

Prosperity, All Around

Emmbi Industries Limited

Investor Presentation
Q3, 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.

Contents

1. Specialty Polymer Processing – an industry of the future
2. Emmbi's Growth Mantra: Innovation, Need Identification & New Product Launch
3. Retail Readiness with “Dr.M”
4. Emmbi's Products and Services
5. A Performance Update
6. Looking Ahead





1

Specialty Polymers –

- **An industry of the future**

Exponential Growth, Globally

A NEW AGE MATERIAL

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

NEW APPLICATIONS

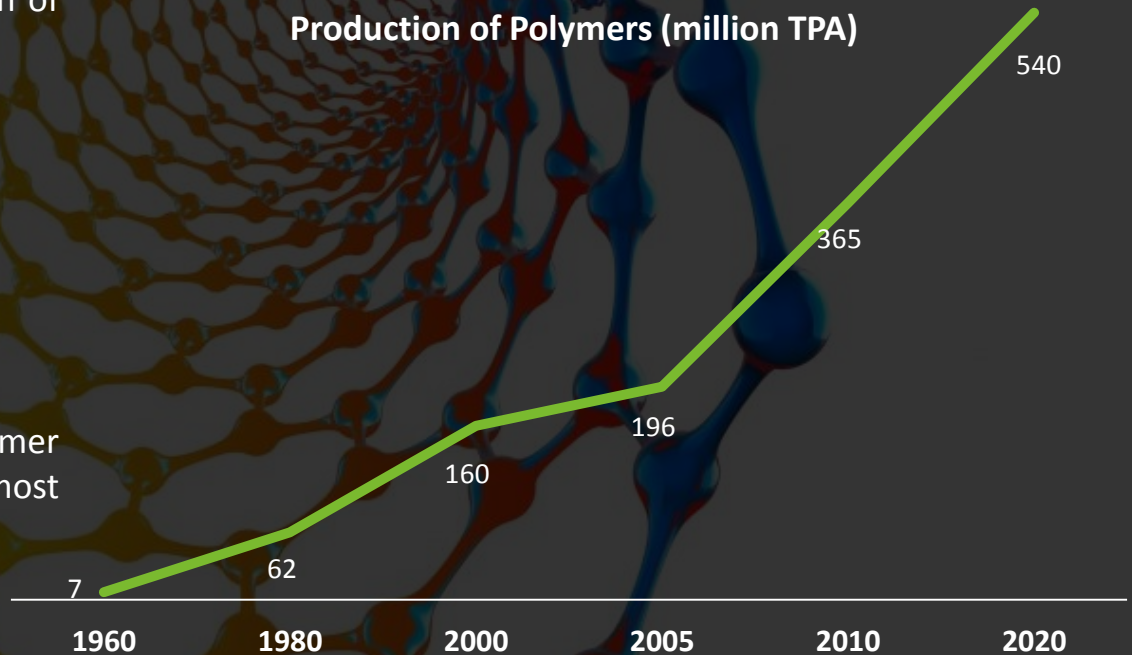
Advances in material technology are creating new applications for polymers, further fueling this growth.

EXPONENTIAL GROWTH

Given the applications, global polymer consumption is expected to grow almost four times in two decades.

(source : Global Polymer News)

Production of Polymers (million TPA)



New Horizons for Polymer Products General Applications

POLYMERS ARE REPLACING OTHER MATERIALS IN A NUMBER OF APPLICATIONS

CONVENTIONAL APPLICATION (NON POLYMER BASED)

- Jute Bags
- Glass Bottles
- Glass Microwave Utensils
- Car bodies made of metal
- Metallic water drums
- Metal pipes
- Metal Gas Cylinders
- Metal Buckets
- Metal Bulk Containers
- Metallic Uni-body Mobile Phones
- Glass Syringe
- Metal Shades
- Paper Hoardings
- Metal and Paper Currency
- Consumer Durables in Metal
- Metal Needles

Polymer Processing
Companies

MODERN APPLICATION (POLYMER BASED)

- PP Bags
- PET Bottles
- Plastic Microwave Utensils
- Car bodies made of fiber
- Plastic water drums
- PVC Pipes
- Composite Gas Cylinders
- Plastic Buckets
- FIBC's
- Plastic body Mobile Phones
- Plastic Syringe
- Tarpaulin Shades
- Flex Hoardings
- Plastic Currency
- Consumer Durables in Plastic
- Plastic Needles

