

19 May 2023

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

Ref.: EPL Limited (EPL)

Sub.: Investors notes / updates with respect to the Audited Financial Results for the Quarter and year ended 31 March 2023.

Dear Sirs,

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

The above is pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, for your information and record.

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

Yours faithfully,
For **EPL Limited**



Keyur Doshi
Company Secretary & Compliance Officer

Encl: A/a

Filed online

Registered Office

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EPL LIMITED

(Formerly known as Essel Propack Limited)
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Leading the pack
sustainably

EPL LIMITED

(Formerly known as Essel Propack Limited)

Q4FY23 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 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

- **Q4FY23 Highlights and Financial Performance**

Quarterly and annual 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

- Costs and Comprehensive Margin Improvement Plan
- Progress on Sustainability
- Looking Ahead
- Appendix

Q4FY23 Highlights – Strong EBITDA margin recovery YoY and on sequential basis

- 1 Robust double digit revenue growth at 10.1%**
- 2 Strong EBITDA margin recovery to 17.2%¹; increase of 186 bps YoY and 61 bps sequentially. EBITDA grew by 23.4%**
- 3 PAT growth² of 80.7% YoY**
- 4 Strong cash flow generation leading to YoY and sequential reduction in Net debt, resulting into lower Net Debt/EBITDA at 0.60x**
- 5 ~2.5x sustainable tubes delivered during the year contributing to ~10% of total volume**
- 6 Brazil - Production started; ramp up from Q1FY24**

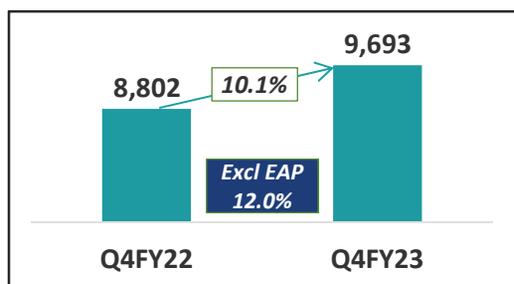
(1) Including Brazil Q4FY23 EBITDA margin @ 16.9%

(2) Partly enabled by tax credit pertaining to earlier years

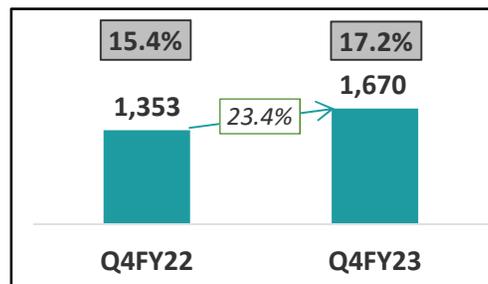
Q4FY23 Consolidated Financial Highlights

(INR million)

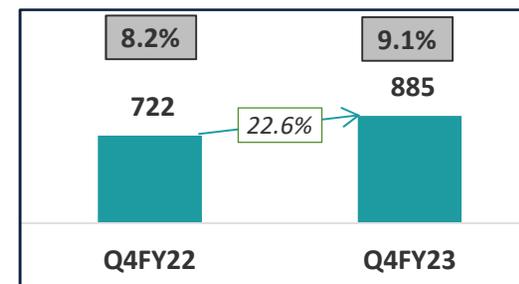
Revenue from Operations



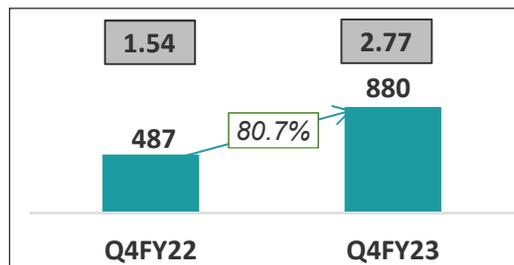
EBITDA¹ and EBITDA Margins



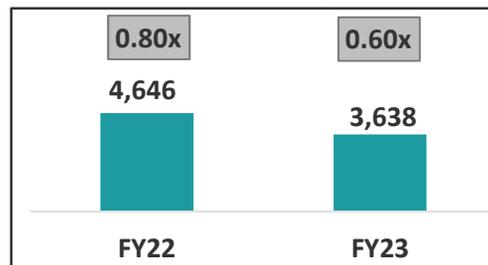
EBIT and EBIT Margins



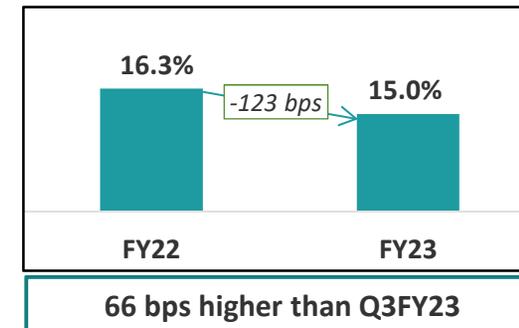
PAT² and EPS (INR)



Net Debt and Net Debt/ LTM EBITDA



ROCE³



- ▶ Strong revenue growth across all regions. AMESA (+7.6%), EAP (+8.6%), Americas (+17.1%), Europe (+19.9)
- ▶ EBITDA margin at 17.2%; increase of 186 bps YoY and 61 bps sequentially

(1) EBITDA excludes foreign exchange loss of INR 93 mn for Q4FY23 (INR 23 mn for Q4FY22)

(2) Excluding exceptional items. PAT growth partly enabled by tax credits pertaining to earlier years

