



COSMO FERRITES LIMITED

(Govt. of India Recognised Export House)

CIN : L27106HP1985PLC006378

H.O.: 517, 5th Floor, DLF Tower-A, Jasola District Centre, New Delhi-110025 (India)

Ph.: +91-11-49398800

E-mail : sales@cosmoferrites.com Website : www.cosmoferrites.com

CFR/SE/2022-23/MAY/07

May 13, 2022

The Manager (Listing)
Bombay Stock Exchange limited
PhirozeJeejeebhoy Towers,
Dalal Street,
Mumbai-400 001

Scrip Code: 523100

Security ID: COSMOFE

Sub: Investor Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation on Operational and Financial Performance of the Company for the year ended March 31, 2022. The investor presentation is also being hosted on the website of the Company.

This is for your information and records.

Thanking You,

Yours Faithfully,
For Cosmo Ferrites Limited

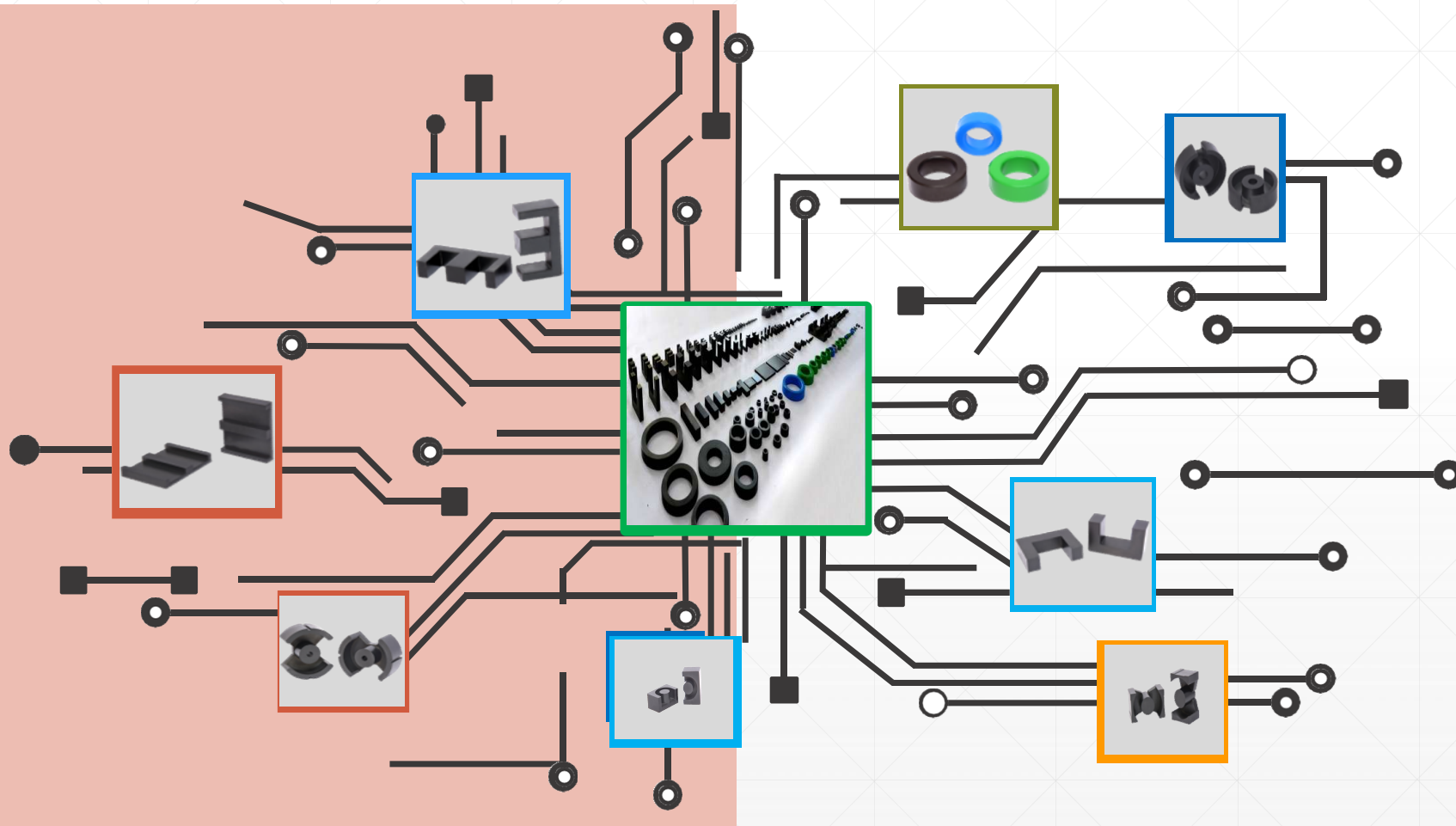
Aditya Sharma
Company Secretary & Compliance Officer

