

# A Perspective

**Speciality Films, Polymer & Chemicals Company**

Flexible Packaging | Lamination | Labeling | Synthetic Paper | Masterbatches | Specialty Chemicals | Petcare

**August 2021**

# Discussion Summary

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- ❑ Why Cosmo Films?
- ❑ Key Focus Areas & Strategy -
  - ✓ Specialty Films
  - ✓ R&D & Sustainability
  - ✓ Patents & trademark
  - ✓ Specialty Chemicals and FMCG launch
  - ✓ Pet Care
- ❑ Financials
- ❑ What Investors may expect?
- ❑ Annexure: Company Overview, India Industry Dynamics, Corporate Governance, CSR

# Why Cosmo Films?

- ❑ Diversified company into Speciality Films, Polymer & Chemicals and a digital first, Petcare business
- ❑ Speciality Films:
  - ✓ Expanding Speciality portfolio (62% of revenue; 18% annual growth in last 3 years and 20% during FY21). Target 80%+ revenue from Speciality by 2023 end
  - ✓ R&D & Sustainability focus (30+ highly qualified polymer/chemical scientists)
  - ✓ Six current patents & another six are in pipeline
  - ✓ 20% growth targeted from BOPET line (from FY22-23)
  - ✓ FMCG and B2C products launched
  - ✓ 22% ROCE and 30% ROE - March 2021
  - ✓ Credit Rating recently enhanced to AA- with stable outlook by CRISIL
- ❑ Speciality Chemicals:
  - ✓ Masterbatch plant (1<sup>st</sup> line with 75% captive consumption & 25% outside sale)
  - ✓ Speciality Textile Chemicals - scale up from 21-22 (launched first FMCG product “*Fabritizer*” which assures a 99.9% protection against viruses and bacteria on clothes including Humasn Coronavirus)
  - ✓ Complimentary Adhesive business for Packaging, Lamination and Labels - under commissioning
  - ✓ Target 25% ROCE business
- ❑ Petcare:
  - ✓ Untapped Industry growing @ 25%+
  - ✓ Digital first omnichannel presence in Products & Services
- ❑ Corporate Governance - Highest standard for corporate governance in place

- ❑ Grow specialty portfolio from 62% to 80%+ by 2023 end
- ❑ Each 1% shift in specialty adds EBITDA ~5 crores
- ❑ Complimentary growth in Specialized BOPET Line (Shrink labels, Heat reduction films and other high end specialty) - target 20%+ EBITDA
- ❑ Investing resources on R&D & Sustainability:
  - ✓ Increased R&D headcount to 30 highly qualified members
  - ✓ Developed centralized R&D center at Aurangabad
  - ✓ Driving & investing in several sustainability projects

## ❑ Key Specialty Products:

- ✓ Globally among top four players in BOPP Specialty films
- ✓ Specialty 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 Specialty:

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

## ❑ Future Pipeline:

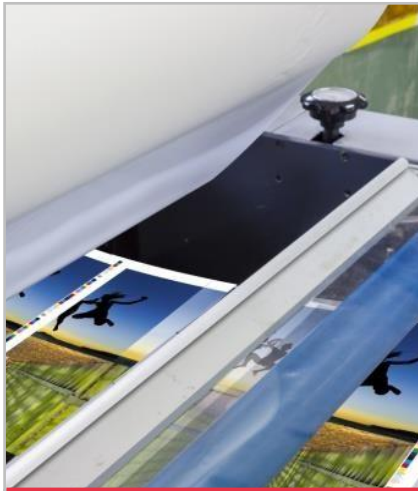
- ✓ Direct Thermal Printable Film (first BOPP film producer to launch)
- ✓ Sustainable PVC free solutions for graphic applications
- ✓ Heat reduction films
- ✓ Shrink Label film

# Specialty Films & Product Portfolio



## 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

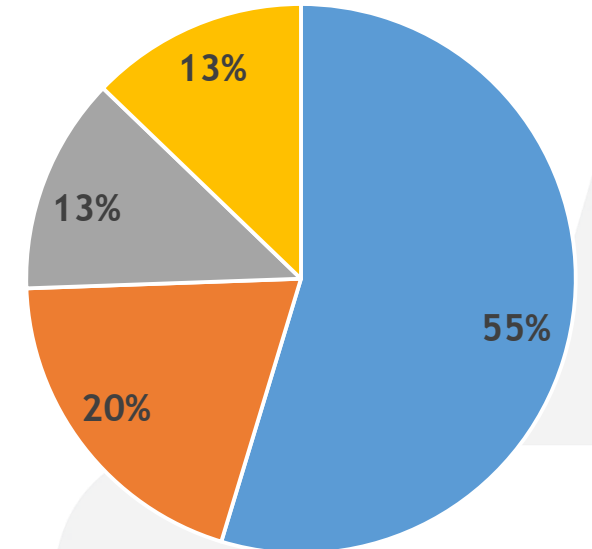
- **Pressure Sensitive Label stock films**
- **Direct Thermal Printable films**
- **In-mould films**
- **Wrap Around label films**



## INDUSTRIAL FILMS

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

## SALES REVENUE FY 21



■ Packaging ■ Lamination ■ Label ■ Industrial

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

# Specialty Films: Some Products launched during recent quarters



## Recyclable Laminates for Soap Wrap & Shampoo Pouches

- Mainly use to overwrap Soap.

