

April 30, 2024

DCS-CRD BSE Limited First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001 Fax No.2272 3121/2037/2039  Stock Code: 543213	Listing Compliance National Stock Exchange of India Ltd. Exchange Plaza, 5 <sup>th</sup> Floor Plot No.C/1, 'G'Block, Bandra- Kurla Complex Bandra East Mumbai 400 051 Fax No.2659 8237/8238  Stock Code: ROSSARI
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Dear Sir/Madam,

**Subject.: Q4 FY24 Earnings Presentation**

Please find enclosed a copy of the Earnings Presentation for the Quarter and Financial Year ended March 31, 2024.

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: 2024.04.30  
12:59:31 +05'30'



Parul Gupta  
**Company Secretary & Compliance Officer**  
Membership No.: A38895

Encl.: as above


**ROSSARI BIOTECH LIMITED**


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

**Regd. Office** : 201 A - B, 2<sup>nd</sup> Floor, Akruti Corporate Park, L.B.S Marg, Next to GE Gardens, Kanjurmarg (W) Mumbai - 400078, India. **T** : +91-22-6123 3800 **F** : +91-22-2579 6982

**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 ATC Tyre Phase III, G.I.D.C Dahej, Village Galanda, Taluka Vagra, Bharuch-Gujarat - 392130, India. **T** : +91 2641-3505 03

 [info@rossari.com](mailto:info@rossari.com)

 [www.rossari.com](http://www.rossari.com)



**Rossari Biotech Ltd.**  
**Q4 & FY24 Results Presentation**  
**April 29, 2024**

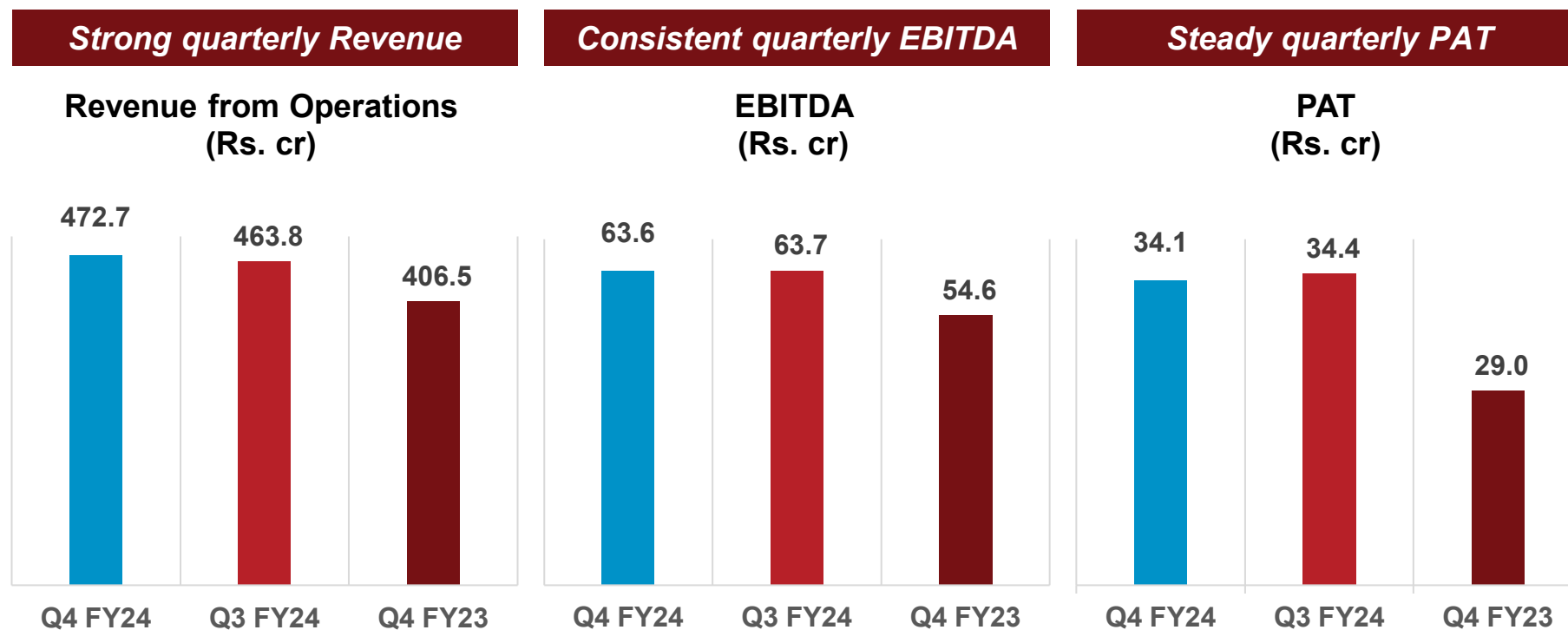
# Disclaimer

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.

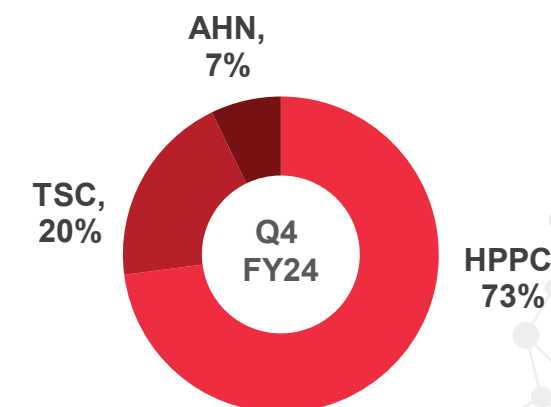
**FY24 Results Overview**  
**Company Overview**  
**Annexure**

