



## COSMO FERRITES LIMITED

(Govt. of India Recognised Export House)

CIN : L27106HP1985PLC006378

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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

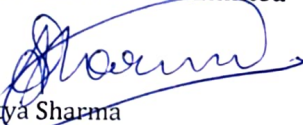
### Sub: Investor Presentation

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**



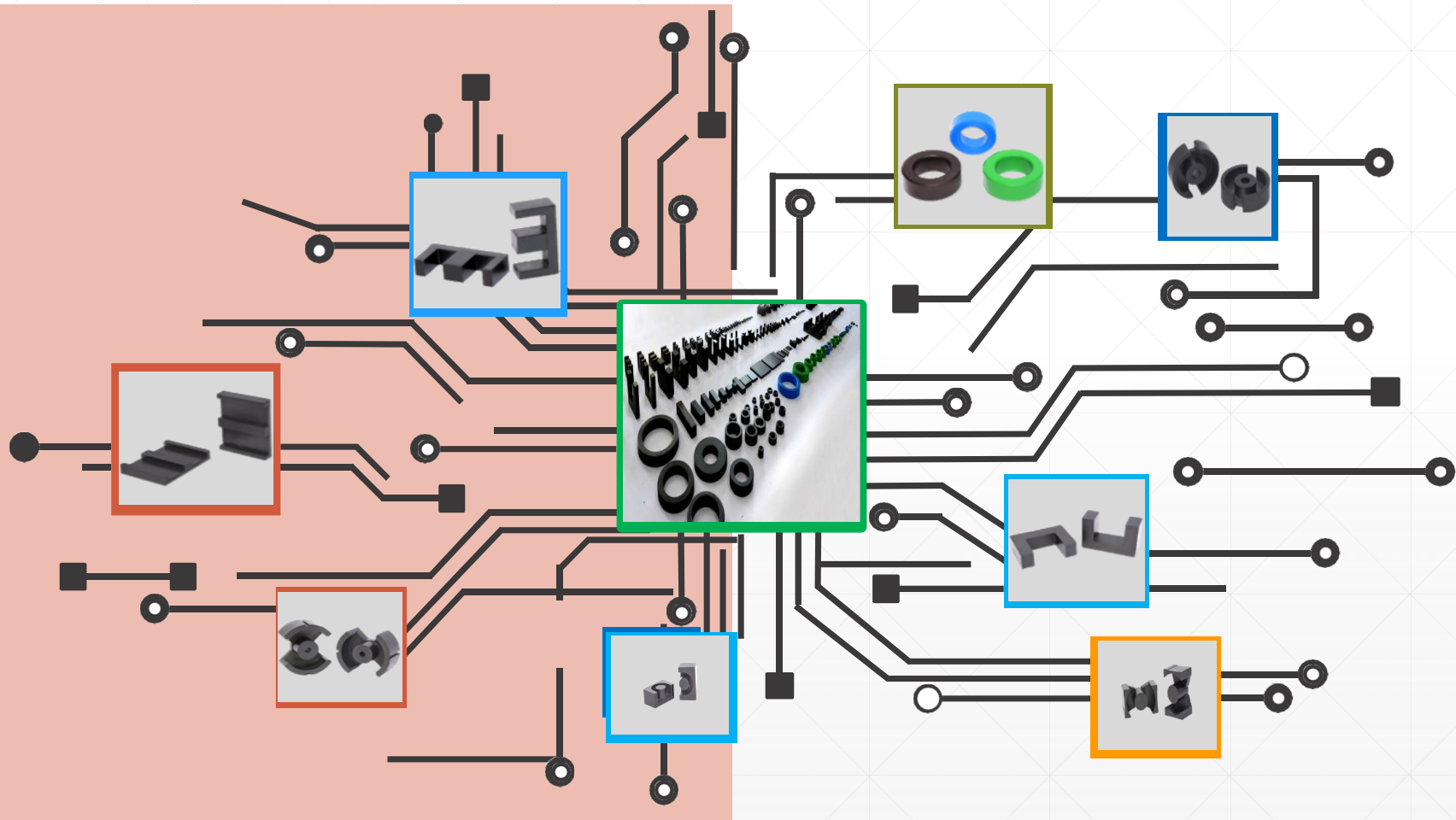
Aditya Sharma  
**Company Secretary & Compliance Officer**

