

A brighter Emmbi, a brighter future

Emmbi Industries Limited

Investor Presentation
Q1, FY 2016-2017



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.

Emmbi 2016-17: Review of Q'17 performance

Today's discussion

Specialty Polymer Processing – an industry of the future

Emmbi's Growth Mantra: Innovation & Need Identification

Emmbi's Products and Services

A Performance Update

Looking Ahead

Emmbi 2016-17: Financial Growth Model



In the last 5 years,
Emmbi Industries has consistently
outpaced
the industry:

% 22.49 CAGR in revenues

% 27.49 CAGR in EBIDTA

% 32.14 CAGR in PAT

(₹ Millions)	2012	2013	2014	2015	2016	Q1 2016- 2017
Revenues	1049.44	1474.72	1680.32	1929.10	2176.66	560.52
EBIDTA	99.47	126.09	154.17	202.26	269.64	69.71
PAT	33.09	32.42	43.34	59.65	105.95	29.36
EPS	2.01	1.91	2.45	3.37	5.99	1.66
BV	30.57	30.73	32.89	35.86	41.24	42.90

Innovative Products

Assured and Sustained Growth



Innovative Product: Assured Growth

Water Conservation

1. **Retail Distribution of** Pond Liners, Flexi Tanks,
2. Canal Liners, Check Dams

Agro Products

1. **Export Substitution** Crop Protection Covers, Mulch Films, Silage Incubators, Agro Sheds

Advance Composites

1. **Food & Pharma Bulk Packaging** Food-grade FIBCs
2. **Pneumatic Human Safety** Fall Arrest Systems & Dunnage systems
3. **E-commerce** Tamper Evident Multi trip packaging
4. **Infrastructure** Road & Roofing Underlayment, Fire Retardant Scaffolding

Growth through Innovation and Need Identification

*What has helped Emmbi Industries to
Grow profitably?*

Emmbi 2016-17: Innovations in Application



WATER CONSERVATION



AGRI PRODUCTS



ADVANCED COMPOSITES

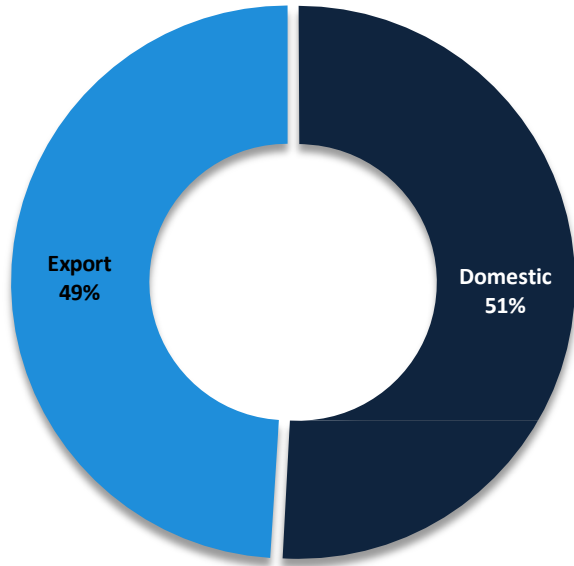


SPECIALTY PACKAGING

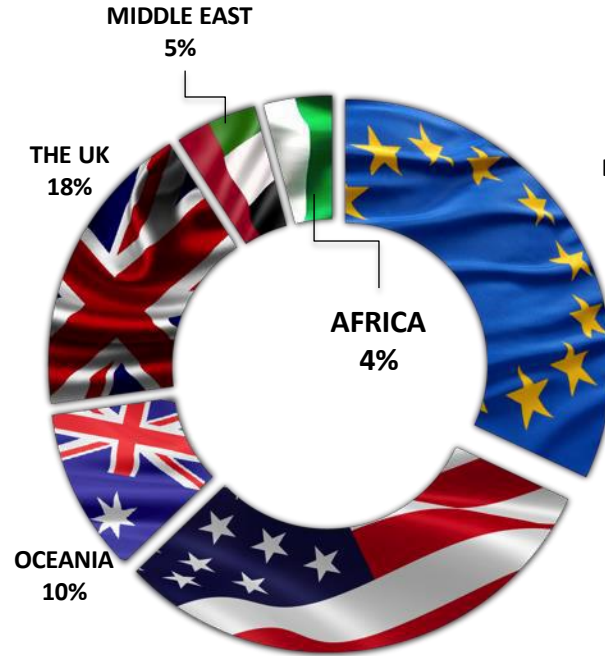
Integrated, industry-leading products and services

