

Date: 24<sup>th</sup> May, 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 Audited Financial Results of the Company for the quarter and year ended 31<sup>st</sup> March, 2019 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 Investor Presentation 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. Q4FY 2019 – Highlights
2. Financial Performance
3. Product Verticals and Growth Drivers
4. Future Outlook – The Focus on Water

## Appendix:

- A - Innovation – Emmbi's DNA
- B - Product Profile of Emmbi
- C - Polymer Processing Industry: Global Perspective



# 1. Q4FY 2019 – Highlights

# At a Glance

## FY19 Projections

## Achievements in FY19

### Financial Performance

Targeted Revenue Growth: 12-15%  
Growth in EBITDA Margin: 30-45bps p.a.  
PAT Growth: 15-18%

Revenue Growth: +13%  
Growth in EBITDA Margin: 35bps p.a.  
PAT Growth: 17%

### Operational Performance

Average Ponds per day: 7  
Share in topline of B2C Vertical: 15-17%  
Manufacturing 4.0 Implementation  
RoboSeal Implementation on the field

Average Ponds per day: 8  
Share in topline of B2C Vertical: 15%  
SmartWeave Technology Implemented  
RoboSeal used to create 1000 ponds

### Product Development

Aim to Launch New Product / Service  
and Processes Improvement every  
quarter for improving profitability

1. Q1FY19 | Fish-friendly Pond Liner
2. Q2FY19 | Banking Tie-Ups
3. Q3FY19 | Rodent Repellent Tech
4. Q4FY19 | Fire Retardant Tech



# Innovation of Q1 Rodent Free Technology





## **Innovation of Q2 Banking Tie Ups**

**MoUs with Bank of Maharashtra, Axis Bank, ICICI Bank and Satara District Central Cooperative Bank for providing finance to farmers to buy Emmbi Avana Products**





# Innovation of Q3 Fish Friendly Pond Liner

Uses specialized Habitech technology to  
create the perfect aquatic environment





# Innovation of Q4 Fire Retardant Technology

Promotes human safety by  
preventing the spread of fires

## 2. Financial Performance



# Financial Performance



<b>40<sup>+</sup></b> Products	<b>15<sup>+</sup></b> Patents	<b>200<sup>+</sup></b> Clients	<b>57<sup>+</sup></b> Countries
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(₹ Millions)	2014	2015	2016	2017	2018	2019
Revenues	1,680	1,929	2,177	2,410	2,790	3148
EBIDTA	154	202	270	297	353	411
PAT	43	60	106	124	153	178
EPS	2.45	3.37	5.99	7.03	8.63	10.06
BV	32.89	35.86	41.24	47.74	55.53	64.99

Growth	2014	2015	2016	2017	2018	2019
Revenue Growth %	13.94	14.81	12.83	10.72	15.77	12.85
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.22
PAT Growth %	33.70	37.62	77.63	17.36	22.73	16.57

# **3. Product Verticals and Growth Drivers**

# Business Verticals

## Emmbi caters to a \$73 Billion Global Market



### Specialty Packaging

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

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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

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

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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

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

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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 Avana brand.



### Agro Polymers

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

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These focus primarily on crop protection and de-risking the farmer from the weather.

Typical applications include Mulch Films, Crop Covers and flexible pipes. They are also marketed in retail under the Avana brand.



