



Emmbi Industries Limited
Investor Presentation
Q2 FY 2019-20

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. Q2FY 20 – Highlights
2. Financial Performance
3. Business Verticals and Growth Drivers
4. Future Outlook – The Focus on Water

Appendix:

- A - Product Profile of Emmbi
- B - Polymer Processing Industry: Global Perspective

Brand Pillars of Emmbi



COMMITMENT We believe in fulfilling every promise we make

OPTIMISM Expanded Business Ambition

Freshness Of Ideas We are a team at Emmbi. When we work together we are stronger than each one of us working individually

We Are Emmbi

Customised Innovation Every thing we do we do it innovatively. We are constantly looking at ways to improve our processes

Brighter EveryWay!

Collective Collaboration

Responsive Understanding

HUMILITY

Social Responsibility Yes, our customers are important. But we hold the nation, the environment and the society at large in equally high regard.

Emmbi is on the mission of continuously developing sustainable polymer technologies for a brighter world.

Q2FY 20 – Highlights

FY20 Projections

Achievements in Q2-FY20

Financial Performance

Targeted Revenue Growth: 12-15%
PAT Growth: 15-18%

Revenue Growth: 18.80%
PAT Growth: 12.25%
(Compared to Q1 FY 20)

Operational Performance

Average Ponds per day: 11
Share in topline of B2C Vertical: 20-22%
Creation of 225+ retail touch points in full year

Average Ponds per day: 13 +
Share in topline of B2C Vertical: 22.95
Currently operating **200 exclusive retail touch points**

Innovation & Highlights

Aim to Launch New Product, Service or Sector of Distribution

Commercial Launch of :
Jalasan Super - A premium product for Low Evaporation Loss and Fish Cultivation.

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2. Financial Performance

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Financial Performance



40+ Products	15+ Patents	200+ Clients	57+ Countries
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(₹ Millions)	2015	2016	2017	2018	2019	Q2 2020	H1 2020
Revenues	1,929	2,177	2,410	2,790	3,148	873	1,608
EBIDTA	202	270	297	353	411	99	191
PAT	60	106	124	153	178	39	73
EPS	3.37	5.99	7.03	8.63	10.06	2.18	4.12
BV	35.86	41.24	47.74	55.53	64.99	--	68.49

Growth	2015	2016	2017	2018	2019	Q2 2020	H1 2020
Revenue Growth %	14.81	12.83	10.72	15.77	12.85	10.21	6.61
EBIDTA %	10.99%	12.97%	12.94%	13.87%	14.22%	12.21%	12.94%
PAT Growth %	37.62	77.63	17.36	22.73	16.57	(12.97)	(14.07)

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3. Business Verticals and Growth Drivers

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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

