ROSSARI
making you more competitive

January 23, 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

Dear Sir/Madam,

Subject: Q3 FY21 Earnings Presentation

Please find enclosed a copy of the Earnings Presentation for the quarter ended December 31, 2020.

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

Thanking you,

Yours Sincerely,
For Rossari Biotech Limited

ROSSARI BIOTECH LIMITED MUMBAI

Parul Gupta
Company Secretary & Compliance Officer
Membership No.: A38895

Encl.: as above

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Rossari Biotech Limited

Q3 & 9M FY21 Results Presentation

January 23, 2021

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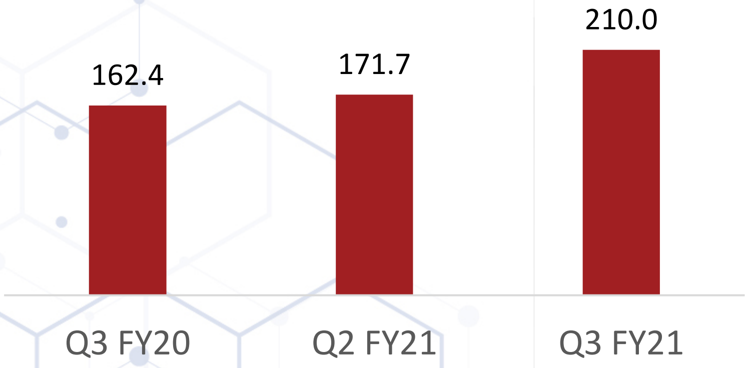
Q3 & 9M FY21
Results Overview

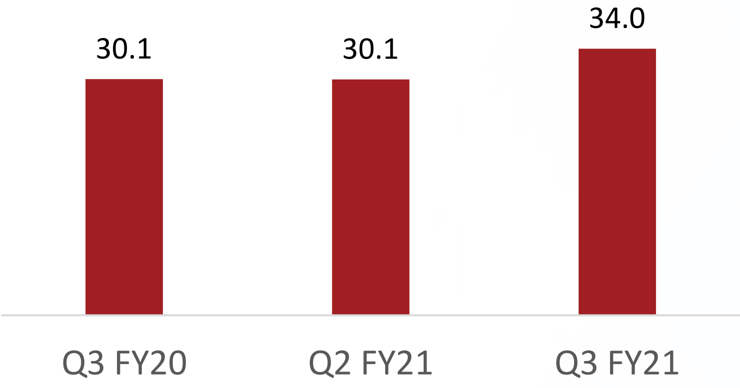
Q3 FY21 – Key Financial Highlights

Revenue from Operations (Rs. crore)



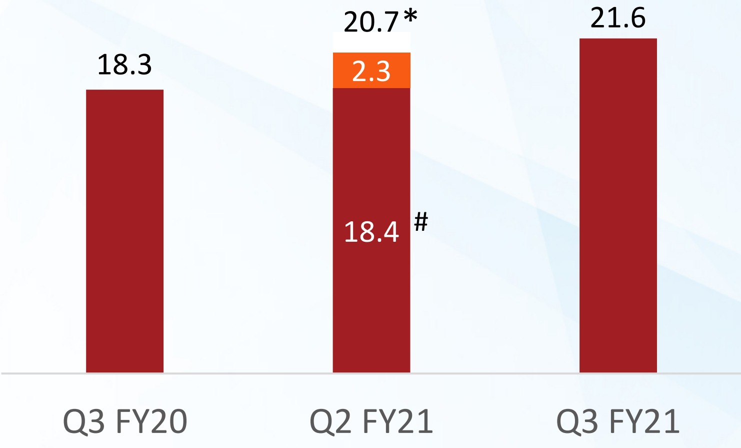
Shift % (Y-o-Y)	**29.3%**
Shift % (Q-o-Q)	**22.3%**

EBITDA (Rs. crore)



Shift % (Y-o-Y)	**13.0%**		
Shift % (Q-o-Q)	**13.0%**		
EBITDA Margins (%)	**18.5%**	**17.5%**	**16.2%**

PAT (Rs. crore)



Shift % (Y-o-Y)	**18.0%**		
Shift % (Q-o-Q)	**4.3%**		
# Adj. Shift % (Q-o-Q)	**17.4%**		
PAT Margins (%)	**11.3%**	**12.1%**	**10.3%**

***Note:** *Q2 FY21 PAT figure includes a gain of Rs. 2.3 crore on account of fair valuation of previously held equity interest in a joint venture in accordance with applicable accounting standards. Excluding this figure, the normalised PAT stood at Rs. 18.4 crore in Q2 FY21*

Management Message

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

"We have delivered a healthy performance during the quarter, registering a top-line growth of 29%. Our HPPC business continues to record robust performance driven by healthy offtake witnessed in hygiene products and anti-viral portfolio sales. In addition, the business is witnessing improved traction in engagements with several customers leading to new client wins across categories. The TSC business is also seeing gradual normalization in demand and we expect this momentum to strengthen in the quarters ahead.

