



**emmbi**<sup>TM</sup>  
INDUSTRIES LIMITED

**Brighter Every Way**



# Investor Presentation

## FY 2022-2023

BSE: 533161 | NSE: EMMBI



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# About the Company

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# Emmbi's Business Verticals



## International Business

### Major Products:

Industrial Packaging, Container Liners, Advanced Composites

### 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, 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

# Innovating for a Sustainable Tomorrow



Established in 1994, Emmbi Industries Limited is a modern processor of polymers and a leading player in innovative packaging solutions, particularly in FIBC, woven sacks and various other woven polymer products.

The Company's state of the art manufacturing facilities and innovative product offerings have made Emmbi a dominant force to reckon with and the continuous investments in research and development have helped the Company remain at the forefront of technological advancements in its industry.



## 30+ years

Experience of manufacturing woven polymer products



## 17 Patents Filed

1 Granted and others in process



## 10 Specialized

State-of-the-art manufacturing units



## Global Footprint 70+

Exports presence across 70+ countries



## 27,440 MTPA

Cumulative annual capacity



## BSE & NSE

Listed on BSE and NSE since 2010

# Expanding Horizons with Our Diverse Business Verticals

*A comprehensive product portfolio and commitment to innovation has established Emmbi as a reliable partner for its customers.*

**Emmbi Industries operates across the following two business verticals:**

## B2B

The legacy business of the Company where Company continues to drive growth by entering new markets and introducing innovative products



*International Business*



*Domestic Business*



## B2C

In 2016, Emmbi Industries launched a new initiative named 'Avana,' comprising the water management and other crop protection products. The aim of this initiative was to establish a strategic business unit dedicated to B2C farmer sales



*Avana Customer Durables*



*Avana Consumer Goods*

# Expanding Horizons with Our Diverse Business Verticals

PARTICULARS	INTERNATIONAL BUSINESS	DOMESTIC BUSINESS	AVANA CONSUMER DURABLES	AVANA CONSUMER GOODS
MAJOR PRODUCTS	<ul style="list-style-type: none"> <li>Industrial Packaging</li> <li>Advanced Composites</li> <li>Container Liners</li> <li>Pond Liners</li> <li>Mulch Films</li> </ul>	<ul style="list-style-type: none"> <li>Industrial Packaging</li> </ul>	<ul style="list-style-type: none"> <li>Avana Jalsanchay Pond Liner</li> <li>Avana Jalsanchay Super – Aquaculture Pond Lining</li> <li>Crop Cover</li> </ul>	<ul style="list-style-type: none"> <li>Avana Kapila Murughas Bag</li> <li>Avana Anant Leno Bag</li> <li>Avana Tank</li> <li>Avana Rakshak Tarpaulin</li> <li>Avana Prabhal Thread</li> </ul>
SECTORS	<ul style="list-style-type: none"> <li>Pharmaceuticals</li> <li>FMCG</li> <li>Chemicals</li> <li>Food</li> <li>Construction</li> <li>Automobiles</li> </ul>	<ul style="list-style-type: none"> <li>FMCG</li> <li>Automobiles</li> <li>Chemicals</li> <li>Food</li> </ul>	<ul style="list-style-type: none"> <li>Water Conservation</li> <li>Crop Protection</li> <li>Agriculture</li> <li>Aquaculture</li> </ul>	
REVENUE SHARE	Moderate Increase	Will Decrease	Moderate Increase	Rapid Increase



# Elevating Expectations, Product by Product

*Emmbi Industries offers a comprehensive product portfolio, designed to meet the diverse needs of customers across multiple industries.*

## Few of Our Products



Industrial packaging



Food grade packaging



Water conservation  
(Avana Jalsanchay)

