



COSMIC CRF LIMITED

CIN NO. L27100WB2021PLC250447

Phone No. +91 33 79647499 • E-mail : info@cosmiccrf.com • www.cosmiccrf.com

Ref: CCL/BSE/2024-2025/30

Date: September 27, 2024

Listing Department
BSE Limited
Phiroze Jeejeebhoy
Towers,
Dalal Street,
Mumbai-400104

Scrip Code: 543928

Dear Sir/ Madam,

Subject: Investors Presentation-Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Investor Presentation.

The abovementioned Investor Presentation will also be available on website of the Company i.e www.cosmiccrf.com.

We request you to kindly take the above on records and disseminate the above information on your website.

For Cosmic CRF Limited



Aditya Vikram Birla
Managing Director
DIN-06613927

Encl. as above

COSMIC CRF LTD.

Investor Presentation

September 2024



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About Us

Business Overview

Industry Overview

Performance Highlights

Way Forward



01

ABOUT US

ABOUT US



- Leading manufacturer of Cold Rolled Form (CRF), **Sheet Piles, and Railway Components for railway wagon manufacturing, including Indian Railways**
- Offers **Customized Engineering Solutions**
- Wide Applications in Irrigation, **Building, Automotive, Railway Wagons, and Other Industries**
- Manufacturing Plants in **Singur & Howrah, West Bengal with 101,000 Mtpa Capacity**
- **R&D Division tailors trials for Wagon Types and Infrastructure**
- **ISO 9001:2008 Certified** along with various other compliance certification on a global level
- Certified by **Cotecna Inspection India Pvt. Ltd. For ISO 9001:2015** Quality Management Compliance

Incorporated in 2021

Executed a BTA with Cosmic Ferro Alloy Ltd

Qualified & RDSO Approved Vendor

In-house Research & Development Division

Quality management system of ISO 9001:2015

Achieved 108.64 % Volume Growth YOY basis



MANUFACTURING FACILITIES

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Total Capacity of **101,000 MTPA**

1 Manufacturing Unit at Singur,
West Bengal

4 Manufacturing Units at Howrah,
West Bengal

36,000 MTPA
Installed Capacity

65,000 MTPA
Installed Capacity

- Ability to manufacture 550 types of Cold Roll Bonding
- Products are designed to withstand extreme operating conditions and provide excellent performance and durability
- Facilities to carry out all necessary trials to develop products for various wagon types and infrastructure needs

OUR JOURNEY



2021

- Incorporated as **Cosmic CRF Limited** in December

2022

- Commenced business operations by **executing a business transfer agreement with Cosmic Ferro Alloys Ltd** in January
- Installed capacity increased from **12,000 MT to 18,000 MT**
- **ISO 9001 :2015 certification** received for quality compliance

2023

- Registered Vendor of Research Design and Standard Organization (RDSO, under India's Ministry of Railways)
- The total order book value of the company was **₹536.41 Cr**
- Listed on **BSE SME** on **30th June 2023**

2024

- **Acquired N S Engineering Projects Private Limited**
- **Received RDSO approval** for Rehabilitation and Manufacturing cum Supply of end wall, side wall arrangement, door and other components of **BOXN & BOXNR Wagons** and Conversion from **BOXN to BOXNRM Wagons**
- **Increased Installed capacity** from **18,000 MT to 24,000 MT**

RESEARCH & DEVELOPMENT



Developing new products for prototype wagons including a CRF Section for covered fly-cement wagons and high-sided wagons with air brakes, designed for faster operation in dedicated freight corridors



Facilities to carry out all necessary trials to develop products for various wagon types and infrastructure needs



Conducting In-house lab tests to Innovate and customize products for desired quality and regulatory compliance



Developing and using in-house technologies to ensure products meet customer needs and performance standards

MANAGING DIRECTOR

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Mr. Aditya Vikram Birla

Managing Director

- Mr. Aditya Vikram Birla holds a Bachelor's Degree in Business Administration from Jadavpur University, Kolkata and a Post –Graduate Diploma in Business Management from Cardiff University, United Kingdom.
- He has an experience of more than a decade in manufacturing of cold rolled components, spares and components for railways and wagon industry and in the areas of business development, management, finance and administration.
- He has sound experience in the areas of business development, management, finance and administration, etc.
- He has been associated with our Company since 2022 and oversees the manufacturing division of our Company and also supervises the entire operations of our Company.

