

April 26, 2025

DCS-CRD BSE Limited First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400001 Fax No.2272 3121/2037/2039 Stock Code: 543213	Listing Compliance National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No. C/1, 'G' Block, Bandra- Kurla Complex Bandra East Mumbai 400051 Fax No.2659 8237/8238 Stock Code: ROSSARI
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Dear Sir/Madam,

Subject: Q4 & FY25 Earnings Presentation

Please find enclosed a copy of the Earnings Presentation for the Quarter and Financial Year ended March 31, 2025.

The same may please be taken on record and suitably disseminated to all concerned.

Thanking you,

Yours Sincerely,
For Rossari Biotech Limited

Parul Gupta

 Digitally signed
 by Parul Gupta
 Date: 2025.04.26
 22:46:27 +05'30'



Parul Gupta
Head - Company Secretary & Legal
 Membership No.: A38895

Encl.: as above

ROSSARI BIOTECH LIMITED

(An ISO 9001:2015 & 14001:2015 Certified Company) (CIN: L24100MH2009PLC194818)

Regd. Office: Rossari House, Golden Oak, LBS Marg, Surya Nagar, Opp. Mahindra Showroom, Vikhroli (West), Mumbai - 400079, Maharashtra, India. T: +91-22-6123 3800

Factory : Plot No. 10 & 11, Survey No. 90/1/10/ & 90/1/11/1, Khumbharwadi, Village Naroli, Silvassa - 396235, Dadra & Nagar Haveli (U.T.), India. T: 0260-669 3000

: Plot No. D3/24/3, Opposite Yokohama Tyre, Phase III, G.I.D.C Dahej, Village Galenda, Taluka Vagra, Bharuch-Gujarat - 392130, India. T: +91 2641-661621





ROSSARI BIOTECH LIMITED

Q4 & FY25 RESULTS

PRESENTATION

April 25, 2025



Disclaimer

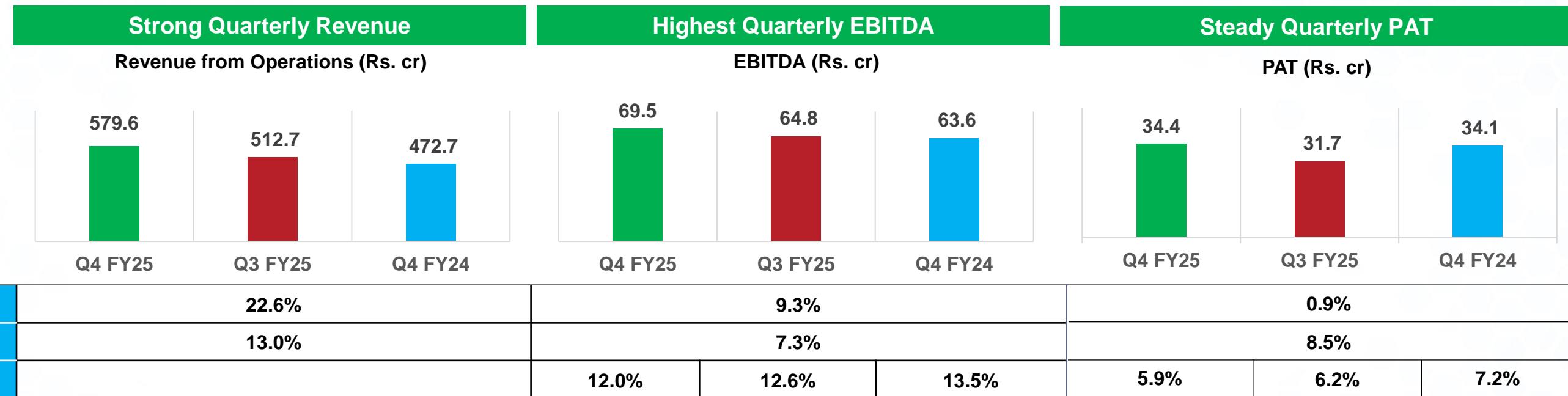
Certain statements and opinions with respect to the anticipated future performance of Rossari Biotech Ltd (Rossari) in the presentation (“forward-looking statements”), which reflect various assumptions concerning the strategies, objectives and anticipated results may or may not prove to be correct. Such forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These include, among other factors, changes in economic, political, regulatory, business or other market conditions. Such forward-looking statements only speak as at the date the presentation is provided to the recipient and Rossari is not under any obligation to update or revise such forward-looking statements to reflect new events or circumstances. No representation or warranty (whether express or implied) is given in respect of any information in this presentation or that this presentation is suitable for the recipient’s purposes. The delivery of this presentation does not imply that the information herein is correct as at any time subsequent to the date hereof and Rossari has no obligation whatsoever to update any of the information or the conclusions contained herein or to correct any inaccuracies which may become apparent subsequent to the date hereof.

- 1 Q4 FY25 Results Overview**
- 2 Company Overview**
- 3 Annexure**



Q4 FY25 – Key Financial Highlights

Steady Quarterly Performance



Business Sector contribution

Q4 FY25

HPPC

77%

TSC

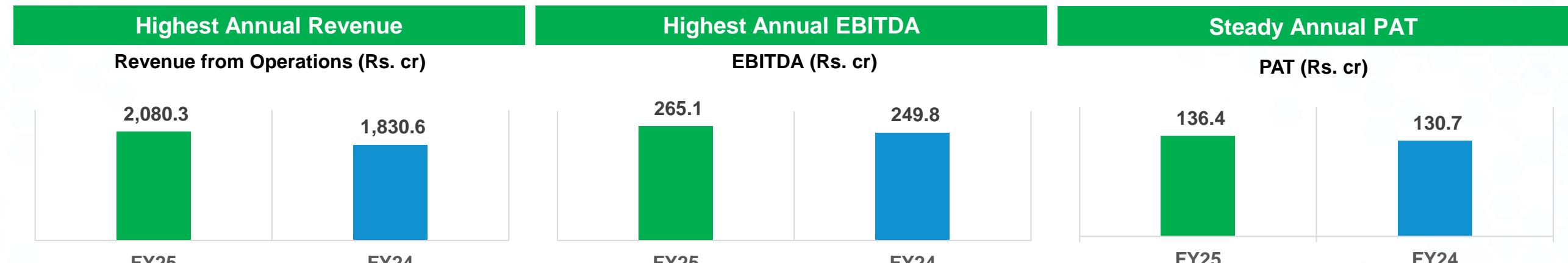
17%

AHN

6%

Note: 1) All figures, unless mentioned otherwise, are on a consolidated basis.

