

CFL/SE/2026-27/AUG/05**August 06, 2026**

The Manager (Listing) BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001 Scrip Code: 508814	The Manager (Listing) National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block, Bandra – Kurla Complex Mumbai-400 051 Security ID: “COSMOFIRST”
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Sub: Investor Presentation

Dear Sir,

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 quarter ended on June 30, 2026. The Investor Presentation is also being hosted on the website of the Company viz <https://www.cosmofirst.com/investors/investors-presentation>

You are requested to take the same on your records.

Thanking You

Yours faithfully
For **Cosmo First Limited****JYOTI DIXIT**Digitally signed by JYOTI
DIXIT
Date: 2026.08.06 18:13:42
+05'30**Jyoti Dixit**
Company Secretary & Compliance Officer***Encl: as above***

Cosmo First - Entering Phase of Superior ROCE & Business Scale-Up

Q1 FY27 Investors Presentation

Agenda

01 Strategic Perspective- Short to Mid Term

02 Businesses at a Glance

03 Q1 FY27 Performance

04 Business Deep-Dives

05 Financial Overview, ESG & Sustainability

From Investment Phase To Value Creation

1 Capex Cycle Complete

- ❑ ₹1,200+ Cr strategic capex done in last three years
- ❑ Major capacities have commissioned
- ❑ Limited Capex ahead
- ❑ Net debt ₹1,166 Cr (2.3x EBITDA vs 2.9x in Jun'25); targeting below 2.0x within 12-18 months
- ❑ 19% Revenue CAGR (FY24-26) & 38% EBITDA CAGR (FY24-26)

2 Specialty Portfolio Shift

- ❑ Increasing specialty films volume ~ 10% CAGR
- ❑ Specialty chemicals: 25%+ EBITDA & 30% ROCE
- ❑ Launched high margin Window Films & Paint Protection Films (FY26)
- ❑ Complementary thin wall containers business focused on brands sales
- ❑ Targeting rise in non-film EBITDA over 3 years

3 Long-term Value Creation

- ❑ Building Consumer businesses (Window Films, Paint Protection Films & Petcare verticals)
- ❑ Achieving close to full capacity utilization in all B2B businesses
- ❑ Scaling high-ROCE verticals

What Drives Short Term Growth

Additional Volumes -
from current 85% to
near full utilization

Higher Specialty
Mix (growing at ~
10% CAGR)

US Business Margin
expansion post tariff
normalization

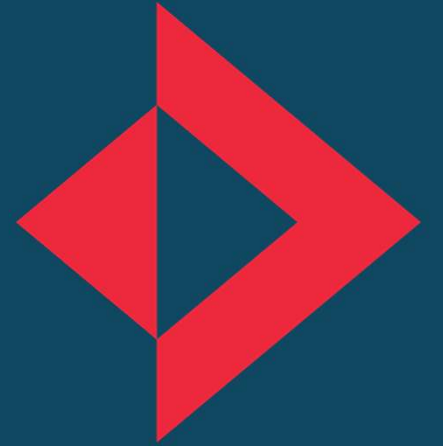
Additional
Renewable Power
Savings

Rigid Packaging
EBITDA
turnaround

Scale-up in all
businesses

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Cosmo First – Businesses at a Glance



High Quality Specialty Focused Businesses: Five Growth Engines



Cosmo Films

Since 1981

India's Largest Flexible
Packaging Film Producer

Revenue

FY26 ₹3,265 Cr (+25% YoY)

Q1FY27 ₹1,034 Cr (+45% YoY)

KEY HIGHLIGHTS

- #1 Specialty films share in India (10% CAGR)
- Largest exporter in India (~50% of revenue)
- R&D focus: 6 patents, 11 in pipeline
- Capacity up 45%, lowest cost of production (added in May '25)



Specialty Chemicals

Since FY21

R&D-Driven Specialty
Chemicals

Revenue

FY26 ₹204 Cr (+10% YoY)

Q1 FY27 ₹66 Cr (+34% YoY)

KEY HIGHLIGHTS

- 3 niche verticals: coatings, masterbatch, adhesive
- High value-add, niche positioning
- High ROCE business (25%+)
- Double-digit growth rate, 25% ROCE



Cosmo Plastech

Since FY25

End-to-End Rigid
Packaging Vertical

Revenue

FY26 ₹92 Cr (+86% YoY)

Q1 FY27 ₹36 Cr (+58% YoY)

KEY HIGHLIGHTS

- FMCG · Pharma · Electronics focus
- Thin-wall containers
- Brand (56%) & Specialty Sales focus
- Healthy and stable margins



Cosmo Consumer

Since FY26

High-Margin Consumer
Film Products

Revenue

FY26 ₹23 Cr (1st year)

Q1 FY27 ₹11 Cr (4.5x YoY)

KEY HIGHLIGHTS

- Window · PPF · Safety · Decorative films
- Ceramic coatings
- High-margin business
- PPF industry growing 30% in India



Zigly Pet Care

Since FY21

D2C Omni-Channel
Petcare Platform

Revenue

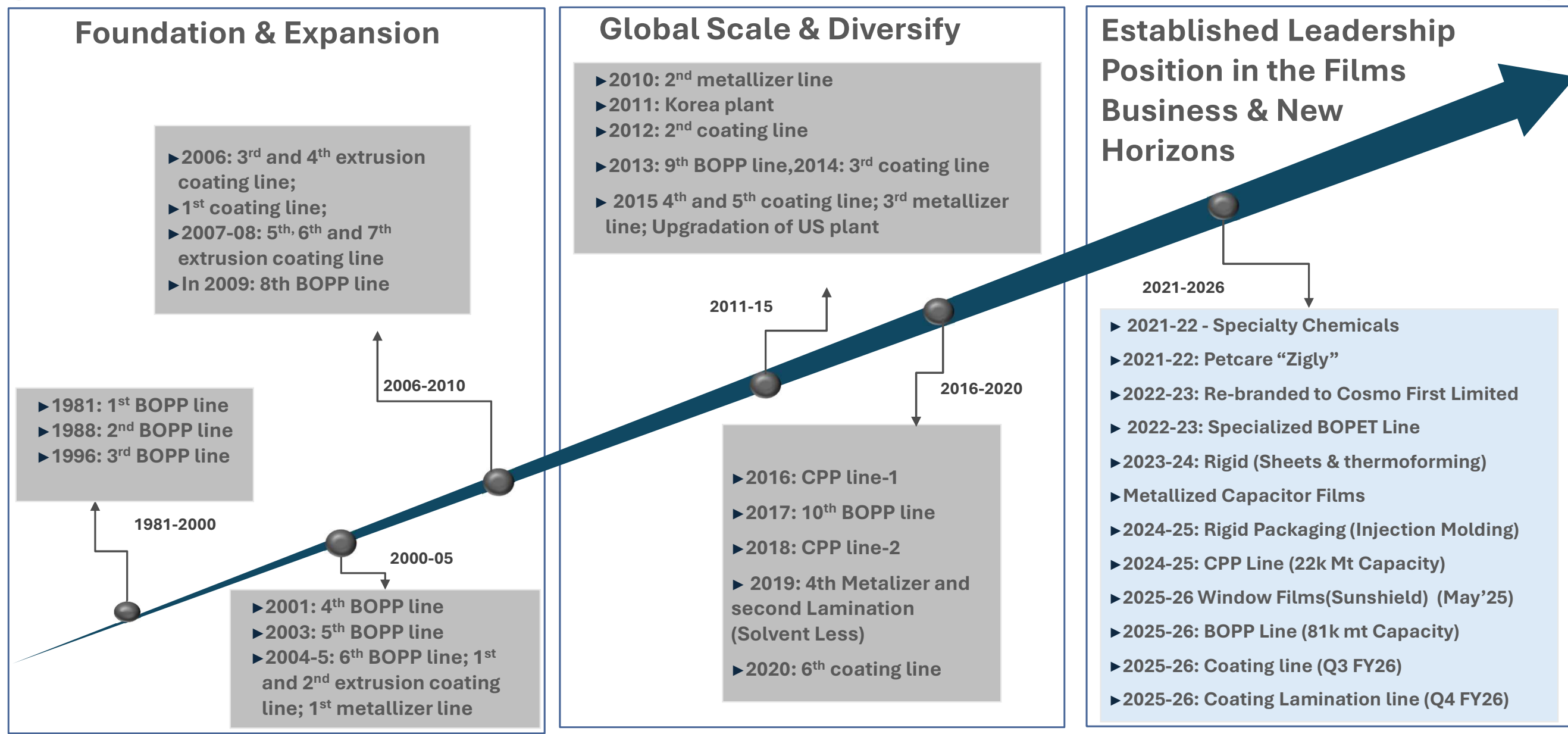
FY26 ₹55 Cr (+63% YoY)

