

20th Nov 2025

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Q2FY26 Result Highlights

- EPL Limited continued its strong FY26 trajectory, delivering solid performance across financial and operational metrics. Revenue growth was broad-based, with Americas (+27.4%) and East Asia Pacific (EAP) (+10.6%) leading the charge. Europe posted modest growth of 2.8%, while AMESA saw a slight decline of 0.7% due to GST-led inventory corrections in Oral Care.
- Revenue rose to ₹12,059mn in Q2FY26, up from ₹10,862mn in Q2FY25, marking an 11.0% YoY increase.
- EBITDA improved to ₹2,506mn in Q2FY26, compared to ₹2,205mn in Q2FY25, reflecting a 14.1% YoY growth, driven by strong performance in Beauty & Cosmetics and operational efficiencies.
- EBITDA margin expanded by 48 bps YoY to 20.8%, up from 20.3% in Q2FY25. This marks the fifth consecutive quarter of EBITDA margins exceeding 20%.
- Profit After Tax grew by 19.9% YoY, reaching ₹1,061mn in Q2FY26, up from ₹883mn in Q2FY25, supported by robust operating leverage and prudent financial management.
- ROCE improved by 220 bps YoY to 18.7%, reflecting continued focus on capital efficiency and profitability.
- Net Debt to EBITDA ratio improved to 0.51x in Q2FY26, compared to 0.76x in Q2FY25, indicating a healthier balance sheet and reduced financial risk.
- Personal Care & Beyond segment, which includes Beauty & Cosmetics, Pharma, and related categories, posted a strong 19.4% YoY growth. Within this, Beauty & Cosmetics alone grew by 26.3% YoY, continuing to be the key growth driver.
- Raw material costs accounted for ~41% of revenue, employee benefit expenses were 19%, and other operating expenses stood at 19%, indicating a stable and well-managed cost structure.

Important Statistics

Nifty	26,052
Sensex	85,186
Close*	195
MCAP (₹ bn)	62.50
52 Week H/L (₹)	290/175
NSE Code	EPL
BSE Code	500135
Bloomberg Code	ESEL:IN

Close* as on 19th Nov 25

Shareholding Pattern (%)	Dec'24	Mar'24	Jun'25	Sep'25
Promoter	51.5	51.3	26.4	26.4
FII	14.9	16.5	17.2	17.4
DII	11.6	11	10.4	10
Public & Others	22	21.2	45.9	46.2

Financials

(₹ mn)

Particulars	FY24	FY25	FY26E	FY27E
Revenue	39,161	42,133	46,546	51,305
EBITDA	7,143	8,359	9,555	10,610
EBITDA (%)	18.2	19.8	20.5	20.7
Net Profit	2,101	3,554	4,198	4,914
EPS (₹)	8.5	11	12.9	15.4
DPS (₹)	4.3	5.5	6.2	6.4
P/E (x)	20.7	17.9	15.5	13
EV/EBITDA (x)	8.7	7.7	7.3	6.6
P/BV (x)	3	2.7	2.5	2.2
RoE (%)	10	16	16.7	18
RoA (%)	9.3	9.2	12.5	14.2

Source: Company, Way2Wealth

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Relative Performance

Segment Performance:

- EPL Limited's consolidated revenue growth in Q2FY26 was primarily driven by strong double-digit performance across two of its four operating regions, with continued momentum in Personal Care & Beyond categories.
- **Americas:** Delivered a robust 27.4% YoY growth, driven by exceptional performance in Brazil, which benefited from recent capacity expansion and strong Beauty & Cosmetics traction. The region continues to onboard new customers and expand its footprint.
- **East Asia Pacific (EAP):** Achieved 10.6% YoY growth, supported by sustained demand across Oral and Beauty & Cosmetics categories. The successful commissioning of the Thailand greenfield plant in October is expected to further accelerate growth in H2FY26.
- **Europe:** Posted modest growth of 2.8% YoY, impacted by temporary softness from a few large customers. However, a strong order pipeline and strategic initiatives are expected to drive recovery in the coming quarters.
- **AMESA (Africa, Middle East, South Asia):** Revenue declined by 0.7% YoY, primarily due to GST-led inventory corrections in India's oral care

Return (%)	1Yr	3Yr	5Yr
EPL	(24)	23	(25)
Nifty 50	10	41	100
Sensex	9	37	91

Source: Company, Way2Wealth

Dhananjay Kansara

ghananjay.k@way2wealth.com

Ph:022-4019 2911

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segment. Focused initiatives and leadership strengthening are underway to revive growth momentum in H2FY26.

