

# A Perspective

## August 2022

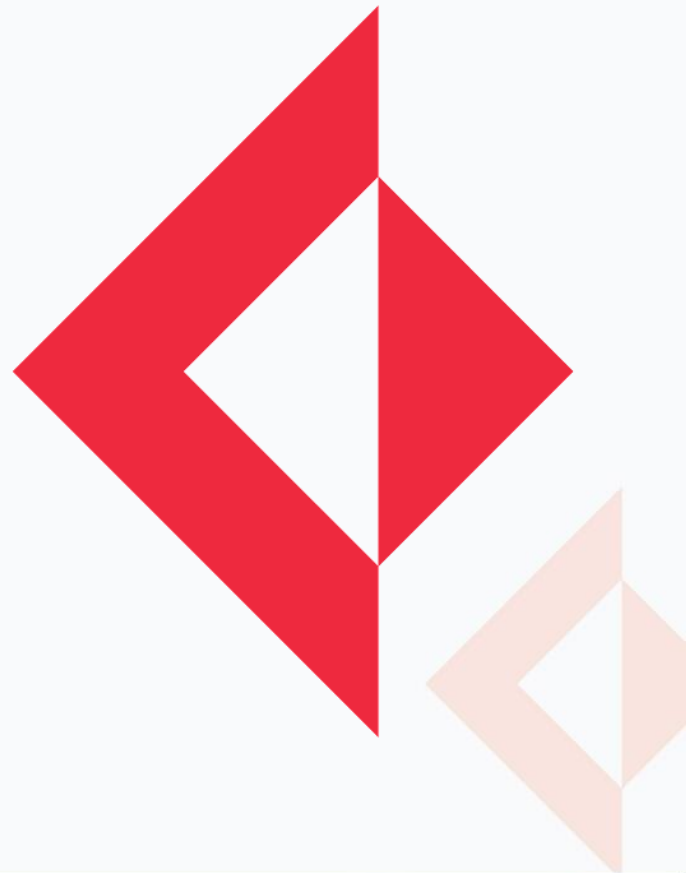
Speciality Films, Speciality Chemicals & Petcare

Flexible Packaging | Lamination | Labeling | Synthetic Paper | Speciality Chemicals | D2C Petcare

# Disclaimer

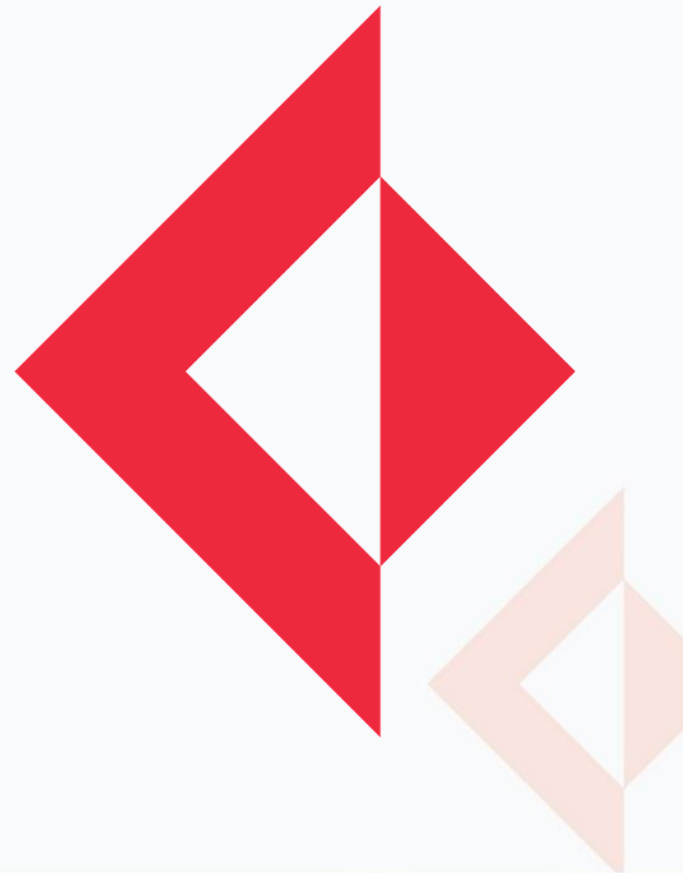
Certain statements in this presentation are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results other financial condition 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
- ☐ June 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.

