

28 June 2022

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
Script: Equity 500135. NCDs 960310, 960311	Trading Symbol: EPL

Ref.: EPL Limited

Sub.: Audio recording and presentation of Investors meet

Dear Sirs,

Please find attached herewith the presentation made during the meeting with group of Institutional Investors and analysts on 28 June 2022.

We would like to submit herewith the audio recording in relation to the Institutional Investors and analysts meet on 28 June 2022.

The above-mentioned recording is available on the Company's website or link,
<https://www.eplglobal.com/news-media/>

The above disclosure is for information and would be pursuant to applicable Regulation of the SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015 and applicable statutory provisions.

Thanking You

Yours faithfully
For EPL Limited



Suresh Savaliya
SVP - Legal & Company Secretary



Encl.: As above

Filed online



Leading the pack
Sustainably

Investor Meeting | June 28th, 2022

EPL MANAGEMENT TEAM



Anand Kripalu
MD & Global CEO



Ram Ramasamy
COO



Amit Jain
CFO

INTRODUCTION - CHAITALI



Chaitali Talele

Vice President – Corporate Finance



Company Overview

EPL: WE ARE THE GLOBAL SPECIALIST IN TUBE PACKAGING



~ 8 bn tubes

Largest tube manufacturer globally

20+ years

Strong relationships with global customers

5

Present in 5 different categories

~4 Decades of technical expertise

150+

Patents filed; 75 patents granted

EUROPE

Germany 1 production site
Poland 1 production site
UK** Sales Office

AMERICAS

USA 1 production site
Mexico 1 production site
Columbia 1 production site
Brazil Coming up soon



