



Emmbi Industries Limited Investor Presentation 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.

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.

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1. Q4FY 2019 – Highlights

At a Glance

FY19 Projections

Achievements in FY19

Financial Performance

Targeted Revenue Growth: 12-15%
Growth in EBITDA Margin: 30-45bps p.a.
PAT Growth: 15-18%

Revenue Growth: +13%
Growth in EBITDA Margin: 35bps p.a.
PAT Growth: 17%

Operational Performance

Average Ponds per day: 7
Share in topline of B2C Vertical: 15-17%
Manufacturing 4.0 Implementation
RoboSeal Implementation on the field

Average Ponds per day: 8
Share in topline of B2C Vertical: 15%
SmartWeave Technology Implemented
RoboSeal used to create 1000 ponds

Product Development

Aim to Launch New Product / Service
and Processes Improvement every
quarter for improving profitability

1. Q1FY19 | Fish-friendly Pond Liner
2. Q2FY19 | Banking Tie-Ups
3. Q3FY19 | Rodent Repellent Tech
4. Q4FY19 | Fire Retardant Tech

**Innovation
of Q1
Rodent
Free
Technology**





Innovation of Q2 Banking Tie Ups

MoUs with Bank of Maharashtra, Axis Bank, ICICI Bank and Satara District Central Cooperative Bank for providing finance to farmers to buy Emmbi Avana Products



Innovation of Q3 Fish Friendly Pond Liner

Uses specialized Habitech technology to
create the perfect aquatic environment



Innovation of Q4 Fire Retardant Technology

Promotes human safety by
preventing the spread of fires

2. Financial Performance

Financial Performance



40+ Products	15+ Patents	200+ Clients	57+ Countries
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(₹ Millions)	2014	2015	2016	2017	2018	2019
Revenues	1,680	1,929	2,177	2,410	2,790	3148
EBIDTA	154	202	270	297	353	411
PAT	43	60	106	124	153	178
EPS	2.45	3.37	5.99	7.03	8.63	10.06
BV	32.89	35.86	41.24	47.74	55.53	64.99

Growth	2014	2015	2016	2017	2018	2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	12.85
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.22
PAT Growth %	33.70	37.62	77.63	17.36	22.73	16.57

3. Product Verticals and Growth Drivers

Business Verticals

Emmbi caters to a \$73 Billion Global Market



Specialty Packaging

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

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 Avana brand.



Agro Polymers

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

These focus primarily on crop protection and de-risking the farmer from the weather.

Typical applications include Mulch Films, Crop Covers and flexible pipes. They are also marketed in retail under the Avana brand.

