



# Hindusthan National Glass & Industries Ltd

Q4 & FY10-11 Results

Investor Release

*May 23<sup>rd</sup> ' 2011*

Except for the historical information contained herein, statements in this presentation and any subsequent discussions, which include words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “likely”, “project”, “on-course”, “should”, “potential”, “pipeline”, “guidance”, “will pursue” “trend line” and similar such expressions or variations of such expressions may constitute "forward-looking statements".

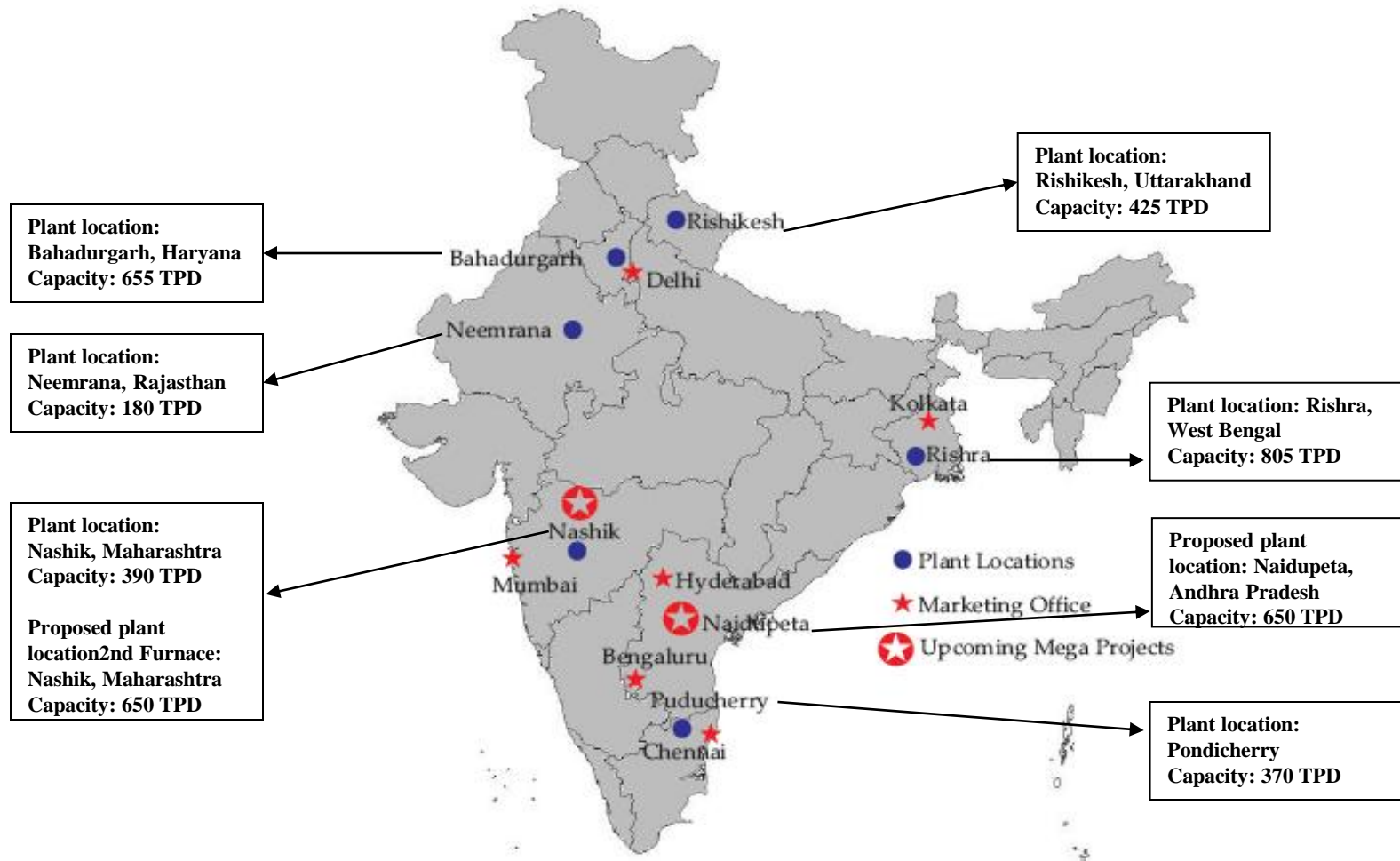
These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to Hindusthan National Glass & Industries Limited’s ability to successfully implement its strategy, the Company’s growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, exposure to market risks as well as other risks.