(3) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis and adjusted for INR 160 mn for Mar 23 and Mar 22 of Transition Services Agreement (TSA) related expense and INR 110 mn for Mar 23 (INR 122 mn for Mar 22) of ESOP related expenses

EPL – Capital Efficient, Sustainable Revenue Growth

(INR million)

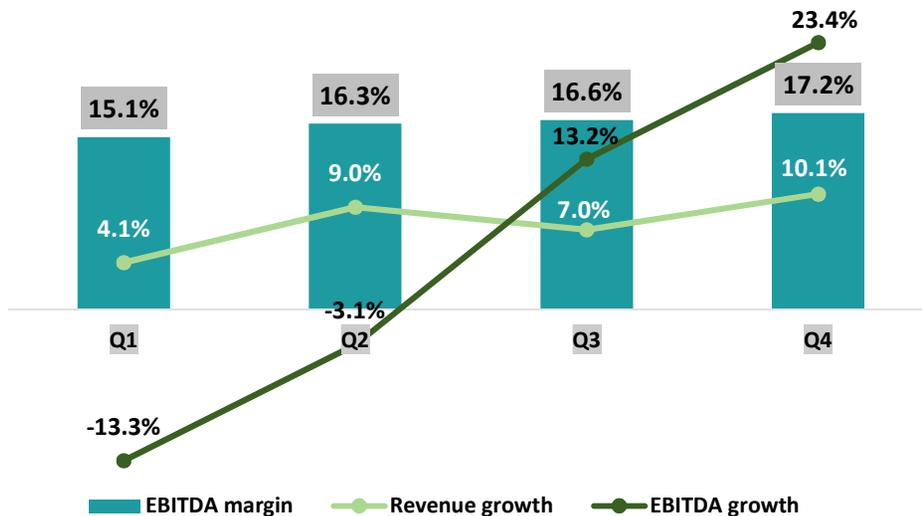
		Q4FY22	Q4FY23	Growth	
Growth¹	Revenue	8,802	9,693	10.1%	Revenue growth excluding EAP at 12.0%
	Adjusted EBITDA	1433	1724	20.3%	
	Adjusted EPS (INR)	1.76	3.12	77.3%	
Capital Efficiency	ROCE ²	As of Mar 22 16.3%	As of Mar 23 15.0%	66 bps higher than Q3FY23	
	Net Debt	4,646	3,638		
	Capex	FY22 2,755	FY23 2,308		

(1) Refer page 26 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 Mar 23 and Mar 22 of Transition Services Agreement (TSA) related expense and INR 110 mn for Mar 23 (INR 122 mn for Mar 22) of ESOP related expenses

FY23 – Year of Recovery

Quarterly Revenue and EBITDA YoY growth trajectory in FY23



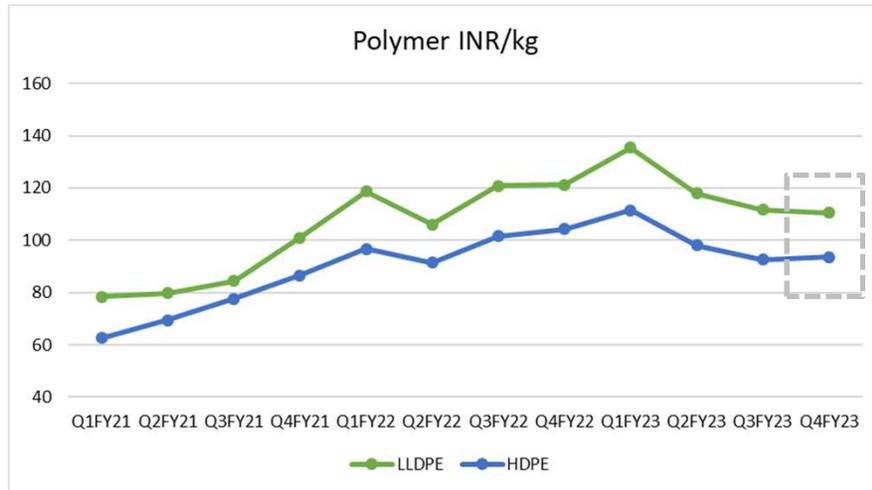
- Consistent double digit revenue growth across all regions except EAP, which was impacted by Covid lockdown in all quarters *
- Despite market challenges during the year, consistent margin improvement quarter on quarter and strong exit to the year
- FY23 exit with strong EBITDA growth

* FY23 YoY Revenue growth excluding EAP

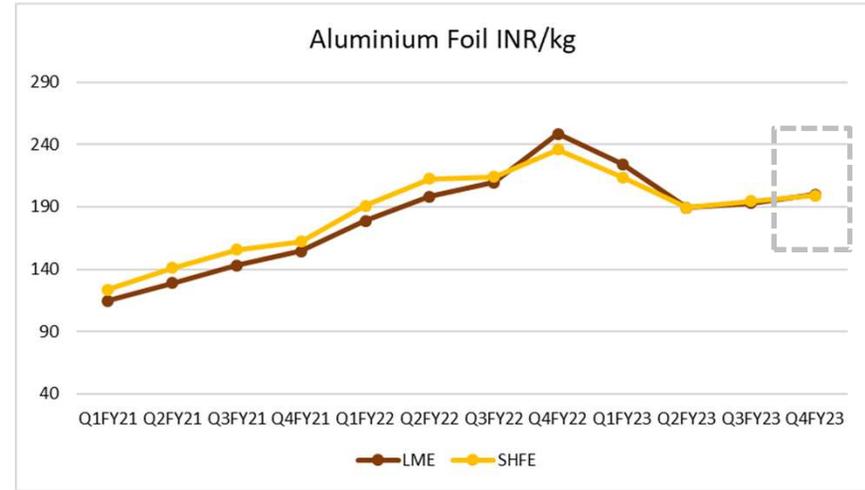
Q1	Q2	Q3	Q4
11.4%	13.1%	15.6%	12.0%

- Q4FY23 Highlights and Financial Performance
- **Costs and Comprehensive Margin Improvement Plan**
- Progress on Sustainability
- Looking Ahead
- Appendix

