

**Emmbi Industries Limited**  
**Investor Presentation**  
**Q3, FY 2018–19**



## 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.

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# Contents

1. 9M & Q3FY 2019 – Highlights
2. Business Verticals and Growth Drivers
3. Financial Performance



## 1. 9M & Q3FY 2019 – Highlights

(Q-O-Q)

Revenue

**+12.44%**

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EBIDTA

**+33 bps**

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PAT and EPS

**+15.28%**

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(9M-O-9M)

Revenue

**+14.76%**

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EBIDTA

**+54 bps**

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PAT and EPS

**+15.86%**

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- **Net increase in Sales Q-O-Q is 12.44% and 9M-O-9M is 14.76%.**
- **Q-O-Q increase in Exports is 13.58% and 9M-O-9M is 27.29%.**
- **Launch of Fish friendly pond at Kisan 2018- Asia's Biggest Agricultural Exhibition.**
- **Overwhelming response for pond bookings to Avana Jalasanchay Lucky Draw scheme at Kisan 2018 Exhibition.**
- **Completed more than 4,120 Ponds in past 34 months.**





- Fish friendly pond makes it viable for fishes to grow and survive in the pond thus enabling fish farming
- Same Pond water can also be utilized for crop cultivation, Creating additional Revenue Stream for farmers
- Patent Pending No. 201821045662

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# Business Verticals



## Specialty Packaging

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**Estimated Global Market:  
30 US \$ Billion**

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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.



## Advanced Composites

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**Estimated Global Market:  
36.5 US \$ Billion**

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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.



## Water Conservation

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**Estimated Global Market:  
2.5 US \$ Billion**

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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.



## Agro Polymers

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**Estimated Global Market:  
4 US \$ Billion**

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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.

