

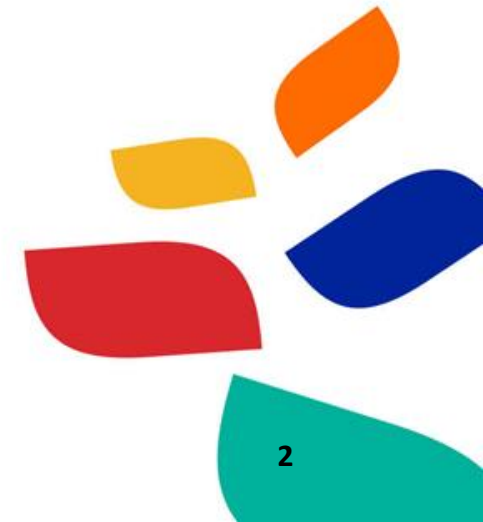


Essel Propack Limited

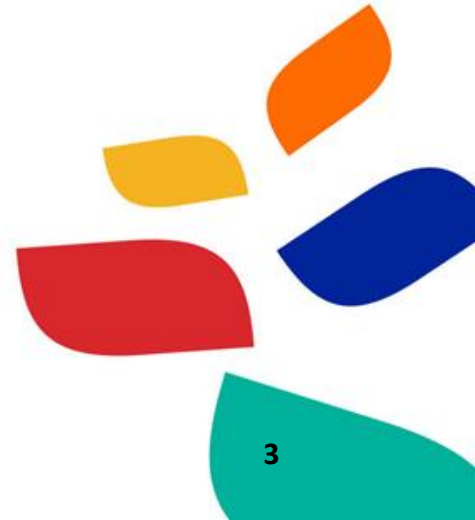
Q4FY19 Earnings Update



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.



Essel Propack Proposition

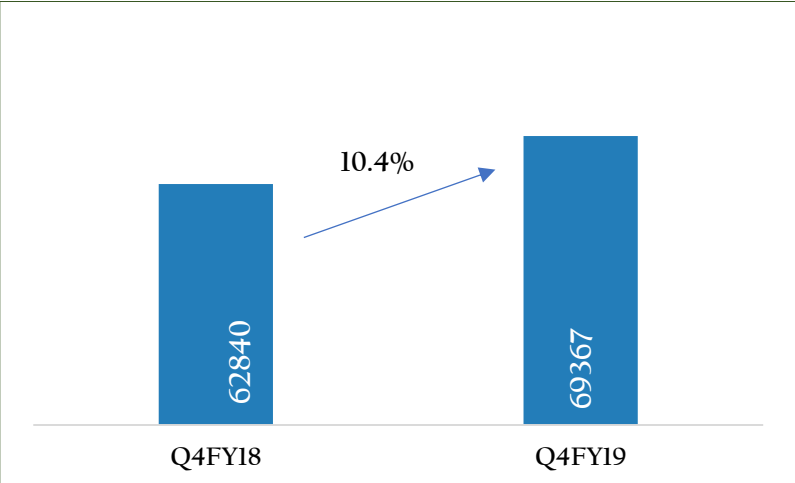


Consolidated Financial Highlights

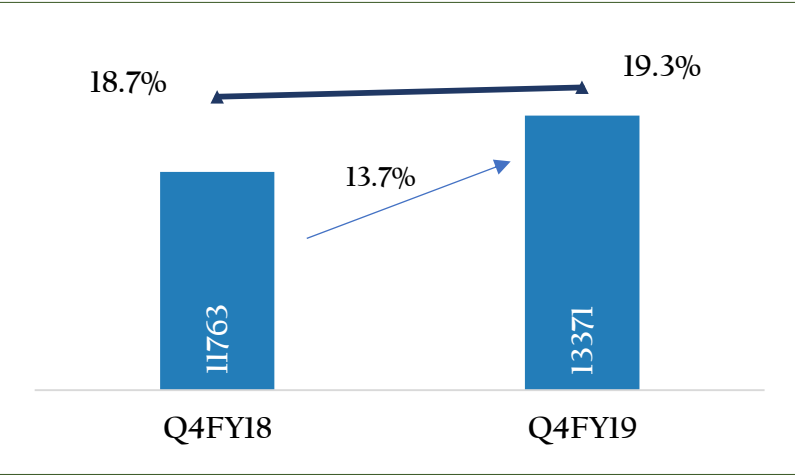
Q4FY19

(INR Lacs)

