

Packaging Excellence, Responsibly.

Earnings Presentation
Q3 FY2025



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Q3 FY2025 Performance Highlights



Performance during the quarter driven by streamlined efficiencies, improvement in realization and optimized product portfolio

- This quarter, our glass container capacity utilization exceeded 95%
- We continue to enhance our global footprint by participating in exhibitions across the UAE, USA, and Europe, to increase our visibility and foster connections with potential clients and partners
- AGI Greenpac received the Bronze at the 2024 International Green Apple Environment Awards, held at Kensington Palace, UK in recognition of our commitment to sustainable packaging
- AGI Greenpac was honoured with the Best CSR Project award at the National CSR Impact Awards, recognizing our commitment to corporate social responsibility
- AGI Greenpac was named "Best Brand 2024" by ET Edge for pioneering excellence and redefining industry standards
- AGI Glaspac was recognized as the "Fastest Decarbonizing Packaging Products Company of the Year 2024" at the Suryacon Hyderabad - Telangana and AP Annual Solar Awards 2024, acknowledging our progress in reducing carbon emissions in packaging products
- AGI Glaspac received the Innovation Excellence Award at the Diageo Annual Suppliers Conference, showcasing our dedication to pioneering advancements and delivering innovative solutions

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



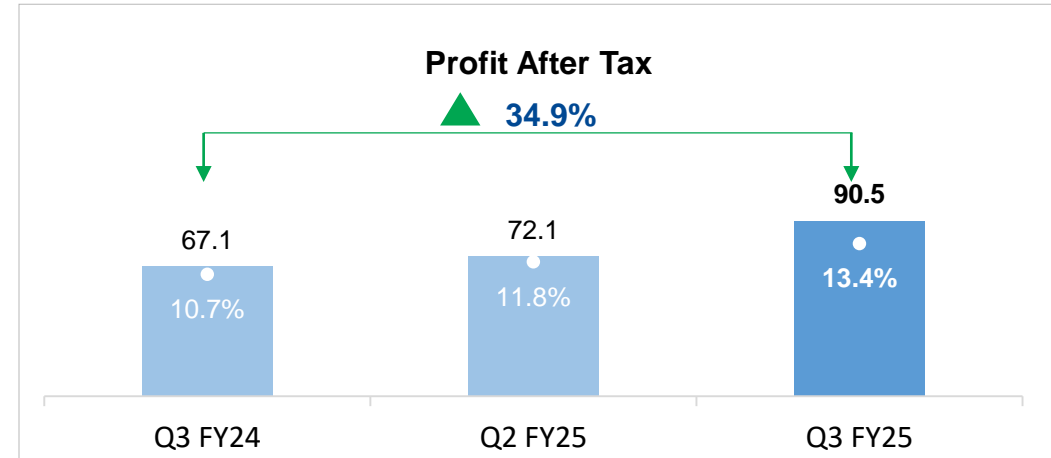
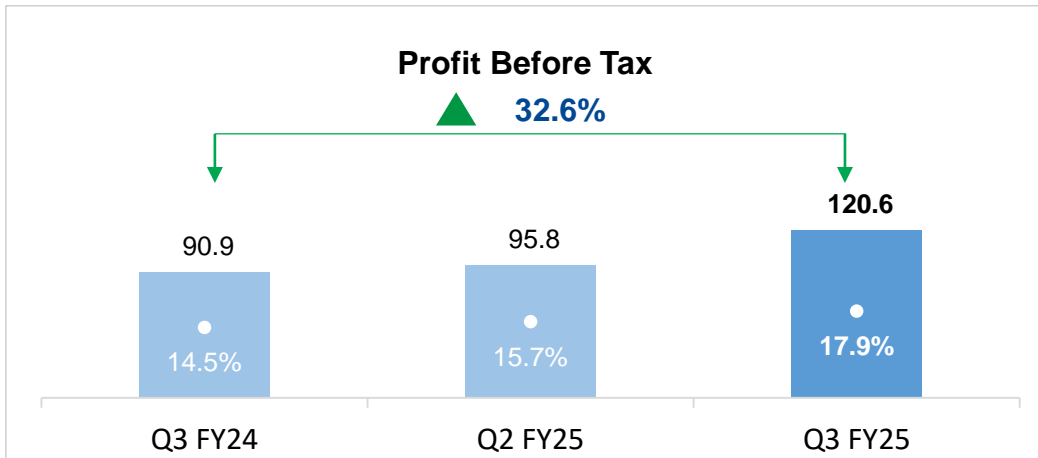
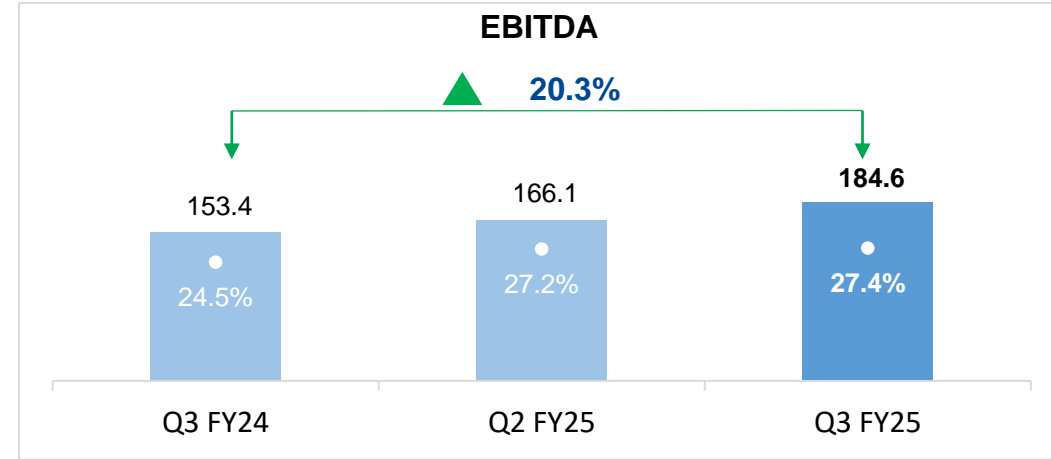
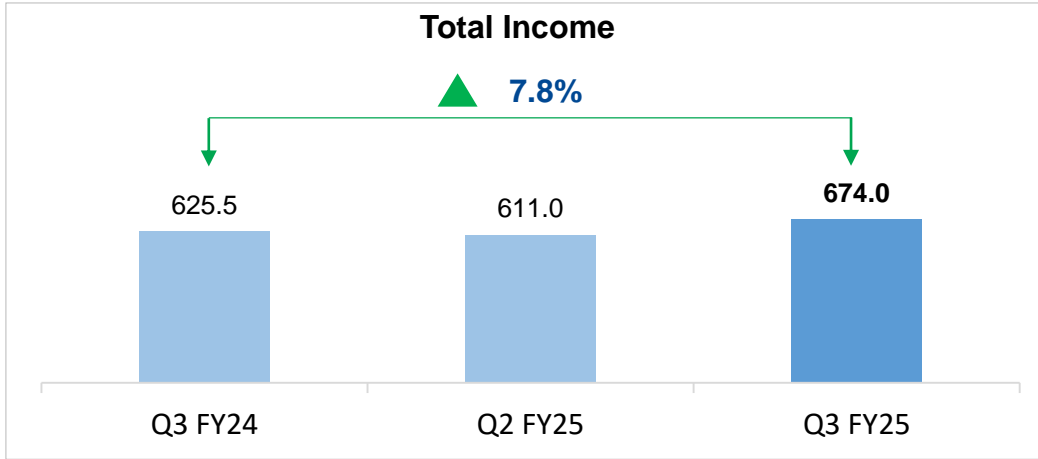
“AGI Greenpac's strong Q3 FY25 results demonstrate the dedication of our team and the effectiveness of our strategy. We are committed to disciplined cost management, continuous product portfolio optimization, and nurturing strong customer relationships. We are confident in our ability to maintain this momentum and drive continued growth.”

Q3 FY25 Financial Performance Trend



AGI Greenpac delivers strong Y-O-Y growth ~20.3% in EBITDA and ~34.9% in PAT

(₹ in crore)



