

November 8, 2023

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

Dear Sir/ Madam,

In terms of the above referred provisions of the SEBI LODR Regulations, please find enclosed herewith, a copy of the Investor Presentation on the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2023.

The said Investor Presentation will also be 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

Registered Office

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EPL LIMITED

(Formerly known as Essel Propack Limited)

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Strong at



**Resilient.
Sustainable.
Confident**

Safe Harbour

Certain statements in this presentation concerning our future growth prospects are forward-looking statements. The Company cautions that, by their nature, forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in packaging industry including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, industry segment concentration, our ability to manage our operations, reduced demand for packaging products in our key focus areas, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which is EPL (Formerly known as Essel Propack Limited) has made strategic investments, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Key topics

- **Q2FY24 Highlights and Financial Performance**

Quarterly financial performance in the following slides is based on company performance excluding Brazil operations to make it comparable. Brazil greenfield investment is for future business growth. Financial performance including Brazil is shown at the end of this presentation

- Performance Improvement Plan
- Progress on Sustainability
- Looking Ahead
- Appendix

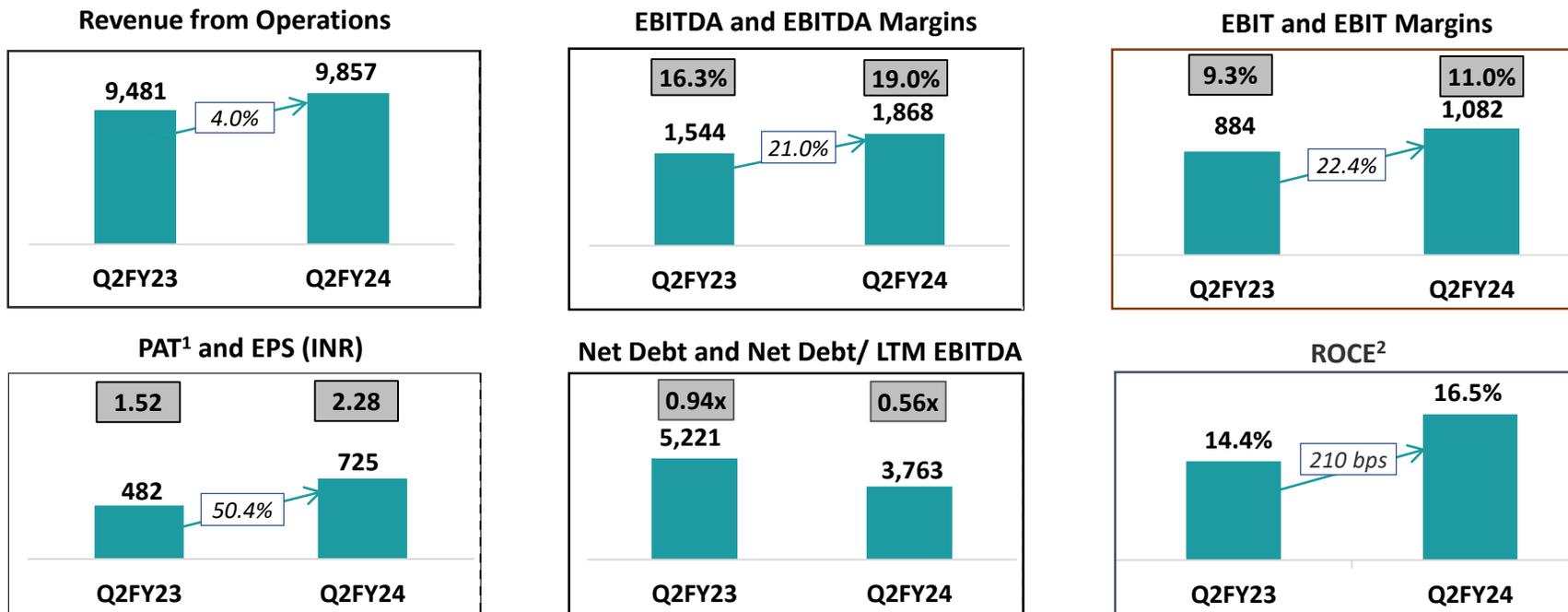
Q2FY24 Highlights – EBITDA margin improvement continues in Q2FY24

- 1 Revenue growth at 4.0% (including Brazil 5.6%). Underlying business performance partially offset by soft commodity impact in pricing.**
- 2 Strong EBITDA margin in Q2FY24 at 19.0%¹; increase of 267 bps YoY and 103 bps sequentially. EBITDA grew by 21.0% YoY**
- 3 PAT growth of 50.4% YoY**
- 4 Strong cash flow generation leading to YoY reduction in Net debt, resulting into lower Net Debt/EBITDA at 0.56x**
- 5 Adjusted Return on Capital employed increased to 16.5% with YoY increase of 210 bps**
- 6 Brazil ramping-up well , reached >80% of the lead customer commitment in the first full quarter of operations**

(1) Including Brazil EBITDA margin @ 18.1%

Q2FY24 Consolidated Financial Highlights

(INR million)



- ▶ Good revenue growth across all regions. AMESA³ (+5.5%), EAP (+13.2%), Americas (+6.0%), Europe (+5.5%)
- ▶ EBITDA margin at 19.0%; increase of 267 bps YoY and 103 bps sequentially
- ▶ Including Brazil – Consolidated revenue @ 10016Mn INR and grew @ 5.6%