## Transparent Antifog Film

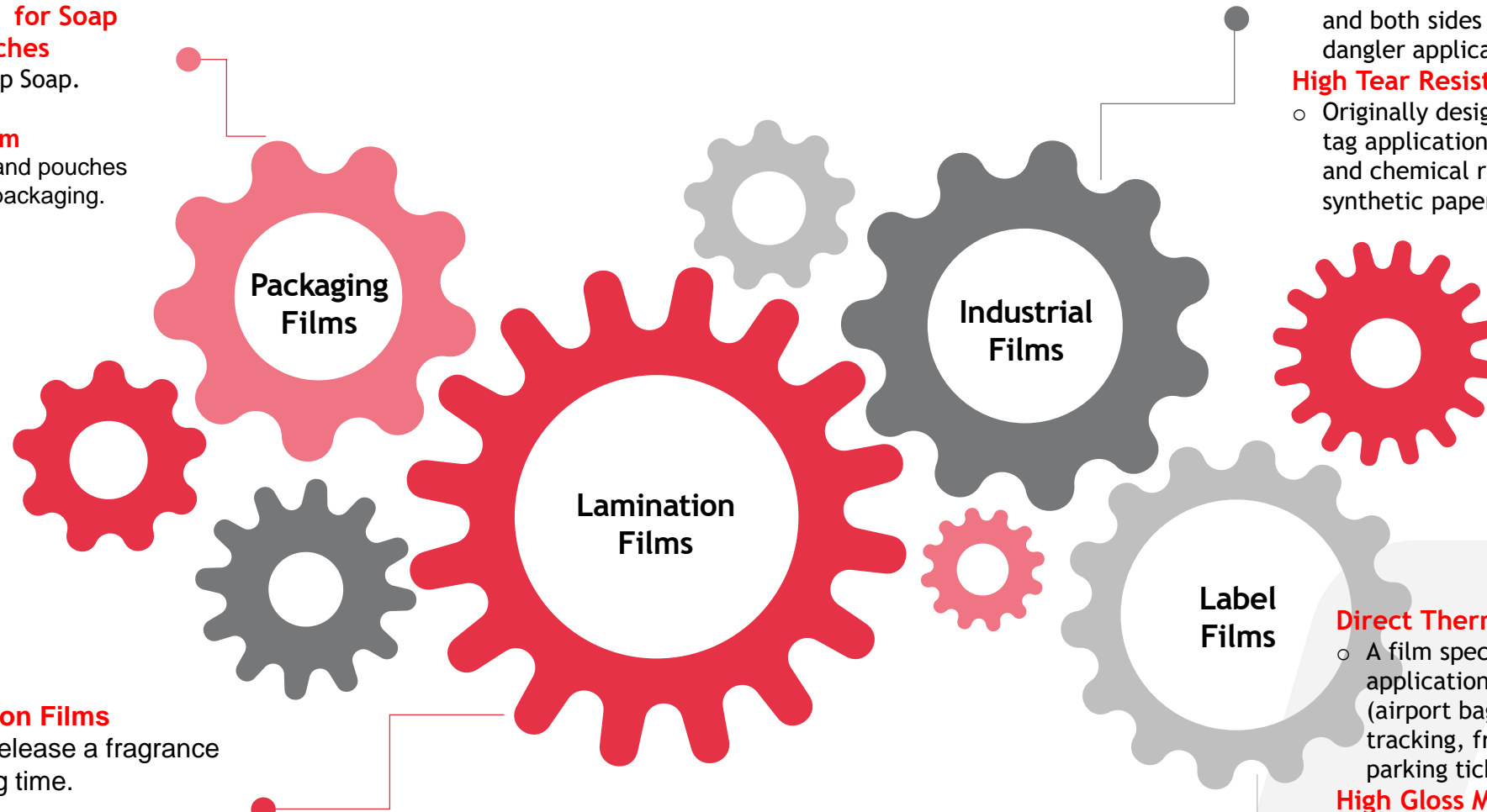
- Suited for large packs and pouches used in the fresh food packaging.

## Fragranced Lamination Films

- Designed to slowly release a fragrance which lasts for a long time.

## Antimicrobial Thermal Lamination Film

- Effective against a broad range of bacteria, inhibits germ growth and supports optimum hygiene.



## 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.

## 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 Gloss Metalized Label Film

- Mirror Finish Glossy film which can be printed with high speed flexo printing machine. Suitable for premium labeling applications for instance liquor & personal care

## Specialty Films: Specialized BOPET Line

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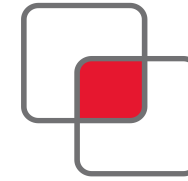
- ❑ Worlds' largest line for Shrink Labels and Heat Control Films
- ❑ Shrink Labels - global market @ 130k MT
- ❑ Opportunity in India to convert non-recyclable PVC film market (30k MT)
- ❑ Project cost INR 400 crores (with value added assets) with 3-4 years payback





## 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 3M\$+ in R&D center in last 3 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 six in pipeline.
- Multiple product development Awards such as Worldstar, Asia Star, IFCA and PFFCA awards.
- Global experience in Packaging, Polymer Engineering, Biopolymers and Nanomaterials.

# Sustainability - Specific Focus Area

- ❑ Offer mono layered structure for ease of recycling
- ❑ Several sustainability initiatives to:
  - ✓ all plants are partially using renewable power as a source of energy
  - ✓ reduce power consumption,
  - ✓ rain water harvesting and reuse of effluent treated water.
  - ✓ continuous efforts to reduce water generation, increase re-usage and GHG emissions.
  - ✓ recycling of manufacturing waste,
  - ✓ constant monitoring of parameters like noise, illumination, ventilation, air quality etc.
  - ✓ rationalization of containers & trucks space to optimize loading etc.
  - ✓ Overall target cost rationalization by INR 30-40 crores p.a.
- ❑ Planted 5k trees - target one lakh trees plantation
- ❑ Water based coatings
- ❑ Innovated heat resistant BOPP film to facilitate mono material structure
- ❑ Partnering with some of the best global brands to offer structure rationalization

# Specialty Chemicals - Masterbatch

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- ❑ India Industry size 460k 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. These are further used in compounding.
- ❑ Cosmo plans to produce all masterbatches for captive use and niche specialty 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 10% of Company's consolidated revenue in three years from masterbatches with 20%+ ROCE

# Specialty Chemicals - Textile Applications & Adhesive

## ❑ Specialty Textile Chemicals:

- ✓ India Industry size USD 1.4 billion
- ✓ Industry growing by 12% pa
- ✓ Cosmo plans to cater to niche specialty focused either to address current problem area for the Industry or significantly better product compared to currently available

## ❑ Adhesive is planned to kick start from FY22:

- ✓ Global Industry is about USD 52 billion and is growing by 5%
- ✓ India Industry is about USD 3.5 billion and is growing by 8%-10%
- ✓ Cosmo plans to launch products in niche areas

- ❑ Target to reach 10% of Company's consolidated revenue in 3 years from specialty chemicals with 25% ROCE

# Specialty Chemicals - First FMCG Product Launch



- ❑ Cosmo Specialty Chemicals, a subsidiary of Cosmo Films forayed into the Fast Moving Consumer Goods (FMCG) industry with the launch of '*Fabritizer*', a product which assures a 99.9% protection against viruses and bacteria on clothes.
- ❑ The products is verified to kill the novel coronavirus as well.
- ❑ While there are several products available in market in laundry sanitizers segment, none of these claim to provide seven days protection including protection against coronavirus.
- ❑ Besides Fabritizer, the company's R&D has successfully completed the development of 20+ other textile chemical products, each with specific USPs.
- ❑ Some recently developed products include low temperature soaping agent, soft fill silicon, eco clay - environment friendly wetting agent etc.
- ❑ Many of the textile chemicals products have already received prestigious GOTS approval as well as customer approvals while the commercial production will start at different point of time during FY22.

