

Huhtamaki India Limited 72nd AGM

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Huhtamaki



Disclaimer

This presentation contains certain forward-looking statements that may be identified by their use of words such as plans, expects, estimates, strategy or other words having similar meaning. All statements that address expectations or projections about the future, including statements about the Company's strategy for growth, market position, expenditures and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events, over which the Company exercises no control. The Company cannot guarantee that these assumptions and expectations are accurate or will be realised and investors are advised not to place any undue reliance on these forward-looking statements. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements



We care for our Planet

- Packaging **creates value by securing hygiene and food safety** for consumers around the globe
- In addition to increasing focus on the planet's future, packaging also plays an instrumental role in **reducing food waste** – by far the most significant environmental impact from food systems on climate change
- Our customers, consumers, communities and the planet need our **sustainable packaging solutions** more than ever before
- All the digital breakthroughs have increasingly enabled advanced solutions, including **traceability of products and circularity**

We continue to develop, grow and nurture our talent by building strategic capabilities and a high-performance culture

Care

We care for each other, our customers, partners, and communities. We care for the future of our planet, embedding sustainability in everything we do.



Dare

We dare to innovate, grow and have an impact. We are a diverse and entrepreneurial team seeking new opportunities with our customers.



Deliver

We commit and deliver solutions to our customers with integrity and as a team. We are ambitious and strive for high performance.

Agenda

Macro economic environment

ESG

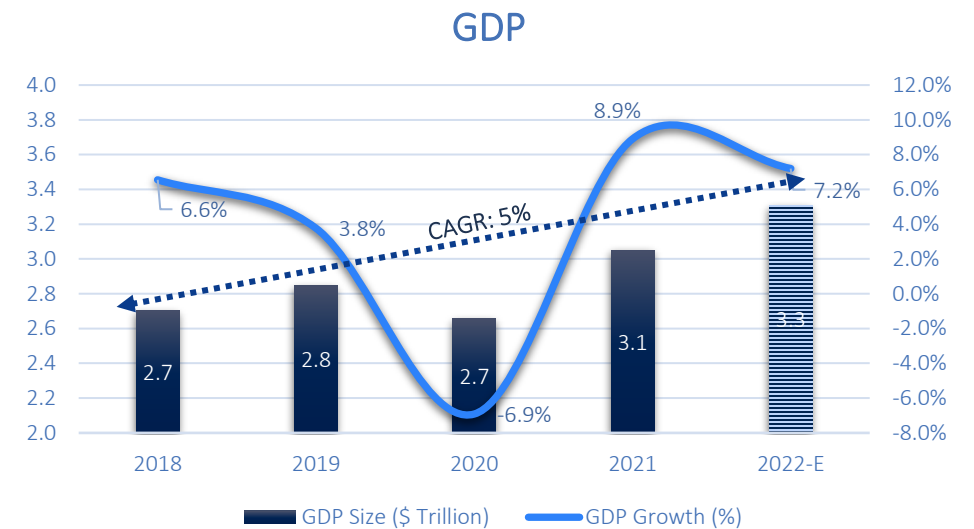
Financials

Awards & Recognitions

Roadmap

Indian Economy- fastest growing major economy in the World

- The economy of India is a middle-income developing market economy. It is the world's **6th largest economy** and the third-largest by PPP
- India Ratings has cuts GDP growth forecast to 7 per cent for 2022-23 due to the global geo-political situation arising out of the Russia-Ukraine conflict.
- The **FMCG** market in India is expected to increase at a **CAGR of 14.9%** from USD 110 billion in 2020 to USD 220 billion by 2025. (Source: <https://www.ibef.org/industry/fmcg/infographic>)
- Given current oil price forecast, average consumer inflation is likely to stay firm at 5.4 percent in fiscal 2023. Due to **higher costs of energy and other commodities**, prices will go up in challenging countries like India
- Covid cases are under control in India, however possibility of another wave can not be ruled out