VISION & MISSION



Vision

To transform rail transport by engineering innovative, customized components that prioritize reliability, efficiency, and safety, ensuring an exceptional journey



Mission

Aiming to be India's most trusted supplier of customized engineering solutions, driven by innovation, global standards, and sustainable practices that create value for all



02

BUSINESS OVERVIEW

STRATEGY & BUSINESS INSIGHTS



NSEPPL acquisition expected to enhance revenue and PAT Margin by FY2025



Diversified Order book to service Public & Private Companies in Railway and Infrastructure Sectors



Healthy and Continuous growth of approx. 18-20% in order book of ₹504 Cr



Expand to Global sale via organic and inorganic growth



Acquisition will be helpful for the company to achieve Maximum operational efficiency



PRODUCT PORTFOLIO

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01.

Cold Rolled Formed (CRF) Products

Cold rolled formed items for Wagons and Coaches
Cold rolled formed items for Infra companies and EPC projects (Sheet Pile)
Products for Roadways and National Highway

02.

Fabrication Products

Fabricated Items for Railway , Coaches & Wagons

03.

Prototype Products

CRF Section for bogie covered fly cement wagon
Bogie open high sided with air breaks axle load wagon
(designed for efficient operation on dedicated freight corridors)



Cold Rolled Formed (CRF) sections are alternative to hot rolled metal sections

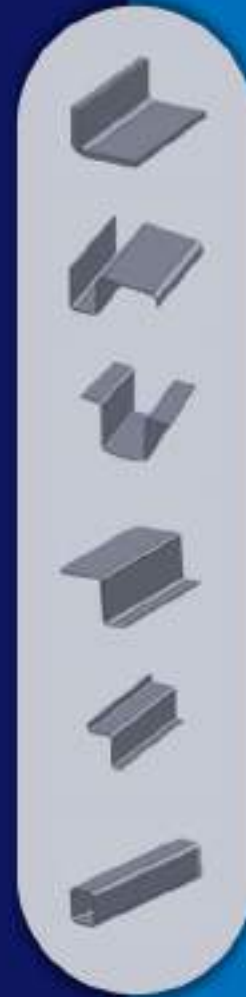
PRODUCTS



CRF Profiles

- Cold-Formed Steel (CFS) refers to steel products produced by shaping thin sheets of steel through processes like rolling or pressing to achieve the desired shape
- When Cold-Formed Steel is created through the rolling process, it is specifically known as Cold Rolled Formed Steel Sections.
- Cold Rolled Sections and Rolled Formed Items, are **crucial components in the manufacture of railway coaches and wagons**
- The benefits of these products include **enhanced structural integrity, reduced weight, and improved durability, which are essential for modern railway applications**

15-20% input in wagons is CRF



Applications:

- Railway Coaches
- Building Industry
- Automobile Sector
- Pollution Control Sector
- Road Safety Systems
- Cofferdams

PRODUCTS

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Products offered through CRF Profiles are:

RAILWAYS & WAGONS



BOX NHL



BCNHL



BCNHL Old Design



Boathouse



Bosths

PRODUCTS



Sheet Piles

Sheet piles are vertical sections used to create barriers for retaining soil, supporting excavations, or controlling water flow

Sheet Piles are used in retaining walls, dewatering systems, and marine structures like seawalls and docks

They are typically made of steel, concrete, or timber and are driven into the ground to form a continuous, interlocked wall



TRENCH SHEETS



Z' TYPE SHEET PILES TYPE - A



Z' TYPE SHEET PILES TYPE - B



'U' - TYPE SHEET PILES

SUBSIDIARY

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NS Engineering Projects Pvt Ltd (NSEPPL) Holding - 74%

Acquisition of NSEPPL enables Cosmic CRF to significantly grow capacity and establish itself as a leading manufacturer of cold-rolled products in India and globally

The company anticipates capturing **15-16% of the market share** for cold-rolled form products, **projected at ~2.25 Mn MT**, over the next three years

85% capacity utilization of total **65,000 MT installed Production Capacity**

Product Portfolio

CRF section

Sheet Piles

High Mast

Octagonal Pole

Crash Barrier

Other Engineering Products



COMPETITIVE ADVANTAGES

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Acquisition of State-of-the-Art Galvanizing Bath Unit Boosts Topline and Gross Margins

Expanding Services from Railway to Infrastructure Industry

Cosmic with its Group Company has their own Forging, Casting, Die Casting, Cutting & Rolling Unit

~75% of Coach body building (other than interiors) deliverables are manufactured

The Leading Indian Manufacturer of Bosh & Box NHL CRF with Cutting-Edge Technology

