emmbi
INDUSTRIES LIMITED

(Formerly known as Emmbi Polyarns Limited)

Date: 17th May, 2016

To,	To,
Dept. of Corporate Services, Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 **BSE Scrip Code: 533161**	The Listing Department, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051 **NSE Scrip Code: EMMBI**

Sub: Intimation regarding the investor presentation

Dear Sir/Madam,

We propose to share the enclosed investors' presentation for the Quarter and Year ended March 31, 2016 with certain prospective investors and analysts.

This is for your information and records.

Thanking you,

Yours faithfully,

For EMMBI INDUSTRIES LIMITED

KAUSHAL PATVI
COMPANY SECRETARY

EMMBI INDUSTRIES LIMITED (MUMBAI)

Encl: As above

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Engineering a brighter future

Emmbi Industries Limited

Investor Presentation | FY 2015-16

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 it's Directors, Management and/or Employees can be held liable for decisions made by the readers.

Contents

1. FY 2016 – Highlights
2. Performance Update
3. Our Mantra for Growth
4. Looking Ahead

1.

The Year in Review

A recap of the year gone by

The Whizz

An embodiment of the philosophy that drives us at Emmbi

Blue The colour of loyalty and stability.
At Emmbi, this also represents the team, the proverbial hands of the workers that have made Emmbi. For us, FY 2016 was the year in which we focused on building our human capital – the foundation of our future growth

Green The colour of freshness and nature.
At Emmbi, this represents the innovation and the freshness of our ideas that make an impact on our world. FY 17 will be the year in which we put these groundbreaking ideas into action

Yellow The colour of optimism and energy.
At Emmbi, this speaks to the energy and the enthusiasm that we bring to our work, every day. It also speaks of a sunrise and prosperity that our efforts would begin paying back, from FY 18

FY2016: Highlights

emmbi innovation lab
Brighter Beginnings

Operational Progress

R&D Centre Recognition I Product Innovation I Improved Rating I Improved Margins

1. Set up the **Emmbi Innovation Lab**, an independent R&D Centre; Received approval for the Lab by the Department of Industrial Research, Science & Technology
2. Initiated the launch of a state-of-the-art facility for manufacturing **Pharma & Food Grade Bulk Packaging** for Export Market. Localization of **Water Conservation Products** to suit the Indian market; **BIS Approval** for Pond Liners and its **India retail launch**
3. **Credit Rating upgrade** by CARE by one notch to **BBB+** for long-term & **A3 Plus** for short-term borrowings
4. Increased share of **value added products** in the product portfolio

