

October 20, 2024

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 Ltd. Exchange Plaza, 5 <sup>th</sup> 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.: Q2 FY25 Earnings Presentation**

Please find enclosed a copy of the Earnings Presentation for the Quarter and half year ended September 30, 2024.

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

Thanking you,

Yours Sincerely,

**For Rossari Biotech Limited**

**Parul** Digitally signed  
by Parul Gupta  
Date:  
**Gupta** 2024.10.20  
12:16:33 +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 :** 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 Yokohama Tyre, Phase III, G.I.D.C Dahej, Village Galenda, Taluka Vagra, Bharuch-Gujarat - 392130, India. **T :** +91 2641-661621

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**Rossari Biotech Ltd.**  
**Q2 & H1 FY25 Results Presentation**  
**October 19, 2024**

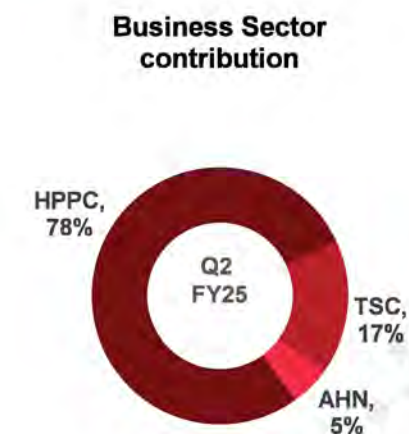
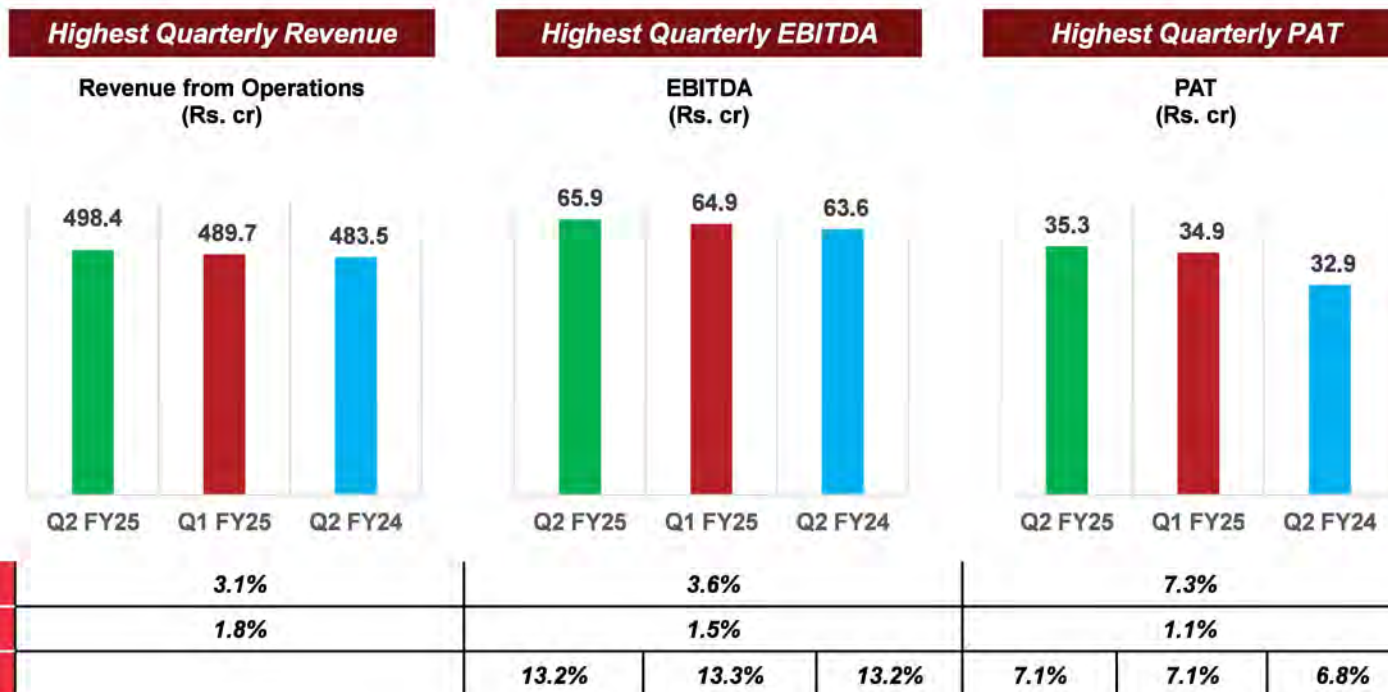
## Disclaimer

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.

**Q2 FY25 Results Overview**  
**Company Overview**  
**Annexure**

# Q2 FY25 – Key Financial Highlights

## Consistent Quarterly Performance



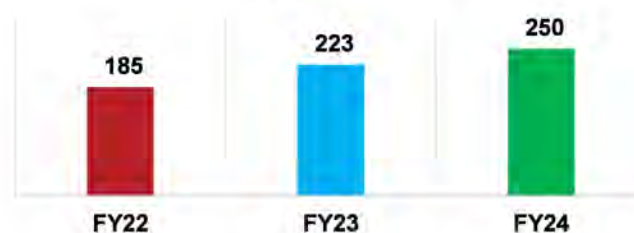
**Note:** 1) All figures, unless mentioned otherwise, are on a consolidated basis.