Hindusthan National Glass & Industries Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

- Present Capacities
- Financial Highlights
- Business Highlights
- Capacity Additions

# Present Capacities



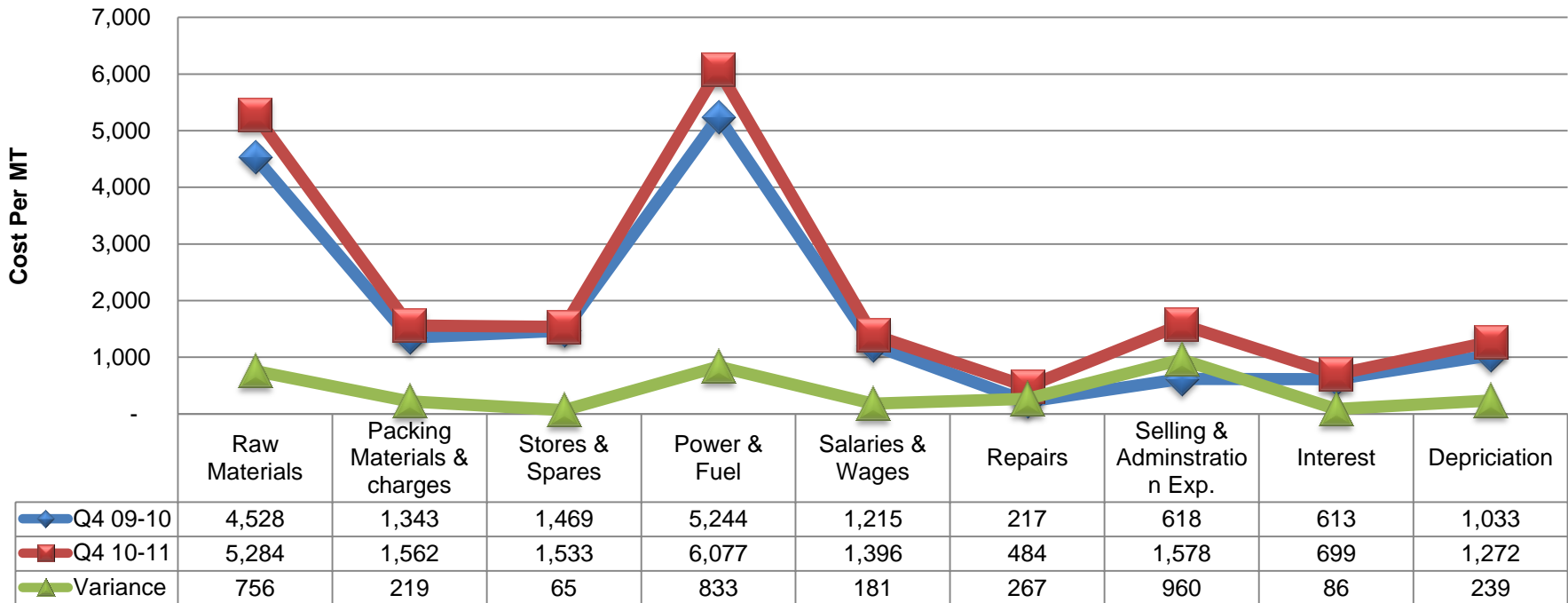
Note : Through Greenfield and Brownfield expansions in India, Capacities expected to grow to 5975 TPD by FY 2013-14. Besides, Overseas Acquisitions also being pursued.

