

NEAPS/BSE ONLINE

22nd July, 2025

**The Corporate Relationship Department
BSE Limited**

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

Listing Department

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 on the Un-Audited Standalone & Consolidated Financial Results of the Company for the first quarter ended 30th June, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of the Investors' Presentation on the Un-Audited Standalone & Consolidated Financial Results of the Company for the first quarter ended 30th June, 2025.

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**

(Ompal)

Company Secretary & Compliance Officer

Address: 301-302, 3rd Floor, Park Centra, Sector-30, Gurugram-122001

Membership No.: A30926

Encl.: As above

AGI Greenpac 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



AGI Greenpac Limited

Corporate Presentation
July 2025

Get. Set. Grow.



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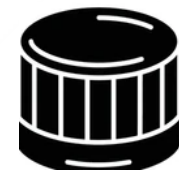
What We Do..

Our Businesses: India's Most Profitable Glass Packaging Leader



Glass Containers

3 state of the art manufacturing plants, serving marquee global and Indian brands



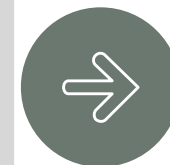
Security Caps and Closures

Automated, cutting-edge facility addressing the growing issue of counterfeiting

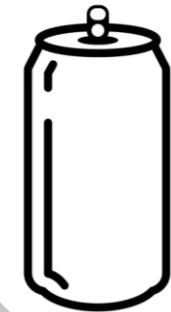


Pet Bottles and Products

Offering a full spectrum of PET bottles and products for various industries such as FMCG & personal care



New Diversified Portfolio



Aluminum Cans

Entering into high-potential aluminum can market, leveraging our strong synergies with our glass packaging business in alcohol and F&B segments.

Our Growth Journey

| | | |
|--|--|--|
| | 1981 | Acquired Associated Glass Industries <i>Forayed into container glass business</i> |
| | | |
| | | |
| | Acquired Garden Polymer <i>Diversified into PET bottles business</i> | 2011 |
| | | |
| | | |
| | 2012 | Greenfield Plant at Bhongir <i>Expanded container glass capacity</i> |
| | | |
| | | |
| | Launched Closure business <i>Commenced security caps and closures business</i> | 2018 |
| | | |
| | | |
| | 2019..2022 | Undertook Scheme of Arrangements <i>Created focused packaging products entity</i> |
| | | |
| | | |
| | Ventured into specialty glass <i>Catering to perfumery and cosmetic market</i> | 2023 |
| | | |
| | | |
| | 2025 | Announced 500 TPD Greenfield Plant <i>To address northern and central India</i> |
| | | |
| | | |
| | Foray into high-growth aluminum can segment <i>Strong synergies with our glass packaging business</i> | 2025 |

Our Foundation: Mission, Vision, Aspiration & Values

Our Mission

To provide innovative and eco-friendly glass packaging solutions



Our Vision

To be the most preferred glass company
- Creating value for customers and stakeholders



Our Aspiration

Comprehensive product portfolio
- Address the needs of liquid packaging market

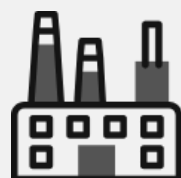


Our Values

Guided by integrity, passion, customer focus, innovation & respect for all



Our Capabilities



Manufacturing facilities

Glass Packaging

Container glass facility

- 740 tonnes per day
Sanathnagar, Telangana

- 1100 tonnes per day
Bhongir, Telangana

Specialty glass facility

- 160 tonnes per day
Bhongir, Telangana

Caps and closures

- 1,154 million pieces per annum
(large and small caps)
Sangareddy, Telangana

Plastic Packaging

~12,000 tonnes per annum

- Dharward, Karnatka
- Sangareddy, Telangana
- Selaqui, Uttarakhand



Industries served

Beverages

Liquor

Wine

Beer

Pharmaceuticals

Cosmetic

Personal care

Hospitality

Liquor

Spirits

Pharmaceuticals

Cosmetics

Beverages

Liquor and Beer

Wine

Pharmaceuticals

Cosmetic and Personal care

Hospitality

FMCG and Dairy



Products

Whisky & spirits

Wine & beer

Soft drink

Medicine & vials

Chemicals

Water

Food Jars

Cosmetics

Nail polish & perfume

Face creams & foundation

Candle jar, and
many more

Security caps
and closures

PET bottles

High Density Polyethylene
bottles

Polypropylene products

Our Products & Services



Glass packaging solutions for diverse needs

With five advanced glass furnaces, we consistently supply a wide range of containers in flint, amber, green, and other colors, effectively fulfilling the diverse year-round demands of our large customer base



Wide-Ranging Glass Container Sizes

Our extensive product line features glass containers from tiny 2.5 ml pharmaceutical bottles to large 5-liter jars for chemicals and food, serving diverse applications across numerous industries



Sustainability Tailored to Client Needs

To enhance sustainability, we have increased recycled glass use in production, lowering our environmental footprint and supporting our clients' green objectives & building efficiency



Enhanced Branding

Advanced facilities offer diverse glass designs, embossing, and colors, providing clients with unique, eye-catching packaging for enhanced branding and marketing









































Our Offerings



500+ Diversified Institutional Clients across Industries

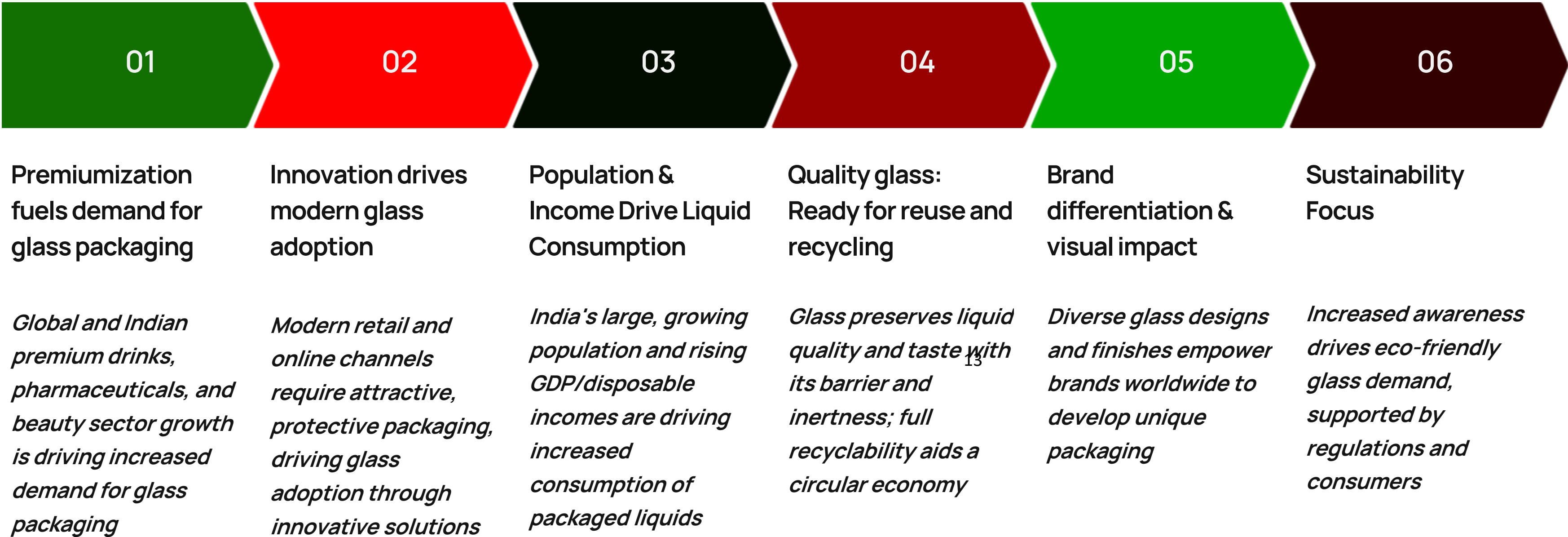
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Our Customers' Brands

| | | | | | | | |
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The Competitive Advantage We Leverage