What we make, and where it is applied

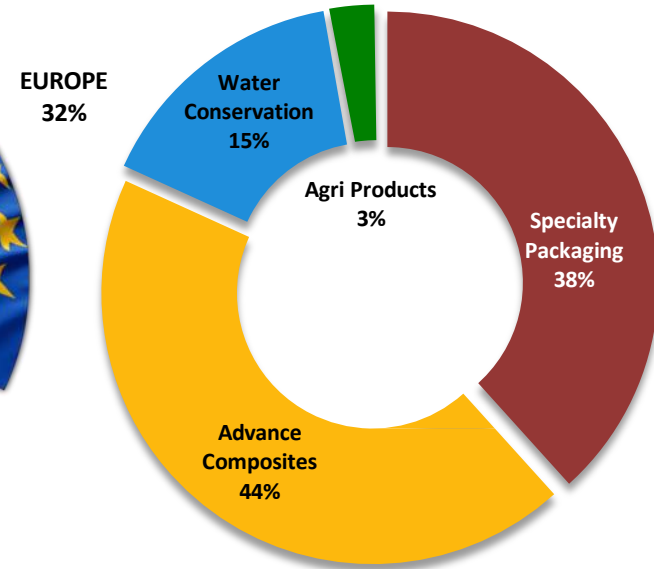
Our business



BUSINESS SPLIT



GEOGRAPHIC SPREAD

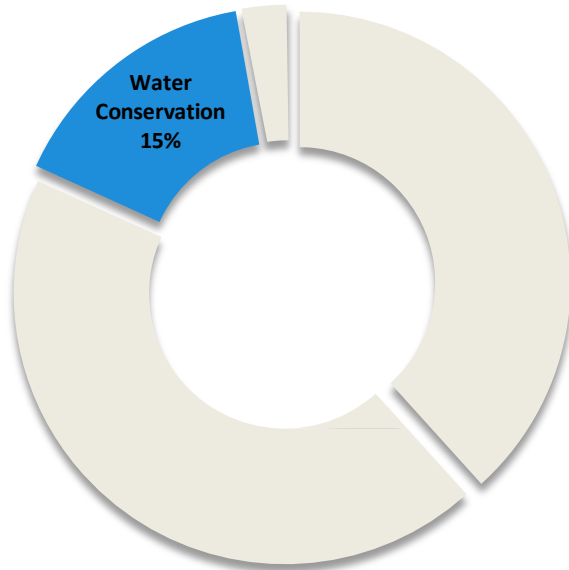


BUSINESS BY PRODUCT LINES

Water Conservation (1/2)

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

STRONG PRODUCT SUITE



Canal Liner



Check Dam



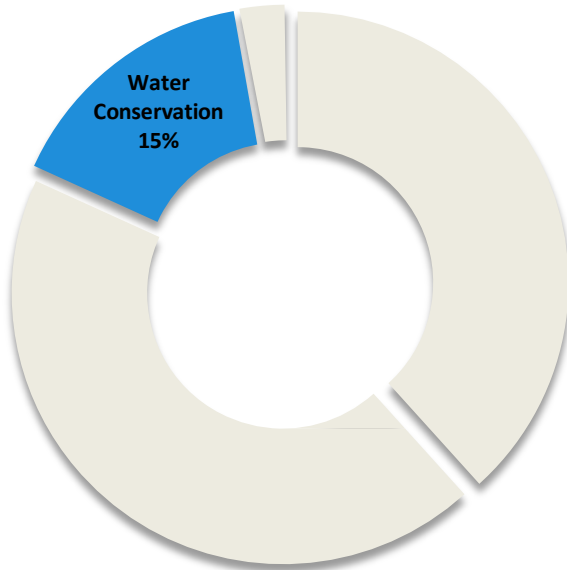
Pond Liner



Collapsible Pipe

Water Conservation (2/2)