# Financial Highlights



- The reason for dip in EBITDA in this quarter Vs. corresponding quarter last year is because of the increase in Raw Material, Power & Fuel and Packing and Material charges.
- RM cost / MT in Q4 FY10-11 is Rs. 5284 Vs Rs. 4528 in Q4 last year,. Power & Fuel cost /MT is Rs. 6077 Vs. Rs.5244. Packing & Material charges Rs. 1562 Vs Rs.1343
- Sales realization has gone up from Rs 17,545 to Rs. 19,726, an increase of about Rs. 2181 / MT

### Q4 09-10 Vs Q4 10-11

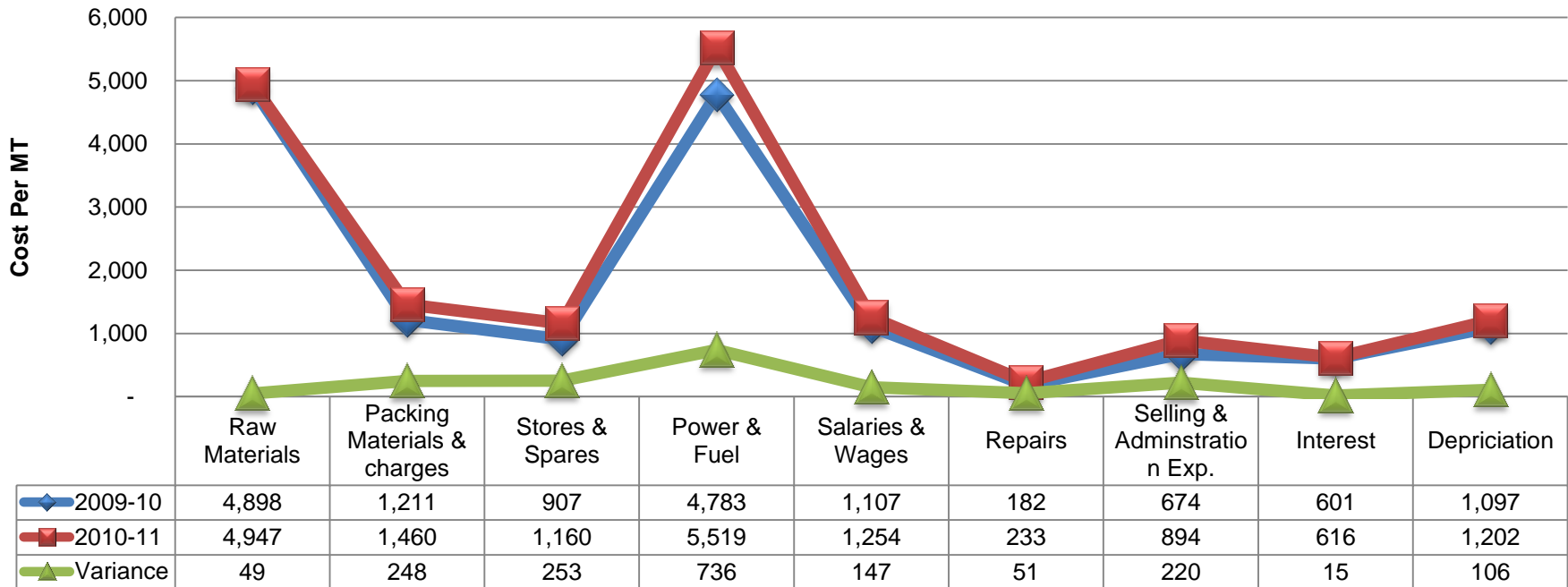


