

Date: 13<sup>th</sup> August, 2018

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

**Sub: Products and Business Overview Presentation to Analysts/Investors**

Dear Sir,

We are attaching herewith a copy of the investor presentation on Products and Business overview which will be presented to Analysts/ Investors.

The aforesaid presentation is also available on the Company's website [www.emmbi.com](http://www.emmbi.com).

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

For Emmbi Industries Limited



**Kaushal Patvi**  
Company Secretary



Encl: As above



# Emmbi Industries Limited

## Appendix to Investor Presentation

### Q1, FY 2018–19





# Contents

## Appendix:

A- Future Outlook - The Focus on Rural India

B- Innovation – Emmbi's DNA

C - Product Profile of Emmbi

D - Polymer Processing Industry : Global Perspective

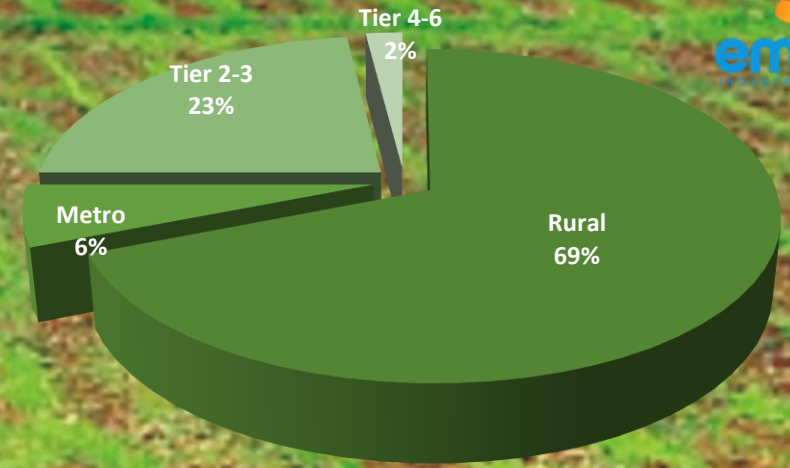


## **A. Future Outlook – The Focus on Rural India**

---



# India is still primarily rural!



**68.8%**  
of India lives in villages\*

**18.0%**  
of our GDP is agriculture#

\*Source: 2011 Census, Govt of India

# Source: KPMG's Indian Economic Survey, 2014-15



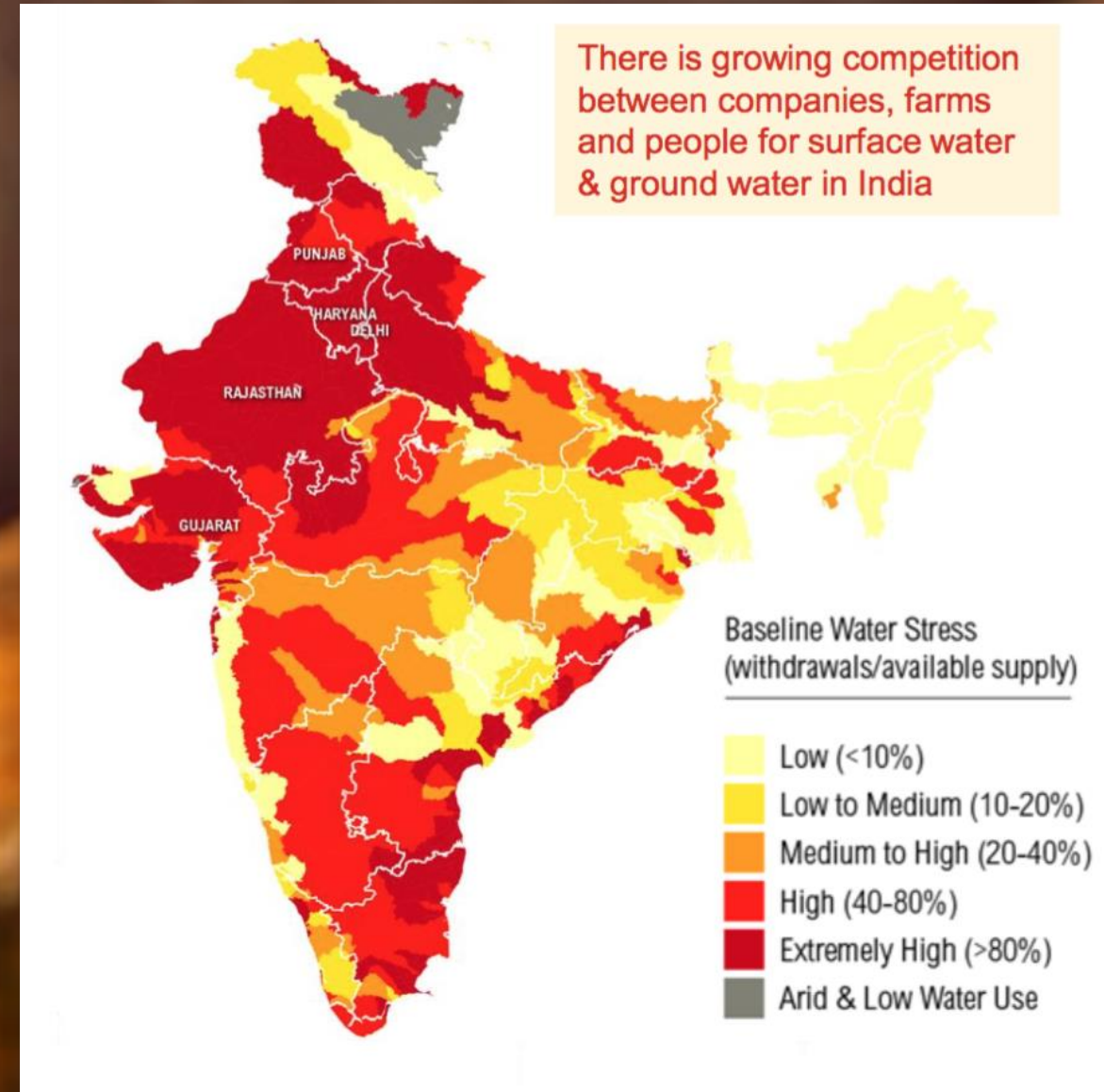
But fraught with challenges

Water, a primary concern

~54%

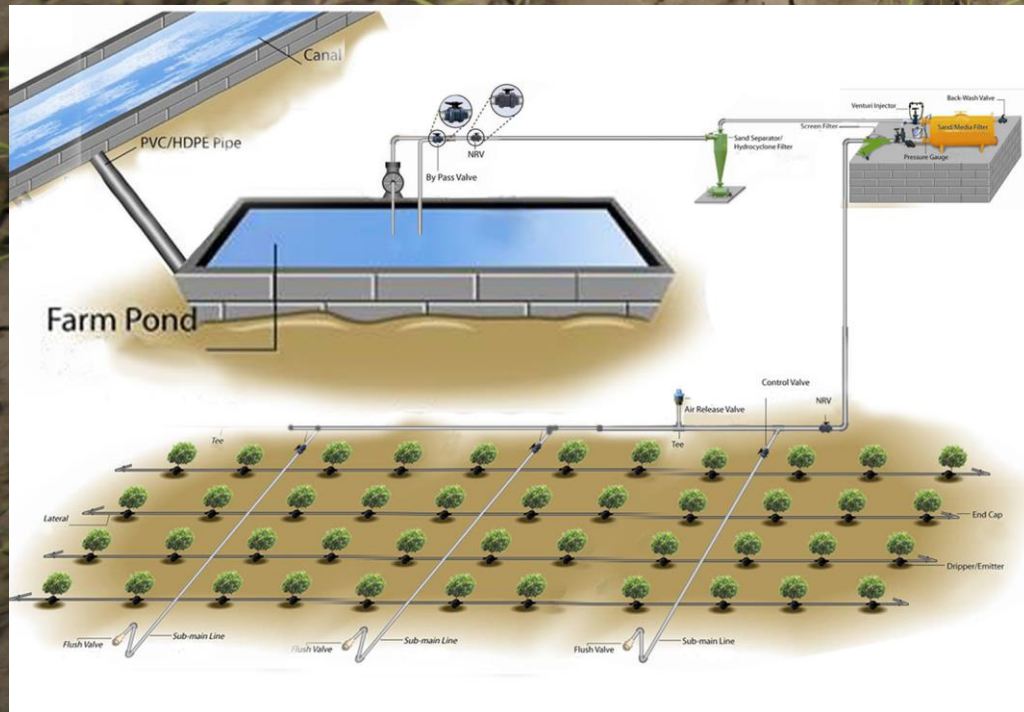
India lives faces high to very high water stress\*

\* Source: Water Resources Institute





# Importance of Pond in the 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 hectares
- Present penetration is around 9 mn hectares
- Less than 20 % of them have ponds



