emmbi
INDUSTRIES LIMITED

Date: 15th November, 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 investor presentation

Dear Sir/Madam,

We propose to share the enclosed investors' presentation for the Quarter ended September 30, 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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Tel: +91 (0260) 320 0948 I CIN : L17120DN1994PLC000387 I E-mail: info@emmbi.com I www.emmbi.com

Prosperity, All Around

Emmbi Industries Limited

Investor Presentation
Q2, FY 2016-2017

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. Specialty Polymer Processing – an industry of the future
2. Emmbi's Growth Mantra: Innovation & Need Identification
3. Emmbi's Products and Services
4. A Performance Update
5. Looking Ahead

1. Specialty Polymers – An industry of the future

Exponential Growth, Globally

A NEW AGE MATERIAL

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

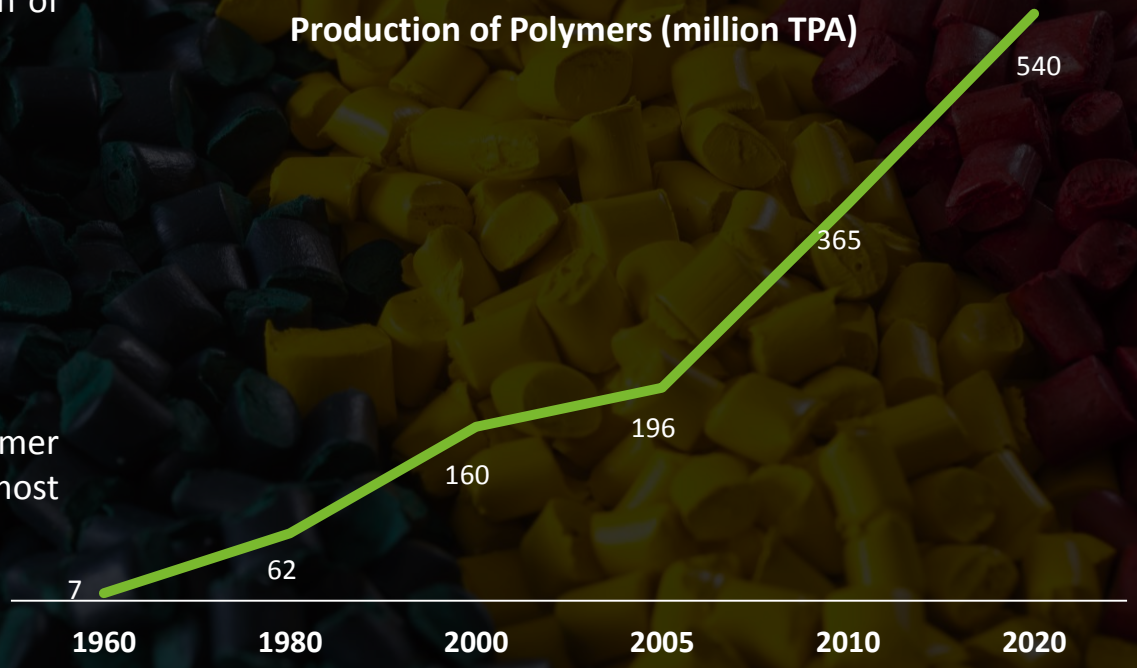
NEW APPLICATIONS

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

EXPONENTIAL GROWTH

Given the applications, global polymer consumption is expected to grow almost four times in two decades.

(source : Global Polymer News)



New Horizons for Polymer Products General Applications

emmbi INDUSTRIES LIMITED

POLYMERS ARE REPLACING OTHER MATERIALS IN A NUMBER OF APPLICATIONS

CONVENTIONAL APPLICATION (NON POLYMER BASED)

- Jute Bags
- Glass Bottles
- Glass Microwave Utensils
- Car bodies made of metal
- Metallic water drums
- Metal pipes
- Metal Gas Cylinders
- Metal Buckets
- Metal Bulk Containers
- Metallic Uni-body Mobile Phones
- Glass Syringe
- Metal Shades
- Paper Hoardings
- Metal and Paper Currency
- Consumer Durables in Metal
- Metal Needles

Polymer Processing Companies

MODERN APPLICATION (POLYMER BASED)

