

July 31, 2021

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, 5th 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: Q1 & FY22 Earnings Presentation

Please find enclosed a copy of the Earnings Presentation for the quarter ended June 30, 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)

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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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Rossari Biotech Limited

Q1 FY22
Results Presentation

July 30, 2021



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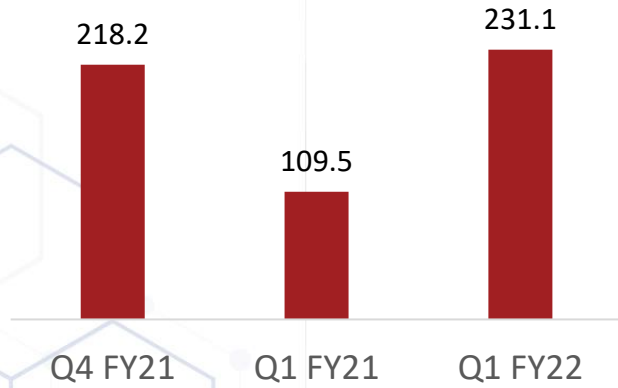




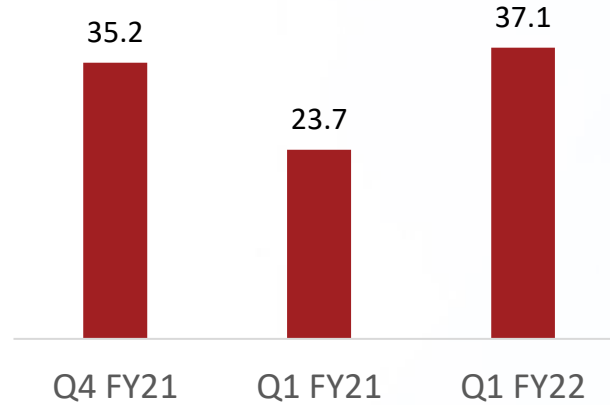
Q1 FY22 Results Overview

Q1 FY22 – Key Financial Highlights

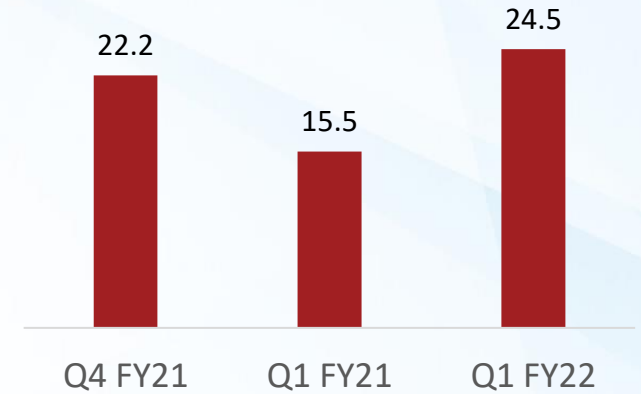
**Revenue from Operations
(Rs. crore)**



**EBITDA
(Rs. crore)**



**PAT
(Rs. crore)**



Shift % (Y-o-Y)	111.12%	56.33%	58.40%
Shift % (Q-o-Q)	5.91%	5.40%	10.53%

Margins (%)	16.1%	21.7%	16.1%	10.2%	14.2%	10.6%
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Management Message

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

“The new fiscal year began on an encouraging note, with solid gains across businesses. While the quarter gone by witnessed a challenging operating environment due to the second wave of the COVID-19 pandemic, the demand and offtake across our HPPC, TSC and AHN divisions broadly remained steady. Our HPPC business demonstrated strong growth led by robust volumes in hygiene products and anti-viral portfolio, supported by consistent demand in key end user categories. Although broader operating constraints due to the lockdown restrictions moderated growth of our TSC business sequentially, we have started witnessing sustained improvement in sales from June onwards. In addition, higher consumption in the AHN segment assisted our overall results. Consolidated revenues in the quarter stood higher by 111.12% YoY and PAT up by 58.44% YoY. Our profitability margins also remained within healthy levels.