# Q4 FY24 – Key Financial Highlights

## Strong Quarterly Performance



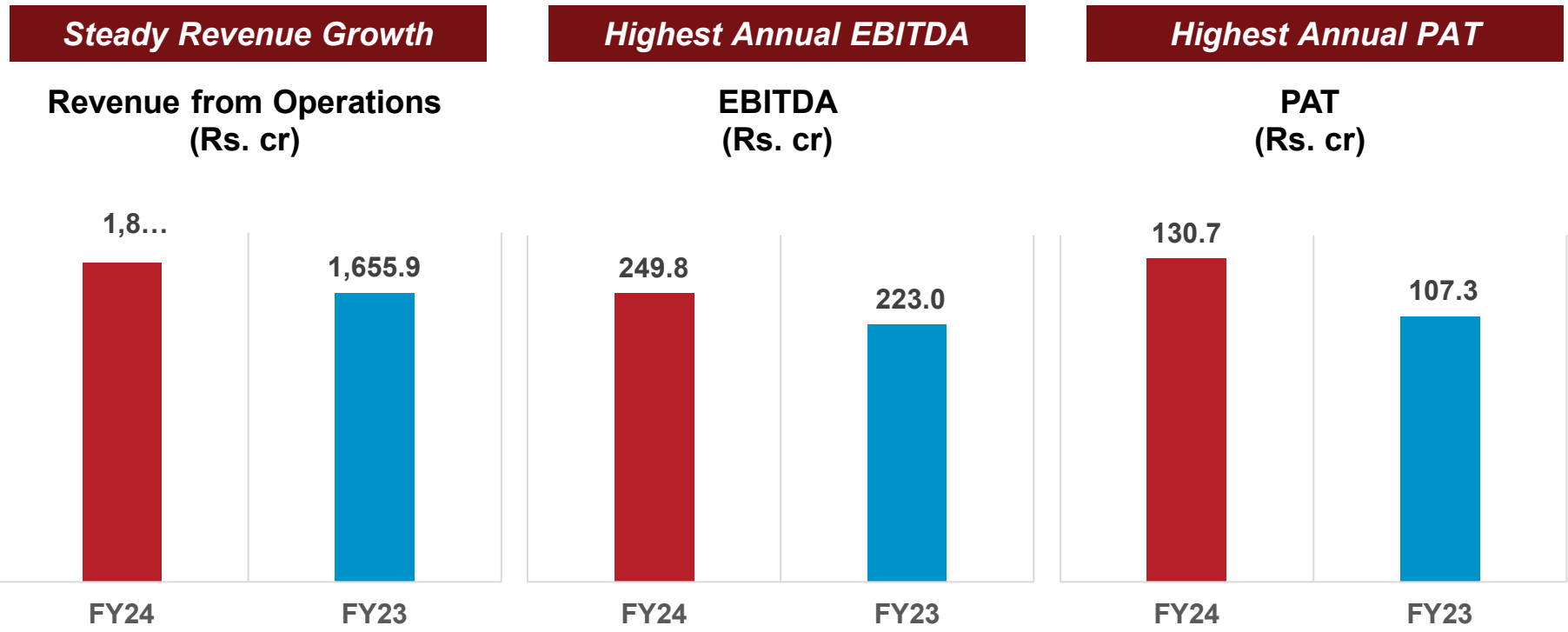
Business Sector contribution (Rs. cr)



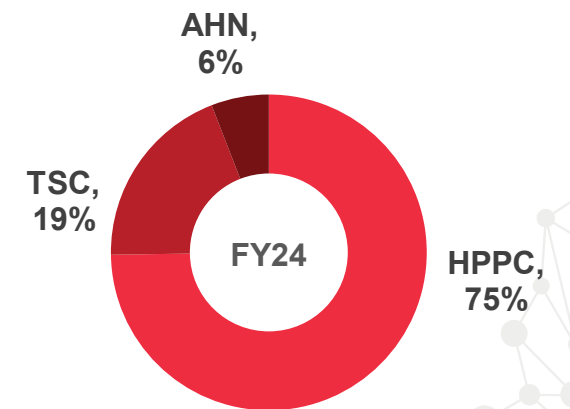
<b>Shift % (Y-o-Y)</b>	<b>16.3%</b>	<b>16.5%</b>	<b>17.8%</b>			
<b>Shift % (Q-o-Q)</b>	<b>1.9%</b>	<b>-0.1%</b>	<b>-0.8%</b>			
<b>Margins (%)</b>	<b>13.5%</b>	<b>13.7%</b>	<b>13.4%</b>	<b>7.2%</b>	<b>7.4%</b>	<b>7.1%</b>

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

# FY24 – Key Financial Highlights



Business Sector contribution (Rs. cr)

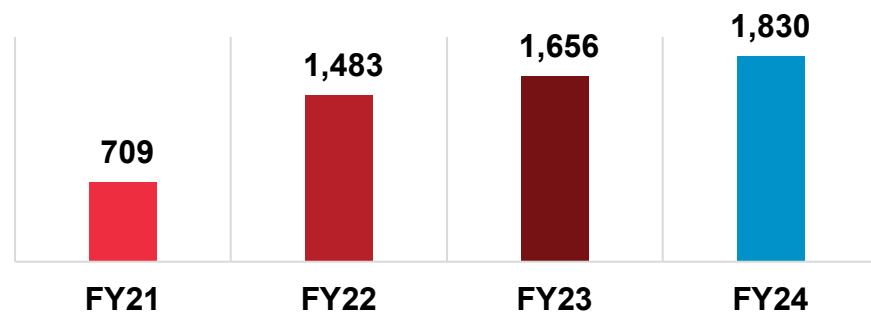


<b>Shift % (Y-o-Y)</b>	<b>10.5%</b>		<b>12.0%</b>		<b>21.8%</b>	
<b>Margins (%)</b>		<b>13.6%</b>	<b>13.5%</b>		<b>7.1%</b>	<b>6.5%</b>

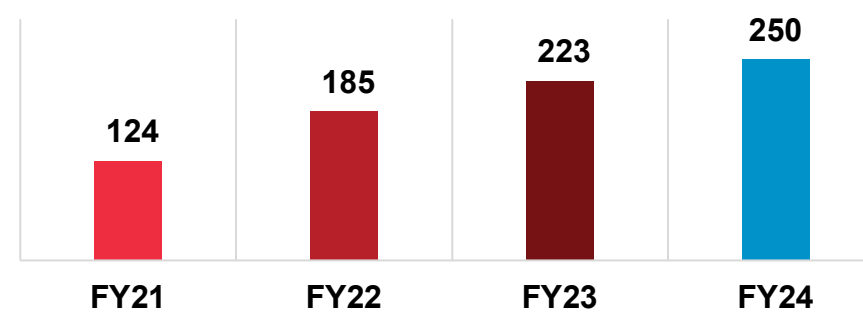
**Note:** 1) All figures, unless mentioned otherwise, are on a consolidated basis.