# Growth Drivers



**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

# Emmbi Revenues by division



Specialty  
Packaging



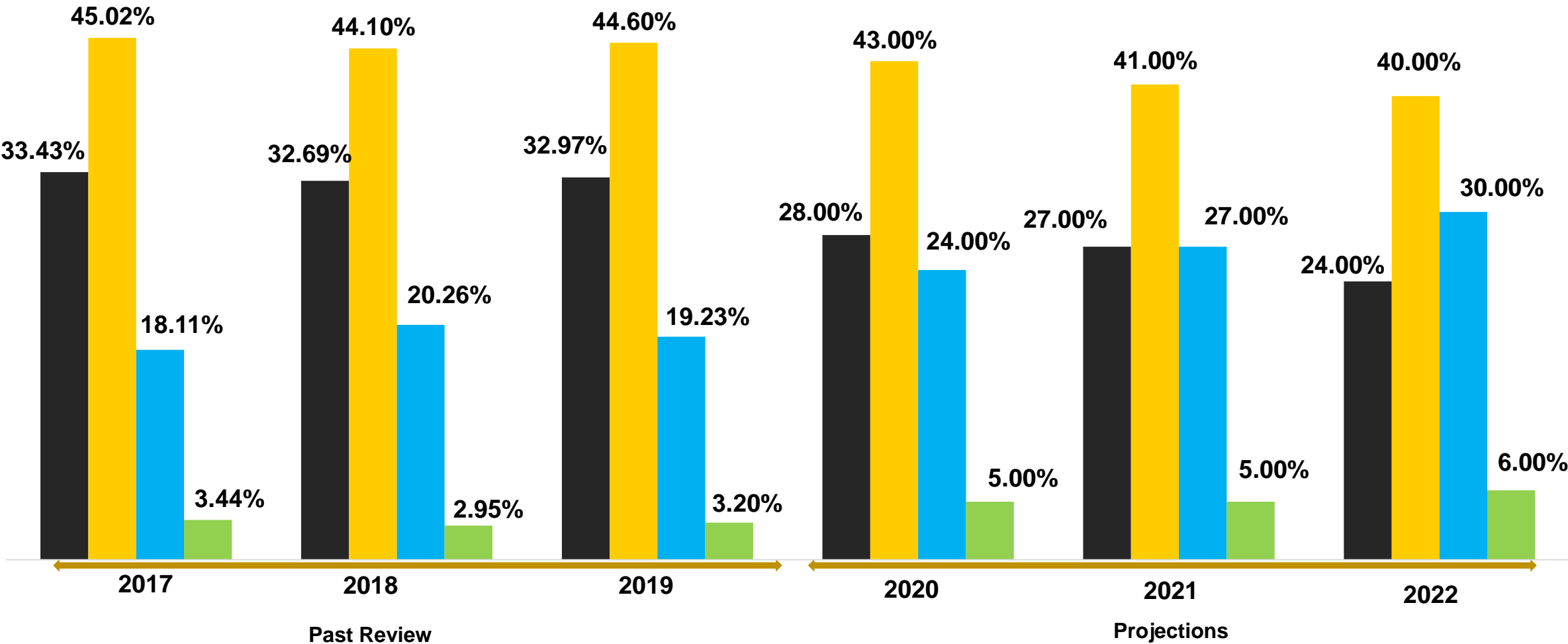
Advanced  
Composites



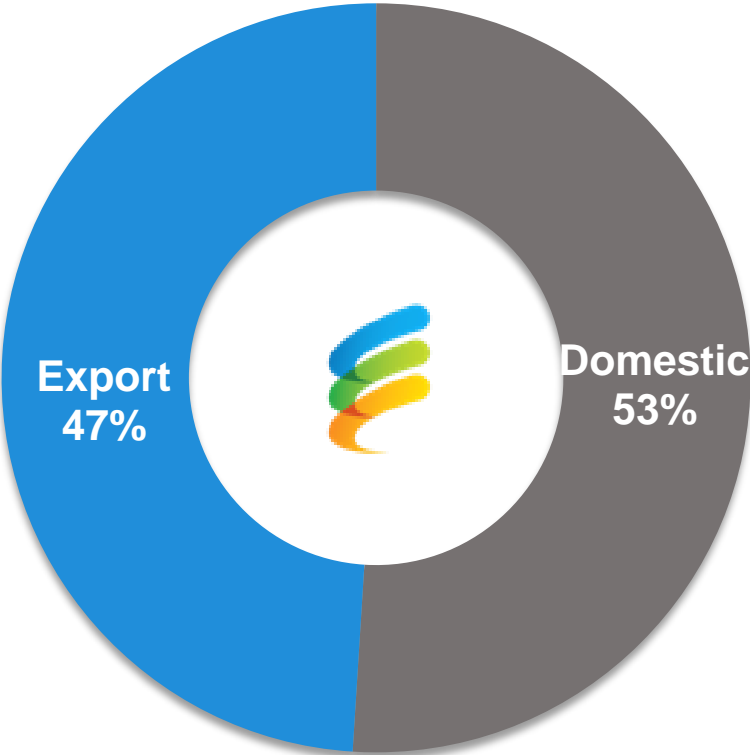
Water  
Conservation



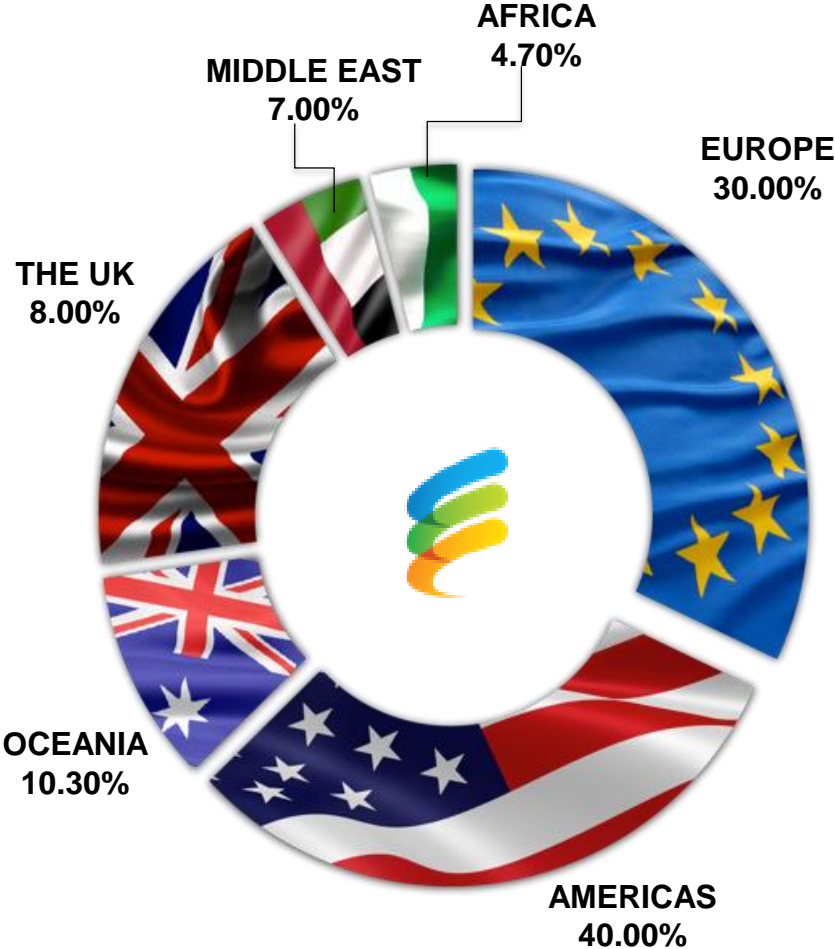
Agro  
Polymers



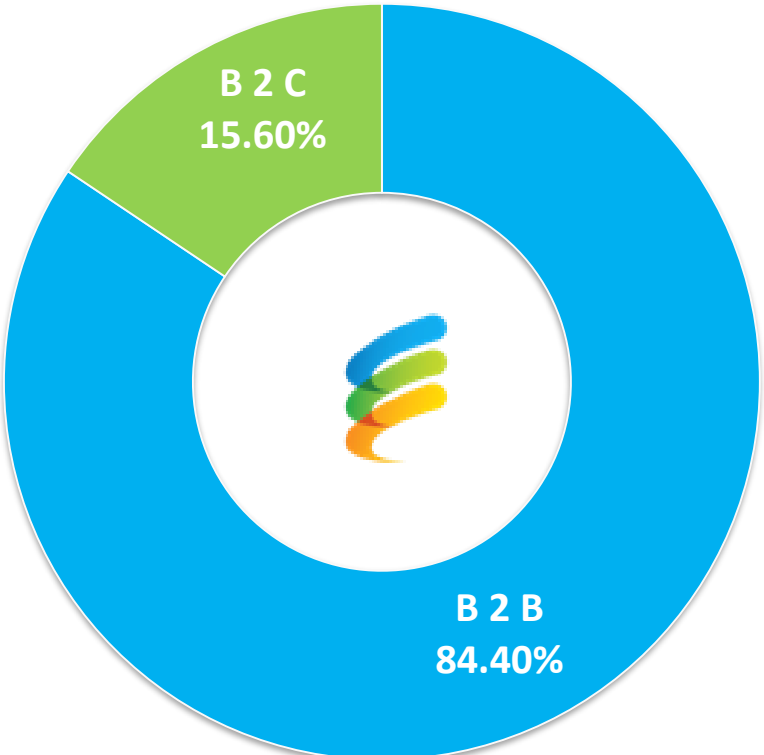
# Revenues Split



Market Wise Split  
As on 31<sup>st</sup> March 2019



Export Geographies  
% of Export Sale



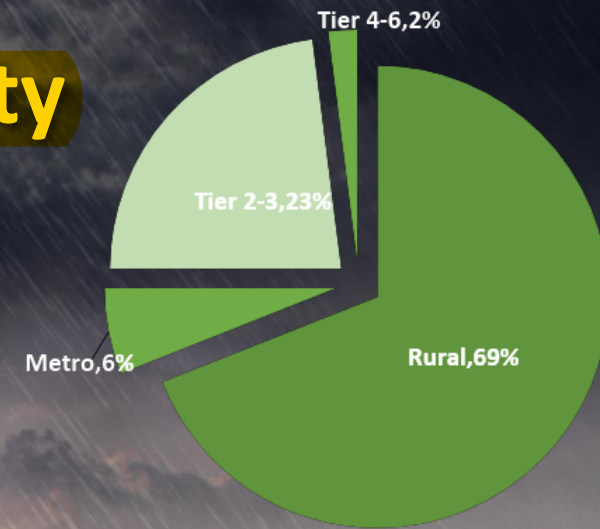
Division Business Split  
B2B vs B2C



## 4. Future Outlook – The Focus on Water



# The Rural Market: A Huge Opportunity



68.8%

of India is dependent on agriculture

Only 14%

has certainty of income through micro irrigation



