



Sustainable Growth

Emmbi Industries Limited

Investor Presentation

Q1, FY 2017 – 18

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. Highlights of Q1 FY2018

1.Key Operating Highlights

- Financial Performance: Revenue Up 12.42 % ,
EBIDTA Up 39 BPS
PAT & EPS UP 21.13 %
- Capex Programme: “Positive Pressure Clean Room” Rs.15.00 crores - Complete
“Water Conservation” Rs.7.00 crores - Complete
- Innovation: Specialty Packaging for Raw Wool
- Compliance : Successful implementation of Ind-AS accounting standards and
GST system of Taxation at all operational levels of the Company
- Brand Building : A thought Behind Product focused branding : A Sustainable Growth
A Brand of Customers Choice : Consistent Topline Growth
A Brand that Enjoys Premium over Competition: Sustained Improvements of Margin
A Brand with Loyal Customer Base : For Consistency in Operating Performance

2. Emmbi's Brand Umbrella

- **Emmbi Jalasanchay** - a brand with products used for Storage, Transportation and Conservation of Water.
- **Emmbi Krishirakshak** – a brand designed to focus on the concept of “crop protection at physical level”. This helps farmers to avoid use of harmful chemicals fertilizers, pesticides, and fungicides.
- **Emmbi Clean Tec** – a brand which represents a special manufacturing system for “Contamination Free Production System”.
- **Emmbi Aquasave** - a brand focused on saving the loss of water by percolation using HTCPM material for sub-surface lining of clay canals.



emmbi
Jalasanchay



emmbi
Krishirakshak



emmbi
Clean Tec
CONTAMINATION-FREE PRODUCTION SYSTEM



emmbi
AquaSave

3. Diversified Business



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.



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.



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.



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.

4. Focus on Innovation



Wool Pack: Specialized packaging product in the vertical of Advanced Composites developed by Emmbi for contamination free packaging of wool

- **Application-** Emmbi Woolpack will be used for packaging of Raw Wool
- **Speciality** - Traditionally “Wool” was packed in nylon which is very expensive. At Emmbi, we have developed a **Special Blend of Polymer** which offers all the properties of a conventional woolpack at 50% of the cost.
- **Market Size-** US \$ 360 million.

5a. Understanding the customer needs

Investments in Jalasanchay



We continued to invest in building the **Jalasanchay brand**, which has seen an overwhelming response throughout our present target markets - Maharashtra and Rajasthan.

Dr. M – the mascot that we created to build a greater consumer connect – is being recognized and recalled by customers throughout.



Introducing Dr. M :
Emmbi's advisor to farmers

5b. Global Recognition in Water Conservation

www.tradecalls.org/2017-08-08-pond-liners-market

T3 BROKERAGE RATINGS EARNINGS INSTITUTIONAL INVESTORS MARKETS TECHNOLOGY & IOT


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NEWS

Pond Liners Market Analysis & Trends – Industry Forecast to 2022

By David Enersen - August 8, 2017 333

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Pond Liners Market Size

Global Pond Liners Market Research Report 2017 to 2022 provides a unique tool for evaluating the market, highlighting opportunities, and supporting strategic and tactical decision-making. This report recognizes that in this rapidly-evolving and competitive environment, up-to-date marketing information is essential to monitor performance and make critical decisions for growth and profitability. It provides information on trends and developments, and focuses on markets and materials, capacities and technologies, and on the changing structure of the Pond Liners Market.

Companies Mentioned are Reef Industries Inc., Emmbi Industries Limited, BTL Liners, Stephans Industries Limited, D&R Tarpaulins, SealEco, Fawcetts Pond Liners, Gordon Low Products Ltd., Western Environmental Liner, DuPont, Fabric Solutions Australia, Taian Road Engineering Materials Co., Ltd, RKW Group, GSE Environmental, Seaman Corporation.

The **Global Pond Liners Market** consists of different international, regional, and local vendors. The market competition is foreseen to grow higher with the rise in technological innovation and M&A activities in the future. Moreover, many local and regional vendors are offering specific application products for varied end-users. The new vendor entrants in the market are finding it hard to compete with the international vendors based on quality, reliability, and innovations in technology.