Input material prices started easing from Q2FY23 after peaking in Q1FY23; stabilized in Q4FY23



Source – ICIS M LLDPE and HDPE Index
CBIC Exchange rate



Source – LME and SHFE Index
CBIC Exchange rate

- ▶ Polymer and foil prices remained stable in Q4FY23
- ▶ Ocean freight rates declined to pre-Covid level

Comprehensive plan delivered cost control and enabled margin recovery

1 Consistent efforts on inflation-led price Increases

- ▶ Continuous price increase efforts for non contracted customers; Contractual pass-through as per 3-month lag
- ▶ Good progress on additional price increases to cover for inflationary overheads

2 Mix Improvement

- ▶ Focus on higher-profit segments and value-added offerings led to revenue growth mainly driven by *'Personal Care & beyond'**

3 Cost Productivity

- ▶ Operating expenses growth lower than revenue growth
- ▶ Increased in-house manufacturing of caps and closures – implemented for India and benefit accrued in the year
- ▶ Global program to further reduce scrap and wastage tracked well in the year

4 Procurement

- ▶ Dynamic sourcing strategy

5 Organizational Review

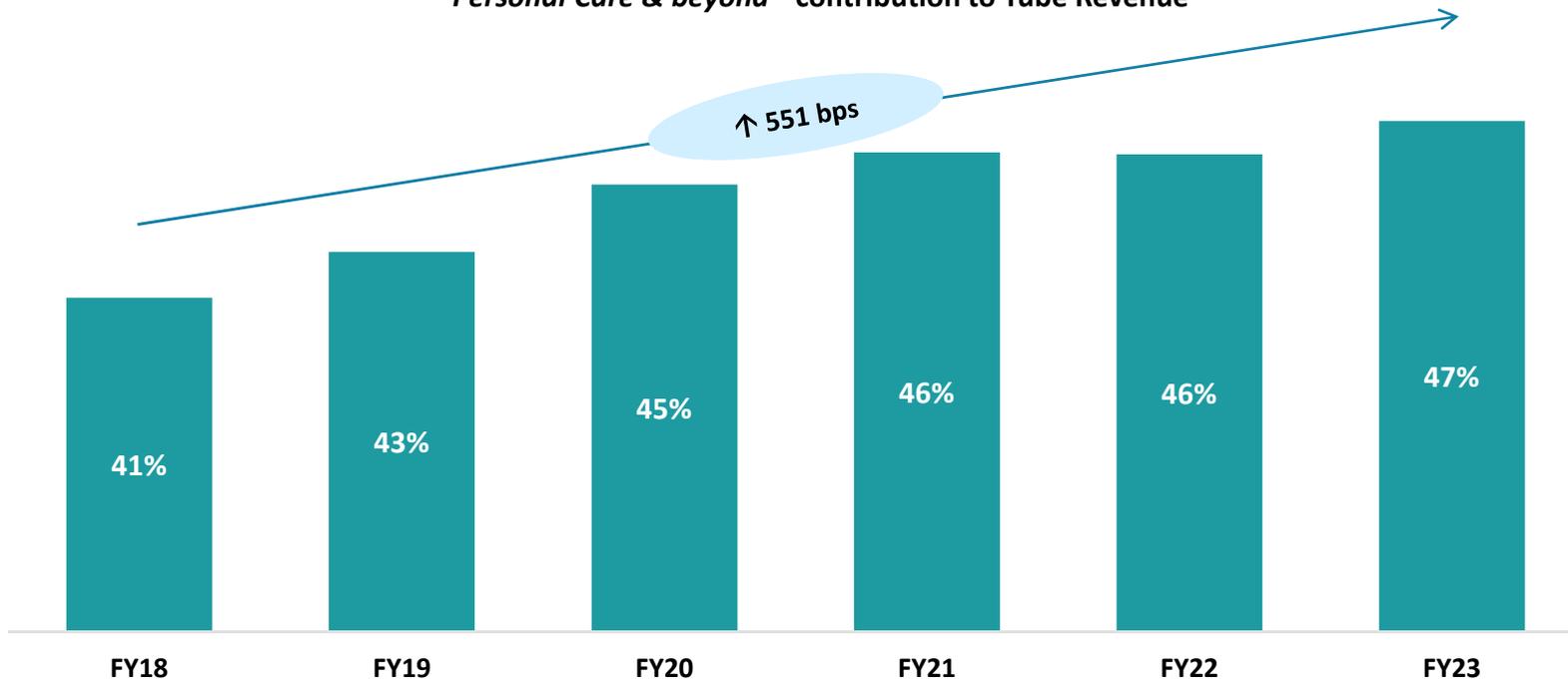
- ▶ Program to enhance organizational effectiveness and efficiency

