

April 30, 2023

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| DCS-CRD BSE Limited First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001 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.: Q4 & FY23 Press Release

Please find enclosed a copy of the Press Release for the Quarter and Financial Year ended March 31, 2023.

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

Thanking you,

Yours Sincerely,
For Rossari Biotech Limited

PARUL GUPTA Digitally signed
by PARUL GUPTA
Date: 2023.04.30
15:53:25 +05'30'



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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: Plot No. D3/2/43, 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 Limited

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

Rossari Biotech announces Q4 & FY23 results.

| <u>Q4 FY23</u> | <u>FY23</u> |
|---|---|
| Revenue stood at Rs. 406.5 Cr EBITDA at Rs. 54.6 Cr PAT at Rs.29.0 Cr | Revenue at Rs. 1655.9 Cr EBITDA stood at Rs. 223.0 Cr PAT at Rs. 107.3 Cr |

Mumbai, April 29, 2023: Rossari Biotech Limited (Rossari), a Specialty-Chemicals manufacturer providing intelligent and sustainable solutions for customers across industries, has announced its financial results for the quarter and full year ended 31st March 2023.

Consolidated: Q4 FY23 performance overview compared with Q3 FY23

- Revenue from operations stood at Rs. 406.5 crore as against Rs. 389.3 crore
- EBITDA at Rs. 54.6 crore as against Rs. 54.2 crore
 - EBITDA margin at 13.4% as against 13.9%
- PAT stood at Rs. 29.0 crore as against Rs. 25.7 crore
- EPS (Diluted) stood at Rs.5.2* as against Rs. 4.6*

Consolidated: FY23 performance overview compared with FY22

- Revenue from operations stood at Rs. 1655.9 crore as against Rs. 1483.0 crore
- EBITDA at Rs. 223.0 crore as against Rs. 183.4 crore
 - EBITDA margin at 13.5% as against 12.5%
- PAT stood at Rs.107.3 crore as against Rs. 97.7 crore
- EPS (Diluted) stood at Rs.19.4 as against Rs. 17.7

Standalone: Q4 FY23 performance overview compared with Q3 FY23

- Revenue from operations stood at Rs. 263.6 crore as against Rs. 236.9 crore
- EBITDA at Rs. 35.8 crore as against Rs. 31.9 crore
 - EBITDA margin at 13.6% as against 13.5%
- PAT stood at Rs. 23.1 crore as against Rs. 17.5 crore
- EPS (Diluted) stood at Rs. 4.2 as against Rs. 3.2 *

Note:

- 1) *All figures, unless mentioned otherwise, are on a consolidated basis*
- 2) ** EPS not annualized*
- 3) *Rossari completed the acquisition of Unitop Chemicals Private Limited (Unitop) and Tristar Intermediates Private Limited (Tristar) on 26th August, 2021 and 30th August, 2021 respectively. Accordingly, the results for the current year and full year ended 31st March, 2022 are not comparable.*

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

“We are pleased to close the year on a steady note, with revenues increasing by 4.4% on a Q-o-Q basis. While we faced several macro and operational challenges during the year, we believe, we have effectively addressed them and are now positioned to deliver consistent growth going forward. With a focus on cost management, better margin products, and moderation in raw material costs, we were able to improve our Gross and EBITDA margins throughout the year, reaching 29.3% and 13.5%, respectively, as at year ended FY23.

Both our acquisitions Unitop Chemicals Private Limited and Tristar Intermediates Private Limited have added significant value to our portfolio by expanding our market reach, R&D capabilities, operations, business development and product offerings. We have already experienced significant benefits from the synergies between these companies and our existing business units, impact of which will be further visible over the next few years.

The specialty chemicals industry in India is poised for significant growth in the coming years, driven by an increasing demand for specialized chemicals in various end-use industries and the shift towards sustainability. Overall, our strong financial position, strengthened product portfolio, fungible manufacturing facilities, our focus on constant innovation and green solutions and other inherent strengths, provide a solid foundation for us to create a healthier and more sustainable future. We remain committed to delivering long-term value to our stakeholders while maintaining our market position as a top provider of intelligent and

sustainable solutions. As we continue to evolve and innovate, we remain optimistic about our ability to capitalize on emerging opportunities in the market.

Overall our financial position remains strong. Even after undertaking organic and inorganic expansion over the last few years, our balance sheet profile is healthy . As on March 31 2023, we continue to be net cash positive with net cash of Rs. 77 crores."

Key Developments:

Successfully acquired the final tranche of Tristar Intermediates

- Completed acquisition of an additional 16% stake in Tristar Intermediates (Tristar) on 12th April 2023. Rossari now holds 100% in the company.
 - Acquired remaining stake through internal accruals
- In July 2021, the Board of Directors of Rossari approved the acquisition of Tristar in three tranches. The total enterprise value of the transaction was Rs. 108 crore.
- Tristar 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
- In FY2023, Tristar's revenues stood at Rs. 209.0 crore, with EBITDA at Rs. 17.7 crore and PAT at Rs. 10.3 crore

Announces annual dividend of Re. 0.50/- per share

- For FY 2022-23, 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:

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 more information, please visit www.rossari.com OR contact:

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DISCLAIMER:

Certain statements and opinions with respect to the anticipated future performance of Rossari Biotech Limited in the press release ("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 press release is provided to the recipient and Rossari Biotech Limited 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 press release or that this press release is suitable for the recipient's purposes. The delivery of this press release does not imply that the information herein is correct as at any time subsequent to the date hereof and Rossari Biotech Limited 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.