



# 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 28, 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: Investor Presentation 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 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation 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](http://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**

Encl. As above



# EPACK Durable Limited

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 [www.epackdurable.com](http://www.epackdurable.com)

## EARNINGS PRESENTATION

Q4-FY25 & FY25



# SNAPSHOT

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2<sup>nd</sup> Largest  
RAC ODM <sup>1</sup>



Largest Induction  
cooktop  
ODM/OEM



INR 21,919 Mn.  
Total Income



55+ Trusted  
Customers



4 Manufacturing  
locations <sup>2</sup>



3 NABL Certified  
R&D labs



Highest Amount of  
Backward Integration  
for RACs <sup>3</sup>



Diversified  
Portfolio- RAC,  
LDA, SDA and  
components



15 Products



2 Decades +  
Industry  
Experience



Customisation as  
per different client  
requirements



Manufactures  
critical components such  
as heat exchangers,  
copper tubing, PCBAs,  
etc.

1. In India in terms of number of units (indoor units + outdoor units) manufactured in Fiscal 2023 through the ODM route. (Source: F&S Report)  
2. Manufacturing Facilities in Dehradun, Bhiwadi, Sri City & Silvassa (EPAVO)  
3. That has been grown within the same company organically in India (Source: F&S Report)



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# AGENDA

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Company Overview

Q4-FY25 & FY25 Performance

Strategic Overview

Historical Financials



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# COMPANY OVERVIEW



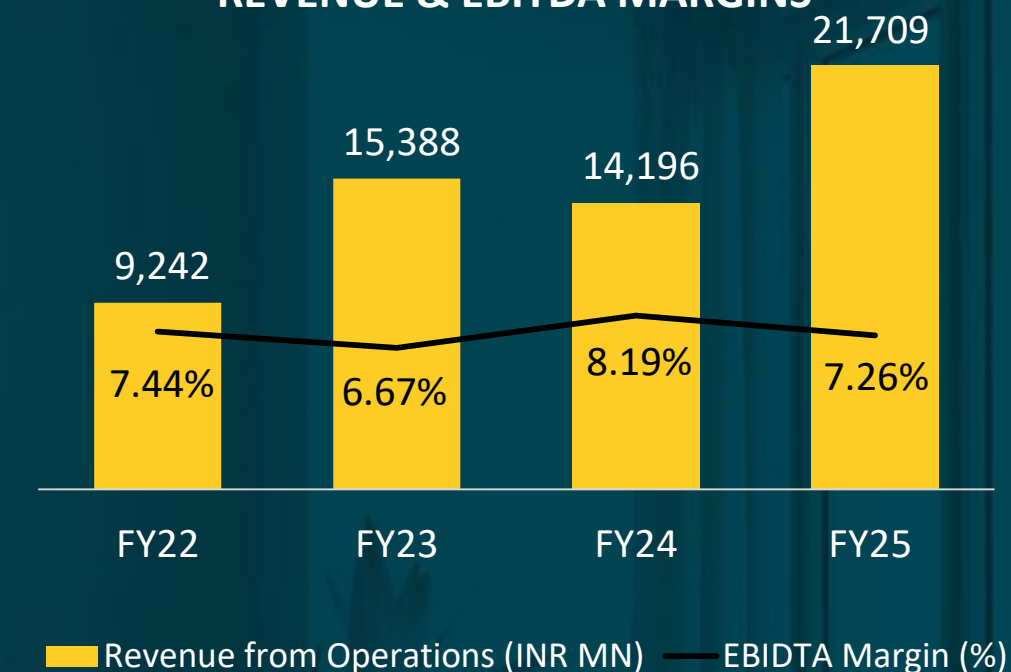


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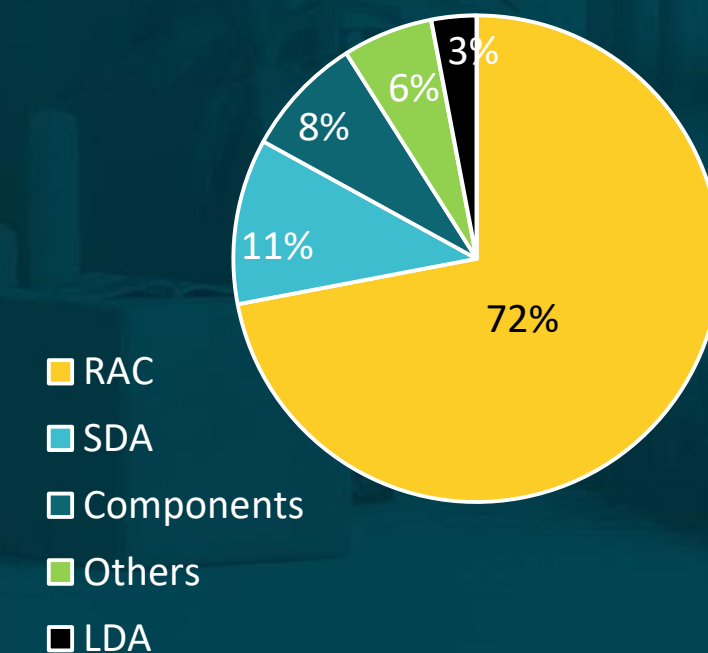
# COMPANY OVERVIEW

- **Incorporated in 2003**, EPACK Durable (EPACK) began as a contract manufacturer of consumer durables, primarily Room Air Conditioners (RACs).
- **Later in 2012**, EPACK transformed into an **Original Design Manufacturer (ODM)** for air conditioners, small domestic appliances (such as induction cooktops, juicer-mixer grinders, and water dispensers for OEMs), and large home appliances (like air coolers). The Company has grown significantly since then and is now the **second-largest ODM player in India, with a market share of 24%**<sup>1</sup>.
- EPACK was **founded by the Singhania and Bothra families**, who have been engaged in the manufacturing of consumer durables for **over two decades**, bringing **extensive industry knowledge and experience** to the Company.
- EPACK operates **three strategically located manufacturing facilities** in **Dehradun, Bhiwadi, and Sricity**. These facilities are **highly backward-integrated**, offering **cost advantages** over competitors by producing key components in-house.
- Approximately **70–75%** of the company's revenue comes from the **sale of RACs**, while the **remaining revenue is contributed by Small Domestic Appliances, Components & Large Domestic Appliances**.
- EPACK boasts a **marquee clientele**, including **Voltas, Haier, Philips, Panasonic, Godrej, Daikin, Havells, Bosch & Siemens, Bajaj, Crompton & Greaves, Blue Star & Hisense** among others, with whom it has built **long-standing and trusted relationships**.

