

NEAPS/BSE ONLINE

11th December, 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: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation made to the investors at the investor meeting scheduled to be held on 12th & 13th December, 2023.

The aforesaid 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 records.

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

(Om Prakash Pandey)
Chief Financial Officer

**Name: Om Prakash Pandey
Address: AGI Glaspac, Glass Factory Road, Off. Motinagar,
Sanathnagar P.O., Hyderabad-500018**

Encl.: As above

AGI Greenpac Ltd (formerly known as HSIL Ltd.)

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| CIN: L51433WB1960PLC024539

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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



Expanding Horizons.

Delivering Responsibly.

AGI Greenpac Limited

December 2023

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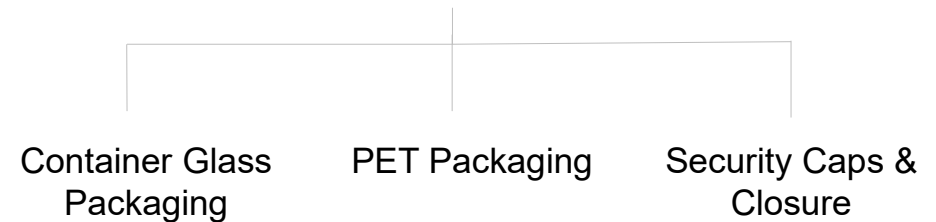
Background – Company Overview



- AGI Greenpac Limited (erstwhile HSIL Limited) was incorporated in 1960 (“AGI”)
- AGI forayed into the container glass business in 1981
- AGI extended its packaging product business by acquisition of PET packaging business in year 2011 and forayed into counterfeit resistant Security Caps & Closure in year 2018
- AGI has a comprehensive product range, catering to 500+ globally acclaimed institutional clients in India



Focused Packaging Products Businesses



7 Manufacturing facilities in India

| S.No | Products | Number of Plants | Location | Capacity |
|------|---------------------------|------------------|---------------------------------------|---|
| 1 | Glass Containers | 3 | Telangana | 1,700 tonnes per day (TPD) for Container glass 154 tonnes per day (TPD) for Speciality glass |
| 2 | Pet Bottles and Products | 3 | Uttarakhand Telangana Karnataka | 11,892 tonnes per annum |
| 3 | Security Caps and Closure | 1 | Telangana | 780 million pieces (Small Cap) per annum 132 million pieces (Large Cap) per annum |

- Only container glass company in India with the flexibility to use multi fuel option that helps when the prices of fuels are volatile
- Our glass operation has one of the best production efficiencies in the industry, resulting in over 90% machine efficiency
- Experienced manpower to handle the manufacturing operations smoothly

