

June 25, 2024

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001
Scrip Code: 500135

National Stock Exchange of India Ltd.

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 19, 2024, whereby we had intimated the schedule of the Plant Visit organised for the Analyst(s) / Institutional Investor(s), to be held on June 24, 2024 and June 25, 2024 (“Plant Visit”).

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 which was presented to the Analyst(s)/ Institutional Investor(s) during the Plant Visit. The said Investor Presentation would also be made available on the website of the Company i.e. <https://www.eplglobal.com>.

Please note that no unpublished price sensitive information was shared by the Company during the Plant Visit.

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



LEADING THE PACK
Sustainably!

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.



Investors Day 2024

Agenda

01

Company Overview

02

Financial Performance

03

Going Ahead



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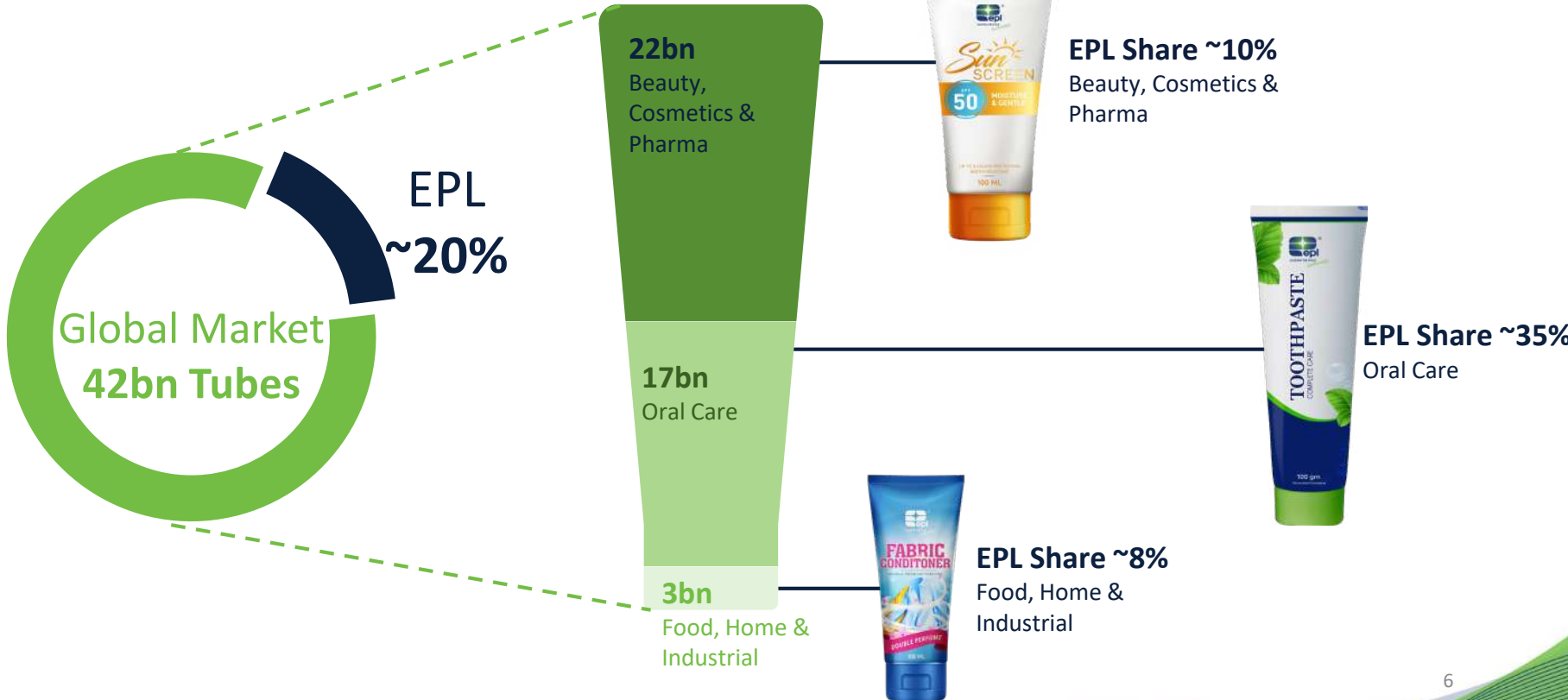
Going Ahead