Emmbi, the only Indian Company to feature in the Significant Global Players in Pond Liner manufacturing

6. Detailed Financial Performance Update

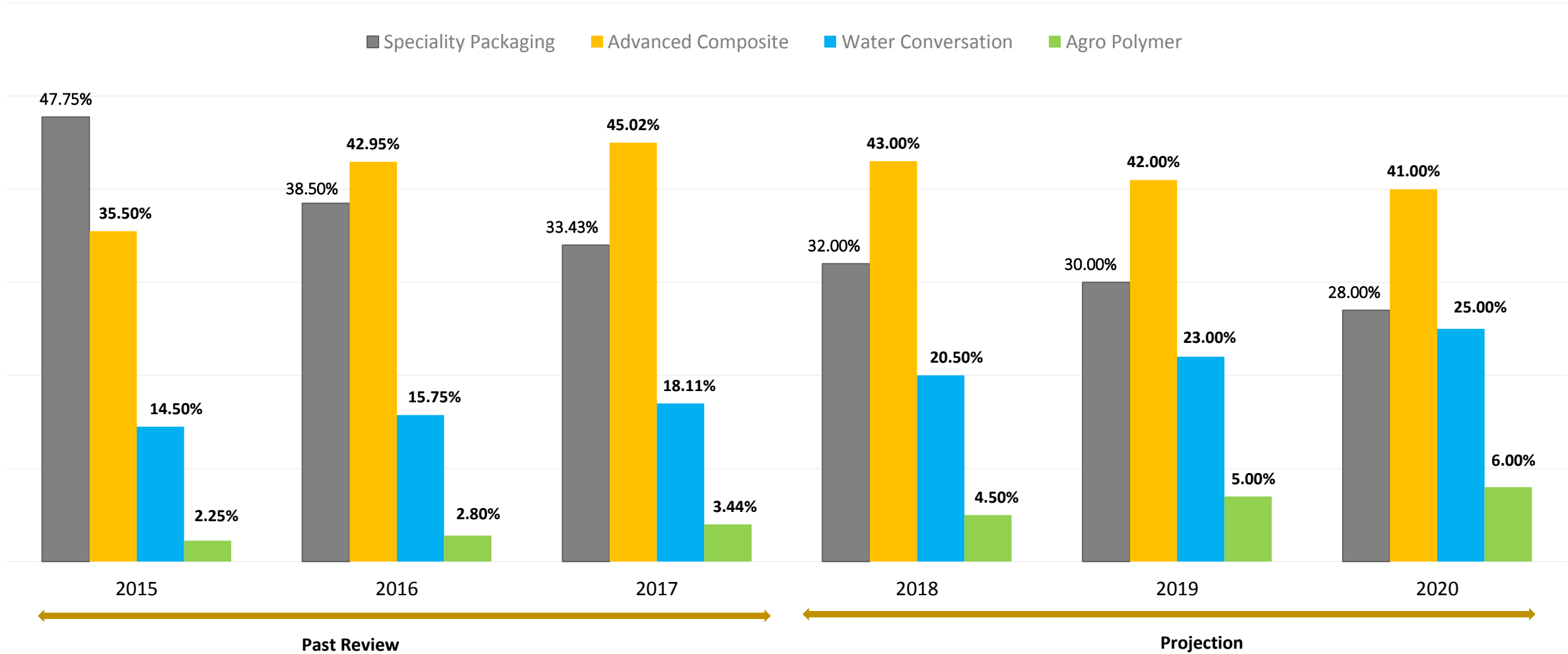


Sustained growth across all financial parameters

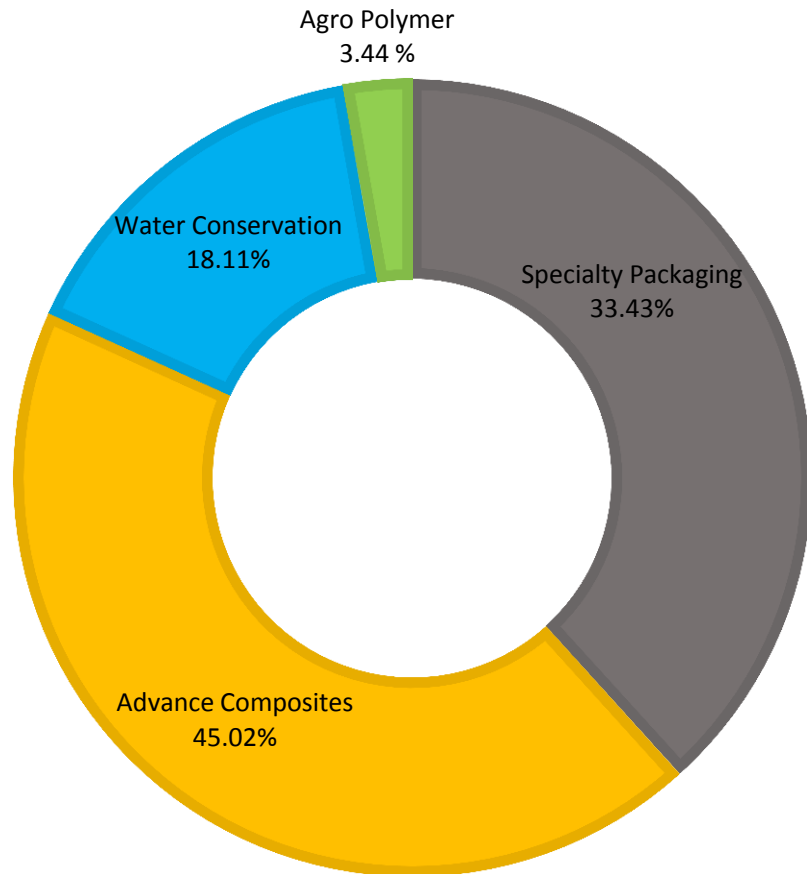
(₹ Millions)	2012	2013	2014	2015	2016	2017	Q1 2018
Revenues	1,049.44	1,474.72	1,680.32	1,929.10	2,176.66	2,409.89	630.16
EBIDTA	99.47	126.09	154.17	202.26	269.64	299.46	79.52
PAT	33.09	32.42	43.34	59.65	105.95	127.28	35.57
EPS	2.01	1.91	2.45	3.37	5.99	7.20	2.01
BV	30.57	30.73	32.89	35.86	41.24	48.44	50.45

Increase %	2012	2013	2014	2015	2016	2017	Q1 2018
Revenues	35.12	40.52	13.94	14.81	12.83	10.72	12.42
EBIDTA	30.54	26.76	22.27	31.19	33.31	11.06	14.07
PAT	28.75	-2.02	33.68	37.63	77.62	20.13	21.13
EPS	28.85	-4.98	28.27	37.55	77.74	20.13	21.13
BV	7.53	0.52	7.03	9.03	15	17.44	4.15

