

A close-up, high-speed photograph of a bright yellow-green tennis ball in mid-air, just above a white baseline on a green tennis court. The ball is slightly out of focus, and a spray of white dust or sand is visible at the point of contact with the baseline. The background is a dark, blurred green, suggesting the rest of the court and surrounding area.

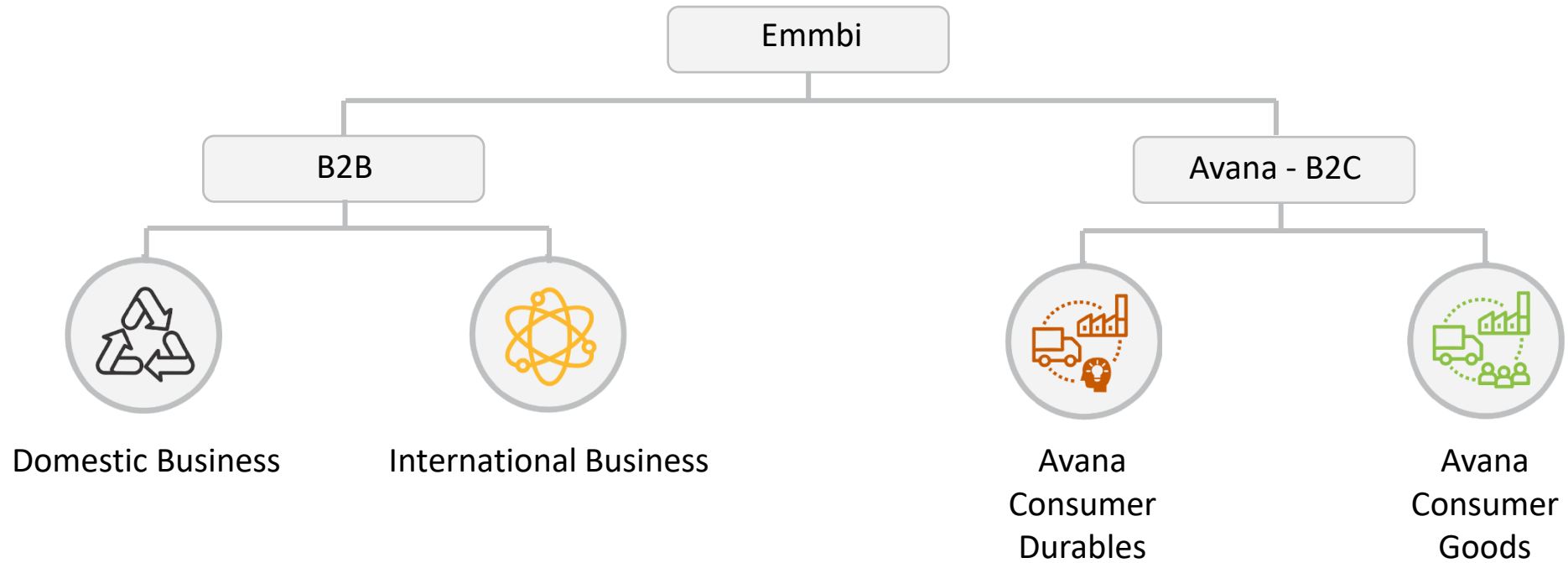
**Emmbi Industries Limited**  
**FY 22, Investor Presentation**

# 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

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# 2022: The Bounce Back

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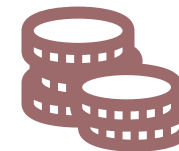
Increased  
production  
efficiency



