



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

May 20, 2026

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

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: Investor Presentation on the Audited Standalone and Consolidated Financial Statements/ Results ("Financial Results") of the Company for the Quarter and Financial Year ended March 31, 2026

Dear Sir/Ma'am,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on the Audited Standalone and Consolidated Financial Statements/ Results ("Financial Results") of the Company for the Quarter and Financial Year ended March 31, 2026.

A copy of same shall also be posted on the website of the Company at www.epackdurable.com

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

Thanking You

For **EPACK Durable Limited**

Esha Gupta
Company Secretary and Compliance Officer

Encl. As above.



EPACK Durable Limited

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EARNINGS PRESENTATION

Q4-FY26

 www.epackdurable.com



Private and confidential | 1





Empowering Brands, Defining Excellence

COMPANY OVERVIEW



Leading Living Appliance ODM



Largest Induction Cooktop ODM/OEM



Leading RAC ODM



Leading Air Fryer ODM



5 Pan India Manufacturing locations ¹



3 NABL Certified R&D labs



Manufactures critical components such as heat exchangers, copper tubing, PCBAs, etc.



Diversified Portfolio- RAC, LDA, SDA and components



72+ Trusted Customers



18+ No. of Products



2 Decades + Industry Experience



INR 19,107 Mn. Total Income ²

1. Manufacturing Facilities in Dehradun, Bhiwadi, Sri City, Sri City (EMTPL) & Bhiwadi (EPAVO)
2. Total Income for the FY 25-26

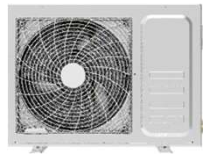


RAC Category

Non RAC Category



Indoor Unit (IDU)
 Range : 9K - 30K
 Inverter/ Fixed Speed
 Installed Capacity 1.60 Mn



Outdoor Unit (ODU)
 Range- 12K-36K
 Inverter/Fixed Speed
 Installed Capacity 2.05 Mn



Window Air Conditioner (WAC)
 Range- 9K- 22K
 Inverter/Fixed Speed
 Installed Capacity 0.62 Mn



Air Cooler
 Range- 85L – 120L
 Installed Capacity 0.60 Mn



Washing Machine
 Range- Push/Touch Button
 7.0KG – 11.0KG
 Installed Capacity 0.65 Mn



SDA in Next Page
Components in Next Page

OUR PRODUCTS (SDA)



Existing Product Range

Induction Stove
Range- 1200W-2200W
(Single)
3500W (Dual)
Installed Capacity 2.00 Mn



Water Dispenser
Range: Floor-Standing
and Table-Top
Installed Capacity 0.11 Mn



Mixer Grinder
Range- 500W-1000W
Installed Capacity 0.62 Mn



Air Fryer
Range- 1500W
(Analog/Digital Model
4L& 5L)



FY26 Launched Products

Infrared Cooktop
Range- 2000W-2200W



Nutri Blender
Range- 300W (Copper motor)



Dry Vacuum Cleaner
Range- 1700 W & 42 LTR



**3 New Products
Added**

FY27 Upcoming Products

Tower Fan
Range- 40W



Hair Dryer
Range- 1600W
(High-Speed DC Motor)



Air Purifier
Range- 5W










Coffee Maker
Range- 0.65-Litre 600W



COMPONENTS



	Components	In-house	Components	Segments
	Plastic Molding			IDU, WAC, Refrigerators, Washing Machine, Consumer Durables, Energy Meter, Automotive
	Sheet Metal			ODU, WAC, Refrigerators, Washing Machine, Consumer Durables, Energy Meter, Automotive
	Cross Flow Fan			IDU
	PCB			IDU, ODU, ICT
	Heat Exchanger			ODU, IDU
	Copper Tubing			ODU, IDU
	Universal Motor			Consumer Durable MG
	Induction Coil			Consumer Durable ICT



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BUSINESS OVERVIEW



- FY26 represented a **temporary industry-wide transition year** impacted by **weather-led demand disruption** and GST rationalization.
- **Transition to revised BEE norms** and channel inventory recalibration **impacted near-term sell-in** trends.
- Despite temporary RAC moderation, **EPACK continued strategic investments** across capacity, localization and diversification.
- **SDA, LDA and Components** businesses demonstrated **strong growth** momentum, Components business scaled significantly with **102.8% YoY growth**.
- **Diversified revenue mix** expected to improve business resilience and support margin expansion over the medium term.
- **Increasing localization** and **value-added capabilities** strengthening competitive positioning within the manufacturing ecosystem.
- **FY27 outlook** supported by **improved summer conditions, normalized inventory and operating leverage potential**. Continued focus on **customer diversification, localization and export opportunities**. Management remains optimistic on **medium-term growth** trajectory.