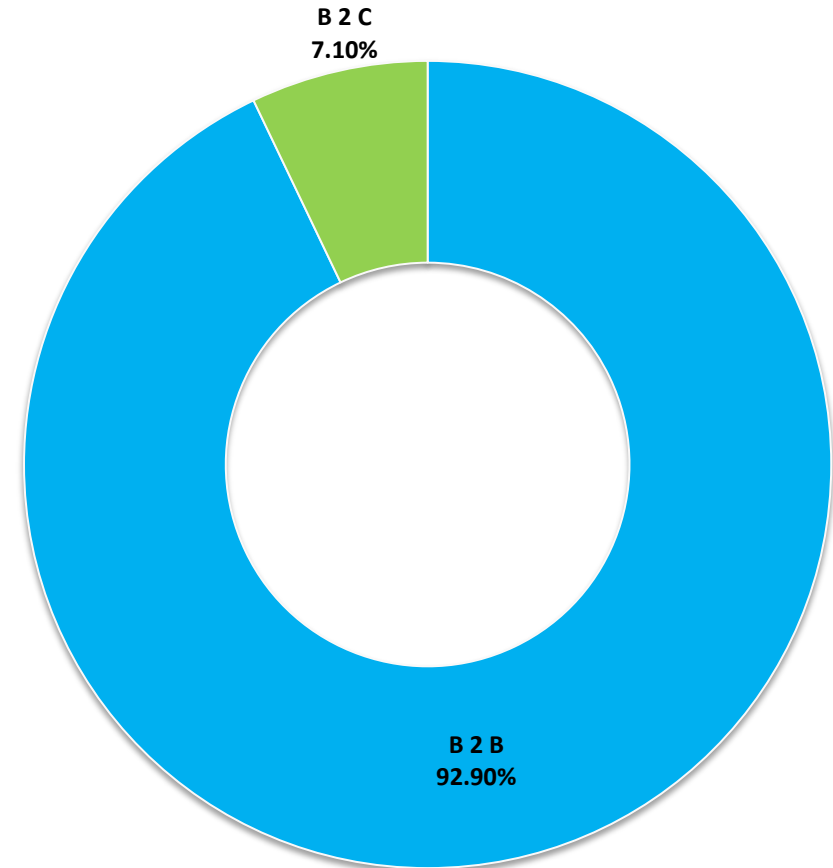
Revenue breakdown



Our Business – Product Vertical Split



Business split by product verticals



Business split by distribution verticals



7. Looking Ahead

How will we sustain this growth in the future?



- Focus on Brands for the Consumer Markets
- Consistent Innovation for ever-changing Market needs
- Process Improvements by Lean Manufacturing Technique & Balanced Score Card Mechanism
- Manufacturing Excellence through Automation.

Apdx.A Sustainable Business Practices: The Emmbi Way

How we work towards sustained future growth

- A focus on need identification, rather than being product-focused
- Unrelenting focus on R&D capabilities for a continuous new product pipeline
- Unique processes that are difficult to replicate
- Focus on automation to ensure optimal manpower utilization
- Continuous training, development and up-skilling to ensure higher output per employee, and lower attrition
- Expanding beyond the B2B space with investment in building strong brands like Jalasanchay (for water conservation) and Krishirakshak (for crop protection)

Emmbi's philosophy on sustainability



Emmbi's brand philosophy of **Brighter Every Way** translates naturally to Sustainability.

However, to us, sustainability goes beyond the commonly understood one-dimensional, "environment-friendly" meaning.

To us it means:

- **Sustained Business Growth**
- **Happy Stakeholders**
- **Responsible Business Practices**

Our business focuses on each of these, to create sustainable returns



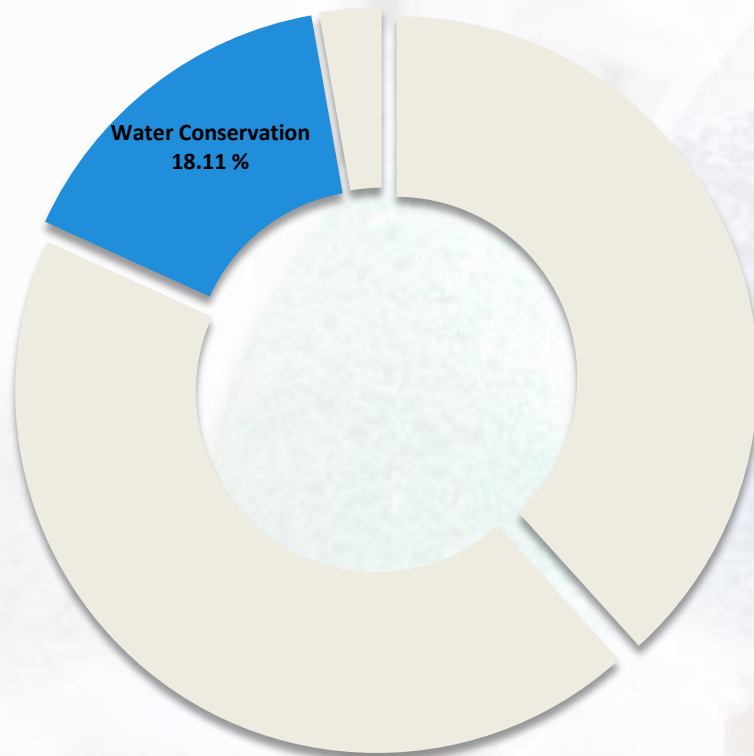
Apdx.B

Emmbi's Products and Services

Water Conservation (1/2)

Canal Liners , Pond Liners , Check Dams , Flexi Tank.