## 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.

## Unique Proposition

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

## Films Production Facilities – Annual Capacity

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

## Ventured into Specialty Chemicals

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

## 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

## Strong Financials

- ❑ Continuous growth and profitability track record.
- ❑ Net Debt/EBITDA: 0.5 times (March 22)
- ❑ Net Debt/Equity: 0.3 times (March 22)

## Strong R&D Focus

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

## ESG and Sustainability Initiatives

- ❑ Environment: Focus on reducing Green House Gas missions, green energy at plants, waste reduction, water treatment etc and other green initiatives
- ❑ 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 volume)



Three Verticals:

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

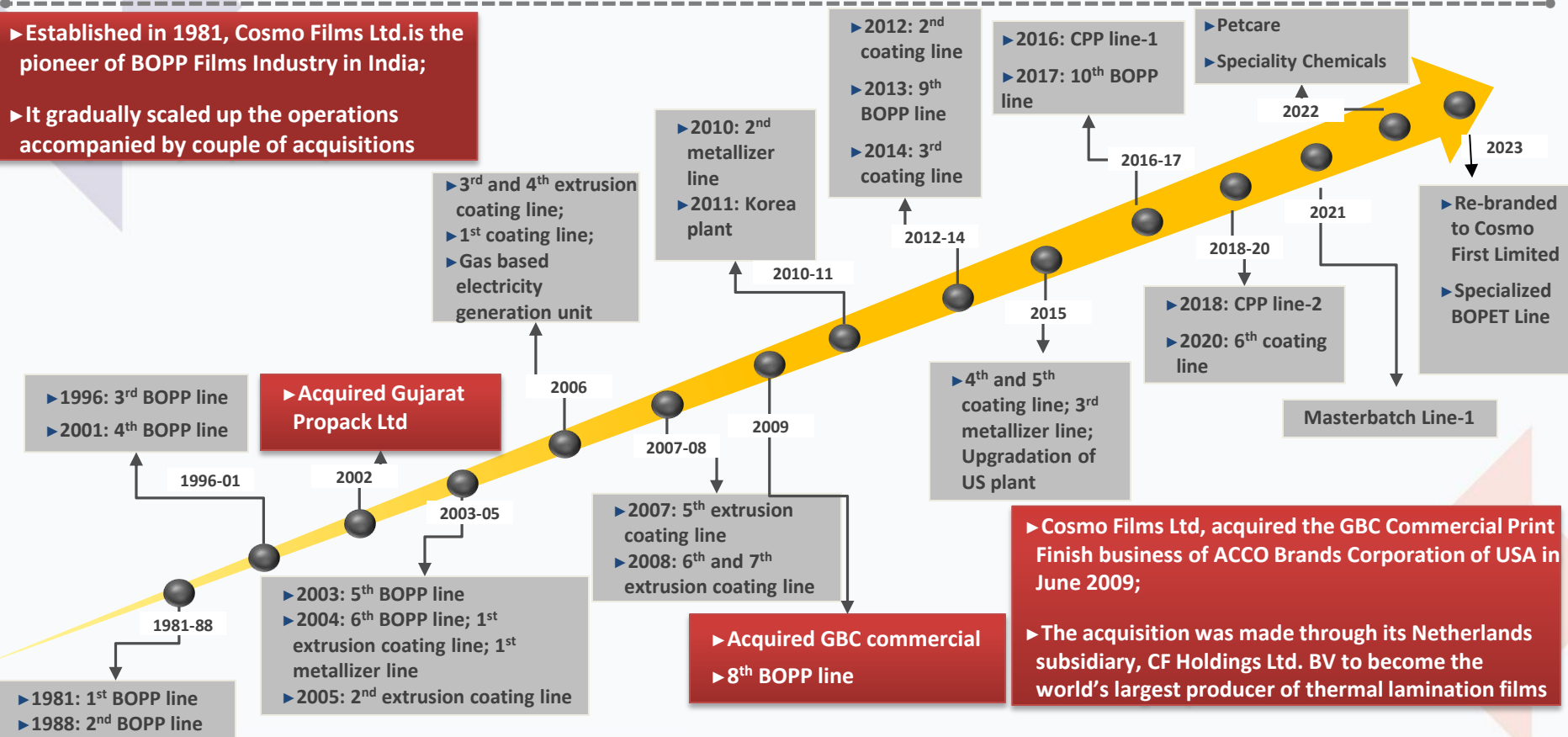


Zigly is D2C, Digital First Omni Channel platform for Pets (Petcare is high growth Industry growing at 25% CAGR)

