



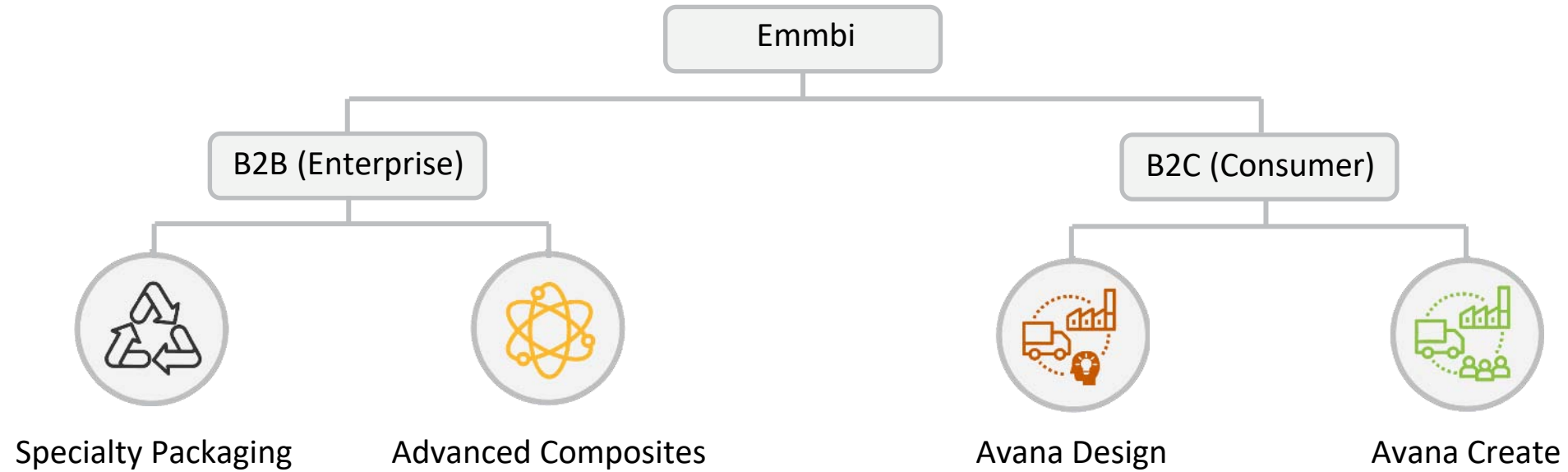
Emmbi Industries Limited
Investor Presentation
Q3, 2020-2021

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.

Financial Highlights



Financial Highlights

40+ Products	15+ Patents	200+ Clients	57+ Countries
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(₹ Millions)	2016	2017	2018	2019	2020	Q3 2021
Revenues	2,177	2,410	2,790	3,148	3,331	863
EBIDTA	270	297	353	411	376	76
PAT	106	124	153	178	146	24
EPS	5.99	7.03	8.63	10.06	8.27	1.33
BV	41.24	47.74	55.53	64.99	72.57	NA

