



On the growth path

Emmbi Industries Limited

Investor Presentation

Q2, FY 2017 – 18



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. Highlights of Q2 FY17-18

I. Key Operating Highlights

- **Financial Performance** : Revenue Up 12.99% vis-a-vis first half of the last financial year
EBIDTA Up 70 BPS vis-a-vis first half of the last financial year
PAT & EPS UP 16.88 % vis-a-vis first half of the last financial year
- **Innovative Product of the Quarter**: Poultry Curtain, Under Krishirakshak Brand, Agro Polymer Group
- **Emmbi Innovation Lab** : Three new product patents filed. They are part of the water conservation product line. We Will go for the commercial production in the Last Quarter of FY 2017-18 after their Launch in Kisan Exhibition in Accessories of the Pond Liner a) Animal Discharge Route, b) Water Landing Strip and c) Anti-Evaporation Cover
- **Adoption of GST** : GST system of Taxation at all operational levels of the Company
- **Brand Building** :
A thought Behind Product focused branding : A Sustainable Growth
A Brand of Customers Choice : Consistent Topline Growth
A Brand that Enjoys Premium over Competition: Sustained Improvements of Margin
A Brand with Loyal Customer Base : For Consistency in Operating Performance

II. Innovative Product of the Quarter



Poultry Curtain: Product in the vertical of Agro Polymer under the brand Krishirakshak developed by Emmbi.

- **Application:** Poultry Industry. Poultry Curtain is a low-cost light polarizer to improve the growth of chicks.
- **What they use Conventionally?:** Tarpaulin of yellow colour which has no precise control on the light frequency.
- **What is the Speciality of Emmbi Product:** We have designed the product which can filter a light of the particular frequency which helps in the growth of the chicks.
- **Market Potential in focus area:** Rs. 20.00 Crores Per Annum.
- **Expected Timeframe to Achieve:** Next 6 to 8 Quarters.

III.

Facility Pictures





2. Brand Umbrella & Product Verticals

2.1 Emmbi's Brand Umbrella

- **Emmbi Jalasanchay** - a brand with products used for Storage, Transportation and Conservation of Water.
- **Emmbi Krishirakshak** – a brand designed to focus on the concept of “crop protection at physical level”. This helps farmers to avoid use of harmful chemicals fertilizers, pesticides, and fungicides.
- **Emmbi Clean Tec** – a brand which represents a special manufacturing system for “Contamination Free Production System”.
- **Emmbi Aquasave** - a brand focused on saving the loss of water by percolation using HTCPM material for sub-surface lining of clay canals.



emmbi
Jalasanchay



emmbi
Krishirakshak



emmbi
Clean Tec
CONTAMINATION-FREE PRODUCTION SYSTEM



emmbi
AquaSave

2.2 Product Verticals



Water Conservation

Estimated Global Market :
2.5 US \$ Billion

The Water Conservation portfolio, as the name suggests, focuses on creating solutions for the storage, transport and distribution of water.

These products – like pond liners and flexible tanks – are marketed under the Jalasanchay brand.



Advanced Composites

Estimated Global Market :
36.5 US \$ Billion

The Advanced Composites division focuses on creating high-tech solutions for specialized applications.

This division creates solutions for hazardous waste management, asbestos removal, fire-retardant applications etc.



Specialty Packaging

Estimated Global Market :
30 US \$ Billion

Currently accounting for the bulk of our products, the Specialty Packaging division caters to a wide array of industries, from food and pharma to chemicals, cement and more – to transport and store materials.



