

CFL/SE/2022-23/FEB/06

February 15, 2023

The Manager (Listing) BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001 <b>Scrip Code: 508814</b>	The Manager (Listing) National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block, Bandra – Kurla Complex Mumbai-400 051 <b>Security ID: “COSMOFIRST”</b>
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**Sub: Investor Presentation**

Dear Sir

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation on Operational and Financial Performance of the Company for the Quarter ended on December 31, 2022. The Investor Presentation is also being hosted on the website of the Company viz., <https://www.cosmofirst.com/investors/investors-presentation>.

You are requested to take the same on your records.

Thanking You

Yours faithfully  
For **Cosmo First Limited**  
(Formerly *Cosmo Films Limited*)

**Jyoti Dixit**  
Company Secretary & Compliance Officer

Encl: a/a

# A Perspective

February 2023

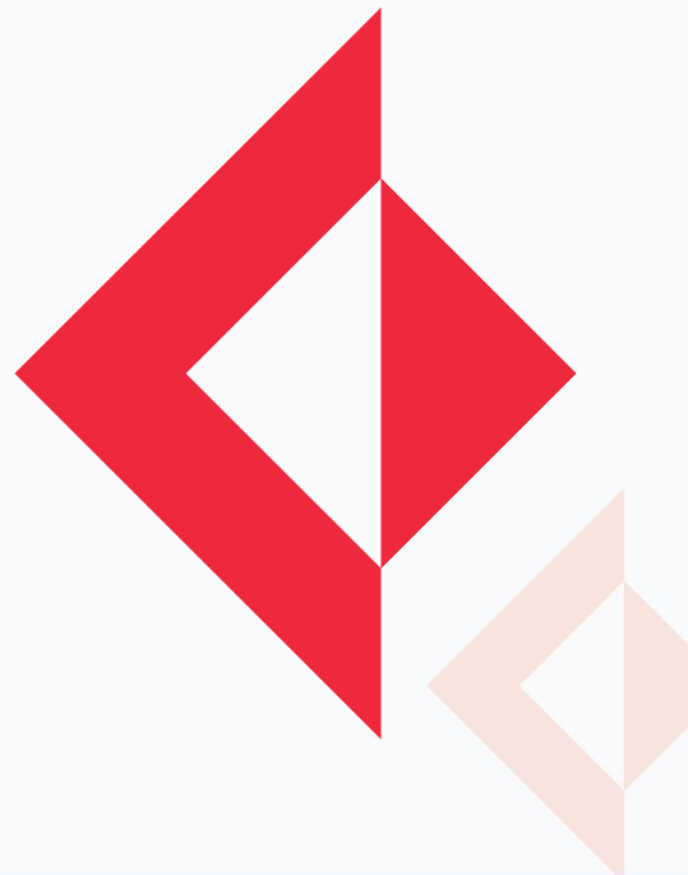
Speciality Films, Speciality Chemicals & Petcare

Flexible Packaging | Lamination | Labeling | Synthetic Paper | Speciality Chemicals | D2C Petcare (Zigly)

# Disclaimer

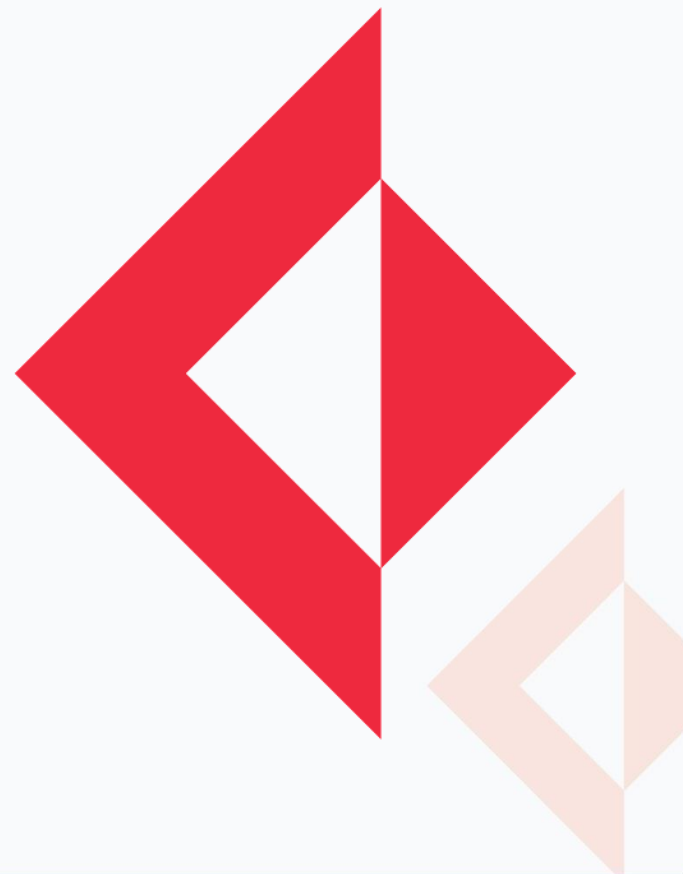
Certain statements in this presentation are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results other financial condition may differ materially from those included in these statements due to a variety of factors.

Any forward-looking statements made by or on behalf of Cosmo First speak only as to the date they are made, and Cosmo First does not undertake to update forward looking statements to reflect the impact of circumstances or events that arise after the date the forward looking statements were made.



# Discussion Summary

- Cosmo First – An Overview
- December 2022 Quarter - Performance Snapshot
- Strategic Perspective
- Our Businesses:
  - ✓ Films Business
  - ✓ Speciality Chemical
  - ✓ D2C Petcare – Zigly
- Financials Overview
- ESG Focus



# COSMO FIRST - AN OVERVIEW

# Company Overview

## Strong History & Leading Position

- ❑ Established in 1981, Cosmo Films Ltd. is the pioneer of BOPP Films Industry in India.
- ❑ Promoted by Mr. Ashok Jaipuria, the company is also the largest BOPP film exporter from India.

## Films Production Facilities – Annual

- ❑ BOPP Films: 196K MT
- ❑ Thermal Films: 40K MT
- ❑ BOPET Films: 30K MT
- ❑ Coated Speciality Films: 20K MT
- ❑ Metalized Films: 22K MT
- ❑ CPP Films: 10K MT

## Strong Financials

- ❑ Continuous growth and profitability track record.
- ❑ Net Debt/EBITDA: 0.7 times (Dec 22)
- ❑ Net Debt/Equity: 0.3 times (Dec 22)

## Global Leader in some Specialty Segments

- ❑ World's largest producer of thermal lamination films.
- ❑ Global second largest player in Specialty label films
- ❑ World's largest supplier of Industrial Application Films.

## Ventured into Specialty Chemicals

- ❑ Masterbatch: 10k MT
- ❑ Textile & Coating Chemicals: 5K MT
- ❑ Adhesives: 2.5K MT

## Strong R&D Focus

- ❑ Collective R&D experience of over 100 years.
- ❑ Six current patents another six in pipeline.