- **Category Performance:** The 'Personal Care & Beyond' segment, comprising Beauty & Cosmetics, Pharma, and related categories, continued its strong trajectory with 19.4% YoY growth. Within this, Beauty & Cosmetics posted a 26.3% YoY increase, now contributing over 50% of total tube revenue. Growth was fueled by aggressive customer acquisition, product innovation (e.g., Neo-seam technology), strategic investments in talent and backend capabilities, and focused execution.
- **Oral Care:** Revenue declined by 2.7% YoY in Q1FY26 but showed signs of recovery in Q2FY26 with 3.1% growth. The segment remains under pressure in AMESA and Europe but is expected to rebound in H2FY26 as inventory normalization and demand recovery take hold.

➤ **Sustainability:** EPL has positioned sustainability as a strategic growth lever. It earned the prestigious EcoVadis Platinum Rating, placing it in the top 1% globally. Over 38% of tube volumes are now recyclable, led by its certified Platina tube. Manufacturing sites have achieved Zero Waste to Landfill status, and EPL retained top ratings in supplier engagement and circular economy efforts. Sustainability also extends to CSR, with initiatives in education, skill development, and plastic waste management. These efforts enhance brand equity and drive commercial growth, especially in eco-conscious segments like Beauty & Cosmetics. EPL's sustainability focus is not only ESG-aligned but also a key differentiator in global markets.

View

EPL Limited's Q2FY26 performance reinforces its position as a resilient and growth-oriented player in the specialty packaging space. The company's strategic pivot toward high-margin segments like Beauty & Cosmetics—now contributing over 50% of tube revenue—continues to drive topline and margin expansion. With double-digit revenue growth, consistent EBITDA margin above 20%, and PAT growing faster than EBITDA, EPL is effectively leveraging operational efficiencies and product mix optimization. The commissioning of the Thailand plant and sustained momentum in Brazil further strengthen its global footprint and growth visibility. Additionally, EPL's sustainability-led differentiation, backed by its EcoVadis Platinum rating and expanding recyclable portfolio, aligns well with evolving customer preferences and ESG mandates. Management's focus on capital efficiency, with ROCE improving to 18.7%, and a clear roadmap to exceed 25% by FY29, adds to investor confidence. Overall, EPL offers a compelling mix of growth, profitability, and ESG leadership, supporting a positive long-term outlook. With the stock trading at 15x FY27E P/E—well below its 5-year historical average of 26x—we believe the valuation is attractive and recommend to **Accumulate** on dips.

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FINANCIAL & OPERATING PERFORMANCE

(₹ mn)											
Particulars	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	YoY%	QoQ%
Revenue	10,016	9,751	10,292	10,074	10,862	10,143	11,054	11,079	12059	11.0	8.8
EBITDA	1,810	1,834	1,909	1,921	2,167	2,016	2,280	2,268	2516	16.1	10.9
EBITDA (%)	18.1	18.8	18.5	19.1	20.0	19.9	20.6	20.5	20.9	91	39
Net Profit	505	861	151	642	870	941	1,157	1,000	1,060	21.8	6.0

Source: Company, Way2Wealth

Geography wise Revenue mix (%)

Region	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
AMESA	38	36	34	36	36	35	32	34	32
EAP	25	26	22	24	25	25	22	24	24
Americas	25	26	26	26	25	27	28	26	29
Europe	22	21	25	23	24	22	24	24	22

AMESA (India & Egypt); EAP (China, Philippines); Americas (US, Mexico & Columbia); Europe (Poland, Germany & Russia)

Source: Company, Way2Wealth

Geography-wise Performance

AMESA	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Revenue (₹ mn)	3,791	3,500	3,536	3,677	3,931	3,535	3,552	3,739	3,904
YoY Growth (%)	5.5	(0.6)	4.6	9.5	3.7	1.0	0.5	1.7	(0.7)
EBIT (₹ mn)	446	392	414	430	440	341	396	420	447
Margin (%)	11.8	11.2	11.7	11.7	11.2	9.6	11.1	11.2	11.4
YoY Growth (%)	33.9	(3.0)	(2.1)	17.8	(1.3)	(13.0)	(4.3)	(2.3)	1.6