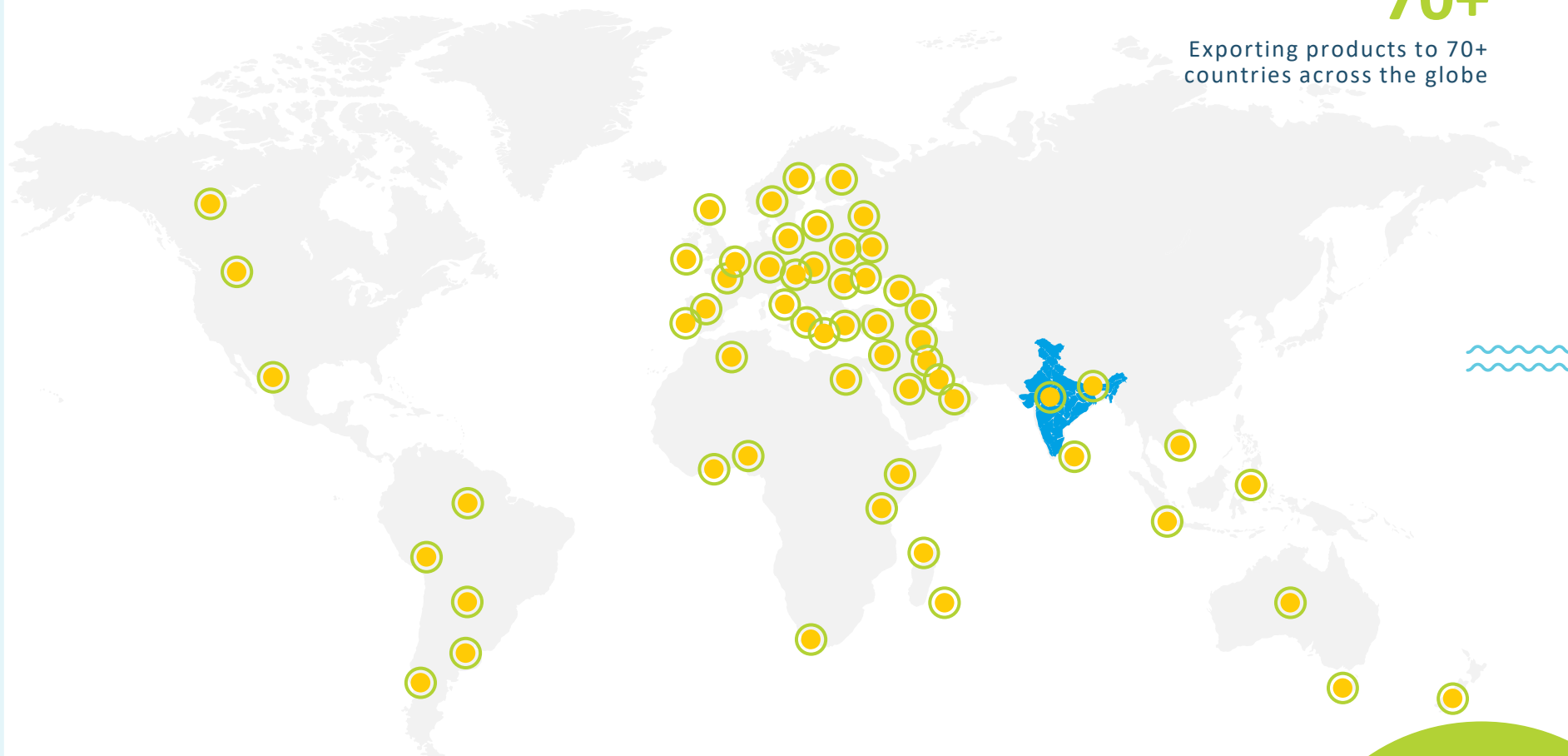


Mulch Films

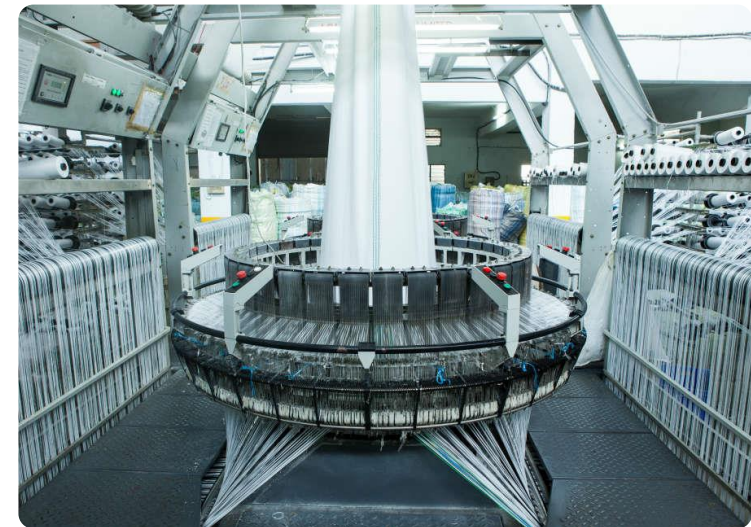
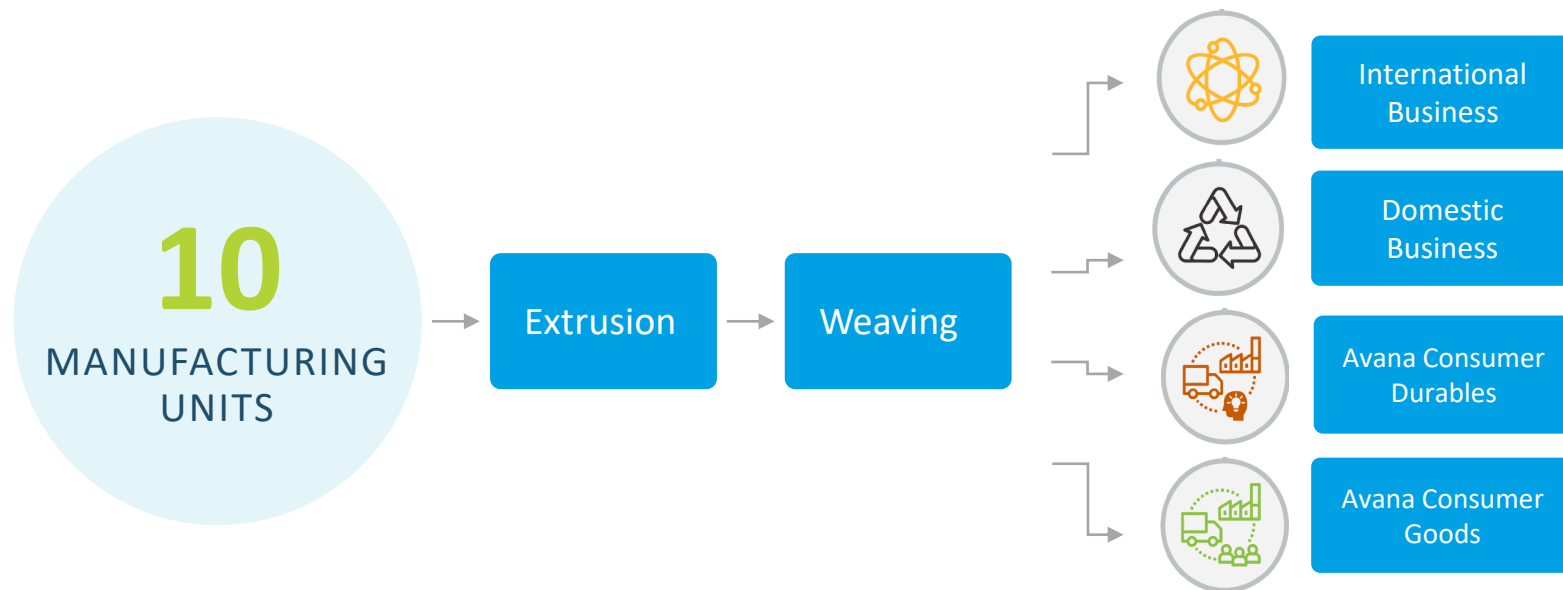
# Making the World Our Stage

*Emmbi Industries has established a strong global foothold, serving a diverse client base across multiple industries.*

*The commitment to deliver innovative solutions and exceptional customer service has helped Company earn the trust of its customer worldwide.*



# Fully Fungible Manufacturing Facilities



*Company's manufacturing facility is fully fungible which can be of big help during the sectoral slowdowns*

# Amplifying Impact Through Strategic Additions

*The Company follows a strategic approach towards capacity additions to support its business growth. The plan entails debottlenecking existing capacities once the utilization level reaches 90% and adding new capacities to bring utilization down to 70%. Further capacity expansion is only considered when the incremental capacity reaches a utilization level of 90% or higher.*