## Unique Proposition

- ❑ Uniquely positioned with good mix of specialty/semi specialty (64% volume FY'22) and commodity films.
- ❑ Globally among top four players in BOPP Speciality films

## D2C Petcare Venture - "ZIGLY"

- ❑ D2C Omni channel business model to address pets need at every stage of life.
- ❑ To build India's largest Pet care ecosystem with presence across the channels i.e. experience centers, online, mobile vans etc

## ESG & Sustainability "CareEdge Good" Rating

- ❑ Environment: Focus on reducing Green House Gas missions, green energy at plants, waste reduction, water treatment etc
- ❑ Social: Education to 20k+ students, 2.5Lakh lives touched in the fight against COVID-19
- ❑ Governance: Strong Independent board with 66% of Independent Directors

# Company Overview - Our Businesses



Speciality films focused business with target to sell 80% volume of value add speciality films by FY24 (FY22 64% speciality/semi speciality volume)



Three Verticals:

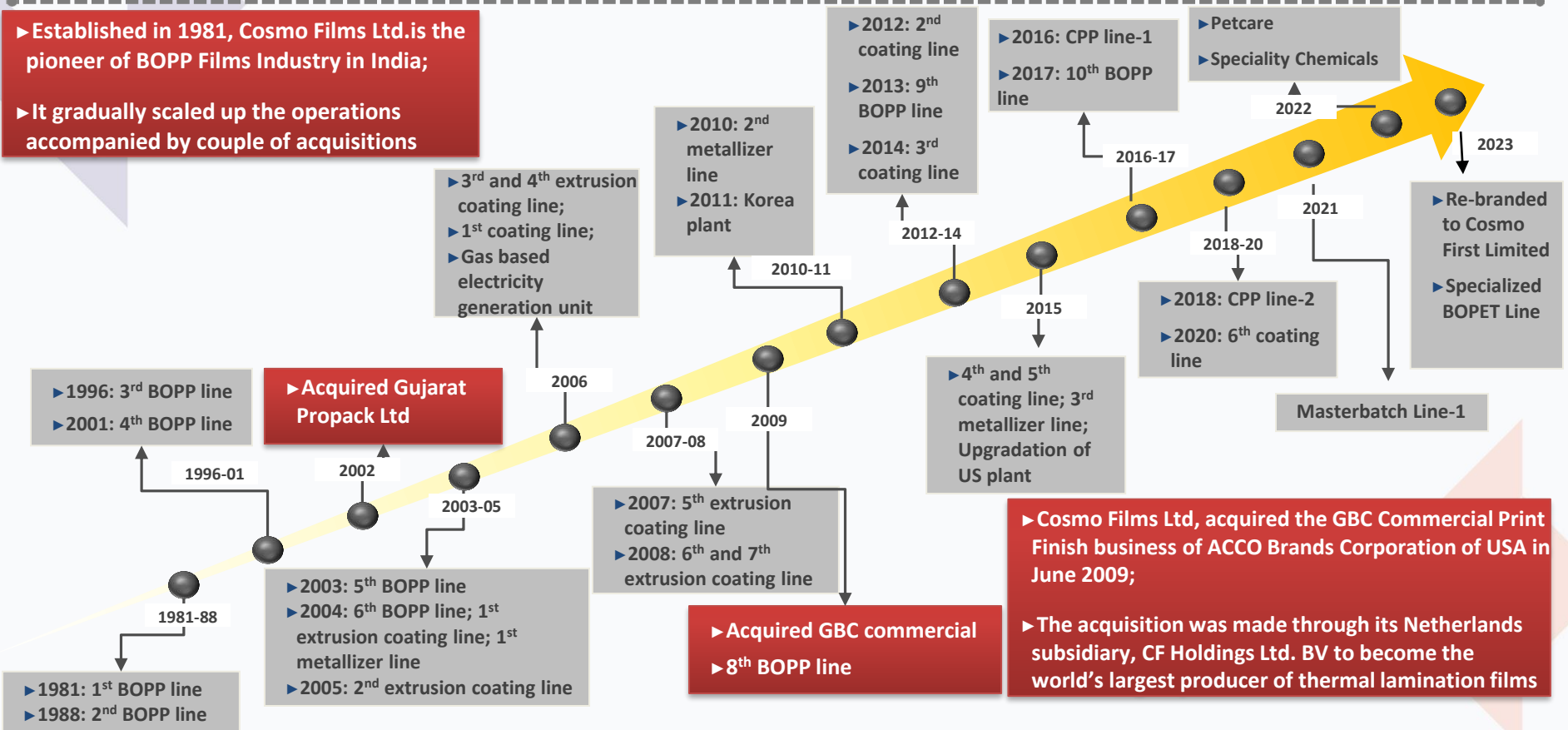
- Masterbatch (From FY22)
- Textile Chemicals (From FY22)
- Adhesive (From H2, FY23)



Zigly is D2C, Digital First Omni Channel platform for Pets (Petcare is high growth Industry growing at 25% CAGR)

# Company Overview - Key Milestones

▶ Established in 1981, Cosmo Films Ltd. is the pioneer of BOPP Films Industry in India;  
▶ It gradually scaled up the operations accompanied by couple of acquisitions



▶ Cosmo Films Ltd, acquired the GBC Commercial Print Finish business of ACCO Brands Corporation of USA in June 2009;  
▶ The acquisition was made through its Netherlands subsidiary, CF Holdings Ltd. BV to become the world's largest producer of thermal lamination films



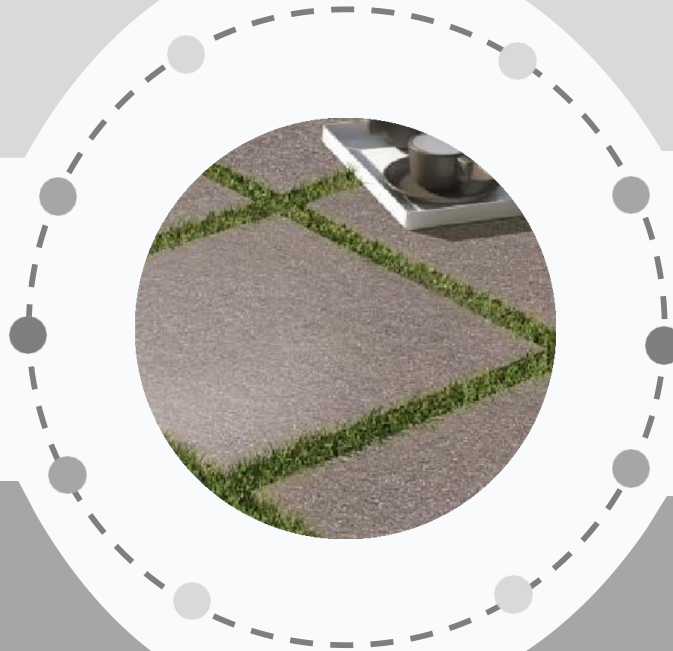
# Company Overview – Why Named “Cosmo First”

**Cosmo First**  
*Ahead Always*

Pioneer of BOPP films  
Industry in India

First to have D2C  
True Omni-Channel  
Presence in India

Sustainability First  
Approach in the  
Industry



Known for launching  
Innovative Speciality Films  
first in India

Business Partners &  
People First  
Approach

Speciality Chemical  
launched India first  
products

# DECEMBER 2022Q RESULTS UPDATE

# December 2022 Quarter - Performance Snapshot **Cosmo First** Ahead Always

INR Crores

Particulars	Unaudited Q3 FY 22-23		Unaudited Q2 FY 22-23		Unaudited Q3 FY 21-22	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	625	730	725	778	739	771
EBITDA	75	86	117	124	132	161
EBITDA %	12%	12%	16%	16%	18%	21%
PBT	40	49	93	97	111	138
PAT	36	46	69	73	79	104
EPS*	106	119	122	141	106	135

\* EPS is calculated on the TTM basis after adjusting for Bonus issue in June'22.

## Management Commentary

❑ Q3, FY23 results were also adversely impacted by:

- one time inventory loss in Raw materials and Finished Goods (both in India and subsidiaries)
- planned maintenance of some of the production lines
- restricted flow of orders for speciality films due to festive and holiday season in Europe and USA
- larger funding of operating deficit in the rapidly growing Petcare vertical

❑ Management is confident about correction of one off items (inventory loss, BOPP volume loss and lower speciality sales) in coming quarters.

❑ The Company's financials remain strong with annualized ROCE and ROE at 20% and 25% respectively and net debt to EBITDA of less than one times.

