



(Formerly known as Emmbi Polyarns Limited)

Date: 17th May, 2016

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| To, Dept. of Corporate Services, Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 BSE Scrip Code: 533161 | To, The Listing Department, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051 NSE Scrip Code: EMMBI |
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Sub: Intimation regarding the investor presentation

Dear Sir/Madam,


We propose to share the enclosed investors' presentation for the Quarter and Year ended March 31, 2016 with certain prospective investors and analysts.

This is for your information and records.

Thanking you,

Yours faithfully,

For EMMBI INDUSTRIES LIMITED


KAUSHAL PATVI
COMPANY SECRETARY



Encl: As above



Engineering a brighter future

Emmbi Industries Limited

Investor Presentation | FY 2015-16

Disclaimer

This is not an investment recommendation, and this presentation contains forward-looking statements, identified by words such as 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates' and so on.

All statements that address expectations or projections about the future, but not limited to the Company's strategy for growth, product development, market position, expenditures and financial results, are forward-looking statements. Since these are based on certain assumptions and expectations of future events, these are subject to extraneous, as well as other factors. You are required to do your own research prior to making any strategic or commercial decisions based on this presentation. Neither the Company or its Directors, Management and/or Employees can be held liable for decisions made by the readers.

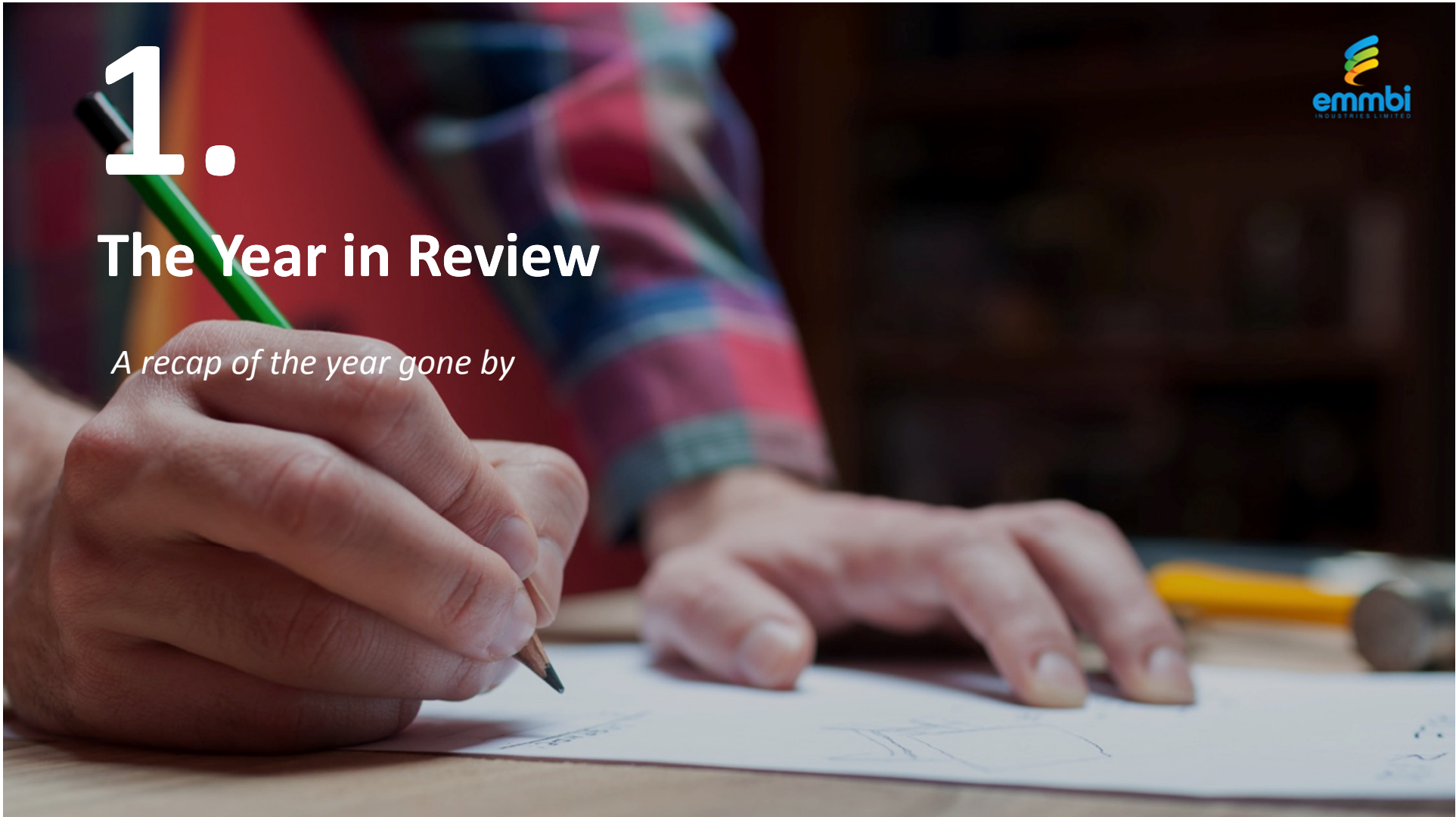
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1.