Beyond Steel comprehensive integrated Engineering Solutions Provider

Secured Indirect Orders from Irrigation Department and Infra Giants like L&T

Capacity is interchangeable (fungible) to manufacture Sheet Piles or Wagons

OUR CLIENTELE

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Government Sector



Private Sector



03

INDUSTRY OVERVIEW

MARKET SIZE & OPPORTUNITY

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58,000



Wagons as per recent Rolling Stock Programme

1,300



Modernization of Stations under Amrit Bharat Scheme

34



New Vande Bharat trains launched in FY24

12% to 16%



Growth expected to be achieved through Infrastructure Spending

5,000



LHB Coaches as per recent Rolling Stock Programme

₹50 lakh cr



Estimated Investment for Railway Infrastructure development till FY30

INDIAN RAILWAY SECTOR

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₹2.52 Lakh cr

Capital outlay been allocated to the ministry of Railways In Budget 2024-25

1,591 MT

Original Freight Loading in FY24

₹1,78,012 cr

Investment towards Rail Safety

40,000

Conventional rail bogies to upgrade to meet the 'Vande Bharat' standards in 2024-2025

₹19,518 cr

Budgeted expenditure for Metro projects across India

1,445 km

Anti-collision system (Kavach) implementation

100% FDI

Allowed by the Government in the Railway sector.

500

New Vande Bharat trains as per recent Rolling Stock Programme

5,100 km

New Tracks laid FY24

₹50 lakh cr

Estimated investment for Railway Infrastructure development between 2018-2030

35

Hydrogen Fuel base trains as per recent Rolling Stock Programme



INDIAN INFRASTRUCTURE SECTOR

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Under Interim Budget 2024-25, capital investment outlay for infrastructure has been increased by 11.1% to 11.11 lakh crore (US\$ 133.86 billion), which would be 3.4 % of GDP

India Infrastructure Sector Market

Market Size in USD Billion
CAGR **9.57%**



Study Period	2020-2029
Base Year For Estimation	2023
Market Size (2024)	USD 204.06 Billion
Market Size (2029)	USD 322.27 Billion
CARG (2024-20.29)	9.57%
Markt Conentartion	Low

MAJOR
Players

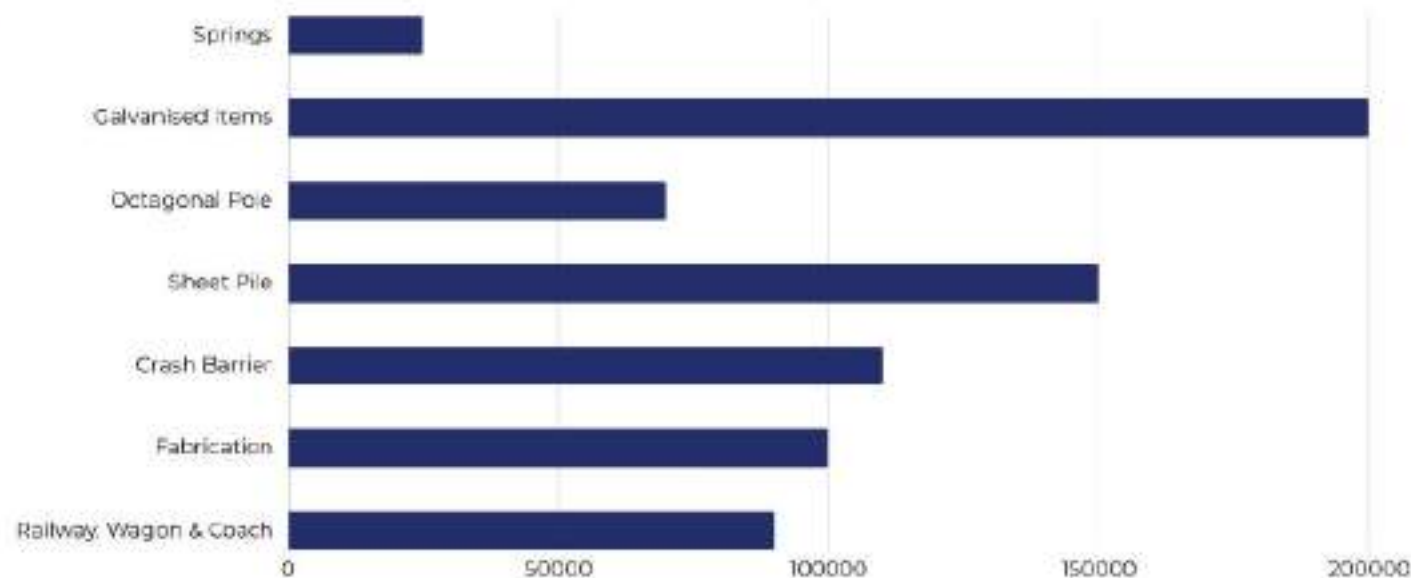


MARKET SIZE

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Cosmic CRF aims to **garner a 15-16% of** market share of the projected market of cold rolled form products of **22,35,000 MT by 2027**

