



**TRANSCRIPT OF ANNUAL GENERAL MEETING OF ROSSARI BIOTECH
LIMITED HELD ON FRIDAY, SEPTEMBER 17, 2021 AT 11.00 AM
THROUGH VIDEO CONFERENCE**

Welcome Speech by Mr. Edward Menezes, Executive Chairman

Good morning, everyone. I'm Edward Menezes, Executive Chairman at Rossari Biotech. On behalf of the Board of Directors, I take pleasure in welcoming all of you to the 12th Annual General Meeting of the Members of Rossari Biotech Limited. I trust that all of you and your families are safe and healthy. The Company has taken all requisite steps to enable members to participate and vote on the items that have been considered in this meeting.

Since the requisite quorum is present, I call the meeting to order. I would like the panelists to acknowledge their presence by raising their hands.

Members are present in the AGM through Video Conference:

Sr. No	Name	Designation
1.	Mr. Sunil Chari	Managing Director
2.	Mr. Aseem Dhru	Independent Director
3.	Mr. Goutam Bhattacharya	Independent Director
4.	Ms. Meher Castelino	Independent Director
5.	Mr. Robin Banerjee	Independent Director
6.	Major General Pachory VSM (retired)	Independent Director
7.	Mr. Manoj Dama	Authorized representatives of M/s. Deloitte Haskins & Sells LLP, Statutory Auditors of the Company
8.	Mr. Praful Dharod	Authorized representatives of M/s. Deloitte Haskins & Sells LLP, Statutory Auditors of the Company
9.	Mr. Roy Jacob	Authorized representatives of Roy Jacob & Co., Company Secretaries, Secretarial Auditor and Scrutinizer
10.	Ms. Manasi Nisal	Chief Financial Officer
11.	Ms. Parul Gupta	Company Secretary

The Company has received authorizations from corporate shareholders holding 32,36,200 equity shares representing 5.88% of the paid-up capital, equity capital of the Company. Since there is no physical attendance of the members, provision for appointment of proxy is not applicable for this meeting.

Now, I request the Company Secretary Ms. Parul Gupta to provide general instructions to members regarding their participation in the meeting.

Parul Gupta, Company Secretary

Thank you, sir. Good morning, everyone. This meeting has been held through audio visual means as per the provision of Companies Act, 2013 and the circular issued by the Ministry of Corporate Affairs and Security and Exchange Board of India. Facility for joining this meeting through the video conference has been made available to the members on first come first serve basis. All the members who have joined are by default placed on mute by the moderator. When the session on question and answer commences, the registered speaker will be unmuted by the moderator. Member may also note that the Company reserves right to limit the number of members asking question depending on the availability of time.

The notice of 12th Annual General Meeting has already been circulated to the members through emails and the same is also available on the website of the Company stock exchanges and our Registrar and Transfer Agent Link Intime (India) Private Limited. Detail procedure and instruction for attending the AGM and e-voting are explained in the notice of AGM. Registers documents and records as required by the law and mentioned in the notice are available electronically for inspection.

The Company has provided its members facility to cast vote through remote e-voting, which started from Tuesday, September 14, 2021 at 9:00 A.M. and ended on Thursday, September 16, 2021 at 5:00 P.M. The voting is now again open for the members who have not casted their votes and who did not cast their vote earlier through remote e-voting. The members may click the voting button and cast your vote which is appearing on the right hand side of your VC meeting screen and vote.

This voting shall end 15 minutes after the closure of business of all this meeting. Members are requested to refer to the instructions provided in the notice or appealing on the video conference page for seamless participation through video conference. In case members face any difficulty, they may reach out on the helpline number given in the notice.

Now, I request Mr. Edward Menezes, our Chairman to start the proceeding of the meeting. Over to you sir.

Edward Menezes, Executive Chairman

Thank you, Parul. In the year 2003, with cumulative 30 years of experience in the Specialty Chemicals industry Mr. Chari and I started a partnership firm in the name of Rossari Labtech to provide solutions to local Indian industries. Fast forwarded 23 years later, on the exact same day on July 23, 2020, Rossari was successfully listed on the stock exchanges.

