



**Emmbi Industries
Limited**

Investor Presentation

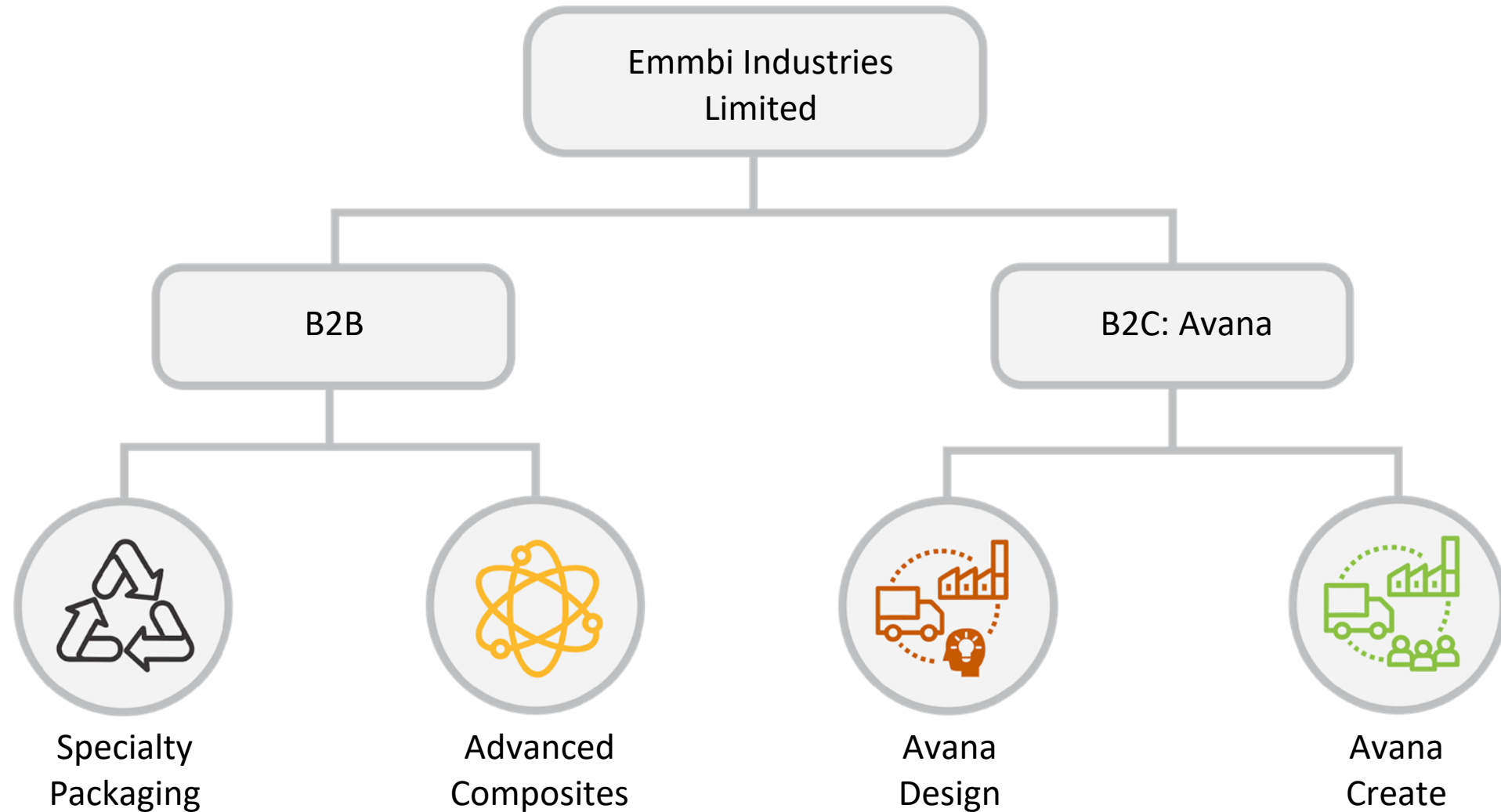
Q1, 2020-2021

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.