Encl: as above



# Cosmo Ferrites Limited

Investor Presentation – March 2022



## Disclaimer

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## 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



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## 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



## PROMOTER

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



## 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



## 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

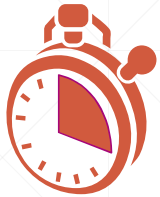
Expansion of production capacity by  
installing state of art Kiln in the Plant  
in 2001-2005

### Market leader 2016- 2022

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

## **Business Overview**

## Why Cosmo Ferrite?

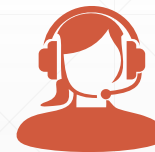
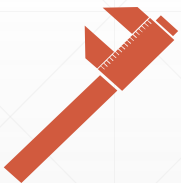


**Flexibility in job -line allocation**

**Widest product portfolio  
under one roof**

**Global reach**

**3 plus decades of Soft Ferrite  
excellence**



**Ahead in Product  
Development Curve**

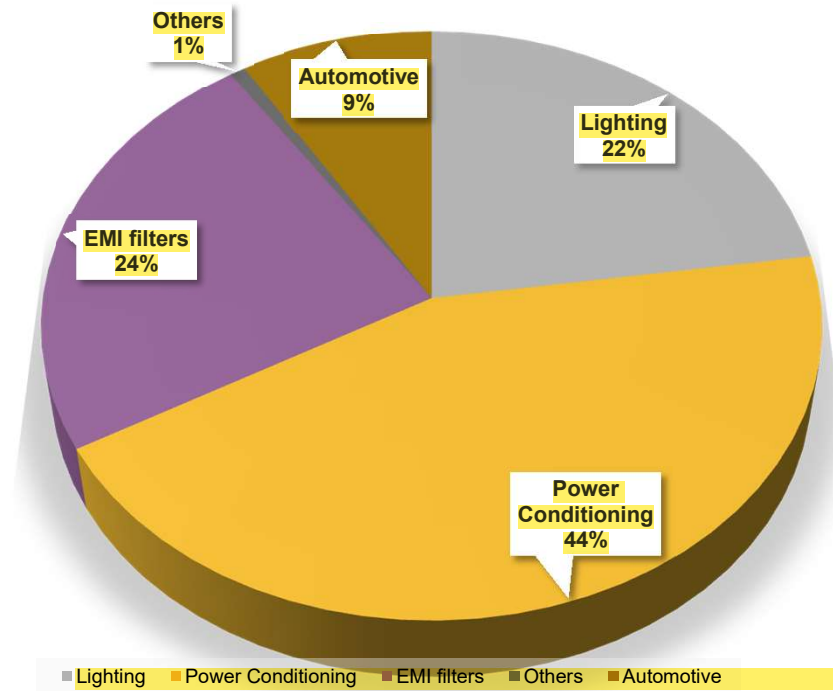
**Customized Innovation**

**Key Account Teams**

**Global Stocking Availability**

## Segment wise sales

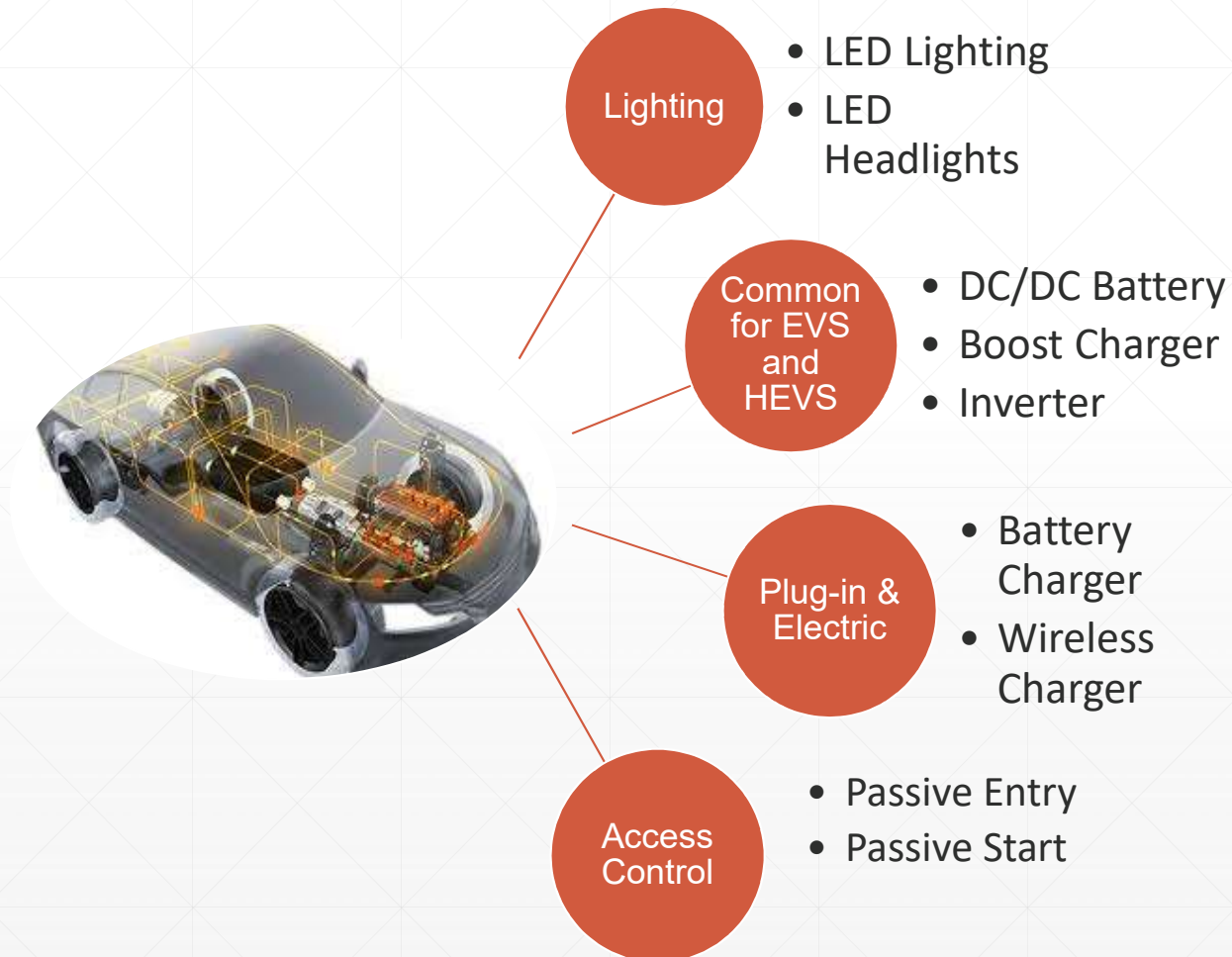
Segment wise %





# Emerging market segment!!

## Ferrites In Automotive Applications



## Business Overview – Manufacturing Infrastructure



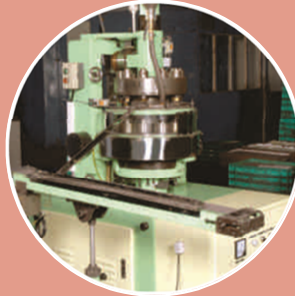
### **Powder Making Plant**

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 analyzer** 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*



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



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

*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

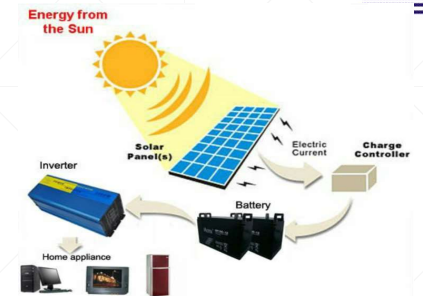
To reduce dependence on imports and improve costs, the Company is working on localization of critical raw materials and will complete this by December 2022.