- PP Bags
- PET Bottles
- Plastic Microwave Utensils
- Car bodies made of fiber
- Plastic water drums
- PVC Pipes
- Composite Gas Cylinders
- Plastic Buckets
- FIBC's
- Plastic body Mobile Phones
- Plastic Syringe
- Tarpaulin Shades
- Flex Hoardings
- Plastic Currency
- Consumer Durables in Plastic
- Plastic Needles

New Horizons for Polymer Products Emmbi Specific Applications

CONVENTIONAL APPLICATION (NON POLYMER BASED)

1. Jute Bags
2. Concrete Canal Liners
3. Concrete / Metal Water Tanks
4. Metal Sludge Separator Tanks
5. Oil Based Anticorrosive Packaging
6. Paper Packaging Bags
7. Earthen Pots to Carry Water

Emmbi

MODERN APPLICATION (POLYMER BASED)

1. PP Bags
2. Woven Polymer Canal Liners
3. Woven Polymer Flexi Tank
4. Woven PP Water Sludge Separator
5. Polymer Based Anticorrosive (VCI) Packaging
6. Polymer Based Paper Look Alike Bags
7. Plastic Water Tanks to Carry on Cycle

New Applications

1. Polymer Pond Liner
2. Crop Covers
3. Pneumatic Safety Systems
4. Woven Polymer “Lapeta Pipe”

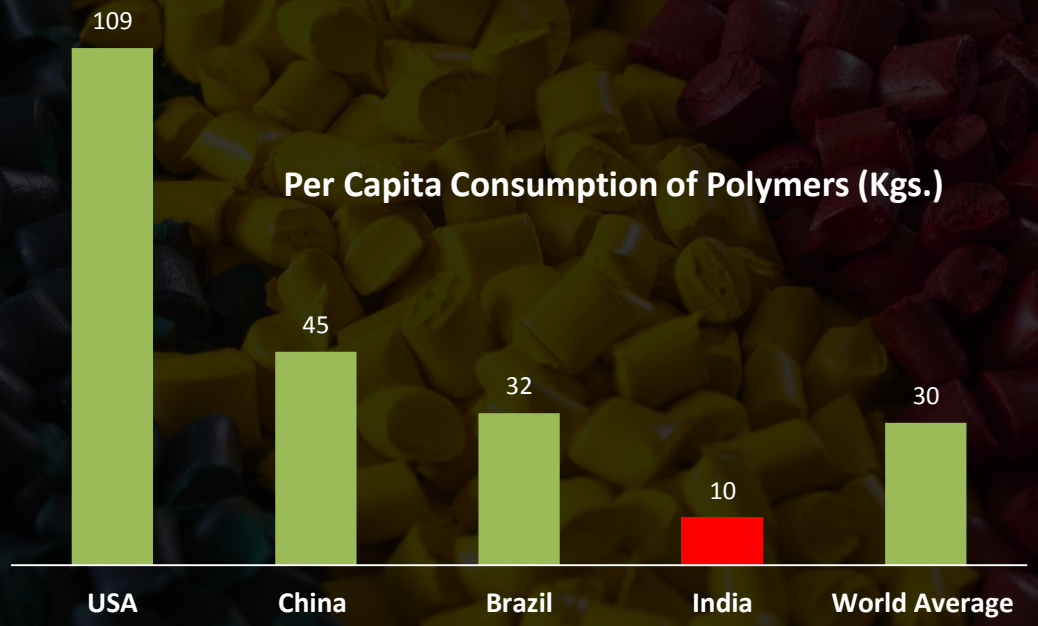
More Headroom, in India

INDIA LAGS THE WORLD IN POLYMER CONSUMPTION

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

URBANIZATION TO DRIVE CONSUMPTION

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



(source : Global Polymer News)

2. Our Growth mantra

Innovation and need identification

Our philosophy

At Emmbi, what drives us is a desire to brighten our world in every way – for our employees, our customers, investors and our communities. Our philosophy is embedded in our corporate symbol, that we call "The Whizz"

Blue The colour of loyalty and stability. At Emmbi, this also represents the team and our blue-collared employees, 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

Leading the change

- **Focus on R&D** A separate R&D Center with a dedicated 34-member team 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

Brightening lives over 50 countries worldwide...

