

14th August, 2024

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 - 400 051 NSE Symbol: EMMBI
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Sub: Investor Presentation on the Un-Audited Financial Results for the quarter ended 30th June, 2024

Dear Sir/Madam,

With regard to the captioned subject, please find attached copy of the Investor Presentation on the Un-Audited Financial Results of the Company for the quarter ended 30th June, 2024.

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

For Emmbi Industries Limited



Rinku Appalwar
Executive Director and CFO
(DIN:00171976)

Encl: As above



Brighter Every Way

Investor Presentation

FY 2024-2025

BSE: 533161 | NSE: EMMBI

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Emmbi's Business Verticals



Export Packaging

Major Products:

Industrial Packaging, Container Liners, Advanced Composites

Major Sectors:

Pharmaceuticals, FMCG, Chemicals, Food, Construction, Automobiles

Major Geographical Markets:

70+ Countries worldwide



Domestic Packaging

Major Products:

Industrial Packaging

Major Sectors:

FMCG, Automobiles, Chemicals, Food

Major Geographical

Markets: Maharashtra, Gujarat, Madhya Pradesh, Goa, Karnataka, Delhi-NCR, Dadra and Nagar Haveli and Daman and Diu



Avana Consumer Durables

Major Products:

Avana Jalasanchay, Avana Jalasanchay Super

Major Sectors:

Water Conservation, Agriculture, Aquaculture

Major Geographical Markets:

Maharashtra, Rajasthan, Karnataka, Madhya Pradesh, Punjab, Haryana



Avana Consumer Goods

Major Products:

Avana Kapila Murughas Bag, Avana Anant Leno Bag, Avana Tank, Avana Rakshak Tarpaulin, Avana Prabal Thread

Major Sectors:

Agriculture, Agri-inputs, Agri-packaging, Dairy

Major Geographical Markets:

Maharashtra

Innovating for a Sustainable Tomorrow



Established in 1994, Emmbi Industries Limited is a modern processor of polymers and a leading player in innovative packaging solutions, particularly in FIBC, woven sacks and various other woven polymer products.

The Company's state of the art manufacturing facilities and innovative product offerings have made Emmbi a dominant force to reckon with and the continuous investments in research and development have helped the Company remain at the forefront of technological advancements in its industry.



30+ years

Experience of manufacturing sustainable polymer products



10 Specialized

State-of-the-art manufacturing units



29840 MTPA

Cumulative annual capacity



13 Patents Filed

6 Granted and others in process



70+ Geographies

Exports presence across 70+ countries



BSE & NSE

Listed on BSE and NSE since 2010

Expanding Horizons with Our Diverse Business Verticals

A comprehensive product portfolio and commitment to innovation has established Emmbi as a reliable partner for its customers.

Emmbi Industries operates across the following two business verticals:

B2B

The legacy business of the Company where we continues to drive growth by entering new markets and introducing innovative products



Export Packaging



Domestic Packaging



B2C

In 2016, we launched a new initiative named 'Avana,' comprising water management & agri polymer products



Avana Consumer Durables



Avana Consumer Goods

Expanding Horizons with Our Diverse Business Verticals

Particulars	Export Packaging	Domestic Packaging	Avana Consumer Durables	Avana Consumer Goods
Major Products	- Industrial Packaging - Advanced Composites - Container Liners - Pond Liners - Mulch Films	Industrial Packaging	- Avana Jalsanchay Pond Liner - Avana Jalsanchay Super – Aquaculture Pond Lining - Crop Cover	- Avana Kapila Murughas Bag - Avana Anant Leno Bag - Avana Tank - Avana Prabal Thread
Operating Sectors	- Pharmaceuticals - FMCG - Chemicals - Food - Construction - Automobiles	- FMCG - Automobiles - Chemicals - Food	- Water Conservation - Crop Protection - Agriculture - Aquaculture	- Agriculture - Agri-packaging - Agri-inputs - Dairy
Trend of Revenue Share	Moderate Increase	Will Decrease	Moderate Increase	Rapid Increase

Elevating Expectations, Product by Product

Emmbi Industries offers a comprehensive product portfolio, designed to meet the diverse needs of customers across multiple industries.