Business Verticals



B2B: Specialty Packaging

- Estimated Global Market: US \$30 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 material



B2B: Advanced Composites

- Estimated Global Market: US \$36.5 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, water conservation etc.

Avana Market Overview



54% of India faces high to extremely-high water stress



Water Conservation is being brought to the forefront of government policy

This is resulting in more funds for the creation of farm ponds, which are built by Avana under our brands Jalasanchay and Jalasanchay Super



India to double farmer income by 2022-23

This would put more money in the hands of the consumer and boost sales for agri-businesses

B2C: Avana Create

- Avana Create includes products and services where we design, manufacture and distribute products.
- This range includes:
 - Jalasanchay (Pond Liner)
 - Jalasanchay Super (Pond Liner)
 - Kapila (Murghas Bags)
 - Bioflocking Tanks (for fish cultivation)
- While selecting products for this range, we ensure that our technical strength in manufacturing can be used to deliver a product that can command a market premium.

B2C: Avana Design

- Avana Design includes products where we design and distribute products, that are made by partner manufacturers.
- Products in this range will help us grow in an asset-light manner, and let us focus investments on expanding our distribution network.
- They will leverage on our current agri-distribution network, with 300+ retail touchpoints, more efficiently.
- Considering the severe travel restrictions in the State of Maharashtra due to lockdown the “Avana Design & Distribution” project will be delayed by 6 months. Now it is expected to complete by end of FY 21.

