

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
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Dear Sir/Madam,

**Subject: Q3 FY21 Press Release**

Please find enclosed a copy of the Press Release 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**



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

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### Rossari Biotech announces Q3 & 9M FY21 results

#### Q3 FY21

**Revenues at Rs. 210.0 Cr, higher by 29.3% YoY**  
**EBITDA improves by 13.0% YoY to Rs. 34.0 Cr**  
**PAT at Rs. 21.6 Cr, higher by 18.0% YoY**

**Mumbai, January 23, 2021:** 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 nine months ended December 31, 2020.

#### Q3 FY21 performance overview compared with Q3 FY20

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- Revenues from operations stood at Rs. 210.0 crore as against Rs. 162.4 crore, higher by 29.3%
- EBITDA at Rs. 34.0 crore as against Rs. 30.1 crore, up by 13.0%
- PAT stood at Rs. 21.6 crore as against Rs. 18.3 crore, higher by 18.0%
- EPS (Diluted) stood at Rs. 4.11 as against Rs. 3.72

#### 9M FY21 performance overview compared with 9M FY20

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- Revenues from operations stood at Rs. 491.1 crore as against Rs. 440.5 crore, higher by 11.5%
- EBITDA at Rs. 87.8 crore as against Rs. 80.7 crore, up by 8.8%
- PAT stood at Rs. 57.8 crore as against Rs. 50.2 crore, higher by 15.1%
- EPS (Diluted) stood at Rs. 11.12 as against Rs. 10.21

**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.”*

## 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

## 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 manufacturing facilities with a current total capacity of 132,500 MTPA. The units are strategically located 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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