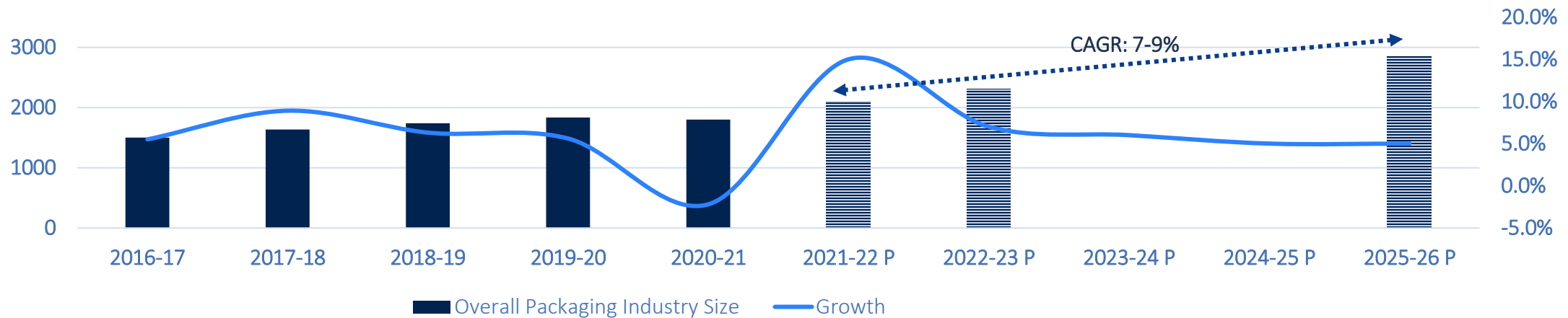


Source: S&P Capital IQ

Parameters	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022
GDP Growth (%)	1.5%	20.3%	8.5%	5.5%	4.4%
Inflation CPI (%)	4.9%	5.6%	5.1%	5.0%	6.3%
Repo Rate	4.0%	4.0%	4.0%	4.0%	4.0%
Exch Rate(INR:USD)	72.9	73.8	74.1	74.9	75.2
Crude Brent (\$/Barrel)	63.5	75.1	78.5	77.8	107.9
Aluminium LME (\$/Tonne)	2,212	2,524	2,859	2,808	3,491

