

February 14, 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 th 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: Q3 & 9M FY22 Earnings Presentation

Please find enclosed a copy of the Earnings Presentation for the quarter and nine months ended December 31, 2021.

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)

Regd. Office : 201 A & B, Akruti Corporate Park, Next to GE Gardens, LBS Marg, 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 & 90/1/111/1, Kumbharwadi, Village Naroli, Dadra & Nagar Haveli (U.T.), Silvassa - 396 235. India. T 0260 - 669 3000

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CIN: L24100MH2009PLC194818



Rossari Biotech Limited

Q3 & 9M FY22
Results Presentation

February 14, 2022



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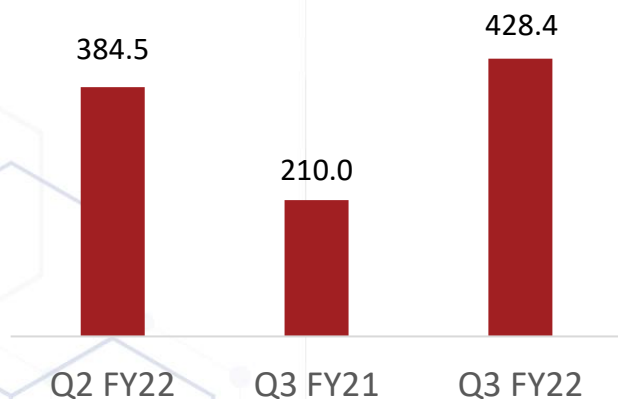




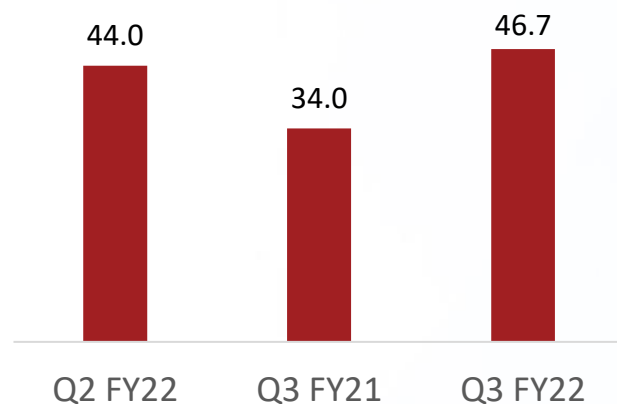
Q3 & 9M FY22 Results Overview

Q3 FY22 – Key Financial Highlights

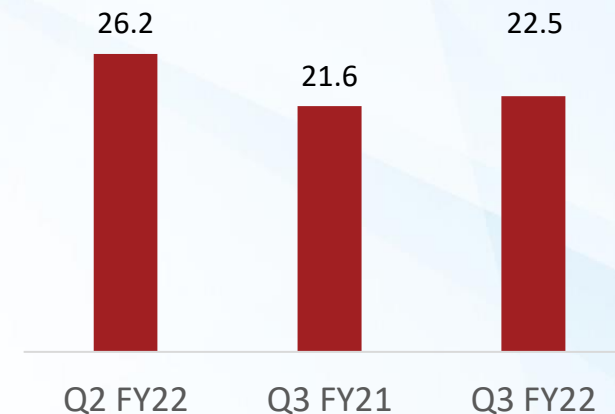
**Revenue from Operations
(Rs. crore)**



**EBITDA
(Rs. crore)**



**PAT
(Rs. crore)**



Shift % (Y-o-Y)	104%	37%	5%
Shift % (Q-o-Q)	11%	6%	-14%

Margins (%)	11.4%	16.2%	10.9%	6.8%	10.3%	5.3%
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Note: 1) All figures, unless mentioned otherwise, are on a consolidated basis.

Note: 2) Rossari completed the acquisition of 65% equity shares of Unitop Chemicals w.e.f August 26, 2021 and of 76% equity shares of Tristar Intermediates w.e.f August 30, 2021. Accordingly, the Q3 & 9M FY22 results include consolidation of Unitop and Tristar performance from the date of acquisition till 31st December 2021 and hence are not comparable with the previous periods.