(1) Excluding exceptional items

(2) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis and adjusted for INR 160 mn for Sep 23 and Sep 22 of Transition Services Agreement (TSA) related expense and INR 71 mn for Sep 23 (INR 145 mn for Sep 22) of ESOP related expenses

(3) AMESA grew by 5.5% however, India Standalone grew at 6.9% offset by Egypt devaluation

EPL – Capital Efficient, Sustainable Revenue Growth

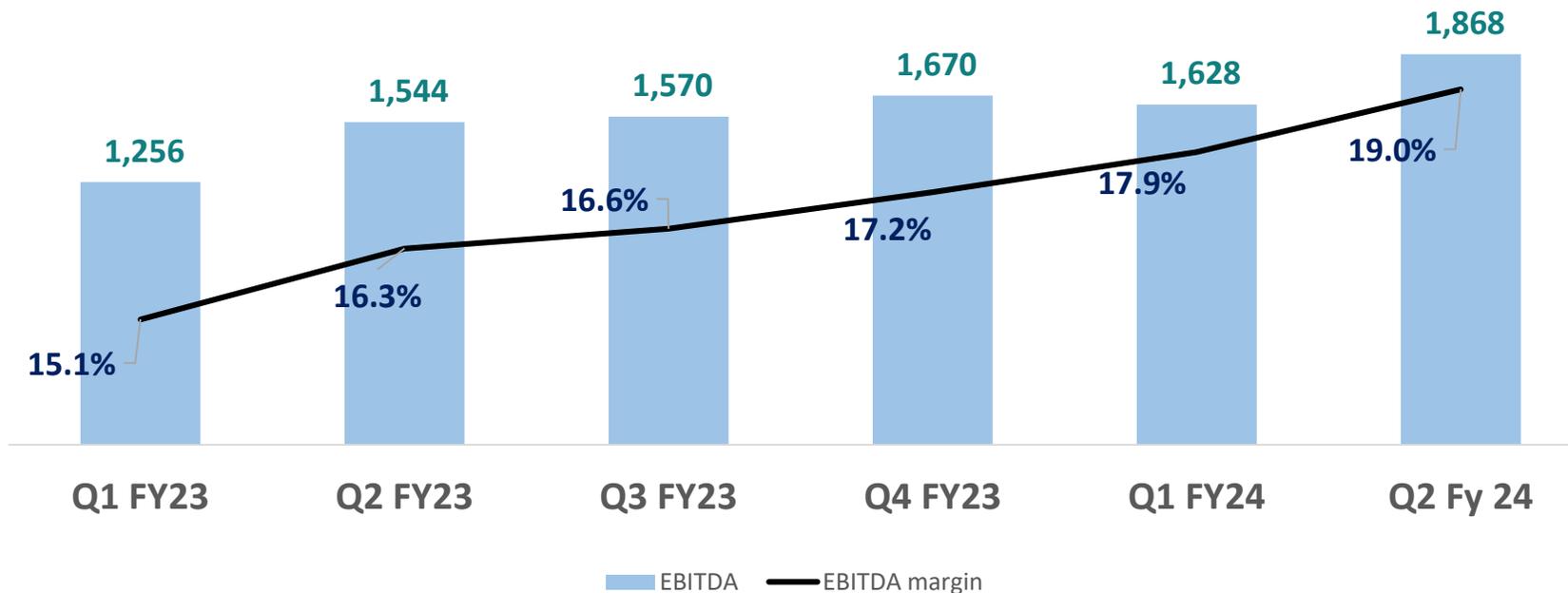
(INR million)

	Q2FY23	Q2FY24	Growth	
Growth¹	Revenue	9,481	9,857	4.0%
	Adjusted EBITDA	1617	1920	18.8%
	Adjusted EPS (INR)	1.72	2.41	40.1%
Capital Efficiency	As of Mar 23	As of Sep 23		
	ROCE ²	15.0%	16.5%	
	Net Debt	3,638	3,763	
	FY23	YTFY24		
Capex	2,308	1,019		

(1) Refer page 27 for details on Adjusted EBITDA and Adjusted EPS

(2) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis and adjusted for INR 160 mn for Jun 23 and Mar 23 of Transition Services Agreement (TSA) related expense and INR 71 mn for Sep 23 (INR 145 mn for Sep 22) of ESOP related expenses

Continuous Margin recovery in last 5 quarters



EBITDA Growth	-13.3%	3.1 %	13.2%	23.4%	29.6%	21.0%
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Key topics

- Q2FY24 Highlights and Financial Performance
- **Performance Improvement Plan**
- Progress on Sustainability
- Looking Ahead
- Appendix