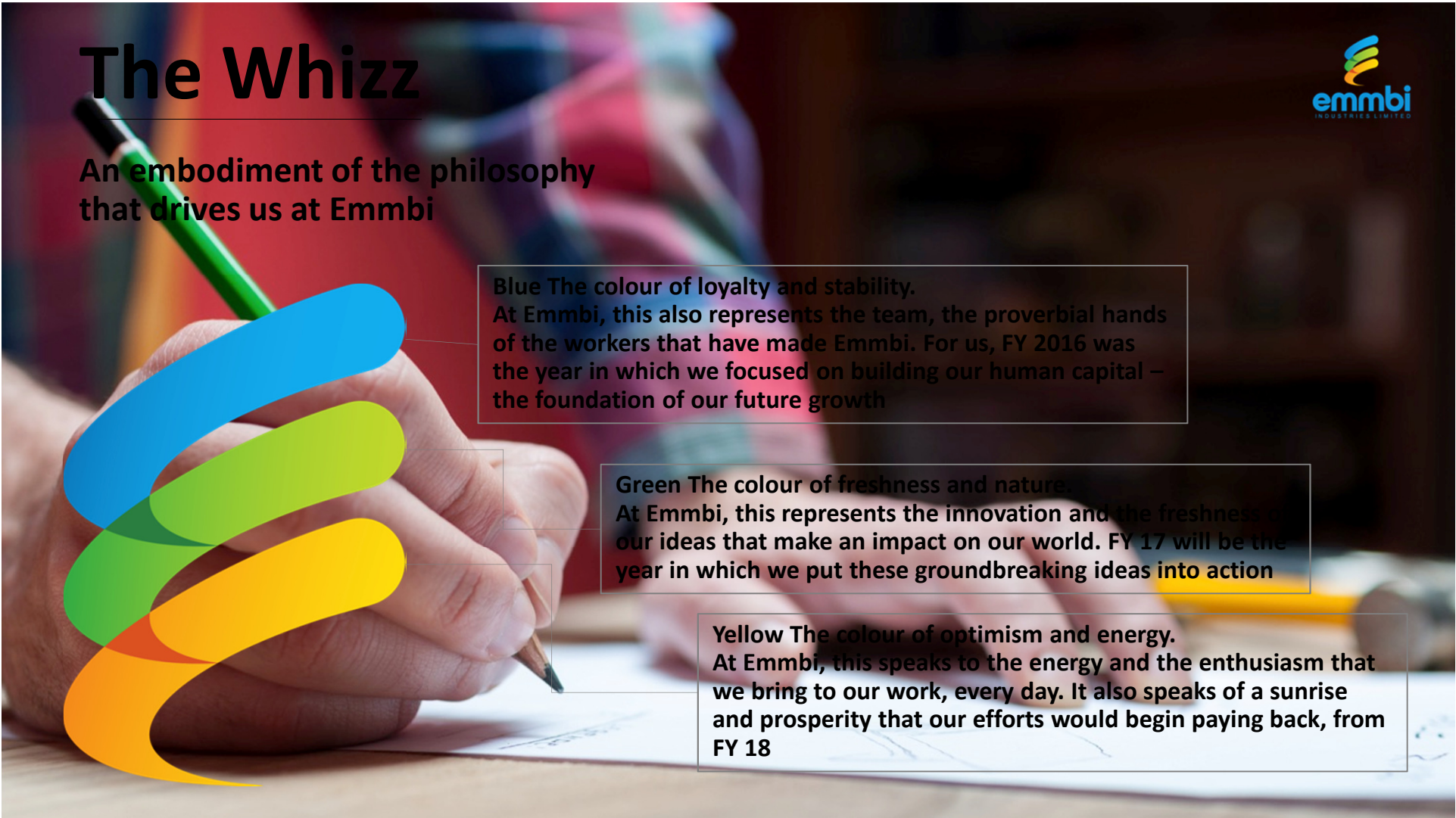
The Year in Review

A recap of the year gone by



The Whizz

An embodiment of the philosophy that drives us at Emmbi



Blue The colour of loyalty and stability.
At Emmbi, this also represents the team, the proverbial hands of the workers that have made Emmbi. For us, FY 2016 was the year in which we focused on building our human capital – the foundation of our future growth