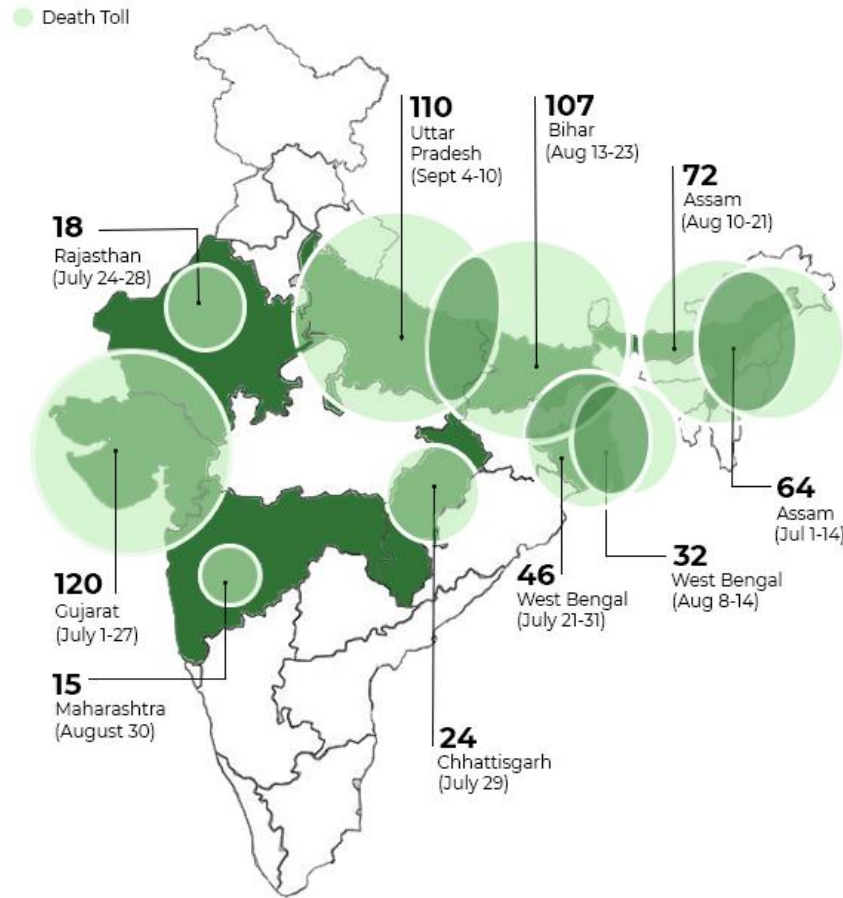
# The Challenge: A Severely Changing Rainfall Pattern

Water, a primary concern

# ~54%

India lives faces high to very high water stress\*

Sudden downpours are useless for farmers, unless rainwater is conserved



\* Source: Water Resources Institute

Sudden downpours and flash floods are becoming more common. Most of the water flows away and is unable to recharge the water table. Conserving water by capturing this water surplus is critical for farmers who depend on it for their livelihood. But traditional water conservation solutions, such as concrete tanks, are unaffordable for the vast majority of Indian farmers.





Change in rainfall  
pattern



Reduction in sub-  
surface absorption



Less disburseable  
water for use



Increased water  
scarcity

# The problems caused by sudden downpours



# Our Solution: Capturing surplus rainwater





# Saving Water

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Emmbi has created three major methods to solve the nation's water crisis. These are:

- Jalasanchay Pond Liner
- AquaSave Canal Liner
- Perco Plus Percolation Tanks



AWARENESS  
INITIATIVES



FINANCING TIE-UPS



POND ENGINEERING  
DESIGN



CROP ADVISORY



NEW SOURCES OF  
INCOME

**Jalasanchay**  
**A comprehensive water conservation solution for  
Indian farmers**



# Jalasanchay: Results so far

## What we've achieved

5000+ Ponds

10,000 Hectares of Land Irrigated

3 states

36 months

8 ponds per day!