## Management Commentary Continues

### Film Business:

- ❑ During the quarter, BOPP and BOPET industry faced excess supply caused due to bunching of new production lines and on the other hand demand disruptions in overseas markets. The contribution margin dropped below the sustainable levels and impacted everyone in the industry. The Company mitigated the impact on the back of its strong presence in speciality films segment.
- ❑ BOPP Films margins have been running at close to Rs 15/- per kg during Dec 2022Q vs Rs 42/- per kg during Dec 21Q and Rs 20 per kg during Sept 2022 quarter. This is much lower than average historical margins (in range of Rs 25 per kg).
- ❑ The BOPET line which was commissioned towards the end of last quarter continued to focus on perfecting recipes, processes and quality parameters for various speciality and value-added films in line with the Company's entry strategy in polyester films.
- ❑ The near-term outlook for commodity films is expected to be challenging however the Company will continue to expand on specialty films growth.

## ☐ Speciality Chemicals:

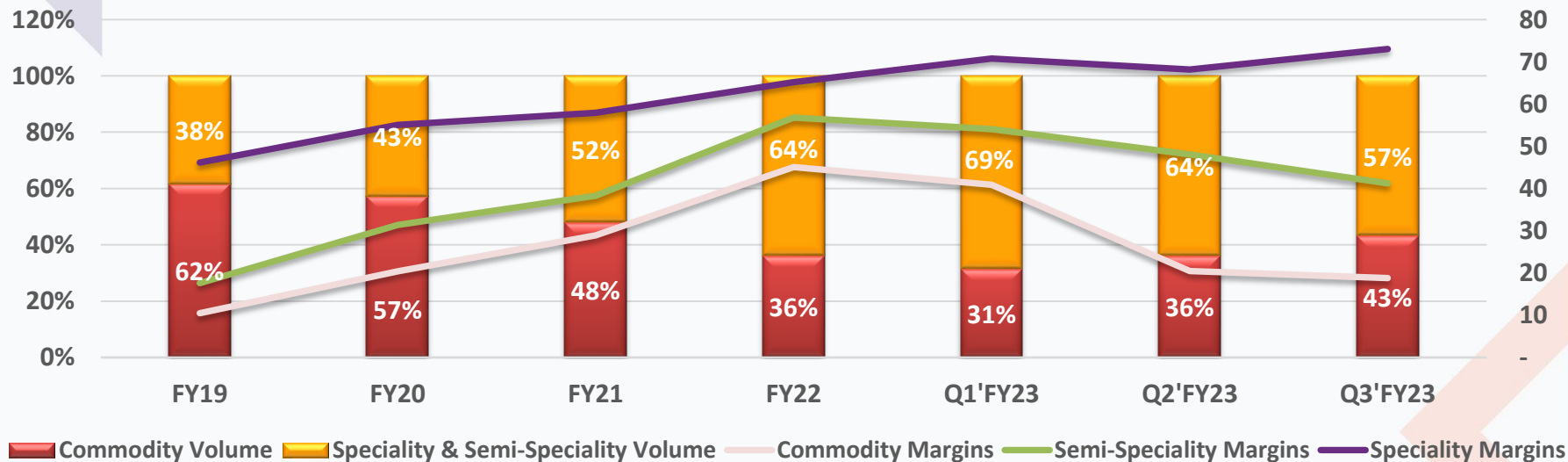
- The speciality chemicals business has witnessed topline growth of over 30% in Q3, FY23 and 100% on YTD basis.
- We expect FY23 to close between Rs 160-170 crores with positive EBITDA. Beside some high-cost inventory, speciality chemical subsidiary should post profit during FY23.
- FY24 will be year of scale-up for speciality chemicals.
- Has achieved about 75%-80% capacity utilization for masterbatch first line. Complimentary Adhesives for packaging segment is planned to be launched in Q4, FY23.

## ☐ PetCare:

- The Company's Petcare vertical is rapidly expanding and clocked monthly GMV run rate of Rs. 1.3 crore with 11 experience centers and increasing online presence through its website and mobile apps. The company is targeting 10 times GMV growth within next 2 years.
- The company has served over 10k+ customers with over 4k being Zigly Pro members and repeat customer rate of 1/3. The brand has crossed 1 lakh followers over social media platforms.
- 3500+ SKUs available on website including some Private Label.

# Speciality & Semi Speciality Growth and Margins

- Expanding Speciality & Semi-Speciality films portfolio (high margin category) (FY22 64% volume; 19% CAGR over last 3 years).
- Target 80%+ volume from Speciality & Semi Speciality segment by 2024.



## Notes:

- Specialty sales during Q3, FY23 was impacted in export market primarily due to temporary supply chain issues and geo-political crisis
- Margins denote per/kg contribution for respective films categories.

# STRATEGIC PERSPECTIVE

# Why Cosmo First ?

- ❑ A Company with diversified businesses with target 20% CAGR topline growth in next 3 years coupled with commensurate return growth
- ❑ Potential high Growth Engines include Speciality Films, Speciality Chemicals and a digital first, D2C Petcare business
- ❑ Speciality Films:
  - ✓ Expanding Speciality portfolio (64% Volume; 18% annual growth in last 3 years). Target 80%+ Volume from Speciality by 2024 end
  - ✓ Targeting High Growth (70% capacity increase in 3 years) – Specialized BOPET Line (Q3, FY23), CPP Line by FY'25, BOPP Line by H1'FY26
  - ✓ R&D & Sustainability focus (30+ highly qualified polymer/chemical scientists; Further expanding)
  - ✓ Four current patents & another fifteen are in pipeline
  - ✓ 20% growth targeted from BOPET line (from H2'FY23)
  - ✓ 20% ROCE and 25% ROE – Dec 2022
  - ✓ Strong financials (net debt/EBITDA at 0.7 times, net debt/equity at 0.3 times)
  - ✓ AA- Credit Rating with stable outlook by CRISIL
- ❑ Speciality Chemicals:
  - ✓ Masterbatch plant (1<sup>st</sup> line with 75% captive consumption & 25% outside sale). Expansion expected in next one year
  - ✓ Speciality Textile Chemicals – scale up in coming years
  - ✓ Complimentary Adhesive business for Packaging, Lamination and Labels – under commissioning
  - ✓ Target 25%+ ROCE business
- ❑ Petcare:
  - ✓ Untapped Industry growing @ 25%+
  - ✓ D2C Digital first Omni-channel presence in Products & Services
  - ✓ Plans to launch about 15 experience centers during FY23 and enhance to 150 experience centers in next a couple of years.
  - ✓ Plan to demerge Petcare vertical into separate company in medium term.



# Key Capex to Fuel Growth

## Films Business:

S.No.	Capex Project	Estimated Capex (INR Crs)	Annual Capacity (MT)	Estimated Commercial Production by
1	BOPP Line (World's Largest Line)	350	67,000	H1'FY 2026
2	CPP Films Line (World's Largest Line)	140	25,000	H1'FY 2025
3	Value add assets for Specialized BOPET line	100		Beginning of FY2024
Total		590		

## Other Businesses:

- Specialized Chemicals (scaling up planned during FY23 for capex done in FY22) – Estimated INR 60 Cr Capex in next 3 years.
- D2C Pet Care businesses (15 nos. of experience centers during FY23 and enhance online business)

# What Investors may Expect ?

- ❑ Flexible Packaging Business: Transformation into primarily Speciality films company with late teens ROCE
- ❑ Speciality Chemicals: 10% -15% revenue with 25%+ ROCE in about 5 years.
- ❑ Petcare: Build and demerge the business vertical in medium term to drive shareholders valuation
- ❑ Going forward B2B segment (speciality films, packaging films, specialized BOPET line, speciality chemicals) and B2C segments (D2C Pet Care and selective Speciality chemicals) will drive growth.
- ❑ ESG & Corporate Governance – ESG Initiatives & highest standard for corporate governance in place. CareEdge Research initiated ESG assessment for Cosmo First at Grade 3 “Good Rating”.