Industrial packaging

EMMBI INDUSTRIES LIMITED



**Hyperbolic FIBC
(Patent Pending)**



**Food & Pharma
Grade Packaging**

Elevating Expectations, Product by Product

The Avana Division offers top quality products across its portfolio, becoming the preferred brand for all Indian Farmers



Avana Prabal Thread Holding Crop for Growth



Consumer Goods Products



Avana Jalsanchay

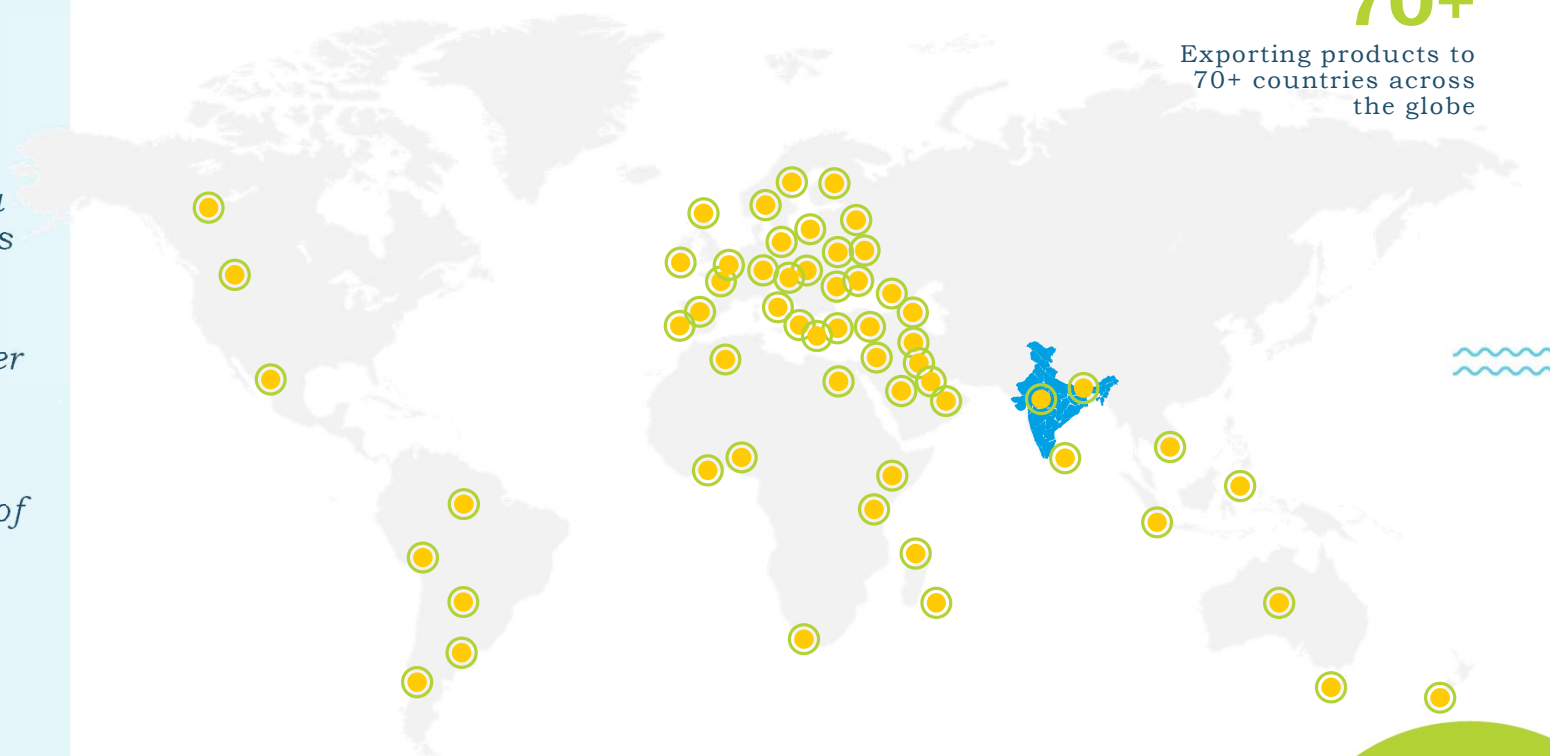
Making the World Our Stage

Emmbi Industries has established a strong global foothold, serving a diverse client base across multiple industries.