FY2016: Highlights

emmbi foundation
Brighter Lives

Our People and Community

Reduced attrition | Employee-friendly policies | Community building

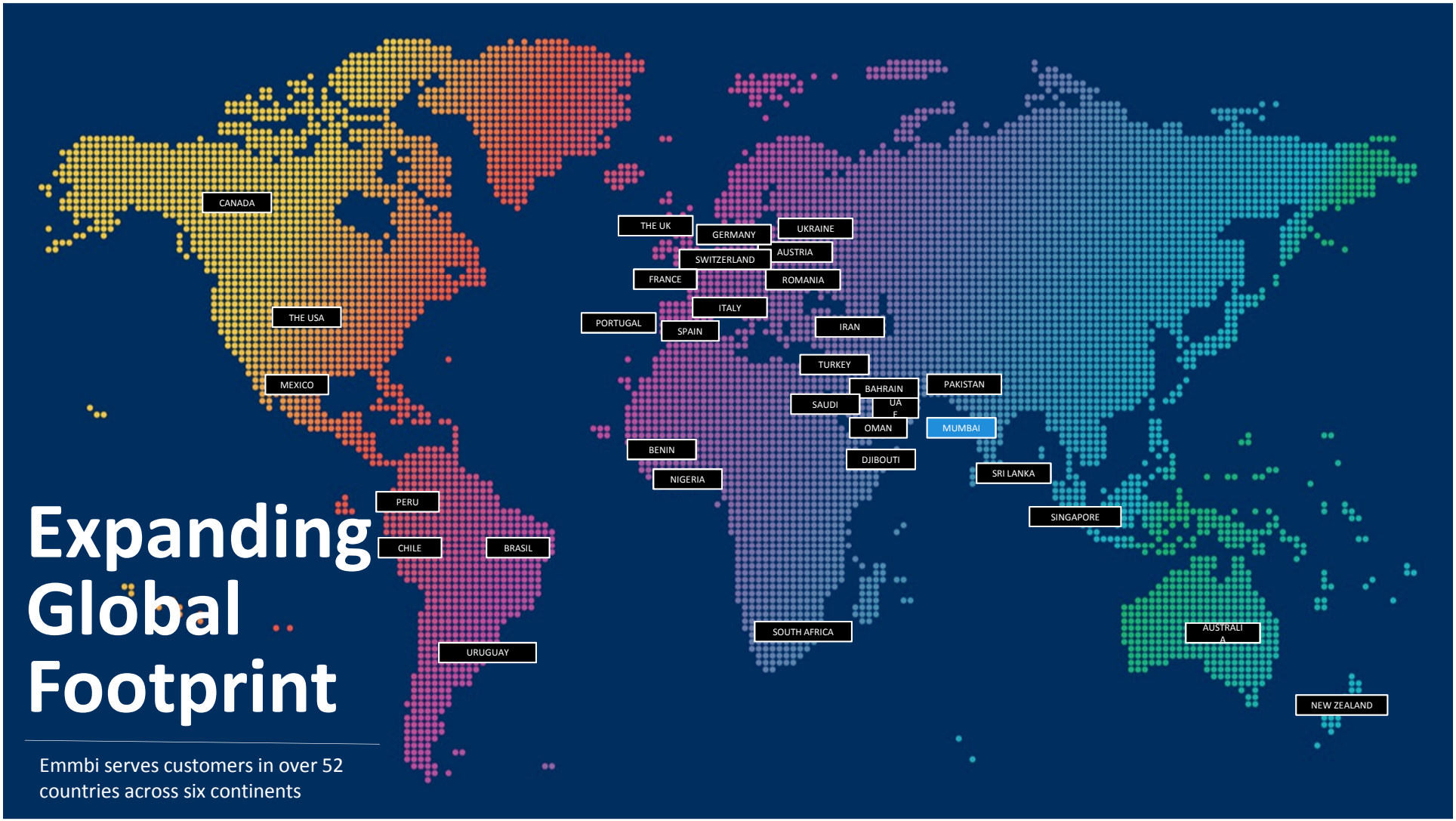
1. Our Employee-friendly policies **reduced attrition** amongst our blue-collared employees to **5.1%** (down from 6.9% from the previous year). We believe this is key to sustaining productivity and capturing value in the years to come
2. "**Gurukul"** a structured **skill up-gradation program** for our blue-collared employees helped reduce attrition

Community Building

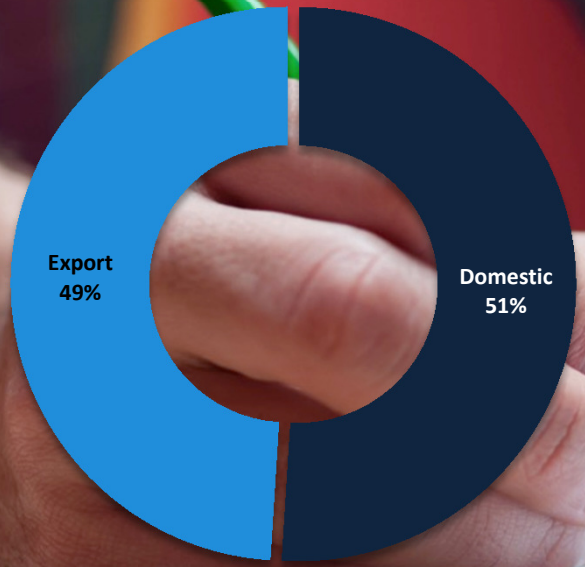
1. **"Sahayog"**, a special **goodwill store** for our blue-collared employees fosters a sense of giving and sharing
2. Medical camps for health check-up and counseling for the community around factory