We look forward to your continuing support in our journey, which we believe will create sustainable value for decades to come. We have reached towards the end of the first half of the fiscal year 2020 and we have announced three acquisitions namely Unitop Chemicals, Tristar Intermediates and Romakk Chemicals, which fall within the Company's four pillars of chemistries, namely surfactants, acrylics, silicones, and enzymes.

This is a very strategic and value additive opportunity for Rossari, and we are excited to drive towards faster growth together with larger revenues, greater technological capabilities, stronger spread of market presence and well aligned operating segments. We combine the power of our four pillars with the force of our four levers, which are R&D capabilities, agile and fungible manufacturing facilities, digitization and innovation and intelligent application of knowledge, and the result is not the sum of four plus four, But it is the greater and collective group, which when combined amplifies the possibilities and adds sustainability to the outcome. It makes our four plus four equal 44.

Rossari is well poised to capitalize on these significant growth opportunities, given its diversified range of product offerings, fungible and agile manufacturing establishments and the ability to constantly innovate and launch diversified products for its growing customer base. We continue to grow on the standalone basis and integrating all the three acquisition is one of the key focus areas for the fiscal year 2022.

Rossari is ready to maximize the enormous growth potential of all the three key sectors it is presented. Home, Personal Care and Performance Chemicals, Textile Specialty Chemicals, and Animal Health and Nutrition businesses. All these three businesses are strong growth drivers for us, and the outlook for each business remains positive in the medium to long-term, and now with the new acquisitions, we see a strong hold in Agrochemicals and Oil and Gas segments, along with preservatives and Aroma Chemicals.

Today, the Company operates from two strategically located manufacturing facilities at Silvassa and Dahej in Gujarat with the total production capacity of 2,52,500 metric tons per annum. Both these facilities are highly automated and having certified at ZDHC Level 3 Certified. The Dahej plant is a state-of-the-art automated unit thus bringing in notable cost saving advantages and better efficiencies.

It is further encouraging that despite facing disruptions owing to COVID-19, our teams were able to make continued progress in launching the facility on schedule, and we have successfully commissioned all phases of the Greenfield manufacturing facility at Dahej in Gujarat in March 2021. Being socially responsible and part of a global community, we are actively engaged with the communities in our regions of operation to create sustainable social and economic development.

Throughout the COVID-19 pandemic and lockdown, team Rossari remained active and distributed sanitizers and disinfectants across cities and states to numerous NGOs, schools and other organizations, while taking adequate protective measures and practicing social distancing. Considering sanitization as the primary measure to prevent the raise of COVID-19 pandemic, we stood firm to promote sanitization and safety to society.

As a result, we successfully donated approximately 6,000 liters of sanitizers and disinfectants in our fight against combating the spread of the virus other than our CSR initiatives. I would like to take this opportunity to thank our shareholders, valued customers, and business associates for their continuing trust and support that they have shown in us. I would also like to thank our employees for their wholehearted support and dedication.

I would like to express my sincere gratitude to all the members of our Board for their continued insights and invaluable guidance as we explore new opportunities and move ahead with confidence.

Now, I request Mr. Sunil Chari, our Managing Director to give a brief to the members on the performance of the Company during the financial year ended March 31, 2021. Mr. Chari!

Sunil Chari, Managing Director

Namaste and good morning, everyone. I trust all of you are safe and well. In the next few minutes, I would like to give you an overview of our financial performance for the year that ended March 31, 2021. The Company continues to be one of the leading Specialty Chemicals manufacturing companies in India, providing intelligent and sustainable solutions to customers across industries and reported a resilient performance in the financial year 2021 with revenues from operations at Rs. 709 crores up by 18.2% on year-on-year basis.

The Company has delivered strong performance in home personal care and performance business line led by accelerated momentum in hygiene products and infection control portfolio sales. Broader operating constraints and slowdown in demand impacted performance of the textile speciality and animal health and nutrition businesses during the first half of the fiscal year as the country moved to the unlock down phase in first half of the financial year.

