

15th May, 2024

To, Dept. of Corporate Services, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 BSE Scrip Code: 533161	To, The Listing Department, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051 NSE Scrip Code: EMMBI
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Sub: Investor Presentation on the Audited Financial Results for the quarter and financial year ended 31st March, 2024

Dear Sir/Madam,

With regard to the captioned subject, please find attached copy of the Investor Presentation on the Audited Financial Results of the Company for the quarter and financial year ended 31st March, 2024.

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

For Emmbi Industries Limited



Makrand Appalwar
Chairman and Managing Director



Encl: As stated above



emmbiTM
INDUSTRIES LIMITED

Brighter Every Way



Investor Presentation

FY 2024-2025

BSE: 533161 | NSE: EMMBI



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*Components marked in ORANGE are with 100% Virgin Polypropylene

*Components marked in GREEN are with Recycled Polypropylene

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Emmbi's Business Verticals



Export Packaging

Major Products:

Industrial Packaging, Container Liners, Advanced Composites

Major Sectors:

Pharmaceuticals, FMCG, Chemicals, Food, Construction, Automobiles

Major Geographical Markets:

70+ Countries worldwide



Domestic Packaging

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 sustainable polymer products



10 Specialized

State-of-the-art manufacturing units



29840 MTPA

Cumulative annual capacity



13 Patents Filed

5 Granted and others in process



70+ Geographies

Exports presence across 70+ countries



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 we continues to drive growth by entering new markets and introducing innovative products



Export Packaging



Domestic Packaging



B2C

In 2016, we launched a new initiative named 'Avana,' comprising the water management Agri polymer products



Avana Customer Durables



Avana Consumer Goods

Expanding Horizons with Our Diverse Business Verticals

Particulars	Export Packaging	Domestic Packaging	Avana Consumer Durables	Avana Consumer Goods
Major Products	<ul style="list-style-type: none"> Industrial Packaging Advanced Composites Container Liners Pond Liners Mulch Films 	<ul style="list-style-type: none"> Industrial Packaging 	<ul style="list-style-type: none"> Avana Jalsanchay Pond Liner Avana Jalsanchay Super – Aquaculture Pond Lining Crop Cover 	<ul style="list-style-type: none"> Avana Kapila Murughas Bag Avana Anant Leno Bag Avana Tank Avana Prabal Thread
Operating Sectors	<ul style="list-style-type: none"> Pharmaceuticals FMCG Chemicals Food Construction Automobiles 	<ul style="list-style-type: none"> FMCG Automobiles Chemicals Food 	<ul style="list-style-type: none"> Water Conservation Crop Protection Agriculture Aquaculture 	
Trend of 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.

Our Products



Industrial packaging



Newest Patent Pending
Hyperbolic FIBC



Food & Pharma Grade
Packaging

Elevating Expectations, Product by Product

Emmbi Industries Avana Division offers a comprehensive product portfolio, designed to meet the diverse need of Indian Farmers



