



COSMO FERRITES LIMITED

(Govt. of India Recognised Export House)

CIN : L27106HP1985PLC006378

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CFR/SE/2023-24/OCT/06

October 27, 2023

The Manager (Listing)
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400 001

Scrip Code: 523100

Security ID: COSMOFE

Sub: Investor Presentation

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation of the Company for the quarter ended September 30, 2023. The investor presentation is also being hosted on the website of the Company.

This is for your information and records.

Thanking You,

Yours faithfully

For **Cosmo Ferrites Limited**

Rahul Das

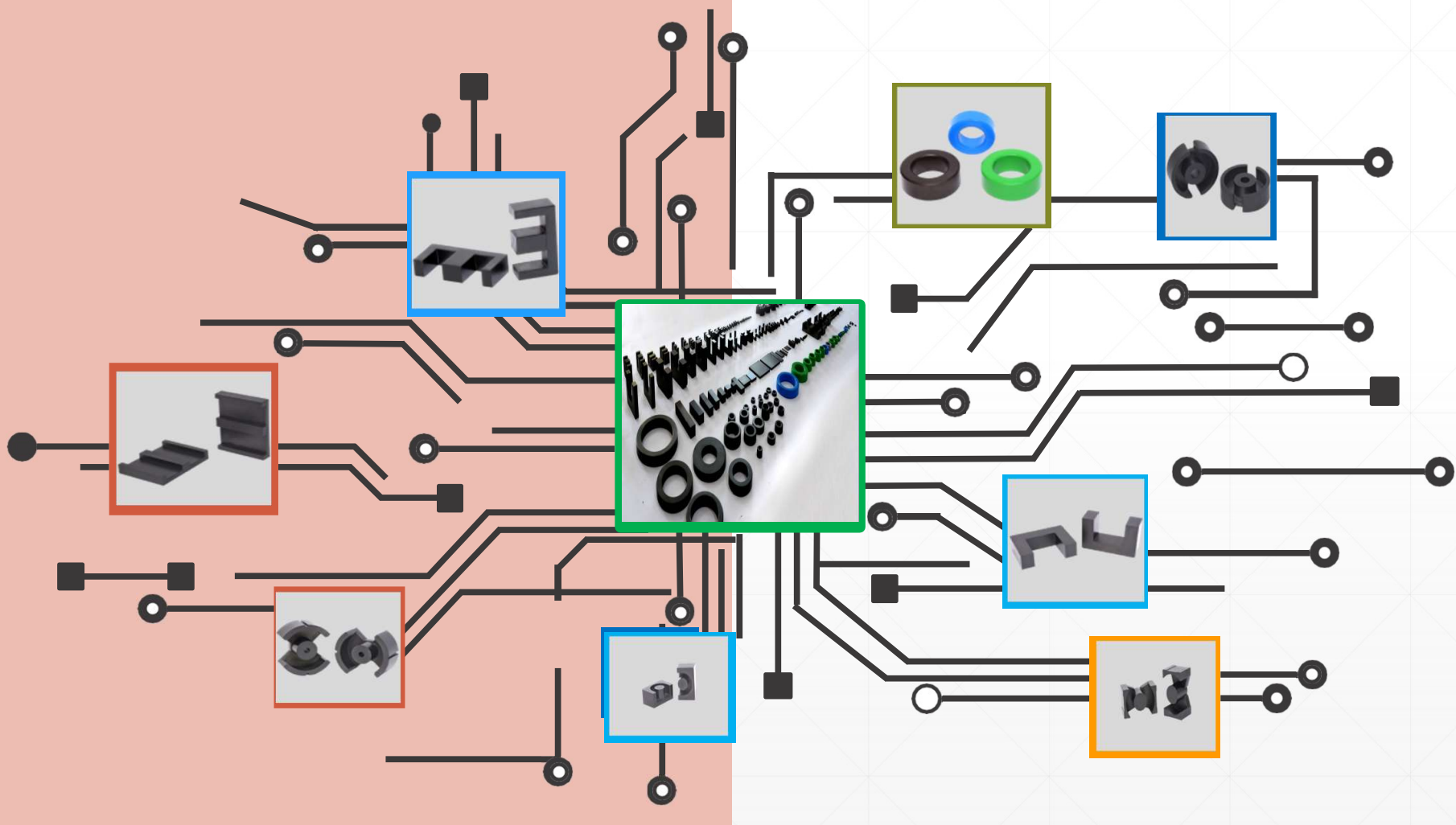
Company Secretary & Compliance Officer

Encl: as above



Cosmo Ferrites Limited

Investor Presentation – October 2023



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Discussion Summary

- Cosmo Ferrites Limited – An Overview
- September 2023 Quarter & Half Year Performance Snapshot
- Strategic Perspective
- Financial Snapshot
- ESG Focus