Our Focus Remains on 3 Key Outcomes

Sustained Double Digit Revenue Growth

- Aggressive 'Personal Care & Beyond' Play
- Brazil scale up; Exports

Though, there would be RM prices softening impact in the short term

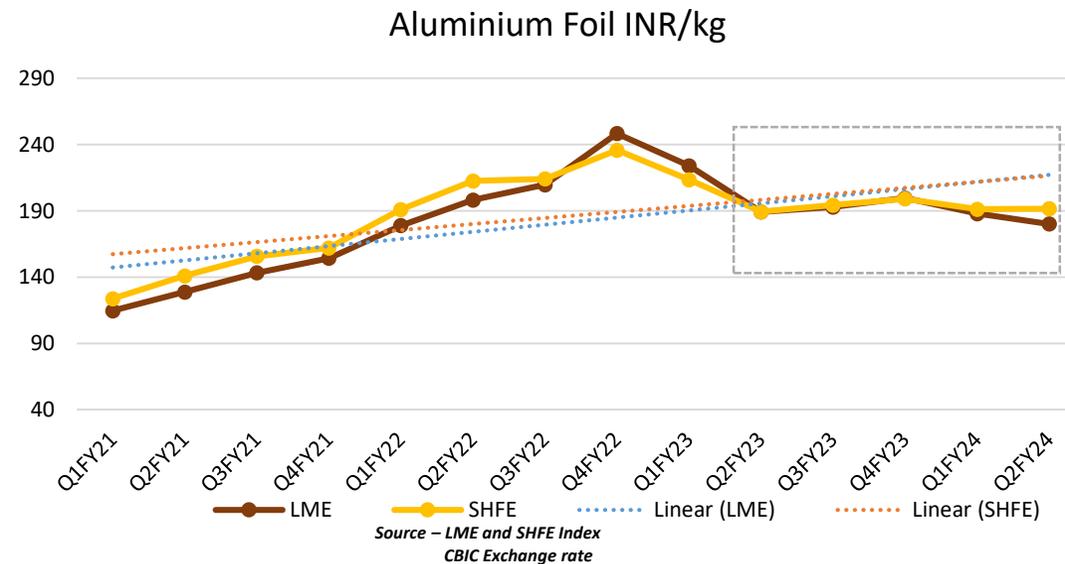
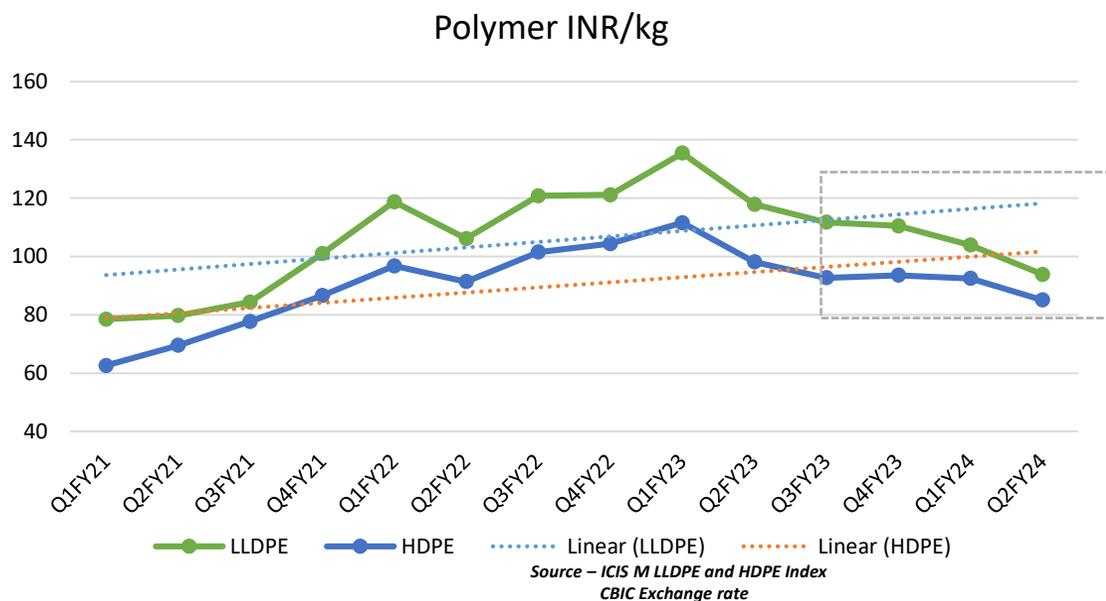
Sustainability Led Competitive Advantage