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

Financial Highlights

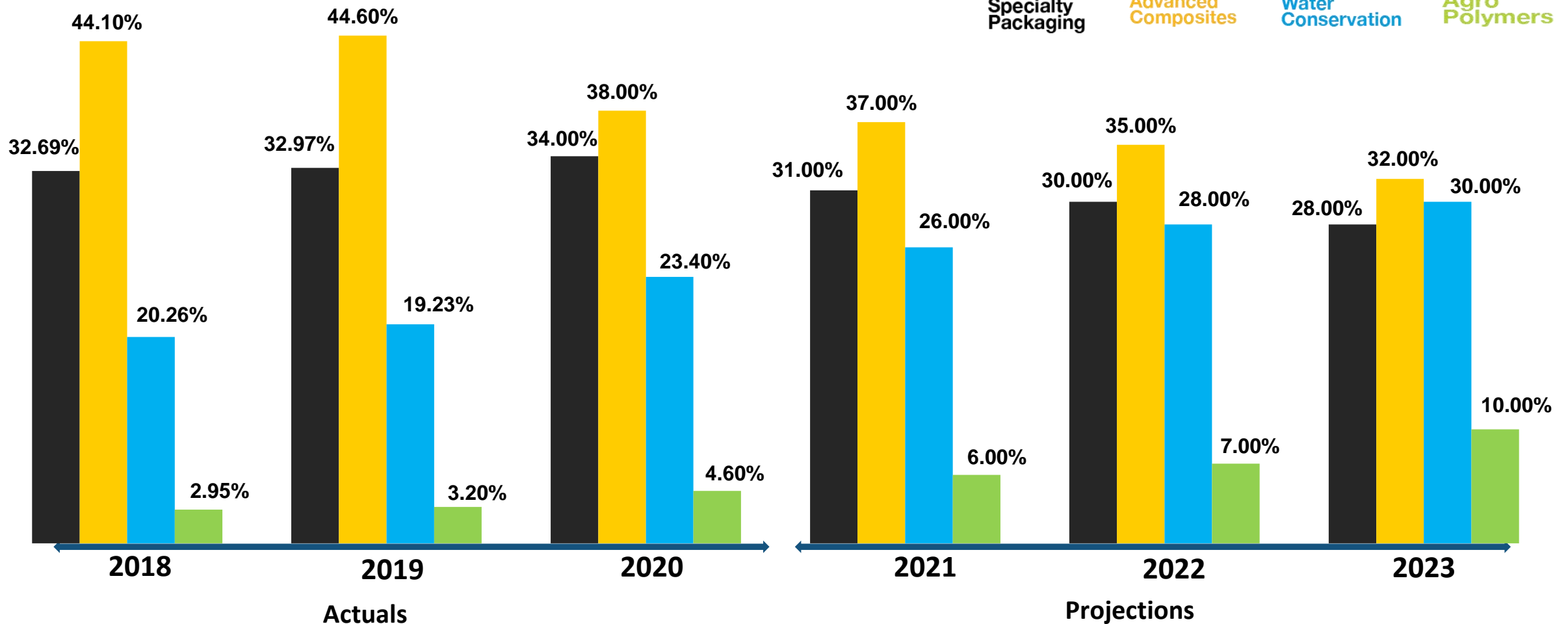
Covid Period

(₹ Millions)	Q1 2021	Q2 2021	Q3 2021	% Change Q2-o-Q3
Revenues	574.87	671.91	863.46	28.51
EBIDTA	59.28	62.83	76.11	21.13
PAT	10.58	12.02	23.51	95.60
EPS	0.60	0.68	1.33	95.60
BV	NA	NA	NA	NA

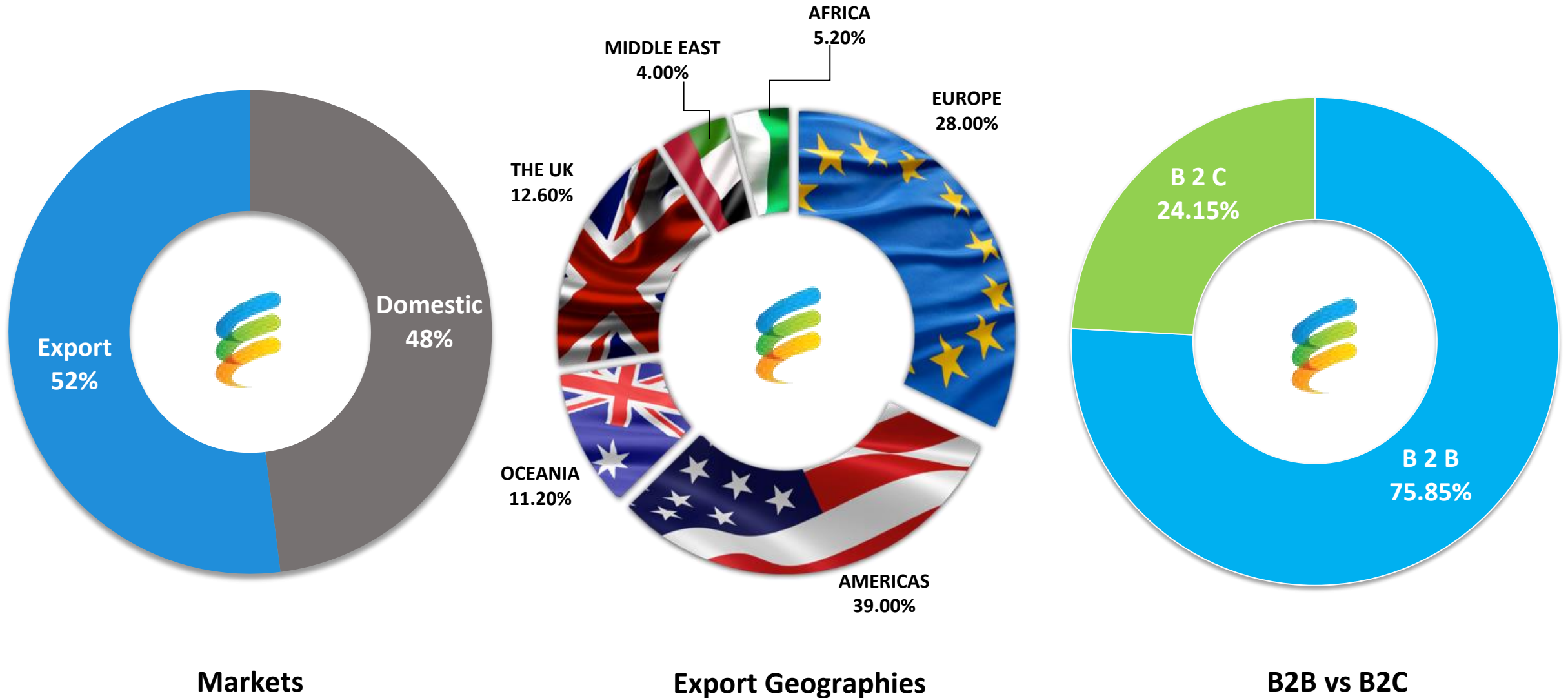
(₹ Millions)	Q3 2020	Q3 2021	% Change	9M 2020	9M 2021	% Change
Revenues	876.63	863.46	(1.50)	2,484.79	2,110.23	(15.70)
EBIDTA	98.22	76.11	(22.51)	289.40	198.23	(31.50)
PAT	35.93	23.51	(34.56)	108.83	46.12	(57.63)
EPS	2.03	1.33	(34.56)	6.15	2.61	(57.63)
BV	NA	NA	NA	70.52	74.69	5.91