Growth Drivers



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

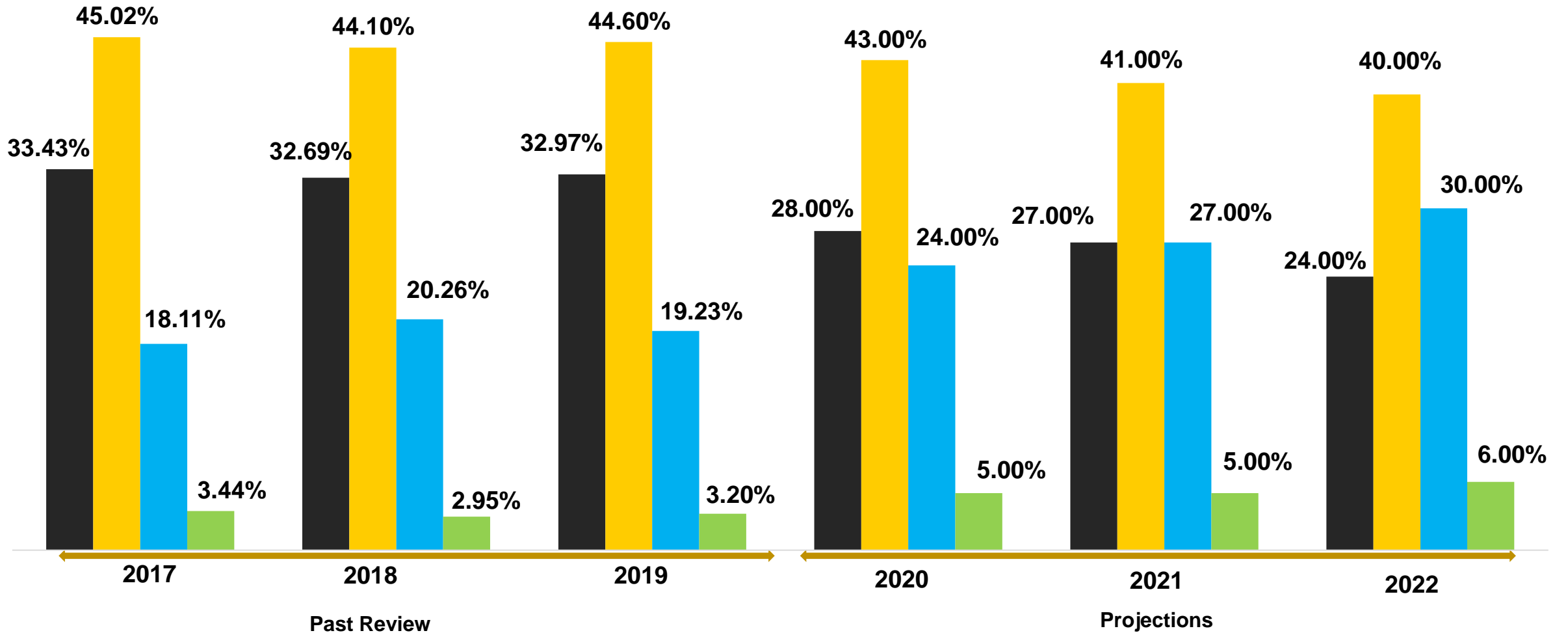
Expand B2C Vertical

Develop advanced products in B2C segment to drive margins

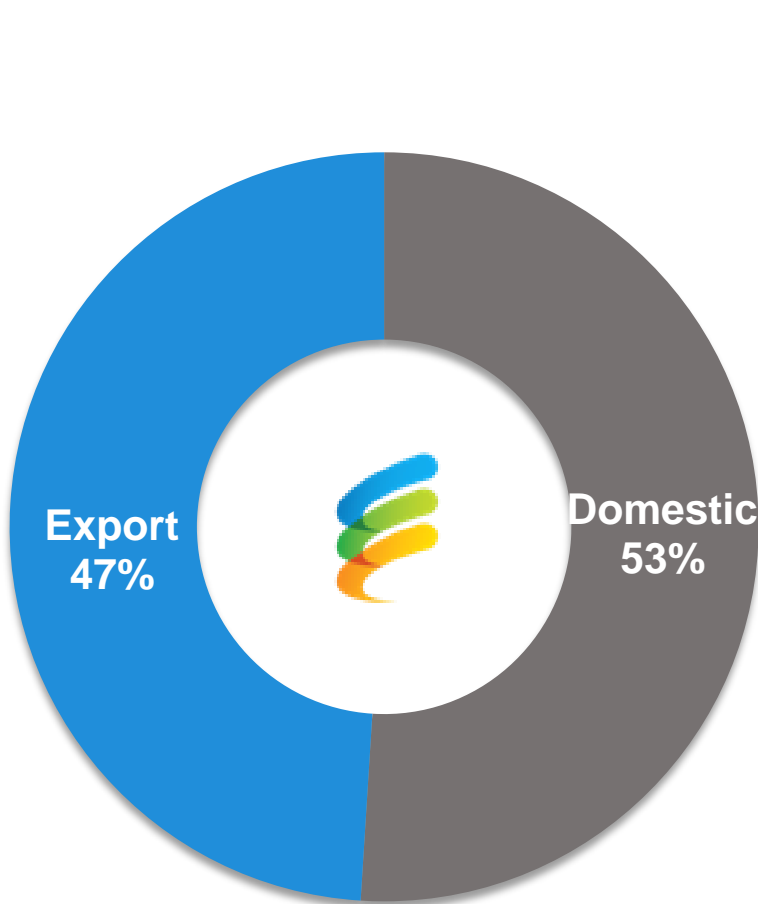
Shift in Buying Pattern

Cater to greener, cleaner and efficient crop protection technology

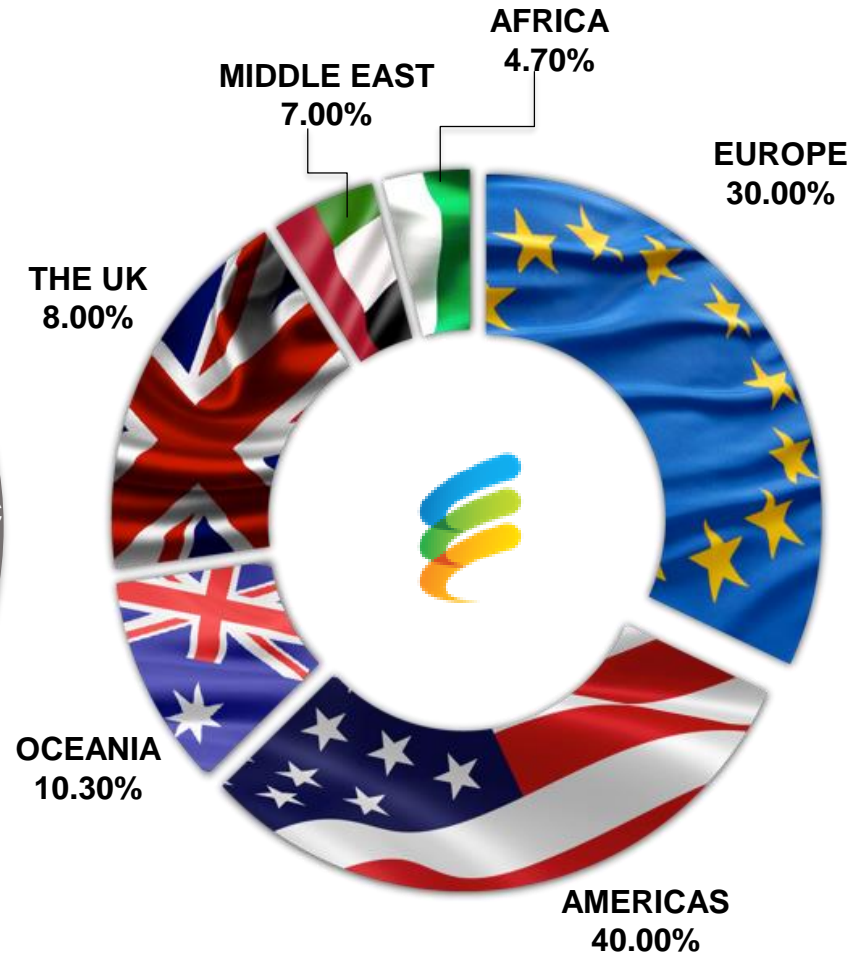
Emmbi Revenues by division



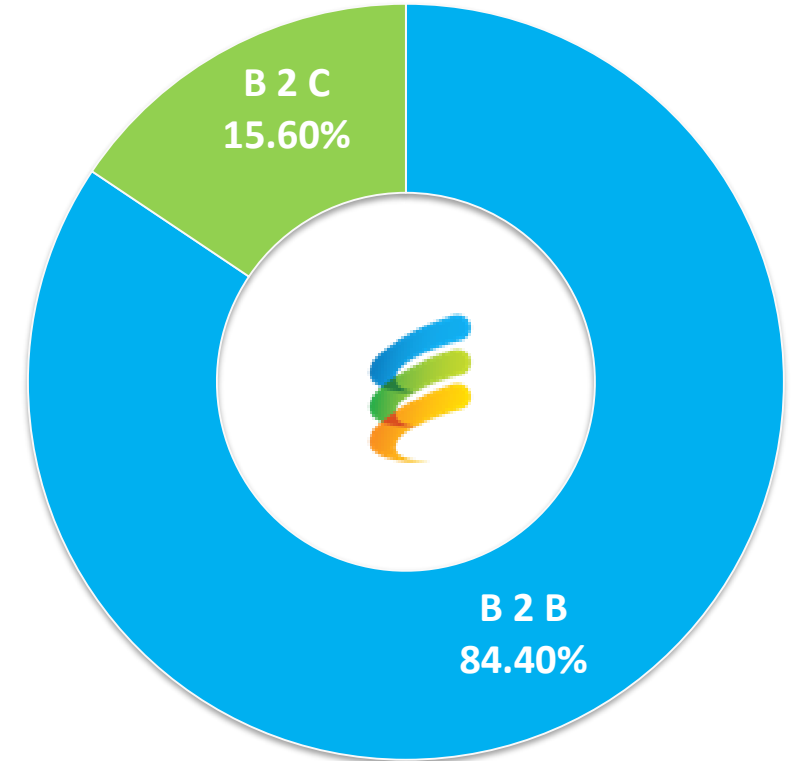
Revenues Split



Market Wise Split
As on 31st March 2019



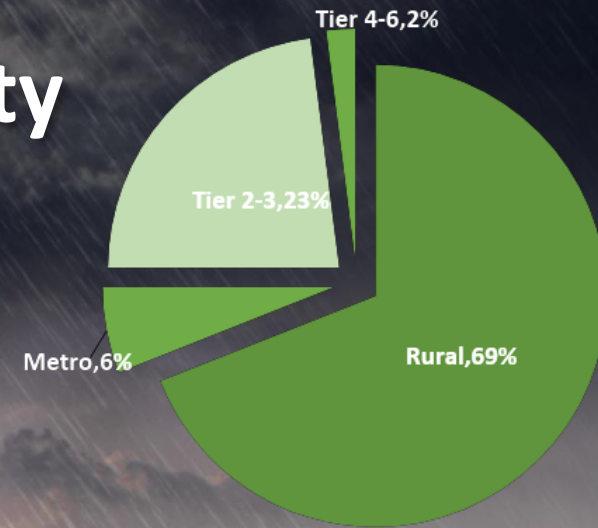
Export Geographies
% of Export Sale



Division Business Split
B2B vs B2C

4. Future Outlook – The Focus on Water

The Rural Market: A Huge Opportunity



68.8%

of India is dependent on agriculture

Only 14%

has certainty of income through micro irrigation

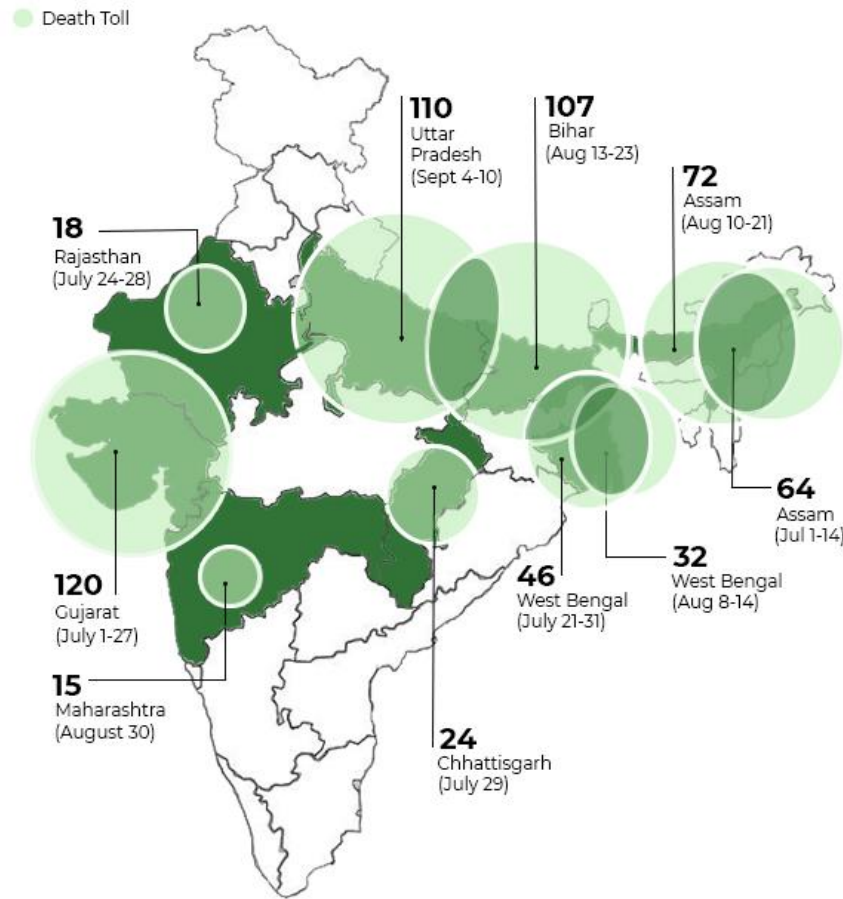
The Challenge: A Severely Changing Rainfall Pattern

Water, a primary concern

~54%

India lives faces high to very high water stress*

Sudden downpours are useless for farmers, unless rainwater is conserved



Sudden downpours and flash floods are becoming more common. Most of the water flows away and is unable to recharge the water table. Conserving water by capturing this water surplus is critical for farmers who depend on it for their livelihood. But traditional water conservation solutions, such as concrete tanks, are unaffordable for the vast majority of Indian farmers.