FY25 – Key Financial Highlights

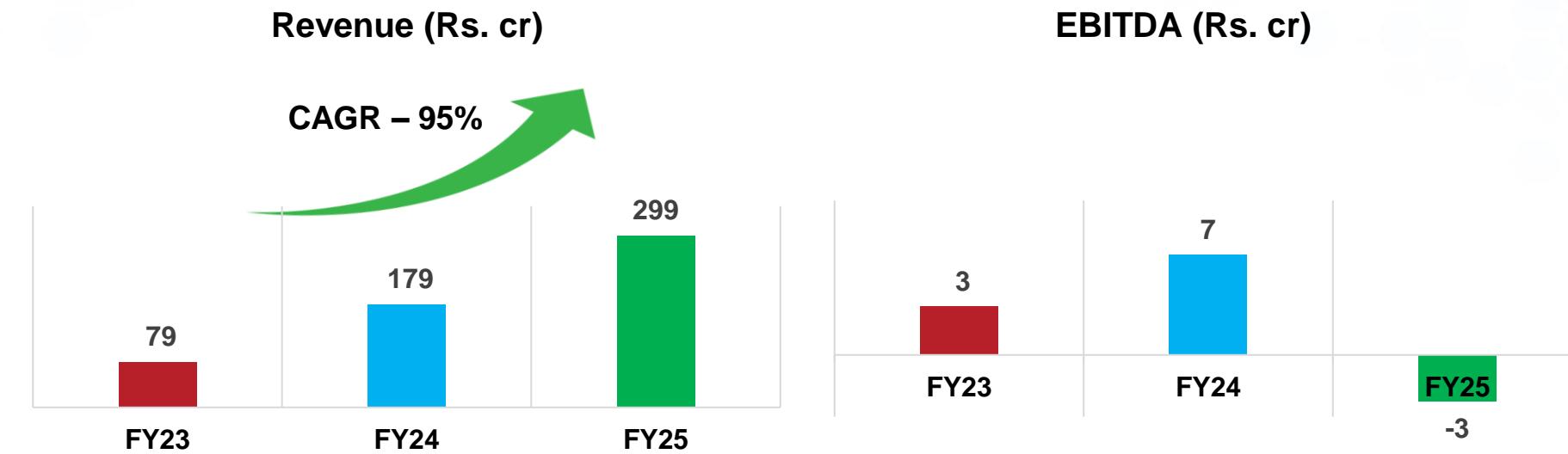


Shift % (Y-o-Y)	13.6%	6.1%	4.4%
Margins (%)		12.7%	13.6%



Note: 1) All figures, unless mentioned otherwise, are on a consolidated basis.

Institutional and B2C Performance – Incubating Future Growth Verticals in Health & Hygiene



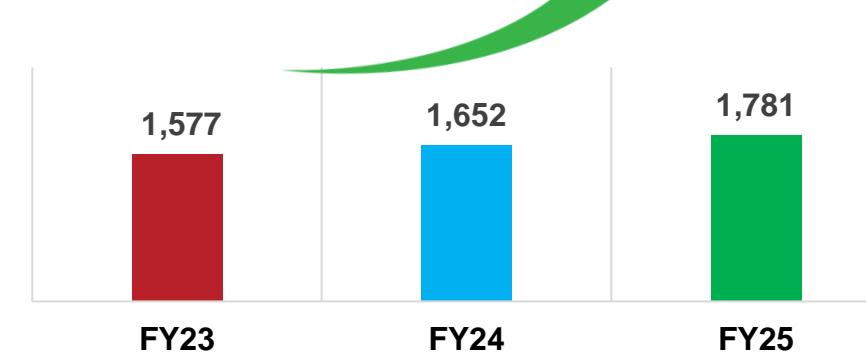
Shift % (Y-o-Y)	126.6%	67.0%	133.3%	N.A.
Margins (%)			3.8%	3.9%

- Institutional and B2C businesses registered strong momentum with 67.0% YoY revenue growth in FY25, reaching Rs. 299 crore
- EBITDA margins remain subdued, driven by ongoing investments and an evolving business model geared towards long-term scale and profitability
- Consumer trust, brand recognition and long-term benefits of the market in this vertical entails a long gestation period

Consolidated Performance excluding Institutional and B2C segments

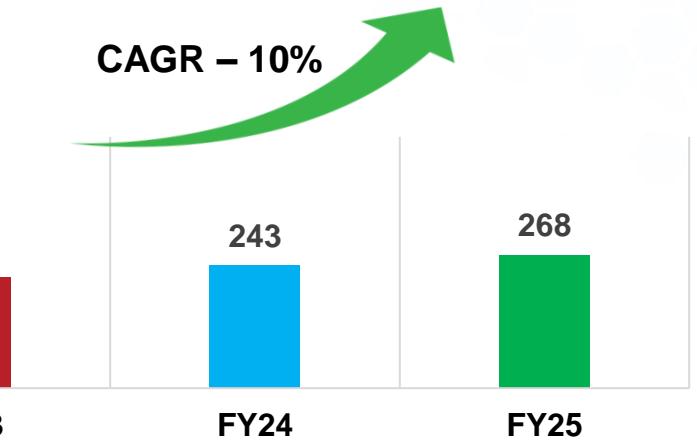
Revenue (Rs. cr)

CAGR – 6%



EBITDA (Rs. cr)

CAGR – 10%



Shift % (Y-o-Y)	4.8%	7.8%	10.5%	10.3%	
Margins (%)			13.9%	14.7%	15.0%

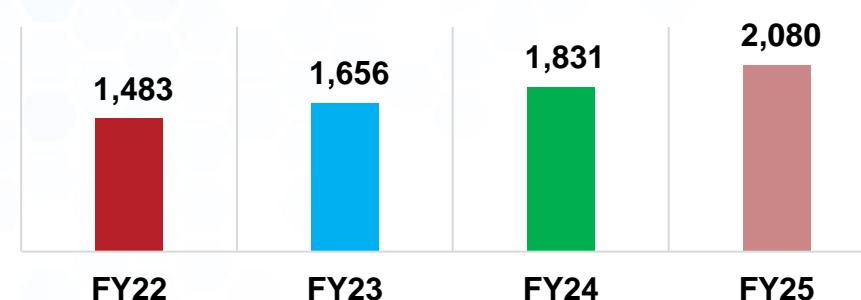
- Core segments delivered resilient performance despite a challenging operating environment
- Adjusted for Institutional and B2C segments, Rossari Biotech's consolidated EBITDA margin remained healthy at ~15.0%, reflecting strong fundamentals in the base business



Past Financial Performance Snapshot

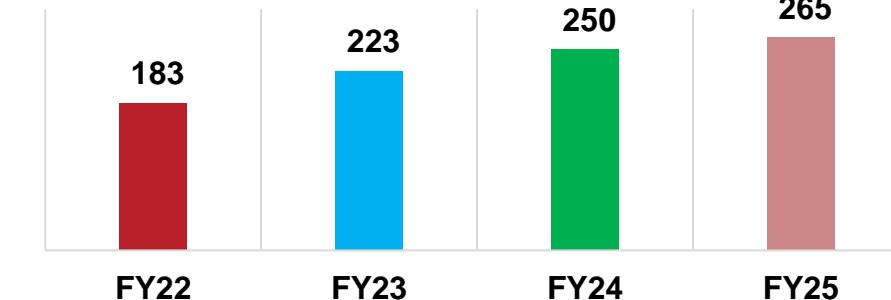
Revenue (Rs. cr)

CAGR – 12%



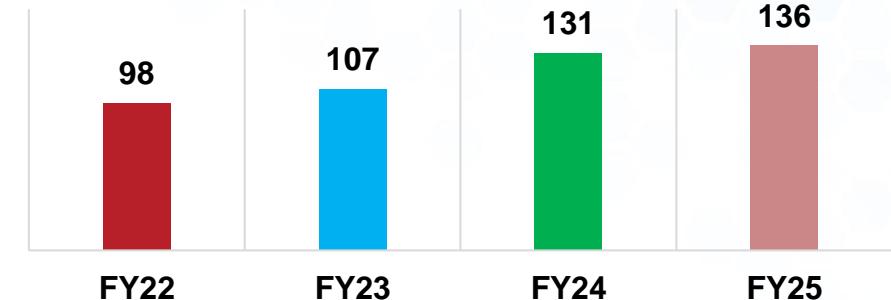
EBITDA (Rs. cr)

CAGR – 13%



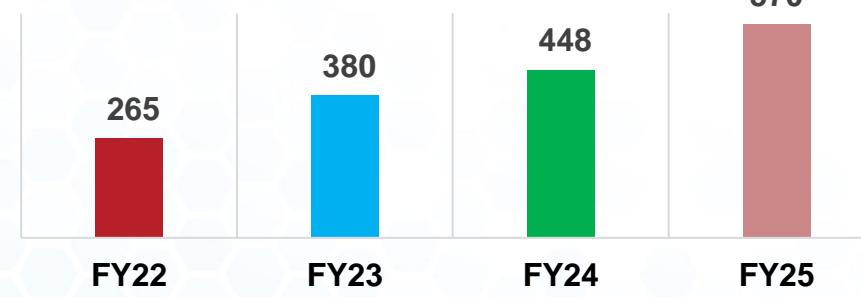
PAT (Rs. cr)

