

Emmbi Industries Limited

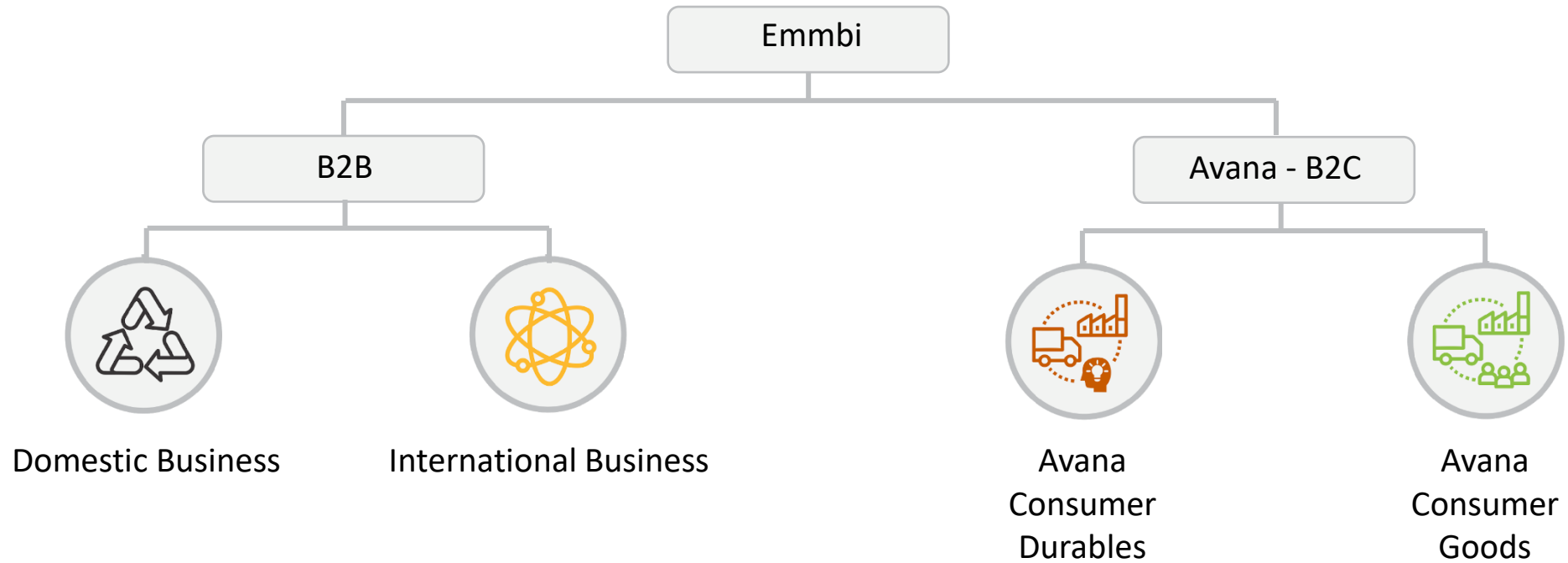
Q3 FY 22, Investor Presentation

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.

Emmbi's Verticals



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



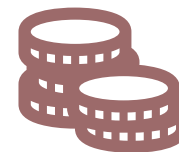
Increased
production
efficiency



Strong Export order
book



Agricultural retail
restrictions removed



US/Europe
Economic Growth

Q3 FY22 - Financial Highlights

Q3-21 vs. Q3-22

Revenues up by 48.44%; PAT up by 115.19%

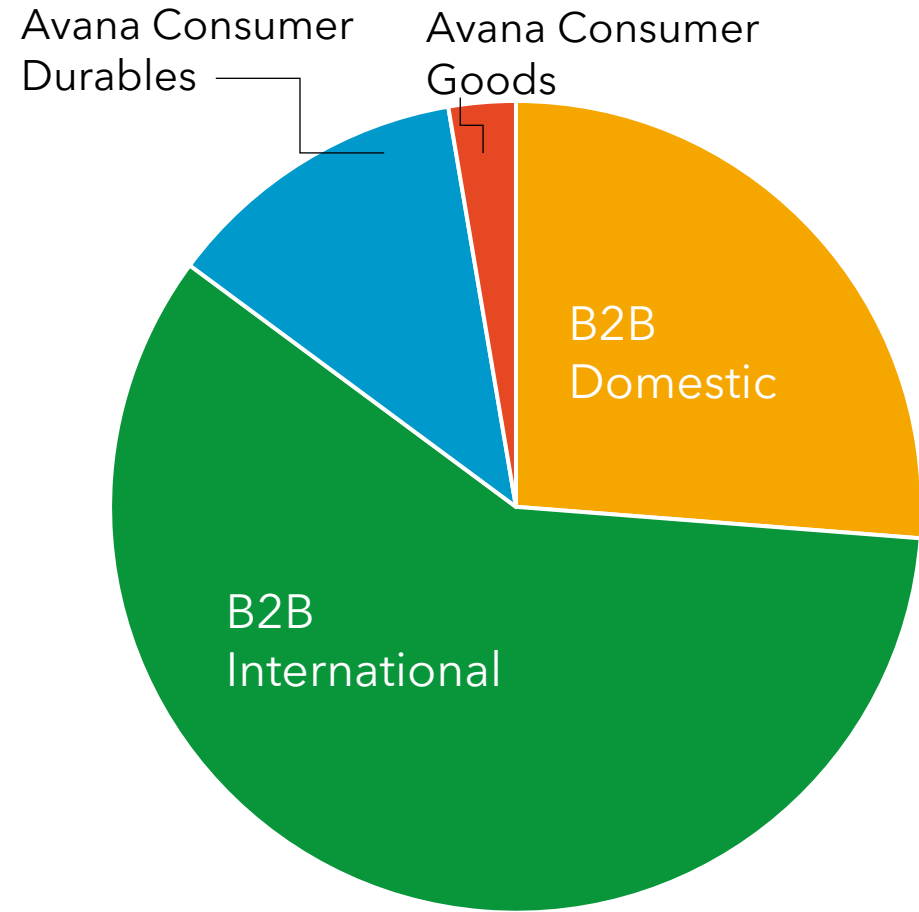
(₹ Millions)	Q3 FY 21	Q3 FY 22	% Growth Y-o-Y
Revenues	863.46	1,281.73	48.44
EBIDTA	76.11	127.18	67.10
PAT	23.51	50.60	115.19
EPS	1.33	2.86	115.19

9M-21 vs. 9M-22

Emmbi crosses FY 21 Revenue within eight months of FY 22

(₹ Millions)	9M FY 21	9M FY 22	% Growth
Revenues	2,110.23	3,826.35	81.32
EBIDTA	198.23	361.56	82.40
PAT	46.12	144.41	213.15
EPS	2.61	8.16	213.15

Vertical-wise Breakdown



Figures as on 30.09.2021

Q3 Highlights

- To cater to the UK's new plastic packaging tax, Emmbi has launched the Reclaim30 range
- Emmbi on path to become zero-waste company by June 2022
- Manpower efficiency reaches industry-high
- Avana Mulch Film launched successfully - capacity expansion planned in FY23
- AI powered inventory tagging system that is improving supply chain efficiency

Launching Emmbi Reclaim30

- Reclaim30 is Emmbi's range of sustainable plastic packaging, which uses 30%+ recycled polypropylene
- Emmbi is positioning itself as the one-stop-shop for such sustainable packaging products by combining superior quality with a strong understanding of laws & paperwork
- The Reclaim30 Trademark has been applied for registration in select countries across the globe



emmbi™
Reclaim30
30% Recycled Polypropylene

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,
please contact Emmbi
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