Cosmic CRF's strategically positioned manufacturing units in Eastern India, provides a significant **advantage in order procurement, as Eastern India produces the majority of India's Wagons**. This also helps the company efficiently streamline its supply chain and reduce freight costs, enhancing its financial performance



04

PERFORMANCE HIGHLIGHTS

KEY HIGHLIGHTS



Production Capacity

	FY22-23	FY23-24
Installed Capacity	12,000	32,000
% of Utilization	67%	80%



FY23-24 (YoY)

Revenue from Operation	▲ 108.6%	EPS*	▲ 43.3%
EBITDA	▲ 85%	Debt to Equity	0.1x
Profit After Tax	▲ 98.9%	Capacity UTIL	▲ 80%

* Lower on account of IPO in June 2023

ANNUAL BALANCE SHEET

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Equity & Liabilities (Rs. in Cr)	FY22	FY23	FY24
Share Capital	8.86	10.00	13.10
Reserves & Surplus	-0.12	6.29	196.95
Total Equity	8.74	16.29	210.05
Long Term Borrowings	6.72	26.66	10.22
Deferred Tax Liability	-	0.28	-
Non-Current Liabilities	6.72	26.93	10.22
Short Term Borrowings	-	4.86	4.22
Trade Payables	0.06	18.94	27.22
Other Current Liabilities	0.53	1.10	0.63
Short Term Provisions	-	0.62	1.69
Current Liabilities	0.59	25.52	33.77
Total Equity & Liabilities	16.05	68.75	254.03

Assets (Rs. in Cr)	FY22	FY23	FY24
Fixed Asset	0.04	41.47	82.79
Intangible Asset	0.15	0.01	0.01
Work-In-Progress	-	-	22.19
Deferred Tax Assets	0.04	-	0.55
Long Term Loans & Advances	15.07	-	4.23
Other Non-Current Asset	-	0.09	1.99
Non - Current Assets	15.31	41.56	111.76
Inventories	-	19.52	36.64
Trade Receivables	-	5.83	33.73
Cash & Cash Equivalents	0.45	0.30	64.56
Short Term Loans & Advances	-	1.52	7.15
Other Current Assets	0.29	0.01	0.19
Current Assets	0.74	27.19	142.27
Total Assets	16.05	68.75	254.03

ANNUAL INCOME STATEMENT

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Particulars (Rs. in Cr)	FY23	FY24
Revenue From Operations	121.49	253.48
Total Expenditure	109.35	231.03
EBITDA	12.14	22.45
EBITDA Margin (%)	9.99	8.86
Other Income	0.00	0.16
Depreciation	0.86	3.57
PBIT	11.28	19.04
Interest	2.60	3.34
Profit Before Tax	8.68	15.70
Tax	2.27	2.95
Profit After Tax	6.41	12.75
PAT Margin (%)	5.28	5.03
Earnings Per Share (Rs)	13.50	19.35

05

WAY FORWARD

NEW BUSINESS INTERESTS



Aspiring to manufacture specialized parts for railway and tramway locomotives and rolling stock.

- Bogies
- Axles and wheels
- Brakes & Components
- Hooks and coupling devices
- Buffers and buffer parts
- Shock absorbers
- Wagon and locomotive frames
- Bodies
- Corridor Connections

An upcoming facility in Jangalpur, West Bengal, with an installed capacity of 12,000 set

Aiming to become a Integrated Wagon Manufacturer

- Manufacturing of Coach bodies
- Wide Range of wagons and its parts
- Manufacture Specialized wagons to transport specialized products

Heavy Fabrication Structure such as Fabricated Bridges for Dedicated Freight Corridor

- Heavy Fabrication Divisions
- Road Over Bridges
- Largest Bridge maker for DFC in terms of Capacity

WAY FORWARD



Post-Acquisitions expecting Capacity to Exceed 105,000 Metric Tonnes

The diversified order book will ensure that the company caters to both the growing sectors – Railways & infra

Continue to grow scale of operations, drive efficiency in capacity utilisation, adopt latest technologies, diversify product offering, developing a strong presence across the country and lay a strong emphasis on sustainability aspects

Targeting a Consolidated Balance Sheet Total of ₹500 Crore for the Upcoming Year

Over the next five years, aiming to **double top line, capacity, bottom line, and turnover**



Cold Rolled Form (CRF) products Target Market Share

15-16%

NS Engineering Projects Pvt. Ltd (NSEPPL)

Capacity Utilization Target by
FY25

85%

CONTACT US

COSMIC CRF Limited

contact@ +8100862182 / + 91- 33-7964 7499

info@cosmiccrf.com

www.cosmiccrf.com

KAPTIFY® Consulting

Strategy & Investor Relations | Consulting

contact@kaptify.in / +91-845 288 6099

www.kaptify.in