

Investors Presentation

Speciality Films for Sustainable Packaging

Flexible Packaging | Lamination | Labeling | Synthetic Paper

August 2019

Discussion Summary

- ❑ Company Overview
- ❑ India Demand-Supply Dynamics and Capacity Expansion
- ❑ Financials
- ❑ Key Focus Areas
- ❑ Corporate Governance & Management
- ❑ Corporate Social Responsibility

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 commodity and speciality films.
- ❑ Widest product portfolio under one roof.
- ❑ Multiple lines allowing dedicated runs for speciality films.

Production Facilities

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

- ❑ BOPP Films: 196K MT
- ❑ Thermal Films: 40K MT
- ❑ Coated Specialty Films: 10K MT
- ❑ Metalized Films: 22K MT
- ❑ CPP Films: 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.
- ❑ Recently received one patent for Release BOPP Film and applied for a new patent for High Barrier CPP Film. This in addition to 6 patents in India and 3 in US.

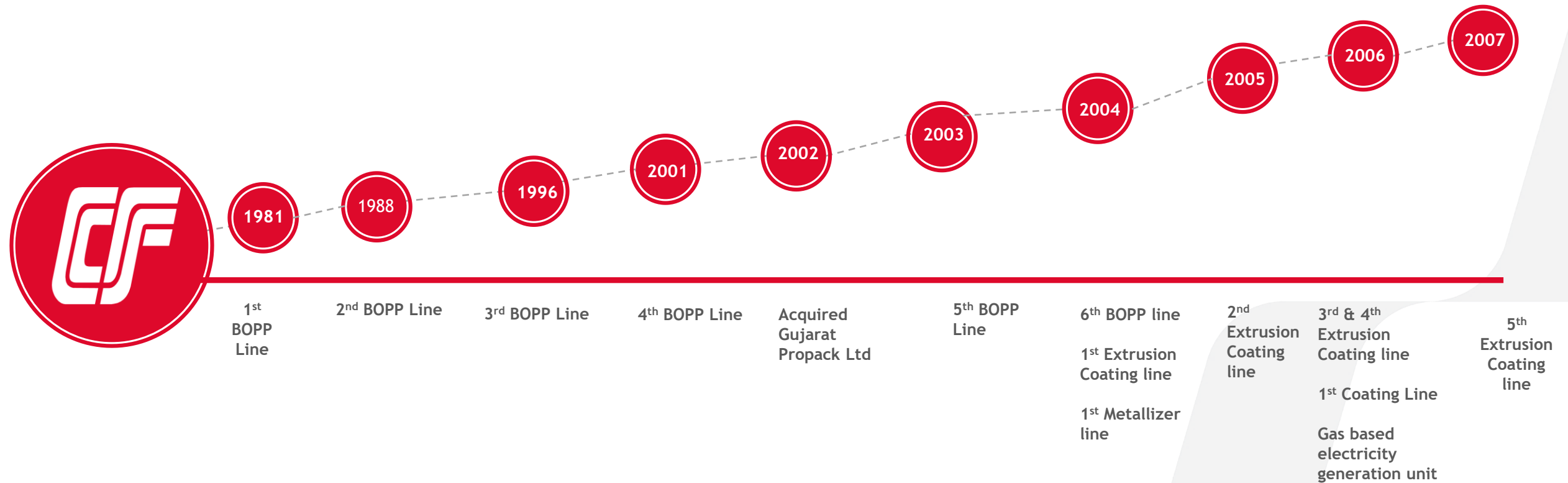
Certification, Awards & Recognition

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

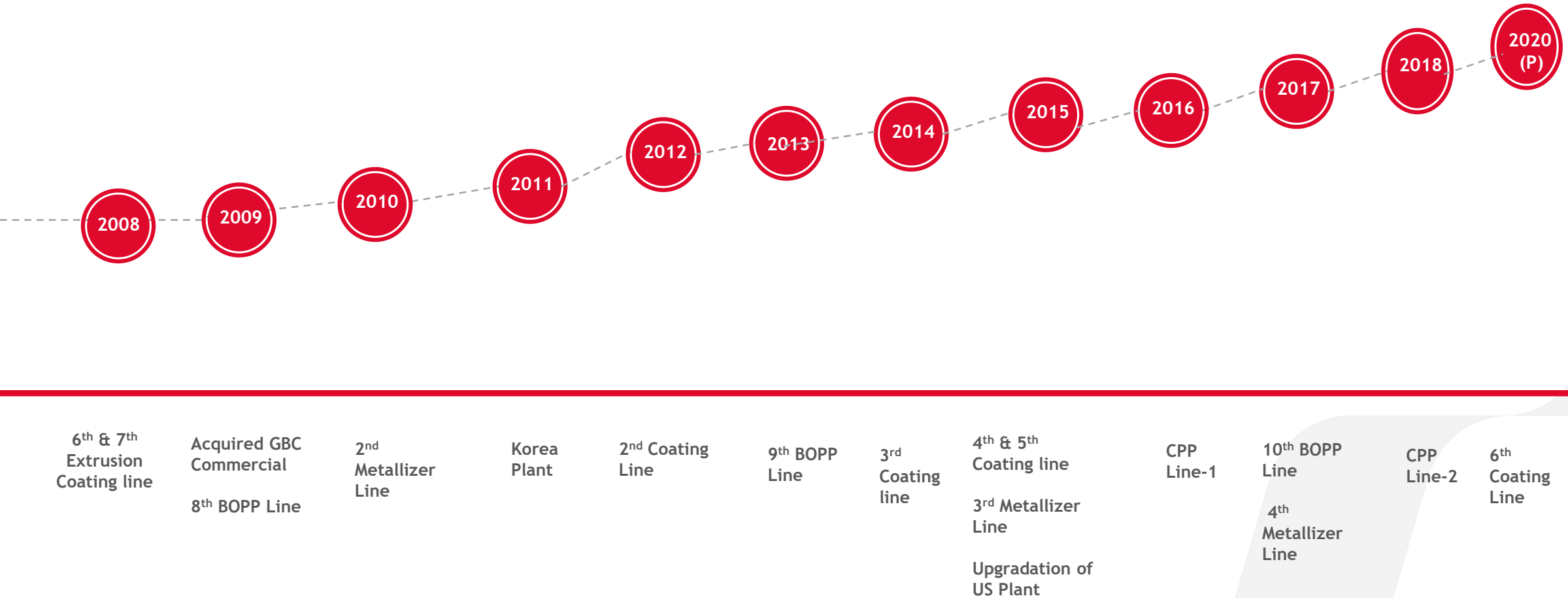


“To be the most preferred global brand offering value added oriented films for packaging, labels, lamination and industrial applications.”

Company Overview - Milestones



