

COSMO** **CONNECT

Quarterly Newsletter

Q4 FY 2019-2020



CONTENTS

CONTENTS

1	Customer Centricity Updates	2
2	Company Updates	3
3	CSR Updates	3
4	Event Updates	4
5	Awards and Recognitions	5
6	Key Print Coverage	6
7	Technical Column	7

Customer Centricity Updates

As a pioneer move in the BOPP industry, Cosmo Films Ltd. implemented an end-to-end CRM tool about two years ago which has significantly reduced non value adding conversations between the customer and the company. All the required information is now sent out to the customer by auto email alerts, or is available for them to retrieve online.

Some of the other benefits offered by the tool are-

- Visibility to stage wise progress of order from Order Receipt to Order Dispatch.
- Auto email alerts at every stage of order processing.
- Complete visibility to historical transactions with Cosmo Films with download options for Invoices, CNs etc.
- Complete visibility to receivables and statement of account.
- Complete visibility to claims status.
- Option to enter orders online.

The solution has various interfaces integrated with SAP, Google Apps, Website, SEO & Ad Words, courier companies etc.

Online Ordering System for Customers

Cosmo Films has recently launched an online ordering option for their customers through CRM Customer portal. Customers can now self book and track their orders online. The new section of online order booking is user friendly and includes the following:

- Pre-existing list of products based on the customer's previous purchases
- Ability for customers to bookmark their recent orders and use for future ordering.
- Customers can also add an attachment and post special instructions.



Company Updates

Cosmo Films Reported 171% increase in quarterly PAT YOY

In Rs. Crores	Q3 FY20	Q3 FY19
Net Revenue	579.9	557.7
EBITDA	77.3	36.3
PBT	51.9	11.1
PAT	36.1	13.3
EPS (in Rs.)	18.8	7.0

Cosmo Films Limited, a global leader in films for packaging, labeling & lamination applications and synthetic paper declared its financial results for the quarter ended December, 2019.

Q3 FY20 net revenue increased by 4% YOY basis backed by a better product mix and higher volumes. The improved performance came on account of higher sales of speciality films and strong operating margin on BOPP films. Last year's results included Rs.8 crores of profit on sale of assets in our US subsidiary following the relocation of the plant.

The company's R&D has done successful trials for in house manufacturing of certain masterbatches and coating chemicals as a part of backward integration/maintaining secrecy as well as diversification into newer related business. The company shall start production, sales and internal consumption of these masterbatches and chemicals over the next few quarters under a new wholly owned subsidiary. These are low capex projects with good margin expansion for the company.

CSR Updates

Giving Back to the Society



Cosmo Foundation recently organized the 10th Computer Awards at Kanam Vidyamandir in Karjan, Vadodara, to recognize & motivate students as well as teachers in the field of computer education. 5 best performers in Computer Education were awarded laptops, while 16 students were awarded consolation prizes. The event was graced by chief guests Shri Kiran Zaveri (IAS) District Development Officer, Vadodara, and Mr. Himashubhai Patel, former Sarpanch of Punsari village & promoter of the first model village in India, along with more than 700 parents, students and teachers.

Event Updates

National Conference on Packaging for a Better Life



Mr. Pankaj Poddar, CEO, Cosmo Films Ltd., was invited as one of the eminent speakers at the National Conference on ‘Packaging for a Better Life’ held in New Delhi from 27th - 28th of February 2020. It was organized by the Indian Institute of Packaging, where Mr. Poddar talked about the future trends in BOPP packaging.

Panel Discussion on Dominating Trends in Manufacturing 2020



Mr. Pankaj Poddar, CEO, Cosmo Films Ltd., was invited as a speaker to a panel discussion on “Dominating Trends in Manufacturing” organized by Dun & Bradstreet in Gurgaon on 20th February 2020. Mr. Poddar spoke about the **Top 5 trends that will dominate the manufacturing sector in 2020.**

BRICS Chamber of Commerce and Industry Knowledge conclave on Waste to Wealth



Mr. GVS R Mohan, Global Key Account Manager and Head - Barrier Films, Cosmo Films Ltd., was invited as a panelist at a conclave on Waste to Wealth held in New Delhi on 6th March 2020.

Awards and Recognitions

IFCA Star Awards 2019



We are delighted to share that Cosmo Films Ltd. has won the IFCA Star Awards for Inherently Printable Label Films and Laser Printable CSP Films in the categories of R&D Achievement and Innovations/ Creativity respectively. The award evening was graced by well-known speakers of the industry with the IFCA President Mr. Suresh Gupta.

Brand Excellence Awards 2019



We are proud to announce that we have won two Brand Excellence Awards at the recently held World Marketing Congress in Mumbai; presented by ABP News. One of the brand excellence awards is for Effective Use of Marketing Communication and the other one is for Engineering, Research and Development Sector.