# 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



# 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**



# JUNE 2022Q - RESULTS UPDATE

# June 2022 Quarter - Performance Snapshot

Revenue - INR 843 Crs 23% 

EBITDA - INR 150 Crs 6% 

PAT % - INR 93 Crs 7% 

ROCE % - 27%

ROE % - 36%

EPS (TTM) – INR 150 per share

Bonus Shares in Q1, FY23 - 1:2

INR Crs

Particulars	Unaudited Q1 FY 22-23		Audited Q4 FY 21-22		Unaudited Q1 FY 21-22	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	791	843	730	821	648	688
EBIDTA	143	150	146	165	120	142
EBIDTA %	18%	18%	20%	20%	19%	21%
PBT	118	123	119	135	96	116
PAT	88	93	93	108	67	87
EPS*	124	150	117	148	86	101

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

## Management Commentary

- During June 2022Q, the flexible packaging industry experienced pressure on margins due to commissioning of several new production lines within a short span of 4-5 months. This caused temporary imbalance in the demand supply scenario.
- Margins were also under pressure in the overseas subsidiaries due to increased raw material costs and weakening of foreign currencies against US dollar.
- **Our sustained focus on speciality films (65% volume) in the last 2-3 years and ongoing improvement of internal efficiencies helped achieving higher EBITDA despite the margin pressure.** The demand supply balance should get restored over the next few quarters with strong organic growth in domestic demand and geo-political normalcy returning in Europe.

# 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
  - ✓ Targeting High Growth (70% capacity increase in 3 years) – Specialized BOPET Line (Q2, 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)
  - ✓ 29% ROCE and 39% ROE – March 2022
  - ✓ Strong financials (net debt/EBITDA at 0.5 times, net debt/equity at 0.25 times)
  - ✓ Credit Rating enhanced to AA- 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	Specialised BOPET Line with Value add assets	450	30,000	H2'FY2023
2	BOPP Line (World's Largest Line)	350	67,000	H1'FY 2026
3	CPP Films Line	140	25,000	FY2025
Total		940		

## 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 double digits 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

# 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. 800k MT per annum.
  - India domestic BOPP consumption is approx. 600k 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



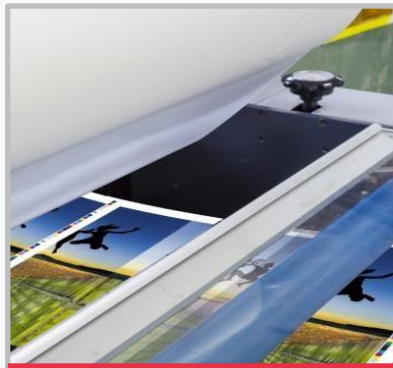
# Films Business - Speciality Films Product Portfolio

**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**

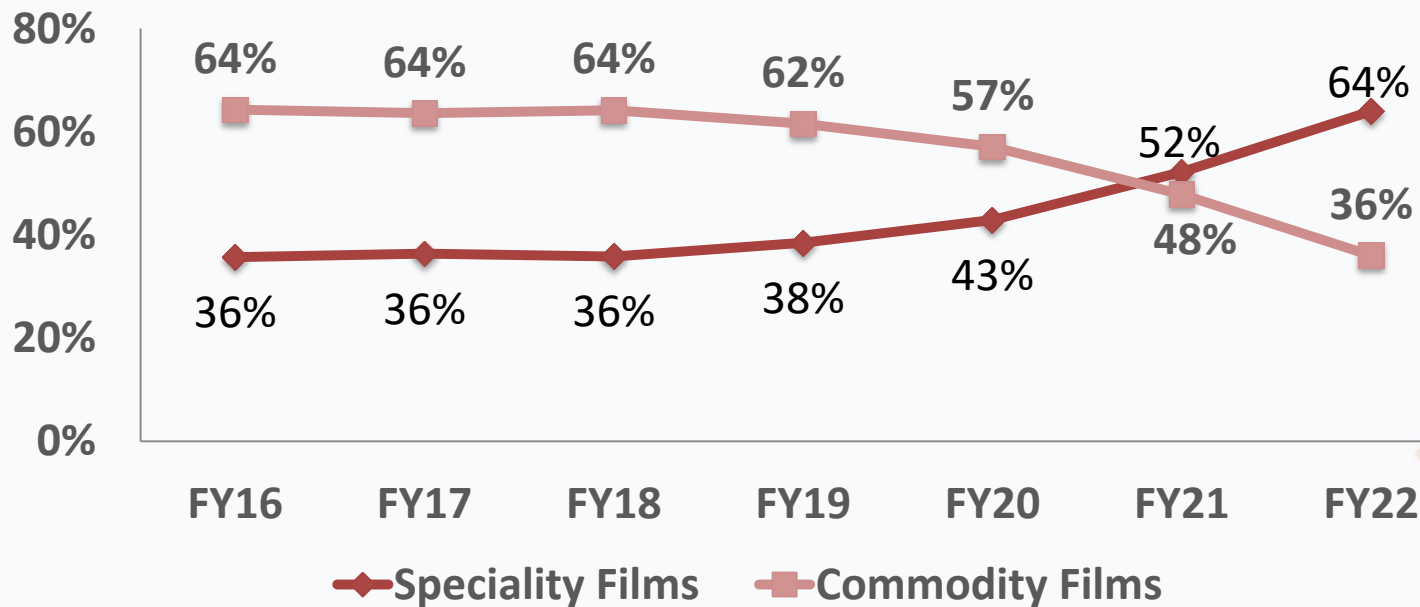
- **Synthetic paper**
- **Cable Overwrap**
- **Other Specialized Film**

