

July 20, 2025

DCS-CRD BSE Limited First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400001 Fax No.2272 3121/2037/2039 Stock Code: 543213	Listing Compliance National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No. C/1, 'G' Block, Bandra- Kurla Complex Bandra East Mumbai 400051 Fax No.2659 8237/8238 Stock Code: ROSSARI
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Dear Sir/Madam,

Subject: Q1 FY26 Earnings Presentation

Please find enclosed a copy of the Earnings Presentation for the Quarter ended June 30, 2025.

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

Thanking you,

Yours Sincerely,
For Rossari Biotech Limited



Parul Gupta
Head - Company Secretary & Legal
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
: Plot No. D3/24/3, 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

Q1 FY26 RESULTS
PRESENTATION

July 19, 2025



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1

Q1 FY26 Results Overview

2

Company Overview

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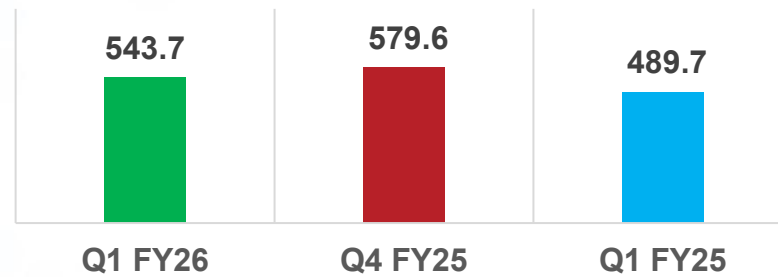
Annexure



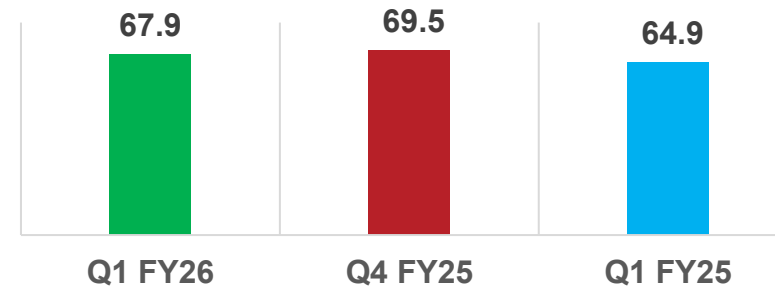
Q1 FY26 – Key Financial Highlights

Steady Quarterly Performance

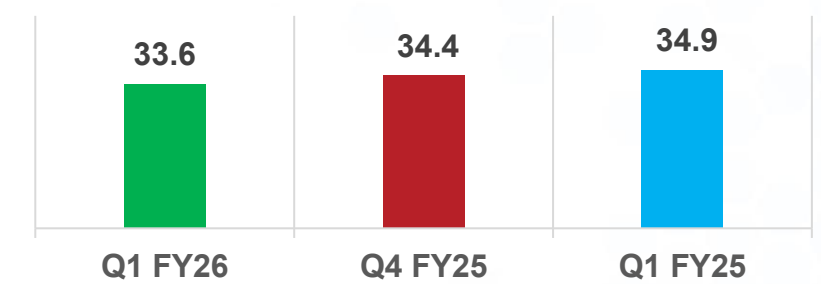
Revenue from Operations (Rs. cr)



EBITDA (Rs. cr)



PAT (Rs. cr)



Shift % (Y-o-Y)	11%	5%			-4%%		
Shift % (Q-o-Q)	-6%	-2%			-2%%		
Margins (%)		12.5%	12.0%	13.3%	6.2%	5.9%	7.1%