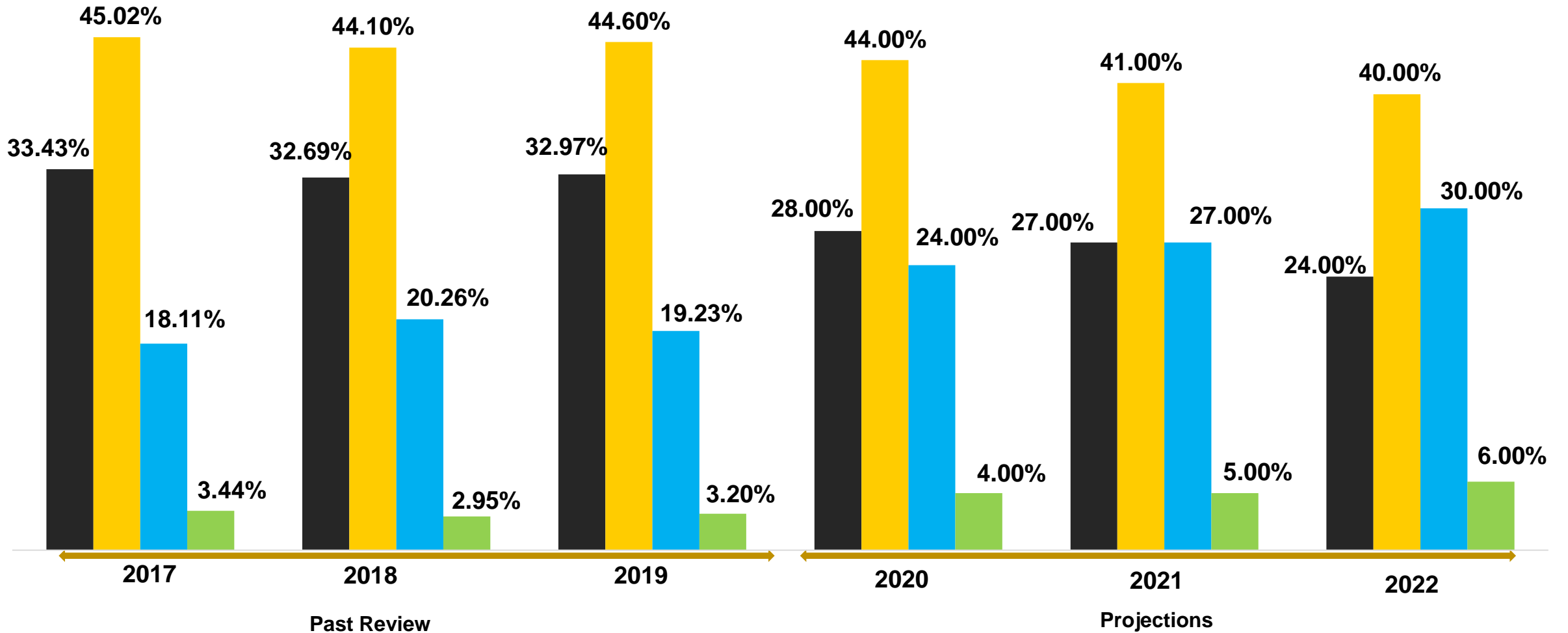
Expand B2C Vertical

Develop advanced products in B2C segment to drive margins

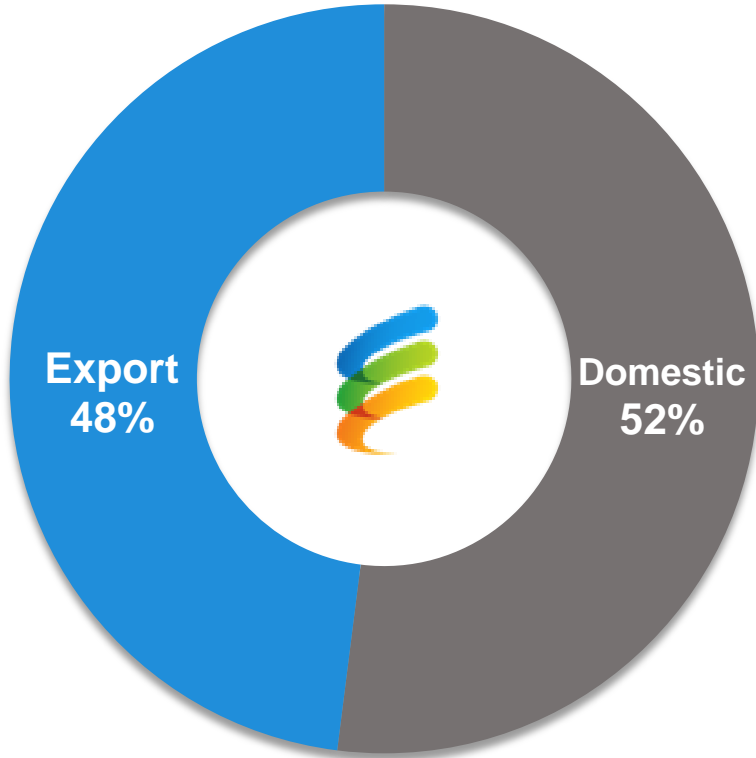
Shift in Buying Pattern

Cater to greener, cleaner and efficient crop protection technology

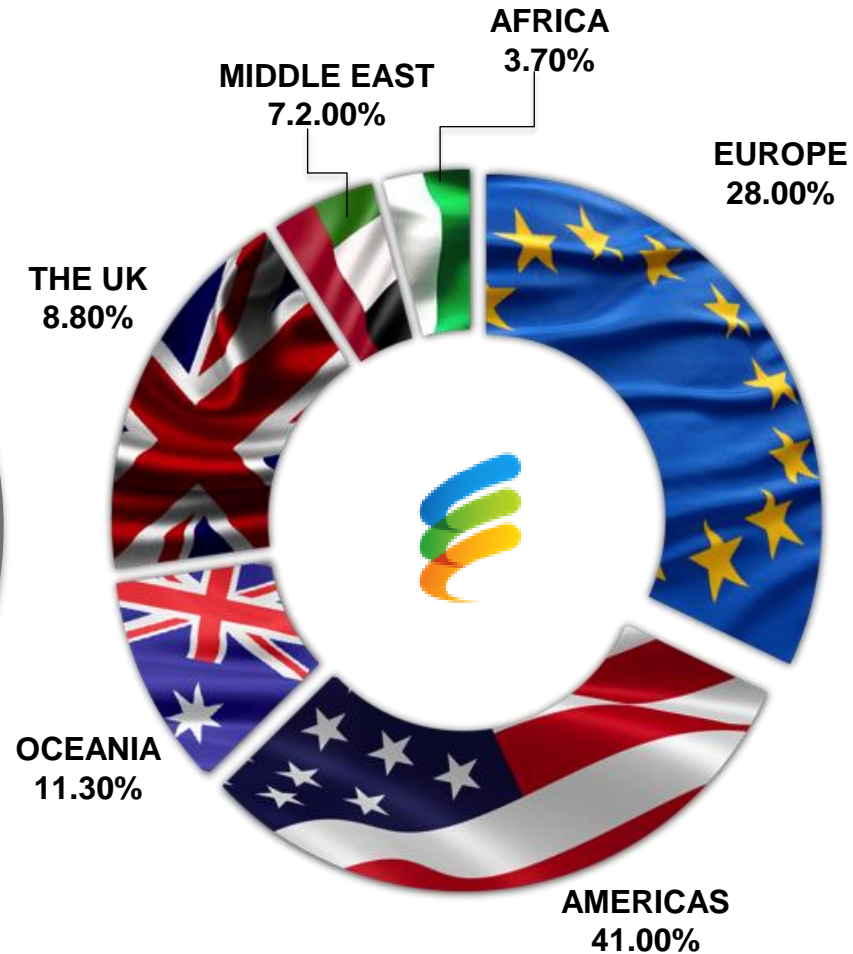