COSMO FERRITES - AN OVERVIEW

Company Overview



ESTABLISHMENT

Established in 1986, Cosmo Ferrites Limited is one of the largest manufacturer of Mn-Zn based Soft Ferrite cores used in Power Electronics Industry



PROMOTER

Promoted by Mr. Ashok Jaipuria, 1st Generation Entrepreneur, who introduced the country to Soft Ferrite Cores.



PRODUCT RANGE

- MnZn Ferrite Components (EE, EC, ETD, EER, EI, EFC, UU, TOROIDS, EP, RM, PQ, Pot, Planar, PTS, I Bar, EFF, EVD and EED)
- Pre-Calcined Ferrite Powder



CAPACITY

- Ferrites Powder 3,600 Tons
- Ferrites Component 3,900 Tons



DEMOGRAPHIC DISTRIBUTION

- Export 46%
- Domestic (India) 54%



EXPORT MARKET

Europe, USA, UK, New Zealand, Israel, Turkey, Thailand, Malaysia, China, Sri Lanka etc.



CERTIFICATIONS

ISO 9001:2015
ISO 14001:2015
ISO/TS:16949
ROHS Certified
REACH Compliant
UL Approved Insulation Coating

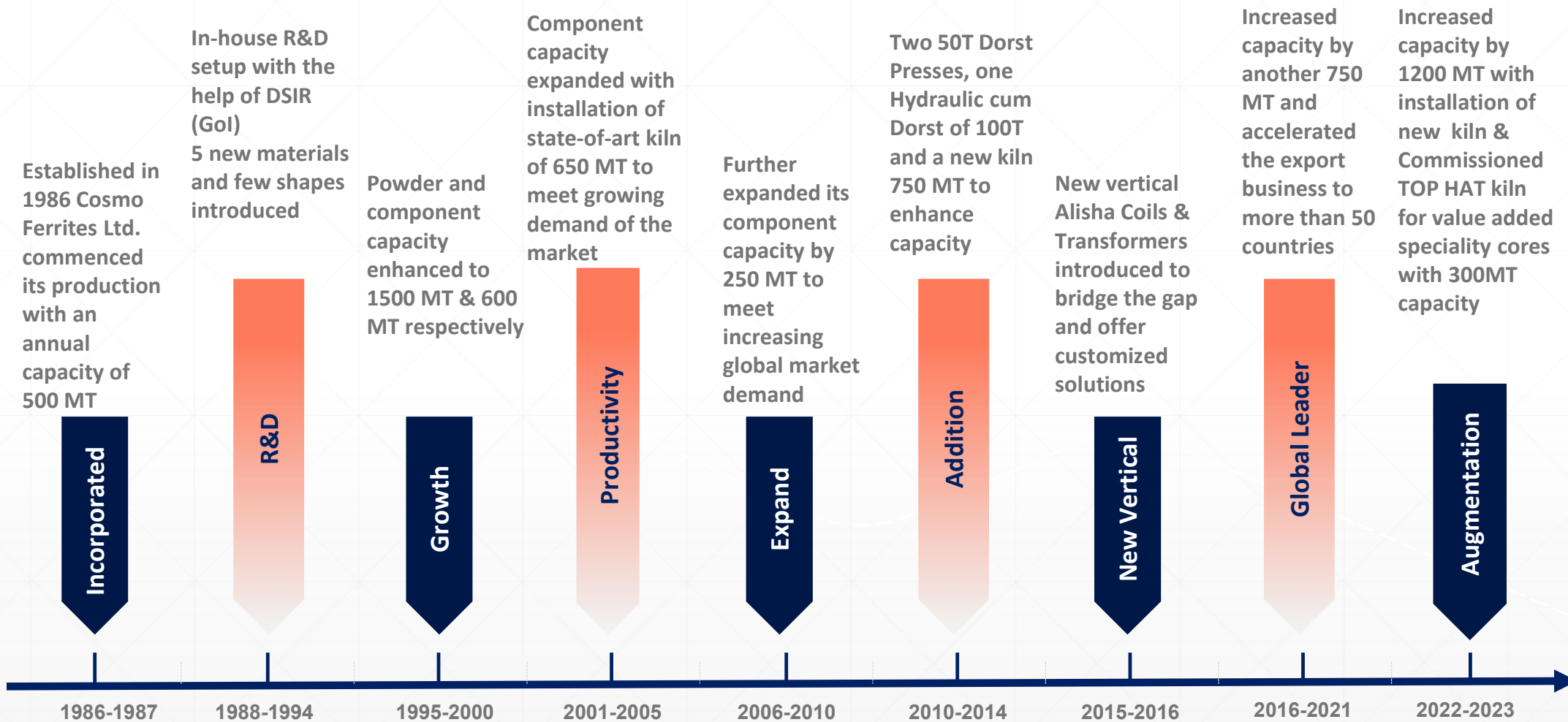


MANUFACTURING FACILITY

Located in the Foothills of Himalayas at Jabli, Solan Dist., Himachal Pradesh, India



Company Overview – Key Milestones



Company Overview – Vision & Mission

Vision

“Striving to become the market, product and quality leader of soft ferrite cores in the power electronics industry.”

Mission

