

# A Perspective

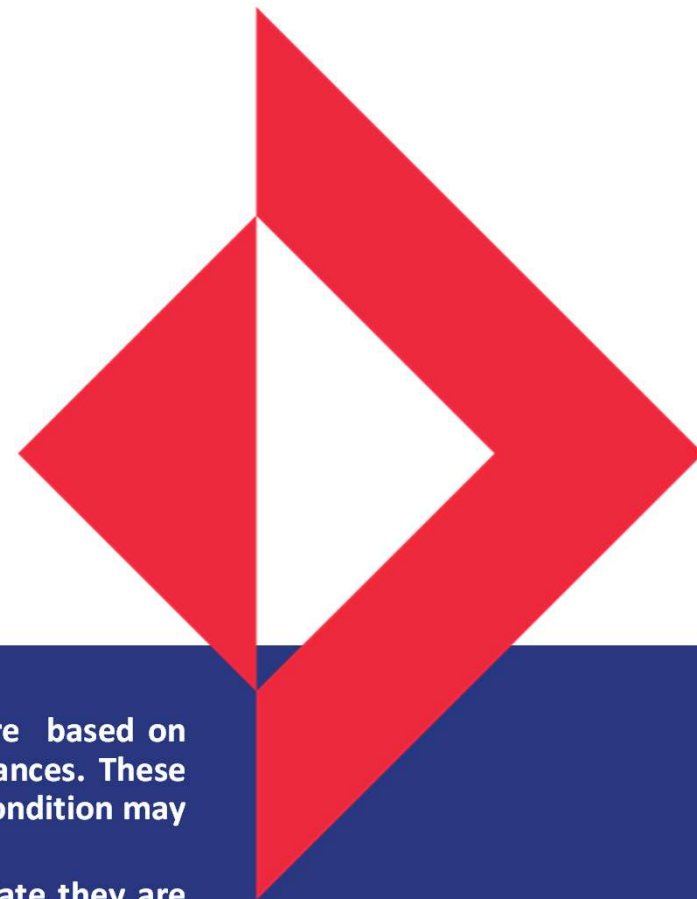
May 2024

Speciality Films, Speciality Chemicals, Rigid Packaging & Petcare

Flexible Packaging | Lamination | Labeling | Synthetic Paper | Speciality Chemicals | Plastech | Sunshield | D2C Petcare (Zigly)

# Discussion Summary

- Cosmo First – An Overview
- March 2024: Quarter - Performance Snapshot
- Strategic Perspective
- Our Businesses:
  - ✓ Films Business
  - ✓ Specialty Chemicals
  - ✓ Rigid Packaging (Plastech)
  - ✓ D2C Petcare (Zigly)
- Financial Overview
- ESG Focus



## 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.

# 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 leading 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
- ❑ Capacitor Metallization Films: 700 MT

## Strong Financials

- ❑ Continuous growth and profitability track record.
- ❑ Net Debt/EBITDA: 2.2 times (Mar'24)
- ❑ Net Debt/Equity: 0.4 times (Mar'24)

## 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.

## Related diversifications

- ❑ Speciality Chemicals
- ❑ Rigid Packaging
- ❑ Suncontrol Films (FY'25 onwards)

## Strong R&D Focus

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

## Unique Proposition

- ❑ Uniquely positioned with a strong blend of specialty/semi-specialty (64% in FY'24) and commodity films.
- ❑ Globally amongst top four in BOPP Specialty films
- ❑ Set to be India's largest BOPP producer.

## 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

## 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 62k+ students, over 650k lives touched and over 100k trees planted.
- ❑ Governance: Strong Independent board with 70% of Independent Directors

# Company Overview – Businesses

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*Ahead Always*



Speciality films focused business with target to sell 80% BOPP based volume of speciality films by FY26 (FY24 Speciality 64%)



End-to-end rigid packaging vertical (From Q3'FY24)



Automotive, architectural, safety & decorative window films (Upcoming in FY'25)



Verticals:

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

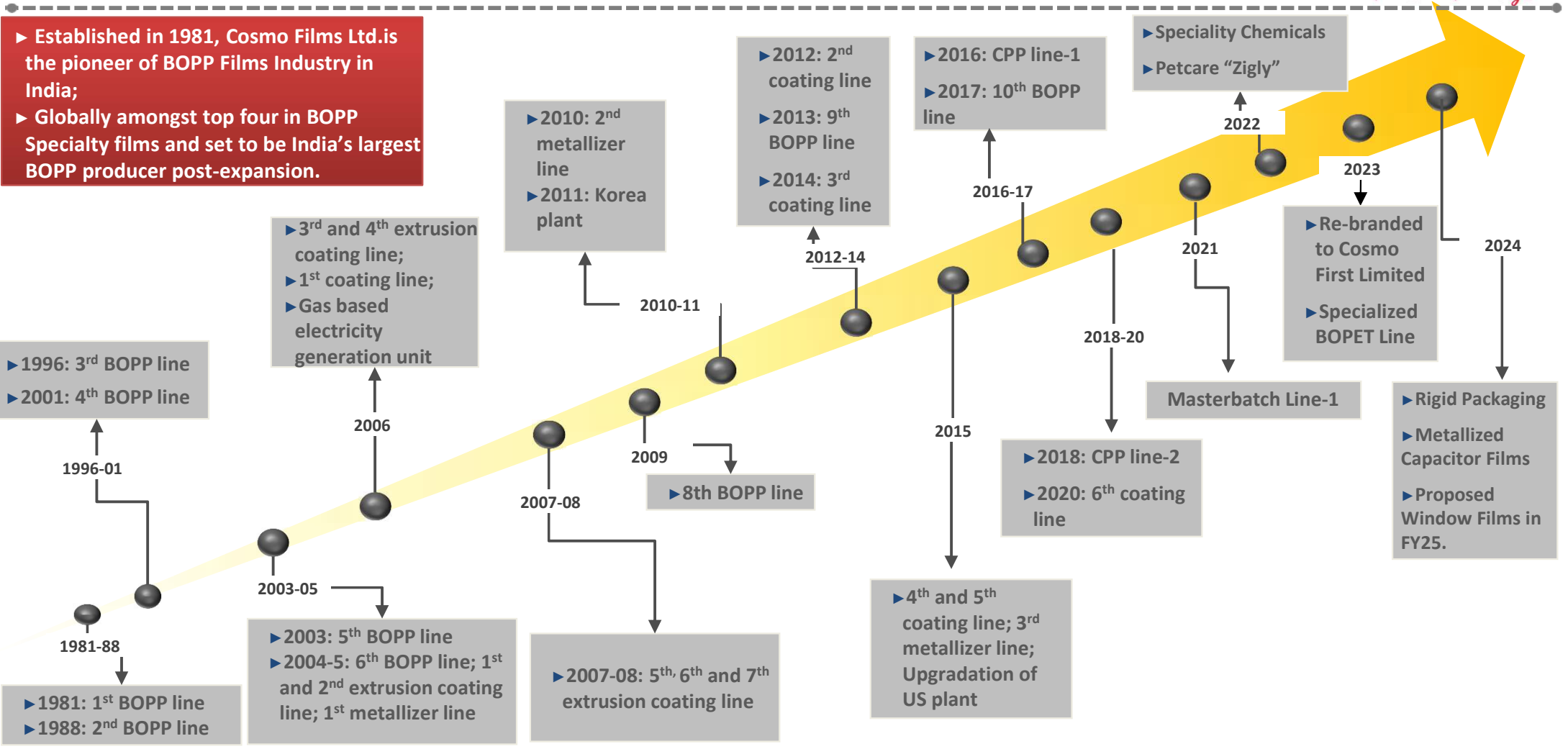


Zigly is D2C, Digital First Omni Channel platform for Pets (Petcare is high growth Industry growing at 25% CAGR)

# Company Overview - Key Milestones

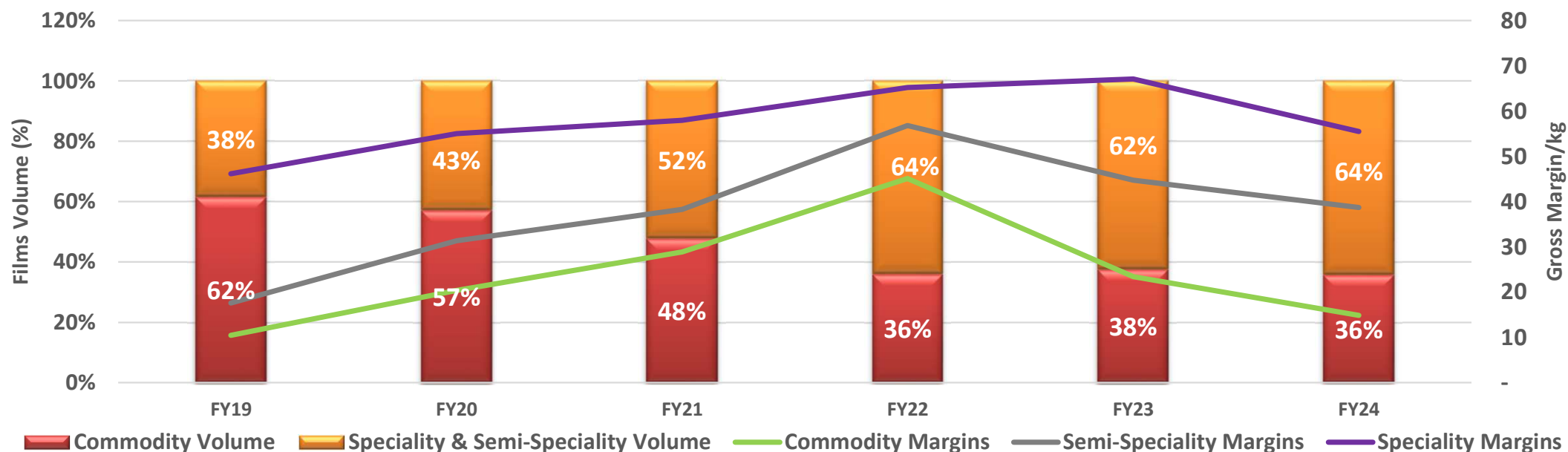
**Cosmo First**   
*Ahead Always*

▶ Established in 1981, Cosmo Films Ltd. is the pioneer of BOPP Films Industry in India;  
▶ Globally amongst top four in BOPP Specialty films and set to be India's largest BOPP producer post-expansion.



# Speciality & Semi Speciality Growth and Margins

- Expanding Speciality & Semi-Speciality films portfolio (high margin category) (FY24 64% volume; 11% CAGR over last 5 years).
- Target 80%+ volume from Speciality & Semi Speciality segment by 2026.