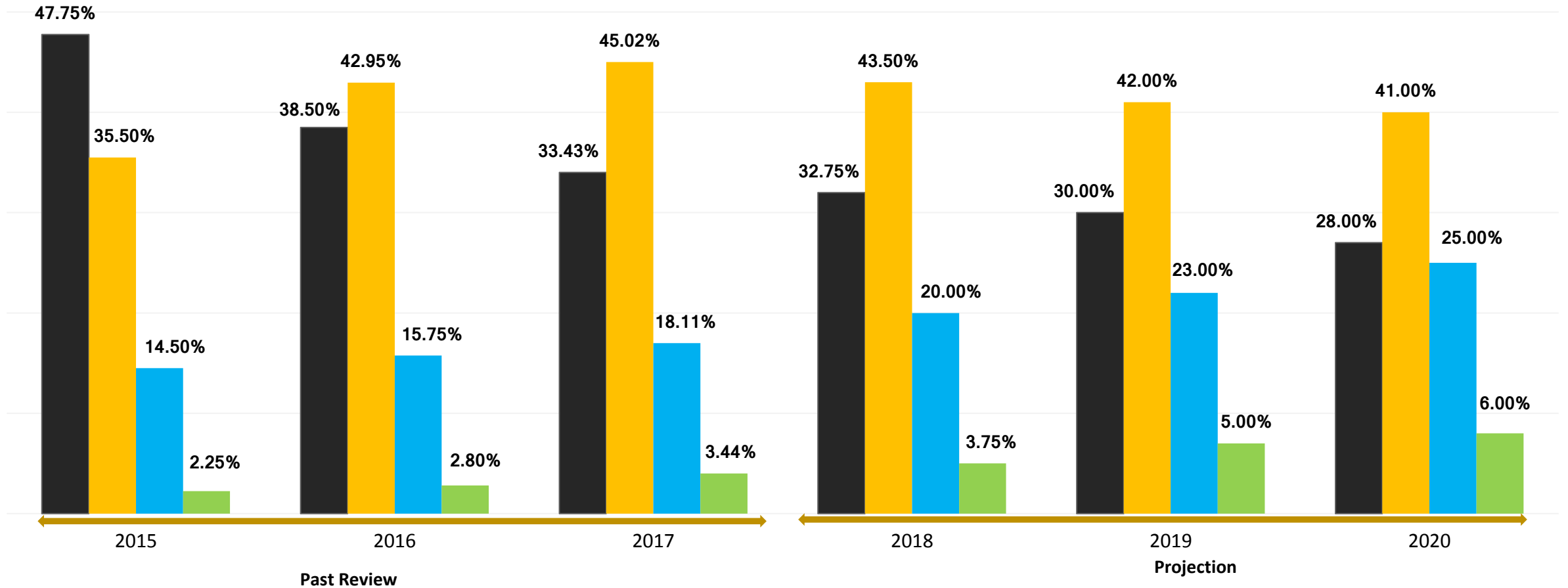
Agro Polymers

Estimated Global Market :
4 US \$ Billion

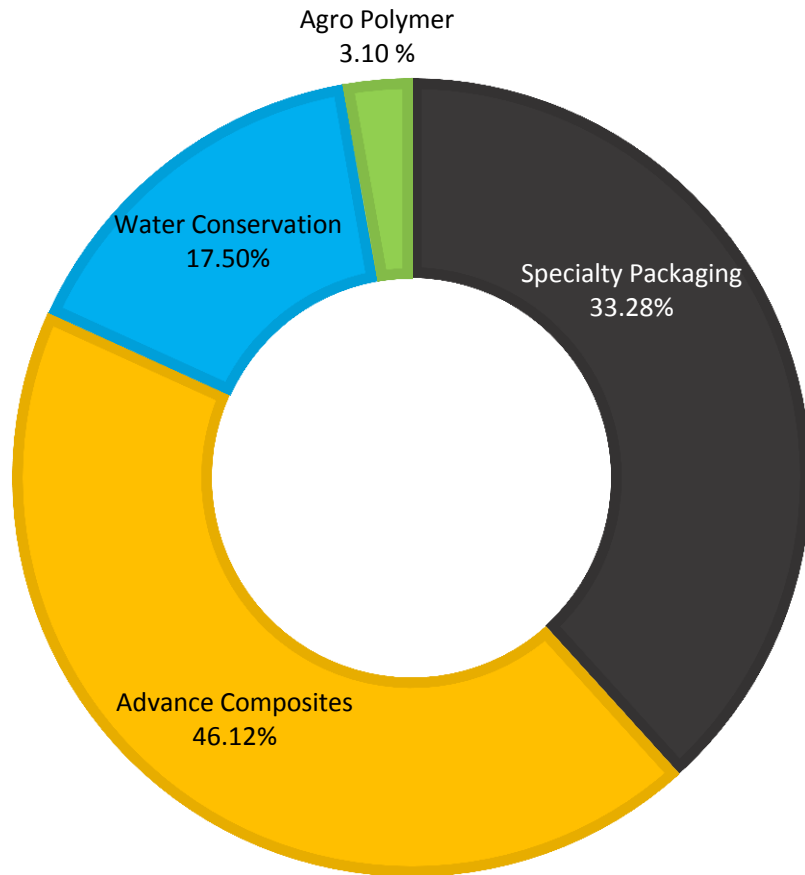
Products manufactured by the Agro Polymer division are marketed under the Krishirakshak name. These focus primarily on crop protection and de-risking the farmer from the weather.

Typical applications include Mulch Films, Crop Covers and flexible pipes.

