



## 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/2023-24/FEB/04**

**February 07, 2024**

The Manager (Listing)  
Bombay Stock Exchange Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai-400 001

Scrip Code: 523100

Security ID: COSMOFE

### **Sub: Investor Presentation**

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation of the Company for the quarter ended December 31, 2023. 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**

**Ambrish Jaipuria**

Managing Director

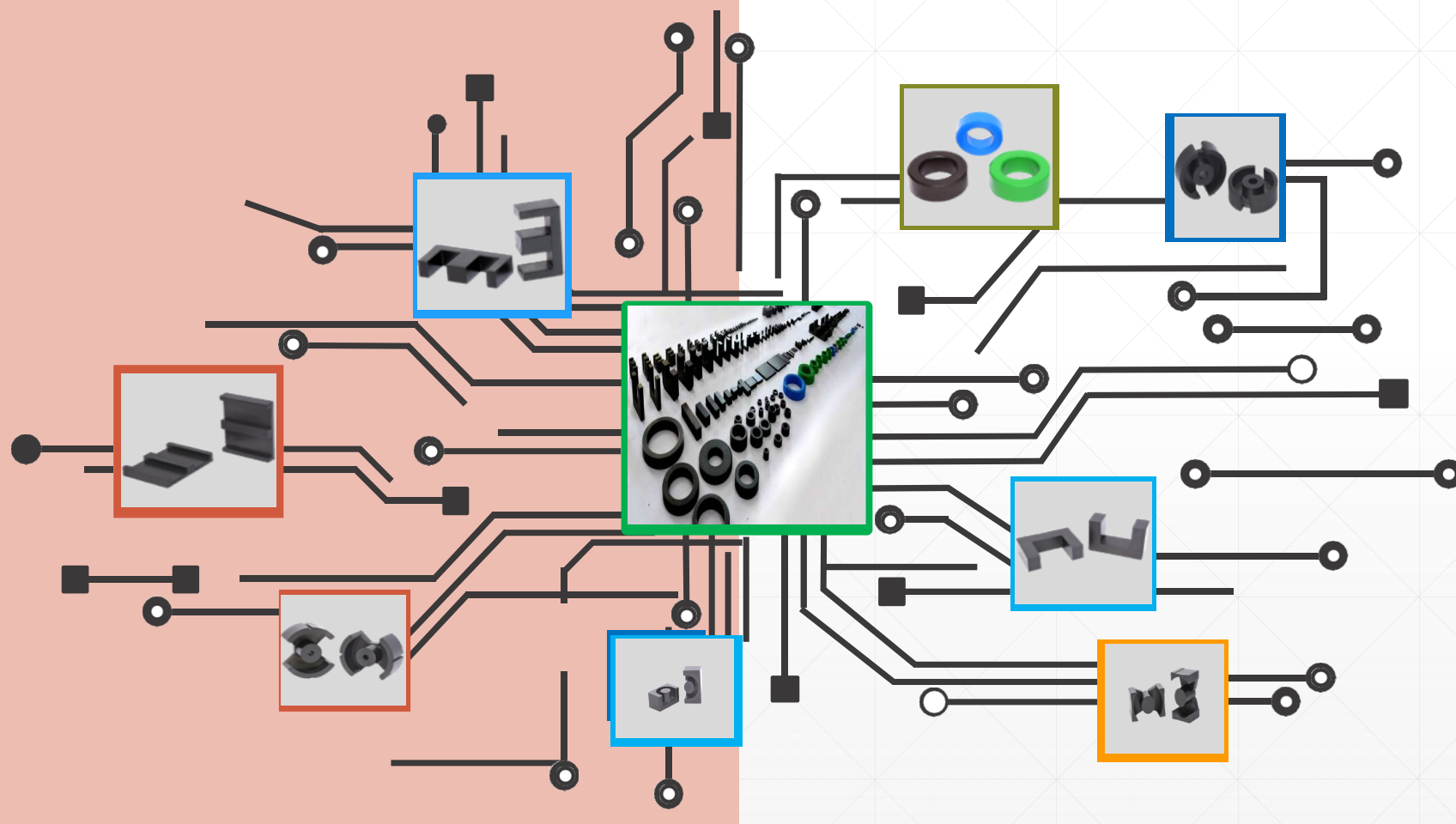
DIN: 00214687

**Encl: as above**



# Cosmo Ferrites Limited

Investor Presentation – February 2024



## Discussion Summary

- Cosmo Ferrites Limited – An Overview
- December 2023 Quarter Performance Snapshot
- Strategic Perspective
- Financial Snapshot
- ESG Focus