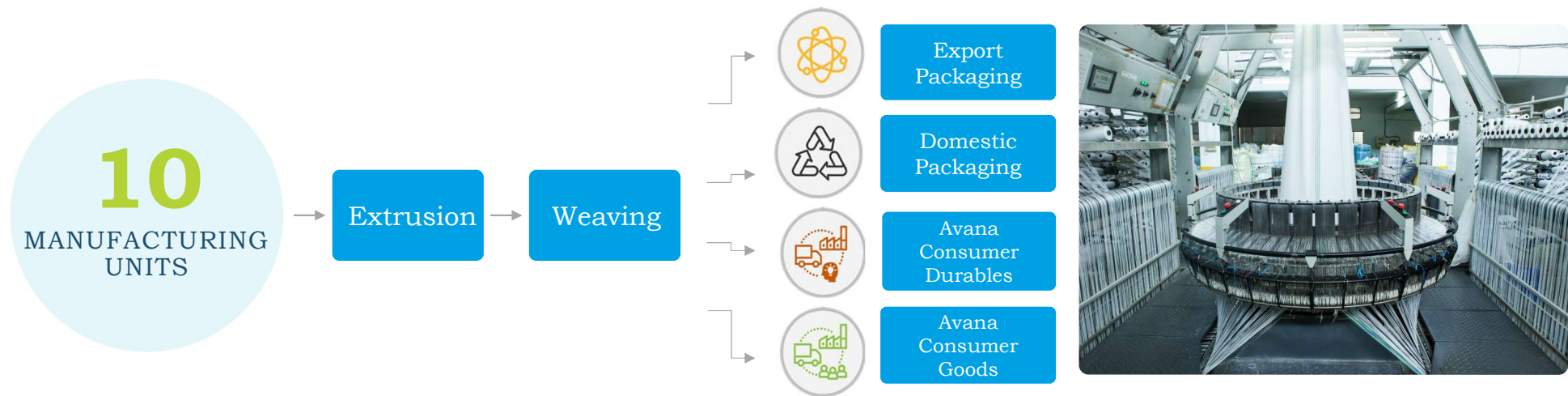
The commitment to deliver innovative solutions and exceptional customer service has helped the Company earn the trust of its customers worldwide.

70+

Exporting products to
70+ countries across
the globe



Fully Fungible Manufacturing Facilities



Company's manufacturing facility is fully fungible which grants efficiencies due to resource pooling. This helps greatly during sectoral slowdowns.

Amplifying Impact Through Strategic Additions

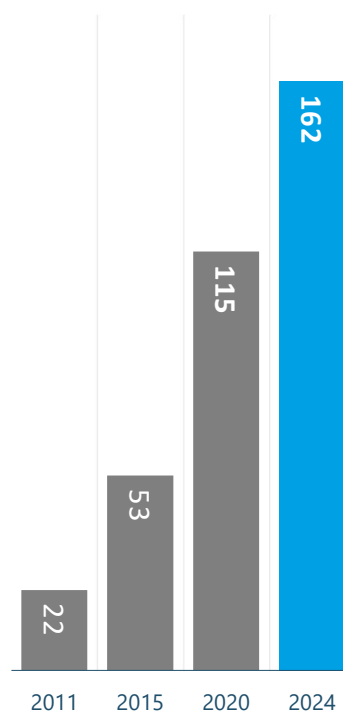
The Company follows a strategic approach towards capacity additions to support its business growth. The plan entails debottlenecking existing capacities once the utilization level reaches 90% and adding new capacities to bring utilization down to 70%. Further capacity expansion is only considered when the incremental capacity reaches a utilization level of 90% or higher.

*Debt to Equity – Long term Debt / Shareholder Fund

EMMBI INDUSTRIES LIMITED

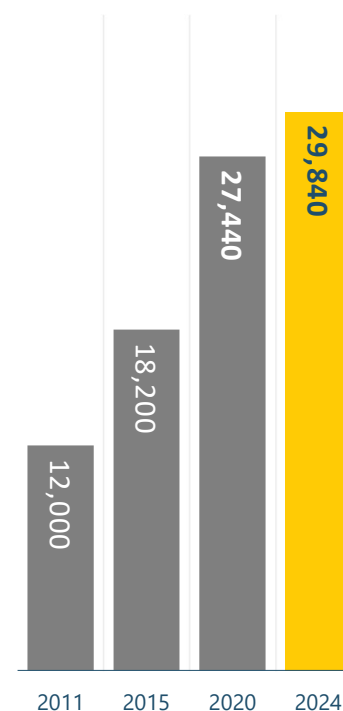
Net Block

(₹ IN CRORE)