### 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

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

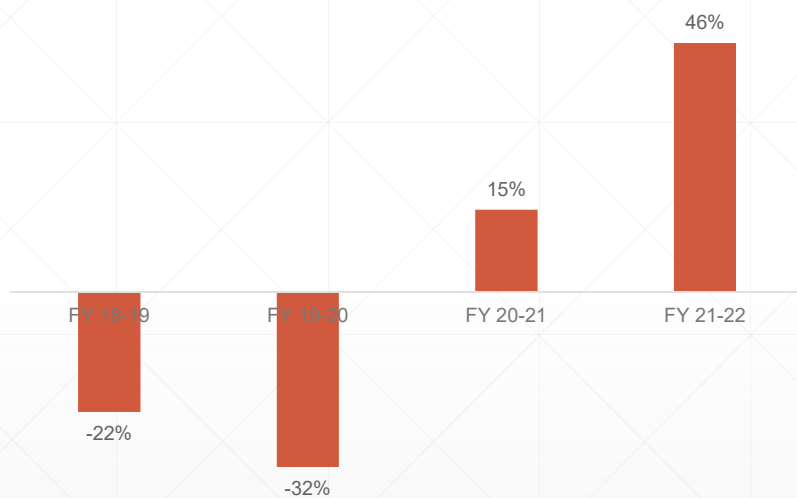
During FY22, PAT has increased by 690% YoY primarily due to following reasons :

- 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 %

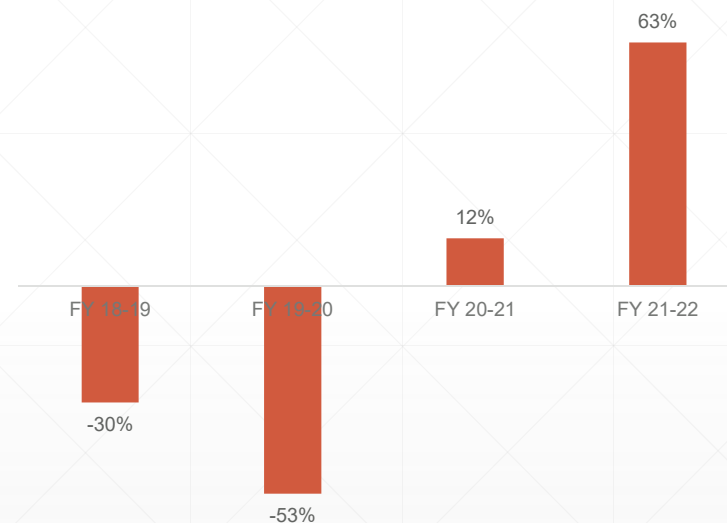
Turnaround improvement in ROCE and ROE ....