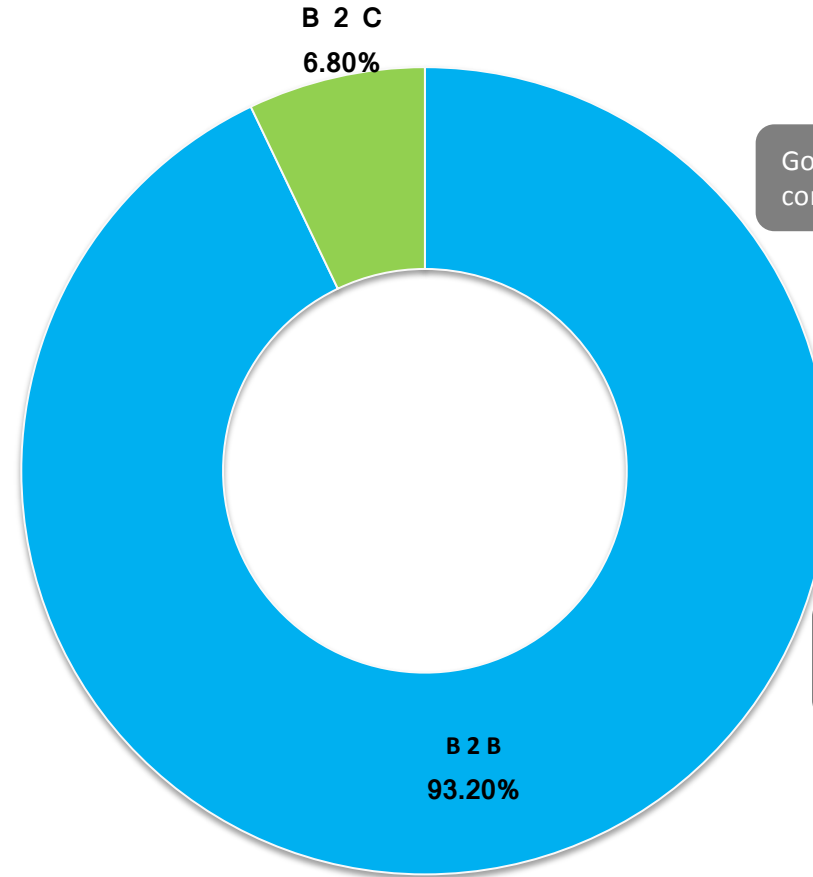
Revenue breakdown



Our Business – Product Vertical Split



Business split by product verticals



Business split by distribution verticals

Government's large thrust for water conservation products in rural economy

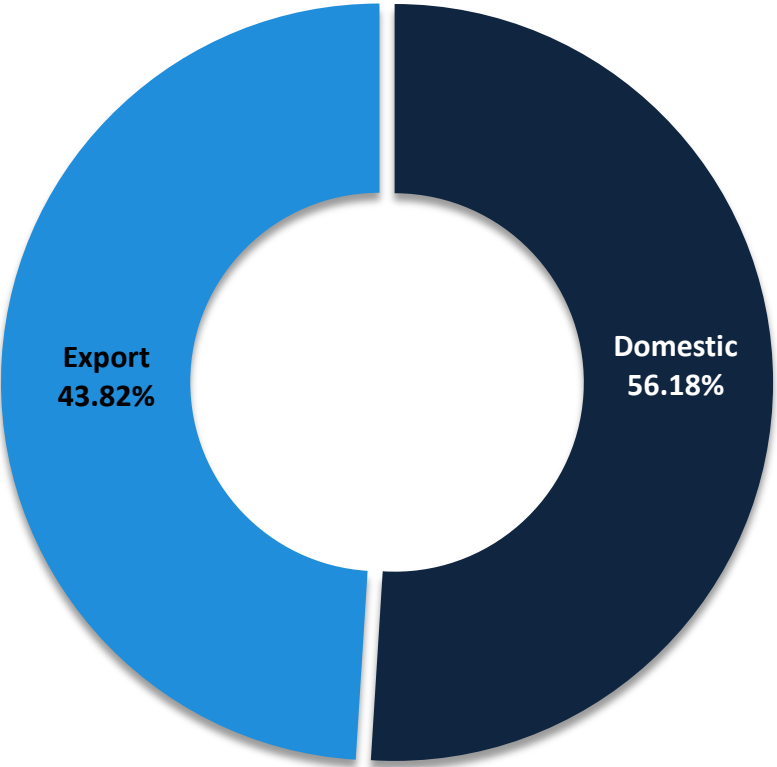
Leveraging experience based on huge success of our unique products - collapsible water tanks, crop covers, pond liners