Emmbi Revenues by division



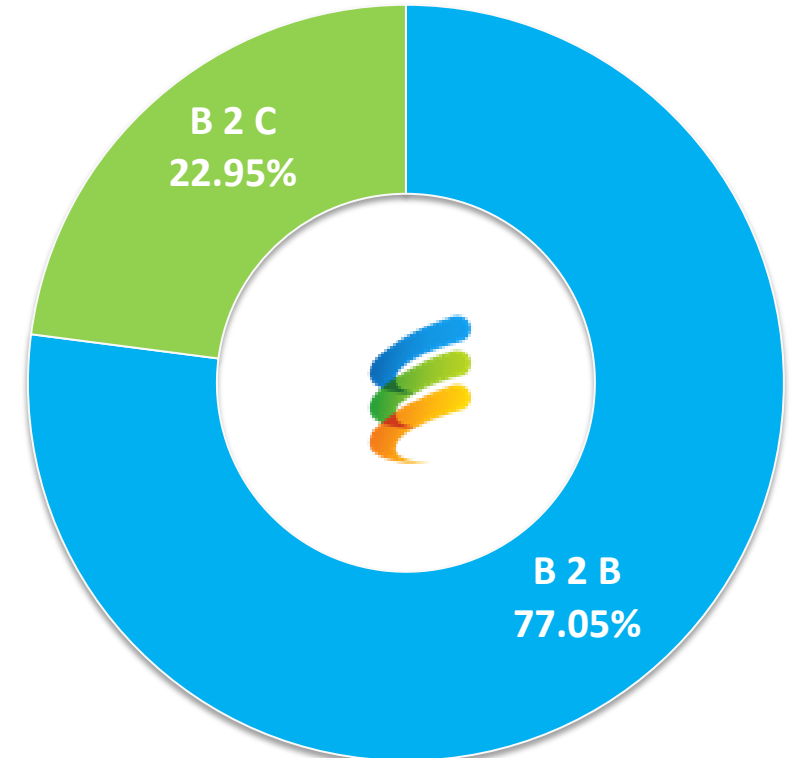
Revenues Split



Market Wise Split
As on 30th Sept, 2019



Export Geographies
% of Export Sale



Division Business Split
B2B vs B2C

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4. Future Outlook- The Focus on Water

