

Date: 2<sup>nd</sup> November, 2021

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 Half Year ended 30<sup>th</sup> September, 2021 which will be presented to Analysts/ Investors.

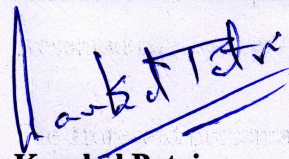
The aforesaid presentation is also available on the Company's website [www.emmbi.com](http://www.emmbi.com).

Kindly take the above information on your records.

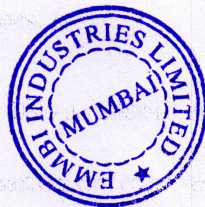
Thanking you,

Yours faithfully,

**For Emmbi Industries Limited**



**Kaushal Patvi**  
Company Secretary



Encl: As above





# Emmbi Industries Limited

---

Q2 FY 22, Investor Presentation



# 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.

# Redefining Product Verticals



Better representation of business



Higher transparency and clarity for shareholders and other external stakeholders

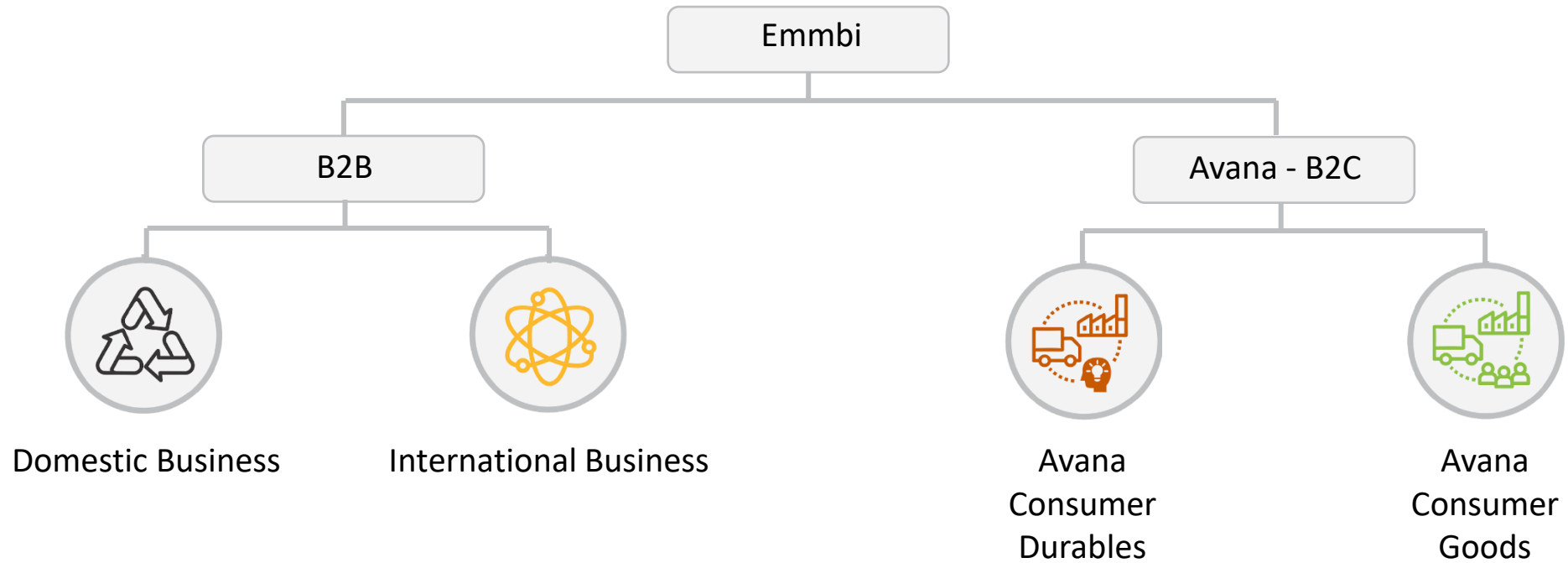


Redefining business priorities to cope with contingencies such as COVID



Focus on sales and distribution

# Emmbi's verticals, redefined



# International Business

- Major Products: Industrial Packaging, Advanced Composites, Container Liners
- Major Sectors: Pharmaceuticals, FMCG, Chemicals, Food, Construction, Automobiles
- Major Geographical Markets: 66+ Countries worldwide



# Domestic Business

- 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



# Financial Highlights

---





# 2022: The Bounce Back

---



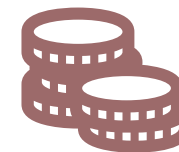
Increased  
production  
efficiency



Strong Export order  
book



Agricultural retail  
restrictions removed



US/Europe  
Economic Growth





**Q2 FY22 - Financial Highlights**  
**Emmbi's**  
**Largest Quarter Ever (Again)**



# Q2-21 vs. Q2-22

Revenue grows by 96.66%, PAT and EPS up by 308.30%

(₹ Millions)	Q2 FY 21	Q2 FY 22	% Growth Y-o-Y
Revenues	671.91	1321.35	96.66
EBIDTA	62.83	125.35	99.50
PAT	12.02	49.08	308.30
EPS	0.68	2.77	308.30

