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Q4FY25 Result Highlights

- Revenue increased to ₹11,054mn in Q4FY25 from ₹10,292mn in Q4FY24, reflecting a 7.4% YoY growth.
- EBITDA increased from ₹1,919mn in Q4FY24 to ₹2,280mn in Q4FY25, a 19.4% YoY growth.
- The EBITDA margin expanded to 20.3% in Q4FY25 from 18.5% in Q4FY24, a 208 bps YoY increase, marking 11 consecutive quarters of margin improvement.
- Profit After Tax shot up 666% YoY, from ₹151mn in Q4FY24 to ₹1,157mn in Q4FY25.
- ROCE improved by 335 bps YoY, reaching 18% in FY25 compared to 14.7% in FY24.
- The Debt/EBITDA ratio improved from 0.84x in FY24 to 0.54x in FY25, indicating better financial stability.
- Americas and EAP posted strong revenue growth of 14.3% and 8.7% YoY, respectively, while Europe and AMESA saw modest increase of -5.2% and 0.5% YoY.
- The raw material cost, employee expense and other expenses were reported 42%, 19% and 18% as a percentage of sales during the quarter.

Important Statistics

Nifty	24,853
Sensex	81,721
Close*	238
MCAP (₹ bn)	76.06
52 Week H/L (₹)	290/170
NSE Code	EPL
BSE Code	500135
Bloomberg Code	ESEL:IN

Close as on 23rd May 25*

Shareholding Pattern (%)	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25
Promoter	51.5	51.5	51.5	51.5	51.5
FII	10.9	11.4	13.4	14.9	14.9
DII	13.4	11.6	11.2	11.6	11.6
Public &Others	24.2	25.6	23.9	22	22

Concall KTA

Segment Performance:

- Personal Care & Beyond grew by 10.3% annually, nearly double the 5.6% growth in Oral Care, contributing 48% to total business. Beauty & Cosmetics segment saw over 20% growth, driven by investments in capability, technology, and customer engagement.
- AMESA (Africa, Middle East, and South Asia): Flat overall growth in India due to lower intercompany laminate sales for inventory optimization, but underlying tube demand remains positive with mid-to-high single-digit growth.
- EAP Challenges: Q4 EBIT margin in EAP dropped sequentially due to Chinese New Year, but full-year performance remains stable with technology tax benefits aiding margins.

Strategic Focus Areas for FY26:

- Beauty & Cosmetics Growth: Strong momentum with a healthy order pipeline, new customer wins, and investments in Neo Seam tubes and extruded tube capabilities. Aiming for consistent mid-to-high teens growth to drive overall double-digit revenue growth.
- High-Growth Market Expansion: Capacity expansion in Brazil (adding 40 million tubes annually) to be operational in Q1FY26, and Thailand Greenfield project to contribute from H2FY26. Exploring further Greenfield and M&A opportunities.
- Sustainability: Recyclable portfolio increased to 33% from 21% last year, gaining wallet share with ESG-focused global brands. EPL received an A rating from CDP for climate change and water security and the UNGC Forward Faster Sustainability Award 2025.

Financials

(₹ mn)

Particulars	FY24	FY25	FY26E	FY27E
Revenue	39,161	42,133	46,795	51,584
EBITDA	7,143	8,359	9,505	10,595
EBITDA (%)	18.2	19.8	20.3	20.5
Net Profit	2,101	3,554	4,222	4,982
EPS (₹)	8.5	11.1	13.2	15.7
DPS (₹)	4.3	2.5	5.6	6.3
P/E (x)	20.7	17.6	17.4	14.7
EV/EBITDA (x)	8.7	8	8.3	7.4
P/BV (x)	3	3.1	2.9	2.6
RoE (%)	10	16	17.3	18.6
RoA (%)	9.3	9.2	13	14.4

Source: Company, Way2Wealth

Relative Performance

Return (%)	1Yr	3Yr	5Yr
EPL	**26**	**50**	**39**
Nifty 50	9	54	176
Sensex	9	52	168

Source: Company, Way2Wealth

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- Margin Expansion: Continued focus on cost optimization and restructuring in Europe and the Americas. Minimal impact expected from US tariffs due to local manufacturing and contractual duty pass-throughs.

