

August 07, 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: Q1 & FY23 Earnings Presentation

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

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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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CIN: L24100MH2009PLC194818



Rossari Biotech Limited

Q1 FY23

Results Presentation

August 06, 2022



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.

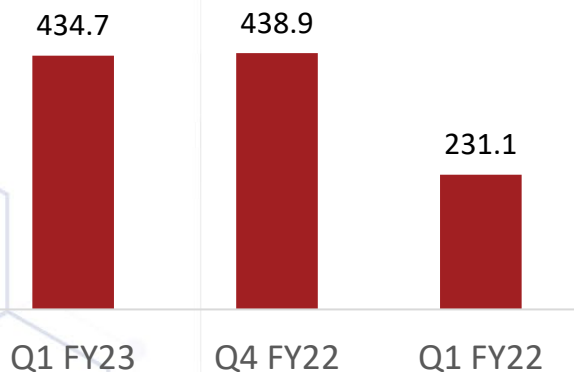




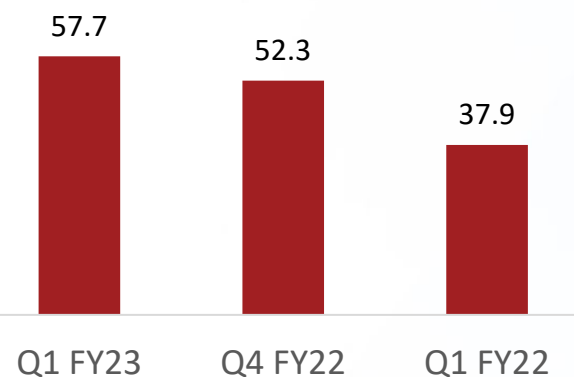
Q1 FY23 Results Overview

Q1 FY23 – Key Financial Highlights

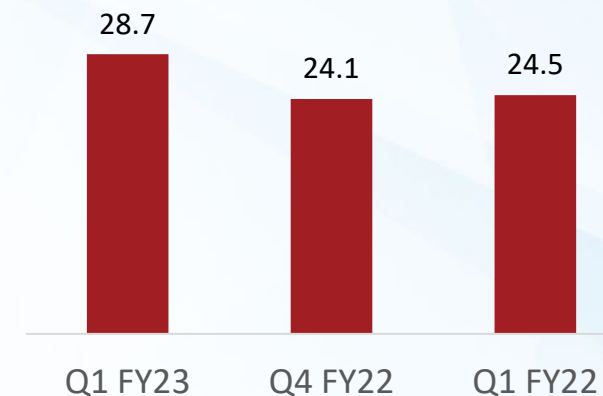
**Revenue from Operations
(Rs. crore)**



**EBITDA
(Rs. crore)**



**PAT
(Rs. crore)**



Shift % (Y-o-Y)	88%	52%	17%
Shift % (Q-o-Q)	-1%	10%	19%

Margins (%)	13.3%	11.9%	16.4%	6.6%	5.5%	10.6%
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Note: 1) All figures, unless mentioned otherwise, are on a consolidated basis.

2) 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, results for the quarter ended 30th June, 2022 and quarter and year ended 31st March, 2022 includes results of Unitop and Tristar for the relevant periods, as applicable and hence the results for current quarter and quarter ended 30th June, 2021 (corresponding quarter) 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 subdued demand macro-environment. On a standalone basis, we marked growth of 15% on Y-o-Y basis. Our acquired businesses, Unitop, Tristar, and Romakk Chemicals, too, delivered improved performance in the quarter. Overall, on a consolidated basis, our total revenue from operations stood at Rs. 435 crores.

On the profitability front, we delivered healthy margins during the quarter backed by price increases and softening of raw material prices. Our gross margins grew by 246 bps and EBITDA margins grew by 136 bps Q-o-Q. Currently, we are witnessing signs of tapering of key input prices as well as stabilising supply chains. A normalised operating environment, along with our cost optimisation initiatives should enable us to improve margins, going ahead.

In the past many years, we have seeded multiple new business lines with an emphasis towards sustainability and environment-friendliness. These product niches have been well appreciated by our customers and we have seen this reflect in the growth of our overall customer base. Our endeavour is to further amplify our leadership position and strengthen foothold across product categories.

There is ample growth potential for all our business verticals and acquired businesses in both the domestic and international markets and we are optimistic of tapping upon these opportunities, going forward. In a stabilised environment, we look forward to delivering strong and sustainable growth across verticals.

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.”