Encl: as above



Cosmo Ferrites Limited

Investor Presentation – March 2022



Disclaimer

This presentation has been prepared by Cosmo Ferrites Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Executive Chairman and CEO Message

Market for electronic products is set to witness a remarkable growth in coming years with adoption of high end technology devices, technology driven transformation such as increased adoption of 5G network, IoT devices and shift towards major emerging trends like Electric Vehicles, Renewable Energy, Automation and Industry 4.0. The new era will be of Companies creating disruption in the market.

Cosmo Ferrites Ltd. one of India's leading manufacturer of Soft ferrites want to be known as a disrupter in the segment. Inspired by our 3.5 decades young experience we feel pride in bringing industry first products to the market. With our years of research experience and advanced testing and evaluation facilities manned by our talented people, we develop various types of soft ferrite cores , to meet the evolving customers' demand and deliver innovative solutions.

We have state of the art manufacturing facility in the foothills of Himalaya at Jabli (Himachal Pradesh, India) serving needs of our esteemed local and global customers. With strong focus on innovation and thrust on customer satisfaction, we are continuously investing in R&D, automation and capacity expansion to introduce evolving technologies and attune our products to newer segments & increase our presence in the global market. We are both backward & forward integrated and are strategically positioned to capitalise on the available opportunities. As a part of our capacity expansion plan, our soft ferrite cores capacity will increase by 50% from Q2 FY'23 from current levels. We are also investing in a Top hat kiln to meet demand of high permeability ferrite cores which will be operational from Q4 FY'23. These expansions will increase our overall soft ferrite cores capacity by 65% to 3,900MT per annum and accelerate our growth.

We enter this age of rapid change firmly rooted in our values and unwavering focus on innovation, quality and safety, while simultaneously keeping our eyes on the prize of being future-ready, we strive to become one of the leading power electronics players globally. We look forward to your continued support and feedback as we enter the new era of Cosmo Ferrites.

Mr. Ambrish Jaipuria
Executive Chairman and CEO



Contents

01

Company Overview

02

Business Overview

03

Future Growth & Profitability Drivers

04

Financial Highlights

05

Board of Directors & Management

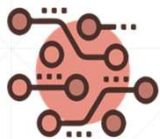
Company Overview

Company overview



ESTABLISHMENT

Established in 1986, Cosmo Ferrites Limited is one of the largest manufacturer of Mn-Zn based Soft Ferrite cores used in Power Electronics Industry



PRODUCT RANGE

- MnZn Ferrite Components (EE, EC, ETD, EER, EI, EFC, UU, TOROIDS, EP, RM, PQ, Pot, Planar, PTS, I Bar, EFF, EVD and EED)
- Pre-Calcined Ferrite Powder



PROMOTER

Promoted by Mr. Ashok Jaipuria, 1st Generation Entrepreneur, who introduced the country to Soft Ferrite Cores.



CAPACITY

- Ferrites Powder 3,600 Tons (plan to enhance to 6,000 Tons from Q4 FY23)
- Ferrites Component 2,400 Tons (plan to enhance to 3,600 Tons from Q2 FY 23)



SALES SHARE

- Export 46%
- Domestic (India) 54%



EXPORT MARKET

Europe, USA, UK, New Zealand, Israel, Turkey, Thailand, Malaysia, China, Sri Lanka etc.



CERTIFICATIONS

ISO 9001:2015
ISO 14001:2015
ISO/TS:16949
ROHS Certified
REACH Compliant
UL Approved Insulation Coating



MANUFACTURING FACILITY

Located in the Foothills of Himalayas at Jabli, Solan Dist., Himachal Pradesh, India

Company Overview – Vision & Mission

Vision

“Striving to become the market, product and quality leader of soft ferrite cores in the power electronics industry.”

Mission

“We shall endeavour to be an organization which delivers outstanding customer service, respects all individuals working with it and always encourages initiative & innovation.”

Company Overview – Our Values

Customer Orientation

We believe in long term relations with our customers. Under all circumstances we put the customer first. We ensure value for money for our customers through better products, services & our interactions.

Innovation

We encourage innovation in every facet of its business activity including developing cost effective innovative solutions for our customers.