## REVENUE & EBITDA MARGINS



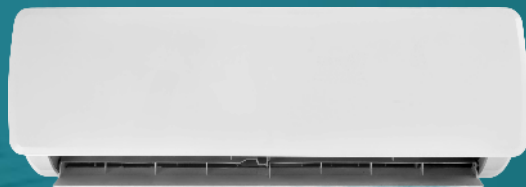
## FY25 SEGMENTAL REVENUE CONTRIBUTION



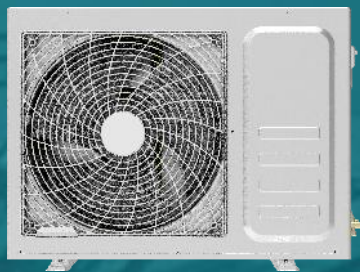
1. In terms of domestically manufactured units by ODM Companies in the Indian RAC ODM / OEM market in FY 2023 (Source: F&S Report)

# OUR PRODUCTS

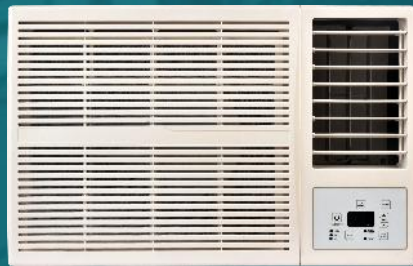
## RAC



Indoor Unit (IDU)  
Range : 9K - 30K  
Inverter/ Fixed Speed  
Installed Capacity 1.60 Mn



Outdoor Unit  
(ODU/ODU Kit)  
Range- 12K-36K  
Inverter/Fixed Speed  
Installed Capacity 2.05 Mn



Window Air Conditioner  
(WAC)  
Range- 9K- 22K  
Inverter/Fixed Speed  
Installed Capacity 0.62 Mn

