



Emmbi Industries Limited

Q2 FY 22, Investor Presentation

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

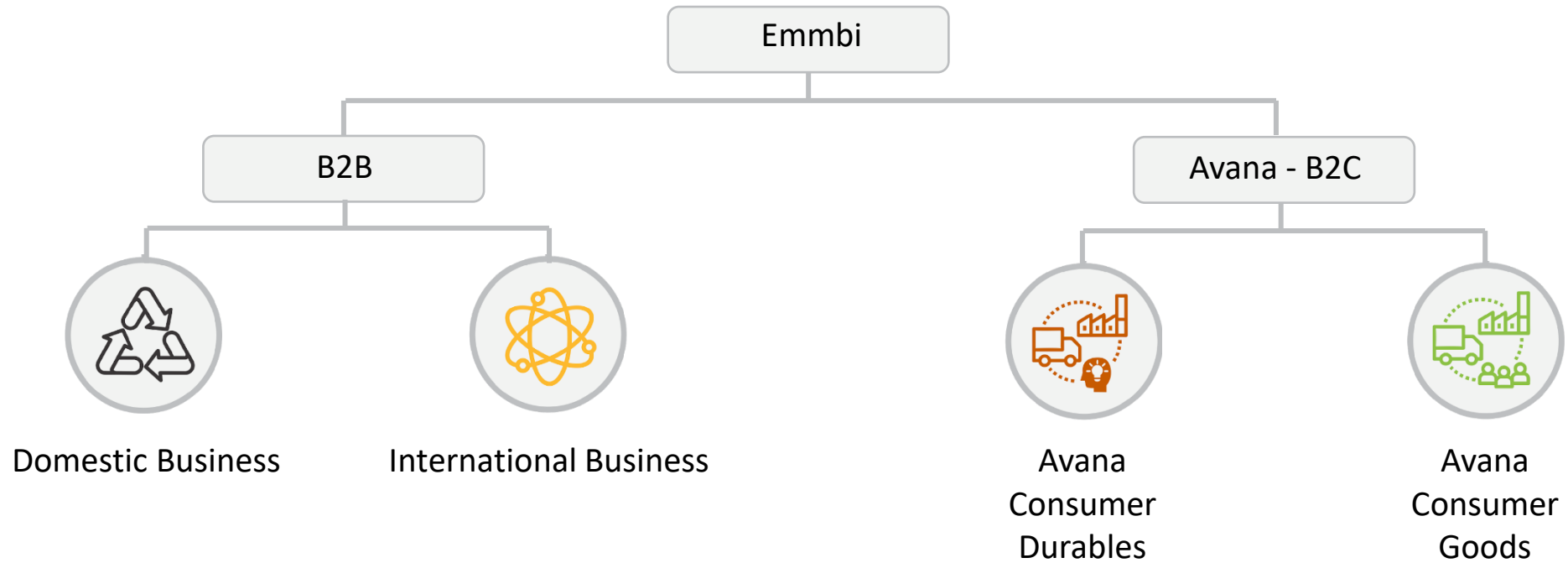


Redefining business priorities to cope with contingencies such as COVID



Focus on sales and distribution

Emmbi's verticals, redefined



International Business

- Major Products: Industrial Packaging, Advanced Composites, Container Liners
- 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



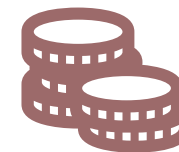
Increased
production
efficiency



Strong Export order
book



Agricultural retail
restrictions removed



US/Europe
Economic Growth



Q2 FY22 - Financial Highlights
Emmbi's
Largest Quarter Ever (Again)