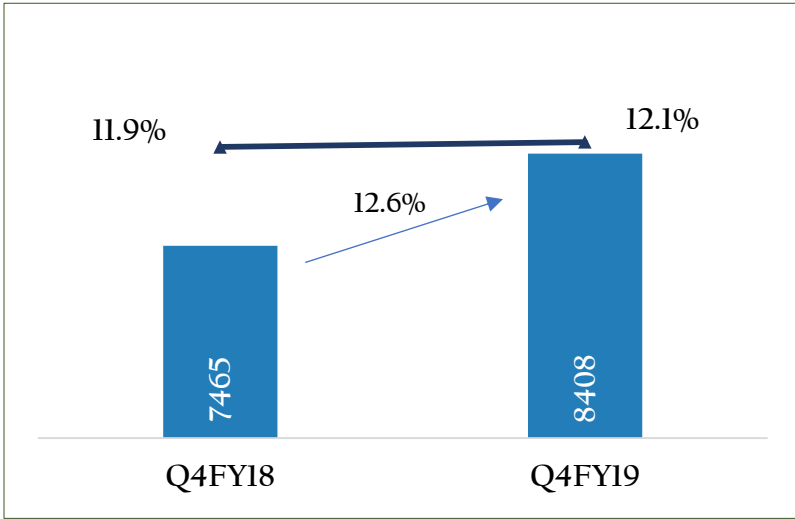
Total Income from Operations



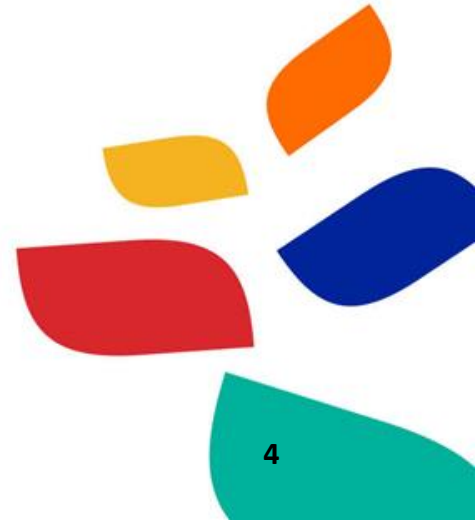
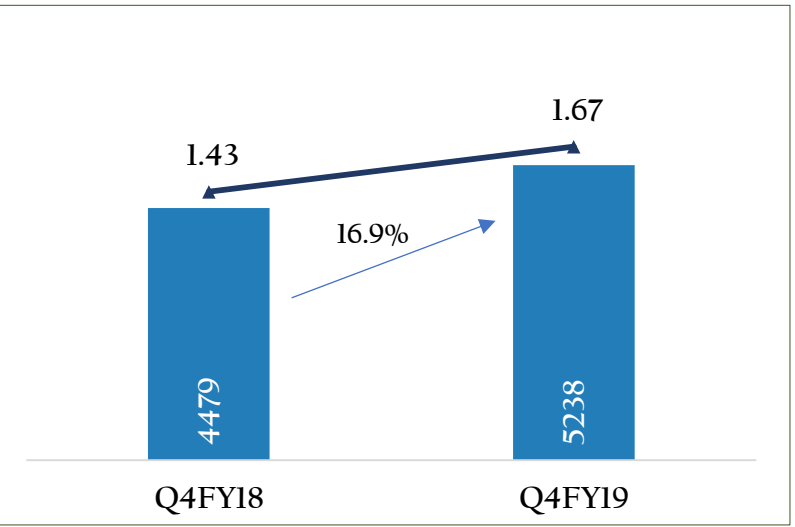
EBITDA and EBITDA Margins



EBIT and EBIT Margins



PAT and EPS# (in INR)



EPS adjusted for 1:1 Bonus announced by the company in FY19.

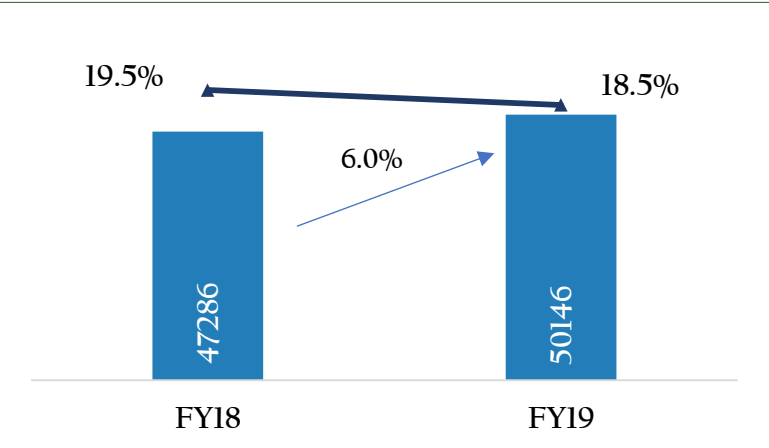
Consolidated Financial Highlights FY19

(INR Lacs)