# Financials Highlights

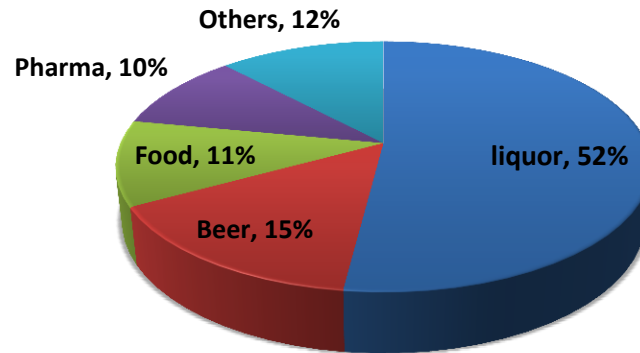
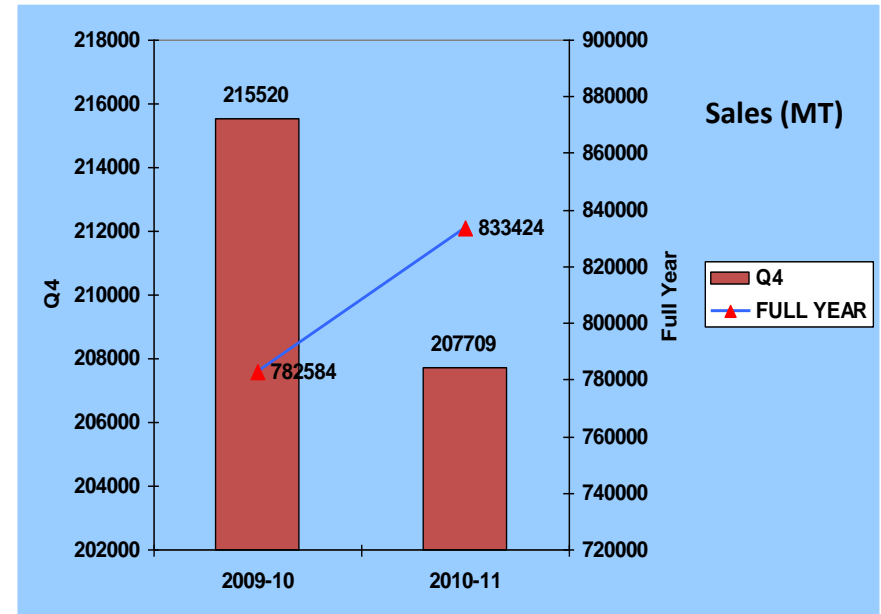
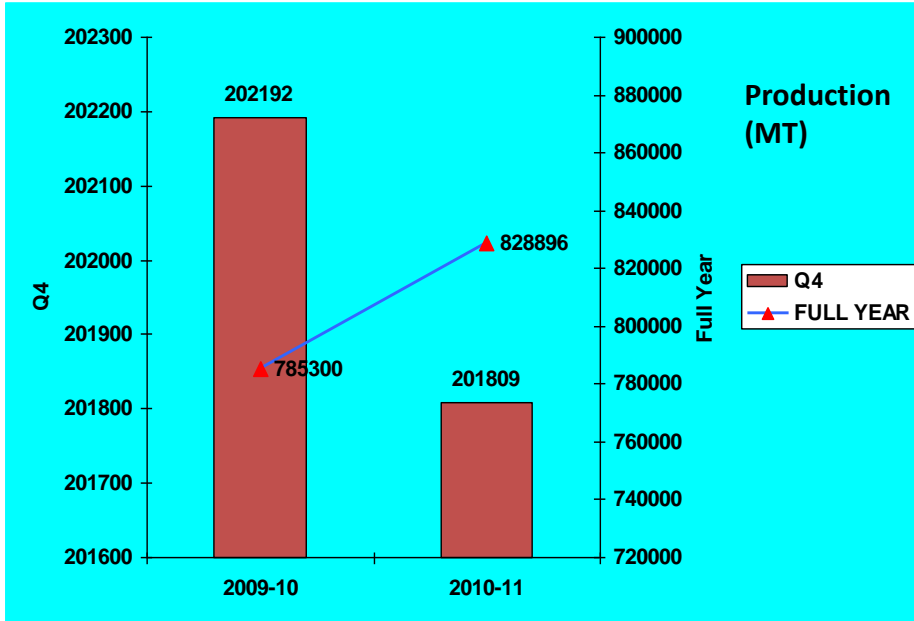


- The reason for dip in EBITDA is mainly because of the increase in Power & Fuel (Rs. 736/MT), Packing and Material charges (Rs. 248/MT), higher Stores & Spares by (Rs.253 /MT).
- The sales price has increased from Rs.17,377 / MT to Rs.18,519 / MT, increase of Rs.1142/ MT.
- Decrease in PBT is on account of Rs.16 crs of lower “other income” and Rs.14 crs on account of loss on assets discarded.