Expanding Global Footprint

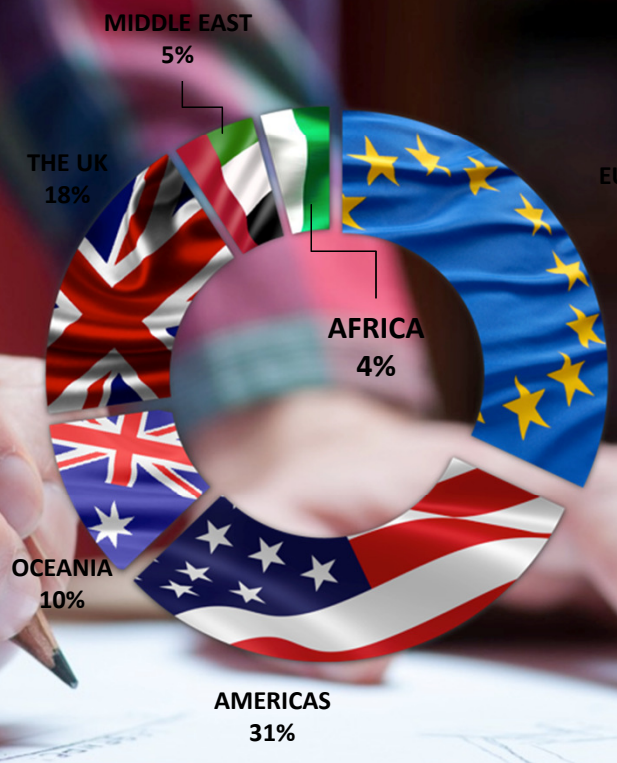
Emmbi serves customers in over 52 countries across six continents



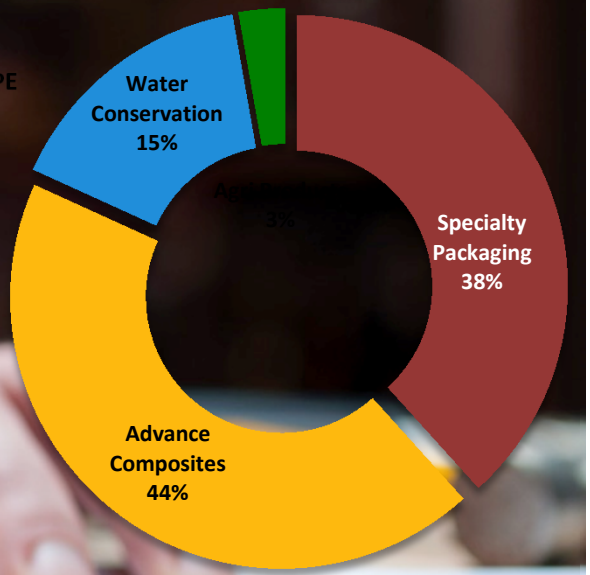
Our business



BUSINESS SPLIT



GEOGRAPHIC SPREAD



BUSINESS BY PRODUCT LINES

Specialty Packaging

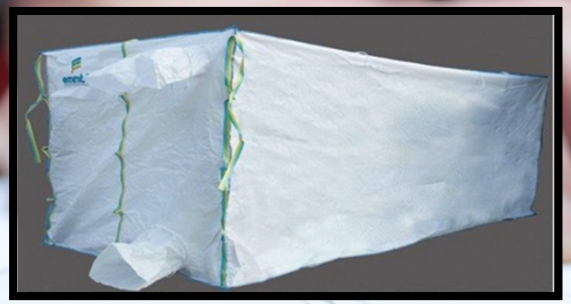
STRONG PRODUCT SUITE

General Purpose FIBC, Baffle [illegible] Of Different Shape Container Liner, PWS & Films.