This strategy has helped the Company grow its  
**REVENUES AT**

**15.69% CAGR**

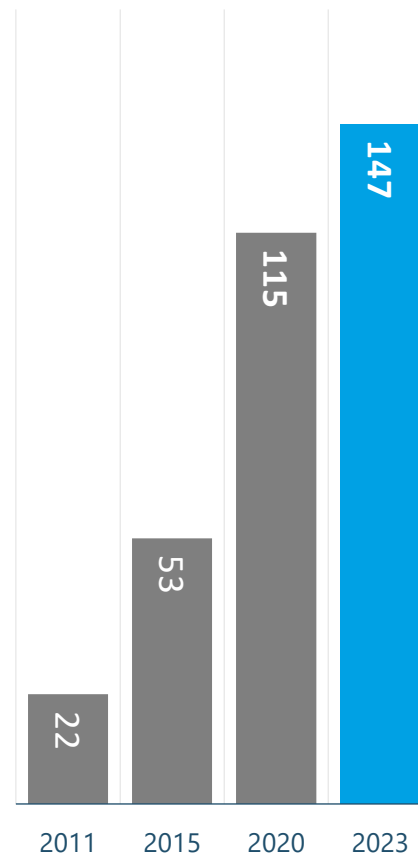
**PROFITS AT**

**20.52% CAGR**

Over the last 10 years without straining the balance sheet with debt.

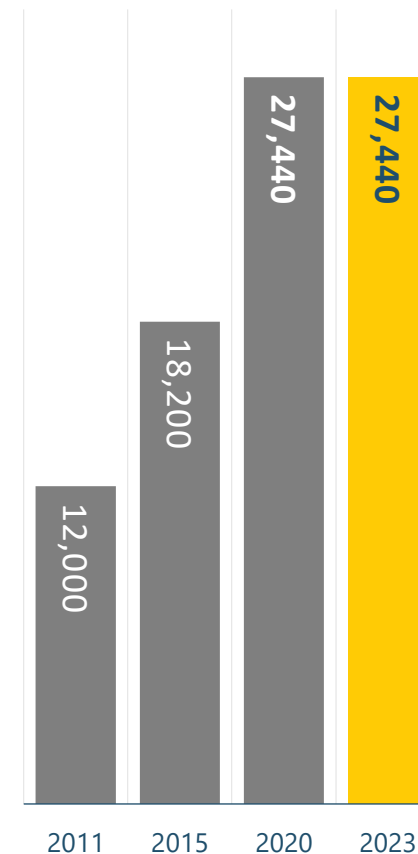
## Net Block

(₹ IN CRORE)



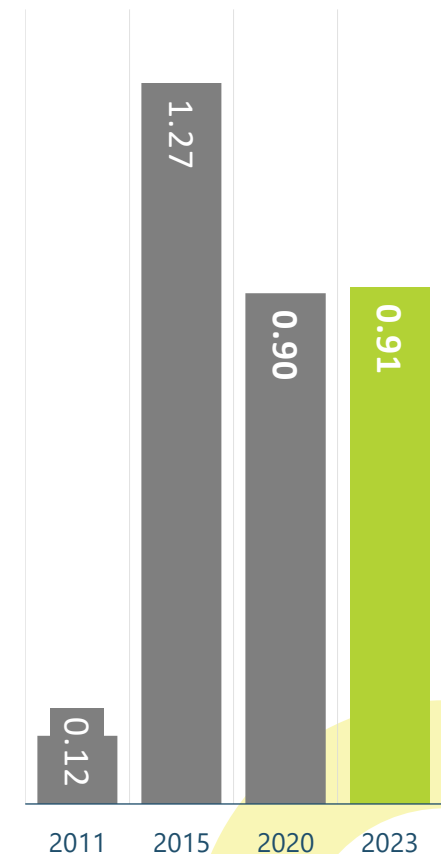
## Capacity

(IN MTPA)



## Debt to Equity\*

(IN X)



\*Debt to Equity – Long term Debt / Shareholder Fund



# Redefining Productivity through Technology

*The company is investing in automation across all its plants to enhance operational efficiencies and streamline processes. This includes the implementation of a cutting-edge enterprise resource planning system, to further drive efficiencies and support future growth.*



**Mr. Makrand Appalwar**  
CHAIRMAN AND MANAGING DIRECTOR

*Embracing automation has not only increased cost-effectiveness but has also elevated quality and precision.*

*At Emmbi we are leading the charge in the industry to set the standard for efficiency, quality and precision through automation.*

# Unleashing the Power of Innovation

*The dedication of the Company to staying at the forefront of innovation is demonstrated by the cutting-edge solutions it brings to market. Through continuous investments in R&D and the adoption of new technologies, the Company is able to deliver exceptional value to its customers and stakeholders.*