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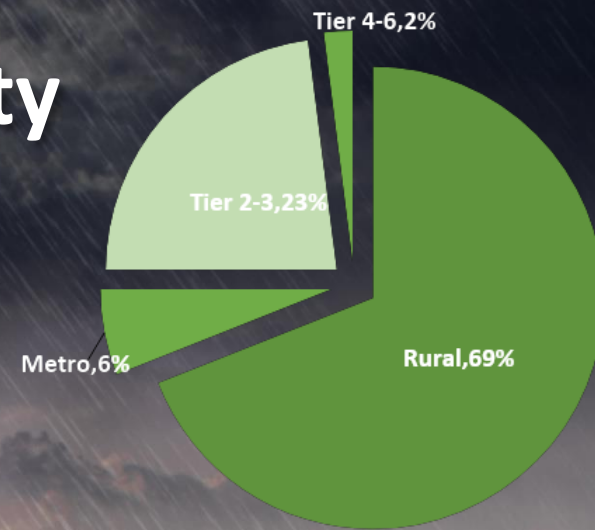
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The Rural Market: A Huge Opportunity



68.8%

of India is dependent on agriculture

Only 14%

has certainty of income through micro irrigation

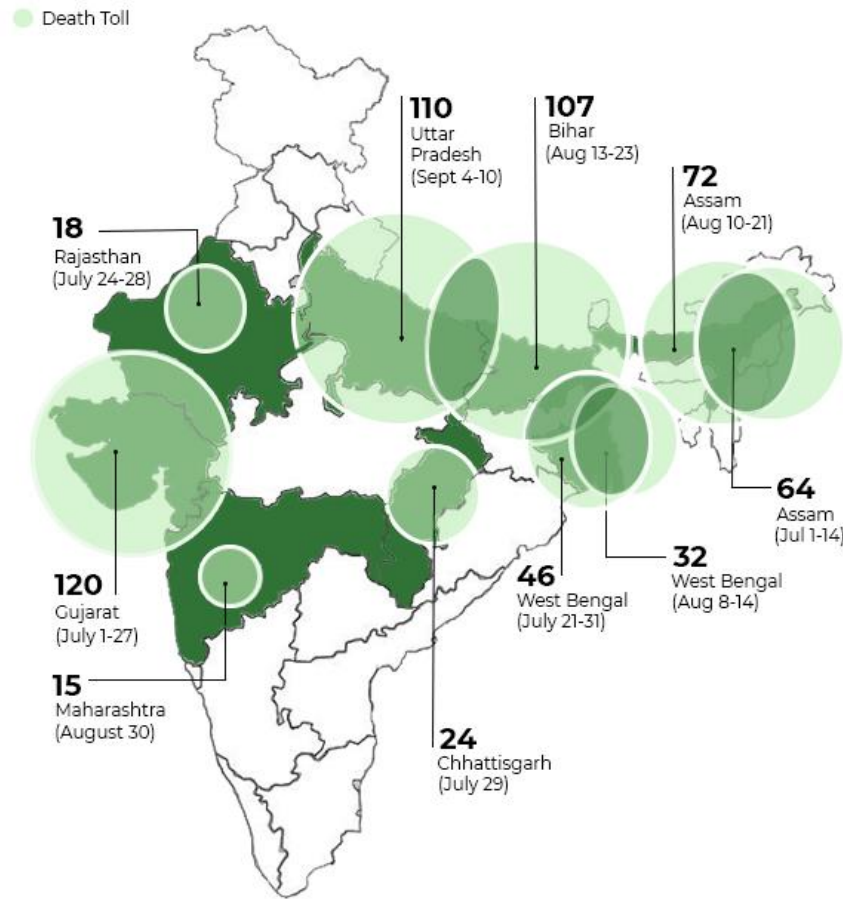
The Challenge: A Severely Changing Rainfall Pattern

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 on a grassy slope. In the middle ground, a large, rectangular pond with a grey liner is visible, surrounded by green fields and scattered trees. In the background, there are rolling hills under a cloudy sky. A semi-transparent dark box is overlaid on the left side of the image, containing white text.

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

Jalasanchay: Results so far



What we've achieved

- 7,000+ Ponds
- 12,000 Hectares of Land Irrigated
- 200 retail touch points
- 36 months
- 13 ponds per day!

We believe we can create

One Pond Every Hour

With existing capacity

400 retail touch points

in the next two years

Impact Film Link

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

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

A wide-angle photograph of a construction site for a canal. The ground is covered with a dark blue, textured AquaSave Canal Liner. A yellow excavator is in the center, digging a trench. Several workers are visible: some are sitting on the liner, one is standing on a mound of earth to the right, and another is near the excavator. The background shows a line of trees under a clear sky.