# Clearly, We have a role to play...

## What we've achieved

2,000+ Ponds

4,000+ Hectares

2 states

18 months

1 Pond Every 6 Hours (Avg.)

We believe we can create

**One Pond Every Hour**

With existing capacity

4 more states in next 3 Years

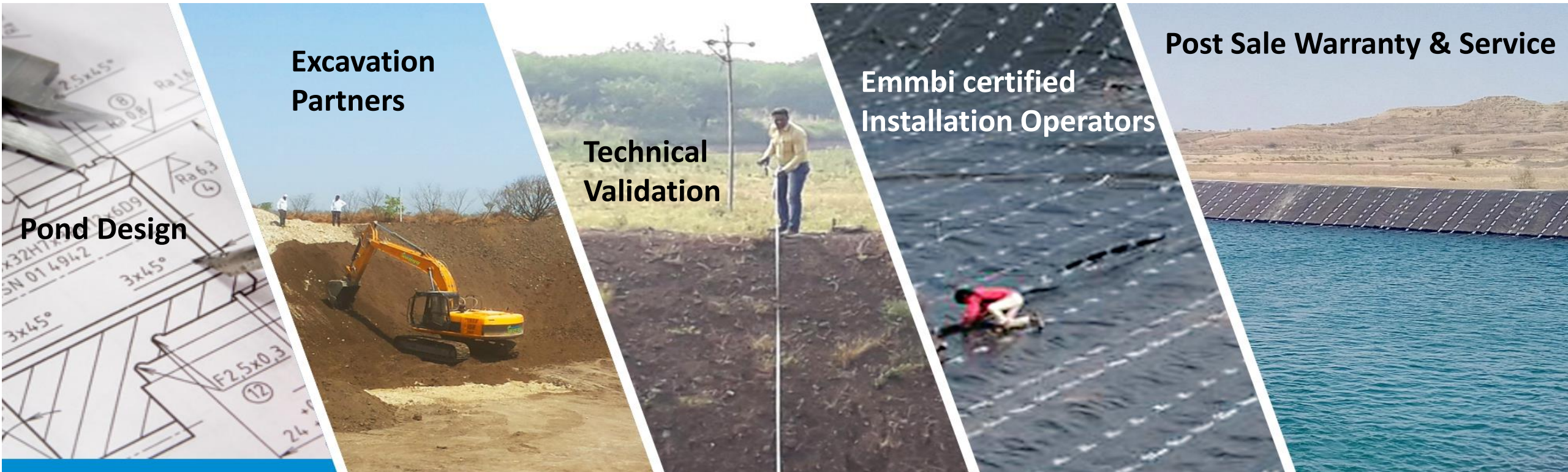
**Impact Film Link**

<https://www.youtube.com/watch?v=8CfYFEWSITg>



# Ecosystem

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







## **B. Innovation – Emmbi’s DNA**



# Our in-house R&D 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”



# Early successes

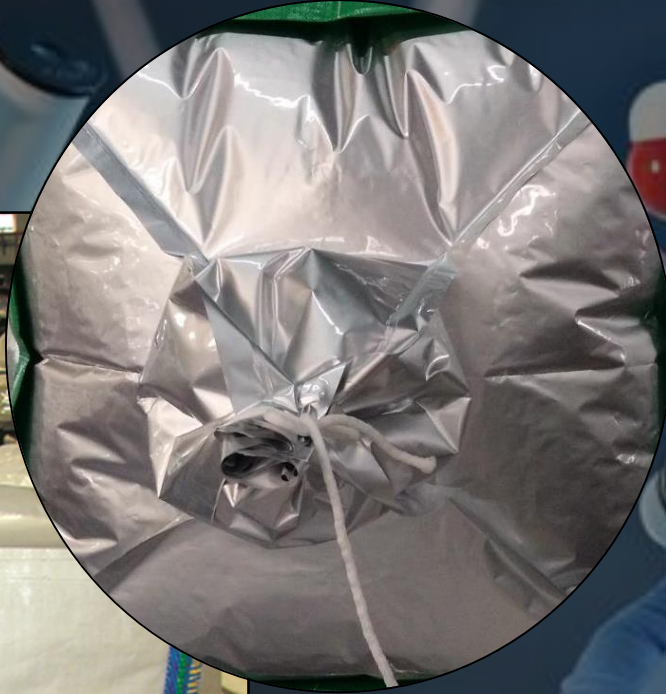


## Poultry Curtain (Agro Polymer)

- **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



## 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



## 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 woolpack 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

## 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



# Contamination-free manufacturing



  
emmbi  