Q1 FY27 ₹18 Cr (+70% YoY)

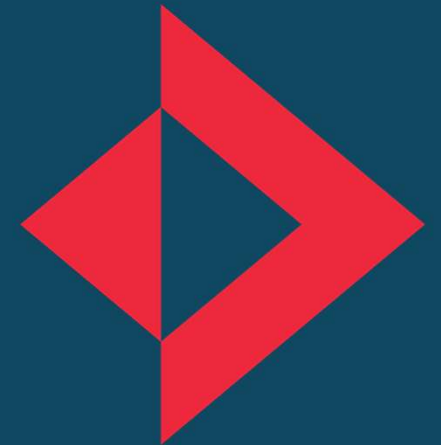
KEY HIGHLIGHTS

- Vet care · Grooming services · Products
- Private label offerings
- High-growth industry (20% p.a.)
- Near-term value unlock planned by end of FY27

₹1,200+ Cr Capex In The Last 3 years Driving Strategic Growth **COSMO FIRST** Ahead Always



Q1 FY27 Snapshot



Q1 FY27 — Key Business Traction

Segment-wise momentum across businesses



Cosmo Films

Flexible Packaging Films

Revenue **+45% YoY**
EBITDA **+15% YoY**

- Specialty volume increased 12% vs Q1 FY26
- Launched synthetic paper film for high-end digital printing
- Launched Green Graphic PVC-free films
- Anti-fog transparent BOPET lidding films



Specialty Chemicals

Coatings · Masterbatch · Adhesives

Revenue **+34% YoY**
EBITDA **+46% YoY**

- Developed coatings for automotive & electronics applications
- Oil & grease coatings for paper packaging
- Heat-seal coatings for foil surfaces
- High-performance PE white masterbatches
- Adhesives for wheel & nozzle applications



Cosmo Plastech

Rigid Packaging

Revenue **+58% YoY**
EBITDA Margin **7%**

- Brand mix at 58% in Q1 FY27 vs 50% in Q1 FY26
- Specialty mix at 54% vs 28% in Q1 FY26
- FSSC 22000 food-safety certified
- Specialty sales up — IML, sheets, barrier APET, PET/PE
- Added new brands in sales



Cosmo Consumer

Window Films & PPF

Revenue Run-Rate **₹45 cr pa**
Sales Growth – **4.5x YoY**

- Launched Cosmo Car Care Centre in Pune
- Expanded Window Films & Paint Protection Film (PPF) portfolio
- Strengthening brand presence (TV & other advertisements)
- Distribution network expanded to 100+ cities



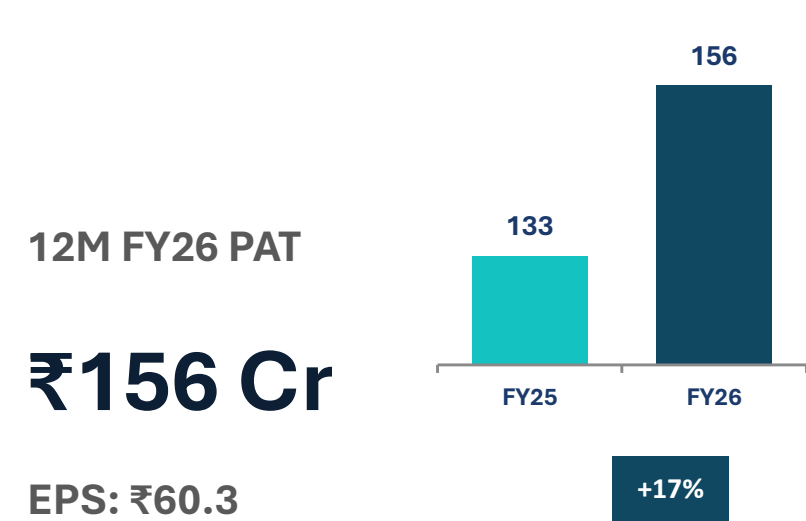
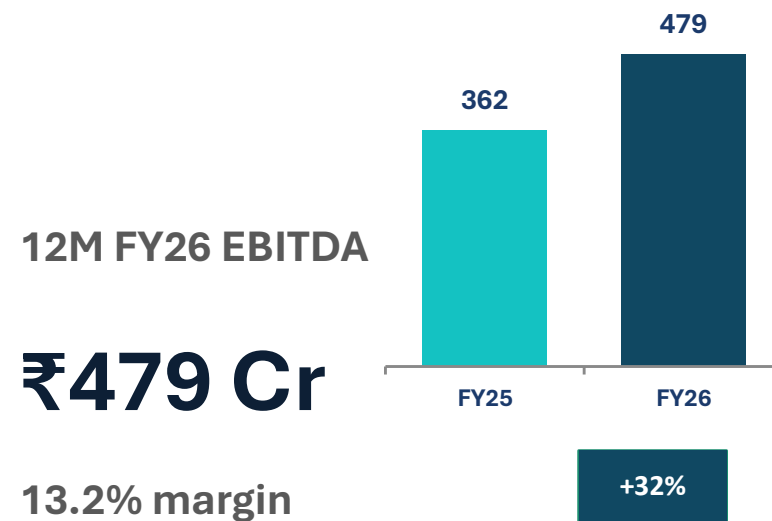
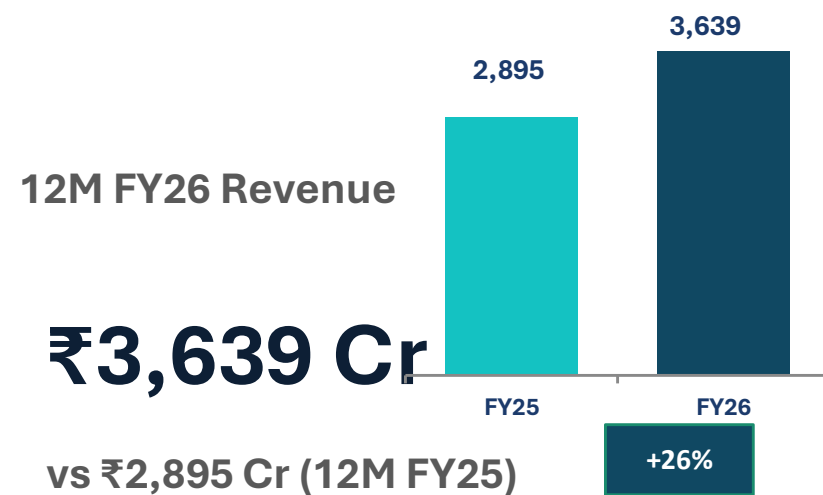
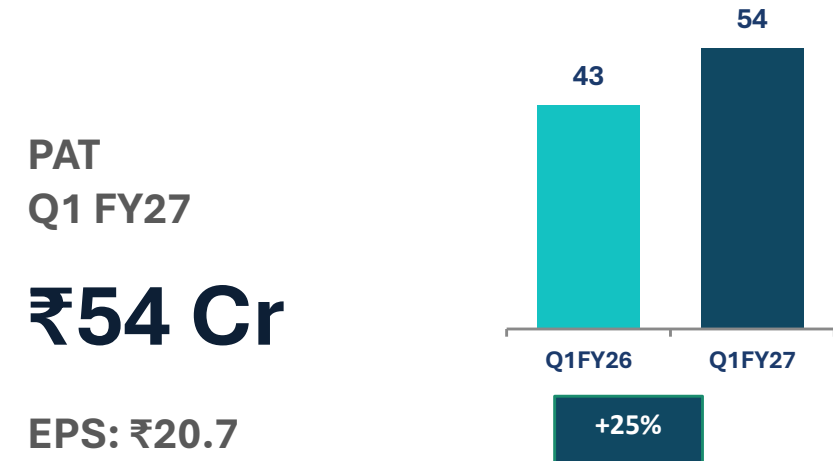
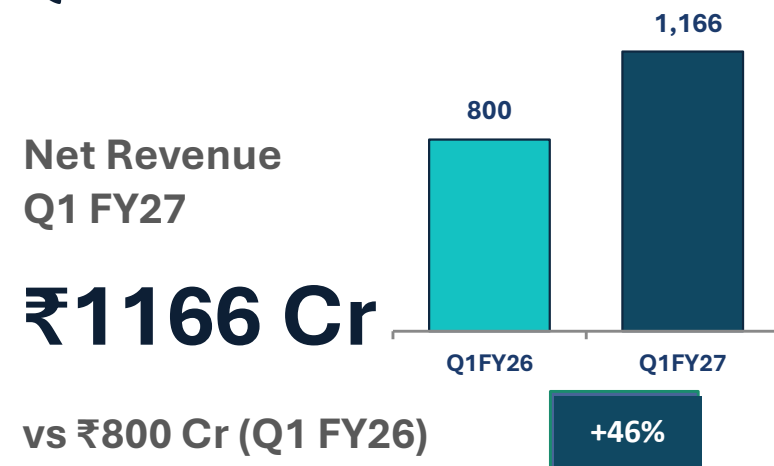
Zigly Pet Care