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.

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Appendix A. Management and Product Profiles

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Experienced Team of Board Members



Mr. Makrand Appalwar,
Chairman & Managing
Director

Mechanical Engineer, from Maharashtra Institute of Technology, Pune, (India) and an alumnus of MIT Sloan School of Management, Boston (US).

Diverse and vast experience in product development through R&D, Corporate Strategy, Branding & Marketing.



Mrs. Rinku Appalwar,
Director & CFO

Graduate in Chemistry from Mumbai University, and an alumnus of IIM Bangalore.

Diverse and vast experience in Accounts, Finance, Banking, Compliance & Legal, HR, Procurement, Logistics, Production.



Mr. Krishnan
Subramanian, Whole-
Time Director

Graduate from Birla Institute of Technology, an alumnus of MIT Sloan School of Management, Boston (US).

Vast experience in Banking, Private Equity, Information Technology, M&A



Mr. Rama Krishnan,
Independent Director

Fellow member of The Institute of Company Secretaries of India, Fellow member, Institute of Directors, London and Fellow Member, Chartered Institute for Securities & Investment, London.

Vast experience in Company Law, Corporate Governance and Securities Law.



Mr. Prashant Lohiya,
Independent Director

Fellow member of The Institute of Chartered Accountants of India.

Vast experience in Accounts, Auditing, Taxation, Finance & Management Consulting.



Dr. Venkatesh Joshi
Independent Director

Graduate from Marathwada University and MD in Ayurveda from Mumbai University.

Vast experience in Medicine, Ayurveda, Surgeries and Medical Research.



Certified Innovation Lab

Certified & Recognized by Ministry of Science and Technology in woven polymer business in India



Experienced Team

We are an experienced team of over 35 engineers with combined experience of more than 250 years.



Customised Solutions

We understand that every customers requirements differ and hence we offer customised solution.



Water
Conservation



Helped irrigate **12,000 Hectares** of crops using **7,000+**
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