STRONG PRODUCT SUITE



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



1000 Ltr Flexi Tank



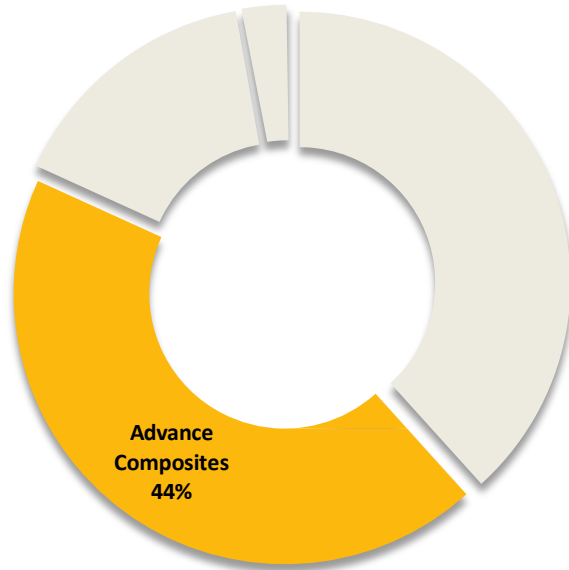
500 Liter Standing Tank



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



Anti Carcinogenic Packaging



Water – Slug Separator



Anti-Corrosive VCI
Material



Nuclear Power Plant
Waste Disposal



Fall Arrest

Specialty Packaging

STRONG PRODUCT SUITE



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



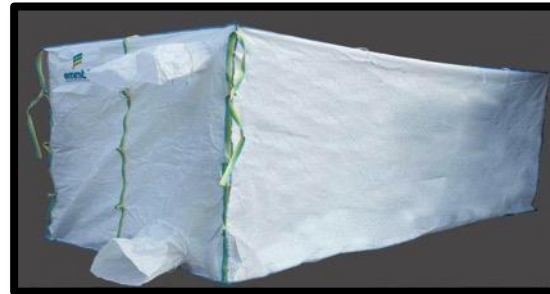
Construction FIBC



“Form Stable” Conductive