Financial Highlights



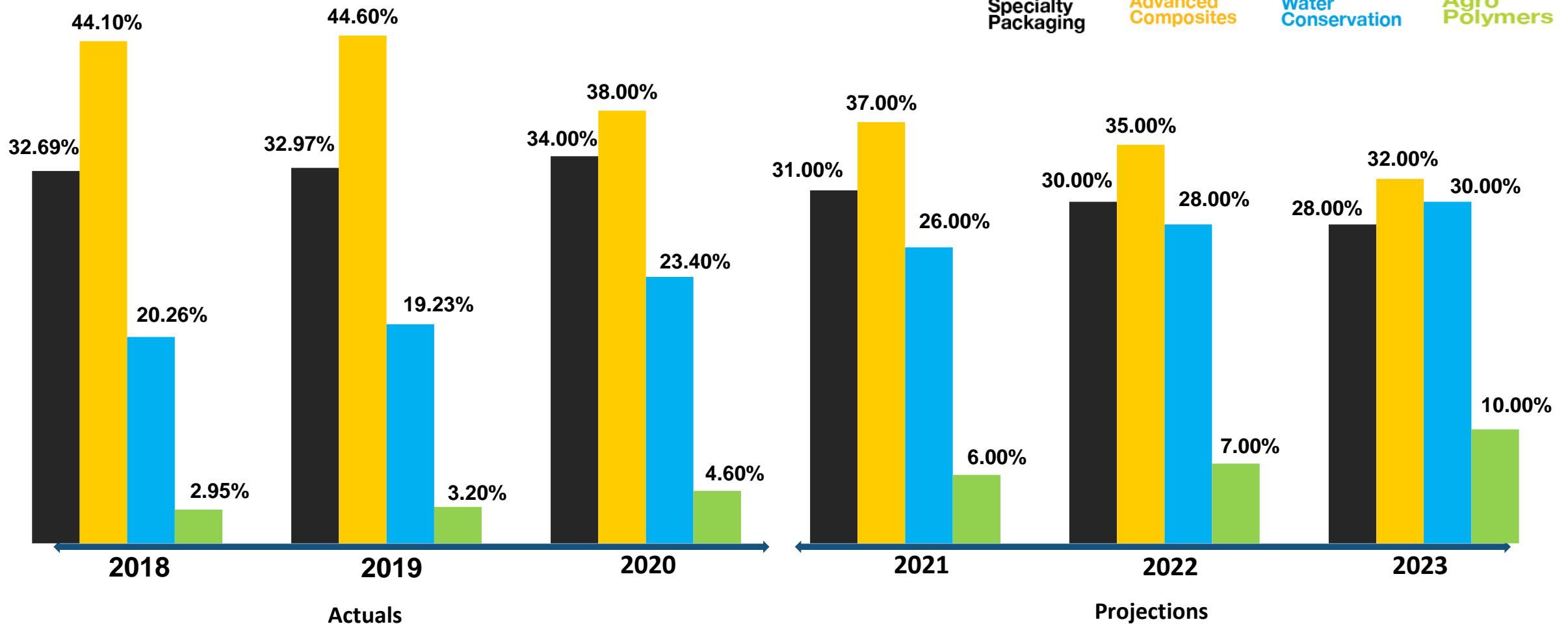
Financial Highlights

40⁺ Products	15⁺ Patents	200⁺ Clients	57⁺ Countries
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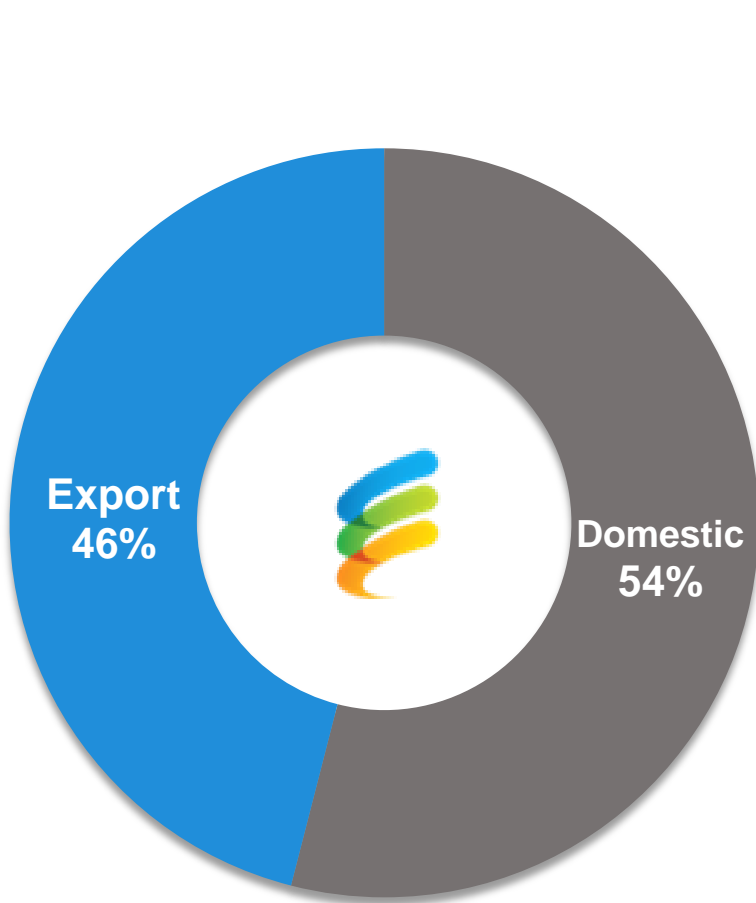
(₹ Millions)	2016	2017	2018	2019	2020	Q1 2021
Revenues	2,177	2,410	2,790	3,148	3,331	575
EBIDTA	270	297	353	411	376	59
PAT	106	124	153	178	146	11
EPS	5.99	7.03	8.63	10.06	8.27	0.60
BV	41.24	47.74	55.53	64.99	72.57	73.14

Growth	2016	2017	2018	2019	2020	Q1 2021
Revenue Growth %	12.83	10.72	15.77	12.85	5.81	(21.79)
EBIDTA %	12.97%	12.94%	13.87%	14.22%	12.36%	11.67%
PAT Growth %	77.63	17.36	22.73	16.57	(17.78)	(69.19)

