emmbi™
INDUSTRIES LIMITED

Date: 7th February, 2018

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

**Sub: Investor Presentation to Analysts/Investors**

Dear Sir,

We are attaching herewith a copy of the investor presentation on the Un-Audited Financial Results of the Company for the Quarter and Nine Months ended 31st December, 2017 which will be presented to Analysts/ Investors.

The aforesaid presentation is also available on the Company's website www.emmbi.com.

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

**For Emmbi Industries Limited**

**Kaushal Patvi**
**Company Secretary**

EMMBI INDUSTRIES LIMITED (MUMBAI)

Encl: As above

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Regd. Off.:99/2/1 & 9, Madhuban Industrial Estate, Madhuban Dam Road, Rakholi Village, U. T. Of Dadra & Nagar Haveli, Silvassa - 396 230, INDIA.
Tel: +91 (0260) 320 0948 | CIN : L17120DN1994PLC000387 | E-mail: info@emmbi.com | www.fibcindia.com

# EMMBI INDUSTRIES LIMITED
# INVESTOR PRESENTATION
# Q3, FY 2017-18

# 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.

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1. Highlights of Q3 FY17-18
2. Financial Performance Update
3. Product Verticals Snapshot
4. The Water Opportunity

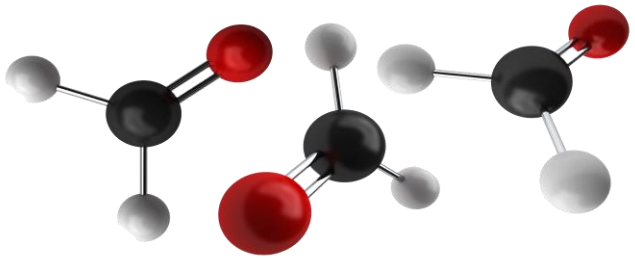
Appendix:

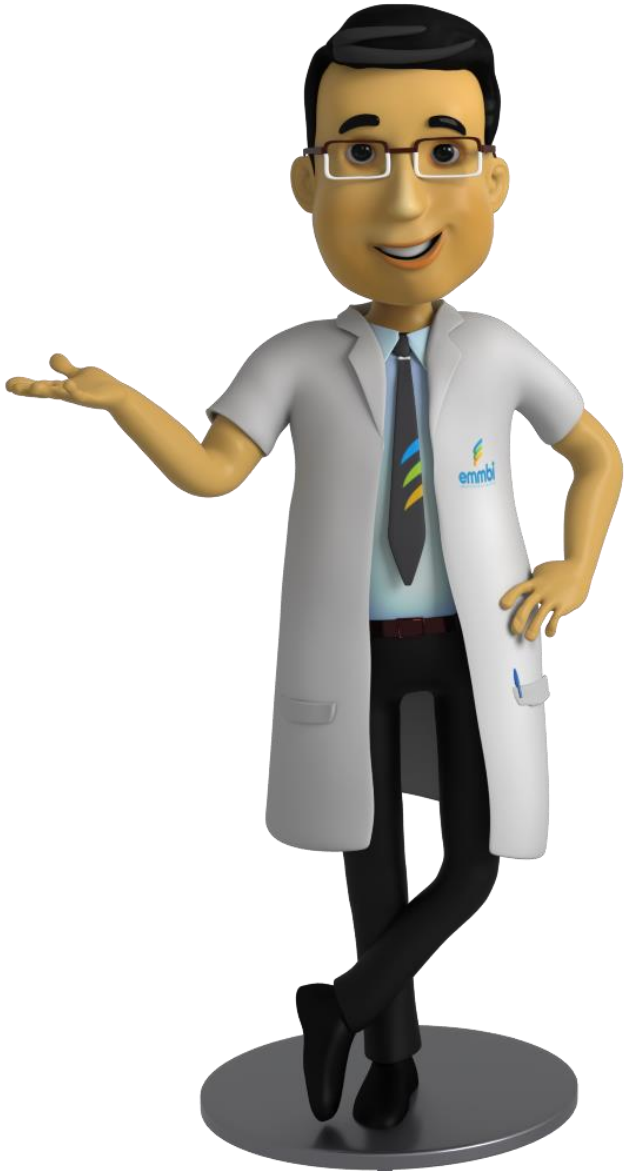
A- Emmbi's Products and Services Details

B- Sustainable Business Practices: The Emmbi Way

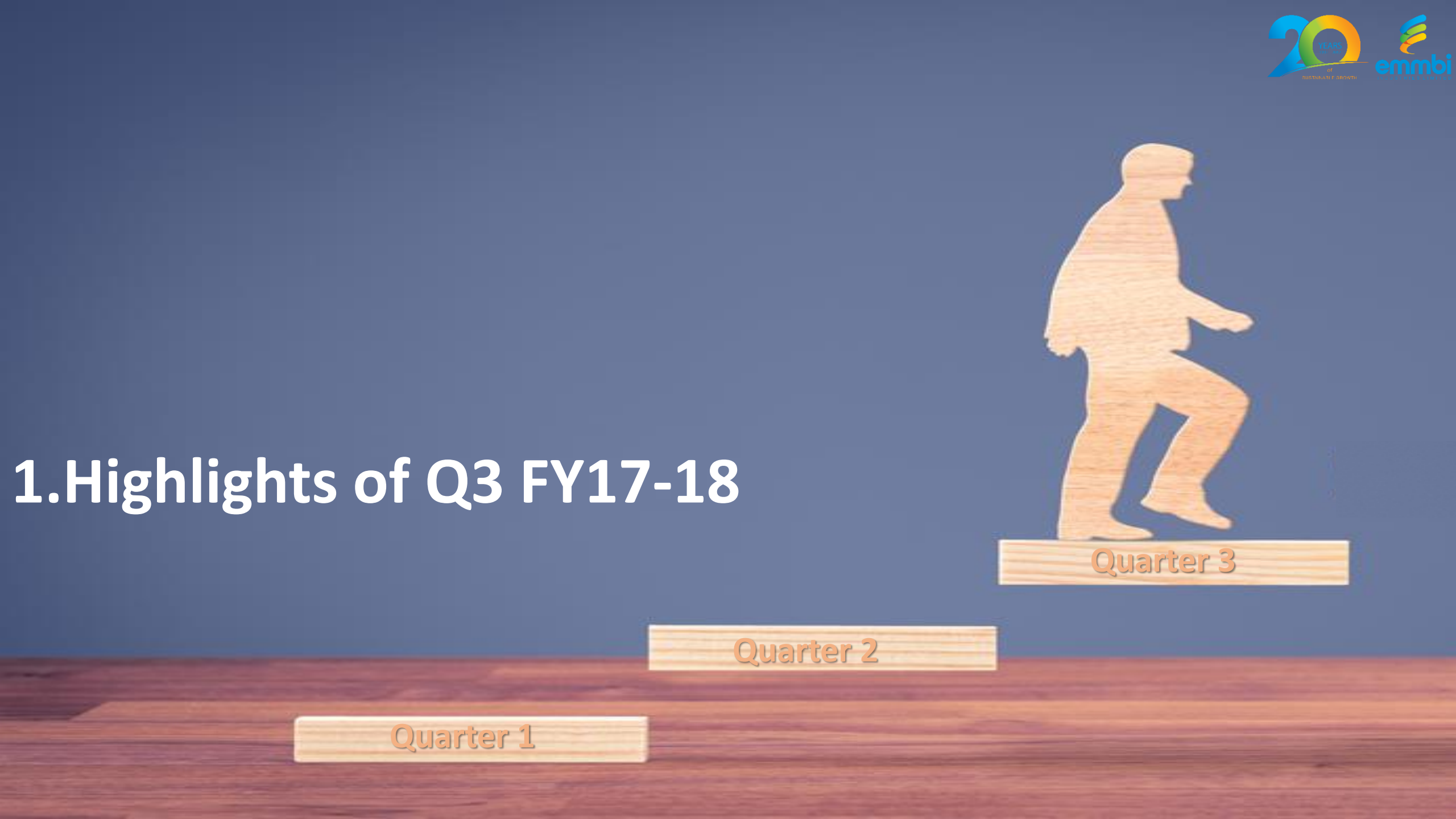
C - Polymer Processing Industry : Global Perspective