STRONG PRODUCT SUITE



Canal Liner



Check Dam



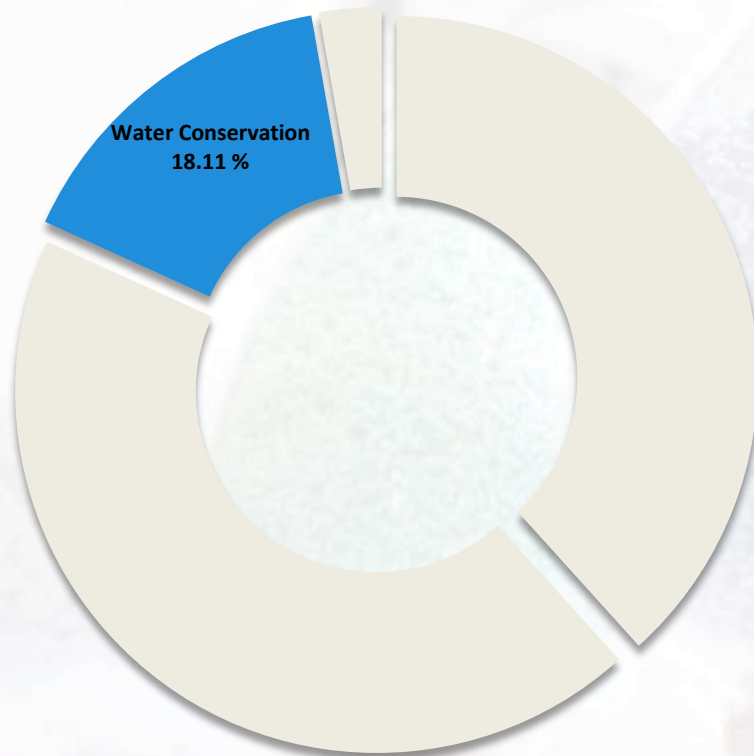
Pond Liner



Collapsible Pipe

Water Conservation (2/2)

STRONG PRODUCT SUITE



Water Conservation – Canal Liners , Pond Liners , Check Dams , Flexi Tank.



1000 Ltr Flexi Tank



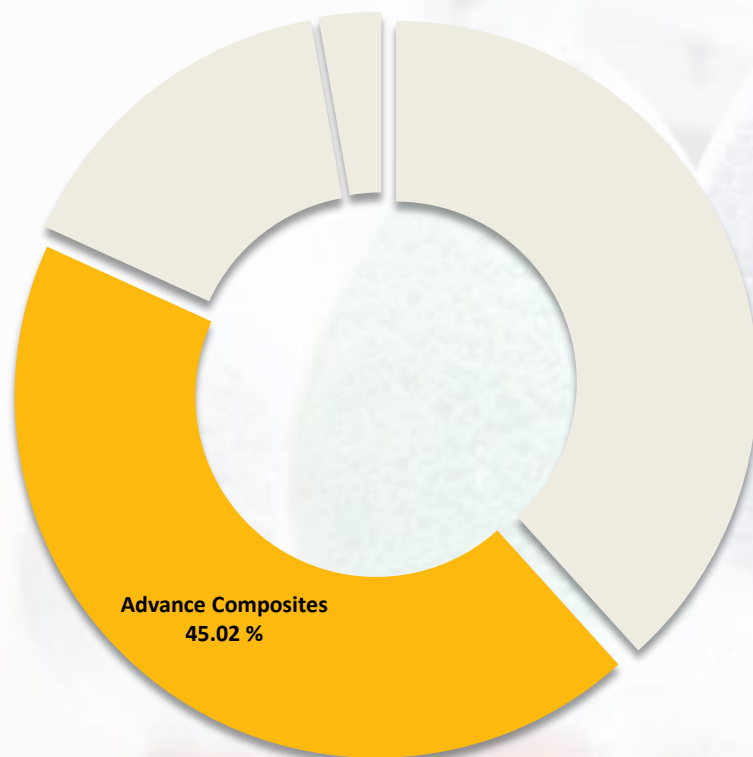
500 Liter Standing Tank



Open Flexi Tank

Advanced Composites

STRONG PRODUCT SUITE



UN FIBCs, Anti Carcinogenic Packaging , Anti-Corrosive VCI Material, Water Sludge Separator, Fall Arrest, Geo Cell, Nuclear Power Plant Waste Disposal.



