



22 May 2020

| | |
|--|---|
| Corporate Service Department BSE Limited 25 th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 | The Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai 400 051 |
| Scrip: Equity 500135. NCDs 957238 | Trading Symbol: ESSELPACK |

Ref.: Essel Propack Limited

Sub.: Investors notes/updates with respect to Audited Financial Results for the quarter and year ended 31 March 2020.

Dear Sirs,

Please find attached copy of the Investors notes/updates as mentioned in the subject line.

We request you to kindly take note of the aforesaid and acknowledge receipt.

Thanking You

Yours faithfully
For Essel Propack Limited

Suresh Savaliya
Head - Legal & Company Secretary

Filed online



ESSEL PROPACK LIMITED

Corporate Office: Top Floor, Times Tower,
Kamala City, Senapati Bapat Marg, Lower Parel
Mumbai 400013, India www.esselpropack.com
T: +91-22-2481 9000/9200 F:+91-22-24963137
complianceofficer@epglobal.com

Registered Office

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



Essel Propack Limited (EPL)

Q4FY20 Earnings Presentation



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 Essel Propack 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.





EPL 2.0

Continued Commitment to the Mission

Recap: EPL 2.0 - Executive Summary

1

With Blackstone as the new controlling shareholder, our mission is to deliver:
“Capital Efficient, Consistent Earnings Growth”

2

Strengthened management team, Board, and advisor network

- Sudhanshu Vats (ex-Viacom18, Unilever) hired as Managing Director and CEO
- Parag Shah (ex-Unilever, Nike) hired as CFO
- New board constituted with fit-for-purpose professionals
- Deep engagement of Blackstone’s global advisor network

3

Identified levers to execute our mission:

- Accelerated growth in Personal Care
- Continued leadership in Oral Care
- Innovation and sustainability solutions
- Prudent capital allocation across regions

4

EPL has demonstrated resilience in business performance despite impact of Covid-19

- Opportunity for strong companies to become dominant



Sudhanshu Vats Hired as MD and CEO; Strengthening of Management Team Completed

Sudhanshu has 28+ years of industry experience across the FMCG and media sectors

Professional Experience



VIACOM 18

8 years; MD & Group CEO

- ▶ Scaled up business from 6 to over 54 television channels in 80+ countries, added three more lines of business and grew revenue by over 4 times
- ▶ Built a strong portfolio of Direct to Consumer digital offerings under the VOOT brand



Unilever

20+ years

- ▶ Held various general management and sales & marketing roles
- ▶ In his last role, he headed Unilever's laundry business in South Asia and also headed the Radiant brand globally
- ▶ Shaped many popular household brands, most notably Lipton, Vim, Wheel, Surf, Rin, Lifebuoy and Lux

Other Positions Held



Chairman, National Media and Entertainment Committee, CII



Vice President, India Broadcasting Foundation



Board Director, BARC

BROADCAST AUDIENCE RESEARCH COUNCIL INDIA

Education



Post Graduate Diploma in Management, 1989-91



Bachelor of Technology, Mechanical, 1985-89

EPL 2.0 Mission: Capital Efficient, Consistent Earnings Growth

(INR million)

| | Q4FY19 | Q4FY20 | Growth | | |
|---------------------------|------------------------------|----------------|--------|---------|---|
| Growth¹ | Pro-forma Adjusted Revenue | 6,937 | 7,425 | 7.0% | ↑ |
| | Pro-forma Adjusted EBITDA | 1,258 | 1,531 | 21.7% | ↑ |
| | Pro-forma Adjusted EPS (INR) | 1.30 | 2.05 | 57.4% | ↑ |
| Capital Efficiency | As of March'19 | As of March'20 | | | |
| | ROCE ² | 17.0% | 18.4% | 138 bps | ↑ |
| | Net Debt | 4,998 | 2,760 | | ↓ |
| Capex | 3,040 | 1,286 | | ↓ | |

(1) Pro-forma adjusted financials are adjusted for Ind AS 116 impact, non recurring income / expenses, and Covid-19 impact; please refer pages 11 and 30 for details

(2) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis; adjusted for INR 98 mm of Transition Services Agreement (TSA) related expense and INR 11 mm of tax amnesty expenses



EPL 2.0 Mission: Capital Efficient, Consistent Earnings Growth

(INR million)

| | | FY19 | FY20 | Growth | |
|---------------------|------------------------------|--------|--------|---------|---|
| Growth ¹ | Pro-forma Adjusted Revenue | 27,069 | 28,137 | 3.9% | ↑ |
| | Pro-forma Adjusted EBITDA | 5,015 | 5,558 | 10.8% | ↑ |
| | Pro-forma Adjusted EPS (INR) | 5.82 | 7.11 | 22.3% | ↑ |
| Capital Efficiency | ROCE ² | 17.0% | 18.4% | 138 bps | ↑ |
| | Net Debt | 4,998 | 2,760 | | ↓ |
| | Capex | 3,040 | 1,286 | | ↓ |

(1) Pro-forma adjusted financials are adjusted for Ind AS 116 impact, non recurring income / expenses, and Covid-19 impact; please refer pages 11 and 29 for details

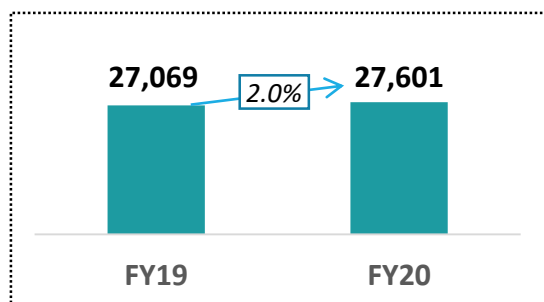
(2) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis; adjusted for INR 98 mm of Transition Services Agreement (TSA) related expense and INR 11 mm of tax amnesty expenses



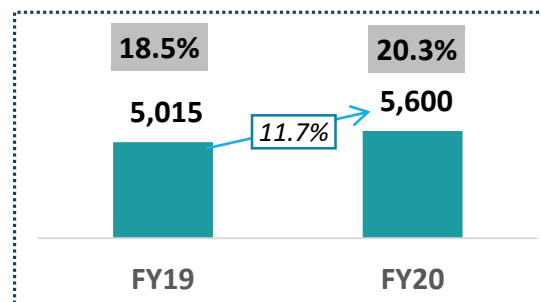
FY20 Consolidated Financial Highlights: Reported Y-o-Y Revenue growth of 2.0%, EBITDA growth of 11.7% and PAT growth of 14.3%

(INR million)

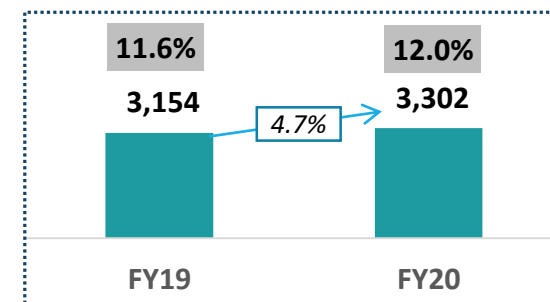
Revenue from Operations



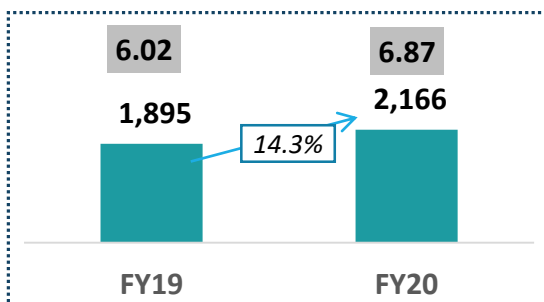
EBITDA and EBITDA Margins



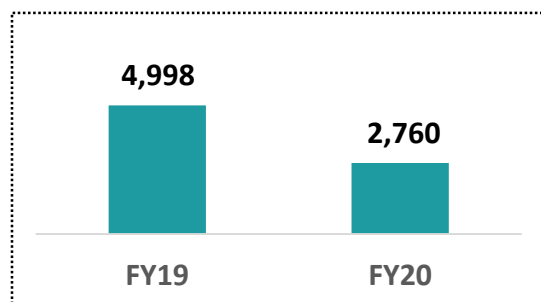
EBIT and EBIT Margins



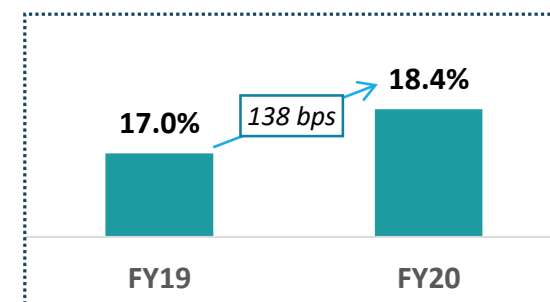
PAT¹ and EPS (INR)