To be the most sustainable packaging company in the world



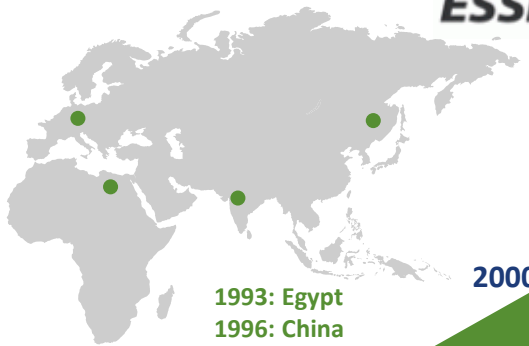
World's #1 Speciality Packaging Company





Rich Heritage Industry Leading Innovation

40+ Years, 21 Plants,
11 Countries



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



Entry into
South America
and USA



2020

2020: Launch
of Platina,
100%
recyclable
tube

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



2019: Acquired
by Blackstone
and rebranded
as EPL

2022: Launch
of Metallic
and transparent
versions of
Platina
Laminate –
Aesthetics
with
sustainability



2023: Brazil
Greenfield

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



114 Patents Granted
69 Under Process

Global Footprint



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*



3500+
Employees



25
Nationalities
Represented



Europe
21% of Annual Revenue
2 Plants | 600+ Employees

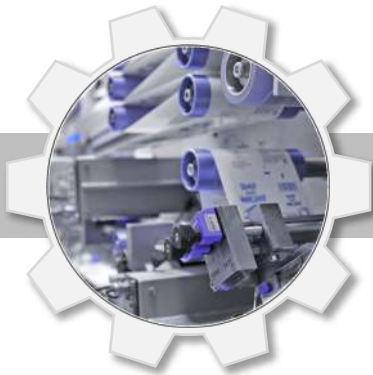
Americas
23% of Annual Revenue
4 Plants | 700+ Employees

AMESA
34% 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"