## EXPERIENCED TEAM

of over 35 engineers with combined experience of more than 250 years

## PRODUCTS DEVELOPED IN LAST 5 YEARS

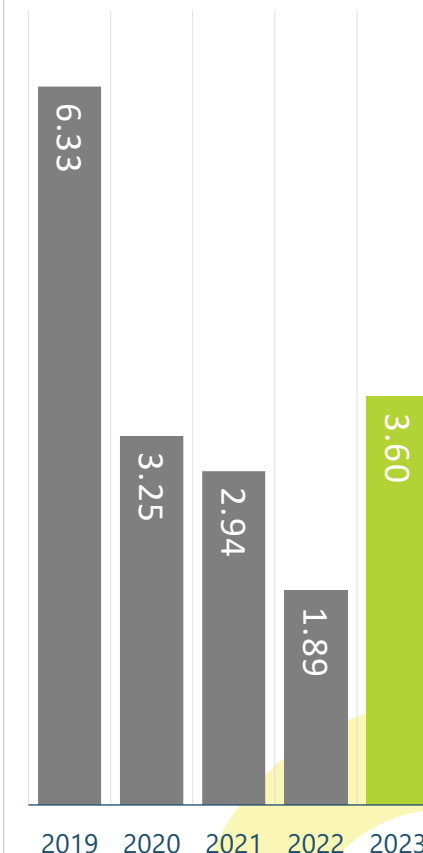
Contributing 20%+ of topline in any given year

## CERTIFIED INNOVATION LAB

Certified & Recognized by Ministry of Science and Technology in woven polymer business in India

## Investments in R&D

(₹ IN CRORE)



\* New R&D Centre was created in 2019

# Unleashing the Power of Innovation



***Tensile Testers***



***Full Load Tester***



***Accelerated Weathering Tester***



***Natural Weathering Test Facility***

**Images of Emmbi's inhouse R&D Facilities**

# Emmbi's Green Initiative



WHY RECLAIM :  
SOCIAL, ENVIRONMENTAL & LEGAL NEED



WHAT WE PROPOSE :  
MIX POST CONSUMER WASTE (PCR)  
AND POST-INDUSTRIAL WASTE (PIR)



# Making a Positive Impact

Emmbi has identified that a long-term growth driver in polymer processing will be green polymers – substances that have the same functionality as current polymers, but a lower environmental impact. With this in mind, we have designed:

- *Emmbi Reclaim*
- *30% of the material used in the bag is industrially recycled*
- *Improves recycling efficiency*
- *Increasing demand in western markets*



# Mastering the Complete Value Chain of Post Consumer Recyclate (PCR)



Collection

Segregation &  
Cleaning

Waste Plastic  
Granulation

Mega batch  
Creation

Blending with  
Virgin Polymer

Developing right  
compatibilizers for  
proper process  
control

Validation &  
Testing of Product

Reducing the  
global footprint

Awareness with  
end user



# Navigating Success with Experience <sup>(1/2)</sup>



**Mr. Makrand Appalwar**  
CHAIRMAN AND MANAGING DIRECTOR

Mr. Makrand Appalwar, a first-gen entrepreneur with over 20 years in the polymer industry, transformed Emmbi from a trading firm to a large-scale manufacturer. A Mechanical Engineer from MIT Pune and an alumnus of MIT Sloan, Boston, he prioritizes teamwork, drives product development and focuses on sustainability. He has received numerous awards for his leadership.

EMMBI INDUSTRIES LIMITED



**Mrs. Rinku Appalwar**  
EXECUTIVE DIRECTOR AND CFO

Mrs. Rinku Appalwar, Emmbi Industries co-founder, manages finance, purchase, logistics, and administration functions. Recognized as a leading lady in manufacturing for three consecutive years, she played a key role in the company's successful IPO. She holds a degree in Chemistry from Mumbai University and is an alumnus of IIM Bangalore.



**Mr. Krishnan Iyer Subramanian**  
WHOLE TIME DIRECTOR

Mr. Krishnan Iyer has 25 years of experience in strategic planning, risk management, private equity, and M&A. He holds a B.E degree from the Birla Institute of Technology & Science, Pilani and a post-graduate degree from MIT Sloan School of Management, Boston.

