



# Sustainable Growth

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**Emmbi Industries Limited**

Investor Presentation

Q4, FY 2016-2017

# Disclaimer

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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.

# Prologue

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:

1. Sustained Business Growth
2. Happy Stakeholders
3. Responsible Business Practices

We will touch upon these areas in in the document ahead.

# Contents

- 1. Highlights of FY2016-17**
- 2. Financial Performance Update**
- 3. Specialized Polymer processing: An Industry for Growth**
- 4. Looking Ahead**

## **Appendix:**

- A- Sustainable Business Practices: The Emmbi Way**
- B - Emmbi's Products and Services**
- C - Specialized Polymer Processing An Industry for Growth**

A hand is shown from the bottom left, holding a glowing, translucent orb. The background is a dark blue gradient filled with numerous gears of various sizes, some of which are illuminated by a bright yellow light source, creating a sense of motion and industry.

# 1. Highlights of Year 2016-17

# Emmbi's Mantra for Sustained Growth in the Future

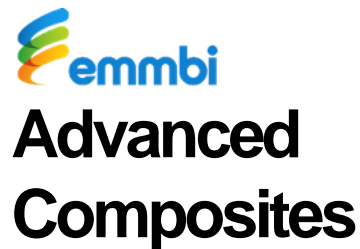


- At Emmbi We believe in Creating an Unique Operating Processes which are very hard to replicate.
- Our focus is on need identification, rather than being product-focused. Our formidable R&D capabilities, multi-cultural presence, development pipeline and proactive innovation keep us ahead.
- Newfound focus on automation ensures optimal utilization of manpower. This, combined with continuous training and up-skilling ensures lower attrition.
- Focused on building our retail brands for Water Conservation (“Jalasan chay”) and Crop Protection products (“Krishirakshak”).

# Diversified Product Portfolio for All-round Growth



**emmbi**  
**Specialty**  
**Packaging**



**emmbi**  
**Advanced**  
**Composites**



**emmbi**



**emmbi**  
**Water**  
**Conservation**



**emmbi**  
**Agro**  
**Polymer**

**See Appendix A**

For details of our Product Profile &  
Their application and specific  
products

# Solution for Bulk Handling: Coffee “Aroma Lock” Technology (Advance Composite)



## Introducing Our New Product **Emmbi Aluminium Liner**



We are pleased to introduce the latest addition in our product range “Emmbi Aluminium liner”, which offers long-term aroma retention & maintains freshness of the filled product & can be used to pack Coffee Bean, Dry Pourable & Soy etc. It also suited to a product which needs a leak proof packing. This liner can be used for packing the metals which is excellent barrier against the oxygen and steam which causes corrosion. In other words, it is specifically made for products which can get affected in humid conditions. Due to its very good impermeable quality, it helps to keep inner products in unchanging condition for longer time.

For more enquiry write in to :  
sales.export@emmbi.com  
Also visit our website [www.emmbi.com](http://www.emmbi.com)



We expanded our product line-up with a specialized Aluminum Liner that is especially useful in sealing the aroma of products like coffee.

**In addition to margins, these kinds of products help differentiate Emmbi from competition, even more.**



# Retail Business: B2C Distribution Focus for Emmbi



With our focus into a B2C distribution from a predominantly B2B play.  
Our products were received positively at various Agri exhibitions in the country.



Introducing Dr. M:  
Emmbi's advisor to  
farmers

# Solution for Water Conservation: World's Widest Width Pond Liner



In the first year of Production the newly Launched Pond Liners have recorded a business of 650 Ponds which is expected to grow at the CAGR of 145 % to 10000 ponds by 2020

Which will contribute to 25 % of the Revenue of the Company

**Our efforts have helped create capacity for 130 Cr. Liters of water, so far!**

# Solution for Food & Pharma Packaging: Positive Pressure Integrated Clean Room Facility

- A State of the Art “Positive Pressure Clean Room” for Producing Food & Pharmaceutical grade FIBCs under the Advanced Composite range will be going live from the 21<sup>st</sup> June 2017. This Facility is one of its kind having complete manufacturing process under the controlled environment
- **The Installed Capacity: 2400 MT Per Annum**
- **Revenue at the Peak Utilization: Rs. 40 Crs. Per Annum**
- **Estimated Time of Complete Utilization: 24 to 30 Months**