Cost Consciousness

We always work towards continuous improvement in ongoing process to bring down the cost in a structured manner.

Fair Business Practices

We as company believes fair business practice is important ingredients for success in all dimensions of business.

Transparency

We practice transparency with all stakeholders through structured periodical communication and adhering to best corporate governance practices.

Company Overview - Journey

Establishment 1986-87

Established in 1986 in
foothills of Himalayas in Jabli

R & D 1988-2000

- Developed more than 5 new ferrites materials in our own R&D setup
- Introduction of new shapes like EPC, EFD and ETD cores.

Further Expansion 2010- 2015

- Introduction of two 50T Dorst Presses, 1 Hydraulic cum Dorst of 100T and a new Kiln in 2013

Expansion 2001- 2010

Expansion of production capacity by
installing state of art Kiln in the Plant
in 2001-2005

Market leader 2016- 2022

Market leader in Domestic market
and exporting to more than 50
countries.

Business Overview

Why Cosmo Ferrite?

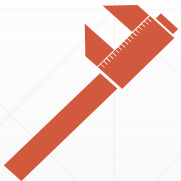


Flexibility in job -line allocation

**Widest product portfolio
under one roof**

Global reach

**3 plus decades of Soft Ferrite
excellence**



**Ahead in Product
Development Curve**

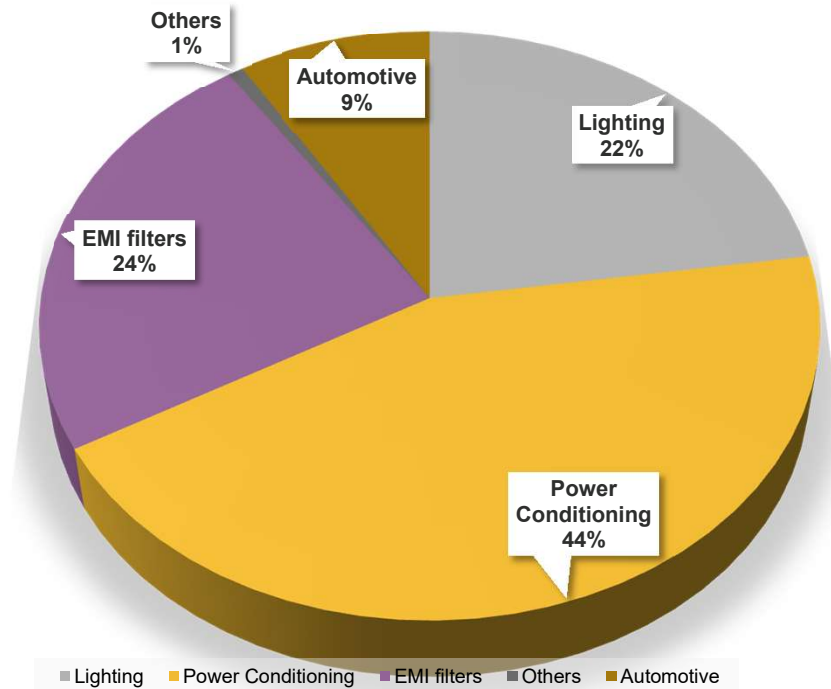
Customized Innovation

Key Account Teams

Global Stocking Availability

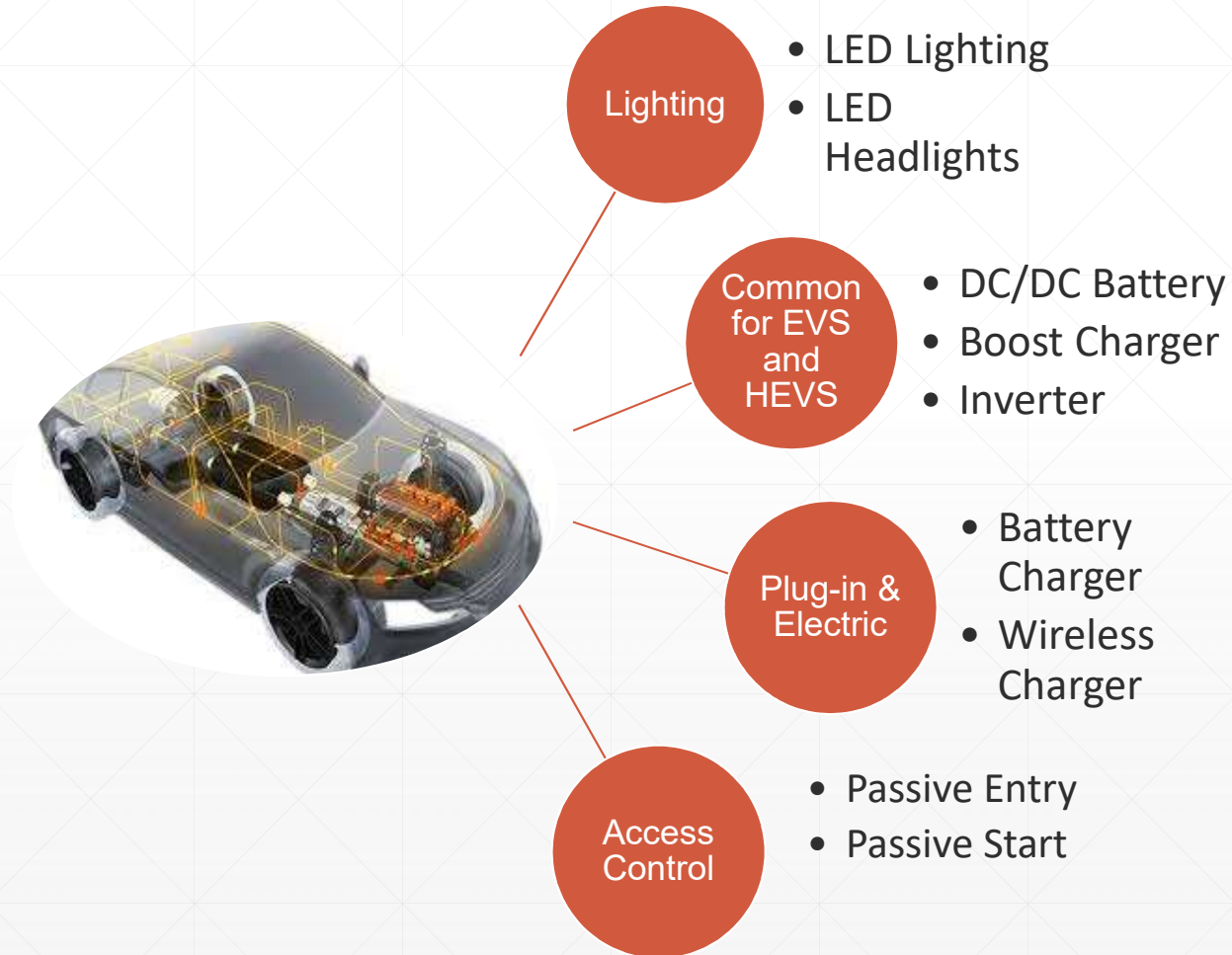
Segment wise sales

Segment wise %



Emerging market segment!!

Ferrites In Automotive Applications



