



# EPACK DURABLE LIMITED

(Formerly Known as EPACK Durable Private Limited)

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

Corporate Office: TR-901, AltF 142 Noida, 9<sup>th</sup> Floor, Plot Number 21 and 21A, Sector 142, Noida-201304, Uttar Pradesh

CIN: U74999UP2019PLC116048,

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

To Listing Department <b>BSE Limited ("BSE")</b> Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001	To Listing Department <b>National Stock Exchange of India Limited ("NSE")</b> Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051
Scrip Code: 544095	Symbol: EPACK
ISIN: INE0G5901015	ISIN: INE0G5901015

Dear Sir/Madam,

**Sub: Investor Presentation and press release on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2023**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation and press release on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2023.

A copy of same shall also be posted on the website of the Company.

We request you to kindly take this on your record and oblige.

For **EPACK Durable Limited**

**Esha Gupta**  
**Company Secretary and Compliance Officer**

Date: February 16, 2024

Place: Noida

**EPACK DURABLE LIMITED REPORTS STRONG BOTTOMLINE GROWTH IN Q3-FY24  
WITH EBITDA GROWTH OF OVER 400% YOY**

**February 15<sup>th</sup> 2024:** EPACK Durable Limited {BSE: 544095 & NSE: EPACK }, India’s leading room air conditioner and other small domestic appliances original design manufacturer announces its results for the third quarter of financial year 2023-24.

**Q3-FY24 Consolidated Financial Performance:**

Revenue	EBITDA	EBITDA Margin	Profit After Tax
INR 2,791 Mn YoY: +1%	INR 237 Mn YoY: +439%	8.49% YoY: + 689 bps	INR 49 Mn

**9M-FY24 Consolidated Financial Performance:**

Revenue	EBITDA	EBITDA Margin	Profit After Tax
INR 8,939 Mn YoY: -1%	INR 606 Mn YoY: +56%	6.78% YoY: +247 bps	INR 75 Mn

**Q3-FY24 Operational Highlights:**

- Revenue growth remained flattish on a YoY basis in Q3-FY24 and 9M-FY24, primarily due to the effects of weather disruption in Q1-FY24, that lead to inventory destocking by customers in Q2 and Q3, resulting in lower demand, however this situation has now reversed as many brands have reported strong Q3 sales, and anticipate a strong summer season.
- The manufacturing capacity of the company has increased by 50% YoY in Q3-FY24 since the commissioning of Sricity (Andhra Pradesh) facility, hence the company is well equipped to cater to the upcoming summer season.
- Added a new product category of Air-Coolers which started manufacturing in Dec-23.
- Additionally, started manufacturing and supplying of components of Plastics, copper, Cross Flow fan, Sheet Metal from Bhiwadi & Sricity facility for certain major brands.
- The company has significantly reduced its Working Capital Days from 90days in FY23 to 51 days in Q3-FY24.
- Furthermore, the company has reduced its debt position through internal accruals, resulting in reduction of debt to equity from 1.58x in FY23 to 0.73x in Q3-FY24.

**Management Comments:**

Commenting on the performance of the company, Mr. Ajay DD Singhania - MD & CEO, said, *“I am pleased to announce our Q3-FY24 results as a newly listed company. EPACK Durable has shown a strong bottomline performance this quarter with over 400% growth in EBITDA on a year-on-year basis. We have significantly improved our operational efficiencies by reducing our working capital days and also our debt levels despite significant capacity expansions. Furthermore, we continue to diversify our product mix and expand our client base, as we prepare for our next phase of growth.*

## **Media Release**



*With our continued focus on growth while improving profitability, we are confident of delivering sustained superior performance over the coming quarters.”*

### **Financial Statements:**

Results for the quarter ended December 31, 2023, prepared under Ind AS, along with segment results, are available in the Investor Relations section of our website: <https://epackdurable.com/investor-relations/>

### **Quarterly Conference Call:**

The earnings conference call will be held on 16th, February , 2024 at XX PM {IST) to discuss the Financial Results and performance of the company for the quarter ended December 31, 2023.

The earnings conference call will be accessible from all networks and countries through universal access dial-ins +91 also accessible at:

Further, the analyst(s)/institutional investor(s) presentation will be submitted to Stock Exchanges and shall also be hosted on the Company's website at: <https://epackdurable.com/investor-relations/>

### **About EPACK Durable Limited:**

EPACK Durable Limited is the second largest room air conditioner Original Design Manufacturer (“ODM”) in India, in terms of number of indoor and outdoor units manufactured in Fiscal 2023 through its ODM route. The expertise of EPACK Durable lies in manufacturing a diverse portfolio of Room Air Conditioners and Small Domestic Appliances (SDAs). A customer-centric company where business is driven by a focus on continuous innovation and operational efficiency. EPACK Durable works jointly with the customer team and customises the products, according to different client requirements. The strong manufacturing and design capabilities include developing, designing and manufacturing models of RACs of varying designs and technical specifications. Further, the current RAC product offerings enable the company to offer more customisation to RAC brands in terms of completely built-up units or IDUs and ODUs separately. EPACK Durable has three manufacturing facilities located at Dehradun (Uttarakhand), Bhiwadi (Rajasthan) and Sri City (Andhra Pradesh).

### **Contact Information:**

#### **Investor Relations Representatives:**

Valorem Advisors

Mr. Anuj Sonpal

Tel: +91-22-49039500

Email: [epack@valoremadvisors.com](mailto:epack@valoremadvisors.com)



# EPACK Durable Limited

Q3/9M-FY24 Earnings Presentation



[www.epackdurable.com](http://www.epackdurable.com)





## Overview of EPACK Durable Limited

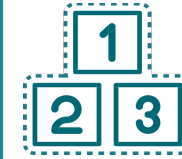




**24%**  
Market Share<sup>1</sup>



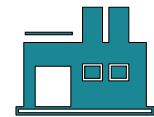
**Highest Amount**  
of Backward Integration  
for RACs at a single  
location<sup>2</sup>



**RAC, SDA &  
Components**  
Diversified Product  
Portfolio



**Cost Efficient**  
Focused Manufacturing  
Operations



**3**  
**Manufacturing**  
Facilities<sup>3</sup>



**3 R&D Centres**  
With 57 full time  
employees



**One of Initial  
RAC ODM**  
In India to Introduce 5 mm  
Copper Tubing for heat  
exchangers<sup>1</sup>



**One of Initial  
RAC ODM**  
In India to manufacture  
WACs with R32  
Refrigerant<sup>1</sup>



**Customised**  
Manufacturing  
Solutions



**2<sup>nd</sup> Largest**  
RAC ODM<sup>4</sup>



**45%**  
Revenue CAGR  
(FY 21 – FY 23)



**100+ Years**  
Cumulative Promoters'  
Experience in EMS  
Industry

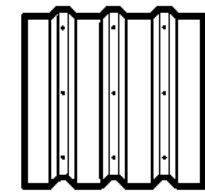
1. in terms of domestically manufactured units by ODM Companies in the Indian RAC ODM / OEM market in FY 2023 (Source: F&S Report)