# Navigating Success with Experience <sup>(2/2)</sup>



**Mr. Rama Krishnan**  
INDEPENDENT DIRECTOR

Mr. Rama Krishnan, Founder President and Past President of the Institute of Company Secretaries of India, is a Member of the Institute, Member of the Institute of Directors (London), and Member of the Chartered Institute for Securities & Investment (London). before Parliamentary Standing Committees on Company Law and Competition Law.



**Mr. Prashant Lohiya**  
INDEPENDENT DIRECTOR

Mr. Prashant Lohiya is a seasoned Chartered Accountant with over 20 years of experience in accounting, auditing, taxation, finance and management consulting. He has a rich experience in various industries and has presented papers on various accounting and taxation topics. Additionally, he has presented papers and delivered lectures on relevant topics at various seminars, conferences and meetings hosted by The Institute of Chartered Accountants of India.



**Mr. Venkatesh Joshi**  
INDEPENDENT DIRECTOR

Dr Venkatesh Joshi holds a degree in Medicine from Marathwada University and an MD in Ayurveda from Mumbai University, and is a highly accomplished professional in the field of medicine., He serves as a faculty member at RA Poddar Medical College and speaks at national and international medical conferences. He was honored with the Rajiv Shiromani Award in 2013 for his outstanding contributions in Ayurveda.

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# Making the World a Better Place



Emmbi Foundation a Trust, philanthropic arm of Emmbi Industries, is dedicated to the environment and society. The foundation promotes various CSR activities including preventive healthcare, sanitation, health awareness projects, etc

The initiatives undertaken by the Company can broadly be classified under:



## Physical, Mental Healthcare and Sanitation

Promoting Preventive Healthcare, Mental Health and Sanitation



## Water Conservation

Promoting water conservation through our products and educational efforts



## Inclusive Education

Promoting Inclusive and Special needs education



## Empowerment of Women

Empowering women by education and enhancing the vocational skills



# Making the World a Better Place



## Breast Cancer Awareness and Detection Camp





# Financial Highlights

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# Summary of Profit and Loss Statement