* Source: Water Resources Institute



Change in rainfall
pattern



Reduction in sub-
surface absorption




Less disburseable
water for use



Increased water
scarcity

The problems caused by sudden downpours

A wide-angle photograph of a rural landscape. In the foreground, there are large, dark brown, rounded boulders scattered across a grassy field. In the middle ground, a large, rectangular pond with a concrete or stone border is visible, surrounded by trees and a few small buildings. The background shows rolling green hills under a cloudy sky.

Our Solution: Capturing surplus rainwater

Saving Water

Emmbi has created three major methods to solve the nation's water crisis. These are:

- Jalasanchay Pond Liner
- AquaSave Canal Liner
- Perco Plus Percolation Tanks



AWARENESS
INITIATIVES



FINANCING TIE-UPS



POND ENGINEERING
DESIGN



CROP ADVISORY



NEW SOURCES OF
INCOME

Jalasanchay

A comprehensive water conservation solution for Indian farmers

Jalasanchay: Results so far

What we've achieved

- 5000+ Ponds
- 10,000 Hectares of Land Irrigated
- 3 states
- 36 months
- 8 ponds per day!

We believe we can create

One Pond Every Hour

- With existing capacity
- 4 more states in next 3 Years

Impact Film Link

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

Actual image of Emmbi pond Sinner,
Dist. Nashik, State Maharashtra, India



AquaSave Canal Liner prevents percolation losses in clay canals.

This increases the area under irrigation and improves water efficiency till the last mile, for large irrigation projects!



Perco Plus is used to line bunds in percolation tanks preventing horizontal movement of water. Thus, water moves down vertically and recharges the underground water table.

We have created 70 such tanks this year!

These have increased the availability of groundwater in nearby villages by ~6 months in a year. Now water is available till May End



Appendix A, B & C

A. Innovation – Emmbi's DNA

Our in-house R&D Center



- Govt. of India, Department of Science & Technology Certified
- Filed 15 Patents in past 6 years
- 35 member Dedicated R & D Team
- Approx. 2.5 % of Revenue is allocated as budget
- Helps maintain the target of “20 % Revenue from product developed in past 20 months”

Rodent Repellant Bulk Packaging



The Challenge: Rodents bite bags and cause massive food wastage. In addition, they spread diseases to humans.

