



# EPACK DURABLE LIMITED

(Formerly Known as EPACK Durable Private Limited)

Regd. Off.: 61-B, Udyog Vihar, Surajpur, Kasna Road, Greater Noida, Gautam Buddha Nagar U.P. 201306

Corporate Off.: TR-901, AltF 142 Noida, 9th Floor, Plot Number 21 and 21A, Sector 142, Noida-201304, U.P.

CIN: L74999UP2019PLC116048,

Ph. No.: 0120-4522467, Email ID: info\_ed@epack.in, Website: www.epackdurable.com

To  
Listing Department  
**BSE Limited ("BSE")**  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400 001  
Scrip Code: 544095  
ISIN: INE0G5901015

To  
Listing Department  
**National Stock Exchange of India Limited ("NSE")**  
Exchange Plaza, C-1, Block G  
Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051  
Symbol: EPACK  
ISIN: INE0G5901015

**Subject: Announcement of arrangement for manufacturing tie-up by EPACK Durable Limited with Panasonic Life Solutions India Private Limited ("Panasonic")**

Dear Sir/Ma'am,

Pursuant to Regulation 30 read with Para B of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to inform you that EPACK Durable Limited ("**the Company**"/"EDL") has entered into an arrangement for manufacturing tie-up with Panasonic Life Solutions India Private Limited ("**Panasonic**") for manufacturing of Printed Circuit Board Assembly ("**PCBA**") Controllers as EMS (Electronic manufacturing service provider) and high-tech critical components for Room Air Conditioners ("**RACs**") for Panasonic.

Disclosure of information pursuant to Regulation 30, in terms of Para B of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. SEBI/HO/CFD/CFD-PoD1/P/CIR/2023/123 dated July 13, 2023, is enclosed as **Annexure I** and detailed announcement is enclosed as **Annexure-II**.

Request you to kindly take the same on records and oblige.

Thanking You

For **EPACK Durable Limited**

**Rajesh Kumar Mittal**  
**Chief Financial Officer**

Date: October 03, 2024

Place: Noida

Encl.: as above



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## Annexure -I

The details as required under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. SEBI/HO/CFD/CFD-PoD-1/P/CIR/2023/123 dated July 13, 2023 are as under:

### Arrangement for manufacturing tie-up

S. No.	Particulars	Details
1.	Name of the entity with whom arrangement is signed	Panasonic Life Solutions India Private Limited (" <b>Panasonic</b> ").
2.	Area of arrangement	The purpose of EDL entering into this arrangement is to manufacture Printed Circuit Board Assembly (PCBA) Controllers as EMS (Electronic manufacturing service provider) and high-tech critical components for Room Air Conditioners (RACs) for Panasonic.
3.	Domestic/international	Domestic
4.	Share exchange ratio	Not applicable
5.	Scope of business operation of arrangement	The arrangement entered for manufacturing of Printed Circuit Board Assembly (PCBA) Controllers as EMS (Electronic manufacturing services provider) and high-tech critical components for Room Air Conditioners (RACs) for Panasonic.
6.	Details of consideration paid / received in arrangement	NIL
7.	Significant terms and conditions of arrangement	The arrangement entered for manufacturing of Printed Circuit Board Assembly (PCBA) Controllers as EMS (Electronic manufacturing services provider) and high-tech critical components for Room Air Conditioners (RACs) for Panasonic.
8.	Whether the acquisition would fall within related party transactions and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at "arm's length"	The transaction is not a related party transaction.
9.	Size of the entity	Total revenue of Panasonic Life Solutions India Private Limited for Financial Year 2022-2023 is Rs. 10,02,911 Lakhs.
10.	Rationale and benefit expected	Business growth by increase in the turnover of the Company.



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## Annexure-II

- **EPACK Durable Limited has entered into an arrangement with Panasonic India to Produce RAC Controller as EMS & and other Key Components (covered under the PLI scheme)**
- **EPACK Durable Limited forays into EMS business, to start manufacturing of RAC controllers among other components of RAC for Panasonic India.**

EPACK Durable Limited ("EPACK"), a dominant player in the Indian air conditioning industry, is poised to revolutionize its manufacturing landscape through an arrangement with Panasonic Life Solutions India Private Limited ("Panasonic") for manufacturing of its Room Air-conditioner PCB controllers as EMS and other critical components namely, Heat Exchanger, Cross flow fan, Propeller fan, sheet metal parts, injection moulded and copper parts etc. for Panasonic's Room Air Conditioners (RACs).

### Key Highlights of the business awarded:

- This supply arrangement from Panasonic, marks the entry of EPACK as the premier Electronic Manufacturing Services ("EMS") provider. This strategic move empowers EPACK to deliver cutting-edge PCBA Controllers and critical components for Room Air Conditioners (RACs).
- This marks a transformative leap for EPACK, as it evolves from producing PCBA Controllers for captive use to becoming a key supplier for industry titan Panasonic. This EMS opportunity opens new avenues for growth and market leadership.
- The advanced manufacturing facilities of EPACK at Bhiwadi (Rajasthan) & Sricity (Andhra Pradesh) will be the epicentre of this business, leveraging EPACK's established expertise to enhance capacity utilization to optimum levels and set new standards in manufacturing excellence.
- Components to be manufactured for Panasonic falls within the ambit of Production Linked Incentive scheme of Govt. of India for which EPACK is also a beneficiary.

### A Quantum Leap for EPACK

Mr. Bajrang Bothra, Executive Chairman of EPACK, highlighted the game-changing impact of this opportunity stating, *"This business awarded by Panasonic marks a defining moment for EPACK. With the surging demand for energy-efficient, inverter-based Room Air Conditioners in India, the need for top-tier PCBA Controllers has never been greater. Our strategic investment in PCBA assembly is not just meeting current demands—it's setting the stage for expansive growth. By providing these critical components to Panasonic and seizing new opportunities, we are poised to amplify our footprint in the EMS sector and deliver tailored, cutting-edge solutions across diverse industries."*

Mr. Ajay DD Singhanian, Managing Director & CEO of EPACK, emphasized the strategic importance of this game-changing opportunity, stating, *"We are ecstatic to be selected by Panasonic and anticipate a thriving, long-term collaboration. The PCBA controller, the brain of an inverter AC, is a vital and high-value component. Since March 2023, EPACK has been producing these advanced*



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*controllers at our Bhiwadi facility, initially for captive needs. Now, we are leveraging this cutting-edge capacity to manufacture Inverter PCBA controllers for Panasonic and other key clients, while ambitiously expanding our product portfolio in the EMS segment. This is a monumental step forward, propelling EPACK to new heights of innovation and market leadership."*

## About EPACK Durable Limited

EPACK Durable Limited stands as a powerhouse in the Indian Room Air Conditioner market, proudly ranking second in production volumes. Their impressive portfolio spans Room Air Conditioners and Small Domestic Appliances (SDAs), all driven by a relentless commitment to customer-centric innovation and operational efficiency. With cutting-edge facilities in Dehradun, Bhiwadi, and Sricity, EPACK delivers bespoke solutions for top RAC brands, ranging from fully assembled units to precision-engineered individual components.

This game-changing collaboration is set to revolutionize the air conditioning sector, fusing Panasonic's cutting-edge technology with EPACK's exceptional expertise. As these industry trailblazers embark on this transformative journey, the market can look forward to pioneering, next-generation air conditioning solutions that will set new benchmarks in performance and innovation.