D - Recent Innovation at Emmbi



# 1.Highlights of Q3 FY17-18



# I. Key Operating Highlights

| Revenue | EBIDTA | PAT and EPS |
|---|---|---|
| **+16.83%** | **+112 BPS** | **+29.60%** |
| (9 Months Y-O-Y) | (9 Months Y-O-Y) | ( 9 Months Y-O-Y) |

- **Innovation: Pilot of "Smart Factory" to control excesses in the Batch Processes using modern IOT technology**
- **Brands: Focus on Rural Brand Development | Special "Small Business Unit" to harness brand growth**

# II. Innovation of the Quarter

- **Manufacturing 4.0: Productivity. Machine Learning**
- Successfully Completed on 04 Machines
- Commercial Completion of the project in next 2 Quarters
- Expected Cost around 1.2 Cr.  Substantial Cost saving due to Home Developed technology and usage of IOT
- Direct “Man-Machine-Interface” to improve

**Manufacturing 4.0 – A Step Forward with State of the Art IOT Technology**

# III. Our Success Mantra

## STRONG RESEARCH

emmbi innovation lab

Emmbi Innovation Lab is the only R & D Centre recognized by Ministry of Science and Technology in woven polymer business in India. 14 Patents filed till date

## SMART MANUFACTURING

Practicing "Lean" manufacturing technology, With management system an integrated the Smart IOT technology for enhanced efficiencies

## EFFICIENT ASSET MANAGEMENT

Consistently improving ROCE, ROA, ROE has translated into value for investor, Improved EPS. We are the most valued woven Polymer Company in India

# IV. Investments in R&D begin to pay off

emmbi InnovationLab
IN-HOUSE RESEARCH AND DEVELOPMENT CENTER

- Govt. of India, Department of Science & Technology Certified
- Filed 14 Patents in past 6 years
- 35 member Dedicated R & D Team
- Approx. 2.5 % of Revenue is allocated as budget
- Helps maintain the target of “20 % Revenue from product developed in past 20 months”

# 2. Financial Performance

# Sustained growth across all financial parameters

| (₹ Millions) | 2013 | 2014 | 2015 | 2016 | 2017 | 9M 2017 | 9M 2018 |
|---|---|---|---|---|---|---|---|
| Revenues | 1,474.72 | 1,680.32 | 1,929.10 | 2,176.66 | 2,409.89 | 1741..86 | 2035.09 |
| EBIDTA | 126.09 | 154.17 | 202.26 | 269.64 | 299.46 | 209.55 | 255.87 |
| PAT | 32.42 | 43.34 | 59.65 | 105.95 | 127.28 | 86.41 | 111.99 |
| EPS | 1.91 | 2.45 | 3.37 | 5.99 | 7.20 | 4.88 | 6.33 |
| BV | 30.73 | 32.89 | 35.86 | 41.24 | 48.44 | 46.13 | 54.17 |

**200+ Clients**

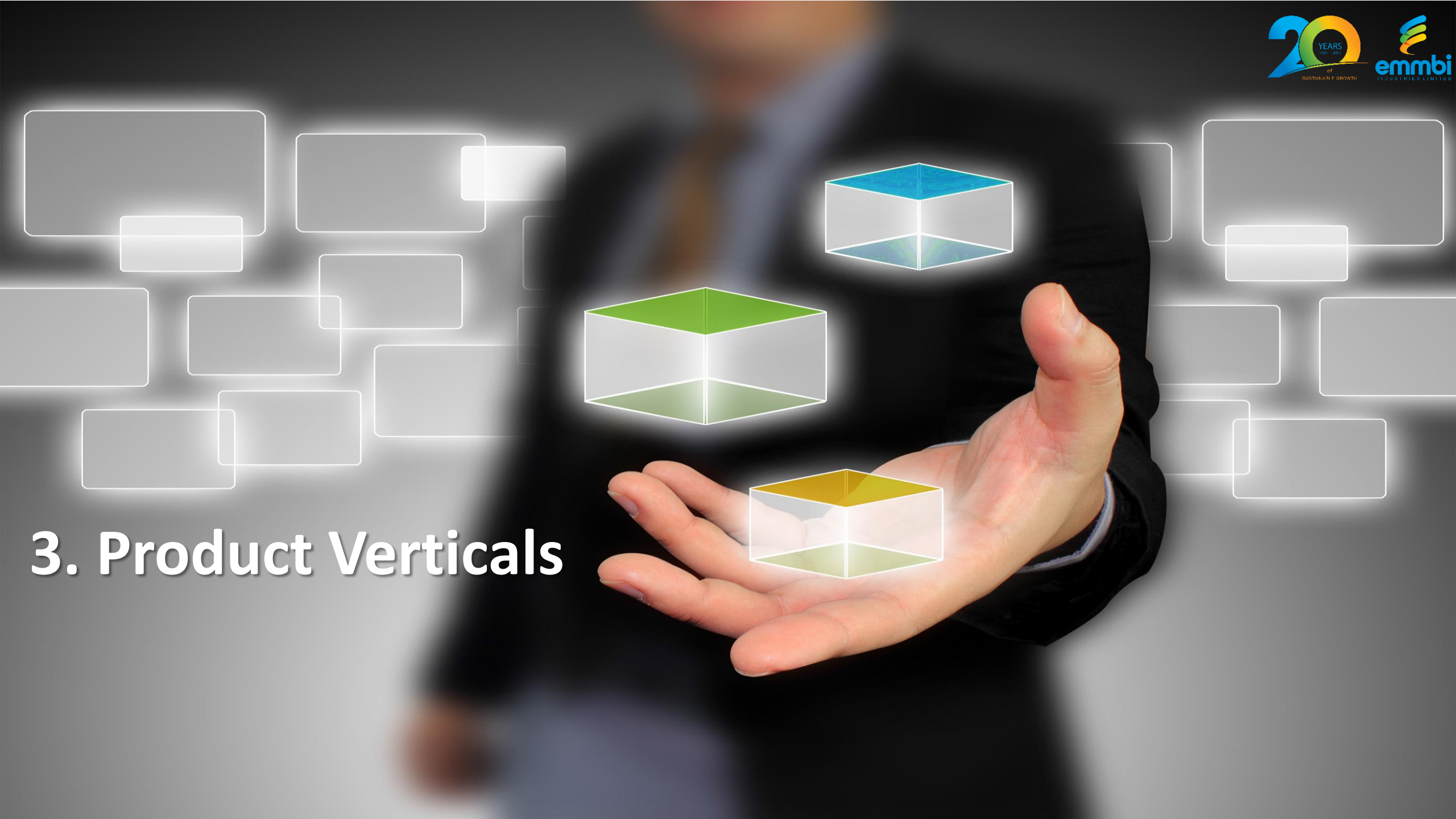
**45% Exports**

**40+ Products**

**14 Patents**

| Increase | 2013 | 2014 | 2015 | 2016 | 2017 | 9M 2017 | 9M 2018 |
|---|---|---|---|---|---|---|---|
| Increase in Revenue % | 40.52 | 13.94 | 14.81 | 12.83 | 10.72 | 9.98 | 16.83 |
| EBIDTA % | 9.01 % | 9.69% | 10.99% | 12.97 % | 13.07% | 12.64% | 13.75% |
| Increase in PAT % | -2.02 | 33.70 | 37.62 | 77.63 | 20.13 | 25.42 | 29.60 |

# 3. Product Verticals



# We operate across four verticals

## Water Conservation

**Estimated Global Market: 2.5 US $ Billion**

The Water Conservation portfolio, as the name suggests, focuses on creating solutions for the storage, transport and distribution of water.