Increase our retail distribution network to other states in the country

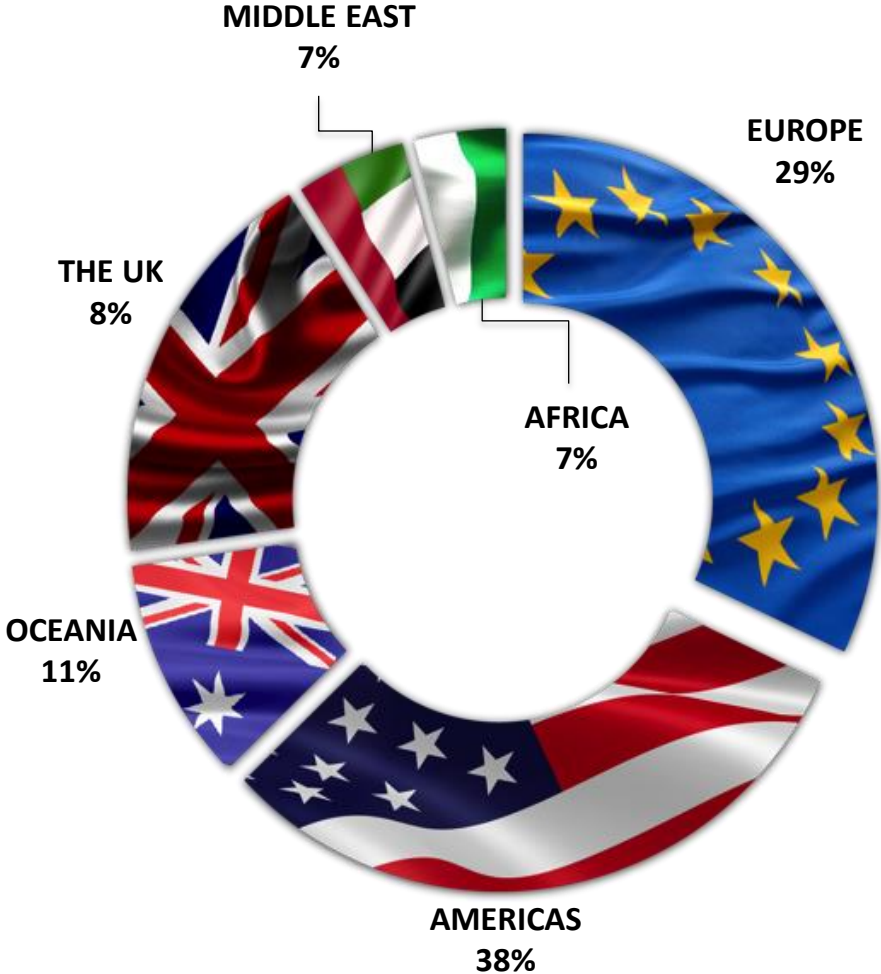
Increasing awareness among farmers through our new brands "Emmbi Jalasanchay" and "Emmbi Krishirakshak"

Focus to increase B2C business to 20-22% of the total business by 2020

Our Business: Geographical Split



BUSINESS SPLIT AS OF 30TH SEPT, 2017



EXPORT: GEOGRAPHIC SPREAD

3. Financial Performance



Sustained growth across all financial parameters

(₹ Millions)	2013	2014	2015	2016	2017	H1 2017	H1 2018
Revenues	1,474.72	1,680.32	1,929.10	2,176.66	2,409.89	1157.08	1307.35
EBIDTA	126.09	154.17	202.26	269.64	299.46	143.02	163.22
PAT	32.42	43.34	59.65	105.95	127.28	62.48	73.02
EPS	1.91	2.45	3.37	5.99	7.20	3.53	4.13
BV	30.73	32.89	35.86	41.24	48.44	44.77	51.96

200+ Clients

44% Exports

40+ Products

14 Patents

Increase	2013	2014	2015	2016	2017	H1 2017	H1 2018
Increase in Revenue %	40.52	13.94	14.81	12.83	10.72	13.52	12.99
EBIDTA %	9.01 %	9.69%	10.99%	12.97 %	13.07%	12.96%	13.66%
Increase in PAT %	-2.02	33.70	37.62	77.63	20.13	43.05	16.88



Apdx.A

Sustainable Business Practices: The Emmbi Way

Our philosophy on sustained future growth

- A focus on need identification, rather than being product-focused
- Unrelenting focus on R&D capabilities for a continuous new product pipeline
- Unique processes that are difficult to replicate
- Focus on automation to ensure optimal manpower utilization
- Continuous training, development and up-skilling to ensure higher output per employee, and lower attrition
- Expanding beyond the B2B space with investment in building strong brands like Jalasanchay (for water conservation) and Krishirakshak (for crop protection)

Our philosophy on sustainability



Emmbi's brand philosophy of **Brighter Every Way** translates naturally to Sustainability.

However, to us, sustainability goes beyond the commonly understood one-dimensional, "environment-friendly" meaning.

