

Date: 8th February, 2019

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: 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, 2018 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

Encl: As above



Emmbi Industries Limited
Investor Presentation
Q3, FY 2018–19



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

Contents

1. 9M & Q3FY 2019 – Highlights
2. Business Verticals and Growth Drivers
3. Financial Performance



1. 9M & Q3FY 2019 – Highlights



(Q-O-Q)

(9M-O-9M)

Revenue

Revenue

+12.44%

+14.76%

EBIDTA

EBIDTA

+33 bps

+54 bps

PAT and EPS

PAT and EPS

+15.28%

+15.86%

- **Net increase in Sales Q-O-Q is 12.44% and 9M-O-9M is 14.76%.**
- **Q-O-Q increase in Exports is 13.58% and 9M-O-9M is 27.29%.**
- **Launch of Fish friendly pond at Kisan 2018- Asia's Biggest Agricultural Exhibition.**
- **Overwhelming response for pond bookings to Avana Jalasanchay Lucky Draw scheme at Kisan 2018 Exhibition.**
- **Completed more than 4,120 Ponds in past 34 months.**



- Fish friendly pond makes it viable for fishes to grow and survive in the pond thus enabling fish farming
- Same Pond water can also be utilized for crop cultivation, Creating additional Revenue Stream for farmers
- Patent Pending No. 201821045662

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Business Verticals



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.



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.



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.



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.