New Horizons for Polymer Products Emmbi Specific Applications

CONVENTIONAL APPLICATION (NON POLYMER BASED)

1. Jute Bags
2. Concrete Canal Liners
3. Concrete / Metal Water Tanks
4. Metal Sludge Separator Tanks
5. Oil Based Anticorrosive Packaging
6. Paper Packaging Bags
7. Earthen Pots to Carry Water



Emmbi

MODERN APPLICATION (POLYMER BASED)

1. PP Bags
2. Woven Polymer Canal Liners
3. Woven Polymer Flexi Tank
4. Woven PP Water Sludge Separator
5. Polymer Based Anticorrosive (VCI) Packaging
6. Polymer Based Paper Look Alike Bags
7. Plastic Water Tanks to Carry on Cycle

New Applications

1. Polymer Pond Liner
2. Crop Covers
3. Pneumatic Safety Systems
4. Woven Polymer "Lapeta Pipe"

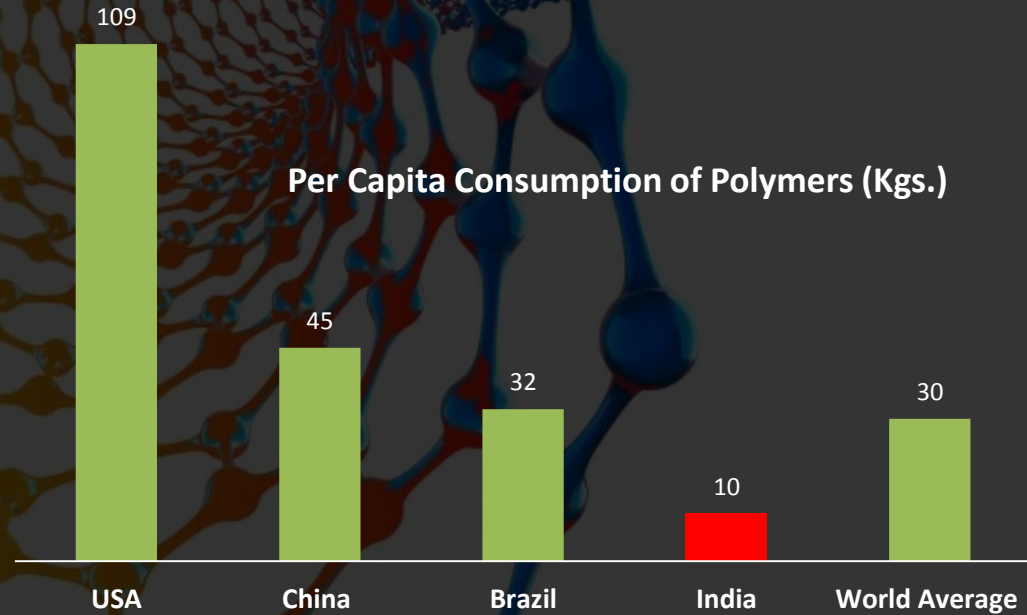
More Headroom, in India

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.



A hand holding a silver pen with a black grip is shown from the right, drawing a green line on a globe of the Earth. The globe is set against a dark space background with stars. The hand is wearing a dark sleeve. The globe shows green landmasses and blue oceans.

2. Our Growth Mantra

Innovation and need identification

Our philosophy

A hand holding a pen is shown in the upper right, appearing to draw a colorful, swirling graphic on the left side of the page. The graphic consists of three overlapping, curved bands in blue, green, and yellow, with a small red and orange section at the bottom. The background is dark with a faint image of a globe and a starry sky.

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

Leading the change

- **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



Brightening lives over **50** countries worldwide...

Q3 FY-17: Highlights



Focus on water conservation continues

In Q3, our focus on water conservation sharpened even more. We feel pride in the fact that our products **helped create a “man made” storage for 42.11 crore liters of water** in the states of Maharashtra and Rajasthan!

Converting Desserts into Fertile lands: Manmade Ponds, Future for Humanity



Nothing is Wider Than This



The Launch of Worlds Widest Width Pond Liner

Emmbi Jalasanchay Had Launched Worlds Widest Width (13.5 Ft.) Pond Liner at KISAN 2016 – Asia's Biggest Agricultural Exhibition. It was proud moment for all of us.