CAGR – 12%



Exports (Rs. cr)

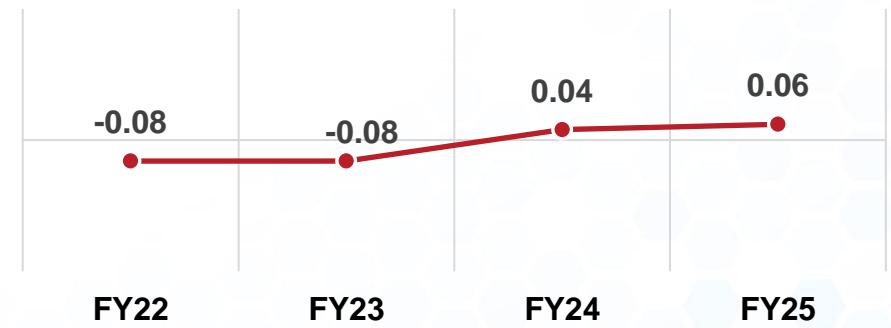
CAGR – 29%



● ROE (%) ● ROCE (%)



Net Debt to Equity (x)



- Consistent growth trajectory over the past four years, driven by both organic and inorganic growth strategies
- While near-term investments and strategic initiatives have led to a moderation in ROCE and ROE, the balance sheet position remains strong. The Company is confident of reporting improved return metrics in the future as these investments start yielding results

Management Message

“

Commenting on the performance, in a joint statement, Mr. Edward Menezes, Promoter & Executive Chairman, and Mr. Sunil Chari, Promoter & Managing Director, said

“We concluded the year with a steady performance, navigating a soft and evolving operating environment. Revenues grew by ~14% driven by healthy export momentum and resilient volumes across key categories. The HPPC segment remained the primary growth driver, supported by deeper market penetration and strong traction across agrochemicals, personal care, institutional and consumer business. The TSC and AHN segments recorded modest revenue growth, contributing positively to the overall performance. We remain optimistic about their medium-to-long-term potential, supported by ongoing portfolio optimization efforts.

Export markets continued to perform well during the year, validating our strategic investments in global partnerships and differentiated solutions. We are also encouraged by the growing momentum in emerging verticals such as institutional cleaning and B2C businesses, which reflect our ability to build scalable, value-added platforms aligned with evolving customer needs.

We continue to invest in capacity enhancement to strengthen our growth foundation and are pleased to announce an additional capex of Rs. 97 crore for expansions at our subsidiaries, Unitop Chemicals and Tristar Intermediates, along with Rs. 95 crore at Rossari Biotech. These projects, expected to be commissioned in a phased manner by Q4 FY26, are aimed at supporting growth across our key chemistries, improving operational efficiency, and enhancing supply reliability. Our previously announced expansion projects are progressing well, with commissioning expected by Q2 FY26. With these capacity additions, we are well-positioned to meet growing demand across end-user industries.

Looking ahead, we remain focused on delivering sustainable, profitable growth through sharp execution, customer-centric innovation, and strategic diversification. Supported by a strong balance sheet, an agile business model, and a growing global footprint, we are confident in our ability to maintain healthy growth momentum in the coming years.”

”



Key Developments

Capex initiatives to strengthen growth capabilities

- Additional capex of Rs. 192 crore announced for capacity expansion at Rossari and subsidiaries: Rossari to expand by 13,000 MTPA; Unitop to add 18,500 MTPA; Tristar to expand by 3,600 MTPA
- Projects aimed at supporting growth across key chemistries, enhancing supply reliability, and improving operational efficiency
- Previously announced expansion projects are progressing well with commissioning expected by Q2 FY26
- Combined, these initiatives position the Company to capitalise on rising demand across existing verticals

Strong export momentum and global expansion

- Export performance remained exceptional in FY2025, driven by robust demand across key geographies
- Sales presence expanded to 70+ countries, reinforcing the Company's reach in key international markets
- Continued focus on cultivating demand across geographies through high-performance, value-added platforms

Announces annual dividend of Re. 0.50 per share

- For FY 2024-25, the Board of Directors recommended a dividend of Re. 0.50 per share



Abridged P&L Statement - Consolidated

Particulars (Rs. cr)	Q4 FY25	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenues from Operations	579.6	472.7	22.6%	2,080.3	1,830.6	13.6%
Total Expenditure						
COGS	401.6	338.3	18.7%	1,433.3	1,293.5	10.8%
Employee benefits expense	35.6	25.0	42.4%	132.3	103.1	28.3%
Other expenses	72.9	45.8	59.2%	249.6	184.2	35.5%
EBITDA	69.5	63.6	9.3%	265.1	249.8	6.1%
EBITDA Margin (%)	12.0%	13.5%	(150) bps	12.7%	13.6%	(90) bps
Other Income	1.8	0.4	350.0%	4.0	7.4	-45.9%
Finance Costs	5.5	2.5	120.0%	17.8	19.4	-8.2%
Depreciation and Amortization	18.2	16.1	13.0%	67.1	60.4	11.1%
Share of profit/(loss) of joint venture and associate	0.1	0.2	-	1.0	0.2	-
PBT	47.7	45.6	4.6%	185.2	177.6	4.4%
Tax expense	13.3	11.5	15.7%	48.8	46.9	-
PAT	34.4	34.1	0.9%	136.4	130.7	4.4%
PAT Margin (%)	5.9%	7.2%	(130) bps	6.6%	7.1%	(50) bps
EPS Diluted (Rs.)	6.2	6.2		24.6	23.6	