“We shall endeavour to be an organization which delivers outstanding customer service, respects all individuals working with it and always encourages initiative & innovation.”

Business Overview – Manufacturing Infrastructure



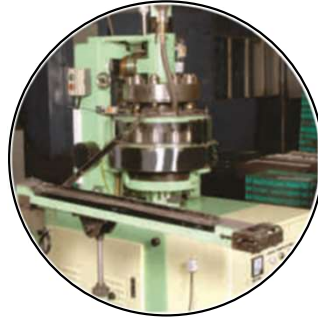
Powder Making Plant

In-house Powder
Manufacturing Facility

Installed capacity

Powder Production – 3600
Tons

Ferrite Production – 3900
Tons



Press

Rotary Press

Hydraulic Press

Mechanical Press (Dorst
Make)



Kiln

REIDHAMMER (Germany) - 4



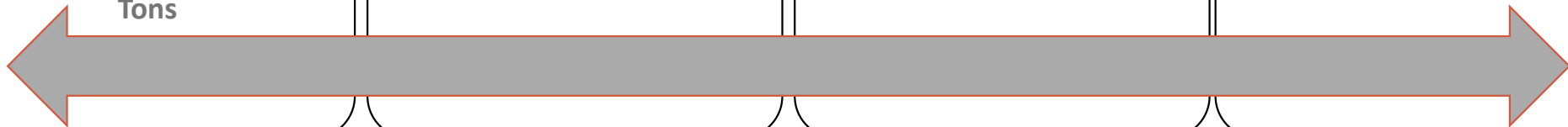
Grinder

Linear Abrasive

Famtec Aplanab

4 Station Automatic Grinding
Line

Diskus Werke



Market Segments We Cater:

Automotive
Antenna, Sensors



Solar
Inverter, Current Sensor



Industrial Electronics
Medical , Power Supplies



Electric Vehicle Battery Charger,
OBD, Wireless Charging



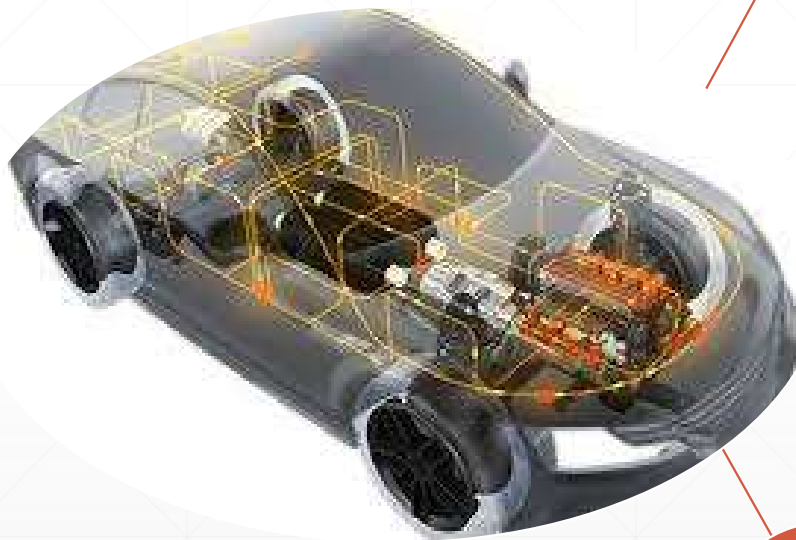
EMI Filters
Line Filter, Choke



Lighting
Inductor, Transformer



Market Segment: Automotive Applications



Lighting

- LED Lighting
- LED Headlights

Common for EVS and HEVS

- DC/DC Battery
- Boost Charger
- Inverter

Plug-in & Electric

- Battery Charger
- Wireless Charger

Access Control

- Passive Entry
- Passive Start

Product Categories- Ferrites



EE Cores

- Sizes Available from 10 mm to 128 mm
- Application – Power Transformer and Inductors