- Sustainable Portfolio
- Backend Capability
- EcoVadis Platinum

Continued Margin Expansion

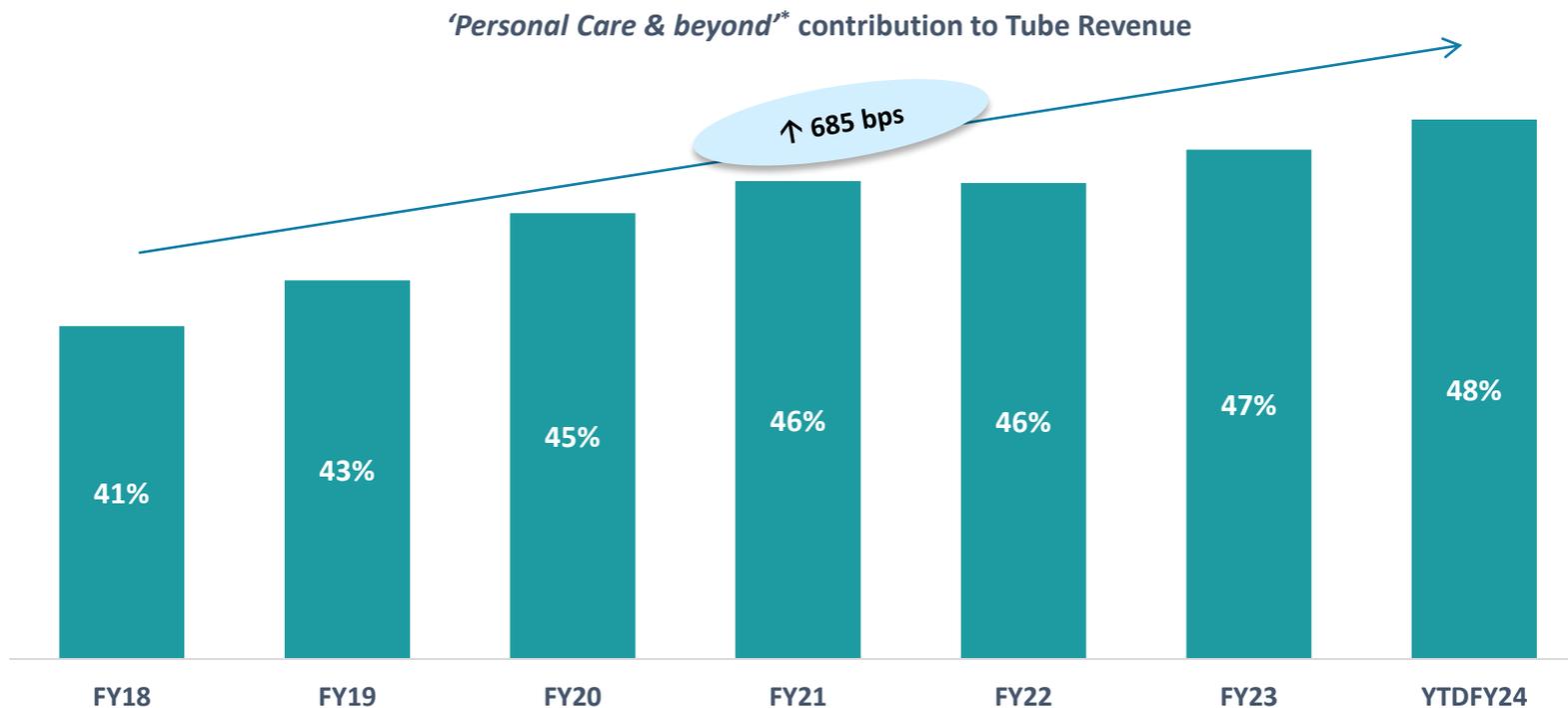
- Strategic Price Management
- War On Waste
- Continued Insourcing
- Manufacturing Realignment
- Automation Investments

Polymer prices steadily declined from the peak in Q1FY23 to Q2FY24; aluminium foil prices remained at Q2FY23 level



- ▶ Polymer and foil USD prices have declined from Q1 FY24 and Q4 FY23 level respectively, however the prices remain higher than pre-Covid level. USD rate in Q2FY24 was higher than FY21 by 9%.
- ▶ Ocean freight rates declined to below pre-Covid level

'Personal Care & beyond'* category contribution stood at 48% in H1FY24



'Personal Care & beyond'* revenue growth higher than Oral Care

* 'Personal Care and beyond' includes Beauty & Cosmetics, Pharma etc

'Personal Care & beyond' * category has grown at a 15% CAGR over the last 13 years and continues to be the major growth driver for EPL in FY23

'Personal Care & beyond'* Revenue (INR million)



'Personal Care & beyond'* revenue growth higher than Oral Care. Work in progress towards adding sub segments in B&C category.

Enhanced 'Right To Win' Through Innovations

Neo Seam: Zero Side Seam



High Quality Printing Solutions



Applicator Innovations – a solution for all categories



Focused Capability Building to Capture the Opportunity

Operational Capability



- Smaller MOQs, Shorter leadtime
- Backend readiness across plants for increased demand

Enhanced Hunting Organization



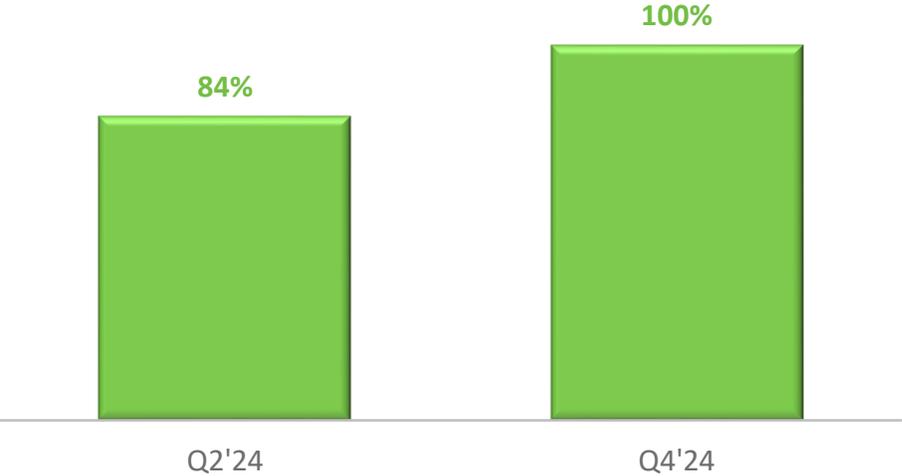
- Increase hunting organization by 20%
- Skilling upgrade through focused trainings