These products – like pond liners and flexible tanks – are marketed under the Jalasanchay brand.

## Advanced Composites

**Estimated Global Market: 36.5 US $ Billion**

The Advanced Composites division focuses on creating high-tech solutions for specialized applications.

This division creates solutions for hazardous waste management, asbestos removal, fire-retardant applications etc.

## Specialty Packaging

**Estimated Global Market: 30 US $ Billion**

Currently accounting for the bulk of our products, the Specialty Packaging division caters to a wide array of industries, from food and pharma to chemicals, cement and more – to transport and store materials.

## Agro Polymers

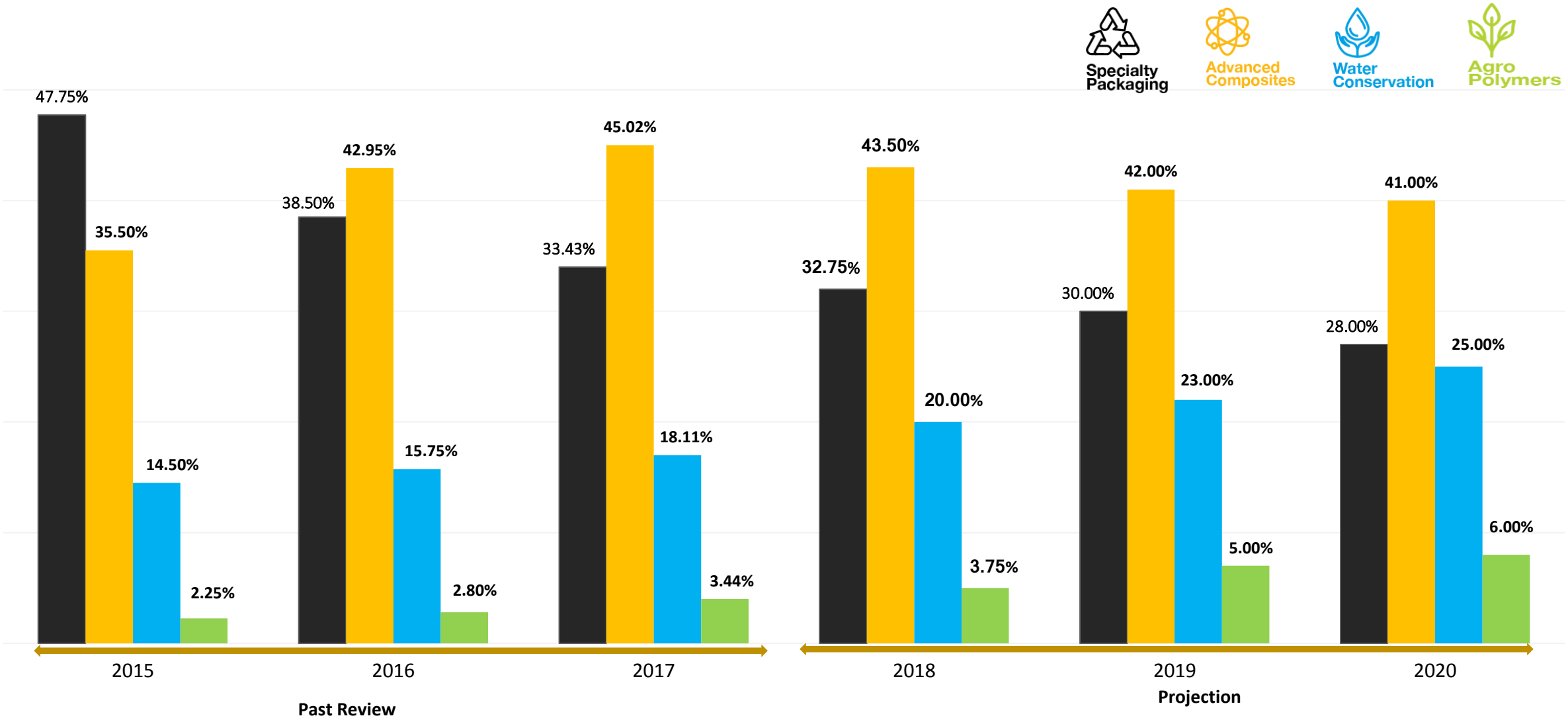
**Estimated Global Market: 4 US $ Billion**

Products manufactured by the Agro Polymer division are marketed under the Krishirakshak name. These focus primarily on crop protection and de-risking the farmer from the weather.

Typical applications include Mulch Films, Crop Covers and flexible pipes.

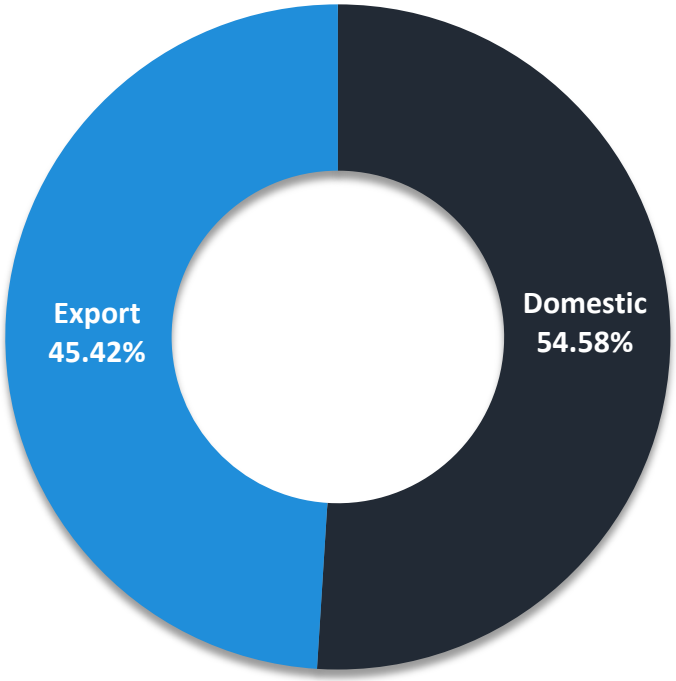
* Source 1/2/3/4: Market Insights Report, Business Wire, Research and Markets News & Emmbi Internal Research