AMESA

India HQ in Mumbai
8 production sites
Egypt 1 production site

EAP

China 5 production sites
Philippines 1 production site

*EPL has a minority stake in Indonesia operation

OUR PRODUCTS



*Laminated
Tubes*



*Extruded
Tubes*



Laminates



*Caps &
Closures*

OUR CATEGORIES



ORAL CARE



BEAUTY & COSMETICS



PHARMA & HEALTH



FOOD



HOME & INDUSTRIAL

OUR CUSTOMERS



Global customers



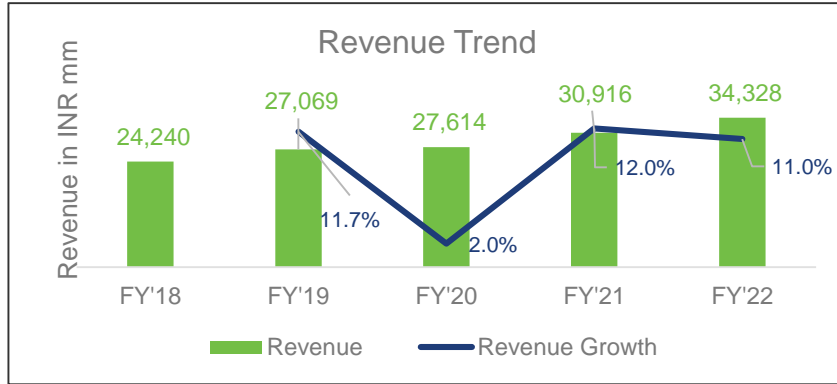
Regional customers



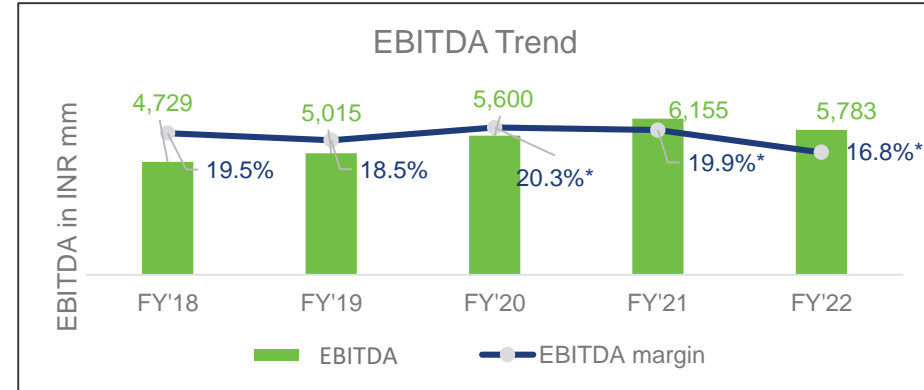


Historical Performance

EPL performance over last 5 years



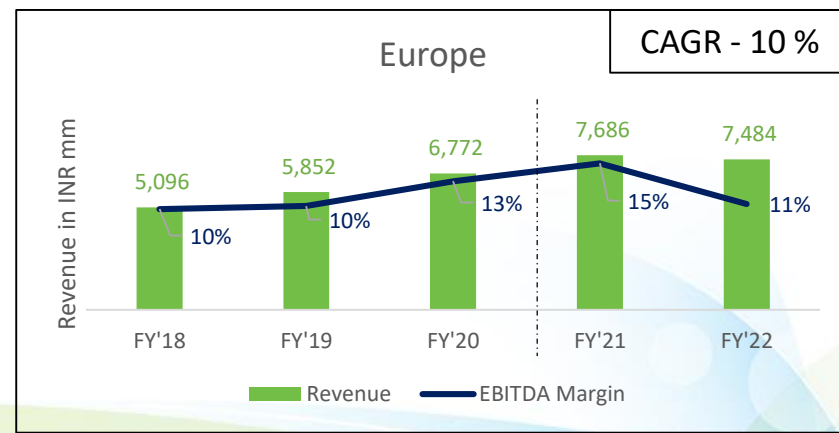
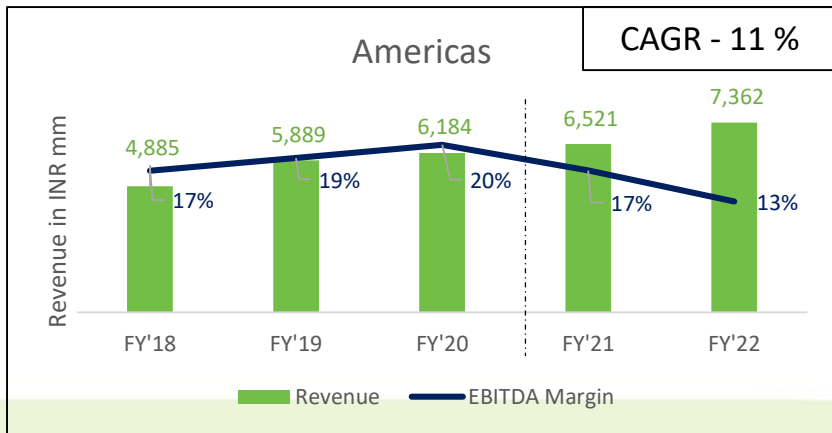
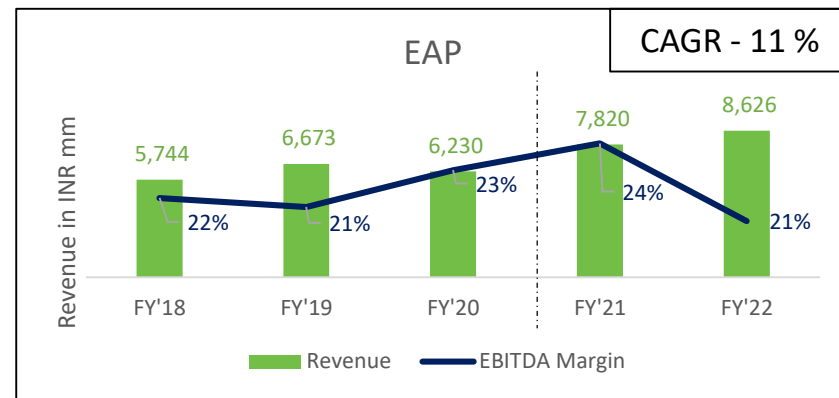
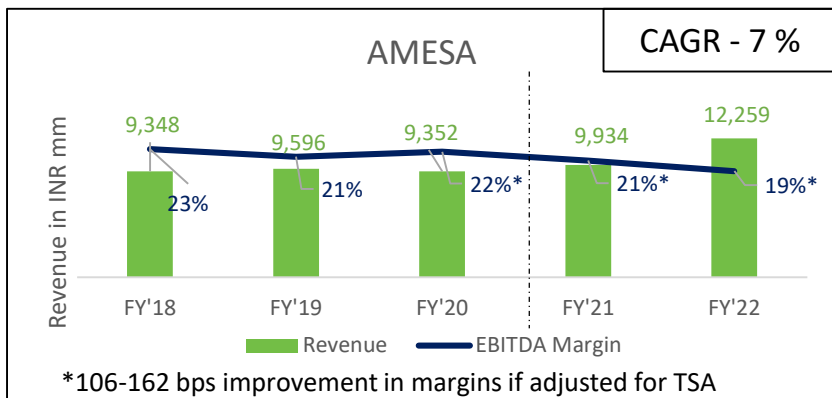
Underlying CAGR (excl. CSPL and Russia): 8.5%



