

# A Perspective

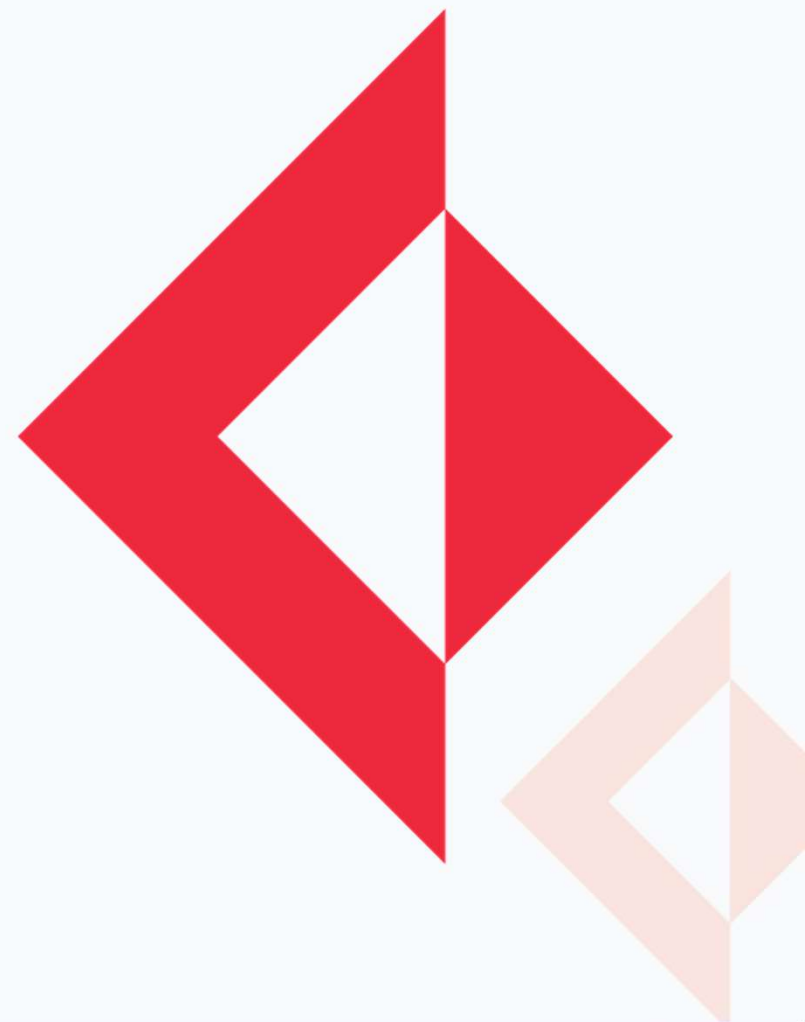
## November 2023

**Speciality Films, Speciality Chemicals, Rigid Packaging & Petcare**  
Flexible Packaging | Lamination | Labeling | Synthetic Paper | Speciality Chemicals | Plastech | Sunshield | D2C Petcare (Zigly)

# Disclaimer

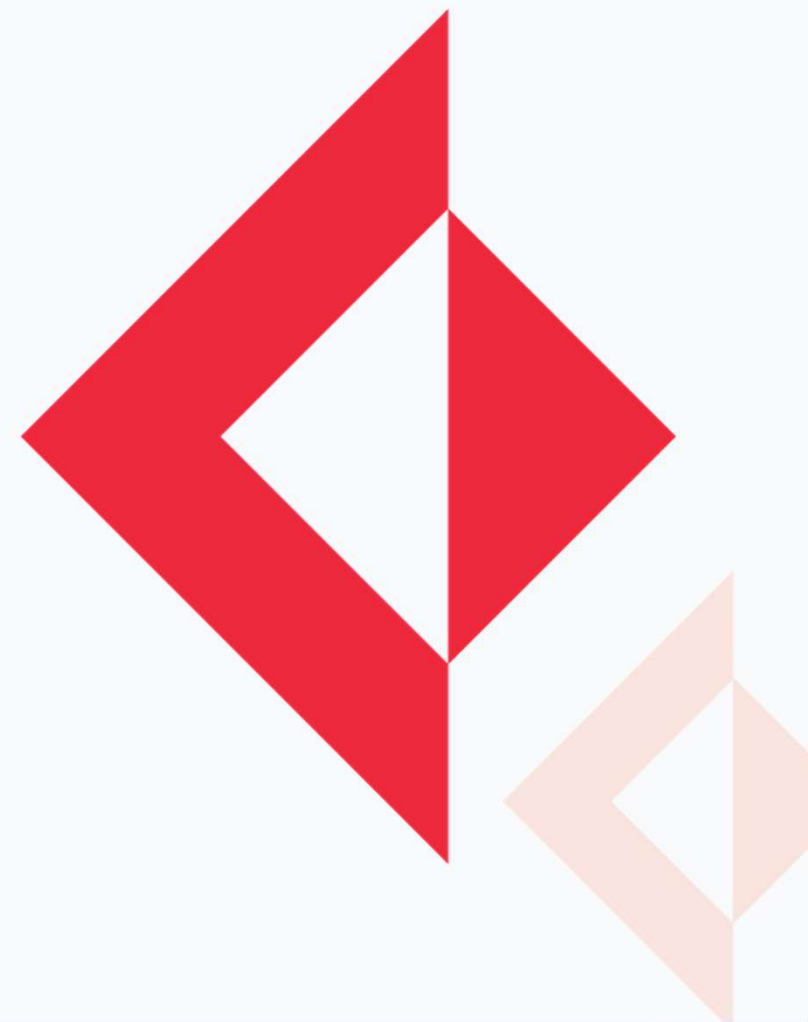
Certain statements in this presentation are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results other financial condition 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
- September 2023 Quarter Performance Snapshot
- Strategic Perspective
- Our Businesses:
  - ✓ Films Business
  - ✓ Specialty Chemicals
  - ✓ D2C Petcare – Zigly
- Financials Overview
- ESG Focus



# 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: 30K MT
- ❑ CPP Films: 10K MT

## Strong Financials

- ❑ Continuous growth and profitability track record.
- ❑ Net Debt/EBITDA: 1.7 times (Sept'23)
- ❑ Net Debt/Equity: 0.4 times (Sept'23)

## 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 in new related Businesses

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

## Strong R&D Focus

- ❑ Collective R&D experience of over 100 years.
- ❑ Eight current patents and another eight are in pipeline.