Company Overview - Milestones



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 - Product Portfolio



PACKAGING FILMS

- Print & Pouching Films
- Barrier Films
- Overwrap Films
- Lidding Films



LAMINATION FILMS

- Standard Range (Thermal Lamination & Wet Lamination)
- Special Application Lamination Films
- Premium Lamination Films



LABEL FILMS

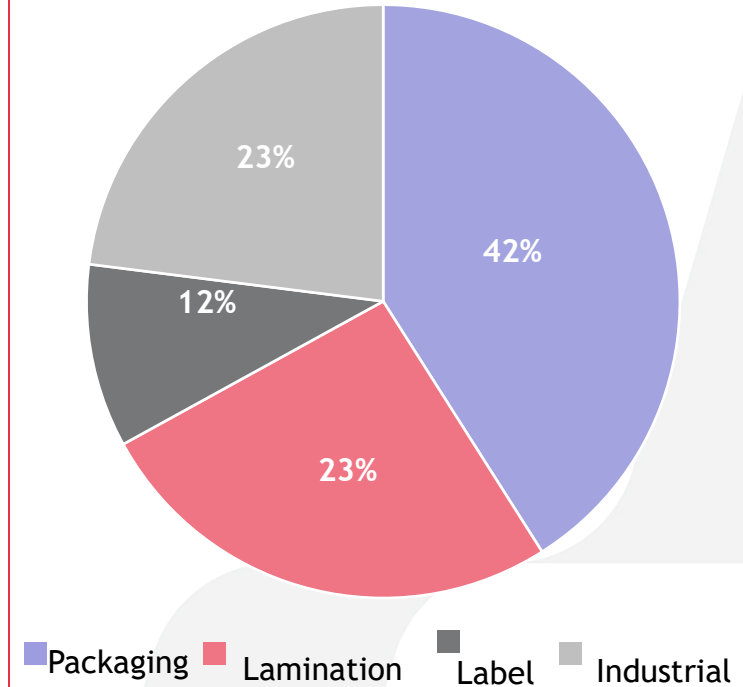
- Pressure Sensitive Label stock films
- Direct Thermal Printable films
- In-mould films
- Wrap Around label films



INDUSTRIAL FILMS

- Synthetic paper
- Tape & Textile Films

SALES REVENUE



■ Packaging ■ Lamination ■ Label ■ Industrial

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Key New Value Add Product launches in last few quarters



High Barrier Heat Resistant Film

- Specifically designed for printing layer as a replacement of BOPET film in multilayer laminates. Ideal for packaging of oily snack food.

High Metal Bond CPP Film

- High Metal Bonding resulting into good inter-layer bond strength

Universal PET Lidding Film

- Universal lidding film which laminates with different plastic and paper materials and has easy release

Metalized Velvet Film

- Excellent Matte velvet finish with a silvery look; ideal for luxury gift packaging, cosmetics, perfume cartons etc.