Abridged P&L Statement - Consolidated

Particulars (Rs. crore)	Q1 FY23	Q4 FY22	Q-o-Q Change (%)	FY22
Revenues from Operations	434.71	438.93	-1%	1,482.97
Total Expenditure				
• COGS	310.61	324.40	-4%	1,105.04
• Employee benefits expense	23.52	22.21	6%	67.93
• Other expenses	42.85	40.01	7%	126.56
EBITDA	57.73	52.31	10%	183.44
EBITDA Margin (%)	13.28%	11.92%	136 bps	12.37%
Other Income	0.74	1.97	-62%	12.00
Finance Costs	5.08	4.80	6%	12.66
Depreciation and Amortization	15.32	16.54	-7%	48.05
PBT	38.07	32.94	16%	134.73
Share of profit /(loss) of associate	0.62	1.33	-53%	1.55
Tax expense	10.01	10.19	-2%	38.58
PAT	28.68	24.08	19%	97.70
PAT Margin (%)	6.60%	5.49%	111 bps	6.59%
EPS Diluted (Rs.)	5.18	4.35	19%	17.70

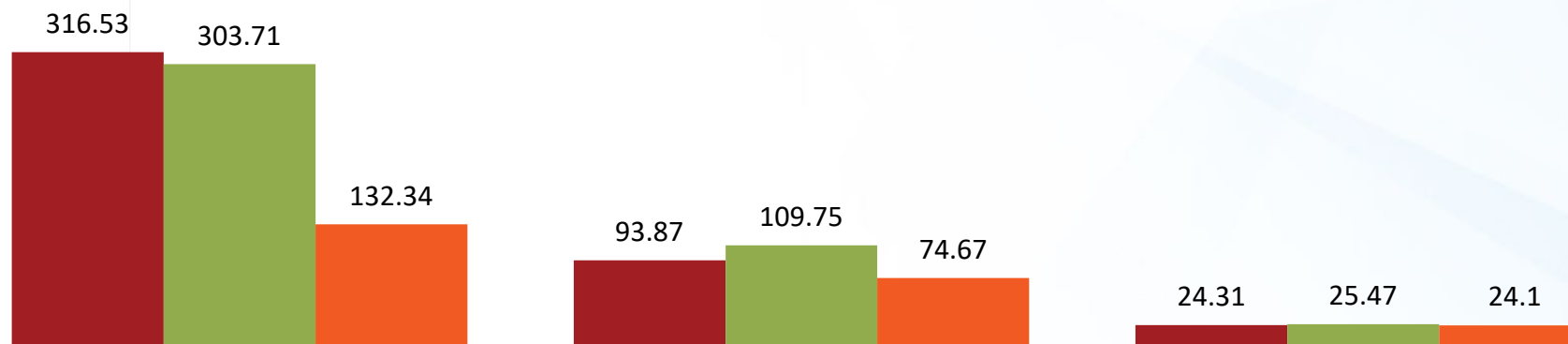
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Q1 FY23 - Segment-wise Details

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

■ Q1 FY23 ■ Q4 FY22 ■ Q1 FY22



	HPPC	TSC	AHN
Shift (Y-o-Y) %	139%	26%	1%
Shift (Q-o-Q) %	4%	-14%	-5%

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 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, results for the quarter ended 30th June, 2022 and quarter and year ended 31st March, 2022 includes results of Unitop and Tristar from the date of acquisition till 30th June, 2022 and hence the results for current quarter and quarter ended 30th June, 2021 (corresponding quarter) are not comparable with the previous periods.

Q1 FY23 - Financial and Operational Discussions (Q-o-Q)

Net Revenues

Q1 FY23 Revenues from operations stood at Rs. 434.71 crores

- The Company delivered steady performance across all its organic business verticals despite a subdued demand environment
 - On a standalone level, Rossari registered organic growth of 15 % YoY
- The acquired companies namely Unitop, Tristar and Romakk Chemicals delivered strong revenue growth, which aided performance
- Revenue contribution from the HPPC segment stood at 73%, followed by TSC and AHN at 22% and 6%

EBITDA

Q1 FY23 EBITDA at Rs. 57.73 crores, with EBITDA Margins at 13.3%

- Margins performance saw a healthy sequential growth as the raw material situation is seeing early signs of easing. In addition, calibrated price hikes further supported margin growth in the quarter
- Going forward, in a normalized RM environment, Company remains positive on margin improvement

PAT

Q1 FY23 PAT stood at Rs. 28.68 crores, at 6.6 %

- Improved margins resulted in growth in PAT

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Company Overview

Rossari – At a Glance

Technocrat promoters with

45+

cumulative years of experience in the specialty chemicals industry



8*

Manufacturing facilities



354,100*

MTPA Capacity Installed



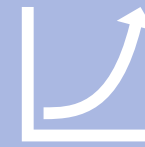
4*

R&D Facilities



57%

Revenue CAGR % (FY19-22)



22%

PAT CAGR % (FY19-22)



Rossari – A Specialty-Chemical manufacturer providing intelligent and sustainable chemical solutions for customers across industries

