



# Brighter every way

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**Emmbi Industries Limited**

Investor Presentation | September 2015



# Disclaimer

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

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# 1.

## Company Overview

*A brief history of who we are and  
what we do*



# Two decades of innovation



Emmbi Industries Limited (earlier Emmbi Polyarns Limited) is one of the region's well established brands in the field of woven polyethylene and polypropylene product manufacturing. We make and sell FIBCs, Flexible Liners, Geo Textile, Specialty Packaging and various woven polymer based products like Container Liners, Protective Irrigation System, Canal Liners, Car Covers etc.

Emmbi is promoted by first-generation entrepreneurs, Mr. Makrand Appalwar and Mrs. Rinku Appalwar, was established in November 1994. Since then, Emmbi has grown from strength to strength, growing into a leading player in the area of woven polymeric products.

## 1997

- First production run took place in 1997
- Launch of first PWC packaging for the FMCG segment
- India's first PWC Woven company to get ISO 9000 certification

## 2000

- Launch of 'Heat Stable' packaging
- Launch of Special Tear Proof packaging
- India's First in 'Poly-Jute' packaging for Teas

## 2005

- 6,000 MTPA capacity implementation
- Launch of 'Green FIBC' at Amsterdam
- Design of 'Emmbi Flexi Tank'
- Design and Development of the World's First 'Cattle Safe Canal Liner'

## 2010

- Listed on the BSE, and NSE with a base of 9,000+ shareholders
- Improved reach in Europe with strategic alliances
- Capacity expansion to 18,200 MTPA
- Launch of 'Emmbi Flexi Tank'
- Crossed ₹ 500 million in exports
- Launch of India's first 'Green FIBC' with a single woven polymer

## 2015

- Crossed ₹ 1 billion in exports
- Water Conservation business in full swing
- Launch of Agri-Business for the crop protection system . One of the major import substitute





# Global reach

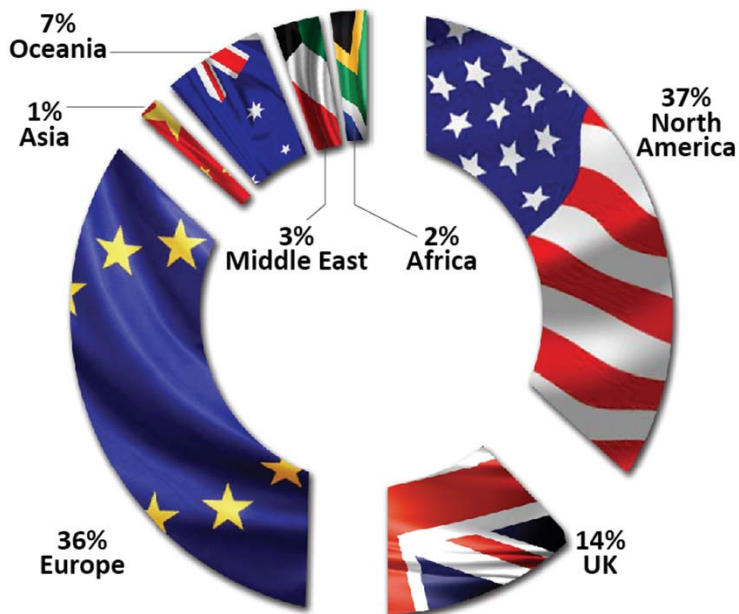
From relatively small beginnings, Emmbi Industries has grown into a global company that serves over thirty important markets across the world.

# Strong product suite

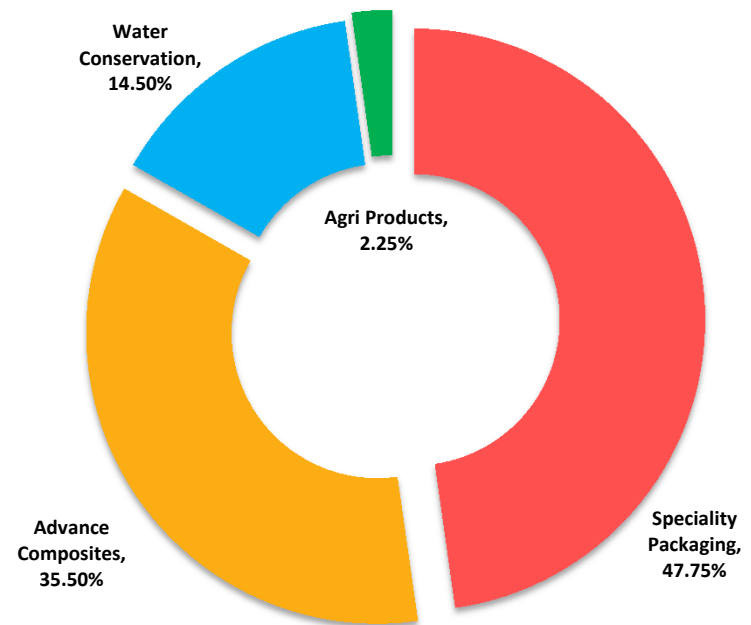


Emmbi Industries has a wide range of products that serve a range of industries and applications, across the world.

