

August 5, 2025

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

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 ended on June 30, 2025.

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

Encl.: As above

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EPL LIMITED

(Formerly known as Essel Propack Limited)

Q1FY26 Earnings Presentation

Great Place To Work®

Certified across 6 countries

GOLD | Top 5%

ecovadis

Sustainability Rating

JUN 2024

Now in Top 2%



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

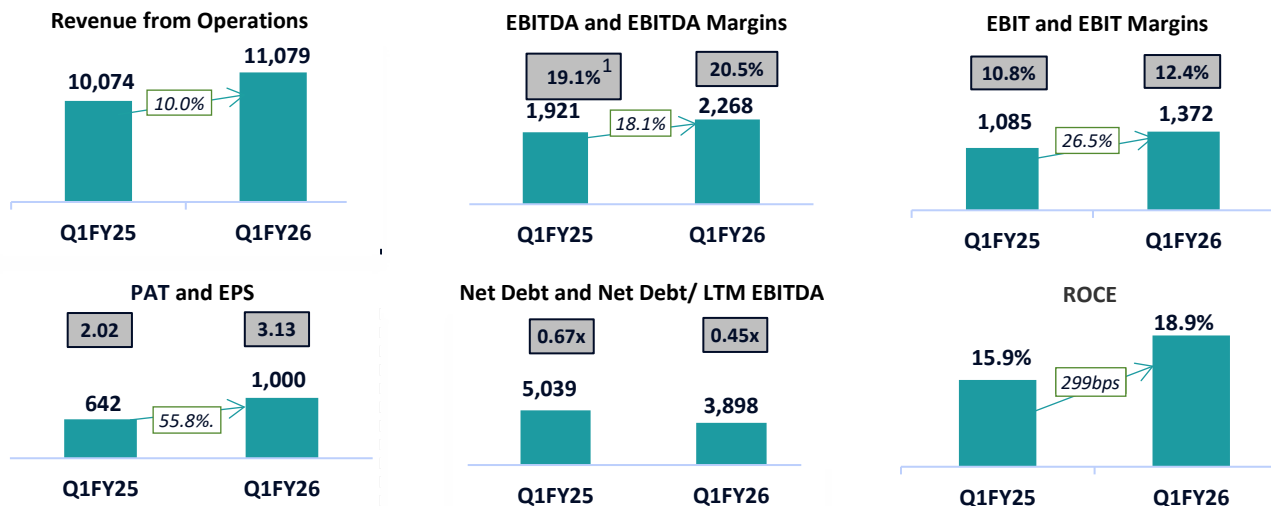
- **Q1FY26 Highlights and Financial Performance**
- **Update on Key Initiatives**
 - Growth Drivers
 - Sustainability: Product, Process, People
- **Awards and Recognition**
- **Looking Ahead**
- **Appendix**

Q1FY26: Strong quarter with 10.0% revenue, 18.1% EBITDA and 55.8% PAT Growth

- 1 Delivered strong revenue growth of 10.0% driven by double digit growth in 3 regions (Americas, Europe & EAP). Strong momentum in 'Personal Care & beyond' with 27.9% growth powered by B&C growth of 35%.
- 2 EBITDA margin at 20.5%, an expansion of 140bps YoY. Absolute EBITDA grew by 18.1%.
- 3 PAT has grown by a robust 55.8%. EPS grows to Rs.3.13/share vs PY of Rs.2.02/share.
- 4 Net Debt/EBITDA ratio improved significantly to 0.45x vs 0.67x (YoY).
- 5 Return on Capital Employed ('ROCE') increased to 18.9% with YoY increase of 299 bps.