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

# Films Volume: Speciality vs Commodity

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



- ❑ 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
- ❑ 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)

- ❑ 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

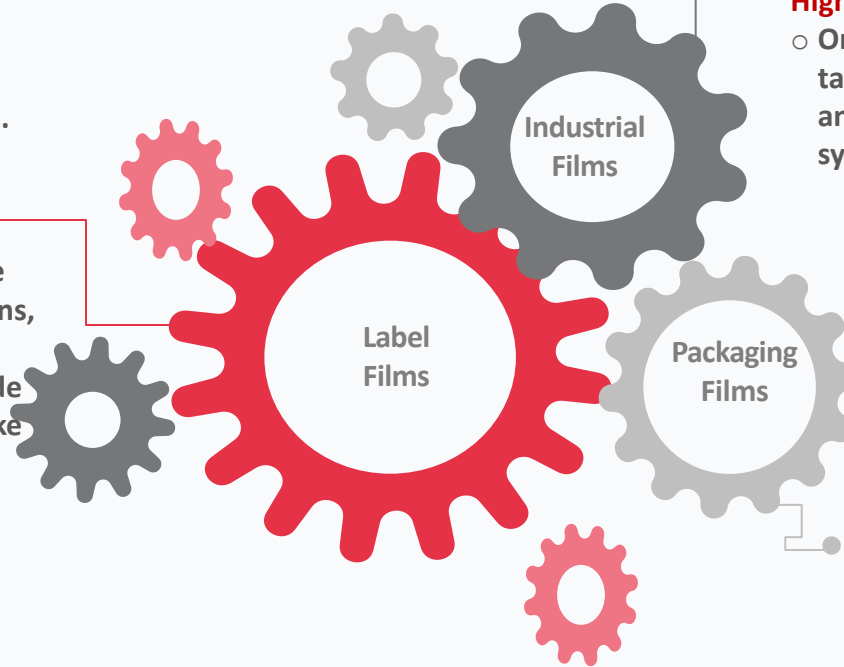
# Speciality Films: Some Products launched during recent quarters

## 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

## Shendra, Aurangabad, India

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

## Asan, Korea

Thermal- 1 line

## Karjan, Vadodara, India

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

## TOTAL INSTALLED CAPACITY

BOPP – 1,96,000 TPA ( 9 lines)

Thermal – 40,000 TPA ( 8 lines)