Pot Cores

- Sizes Available from 14 mm to 36 mm
- Application – Power Transformers, Power Inductors, Converters, Inverters, SMPS and Filter Inductors



Toroid (With and Without Coating)

- Sizes Available from 06 mm to 202 mm
- Application - Wide Band and Pulse Transformers and Common Mode Chokes



RM Cores

- Sizes Available from 05 mm to 14 mm
- Application – Power and Wide Band Transformer; High Q Inductors and Tuned Transformers



UU Cores

- Sizes Available from 10 mm to 141 mm
- Application – Power Transformer and Inductors



EER/ETD Cores

- Sizes Available from 29 mm to 59 mm
- Application – Power Transformer and Inductors

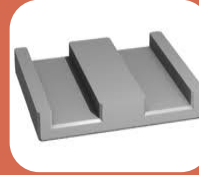
Product Categories- Ferrites

continued ...



PQ Cores

- Sizes Available from 20 mm to 71 mm
- Application – Power Transformer and Inductors



Planar Cores

- Sizes Available from 18 mm to 153 mm
- Application – Differential Inductors and DC/DC, AC/DC converters



EC Cores

- Sizes Available from 35 mm to 90 mm
- Application – Power Transformer and Inductors



I Bars, Plates

- Sizes Available from 20 mm to 186 mm
- Application – Antennas, High Frequency Welding, EV Charging.



PM Cores

- Sizes Available from 50 mm to 87 mm
- Application – Power Conversion Transformer



EFF Cores

- Sizes Available from 15 mm to 30 mm
- Application – Excellent space utilization for transformers and inductors

Compliance with Global Standards



IATF 16949



ISO 9001:2015 (ACT)



ISO 9001:2015 (CFR)



ISO 14001:2015



UL94 V-0 Approved Coating

Business Overview – Customer Network



Business Overview – Global Clientele

1

63% - Asia

India | China | Sri Lanka
Thailand | Turkey | Taiwan
Malaysia | Vietnam | Japan

2

34% - Europe

Germany | Italy | Poland
Czech Republic | Spain
United Kingdom | France
Russia | Ukraine | Denmark

3

4% - North America

United States of America

4

1% - South America

Brazil | Argentina



Business Overview – Our Customers



Dixon Technologies (India) Limited



* Above include direct and indirect customers

Disclosure: All these are trademarks of respective Owners

Business Overview – R&D Resource Centre



XRF for determination of material composition and purity level accurately.



XRD for determination of crystalline phases present in ferrite system



Particle size analyser for determination of particle size distribution in powder material



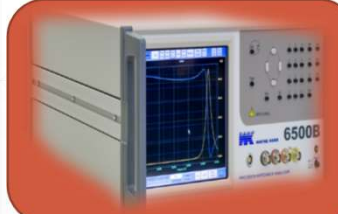
Atmosphere controlled kiln for sintering ferrite materials at lab scale with customized electromagnetic properties



Computerised BET surface analyser for determining specific surface area of powder materials



High resolution digital microscope (1000 x) for determining granulate shape, size, defects and micro crack



Precision Impedance analyzer capable to measure up-to 5 MHz



Powerloss combined with B-H loop tracer capable to measure upto 2 MHz

FINANCIAL RESULTS - September 2023Q and H1

Financials

(fig. in Rs. Lakhs)

Particular	Quarter Ended			Half Year Ended	
	30.09.2023	30.06.2023	30.09.2022	30.09.2023	30.09.2022
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
Net Sales	2,378	2,696	2,457	5,074	6,001
EBITDA	261	380	189	641	793
EBITDA %	11%	14%	8%	13%	13%
PBT	-53	68	-50	15	350
PAT	-43	36	-41	-7	273
EPS (in Rs.)	-0.37	0.31	-0.35	-0.06	2.26

Key Highlights – Q2'FY23-24 Results

- ❑ Enhanced EBITDA in Q2'FY24 vs Q2'FY23 is due to normalization of export orders which was impacted during last year same quarter.
- ❑ During Q2'FY24, the Company has witnessed demand and margin pressure in domestic market due to low priced imports from neighbouring country.
- ❑ The Company has represented to the Ministry of Commerce and Industry, Govt of India for imposing anti-dumping duty on low-cost imports of soft ferrites. The government has already notified the enquiry process.