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

P&G



GSK

TESCO



REVLON

Amway

L'ORÉAL

NOVARTIS



oriflame

SHISEIDO



AVON

ORIFLAME
SWEDEN



MARKS &
SPENCER

SmithNephew

YVES ROCHER

COTY
SINCE 1904

reckitt

AMOREPACIFIC
CORPORATION

Boots

THE BODY SHOP

ASDA

Cipla

Dr.Reddy's

SUN
PHARMA

Dabur

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



Aniket Damle
Director

Sr. Associate - Blackstone

Strong Management Rich Mix of Vintage & Global Expertise



Anand Kripalu
MD & CEO

3 years | 41 years



Ram Ramasamy
Chief Operating Officer

40 years | 43 years



Deepak Goyal
Chief Financial Officer

1 year | 23 years



Sonal Jain
CHRO

1 year | 20 years



Kamlesh Jain
Chief Information Officer

11 years | 26 years



Kelvin Wang
President - EAP

8 years | 27 years



Mauro Catopodis
President - Americas

7 years | 32 years



Shrihari Rao
President - AMESA

8 years | 35 years



Nevaneeth Selvan
President - Europe

26 years | 29 years



125+ Years
Of EPL Experience



Hariharan K Nair
Creativity & Innovation

8 years | 26 years



Rajiv Verma
SVP - Technology

9 years | 24 years



Rajesh Bhogavalli
SVP - Global Supply Chain

10 years | 28 years



Onkar Ghangurde
Company Secretary

1 year | 15 years



350+ Years
Total Experience



Investors Day 2024

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Going Ahead

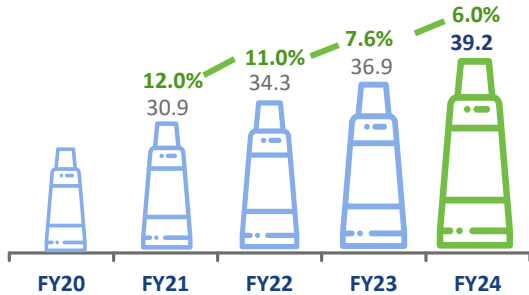


Last Financial Year
Strong Performance in FY24

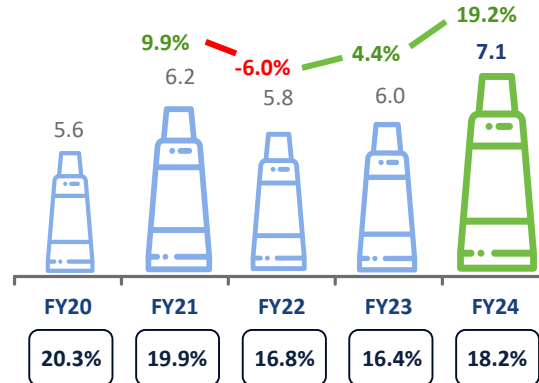
	<u>INR Crore</u>	<u>YoY Growth</u>
Revenue	3916	+6.0%
EBITDA	714	+19.2%
EBITDA Margin	18.2%	+202bps
PAT*	274	+20.1%

Consistent Growth With Solid Recovery

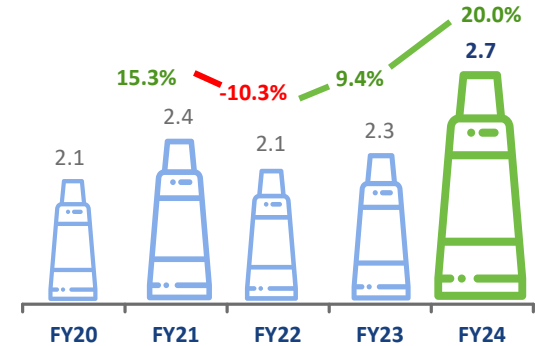
Revenue (Rs.Bn)