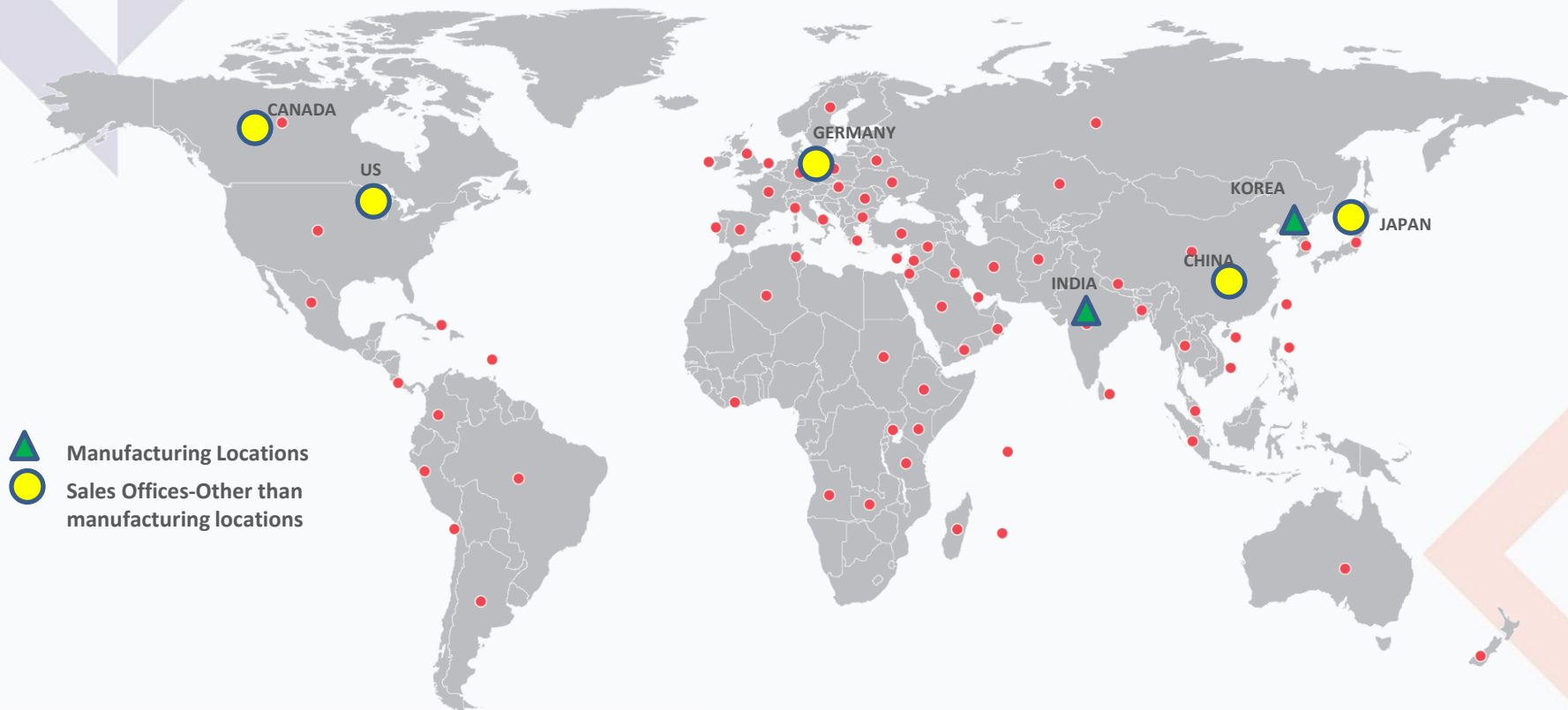
Coating – 20,000 TPA (6 lines)

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



amcor

Huhtamaki



**Aditya Flexipack**



UPM

**COVERIS**  
HIGH PERFORMANCE PACKAGING

**MINI PAK**

**Constantia**  
Flexibles

**KRIS**  
FLEXIPACKS



self-adhesive materials



FLEXO SPRING S.A.S.

**GARLOCK**  
Printing & Converting

**CLONDALKIN**  
a group with focus  
FLEXIBLE PACKAGING

**SMI**  
Consistently Relevant Solutions

**PLASTICEL**  
PLASTICOS ESPECIALES S.A.

**Printpack**  
Packaging Better Ideas®

**bak ambalej**



**AVERY DENNISON**

**altea**  
PACKAGING

**CCL**

**Americ Packaging**



pepsi

**COLGATE-PALMOLIVE**



Unilever



GODFREY PHILLIPS  
—INDIA LIMITED—

**PARLE**

**Mars**

**Reckitt Benckiser**

**P&G**

**Dufil**

**Coca-Cola**

**PERFETTI**  
M&M's

**Nestlé**

**ITC**  
ITC Limited



**Carlsberg**

**Lindt**

**Cadbury**



**UB**  
United Biscuits

**Cream bell**

**FERRERO ROCHER**

**ConAgra Foods**  
Food you love

# Research and Development – A Snapshot



## 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 5 years
- ❑ Screen, UV Flexo, Direct Thermal and Thermal Transfer printers

