

June 17, 2025

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

Scrip Code: 500135

National Stock Exchange of India Limited

Exchange Plaza, C/1, Block G,
Bandra-Kurla Complex, Bandra (E), Mumbai - 400051

Trading Symbol: EPL

Sub. : Investor Presentation – EPL Limited (“Company”)

Ref. : 1. Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (“SEBI LODR Regulations”)
2. ISIN: INE255A01020

Sir/ Madam,

This is in furtherance of the intimation dated June 13, 2025, whereby we had intimated about the Company’s participation in a meet with Analysts/ Institutional Investors, scheduled to be held on June 18, 2025 (“said Investor Meet”).

In that regard and in terms of the above referred provisions of the SEBI LODR Regulations, please find enclosed herewith, the Investor Presentation of the Company in relation to the said Investor Meet.

The said Investor Presentation will also be made available on the website of the Company i.e. <https://www.eplglobal.com>.

This is for your information and records.

Thanking you.

Yours faithfully,
For **EPL Limited**

Onkar Ghangurde
Head - Legal, Company Secretary & Compliance Officer

Encl.: As above

Registered Office

P.O. Vasind, Taluka Shahpur, Dist. Thane 421604, Maharashtra
Tel: +91 9673333971/9882
CIN: L74950MH1982PLC028947
complianceofficer@eplglobal.com

EPL LIMITED

(Formerly known as Essel Propack Limited)

Corporate Office: Top Floor, Times Tower, Kamala City, Senapati Bapat Marg, Lower Parel
Mumbai 400013, India
www.eplglobal.com | T: +91-22-2481 9000/9200 | F: +91-22-2496 3137

Strong at



**Resilient.
Sustainable.
Confident**

Forward Looking and Cautionary Statement

Certain statements in this release concerning our future prospects may be forward-looking statements, within the meaning of applicable securities laws and regulations. These statements by their nature involve a number of risks, assumptions and uncertainties that could cause actual results to differ materially from expectations. These risks and uncertainties include, but are not limited to our ability to manage growth, intense competition among packaging companies, various factors which may affect our profitability such as commodity prices, wage increases, currency devaluations, our ability to attract and retain highly skilled professionals, manage our international operations, reduced consumer demand for underlying categories, liability for damages on our contracts, changes in the government regulations, laws, statutes, judicial pronouncements and/or other incidental factors in the domestic and overseas markets in which the company represents, political instability, unauthorized use of our intellectual property, pandemics, natural disasters and general economic factors affecting our industry. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and speak only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements, on the basis of any subsequent developments, events, information or otherwise.