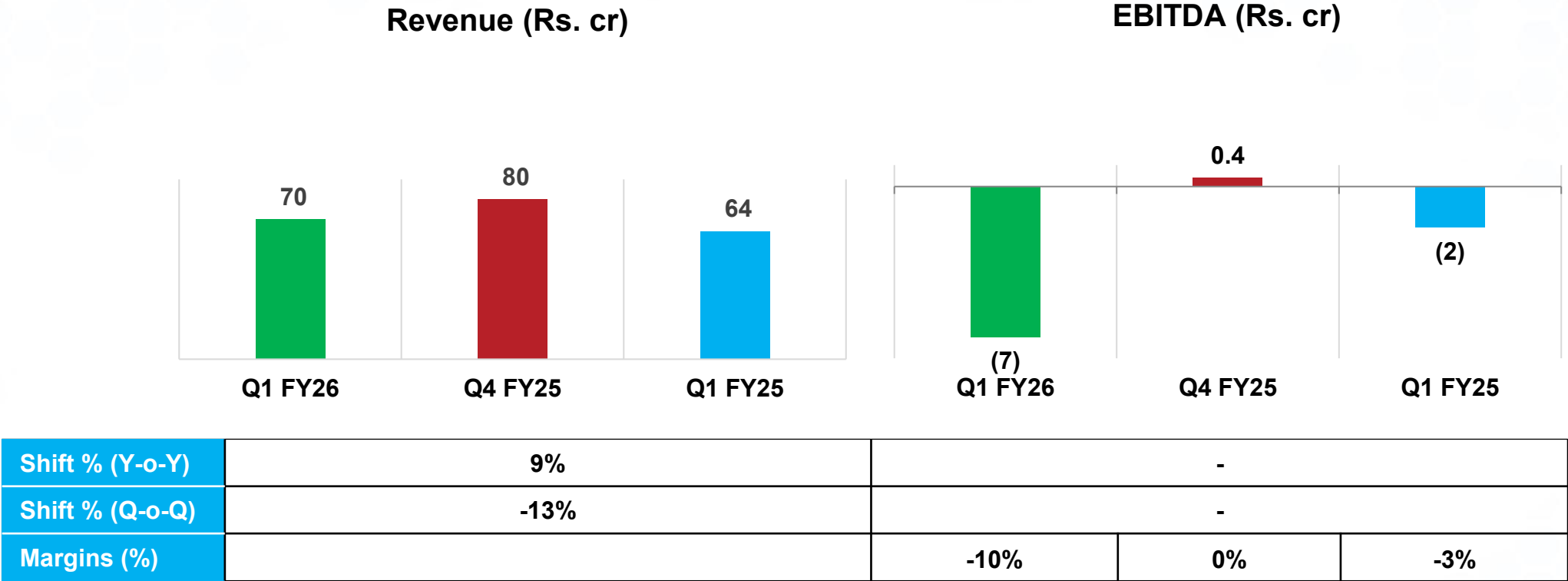
Business Sector contribution

Q1 FY26



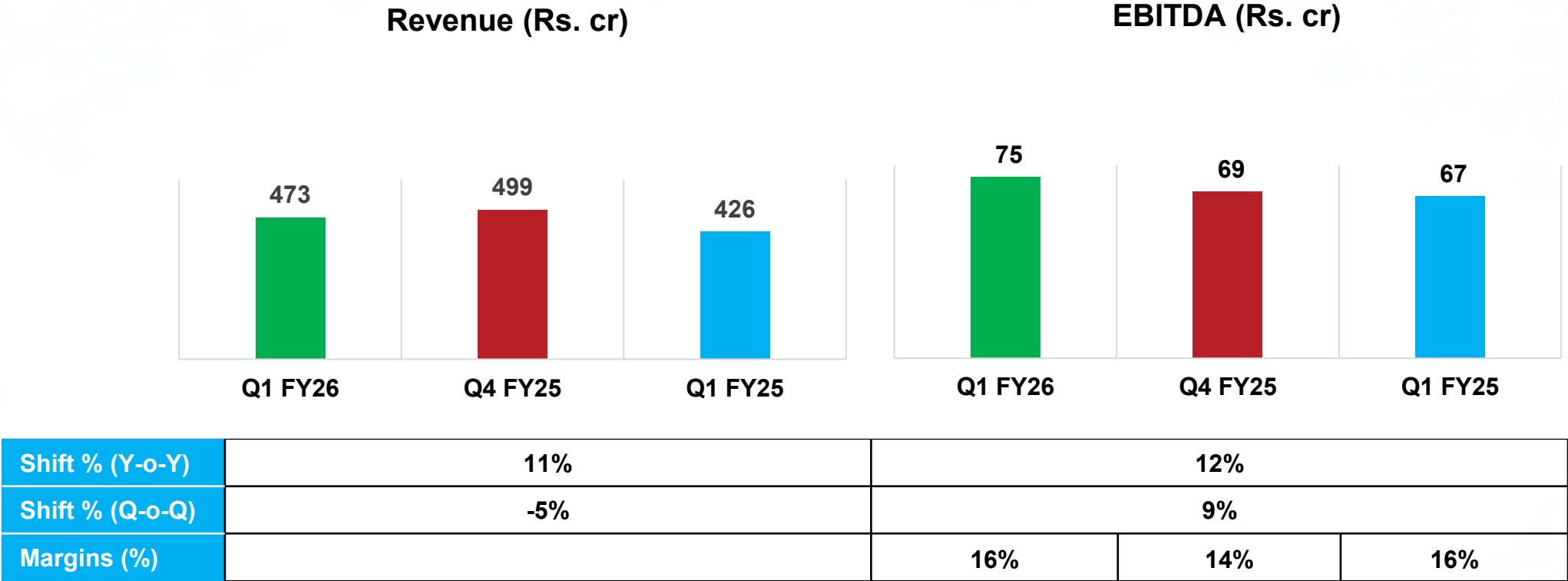
Note: 1) All figures, unless mentioned otherwise, are on a consolidated basis.

Institutional and B2C Performance – Incubating Future Growth Verticals in Health & Hygiene



- Institutional and B2C businesses remain soft during the quarter having 9% YoY revenue growth in Q1 FY26, reaching Rs. 70 crore
- On an annual basis, these businesses are expected to demonstrate healthy growth, with a focus on scaling platforms and strengthening market presence for long-term profitability
- Long gestation period is needed to build consumer trust and brand presence in this vertical, which holds significant long-term potential

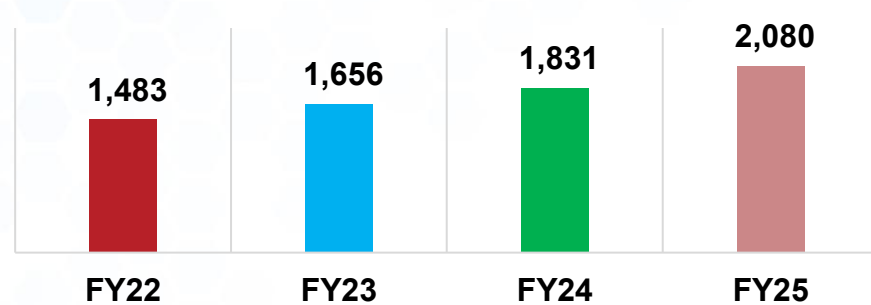
Consolidated Performance excluding Institutional and B2C Businesses



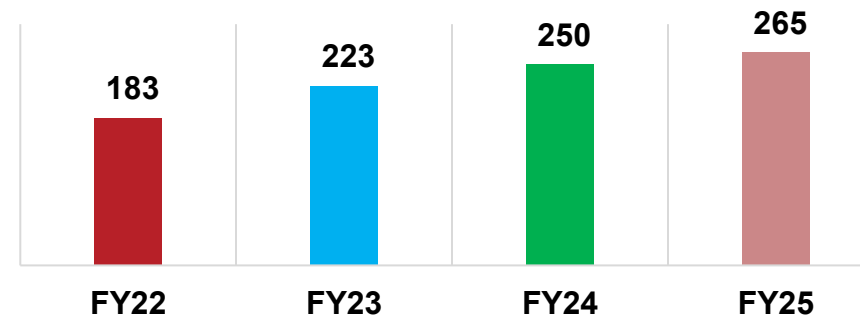
- Core segments delivered resilient performance despite a challenging operating environment
- Adjusted for Institutional and B2C businesses, the consolidated EBITDA margin remained healthy at ~16% in Q1 FY26, reflecting strong fundamentals in the base business

