

# Packaging Excellence, Responsibly.

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Earnings Presentation  
Q2 FY2025



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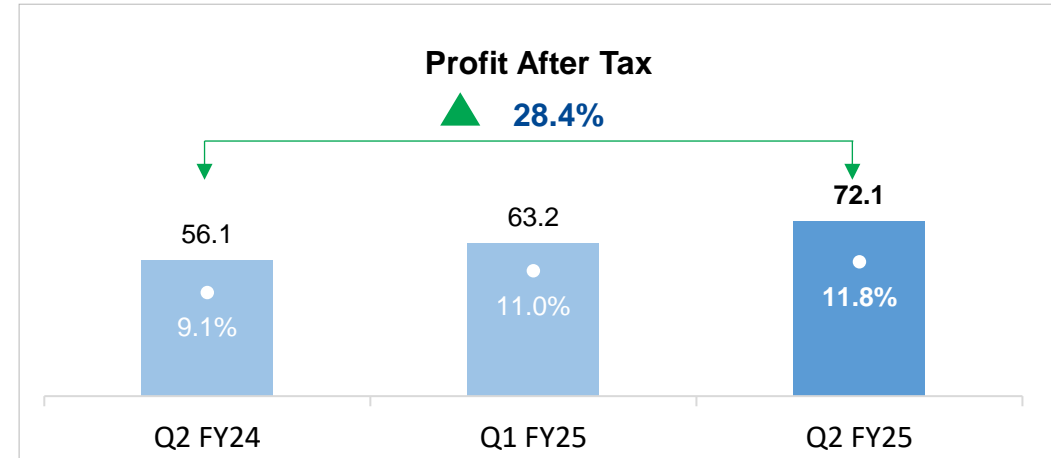
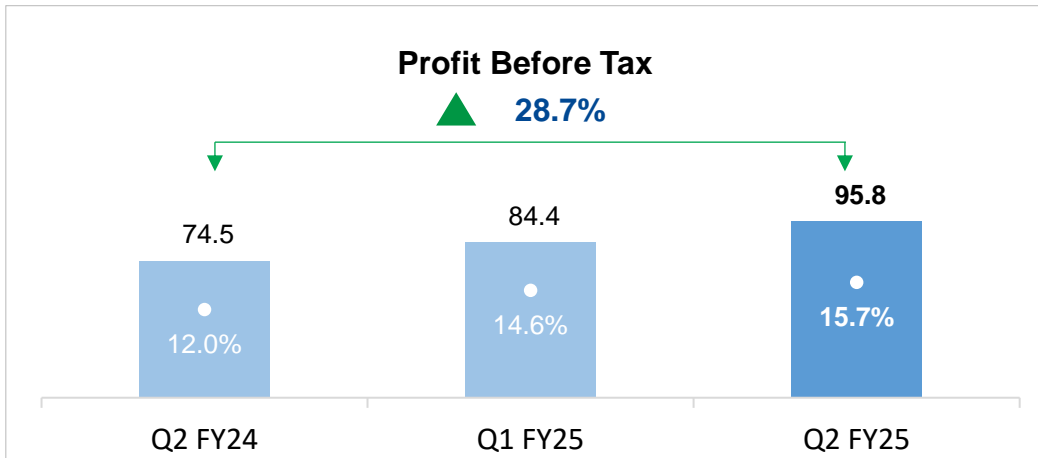
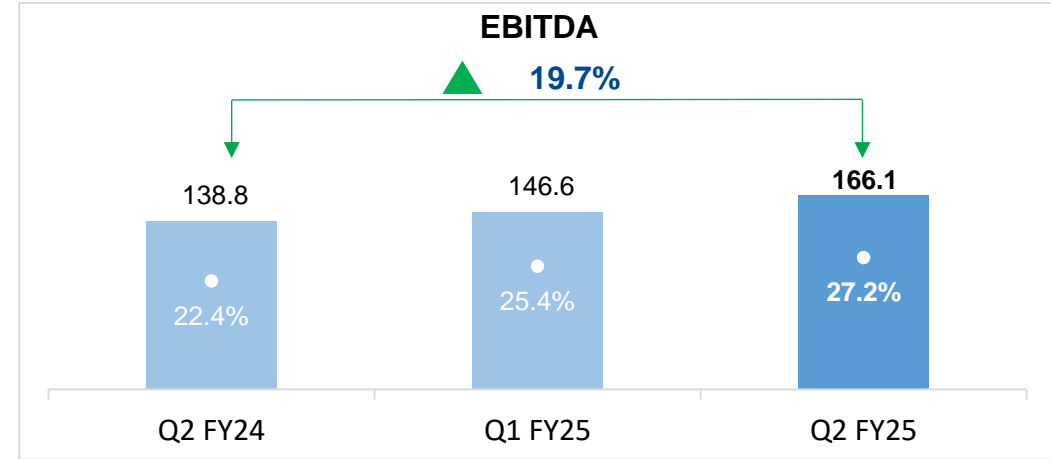
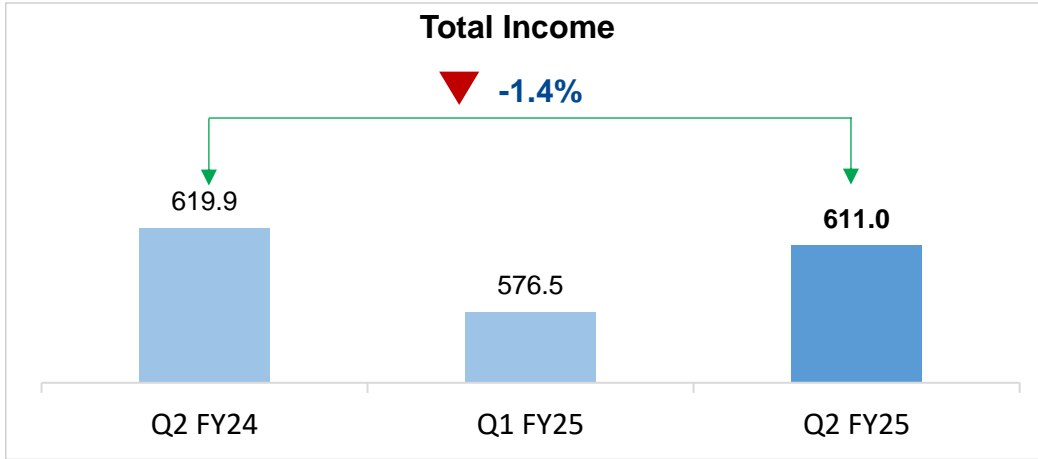
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# Q2 FY25 Financial Performance Trend