Green The colour of freshness and nature.
At Emmbi, this represents the innovation and the freshness of our ideas that make an impact on our world. FY 17 will be the year in which we put these groundbreaking ideas into action

Yellow The colour of optimism and energy.
At Emmbi, this speaks to the energy and the enthusiasm that we bring to our work, every day. It also speaks of a sunrise and prosperity that our efforts would begin paying back, from FY 18

FY2016: Highlights



Operational Progress

R&D Centre Recognition | Product Innovation | Improved Rating | Improved Margins

1. Set up the **Emmbi Innovation Lab**, an independent R&D Centre; Received approval for the Lab by the Department of Industrial Research, Science & Technology
2. Initiated the launch of a state-of-the-art facility for manufacturing **Pharma & Food Grade Bulk Packaging** for Export Market. Localization of **Water Conservation Products** to suit the Indian market; **BIS Approval** for Pond Liners and its **India retail launch**
3. **Credit Rating upgrade** by CARE by one notch to **BBB+** for long-term & **A3 Plus** for short-term borrowings
4. Increased share of **value added products** in the product portfolio

FY2016: Highlights



Our People and Community

Reduced attrition | Employee-friendly policies | Community building

1. Our Employee-friendly policies **reduced attrition** amongst our blue-collared employees to **5.1%** (down from 6.9% from the previous year). We believe this is key to sustaining productivity and capturing value in the years to come
2. “**Gurukul**” a structured **skill up-gradation program** for our blue-collared employees helped reduce attrition

Community Building

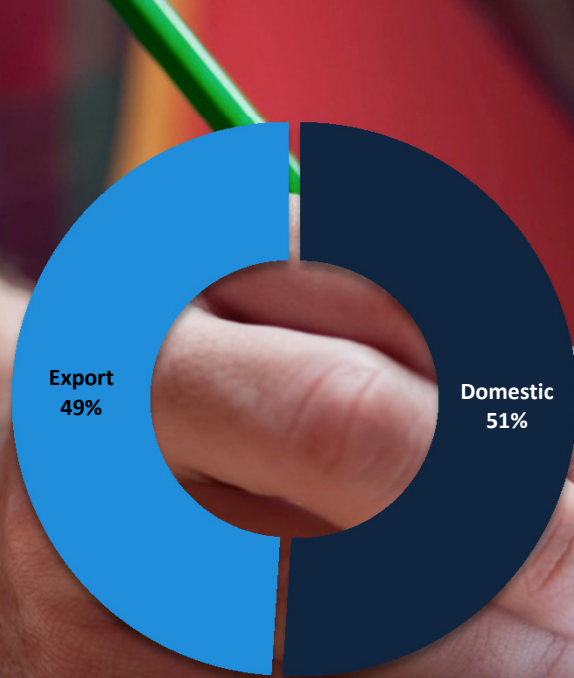
1. “**Sahayog**”, a special **goodwill store** for our blue-collared employees fosters a sense of giving and sharing
2. Medical camps for health check-up and counseling for the community around factory

Expanding Global Footprint

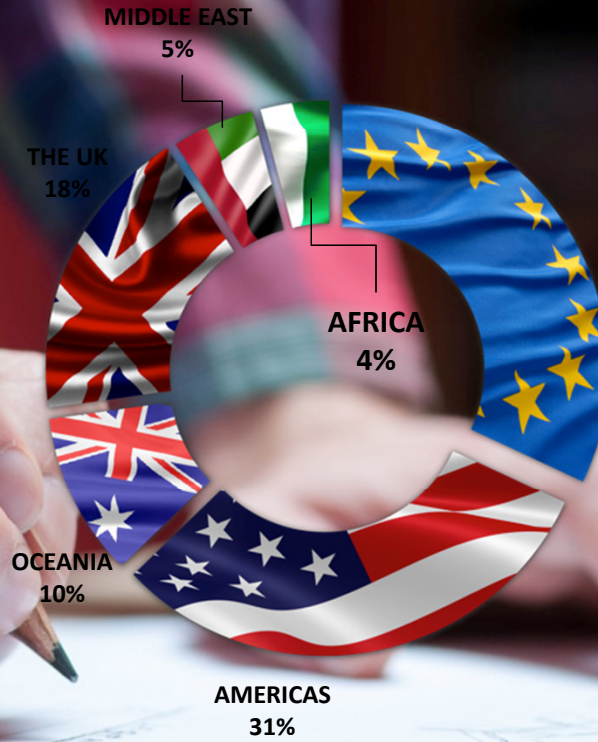
Emmbi serves customers in over 52 countries across six continents