### Disclaimer

- *Certain statements in this presentation are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results other financial condition may differ materially from those included in these statements due to a variety of factors.*
- *Any forward-looking statements made by or on behalf of Cosmo Ferrites speak only as to the date they are made, and Cosmo Ferrites 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.*



## **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.”

# **COSMO FERRITES AN 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
- Ferrites Component 3,900 Tons



## DEMOGRAPHIC DISTRIBUTION

- Export 46%
- Domestic (India) 54%



## EXPORT MARKET

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



## CERTIFICATIONS

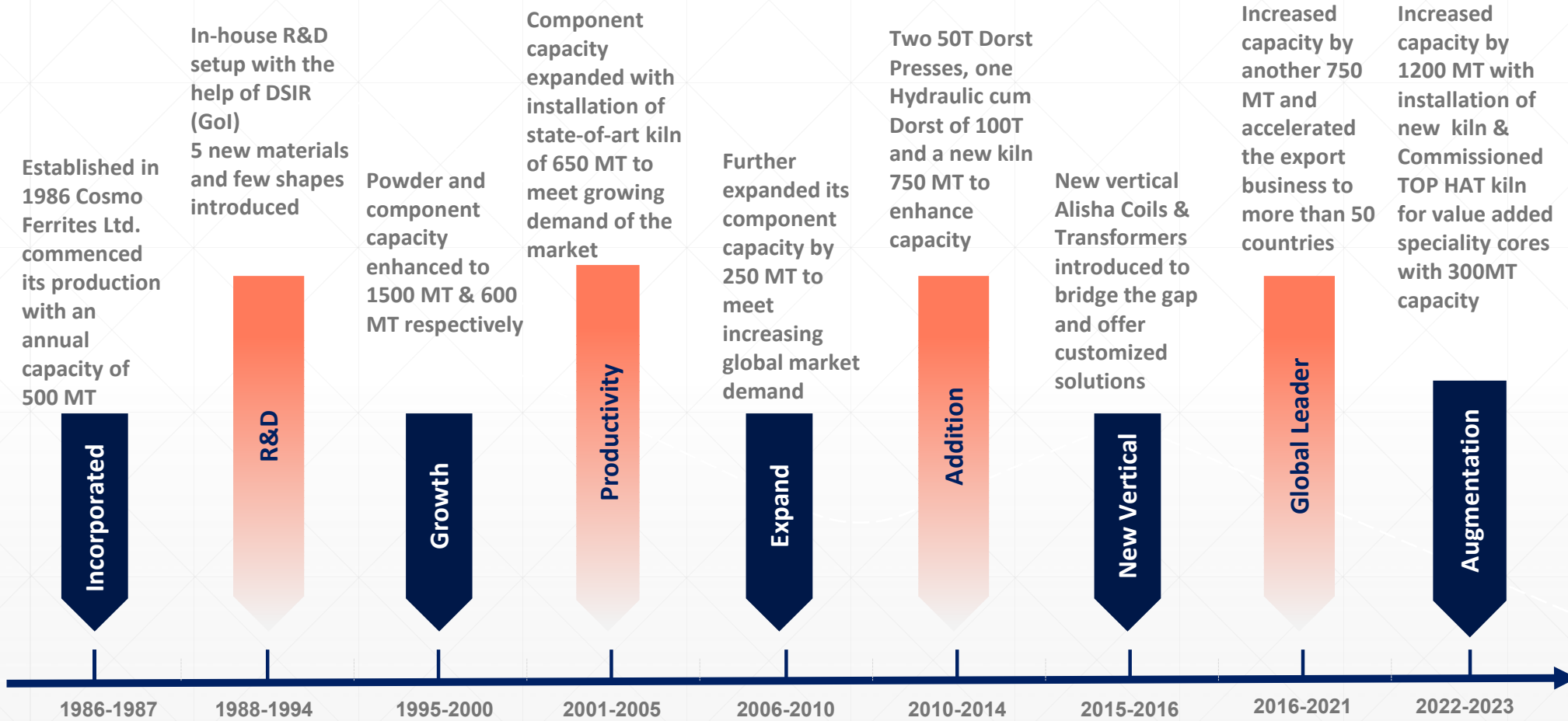
ISO 9001:2015  
ISO 14001:2015  
ISO/TS:16949  
ROHS Certified  
REACH Compliant  
UL Approved Insulation Coating