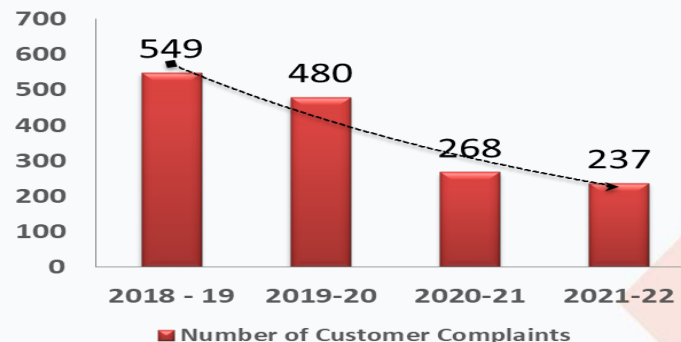


## Achievements

- ❑ 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



```
graph TD; SC[Specialty Chemicals] --> MB[Masterbatches<br/>(Capacity- 10K MT)]; SC --> A[Adhesives<br/>(Capacity- 2.5K MT)]; SC --> TC[Textile Chemicals & Coatings<br/>(Capacity- 5K MT)];
```

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

Pet care sales by 2022

**3% CAGR**

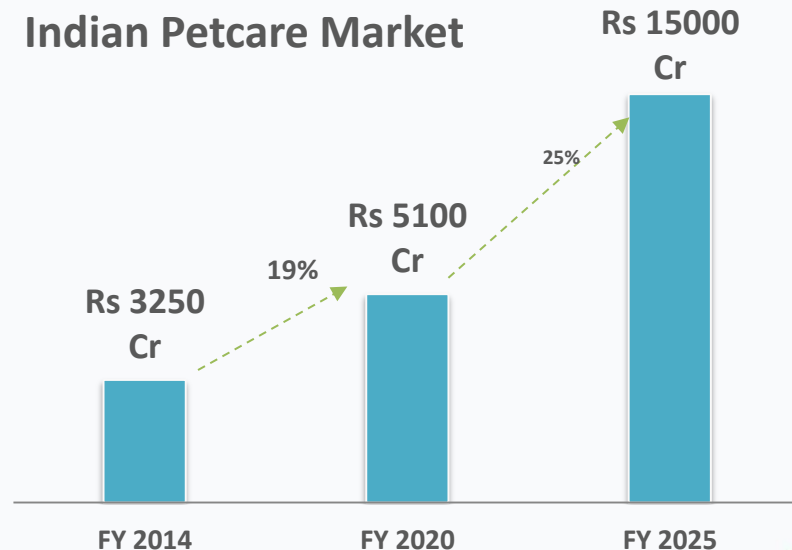
Between 2017-2022

**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 than 68% and growing.

## Indian Petcare Market



The Pet care market in India is booming

- ~25% CAGR
- ~20MM pets
- ~1MM annual adoptions
- Pet parents spend ~\$10 Bn on their pets annually, including both products and services

# Petcare Vertical – Business Plan

- ❑ India Petcare industry INR 7k crores (25% 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
- ❑ To tap the opportunity, planned D2C Omni channel business model to address pets need at every stage of life
- ❑ Launched Pet care in Q2, FY22 with simultaneous launch of website, mobile van and its flagship store under brand name “Zigly”
- ❑ Plans to launch 15 nos experience centers in FY23 (4 already started) and enhance online presence. Target 150 experience centers in next a couple of years.
- ❑ Plan to demerge Petcare vertical into separate company in medium term.

# Zigly: Key Highlights

## Business

- ✓ Targetting GMV of Rs. 15 Crores in FY'23
- ✓ 54% Repeat customer MoM
- ✓ 2800+ customer data

## Customers

- ✓ 5500+ Customers served Online – 2600+
- ✓ 2000+ Customers per month (33% growth every month)

## Brand

- ✓ Launch of 3 new Experience Centres in Delhi NCR during FY'23
- ✓ Launched first PetCare App in industry to enable pet care solutions at fingertips.
- ✓ 1,00,000 + Followers on social media platforms

## Pet Services (Core)



Pet Grooming



Pet Vet Care



Online Vet Consulting



Pet Training

## Products (Complementary)



Wellness products



Dry dog food products, dog treats & mixers



Other pet products



OTC/Prescription based medicine



Dietary Supplements

## Value Added Services (Ancillary)



Community



Events & Activities

# 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

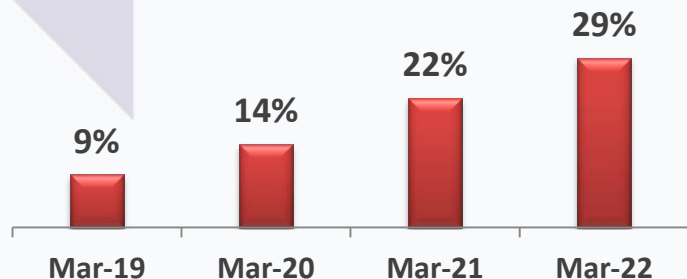
\* Adjusted for Bonus shares.