Q3 FY-17: Dedicated Facility for “Jalasanchay” Pond Liners for 3600 MT annual Capacity Going **On stream on 28th March 2017** on an auspicious day of Gudhi Padawa

Date: 09/02/2017

Newly Acquired building under modification - Project for “Water Conservation & Agro-polymer Division”.
New machineries have been placed in the new facility and soon we will have new working unit.



Q3 FY-17: Highlights **Infrastructural progress**

Date: **09/11/2016**

New Factory building under construction – RCC construction was complete by October End.



Date: **09/02/2017**

The Building is complete with Walls and internal Plaster, Installation of AHU & Air Conditioning is under progress.



Prosperity for All



“Dr.M”: Emmbi’s advisor for the Farmers

“Retail”: A New Mantra for the Sustainable Growth



“Retail”: A New Mantra for the Sustainable Growth

1. Our focus on R&D, multi-cultural presence, development pipeline and proactive innovation keep us ahead of the competition in an otherwise undifferentiated market.
2. We have launched a “Mascot” called “**Dr.M**” who will advise farmers and rural customers for the application of “Jalanchay” and “Krishirakshak”.
3. In the quarter gone by, Emmbi Industries has been very much instrumental in creating brand awareness about its product range of Water conservation called “Jalanchay” and the Specialized Range of Crop Protection products under the “Krishirakshak” Brand.

Introduction of “Dr.M” : Specialist for Prosperity



“Dr.M” comes from a farming background and he has probably gone ahead and got a good education, perhaps a degree in farming technology and an MBA. He was part of Emmbi Innovation Lab. an R&D arm of Emmbi Industries Limited. “Dr.M” has been entrusted a new responsibility in “Emmbi’s Retail Team” which help farmers to improve their life by increasing the productivity & crop yields. Slowly, the other farmers in the villages have seen “Dr.M” as sort of an authority to discuss & advise them on various productivity related issues.

KISAN 2016 exhibition at Pune

We continued with our efforts to transform into a B2C company from a predominantly B2B play. Our products were received positively at the recently concluded exhibition.



We have received tremendous response from KISAN visitors and they were curious to know about our latest products and appreciated for our **wide width pond liner and flexi-tank.**

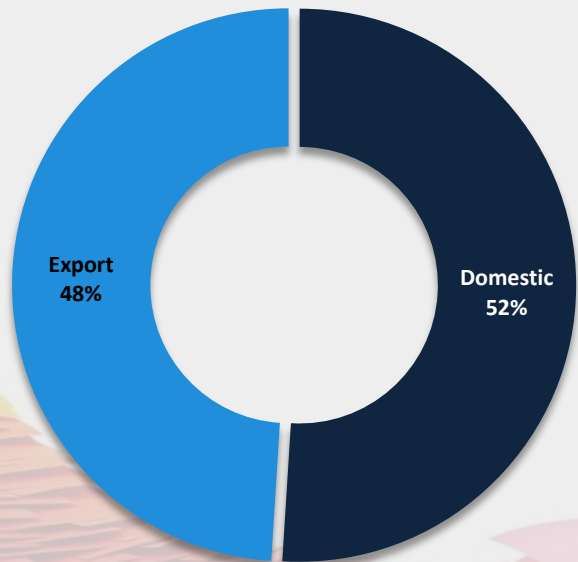


The background of the slide is a complex, abstract composition of overlapping, semi-transparent circles in various colors including yellow, green, red, blue, and purple. The circles vary in size and opacity, creating a sense of depth and movement. A dark grey horizontal band is overlaid across the middle of the image, containing the main text.