## MANUFACTURING FACILITY

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

# Company Overview – Key Milestones



## Business Overview – Manufacturing Infrastructure



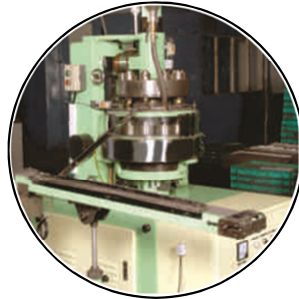
### Powder Making Plant

In-house Powder  
Manufacturing Facility

Installed capacity

Powder Production – 3600  
Tons

Ferrite Production – 3900  
Tons



### Press

Rotary Press

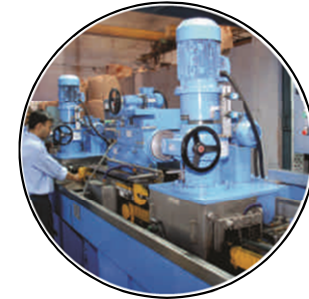
Hydraulic Press

Mechanical Press (Dorst  
Make)



### Kiln

REIDHAMMER (Germany) - 4



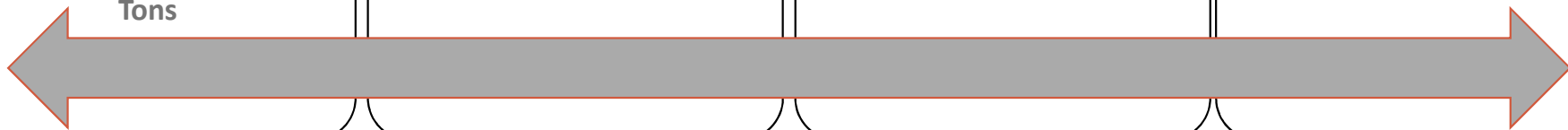
### Grinder

Linear Abrasive

Famtec Aplanab

4 Station Automatic Grinding  
Line

Diskus Werke





## Market Segments We Cater:

**Automotive  
Antenna, Sensors**



**Solar  
Inverter, Current Sensor**



**Industrial Electronics  
Medical , Power Supplies**



**Electric Vehicle Battery Charger,  
OBD, Wireless Charging**



**EMI Filters  
Line Filter, Choke**

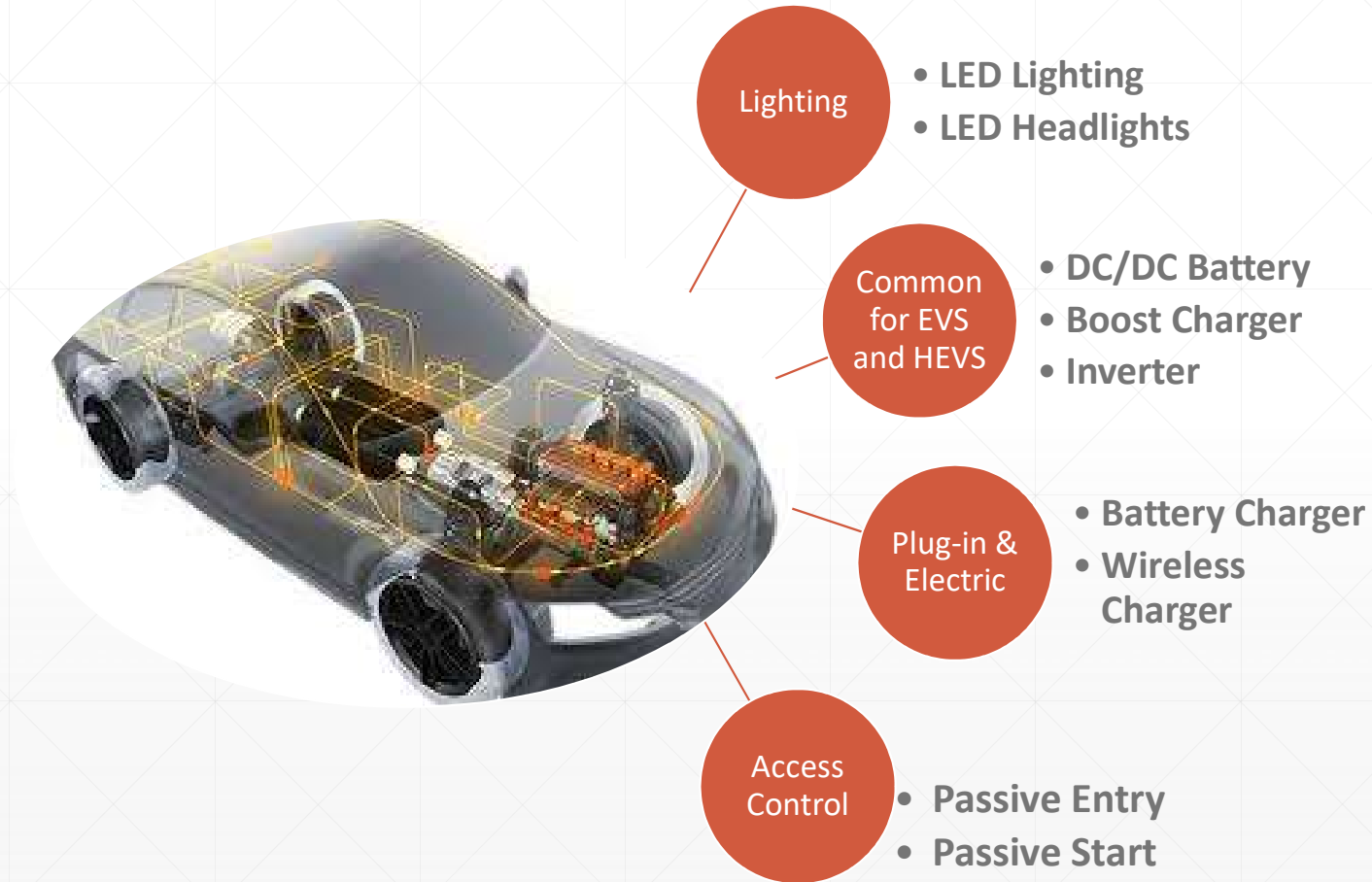


**Lighting  
Inductor, Transformer**





## Market Segment: Automotive Applications



## Product Categories- Ferrites



### EE Cores

- Sizes Available from 10 mm to 128 mm
- Application – Power Transformer and Inductors



### Pot Cores

- Sizes Available from 14 mm to 36 mm
- Application – Power Transformers, Power Inductors, Converters, Inverters, SMPS and Filter Inductors



### Toroid (With and Without Coating)

- Sizes Available from 06 mm to 202 mm
- Application - Wide Band and Pulse Transformers and Common Mode Chokes



### RM Cores

- Sizes Available from 05 mm to 14 mm
- Application – Power and Wide Band Transformer; High Q Inductors and Tuned Transformers



### UU Cores

- - Sizes Available from 10 mm to 141 mm
- - Application – Power Transformer and Inductors



### EER/ETD Cores

- Sizes Available from 29 mm to 59 mm
- Application – Power Transformer and Inductors

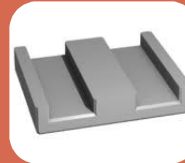
## Product Categories- Ferrites

continued ...