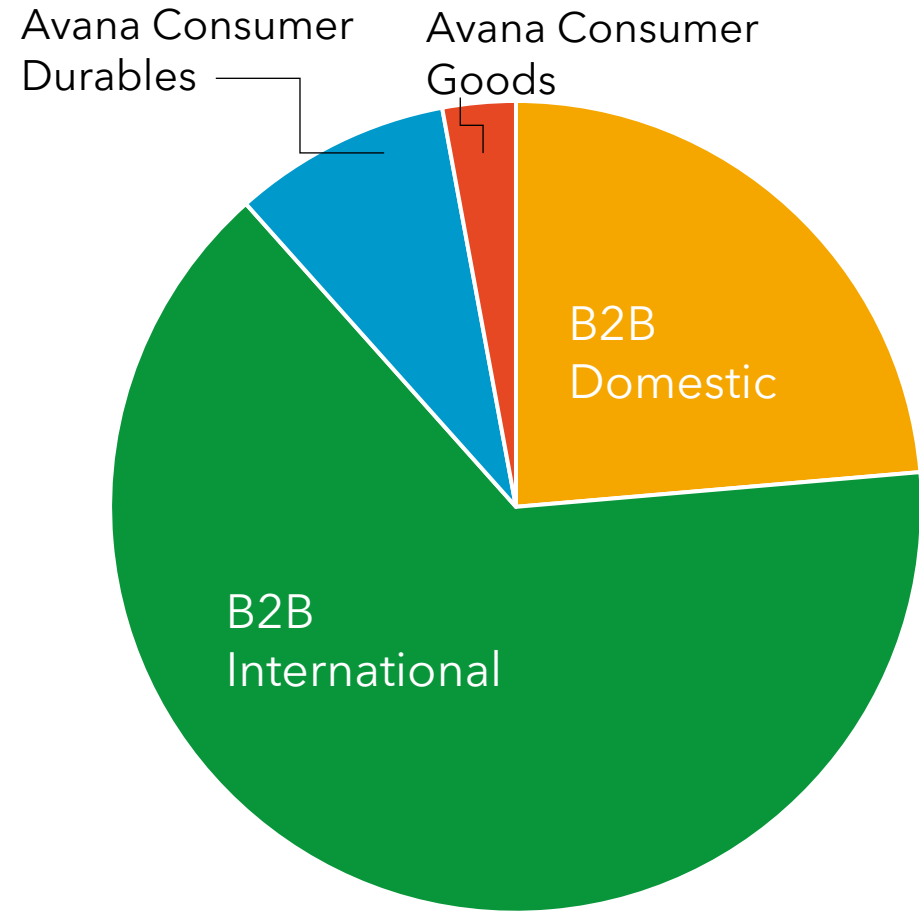
# H1-21 vs. H1-22

Revenue grows by 104.10%, PAT and EPS up by 315.06%

(₹ Millions)	H1 FY 21	H1 FY 22	% Growth
Revenues	1246.77	2544.63	104.10
EBIDTA	122.12	235.48	92.83
PAT	22.60	93.81	315.06
EPS	1.28	5.30	315.06



# Vertical-wise Breakdown



# Q2 Highlights

- To enhance the brand visibility in rural areas Avana has tied-up with various local *Krushis Seva Kendras* and Agri-hardware shops
- Avana has tied-up with 500+ such retail shops across Maharashtra
- The goal for FY22 is to target 2000 Agri-retail shops



# Avana brands 500 Retail Stores!



# Social Media Influencer Marketing

Link for Avana Youtube Influencer Collaboration

- <https://youtu.be/BKmry1ZLvt0> Avana Tank
- [https://youtu.be/AC\\_KbmkRqME](https://youtu.be/AC_KbmkRqME) Avana Kapila Murghas Bag
- <https://youtu.be/yrBa9pTNoro> Avana Kapila Murghas Bag

Link for Television Advertisements on Youtube for Avana Kapila Murghas Bag

- <https://youtu.be/cNqSWr5xFP0>
- <https://youtu.be/TZymkkNsXw4>
- <https://youtu.be/OXIHHLlrj9c>
- <https://youtu.be/giMTPmTjfjQ>
- <https://www.youtube.com/watch?v=jk7Z4YGhmLc>
- <https://youtu.be/eFtIW3RuImk>





A close-up photograph of a person's hand in a dark suit jacket placing a light-colored wooden block on top of a staircase-like structure made of similar blocks. The blocks are arranged in a series of steps that increase in height from left to right. The background is a blurred stone wall.

# Long-Term Growth Drivers

# Growth Drivers: Emmbi

---

Packaging growth is directly correlated to GDP growth

---

Debottlenecking manufacturing facility created ability to produce higher quantities, with higher margins

---

Focus on sustainable industrial packaging, registering the Emmbi ReClaim trademark

---

New range of barrier packaging, high potential in the domestic packaging business

---

# Growth Drivers: Avana

---

Asset-light model with Partner Manufacturers

---

Growth in Avana's brand loyalty

---

Focus on consumer marketing through Advertisements, YouTube collaborations, etc.

---

Quicker Go-To-Market (GTM) Strategies

---

Cross-Selling / Up-Selling Products



# Thank You

For more information,  
please contact Emmbi  
Investor Services at  
[info@emmbi.com](mailto:info@emmbi.com)