OUTLINE

• UPDATE ON THE GROUP

• HINDUSTAN TIN WORKS LTD

• ASIA PACKAGING INDUSTRY

• METAL PACKAGING INDUSTRY ASIA / INDIA

• MAKE IN INDIA – HOW CAN IT BENEFIT YOU?
THE GROUP

- HINDUSTAN TIN WORKS LTD
  - 3PC METAL CANS AND COMPONENTS
  - LISTED ON BOMBAY STOCK EXCHANGE

- REXAM HTW BEVERAGE CAN (INDIA) LTD
  - 2 PC CANS FOR BEER AND CSD

- HITECH SURFACTANTS – DETERGENT POWDER CONTRACT MANUFACTURING (JV WITH UNILEVER IN INDIA)

- INNOPAC CONTAINERS PVT LTD
  - NEW VENTURE FOR NON METAL / ALTERNATE PACKAGING AND B2C SOLUTIONS

- PETAINER INNOPAC PACKAGING PVT LTD
  - JV BETWEEN PETAINER UK HOLDINGS LTD AND INNOPAC CONTAINERS PVT LTD

THE GROUP EMPLOYS ABOUT 4000 PEOPLE
HINDUSTAN TIN WORKS LTD

• LEADING 3 PIECE CAN AND END MAKER

• COMPLETED 57 YRS IN 2015

• WORLD CLASS CANS FOR FOOD, BEVERAGE AND NON FOOD PRODUCTS
  – DELHI BASED, PLANT – HARYANA

• EXPERIENCED MANAGEMENT TEAM

• STOCK TRADED ON BOMBAY STOCK EXCHANGE
  – 8000 SHAREHOLDERS

• EXPORTS OF WORLD CLASS PRODUCTS TO 31 COUNTRIES
Supporting leading Can makers and Brand Owners across 27 countries for

METAL CLOSURES

Metals Ends - Food, Non Food
Specialized Components - with value added Embossing, specialized application with Gassing Dimples etc
Penny Lever Ends or Ring Lid Tagger Assemblies
Paint Ends and Ends for composite cans

METAL PRINTING

Printed/Lithographed Sheets
Coated and Lacquered Sheets

CANS

Food Cans, Paint Cans, Aerosol,
Shoe Polish, Flattened Cans etc

Exporting world class quality products to 27 countries including
USA, Australia, New Zealand, Middle East, Far East, Europe, South America, China etc

RING, LID TAGGER ASSEMBLY, BOTTOMS AND COMPONENTS

(ALSO KNOWN AS RING LID WITH ALUMINIJM FOIL MEMBRANE OR PENNY LEVER ENDS WITH ALUMINUM FOIL DIAPHRAGM AND PLUG)

<table>
<thead>
<tr>
<th>DIA IN MM</th>
<th>52</th>
<th>65</th>
<th>70</th>
<th>73</th>
<th>74</th>
<th>83</th>
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<th>138</th>
<th>153</th>
<th>174</th>
<th>189</th>
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<tr>
<td>DIA IN INCHES</td>
<td>202</td>
<td>211</td>
<td>214</td>
<td>300</td>
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<td>307</td>
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<td>404</td>
<td>502</td>
<td>509</td>
<td>603</td>
<td>700</td>
<td>709</td>
</tr>
</tbody>
</table>
HTW - INFRASTRUCTURE

- STATE OF THE ART MURTHAL PLANT SPREAD ACROSS 10 ACRES
- STATE OF THE ART SOUDRONIC LINES
- PRINTING AND COATING
- HEAVY INVESTMENT IN END MANUFACTURING
- IN HOUSE TOOL AND DIE MAKING
NEW PROJECTS / INVESTMENTS