### PQ Cores

- - Sizes Available from 20 mm to 71 mm
- - Application – Power Transformer and Inductors



### Planar Cores

- Sizes Available from 18 mm to 153 mm
- Application – Differential Inductors and DC/DC, AC/DC converters



### EC Cores

- Sizes Available from 35 mm to 90 mm
- Application – Power Transformer and Inductors



### I Bars, Plates

- Sizes Available from 20 mm to 186 mm
- Application – Antennas, High Frequency Welding, EV Charging.



### PM Cores

- Sizes Available from 50 mm to 87 mm
- Application – Power Conversion Transformer



### EFF Cores

- Sizes Available from 15 mm to 30 mm
- Application – Excellent space utilization for transformers and inductors

# Compliance with Global Standards



IATF 16949



ISO 9001:2015 (ACT)



ISO 9001:2015 (CFR)



ISO 14001:2015



UL94 V-0 Approved Coating

# 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

## Business Overview – 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



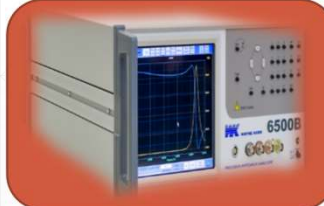
**Atmosphere controlled kiln** for sintering ferrite materials at lab scale with customized electromagnetic properties



**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

# **FINANCIAL RESULTS - December 2023Q**

## Financials

(fig. in Rs. Lakhs)

Particular	Quarter Ended			Nine Months Ended	
	31.12.2023	30.09.2023	31.12.2022	31.12.2023	31.12.2022
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
Net Sales	2,133	2,378	2,336	7,207	8,337
EBITDA	132	261	183	773	976
EBITDA %	6%	11%	8%	11%	12%
PBT	-182	-53	-59	-203	291
PAT	-139	-43	-46	-146	227
EPS (in Rs.)	-1.15	-0.37	-0.37	-1.21	1.89

### 1.Key Highlights – Q3'FY23-24 Results

- ❑ The company's Low EBITDA in Q3 FY 24 vs Q3 FY 23 was primarily caused by sharp drop in sales realization due to dumping of low -priced material from neighbouring countries.
- ❑ The Company has represented to the Ministry of Commerce and Industry, Govt of India for imposing antidumping duty on low-cost imports of soft ferrites. The government has already notified the enquiry process. The investigation is generally progressing as per the notified schedule. **Likely favourable outcome will help improve operating margins and capacity utilisation**

\* Before exceptional items

# STRATEGIC PERSPECTIVE

# Why Cosmo Ferrite?



**Flexibility in job -line allocation**



**Widest product portfolio under one roof**



**Global reach**



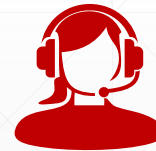
**3 plus decades of Soft Ferrite excellence**



**Ahead in Product Development Curve**



**Customized Innovation**



**Key Account Teams**



**Global Stocking Availability**





## Key Future Growth & Profitability Drivers



### Meet growing demand of Soft Ferrite cores with increased capacity

Operating leverage from new capacity once it gets fully utilized.



### 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. The focus will be on high end applications.



### Going Vocal for Local by promoting localization of critical raw materials

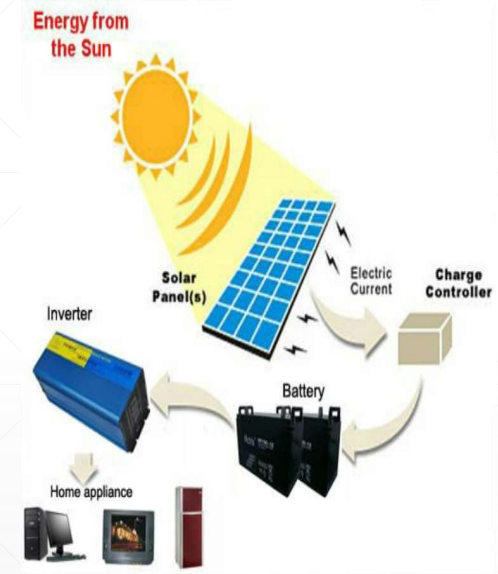
To reduce dependence on imports and improve costs, the Company is working on localization of critical raw materials.