# Petcare Vertical - The Industry



Global pet care

**US\$128<sub>bn</sub>**

Pet care sales by 2022

**3% CAGR**

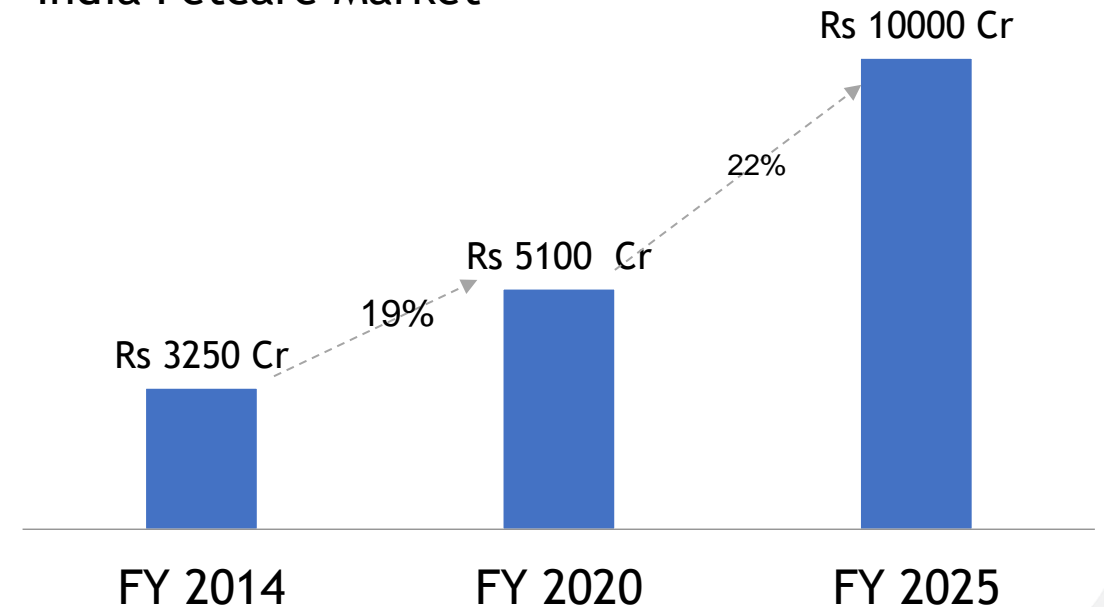
Between 2017-2022

**US\$18<sub>bn</sub>**

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.

## India Petcare Market



- India is the fastest-growing pet markets (@22%) in the world and the market is projected to cross \$500 million in 2020.
- Pet penetration currently at 10% in metros is reflecting fastest growth in last 4 years.
- There has been growth in all categories namely pet food, grooming, pharmaceuticals, toys and accessories.

# Petcare Vertical- Business Plan

- ❑ India Petcare industry is at INR 7k crores & growing at 22% CAGR due to 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 to the customers. The Industry size, low penetration and high potential for growth provides a clear business opportunity.
- ❑ To tap the opportunity, we have planned a structured technology savvy platform to address all needs of pets.
- ❑ Omni channel business model to address pets need at every stage of life.
- ❑ Low capex business model although brand building will require some investments. Initial investment planned is Rs 15 crores by FY22.
- ❑ Progress on Petcare is running well. The Portal, resource building (30+nos), brand strategy (“Zigly”), first customers experience center in South Delhi, technology, manufacturers tie-up and infrastructure are broadly in place. We are expecting pilot launch in NCR during Q2 FY22.
- ❑ Plan to demerge Petcare vertical into separate company in medium term.

Particulars	Unaudited Q1 FY 21-22		Audited Q4 FY 20-21		INR Crs Unaudited Q1 FY 20-21	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
	Net Sales	648	688	606	672	456
<b>EBIDTA</b>	<b>120</b>	<b>142</b>	<b>112</b>	<b>126</b>	<b>91</b>	<b>93</b>
<b>EBIDTA %</b>	<b>19%</b>	<b>21%</b>	<b>18%</b>	<b>19%</b>	<b>20%</b>	<b>19%</b>
PBT	96	116	90	101	67	66
<b>PAT</b>	<b>67</b>	<b>87</b>	<b>65</b>	<b>74</b>	<b>47</b>	<b>47</b>
<b>EPS*</b>	<b>129</b>	<b>152</b>	<b>116</b>	<b>127</b>	<b>72</b>	<b>69</b>
Book Value	494	517	447	458	417	416

\*EPS is calculated on the basis of trailing 12 months results

### Key Highlights - Q1, FY21-22 Results

During Q1FY22, EBITDA has increased by 53% on account of higher speciality sales (20% growth), better operating margins and uptick performance by subsidiaries. This together with marginal reduction in overall tax rate led to increase of 85% in PAT. Increase in EPS was still higher due to impact of buyback of shares in December 2020.

Expected capacity expansion (Specialized Polyester line), focus towards growing specialty sales, diversification into specialty chemicals, FMCG business & Pet care would drive further growth in coming years.



# Financials - Some recent years



Particulars	INR Crores					
	Audited FY 18-19		Audited FY 19-20		Audited FY 20-21	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	2,050	2,157	2,032	2,204	2,083	2,285
<b>EBIDTA</b>	<b>169</b>	<b>181</b>	<b>262</b>	<b>280</b>	<b>398</b>	<b>430</b>
<b>EBIDTA %</b>	<b>8%</b>	<b>8%</b>	<b>13%</b>	<b>13%</b>	<b>19%</b>	<b>19%</b>
PBT	69	72	163	163	305	329
<b>PAT</b>	<b>58</b>	<b>61</b>	<b>114</b>	<b>113</b>	<b>216</b>	<b>237</b>
EPS	30	32	60	59	116	127
Book Value	363	355	389	387	447	458

## Key Highlights - FY21 Results

During FY21, PAT has more than doubled (110% up from FY20) on the back of higher speciality sales, better operating margins, and uptick performance by subsidiaries.

