


A close-up photograph of several pink flower buds on a branch, set against a dark, textured background. The buds are in various stages of development, with some showing more color than others.

Emmbi Industries Limited

Q1 FY 22, Investor Presentation

A close-up photograph of several purple flower buds on a stem, set against a dark, blurred background. The buds are in various stages of development, with some showing more color than others.

“It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change.”

- Charles Darwin

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.

Redefining Product Verticals



Better representation of business



Higher transparency and clarity for shareholders and other external stakeholders

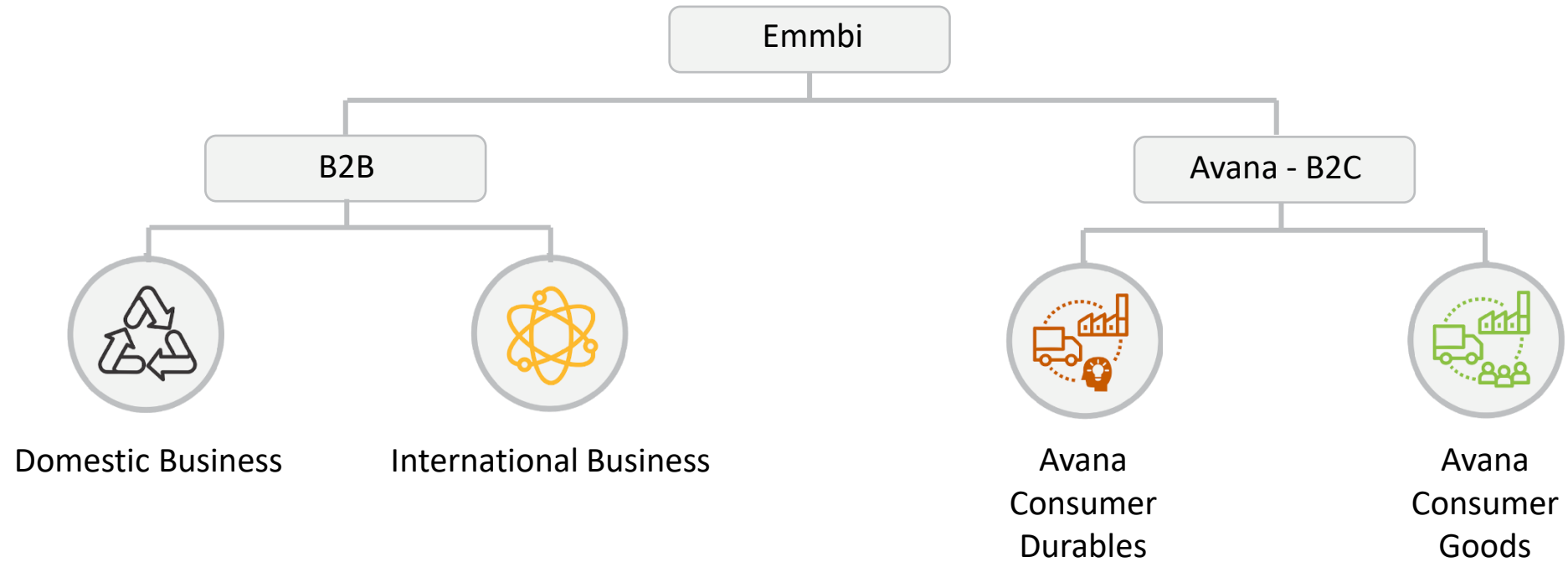


Redefining business priorities to cope with contingencies such as COVID



Focus on sales and distribution

Emmbi's verticals, redefined



International Business

- Major Products: Industrial Packaging, Container Liners, Advanced Composites
- Major Sectors: Pharmaceuticals, FMCG, Chemicals, Food, Construction, Automobiles
- Major Geographical Markets: 66 Countries worldwide



Domestic Business

- Major Products: Industrial Packaging
- Major Sectors: FMCG, Automobiles, Chemicals, Food
- Major Geographical Markets: Maharashtra, Gujarat, Madhya Pradesh, Goa, Karnataka, Delhi-NCR, Dadra and Nagar Haveli and Daman and Diu



Avana Consumer Durables

- Major Products: Avana Jalasanchay, Avana Jalasanchay Super
- Major Sectors: Water Conservation, Agriculture, Aquaculture
- Major Geographical Markets: Maharashtra, Rajasthan, Karnataka, Madhya Pradesh, Punjab, Haryana



Avana Consumer Goods

- Major Products: Avana Kapila Murughas Bag, Avana Anant Leno Bag, Avana Tank, Avana Rakshak Tarpaulin, Avana Prabal Thread
- Major Sectors: Agriculture, Agri-inputs, Agri-packaging, Dairy
- Major Geographical Markets: Maharashtra





Financial Highlights

2022: The Bounce Back



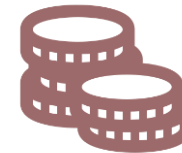
Increased
production
efficiency



Strong export order
book



Agricultural retail
restrictions removed



US/Europe
Economic Growth

Q1 FY22 Emmbi's Largest Quarter Ever

Financial Highlights (FY 21 vs. FY 22)

Revenue grows by 112.79%, PAT and EPS up by 322.74%



(₹ Millions)	Q1 FY 21 (Covid)	Q1 FY 22 (Current)	% Growth
Revenues	574.87	1,223.28	112.79
EBIDTA	59.28	111.22	87.62
PAT	10.58	44.73	322.74
EPS	0.60	2.53	322.74