WIDE GEOGRAPHIC SPREAD



STRONG PRODUCT SUITE



# What makes us stand out

## Strong research & development

With a view to adding continuous value to an otherwise commodity-like business, Emmbi has always placed due importance on in-house R&D efforts. This has let us come up with a string of continuous innovations over our history, besides giving us the first mover advantage in many categories.

The result is the ability to capitalize quickly on emerging opportunities in the market.

## A diverse product suite

Closely linked to our in-house R&D capabilities is our diverse suite of innovative product applications.

In addition to the specialty packaging applications, Emmbi has a range of products in the advanced composites segment and is making quick in-roads into emerging opportunities such as water conservation and agriculture.

These opportunities are likely to assume global importance in the years to come.

## A pan-global presence

Finally, the markets that Emmbi serves are not limited to just one country or region. Emmbi has a healthy market presence across all the major markets of the world including the Americas, Europe, Oceania and Asia.

We have strong partnerships in all the markets we serve, that ensure our products are always available to our customers.

The result is our risk due to fluctuations in regional markets is reasonably mitigated.



# 2.

## Performance Update

*A summary of our financial performance for the last five years, and outlook for the years ahead.*



# Consistent growth

Since its inception, and especially in the last few years, Emmbi has shown consistent growth in all financial parameters. We expect this momentum to continue in the years to come

(₹ in Millions)	2011	2012	2013	2014	2015	2016 Q1
Revenues	776.67	1,049.44	1,474.72	1,680.32	1,929.10	478.72
EBIDTA	76.09	99.47	126.09	154.17	202.26	63.11
NI	26.61	33.09	32.42	43.34	59.65	21.63
Capital & Reserves	468.82	504.27	543.76	581.92	634.39	655.91
Total Assets	844.81	1,061.68	1,272.16	1,410.17	1,562.72	1,675.92



Our water-conservation products such as innovative flexible water tanks, are expected to show considerable growth in the coming years.

# Poised for the future

Continuous improvements in our processes brings in efficiencies and in turn, continually better returns for our investors. This continuous improvement has brought a considerable momentum for better growth in the years to come.

Op. Metrics	2011	2012	2013	2014	2015	2016 Q1
EBIDTA Margin	9.80%	9.48%	8.55%	9.68%	10.97%	13.18%
Net Margin	3.43%	3.15%	2.20%	2.58%	3.09%	4.52%
ROA	3.15%	3.12%	2.55%	3.07%	3.82%	1.29%
ROE	5.68%	6.67%	5.96%	7.45%	9.36%	3.30%
EPS	1.56 ₹	2.01 ₹	1.91 ₹	2.45 ₹	3.37 ₹	1.22 ₹
BV	28.41 ₹	30.57 ₹	30.73 ₹	32.89 ₹	35.86 ₹	37.07 ₹



Even in our core packaging business, we expect the more upstream, specialized like products VCI packaging to add value to our business.

3.

## Looking Ahead : Industry

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

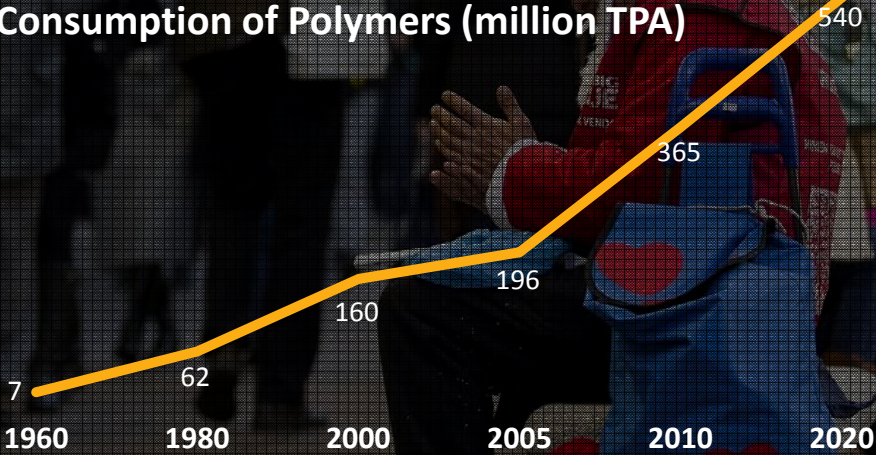




# The Industry

As lifestyles change place greater demand for convenience, the demand for polymers will continue to grow. We expect that by 2020, the consumption of polymers would grow to 540 million TPA from the current XXX

Consumption of Polymers (million TPA)





# The Industry

Per capita consumption in markets such as China, Brazil and India is well below that in the more developed countries like USA, which indicates significant room for growth.