Business at a Glance



Rs.2281 crore
Revenue FY23

40+
Years in industry

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

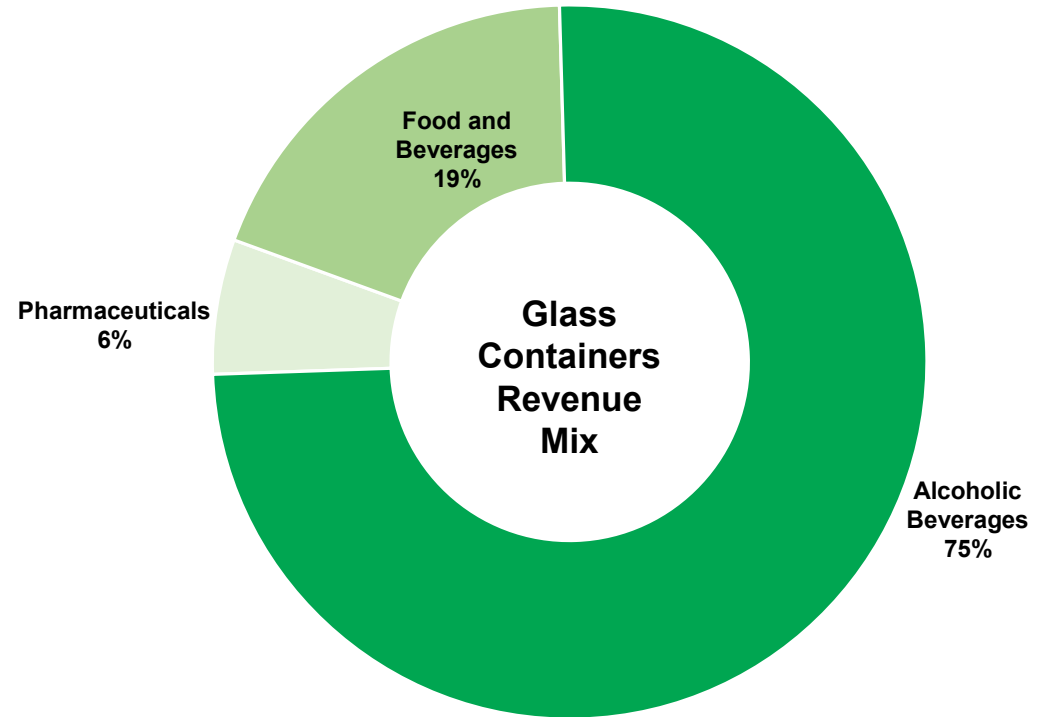
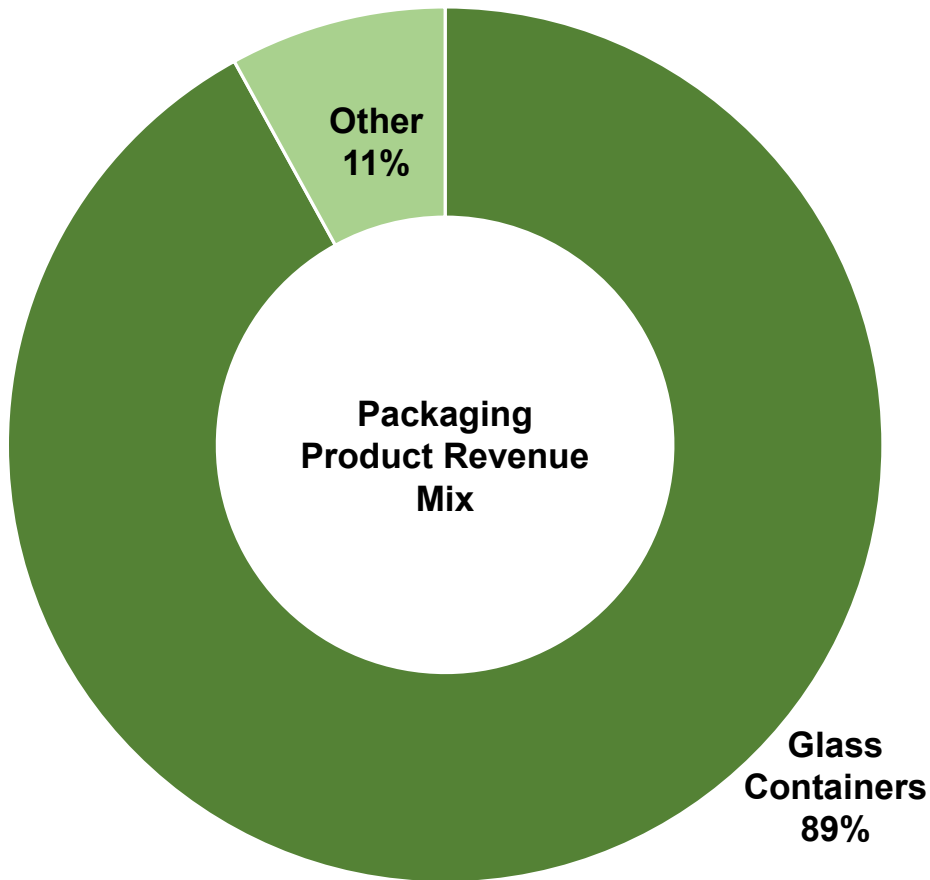
Rs.488 crore
EBIDTA FY23