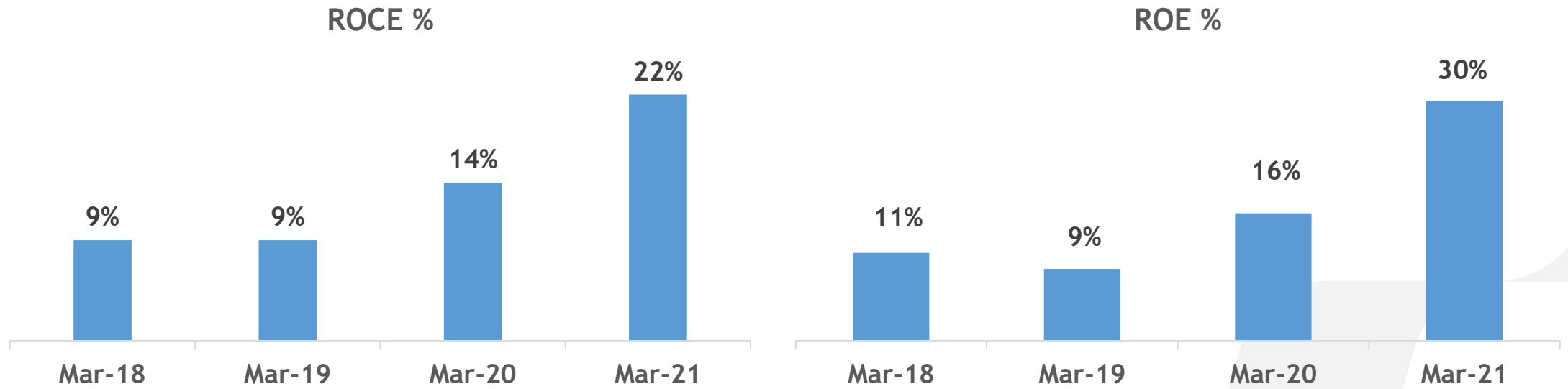
Credit rating agency CRISIL has upgraded Company's long term credit rating recently to **AA-** and short term credit rating to **A1+** with a **stable outlook** re-affirming strong financials.

Other key financial parameters like ROCE (22%), ROE (30%) and net debt to EBITDA (one times) also improved and are one of the best in the industry.

# Financials - ROCE & ROE



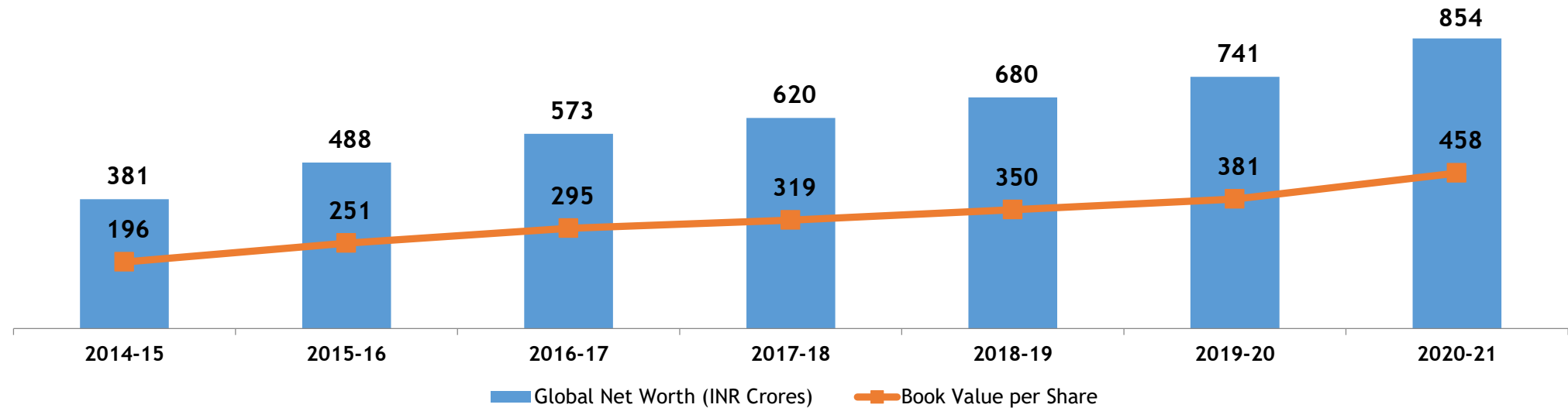
ROCE and ROE are on increasing trend ....



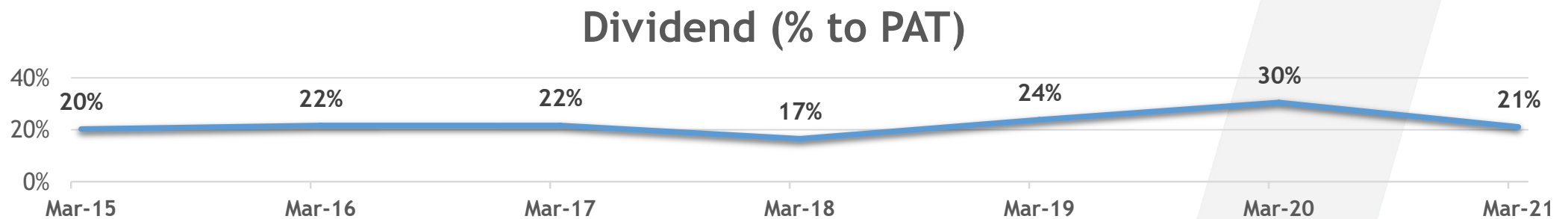
# Financials - Total Shareholders' Return