Q2 FY-17: Highlights

Focus on water conservation continues

In Q2, our focus on water conservation sharpened even more. We feel pride in the fact that our products **helped create a "man made" storage for 47.74 crore liters of water** in the states of Maharashtra and Rajasthan!

Q2 FY-17: Highlights

Hon'ble Revenue Minister of Rajasthan, Amra Ramji Visited at Emmbi stand in Gram Rajasthan exhibition in Jaipur

Q2 FY-17: Highlights

We continued with our efforts to transform into a B2C company from a predominantly B2B play. Our products were received positively at the recently concluded **Gram Rajasthan exhibition in Jaipur**

Q2 FY-17: Highlights Infrastructural progress

Date: 12/11/2016
New Factory building under construction - Project of "Positive Pressure Integrated Clean Room for FIBC Manufacturing"

Date: 12/11/2016
Newly Acquired building under modification - Project for "Water Conservation & Agri Product Division"

In sum

1. Our focus on R&D, multi-cultural presence, development pipeline and proactive innovation keep us ahead of the competition in an otherwise undifferentiated market

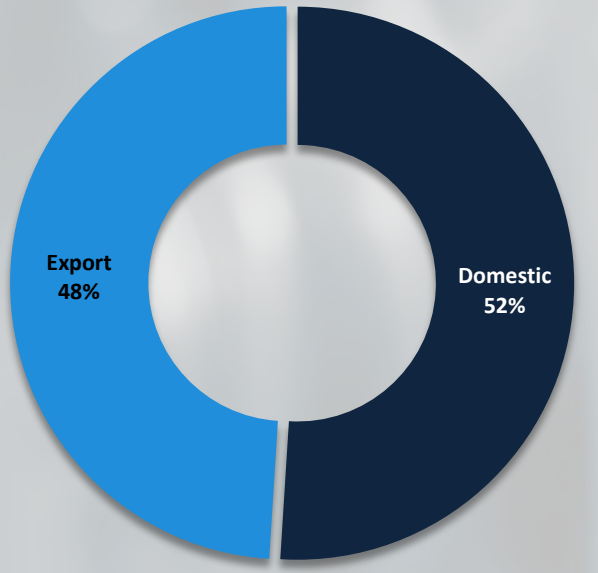
2. Value addition and need identification have helped us expand globally, mitigating a single-market risk

3. In the quarter gone by, Emmbi Industries has made significant achievements not just operationally but also in the innovation pipeline and engagement with communities

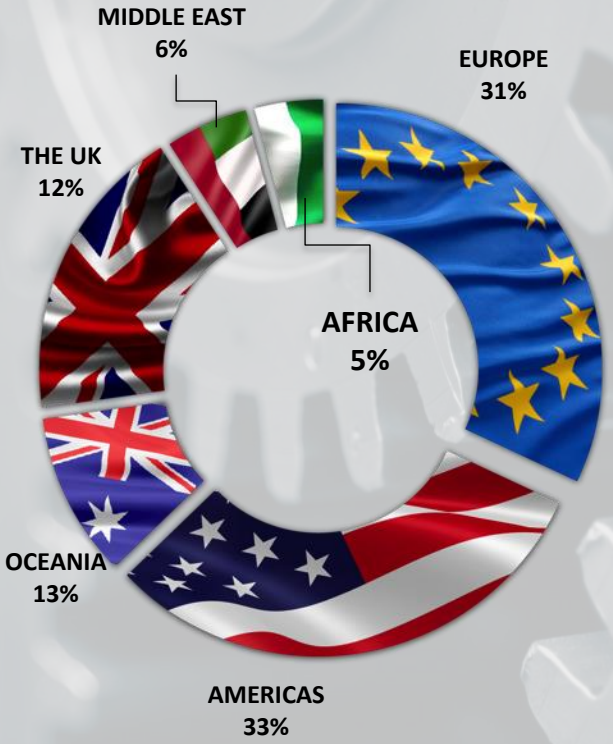
3. Integrated, industry-leading products and services