Q1FY26 Consolidated Financial Highlights

(INR million)



- ▶ Revenue growth by region – AMESA (+1.7%), India Standalone (+1.3%), EAP (+9.6%), Americas (+13.2%), Europe (+15.5%)
- ▶ EBITDA margin at 20.5%, an expansion of 140bps YoY

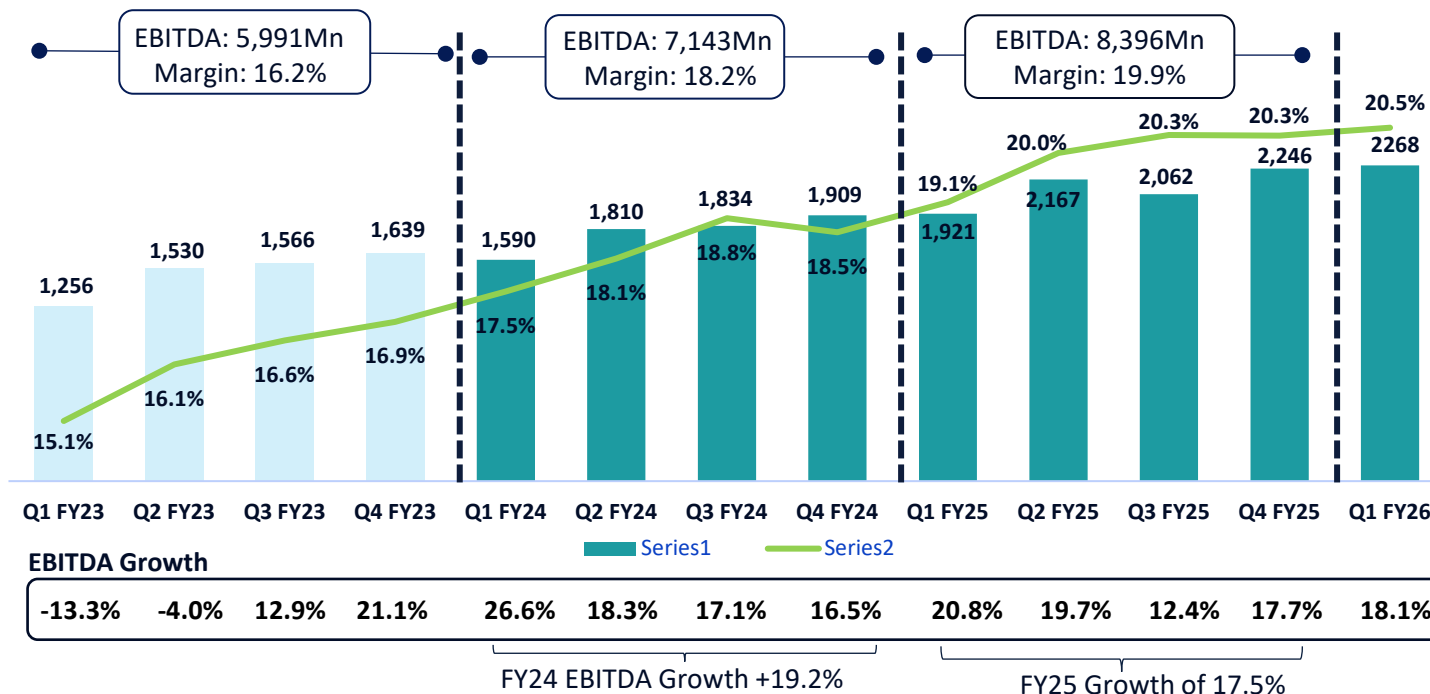
¹ EBITDA is excluding Fx gain/(loss). In the publication Fx gain is included in Other income and Fx losses are part of Other Expenses.
Forex loss of 63mn in Q1FY25 vs gain of 40mn in Q1FY26

Key Growth and Capital Efficiency KPIs

(INR million)

Growth		Q1FY25	Q1FY26	Growth
	Revenue	10,074	11,079	10.0%
	EBITDA	1,921	2,268	18.1%
	EPS (INR)	2.02	3.13	55.0%
Capital Efficiency		As of Jun 24	As of Jun 25	
	ROCE	15.9%	18.9%	
	Net Debt	5,039	3,898	
		Q1FY25	Q1FY26	
	Capex	442	857	

20%+ margin in last 4 quarters, 540bps margin expansion over the last 12 quarters