Emmbi Revenues by division



Specialty Packaging



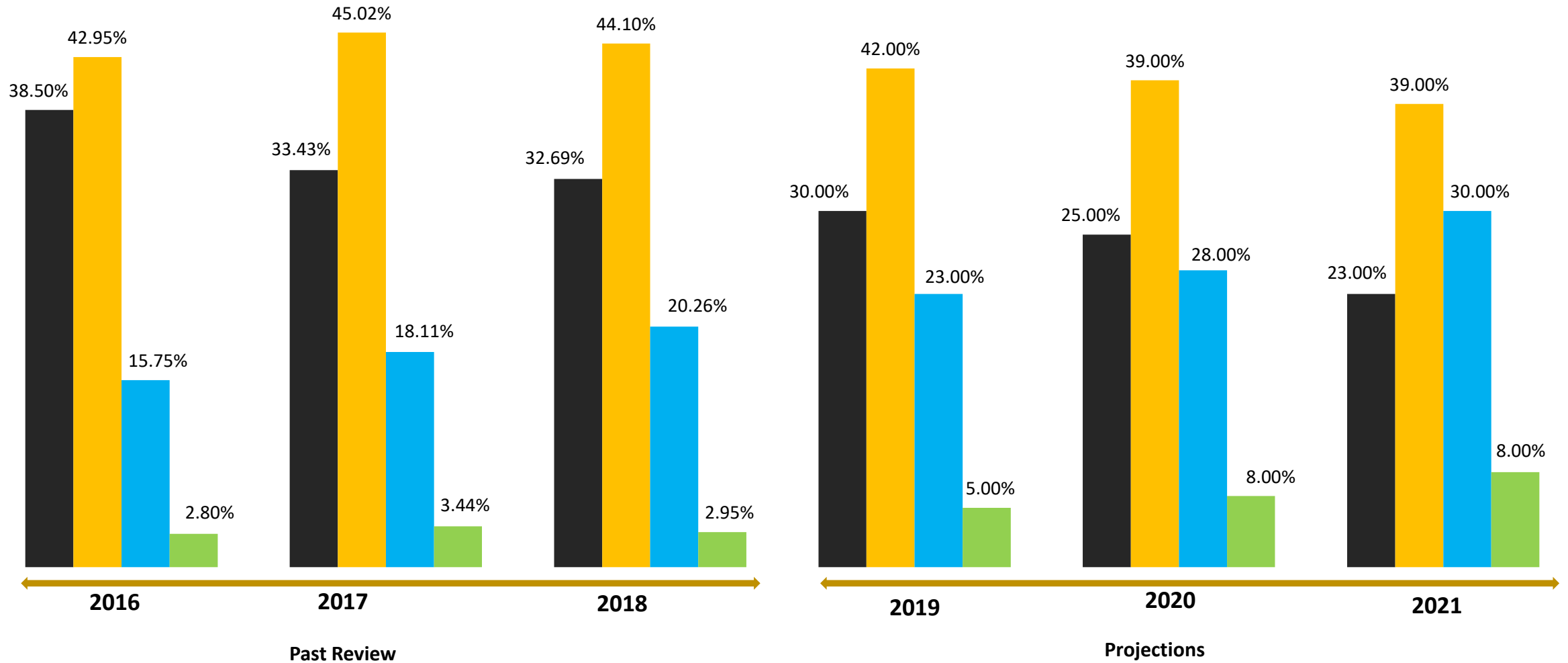
Advanced Composites



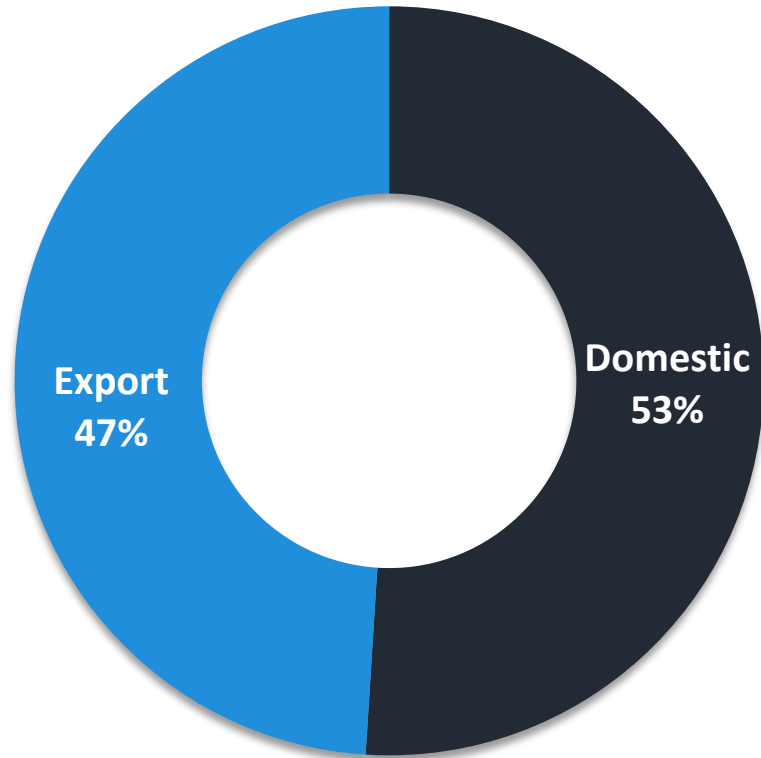
Water Conservation



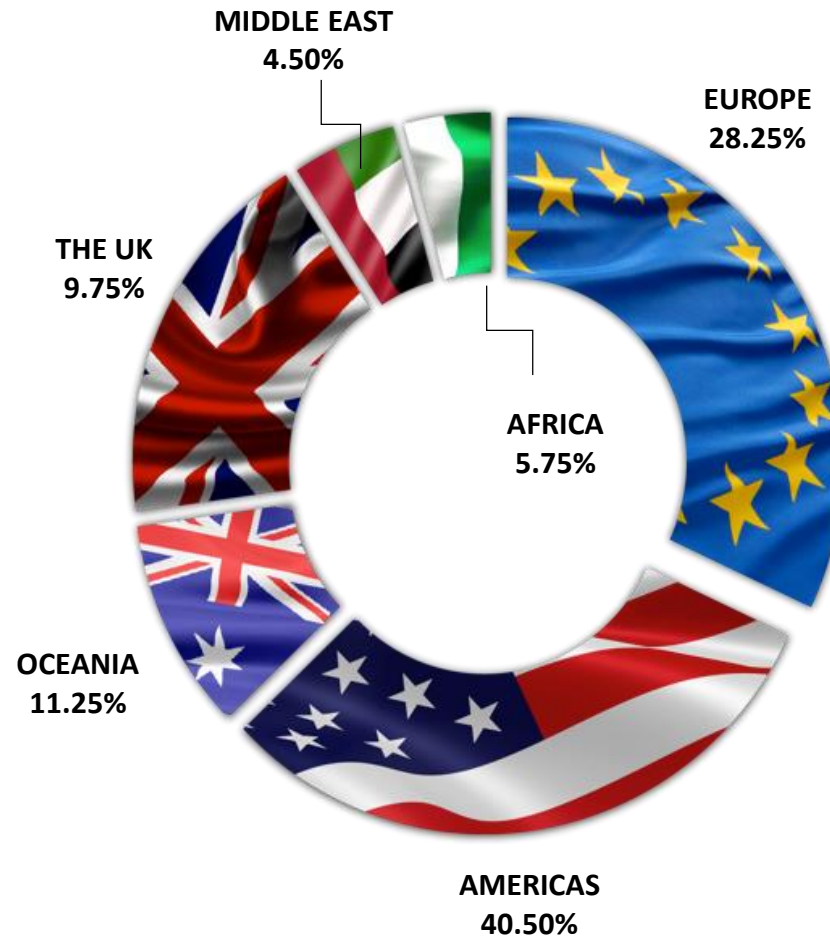
Agro Polymers



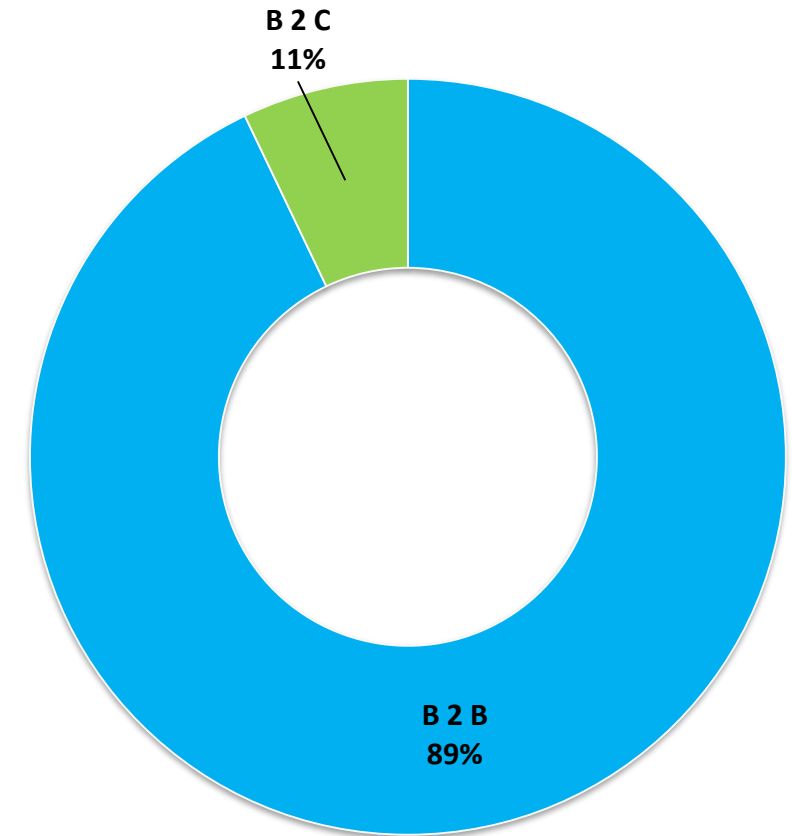
Emmbi Revenues by geography and customer type



BUSINESS SPLIT AS OF 30th September 2018



EXPORT : GEOGRAPHIC SPREAD



BUSINESS SPLIT : B2B vs B2C

How we will drive future growth



**Specialty
Packaging**



**Advanced
Composites**



**Water
Conservation**



**Agro
Polymers**

Strengthen B2B Base

Consolidate across industry
verticals

**Increased share of Value
Added Products**

Focus on margin expansion
through better acceptance of
value added products

Expand B2C Vertical

Develop advanced products in
B2C segment to drive
margins

Shift in Buying Pattern

Cater to greener, cleaner and
efficient crop protection
technology

Operating Highlights

- **Key launches at KISAN** In 2016, we launched **world's widest width** of pond liner; In 2017 we introduced, **Protex technology** in pond liner fabric which increased the life of the pond liner and sustainability under the direct sunlight or UV rays.
- **In Dec 2018**, we launched "**Fish Friendly Pond Liner**" made with "HABI-TEC technology", in order to increase farmers income by giving him as an additional source of revenue in his farm pond. We have understood the needs of farmers and try to give solutions as per their requirements.
- **Immense response to Avana Jalasanchay Lucky Draw scheme** Avana Jalasanchay Lucky Draw Scheme at Kisan 2018 Exhibition received tremendous response in a period of 5 days.

Emmbi's Food & Pharmaceutical Grade Manufacturing Units



Specialized “Website” for Avana



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Changing India. One pond at a time.

4,120

No. of Ponds Created

24,722

People Impacted

16,482

Water Conserved
in Million Liters