Market Opportunity: Glass Packaging Product

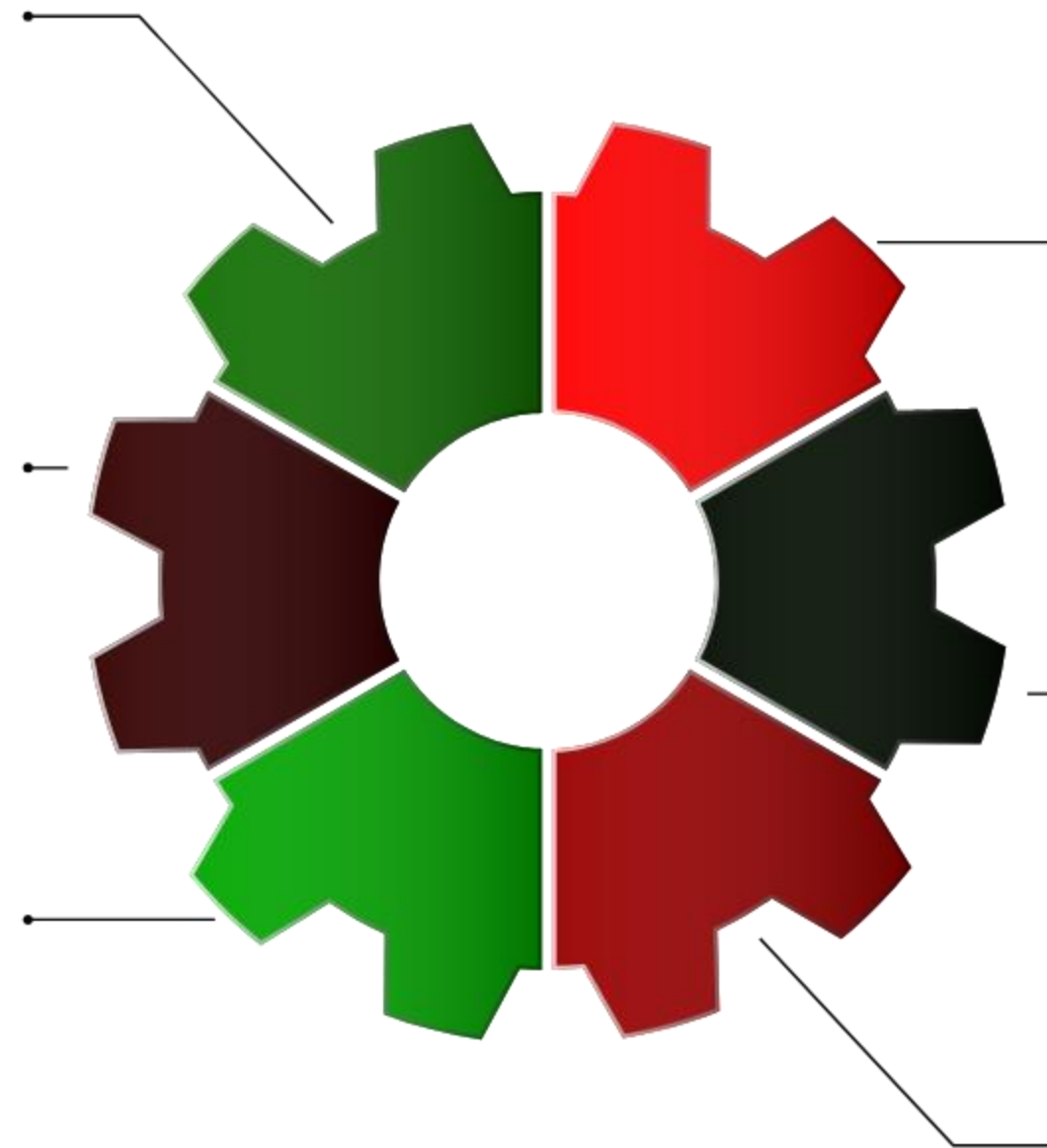


Competitive Edge of Leading Glass Players

Customer relationships built over decades of partnership

Economies of Scale: Loading of capacity to achieve breakeven

Learning curve process for achieving production efficiency



High lead time and switching cost to acquire customers by new entrant

High capital-intensive business requiring one cycle before generating profitable results

ESG and Governance requirements before selection by new customers

We Are Making Great Strides



Enhancing leadership

We are now the leading Indian container glass packaging solution provider



Building scale

Three advanced plants offer a large 2,000 tpd container glass capacity, well-serving India's growing needs



Marque customers

Our clientele includes top global and Indian brands across liquor, personal care, food, beverages, and pharma



Fast forward - sustainability

Environmentally responsible growth is key: over 40% cullet use, 10% energy reduction/tonne (5 years), and 20% water recycling highlight our commitment



Commitment to efficiency

We consistently strive for enhanced efficiency across all operational aspects and processes within our organization



Capitalising on high growth sector

Strategically located in India's fast-growing market, we are also expanding into value-added international segments

Strategic Focus on Value Added Products

~23%

Contribution to Revenue



Cosmetics and Perfumery

Bespoke glass solutions tailored to the beauty industry, offering unique designs, colors, and finishes for cosmetics and fragrances



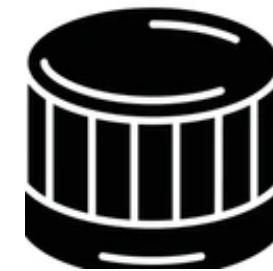
Premium Alcoholic Beverages

Distinctive and high-quality wine, beer and whisky bottles crafted to enhance the perceived value and sophistication



Pharmaceutical

High-precision vials, ampoules, and bottles manufactured to meet stringent regulatory requirements and ensure product safety



Security Caps & Closures

Advanced and functional closures providing security, ease of use, and brand differentiation across various product lines

Expanding Our Specialty Glass Business



Customer Focus

We prioritize understanding the unique requirements of our specialty glass customers, fostering close relationships and providing customized solutions to meet their specific needs



Innovation & Product Development

We are committed to continuous innovation in specialty glass, aggressively investing in R&D to develop new products with advanced features, unique aesthetics, and improved functionality