We started seeing a healthy uptick in our consumption demand which further strengthened through the course of the fiscal. On the operational front, globally, our industry witnessed pricing and availability issues in key raw materials during the second half of the fiscal year. This did impact our gross margins to a certain extent. However, given our raw material sourcing, framework and cost management, we were able to manage this situation and deliver healthy EBITDA margins of 16.1% and 17.4% in Q4 and FY 2021 respectively.

Going forward, we have anticipate our margins to remain healthy. Despite unprecedented operating constraints in the year, it is encouraging how we as an organization adapted and efficiently continued operations in the most uncertain of paths. Even with the added workload of launching our initial public offer, our teams have done a fantastic job in managing operations during the year, this makes us optimistic on the future growth.

On the profitability front, EBITDA stood at Rs. 123 crores with margins at 17.4%, profit after tax during the years to get Rs. 80 crores as it is Rs. 64.2 crores in the financial year 2020. From a balance sheet perspective, cash and cash equivalents including bank balances during the fiscal year stood at Rs. 107.8 Crores. Net cash flows from operating activities during the year stood healthy at Rs. 47.8 Crores.

I hope I have been able to give you a good overview of our financials, our annual report, board and auditors report thereon are all available on our website. In case you have any suggestions or comments, please do reach out to us. Thank you.

On that note, I'll now handover the procedure back to our Chairman, Mr. Edward Menezes.

Edward Menezes, Executive Chairman

Thank you, Mr. Chari. Now I request our Company Secretary, Ms. Parul Gupta to provide a summary of the auditor's report.

Parul Gupta, Company Secretary

The statutory auditors Deloitte Haskins & Sells LLP and our Secretarial Auditors Ms. Roy Jacob & Company have expressed an unmodified opinion in their respective auditor's report for the financial year ended March 31, 2021. There were no qualification, observation or adverse comments on the financial statements and matters, which have any material bearing on the functioning of the Company. Copies of the Statutory Auditor's report and Secretary Auditor's report are enclosed as a part of the Annual Report circulated to the members. Over to you, Edward.

Edward Menezes, Executive Chairman

Thank you, Parul. As the notice and Annual Report are already circulated to all the members. I take the Notice, Statutory Auditor's Report, Secretarial Audit report and Board's Report as read. We will now take up the resolutions as set forth in the notice.

Item No.1 - To receive, consider and adopt:

- a. Audited Financial Statements of the Company for the Financial Year ended March 31, 2021 together with the Reports of Board of Directors and
- b. Auditors thereon and Audited Consolidated Financial Statements of the Company for the Financial Year ended March 31, 2021 together with the Report of Auditors thereon.

Item No.2 - To declare a final dividend of Re. 0.50 per share on equity shares for the financial year ended March 31, 2021.

Item No. 3 - To appoint a Director in place of Mr. Sunil Chari (DIN: 00149083), Director, who is liable to retire by rotation and being eligible, offers himself for re-appointment.

Item No. 4 - To ratify and approve the remuneration of the M/s. R. Shetty & Associates, Cost Accountants, Cost Auditors for the Financial Year 2021-22.

Since all the resolutions have been already put to vote through remote e-voting, there will be no proposing and seconding of the resolutions, and that there would be no voting by show of hands. Voting on the Link Intime platform would continue for another 15 minutes to enable the members to cast their vote, post conclusion of proceedings of this meeting.

Now, if any member desires to ask any questions pertaining to any item on the notice, he/she may do so now. The moderator will facilitate the question-and-answer session. Now I would request the moderator to open the forum for members to seek clarifications and ask questions. Over to Nihar.

Question-and-Answer Session

Moderator

Thank you, Chairman sir. I request the members to keep their question brief and specific and confine their comments to the business items set out in the notice. Please remember your speaking serial number which will be appearing in the voting registration message, once you mark your attendance for the meeting. Members are requested to start the conversation with the panelists by switching on video mode and audio of your device. The question will be answered by the panelists one by one. Now I call out our first speaker Ms. Celestine E Mascarenhas.

