

28 June 2022

Corporate Service Department <b>BSE Limited</b> 25 <sup>th</sup> Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001	The Listing Department <b>National Stock Exchange of India Ltd</b> Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai 400051
<b>Scrip:</b> Equity 500135, NCDs 960310, 960311	<b>Trading Symbol:</b> EPL

**Ref.: EPL Limited**

**Sub.: Audio recording and presentation of Investors meet**

Dear Sirs,

Please find attached herewith the presentation made during the meeting with group of Institutional Investors and analysts on 28 June 2022.

We would like to submit herewith the audio recording in relation to the Institutional Investors and analysts meet on 28 June 2022.

The above-mentioned recording is available on the Company's website or link,  
<https://www.eplglobal.com/news-media/>

The above disclosure is for information and would be pursuant to applicable Regulation of the SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015 and applicable statutory provisions.

Thanking You

Yours faithfully  
For EPL Limited



Suresh Savaliya  
SVP - Legal & Company Secretary



Encl.: As above

Filed online



Leading the pack  
*Sustainably*

Investor Meeting | June 28<sup>th</sup>, 2022

# EPL MANAGEMENT TEAM



**Anand Kripalu**  
**MD & Global CEO**



**Ram Ramasamy**  
**COO**



**Amit Jain**  
**CFO**

# INTRODUCTION - CHAITALI

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**Chaitali Talele**