• NEW JAPANESE LINE FOR A RECLOSABLE CAN FOR CHEWING TOBACCO

• AEROSOL CANS - AUTOMATIC AEROSOL TESTER FROM WILCO

• TRIPPLE NECKED IN 3PC BEVERAGE CAN FOR RTD COLD COFFEE AND OTHER MILK BASED PRODUCTS

• INCREASED CAPACITY IN PRINTING/COATING AND END MANUFACTURING

• DECORATED CAN LINE FOR IRREGULAR SHAPED CANS
REXAM HTW BEVERAGE CAN INDIA LTD

- PIONEER TO BRING 2 PC CANS TO INDIA

- GREW THE MARKET FROM 50 MILL CANS TO 1.2 BILLION IN 7 YEARS, MARKET CONTINUES TO GROW 15-17% PA

- SET UP A JV WITH REXAM

CUSTOMERS - LEADING BRAND OWNERS
NESTLE RELATIONSHIP

- STRATEGIC AND A UNIQUE RELATIONSHIP WITH NESTLE
- 100% NESTLE INDIA REQUIREMENTS SINCE 1980s
- GLOBALLY APPROVED STATUS
- SUPPORT NESTLE IN ABOUT 10 COUNTRIES FOR NEEDS IN CANS, PRINTED SHEETS, COATED METAL AND MISC ENDS AND COMPONENTS
- 1 BILLION ENDS CELEBRATION WITH NESTLE!
1 BILLION ENDS CELEBRATION, INTERPACK 2014
AMANDA MATTSSON, NESTLE GLOBAL PROCUREMENT
1 BILLION ENDS CELEBRATION, INTERPACK 2014
NESTLE GLOBAL TEAM AT CELEBRATION
EXPORTS

- GOOD EXPERIENCE WITH EXPORTING CURRENT HTW PRODUCTS

- EXPORTS CORRESPONDS TO 35% OF OUR MANUFACTURING SALES REVENUE AND OUR PRODUCTS GO TO 31 COUNTRIES

- SOME COUNTRIES
  - USA
  - AUSTRALIA
  - NEW ZEALAND
  - MALAYSIA
  - MIDDLE EAST – DUBAI, OMAN, IRAN ETC
  - EUROPE
  - CHINA
  - AFRICA – EGYPT, IVORY COAST, SUDAN, NIGERIA, TANZANIA ETC

- STRATEGY TO SUPPORT CAN MAKERS ACROSS THE GLOBE
Petainer Innopac Packaging
Changing the Game

- Leveraging Materials
- Polymer Engineering
- Sustainable Development
- Leveraging Technology
- System Solutions
- Innovation

petainerinno pac
zerowaste
A gamechanging business wastes nothing
Petainer packaging leader

**Number 1**
- Number 1 in OW kegs globally (70%)
- Number 1 in Scandinavia (41%)
- Number 1 in European Refillables (75%)

**Gamechanging Leader**
- petainerKeg™
- petainerCooler™
- petainerJar™
- petainerSmallContainer™

- 2014-15: New revolutionary products
- Expanded value chain

petainerinnopac
zerowaste™
High performance packaging

Innovating for a sustainable future
Keg solutions

Product
- Reduction in carbon emissions
- Reduction in costs and waste
- Reduction in freight
- Lower weight
- Fully recyclable
- Grow brewery and winery sales
  - Draught
  - New product introduction
  - New geographic markets
- No loss of product integrity
- Accelerate routes to market

System
- Blow and/or fill
- Hub and spoke
- Rental systems

Economics

ZERO return logistics

160m litres of water less annually

25% more liquid in a truck

40,000 kegs in a truck

Over 20 thousand less trips annually
Evolutionary change
ASIA PACKAGING INDUSTRY
Asia Packaging Market

• The Asia-Pacific packaging market enjoyed strong growth between 2010 and 2014 and this is forecast to continue throughout the 2014–2018 period.

• The number of packs used in Asia-Pacific grew at a CAGR of 5.35% between 2010 and 2014 and is expected to further rise by a CAGR of 5.72% over the 2014–2018 period.

• China, India, and Japan are by far the most important packaging markets in Asia as they accounted for 77.4% of the total packs used in 2014.