EAP	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Revenue (₹ mn)	2,454	2,524	2,229	2,448	2,667	2,500	2,424	2,682	2,951
YoY Growth (%)	13.3	11.5	4.1	13.9	8.7	(1.0)	8.7	9.6	10.6
EBIT (₹ mn)	428	412	271	392	431	379	313	426	504
Margin (%)	17.4	16.3	12.2	16.0	16.2	15.2	12.9	15.9	17.1
YoY Growth (%)	13.5	12.9	9.3	11.7	0.7	(8.0)	15.5	8.7	16.9

Source: Company, Way2Wealth

Americas	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Revenue (₹ mn)	2,519	2,528	2,664	2,589	2,757	2,713	3,044	2,930	3,512
YoY Growth (%)	13.2	11.9	15.9	18.9	9.4	7.3	14.3	13.2	27.4
EBIT (₹ mn)	91	175	240	169	260	292	334	305	471
Margin (%)	3.6	6.9	9.0	6.5	9.4	10.8	11.0	10.4	13.4
YoY Growth (%)	(14.2)	60.6	306.8	604.2	185.7	66.9	39.2	80.5	81.2

Europe	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Revenue (₹ mn)	2,163	2,076	2,563	2,316	2,617	2,257	2,697	2,674	2,690
YoY Growth (%)	5.5	8.6	2.4	9.0	21.0	8.7	5.2	15.5	2.8
EBIT (₹ mn)	46	23	99	135	258	232	280	277	158
Margin (%)	2.1	1.1	3.9	5.8	9.9	10.3	10.4	10.4	5.9
YoY Growth (%)	(34.3)	163.9	(26.1)	70.9	460.9	908.7	182.8	105.2	(38.8)

Source: Company, Way2Wealth

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FINANCIALS & VALUATIONS

(₹ mn)

Particulars	Q2FY26	Q2FY25	YoY	Q1FY26	QoQ	H1FY26	H1FY25	YoY
Revenue	12,059	10,862	11	11,079	9	23,138	20,936	11
Matl Cost	4,960	4,558	9	4,786	4	9,746	8,754	11
Inventory Changes	(88)	6	(1,567)	(375)	(77)	(463)	(111)	317
Employee Exps	2,340	2,058	14	2,246	4	4,586	4,148	11
Other Exps	2,341	2,035	15	2,154	9	4,485	4,082	10
EBITDA	2,506	2,205	14	2,268	10	4,784	4,063	18
EBITDA Margin (%)	20.8	20.3	48 bps	20.5	31 bps	20.7	19.4	127 bps
Other Income	119	140	(15)	80	49	199	205	(3)
Depreciation	944	852	11	896	5	1,840	1,688	9
Finance Cost	285	291	(2)	281	1	566	581	(3)
PBT	1,409	1,184	19	1,173	20	2,579	2,001	29
Tax	348	301	16	159	119	507	440	15
Net Profit	1,061	883	20	1,014	5	2,072	1,561	33
EPS adj (₹)	3.27	2.72	20	3.13	5	6.43	4.83	33
As % of Sales								
Raw Matl Cost	41.1	42.0	(2)	43.2	(5)	42.1	41.8	1
Employee Exps	19.4	18.9	2	20.3	(4)	19.8	19.8	0
Other Exps	19.4	18.7	4	19.4	(0)	19.4	19.5	(1)

Source: Company, Way2Wealth

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Disclosure of Interest Statement EPL Ltd. as on 20th Nov 2025

Name of the Security	EPL Ltd.
Name of the analyst	Dhananjay Kansara
Analysts' ownership of any stock related to the information contained	
Financial Interest	
Analyst :	No
Analyst's Relative : Yes / No	No
Analyst's Associate/Firm : Yes/No	No
Conflict of Interest	No
Receipt of Compensation	No
Way2Wealth ownership of any stock related to the information contained	NIL
Broking relationship with company covered	NIL
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