

May 20, 2022

DCS-CRD BSE Limited First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 023 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 FY22 Press Release**

Please find enclosed a copy of the Press Release for the Quarter and Financial Year ended March 31, 2022.

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

Thanking you,

Yours Sincerely,  
**For Rossari Biotech Limited**



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

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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

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## Rossari Biotech Limited

**Corporate Office:** 201 A & B Akruti Corporate Park LBS Marg Next to G. E. Gardens, Kanjurmarg West,  
Mumbai, Maharashtra 400078

### Rossari Biotech announces Q4 & FY22 results

<u>Q4 FY22</u>	<u>FY22</u>
Revenues at Rs. 438.9 Cr, higher by 101% YoY	Revenues at Rs. 1,482.9 Cr, higher by 109% YoY
EBITDA improves by 49% YoY to Rs. 52.3 Cr	EBITDA improves by 48% YoY to Rs. 183.4 Cr
PAT at Rs. 24.1 Cr, higher by 8% YoY	PAT at Rs. 97.7 Cr, higher by 22% YoY

**Mumbai, May 19, 2022:** Rossari Biotech Limited (Rossari), a Speciality-Chemicals manufacturer providing intelligent and sustainable solutions for customers across industries, has announced its financial results for the fourth quarter and year ended March 31, 2022.

#### Consolidated: Q4 FY22 performance overview compared with Q4 FY21

- Revenues from operations stood at Rs. 438.9 crore as against Rs. 218.2 crore
- EBITDA at Rs. 52.3 crore as against Rs. 36 crore
  - EBITDA margin at 11.9% as against 16.1%
- PAT stood at Rs. 24.1 crore as against Rs. 22.2 crore
- EPS (Diluted) stood at Rs. 4.35 as against Rs. 4.29

#### Consolidated: FY22 performance overview compared with FY21

- Revenues from operations stood at Rs. 1482.9 crore as against Rs. 709.3 crore
- EBITDA at Rs. 183.4 crore as against Rs. 123 crore, higher by 49%
  - EBITDA margin at 12.3% as against 17.4%
- PAT stood at Rs. 97.7 crore as against Rs. 80crore, higher by 22%
- EPS (Diluted) stood at Rs. 17.70 as against Rs. 15.47

**Note:**

- 1) All figures, unless mentioned otherwise, are on a consolidated basis
- 2) EPS not annualized
- 3) Rossari completed the acquisition of 65% equity shares of Unitop Chemicals Private Limited ("Unitop") w.e.f August 26, 2021, of 76% equity shares of Tristar Intermediates Private Limited ("Tristar") w.e.f September 1, 2021 and of 50.1% equity shares of Romakk Chemicals Private Limited ("Romakk") w.e.f November 25, 2021. Accordingly, the Q4 & FY22 results include consolidation of Unitop's and Tristar's performance from the date of acquisition till 31st March 2022 and further share of profits of Romakk from the date of acquisition till 31st March 2022. Accordingly, the Q4 and FY 22 Results are not comparable with the previous periods.

**Standalone: Q4 & FY22 performance compared with Q4 & FY21**

- Rossari registered steady organic revenue growth of 30% in Q4 FY22 and 55% in FY22

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

*"We are happy to share that we have closed the year on an encouraging note, despite macro-challenges. Steady demand and offtake resulted in healthy growth across all our businesses during the year. Improved traction in the export markets further aided sales. On a like to like basis, our revenues grew by 55% during the year.*

*Fiscal 2022 was a milestone year for us where we successfully acquired and integrated three high-potential companies – Unitop Chemicals Private Ltd, Tristar Intermediates Private Ltd. and Romakk Chemicals Private Ltd. All these three companies have delivered strong and promising growth during the year under review, which assisted our overall performance. The integration of these acquisitions is bringing in several promising growth prospects including exciting opportunities for innovation, strategic cross-selling, and expansion into newer market segments & customer categories. On a consolidated basis, our revenues stood at Rs. 1,482.9 crore in the year.*

*Globally, the industry continues to witness severe pricing and availability issues in key raw materials. While the inflationary pressures had an impact on our margin performance during the year, we have been working alongside our customers and have started undertaking price hikes. During the year, we have witnessed improved traction in engagements with several new and existing customers across various industries, leading to a healthy uptick in all business verticals.*