₹ IN CRORES

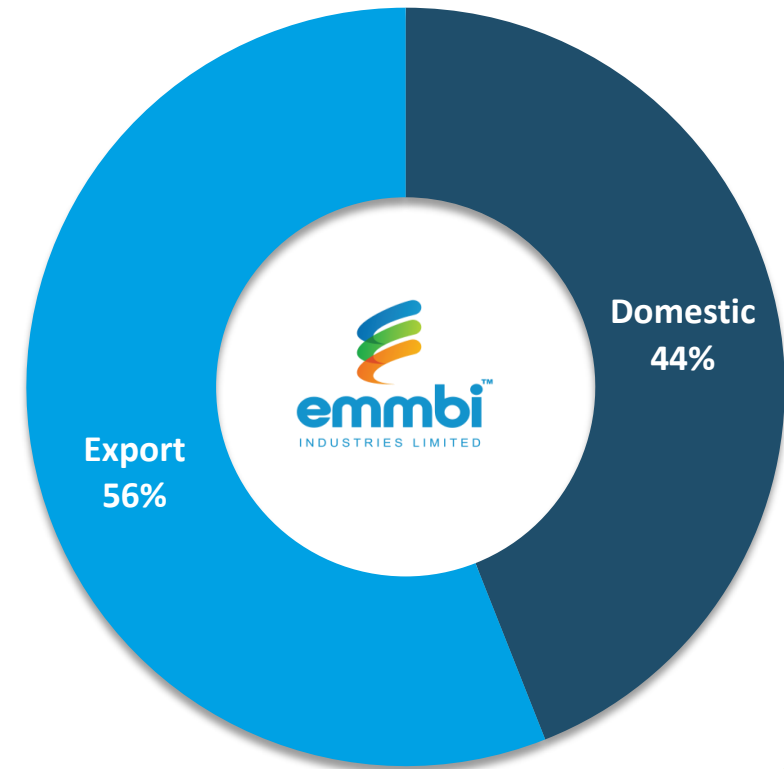
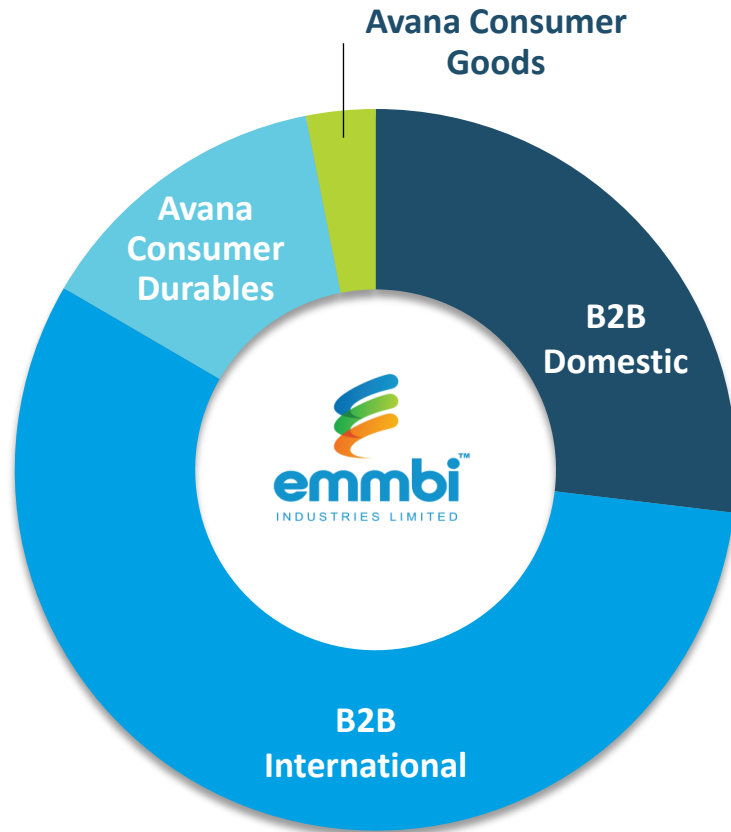
PARTICULARS	FY19	FY20	FY21	FY22	FY23
Revenue from operations	314.84	333.14	319.84	510.37	435.33
Add : Other Income	0.14	0.16	0.19	0.10	0.12
Less : Goods & Service Tax	25.84	29.21	45.85	74.75	64.24
<b>Total Income (Net)</b>	<b>289.14</b>	<b>304.10</b>	<b>274.18</b>	<b>435.73</b>	<b>371.20</b>
Total Operating Expenses	248.02	266.52	245.54	386.52	333.62
<b>EBITDA</b>	<b>41.12</b>	<b>37.58</b>	<b>28.64</b>	<b>49.21</b>	<b>37.58</b>
<b>EBITDA Margin (%)</b>	<b>14.22%</b>	<b>12.36%</b>	<b>10.45%</b>	<b>11.30%</b>	<b>10.13%</b>
Finance cost	10.96	11.94	11.36	14.66	15.70
Depreciation and Amortisation Expenses	6.26	6.97	7.25	8.74	9.90
Profit Before Tax	23.90	18.66	10.03	25.81	11.99
<b>Profit After tax</b>	<b>17.79</b>	<b>14.63</b>	<b>7.65</b>	<b>19.03</b>	<b>8.27</b>

# Summary of Balance Sheet

₹ IN CRORES

PARTICULARS	FY19	FY20	FY21	FY22	FY23
Non Current Assets	135.24	148.08	159.17	164.23	175.46
Current Assets	137.33	150.44	169.32	190.37	190.85
Total Assets	272.57	298.52	328.48	354.60	366.30
Shareholders Fund	114.96	128.37	135.14	153.40	160.68
Non Current Liabilities	59.11	61.57	84.11	73.70	76.29
Current Liabilities	98.50	108.58	109.24	127.51	129.33
Total Equity and Liabilities	272.57	298.52	328.48	354.60	366.30

# Vertical-wise Breakdown



(Figures as on 31.03.2023. Figures will be updated on half yearly basis on 30<sup>th</sup> September 2023)



# Investment Merits

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# Strengths at play - I



## Technical Prowess

Emmbi Industries has established a reputation for its technical expertise, with a focus on adopting cutting-edge technology. The company has invested heavily in automation and digitalization to streamline operations and increase efficiency. An enterprise resource planning system has been implemented to ensure effective inventory management, production planning, and order fulfilment.



## Fungible Manufacturing Capabilities

Emmbi Industries' ability to manufacture products for both B2B and B2C verticals using the same facilities has given the company a unique competitive edge. The fungibility in manufacturing allows the company to leverage existing infrastructure and resources to cater to a diverse set of customers, leading to diversified revenue streams and maintained operational efficiencies.