2021 has been yet another milestone year in Rossari’s growth story. In the last two months, we have announced strategic acquisitions of two high-quality & high-potential companies in the Speciality Chemical space viz. Unitop Chemicals and Tristar Intermediates. These acquisitions bring in multitude of synergies such as expanded product portfolio, stronger presence in new markets, cross-selling opportunities, and access to newer technologies, capacity and talent. Our primary focus area in the coming quarters will be towards seamlessly integrating these into our business model, thus accelerating the growth momentum at Rossari.

Our constant endeavour is to drive operational excellence across our businesses at all times. In the last few years, we have undertaken several growth initiatives, which we believe will lead to stronger growth in the quarters ahead. From a demand perspective, improved recovery in the domestic economy should further support momentum. Overall, with the blend of capabilities from recent acquisitions and with our robust & resilient organic business, the outlook remains positive in the medium-to-longer term.”

Acquisition of Unitop Chemicals Private Ltd. (Unitop Chemicals)

- In June 2021, the Board of Directors of Rossari approved the acquisition of Unitop Chemicals. As per the agreement and subject to customary closing conditions, Rossari will be acquiring 100% equity capital of Unitop Chemicals. 65% of the equity share capital will be acquired upon closure of the transaction, and the balance 35% over the next two years. The total consideration for the acquisition of 100% equity stake is Rs. 421 crore
- Unitop Chemicals is a leading supplier of Surfactants, Emulsifiers and Specialty chemicals to a diversified customer base including large domestic and international companies

Acquisition of Tristar Intermediates Private Ltd. (Tristar Intermediates)

- In July 2021, the Board of Directors of Rossari approved the acquisition of Tristar Intermediates. As per the agreement and subject to customary closing conditions, Rossari will acquire 100% of the equity share capital of Tristar Intermediates. 76% of the equity share capital will be acquired upon closure of the transaction, and the balance 24% over the next 3 years. The total enterprise value of the transaction is Rs. 120 crore
- Tristar Intermediates is one of the prominent companies in India in the field of Preservatives, Aroma Chemicals, and Home & Personal Care Additives with high-tech distillation facilities

Executed a share purchase agreement to buy-out the remaining stake in Rossari Personal Care Products Private Limited

- The Company, in July 2021, executed a share purchase agreement to buy-out the remaining 40% stake in its subsidiary - Rossari Personal Care Products Private Limited to make it a wholly owned subsidiary
- Through this subsidiary, Rossari will build its presence in the upcoming and promising categories of personal care segment such as skin-care, cosmetics and body-care products

ICRA Ratings assigned

- The rating agency, ICRA Limited, has assigned the Company, the following credit ratings,

Sr. No	Instrument	Current Rated Amount (Rs. Crore)	Particulars	Ratings Assigned
1	Fund-Based Working Capital Facilities	82.00	Long Term Rating	[ICRA]AA- (Stable)
2	Unallocated Limit	74.39	Long Term Rating	[ICRA]AA- (Stable)
3	Non-Fund Based Limit	23.61	Short Term Rating	[ICRA]A1+

Key Developments

Board of Directors approve strategic investment in Romakk Chemicals Private Limited (Romakk)

- Rossari announced that its Board of Directors has resolved to make a strategic investment by acquiring and/or subscribing to equity shares equivalent to 50.10% of the issued and paid-up share capital of Romakk for an aggregate consideration of Rs. 75.10 million