**Best in Industry Margins in
Container Glass Industry**

~23%

EBITDA Margins FY23 (Packaging
Product Business)

Business at a Glance



Note : Figures as of FY23

Our Customers

500+ Diversified institutional clients across industries

Alcoholic Beverage

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Our Customers



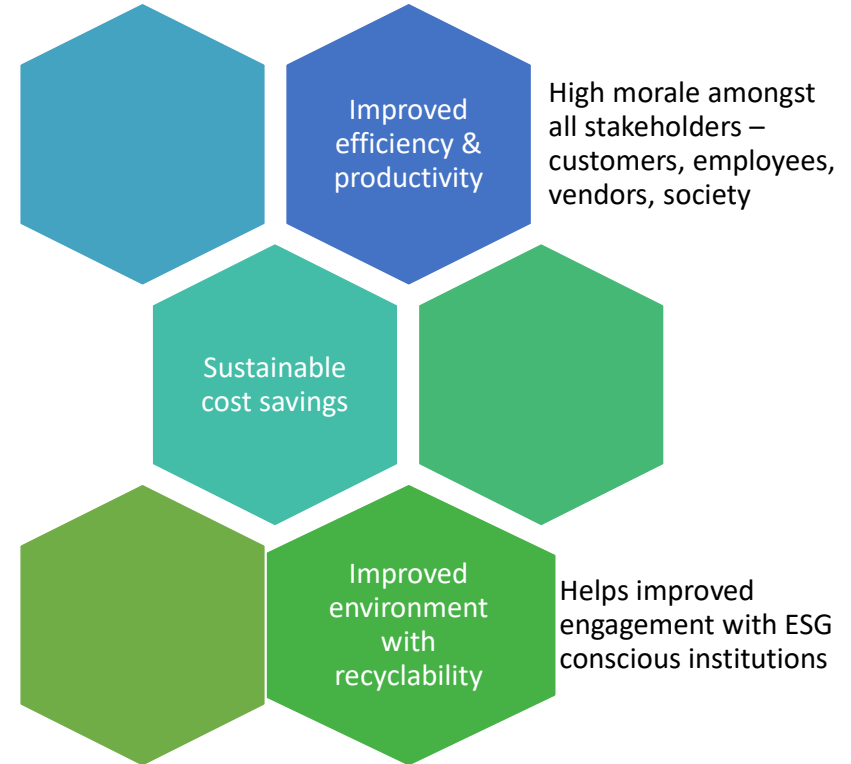
500+ Diversified institutional clients across industries

| | | | | | |
|------------------|--|--|--|--|--|
| Food & Beverages | | | | | |
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| | | | | | |
| Pharmaceuticals | | | | | |

