

October 19, 2026

DCS-CRD BSE Limited First Floor, New Trade Wing Rotunda Building, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400001 Fax No.2272 3121/2037/2039 Stock Code: 543213	Listing Compliance National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No. C/1, 'G' Block, Bandra- Kurla Complex Bandra East Mumbai 400051 Fax No.2659 8237/8238 Stock Code: ROSSARI
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Dear Sir/Madam,

Subject.: Q2 & H1 FY27 Earnings Presentation

Please find enclosed a copy of the Earnings Presentation for the quarter and half year ended September 30, 2026.

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: 2026.10.19
00:23:05 +05'30'



Parul Gupta

Company Secretary & Head - Legal

Membership No.: A38895

Encl.: as above

ROSSARI BIOTECH LIMITED

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

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Factory : Plot No. 10 & 11, Survey No. 90/1/10 & 90/1/11/1, Khumbharwadi, Village Naroli, Silvassa - 396235, Dadra & Nagar Haveli (U.T.), India. T: 0260-669 3000

: Plot No. D3-24-2 & D3-24-3, Phase III, GIDC Dahej, Village Galenda, Taluka Vagra, Bharuch, Gujarat - 392130, India. T: +91-2641-661621

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ROSSARI BIOTECH LIMITED

Q2FY27 Investor Presentation



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Q2FY27 Performance Highlights



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

We delivered robust consolidated growth of 19% YoY in Q2FY27, achieving a record quarterly revenue of Rs. 698 crores. The performance was driven by healthy momentum in the domestic business and the continued expansion of our international presence. We concluded the first half of FY27 on a strong note, with consolidated revenue of Rs. 1,395 crores in H1FY27, a healthy growth of 23% YoY. The growth was broad-based, led by healthy volume, improved product mix and focused execution across our businesses. During Q2FY27, the HPPC, TSC and AHN businesses delivered YoY growth of 18%, 26% and 11%, respectively. Performance was supported by a higher contribution from value-added products and improved wallet share with customers across end-user industries.

We continue to operate under dynamic business environment marked by raw material volatility, geopolitical uncertainty and cautious customer behaviour. Despite of these headwinds in Q2FY27 we maintained the gross margin at ~32% level and EBITDA margin at ~12.5% level.

During H1FY27, we made progress in strengthening our balance sheet and improving cash flow generation. Our net working capital cycle improved to 86 days as of 30 September 2026, compared with 97 days as of 31 March 2026. Further, net debt declined to Rs. 221 crores from Rs. 281 crores over the same period.

We are pleased to announce that the Board has approved the leasing of land to Rossari International Limited Company (RILC), our wholly owned subsidiary, for setting up a greenfield manufacturing facility in the Kingdom of Saudi Arabia (KSA). This builds on the in-principle approval granted by the Board earlier and marks a key milestone in Rossari's international growth journey.

Our strategic initiatives are progressing in the right direction. These include monetising non-core assets, rationalising lower-margin businesses and improving the product mix. We remain confident that operating leverage, scale benefits and these initiatives will support progressive improvement in profitability. With strong R&D capabilities, expanding capacities, a healthy balance sheet and a growing global footprint, we are well placed to build an integrated, intelligent and impactful specialty chemicals platform and deliver sustained long-term growth.



Kingdom of Saudi Arabia (KSA) Facility

- The Board has approved the leasing of land by Rossari International Limited Company, a wholly owned subsidiary, for setting up a greenfield manufacturing facility in the Kingdom of Saudi Arabia (KSA)

Financial Highlights – Q2FY27

- Highest-ever quarterly revenue of Rs. 697.6 crores, a 19.0% growth on y-o-y basis
- Highest-ever quarterly EBITDA of Rs. 87.0 crores, a 20.9% growth on y-o-y basis
- Profit After Tax stood at Rs. 38.9 crores, remained subdued due to higher depreciation arising from investments in long-term projects
- Highest-ever export sales of Rs. 216.4 crores, a 33.8% growth on y-o-y basis
- Strong Cash flow from Operations at Rs. 131 crores
- Net working capital improved to 86 days as of September 2026 from 97 days as of March 2026.
- Net debt declined to Rs. 221 crores from Rs. 281 crores as of March 2026

Home, Personal Care and Performance Chemicals

- Successfully completed the Stage 1 EXCiPACT audit for Pharma business
- Strategically expanding our preservative and mild surfactant portfolio
- Agro business in general was sluggish because of El Niño
- Commissioned one of India's largest EO storage facility at our Unitop site

Textile Specialty Chemicals

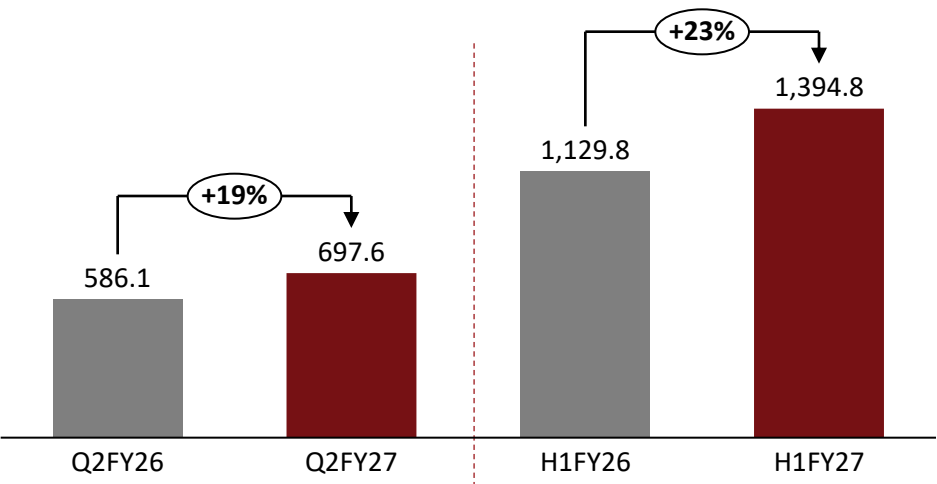
- New geographies added - Peru and Indonesia
- New products introduced -
 - Yarn and thread lubricants portfolio expanded
 - Spin-finish for Fully Drawn Yarn (FDY)
 - New product category for denim processing

Animal Health and Nutrition

- New range of disinfectants introduced
- Emulsifiers for poultry feed as new product category
- Liquid enzymes for exports
- Biosurfactant based gut health modulator for poultry