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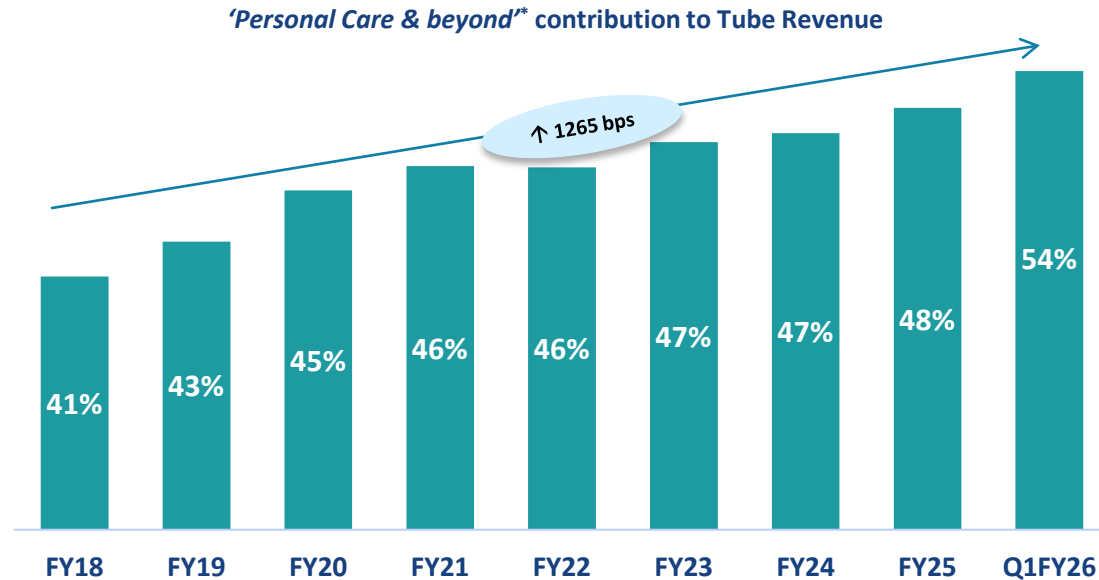
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Accelerating Growth Momentum

- 1 **B&C* Performance:** Delivered 35% growth this quarter fueled by strong momentum across regions. With continued strategic focus and execution discipline, we remain confident in sustaining double digit growth.
- 2 **AMESA – Strong B&C growth** offsets soft oral demand leading to overall revenue growth of 1.7%. Oral care is showing path of improvement which will support in growth going forward.
- 3 **EAP – Robust growth** in the quarter driven by strong performance across portfolio. Thailand greenfield plant on track for commercialization by H2FY26.
- 4 **Americas:** Continued double digit performance with strong revenue delivery across countries. Brazil capacity expansion completed towards Q1FY26 end. Solid B&C momentum continues in the region.
- 5 **Europe:** Robust revenue growth of 15%+ driven by strong B&C momentum.