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>

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



A wide-angle photograph of a construction site for a canal. A large area of the ground is covered with a dark blue, wrinkled plastic liner. In the background, a yellow excavator is working on a trench. Several workers are visible: some are sitting on the liner, and others are standing on the earthen banks. The sky is overcast.

**AquaSave Canal Liner prevents percolation losses in clay canals.**

**This increases the area under irrigation and improves water efficiency till the last mile, for large irrigation projects!**





**Perco Plus is used to line bunds in percolation tanks preventing horizontal movement of water. Thus, water moves down vertically and recharges the underground water table.**

**We have created 70 such tanks this year!**

**These have increased the availability of groundwater in nearby villages by ~6 months in a year. Now water is available till May End**





# Appendix A, B & C



# A. Innovation – Emmbi's DNA

# Our in-house R&D Center



- Govt. of India, Department of Science & Technology Certified
- Filed 15 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”



## Rodent Repellant Bulk Packaging



**The Challenge:** Rodents bite bags and cause massive food wastage. In addition, they spread diseases to humans.

**Emmbi Solution:** We used a unique polymer blend and flavors to create a substrate which creates a taste which is not liked by rodents. This help us keep them away.



# Continued Successes

## Fish Friendly Pond Liner



**The Challenge:** Farmers wanted to use ponds to breed fish. However, IS Standards requires pond fabric to use a certain amount of carbon black. This makes ponds fabric black in color. In order to make ponds viable for growing fish, we had to make the color blue

**Emmbi Solution:** We used a Special manufacturing process by using “Habitech Technology” for creating a matching habitat for the fish. This helped more reflection of light and more brighter environment in pond. Result was encouraging , A much fast growing fish , much higher income.



## Fire Retardant Polymer Technology



**The Challenge:** Polymers are prone to spread fire. They become very susceptible in case they are stored in enclosed spaces such as aircrafts or ships. It is important to stop the spread of the fire while using the polymer substrates.

**Emmbi Solution:** At Emmbi we believe that If there is a will there is a way. We used a special blend of inorganic chemicals while producing the material which retards the spread of fire. This is being used by many major cargo companies and making the world safer.



## **B. Product Profile of Emmbi**





Water  
Conservation

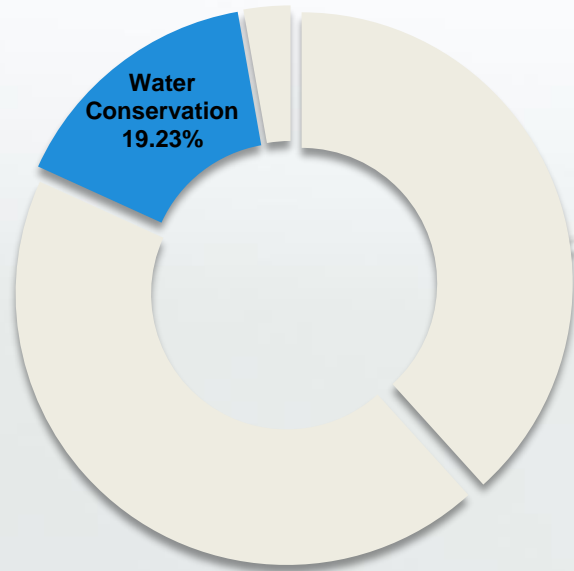


Helped irrigate **10,000 Hectares** of crops using **5000 ponds** in 3 states of India in past **36 months**