# 2. Financial Performance Update

*The Year gone by*

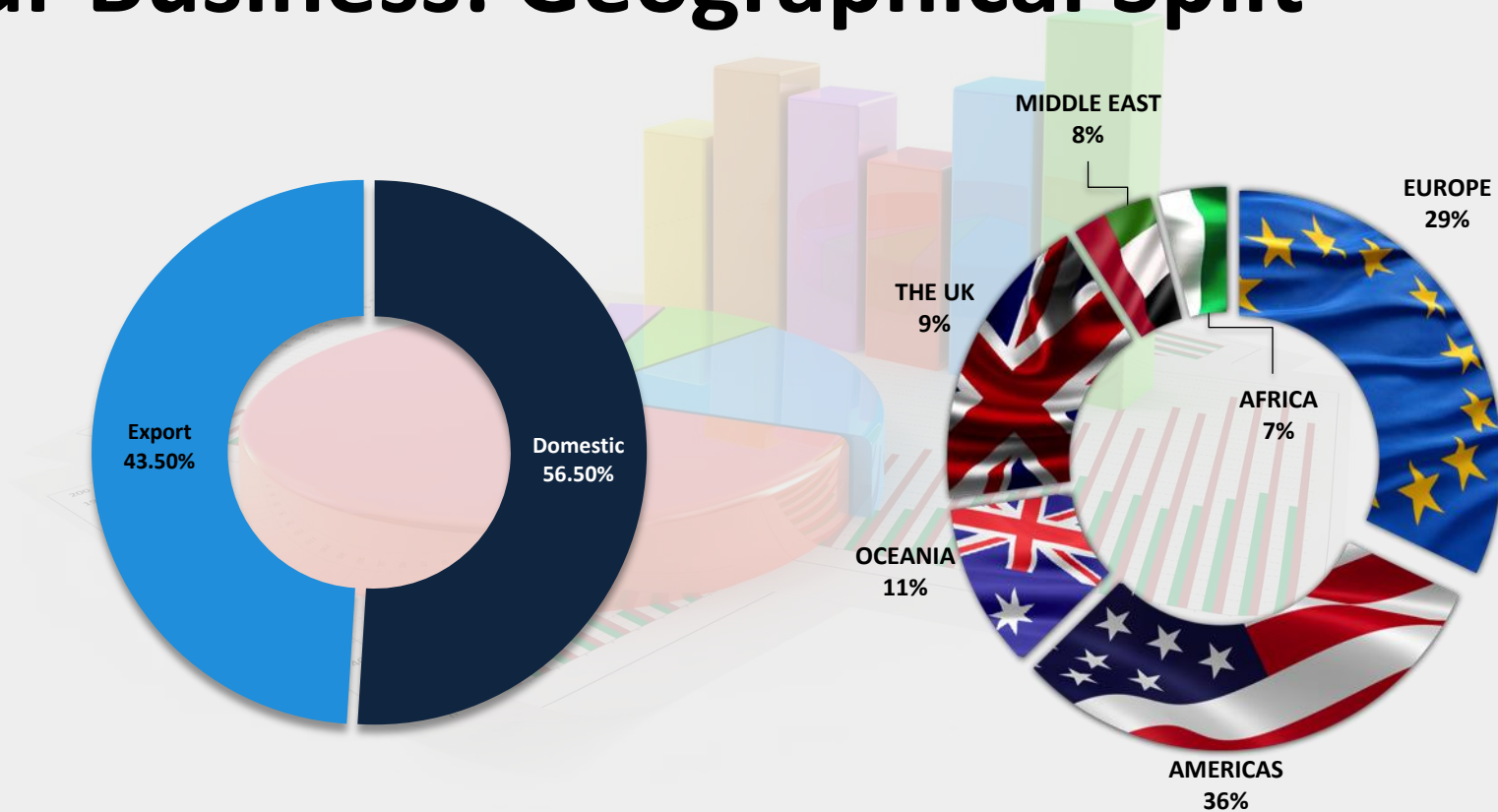
# Sustained Growth

(₹ Millions)	2012	2013	2014	2015	2016	2017	Q4 2017
Revenues	1049.44	1474.72	1680.32	1929.1	2176.66	2,409.89	668.04
EBIDTA	99.47	126.09	154.17	202.26	269.64	299.46	89.90
PAT	33.09	32.42	43.34	59.65	105.95	127.28	40.87
EPS	2.01	1.91	2.45	3.37	5.99	7.20	2.31
BV	30.57	30.73	32.89	35.86	41.24	48.44	

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

Increase In %	2012	2013	2014	2015	2016	2017	Q4 2017
Revenues	35.12	40.52	13.94	14.81	12.83	10.72	11.98
EBIDTA	30.54	26.76	22.27	31.19	33.31	11.06	24.81
PAT	28.75	-2.02	33.68	37.63	77.62	20.13	10.29
EPS	28.85	-4.98	28.27	37.55	77.74	20.13	10.29
BV	7.53	0.52	7.03	9.03	15	17.44	

