

Emmbi records 119 bps jump in EBITDA margin in Q1-FY19

Mumbai, 13th August 2018:

Emmbi Industries Limited, (BSE: 533161; NSE: EMMBI) a market leader in water conservation and polymer processing declared its results today with a record quarterly performance for first quarter FY 2018-19.

Financial Highlights for First Quarter ended 30th June, 2018:

Particulars (in Rs. Million)	Q1-FY19	Q1-FY18	% Change Y-o-Y
Net income from operations *	652.93	592.29	10.24%
EBITDA in Amount	95.46	79.52	20.04%
EBITDA margin %	14.62%	13.43%	119 bps
PAT	40.54	35.57	13.97%
PAT margin %	6.21%	6.01%	20 bps
EPS	2.29	2.01	13.97%

*Net income for Q1FY19 is after GST recovery implemented in India w.e.f. 1st July 2017. Net income for previous quarters in pre GST regime is net of excise duty.

Q1-FY19 Performance highlights

- Company's revenue for the Q1-FY19 has increased to Rs. 652.93 million from Rs. 592.29 million in Q1-FY18. This is an increase of 10.24% over same quarter of previous year.
- EBITDA grew by 20.04% on YOY basis to INR 95.46 million
- PBT grew by 10.68% on YOY basis to INR 54.17 million
- PAT and EPS grew by 13.97% on YOY basis to Rs. 40.54 million and Rs. 2.29 per share, respectively

Commenting on the Q1 FY19 financial performance of the Emmbi industries Ltd, Mr. Makrand Appalwar, MD, said, "We

are happy to report a strong financial performance for the quarter. We are confident of achieving double digit growth in the B2C business going forward. New "Strategic Business Unit" named Avana has been created to increase ground level activities and marketing campaigns through rural centric brands like Emmbi Jalasanchay and Emmbi Krishirakshak.

The thrust on agriculture and allied activities and initiatives like MSP, MNREGA etc. by the centre augur well for the future growth of the industry."

The increase in revenue in Q1-FY19 has been driven due to following reasons:

- a. Ramping up of foods and pharma grade facility (Cleantec) has resulted in strengthening exports





- b. Increase in share of B2C vertical to double digits through our brand building activities by enhancing our presence in rural markets.

Steady improvement in quarterly profit margins through following reasons:

- a. Higher contribution of value added products portfolio driven by strong brand equity
- b. Increasing focus to reduce net working capital days
- c. Implementing of IOT and machine learning (ML) led to improvement in operator efficiency

About us:

Emmbi Industries Limited. is a well-established brand in polymer processing and a niche player with advance applications in the areas of water conservation, logistics, agriculture, packaging, geo-textiles and various other polymer based material. Emmbi enjoys a prudent track record of more than two decades business.