Targeted Investment

We are strategically investing in infrastructure including a dedicated R&D Center focused on glass innovation and a state-of-the-art Decoration Unit to offer value-added services and sharpen product differentiation



Quality

We maintain the highest standards of quality throughout the entire manufacturing process, ensuring consistent product excellence as per customer expectations

Efficiently Leveraged Capital Structure

0.22 times

Net debt to EBITDA ratio

Our flexible capital structure facilitates optimal fundraising (debt, equity, quasi-equity) for growth, supported by a low 0.22x net debt to EBITDA

Average last 3 years dividend to PAT: 14%

Equity Management

Our consistent dividends and recent share buyback demonstrate financial health, attract long-term investors, and potentially enhance shareholder value

EBITDA FY25: ₹689 Cr

Operational Efficiency and Profitability

Our profitability and efficient operations generate strong cash flows, enhancing our capital structure flexibility

Market Cap: ₹5,640* Cr

Market & Investor Sentiment

Transparent communication with investors regarding our capital strategy builds confidence and influences our cost of capital

Independent Director ratio: 50%

Risk & Regulatory Landscape

Our continuous focus on evolving risks and regulatory compliance ensures stable and efficient operations

**Market capitalisation as of 20th July 2025, taken from NSE website*

**Focus on Results
Not Just Performance**

Q1 FY 2026 Financial Update

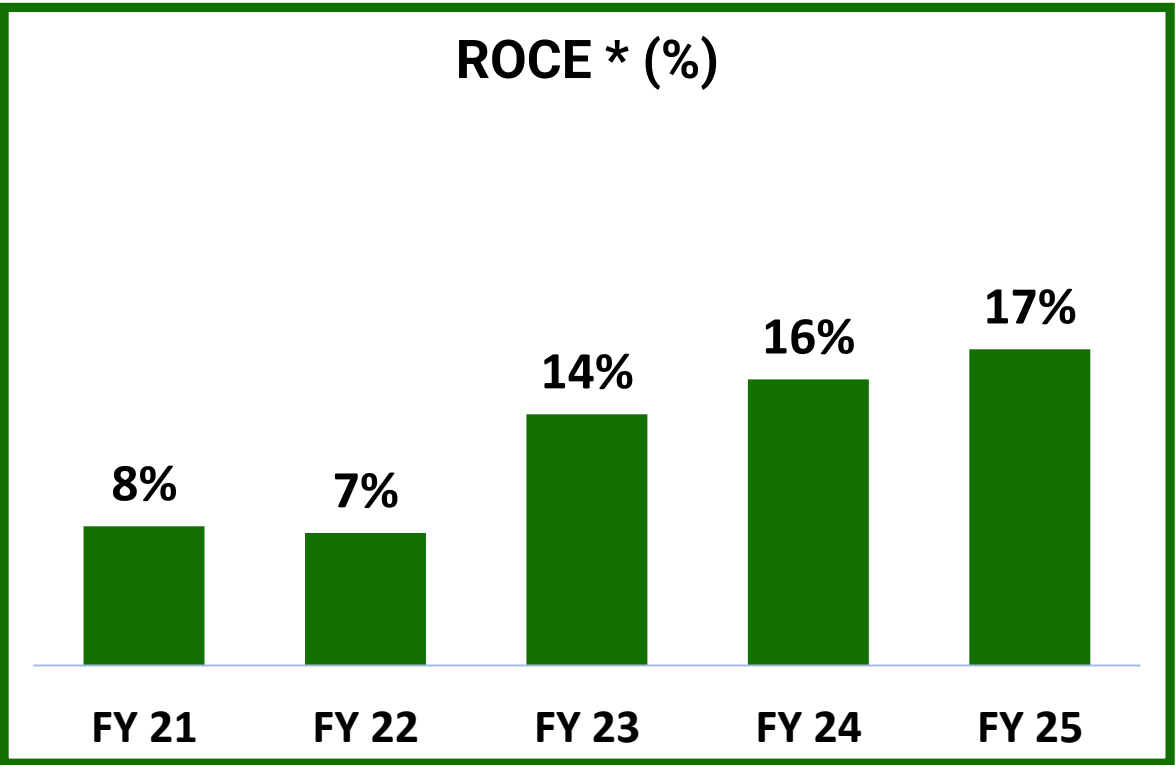
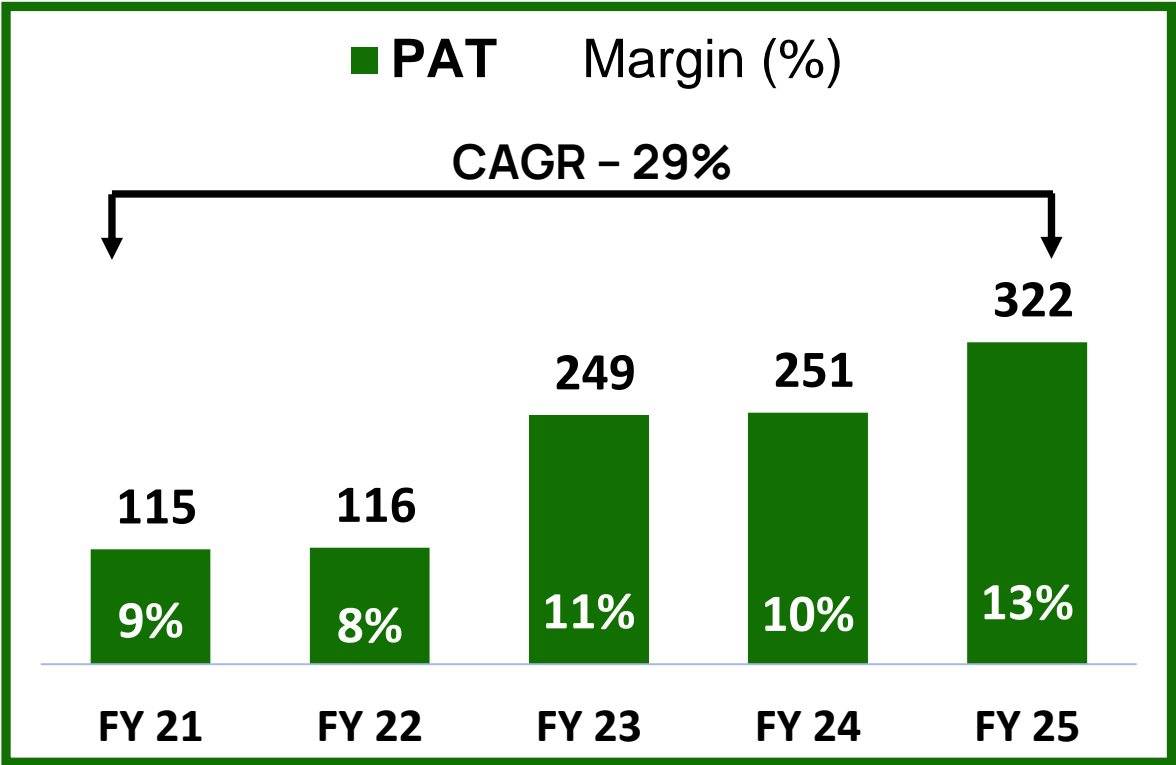
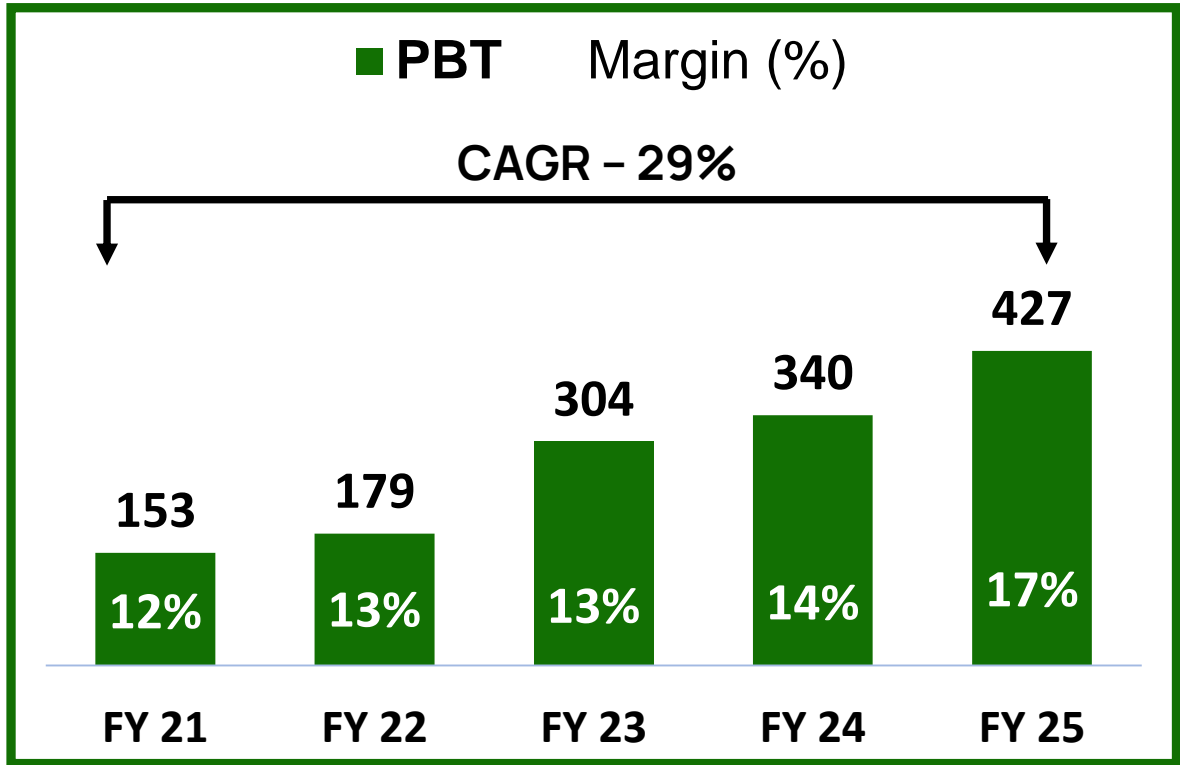
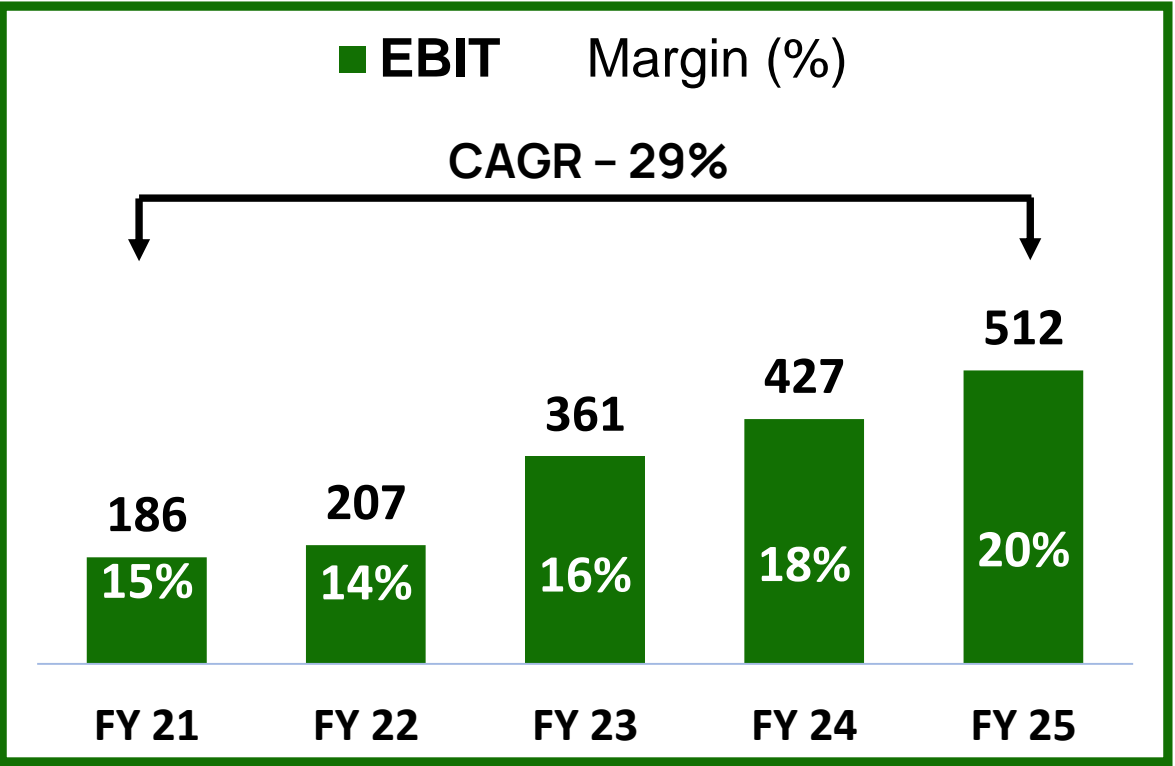
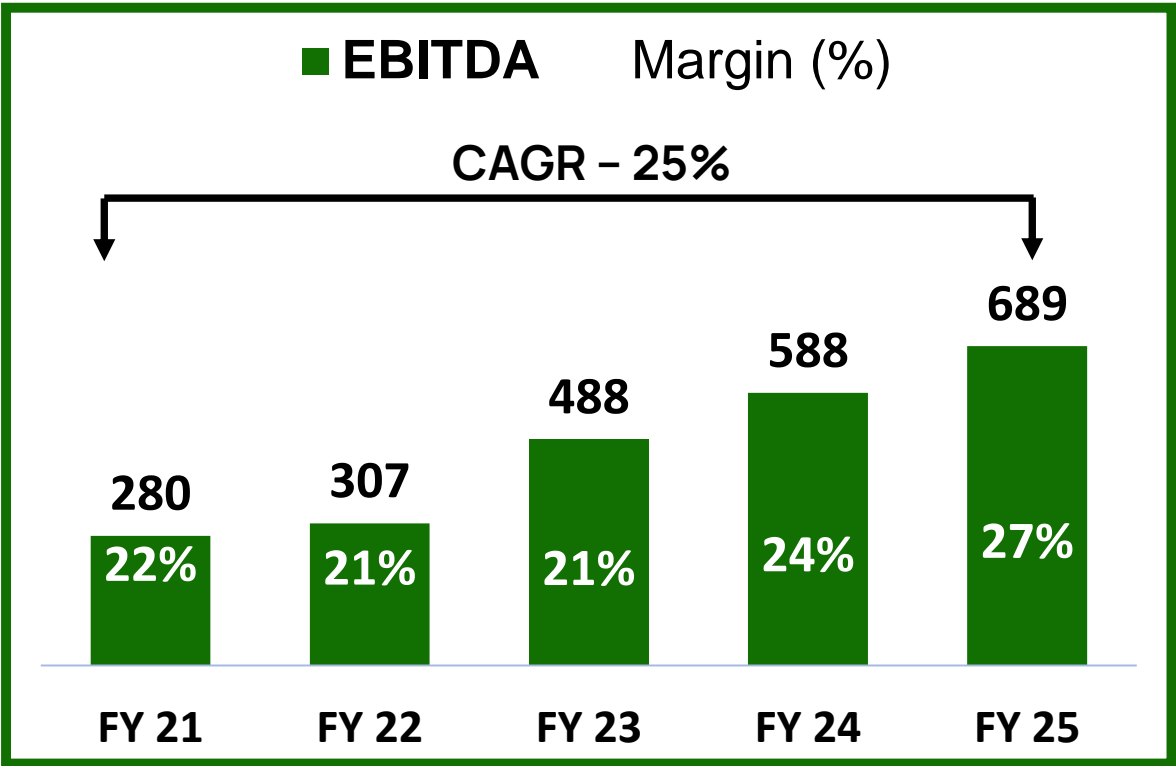
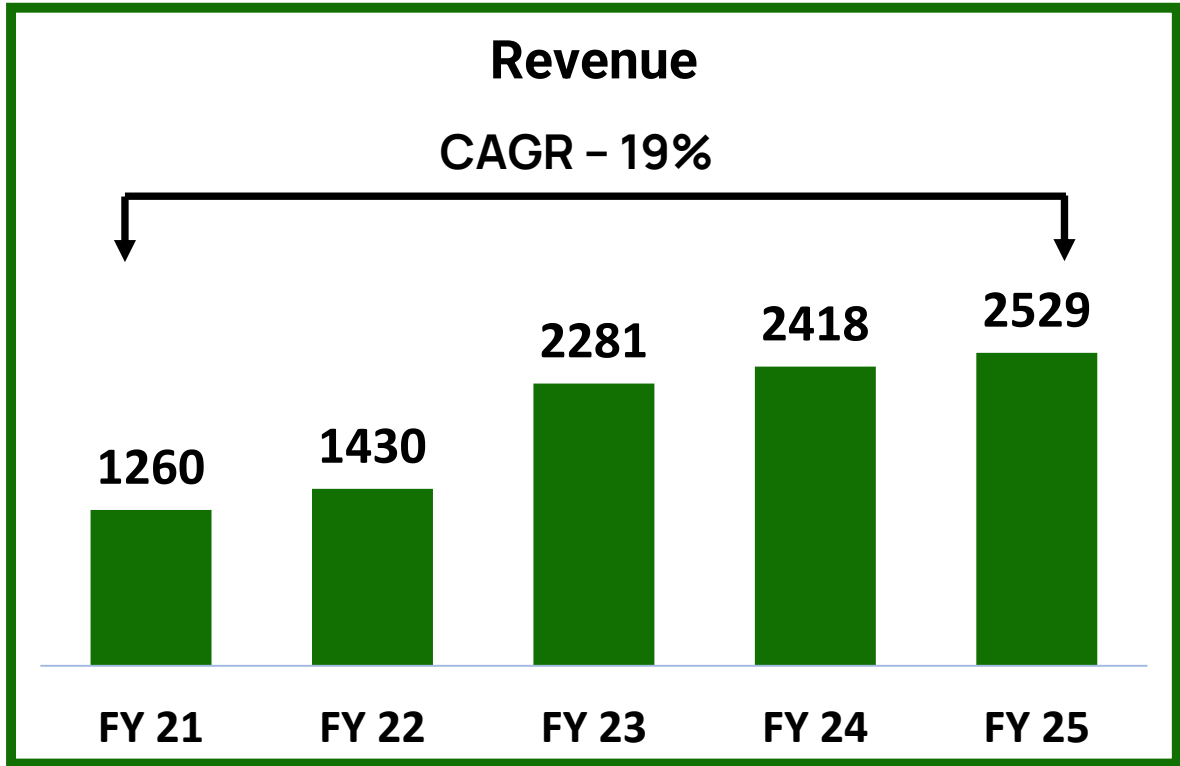