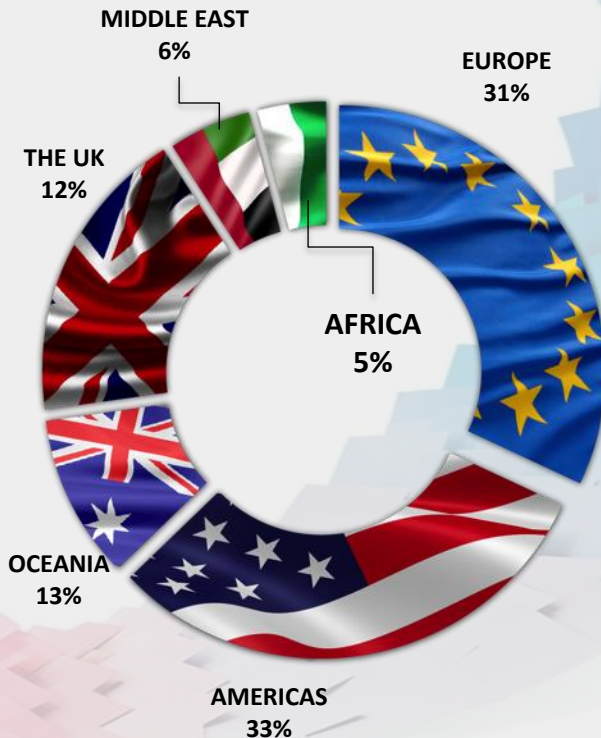
4 • Integrated, industry-leading products and services

What we make, and where it is applied

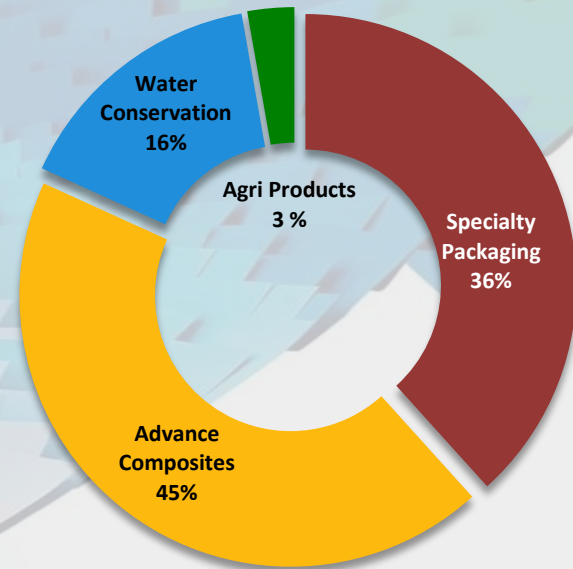
Our business



BUSINESS SPLIT AS OF 30th Sept 2016



EXPORT :GEOGRAPHIC SPREAD

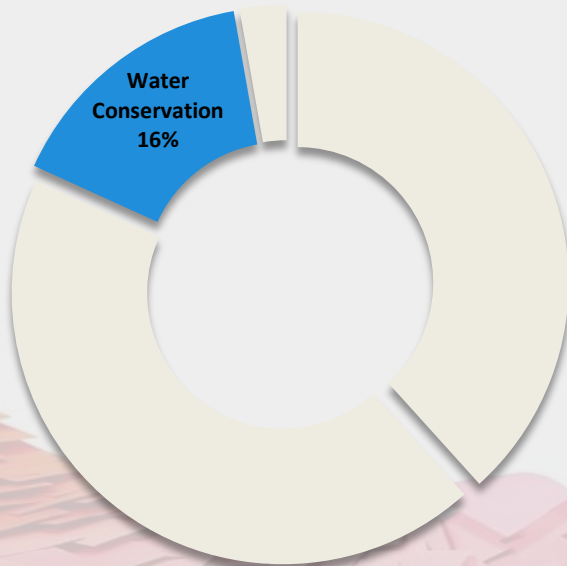


BUSINESS BY PRODUCT VERTICALS

Water Conservation (1/2)

