



**Emmbi Industries Limited**

**Q1 FY 23,**

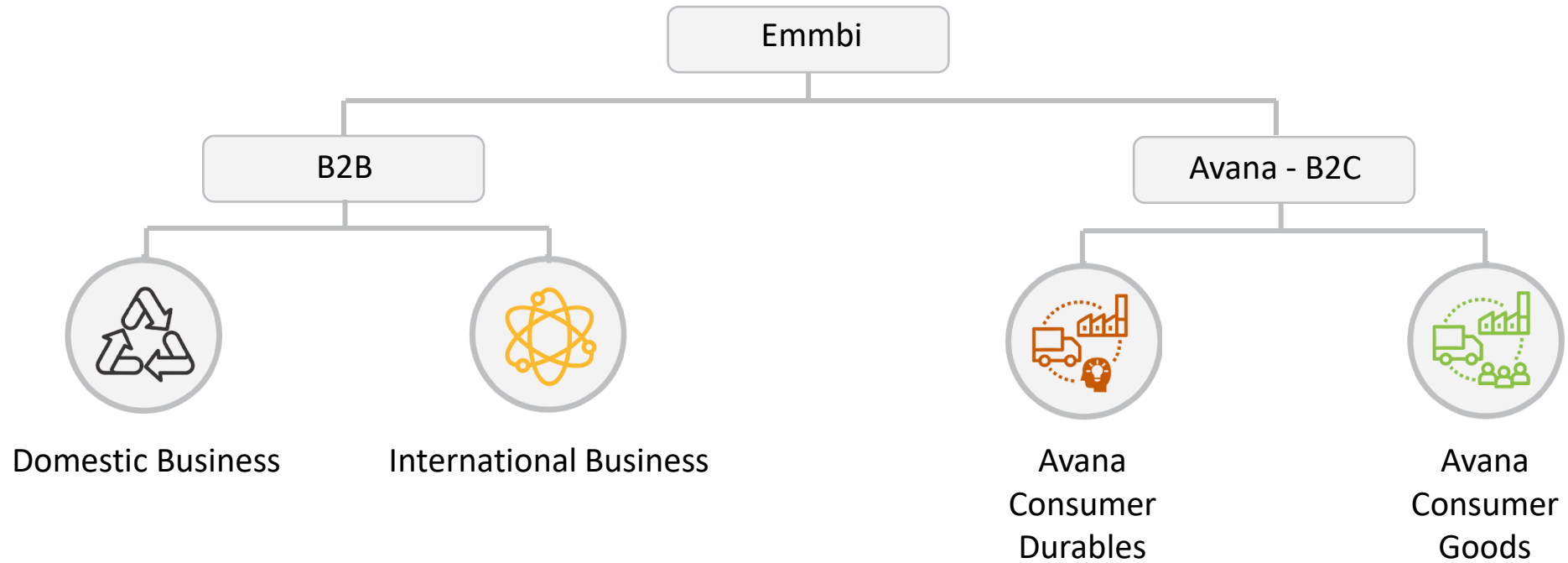
**Investor Presentation**

# 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: 70 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, U.T. of Dadra & Nagar Haveli and Daman & 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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SALES





# The Bounce Back

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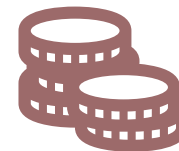
Increased  
production  
efficiency