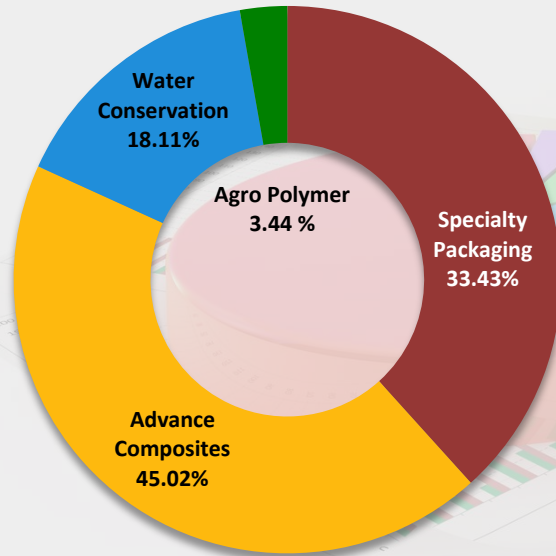
# Our Business: Geographical Split



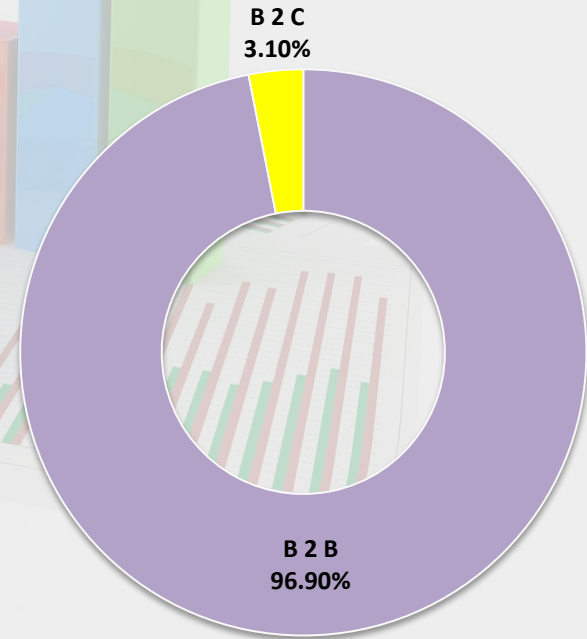
BUSINESS SPLIT AS OF 31<sup>ST</sup> March, 2017