Emmbi Solution: We used a unique polymer blend and flavors to create a substrate which creates a taste which is not liked by rodents. This help us keep them away.

Continued Successes

Fish Friendly Pond Liner



The Challenge: Farmers wanted to use ponds to breed fish. However, IS Standards requires pond fabric to use a certain amount of carbon black. This makes ponds fabric black in color. In order to make ponds viable for growing fish, we had to make the color blue

Emmbi Solution: We used a Special manufacturing process by using “Habitech Technology” for creating a matching habitat for the fish. This helped more reflection of light and more brighter environment in pond. Result was encouraging , A much fast growing fish , much higher income.

Fire Retardant Polymer Technology



The Challenge: Polymers are prone to spread fire. They become very susceptible in case they are stored in enclosed spaces such as aircrafts or ships. It is important to stop the spread of the fire while using the polymer substrates.

Emmbi Solution: At Emmbi we believe that If there is a will there is a way. We used a special blend of inorganic chemicals while producing the material which retards the spread of fire. This is being used by many major cargo companies and making the world safer.

B. Product Profile of Emmbi



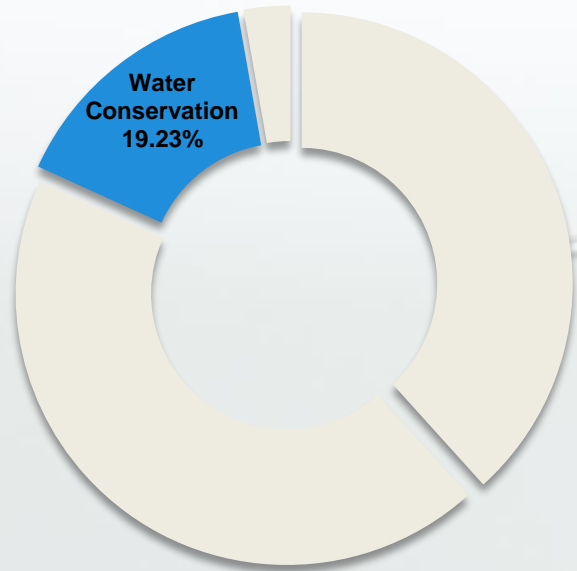
Water
Conservation



Helped irrigate **10,000 Hectares** of crops using **5000 ponds** in 3 states of India in past **36 months**

Pic: Pond for 8 million ltr Water Storage
Created by Emmbi At Pahur, Dist Jalgaon,
State of Maharashtra, India