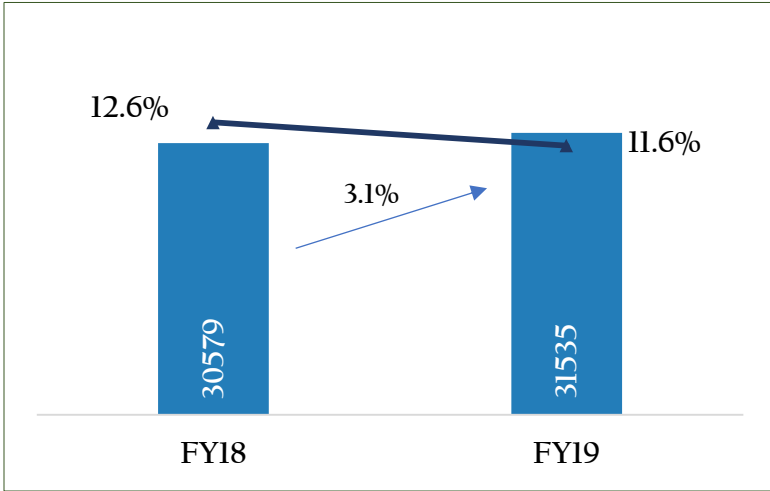
Total Income from Operations*



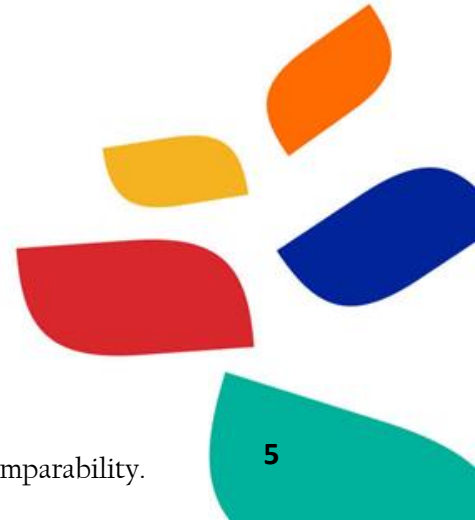
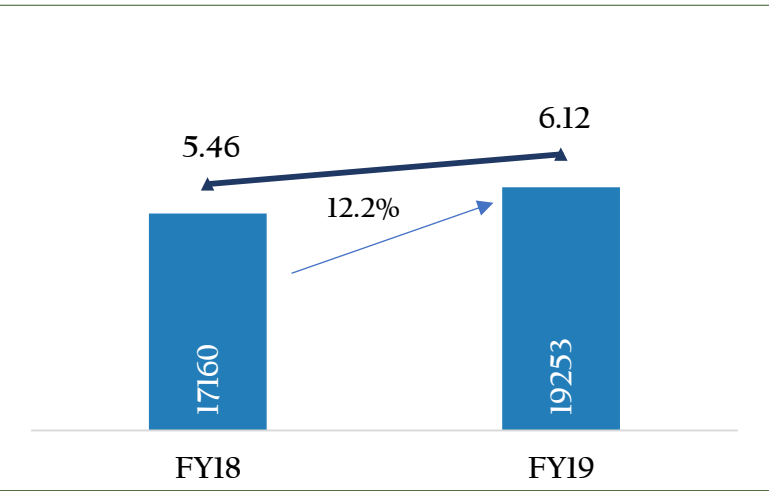
EBITDA and EBITDA Margins



EBIT and EBIT Margins



PAT and EPS# (in INR)



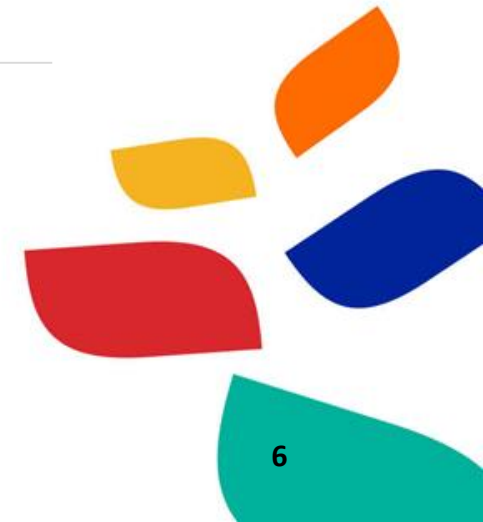
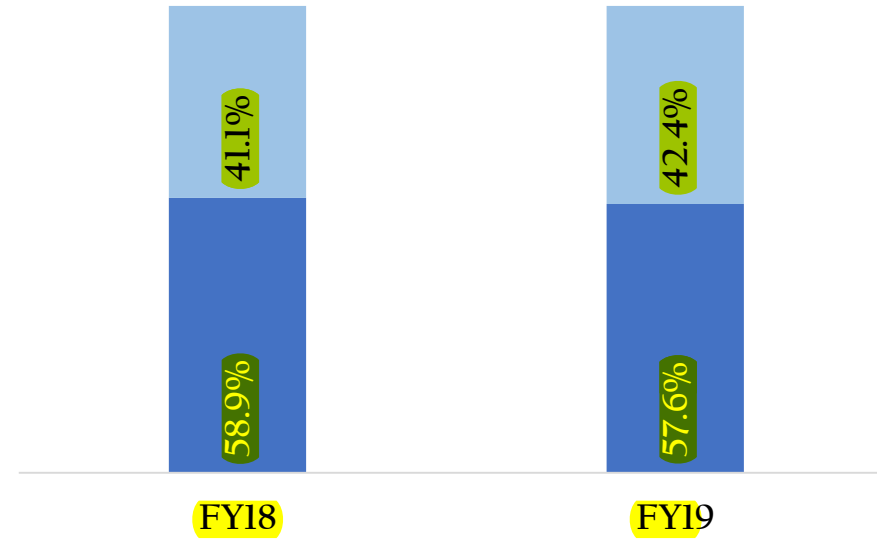
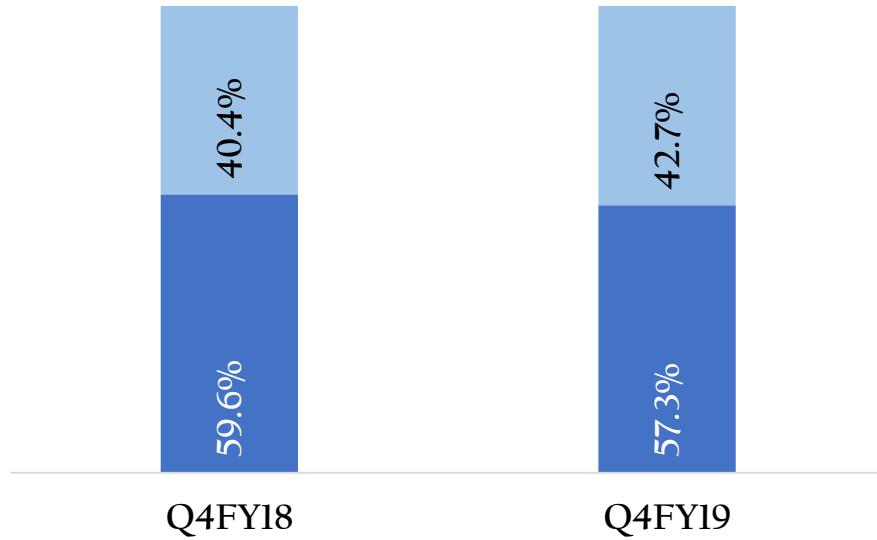
*YTD Revenue reported is exclusive of GST/ Excise Duty recovery to make the same comparable; accordingly margin % have been restated for comparability.