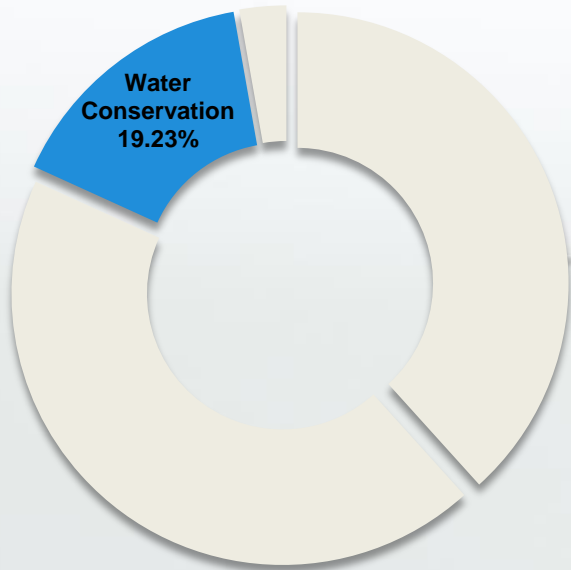


Canal Liner



Collapsible Pipe

Product Snapshot



Cycle Tank



1000 Liter Flexi Tank



500 Liter Standing Tank



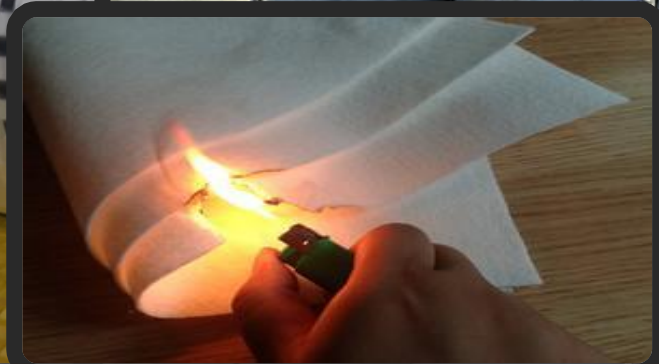
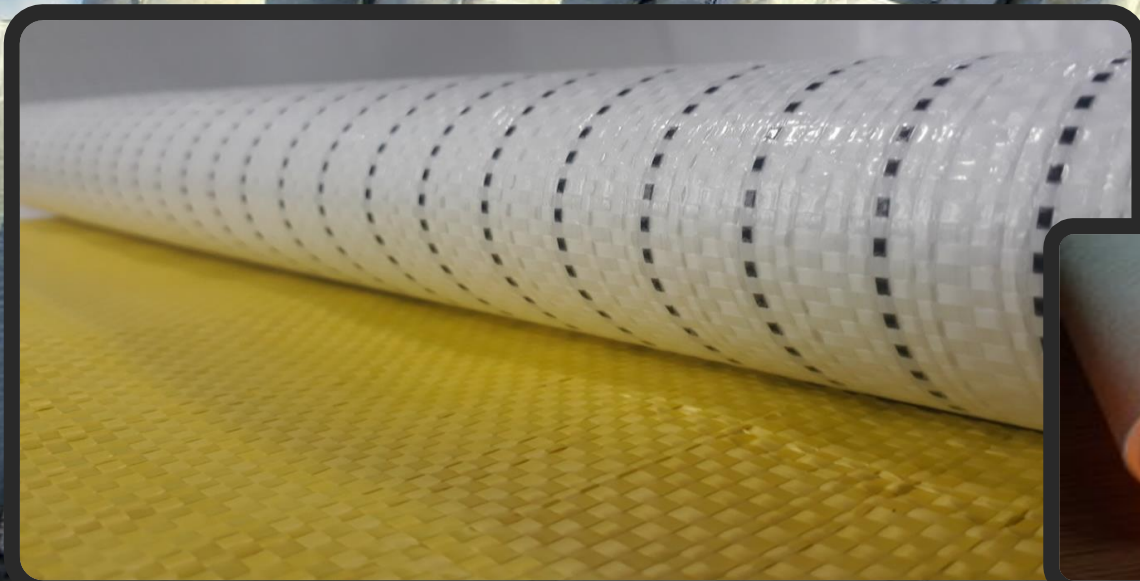
Open Flexi Tank



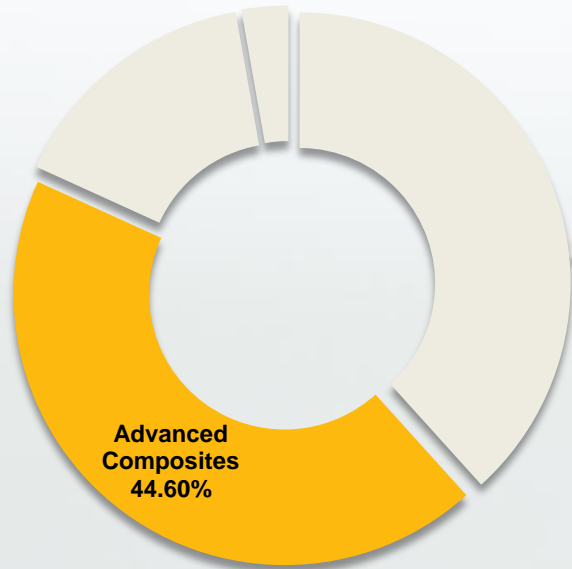
Advanced
Composites



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

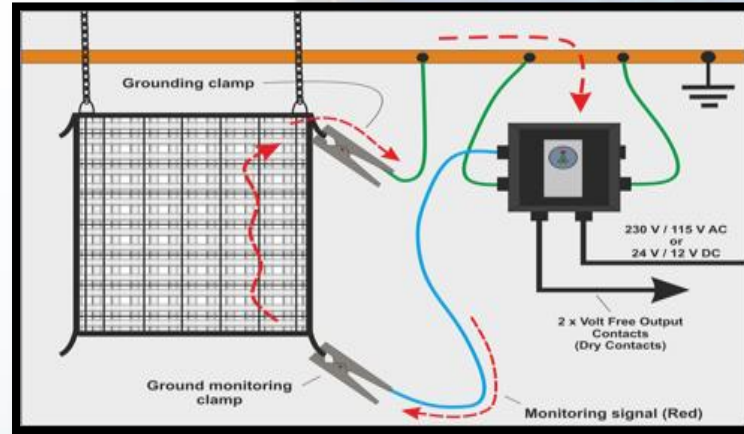
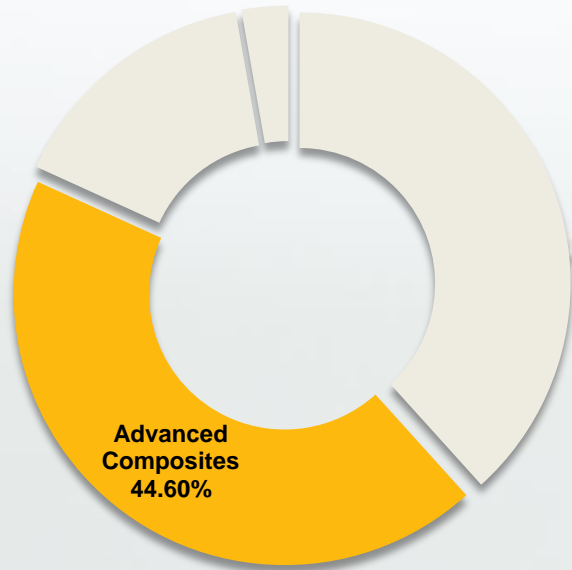