### 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.

# 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 SNAPSHOT

## Financials – Some recent years

(fig. in Rs. Lakhs)

Particulars	FY 2022-23	FY 2021-22	FY 2020-21
	Audited	Audited	Audited
Net Sales	10,731	11,384	6,365
EBITDA	1,255	2,949	787
EBITDA %	12%	26%	12%
PBT*	315	1897	50
PAT	242	1423	180
EPS (in Rs.)	2.01	11.83	1.50
Book Value	26.81	24.83	12.95

### Key Highlights – FY23 Results

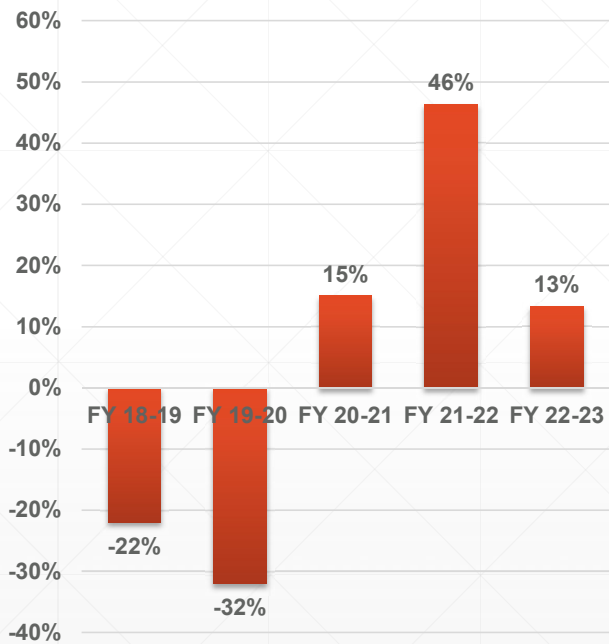
FY'23 margins witnessed pressure owing to the following:

- Subdued lower exports sales generally having higher margins (particularly from Europe region due to inventory corrections, shortage of chips, geo-political turmoil and fears of recession in Europe).
  - Prior correction in selling prices in anticipation of correction in raw material prices adversely impacting the margins.
  - Inventory loss due to drop in raw material prices and non-recurring fixed cost of Rs. 1.5 cr.
- Further there was increase in finance cost owing to capex – commissioning of new capacities.