## Key Highlights – FY22 Results

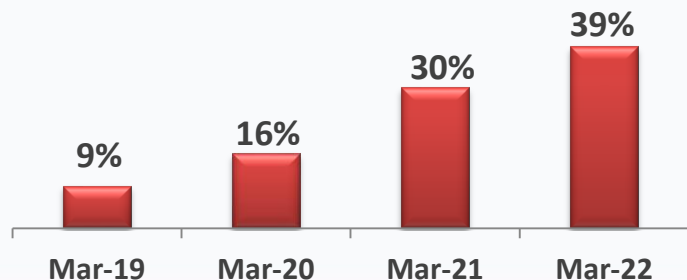
- ❑ FY22 PAT has been increase by 68% on back of higher speciality sales, better operating margins, and uptick performance by subsidiaries.
- ❑ CRISIL upgraded Company's long term credit rating to AA- and short term credit rating to A1+ with a stable outlook.
- ❑ Other key financial parameters like ROCE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

# Key Financial Snapshot

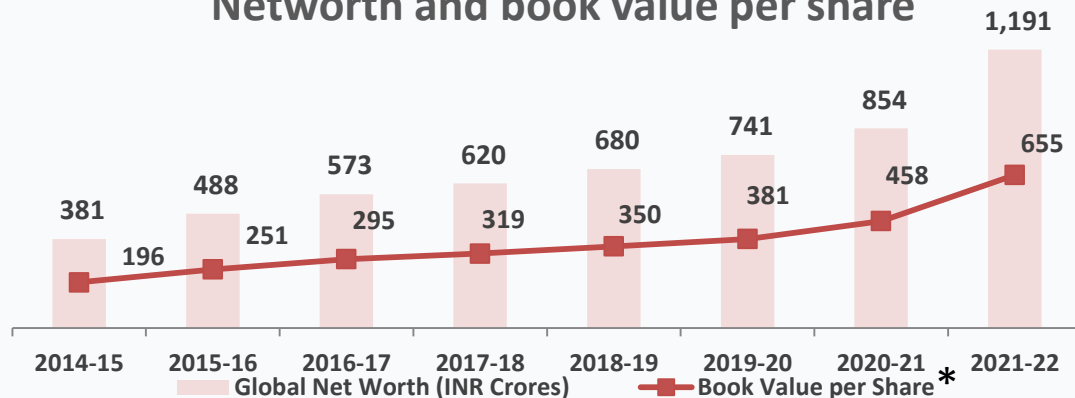
## ROCE %



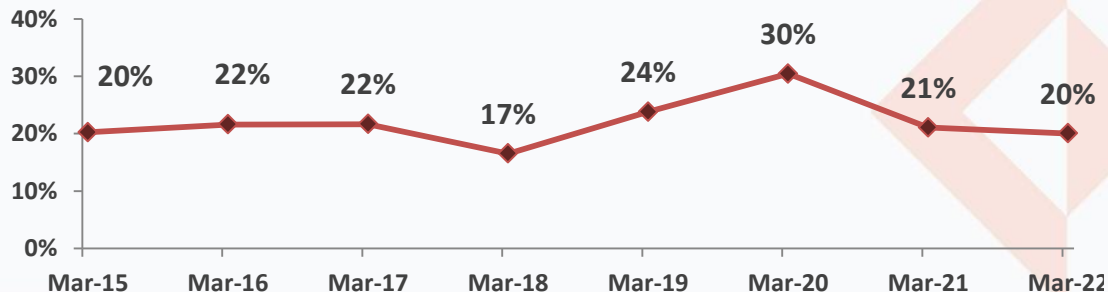
## ROE %



## Networth and book value per share



## Dividend (% to PAT)

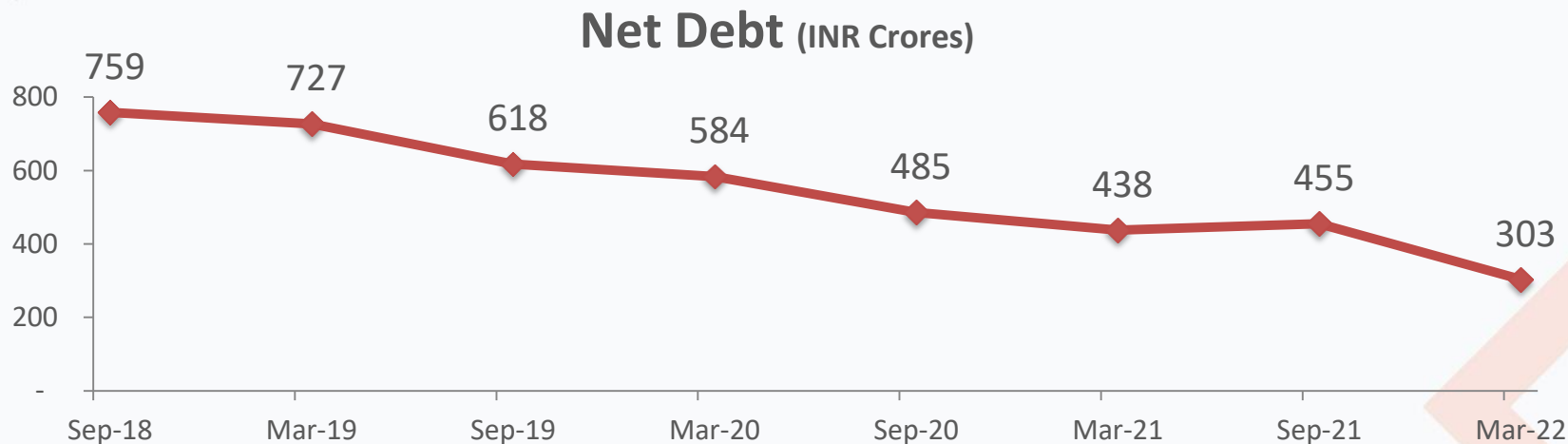




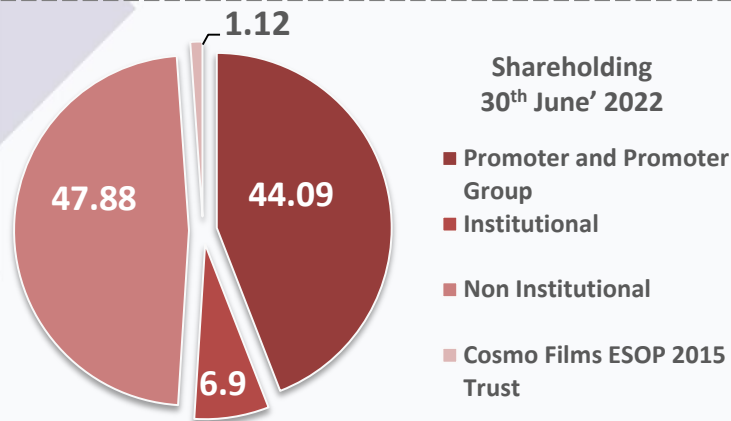
# Leverage Profile

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 - June 2022



## Historical Shareholding Pattern

(in %)	Jun-22	Mar-22	Dec-21	Sept-21
Promoter	44.09	44.09	44.09	44.09
Institutional	06.90	07.18	06.69	05.84
Non Institutional	47.88	47.69	48.10	48.51
Shares held by Employee Trust	01.12	01.04	01.12	01.56

## Top Non-Promoter Shareholding – 30<sup>th</sup> June 2022

1	Acadian Emerging Markets Small Capp Equity Fund LLC	0.89%
2	Aequitas Equity Scheme I	0.78%
3	Vikas Mehra	0.57%