• In absolute terms, China, India, and Indonesia will register the largest and fastest growth over the 2014–2018 period.
Figure 13: Asia-Pacific Packaging by Country (Number of Packs, Million), 2010–2018
<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>576,254</td>
<td>736,262</td>
<td>940,814</td>
<td>6.32%</td>
<td>6.32%</td>
</tr>
<tr>
<td>India</td>
<td>175,082</td>
<td>233,459</td>
<td>314,039</td>
<td>7.46%</td>
<td>7.69%</td>
</tr>
<tr>
<td>Japan</td>
<td>138,080</td>
<td>145,962</td>
<td>155,255</td>
<td>1.40%</td>
<td>1.56%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>73,672</td>
<td>90,005</td>
<td>118,228</td>
<td>5.13%</td>
<td>7.06%</td>
</tr>
<tr>
<td>Philippines</td>
<td>51,264</td>
<td>57,740</td>
<td>65,778</td>
<td>3.02%</td>
<td>3.31%</td>
</tr>
<tr>
<td>Thailand</td>
<td>46,785</td>
<td>57,031</td>
<td>70,852</td>
<td>5.08%</td>
<td>5.57%</td>
</tr>
<tr>
<td>South Korea</td>
<td>41,425</td>
<td>46,073</td>
<td>51,897</td>
<td>2.69%</td>
<td>3.02%</td>
</tr>
<tr>
<td>Australia</td>
<td>33,117</td>
<td>36,008</td>
<td>39,642</td>
<td>2.11%</td>
<td>2.43%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>15,089</td>
<td>17,514</td>
<td>20,180</td>
<td>3.80%</td>
<td>3.61%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>7,785</td>
<td>8,657</td>
<td>9,662</td>
<td>2.69%</td>
<td>2.78%</td>
</tr>
<tr>
<td>New Zealand</td>
<td>7,811</td>
<td>8,222</td>
<td>8,761</td>
<td>1.29%</td>
<td>1.60%</td>
</tr>
<tr>
<td>Singapore</td>
<td>3,542</td>
<td>4,065</td>
<td>4,792</td>
<td>3.51%</td>
<td>4.20%</td>
</tr>
<tr>
<td><strong>Overall</strong></td>
<td><strong>1,169,906</strong></td>
<td><strong>1,440,999</strong></td>
<td><strong>1,799,900</strong></td>
<td><strong>5.35%</strong></td>
<td><strong>5.72%</strong></td>
</tr>
</tbody>
</table>

Source: Canadean
Figure 14: Asia-Pacific Packaging by Material (Number of Packs, Million), 2010–2018
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Flexible Packaging</td>
<td>445,779</td>
<td>546,439</td>
<td>682,569</td>
<td>5.22%</td>
<td>5.72%</td>
</tr>
<tr>
<td>Glass</td>
<td>122,936</td>
<td>146,665</td>
<td>180,251</td>
<td>4.51%</td>
<td>5.29%</td>
</tr>
<tr>
<td>Other</td>
<td>123</td>
<td>177</td>
<td>245</td>
<td>9.55%</td>
<td>8.51%</td>
</tr>
<tr>
<td>Paper &amp; Board</td>
<td>335,791</td>
<td>393,136</td>
<td>459,988</td>
<td>4.02%</td>
<td>4.00%</td>
</tr>
<tr>
<td>Rigid Metal</td>
<td>68,031</td>
<td>84,208</td>
<td>106,117</td>
<td>5.48%</td>
<td>5.95%</td>
</tr>
<tr>
<td>Rigid Plastics</td>
<td>197,139</td>
<td>270,250</td>
<td>370,581</td>
<td>8.21%</td>
<td>8.21%</td>
</tr>
<tr>
<td>None</td>
<td>107</td>
<td>124</td>
<td>149</td>
<td>3.67%</td>
<td>4.72%</td>
</tr>
<tr>
<td><strong>Overall</strong></td>
<td><strong>1,169,906</strong></td>
<td><strong>1,440,999</strong></td>
<td><strong>1,799,900</strong></td>
<td><strong>5.35%</strong></td>
<td><strong>5.72%</strong></td>
</tr>
</tbody>
</table>