What we make, and where it is applied

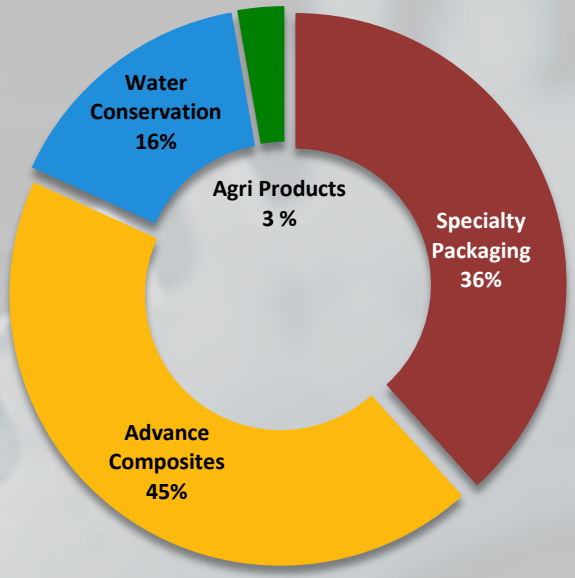
Our business



BUSINESS SPLIT AS OF 30th Sept 2016



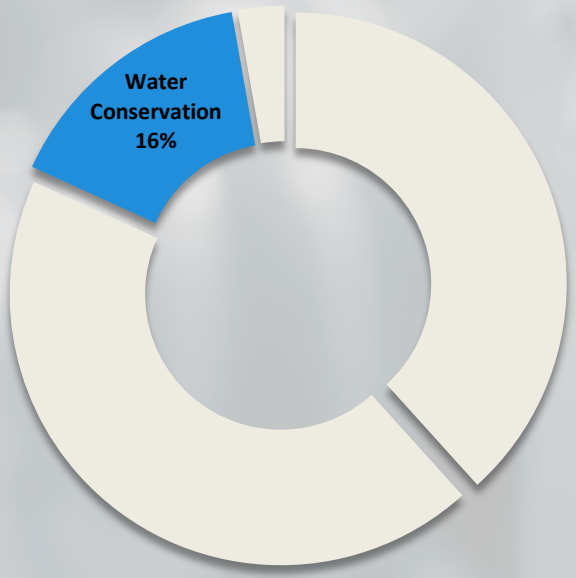
EXPORT :GEOGRAPHIC SPREAD



BUSINESS BY PRODUCT VERTICALS

Water Conservation (1/2)

STRONG PRODUCT SUITE



Canal Liners , Pond Liners , Check Dams , Flexi Tank.

Canal Liner

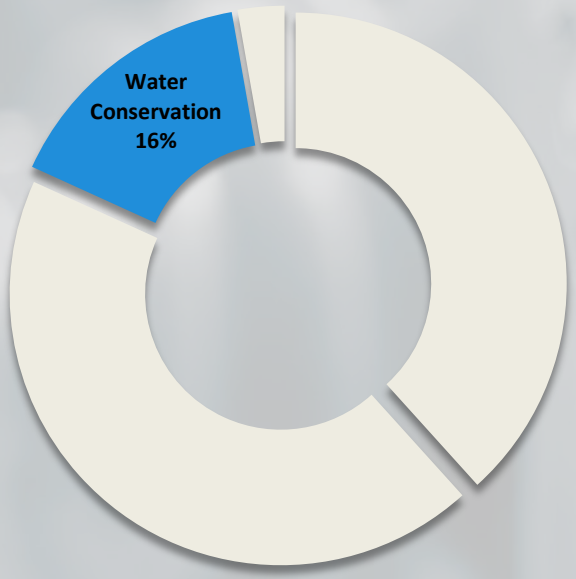
Check Dam

Pond Liner

Collapsible Pipe

Water Conservation (2/2)

STRONG PRODUCT SUITE



Water Conservation – Canal Liners , Pond Liners , Check Dams , Flexi Tank.