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

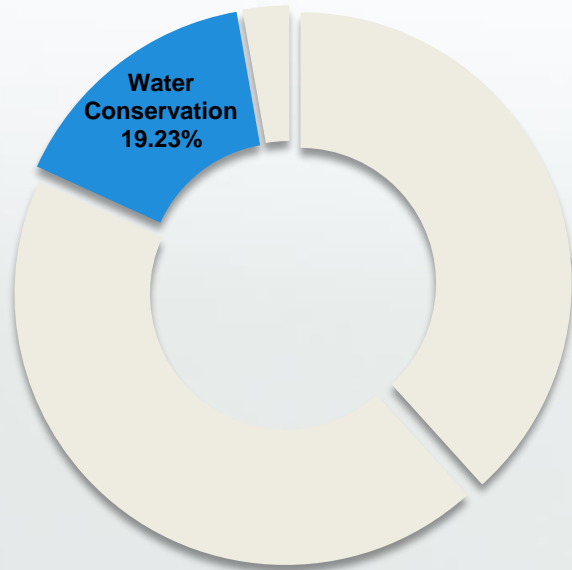


Canal Liner



Collapsible Pipe

# Product Snapshot



Cycle Tank



1000 Liter Flexi Tank



500 Liter Standing Tank



Open Flexi Tank

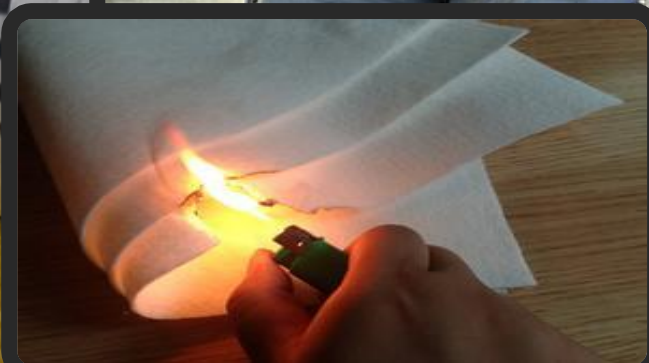
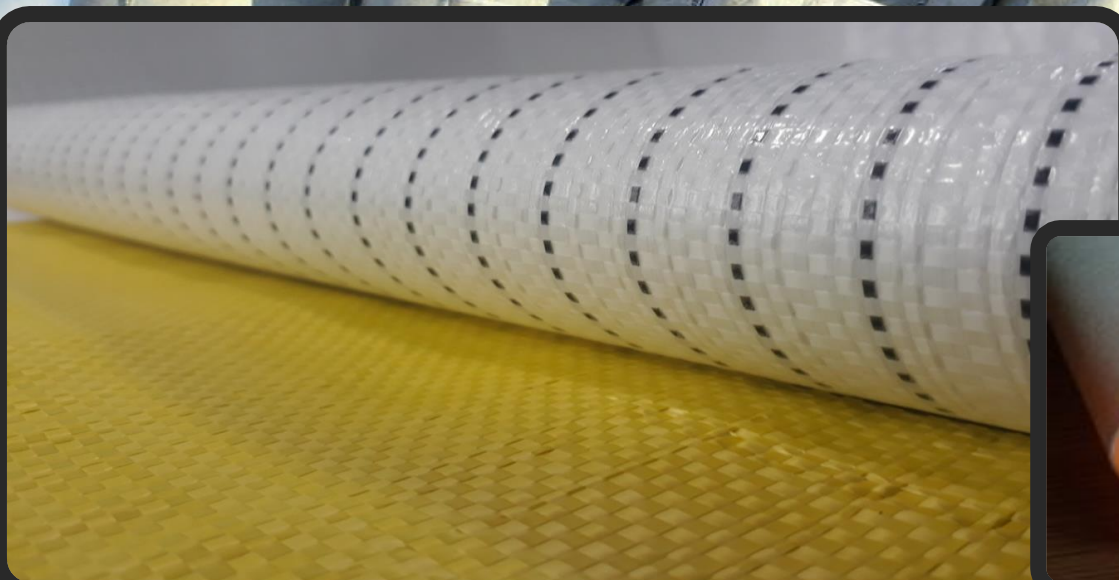




Advanced  
Composites

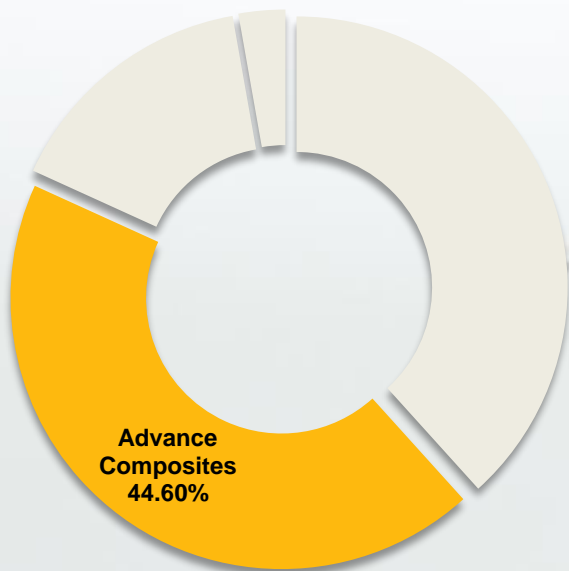


Helped to **protect priceless lives and assets worth Billions** with our Advanced Composite Range