Leading to quarter on quarter operating margin improvement in the year

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

'Personal Care & beyond'* category contribution stood at 47% in FY23

'Personal Care & beyond'* contribution to Tube Revenue

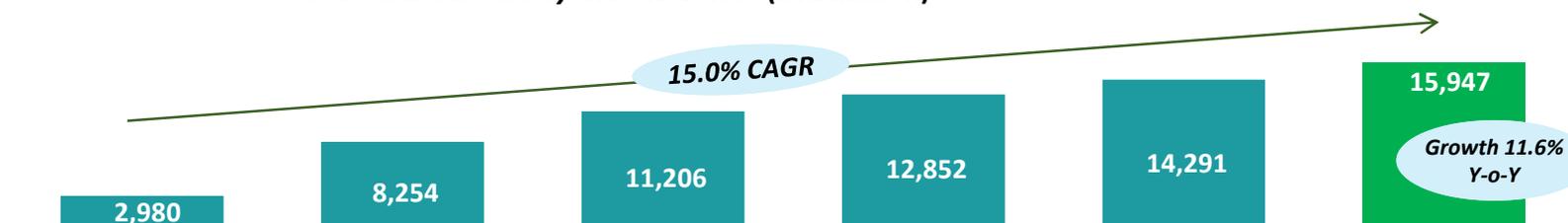


'Personal Care & beyond'* revenue growth higher than Oral Care

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

'Personal Care & beyond'* category has grown at a 15% CAGR over the last 12 years and continues to be the major growth driver for EPL in FY23

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

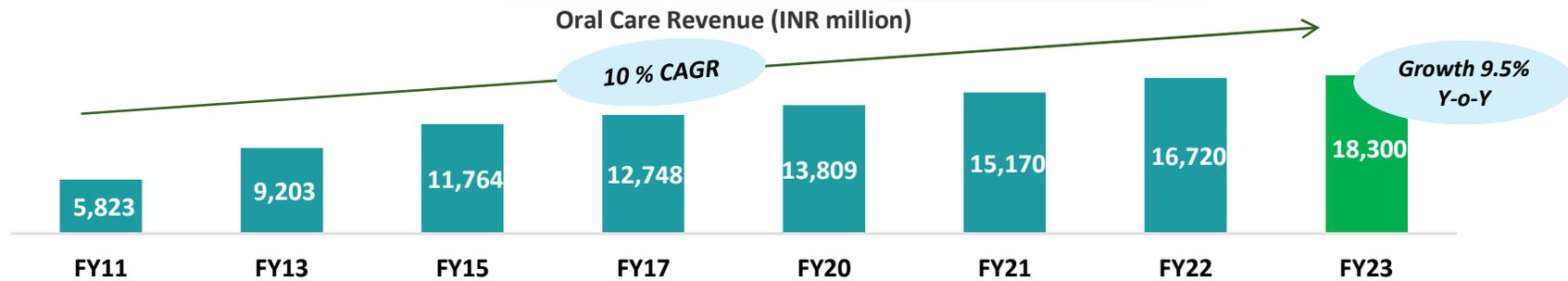


Sub-categories	FY11	FY15	FY20	FY21	FY22	FY23
Face Care	✓	✓	✓	✓	✓	✓
Hair Care	✗	✗	✓	✓	✓	✓
OTC Medication #	✗	✓	✓	✓	✓	✓
Prescription Medication #	✗	✗	✓	✓	✓	✓
Food	✗	✓	✓	✓	✓	✓
Home	✗	✗	✓	✓	✓	✓
Hygiene Products #	✗	✗	✓	✓	✓	✓
Eye Care	✗	✗	✓	✓	✓	✓
Hand Cream	✗	✗	✓	✓	✓	✓
New Applicator (B&C)	✗	✗	✗	✓	✓	✓
Grease / gear oil	✗	✗	✗	✗	✗	✓

Actively Pursuing → (FY23)

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

Established Global Leadership in Oral Care with the segment demonstrating steady long-term revenue growth at a CAGR of 10.1%



Customers



Market Positioning

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

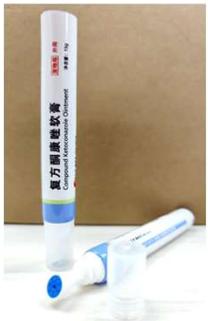
#1

Business highlights

1. Wallet share gain with marquee global consumer companies
2. Market share gain from regional players in China
3. Partial recovery of travel and sample tubes leading to Oral care growth in Americas
4. Commercialized five brands with sustainable Platina tubes globally

Sustained momentum on new business wins through innovation and sustainable offerings

Venturing into new categories



China - NJ
Weite
Ointment
with
silicon
massage
head

India – Krazy
Line
Cockroach gel



Strengthening Sustainability Platina



India –
Radisson
Conditioner



India –
Sensodyne

Disruption



China – UMT primer
base cream with
oval airless pump
tube

Awards



“Best company to work for “ in the manufacturing sector at the Iconic Platinum Awards by feather Touch



“Best Employer Brand Award” at National Best Employer Brands 2022



Two National Awards for excellence in Packaging – Indiastar and Pacmachine 2022 Awards

1. Food Packaging - Wingreen 50 dia tube
2. Pharmaceutical Packaging - Acnedap plus tube with silicon valve



Runner-up for the 'Commitment to Environmental Excellence Award' at the 6th Annual HSE Strategy Summit & Awards 2023

Brazil Update

- Production commenced
- Ramp up of production from Q1FY24



- Q4FY23 Highlights and Financial Performance
- Costs and Comprehensive Margin Improvement Plan
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EPL awarded Gold in 2023 EcoVadis Sustainability assessment

ecovadis

EPL LTD (GROUP)

has been awarded a

Gold medal

as a recognition of their EcoVadis Rating

- MAY 2023 -



Ranking amongst companies rated by EcoVadis

Overall score

In the top **5%** of the 90,000 companies from 160 countries
In the top **3%** of companies in the Manufacture of plastics products industry