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Company Overview

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FY 25 Performance

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Looking Ahead



01

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Looking Ahead

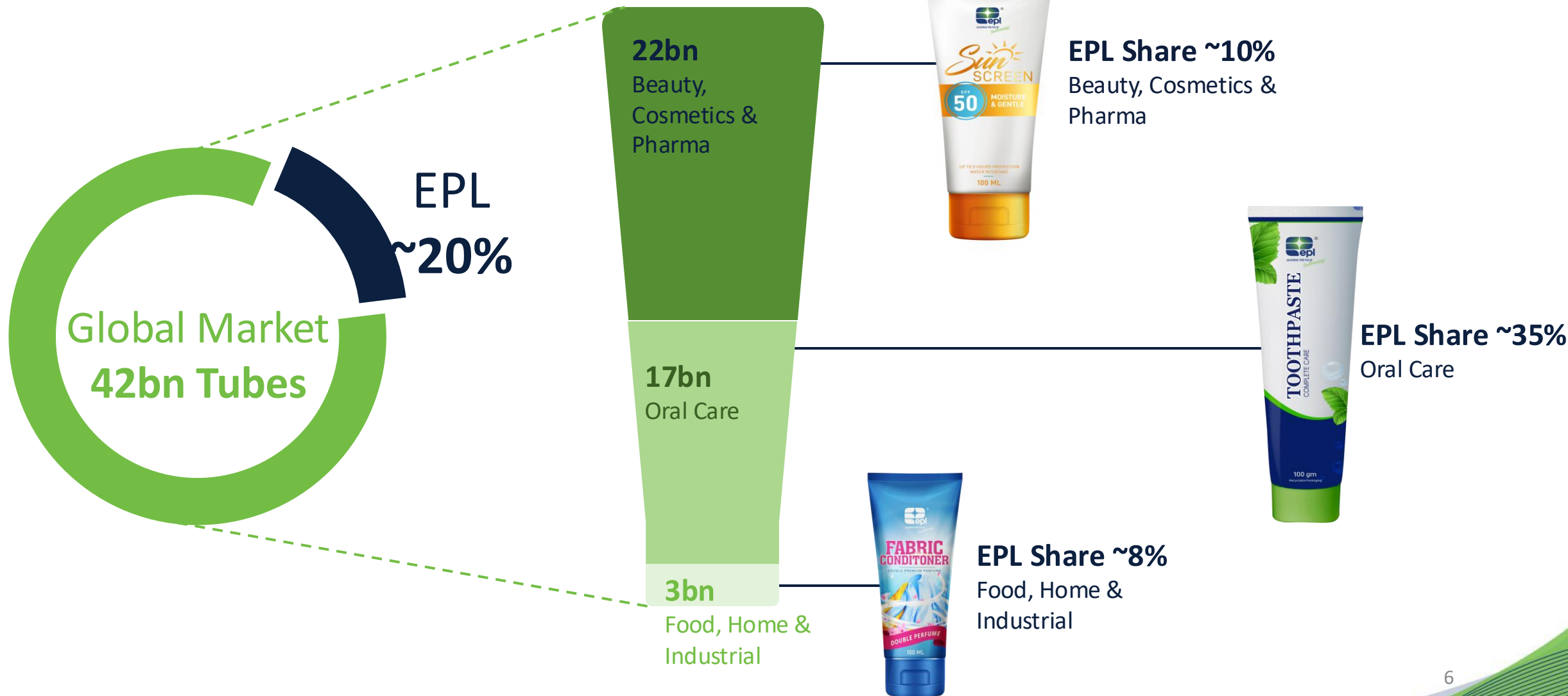




**To be the most sustainable packaging
company in the world**



World's #1 Speciality Packaging Company



EPL Share in Laminated Tubes ~26%

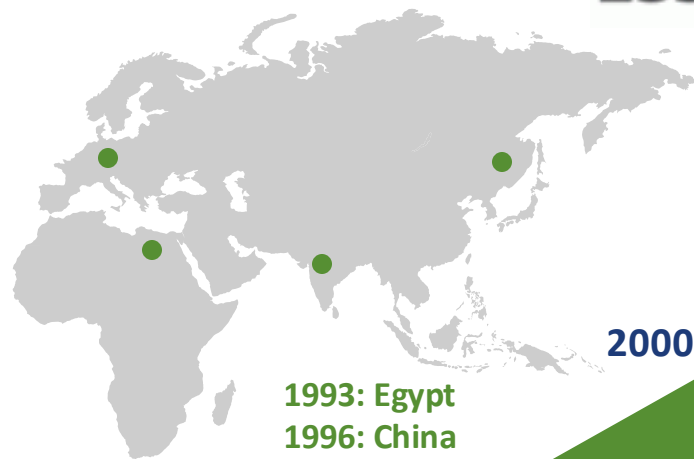


Rich Heritage Industry Leading Innovation

40+ Years, 21 Plants,
11 Countries



Entry into South
America and
USA



1993: Egypt
1996: China
1996: Europe

1982

22 Dec 1982
Essel Packaging Limited
Founded

1990: Colored
printing facility
on laminates



2002: Acquisition
of Propack and
rebranding as
Essel Propack

2010

2012: Launch of
first ethanol
based
sustainable
laminate

2014: Launch of
Etain laminate
produced with
Post consumer
recycled plastic

2020

2020: Launch of
Platina, 100%
recyclable tube

2019: Acquired
by Blackstone
and rebranded
as EPL



2023: Brazil
Greenfield

2023



2022: Launch of
Neo Seam –
360-degree
printing
reducing the
impact of side
seam

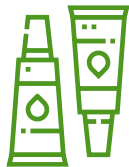


2024
Ecovadis
Gold
Maintained,
now in Top
2%

2024

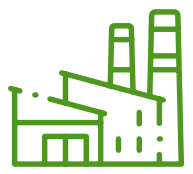


117 Patents Granted
68 Under Process



8bn+

Tubes Supplied
Annually



21

State of the Art
Manufacturing Facilities
Globally



11

Countries with
operational presence



Oral
Beauty & Cosmetics
Pharma
Home
Industrial

5

Categories Served*



5400+

Employees



25

Nationalities
Represented



Europe

22% of Annual Revenue
2 Plants | 600+ Employees

Americas

24% of Annual Revenue
4 Plants | 700+ Employees

AMESA

32% of Annual Revenue
9 Plants | 1650+ Employees

EAP

22% of Annual Revenue
6 Plants | 650+ Employees

*all non oral categories will be
further referred to as "Personal
care & Beyond"