Past Financial Performance Snapshot

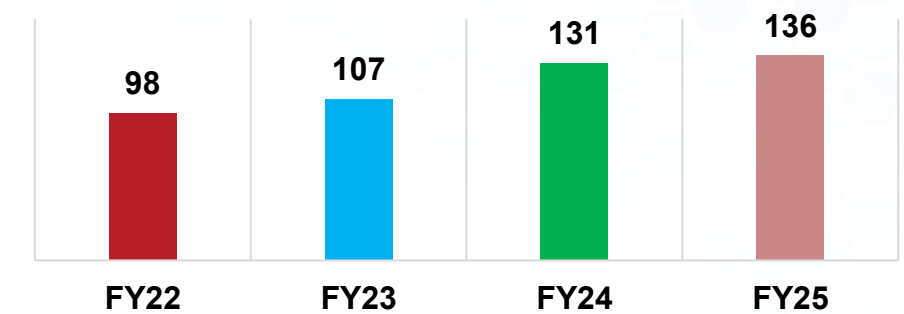
Revenue (Rs. cr)
CAGR – 12%



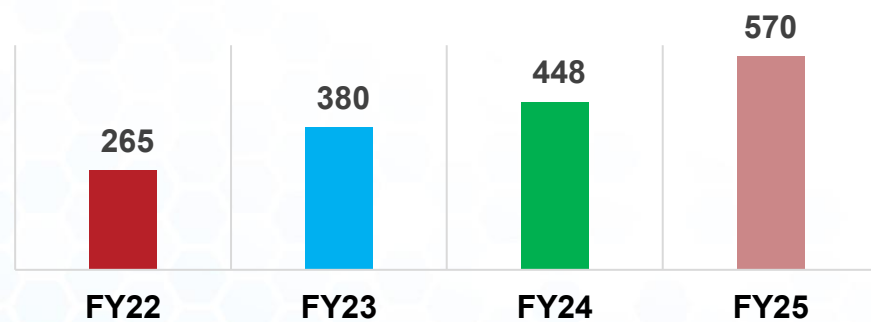
EBITDA (Rs. cr)
CAGR – 13%



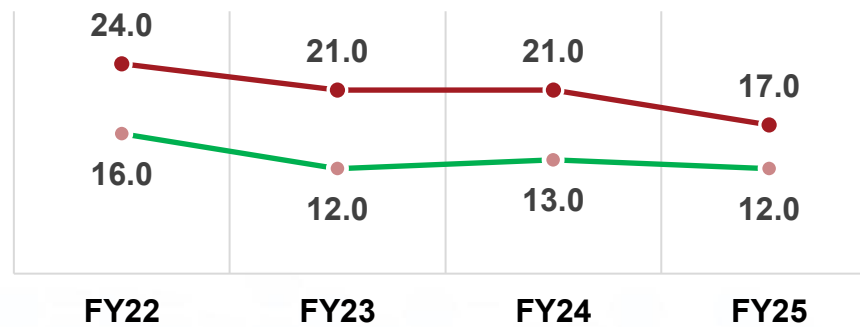
PAT (Rs. cr)
CAGR – 12%



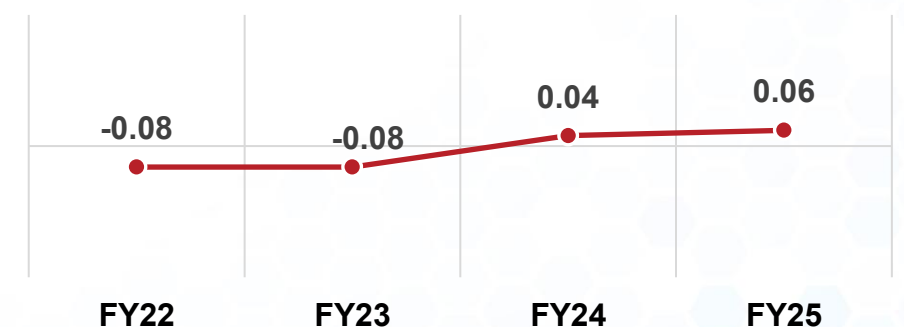
Exports (Rs. cr)
CAGR – 29%



— ROE (%) — ROCE (%)



Net Debt to Equity (x)



- Consistent growth trajectory over the past four years, driven by both organic and inorganic growth strategies
- While near-term investments and strategic initiatives have led to a moderation in ROCE and ROE, the balance sheet position remains strong. The Company is confident of reporting improved return metrics in the future as these investments start yielding results



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

“We delivered a steady performance in Q1 FY26, with topline growth driven by strong momentum in our HPPC and AHN segments. Despite a challenging and evolving operating environment, our core businesses continued to demonstrate resilience. Though our export business was lower compared to the last quarter, it has shown healthy growth over the last year. While overall growth remained healthy, we are confident that our continued efficiency initiatives and focused efforts on optimising the product mix will continue to drive growth over the coming quarters.

The HPPC and AHN divisions achieved a healthy growth of 16% and 12% respectively, reflecting the dedicated efforts of our team in a challenging operating environment. We continue to expand our customer base which is significantly contributing to our growth story. The HPPC segment remained the primary growth driver, supported by deeper market penetration and traction across agrochemicals, personal care, institutional and consumer business.

Our ongoing capacity expansion projects across verticals are progressing in a phased manner, with commissioning scheduled over the coming quarters. These strategic investments are aimed at enhancing manufacturing capabilities, improve supply chain agility, and strengthen our responsiveness to high-growth sectors such as personal care, agrochemicals, oil & gas and pharma. We believe these expansions will play a pivotal role in unlocking meaningful value and driving the next phase of our growth journey.

