

22<sup>nd</sup> October 2023

Department of Corporate Services **BSE Limited**Phiroze Jeejeebhoy Towers

Mumbai – 400 001 **Security Code No – 509820** 

The Listing Department

National Stock Exchange of India Ltd

Exchange Plaza,

Bandra Kurla Complex

Bandra (East),

Mumbai 400 051

Security Code – HUHTAMAKI

Sub: Investor Presentation for the Quarter ended 30th September 2023.

Dear Sir/Madam,

This is further to our letter dated 12<sup>th</sup> October 2023, intimating about an Earnings Conference Call to be hosted by the Company post announcement of Unaudited Financial Results for the quarter ended 30<sup>th</sup> September 2023.

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation to Analysts / Investors on Unaudited Financial Results of the Company for quarter ended 30<sup>th</sup> September 2023.

Kindly take the same on your records.

Thanking you, Yours faithfully,

For Huhtamaki India Limited

Company Secretary & Legal Counsel

Tel: +91 (022) 6260 6800/6260 6900 CIN: L21011 MH1950FLC145537 www.flexibles.huhtamaki.in

Registered Office: Huhtamaki India Ltd. A-802, Crescenzo, C-38/39, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai-400 051, Maharashtra. Earnings presentation – Q3 2023

**Huhtamaki India Limited** 

Dhananjay Salunkhe Managing Director

Jagdish Agarwal Executive Director & CFO

Huhtamaki



### Disclaimer

Information presented herein contains, or may be deemed to contain, forward-looking statements. These statements relate to future events or Huhtamaki India Limited's (the Company) future financial performance, including, but not limited to, strategic plans, potential growth, expected capital expenditure, ability to generate cash flows, liquidity and cost savings that involve known and unknown risks, uncertainties and other factors that may cause the Company's actual results, performance or achievements to be materially different from those expressed or implied by any forward-looking statements. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Such risks and uncertainties include, but are not limited to: (1) general economic conditions such as movements in currency rates, volatile raw material and energy prices and political uncertainties; (2) industry conditions such as demand for the Company's products, pricing pressures and competitive situation; and (3) the Company's own operating and other conditions such as the success of manufacturing activities and the achievement of efficiencies therein as well as the success of pending and future acquisitions and restructurings and product innovations. Future results may vary from the results expressed in, or implied by, forwardlooking statements, possibly to a material degree. All forward-looking statements made in this presentation are based on information currently available to the management, and the Company assumes no obligation to update or revise any forward-looking statements. Nothing in this presentation constitutes investment advice and this presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities or otherwise to engage in any investment activity.



## Performance during Q3 2023

- Market environment and impact Overall improved performance, however, volume continues to be under pressure. Strategy in place to drive long term sustainable growth
- Financial performance
  - Higher Net Sales QoQ, however, lower than YoY
  - EBIT, PBT and EPS improved QoQ and YoY
- Investment in operations and technology for sustainable solutions



## Motivated to deliver our best – Award during Q3 2023



Huhtamaki India Limited won the IFCA STAR Awards 2023, organized by the Indian Flexible Packaging & Folding Carton Manufacturers Association.

The following innovations, developed in partnership with our customers, exemplify packaging excellence in product development, innovation, and sustainability:

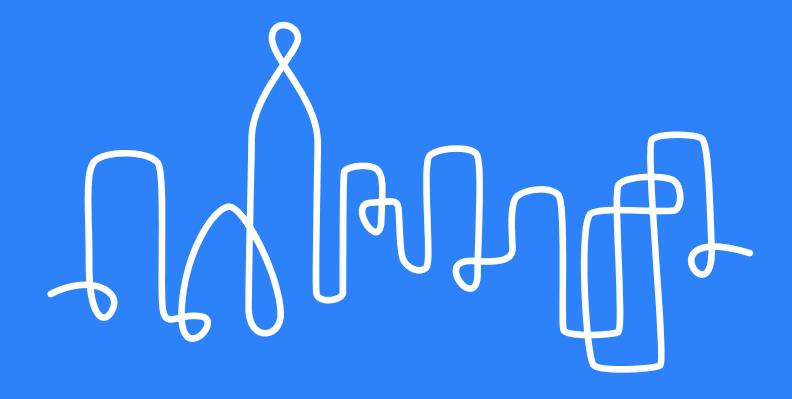
Recyclable bulk bag with exceptional drop resistance