Financial Highlights (FY 20 vs. FY 22)

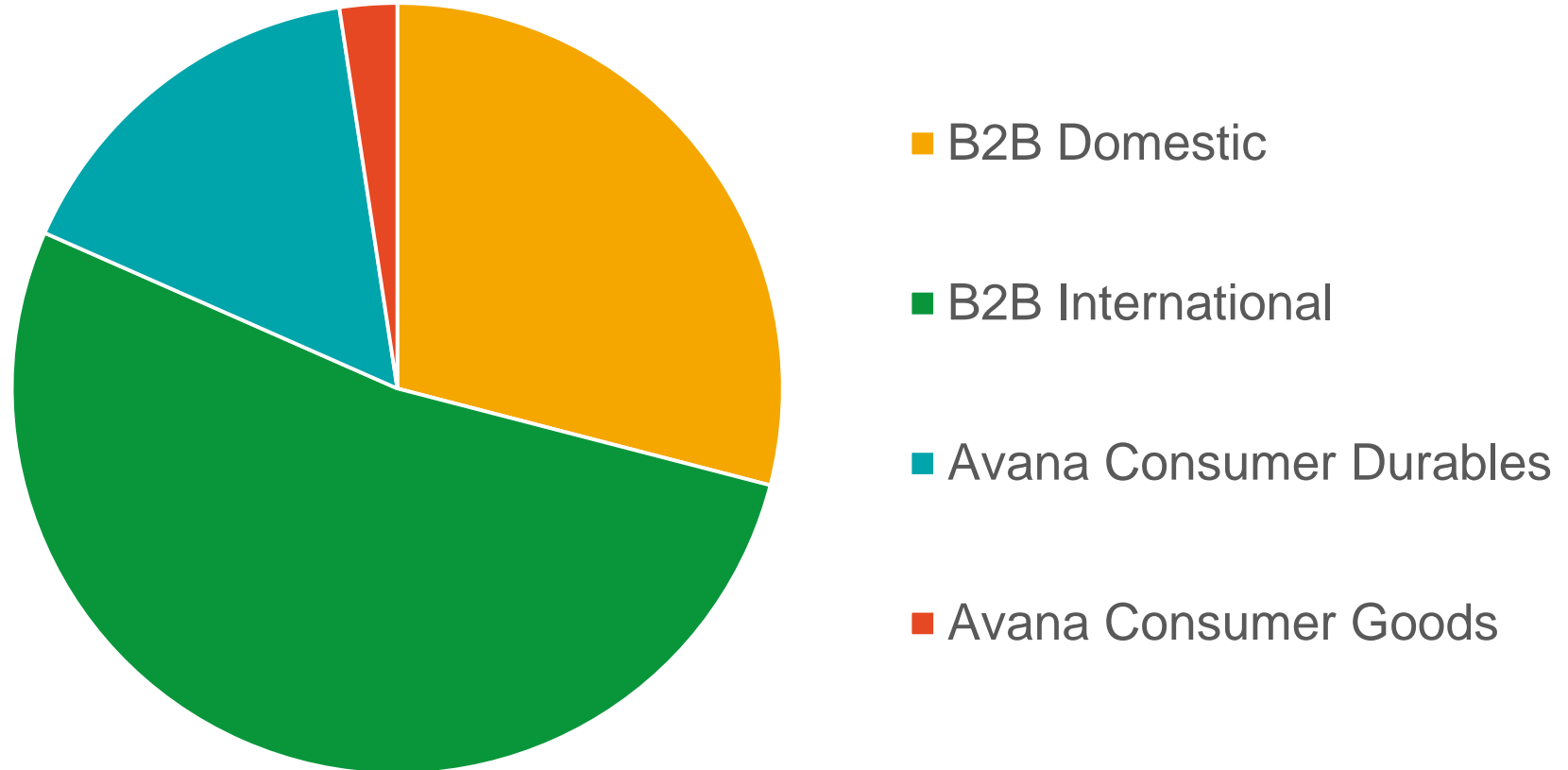
Revenue grows by 66.43%, PAT and EPS up by 30.23%



(₹ Millions)	Q1 FY 20 (Pre-Covid)	Q2 FY 22 (Current)	% Growth
Revenues	734.99	1,223.28	66.43
EBIDTA	92.50	111.22	20.24
PAT	34.35	44.73	30.23
EPS	1.94	2.53	30.23

Vertical-wise Breakdown

Vertical-wise Revenues





Q1 Highlights

- Largest quarter in Emmbi's history, by Revenue
- 46% EPS Growth from Q4 FY21 to Q1 FY22
- Avana's New Consumer Goods Business set to achieve the annual Rs. 100 Mn Target

A close-up photograph of a person's hand in a dark suit jacket placing a wooden block on top of a staircase-like structure made of several rows of wooden blocks. The blocks are arranged in a way that each row is slightly higher than the previous one, creating a step-like effect. The background is blurred, showing a stone wall.

Long-Term Growth Drivers

Growth Drivers: Emmbi

Packaging growth is directly correlated to GDP growth

Debottlenecking manufacturing facility created ability to produce higher quantities, with better margins

Focus on sustainable industrial packaging, registering the Emmbi ReClaim trademark

New range of barrier packaging, high potential in the domestic packaging business

Growth Drivers: Avana

Asset-light model with partner manufacturers

Growth in Avana's brand loyalty

Focus on consumer marketing through advertisements, YouTube collaborations, etc.

Quicker Go-To-Market Strategies

Cross-Selling / Up-Selling Products



Thank You

For more information,
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