# Financial Performance Snapshot

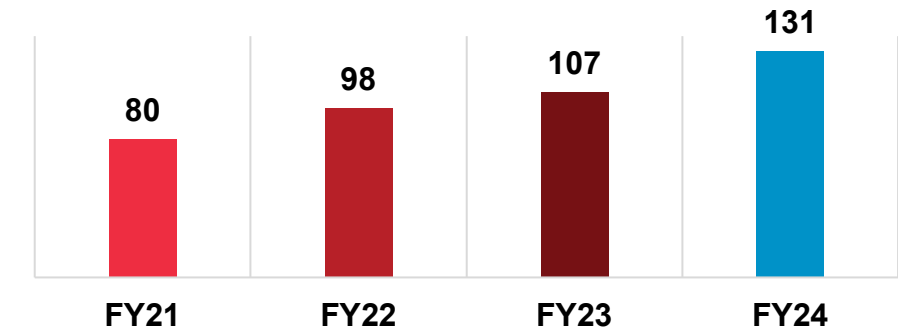
**Revenue (Rs. cr)**  
**CAGR – 37%**



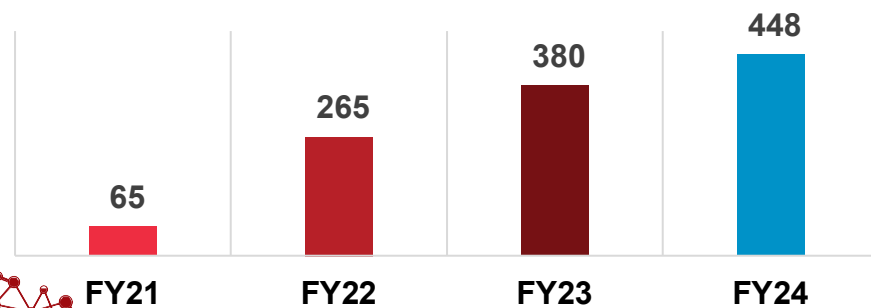
**EBITDA (Rs. cr)**  
**CAGR – 26%**



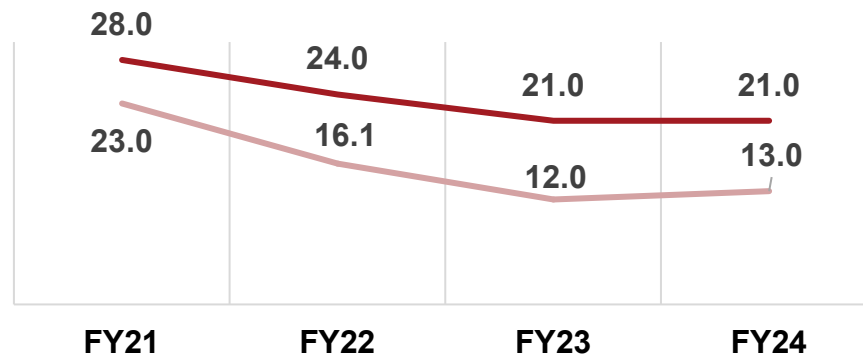
**PAT (Rs. cr)**  
**CAGR – 18%**



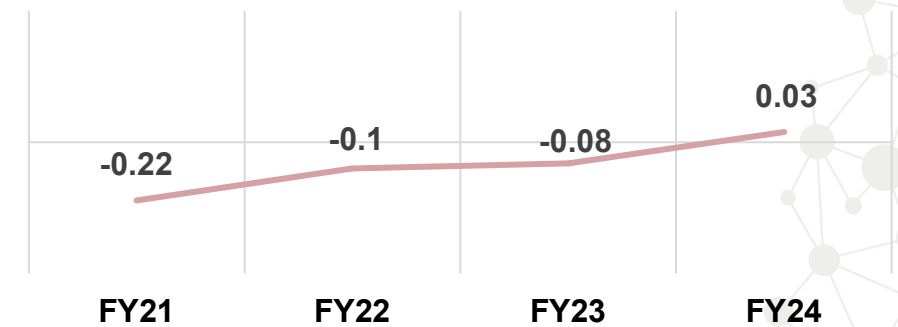
**Exports (Rs. cr)**  
**CAGR – 90%**



— 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 Q4 FY24 performance, in a joint statement, Mr. Edward Menezes, Promoter & Executive Chairman, and Mr. Sunil Chari, Promoter & Managing Director, said**

*“We are pleased to conclude the year on a strong note, with a healthy Y-o-Y increase in revenues and profits, standing at 10.5% and 21.8%, respectively. This performance was largely driven by the expansion in our HPPC business. Price softening impacted TSC revenues however volumes have remained steady during the year. AHN performance was lower due to external industry headwinds. We remain optimistic about the recovery of these divisions in the upcoming year.*

*The HPPC division achieved a robust growth of 18%, underpinning the efforts put in by our team to drive performance in a challenging operating environment. We have notably increased our customer base for key products which led to growth during the year. Additionally, we registered a strong performance in our export markets by targeting new customers in both new and existing geographies, further strengthening our international presence. We also achieved substantial success in our Institutional Cleaning segment, which we expect to be an important growth vertical moving forward. This segment caters to large sectors like airports, railways, hotels, and healthcare, providing a strong base for future expansion.*

*Our growth strategy remains focused on seeding new verticals within our core chemistries, across our three business divisions. Our focus remains on surfactants, phenoxy series, institutional cleaning, performance chemicals etc. In TSC also, we are looking at tapping newer geographies and markets. Our plan remains to enhance our global footprint with our existing and new products and increase our wallet share with our partners.*

*As we move forward, we aim to leverage our R&D expertise and strengthen our position as a leading specialty chemicals manufacturer providing intelligent and sustainable solutions. Our strong balance sheet, expanding capacities & market presence, and diverse portfolio give us a solid foundation to capitalize on opportunities within various key industries. We remain a growth-oriented company and believe this strategy will enable us to create significant value for all our stakeholders in the years to come.”*



# Key Developments

## Announces annual dividend of Rs. 0.50/- per share

- For FY 2023-24, the Board of Directors recommended a dividend of Rs. 0.50 /- per share

## Update on the Capex

- In a strategic move towards future readiness, in the Q2FY24 the Company had announced an expansion of its facility at Dahej, to foray into products related to HPPC in the specialty chemical space, as well as for producing ingredients for its subsidiary companies. Also, to cater to the growing demand in agro chemicals, home and personal care, oil & gas and the pharma sector, the Company had further announced expansion of the Ethoxylation capacity at the Dahej facility of Unitop Chemicals Private Limited
- Work on both these projects has started and is going as per schedule. Commissioning is expected to happen, in a phased manner in FY25

## Awards:

- Rossari received the esteemed “Golden Peacock Award” for 2024 in the “Innovative Product/Service” category for Innovation.
- Unitop Chemicals received the "Company of the Year Ancillary Award" from PMFAI-SML Agchem Awards