Q2-21 vs. Q2-22

Revenue grows by 96.66%, PAT and EPS up by 308.30%

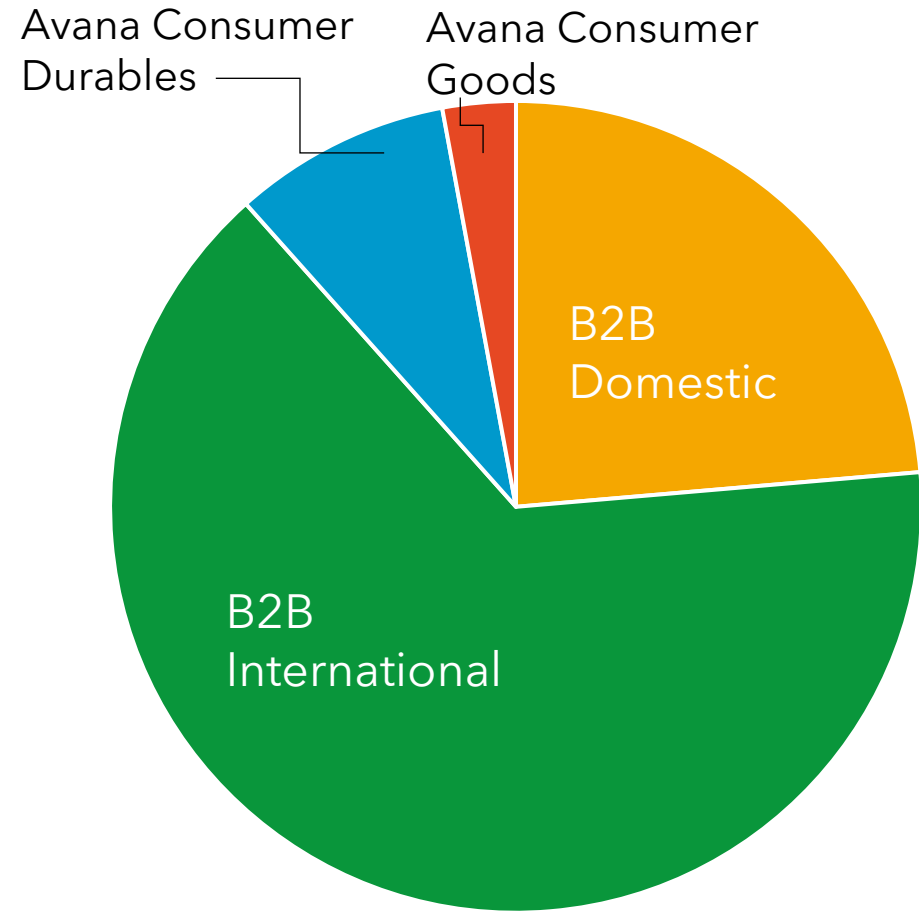
| (₹ Millions) | Q2 FY 21 | Q2 FY 22 | % Growth Y-o-Y |
|--------------|-------------|-------------|-------------------|
| Revenues | 671.91 | 1321.35 | 96.66 |
| EBIDTA | 62.83 | 125.35 | 99.50 |
| PAT | 12.02 | 49.08 | 308.30 |
| EPS | 0.68 | 2.77 | 308.30 |

H1-21 vs. H1-22

Revenue grows by 104.10%, PAT and EPS up by 315.06%

| (₹ Millions) | H1 FY 21 | H1 FY 22 | % Growth |
|--------------|----------|----------|----------|
| Revenues | 1246.77 | 2544.63 | 104.10 |
| EBIDTA | 122.12 | 235.48 | 92.83 |
| PAT | 22.60 | 93.81 | 315.06 |
| EPS | 1.28 | 5.30 | 315.06 |

Vertical-wise Breakdown



Q2 Highlights

- To enhance the brand visibility in rural areas Avana has tied-up with various local *Krushis Seva Kendras* and Agri-hardware shops
- Avana has tied-up with 500+ such retail shops across Maharashtra
- The goal for FY22 is to target 2000 Agri-retail shops

Avana brands 500 Retail Stores!



Social Media Influencer Marketing

Link for Avana Youtube Influencer Collaboration

- <https://youtu.be/BKmry1ZLvt0> Avana Tank
- https://youtu.be/AC_KbmkRqME Avana Kapila Murghas Bag
- <https://youtu.be/yrBa9pTNoro> Avana Kapila Murghas Bag

Link for Television Advertisements on Youtube for Avana Kapila Murghas Bag

- <https://youtu.be/cNqSWr5xFP0>
- <https://youtu.be/TZymkkNsXw4>
- <https://youtu.be/OXIHHLlrj9c>
- <https://youtu.be/giMTPmTjfjQ>
- <https://www.youtube.com/watch?v=jk7Z4YGhmLc>
- <https://youtu.be/eFtIW3RuImk>



A close-up photograph of a person's hand in a dark suit jacket and light-colored shirt, carefully 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 a blurred, textured surface, possibly stone or concrete.

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 higher 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 (GTM) Strategies

Cross-Selling / Up-Selling Products

Thank You

For more information,
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