

NEAPS/BSE ONLINE

27th January, 2023

**The Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers
1st Floor, New Trading Ring
Rotunda, Dalal Street,
Mumbai - 400 001
(BSE Scrip Code: 500187)**

**The Secretary,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G-Block
Bandra-Kurla Complex,
Bandra (E), Mumbai - 400 051
(NSE Symbol: AGI)**

Dear Sir/Madam,

Sub: Investors' Presentation-Q3 FY 2022-2023

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investors' Presentation on the un-audited financial results of the Company for the third quarter and nine months ended 31st December, 2022.

Investors' Presentation will also be available on the website of the Company i.e. www.agigreenpac.com.

You are requested to take the enclosed document on your record.

Thanking you,

For **AGI Greenpac Limited (Formerly known as HSIL Limited)**

(Pulkit Bhasin)
Company Secretary

Name: Pulkit Bhasin
Address: 301-302, 3rd Floor, Park Centra, Sector-30, Gurugram-122001
Membership No.: 27686
Encl: As above

AGI Greenpac Ltd (formerly known as HSIL Ltd.)

Corporate Office: 301-302, 3rd Floor, Park Centra, Sector-30, NH 8, Gurugram, Haryana-122 001, India. T. +91 124 477 9200

Registered Office: 2, Red Cross Place, Kolkata-700001, West Bengal, India. T. +91 33-22487407/5668 hsilinvestors@hsilgroup.com | www.agigreenpac.com

| CIN: L51433WB1960PLC024539

AGI glaspac Office: Glass Factory Road, Off Motinagar, Borabanda, Hyderabad-500018, India. T: + (91) 40-2383 1771(5lines), M: agi@agi-glaspac.com

AGI Plastek Office: AGI glaspac Premises, Glass Factory Road, Off Motinagar, Borabanda, Hyderabad-500018, India. T: +91 40-2383 1771(5lines), M: sales@gpoly.in

AGI CloZures Office: Sy.No.208 to 218, Sitarampur, Isnapur, Patancheru, Telangana- 502307, India. T: +91-8455-225511, M: info@agiclozures.com



**Accelerating Ambitions.
Packaging Excellence.**

**Earnings
Presentation**

Q3 FY2023

Q3 FY2023 Performance Highlights



Total Income

₹570 crore

Q3 FY22 : ₹399 crore



43.0%
Y-o-Y

EBITDA

₹113 crore

Q3 FY22 : ₹81 crore



38.9%
Y-o-Y

Margins : **19.7%**

Profit After Tax

₹53 crore

Q3 FY22 : ₹29 crore



80.8%
Y-o-Y

Margins : **9.3%**

Strong Performance during the quarter driven by improved product mix and volume

- Glass container business continues to report strong growth owing to improved, better product mix and volumes were driven by increased demand from non-alcoholic beverage, packed food and beer segment
- Glass containers capacity utilization during the quarter is around 95% as compared to 92% in the same quarter last year
- The company continues to maintain EBITDA margins despite a sharp increase in input prices and rising inflation
- Commenced the commercial production of our specialty glass facility set up at Bhongir in the state of Telangana with an installed capacity of 154 Tons Per Day w.e.f. 1st January, 2023
- Catering to export markets such as the EU, Canada, and South Africa with niche products
- Partnered with one of the Big 4's for formulating and strengthening our ESG Strategy

Notes:

1. All margins are calculated on Total Income
2. All figures are from continuing operations



9M FY2023 Performance Highlights



Total Income

₹1,608 crore

9M FY22 : ₹1,020 crore



57.8%
Y-o-Y

EBITDA

₹292 crore

9M FY22 : ₹214 crore



36.6%
Y-o-Y

Margins : **18.2%**

Profit After Tax

₹153 crore

9M FY22 : ₹79 crore



93.9%
Y-o-Y

Margins : **9.5%**

Commenting on the performance, Mr. Sandip Somany, Chairman and Managing Director of AGI Greenpac said:



“AGI Greenpac growth was broad-based on our agile business model, improved product mix.

A rise in demand for packed food, non-alcoholic beverage, and beer segment continued to propel growth for our packaging products in this quarter as well.”

“We are confident of the market and continuing domestic consumption augurs well for our high-end and value-added products produced from our 154 tonnes manufacturing facility in Telangana.”