4	Aequitas Investment Consultancy Private Limited	0.56%
5	Shivani Tejas Trivedi	0.56%
6	Manishaben Jitendrabhai Lakhani	0.54%
7	Pankaj Poddar	0.48%
8	Emerging Markets Core Equity Portfolio (The Portfolio) of DFA Investment Dimensaions Group INC. (DFAIDG)	0.44%
9	Dolly Khanna	0.33%
10	Anishya Obhrai Madan	0.32%

# ESG and Sustainability Initiatives

# 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.**

# Corporate Governance

## *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.



# Corporate Social Responsibility

## 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

- 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 the Packaging Materials and 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
- Received the Best Employer Award at the 14th Aurangabad Employer Branding Awards



# Thank You

For more information, please contact:

**Cosmo First Ltd.**

**Mr. Neeraj Jain**

Group Chief Financial Officer

Email ID: [neeraj.jain@cosmofirst.com](mailto:neeraj.jain@cosmofirst.com)

**Adfactors PR Pvt. Ltd.**

Aashvi Shah / Snighter Albuquerque

Tel: +91 98210 43389/ +91 9819123804

Email: [aashvi.shah@adfactorspr.com](mailto:aashvi.shah@adfactorspr.com) / [snighter.a@adfactorspr.com](mailto:snighter.a@adfactorspr.com)