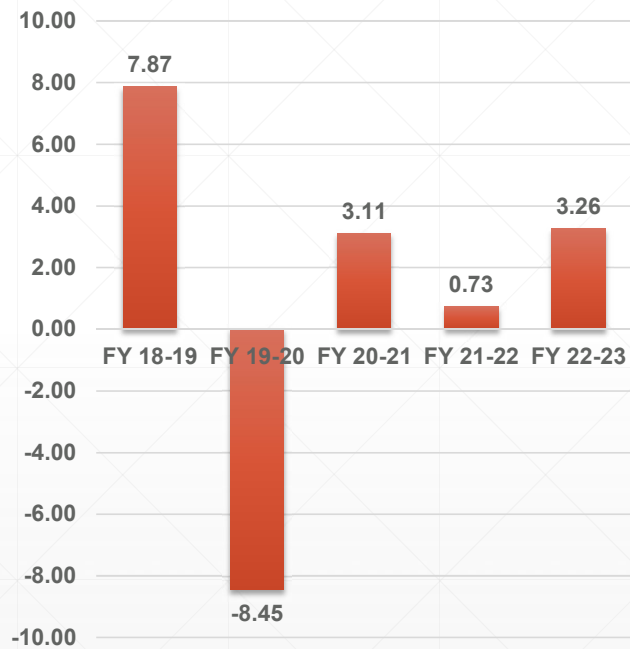
\* Before exceptional items

## Key Financial Highlights –Key Ratios

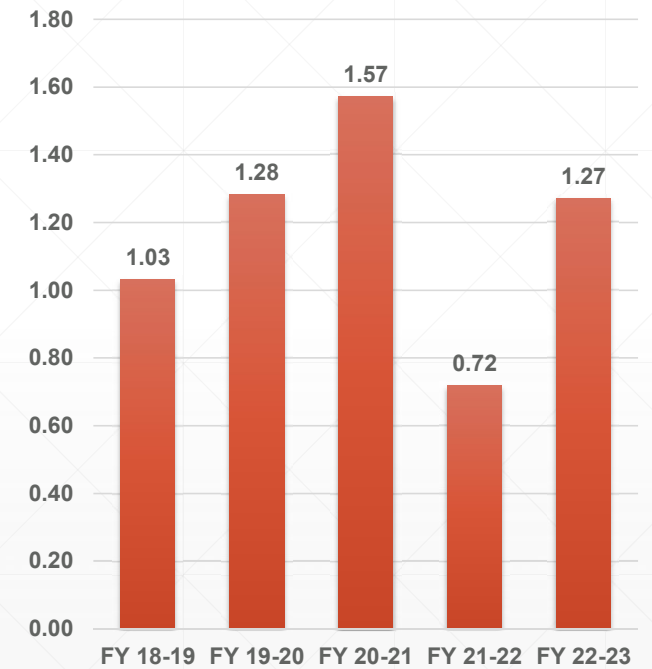
### ROCE %



### External Net Debt/EBITDA Ratio



### External Net Debt/Equity



# **ESG & SUSTAINABILITY INITIATIVES**



## Approach towards Sustainability

### Technology



- Customized innovation
- Ahead in product development curve
- Wide product portfolio under one roof

### Environment



- Carbon footprints reduction
- People health , safety and well beings
- Flexibility in job -line allocation

### Values

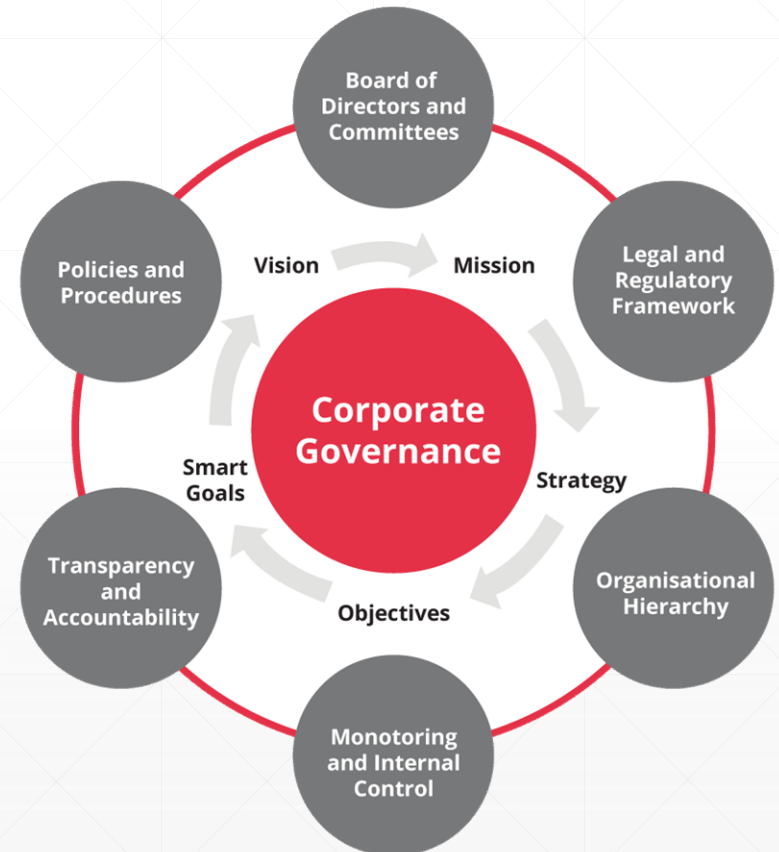


- Risk management practices
- Transparency and accountability
- Effective Internal Control Environment