# Abridged P&L Statement - Consolidated

Particulars (Rs. cr)	Q4 FY24	Q4 FY23	Y-o-Y	FY24	FY23	Y-o-Y
<b>Revenues from Operations</b>	<b>472.7</b>	<b>406.5</b>	<b>16.3%</b>	<b>1,830.6</b>	<b>1,655.9</b>	<b>10.6%</b>
<b>Total Expenditure</b>						
•COGS	338.3	286.3	18.2%	1,293.5	1,171.3	10.4%
•Employee benefits expense	25.0	26.8	-6.7%	103.1	98.6	4.6%
•Other expenses	45.8	38.8	18.0%	184.1	162.9	13.0%
<b>EBITDA</b>	<b>63.6</b>	<b>54.6</b>	<b>16.5%</b>	<b>249.9</b>	<b>223.1</b>	<b>12.0%</b>
<b>EBITDA Margin (%)</b>	<b>13.5%</b>	<b>13.4%</b>	<b>2 bps</b>	<b>13.7%</b>	<b>13.5%</b>	<b>18 bps</b>
Other Income	0.4	2.8	-85.7%	7.4	5.5	34.5%
Finance Costs	2.5	4.3	-41.9%	19.4	22.3	-13.0%
Depreciation and Amortization	16.1	16	0.6%	60.4	62.9	-4.0%
<b>PBT</b>	<b>45.4</b>	<b>37.1</b>	<b>22.4%</b>	<b>177.5</b>	<b>143.4</b>	<b>23.8%</b>
Share of profit of joint venture and associate	0.2	0.2	0.0%	0.2	1.0	-80.0%
Tax expense	11.5	8.3	38.6%	46.9	37.0	26.8%
<b>PAT</b>	<b>34.1</b>	<b>29.0</b>	<b>17.6%</b>	<b>130.8</b>	<b>107.4</b>	<b>21.8%</b>
<b>PAT Margin (%)</b>	<b>7.2%</b>	<b>7.1%</b>	<b>8 bps</b>	<b>7.1%</b>	<b>6.5%</b>	<b>66 bps</b>
<b>EPS Diluted (Rs.)</b>	<b>6.2</b>	<b>5.2</b>		<b>23.6</b>	<b>19.4</b>	

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

# Consolidated Balance Sheet

EQUITY AND LIABILITIES		
Particulars (Rs. cr)	As on 31 <sup>st</sup> March 2024 (Audited)	As on 31 <sup>st</sup> March 2023 (Audited)
<b>EQUITY</b>		
Equity Share Capital	11.0	11.0
Other Equity	1,036.7	904.1
<b>TOTAL EQUITY</b>	<b>1,047.7</b>	<b>915.1</b>
<b>LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>		
Financial Liabilities		
(i) Borrowings	33.3	34.9
(ii) Lease Liabilities	10.9	-
(iii) Other Financial Liabilities	-	8.1
Provisions	4.0	2.2
Deferred Tax Liability (Net)	52.5	58.7
<b>TOTAL NON CURRENT LIABILITIES</b>	<b>100.7</b>	<b>103.9</b>
<b>CURRENT LIABILITIES</b>		
Financial Liabilities		
(i) Borrowings	72.5	39.0
(ii) Trade Payables		
a) total outstanding dues of Micro Enterprises and Small Enterprises	16.3	28.0
b) total outstanding dues of Creditors other than Micro Enterprises and Small Enterprises	202.8	153.1
(iii) Other Financial Liabilities	101.7	108.8
Other Current Liabilities	15.8	7.2
Provisions	4.6	4.1
Current Tax Liabilities (Net)	10.1	8.4
<b>TOTAL CURRENT LIABILITIES</b>	<b>423.8</b>	<b>348.6</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,572.2</b>	<b>1,367.6</b>

ASSETS		
Particulars (Rs. cr)	As on 31 <sup>st</sup> March 2024 (Audited)	As on 31 <sup>st</sup> March 2023 (Audited)
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Property, Plant and Equipment	260.6	270.0
Right of Use Assets	54.1	43.6
Capital Work-in-Progress	47.2	13.1
Goodwill	118.7	118.7
Other Intangible Assets	144.2	152.9
Intangible assets under development	-	3.0
Investments accounted for using the equity method	25.1	25.0
Financial Assets		
(i) Investments	0.2	0.2
(ii) Other Financial Assets	3.4	2.8
Income Tax Assets (Net)	5.5	5.7
Deferred Tax Assets (Net)	4.8	3.2
Other Non – current Assets	63.6	7.9
<b>TOTAL NON- CURRENT ASSETS</b>	<b>727.4</b>	<b>646.1</b>
<b>CURRENT ASSETS</b>		
Inventories	282.3	188.5
Financial Assets		
(i) Investments	37.6	26.0
(ii) Trade Receivables	425.1	353.7
(iii) Cash and Cash Equivalents	25.2	69.2
(iv) Bank Balances other than cash and cash equivalent	5.0	54.7
(v) Loans	0.7	0.3
(v) Other Financial Assets	4.6	1.9
Other Current Assets	63.1	26.0
<b>TOTAL CURRENT ASSETS</b>	<b>843.6</b>	<b>720.3</b>
Non Current Assets classified as held for sale	1.2	1.2
<b>TOTAL ASSETS</b>	<b>1,572.2</b>	<b>1,367.6</b>

# Consolidated Cash Flows

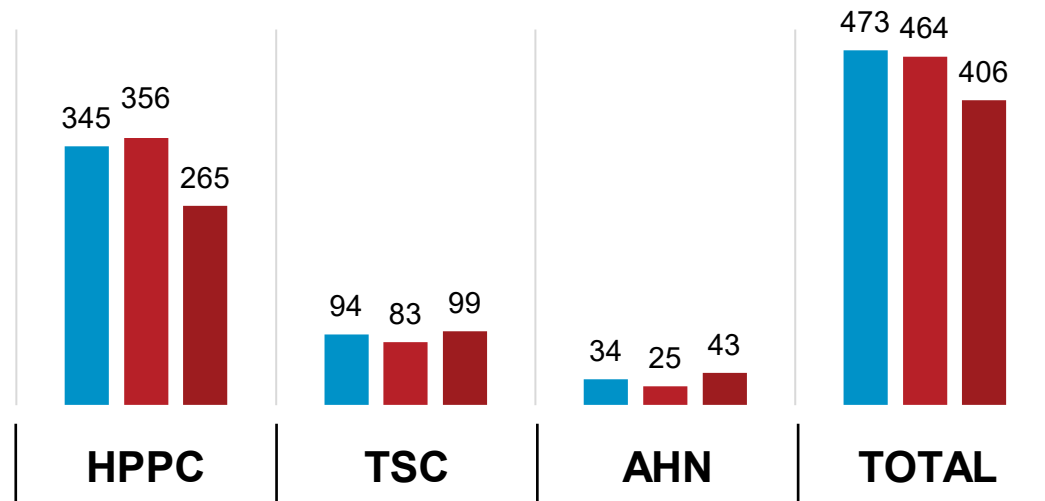
Particulars (Rs. cr)	As on 31 <sup>st</sup> March 2024 (Audited)	As on 31 <sup>st</sup> March 2023 (Unaudited)
<b>Cash flows from operating activities</b>		
<b>Profit before tax</b>	<b>177.6</b>	<b>144.2</b>
<b>Adjustments for:</b>		
Depreciation and amortization expenses	60.4	62.9
Gain on disposal of property, plant and equipment (net)	-1.9	-0.3
Allowance for doubtful debts	3.6	2.1
Share-based payments expenses	0.7	0.9
Write down of value of Inventory to net realisable value	-	0.8
Liabilities no longer required written back	-0.4	-1.5
Finance Costs	19.4	22.3
Interest Income	-2.2	-2.5
Share of profit in Joint Venture/Associate	-0.2	-1.0
Net gain on sale/fair value of investments	-2.6	-0.7
Fair value loss on financial instruments classified as fair value through profit or loss	0.1	0.5
Net Unrealised foreign exchange gain	-0.5	-0.5
<b>Operating profit before working capital changes</b>	<b>254.0</b>	<b>227.2</b>
<b>Changes in working capital:</b>		
Increase in Trade Receivables and other assets	-112.6	-28.6
(Increase)/Decrease in Inventories	-93.8	0.7
Increase in Trade Payables and other liabilities	49.6	0.1
<b>Cash generated from Operations</b>	<b>97.2</b>	<b>199.4</b>
<b>Income taxes paid (net of refunds)</b>	<b>-53.9</b>	<b>-47.8</b>
<b>Net cash generated from operating activities</b>	<b>43.3</b>	<b>151.6</b>