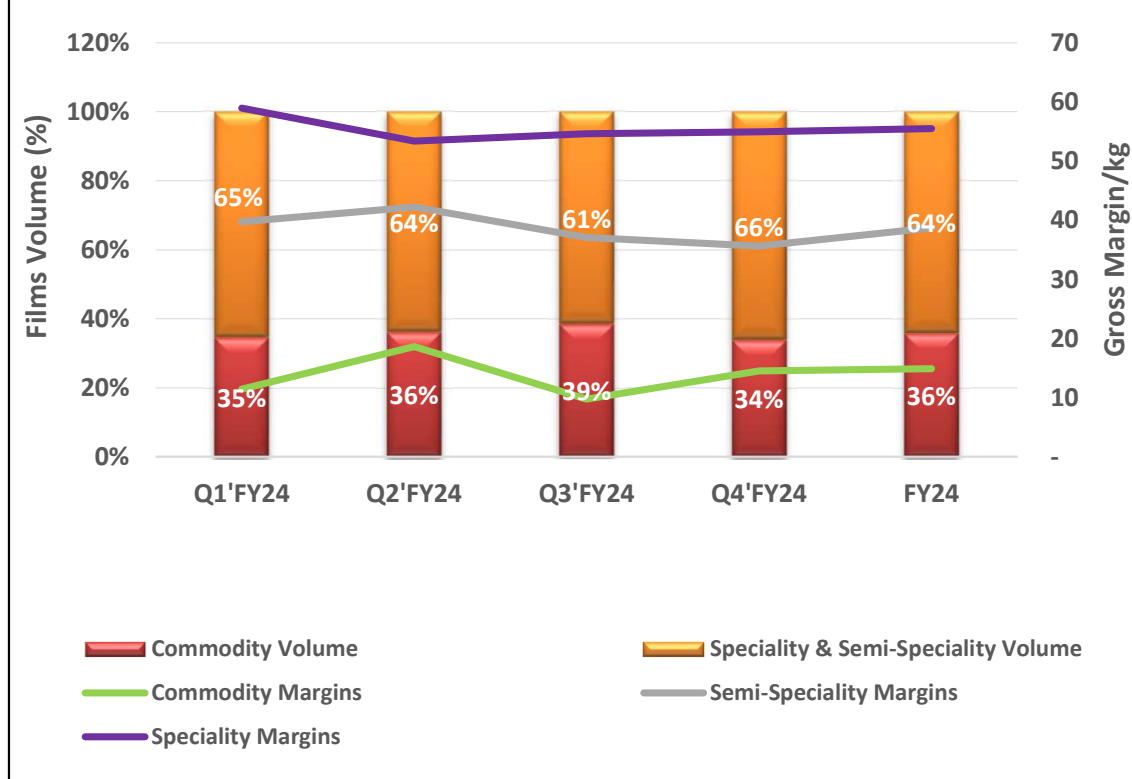


Notes:

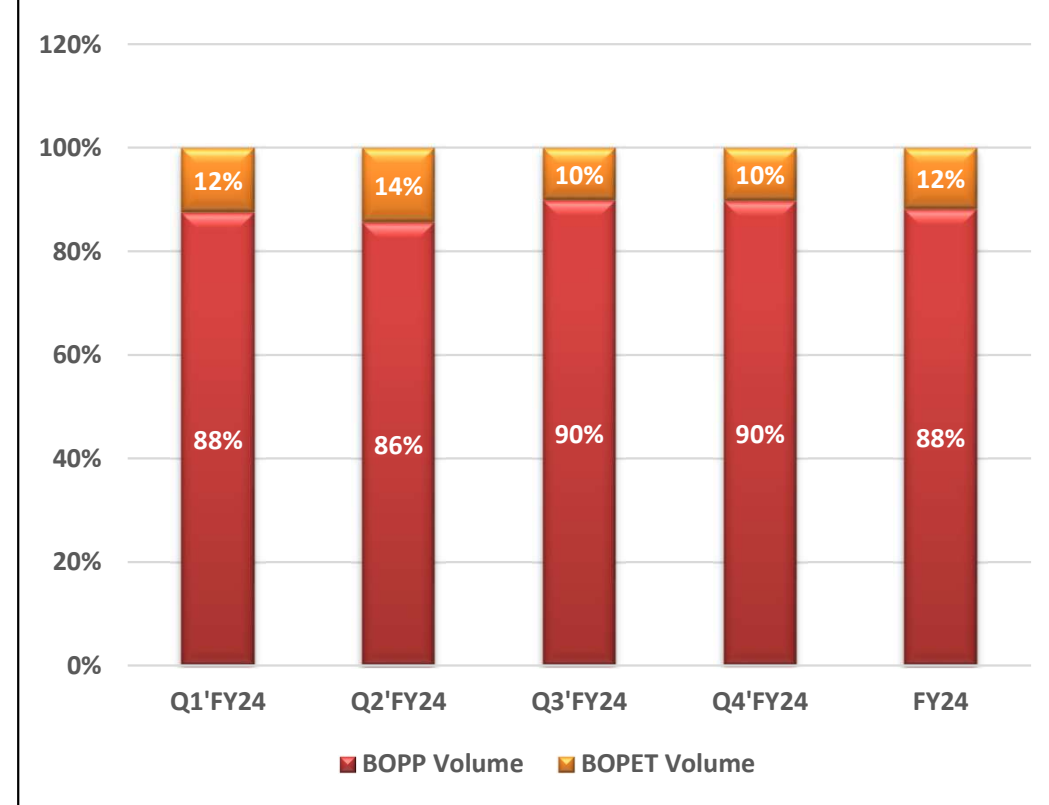
- Speciality margins per/kg have witnessed a marginal decline in FY24 owing to change in sales mix and uneven orders from a specialty export customer for a high margin specialty film. We expect the trend normalize in FY'25.
- Margins denote per/kg contribution for respective films categories.