# Corporate Governance

## *Well established practices in place*

- I. Well qualified Board of Directors from diversified fields with majority of directors being independent
- II. 71% independent directors
- III. Independent Audit Committee with Board of Directors
- IV. Established risk management practices
- V. Separate Independent directors meetings
- VI. Experienced and independent internal audit function
- VII. Board performance evaluation
- VIII. Active Whistle Blower Policy
- IX. Professional Management



## Company Overview – Board of Directors



**Mr. Ambrish Jaipuria**  
Chairman

CEO & Executive Director at Cosmo Ferrites Ltd. Over 15 years of experience in Finance & Accounts and General Management functions in industrial enterprises in India.



**Mr. Anshuman Sood**  
Independent Non-Executive Director

20 years of experience and specialization in Litigation Commercial Dispute Resolution – Contract, Corporate Laws, M&A, Cyber Law, Franchising, Restaurants & Broadcasting Law.



**Mr. Pankaj Poddar**  
Group Chief Executive Officer

Over 27 years of experience in finance, advisory and various leadership roles with strengths in commercials, analytics, negotiation, team engagement & strategy building



**Mrs. Himalayani Gupta**  
Independent Non-Executive Director

Consultant to several national & multinational organisations, including Fortune 500 Companies. Her area of expertise are IPR, Contracts, Trust & Societies, Corporate & Partnership laws.



**Mr. Rajesh Kumar Gupta**  
Independent Non-Executive Director

Experienced in Manufacturing, Accounts & Finance, Taxation, Banking, Rehabilitation Scheme /implementation under BIFR, Capital Investment Negotiations.



**Mr. Neeraj Sharma**  
Independent Non- Executive Director

20 years of experience in Oil & Gas, Healthcare, Hospitality and E-Commerce in areas like International/Domestic Tax, Transfer Pricing, Regulatory & Policy matters.

## Company Overview – Leadership Team



**Mr. Ambrish Jaipuria**  
Chairman

CEO & Executive Director at Cosmo Ferrites Ltd. Over 15 years of experience in Finance & Accounts and General Management functions in industrial enterprises in India.



**Mr. Pankaj Poddar**  
Group Chief Executive Officer

Over 27 years of experience in finance, advisory and various leadership roles with strengths in commercials, analytics, negotiation, team engagement & strategy building



**Mr. Neeraj Jain**  
Group Chief Financial Officer

Over 22 years of experience in finance, strategy and risk management with large manufacturing and service industries in leadership roles



**Mr. Supratic Roy**  
Business Head

Alumnus of IIT Bombay, IIM Lucknow & Washington University with experience of 22 years in the Semicon and Automotive Industry.



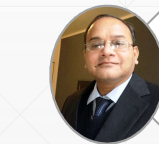
**Mr. Sanjeev Katoch**  
General Manager

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



**Mr. Sanjay Gupta**  
Chief Financial Officer

Experience of 25 years in Finance , Accounts and strategic management role in medium and large manufacturing sectors in leadership role



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

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

# 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*



# Thank You



**NEW DELHI**  
Head Quarters:

517, 5th Floor, DLF Tower-A,  
New District Centre, Jasola,  
New Delhi – 110 025, India



**HIMACHAL PRADESH**  
Regd. Office and Works

Post Office – Jabli  
District – Solan  
Himachal Pradesh – 173 209  
India

**For more information, please contact:**

**Mr. Sanjay Gupta**

Chief Financial Officer

Email ID: [Sanjay.gupta@cosmoferrites.com](mailto:Sanjay.gupta@cosmoferrites.com)