Avana Prabal Thread Holding Crop for Growth



Avana Products

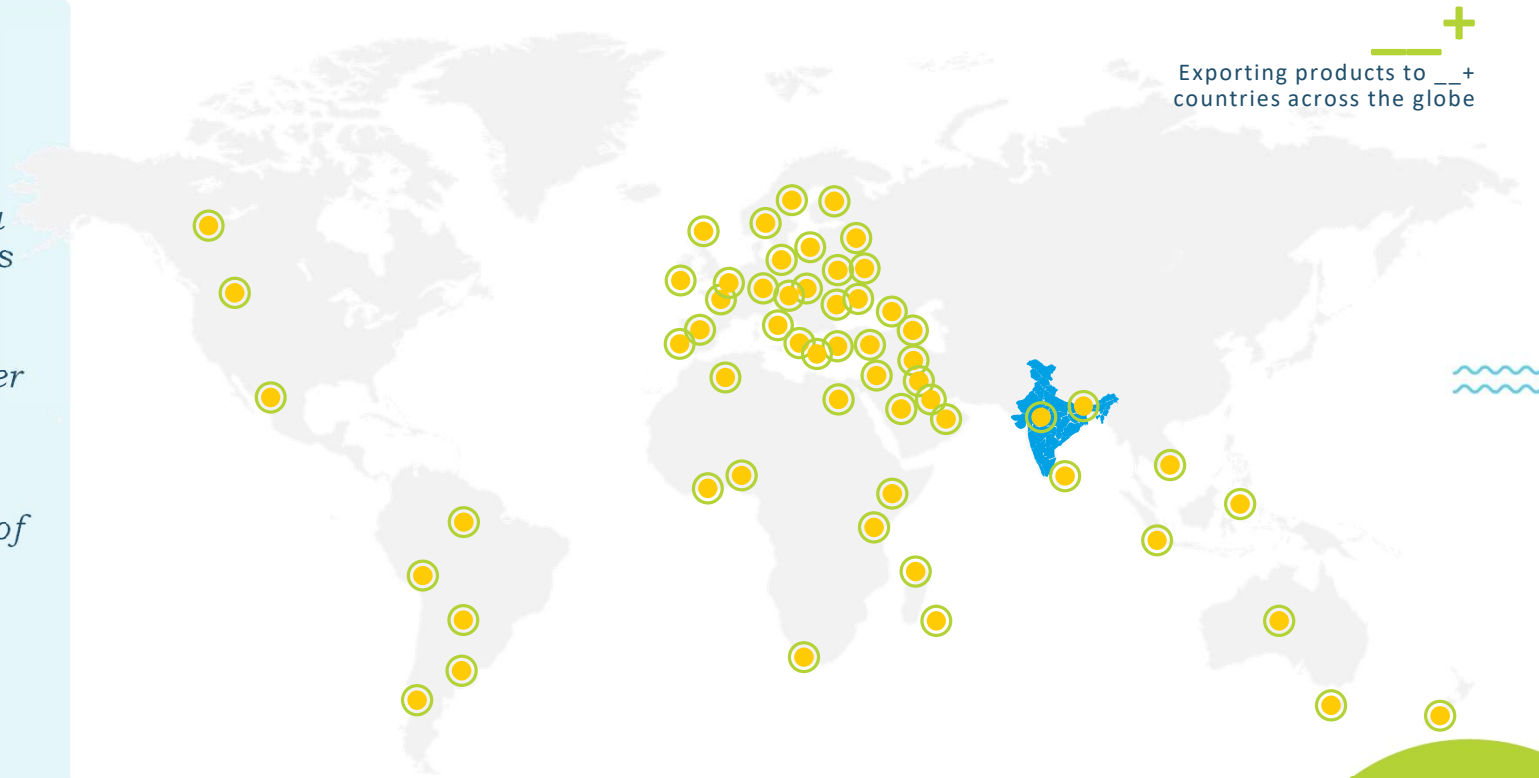


Avana Jalsanchay

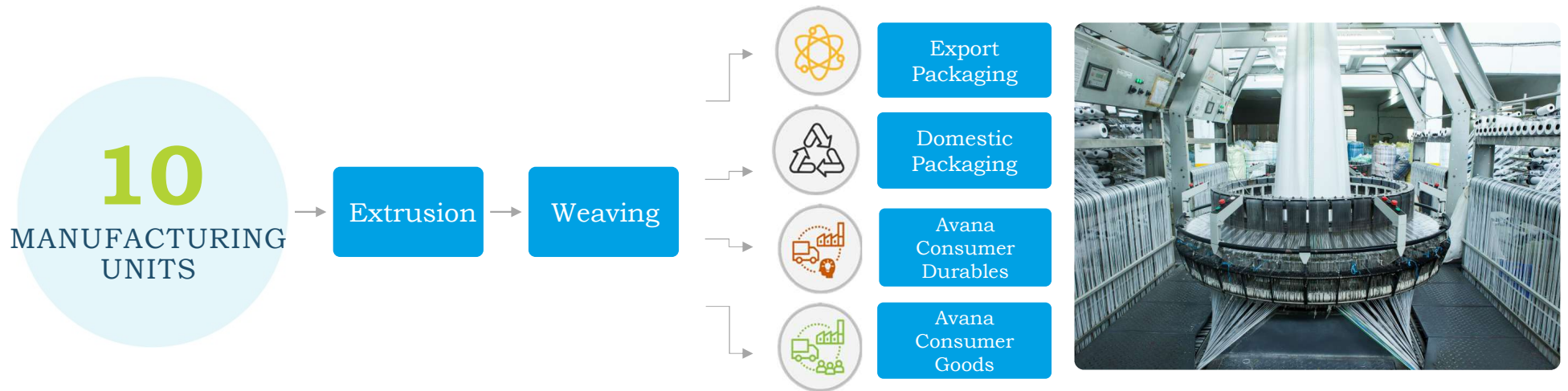
Making the World Our Stage

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

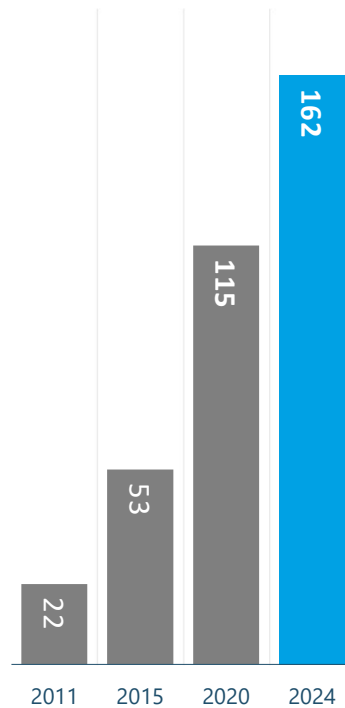


Company's manufacturing facility is fully fungible which can be of big help during the sectoral slowdowns

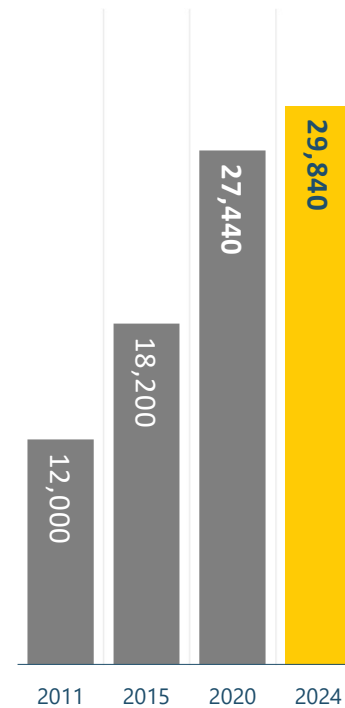
Amplifying Impact Through Strategic Additions

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.

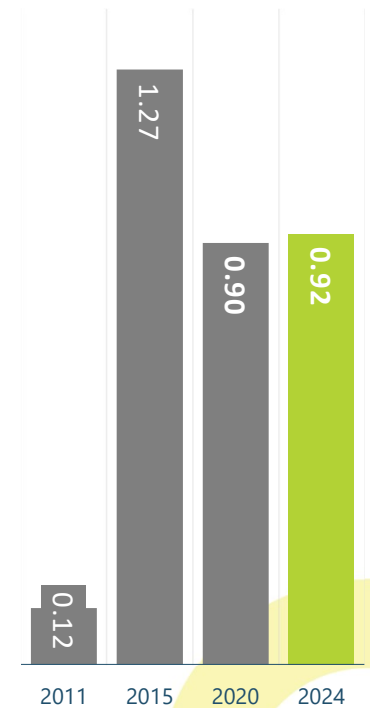
Net Block
(₹ IN CRORE)



Capacity
(IN MTPA)



Debt to Equity*
(IN X)