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



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

Asset-light approach enables healthy return ratios

Strategic Growth Levers

Augmenting product portfolio with enhanced emphasis on green solutions

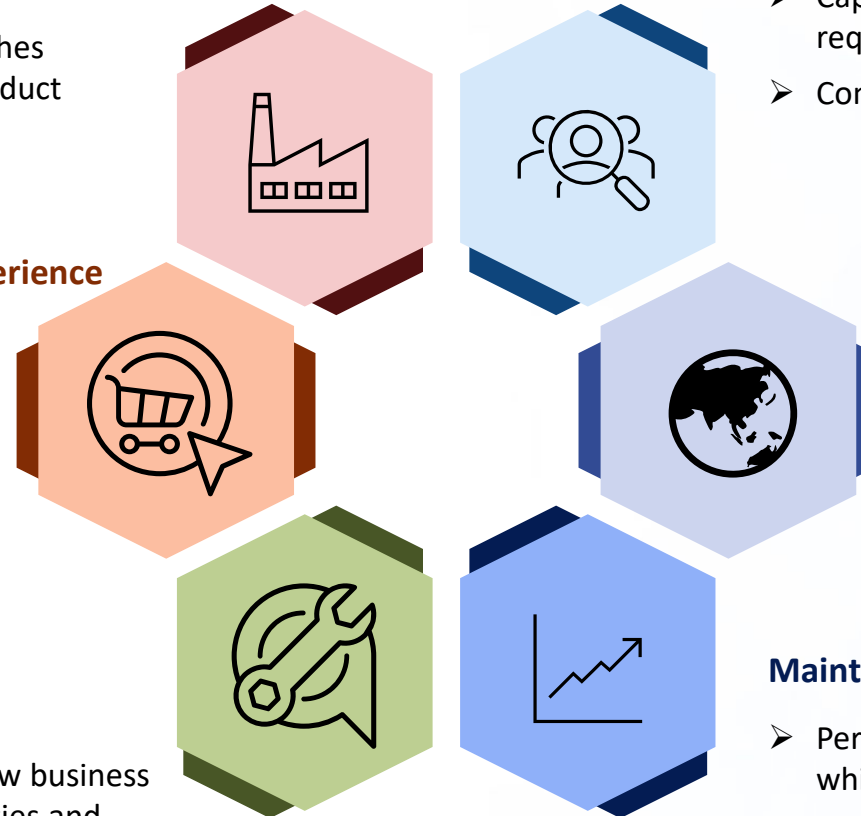
- Identifying and developing new niches in product offerings by leveraging R&D capabilities
- Strong upcoming pipeline of new product launches centered on customer requirements, higher product excellence and process sustainability

Innovation-backed solutions to enrich customer experience

- Strengthen innovation platform to deliver differentiated offerings and provide unique product value
- Combining consumer insights and strong market research to provide solutions with shorter lead times

Seeding new business lines

- Evaluating opportunities to introduce new business lines based on existing business capabilities and technical know-how
- New businesses to drive the next leg of growth



Increase wallet share across existing customer base while also tapping new customer segments

- Capitalize on cross-selling opportunities & address sourcing requirements of MNC customers
- Consolidate position as a preferred supplier for customers

Inorganic growth through strategic value-accretive acquisitions

- Expanding presence into newer categories of specialty chemical segments and personal care, strengthen market reach and broaden product portfolio
- Driving economies of scale and market consolidation

Maintain financial discipline

- Performance-focused and high growth-driven while maintaining strong financial discipline
- Prudent management of cash and financial resources at all times

Recent Inorganic Initiatives

Executed two synergistic acquisitions and one strategic investment in FY 2022 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 with a total capacity of 86,000 MTPA

Professionally-managed, well-experienced and competent talent pool to build progressive future

Key Financials: FY22 revenues stood at Rs. 454 crore, with EBITDA at Rs. 69 crore and PAT at 61 crore; Zero Net debt

Tristar Intermediates

Prominent player in the field of Preservatives, Aroma Chemicals, and Home & Personal Care Additives

Expanded product portfolio in Personal Care segment to facilitate cross-selling opportunities

Preferred supplier to various reputed companies and MNCs across India, Europe, USA and Far East countries

High-tech distillation manufacturing facilities at Sarigam, Gujarat with a total capacity of 15,000 MTPA

In FY2022, revenues stood at Rs. 165 crore, with EBITDA at Rs. 18 crore and PAT at Rs. 11 crore

Romakk Chemicals

Primarily engaged in the business of manufacturing silicone oils

Strategic investment to strengthen Rossari's presence in Home and Personal Care segment

Exciting portfolio of products focused on the Home and Personal care industry

Key Synergies from Recent 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

Focus on Green & Sustainable Chemical Solutions



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



Annexure

Q1 FY23 Earnings Conference Call

Time • 11:00 a.m. IST on Tuesday, August 09, 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:



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
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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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Thank you