We feel excited about Brazil opportunity

Commercial production within one year of decision to go ahead

Volumes building fast

Volume as % of long term commitment to anchor customer



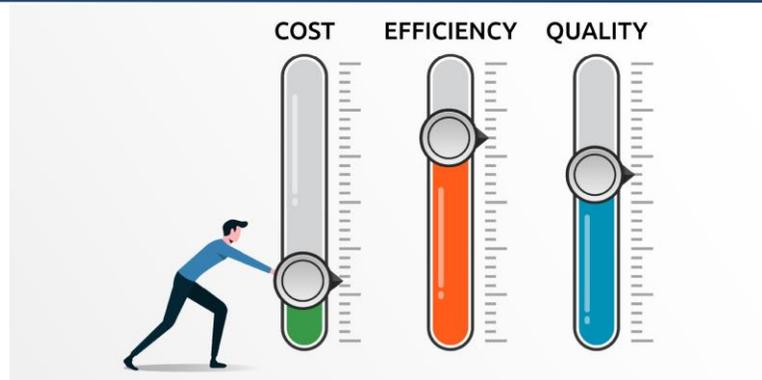
Bright prospects beyond anchor customer

- EPL only strategic global tube supplier in Brazil
- Large consumer market with presence of global customers
- Advantageous manufacturing location close to demand source
- Strong interest from various customers
- Trial runs initiated; conversion by Q4FY24

Strong P&L Productivity Initiatives in Place



Strategic Price Management



War On Waste



Continued Insourcing



Manufacturing Realignment



Maximize 'One EPL' Benefit



Automation Investments

Major equipment's & warehouse ready *(Oral and Hair care Qualifications done)*

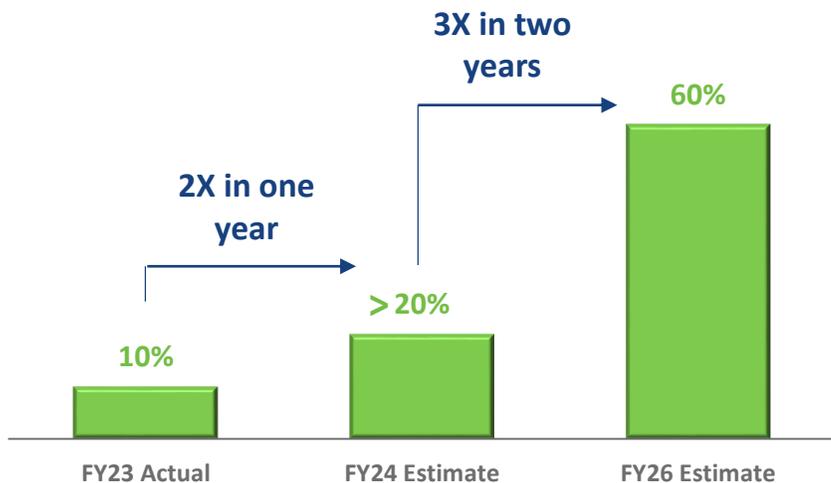


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- **Progress on Sustainability**
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Recyclable volumes scaling up fast; Significant focus on back end capability

Recyclable volumes as mix of total tube volumes



Capability Building

- Majority of all capacity capexes in last 3 years recyclable packaging compliant
- \$20Mn investments in last 3 years in making ABL* lines PBL# ready

EPL's 85% capacity is recyclable tube ready



2022 EcoVadis Silver **2023 EcoVadis Gold (Top 3%**)** **Target EcoVadis Platinum**

*Aluminium Barrier Laminate #Plastic Barrier Laminate ** Amongst plastic manufacturing companies

This will help us meet our customers' sustainability commitments and gain wallet share



100% of plastic packaging to become recyclable by 2025¹



Make 100% of plastic packaging reusable, recyclable or compostable by 2025²



100% recyclable or reusable packaging by 2030³

Source:

1. <https://www.colgatepalmolive.com/en-us/sustainability/sustainability-strategy>.
2. <https://www.unilever.com/files/92ui5eqz/production/56a097ca6baaa654e78dfa8a820257d9a9edabf0.pdf> (Page 23),

Process Sustainability

Ellen McArthur Foundation in its Global Commitment Progress Report 2023 ranks EPL **Aligned and Green** for its commitments

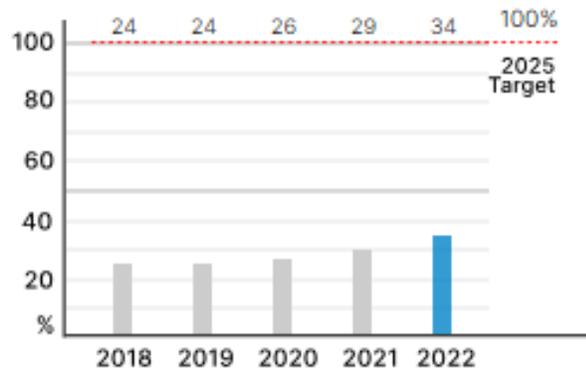
Positive progress on all the company's ESG commitments



Global Commitment
Progress Report 2023

***ALIGNED**

Reusable, recyclable or compostable plastic packaging



People Sustainability: Corporate Social Responsibility



Our CSR vision is in alignment with the overall EPL ambition of becoming the most sustainable packaging company in the world. All CSR works are undertaken as part of People Sustainability, and all actions are a step further towards “Greening Lives” by enabling its employees, customers, communities, and all other stakeholders live sustainably.

