

October 16, 2025

<b>DCS-CRD</b> <b>BSE Limited</b> First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400001 Fax No.2272 3121/2037/2039  Stock Code: 543213	<b>Listing Compliance</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, 5 <sup>th</sup> 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.: Q2 & H1 FY26 Earnings Presentation**

Please find enclosed a copy of the Earnings Presentation for the quarter and half year ended September 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**

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**Q2 & H1 FY26 RESULTS  
PRESENTATION**

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October 15, 2025



## **Disclaimer**

Certain statements and opinions with respect to the anticipated future performance of Rossari Biotech Ltd (Rossari) in the presentation (“forward-looking statements”) reflect various assumptions concerning the strategies, objectives and anticipated results which 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.

1

Q2 FY26 Results Overview

2

Company Overview

3

Annexure



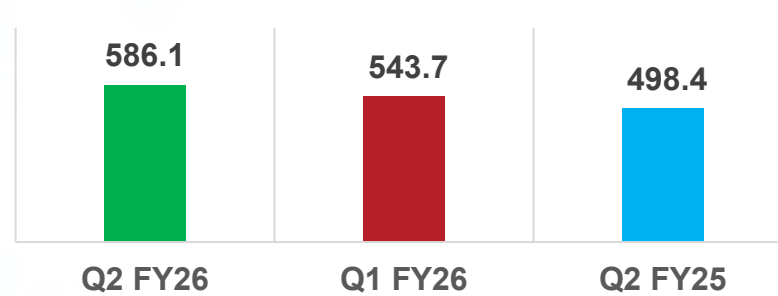


## Q2 FY26 – Key Financial Highlights

### Strong Quarterly Performance

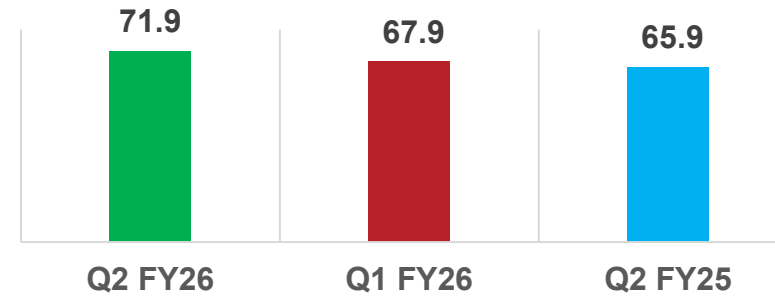
#### Highest Quarterly Revenue

Revenue from Operations  
(Rs. cr)



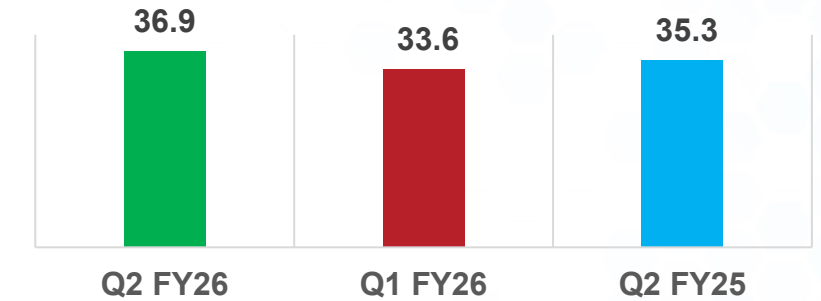
#### Highest Quarterly EBITDA

EBIDTA  
(Rs. cr)



#### Highest Quarterly PAT

PAT  
(Rs. cr)



Shift % (Y-o-Y)	18%		9%			5%		
Shift % (Q-o-Q)	8%		6%			10%		
Margins (%)			12.3%	12.5%	13.2%	6.3%	6.2%	7.1%