- Revenues have increased compared to previous quarter based on increased activity
- The decline in Revenues Q-o-Q and 9M-o-9M is attributed to the extraordinary negative effects of the Pandemic
- Our order books are healthy, and over the next few quarters it would show a marked improvement.
- Despite the challenges, we continue to have a positive cash flow from operations, and continue to maintain excellent financial strength.

Vertical Wise Revenue



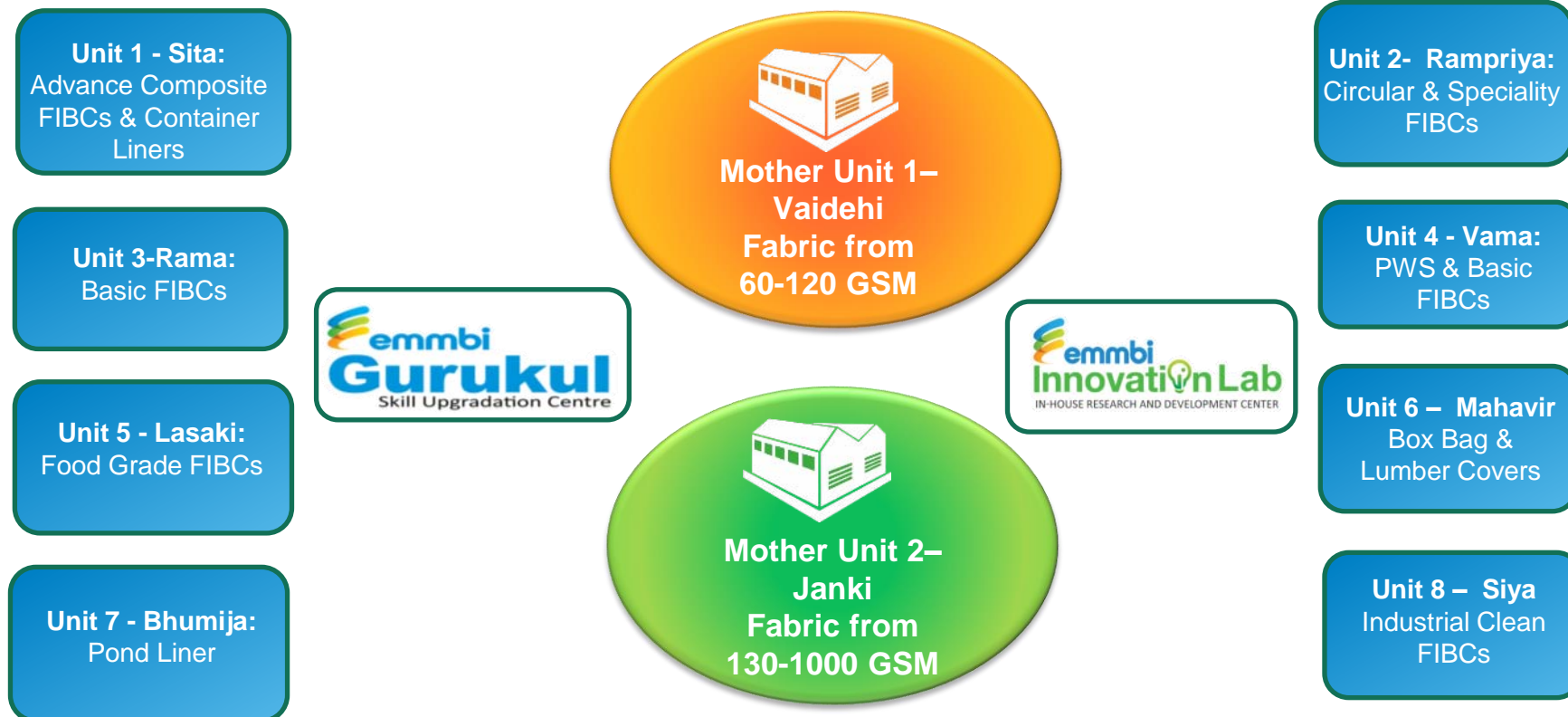
Revenue Breakdown



* Figures as on 30th September, 2020. The revised figures will be published half yearly.

Manufacturing Developments

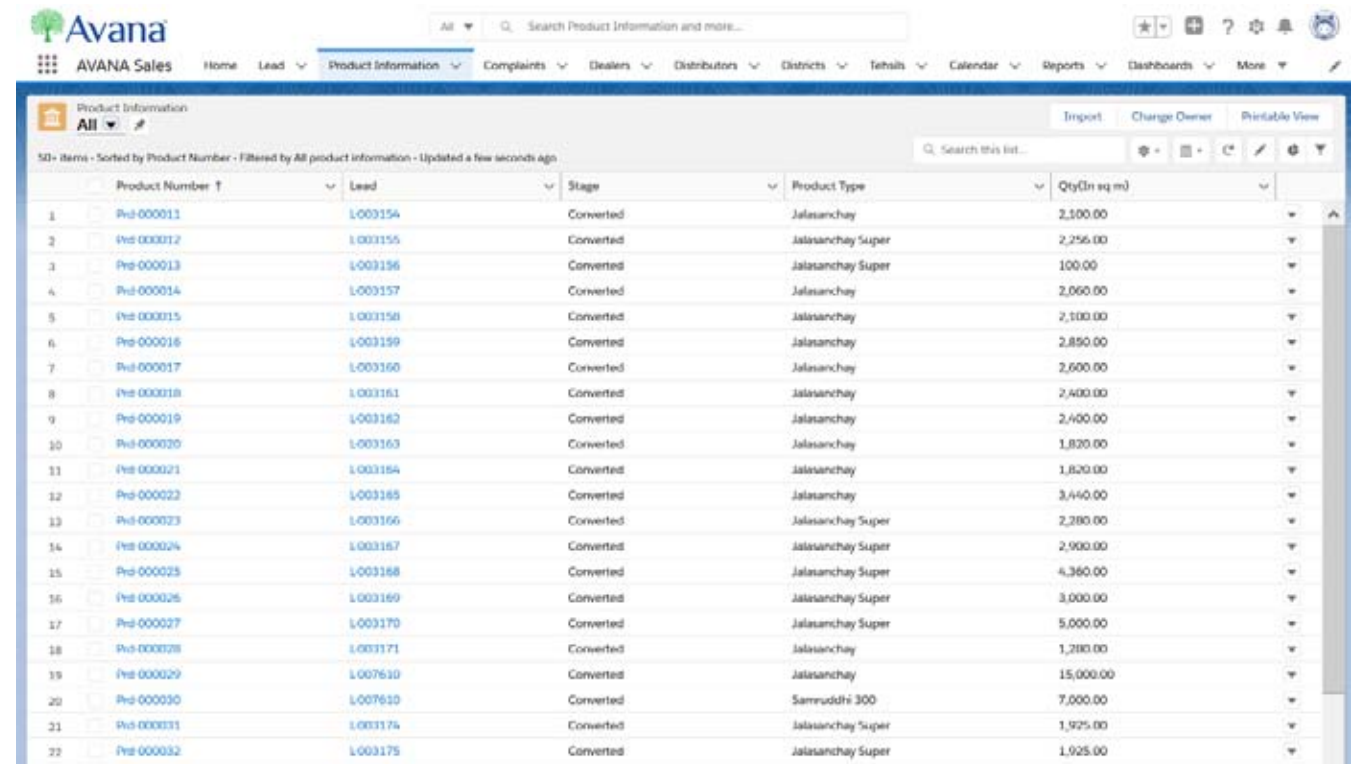
- Creation of an automobile style manufacturing system
 - Different components are manufactured in different units
 - This would lead to improved unit efficiency, and in-turn, helping our profitability