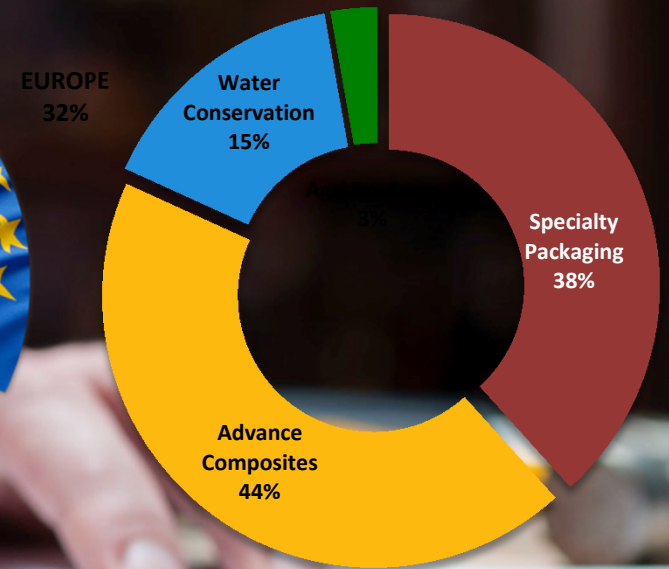
Our business



BUSINESS SPLIT



GEOGRAPHIC SPREAD



BUSINESS BY PRODUCT LINES

Specialty Packaging



STRONG PRODUCT SUITE



General Purpose FIBC, Baffle, Different Shape Container Liner, PWS & Films.



Construction FIBC



"Form Stable" Conductive Paper Substitute



Liquid & Solid Container Liner



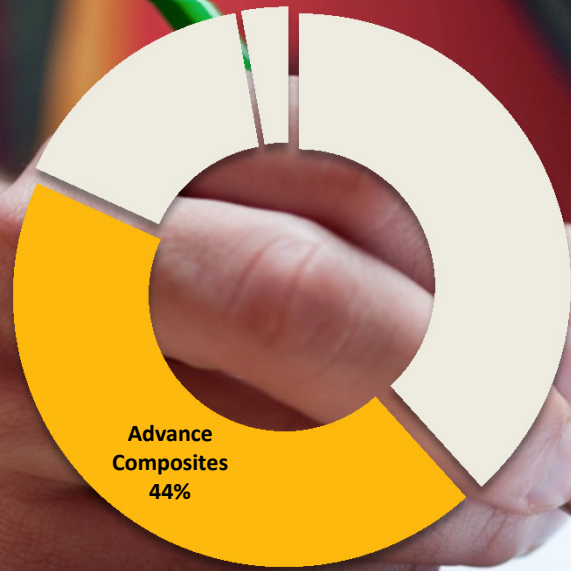
Packaging Barrier Films

Advanced Composites



STRONG PRODUCT SUITE

UN FIBCs, Anti Carcinogenic Packaging, Anti-Corrosive VCI Material, Water Sludge Separator, Fall Arrest, Geo Cell. Nuclear Power Plant Waste Disposal



UN Certified FIBC



Anti Carcinogenic Packaging



Water - Sludge Separator



Anti-Corrosive VCI Material



Nuclear Power Plant Waste Disposal



Fall Arrest

Water Conservation (1/2)



Canal Liners , Pond Liners , Check Dam , Collapsible Pipe , Flexi Tank.

STRONG PRODUCT SUITE

Water Conservation
15%



Canal Liner



Check Dam



Pond Liner



Collapsible Pipe

Water Conservation (2/2)



Water Conservation – Canal Lining, Check Dams, Flexi Tank.

STRONG PRODUCT SUITE

Water Conservation
15%



1000 Ltr Flexi Tank



500 Liter Standing Tank



Open Flexi Tank

Agri Products



Crop Covers, Silage Incubator, Mulch Films, Shade Nets.

STRONG PRODUCT SUITE



Mulch Film



Shade Net



Silage Incubator



Crop Cover

2.