## Consolidated net worth and book value per share



## Consistent dividend payout record

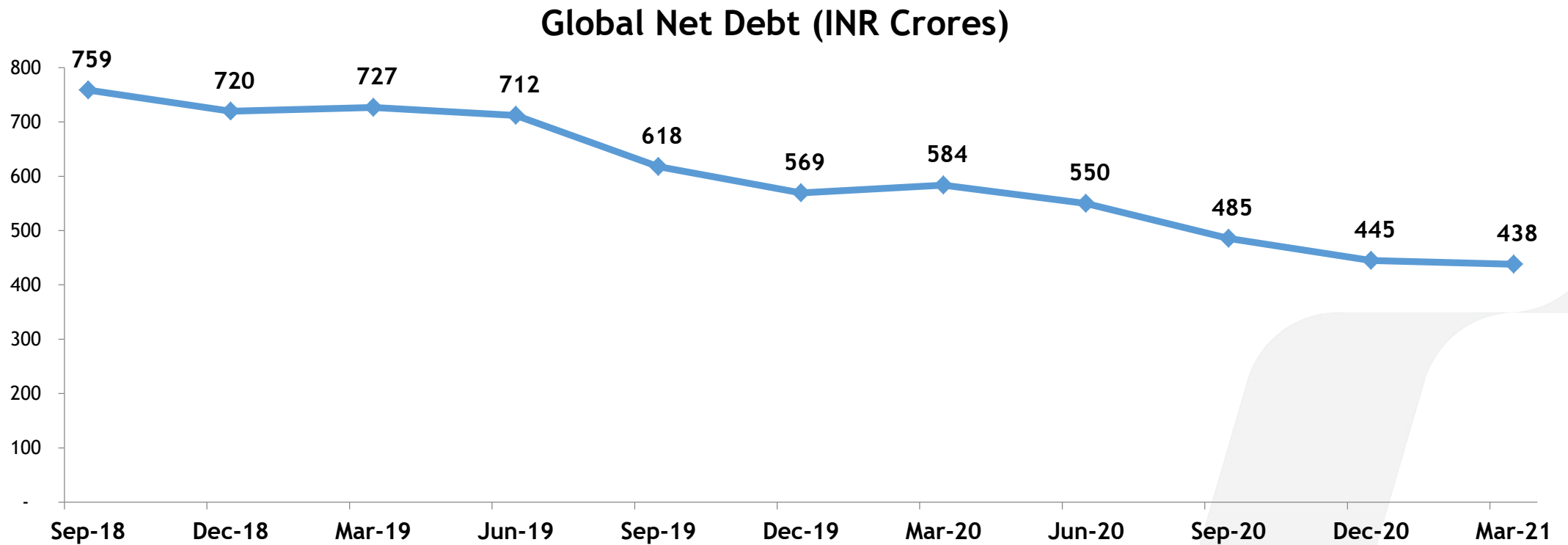


Dividend include DDT

# Financials - Consolidated Net Debt



Net Debt is coming down. At March 2021, net debt/EBITDA is at 1 times and net debt to equity at 0.5 times



## What Investors may expect?

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- ❑ **Flexible Packaging Business:** Transformation into primarily specialty films company with target 20% ROCE
- ❑ **Specialty Chemicals:** 20% revenue with 25% ROCE in about 4 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 (Speciality chemicals and Petcare) will drive growth.

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## Annexure: 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.

## Global Leader in Thermal Lam Films

- ❑ With the acquisition of GBC Commercial Print in June 2009, Cosmo is now the world's largest producer of thermal lamination films.

## Unique Proposition

- ❑ Uniquely positioned with good mix of specialty and commodity films.
- ❑ Widest product portfolio under one roof.
- ❑ Multiple lines allowing dedicated runs for speciality films.

## Production Facilities

Units in India & Korea with annual installed capacity as follows:

- ❑ BOPP Films: 196K MT
- ❑ Thermal Films: 40K MT
- ❑ Coated Specialty Films: 20K MT
- ❑ Metalized Films: 22K MT
- ❑ CPP Films: 10K MT
- ❑ Masterbatch: 10k MT

## Strong Export Footprints

- ❑ Leading BOPP Films exporter from India with export to more than 100 countries .

## Strong Financials

- ❑ Continuous growth and profitability track record.

## Corporate Governance & Professional Management

- ❑ Strong Independent board
- ❑ High on Corporate Governance
- ❑ Professional Management