Paper Substitute Bag



Liquid & Solid Container Liner

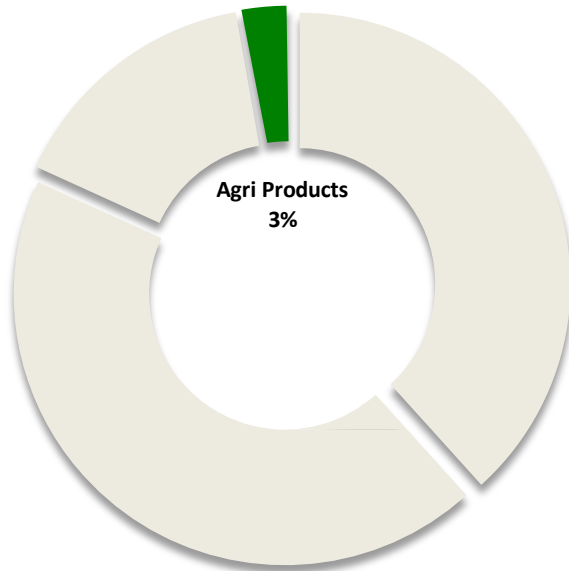


Packaging Barrier Films

Agri Products

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

STRONG PRODUCT SUITE



Mulch Film



Shade Net



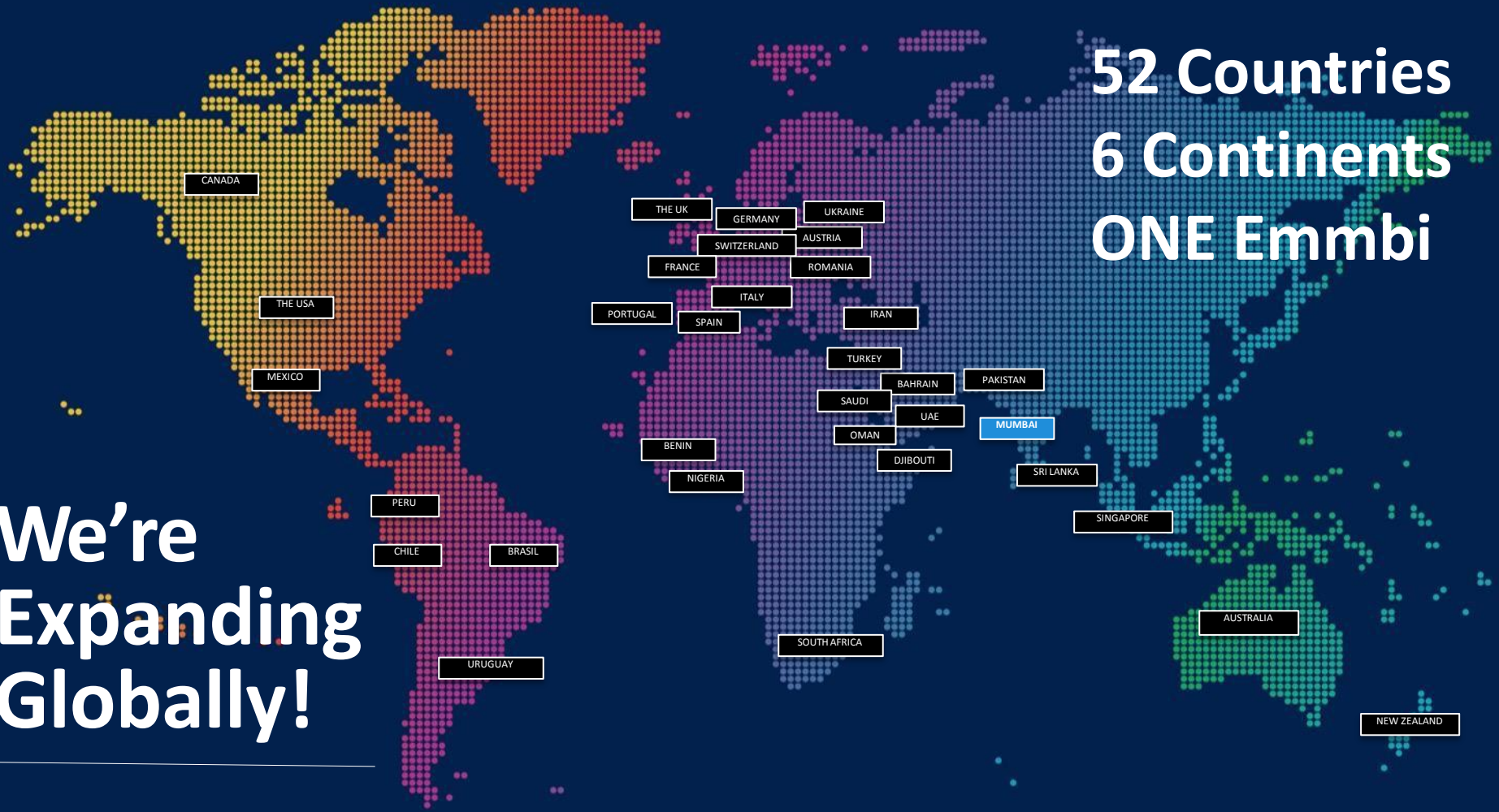
Silage Incubator



Crop Cover

We're
Expanding
Globally!

52 Countries
6 Continents
ONE Emmbi



Financial Update

A summary of our performance

Sustained Growth



(₹ Millions)	2012	2013	2014	2015	2016	Q1 2016-2017
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% 22.49 CAGR in Revenue