Construction FIBC

"Form Stable" Conductive

Paper Substitute

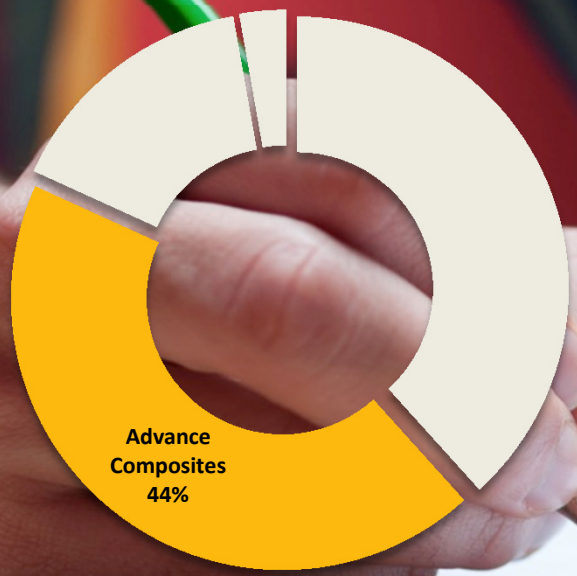


Liquid & Solid Container Liner

Packaging Barrier Films

Advanced Composites

STRONG PRODUCT SUITE



UN FIBCs, Anti Carcinogenic Packaging, Anti-Corrosive VCI Material, Water Sludge Separator, Fall Arrest, Geo Cell. Nuclear Power Plant Waste Disposal

UN Certified FIBC

Anti Carcinogenic Packaging

Water – Sludge Separator

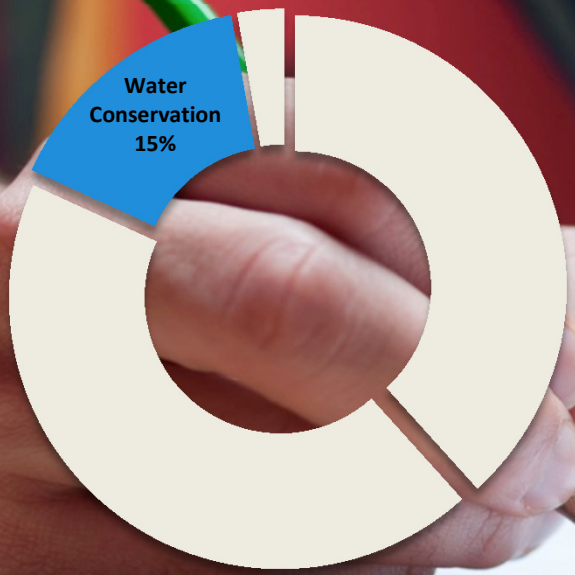
Anti-Corrosive VCI Material

Nuclear Power Plant Waste Disposal

Fall Arrest

Water Conservation (1/2)

STRONG PRODUCT SUITE



Canal Liners , Pond Liners , [illegible] Flexi Tank.

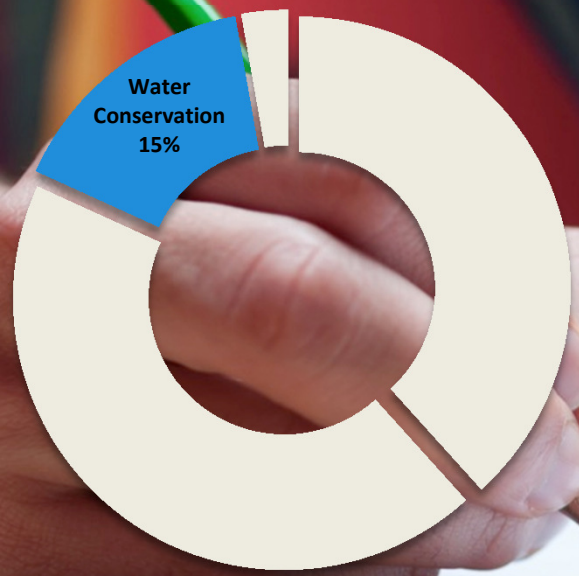
Canal Liner

Check Dam

Pond Liner

Collapsible Pipe

Water Conservation (2/2)



Water Conservation – Canal [illegible] Liners , Check Dams , Flexi Tank.