Consolidated Balance Sheet

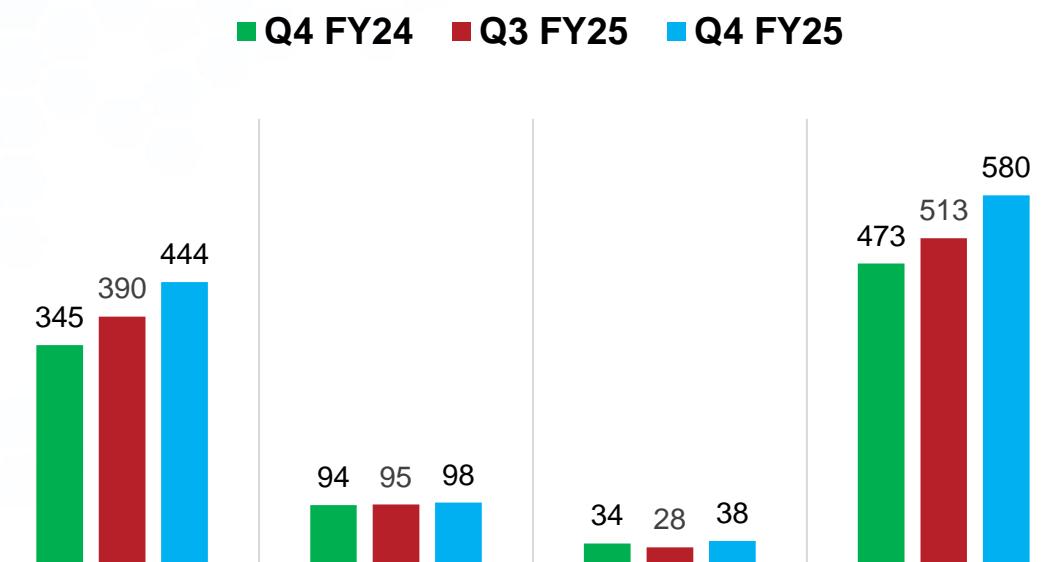
ASSETS				EQUITY AND LIABILITIES			
Particulars (Rs. cr)	As on 31 st March 2025 (Audited)	As on 31 st March 2024 (Audited)	Particulars (Rs. cr)	As on 31 st March 2025 (Audited)	As on 31 st March 2024 (Audited)		
ASSETS							
NON-CURRENT ASSETS							
Property, Plant and Equipment	285.2	260.6	EQUITY				
Right of Use Assets	68.4	54.1	Equity Share Capital	11.1	11.0		
Capital Work-in-Progress	140.2	47.2	Other Equity	1,174.4	1,036.7		
Goodwill	118.7	118.7	TOTAL EQUITY	1,185.5	1,047.7		
Other Intangible Assets	126.1	144.2	LIABILITIES				
Investments accounted for using the equity method	26.3	25.1	NON-CURRENT LIABILITIES				
Financial Assets			Financial Liabilities				
(i) Investments	0.2	0.2	(i) Borrowings	100.0	33.3		
(ii) Other Financial Assets	7.4	3.4	(ii) Lease Liabilities	22.3	10.9		
Income Tax Assets (Net)	7.7	5.5	Provisions	5.3	4.0		
Deferred Tax Assets (Net)	10.5	4.8	Deferred Tax Liabilities (Net)	46.5	51.5		
Other Non – current Assets	62.3	63.6	TOTAL NON CURRENT LIABILITIES	174.1	99.7		
TOTAL NON- CURRENT ASSETS	853.0	727.4	CURRENT LIABILITIES				
CURRENT ASSETS							
Inventories	355.1	282.3	Financial Liabilities				
Financial Assets			(i) Borrowings	87.9	72.5		
(i) Investments	57.3	37.6	(ii) Lease Liabilities	7.7	2.1		
(ii) Trade Receivables	474.5	425.1	(iii) Trade Payables				
(iii) Cash and Cash Equivalents	44.2	25.2	a) total outstanding dues of Micro Enterprises and Small Enterprises	23.5	16.3		
(iv) Bank Balances other than cash and cash equivalent	13.0	5.0	b) total outstanding dues of Creditors other than Micro Enterprises and Small Enterprises	262.8	202.8		
(v) Loans	1.2	0.7	(iv) Other Financial Liabilities	114.9	100.7		
(vi) Other Financial Assets	3.2	4.6	Other Current Liabilities	20.1	15.8		
Other Current Assets	93.5	63.1	Provisions	7.3	4.5		
TOTAL CURRENT ASSETS	1,042.0	843.6	Current Tax Liabilities (Net)	12.4	10.1		
Non Current Assets classified as held for sale	1.2	1.2	TOTAL CURRENT LIABILITIES	536.6	424.8		
TOTAL ASSETS	1,896.2	1,572.2	TOTAL EQUITY AND LIABILITIES	1,896.2	1,572.2		

Consolidated Cash Flow Statement

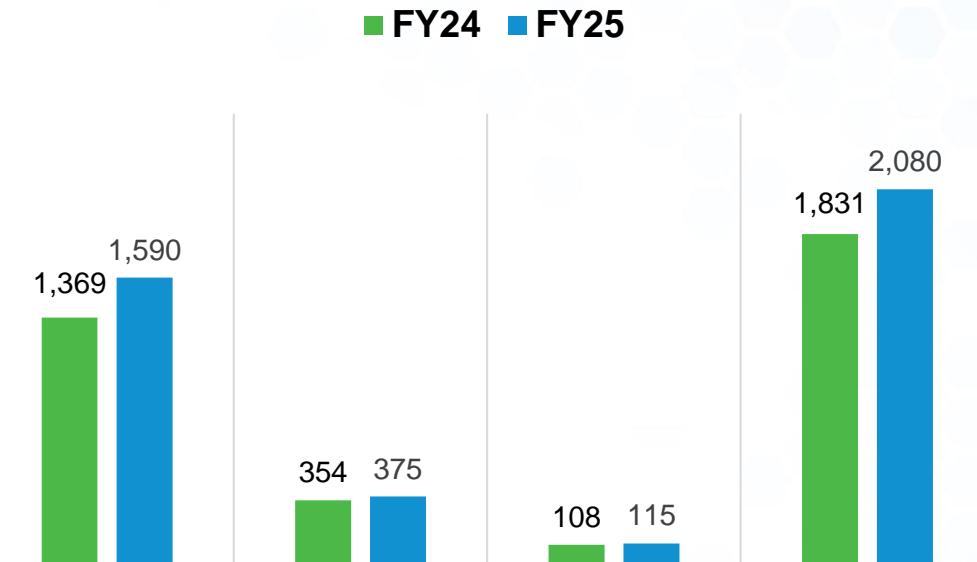
Particulars (Rs. cr)	As on 31 st March 2025 (Audited)	As on 31 st March 2024 (Audited)	Particulars (Rs. cr)	As on 31 st March 2025 (Audited)	As on 31 st March 2024 (Audited)
A. Cash flows from operating activities			B. Cash flows from investing activities		
Profit before tax	185.2	177.6	Net (investment in) / redemption from Mutual Funds	(17.8)	(9.0)
Adjustments for:			Payments to acquire subsidiaries	(0.3)	(17.7)
Depreciation and amortization expenses	67.1	60.4	Dividend Received from an associate	-	0.1
Loss / (Gain) on disposal of property, plant and equipment (net)	0.1	(1.9)	Interest Received	0.7	2.6
Provision for expected credit loss (net)	2.7	3.6	Purchase of property, plant and equipment and other intangible assets	(158.5)	(131.3)
Debit balances written off	0.2	-	Proceeds from sale of property, plant and equipment	-	5.5
Share-based payments expenses	0.1	0.7	(Increase)/Decrease in bank balances not considered as cash and cash equivalents (net)	(7.8)	46.6
Liabilities no longer required written back	(0.1)	(0.4)	Net cash used in investing activities	(183.7)	(103.2)
Finance Costs	17.8	19.4	C. Cash flows from financing activities		
Interest Income	(0.9)	(2.2)	Repayment of long term borrowings	(38.6)	(11.6)
Share of (profit)/loss in Joint Venture/Associate	(1.0)	(0.2)	Proceeds from long term borrowings (net of expenses)	93.5	-
Net gain on sale/fair value of investments	(1.9)	(2.6)	Proceeds from short term borrowings (net)	27.2	43.5
Fair value loss on financial instruments classified as fair value through profit or loss	-	0.1	Interest paid	(13.6)	(16.0)
Net Unrealised foreign exchange (gain)/loss	0.3	(0.5)	Principal Payment of lease liabilities	(3.0)	(0.8)
Operating profit before working capital changes	269.6	254.0	Payment of interest on lease liabilities	(2.9)	-
Changes in working capital:			Proceeds from Issue of equity shares	5.1	3.8
(Increase) in Trade Receivables and other assets	(85.4)	(112.6)	Dividend paid on equity shares	(2.8)	(2.8)
(Increase) in Inventories	(72.8)	(93.8)	Net cash generated from financing activities	64.9	16.1
Increase in Trade Payables and other liabilities	85.2	49.6	Net (decrease) / increase in cash and cash equivalents (A+B+C)	18.6	(43.8)
Cash generated from Operations	196.6	97.2	Opening Cash and cash equivalents	25.2	69.2
Income taxes paid (net of refunds)	(59.2)	(53.9)	Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	0.4	(0.2)
Net cash generated from operating activities	137.4	43.3	Closing Cash and cash equivalents	44.2	25.2

Segment-wise Operating Performance

Quarterly Revenue Break-up (Rs. cr)



YTD Revenue Break-up (Rs. cr)



	HPPC	TSC	AHN	TOTAL
Shift (Y-o-Y) %	28.7%	4.3%	11.8%	22.6%
Shift (Q-o-Q) %	13.8%	3.2%	35.7%	13.0%

	HPPC	TSC	AHN	TOTAL
Shift (Y-o-Y) %	16.1%	5.9%	6.5%	13.6%

Note: 1) All figures, unless mentioned otherwise, are on a consolidated basis

2) Home, Personal Care and Performance Chemicals (HPPC); Textile Specialty Chemicals (TSC); Animal Health and Nutrition (AHN)

COMPANY OVERVIEW



Rossari – At a Glance



Technocrat promoters with
45+
cumulative years of experience in the specialty chemicals industry



7*
Manufacturing facilities



332,100* MTPA
Capacity Installed



4*
R&D Facilities



26%
Revenue CAGR % (FY19-25)



20%
PAT CAGR % (FY19-25)

Rossari is a Specialty-Chemical manufacturer providing intelligent and sustainable chemical solutions for customers across industries

* Including production capacities and R&D facilities of Unitop Chemicals & Tristar Intermediates



A 25-Year Journey of Transformation

Delivering Value and Maintaining Synergy Along the Way

Looking back in time Our Company was initially incorporated as 'Rossari Labtech' in March, 2003, as a partnership firm. In the same year, in December, the name of the partnership firm was changed to 'Rossari Biotech' and the firm was further converted into a joint stock company in August, 2009, as 'Rossari Biotech Limited'. Today, the Company is a pioneer in the Indian specialty chemicals market, and is recognised as a reputable brand within this industry.