- The **Rajasthan State Incentive** approval represents an important strategic milestone for the company's long-term manufacturing ecosystem.
- Current approval pertains to Phase-1 investments and manufacturing expansion.
- The incentive framework is expected to support long-term competitiveness, localization and future scale creation over an extended multi-year period. Management believes the incentive framework will strengthen future return ratios and manufacturing economics over the medium term.
- Consequently, during the quarter ended March 31, 2026, the holding Company has recognized incentive income amounting to **INR 217.74 Mn** under the RIPS 2024 based on management's assessment of compliance with the prescribed eligibility conditions. This includes amount of **INR 49.57 Mn** pertaining to the financial year 2025-26, and an amount of **INR 168.17 Mn** pertaining to earlier periods.
- The company continues to evaluate Phase-2 investment opportunities which may potentially enable additional long-term incentive benefits. Focus areas include advanced RAC components, electronics, localization and export-oriented manufacturing

- During Q4 FY26, the Company reversed previously recognized **PLI** income amounting to **INR 324.20 Mn**, accrued during the nine months ended December 31, 2025 (Including **INR 111.00 Mn** accrued during the quarter ended December 31, 2025), from Q1–Q3 due to evolving assessment and ongoing procedural review.
- The reversal had a one-time material impact on reported Q4 and FY26 profitability.
- Excluding the one-time PLI reversal, Q4 FY26 performance reflects the underlying strength of the business and continued alignment with PLI objectives through manufacturing investments, localization, and scale.

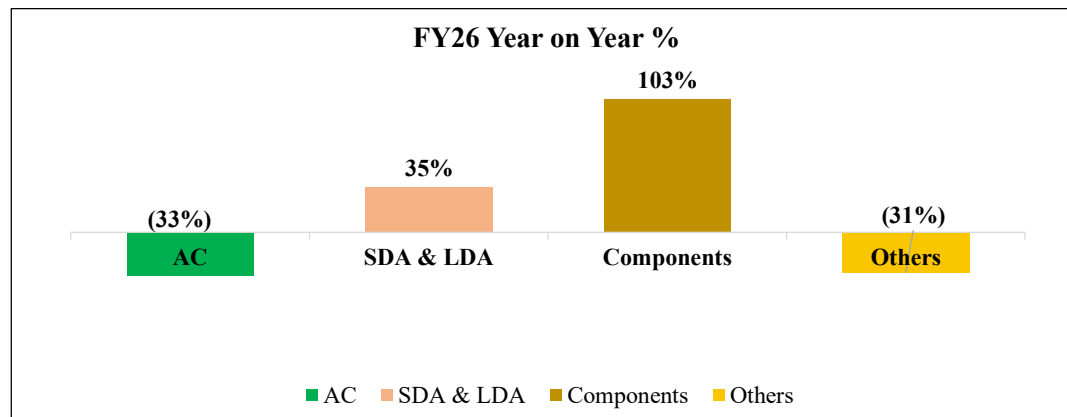


- **FY26** represented an **investment-led transition year**.
- Strategic investments focused on **localization, backward integration and future scale creation**.
- Capex investments expected to support **future operating leverage improvement**.
- New manufacturing ecosystems expected to improve **product mix and value addition**.
- Management remains focused on **disciplined scale-up and utilization optimization**.

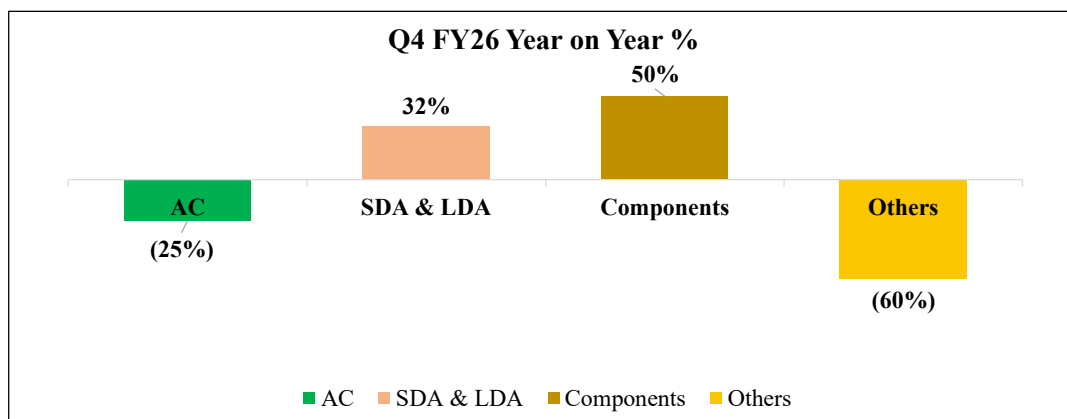
Strategic Capital Investment by end of Q2 FY27						(INR Mn)
Location	Investment	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26
EDL Dehradun	200	13	2	27	-	42
EDL Bhiwadi	1,250	74	356	57	355	842
EDL Sri City	2,250	244	399	293	348	1,284
EMPTL Sri City	1,000	123	532	65	83	803
Total	4,700	454	1,289	442	786	2,971