Source: Canadean
METAL PACKAGING - ASIA
The demand for Rigid Metal packs in Asia-Pacific countries will register moderate to strong growth between 2014 and 2018. Demand for Rigid Metal packaging will increase by 21,909 million units between 2014 and 2018; however, this is much lower compared to other major materials such as Flexible Packaging and Rigid Plastics.

The increasing competition from other materials has limited the need for Rigid Metal packaging.

Of the Asia-Pacific countries, China will remain the largest consumer of Rigid Metal packs, accounting for a 39.2% share in 2014. Conversely, India will register the highest growth with a CAGR of 13.46% during the 2014 to 2018 period.
NUMBER OF RIGID METAL UNITS ANNUAL GROWTH 2010-2018

Source: Canadean
### Table 28: Number of Rigid Metal Packaging Units (Million), 2010, 2014 and 2018

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>21,860</td>
<td>33,046</td>
<td>49,363</td>
<td>10.88%</td>
<td>10.55%</td>
</tr>
<tr>
<td>Japan</td>
<td>23,829</td>
<td>24,363</td>
<td>23,791</td>
<td>0.55%</td>
<td>-0.59%</td>
</tr>
<tr>
<td>Australia</td>
<td>4,617</td>
<td>4,892</td>
<td>5,216</td>
<td>1.46%</td>
<td>1.61%</td>
</tr>
<tr>
<td>South Korea</td>
<td>3,881</td>
<td>4,470</td>
<td>5,091</td>
<td>3.60%</td>
<td>3.30%</td>
</tr>
<tr>
<td>India</td>
<td>2,678</td>
<td>4,343</td>
<td>7,198</td>
<td>12.84%</td>
<td>13.46%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>2,737</td>
<td>3,244</td>
<td>4,026</td>
<td>4.34%</td>
<td>5.55%</td>
</tr>
<tr>
<td>Thailand</td>
<td>2,353</td>
<td>2,852</td>
<td>3,356</td>
<td>4.93%</td>
<td>4.15%</td>
</tr>
<tr>
<td>Philippines</td>
<td>2,093</td>
<td>2,430</td>
<td>2,833</td>
<td>3.80%</td>
<td>3.92%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>1,913</td>
<td>2,274</td>
<td>2,666</td>
<td>4.41%</td>
<td>4.05%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>816</td>
<td>892</td>
<td>976</td>
<td>2.25%</td>
<td>2.27%</td>
</tr>
<tr>
<td>New Zealand</td>
<td>659</td>
<td>711</td>
<td>757</td>
<td>1.92%</td>
<td>1.59%</td>
</tr>
<tr>
<td>Singapore</td>
<td>594</td>
<td>691</td>
<td>844</td>
<td>3.84%</td>
<td>5.15%</td>
</tr>
<tr>
<td>Overall</td>
<td>68,031</td>
<td>84,208</td>
<td>106,117</td>
<td>5.48%</td>
<td>5.95%</td>
</tr>
</tbody>
</table>
Figure 38: Asia-Pacific Rigid Metal Packaging by Industry (Number of Packs, Million), 2010–2018

- Soft Drinks
- Food
- Paints & Stains
- Household Care
- Spirits
- Health & Beauty
- Beer & Cider
- Pet Care
- Tobacco and Tobacco Products
- Wines
MAKE IN INDIA - INDIA
INTRODUCTION
• 7TH LARGEST COUNTRY OF THE WORLD