2003 - 04

- Co-founded by Edward Menezes and Sunil Srinivasan Chari in 2003
- Acquired a 10-acre plot of land at Silvassa

2006 - 08

- Established a large-scale manufacturing facility at Silvassa
- Awarded the status of 'One Star Export House' by the Government of India
- Received ISO certification 9001:2000 for plants at Silvassa and 14001:2004 in 2008
- Awarded as the 'Corp Excel 2008' National MSME from a list of 27,000 companies by RBL
- Diversified into Animal Health and Nutrition (AHN) and Construction Chemicals

2009 - 11

- Received the 'Frost and Sullivan Award' for customer value enhancement of industrial enzymes
- Approved its textile auxiliaries' range by the Global Organic Textile Standards
- Recognised as a leading innovator in the textile industry
- Commenced supply of Animal Health and Nutrition (AHN) products to Zoetis, one of the world's largest producers of medicine and vaccines for pets and livestock

2013 - 15

- Launched HPPC (Home, Personal Care and Performance Chemicals) division with an initial focus on Laundry and Industrial Cleaning Chemicals
- Established a representative office to cater to the textile division in Dhaka, Bangladesh
- Formed a joint venture with the German company – Buzil Werk Wagner
- Acquired 13 acres of land at Dahej GIDC (Bharuch, Gujarat)
- Commenced supplies to one of the leading washing machine / dish washer manufacturers for laundry detergent and dishwasher liquid brands

2016 - 19

- Awarded the 'Jammalal Bajaj Award for Fair Business Practices'
- Bestowed with the 'SME 100 Award' from the Axis Bank
- Received the 'Best Vendor Award' from Arvind Mills
- Bagged the 'Economic Times Award for Innovation and Sustainability'
- Acquired Lozalo International – a prominent branded veterinary cosmetic products company
- Crossed the turnover of ` 5,000 million

2020 - 21

- Launched an IPO successfully and Rossari got listed publicly on the NSE and BSE
- Became a Zero-Debt Company
- Operationalised Rossari Centre of Excellence, the Company's new state-of-the-art and certified R&D laboratory, strategically located on the IIT campus in Mumbai
- Fully commissioned all phases of the greenfield manufacturing facility at Dahej, Gujarat
- Tied up with CSIA and Mumbai Airport, to place branded dispensers and supply sanitisers for the use of passengers
- Forayed into e-commerce by listing HPPC products on the platform of Amazon

2021 - 22

- Issued ` 3000 million to existing institutional investors and buyers preferentially
- March 2021 - Winner of Golden Peacock Business Excellence Awards
- In May 2021, Rossari Biotech acquired Unitop Chemicals, a manufacturer of surfactants and specialty chemicals. This acquisition expanded Rossari's product portfolio and market presence.
- Established high-tech distillation manufacturing facilities at Sarigam
- July 2021 - Rossari Biotech made the strategic investment in Romakk Chemicals.
- The acquisition of Trio by Rossari Biotech took place in August 2021. This strategic acquisition was a significant milestone for Rossari Biotech, as it aimed to strengthen its product portfolio and market position in the specialty chemicals industry.

2022 - 23

- Golden Peacock Awards for Innovative Product/Service - Dr. Nanoxa in April 2022

2023 - 24

- July 2023 - BioSpectrum Excellence Awards 2023 - Rossari received the award for Best Indian Industrial Enzyme Company for the years 2022 and 2021
- December 2023 - FICCI - Special Jury's Award in "Innovation in Water Technology" Category (This was awarded to Naturesani Pvt. Ltd. for No Odour, No Water Urinal Bowls)
- Acquired Freshee, Naturesani (only products and technology) and Galaxy Surgical (All Under BRPL)
- February 2024 Golden Peacock Awards for Innovative Product/Service - Flap-Based UniDirectional Waterless and Odourless Urinal System - Awarded to Rossari
- February 2024: PMFAI - Company of the Year Award - Awarded to Unitop Chemicals Pvt. Ltd.

Business Overview

One of the leading specialty chemicals manufacturer delivering differentiated & tailor-made solutions across Home, Personal Care and Performance Chemicals (HPPC), Textile Specialty Chemicals (TSC) and Animal Health and Nutrition (AHN) businesses

HPPC



- One of the fastest-growing specialty chemicals manufacturer in the HPPC sector in India
- Tailor-made range of solutions across industries - FMCG, Home & Personal Care, Cosmetics, Pulp & Paper, Ceramics, Agro, Oil and Gas
- **Key product-groups:** Soaps & Detergents, Ink, Paints & Coatings, Ceramic & Tiles, Pulp & Paper, Cements, Water treatment chemicals , Aroma Chemicals, Agro Chemicals

TSC



- Largest textile specialty chemical manufacturer in India
- Provides specialty chemical solutions across entire value-chain of the textile industry
- **Solution applications:** Thread, Yarn and Man-made Fibre production, digital printing, fabric processing, dyeing auxiliaries and garment finishing range

AHN



- Manufactures a range of over 100 products from poultry feed supplements and additives, pet grooming and pet treats
- **Wide range of feed additives:** Vitamin Premix, Acidifiers, Disinfectants, Enzymes, Trace Minerals and liquid Essential oils
- Pet-grooming and pet-care products

Strengthening Market Presence

Strong and long-standing relationships with several clients and distributors spanning 15+ years

- 1 Increasingly tapping new segments across domestic and international markets
- 2 Building direct touch-points with several clients
- 3 Growing client base of over 1,000 customers both India and International
- 4 Company's focus towards demand generation Distributors' focus towards demand servicing
- 5 Widening distribution network to drive reach
- 6 Diversifying customer base to lower concentration risk



Robust Manufacturing Capabilities

Manufacturing Facility at Silvassa

- Located on 8.6 acres of land
- Fungible manufacturing capabilities for powders, granules and liquids
- Facility has a comprehensive range of testing & packaging capabilities
- Effluent treatment facility, with 2,500 MT bulk storage capacity for acid, alkali, base oils and surfactants

Manufacturing Facility at Dahej

- Enjoys proximity to multi-cargo port of Dahej – providing cost & logistical advantage
- State-of-the-art facility, well-equipped with advanced technologies
- Designed on lean manufacturing principles
- Driving cost efficiencies and economies of scale

Unitop's Manufacturing Facility at Dahej

- Located on 10 acres of land
- Superior facility for the Agrochemicals and Oil & Gas segment
- Fully equipped R&D centre dedicated to product development, quality and process standardisation
- Adequate scope for further capacity expansion

Tristar's Manufacturing Facility at Sarigam

- 3 manufacturing units located in chemical zone at GIDC, Sarigam
- Leading manufacturer of preservatives, aroma chemicals, and home and personal care additives
- Access to High-tech distillation facilities