Net Debt



ROCE²



- ▶ FY20 revenue growth driven by strong growth in Europe (15.7% y-o-y) across Oral and Personal Care³ categories and Personal Care category in Americas (17.1% y-o-y)
- ▶ Healthy EBITDA growth: 176 bps of EBITDA margin expansion driven by productivity improvement initiatives
- ▶ Focus on capital efficiency yielding results, driving increase in ROCE to 18.4% and reduction in Net Debt to 0.5x EBITDA

(1) Excluding exceptional items (2) ROCE (Return on Capital Employed) adjusted for INR 98 mm of Transition Services Agreement (TSA) related expense and INR 11 mm of tax amnesty expenses (3) Non-Oral category has been renamed as Personal Care, consisting of Beauty & Cosmetics, Pharmaceuticals, Food, and Home categories



EPL Worked Proactively with All Stakeholders to Ensure Business Continuity and Minimize Covid-19 Impact

Supply Enablement

All 20 plants operational

- ▶ Proactively worked with regulatory authorities and customers to classify EPL in the “essential services” category
- ▶ All 20 plants are currently operational

Demand Generation

New category launched: Hand Sanitizer

- ▶ Product innovation within 15 days to launch hand sanitizer tubes
 - EPL has become a leading hand sanitizer tube supplier globally, with a robust order pipeline
- ▶ Opportunity to increase wallet share in existing categories

Employee Wellness

Crisis Committee Constituted

- ▶ Rigorous employee safety measures adopted across all factories
- ▶ Crisis committee constituted comprising CEO, COO, CFO, and regional heads

Cost Management

Phase II of Project Phoenix launched

- ▶ Phase I of Project Phoenix contributed to 176 bps of EBITDA margin expansion in FY20
- ▶ Phase II launched

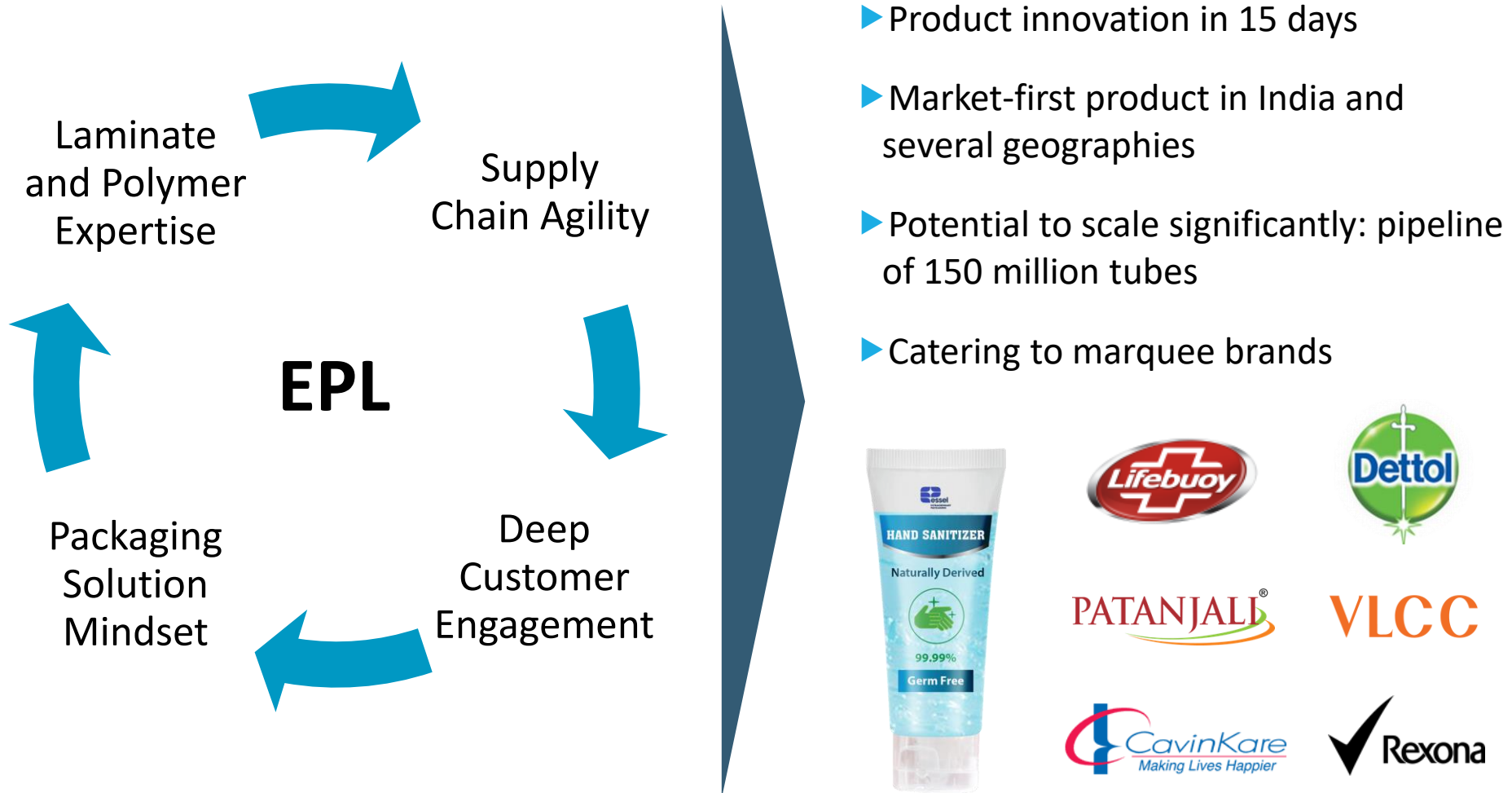
Liquidity Management

Cash balance increased by 107% q-o-q

- ▶ Gross cash position of INR 3,715 mm; cash as of Mar’20 is 107% higher than as of Dec’19