Our Biggest Moat End to End Integrated



Laminate

- State of the art Blown Film and Lamination Lines



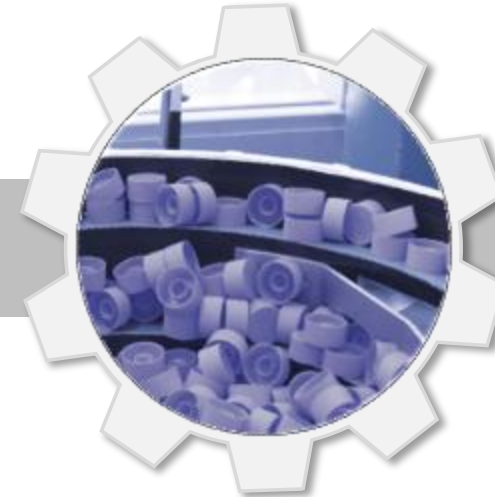
Printing

- Flexo, Digital, Letterpress, Dry offset, Screen, Foil Printing
- In-house Graphics & plate making



Tubing

- Plastic and Lami tubing lines— upto 500 tubes/minute
- Zero Defect workflow



Caps

- In-House Injection Moulding

Global Capabilities

All manufacturing facilities
Integrated on SAP S4 HANA

Digitized Processes like – eACT
(Artwork automation), Eprism (Global
HRMS), etc.