Environment

In the top **13%** of companies in the Manufacture of plastics products industry

Labour & Human Rights

In the top **9%** of companies in the Manufacture of plastics products industry

Sustainable Procurement

In the top **2%** of companies in the Manufacture of plastics products industry

Ethics

In the top **6%** of companies in the Manufacture of plastics products industry

Sustainability: ~2.5x sustainable tubes delivered in FY23

Product Sustainability

- ▶ Emergence of Platina as a benchmark for Sustainable Solutions and a market success across all categories
- ▶ 2.5x sustainable tubes delivered in FY23; ~10% of total tubes
- ▶ Plan to double the sale of sustainable tubes in FY24



Process Sustainability

- ▶ Maintained CDP 'A' Leadership rating on supplier engagement; best in packaging industry
- ▶ Runner-up for the 'Commitment to Environmental Excellence Award' at the esteemed 6th Annual HSE Strategy Summit & Awards 2023.



Sustainability : “Leading the Pack”



EPL Third sustainability report launched
Download at : <https://www.eplglobal.com/sustainability/>

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. Plastic waste interactive awareness session with schoolchildren in Vadavali village
2. Benches made of recycled plastic waste donated at Vasind railway station



Skill Development :

- 242 apprentices with diverse skillset in training to improve their employability
- The picture shows PWD (person with disability) apprentices clapping in sign language as they become permanent employees with EPL Ltd.

Community Welfare

1. Maths lab at KEM School, Vadavali, Wada
2. Classrom at ZP School, Bhatsai, vasind



- Q4FY23 Highlights and Financial Performance
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Looking Ahead: Double digit revenue growth with margin improvement

- 1 Deliver double-digit revenue growth**
- 2 Drive recovery in EAP; expected recovery of economy post Covid**
- 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 Targeting to double sustainable tubes volume next year with continued focus on customer conversion to sustainable solutions**

We remain cautiously optimistic about the future

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

- Q4FY23 Highlights and Financial Performance
- Costs and Comprehensive Margin Improvement Plan
- Progress on Sustainability
- Looking Ahead
- **Appendix**

Q4FY23: Adjusted EBITDA and PAT

(INR million)

<i>Adjustments</i>	EBITDA	PAT ¹
Reported Q4FY23 numbers	1,670	880
• TSA ² related expenses	+40	+30
• ESOP related cost	+14	+14
• One time acquisition/ merger/ FX/ patent related costs	-	+69
Adjusted Q4FY23 numbers	1,724	993
Reported Q4FY22 numbers	1,353	487
• TSA ² related expenses	+40	+30
• ESOP related cost	+26	+26
• One time acquisition/ merger/ patent related costs	+13	+13
Adjusted Q4FY22 numbers	1,433	557
Like for Like Y-o-Y Growth (%)	20.3%	78.2%

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

Q4FY23 Performance – AMESA and EAP

(INR million)

AMESA			
Particulars	Q4FY23	Q4FY22	% change
Revenue	3,379	3,141	7.6%
EBITDA	805	571	40.9%
EBITDA %	23.8%	18.2%	
EBIT	472	336	40.3%
EBIT %	14.0%	10.7%	
EAP			
Particulars	Q4FY23	Q4FY22	% change
Revenue	2,141	1,971	8.6%
EBITDA	386	291	32.7%
EBITDA %	18.0%	14.8%	
EBIT	248	160	55.0%
EBIT %	11.6%	8.1%	

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

Q4FY23 Performance – Americas and Europe

(INR million)

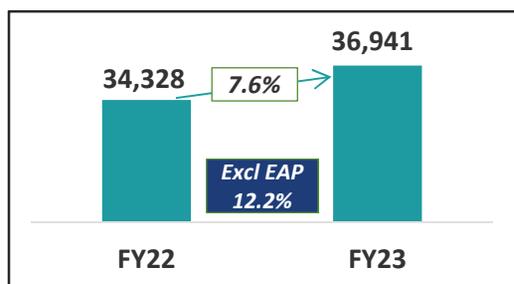
Americas			
Particulars	Q4FY23	Q4FY22	% change
Revenue	2,299	1,964	17.1%
EBITDA	257	311	-17.3%
EBITDA %	11.2%	15.8%	
EBIT	97	192	-49.5%
EBIT %	4.2%	9.8%	
Europe			
Particulars	Q4FY23	Q4FY22	% change
Revenue	2,502	2,086	19.9%
EBITDA	288	252	14.1%
EBITDA %	11.5%	12.1%	
EBIT	137	108	26.9%
EBIT %	5.5%	5.2%	

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

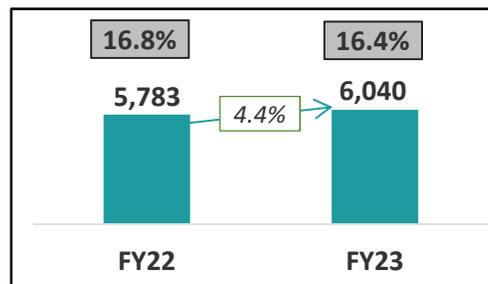
FY23 Consolidated Financial Highlights

(INR million)

