



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, 9th 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 BSE Limited ("BSE") Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001	To Listing Department National Stock Exchange of India Limited ("NSE") 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: Press Release on the performance of the Company during 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 Press Release on the performance of the Company during 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 15th 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 the Company started manufacturing recently.
- 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*

Media Release



diversify our product mix and expand our client base, as we prepare for our next phase of growth. 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 04:00 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