

Emmbi Industries Limited Investor Presentation Q2, FY 2018–19



Disclaimer

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2. Business Verticals and Growth Drivers
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1. H1 & Q2FY 2019 – Highlights

(Q-O-Q)

Revenue

+16.99%

EBIDTA

+15 bps

PAT and EPS

+18.27%

(H1-O-H1)

Revenue

+15.38%

EBIDTA

+66 bps

PAT and EPS

+16.18%

- **Net increase in Sales Q-O-Q is 22% and H1-O-H1 is 16%.**
- **Q-O-Q increase in Exports is 39% and H1-O-H1 is 36%.**
- **Banking tie-up with Bank of Maharashtra, Axis Bank and ICICI Bank for **funding of pond liners** to farmers.**
- **Launch of **Avana Website** and **Impact Videos**.**
- **Completed more than **3,100 Ponds** in past 30 months (as on 30th September, 2018).**

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Business Verticals



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.



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.



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.



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.

Emmbi Revenues by division



Specialty Packaging



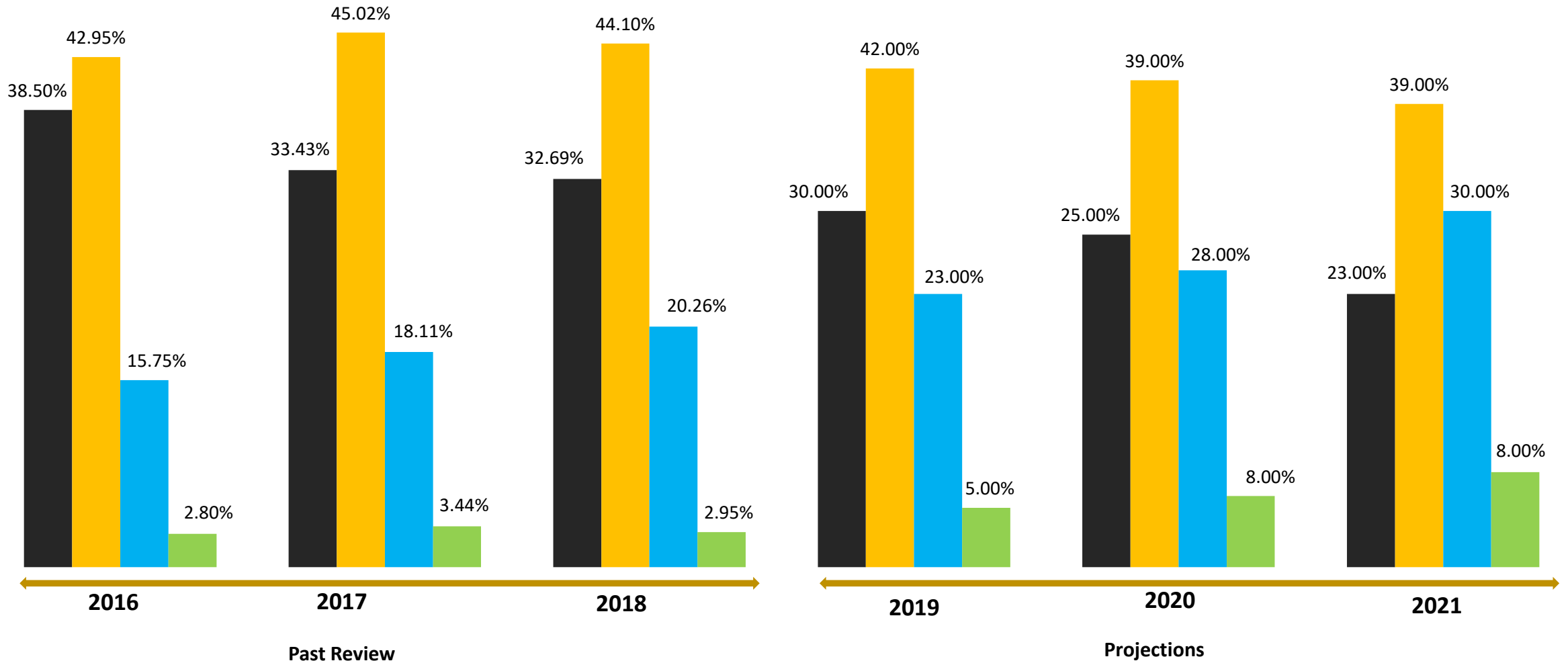
Advanced Composites



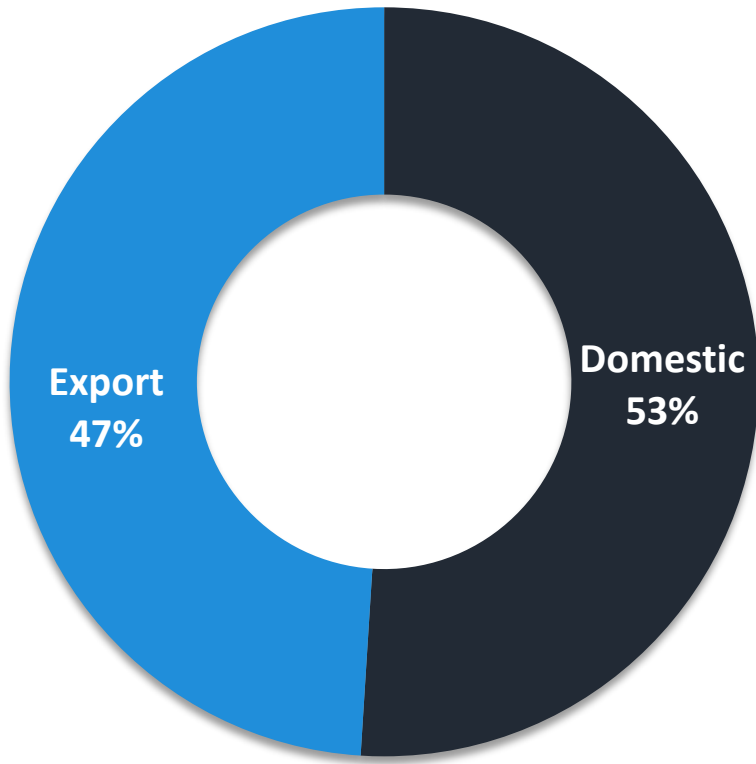
Water Conservation



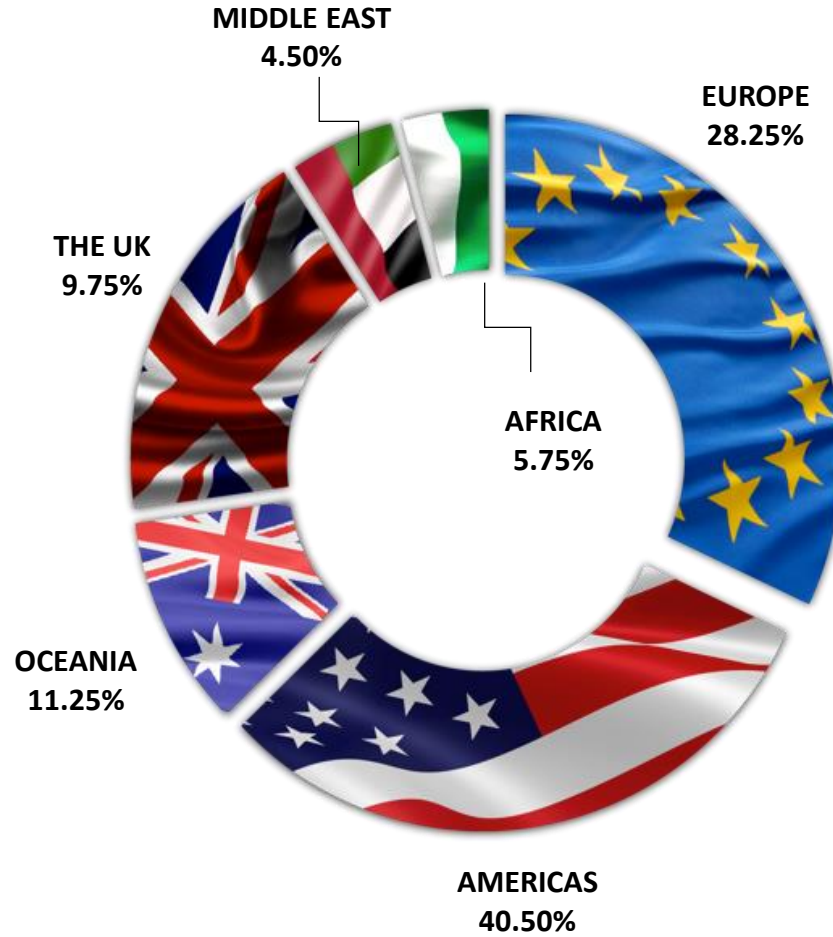
Agro Polymers



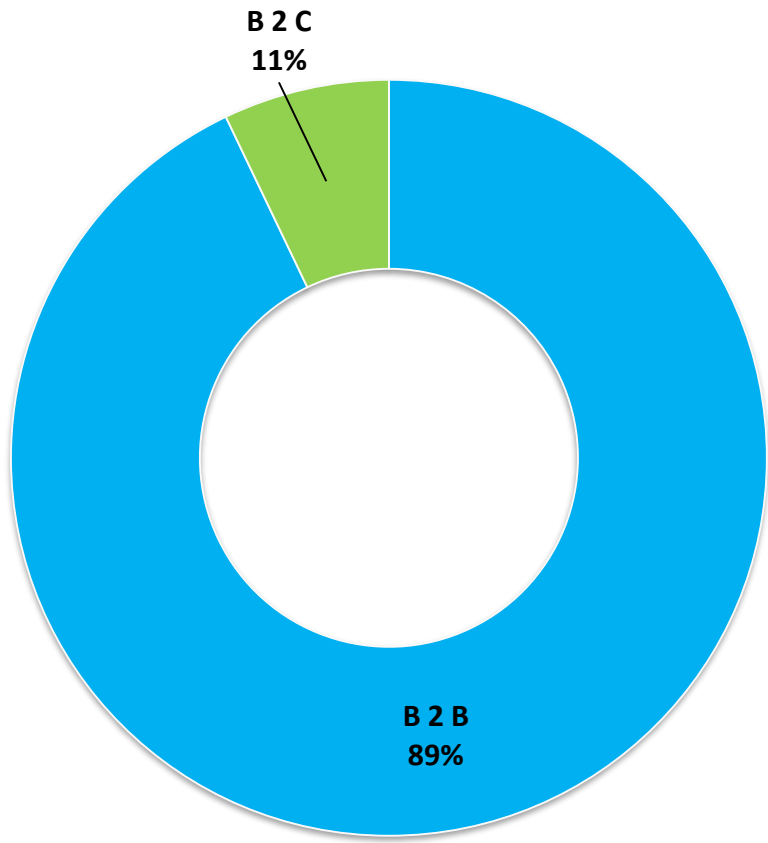
Emmbi Revenues by geography and customer type



BUSINESS SPLIT AS OF 30th 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