# BUSINESS OVERVIEW

## “FILMS BUSINESS”

# Films Business-India Industry Dynamics & Capex Strategy

Cosmo First  
Ahead Always



- Global BOPP demand is estimated to be approx 9 million(+) MT per annum
- The global demand and supply are broadly balanced



- Currently India BOPP production capability is estimated at approx. 850k MT per annum.
- India domestic BOPP consumption is approx. 650k MT per annum and remaining is broadly exported.
- Indian BOPP Industry has been growing at almost double of the India's GDP growth rate over long term



- Strong domestic and global demand is helping efficient capacity utilisation.

## India BOPP Demand & Supply Dynamics:

- Considering low packaged food penetration in India and rising personal disposable income, the Industry is estimated to grow fast.
- Investment in organized retail industry and change in pack format from rigid to flexible is going to further add to increasing demand.
- Based on capacity addition announced in India, new capacity expected in the Industry may not be able to address growing India demand.



- Company's future capex strategy is aligned with target to increase speciality to 80% by 2024 and launch of specialized BOPET Line during H2FY23.
- Further expanding BOPP and CPP capacity by putting World's largest lines.

Data Source: AMI/PCI/Other Independent Research and Industry Sources

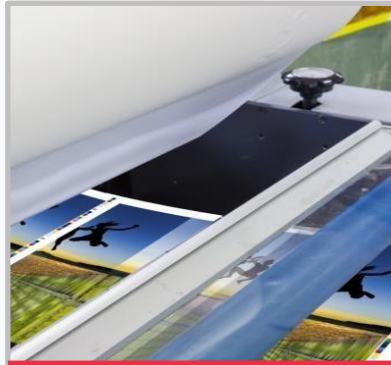
# Films Business - Speciality Films Product Portfolio

**Cosmo First**  
*Ahead Always*



**PACKAGING FILMS**

- **Print & Pouching Films**
- **Tape & Textile Films**
- **Barrier Films**
- **Overwrap Films**
- **Heat resistant Film**



**LAMINATION FILMS**

- **Thermal Lamination & Wet Lamination**
- **Special Application Lamination Films**
- **Premium Lamination Films**



**LABEL FILMS**

- **Pressure Sensitive Label stock films**
- **Direct Thermal Printable films**
- **In-mould films**
- **Wrap Around label films**



**INDUSTRIAL FILMS**

- **Synthetic paper**
- **Cable Overwrap**
- **Other Specialized Film**

Films highlighted above in **red color** are Specialty Films, while with **blue color** include both specialty & non-specialty

Disclosure: All these are trademarks of respective Owners

# Speciality Films

- ❑ Grow Speciality portfolio by volume from 64% in FY22 to 80%+ by 2024
- ❑ Each 1% shift in Speciality adds EBITDA between Rs 4 to 5 crores
- ❑ Complimentary growth in Specialized BOPET Line (Shrink labels, Heat reduction films and other high end Speciality) – target 20%+ ROCE in medium to long term
- ❑ Investing resources on R&D & Sustainability:
  - ✓ Increased R&D headcount to 30+ highly qualified members. Further enhancing R&D capability
  - ✓ Developed centralized R&D center at Aurangabad
  - ✓ Driving & investing in several sustainability projects

# Speciality Films Focus

## Key Speciality Products:

- ✓ Globally among top four players in BOPP Speciality films
- ✓ Speciality Label Films – Second largest player in the World
- ✓ Thermal Lamination Films – World's largest supplier
- ✓ Industrial Application Films – World's largest supplier

## Newer growth areas for Speciality:

- ✓ Synthetic Paper – Durable alternate to paper. Global market 100k MT (India 6k MT) - immense potential to grow.
- ✓ Sustainable solutions

## Future Pipeline:

- ✓ Direct Thermal Printable Film (first BOPP film producer to launch)
- ✓ Sustainable PVC free solutions for graphic applications
- ✓ Heat reduction films
- ✓ Shrink Label film

## Heat Control Film:

- ✓ Global Market size US\$ 10 billion and expected to grow at 5% CAGR
- ✓ Increasing demand for films in the building and construction industry is expected to grow of the market.

# Speciality Films: Specialized BOPET Line (H2, FY23) *Ahead Always*

- ❑ Worlds' largest line for Shrink Labels and Heat Control Films
- ❑ Shrink Labels – global market @ 130k MT
- ❑ Opportunity in India to convert non-recyclable PVC film market (30k MT)
- ❑ Project estimated cost INR 450 crores (with value added assets) with about 4 years estimated payback



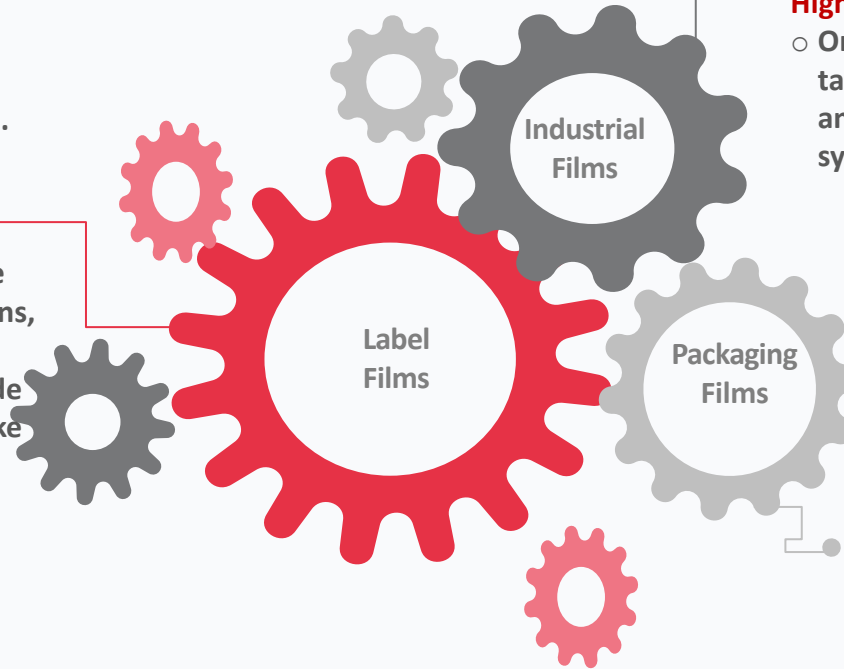
# Speciality Films: Some Products launched during recent quarters

## Direct Thermal Printable Film

- A film specially designed for niche applications like information labelling (airport baggage tags etc.), inventory tracking, frozen food labeling and parking ticket applications.

## High Scratch Resistant Metalized Film

- Specially designed for pressure sensitive label stock applications, the film delivers spectacular print performance across a wide variety of printing processes like flexography, silkscreen, foiling etc.



## 100% Opaque Synthetic Paper

- A non tearable, co-extruded, white opaque and both sides matte coated film for dangler application.

## High Tear Resistant Synthetic Paper (CSP)

- Originally designed for high tear resistant tag applications. Also offers moisture, oil and chemical resistance just like standard synthetic paper.

## Enhanced Barrier Metalized BOPP Film

- Suited for packaging of biscuits, snacks, bakery products, chocolates and personal care products like shampoo sachets etc.

## White Cast Polypropylene (CPP) Film

- To address the issue of slippage of layers over each other as having high Coefficient of Friction (COF).