Looking ahead, we remain committed to execution excellence, customer-led innovation, and sustainable value creation. Supported by a robust balance sheet, a strong R&D foundation, and our ongoing capacity expansion initiatives, we are well-positioned to navigate near-term challenges and deliver consistent, profitable growth for all stakeholders.”



Key Developments

Update on Capacity Expansion Projects

- Ongoing expansions across the group are progressing in a phased manner, with commissioning over the next few quarters
- Projects aimed at enhancing manufacturing capabilities, improving supply chain agility, and strengthening presence across high-growth sectors
- Expected to drive growth from FY27 onwards as utilisation levels ramp up



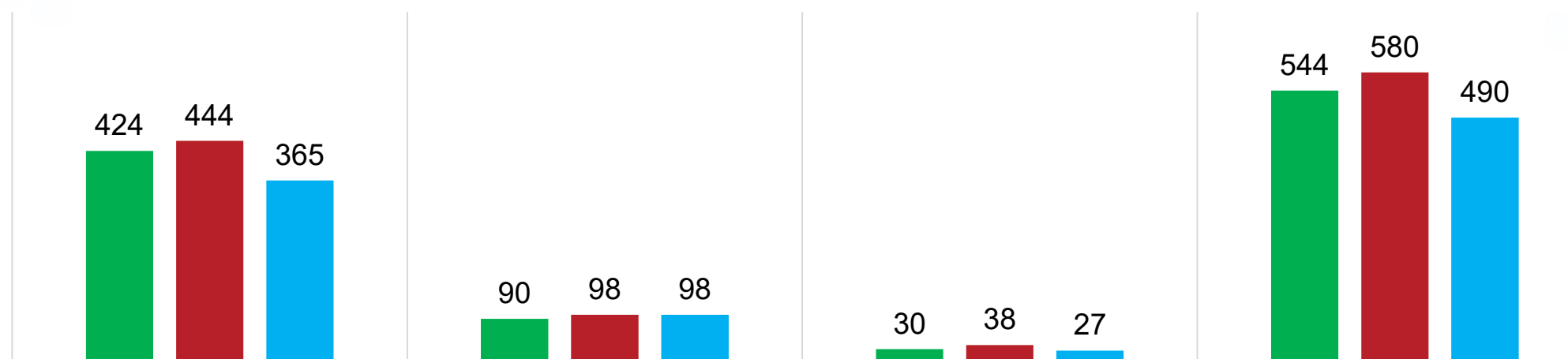
Abridged P&L Statement - Consolidated

Particulars (Rs. cr)	Q1 FY26	Q1 FY25	Y-o-Y	FY25	FY24	Y-o-Y
Revenues from Operations	543.7	489.7	11.0%	2,080.3	1,830.6	13.6%
Total Expenditure						
COGS	371.3	341.0	8.9%	1,433.3	1,293.5	10.8%
Employee benefits expense	37.5	28.6	31.1%	132.3	103.1	28.3%
Other expenses	67.0	55.2	21.4%	249.6	184.2	35.5%
EBITDA	67.9	64.9	4.6%	265.1	249.8	6.1%
EBITDA Margin (%)	12.5%	13.3%	(80) Bps	12.7%	13.6%	(90) bps
Other Income	1.2	0.9	33.3%	4.0	7.4	-45.9%
Finance Costs	5.8	3.6	61.1%	17.8	19.4	-8.2%
Depreciation and Amortization	17.7	15.4	14.9%	67.1	60.4	11.1%
Share of profit/(loss) of joint venture and associate	0.5	0.2	-	1.0	0.2	-
PBT	46.1	47.0	-1.9%	185.2	177.6	4.3%
Tax expense	12.5	12.1	3.3%	48.8	46.9	-
PAT	33.6	34.9	-3.7%	136.4	130.7	4.4%
PAT Margin (%)	6.2%	7.1%	(90) Bps	6.6%	7.1%	(50) bps
EPS Diluted (Rs.)	6.1	6.3		24.6	23.6	

Segment-wise Operating Performance

Quarterly Revenue Break-up (Rs. cr)

■ Q1 FY26 ■ Q4 FY25 ■ Q1 FY25



	HPPC	TSC	AHN	TOTAL
Shift (Y-o-Y) %	16%	-8%	11%	11%
Shift (Q-o-Q) %	-5%	-8%	-21%	-6%

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)

COMPANY OVERVIEW



Rossari – At a Glance



Technocrat promoters with

45+

cumulative years of experience in the specialty chemicals industry



7*

Manufacturing facilities



332,100* MTPA

Capacity Installed



4*

R&D Facilities



26%

Revenue CAGR % (FY19-25)



20%

PAT CAGR % (FY19-25)

Rossari is a Specialty-Chemical manufacturer providing intelligent and sustainable chemical solutions for customers across industries