Product Snapshot



Pond Liner



Check Dam

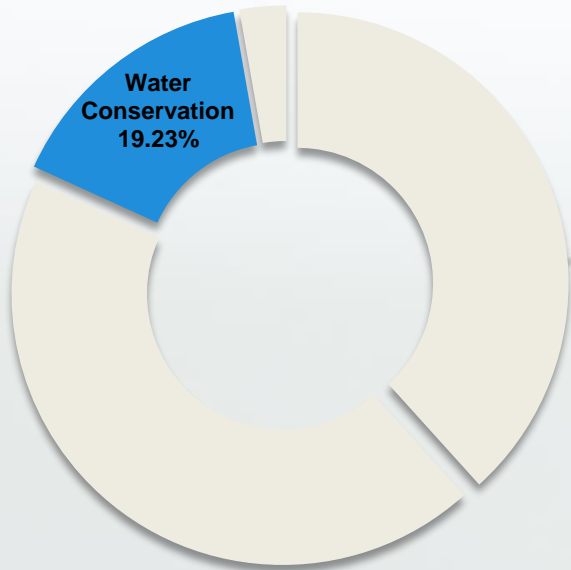


Canal Liner



Collapsible Pipe

Product Snapshot



Cycle Tank



1000 Liter Flexi Tank



500 Liter Standing Tank



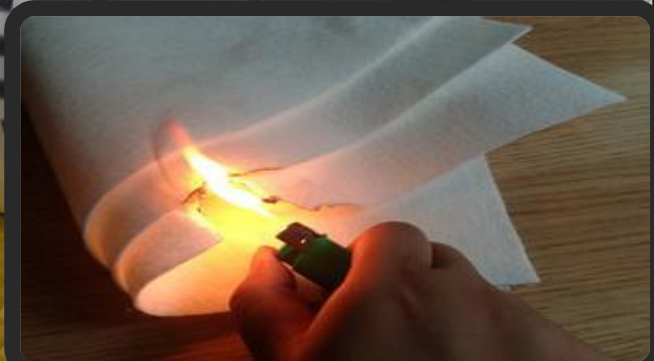
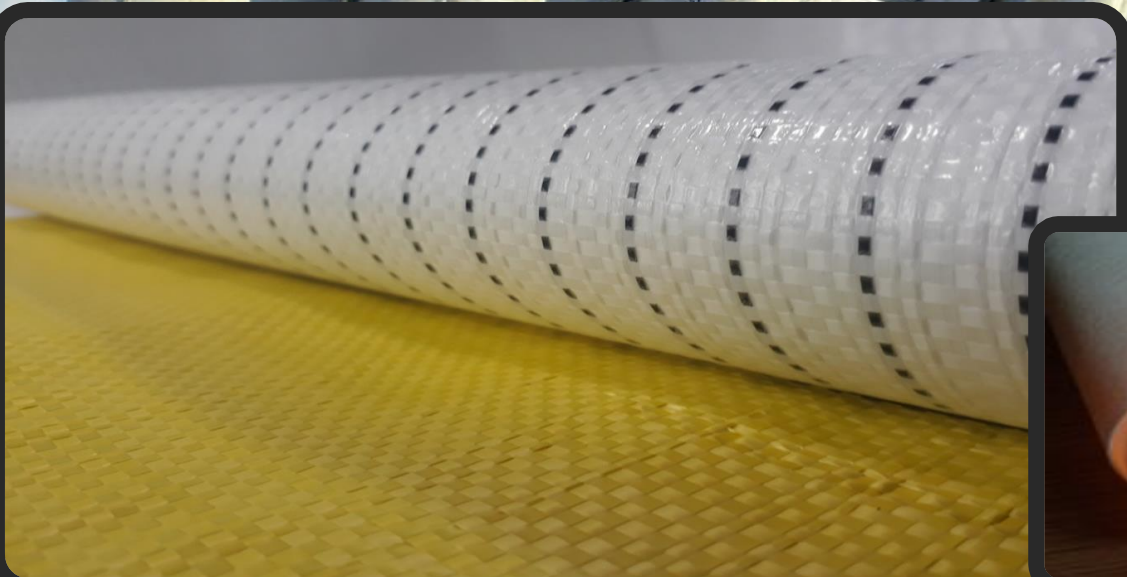
Open Flexi Tank



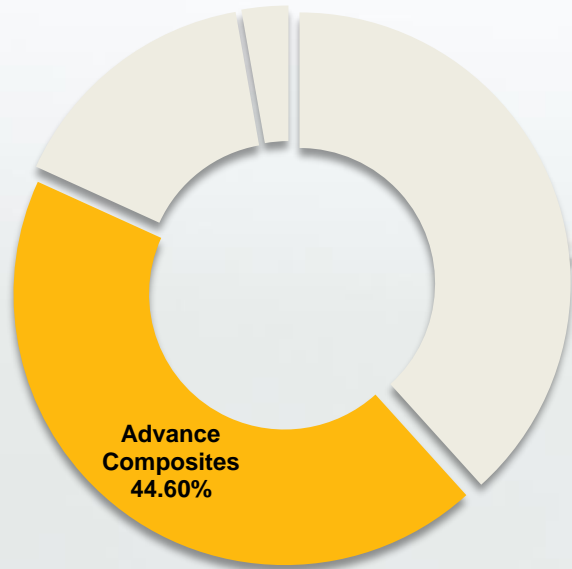
Advanced
Composites



Helped to **protect priceless lives and assets worth Billions** with our **Advanced Composite Range**



Product Snapshot



UN Certified FIBC



Application of UN Certified FIBC



Water – Slug Separator



Application of Anti Carcinogenic Packaging

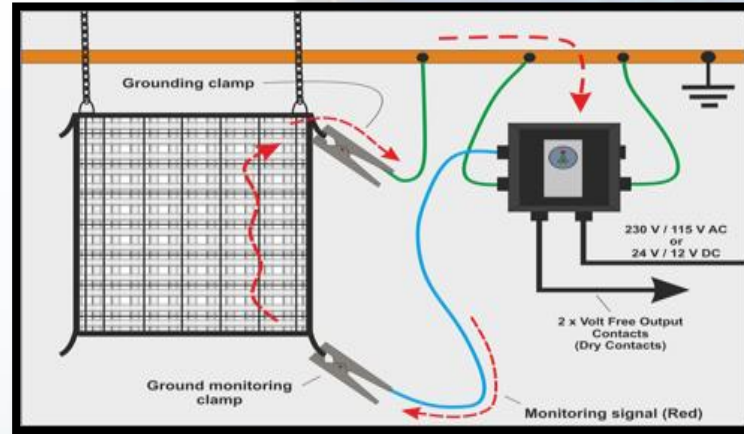
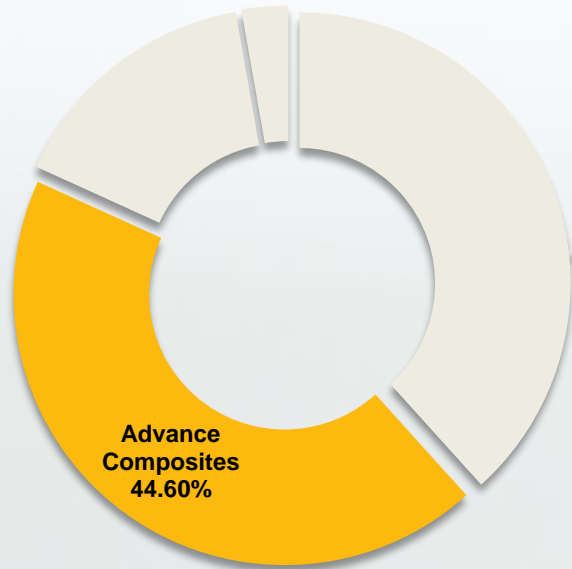