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 have delivered steady performance during the quarter despite a challenging inflationary macro-environment. Our HPPC business reported healthy Y-o-Y sales growth supported by stable traction in FMCG, anti-viral & personal hygiene product portfolio volumes. TSC and AHN segments also delivered Y-o-Y topline growth driven by a pickup in demand in domestic and export markets. We are pleased to share that this is the first full quarter of consolidation of our recent acquisitions of Unitop and Tristar in Rossari’s performance. Both these companies delivered growth during the period, which assisted overall performance.

The raw material situation remained challenging in Q3 as well. In order to offset these persistent raw material pressures, we have been undertaking price hikes wherever possible. However, raw material volatility has impacted our profitability performance during the quarter.

On the business front, our latest acquisition of Romakk Chemicals has now been consolidated with effect from December 01, 2021. The timely integration of Romakk will further strengthen our presence in the textile and Home and Personal Care segment, going forward. The blend of capabilities from all our recent strategic acquisitions will enable us to build presence and gain scale in our key segments, thus accelerating growth for Rossari.

The Specialty Chemicals industry in India is fast progressing with multiple strong growth prospects ahead. With a strong balance sheet, adequate manufacturing capacities and a solid product portfolio, we are well-poised to capitalize on the upcoming opportunities in this space. Furthermore, stabilization of the macro-economic environment will enable us to deliver strong performance, going forward.”

Integration of Romakk Chemicals successfully completed

- Rossari acquired 50.1% stake of Romakk Chemicals Pvt Ltd w.e.f. December 01, 2021. Accordingly, this has been consolidated as JV in Q3 FY22 results
- Romakk has been delivering encouraging performance on the back of increasing demand and volume off-take in the markets
- Going forward this integration will further strengthen Rossari's presence in textile and home & personal care segments

Abridged P&L Statement - Consolidated

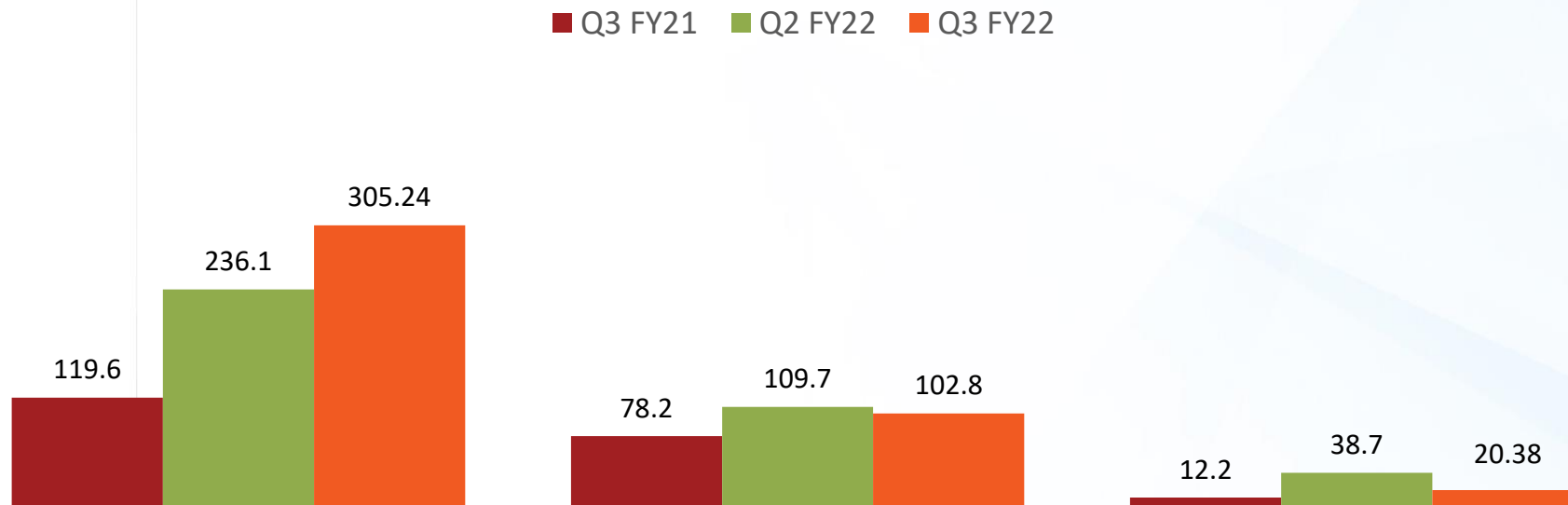
Particulars (Rs. crore)	Q3 FY22	Q3 FY21	Y-o-Y Change (%)	9M FY22	9M FY21	Y-o-Y Change (%)
Revenues from Operations	428.4	210.0	104.0%	1044.0	491.1	112.6%
Total Expenditure						
• COGS	321.6	139.8	130.0%	780.6	311.6	150.5%
• Employee benefits expense	20.2	10.9	85.3%	45.7	30.4	50.4%
• Other expenses	39.9	25.3	57.7%	89.9	61.3	46.7%
EBITDA	46.7	34.0	37.4%	127.8	87.8	45.6%
EBITDA Margin (%)	10.9%	16.2%	-530 bps	12.2%	17.9%	-566 bps
Other Income	6.4	0.8		13.4	6.3	
Finance Costs	3.5	0.3		6.1	2.2	
Depreciation and Amortization	17.8	6.1	191.8%	34.3	15.4	122.7%
PBT	31.8	28.4	12.0%	100.8	76.5	31.8%
Share of profit /(loss) of joint venture	0.2	-		0.2	-0.4	
Tax expense	9.4	6.8		27.7	19.1	
PAT	22.5	21.6	4.6%	73.3	57.8	26.7%
PAT Margin (%)	5.3%	10.3%	-500 bps	7.0%	11.8%	-478 bps
EPS Diluted (Rs.)	4.07*	4.11*	-1.0%	13.29*	11.12*	19.5%