Strong Export order  
book



Agricultural retail  
restrictions removed

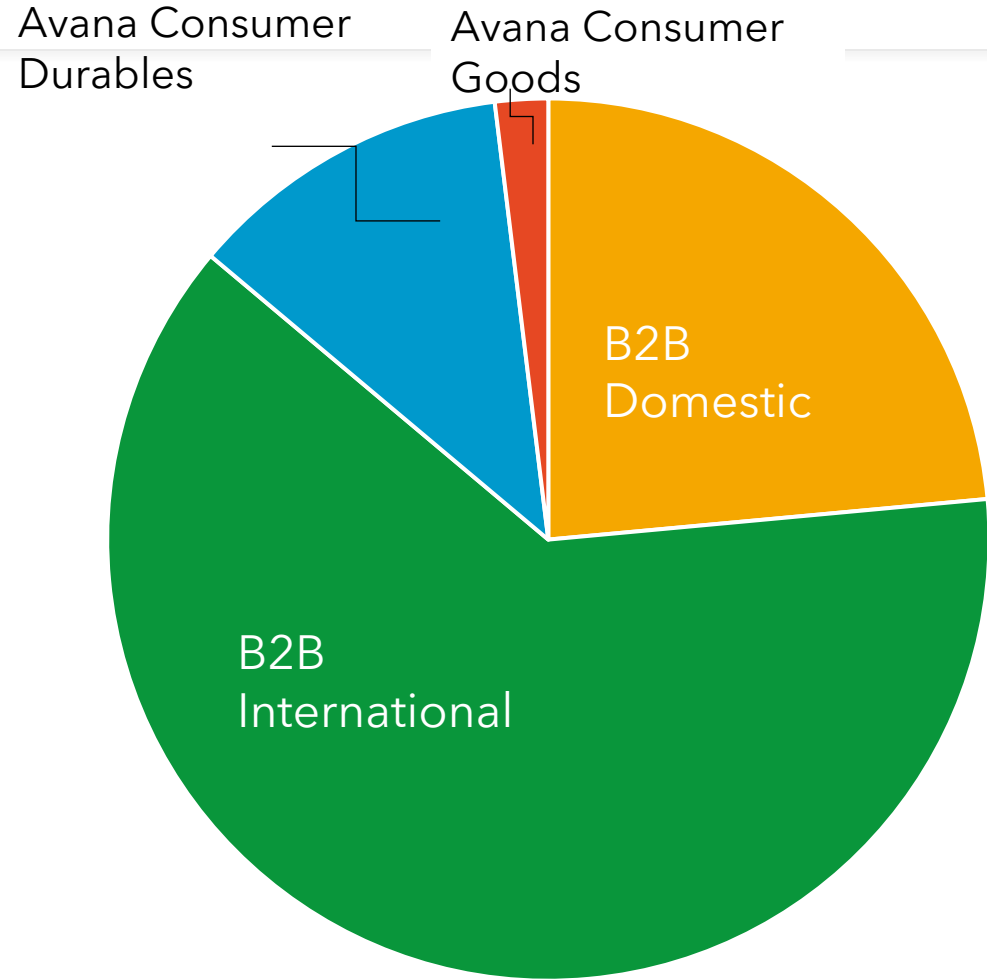


US/Europe  
Economic Growth

# Financial Highlights

(₹ Millions)	Q1 2022	Q1 2023
Revenues	1,223.28	<b>1,236.73</b>
EBIDTA	111.22	<b>106.07</b>
PAT	44.73	<b>30.31</b>
EPS	2.53	<b>1.71</b>

# Vertical-wise Breakdown



(Figures as on 31.03.2022. Figures will be updated on half yearly basis on 30<sup>th</sup> Sept 2022)

# Q1 Highlights

- To cater to the UK's new plastic packaging tax, Emmbi launched the Reclaim30 range. The product which was launched in last year is now commercial success. Company is now working on designing products with higher contain of rPP
- Emmbi on path to become zero-waste company by FY23. We are right on track for the same and are sure to reach the ambitious target
- Avana Mulch Film launched successfully - Capacity expansion planned in FY23 : A new Building is Identified and Leased and the Machinerics are finalized and the order finalization process will be completed by end of August, 2022 and the deliveries of the machinerics are expected to complete in next 90 days.

# ESG Through Emmbi Reclaim30



Reclaim30 is Emmbi's range of sustainable plastic packaging, which uses 30%+ recycled polypropylene

New trials are now successful to produce some of the Avana Retail Range of products. This will be very pathbreaking innovation for the company

The Reclaim30 Trademark has been applied for registration in select countries across the globe

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 Investor Services at [info@emmbi.com](mailto:info@emmbi.com)