Nuclear Power plant Waste Disposal

Product Snapshot



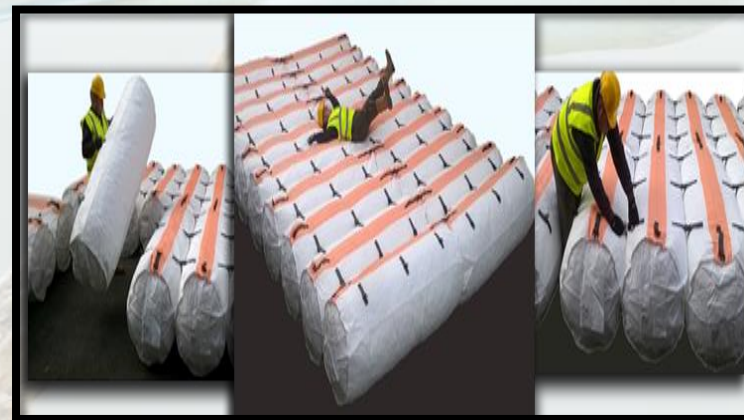
Advanced Composites



Electrically Conductive Polymer



Anti-Corrosive VCI Films



Application for Fall Arrest



Anti Corrosive Fabric

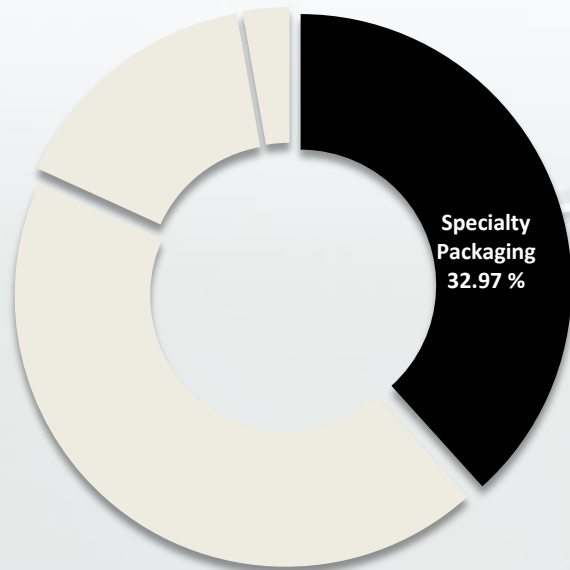


Helped put **4 Million Tonnes** of food & Other Cargo in your service every single year, **safely**