Pressure-sensitive label featuring a tactile grainy effect

Pressure-sensitive label with a soft touch and spot gloss



## Financial review



Huhtamaki

## Operational efficiency and mix are driving improved earnings despite lower sales

MINR	Q3 23	Q3 22	Change Q3 22	9M 23	9M 22	Change 9M 22
Sale of products and services	6,442.9	7,534.6	-14.5 %	18,961.3	22,399.8	-15.4 %
EBITDA	487.5	250.6	94.5 %	1,484	1,286.6	15.3 %
EBITDA %	7.57%	3.33%		7.83%	5.74%	
EBIT	379.2	40.3	840.9 %	1,104.3	635.9	73.7 %
EBIT %	5.9%	0.5%		5.8%	2.8%	
Finance Cost	-75.2	-87.5	14.1 %	-242.8	-237.3	-2.3 %
Profit/(Loss) before Tax *	304.0	-47.2	744.1 %	861.5	398.6	116.1 %
Profit/(Loss) for the period	322.7	0.4	80575.0 %	822.2	328.0	150.7 %
Earnings in Rs. Per share *	4.27	0.01	80575.0 %	11.16	4.34	157.0 %

- EBIT improved despite lower sales due to continued focus on operational efficiency and mix
- Depreciation lower by MINR 87.6 and MINR 228.5 for Q3 23 and 9M 23 respectively, due to changed useful life and method of charging depreciation on certain Property, Plant and Equipment (PPE)
- Financing cost decreased due to lower borrowing

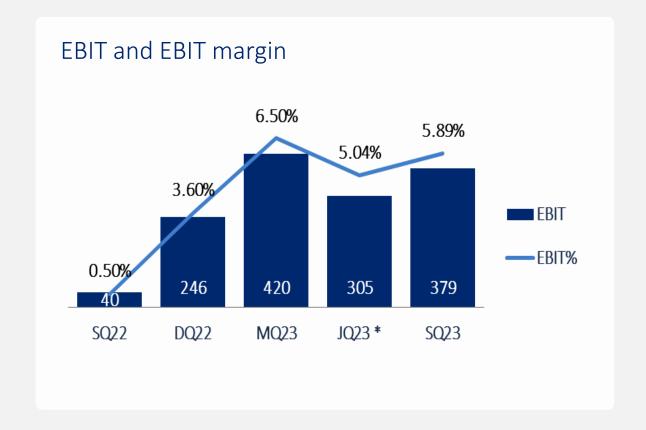


Q3 23 and 9M 23 Sales growth impacted by lower volumes

<sup>\*</sup>Excluding exceptional item

## Performance overview (MINR & %)





JQ – June quarter, SQ – Sept Quarter, DQ – Dec Quarter and MQ – Mar Quarter



<sup>\*</sup>Excluding exceptional item

In our commitment to sustainability, we are proud to present Huhtamaki blue**loop**™



blueloop™ is our enterprise-wide sustainability brand aligned with our 2030 strategy to become the first choice in sustainable packaging solutions, driven by technology and operational excellence