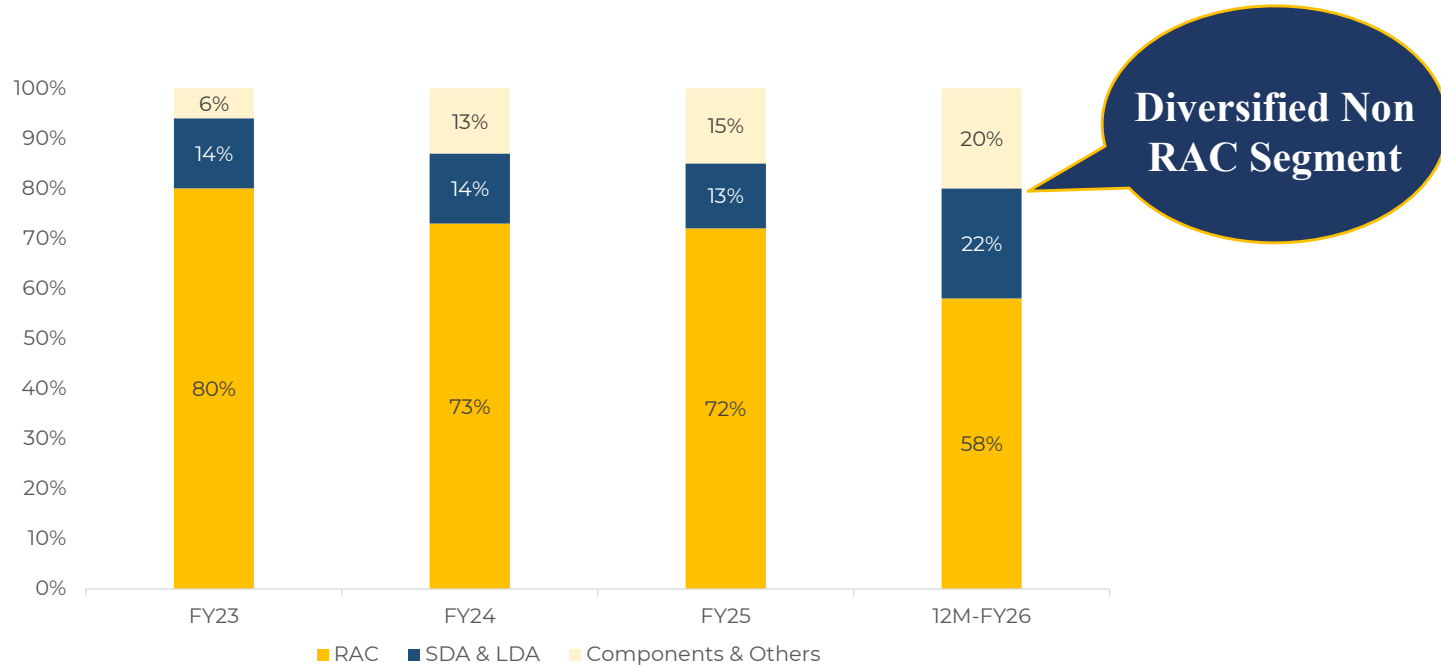
Product (INR Mn)	FY26	FY25	YOY
AC	10,461	15,663	(33.2%)
SDA & LDA	3,889	2,885	34.8%
Components	3,663	1,807	102.7%
Others	932	1,354	(31.2%)
Total Operating Revenue	18,945	21,709	(12.7%)