98.7%

Income Increased

Last Update date of counter: 31st January 2019

- **Avana**, a specialized division of Emmbi’s retail initiative; Avana in Sanskrit translates to protection.
- Avana’s mission is to protect farmer’s income from uncertainty, globally.
- The division will be focused on protecting Building a modern workplace that’s focused on innovation to focus on attracting Gen Z & Millennials talent to the company.

Significant Initiatives



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[Impact Video Links](#)

[A Vision Film - Avana](#)

<https://www.youtube.com/watch?v=WVRg-1tvAC8>

[B Impact Film - Satara](#)

<https://www.emmbiavana.com/avana-in-action/>



Participation at Kisan 2018 Exhibition



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Financial Performance



40+ Products	15+ Patents	200+ Clients	57+ Countries
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(₹ Millions)	2014	2015	2016	2017	2018	Q3 2019
Revenues	1,680	1,929	2,177	2,410	2,790	813
EBIDTA	154	202	270	297	353	107
PAT	43	60	106	124	153	45
EPS	2.45	3.37	5.99	7.03	8.63	2.54
BV	32.89	35.86	41.24	47.74	55.53	NA

Growth	2014	2015	2016	2017	2018	Q3 2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	11.76
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.24%
PAT Growth %	33.70	37.62	77.63	17.36	22.73	15.28

Financial Performance



40+ Products	15+ Patents	200+ Clients	57+ Countries
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(₹ Millions)	2014	2015	2016	2017	2018	9M 2019
Revenues	1,680	1,929	2,177	2,410	2,790	2,322
EBIDTA	154	202	270	297	353	305
PAT	43	60	106	124	153	130
EPS	2.45	3.37	5.99	7.03	8.63	7.34
BV	32.89	35.86	41.24	47.74	55.53	62.21

Growth	2014	2015	2016	2017	2018	9M 2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	14.09
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.29%
PAT Growth %	33.70	37.62	77.63	17.36	22.73	15.86

THANK YOU

Emmbi Investor Services:
info@emmbi.com