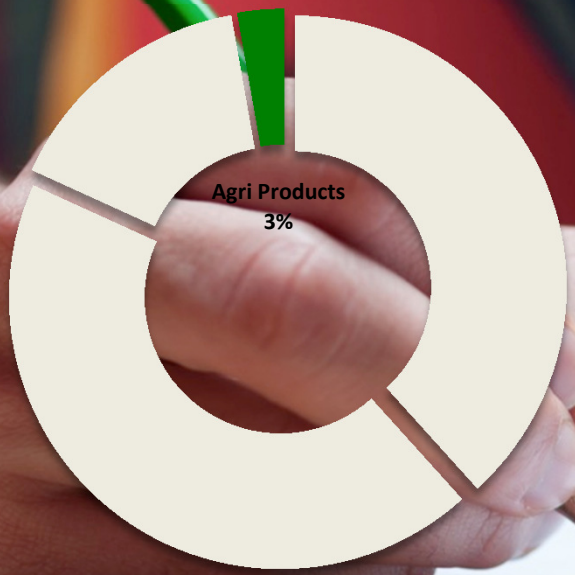
1000 Ltr Flexi Tank

500 Liter Standing Tank

Open Flexi Tank

Agri Products

STRONG PRODUCT SUITE



Crop Covers, Silage Incubator, Mulch Films, Shade Nets.

Mulch Film

Shade Net

Silage Incubator

Crop Cover

2.

Financial Update

A summary of our performance over the last five years

Consistent Growth

Q4-O-Q4, Y15-O-Y16

(₹ Millions)	Q4 2016	Q4 2015	FY 2016	FY 2015
Revenues	592.80	520.9	2176.66	1929.10
EBIDTA	72.03	70.43	269.64	202.20
PAT	37.06	28.82	105.95	59.65

% Growth	Q4 2016	Q4 2015	FY 2016	FY 2015
Revenues	13.80 %	5.88	12.83	14.81
EBIDTA	2.27	44.50	33.35	31.15
PAT	28.59	102.39	77.62	37.63

Consistent Growth Last 4 Quarters

(₹ Millions)	Q1 2016	Q2 2016	Q3 2016	Q4 2016
Revenues	478.72	543.01	562.13	592.80
EBIDTA	63.11	66.99	67.50	72.03
PAT	21.63	22.04	25.22	37.06

Since inception, Emmbi has shown consistent growth in all financial parameters.

% Growth	Q1 2016	Q2 2016	Q3 2016	Q4 2016
Revenues	17.64	19.32	2.92	13.80
EBIDTA	75.70	80.91	13.27	2.27
PAT	174.14	197.44	54.63	28.59

Consistent Growth Sustained Profits

(₹ Millions)	2012	2013	2014	2015	2016
Revenues	1049.44	1474.72	1680.32	1929.10	2176.66
EBIDTA	99.47	126.09	154.17	202.26	269.64
PAT	33.09	32.42	43.34	59.65	105.95
EPS	2.01	1.91	2.45	3.37	5.99
BV	30.57	30.73	32.89	35.86	41.24