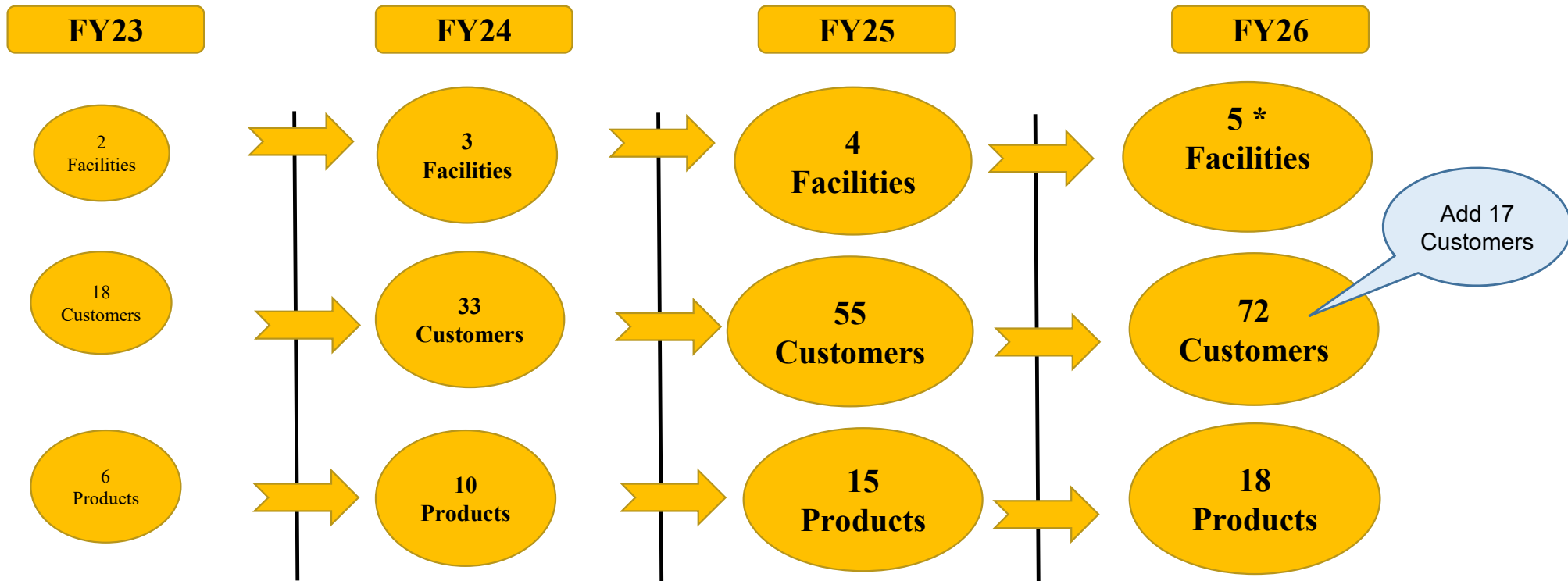
Product (INR Mn)	Q4 FY26	Q4 FY25	YOY
AC	3,081	4,091	(24.7%)
SDA & LDA	1,247	944	32.1%
Components	1,393	928	50.1%
Others	189	469	(59.7%)
Total Operating Revenue	5,910	6,432	(8.1%)



Product Concentration as a % of Operating Revenue



Product diversification has strengthened, with non-AC portfolio contribution increasing from 20% in FY23 to 42% in FY26. SDA, LDA, and component businesses continue to witness strong growth momentum.



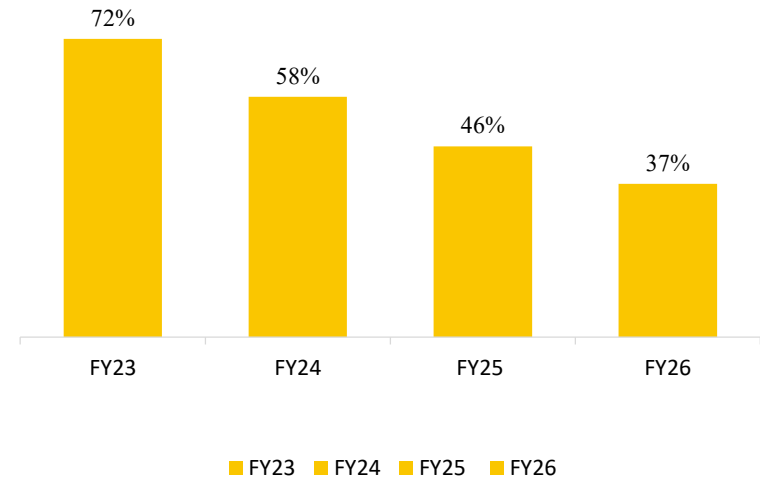
*1 New Facility – EMTPL (Hisense Dedicated Facility), Greenfield Facility for EPAVO also started at Bhiwadi (relocated from Silvasa)
 Advanced strategic partnerships including Hisense and EPAVO

Trusted Partners



Trusted Partner of India's leading Home Appliance Brands

Top 2 Customer Concentration



The Customer concentration is reducing from 72% in FY23 to 37% in FY26.