# Films Margin/Volume & Capacity Utilization

### Quarterly movement in Films margin

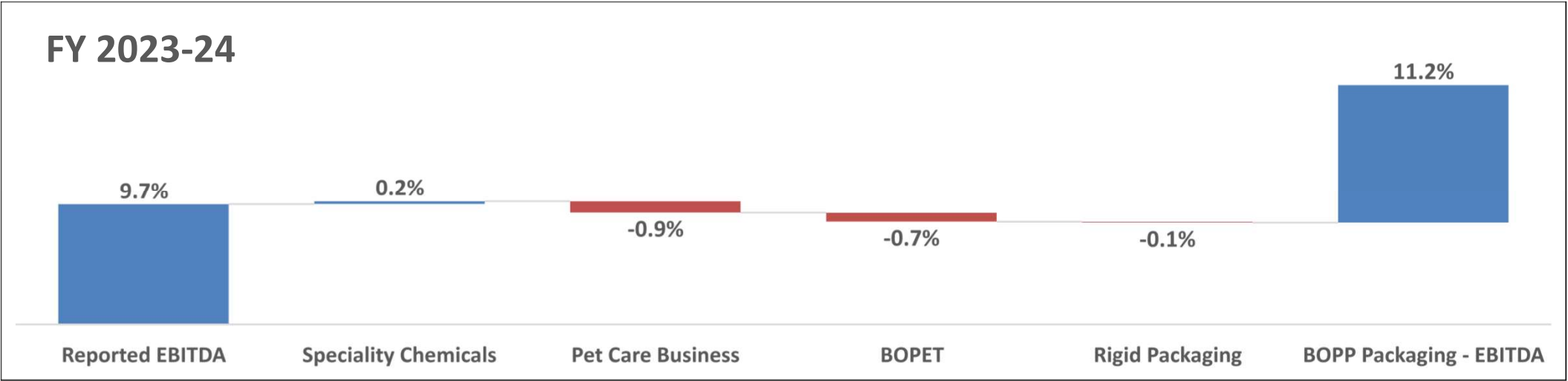
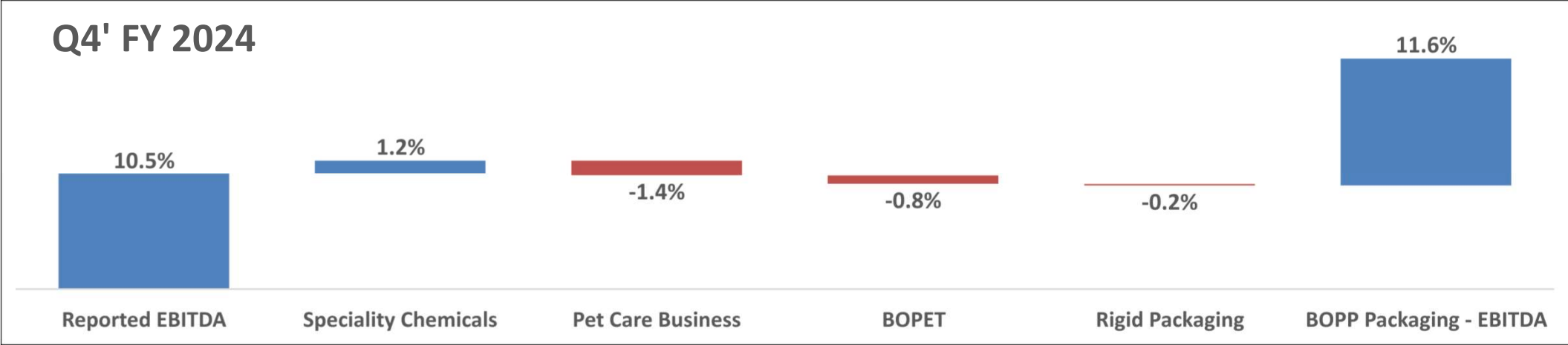


### Films Volume Bifurcation



Notes: Margins denote per/kg contribution for respective films categories.

# Core Profitability – Consolidated :: Q4'FY24 and FY2023-24 **Cosmo First** *Ahead Always*





# March 2024 Quarter

# Performance Snapshot

## Performance Snapshot

**Cosmo First**   
*Ahead Always*  
INR Cr

Particulars	Audited Q4 FY 23-24		Unaudited Q3 FY 23-24		Audited Q4 FY 22-23	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	604	641	568	625	601	715
EBITDA	50	67	46	56	61	74
EBITDA %	8%	11%	8%	9%	10%	10%
PBT	3	18	2	10	25	35
PAT	3	15	3	11	21	32
EPS	15	24	22	30	80	91

### Management Commentary

- ❑ The improvement in EBIDTA has been made possible with higher specialty sales as well as improvement in domestic BOPP film margins (effective March 2024). The industry margins for BOPET film (about 8% of Company's FY24 sales) continued to remain in negative zone. For BOPET film, the Company is focused on profitable specialty films / shrink films to achieve EBIDTA breakeven.
- ❑ The Q1, FY25 outlook for BOPP margins remains steady at March 2024 month level. Further, the Company is expecting improved sales of speciality BOPP films as well as reduction in costs.

## Performance Snapshot – Management Commentary Continues ...

- ❑ The Company is strengthening its specialty films division and plans to launch the high value-added sun control film, Cosmo Sunshield, in FY25.
- ❑ During the quarter, the Specialty Chemical subsidiary's EBITDA has also improved due to enhanced realization of chemical coatings. The Cosmo Specialty Chemical should deliver double digit EBITDA and 20%+ ROCE in FY25.
- ❑ The company anticipates that its new verticals—Specialty BOPET films, Sunshield films, Rigid Packaging, and Specialty Chemicals—will contribute to overall profitability.
- ❑ In Zigly, we are focused on the same store sales growth.
- ❑ The Board has recommended a dividend of Rs.3 per share.
- ❑ During the quarter, the Company's credit rating has been re-affirmed by CRISIL as AA- with stable outlook.

# Strategic Perspective

## Why Cosmo First ?

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- ❑ 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, Rigid packaging and D2C Petcare business.
- ❑ Strong financials (Net Debt/EBITDA at 2.2 times, Net Debt/Equity at 0.4 times).
- ❑ Estimated capex of INR 300-350 Cr in FY 2024-25.
- ❑ AA- Credit Rating with stable outlook by CRISIL (Reaffirmed in January'2024).
- ❑ Speciality Films:
  - ✓ Expanding Speciality portfolio (64% Volume FY24; 11% CAGR in last 5 years). Target 80%+ Volume from Speciality by 2026 end.
  - ✓ Targeting high growth (50%+ capacity increase) CPP Line by H1'FY25, BOPP Line by H1'FY26.
  - ✓ R&D & Sustainability focus (30+ highly qualified scientists; further expanding).
  - ✓ Five current patents and another nine are in pipeline.