Underlying CAGR (excl. CSPL and Russia): 6.0%

*~50 bps improvement in margins if adjusted for Transition Service Agreement (TSA)

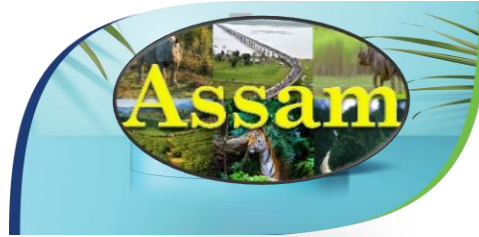
Regional performance over last 5 years



Milestones achieved over last 5 years



Platina commercialization



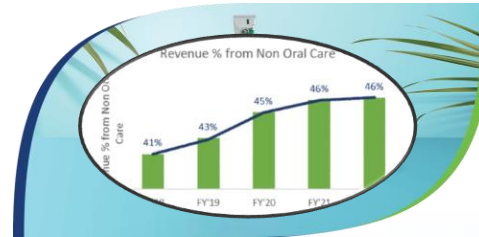
Assam greenfield investment



Blackstone investment



CSPL acquisition



Non-Oral Rev - 41% to 46%

FY'22 Performance



*EBITDA Margin is 17.3% if adjusted for Transition Service Agreement (TSA)