High Tear Resistant Synthetic Paper (CSP)

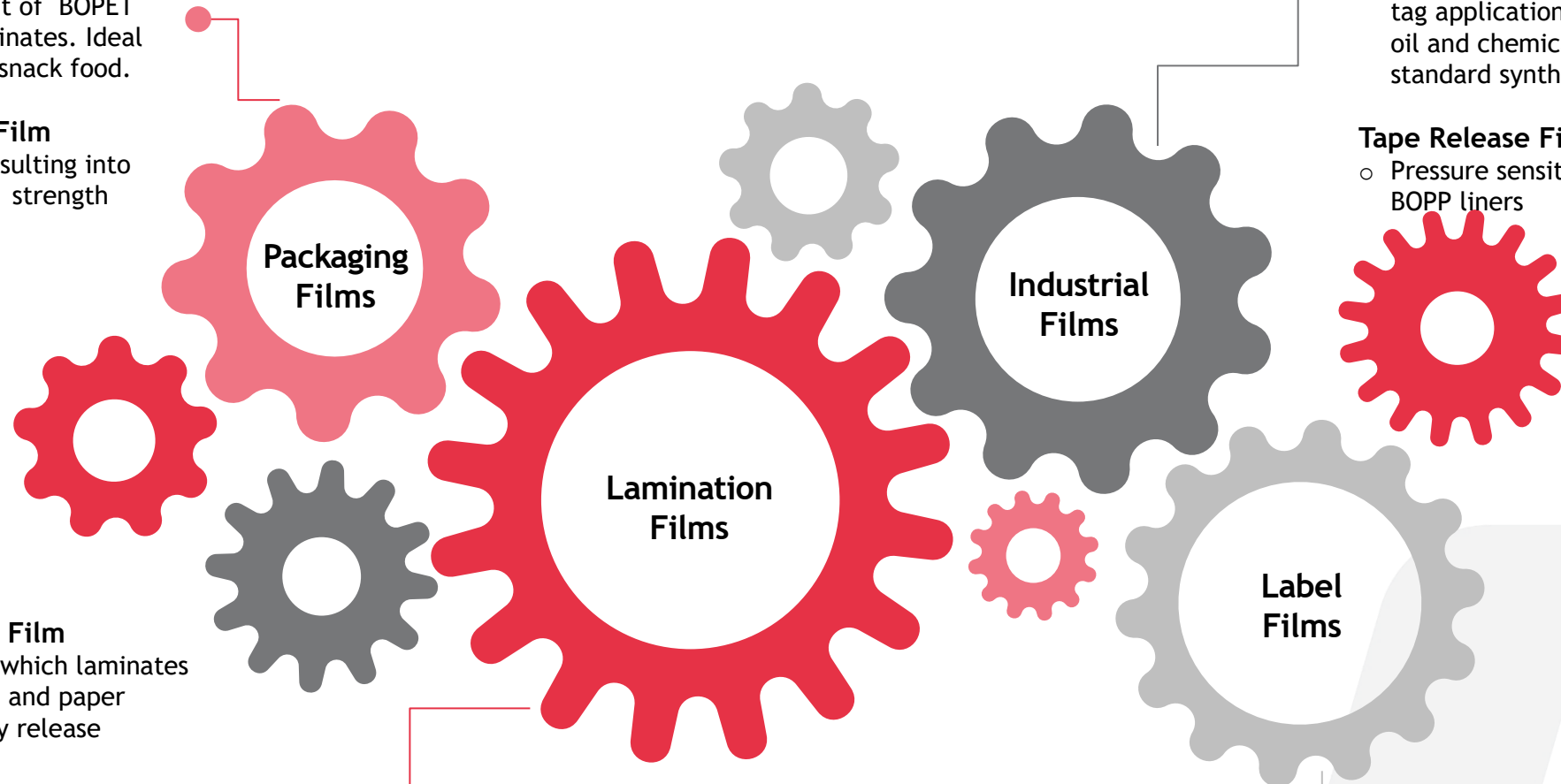
- Originally designed for high tear resistant tag applications. Also offers moisture, oil and chemical resistance just like standard synthetic paper.

Tape Release Film

- Pressure sensitive tapes Release coated BOPP liners

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



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	1 Line	1 Line	
	Asan, Korea		1 Line			
	TOTAL INSTALLED CAPACITY	1,96,000 TPA	40,000 TPA	10,000 TPA*	22,000 TPA	10,000 TPA
	FUTURE CAPACITY ADDITION					

* Further New Coating capacity is expected to get commissioned in Q1, FY19-20.