# Strategic Perspective

## Why Cosmo First ?

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### Speciality Chemicals:

- ✓ Masterbatch plant (1<sup>st</sup> line with 75% captive consumption & 25% outside sale).
- ✓ Coating Chemicals – scale up in coming years.
- ✓ Complimentary Adhesive business for Packaging, Lamination and Labels – FY24.
- ✓ Target 25%+ ROCE business with business on track to achieve ROCE of 20% in FY'25.

### Petcare (Zigly):

- ✓ Untapped Industry growing @ 25%+
- ✓ D2C Digital first Omni-channel presence in Products & Services.
- ✓ Monthly GMV Rs 4.5 crore with 23 experience centers & online presence.
- ✓ Plan to demerge Petcare vertical into separate company in short term.

### Rigid Packaging (Plastech):

- ✓ End-to-end rigid packaging solutions specializes in creating customized packaging solutions for a variety of FMCG products.
- ✓ Uses injection molding and thermoforming techniques.
- ✓ Made from high-quality materials to ensure durability and reliability.
- ✓ Attains globally recognized FSSC 22000 food safety certification.
- ✓ Target ROCE in teens.
- ✓ Industry growing @ 10%+
- ✓ Focussing on direct tie-ups with the brands.

# Business Overview “FILMS Business”

# Manufacturing Footprints & Offices”

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**Waluj,  
Aurangabad,  
India**

BOPP  
**5 lines**

Thermal  
**2 lines**

Coating  
**3 lines**

Metalising  
**1 line**

CPP  
**1 line**

BOPET  
**1 line**



**Shendra,  
Aurangabad,  
India**

BOPP  
**1 line**

Thermal  
**5 lines**

Coating  
**2 lines**

Metalising  
**1 line**

**Upcoming capacities:**  
CPP line (25000 TPA – H1’FY25) - Waluj, Aurangabad  
BOPP line (67000 TPA – H1’FY26) – Waluj, Aurangabad



**Karjan  
Vadodara, India**

BOPP  
**3 lines**

Coating  
**1 line**

Metalising  
**2 lines**

CPP  
**1 line**

CSP  
**1 line**



**Asan,  
Korea**

Thermal  
**1 line**

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

Cosmo Synthetic Paper  
**2 Laminating  
lines**

## Total Installed Capacity

BOPP  
**1,96,000 TPA**  
(9 lines)

Coating  
**20,000 TPA**  
(6 lines)

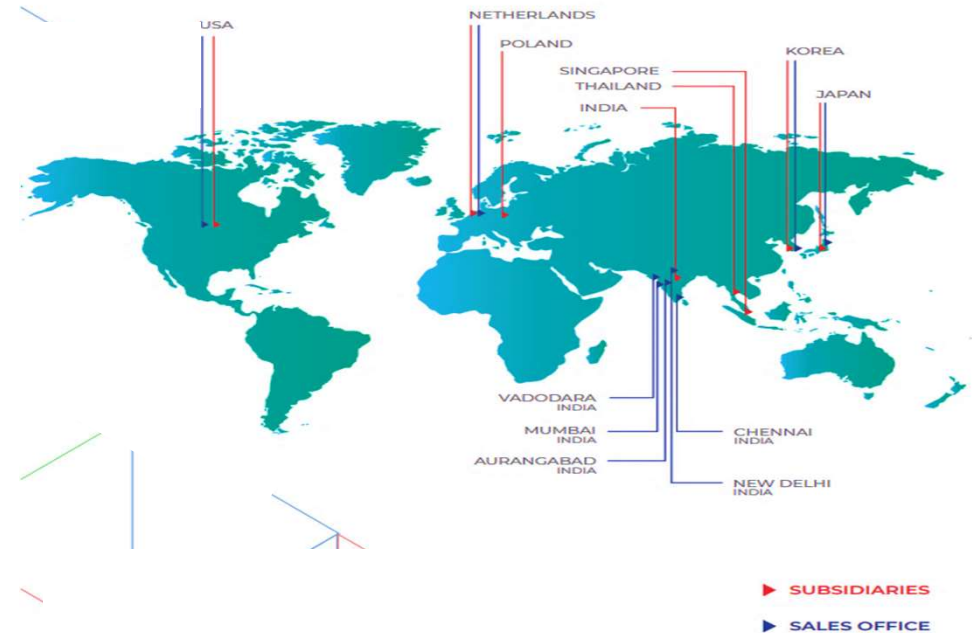
CSP  
**7000 TPA**  
(1 line)

Thermal  
**40,000 TPA**  
(8 lines)

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

BOPET  
**30,000 TPA**  
(1 line)

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



# Films Business-India Industry Dynamics & Capex Strategy

*Ahead Always*



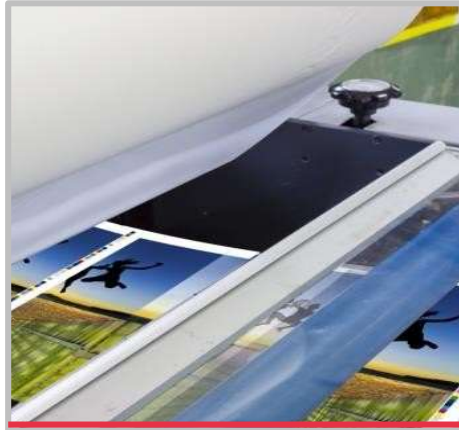
Data Source: AMI/PCI/Other Independent Research and Industry Sources

# 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 64% in FY24 to 80%+ by 2026

❑ 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

❑ **Growth areas for Speciality:**

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

# 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.
- ❑ R&D spend of about 0.5% of annual revenue.
- ❑ Screen, UV Flexo, Direct Thermal and Thermal Transfer printers.