## Past Financial Performance Snapshot

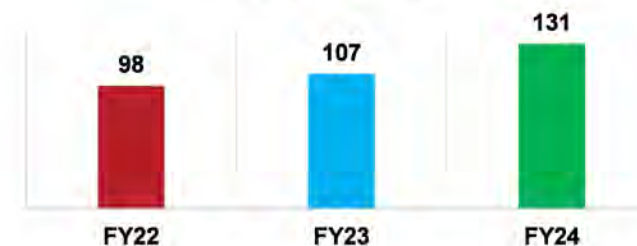
Revenue (Rs. cr)  
CAGR – 11%



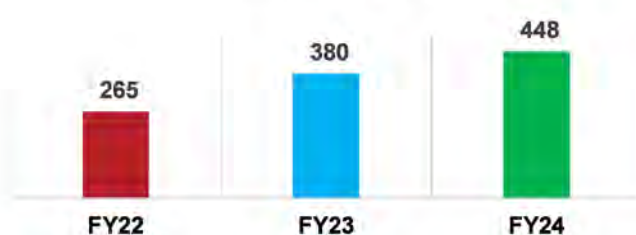
EBITDA (Rs. cr)  
CAGR – 16%



PAT (Rs. cr)  
CAGR – 16%



Exports (Rs. cr)  
CAGR – 30%



ROE (%) ROCE (%)



Net Debt to Equity (x)



- Consistent growth trajectory over the past three 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 Q2 FY25 performance, in a joint statement, Mr. Edward Menezes, Promoter & Executive Chairman, and Mr. Sunil Chari, Promoter & Managing Director, said**

*"We have reported a steady performance this quarter, reflecting the resilience of our business amidst a dynamic market environment. Our HPPC division continues to demonstrate consistent growth, while the Textile business is still navigating headwinds, with a recovery expected in the next calendar year. AHN Business remained stable during the quarter.*

*On the export front, we are proud to have expanded our global operations, with several geographies emerging as key drivers of future growth. We registered a strong performance in our export markets by targeting new customers in both new and existing geographies and increasing our wallet share with our partners. In H1 FY25, exports grew by 32%, providing support to overall performance amidst softer domestic growth. While the domestic market is also poised for expansion, we expect exports to outpace domestic growth, further strengthening our position in international markets.*

*We continue to pioneer intelligent and sustainable solutions across industries, enhancing everyday life through our eco-friendly and technology-driven offerings. Our focus on innovation and customer-centric solutions enables us to stay ahead of industry trends, delivering value through products that are both high in quality and sustainability.*

*With a diversified product portfolio, agile manufacturing capabilities, and a strong balance sheet, we believe we are well-positioned to capitalize on emerging opportunities and drive healthy growth for the foreseeable future. As a growth-focused Company, we remain committed to innovation, continuously developing tailored solutions that meet the evolving needs of our customers. We are working towards expanding our global footprint through our own manufacturing set up and sales & distribution network overseas. This approach strengthens our confidence in delivering sustainable operational and financial performance while creating long-term value for all our stakeholders."*

## Key Developments

- **Expanding Global Presence Driving Growth**

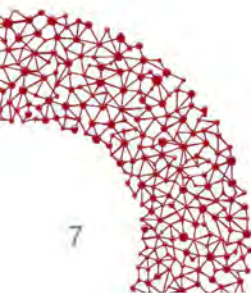
- Rossari Global DMCC, a wholly owned subsidiary of Rossari Biotech Limited (Rossari), has incorporated a step-down wholly owned subsidiary, Rossari Biotech Trading FZE, in the Jebel Ali Free Zone (JAFZA), UAE. This new entity will focus on trading activities, including managing the distribution and sales of chemicals and consumer products for export market
- Rossari Global DMCC, wholly owned subsidiary of Rossari has agreed to acquire 100% of the total equity share capital of Unistar Thai Co. Limited (“Unistar”), from all the existing shareholders of Unistar, subject to completion of customary terms and conditions precedent. Unistar is a newly incorporated company and yet to commence its operation. This entity will focus on manufacturing and sale of specialty chemicals related to the chemistries in which Rossari operates

- **Land Purchase for Future Expansion**

- Rossari has purchased a plot of land measuring ~39,101 square meters adjoining its existing Dahej facility, for a total consideration of ~ Rs. 15 crore and such other charges as per the terms of GIDC. This land will be utilised for future expansion and development of existing facility

- **Appointment of Mr. Gurudas Aras as Non-Executive Independent Director**

- The Company appointed Mr. Gurudas Aras as an Additional Director designated as Non-Executive Independent Director with effect from October 19, 2024
- Mr. Aras is the former Director of the Textile Engineering Group at A.T.E. Group and also on the advisory board and board of Studies of VJTI, Mumbai. He has more than 40 years of experience in the textile industry
- Currently, he also serves as a 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. Mr. Aras holds a Bachelor's degree in Textile Engineering from Bombay University with a Gold Medal and first rank with distinction. He also earned his Master's degree in Textile Engineering in 1982, followed by a Post Graduate Diploma in Marketing Management from Bombay University in 1984. He is also a certified Crisil ESG Risk Analyst