Highlights of the Quarter

SalesForce Implementation

- Effective implementation of customized Customer Relationship Management (CRM) for the sales and service network of Avana through a cloud based software called SalesForce.
- Customization of software as per the specific requirements of Avana to connect sales, installation, pre & post sales service, marketing, etc.
- Benefits of CRM implementation:
 - ✓ Automation of various processes
 - ✓ Improved lead generation and conversion of potential customers
 - ✓ Effective data management
 - ✓ Quick response to complaints
 - ✓ Ease of management as Avana scales up



The screenshot displays the Avana Sales CRM interface. The top navigation bar includes the Avana logo, 'AVANA Sales', and various menu items like Home, Lead, Product Information, Complaints, Dealers, Distributors, Districts, Tehsil, Calendar, Reports, Dashboards, and More. A search bar is present with the text 'Search Product Information and more...'. Below the navigation bar, the 'Product Information' section is active, showing a list of 50 items. The list is sorted by Product Number and filtered by All product information. The table columns are Product Number, Lead, Stage, Product Type, and Qty(In sq.m). The data rows show product details such as Product Number (e.g., Pro-000011), Lead (e.g., 1.003154), Stage (Converted), Product Type (Jalanchay), and Qty (e.g., 2,500.00).

Product Number	Lead	Stage	Product Type	Qty(In sq.m)
Pro-000011	1.003154	Converted	Jalanchay	2,500.00
Pro-000012	1.003155	Converted	Jalanchay Super	2,256.00
Pro-000013	1.003156	Converted	Jalanchay Super	100.00
Pro-000014	1.003157	Converted	Jalanchay	2,060.00
Pro-000015	1.003158	Converted	Jalanchay	2,500.00
Pro-000016	1.003159	Converted	Jalanchay	2,890.00
Pro-000017	1.003160	Converted	Jalanchay	2,600.00
Pro-000018	1.003161	Converted	Jalanchay	2,400.00
Pro-000019	1.003162	Converted	Jalanchay	2,400.00
Pro-000020	1.003163	Converted	Jalanchay	1,820.00
Pro-000021	1.003164	Converted	Jalanchay	1,820.00
Pro-000022	1.003165	Converted	Jalanchay	3,440.00
Pro-000023	1.003166	Converted	Jalanchay Super	2,280.00
Pro-000024	1.003167	Converted	Jalanchay Super	2,900.00
Pro-000025	1.003168	Converted	Jalanchay Super	4,360.00
Pro-000026	1.003169	Converted	Jalanchay Super	3,000.00
Pro-000027	1.003170	Converted	Jalanchay Super	5,000.00
Pro-000028	1.003171	Converted	Jalanchay	1,280.00
Pro-000029	1.007610	Converted	Jalanchay	15,000.00
Pro-000030	1.007610	Converted	Sarvudhi 300	7,000.00
Pro-000031	1.003174	Converted	Jalanchay Super	1,925.00
Pro-000032	1.003175	Converted	Jalanchay Super	1,925.00

Highlights of the Quarter

Brand Ambassador



Mr. Sayaji Shinde, famous Indian film actor has been appointed as a Brand Ambassador for Avana in November, 20.

Mr. Sayaji Shinde is appointed as a Brand Ambassador to represent, promote and endorse various products of Avana .

Television commercials will be released on High TRP Marathi Channels in the state of Maharashtra from February, 20 onwards and soon to be rolled out in other states.

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



Thank You

For more information,
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