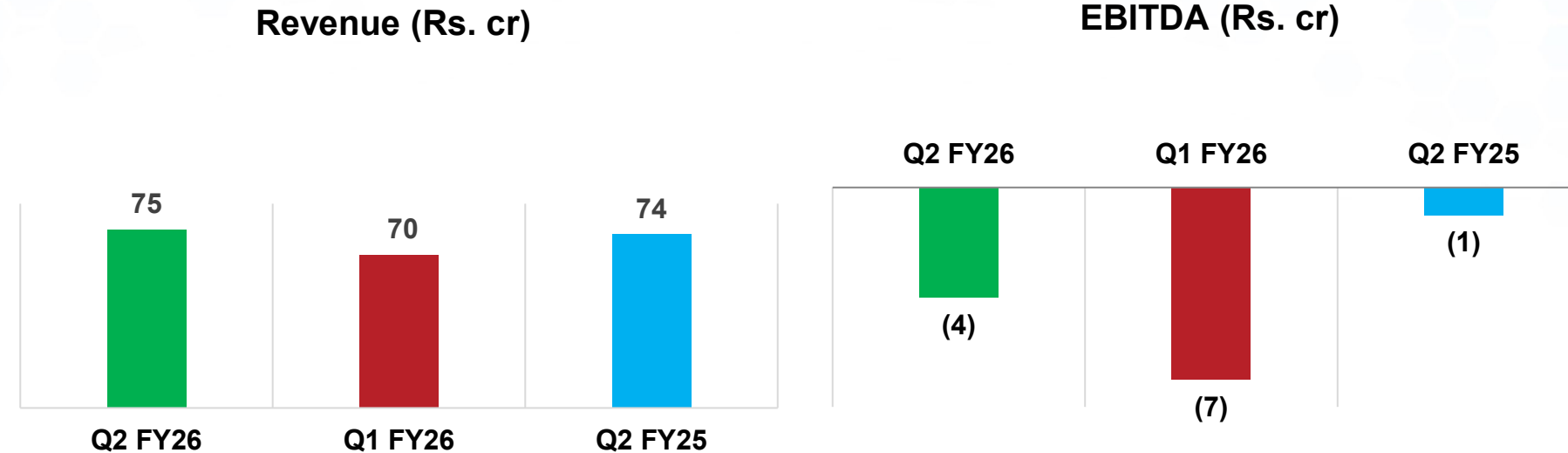
#### Business Sector contribution

Q2 FY26



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

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

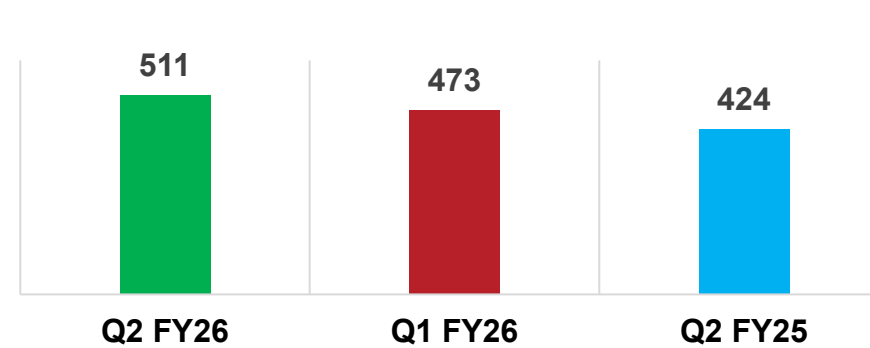


Shift % (Y-o-Y)	1%	-		
Shift % (Q-o-Q)	7%	-		
Margins (%)		-5%	-10%	-1%

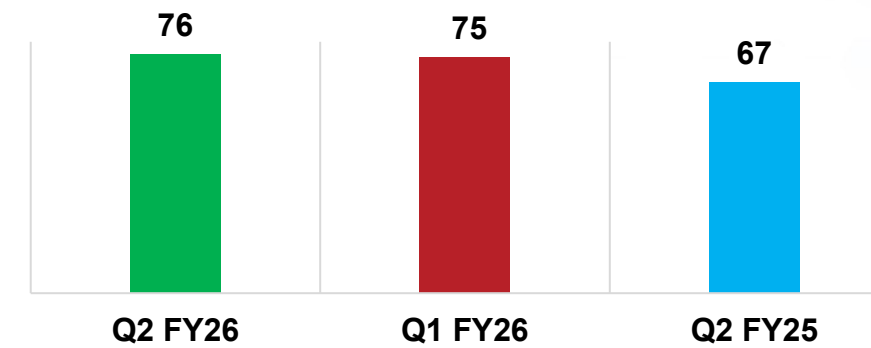
- Growth in Institutional and B2C businesses remained muted in Q2.
- Losses in the business have narrowed sequentially, reflecting ongoing optimisation efforts
- The Company continues to take calibrated steps to drive profitable growth in this high-potential vertical
- Focus remains on scaling platforms, enhancing market presence, and building long-term brand equity

## Consolidated Performance excluding Institutional and B2C Businesses

Revenue (Rs. cr)



EBITDA (Rs. cr)

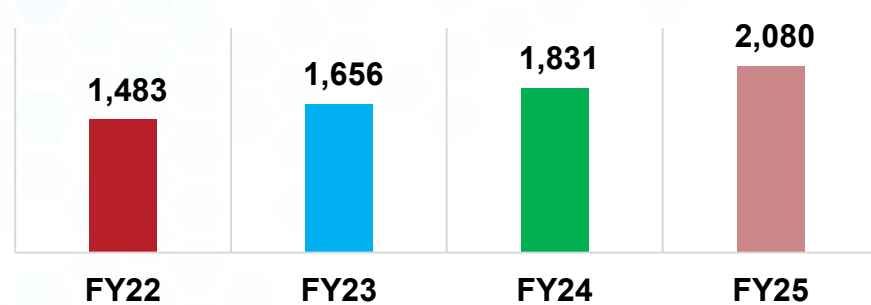


Shift % (Y-o-Y)	21%	13%		
Shift % (Q-o-Q)	8%	1%		
Margins (%)		15%	16%	16%

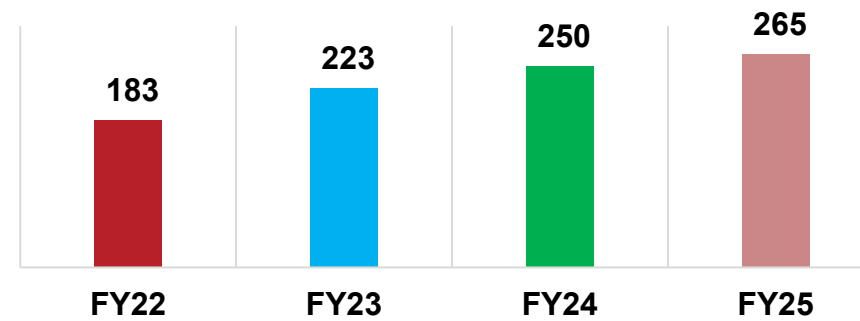
- Core segments continued to deliver resilient performance despite pricing pressure and ongoing investments in new verticals
- HPPC, TSC, and AHN segments collectively maintained strong volume traction
- Adjusted for Institutional and B2C businesses, consolidated EBITDA margin remained healthy at ~15% in Q2 FY26