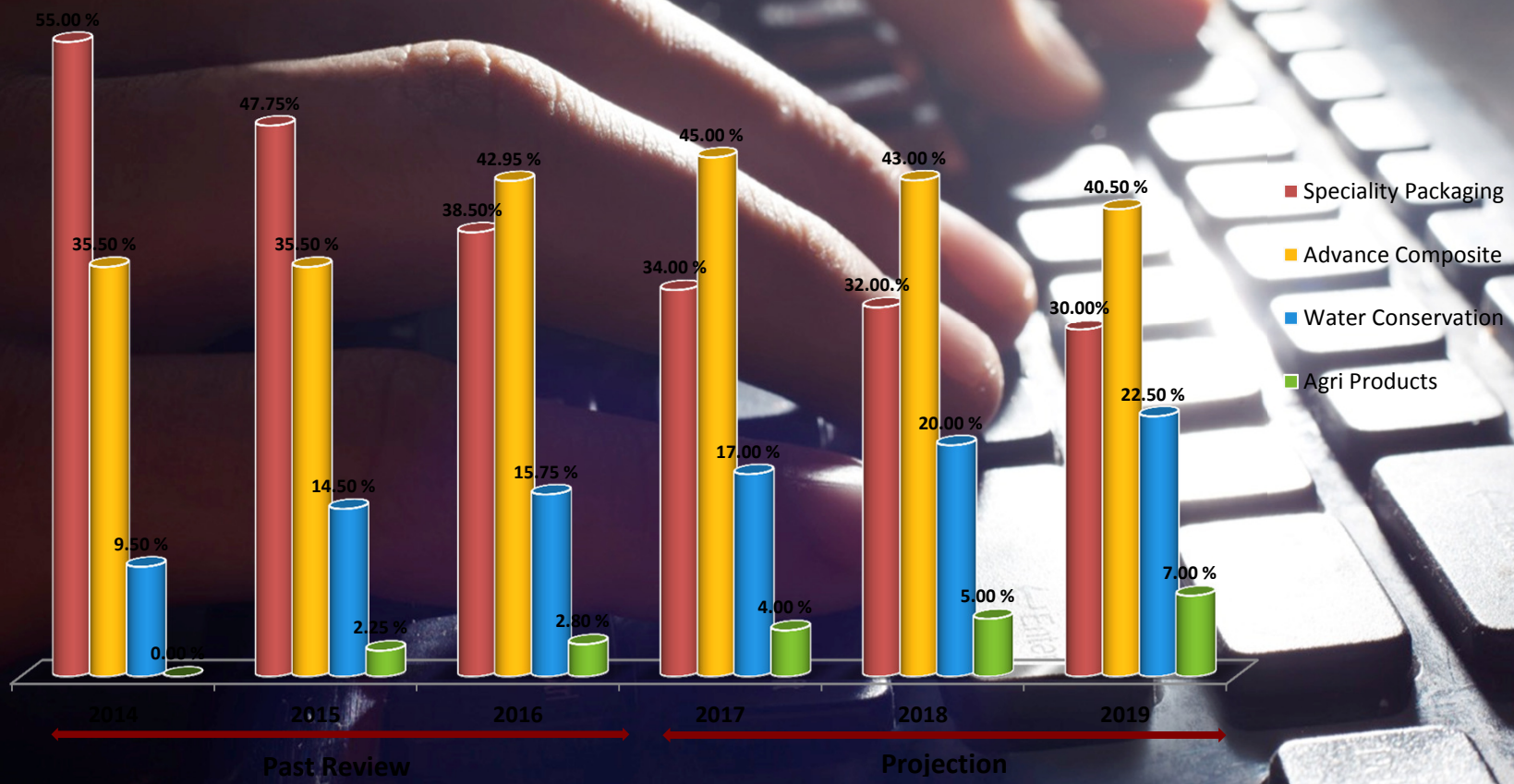
Growth %	2012	2013	2014	2015	2016
Revenues	35.12	40.52	13.94	14.81	12.83
EBIDTA	30.54	26.76	22.27	31.19	33.31
PAT	28.75	(2.02)	33.68	37.63	77.62
EPS	28.85	(4.98)	28.27	37.55	77.74
BV	7.53	0.52	7.03	9.03	15.00

3.