## Abridged P&L Statement - Consolidated

Particulars (Rs. cr)	Q2 FY25	Q2 FY24	Y-o-Y	H1 FY25	H1 FY24	Y-o-Y
<b>Revenues from Operations</b>	<b>498.4</b>	<b>483.5</b>	<b>3.1%</b>	<b>988.0</b>	<b>894.1</b>	<b>10.5%</b>
<b>Total Expenditure</b>						
•COGS	340.7	342.8	-0.6%	681.6	632.3	7.8%
•Employee benefits expense	32.6	27.5	18.5%	61.1	52.0	17.5%
•Other expenses	59.2	49.6	19.4%	114.5	88.5	29.4%
<b>EBITDA</b>	<b>65.9</b>	<b>63.6</b>	<b>3.6%</b>	<b>130.8</b>	<b>121.3</b>	<b>7.8%</b>
<b>EBITDA Margin (%)</b>	<b>13.2%</b>	<b>13.2%</b>	<b>-</b>	<b>13.2%</b>	<b>13.6%</b>	<b>-40 bps</b>
Other Income	0.8	1.4	-42.9%	1.7	3.5	-51.4%
Finance Costs	3.7	5.1	-27.5%	7.4	11.3	-34.5%
Depreciation and Amortization	15.2	15.1	0.7%	30.5	29.2	4.5%
Share of profit/(loss) of joint venture and associate#	0.3	0.0	-	0.5	(0.0)	-
<b>PBT</b>	<b>48.1</b>	<b>44.8</b>	<b>7.4%</b>	<b>95.1</b>	<b>84.3</b>	<b>12.8%</b>
Tax expense	12.8	11.9	7.6%	24.9	22.1	12.7%
<b>PAT</b>	<b>35.3</b>	<b>32.9</b>	<b>7.3%</b>	<b>70.2</b>	<b>62.2</b>	<b>12.9%</b>
<b>PAT Margin (%)</b>	<b>7.1%</b>	<b>6.8%</b>	<b>30 bps</b>	<b>7.1%</b>	<b>7.0%</b>	<b>10 bps</b>
<b>EPS Diluted (Rs.)</b>	<b>6.4</b>	<b>6.0</b>		<b>12.7</b>	<b>11.2</b>	
#below rounding off norms						

# Consolidated Balance Sheet

EQUITY AND LIABILITIES	CONSOLIDATED	
	As on 30 <sup>th</sup> Sept 2024 (un-Audited)	As on 31 <sup>st</sup> March 2024 (Audited)
<b>Particulars (Rs. crore)</b>		
<b>EQUITY</b>		
Equity Share Capital	11.1	11.0
Other Equity	1106.6	1036.7
<b>TOTAL EQUITY</b>	<b>1117.7</b>	<b>1047.7</b>
<b>LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>		
Financial Liabilities		
(i) Borrowings	74.1	33.3
(ii) Lease Liabilities	15.0	10.9
Provisions	4.7	4.0
Deferred Tax Liability (Net)	48.5	51.5
<b>TOTAL NON CURRENT LIABILITIES</b>	<b>142.3</b>	<b>99.7</b>
<b>CURRENT LIABILITIES</b>		
Financial Liabilities		
(i) Borrowings	68.8	72.5
(ii) Lease Liabilities	2.9	2.1
(iii) Trade Payables	-	-
a) total outstanding dues of Micro Enterprises and Small Enterprises	19.1	16.3
b) total outstanding dues of Creditors other than Micro Enterprises and Small Enterprises	210.5	202.8
(iv) Other Financial Liabilities	116.1	100.7
Other Current Liabilities	16.8	15.8
Provisions	5.1	4.5
Current Tax Liabilities (Net)	11.8	10.1
<b>TOTAL CURRENT LIABILITIES</b>	<b>451.1</b>	<b>424.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1711.1</b>	<b>1572.2</b>

ASSETS	CONSOLIDATED	
	As on 30 <sup>th</sup> Sept 2024 (un-Audited)	As on 31 <sup>st</sup> March 2024 (Audited)
<b>Particulars (Rs. crore)</b>		
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Property, Plant and Equipment	258.9	260.6
Right of Use Assets	56.8	54.1
Capital Work-in-Progress	98.4	47.2
Goodwill	118.7	118.7
Other Intangible Assets	136.7	144.2
Investments accounted for using the equity method	25.7	25.1
Financial Assets		
(i) Investments	0.2	0.2
(ii) Other Financial Assets	4.2	3.4
Income Tax Assets (Net)	5.5	5.5
Deferred Tax Assets (Net)	7.2	4.8
Other Non – current Assets	60.0	63.6
<b>TOTAL NON- CURRENT ASSETS</b>	<b>772.3</b>	<b>727.4</b>
<b>CURRENT ASSETS</b>		
Inventories	327.5	282.4
Financial Assets		
(i) Investments	52.6	37.6
(ii) Trade Receivables	434.8	425.1
(iii) Cash and Cash Equivalents	19.5	25.2
(iv) Bank Balances other than cash and cash equivalent	7.9	5.0
(v) Loans	0.9	0.7
(v) Other Financial Assets	4.2	4.6
Other Current Assets	90.2	63.0
<b>TOTAL CURRENT ASSETS</b>	<b>937.6</b>	<b>843.6</b>
Non Current Assets classified as held for sale	1.2	1.2
<b>TOTAL ASSETS</b>	<b>1711.1</b>	<b>1572.2</b>