2. That has been grown within the same company organically in India (Source: F&S Report)

3. Manufacturing Facilities in Dehradun, Bhiwadi & Sri City

4. in India in terms of number of units (indoor units + outdoor units) manufactured in Fiscal 2023 through the ODM route. (Source: F&S Report)

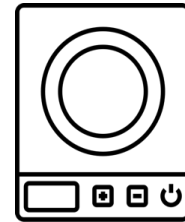
# Our Journey



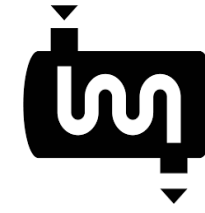
Sheet metal press shop



Copper tubing fabrication



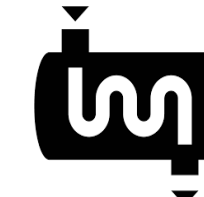
Induction cooktop manufacturing



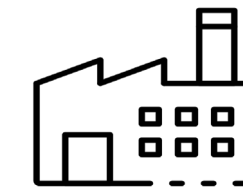
Heat exchanger manufacturing



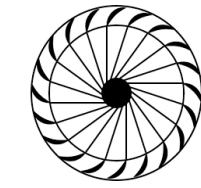
Mixer grinder manufacturing



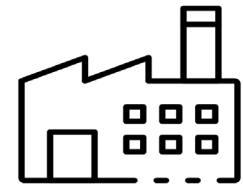
Commenced manufacturing of 5 mm heat exchangers



Bhiwadi manufacturing facility



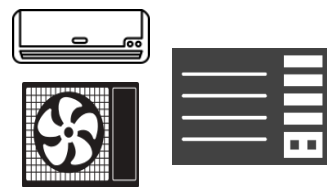
CFF manufacturing



Sri City manufacturing facility



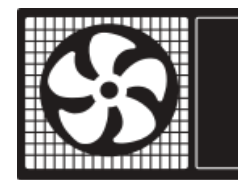
Started as an OEM for RAC brands



Injection molded components manufacturing



ODU Unit as ODM



WAC as ODM



Water dispenser manufacturing



Manufacturing IDU



Investment from ICICI Venture Fund

Investment from Affirma Capital

## Experienced Promoters Supported by Strong Board of Directors (1/2)



**Bajrang Bothra**  
*Chairman & Whole-time Director*

- ~27 years of experience in the Electronics Manufacturing Sector
- Currently the Chairman of the MSME Council of the Consumer Electronics & Appliances Manufacturers Association
- M.Com<sup>1</sup>



**Ajay DD Singhania**  
*Managing Director & Chief Executive Officer*

- ~24 years of experience in the Electronics Manufacturing Sector
- MBA<sup>2</sup>
- B.Tech (Electrical)<sup>3</sup>



**Sanjay Singhania**  
*Whole-Time Director*

- ~24 years of experience in the Electronics Manufacturing Sector
- MBA<sup>5</sup>
- B.Com<sup>6</sup>



**Nikhil Mohta**  
*Nominee Director*

- PGDM<sup>7</sup>
- B.Com<sup>8</sup>
- Currently the Senior Director of Private Equity of ICICI Venture Funds Management Company Limited



**Vibhav Parikh**  
*Nominee Director*

- BBA<sup>9</sup>
- Currently Managing Director at Affirma Capital Investment Advisor India Pvt. Ltd.

1. Master's degree in Commerce from Shri Ram College of Commerce, University of Delhi, Delhi

2. Master's degree in business administration from University of Scranton, Pennsylvania

3. Bachelor's degree in technology (in electrical engineering) from Regional College of Engineering, Himachal Pradesh University, Hamirpur, Himachal Pradesh

4. Diploma in mechanical engineering from Board of Technical Education, Delhi

5. Master's degree in business administration from Swinburne University of Technology, Victoria, Australia

6. Bachelor's degree in commerce (with major in accountancy) from Gauhati University, Guwahati, Assam

7. Post-graduate diploma in management from Indian Institute of Management, Ahmedabad, Gujarat

8. Bachelor's degree in commerce from Shri Ram College of Commerce, University of Delhi, Delhi

9. Bachelor of Business Administration with high distinction from the School of Business Administration, University of Michigan, Ann Arbor



## Experienced Promoters Supported by Strong Board of Directors (2/2)



**Kailash Jain**  
*Independent Director*

- ~37 years of experience in the civil services & administration sector
- LLB<sup>1</sup> & B.Com<sup>2</sup>
- Previously served in the Indian Revenue Services



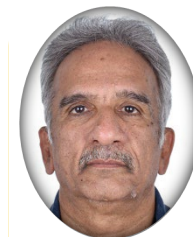
**Krishnamachari Narasimhachari**  
*Independent Director*

- ~39 years of experience in the banking sector
- PGDHRM<sup>3</sup>, M.Com<sup>4</sup> & B.Com<sup>5</sup>
- Associate of Indian Institute of Bankers
- Earlier associated with State Bank of Mysore & State Bank of India



**Priyanka Gulati**  
*Independent Director*

- ~17 years of experience in handling managerial functions
- Associate of ICAI<sup>6</sup>
- Currently a partner at Grant Thornton Bharat LLP & earlier associated with Manthan Management Solutions Pvt. Ltd. & a manager of Accenture Services Pvt. Ltd.



**Sameer Bhargava**  
*Independent Director*

- ~36 years of experience in the heating, ventilation & air conditioners, precision engineering & white goods manufacturing sectors
- BE (Mechanical)<sup>7</sup>
- MBA<sup>8</sup>



**Shashank Agarwal**  
*Independent Director*

- ~14 years of experience in the marketing sector
- BE (Mechanical)<sup>9</sup>
- Currently the Managing Director in Salasar Techno Engineering Ltd.

1. Bachelor's degree in law from University of Delhi, Delhi

2. Bachelor's degree in commerce from Rajasthan University, Jaipur, Rajasthan

3. Post graduate diploma in human resource management from Indira Gandhi National Open University, New Delhi

4. Master's degree in commerce from University of Delhi, Delhi

5. Bachelor's degree in commerce from University of Delhi, Delhi

6. Associate of the Institute of the Chartered Accountants of India

7. Bachelor's degree in engineering (mechanical) from Bangalore University, Bengaluru, Karnataka

8. Master's degree in business administration from R.A. Podar Institute of Management, University of Rajasthan, Jaipur, Rajasthan

9. Bachelor's degree in engineering (mechanical) from Manipal Institute of Technology, Karnataka

# Management Team with Proven Track Record of Performance



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

- Associate of ICAI<sup>1</sup> & ICSI<sup>1</sup>
- Fellow member of ICWAI<sup>1</sup>
- B.Com<sup>2</sup>
- Earlier associated with Hathway Digital Ltd., Dish TV India Ltd., Kajaria Ceramics Ltd. & Bharti Airtel Ltd.



**Mohammad Lateef Choudhary**  
*President – Manufacturing & Operations*

- MBA<sup>3</sup> & B.Com<sup>4</sup>
- Earlier associated with Noble Moulds Pvt. Ltd. & Airvision India Pvt. Ltd.