*Not annualized

Note: Rossari completed the acquisition of 65% equity shares of Unitop Chemicals w.e.f August 26, 2021 and of 76% equity shares of Tristar Intermediates w.e.f August 30, 2021. Accordingly, the Q3 & 9M FY22 results include consolidation of Unitop and Tristar performance from the date of acquisition till 31st December 2021 and hence are not comparable with the previous periods.

Q3 FY22 - Segment-wise Details

Segment-wise Revenue Break-up (Rs. crore)



	HPPC	TSC	AHN
Shift (Y-o-Y) %	155.2%	31.5%	67.0%
Shift (Q-o-Q) %	29.3%	-6.3%	-47.3%

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) 3) Rossari completed the acquisition of 65% equity shares of Unitop Chemicals w.e.f August 26, 2021 and of 76% equity shares of Tristar Intermediates w.e.f August 30, 2021. Accordingly, the Q3 & 9M FY22 results include consolidation of Unitop and Tristar performance from the date of acquisition till 31st December 2021 and hence are not comparable with the previous periods.

Q3 FY22 - Financial and Operational Discussions (Y-o-Y)

Net Revenues

Q3 FY22 Revenues from operations stood at Rs. 428.4 crore, higher by 104.0% YoY

- Stable growth witnessed across businesses
 - HPPC business reported healthy sales supported by stable traction in FMCG, anti-viral & personal hygiene product portfolio volumes
 - TSC and AHN segments delivered growth driven by a pickup in demand in domestic and export markets
 - Unitop and Tristar delivered growth despite challenging macro-environment
- On a standalone level, Rossari registered organic growth of 30.6 % YoY
- Revenue contribution from the HPPC segment stood at 71%, followed by TSC and AHN at 24% and 5%, respectively in Q3 FY22

EBITDA

Q3 FY22 EBITDA at Rs.46.7 crore, with EBITDA Margins at 10.9%

- The raw material situation remained challenging in Q3 FY22 which effected our profitability performance during the quarter

PAT

Q3 FY22 PAT stood at Rs. 22.6 crore, up 4.6% YoY

- Depreciation was higher owing to amortisation of fair valuation on account of consolidation of subsidiaries

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Annexure

Q3 & 9M FY22 Earnings Conference Call

Time • 5:30 p.m. IST on Tuesday, February 15, 2022

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:



Click here to
ExpressJoin the Call

Primary dial-in number

• + 91 22 6280 1141 / 7115 8042

International Toll-Free Number

- Hong Kong: 800 964 448
- Singapore: 800 101 2045
- UK: 0 808 101 1573
- USA: 1 866 746 2133

About Us

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.

For further information, please contact:



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Thank you