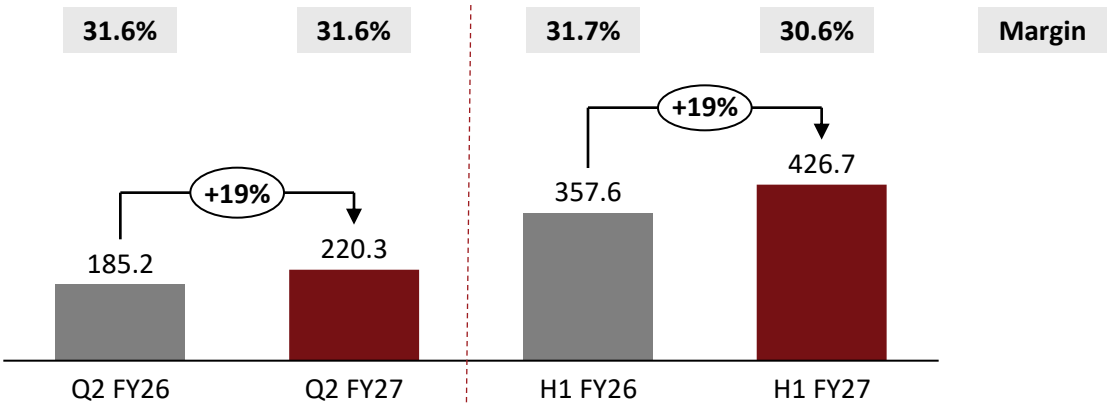
Key Financial Highlights

Total Revenue

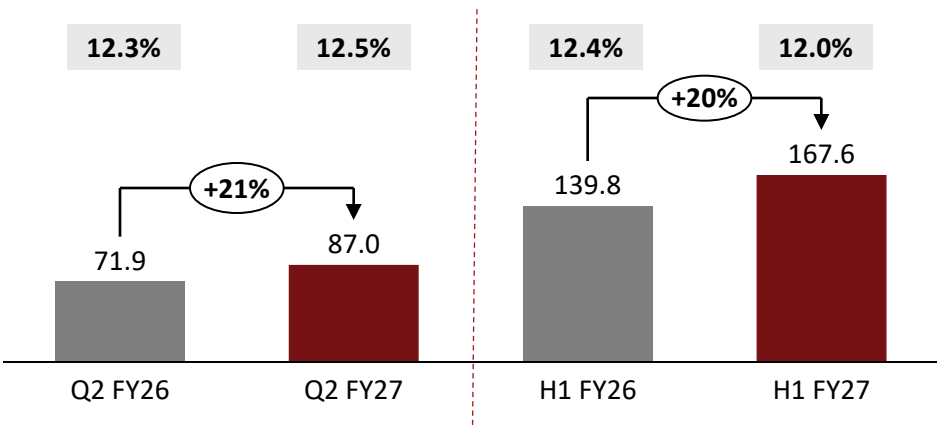


Gross Profit

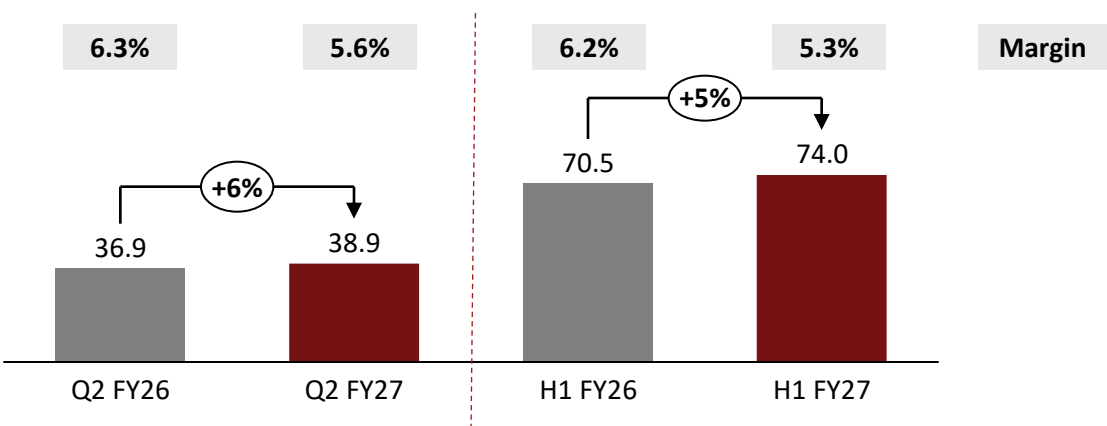
(INR in crores)



EBITDA



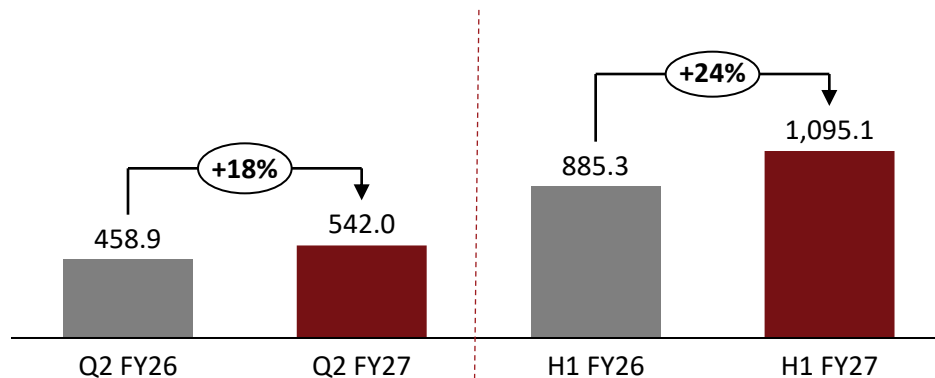
Profit After Tax



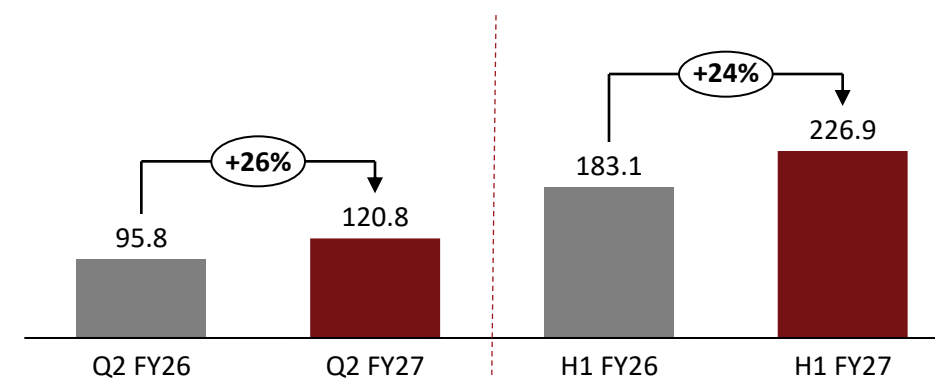
Q2FY27 Operating Performance

(INR in crores)

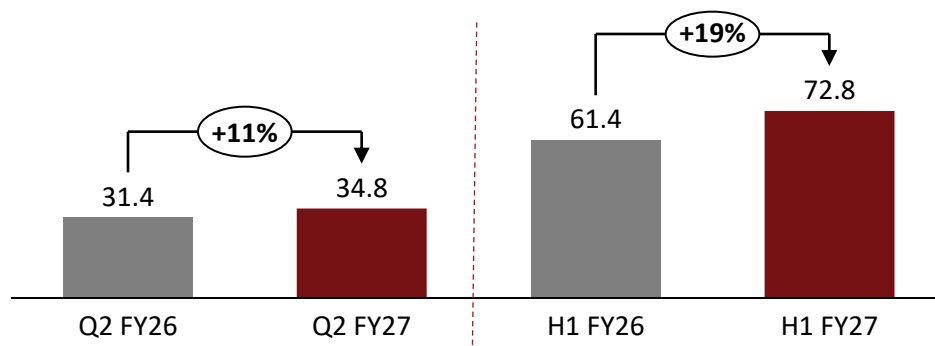
HPPC – Home, Personal Care and Performance Chemicals



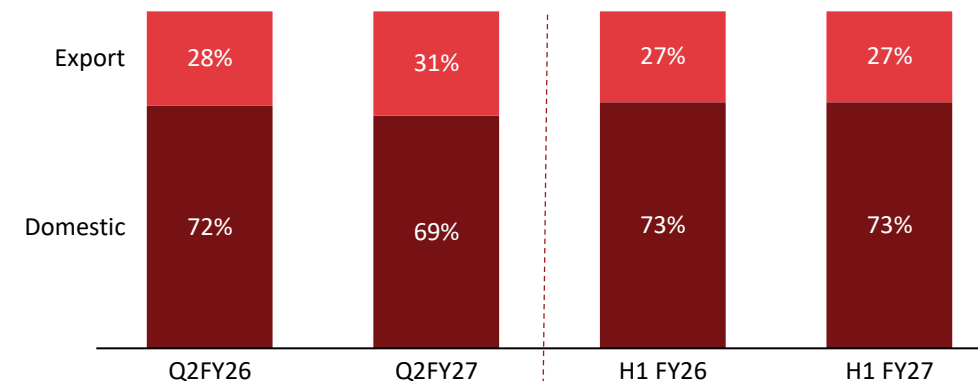
TSC - Textile Specialty Chemicals



AHN – Animal Health & Nutrition



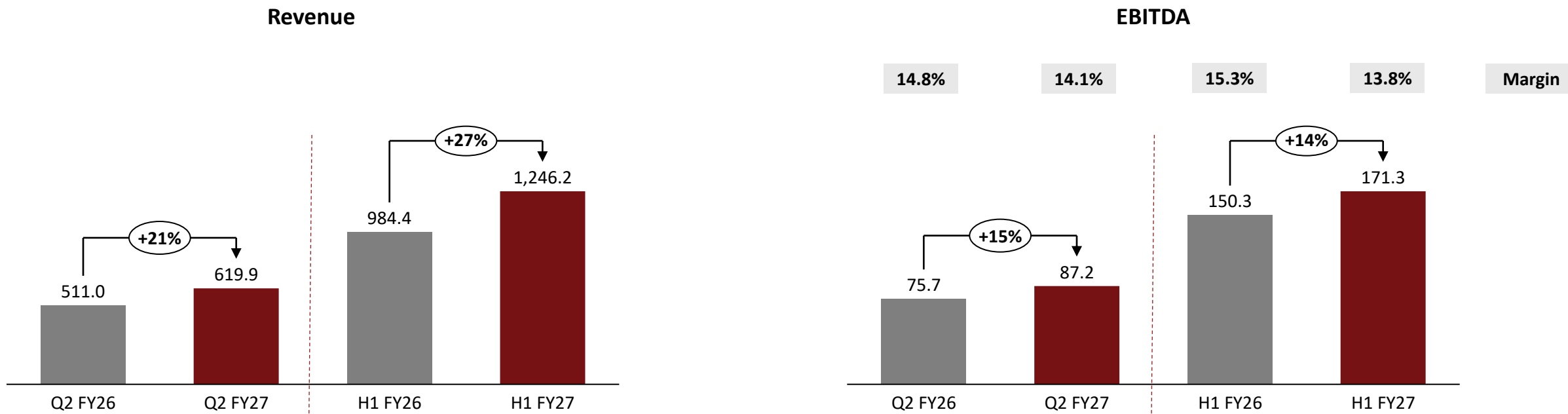
Geographical Revenue



• Figures for previous periods have been reclassified, wherever necessary, to align with the classification adopted for the current period.