EPS adjusted for 1:1 Bonus announced by the company in FY19.

Category-wise Revenue

■ Oral Care ■ Non-oral Care

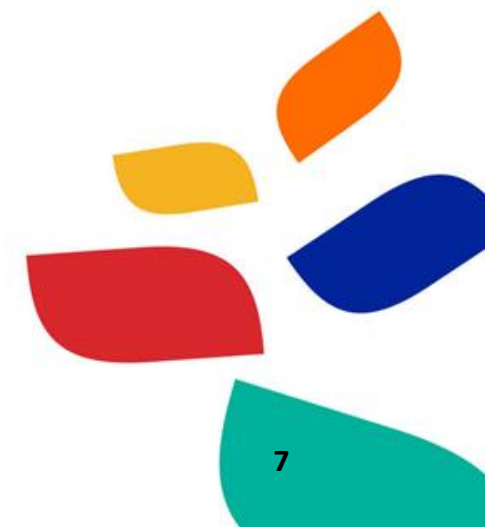
■ Oral Care ■ Non-oral Care



Key Highlights

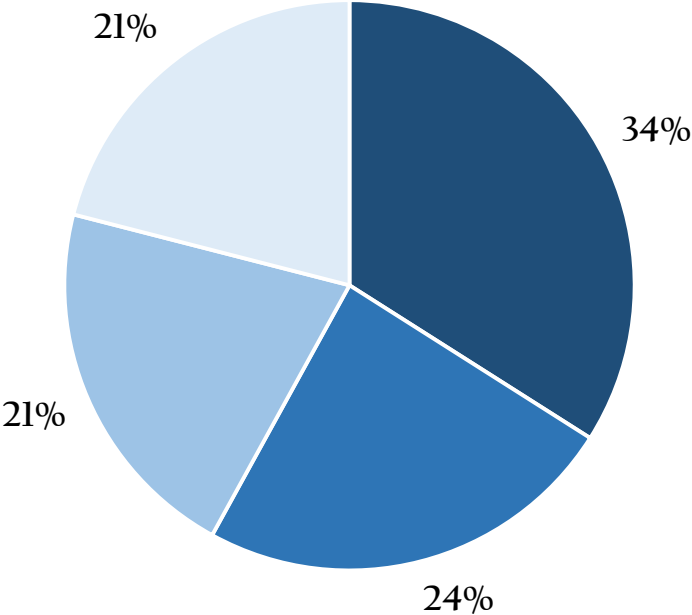


- On 22nd April 2019, private equity funds managed by Blackstone have entered into a definitive agreement with promoters of the Company to purchase 51% stake in the Company. The transaction is expected to complete in the coming months, subject to customary closing conditions and regulatory approvals.
- The **quarterly revenue** grew by 10.4% helped by strong revenue growth posted by Americas (29.3% reported growth and 18.9% at constant currency) and Europe (16.3% reported growth and 17.1% at constant currency). EAP posted 8% growth (5.8% at constant currency) for the quarter. This revenue growth is contributed by both Oral and Non-Oral Care categories.
- Non oral care category revenue composition increased by 2.3 pp compared to last year same quarter and by 1.3 pp on a YTD basis.
- EBIDTA grew by 13.7% for the quarter and EBIDTA margin improved by 60 bps.
- Gross Debt as at March 2019 stood at INR 63422 Lacs, reduced by INR 10295 Lacs as compared to March 2018 end. Net Debt as at March 2019 is INR 49982 Lacs as compared to INR 56359 Lacs at March 2018.
- ROE and ROCE on TTM basis is at 14.6% and 17.4% respectively as compared to 15.0% and 16.8% in March 2018.