# Films Business - Manufacturing Footprints

## Waluj, Aurangabad, India

BOPP- 5 lines  
Thermal- 2 lines  
Coating -3 lines  
Metalizing- 1 line  
CPP- 1 line  
BOPET- 1 line

## Shendra, Aurangabad, India

BOPP- 1 line  
Thermal- 4 lines  
Coating- 2 lines  
Metalizing- 1 line

## Karjan, Vadodara, India

BOPP- 3 lines  
Coating - 1 line  
Metalizing - 2 lines  
CPP - 1 line  
CSP - 1 line

## Asan, Korea

Thermal- 1 line

## TOTAL INSTALLED CAPACITY

BOPP – 1,96,000 TPA ( 9 lines)

Thermal – 40,000 TPA ( 8 lines)

BOPET – 30,000 TPA ( 1 line)

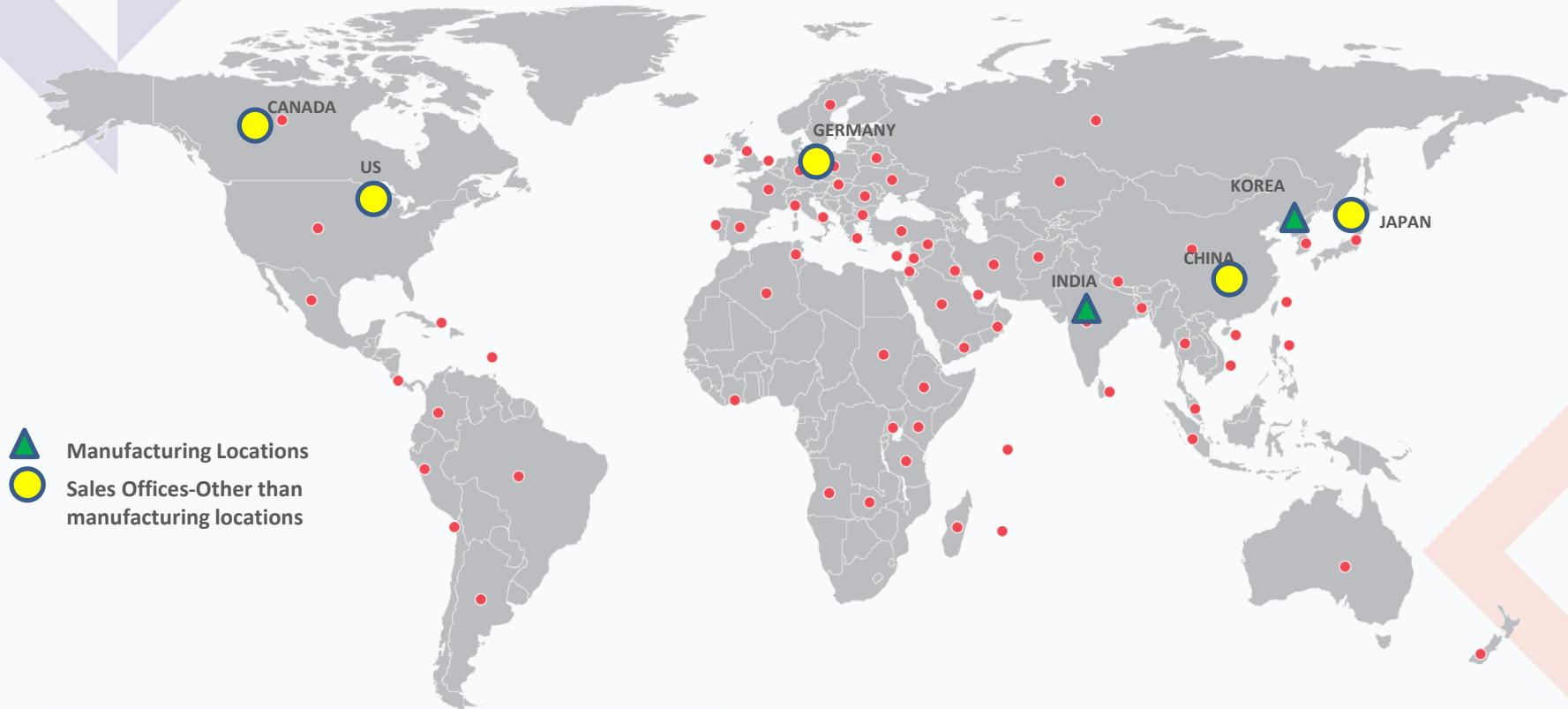
Coating – 20,000 TPA (6 lines)

Metalizing – 22,000 TPA (4 lines)

CPP – 10,000 TPA (2 lines)

CSP – 7,000 TPA ( 1 line)

# Films Business - Customer Base



# Films Business – Customers/Brands we Serve





## Infrastructure

- ❑ R&D labs with most sophisticated equipment and instruments, one in India & another one in USA.
- ❑ R&D resources increased to 30+ nos during last 2 years.
- ❑ The R&D team has PHD's & Post Docs from renowned universities in the USA and Europe
- ❑ Investment of about 8M\$ in R&D in last few years
- ❑ Screen, UV Flexo, Direct Thermal and Thermal Transfer printers

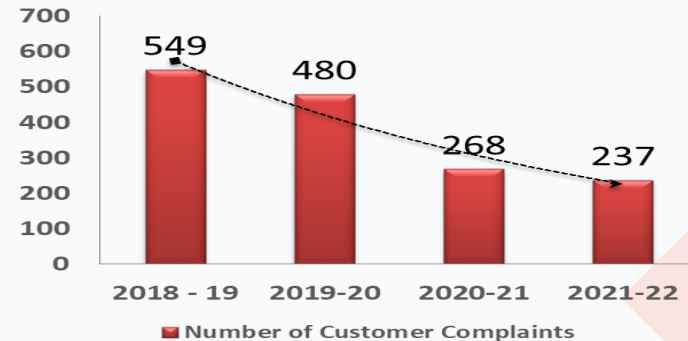


## Achievements

- ❑ Recognition and certification by Department of Scientific & Industrial Research, Government of India.
- ❑ Six current patents another seven in pipeline.
- ❑ Multiple product development Awards such as Worldstar, Asia Star, IFCA and PFFCA awards.
- ❑ Global experience in Packaging, Polymer Engineering, Biopolymers and Nanomaterials.

# Initiatives to improve Quality Culture

- Implemented Six Sigma System to improve quality culture.
- 15 people trained as six sigma green belts last year, completed 10 projects covering quality, cost reduction and process improvements.
- Second batch of six sigma underway, new projects initiated.
- Implementation of 5S at shop floor is underway to make Cosmo shop floors world class.
- Taken initiatives like double door system on each door, automating door closures etc.
- Green rating awarded by EcoVadis Sustainability Ratings
- Initiated lean manufacturing from our Karjan unit which shall be horizontally deployed at all three locations.
- Started shop floor technical training for sales & marketing team
- Got A grade rating from two of major customers during plant quality audit.
- Initiated sharing product success stories for publishing on social media.
- Developed online COA (Certificate of analysis) generation application in SAP for all three units (system generated COAs to customers).
- Customer Complaints trend (last 4 years):



Cameras are installed on BOPP, Coating and Extrusion Coating Lines to detect inline defects and then rectify them

# BUSINESS OVERVIEW

## “SPECIALITY CHEMICALS BUSINESS”

## Specialty Chemicals

**Masterbatches**  
(Capacity- 10K MT)

**Adhesives**  
(Capacity- 2.5K MT)

**Textile  
Chemicals &  
Coatings**  
(Capacity- 5K MT)



# Speciality Chemicals - Masterbatch

- ❑ India Industry size 500k mt
- ❑ Industry growing by 11% pa
- ❑ Masterbatch is a concentrated mixture of pigments and additives used for imparting specific desired properties and coloring in plastic.
- ❑ Plans to produce all masterbatches (captive use) and niche Speciality focused for outside sale
- ❑ Some recently developed masterbatches include white masterbatch, anti-stat (with 30% concentration), master batch for blown films etc.
- ❑ Target to reach 7%-8% of Company's consolidated revenue in 3-5 years from masterbatches with 25% ROCE

# Speciality Chemicals – Textile Chemicals

- ❑ India Industry size USD 1.4 billion
- ❑ Industry growing by 12% pa
- ❑ Commercialized 56 products and has started supplies to 40+ customers
- ❑ Plans to cater to niche Speciality focused
  - ✓ either to address current problem area for the Industry or
  - ✓ significantly better product compared to currently available
- ❑ Many textile chemicals products have already received prestigious GOTS approval