Business Overview – Manufacturing Infrastructure



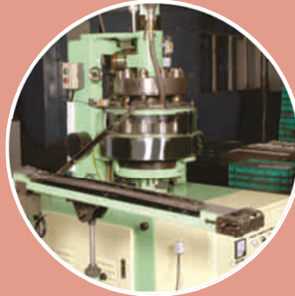
Powder Making Plant

In-house Powder Manufacturing Facility

Installed capacity

Powder Production – 3600 Tons

Ferrite Production – 2400 Tons



Press

Rotary Press

Hydraulic Press

Mechanical Press (Dorst Make)



Kiln

REIDHAMMER (Germany) - 4



Grinder

Linear Abrasive

Famtec Aplanab

4 Station Automatic Grinding Line

Diskus Werke



Business Overview – New R&D Resource Centre



XRF for determination of material composition and purity level accurately.



XRD for determination of crystalline phases present in ferrite system *



Particle size analyser for determination of particle size distribution in powder material *



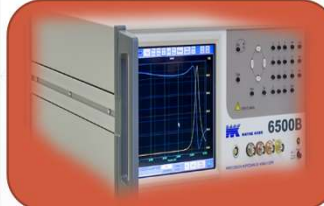
Atmosphere controlled kiln for sintering ferrite materials at lab scale with customized electromagnetic properties



Computerised BET surface analyser for determining specific surface area of powder materials



High resolution digital microscope (1000 x) for determining granulate shape, size, defects and micro crack *



Precision Impedance analyser capable to measure up-to 5 MHz *



Powerloss combined with B-H loop tracer capable to measure upto 2 MHz *

* Planned in FY 23

Business Overview – Customer Network



Business Overview – Global Clientele

1

63% - Asia

India | China | Sri Lanka
Thailand | Turkey | Taiwan
Malaysia | Vietnam |
Japan

2

34% - Europe

Germany | Italy | Poland
Czech Republic | Spain
United Kingdom | France
Russia | Ukraine |
Denmark

