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COMPANIES

Cosmo First eyes all-time high US exports from film business this fiscal on lower tariffs

Cosmo Films, the group's packaging films business, is India's largest flexible packaging film producer and holds major market share in the country's speciality films segment

By Mithun Dasgupta
Updated - November 12, 2026 at 05:03 PM. | Kolkata

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Pankaj Poddar, Group CEO, Cosmo First Ltd

Diversified conglomerate Cosmo First expects its film business to clock an all-time high in exports to the US this fiscal, backed by a reduction in tariffs and rising demand for speciality films solutions.

Cosmo Films, the group's packaging films business, is India's largest flexible packaging film producer and holds major market share in the country's speciality films segment.

"In the year FY22, we did the highest ever sales from film business in the US. More than likely we will surpass it as we are witnessing a significant jump in our sales. For some quarters, the tariff was 55 per cent. Now, we are paying 15 per cent duty in the US. Due to the reduction in tariffs, our sales grew around 35 per cent. We are expecting to do close to $70 million sales this fiscal," Pankaj Poddar, Group CEO, Cosmo First Ltd, told *businessline*.

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The US is the largest overseas market for the group's film business, followed by Europe and South America. Apart from speciality films, it exports paint protection film and window film, among others, to the US market as well.

"Within the next two to three months, we expe rigid packaging business will also start in the US," Poddar said.

The group's rigid packaging vertical, Cosmo Plastech, posted over 90 per cent topline growth in the second quarter this fiscal. The business vertical is going for an expansion in H2FY27.

Currently, for Cosmo First, over 85 per cent of its total revenue is coming from the Cosmo Films business. Its other businesses include rigid packaging, speciality chemicals, automotive solutions and pet care, among others.

"The film business is expected to grow more than 20 per cent in the current financial year, while the non-film business is expected to grow more than 60 per cent this year. The new businesses are growing much faster. And therefore, every quarter passing by, the non-film business will get, as a proportion, stronger and stronger," Poddar said, adding the non-film business is expected to generate around 20 per cent of the group's total revenue in the next five years.

In the second quarter this fiscal, both the consumer businesses — Zigly (petcare) and Cosmo Consumer (window films, paint protection films & ceramic coatings) — registered 47 per cent and 70 per cent year-on-year topline growth, respectively.

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