EXPORT: GEOGRAPHIC SPREAD

# Our Business: Product Vertical Split

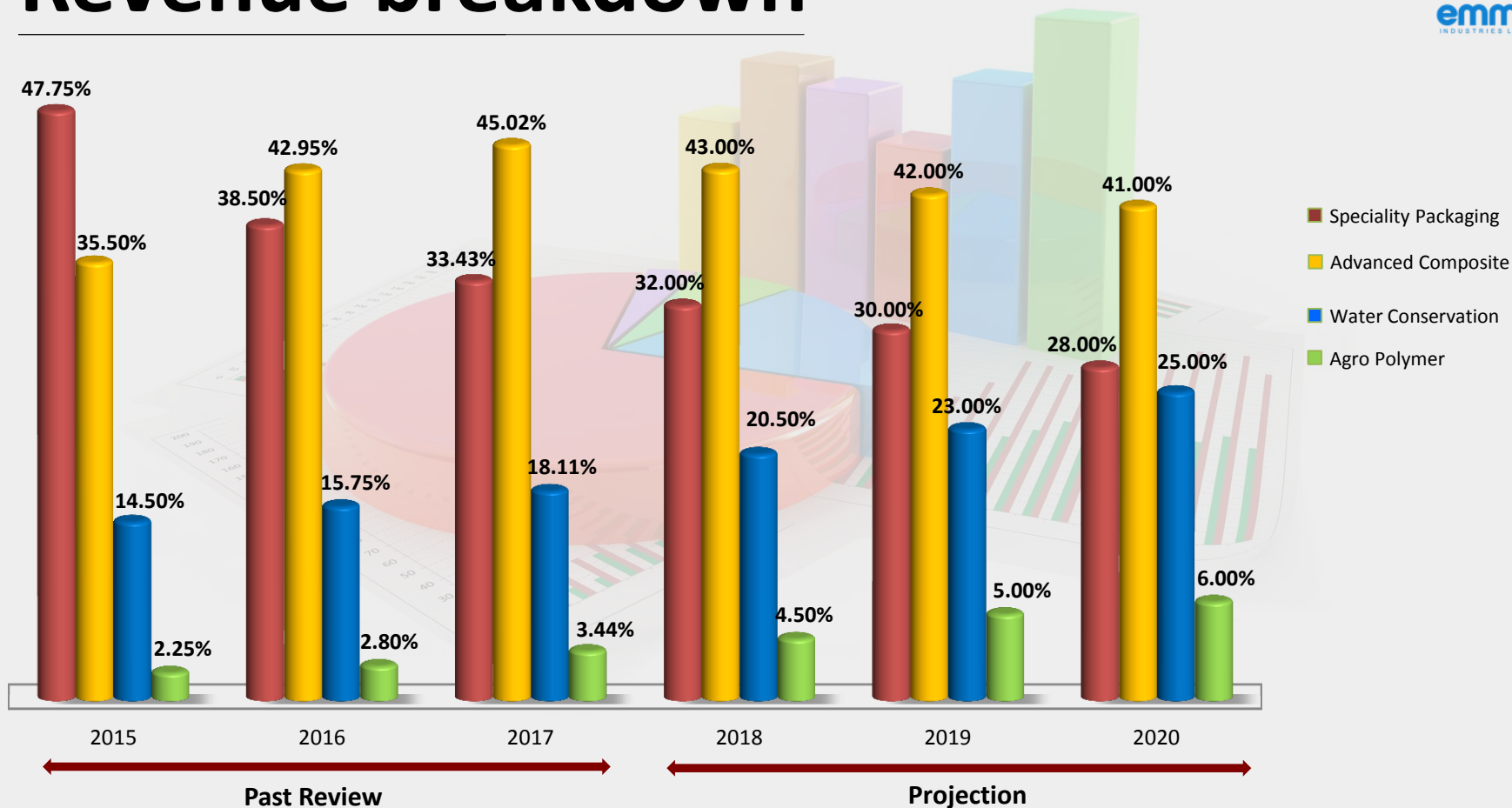


**BUSINESS BY PRODUCT VERTICALS**



**BUSINESS BY DISTRIBUTION VERTICALS**

# Revenue breakdown





# 3 Specialized Polymer Processing ● An Industry for Growth



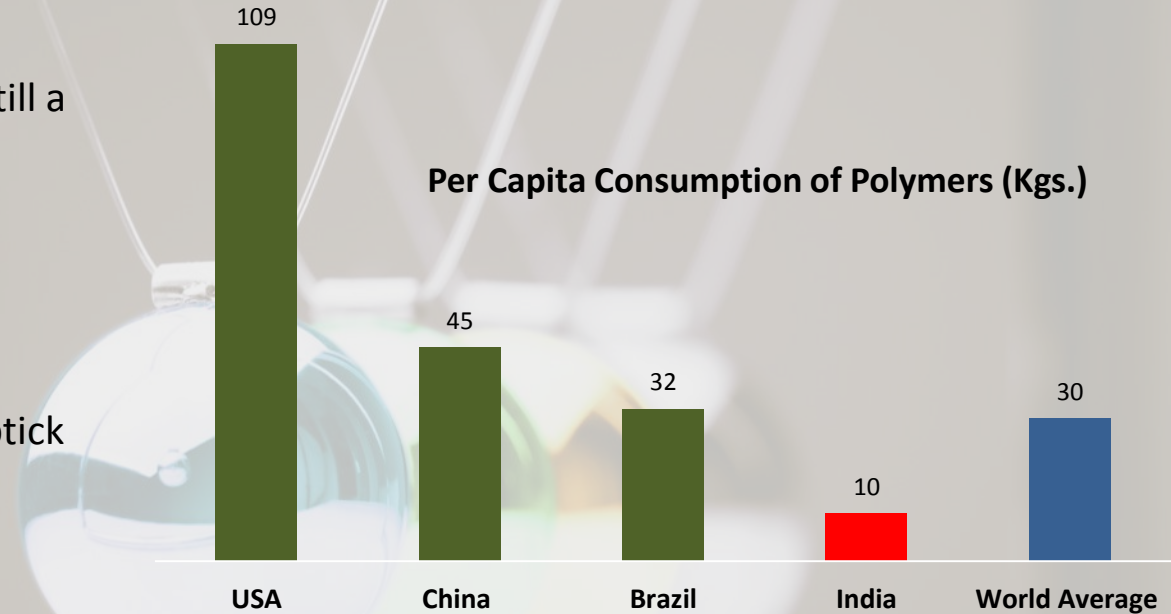
# India has a huge headroom for growth

## 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 a number of unique 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

## 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”

# 4. Looking ahead

● *How is the growth sustained?*

“ The future  
belongs to those  
who prepare  
for it today ”

# Avenues for sustained growth



## **Sustainable Innovation & Solutions:**

Unique Business Processes The implementation of “Integrated Management System”(IMS) for Quality Management Standards (QMS) ISO 9001:2015, Environmental Management Standards (EMS) 14001:2015 and Occupational Health & Safety Standards (OSHAAS) 18001:2007 will ensure consistent, replicable quality and help command higher premium.

## **Frontend Retail Distribution Strategy for Growth:**

By 2020, we expect to spread companies consumer-facing retail business in B2C segment up to 25%. Our unique products and first-mover advantage will help generate higher longstanding growth.

SUSTAINABLE GROWTH



# Apdx.A

## Sustainable Business Practices: The Emmbi Way

# Sustainable Business Practices: The Emmbi Way



## Sustainable Customer Experience , Through IMS

- For instance, all our distributors are mandated to have an Emmbi-certified pond liner sealant operator, to be able to sell our pond liners. This ensures a consistent customer experience and a sustainable, repeat and referral business.
- Dedicated Specialised Manufacturing Facilities for the Consistent Product Quality & Customised Innovation.
- Integrated Management System which is a combine of ISO 9001 (Quality Assurance) , ISO 14001 (Environmental Management) & ISO 18000 (Occupational Health & Safety) .

# Sustainable Business Practices: The Emmbi Way



## Sustained Innovation for Customer Needs

- **FOCUS ON THE NEED, NOT THE PRODUCT** As an organization, we have constantly evolved to create new products to fill a need. This ensures sustained future business
  - a. Our Innovation Lab is focused on constantly creating new products by a 35 Member team of Emmbi Innovation Lab
  - b. We have, filed eleven patents for products & processes so far, with more in the pipeline ...