Growth Outlook:

- Double-Digit Growth: Confident in achieving double-digit revenue and EBITDA growth in FY26, driven by Beauty & Cosmetics expansion, new market entries (Brazil, Thailand), and aggressive customer acquisition (e.g., D2C brands in India). Margin improvement opportunities remain in select geographies.
- Macro Challenges: Acknowledged softness in FMCG markets (India, China), but mitigating through extruded tube investments, export focus (Middle East, Africa), and competitive advantages in the US due to local production.
- Planned capex at ₹380–390crs for FY26, sufficient to support double-digit growth and Thailand Greenfield. Historically, CAPEX has been ₹360–380crs annually.

View

EPL Limited delivered a robust Q4FY25, with revenue up 7.4% YoY to ₹11,054 million. Full-year revenue grew 7.6% to ₹42,133 million. Margin expansion (20.6%, +208 bps YoY) for the 11th consecutive quarter reflects operational efficiencies and cost optimization in Europe and the Americas. Beauty & Cosmetics surged over 20% in Q4, contributing 48% to revenue, driven by sustainability (33% recyclable portfolio) and expansions in Brazil (40 million tubes annually) and Thailand (H2FY26). These position EPL for double-digit FY26 growth despite macro challenges in FMCG demand. Strong cash flows (₹6,000–8,000 million annually) and low debt (0.54x net debt-to-EBITDA) bolster financial health. However, potential volatility from macro headwinds and execution risks in new markets warrants caution. Considering EPL Limited's balanced growth potential and cost leadership, offset by near-term macro uncertainties, **we recommend a Hold rating. Investors should monitor performance near support levels for strategic entry, as the stock trades at 18x FY27E EPS.**

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Website: www.way2wealth.com Email: research@way2wealth.com *Way2wealth Research is also available on Bloomberg WTWL<GO>*

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FINANCIAL & OPERATING PERFORMANCE

(₹ mn)

Particulars	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	YoY%	QoQ%	FY25	FY24	YoY%
Revenue	9,693	9,102	10,016	9,751	10,292	10,074	10,862	10,143	11,054	7.4	9.0	42,133	39,161	7.6
EBITDA	1,546	1,590	1,810	1,834	1,909	1,858	2,167	2,016	2,280	19.4	13.1	8,321	7,143	16.5
EBITDA Margin (%)	15.9	17.5	18.1	18.8	18.5	18.4	20.0	19.9	20.6	208	75	19.7	18.2	151
Net Profit	851	543	505	861	151	642	870	941	1,157	666.2	23.0	3,610	2,060	75.2

Source: *Company, Way2Wealth*

Geography wise Revenue mix (%)

Region	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
AMESA	35	37	38	36	34	36	36	35	32
EAP	22	24	25	26	22	24	25	25	22
Americas	24	24	25	26	26	26	25	27	28
Europe	26	23	22	21	25	23	24	22	24

AMESA (India & Egypt); EAP (China, Philippines); Americas (US, Mexico & Columbia); Europe (Poland, Germany & Russia)
Source: *Company, Way2Wealth*

Geography-wise Performance

AMESA	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Revenue (₹ mn)	3,379	3,358	3,791	3,500	3,536	3,677	3,931	3,535	3,552
YoY Growth (%)	*7.6*	*5.0*	*5.5*	*(0.6)*	*4.6*	*9.5*	*3.7*	*1.0*	*0.5*
EBIT (₹ mn)	423	365	446	392	414	430	440	341	396
Margin (%)	*12.5*	*10.9*	*11.8*	*11.2*	*11.7*	*11.7*	*11.2*	*9.6*	11.1
YoY Growth (%)	*52.7*	*18.1*	*33.9*	*(3.0)*	*(2.1)*	*17.8*	*(1.3)*	*(13.0)*	*(4.3)*