UN Certified FIBC



Application of UN Certified FIBC



Anti Carcinogenic Packaging



Application of Anti Carcinogenic Packaging



Water – Slug Separator

Advanced Composites

STRONG PRODUCT SUITE



UN FIBCs, Anti Carcinogenic Packaging , Anti-Corrosive VCI Material, Water Sludge Separator, Fall Arrest, Geo Cell. Nuclear Power Plant Waste Disposal.



Anti-Corrosive VCI
Material



Application for Anti-Corrosive VCI
Material



Nuclear Power Plant
Waste Disposal



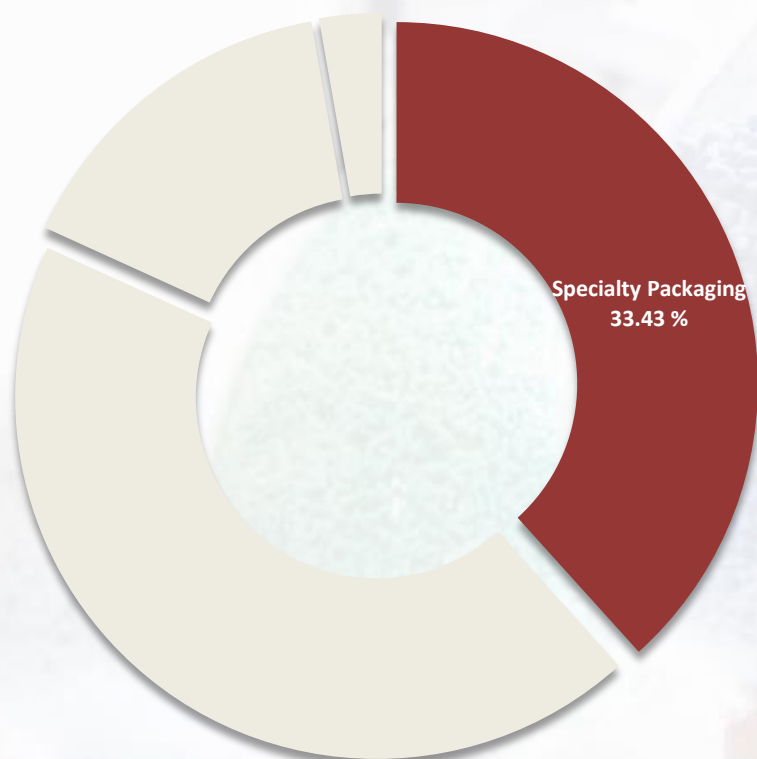
Fall Arrest



Application for Fall Arrest

Specialty Packaging

STRONG PRODUCT SUITE



General Purpose FIBC, Baffle Bag, and FIBC of Different Shape Container Liner, PWS & Films.