3

4% - North America

United States of America

4

1% - South America

Brazil | Argentina



Business Overview – Our Customers



Dixon Technologies (India) Limited



* Above include direct and indirect customers

Disclosure: All these are trademarks of respective Owners



Awards and Recognition



ELCINA-EFY Certificate of Merit for Outstanding Achievement in "Exports/Large Scale" Year 2016-17



ELCINA-EFY Certificate of Merit for Outstanding Achievement in "Exports" Year 2020-21



43rd ELCINA-EFY Award for Outstanding Achievement in "Exports/Large Scale" Year 2017-18



ELCINA-EFY Certificate of Merit for Outstanding Achievement in "Exports/Large Scale" Year 2013-14

Instituted in 1976 by Electronic Industries Association Of India, ELCINA awards are highly regarded in industry circles Awards have been supported by officials of Department of Electronics & IT (Government of India) through their participation in selection process

Future Growth & Profitability Drivers



Key Future Growth & Profitability Drivers



Meet growing demand of Soft Ferrite cores with increased capacity

Ferrite capacity will be increase from present production capacity of 200 Ton per month to 300 Ton per month from Q2 FY23



Moving towards high end application (Top Hat Kiln)

With Top Hat Kiln, Cosmo expects to meet customers' growing demands related to high permeability ferrite cores with an additional capacity of 25 Ton per month Q4 FY 23 onwards. The focus will be on high end applications



Going Vocal for Local by promoting localization of critical raw materials

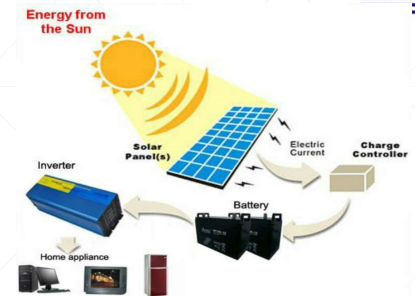
To reduce dependence on imports and improve costs, the Company is working on localization of critical raw materials and will complete this by December 2022.



Meet growing demand of Powder with increased capacity

Ferrite powder production will be increased from present capacity of 300 Ton per month to 500 Ton per month by December 2022

Emerging Trends to drive demand of Soft Ferrites!!



- Significant push Globally to increase sales of EVs.
- Solar and Wind Energy are going to become mainstream energy sources
- IOT, Cloud computing, 5G and Industry 4.0 are on an acceleration mode

Financial Highlights

Financials

Particulars	INR lakhs		
	Audited Q4 FY 21-22	Unaudited Q3 FY 21-22	Audited Q4 FY 20-21
Net Sales	3,309	3,475	1,888
EBIDTA	938	918	252
EBIDTA %	28%	26%	13%
PBT	659	550	67
PAT	490	408	230
EPS*	4.07	3.39	1.91
Book Value	24.83	20.71	12.95

Key Highlights – Q4, FY21-22 Results

Q4FY22 EBITDA has increased YoY by 272% on the back of higher volumes, better sales realisation and increased sales of technologically advanced ferrites cores. In addition, higher EBITDA is also driven by continuously improving internal efficiencies and variable cost rationalisation measures taken by the company.

Future growth will come from development of newer markets and supply of Ferrite cores for application in emerging segments (a) Automobile (b) EV incl. Wireless charging (c) Renewable Energy, (d) IOT, (e) Digitisation (f) 5G infrastructure, etc.

Financials – Some recent years

Particulars	INR Lakhs		
	Audited FY 19-20	Audited FY 20-21	Audited FY 21-22
Net Sales	5,501	6,365	11,384
EBIDTA	-209	787	2,949
EBIDTA %	-4%	12%	26%
PBT	-1,004	50	1,897
PAT	-1,003	180	1,423
EPS	-8.34	1.50	11.83
Book Value	11.45	12.95	24.83