AGI Greenpac delivers Y-O-Y growth over ~28% in PAT

(₹ in crore)



Notes:

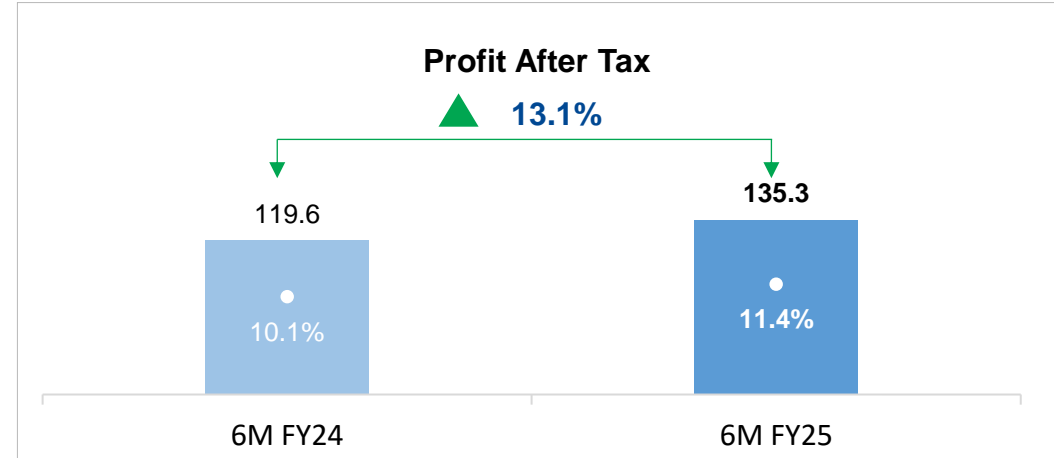
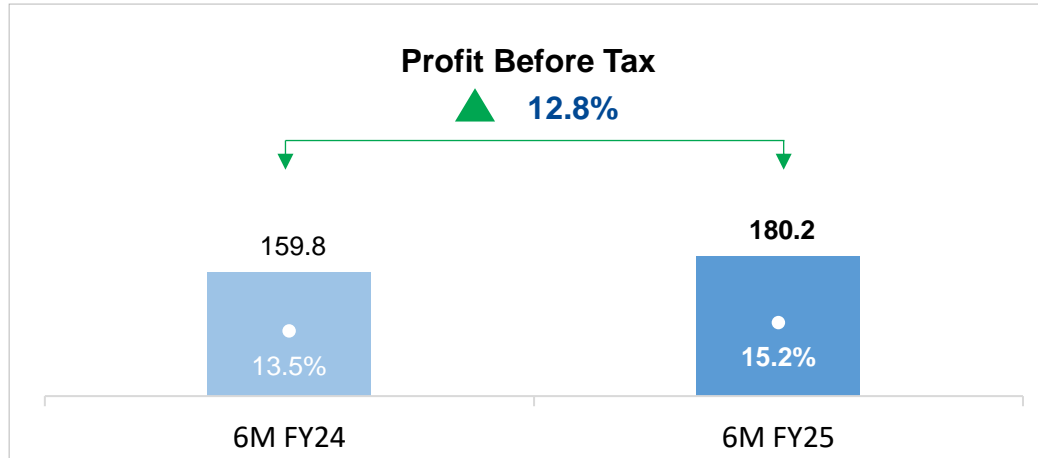
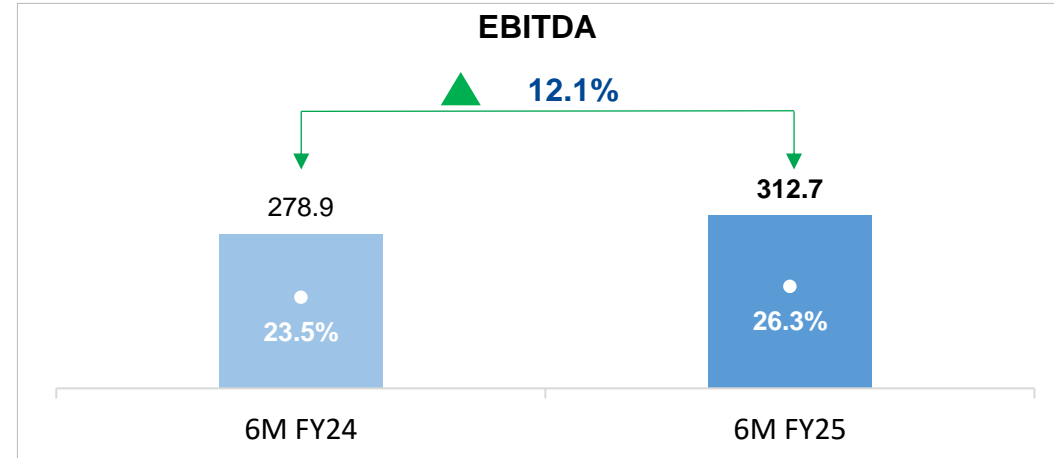
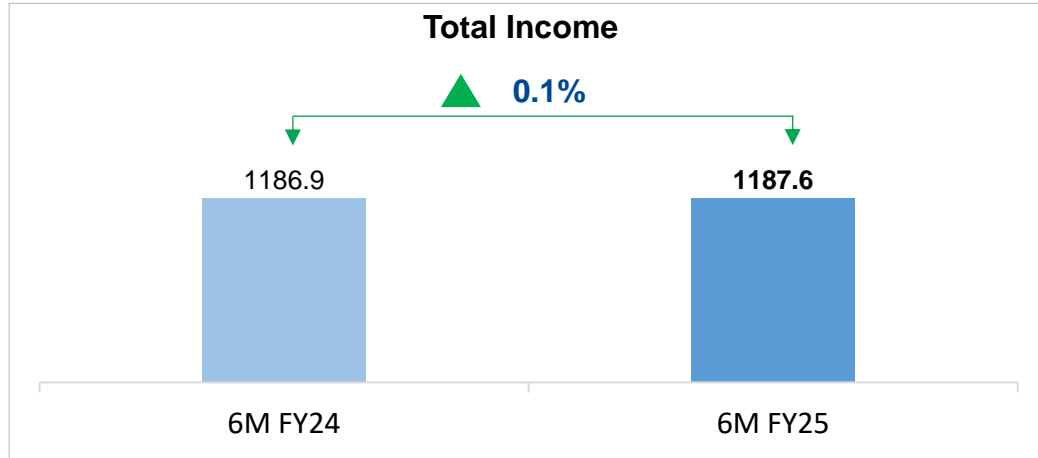
1. All margins are calculated on Total Income

# 6M FY25 Financial Performance Trend



AGI Greenpac delivers Y-O-Y growth over ~13% in PAT

(₹ in crore)



Notes:  
1. All margins are calculated on Total Income

# H1 FY2025 Performance Highlights



- Glass container capacity utilization was around 93% this quarter, despite scheduled furnace relining and debottlenecking process which impacted production and sales. The furnace was operational in last week of August 2024
- In October 2024, we incorporated a wholly owned subsidiary under the name of “Sun Reach Pack (FZE)” in United Arab Emirates to promote exports and same has been registered in accordance with the laws of United Arab Emirates
- We continue to expand our international presence through active participation in exhibitions across the USA, Europe and UAE fostering valuable connections with 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
- AGI Greenpac's Bhongir Speciality Glass plant awarded IGBC Green Factory Building Platinum rating, underscoring sustainability commitment
- R&D Center and Chemical Lab earned NABL accreditation, reinforcing our commitment to quality and innovation
- Recognized with the SEEM National Sustainability Award - Gold 2023 for our efforts in climate action, water stewardship, waste reduction, and employee well-being