Sustainability – our core for growth



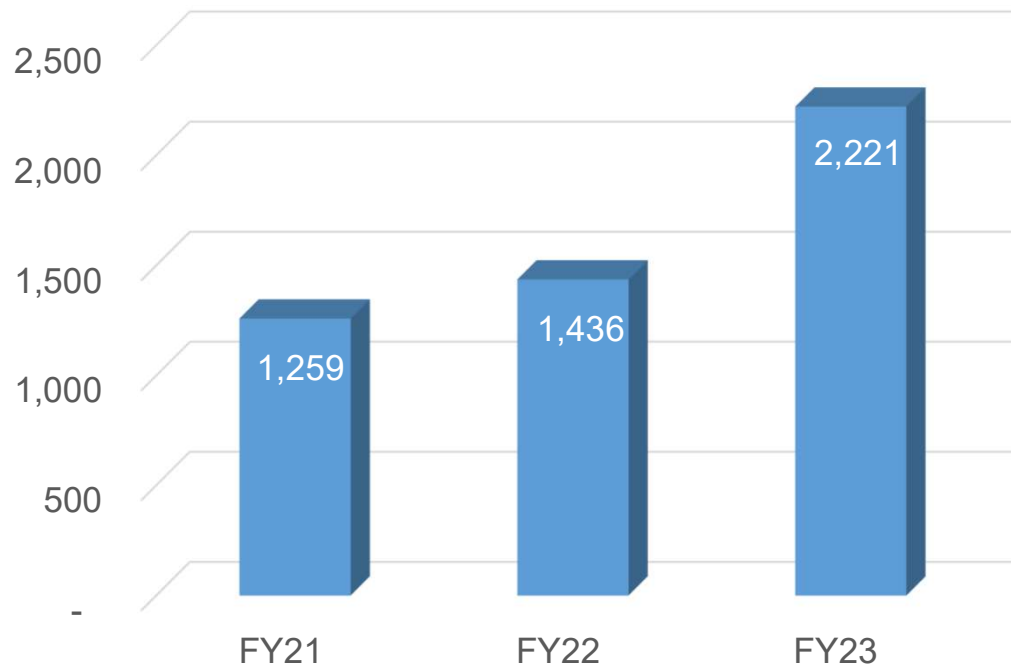
| | |
|--|--|
| | <h3>Reduce Carbon Trail</h3> <ul style="list-style-type: none"> • Focus on renewable energy • Emission & energy consumption reduction • Improve recyclability |
| | <h3>Create positive community impact</h3> <ul style="list-style-type: none"> • Supporting rural livelihoods • Improved community healthcare • Ensure safe drinking water |
| | <h3>Employee first</h3> <ul style="list-style-type: none"> • Improved work environment & safety • Regular training and employee engagement • Digital transformation focus |



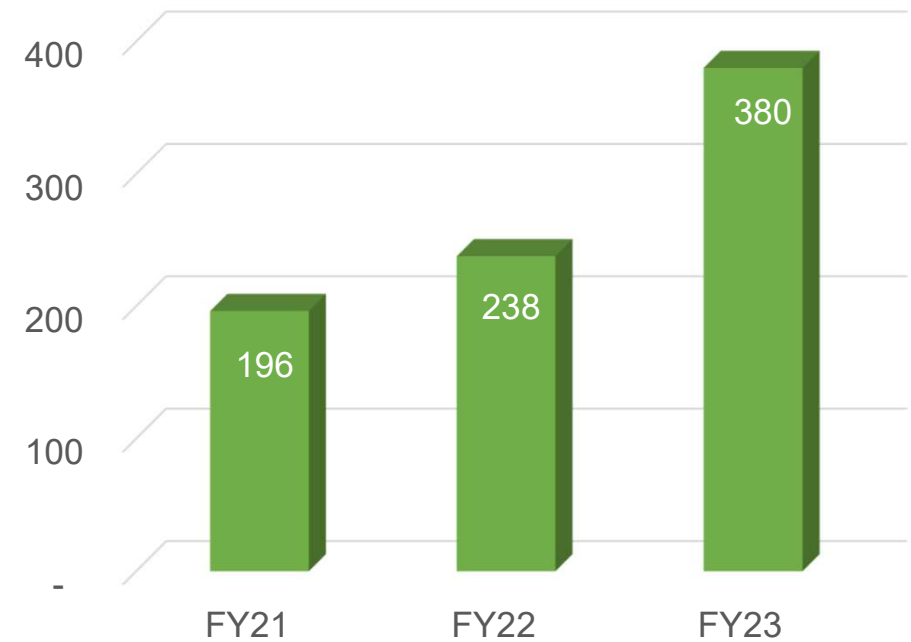
Financial Highlights – Packaging Products Business



Packaging Products Business Revenue (Rs. Crore)



