

comfort factor.

Frost International Limited



In an unpredictable world, there is only one reason why dozens of customers have preferred to firm, and now the existing company promoted by the same partners). **Comfort Factor.**

comfort



work with Frost International Limited for more than a quarter of a century (which was erstwhile a partnership

Factor.

Increasing variables.
Volatile commodities.
Complex markets.
Dependable quality.
Timely deliveries.
Enduring relationships.
Robust financials.
Widening basket.
Rich experience.
Loyal customers.
A win-win proposition.

What does the Company want to become? A global leader.

So what is Frost International Limited?

A Government-recognised and rated Export Trading House (Incorporated on 17th May 1995).

What does the Company do?

Trades diverse commodities like minerals & metals, plastics, textiles & fabrics, agro commodities and equipment, among others.

Where is the Company present?

In 25 countries across six continents.

What is it respected for?

Premium quality, optimal performance and competitive price-value.

How is it recognised?

Recognised as a Trading House by the Ministry of Commerce & Industry, India for consistently exporting according to the policies and guidelines of the Government of India and Federation of Indian Export Organisations.

What is the Company's quality assurance?

An ISO 9001:2008 accreditation for its systems.

What is the company doing to reduce carbon footprint?

Has recently set up a 4.25 MW Wind Farm in Tamil Nadu.




25 countries. 82 customers. About 80% of our turnover from exports. Growing presence in India. Enduring relationships. High customer retention.

Corporate Mission

- To enhance our international presence through quality exports at competitive prices
- To expand our product portfolio for the Indian and international markets
- To become India's leading Trading House in terms of the number of global markets accessed and number of commodities traded
- To provide employment and nurture Indian talent
- To live up to our social responsibility through charity and other welfare measures





In today's volatile world of global trading, security is derived from experience.

At Frost, we are well-placed in this regard.

Our promoters possess a rich experience in successful global trading for more than two decades.

Besides, the Company has enhanced its global exposure through sponsorships and its regular presence at a number of international trade fairs, resulting in attractive customer recall.

The result is stable and sustainable growth.

**Global traders need
timely material supplies
from any part of the
world at the lowest
transportation cost.
Frost makes it happen.**

Global traders need a wide range of products from financially sound companies. Frost makes it happen.

In the unpredictable world of global trading, respect is derived from the promise of keeping one's commitments.

At Frost, our word is our bond and our inherent strength.

- Customers need timely product delivery. We engage multi-modal transportation carriers to deliver on schedule.
- Customers need material to reach them just the way it was when packed and as requisitioned. We invest in quality control and world-class packaging.
- Customers need to know where their consignments are at any point. We invested in cutting-edge information technology.

- Customers need trading partners with deep pockets. We enjoy adequate finance facilities from nine major Indian banks.

The result is showing in our growth and dependable relationships with a large number of customers across the world.



Global traders need to buy most of their requirements from a single point. Frost makes it happen.

In the dispersed world of global supply sources, convenience is derived from an ability to aggregate diverse cargo from a single location.

At Frost, we make this convenience a reality.

- We trade in a wide basket of commodities (from agro commodities to minerals, metals, bullion, plastics and polymers)
- We continuously add to our portfolio with the objective to enhance client ease, choice and convenience.
- We provide our customers with an assurance of credible material supply and complete service.

The result: over 25 years, we have retained all our customers, registered the highest customer satisfaction and derived more than three-fourths of our revenues from the repeat business generated by long-standing customers.



Minerals & Metals

The Company has leveraged a well-developed strategy and rich experience to establish a strong presence in trading minerals and metals, especially dry bulk commodities. The products in this category include:

- Iron ore – fines, lumps and pellets
- Coal and coke
- Cut and polished diamonds
- Steel
- Gold and silver

Agro Commodities

India, with its immense repository of agricultural commodities, is the world leader in the field. The agro commodities traded include:

- Wheat
- Soya bean meal

- Rapeseed
- Soya bean oil
- Palm oil
- Rice (all varieties)
- Pulses
- Maize
- Cereals & Dry Fruits
- Spices

Plastics

The Company, with its expertise in warehousing, packaging and logistics, made a strong presence in trading various plastics.

- Plastic granules
- Polymers
- Petrochemicals

Textiles & Fabrics

The growing demand in India for quality silk and readymade garments

prompted the Company to trade in the following:

- Raw silk
- Silk yarn and fabrics
- Ready-made garments

Equipment

The Company, foreseeing the increasing Indian demand for electronics and equipment, has diversified into trading the following:

- Heavy equipment (boilers, metal storage systems, tanks and cranes, among others)

Others

- UPS batteries
- Hides and chemicals
- Computer peripherals
- Mobile handsets



The value of our service is well reflected in our financials.

35%

Net turnover grew at a CAGR of 35% over the last five years from ₹840 Cr in 2006-07 to ₹3,805 Cr in 2010-11

₹27 crore

Our gross block has grown at a growth of about 29% from ₹21 crore in 2009-10 to ₹27 crore in 2010-11

41%

Operating profit grew at a CAGR of 41% over the last five years from ₹17 crore in 2006-07 to ₹94 crore in 2010-11

₹182 crore

Our net worth has grown at a growth of about 72% from ₹106 crore in 2009-10 to ₹182 crore in 2010-11

48%

PAT grew at a CAGR of 48% over the last five years from ₹5 crore in 2006-07 to ₹35 crore in 2010-11

₹3,880 crore

Our total income has grown at a growth of about 74% from ₹2,234 crore in 2009-10 to ₹3,880 crore in 2010-11



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