**CleanTec**  
CONTAMINATION-FREE PRODUCTION SYSTEM







## **C. Product Profile of Emmbi**





Water  
Conservation

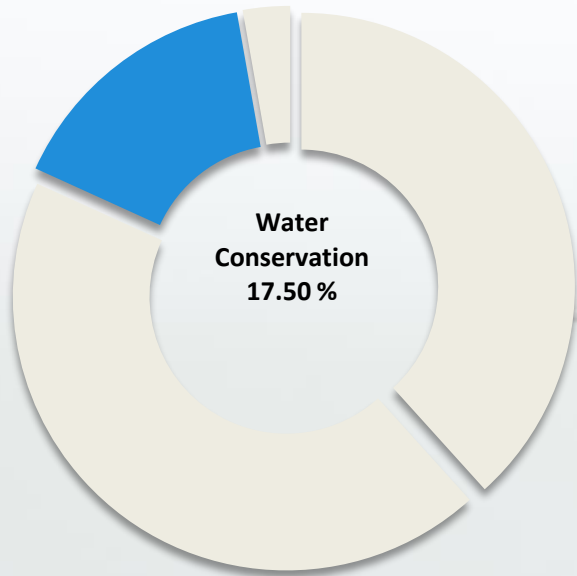


Helped irrigate **3,300 Hectares** of crops using **1650 ponds** in 2 states of India in past **18 months**

Pic: Pond for 8 million ltr Water Storage  
Created by Emmbi At Pahur, Dist Jalgaon,  
State of Maharashtra, India



# Product Snapshot



Pond Liner



Check Dam



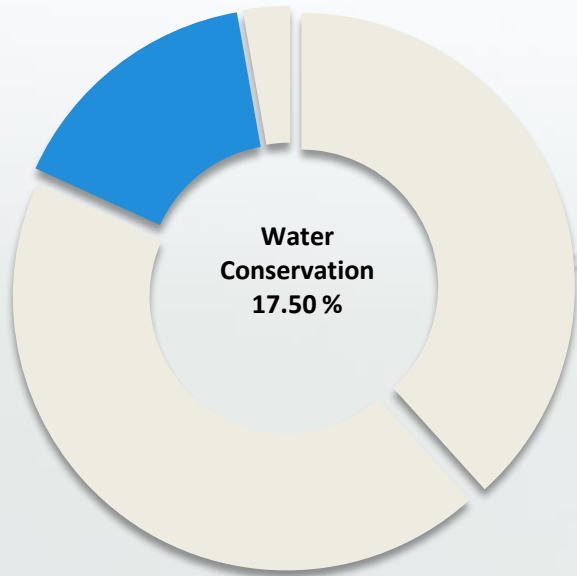
Canal Liner



Collapsible Pipe



# Product Snapshot



Cycle Tank



1000 Liter Flexi Tank



500 Liter Standing Tank



Open Flexi Tank





Advanced  
Composites

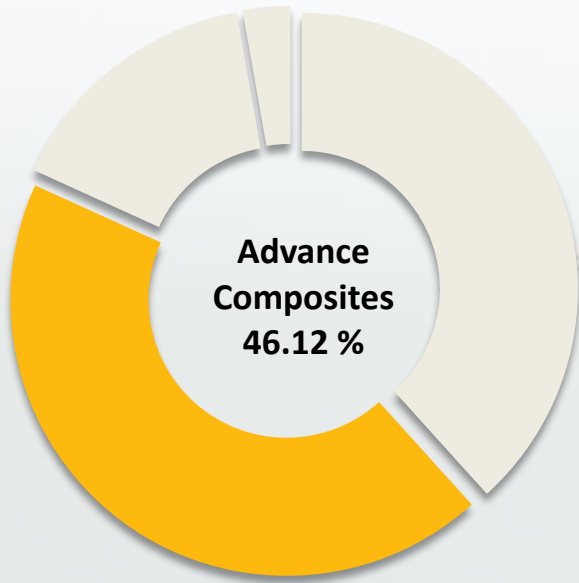


Helped to **protect priceless lives and assets worth Billions** with our **Advanced Composite Range**