| | Q1 FY 2025-26 |
|-------------------|---|
| Total Income | ₹721 Cr <div>▲ 25.1% YoY Growth</div> |
| EBITDA | ₹176 Cr <div>▲ 19.7% YoY Growth</div> <div>Margin : 24.3%</div> |
| EBIT | ₹135 Cr <div>▲ 28.8% YoY Growth</div> <div>Margin : 18.7%</div> |
| Profit Before Tax | ₹118 Cr <div>▲ 39.6% YoY Growth</div> <div>Margin : 16.3%</div> |
| Profit After Tax | ₹89 Cr <div>▲ 40.5% YoY Growth</div> <div>Margin : 12.3%</div> |

Note : All margins are calculated on Total Income

Our Continuous Growth

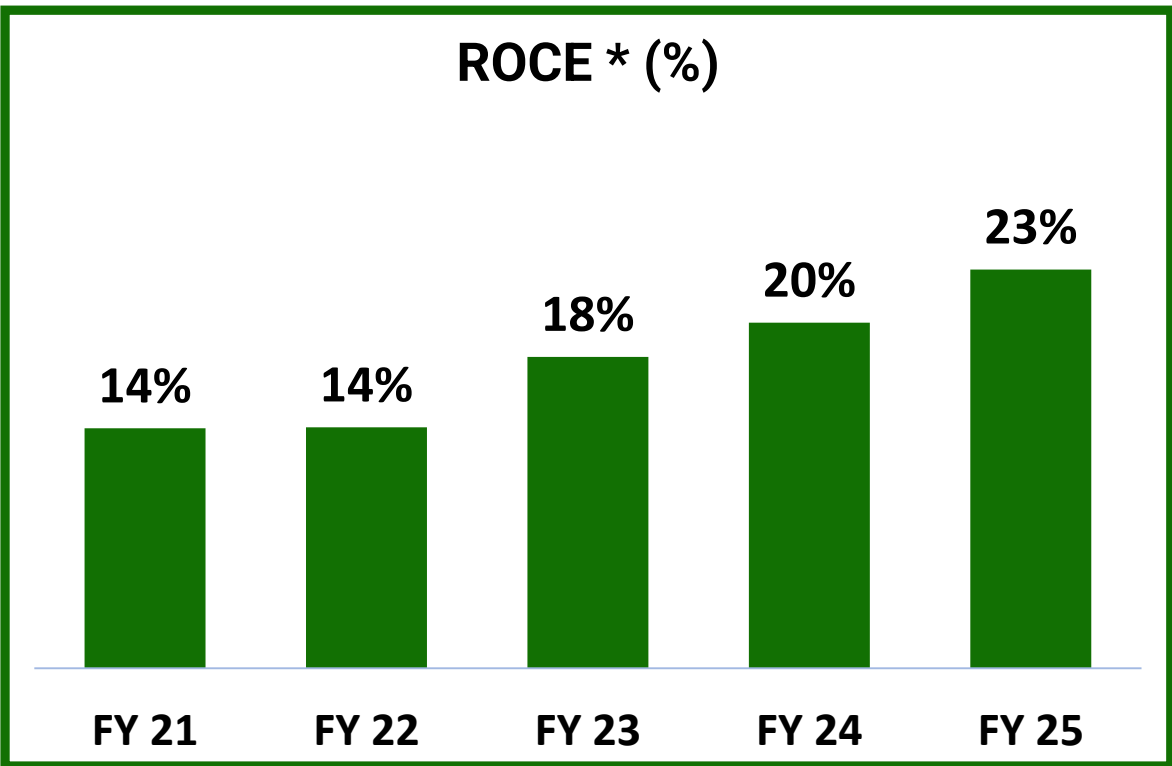
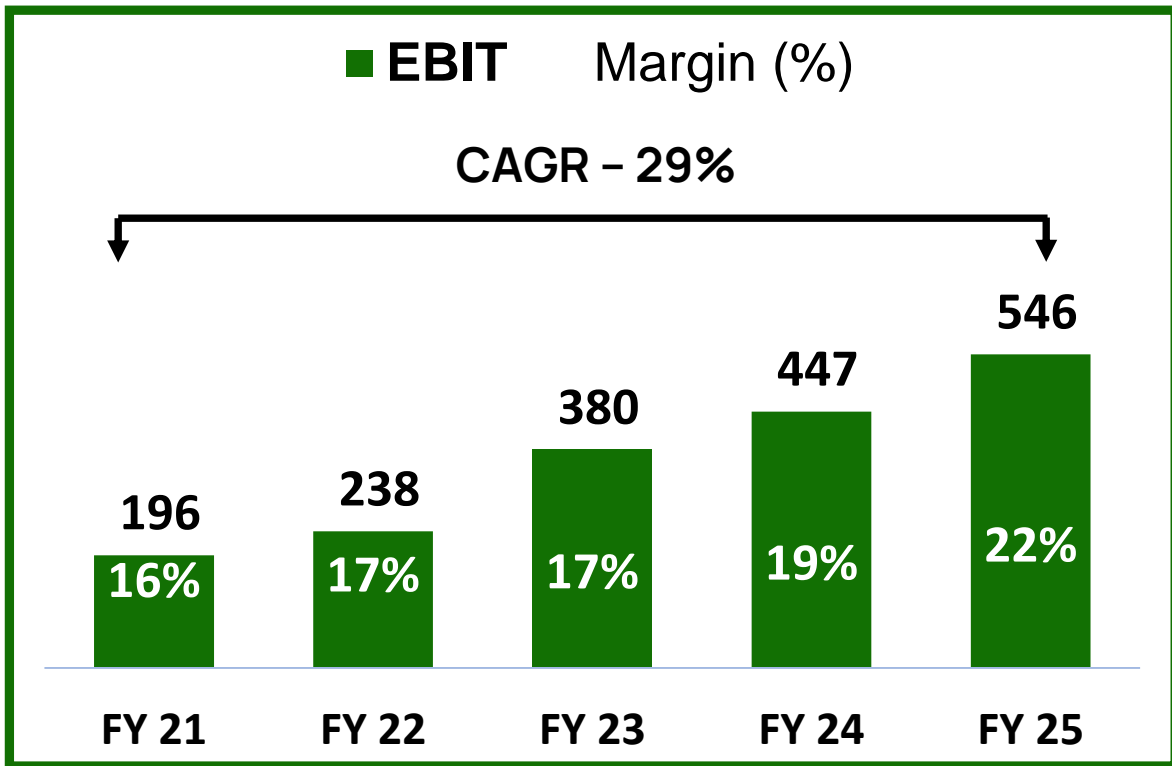
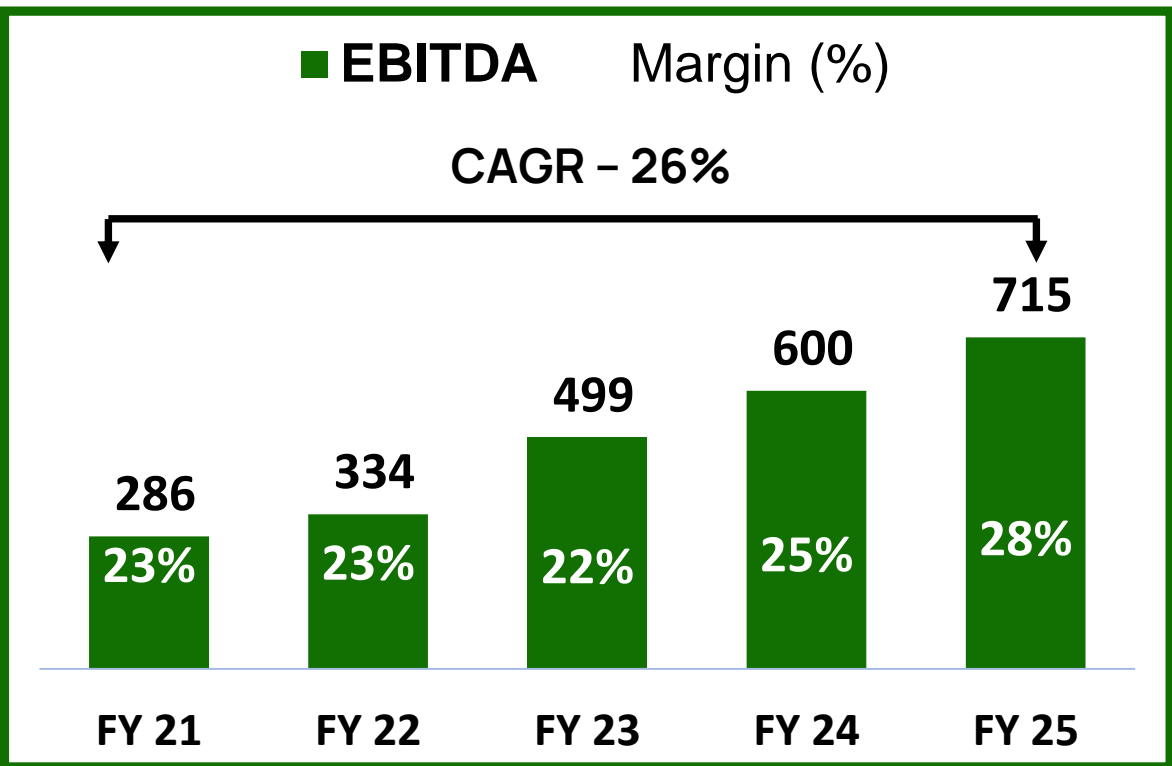
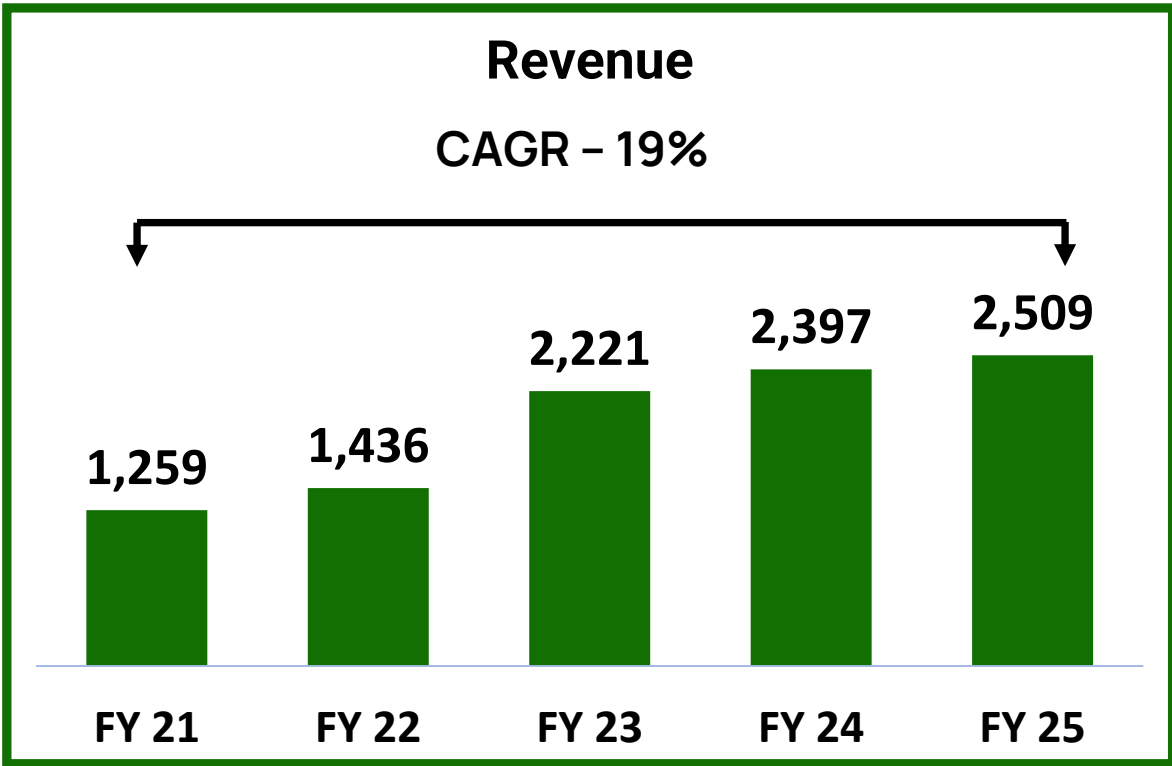
₹Crore



