



Emmbi Industries Limited

Q2 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.



Brighter Every Way

Business Verticals



International
Packaging Business



Domestic
Packaging Business



Avana Consumer Durables
- Water Conservation



Avana Consumer Goods
- Agri Polymer



International Packaging Business

- Major Products: Industrial Packaging, Advanced Composites, Container Liners
- Major Sectors: Pharmaceuticals, FMCG, Chemicals, Food, Construction, Automobiles
- Major Geographical Markets: 70 Countries worldwide



Domestic Packaging 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 - Water Conservation

- 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 – Agri Polymer

- 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



H1 FY23

Half yearly

Financial Highlights

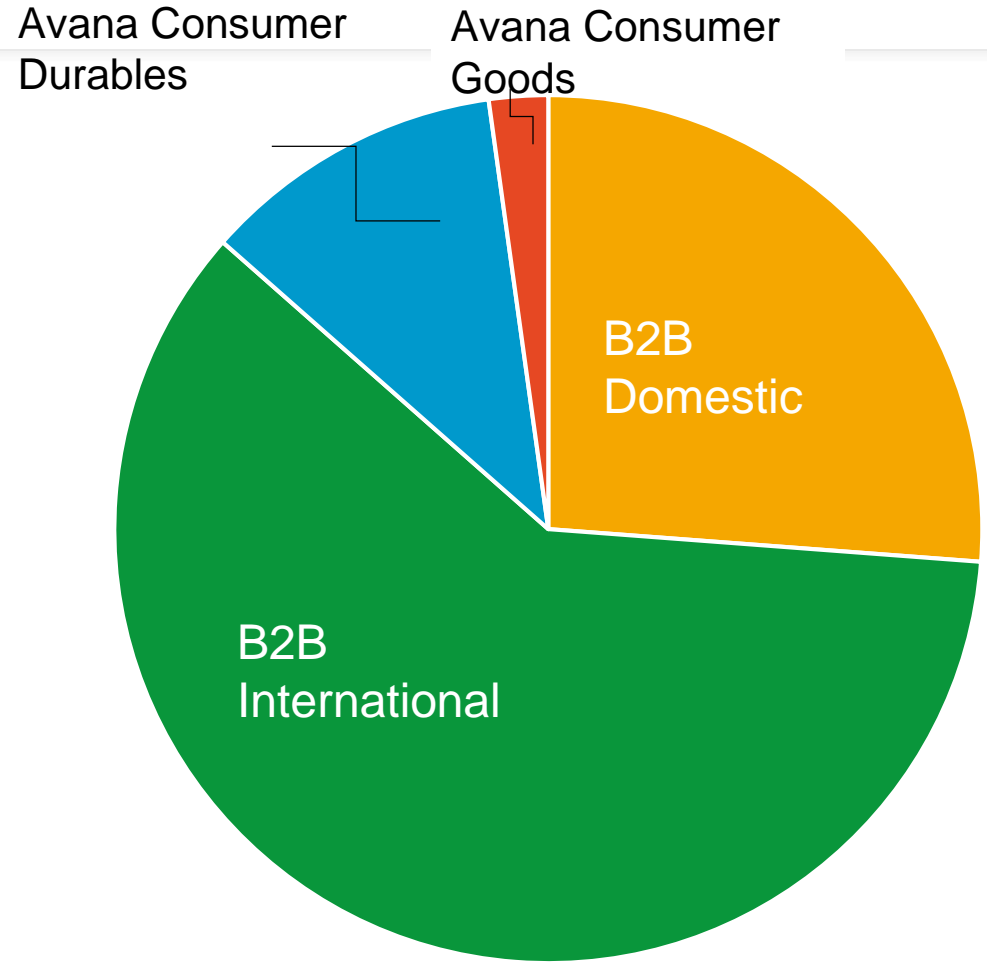
SALES



Financial Highlights

| (₹ Millions) | H1 FY22 | H1 FY23 |
|--------------|---------|---------|
| Revenues | 2544.63 | 2275.54 |
| EBIDTA | 235.48 | 204.06 |
| PAT | 93.81 | 54.90 |
| EPS | 5.30 | 3.10 |

Vertical-wise Breakdown



(Figures as on 30.09.2022. Figures will be updated on half yearly basis on 31st March 2023)

Q2 Review

In order to mitigate the impact caused due to slowdown and high uncertainty in the EU region on account of the challenging situations the Company has taken following steps:

Steps to Increase Revenue

- Increase the Focus on Domestic packaging business
- Stabilising Avana Revenue Streams
- Efforts to increase US & Oceania Region Exports to counter the impact of reduced exports to the EU.

Q2 Review

Steps to Reduce Operating Costs:

- Improving operational margins
- Optimising RM Purchases
- Flexible Manpower usage

We have initiated all the efforts to increase the revenue and bring down the cost under control the real effect will yield results over the next two quarters.

A high-speed photograph of a yellow tennis ball hitting a pool of water, creating a large splash and many water droplets. The background is a blurred outdoor setting.

**Thank
You!**

For more information, please contact Emmbi Investor Services at info@emmbi.com