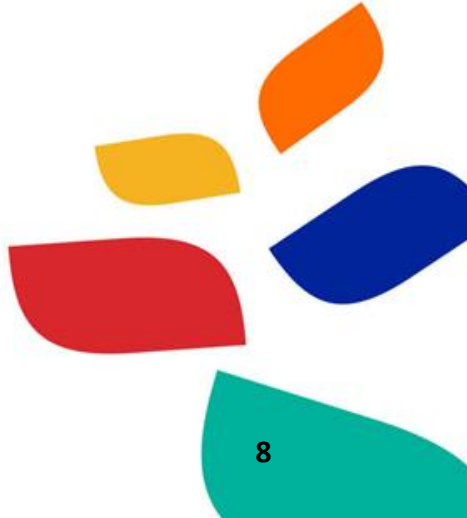
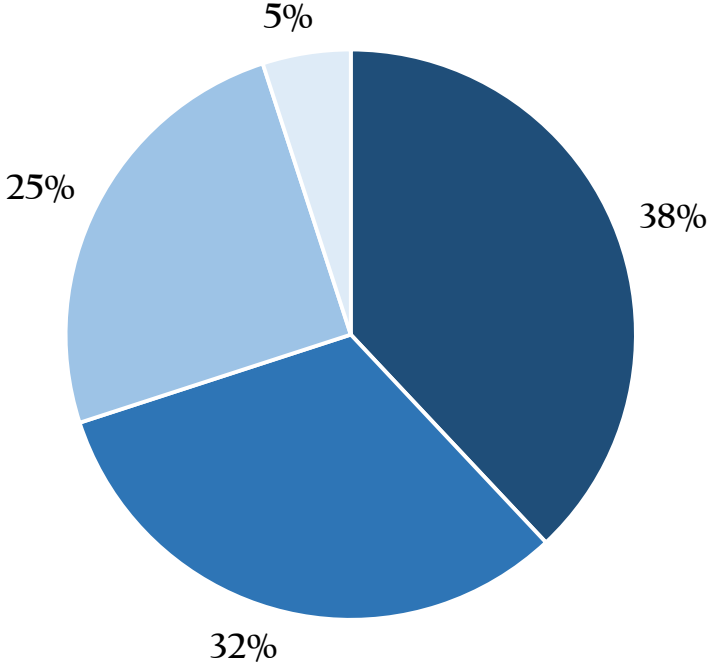
Region-wise Revenue and EBIT Break-up FY 19

Revenue Break-up %



- AMESA
- EAP
- Americas
- Europe

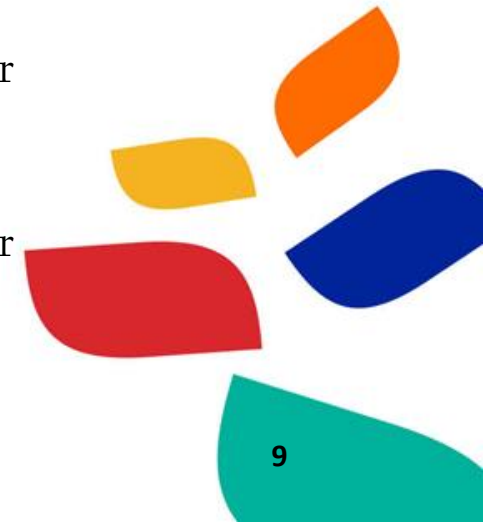
EBIT Break-up %



(INR Lacs)

Particulars	Q4 FY19	Q4 FY18	% change	FY 19	FY 18	% change
Income from Operations	23650	23292	1.5%	95962	91230	5.2%
EBIT	2935	3831	(23.4%)	12721	14124	(9.9%)
EBIDTA Margin (%)	21.2%	24.0%		21.3%	23.2%	

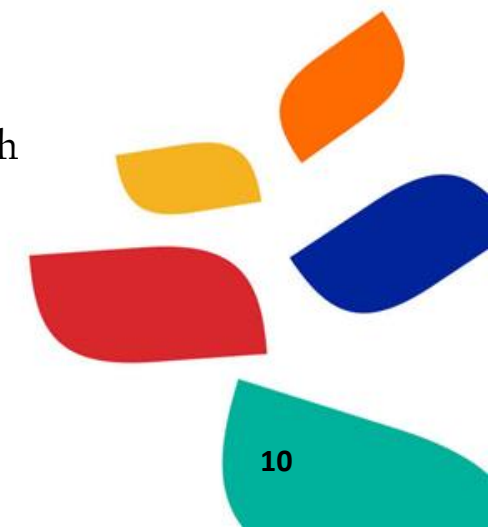
- Egypt continued to post strong revenue growth for the quarter at 27.7% (18.0% on constant currency basis) helped by both oral and non-oral care category. India revenue is impacted by lower offtake from the key customers.
- Egypt non oral care category revenue composition increased by 1.2 pp compared to the same quarter last year.
- EBIT is impacted by higher CAPEX in India, which will ramp up by next year. This year saw lower volume off take in India.