## Unique Proposition

- ❑ Uniquely positioned with good mix of specialty/semi specialty (65% volume H1FY'24) and commodity films.
- ❑ Globally among top four players in BOPP Speciality films

## D2C Petcare Venture - "ZIGLY"

- ❑ D2C Omni channel business model to address pet's 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 67% of Independent Directors

# Company Overview – Why COSMO FIRST & Businesses



## Why Named “Cosmo First”

- Pioneer of BOPP films Industry in India
- Known for launching Innovative Speciality Films first in India
- First to have D2C True Omni-Channel Presence in India
- Business Partners & People First Approach
- Sustainability First Approach in the Industry
- Speciality Chemical launched some India first products

## Business



Speciality films focused business with target to sell 80% BOPP based volume of speciality films by FY25 (H1FY24 65%).



Verticals:

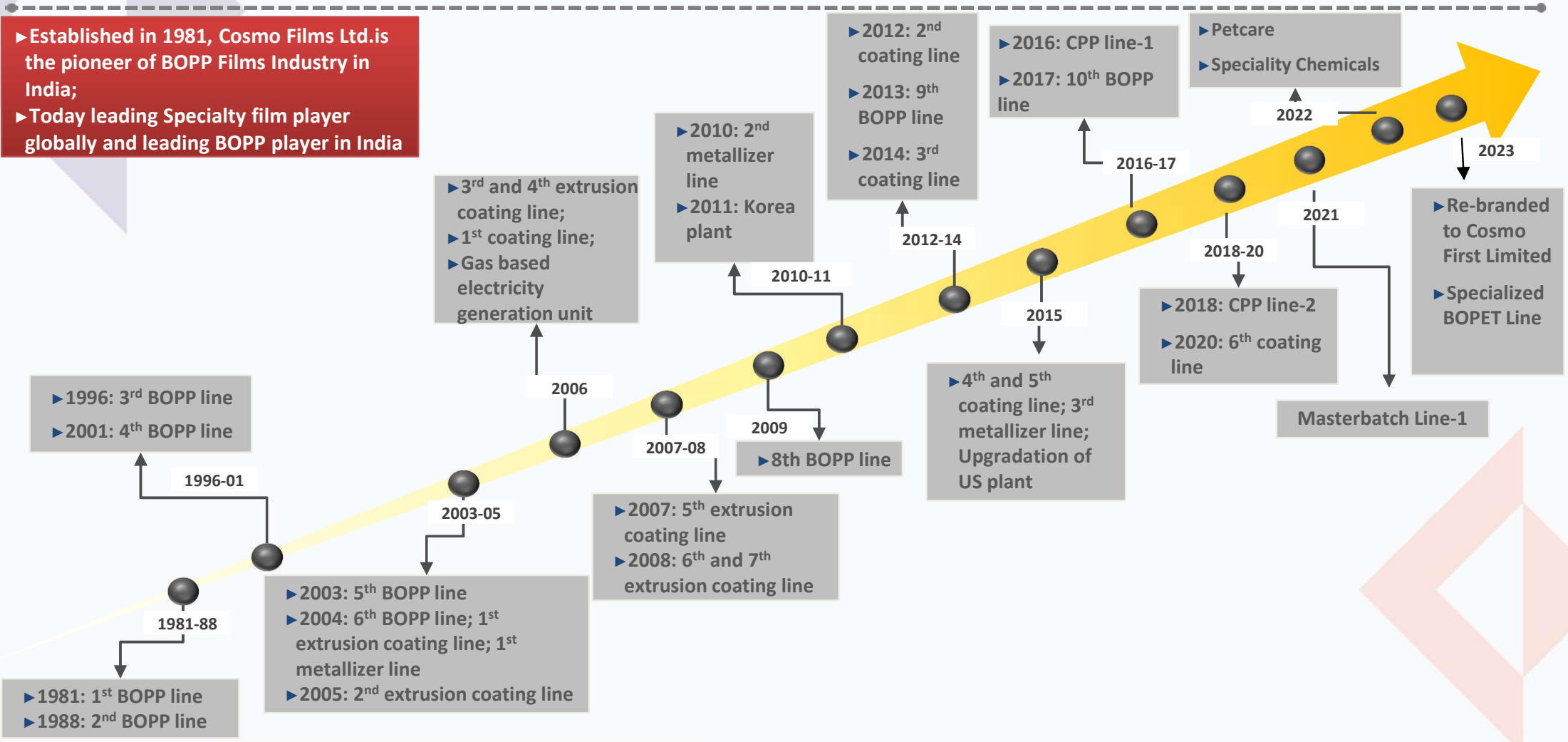
- Masterbatch (From FY21)
- Coating Chemicals (From FY22)
- Adhesive (From FY24)