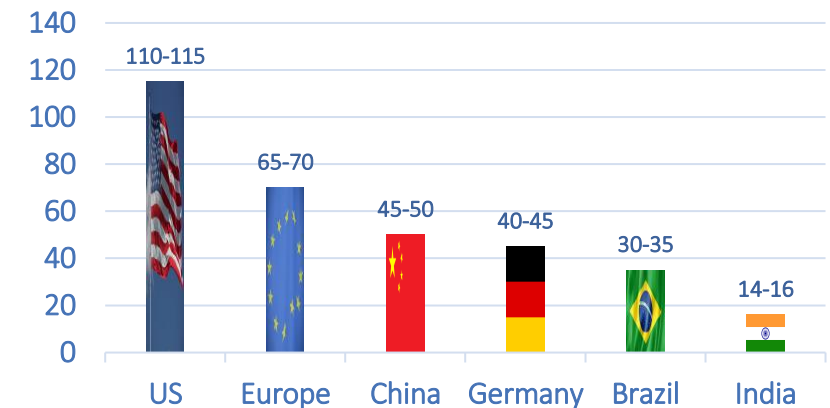
Source: S&P Capital IQ

Packaging industry to reach Rs 2,830 billion in 2026



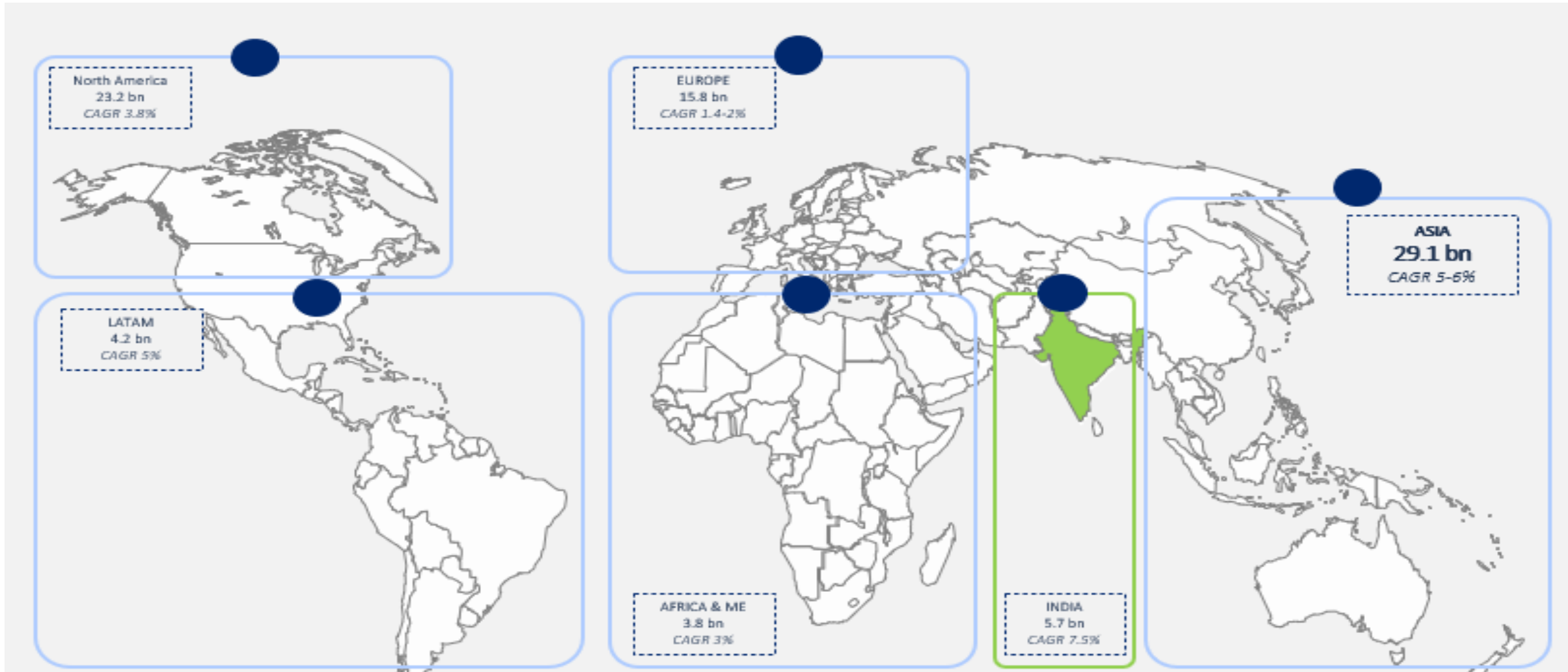
- Indian packaging industry is the 5th largest sector in the country
- India is becoming a preferred hub for global counterparts
- Flexible packaging to be the preferred option going forward
- Volume growth in polymer and paper segments due to high demand from food products, pharma and e-commerce segments in fiscal 2021
- Industry expected to grow by CAGR of 7-9% from fiscals 2022 to 2026

Per capita consumption (kg)



India's per capita packaging consumption is highly underpenetrated; Opportunity ahead

India is worlds fastest growing worlds single flexible market in value (2020-2025)



Huhtamaki India poised for tapping the expanding market

- Designing packaging solutions that create and sustain market differentiation
- Enriching packaging solutions in line with global standards through innovation
- Offering state-of-the-art integrated manufacturing capabilities
- Focusing on high-quality, convenient, safe, and secure consumer packaging
- Developing sustainable solution backed by robust R&D
- Building a passionate and experienced team
- Progressing with distinguished leadership and management expertise





blue**loop**TM

designed for recycling

- Huhtamaki blue**loop**TM addresses the issues created by a linear consumption model
- As a platform, we are helping our customers reach their sustainability goals by making flexible packaging circular
- Collaboratively with our customers and partners, we are working to develop the knowledge and solutions required to enable design for recycling

Huhtamaki

Solar Panels

Promoting the use of Renewable Energy, we have installed Rooftop Solar Panels to power our plants in **Guwahati, Daman, Taloja** and **Silvassa** in India

These solar panels will reduce CO2 emissions by approximately 750 MT per annum, which is said to be **equivalent to planting around 50,000 trees**