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Q4-FY26 PERFORMANCE

FINANCIAL HIGHLIGHTS



Q4-FY26 PERFORMANCE

INR 5,910 Mn
Operating Revenue
(8.1%) YoY

INR 258 Mn
EBITDA
(64.2%) YoY

4.37%
EBITDA Margins
(684)Bps YoY

INR 0.24 Mn
Net Profit
(99.9%) YoY

0.00%
PAT Margins
(586)Bps YoY

INR 0.003 /Share
Diluted EPS
(99.9%) YoY

FY26 PERFORMANCE

INR 18,945 Mn
Operating Revenue
(12.7%) YoY

INR 1,139 Mn
EBITDA
(27.7%) YoY

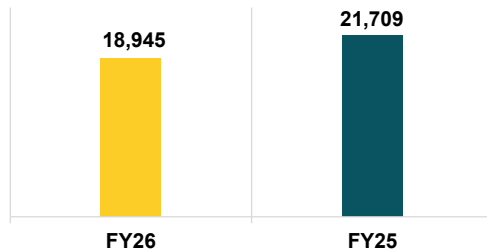
6.01%
EBITDA Margins
(125)Bps YoY

INR 33 Mn
Net Profit
(94.0%) YoY

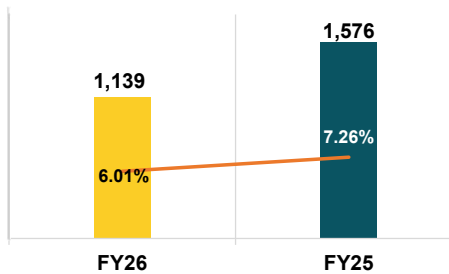
0.17%
PAT Margins
(237)Bps YoY

INR 0.34 /Share
Diluted EPS
(94.1%) YoY

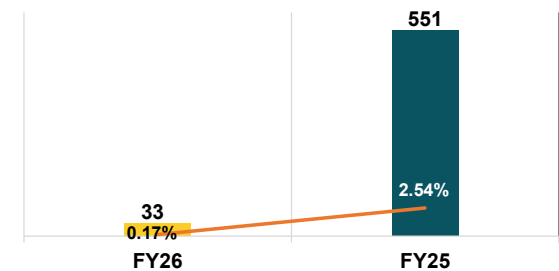
**OPERATING REVENUE
(INR Mn)**



EBITDA (INR Mn) & EBITDA MARGINS (%)



PAT (INR Mn) & PAT MARGINS (%)





Operating Revenue decline by 12.7% YoY during the year.

- **RAC Segment** witnessed a **33.2% YoY decline in FY 26**, primarily driven by temporary demand softness and market normalization.
- **The SDA & LDA Segment** grew by **34.8% YoY basis**, driven by healthy order inflow across both existing and newly launched products. Demand for air fryers has been very encouraging and is gaining good traction with customers.
- **The Component Segment** reported **102.8% YoY growth**, supported by a robust order pipeline for heat exchanger, plastic moulding components, copper parts and PCBs.
- **On New Customer Acquisition** – During the year, we **secured business with 17 new Customers**, and **supply has been successfully commenced**. With this, our total customer base has been increased to 72 over the year, in line with our growth objectives.

During the year, **Product business contributed 76%** of total operating revenue, demonstrating strong market adoption and reaffirming customer confidence in the company's core product portfolio



Particulars (INR Mn)	Q4 FY26	Q4 FY25	Y-o-Y	Q3 FY26	Q-o-Q
Operating Revenue	5,910	6,432	(8.1%)	4,278	38.1%
Expenses	5,652	5,711	(1.03%)	3,961	42.7%
EBITDA	258	721	(64.2%)	317	(18.6%)
EBITDA Margins (%)	4.37%	11.21%	(684) Bps	7.41%	(304) Bps
Other Income	28	55	(49.1%)	28	0.0%
Depreciation	141	124	13.7%	136	3.7%
Interest	113	137	(17.5%)	135	(16.3%)
Profit before share of loss of JV	32	515	(93.8%)	74	(56.8%)
Share of loss of JV	(22)	(12)	83.3%	(23)	(4.3%)
PBT	10	503	(98.0%)	51	(80.4%)
Tax	10	126	(65.1%)	25	(60.0%)
Profit After tax	0.24	377	(99.9%)	26	(99.1%)
PAT Margins (%)	0.00%	5.86%	(586) Bps	0.61%	(61) Bps
Diluted EPS (INR)¹	0.003	3.93	(99.9%)	0.27	(100.0%)