Petcare

GMV Rev Run-Rate **₹100 cr pa**
Sales Growth **+70% YoY**

- 47 retail centers (4 new in Q1 FY27)
- 29k+ customers served in Q1 FY27
- 64% services sales mix for retail in Q1 FY27
- Private-label sales **+105% YoY**
- 20+ new products launched under private label

Q1 FY27 — Performance Snapshot



Q1 FY27 Performance Snapshot

In Rs. Crores	Q1 FY27	Q1 FY26	Q4 FY26	FY25-26	FY24-25
Net Revenue	1,166	800	1,021	3,639	2,895
EBITDA	147	116	130	479	362
EBITDA%	12.6%	14.5%	12.7%	13.2%	12.5%
PBT	71	54	58	201	163
PAT	54	43	37	156	133
EPS (In Rs.) (Not Annualized)	20.7	16.6	14.2	60.3	51.5

Management Commentary

❑ Q1 FY27 EBITDA improved over the last year on the back of:

1. Higher sales volume (9%)
2. Improved base BOPP and BOPET films margins
3. Enhanced performance of the USA film business
4. Better performance by the specialty chemical subsidiary and rigid packaging
5. EBITDA margin at 12.6% vs 14.5% in Q1 FY26, as revenue rose 46% on 9% volume growth reflecting higher raw-material-linked realisations; gross margin per kg improved across base, semi-specialty and specialty categories.

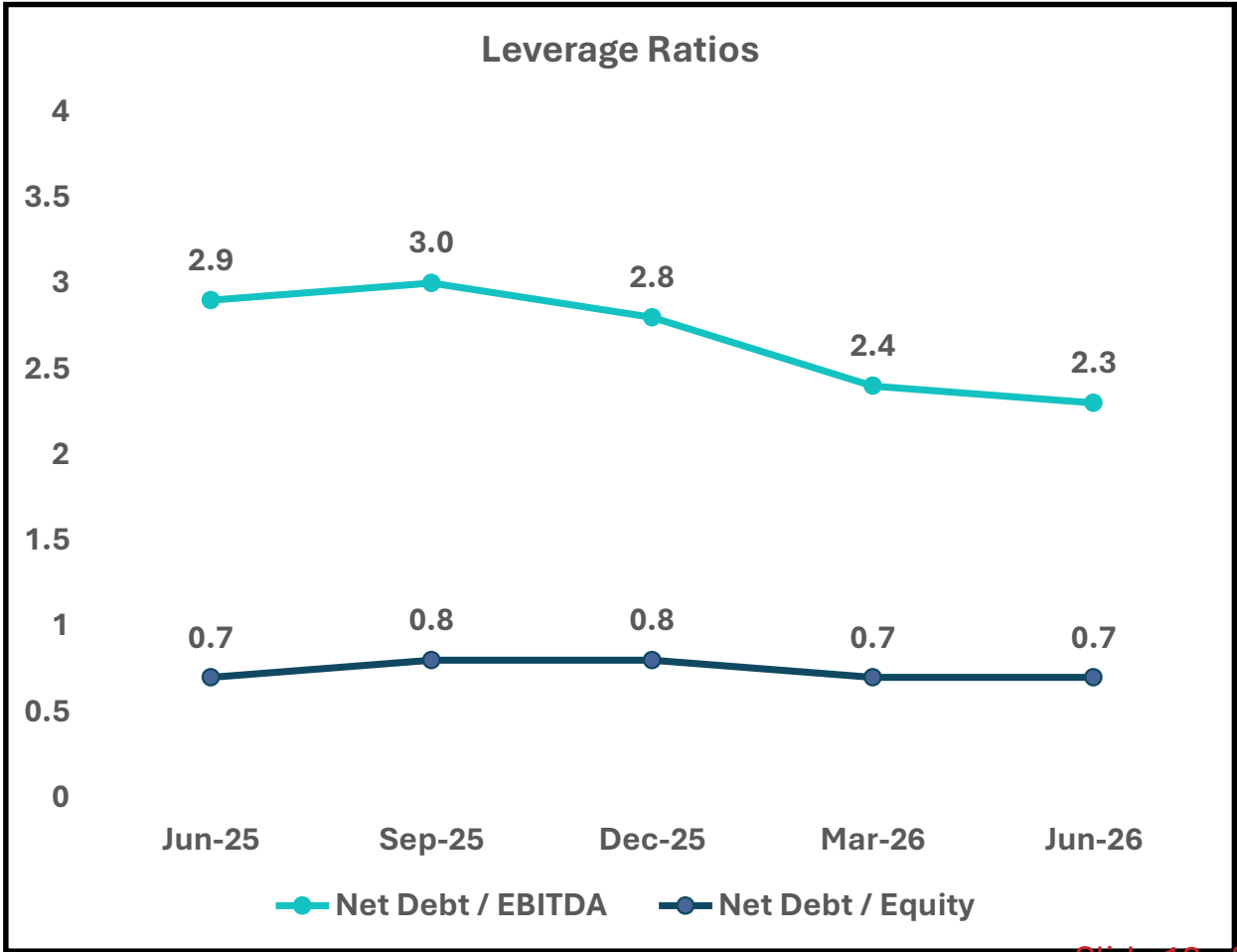
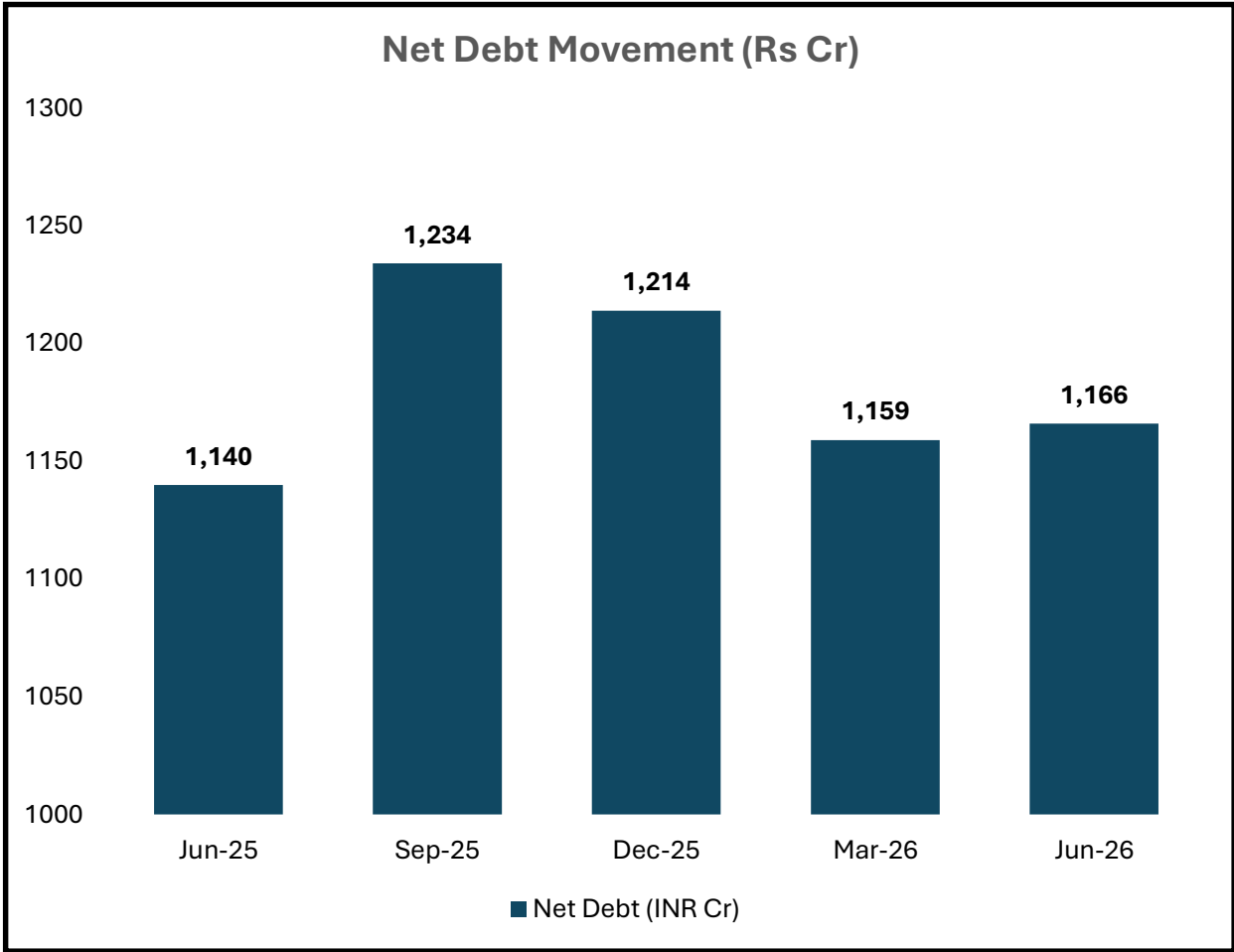
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Q1 FY27 : Management Commentary