# Product Snapshot



UN Certified FIBC



Application of UN Certified FIBC



Water – Slug Separator



Application of Anti Carcinogenic Packaging



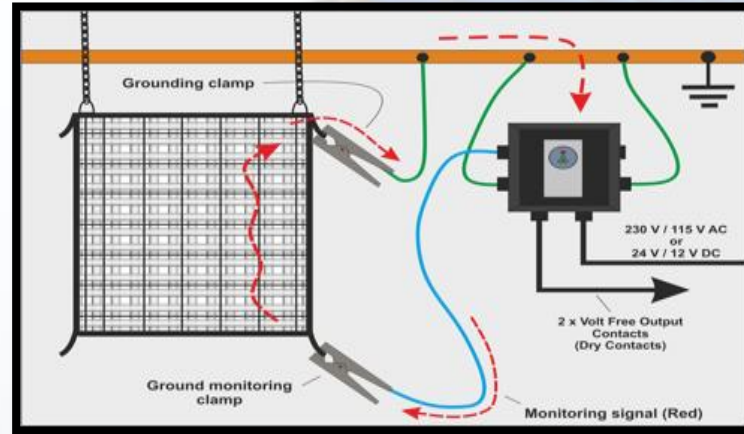
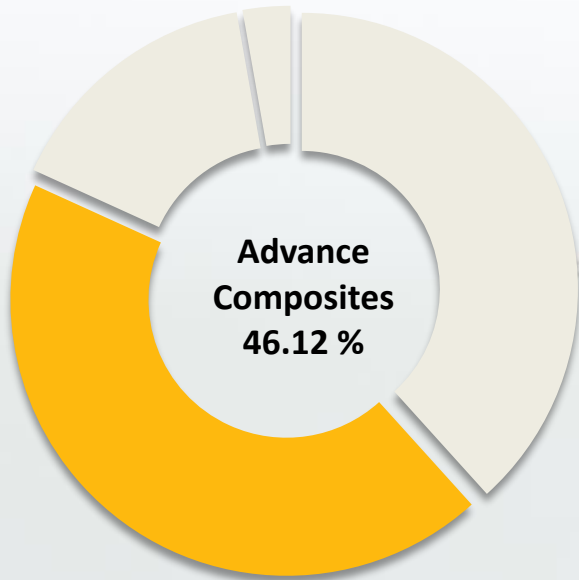
Nuclear Power plant Waste Disposal



# Product Snapshot



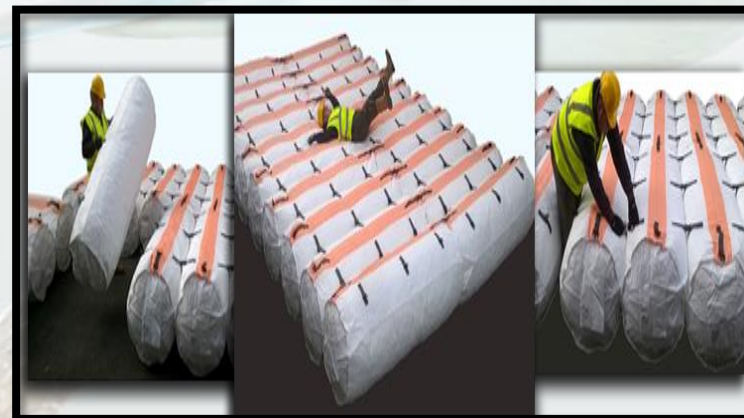
Advanced Composites



Electrically Conductive Polymer



Anti-Corrosive VCI Films



Application for Fall Arrest



Anti Corrosive Fabric





Specialty  
Packaging



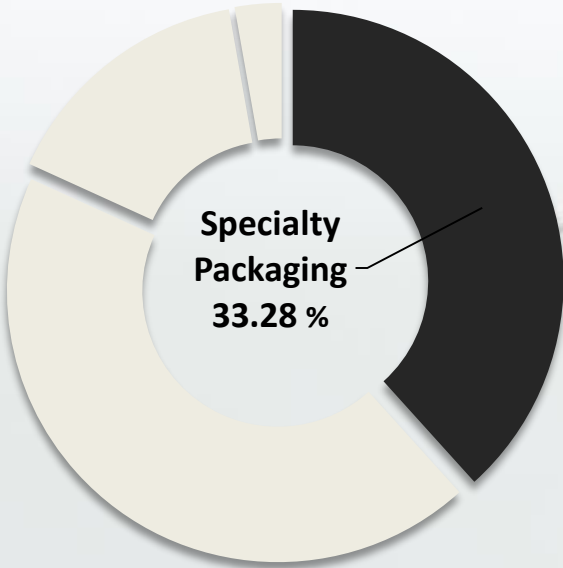
Helped put **4 Million Tones**  
of food & Other Cargo in  
your service every single  
year, **safely**