# Product Snapshot



UN Certified FIBC



Application of UN Certified FIBC



Water – Slug Separator



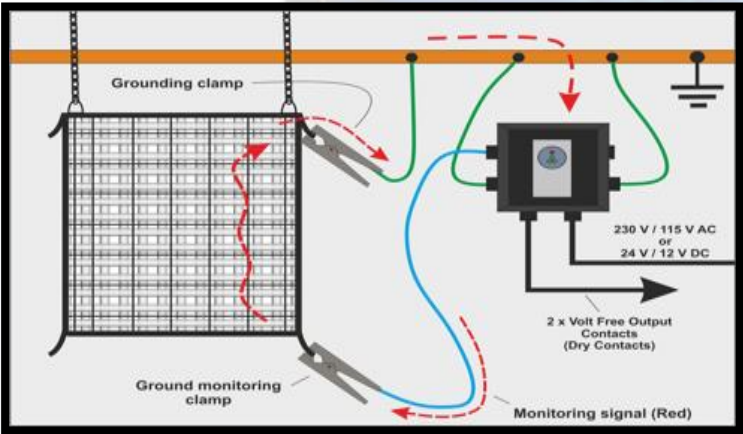
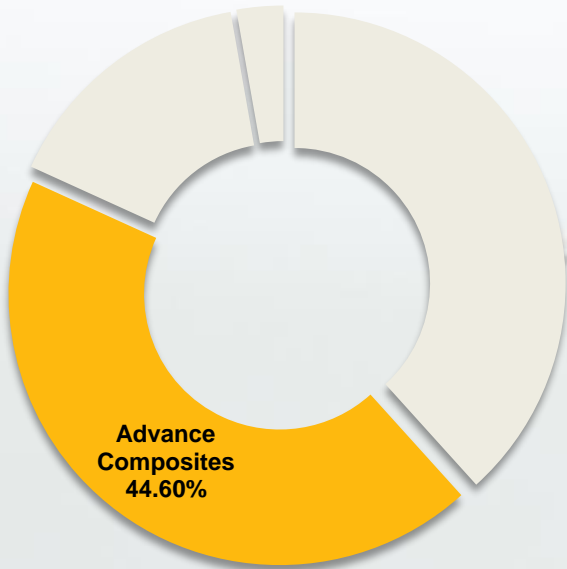
Application of Anti Carcinogenic  
Packaging