Unitop Dahej Plant

60,000 MTPA

Rossari Dahej Plant

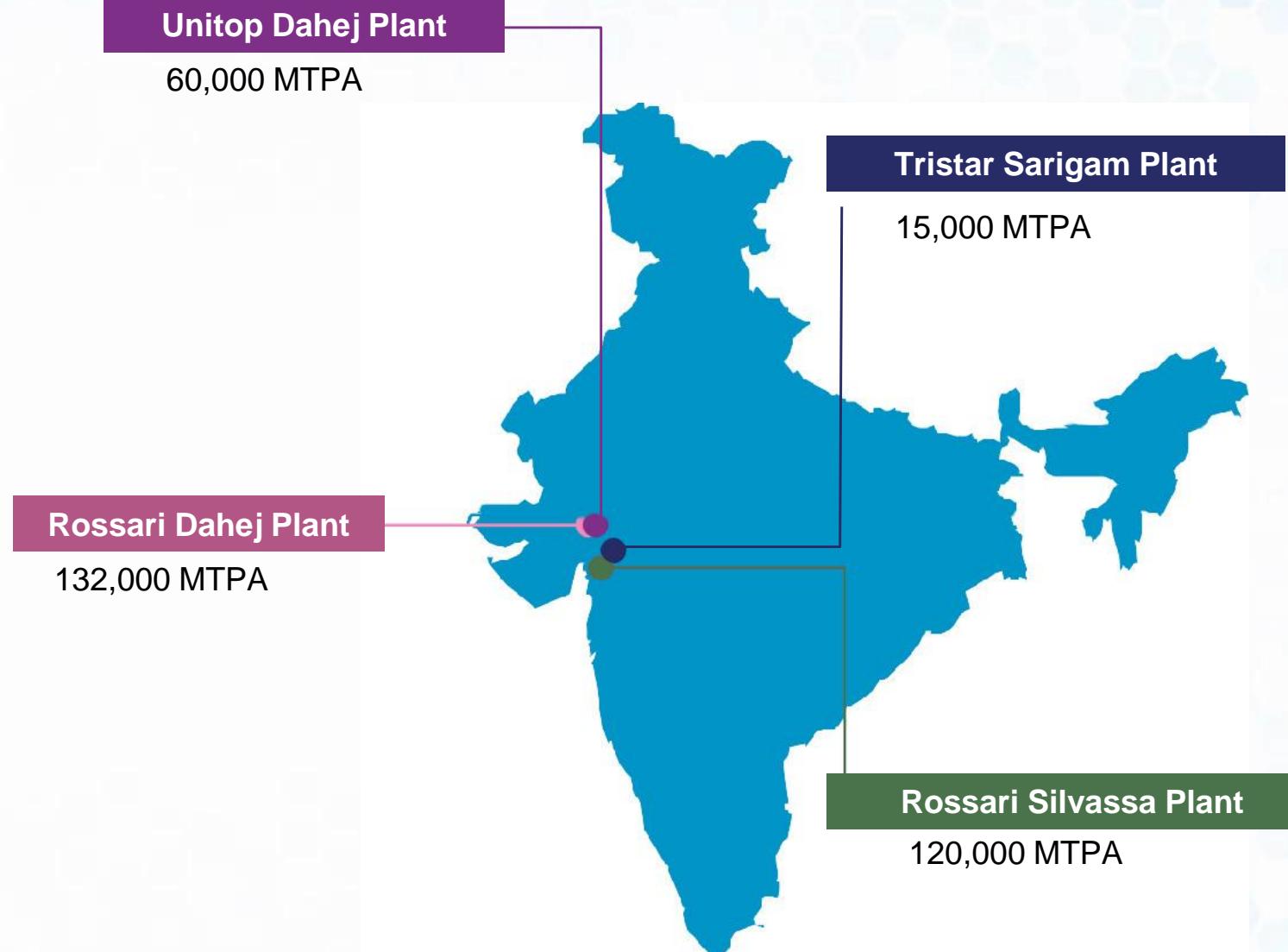
132,000 MTPA

Tristar Sarigam Plant

15,000 MTPA

Rossari Silvassa Plant

120,000 MTPA



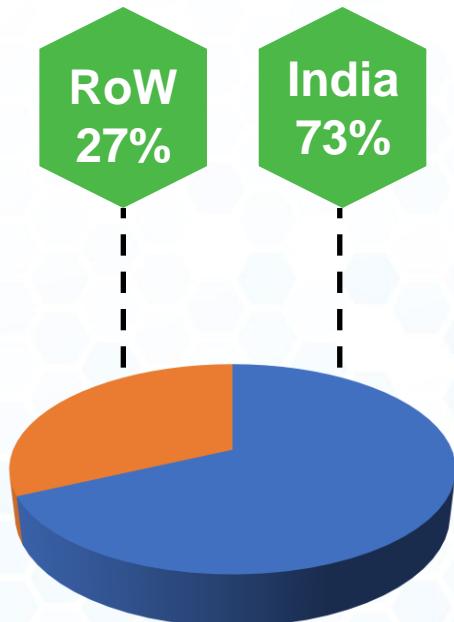
Asset-light approach enables healthy return ratios

Global Reach

Market Presence



EXPORT OPERATIONS IN 70+ COUNTRIES



Growth Drivers

01 Augmenting product portfolio

- Enhance emphasis on green/sustainable solutions
- Leverage R&D capabilities to develop new niches in product offerings
- Focus on customer requirements, product excellence, and process sustainability

02 Innovation and product development

- Strengthen innovation platform for differentiated offerings
- Combine consumer insights and market research for shorter lead times
- Enrich customer experience with innovation-backed solutions

03 Seeding new business lines

- Evaluate opportunities based on existing capabilities and technical know-how
- Diversify into new business lines for the next growth phase

04 Increasing wallet share and customer base

- Cross-sell and address sourcing requirements of MNC customers
- Tap into new customer segments
- Consolidate position as a preferred supplier

05 Inorganic growth through strategic acquisitions

- Expand presence in specialty chemical segments and personal care
- Strengthen market reach and broaden product portfolio
- Drive economies of scale and market consolidation

06 Maintaining financial discipline

- Performance-focused and high growth-driven approach
- Prudent management of cash and financial resources
- Strong financial discipline at all times



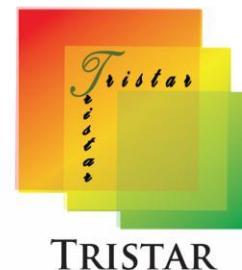
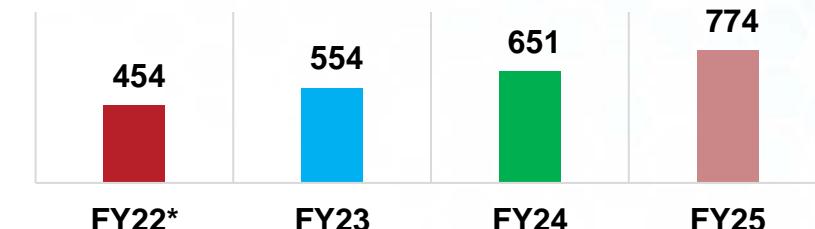
Update on Key Subsidiaries

Executed synergistic acquisitions in the past complementing the ethos of Rossari's business model



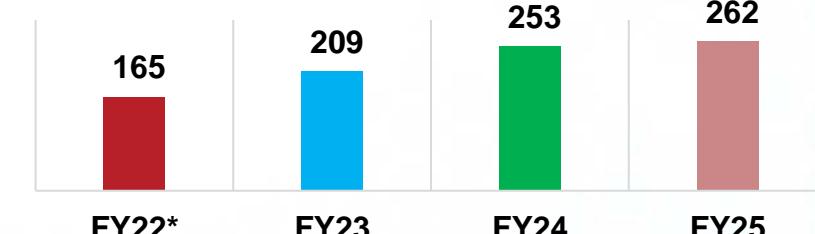
- Unitop solutions sold across 25+ countries
- Presence in high-potential Specialty chemical segments, such as Agrochemicals and Oil & Gas segments
- Operates three manufacturing sites in India