## Past Financial Performance Snapshot

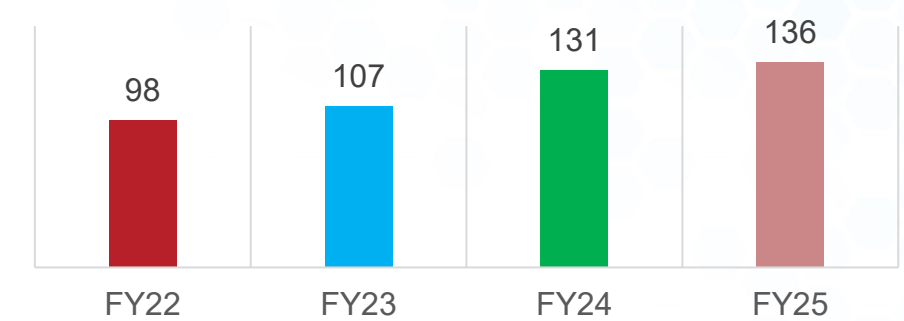
**Revenue (Rs. cr)**  
**CAGR – 12%**



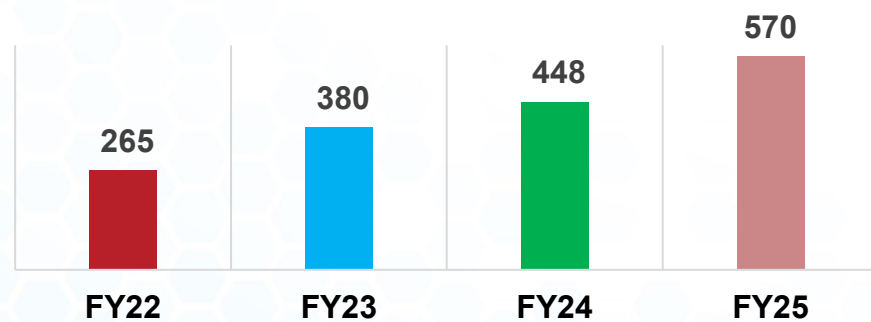
**EBITDA (Rs. cr)**  
**CAGR – 13%**



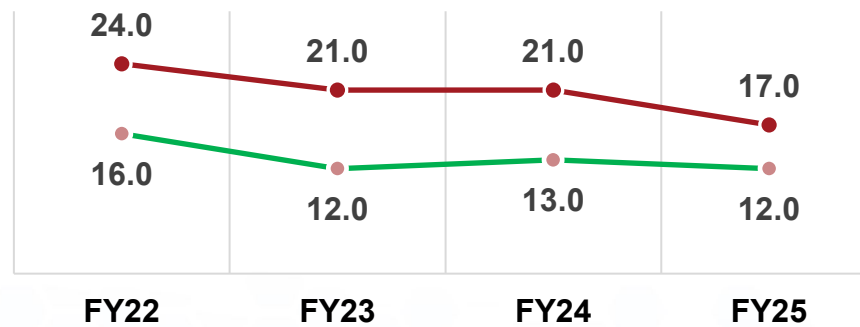
**PAT (Rs. cr)**  
**CAGR – 12%**



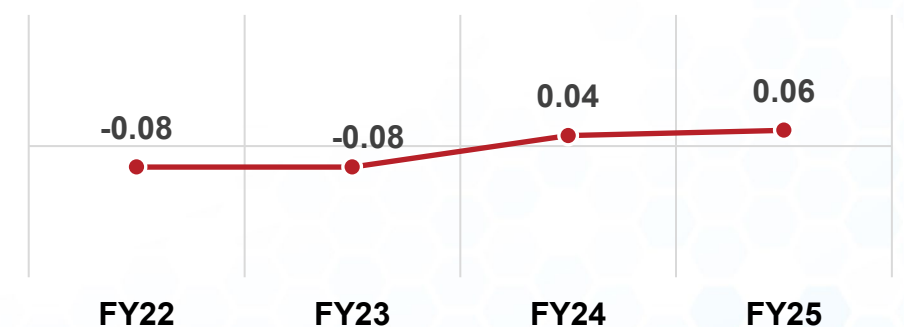
**Exports (Rs. cr)**  
**CAGR – 29%**



—●— 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 healthy revenue growth of 18% YoY in Q2 FY26, led by broad-based volume expansion across our key segments. The HPPC, TSC, and AHN businesses grew by 16%, 21%, and 29% respectively, reflecting the continued strength of our diversified portfolio and the focused execution by our teams.*

*On the export front, we are proud to have expanded our global operations, with several geographies emerging as key drivers of future growth. We registered a strong performance in our export markets by targeting new customers in both new and existing geographies and increasing our wallet share with our partners. For the quarter, Exports grew by 36% YoY and in H1 it grew by 27%, driven by deeper customer engagement in key international markets. Now exports contribute almost 28% of our overall sales.*

*While robust volumes supported the top line, profitability remained steady owing to subdued pricing and ongoing investments in seeding new business opportunities. We are confident that as these initiatives begin to contribute to revenues, profitability will improve progressively going forward.*

*With a diversified product portfolio, agile manufacturing capabilities, new capacity additions and a strong balance sheet, we believe we are well-positioned to capitalize on emerging opportunities and drive healthy growth for the foreseeable future. As a growth-focused Company, we remain committed to innovation, continuously developing tailored solutions that meet the evolving needs of our customers. We are working towards expanding our global footprint through our own manufacturing set up and sales & distribution network overseas. This approach strengthens our confidence in delivering sustainable operational and financial performance while creating long-term value for all our stakeholders.”*



## Key Developments

### Update on Capacity Expansion Projects

- The Company successfully commissioned an additional 20,000 MTPA capacity at its Dahej facility during the quarter; total installed capacity now at 1,52,500 MTPA
- Commissioned 15,000 MTPA ethoxylation capacity at Unitop (Phase 1 of 30,000 MTPA plan); current installed capacity at 51,000 MTPA
  - Second phase of the expansion expected to be commissioned by Q3 FY26
  - These additions to support scale-up across high-growth verticals: personal care, agrochemicals, oil & gas, pharma
- The Board has approved an investment of up to USD ~8 million in tranches, in Rossari International Limited Company (RILC), a wholly owned subsidiary incorporated in Saudi Arabia in December 2024
  - The proposed investment will support the evaluation and assessment of expansion plan, which aligns with the Company's strategy to enhance its global presence and strengthen its position in international markets



## Abridged P&L Statement - Consolidated

Particulars (Rs. cr)	Q2 FY26	Q2 FY25	Y-o-Y	H1 FY26	H1 FY25	Y-o-Y
<b>Revenues from Operations</b>	<b>586.1</b>	<b>498.4</b>	<b>17.6%</b>	<b>1,129.8</b>	<b>988.0</b>	<b>14.4%</b>
<b>Total Expenditure</b>						
COGS	400.9	340.7	17.7%	772.2	681.6	13.3%
Employee benefits expense	37.8	32.6	16.0%	75.3	61.1	23.2%
Other expenses	75.5	59.2	27.5%	142.6	114.5	24.5%
<b>EBITDA</b>	<b>71.9</b>	<b>65.9</b>	<b>9.1%</b>	<b>139.7</b>	<b>130.8</b>	<b>6.8%</b>
<b>EBITDA Margin (%)</b>	<b>12.3%</b>	<b>13.2%</b>	<b>-90 bps</b>	<b>12.4%</b>	<b>13.2%</b>	<b>-80 bps</b>
Other Income	1.6	0.8	100.0%	2.9	1.7	70.6%
Finance Costs	6.1	3.7	64.9%	11.8	7.4	59.5%
Depreciation and Amortization	18.2	15.2	19.7%	36.0	30.5	18.0%
Share of profit/(loss) of joint venture and associate	0.5	0.3	66.7%	1.0	0.5	100.0%
<b>PBT</b>	<b>49.7</b>	<b>48.1</b>	<b>3.3%</b>	<b>95.8</b>	<b>95.1</b>	<b>0.7%</b>
Tax expense	12.8	12.8	-	25.3	24.9	1.6%
<b>PAT</b>	<b>36.9</b>	<b>35.3</b>	<b>4.5%</b>	<b>70.5</b>	<b>70.2</b>	<b>0.4%</b>
<b>PAT Margin (%)</b>	<b>6.3%</b>	<b>7.1%</b>	<b>-80 bps</b>	<b>6.2%</b>	<b>7.1%</b>	<b>-90 Bps</b>
<b>EPS Diluted (Rs.)</b>	<b>6.7</b>	<b>6.4</b>		<b>12.7</b>	<b>12.7</b>	