Waluj, India



Shendra, India

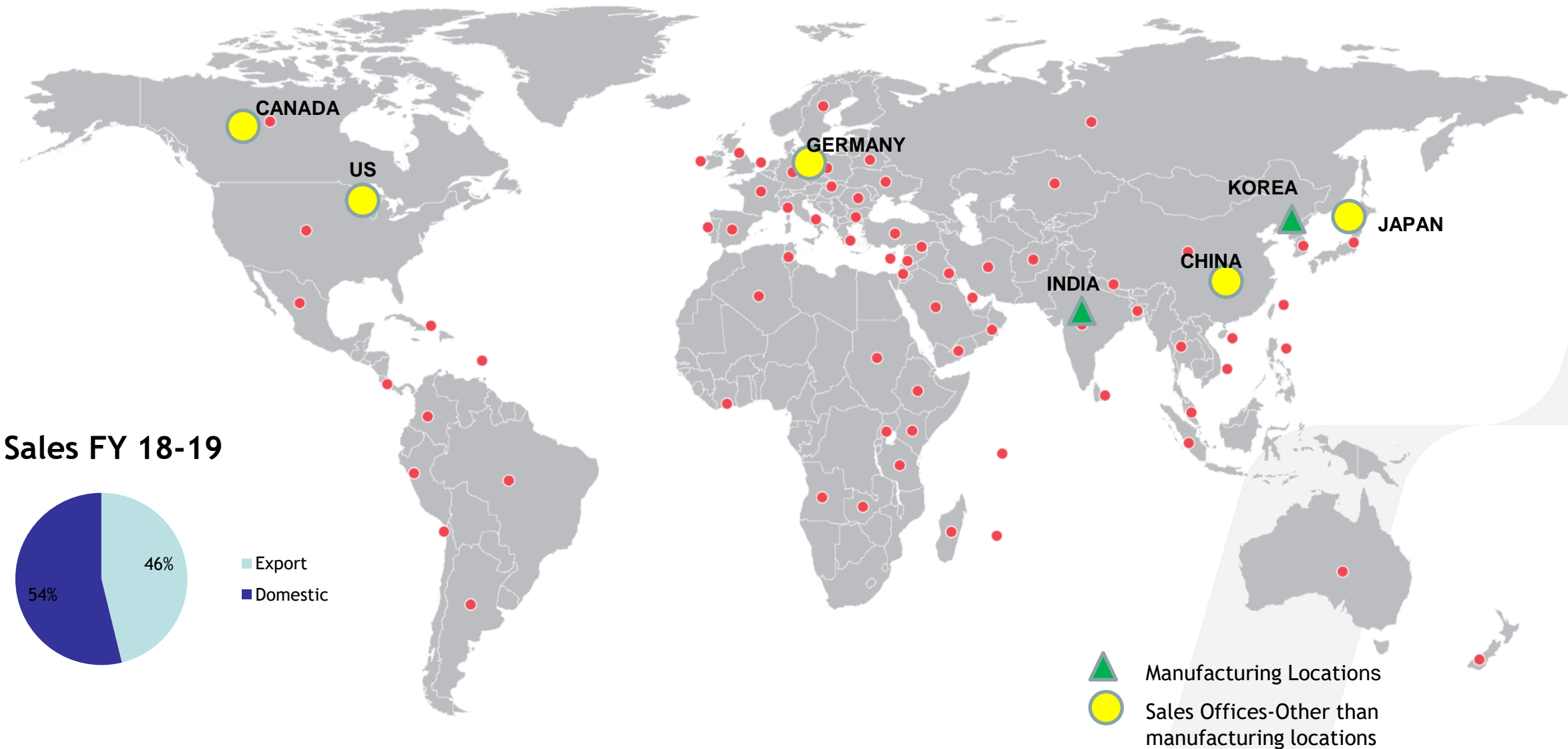


Karjan, India



Asan, Korea

Company Overview - Customer Base



Key Customers



Americk Packaging

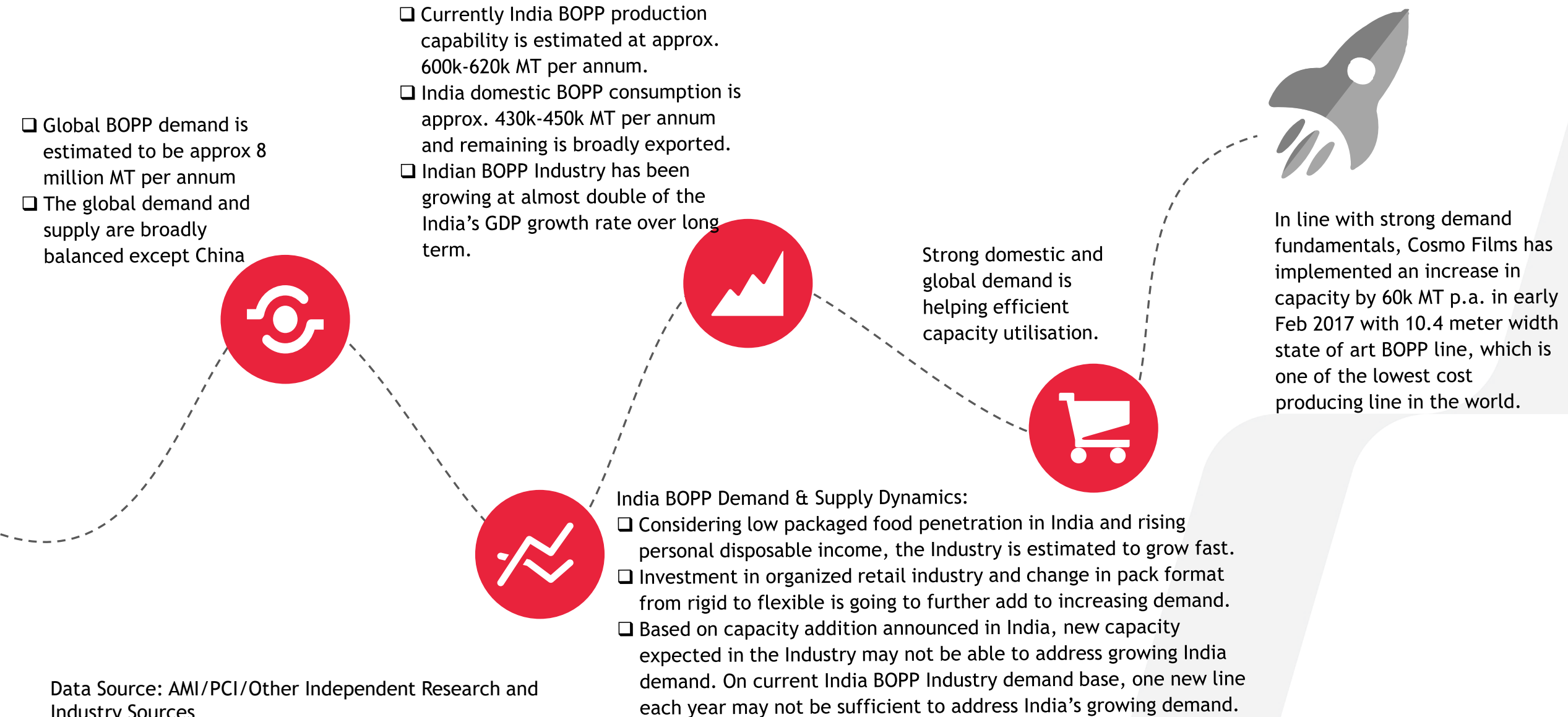
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Some of the brands we service



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India Demand-Supply Dynamics and Capacity Expansion

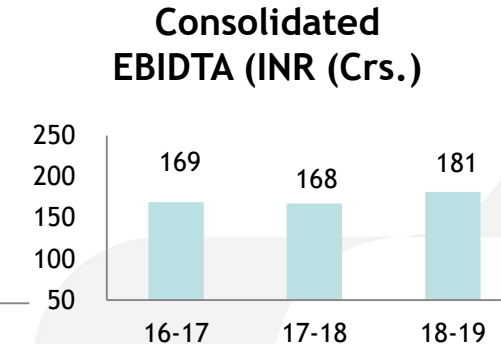
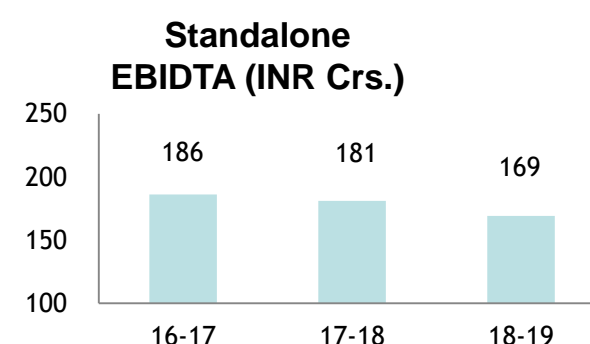
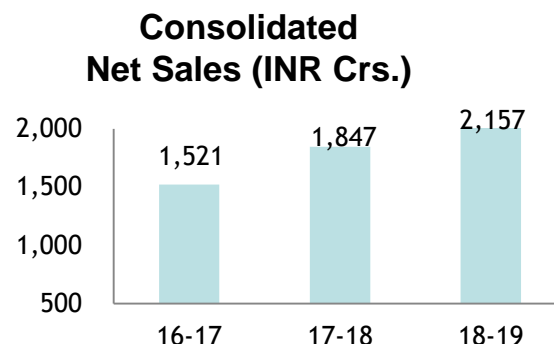
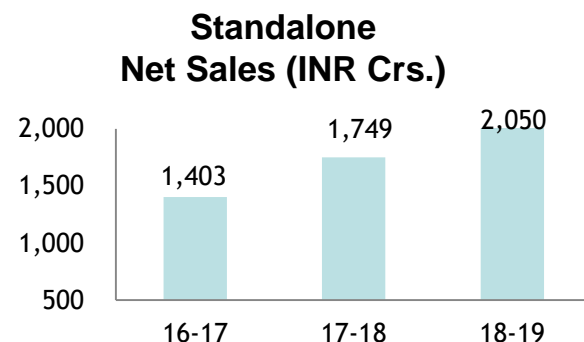


Particulars
Net Sales
EBIDTA
EBIDTA %
PBT
PAT
EPS
Book Value

Audited FY 16-17	
Standalone	Consolidated
1,403	1,521
186	169
13%	11%
115	91
108	85
56	45
297	295

Audited FY 17-18	
Standalone	Consolidated
1,749	1,847
181	168
10%	9%
85	64
85	64
44	34
332	323

INR Crores	
Audited FY 18-19	
Standalone	Consolidated
2,050	2,157
169	181
8%	8%
69	72
58	61
30	342
363	355



✓ During FY 18-19, higher sales volume (up by 5%), sales growth in specialty and operational improvement at USA subsidiary resulted in higher EBITDA at Rs. 181.4 crores even though the domestic BOPP films margins were subdued in first three quarters. PAT in FY 18-19 came out to be marginally lower compared to FY 17-18 because there was zero tax incidence in FY 17-18 due to one-time tax adjustment.