ROCE %



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

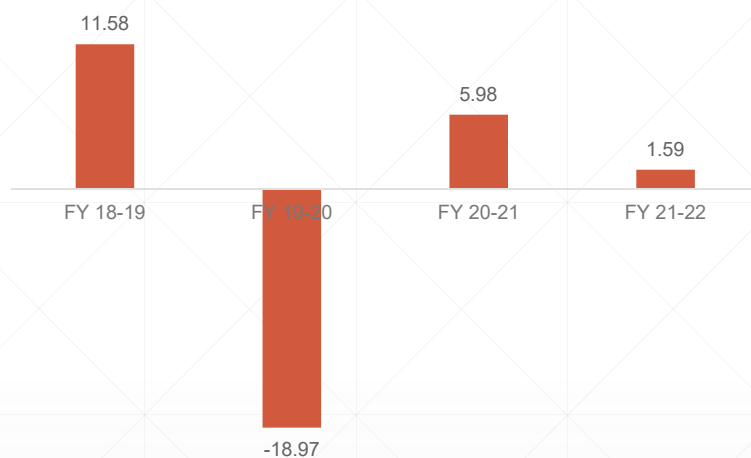
ROE %



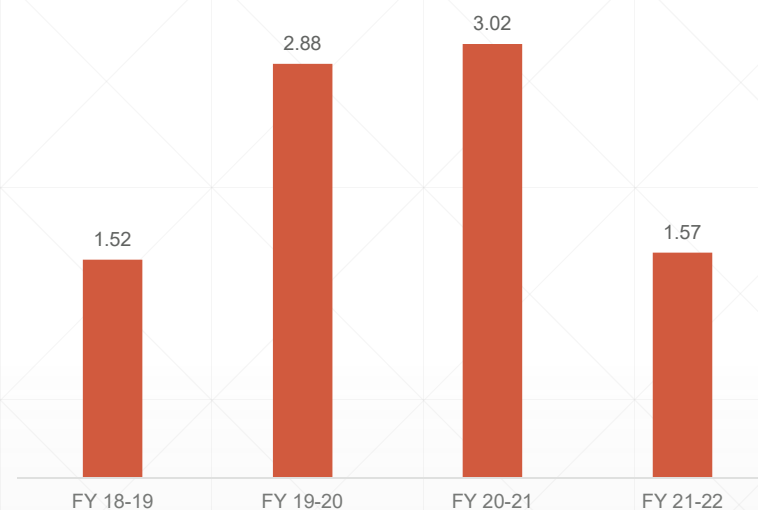
	FY 18-19	FY 19-20	FY 20-21	FY 21-22
ROE	-30%	-53%	12%	63%

## Key Financial Highlights – Debt ratios

Debt EBITDA



Debt Equity

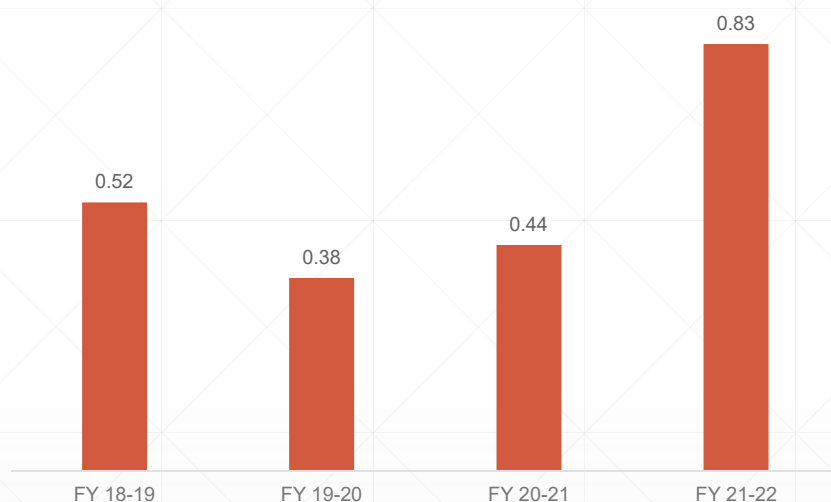


Particulars	FY 18-19	FY 19-20	FY 20-21	FY 21-22
Debt EBITDA	11.58	-18.97	5.98	1.59

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



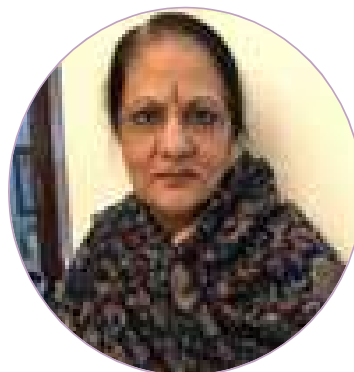
**Mr. Ambrish Jaipuria**  
Executive Chairman and CEO

**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

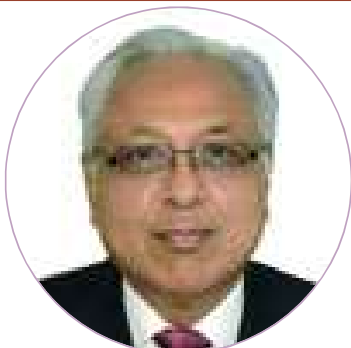
**Educational qualification**

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**

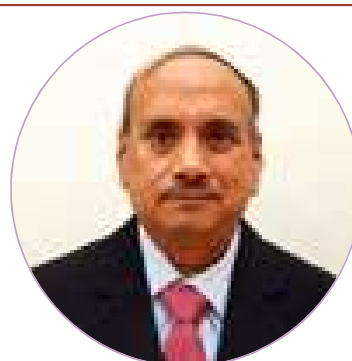
**Independent Non Executive Director**

**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 12<sup>th</sup> 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 12<sup>th</sup> 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