**Vice President – Corporate Finance**



# Company Overview

# EPL: WE ARE THE GLOBAL SPECIALIST IN TUBE PACKAGING



**~ 8 bn tubes**

Largest tube manufacturer globally

**5**

Present in 5 different categories

**150+**

Patents filed; 75 patents granted

**20+ years**

Strong relationships with global customers

**~4 Decades**  
of technical expertise

## EUROPE

**Germany** 1 production site  
**Poland** 1 production site  
**UK\*\*** Sales Office

## AMERICAS

**USA** 1 production site  
**Mexico** 1 production site  
**Columbia** 1 production site  
**Brazil** Coming up soon



## AMESA

**India** HQ in Mumbai  
8 production sites  
**Egypt** 1 production site

## EAP

**China** 5 production sites  
**Philippines** 1 production site

\*EPL has a minority stake in Indonesia operation

# OUR PRODUCTS



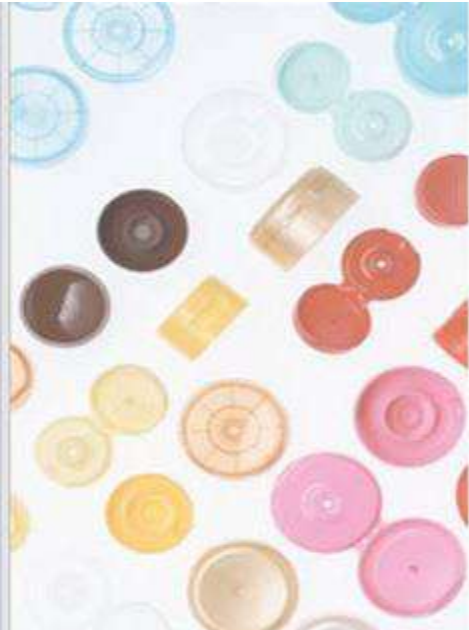
*Laminated  
Tubes*



*Extruded  
Tubes*



*Laminates*



*Caps &  
Closures*

# OUR CATEGORIES



**ORAL CARE**



**BEAUTY & COSMETICS**



**PHARMA & HEALTH**



**FOOD**



**HOME & INDUSTRIAL**



# OUR CUSTOMERS



## Global customers



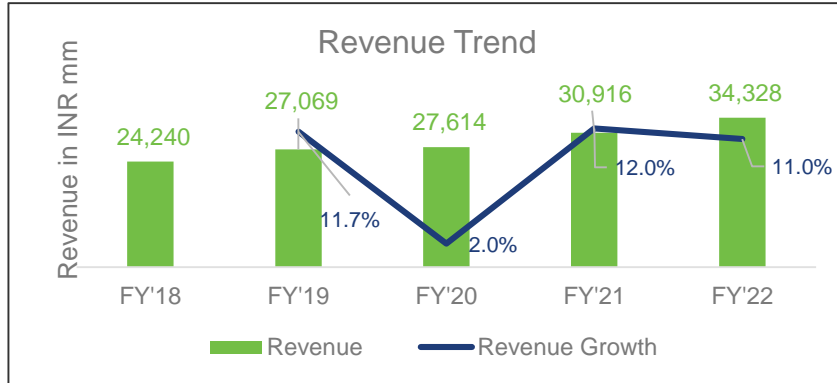
## Regional customers



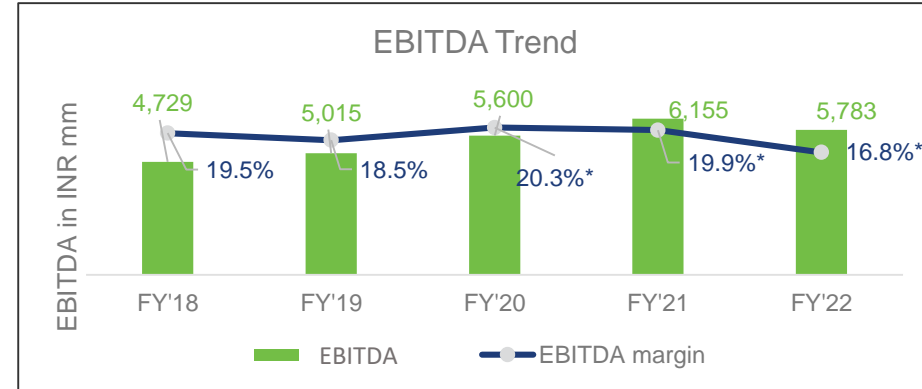


# Historical Performance

# EPL performance over last 5 years



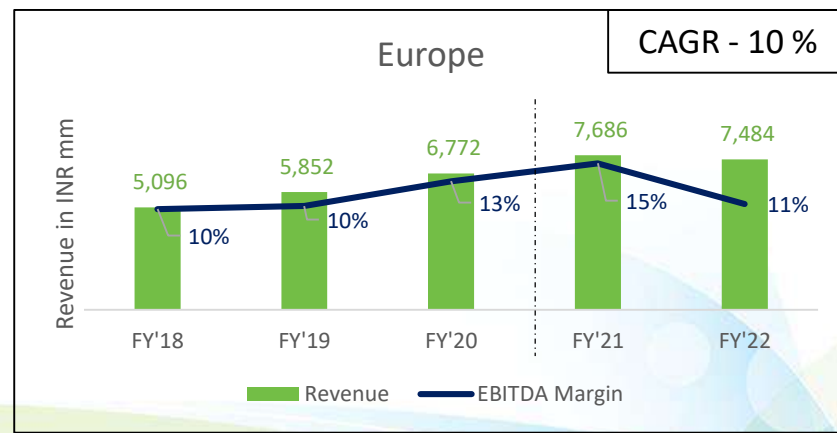
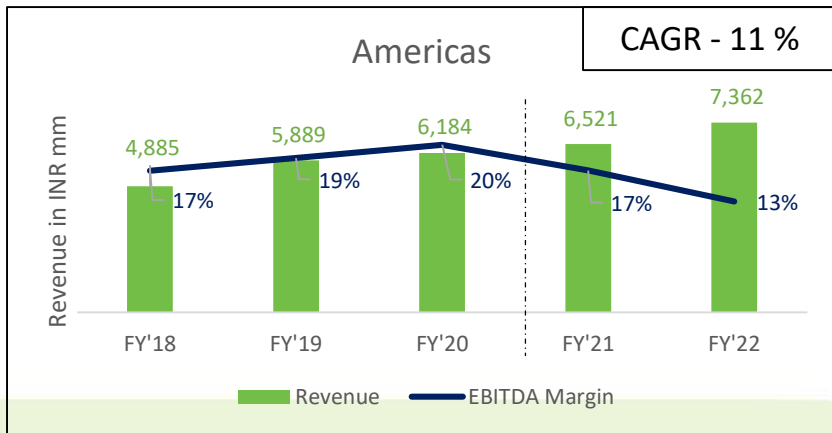
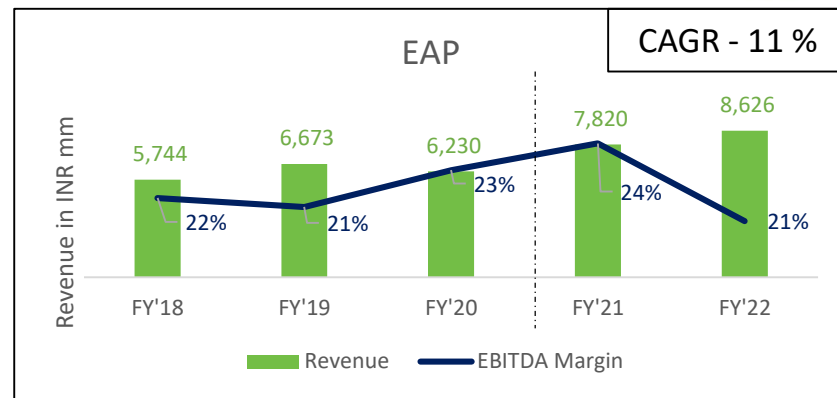
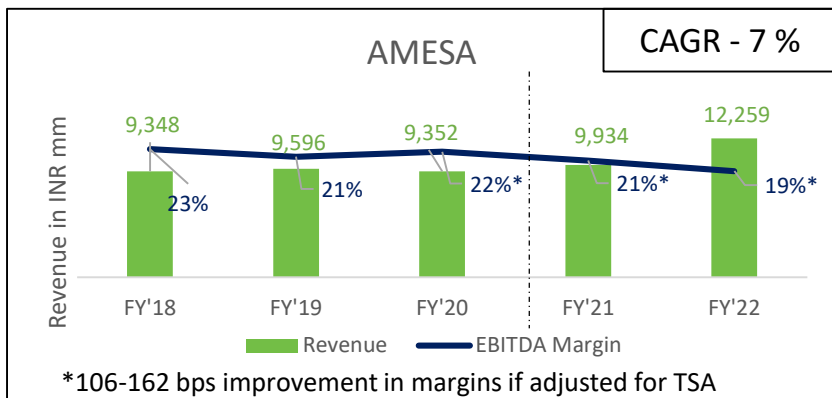
Underlying CAGR (excl. CSPL and Russia): 8.5%