Q - Celestine Elizabeth Mascarenhas

Respected promoter Chairman Mr. Edward Menezes and Managing Director, Sunil Chari other very Honorable Directors on the Board and in this virtual meeting, my fellow shareholders, I am Mrs. C E Mascarenhas. I am speaking from Mumbai. First of all, I must thank our petite whom I can see now Parul Gupta and her team for sending me an e-notice and I even asked I want in the PDF, because I think I don't know they could not send me a physical where I'm more comfortable because of age. I thank them and also registering me as a speaker. Also, I thank Pramila and her team from the Link Intime for giving me this link, where I can even speak and you can see me and I can see you. Thanks a lot.

Now, I come to the Annual Report very good! figures are also good, self-explanatory, adhering to all the requirements of the corporate governance, then CSR work is excellent given on Page 43. And also I'm very, very happy with the ESG, which is also taken care in our annual report, which is now more and more, we have to concentrate on ESG along with CSR.

Now, I come to the working. Working is definitely good, all these Speciality Chemicals are doing very well. PBT, PAT up and we are also giving 50 paisa dividend that is 25% is very good. And from the IPO, I am really very, very happy. The IPO came in the midst of big lockdowns and all last year, I think July 23. And it was priced at a quite economical price Rs. 425 and wherever shareholders got it, it is a win-win position.

So, you have made us enter into this great speciality Company. I thank both the promoters for with your effort that we are now enjoying the membership of such a great Company which sky may be the limit and you will break every time your records that is what myself says the Rossari is Rossari.

So, I know definitely Rossari will be very great Company. We have a very good vision, mission and core values where you have expanded beautifully the meaning of Rossari R-O-S-A-R-I, which is respect, ownership safety, sustainability, agility, reliability and innovation. So, what do we need more? Sir, I even compliment or I congratulate for all the awards which are awards and accolades, which are already written on Page 4. I will not speak on that at all, because of time constraints.

Now my query sir, we have 370 permanent employees and we have two plants, one in Silvassa and Dahej. Sir, I would like to know out of these how many percentages only don't give me numbers work from home and how much savings we have done by working from home?

Next is that we have an R&D facility at Silvassa and at IIT Mumbai about 22 plus professionals are there. So, how much amount you set aside for R&D of the total manufacture. Sir, we are a leading speciality chemical Company. We have well defined three verticals Home, Personal Care and Performance Chemicals, Textiles, Speciality Chemicals and Animal Health and Nutrition.

Sir, I would like to hear from you that where is our core competence to the greatest extent, where we are in core competence, because I feel if we have the core cutting-edge, core competence and which sort of these verticals, we enjoy good margins and also which is more demand, which will become the industry of the future demand. Sir, please could you just enlighten me on this?

Sir we have next question is we have 3,500 products, 1,000 plus customers all over the world. Sir I would like to know among these 3,500 products, which of them is sort of market share is the highest? How many products we are enjoying, we the market leaders among these products?

Sir we have calibrated inorganic strategy opening up opportunities already. We have acquired three acquisitions. Sir, whether any more inorganic growth and the CapEx Plan, for the same, whether from plowing back or from market or from rights. Sir, I give you one suggestion. See, you come with the rights because I want you to break your own records. So, you grow more and more in the core competence whatever, And you can come with rights which can be like a mini votes for us.

So, because when it is IPO was there was adverse things which I don't know, sometime enemies spread anything adverse. So, but I am reading the annual report, I am very happy and the performance, what is going on with acquisitions what is going on, I am very happy with it. I would lastly say I have supported all the resolutions. And I would like you to spell future roadmap for the next three years, keeping in mind the COVID protocol and the lessons learned by this COVID.

With this, I thank you very much, I wish you a very, very good health to you both the promoters, to all the Directors, to the Board and especially not the least to the staff members. So may you work hard and may you reward us with a good profit. With this, thank you very much. May god bless you all. Now I just hand over the mike to Mr. Mascarenhas. Please don't disconnect. Thank you.