Particulars (Rs. cr)	As on 31 <sup>st</sup> March 2024 (Audited)	As on 31 <sup>st</sup> March 2023 (Audited)
<b>Cash flows from investing activities</b>		
Net redemption from / (investment in) Mutual Funds	-9.0	-13.7
Payments to acquire subsidiaries (net of cash acquired)	-17.7	-98.5
Dividend Received from an associate	0.1	0.2
Interest Received	2.6	2.1
Purchase of property, plant and equipment and other intangible assets	-131.3	-32.9
Proceeds from sale of property, plant and equipment	5.5	1.7
(Increase)/Decrease in bank balances not considered as cash and cash equivalents (net)	46.6	-39.8
<b>Net cash used in investing activities</b>	<b>-103.2</b>	<b>-180.9</b>
<b>Cash flows from financing activities</b>		
Repayment of long term borrowing	-11.6	-
Proceeds from long term borrowing (net of expenses)	-	44.9
Proceeds from short term borrowing (net)	43.5	20.6
Interest paid	-16.0	-6.1
Payment of Lease Liabilities	-0.8	-
Proceeds from Issue of equity shares (net of share issue expenses)	3.8	4.2
Dividend paid on equity shares	-2.8	-2.8
<b>Net cash generated from financing activities</b>	<b>16.1</b>	<b>60.8</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>	<b>-43.8</b>	<b>31.5</b>
<b>Opening Cash and cash equivalents</b>	<b>69.2</b>	<b>37.5</b>
<b>Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies</b>	<b>-0.3</b>	<b>0.2</b>
<b>Closing Cash and cash equivalents</b>	<b>25.1</b>	<b>69.2</b>

# Segment-wise Operating Performance

### Quarterly Revenue Break-up (Rs. cr)

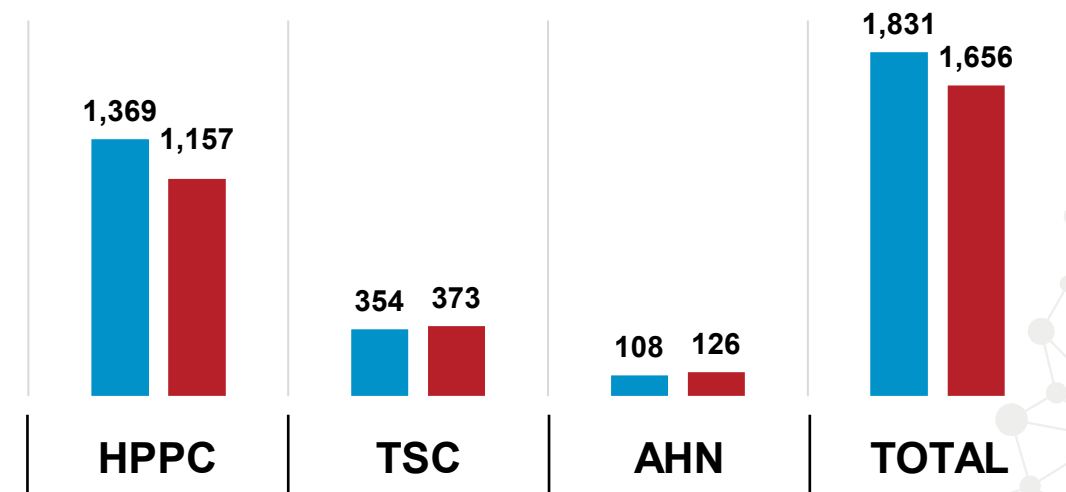
■ Q4 FY24 ■ Q3 FY24 ■ Q4 FY23



Shift (Y-o-Y) %	30.2%	-5.1%	-20.9%	16.5%
Shift (Q-o-Q) %	-3.1%	13.3%	36.0%	1.9%

### YTD Revenue Break-up (Rs. cr)

■ FY24 ■ FY23



Shift (Y-o-Y) %	18.3%	-5.1%	-14.3%	10.6%
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**Note:** 1) All figures, unless mentioned otherwise, are on a consolidated basis