To us it means:

- **Sustained Business Growth**
- **Happy Stakeholders**
- **Responsible Business Practices**

Our business focuses on each of these, to create sustainable returns

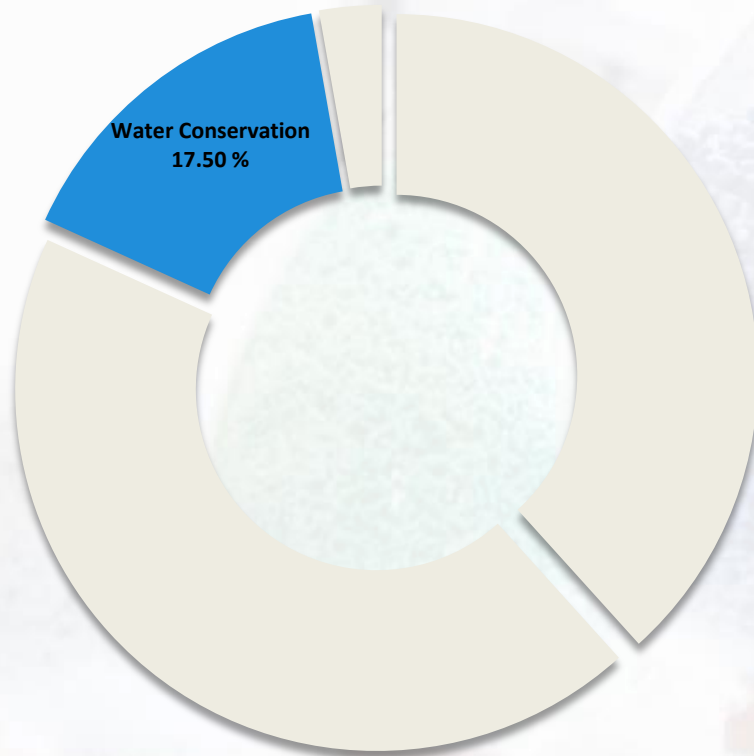
Apdx.B

Emmbi's Products and Services

Water Conservation (1/2)

Canal Liners , Pond Liners , Check Dams , Flexi Tank.

STRONG PRODUCT SUITE



Canal Liner



Check Dam



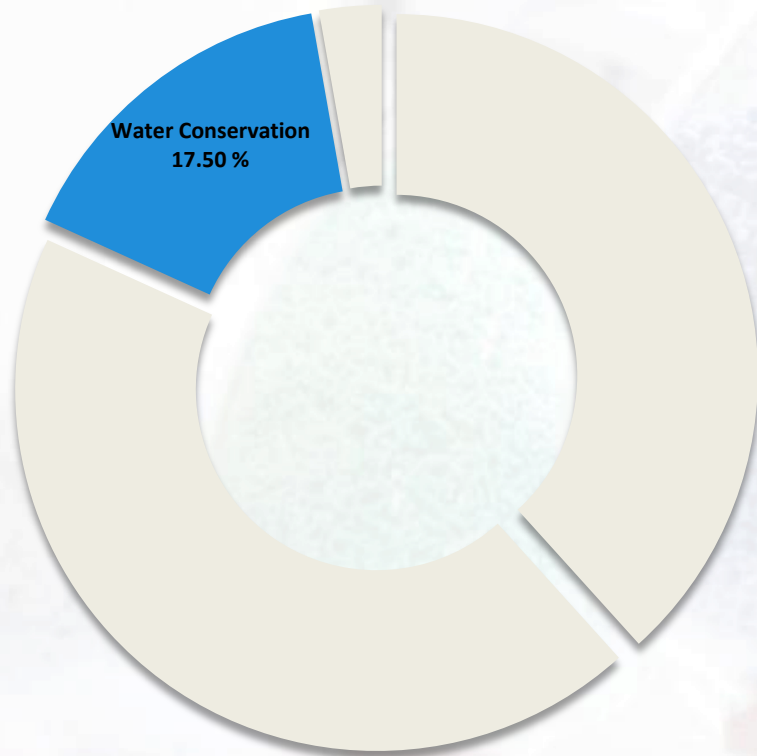
Pond Liner



Collapsible Pipe

Water Conservation (2/2)

STRONG PRODUCT SUITE



Water Conservation – Canal Liners , Pond Liners , Check Dams , Flexi Tank.