Financial Update

*A summary of our performance
over the last five years*

Consistent Growth

Q4-O-Q4, Y15-O-Y16



| (₹ Millions) | Q4 2016 | Q4 2015 | FY 2016 | FY 2015 |
|--------------|---------|---------|---------|---------|
| Revenues | 592.80 | 520.9 | 2176.66 | 1929.10 |
| EBIDTA | 72.03 | 70.43 | 269.64 | 202.20 |
| PAT | 37.06 | 28.82 | 105.95 | 59.65 |

| % Growth | Q4 2016 | Q4 2015 | FY 2016 | FY 2015 |
|----------|---------|---------|---------|---------|
| Revenues | 13.80 % | 5.88 | 12.83 | 14.81 |
| EBIDTA | 2.27 | 44.50 | 33.35 | 31.15 |
| PAT | 28.59 | 102.39 | 77.62 | 37.63 |

Consistent Growth Last 4 Quarters

| (₹ Millions) | Q1 2016 | Q2 2016 | Q3 2016 | Q4 2016 |
|--------------|---------|---------|---------|---------|
| Revenues | 478.72 | 543.01 | 562.13 | 592.80 |
| EBIDTA | 63.11 | 66.99 | 67.50 | 72.03 |
| PAT | 21.63 | 22.04 | 25.22 | 37.06 |

Since inception, Emmbi has shown consistent growth in all financial parameters.

| % Growth | Q1 2016 | Q2 2016 | Q3 2016 | Q4 2016 |
