



Hindusthan National Glass & Industries Ltd.

Hindusthan National Glass unveils robust expansion plans

- ✚ Signs largest deals in the Indian Glass Industry worth Rs 2.5 billion ~ strategic deals with eminent international companies from Switzerland and Germany
- ✚ Rs 25 billion investments in the pipeline
- ✚ Plans to double its production capacity in next 3 years ~ setting up the world's largest glass furnace and batch house

New Delhi, December 20, 2010: Hindusthan National Glass & Industries Ltd (HNG), one of the frontrunners in the Indian packaging industry and the leaders in glass packaging segment, with more than 55% dominant market share in the organized sector and a turnover of over Rs 15 billion, has embarked upon a significant and one of the largest landmark deals in the Indian Glass Industry. The deals worth close to Rs 2.5 billion have been undertaken with noted international companies such as **Emhart Glass** (Switzerland), **Heye Glass** (Germany), **Pennekemp** (Germany), **Horn Glass** (Germany) and **Zippe** (Germany).

These deals are part of HNG's strategy to follow a very aggressive growth plan which would act as a catalyst in doubling its existing capacity in the next 30-35 months through greenfield and brownfield expansions entailing investment of **Rs. 25 billion**.

Emhart Glass, world's leading suppliers of equipment, controls and parts to the glass container industry will be providing HNG with the latest glass bottle forming machines. It will also be supplying state of the art BIS machines to be installed for the first time in ASIA.

To strengthen HNG's focus on the development of the unique Narrow Neck Press and Blow (NNPB) technology, it is getting the state of the art equipment from **Heye Glass**. Heye Glass is another leading global supplier of equipments to the glass container industry.

The annealing lehrs have been ordered from **Pennekemp**, a leading company offering technically advanced solutions.

For the greenfield project in Naidupeta, HNG will be putting up the **world's largest batch house** to be supplied from **ZIPPE** and the **world's largest furnace** for container glass to be provided by **HORN Glass**.

In addition to these deals the company always uses technological innovations in the areas of automation, drive, and energy efficiency from its trusted technology partner **Siemens**.

Speaking at the occasion **Mr. Mukul Somany, Vice Chairman and Managing Director, HNG** said, "In our endeavour to attain excellence we have been continuously making



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huge capital investments. To succeed in our aggressive growth plan, we are finalizing technology and equipment, which will enable us with processes to match the best in the world. This will also help us offer quality products to our customers which are benchmarked against the world's best.

He further added, "Today the Indian glass packaging industry is growing at a fast pace of 7-8% percent annually and poised to grow at 12-15% over the next 10 years. It is riding high on its user industries especially the liquor and beer sector, which is growing at a rate of 12%. With our decades of experience and knowledge of Indian market we are confident of selling the capacities being added."

Present at the occasion, **Mr. Martin Jetter CEO of EMHART GLASS, Switzerland** said, "Emhart Glass as the leading technology provider foresees tremendous progress as being partners with HNG and are equally bullish on the prospects of the Indian Container Glass market. Apart from technically advanced AIS machines, we will also be supplying state of the art BIS machines to be installed for the first time in Asia. The current deal of 12 machines has been concluded at 29 mn EURO."

Mr. Dirk Portner, MD of HEYE, Germany added that by using the NNPB technology HNG is bridging the quality gap with respect to what is prevalent in US and Europe. This will benefit the end customers who will be provided with better quality glass packaging.

Mr Julius Mueller, Director of HORN stated that they appreciate the challenge taken by HNG for asking them to supply the world's largest furnace. This will set benchmarks for Western countries.

Mr Peter Asok Siedel, Director of Pennekemp said that he felt glad to have developed a long standing relationship they have been enjoying with HNG.

About HNG group and HNG:

The HNG group, headquartered in Kolkata, was founded by Mr. C.K. Somany - a visionary entrepreneur in 1946. HNG is India's largest container glass manufacturer enjoying about 55% market share. Listed on BSE, NSE and CSE, it has a market capitalization of around Rs 22.70 Billion and has earned net sales of around Rs. 13.60 billion recorded in FY 09 – 10. Its pan-India manufacturing operations are spread over six centres Rishra, Bahadurgarh, Rishikesh, Puducherry, Nashik and Neemrana and its products are available in more than 20 countries. HNG has also recently diversified into float glass and has been a turnaround specialist as it acquired and converted sick units at Rishikesh and Puducherry of OBL, Nashik plant of L&T and Neemrana unit of Haryana Sheet into profitable ones. It has embarked on a very aggressive growth plan wherein it would double its existing capacity in next 30-35 months through greenfield and brownfield expansions entailing investment of Rs. 25 billion. The company possesses an operational capacity of 11 furnaces and 44 production lines with fully-automated IS machines.

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