Underlying CAGR (excl. CSPL and Russia): 6.0%

\*~50 bps improvement in margins if adjusted for Transition Service Agreement (TSA)

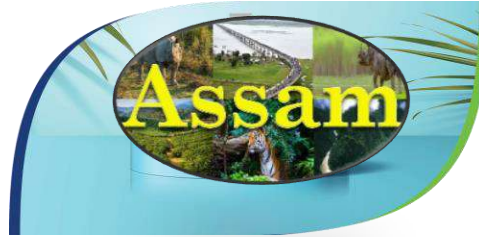
# Regional performance over last 5 years



# Milestones achieved over last 5 years



Platina commercialization



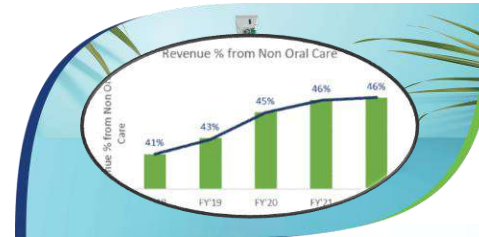
Assam greenfield investment



Blackstone investment



CSPL acquisition



Non-Oral Rev - 41% to 46%

# FY'22 Performance



\*EBITDA Margin is 17.3% if adjusted for Transition Service Agreement (TSA)