Key Highlights – FY22 Results

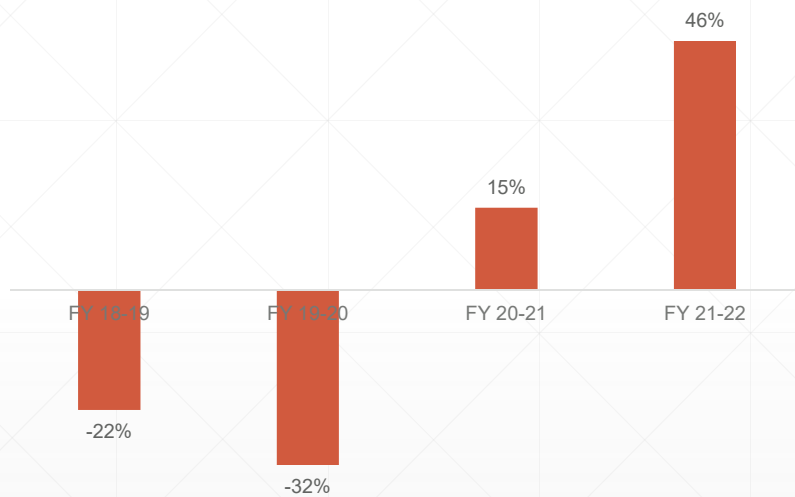
During FY22, PAT has increased by 690% YoY primarily due to following reasons :

- Improved sales mix (shift towards high-end applications)
- Better sales realisation
- Higher export sales
- Localisation
- Power cost rationalization
- Improved input/output ratio

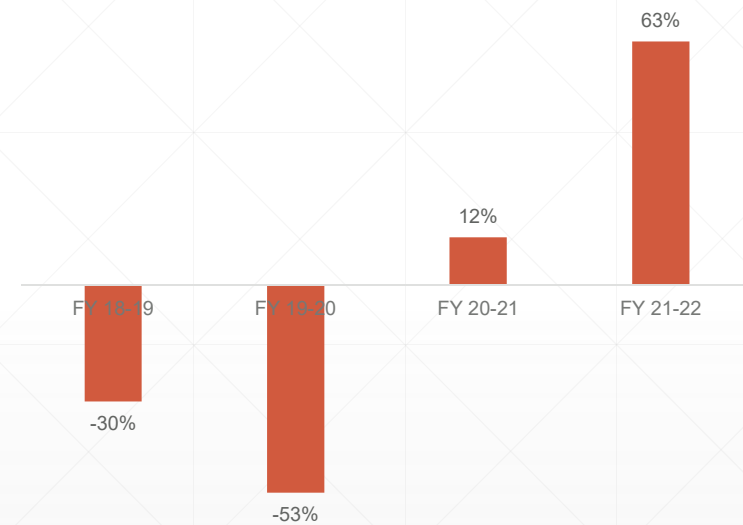
Key Financial Highlights – ROCE & ROE %

Turnaround improvement in ROCE and ROE

ROCE %



ROE %

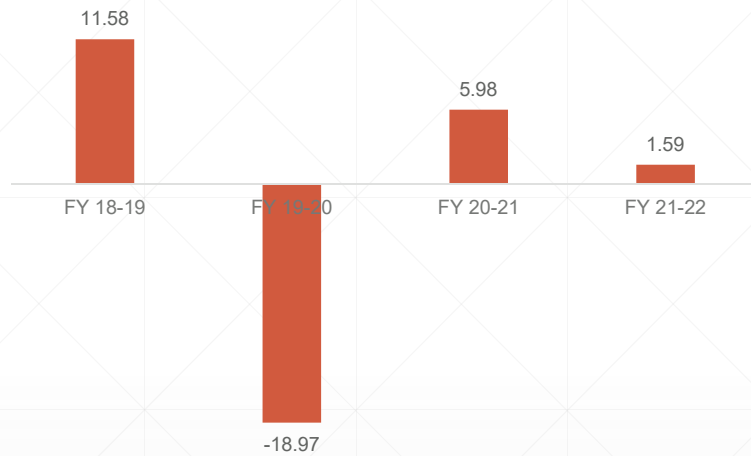


	FY 18-19	FY 19-20	FY 20-21	FY 21-22
ROCE	-22%	-32%	15%	46%

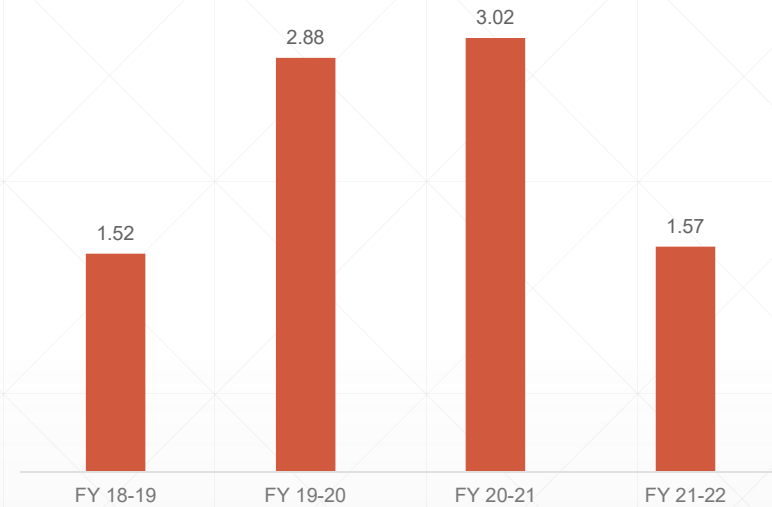
	FY 18-19	FY 19-20	FY 20-21	FY 21-22
ROE	-30%	-53%	12%	63%