Construction FIBC



Application for Construction FIBC



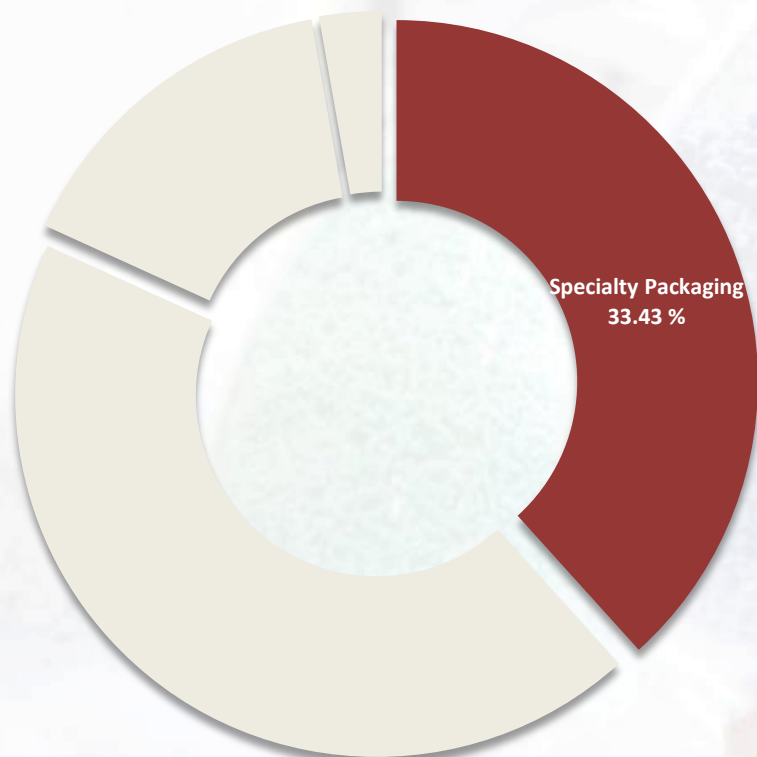
Paper Substitute Bag



Packaging Barrier Films

Specialty Packaging

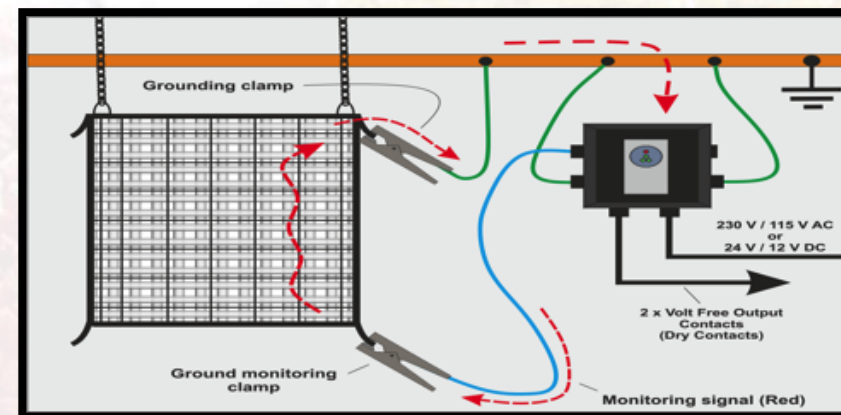
STRONG PRODUCT SUITE



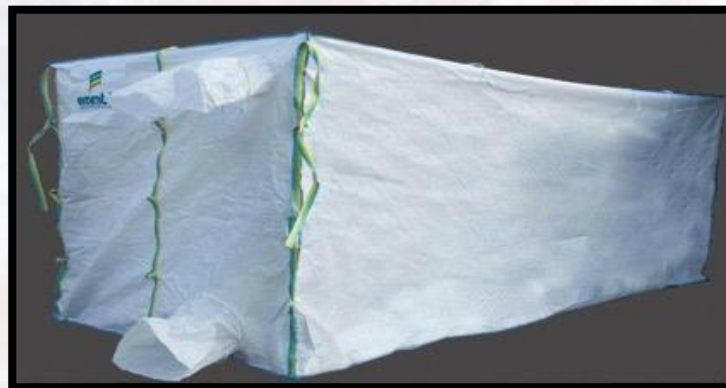
General Purpose FIBC, Baffle Bag, and FIBC of Different Shape Container Liner, PWS & Films.