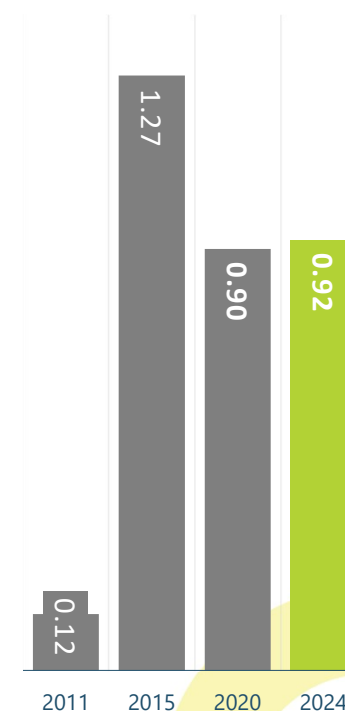
Capacity

(IN MTPA)



Debt to Equity*

(IN X)



Committing to Responsible polymer processing for better lives

The Company is committed to stay in the forefront of sustainable polymer processors by increasing the consumption of Recycled polymer in its product line "Reclaim"

We are committed to developing and adopting the most modern technology for cleaning, sorting, and compounding recycled material.



Mr. Makrand Appalwar
CHAIRMAN AND
MANAGING DIRECTOR

Embracing automation has not only increased cost-effectiveness but has also elevated quality and precision.

At Emmbi, we are leading the charge in the industry to set the standard for efficiency, quality and precision through automation.

Unleashing the Power of Innovation

Our core differentiator is our ability to innovate. Whether it be via patented new technologies we are bringing to the market or via new automation to effectively run our operations, Emmbi leads to the pack.



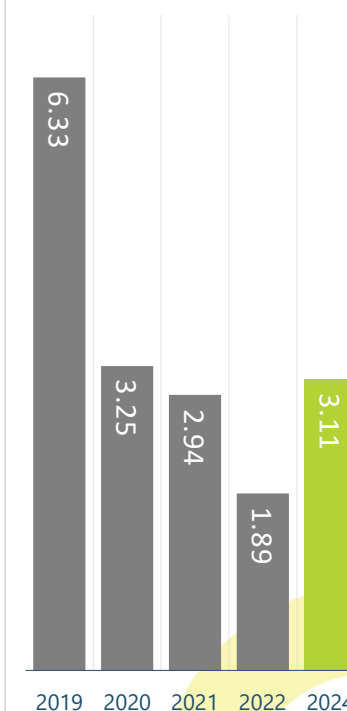
Experienced Team of over 35 engineers with combined experience of more than 250 years

Products Developed in last 5 years Contributing 20%+ of topline in any given year

Govt of India Dept of Science & Technology Certified & Recognized by Ministry of Science and Technology in woven polymer business in India

Investments in R&D

(₹ IN CRORE)



* New R&D Centre was created in 2019

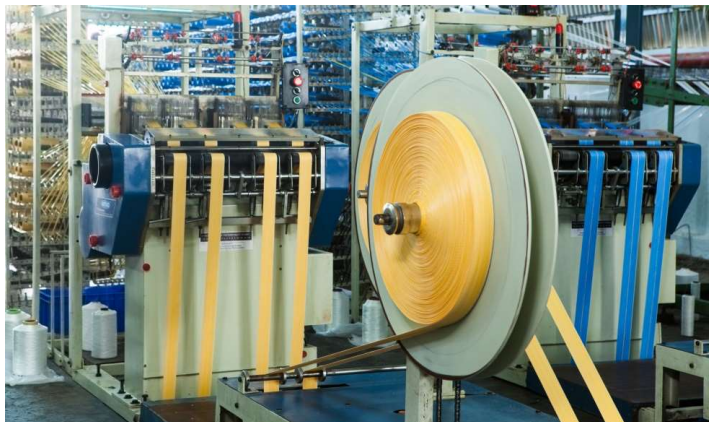
Unleashing the Power of Innovation



Extrusion Lines



Looms



Webbing



Bag Assembly Unit

Images of Emmbi's in-house R&D Facilities

Global Leadership in Recycled Polymers



Emmbi has identified a long-term growth driver in its space: The ability to recycle waste into usable inputs, and the ability to make identical-to-virgin products from these recycled inputs.