**Arun Sharma**  
*Vice President – Research & Development*

- BE (Mechanical)<sup>5</sup>
- Executive programme in management<sup>6</sup>
- Earlier associated with Godrej & Boyce Manufacturing Company Ltd. & Blue Star Ltd.



**Nandkishor Khandelwal**  
*Vice President -Supply Chain Management*

- B.Com<sup>7</sup>, MSM<sup>8</sup> & DIBM<sup>9</sup>
- Earlier associated with Veeline Media Ltd., Videocon Industries Ltd., Gemcare Appliances Pvt. Ltd. & Techno Electronics Ltd.



**Deepak Gupta**  
*Vice President – Sales & Marketing*

- BE (Mechanical)<sup>5</sup>
- Earlier associated with Vimal Plast India Pvt. Ltd. & Vimal Moulders (India) Pvt. Ltd.



**Arup Dey**  
*Business Head – Small Domestic Appliances*

- M.Tech<sup>13</sup> & BE<sup>14</sup>
- Earlier associated with Bajaj Electricals Ltd.



**Krishan Dhiman**  
*Vice President - Quality*

- MBA<sup>15</sup> & DME<sup>16</sup>
- Earlier associated with L.G. Electronics India Ltd., ILJIN Electronics India Pvt. Ltd. & Ess Kay Fabrications



**Shailendra Kumar**  
*Senior General Manager – HoD, Sales & Marketing (Aircon Division)*

- MBA<sup>17</sup> & BBM<sup>18</sup>
- Earlier associated with Lloyd Electric & Engineering Ltd., Midea Air-Conditioning & Refrigeration Group

1. Associate of the Institute of Chartered Accountants of India & the Institute of Company Secretaries of India & is a fellow member of the Institute of Cost Accountants of India

2. Bachelor's degree in commerce from Meerut University, Meerut, Uttar Pradesh

3. Master's degree in business administration from Manav Bharti University, Solan, Himachal Pradesh

4. Bachelor's degree in commerce from Madurai Kamaraj University, Madurai, Tamil Nadu

5. Bachelor's degree in engineering (mechanical) from University of Mumbai, Maharashtra

6. Executive programme in management from Indian Institute of Technology, Mumbai, Maharashtra

7. Bachelor's degree in commerce from University of Pune, Maharashtra

8. Master's degree in management science from University of Pune, Pune, Maharashtra

9. Diploma in business management from University of Pune, Pune, Maharashtra

10. Master's degree in computer applications from Annamalai University, Annamalinagar, Tamil Nadu

11. Master's degree in business administration from Indira Gandhi National Open University, New Delhi

12. Bachelor's degree in arts from Bangalore University, Bengaluru, Karnataka

13. Master's degree in technology from Indian Institute of Technology, Kharagpur, West Bengal

14. Bachelor's degree in engineering from National Institute of Technology (erstwhile Regional Engineering College, University of Burdwan), Durgapur, West Bengal

15. Master's degree in business administration from National Institute of Management, Mumbai, Maharashtra

16. Diploma in mechanical engineering from Institute of Advanced Studies in Education (deemed University), Churu, Rajasthan

17. Master's degree in business administration from Dayalbagh Educational Institute (deemed University), Agra, Uttar Pradesh

18. Bachelor's degree in business management honours from Dayalbagh Educational Institute (deemed University), Agra, Uttar Pradesh

## Our Presence



### Registered Office :

61-B, Udyog Vihar, Surajpur, Kasna Road,  
Greater Noida, Gautam Buddha Nagar,  
Uttar Pradesh - 201306

### Corporate Office :

TR - 901, AltF 142 Noida, 9th floor,  
Plot Number 21 & 21A, Sector 142, Noida 201  
304 Uttar Pradesh, India

### Location 1 :

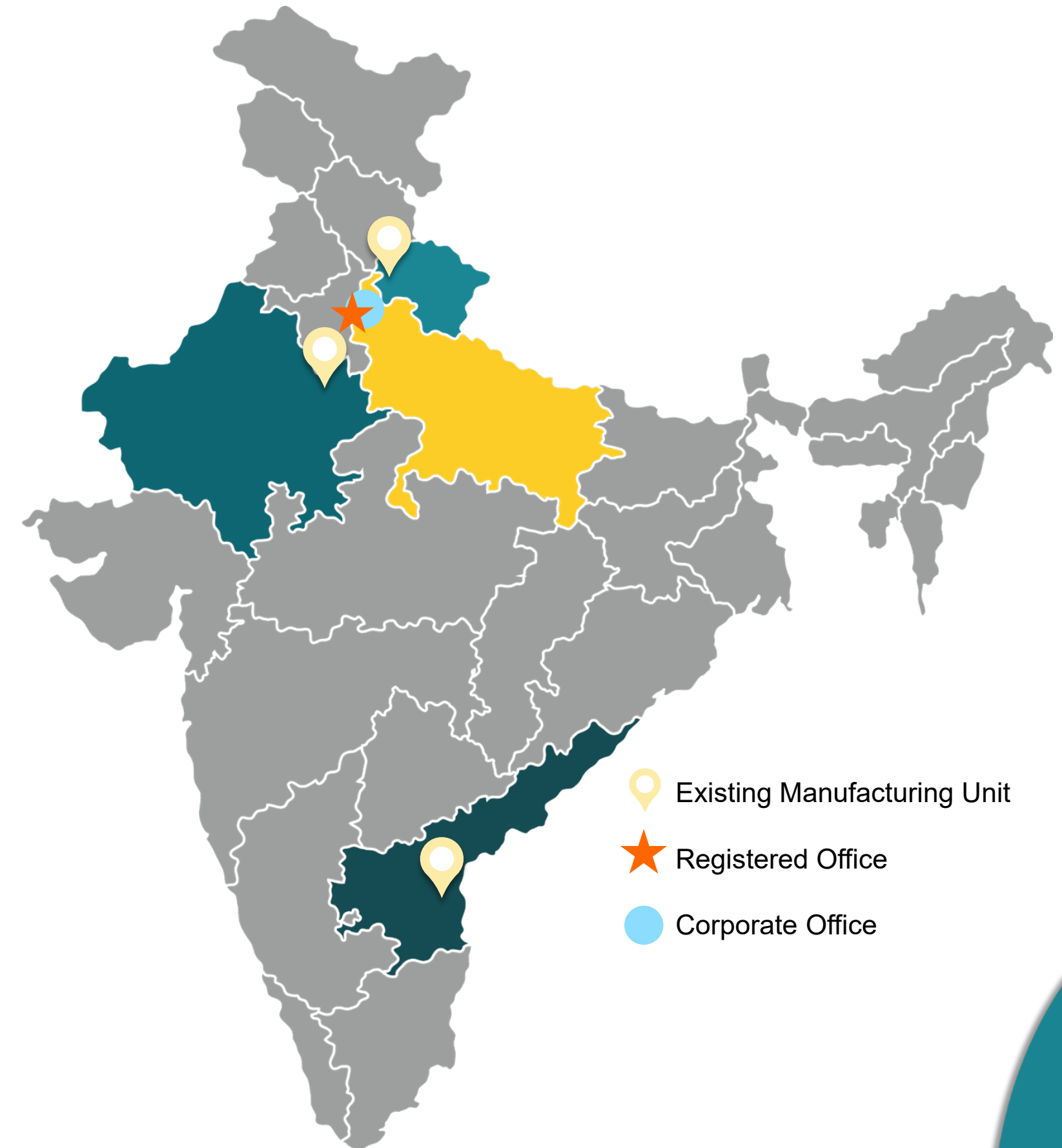
C-5, C-6, C-7 & B-1 , UPSIDC Industrial Area,  
Selaqui, Dehradun, Uttarakhand - 248 011  
Khasra no. 122-Min, Central Hope Town,  
Dehradun, Uttarakhand - 248 011