(INR Lacs)

Particulars	Q4 FY19	Q4 FY18	% change	FY 19	FY 18	% change
Income from Operations	15392	14257	8.0%	66730	57436	16.2%
EBIT	1587	1553	2.2%	10473	9061	15.6%
EBIDTA Margin (%)	16.6%	17.3%		21.3%	21.7%	

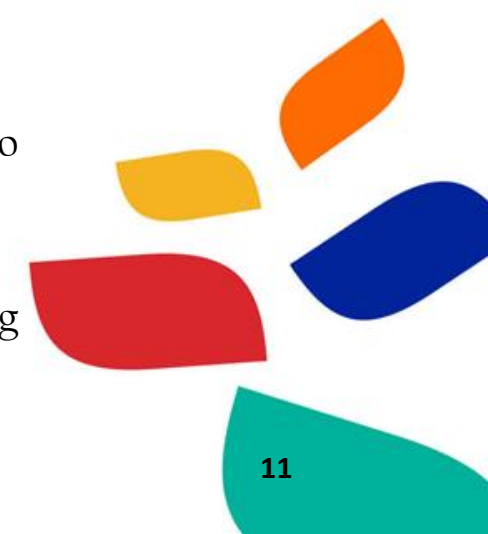
- EAP revenue growth is helped by strong non-oral care category, resulting in an increase in the non-oral care revenue composition by 5.9 pp compared to the same quarter last year.
- In constant currency, the revenue growth is 5.8% for the quarter and 9.0% for FY19.
- EBIT growth is lower due to capabilities improvements to service the non-oral care category growth going forward.



(INR Lacs)

Particulars	Q4 FY19	Q4 FY18	% change	FY 19	FY 18	% change
Income from Operations	16486	12754	29.3%	58888	48846	20.6%
EBIT	3109	1502	107.0%	8180	6112	33.8%
EBIDTA Margin (%)	23.7%	16.3%		18.7%	17.2%	

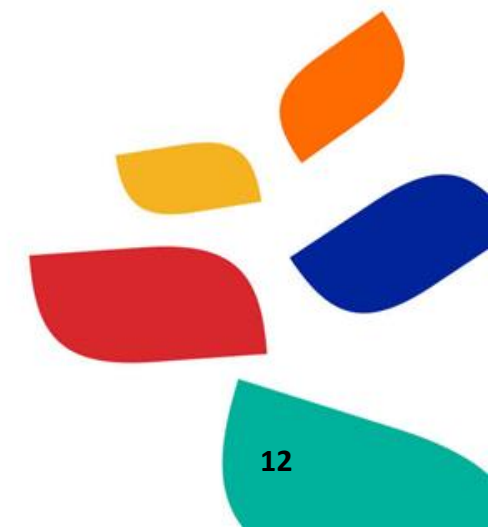
- In constant currency, revenue grew 18.9% for the quarter helped by both oral and non-oral care category. YTD revenue grew 11.9% on constant currency basis.
- Non-oral care composition in revenue increased by 6.8 pp contributed mainly by US and Mexico.
- Business development efforts are yielding results in the region with US and Mexico commercializing the new business. We expect the traction to continue.
- EBIT and EBIDTA exponentially increased due to volume growth and consequently operating leverage.



(INR Lacs)

Particulars	Q4 FY19	Q4 FY18	% change	FY 19	FY 18	% change
Income from Operations	16411	14,115	16.3%	58517	50959	14.8%
EBIT	1055	517	104.1%	1790	1200	49.2%
EBIDTA Margin (%)	13.1%	10.9%		10.3%	10.0%	

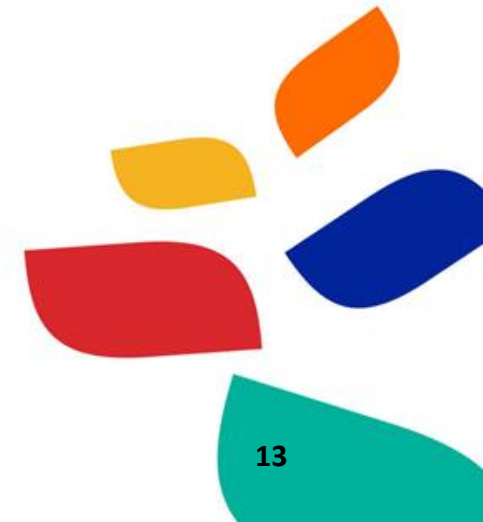
- In constant currency, Europe revenue grew at 17.1% for the quarter contributed by growth in both oral care and non-oral care categories.
- Higher volume and product mix helped improvement in EBIT and EBIDTA.
- In constant currency, EBIT grew 98% compared to the same quarter last year