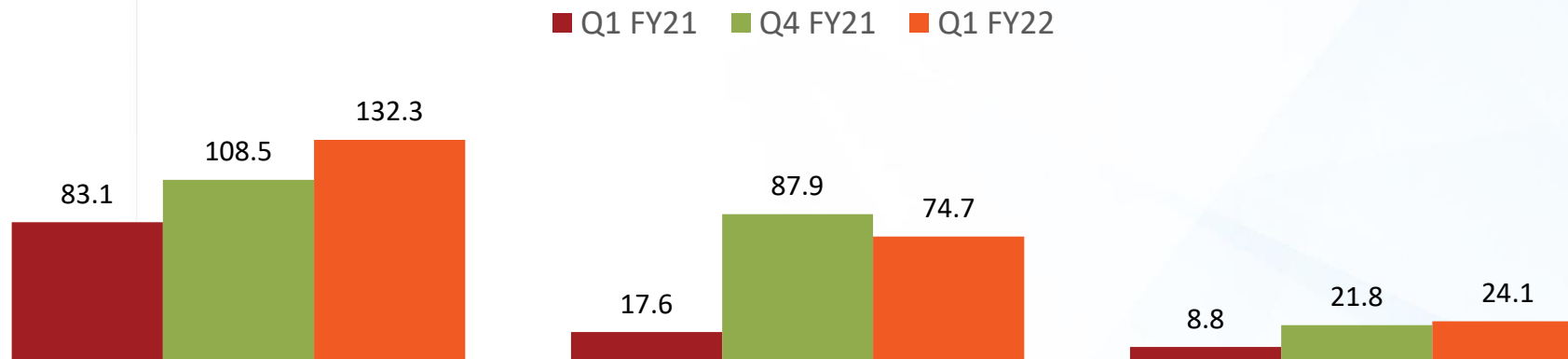
Abridged P&L Statement - Consolidated

Particulars (Rs. crore)	Q1 FY22	Q1 FY21	Y-o-Y Change (%)
Revenues from Operations	231.11	109.47	111.12%
Total Expenditure			
• COGS	159.77	63.75	150.61%
• Employee benefits expense	11.58	7.36	57.43%
• Other expenses	22.64	14.61	54.94%
EBITDA	37.12	23.75	56.33%
EBITDA Margin (%)	16.06%	21.69%	25.95%
Other Income	3.07	1.60	92.06%
Finance Costs	0.67	1.14	-41.16%
Depreciation and Amortization	6.32	3.83	65.20%
PBT	33.20	20.38	59.86%
Share of profit /(loss) of joint venture	-	0.38	
Tax expense	8.70	5.27	64.02%
PAT	24.5	15.49	58.44%
PAT Margin (%)	10.6%	14.2%	24.95%
EPS Diluted (Rs.)	4.49*	3.14*	13.59%

* Not annualized

Q1 FY22 - Segment-wise Details

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



	HPPC	TSC	AHN
Shift (Y-o-Y) %	59.26%	324.24%	173.86%
Shift (Q-o-Q) %	21.93%	-15.05%	10.63%

Key Highlights:

- The HPPC and AHN business segments recorded robust growth, both on a Y-o-Y and on a Q-o-Q basis
- While broader operating constraints due to the lockdowns restrictions in the months of April and May moderated growth of the TSC business sequentially, the Company is seeing healthy recovery in sales from June onwards
- TSC and AHN business segments delivered higher Y-o-Y growth rates on account of a lower base in the corresponding period last year

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

Q1 FY22 - Financial and Operational Discussions (Y-o-Y)

Net Revenues

Q1 FY22 Revenues from operations stood at Rs. 231.11 crore, higher by 111.12% YoY

- Performance driven by strong growth recorded across all three business lines
 - HPPC reported strong sales led by improved momentum in anti-viral and hygiene portfolio sales during the quarter. In addition, new product launches and seeding of new business lines further assisted growth
 - Company is seeing normalization in demand and inquiries across its TSC business following easing of restrictions in June
 - AHN business saw improved consumption during the quarter
- Revenue contribution from the HPPC segment stood at 57.3%, followed by TSC and AHN at 32.3% and 10.4%, respectively in Q1 FY22

EBITDA

Q1 FY22 EBITDA at Rs. 37.11 crore, with EBITDA Margins at 16.06%

- Despite pricing pressures across key raw materials, the Company was able to manage the raw material situation efficiently on back of its prudent raw material sourcing strategy

PAT

Q1 FY22 PAT stood at Rs. 24.54 crore, up 10.62% YoY

- Depreciation was slightly higher owing to capitalization of Dahej facility during Q1 FY22. As the new facility starts contributing to performance, going forward, the Company expects additional charge to be absorbed efficiently



Annexure

Q1 FY22 Earnings Conference Call

Time • 05:00 p.m. IST on Monday, August 2, 2021

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

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International Toll-Free Number

- Hong Kong: 800 964 448
- Singapore: 800 101 2045
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- 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 2 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