir, to recover 2-7mm glass particles from cullet dust.
Started Using Bio-D Master batch (Biodegradable product) in select SKU's

Environment-friendly Product

Green drop Glassware - Promoting 'glass packaging' which is environment-friendly product as an alternative to single-use plastic
Continuous efforts are being made to either reduce packaging material or source material that is 100% recyclable/ biodegradable

Helps in attracting and engaging with ESG conscious institutional clients

Cost saving owing to usage of natural light and energy saving equipment's

Increased efficiency and productivity

High morale among stakeholders – clients and employees

Sustainable businesses

Board of Directors and Leadership Team



62% of the Board is Independent

Board of Directors

- **Mr. Nand Gopal Khaitan** (Independent Director)
Attorney-at-Law and a Notary Public appointed by the Government of India
- **Mr. Vijay Kumar Bhandari** (Independent Director)
Fellow Chartered Accountant with over 42 years of experience in the Banking Industry
- **Mr. Anil Wadhwa** (Independent Director)
Former Member of the Indian Foreign Service. Served as Indian Ambassador to Poland, Lithuania, Sultanate of Oman, Thailand, Italy and San Marino over the course of 37 years
- **Ms Himalyani Gupta** (Independent Director)
Advocate with over 34 years of experience Standing Counsel for the Union of India in the Hon'ble Supreme Court of India
- **Mr. Rakesh Sarin** (Independent Director)
47 years of experience in the field of distributed energy, policy advocacy and development of large renewable energy platform
- **Ms. Sumita Somany** (Non-Executive Non-Independent Director)
Over a decade of experience in the retail industry
- **Mr. Girdhari Lal Sultania** (Non-Executive Non-Independent Director)
Fellow Chartered Accountant, Fellow Company Secretary and consultant by profession

Experienced senior management team with dedicated executives to professionally manage business operations



Mr. Sandip Somany
Chairman and Managing Director



Mr. Sandeep Sikka
Group CFO



Mr. Rajesh Khosla
CEO



Mr. Om Prakash Pandey
Chief Financial Officer



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