## Consolidated Cash Flows

Particulars (Rs. crore)	As on 30 <sup>th</sup> Sept 2024 (Unaudited)	As on 30 <sup>th</sup> Sept 2023 (Unaudited)
<b>Cash flows from operating activities</b>		
Profit before tax	95.1	84.3
<b>Adjustments for:</b>		
Depreciation and amortization expenses	30.5	29.3
Gain on disposal of property, plant and equipment (net)#	(0.0)	(0.2)
Allowance for doubtful debts	2.2	3.7
Share-based payments expenses	0.4	0.5
Dividend Received#	0.0	-
Liabilities no longer required written back	0.0	(0.3)
Finance Costs	7.3	11.3
Interest Income	(0.4)	(1.5)
Share of (profit)/loss in Joint Venture/Associate #	(0.5)	0.0
Net (gain) on sale / fair value of investments	(1.2)	(1.5)
Fair value loss on financial instruments classified as fair value through profit or loss	0.1	-
Net Unrealised foreign exchange gain	(0.5)	(0.4)
<b>Operating profit before working capital changes</b>	<b>133.0</b>	<b>125.2</b>
<b>Changes in:</b>		
Trade Receivables and other assets	(39.4)	(99.6)
Inventories	(45.2)	(94.4)
Trade Payables and other liabilities	19.5	59.8
<b>Cash generated from Operations</b>	<b>67.9</b>	<b>(9.0)</b>
<b>Income taxes paid (net of refunds)</b>	<b>(28.6)</b>	<b>(24.6)</b>
<b>Net cash flows generated from/(used in) operating activities</b>	<b>39.3</b>	<b>(33.6)</b>

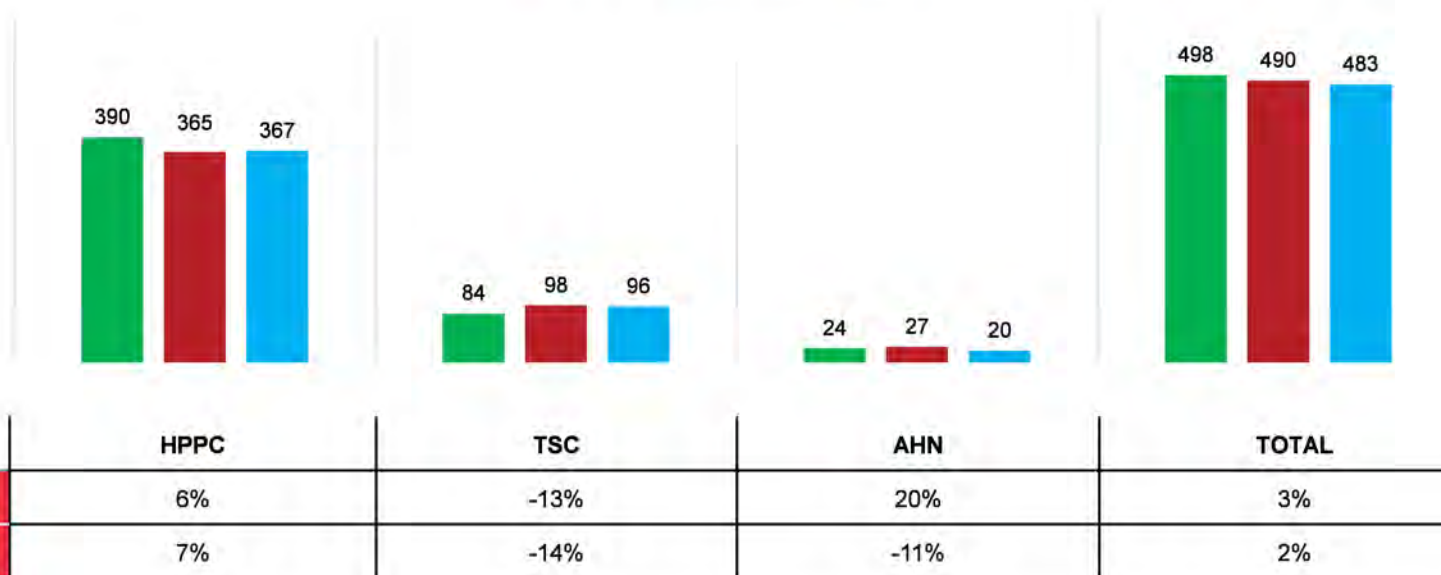
Particulars (Rs. crore)	As on 30 <sup>th</sup> Sept 2024 (Unaudited)	As on 30 <sup>th</sup> Sept 2023 (Unaudited)
<b>Cash flows from investing activities</b>		
Net (investment in) / redemption from Mutual Funds	(13.8)	3.3
Payments to acquire subsidiaries	-	(17.7)
Dividend Received #	0.0	0.1
Interest Received	0.3	2.0
Purchase of property, plant and equipment and other intangible assets	(58.2)	(75.0)
Proceeds from sale of property, plant and equipment#	0.0	1.4
Proceeds from fixed deposits matured/(Investment in) fixed deposits (net)	(2.9)	48.4
<b>Net cash flow used in investing activities</b>	<b>(74.6)</b>	<b>(37.5)</b>
<b>Cash flows from financing activities</b>		
Repayment of Long term Borrowings	-	(14.9)
Proceeds from long-term borrowings (net of expenses)	40.8	-
(Repayment) / Proceeds from of short-term borrowings (net)	(3.9)	72.6
Interest paid	(6.5)	(5.2)
Payment of lease liabilities(including interest)	(0.3)	-
Proceeds from issue of equity shares	1.8	3.0
Dividend paid on equity shares	(2.8)	(2.7)
<b>Net cash flow generated from financing activities</b>	<b>29.1</b>	<b>52.8</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>	<b>(6.2)</b>	<b>(18.3)</b>
<b>Opening Cash and cash equivalents</b>	<b>25.2</b>	<b>69.2</b>
<b>Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies</b>	<b>0.5</b>	<b>(0.3)</b>
<b>Closing Cash and cash equivalents</b>	<b>19.5</b>	<b>50.6</b>