## LDA



Air Cooler  
Installed Capacity 0.37 Mn



Washing Machine  
Range- Push/Touch Button  
7.0KG – 11.0KG





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# OUR PRODUCTS

## SDA

### Existing Product Range

**Induction Stove**  
Range- 1200W-2200W (Single)  
3500W (Dual)  
Installed Capacity 2.00 Mn



**Water Dispenser**  
Range: Floor-Standing  
and Table-Top  
Installed Capacity 0.11 Mn



**Mixer Grinder**  
Range- 500W-1000W  
Installed Capacity 0.62 Mn



### Recently Launched



**Air Fryer**  
Range- 1500W  
(Analog/Digital Model  
4L& 5L)



### FY26 Upcoming Products

**Infrared Cooktop**  
Range- 2000W-2200W



**Nutri Blender**  
Range- 300W (Copper motor)



**Coffee Maker**  
Range- 0.65-Litre 600W



**Dry Vacuum Cleaner**  
Range- 1700 W & 42 LTR



### FY27 Upcoming Products

**Tower Fan**  
Range- 40W



**Hair Dryer**  
Range- 1600W  
(High-Speed DC Motor)



**Air Purifier**  
Range- 5W

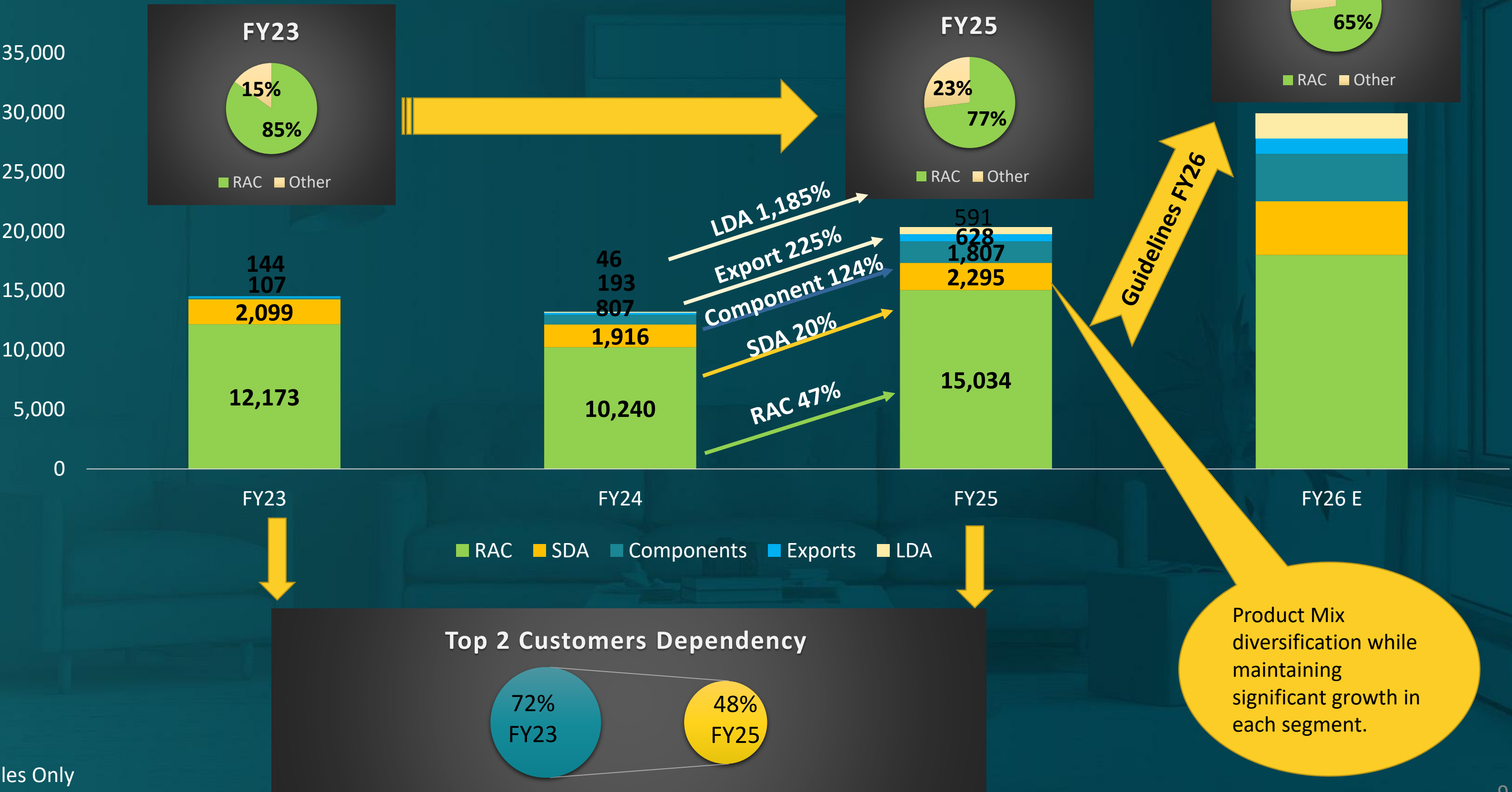




# Components

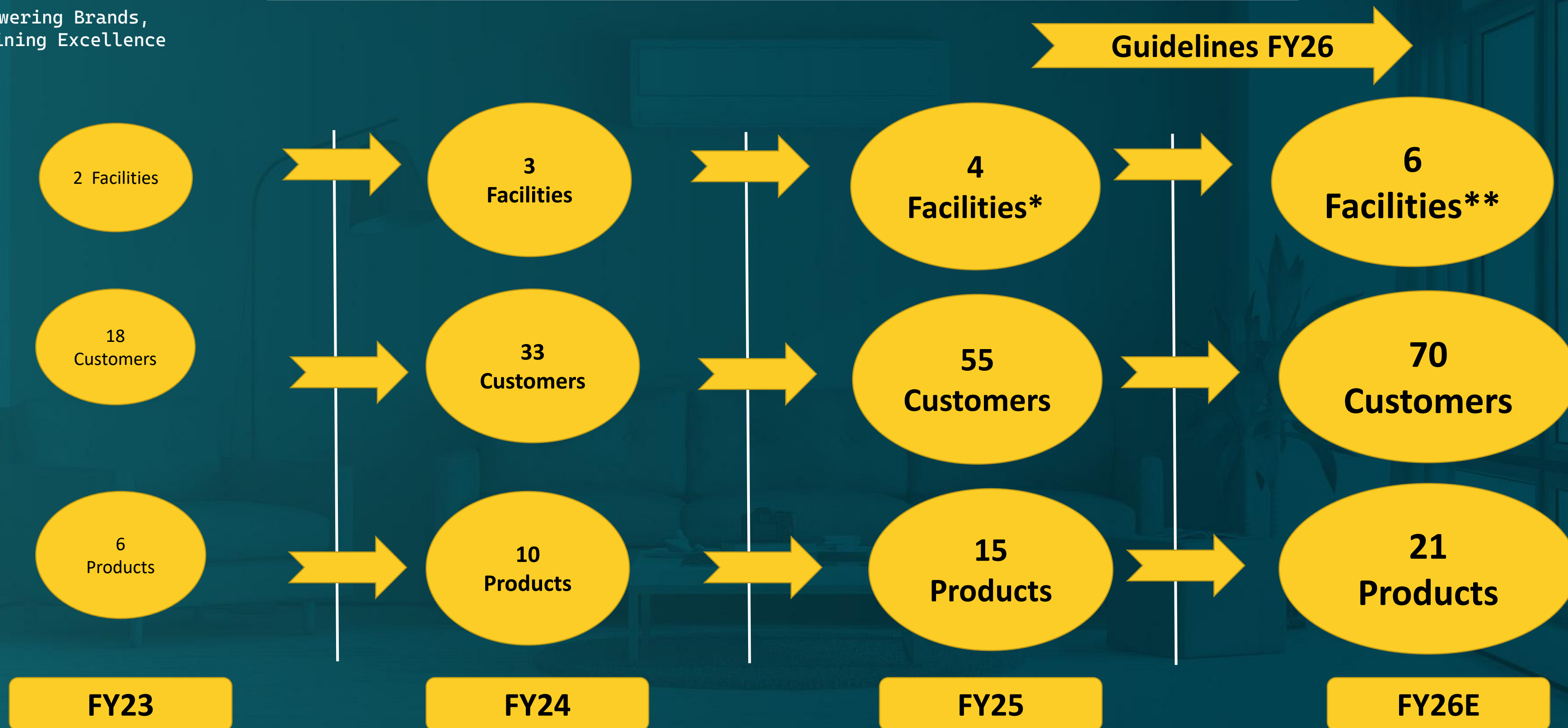
COMPONENTS	In-house	Components	Segments
Plastic Molding	✓	✓	IDU, WAC, Refrigerators, Washing Machine, Consumer Durables, Energy Meter, Automotive
Sheet Metal	✓	✓	ODU, WAC, Refrigerators, Washing Machine, Consumer Durables, Energy Meter, Automotive
Cross Flow Fan	✓	✓	IDU
PCB	✓	✓	IDU, ODU, ICT
Heat Exchanger	✓	✓	ODU, IDU
Copper Tubing	✓	✓	ODU, IDU
Universal Motor	✓		Consumer Durables MG
Induction Coil	✓		Consumer Durable ICT

# BUSINESS VERTICALS\*



\* Product Sales Only

# POSITIVE PROGRESSION



\* Including 1 JV Company facility (EPAVO)

\*\* 2 New Facilities – WOS (EMTPL) and JV Company

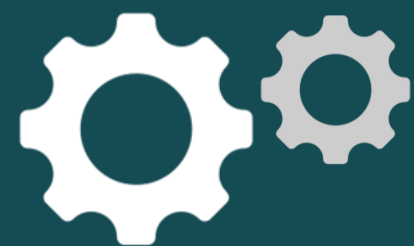


# Clients

Trusted Partner of India's leading Home Appliance Brands



And Many More...



# Q4-FY25 PERFORMANCE

# FINANCIAL HIGHLIGHTS

## Q4-FY25 PERFORMANCE

**INR 6,432 Mn**  
Operating Income  
**+22% YoY**

**INR 721 Mn**  
Operating EBITDA  
**+30% YoY**

**11.21%**  
EBITDA Margins  
**+65 Bps YoY**

**INR 377 Mn**  
Net Profit  
**+36% YoY**

**5.86%**  
PAT Margins  
**+57 Bps YoY**

**INR 3.93/Share**  
Diluted EPS  
**+28% YoY**

## FY25 PERFORMANCE

**INR 21,709 Mn**  
Operating Income  
**+53% YoY**

**INR 1,576 Mn**  
Operating EBITDA  
**+36% YoY**

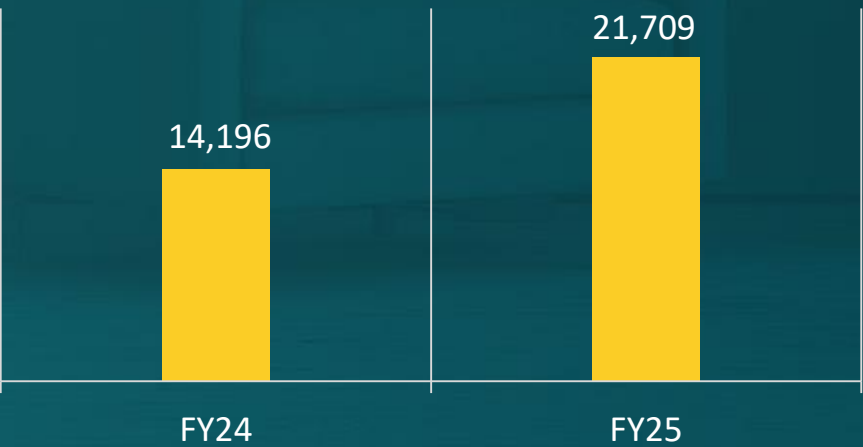
**7.26%**  
EBITDA Margins  
**(93) Bps YoY**