## We are on a transformation journey to become the first choice in sustainable packaging solutions

#### Our core business

Reliable partner supporting our customers' growth globally

Incremental customer-driven innovation

Global manufacturing footprint

## Our value proposition, today

Sustainable innovation in partnership with customers

Ability to scale up innovative technologies globally

Global operational efficiencies

Packaging technology innovation leader

Packaging Converter

#### Our 2030 vision

Game-changing technology & solution innovation

Solution innovation in partnership with value chain ecosystem

World-class efficient manufacturing and supply chain

Sustainable packaging solutions provider

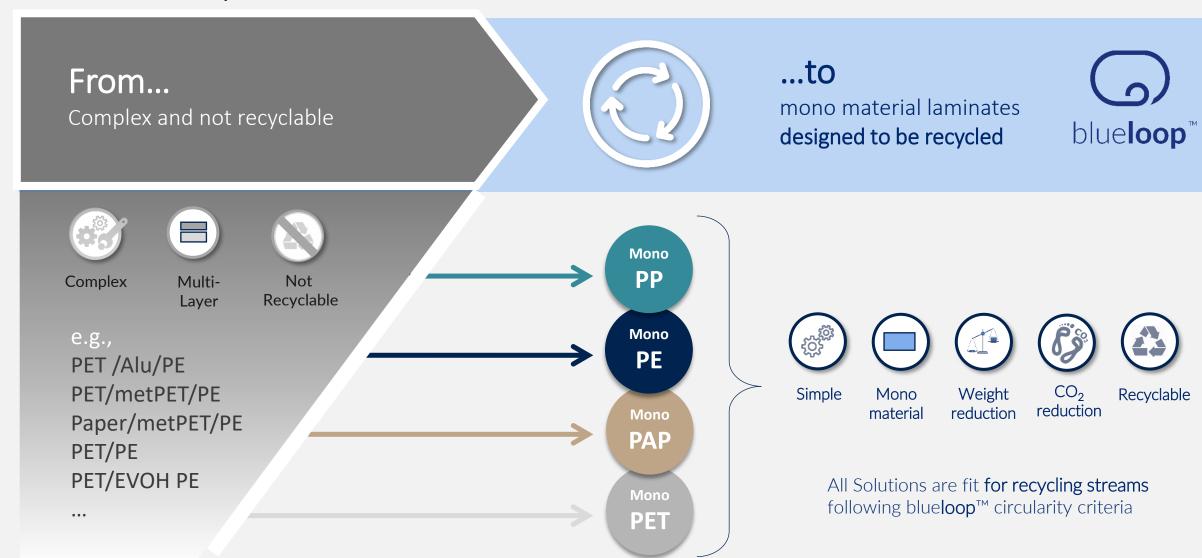
Packaging technology innovation leader

**Packaging Converter** 

#### **Packaging Converter**



### Four development streams





We uniquely combine the power of 3: protection, recyclability, and affordability

#### PROTECTION

- Guaranteed protection and shelf life – no compromise on protecting food and everyday necessities
- Keeps contents hygienic and safe high to ultra-high barrier protection



**MOINSTURE** 



**OXYGEN** 





MINERAL OIL AND GREASE

#### RECYCLABILITY

Recycling of flexible packaging made possible, complex structures made simple highest level of mono-material in the market today



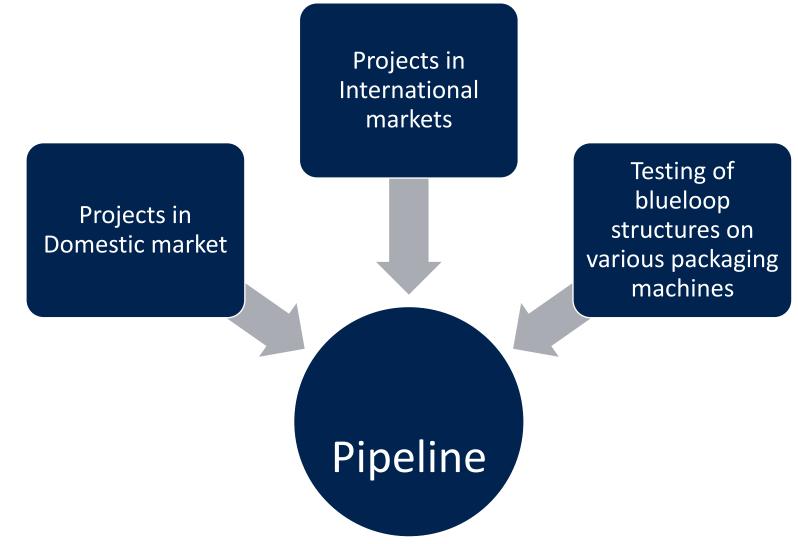
#### **AFFORDABILITY**



Affordable sustainability – competitive price and a transformative alternative



As the new machines start production, we are focused on developing a strong pipeline of blueloop projects





## Sustainability

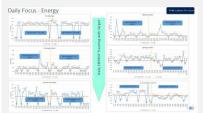


Huhtamaki

## Sustainability focus

#### Climate Action

Huhtamaki has committed to Carbon Neutral Production by year 2030. Multiple projects are undertaken to optimize and reduce scope 1 and scope 2 energy consumption, thus reducing associated GHG emissions. Below are a few initiatives -







Continuous feeder at Rudrapur plant to mitigate diesel consumption



Biomass (Renewable) fired heater at SriCity

#### Sustainability by Design

Huhtamaki incorporated environment conscious materials and design parameters in Labels manufacturing site in Ambernath.





The site received a Silver LEED Green Building Certification

#### **Social Initiatives**

Huhtamaki's community involvement strategy reflects our commitment to advance the **UN Sustainable Development Goals**, and our own 2030 Strategy.

Our CSR initiatives are driven by a vision to improve the quality of life by supporting causes that benefit local schools, neighborhoods, healthcare etc.



Relief kits for Persons affected by floods in Himachal Pradesh



Educational kits distribution in municipal schools in Maharashtra

**Water Consumption** 

Water scarcity is an important topic for India. Huhtamaki has initiated third party water risk assessment program for all its site situated in high water risk areas (7 sites). Company is also working on reducing and reusing water to minimize usage of fresh water.





2 of our sites (Taloja and Guwahati) are Zero Liquid Discharge



# For further information, please contact us:

investor.communication@huhtamaki.com https://www.huhtamaki.com/en-in/flexible-packaging/investors



## Thank you