## Innovative Product Launches

- ❑ **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.
- ❑ **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).
- ❑ **Specialized BOPET line:** PET-G Shrink Labels with a wrinkle free and high clarity appearance. Bears excellent printing and ink anchorage.
- ❑ **Capacitor Grade MPP Film:** High insulation resistance, low dielectric absorption and very high dielectric strength. Excellent resistance to moisture and has a negative temperature coefficient.
- ❑ **Holographic Lamination Films:** BOPP or PET-based product with a laser effect surface. The special finish creates a luxurious appearance. Nontoxic and environmentally friendly, low level of static, consistent corona treatment & excellent resistance to tearing & elongation.
- ❑ **Safety Films and Privacy Films:** Strengthen the glass and protect against shattering while also offering heat rejection.

# Films Business – Customers/Brands we Serve

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□ Company stands as a trusted partner to a prestigious portfolio of large blue chip companies and renowned brands.



[www.cosmofirst.com](http://www.cosmofirst.com) Disclosure: All these are trademarks of respective Owners

Our Businesses :  COSMO FILMS  
Engineered to Enhance  COSMO PLASTECH  
Designed to protect  COSMO SUNSHIELD  
SAVE • PROTECT • ENHANCE  COSMO SPECIALITY CHEMICALS  
We Value Diversity  zigly  
For Happy Pets

# Business Overview “Rigid Packaging”

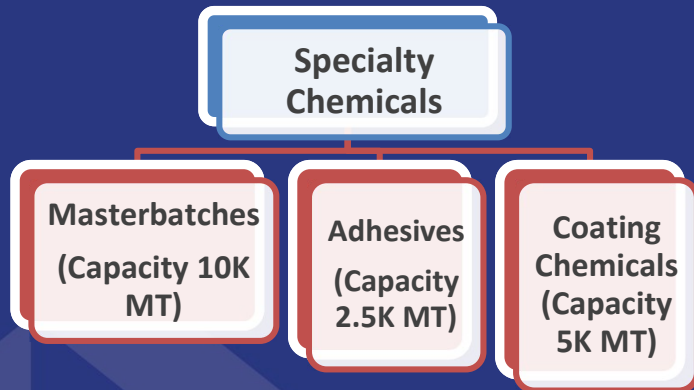
## Rigid Packaging “Plastech” **Cosmo First** *Ahead Always*

- ✓ Domestic Industry size of INR 10,000 Cr and growing @ 10%+
- ✓ End-to-end rigid packaging solutions.
- ✓ Specializes in creating customized packaging solutions for a variety of fast-moving consumer goods products.
- ✓ State-of-the-art machineries and R&D team makes our products moisture resistance tamper proof and gives excellent clarity which makes it a popular choice for packaging applications.
- ✓ Uses injection molding and thermoforming techniques
- ✓ Attains globally recognized FSSC 22000 food safety certification.



# Business Overview

## “Speciality Chemicals Business”



### 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

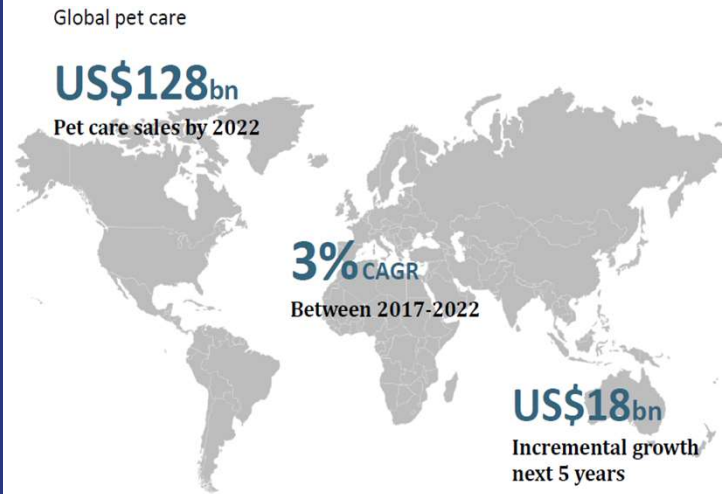
### Adhesives

- ✓ Adhesive kick started 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"

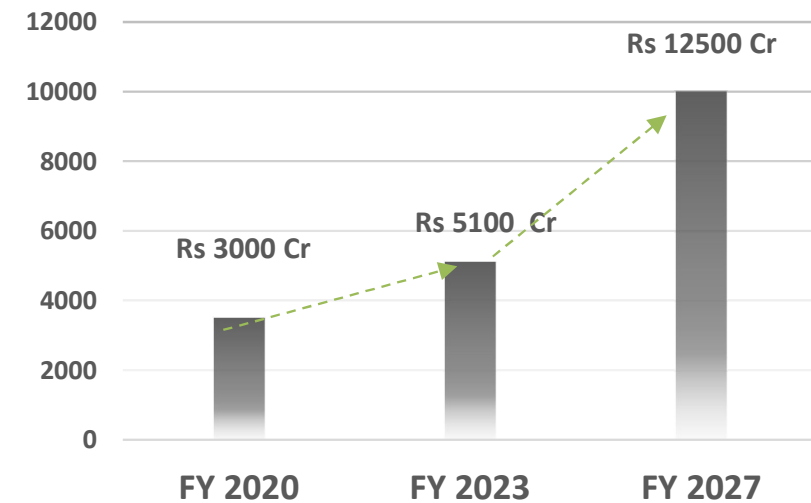


Pet penetration in developed markets like US & UK is more than 68% and growing.