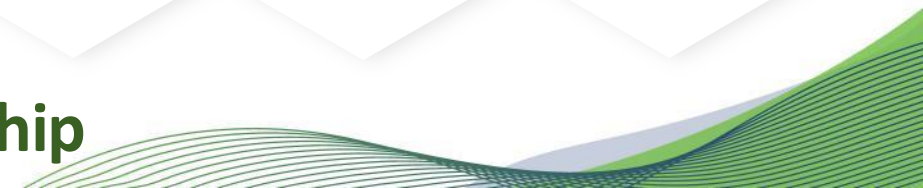
World class R&D centre in
India



Trusted Partner
for the world's most trusted brands



20+ Years of Average Relationship



Independent Board Driving Governance & Performance



Davinder Singh Brar
Board Chairman

*Former Director RBI,
Former CEO - Ranbaxy*



Shashank Sinha
Independent Director

*Former CEO - Strides Pharma
Founder – Wabi Sabi Advisory*



Sharmila A Karve
Independent Director

*Former Head Audit & Risk – PWC
India*



Anand Kripalu
Managing Director & CEO

*Former CEO - Mondelez India
Former CEO – Diageo India*



Amit Dixit
Director

*Senior MD & Head Private
Equity Asia – Blackstone*



Dhaval Buch
Director

*Senior Advisor - Blackstone
Former Global Chief Procurement
Officer - Unilever*



Animesh Agrawal
Director

MD- Blackstone



Ayshwarya Vikram
Director

MD- Blackstone



Alope Lohia
Director

*Founder & Group CEO-
Indorama Ventures*

Strong Management Rich Mix of Vintage & Global Expertise



Anand Kripalu
MD & CEO

4 years | 42 years



Ram Ramasamy
Chief Operating Officer

41 years | 44 years



Deepak Goyal
Chief Financial Officer

2 years | 24 years



Sonal Jain
Global CHRO

2 years | 21 years



Kamlesh Jain
Chief Information Officer

12 years | 27 years



Kelvin Wang
President - EAP

9 years | 28 years



Mauro Catopodis
President - Americas

8 years | 33 years



Shrihari Rao
President - AMESA

9 years | 36 years



Nevaneeth Selvan
President - Europe

27 years | 30 years



150+ Years
Of EPL Experience

400+ Years
Total Experience



Hariharan K Nair
President- Creativity & Innovation

9 years | 27 years



Rajiv Verma
President - Technology & Printing

10 years | 25 years



Rajesh Bhogavalli
President - Global Supply Chain

11 years | 29 years



Onkar Ghangurde
Company Secretary

2 years | 16 years



Shashank Pawde
VP - Quality & Process Improvement

1 year | 18 years



01

Company Overview

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FY 25 Performance

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Looking Ahead



FY 25

Strong Financial Performance across all metrics



Revenue

43,133

INR Mn

▲ 7.6%

YoY Growth



EBITDA

8,396 | 19.9%

INR Mn | Margin %

▲ 17.5% | ▲ 1.7pp

YoY Change



PAT

3,626

INR Mn

▲ 32.5%

YoY Growth



ROCE

18.0%

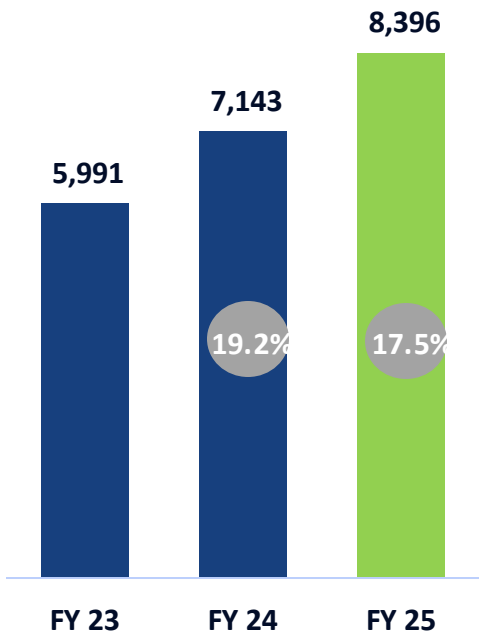
▲ 335 bps

YoY Growth

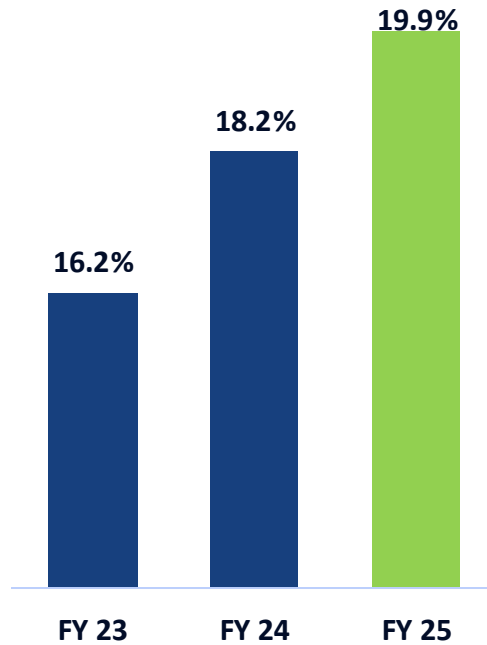
FY 25

Continuous Improvement in Financial Performance

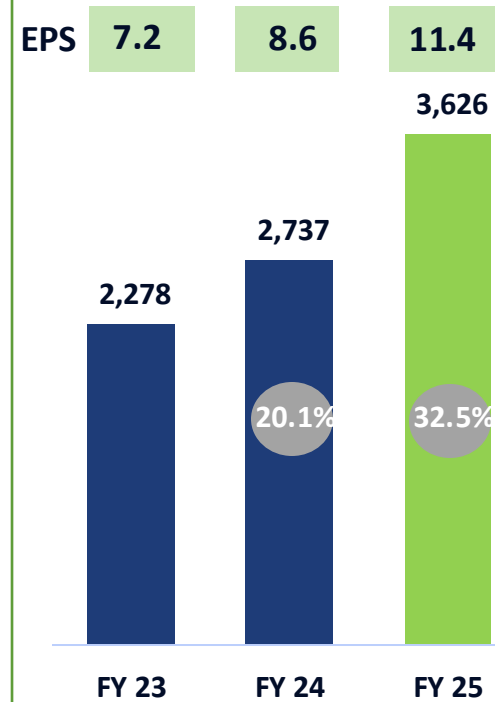
EBITDA (INR Mn)