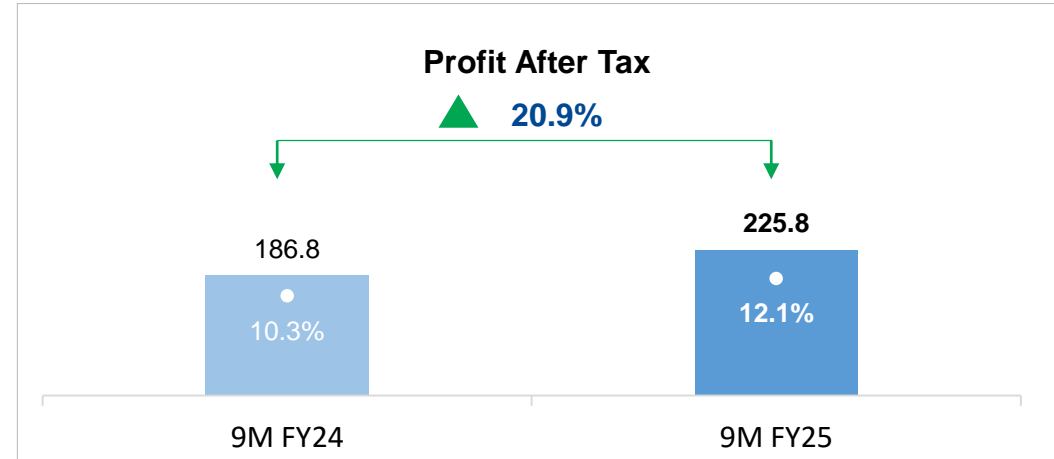
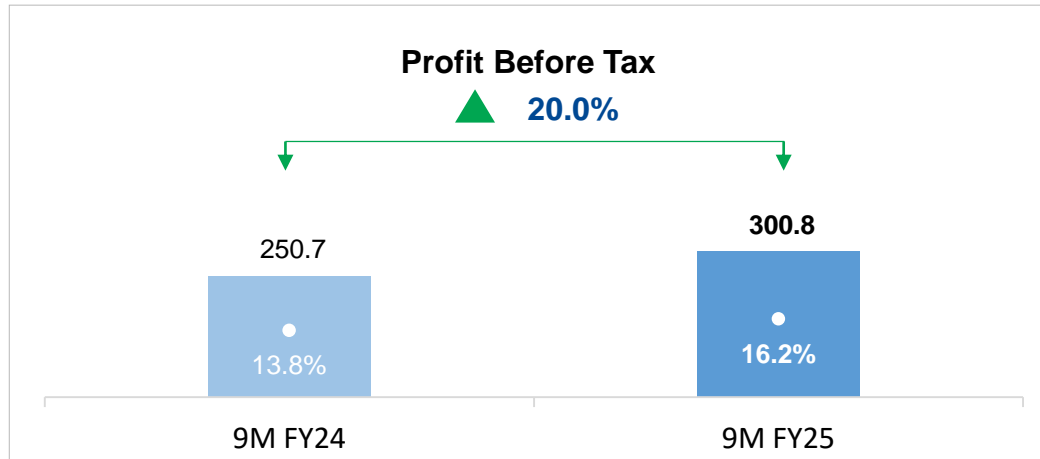
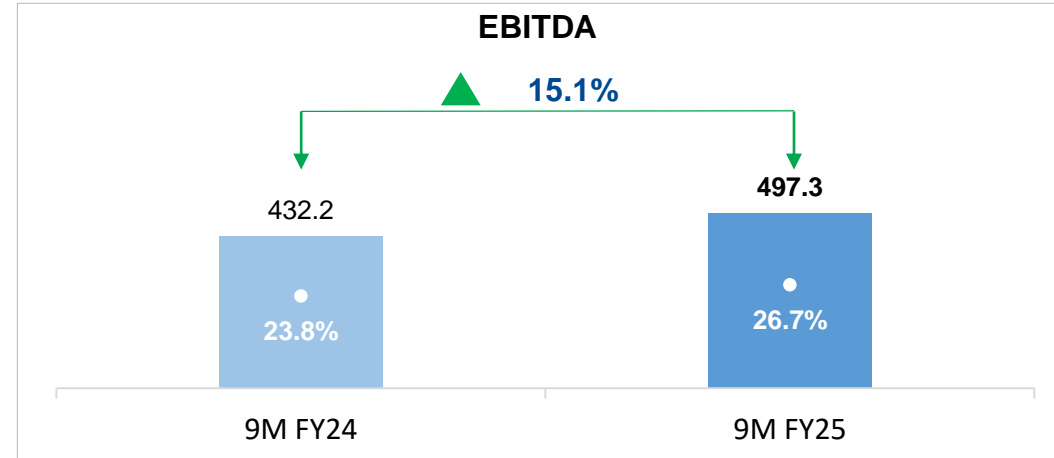
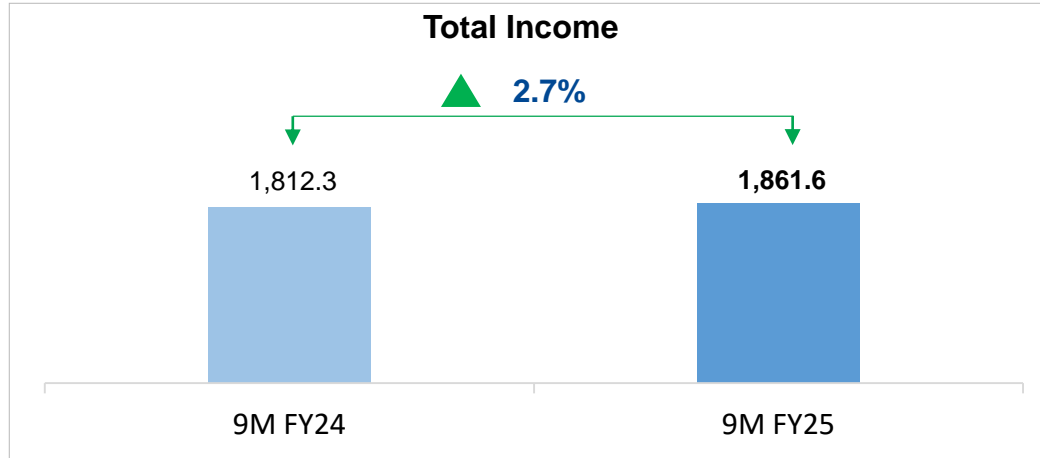
Notes: All margins are calculated on Total Income