**INR 551 Mn**  
Net Profit  
**+56% YoY**

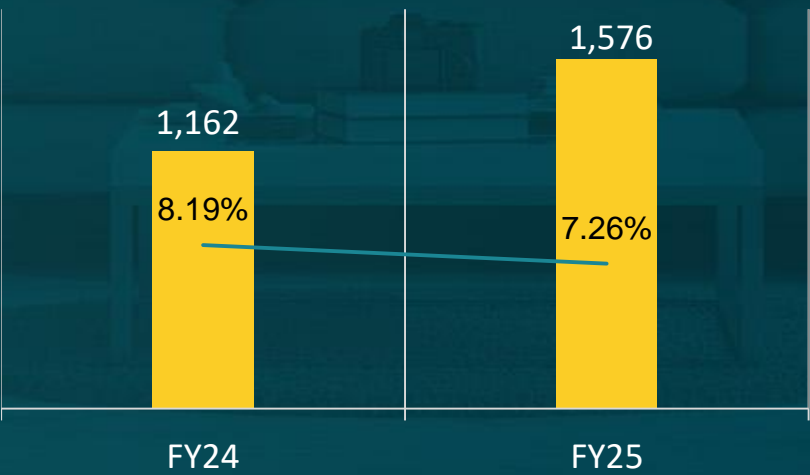
**2.54%**  
PAT Margins  
**+5 Bps YoY**

**INR 5.75/Share**  
Diluted EPS  
**+32% YoY**

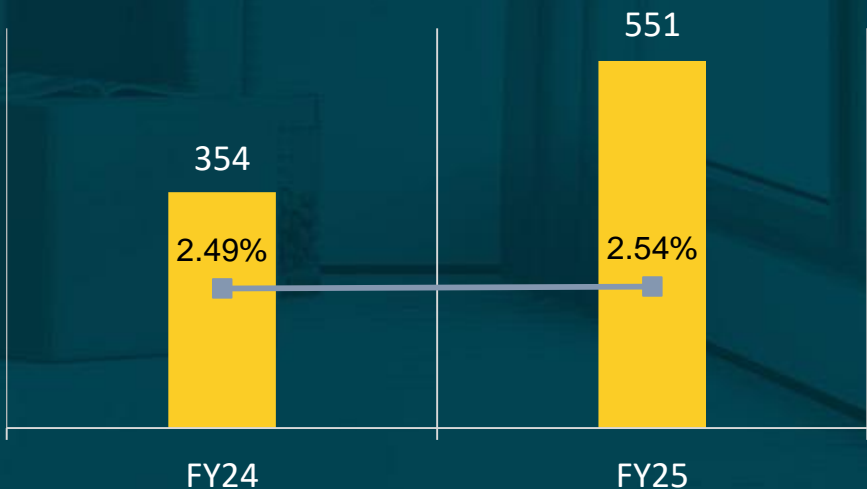
OPERATING INCOME (INR Mn)



EBITDA (INR Mn) & EBITDA MARGINS (%)



PAT (INR Mn) & PAT MARGINS (%)







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# OPERATIONAL HIGHLIGHTS Q4FY25

- **Operating Revenue** grew by **22% YoY** supported by strong industry demand, and addition of new customers across key segments.
  - **RAC contributed 64%** of total Operating Revenue driver by robust seasonal demand and expansion in customer base.
  - **SDA Segment grew by 32% YoY** strong order booking in both existing and new product categories.
  - **Component Segment grew by 204% YoY**, order pipeline remains robust in PCB's, Copper parts and Plastic molding parts.
  - **LDA Segment grew by 737% YoY**, adding new customer base is a key strategic move.
- 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.
- **Product Mix diversification** by adding New Customers and New Product Verticals across all segments.



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# OPERATIONAL HIGHLIGHTS FY25

- Operating Revenue increased by **53% YoY** and FY25 closed **at INR 21,709 Mn.**
  - **RAC Segment grew by 50% YoY**
  - **SDA Segment grew by 20% YoY** strong order booking in both existing and new product categories.
  - **Component Segment grew by 124% YoY**, order pipeline remains robust in PCB's, Copper parts and Plastic molding parts.
  - **LDA Segment grew by 1,172% YoY**, adding new customer base is a key strategic move.
- The Green Field facility at Bhiwadi (JV with EPAVO) has been established and will **commence production by Q2-FY26.**
- Enhancing Customer Relationship Management with **55+ established Customers** on board.
- **Revenue Growth** witnessed across all segments, with robust booking and inquires.



# QUARTERLY FINANCIAL PERFORMANCE

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Particulars (INR Mn)	Q4-FY25	Q4-FY24	Y-o-Y	Q3-FY25	Q-o-Q
<b>Operational Income</b>	<b>6,432</b>	<b>5,257</b>	<b>22.4%</b>	<b>3,768</b>	<b>70.7%</b>
Expenses	5,711	4,702	21.5%	3,528	61.9%
<b>EBITDA</b>	<b>721</b>	<b>555</b>	<b>29.9%</b>	<b>240</b>	<b>200.4%</b>
<b>EBITDA Margins (%)</b>	<b>11.21%</b>	<b>10.56%</b>	<b>65 Bps</b>	<b>6.37%</b>	<b>484 Bps</b>
Other Income	55	55	0.0%	49	12.2%
Depreciation	124	106	17.0%	121	2.5%
Interest	137	113	21.2%	124	10.5%
<b>Profit before share of loss of JV</b>	<b>515</b>	<b>391</b>	<b>31.7%</b>	<b>44</b>	<b>1,070.5%</b>
Share of loss of JV	(12)	(5)	140.0%	(9)	33.33%
<b>PBT</b>	<b>503</b>	<b>386</b>	<b>30.3%</b>	<b>35</b>	<b>1,337.1%</b>
Tax	126	108	16.7%	10	1,160.0%
<b>Profit After tax</b>	<b>377</b>	<b>278</b>	<b>35.6%</b>	<b>25</b>	<b>1,408.0%</b>
<b>PAT Margins (%)</b>	<b>5.86%</b>	<b>5.29%</b>	<b>57 Bps</b>	<b>0.66%</b>	<b>520 Bps</b>
<b>Diluted EPS (INR)<sup>1</sup></b>	<b>3.93</b>	<b>3.08</b>	<b>27.6%</b>	<b>0.26</b>	<b>1,411.5%</b>

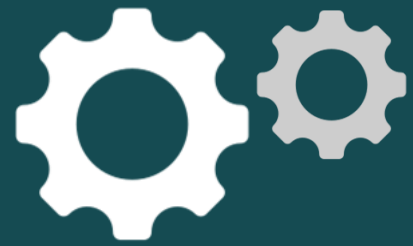




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# YTD FINANCIAL PERFORMANCE

Particulars (INR Mn)	FY25	FY24	Y-o-Y
<b>Operational Income</b>	<b>21,709</b>	<b>14,196</b>	<b>52.9%</b>
Expenses	20,133	13,034	54.5%
<b>EBITDA</b>	<b>1,576</b>	<b>1,162</b>	<b>35.6%</b>
<b>EBITDA Margins (%)</b>	<b>7.26%</b>	<b>8.19%</b>	<b>(93) Bps</b>
Other Income	211	89	137.1%
Depreciation	474	355	33.5%
Interest	539	389	38.6%
<b>Profit before share of loss of JV</b>	<b>774</b>	<b>507</b>	<b>52.7%</b>
Share of loss of JV	(30)	(15)	100.0%
<b>PBT</b>	<b>744</b>	<b>492</b>	<b>51.2%</b>
Tax	193	138	39.9%
<b>Profit After tax</b>	<b>551</b>	<b>354</b>	<b>55.6%</b>
<b>PAT Margins (%)</b>	<b>2.54%</b>	<b>2.49%</b>	<b>5 Bps</b>
<b>Diluted EPS (INR)</b>	<b>5.75</b>	<b>4.35</b>	<b>32.2%</b>