Q – Aloysius Mascarenhas

Respected Chairman sir, I'm the second speaker. Chairman sir?

A - Edward Menezes, Executive Chairman

Yeah, yeah welcome, Mr. Mascarenhas.

Q - Aloysius Mascarenhas

Respected Chairman sir, very distinguished members of the Board and my fellow shareholders. Good morning to you all, my name is Aloysius Mascarenhas. At the outside I thank the management, our Company Secretary, and Registrars for sending the e-balance sheet which I received on time, it is simple, self-explanatory, informative and adhering to all the parameters required for a good corporate governance.

Our results are excellent and a good dividend payout. We are doing extremely well as shown in the market. Market is an economic parameter of our Company and the shares value shows the potential and we have got good management team and a good product, Speciality Chemicals which is really special. Now sir, many questions have been asked. I would like to ask two questions, of which one is who are our peers and competitors both nationally and internationally? And what is our market share number two.

Number two, the pandemic COVID, which has destroyed our economy and the world economy, how it has affected our Company's business. More importantly on the employees, how many employees were affected? How many recovered? Any deaths, and what compensation we have paid to the bereaved family and donation to government and NGOs? And are all our employees fully vaccinated? If not, I think that all our employees are vaccinated?

So all the questions, then some more will be coming forward to ask you, so I end my speech wishing you personally, all the Board members, and more importantly, all the very best. We are in the midst of a festive season. So, I wish each one of you all a very happy festive season. With this, sir. Thank you very much for patient hearing.

A - Edward Menezes, Executive Chairman

Thank you, Mr. and Mrs. Mascarenhas. I think some of the questions which Mr. and Mrs. Mascarenhas has asked us, one of them is R&D and what is our spend in the R&D. So Rossari has been one of the companies which focuses on innovation and sustainability, and we are I think the only Company which has our R&D Center. It's the place for excellence at IIT Mumbai, and we have about 40 scientists who work from the IIT Mumbai Center for Excellence. Apart from that we also have an R&D at Silvassa where we have about 10 chemists working in the R&D Center.

So, in the last year, we have spent around 1% of the turnover, a little bit up over 1% of the turnover on R&D, that was about Rs. 8.29 crores, and in this year, we plan to spend between Rs. 8 crores and Rs. 10 crores on R&D. And as a Company it is, as I said focuses on innovation, our key differentiator is that we are able to make custom made and tailor made products for our customers.

Our expertise is an application development and our formulation, because of which we were able to very quickly due to our agile and fungible manufacturing facilities. During the COVID time, we were able to steer towards our personal care, across the HPPC segment that is a Home, Personal Care and Performance Chemicals segment, because during that time, the Animal Health and our Textile Chemicals business were completely shut. So, if you look at our core competence, we focus on application development and formulation. And we also do not digress from our four pillars of chemistry, which have silicones, enzymes, surfactants and acrylic chemistry. So, these are the four pillars of chemistry that we focus on and all acquisitions that we've made in the past three to four months, all of them are within these four pillars of chemistry.

Apart from that, if you look at the number of products, you said that 3,000 plus and we had about more than 1,000 customers, but number of products seem very large, mainly because we do a lot of formulations and make custom made products for our customers. So, although we make majority of our ingredients, we could not sell our ingredients as they are but we always add value to our ingredients, make custom made products and make the customer more competitive by giving them products which have an added value.

In the three acquisitions if you see one of them is Unitop Chemicals, the other is Tristar Intermediates, and third is Romakk Chemicals where it's a joint venture. So, Unitop Chemicals is also into surfactants, but the market is different there. We are into a Home, Personal Care and Performance Chemicals, Textiles Speciality and Animal Health and Nutrition. Whereas Unitop is in the Agro and Oil and Gas Space. So, because they are in a different segment, it is going to add and it becomes value accretive from day one for us. There are no customer, not many customers left.

Also, Unitop has around 30% of their sales to exports. And therefore again there is a big opportunity to cross selling or to cross pollinate sales from Rossari into Unitop. Similarly, Tristar Intermediates is into the business of Preservatives and Aroma Chemicals and these preservatives are green chemicals which are substitutes for parabens. So that also has a great opportunity and their exports is even larger than Unitop Chemicals. Therefore, again it opens up more opportunities for cross selling for us.