# Consolidated Balance Sheet

ASSETS		
Particulars (Rs. cr)	As on 30 <sup>th</sup> September 2025 (Unaudited)	As on 31 <sup>st</sup> March 2025 (Audited)
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Property, Plant and Equipment	286.3	285.2
Right of Use Assets	82.7	68.4
Capital Work-in-Progress	247.5	140.2
Goodwill	118.7	118.7
Other Intangible Assets	115.6	126.1
Investments accounted for using the equity method	27.1	26.3
Financial Assets		
(i) Investments	0.2	0.2
(ii) Other Financial Assets	7.4	7.4
Income Tax Assets (Net)	7.5	7.7
Deferred Tax Assets (Net)	15.9	10.5
Other Non – current Assets	65.0	62.3
<b>TOTAL NON- CURRENT ASSETS</b>	<b>973.9</b>	<b>853.0</b>
<b>CURRENT ASSETS</b>		
Inventories	381.2	355.1
Financial Assets		
(i) Investments	20.0	57.3
(ii) Trade Receivables	540.5	474.5
(iii) Cash and Cash Equivalents	35.5	44.2
(iv) Bank Balances other than cash and cash equivalent	16.5	13.0
(v) Loans	1.5	1.2
(vi) Other Financial Assets	4.8	3.2
Other Current Assets	114.1	93.5
<b>TOTAL CURRENT ASSETS</b>	<b>1,114.1</b>	<b>1,042.0</b>
Non Current Assets classified as held for sale	-	1.2
<b>TOTAL ASSETS</b>	<b>2,088.0</b>	<b>1,896.2</b>

EQUITY AND LIABILITIES		
Particulars (Rs. cr)	As on 30 <sup>th</sup> September 2025 (Unaudited)	As on 31 <sup>st</sup> March 2025 (Audited)
<b>EQUITY</b>		
Equity Share Capital	11.1	11.1
Other Equity	1,240.4	1,174.4
<b>TOTAL EQUITY</b>	<b>1,251.5</b>	<b>1,185.5</b>
<b>LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>		
Financial Liabilities		
(i) Borrowings	118.8	100.0
(ii) Lease Liabilities	20.8	22.3
Provisions	7.4	5.3
Deferred Tax Liabilities (Net)	44.9	46.5
<b>TOTAL NON CURRENT LIABILITIES</b>	<b>191.9</b>	<b>174.1</b>
<b>CURRENT LIABILITIES</b>		
Financial Liabilities		
(i) Borrowings	205.1	87.9
(ii) Lease Liabilities	8.0	7.7
(iii) Trade Payables		
a) total outstanding dues of Micro Enterprises and Small Enterprises	33.6	23.5
b) total outstanding dues of Creditors other than Micro Enterprises and Small Enterprises	259.0	262.8
(iv) Other Financial Liabilities	107.0	114.9
Other Current Liabilities	11.3	20.1
Provisions	7.6	7.3
Current Tax Liabilities (Net)	13.0	12.4
<b>TOTAL CURRENT LIABILITIES</b>	<b>644.6</b>	<b>536.6</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,088.0</b>	<b>1,896.2</b>



## Consolidated Cash Flow Statement

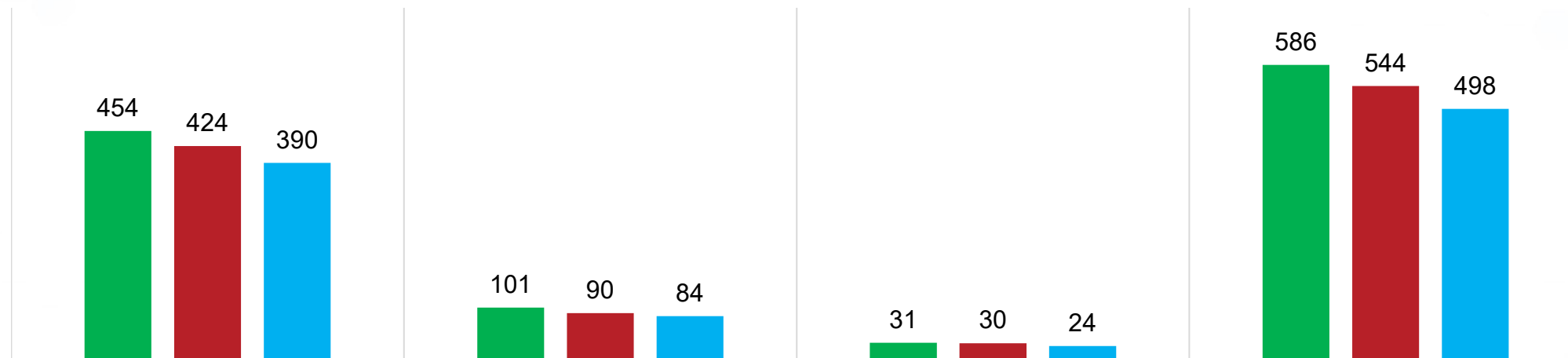
Particulars (Rs. cr)	H1 FY26 (Unaudited)	H1 FY25 (Unaudited)
<b>A. Cash flows from operating activities</b>		
<b>Profit before tax</b>	<b>95.8</b>	<b>95.1</b>
<b>Adjustments for:</b>		
Depreciation and amortization expenses	36.0	30.5
(Gain) / Loss on disposal of property, plant and equipment (net)	(0.2)	0.0
Provision for expected credit loss (net)	0.2	2.2
Share-based payments expenses	1.6	0.4
Liabilities no longer required written back	-	0.0
Finance Costs	11.8	7.3
Interest Income	(0.7)	(0.4)
Share of (profit)/loss in Joint Venture/Associate	(1.0)	(0.5)
Net gain on sale/fair value of investments	(0.7)	(1.2)
Fair value loss on financial instruments classified as fair value through profit or loss	-	0.1
Net Unrealised foreign exchange (gain)	(3.9)	(0.5)
<b>Operating profit before working capital changes</b>	<b>138.9</b>	<b>133.0</b>
<b>Changes in working capital:</b>		
(Increase) in Trade Receivables and other assets	(97.6)	(39.4)
(Increase) in Inventories	(26.1)	(45.2)
(Decrease) / Increase in Trade Payables and other liabilities	(8.3)	19.5
<b>Cash generated from Operations</b>	<b>6.9</b>	<b>67.9</b>
<b>Income taxes paid (net of refunds)</b>	<b>(31.2)</b>	<b>(28.6)</b>
<b>Net cash (used in) / generated from operating activities</b>	<b>(24.3)</b>	<b>39.3</b>

