

A photograph of a forest path. The left side of the path is heavily shaded and has a blue color cast, while the right side is brightly lit with vibrant green foliage. The path leads into the distance, flanked by tall, thin trees.

Emmbi Industries Limited

Investor Presentation

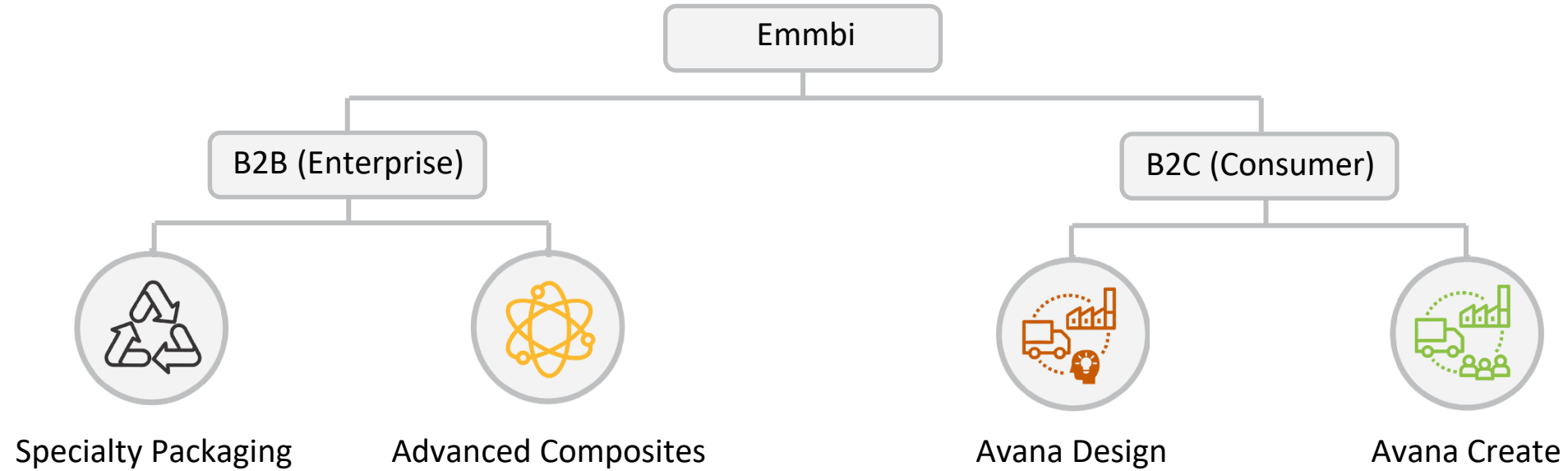
Q4, 2020-2021

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)
 - Flexible Tanks
 - Prabal : Mulpturpose Thread
- 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.
- This range includes:
 - Krishi Rakshak (Mulch Film)
 - Rakshak (Tarpaulin)
 - Anant (Leno Bags)



Financial Highlights



Financial Highlights

Emmbi delivers largest quarterly revenue of Rs.1,088.10 Mn in the history of the Company