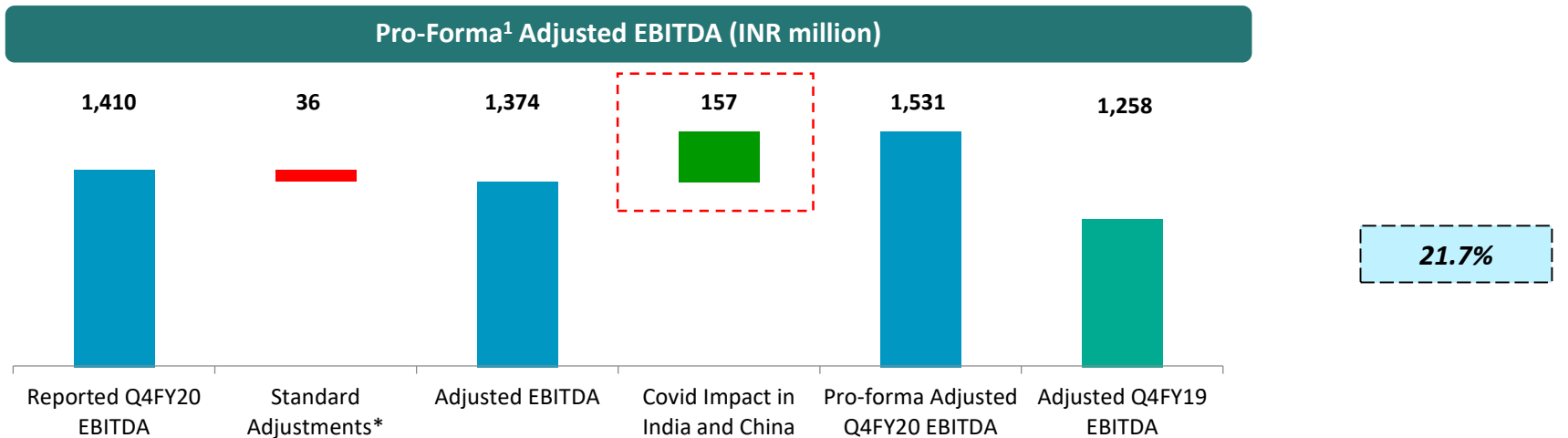
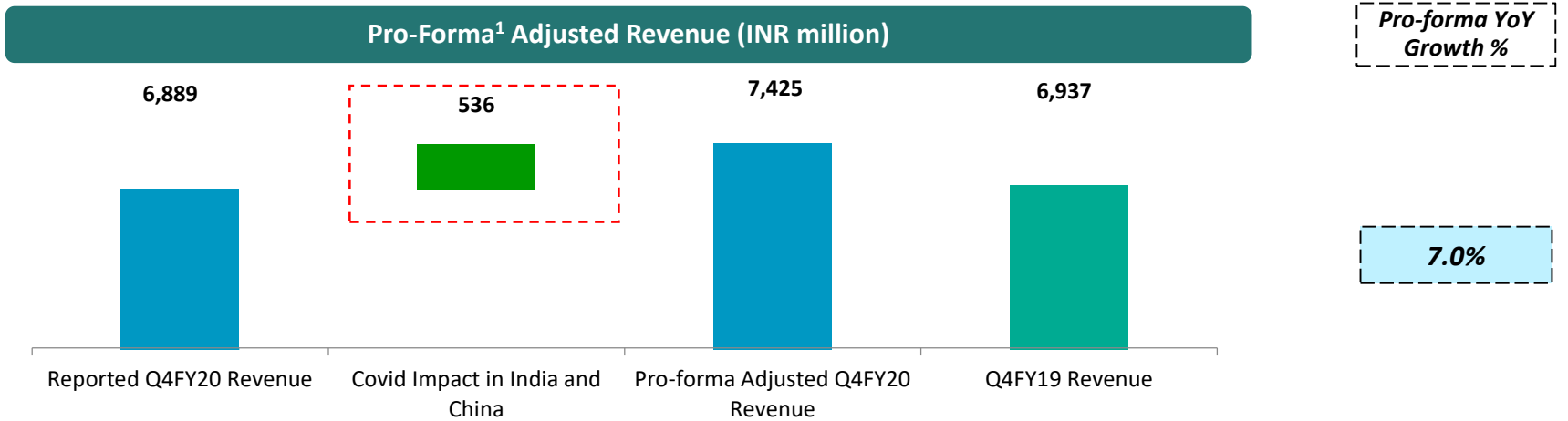


Hand Sanitizer Offering Launched Globally: EPL has Emerged as the Leading Supplier for Key Brands



Pro-forma for Covid-19 Impact in India and China, Q4FY20 Revenue Grew by 7.0% and EBITDA Grew by 21.7%

(INR million)



Pro-forma PAT for Q4FY20 was INR 647 million (57.7% Y-o-Y Growth)

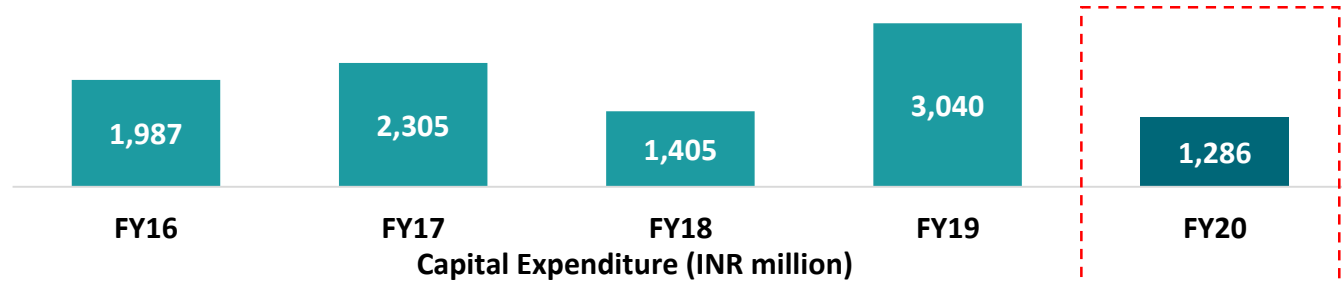
*Refer page 28 for Q4FY20 reported financials and page 30 for details on standard adjustments to EBITDA, which include Ind AS 116 adjustment and Transition Services Agreement (TSA) related expense

⁽¹⁾Pro-forma metrics are adjusted for lower plant utilization and supply chain bottlenecks as a result of Covid-19

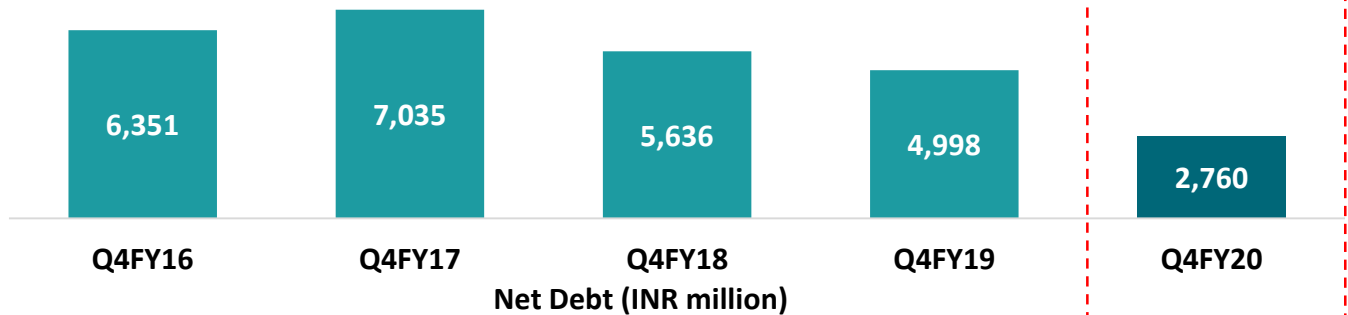


Renewed Focus on Capital Efficiency Leading to Reduction in Net Debt; Final Dividend of INR 2.05 per Share Proposed for FY20

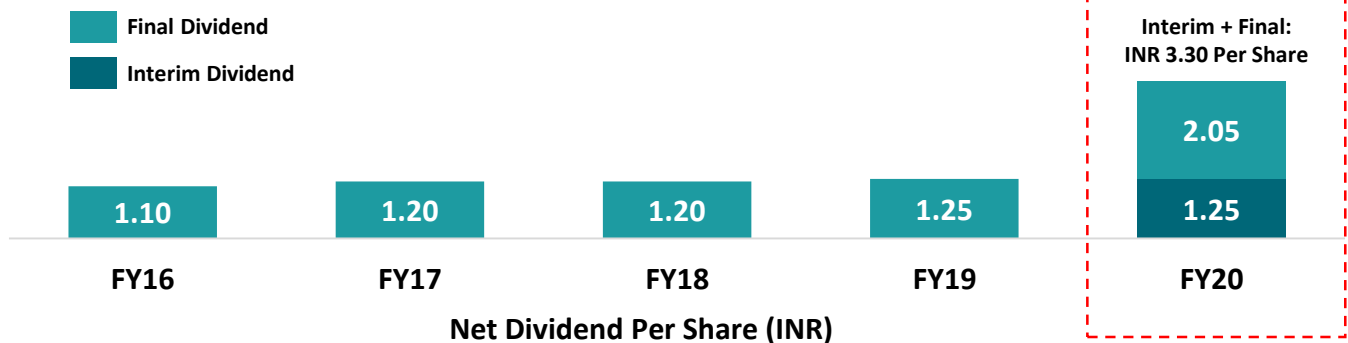
Prudent Capex Spend..