1. Not annualised

YTD FINANCIAL PERFORMANCE



Particulars (INR Mn)	FY26	FY25	Y-o-Y
Operating Revenue	18,945	21,709	(12.7%)
Expenses	17,806	20,133	(11.6%)
EBITDA	1,139	1,576	(27.7%)
EBITDA Margins (%)	6.01%	7.26%	(125) Bps
Other Income	163	211	(22.7%)
Depreciation	540	474	13.9%
Interest	609	539	13.0%
Profit before share of loss of JV	153	774	(80.2%)
Share of loss of JV	(65)	(30)	116.7%
PBT	88	744	(88.2%)
Tax	55	193	(71.5%)
Profit After tax	33	551	(94.0%)
PAT Margins (%)	0.17%	2.54%	(237) Bps
Diluted EPS (INR)	0.34	5.75	(94.1%)



❑ Expansion of Opportunities and Client Relationship Optimization

The SDA, LDA, and Components segments present substantial growth potential, comprising key product categories such as Air Fryers, Mixer Grinders, Nutri Blenders, Infrared ICT, Vacuum Cleaners, Coffee Makers, and Washing Machines.

The company is focused on strengthening and leveraging established client relationships to effectively meet increasing market demand and enhance market share.

Targeted expansion in the **ODM domain** is prioritized for **Washing Machines**, Mixer Grinders, Air Fryers, Infrared ICT, and Nutri Blenders, reinforcing the company's competitive positioning.

❑ Strategic Growth Drivers

The SDA, LDA, and Components segments are identified as principal growth catalysts, complemented by sustained growth within the RAC segment.

Emphasis on New Customer–New Product (NCNP), New Customer–Existing Product (NCEP), and Existing Customer–New Product (ECNP) strategies is integral to the growth roadmap for FY27.

This strategic framework aims to drive comprehensive business expansion and reinforce cross-segment synergies.

❑ New Client/Segment Acquisitions

Recently added **Energy Meter (Genus)** to the Segment portfolio / customer.



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HISTORICAL FINANCIALS

HISTORICAL CONSOLIDATED INCOME STATEMENT



Particulars (INR Mn)	FY22	FY23	FY24	FY25	FY26
Operating Revenue	9,242	15,388	14,196	21,709	18,945
Expenses	8,554	14,362	13,034	20,133	17,806
EBITDA	688	1,026	1,162	1,576	1,139
EBITDA Margins (%)	7.44%	6.67%	8.19%	7.26%	6.01%
Other Income	32	14	89	211	163
Depreciation	163	261	355	474	540
Finance Cost	294	315	389	539	609
Profit before share of loss of JV	263	464	507	774	153
Share of loss of JV	-	(8)	(15)	(30)	(65)
Profit before exceptional item	263	456	492	744	88
Exceptional Item	-	(16)	-	-	-
PBT	263	440	492	744	88
Tax	89	120	138	193	55
Profit After tax	174	320	354	551	33
PAT Margins (%)	1.89%	2.08%	2.49%	2.54%	0.17%
Diluted EPS (INR)	3.47	4.64	4.35	5.75	0.34

HISTORICAL CONSOLIDATED BALANCE SHEET

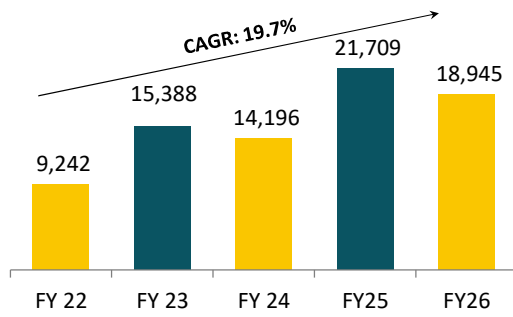


Particulars (INR Mn)	FY23	FY24	FY25	FY26
Equity	3,136	8,922	9,518	9,603
Equity Share Capital	521	958	960	962
Other Equity	2,615	7,964	8,558	8,641
Non-current Liabilities	1,563	1,231	882	2,276
A) Financial Liabilities				
i) Borrowings	1,136	618	326	1,567
ii) Lease Liability	260	387	270	236
B) Provisions	28	38	54	64
C) Deferred Tax Liabilities (Net)	139	188	225	278
D) Other non current liabilities	-	-	7	131
Current Liabilities	9,943	7,525	9,728	13,177
A) Financial Liabilities				
i) Borrowings	3,789	2,696	3,371	5,503
ii) Lease Liabilities	65	160	195	83
iii) Trade Payables	3,891	4,156	5,389	7,141
iv) Other Financial Liabilities	1,917	303	350	331
B) Other Current Liabilities	275	194	402	87
C) Provisions	6	16	21	32
Total Liabilities	11,506	8,756	10,610	15,453
Total Equity And Liabilities	14,642	17,678	20,128	25,056