These initiatives will help build and sustain double-digit revenue growth

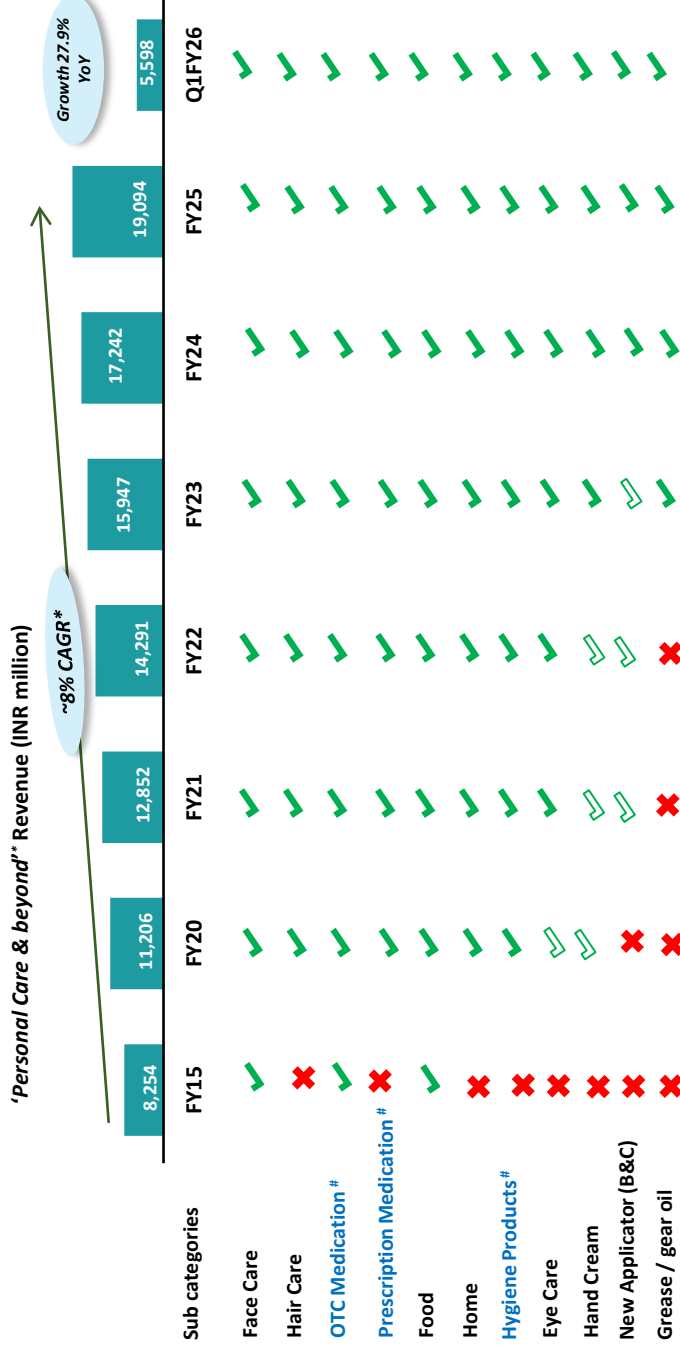
'Personal Care & beyond'* category contribution stood at 54% in Q1FY26



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

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

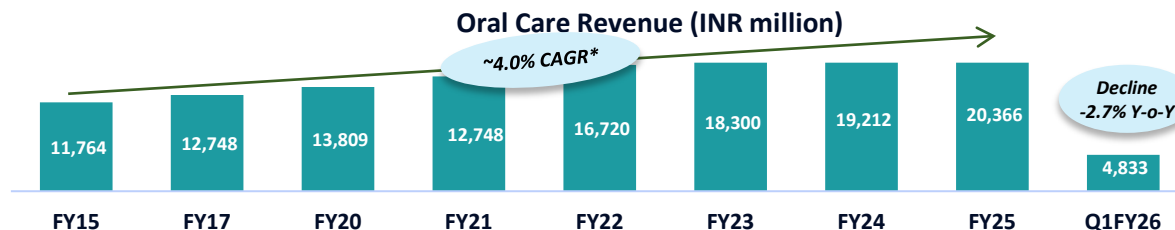
‘Personal Care & beyond’* category has grown at ~8% CAGR* over the last 11 years and continues to be the major growth driver for EPL with 27.9% growth in Q1FY26



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

Pharma

Established Global Leadership in Oral Care with revenue growth at a CAGR of~ 4.0%



Oral decline due to category softness in Ames and few other markets likely to improve in coming quarters

Customers

Colgate



薇美姿
WEIMEIZI

PATANJALI
Pranati de Aashram



Liby

Amway

#1

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

Business highlights

1. Acceleration of commercialization of sustainable Platina tubes globally
2. Co creation of sustainable solutions to meet customer demands.