..Leading to Reduction in Net Debt



..And Higher Dividends for Shareholders¹



(1) Dividend adjusted for bonus shares to make it comparable

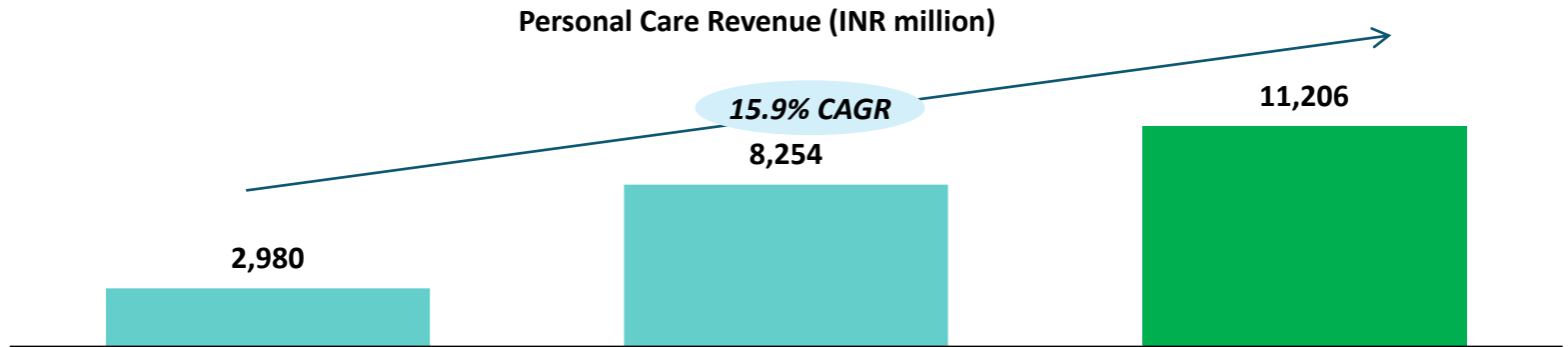


Continued Focus on Fundamental Levers – Q4FY20

- **Accelerated growth in Personal Care**
- Continued leadership in Oral Care
- Improved Performance in Europe
- Industry leadership in eco-friendly solutions



Personal Care has Grown at a 16% CAGR Over the Last Nine Years and Continues to be the Major Growth Driver for EPL



| Sub-categories | FY11 | FY15 | FY20 |
|-------------------------|------|------|------|
| Face Care | ✓ | ✓ | ✓ |
| Hair Care | ✗ | ✗ | ✓ |
| OTC Medication | ✗ | ✓ | ✓ |
| Prescription Medication | ✗ | ✗ | ✓ |
| Food | ✗ | ✓ | ✓ |
| Home | ✗ | ✗ | ✓ |
| Sanitizer | ✗ | ✗ | ✓ |
| Eye Care | ✗ | ✗ | ✓ |
| Hand Cream | ✗ | ✗ | ✓ |

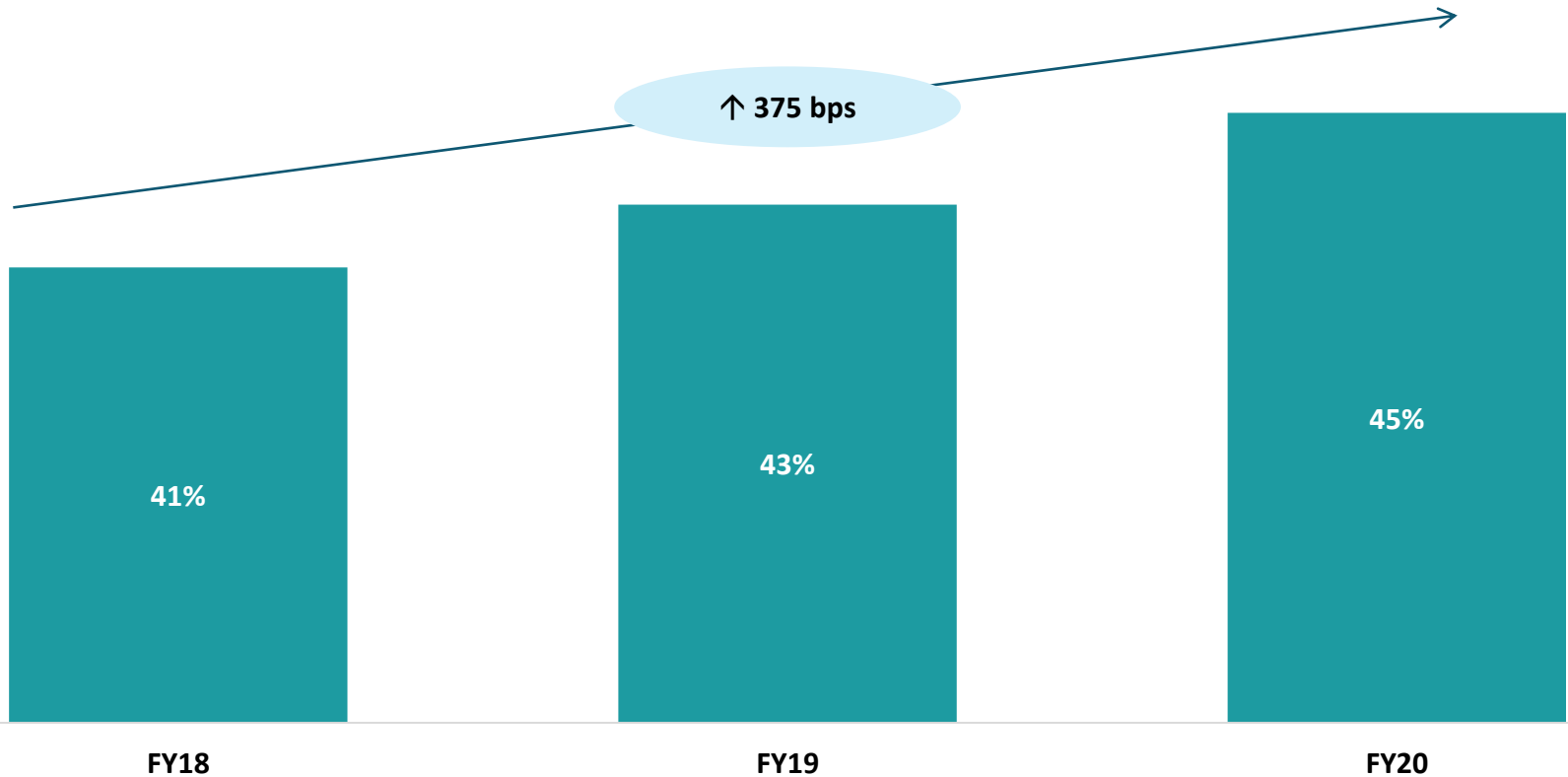
Accelerating Conversion Efforts ←

Actively Pursuing ←

Ongoing shift towards laminated tubes across Beauty & Cosmetics and Pharma is driving growth in Personal Care

Personal Care Contribution Increased to 45% in FY20

Personal Care Contribution to Tube Revenue



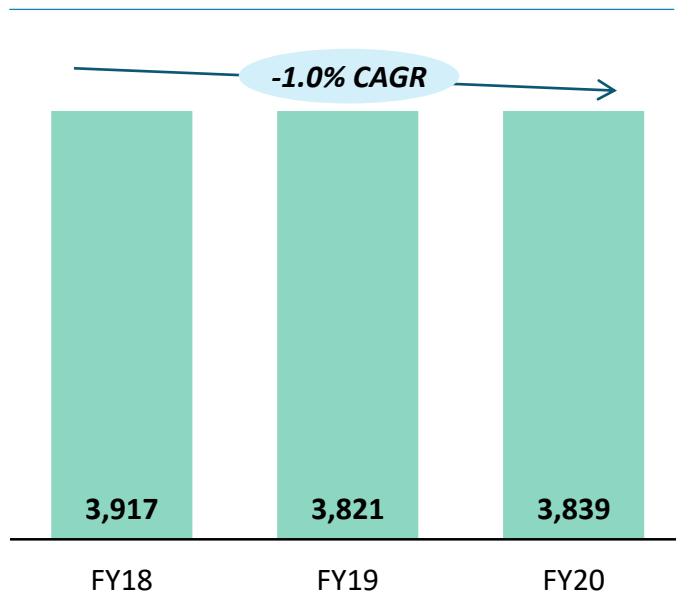
Mix-shift towards Personal Care to continue, driven by increasing penetration of laminated tubes in the end-industry