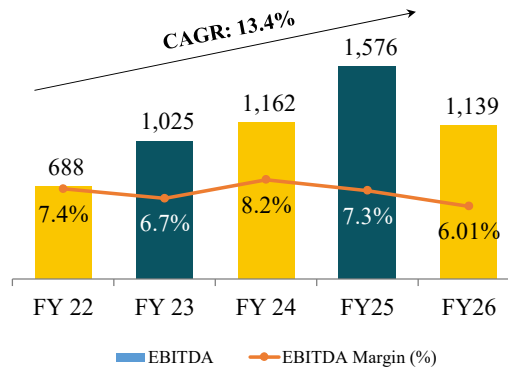
Particulars (INR Mn)	FY23	FY24	FY25	FY26
Non-current Assets	5,935	7,673	10,053	11,609
A) Property, Plant And Equipment	3,235	5,362	5,450	7,665
B) Capital Work-in-progress	915	266	582	886
C) Intangible Assets	2	1	7	5
D) Goodwill	5	5	5	5
E) Right Of Use Assets	951	1,413	1,447	1,416
F) Investments Accounted For Using Equity Method	18	55	168	104
G) Financial Assets				
i) Investments	31	31	31	18
ii) Loans	46	46	203	238
iii) Other Financial Assets	20	26	1,702	322
H) Deferred Tax Assets (Net)	-	-	-	6
I) Income Tax Assets (Net)	42	49	50	91
J) Other Non-current Assets	671	419	408	853
Current Assets	8,707	10,005	10,075	13,447
A) Inventories	2,937	3,782	5,807	8,366
B) Financial Assets				
i) Trade Receivables	4,791	2,124	2,981	3,522
ii) Cash And Cash Equivalents	600	1,069	142	158
iii) Bank Balances Other Than Above	154	1	300	-
iv) Other Financial Assets	13	2,389	97	40
C) Other Current Assets	212	640	748	1,361
Total Assets	14,642	17,678	20,128	25,056



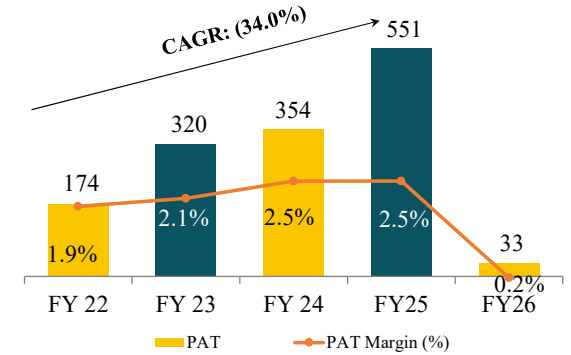
REVENUE FROM OPERATIONS (INR MN)



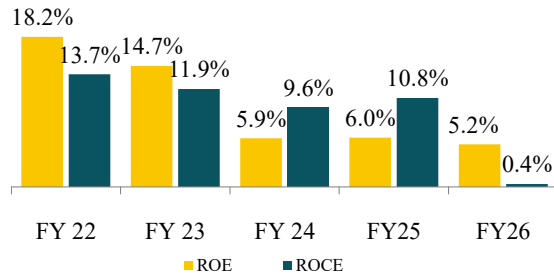
EBITDA & EBITDA MARGIN (INR MN)



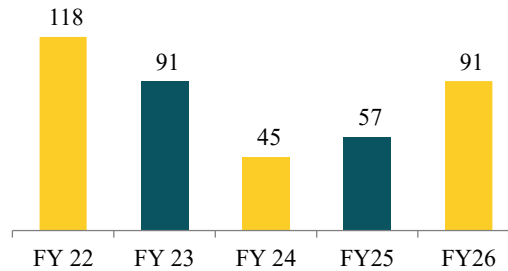
PROFIT FOR THE YEAR & PAT MARGIN (INR MN)



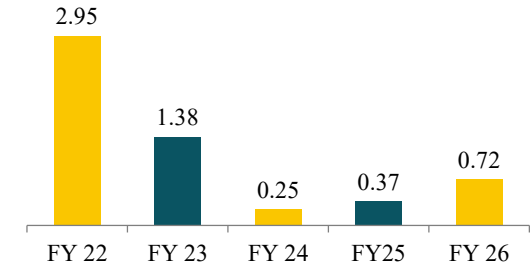
ROE & ROCE (%)



WORKING CAPITAL CYCLE DAYS (IN DAYS)