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

# Company Overview - Key Milestones

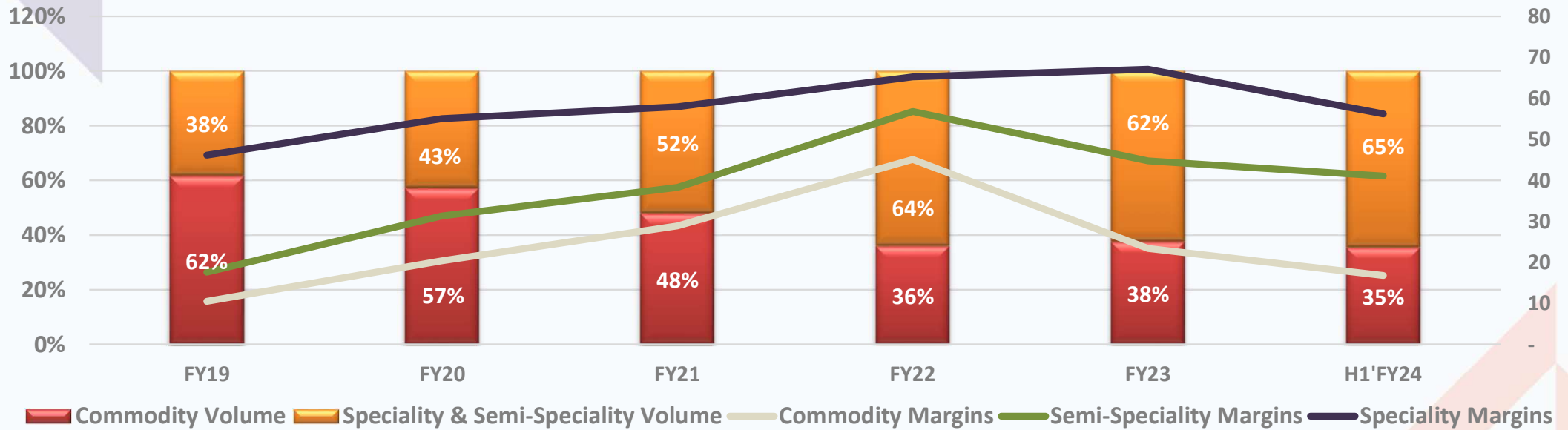
▶ Established in 1981, Cosmo Films Ltd. is the pioneer of BOPP Films Industry in India;  
▶ Today leading Specialty film player globally and leading BOPP player in India



# Speciality & Semi Speciality Growth and Margins

Expanding Speciality & Semi-Speciality films portfolio (high margin category) (H1'FY24 65% volume; 13% CAGR over last 4.5 years).

Target 80%+ volume from Speciality & Semi Speciality segment by 2025.



**Notes:**

- 1) Speciality margins per/kg have witnessed a marginal decline in H1'FY24 owing to change in sales mix and uneven orders from a speciality export customer for a high margin speciality film. We expect the trend to continue this year and shall normalize by next financial year.
- 2) Margins denote per/kg contribution for respective films categories.

# SEPTEMBER 2023 QUARTER RESULTS UPDATE





# September 2023 Quarter - Performance Snapshot

INR Cr

Particulars	Unaudited Q2 FY 23-24		Unaudited Q1 FY 23-24		Unaudited Q2 FY 22-23	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	617	664	602	658	725	778
EBITDA	71	72	46	55	117	124
EBITDA %	11.5%	10.9%	7.7%	8.4%	16.2%	15.9%
PBT	30	29	9	16	93	97
PAT	23	22	9	14	69	73
EPS*	34	43	50	61	122	141

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

## Management Commentary

- Improved Q2, FY24 EBITDA is underpinned by enhanced BOPP film margins primarily due to festive season demand pick, partial revival of export demand and range bound movement in raw material prices. The Company continues to outperform the industry at large on the back of speciality films.
- The near to medium term BOPP and BOPET margins are expected to remain subdued, more so for BOPET films due to an industry-wide supply overhang (58% capacity increase over Dec 21 capacity in BOPET vs. 23% in BOPP and an incremental 17% more by Mar26 in BOPET vs. 40% more in BOPP). The Company is working towards BOPET margin improvement over the next few quarters on the strength of shrink films and many other specialty films already launched.

# September 2023 Quarter - Performance Snapshot

## Management Commentary Continues

- ❑ With an objective to rationalize cost, the Company is in process of shifting extrusion coating plant from South Korea to India and has carried out operational restructuring in South Korea in Q2, FY24. Consequently, the consolidated results are affected by one-time restructuring costs of INR 3 crores.
- ❑ Under new initiatives, the Company has launched its Rigid Packaging business under the brand name 'Cosmo Plastech' which will manufacture thin wall containers and sheets for a wide array of FMCG products particularly for food industry. The Company has also started metallization of capacitor film which shall serve the rapidly growing electronics industry in India.
- ❑ The Company's Petcare vertical (Zigly) continued to grow rapidly and clocked monthly revenue (GMV) run rate of about Rs. 4 crores on the back of expanding retail footprints 19 stores as at Sept end and increased online presence. The Company shall now look for consolidation in H2, FY24 before initiating next round of growth in FY 25.
- ❑ The Speciality Chemical subsidiary has got good initial response with its Packaging and Lamination adhesives and shall scale up the same in a phased manner from H2, FY24. Many of these new business initiatives post higher capacity utilization in the next 3-4 quarters will drive growth.

