

April 30, 2024

DCS-CRD BSE Limited First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001 Fax No.2272 3121/2037/2039 Stock Code: 543213	Listing Compliance National Stock Exchange of India Ltd. Exchange Plaza, 5 th 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.: Q4 & FY24 Press Release

Please find enclosed a copy of the Press Release for the Quarter and Financial Year ended March 31, 2024.

The same may please be taken on record and suitably disseminated to all concerned.

Thanking you,

Yours Sincerely,
For Rossari Biotech Limited

Parul
Gupta

Digitally signed
by Parul Gupta
Date: 2024.04.30
12:54:34 +05'30'



Parul Gupta
Company Secretary & Compliance Officer
Membership No.: A38895

Encl.: as above

ROSSARI BIOTECH LIMITED

(An ISO 9001:2015 & 14001:2015 Certified Company), CIN: L24100MH2009PLC194818

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: Plot No. D3/24/3, Opposite ATC Tyre Phase III, G.I.D.C Dahej, Village Galanda, Taluka Vagra, Bharuch-Gujarat - 392130, India. T : +91 2641-3505 03

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 www.rossari.com



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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 Q4 & FY24 results

<u>Q4 FY24</u>	<u>FY24</u>
Revenue stood at Rs. 472.7 Cr EBITDA at Rs. 63.6 Cr PAT at Rs. 34.1 Cr	Revenue at Rs. 1,830.6 Cr EBITDA stood at Rs. 249.8 Cr PAT at Rs. 130.7 Cr

Mumbai, April 29, 2024: Rossari Biotech Limited (Rossari), a Specialty-Chemicals manufacturer providing intelligent and sustainable solutions for customers across industries, has announced its financial results for the quarter ended March 31, 2024.

Consolidated: Q4 FY24 performance overview compared with Q4 FY23

- Revenue from operations grew 16.3% to Rs. 472.7 crore as compared to Rs. 406.5 crore
- EBITDA improved by 16.5% to Rs. 63.6 crore from Rs. 54.6 crore
 - o EBITDA margin at 13.5% as against 13.4%
- PAT increased by 17.8% to Rs. 34.1 crore from Rs. 28.9 crore
- EPS (Diluted) stood at Rs. 6.17* as against Rs. 5.24*

Consolidated: FY24 performance overview compared with FY23

- Revenue from operations stood at Rs. 1,830.6 crore as against Rs. 1,655.9 crore, up 10.5%
- EBITDA increased by 12% to Rs. 249.8 crore as against Rs. 223.0 crore
 - o EBITDA margin at 13.6% as against 13.5%
- PAT higher by 21.8% to Rs. 130.7 crore as against Rs. 107.3 crore
- EPS (Diluted) stood at Rs. 23.62 as against Rs. 19.38

Note:

- 1) All figures, unless mentioned otherwise, are on a consolidated basis
- 2) * EPS not annualized

Commenting on the performance, in a joint statement, Mr. Edward Menezes, Promoter & Executive Chairman, and Mr. Sunil Chari, Promoter & Managing Director, said

“We are pleased to conclude the year on a strong note, with a healthy Y-o-Y increase in revenues and profits, standing at 10.5% and 21.8%, respectively. This performance was largely driven by the expansion in our HPPC business. Price softening impacted TSC revenues however volumes have remained steady during the year. AHN performance was lower due to external industry headwinds. We remain optimistic about the recovery of these divisions in the upcoming year.

The HPPC division achieved a robust growth of 18%, underpinning the efforts put in by our team to drive performance in a challenging operating environment. We have notably increased our customer base for key products which led to growth during the year. Additionally, we registered a strong performance in our export markets by targeting new customers in both new and existing geographies, further strengthening our international presence. We also achieved substantial success in our Institutional Cleaning segment, which we expect to be an important growth vertical moving forward. This segment caters to large sectors like airports, railways, hotels, and healthcare, providing a strong base for future expansion.

Our growth strategy remains focused on seeding new verticals within our core chemistries, across our three business divisions. Our focus remains on surfactants, phenoxy series, institutional cleaning, performance chemicals etc. In TSC also, we are looking at tapping newer geographies and markets. Our plan remains to enhance our global footprint with our existing and new products and increase our wallet share with our partners.

As we move forward, we aim to leverage our R&D expertise and strengthen our position as a leading specialty chemicals manufacturer providing intelligent and sustainable solutions. Our strong balance sheet, expanding capacities & market presence, and diverse portfolio give us a solid foundation to capitalize on opportunities within various key industries. We remain a growth-oriented company and believe this strategy will enable us to create significant value for all our stakeholders in the years to come.”

Key Developments

Announces annual dividend of Rs. 0.50/- per share

- For FY 2023-24, the Board of Directors recommended a dividend of Rs. 0.50 /- per share

Update on the Capex

- In a strategic move towards future readiness, in the Q2FY24 the Company had announced an expansion of its facility at Dahej, to foray into products related to HPPC in the specialty chemical space, as well as for producing ingredients for its subsidiary companies. Also, to cater to the growing demand in agro chemicals, home and personal care, oil & gas and the pharma sector, the Company had further announced expansion of the Ethoxylation capacity at the Dahej facility of Unitop Chemicals Private Limited
- Work on both these projects has started and is going as per schedule. Commissioning is expected to happen, in a phased manner in FY25

Awards:

- Rossari received the esteemed “Golden Peacock Award” for 2024 in the “Innovative Product/Service” category for Innovation
- Unitop Chemicals received the "Company of the Year Ancillary Award" from PMFAI-SML Agchem Awards

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Note: Home, Personal Care and Performance Chemicals (HPPC); Textile Specialty Chemicals (TSC); Animal Health and Nutrition (AHN)

About Rossari Biotech Limited:

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 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.

For more information, please visit www.rossari.com OR contact:

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