# 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**



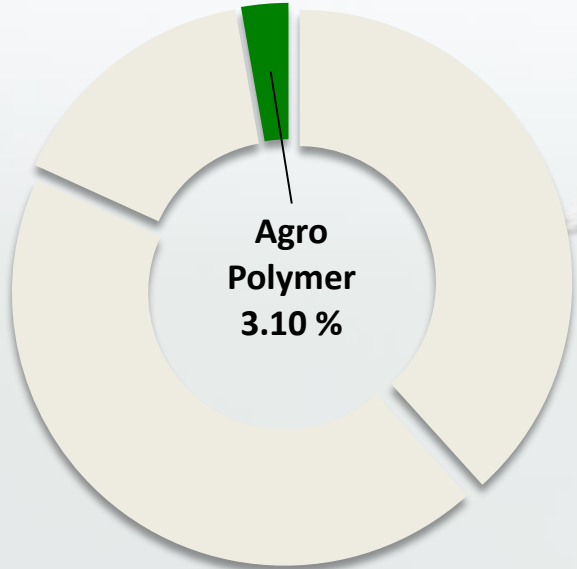


Help protect your food from contamination from hazardous chemicals and pesticides, **naturally**

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



# Product Snapshot



Mulch Film



Crop Cover



Silage Incubator



Shade Net



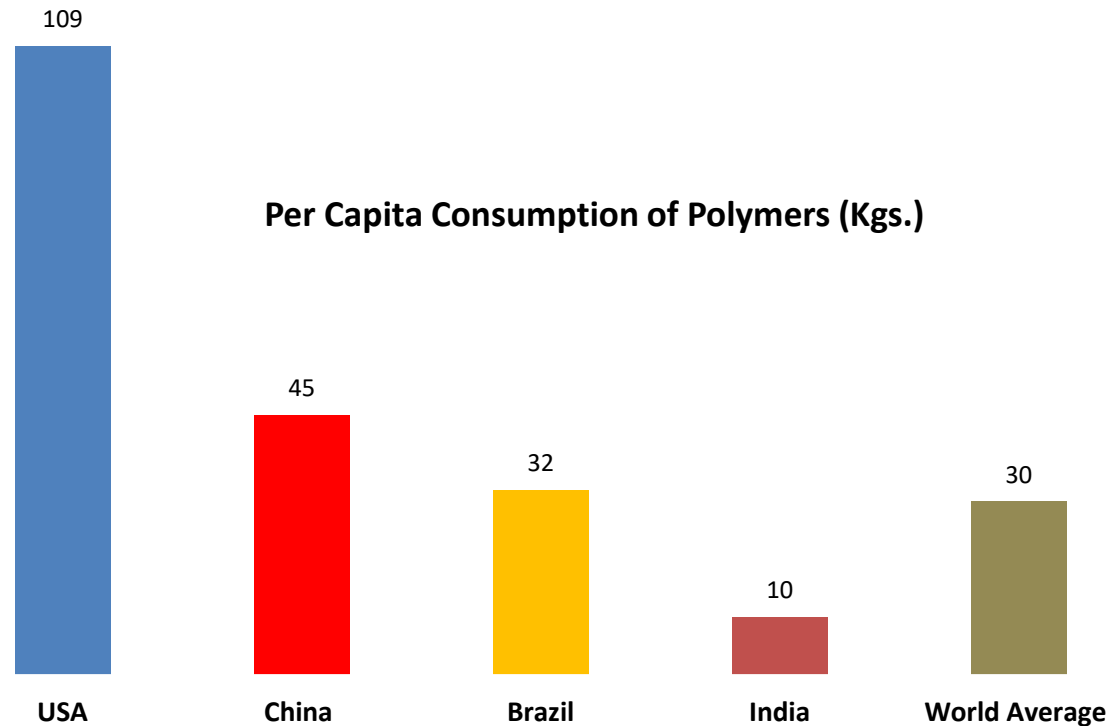


## **D. Polymer Processing Industry : Global Perspective**

---



# 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"

THANK YOU

Emmbi Investor Services:  
[info@emmbi.com](mailto:info@emmbi.com)