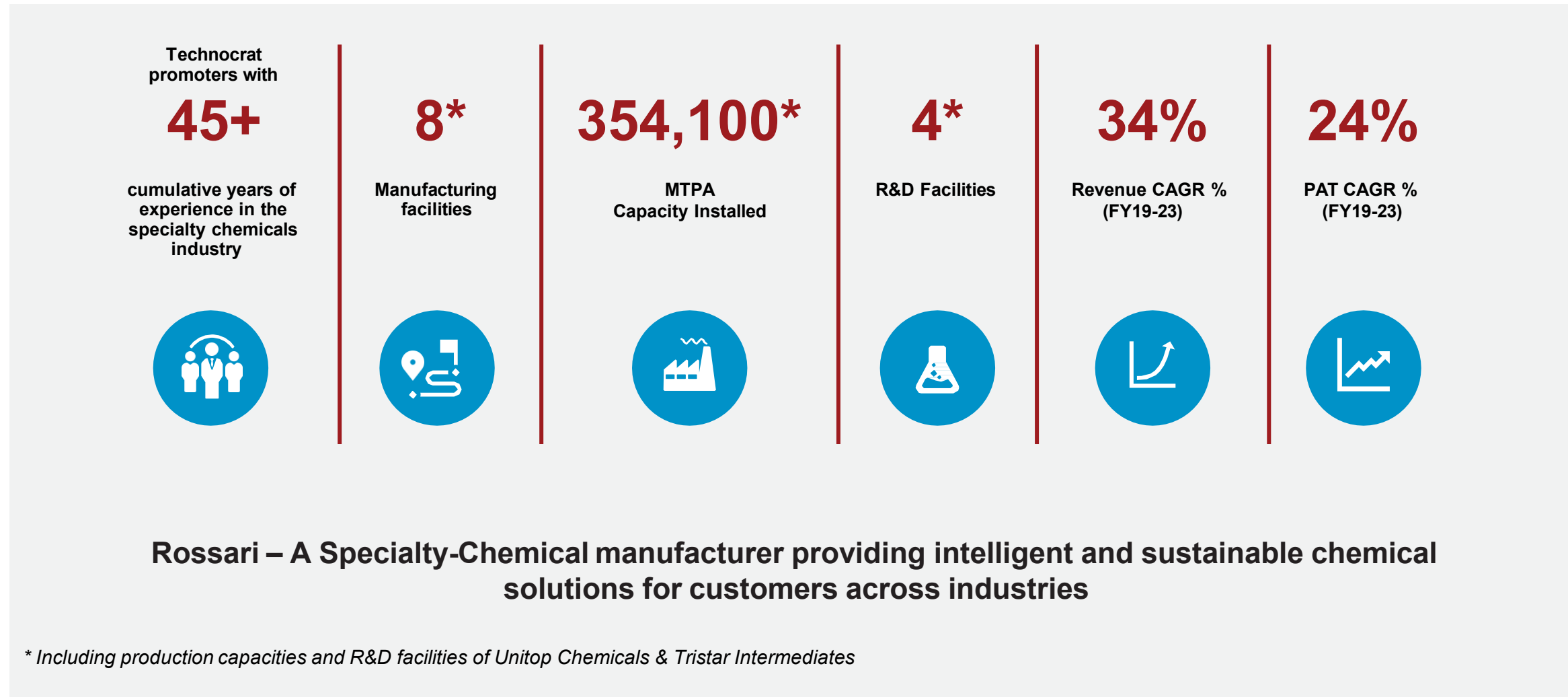
2) Home, Personal Care and Performance Chemicals (HPPC); Textile Specialty Chemicals (TSC); Animal Health and Nutrition (AHN)