Revenue (Rs. crore)
CAGR – 19%



- Prominent player in the field of Preservatives, Aroma Chemicals, and Home & Personal Care
- Preferred supplier to various reputed companies and MNCs across India, Europe, USA and Far East countries
- High-tech distillation manufacturing facilities at Sarigam, Gujarat

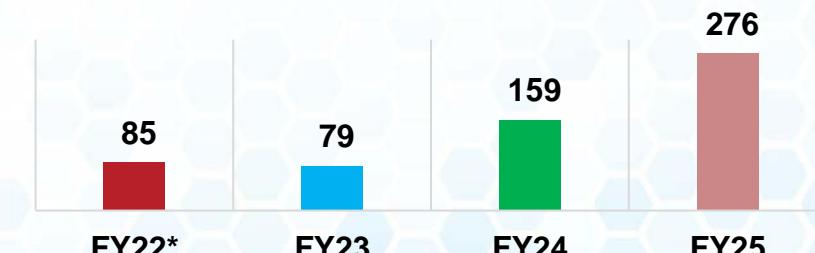
Revenue (Rs. crore)
CAGR – 17%



Buzil Rossari

- Key emerging player in the Institutional Cleaning industry
- Specialises in providing superior cleaning, hygiene and disinfection solutions to various institutions and consumers
- Harnessing our cutting-edge technology, deep expertise, and powerful network, in shaping the future of consumer health and hygiene

Revenue (Rs. crore)
CAGR – 48%



*Considering full-year figures

Key Synergies from Acquisitions

Strategic & value-accretive acquisitions accelerate growth and drive economies of scale



Augmented presence in Specialty Chemical, Personal Care and Agrochemical segments



Expansion of addressable domestic and export markets and end-user applications



Extension of manufacturing capabilities



Pooling together of related technologies provides R&D edge



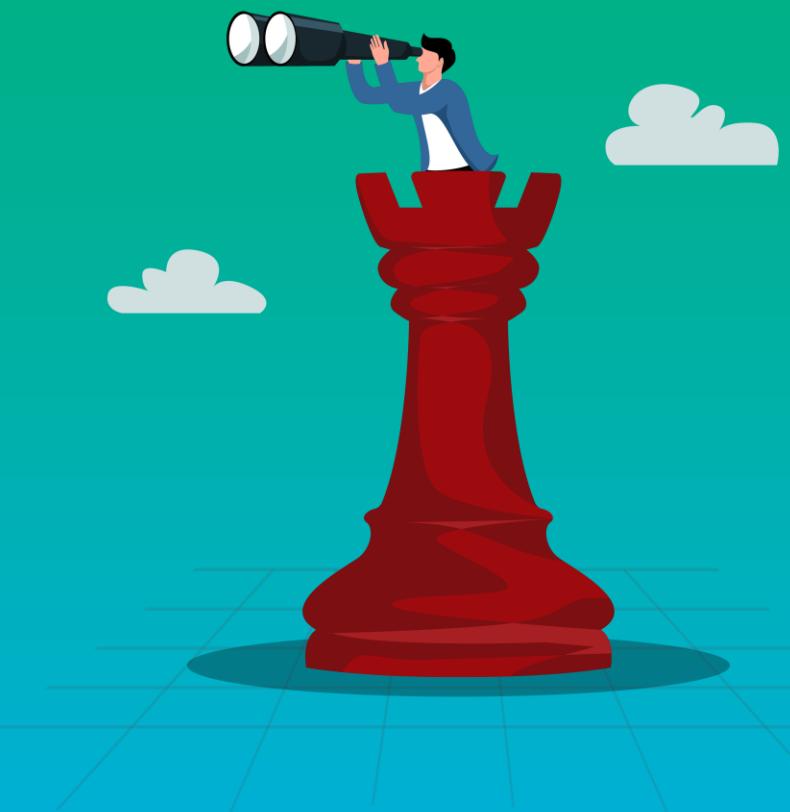
Inorganic investments within operational and financial discipline criteria outlined by Board



Strategies

Strategic Responses to Opportunities

Opportunity	Outcomes
<p>1. Expanding into New Business Lines</p> <ul style="list-style-type: none"> • Leverage existing R&D capabilities and expertise in core chemistries to diversify into new product segments. • Explore opportunities in emerging markets like spin finish, technical textiles, and textile sizing. • Diversify product portfolio into the pet food sub-segment, capitalizing on the growing pet care industry. • Utilize intelligent chemistry principles to identify and develop innovative, sustainable products. 	<ul style="list-style-type: none"> • Diversified revenue streams, reduced risk from dependence on core segments. • Increased market share and positioning in emerging product categories.
<p>2. Strengthening International Presence</p> <ul style="list-style-type: none"> • Expand distribution network and customer base in international markets. • Tap into the growing demand for specialty chemicals globally, particularly in developed markets. • Leverage the company's expertise in customized solutions and sustainable offerings to differentiate in new markets. • Explore strategic partnerships or acquisitions to establish a foothold in target international markets. 	<ul style="list-style-type: none"> • Access to new customer segments and markets, driving revenue growth. • Enhanced brand recognition and reputation on a global scale.
<p>3. Acquisitions and Strategic Partnerships</p> <ul style="list-style-type: none"> • Strategic value-accretive acquisitions to expand presence in specialty chemical segments and personal care sectors. • Acquire companies with complementary product portfolios, technologies, or market reach. • Explore strategic partnerships or joint ventures to leverage synergies and accelerate growth. • Capitalize on inorganic growth opportunities to drive economies of scale and market consolidation. 	<ul style="list-style-type: none"> • Rapid expansion into new markets, product lines, & technologies • Increased production capacities and economies of scale, leading to cost efficiencies.



Strategies

Strategic Responses to Opportunities

Opportunity

4. Enhancing Sustainability and Green Initiatives

- Invest in research and development of advanced sustainable chemical solutions.
- Explore opportunities in emerging sectors like renewable energy, waste management, or water treatment.
- Collaborate with academic institutions, research organizations, or industry partners to drive innovation in sustainable chemistry.
- Leverage the company's commitment to sustainability as a competitive advantage and differentiator.

5. Digital Transformation

- Implement digital technologies, automation, and data analytics across operations and supply chain.
- Leverage technologies like IoT, AI, and advanced manufacturing to optimize processes and improve efficiency.
- Develop digital platforms for customer engagement, product development, and innovation management.
- Enhance data-driven decision-making and gain insights into customer preferences and market trends.

6. Talent Acquisition and Capability Building

- Attract and retain top talent in R&D, product development, and specialized areas of chemistry.
- Invest in training and development programs to upskill the existing workforce.
- Foster a culture of innovation, creativity, and continuous learning.
- Collaborate with academic institutions and research organizations to access cutting-edge knowledge and expertise.

Outcomes

- Strengthened brand reputation as an environmentally responsible company.
- Cost savings through eco-efficient processes and sustainable practices.

- Improved operational efficiency and reduced costs through automation and data analytics.
- Enhanced customer experience and data-driven insights for product development.

- Strengthened R&D capabilities and innovation potential.
- Competitive advantage through a skilled and future-ready workforce.