# Sustainable Business Practices: The Emmbi Way



## Retail Growth Creating a Distribution Balance

- De-risking the distribution: Shift our business to consumer led products in order to de-risk our portfolio. Today, as much as 95% of our business portfolio comprises B2B products. Our aim is to significantly reduce that to approximately 70%, and **increase B2C to 30%, by 2020.**
- Brand Supported Retail Product Distribution for the Fast Growing Water Conservation & Agri Polymer Market .



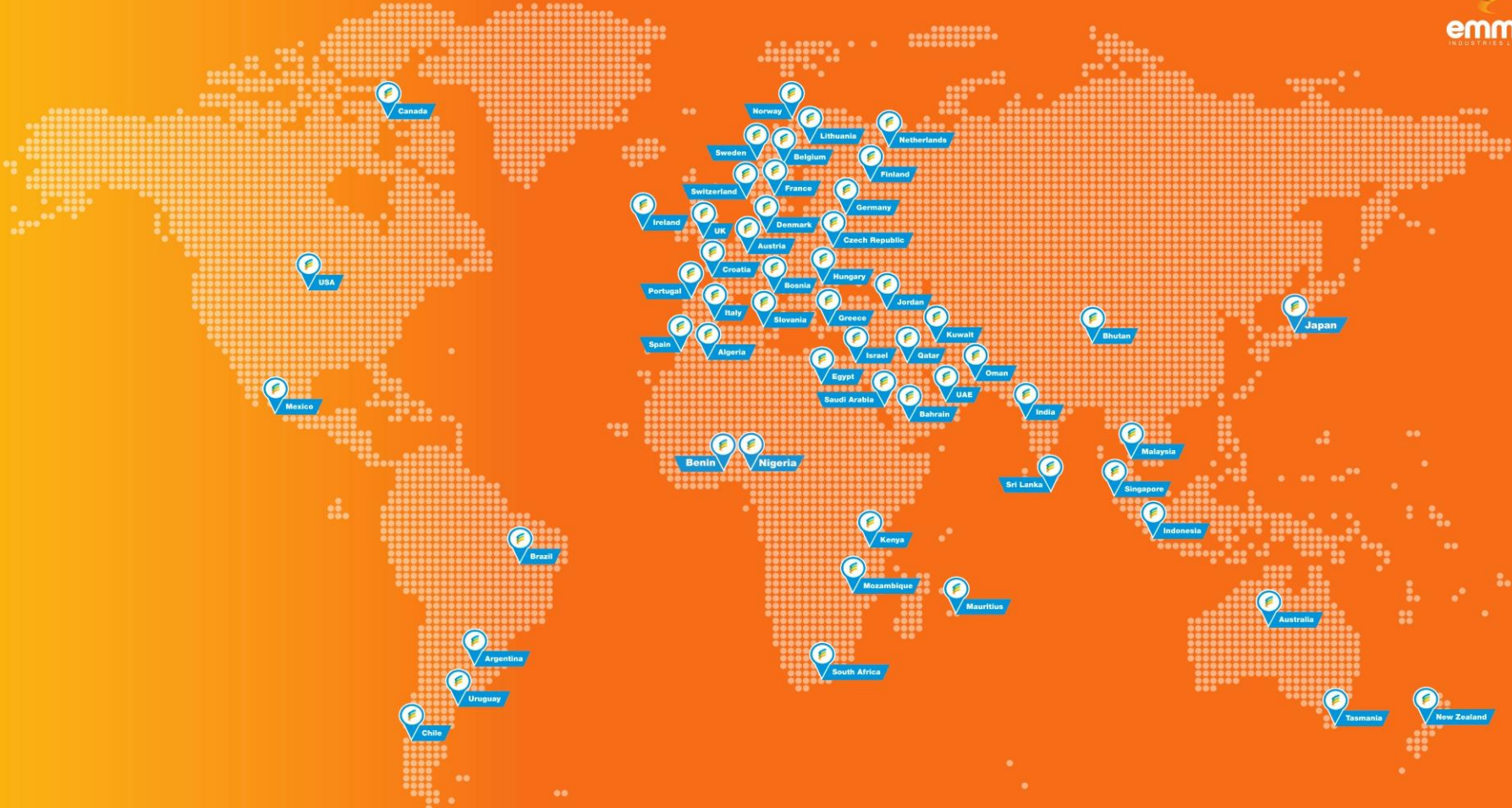
# Sustainable Business Practices: The Emmbi Way




## Sustainable Human Capital Management

- Emmbi is focused on creating a committed work force to create minimal attrition. To that end, we have constantly focused on training and development as a central theme.
  - a. Human Yield Improvement through Base Level Automation
  - b. We Are focused on the “Skill Upgradation” of our Employees through “Gurukul” Emmbi's very own Training Centre
  - c. We are continuously improving processes on our shopfloor for optimal utilization of manpower

# Global Distrubution Ensures Global Business Potential



# The Spirit of Sustainability is ingrained in our Brand



**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. **A sustainable, happy workforce is central to our efforts. Hence for us, sustainability begins internally, with our workers.**

**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. **For Emmbi, this translates into responsible business practices and care for the environment**