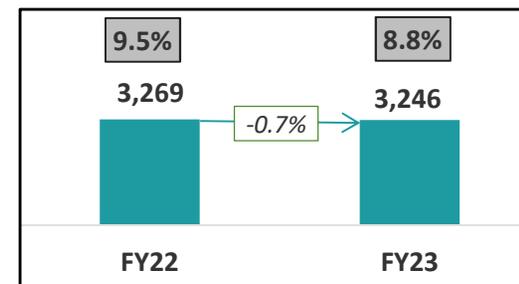
Revenue from Operations



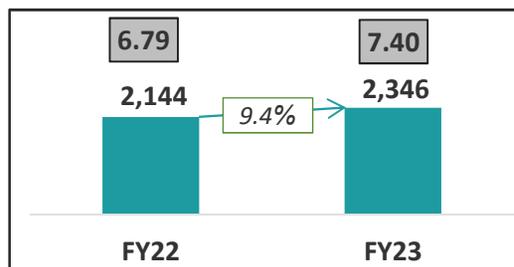
EBITDA¹ and EBITDA Margins



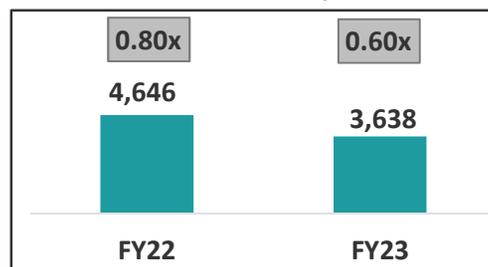
EBIT and EBIT Margins



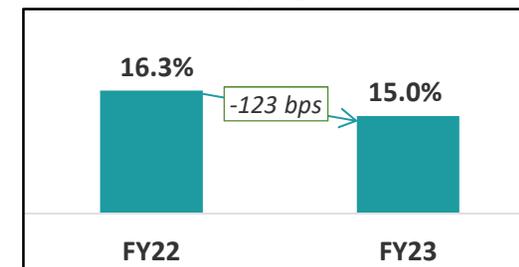
PAT² and EPS (INR)



Net Debt and Net Debt/ LTM EBITDA



ROCE³



66 bps higher than Q3FY23

- ▶ Revenue growth of 12.2% excl EAP. AMESA (+11.7%), Americas (+19.0%), Europe (+12.7%); EAP (-1.5%)
- ▶ EBITDA margin improved sequentially quarter over quarter during FY23

(1) EBITDA excludes foreign exchange loss of INR 212 mn for FY23 (INR 22 mn for FY22)

(2) Excluding exceptional items. PAT growth partly enabled by tax credits pertaining to earlier years

(3) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis and adjusted for INR 160 mn for Mar 23 and Mar 22 of Transition Services Agreement (TSA) related expense and INR 110 mn for Mar 23 (INR 122 mn for Mar 22) of ESOP related expenses

EPL – Capital Efficient, Sustainable Revenue Growth

(INR million)

		FY22	FY23	Growth	
Growth¹	Revenue	34,328	36,941	7.6%	Revenue growth excluding EAP at 12.2%
	Adjusted EBITDA	6,102	6,313	3.5%	
	Adjusted EPS (INR)	7.78	8.57	10.2%	
Capital Efficiency		As of Mar 22	As of Mar 23		
	ROCE ²	16.3%	15.0%	-123 bps	
	Net Debt	4,646	3,638		
		FY22	FY23		
	Capex	2,755	2,308		

(1) Refer page 31 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 Mar 23 and Mar 22 of Transition Services Agreement (TSA) related expense and INR 110 mn for Mar 23 (INR 122 mn for Mar 22) of ESOP related expenses

FY23: Adjusted EBITDA and PAT

(INR million)

<i>Adjustments</i>	EBITDA	PAT¹
Reported FY23 numbers	6,040	2,346
• TSA ² related expenses	+160	+120
• ESOP related cost	+110	+110
• One time acquisition/ merger/ FX/ patent related costs	+3	+142
Adjusted FY23 numbers	6,313	2,718
Reported FY22 numbers	5,783	2,144
• TSA ² related expenses	+160	+120
• ESOP related cost	+123	+123
• One off asset revaluation / write down by Associate company		+59
• China Tax	-	-20
• One time acquisition/ merger/ patent related costs	+36	+33
Adjusted FY23 numbers	6,102	2,459
Like for Like Y-o-Y Growth (%)	3.5%	10.5%

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

FY23 Regional performance

(INR million)

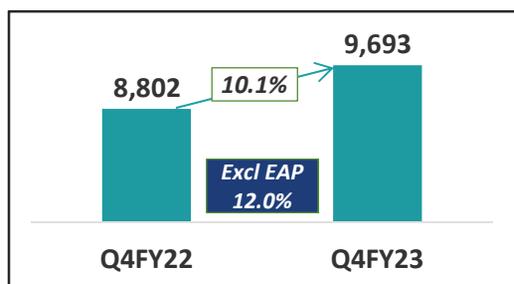
	<u>Revenue</u>	<u>YoY Growth</u>	<u>EBITDA¹</u>	<u>Margin</u>
AMESA	13,692	11.7%	2,829	20.7%
EAP	8,498	-1.5%	1,749	20.6%
Americas	8,758	19.0%	1,044	11.9%
Europe	8,435	12.7%	778	9.2%

(1) EBITDA is adjusted for ESOP cost for all the regions and also TSA related cost for AMESA

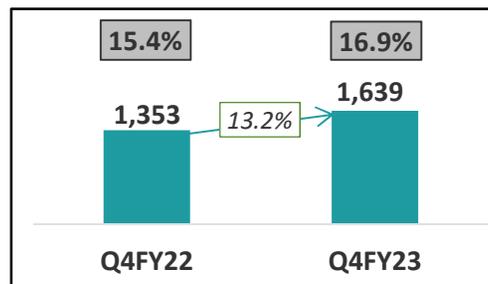
Q4FY23 Consolidated Financial Highlights *including Brazil*