# FY'22: What went well



# FY'22: What did not go well



Increase in input material prices



Supply chain disruptions



Continued COVID crisis



Ukraine Russia crisis



Overtime, manpower unavailability & wage inflation



Raw material scarcity and its impact on business

Shortage of key materials



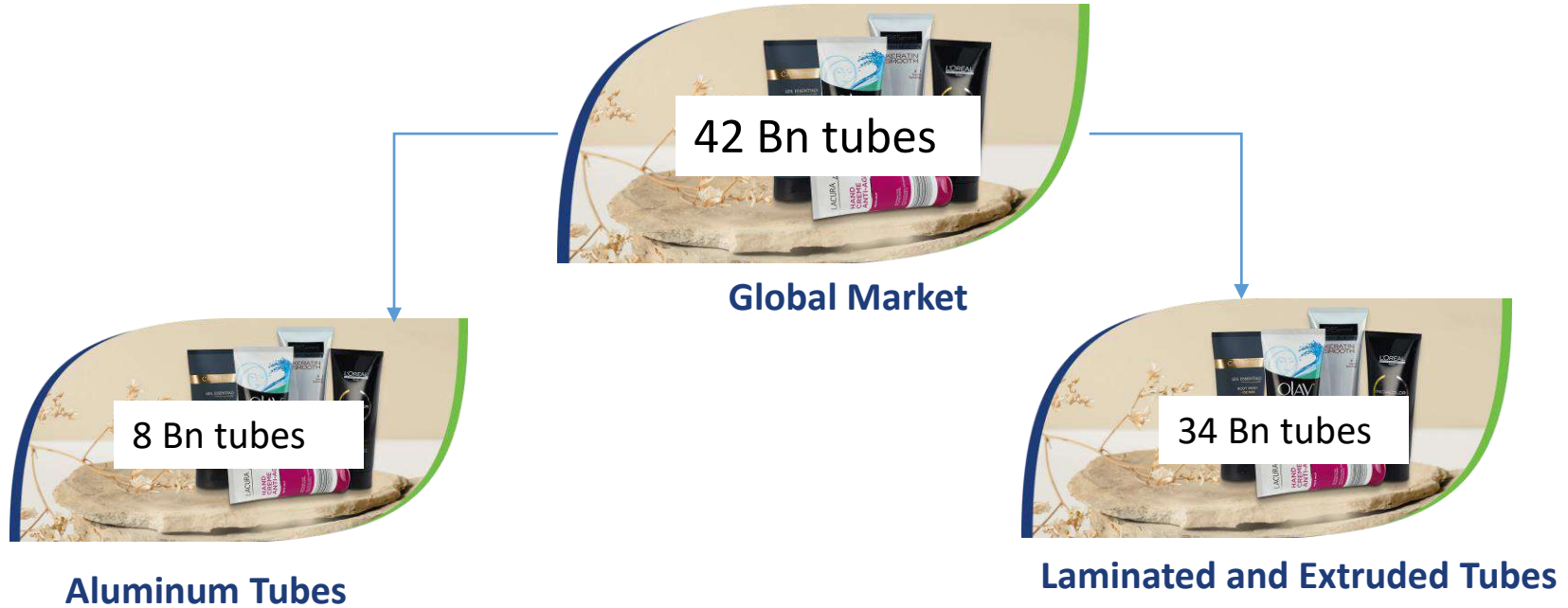
Partial under recovery of costs





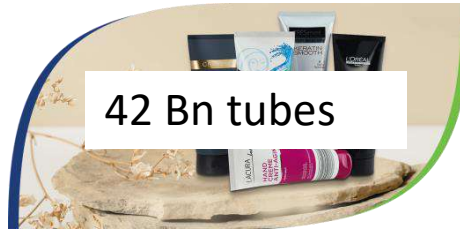
# Industry Overview

# INDUSTRY OVERVIEW



Global market excluding in-house tubes is 36 Bn tubes

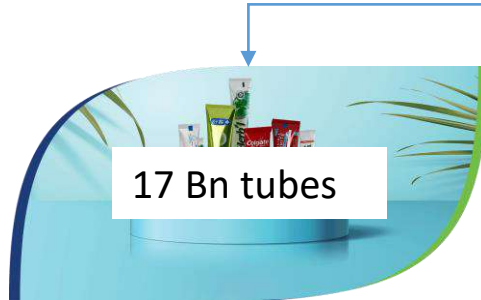