► Performance excluding Institutional and B2C

(INR in crores)

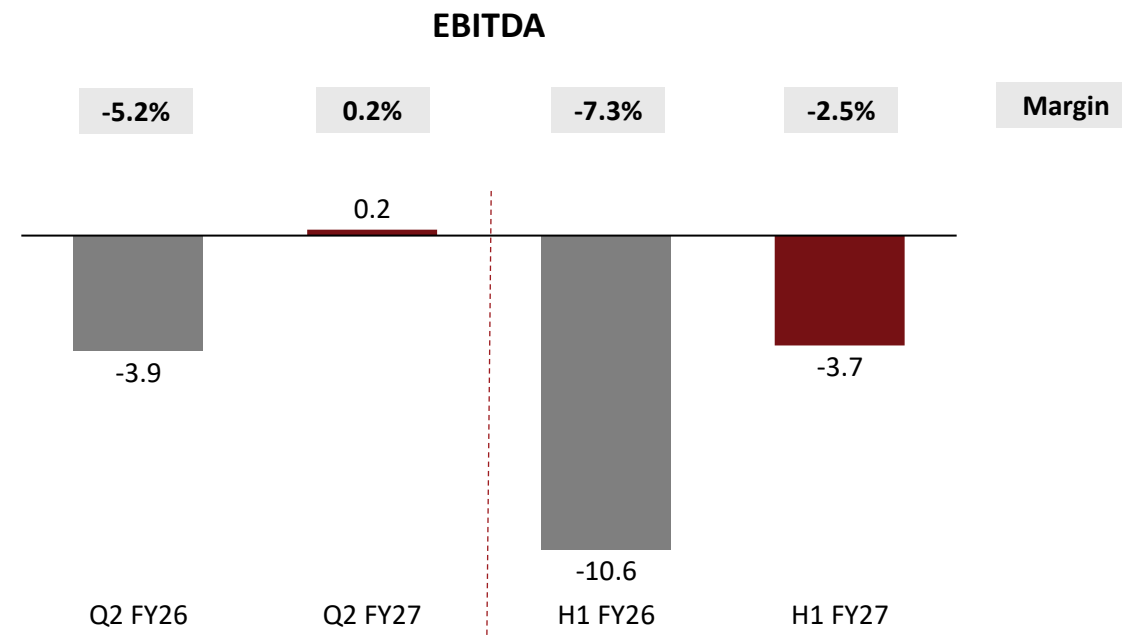
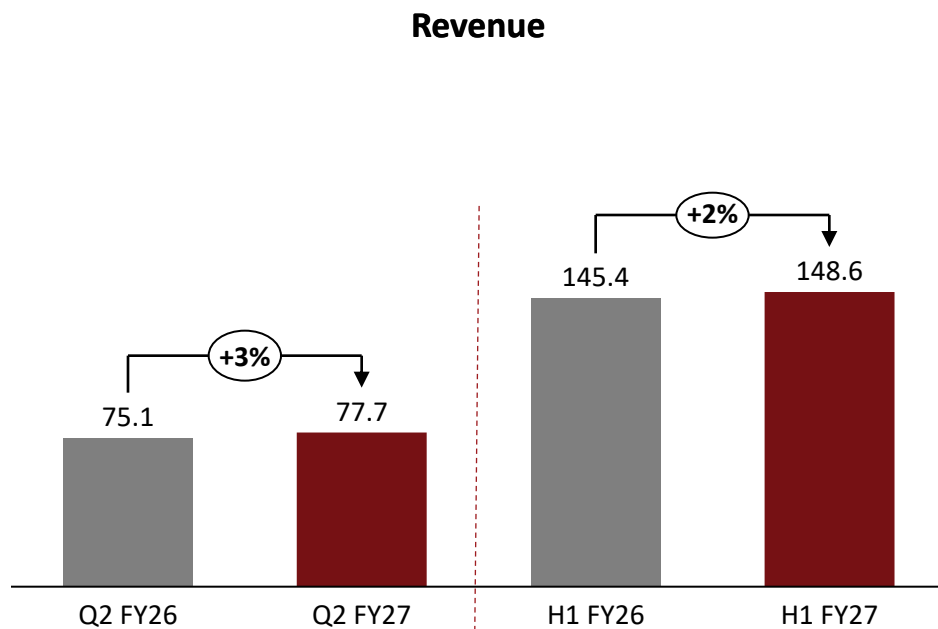


- Our core business continued to deliver strong YoY growth, driven by B2B business expertise, diversified product portfolio and deep customer engagement across markets
- Excluding Institutional and B2C businesses, EBITDA margin in Q2 FY27 stood at **14.1%**, reflecting the underlying strength and stability of the core B2B business

• Institutional Business and B2C Business refers to sales of Wholly Owned Subsidiaries, Buzil Rossari (Rossari Professional) and Rossari Consumer Products respectively.

► Institutional and B2C Performance

(INR in crores)



- Revenue from Institutional & B2C business remained flat on a YoY basis; however, profitability improved significantly, resulting in notable improvement in EBITDA
- Continued focus on portfolio rationalization and improving the quality of revenues across these segments

• Institutional Business and B2C Business refers to sales of Wholly Owned Subsidiaries, Buzil Rossari (Rossari Professional) and Rossari Consumer Products respectively.

► Consolidated Profit & Loss Statement

Particulars (INR in crores)	Q2FY27	Q2FY26	YoY%	H1FY27	H1FY26	YoY%
Revenues from Operations	697.6	586.1	19.0%	1,394.8	1,129.8	23.5%
Cost of Goods Sold	477.3	400.9		968.1	772.2	
Gross Profit	220.3	185.2	18.9%	426.7	357.6	19.3%
Gross Profit Margin (%)	31.6%	31.6%		30.6%	31.7%	
Employee expense	43.6	37.8		87.7	75.3	
Other expenses	89.7	75.5		171.4	142.6	
EBITDA	87.0	71.9	21.0%	167.6	139.7	20.0%
EBITDA Margin (%)	12.5%	12.3%		12.0%	12.4%	
Other Income	0.6	1.6		3.8	2.8	
Depreciation and Amortization	30.1	18.2		55.7	36.0	
EBIT	57.5	55.3		115.7	106.6	
EBIT Margin (%)	8.2%	9.4%		8.3%	9.4%	
Finance Costs	8.7	6.1		19.7	11.8	
Share of profit of joint venture and associate	0.5	0.5		0.9	1.0	
PBT	49.3	49.7		96.9	95.8	
Tax expense	10.4	12.8		22.9	25.3	
PAT	38.9	36.9	5.4%	74.0	70.5	5.0%
PAT Margin (%)	5.6%	6.3%		5.3%	6.2%	
EPS Diluted (Rs.)*	7.02	6.65		13.36	12.74	

**Not Annualised*

► Consolidated Balance Sheet

ASSETS (INR in crores)	Sep-26	Mar-26
Non-current Assets	1,058.8	1,045.1
Property, plant and equipment	510.7	466.5
Right of Use Assets	91.7	94.0
Capital Work-in-progress	156.2	173.3
Goodwill	118.7	118.7
Other Intangible Assets	95.8	105.2
Investments accounted using equity method	27.9	27.0
Financial Assets		
(i) Investments	0.0*	0.2
(ii) Other Financial Assets	9.7	8.9
Income Tax Assets (Net)	11.9	12.0
Deferred Tax Assets (Net)	17.3	14.9
Other Non-current Assets	18.9	24.4
Current Assets	1,300.6	1,235.9
Inventories	444.0	404.5
Financial Assets		
(i) Investments	30.0	35.1
(ii) Trade Receivables	553.7	557.4
(iii) Cash and cash Equivalents	84.4	75.3
(iv) Bank balances other than cash	26.4	16.9
(v) Loans	1.0	1.2
(vi) Other Financial Assets	6.4	5.9
Other Current Assets	154.8	139.6
Non current assets held for sale	-	7.8
Total Assets	2,359.5	2,288.8

EQUITY & LIABILITIES (INR in crores)	Sep-26	Mar-26
Equity	1,407.6	1,333.3
Equity Share Capital	11.1	11.1
Other Equity	1,396.5	1,322.2
Non-Current Liabilities	149.0	165.9
Financial Liabilities		
(i) Borrowings	82.1	94.3
(ii) Lease Liabilities	17.2	20.3
Provisions	9.5	8.3
Deferred Tax Liabilities (Net)	40.2	43.0
Current Liabilities	802.9	789.6
Financial Liabilities		
(i) Borrowings	279.7	313.7
(ii) Lease Liabilities	9.1	7.7
(iii) Trade Payables	343.6	323.5
(iv) Other Financial Liabilities	123.9	116.0
Other Current Liabilities	26.0	11.4
Provisions	8.8	8.3
Current Tax Liabilities (Net)	11.8	9.0
Total Equity & Liabilities	2,359.5	2,288.8

*Below rounding off norms

► Consolidated Cash Flow Statement

Particulars (INR in crores)	Sep-26	Sep-25
Net Profit before Tax	96.9	95.8
Adjustments for: Non-Cash Items/ Other Investment or Financial Items	76.1	42.5
Operating Profit before working capital changes	173.0	138.3
Changes in Working Capital	-16.1	-132.2
Cash generated from Operations	156.9	6.1
Direct taxes paid (net of refund)*	-25.5	-31.1
Net Cash from Operating Activities	131.4	-25.0
Net Cash from Investing Activities	-49.5	-106.3
Net Cash from Financing Activities	-72.4	121.6
Net Decrease in Cash and Cash Equivalents	9.5	-9.7
Net Foreign exchange difference on translation of foreign operations	-0.4	1.0
Add: Cash & Cash equivalents at the beginning of the period	75.3	44.2
Cash & Cash equivalents at the end of the period	84.4	35.5



Company Overview

Rossari – A Surfactant and Ethoxylation-led Specialty Chemical Company



29+
Years of
Experience

4
R&D
Centres

80+
Countries
Served

8
Manufacturing
Facilities

387,100
MTPA
Capacity

Rossari is a **Specialty-Chemical** manufacturer

Expertise in Ethoxylation (surfactant chemistry), Silicone chemistry, and Polymer chemistry, providing intelligent and sustainable chemical solutions for customers across industries.