- *Emmbi Reclaim30: 30% of the material used in the bag is industrially recycled*
- *Satisfies new laws in effect in western markets*
- *Satisfies consumer demand*
- *Satisfies our client's environmental goals and commitments*
- *Increases our manufacturing efficiency*



Mastering the Complete Value Chain of Post Consumer Recyclate (PCR)



Collection

Segregation &
Cleaning

Waste Plastic
Granulation

Mega batch
Creation

Blending with
Virgin Polymer

Developing right
compatibilizers
for proper
process control

Validation &
Testing of
Product

Reducing the
global footprint

Awareness with
end user



Navigating Success with Experience ^(1/2)



Mr. Makrand Appalwar
CHAIRMAN AND MANAGING DIRECTOR

Mr. Makrand Appalwar, a first-gen entrepreneur with over 20 years in the polymer industry, transformed Emmbi from a trading firm to a large-scale manufacturer. A Mechanical Engineer from MIT Pune and an alumnus of MIT Sloan, Boston, he prioritizes teamwork, drives product development and focuses on sustainability. He has received numerous awards for his leadership.

EMMBI INDUSTRIES LIMITED



Mrs. Rinku Appalwar
EXECUTIVE DIRECTOR AND CFO

Mrs. Rinku Appalwar, Emmbi Industries co-founder, manages finance, purchase, logistics, and administration functions. Recognized as a leading lady in manufacturing for three consecutive years, she played a key role in the company's successful IPO. She holds a degree in Chemistry from Mumbai University and is an alumnus of IIM Bangalore.



Mr. Krishnan Iyer Subramanian
WHOLE TIME DIRECTOR

Mr. Krishnan Iyer has 25 years of experience in strategic planning, risk management, private equity, and M&A. He holds a B.E degree from the Birla Institute of Technology & Science, Pilani and a post-graduate degree from MIT Sloan School of Management, Boston.

Navigating Success with Experience (2/2)



Mr. Rama Krishnan
INDEPENDENT DIRECTOR

Mr. Rama Krishnan, Founder President and Past President of the Institute of Company Secretaries of India, is a Member of the Institute, Member of the Institute of Directors (London), and Member of the Chartered Institute for Securities & Investment (London). before Parliamentary Standing Committees on Company Law and Competition Law.



Mr. Nitin Alshi
ADDITIONAL INDEPENDENT DIRECTOR

Mr. Nitin Alshi is a distinguished professional with experience of 27 years. He is a Practicing Chartered Accountant and specialized in the areas of Strategies, Risk Management, Process improvements, Cost Transformations, Value Enhancements and Value Based Internal Audits. His unique business consulting experience across Industries is valuable to many Corporates.



Mr. Venkatesh Joshi
INDEPENDENT DIRECTOR

Dr Venkatesh Joshi holds a degree in Medicine from Marathwada University and an MD in Ayurveda from Mumbai University, and is a highly accomplished professional in the field of medicine., He serves as a faculty member at RA Poddar Medical College and speaks at national and international medical conferences. He was honored with the Rajiv Shiromani Award in 2013 for his outstanding contributions in Ayurveda.

The background is a dark blue gradient. On the left, there is a yellow line-art illustration of a plant with three green leaves inside a rectangular frame. Various geometric shapes are scattered around: a dashed yellow circle at the top left, a solid blue circle below it, a yellow zigzag line, a yellow circle, and a yellow T-shape. On the right, there are three vertical yellow lines, a dashed yellow L-shape, and a yellow zigzag line. The title 'Corporate Social Responsibility' is written in large, bold, white serif font. Below it, the words 'Corporate Social Responsibility' are repeated in a smaller, yellow sans-serif font, underlined with a dashed line. The number '22' is in the bottom right corner.

Corporate Social Responsibility

Corporate Social Responsibility

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Making the World a Better Place



Emmbi Foundation, the philanthropic arm of Emmbi Industries, is dedicated to the environment and society. The foundation promotes various CSR activities including preventive healthcare, sanitation, health awareness projects, etc

The initiatives undertaken by the Company can broadly be classified under:



Physical, Mental Healthcare and Sanitation

Promoting Preventive Healthcare, Mental Health and Sanitation



Inclusive Education

Promoting Inclusive and Special needs education



Water Conservation

Promoting water conservation through our products and educational efforts



Empowerment of Women

Empowering women by education and enhancing the vocational skills

Making the World a Better Place



Emmbi Offered Packaging Support to 1 Million Meals



Emmbi Foundation Spreading awareness of Water Conservation



Emmbi Foundation Tree Planting Project





Financial Highlights

Summary of Profit and Loss Statement

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Summary of Balance Sheet

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Vertical wise Breakdown

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Summary of Profit and Loss Statement