“Form Stable” Conductive



Application for Form Stable Conductive



Liquid & Solid Container Liner

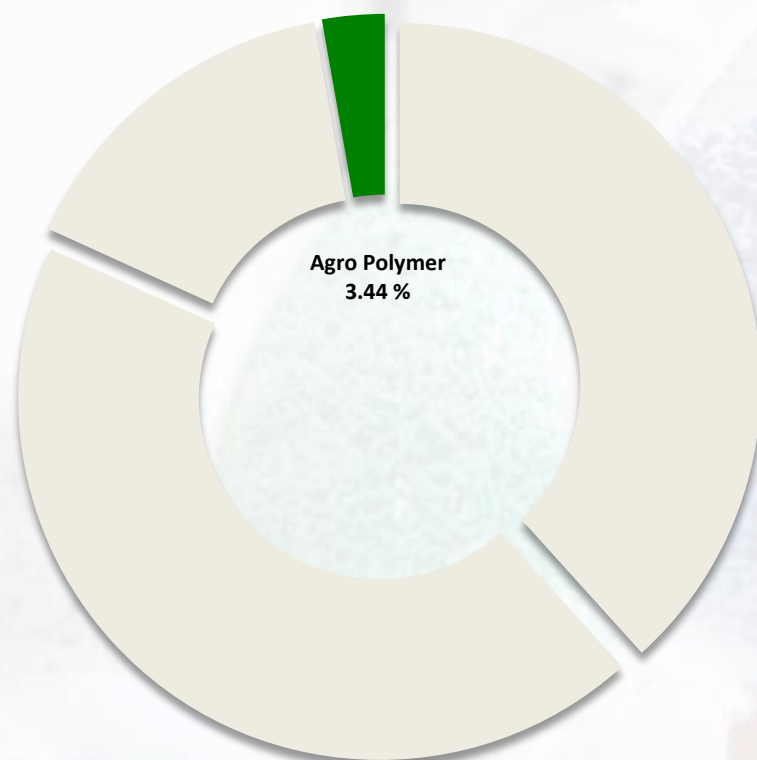


Application for Liquid & Solid Container Liner

Agro-Polymer

Crop Covers, Silage Incubator , Mulch Films, Shade Nets.

STRONG PRODUCT SUITE



Mulch Film



Shade Net



Silage Incubator

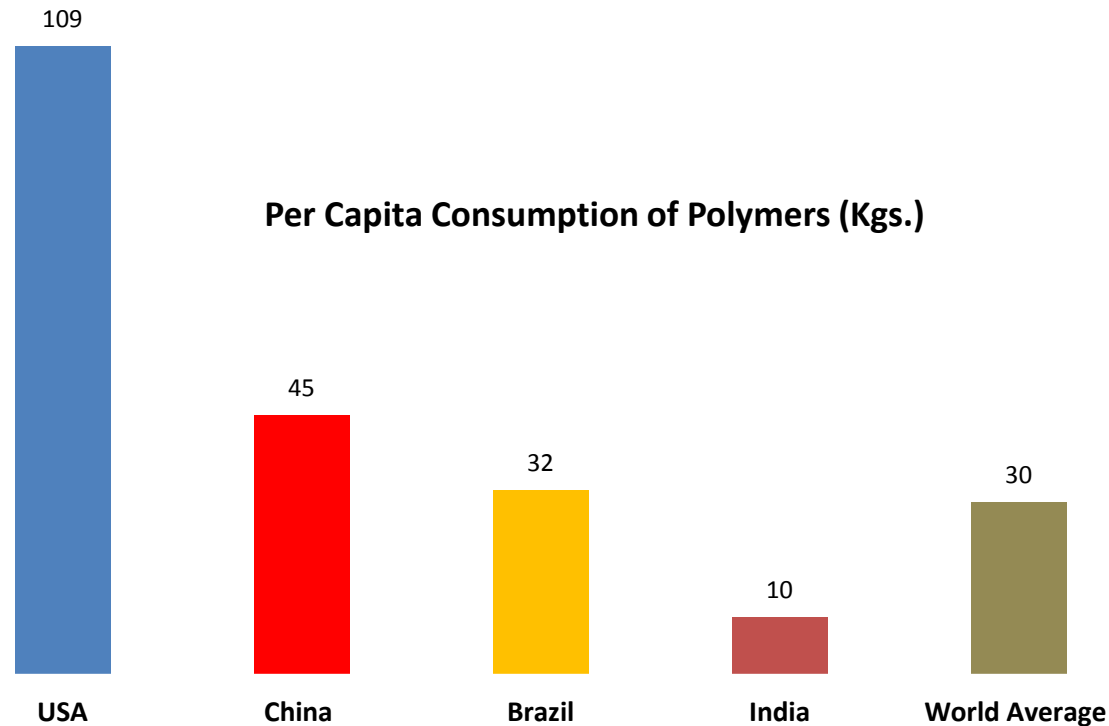


Crop Cover

Apdx.C

Specialised Polymer Processing: An industry for growth

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 applications

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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