EBITDA (Rs.Bn) & Margin



PAT (Rs.Bn) *



Margins Impacted by



COVID-19
Impact



Input
Prices



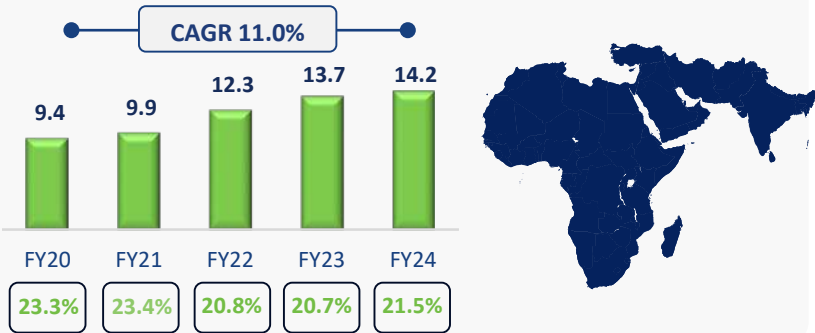
Freight
Prices



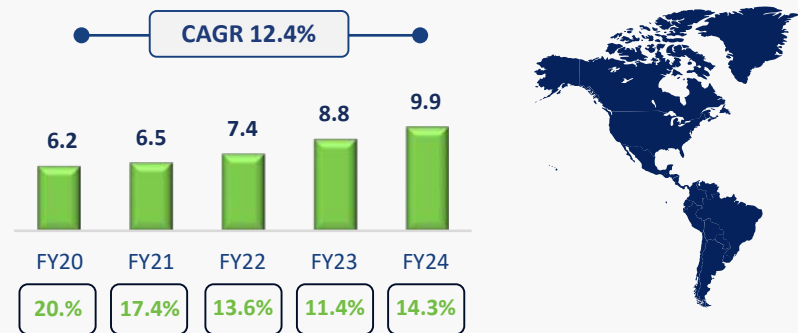
Russia-Ukraine
Impact

Strong Performance Across Regions*

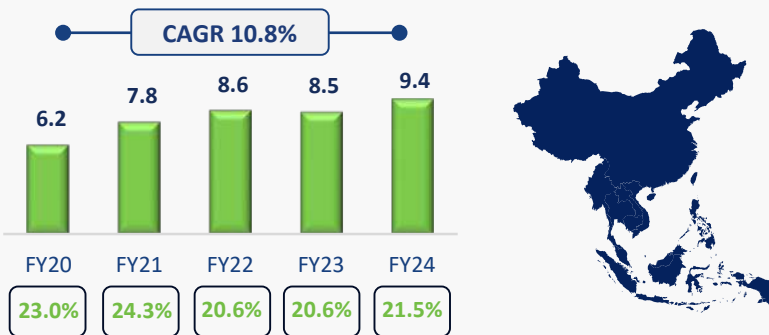
AMESA (Rev Mix: 34% | EBITDA Mix: 42%)



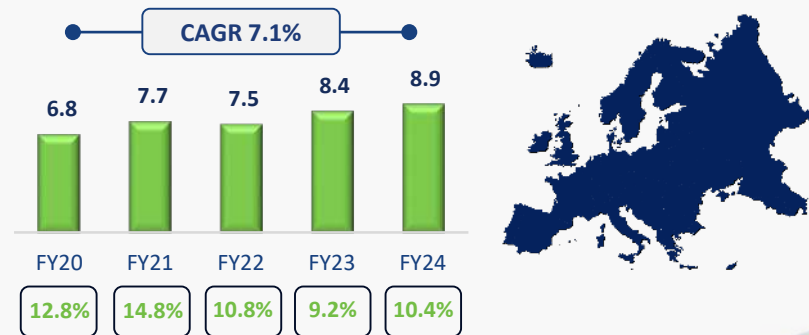
Americas (Rev Mix: 23% | EBITDA Mix: 18%)



EAP (Rev Mix: 22% | EBITDA Mix: 27%)



Europe (Rev Mix: 21% | EBITDA Mix: 13%)