# Emmbi Revenues by division



Specialty Packaging



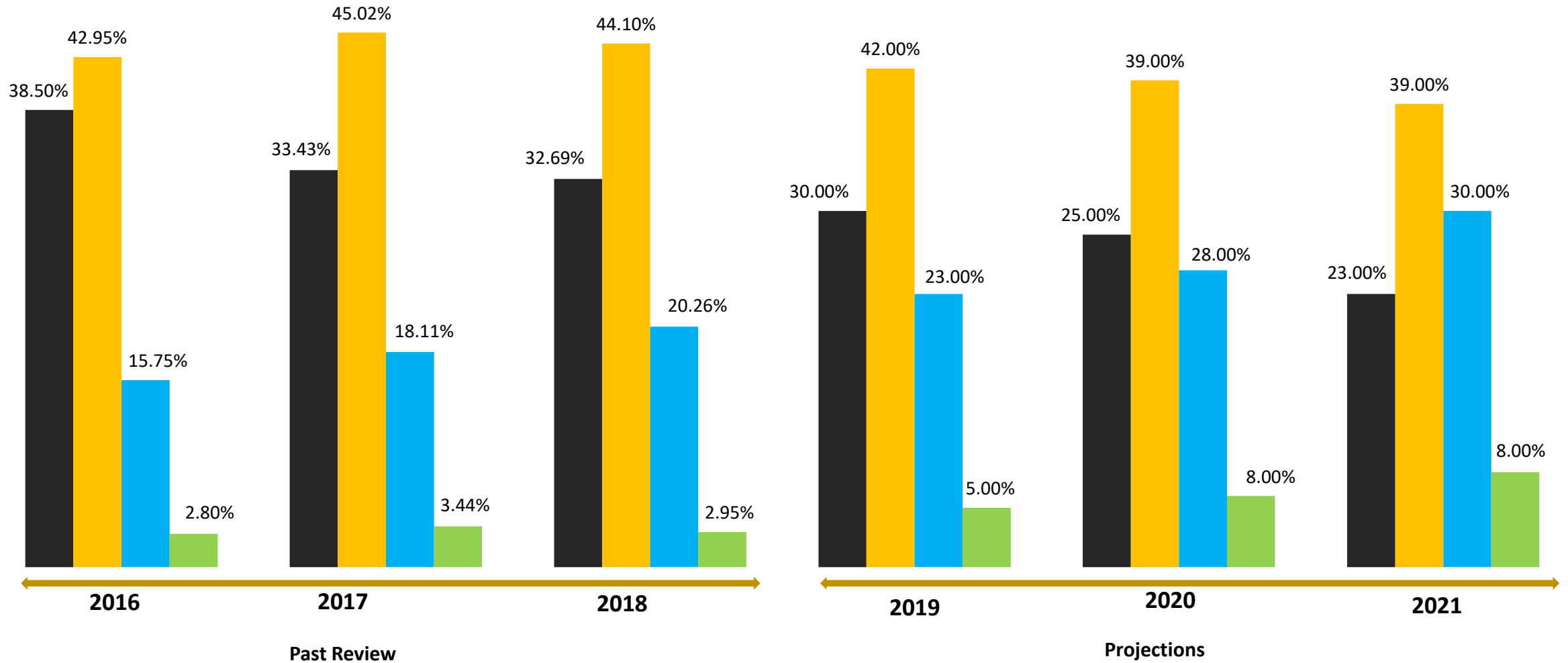
Advanced Composites



Water Conservation

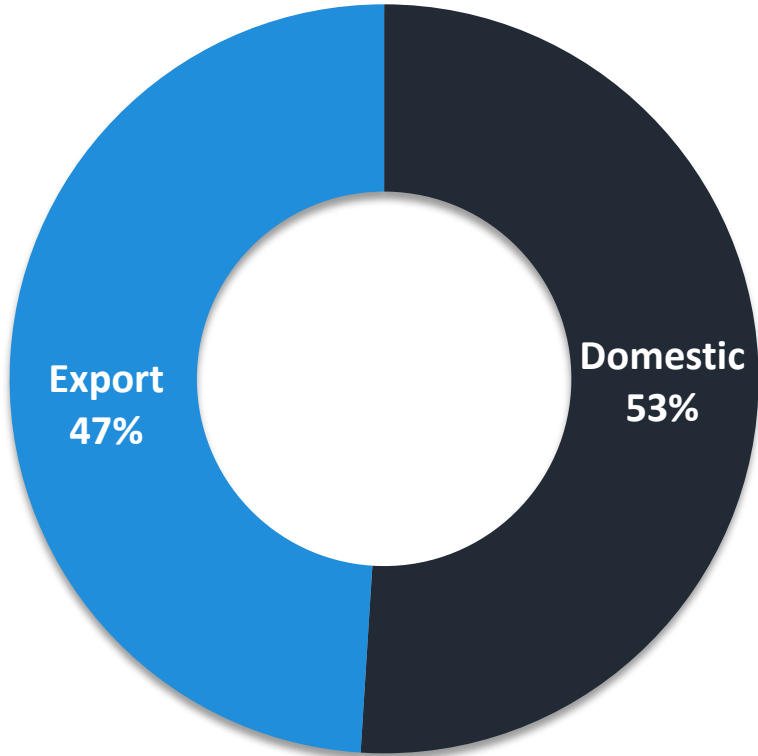


Agro Polymers

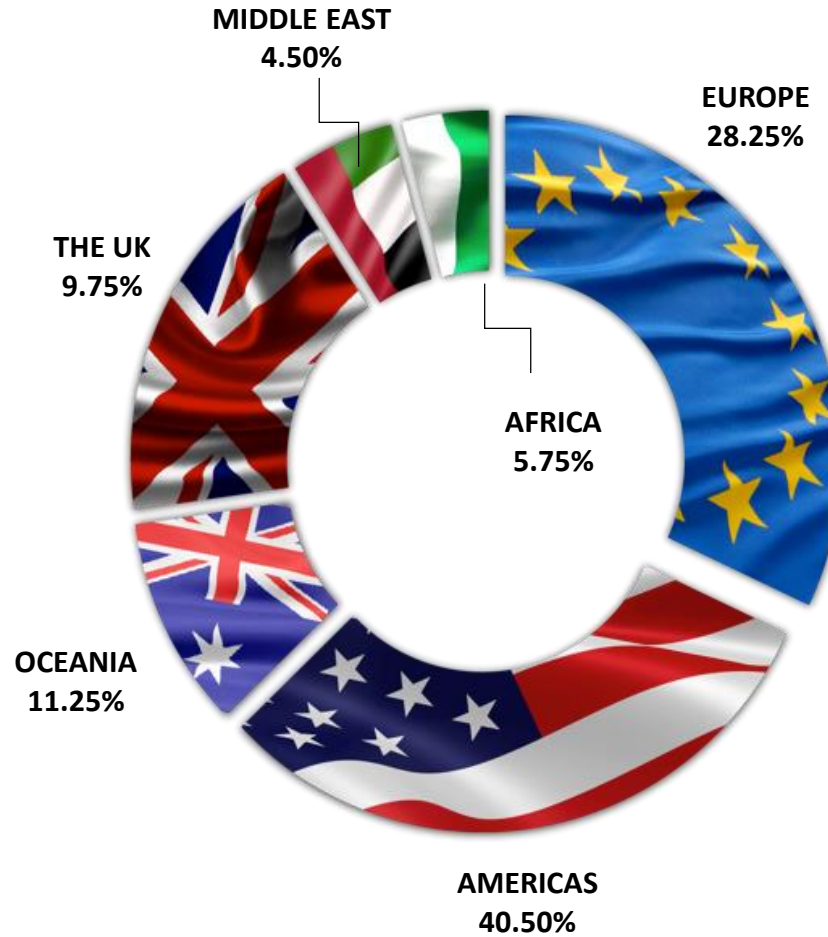




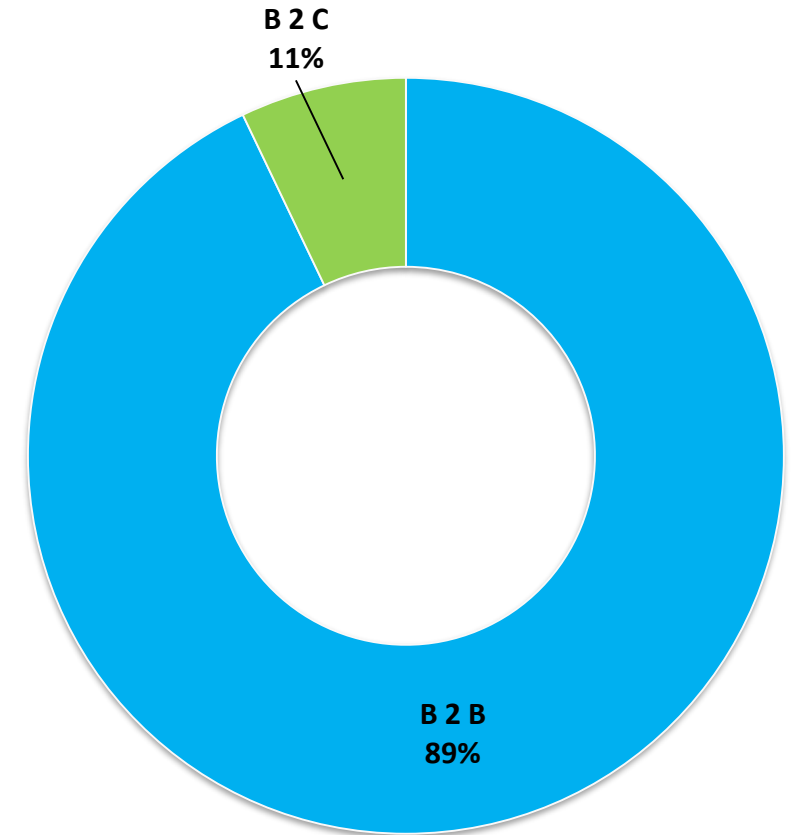
# Emmbi Revenues by geography and customer type



BUSINESS SPLIT AS OF 30<sup>th</sup> September 2018



EXPORT : GEOGRAPHIC SPREAD



BUSINESS SPLIT : B2B vs B2C

# How we will drive future growth



**Specialty  
Packaging**



**Advanced  
Composites**



**Water  
Conservation**



**Agro  
Polymers**

**Strengthen B2B Base**

Consolidate across industry  
verticals

**Increased share of Value  
Added Products**

Focus on margin expansion  
through better acceptance of  
value added products

**Expand B2C Vertical**

Develop advanced products in  
B2C segment to drive  
margins

**Shift in Buying Pattern**

Cater to greener, cleaner and  
efficient crop protection  
technology

## Operating Highlights

- **Key launches at KISAN** In 2016, we launched **world's widest width** of pond liner; In 2017 we introduced, **Protex technology** in pond liner fabric which increased the life of the pond liner and sustainability under the direct sunlight or UV rays.
- **In Dec 2018**, we launched "**Fish Friendly Pond Liner**" made with "HABI-TEC technology", in order to increase farmers income by giving him as an additional source of revenue in his farm pond. We have understood the needs of farmers and try to give solutions as per their requirements.
- **Immense response to Avana Jalasanchay Lucky Draw scheme** Avana Jalasanchay Lucky Draw Scheme at Kisan 2018 Exhibition received tremendous response in a period of 5 days.

# Emmbi's Food & Pharmaceutical Grade Manufacturing Units





# Specialized “Website” for Avana



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Changing India. One pond at a time.