# STRATEGIC PERSPECTIVE

# Why Cosmo First ?

- ❑ 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 (65% Volume H1'FY24; 13% CAGR in last 4.5 years). Target 80%+ Volume from Speciality by 2025 end
  - ✓ Targeting High Growth (70% capacity increase) – 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)
  - ✓ Eight current patents and another eight are in pipeline
  - ✓ 16% ROCE and 20% ROE – March 2023
  - ✓ Strong financials (net debt/EBITDA at 1.7 times, net debt/equity at 0.4 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
  - ✓ Coating Chemicals – scale up in coming years
  - ✓ Complimentary Adhesive business for Packaging, Lamination and Labels – FY24
  - ✓ Target 25%+ ROCE business
- ❑ Petcare:
  - ✓ Untapped Industry growing @ 25%+
  - ✓ D2C Digital first Omni-channel presence in Products & Services
  - ✓ Monthly GMV Rs 2 crore with 15 experience centers & online presence – Target 100+ 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
	<b>Total</b>	<b>490</b>		

## Other Businesses:

- Specialized Chemicals (scaling up in coming years) – Estimated INR 50 Cr Capex in next 3 years.
- D2C Pet Care businesses (19 nos. of experience centers as at Sept 2023 – plan to significantly increase to 100+ in a couple of years beside online business)

# BUSINESS OVERVIEW

## “FILMS BUSINESS”



# Films Business-India Industry Dynamics & Capex Strategy

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



## 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.



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



- Company's future capex strategy is aligned with target to increase speciality to 80% by 2025 and launch of specialized BOPET Line during FY23.
- Further expanding BOPP and CPP capacity by putting World's largest lines.
- Related diversification into rigid plastic (plastech) and Sunshield (heat control film)

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

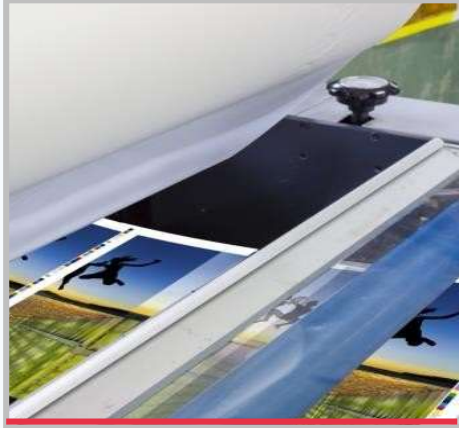


# Films Business - Speciality Films Product Portfolio **Cosmo First** *Ahead Always*



**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 Focus

❑ Grow Speciality portfolio by volume from 65% in H1, FY24 to 80%+ by 2025

❑ 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

❑ **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 and 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 4-5 years estimated payback

# Focus on R&D and innovation to fuel next phase of growth



## 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

## Innovative Product Launches

- ❑ **Direct Thermal Printable Film:** Film specially designed for niche applications like information labelling (airport baggage tags), inventory tracking, frozen food labeling & 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:** 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 & Offices



## 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)

Metalising  
**22,000 TPA**  
(4 lines)

CPP  
**10,000 TPA**  
(2 lines)

CSP  
**7000 TPA**  
(1 line)