### Location 2 :

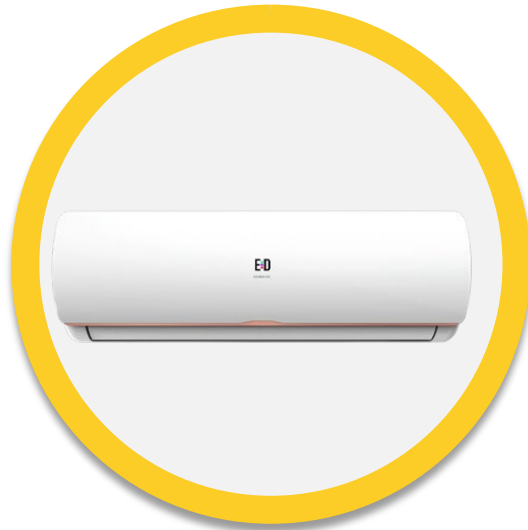
Plot No. A1-A2, D6-D7-D8, RIICO Industrial  
Area, Salarpur (Elcina Cluster), Bhiwadi,  
Rajasthan - 301019

### Location 3 :

Plot No. 850, EMC Road, Sricity DTZ, Cherivi &  
Irugolam Village, Sathyavedu Mandal, Tirupati  
District, Andhra Pradesh - 517 646.



## Room Air Conditioners



**Indoor Unit (IDU)**



**Outdoor Unit (ODU)**

## Small Domestic Appliances



**Induction Cooktop**



**Mixer Grinder**



**Window Air Conditioner (WAC)**  
Inverter/Fixed Speed

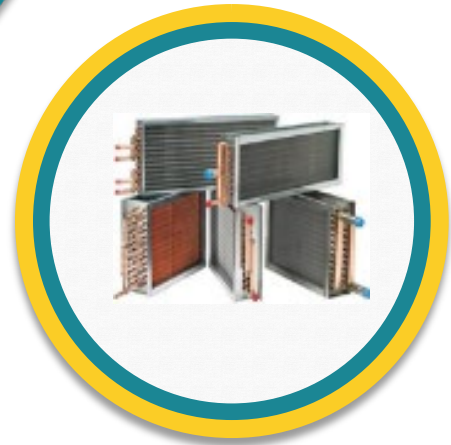


**Domestic Air Cooler**

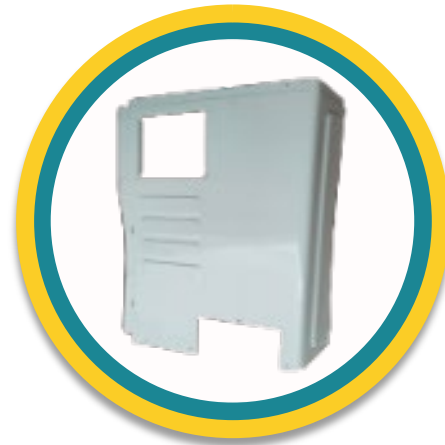


**Water Dispenser**

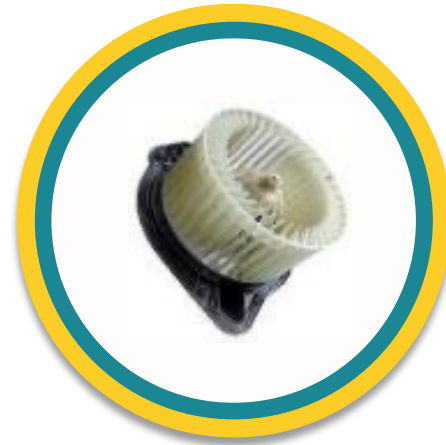
## Our Product Portfolio (2/2)



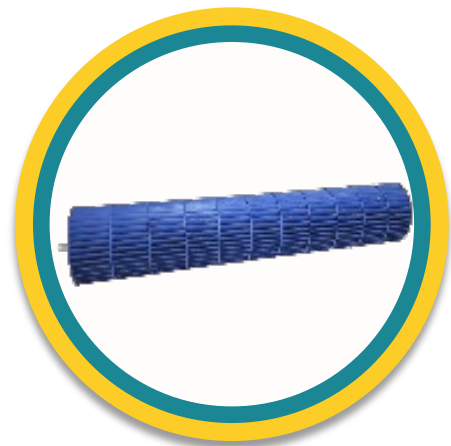
Heat Exchanger



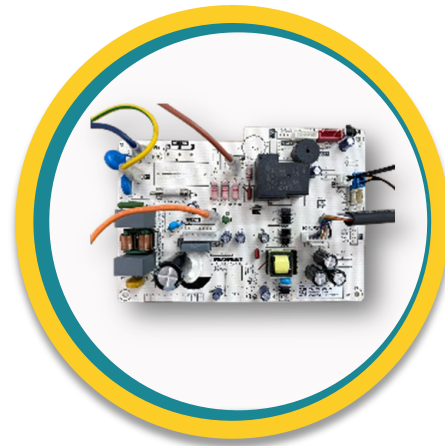
Sheet Metal Press Parts



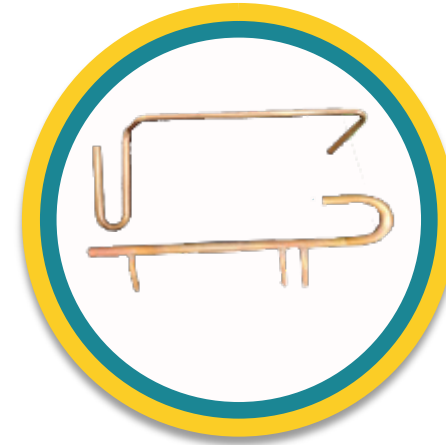
Injection Moulded Components



Cross Flow Fans



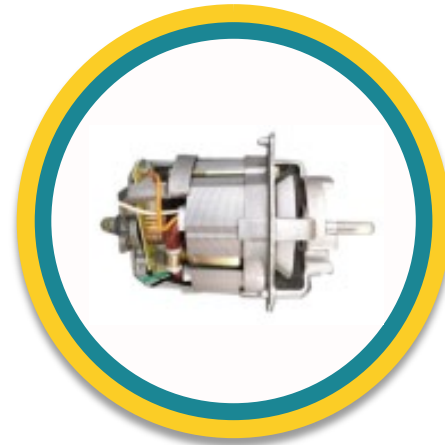
PCB Assembly



Copper Fabricated Products, including Tubing



Induction Coil



Universal Motor



In-house components manufacturing of a number of components required for the manufacturing of products



