



**C**osmo Speciality Chemicals are well known brand in Speciality Chemical Industry, We majorly export our products in more than 100 countries with almost 40% sales from export market. We are also planning to expend it further. Today raw material price is very unsteady of all textile chemicals and this has become the challenge for us.

Mr. Anil Gaikwad  
Business Head  
Cosmo Speciality Chemicals

**Q. Conducting business on a global level with divergent market structures, circumstances and state of affairs. What's your strategy to keep the prospective growth?**

The Speciality Chemical industry is driven by innovation and research. Our strategies to keep the prospective growth are:

1. Strong R&D capabilities - Our R&D team consists of scientists with rich experience from MNCs of the USA, Korea, Japan etc. and qualification of Ph. Ds, Post-docs, and Postgraduates from foreign and top tier Indian Universities.
2. Topnotch Infrastructure - Our labs are equipped with the latest machines and scientific instruments that enable our scientists to synthesize, test, and refine new products that support our underlying vision of innovation.
3. Years of experience in the Chemical Industry - Being a 100% subsidiary of Cosmos Films Ltd., our team has years of exposure to Chemical Research and technical know-how. This is an invaluable asset and provides us with the expertise that is required to thrive in the Speciality Chemical Industry.

**Q. What are the challenges and exceptions faced in the product pricing & quality, demand and client satisfaction?**

Presently, the fluctuation of price of raw materials is a biggest challenge for all textile chemical manufacturers. Secondly, it becomes extremely important to source eco-friendly raw materials in order to create sustainable and environmental friendly textile chemicals.

**Q. Is there going to be any new product launch anytime soon? What is the focal point for up-to-date innovation present now?**

We have already launched 56 new products for the textile pre-treatment, dyeing and finishing process in a span of one year, and we are planning to launch several more in the coming months.

Our focal point would be energy saving as based on sustainable chemistry and process friendly.

**Q. What is Cosmo's Chemicals short- and long-term objective and target?**

We export our products to more than 100 countries across the world and we continuously look to expand our operations in all the different regions of the World. Currently, almost 40% of our sales come via export. We are focusing on increasing this number and grow the business 5 to 6 times in next financial year

Our other area of focus is to continuously develop sustainable eco-friendly products by developing our own chemistries and offer break through products in moisture management, technical and Industrial textiles. We also aim to develop patentable products for specialty finishes and technical/Industrial textile and strengthen the confidence in our customers and stakeholders as an innovative solution provider.

**Q. The chemical industry is the foundation and elementary unit of various industries. How do you keep up with the customer expectation and economic development?**

Our products are based on strong research. Safety, efficiency, and environmental friendliness are the top three criteria that each and every product that we bring into the market must excel on. This is why our customers can rely on our products to be of superior quality, eco-friendly, and safe for humans, and society at large, add value to our customers' products and enable them to create superior end-products. That is how we enrich lives with chemistry, responsibly.

**Q. Plastic and chemicals attract the word along with pollution, what are the techniques you use to minimize wastage and bring optimum allocation of resources?**

There is a huge outcry for sustainability and reduction of carbon footprints across the world. While this has helped people around the world understand the importance of sustainability and a green future, it has also led to misconceptions about the usage and recyclability of plastics.

We have taken numerous steps towards sustainability which includes our attempt to reduce our carbon footprint by improving our truckload capacity. We are looking at every possibility to reduce water consumption and increase rain water harvesting to be water neutral in all of our plants. Apart from these, we use solar and wind energy at all plants to reduce the need for finite resources.

All our textile chemicals are either GOTS certified or under consideration for the certification. The raw material sourced for the production of our chemicals is completely eco-friendly, and hence our products do not harm the environment. Our products help save water due to our efficient production process, and do not cause any water or air pollution as compared to other textile chemicals.

Our focus on creating sustainable and eco-friendly products is what differentiates us from other players in the market. Also, we have an expert team of chemical scientists and technical expertise who are working day and night to engineer best in class products. ●●●