- **Growth in Exports by 39%** Driven primarily by Contribution from the new Food & Pharma Grade Facility, and shift in product mix towards high margin contributors.
- **Banking Tie-up for funding of pond liners to farmers** A tie-up arrangement with multiple lenders like Bank of Maharashtra, Axis Bank and ICICI Bank for Construction of Farm Ponds that would help farmers enhance their crop yields.
- **Launch of Avana Website and Impact Videos** <https://www.emmbiavana.com> is a B2C website that wishes to address how wealth creation, and social responsibility go hand-in-hand. This is also a mode of communicating to the millennials who wish to work in a Company that is positively impacting the society and help increasing income levels in Rural India.

Specialized “Website” for Avana



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- **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.

Changing India. One pond at a time.

Every epic journey begins with a single step. At Avana, we’re slowly but surely changing the fortunes of India’s farmers. One pond at a time. In just two years of our existence, we’ve already built 3365 ponds and helped to conserve 13,460 million ltr. of water. And, we’re just getting started!

3,365

No. of Ponds Created

20,191

People Impacted

13,460

Million ltr. Water
Conserved

98.7%

Income Increase

Last Update date of counter: 10/11/2018

The image of Hectares of Cotton crops cultivated using emmbi jalasanchay farm pond by Mr. Pudhalik Bhadange at Pahur, Jamner, Jalgoan.

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Significant Initiatives