FY'22: What went well



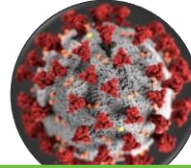
FY'22: What did not go well



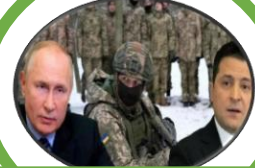
Increase in input material prices



Supply chain disruptions



Continued COVID crisis



Ukraine Russia crisis



Overtime, manpower unavailability & wage inflation



Shortage of key materials

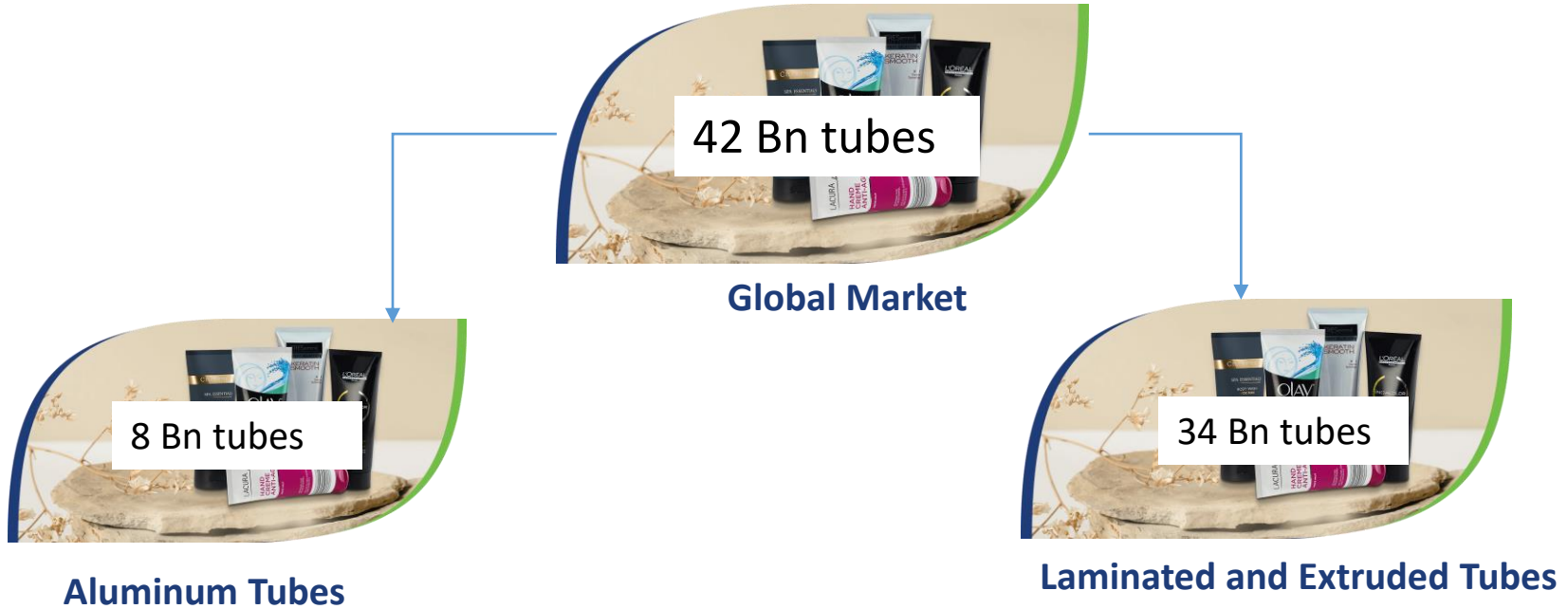


Partial under recovery of costs



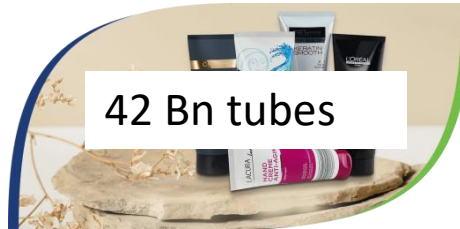
Industry Overview

INDUSTRY OVERVIEW



Global market excluding in-house tubes is 36 Bn tubes

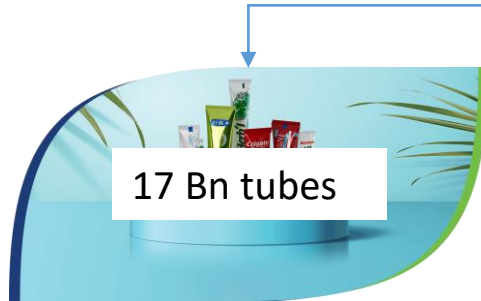
CATEGORY OVERVIEW



42 Bn tubes

Global Market

EPL Share – ~20%