Our Mantra for Growth

What has helped Emmbi Industries grow profitably?

Revenue Breakdown



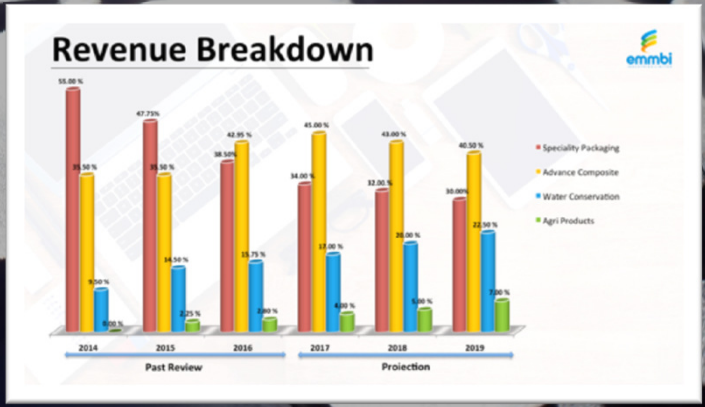
Profitable Growth

1. A shift in the product mix, towards **high margin contributors**

2. Improvement in **capacity utilization to 83%** (up from 65% in the previous year), leading to better operational metrics

3. **Reduction in interest costs** through a more efficient application of funds

4. **Ability to command a premium** over competitors, thanks to strong **brand equity** and first mover advantage



4.

Looking ahead

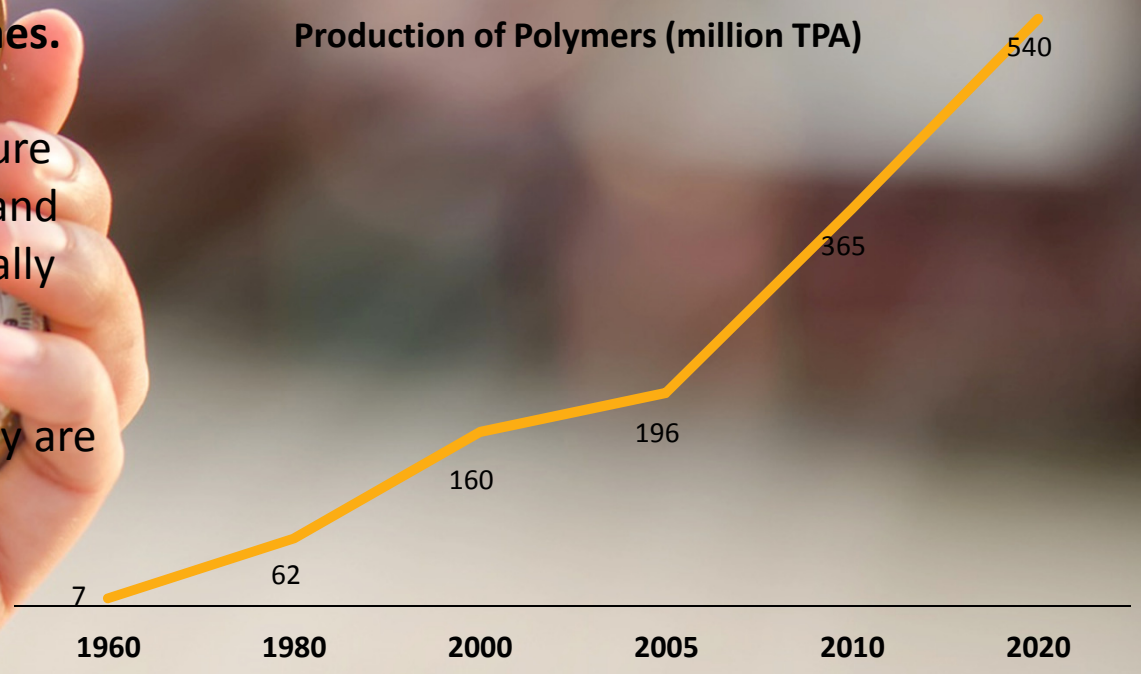
Our outlook for the polymer industry and our business in the years to come

Exponential Growth, Globally

In just two decades from 2000, global polymer consumption is expected to grow close to **4 times.**

The completely man-made nature of polymers makes innovation and creation of new materials virtually limitless.