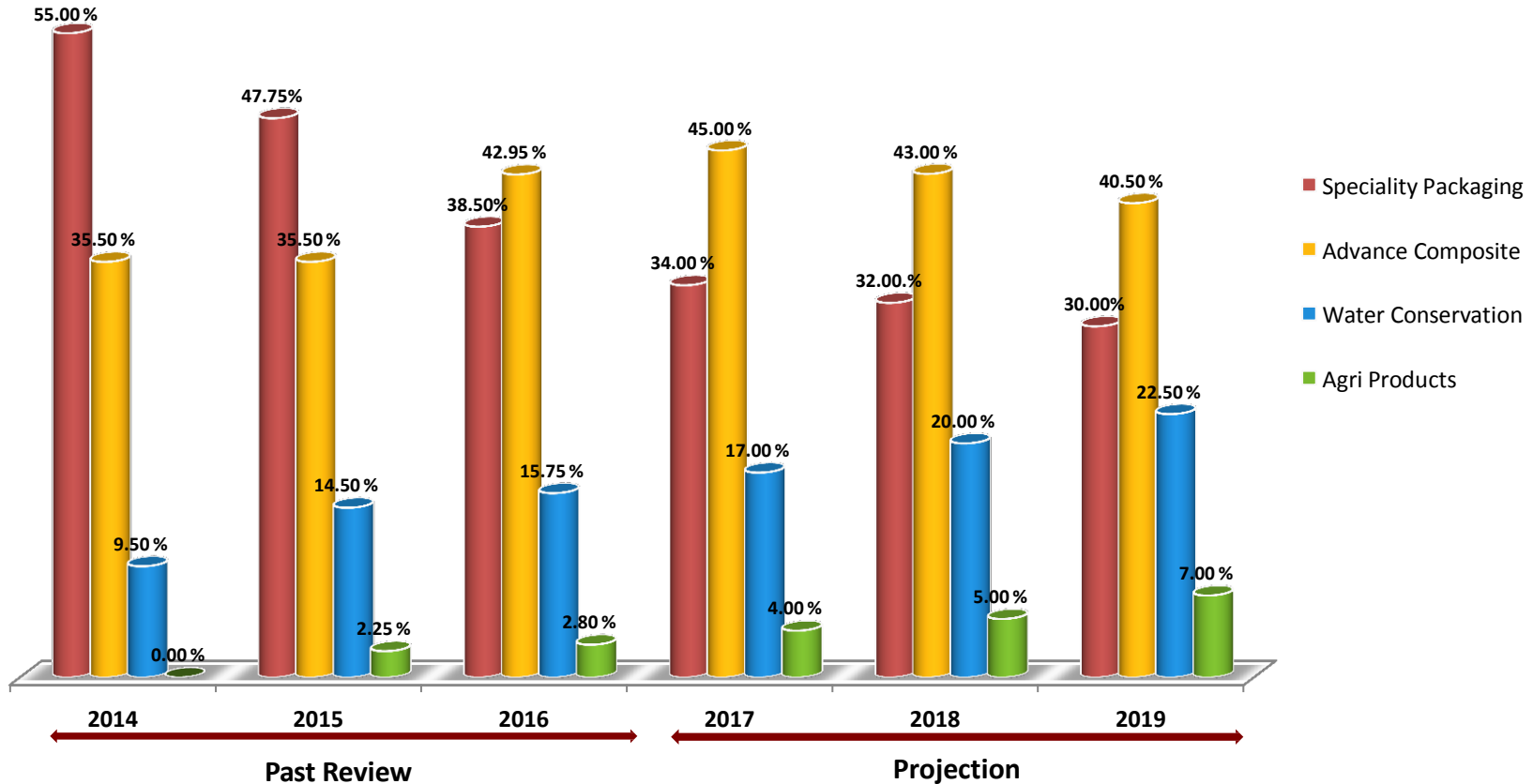
% 27.49CAGR in EBIDTA

% 32.14 CAGR in PAT

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

Growth %	2012	2013	2014	2015	2016	Q1 2016-2017
Revenues	35.12	40.52	13.94	14.81	12.83	17.09
EBIDTA	30.54	26.76	22.27	31.19	33.31	10.47
PAT	28.75	(2.02)	33.68	37.63	77.62	35.74
EPS	28.85	(4.98)	28.27	37.55	77.74	35.74
BV	7.53	0.52	7.03	9.03	15.00	15.73