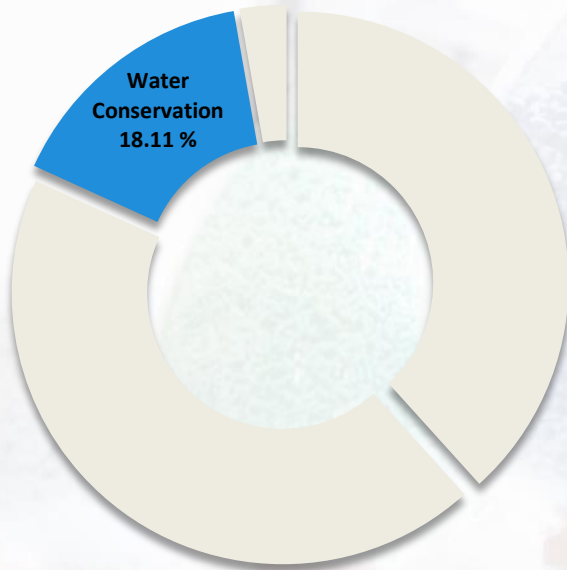
**Yellow** The colour of optimism and energy. At Emmbi, this speaks to the energy and the enthusiasm that we bring to our work, every day. **This is the sum-total of all our efforts. The fruits for us, our stakeholders and investors, in the form of sustained growth.**