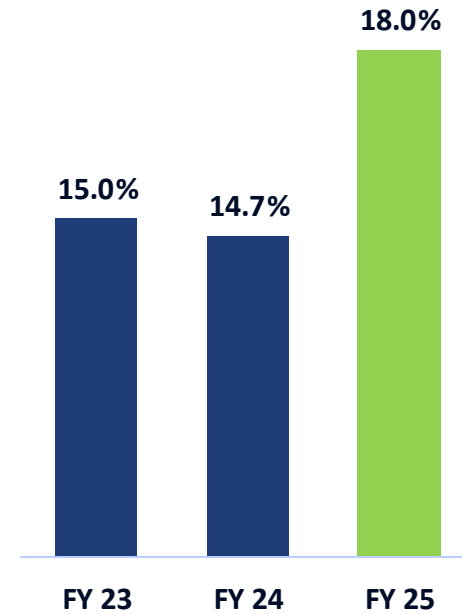
EBITDA Margin %



PAT* (INR Mn)



ROCE %








Growth vs PY

* Exc exceptional items

FY 25

Margin Expansion driven by strategic initiatives

		2023	2025	Change	Remarks
	AMESA	18.8%	18.5%	● (0.3)%	Margin in target range
	EAP	20.6%	21.1%	● 0.5%	Margin in target range
	Europe	9.1%	16.6%	▲ 7.5%	Restructuring Initiatives
	Americas	11.3%	18.1%	▲ 6.8%	Optimization Initiatives
	Global	16.2%	19.9%	▲ 3.7%	

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Looking Ahead



Looking Ahead

The Next Phase: Scale, Profitability & Capital Efficiency



Double Digit Revenue Growth

- Aggressive B&C Play
- Brazil scale up
- Geographical Expansion with Thailand
- M&A



ROCE 18% → 25%+

- Consistent margin improvement
- Robust Capital Deployment model
- Operational Efficiencies in NWC and asset utilization

Driven by Sustainability Led Competitive Advantage

Double Digit Revenue Growth: Aggressive B&C Play Well Positioned to Capture the Large Opportunity

Large B&C Opportunity

Beauty & Cosmetics:



EPL Volume
1.5Bn Tubes

Opportunity
14Bn Tubes

Enhanced 'Right to Succeed' thru Innovations

Neo Seam

Near Zero Side Seam



High Quality Printing Solutions



Stepped up Extruded Tubes Play

- Capital Investments In China
- Expansions planned In Europe and India



Investment in Back end & Front end Capability

- Back end investments in smaller run sizes, shorter lead time and tooling capability
- Increased hunting organization by 20%
- Skilling upgrade through focused trainings

Double Digit Revenue Growth

Geographical Expansion through Greenfields



Brazil

- Expansion within a year of operations
 - 3 new MNCs and local customers
 - Strong B&C demand leading to additional capacity installation
- **Neo Seam** gaining popularity with strong customer adoption.
- EBITDA margin Accretive

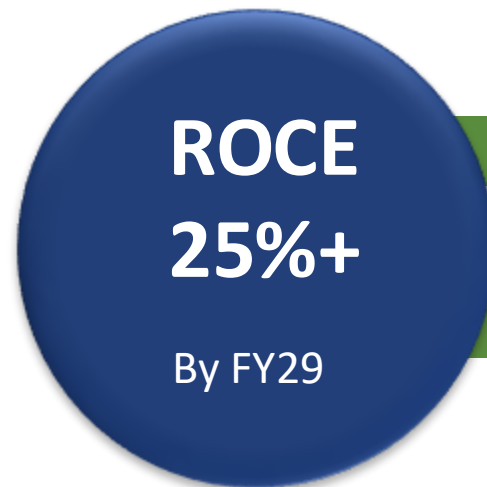


Thailand

- Exciting Market for tube (1.5Bn tubes market with Opportunity to acquire customers through innovation and better service levels)
- 100Mn+ tube pipeline developed by local BD team in last 1 year
- Gateway to Vietnam, Indonesia and SEA exports
- Operational by H2 FY 26

Continuously looking out to enter new geographies through Greenfields, Exports, M&A

