



emmbiTM
INDUSTRIES LIMITED

Brighter Every Way



Investor Presentation

Q3 FY 23

BSE: 533161 | NSE: EMMBI



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



Quarterly Highlights



Financial Highlights

(₹ Millions)	9M FY22	9M FY23
Revenues	3826.35	3176.28
EBIDTA	361.56	284.70
PAT	144.41	65.43
EPS	8.16	3.70

Q3 Review

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

Steps to Increase Revenue

- Increase the Focus on Domestic business yielding the benefit
- Global Markets back to normalcy during the Quarter - 4 of F.Y. 22-23

Q3 Review

Steps to Reduce Operating Costs:

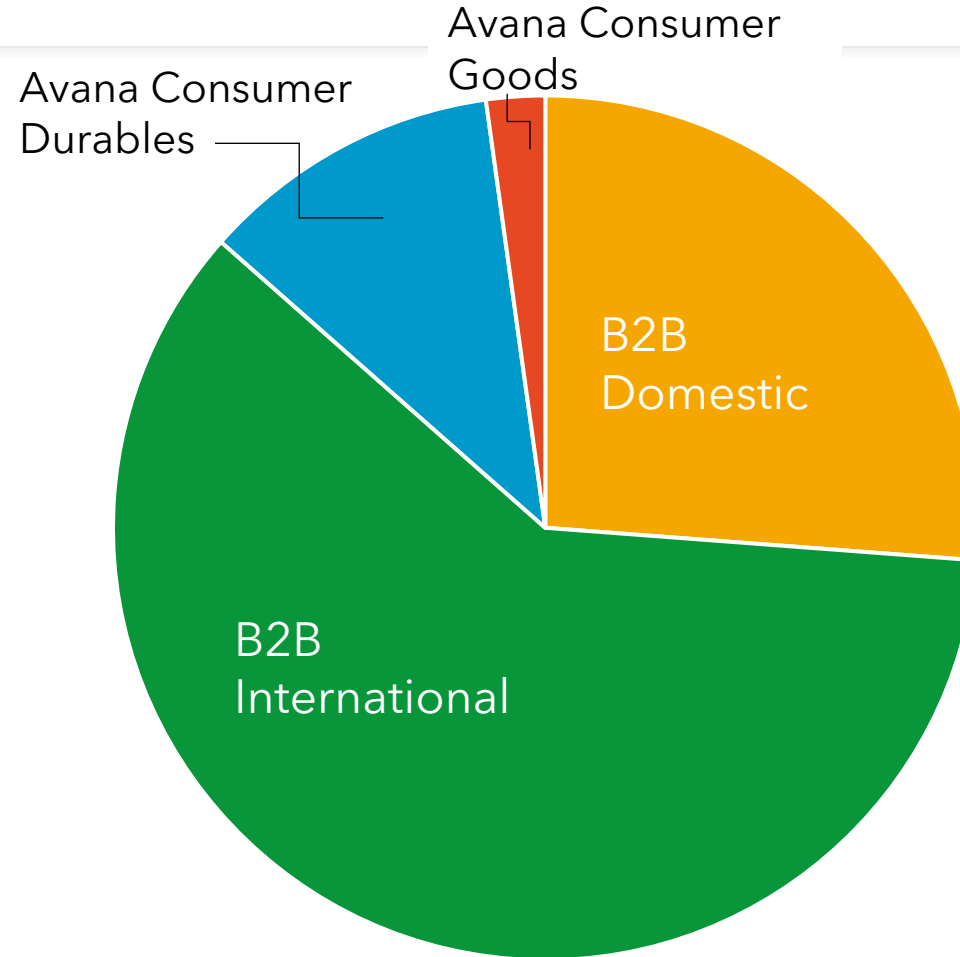
- Optimizing RM Purchases
- Flexible Manpower usage

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.

Q4 Outlook

- We can see the evidence of improvement in the EU Region starting from the New Calendar year that is January 2023.
- Indian economy is still vibrant and domestic packaging business is showing positive trends
- We expect a strong “U” shape recovery during the fourth quarter
- Improved efficiency which was a result of Q-2 & Q-3 will help us to perform better in the coming years of operation.
- Lower Freight cost will improve the viability of Indian Exports in the competitive products

Vertical-wise Breakdown



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



For any further information,
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