Yeah, I think Mr. Mascarenhas also asked that among the three verticals which is the vertical which we'll be focusing on. Of course all the three verticals are very strong for us. However, in the last three years if you see Home, Personal Care and Performance Chemicals, which is a large segment for us home care, personal care as well as performance chemical which constitutes paints, paper, ceramic, water treatment, et cetera. So, this is a larger segment, large market in these segment for us and this will be our focus area for the future. Maybe you see over the last three years, our Company, the ratio of the sales in our Company has skewed towards Home, Personal Care and Performance Chemicals.

In the last year, our ratio changed from 47% to 56% and in Textile Chemicals, because the Home, Personal Care grew faster than the Textile Chemicals. The share of Textile Chemicals within the Company came down. But however, the Textile Chemicals also grew last year. So even though it was a pandemic year, both these grew considerably well. The Animal Health and Nutrition also grew to a good to a very small extent, but it still grew.

So, the Animal Health and Nutrition is about 8% to 9% in our portfolio, the rest being our Textile Speciality Chemicals. So we have new and emerging businesses that we began in the Home, Personal Care and Performance Chemicals. One of the strategies of Rossari is ceding, and we've been ceding the Water Treatment, Chemical's business. We've been ceding the Performance Chemicals business in paints, in paper, as well as in ceramics and once the business in these industries starts up completely and they are face to face meetings and our executives can go and visit and clear demand. We are very confident that these segments will pick up or these ceding will also pick up.

Similarly we have ceded the Rossari Personal Care business and this business is also doing better than our internal expectations. I will hand over to Mr. Chari to answer the rest of the questions.

A - Sunil Chari, Managing Director

Good morning, Mrs. Celestine Mascarenhas and Mr. Aloysius Mascarenhas. Your questions are many. But first, I would like to thank you for your Dua. So, you said in one of the earlier EGM "Dava se kaam nahi hota vo dua se hota hai" So your blessings are appreciated and they are invaluable. Thank you for the same, our employees are our assets. And so the safety and health is and will be always on our topmost priority. The Company has conducted vaccination drive for all of its employees, both at the head office and at the sites. The Company has also given 14 days paid leave apart from the annual paid leave available to all employees who got affected by the virus for the better recovery.

Luckily, we do not have lot of employees who had COVID, all of our sites were operational most of the time because we were into manufacturing of essential commodities like sanitizers and disinfectants. We followed the strict protocol mandated by the government, while keeping our sites open. Our office is also open as per the rules and protocols mandated by the Bombay Municipal Corporation and the State Government in Mumbai. At this moment, 50% attendance of the employees. So we work alternate days with different employees.

In terms of taking care of the employees, we also have granted ESOPs to our employees. So we had granted approval for about 15 lakh ESOPs which are equal to 15 lakh equity shares of Rs. 2 each. The total options are granted was 7,36,000 and total option outstanding as on date is 5,26,800. Option available for further grant is 9,73,200 ESOPs.

In terms of CSR, our total CSR obligation was Rs. 12.65 million, the aggregate amount spent on CSR activities was Rs. 13.24 million. So, we exceeded and spend more than the CSR obligation and there is a lot of things which we did, which are also beyond the CSR. The major areas of spending of CSR activities during the financial year 2021 were for education, material and infrastructure support, COVID care and COVID relief, contribution for setting up homes, old age homes and support for orphans and handicapped.

You also asked us regarding the market share. So, in the Textiles Speciality Chemicals, we have about 5% market share in the market side which is nearly 6,000 crores. In the Home and Personal Care which is the largest segment we offer, we have a very small market share, and similarly in the Animal Health and Nutrition which is our smallest business, We have a very small market share, the market share quotation is huge. In terms of both the plants, we are working as I said earlier, the future roadmap is to grow all the businesses, because we see good potential in all the businesses and we will continue to focus on the core competence, I wish I have answered all your questions to your satisfaction. Yes, and you asked about the competitors.