Green Communities

1. In H1 2432 families and 12 schools covered through plastic waste awareness sessions and 8131 kgs of plastic waste collected across the villages of Vasind and Wada
2. Target achieved of 340 benches made out of recycled plastic scrap from EPL donated across 11 schools in Vasind & Goa. H2 target is to donate 850 benches in Himachal.



Skill Development :

- As of Sep 30, 178 trainees onboarded under D.Voc programme and 159 apprentices

Community Welfare

1. Donation of computers and bookshelves to Sankardev Shishu Niketan, Assam
2. Donation of Water Dispensers in Veling Panchayat School, Goa
3. Drinking water tank facility in Gondhali village, Vasind



Awards



“Sustainability Champion” award by HP
 A testament to EPL's leadership in integrating sustainability into core business practices and it significantly contributes towards A sustainable Supply Chain.

“Green Company of the Year” award at PrintWeek Awards 2023.
 A testament to our exemplary all-round actions towards Sustainability which involves Waste Management, Water Management , GHG Emissions and Supply Chain Sustainability.



Key topics

- Q2FY24 Highlights and Financial Performance
- Performance Improvement Plan
- Progress on Sustainability
- **Looking Ahead**
- Appendix

Looking Ahead

- 1 Continue growth momentum in India and China; some demand softening in western geographies
- 2 Accelerate Beauty and Cosmetics category through innovation and back-end capability
- 3 Ramp up Brazil volume and expand customer base in Brazil
- 4 Continued focus on (i) margin improvement through mix and cost efficiency (ii) efficient capital allocation (iii) manufacturing location optimization
- 5 Leverage sustainable portfolio to drive customer conversion and wallet share gain

We remain optimistic about the future to deliver robust Revenue and Margin Growth

Key topics

- Q2FY24 Highlights and Financial Performance
- Performance Improvement Plan
- Progress on Sustainability
- Looking Ahead
- **Appendix**

Q2FY24: Adjusted EBITDA and PAT

(INR million)

<i>Adjustments</i>	EBITDA	PAT ¹
Reported Q2FY24 numbers	1,868	725
• TSA ² related expenses	+40	+30
• ESOP related cost	+12	+12
• One time acquisition/ merger/ FX/ patent related costs	0	0
Adjusted Q2FY24 numbers	1,920	767
Reported Q2FY23 numbers	1,544	482
• TSA ² related expenses	+40	+30
• ESOP related cost	+33	+33
• One time acquisition related cost	+0	+0
Adjusted Q2FY23 numbers	1,617	545
Like for Like Y-o-Y Growth (%)	18.8%	40.7%

Q2FY24 Performance – AMESA and EAP

(INR million)

AMESA			
Particulars	Q2FY24	Q2FY23	% change
Revenue	3,791	3,594	5.5%
EBITDA	803	659	21.8%
EBITDA %	21.2%	18.3%	
EBIT	496	404	22.8%
EBIT %	13.1%	11.2%	
EAP			
Particulars	Q2FY24	Q2FY23	% change
Revenue	2,454	2,167	13.2%
EBITDA	564	499	13.0%
EBITDA %	23.0%	23.0%	
EBIT	428	377	13.5%
EBIT %	17.4%	17.4%	

EBITDA and EBIT is adjusted for ESOP cost for all the regions and also TSA related cost for AMESA

Q2FY24 Performance – Americas and Europe

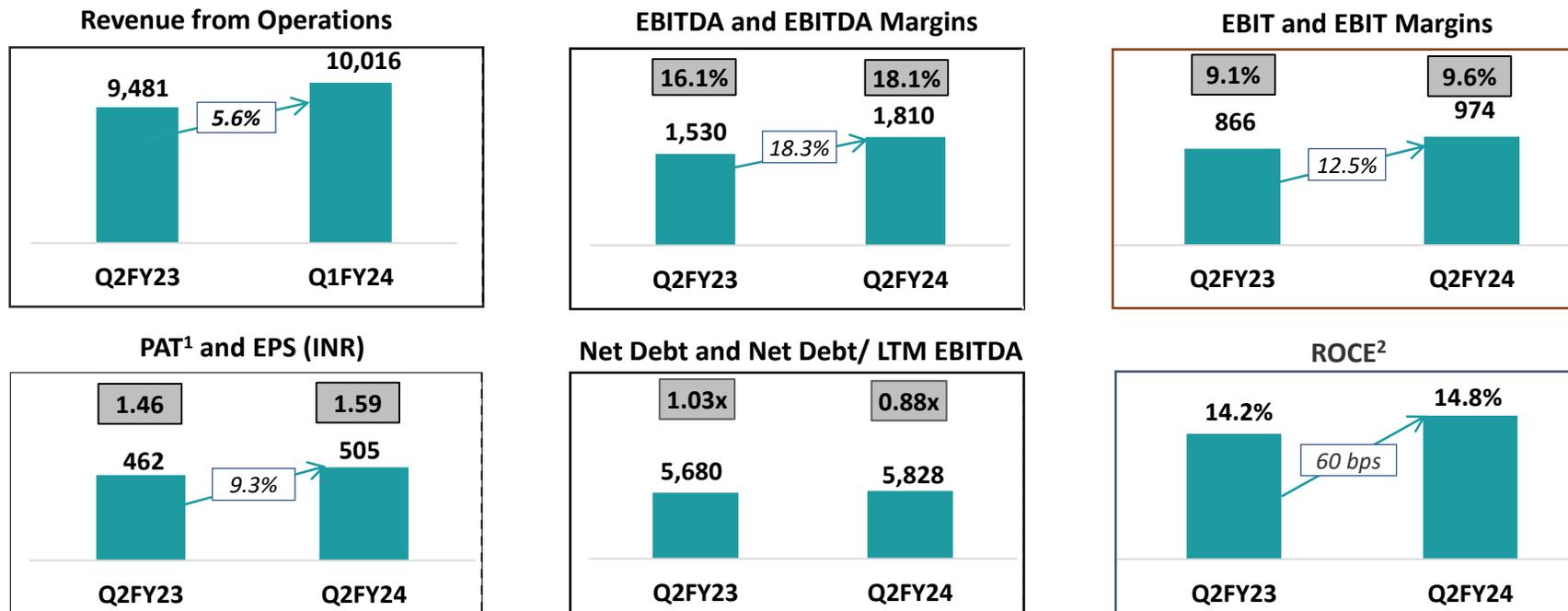
(INR million)