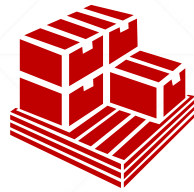
* Before exceptional items

STRATEGIC PERSPECTIVE

Why Cosmo Ferrite?



Flexibility in job -line allocation



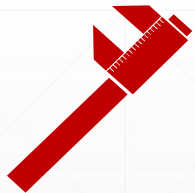
Widest product portfolio under one roof



Global reach



3 plus decades of Soft Ferrite excellence



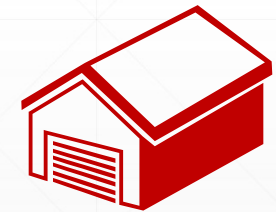
Ahead in Product Development Curve



Customized Innovation



Key Account Teams



Global Stocking Availability

Key Future Growth & Profitability Drivers



Meet growing demand of Soft Ferrite cores with increased capacity

Operating leverage from new capacity once it gets fully utilized.



Moving towards high end application (Top Hat Kiln)

With Top Hat Kiln, Cosmo expects to meet customers' growing demands related to high permeability ferrite cores with an additional capacity of 25 Ton per month. The focus will be on high end applications.



Going Vocal for Local by promoting localization of critical raw materials

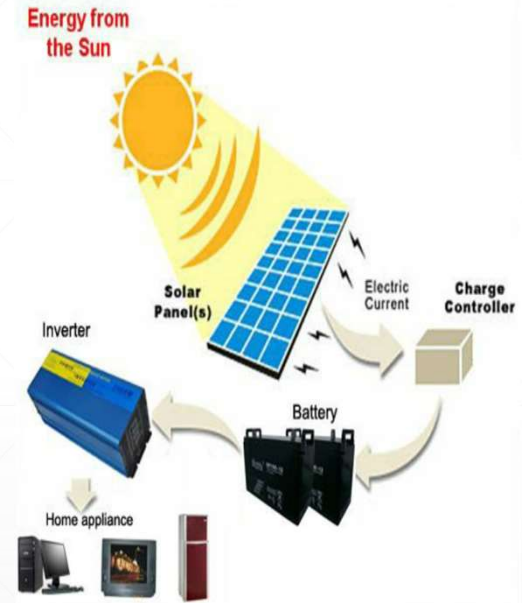
To reduce dependence on imports and improve costs, the Company is working on localization of critical raw materials.



Meet growing demand of Powder with increased capacity

Ferrite powder production will be increased from present capacity of 300 Ton per month to 500 Ton per month.

Emerging Trends to Drive Demand of Soft Ferrites!!



- Significant push Globally to increase sales of EVs.
- Solar and Wind Energy are going to become mainstream energy sources
- IOT, Cloud computing, 5G and Industry 4.0 are on an acceleration mode

FINANCIAL SNAPSHOT

Financials – Some recent years

(fig. in Rs. Lakhs)

Particulars	FY 2022-23	FY 2021-22	FY 2020-21
	Audited	Audited	Audited
Net Sales	10,731	11,384	6,365
EBITDA	1,255	2,949	787
EBITDA %	12%	26%	12%
PBT*	315	1897	50
PAT	242	1423	180
EPS (in Rs.)	2.01	11.83	1.50
Book Value	26.81	24.83	12.95