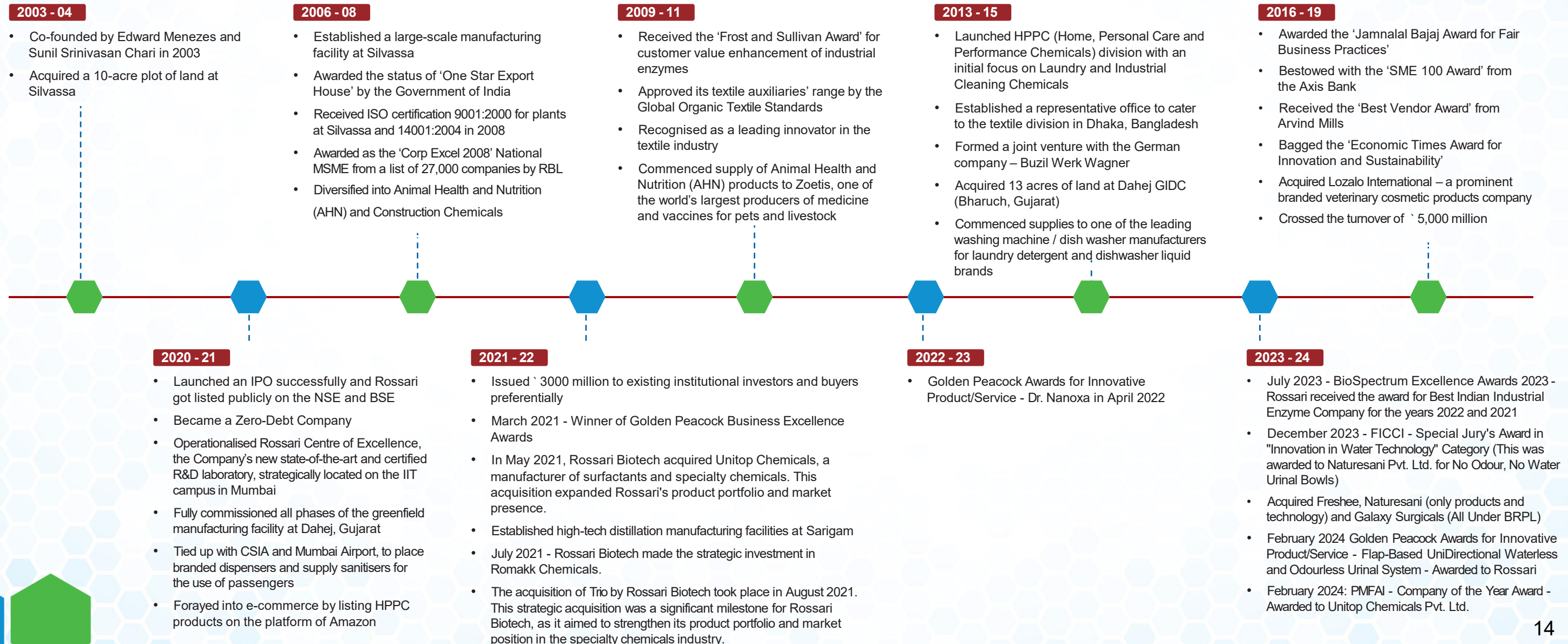
* Including production capacities and R&D facilities of Unitop Chemicals & Tristar Intermediates



A 25-Year Journey of Transformation

Delivering Value and Maintaining Synergy Along the Way

Looking back in time Our Company was initially incorporated as 'Rossari Labtech' in March, 2003, as a partnership firm. In the same year, in December, the name of the partnership firm was changed to 'Rossari Biotech' and the firm was further converted into a joint stock company in August, 2009, as 'Rossari Biotech Limited'. Today, the Company is a pioneer in the Indian specialty chemicals market, and is recognised as a reputable brand within this industry.



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

1

Increasingly tapping new segments across domestic and international markets

2

Building direct touch-points with several clients

3

Growing client base of over 1,000 customers both India and International

4

Company's focus towards demand generation Distributors' focus towards demand servicing

5

Widening distribution network to drive reach

6

Diversifying customer base to lower concentration risk



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

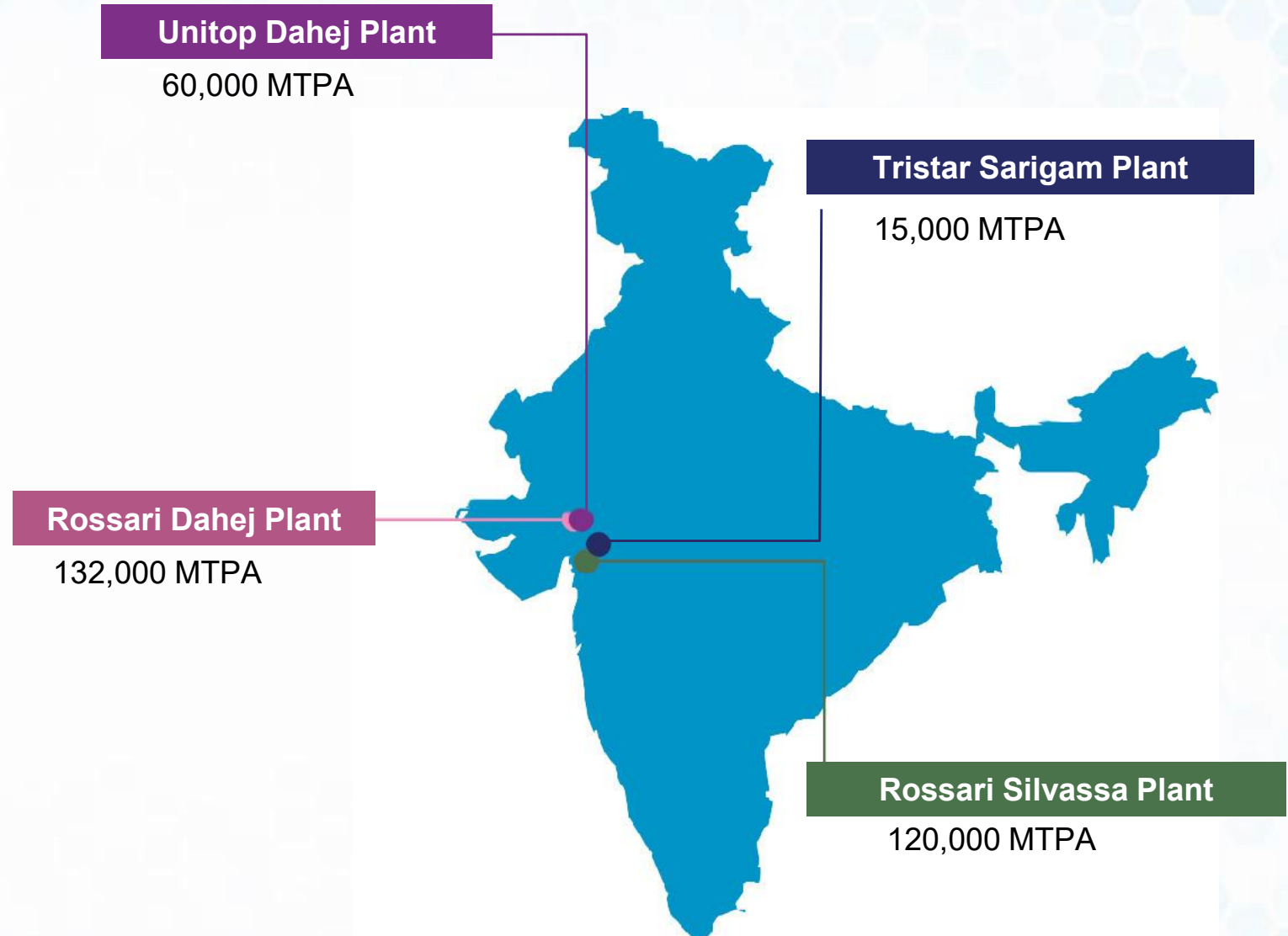
- Enjoys proximity to multi-cargo port of Dahej – providing cost & logistical advantage
- State-of-the-art facility, well-equipped with advanced technologies
- Designed on lean manufacturing principles
- Driving cost efficiencies and economies of scale

