



## **HNG announces acquisition of Agenda Glas AG, Germany, marking international manufacturing foray**

- **First international acquisition with an investment of ~ 50 million euro (Rs 321Cr) over next one year will drive vision to becoming one of the top 15 glass packaging companies globally**

**Kolkata, India May 12, 2011: Hindusthan National Glass (HNG)**, one of the frontrunners in the Indian packaging industry and **India's leading** glass container manufacturer with ~ 55% market share in the Indian glass packaging segment, today announced that it is all set to acquire **Agenda Glas, AG** situated in Gardelegen, **Germany**, entailing an investment of ~ 50 million euro (Rs 321 Cr) over next one year. The acquisition will act as a stepping stone to the Company's global growth plans and will drive HNG's vision of becoming one of the top 15 global glass packaging companies. **Agenda Glas** went into bankruptcy proceedings in February 2011, and its assets are being acquired by HNG Global GmbH (a 100% subsidiary of HNG) through an international bidding process. The acquired company is a new facility catering to the alco-bev segment, with state-of-the art technology and has a production capacity of **320 tonnes per day** (tpd). It had started its commercial production in February 2010. This acquisition shall be funded by a combination of the debt and equity.

**Mr. Mukul Somany, Vice Chairman and Managing Director of Hindusthan National Glass and Industries Ltd.** said "Through this acquisition, we plan to set our foot into the container glass manufacturing segment in the international market and we will also be following a high growth path in the next 3 years. In India, we have been looking at aggressive organic growth through greenfield and brownfield expansions with an investment of Rs ~2500 crores. The inorganic growth in building up manufacturing presence in the international market is also crucial to the Company's strategic global expansion plans and vision to becoming one of the top 15 global glass packaging companies."

Exports to over 23 countries in Europe, USA, UAE and Africa already contribute a portion of HNG's ~ Rs 1500 Crore annual turnover. **HNG Global GmbH** will enhance HNG's technical capabilities in terms of advanced technology and production processes, enabling the company to penetrate into European market, one of the largest markets with food and alco-bev industries as major demand drivers.

In the domestic market, HNG's total production capacity of 7.85 lakh tons in the last fiscal, is expected to go up to 12 lakh tons in the financial year 2011-12. Its major expansion and capacity enhancement plans include the greenfield Naidupeta plant complex with a capacity of 650 tpd, the brownfield expansion at Nashik plant with a capacity to produce 650 tpd. The flagship company of HNG Group, HNG is a pan-India company, with a multi-locational spread of plants and also the largest player in overall glass industry in India in capacity terms. HNG offers



the widest range of bottles ranging from 5 ml to 3200 ml with downstream applications in the liquor, beer, beverages, pharmaceuticals processes, foods and cosmetics industries.

**About HNG:**

The HNG group, headquartered in Kolkata, was founded by Mr. C.K. Somany, a visionary entrepreneur, in 1946. HNG is listed on BSE, NSE and CSE. It has a present market capitalization of around Rs 22.80 Billion and net sales of around Rs. 15 billion in the FY ended March, 11. Its pan-India manufacturing operations are spread over six centres - Rishra, Bahadurgarh, Rishikesh, Puducherry, Nashik and Neemrana. HNG has a production capacity of ~ 2825 TPD through 11 furnaces and 44 production lines spread across six plants.

HNG has been a turnaround specialist. It has successfully acquired and converted under-performing units of Owens Brockway (World's largest Glass manufacturing Company) at Rishikesh and Puducherry, L&T's Nashik plant and Neemrana unit of Haryana Sheet Glass to profitable businesses.

HNG group : also diversified into the float glass segment very recently through HNG Float Glass Limited (Associate Company).The other companies under HNG's wings are Glass Equipment (India) Ltd. (GEIL), Quality Minerals Ltd. (QML) (both are 100 % subsidiaries).