✓ BOPP film margins, which has been running subdued in India domestic industry from last two years due to demand-supply mismatch, has witnessed improvement during Q4, FY18-19 although yet to reach normalized level.

✓ Management focus shall continue to be on expanding specialty, full utilization of capacity and Internal

Particulars	INR Crores					
	Unaudited Q1 FY 19-20		Unaudited Q4 FY 18-19		Unaudited Q1 FY 18-19	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	508	541	522	550	476	518
EBIDTA	55	61	58	58	42	43
EBIDTA %	11%	11%	11%	11%	9%	8%
PBT	33	37	35	34	14	14
PAT	24	28	29	28	11	10
EPS*	38	41	30	32	42	34
Book Value	374	370	363	355	341	328

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

Key Highlights - Q1, FY19-20 Results

Q1 FY20 net revenue increased 5% on YOY basis mainly on the strength of growth of sales volume.

The company achieved its quarterly EBITDA of Rs.60.6 crores during the quarter due to higher speciality sales, continued improvement in operational efficiencies, improvement in US operations and better BOPP films margins. BOPP films margins have improved vs. last year though yet to reach the normalized levels.

Going forward the Company shall increasingly focus on speciality films with high margin, lower capital expenditure requiring high level research & development.

Financials - Key Ratios



Particulars	Audited FY 17-18		Audited FY 18-19	
	Standalone	Consolidated	Standalone	Consolidated
ROE (%) *	14%	11%	9%	9%
ROCE (%) *	10%	9%	8%	9%
Net Worth (INR Crores)	637	620	695	680
Net Debt (INR Crores)	617	681	588	643
Net Debt/Equity Ratio (times)	1.0	1.1	0.9	1.0
Asset Turnover Ratio (times)*	2.2	2.4	2.0	2.1
Dividend per share (INR)	6.0		6.0	
Net Debt/EBITDA (times)*	3.4	4.1	3.5	3.5

✓BOPP film margins, which has been running subdued in India domestic industry from last two years due to demand-supply mismatch, has witnessed improvement during Q4, FY18-19 although yet to reach normalized level. This has caused drop in ROE temporarily.

✓During FY 18-19, higher sales volume (up by 5%), sales growth in specialty and operational improvement at USA subsidiary resulted in higher EBITDA at Rs. 181.4 crores even though the domestic BOPP films margins were subdued in first three quarters. PAT in FY 18-19 came out to be marginally lower compared to FY 17-18 because there was zero tax incidence in FY 17-18 due to one-time tax adjustment.

✓Management focus shall continue to be on expanding specialty, full utilization of capacity and Internal

Key Focus Areas



Product Mix

Skewing Product Mix more towards specialty products, with consequently better margins and removing cyclability impact.

Operational Efficiencies

Continuous focus on improving Internal Operational Efficiencies including overseas operations.

