



HNG targets 20% growth in FY 09-10

~ Aims to cross Rs. 1500 crore milestone in FY 10 after posting record numbers in recession hit FY09~

~ Plans to invest Rs 350 crore in brownfield expansion and technology upgradation ~

~ Introduces NNPB technology for the first time in India with an investment of more than Rs 100 crore to expedite the light-weighting movement critical to the Indian glass packaging industry~

Kolkata, 20th August 2009: Hindusthan National Glass & Industries Ltd (HNG), the largest container glass manufacturer in India with a 65% plus market share in the organized sector plans to continue its growth story at an impressive 20% rate in FY 09-10. After posting record numbers and registering net sales of Rs 1311 crore in the recession hit FY 09, HNG plans to cross the Rs 1500 crore milestone this year.

The flagship of HNG Group, HNG is a pan-India company, with a multi-locational spread of plant and also the largest player in overall glass industry in India in capacity terms. With 11 furnaces and 44 production lines, HNG has an installed capacity of 9.4 Lac ton per annum, which accounts for more than 50% of the organized industry capacity in India. HNG offers the widest range of bottles range from 5 ml to 3200ml with downstream applications in the liquor, beer, beverages, pharmaceuticals processes foods and cosmetics industries

While detailing the plans for FY 09-10, **Mr. Mukul Somany, Joint Managing Director** shared, **"HNG's vision is to become one of the foremost providers of glass container solutions globally. We plan to achieve long term growth and sustainable development by bringing in operational efficiencies and revolutionary concepts such as light-weighting to Indian glass packaging industry. HNG is investing more than Rs 350 crores even in these turbulent times on brownfield expansion and technology upgradation in plants. The highlight this year is the introduction of the coveted NNPB (narrow neck press and blow) technology, for the very first time in India."**

HNG will introduce the NNPB technology which calls for an investment of **Rs. 100 crores**. With its commercialization, the company will offer lighter container – to the extent of 15-20%, reducing the transportation cost and price per bottle, improved bottle quality and transparency to its clients across sectors

The glass packaging industry is currently estimated at Rs 4500 crores including unorganized sector. With major revenue streams such as Beer and Spirits, Food and Beverage and Pharmaceutical accounting for 55%, 15%, 15% respectively growing rapidly, the market is set to grow at a rate of more than 15% annually.

A look back HNG in FY 08-09:

- Marketing and distribution
 - Added several brands like Carlsberg, Original choice and Intergarden
 - Customized products and widened the product mix
- Raw material resource management
 - Stable supplies of soda ash
 - Imported 50% of its annual soda ash requirement
- Manufacturing and operations
 - Vacuum pump in production lines
 - Capacity enhancement in plants

Fig. in crores	in 2008-09
TOTAL INCOME	1344
EBIDTA	236
EBIDTA Margin(%)	16.4
PAT	108
BOOK VALUE	476
NET WORTH	842

About HNG:

Hindusthan National Glass (HNG) is the largest container glass manufacturers in India with a 65% plus market share and an annual income of more than Rs. 1300 crores, as recorded in FY 09. HNG was founded by Mr. C.K. Somany - a visionary entrepreneur in 1952 with the inauguration of India's first fully automatic glass container manufacturing plant at Rishra, near Calcutta.

Headquartered in Kolkata, HNG's 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. The company possesses an operational capacity of 11 furnaces and 44 production lines with fully-automated IS machines, sourced from reputed global technology providers of glass industry from Europe and US.

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