Key Highlights – FY23 Results

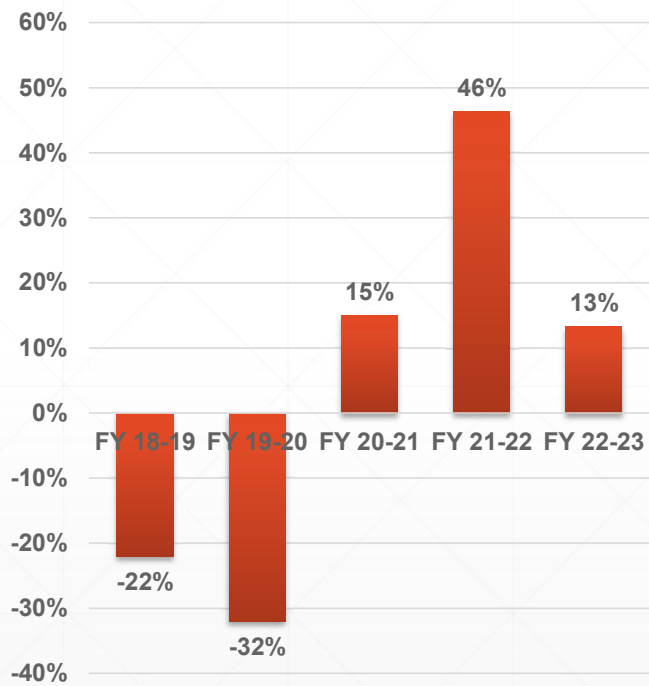
FY'23 margins witnessed pressure owing to the following:

- Subdued lower exports sales generally having higher margins (particularly from Europe region due to inventory corrections, shortage of chips, geo-political turmoil and fears of recession in Europe).
 - Prior correction in selling prices in anticipation of correction in raw material prices adversely impacting the margins.
 - Inventory loss due to drop in raw material prices and non-recurring fixed cost of Rs. 1.5 cr.
- Further there was increase in finance cost owing to capex – commissioning of new capacities.

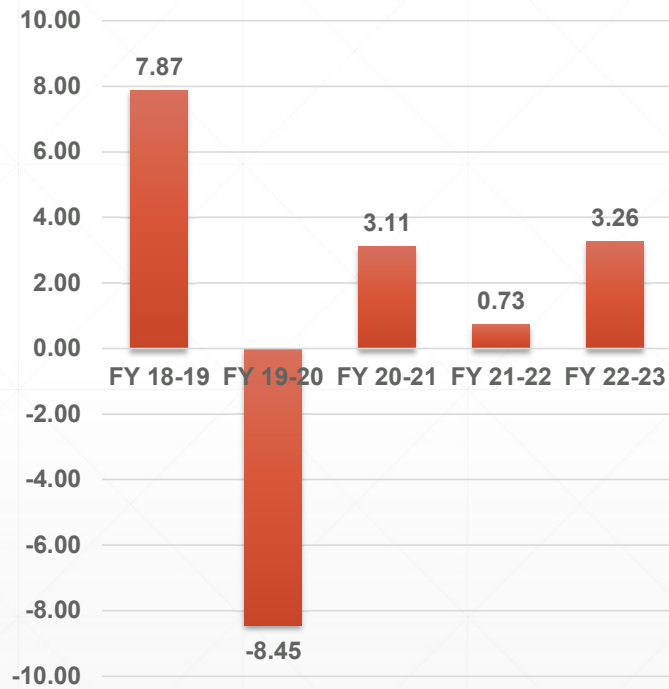
* Before exceptional items

Key Financial Highlights –Key Ratios

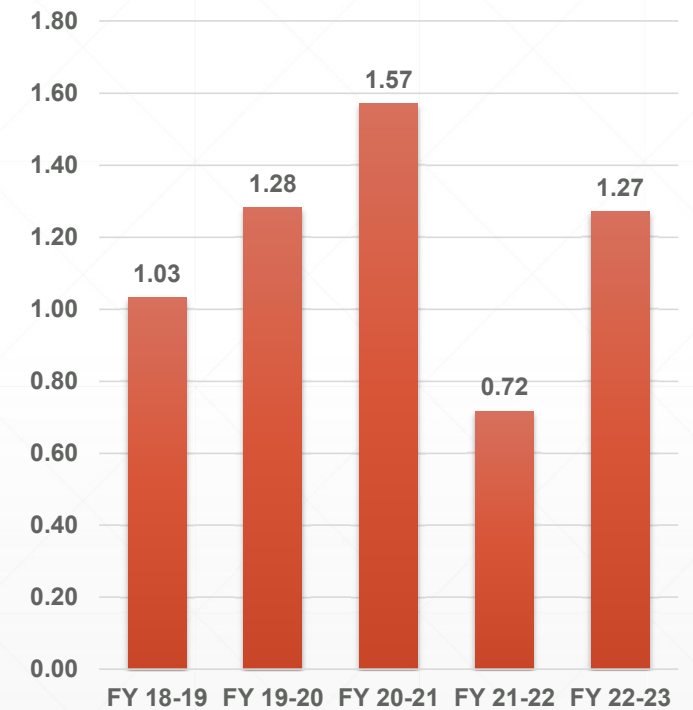
ROCE %



External Net Debt/EBITDA Ratio



External Net Debt/Equity



ESG & SUSTAINABILITY INITIATIVES

Approach towards Sustainability

Technology



- Customized innovation
- Ahead in product development curve
- Wide product portfolio under one roof