## Q4 FY24 Results Overview

# Company Overview

## Annexure

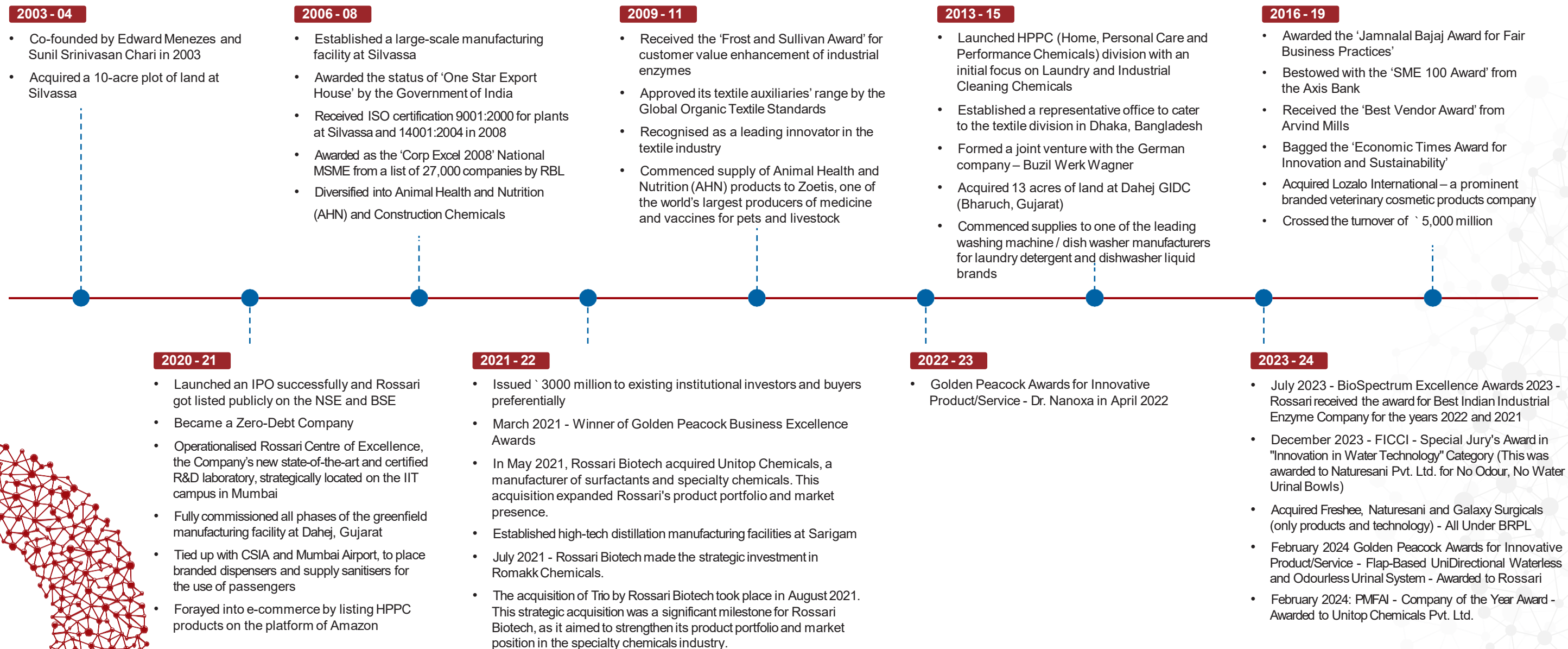
# Rossari – At a Glance



# 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.





# 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



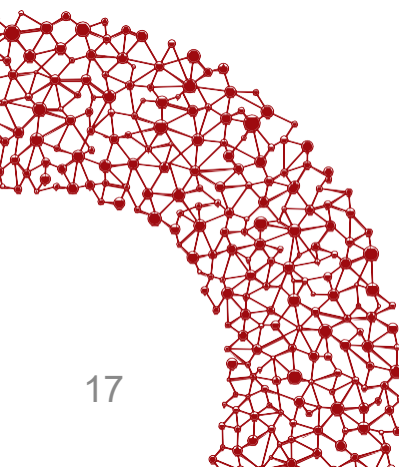
## AHN

- 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

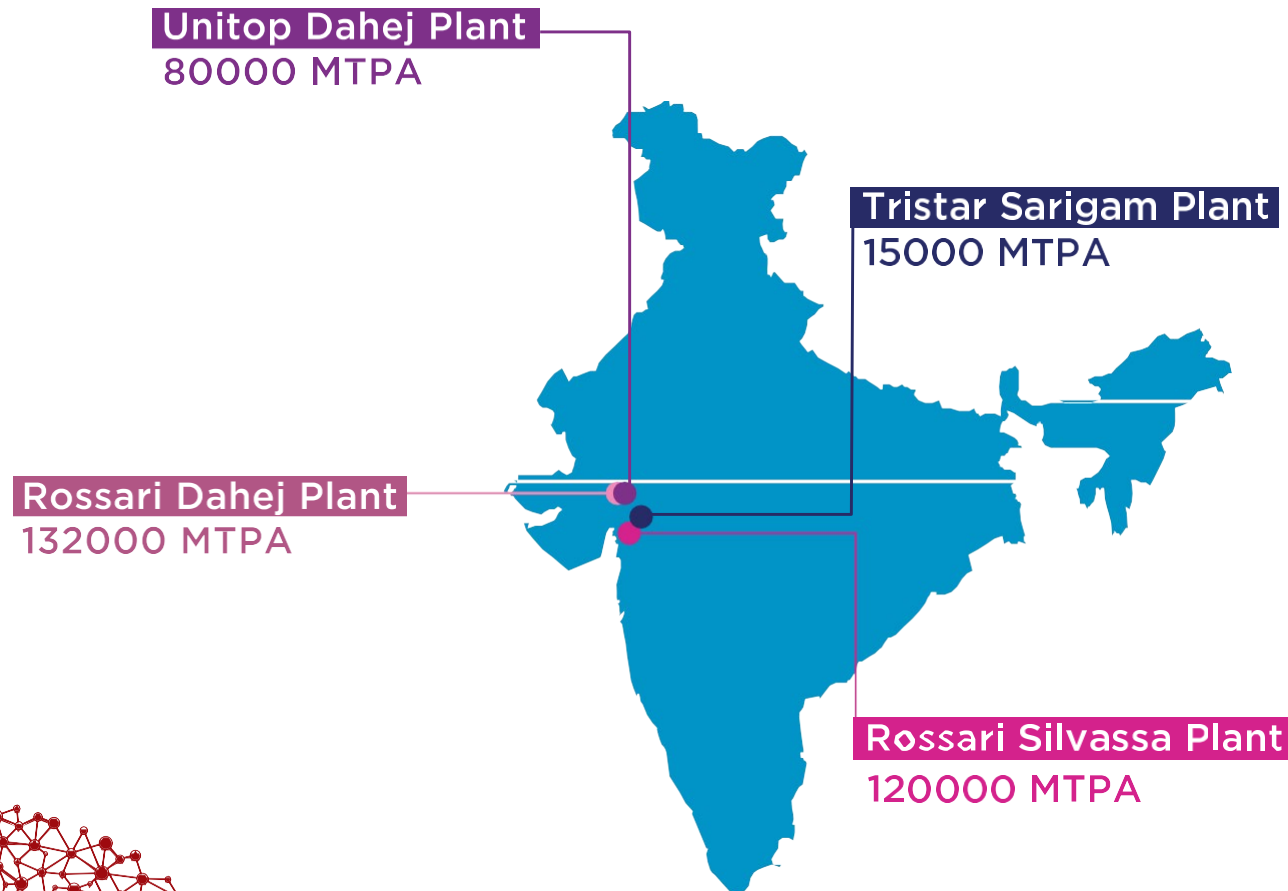
# Strengthening Market Presence



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



# Robust Manufacturing Capabilities



**Asset-light approach enables healthy return ratios**

## 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

# 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 Chemicals

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

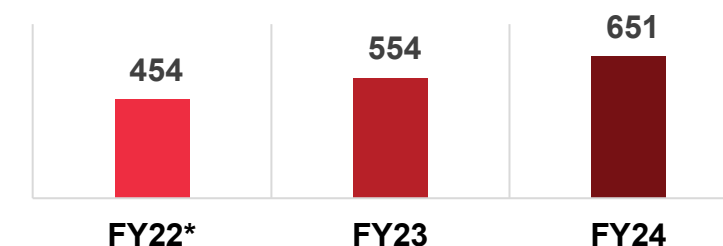
## Tristar Intermediates

- 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

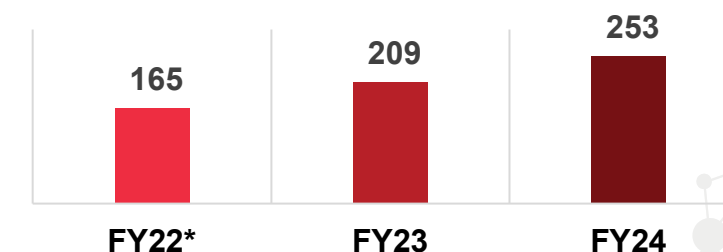
## Buzil Rossari

- Key emerging player in the Institutional Cleaning industry
- Specialises in providing superior cleaning, hygiene and disinfection solutions to various industries such as hotels, healthcare, facility management, laundry, disinfection, personal hygiene, and special care goods

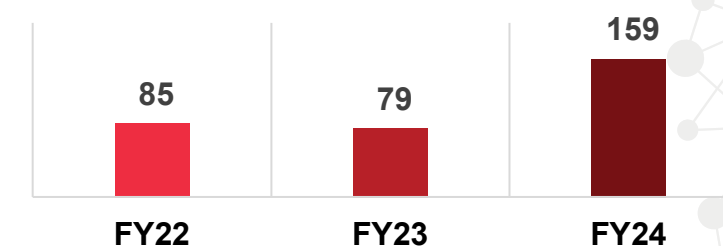
Revenue (Rs. cr)  
CAGR – 20%



Revenue (Rs. cr)  
CAGR – 24%



Revenue (Rs. cr)  
CAGR – 37%



\*Considering full-year figures

## 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

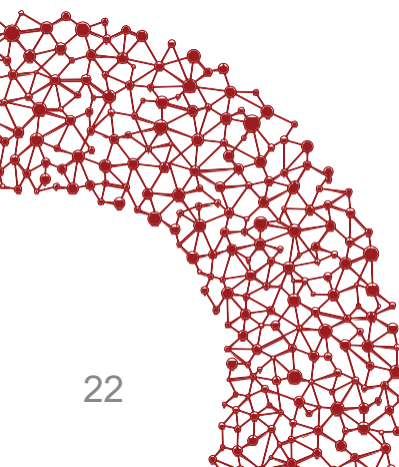


Inorganic investments within operational and financial discipline criteria outlined by Board



## Strategic Responses to Opportunities

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



## 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.

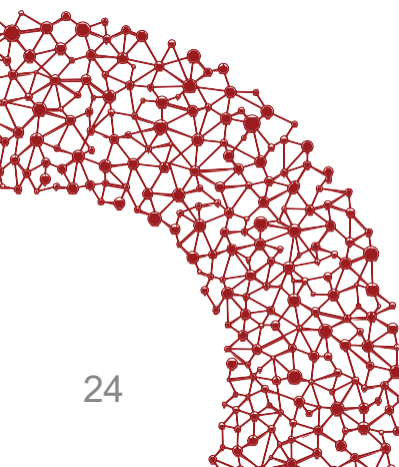
### Outcomes

- 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.