(INR million)

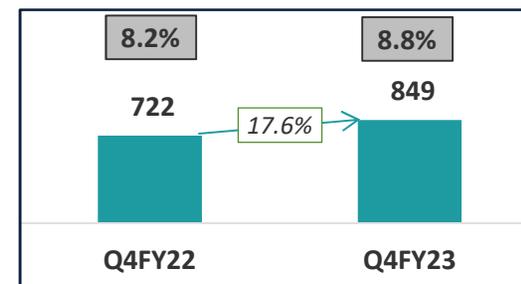
Revenue from Operations



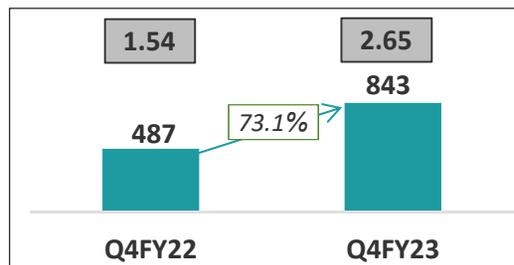
EBITDA¹ and EBITDA Margins



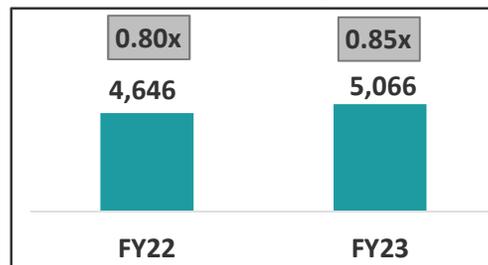
EBIT and EBIT Margins



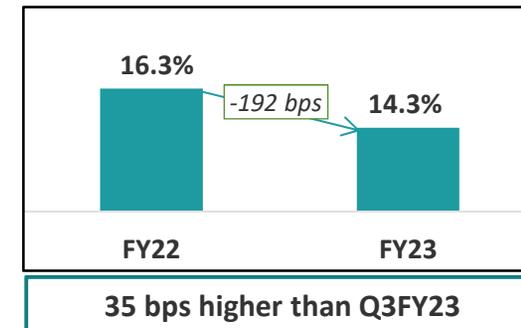
PAT² and EPS (INR)



Net Debt and Net Debt/ LTM EBITDA



ROCE³



- ▶ Revenue growth across all regions. AMESA (+7.6%), EAP (+8.6%), Americas (+17.1%), Europe (+19.9)
- ▶ EBITDA margin at 16.9%; increase of 154 bps YoY and 34 bps sequentially

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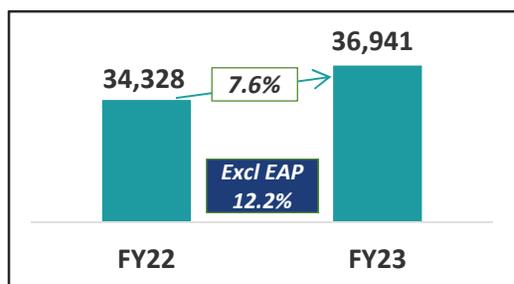
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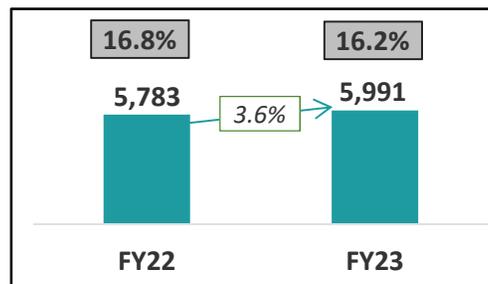
FY23 Consolidated Financial Highlights *including Brazil*

(INR million)

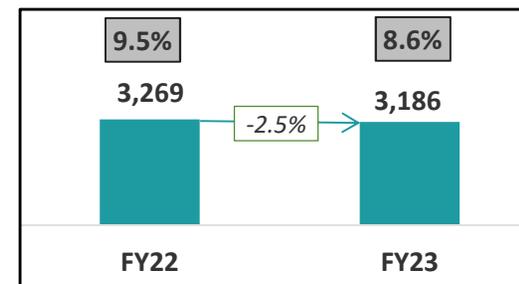
Revenue from Operations



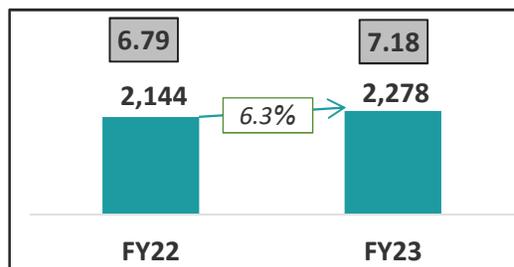
EBITDA¹ and EBITDA Margins



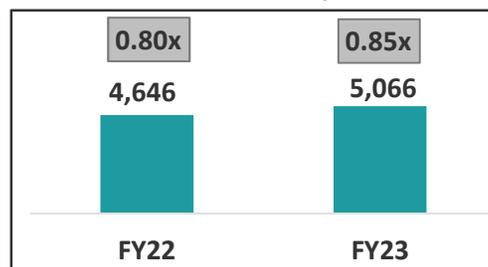
EBIT and EBIT Margins



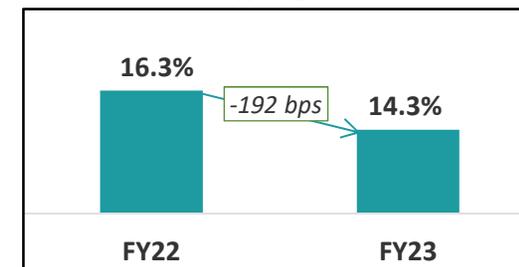
PAT² and EPS (INR)