Overall



Overall the year ended with revenue growth from all regions except AMESA due to India Pharma Regulation Impact and lower offtake by key customers. Non oral care continues to be focus area with winning new contracts in Americas, Europe as well as EAP Regions. The Company had created capabilities during recent years which has begun yielding results and will continue in following year/s. Strong cash flow resulting into substantial reduction in the Net Debt.



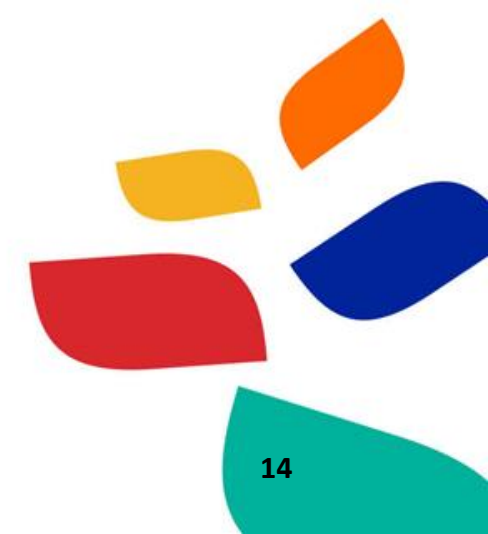
Proposed Final Dividend



Particulars	FY17	FY18	FY19# (Proposed Dividend)
Dividend per share	2.40	2.40	1.25
No of shares (Lacs)	1571	1572	*3151
Total Dividend (INR Lacs)	3770	3772	3941
Dividend distribution tax (INR Lacs)	768	775	810
Total Dividend Outflow (INR Lacs)	4538	4547	4751

* 1:1 Bonus announced by the company in FY19.

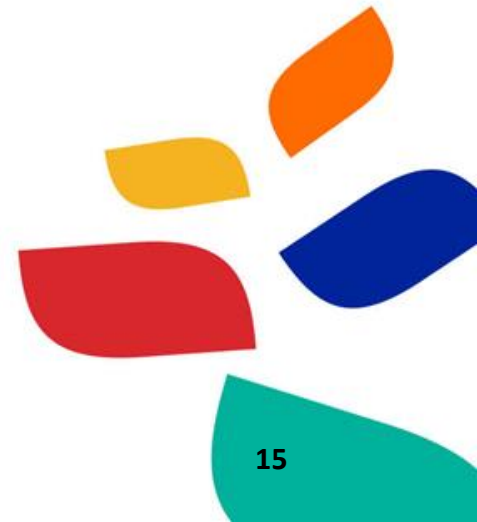
Proposed dividend for FY 19 is subject to approval by the shareholders at the AGM.



Blackstone and Essel Propack Partnership



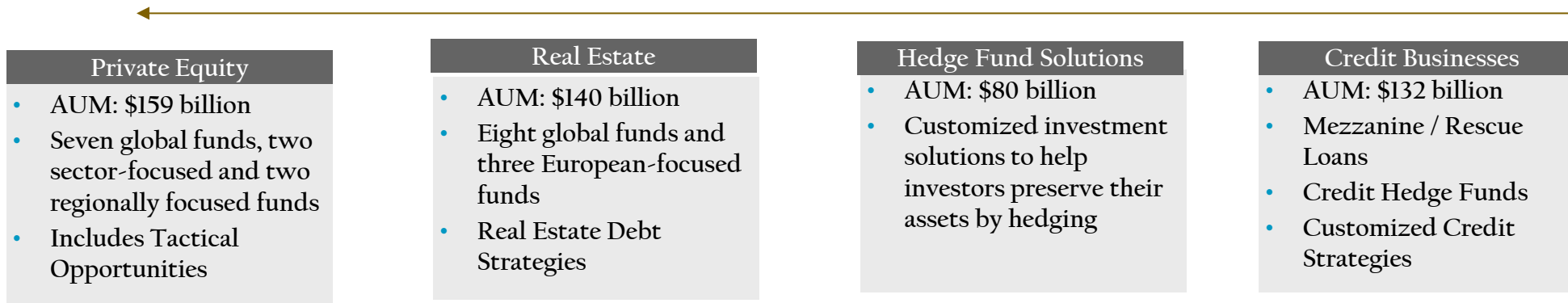
- Blackstone has committed up to \$460M to acquire majority stake in Essel Propack
- Blackstone will pay a purchase price of INR 134 per share to acquire a 51% shareholding from Ashok Goel Trust.
- This transaction will trigger a mandatory open offer for a purchase of additional 26% shares of the company.
- Open offer price fixed at INR 139.19 per share
- Based on the open offer subscription, the purchase price consideration will vary between INR 2,157 – INR 3,211 crore (~ \$310 - \$460 M)
- Ashok Goel to retain minority stake in the company
- The sale is expected to be completed in the coming months, subject to customary closing conditions and regulatory approvals.