Continued Growth in Personal Care (1/2)

(INR million)

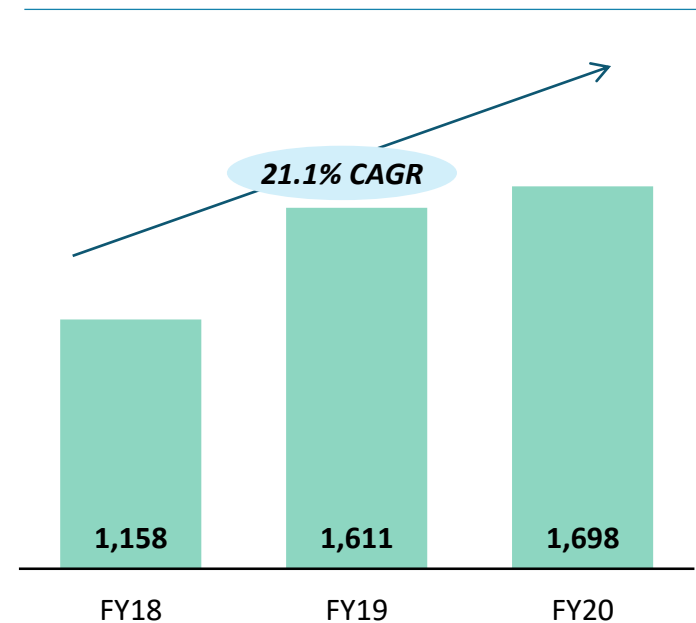
AMESA



Highlights

- ▶ Personal Care contribution flat at 49.9% in FY20 (v/s 50.0% in FY18), despite tough macroeconomic conditions in India in FY20 and Covid-19 outbreak in Q4FY20
- ▶ Continued market leadership with successful entry in several new categories

EAP



Highlights

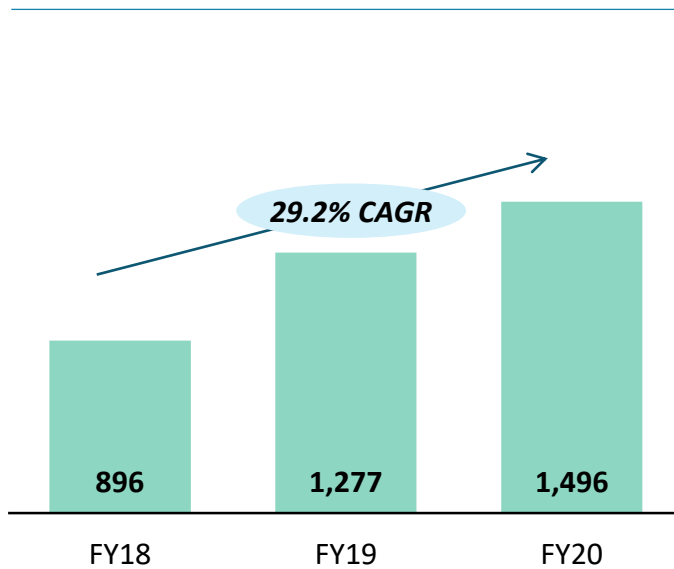
- ▶ Personal Care contribution increased to 34.5% in FY20 (v/s 26.5% in FY18)
- ▶ Strong business pipeline; increased focus on fast-growing regional players



Continued Growth in Personal Care (2/2)

(INR million)

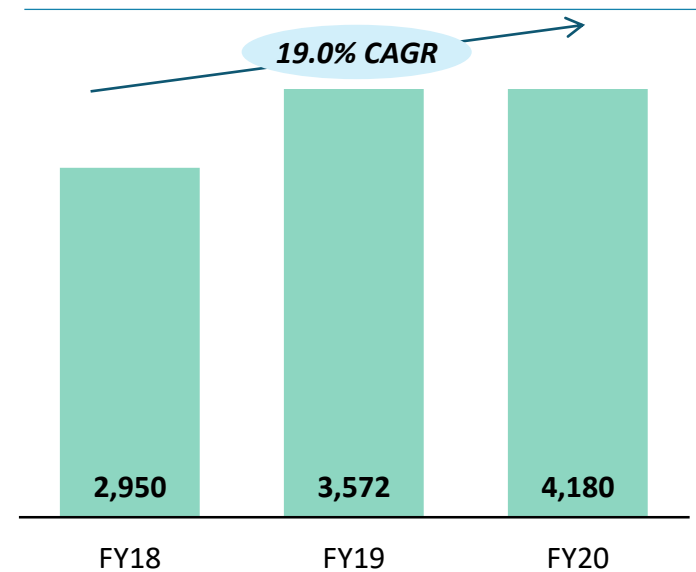
Americas



Highlights

- ▶ Personal Care contribution increased to 25.4% in FY20 (v/s 19.2% in FY18)
- ▶ New customer wins across categories; cross-selling Personal Care products to existing Oral care customers

Europe



Highlights

- ▶ Personal Care contribution increased to 64.0% in FY20 (v/s 60.8% in FY18)
- ▶ Strong new customer wins across Oral and Personal Care categories; robust business development pipeline

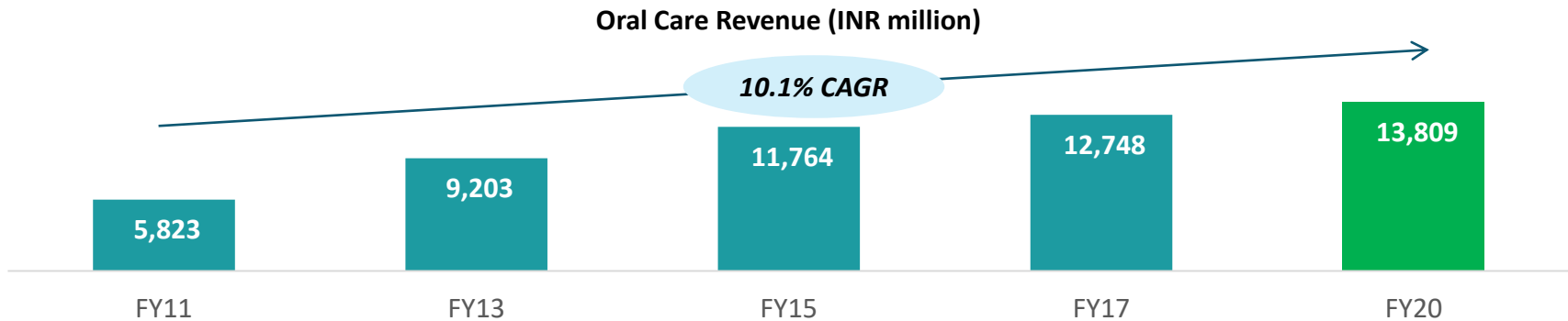


Continued Focus on Fundamental Levers – Q4FY20

- Accelerated growth in Personal Care
- **Continued leadership in Oral Care**
- Improved Performance in Europe
- Industry leadership in eco-friendly solutions



EPL has Established Global Leadership in Oral Care with the Segment Demonstrating Steady Long-Term Revenue Growth



Customers



Market Positioning

#1

1. Market leader across key markets
2. Long term relationships with customers
3. Continued leadership through product and process innovation
4. Unique, agile, and customer-specific supply chain models

Business highlights

1. Wallet share gain with marquee global consumer companies in Europe
2. Market share gain from regional players in China
3. Wallet share gain in the leading Oral brands in Americas