₹ IN CRORES

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Revenue from operations	333.14	319.84	510.37	435.33	442.54
Add : Other Income	0.16	0.19	0.10	0.12	0.16
Less : Goods & Service Tax	29.21	45.85	74.75	64.24	65.11
Total Income (Net)	304.10	274.18	435.73	371.20	377.60
Total Operating Expenses	266.52	245.54	386.52	333.62	340.11
EBITDA	37.58	28.64	49.21	37.58	37.49
EBITDA Margin (%)	12.36%	10.45%	11.30%	10.13%	9.93%
Finance cost	11.94	11.36	14.66	15.70	16.90
Depreciation and Amortisation Expenses	6.97	7.25	8.74	9.90	10.79
Profit Before Tax	18.66	10.03	25.81	11.99	9.80
Profit After tax	14.63	7.65	19.03	8.27	9.95

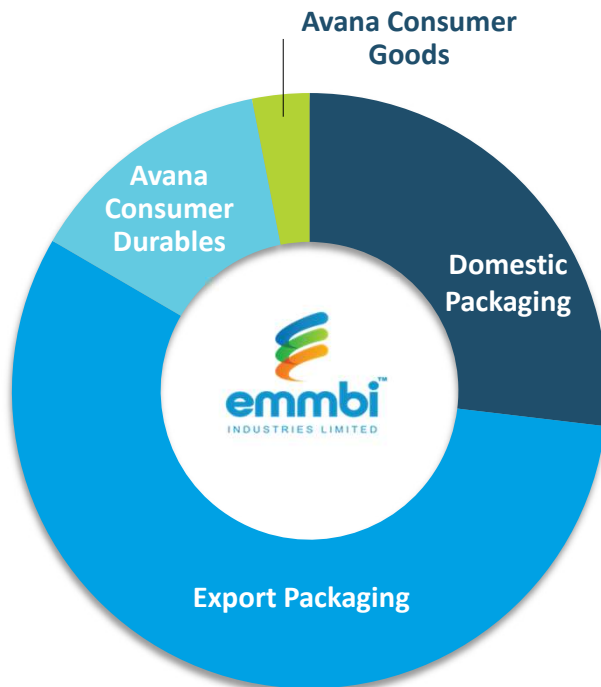
Summary of Balance Sheet



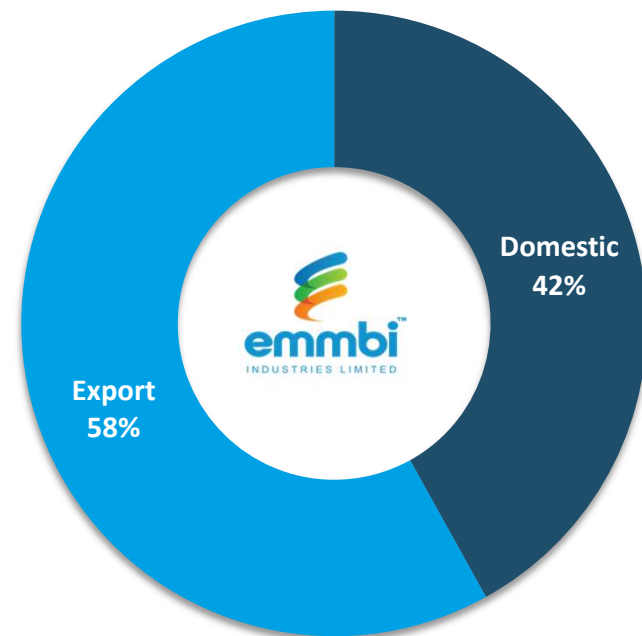
₹ IN CRORES

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Non-current Assets	148.08	159.17	164.23	175.46	181.91
Current Assets	150.44	169.32	190.37	190.85	206.71
Total Assets	298.52	328.48	354.60	366.30	388.40
Shareholder's Fund	128.37	135.14	153.40	160.68	170.13
Non-current Liabilities	61.57	84.11	73.70	76.29	59.80
Current Liabilities	108.58	109.24	127.51	129.33	158.48
Total Equity and Liabilities	298.52	328.48	354.60	366.30	388.40

Vertical-wise Breakdown



(Figures as on 31.03.2024. Figures will be updated on half yearly basis on 30th September, 2024)





Quarterly Highlights

Management Commentary

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Summary of Profit and Loss Statement

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Management Commentary

We saw a steady increase in our order book this quarter, reaching a comfortable level. Unfortunately, we faced labor shortages due to the perfect storm of elections, summer, and an earlier wedding season, causing migrant workers to return home.