# Speciality Chemicals – Adhesives

- ❑ Adhesive is planned to kick start from H2'FY23:
- ✓ Global Industry USD 52 billion (5% growth rate)
- ✓ India Industry USD 3.5 billion (8%-10% growth rate)
- ✓ Cosmo plans to launch products in niche areas
- ❑ Target 7%-8% of Company's consolidated revenue in 3-5 years with 25% ROCE



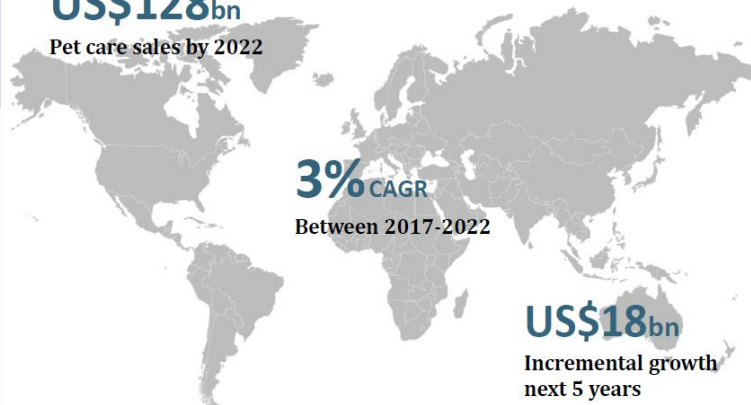
# BUSINESS OVERVIEW – D2C PETCARE UNDER BRAND “ZIGLY”

# Petcare Vertical – The Industry

Global pet care

**US\$128bn**

Pet care sales by 2022



**3% CAGR**

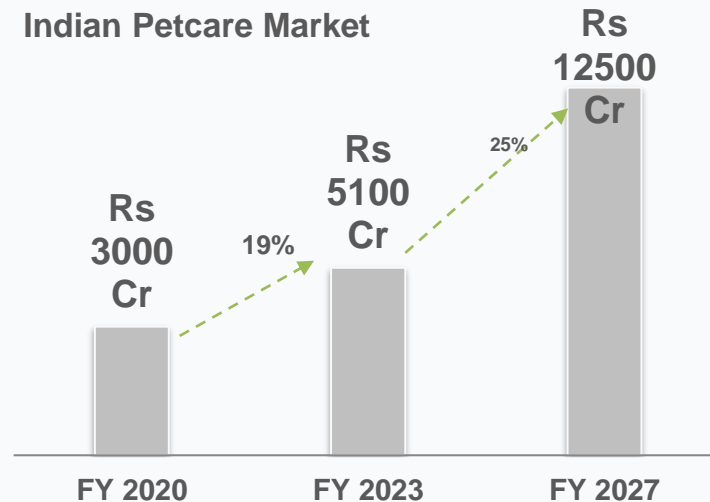
Between 2017-2022

**US\$18bn**

Incremental growth  
next 5 years

- Petcare is one of the fastest growing category world wide.
- Pet penetration in developed markets like US & UK is more then 68% and growing.

Indian Petcare Market



The Pet care market in India is booming

- ~25% Projected Annual Growth
- ~32MM pets
- ~1MM annual adoptions

# Petcare Vertical – Business Plan

- India Petcare industry INR 5k crores (25% expected growth rate)
- Smaller families, rising income levels and limited social lives (especially post Covid-19)
- No large scale organized players in India offering end to end comprehensive solution
- Average spending on pets increasing significantly
- To tap the opportunity, planned D2C Omni channel business model to address pets need at every stage of life
- Launched Zigly in Sept 2021 with simultaneous launch of website, mobile van and its flagship store in Delhi
- 15 nos experience centers by FY23 (9 already started) and enhance online presence. Target 150 experience centers in next a couple of years
- Key differentiator is services focus having high gross margin
- Target to be profitable within next 3 years
- Plan to demerge Petcare vertical from Cosmo First into separate company in medium term

# Zigly – Key Traction



**12 crore**

Target GMV (FY 23)



**1.3 cr**

Current Monthly  
GMV



**10K +**

Customers served with 4k+  
Zigly Pro members



**3500+**

SKUs available



**App**

First Petcare app



**39%**

Repeat customers



**22K +**

Customers database



**1 lac +**

Social Media  
followers

# Zigly - Business Model

## Retail outlets



One Stop solution retail outlets offering

Products  
Veterinary  
Grooming  
Medicines

Under one roof

## Own E-commerce website and App



3500+ SKUs  
available on website

Including Private  
label

## Service Marketplace



Acting as an  
aggregator for panel  
of groomers and  
trainers on  
commission basis  
through own website

## Other Marketplace



Private label  
available on Amazon

## Grooming Van

Grooming Van in  
Delhi NCR

## Pets familia community



Social community with 1 lac + followers



# Financial Overview

# Recent Financials

INR Crores

Particulars	Audited FY 19-20		Audited FY 20-21		Audited FY 21-22	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	2,032	2,204	2,083	2,285	2,824	3,038
<b>EBIDTA</b>	<b>262</b>	<b>280</b>	<b>398</b>	<b>430</b>	<b>526</b>	<b>620</b>
<b>EBIDTA %</b>	<b>13%</b>	<b>13%</b>	<b>19%</b>	<b>19%</b>	<b>19%</b>	<b>20%</b>
PBT	163	163	305	329	430	517
<b>PAT</b>	<b>114</b>	<b>113</b>	<b>216</b>	<b>237</b>	<b>313</b>	<b>397</b>
EPS *	40	40	78	85	117	148
Book Value *	264	262	301	308	405	443

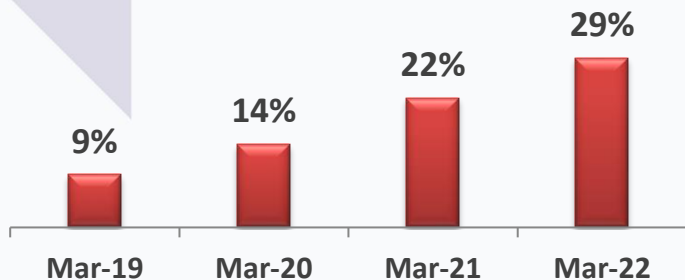
\* Adjusted for Bonus shares.

## Key Highlights – FY22 Results

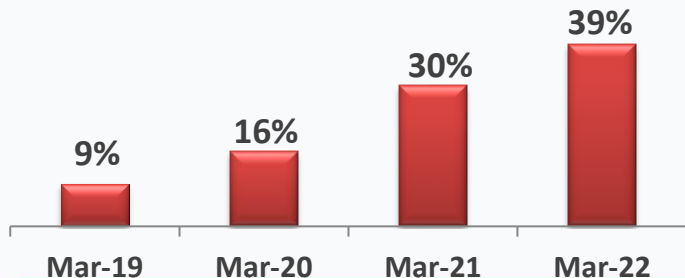
- FY22 PAT has been increase by 68% on back of higher speciality sales, better operating margins, and uptick performance by subsidiaries.
- CRISIL upgraded Company's long term credit rating to AA- and short term credit rating to A1+ with a stable outlook.
- Other key financial parameters like ROCE (29%), ROE (39%) and net debt to EBITDA (0.5 times) are one of the best in the industry.