• 2ND MOST POPULOUS COUNTRY

• 50% OF POPULATION BELOW AGE OF 25
<table>
<thead>
<tr>
<th>YEAR</th>
<th>POPULATION</th>
<th>POPULATION 15 – 59 YEARS</th>
<th>URBAN POPULATION</th>
<th>GDP (IN USD)</th>
<th>GDP RANKING</th>
</tr>
</thead>
<tbody>
<tr>
<td>1991</td>
<td>846 mn</td>
<td>489 mn</td>
<td>217 mn</td>
<td>433 bn</td>
<td>12</td>
</tr>
<tr>
<td>2011</td>
<td>1.21 bn</td>
<td>757.3 mn</td>
<td>377 mn</td>
<td>1.53 trillion</td>
<td>10</td>
</tr>
<tr>
<td>2031</td>
<td>1.52 bn</td>
<td>972.5 mn</td>
<td>590 mn</td>
<td>7.16 trillion</td>
<td>3</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>YEAR</th>
<th>1990</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP GROWTH</td>
<td>5.7%</td>
<td>5%</td>
</tr>
<tr>
<td>EXPORT (USD)</td>
<td>18 bn</td>
<td>325 bn</td>
</tr>
<tr>
<td>IMPORT (USD)</td>
<td>24 bn</td>
<td>500 bn</td>
</tr>
<tr>
<td>FDI (USD)</td>
<td>129 mn</td>
<td>27 bn</td>
</tr>
</tbody>
</table>
• LOW LABOUR COSTS
• NO IMPORT/EXPORT BARRIERS
• FAVORABLE FDI POLICIES
• STABLE POLITICAL SYSTEM
• ENGLISH SPEAKING
• STABLE AND FORWARD LOOKING GOVERNMENT
CHALLENGES

- INFRASTRUCTURE
- HIGH INFLATION
- COMPLICATED TAX STRUCTURE
- VOLATILITY IN EXCHANGE RATE
- LARGE POPULATION / POVERTY
- LOW LITERACY RATES
INDIA SUCCESS

Kumar Mangalam Birla
Chairman
Aditya Birla Group

Ratan Tata
Chairman
TATA Sons

Laxmi Mittal
Chairman Arcelor - Mittal
Tinplate demand in India is growing with the following factors:

- Growth in organized retail (multi-brand FDI)
- Implementation of food safety standards
- Emerging Environmental Packaging Standards
- Increase in consumer awareness

End-use wise demand in %

- Flexible Cul: 38%
- Processed Food: 27%
- Fruits + Pesticides: 19%
- Ammonia + Battery + Lugs: 8%
- Others: 6%

Estimated capacities in India:

- TCIL: 380,000 MT
- SAIL: 150,000 MT
- GPT: 150,000 MT
- VTPL: 100,000 MT

Food & Beverages end use will continue to determine the fortunes of tinplate.
MAKE IN INDIA - STRATEGIC GEOGRAPHICAL LOCATION

- INDIA TO BE THE EXPORTS MANUFACTURING HUB FOR THE GLOBAL METAL PACKAGING INDUSTRY

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>FREIGHT (USD)</th>
<th>SHIPPING TIME</th>
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<tbody>
<tr>
<td>USA – NEW YORK</td>
<td>2200</td>
<td>21 DAYS</td>
</tr>
<tr>
<td>USA – CALIFORNIA</td>
<td>1800</td>
<td>25 DAYS</td>
</tr>
<tr>
<td>AUSTRALIA</td>
<td>750</td>
<td>20 DAYS</td>
</tr>
<tr>
<td>THAILAND</td>
<td>150</td>
<td>5 DAYS</td>
</tr>
<tr>
<td>CHINA</td>
<td>150</td>
<td>10 DAYS</td>
</tr>
<tr>
<td>UAE (DUBAI)</td>
<td>150</td>
<td>3 DAYS</td>
</tr>
<tr>
<td>MALAYSIA</td>
<td>35</td>
<td>4 DAYS</td>
</tr>
<tr>
<td>SINGAPORE</td>
<td>35</td>
<td>4 DAYS</td>
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</tbody>
</table>
THANK YOU