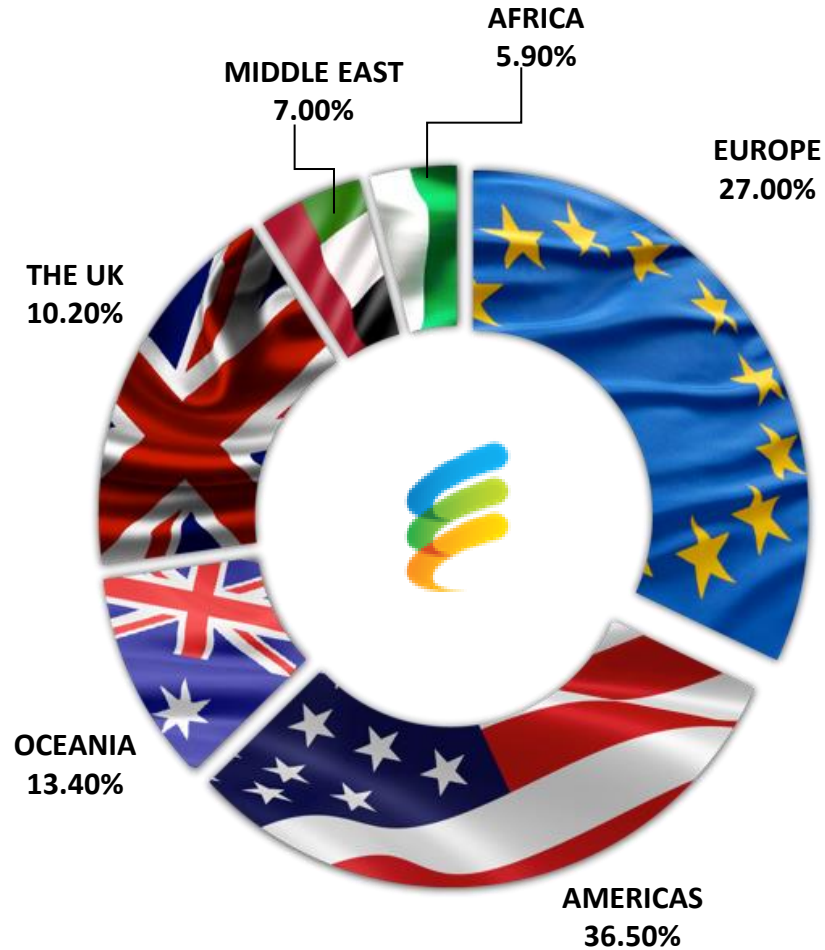
Vertical Wise Revenue



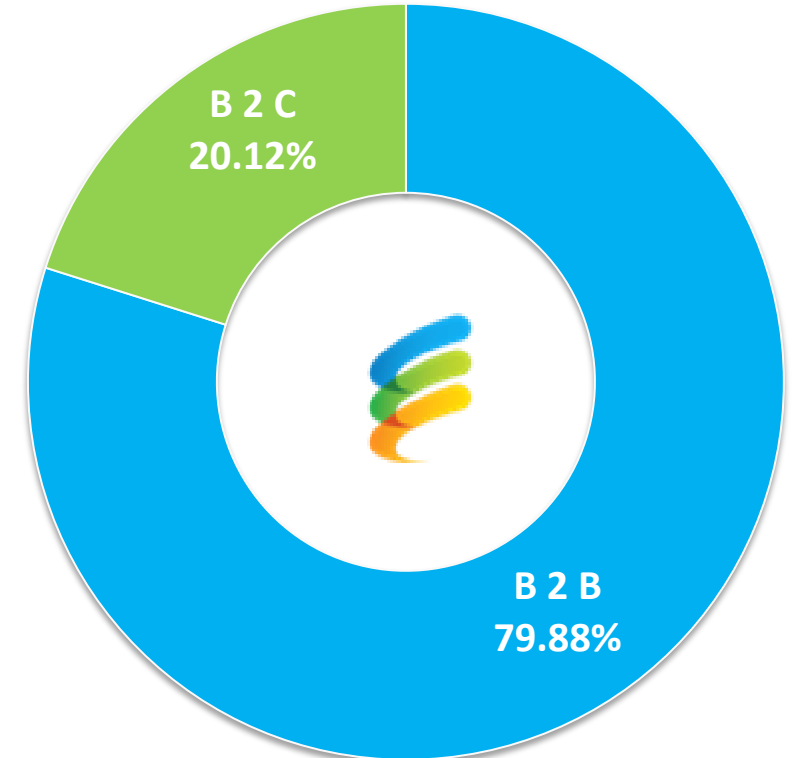
Revenue Breakdown



Markets



Export Geographies