# STRATEGIC OVERVIEW

# KEY STRENGTHS



Long-Standing  
Relationships with  
Established Customers,  
with Potential to  
Expand the Customer  
Base



Among the Key  
Manufacturers in Fast-  
Growing RAC & SDA  
Manufacturing  
Industries



Advanced Vertically  
Integrated  
Manufacturing  
Operations with  
Product Portfolio  
Aimed at Capturing the  
Full Spectrum of the  
RAC & SDA Value Chain



Robust Product  
Development & Design  
Optimization  
Capabilities



Experienced Promoters  
Supported by Senior  
Management Team  
with Proven Track  
Record of Performance



# BUSINESS DEVELOPMENT



JOINT VENTURE



## HISENSE

- **Partnership with Hisense** to manufacture air conditioners and appliances in India using **Hisense's technology**.
- Partnership is expected to generate **\$1 billion** in additional revenue for Company over five years.
- It aims to serve the Indian market while exploring Exports, enhancing **Global presence**
- The construction of New manufacturing facility for Company's wholly owned subsidiary (EMTPL) is ongoing in full swing **in Sri City**, Andhra Pradesh, targeting production by **End of Q3FY26**.
- The Company has already started supplying ODM Products since Mar'25

## EPAVO

- Increased stake in EPAVO Electricals Private Limited from **26% to 50%**, making it a **Joint Venture**.
- Strengthens our position in the manufacturing of Brushless DC (**BLDC**) motors, HVAC products, and related appliances.
- Positioned to capitalize on **increased demand** for energy-efficient and sustainable solutions.
- The Green Field facility at Bhiwadi will **commence production from Q2FY26**.

## PANASONIC/DAIKIN

- Company has tie-up with Panasonic & Daikin to produce PCBA controllers and Copper components for RACs.
- This **Strategic move** will enable the company to enter the EMS business, focusing on the manufacturing of critical components such as PCBA controllers, heat exchangers, CFFs, Copper Parts and molded parts, leveraging the benefits of the PLI scheme.
- EPACK's facilities in Bhiwadi and Sri city will drive this business, partnering with Panasonic and Daikin to optimize capacity and achieve manufacturing excellence.

# GROWTH DRIVERS

## Growth in the Product Business

Strengthening growth in the Room Air Conditioner (RAC) business  
**Expanding the SDA segment** by adding new customers and launching new product categories  
**Driving volume growth in Air Coolers** through the onboarding of new customers

## Focus Driver Component Segment

Major focus on Components Segment exploring **New Market Verticals** while growth in Current market with existing Product range like Cu Parts, PCB's, Plastic Molding and CFF

## Production Linked Incentive Scheme (PLI)

The program mandated increased customs duties on RACs and components in a phased manner, making imports an expensive option. As a result, Domestic brands had to pursue local sourcing.

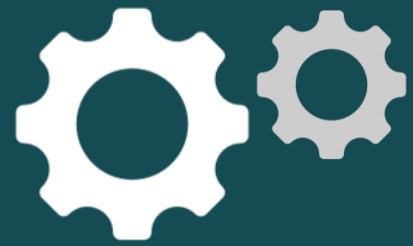
## BIS Certification Requirement

The government mandated that **BIS certification** is mandatory for selling RACs and components in India. This proved cumbersome for exporters in China, Thailand, etc. and hence acted as a deterrent

# FUTURE OUTLOOK

- **Expanding Opportunities & Client Relationship Leverage**
- **Significant growth potential in SDA, LDA and Components segments (Air Fryer, Nutri Blender, Infrared ICT, Vacuum Cleaner, Coffee maker and washing Machine)**
- **Strengthening and leveraging existing relationships** to meet growing demand and capture additional market share
  
- **ODM Opportunities**  
Focused growth in ODM space for: **Washing Machines, Air Fryers, Infrared ICT and Nutri Blenders**
  
- **Growth Drivers**
  - SDA, LDA and Components segments are positioned as the **key growth engines** for the company While maintaining growth pace of RAC segment.
  - Focus on New Customer New Product (**NCNP**), New Customer Existing product (**NCEP**) and Existing Customer New product (**ECNP**) is key driver for FY26. This strategic focus will support continued business expansion across segments.
  
- **New Client/Segment Acquisitions**
  - Recently added **Hisense, Panasonic, and Energy Meter** to the customer/Segment portfolio.
  
- **Strategic Capital Expenditure INR 4,500~5,000 Mn.** The Capex will be completed by End of FY26 to ramp up the capacities to cater the market demand for FY27 & Onwards.
  - EDL Dehradun – INR **200 Mn**
  - EDL Bhiwadi – INR **1,250 Mn**
  - EDL Sricity – INR **2,250 Mn**
  - New Sricity Plant through EMTPL (WOS) – INR **1,000 Mn**





# HISTORICAL FINANCIALS

# HISTORICAL CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY22	FY23	FY24	FY25
<b>Operational Income</b>	<b>9,242</b>	<b>15,388</b>	<b>14,196</b>	<b>21,709</b>
Expenses	8,554	14,362	13,034	20,133
<b>EBITDA</b>	<b>688</b>	<b>1,026</b>	<b>1,162</b>	<b>1,576</b>
<b>EBITDA Margins (%)</b>	<b>7.44%</b>	<b>6.67%</b>	<b>8.19%</b>	<b>7.26%</b>
Other Income	32	14	89	211
Depreciation	163	261	355	474
Interest	294	315	389	539
<b>Profit before share of loss of JV</b>	<b>263</b>	<b>464</b>	<b>507</b>	<b>774</b>
Share of loss of JV	-	(8)	(15)	(30)
<b>Profit before exceptional item</b>	<b>263</b>	<b>456</b>	<b>492</b>	<b>744</b>
Exceptional Item	-	(16)	-	-
<b>PBT</b>	<b>263</b>	<b>440</b>	<b>492</b>	<b>744</b>
Tax	89	120	138	193
<b>Profit After tax</b>	<b>174</b>	<b>320</b>	<b>354</b>	<b>551</b>
<b>PAT Margins (%)</b>	<b>1.89%</b>	<b>2.08%</b>	<b>2.49%</b>	<b>2.54%</b>
<b>Diluted EPS (INR)</b>	<b>3.47</b>	<b>4.64</b>	<b>4.35</b>	<b>5.76</b>