#below rounding off norms

# Segment-wise Operating Performance

Quarterly Revenue Break-up (Rs. cr)

■ Q2 FY25 ■ Q1 FY25 ■ Q2 FY24



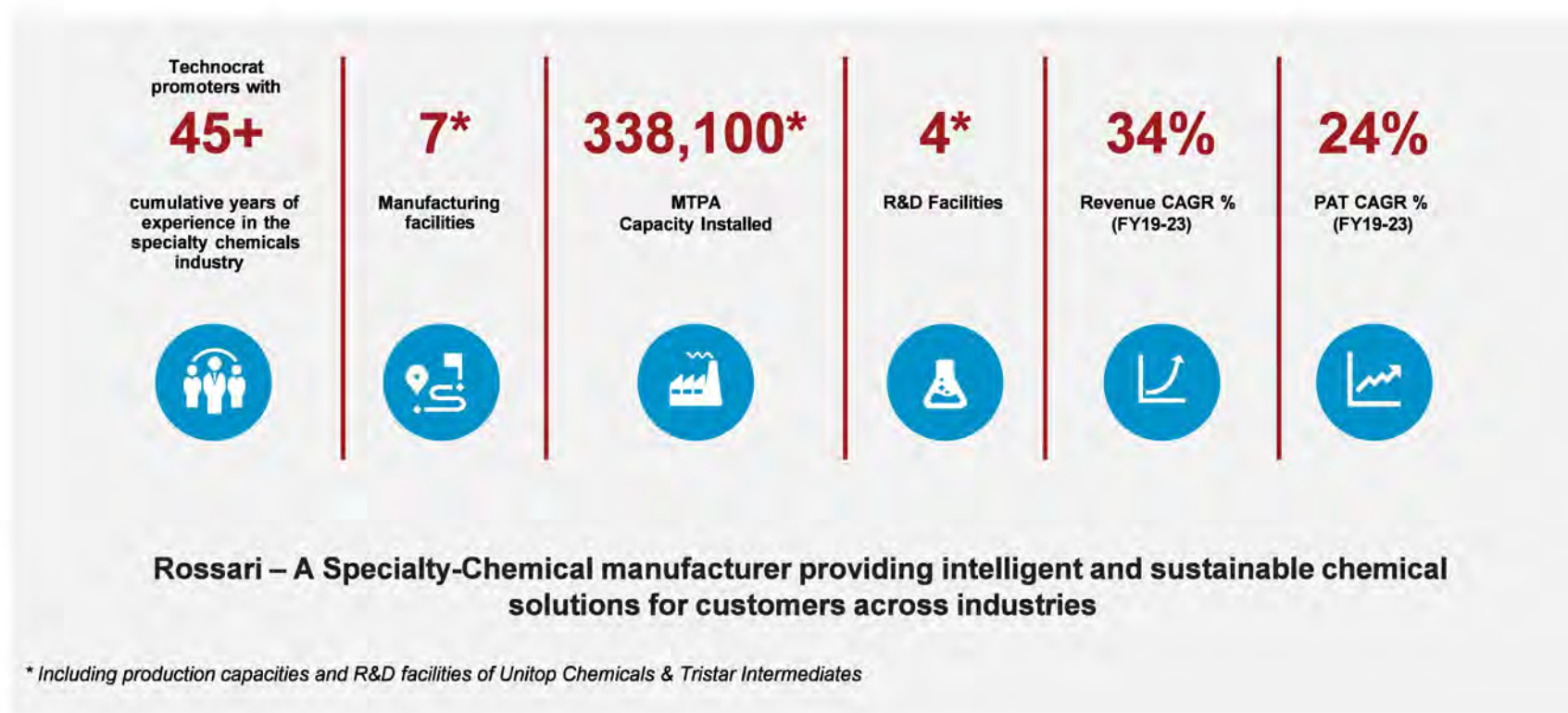
- Note:**
- 1) All figures, unless mentioned otherwise, are on a consolidated basis
  - 2) Figures for prior periods have been reclassified to align with the classification of the current period
  - 3) Home, Personal Care and Performance Chemicals (HPPC); Textile Specialty Chemicals (TSC); Animal Health and Nutrition (AHN)