Strong Export order  
book



Agricultural retail  
restrictions removed



US/Europe  
Economic Growth

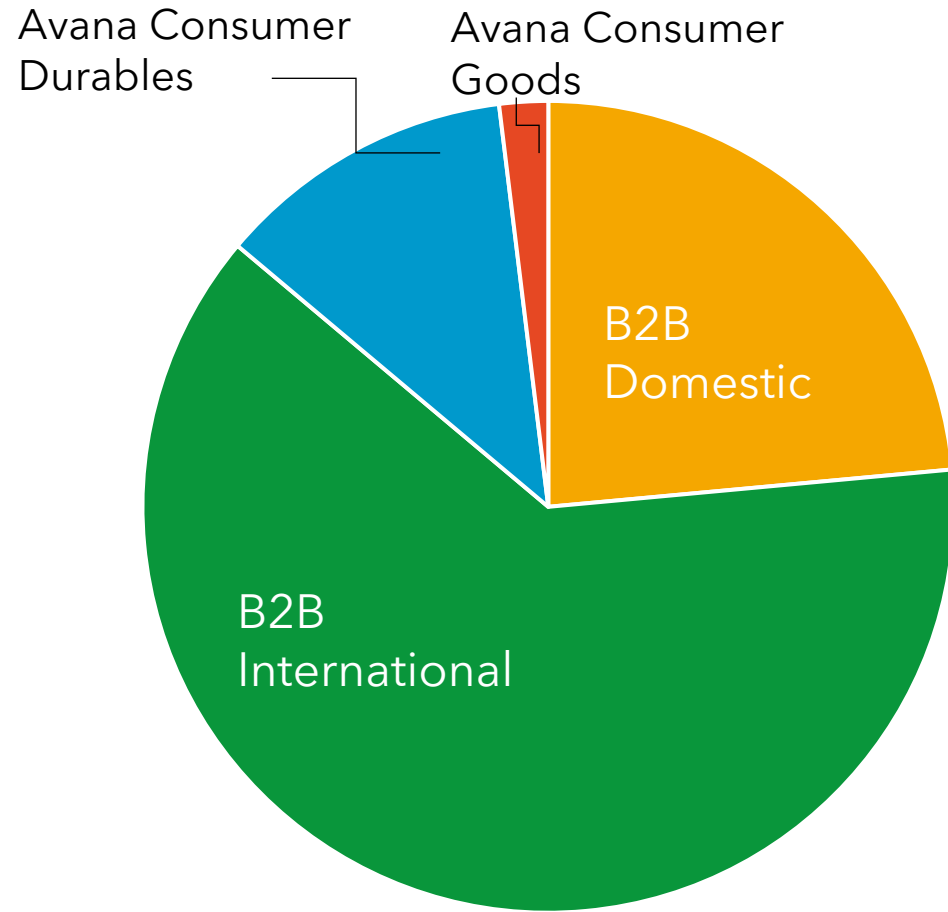
# FY22 - Financial Highlights

# FY21 vs. FY22

Revenues up by 59.6%; PAT up by 148%

(₹ Millions)	FYE2021	FYE2022	Q4 2021	Q4 2022
Revenues	3,198.39	<b>5,103.69</b>	1,088.16	<b>1,277.34</b>
EBIDTA	286.43	<b>492.08</b>	88.21	<b>128.33</b>
PAT	76.74	<b>190.33</b>	30.63	<b>45.92</b>
EPS	4.34	<b>10.76</b>	1.73	<b>2.60</b>
BV	76.40	<b>86.71</b>	NA	<b>NA</b>
Working Cap Days	149	<b>96</b>	NA	<b>NA</b>

# Vertical-wise Breakdown



Figures as on 31.03.2022

# Growth Composition

Division	Growth%
B2B International	73.24%
B2B Domestic	43.11%
Avana Consumer Durables	20.77%
Avana Consumer Goods	560.00%
<b>Total</b>	<b>59.57%</b>

Figures as on 31.03.2022

# Q4 Highlights

- To cater to the UK's new plastic packaging tax, Emmbi launched the Reclaim30 range in Q3
  - In Q4, Emmbi commercially billed \$1 Million+ in this product line
- Emmbi on path to become zero-waste company by FY23
  - Net wastage reduced by 50% (during Q4)
- Avana Mulch Film launched successfully - capacity expansion planned in FY23
- Capacity utilization reaches all time high of 90%

## 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 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

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Packaging growth is directly correlated to GDP growth

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

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Focus on sustainable industrial packaging, registering the Emmbi ReClaim trademark

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

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# Growth Drivers: Avana

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Asset-light model with Partner Manufacturers

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Growth in Avana's brand loyalty

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Focus on consumer marketing through Advertisements, YouTube collaborations etc.

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Quicker Go-To-Market (GTM) Strategies

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Cross-Selling / Up-Selling Products

# Thank You

For more information,  
please contact Emmbi  
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