17 Bn tubes

Oral care

EPL Share – ~33%



22 Bn tubes

Beauty & Cosmetics and Pharma

EPL Share – ~10%



3 Bn tubes

Food, Home & Industrial

EPL Share – ~8%

INDUSTRY TRENDS



Recycle, Reduce, & Reuse



Aluminum tubes to laminated tubes



Rigids to tubes



Carton less Packaging

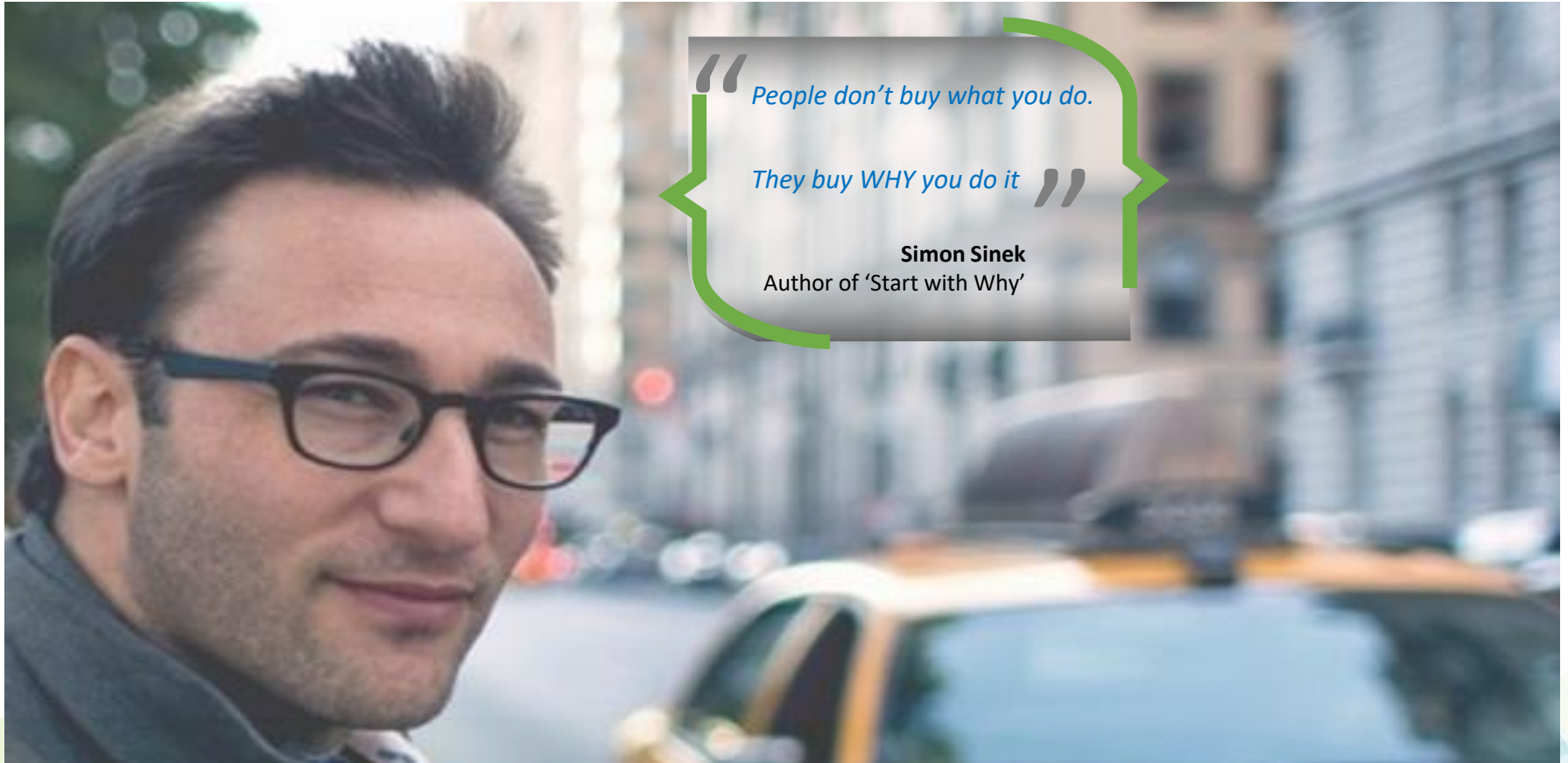