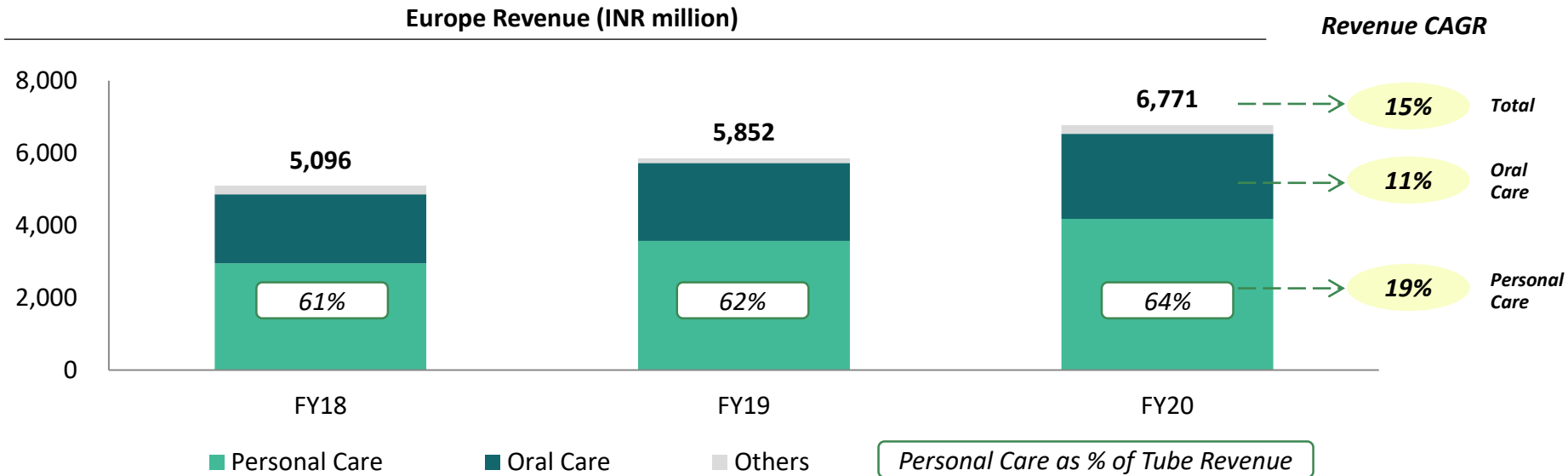


Continued Focus on Fundamental Levers – Q4FY20

- Accelerated growth in Personal Care
- Continued leadership in Oral Care
- **Improved Performance in Europe**
- Industry leadership in eco-friendly solutions



Continued Growth Momentum in Europe across Oral and Personal Care Categories



Efforts/Investments in last few quarters starting to show results

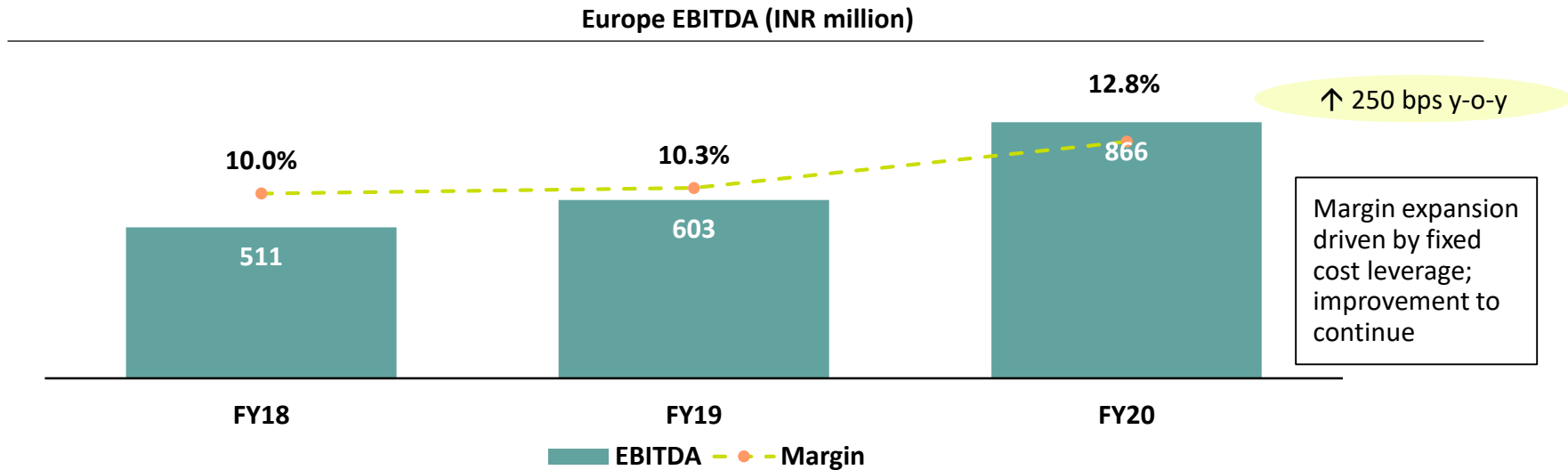
1. Strengthening of front-end organization
2. Improved pipeline development process
3. Investments in capabilities and flexibilities
4. High customer engagement driven by best-in-class offerings and service levels

Impact

1. FY20 revenue growth of 18.7% YoY at constant currency
2. Accelerated growth across categories
3. **With the recent key customer wins in Europe, EPL now serves all major Oral Care players in the region**

Strong future business pipeline, especially in Beauty & Cosmetics and Oral Care, indicates growth momentum will continue

Leading to Strong EBITDA Growth and Margin Improvement



Key elements to profit growth

1. Revenue growth contributing to fixed cost leverage
2. Shift towards premium products
3. Lean initiatives and productivity improvement

Impact

1. Strong FY20 EBITDA growth of 43.6% y-o-y
2. Margin expansion by 250 bps y-o-y
3. Scope for further margin improvement in coming quarters through continued improvement in utilization

Sustained revenue growth momentum will lead to further improvement in margins



Continued Focus on Fundamental Levers – Q4FY20

- Accelerated growth in Personal Care
- Continued leadership in Oral Care
- Improved Performance in Europe
- **Industry leadership in eco-friendly solutions**



Sustainability: an Intrinsic Value at EPL

Committed to sustainability by offering innovative solutions across product categories



| | | | | |
|---------|---|--|---|--|
| Recycle | <p>Platina</p> <p>Oral Care</p> | | <ul style="list-style-type: none"> Fully-recyclable (Code 2) laminate Suitable for oral, hair care and food products | <p><i>Successful APR¹ Recognition</i></p> |
| | <p>Green Maple Leaf</p> <p>Personal Care</p> | | <ul style="list-style-type: none"> Fully-recyclable solution that maintains product freshness Suitable for beauty & cosmetics, toiletries and food products | <p><i>Successful APR Recognition</i></p> |
| Reduce | <p>All above sustainable tube laminates are designed to reduce plastic consumption viz. plastic tubes & bottles</p> | | | |
| Reuse | <p>Etain</p> <p>PCR² Tubes</p> | | <ul style="list-style-type: none"> Recyclable tube made using a percentage of recycled plastic Suitable for beauty and skin care, hair care and oral products | |

Partnering with marquee global consumer companies on sustainability initiatives

(1) APR: Association of Plastic Recyclers (2) PCR: Post consumer recycled

Strong Traction and Acceptability of EPL's Sustainable Offerings by Leading Global Customers

Enabled leading Oral Care Player Ship World's First Recyclable Tube

- EPL designed an APR certified recyclable laminate for a key client (leading Oral Care player) – an industry-first innovation by EPL
- Worked actively with the client to test the laminate and helped commercialize the product

Colgate-Palmolive Ships World's First Tube Recognized as Recyclable and Freely Shares its Breakthrough Technology

...making use of the testing standards established by Colgate, one major tube maker, Essel Propack, earned APR recognition...