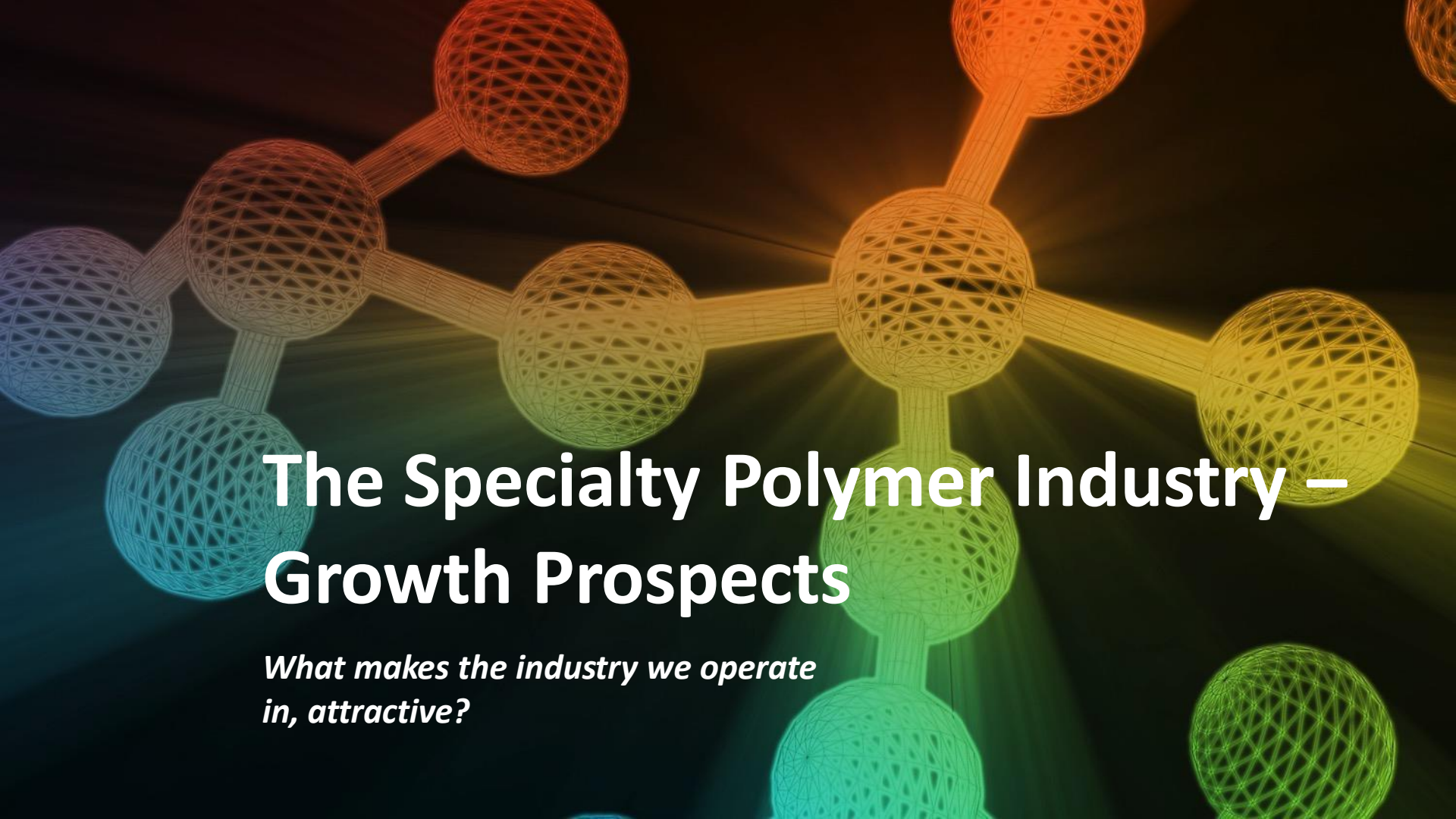
Revenue breakup



Profitable Growth



1. A shift in the product mix, towards **high margin contributors**
2. Improvement in **capacity utilization to 91% for Q-1** (up from 83% 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



The Specialty Polymer Industry – Growth Prospects

*What makes the industry we operate
in, attractive?*

Exponential Growth, Globally

4X GROWTH

In just two decades from 2000, global polymer consumption is expected to grow almost four times.