* Capital employed = Total assets - Current liabilities (excluding short term debt and current maturities of long term debt)

Packaging Products Profitability Trends

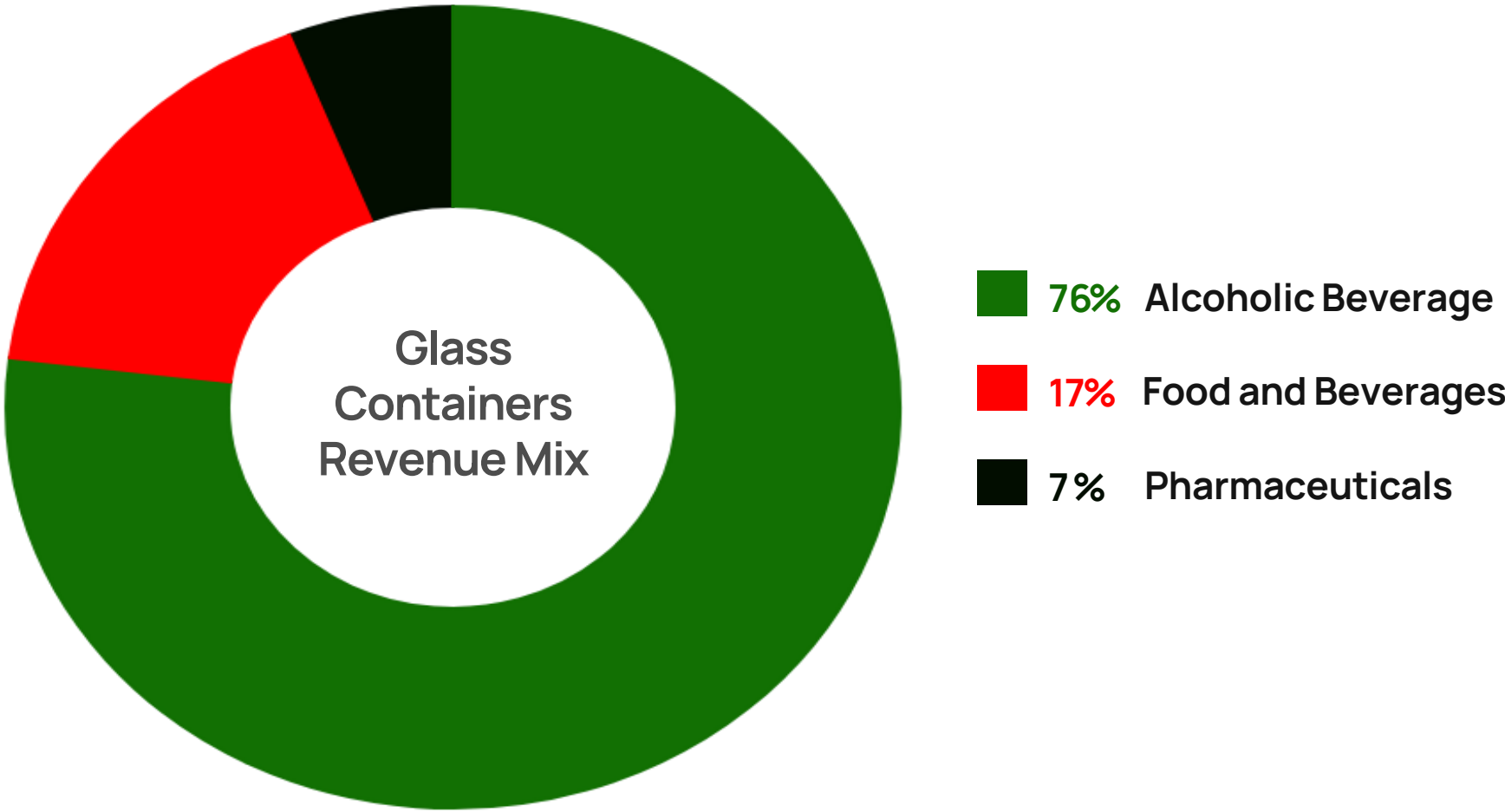
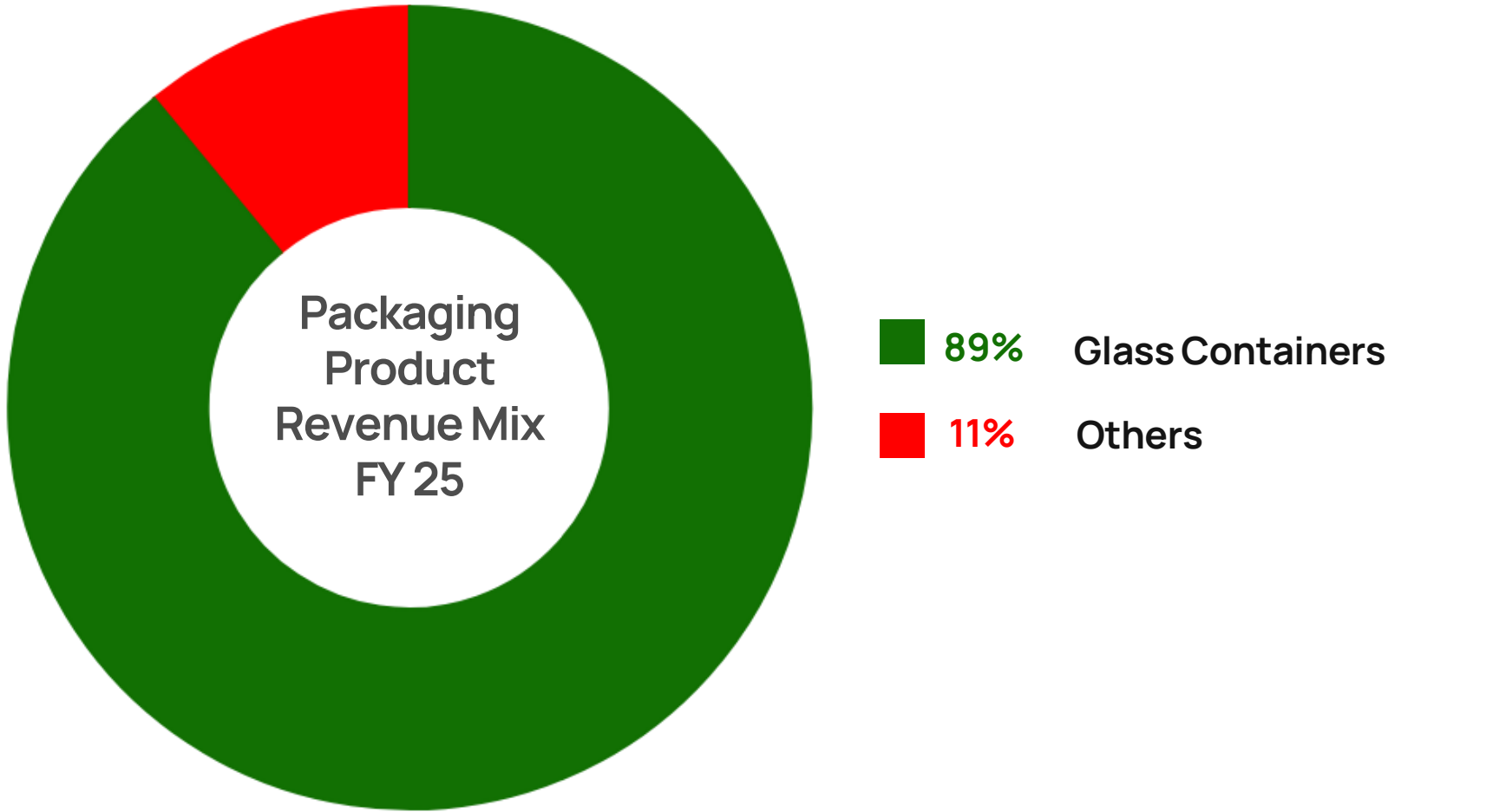
₹ Crore