Q2 FY25 Results Overview

**Company Overview**

Annexure

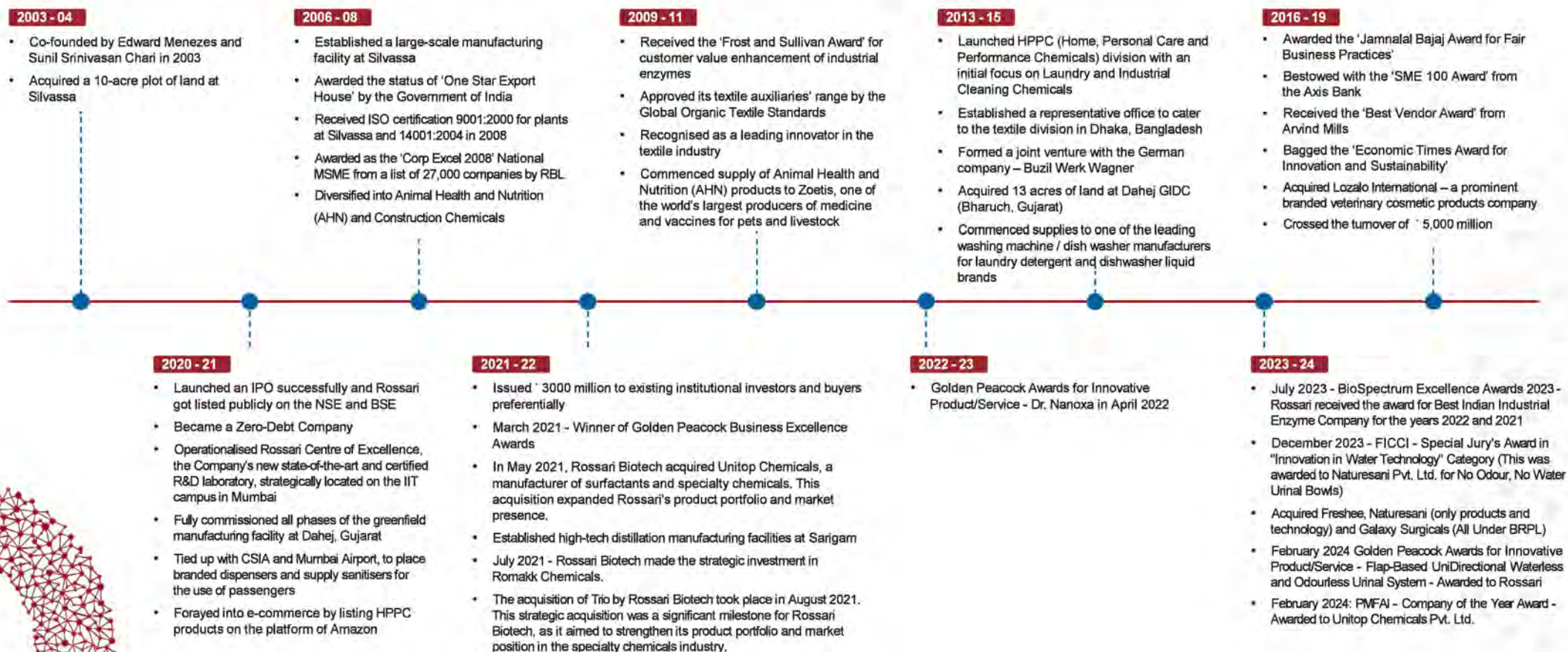
## Rossari – At a Glance



# 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

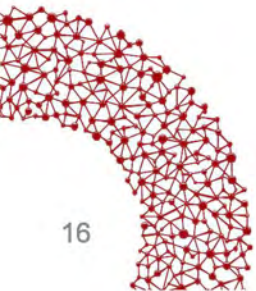
 HPPC	 TSC	 AHN
<ul style="list-style-type: none"><li>• One of the fastest-growing specialty chemicals manufacturer in the HPPC sector in India</li><li>• Tailor-made range of solutions across industries - FMCG, Home &amp; Personal Care, Cosmetics, Pulp &amp; Paper, Ceramics, Agro, Oil and Gas</li><li>• <b>Key product-groups:</b> Soaps &amp; Detergents, Ink, Paints &amp; Coatings, Ceramic &amp; Tiles, Pulp &amp; Paper, Cements, Water treatment chemicals , Aroma Chemicals, Agro Chemicals</li></ul>	<ul style="list-style-type: none"><li>• Largest textile specialty chemical manufacturer in India</li><li>• Provides specialty chemical solutions across entire value-chain of the textile industry</li><li>• <b>Solution applications:</b> Thread, Yarn and Man-made Fibre production, digital printing, fabric processing, dyeing auxiliaries and garment finishing range</li></ul>	<ul style="list-style-type: none"><li>• Manufactures a range of over 100 products from poultry feed supplements and additives, pet grooming and pet treats</li><li>• <b>Wide range of feed additives:</b> Vitamin Premix, Acidifiers, Disinfectants, Enzymes, Trace Minerals and liquid Essential oils</li><li>• Pet-grooming and pet-care products</li></ul>



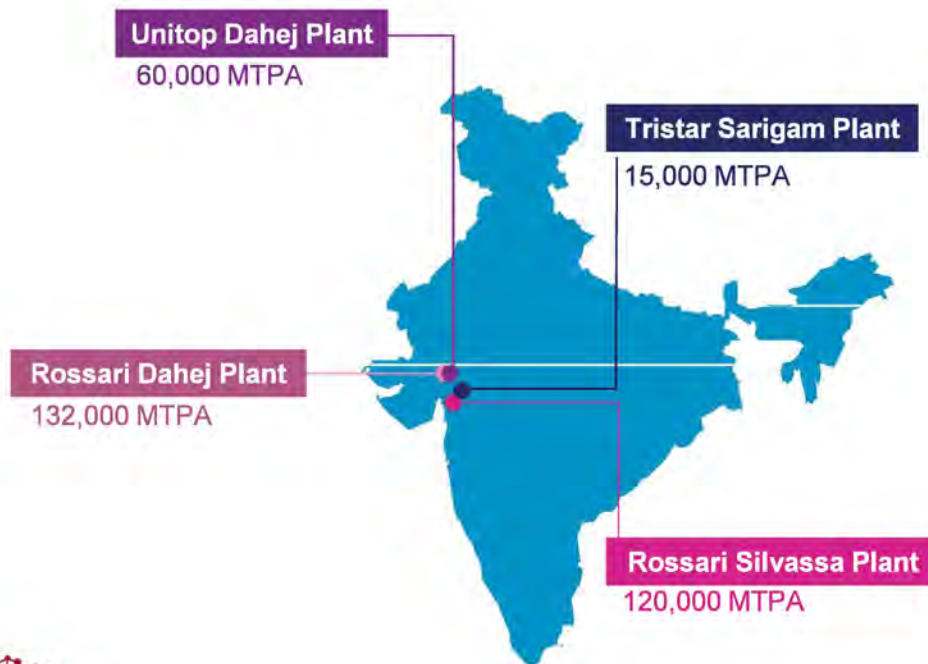
## Strengthening Market Presence



***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 three manufacturing sites in India

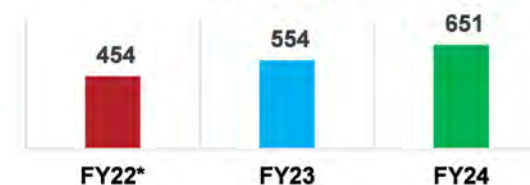
### Tristar Intermediates

- 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

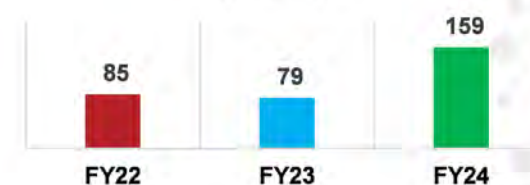
Revenue (Rs. cr)  
CAGR – 20%



Revenue (Rs. cr)  
CAGR – 24%



Revenue (Rs. cr)  
CAGR – 37%



\*Considering full-year figures

## 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



## 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>



# Strategies

## Strategic Responses to Opportunities

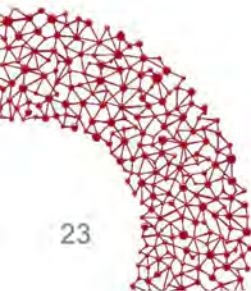
Opportunity	Outcomes