The Pet care market in India is booming with:

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

### Indian Petcare Market



## Key Traction



44 Cr  
GMV (FY'24)

4.5 cr  
Current Monthly GMV

39K +  
Customers served with  
6k+ Zigly Pro members

6200+  
SKUs available

39% - Q4'FY24 Repeat  
customers

First Petcare app

450K +  
Customers database

150K +  
Social Media followers

# Zigly - Business Model

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## Retail outlets



One Stop solution retail  
outlets offering

Products  
Veterinary  
Grooming  
Medicines

Under one roof

Own  
E-commerce  
website and  
App



5900+ 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 150K + followers

# Plan for Petcare Vertical “Zigly”

- ❑ 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 4.5 crores with 23 experience centers & online presence.
- ❑ Key differentiator is services focus having high gross margin
- ❑ Accelerate growth through acquisitions
- ❑ Plan to demerge Petcare vertical from Cosmo First into separate company in medium term.



# Financial Overview & ESG

# FY23-24 - Performance Snapshot

INR Cr

Particulars	Audited FY 23-24		Audited FY 22-23		Audited FY 21-22	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	2391	2587	2742	3063	2824	3038
EBITDA	213	251	396	434	526	620
EBITDA %	9%	10%	14%	14%	19%	20%
PBT	43	72	275	304	430	517
PAT	39	62	207	244	313	397
EPS*	15	24	80	91	117	148
Book Value*	447	513	437	495	399	437

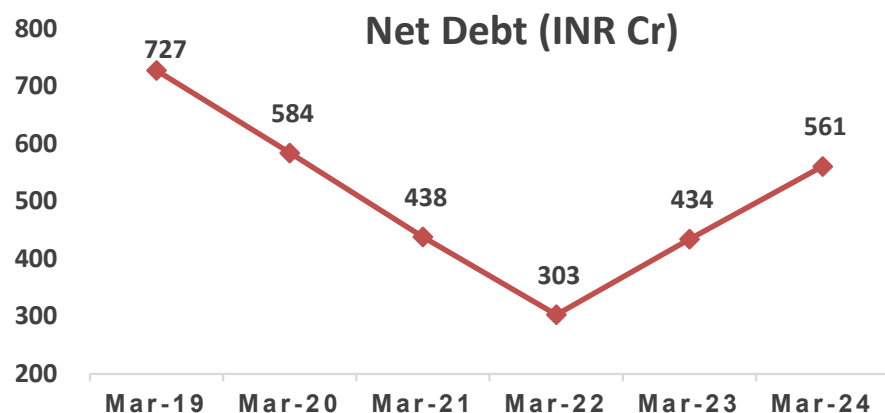
\* EPS is calculated on the TTM basis after adjusting for bonus issue in June'22 and buyback.

## Key Highlights – FY24 Results

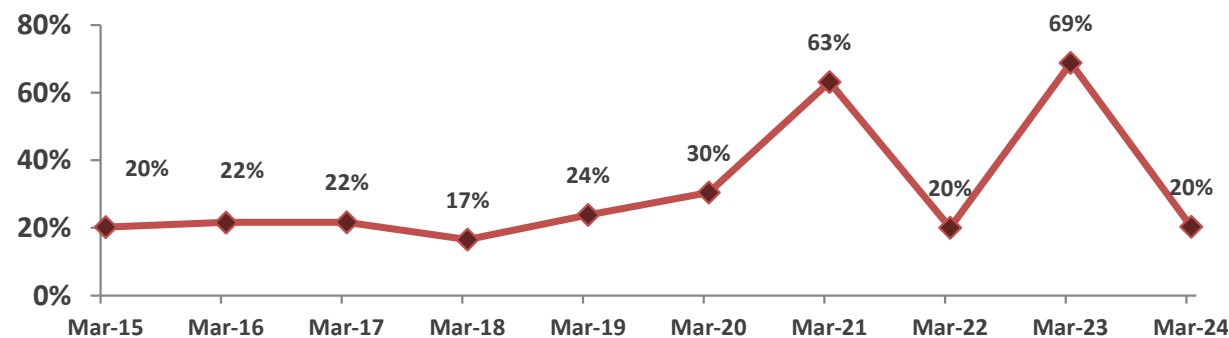
- ❑ In FY24, the BOPP and BOPET industry faced a severe oversupply due to the clustering of new production lines, causing a continuous quarterly decline in contribution margins across the sector. This downturn impacted the entire BOPP and BOPET industry. Nevertheless, a slight uptick in margins emerged towards the year's end (March 2024).
- ❑ Despite these challenges, Cosmo outperformed the industry, achieving double-digit EBITDA mainly backed by 64% of its sales coming from specialty films during FY24.
- ❑ The Q1, FY25 outlook for BOPP margins remains steady at March 2024 month level. Further, the Company is expecting improved sales of speciality BOPP films as well as reduction in costs.

# Key Financial Snapshot

Net debt/EBITDA 2.2 times and net debt to equity at 0.4 times – Mar'24



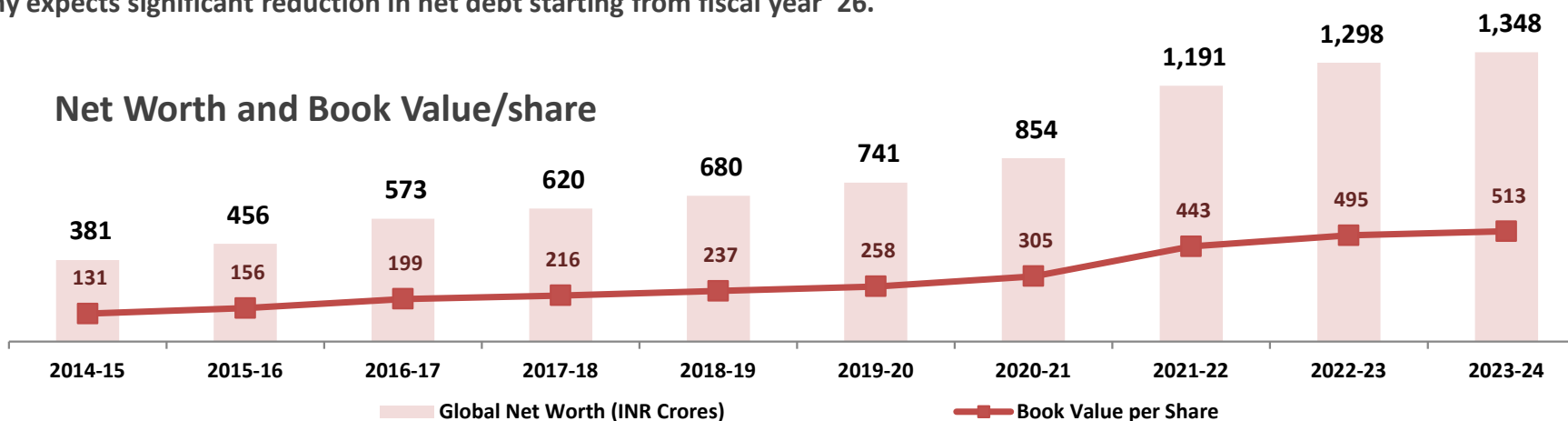
### Rewards (Dividend/Buyback) (% to PAT)