3,000+

Products
Portfolio

Tailored solutions for
diverse customer
needs

25%

Revenue CAGR %
(FY19-26)

Consistent and
profitable growth

2,300+

Customers across diverse
end use industries

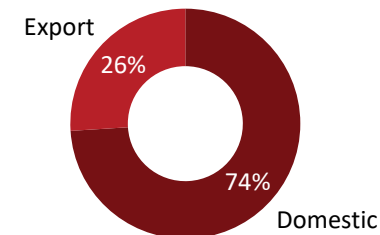
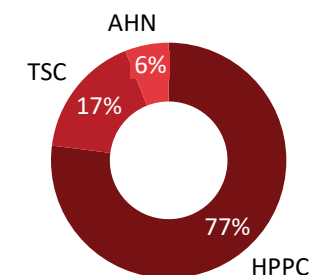
Top 10 customer
concentration < 15%

18%

PAT CAGR %
(FY19-26)

Long-term value
creation

FY26 Revenue
Rs. 2,396 crores



► 29+ Years Journey of Transformation

1997 – 2004

- 1997: Founded by Edward Menezes and Sunil Chari as a small venture
- Incorporated as a **partnership firm** named Rossari Labtech in 2003
- Acquired **10 acres** of strategically located land in Silvassa, India.

2006 – 2011

- Established a large-scale manufacturing facility at **Silvassa**
- Converted into a **Joint Stock Company** as Rossari Biotech Limited
- Diversified into **Animal Health and Nutrition (AHN)** and **Construction Chemicals**
- **Approved its textile auxiliaries' range** by the Global Organic Textile Standards
- Commenced **supply of Animal Health and Nutrition (AHN) products** to one of the world's largest producers of medicine and vaccines for pets and livestock

2013 – 2019

- Launched **HPPC Division**
- Established a representative office to cater to textile division in **Dhaka, Bangladesh**
- Formed a JV with **Buzil Werk Wagner**
- Acquired **13 acres** of land at Dahej GIDC (Bharuch, Gujarat)
- Supplies to leading washing machine and dish washer manufacturers for **laundry detergents and dishwasher liquids**
- **Acquired Lozalo International**, a leading veterinary cosmetics brand, to expand Pet Care portfolio
- Crossed the turnover of **Rs. 500 crores**

- Launched an **IPO**, debuting on the NSE and BSE
- Became a **Zero-Debt Company**
- Established the **Rossari Centre of Excellence**, a certified R&D laboratory at IIT Mumbai, India
- Fully commissioned all phases of the **greenfield manufacturing facility** at Dahej, Gujarat
- Tied up with CSIA and Mumbai Airport, to place branded dispensers and supply sanitizers
- Expanded into **e-commerce** by strategically listing **HPPC products** on Amazon

2020 – 2021

- **Acquired Unitop Chemicals**, a manufacturer of surfactants and specialty chemicals
- **Acquired Tristar Intermediates** and its high-tech distillation manufacturing facilities
- Made the **strategic investment in Romakk Chemicals**
- Acquired defoamer business of Trio Chemicals and Allied Products

2021 – 2024

- **Incorporated subsidiaries** in DMCC, Jafza, Thailand, KSA and Singapore
- Commissioned **additional 20,000 MTPA Dahej I capacity**, across ethylene oxide derivatives
- Commissioned **30,000 MTPA Unitop ethoxylation capacity**
- **Joined the UN Global Compact Network India**
- Acquired **~12.78 acres of land** at Dahej GIDC (Bharuch, Gujarat)
- Set up of **Rossari GRIC**, state-of-the-art **multi application R&D**, at Koparkhairane, Navi Mumbai

2024 – 2026

► HPPC - Home, Personal Care and Performance Chemicals

Home Care

Soaps & Detergents | Surfactants | Cleaning, Hygiene and Disinfectant

Personal Care

Preservatives | Aroma and Fine chemicals | Hygiene | Bath & Body | Skin & Hair care | Sun Care & Photoprotection

Performance

Oil & Gas | Agro | Inks, Paints, Coatings | Pulp & Paper | Cement | Water Treatment

New Value Added Products

Pharma

- Transitioning to value-led partnerships
- Building regulatory readiness, GMP Compliance & dedicated infrastructure
- Scale high purity PEGs, esters, pharma coating polymers, and pharma-oriented excipients

Oil & Gas

- Commercialised solutions for upstream and downstream oilfield applications
- Extends existing asset base into a new end market
- Address large global market with minimal incremental Capex

77%
FY26
Revenue

1,750+
Customers

1,050+
Products

80+
Geographies

100+
New Products
over last 3 years

Growth Drivers



Rising Demand for
Surfactants in Home Care
and Personal Care



Expanding Use
in Agrochemicals



Shift towards eco-friendly
and biodegradable
surfactants

TSC - Textile Specialty Chemicals

Capturing the entire value chain, offering true ‘Fibre to Fabric’ solutions for

Spin Finishes	Enhancing textile performance before spinning and weaving
Silicon based Lubricants	Wax infused lubricants for superior thread and yarn quality
Technical Textiles Coatings	Diverse range of coatings for durability and flexibility
RENEWA Initiative	Introducing green chemistry for sustainable towel processing enzymes, bio-sequestrants, and vegetable oil-based softeners

Export Led Resilience

- ▶ Sustainable, bio-based auxiliaries and silicone-based solutions expanding company’s footprint across Bangladesh, Indonesia, Vietnam, Turkey, and Latin America.
- ▶ New blending facility in Thailand serving as a regional technical hub to address the Southeast Asian market
- ▶ Accelerate penetration into large export accounts across Egypt, Southeast Asia, and North Africa



Growing Fast Fashion
Industry and Home
Textiles Market

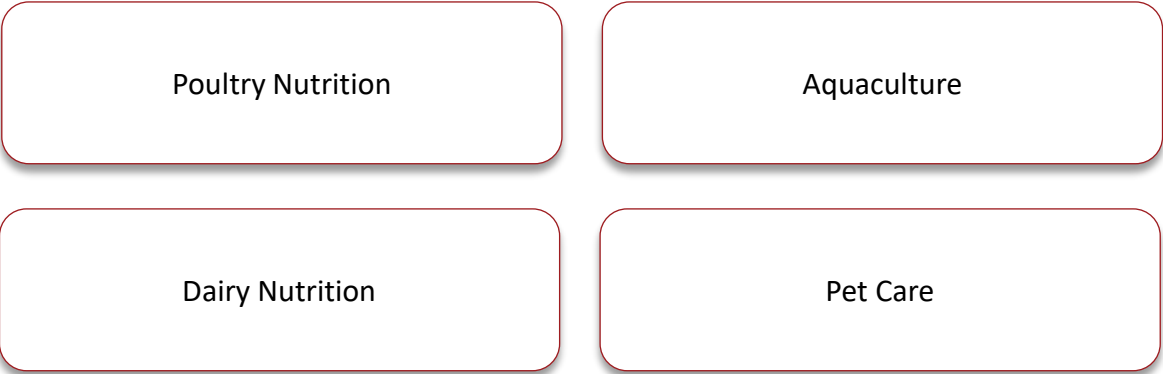


Rising Demand for
Technical and High-
Value Textiles



Shift towards sustainable
and high-value eco-
friendly chemicals

Evolving into highly specialised life sciences platform



R&D Led Innovation

- ▶ R&D Centre is at the forefront of developing enzymes, probiotics, herbal products, and non-antibiotic alternatives
- ▶ Aligning with global trends towards healthier food chains
- ▶ Growth driven by replacement of conventional treatments with value-added, high-margin nutritional solutions

Growing Global Demand for Poultry Products

Advancements in Precision Feeding and Feed Technology

Increased Health and Awareness

Growth Drivers

6%

FY26 Revenue

125+

Customers

90+

Products

18+

Geographies

30+

New Products over last 3 years



Key Subsidiaries



**Unitop
Chemicals
Pvt. Ltd.**

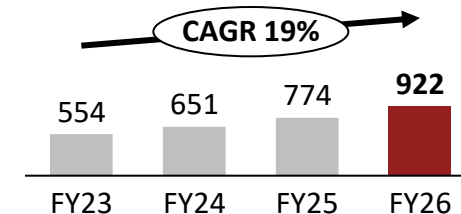
Description

- ▶ Incorporated in 1980, a leading supplier of **Surfactants, Emulsifiers and Specialty chemicals**
- ▶ Presence in high-potential Specialty chemical segments, such as Agrochemicals and Oil & Gas segments
- ▶ Operates manufacturing at Dahej and Jammu & Kashmir
- ▶ Integrated manufacturing led to cost saving