## Strong R&D Focus

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

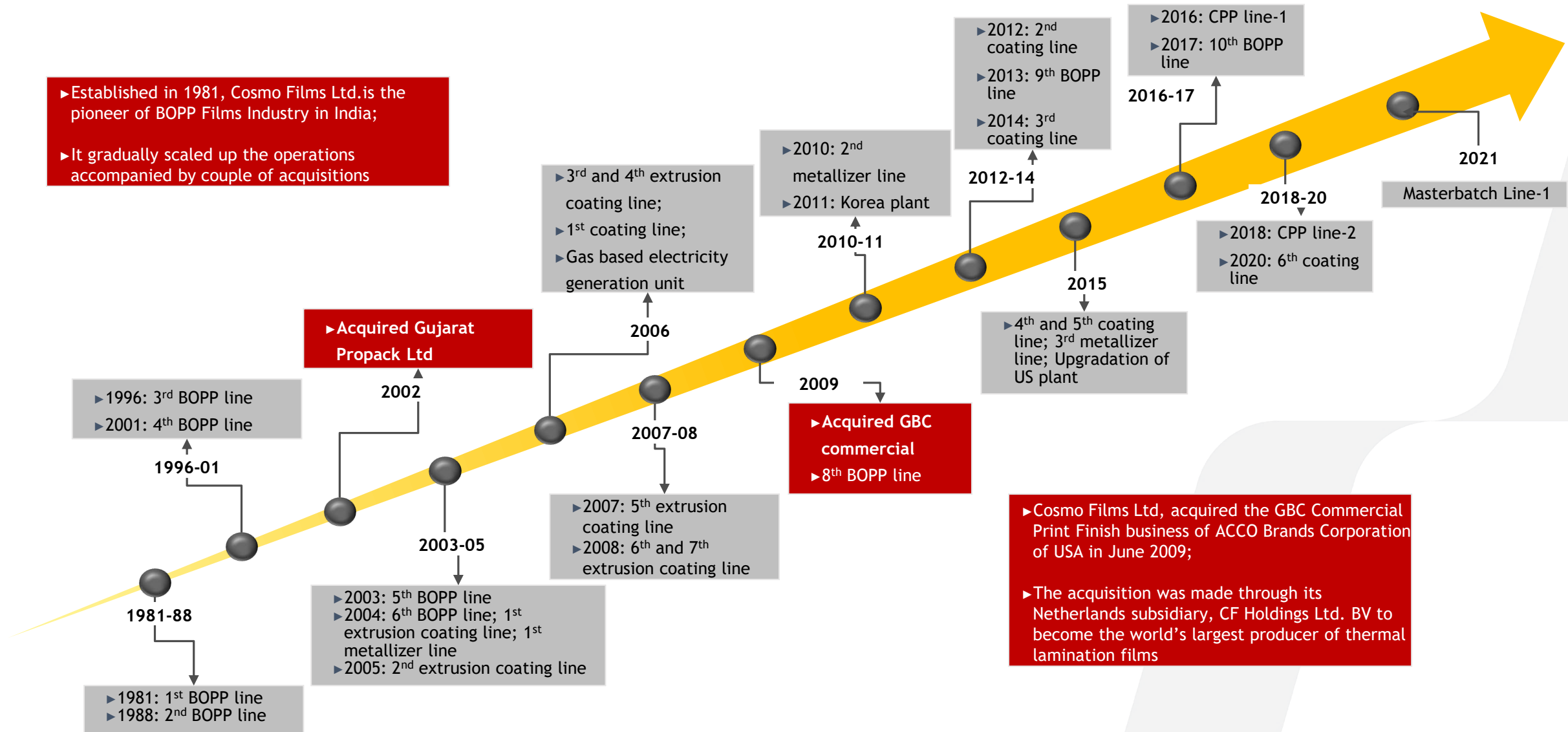
## Certification, Awards & Recognition

- ❑ ISO 9001:2000
- ❑ ISO 14001:2004
- ❑ British Retail Consortium (BRC)
- ❑ American Institute of Baking (AIB)
- ❑ CII Excellence Award for 5S
- ❑ Winner of several product innovation awards viz. PFFCA, Asia Star etc.

# Company Overview - 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 - BOPP EDGE



**MOISTURE BARRIER**  
Better Shelf Life,  
Guard Sensitive  
Products



**CHEMICALLY INERT**  
Suitable For Food &  
Pharma



**LOW COF AND LOW SIT**  
Good Machinability  
At High Speeds



**HEAT SEALABILITY**  
Suitable For Flexible  
Packaging



**EXCELLENT CLARITY &  
HIGH GLOSS**  
Better Aesthetics



**LOWEST DENSITY**  
Higher Yield



**LOW MELTING POINT &  
MOLECULAR WEIGHT**  
Fully Recyclable  
Environment Friendly



**VERSATILE IN NATURE**  
Additives Can Lead To  
Various Modifications  
& High Performance

# Company Overview - Manufacturing Footprint



		NUMBER OF LINES				
PLANTS		BOPP	Thermal	Coating	Metalizing	CPP
	Waluj, Aurangabad, India	5 Lines	2 Lines	3 Lines	1 Line	1 Line
	Karjan, Vadodara, India	3 Lines		1 Lines	2 Line	1 Line
	Shendra, Aurangabad, India	1 Line	5 Lines	2 Line	1 Line	
	Asan, Korea		1 Line			
	<b>TOTAL INSTALLED CAPACITY</b>	<b>1,96,000 TPA</b>	<b>40,000 TPA</b>	<b>20,000 TPA</b>	<b>22,000 TPA</b>	<b>10,000 TPA</b>



