

October 25, 2020

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
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Dear Sir/Madam,

**Subject: Q2 FY21 Press Release**

Please find enclosed a copy of the Press Release for the quarter ended September 30, 2020.

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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## 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 Q2 & H1 FY21 results

#### Q2 FY21

**Revenues at Rs. 171.7 Cr**

**EBITDA at Rs. 30.1 Cr**

**PAT at Rs. 20.7\* Cr**

**Mumbai, October 24, 2020:** Rossari Biotech Limited (Rossari), a Speciality-Chemicals manufacturer providing intelligent and sustainable solutions for customers across industries, has announced its financial results for the quarter and half-year ended September 30, 2020.

#### Q2 FY21 performance overview compared with Q2 FY20

- Revenues from operations stood at Rs. 171.7 crore as against Rs. 150.3 crore
- EBITDA at Rs. 30.1 crore as against Rs. 28.3 crore
- PAT stood at Rs. 20.7\* crore as against Rs. 17.7 crore
- EPS (Diluted) stood at Rs. 4.02 as against Rs. 3.66

#### H1 FY21 performance overview compared with H1 FY20

- Revenues from operations stood at Rs. 281.1 crore as against Rs. 278.1 crore
- EBITDA at Rs. 54.2 crore as against Rs. 50.6 crore
- PAT stood at Rs. 36.2\* crore as against Rs. 31.9 crore
- EPS (Diluted) stood at Rs. 7.02 as against Rs. 6.59

*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 and Rs. 33.9 crore in Q2 & H1 FY21 respectively.*

**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 are pleased to share that we have delivered a robust performance during the quarter driven by improved demand and traction across businesses. Our HPPC business continues to record healthy growth as we were one of the early movers to tap upon the growing national demand for hygiene products and anti-viral portfolio sales. Our fungible & agile manufacturing establishments enabled us to swiftly and efficiently address large volume requirements for these products, which in turn, recorded strong improvement in HPPC sales. In addition, as the country moved to the unlock-down phase, we were able to again even out capacities to cater to the encouraging pick-up in demand witnessed in the TSC and AHN businesses. Consequently, we reported a healthy overall Y-o-Y growth of 14.2% in revenues during the quarter.*

*Our focus towards seeding new business products with distinguished offerings and unique value remains solid. During the quarter, we have further broadened our product offerings within the high-growth categories of hygiene, laundry and fabric-care segments. On the operational front, our manufacturing facilities are also now operating at near-normal utilization levels. In addition, the ramp-up at our Greenfield Dahej plant is continuing at a healthy pace and we remain on track to fully operationalise the plant by March 2021.*

*On the whole, the Company has delivered a steady and encouraging performance during the first half of the fiscal. As we look ahead, the upcoming festive season and the stabilization in domestic markets should lead to better demand and enhanced consumer sentiments in the medium to longer term. On the whole, we are confident of the future growth potential and opportunities across the domestic market over the medium to longer term.”*

## Key Developments:

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### **Rossari Centre of Excellence, the Company's second R&D laboratory, fully operationalised**

- During the quarter, the Company's new state-of-the-art certified R&D laboratory, Rossari Centre of Excellence was fully operationalised. Strategically located on the IIT campus in Mumbai, the R&D laboratory is fully equipped with advanced testing and research equipment
- This facility alongside the existing R&D arm at Silvassa will enable the Company to identify and develop new niches in its product portfolio

### **Operationalisation of the Greenfield manufacturing facility at Dahej progressing as per schedule and on-track to be commissioned by March 2021**

- During the quarter, the Company successfully commissioned the first phase of the Greenfield manufacturing facility at Dahej, Gujarat
- The Company remains on track to fully operationalise the plant by March 2021. The facility, with a proposed installed capacity of 132,500 MTPA, is a state-of-the-art automated unit, bringing in higher cost-efficiencies and economies of scale. The plant also enjoys proximity to multi-cargo port of Dahej, which provides a cost and logistical advantage
- Operationalisation of the plant will further provide a strong impetus to volumes, going forward

### **The Board of Directors appoint Mr. Manikantan Viswanathan as Group Chief Financial Officer (CFO) of the Company**

- Mr. Manikantan Viswanathan has been appointed as the Group CFO of Rossari with effect from 26<sup>th</sup> October, 2020. He is a Chartered Accountant by profession and has extensive Management and Leadership experience of over 30 years in Finance, Regulatory affairs, Commercial, Legal, IT implementation, Taxation and Budgetary Controls of large and renowned publicly listed companies
- He has expertise in cross broader structuring of business operations, handling mergers & acquisitions and corporate structuring. He also has designed & implemented performance management systems including KPIs, product and segment profitability. Mr. Vishwanathan was previously associated with Galaxy Surfactants, Godrej Group, Reliance Industries and Reliance Communications with his last position as Director and CFO
- In this newly appointed role, Mr. Vishwanathan, will drive finance and strategic initiatives of Rossari Group and will contribute to future growth opportunities

## About Rossari Biotech Limited:

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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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For more information, please visit [www.rossari.com](http://www.rossari.com) OR contact:

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*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.*