Worldstar Packaging Awards 2020

We are extremely delighted to share that Cosmo Films has bagged the Worldstar Packaging Award 2020 in the Beverages category for our Sterilisable Conduction Sealing Film. The awards are yet to be distributed and are scheduled in the month of February 2021.

[Read More](#)

Key Print Coverage

Working towards an eco-friendly and greener future Mr. Pankaj Poddar, CEO, Cosmo Films Ltd.



Covered in ET Panache

In conversation with ET Panache, Mr. Pankaj Poddar, CEO Cosmo Films Ltd., talks about how the company is changing the packaging landscape by creating sustainable and intelligent packaging solutions.

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Engineered to Enhance



Covered in - Packaging Today

GVS R Mohan, Global key Account Manager and Head - Barrier Films, Cosmo Films Ltd., talks to Packaging Today about all the company has to offer.

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Cosmo Films to expand low-cost home compostable films in India



Covered in Industrial Product Finder

The Article delves into new eco-friendly and functional products by Cosmo Films Ltd. in the Indian plastic films market.

[Read More](#)

Education as a tool to Raise a Generation of Confident, High Achievers



Covered in CSR Mandate Magazine

At Cosmo Films Ltd., business and social activities go hand-in-hand. See all the CSR activities undertaken by Cosmo Films in the past several years.

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Technical Column

Trends in BOPP Films

The BOPP films market was valued at USD 16.22 billion in 2019 and is expected to reach USD 22.07 billion by 2025 at a CAGR of 5%. This gain in traction for BOPP films comes from the fact that BOPP films are more flexible and enable faster packaging with advanced sealing properties as compared to other packaging materials.

Also, innovations like using inline coatings to enhance and boost the properties of BOPP films have aided their growth in the market. Let us take a look at some trends favoring the growth of BOPP Films in the market:

Growing Need to Reduce Consumption of Plastics

- With a unique property of having low density, it is possible to create lighter packaging with BOPP-based structures.
- High Barrier Heat Resistant Films (HBHR) can work as both the print and barrier layers, thus reducing a 3 ply to a 2 ply or even single layered structure, helping in structure rationalization.
- Co-extruded, heat-sealable BOPP films can be used as mono-layer packaging unlike BOPET where heat-sealing is not so common.
- The process of cavitation further makes BOPP films lighter and they could in turn be used to achieve several barrier properties. Ice cream packaging and soap packaging are good examples.

Growing Need to Recycle Plastics

- The issue of recycling and sustainability has, in certain applications, favored BOPP films over other polymer films.
- Brands are looking at film producers and converters to provide mono-material plastic packaging solutions to meet sustainability commitments.
- The fact that BOPP film is a part of the wider polyolefin family means it can be laminated with polyethylene (PE) film for example, and still be widely accepted in today's recycling waste stream.

Growth of Barrier Films

Today, BOPP films enable all kinds of barriers including aroma, oxygen, moisture and light at all price points.

Some of the Barrier Films available are:

- **High barrier metalized film:** New-generation metalized film is available to replace metalized PET in snack applications.
- **UHB BOPP metalized film:** New version of UHB metalized BOPP film where OTR and MVTR are < 0.1 are being used in segments such as ketchup, coffee and soups. Also serves as aluminum foil replacement.
- **UHB BOPP Clear film:** Siox-coated UHB films are offered in the market with high sealing strength and barrier properties. These films will become the next-generation monolayer films.

Technical Column (Cont.)

Increased Focus on the Look and Feel of the Product

- Shelf appeal of the products has become incredibly important due to modern retail formats.
- BOPP-based packaging is high on aesthetic value and also offers visibility of contents, which allows brand owners and product designers to think out-of-the-box.
- This is made possible with a wide variety of product range to choose from-Matte, Silky Matte, Pearlized, White, Metalized, Pearlized Metalized etc.
- For premium & luxury packaging, BOPP-based premium lamination films can be used. This includes Velvet, Scuff-Free, Matte, Linen, Sand Finish and Metalized films.

Increased usage of Plastic Currency

- BOPP Polymer notes are resistant to dirt and moisture, which makes them much cleaner than paper notes. They are also more durable. In tests, polymer notes last three to six times longer than those made from paper.
- Most importantly, they're more secure. The BOPP base material is pretty hard to make, and polymer notes themselves can host incredibly complex security features.

Growth in Intelligent Packaging

- BOPP films may become an upcoming area for Intelligent and Modified Atmosphere Packaging (MAP). MAP is a packaging system that involves changing the gaseous atmosphere surrounding a food product inside a pack, improving the shelf life of the packaged content
- The primary objective of intelligent packaging is to “sense” and “provide information” and indicate whether or not the quality of the product has deteriorated.