Revenue Rs. Bn

EBITDA Margin

*EBITDA has been adjusted for TSA and ESOPS

** Impacted by inventory write off

Revenue and EBITDA mix for regions is for FY 24

Margin Performance vs Peers

We have Consistently Delivered Higher margins, Built back Strongly

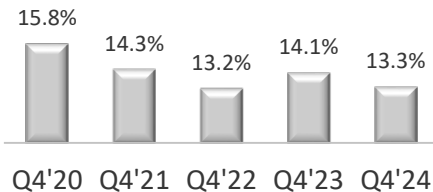
EPL Limited

-4.7%
+3.1%



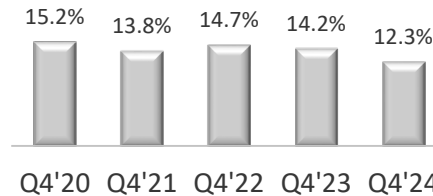
Company 1

-2.6%
+0.1%



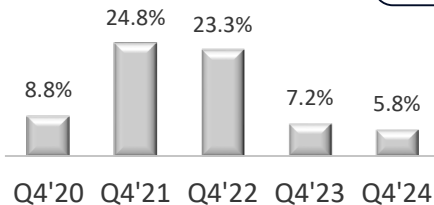
Company 2

-1.4%
+0.9%



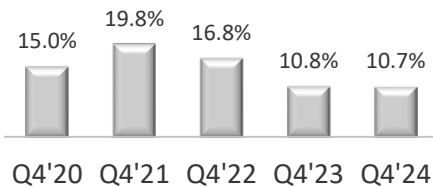
Company 3

-20.1%
+NA



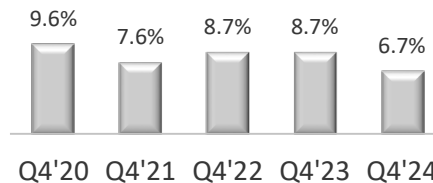
Company 4

-9.1%
+NA



Company 5

-2.9%
+NA

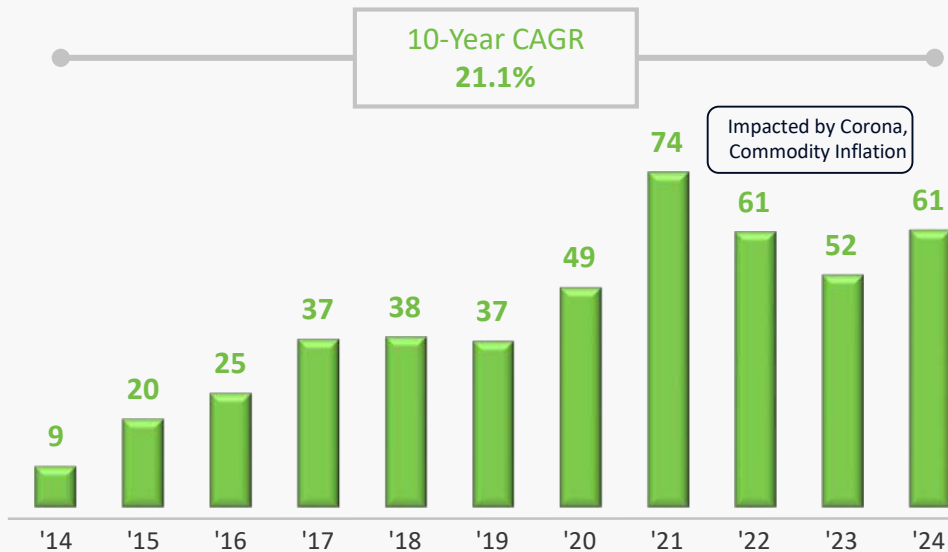


**- Drop from highest margin to lowest margin
+ Q4FY24 margin vs lowest margin**

EBITDA Margin % as per published results

We have a Track Record of Delivering Superior Shareholder Value

Market Capitalization (Rs. Bn)