HUHTAMAKI FOUNDATION MLP Recycling Project

- Huhtamaki Foundation's pilot post consumer Multi - layered Plastic (MLP) Project will convert post-consumer MLP laminates to polymer granules
- Sourcing of post consumer waste, segregation of it into near polymer groupings, batchwise process to extrude polymers.
- Set-up at Khopoli with an estimated capacity of approximately 2 to 3 tons per day
- This project will help us demonstrate our commitment to Plastic Circularity and strengthen advocacy & partnership with like-minded bodies



Our community initiatives address global challenges



Caring immediately: COVID Relief

Our donation in terms of equipment, ration, testing kits, vaccination and relief funds has been substantial towards communities around the locations we are present in India



Acting today: Cleaning Mithi River

Earth5R conducts training on waste management and livelihood generation for the local community in India

Cleaning machinery is being installed in the Mithi River



Educating for tomorrow: WasteAid

Education and training on waste management and circular systems in South Africa, Vietnam and India

Local program started with launch webinars

Website launched:
Circulareconomynetwork.co



Pilot Post Consumer Recycling Plant

To set up a Charitable (Not for Profit) Trust, under Public Trusts Act, to demonstrate commitment to Plastic Circularity, and strengthen Advocacy & Partnership with Like minded bodies to fund it.

The project underway and is being funded by Huhtamaki Foundation

Our People Matter – Building a High-performance Culture

- We place emphasis on building engagement and high-performing teams to drive our strategy forward
- Developing a diverse workforce is a key element of the 2030 strategy
- Creating the strategic competencies needed to meet tomorrow's challenges in areas such as long-term innovation and digitization will help us to drive a culture of excellence
- Talent development and retention continues to be our biggest priority for 2022