Key Financial Highlights – Debt ratios

Debt EBITDA



Debt Equity

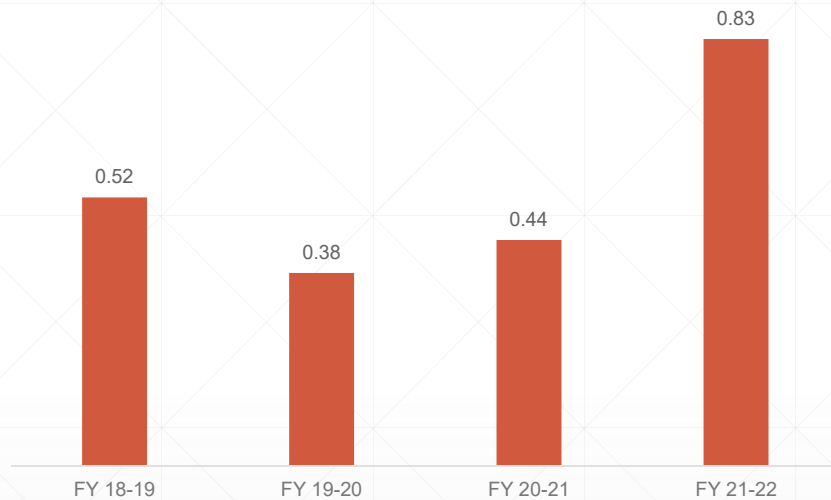


Particulars	FY 18-19	FY 19-20	FY 20-21	FY 21-22
Debt EBITDA	11.58	-18.97	5.98	1.59

Particulars	FY 18-19	FY 19-20	FY 20-21	FY 21-22
Debt Equity	1.52	2.88	3.02	1.57

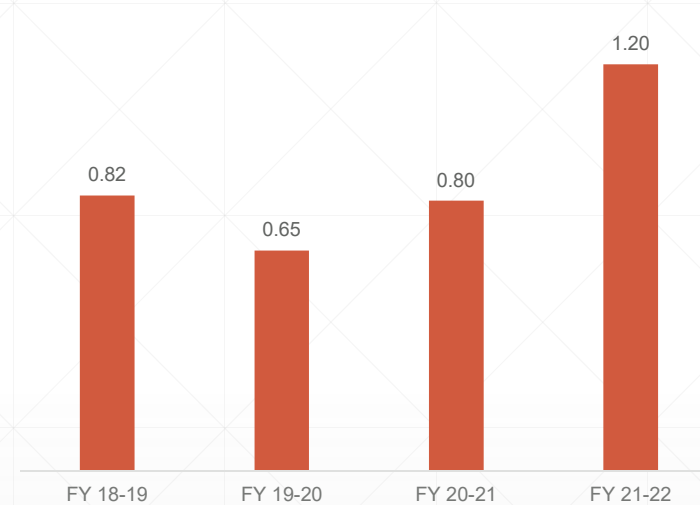
Key Financial Highlights – Other Key Ratios

Current Ratio



Particulars	FY 18-19	FY 19-20	FY 20-21	FY 21-22
Current ratio	0.52	0.38	0.44	0.83

Asset Turnover



Particulars	FY 18-19	FY 19-20	FY 20-21	FY 21-22
Asset Turnover	0.82	0.65	0.80	1.20

Entry barriers as Soft Ferrites requires Years of R&D, Customer approvals and entire backward integration

Board of Directors & Management

Company Overview – Board of Directors



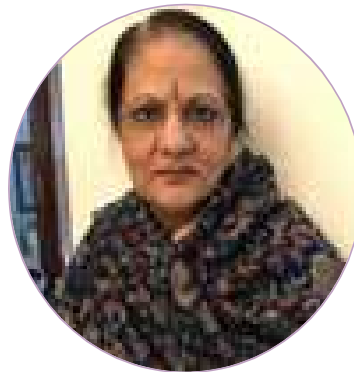
Mr. Ambrish Jaipuria
Executive Chairman and CEO

Educational qualification

Bachelors of Business Administration from
The Ohio State University

Experience

Executive Chairman and CEO at Cosmo Ferrites Ltd. Mr. Jaipuria is also on the board of Hanuman Textile MFG, Inv Co. Ltd. and Sunrise Manufacturing Co. Ltd.