# Revenue breakdown

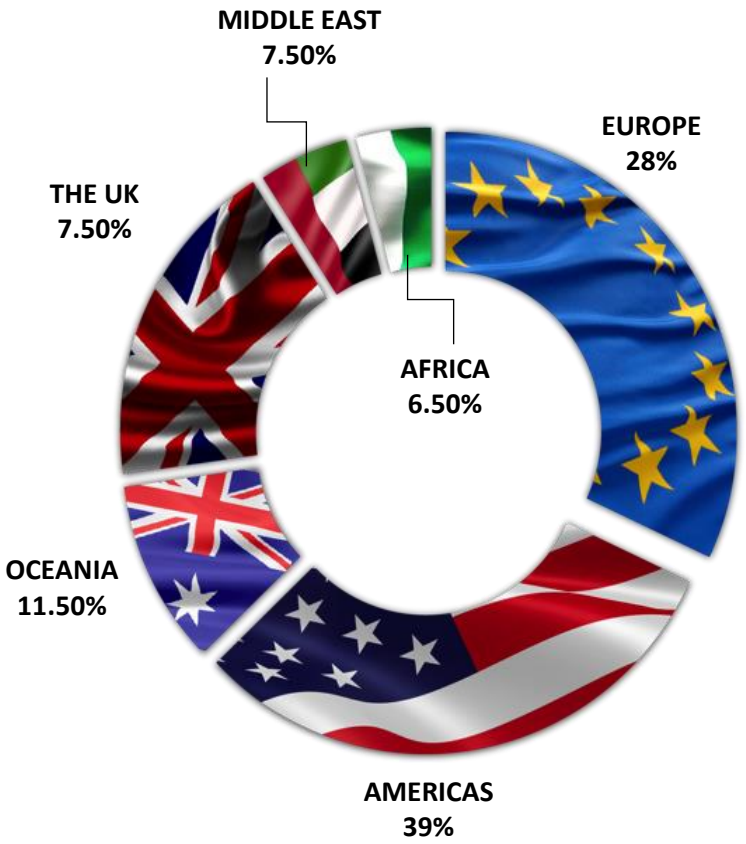


# Business by geography and vertical

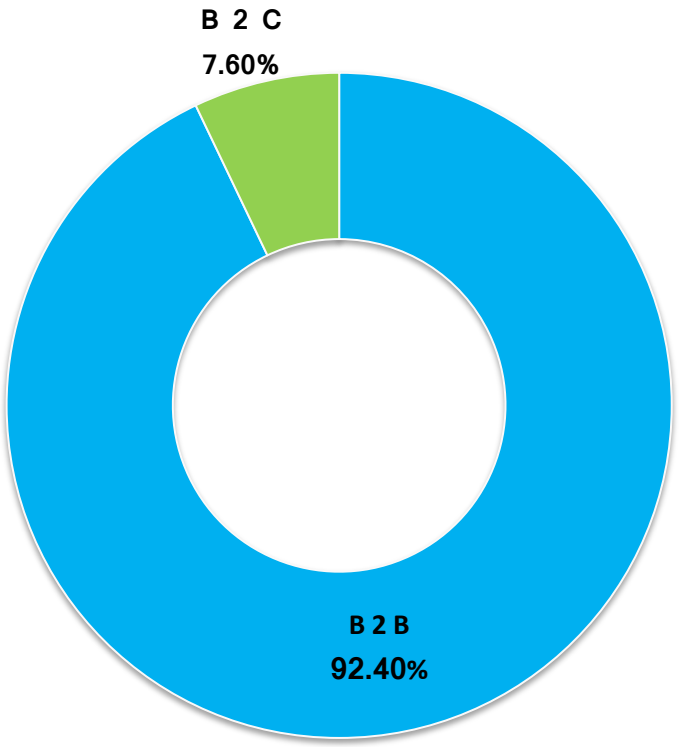
- Government's large thrust for water conservation products in rural economy
- Leveraging experience based on huge success of our unique products - collapsible water tanks, crop covers, pond liners
- Increasing awareness among farmers through our new brands "Emmbi Jalasanchay" and "Emmbi Krishirakshak"




**BUSINESS SPLIT AS OF 31st DEC, 2017**




**EXPORT : GEOGRAPHIC SPREAD**




**BUSINESS SPLIT : B2B vs B2C**

# 4.The Water Opportunity

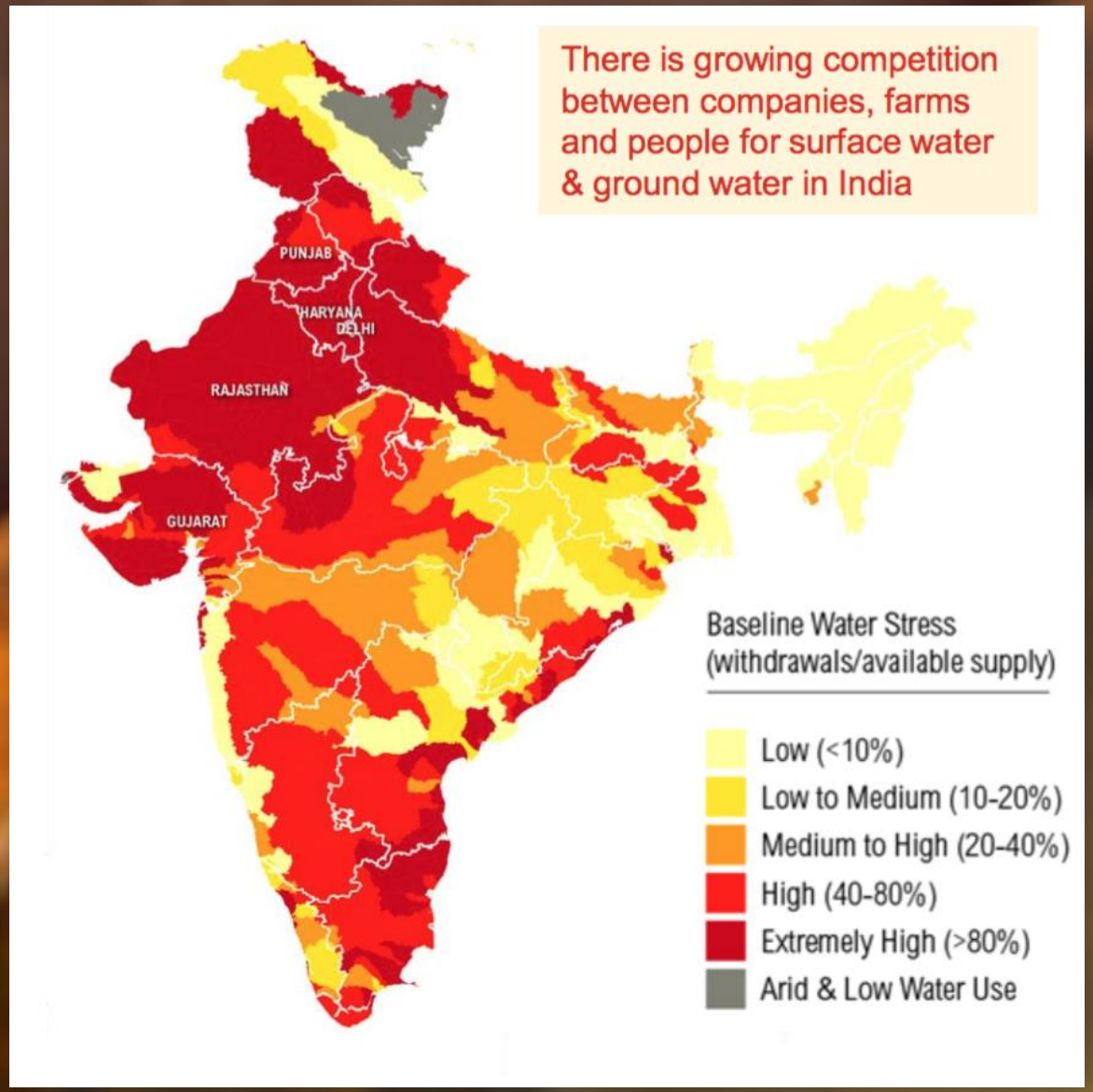
**# Pic :Actual image of Emmbi Pond in the Desert of Jaisalmer, State Rajasthan, India.**