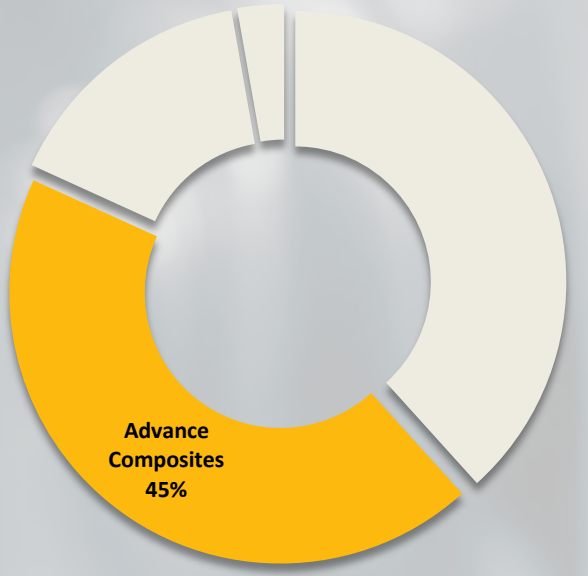
1000 Ltr Flexi Tank

500 Liter Standing Tank

Open Flexi Tank

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

Application of UN Certified FIBC

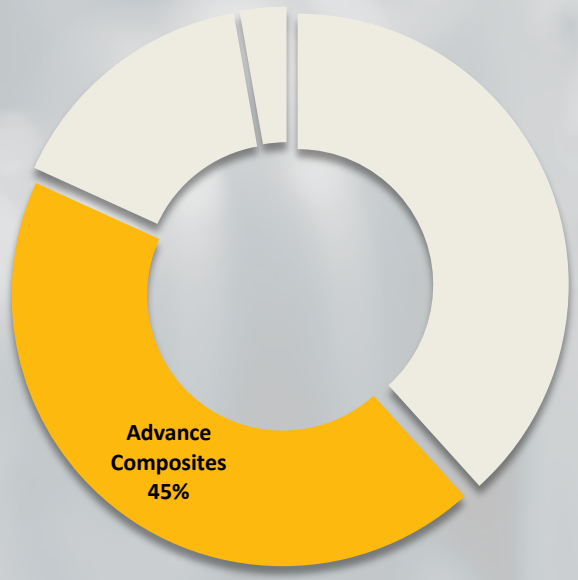
Anti Carcinogenic Packaging

Application of Anti Carcinogenic Packaging

Water – Slug Separator

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

Anti-Corrosive VCI Material

Application for Anti-Corrosive VCI Material

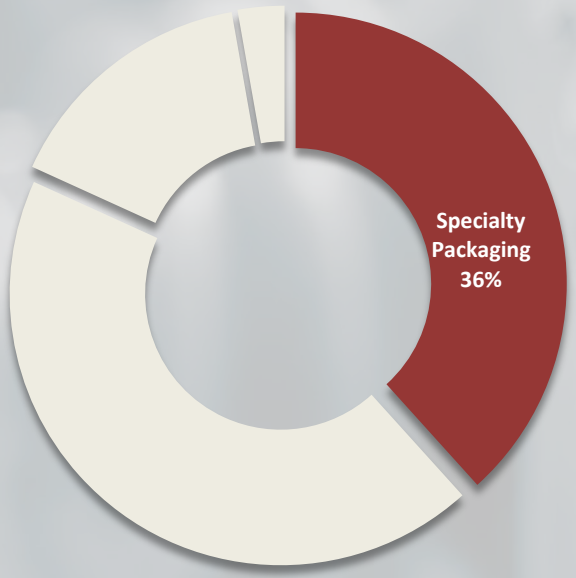
Nuclear Power Plant Waste Disposal

Fall Arrest

Application for Fall Arrest

Specialty Packaging

STRONG PRODUCT SUITE



General Purpose FIBC, Baffle Bag, and FIBC of Different Shape Container Liner, PWS & Films.