24.24

Average hours of training per year per employee

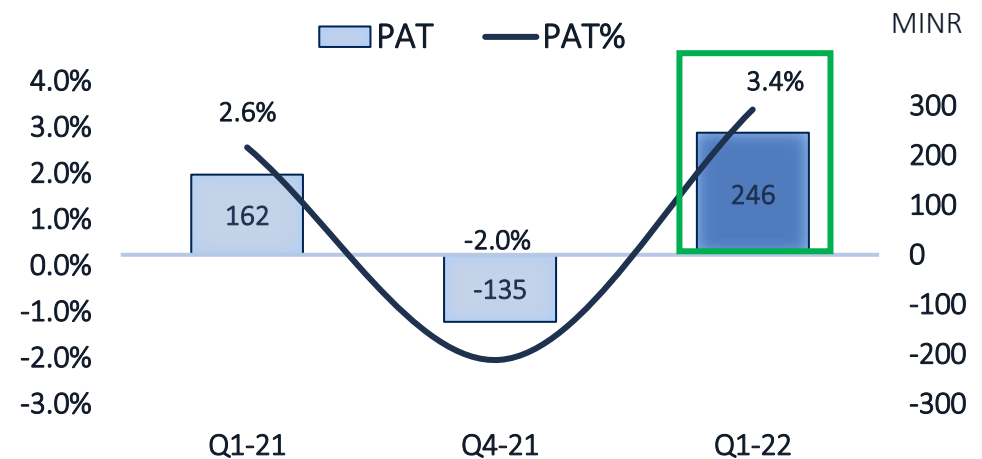
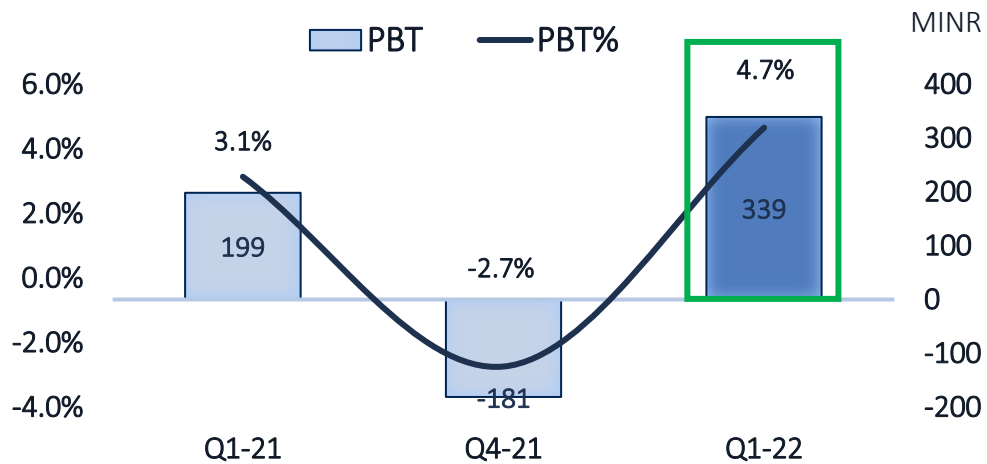
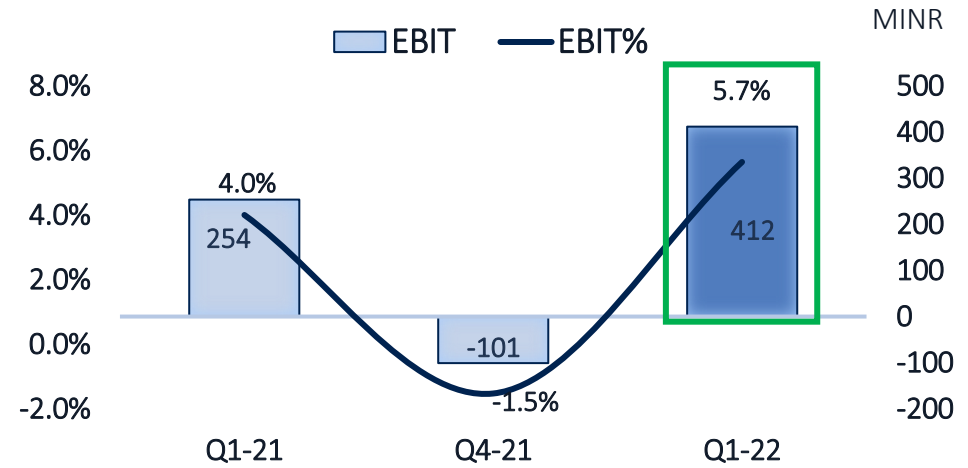
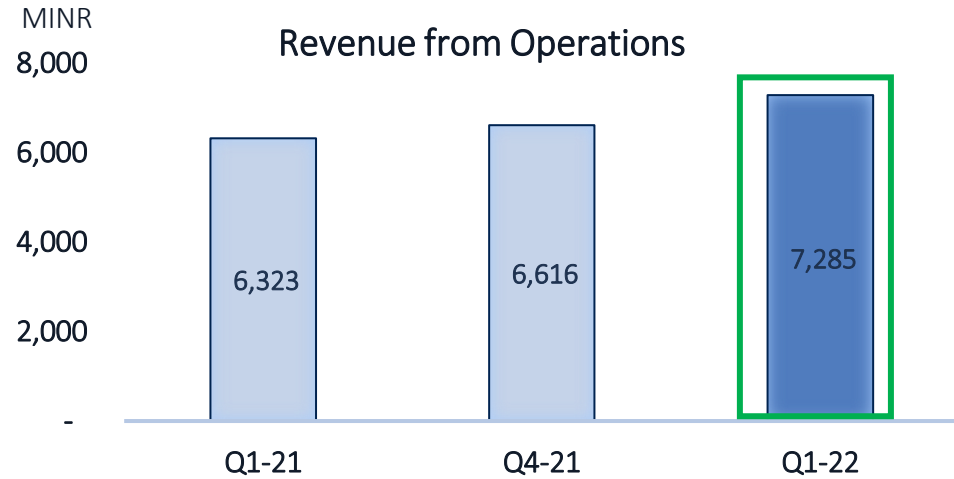
3 Programs