# India's rural growth is fraught with challenges

## Water, a primary concern

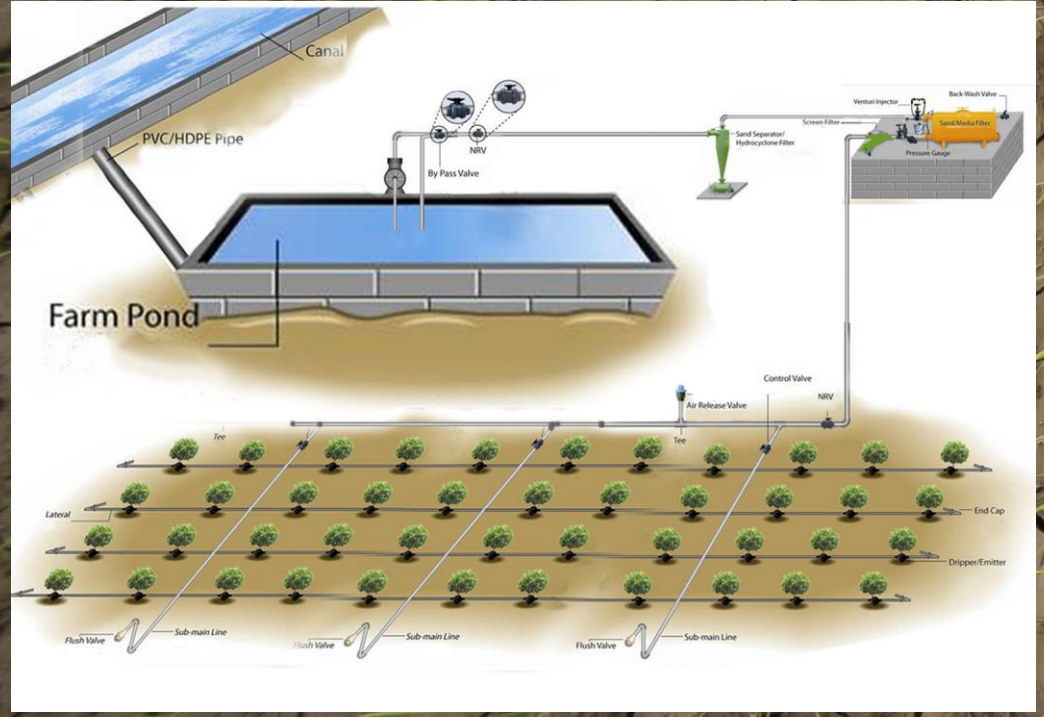
# ~54%

India lives faces high to very high water stress*



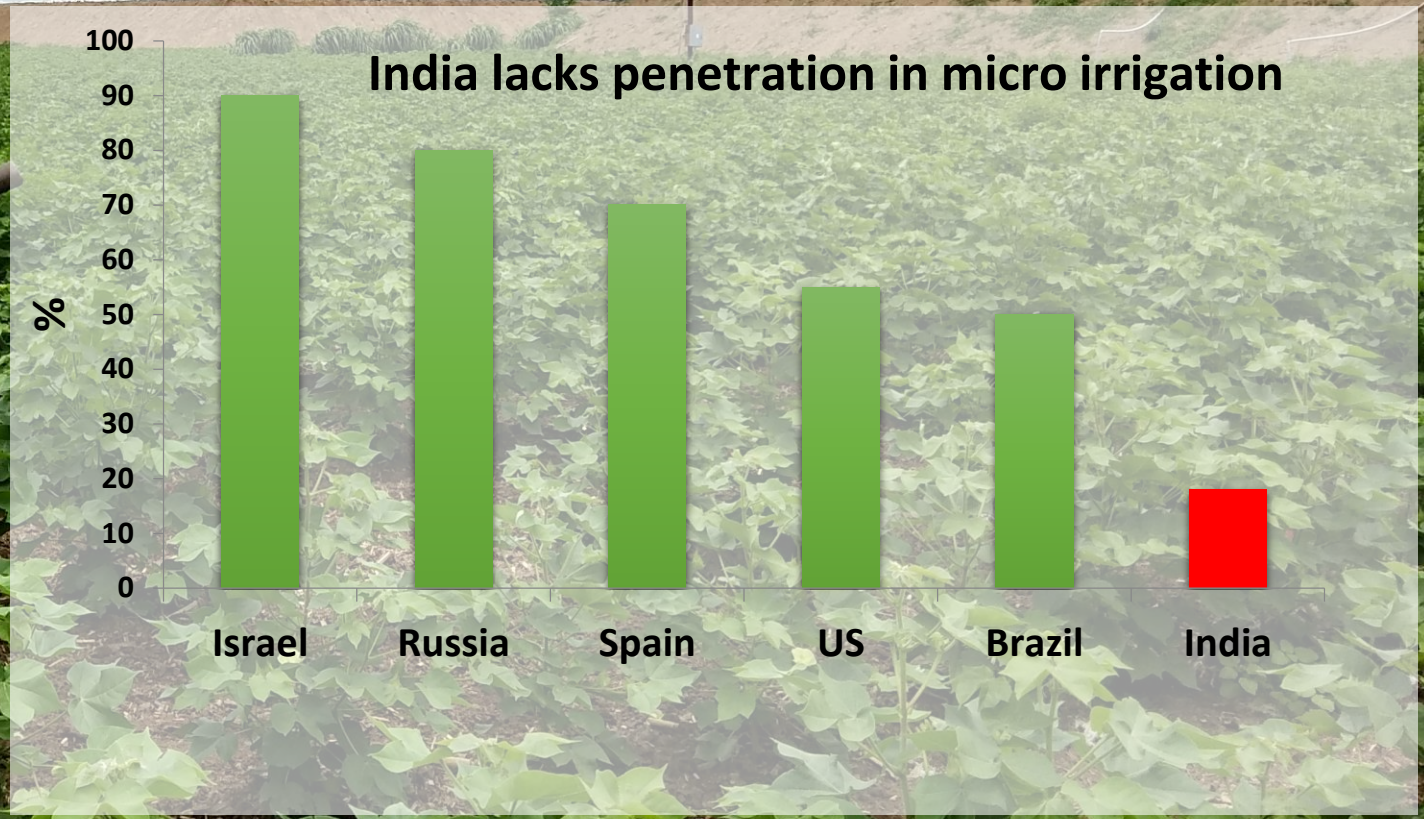

* Source: Water Resources Institute

# Ponds are an important ingredient new-age micro irrigation




- Pond a Stagnant source of water is first building block of micro irrigation
- Depletion in underground water table causing conventional wells & borewells unviable
- Govt. mandating certain crops must be micro-irrigated (Sugarcane, Fruits)
- Potential of Micro Irrigation is 69 mn hectors
- Present penetration is around 9 mn hectors
- Less than 20 % of them have ponds

# Significant headroom for growth: India still lags the world in micro-irrigation




**Actual image taken at Pahur, Jalgoan,Maharashtra,India.**

*Source: 2011 Census, Govt of India # Source: KPMG's Indian Economic Survey, 2014-15