# Key Financial Snapshot

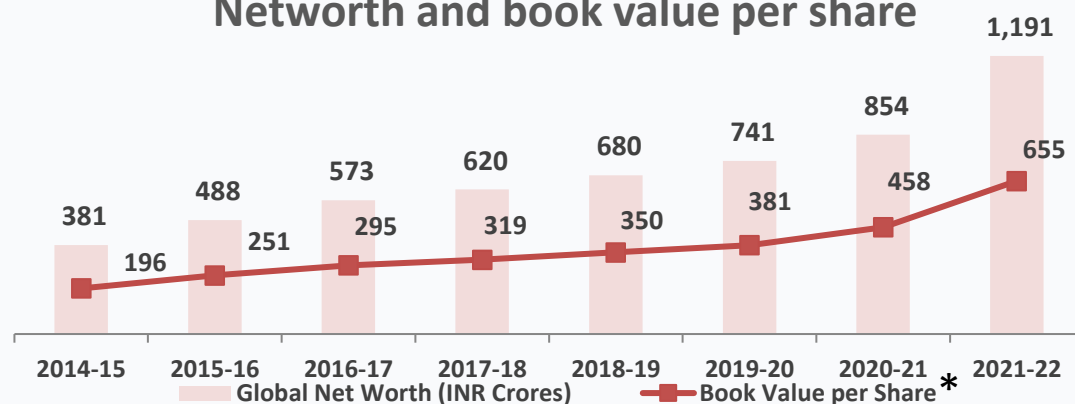
## ROCE %



## ROE %

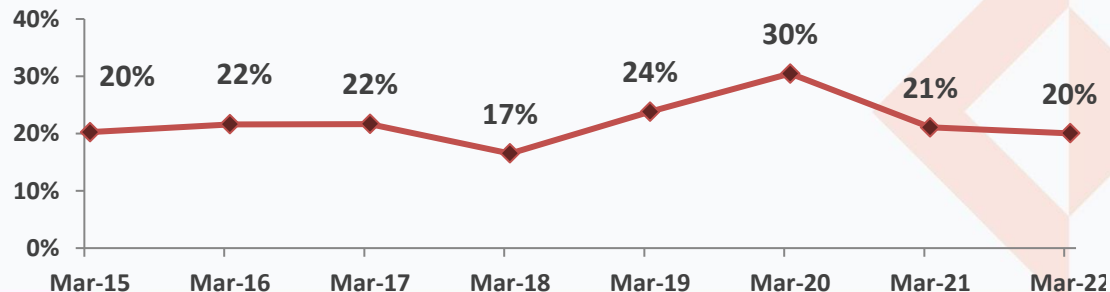


## Networth and book value per share



\* Without considering the impact of Bonus issue declared in March-2022.

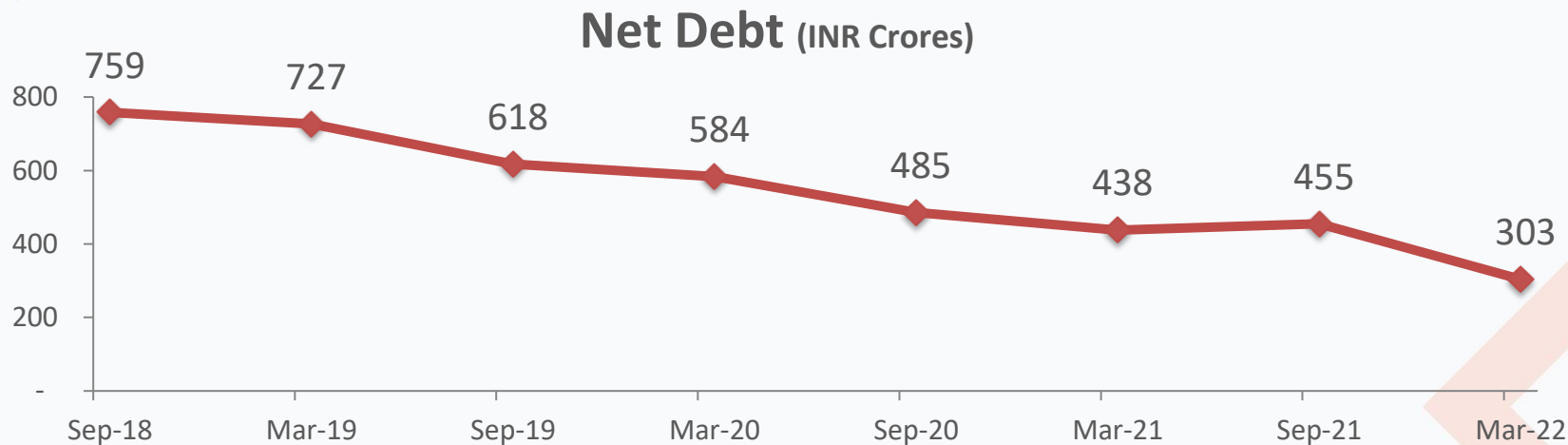
## Dividend (% to PAT)



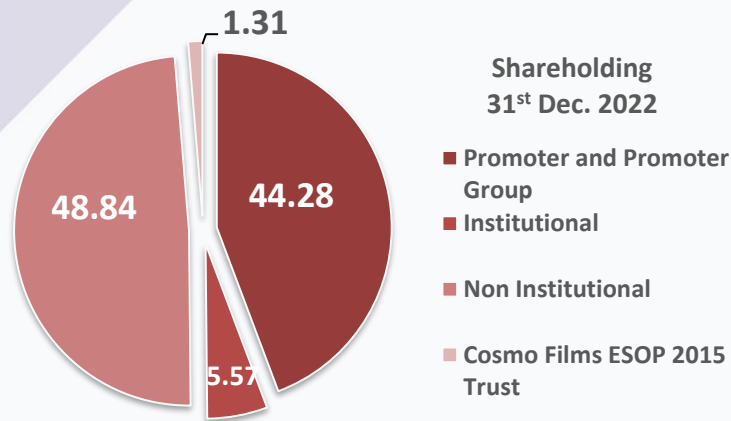
# Leverage Profile

Net Debt is coming down even with Capex

Net debt/EBITDA 0.5 times and net debt to equity at 0.3 times (March 2022)



# Shareholding Pattern - Dec 2022



## Historical Shareholding Pattern

(in %)	Dec-22	Sept-22	Jun-22	Mar-22
Promoter	44.28	44.24	44.09	44.09
Institutional	05.57	06.78	06.90	07.18
Non Institutional	48.84	47.68	47.88	47.69
Shares held by Employee Trust	01.31	01.30	01.12	01.04

## Top Non-Promoter Shareholding – 31<sup>st</sup> Dec 2022

1	Acadian Emerging Markets Small Capp Equity Fund LLC	0.86%
2	Aequitas Equity Scheme I	0.71%
3	Vikas Mehra	0.56%
4	Shivani Tejas Trivedi	0.56%
5	Aequitas Investment Consultancy Private Limited	0.55%
6	Pankaj Poddar	0.48%
7	Emerging Markets Core Equity Portfolio (The Portfolio) of DFA Investment Dimensaions Group INC. (DFAIDG)	0.46%
8	Anishya Obhrai Madan	0.33%
9	Tapasya Obhrai Nair	0.32%
10	Jhalar Vincom Private Limited	0.31%

# ESG and Sustainability Initiatives

## CareEdge “GOOD” ESG Rating

# Sustainable Manufacturing Practices

Recycling of manufacturing waste for further film Production (about 95%)

5% reduction in carbon emission scope 1  
2% reduction in carbon emission scope 2

INR 10 cr initial investment to reduce environment impact

All plants use some amount of solar power as a source of energy



35% of water treated at Cosmo  
Rain water harvesting

Constant monitoring of parameters like noise, illumination, ventilation, air quality etc.

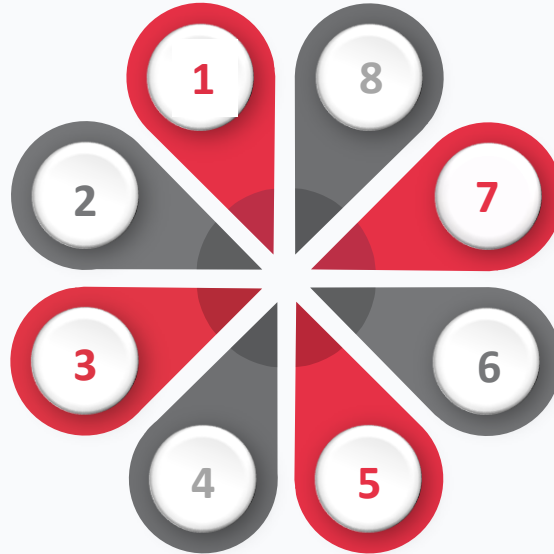
# Sustainable Product Practices

**Offer mono-material poly-olefin films for ease of recycling.**

Designed heat resistant BOPP films replacing BOPET; giving last push to creation of mono-material structures.