Sustained momentum on new business wins through innovation and sustainable offerings

New Capabilities



60 Dia Tubes

Conversions



Bottle to Tube
Honey



Alu to Co ex
Acrylic



Scooter Gear Oil

New Categories



Anti Itch Tube



Spreadable mask

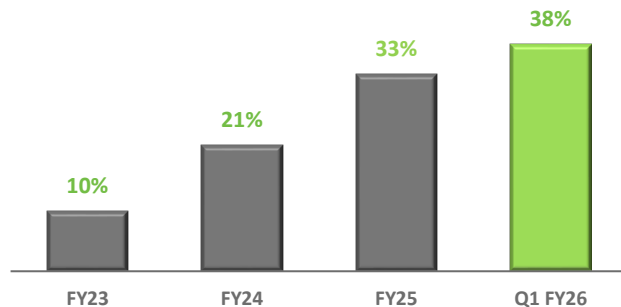
Sustainability: Scaling Up Recyclable Volumes with continuous improvement

Product Sustainability

- ▶ Platina set as a benchmark for sustainable solutions, certified through APR and CIPET.
- ▶ Market success across regions by collaborating with customers to promote sustainable tube adoption.

Recyclable volumes scaling up fast

- ▶ Greater than 1/3rd of our portfolio now comprises of sustainable tubes.



Process Sustainability

- ▶ Retained topmost “ A ” rating in supplier engagement for third consecutive year.
- ▶ Awarded the **highest rating (A)** in CDP's Climate Change and Water Security assessment for 2024
- ▶ Retained our **EcoVadis Gold rating**, with score advancing from 70 to 78, placing us among **the top 2%** of companies globally
- ▶ Received Green (Positive Progress) rating for 3rd consecutive year for achievements on circular economy targets from Ellen Macarthur foundation.



The Association of Plastic Recyclers



People Sustainability: Embracing 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 programs are a step further towards achieving 7 select UN's Sustainable Development Goals (SDGs) and aligned with multiple govt schemes

Plastic Waste Management

2,355 kgs of plastic waste were collected, **90 benches** were donated, and awareness sessions conducted for **1,150 students**

Community Service

Multiple Initiatives in place to support on construction of govt school building, setup of computer lab , library and repair of village roads

Skill Development

On boarded **378 trainees** through our skill development scheme out of which **47%** are female trainees



Key topics

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Awards: Celebrating Excellence in Innovation, Operations , and Sustainability



Won tube of the Year in Europe



IMC Ramakrishna Baja National Quality Performance Excellence Award 2024.



CII Award for Excellence in Disability Inclusion under the Emerging Category

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Looking Ahead: Scale, Profitability and Capital Efficiency

Targets & Initiatives

Double Digit Revenue Growth

- Aggressive B&C Play
- Brazil scale up
- Geographical Expansion with Thailand
- M&A

ROCE 18% → 25%+ by FY29

- Consistent margin improvement
- Robust Capital Deployment model
- Operational Efficiencies in NWC and asset utilization

Driven by Sustainability Led Competitive Advantage

Current Status

- B&C growth accelerated to high double digit
- Brazil continues strong growth; capacity expansion completed
- Thailand plant commercialization in H2 on track

- ROCE in Q1FY26 at 18.9% expanding by 299bps vs Q1FY25
- Confident of delivering target through continued progress across initiatives

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Q1FY26 Performance – AMESA and EAP

(INR million)

AMESA			
Particulars	Q1FY25	Q1FY26	% change
Revenue	3,677	3,739	1.7%
EBITDA	701	714	1.9%
EBITDA %	19.1%	19.1%	
EBIT	430	420	-2.3%
EBIT %	11.7%	11.2%	

EAP			
Particulars	Q1FY25	Q1FY26	% change
Revenue	2,448	2,682	9.6%
EBITDA	536	579	8.0%
EBITDA %	21.9%	21.6%	
EBIT	392	426	8.7%
EBIT %	16.0%	15.9%	

India revenue growth of 1.3% vs Q1FY25 due to sluggish FMCG demand particularly affecting oral segment.
India margin for Q1 FY26 is at 18.6% (Q1 FY25 at 18.0%) with growth of 4.7% vs PY.