# Indian Government's mission:

# Double Framers income by 2020

**A number of programs announced:**

- "Jalayukta Shivar" Yojana
- "Magel Tyala Shettale" Yojana
- e-National Agricultural Market
- Pradhan Mantri Krishi Sichai Yojana

# Emmbi has a role to play…

## What we've achieved

3,300 Hectares

1650 ponds

2 states

18 months

1 Pond Every 8 Hours

## We believe we can

## One Pond Every Hour

With existing capacity

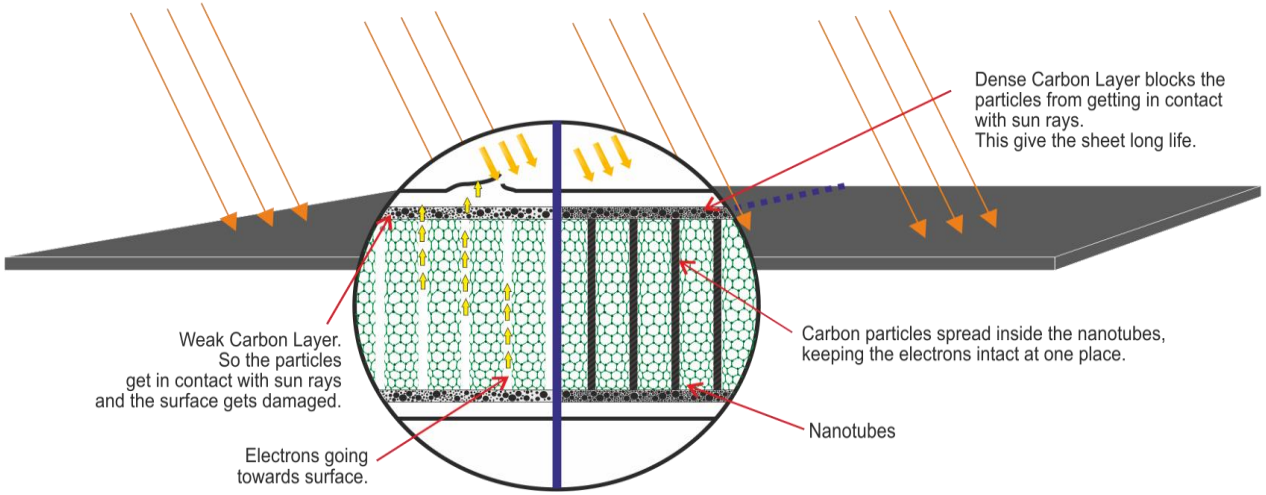
4 more states in next 3 Years

**Actual image of Emmbi pond Sinner, Dist. Nashik, State Maharashtra, India**

# Our technology gives us the edge

emmbi ProTex

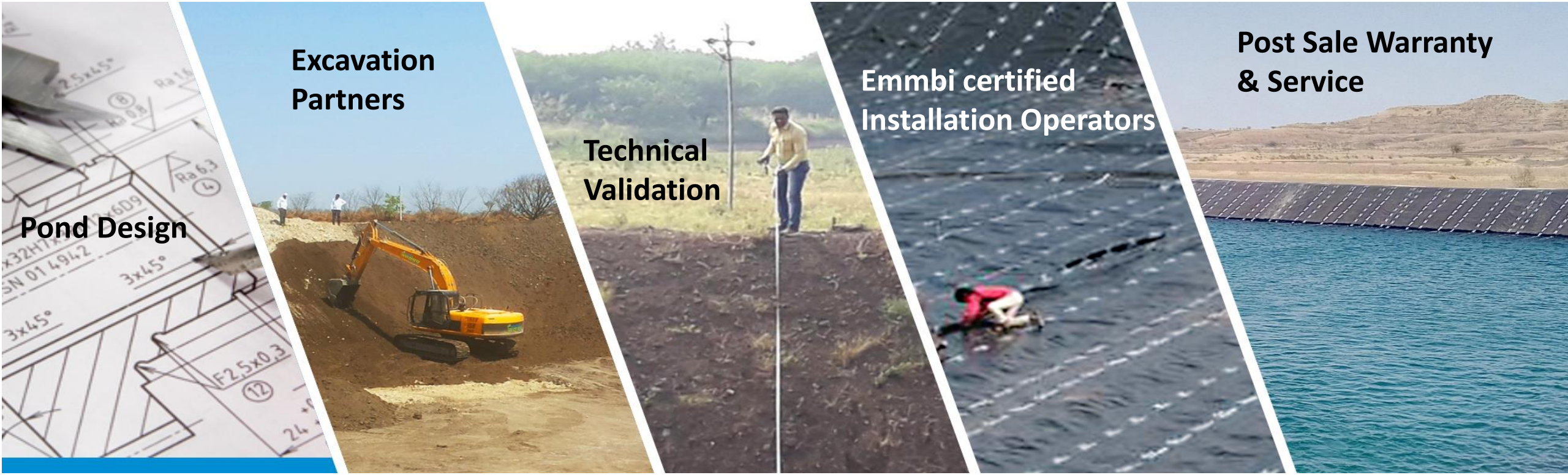
NANOTUBE BASED PROTECTIVE TEXTILE




**A Special Woven Polymer Based Pond Liner with worlds widest width to reduce joints and improve effectiveness**

# An Ecosystem to support our growth

**Complete End-to-End Solution: Pond Design, Excavation Partners, Technical Validation, Product Supply, Emmbi Certified Installation Operators, Post Sale Warranty & Service Team**



# Our Brand gives us the competitive edge

## Creating a Brand Emmbi synonyms to water storage

emmbi Jalasanchay
High Tenacity HDPE Pond Liner

Village Meetings

Wall Painting

Agro-Exhibitions

# Allied Products to sustain future growth

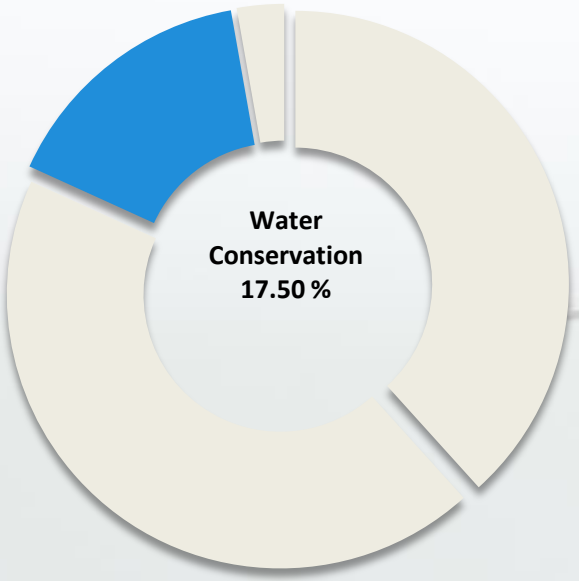
- Setting up a wholly owned subsidiary "**Emmbi Watcon**" to create a special focus on Canal Liner to improve the efficiency of the large Dams
- Flexi tanks for the Rural Transportation
- Evaporation Management for improving the Storage Efficiency

# Apdx.A, B & C

Water Conservation
Helped irrigate 3,300 Hectares of crops using 1650 ponds in 2 states of India in past 18 months
Pic: Pond for 8 million ltr Water Storage Created by Emmbi At Pahur, Dist Jalgaon, State of Maharashtra, India
emmbi