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Avana in action



[Impact Video Links](#)

[A Vision Film - Avana](#)

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

[B Impact Film Mr. Ambadas Gholap, Nashik](#)

<https://www.youtube.com/watch?v=8CfYFEWSITg>

[C Impact Film Mr. Baburao Padhul, Aurangabad](#)

<https://www.youtube.com/watch?v=0fmRpytdjQ0>

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Financial Performance



40+ Products	15+ Patents	200+ Clients	57+ Countries
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(₹ Millions)	2014	2015	2016	2017	2018	Q2 2019
Revenues	1,680	1,929	2,177	2,410	2,790	792
EBIDTA	154	202	270	297	353	103
PAT	43	60	106	124	153	44
EPS	2.45	3.37	5.99	7.03	8.63	2.50
BV	32.89	35.86	41.24	47.74	55.53	NA

Growth	2014	2015	2016	2017	2018	Q2 2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	16.99
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.05%
PAT Growth %	33.70	37.62	77.63	17.36	22.73	17.92

Financial Performance



40⁺ Products	15⁺ Patents	200⁺ Clients	57⁺ Countries
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(₹ Millions)	2014	2015	2016	2017	2018	H1 2019
Revenues	1,680	1,929	2,177	2,410	2,790	1,508
EBIDTA	154	202	270	297	353	198
PAT	43	60	106	124	153	85
EPS	2.45	3.37	5.99	7.03	8.63	4.80
BV	32.89	35.86	41.24	47.74	55.53	59.67

Growth	2014	2015	2016	2017	2018	H1 2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	15.38
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.32%
PAT Growth %	33.70	37.62	77.63	17.36	22.73	16.18

THANK YOU

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