# CATEGORY OVERVIEW



42 Bn tubes

**Global Market**

EPL Share – ~20%



17 Bn tubes

**Oral care**

EPL Share – ~33%



22 Bn tubes

**Beauty & Cosmetics and Pharma**

EPL Share – ~10%



3 Bn tubes

**Food, Home & Industrial**

EPL Share – ~8%

# INDUSTRY TRENDS



**Recycle, Reduce, & Reuse**



**Aluminum tubes to laminated tubes**



**Rigids to tubes**



**Carton less Packaging**



**Premiumization through design**



# Long Term Strategy

# Businesses with Purpose



“

*People don't buy what you do.*

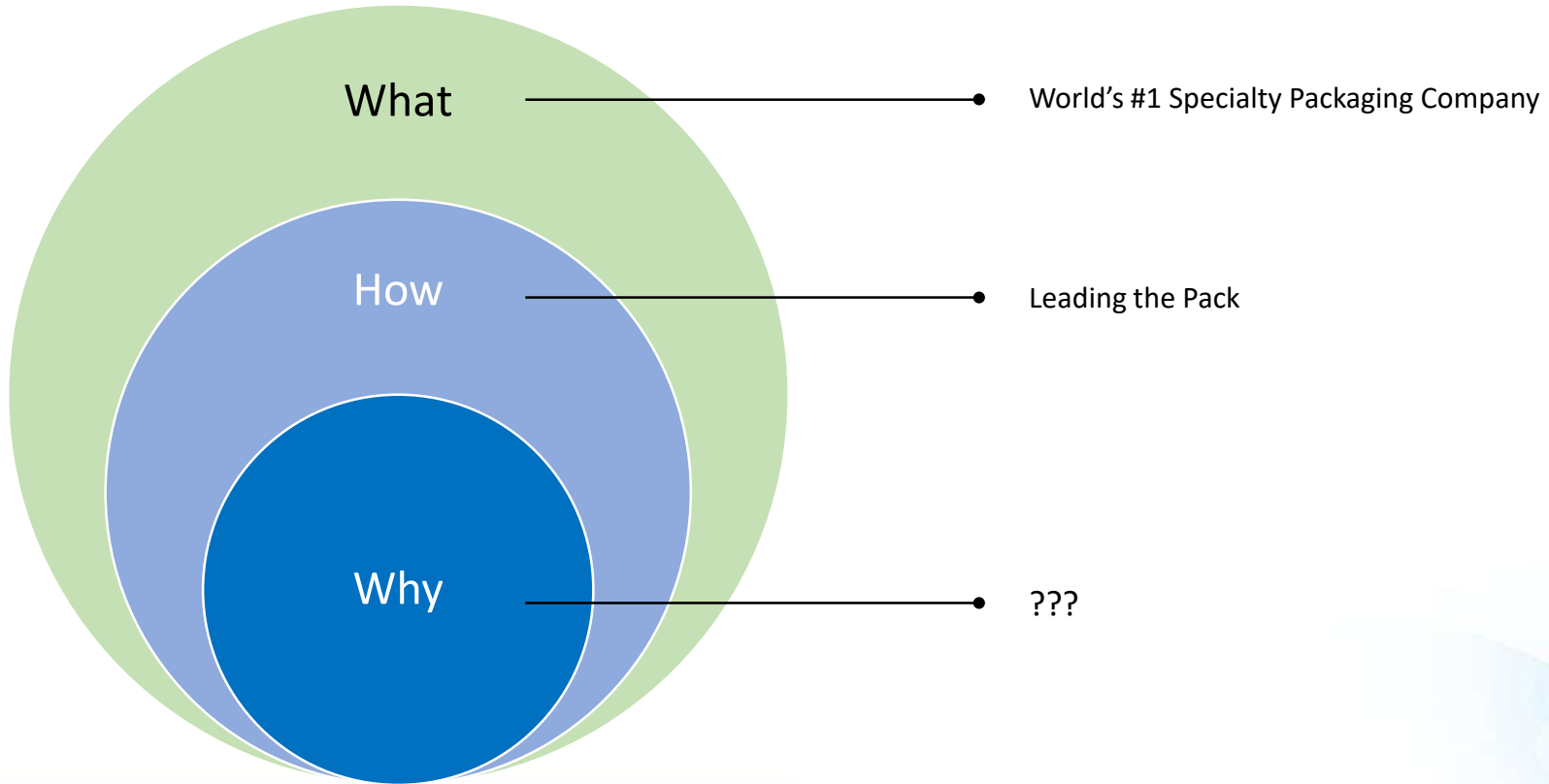
*They buy WHY you do it* ”

”