Acquisition Details / Rationale

- ▶ Agreed to acquire 100% equity stake, out of which 80% equity stake is acquired till date for a consideration of **Rs. 363 crores**
- ▶ **To backward integrate** into surfactants and emulsifiers
- ▶ To strengthen Agrochemicals and Oilfield chemicals portfolio
- ▶ **Cross-selling opportunities** across product categories

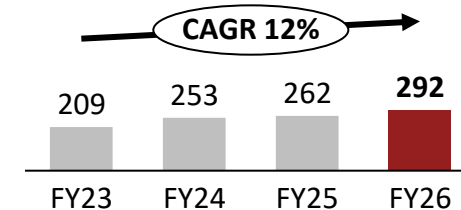
Revenue (Rs. crores)



**Tristar
Intermediates
Pvt. Ltd.**

- ▶ Incorporated in 1997, a prominent player in the field of **Preservatives, Aroma Chemicals, and Home & Personal Care.**
- ▶ Preferred supplier to various reputed companies and MNCs across India, Europe, USA and Far East countries
- ▶ High-tech distillation manufacturing facilities at Sarigam, Gujarat

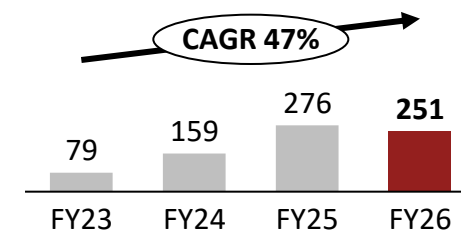
- ▶ Acquired 100% equity stake for total consideration of **Rs. 108 crores**
- ▶ To add new international markets, cross-selling opportunities, talent, and technology know-how
- ▶ To expand product portfolio, primarily in personal care segment
- ▶ Expanded distribution network via addition to new channels



**Buzil Rossari
Pvt. Ltd.**

- ▶ Incorporated in 2013 as a JV and then acquired as a wholly owned subsidiary
- ▶ Key emerging player in the **Institutional Cleaning Industry**
- ▶ Specializes in providing superior cleaning, hygiene and disinfection solutions to various institutions and consumers

- ▶ Acquired 40% equity stake of Buzil for total consideration of **Rs. 4.60 crores**
- ▶ To strengthen institutional cleaning segment in India by offering high-performance products
- ▶ To deliver **advanced cleaning and hygiene solutions** across diverse segments
- ▶ Co-developed new products with combined R&D teams



► Robust Manufacturing Capabilities

8 Manufacturing Facilities

3,87,100 MTPA Installed Capacity

3,000+ Products

4 R&D Centres

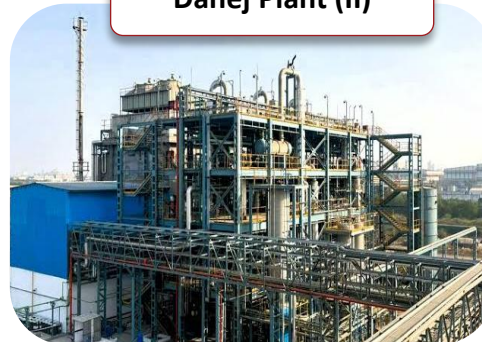
Dahej Plant (I)



1,52,500 MTPA | **~23 Acres**

- State-of-the-art facility, well-equipped with advanced technologies, ensuring precision and scalable production
- Enjoys proximity to multi-cargo port of Dahej – providing cost & logistical advantage
- Lean design for resource efficiency and waste reduction
- Driving cost efficiencies and economies of scale

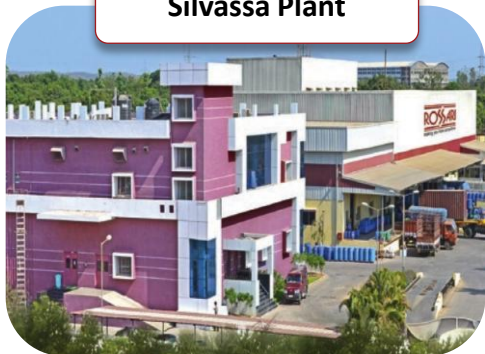
Dahej Plant (II)



90,000 MTPA | **~22 Acres**

- Expertise in Ethoxylation, Propoxylation, EO-PO polymers, and blending
- Expertise in Agrochemicals and Oil & Gas, tailored to industry needs
- In-house R&D drives innovation, quality, and process standardization
- Adequate scope for further capacity expansion

Silvassa Plant



1,20,000 MTPA | **~9 Acres**

- Fungible manufacturing capabilities for powders, granules and liquids
- In-house testing and packaging for quality and efficiency
- Zero Liquid Discharge and effluent treatment for sustainability
- 2,500 MT bulk storage capacity for acid, alkali, base oils and surfactants

Sarigam Plant



15,000 MTPA | **~2.5 Acres**

- Three units in Sarigam GIDC with strategic industrial benefits
- Specializes in preservatives, aroma chemicals, and home and personal care additives
- Advanced distillation and high-quality production

Other Facilities

Thailand

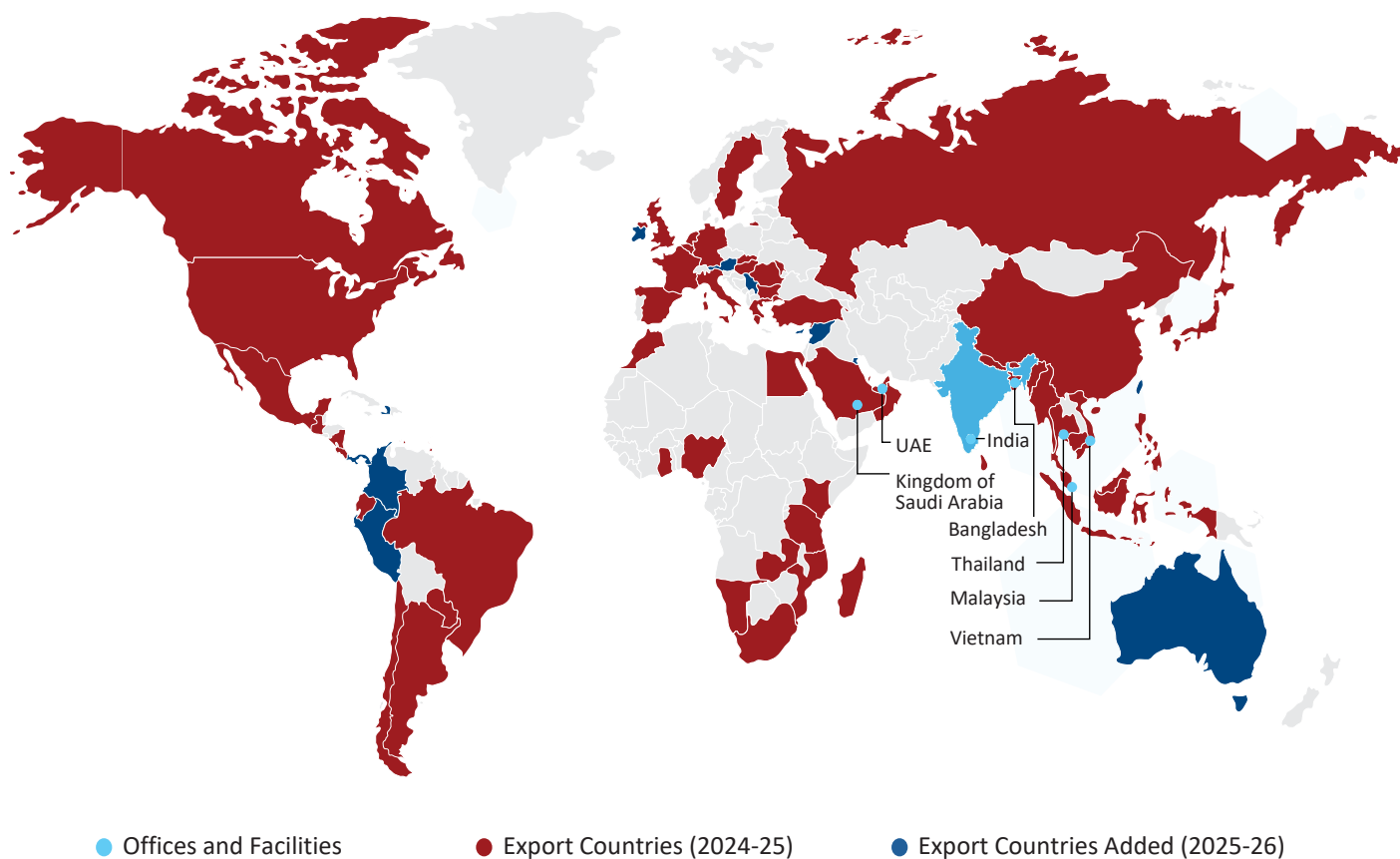
Vasai

Jammu & Kashmir

Bhiwandi

Expanding Global Footprint

Strengthening access to new markets, better raw materials availability and deeper customer engagement



FY26 Revenue Mix **74%** Domestic **26%** Export

Transitioning from a domestic specialty chemicals manufacturer into **a globally integrated solutions provider**, expanding horizons across markets, applications and capabilities.