Canal Liners , Pond Liners , Check Dams , Flexi Tank

STRONG PRODUCT SUITE



Canal Liner



Check Dam



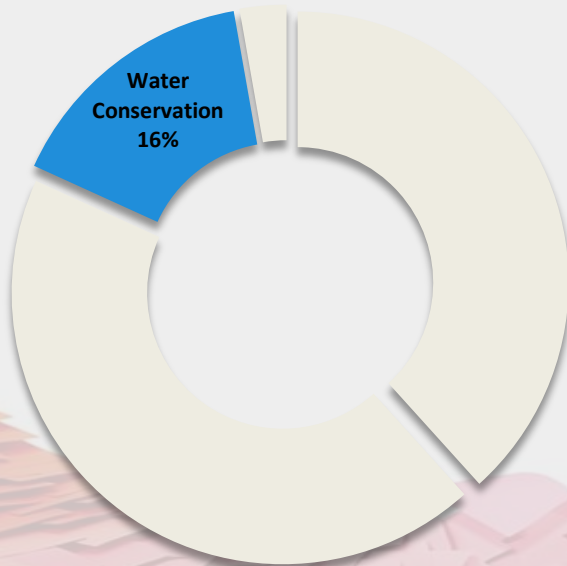
Pond Liner



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

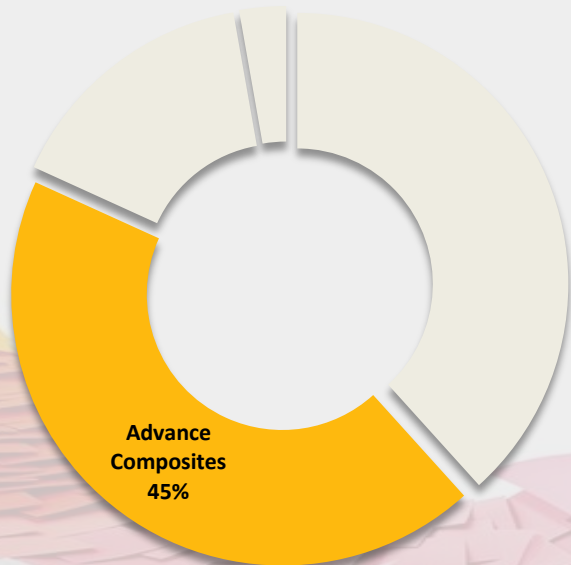


Open Flexi Tank

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

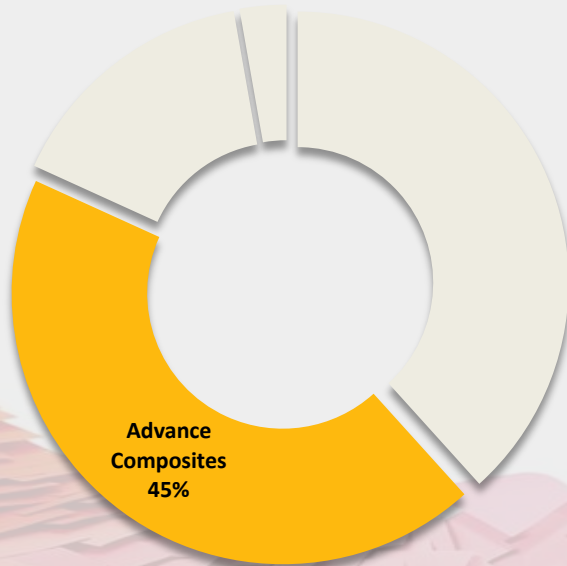


Water – Slug Separator

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



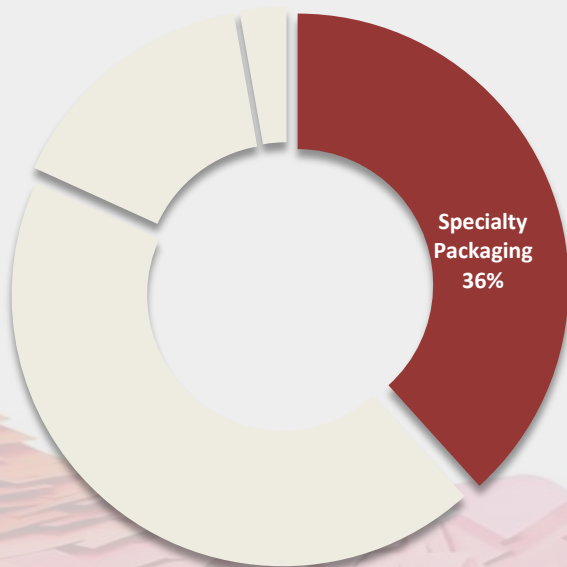
Fall Arrest



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

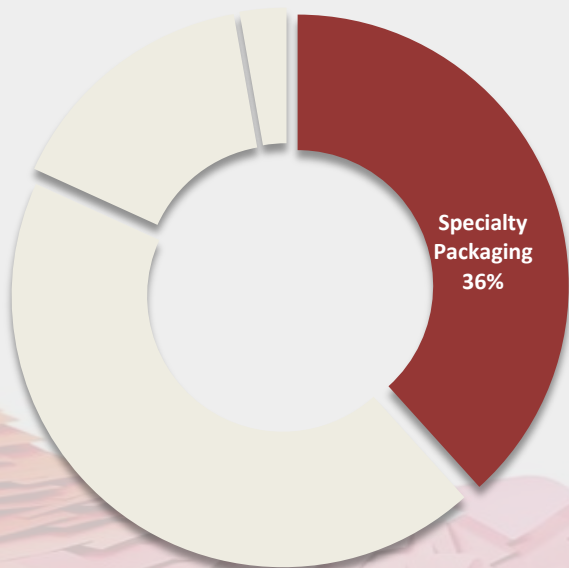


Packaging Barrier Films

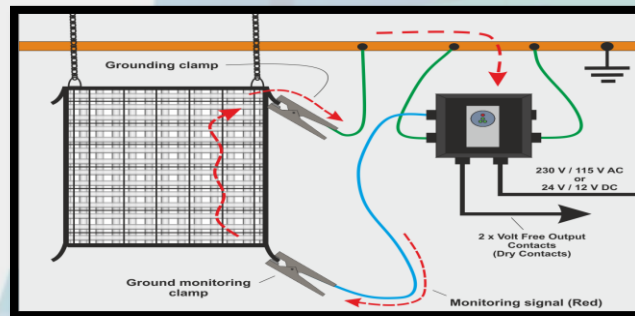
Specialty Packaging

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

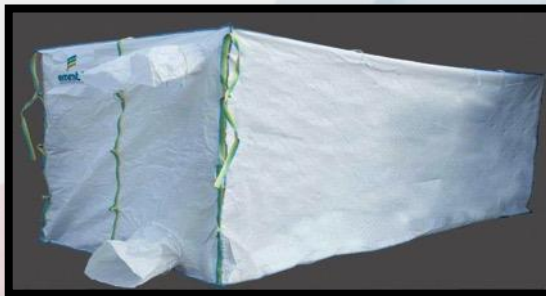
STRONG PRODUCT SUITE



“Form Stable” Conductive



Application for Form Stable Conductive