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

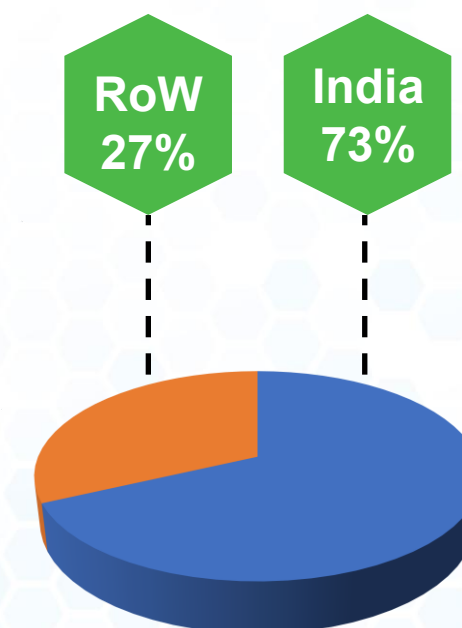
- 3 manufacturing units located in chemical zone at GIDC, Sarigam
- Leading manufacturer of preservatives, aroma chemicals, and home and personal care additives
- Access to High-tech distillation facilities



Asset-light approach enables healthy return ratios



EXPORT OPERATIONS IN 70+ COUNTRIES



Growth Drivers

01

Augmenting product portfolio

- Enhance emphasis on green/sustainable solutions
- Leverage R&D capabilities to develop new niches in product offerings
- Focus on customer requirements, product excellence, and process sustainability

02

Innovation and product development

- Strengthen innovation platform for differentiated offerings
- Combine consumer insights and market research for shorter lead times
- Enrich customer experience with innovation-backed solutions

03

Seeding new business lines

- Evaluate opportunities based on existing capabilities and technical know-how
- Diversify into new business lines for the next growth phase

04

Increasing wallet share and customer base

- Cross-sell and address sourcing requirements of MNC customers
- Tap into new customer segments
- Consolidate position as a preferred supplier

05

Inorganic growth through strategic acquisitions

- Expand presence in specialty chemical segments and personal care
- Strengthen market reach and broaden product portfolio
- Drive economies of scale and market consolidation

06

Maintaining financial discipline

- Performance-focused and high growth-driven approach
- Prudent management of cash and financial resources
- Strong financial discipline at all times



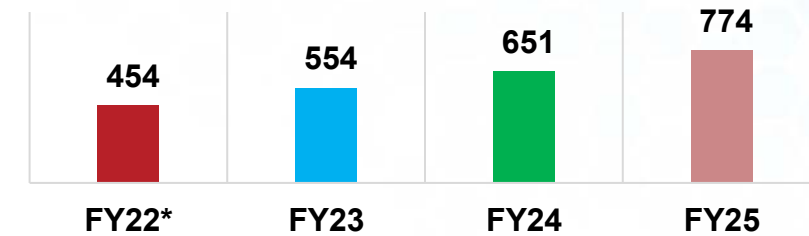
Update on Key Subsidiaries

Executed synergistic acquisitions in the past complementing the ethos of Rossari's business model



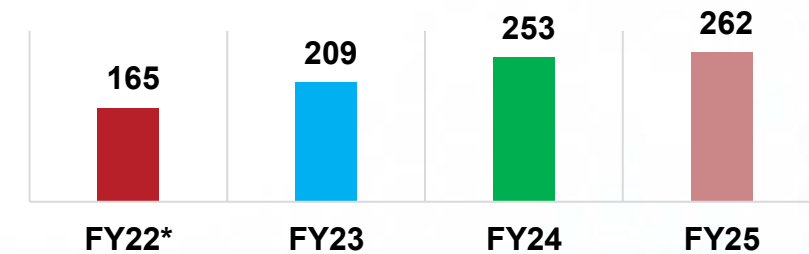
- Unitop solutions sold across 25+ countries
- Presence in high-potential Specialty chemical segments, such as Agrochemicals and Oil & Gas segments
- Operates three manufacturing sites in India

Revenue (Rs. crore)
CAGR – 19%



- Prominent player in the field of Preservatives, Aroma Chemicals, and Home & Personal Care
- Preferred supplier to various reputed companies and MNCs across India, Europe, USA and Far East countries
- High-tech distillation manufacturing facilities at Sarigam, Gujarat