Packaging Products Business EBIT* (Rs. Crore)



* EBIT is before un-allocable expenditure

Current Business Segments

AGI has 2 Business Segments :

1. Packaging Products Segment

- Consisting of Container glass business, PET bottles & products business and counterfeit resistant security caps and closure business

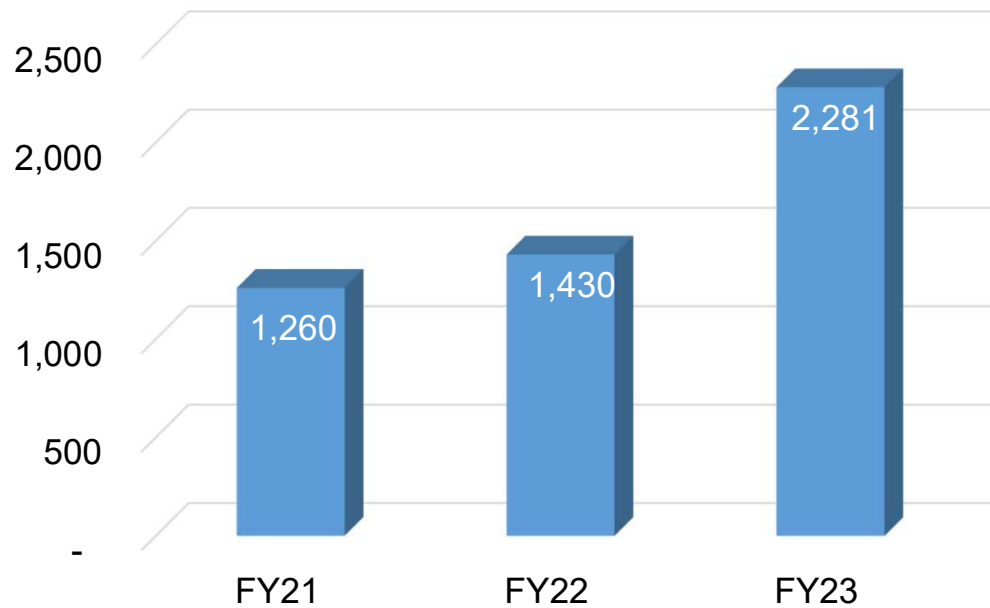
2. Investment Property

- AGI transferred its Building Product Manufacturing division by way of slump sale as of 31/03/2022 except some land & buildings which have been given on long term lease
- Annual lease rental from Investment Property is ~Rs.21 crore

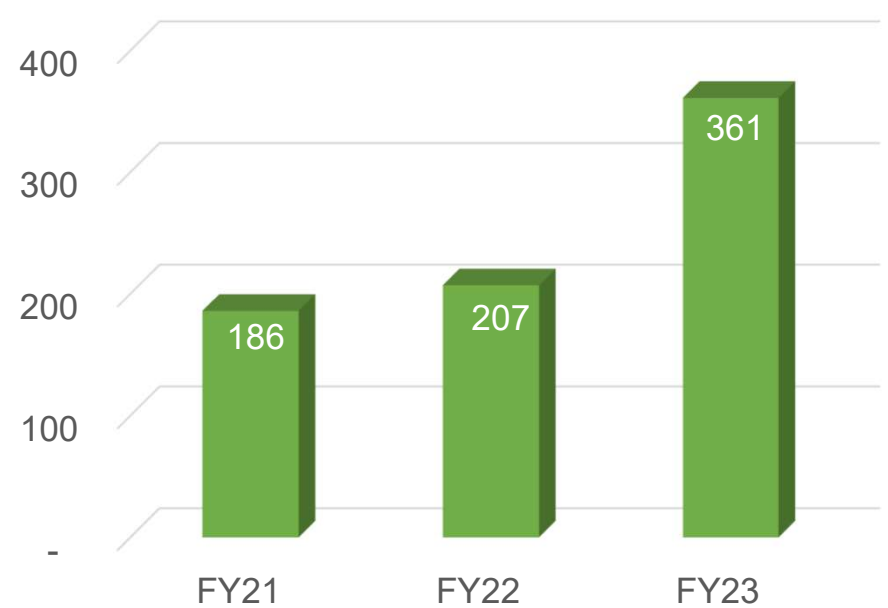
Financial Highlights – AGI (Continuing Operations)