|----------|---------|---------|---------|---------|
| Revenues | 17.64 | 19.32 | 2.92 | 13.80 |
| EBIDTA | 75.70 | 80.91 | 13.27 | 2.27 |
| PAT | 174.14 | 197.44 | 54.63 | 28.59 |

Consistent Growth Sustained Profits



| (₹ Millions) | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------|---------|---------|---------|---------|---------|
| Revenues | 1049.44 | 1474.72 | 1680.32 | 1929.10 | 2176.66 |
| EBIDTA | 99.47 | 126.09 | 154.17 | 202.26 | 269.64 |
| PAT | 33.09 | 32.42 | 43.34 | 59.65 | 105.95 |
| EPS | 2.01 | 1.91 | 2.45 | 3.37 | 5.99 |
| BV | 30.57 | 30.73 | 32.89 | 35.86 | 41.24 |

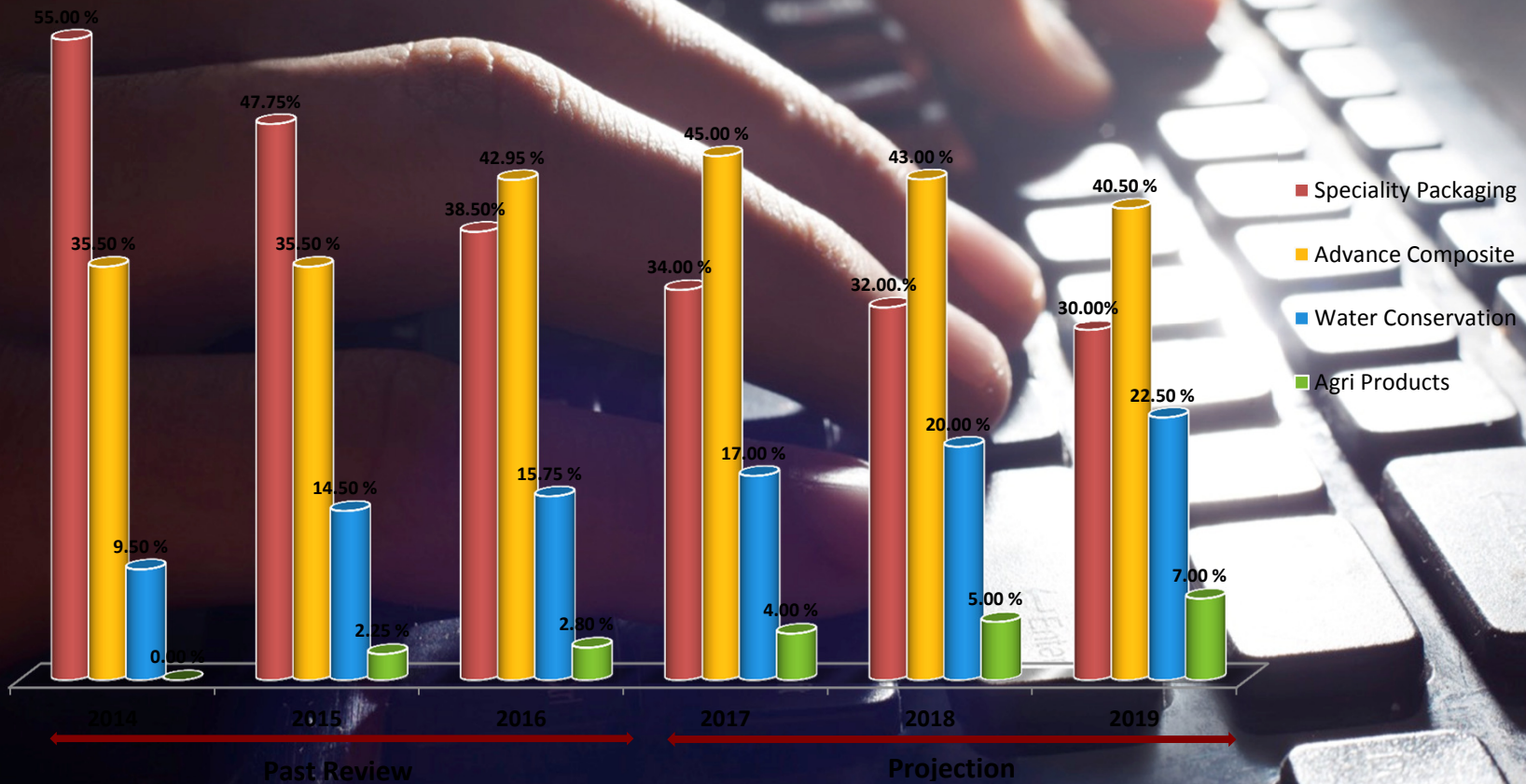
| Growth % | 2012 | 2013 | 2014 | 2015 | 2016 |
|----------|-------|--------|-------|-------|-------|
| Revenues | 35.12 | 40.52 | 13.94 | 14.81 | 12.83 |
| EBIDTA | 30.54 | 26.76 | 22.27 | 31.19 | 33.31 |
| PAT | 28.75 | (2.02) | 33.68 | 37.63 | 77.62 |
| EPS | 28.85 | (4.98) | 28.27 | 37.55 | 77.74 |
| BV | 7.53 | 0.52 | 7.03 | 9.03 | 15.00 |