<p><b>4. Enhancing Sustainability and Green Initiatives</b></p> <ul style="list-style-type: none"><li>• Invest in research and development of advanced sustainable chemical solutions.</li><li>• Explore opportunities in emerging sectors like renewable energy, waste management, or water treatment.</li><li>• Collaborate with academic institutions, research organizations, or industry partners to drive innovation in sustainable chemistry.</li><li>• Leverage the company's commitment to sustainability as a competitive advantage and differentiator.</li></ul>	<ul style="list-style-type: none"><li>• Strengthened brand reputation as an environmentally responsible company.</li><li>• Cost savings through eco-efficient processes and sustainable practices.</li></ul>
<p><b>5. Digital Transformation</b></p> <ul style="list-style-type: none"><li>• Implement digital technologies, automation, and data analytics across operations and supply chain.</li><li>• Leverage technologies like IoT, AI, and advanced manufacturing to optimize processes and improve efficiency.</li><li>• Develop digital platforms for customer engagement, product development, and innovation management.</li><li>• Enhance data-driven decision-making and gain insights into customer preferences and market trends.</li></ul>	<ul style="list-style-type: none"><li>• Improved operational efficiency and reduced costs through automation and data analytics.</li><li>• Enhanced customer experience and data-driven insights for product development.</li></ul>
<p><b>6. Talent Acquisition and Capability Building</b></p> <ul style="list-style-type: none"><li>• Attract and retain top talent in R&amp;D, product development, and specialized areas of chemistry.</li><li>• Invest in training and development programs to upskill the existing workforce.</li><li>• Foster a culture of innovation, creativity, and continuous learning.</li><li>• Collaborate with academic institutions and research organizations to access cutting-edge knowledge and expertise.</li></ul>	<ul style="list-style-type: none"><li>• Strengthened R&amp;D capabilities and innovation potential.</li><li>• Competitive advantage through a skilled and future-ready workforce.</li></ul>