# Appendix B: Emmbi's Products and Services



# Water Conservation (1/2)

STRONG PRODUCT SUITE



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



Canal Liner



Check Dam



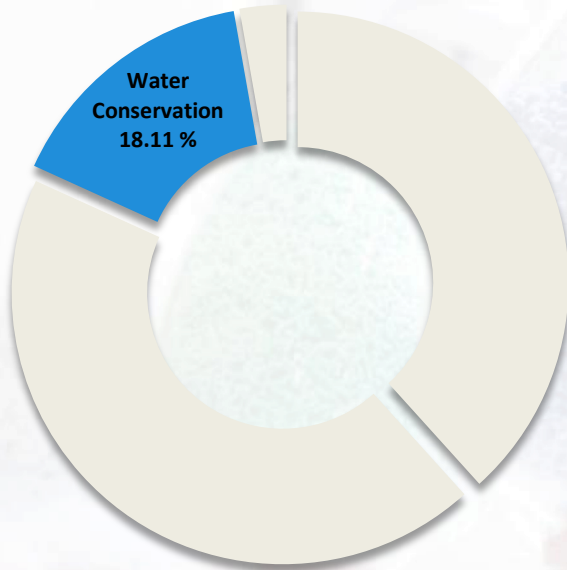
Pond Liner



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

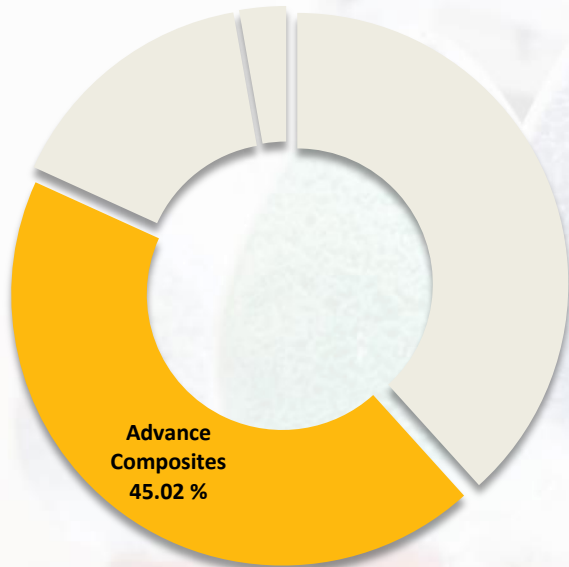


Open Flexi Tank

# 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



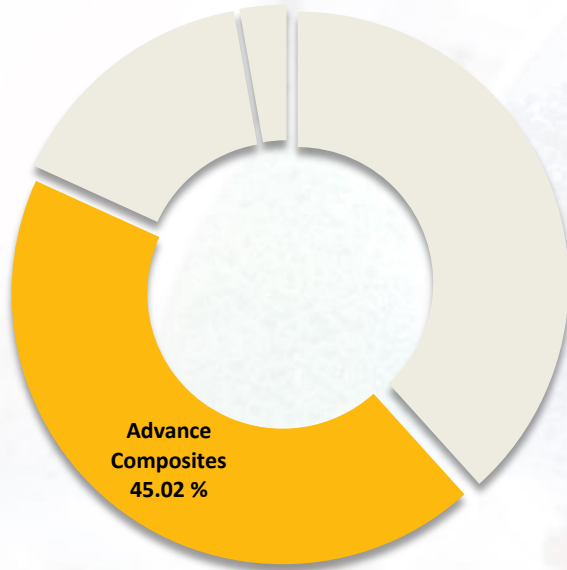
Water – Slug Separator



# 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



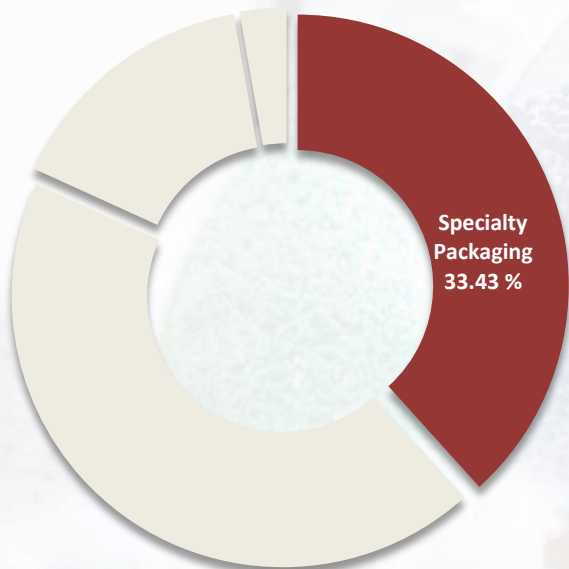
Fall Arrest



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



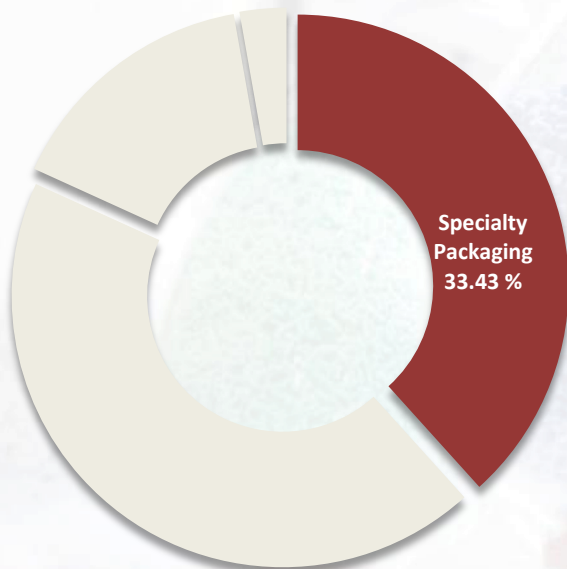
Paper Substitute Bag



Packaging Barrier Films

# Specialty Packaging

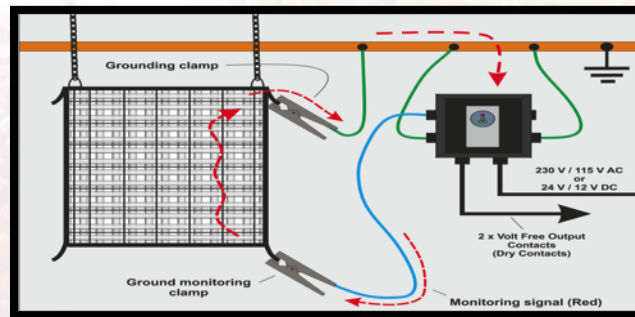
STRONG PRODUCT SUITE



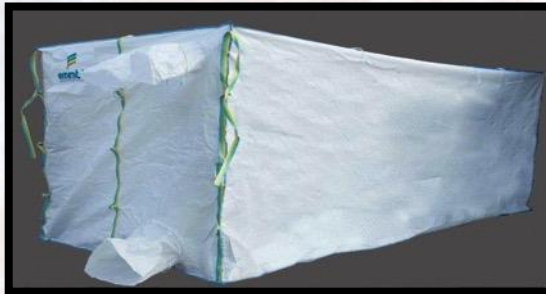
General Purpose FIBC, Baffle Bag, and FIBC of Different Shape Container Liner, PWS & Films.