Strategies

Strategic Responses to Threats

Threats	Outcomes
1. Increasing Competition <ul style="list-style-type: none"> Entry of new players or intensified competition from existing rivals in the specialty chemicals market. Competition from low-cost producers, especially in international markets 	<ul style="list-style-type: none"> Drive for innovation and development of differentiated products Improved operational efficiency and cost optimization.
2. Volatile Raw Material Prices <ul style="list-style-type: none"> Fluctuations in the prices of raw materials used in chemical production Impact on profit margins and overall profitability 	<ul style="list-style-type: none"> Diversification of raw material sources and supply chains Investment in alternative or sustainable raw material sources
3. Regulatory Changes and Environmental Concerns <ul style="list-style-type: none"> Stricter regulations related to chemical safety, environmental impact, and sustainability Increased compliance costs and potential penalties for non-compliance 	<ul style="list-style-type: none"> Proactive adoption of sustainable practices and green chemistry initiatives Strengthened reputation as an environmentally responsible company
4. Economic Downturns and Market Volatility <ul style="list-style-type: none"> Reduced demand for specialty chemicals due to economic slowdowns or disruptions Impact on sales, revenues, and profitability 	<ul style="list-style-type: none"> Diversification of customer base and geographic markets Development of recession-proof or counter-cyclical product lines
5. Supply Chain Disruptions <ul style="list-style-type: none"> Disruptions in the supply chain due to natural disasters, geopolitical tensions, or logistical challenges Impact on production and timely delivery of products 	<ul style="list-style-type: none"> Implementing robust supply chain risk management strategies Exploring alternative sourcing options and partnerships for critical raw materials
6. Cybersecurity Risks <ul style="list-style-type: none"> Potential cyber-attacks, data breaches, or system failures Impact on operations, intellectual property, and sensitive information 	<ul style="list-style-type: none"> Strengthening cybersecurity measures and data protection protocols Investing in advanced security technologies and employee training



Focus on Green & Sustainable Chemical Solutions since Inception

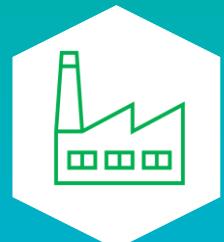
Aggressively embracing sustainability in business operations to accelerate growth



Specialists in producing environmentally-benign substitutes that replace legacy and harmful products



Focus on green, sustainable and cost neutral products



Minimizing carbon footprint of manufacturing processes while maximizing customer benefits



New Projects at the Dahej Plant



Corporate Social Responsibility

We at Rossari, recognize our role and responsibility to deliver superior and sustainable value to our customers, business partners, employees and communities. We have implemented various CSR initiatives with employee volunteers as well as in partnership with implementing agencies. Our initiatives are aimed towards upliftment of areas of rural development, women empowerment and livelihood opportunities, research and development for upliftment of society and skill development, childcare and healthcare facilities, water conservation and environment and disaster relief and rehabilitation



Experienced Promoters and Board of Directors

Founders & Promoters



Edward Menezes
Promoter & Executive Chairman
28+ years

- B. Sc. (chemistry major) from K. J. Somaiya College of Science, University of Bombay & B. Sc. (technology) in textile chemistry from UDCT, University of Bombay
- Master's degree in marketing management from Prin. L. N. Welingkar Institute of Management Development & Research, Mumbai
- Awarded 'UAA Distinguished Alumnus technology day award, 2013' by ICT (Formerly UDCT). Also awarded 'All India Industrialist of the Year 2021' award by the Federation of Industries of India by the 2022 Hurun India – Industry Achievement Award
- Previously associated with Clariant India



Sunil Chari
Promoter & Managing Director
23+ years

- B. A. from the Kakatiya University and a diploma in technical and applied chemistry from VJTI, Mumbai
- Over 23 years of experience in the speciality chemical industry and 12+ years of experience in different roles within the Company
- He has been actively involved in the day-to-day running of the Company

Independent Directors



Aseem Dhru

- Over 25 years of experience in the banking industry. He holds a bachelor's degree in commerce from H. L. Commerce College, Gujarat University. He is an associate member of the Institute of Chartered Accountants of India and the Institute of Cost and Works Accountants of India. B. Com. from H. L. Commerce College, Gujarat University & associate member of ICAI & ICWAI
- Currently the CEO & MD of SBFC Finance Limited. Previously associated with HDFC Bank & HDFC Securities



Aparna Sharma

- Over 27 years of rich and diverse industry experience. Currently contributing as a Board Mentor with various boards & as an advisor to various corporates in areas such as Strategic Leadership, Planning, Organization Behaviour & Strategy for Board Room Effectiveness, Organization Culture & Development, Leadership Relationships, Temperamental Traits & Derailment Factors within Boards etc.
- Masters in Personnel Management & Industrial Relations (PM&IR), from TISS Mumbai



Esha Achan

- Finance professional with a proven track record of over 33 years having held pivotal roles within senior management as a Group President, Global Head leading Global Business, Finance and Treasury operations of MNC's and publicly listed companies like Glenmark Pharmaceuticals & BAJAJ
- Master's in Business Administration (MBA) in Finance from Wellinkar Business Institute – Mumbai



Gurudas Aras

- He has more than 40 years of experience in the textile industry and was associated with A.T.E. Group from 1981 until his retirement on 31st March 2021
- He is also on the advisory board and board of Studies of VJTI, Mumbai, and is a member of the advisory editorial board of 'The Textile Magazine' and 'Indian Textile Journal (ITJ)'
- Strategic advisor to APS GmbH, a German company in the field of robotics and automation, and is a Business Advisor to Rabatex Industries and Yamuna Machine Works, both from the textile engineering field

CONFERENCE CALL DETAILS

Q4 FY-2025 Earnings Conference Call

Time

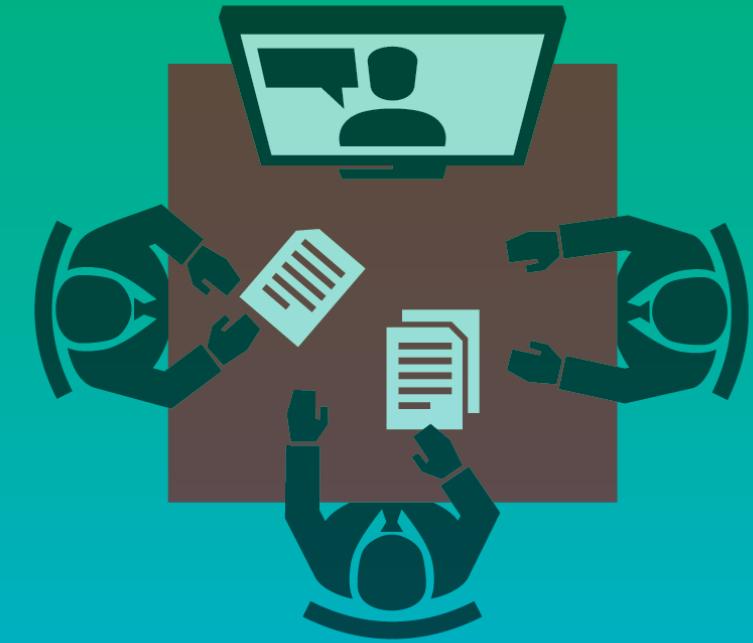
5:00 PM IST on Monday, April 28, 2025

Pre-registration

To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link: [Diamond Pass Registration \(choruscall.in\)](https://choruscall.in)

Primary dial-in number

+91 22 6280 1141 / 7115 8042



About Us

Rossari Biotech Limited (Rossari) (BSE: 543213, NSE: ROSSARI), is a Specialty-Chemicals manufacturer providing intelligent and sustainable solutions for customers across industries. Headquartered at Mumbai, India, the Company operates strategically located manufacturing facilities at Silvassa and Dahej. The Company offers tailor-made solutions for Home, Personal Care and Performance chemicals (HPPC), Textile specialty chemicals and Animal Health and Nutrition (AHN). With differentiated product offerings, Rossari caters to an array of applications across FMCG, Home care, Industrial Cleaning, Personal Care, Textile Specialty Chemicals, Performance Chemicals, the Animal Health and Nutrition and Pet Care businesses. The Company has an extensive and a dedicated network of distributors spread all over India.

For further information, please contact:

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 Tel: +91 22 6123 3800

 Email: ketan.sablok@rossari.com

 Anoop Poojari / Mitesh Jain

 CDR India

 Tel: +91 98330 90434 / 96194 44691

 Email: anoop@cdr-india.com /
mitesh@cdr-india.com



Thank you