Premiumization through design



Long Term Strategy

Businesses with Purpose

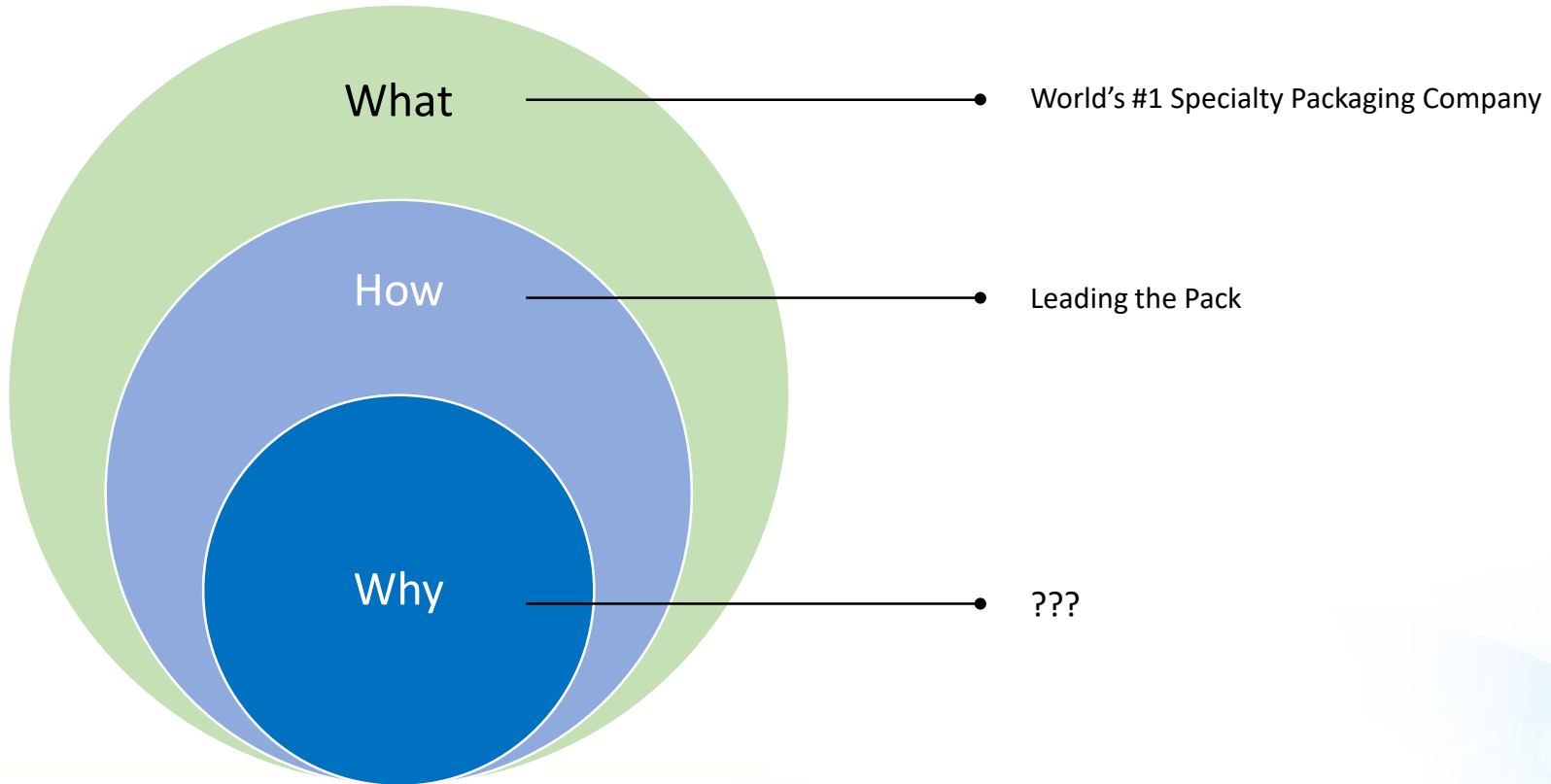


“ *People don't buy what you do.*

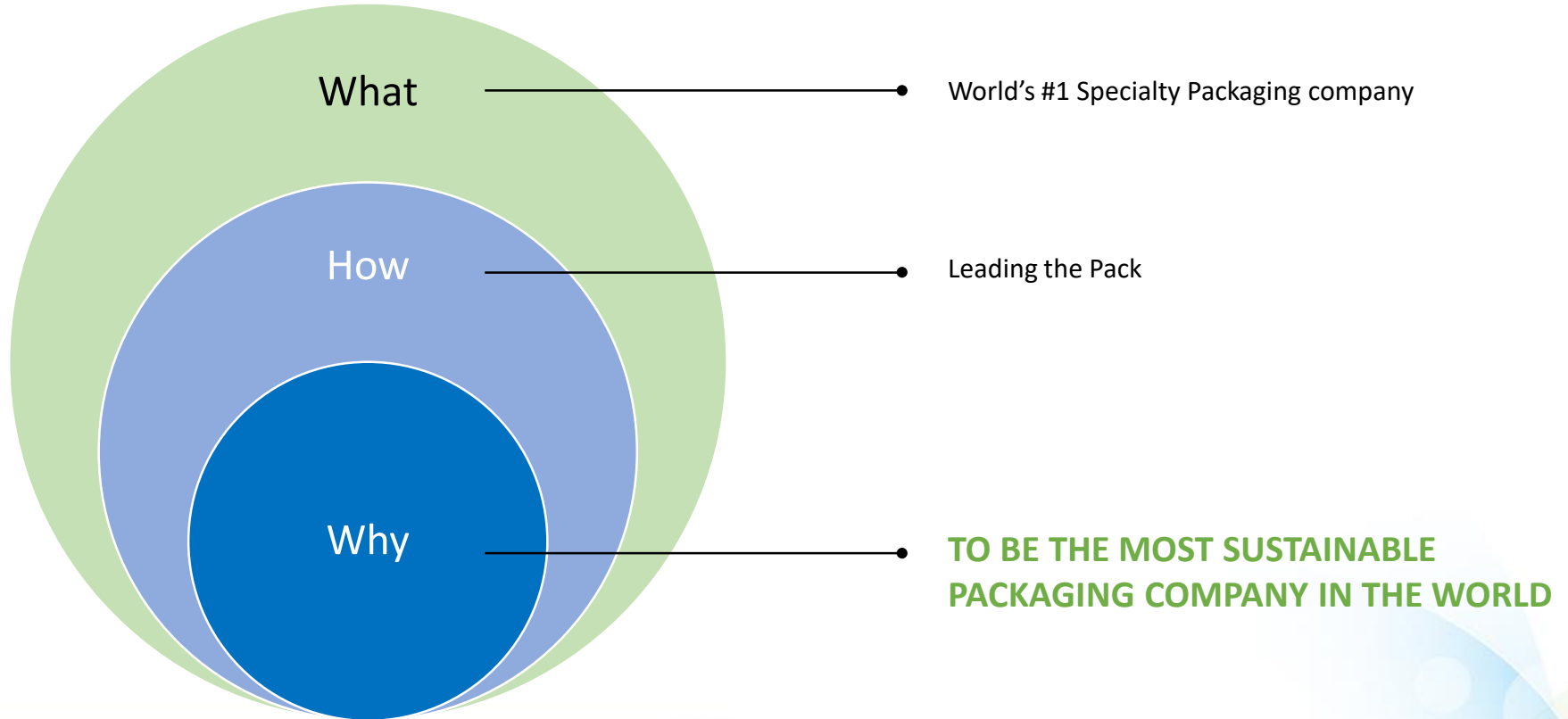
They buy WHY you do it ”

Simon Sinek
Author of 'Start with Why'

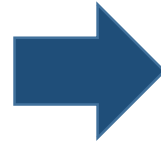
What's EPL Purpose?



