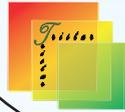
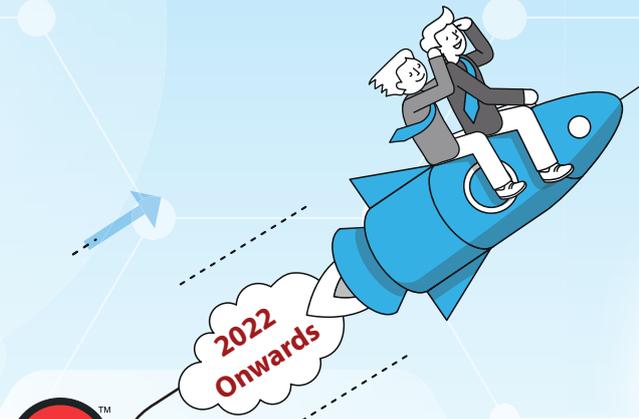


25
YEARS
**BIGGER, BETTER,
MORE COMPETITIVE**

*To everyone who has supported us,
here's to 25 years of being
A PART OF OUR STORY*



HPPC



buzil rossari



Land Silvassa



2022 - ISSUE 2 | SHARE THE KNOWLEDGE

ROSSERA



OEKO-TEX®
CONFIDENCE IN TEXTILES



ZDHC
CONTRIBUTOR



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The Journey

“

Our JOURNEY begins in 1997, with the foundation of the Rossari Chemical Pvt. Limited in Mulund. From Mulund to Kanjurmarg Head office during this 25 year journey we have started various business ventures that have led Rossari as the leading Specialty chemical manufacturer. Since our inception, we have focused on providing customized solutions to our customers in a cost and time efficient manner. We believe our success is the result of sustained efforts over the decades in all areas of our business, such as product innovation, process improvements for our customers' production cycle, agile customized solutions, our sustainable eco-friendly portfolio of products and increased scale of operations.

Today, our Company is a pioneering force in the Indian specialty chemicals market and Rossari is considered a well-known brand in this market.

”

› Co-founded by Edward Menezes and Sunil Srinivasan Chari in 2003

› Acquired a 10-acre plot of land at Silvassa

2003-2004

› Established a large-scale manufacturing facility at Silvassa

› Awarded the status of 'One Star Export House' by the Government of India

› Received ISO certification 9001:2000 for plants at Silvassa and 14001:2004 in 2008

› Awarded as the 'Corp Excel 2008' National MSME from a list of 27,000 companies by RBL

› Diversified into Animal Health and Nutrition (AHN) and Construction Chemicals

2006-2008

› Received the 'Frost and Sullivan Award' for customer value enhancement of industrial enzymes

› Approved its textile auxiliaries range by the Global Organic Textile Standards

› Recognised as a leading innovator in the textile industry

› Commenced supply of Animal Health and Nutrition (AHN) products to Zoetis the world's largest producer of medicine and vaccines for pets and livestock

2009-2011

› Launched HPPC (Home, Personal Care and Performance Chemicals) division with initial focus on Laundry and Industrial Cleaning Chemicals

› Established a representative office to cater to the textile division in Dhaka, Bangladesh

› Formed a joint venture with the German company - Buzil-Werk Wagner

› Acquired 13 acres of land at Dahej GIDC (Bharuch, Gujarat)

› Commenced supplies to IFB for laundry detergent and dishwasher liquid brands

2013-2015

› Awarded the 'Jamnalal Bajaj Award for Fair Business Practices'

› Bestowed with the 'SME 100 Award' from the Axis Bank

› Received the 'Best Vendor Award' from Arvind Mills

› Bagged the 'Economic Times Award for Innovation and Sustainability'

› Entered an exclusive business partnership with Unilever

› Acquired Lozalo International - a prominent branded veterinary cosmetic products company

› Crossed the turnover of ₹ 500 crore

2016-2019

› Established a Centre of Excellence at IIT, Bombay, at Powai

› Commissioned the Dahej project

› Tied up with CSIA, Mumbai Airport, to place branded dispensers and supply sanitisers for the use of passengers

› Forayed into e-commerce by listing HPPC products on the platform of Amazon

› Fully operationalised Rossari Centre of Excellence, the Company's new state-of-the-art and certified R&D laboratory, strategically located on the IIT campus in Mumbai

› Successful IPO launch and Rossari listed publicly on NSE and BSE

› Became a Zero Debt Company

› Fully commissioned all phases of Greenfield manufacturing facility at Dahej, Gujarat

› Preferential issue of ₹ 300 crore to existing institutional investors buyers

› 3 acquisitions - Unitop, Tristar and Romakk

› Winner of Golden Peacock Innovative Product/Service Award

2020-2022



• Architects

Edward Menzes,

Founder Director of Rossari Biotech Ltd. is a first generation entrepreneur. A postgraduate in Textile Chemistry (B. Sc. Tech) from UDCT (now ICT) Mumbai and a management Graduate (MMM) from Mumbai University (Welingkar College) has over 28 years experience predominately in the field of textile processing.