- ❑ Specialty Chemicals delivered 34% YoY revenue growth and 25% EBITDA in Q1 FY27, led by its three verticals — coating chemicals, masterbatches and adhesives.
- ❑ Cosmo Plastech grew revenue over 58% YoY in Q1 FY27 and turned EBITDA-positive (7% normalized EBITDA). FY27 focus on higher profitability via better capacity utilization and efficiency.
- ❑ Both consumer businesses scaling: Zigly (Petcare) grew 70% YoY and Cosmo Consumer (Window Films, PPF & Ceramic Coatings) grew 4.5x YoY in Q1 FY27.
- ❑ Net debt (June 2026) at ₹1,166 Cr (2.3x EBITDA), despite an ₹85 Cr working-capital increase from higher raw-material prices post the West Asia conflict. Focus remains on reducing Net Debt/EBITDA to below 2.0x within 12–18 months.
- ❑ All B2B businesses are profitable. The FY27 focus will be higher Specialty films sale and improved capacity utilization to facilitate enhanced ROCE for Film business and substantially grow other B2B businesses.
- ❑ B2C businesses continue to grow exponentially in line with Q1FY27 growth.

Deleveraging Underway : Net Debt/ EBITDA 2.9x → 2.3x

- Net Debt as on June 2026 was flat despite net working capital increase by Rs 85 crores due to increased raw material prices post West Asia war.
- There is clear focus to reduce net debt substantially in next 2 years.

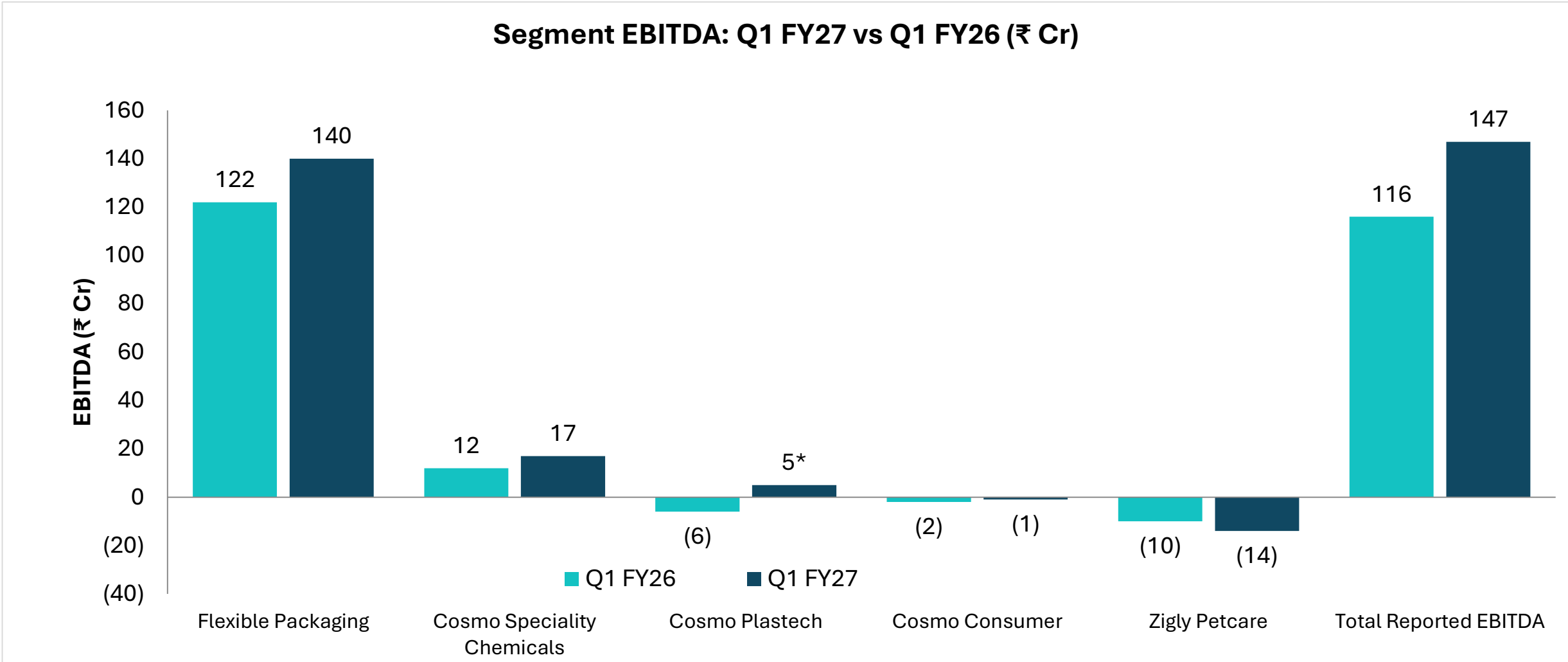


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Segment wise EBITDA Breakup

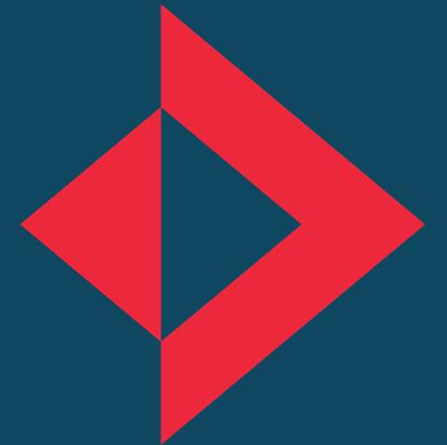
EBITDA Q1FY27 vs Q1FY26

Segment EBITDA: Q1 FY27 vs Q1 FY26 (₹ Cr)



Note- Plastech- Include one time government incentive of Rs 2.4 Cr. Excluding this normalized EBITDA will be at 7%.