Thailand Facility: 5,000 MTPA Capacity

- Commissioned a dedicated blending facility in Thailand
- Directly address the demand for **Textile** and **HPPC** solutions in the region
- This operational hub shall reduce turnaround times, and mitigate freight volatility
- Offer agile, tailored formulations directly to **customers across Southeast Asia**

Kingdom of Saudi Arabia (KSA)

- Exploring a **greenfield** opportunity in a strategically relevant global market
- Has set up a wholly owned subsidiary in Kingdom of Saudi Arabia (KSA)
- Access to **key raw materials**, proximity to regional and International demand centres
- Alignment with emerging industrial requirements, including specialized opportunities in the **Middle East oil & gas sector**

Map is not to scale. All data, information, and map are provided 'as is' without warranty or any representation of accuracy, timeliness or completeness

► Strong R&D Capabilities: The Foundation of 3,000+ Product Portfolio

Rossari GRIC

Global Research and Innovation Centre
Integrated R&D facility at Navi Mumbai

45+

Team
Members

4

R&D
Centres

70+

New Launches
in FY26

Rossari's R&D Priorities



Sustainable Chemistry

Replacing conventional chemistries with bio-based, biodegradable and safer alternatives



Agro and Pharma Applications

Developing application-led chemistries supporting customer-specific requirements



Biosurfactants

Commercial developments across performance-led applications



Textile Innovation

Focus on sustainable auxiliaries, spin & fibre finishes, technical textile chemicals, etc.



Process Innovation

Shift towards continuous flow processes improving efficiency and product consistency



Animal Nutrition

Development of enzymes, premixes, probiotics, gut-health solutions and non-antibiotic alternatives



Personal Care Ingredients

Expansion into preservatives, blends, emulsifiers, and adjacent cosmetic ingredients



Industrial Applications

Product development for oil & gas, construction, metal finishing, coatings, etc.

Integrated research capabilities....

....accelerate the journey
from idea to commercial
scale

....brings cross functional
R&D teams under one roof

....builds a stronger
platform for higher value
products



Awards, Certifications & Recognitions



Industrial Excellence Award FY25 - The Textile Association (India)
For sustained contribution to innovation in textile and chemical industry



BioSpectrum Excellence Awards 2023
For Best Indian Industrial Enzyme Company for the years 2022 and 2021

Frost and Sullivan Awards 2026
For Eco-efficient textile chemistry technology innovation

Golden Peacock Award - FY24
For Innovative Product : Flap-Based Waterless Urinal System

Golden Peacock Award (Dr. Nanoxa) - 2022
For innovation in advanced product development

Economic Times Award – Innovation & Sustainability - FY20
For pioneering innovation aligned with sustainability

Frost and Sullivan Award - 2010
For customer value enhancement in industrial enzymes

FICCI Special Jury Award - FY24
For Innovation in Water Technology

PMFAI Company of the Year – Unitop Chemicals - FY24
For outstanding performance - Agrochemical Industry

Golden Peacock Award - Business Excellence - 2021
For overall business performance, governance & industry leadership

Jamnalal Bajaj Award – Fair Business Practices - 2016
For upholding ethical, transparent, and responsible business conduct

One Star Export House Award - 2006
By the Government of India

Overall score
71/100
Percentile 79th



Ecovadis Sep 2026
Unitop Chemicals Private Limited

Overall score
65/100
Percentile 65th



Ecovadis Aug 2026
Tristar Intermediate Private Limited



Social Responsibility and Sustainability

Various initiatives to address key societal priorities through focused interventions in education, healthcare, human life upliftment, & environmental sustainability.



Education and Community Empowerment

To improve access to quality learning, strengthen infrastructure, and promote skill development



Medical and Healthcare Support

Focus on preventive care, access to essential medical services, and support for individuals with special needs



Human Life Upliftment and Support

Aimed at improving dignity, equality, and empowerment for vulnerable communities

Creating long-term positive impact across environment, community, and safety.

Environment & Energy



1,563 kW installed solar capacity

1,800 trees planted in FY26

306 MT waste recycled

Water & Waste Management



3 Zero Liquid Discharge facilities

13,772 KLD wastewater treatment

ZDHC Level 3 at Dahej I and Thailand

Community & Impact



20,000+ lives impacted

through CSR initiatives
related to education, healthcare, life
upliftment and other areas

Workplace & Safety



Zero fatalities

72% employee training

3,670 total training hours

► Experienced Promoters and Board of Directors

Founders and Promoters



Mr. Edward Menezes
Promoter & Executive
Chairman

- Over **40 years of experience** in the **specialty chemicals** industry, he remains closely involved in the Company's day-to-day operations
- Contributions to the **specialty chemicals and textile processing industry** recognised with several honours such as the Industrial Excellence Award from The Textile Association (India) (2026), the Hurun India Industry Achievement Award (2022), the All India Industrialist of the Year award from the Federation of Industries of India (2021), and UDCT Distinguished Alumnus Technology Day Award (2013)
- B. Sc. (Chemistry) degree, B. Sc. (Technology) degree, and a Master's Degree in Marketing



Mr. Sunil Chari
Promoter & Managing
Director

- Over **35 years of experience**, including **23 years in the specialty chemicals industry**
- Central role in shaping the Company's daily operations and strategic direction, driving its continued growth and innovation in the sector
- Honoured by the Victoria Jubilee Technical Institute (VJTI), as a Distinguished Alumnus and also honoured by the Institute of Chemical Technology (formerly UDCT) as an Honorary Alumnus
- Bachelor of Arts degree and a Diploma in Technical and Applied Chemistry

Independent Directors



Mr. Aseem Dhru

- Over **27 years of experience** in the **banking and financial services** sector. His journey features extensive leadership and expertise across retail lending, capital markets, working capital, and small business financing
- He is an associate member of the Institute of Chartered Accountants of India and the Institute of Cost and Works Accountants of India
- Executive Vice Chairman of SBFC Finance Limited. Previously held senior leadership roles at HDFC Bank & served on the boards of HDB Financial Services and HDFC Securities



Ms. Esha Achan

- Over **33 years of experience** in the field of **finance and treasury** having held pivotal roles within senior management as a Group President, Global Head leading Global Business, Finance and Treasury operations of MNC's and publicly listed companies like Glenmark Pharmaceuticals & Bajaj
- Master of Business Administration (MBA) in Finance



Mr. Gurudas Aras

- Over **45 years of experience** in the **textile industry** and was a director of the **A.T.E. Group** from 1981 until his retirement on 31st March 2021
- He is also on the advisory board and board of Studies of VJTI, Mumbai, and is a member of the advisory editorial board of 'The Textile Magazine' and 'Indian Textile Journal (ITJ)'
- India strategic advisor to ITA Technologie transfer GmbH and APS GmbH, a German company, and is a Business Advisor to Yamuna Machine Works, India