So we have a blend of different competitors, so we don't focus on a particular competitor. We believe that we should lead and we should not follow in creating new populations, which help our customers to become more competitive, or help them become more sustainable, help reduce the BOD, COD and the TDS in the reffluent. Make the process more competitive by reducing the amount taken for a particular process or reducing the temperature or reducing the process time, thereby increasing efficiencies and making the world a cleaner place to be. Thank you from our side.

A - Edward Menezes, Executive Chairman

Over to Nihar.

Moderator

Our second speaker for the event is Ms. Lekha Satish Shah.

Q - Lekha Shah

Hello, can you hear me sir?

Moderator

Yes, ma'am.

A - Edward Menezes, Executive Chairman

Yes, ma'am.

Q - Lekha Shah

Thank you, sir. Respected Chairman sir, Board of Directors, and my fellow members, good morning to all of you, myself Lekha Shah from Mumbai. First of all, I'm very much thankful to our Secretarial team especially Parul ma'am, Jil ma'am, and Manasi ma'am for extending very good investor services and also sending me the AGM notice by email well in time in such a difficult situation, which is full of knowledge, facts and figures in place. So, I am very grateful to our Company Secretary, Ms. Parul Ben. Thank you, Sunil sir, for such an informative or wonderful presentation. Sir, I am happy to see all the good deeds that you have done during this tough time. I pray to God that he always showers his blessing upon you. Sir, I would like to ask few questions. My first question is, what are the learning from the lockdown? And how is the Company implementing those learning?

My second question is, has there been any impact of COVID second wave on the Company? My third question is, what is the roadmap for the next two years? So I would like to say I strongly propose all the resolutions for today's meeting, and my best wishes, always our Company and its prosperity. Thank you, sir.

A - Sunil Chari, Managing Director

Good morning, Ms. Lekha. Thank you for your good words and blessings. The learnings from the pandemic are many. And the primary learning was the digital transformations. Though Company Rossari Biotech Limited did a wonderful job with making our entire sales force, our teams getting connected digitally and working in a seamless way, so that we were able to supply even in the peak of the pandemic. In the first phase of the pandemic, we had lot of constraints, there was no transportation movement, there was supply chain issues, there were manpower issues, there was no transportation for our goods, but also for the employees to our factories. We also did our IPO exactly in July 2020, which was again a peak of the pandemic. What we learned is, the future is digital, the future is transforming the Company.

And we with the action of our Chairman and the Board, we were able to transform the Company and work in a very, very seamless manner and deliver exceptional results. So what we promise to the investors, we have been able to honor very, very well. But all of our sites are working most of the time. Our offices are working. With that we launched our IPO. We did all our audits and the quarterly results much ahead of our peers and other listed companies. We have been a Company which is proud of its compliances. So, for last 24 years, we have zero in litigation as a Company, but we are also very, very compliant and we ensure that all our compliances take place, our employees rose to the occasion. I give one very, very good example is during April 2020, we had a Corona case near our factory and the whole area was sealed. That means nobody could go out or come into the factory.

We had about 100 employees in the factory and they could not come out of the factory and 20 days, they stayed inside. We were able to arrange beds, mattresses, food for the employees, and they rose to the occasion. And we ensured all of our customers were able to get, we had a double responsibility, because we are supplying sanitizers and disinfectants, which was very essential commodity, and not many companies had started manufacturing in the month of April. So we were able to deliver to our customers well in time. I hope Ms. Lekha, we have been able to answer your questions to your satisfaction.

A - Edward Menezes, Executive Chairman

Yeah, Ms. Lekha, good morning. I will take you through what we think, Rossari Biotech thinks for the future and the roadmap. So, as you've seen that, we have had a very robust performance in all the three verticals that we are in, especially the Home, Personal Care and Performance Chemicals. The pent-up demand in the Textile Speciality Chemicals also was seen in the first quarter. However, again in the second quarter, due to the second wave, there was a slowdown, which has again started picking up.