1000 Ltr Flexi Tank



500 Liter Standing Tank



Open Flexi Tank

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



Application of UN Certified FIBC



Anti Carcinogenic Packaging



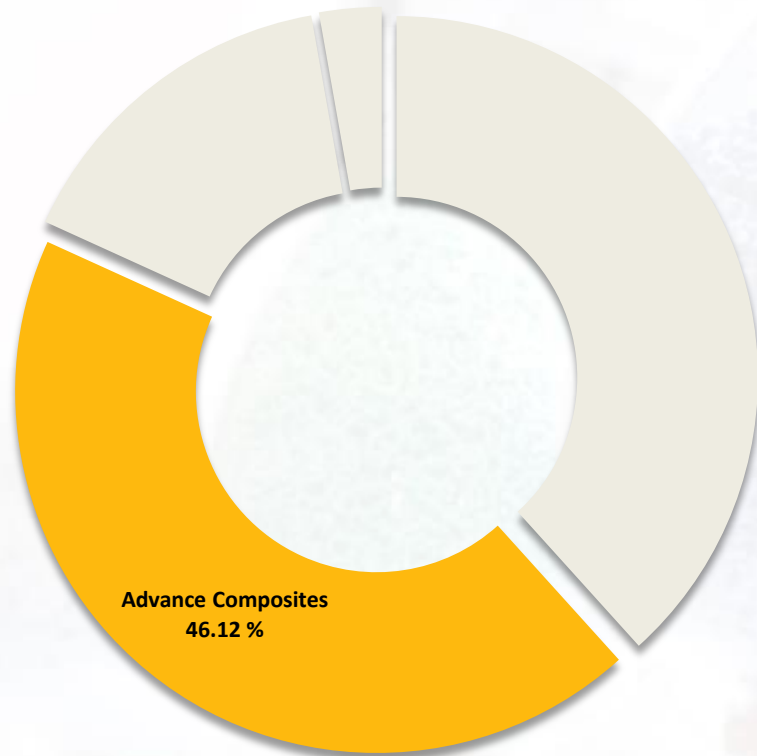
Application of Anti Carcinogenic Packaging



Water – Slug Separator

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.