Notes:

1. All margins are calculated on Total Income
2. All figures are from continuing operations

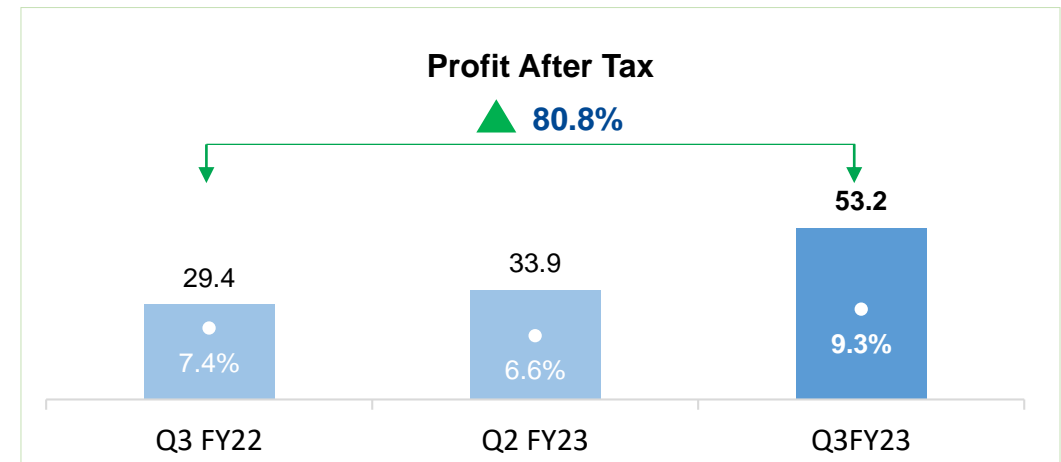
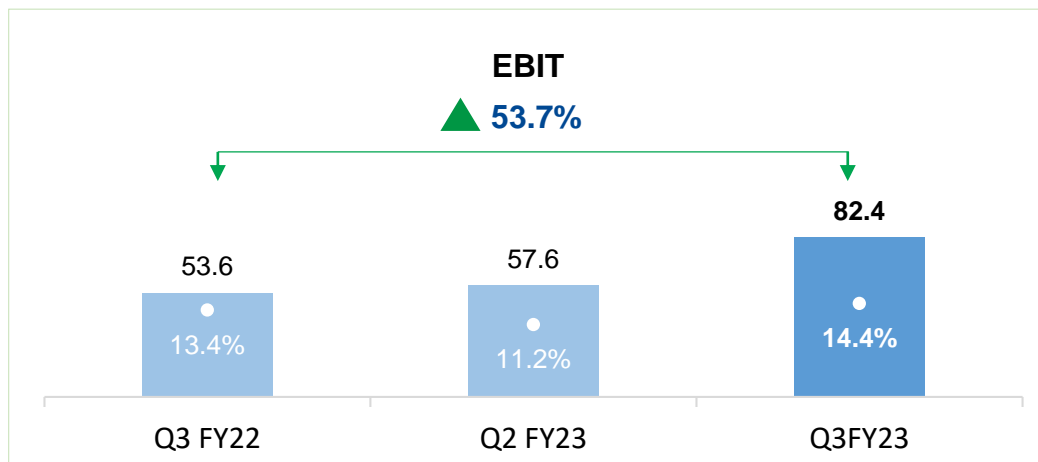
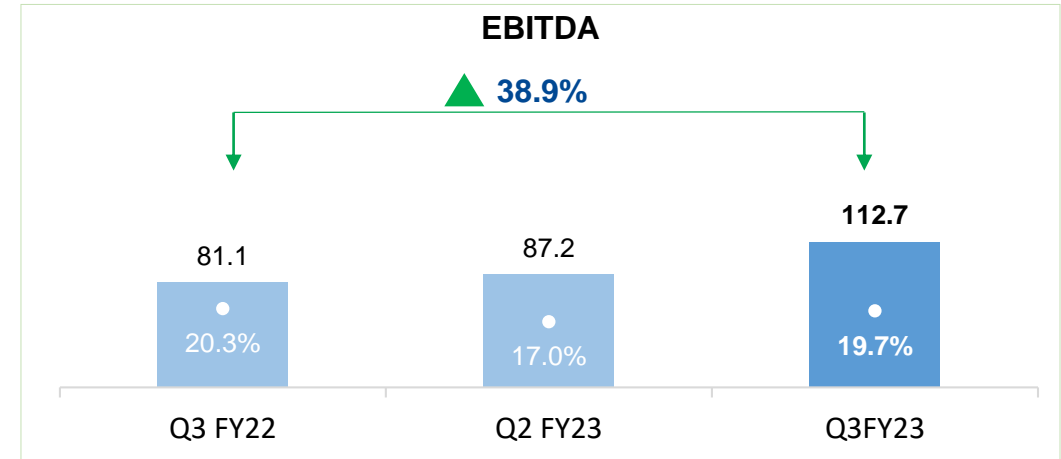
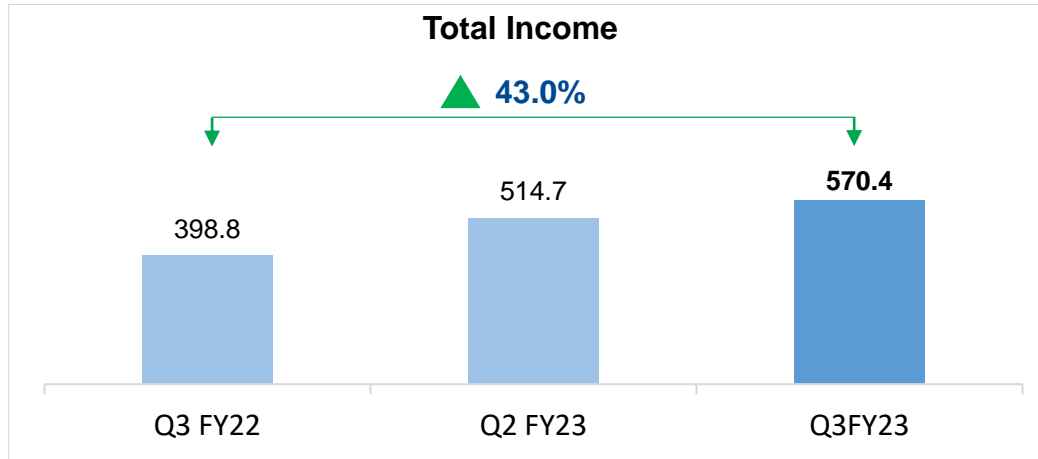