Highest amount of backward integration for RACs at a single location, that has been grown within the same company organically in India<sup>1</sup>



Customised manufacturing solutions, ranging from assembly only to near complete integrated manufacturing which may only involve external sourcing of compressors & RAC motors



Extensive equipment & degree of automation has helped with an aim to increase cost efficiency



Arrangements with associate, Epavo Electricals Private Limited for joint development of BLDC motors for captive consumption towards the manufacturing of RACs & other appliances

1. Source: F&S Report

# Long-Standing Relationships with Established Customers



**AKAI**



**B/S/H/**



**Haier**



**Morphy Richards**



**Panasonic**

**PHILIPS**



**TOTALINE**

**USHA**



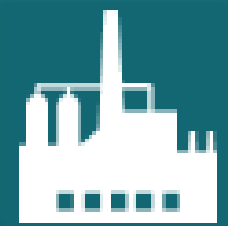
## Business Strengths



Long-Standing Relationships with Established Customers, with Potential to Expand the Customer Base



Among the Key Manufacturers in Fast-Growing RAC & SDA Manufacturing Industries



Advanced Vertically Integrated Manufacturing Operations with Product Portfolio Aimed at Capturing the Full Spectrum of the RAC & SDA Value Chain



Robust Product Development & Design Optimisation Capabilities



Experienced Promoters Supported by Senior Management Team with Proven Track Record of Performance

# Advanced Vertically Integrated Manufacturing Operations with Product Portfolio Aimed at Capturing the Full Spectrum of the RAC & SDA Value Chain



## Installed Capacity<sup>3</sup>

1.56 Mn IDUs<sup>1</sup>

0.42 Mn WACs

0.3 Mn Mixer Grinders

1.68 Mn ODU / ODU Kits<sup>2</sup>

1.85 Mn Induction Cooktops<sup>3</sup>

0.11 Mn Water Dispensers

Location	Dehradun (Uttarakhand)	Bhiwadi (Rajasthan)	Sri City (Andhra Pradesh)
<b>Component Manufacturing Capability</b>			
Injection Moulded Components	✓	✓	✓
Heat Exchanger	✓	✓	✓
Copper Tubing	✓	✓	✓
Powder Coating	✓		✓
Sheet Metal Press Part	✓		✓
Cross Flow Fan		✓	✓

1. 0.90 Mn IDUs at Dehradun & Bhiwadi Manufacturing Facility & 0.66 Mn IDUs at Sri City Manufacturing Facility  
 2. 1.32 mn ODU's (0.66 mn ODUs at Dehradun & Bhiwadi Manufacturing Facility, 0.66mn ODUs at Sri City Manufacturing Facilities) & 0.36 mn ODU Kits  
 3. 1.2 Mn ICT at Dehradun & Bhiwadi Manufacturing Facility & 0.65 ICT Sri City Manufacturing Facility





## Q3/9M-FY24 Performance



# Financial Highlights



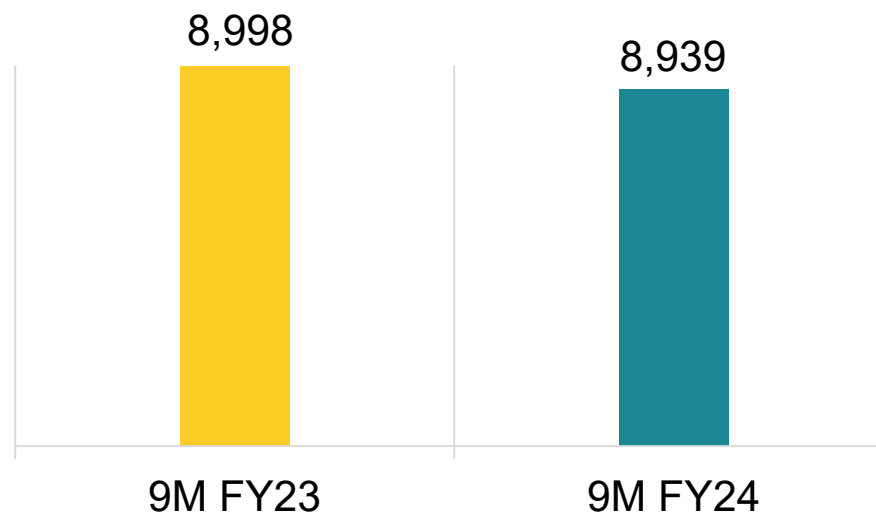
## Q3-FY24 Performance

<b>INR 2,791 Mn</b> Operating Income <b>+1% YoY</b>	<b>INR 237 Mn</b> Operating EBITDA <b>+439% YoY</b>	<b>8.49%</b> EBITDA Margins <b>+689 Bps YoY</b>
<b>INR 49 Mn</b> Profit After Tax	<b>1.76%</b> PAT Margins	<b>INR 0.62/Share</b> Diluted EPS <sup>1</sup>

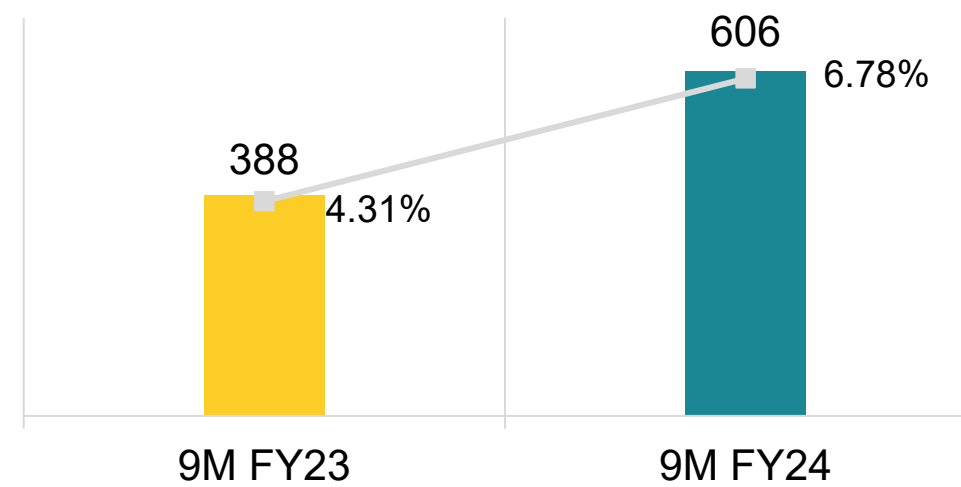
## 9M-FY24 Performance

<b>INR 8,939 Mn</b> Operating Income <b>-1% YoY</b>	<b>INR 606 Mn</b> Operating EBITDA <b>+56% YoY</b>	<b>6.78%</b> EBITDA Margins <b>+247 Bps YoY</b>
<b>INR 75 Mn</b> Profit After Tax	<b>0.84 %</b> PAT Margins	<b>INR 0.96 /Share</b> Diluted EPS <sup>1</sup>