**Waluj,  
Aurangabad,  
India**

**Shendra,  
Aurangabad,  
India**

**Karjan  
Vadodara, India**

**Asan,  
Korea**

BOPP  
**5 lines**

BOPP  
**1 line**

BOPP  
**3 lines**

Thermal  
**1 line**

Thermal  
**2 lines**

Thermal  
**5 lines**

Coating  
**1 line**

**Recent additions:**  
Metalizers  
**2 lines** (Waluj)  
**1 line** (Karjan)

Coating  
**3 lines**

Coating  
**2 lines**

Metalising  
**2 lines**

Cosmo Synthetic Paper  
**2 Laminating  
lines**

Metalising  
**1 line**

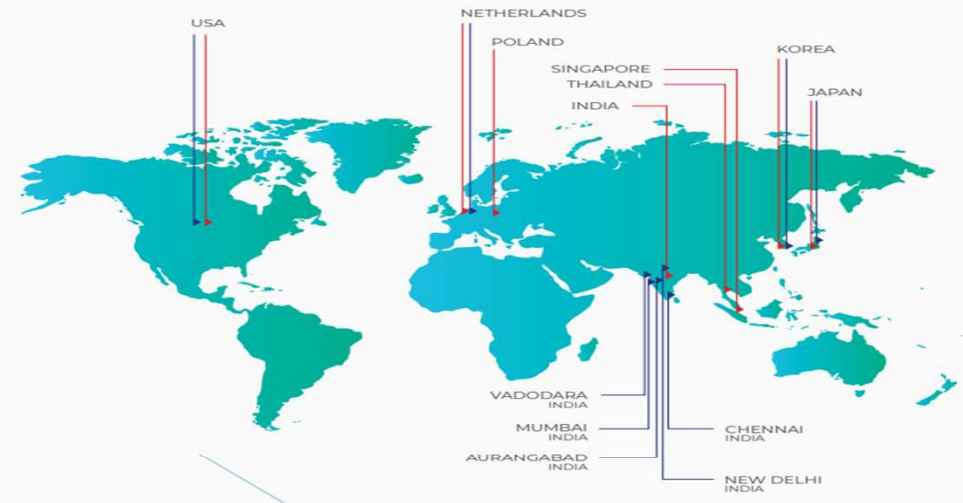
Metalising  
**1 line**

CPP  
**1 line**

CPP  
**1 line**

CSP  
**1 line**

BOPET  
**1 line**



▶ SUBSIDIARIES

▶ SALES OFFICE

# Films Business – Customers/Brands we Serve



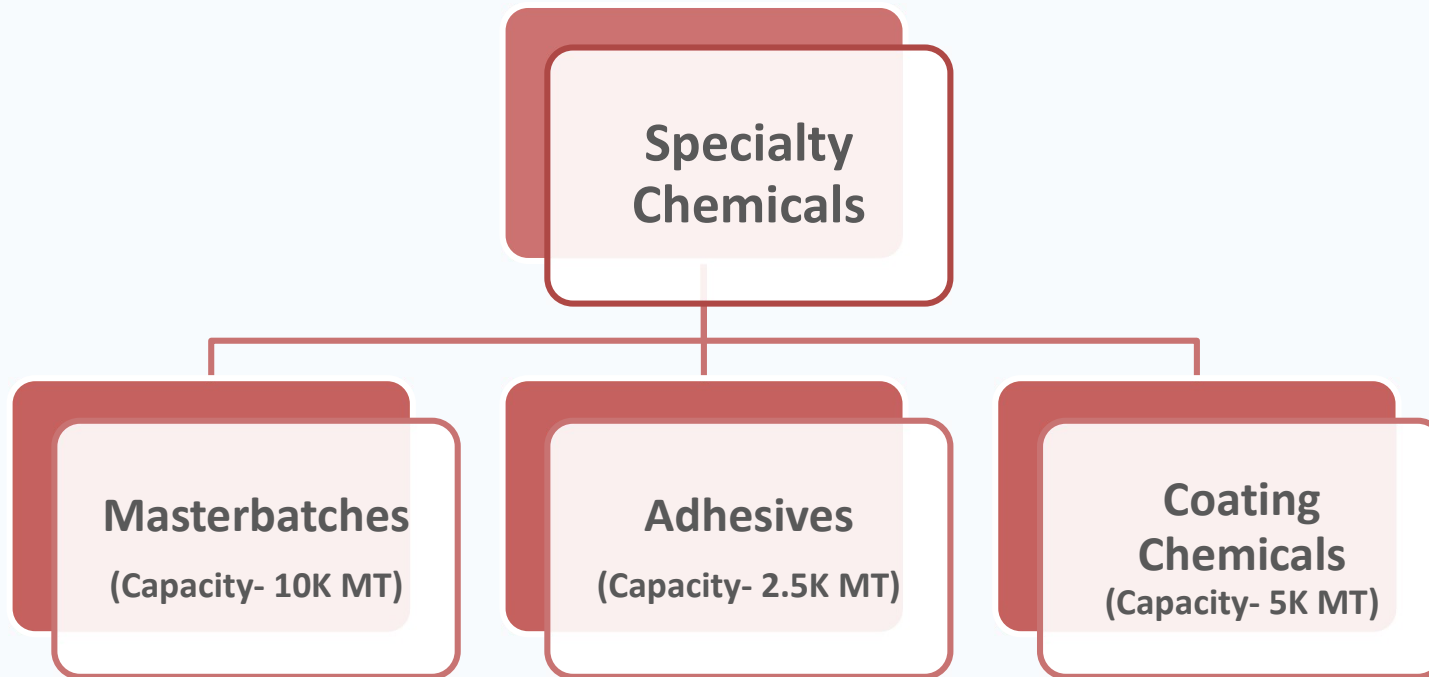
- ❑ Company stands as a trusted partner to a prestigious portfolio of large blue chip companies and renowned brands.
- ❑ Extensive reach and strong relationships within the industry have positioned us as a key supplier of high-quality materials.
- ❑ This underscores our commitment to excellence and also solidifies our reputation as a reliable and indispensable player in the market.