Waluj, India



Shendra, India

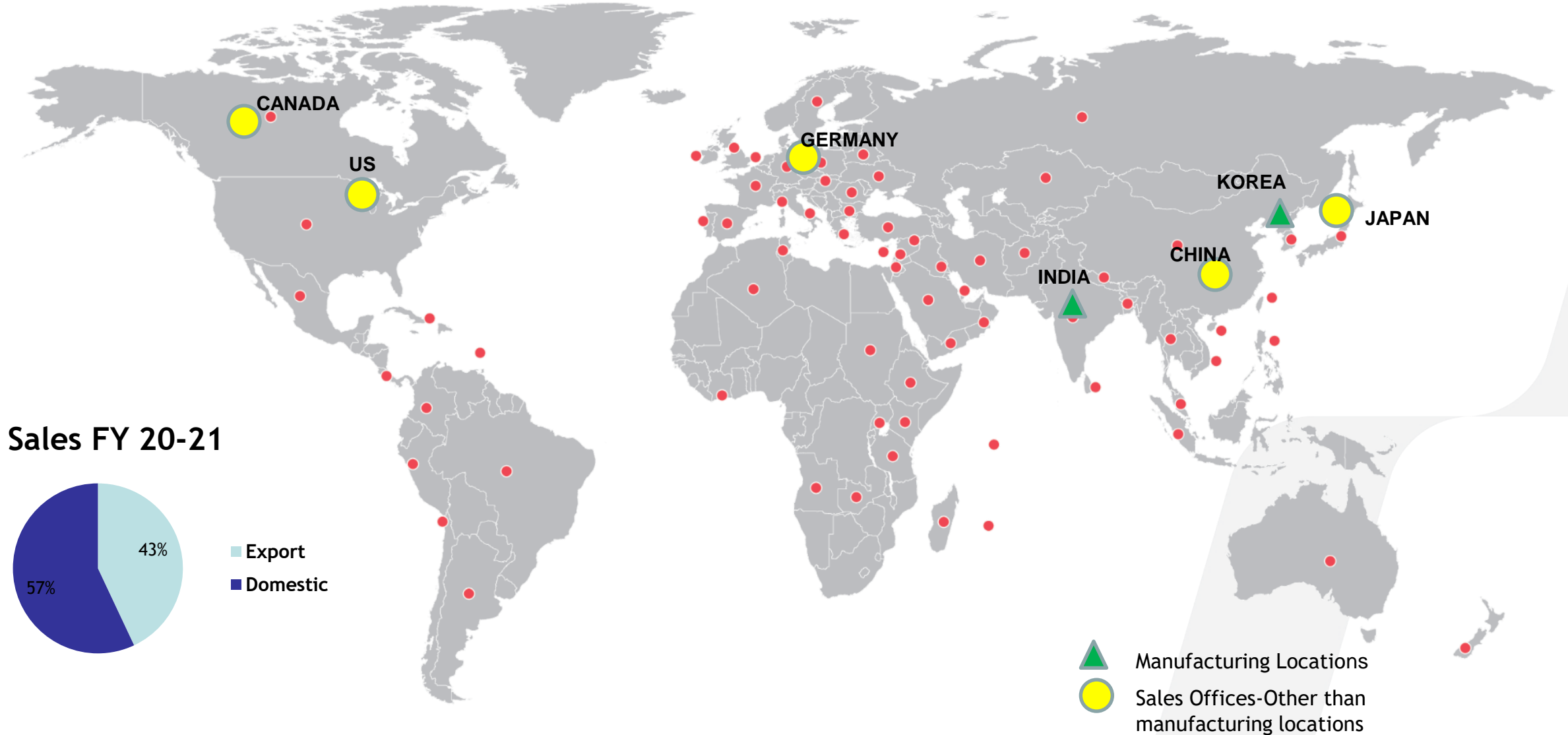


Karjan, India



Asan, Korea

# Company Overview - Customer Base



# Company Overview - Key Customers



Americk Packaging

Disclosure: All these are trademarks of respective Owners

# Company Overview - Some of the brands we service



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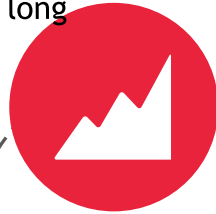
# India Industry Dynamics and Capex Strategy



- ❑ Global BOPP demand is estimated to be approx 8 million(+) MT per annum
- ❑ The global demand and supply are broadly balanced



- ❑ Currently India BOPP production capability is estimated at approx. 680k MT per annum.
- ❑ India domestic BOPP consumption is approx. 540k 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. On current India BOPP Industry demand base, one new line each year may not be sufficient to address India's growing demand.



- ❑ Company's future capex strategy is aligned with target to increase speciality to 80% by 2023. This will majorly de-commoditized business model

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

# Company Overview - Initiatives to improve Quality Culture



- Implemented Six Sigma System at the organizational level 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.
- Initiated small quality improvement projects with lower level cross functional teams to reduce customer quality complaints.
- Started shop floor technical training for sales & marketing team for better understanding of product applications and manufacturing processes.
- Got A grade rating from two of major customers during plant quality audit.
- Customer complaint weekly QA meeting has been started and has been adding value to the quality management system.
- Initiated sharing product success stories for publishing on social media.
- Developed online COA (Certificate of analysis) generation application in SAP for all three units to provide system generated COAs to customers.

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

# Some Recent Achievements



## 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 the Packaging Materials and Components category for CPP High Barrier Films
- SIES SOP Star Awards 2020 for its Barrier Coated Label Film in the Ancillary Packaging Materials Category



## 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
- Recognized as one of the top 500 corporates by Dun & Bradstreet
- Received the Best Employer Award at the 14th Aurangabad Employer Branding Awards
- Received the Aurangabad Manufacturing Leadership Award by the World Quality Congress
- Business Transformation Awards for exemplary innovation and transformation





# Board of Directors



**Mr. Ashok Jaipuria**  
Chairman & Managing Director

Our founder Chairman & Managing Director has more than 40 years of experience of the Corporate World. He is a Member of the Executive Committee of the FICCI, president of the Golf Foundation, a member of the Board of Governors of IIT- Patna and among the Board of Directors of DPS, Gurgaon.



**Mr. A. K. Jain**  
Whole Time Director

Mr. Jain has over four decades of experience in Finance and Accounts and General Management functions in industrial enterprises in India. Mr. Jain is a Commerce Graduate from Meerut University and an AICWA from ICWAI and a Certified Information System Auditor from Information System Audit and Control Association, USA.



**Mr. H. K. Agrawal**  
Independent Director

Mr. Agrawal has over four decades of experience in the fields of Strategic Management, Organization Structure, Finance and Training. He is an independent Management Consultant. Mr. H.K. Agrawal is a Mechanical Engineer from University of Jodhpur and MBA from Indian Institute of Management, Ahmedabad.



**Ms. Alpana Parida**  
Independent Director

Ms. Alpana Parida has more than two decades of extensive experience in retail and marketing communication in the US and in India. Ms. Alpana Parida graduated from IIM-Ahmedabad in and has a degree in Economics from St. Stephens, Delhi University. Currently she is the President of DY Works, India's oldest and largest Branding Firm headquartered in Mumbai.

# Board of Directors (Contd..)



**Mr. Pratip Chaudhuri**  
Non Executive Non Independent  
Director

Mr. Pratip Chaudhuri holds a BSc. (Hons) Degree from St. Stephen's College, Delhi University and MBA from University Business School, Chandigarh. He is a Certified Associate of Indian Institute of Bankers (CAIB). He retired as Chairman of State Bank of India, which is India's largest Bank. He is currently serving on the Board of several leading Companies.



**Mr. H. N. Sinor**  
Independent Director

Mr. H. N. Sinor has been a veteran banker, having spent over four decades in public as well as private sector banks like Union Bank of India, Central Bank of India and ICICI Bank. He was MD and CEO of ICICI Bank and after ICICI's merger with ICICI Bank, became Joint MD until his superannuation. He is also associated with various charitable and other trusts engaged in social activities.



**Mr. Rakesh Nangia**  
Independent Director

Mr. Rakesh Nangia is a well known tax veteran, having close to 4 decades of experience in advising Fortune 500 multinationals and Indian Business houses on a wide range of matters. He is currently the Founder and Managing Partner of Nangia & Co LLP and Chairman of Nangia Andersen Consulting Pvt. Ltd. He has been the National President of The Indo-Canadian Business Chamber and presently serves as the Co-Chairman at ASSOCHAM's International tax council. He is also associated with the Indo-American chamber for commerce. He is a council member of PHD chambers, member of CII's national committee on Taxation and member of FICCI's Council for Taxation.



**Mr. Anil Wadhwa**  
Independent Director

Mr. Wadhwa is an Ex- Member of the Indian Foreign Services. He holds a Masters Degree in History with specialization in Chinese History and Medieval Indian History and Architecture. He has served as Indian Ambassador to Poland, Lithuania, Sultanate of Oman, Thailand, Italy and San Marino. He has also served as a Permanent Representative of India to the Rome based UN Agencies—FAO, IFAD and WFP. He was Secretary (East) in the Ministry of External Affairs in New Delhi from 2014-2016 looking after South-East Asia, Australasia and Pacific, Gulf and West Asian regions. He was also the leader of the Senior officials to all meetings of ASEAN, ASEM, ACD, Arab League, Mekong- Ganga Cooperation, ARF and East Asia Summit.