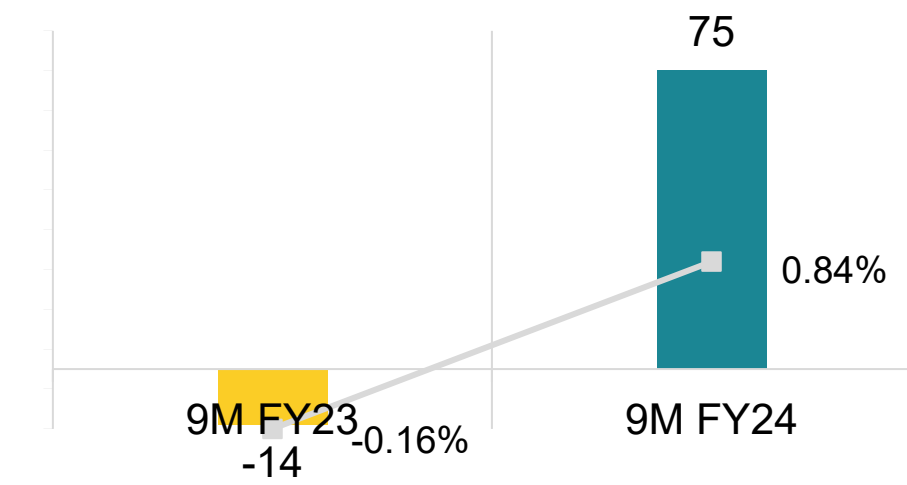
Operating Income (INR Mn)



EBITDA (INR Mn) & EBITDA Margins (%)



PAT (INR Mn) & PAT MARGINS (%)



<sup>1</sup> Not Annualized

## Quarterly Financial Performance



Particulars (INR Mn)	Q3-FY24	Q3-FY23	Y-o-Y
<b>Operational Income</b>	<b>2,791</b>	<b>2,756</b>	<b>1.3%</b>
Expenses	2,554	2,712	(5.8)%
<b>EBITDA</b>	<b>237</b>	<b>44</b>	<b>NA</b>
<b>EBITDA Margins (%)</b>	<b>8.49%</b>	<b>1.60%</b>	<b>689 Bps</b>
Other Income	19	3	NA
Depreciation	89	63	41.3%
Interest	97	67	44.8%
<b>Profit before share of profit /(loss) of associates</b>	<b>70</b>	<b>(83)</b>	<b>NA</b>
Share of Profit /(loss) of associates	(3)	(2)	(50.0)%
<b>Profit Before Tax</b>	<b>67</b>	<b>(85)</b>	<b>NA</b>
Tax	18	(23)	NA
<b>Profit After tax</b>	<b>49</b>	<b>(62)</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>1.76%</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive Income	(1)	(1)	0.0%
<b>Total Comprehensive Income</b>	<b>48</b>	<b>(63)</b>	<b>NA</b>
<b>Diluted EPS (INR) <sup>1</sup></b>	<b>0.62</b>	<b>(0.92)</b>	<b>NA</b>

<sup>1</sup> Not Annualized

# YTD Financial Performance



Particulars (INR Mn)	9M-FY24	9M-FY23	Y-o-Y
<b>Operational Income</b>	<b>8,939</b>	<b>8,998</b>	<b>(0.7)%</b>
Expenses	8,333	8,610	(3.2)%
<b>EBITDA</b>	<b>606</b>	<b>388</b>	<b>56.2%</b>
<b>EBITDA Margins (%)</b>	<b>6.78%</b>	<b>4.31%</b>	<b>247 Bps</b>
Other Income	34	10	NA
Depreciation	249	190	31.1%
Interest	276	222	24.3%
<b>Profit before share of profit /(loss) of associates</b>	<b>115</b>	<b>(14)</b>	<b>NA</b>
Share of Profit /(loss) of associates	(9)	(5)	80.0%
<b>Profit Before Tax</b>	<b>106</b>	<b>(19)</b>	<b>NA</b>
Tax	31	(5)	NA
<b>Profit After tax</b>	<b>75</b>	<b>(14)</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>0.84%</b>	<b>(0.16)%</b>	<b>NA</b>
Other Comprehensive Income	(2)	(2)	0.0%
<b>Total Comprehensive Income</b>	<b>73</b>	<b>(16)</b>	<b>NA</b>
<b>Diluted EPS (INR) <sup>1</sup></b>	<b>0.96</b>	<b>(0.20)</b>	<b>NA</b>