Americas			
Particulars	Q2FY24	Q2FY23	% change
Revenue	2,360	2,226	6.0%
EBITDA	371	267	39.0%
EBITDA %	15.7%	12.0%	
EBIT	199	122	63.1%
EBIT %	8.4%	5.5%	
Europe			
Particulars	Q2FY24	Q2FY23	% change
Revenue	2,163	2,050	5.5%
EBITDA	215	208	3.3%
EBITDA %	9.9%	10.2%	
EBIT	48	74	-35.1%
EBIT %	2.2%	3.6%	

EBITDA and EBIT is adjusted for ESOP cost for all the regions.

Q2FY24 Consolidated Financial Highlights including Brazil

(INR million)



- ▶ Good revenue growth across all regions. AMESA (+5.5%), EAP (+13.2%), Americas (+13.2%), Europe (+5.5%)
- ▶ EBITDA margin at 18.1%; increase of 194 bps YoY and 60 bps sequentially

(1) Excluding exceptional items

(2) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis and adjusted for INR 160 mn for Sep 23 and Sep 22 of Transition Services Agreement (TSA) related expense and INR 71 mn for Jun 23 (INR 145 mn for Sep 22) of ESOP related expenses



About EPL

(Formerly known as Essel Propack Limited)

Global Footprint



Largest

Tubes Manufacturer Globally

Europe

21% of Annual Revenue
2 Plants | 600+ Employees

Americas

22% of Annual Revenue
4 Plants | 650+ Employees



21

State of the Art
Manufacturing Facilities
Globally



11

Countries with
operational presence



Oral
Beauty & Cosmetics
Pharma
Home
Industrial

Global

Leader in Oral Care
48% Revenue from Non
Oral



3500+

Employees



Marquee

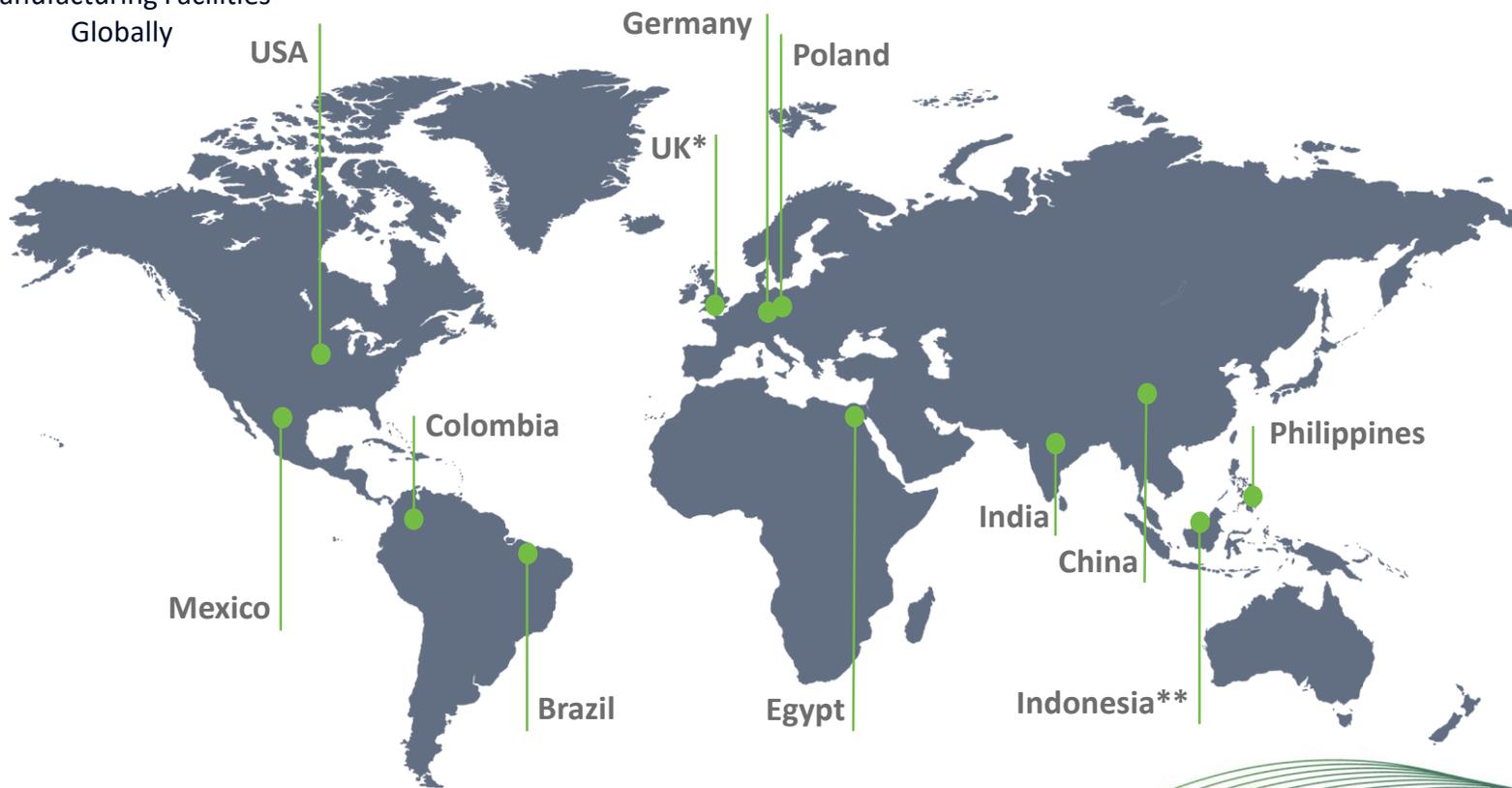
