

## Water Conservation business adds colors to Emmbi's profit in Q3 FY18

### Emmbi Industries records 46.86 % jump in Q3 profits of 9M FY18

**Mumbai, 7<sup>th</sup> February, 2018:**

Emmbi Industries Limited came out with a record quarterly performance in 9M of FY 2017-18 results declared today by the company.

Financial Highlights for quarter ended 31<sup>st</sup> December, 2017.

#### **9 Monthly Y-O-Y**

EBITDA grew by **22.10%** on 9months YOY basis to INR 255.87 millions. 112 bps higher over the same time of the previous year.

PBT grew by **29.04 %** on 9 months YOY basis to INR 150.61 millions.

PAT and EPS grew by **29.60 %** on 9 Months YOY basis to Rs. 111.99 millions and Rs. 6.33 per share, respectively.

#### **3<sup>rd</sup> Quarter Y-O-Y**

EBITDA grew by **39.26%** on 3 Months YOY basis INR 92.65 millions. 194 bps higher over the same quarter of the previous year.

PBT grew by **57.32 %** on 3 Months YOY basis to INR 52.48 millions.

PAT and EPS grew by **62.83 %** on 3 Months YOY basis to Rs. 38.97 millions and Rs. 2.20 per share, respectively.

Particulars	Rs. In Millions					
	Q3FY18	Q3FY17	%Change Q-o-Q	9MFY18	9MFY17	%change Y-o-Y
Net income from operations *	665.74	555.31	19.89	1860.32	1658.49	12.17
EBITDA	92.65	66.53	39.26	255.87	209.55	22.10
EBITDA margin %	13.92%	11.98%	194 BPS	13.75%	12.64%	112 BPS
PBT	52.48	33.36	57.32	150.61	116.72	29.04
PBT margin %	7.88%	6.01%	1.88%	8.10%	7.04%	1.06%
PAT	38.96	23.93	62.83	111.99	86.41	29.60
PAT margin %	5.85%	4.31%	1.54%	6.02%	5.21%	0.81%

\*Net income for Q3FY18 is excluding 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.





### Performance highlights

Company's revenue for the Q3-FY18 has increased to Rs.66.57 Cr from Rs.55.53 Cr in Q3-FY17. This is an increase of **19.89%** over same quarter of previous year.

The increase in revenue in Q3-18 has been driven due to following reasons:

- a. Growth of 7 % Y-O-Y in exports business.
- b. Increase in B2C contribution to 7.6% through our Brand building activities like (village meetings, wall painting, Agro-Exhibition with rural centric approach has helped to positively contribute to the revenue).

This quarter results have better profit margins due to the following reasons:

- i. Shift in Product mix, towards high margin contributors
- ii. Reduction in interest cost through more efficient application of funds
- iii. Improved ability to command premium through Strong Brand Equity and First Mover Advantage

### Emmbi increase penetration in B2C segment by strengthening its distribution

1. Geographic regions reach
2. Increasing distribution network
3. Appointment of new dealers Almost 30 Districts Covers in Maharashtra & Rajasthan
4. Focused brand building activities
5. Momentum gained in new products

Emmbi Industries continues to grow its presence in retail products targeted for rural areas under specific brands across its verticals namely "Emmbi Jalasanchay".

for storage, Transportation and conservation of water with market potential of USD 2.5 bn and "Emmbi KrishiRakshak" – a brand designed to focus on the concept .

of "crop protection at physical level" with market potential of USD 4 bn.

### Major Awards received during the quarter:

Felicitated by IPF Industrial Excellence Award in the Fastest Growing Manufacturing Company under the Plastic, Paper and Packaging Segment.

### For the Year 2017-18:

Management Expects the Revenue growth of around 15-17 % YoY and commensurate growth in PAT and EPS.

### About us:

Emmbi Industries Ltd. 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.