Sustainability & Innovation Focus

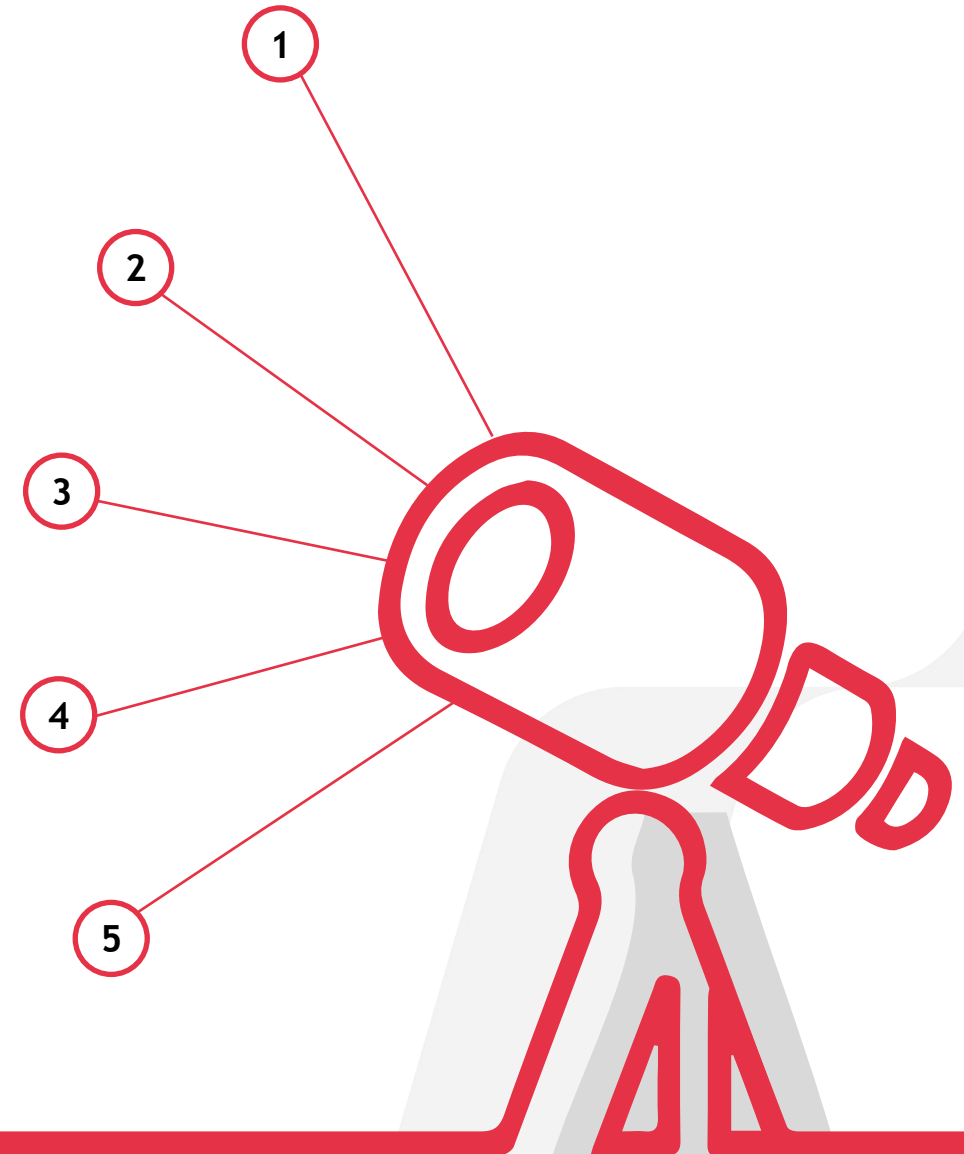
More & more green practices in manufacturing, more films enabling circular economy. Innovation led products.

Customer Centric

Creating Customer Centric Culture:- Robust Service Offer, New Offices Overseas, CRM, Establishing tripartite partnership between us, Converter and Brand Owners.

Capacity Expansion

Further Capacity expansion is planned mainly in Value Add segment during FY19-20.



Focus on Innovation led Products

- Solutions for recyclable laminates
- BOPET Replacement BOPP Films
 - Heat Resistant Film
 - Transparent Heat Resistant Barrier Film
- Transparent BOPP Barrier Films- overwrap or single layer packaging
- Metalized BOPP Barrier Films
 - High Moisture Barrier (HMB)
 - High Speed Barrier with High Hot Tack (HSB)
 - Ultra High Barrier (UHB)
- Metalized CPP Barrier Film
- Low Temp. Seal (LTS) Films for High Speed Operations
- Metalized CPP Film with Ultra High Metal Bond Strength
- Universal Lidding Films
- Synthetic Paper- durable alternative to pulp based paper

Focus on Sustainability

- Films Enabling circular economy
- ISO 14001 & BRC global standards
- 100% water based coatings
- Oxo-biodegradable films
- Down gauging
- Water Recycling
- Rain water harvesting



Customer Centricity to become Global preferred Player



Corporate Governance - 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.



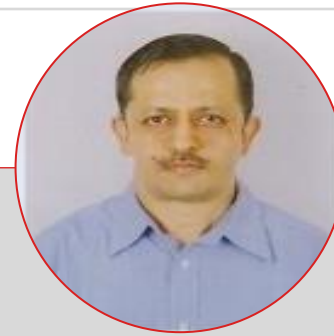
Mr. A. K. Jain
Whole Time Director

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.



Mr. Rajeev Gupta
Non Executive Non
Independent Director

Mr. Gupta earned his B.Tech from IIT-Banaras Hindu University and a M.B.A. from the Indian Institute of Management, Ahmedabad. He was till recently the Managing Director of Carlyle Asia Partners and the Head of the Carlyle India Buyout Team.



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.

Corporate Governance - 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 (CAIIB). 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.



Dr. Vivek Nangia

Independent Director

Dr. Nangia is one of the very few qualified Infectious Diseases Specialists in the entire country having successfully completed first a Diploma and then M.Sc in Infectious Diseases from London University, UK as well as an Editor of a textbook titled –Sleep Related Breathing DisordersII, published by Jaypee brothers in 2014. He is acting as Director & Head - Department of Pulmonology, Medical ICU and Sleep Medicine, Fortis Flt. Lt. Rajan Dhall Hospital- New Delhi, Director - Department of Pulmonology, Fortis Escorts Heart Institute and Research Center, Okhla Road, New Delhi and Senior Consultant, Infectious Diseases Fortis Flt. Lt. Rajan Dhall Hospital- New Delhi.