*Debt to Equity – Long term Debt / Shareholder Fund

Committing to Responsible polymer processing for better lives

The Company is committed to stay in the forefront of sustainable polymer processors by increasing the consumption of Recycled polymer in its product line “Reclaim”

We are committed to develop and adopt most modern technology for Cleaning and sorting and compounding of the recycled material for Reclaim product.



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.



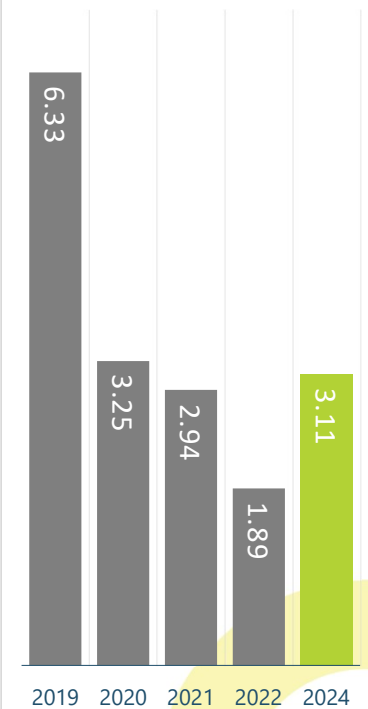
Experienced Team of over 35 engineers with combined experience of more than 250 years

Products Developed in last 5 years Contributing 20%+ of topline in any given year