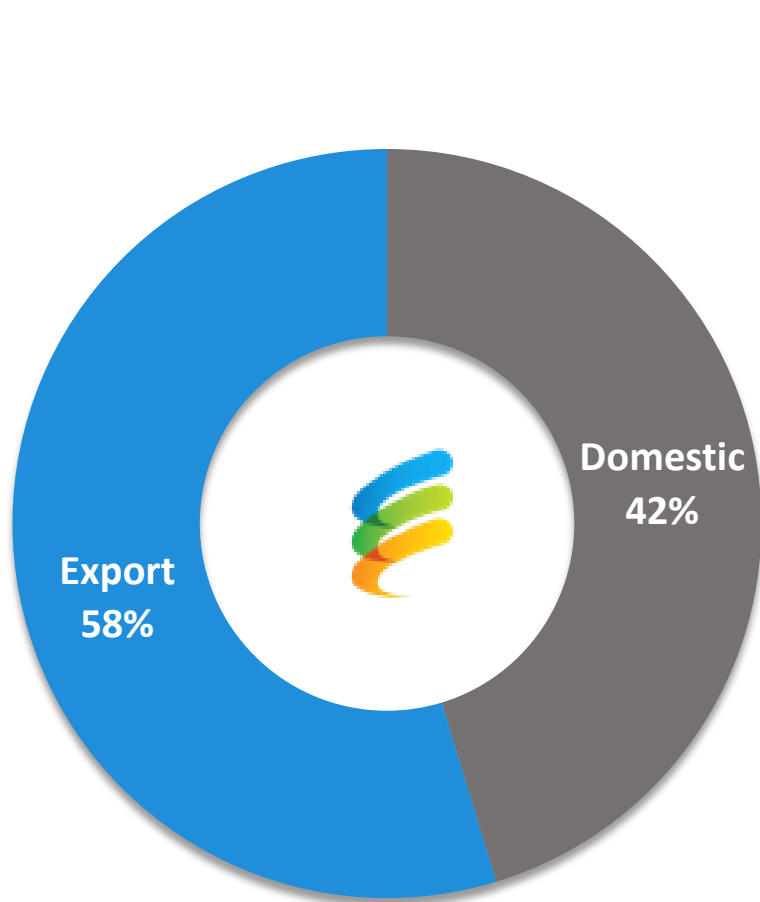
Covid Year (2020-2021)									
(₹ Millions)	Q1 2021	Q2 2021	% Change	Q2 2021	Q3 2021	% Change	Q3 2021	Q4 2021	% Change
Revenues	574.87	671.91	16.88 ↑	671.91	863.46	28.51 ↑	863.46	1,088.16	26.02 ↑
EBIDTA	59.28	62.83	5.99 ↑	62.83	76.11	21.14 ↑	76.11	88.21	15.90 ↑
PAT	10.58	12.02	13.62 ↑	12.02	23.51	95.60 ↑	23.51	30.63	30.24 ↑
EPS	0.60	0.68	13.62 ↑	0.68	1.33	95.60 ↑	1.33	1.73	30.24 ↑

Financial Highlights

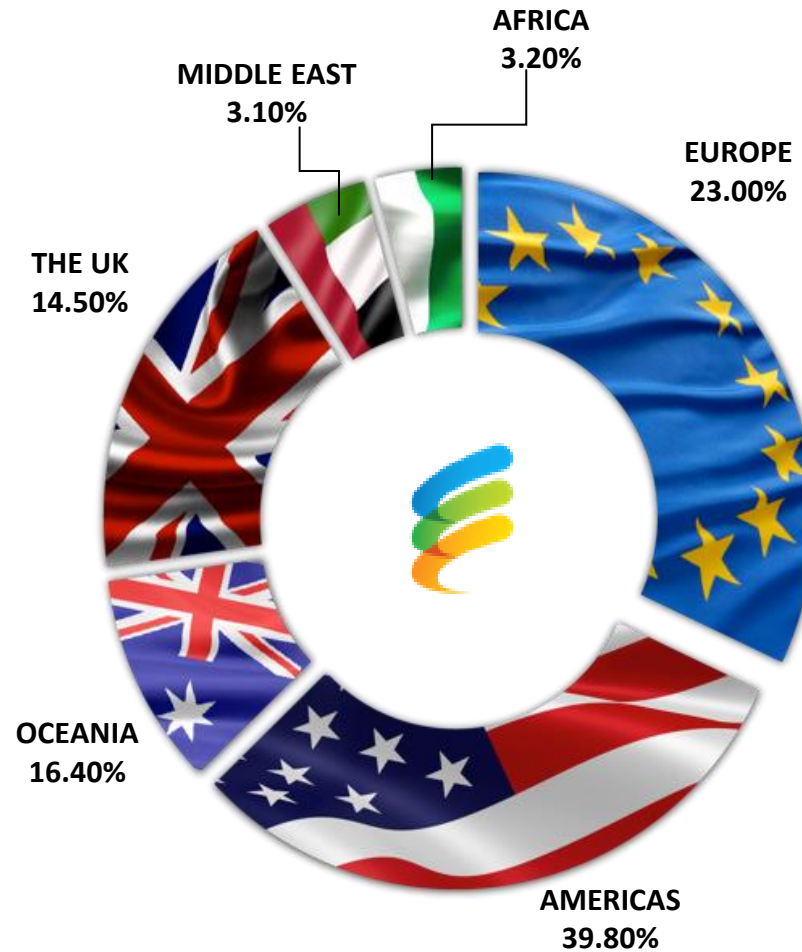
Emmbi achieved 30.24% growth in profit Q4FY21 as compared to Q3FY21

(₹ Millions)	Q4 2020	Q4 2021	% Change
Revenues	846.62	1,088.16	28.53
EBIDTA	86.40	88.21	2.09
PAT	37.44	30.63	(18.20)
EPS	2.12	1.73	(18.20)