EPL's Sustainable Laminates Being Commercialized Globally

- Platina laminate launched in India by a major regional brand
- Etain tubes commercialized for a major Oral Care brand
- Green Maple Leaf laminate commercialized for a major Oral Care brand in the US



Platina Laminate is Now Ready for Cosmetics & Hair Care Segments

- EPL's APR recognition for Platina laminates has been further extended to cover the entire tube thickness range, which enables application in various cosmetics segments
- Platina laminate is now certified for mechanical recycling and energy recovery as per Bureau of Indian Standards (BIS) guidelines



Recap: EPL 2.0 - Executive Summary

**1 With Blackstone as the new controlling shareholder, our mission is to deliver:
“Capital Efficient, Consistent Earnings Growth”**

2 Strengthened management team, Board, and advisor network

- Sudhanshu Vats (ex-Viacom18, Unilever) hired as Managing Director and CEO
- Parag Shah (ex-Unilever, Nike) hired as CFO
- New board constituted with fit-for-purpose professionals
- Deep engagement of Blackstone’s global advisor network

3 Identified levers to execute our mission:

- Accelerated growth in Personal Care
- Continued leadership in Oral Care
- Innovation and sustainability solutions
- Prudent capital allocation across regions

4 EPL has demonstrated resilience in business performance despite impact of Covid-19

- Opportunity for strong companies to become dominant





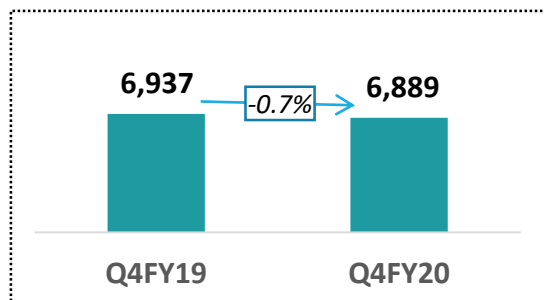
Appendix



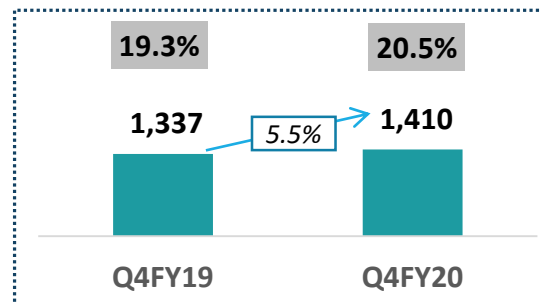
Q4FY20 Consolidated Financial Highlights: Reported Y-o-Y Revenue growth of -0.7%, EBITDA growth of 5.5% and PAT growth of -1.5%

(INR million)

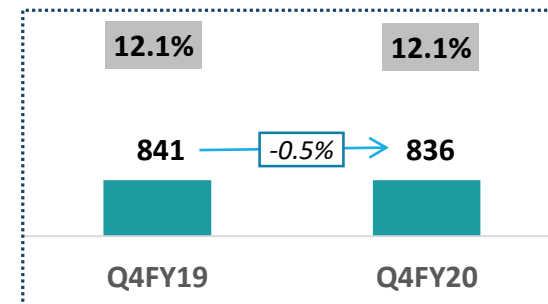
Revenue from Operations



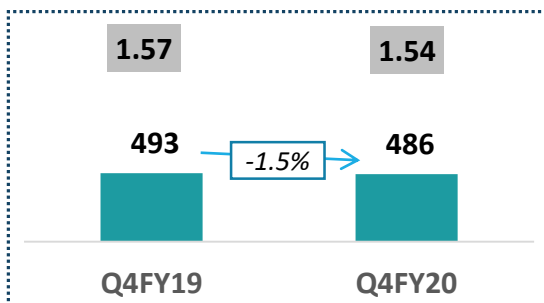
EBITDA and EBITDA Margins



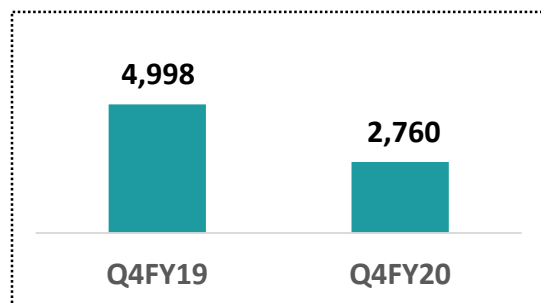
EBIT and EBIT Margins



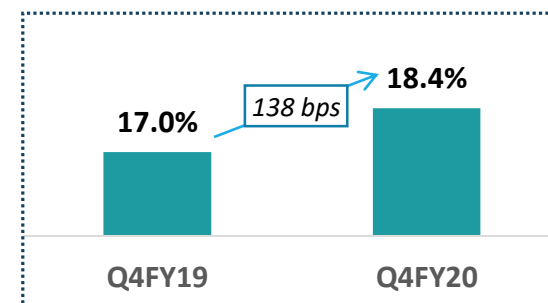
PAT¹ and EPS (INR)



Net Debt



ROCE²



- ▶ Q4FY20 revenue growth impacted in AMESA and EAP due to Covid-19 outbreak during the quarter; strong growth in Europe (15.6% y-o-y)
- ▶ Continued momentum on EBITDA margin improvement despite revenue impact due to Covid-19
- ▶ Reported PAT declined by 1.5% due to one-off gain in Q4FY19; Adjusted PAT³ grew by 27.9% y-o-y

(1) Excluding exceptional items (2) ROCE (Return on Capital Employed) on a trailing twelve month basis; adjusted for INR 98 mm of Transition Services Agreement (TSA) related expense and INR 11 mm of tax amnesty expenses (3) Refer page 30 for details on EBITDA and PAT adjustments



FY20: Adjusted EBITDA Grew 7.7% Y-o-Y & Adjusted PAT Grew 15.8% Y-o-Y

(INR million)

| <i>Adjustments</i> | EBITDA | PAT¹ |
|--|---------------|------------------------|
| Reported FY20 numbers | 5,600 | 2,166 |
| • TSA ² related expenses | +98 | +73 |
| • Impact of change in accounting standard for leases | -307 | +37 |
| • Tax amnesty ³ | +11 | +7 |
| • Tax benefit from one-time provision ⁴ | NA | -51 |
| • China tax refund ⁵ | NA | -112 |
| Adjusted FY20 numbers | 5,402 | 2,120 |
| Reported FY19 numbers | 5,015 | 1,895 |
| • One-time items ⁶ | NA | -64 |
| Adjusted FY19 numbers | 5,015 | 1,831 |
| Like for Like Y-o-Y Growth (%) | 7.7% | 15.8% |

(1) PAT excluding exceptional items (2) Transition Services Agreement (3) Settlement under Maharashtra Tax Settlement Scheme 2019 (4) Tax impact of provision of INR 203 mm taken for outstanding inter company deposits (5) Tax refund of previous year in China due to High Tech Company Tax Benefits (6) One-time items include city grant and non-recurring inventory related adjustments in Americas region

Note: adjustments on this page exclude impact of Covid-19 on FY20 financials



Q4FY20: Adjusted EBITDA Grew 9.3% Y-o-Y & Adjusted PAT Grew 27.9% Y-o-Y

(INR million)

| <i>Adjustments</i> | EBITDA | PAT¹ |
|--|---------------|------------------------|
| Reported Q4FY20 numbers | 1,410 | 486 |
| • TSA ² related expenses | +40 | +30 |
| • Impact of change in accounting standard for leases | -76 | +9 |
| Adjusted Q4FY20 numbers | 1,374 | 525 |
| Reported Q4FY19 numbers | 1,337 | 493 |
| • One-time items ³ | -80 | -83 |
| Adjusted Q4FY19 numbers | 1,258 | 410 |
| Like for Like Y-o-Y Growth (%) | 9.3% | 27.9% |

(1) PAT excluding exceptional items (2) Transition Services Agreement

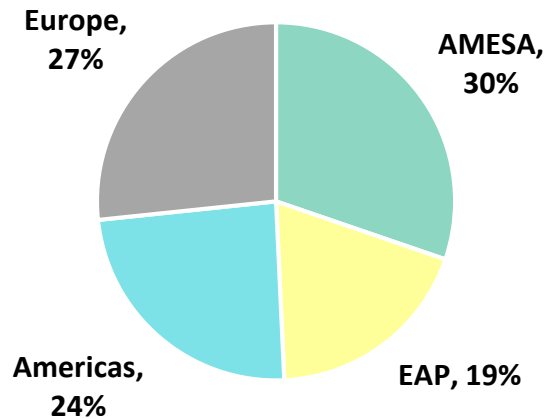
(3) One-time items include city grant and non-recurring inventory related adjustments in Americas region