“Form Stable” Conductive



Application for Form Stable Conductive



Liquid & Solid Container Liner

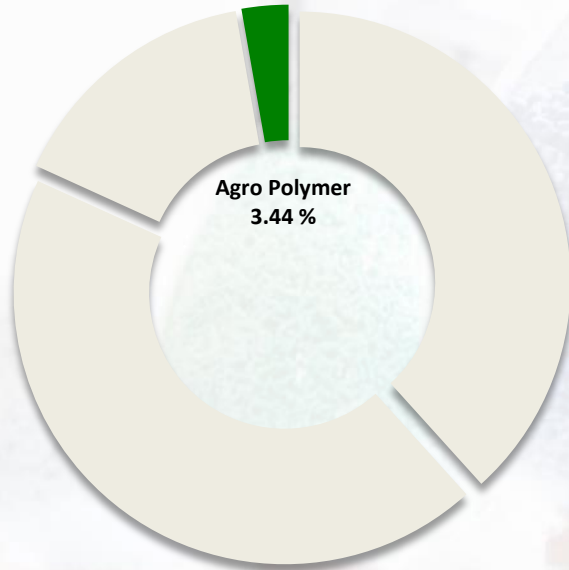


Application for Liquid & Solid Container Liner

# Agro-Polymer

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

STRONG PRODUCT SUITE



Mulch Film



Shade Net



Silage Incubator



Crop Cover

# Appendix C: Specialized Polymer Processing Processing An Industry for Growth



# The world is seeing an exponential growth in the usage and consumption of polymers

## A NEW AGE MATERIAL

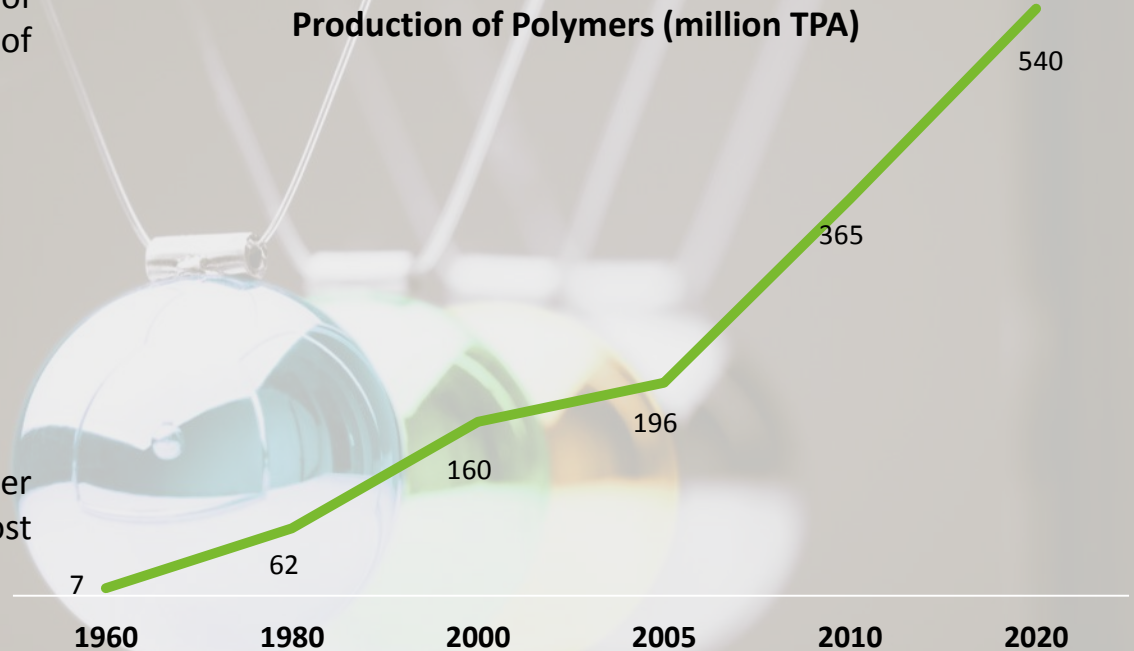
The completely man-made nature of polymers makes innovation and creation of new materials virtually limitless.

## 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.



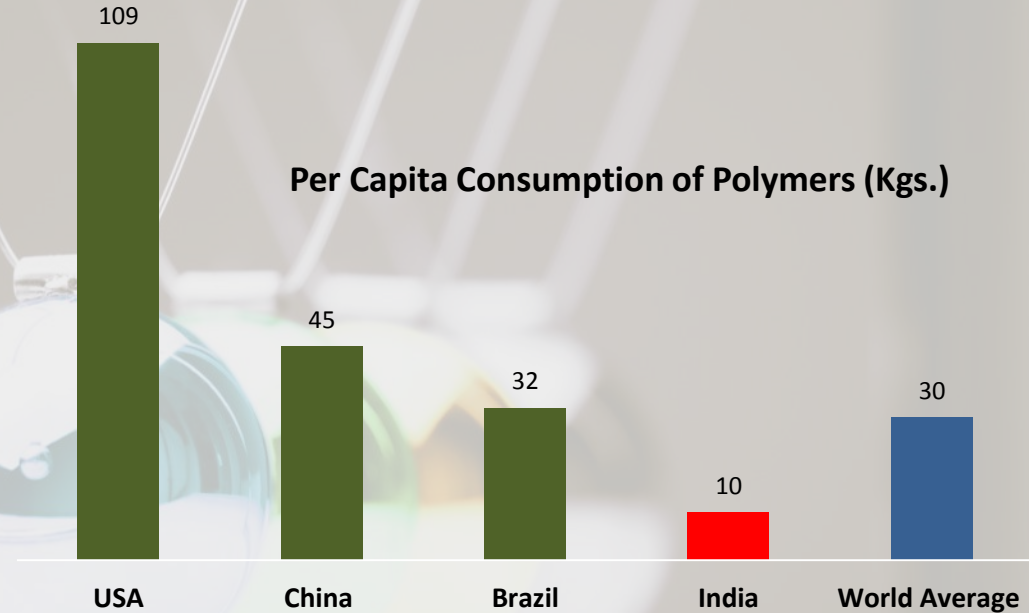
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(source : Global Polymer News)

# Polymers are fast replacing other materials in a number of everyday 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



## 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



# In India, Emmbi Industries is driving this shift through a number of unique applications

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THANK YOU

Emmbi Investor Services:  
[info@emmbi.com](mailto:info@emmbi.com)