Business Overview – Films

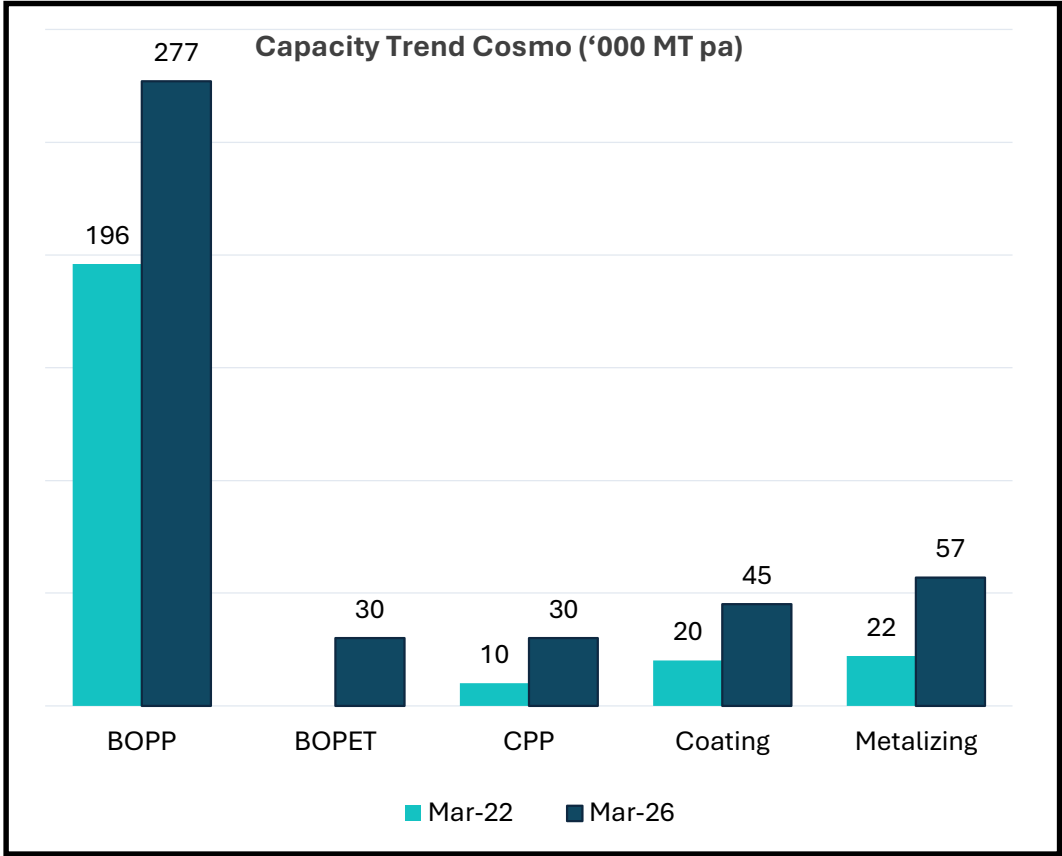


Films Business — India's Largest, Focused On Specialty

- ❑ India's BOPP Market: ~900K MT pa | ₹13,000 Cr | 8–10% growth
- ❑ Cosmo Position:
 - Largest flexible packaging film producer in India, with BOPP capacity of 277k MT
 - Globally amongst top four players in BOPP Specialty films
 - Specialty Labels – Second largest player in the world
 - Thermal Lamination Films World’s Largest Supplier
- ❑ Specialty CAGR: 10% CAGR in specialty films over last 6 years, Strong R&D developing new films
- ❑ Export Share: ~50% of revenue from exports (80+ Countries) with higher margins and Specialty sales
- ❑ Future Capex: Only specialty assets for next couple of years
- ❑ Stable ROCE : ROCE improving from FY26 levels towards a mid teen steady state as new capacity reaches full utilization

Cr

Packaging Business	Q1 FY27	Q1 FY26	Change %	FY26
Sales	1034	714	46%	3265
EBITDA	140	122	15%	470



Shift towards specialty films is structurally improving margins and business quality



What Makes Specialty Films Critical

-  **Higher value-added applications** vs commodity/base films
-  **Customized, application-specific solutions** across industries
-  **Stronger pricing power** driven by differentiation
-  **Export-led demand mix** supporting premium realizations



Innovation-Led Expansion

Continuous new product development to replace traditional materials (PET, PVC, Foil)
Focus on sustainable & high-performance films

Key innovations in last 12 months:

-  High barrier & metallized CPP films
-  Retort-grade transparent films
-  UV inkjet printable label films
-  Synthetic paper (CSP) as sustainable substitute



Specialty films delivering **significantly higher per kg margins** vs base films



~**10% CAGR** growth in specialty portfolio over the last 6–7 years



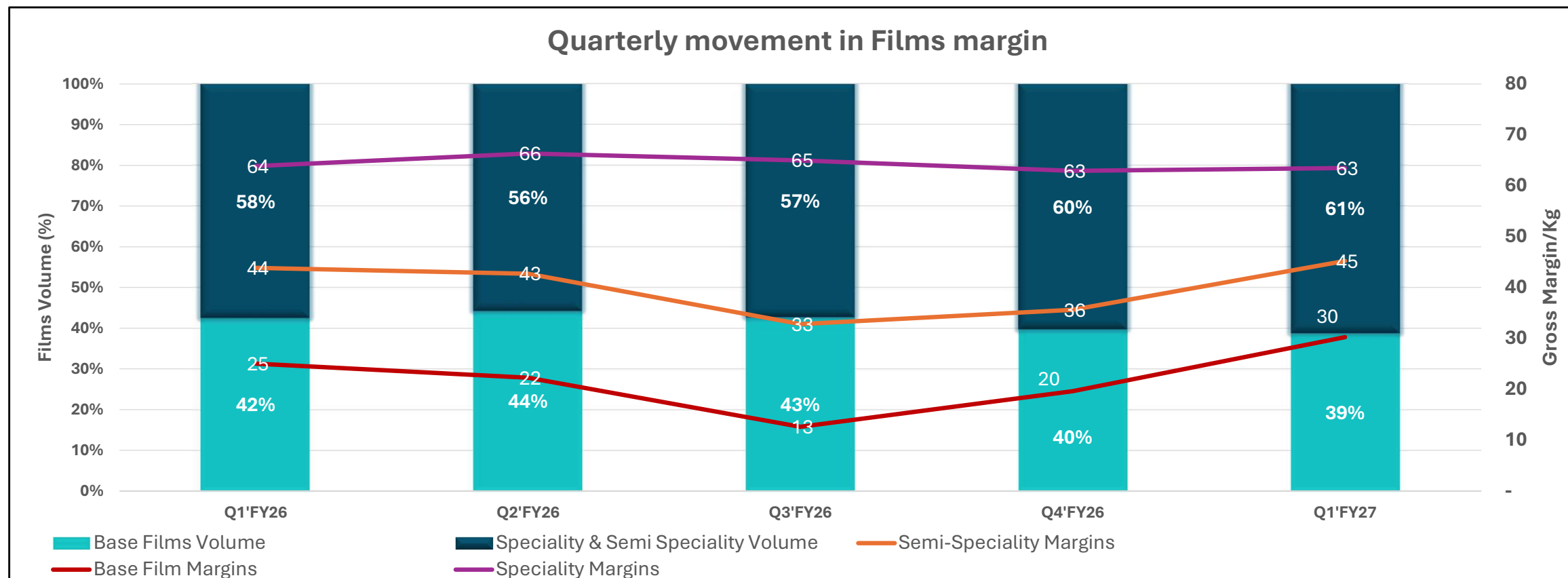
Margin recovery driven by **improved product mix & return of high-value export customers**

What makes specialty films better

Particular	Base Films	Semi Specialty Films	Specialty Films
Competition	High	Medium	Low
Pricing Power	Low	Medium	High
R&D	Low	Medium	High
Customer Stickiness	Low	Medium	High
Export Opportunity	Limited	Good	Excellent

- ☐ All incremental capex aligned towards **specialty films**
- ☐ Focus on **premiumisation + sustainability-led product mix**

Specialty Mix Continues To Improve (61%), Base BOPP Films Margins At Five Quarter High



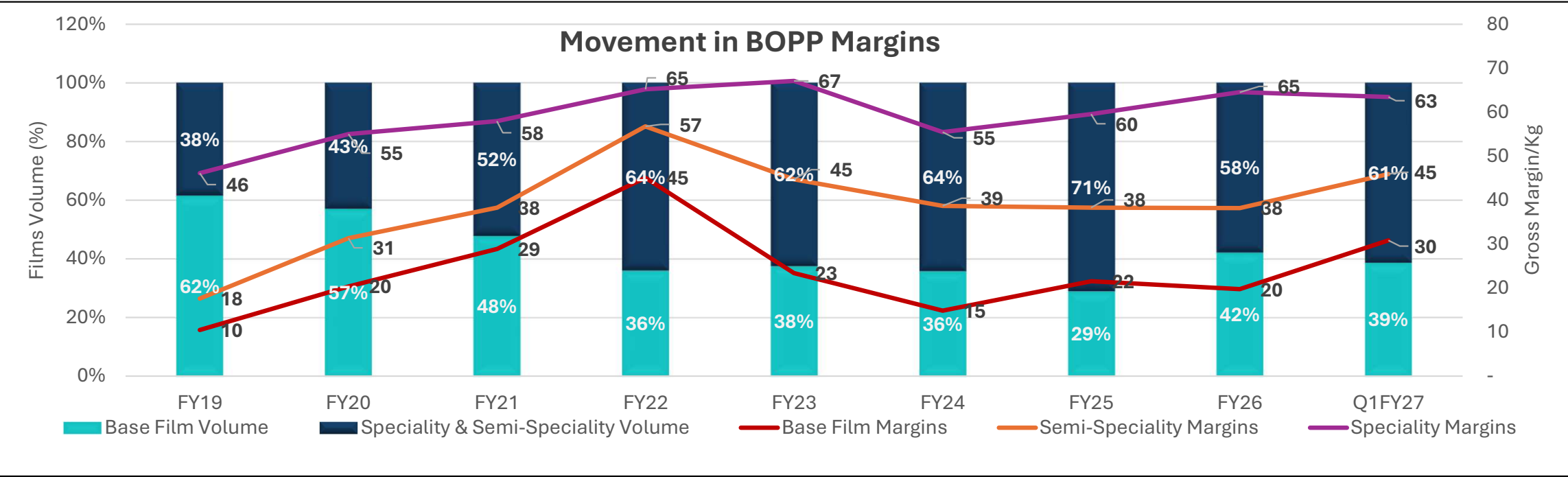
Note: Margins denote per/kg contribution for respective films categories.