Product Snapshot



Specialty
Packaging



Construction FIBC



Application of Construction FIBC



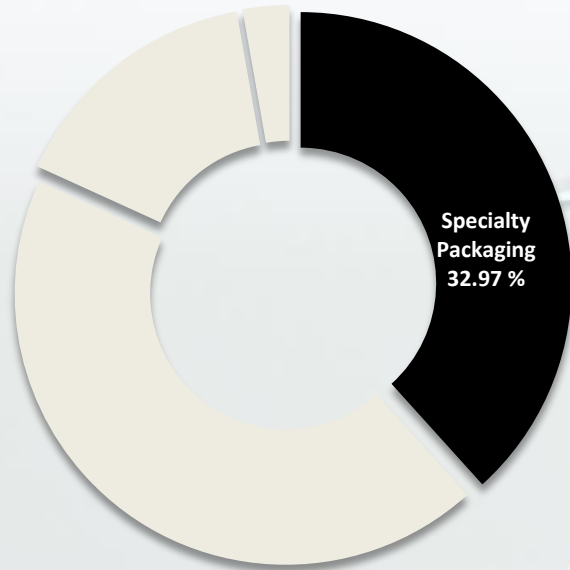
Packaging Barrier Films

**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

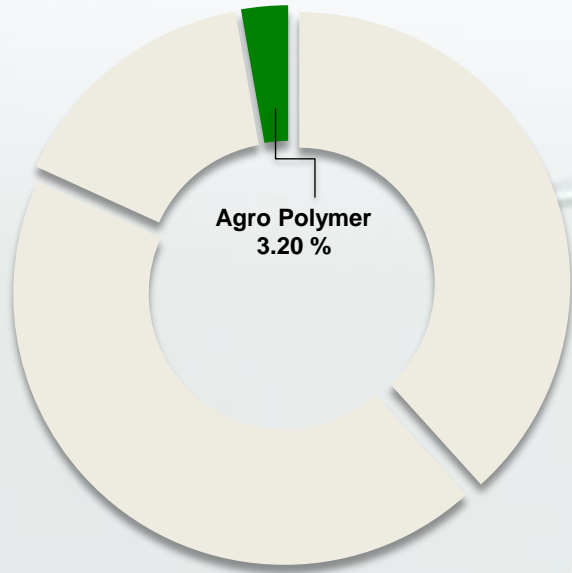


Help protect your food from contamination from hazardous chemicals and pesticides, **naturally**

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



Product Snapshot



Mulch Film



Crop Cover



Silage Incubator



Shade Net

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Appendix B. Polymer Processing Industry: Global Perspective

Brand Pillars of Emmbi



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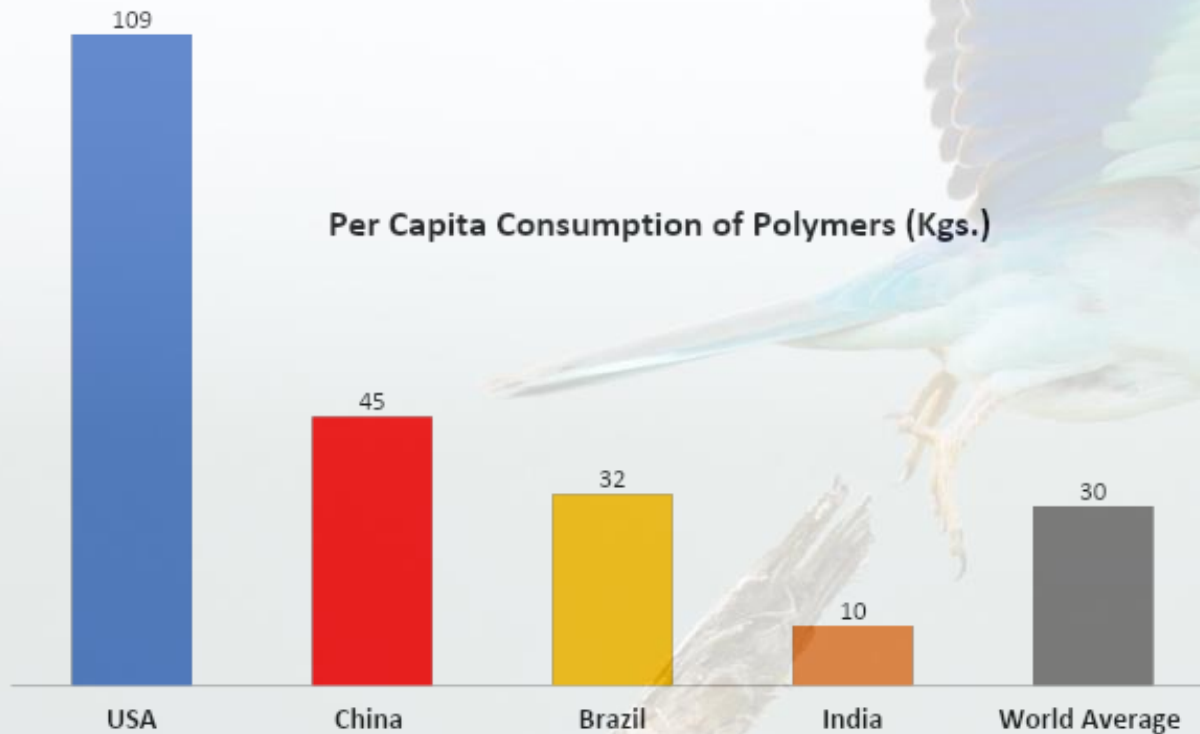
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Compared to the global averages, India still has head-room for growth



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!
Emmbi Investor Services:
info@emmbi.com