# HISTORICAL CONSOLIDATED BALANCE SHEET

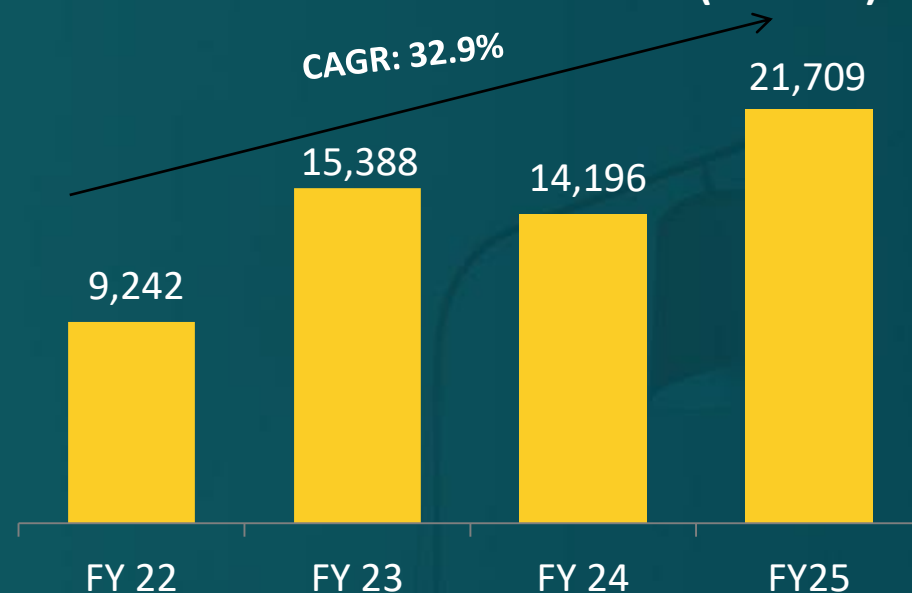
Particulars (INR Mn)	FY22	FY23	FY24	FY25
<b>Equity</b>	<b>1,219</b>	<b>3,136</b>	<b>8,922</b>	<b>9,518</b>
Equity Share Capital	521	521	958	960
Other Equity	698	2,615	7,964	8,558
<b>Non-current Liabilities</b>	<b>998</b>	<b>1,563</b>	<b>1,231</b>	<b>882</b>
A) Financial Liabilities				
i) Borrowings	596	1,136	618	326
ii) Lease Liability	258	260	387	270
B) Provisions	20	28	38	54
C) Deferred Tax Liabilities (Net)	124	139	188	225
D) Other non current liabilities	-	-	-	7
<b>Current Liabilities</b>	<b>8,550</b>	<b>9,943</b>	<b>7,525</b>	<b>9,728</b>
A) Financial Liabilities				
i) Borrowings	3,244	3,789	2,696	3,371
ii) Lease Liabilities	56	65	160	195
iii) Trade Payables	3,339	3,891	4,156	5,389
iv) Other Financial Liabilities	1,746	1,917	303	350
B) Other Current Liabilities	153	275	194	402
C) Provisions	11	6	16	21
D) Current Tax Liabilities (Net)	1	-	-	-
<b>Total Liabilities</b>	<b>9,548</b>	<b>11,505</b>	<b>8,756</b>	<b>10,610</b>
<b>Total Equity And Liabilities</b>	<b>10,767</b>	<b>14,642</b>	<b>17,678</b>	<b>20,128</b>

Particulars (INR Mn)	FY22	FY23	FY24	FY25
<b>Non-current Assets</b>	<b>3,498</b>	<b>5,935</b>	<b>7,673</b>	<b>10,053</b>
A) Property, Plant And Equipment	2,379	3,235	5,362	5,45
B) Capital Work-in-progress	85	915	266	582
C) Intangible Assets	2	2	1	7
D) Goodwill	5	5	5	5
E) Right Of Use Assets	882	951	1,413	1,447
F) Investments Accounted For Using Equity Method	-	18	55	168
G) Financial Assets				
i) Investments	31	31	31	31
ii) loans	-	46	46	203
iii) Other Financial Assets	23	20	26	1,702
H) Income Tax Assets (Net)	14	42	49	50
I) Other Non-current Assets	77	671	419	408
<b>Current Assets</b>	<b>7,269</b>	<b>8,707</b>	<b>10,005</b>	<b>10,075</b>
A) Inventories	2,773	2,937	3,782	5,807
B) Financial Assets				
i) Trade Receivables	3,562	4,791	2,124	2,981
ii) Cash And Cash Equivalents	241	600	1,069	142
iii) Bank Balances Other Than Above	348	154	1	300
iv) Other Financial Assets	26	13	2,389	97
C) Other Current Assets	312	212	640	748
D) Income Tax Assets (Net)	6	-	-	
<b>Total Assets</b>	<b>10,767</b>	<b>14,642</b>	<b>17,678</b>	<b>20,128</b>