- ❑ The company continues to target increase in specialty films (including new capacity) with target 10% CAGR growth
- ❑ Specialty & Sem-specialty mix has recovered from 56% (post new line commissioning adding major capacity) to 61%; tracking the path back to ~70%

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BOPP Specialty Sales Continue To Grow (10% CAGR)

Expanding Specialty & Semi-Specialty films portfolio (high margin category) (~ 10% CAGR over last 7 years)



- Specialty % has reduced in FY26 post commissioning of new BOPP and CPP lines which initially produce higher base BOPP & CPP films. The company continues to target increase in specialty films (including new capacity) with target 10% CAGR growth.
- Specialty margins per/kg have dropped in FY24 owing to change in sales and customer mix and restored back in FY25 & FY26 due to return of specialty export customer for a high margin specialty film
- Margins above denote per/kg contribution for respective films categories

Manufacturing Strength

Manufacturing Footprint & Capacity Overview



Waluj, Chhatrapati Sambhajinagar

BOPP 6 lines	Thermal 2 lines	Coating 5 lines	CPP 2 lines
Metalizing 5 lines		BOPET/PET-G 1 line	



Shendra, Chhatrapati Sambhajinagar

Thermal 5 lines	Coating 3 lines
Metalizing 1 line	BOPP 1 line



Karjan, Vadodara

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

Additional
Volumes - from
current 85% to
near full utilization

Built Specialty
capacity for next
two years growth

Total Installed Capacity Snapshot

2,77,000+ TPA
BOPP

**India's largest
BOPP capacity**

~26,000 TPA
Thermal

~45,000 TPA
Coating

~57,000 TPA
Metallizing

~30,000 TPA
CPP

7,200 TPA
CSP

30,000 TPA
BOPET

Strategic expansion at Bidkin (Chhatrapati Sambhajinagar) underway to drive next phase of capacity growth and specialty leadership.

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Global Presence

Global Footprint & Market Presence

100+ countries
Customer Presence

New Delhi, India
Corporate Office

3 Manufacturing Plants
In India

Global Presence backed
by Subsidiaries

Global Sales Offices
& Warehouses



~50% revenue from exports | Strong global specialty films leadership

~Majority of exports comes from Specialty Films

U.S. and Japan are premium realization markets

Global scale with localized execution across key international markets.

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Growing Specialty Films Product Portfolio Contd.



PACKAGING FILMS

- ☐ **Print & Pouching Films**
- ☐ **Barrier Films**
- ☐ **Overwrap Films**
- ☐ **Heat resistant Film**
- ☐ **Lidding Films**



GRAPHICS

- ☐ **Green Graphic PVC free**
- ☐ **Synthetic paper for ID cards, Tags, Menu cards**
- ☐ **Thermal Lamination & Wet Lamination**
- ☐ **Premium Lamination Films(Velvet, Scuff free)**



LABEL FILMS

- ☐ **Pressure Sensitive Label stock films**
- ☐ **Direct Thermal Printable films**
- ☐ **In-Mold Label films**
- ☐ **PETG Shrink Labels**
- ☐ **Wrap Around label films**



INDUSTRIAL FILMS

- ☐ **Tape & Textile Films**
- ☐ **Cable Overwrap**
- ☐ **Other Specialized Film**
- ☐ **Metallized Capacitor Films(Fan capacitors, motor, AC , Washing machine)**

- Films highlighted above in **blue color** are Specialty Films, while with **green color** include both specialty & non-specialty
- **Disclosure:** All these are trademarks of respective Owners
- **Global Leadership:** Top 4 in BOPP Specialty Films · #2 Specialty Label Films · World's Largest: Thermal Lamination Films & Industrial Application Films

Innovation, R&D Initiatives – Driving Specialty & Sustainable Growth

Largest flexible packaging
R&D infrastructure in
India

Centralized R&D centre at Waluj
(Chhatrapati Sambhajnagar)

30+ R&D resources
including PhDs & global
experts

~0.5% of annual revenue
invested in R&D

6 active patents
with 11+ in pipeline

Advanced R&D Capabilities

- ❑ End-to-end polymer, films & coatings analysis
- ❑ Advanced equipment: Screen, UV Flexo, Direct Thermal, Thermal Transfer printers, stretching machines
- ❑ In-house coating, printing & analytical capabilities
- ❑ Dedicated PackSmart Food Lab for real-time packaging & shelf-life testing

Innovation-Led Product Development

- ❑ PVC-free Green Graphics films (sustainable alternative)
- ❑ High-barrier films replacing foil, PET & PE
- ❑ Specialty CPP & BOPP films for food & industrial applications
- ❑ Cosmo Synthetic Paper (CSP) – recyclable & eco-friendly solution
- ❑ UV inkjet printable coated label films

Cutting-Edge Infrastructure



- ❑ Recent addition of KARO IV lab stretcher
- ❑ Enables monoaxial & biaxial film orientation
- ❑ Supports development of BOPP, BOPET, BOPA & specialty films
- ❑ Accelerates speed from innovation to commercialization and leadership in packaging space

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Trusted Partners- Dominant Global Brands

Trusted partner to prestigious portfolio of large blue-chip companies and renowned brands

FMCG



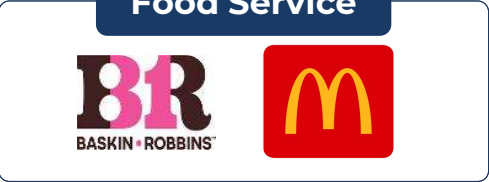
Packaging



Beverages



Food Service

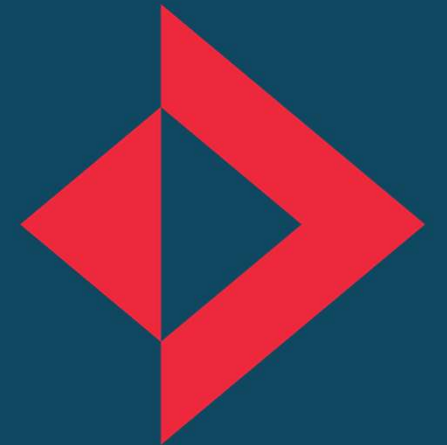


Consumer Electronics



Disclosure: All these are trademarks of respective Owners

Business Overview – Specialty Chemicals



Strong Performance By Specialty Chemicals

The Margin Engine, A high-margin, R&D-led platform of niche chemistries

₹66 Cr Q1 FY27 Revenue vs ₹49 Cr in Q1 FY26	34% Revenue Growth Over Q1 FY26	₹17 Cr Q1 FY 27 EBITDA vs ₹12 Cr in Q1 FY26	26% EBITDA Margin vs 24% in Q1 FY26	New products Launched
₹204 Cr FY26 Revenue vs ₹187 Cr in FY25	20% Revenue Growth CAGR last two years FY25 → FY26 YoY	₹53 Cr FY26 EBITDA vs ₹33 Cr in FY25*	26% EBITDA Margin vs 18% in FY25	400-500 Cr FY30 Target Revenue

KEY HIGHLIGHT EBITDA increase by 46% in Q1 : ₹12 Cr → ₹17 Cr | Margin expanded to 26%

Chemicals Business	Q1 FY27	Q1 FY26	Growth	FY26	FY25	Growth
Sales (₹ Cr)	66	49	34%	204	187	9%
EBITDA (₹ Cr)	17	12	↑46%	53	33*	↑ 60%
EBITDA Margin %	26%	24%	+200 bps	26%	18%	+800 bps

* FY25 EBITDA exclude one time incentive

3 Niche Verticals — R&D Driven, High ROCE, Scalable

High-Value Add · Import Substitution · 25%+ ROCE · 20%+ EBITDA Business · Captive + External Market Scale-up

Coating Chemicals

Capacity: 7,000 MT

India Market

1,200K MT

Industry Growth

8-10% p.a.

Applications: Film · Paper · Foil · Automobile

- Heat Seal Coatings
-Foil packaging
- Oil & Grease Barrier
-Paper & paperboard packaging
- Adhesive & Extrusion Primers
-Print receptive coatings
- Analog Printing & Inkjet Coatings
-BOPP / PE / PET / HP Indigo



Masterbatches

Capacity: 10,000 MT

India Filmic

Market
35K MT

Industry Growth

10% p.a.

Applications: Film Applications

- CosmoWhite
-White MB – PP&PE applications.
Provides opacity & whiteness
- CosmoAdd —
-Features such as PPA / Slip,
Antistat, Matt.
- Enhances product quality and
unlock superior performance



Adhesives

Capacity: 2,800 MT

India Market

₹30K Cr

Market Growth

8–10% p.a.