# BUSINESS OVERVIEW

## “SPECIALITY CHEMICALS BUSINESS”



# Specialty Chemicals

## Masterbatches



- ✓ India Industry size is 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

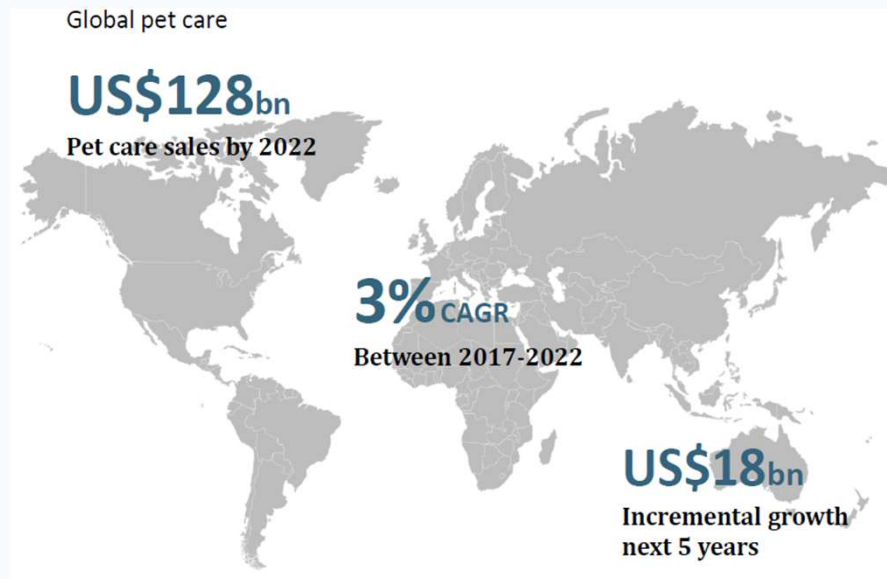
## Adhesives

- ✓ 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

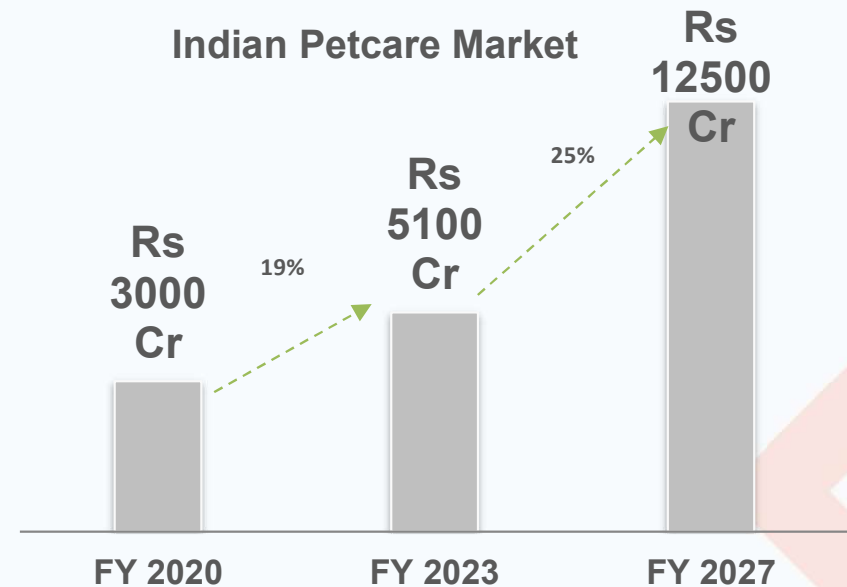


# BUSINESS OVERVIEW

## D2C PETCARE UNDER BRAND “ZIGLY”



Pet penetration in developed markets like US & UK is more than 68% and growing.



The Pet care market in India is booming with

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



# Zigly - Business Model

## Retail outlets



One Stop solution retail outlets offering

Products  
Veterinary  
Grooming  
Medicines

Under one roof

## Own E-commerce website and App



5000+ 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

# Petcare Vertical (Zigly) 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
- ❑ Current monthly GMV of Rs 4 crores with 19 experience centers & online presence. Target 100+ experience centers in next couple of years
- ❑ Key differentiator is services focus having high gross margin
- ❑ Accelerate growth through acquisitions
- ❑ 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



**13 Cr**

GMV (FY'23)



**4 cr**

Current Monthly  
GMV



**26K +**

Customers served with 6k+  
Zigly Pro members



**5000+**

SKUs available



**App**

First Petcare app



**31%**

Q2'FY24 Repeat  
customers



**220K +**

Customers database



**1 lac +**

Social Media  
followers

# Financial Overview

# FY22-23 - Performance Snapshot

INR Crores

Particulars	Audited FY 20-21		Audited FY 21-22		Audited FY 22-23	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	2,083	2,285	2,824	3,038	2,742	3,063
EBIDTA	398	430	526	620	396	434
EBIDTA %	19%	19%	19%	20%	14%	14%
PBT	305	329	430	517	275	304
PAT	216	237	313	397	207	244

EPS *	78	85	117	148	80	91
Book Value *	306	313	399	437	437	495

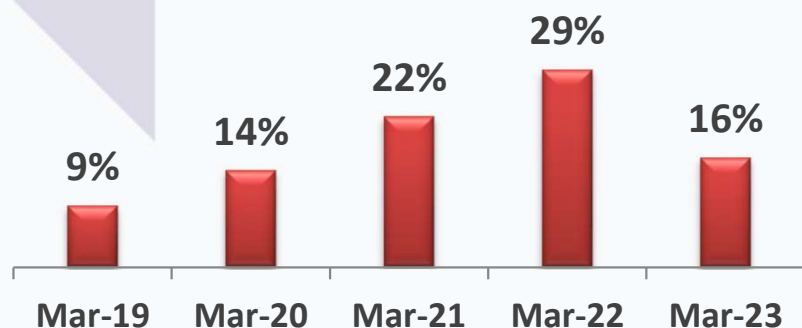
\* After adjusting for Bonus issue in June'22 and buyback.

## Key Highlights – FY23 Results

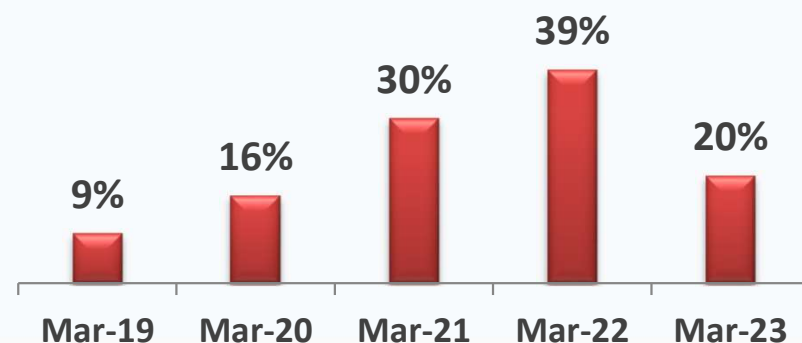
- During FY23, BOPP and BOPET industry faced excess supply caused due to bunching of new production lines. The contribution margin has been dropping on BOPP and BOPET films each quarter continuously during FY23 and have reached below the sustainable levels in Q4, which impacted the whole BOPP and BOPET industry. Cosmo could still outperform and post double-digit EBITDA primarily due to 62% speciality films sales during FY23.
- While the near-term BOPP & BOPET outlook remain challenging, the Company's focus on speciality for BOPP and BOPET should keep the Company on leading front.