Globally, the industry witnessed challenges in international logistics due to acute shortage in containers required to transport raw materials, leading to supply-side disruptions during the quarter, which had impacted raw material prices locally. In order to maintain adequate supplies, we sourced some of the key raw materials domestically, which resulted in higher-than-normal raw material expenses. However, this situation was transient in nature and has already normalized. So, while this has had a moderate variation on our gross margin performance during the quarter, our margins should remain at healthy levels, going forward.

The first phase of our Greenfield facility at Dahej is fully operational. Full operationalisation of the unit is also progressing as per plan and we remain on-track to commission the plant by March 2021. Another key focus area for us is towards leveraging upon our R&D capabilities to seed new business lines within our core chemistries. Accordingly, we have a strong upcoming pipeline of new products, with impetus on sustainability and environment-friendliness. This should also help us to sustainably ramp-up utilization levels at our fully commissioned Dahej unit over the next 3-4 years.

As we look ahead, we continue to see an immense potential across all our business segments. Healthy demand and a stabilised raw material environment should further enable us to gain traction and build momentum, going forward. On the whole, we are confident of the future growth potential and opportunities across the domestic market over the medium to longer term."

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

Key Developments

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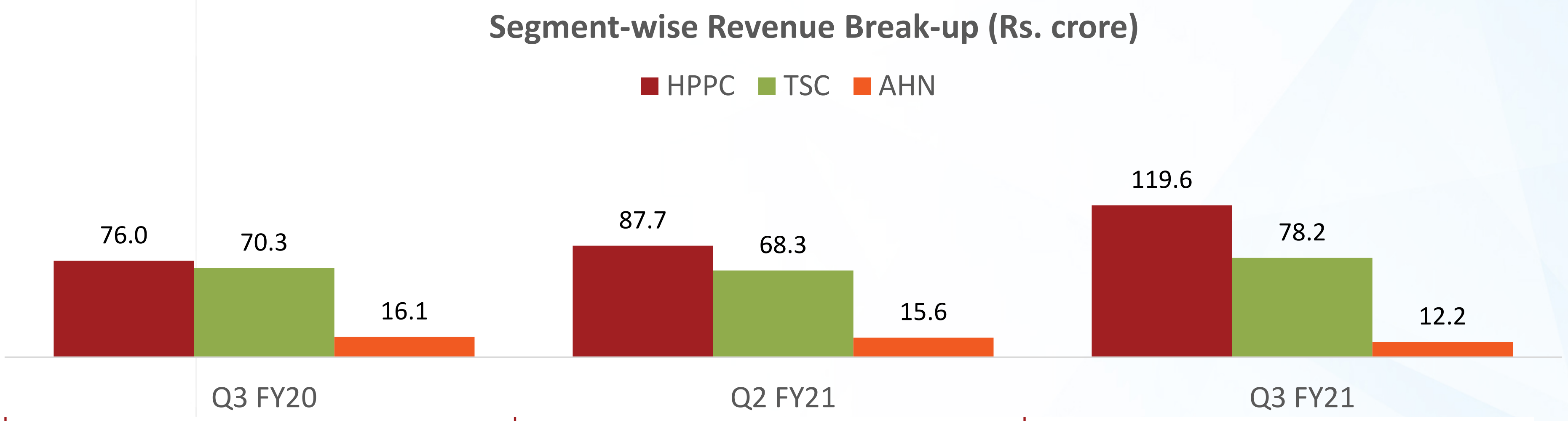
On-track to fully operationalise Greenfield manufacturing facility at Dahej by March 2021

- The first phase of the unit, commissioned in the previous quarter, is fully operational
- The Greenfield facility will have a total installed capacity 132,500 MTPA, enhancing the total capacity of the Company by 2.1x to 252,500 MTPA
- A strong upcoming pipeline of new product launches should enable the Company to sustainably ramp-up utilization levels at the Dahej unit over the next 3-4 years