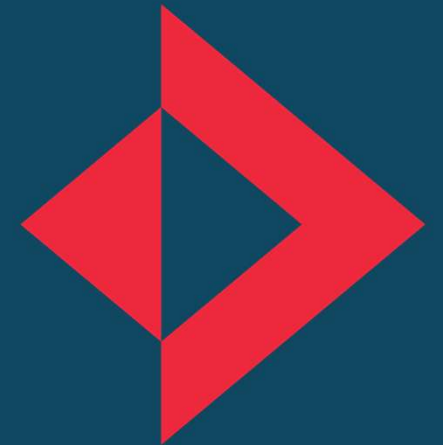
For Film and Paper applications

- Water-based Lamination
Film to board lamination
- Flexible Packaging Adhesives-Solvent free
Applications- For Noodles, Tea powder, Chips, Salt etc
- Water-based Side Pasting
Nozzle & Wheel applications



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Business Overview – Rigid Packaging (Cosmo Plastech)



Cosmo Plastech — End-to-End Rigid Packaging Solutions



₹32 Cr
Q1 FY27 Revenue

58%
Revenue Growth YoY

7% EBITDA Q1 FY27
(EBITDA turnaround)

58%
Brand Sales Mix

54%
Specialty Mix

₹92 Cr
FY26 Revenue

84%
Revenue Growth YoY

Operational EBITDA
Breakeven

56%
Brand Sales Mix

18,000
Capacity (MT)

Brand Sales (58%) & Specialty focus | FY30 Target: ₹350–400 Cr | Double-digit EBITDA & ROCE Target

FSSC 22000 certified

Product: Plastic Sheets

Product :Thin Wall Containers

Key Business Highlights

- Industry: ₹10,000 Cr, growing 10%+ pa
- Direct-to-Brand sales mix ~56% — differentiated positioning
- Stable margins linked to cost of production
- Customised packaging solutions for FMCG
- New product launches: ESD sheets & high-margin trays

Plastic Sheets

PRODUCTS

- PET (APET, RPET, G-PET)
- PP, Barrier, HIPS, ESD

APPLICATIONS

- Food trays, blisters, displays
- Medical, electronics, FMCG

Thermoformed Cups & Trays

PRODUCTS

- PP & HIPS Cups
- PP-EVOH High-Barrier Trays

APPLICATIONS

- Yogurt, dairy, ice-cream
- Ready-to-eat, meat, snacks

Injection Molded IML Containers

PRODUCTS

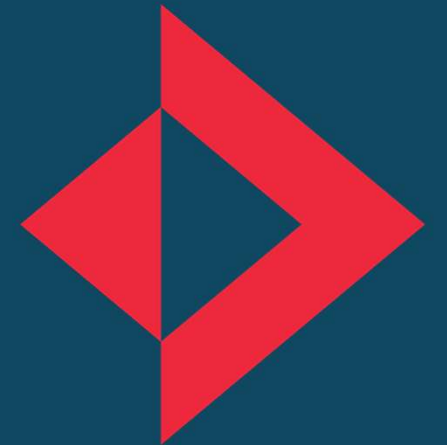
- Round, Oval, Square, Twist-lock

APPLICATIONS

- Ice cream, desserts, puddings
- Sauces, spreads
- Processed food portions

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Business Overview – Cosmo Consumer



Window Films & Paint Protection Films - Market Opportunity **COSMO FIRST** Ahead Always

₹11 Cr
Q1 FY27 Revenue

₹45 Cr
Annualized Run rate

₹-1 Cr EBITDA*
Q1 FY27

Strong Branding
Focus

Leveraging Films
exports

₹23 Cr
FY26 Revenue

₹9.4 Cr
Q4 FY26 Revenue

150+
Window Film
Distributors/Dealers

150+
PPF Distributors

30%
PPF Industry Growth
rate

Cosmo Sunshield — Market Opportunity

- India heat control film market/coating : ~₹1,000 Cr pa
- Only two producers in India (incl. Cosmo)
- Industry growing ~8% pa
- 100+ cities & towns covered
- Launched HP series & Carbon pigment series

Cosmo PPF — Market Opportunity

- India PPF industry: ~₹500 Cr, growing 30% YoY
- India penetration: only 1–2% vs ~15% in China
- Car detailing shops increasing rapidly
- 4 new PPF variants launched in FY26
- Direct Channel partner in 10+ cities

Export Market — Huge Opportunity

- Global window film market: multi-billion dollar
- India cost advantage vs global peers
- Export market – Higher margins
- Regulatory tailwinds: energy efficiency mandates
- Leveraging Cosmo brand and quality

Note- EBITDA loss majorly on account of marketing expenses

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Product Portfolio & Differentiation

High-Margin · High-Growth · Target FY30 200 Cr Revenue

COSMO SUNSHIELD — Window Films
Started May 2025 | India Heat Control Film Industry: ~₹1,000 Cr pa

APPLICATIONS

Residential · Commercial ·
Automotive · Railways · Marine



PRODUCT FEATURES

- Energy efficiency, Reduction in cooling costs (Expected temperature drop 2-5°C)
- Improves fuel efficiency in cars
- Safety and Security
- Protection from UV rays, Great visibility in window films vs performance glass
- Lower Carbon footprint



COSMO PPF — Paint Protection Films
India Industry ~₹500 Cr | Growing 30% YoY | Penetration: 1–2% vs China 15%

MARKET OPPORTUNITY

India at 1–2% penetration vs ~15% China

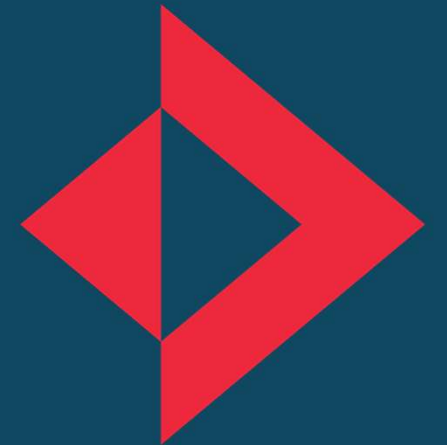


PRODUCT FEATURES

- Durable and high tensile strength (scratch resistance)
- Self healing(Heals minor scratches)
- UV Resistance and chemical resistance
- High Tensile Strength
- High smoothness: Easy maintenance. Smooth surface



Business Overview – Petcare (Zigly)



Zigly — Tapping India's High-Growth Pet Care Industry

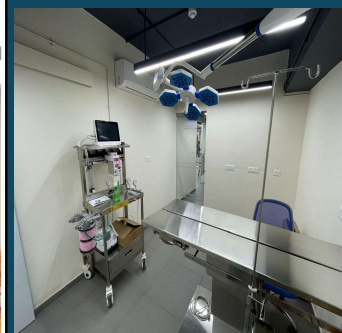
INDIA PET CARE MARKET

₹25,000 Cr (22% PA Growth)



Zigly Expands in Delhi NCR with New Pet Care Centre in Dwarka

By Indian Retailer Bureau
Sub Editor
Apr 06, 2026 / 187 / 3 MIN READ



Zigly — Services-Led D2C Omni-Channel Petcare Platform

- **GMV Run-Rate:**
INR 100 Cr Q1 annualized (+73% YoY)
- **Sales Growth:**
Q1 FY 27 Net Sales 18.4 Cr vs 10.8 Cr in Q1 FY26 (70% increase YoY)
- **Retail Centers:**
47 centers across India (4 New centers opened in Q1 FY27)
- **Services sales mix in retail %:**
64% sales mix in Q1FY27
- **Private Label Sales:**
+105% YoY (Q1 FY27 vs Q1 FY26)
- **Gross Margins :**
47% in Q1 FY27 (47% in Q1 FY26)
- **Hospitals:**
2 Vet hospitals acquired
- **SKUs:**
5,000+ on platform
- **Social Community:**
313K+ followers
- **Customers Served:**
29K in Q1 FY27, 71K+ in FY26 (30% repeat)
- **New Products Launched in Q1FY27:**
20+ Products launched summer collection, Mats, toys, scratchers
- **Value Unlocking:**
Plan to unlock value in Petcare vertical

Differentiated Specialty Businesses - Positioned For Higher Profitability



Strategic Business Transformation

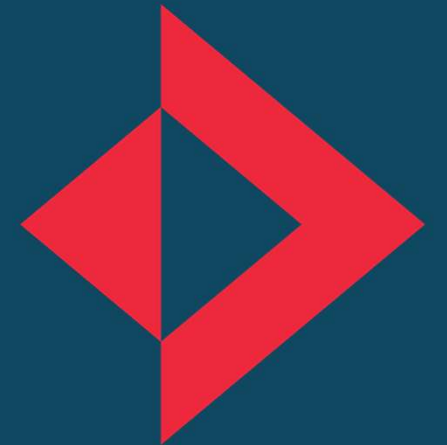
Predominantly films-led portfolio	➡	Multi-business specialty portfolio
Traditional packaging focus	➡	Value-added specialty products
Capacity expansion phase	➡	Scale, utilization & profitability
Investment-led growth	➡	Cash generation & value creation
Films contribute ~90% of revenue	➡	Increase contribution from emerging businesses

Role of Each Growth Engine

	Core cash-generating platform driving scale and global leadership.
	High-margin innovation business supporting profitability and ROCE improvement.
	Complementary business with flexible packaging into value-added rigid packaging with scalable growth potential.
	Premium branded film solutions addressing emerging consumer categories
	Consumer-facing platform creating long-term value through an integrated pet-care ecosystem.