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 20 years 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 Financell. 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

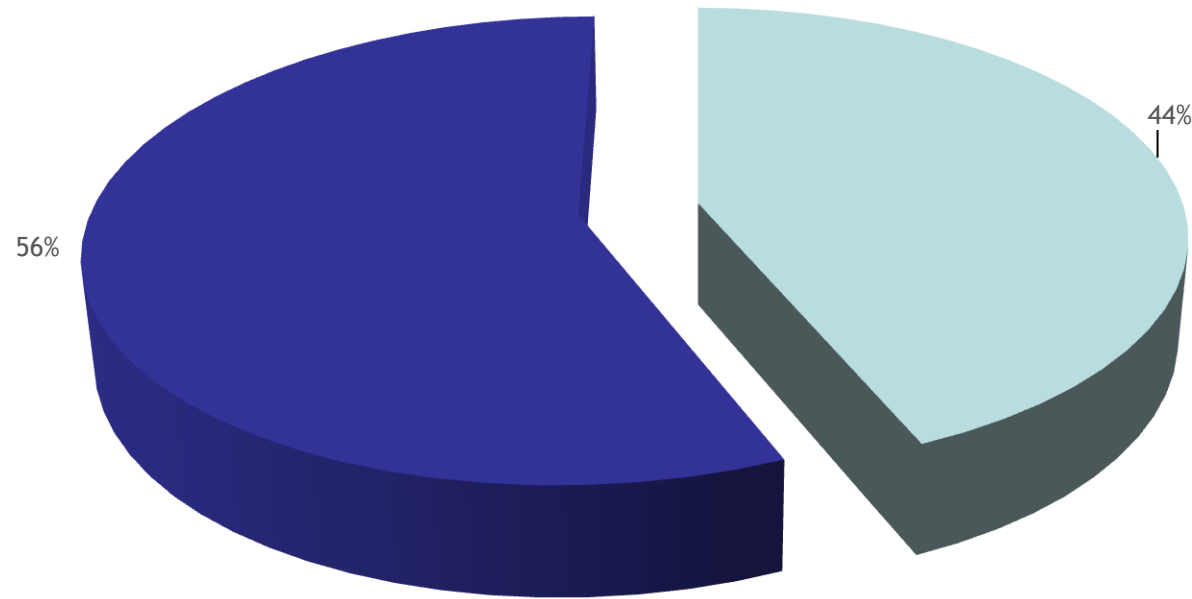
Mr. Neeraj has over 20 years of experience in finance, business planning and strategy, taxation and risk management. Neeraj is with the Cosmo Films from March 2013 and has worked with Havells, Aditya Birla Management Corporation, and Bajaj Allianz on different leadership roles before joining Cosmo Films. 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 31 years 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*

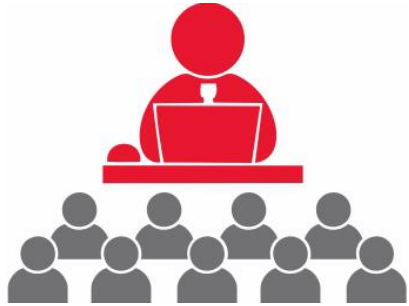
■ Non-Promoter Shareholding*

Top Non-Promoter Shareholders*:

1. Mr. Anil Kumar Goel	3.1%
2. M/s Cosmo Films ESOP 2015 Trust	1.4%
3. ICICI Bank Limited	1.0%
4. Aequitas Equity Scheme-I	0.9%
5. Government of the Province of Alberta	0.6%
6. Narippen Obhrai	0.6%
7. Nirmal Bang Securities Pvt. Ltd.	0.5%
8. Principal Small Cap Fund	0.5%

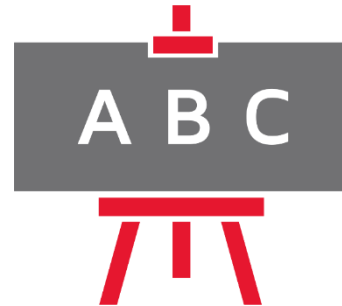
* As at June 30th, 2019

Some of the Flagship Programs (Education to 10,000+ Students)



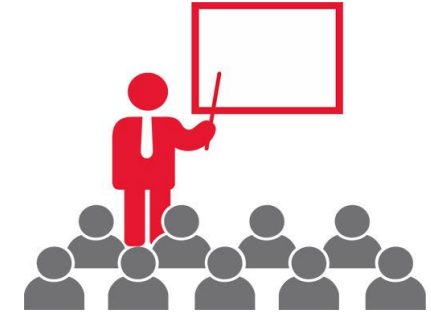
Computer Literacy Program

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

Disclosure



Certain statements in this presentation are –forward-looking statementsll. 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



www.cosmofilms.com