However, in textiles, the exports have done well for us. And therefore, these will be the two places or two segments that we will focus on. Since the Animal Health and Nutrition is a very small part of our business about 8% to 9% of our business, there is a tremendous potential in this area. And we plan to launch many new products in this area, especially antibiotic replacements are something that we are looking at very carefully in the near future. The focus, of course will be on Home, Personal Care as well as Performance Chemicals. Personal Care, as I said has surpassed our internal targets. And we are sure that this year also it will surpass our internal targets.

Our Home Care and Laundry, these two things, these segments are doing pretty well for us. The Personal Care business, as I said, since the ceding was ongoing for the last two years, this business is poised to take off in this year as well as the coming year. Going forward, since we have three acquisitions that we've done in the last three to four months, our main focus will be integration of these acquisitions. So, we want to integrate these acquisitions into Rossari, since two of these acquisitions, our subsidiaries will be 100% subsidiaries in the future. And one of them is a joint venture where we have majority stake. What we want to do is, we want to leverage the manufacturing capabilities at operational efficiencies of the new units.

So one of the units is very nearby where our existing factory is situated. It's about 19 acres plot and it has about 89,000 metric tons of production capacity. And we plan to leverage this manufacturing capability because they manufacture a lot of ingredients that we already use. And we would like to see the synergies between these two companies. There are many new technologies which are available with the acquisitions in terms of the silicone technology of Romakk Chemicals, the distillation processes at Tristar and the surfactant technology ethoxylates, propoxylates which we did not have in the past along with a lot of other chemistries that Unitop already has ready for the oil and gas.

So we would like to adopt these new technologies for the future. Apart from this, because the distribution network has expanded now. So, we have a greater number of distributors coming in from Unitop, Tristar, as well as Romakk and the export opportunity. Unitop has 30% of their business in export and Tristar has about 50% of their business in export. And therefore, we would like to look at the synergies or look at cross selling Rossari products and its formulations into these distributors. And we would also like our distributors who are in the export to cross sell our Agro oil gas as well as the preservatives.

Finally, the product line synergies. Now Romakk has a range of products where we do backward integration into silicone oils, into hydrophilic silicones, in the personal care, blend personal care emulsions, as well as deformers. Similarly, Tristar has a range of surfactants and preservatives that they manufacture where there can be synergies with Rossari because we manufacture enzymes and a lot of chemicals where preservatives are used. And of course, the biggest synergies with Unitop because they are fully into surfactants and Rossari uses a large number of surfactants in their Home Care, Personal Care, Textile Speciality Chemical applications. Then we also want to utilize the new talent that we acquired. If you see there is a huge talent that we were acquired both from Tristar, Unitop as well as the Romakk and you would like to utilize this talent pool to leverage their expertise both in manufacturing as well as in marketing and one of the key drivers for us in the future with these acquisitions would be also the export business. Thank you. Lekha Ji, is that fine with you? Okay, over to Nihar.

Moderator

Thank you so much sir. We are done with the speakers. We can move to the next agenda sir.

Edward Menezes, Executive Chairman

Okay, any other member who has any other query or wishes to make any further comment may send his/her query by email to our Company Secretary and we will respond. The electronic voting option will remain open for the next 15 minutes. Members who have not exercised their vote may do so now. Mr. Roy Jacob, membership number F9017 from Ms. Roy Jacob & Company practicing Company secretaries have been appointed as the Scrutinizer to report on the combined voting results of the remote e-voting and the instavote.

The results will be declared and submitted to the stock exchanges within 48 hours from the conclusion of this meeting, and disseminated on the Company's website along with Scrutinizers report. I authorize the Company Secretary to do the needful and resolutions have set forth in the notice shall be deemed to be passed today subject to receipt of requisite number of votes.

So, with this, the 12th AGM comes to an end. I'm grateful to all the members and Board of Directors for their attendance and active participation. I wish all of you to stay safe and stay healthy. Thank you very much. I will now request the moderator to conclude the meeting.

Please note: This transcript has been edited for readability and does not purport to be a verbatim record of the proceedings