# Key Financial Snapshot

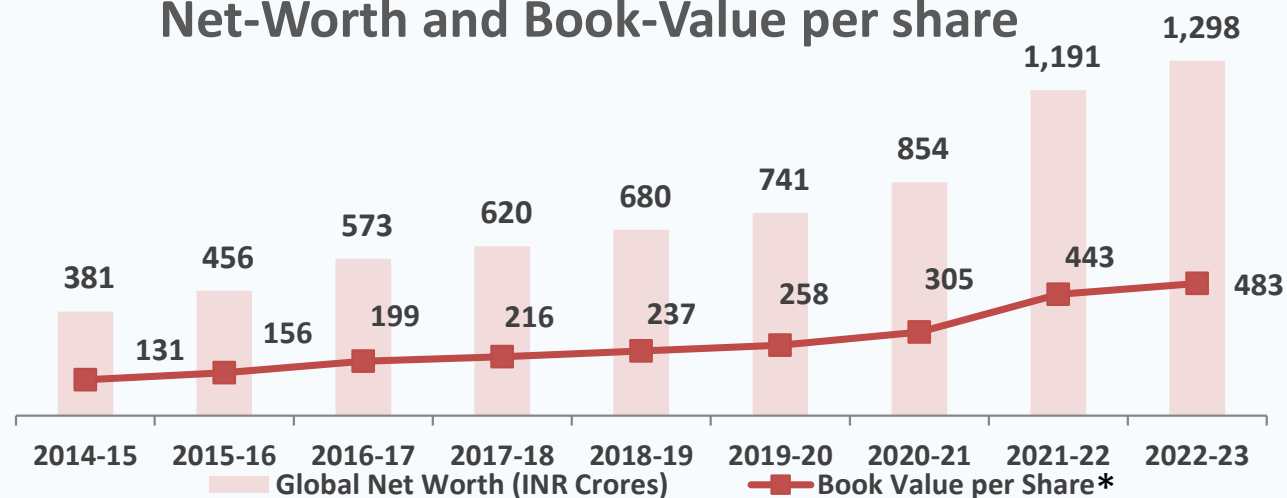
## ROCE %



## ROE %

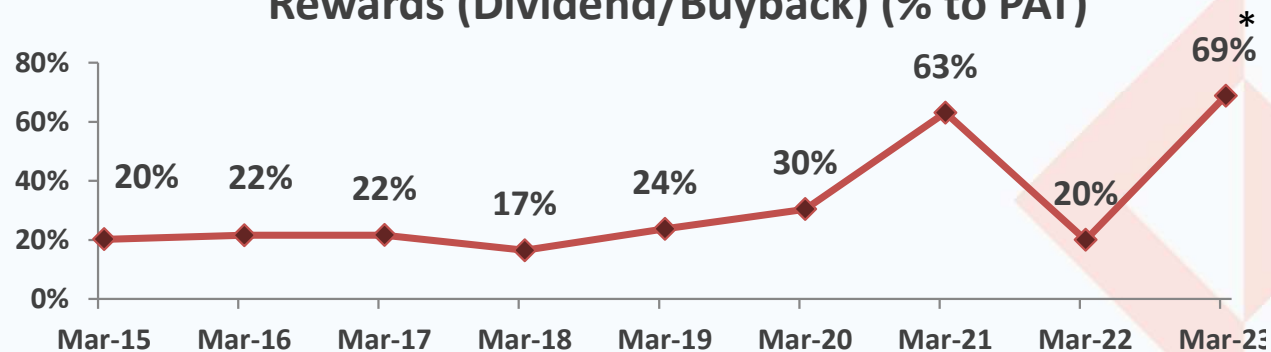


## Net-Worth and Book-Value per share



\* After considering the impact of for Bonus issue in June'22 and buyback.

## Rewards (Dividend/Buyback) (% to PAT)

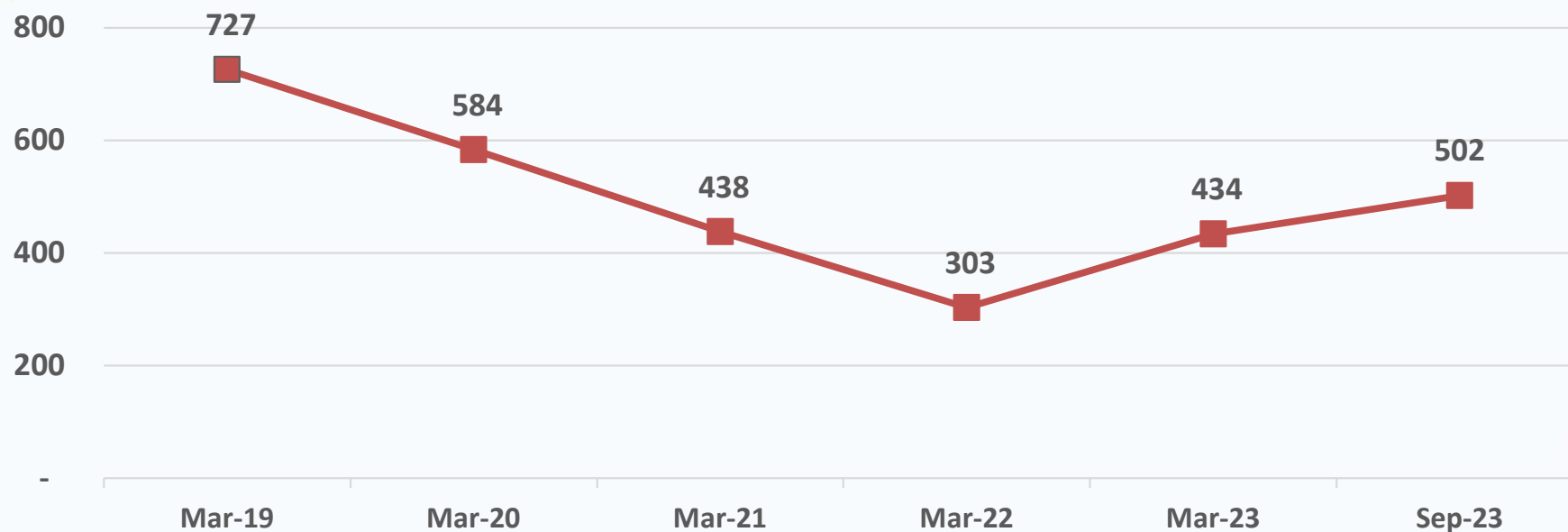


\* Includes final dividend for FY'23 of Rs. 5/share subject to shareholders approval at ensuing AGM.