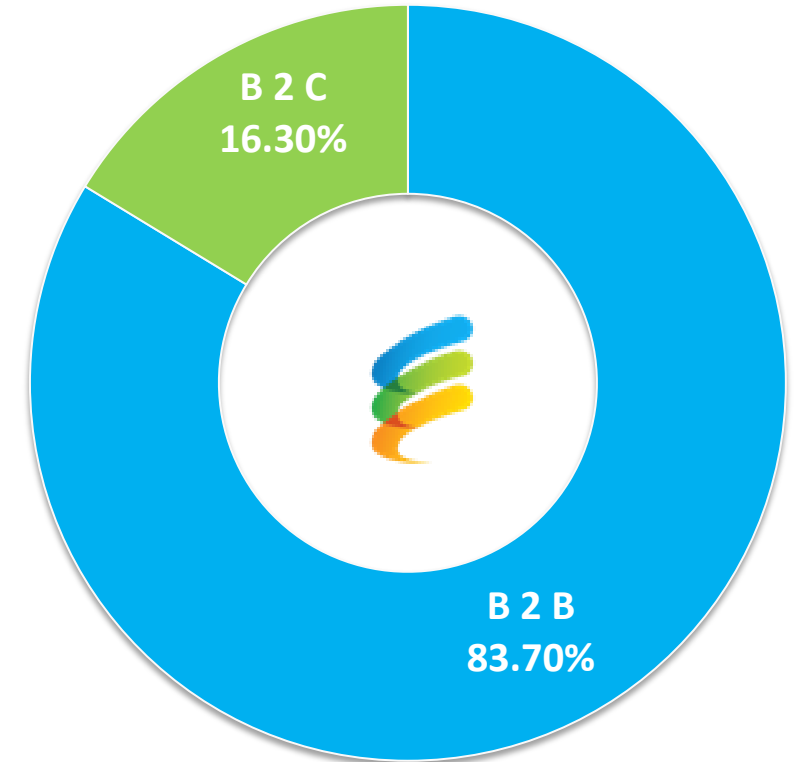
Revenue Breakdown



Markets



Export Geographies

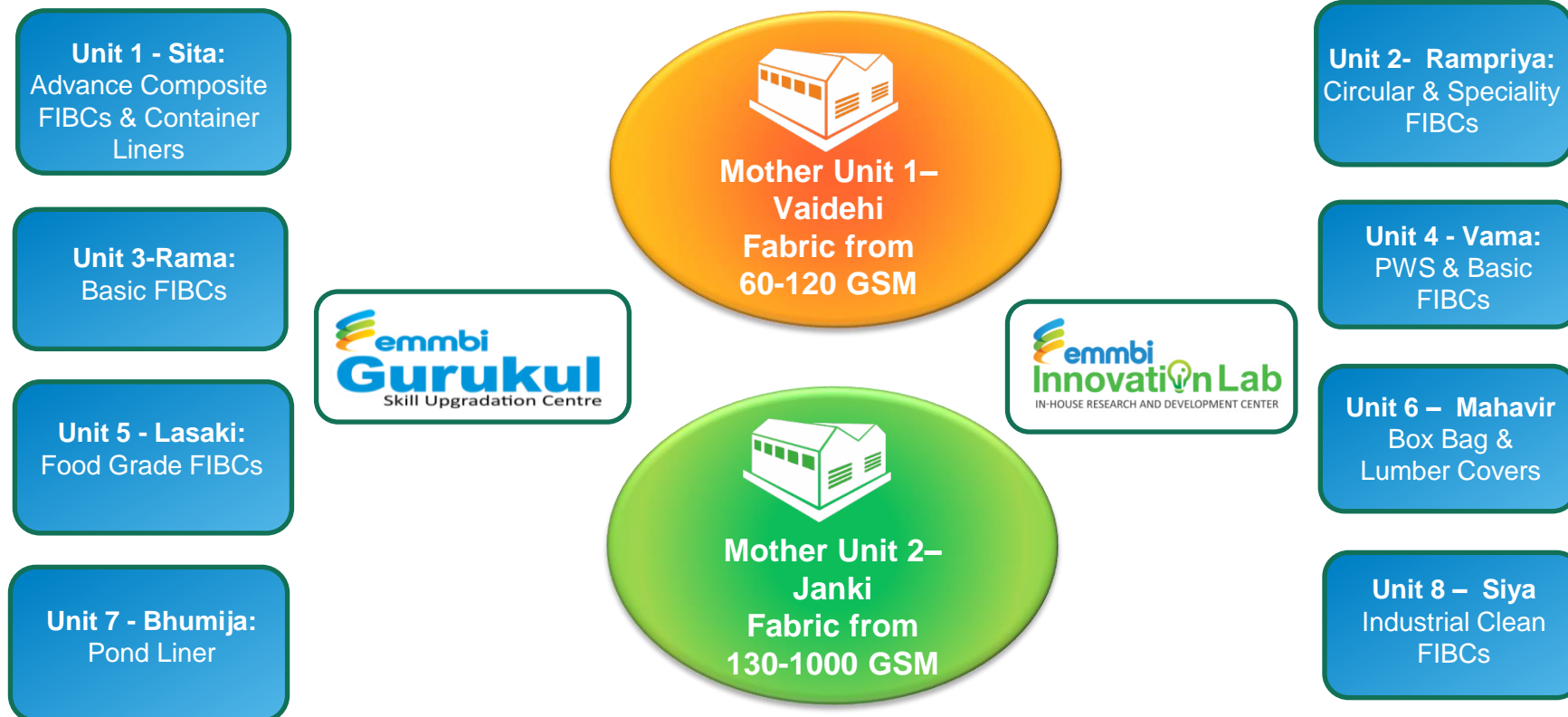


B2B vs B2C

* Figures as on 31st March, 2021. 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

Brand Ambassador



- Mr. Sayaji Shinde is appointed as a Brand Ambassador to represent, promote and endorse various products of Avana.
- Television commercials were aired in March, 21 on Tv9, ABP Majha, Zee Marathi, and a few other leading channels.
- The response was very positive on the Television commercial from multiple stakeholders including retailers, farmers, and thought leaders in the rural market.
- The success of television commercial led to generation of over 1,000 leads, that will generate good business in Q1 of FY22.
- The television commercial is uploaded on Youtube and can be viewed using the link: <https://youtu.be/oJEK763gjDg>

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



Measures and steps taken to deal with COVID response

Supply of Free Equipments, Medicines & Sanitization

Till date the Company has provided free vaccinations to 40%+ of its strength of employees and workers through various Medical Camps



Measures and steps taken to deal with COVID response

Supply of Free Equipments, Medicines & Sanitization

- To mitigate the impact of disruptions caused by the second wave of Covid pandemic, the Company has taken various steps at its Silvassa Factories and Mumbai Office:
 - Procurement of 1 Bipap Ventilator and 2 Respiratory Oxygen Concentrator Machines
 - Covid-19 Rapid Antigen Card Test for its workers and employees
 - Preventive Medication as suggested by Medical Professionals were freely distributed on weekly basis to workers, employees and their families in form of Ayurvedic Immunity Booster Tablets, Vitamin C & Zinc Tablets and ORS Sachets

Bipap Ventilator



Measures and steps taken to deal with COVID response