Anti-Corrosive VCI Material



Application for Anti-Corrosive VCI Material



Nuclear Power Plant Waste Disposal



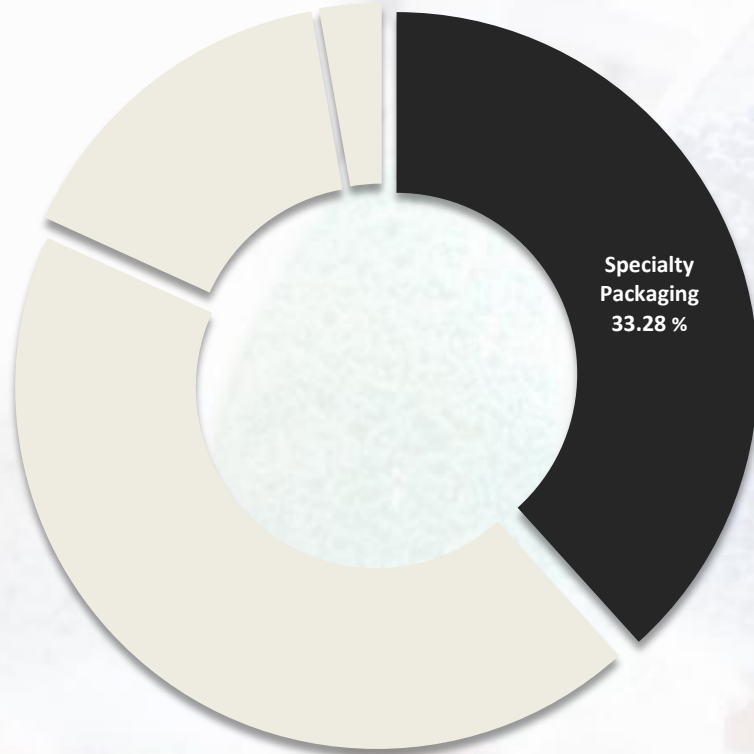
Fall Arrest



Application for Fall Arrest

Specialty Packaging

STRONG PRODUCT SUITE



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



Construction FIBC



Application for Construction FIBC



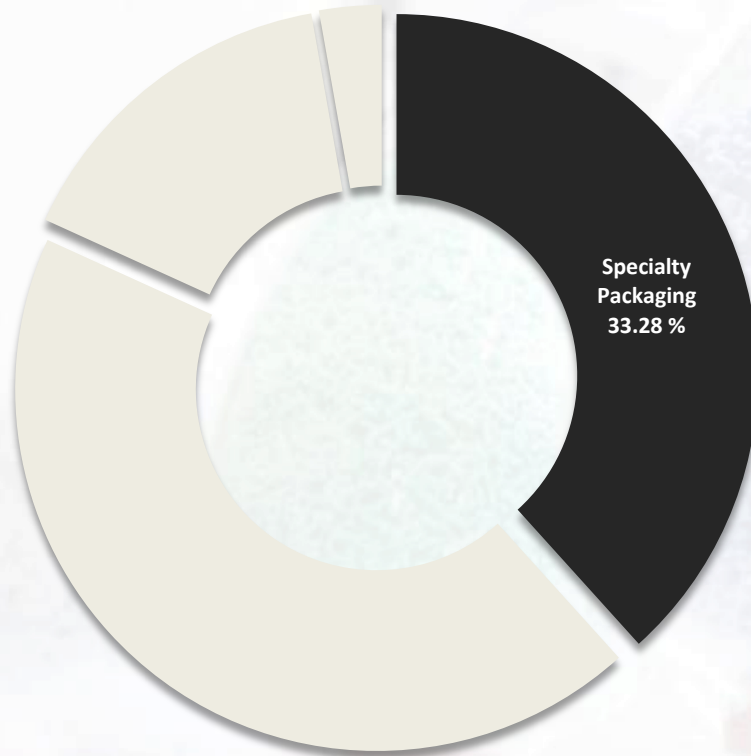
Paper Substitute Bag



Packaging Barrier Films

Specialty Packaging

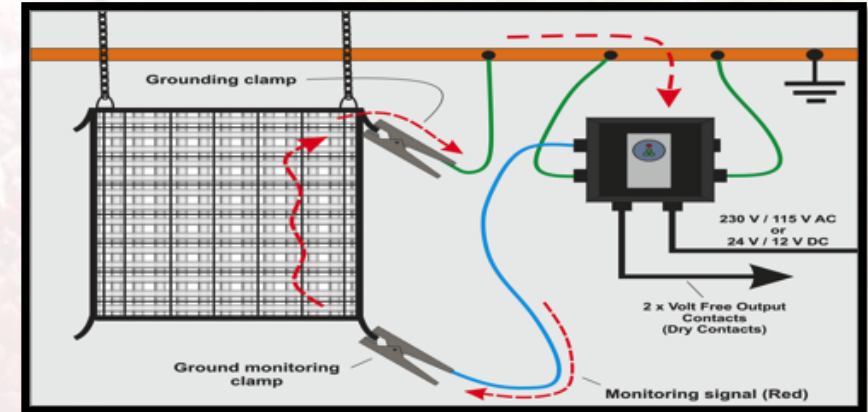
STRONG PRODUCT SUITE



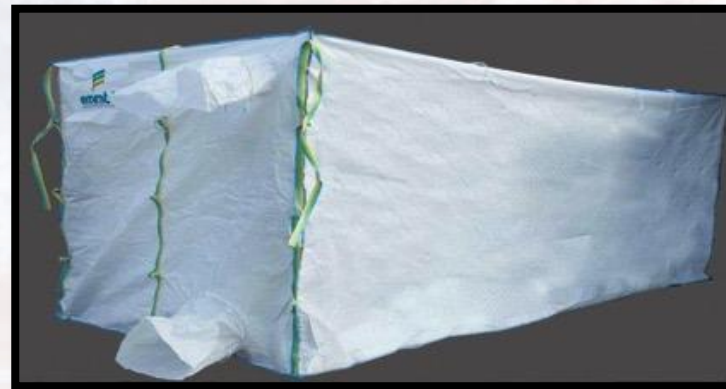
General Purpose FIBC, Baffle Bag, and FIBC of Different Shape Container Liner, PWS & Films.