Nuclear Power plant  
Waste Disposal



# Product Snapshot



Electrically Conductive Polymer



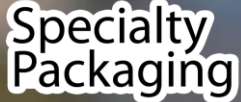
Anti-Corrosive VCI Films



Application for Fall Arrest

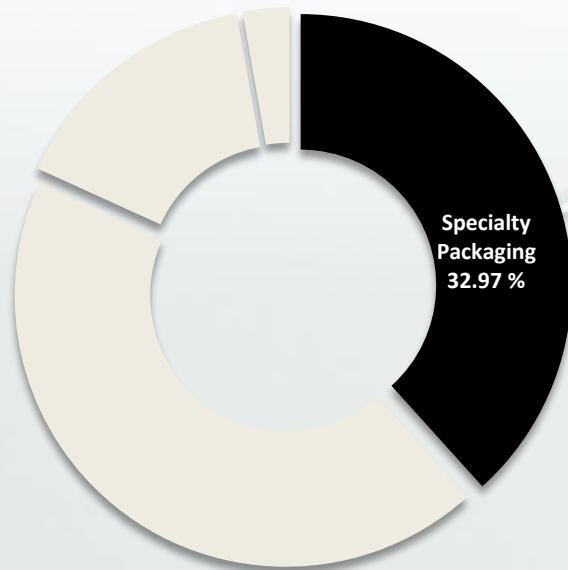


Anti Corrosive Fabric





# Product Snapshot



Construction FIBC



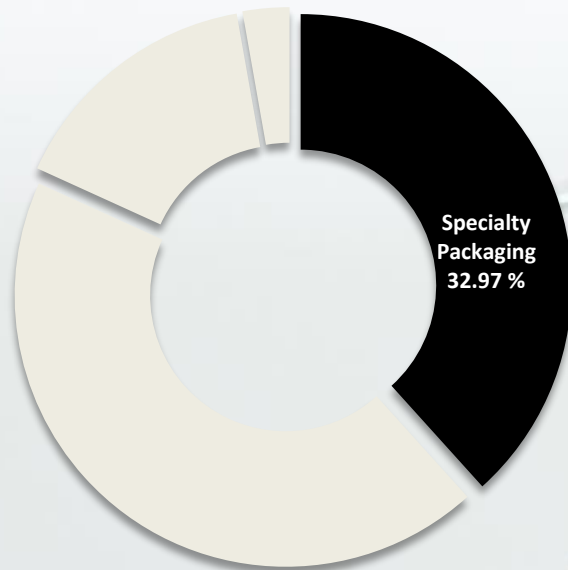
Application of Construction FIBC



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



**"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**

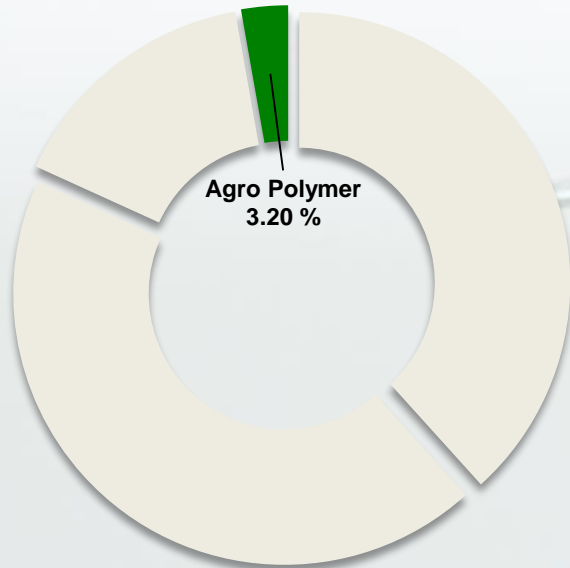


Help protect your food from contamination from hazardous chemicals and pesticides, **naturally**

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



# Product Snapshot



Mulch Film



Crop Cover



Silage Incubator

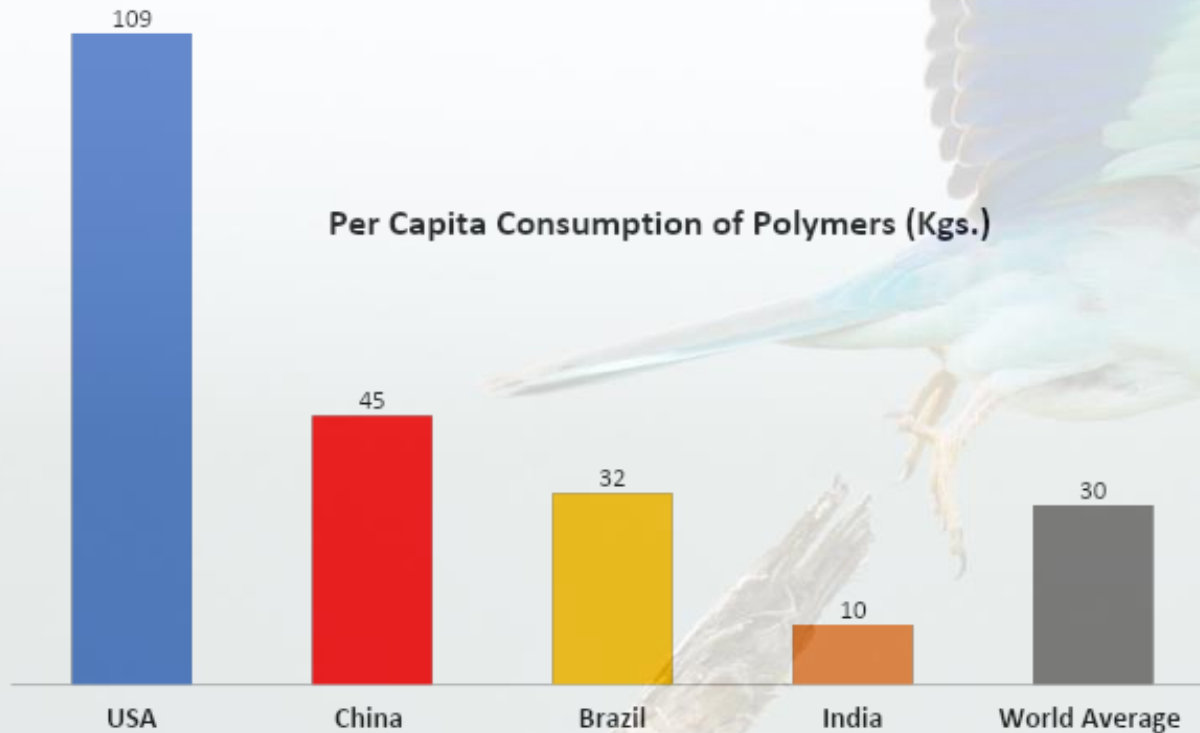


Shade Net



# **C. 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 application

## 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)**