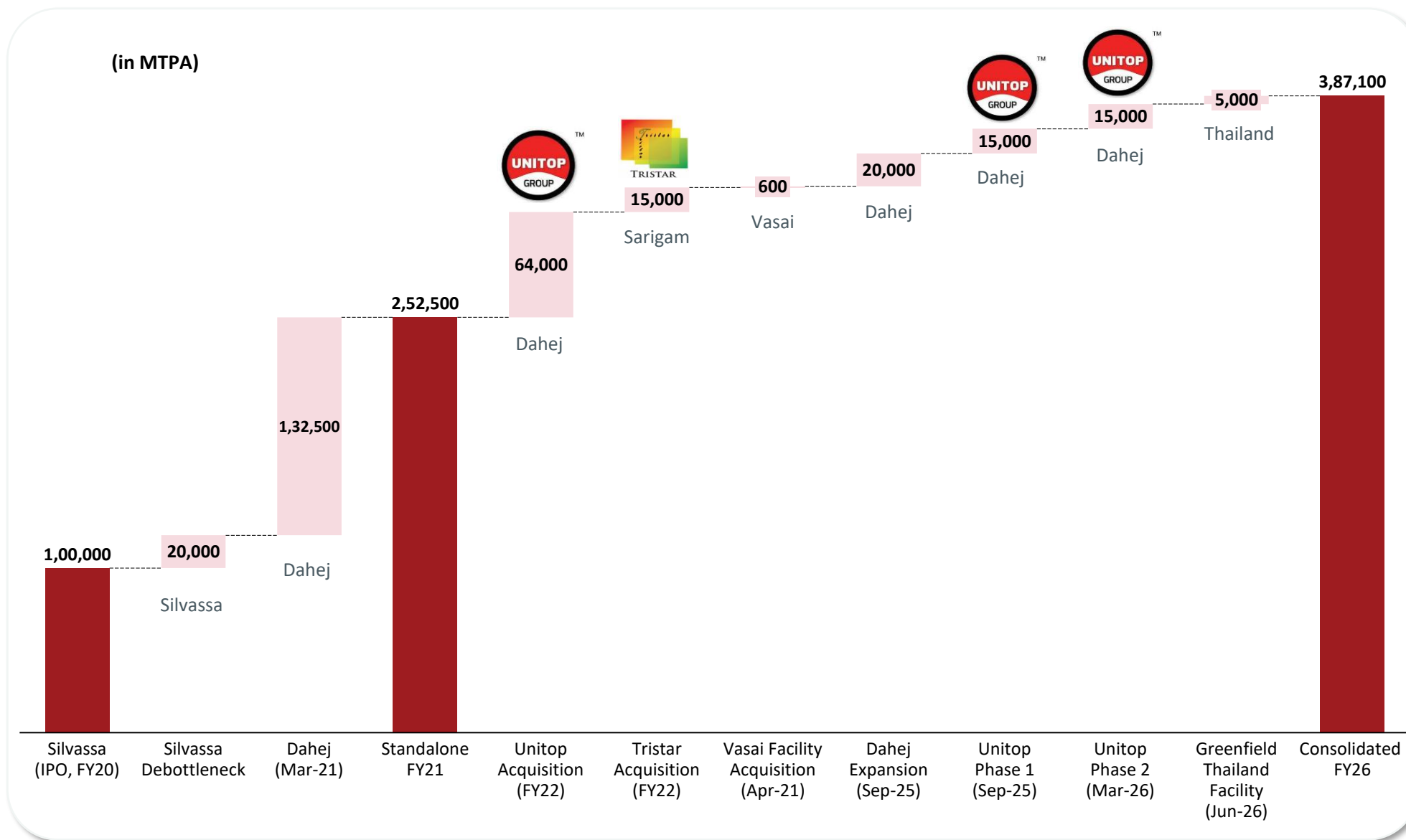
Mr. Udeypaul Singh Gill

- Over **40 years of experience** as an **executive and strategist**
- With a proven track record on the boards of prominent companies, he has made significant contributions towards strategic innovation, carbon neutrality and energy transition
- His multifaceted career spans industries such as natural and synthetic fibers, chemicals, fertilizers, banking, textiles, and management consulting
- Board member of the International Textile Manufacturers Federation, Vardhman Textiles Limited, Biotextfuture Germany and Fashion for Good, UK



Key Strategies

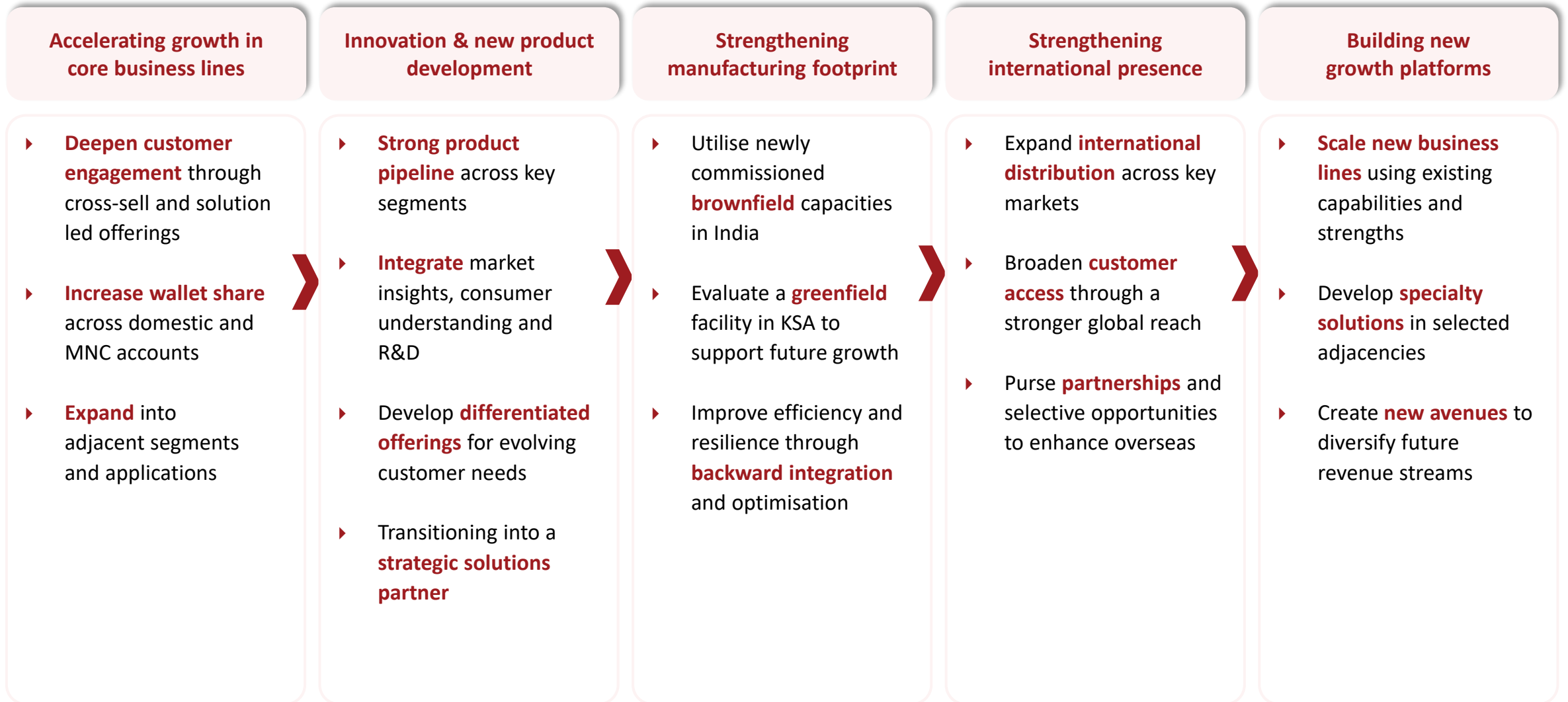
► Capabilities Built Up For Long-term Growth



- Invested **patient capital** for long-term value unlocking
- Recently invested in sectors like **Oil & Gas** and **Pharma**
- **Long-gestation opportunities** requiring sales channel development and regulatory approvals

Yet to unlock true potential in medium to long term

► Key Growth Strategies





Historical Financial Highlights

► Consolidated Profit & Loss Statement

Particulars (INR in crores)	FY26	FY25	FY24
Revenues from Operations	2,396.4	2,080.3	1,830.6
Cost of Goods Sold	1,668.7	1,433.3	1,293.5
Gross Profit	727.6	647.0	537.1
Gross Profit Margin (%)	30.4%	31.1%	29.3%
Employee expense	154.7	132.3	103.1
Other expenses	287.0	249.6	184.2
EBITDA	285.9	265.1	249.8
EBITDA Margin (%)	11.9%	12.7%	13.6%
Other Income	22.4	4.0	7.4
Depreciation and Amortization	79.1	67.1	60.4
EBIT	229.2	202.0	196.8
EBIT Margin (%)	9.6%	9.7%	10.7%
Finance Costs	28.5	17.8	19.4
Share of profit of joint venture and associate	1.9	1.0	0.2
PBT	202.5	185.2	177.6
Tax expense	53.3	48.8	46.9
PAT	149.2	136.4	130.7
PAT Margin (%)	6.2%	6.6%	7.1%
EPS Diluted (Rs.)	26.95	24.66	23.67

► Consolidated Balance Sheet

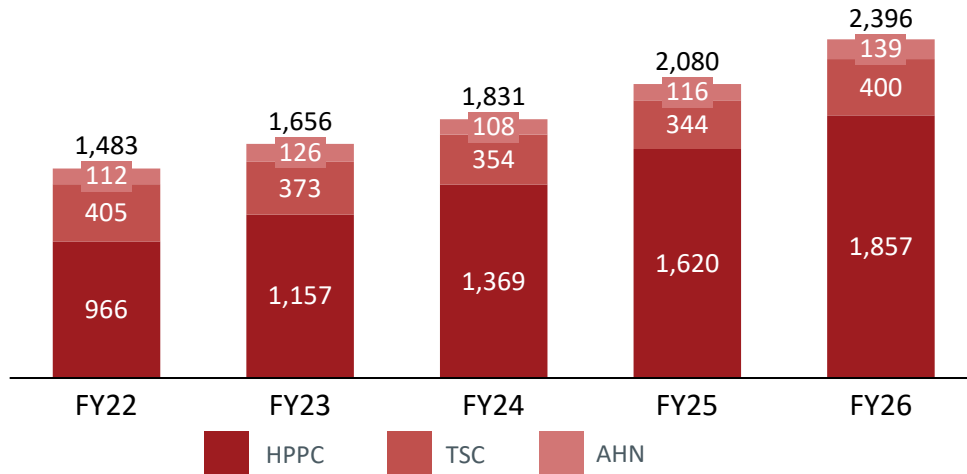
ASSETS (INR in crores)	FY26	FY25	FY24
Non-current Assets	1,045.1	853.0	727.4
Property, plant and equipment	466.5	285.2	260.6
Right of Use Assets	94.0	68.4	54.1
Capital Work-in-progress	173.3	140.2	47.2
Goodwill	118.7	118.7	118.7
Other Intangible Assets	105.2	126.1	144.2
Investments accounted using equity method	27.0	26.3	25.1
Financial Assets			
(i) Investments	0.2	0.2	0.2
(ii) Other Financial Assets	8.8	7.4	3.4
Income Tax Assets (Net)	12.0	7.7	5.5
Deferred Tax Assets (Net)	14.9	10.5	4.8
Other Non-current Assets	24.4	62.3	63.6
Current Assets	1,235.9	1,041.9	843.6
Inventories	404.5	355.1	282.3
Financial Assets			
(i) Investments	35.1	57.3	37.6
(ii) Trade Receivables	557.4	474.5	425.1
(iii) Cash and cash Equivalents	75.3	44.2	25.2
(iv) Bank balances other than cash	16.9	13.0	5.0
(v) Loans	1.2	1.2	0.7
(vi) Other Financial Assets	5.9	3.2	4.6
Other Current Assets	139.6	93.4	63.0
Non current assets held for sale	7.8	1.2	1.2
Total Assets	2,288.8	1,896.2	1,572.2