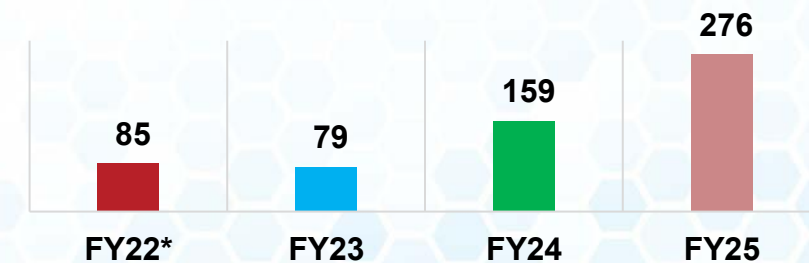
Revenue (Rs. crore)
CAGR – 17%



Buzil Rossari

- Key emerging player in the Institutional Cleaning industry
- Specialises in providing superior cleaning, hygiene and disinfection solutions to various institutions and consumers
- Harnessing our cutting-edge technology, deep expertise, and powerful network, in shaping the future of consumer health and hygiene

Revenue (Rs. crore)
CAGR – 48%



**Considering full-year figures*

Key Synergies from 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



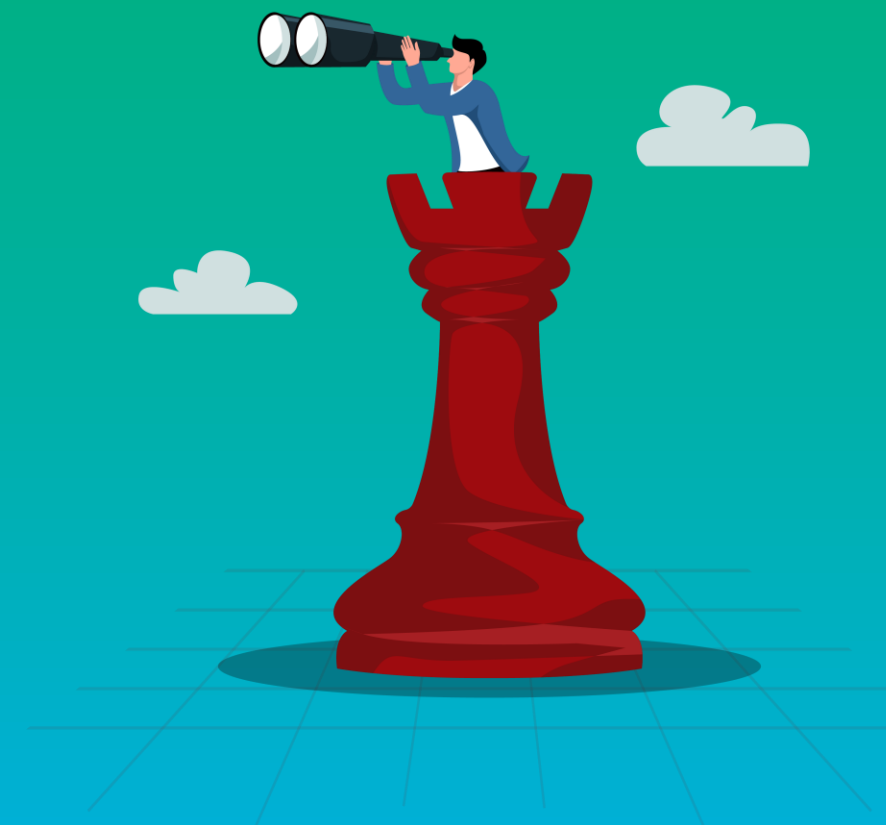
Pooling together of related technologies provides R&D edge



Inorganic investments within operational and financial discipline criteria outlined by Board



Opportunity	Outcomes
1. Expanding into New Business Lines • Leverage existing R&D capabilities and expertise in core chemistries to diversify into new product segments. • Explore opportunities in emerging markets like spin finish, technical textiles, and textile sizing. • Diversify product portfolio into the pet food sub-segment, capitalizing on the growing pet care industry. • Utilize intelligent chemistry principles to identify and develop innovative, sustainable products.	• Diversified revenue streams, reduced risk from dependence on core segments. • Increased market share and positioning in emerging product categories.
2. Strengthening International Presence • Expand distribution network and customer base in international markets. • Tap into the growing demand for specialty chemicals globally, particularly in developed markets. • Leverage the company's expertise in customized solutions and sustainable offerings to differentiate in new markets. • Explore strategic partnerships or acquisitions to establish a foothold in target international markets.	• Access to new customer segments and markets, driving revenue growth. • Enhanced brand recognition and reputation on a global scale.
3. Acquisitions and Strategic Partnerships • Strategic value-accretive acquisitions to expand presence in specialty chemical segments and personal care sectors. • Acquire companies with complementary product portfolios, technologies, or market reach. • Explore strategic partnerships or joint ventures to leverage synergies and accelerate growth. • Capitalize on inorganic growth opportunities to drive economies of scale and market consolidation.	• Rapid expansion into new markets, product lines, & technologies • Increased production capacities and economies of scale, leading to cost efficiencies.



Opportunity	Outcomes
4. Enhancing Sustainability and Green Initiatives - Invest in research and development of advanced sustainable chemical solutions. - Explore opportunities in emerging sectors like renewable energy, waste management, or water treatment. - Collaborate with academic institutions, research organizations, or industry partners to drive innovation in sustainable chemistry. - Leverage the company's commitment to sustainability as a competitive advantage and differentiator.	- Strengthened brand reputation as an environmentally responsible company. - Cost savings through eco-efficient processes and sustainable practices.
5. Digital Transformation - Implement digital technologies, automation, and data analytics across operations and supply chain. - Leverage technologies like IoT, AI, and advanced manufacturing to optimize processes and improve efficiency. - Develop digital platforms for customer engagement, product development, and innovation management. - Enhance data-driven decision-making and gain insights into customer preferences and market trends.	- Improved operational efficiency and reduced costs through automation and data analytics. - Enhanced customer experience and data-driven insights for product development.
6. Talent Acquisition and Capability Building - Attract and retain top talent in R&D, product development, and specialized areas of chemistry. - Invest in training and development programs to upskill the existing workforce. - Foster a culture of innovation, creativity, and continuous learning. - Collaborate with academic institutions and research organizations to access cutting-edge knowledge and expertise.	- Strengthened R&D capabilities and innovation potential. - Competitive advantage through a skilled and future-ready workforce.