AGI Revenue (continuing operations)(Rs. Crore)



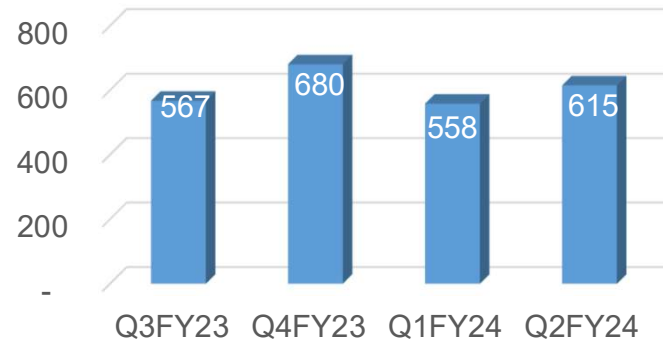
AGI EBIT (continuing operations)(Rs. Crore)



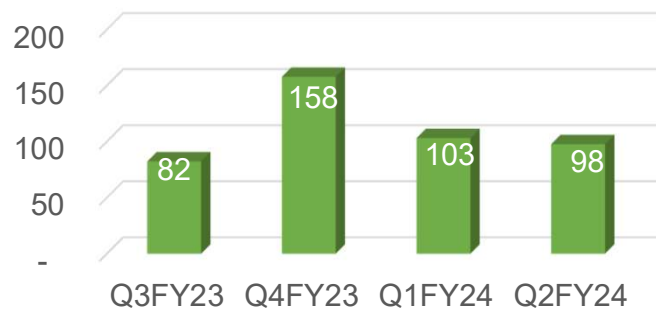
Quarterly Financial Highlights – AGI



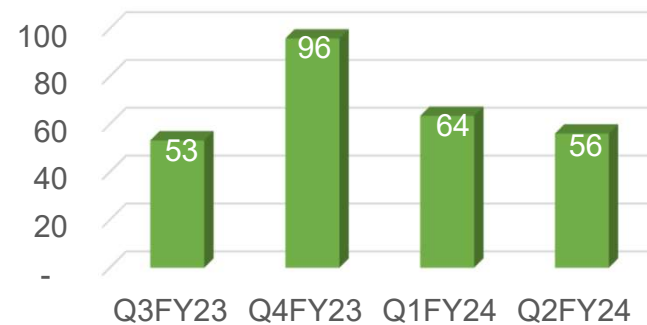
AGI Revenues (Rs. Crore)



AGI EBIT* (Rs. Crore)



AGI PAT* (Rs. Crore)