**Mr. Pankaj Poddar**  
Chief Executive Officer

Mr. Pankaj Poddar's career spans over a period of more than two decades in finance, advisory, assurance and various leadership as well as management roles. Before joining Cosmo, Pankaj has worked with automotive & FMCG industries. His last stint was with Avon Beauty products as –Director Finance. Pankaj has also worked as the India CFO for Delphi Automotive Systems, Regional Head Assurance Services for Reckitt Benckiser and Manager Advisory & Assurance Services in Ernst & Young. Pankaj is a B.Com (H) from SRCC, qualified Chartered Accountant and holds a diploma in management. Awarded Indian CEO of the Year - 2016 by Brand Summit India.



**Mr. Neeraj Jain**  
Chief Financial Officer

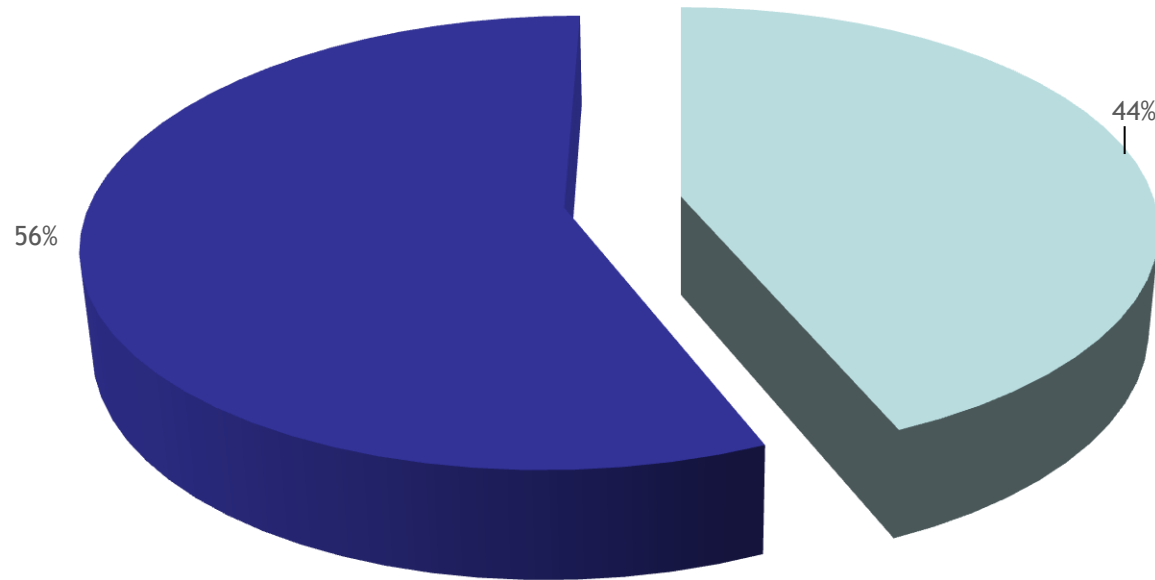
Mr. Neeraj Jain has over two decades of experience in finance, business planning, business strategy, taxation and risk management. Neeraj is with the Cosmo Films from March 2013 and has worked with Havells, Aditya Birla Management Corporation and Bajaj Allianz on different leadership roles before joining Cosmo Films. He is a Bachelor of Commerce from Delhi University, a qualified Chartered Accountant and a Certified Information Systems Auditor (CISA) from ISACA, USA.



**Mr. Sanjay Chincholikar**  
Head- Operations (India Films Business)

Mr. Sanjay Chincholikar's career spans over three decades in the field of manufacturing, engineering, projects, quality control, application and business development, sales and marketing and various leadership as well as management roles. In his current role, he heads Operations of India Films Business and is responsible for Manufacturing, Engineering, Research & Development, Quality Assurance and Technical Services Function. Sanjay is a Mechanical Engineer as well as a B.COM graduate. He is a post graduate in Sales and Marketing and holds a Diploma in management, business & factory management. He is also a certified Energy Manager by Bureau of Energy Efficiency, Government of India.

## Shareholding Pattern (%age)



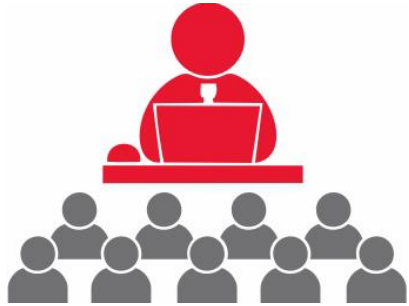
- Promoter Shareholding\*
- Non-Promoter Shareholding\*

### Top Non-Promoter Shareholders\*:

1. M/s Cosmo Films ESOP 2015 Trust	1.8%
2. Mr. Aequitas Equity Scheme I	1.0%
3. Acadian Emerging Markets	0.8%
4. Aequitas Investment Consultancy	0.7%
5. Mr. Vikas Mehra	0.6%
6. Ms. Shivani Tejas Trivedi	0.6%
7. Ms. Dolly Khanna	0.5%
8. Manishaben Jintendrabhai Lakhani	0.5%
9. LSV Global Concentrated Value Fund	0.4%
10. I Wealth Fund	0.3%

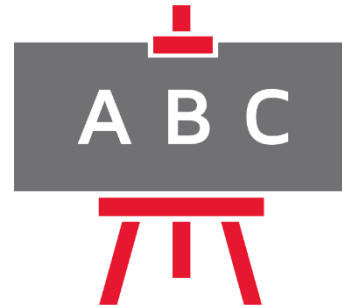
\* As at June 30, 2021

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



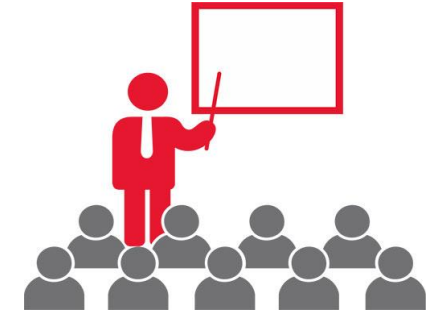
### Computer Literacy Program

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



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 Films speak only as to the date they are made, and Cosmo Films 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.

**Thank you**



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