Consolidated P&L Statement

Particulars (Rs. crore)	Q3 FY21	Q3 FY20	Y-o-Y Change (%)	9M FY21	9M FY20	Y-o-Y Change (%)
Revenues from Operations	**210.0**	**162.4**	**29.3%**	**491.1**	**440.5**	**11.5%**
Total Expenditure						
• Raw Material expenses	139.8	102.9	**35.9%**	311.6	272.8	**14.2%**
• Employee benefits expense	10.9	10.1	**7.9%**	30.4	27.7	**9.7%**
• Other expenses	25.3	19.3	**31.1%**	61.3	59.3	**3.4%**
EBITDA	**34.0**	**30.1**	**13.0%**	**87.8**	**80.7**	**8.8%**
EBITDA Margin (%)	***16.2%***	***18.5%***	***-234 bps***	***17.9%***	***18.3%***	***-44 bps***
Other Income	0.8	0.1	-	6.3	1.7	**270.6%**
Finance Costs	0.3	0.9	**-66.7%**	2.2	2.5	**-12.0%**
Depreciation and Amortization	6.1	4.4	**38.6%**	15.4	12.3	**25.2%**
PBT	**28.4**	**24.9**	**14.1%**	**76.5**	**67.6**	**13.2%**
Share of profit /(loss) of joint venture	-	0.2	-	-0.4	0.2	-
Tax expense	6.8	6.4	**6.3%**	19.1	17.2	**11.0%**
PAT	**21.6**	**18.3**	**18.0%**	**57.8**	**50.2**	**15.1%**
PAT Margin (%)	***10.3%***	***11.3%***	***-98 bps***	***11.8%***	***11.4%***	***+37 bps***
EPS Diluted (Rs.)	**4.11**	**3.72**	**10.5%**	**11.12**	**10.21**	**8.9%**

Q3 FY21 - Segment-wise Details



	HPPC	TSC	AHN
Shift (Y-o-Y) %	57.3%	11.2%	-24.6%
Shift (Q-o-Q) %	36.3%	14.5%	-22.1%

Key Highlights:

- The Company continued to witness strong momentum in the HPPC segment, driven by traction in sales for hygiene products, disinfectants and antiviral portfolio during the quarter
- Demand and sales for the TSC segment is now steadily improving and the Company anticipates healthy performance, going forward
- During the quarter, AHN business was impacted on account of demand slowdown

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

Q3 FY21 - Financial and Operational Discussions (Y-o-Y)

Net Revenues

Revenues from operations stood at Rs. 210.0 crore from Rs. 162.4 crore

- The Company is witnessing normalization in demand and enquiries across its businesses. While the HPPC business continued to report robust sales, the demand environment in the TSC business is gradually stabilising
  - Revenue contribution from the HPPC segment stood at 56.9%, followed by TSC and AHN at 37.3% and 5.8%, respectively
- Client engagements during the quarter stood healthy for the HPPC segment, with improved traction coming in from the FMCG segment. TSC business is seeing healthy recovery in demand both from domestic and export markets

EBITDA

EBITDA at Rs. 34.0 crore as against Rs. 30.1 crore; EBITDA Margins stood at 16.2%

- Globally, the industry witnessed challenges in international logistics due to acute shortage in containers required to transport raw materials, leading to supply-side disruptions during the quarter. In order to maintain adequate supplies, the Company sourced some of the key raw materials domestically, which resulted in higher-than-normal raw material expenses. This has resulted in one time variation in the gross margin performance in Q3FY21
- However, this situation has already normalized and the gross margins should remain at healthy levels, going forward

PAT

PAT stood at Rs. 21.6 crore as against Rs. 18.3 crore

- Depreciation was higher owing to additional part capitalization of Dahej facility. As the Company further capitalizes this Greenfield unit, the depreciation charge should increase in the coming quarters. Additional charge will be absorbed efficiently as the new facility starts contributing to performance going forward

Annexure

Conference Call Details

Q3 & 9M FY21 Earnings Conference Call

Time	• 06:00 p.m. IST on Monday, January 25, 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: DiamondPass™ Click here to ExpressJoin the Call
Primary dial-in number	• + 91 22 6280 1141 / 7115 8042
India Local access Number	• +91 70456 71221 (Available all over India)
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 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.

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Thank you