Construction FIBC

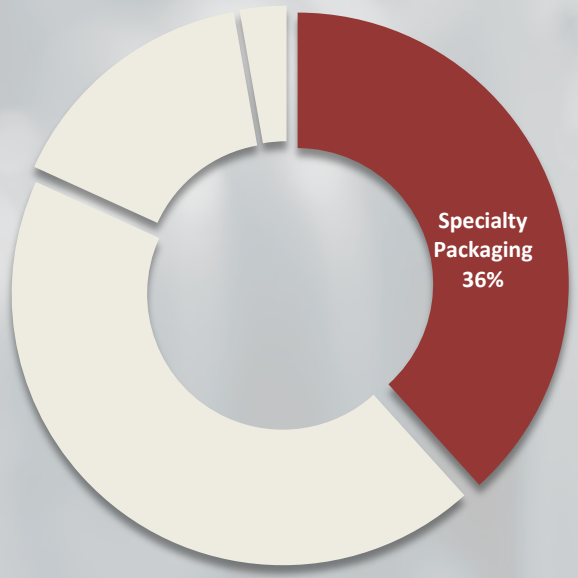
Application for Construction FIBC

Paper Substitute Bag

Packaging Barrier Films

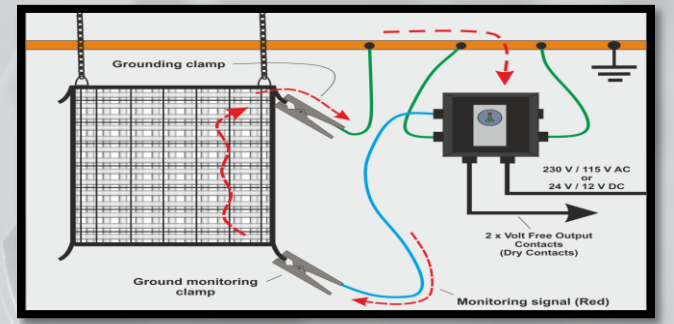
Specialty Packaging

STRONG PRODUCT SUITE

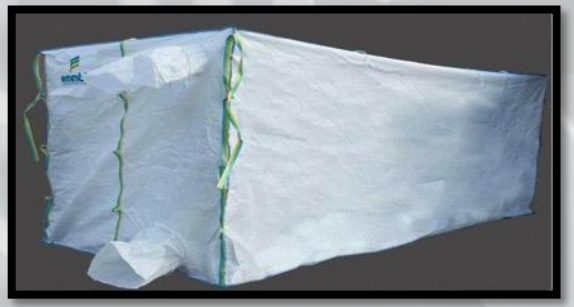


General Purpose FIBC, Baffle Bag, and FIBC of Different Shape Container Liner, PWS & Films.

"Form Stable" Conductive



Application for Form Stable Conductive



Liquid & Solid Container Liner

Application for Liquid & Solid Container Liner

Agri Products

STRONG PRODUCT SUITE

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

Mulch Film

Shade Net

Silage Incubator

Crop Cover

4. Financial Update

A summary of our performance

Sustained Growth

(₹ Millions)	2012	2013	2014	2015	2016	Q1 2016-2017	Q2 2016-2017
Revenues	1049.44	1474.72	1680.32	1929.10	2176.66	560.52	596.56
EBIDTA	99.47	126.09	154.17	202.26	269.64	69.71	73.31
PAT	33.09	32.42	43.34	59.65	105.95	29.36	33.11
EPS	2.01	1.91	2.45	3.37	5.99	1.66	1.87
BV	30.57	30.73	32.89	35.86	41.24	42.90	44.77

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

Increase In %	2012	2013	2014	2015	2016	Q1 2016-2017	Q2 2016-2017
Revenues	35.12	40.52	13.94	14.81	12.83	17.09	9.86
EBIDTA	30.54	26.76	22.27	31.19	33.31	10.47	9.43
PAT	28.75	(2.02)	33.68	37.63	77.62	35.74	50.22
EPS	28.85	(4.98)	28.27	37.55	77.74	35.74	50.22
BV	7.53	0.52	7.03	9.03	15.00	15.73	16.83