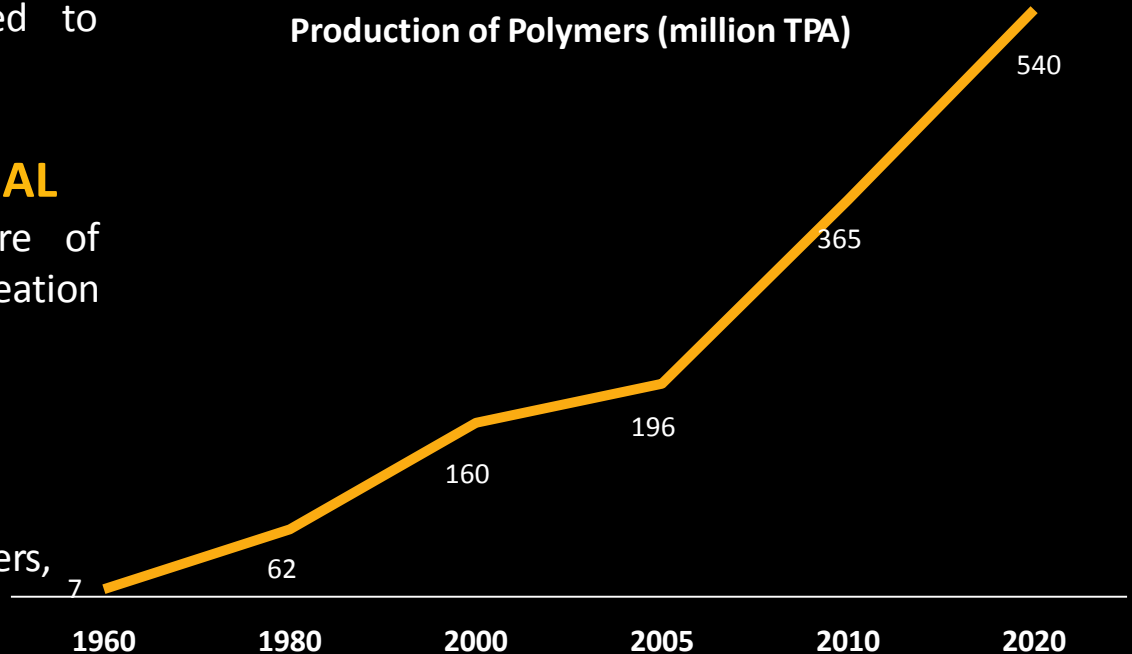
A NEW, MAN-MADE MATERIAL

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

NEW APPLICATIONS

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

Production of Polymers (million TPA)



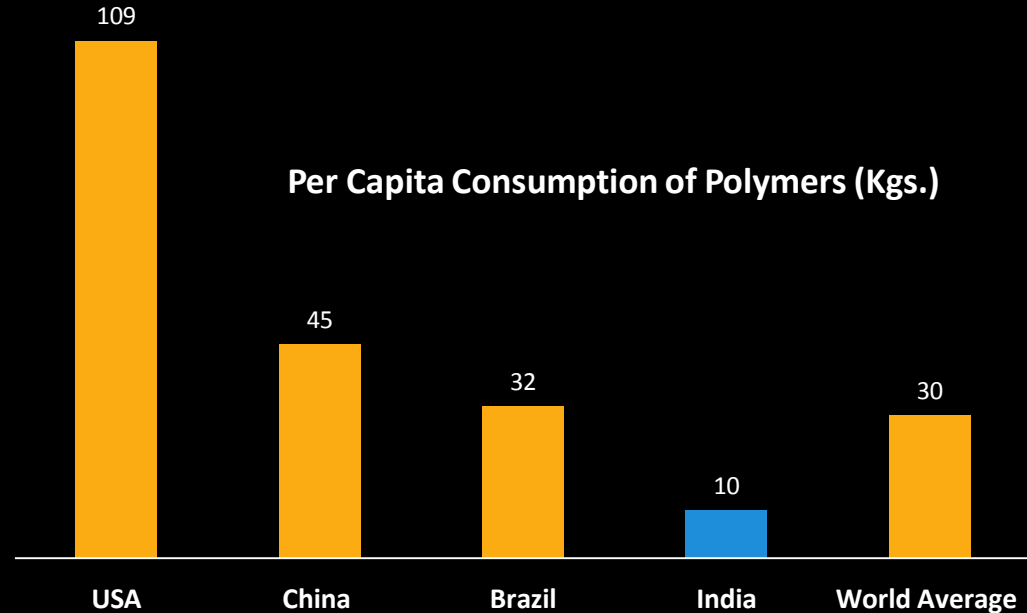
Significant Headroom, in India

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.