Govt of India Dept of Science & Technology 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

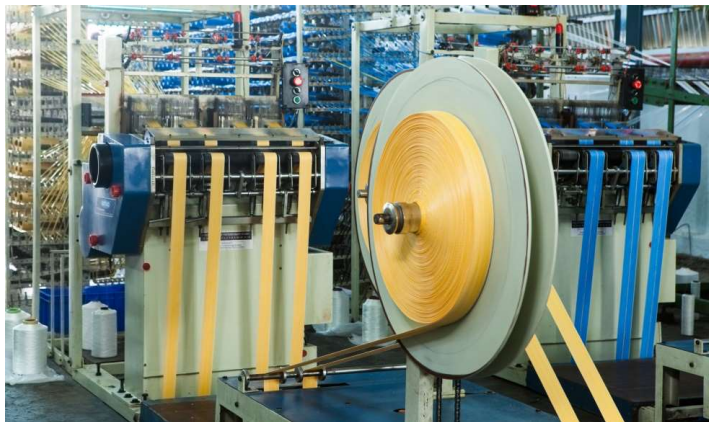
Unleashing the Power of Innovation



Extrusion Lines



Looms



Webbing



Bag Assembly Unit

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 : Recycled Polymer Products*
- *30% of the material used in the bag is industrially recycled*
- *Improves recycling efficiency reduces plastic footprint*
- *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 (1/2)



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 (2/2)



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.



Corporate Social Responsibility

Corporate Social Responsibility

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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



1 million meals



LDSG Foundation

Gift Of Time

Emmbi Offered them Packaging Support



Emmbi Foundation Team Spreading awareness of Water Conservation



Breast Cancer Awareness and Detection Camp





Financial Highlights

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Summary of Profit and Loss Statement



₹ IN CRORES

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Revenue from operations	333.14	319.84	510.37	435.33	442.54
Add : Other Income	0.16	0.19	0.10	0.12	0.16
Less : Goods & Service Tax	29.21	45.85	74.75	64.24	65.11
Total Income (Net)	304.10	274.18	435.73	371.20	377.60
Total Operating Expenses	266.52	245.54	386.52	333.62	340.11
EBITDA	37.58	28.64	49.21	37.58	37.49
EBITDA Margin (%)	12.36%	10.45%	11.30%	10.13%	9.93%
Finance cost	11.94	11.36	14.66	15.70	16.90
Depreciation and Amortisation Expenses	6.97	7.25	8.74	9.90	10.79
Profit Before Tax	18.66	10.03	25.81	11.99	9.80
Profit After tax	14.63	7.65	19.03	8.27	9.95

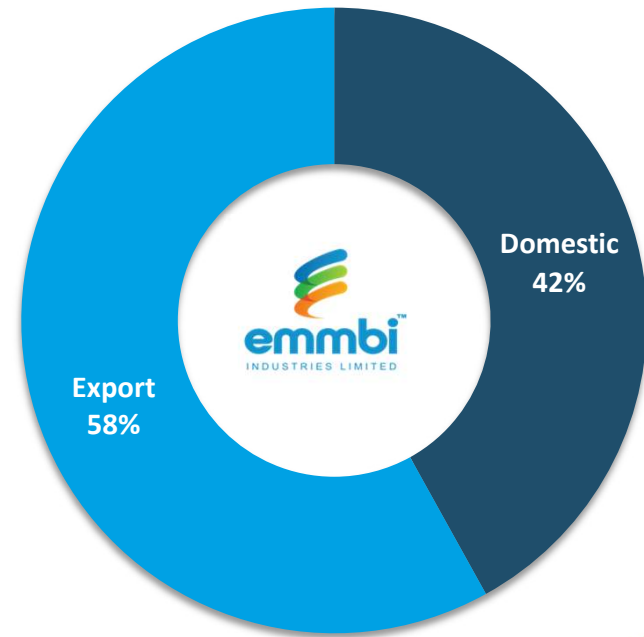
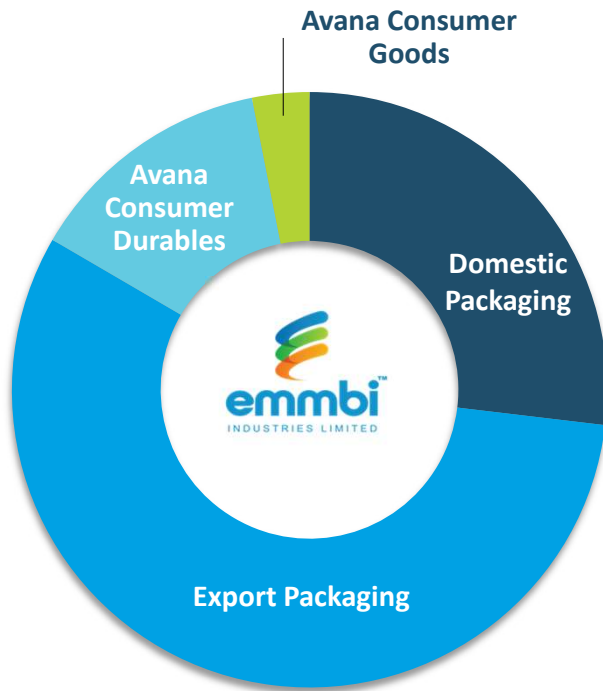
Summary of Balance Sheet