Nuclear Power plant Waste Disposal

Product Snapshot



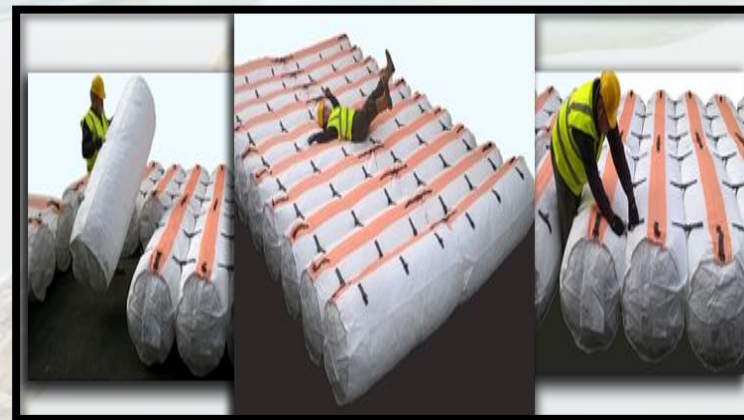
Advanced Composites



Electrically Conductive Polymer



Anti-Corrosive VCI Films



Application for Fall Arrest



Anti Corrosive Fabric

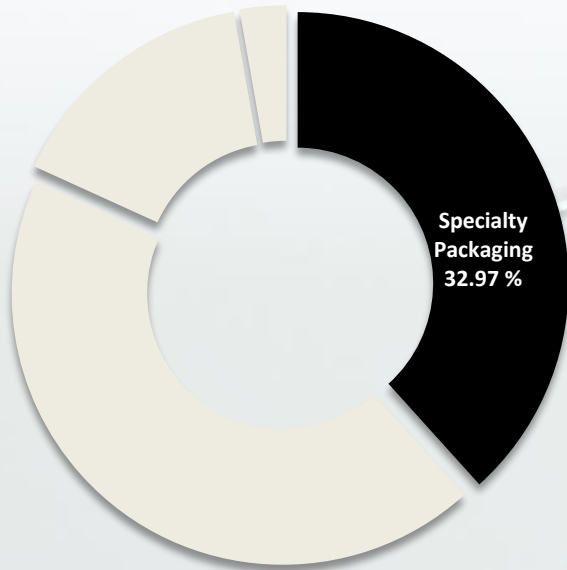


Helped put **4 Million Tones**
of food & Other Cargo in
your service every single
year, **safely**

