



EPACK DURABLE LIMITED

(Formerly Known as EPACK Durable Private Limited)

Regd. Off.: 61-B, Udyog Vihar, Surajpur, Kasna Road, Greater Noida, Gautam Buddha Nagar U.P. 201306
Corporate Off.: TR-901, AltF 142 Noida, 9th Floor, Plot Number 21 and 21A, Sector 142, Noida-201304, U.P.
CIN: L74999UP2019PLC116048,

Ph. No.: 0120-4522467, Email ID: info_ed@epack.in, Website: www.epackdurable.com

May 27, 2025

Listing Department
BSE Limited ("BSE")
Department of Corporate Services
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001
Scrip Code: 544095
ISIN: INE0G5901015

Listing Department
National Stock Exchange of India Limited ("NSE")
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051
Symbol: EPACK
ISIN: INE0G5901015

Dear Sir/Ma'am,

Sub: Press release on the Standalone and Consolidated Audited Financial Results of the Company for the Quarter and Financial Year ended as on March 31, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press release on the Standalone and Consolidated Audited Financial Results for the Quarter and Financial Year ended as on March 31, 2025.

A copy of same shall also be posted on the website of the Company at www.epackdurable.com.

We request you to kindly take this on your record and oblige.

Thanking You

For **EPACK Durable Limited**

Jyoti Verma
Company Secretary and Compliance Officer

**EPACK DURABLE LIMITED REPORTS 22% YOY GROWTH IN REVENUES AND
36% YoY GROWTH IN PAT IN Q4-FY25**

May 27th, 2025: EPACK Durable Limited {BSE: 544095 & NSE: EPACK}, India's leading room air conditioner and other small domestic appliances original design manufacturer announces its results for the quarter and financial year ended March 31st, 2025.

Q4-FY25 Consolidated Financial Performance:

Revenue	EBITDA	EBITDA Margin	Net Profit
INR 6,432 Mn	INR 721 Mn	11.21%	INR 377 Mn
YoY: +22%	YoY: +30%	YoY: +65 Bps	YoY: +36%

FY25 Consolidated Financial Performance:

Revenue	EBITDA	EBITDA Margin	Net Profit
INR 21,709 Mn	INR 1,576 Mn	7.26%	INR 551 Mn
YoY: +53%	YoY: +36%	YoY: (93) Bps	YoY: +56%

Q4-FY25 Operational Highlights:

- Operating revenue grew 22% YoY, **supported by** strong demand **and** addition of new customers **across key segments**.
- Room Air Conditioners remained the dominant contributor, **accounting for** 64% of total operating revenue, **reflecting continued leadership in this core category**.
- **EBITDA showed lower YoY growth**, primarily due to increased costs from the new Sricity plant, which is still in the ramp-up phase and has not yet achieved optimal capacity utilization. However, **EBITDA surged by 200% QoQ**, driven by a **favorable product mix** and **improved gross margins**, reflecting enhanced operational efficiency and strategic pricing.
- The **Product business accounted for 78%** of total operating revenue, underscoring strong market traction and customer confidence in core product portfolio.
- The company is strategically focusing on driving growth by **expanding the customer base** and **introducing new product verticals** across all business segments.

FY25 Operational Highlights:

- Consolidated Operating revenue grew **53% YoY**, Product Business contributed **78%** of total operating revenue.
- Room Air Conditioner business revenue grew **50% YoY** and achieved **INR 15,660 Mn**.

Media Release



- Strong YoY growth witnessed in SDA of **20%**, Components **124%** and LDA **1,172%**, driven by increasing customer base and adding new product verticals.
- The Green field facility at Bhiwadi (JV with EPAVO) has been established and will commence production from **Q2-FY26**.
- Enhancing Customer Relationship Management with **55+ established Customers** on board.
- **Revenue Growth** witnessed across all segments, with robust booking and inquiries.

Future Outlook:

- **New product launches** and **new customer acquisition** in SDA, Components and LDA segment will be the key growth **drivers** in FY26.
- Investment outlook of Approx. **INR 4,500~5,000 Mn** in expansion in manufacturing capabilities and wholly Owned Subsidiary to cater market demand for FY27 & onwards.
- Enhancing **ODM footprint** in New Product Categories and Venturing into new Market verticals.

Management Comments:

Commenting on the results, Mr. Ajay DD Singhania, Managing Director and CEO said, *"We delivered a strong performance in Q4 FY25, driven by the strategic initiatives implemented by the Company and the favorable industry tailwinds. During the quarter, we added several new customers and benefited from a more optimized product mix, which contributed to improved EBITDA margins and enhanced profitability compared to the previous quarter."*

Capacity utilization at our Sricity plant is being progressively ramped up as we align operations to meet growing customer demand. With enhanced production efficiency and a focus on multiple product categories, we expect this facility to contribute significantly to our margins as it approaches optimal utilization in the coming quarters.

We also witnessed strong business bookings and a healthy pipeline in both the Small Domestic Appliances (SDA) and Components segments, supporting our continued revenue growth. Additionally, our new greenfield project through the joint venture with EPAVO holds substantial revenue potential and is expected to further strengthen our position in the components space.

Financial Statements:

Results for the quarter and financial year ended March 31, 2025, prepared under Ind AS are available in the Investor Relations section of our website:

<https://epackdurable.com/investor-relations/>

Quarterly Conference Call:

Media Release



The earnings conference call will be held on May 28th, 2025 at 9:30 AM (IST) to discuss the Financial Results and performance of the company for the quarter and financial year ended March 31, 2025.

The earnings conference call will be accessible from all networks and countries through universal access dial-ins +91 22 6280 1384 | +91 22 7115 8285 also accessible at: <https://shorturl.at/g5kpp>

Further, the analyst(s)/institutional investor(s) presentation will be submitted to Stock Exchanges and shall also be hosted on the Company's website at: <https://epackdurable.com/investor-relations/>

About EPACK Durable Limited:

EPACK Durable Limited is the second largest room air conditioner Original Design Manufacturer (“ODM”) in India, in terms of number of indoor and outdoor units manufactured in Fiscal 2023 through its ODM route. The expertise of EPACK Durable lies in manufacturing a diverse portfolio of Room Air Conditioners and Small Domestic Appliances (SDAs). A customer-centric company where business is driven by a focus on continuous innovation and operational efficiency. EPACK Durable works jointly with the customer team and customises the products, according to different client requirements. The strong manufacturing and design capabilities include developing, designing and manufacturing models of RACs of varying designs and technical specifications. Further, the current RAC product offerings enable the company to offer more customisation to RAC brands in terms of completely built-up units or IDUs and ODUs separately. EPACK Durable has three manufacturing facilities located at Dehradun (Uttarakhand), Bhiwadi (Rajasthan) and Sri City (Andhra Pradesh).

Contact Information:

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