Financial Performance Trend : Q3 FY2023



AGI Greenpac delivers strong Y-o-Y growth of ~43% in Total Income and ~ 81% in Profit After Tax

(₹ in crore)



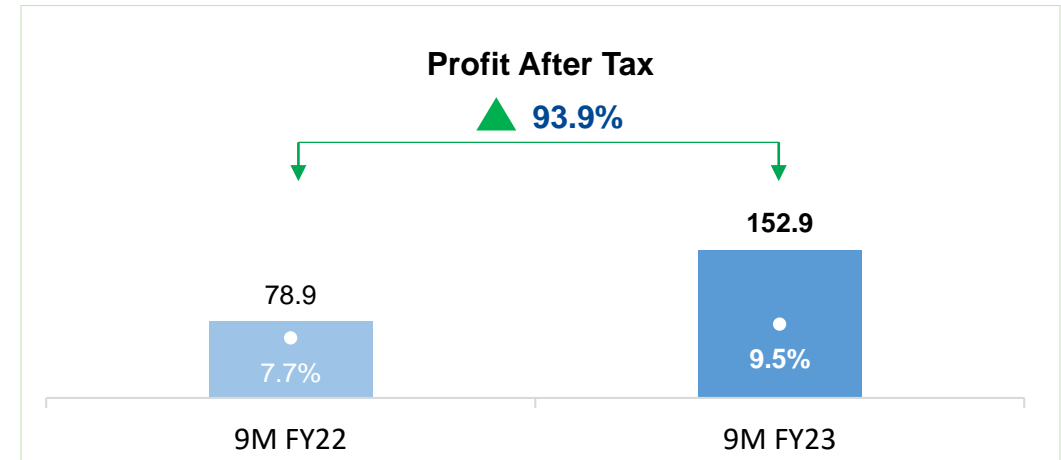
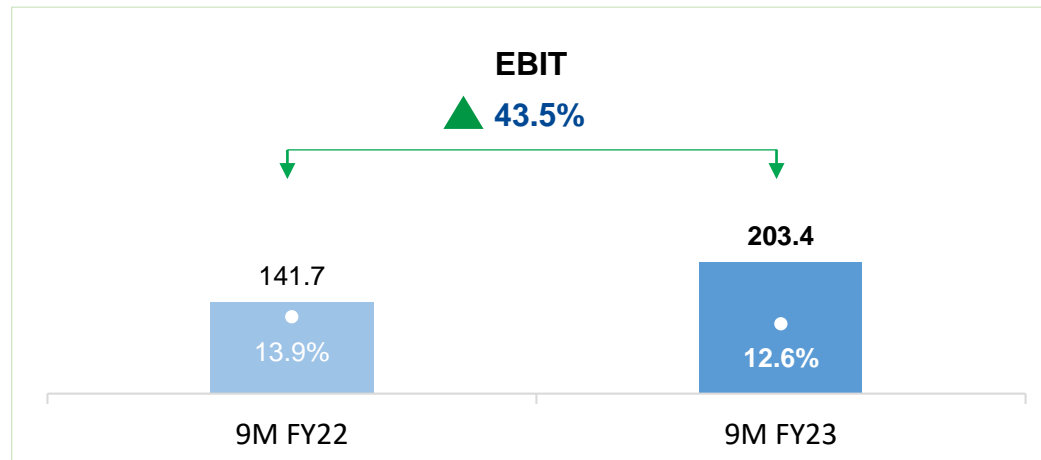
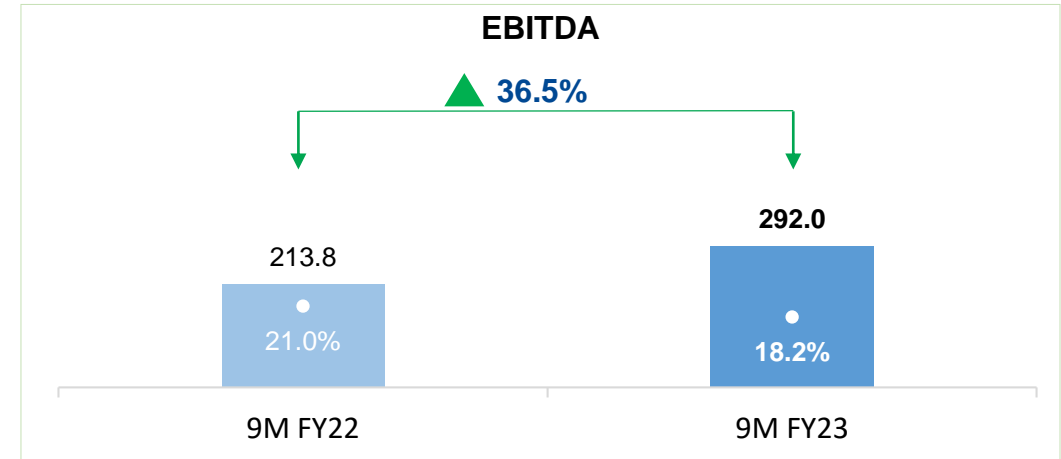
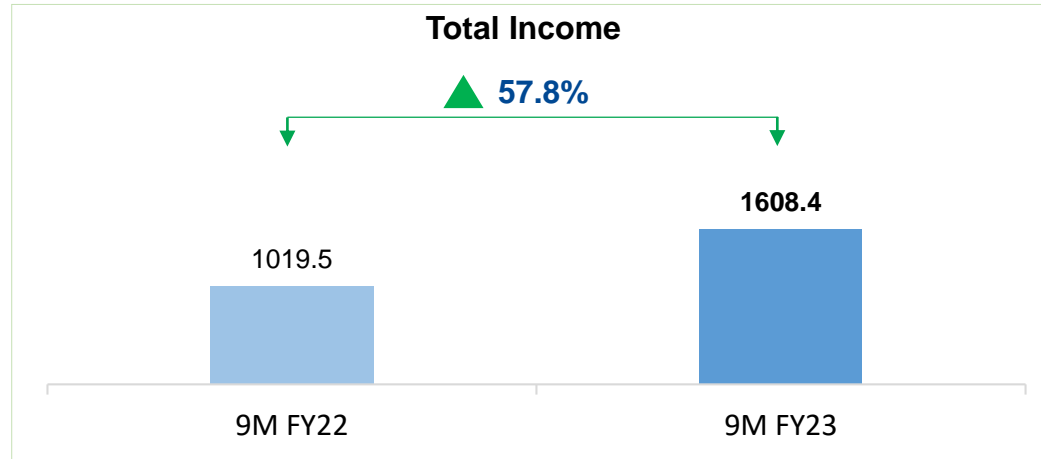
Notes:

1. All margins are calculated on Total Income
2. All figures are from continuing operations



AGI Greenpac delivers strong Y-o-Y growth of over ~58% in Total Income and ~94% in Profit After Tax

(₹ in crore)

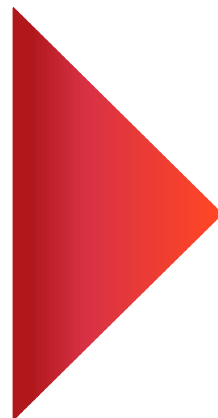


Notes:

1. All margins are calculated on Total Income
2. All figures are from continuing operations



Company Overview



One of the leading Packaging Products Companies in India

40+

Years

Expanded capacity from **154 tonnes to 1,754 tonnes** per day over forty years

1,754

Tonnes Per Day

Operates **3 plants** located in Telangana including the specialty glass manufacturing plant

~85%

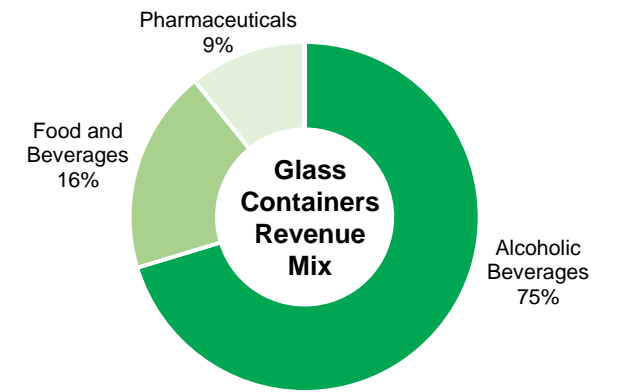
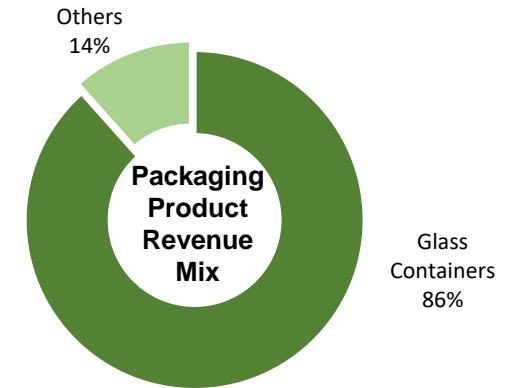
FY22 Capacity Utilization

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

1,222

FY22 Revenue ₹crore

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








Note: Figures as of FY22



Manufacturing Facilities



Location	Products	Capacity
AGI Glaspac		
Bhongir, Hyderabad 	Glass Containers and Bottles	950 tonnes per day
	Speciality Glass*	154 tonnes per day
Sanathnagar, Hyderabad 	Glass Containers and Bottles	650 tonnes per day
AGI Plastek		
Selaqui, Uttarakhand 	PET Bottles & Products	2,659 tonnes per annum
Sangareddy, Telangana 	PET Bottles & Products	2,313 tonnes per annum
Dharwad, Karnataka 	PET Bottles & Products	5,284 tonnes per annum
AGI Clozures		
Sangareddy, Telangana 	Security Caps & Cosures (Small)	780 mn pieces per annum
	Security Caps & Closures (Large)	132 mn pieces per annum