NET DEBT TO EQUITY RATIO (IN TIMES)



EXPENDITURE ANALYSIS



Particulars (INR Mn)	Q4 FY25	Q4 FY26	Change %	FY25	FY26	Change %
Cost of Raw Materials	5,205	5,126	(1.5%)	18,177	16,075	(11.6%)
Employee Expenses	179	196	9.5%	692	701	1.3%
Finance Cost	137	113	(17.5%)	539	609	13.0%
Depreciation & Amortization	124	141	13.7%	474	540	13.9%
Other Expenses	327	330	0.9%	1,264	1030	(18.5%)

KEY RATIOS



Particulars (INR Mn)	FY 25	FY26
Net Fixed Assets	6,909	9,091
Net Fixed Asset Turns	3.2	2.4
Trade Receivables	2,981	3,522
Trade Receivables Days	50	68
Inventories	5,807	8,366
Inventory Days	98	161
Trade Payables	5,389	7,141
Trade Payable Days	91	138
Cash Conversion Cycle	57	91
Net Worth (A)	9,518	9,603
Gross Debt	3,697	7,070
Cash and Cash Equivalents	142	158
Net Debt (B)	3,555	6,912
Net Debt / Equity	0.37	0.72
Capital Employed (A+B)	13,073	16,515
RoCE	10.8%	5.2%
RoE	6.0%	0.4%

Net Fixed Asset Turns

(Operating Revenue / Average Net Fixed Assets)

Trade Receivables Days

(Trade Receivables / Operating Revenue) × 365

Inventory Days

(Inventories / Operating Revenue) × 365

Trade Payable Days

(Trade Payables / Operating Revenue) × 365

Cash Conversion Cycle

Inventory Days + Receivables Days – Payable Days

RoCE (Return on Capital Employed)

Profit Before Interest and Tax / (Average Net Debt + Average Net Worth)

Net Debt to Equity

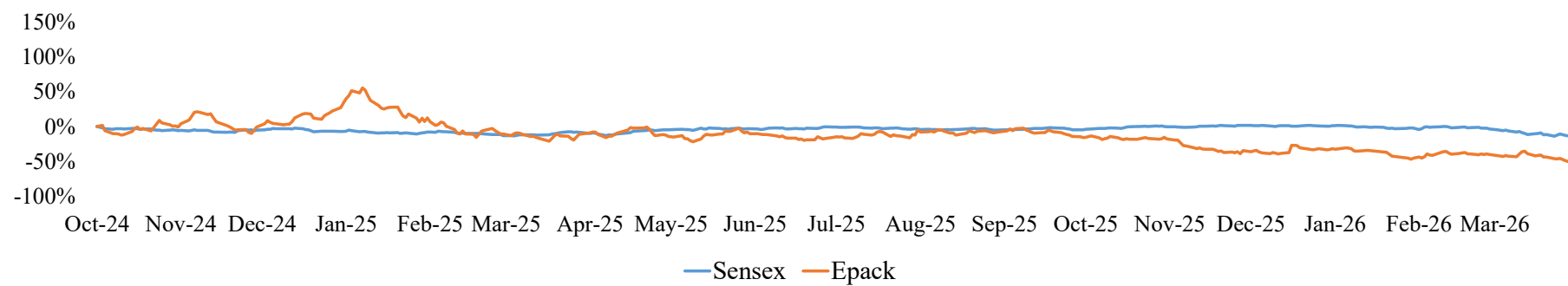
Net Debt / Equity

RoE (Return on Equity)

Profit After Tax / Average Net Worth



SHARE PRICE PERFORMANCE

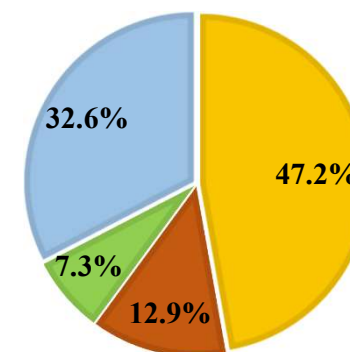


MARKET DATA (INR) AS ON 31st Mar'2026

Face Value	10
CMP	198.05
52 Week H/L	421 / 196
Market Cap (INR Mn)	19,058
Shares O/S (Mn)	96
Avg. Volume ('000)	1,288.6

SHAREHOLDING PATTERN AS ON 31st Mar'2026

■ Promoters ■ DII ■ FPI ■ Public





EPACK Durable Limited

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For further details, please feel free to contact our Investor Relations

Representative: Ms. Esha Gupta
Company Secretary & Compliance Officer
Tel: 0120-452 2467
Email: investors_ed@epack.in




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Learn More About Us:

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