Online learning modules completed per employee

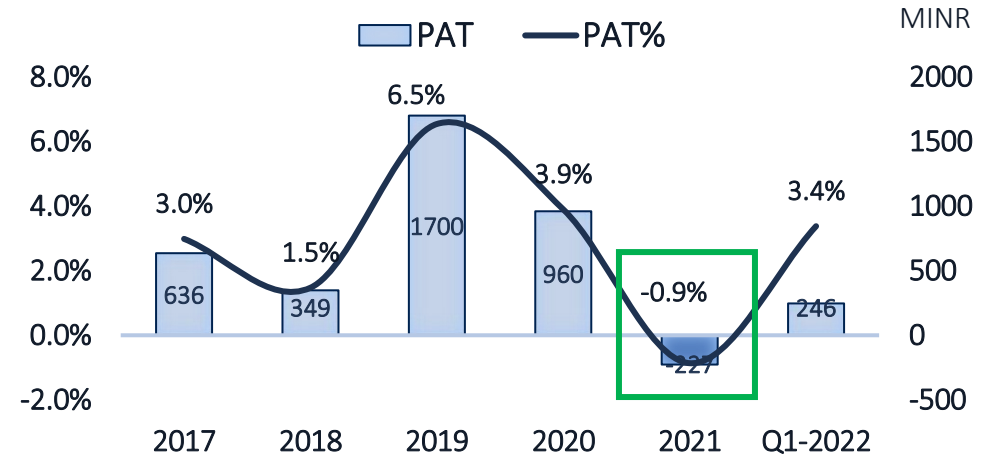
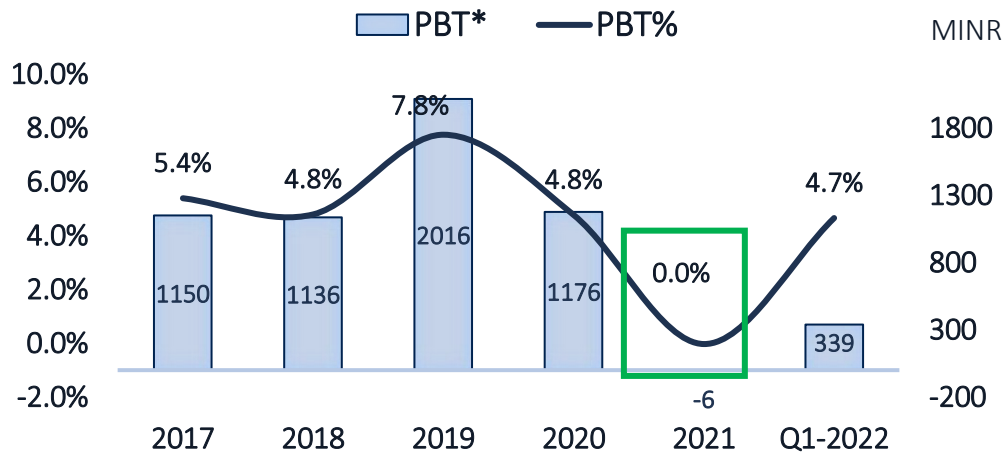
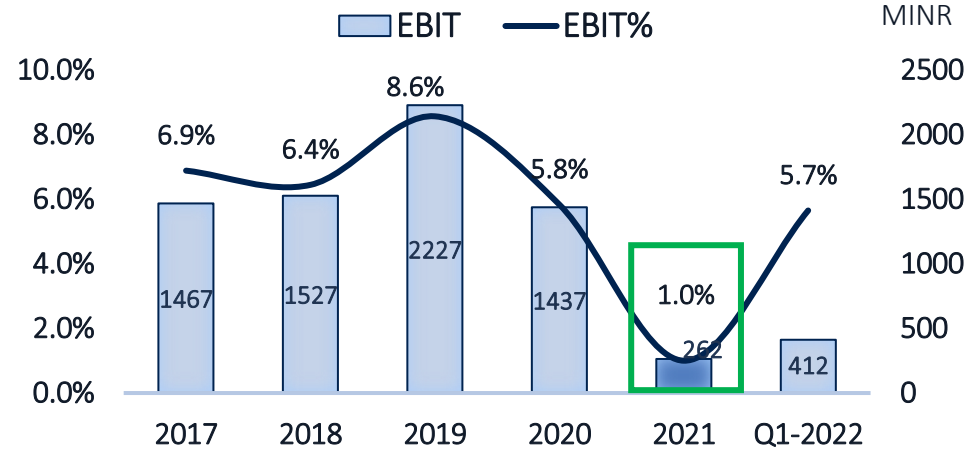
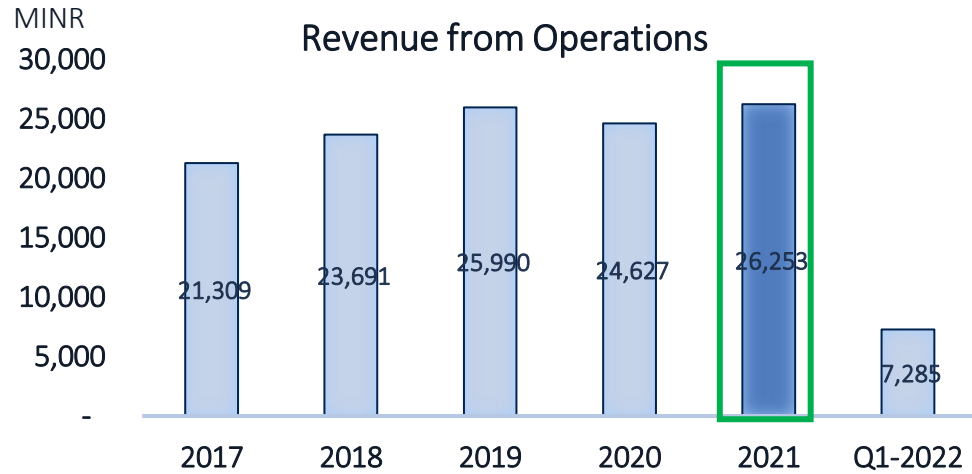
98.7%