# Strategies

## 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



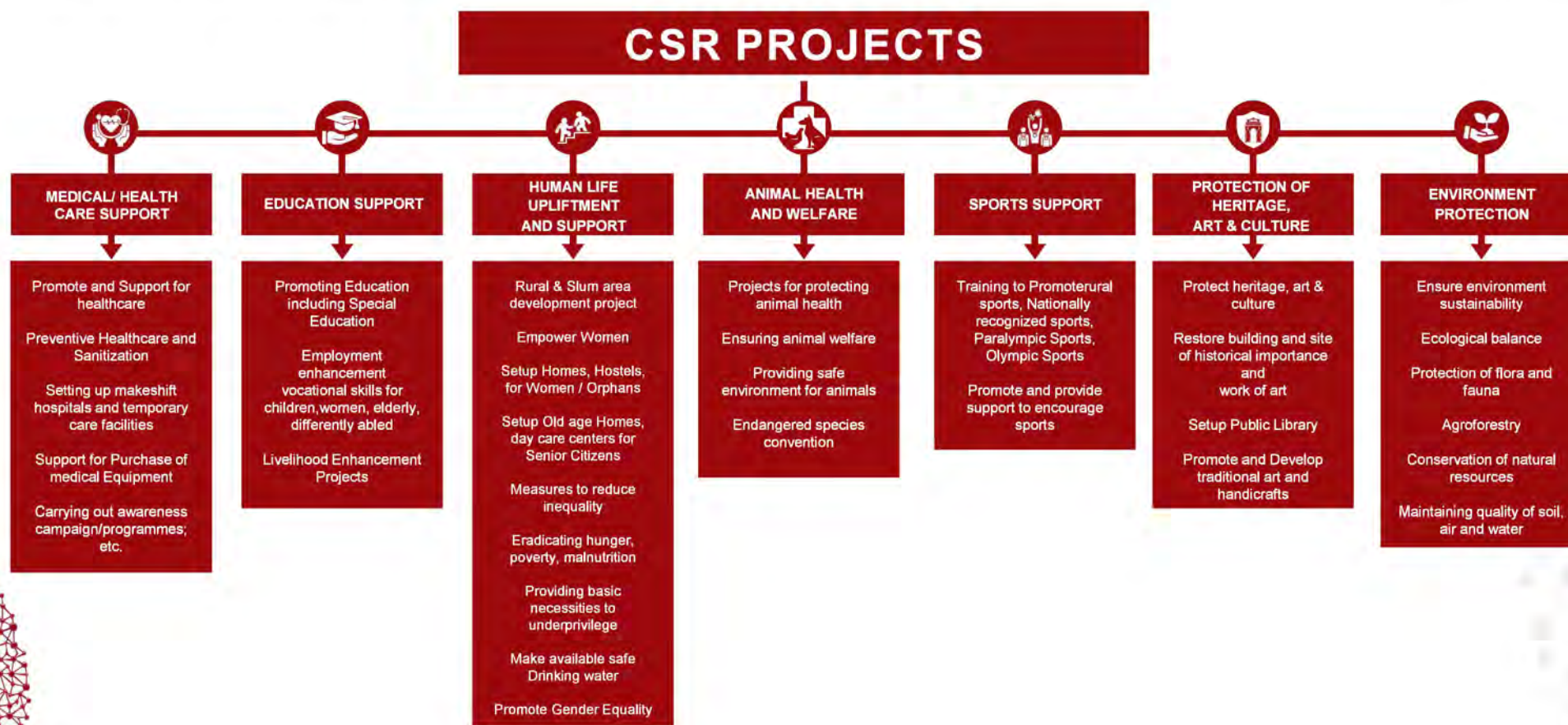
Minimizing carbon footprint of manufacturing processes while maximizing customer benefits



***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



# 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
- 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)*

# CONFERENCE CALL DETAILS

## Q2 FY2025 Earnings Conference Call

### Time

05:00 PM IST on Monday, October 21, 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:

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

***Thank y***  ***u***