Ms. Abha Jaipuria
Non-Executive Director

Educational qualification

Commerce Graduate

Experience

25 years of experience in strategic planning, marketing and restructuring of business operations. She is on the Board of Savita Investment Company Ltd.



Mr. Kulbhushan Malik
Independent Non Executive Director

Educational qualification

Qualified CA and B. Com (H) from SRCC Leadership Programmes from Oxford University (UK) and Thunderbird University, Arizona (USA)

Experience

Experience of over 20 years in areas of General Management, Strategy, Sales, and Financial management.

Company Overview – Board of Directors



Mr. Rajesh Kumar Gupta

Independent Non Executive Director

Educational qualification

Commerce Graduate from University of Delhi

Experience

Worked in Jay Engineering Works Ltd, Sriram Group Company. He was part of Senior management team at Corporate office. Experience in Manufacturing, Accounts & Finance, Taxation, Banking, Rehabilitation Scheme /implementation under BIFR, Capital Investment Negotiations, Projects Implementation & MIS.



Mr. Janardhan Pralhadrao Gupta

Independent Non Executive Director

Educational qualification

Commerce graduate from University of Rajasthan

Experience

28 years of experience in Plastic packaging and film manufacturing company in departments like Accounts, Finance, Secretarial, Commercial Logistics, Purchase, Indirect taxation, Legal. Over 6 years of experience in Electronic equipment & component manufacturing co.



Mr. Pankaj Poddar

Non Independent Non Executive Director *

Educational qualification

PGDBM, Financial Management, Chartered Accountant with B.Com. (H) from SRCC

Experience

26 years of experience as turnaround specialist, quick decision-maker with strengths in commercials, analytics, negotiation, team engagement & strategy building

* Inducted in Board meeting held on 12th May 2022

Company Overview – Board of Directors



Mrs. Himalayani Gupta
Independent Non Executive Director *

Educational qualification
Advocate

Experience
Practising lawyer & a Senior Founding Partner in UHV international Partners. She has been Standing Counsel for Union of India in the Supreme Court. She is consultant to several national & multinational organisations, including Fortune 500 Companies. Her area of expertise are IPR, Contracts, Trust & Societies, Corporate & Partnership laws.



Mr. Neeraj Sharma
Independent Non Executive Director *

Educational qualification
Chartered Accountant and Bachelor's degree in Science

Experience
20 years of experience in Oil & Gas, Healthcare, Hospitality and E-Commerce in areas like International/Domestic Tax, Transfer Pricing, Regulatory & Policy matters. He has been associated with RSM & Co.(now PWC) and Nangia Andersen as a partner for over 10 years.

* Inducted in Board meeting held on 12th May 2022

Company Overview – Leadership Team



Mr. Ambrish Jaipuria
Executive Chairman and CEO

Educational qualification

Bachelors of Business Administration from
The Ohio State University

Experience

Executive Chairman and CEO at Cosmo Ferrites Ltd. Mr. Jaipuria is also on the board of Hanuman Textile MFG, Inv Co. Ltd. and Sunrise Manufacturing Co. Ltd.



Mr. Vikas Puri
Business Head

Educational qualification

B.E. (Electronics & Tele-Communication) &
Post-Graduation Diploma – ISO 9000 and
Total Quality Management

Experience

28 years of experience in Strategy,
Business Development, Sales, Operations,
Project Management – Greenfield projects
& vast experience in Automotive, Power,
Telecom and Electronics field

Company Overview – Leadership Team



Mr. Sanjeev Katoch
General Manager

Educational qualification

B.Tech. Industrial Engineering & TQM,
DME & Diploma in Management Studies

Experience

Experience of 33 years in field of Plant
Operations, Project, Business & Strategy
Management



Mr. Sanjiv Jindal
Chief Financial Officer

Educational qualification

A Qualified Chartered Accountant with
Bachelors of Commerce

Experience

Experience of 32 years in finance while
working with large engineering and
automotive manufacturing industries.



Mr. K. Sriram
AGM (Operations and R&D)

Educational qualification

BE in Ceramics from IIT (BHU)

Experience

Experience of more than 28 years in R&D
of Ferrites and Production Process
Management of Ceramic Components.

Thank You