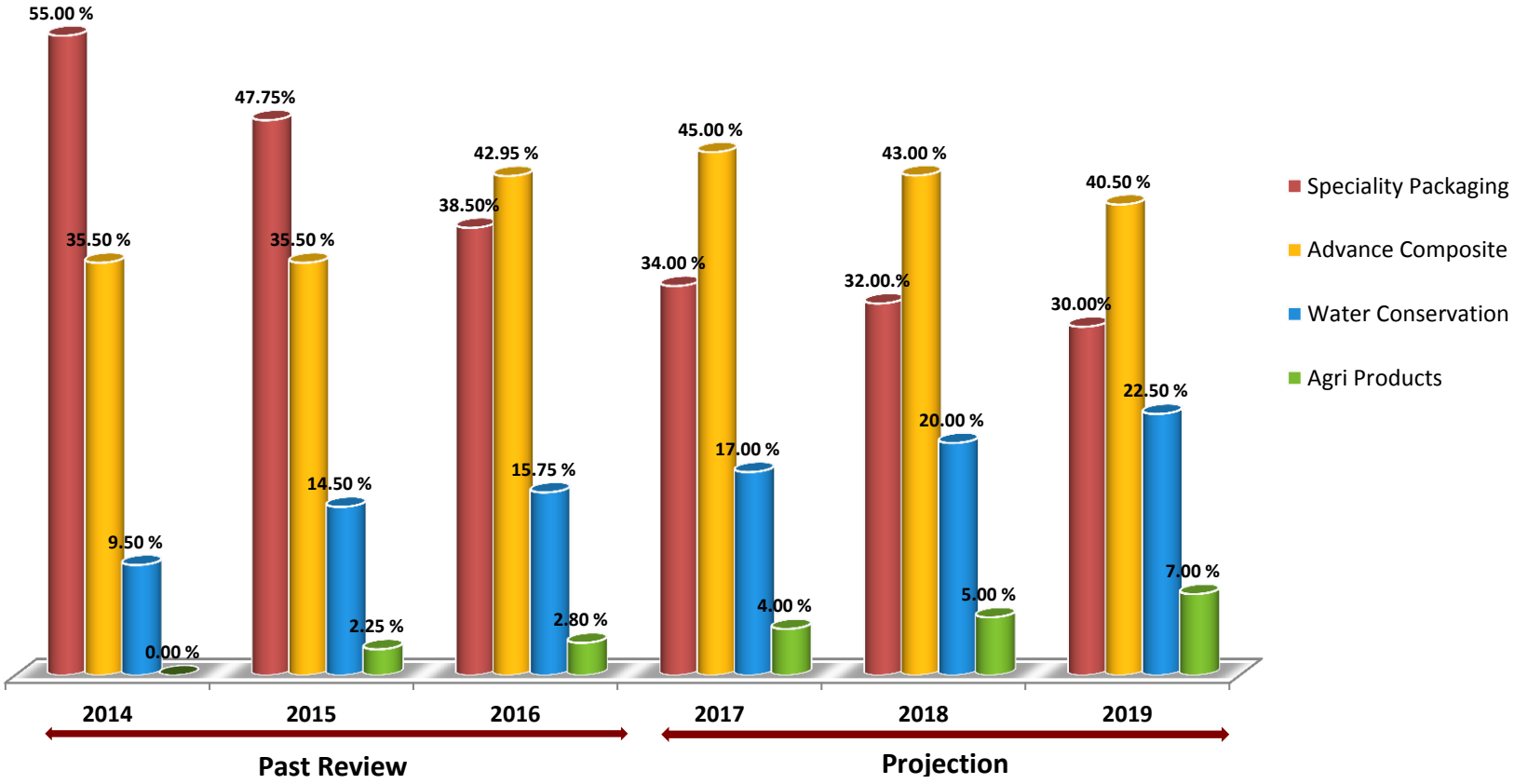
6 Year CAGR

Revenue : 26.11%

EBIDTA : 30.30%

PAT : 62.76%

Revenue breakdown



Profitable Growth

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

2. Improvement in **capacity utilization to 89 % for H-1** (up from 83% 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

5.

Looking ahead

Avenues for Growth

Advance Composites

1. **Food & Pharma Bulk Packaging** Food-grade FIBCs
2. **Pneumatic Human Safety** Fall Arrest Systems & Dunnage systems
3. **E-commerce** Tamper Evident Multi trip packaging
4. **Infrastructure** Road & Roofing Underlayment, Fire Retardant Scaffolding

Water Conservation

1. **Retail Distribution of** Pond Liners, Flexi Tanks,
2. Canal Liners, Check Dams

Agro Products

1. **Export Substitution** Crop Protection Covers, Mulch Films, Silage Incubators, Agro Sheds

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Thank you

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