109

45

32

10

30

USA

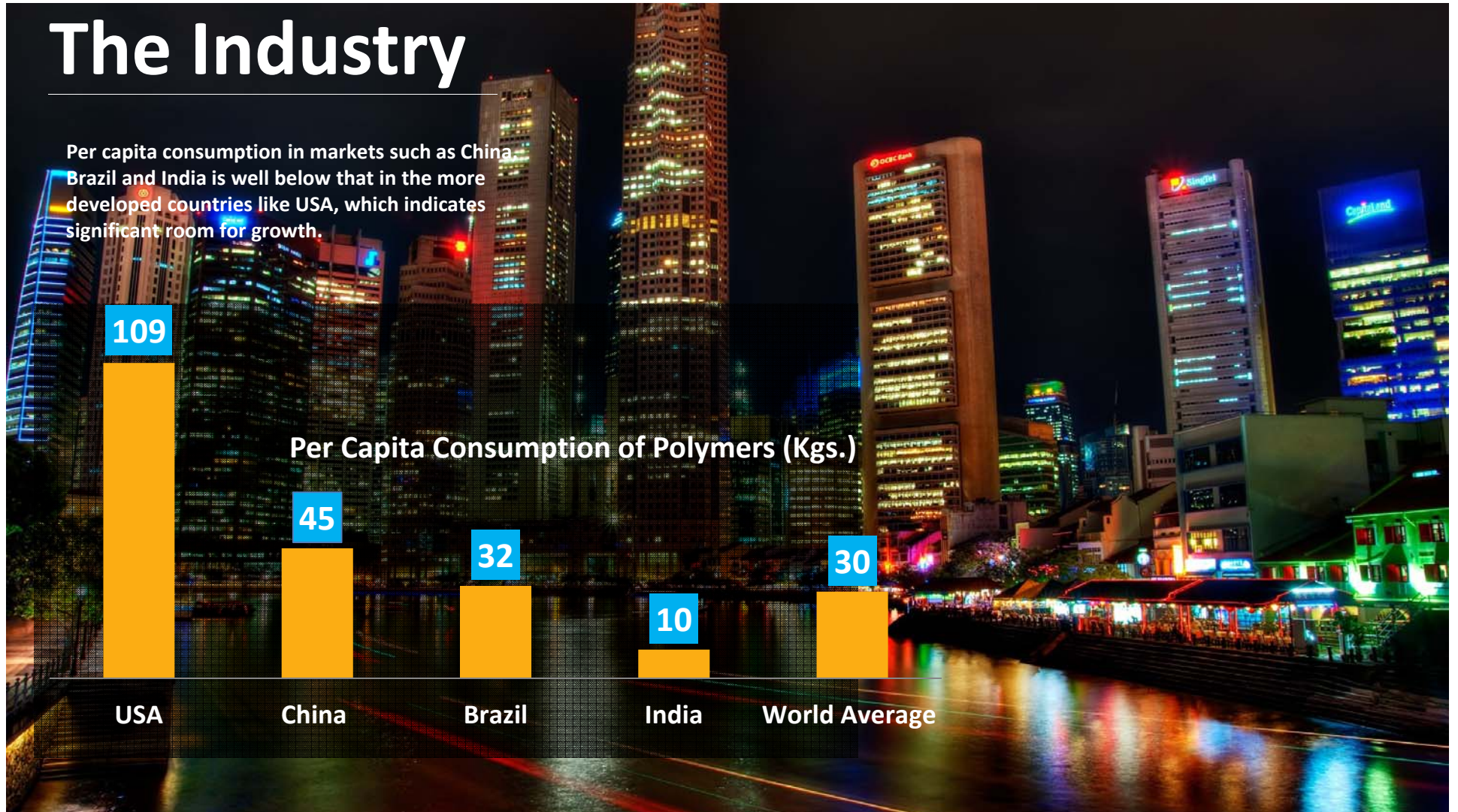
China

Brazil

India

World Average

Per Capita Consumption of Polymers (Kgs.)



# How we expect to grow

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## 1. Specialty Polymers

Specialty Polymers would continue to be our revenue optimiser. We expect this business to show a healthy, double-digit growth in the years to come.

## 2. New Business Lines

On the other hand, our more recent business lines including water conservation products and the agriculture business are expected to become the future growth engines.

## 3. Global Expansion

We expect to consolidate and build on our global presence by setting up representative offices and through strategic alliances across all continents, in the next three years.

## 4. New Markets

Asia's current polymer consumption as compared to more developed countries shows a significant untapped potential. We expect its growing appetite to fuel our future growth.





# Thank you

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**Investor Services:**

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