**Company has been partnering with some of the best global brands to offer structure rationalization.**

Both BOPP and CPP films offer better yield, hence enabling reduced consumption of plastics.



UV stabilized Synthetic Paper can be used to replace PVC in outdoor promotional applications for duration requirements up to one year.

**Use of Water Based Coatings.**

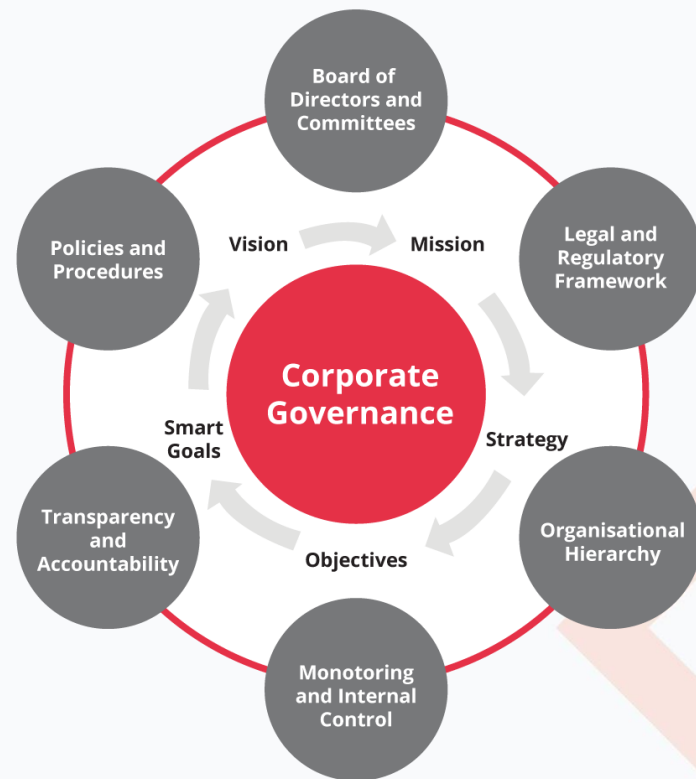
Offer Oxo-Biodegradable Films.

**Offer a suitable substitute for aluminum foil in form of its Ultra-High Barrier Films.**



## Well established practices in place

- I. Well qualified Board of Directors from diversified fields with majority of directors being independent
- II. 66% independent directors
- III. Independent Audit Committee with Board of Directors
- IV. Established risk management practices
- V. Separate Independent directors meetings
- VI. Experienced and independent internal audit function
- VII. Board performance evaluation
- VIII. Statutory Auditors: M/s SN Dhawan (Mazars, International)
- IX. Active Whistle Blower Policy
- X. Professional Management



# Board of Directors



**Mr. Ashok Jaipuria**

**Chairman & Managing Director**

A first generation entrepreneur with over forty years of experience in the corporate world



**Mr. A K Jain**

**Director of Corporate Affairs**

Over 4 decades of experience in Finance, Accounts and General Management functions.



**Mr. H K Agrawal**

**Independent Director**

Over 4 decades of experience in the fields of Strategic Management, Organization Structure, Finance and Training.



**Mrs. Alpana Parida**

**Independent Director**

More than two decades of experience in retail and marketing communications in the US and in India.



**Mr. Pratip Chaudhuri**

**Non-Executive & Non Independent Director**

Extensive experience in the fields of Corporate Finance, Treasury, Asset Management and International Banking.



**Mr. H N Sinor**

**Independent Director**

Over 4 decades experience in public as well as private sector banks like UBI, Central Bank of India and ICICI Bank.



**Mr. Anil Wadhwa**

**Independent Director**

Ex- Member of the IFS, he has served as Indian Ambassador to Several country.



**Mr. Rakesh Nangia**

**Independent Director**

4 decades of experience in advising Fortune 500 multinationals and Indian Business houses on a wide range of matters.



**Mr. Arjun Singh**

**Independent Director**

25 years of experience in running and growing businesses.

# Leadership Team



**Mr. Pankaj Poddar**  
Group Chief Executive Officer

Over 27 years of experience in finance, advisory and various leadership roles.



**Mr. Neeraj Jain**  
Group Chief Financial Officer

Over 22 years of experience in finance, strategy and risk management with large manufacturing and service industries in leadership roles.



**Mr. Kulbhushan Malik**  
Business Head- Cosmo Films

Over 24 years of experience in the areas of Business & Strategy Management, Sales and Financial management.



**Mr. Sanjay Chincholikar**  
Business Head- Technical Films & Rigid Packaging

Over 30 years of experience in the fields of manufacturing, engineering, projects and quality control.



**Mr. Ambarish Sikarwar**  
Business Head- Cosmo Films B2C Pets Business

19 years of experience in consumer categories.



**Dr. Anil Vilas Gaikwad**  
Business Head- Cosmo Speciality Chemicals

15 years of experience in wide range of polymer synthesis techniques, inorganic and high temperature ceramic coatings.

## Some of the Flagship Programs (Education to 20,000+ Students)



### Computer Literacy Program

Covers 4,000 students from class I to XII every year



### Basic English Learning Program

Implementation in 8 primary schools with 1,500 students



### Cosmo Gyan Vihar Kendra

Identifies, enrolls and grades 2,500+ students from Class I to VII every year to strengthen their reading & writing skills

- National Award for Excellence in CSR & Sustainability -2015 in the category "Education Improvement"
- Asia Pacific Enterprise Leadership Award -2013 in the category Commitment to Philanthropy
- Africa CSR Leadership Award-2012 in the category improvement of Education
- "Transforming young lives through technology": An evaluation of the impact of the Computer Literacy Program in rural areas of Vadodra district - A paper Presented in Global Evaluation Conclave, New Delhi in 2010

# Awards and Accolades

## FY 2022-23

- Featured as one of the Top 10 Companies from India in Forbes Asia Best under A Billion 2022 list
- Ranked as one of India's Fastest Growing Companies by BW Business World Magazine
- Cosmo First grabbed "Most enterprising Business Award" by prestigious Entrepreneur Magazine
- Zigly bagged the "Top 100 D2C Brands" of the year by the Retailer Magazine.
- Cosmo Speciality Chemicals won the Award for "20 Most Promising Chemical Companies in India 2022" by Innovative Zone Magazine

## FY 2021-22

- Bagged CII National Level Scale award for Supply Chain and Logistics Excellence
- IFCA Star Award under the innovations category for the Heat Resistant BOPP Film & CPP Specialized Film
- SIES SOP Star Awards for its one side printable and other side barrier coated facestock Film, Liner less Label Films and Both side Top Coated Films

## FY 2020-21

- Bagged CII National 5S Excellence Awards 2020
- Best exporter awards in Aurangabad region under Nagpur Custom Commissionerate
- WordStar Packaging Award 2021 in the Beverages category for Serializable Conduction Sealing Film
- WorldStar Global Packaging Award 2021 in Packaging Materials & Components category for CPP High Barrier Films`

## FY 2019-20

- Ranked as 10<sup>th</sup> in the list of Fortune's Next 500 midsize companies
- Brand Excellence Awards for Effective Use of Marketing Communication & for Engineering, Research and Development Sector



# Thank You

For more information, please contact:

**Cosmo First Ltd.**

**Mr. Neeraj Jain**

Group Chief Financial Officer

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