EPL: A Business With A Purpose



The 'small big jump' we have made



Our 4X4 Mantra for Growth

Purpose: To be the most sustainable packaging company in the world

Where we will win (4Cs)



How we will win (4 Enablers)



Double Digit Profitable Growth

Where we will win: 4Cs to drive profitable growth

Drive growth in B&C and Pharma > Oral



Go for global and regional customers



CUSTOMER SEGMENTATION

Product Sustainability: Offer the most sustainable packaging solutions

Harness fuel for growth

1 Phoenix	2 Caps & Laminate insourcing
3 War On Waste	4 Organization Effectiveness

Build wallet share in all key countries



Brazil

Sub Saharan Africa

South East Asia

Europe

How we will win: 4 Enablers

Ambition driven program



Hunt Down Growth



Process and People Sustainability: Be the most sustainable packaging company

Become future ready



Enable horizontal working



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

Revenue Growth ~15% & EBITDA Growth > 15%

Sustainability at EPL



Product Sustainability - Offer the most sustainable packaging solutions

Commercial Leadership

- Drive Platina as the most superior 100% recyclable tube
- Offer wide range of platina solutions such as Platina Vision, Platina ME and Platina Shine
- Boost Platina volumes from 300 mm in FY'22 to more than double



Staying Future Ready

- Highest PCR solutions
- Develop minimum weight tubes
- Alternate material tubes
- Commitment to New Plastics Economy – led by Ellen MacArthur Foundation
- Founding member of India Plastics Pact



NEW
PLASTICS
ECONOMY

Global
Commitment



Sustainability at EPL



Process & People Sustainability - Be the most sustainable packaging company

Where are we?

- Released second edition of sustainability report; Silver medal in Ecovadis
- Signatory to United Nations Global Compact - world's largest Corporate Sustainability Initiative
- CDP ratings: 'B' in Climate Change and Water Security, 'A' in Supplier Engagement



Where are we heading?

- Net zero emissions by 2050; 30% reduction in emissions by 2030
- Gold medal in EcoVadis
- 'A' rating in CDP for Climate Change, Water Security, and Supplier Engagement



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



Short Term Priorities

3 Key priorities for the short term



Go for growth

Increase market share

Win small customers; attack small competitors

Double down on sustainable offerings

Continued excellence on service and quality

Pursue price increase

Pass on RM, freight, packaging, and other cost inflation

One time top up with all contracted customers

Proactive price increase with non contracted customers

Ensure new business wins are margin accretive

Control cost

Insourcing of caps and laminates

War on Waste

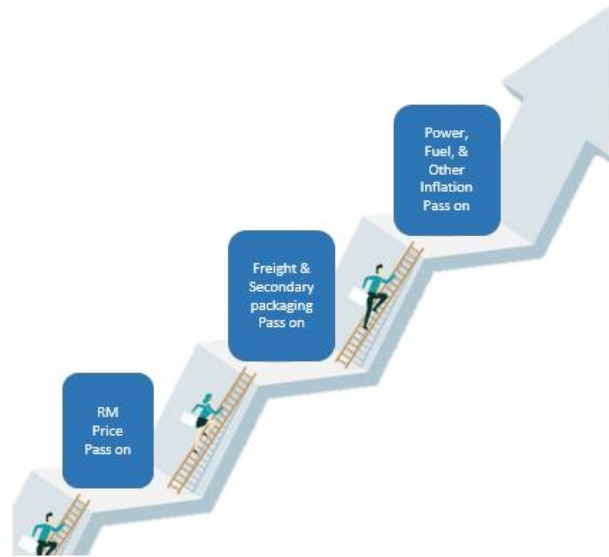
Tight control on working capital

Organizational effectiveness

To Summarize: Emerge Stronger



Go for growth



Pursue price increase



Control cost

BUILDING THE MOST SUSTAINABLE PACKAGING COMPANY IN THE WORLD



LEADING THE PACK

Sustainably!

Q&A