As on 31 Mar for every year

18.2%
EBITDA Margin

14.7%
R.O.C.E

₹26.9_{Bn}
Capital Employed*

*Capital Employed includes costs in Brazil



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Going Ahead

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

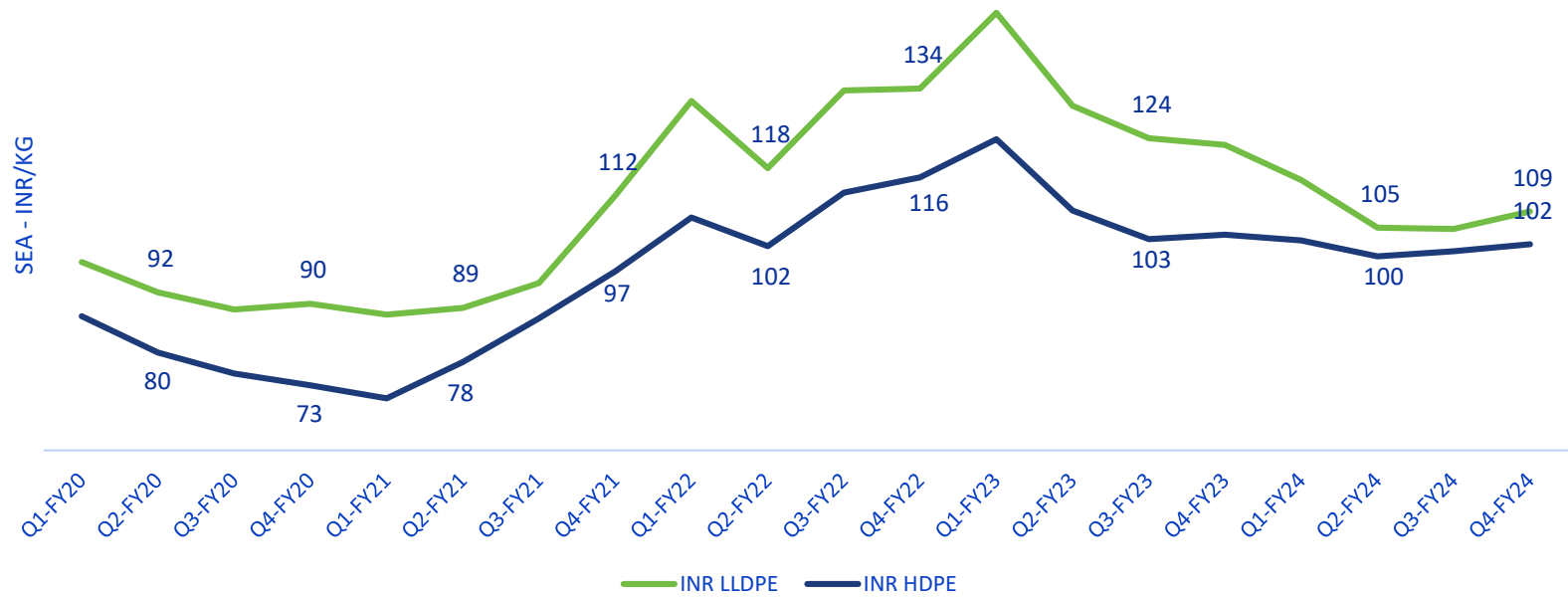
Sustainability Led Competitive Advantage

- Sustainable Portfolio
 - Backend Capability
 - EcoVadis Platinum
- 

Continued Margin Expansion

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

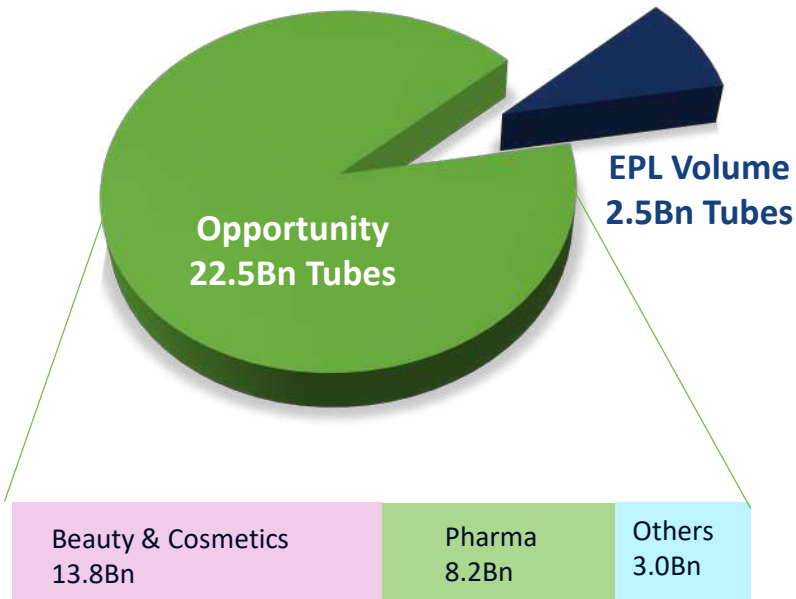
Near Team Revenue Growth Impacted by Commodity Price Softening