Particulars (Rs. cr)	H1 FY26 (Unaudited)	H1 FY25 (Unaudited)
<b>B. Cash flows from investing activities</b>		
Net redemption from / (investment in) Mutual Funds	38.0	(13.8)
Dividend Received from an associate	-	0.0
Interest Received	0.8	0.3
Purchase of property, plant and equipment and other intangible assets	(141.8)	(58.2)
Proceeds from sale of property, plant and equipment	0.2	0.0
(Increase) in bank balances not considered as cash and cash equivalents (net)	(3.6)	(2.9)
<b>Net cash used in investing activities</b>	<b>(106.4)</b>	<b>(74.6)</b>
<b>C. Cash flows from financing activities</b>		
Proceeds from long term borrowings (net of expenses)	18.8	40.8
Proceeds from / (Repayment of) short term borrowings (net)	117.1	(3.9)
Interest paid	(9.5)	(6.5)
Principal Payment of lease liabilities	(1.4)	(0.3)
Payment of interest on lease liabilities	(1.3)	-
Proceeds from Issue of equity shares	0.1	1.8
Dividend paid on equity shares	(2.8)	(2.8)
<b>Net cash generated from financing activities</b>	<b>121.0</b>	<b>29.1</b>
<b>Net (decrease) in cash and cash equivalents (A+B+C)</b>	<b>(9.7)</b>	<b>(6.2)</b>
<b>Opening Cash and cash equivalents</b>	<b>44.2</b>	<b>25.2</b>
<b>Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies</b>	<b>1.0</b>	<b>0.5</b>
<b>Closing Cash and cash equivalents</b>	<b>35.5</b>	<b>19.5</b>