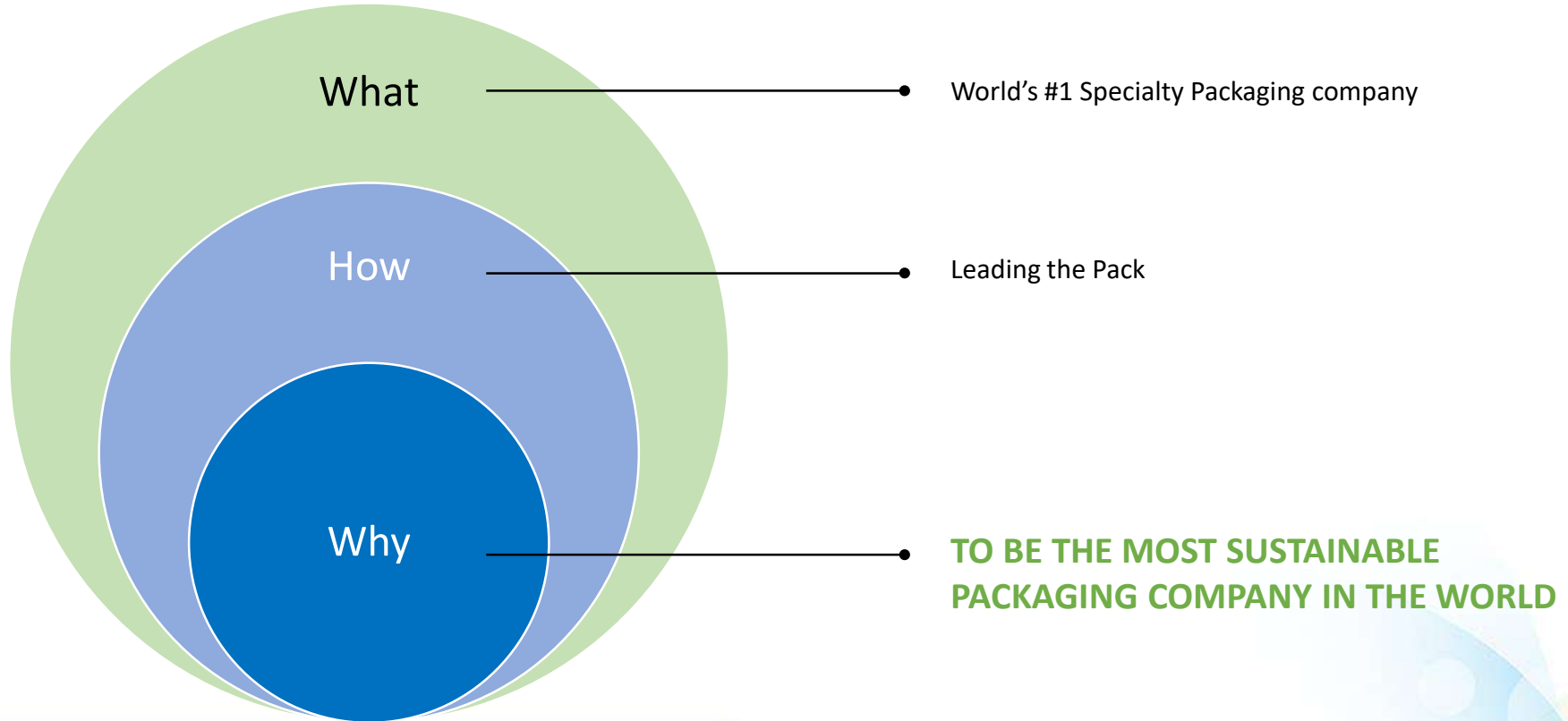
**Simon Sinek**

Author of 'Start with Why'

# What's EPL Purpose?



# EPL: A Business With A Purpose





# The 'small big jump' we have made



# Our 4X4 Mantra for Growth

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

Where we will win (4Cs)



How we will win (4 Enablers)