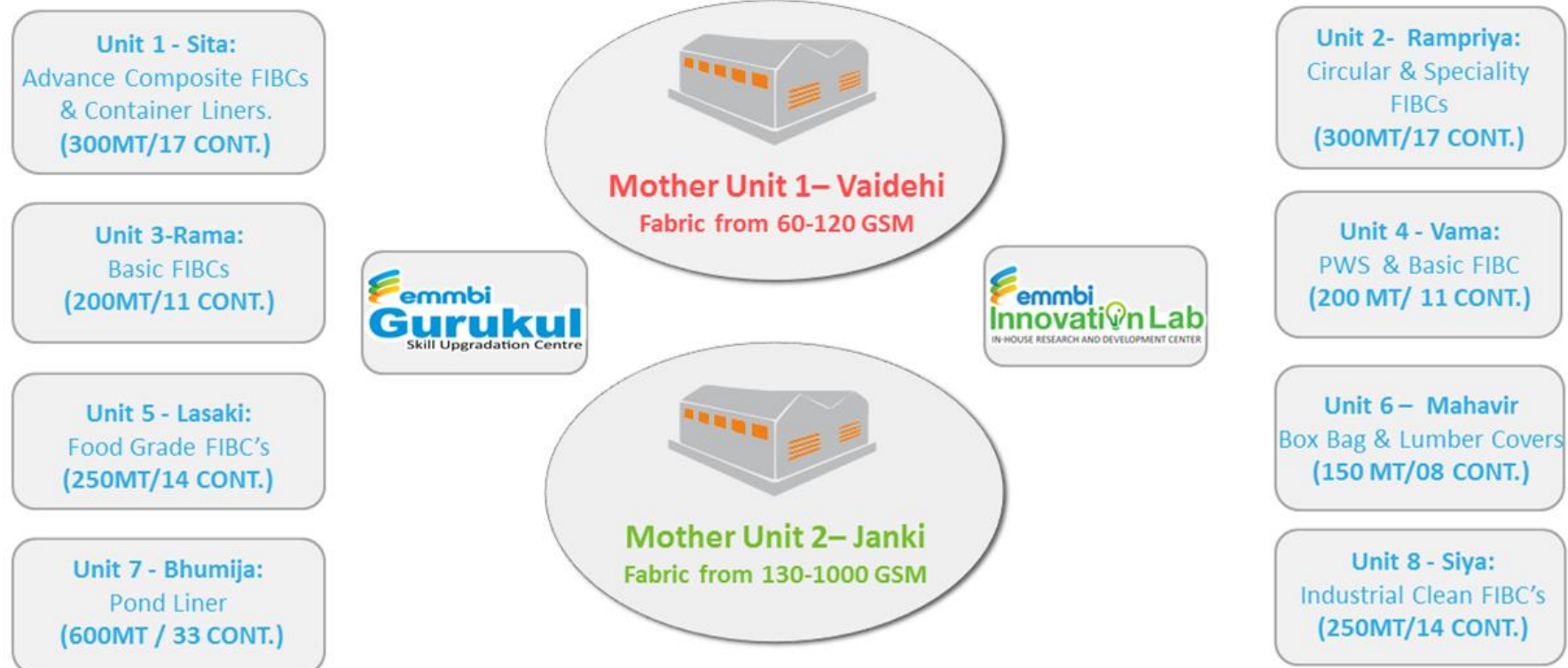


B2B vs B2C

* Figures as on 31st March 2020. The revised figures will be published half yearly.