₹ IN CRORES

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Non Current Assets	148.08	159.17	164.23	175.46	181.91
Current Assets	150.44	169.32	190.37	190.85	206.71
Total Assets	298.52	328.48	354.60	366.30	388.40
Shareholders Fund	128.37	135.14	153.40	160.68	170.13
Non Current Liabilities	61.57	84.11	73.70	76.29	59.80
Current Liabilities	108.58	109.24	127.51	129.33	158.48
Total Equity and Liabilities	298.52	328.48	354.60	366.30	388.40

Vertical-wise Breakdown



(Figures as on 31.03.2024. Figures will be updated on half yearly basis on 30th September, 2024)



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

- Create 5 Product groups under brand Avana to achieve a target of ₹ 350 crores sales till FY29 -30
- Plans to add pan India distribution network for “direct to shop” network
- Create a Chain of 5000 + Multi brand outlet across the country from present 1000+ outlets in Maharashtra & other neighboring states

B2B

- Create and distribute sustainable polymer-based products worldwide
- Create state of the art Post Consumer Recyclate (PCR) & Post Industrial Recyclates (PIR) material re-processing facility
- Drive higher share from specialized products having higher margin and gradually phase out commoditized products

Unlocking Potential for a Brighter Future



- Reach ₹ 1,000 crores sales by FY29 - 30 and creating a 60-40% mix between B2B and B2C business verticals



- Include usage of recycled resin in companies' product line up to 40%
- Gradually scale up margin profile to 15% by adding value added products, and increasing share of B2C business
- Creating towards an asset light B2C model by scaling up the B2C business that operates on cash and carry model

- Promoting multiple Reclaim Range products to improve companies sustainability commitment.

Avana Mulch Film in Action In Sangli District Maharashtra

EMMBI INDUSTRIES LIMITED



Quarterly Highlights

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Management Commentary

It was very Challenging and Competitive year. I am very excited to see the companies heart pleasing performance by increasing 20 % PAT during the year.

The year that started with the aftereffects of Ukraine – Russia war on European buying pattern and loss of consumer confidence in EU region, Went ahead with the logistic issues connected to Palestine – Israel conflict in Gulf , effecting the traffic in the Red Sea Corridor.

The best part was companies' expansion in the Geographies and development of presence in the Oceania region.



Makrand Appalwar
CHAIRMAN AND MANAGING DIRECTOR

Summary of Profit and Loss Statement



₹ IN CRORES

PARTICULARS	Q4FY23	Q4FY24	FY23	FY24
Revenue from operations	117.70	123.98	435.33	442.54
Add : Other Income	0.06	0.04	0.12	0.16
Less : GST	17.51	18.13	64.24	65.11
Total Income	100.25	105.89	371.20	377.60
Total Operating Expenses	91.13	96.12	333.62	340.11
EBITDA	9.11	9.77	37.58	37.49
EBITDA Margin (%)	9.10%	9.23%	10.13%	9.93%
Finance cost	4.14	4.34	15.70	16.90
Depreciation and amortisation expenses	2.45	2.67	9.90	10.79
Profit Before Tax	2.52	2.76	11.99	9.80
Profit After tax	1.72	4.51	8.27	9.95



For any further information, please contact

Compliance Officer
Emmbi Industries Limited
info@emmbi.com

Corporate Office:
Ground Floor of the Main Building,
Dani Corporate Park, 158,
CST Road, Kalina, Santacruz (East),
City: Mumbai - 400 098
India