All B2B businesses are profitable. The FY27 focus will be higher Specialty films sale and improved capacity utilization to facilitate enhanced ROCE for Film business and substantially grow other B2B and B2C businesses.

Financial Overview & ESG



Financial Overview — Net Debt & Net Worth Trajectory

₹1,166 Cr

Net Debt (Jun-26)

0.7x

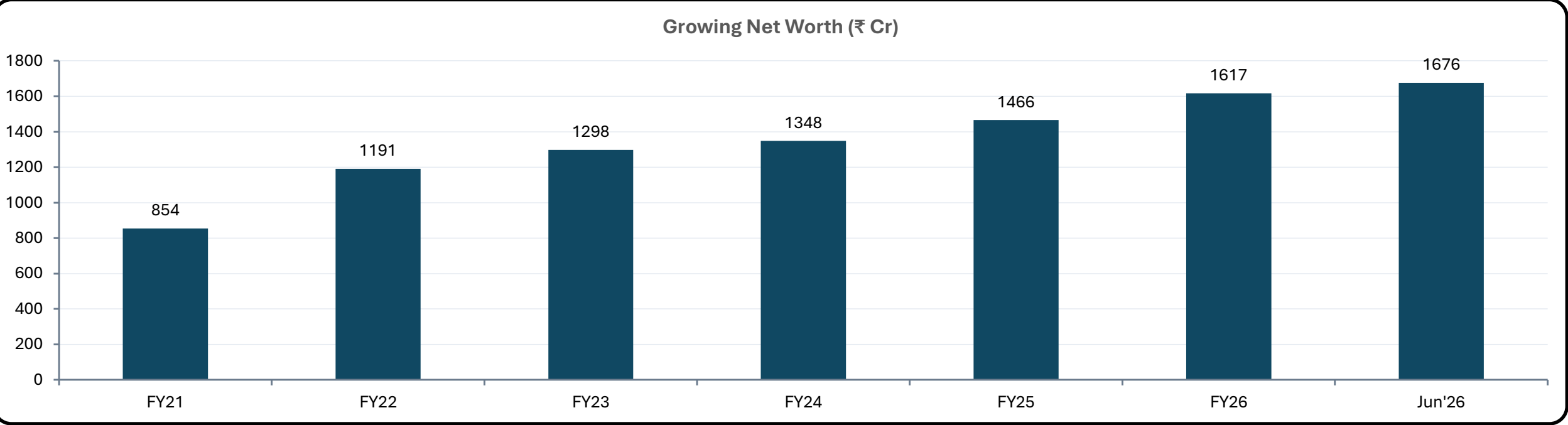
Net Debt / Equity (Jun-26)

2.3x

Net Debt / EBITDA (Jun-26)

Minimal

Capex Ahead



Shareholding Pattern (Jun-26):

Promoter: 40.78%

Institutional: 3.93%

Non-Institutional: 54.18%

ESOP Trust: 1.11%

Board of Directors — Well Diversified & Independent



Mr. Ashok Jaipuria
Chairman & MD

40+ years corporate experience,
first-generation entrepreneur



Ms. Yamini Kumar (Jaipuria)
Director — Strategy, ESG & CSR

20+ years HR, CSR &
strategy



Mr. A K Jain
Director — Corporate Affairs

40+ years Finance,
Accounts & GM



Mrs. Alpana Parida
Independent Director

20+ years retail & marketing
(US & India)



Mr. Pratip Chaudhuri
Independent Director
Corporate Finance,
Treasury, International
Banking



Mr. H N Sinor
Non-Executive Director

40+ years banking (UBI,
Central Bank, ICICI)



Mr. Anil Wadhwa
Independent Director

Former IFS Diplomat &
Indian Ambassador



Mr. Rakesh Nangia
Independent Director

40 years advising Fortune
500 & Indian business



Mr. Arjun Singh
Independent Director

25 years running & growing
businesses



Mr. Yash Pal Syngal
Independent Director
30 years technology &
business management

60% Independent Directors · 2 Women Directors · 6 Active Committees

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Professional Management — Experienced Leadership



Mr. Pankaj Poddar

Group CEO

27+ years in leadership, general management & finance



Mr. Neeraj Jain

Group CFO

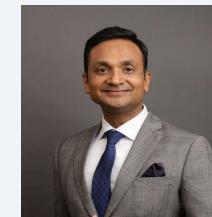
25+ years in finance, strategy & risk management



Mr. Kulbhushan Malik

Global Business Head — Cosmo Films

25+ years in business strategy, sales & financial management



Mr. Saurabh Jain

CEO - Zigly & Head Corporate Development

19+ years across industries, turn around & investment banking



Mr. Piyush Gupta

**Business Head —
Cosmo Specialty Chemicals**

27+ years in Polymeric Films & Flexible Packaging Industry



Mr. Himanshu Gupta

Business Head — Rigid Packaging

24+ years building brands & driving revenue growth



Mr. Abhineesh Das

Business Head — Cosmo Consumer

17+ years in sales, marketing & manufacturing

Cosmo First – ESG at a Glance

★ CareEdge "Good" ESG Rating



ENVIRONMENTAL

1.02 Lac MT

Carbon Emission CO₂
Reduction (Scope 1)

35%+

Water Treated
at Cosmo

~50%

Renewable
Power Usage

12%+

Safe Waste
Disposal

Product Practices

- Mono-material & Oxo-Biodegradable films for recycling
- BOPP/CPP films → reduced plastics consumption
- Ultra-High Barrier Films as aluminium foil substitute

Manufacturing Practices

- 95% recycling of manufacturing waste
- INR 30cr+ invested to cut environmental impact
- Zero Liquid Discharge target; 45% water treated
- Renewable energy → 2/3rd mix in 12–18 months (₹25cr pa savings)

SOCIAL

₹5.8 Cr

CSR Spend FY26

7,78,000

Lives Touched
Through CSR

161K+

Saplings Planted

Women

Well-being
Programs

Community & CSR

- ₹5.8 Cr spent on CSR activities in FY26
- 7,78,000 lives positively impacted through CSR
- 201 Toilets built and 2400+ women empowered

Environment – Social

- 161,000+ saplings planted, 92% survival rate
- 179 Acres green cover, 68+ lakh litres water saved

Workforce

- Skill development & community health outreach
- Diversity, inclusion & women welfare programs

GOVERNANCE

60%

Independent
Directors

2

Women
Directors

6

Active Board
Committees

88%

Board
Attendance

Board Structure

- 60% Independent Directors for strong oversight
- 2 Women Directors promoting board diversity
- 6 active committees for focused governance

Accountability

- Statutory Audit: M/s SN Dhawan & Co. (Mazars)
- Robust risk management framework
- Board performance evaluation & independent review

Transparency

- Whistle-blower mechanism for ethical culture



Our Businesses :



Awards & Accolades — Recognition of Excellence

FY26–27 (Q1FY27)

FY25–26

- Received FIPSA-2026 award for responsible packaging for commercial innovation and commercial sustainability
- ISO 45001:2018 certification across Manufacturing units for Cosmo First highlighting highest workplace safety standards

FY25–26

- Received ISO 45001:2018 certification across its major manufacturing units in Waluj, Shendra and Karjan
- SIES SOP Star Awards 2026 for our CPP Film for Deep Freeze, High Barrier Pigmented BOPP Film, and Retort Lidding Film
- ISO/IEC 27001:2022 Information Security Management Certification

FY24–25

- SIES SOP Star Awards 2025 — Metallized BOPP High Speed Packaging
- EcoVadis Silver Medal (March 2025) in sustainability assessment
- "Fastest Growing Enterprise of the Year 2024" — Modern Plastics Award
- Greentech Global EHS Award 2024 (Waluj Plant)
- Platinum Award — Apex India Occupational Health & Safety Award (Shendra Plant)

FY23–24

- IFCA Star Awards 2023 — Super Barrier BOPP Film & High Puncture Resistant BOPP Film
- SIES SOP Star Awards — White Lidding CPP Film, Cold Seal Release, Teplor, High Barrier CPP

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Thank You

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