However, we don't expect this shortage to continue and will boost capacity utilization to FY22-23 levels once they return.

We anticipate a continual increase in margins over the next two quarters.



Makrand Appalwar
CHAIRMAN AND MANAGING DIRECTOR

Summary of Profit and Loss Statement



₹ IN CRORES

PARTICULARS	Q1FY24	Q4FY24	Q1FY25
Revenue from operations	100.78	123.98	107.00
Add : Other Income	0.04	0.04	0.07
Less : GST	14.60	18.13	15.75
Total Income	86.22	105.89	91.31
Total Operating Expenses	77.56	96.12	82.24
EBITDA	8.66	9.77	9.08
EBITDA Margin (%)	10.05%	9.23%	9.94%
Finance cost	3.99	4.34	4.18
Depreciation and amortisation expenses	2.61	2.67	2.87
Profit Before Tax	2.06	2.76	2.02
Profit After tax	1.45	4.51	1.49

The background is a dark blue gradient with various yellow and light blue geometric shapes and icons. On the left, there is a large yellow lightbulb icon with a puzzle piece inside it, and a group of three stylized human figures below it. On the right, there are several decorative elements including a dashed circle, a solid circle, and some wavy lines. The title 'Investment Merits' is prominently displayed in the center-right area.

Investment Merits

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Strengths at play - I



Technical Prowess

Emmbi Industries has established a reputation for its technical expertise, with a focus on adopting cutting-edge technology. The company has invested heavily in automation and digitalization to streamline operations and increase efficiency. An enterprise resource planning system has been implemented to ensure effective inventory management, production planning, and order fulfilment.



Fungible Manufacturing Capabilities

Emmbi Industries' ability to manufacture products for both B2B and B2C verticals using the same facilities has given the company a unique competitive edge. The fungibility in manufacturing allows the company to leverage existing infrastructure and resources to cater to a diverse set of customers, leading to diversified revenue streams and maintained operational efficiencies.

Strengths at play - II



Robust Brand Building

The Company has made impressive strides in brand building, especially in its B2C vertical, resulting in elevated recall value. The Company's efforts in generating local employment opportunities have contributed to the socio-economic development of the communities in which it operates, building an authentic brand image that resonates with customers.



Future Polymer Solutions for Circular Economy

Disruption by decoding Fast Changing Polymer Technology and Sustainability. In depth Knowledge & infrastructure for creating recycled polymer material for reducing the carbon footprint if the customers marching towards the direction of complete circular consumption cycle with specialized “Cradle to Cradle” approach.

Stepping ahead with Confidence

B2C

- Increase capacity for top-selling products
- Plans to add pan India distribution network for “direct to shop” network
- Create a Chain of 5000 + Multi brand outlet across the country from present 1000+ outlets in Maharashtra & other neighboring states

B2B

- Create and distribute sustainable polymer-based products worldwide
- Create state of the art Post Consumer Recyclate (PCR) & Post Industrial Recyclates (PIR) material re-processing facility
- Drive higher share from specialized products having higher margin and gradually phase out commoditized products

Unlocking Potential for a Brighter Future



Avana Mulch Film in Action in Sangli District, Maharashtra

EMMBI INDUSTRIES LIMITED



- Steadily increase usage of recycled resin in Company's product line up to 40%
- Gradually scale up margin profile by adding value added products, and increasing share of B2C business. With a long-term goal of 15%
- Moving towards an asset light B2C model by scaling up the B2C business that operates on cash and carry model
- Promoting multiple Reclaim Range products to improve Company's Sustainability Commitment.



For any further information, please contact

Compliance Officer

Emmbi Industries Limited
info@emmbi.com

Corporate Office:

Ground Floor of the Main Building,
Dani Corporate Park, 158,
CST Road, Kalina, Santacruz (East),
City: Mumbai - 400 098
India