Liquid & Solid Container Liner

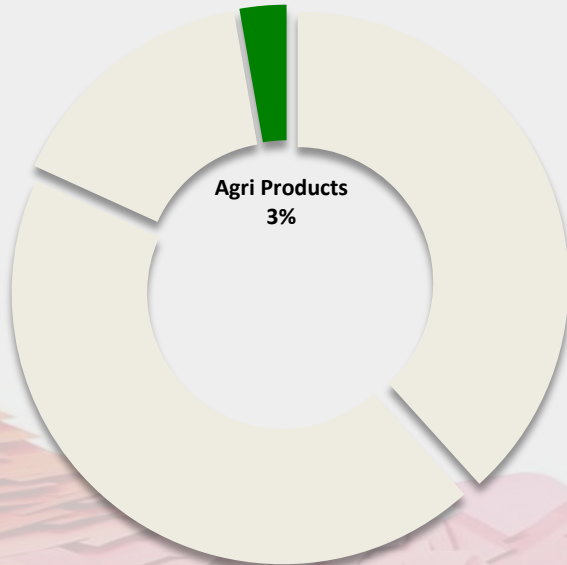


Application for Liquid & Solid Container Liner

Agro-Polymer

Crop Covers, Silage Incubator , Mulch Films, Shade Nets

STRONG PRODUCT SUITE



Mulch Film



Shade Net



Silage Incubator



Crop Cover

A top-down view of a wooden desk with a white coffee cup filled with dark coffee, a silver laptop keyboard, and architectural blueprints. The blueprints show technical drawings with dimensions and labels like 'PUBLIC ROAD'.

5. Financial Update

A summary of our performance

Sustained Growth



(₹ Millions)	2012	2013	2014	2015	2016	YTD Dec' 2016
Revenues	1049.44	1474.72	1680.32	1929.1	2176.66	1,741.86
EBIDTA	99.47	126.09	154.17	202.26	269.64	209.55
PAT	33.09	32.42	43.34	59.65	105.95	86.41
EPS	2.01	1.91	2.45	3.37	5.99	4.88
BV	30.57	30.73	32.89	35.86	41.24	46.13