Product Snapshot



Specialty
Packaging



Construction FIBC



Application of Construction FIBC



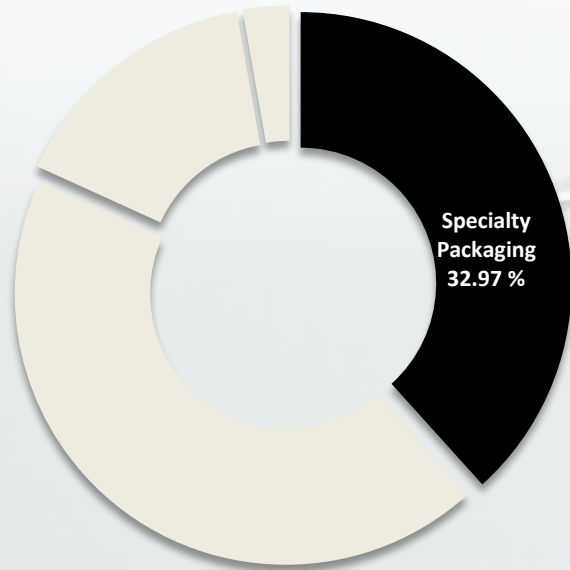
Packaging Barrier Films

**Bulk Packaging with
lowest carbon foot print
only
0.7 gm polymer can hold
up to 1 kg of Material**

Product Snapshot



Specialty
Packaging



“Form Stable” Conductive



Liquid & Solid Container Liner



Urban Waste Disposal

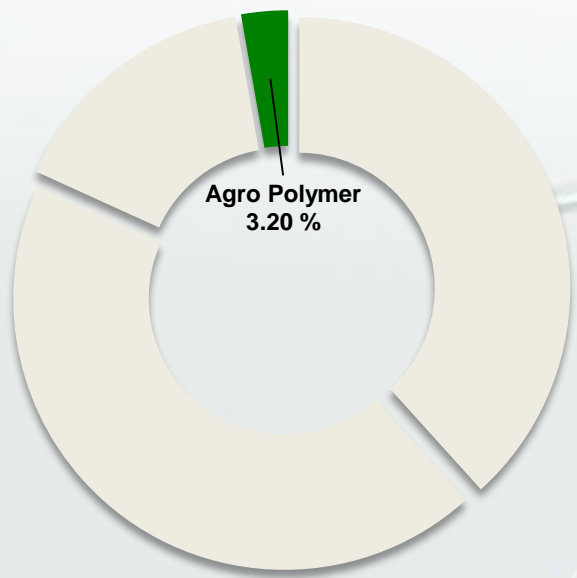
Perfect partner to new age Supply Chain system , and Hyper Local Models of Distribution, Typically used by Multinationals & e-commerce companies



Help protect your food from contamination from hazardous chemicals and pesticides, **naturally**

Actual Picture from KVK Baramati, Dist Pune,
State of Maharashtra, India

Product Snapshot



Mulch Film



Crop Cover



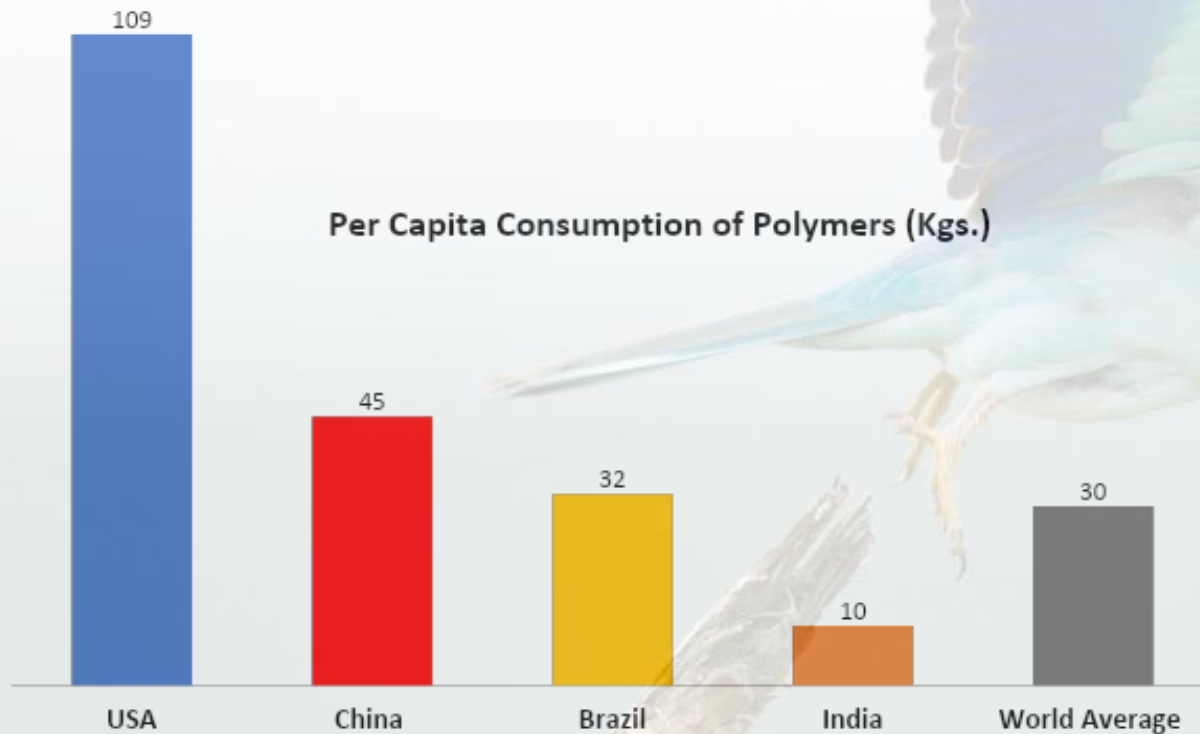
Silage Incubator



Shade Net

C. Polymer Processing Industry : Global Perspective

Compared to the global averages, India still has head-room 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 unique application

Conventional applications

Jute Bags
Concrete Canal Liners
Concrete / Metal Water Tanks
Metal Sludge Separator Tanks
Oil Based Anticorrosive Packaging
Paper Packaging Bags
Earthen Pots to Carry Water

Modern applications

PP Bags
Woven Polymer Canal Liners
Woven Polymer Flexi Tank
Woven PP Water Sludge Separator
Polymer Based Anticorrosive (VCI) Packaging
Polymer Based Paper Look Alike Bags
Plastic Water Tanks to Carry on Cycle

New Applications

Polymer Pond Liner
Crop Covers
Pneumatic Safety Systems
Woven Polymer "Lapeta Pipe"



Thank you!
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