Net Debt and Net Debt/ LTM EBITDA



ROCE³



- ▶ Revenue growth of 12.2% excl EAP. AMESA (+11.7%), Americas (+19.0%), Europe (+12.7%); EAP (-1.5%)
- ▶ EBITDA margin improved sequentially quarter over quarter during FY23

(1) EBITDA excludes foreign exchange loss of INR 213 mn for FY23 (INR 22 mn for FY22)

(2) Excluding exceptional items. PAT growth partly enabled by tax credits pertaining to earlier years

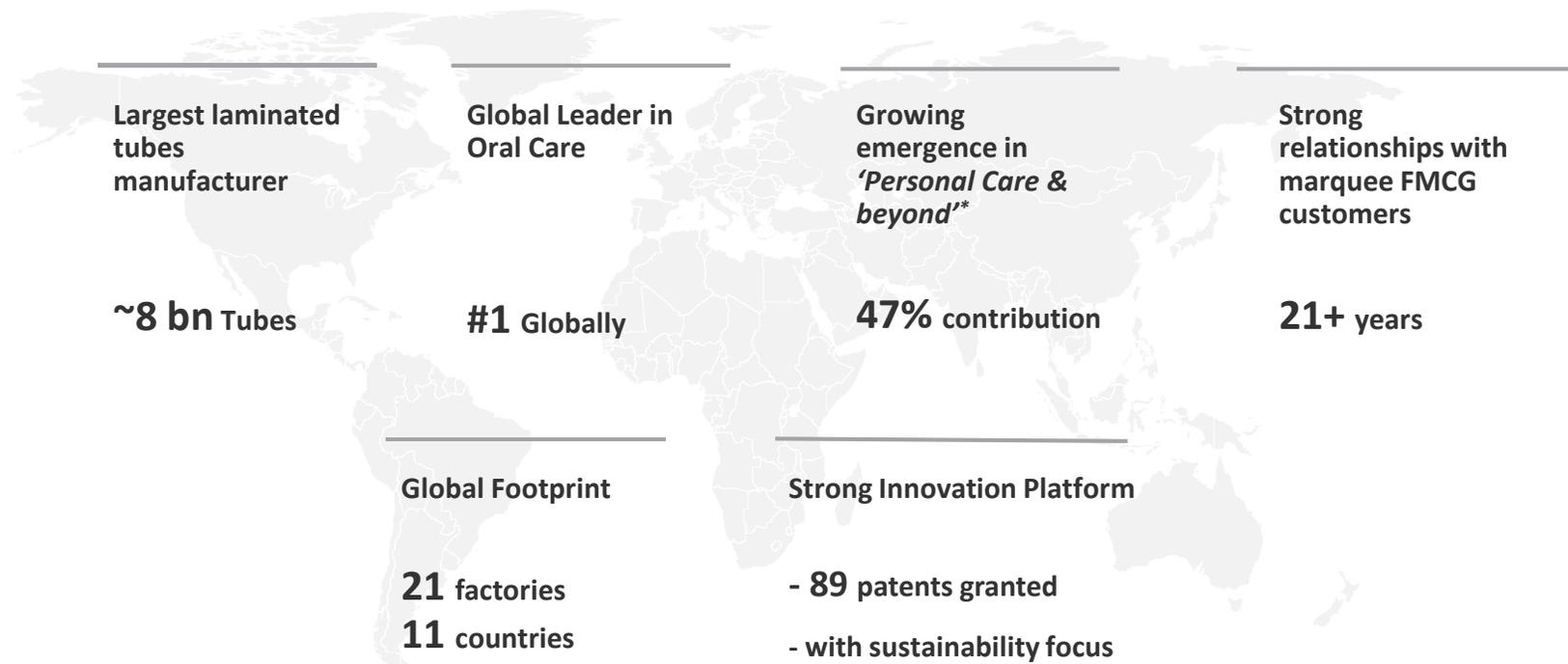
(3) Return on Capital Employed, defined as EBIT / Average Capital Employed, on a trailing twelve month basis and adjusted for INR 160 mn for Mar 23 and Mar 22 of Transition Services Agreement (TSA) related expense and INR 110 mn for Mar 23 (INR 122 mn for Mar 22) of ESOP related expenses



About EPL

(Formerly known as Essel Propack Limited)

EPL: Company Overview



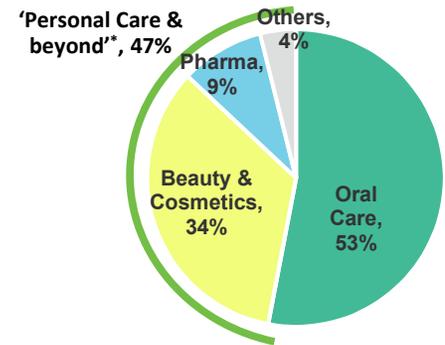
* *'Personal Care and beyond'* includes Beauty & Cosmetics, Pharma etc

Note: Numbers on this page are as of 31 March, 2023

EPL Caters to Marquee Customers Across Trillion Dollar Categories



Tube revenue split (FY23)



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 ten 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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