# Strengths at play - II



## Robust Brand Building

The Company has made impressive strides in brand building, especially in its B2C vertical, resulting in elevated recall value. The Company's efforts in generating local employment opportunities have contributed to the socio-economic development of the communities in which it operates, building an authentic brand image that resonates with customers.



## Future Polymer Solutions for Circular Economy

Disruption by decoding Fast Changing Polymer Technology and Sustainability. In depth Knowledge & infrastructure for creating recycled polymer material for reducing the carbon footprint if the customers marching towards the direction of complete circular consumption cycle with specialized “Cradle to Cradle” approach.

# Stepping ahead with Confidence

## B2C

- Add 5-6 new products under brand Avana to achieve a target of ₹ 350 crores sales till FY29
- Plans to add pan India warehouses in the coming years and move to a model of Manufacturing -> Warehousing -> Retailing and moving away from the distributor model
- Add to the existing base of 800 retail touch points in Maharashtra and enter newer geographies FY25 onwards
- Increase ground team to ensure that the product and their applicability is well understood by the farmers

## B2B

- Create and distribute sustainable polymer based products worldwide
- Create state of the art Post Consumer Recyclate (PCR) material re-processing facility
- Maintain the past growth rates by adding incremental capacities once capacity utilization crosses 90%
- Drive higher share from specialised products having higher margin and gradually phase out commoditized products
- Continue to invest in technology to automate the plant and drive efficiencies across the manufacturing operations

# Unlocking Potential for a Brighter Future



- Reach ₹ 1,000 crores sales by FY29 and creating a 60-40% mix between B2B and B2C business verticals
- Gradually scale up margin profile to 15% by adding value added products, and increasing share of B2C business
- Further strengthening the balance sheet by moving towards an asset light model and freeing up working capital requirements by scaling up the B2C business that operates on cash and carry model



# Unlocking Potential for a Brighter Future

- Sustainable Polymer Substrates will be future of Polymer Manufacturing & Distribution.
- Reclaim 30:- A Strong Tool for companies to march towards the goal of “Net Zero” emission policy
- Hyperbolic FIBC :- Sustainable & Cost efficient solution to conventional Baffle Bags. Around 23% Reduction in Polymer consumption and around 20% reduction in Labor Cost



## Pros:

- No Internal Baffles, more volume.
- Low polymer used, low cost and eco-friendly.
- Less number of seams, better sift-proofing.

The background is a dark blue gradient. On the left, there is a stylized globe icon made of yellow lines, with two green leaves in front of it. Surrounding the globe are various geometric shapes: a dashed yellow circle, a solid blue circle, a small yellow circle, and a larger yellow circle. There are also three horizontal yellow lines, a small blue circle, and a dashed yellow circle. In the bottom left corner, there are three blue wavy lines. In the bottom right corner, there are three yellow wavy lines. In the top right corner, there are three blue wavy lines. In the middle right, there are three vertical yellow lines.

# Quarterly Highlights

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# Management Commentary

Companies Fungible manufacturing capacity came very handy during the tough time of sluggish international demand , specially from the EU region.

We were able to move some of the material from the EU region to other geographies and achieve near normal situation for the company.

*We propose to focus more on New territories and the latest product lines in the domestic market to create a bouncing board for the next few quarters*



**Makrand Appalwar**  
CHAIRMAN AND MANAGING DIRECTOR

# Summary of Profit and Loss Statement

₹ IN CRORES

PARTICULARS	Q4FY22	Q4FY23	FY22	FY23
Revenue from operations	127.73	117.70	510.37	435.33
Add : Other Income	0.02	0.06	0.10	0.12
Less : GST	18.64	17.51	74.75	64.24
<b>Total Income</b>	109.12	100.25	435.73	371.20
Total Operating Expenses	96.28	91.13	386.52	333.62
<b>EBITDA</b>	12.83	9.11	49.21	37.58
<b>EBITDA Margin (%)</b>	11.76%	9.10%	11.30%	10.13%
Finance cost	3.89	4.14	14.66	15.70
Depreciation and amortisation expenses	2.27	2.45	8.74	9.90
Profit Before Tax	6.67	2.52	25.81	11.99
<b>Profit After tax</b>	4.59	1.72	19.03	8.27



**For any further information, please contact**

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