An Introduction to Blackstone



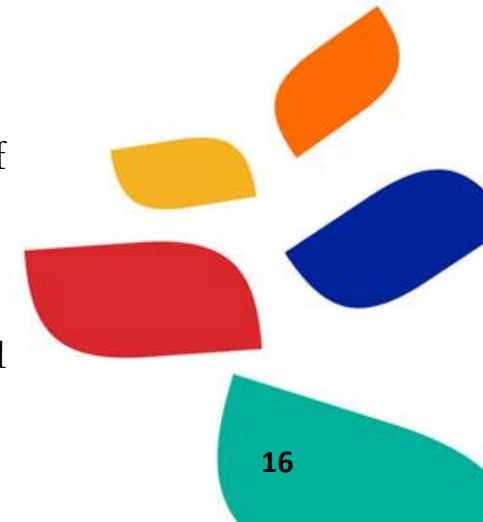
Blackstone – A Leading Investment Firm



Blackstone – A Strong Commitment to India



- Blackstone established its office in India in August 2005, and has since committed ~\$10.4 billion to companies in India of which ~\$6.6 billion has been invested since 2015.
- Blackstone equity has helped finance over \$10 billion of hard asset creation in India.
- Overall, Blackstone has invested in 60 companies that employ c.200,000 people in India and own 114mm sf of commercial real estate and retail assets totaling 5.5mm sf across India.

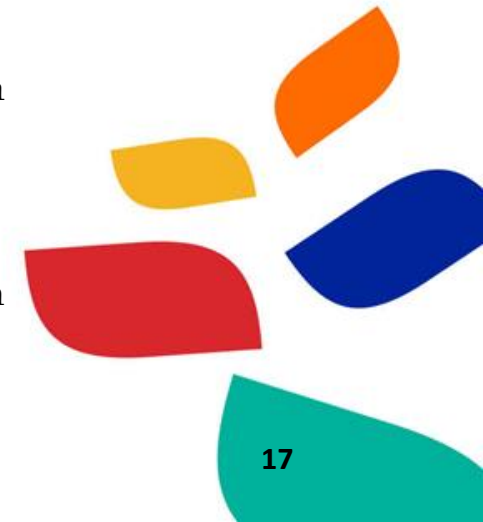


Blackstone is committed to make Essel Propack a Global Leader Across End-Categories



Blackstone views Essel Propack as a growth investment with four key tenets:

1. Accelerate growth along two dimensions:
 - Fast growing end-categories: accelerate the ongoing industry shift towards laminated tubes to drive growth in beauty, cosmetics and pharmaceuticals
 - Emerging Markets (e.g. India, China, South East Asia, Latin America): Leverage Essel Propack's market leadership to benefit from growing consumption in emerging markets, which contribute to c.80% of Essel Propack's EBIT
 - Continue to strengthen the growth in developed markets.
2. Leverage Blackstone's proven track record of partnering with B2B2C companies to drive value creation for all stakeholders
 - Blackstone has made several successful investments in the packaging space globally and has strong conviction in this space
 - Blackstone's operating professionals have deep industry expertise and are committed to identifying growth opportunities and driving operational excellence
 - Blackstone's industry network will help Essel Propack win new customers
3. Continue to invest in product innovation, including sustainable and eco-friendly products, in partnership with customers
4. Ensure continuity across customers, suppliers and management



About Essel Propack

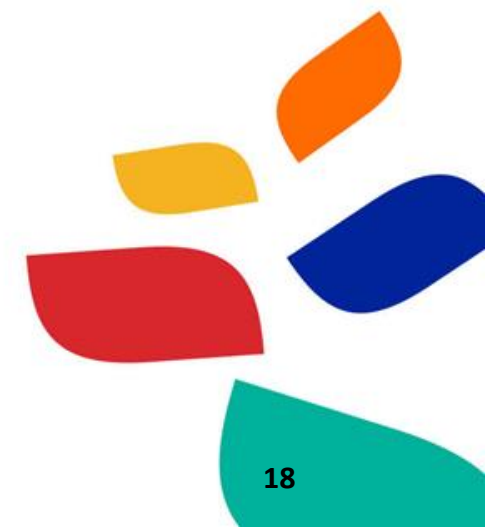


Essel Propack is the largest specialty packaging global company, manufacturing laminated plastic tubes catering to the FMCG and Pharma space. Employing over 3158 people representing 25 different nationalities, Essel Propack functions through 20 state of the art facilities and in eleven countries, selling circa 7 billion tubes and continuing to grow every year.

Essel Propack is the world's largest 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 Beauty & Cosmetics, Pharma & Health, Food, Oral and Home, offering customized solutions through continuously pioneering first-in-class innovations in materials, technology and processes.

Essel Propack Limited
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THANK YOU