*As we look ahead, we are seeing ample growth opportunities in the domestic and international market for all our business verticals and also in our acquired Companies. Our diversified*

*product portfolio, fungible manufacturing facilities, and our focus on constant innovation, position us well to tap upon these multi-dimensional growth prospects. Additionally, the stabilization of the RM environment and demand scenario should further support business momentum in the quarters ahead.*

*Overall, our financial position remains solid. Even after undertaking organic and inorganic expansion, our balance sheet profile is healthy and we are pleased to share that the Board of Directors has recommended a final dividend of Re.0.50 /- per share during FY22, in line with the guidelines of our dividend policy.”*

## **Key Developments:**

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### **Successful conclusion of acquisition and integration of Unitop, Tristar, and Romakk Chemicals in FY2022**

- All three companies have delivered encouraging performance during the year on the back of healthy demand and volume offtake in the markets
- The recent acquisitions have created ample cross-selling opportunities and Rossari is actively pursuing these across business segments
  - The Company is witnessing robust momentum in Unitop’s agro-chemicals business, and the emphasis is on further strengthening this segment on a global scale, going forward
- Overall, all three acquisitions are strategic & value accretive for Rossari and significantly strengthen its growth momentum
- Rossari’s financial position and balance sheet profile remains healthy even after the acquisitions
  - The Company continues to be net cash positive, with net cash at Rs. 35 crore as on March 31, 2022.

### **Recent acquisitions augment Rossari’s innovation and technological capabilities**

- Integration of Unitop, Tristar, and Romakk Chemicals has notably enhanced Rossari’s technical capacity in two key chemistries, namely surfactants and silicones
- Pooling together of related technologies with Rossari’s deep application expertise and fungible manufacturing capabilities has enabled the Company to introduce the following innovations in FY2022:

### Home, Personal care and Performance Chemicals (HPPC)

- The synergy of polymers and surfactants is used to offer a novel ingredient that not only enhances cleaning performance but also provides value addition to the customer
- A foray into the nanotechnology space led to the launch of the Dr. Nanoxa brand under the Buzil Rossari banner. This range of products offers a 30-day antimicrobial and antiviral protection and is based on unique nanotechnology that stays fixed to any surface.

### Textile Specialty Chemicals (TSC)

- A new range of products based on polyester chemistry was developed and scaled up at Rossari's Dahej site which will fill a major product gap in the Company's textile portfolio for the sizing market in polyester and cotton fabric
- The application team at Rossari worked jointly with Unitop to develop a range of products for the spin finish market which have already been approved by key global customers
- In sync with its strategy to introduce Green Chemistries, Rossari's R&D has successfully introduced green products in newer segments to reduce high TDS and save energy by designing products that work at lower temperatures. The state-of-the-art 'Sustainable dyeing programme' for blacks using Green Chemistry has been successful on kint fabric and is generating good interest from big brands.

### Animal Health and Nutrition (AHN)

- New range of esters and glycerides have been successfully tested to enhance gut health and reduce the use of antibiotics and artificial growth promoters
- In the Petcare space, the Company has launched exciting new brands based on Bio-surfactants and green surfactants and has received an excellent response from Pet parents

### Developing environmentally friendly silicones and next-generation preservative ingredients

- Using Rossari Dahej's state-of-the-art production facility and Romakk's technical expertise, a new range of silicone oils with low volatile cyclic compounds were manufactured
- Focus on sustainability credentials by making the product line of silicones more environmentally friendly in the long term

- A joint development exercise between Tristar and Unitop's R&D teams at Unitop's state-of-the-art pilot plant led to the development of a next generation of preservative ingredient, which has major potential in the export market

**Announces annual dividend of Re. 0.50/- per share**

- For FY 2021-22, the Board of Directors recommended a dividend of Re. 0.50 /- per share
- For details on dividend distribution policy, please refer to the Company's website at [Rossari - Dividend Distribution Policy](#)

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### About Rossari Biotech Limited:

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Rossari Biotech Limited (Rossari) (BSE: 543213, NSE: ROSSARI), is a Speciality-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 speciality 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 Speciality 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.

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For more information, please visit [www.rossari.com](http://www.rossari.com) OR contact:

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