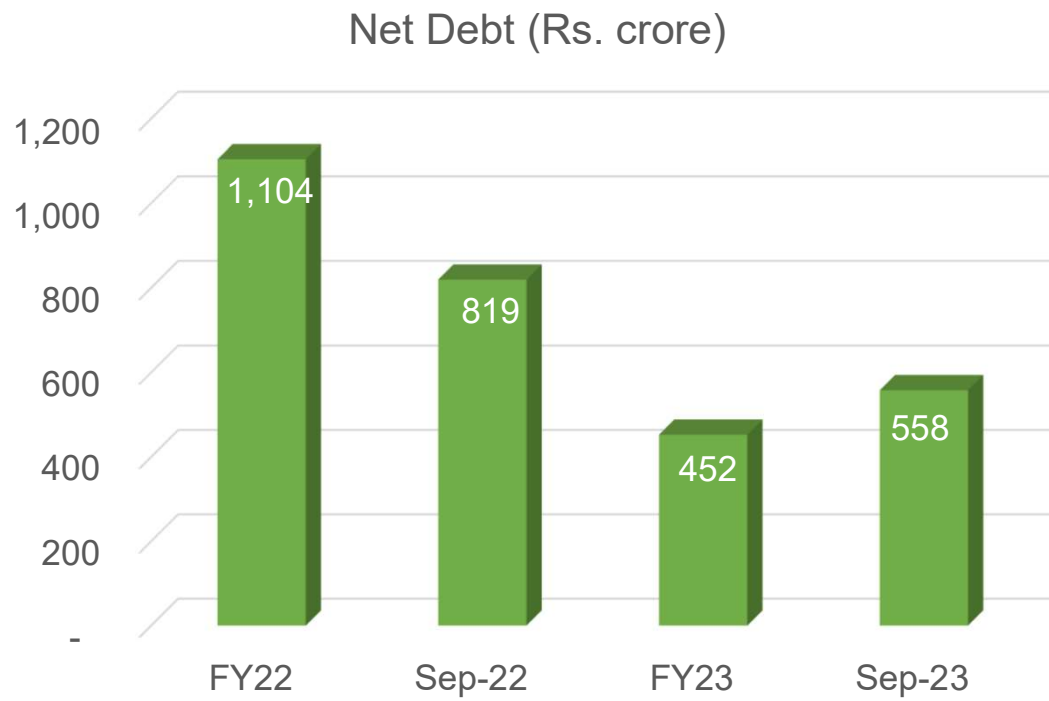


* Other Income for the Q4FY23 includes Rs.15.65 crore towards the subsidy related to SGST refund sanctioned and received by the company

Debt Structure



Optimum Debt structure to support capital expenditure plans



Key growth drivers going forward



Continuously growing consumption of spirits and beer

India per capita income of USD 2300 expected to grow USD 4000 by 2030

Demographic shift and diverse cultures and lifestyles increase exposure to alcohol consumption



Higher usage of glass packaging in Food & Beverage industry

Superior taste and sensitive to contamination or flavor changes

Shelf life extension, high resistance to heat and visual appeal to the customers



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

Growing awareness of skincare and beauty products in customers and willingness to invest in high-quality products

Increasing popularity of luxury brands attracted consumers to their exclusive and high-end packaging products

India's container Glass market will grow at 6-7% CAGR

Industry Growth Drivers

Alcoholic Beverages

Expected Growth:

- Liquor segment - CAGR of ~8% over next 5 years
- Beer market – CAGR of ~ 9% over next 5 years

Growth Drivers:

- Growing preference for spirits
- Increasing disposable income
- Expanding beer market including craft beers

Pharmaceuticals

Expected Growth :

- Pharma market - CAGR of ~10% over next 5 years

Growth Drivers:

- Growing infrastructure and support from government to make India a global leader in drug manufacturing
- Increasing private investment

Food and Soft Drink

Expected Growth :

- FMCG market – CAGR of ~25%+ over next 5 years

Growth Drivers:

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

Cosmetic & Perfume

Expected Growth :

- India Cosmetics Market - CAGR of ~6%+ over next 5 years
- India fragrance market - CAGR of ~15% over next 5 years

Growth Drivers:

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

Experienced Board of Directors and Leadership Team



Mr. Sandip Somany
Chairman And Managing Director



Mr. Sandeep Sikka
Group CFO



Mr. Rajesh Khosla
CEO



Mr. Om Prakash Pandey
Chief Financial Officer

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 40 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 38 years
- **Ms Himalyani Gupta** (Independent Director)
Advocate with over 32 years of experience Standing Counsel for the Union of India in the Hon'ble Supreme Court of India
- **Mr. Rakesh Sarin** (Independent Director)
45 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



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AGI Greenpac Limited