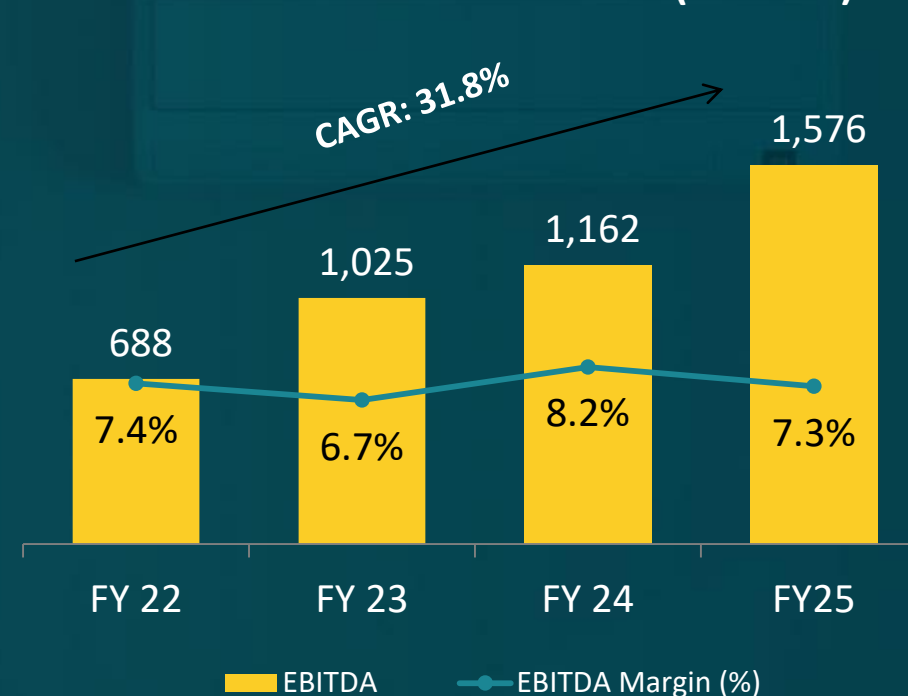


# FINANCIAL PERFORMANCE

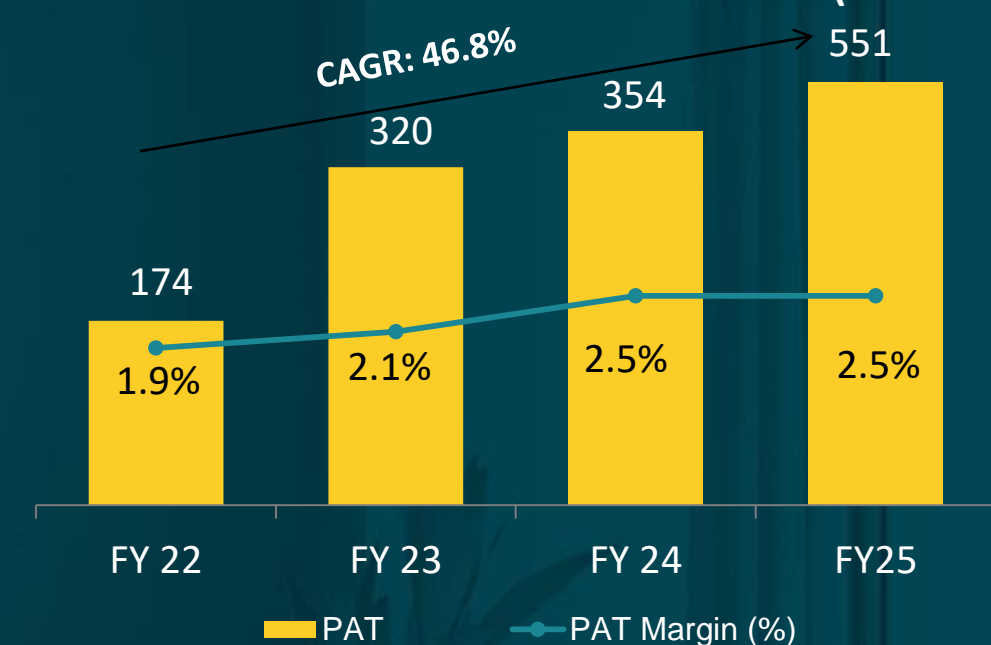
REVENUE FROM OPERATIONS (INR MN)



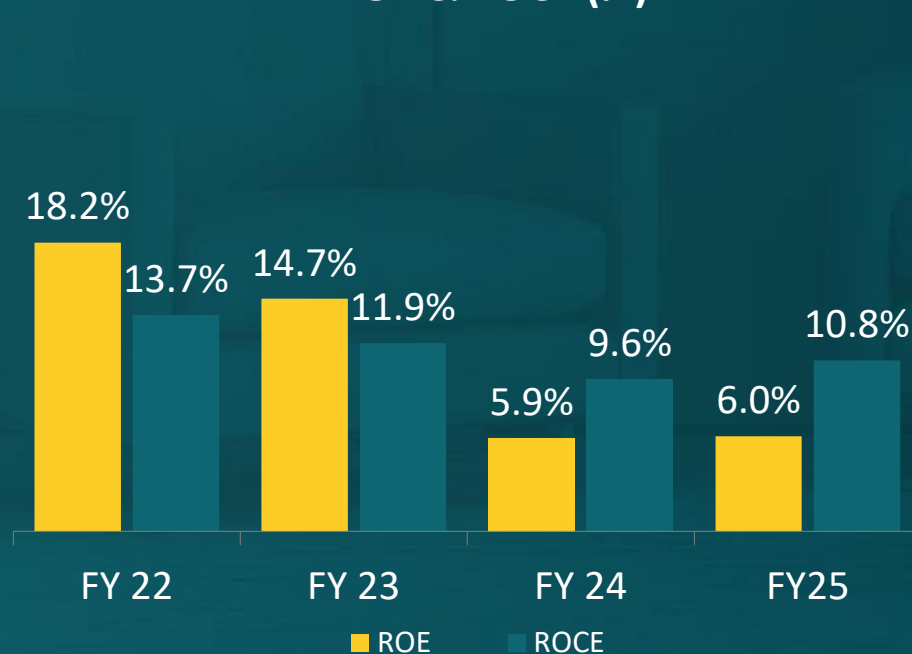
EBITDA & EBITDA MARGIN (INR MN)



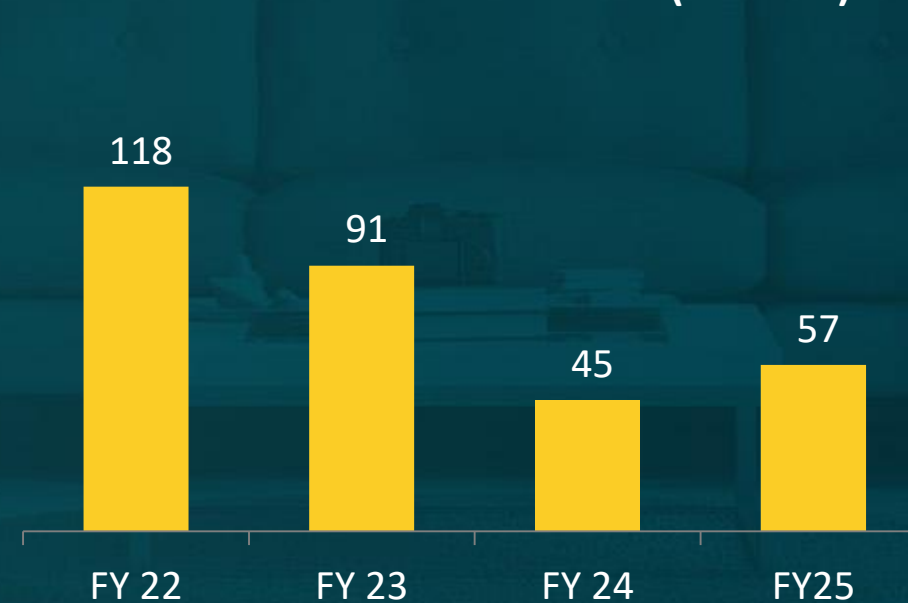
PROFIT FOR THE YEAR & PAT MARGIN (INR MN)



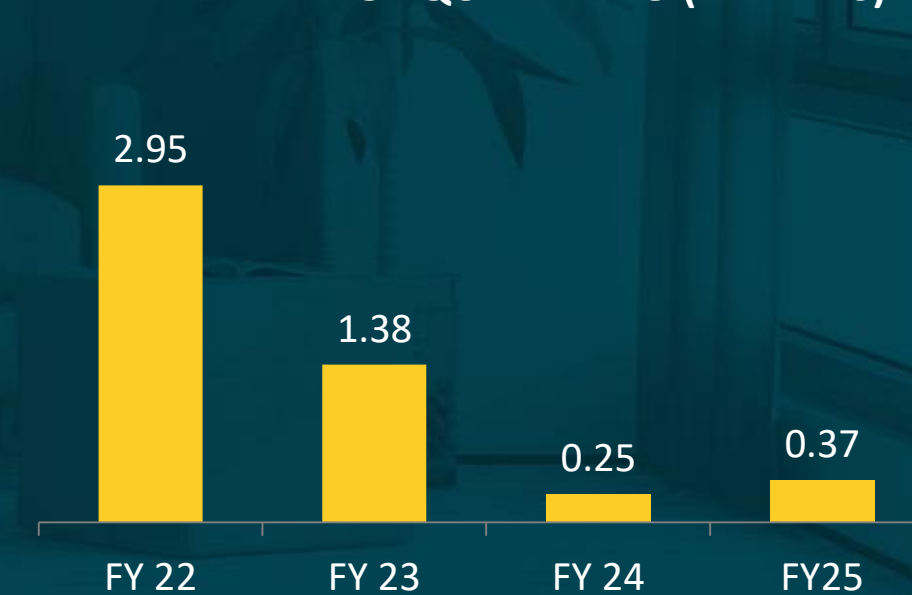
ROE & ROCE (%)