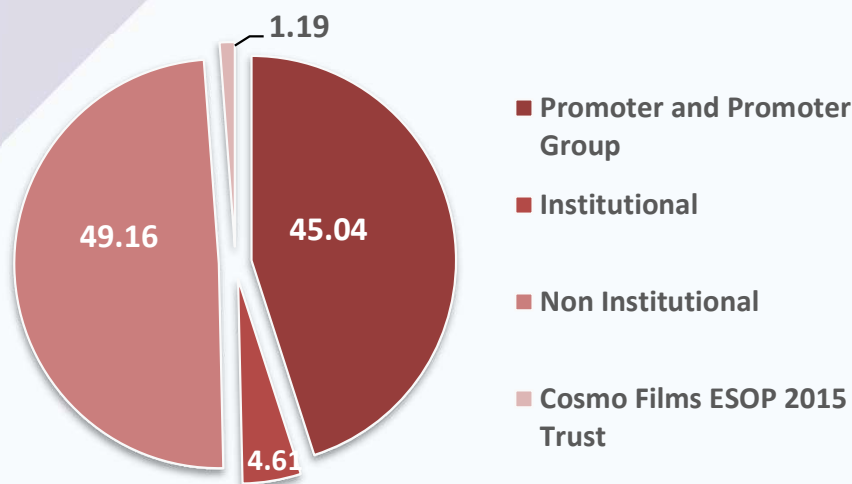
# Leverage Profile

Strong financials with continuing Capex.  
Net debt/EBITDA 1.7 times and net debt to equity at 0.4 times (Sept 2023)

Net Debt (INR Cr)



# Shareholding Pattern – September 2023



## Historical Shareholding Pattern

(in %)	Sept-23	Jun-23	Mar-23	Dec-22
Promoter	45.04	44.96	44.40	44.28
Institutional	04.61	05.51	05.70	05.57
Non Institutional	49.16	48.34	48.69	48.84
Shares held by Employee Trust	01.19	01.19	01.21	01.31

## Top Non-Promoter Shareholding – 30<sup>th</sup> Sept 2023

1	Shivani Tejas Trivedi	0.97%
2	Aequitas Equity Scheme I	0.80%
3	Acadian Emerging Markets Small Capp Equity Fund LLC	0.71%
4	Pankaj Poddar	0.68%
5	Tejas Balchandra Trivedi	0.63%
6	Emerging Markets Core Equity Portfolio (The Portfolio) of DFA Investment Dimensions Group INC. (DFAIDG)	0.46%
7	Vikas Mehra	0.46%
8	Aequitas Investment Consultancy Private Limited	0.45%
9	Shree Ballabh Bhaiya	0.38%
10	Anishya Obhrai Madan	0.34%



# ESG and Sustainability Initiatives

## CareEdge “GOOD” ESG Rating

# Sustainable Manufacturing and Product Practices

## Product Practices

- Offering mono-material poly-olefin films for ease of recycling.
- Designed heat resistant BOPP films replacing BOPET; giving push to creation of mono-material structures.
- Partnered with some of the best global brands to offer structure rationalization.
- BOPP and CPP films offer better yield, hence enabling reduced consumption of plastics.
- UV stabilized Synthetic Paper used to replace PVC in outdoor promotional applications for duration requirements up to one year.
- Offer a suitable substitute for aluminum foil in form of its Ultra-High Barrier Films.
- Offer Oxo-Biodegradable Films.

## 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
- Usage of solar power as a source of energy in plants
- 35% of water treated at Cosmo : Rain water harvesting
- Constant monitoring of parameters like noise, illumination, ventilation, air quality etc.

# 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 24 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. Sushen Roy**  
Business Head of Petcare (Zigly)

Over 31 years of experience in managing diverse businesses, both in India and overseas. He specializes in Consumer Marketing and Brand Leadership.



**Dr. Raj Sharma**  
Business Head- Cosmo Speciality Chemicals

Over 25 years of experience in Global Specialty Chemical Companies. Worked extensively in adhesives, inks, coatings, sealants and pigments in automotive, packaging and paints industries.

# ESG Snapshot



## Environmental



## Social



Provision to infrastructure and qualified professionals to support Educational Institution

**55,000**

No of saplings planted under CSR with 92% survival



## Governance





# CSR Milestones (2008-2023)

## Education

**43**  
Schools Enrolled

**40 girls**  
Scholarship

**24**  
Computer Labs

**46**  
Computer Awards

**62,000**  
Students Impacted



## Sanitation

**200**  
Toilet

**4**  
Water Tanks

**11**  
Handwash Stands

**11 Schools**  
Rain Water Harvesting



## Environment & Plantation

**55000**  
Tree Plantation

**148 Acres**  
of land  
Total green cover

**115**  
Farmers Impacted

**92%**  
Survival rate



## Health and Covid

**38400**  
Cooked Meals

**170000**  
Grocery

**31104**  
Vaccination

**10000+**  
Hygiene Kits

**2**  
100% Covid Free Villages

**for 43 Institutions**  
Safety Kits

**15000 community members**  
Health Awareness & Camps

## Community Engagement

**6.5 Lakhs**  
Lives Impacted

Covid awareness

Counselling

Children's fair & summer camps

Parents engagement

Health camps

E-Services

Events and competitions

## Publication of Educational Resources

Cosmo English Tutor: Youtube Channel & Web Portal

Curriculum for Computer, Digital Foundational and Basic English Literacy

Correct use of toilet- A booklet

Basic English Conversation book

Manual on Net Banking & Digital Payments

Posters on Covid Awareness & Health

# Awards and Accolades

## FY 2023-24

- Grabbed the IFCA Star Awards 2023 in the innovative category for “Super Barrier BOPP Film (18HST-2 SB) MO)” and ‘High Puncture Resistant BOPP Film”

## 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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