Customers

AMESA

35% of Annual Revenue
9 Plants | 1600+ Employees

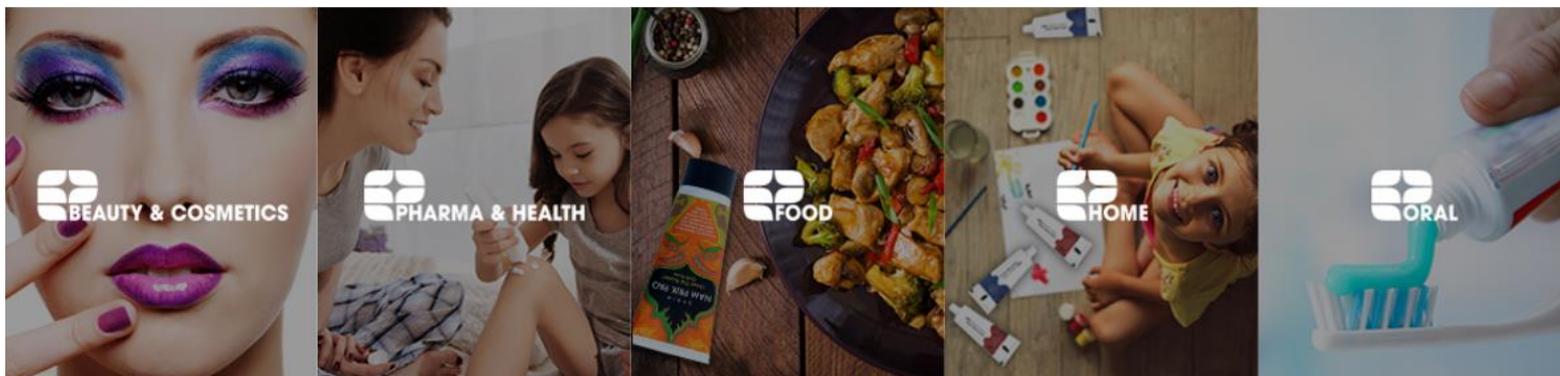
EAP

22% of Annual Revenue
6 Plants | 650+ Employees

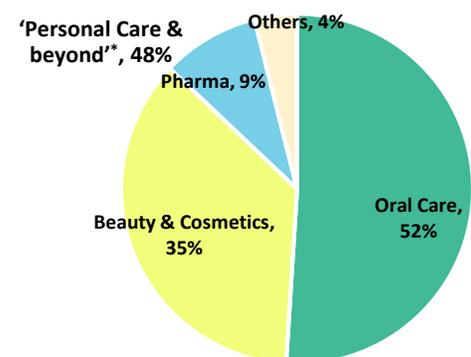


*all non oral categories will be further referred to as "Personal care & Beyond"

EPL Caters to Global Customers Across Trillion Dollar Categories



Tube revenue split (Q2FY24)



* 'Personal Care and beyond' includes Beauty & Cosmetics, Pharma etc

About EPL

EPL is the largest global specialty packaging company, manufacturing laminated plastic tubes catering to the FMCG and Pharma space. Employing over 3,577 people representing over 25 different nationalities, EPL functions in eleven countries through 21 state of the art facilities, and is continuing to grow every year.

EPL is the world's largest laminated tube manufacturer with units operating across countries such as USA, Mexico, Colombia, Brazil, Poland, Germany, Egypt, China, Philippines and India. These facilities cater to diverse categories that include brands in Oral Care, Beauty & Cosmetics, Pharma & Health, Food, and Home, offering customized solutions through continuously pioneering first-in-class innovations in materials, technology and processes.

EPL (*Formerly known as Essel Propack Limited*)
CIN : L74950MH1982PLC028947

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