WORKING CAPITAL CYCLE DAYS (IN DAYS)



NET DEBT TO EQUITY RATIO (IN TIMES)





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# EXPENDITURE ANALYSIS & NET DEBT CALCULATIONS

Particulars (INR Mn.) (As a % of Operating Revenue)	Q4 FY24	Q4 FY25	Change %	FY24	FY25	Change %	Particulars (INR Mn.)	31st Mar'24	31st Mar'25
Cost of Raw Materials	4,312	5,205	20.71%	11,900	18,177	52.75%	Gross Debt	3,314	3,697
Employee Expenses	152	179	17.76%	482	692	43.57%	Free Cash & Bank Balance	1,069	142
Finance Cost	113	137	21.24%	389	539	38.56%	Net Debt	2,245	3,555
Depreciation & Amortization	106	124	16.98%	355	474	33.52%	Net Debt/Equity	0.25	0.37
Other Expenses	239	328	37.24%	653	1,263	93.42%	Net Debt/EBITDA	1.93	2.25

# KEY RATIO

Particulars (INR Mn.)	31st Mar'24	31st Mar'25
Net Fixed Assets	6,781	6,909
Fixed Asset Turns	2.6	3.2
Trade Receivables	2,124	2,980
Trade Receivables Days	55	50
Inventories	3,782	5,807
Inventory Days	97	98
Trade Payables	4,156	5,389
Trade Payable Days	107	91
Cash Conversion Cycle	45	57
Net Worth (A)	8,922	9,518
Gross Debt	3,314	3,697
Cash and Cash Equivalents	1,069	142
Net Debt (B)	2,245	3,555
Capital Employed (A+B)	11,167	13,073
RoCE	9.6%	10.8%
RoE	5.9%	6.0%

## Fixed Asset Turns

(Revenues / Average Net Fixed Assets)

## Trade Receivables Days

(Trade Receivables / Operating Revenues) × 365

## Inventory Days

(Inventories / Operating Revenues) × 365

## Trade Payable Days

(Trade Payables / Operating Revenues) × 365

## Cash Conversion Cycle

Average Inventory Days + Average Receivables Days – Average Payable Days

## RoCE (Return on Capital Employed)

Profit Before Interest and Tax / (Average Net Debt + Average Net Worth)

## RoE (Return on Equity)

Profit After Tax / Average Net Worth

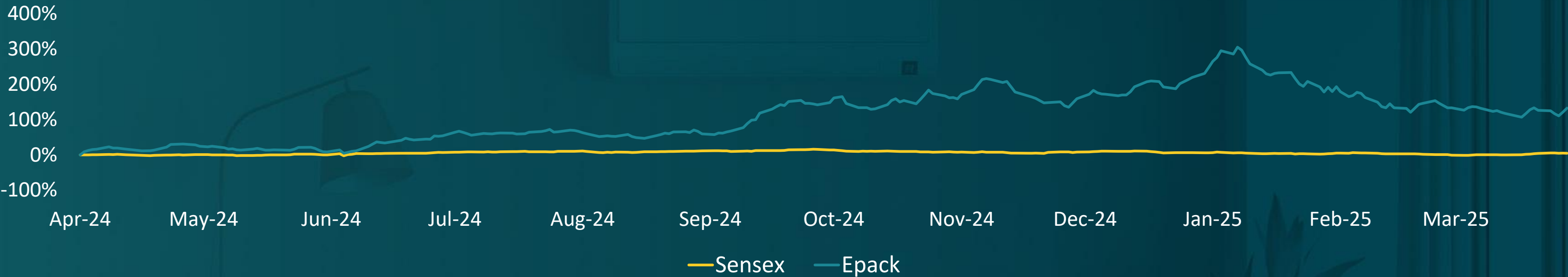




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# CAPITAL MARKET SLIDE

## SHARE PRICE PERFORMANCE

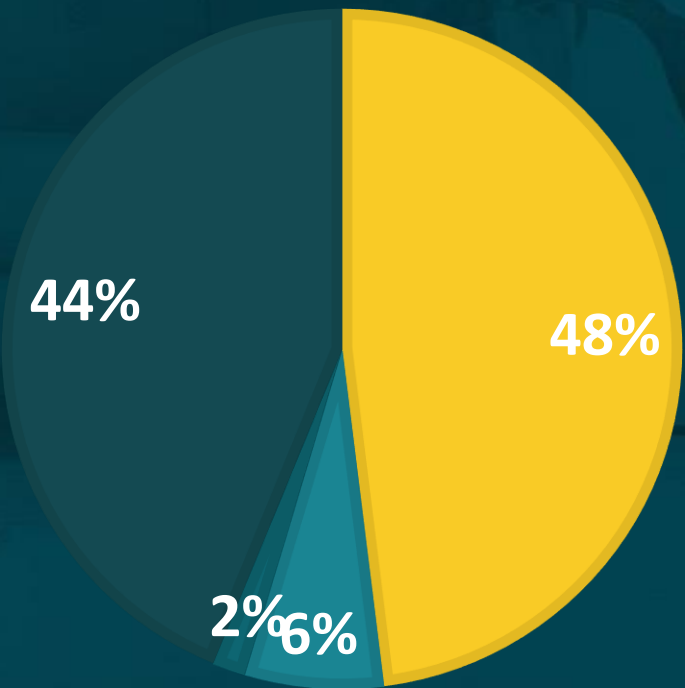


## MARKET DATA (INR) AS ON 31<sup>st</sup> MARCH, 2025

Face Value	10.0
CMP	368.2
52 Week H/L	673.7 / 151.8
Market Cap (INR Mn)	35,335.3
Shares O/S (Mn)	96.0
Avg. Volume ('000)	1,239.1

## SHAREHOLDING PATTERN AS ON 31<sup>st</sup> MARCH, 2025

Promoters DII FPI Public





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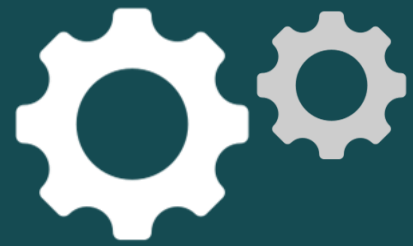
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