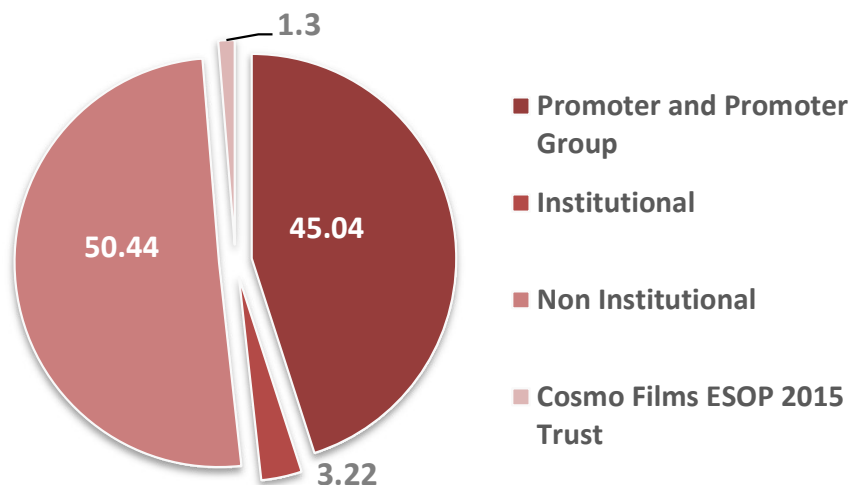
\* Includes final dividend for FY'24 of Rs. 3/share subject to shareholders.

The company expects significant reduction in net debt starting from fiscal year '26.

### Net Worth and Book Value/share



# Shareholding Pattern – March 2024



## Historical Shareholding Pattern

(in %)	Mar-24	Dec-23	Sept-23	Mar-23
Promoter	45.04	45.04	45.04	44.40
Institutional	03.22	04.21	04.61	05.70
Non Institutional	50.44	49.62	49.16	48.69
Shares held by Employee Trust	01.30	01.13	01.19	01.21

## Top Non-Promoter Shareholding – 31<sup>st</sup> March 2024

1	Tejas Balchandra Trivedi	1.00%
2	Shivani Tejas Trivedi	0.97%
3	Acadian Emerging Markets Small Capp Equity Fund LLC	0.72%
4	Pankaj Poddar	0.68%
5	Shree Ballabh Bhaiya	0.57%
6	Emerging Markets Core Equity Portfolio (The Portfolio) of DFA Investment Dimensions Group INC. (DFAIDG)	0.46%
7	Aequitas Investment Consultancy Private Limited	0.41%
8	Pradeep Ghisulal Rathod	0.35%
9	Anishya Obhrai Madan	0.34%
10	Sunita Bhaiya	0.34%

# ESG & Sustainability Initiatives - CareEdge "Good" ESG Rating **Cosmo First** *Ahead Always*

## Product Practices

- Offering mono-material 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%)



50%+ usage of solar power as a source of energy in plants by FY'25



INR 30cr investment to reduce environment impact and rationalize costs



45% of water treated at Cosmo. Planning towards Zero Liquid Discharge



Constant monitoring of parameters - noise, illumination, ventilation etc.

# Board of Directors

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**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.



**Mr. Yash Pal Syngal**  
**Independent Director**

3 decades of experience in technology, business modelling and business management.

# 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



1%+

Reduction in carbon emission (Scope 1)



45%+

% of water treated at Cosmo



50%+

Targeted renewable power consumption



12%+

Safe waste disposal



## Social

₹ 6.7 Cr (FY'24)

Total spending on CSR activities

6,50,000

Lives touched through CSR



Promoting women well-being



Provision to infrastructure and qualified professionals to support Educational Institution

100k+

No of saplings planted under CSR with 92% survival



## Governance



70%

Independent Directors in Cosmo First



1

Number of women Director(s)



5

Active committees



Robust risk management



Statutory Auditor M/s SN Dhawan & Co. (Mazars)



Active Shareholder engagement



Separate Independent Directors meeting



Board performance evaluation



Diversity and inclusion



Whistle blower mechanism



# CSR Milestones

## Education

**43**  
Schools Enrolled

**40** girls  
Scholarship

**24**  
Computer Labs

**46**  
Computer Awards

**65k+**  
Students Impacted



## Sanitation

**200**  
Toilet

**4**  
Water Tanks

**11**  
Handwash Stands

**11** Schools  
Rain Water Harvesting



## Environment & Plantation

**100k+**  
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

**15000** community  
members  
Health Awareness & Camps

**for 43** institutions  
Safety Kits

## Community Engagement

**6.5** LAKH  
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

Correct use of toilet-  
A booklet

Manual on Net  
Banking & Digital  
Payments

Curriculum for Computer,  
Digital Foundational and  
Basic English Literacy

Basic English  
Conversation book.

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” 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.**

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