## Commenting on the results, Mr. Sandip Somany, Chairman and Managing Director of AGI Greenpac Limited



*“Our strategic focus on operational efficiencies, capacity utilization, customer engagement, new product introductions, and a premium product mix has resulted in significant improvement in our margins. We are optimistic about our future and believe that our strategic focus will continue to deliver strong results.”*

## Optimum Capital structure to support capital expenditure plans

(₹ in crore)	Mar-23	Mar-24	Sep-23	Sep-24
Long Term Debt	562.3	497.4	524.8	438.1
Short Term Debt	169.23	118.5	276.8	163.9
<b>Total Debt</b>	<b>731.6</b>	<b>615.9</b>	<b>801.6</b>	<b>602.0</b>
Less: Cash & Cash Equivalents	279.2	390.2	243.7	268.6
<b>Net Debt</b>	<b>452.3</b>	<b>225.7</b>	<b>557.9</b>	<b>336.4</b>
Total Equity	1,606.6	1,814.6	1,693.8	1,910.9
Net Debt/Equity	0.28x	0.12x	0.33x	0.17x

CARE A+; RWD  
Long Term Debt

CARE A1+; RWD  
Short Term Debt

Note : RWD – Rating Watch with  
Developing implications



# Company Overview

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## 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**

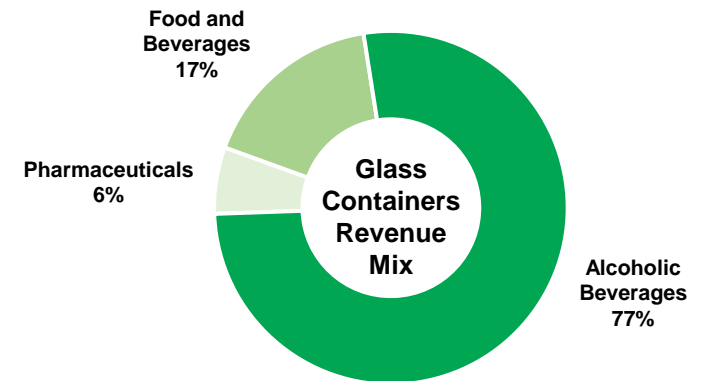
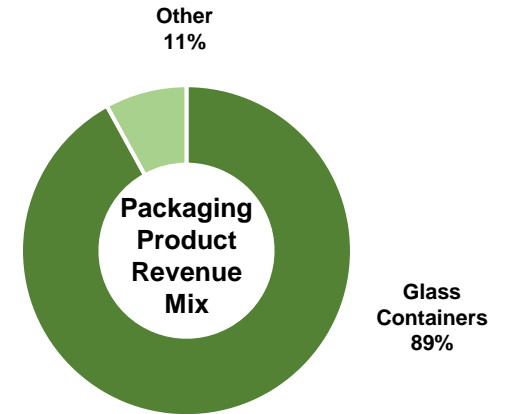
FY24 Revenue\* (₹ in crore)

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


# Our Customers Brand



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 will show a rapid growth in the Indian market – currently China is supplying 50%

### 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

Increased share of renewable power in overall energy consumption, with the help of solar power plants installation of 14.53 MW at Bhongir plant.  
At Sanathnagar, Hyderabad Plant, we have installed 3.80 MW Solar power plant.  
At our Security Caps & Closure and PET bottles plants, we have installed 1.23 MW solar power plant

## Water Conservation

At Bhongir plant, we have created 6 rainwater storage ponds with a total storage capacity of around 36,450 Cubic Meter which is used as process water during rainy season.  
Installed RO units at manufacturing plants and processing entire ETP/STP water and reusing it for plant processing /other purposes.

## 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.  
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 selected 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



50% of the Board is Independent

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

## Board of Directors

- **Mr. Sandip Somany (Chairman and Managing Director)**  
More than 39-years work experience in the ceramics and glass 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 of service in the IFS
- **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
- **Dr. Laveesh Bhandari (Additional Director in the category of Independent Director)\***  
President and a Senior Fellow at CSEP. PhD in Economics from Boston University for which he was awarded the Best Thesis in International Economics
- **Mr. Nand Gopal Khaitan (Additional Director in the Category of Non-Executive Non-Independent Director)\***  
An Attorney-At-Law, Advocate and Notary, practicing in the Hon'ble High Court Calcutta and the Hon'ble Supreme Court of India

\* Appointed w.e.f. 07<sup>th</sup> November, 2024



**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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