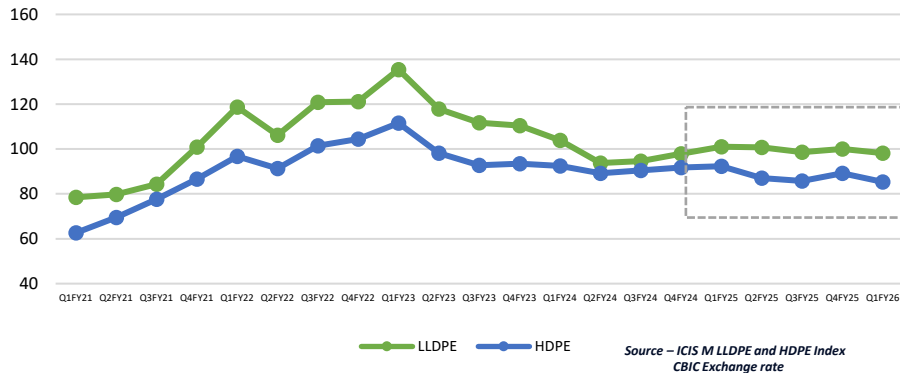
Q1FY26 Performance – Americas and Europe

(INR million)

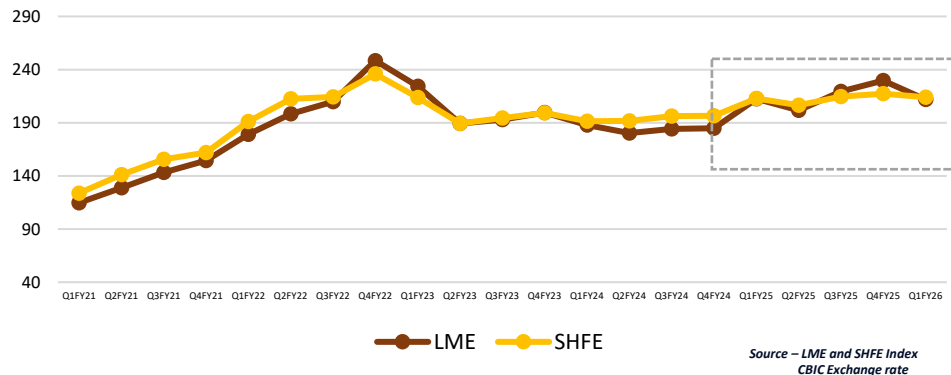
Americas			
Particulars	Q1FY25	Q1FY26	% change
Revenue	2,589	2,930	13.2%
EBITDA	408	551	35.0%
EBITDA %	15.8%	18.8%	
EBIT	169	305	80.5%
EBIT %	6.5%	10.4%	
Europe			
Particulars	Q1FY25	Q1FY26	% change
Revenue	2,316	2,674	15.5%
EBITDA	314	478	52.2%
EBITDA %	13.6%	17.9%	
EBIT	135	277	105.2%
EBIT %	5.8%	10.4%	

Polymer prices comparatively stable in last 4 quarters, aluminum foil witnesses a marginal change