3.

Our Mantra for Growth

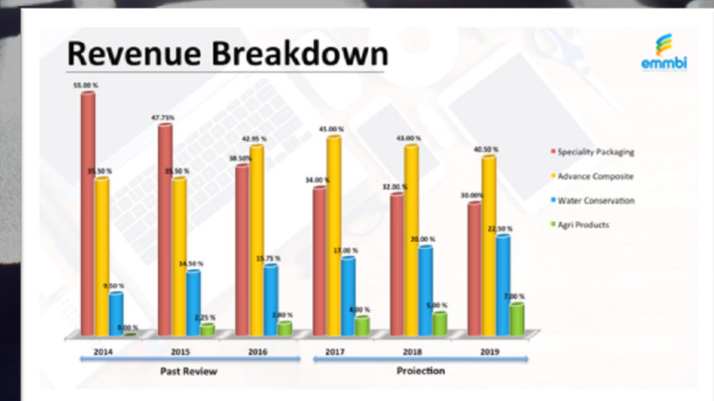
What has helped Emmbi Industries grow profitably?

Revenue Breakdown



Profitable Growth

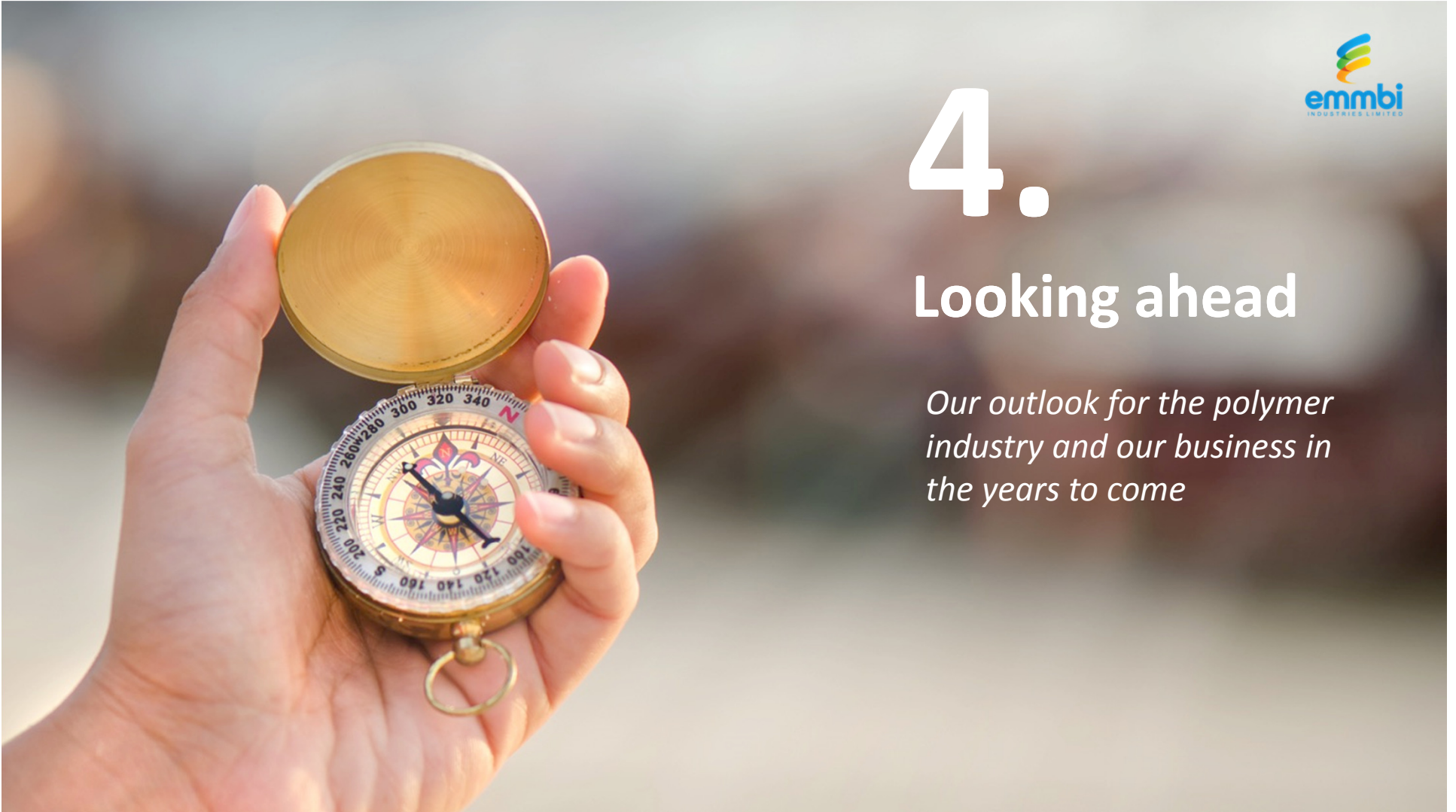
1. A shift in the product mix, towards **high margin contributors**
2. Improvement in **capacity utilization to 83%** (up from 65% in the previous year), leading to better operational metrics
3. **Reduction in interest costs** through a more efficient application of funds
4. **Ability to command a premium over competitors**, thanks to strong **brand equity** and first mover advantage



4.