<sup>1</sup> Not Annualized

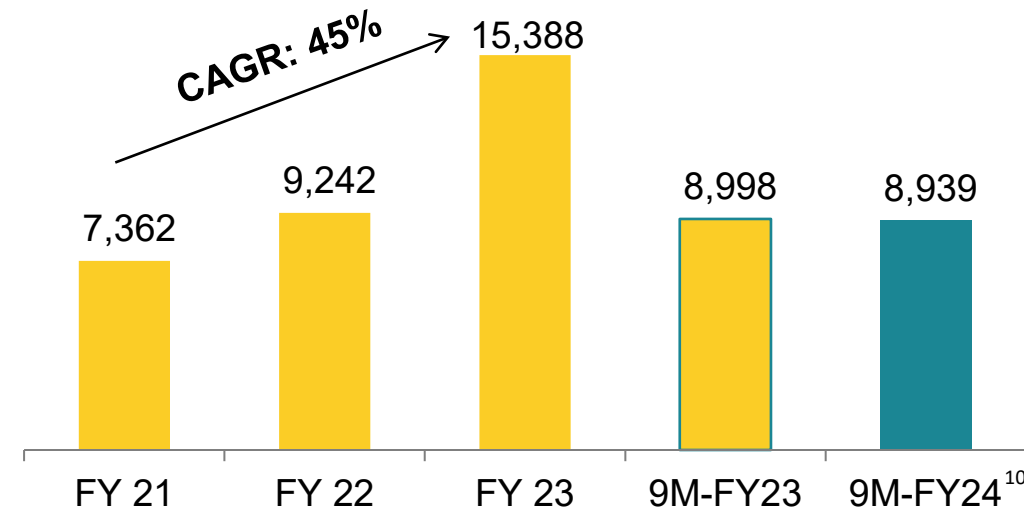


## Historical Financials



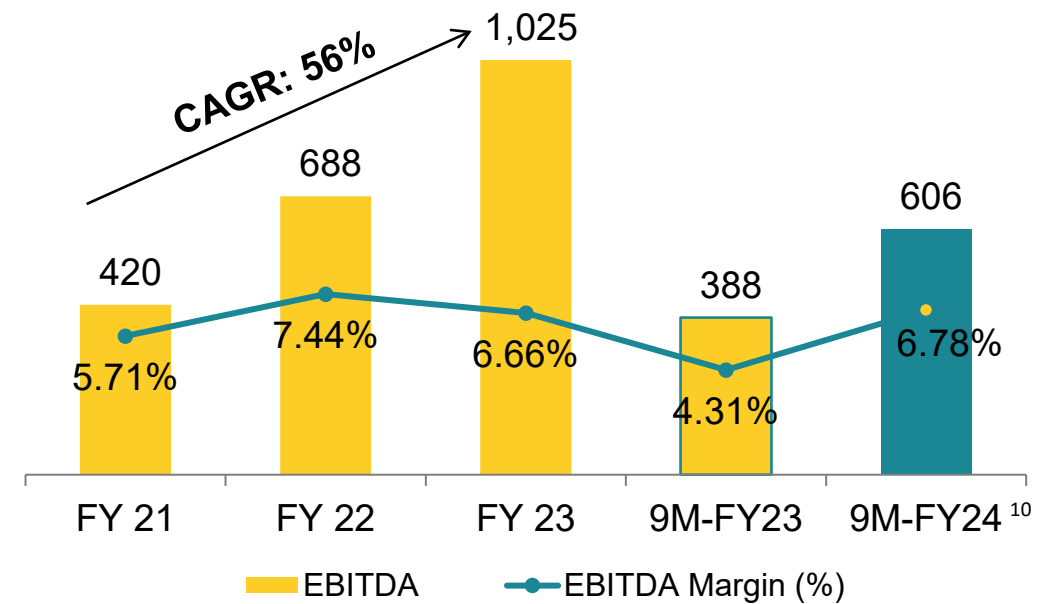
## Revenue From Operations<sup>1</sup>

INR Mn



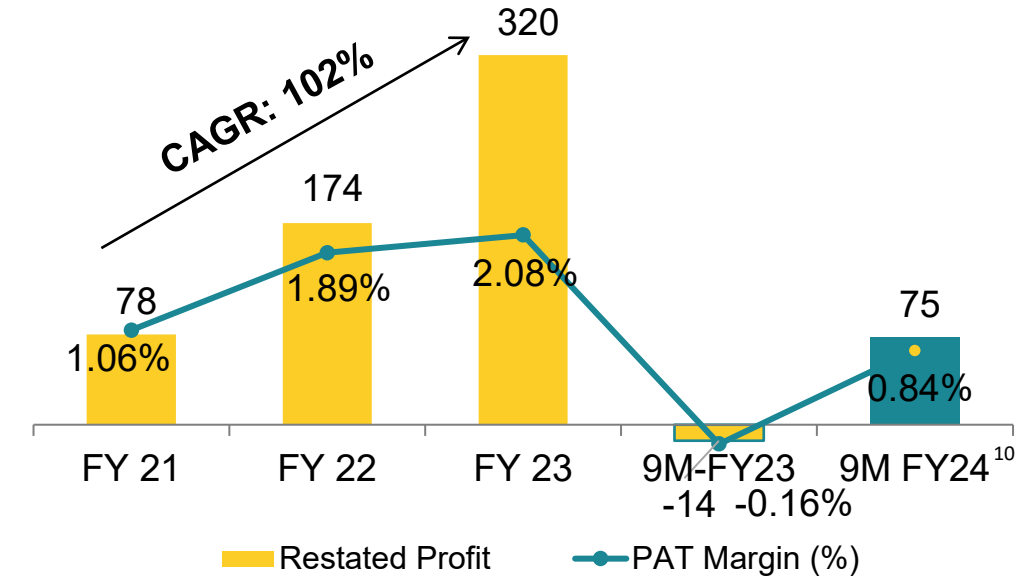
## EBITDA<sup>2</sup> & EBITDA Margin<sup>3</sup>