North Star Metric



Consistent Margin Expansion

- EBITDA Growth ahead of Revenue Growth

Robust Capital Deployment Model

- Capex equal to depreciation to fund double digit revenue growth

Operational Efficiencies

- Disciplined Working Capital
- Sweating Existing Assets

Sustainability Led Competitive Advantage Embedded Across the Business

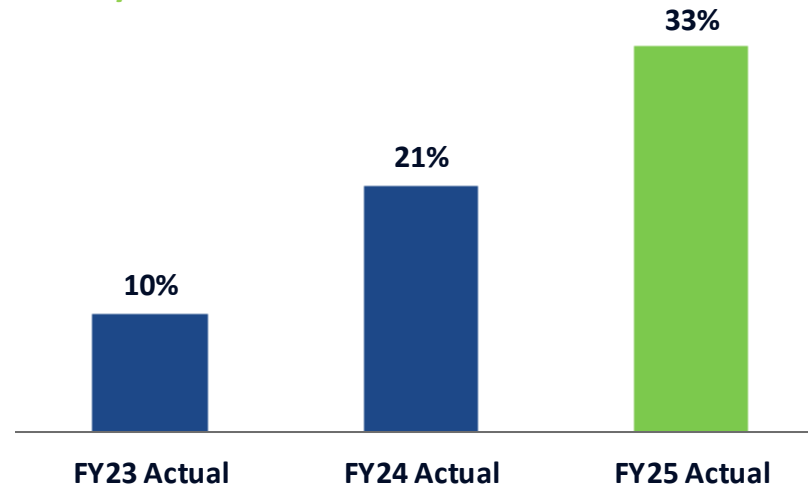
Capability

EPL's **85%** capacity is recyclable tube ready



Recyclable volumes scaling up fast

3X in two years



2022 EcoVadis Silver



2023 EcoVadis Gold
(Top 3%**)



2024 EcoVadis Gold
(Top 2%**)



**Target EcoVadis
Platinum**

#1

Specialty Packaging

player in the world

Trusted Partner

to world's most trusted brands

Global Leader

in Sustainable Offerings

Solid

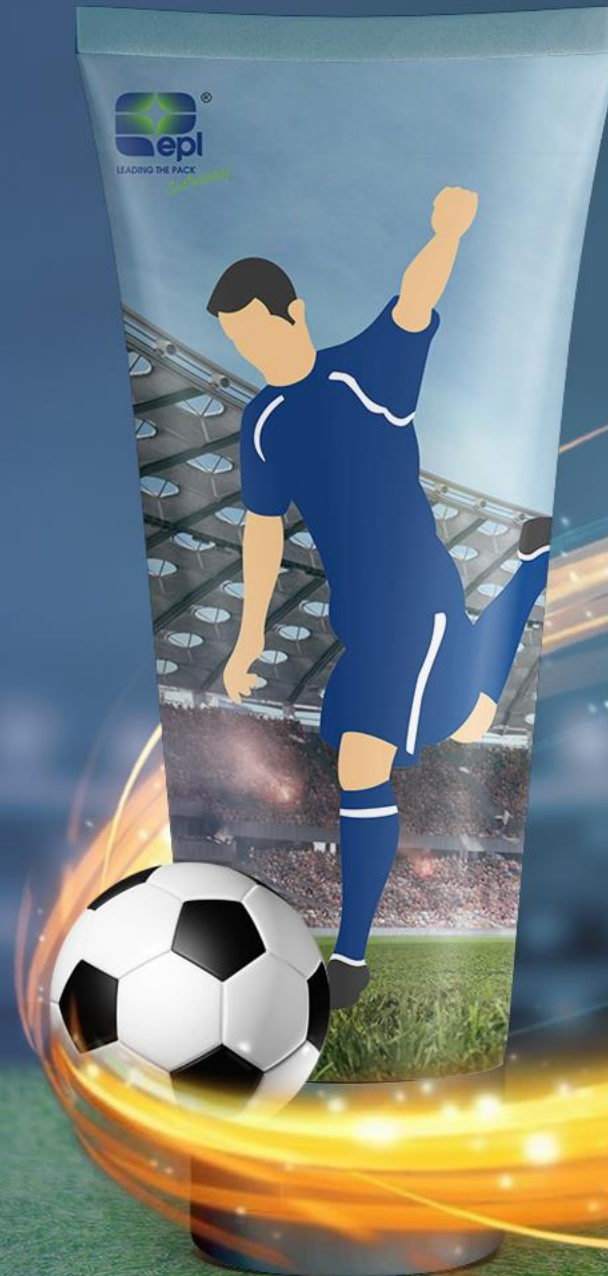
Management team

Consistent Growth

with solid margin recovery

Exciting

Growth Outlook



Let
Sustainable
Packaging
be your
Play

Thank You

Corporate Office

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