Note : Above stated financials are rounded off and as per management reported figures

**Capital employed = Total assets - Current liabilities (excluding short term debt and current maturities of long term debt)*

Packaging Product Revenue Mix



Strategic Growth & Expansion

- In line with industry growth, we anticipate 8-9% continued growth, primarily driven by our optimized product mix focusing on high-value offerings, enhanced production efficiency, leveraged unutilized specialty glass capacity, and increasing security caps volumes.
- We are making significant investments to propel sustained future growth and diversify our portfolio:
 - Greenfield 500-Tonne Glass Plant in Madhya Pradesh: New plant boosts capacity 25% by March 2027
 - Strategic entry into high-growth aluminum cans with a new Uttar Pradesh plant. It will achieve 950 million annual capacity by Q3 FY28, expanding to 1.6 billion cans by FY30. We are making sustained investment for growth over 6-8 years



Commenting on the results and strategic developments
Mr. Sandip Somany,
Chairman & Managing Director

Q1 FY26 has set a strong foundation for the year. We solidified our financial position and achieved significant efficiencies throughout our operations. As we progress, our focus remains sharp on executing with agility, strengthening our strategic relationships, and consistently delivering sustainable value to all our stakeholders.”

He further said, “We are strategically entering the aluminum cans segment with the clear goal of becoming a top player in this market within a decade, solidifying AGI Greenpac as a truly comprehensive packaging solutions provider. This new venture offers strong synergies with our existing glass packaging business. Both categories serve the alcohol and F&B industries, allowing for leveraging existing customer relationships, distribution networks, and supply chain efficiencies. We are excited about the future, knowing that our success is tied to the purposeful investments we are making in the innovative solutions that will directly fuel our next stage of growth.”

ESG | Risk | Leadership

Environmental & Social Governance

01

We prioritize sustainability through eco-friendly, resource-efficient manufacturing processes

Corporate Social Responsibility

03

We continuously strive to improve sustainability metrics and significantly reduce our carbon footprint for a greener future

Stakeholder Engagement

Eco-Friendly Manufacturing

02

Our commitment to corporate social responsibility and positive environmental impact has earned us recognition

Sustainability Metrics Improvement

04

Engaging stakeholders is central to our strategy, fostering transparency and promoting responsible practices throughout our

Risk Management Strategies

Market Volatility Risks

Market fluctuations can impact business operations; diversification helps mitigate these

Supply Chain Disruptions

Strong supplier relationships and planning are essential for minimizing disruptions



Regulatory Compliance

Building trust, our dedication lies in transparent operations and regulatory compliance

Environmental Risk Management

Sustainable manufacturing practices are key to reducing environmental impact

Our Board of Directors: 50% of the Board is Independent

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

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

Our Leadership Team



Mr. Sandip Somany

Chairman and Managing
Director



Mr. Shashvat Somany

Group Strategy Head



Mr. Sandeep Sikka

Group CFO



Mr. Rajesh Khosla

Chief Executive Officer



Mr. O.P. Pandey

Chief Financial Officer

Connect with Our Investor Relations Team

For any further inquiries or detailed discussions regarding our investment opportunities, please reach out to our dedicated Investor Relations team.

**Churchgate
Investor Relations**

Abhishek Dakoria / Neha Dingria

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+91 22 6169 5988

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