## Segment-wise Operating Performance

### Quarterly Revenue Break-up (Rs. cr)

■ Q2 FY26 ■ Q1 FY26 ■ Q2 FY25



	HPPC	TSC	AHN	TOTAL
Shift (Y-o-Y) %	16%	21%	29%	18%
Shift (Q-o-Q) %	7%	12%	3%	8%

**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



**367,100\* 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

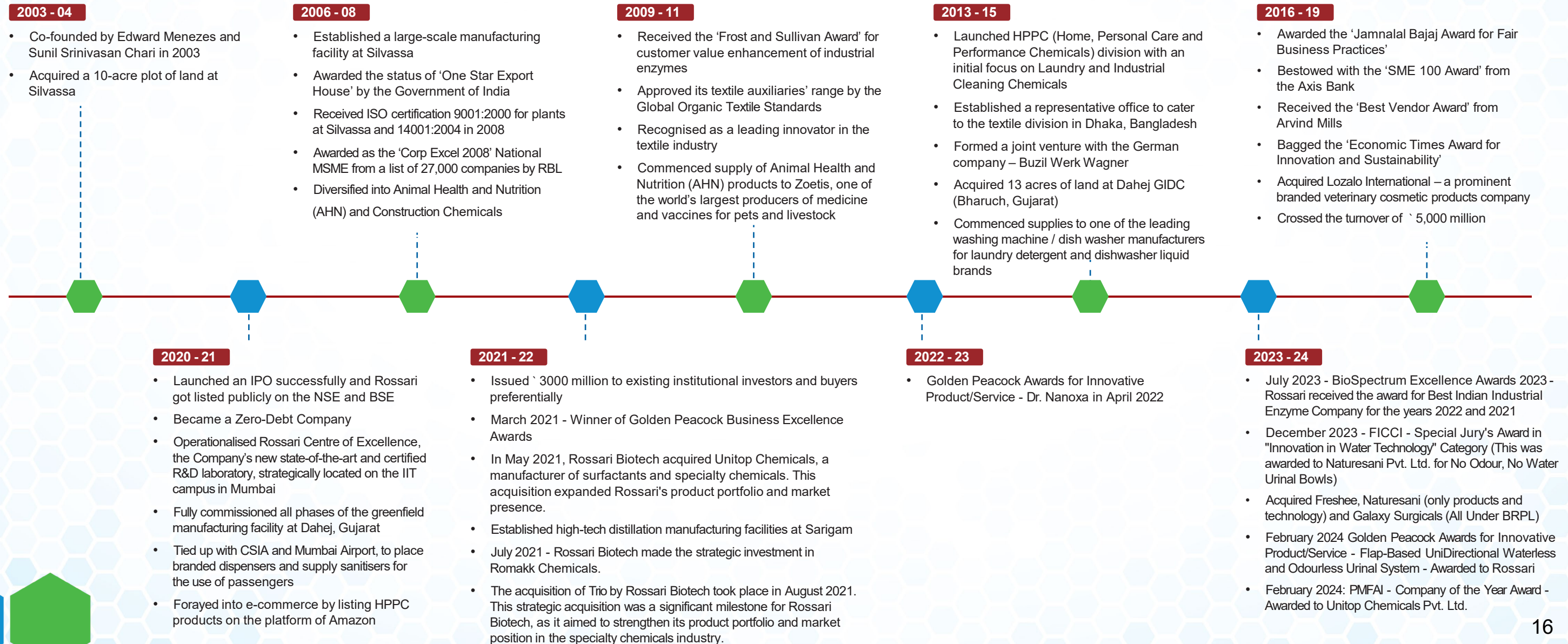




# A 25-Year Journey of Transformation

## 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

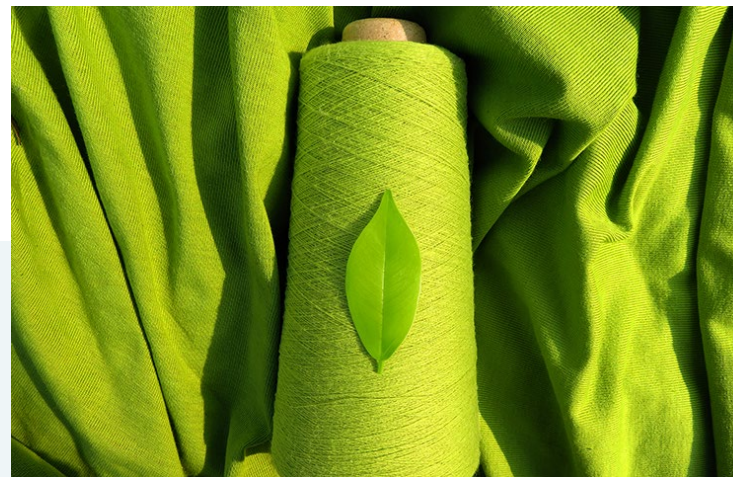
One of the leading specialty chemicals manufacturer delivering differentiated & tailor-made solutions across Home, Personal Care and Performance Chemicals (HPPC), Textile Specialty Chemicals (TSC) and Animal Health and Nutrition (AHN) businesses

### 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

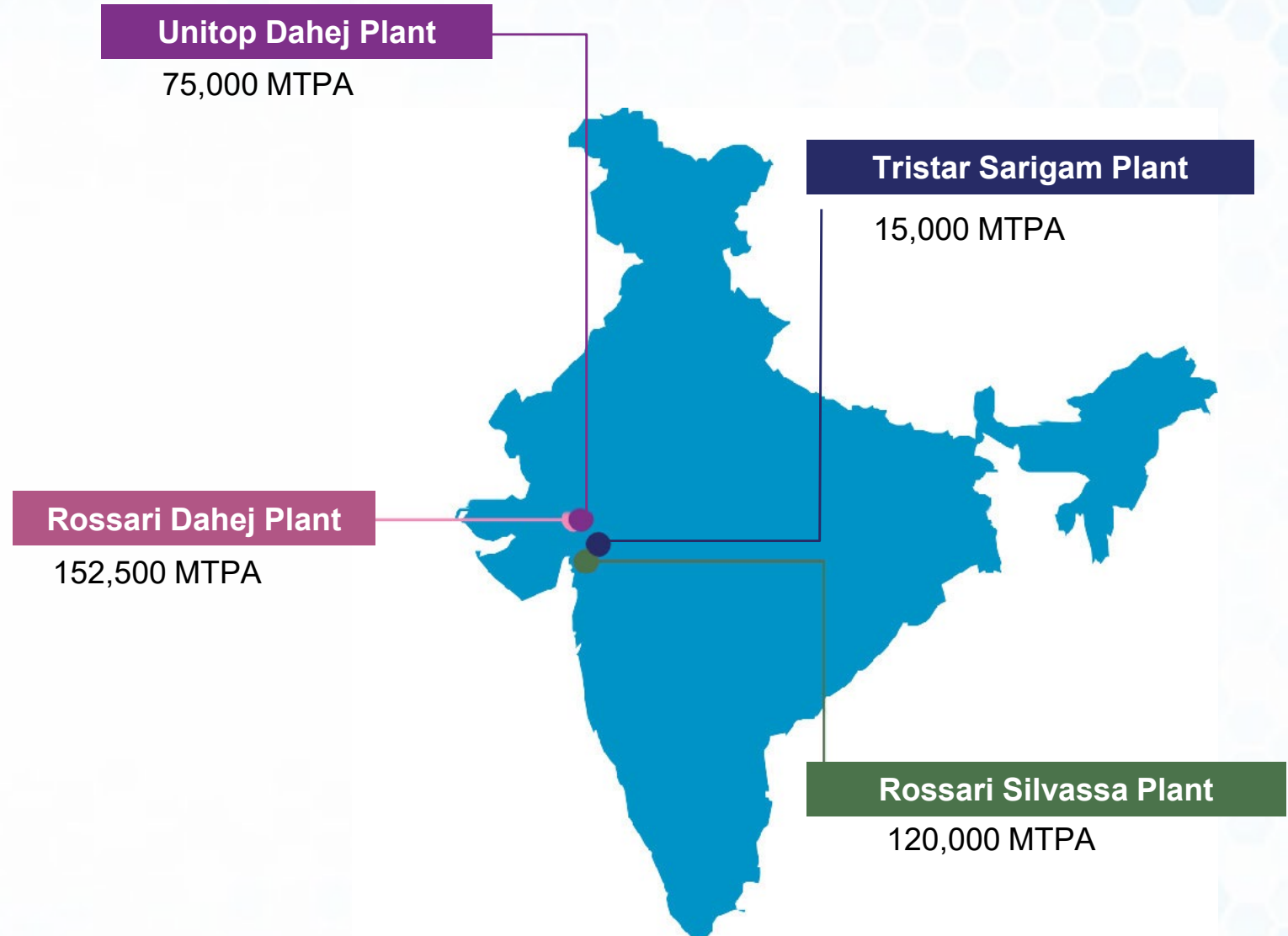
- Enjoys proximity to multi-cargo port of Dahej – providing cost & logistical advantage
- State-of-the-art facility, well-equipped with advanced technologies
- Designed on lean manufacturing principles
- Driving cost efficiencies and economies of scale