4,120

No. of Ponds Created

24,722

People Impacted

16,482

Water Conserved  
in Million Liters

98.7%

Income Increased

Last Update date of counter: 31st January 2019

- **Avana**, a specialized division of Emmbi’s retail initiative; Avana in Sanskrit translates to protection.
- Avana’s mission is to protect farmer’s income from uncertainty, globally.
- The division will be focused on protecting Building a modern workplace that’s focused on innovation to focus on attracting Gen Z & Millennials talent to the company.

# Significant Initiatives



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## [Impact Video Links](#)

[A Vision Film - Avana](#)

<https://www.youtube.com/watch?v=WVRg-1tvAC8>

[B Impact Film - Satara](#)

<https://www.emmbiavana.com/avana-in-action/>





# Participation at Kisan 2018 Exhibition



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# Financial Performance



<b>40+</b> Products	<b>15+</b> Patents	<b>200+</b> Clients	<b>57+</b> Countries
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(₹ Millions)	2014	2015	2016	2017	2018	Q3 2019
Revenues	1,680	1,929	2,177	2,410	2,790	813
EBIDTA	154	202	270	297	353	107
PAT	43	60	106	124	153	45
EPS	2.45	3.37	5.99	7.03	8.63	2.54
BV	32.89	35.86	41.24	47.74	55.53	NA

Growth	2014	2015	2016	2017	2018	Q3 2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	11.76
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.24%
PAT Growth %	33.70	37.62	77.63	17.36	22.73	15.28

# Financial Performance



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PAT	43	60	106	124	153	130
EPS	2.45	3.37	5.99	7.03	8.63	7.34
BV	32.89	35.86	41.24	47.74	55.53	62.21

Growth	2014	2015	2016	2017	2018	9M 2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	14.09
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.29%
PAT Growth %	33.70	37.62	77.63	17.36	22.73	15.86

THANK YOU

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