He started his career in a textile process house and later shifted to technical services in the Dyes and Textile auxiliaries with Jaysynth Dyechem P. Ltd. His longest stint in the job career was with Sandoz (India) Ltd (now Clariant) where he held various positions from Technical services, Product Manager to Business development Manager. In the decade long stay with Sandoz he gained immense knowledge and experience in various market segments like Textile, Paper, Leather and Masterbatches.

Armed with this immense experience and knowledge he setup Rossari Biotech Ltd. in partnership with Mr. Sunil Chari in 1997. At Rossari Biotech Ltd., with his experience and application expertise a large number of new products, processes and ideas were launched in the market place. Soon Rossari became a name to reckon with and climbed to the top three suppliers in the Industry.

His ability to assimilate new technologies and being a quick learner, Rossari started production of enzymes in 2001 and soon became the market leader. After that there was no looking back, under his able guidance and technical excellence Rossari set up a new plant at Silvassa and entered newer segments like Lubricants, Construction Chemicals, Animal Health and Nutrition, Enzyme in Pharmaceutical and lastly the Laundry and Cleaning chemicals business.

Over the year he has built the state of the art production facility, technical services and R & D centre at Rossari and his vision to be able to beat competition based on innovative products and par excellence quality and technical services has catapulted Rossari as one of the leader in the Specialty Chemicals and Enzymes business in India.

Executive Chairman,
Rossari Biotech Limited

Sunil Srinivasan Chari,

Founder Director of Rossari Biotech Ltd is a first generation techno-entrepreneur. A businessman by choice; driven by a single-minded focus to succeed, he belongs to an elite league of business leaders who has achieved what many others would just be left dreaming about. What Rossari Biotech has achieved today, stands testimony of his visionary leadership skills. What it seeks to accomplish in the future is a perceptible evidence of his acumen as an entrepreneur to rapidly evolve in a fiercely competitive global marketplace. An aggressive marketer; his ability to get work done lies in his soft skills – a down to earth approach to managing business and a flair to instantly forge a bond with his business partners and associates.

He has over two and half decades of experience in the textile industry more than a decade of which is as an entrepreneur. With a LTC from the prestigious VJTI in Mumbai, he started his career as a printing technologist at Century Mills in 1984. Not one of remain content in a secure job, He moved on from one company to the other picking up the technical skills in his trade. In a fledgling industry, he realized the criticality of honing his business skills and hence secured a management degree from the Mumbai University in 1994. As the liberalized Indian economy steadied itself in a fast globalizing environment He went on the set-up Rossari Biotech in 1997 along with a friend as partner. Much of the initial capital for Rossari came in form of angel funding from friends and relatives who reposed faith in his intuitiveness. Rossari Biotech is today one of the top manufacturer of textile speciality chemicals and enzymes in the Indian market. Driven by the courage of his conviction, a single-minded vision and an aptitude to take calculated risks, he continues to deliver success to his investors, business partners and employees.

Managing Director,
Rossari Biotech Limited

Big Beginning

Old Lab

“

Over the years, being a leading player in the chemical industry has become increasingly more challenging, as customers' needs become more specific and complex. To ensure that we keep up and stay ahead of their evolving requirements, investing in technology; innovation at Rossari is a top priority.

Focusing on meeting customers' needs, R&D contributes to providing innovative products, maintaining competitive pricing, continuously improving quality and providing a best-in-class level of regulatory affairs. Our research and development team have continually developed cost effective and quick turnarounds for clients, and this is why many companies outsource their production to us.

”



Vikhroli- Kailash Complex

HO- Kanjurmarg



Old Factory

“

We manufacture majority of our products in-house from our first Manufacturing Facility at Silvassa. This has flexible manufacturing capabilities for powders, granules and liquids which ensures that we can manufacture any of these at any point of time depending on the specific requirements of our customers. This facility also has a comprehensive range of testing as well as packaging capabilities.