Double Digit Revenue Growth: Personal Care & Beyond

Personal Care & Beyond is a Large Opportunity

Personal Care & Beyond: 25Bn Tubes Category



Opportunity Across Markets

Region	Total B&C* Market (mn tubes)	EPL Wallet %	Total Opportunity (mn tubes)
AMESA	2170	35%	1411
China	1993	12%	1754
Europe	6712	4%	6444
US,Mex,Col	2941	7%	2735
Total	13816	11%	12343

*Beauty & Cosmetics

Double Digit Revenue Growth: Personal Care & Beyond Enhanced 'Right To Win' Through Innovations

Neo Seam: Zero Side Seam



High Quality Printing Solutions



Applicator Innovations – a solution for all categories



Double Digit Revenue Growth: Personal Care & Beyond

Focused Capability Building to Capture the Opportunity

Operational Capability



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

Enhanced Hunting Organization



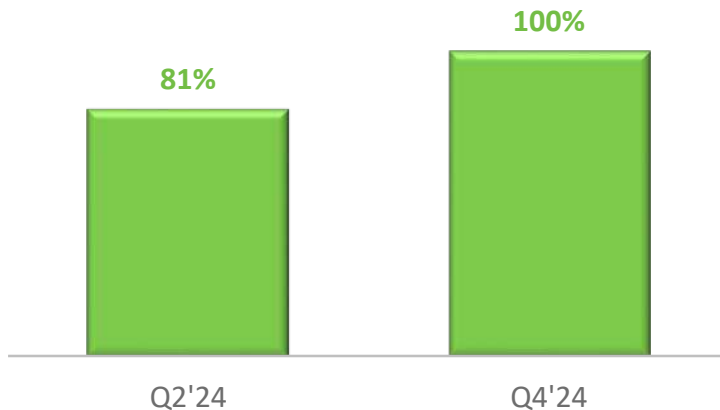
- Increased hunting organization by 20%
- Skilling upgrade through focused trainings

Double Digit Revenue Growth

We feel excited about Brazil opportunity

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; orders from new customers started

Sustainability Led Competitive Advantage

Solid Portfolio of Sustainable Solutions



Platina

Barrier webs recyclable in Code 2 HDPE bottle stream.



Platina Pro Vision

High Barrier transparent webs for better aesthetics; recyclable in HDPE Stream



Platina Pro ME

High BARRIER metallic webs for foil look / better aesthetics; recyclable in HDPE stream



ETAIn / Platina PCR

HDPE tubes with mechanically recycled PE content

Advantaged solutions without compromising on cost and aesthetics

Sustainability Led Competitive Advantage

Our Customers have made Global Commitments to Sustainability



100% of plastic packaging
to become **recyclable** by
2025¹

L'ORÉAL

100% of our plastic packaging will be
refillable, rechargeable, **recyclable** or
compostable by **2025**²

P&G

100% recyclable or
reusable packaging by
2030³

Source:

1. <https://www.colgatepalmolive.com/en-us/sustainability/sustainability-strategy>.
2. <https://www.loreal.com/en/articles/l-oreal-pour-le-futur/plastic-packaging-policy/>
3. <https://us.pg.com/blogs/Plastic50by2030/>

Sustainability Led Competitive Advantage

We are fully Prepared to Partner with our Customers on this Journey

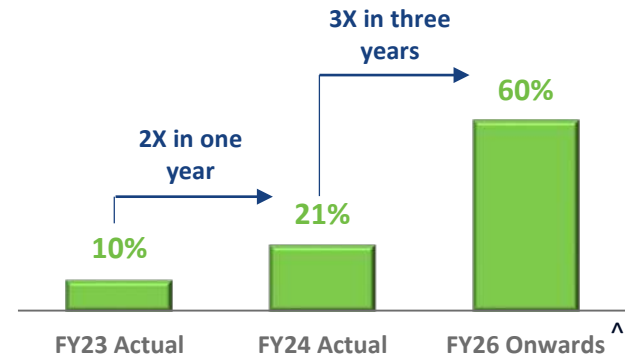
Capability Building

- 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



Recyclable volumes scaling up fast



2022 EcoVadis Silver



2023 EcoVadis Gold
(Top 3%**)



Target EcoVadis Platinum

*Aluminium Barrier Laminate #Plastic Barrier Laminates ** Amongst plastic manufacturing companies ^Subject to customer's conversion commitments

Continued Margin Expansion

Strong P&L Productivity Initiatives in Place



Strategic Price Management



War On Waste



Continued Insourcing



Manufacturing Realignment



Maximize 'One EPL' Benefit



Automation Investments

We Feel Very Excited About What Lies Ahead...