Note: adjustments on this page exclude impact of Covid-19 on Q4FY20 financials; refer page 11 for Q4FY20 financials pro-forma for Covid-19 impact

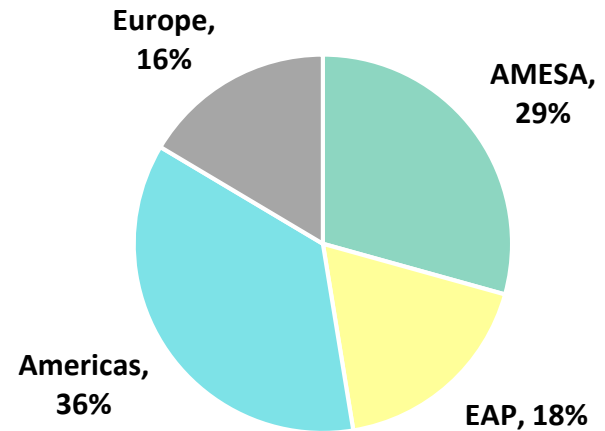


Q4FY20 Regional Performance – 1/2

Revenue Split % across Regions



EBIT Split % across Regions



- Q4FY20 revenue impacted by Covid-19 in AMESA and EAP; strong revenue growth of 15.6% in Europe across categories
- Adjusted for Covid-19 impact in AMESA and EAP, revenue grew by 7.0% in Q4FY20
- Adjusted Q4FY20 EBIDTA margin expanded by 182 bps y-o-y
- Strong business pipeline across regions to enable continued growth momentum



Q4FY20 Regional Performance – 2/2

(INR million)

| | Revenue ¹ | YoY Growth | EBITDA ² | Margin |
|--------------------------|----------------------|------------|---------------------|--------|
| AMESA¹ | 2,153 | -9.0% | 527 | 24.5% |
| EAP | 1,353 | -12.1% | 259 | 19.1% |
| Americas | 1,713 | 3.9% | 390 | 22.8% |
| Europe | 1,897 | 15.6% | 258 | 13.6% |

(1) AMESA and EAP Revenue is not adjusted for INR 536 million impact of Covid-19

(2) AMESA and EAP EBITDA is not adjusted for INR 157 million of impact of Covid-19; AMESA EBITDA is adjusted for INR 40 million of TSA related expenses



Q4FY20 Performance – AMESA and EAP

(INR million)

| AMESA | | | |
|----------------------|--------|--------|----------|
| Particulars | Q4FY20 | Q4FY19 | % change |
| Revenue ¹ | 2,153 | 2,365 | -9.0% |
| EBITDA ² | 527 | 502 | 5.0% |
| EBITDA % | 24.5% | 21.2% | |
| EBIT ² | 281 | 293 | -4.3% |
| EBIT % | 13.0% | 12.4% | |

| EAP | | | |
|----------------------|--------|--------|----------|
| Particulars | Q4FY20 | Q4FY19 | % change |
| Revenue ¹ | 1,353 | 1,539 | -12.1% |
| EBITDA ² | 259 | 256 | 1.1% |
| EBITDA % | 19.1% | 16.6% | |
| EBIT | 149 | 159 | -6.2% |
| EBIT % | 11.0% | 10.3% | |

(1) AMESA and EAP Revenue is not adjusted for INR 536 million impact of Covid-19

(2) AMESA and EAP EBITDA is not adjusted for INR 157 million impact of Covid-19; AMESA EBITDA and EBIT is adjusted for INR 40 million of TSA related expenses



Q4FY20 Performance – Americas and Europe

(INR million)

| Americas | | | |
|-------------|--------|--------|----------|
| Particulars | Q4FY20 | Q4FY19 | % change |
| Revenue | 1,713 | 1,649 | 3.9% |
| EBITDA | 390 | 391 | -0.2% |
| EBITDA % | 22.8% | 23.7% | |
| EBIT | 297 | 311 | -4.5% |
| EBIT % | 17.3% | 18.9% | |

| Europe | | | |
|-------------|--------|--------|----------|
| Particulars | Q4FY20 | Q4FY19 | % change |
| Revenue | 1,897 | 1,641 | 15.6% |
| EBITDA | 258 | 215 | 20.4% |
| EBITDA % | 13.6% | 13.1% | |
| EBIT | 135 | 106 | 28.2% |
| EBIT % | 7.1% | 6.4% | |





About EPL



EPL: Company Overview

**Largest laminated
tubes
manufacturer**

~8 bn Tubes

**Global Leader in
Oral Care**

#1 Globally

**Growing
emergence in
Personal Care**

45% contribution

**Strong
relationships with
marquee FMCG
customers**

20+ years

**Best in class
EBITDA Margins**

20.3%

**Best in class
ROCE**

18.4%

Global Footprint

**20+ factories
10+ countries**

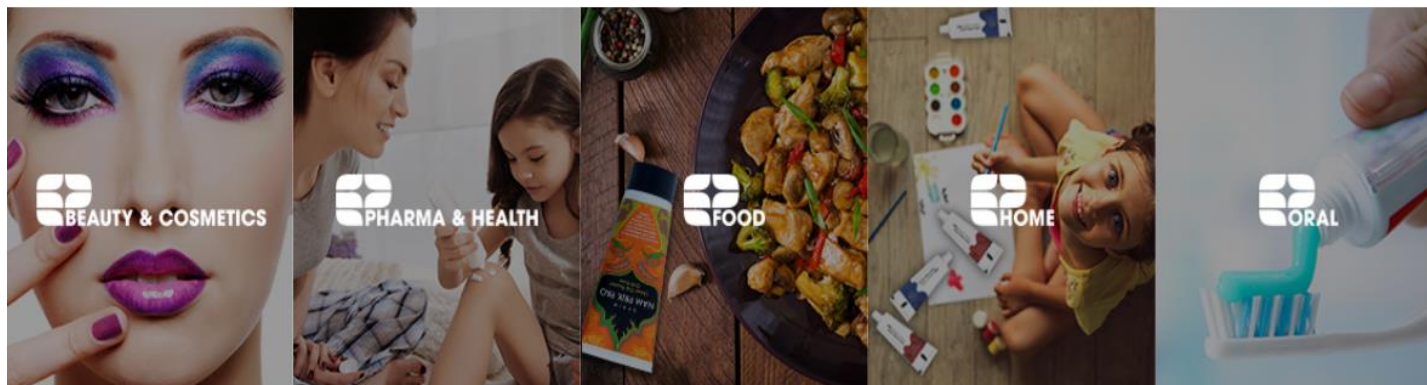
**Strong Innovation
Platform**

**150+ patents
filed**

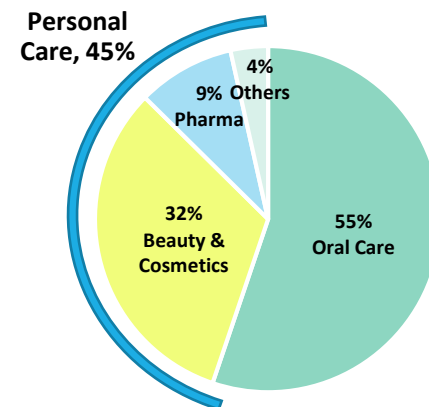
**With sustainability
focus**



EPL Caters to Marquee Customers Across Trillion Dollar Categories



Tube revenue split (FY20)



About EPL

EPL is the largest global specialty packaging company, manufacturing laminated plastic tubes catering to the FMCG and Pharma space. Employing over 3,366 people representing over 25 different nationalities, EPL functions in ten countries through 20 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, Poland, Germany, Egypt, Russia, 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.

Essel Propack Limited

CIN : L74950MH1982PLC028947

For further information contact:

Amit Jain

amit.jain@epglobal.com