Manufacturing Developments

- Creation of an automobile style manufacturing system
 - Different components are manufactured in different units
 - This would lead to improved unit efficiency, and in-turn, helping our profitability



Product Developments of the Quarter



Prabal Farming Thread

- Prabal thread is made out of HDPE which is lighter in weight but it is very strong.
- This thread is useful for providing support and helps in growth of descending shoots.
- It is designed by understanding the needs of farmers by making it flexible and UV resistant which increases the life span of the thread.

Product Developments of the Quarter



Anant Leno Bags

- These bags are made out of special polymer threads which has capacity of holding 5-20 kg of products.
- Leno bag is used for packing onions, potato, garlic, fruits, vegetables and also for packaging flowers which helps in keeping the perishable items in the bag fresh and to improve their lifespan.



Anant Packaging Bags

- These bags are designed to store a wide range of agricultural produce & household products for a longer duration without the usage of pesticides .
- The Storage capacity is upto 50 Kgs.

Long Term Growth Drivers



B2B Growth Drivers

Emmbi has identified that a long-term growth driver in polymer processing will be green polymers – substances that have the same functionality as current polymers, but a lower environmental impact.

With this in mind, we have designed

- **Emmbi EcoSafe**
 - Kindly refer the next slide for complete details
- **Emmbi Reclaim**
 - 30% of the material used in the bag is industrially recycled
 - Improves recycling efficiency
 - Increasing demand in western markets, specifically United Kingdom
 - All products can be custom made with a Reclaim design

Emmbi EcoSafe

- Products made with a single homopolymer design
- Use only raffia grade polypropylene, as opposed to multiple polymers
- No separation required during recycling
- All products can be custom made with an EcoSafe design
- **Fully recyclable**

Spare parts	Conventional Process	Emmbi Way
Body Fabric	Polypropylene	Raffia Grade Polypropylene
Liner	Low Density Polyethylene	Raffia Grade Polypropylene
Stitching Thread	Polyester	Raffia Grade Polypropylene
B Lock	Nylon	Raffia Grade Polypropylene
Filler cord	Crimped Polypropylene	Raffia Grade Polypropylene
Document Pocket	Low-Density Polyethylene	Raffia Grade Polypropylene

Avana Growth Drivers

- Focus on distribution, design and marketing with partner manufacturers
 - Asset Light growth
 - Investment focused on increasing retail touchpoints
- Creation of a service-focused organization
 - USP within rural consumer durables sector, water conservation in particular
- Creating an ecosystem of products
 - For instance, selling fish feed and fish seeds to farmers who use Jalasanchay Super ponds

Emmbi's COVID response



Kalyani Brigade – Example of Resilience & Innovation

- We created the Kalyani Brigade - a group of local women, who would be trained as tailors so that we could deliver our material on time to customers across India, and the world.
- Their first assignment were bags which were easy to make. Although they started off slow, under the leadership of the team they were able to reach 100% efficiency for bags within one month. They are now moving on to bags that are tougher to create.
- The Kalyani Brigade is a perfect example of resilience and innovation - that we can get through the toughest times if we think outside the box and implement our quirky ideas.

Direct involvement of management in day-to-day production operations

- In order to improve the speed of decision making and keeping the manufacturing operations running efficiently in COVID-19 Situation, temporarily the MD, CFO alongwith CEO Avana have shifted to Silvassa.
- To mitigate the impact of disruptions the management is directly involved at all levels of operations on daily basis.
- Direct interaction with the production team on daily basis to identify and resolve operational roadblocks arising due to disruptions.
- Increase in production efficiency and boost in employee morale.

Measures and steps taken to deal with COVID response

Sanitization & Safety Measures

- Mandatory Sanitization of all workers, employees, visitors, etc. at all entry and exit points. Thermal screening of individuals entering the factory premises.
- Sanitization of entire factory and machineries thrice every day.
- Sanitization of all vehicles and containers entering the factory premises.
- Free distribution of Ayurvedic Immunity Boosting Tablets to all the staff and workers of the Company.
- COVID insurance cover taken for all workers, employees and management.



Thank You

For more information,
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