# Product snapshot

Water Conservation



Pond Liner

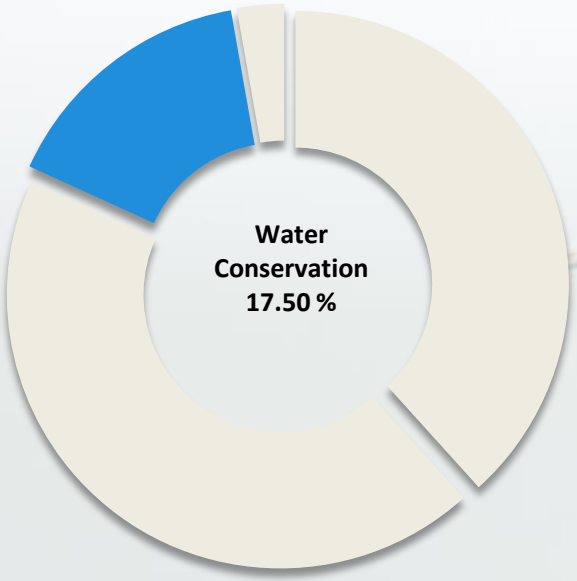
Check Dam

Canal Liner

Collapsible Pipe

# Product snapshot

Water Conservation



Cycle Tank

1000 Liter Flexi Tank

500 Liter Standing Tank

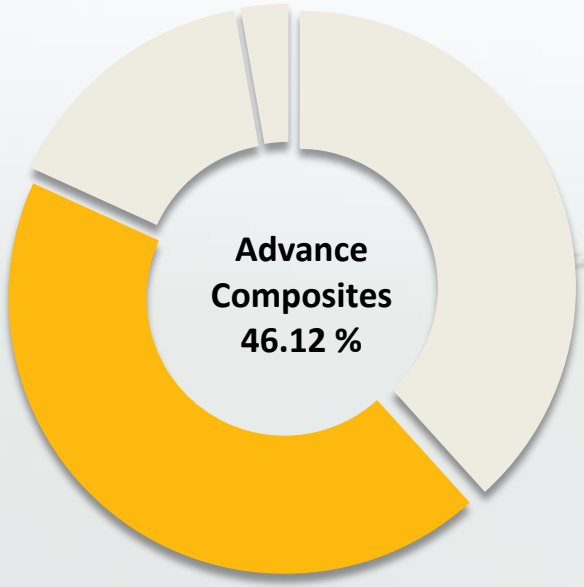
Open Flexi Tank

Advanced Composites

# Helped to protect priceless lives and assets worth Billions with our Advanced Composite Range

# Product snapshot

Advanced Composites



UN Certified FIBC

Application of UN Certified FIBC

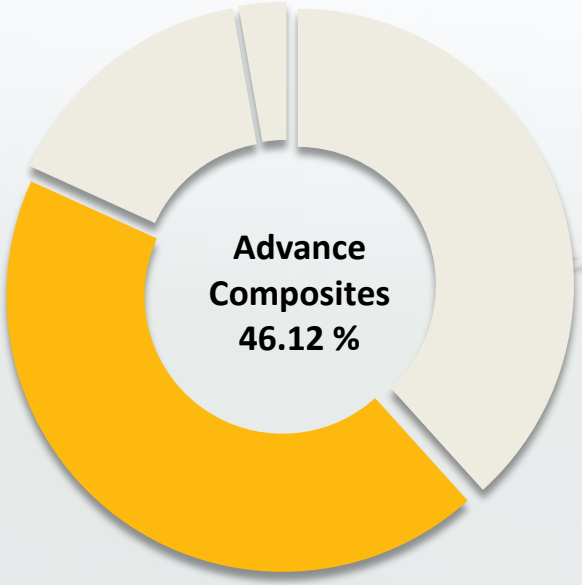
Water – Slug Separator

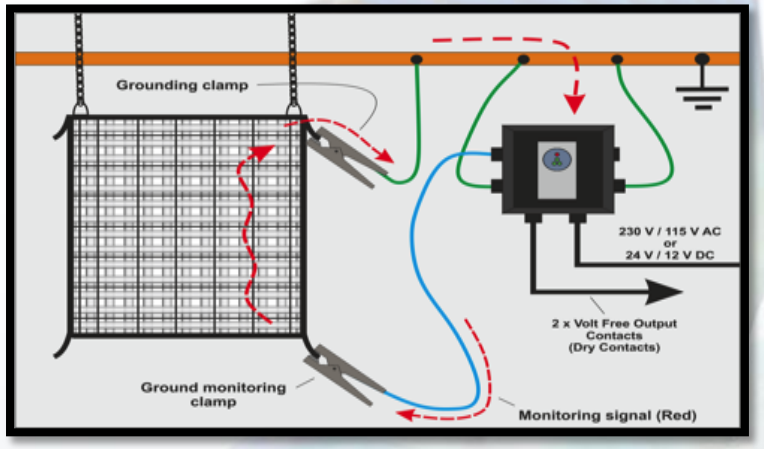
Application of Anti Carcinogenic Packaging

Nuclear Power plant Waste Disposal

# Product snapshot

Advanced Composites




Electrically Conductive Polymer

Anti-Corrosive VCI Films

Application for Fall Arrest

Anti Corrosive Fabric

Specialty Packaging
emmbi
INDUSTRIES LIMITED
Helped put 4 Million Tones of food & Other Cargo in your service every single year, safely

# Product snapshot

Specialty Packaging

Construction FIBC

Application of Construction FIBC

Packaging Barrier Films

**Bulk Packaging with lowest carbon foot print only**

**0.7 gm polymer can hold up to 1 kg of Material**

# Product snapshot

Specialty Packaging

"Form Stable" Conductive

Liquid & Solid Container Liner

Urban Waste Disposal

**Perfect partner to new age Supply Chain system , and Hyper Local Models of Distribution, Typically used by Multinationals & e-commerce companies**

Agro Polymers

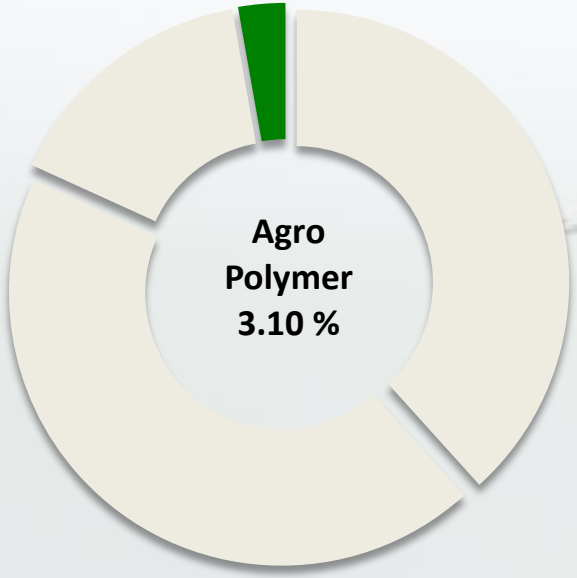
emmbi

# Help protect your food from contamination from hazardous chemicals and pesticides, naturally

Actual Picture from KVK Baramati, Dist Pune,
State of Maharashtra, India

# Product snapshot

Agro Polymers



Mulch Film

Crop Cover

Silage Incubator

Shade Net

# INNOVATION AT EMMBI

# Early successes

emmbi InnovationLab
IN-HOUSE RESEARCH AND DEVELOPMENT CENTER

## Poultry Curtain (Agro Polymer)

- **Application:** Poultry Industry. Poultry Curtain is a low-cost light polarizer to improve the growth of chicks.
- What they use Conventionally?: Electric Bulbs or Yello Fabric
- **What's unique:** We have designed the product which can filter a light of the particular frequency which helps in the growth of the chicks.
- **Market Potential in focus area:** Rs. 20.00 Crores Per Annum.