EAP	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Revenue (₹ mn)	2,141	2,149	2,454	2,524	2,229	2,448	2,667	2,500	2,424
YoY Growth (%)	*8.6*	*11.5*	*13.3*	*11.5*	*4.1*	*13.9*	*8.7*	*(1.0)*	*8.7*
EBIT (₹ mn)	248	351	428	412	271	392	431	379	313
Margin (%)	*11.6*	*16.3*	*17.4*	*16.3*	*12.2*	*16.0*	*16.2*	*15.2*	12.9
YoY Growth (%)	*55.0*	*42.1*	*13.5*	*12.9*	*9.3*	*11.7*	*0.7*	*(8.0)*	15.5

Source: *Company, Way2Wealth*

Americas	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Revenue (₹ mn)	2,299	2,178	2,519	2,528	2,664	2,589	2,757	2,713	3,044
YoY Growth (%)	*17.1*	*10.4*	*13.2*	*11.9*	*15.9*	*18.9*	*9.4*	*7.3*	14.3
EBIT (₹ mn)	59	24	91	175	240	169	260	292	334
Margin (%)	*2.6*	*1.1*	*3.6*	*6.9*	*9.0*	*6.5*	*9.4*	*10.8*	11.0
YoY Growth (%)	*(68.8)*	*(77.1)*	*(14.2)*	*60.6*	*306.8*	*604.2*	*185.7*	*66.9*	39.2

W2W Lighthouse - A Quick Perspective

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Europe	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Revenue (₹ mn)	2,502	2,125	2,163	2,076	2,563	2,316	2,617	2,257	2,697
YoY Growth (%)	*19.9*	*7.8*	*5.5*	*8.6*	*2.4*	*9.0*	*21.0*	*8.7*	5.2
EBIT (₹ mn)	134	79	46	23	99	135	258	232	280
Margin (%)	*5.4*	*3.7*	*2.1*	*1.1*	*3.9*	*5.8*	*9.9*	*10.3*	10.4
YoY Growth (%)	*28.8*	*132.4*	*(34.3)*	*163.9*	*(26.1)*	*70.9*	*460.9*	*908.7*	182.8

Source: *Company, Way2Wealth*

FINANCIALS & VALUATIONS

(₹ mn)

Particulars	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Revenue	**11,054**	**10,292**	**7.4**	**10,143**	**9.0**	**42,133**	**39,161**	**7.6**
Matl Cost	4,254	4,371	(2.7)	4,519	(5.9)	17,527	17,055	2.8
Inventory Changes	426	8	5,225	(487)	(187.5)	(172)	(485)	(64.5)
Employee Exps	2,091	1,990	5.1	2,085	0.3	8,324	7,725	7.8
Other Exps	2,003	2,014	(0.5)	2,010	(0.3)	8,095	7,723	4.8
EBITDA	**2,280**	**1,909**	**19.4**	**2,016**	**13.1**	**8,359**	**7,143**	**17.0**
EBITDA Margin (%)	***20.6***	***18.5***	***208bps***	***19.9***	***75bps***	***19.8***	***18.2***	***160bps***
Other Income	104	161	(35.4)	127	(18.1)	436	594	(26.6)
Depreciation	876	850	3.1	863	1.5	3,427	3,328	3.0
Finance Cost	284	321	(11.5)	274	3.6	1,139	1,156	(1.5)
PBT	1,266	908	39.4	1,005	26.0	4,251	3,279	29.6
Tax	73	152	(52.0)	64	14.1	577	582	(0.9)
Net Profit	**1,157**	**151**	**666**	**941**	**23**	**3,638**	**2,697**	**34.9**
EPS (₹)	3.62	0.5	665	2.9	22.8	11.4	8.5	34.5
As % of Sales			**BPS**		**BPS**			**BPS**
Raw Matl Cost	42.3	42.5	(21)	39.8	259	41.2	42.3	(112)
Employee Exps	18.9	19.3	(42)	20.6	(164)	19.8	19.7	3
Other Exps	18.1	19.6	(145)	19.8	(170)	19.2	19.7	(51)

Source: *Company, Way2Wealth*

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Disclosure of Interest Statement EPL Ltd. as on 26th May 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 : Analyst's Relative : Yes / No Analyst's Associate/Firm : Yes/No	 No 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
Investment Banking relationship with company covered	NIL

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