## 2009-10 Vs 2010-11



# Business Highlights

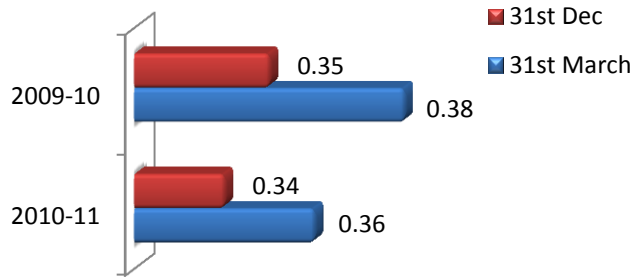


Segment wise sales - 2010-11

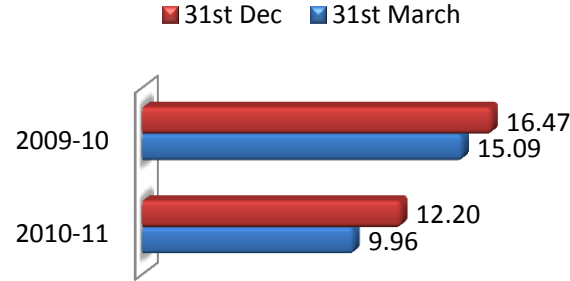
# Business Highlights (Ratios)



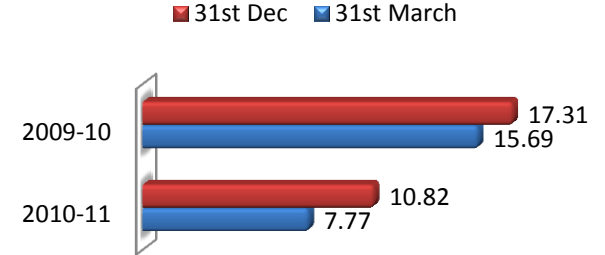
## D/E ratio



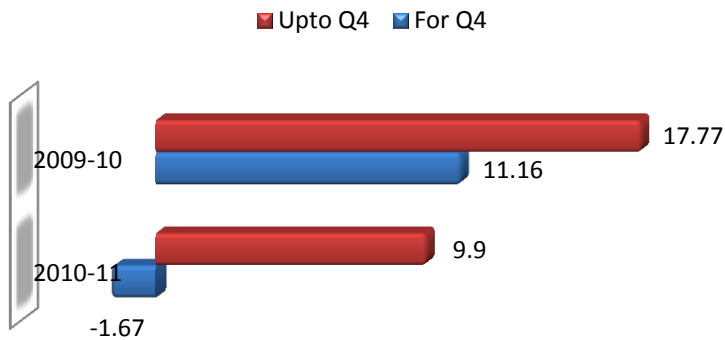
## ROCE %



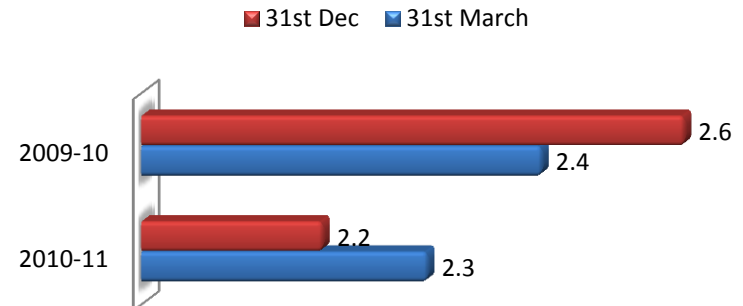
## RONW %



## EPS Annualised



## Current Ratio



# Capacity Additions update



Location	Furnace No	Start Date	End Date	From TPD	End TPD	New Furnace (N) / Rebuild (R)
Rishra	1	1-Apr-11	30-06-2011	185	260	R
Rishra	6	1-Sep-11	30-11-2011	360	650	R
Neemrana	11	1-Jun-13	30-09-2013	210	550	R
Puducherry	9	1-Jun-13	30-08-2013	370	550	R
Nashik	10	1-Aug-12	31-11-2012	390	550	R
Nashik - New	12	1-Mar-11	31-10-2011		650	N
Naidupeta (AP)	New		31-03-2012		650	N
**North	New	1-Jan-14	30-09-2014		650	N

*\*\* Note : Actual decision will be taken in the light of market situation  
Capacity will go up by ~ 2995 TPD by 2014*

# THANK YOU



For any investor queries, pl. write to : [investor.relations@hngil.com](mailto:investor.relations@hngil.com)

or

Mr.Laxmi Narayan Mandhana (Sr.VP cum CFO)

Mr.Amit Agarwal (Manager – Corp Finance)

033-2254-3100