# Early successes

emmbi InnovationLab
IN-HOUSE RESEARCH AND DEVELOPMENT CENTER

## Coffee Bag (Advanced Composites)

- **Aroma Lock:** A specialized technology using aluminum film, that helps preserve freshness of food
- **Application:** transportation of Coffee, Tea and similar commodities that need to keep retain their natural aroma and flavors
- A super convenient sealing mechanism helps on-site filling of the material on farms

# Early successes

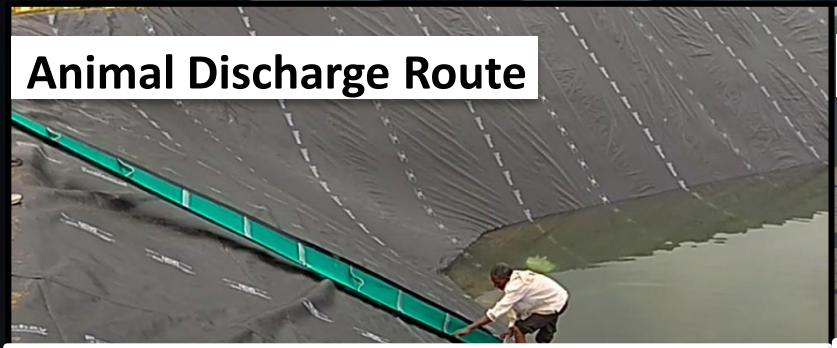
emmbi InnovationLab
IN-HOUSE RESEARCH AND DEVELOPMENT CENTER

## Wool Pack (Advanced Composites)

- **Application:** Contamination-free packaging of raw wool
- **Why it's better:** traditionally, wool was packed in nylon packaging which is very expensive. We developed a special blend of polymer that offers all the conventional wookpack benefits at half the cost
- Wool Pack has been designed and developed by Emmbi Innovation lab, based on standards defined by various Wool Exchange Authorities across the globe.
- **Potential:** Global wool production is about 2 million tonnes per year hence the scope for woolpack is massive.

# Early successes

emmbi InnovationLab
IN-HOUSE RESEARCH AND DEVELOPMENT CENTER



## Animal Discharge Route

Patent Pending - TEMP/E-1/33242/2017-MUM

Helps trapped animals and reptiles to quickly and safely exit farm pond

## Anti-Evaporation Cover

Patent Pending - TEMP/E-1/33245/2017- MUM

Ultra-light UV stabilized HDPE fabric Greatly reduces losses of water to evaporation

## Water Landing Strip

Patent Pending - TEMP/E-1/33249/2017-MUM

Protects your pond liner panels from being degraded by the pressure exerted by water falling from a height.

## Dead Weight Pipe

Covers a larger area than a traditional cement bag
Long Life (UV stabilized)

## Pond Lining Accessories

These Patented products further enhance the performance of the pond liner by offering safety and saving of water by evaporation loss

## Our philosophy on sustained future growth

- A focus on need identification, rather than being product-focused
- Unrelenting focus on R&D capabilities for a continuous new product pipeline
- Unique processes that are difficult to replicate
- Focus on automation to ensure optimal manpower utilization
- Continuous training, development and up-skilling to ensure higher output per employee, and lower attrition
- Expanding beyond the B2B space with investment in building strong brands like Jalasanchay (for water conservation) and Krishirakshak (for crop protection)

# Our philosophy on sustainability

Emmbi's brand philosophy of **Brighter Every Way** translates naturally to Sustainability.

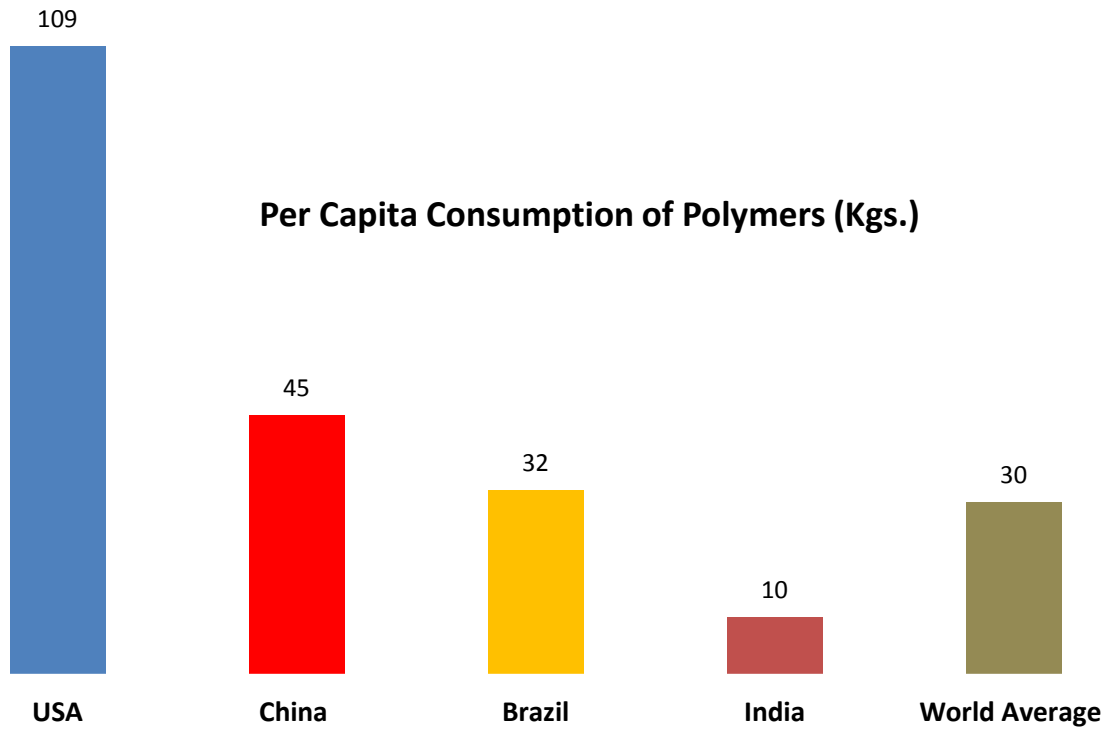
However, to us, sustainability goes beyond the commonly understood one-dimensional, "environment-friendly" meaning.

To us it means:

- **Sustained Business Growth**
- **Happy Stakeholders**
- **Responsible Business Practices**

Our business focuses on each of these, to create sustainable returns

# Compared to the global averages, India still has head-room for growth




**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)

# In India, Emmbi Industries is driving this shift through unique applications

## Conventional applications

Jute Bags
Concrete Canal Liners
Concrete / Metal  Water Tanks
Metal Sludge Separator Tanks
Oil Based Anticorrosive  Packaging
Paper Packaging Bags
Earthen Pots to Carry Water

## Modern applications

PP Bags
Woven Polymer Canal Liners
Woven Polymer Flexi Tank
Woven PP Water Sludge Separator
Polymer Based Anticorrosive (VCI) Packaging
Polymer Based Paper Look Alike Bags
Plastic Water Tanks  to Carry  on Cycle

**New Applications**
Polymer Pond Liner
Crop Covers
Pneumatic Safety Systems
Woven Polymer “Lapeta Pipe”

**Emmbi Investor Services:**
**info@emmbi.com**