Threats	Outcomes
1. Increasing Competition • Entry of new players or intensified competition from existing rivals in the specialty chemicals market. • Competition from low-cost producers, especially in international markets	• Drive for innovation and development of differentiated products • Improved operational efficiency and cost optimization.
2. Volatile Raw Material Prices • Fluctuations in the prices of raw materials used in chemical production • Impact on profit margins and overall profitability	• Diversification of raw material sources and supply chains • Investment in alternative or sustainable raw material sources
3. Regulatory Changes and Environmental Concerns • Stricter regulations related to chemical safety, environmental impact, and sustainability • Increased compliance costs and potential penalties for non-compliance	• Proactive adoption of sustainable practices and green chemistry initiatives • Strengthened reputation as an environmentally responsible company
4. Economic Downturns and Market Volatility • Reduced demand for specialty chemicals due to economic slowdowns or disruptions • Impact on sales, revenues, and profitability	• Diversification of customer base and geographic markets • Development of recession-proof or counter-cyclical product lines
5. Supply Chain Disruptions • Disruptions in the supply chain due to natural disasters, geopolitical tensions, or logistical challenges • Impact on production and timely delivery of products	• Implementing robust supply chain risk management strategies • Exploring alternative sourcing options and partnerships for critical raw materials
6. Cybersecurity Risks • Potential cyber-attacks, data breaches, or system failures • Impact on operations, intellectual property, and sensitive information	• Strengthening cybersecurity measures and data protection protocols • Investing in advanced security technologies and employee training



Focus on Green & Sustainable Chemical Solutions since Inception

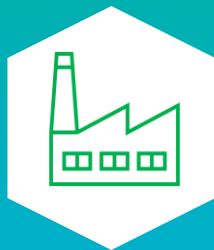
Aggressively embracing sustainability in business operations to accelerate growth



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



New Projects at the Dahej Plant



Corporate Social Responsibility

We at Rossari, recognize our role and responsibility to deliver superior and sustainable value to our customers, business partners, employees and communities. We have implemented various CSR initiatives with employee volunteers as well as in partnership with implementing agencies. Our initiatives are aimed towards upliftment of areas of rural development, women empowerment and livelihood opportunities, research and development for upliftment of society and skill development, childcare and healthcare facilities, water conservation and environment and disaster relief and rehabilitation



Experienced Promoters and Board of Directors

Founders & Promoters



Edward Menezes
Promoter & Executive Chairman
28+ years

- B. Sc. (chemistry major) from K. J. Somaiya College of Science, University of Bombay & B. Sc. (technology) in textile chemistry from UDCT, University of Bombay
- Master's degree in marketing management from Prin. L. N. Welingkar Institute of Management Development & Research, Mumbai
- Awarded 'UAA Distinguished Alumnus technology day award, 2013' by ICT (Formerly UDCT). Also awarded 'All India Industrialist of the Year 2021' award by the Federation of Industries of India by the 2022 Hurun India – Industry Achievement Award
- Previously associated with Clariant India



Sunil Chari
Promoter & Managing Director
23+ years

- B. A. from the Kakatiya University and a diploma in technical and applied chemistry from VJTI, Mumbai
- Over 23 years of experience in the speciality chemical industry and 12+ years of experience in different roles within the Company
- He has been actively involved in the day-to-day running of the Company

Independent Directors



Aseem Dhru

- Over 25 years of experience in the banking industry. He holds a bachelor's degree in commerce from H. L. Commerce College, Gujarat University. He is an associate member of the Institute of Chartered Accountants of India and the Institute of Cost and Works Accountants of India. B. Com. from H. L. Commerce College, Gujarat University & associate member of ICAI & ICWAI
- Currently the CEO & MD of SBFC Finance Limited. Previously associated with HDFC Bank & HDFC Securities



Aparna Sharma

- Over 27 years of rich and diverse industry experience. Currently contributing as a Board Mentor with various boards & as an advisor to various corporates in areas such as Strategic Leadership, Planning, Organization Behaviour & Strategy for Board Room Effectiveness, Organization Culture & Development, Leadership Relationships, Temperamental Traits & Derailment Factors within Boards etc.
- Masters in Personnel Management & Industrial Relations (PM&IR), from TISS Mumbai



Esha Achan

- Finance professional with a proven track record of over 33 years having held pivotal roles within senior management as a Group President, Global Head leading Global Business, Finance and Treasury operations of MNC's and publicly listed companies like Glenmark Pharmaceuticals & BAJAJ
- Master's in Business Administration (MBA) in Finance from Wellinkar Business Institute – Mumbai



Gurudas Aras

- He has more than 40 years of experience in the textile industry and was associated with A.T.E. Group from 1981 until his retirement on 31st March 2021
- He is also on the advisory board and board of Studies of VJTI, Mumbai, and is a member of the advisory editorial board of 'The Textile Magazine' and 'Indian Textile Journal (ITJ)'
- Strategic advisor to APS GmbH, a German company in the field of robotics and automation, and is a Business Advisor to Rabatex Industries and Yamuna Machine Works, both from the textile engineering field

CONFERENCE CALL DETAILS

Q1 FY-2026 Earnings Conference Call

Time

4:00 PM IST on Monday, July 21, 2025

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: [Diamond Pass Registration \(choruscall.in\)](https://choruscall.in/DiamondPassRegistration)

Primary dial-in number

+91 22 6280 1141 / 7115 8042



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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 Rossari Biotech Limited
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 Email: ketan.sablok@rossari.com

 Anoop Poojari / Mitesh Jain
 CDR India
 Tel: +91 98330 90434 / 96194 44691
 Email: anoop@cdr-india.com / mitesh@cdr-india.com

Thank you