Environment



- Carbon footprints reduction
- People health , safety and well beings
- Flexibility in job -line allocation

Values



- Risk management practices
- Transparency and accountability
- Effective Internal Control Environment

Corporate Governance

Well established practices in place

- I. Well qualified Board of Directors from diversified fields with majority of directors being independent
- II. 71% 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. Active Whistle Blower Policy
- IX. Professional Management



Company Overview – Board of Directors



Mr. Ambrish Jaipuria
Chairman

CEO & Executive Director at Cosmo Ferrites Ltd. Over 15 years of experience in Finance & Accounts and General Management functions in industrial enterprises in India.



Mr. Anshuman Sood
Independent Non-Executive Director

20 years of experience and specialization in Litigation Commercial Dispute Resolution – Contract, Corporate Laws, M&A, Cyber Law, Franchising, Restaurants & Broadcasting Law.



Mr. Pankaj Poddar
Group Chief Executive Officer

Over 27 years of experience in finance, advisory and various leadership roles with strengths in commercials, analytics, negotiation, team engagement & strategy building



Mrs. Himalayani Gupta
Independent Non-Executive Director

Consultant to several national & multinational organisations, including Fortune 500 Companies. Her area of expertise are IPR, Contracts, Trust & Societies, Corporate & Partnership laws.



Mr. Rajesh Kumar Gupta
Independent Non-Executive Director

Experienced in Manufacturing, Accounts & Finance, Taxation, Banking, Rehabilitation Scheme /implementation under BIFR, Capital Investment Negotiations.



Mr. Neeraj Sharma
Independent Non- Executive Director

20 years of experience in Oil & Gas, Healthcare, Hospitality and E-Commerce in areas like International/Domestic Tax, Transfer Pricing, Regulatory & Policy matters.

Company Overview – Leadership Team



Mr. Ambrish Jaipuria
Chairman

CEO & Executive Director at Cosmo Ferrites Ltd. Over 15 years of experience in Finance & Accounts and General Management functions in industrial enterprises in India.



Mr. Supratic Roy
Business Head

Alumnus of IIT Bombay, IIM Lucknow & Washington University with experience of 22 years in the Semicon and Automotive Industry.



Mr. Pankaj Poddar
Group Chief Executive Officer

Over 27 years of experience in finance, advisory and various leadership roles with strengths in commercials, analytics, negotiation, team engagement & strategy building



Mr. Sanjeev Katoch
General Manager

Experience of 33 years in field of Plant Operations, Project, Business & Strategy Management



Mr. Rishab Jain
Chief Financial Officer

Experience of 20 years in finance with expertise in managing the gamut of corporate accounts of multiple plants, taxation & finance operations in SAP.



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. K. Sriram
AGM (Operations and R&D)

Experience of more than 28 years in R&D of Ferrites and Production Process Management of Ceramic Components.

Awards and Recognition



ELCINA-EFY Certificate of Merit for Outstanding Achievement in "Exports/Large Scale" Year 2016-17



ELCINA-EFY Certificate of Merit for Outstanding Achievement in "Exports" Year 2020-21



ELCINA-EFY Certificate of Merit for Outstanding Achievement in "Exports/Large Scale" Year 2013-14



43rd ELCINA-EFY Award for Outstanding Achievement in "Exports/Large Scale" Year 2017-18

Instituted in 1976 by Electronic Industries Association Of India, ELCINA awards are highly regarded in industry circles Awards have been supported by officials of Department of Electronics & IT (Government of India) through their participation in selection process

Thank You



NEW DELHI
Head Quarters:

517, 5th Floor, DLF Tower-A,
New District Centre, Jasola,
New Delhi – 110 025, India



HIMACHAL PRADESH
Regd. Office and Works

Post Office – Jabli
District – Solan
Himachal Pradesh – 173 209
India

For more information, please contact:

Mr. Rishab Jain

Chief Financial Officer

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