”



Sky isn't the limit

New Lab

“ With collaboration with the IIT-B Monash Research Academy has opened a new horizon for Rossari R & D lab. With advanced lab set up, we can focus on a more detailed study of products. Those studies would be helpful to strengthen our sustainable claims of products. Since advanced equipment facility is available under one roof our technical team can enhance their technical skills and update their knowledge. ”



IIT Mumbai ●



New Factory

“ Our new state-of-the-art plant at Dahej, Gujarat is equipped with advanced technologies and commissioned in fiscal 2021 which enabled us to process and produce significantly larger quantities of Specialty Chemicals. Our constant focus has been on diversifying our product portfolio while expanding our capacities and further acquiring additional capacities through acquisitions. ”



Dahej Factory ●



Silvassa Factory ●

Awards

“

These awards will inspire us to be a world class enterprise, offer a platform to promote ourselves to our partners and collaborators and ensure a long term sustainable growth. It will also help us to accelerate our growth and gain a global footprint.

”



2008

“Corp Excel Award”



2010

Frost & Sullivan
Best Practices
Awards



2011

“Bio-Excellence
Award”



2013

“Distinguished Alumnus
Technology Day
Award”



2012

“Jamnalal Bajaj Award
for Fair Business Practices”



2018

Star Performer
Award
for Innovation



2022

Golden Peacock Innovative Product/
Service Award



2014

“Best Innovator
Award”



2018

“India SME
100 Award”

Recognitions

Recognised in-house R & D Units

“ by Department of Scientific and Industrial Research, Govt. of India ”



The Brand

4

Pillars of Chemistry

SURFACTANTS

SILICONES

ACRYLIC CHEMISTRY

ENZYMES

+

4

Levers of Growth

R&D CAPABILITIES

AGILE AND FUNGIBLE MANUFACTURING FACILITIES

DIGITISATION AND INNOVATION

INTELLIGENT APPLICATION OF KNOWLEDGE

X

2

Acquisitions

→

1

Strategic Investment

Ready for
Future
Growth

4250+

Product



20+

INDUSTRIES SERVED



33+

Exporting to



350+

Total Distributors



Old memory lane

Distributors meet

“

Distribution serves as link between producers and consumers. Producers can make flow of information and messages to consumers about their products, price, promotion etc. through channel members. Similarly, they receive information about customers, competitors and environmental changes from channel members.

At Rossari, we believe the distribution channel is the path that a product or service takes in order to be sent from the manufacturer to the customer. If the customer bought the product or service straight from the manufacturer the distribution channel is a short one. ”

1st Distributor's Meet



Distributor Meet, Bangkok



Distributor Meet, Bali, Indonesia



Rossera Editorial Board Members



Annual Review Meet

“

The annual review meeting attempts to discuss the employee's performance and pinpoint development prospects that are in line with their professional goals. At Rossari, we think that these gatherings are beneficial for discussing employee performance and identifying career-aligned possibilities for progress.

”



Puja at Silvassa Factory

“

Celebrations and religious events at work might offer a welcome diversion from the grind of ordinary professional life. Employees might enjoy themselves and come to work the next day with new energy.

We at Rossari think that celebrations are a fantastic way to strengthen relationships. The festival serves as a point of connection for teams that might not normally interact or communicate much with one another.

”



functions

• Sports day •

• Annual Day •



festival

● Holi

“

Festival celebrations at work are excellent for boosting morale. Employees experience greater ties to the company and their coworkers. Overall, festival celebrations at work are excellent for boosting morale.

”

Navratri ●



festival

Diwali



X-mas



Picnic



CSR

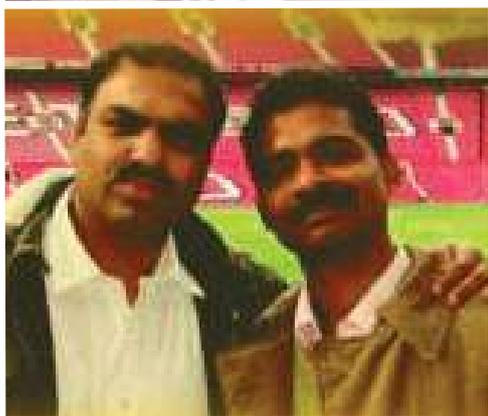
“

With a focused CSR agenda, Rossari Biotech makes donations and engages in activities that benefit the communities we are a part of.

Our projects are focused on improving the environment, encouraging the education of young children from disadvantaged backgrounds, and creating desperately needed community infrastructure. We also actively give to those who require financial assistance for their own and their families' medical needs.

”





25
YEARS
**BIGGER, BETTER,
MORE COMPETITIVE**

*To everyone who has supported us, here's to 25 years of being
A PART OF OUR STORY*



"Happy Employees lead to happy customers, which leads to more Excellence"



ROSSARI BIOTECH LIMITED

(An ISO 9001:2015 & 14001:2015 Certified Company)

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