Sanitization & Safety Measures

- Frequent spraying of Sodium Hypochlorite on machines, surfaces, doorknobs, handles, etc every two hours. Sanitization of all vehicles and containers entering the factory premises
- Mandatory Sanitization of all workers, employees, visitors, etc at all entry and exit points. Thermal screening of individuals entering the factory premises
- Ready availability of Pulse Oxymeters at its Silvassa Factories and Mumbai Office
- Free distribution of face masks, face shields, hand sanitizers and hand gloves
- New workers were admitted only on Negative RT-PCR Test which was arranged by Company for free of cost
- Free food and medicines were provided to workers and staff who were Covid positive or whose building/society/colony was sealed by the local administration

Measures and steps taken to deal with COVID response

Emmbi's Covid Warriors

- “Self Help” Groups were created to provide support to Company’s employees and workers
- Emmbi’s Covid Warriors provided timely help to employees who were Covid Positive in the form of sourcing medicines, arranging for healthy, home-cooked meals to finding vacant hospital beds, providing financial assistance, taking timely updates from doctors on employee's health and communicating to their families, making arrangements for medical examinations and reports, etc
- Visiting colleagues in the hospital regularly, sometimes with food, sometimes with medicines. At other times just to keep their colleagues' company

A photograph of a forest path. The left side of the image is tinted with a deep blue color, showing a dense forest of tall, thin trees. The right side is tinted with a vibrant green color, showing a similar forest but with more sunlight filtering through the leaves. A dirt path runs down the center, separating the two color zones.

Thank You

For more information,
please contact Emmbi
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info@emmbi.com