INR Mn

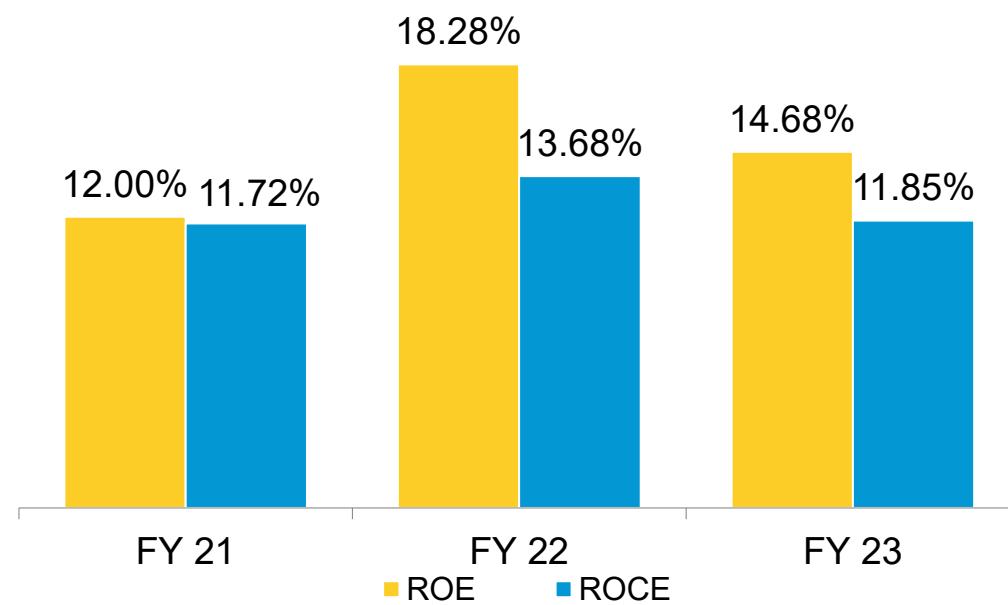


## Restated Profit for the year<sup>4</sup> & PAT Margin<sup>5</sup>

INR Mn

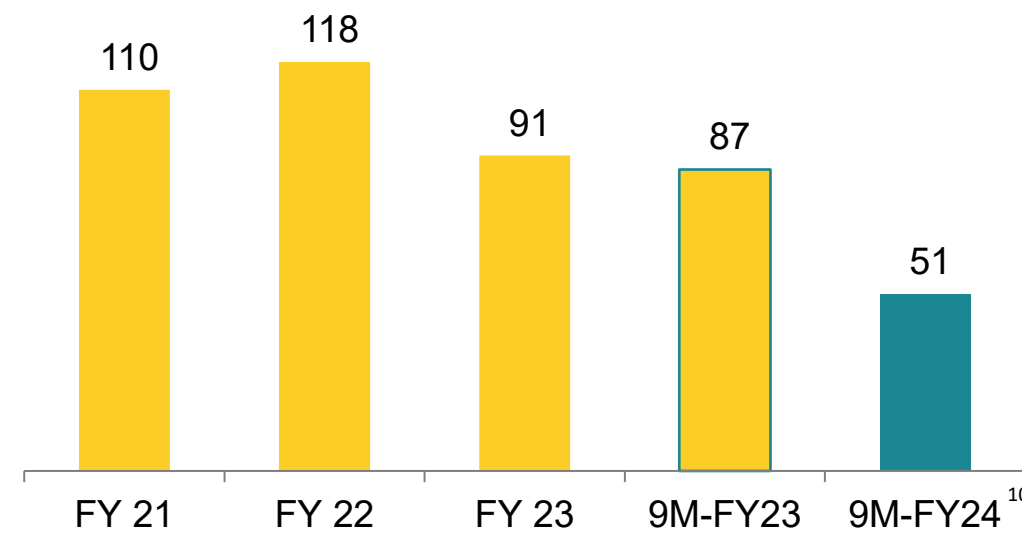


## ROE<sup>6</sup> & ROCE<sup>7</sup> (%)



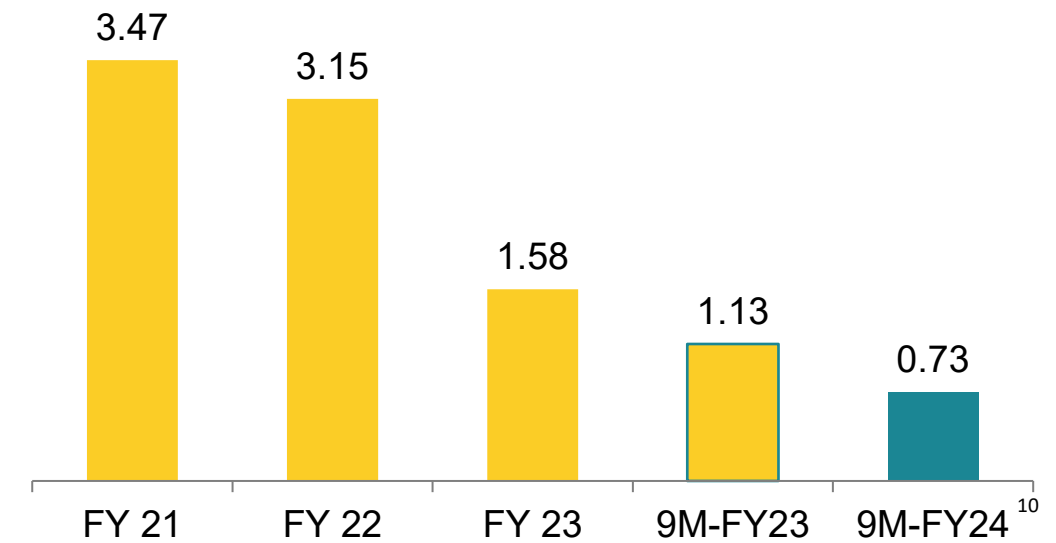
## Working Capital Cycle Days<sup>8</sup>

In Days



## Debt to Equity Ratio<sup>9</sup>

In Times



1. Revenue from Operations means Revenue from contracts with customers & other operating income such as Scrap Sales, Government grants, Export Incentive & Service charges  
 2. EBITDA is calculated as restated profit before tax plus share of profit/(loss) of associate, exceptional items plus finance costs, depreciation & amortisation expense minus other income  
 3. EBITDA Margin is calculated as EBITDA divided by Revenue from Operations  
 4. Profit for the year means the profit for the year / period as appearing in the Restated Financial Information  
 5. PAT Margin is calculated as restated profit for the year / period divided by Revenue from Operations  
 6. ROE is calculated as restated profit for the year / period divided by average total equity (net worth)

7. ROCE is calculated as EBIT divided by average capital employed. Where EBIT is sum of restated profit before tax, share of profit/(loss) of associate, exceptional items & finance costs. Capital employed is calculated as the sum of Total Equity, Current Borrowings, Non-Current Borrowings, Interest accrued but not due on borrowings  
 8. Working capital cycle days is calculated as working capital multiplied by 365 / 275 & divided by Revenue from Operations, where working capital is defined as trade receivables plus inventories minus trade payables  
 9. Debt to Equity Ratio is calculated as total debt divided by total equity, where total debt is the sum of current borrowings, non-current borrowings (including current maturities) & interest accrued but not due on borrowings  
 10. 9M FY 24 numbers are not annualized

## **EPACK Durable Limited**

*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of "EPACK Durable Limited" or hereinafter referred to as "The Company", which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.*

*This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities.*

## **Valorem Advisors Disclaimer:**

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

*Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.*

## **For further details, please feel free to contact our Investor Relations Representatives:**



**Mr. Anuj Sonpal**  
**Valorem Advisors**  
Tel: +91-22-4903 9500  
Email: [epack@valoremadvisors.com](mailto:epack@valoremadvisors.com)



# Thank You



[www.epackdurable.com](http://www.epackdurable.com)





# Glossary



AC	Air Conditioner
APAC	Asia Pacific
BA	Bachelor of Arts
BBM	Bachelor in Business Management
B.Com	Bachelor of Commerce
B.Tech	Bachelor of Technology
BE	Bachelor in Engineering
BEE	Bureau of Energy Efficiency
BLDC	Brushless Direct Current
Bn	Billion
BoM	Bill of Material
CAGR	Compound Annual Growth Rate
CBU	Completely Built-Up Unit
CCPS	Compulsory Convertible Preference Shares
CEO	Chief Executive Officer
CFF	Cross Flow Fan
Cr	Crore
CSR	Corporate Social Responsibility
CY	Calendar Year
DIBM	Diploma in Business Management
DME	Diploma in Mechanical Engineering
E	Estimate
EBIT	Earnings Before Interest & Taxes
EBITDA	Earnings Before Interest, Taxes, Depreciation & Amortization
EMS	Electronics Manufacturing Services
ESG	Environmental, Social & Governance
F&S	Frost & Sullivan (India) Private Limited
FVTPL	Fair Value through Profit & Loss
FY	Fiscal Year
HE	Heat Exchanger
HoD	Head of Department
ICAI	Institute of Chartered Accountants of India
ICSI	Institute of Company Secretaries of India
ICT	Induction Cooktop
ICWAI	Institute of Cost Accountants of India
IDU	Indoor Unit
IM	Injection Moulding

INR	Indian Rupee
ISO	International Organization for Standardization
JV	Joint Venture
LCD	Liquid Crystal Display
LED	Light Emitting Diode
LLB	Bachelor of Laws
MCA	Masters in Computer Applications
M.Com	Masters in Commerce
MBA	Masters in Business Administration
MD	Managing Director
Mm	Millimetre
Mn	Million
MSM	Masters Degree in Management Science
MSME	Micro, Small & Medium Enterprises
M.Tech	Masters in Technology
NA	Not Available
NABL	National Accreditation Board for Testing & Calibration Laboratories
OCI	Other Comprehensive Income
ODM	Original Design Manufacturer
ODU	Outdoor Unit with Compressor
ODU Kits	Outdoor Unit without Compressor
OEM	Original Equipment Manufacturer
PCB	Printed Circuit Board
PGDHRM	Post Graduation Diploma in Human Resource Management
PLI	Production Linked Incentive
R&D	Research & Development
R32	Refrigerant 32
RAC	Room Air Conditioner
ROCE	Return on Capital Employed
ROE	Return on Equity
RoHS	Restriction for Hazardous Substances
SDA	Small Domestic Appliances
SM	Sheet Metal
USD	United States Dollar
WAC	Window Air Conditioner