Sustained Double Digit Revenue Growth

In Short term

- Revenue Growth to be impacted by RM prices softening

Exciting Opportunity Going Ahead

- Aggressive 'Personal Care & Beyond' Play
 - Large Category Opportunity
 - Our 'Right To Win' has improved significantly through innovations
 - We are investing in Org and Backend capabilities
- Brazil Scale up

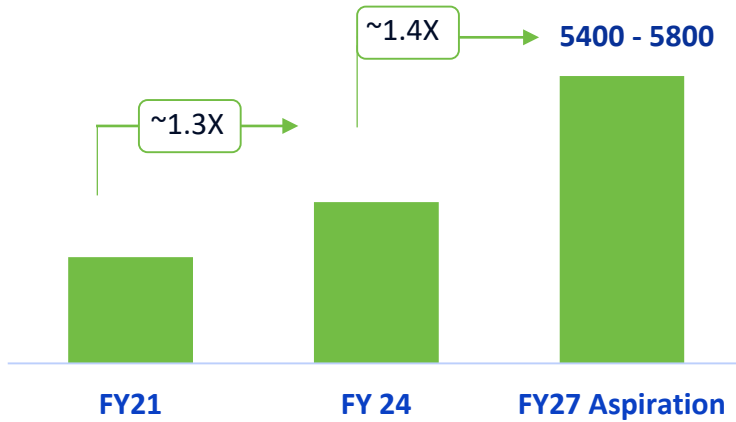
Sustainability led Competitive Advantage

- Strong Product portfolio with backend capability
- Customers have committed to ambitious sustainability targets
- We are prepared to partner them in the journey
- We are pitching for EcoVadis Platinum which will further establish us as leading sustainable packaging company

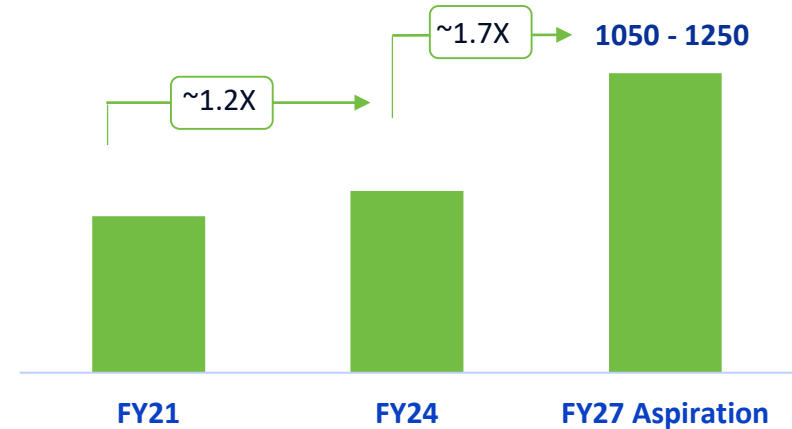
Continued Margin Expansion to deliver 20%+ EBITDA

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

Revenue (Rs.Cr)



EBITDA (Rs.Cr)



We are Poised to Deliver Exciting
Revenue and EBITDA Growth

#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

EPL LIMITED

Top Floor, Times Tower, Kamala City,
Senapati Bapat Marg, Lower Parel,
Mumbai – 400 013, Maharashtra, India.

Telephone: 022 24819000

Website: <https://www.eplglobal.com>

CIN:L7495MH1982PLC028947



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