### 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

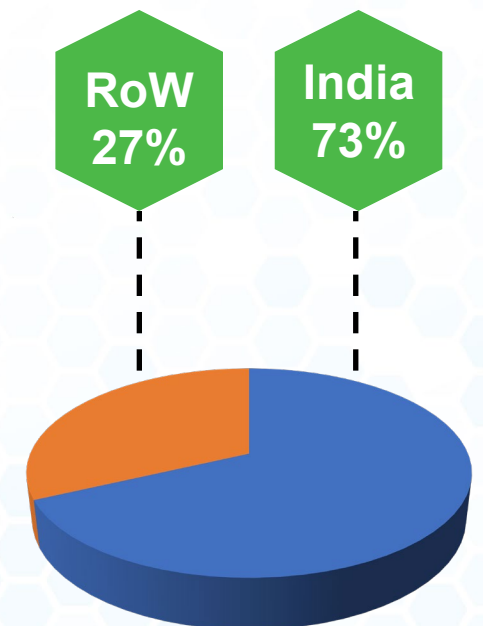


***Asset-light approach enables healthy return ratios***





## 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



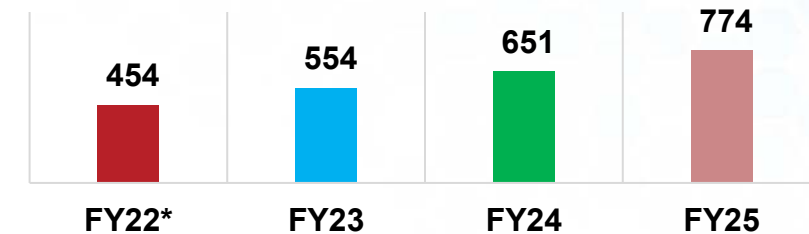
## Update on Key Subsidiaries

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



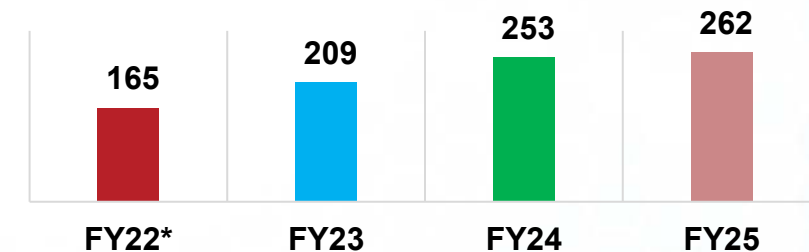
- Unitop solutions sold across 25+ countries
- Presence in high-potential Specialty chemical segments, such as Agrochemicals and Oil & Gas segments
- Operates three manufacturing sites in India

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

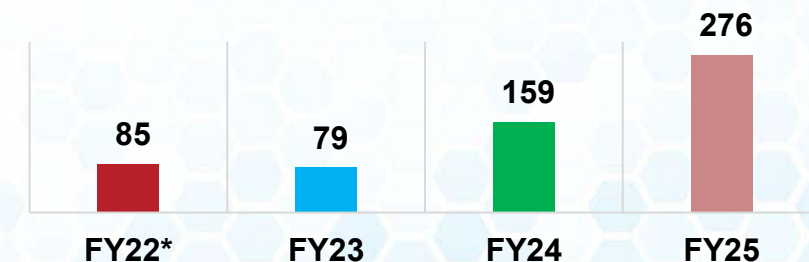
Revenue (Rs. crore)  
CAGR – 17%



**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

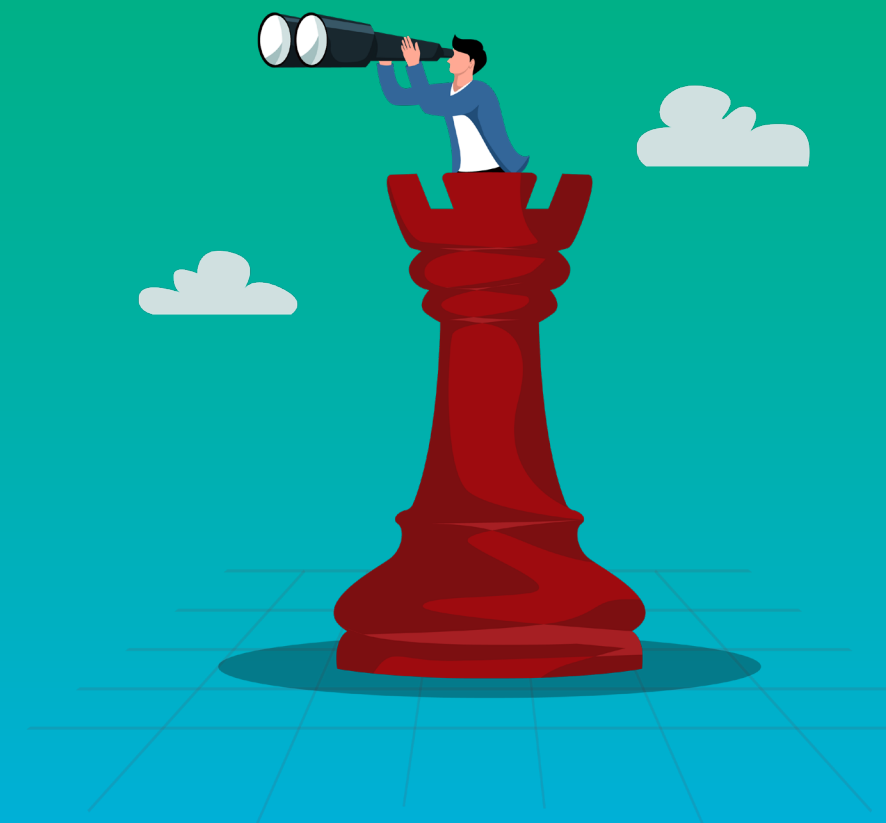


Inorganic investments within operational and financial discipline criteria outlined by Board