## Strategic Responses to Threats

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



# Focus on Green & Sustainable Chemical Solutions since Inception



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

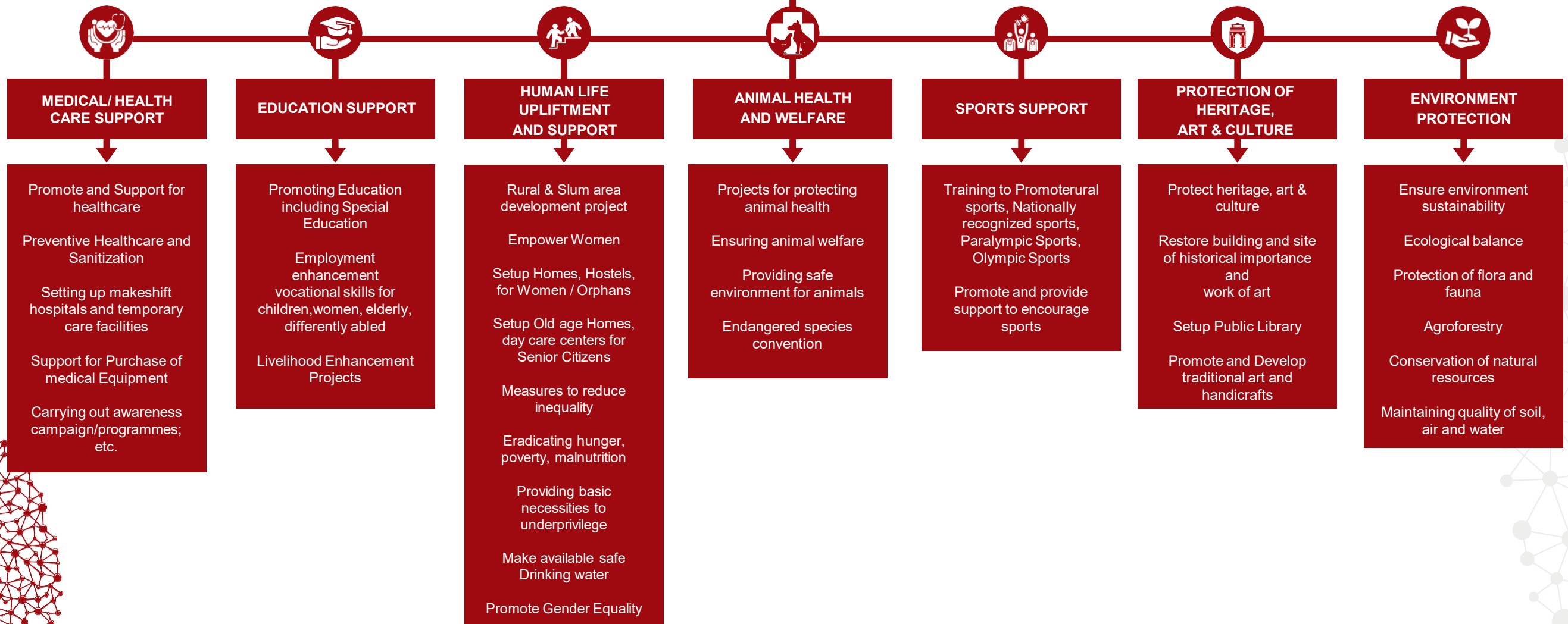


***Aggressively embracing sustainability in business operations to accelerate growth***

# 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

## CSR PROJECTS (Financial Year 2023-24)



# 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 Alumna 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
- Member of Corporate Social Responsibility Committee, Risk Management Committee (w.e.f. 19th January, 2023) and Management Committee of the Company



**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
- Chairperson of the Risk Management Committee and Management Committee and also a Member of the Stakeholders Relationship Committee of the Company

## Independent Directors



**Aseem  
Dhru**



- B. Com. from H. L. Commerce College, Gujarat University & associate member of ICAI & ICWAI
- Previously associated with HDFC Bank & HDFC Securities
- Currently the CEO & MD of SBFC Finance Limited.
- Chairperson of Audit Committee of the Company



**Ms. 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
- Chairperson of Stakeholders Relationship Committee and Member of Audit Committee, Nomination and Remuneration Committee and Corporate Social Responsibility Committee of the Company.



**Ms. 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
- Member of Audit Committee, Nomination and Remuneration Committee, Risk Management Committee and Management Committee of the Company



**(Retd.) Maj.  
Gen. Sharabh  
Pachory**



- B. Sc. from University of Jabalpur & M. Sc. in defence and strategic studies from University of Madras
- As a senior retired defence officer who served from 1982 to 2018, he has over 35 years of experience in the fields of Defence Administration, Planning and Strategy
- Chairperson of the Nomination and Remuneration Committee (w.e.f. 19th January, 2023)

■ Audit Committee   
 ■ Stakeholders Relationship Committee   
 ■ Risk Management Committee   
 ■ Management Committee  
■ Nomination and Remuneration Committee   
 ■ Corporate Social Responsibility Committee   
 [C] Chairperson    [M] Member

\*(C represents Chairperson; M represents Member)

Q4 FY24 Results Overview

Company Overview

**Annexure**

# CONFERENCE CALL DETAILS

## Q4 FY2024 Earnings Conference Call

### Time

04:00 PM IST on Tuesday, April 30, 2024

### 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:

 Ketan Sablok

 Rossari Biotech

 Tel: +91 22 6123 3800

 Email: [ketan.sablok@rossari.com](mailto:ketan.sablok@rossari.com)

 Anoop Poojari / Mitesh Jain

 CDR India

 Tel: +91 98330 90434/96194 44691

 Email: [anoop@cdr-india.com](mailto:anoop@cdr-india.com)/  
[mitesh@cdr-india.com](mailto:mitesh@cdr-india.com)

***Thank you*** 