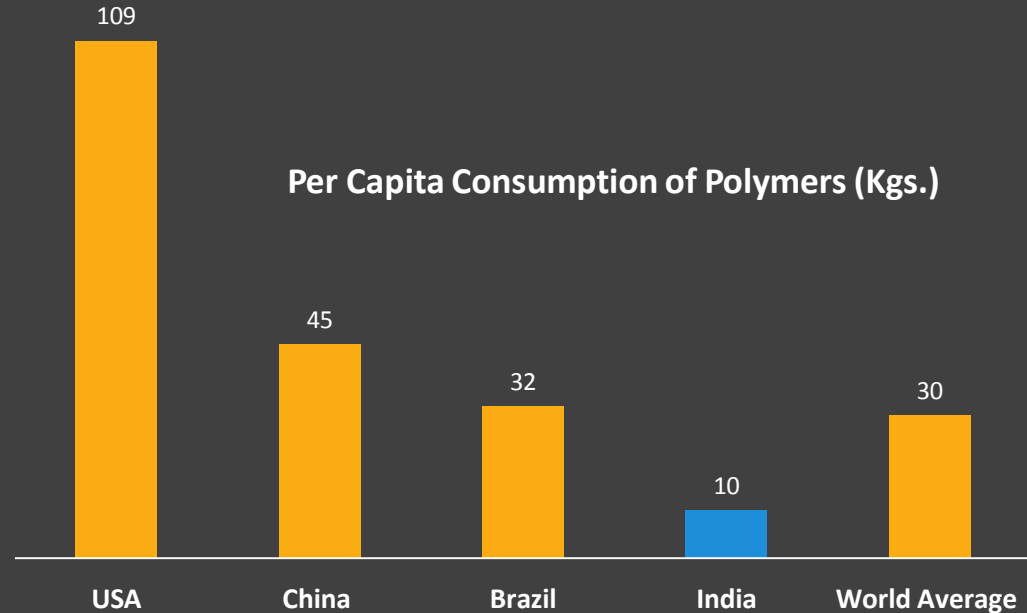


Emmbi 2016-17: Visibility in future growth prospect

Significant headroom for growth in polymers, given that India's consumption is a third of the world average.

Emmbi's future growth to be fueled by:

- Deepening penetration
- New applications
- New markets



The take-outs for us

- 1. Unlike natural resources, which are limited in nature, polymers are man-made, which makes their potential availability unlimited**
- 2. Rapid advances in technology are finding new applications, where polymers are replacing traditional materials like metals, glass, wool & cotton. This has contributed to the growth in their consumption, worldwide**
- 3. There is still a significant headroom for growth in consumption in India; companies like Emmbi can make the most of this opportunity now, and in the future**

How we're leading



- **Focus on R&D** A separate R&D Center with a dedicated 34-member team 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

Q1 FY-17: Highlights

Operational Progress

Retail launch of Water Conservation / Improved Productivity

1. Set up of **dedicated water conservation team** to weave network of distributors across the country for the Company's water conservation range of products
2. Construction in full swing of factory building for the **Project of Positive Pressure Integrated Clean Room** for Food & Pharmaceutical Grade FIBC Packaging
3. Successful completion of **"Grishma Kalin Yojana"** for our blue-collared employees resulted in improved productivity of the Company by their higher attendance



Q1 FY-17: Highlights

Operational Progress

Retail launch of Water Conservation | Improved Productivity



Date: 03/03/2016

Bhoomi Poojan - Project of Positive Pressure Integrated Clean Room



Date: 03/08/2016

Factory building construction status - Project of Positive Pressure Integrated Clean Room

Emmbi 2016-17: In Summary....

- 1. A focus on R&D, multi-cultural presence, strong development pipeline and proactive innovation**
- 2. Value addition and need identification to mitigate single-market risk**
- 3. Strong engagement with communities for greater affinity**

Our People and Community




Employee-friendly policies | Community building | Reduced attrition |

1. Successfully conducted **free medical camps** for health check-up and counseling for the community around factory
2. Introduction of **scholarship program** for the children of our blue-collared employees
3. “**Gurukul**” a structured **skill up-gradation program** for our blue-collared employees helped reduce attrition
4. “**Sahayog**”, a special **goodwill store** for our blue-collared employees fosters a sense of giving and sharing

Our philosophy

At Emmbi, what drives us is a desire to brighten our world in every way – for our employees, our customers, investors and our communities. Our philosophy is embedded in our corporate symbol, that we call “The Whizz”



Blue The colour of loyalty and stability. At Emmbi, this also represents the team and our blue-collared employees, 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



Thank you

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