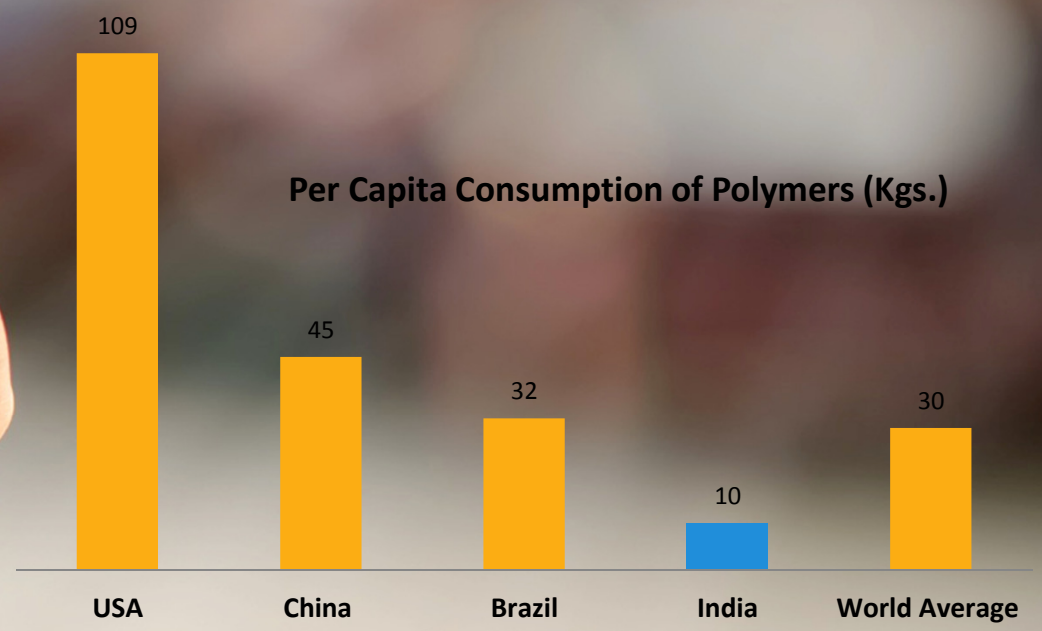
Advances in material technology are creating new applications for polymers, further fueling this growth.



Significant Headroom

India's consumption of polymers is still **a third of the global average.**

As the country urbanizes and grows economically, we see a significant uptick in polymer consumption.



New Avenues for Growth

New markets through new customer segments and applications

1. **Food & Pharma Bulk Packaging** Food-grade FIBCs
2. **Pneumatic Human Safety** Fall Arrest Systems & Dunnage systems
3. **Water Conservation** Pond Liners, Canal Liners, Flexi Tanks, Check Dams
4. **Agriculture** Crop Protection Covers, Mulch Films, Silage Incubators
5. **Infrastructure** Road & Roofing Underlayment, Fire Retardant Scaffolding
6. **E-commerce** Tamper Evident Multi trip packaging

Emmbi's Readiness to Meet Future

- **Independent R&D facility with a dedicated 34-member team** A separate R&D Center gives innovation and new product development the focus that it deserves

- **Multicultural presence** Our global footprint and open culture fosters active sharing and cross-pollination of ideas

- **Development Pipeline** Our focused efforts in product development has resulted in 11 patents, which we are in a position to leverage to better our margins

- **Proactive Innovation** We have a finger on the pulse of our customers and markets and are able to lead innovation

emmbi
INDUSTRIES LIMITED

Thank you

Investor Services:

Kaushal Patvi | Company Secretary
kaushal.patvi@emmbi.com