*Commenced commercial production w.e.f. 1st January, 2023



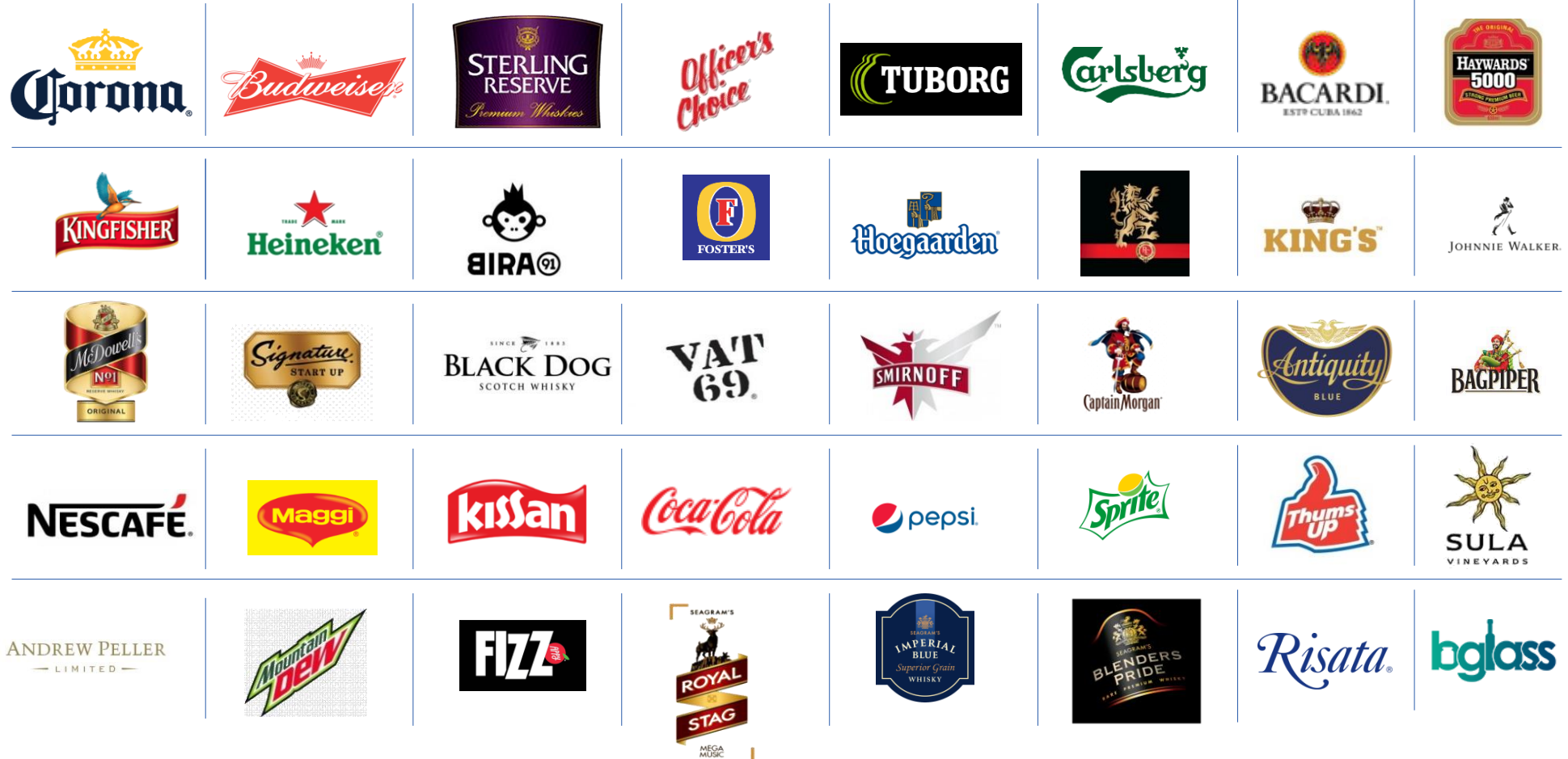
Our Customers



500+ Diversified marquee institutional clients across industries



Brands we cater to



1 Economic Growth Recovery

- Major macro-economic indicators are on a fast recovery track driving demand for packaged food and beverage products
- Glass is one of the most preferred materials for the packaging of premium food, beverages, pharmaceuticals, and personal care products
- Shift towards sustainable packaging resulting in growing demand for glass packaging

3 Emerging Consumer Behavior

- Key factors driving the glass containers market growth are rising per capita income, greater propensity of the younger generation to consume alcoholic & nonalcoholic beverages, and enhanced awareness towards sustainability of glass water bottles among consumers
- Consumer preference shifting towards quality, safety and premiumization of products

2 Market Formalisation

- Movement from informal to formal sector driven by advances in glass technology to manufacture lightweight glass containers
- Consolidation in the Glass industry will lead to higher growth opportunities

4 Focus on Improved Product Mix and Services

- AGI Greenpac is one of the leading players in Glass packaging sector in India
- Investment in R&D, design centres to drive innovation and premium product development
- Customer centric products and serviceability are core business principles



AGI Greenpac growth dynamics are fully aligned with the fundamental underlying growth profile of its customers

AGI Greenpac Growth Drivers

India container Glass market is expected to grow at 6-7% CAGR over 2021-2026



Growing consumption of spirits and beer resulting in increased demand for glass bottles