Employees participated in at least one targeted training session

Financial Highlights: Q1-2022



Financial Highlights: 5-Year Trend



*Excluding Exceptional items

2021: Unprecedented RM Inflation, lag in pass through

MINR

Income Statement	FY 21	FY 20
Revenue from Operations	26,253	24,627
EBIT	262	1,437
	1.0%	5.8%
PBT*	(6)	1,176
	0.0%	4.8%
PAT	(227)	960
	-0.9%	3.9%
EPS (In Rs)*	1.1	12.7

*Excluding Exceptional items

Balance Sheet	FY 21	FY 20
Sources of Funds		
Shareholders Fund	7,160	7,649
Borrowings	3,487	2,478
Non-Current Liabilities	703	607
Current Liabilities	6,733	5,095
Total	18,082	15,828
Application of Funds		
Fixed Assets	5,077	5,010
Goodwill & Other Intangibles	722	761
Loans & Non-Current Assets	1,281	919
Current Assets	11,002	9,138
Total	18,082	15,828

Cashflow Statement	FY 21	FY 20
Opening Cash	670	445
Cash from Operations before Working capital changes	1,123	2,331
Changes in Working Capital	(942)	(201)
Taxes Paid	(148)	(437)
Exceptional Items	(310)	-
Cash Flow from Operating activities	(277)	1,693
Cash Flow from Investing Activities	(559)	(727)
Cash Flow from Financing activities	486	(742)
Closing Cash	321	670

- Achieved sales growth of 6% over PY
- Thane plant operations successfully moved to other sites
- TPM deployed across major flexible sites

Innovations Recognized – IFCA Star Awards 2021

Printing excellence for surprise pack interaction



Interactive both-side printed flow wrap

First-in-India concept of flexibles + labels together



Sticker in laminate for brand promotions

Shelf-disruptive, rigid to flexible pack



Bottoms Up pouch for consumer convenience

Interactive packaging with special inks



KitKat Celebreat glow in dark Pack

Innovations Recognized – WorldStar Awards 2022



Adding more convenience in Ready-to-Eat foods



Aluminium-free, retortable easy peel lidding

Shelf-disruptive, rigid to flexible pack



Bottoms Up Pouch for consumer convenience

Interactive packaging with special inks



KitKat Celebreat Glow in Dark Pack

Innovations Recognized – SIES SOP Star Awards 2021



**SIES SOP
STARS AWARDS
2021 WINNERS**

Interactive packaging with
variable print



Limited edition variable
festive tea packs

Adding more **functionality**
with non-returnable valve



Side gusseted roasted coffee
bean pouch with non-
returnable valve

Innovations Recognized – ET Polymer Awards 2021 & 2022



Shelf-disruptive, rigid to flexible pack



Bottoms Up pouch for consumer convenience

Interactive packaging with variable print



Limited edition variable festive tea packs

Thank you!