9M FY25 Financial Performance Trend



AGI Greenpac delivers strong Y-O-Y growth ~15.1% in EBITDA and ~20.9% in PAT

(₹ 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

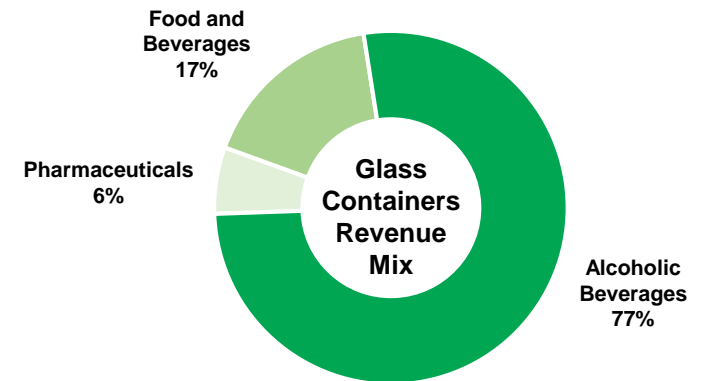
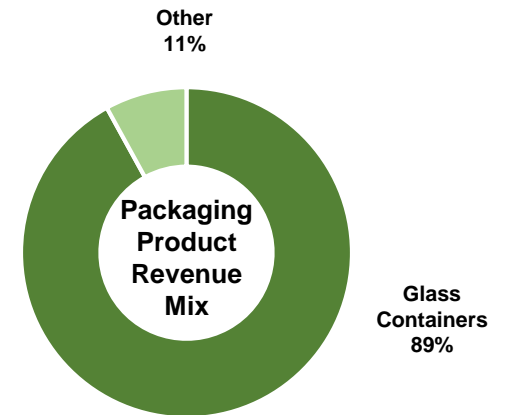
FY24 Revenue* (₹ in crore)

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 is set to grow in the Indian market.

Growth Drivers:

- With the governmental initiatives & expanding infrastructure, India is working towards becoming a global leader in drug manufacturing.
- Increasing private investment Government initiatives

Food and Soft Drink



Market Size and Growth :

- Packaged Food industry in India is expected to grow at a CAGR of ~8% 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
- 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 all furnaces, 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 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 3.799 MW Solar power Plant.
At our Caps & Closure and Plastic business, we have 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 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 select SKU's

Awards:

Received SEEM National Sustainability Award – Gold 2023
Received Fastest Decarbonizing Packaging products company of the year 2024 award at Suryacon, Hyderabad
Received International Bronze 2024 Green apple Environment award

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
- **Dr. Laveesh Bhandari (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
- **Ms. Sumita Somany (Non-Executive Non-Independent Director)**
Over a decade experience in the retail industry
- **Mr. Girdhari Lal Sultania (Non-Executive Non-Independent Director)**
Fellow Chartered Accountant, Fellow Company Secretary and consultant by profession
- **Mr. Nand Gopal Khaitan (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



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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