Opportunity	Outcomes
<b>1. Expanding into New Business Lines</b> <ul style="list-style-type: none"> <li>• Leverage existing R&amp;D capabilities and expertise in core chemistries to diversify into new product segments.</li> <li>• Explore opportunities in emerging markets like spin finish, technical textiles, and textile sizing.</li> <li>• Diversify product portfolio into the pet food sub-segment, capitalizing on the growing pet care industry.</li> <li>• Utilize intelligent chemistry principles to identify and develop innovative, sustainable products.</li> </ul>	<ul style="list-style-type: none"> <li>• Diversified revenue streams, reduced risk from dependence on core segments.</li> <li>• Increased market share and positioning in emerging product categories.</li> </ul>
<b>2. Strengthening International Presence</b> <ul style="list-style-type: none"> <li>• Expand distribution network and customer base in international markets.</li> <li>• Tap into the growing demand for specialty chemicals globally, particularly in developed markets.</li> <li>• Leverage the company's expertise in customized solutions and sustainable offerings to differentiate in new markets.</li> <li>• Explore strategic partnerships or acquisitions to establish a foothold in target international markets.</li> </ul>	<ul style="list-style-type: none"> <li>• Access to new customer segments and markets, driving revenue growth.</li> <li>• Enhanced brand recognition and reputation on a global scale.</li> </ul>
<b>3. Acquisitions and Strategic Partnerships</b> <ul style="list-style-type: none"> <li>• Strategic value-accretive acquisitions to expand presence in specialty chemical segments and personal care sectors.</li> <li>• Acquire companies with complementary product portfolios, technologies, or market reach.</li> <li>• Explore strategic partnerships or joint ventures to leverage synergies and accelerate growth.</li> <li>• Capitalize on inorganic growth opportunities to drive economies of scale and market consolidation.</li> </ul>	<ul style="list-style-type: none"> <li>• Rapid expansion into new markets, product lines, &amp; technologies</li> <li>• Increased production capacities and economies of scale, leading to cost efficiencies.</li> </ul>



Opportunity	Outcomes
<b>4. Enhancing Sustainability and Green Initiatives</b> <ul style="list-style-type: none"> <li>Invest in research and development of advanced sustainable chemical solutions.</li> <li>Explore opportunities in emerging sectors like renewable energy, waste management, or water treatment.</li> <li>Collaborate with academic institutions, research organizations, or industry partners to drive innovation in sustainable chemistry.</li> <li>Leverage the company's commitment to sustainability as a competitive advantage and differentiator.</li> </ul>	<ul style="list-style-type: none"> <li>Strengthened brand reputation as an environmentally responsible company.</li> <li>Cost savings through eco-efficient processes and sustainable practices.</li> </ul>
<b>5. Digital Transformation</b> <ul style="list-style-type: none"> <li>Implement digital technologies, automation, and data analytics across operations and supply chain.</li> <li>Leverage technologies like IoT, AI, and advanced manufacturing to optimize processes and improve efficiency.</li> <li>Develop digital platforms for customer engagement, product development, and innovation management.</li> <li>Enhance data-driven decision-making and gain insights into customer preferences and market trends.</li> </ul>	<ul style="list-style-type: none"> <li>Improved operational efficiency and reduced costs through automation and data analytics.</li> <li>Enhanced customer experience and data-driven insights for product development.</li> </ul>
<b>6. Talent Acquisition and Capability Building</b> <ul style="list-style-type: none"> <li>Attract and retain top talent in R&amp;D, product development, and specialized areas of chemistry.</li> <li>Invest in training and development programs to upskill the existing workforce.</li> <li>Foster a culture of innovation, creativity, and continuous learning.</li> <li>Collaborate with academic institutions and research organizations to access cutting-edge knowledge and expertise.</li> </ul>	<ul style="list-style-type: none"> <li>Strengthened R&amp;D capabilities and innovation potential.</li> <li>Competitive advantage through a skilled and future-ready workforce.</li> </ul>



Threats	Outcomes
<b>1. Increasing Competition</b> <ul style="list-style-type: none"> <li>• Entry of new players or intensified competition from existing rivals in the specialty chemicals market.</li> <li>• Competition from low-cost producers, especially in international markets</li> </ul>	<ul style="list-style-type: none"> <li>• Drive for innovation and development of differentiated products</li> <li>• Improved operational efficiency and cost optimization.</li> </ul>
<b>2. Volatile Raw Material Prices</b> <ul style="list-style-type: none"> <li>• Fluctuations in the prices of raw materials used in chemical production</li> <li>• Impact on profit margins and overall profitability</li> </ul>	<ul style="list-style-type: none"> <li>• Diversification of raw material sources and supply chains</li> <li>• Investment in alternative or sustainable raw material sources</li> </ul>
<b>3. Regulatory Changes and Environmental Concerns</b> <ul style="list-style-type: none"> <li>• Stricter regulations related to chemical safety, environmental impact, and sustainability</li> <li>• Increased compliance costs and potential penalties for non-compliance</li> </ul>	<ul style="list-style-type: none"> <li>• Proactive adoption of sustainable practices and green chemistry initiatives</li> <li>• Strengthened reputation as an environmentally responsible company</li> </ul>
<b>4. Economic Downturns and Market Volatility</b> <ul style="list-style-type: none"> <li>• Reduced demand for specialty chemicals due to economic slowdowns or disruptions</li> <li>• Impact on sales, revenues, and profitability</li> </ul>	<ul style="list-style-type: none"> <li>• Diversification of customer base and geographic markets</li> <li>• Development of recession-proof or counter-cyclical product lines</li> </ul>
<b>5. Supply Chain Disruptions</b> <ul style="list-style-type: none"> <li>• Disruptions in the supply chain due to natural disasters, geopolitical tensions, or logistical challenges</li> <li>• Impact on production and timely delivery of products</li> </ul>	<ul style="list-style-type: none"> <li>• Implementing robust supply chain risk management strategies</li> <li>• Exploring alternative sourcing options and partnerships for critical raw materials</li> </ul>
<b>6. Cybersecurity Risks</b> <ul style="list-style-type: none"> <li>• Potential cyber-attacks, data breaches, or system failures</li> <li>• Impact on operations, intellectual property, and sensitive information</li> </ul>	<ul style="list-style-type: none"> <li>• Strengthening cybersecurity measures and data protection protocols</li> <li>• Investing in advanced security technologies and employee training</li> </ul>



## Focus on Green & Sustainable Chemical Solutions since Inception

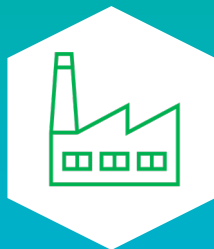
Aggressively embracing sustainability in business operations to accelerate growth



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





## 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
- Over 30 years of experience in speciality chemical industry
- 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



**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**

- Over 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

Q2 FY-2026 Earnings Conference Call

### Time

3:30 PM IST on Friday, October 17, 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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***Thank you***