Looking ahead

Our outlook for the polymer industry and our business in the years to come



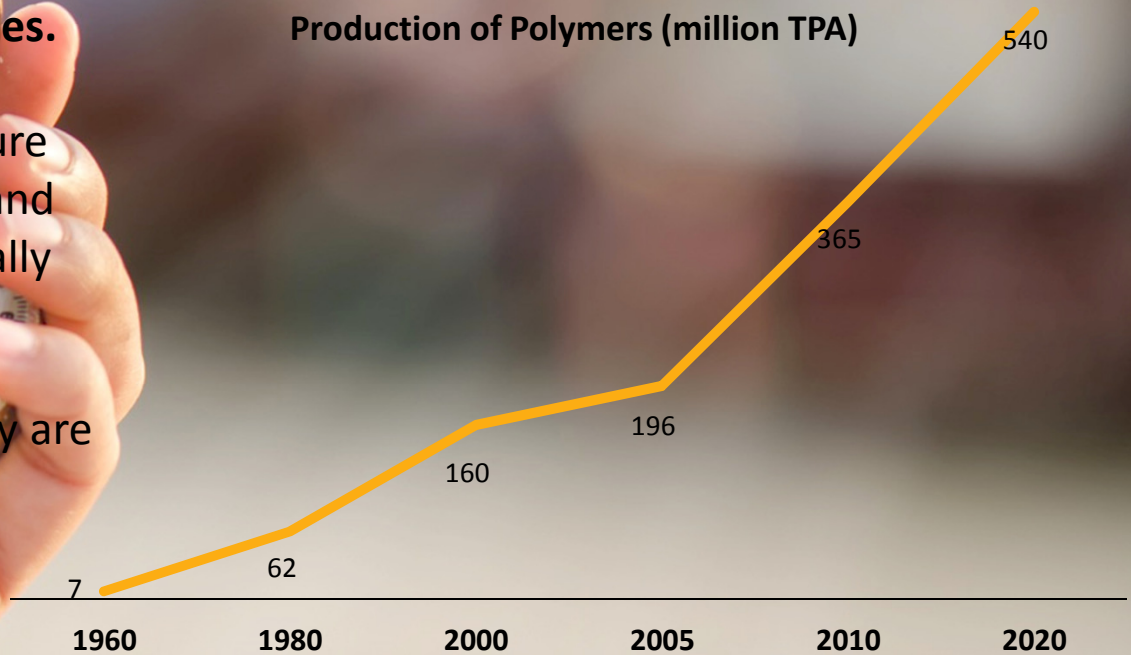
Exponential Growth, Globally

In just two decades from 2000, global polymer consumption is expected to grow close to **4 times**.

The completely man-made nature of polymers makes innovation and creation of new materials virtually limitless.

Advances in material technology are creating new applications for polymers, further fueling this growth.

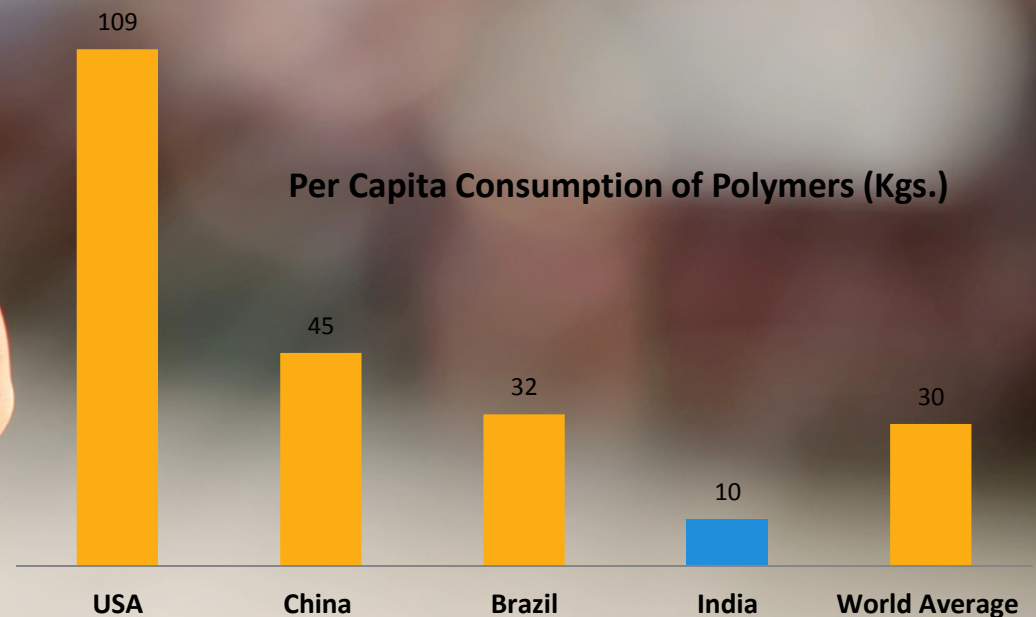
Production of Polymers (million TPA)



Significant Headroom

India's consumption of polymers is still **a third of the global average.**

As the country urbanizes and grows economically, we see a significant uptick in polymer consumption.



New Avenues for Growth



New markets through new customer segments and applications

1. **Food & Pharma Bulk Packaging** Food-grade FIBCs
2. **Pneumatic Human Safety** Fall Arrest Systems & Dunnage systems
3. **Water Conservation** Pond Liners, Canal Liners, Flexi Tanks, Check Dams
4. **Agriculture** Crop Protection Covers, Mulch Films, Silage Incubators
5. **Infrastructure** Road & Roofing Underlayment, Fire Retardant Scaffolding
6. **E-commerce** Tamper Evident Multi trip packaging

Emmbi's Readiness to Meet Future



- **Independent R&D facility with a dedicated 34-member team** A separate R&D Center gives innovation and new product development the focus that it deserves
- **Multicultural presence** Our global footprint and open culture fosters active sharing and cross-pollination of ideas
- **Development Pipeline** Our focused efforts in product development has resulted in 11 patents, which we are in a position to leverage to better our margins
- **Proactive Innovation** We have a finger on the pulse of our customers and markets and are able to lead innovation





Thank you

Investor Services:

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