**Double Digit Profitable Growth**

# Where we will win: 4Cs to drive profitable growth

Drive growth in B&C and Pharma > Oral



Go for global and regional customers



CUSTOMER SEGMENTATION

**Product Sustainability:** Offer the most sustainable packaging solutions

Harness fuel for growth

1 Phoenix	2 Caps & Laminate insourcing
3 War On Waste	4 Organization Effectiveness

Build wallet share in all key countries



Brazil

Sub Saharan Africa

South East Asia

Europe

# How we will win: 4 Enablers

## Ambition driven program

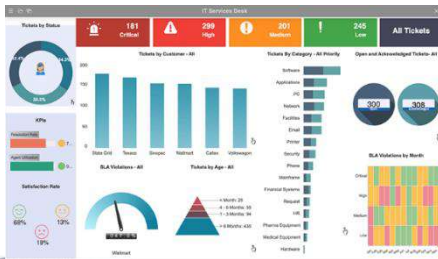


## Hunt Down Growth



**Process and People Sustainability: Be the most sustainable packaging company**

## Become future ready



## Enable horizontal working



# Our 4X4 Mantra for Growth



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

Where we will win (4Cs)

How we will win (4 Enablers)



**Product Sustainability:** Offer the most sustainable packaging solutions



**Process and People Sustainability:** Be the most sustainable packaging company

Revenue Growth > 15% & EBITDA Growth > 15%

# Sustainability at EPL



## Product Sustainability - Offer the most sustainable packaging solutions

### Commercial Leadership

- Drive Platina as the most superior 100% recyclable tube
- Offer wide range of platina solutions such as Platina Vision, Platina ME and Platina Shine
- Boost Platina volumes from 300 mm in FY'22 to more than double



### Staying Future Ready

- Highest PCR solutions
- Develop minimum weight tubes
- Alternate material tubes
- Commitment to New Plastics Economy – led by Ellen MacArthur Foundation
- Founding member of India Plastics Pact



Global  
Commitment



# Sustainability at EPL



*Process & People Sustainability - Be the most sustainable packaging company*

## Where are we?

- Released second edition of sustainability report; Silver medal in Ecovadis
- Signatory to United Nations Global Compact - world's largest Corporate Sustainability Initiative
- CDP ratings: 'B' in Climate Change and Water Security, 'A' in Supplier Engagement



## Where are we heading?

- Net zero emissions by 2050; 30% reduction in emissions by 2030
- Gold medal in EcoVadis
- 'A' rating in CDP for Climate Change, Water Security, and Supplier Engagement



# Our 4X4 Mantra for Growth



Purpose: To be the most sustainable packaging company in the world

Where we will win (4Cs)



**Product Sustainability:** Offer the most sustainable packaging solutions

How we will win (4 Enablers)



**Process and People Sustainability:** Be the most sustainable packaging company

Double Digit Profitable Growth





# Short Term Priorities

### 3 Key priorities for the short term

#### Go for growth

Increase market share

Win small customers; attack small competitors

Double down on sustainable offerings

Continued excellence on service and quality

#### Pursue price increase

Pass on RM, freight, packaging, and other cost inflation

One time top up with all contracted customers

Proactive price increase with non contracted customers

Ensure new business wins are margin accretive

#### Control cost

Insourcing of caps and laminates

War on Waste

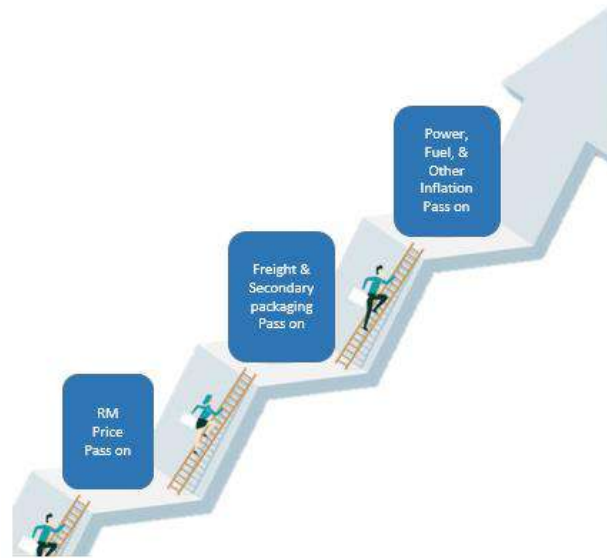
Tight control on working capital

Organizational effectiveness

# To Summarize: Emerge Stronger



Go for growth



Pursue price increase



Control cost

# BUILDING THE MOST SUSTAINABLE PACKAGING COMPANY IN THE WORLD



Q&A