Higher usage of glass packaging in Food & Beverage industry



Growth of Cosmetic and Perfume Glass Packaging market owing to premiumisation of the segments

Alcoholic Beverages



Market Size and Growth:

- Liquor segment is growing at a CAGR of 8-9%
- Beer market is expected to grow at 9-10% between FY2022-27

Growth Drivers:

- Growing preference for spirits
- Increasing disposable income resulting in higher spending on alcoholic beverages
- Expanding beer market including craft beers

Pharmaceuticals



Market Size and Growth :

- India's pharmaceutical market was valued at US\$ 42 billion in 2021, and is projected to reach US\$ 120-130 billion by 2030,

Growth Drivers:

- Growing infrastructure and support from government to make India 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 14-15% between 2020-25.

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 16.39% through FY2026 to reach USD 28985.33 Million.
- The fragrance market in India is expected to expand at a CAGR of ~15.93%, from its 2019 value of INR 66.58 Bn.

Growth Drivers:

- Changes in shopping preferences
- Greater inclination of the youth towards skincare and other 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

As a corporate Policy, IGBC certified Green building concept will be considered for all upcoming project. Aiming for platinum rated “Green Building” for 154 TPD project. Only organization in the Indian Container Glass Industry to have installed ESP (Electrostatic Precipitator) in furnace, to reduce carbon 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 on-site rooftop solar power plants installation of 17 MW at Bhongir.
At Sanathnagar, Hyderabad Plant, we have 2 MW solar power.
At our Caps and Closure plant in Isnapur, we have an on-site rooftop solar power plant installation of 1 MW.

Environment Friendly Certified Manufacturing Process

DMF – Quality Assurance for supply to US pharmaceutical market. ISO 14001:2015 – Environment Management System. OHSAS 18001: 2007 Occupational Health and Safety Management System. FSSC 22000 – Food Safety System. ISO 9001:2008 and 2015 – Quality Management System. ISO 15378:2011 and 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%.
Started Using Bio-D Master batch (Biodegradable product) in select SKU's

Environment-friendly Product

Greendrop 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 equipments

Increased efficiency and productivity

High morale among stakeholders – clients and employees

Sustainable businesses



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 39 years of experience in the Banking Industry
- **Mr. Anil Wadhwa** (Independent Director)
Ex-Member of the Indian Foreign Services. Served as Indian Ambassador to Poland, Lithuania, Sultanate of Oman, Thailand, Italy and San Marino over the course of 39 years
- **Ms Himalyani Gupta** (Independent Director)
Advocate with over 31 years of experience Standing Counsel for the Union of India in the Hon'ble Supreme Court of India
- **Mr. Rakesh Sarin** (Independent Director)
44 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



Disclaimer and Forward Looking Statements



- This presentation is strictly confidential and may not be copied, published, distributed or transmitted. The information in this presentation is being provided by AGI Greenpac Limited (also referred to as the 'Company'). By attending the meeting where this presentation is being made or by reading the presentation materials, you agree to be bound by the following limitations:
- The information in this presentation has been prepared for use in presentations by the Company for information purposes only and does not constitute, or should be regarded as, or form part of any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including the United States and India, nor shall it, or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including the United States and India. This presentation does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company.
- This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended.
- This presentation and its contents are strictly confidential to the recipient and should not be further distributed, re-transmitted, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person or press, for any purposes. In particular, this presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. No person is authorised to give any information or to make any representation not contained in or inconsistent with this presentation or/and if given or made, such information or representation must not be relied upon as having been authorised by us. Receipt of this presentation constitutes an express agreement to be bound by such confidentiality and the other terms set out herein. Any failure to comply with this restriction may constitute a violation of applicable securities laws.
- No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither the Company nor any of its affiliates, advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.
- This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.
- THIS PRESENTATION IS NOT AN OFFER FOR SALE OF SECURITIES IN INDIA, THE UNITED STATES OR ELSEWHERE.





Corporate Office
301-302, III Floor, Park Centra,
Sector 30, N.H-8, Gurgaon,
Haryana – 122001

Phone
+91 124 4779200

Website
<https://agigreenpac.com/>

Investor Relations Advisor

Ashok Negi / Rajiv Pandya
Churchgate Partners

Email:
AGI@churchgatepartners.com

Phone
+91 22 6169 5988

Website
<https://www.churchgatepartners.com/>