“Form Stable” Conductive



Application for Form Stable Conductive



Liquid & Solid Container Liner

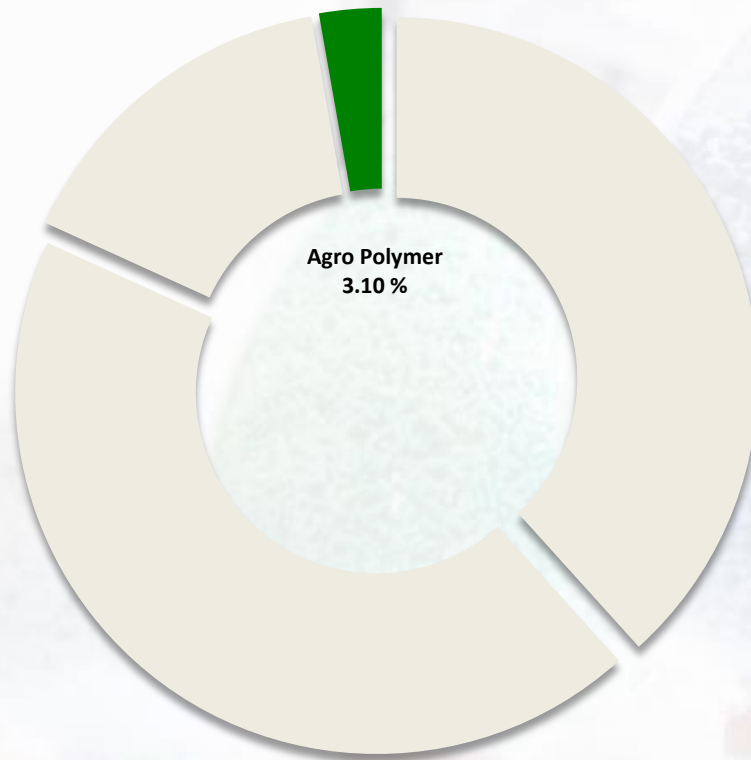


Application for Liquid & Solid Container Liner

Agro-Polymer

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

STRONG PRODUCT SUITE



Mulch Film



Shade Net



Silage Incubator



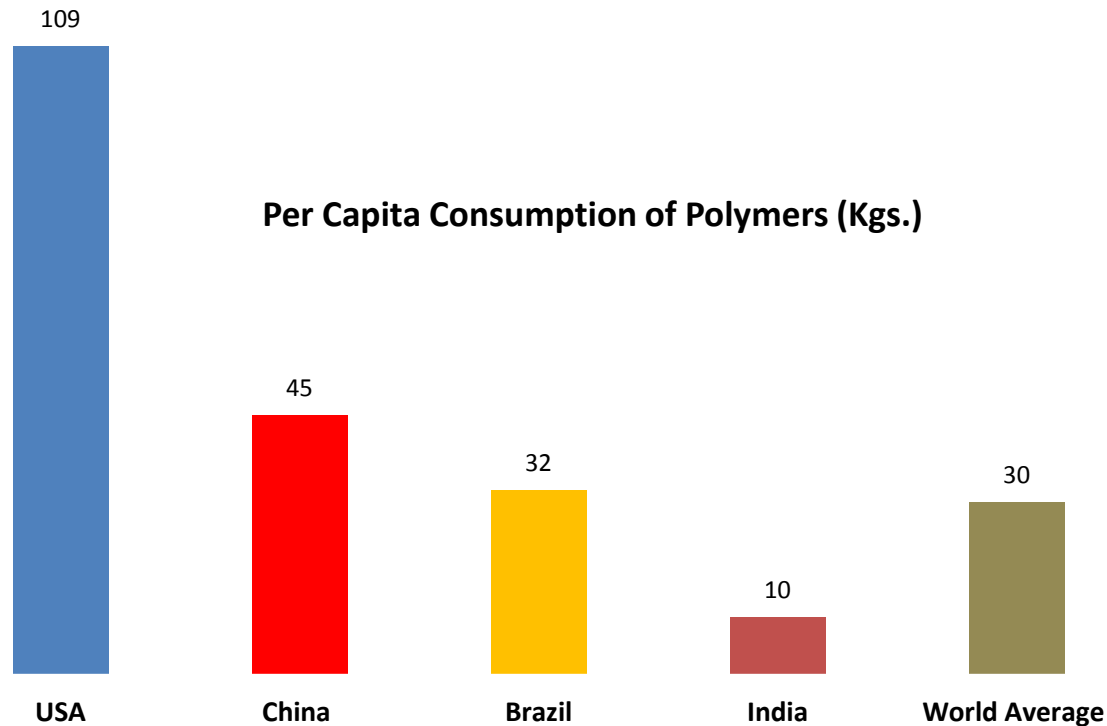
Crop Cover

Apdx.C

Polymer Processing
Industry :
Global Perspective



Compared to the global averages, India still has head-room for growth



INDIA LAGS THE WORLD IN POLYMER CONSUMPTION

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

URBANIZATION TO DRIVE CONSUMPTION

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

(source : Global Polymer News)

In India, Emmbi Industries is driving this shift through unique applications

Conventional applications

Jute Bags
Concrete Canal Liners
Concrete / Metal Water Tanks
Metal Sludge Separator Tanks
Oil Based Anticorrosive Packaging
Paper Packaging Bags
Earthen Pots to Carry Water



Modern applications

PP Bags
Woven Polymer Canal Liners
Woven Polymer Flexi Tank
Woven PP Water Sludge Separator
Polymer Based Anticorrosive (VCI) Packaging
Polymer Based Paper Look Alike Bags
Plastic Water Tanks to Carry on Cycle

New Applications

Polymer Pond Liner
Crop Covers
Pneumatic Safety Systems
Woven Polymer "Lapeta Pipe"

THANK YOU



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