6 Year CAGR

Revenue : 21.71%

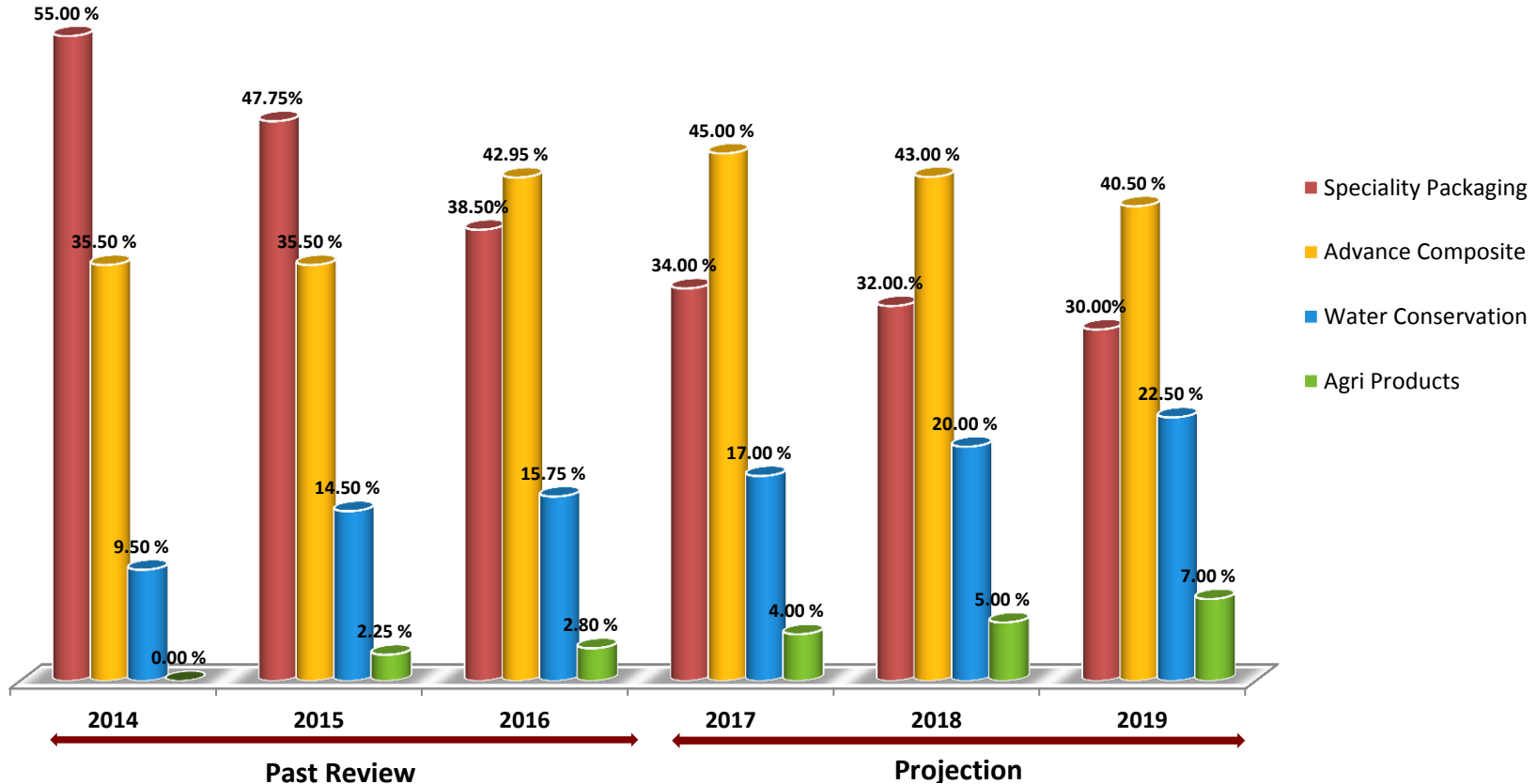
EBIDTA : 25.36%

PAT : 34.93%

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

Increase In %	2012	2013	2014	2015	2016	YTD Dec' 2016
Revenues	35.12	40.52	13.94	14.81	12.83	9.98
EBIDTA	30.54	26.76	22.27	31.19	33.31	6.05
PAT	28.75	-2.02	33.68	37.63	77.62	25.42
EPS	28.85	-4.98	28.27	37.55	77.74	25.42
BV	7.53	0.52	7.03	9.03	15	12.00

Revenue breakdown



6.Looking

Ahead



Avenues for Growth

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

Water Conservation

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

Agro-Polymers

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