Polymer INR/kg



Aluminium Foil INR/kg

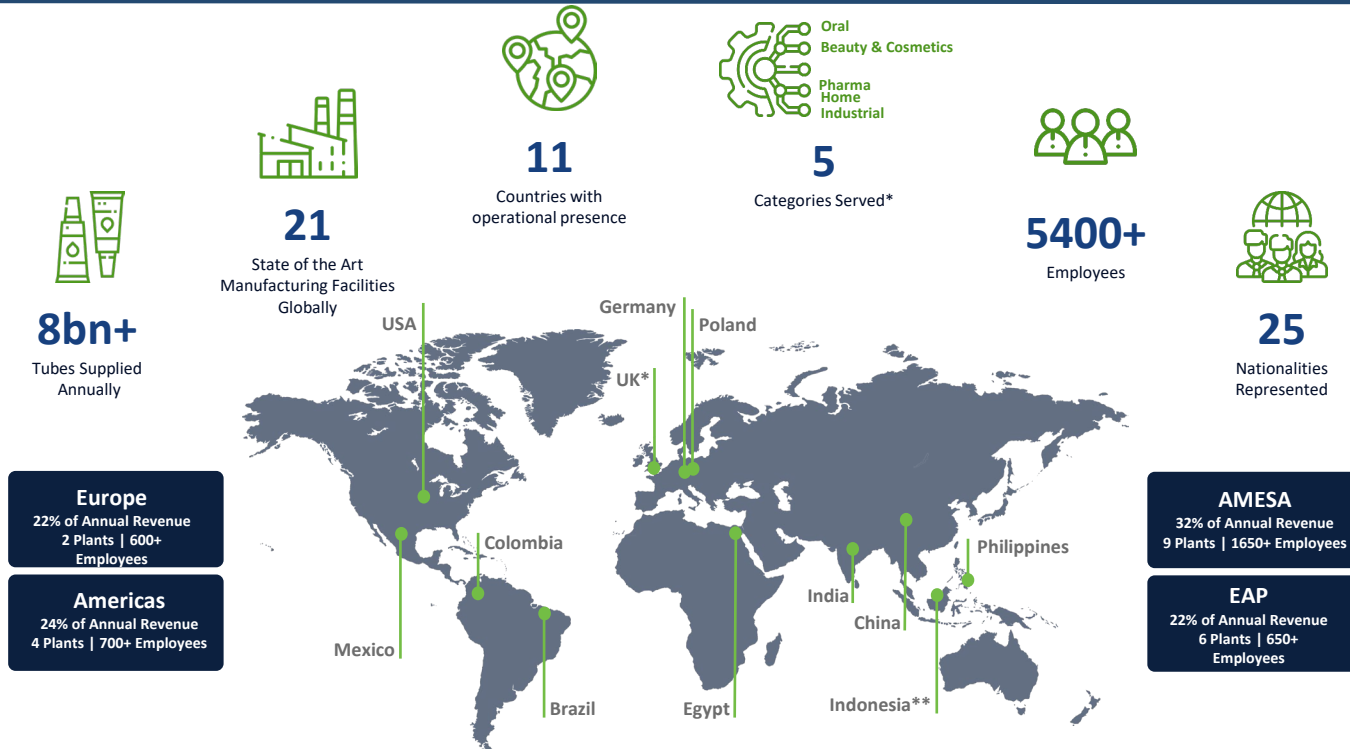


- ▶ Polymer prices have remained stable in the current quarter; however, the prices remain higher than pre-Covid level.
- ▶ Aluminum Prices have slightly decreased from last quarter.

About EPL

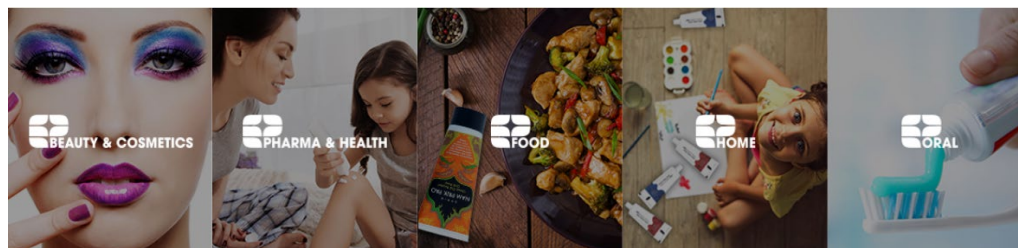
(Formerly known as Essel Propack Limited)

EPL: Company Overview

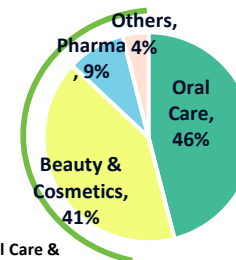


*all non oral categories will be referred to as "Personal care & Beyond"

EPL Caters to Marquee Customers Across Trillion Dollar Categories



Tube revenue split (Q1 FY 26)



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

Watch our Latest Video to Gain Valuable Insights into EPL's Evolution and Impact



LinkedIn: <https://www.linkedin.com/company/epl-limited>
Youtube: https://youtu.be/xao65I_xtak?si=N5EluuhcZhQucRK-

About EPL

EPL is the largest global specialty packaging company, manufacturing laminated plastic tubes catering to the FMCG and Pharma space. Employing over 3,500+ 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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Thank You

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