EQUITY & LIABILITIES (INR in crores)	FY26	FY25	FY24
Equity	1,333.3	1,185.4	1,047.7
Equity Share Capital	11.1	11.1	11.0
Other Equity	1,322.3	1,174.4	1,036.7
Non-Current Liabilities	165.9	174.2	99.7
Financial Liabilities			
(i) Borrowings	94.3	100.0	33.3
(ii) Lease Liabilities	20.3	22.3	10.9
Provisions	8.3	5.3	4.0
Deferred Tax Liabilities (Net)	43.0	46.6	51.5
Current Liabilities	789.6	536.6	424.7
Financial Liabilities			
(i) Borrowings	313.7	87.9	72.5
(ii) Lease Liabilities	7.7	7.7	2.1
(iii) Trade Payables	323.5	286.3	219.1
(iv) Other Financial Liabilities	116.0	114.9	100.7
Other Current Liabilities	11.4	20.1	15.8
Provisions	8.3	7.3	4.5
Current Tax Liabilities (Net)	9.0	12.2	10.1
Total Equity & Liabilities	2,288.8	1,896.2	1,572.2

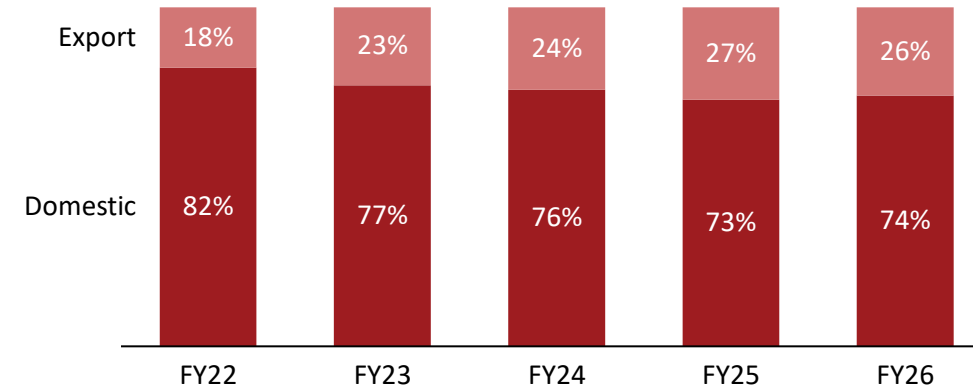
Key Financial Highlights

(INR in crores)

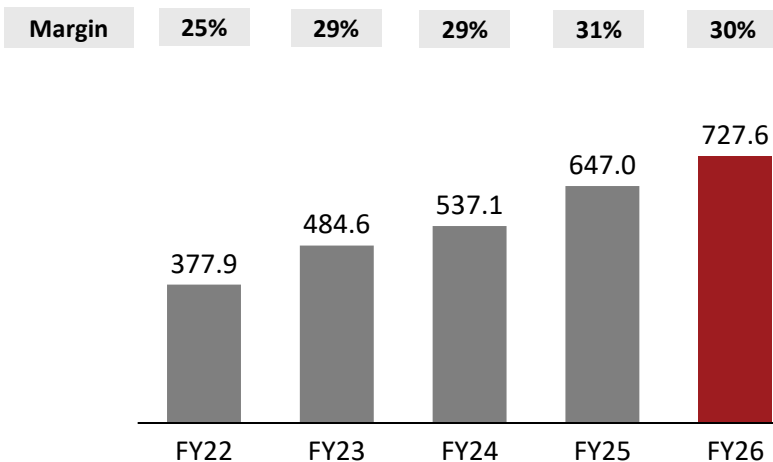
Total Revenue



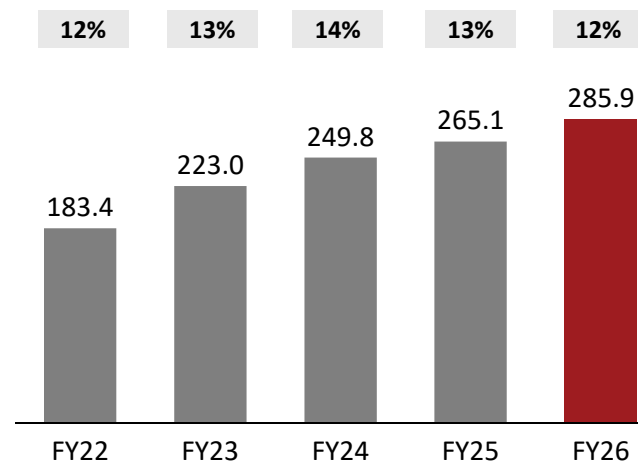
Export as % of Total Revenue



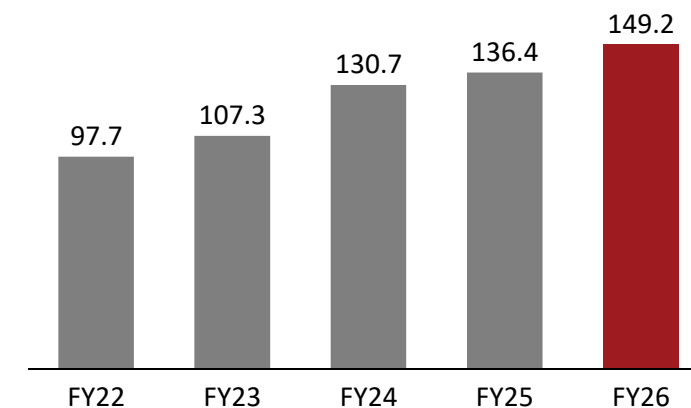
Gross Profit



EBITDA



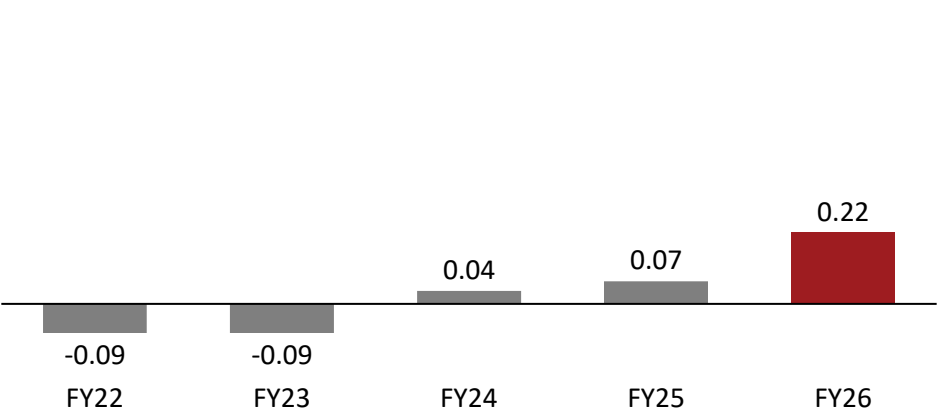
Profit After Tax



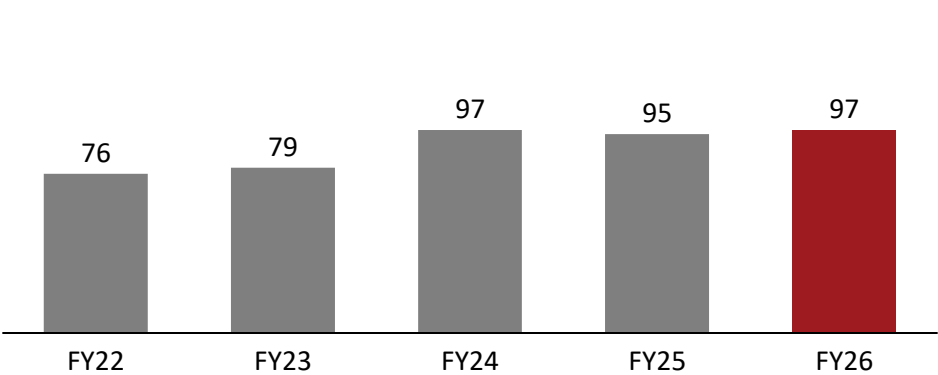
• Figures for previous periods have been reclassified, wherever necessary, to align with the classification adopted for the current period.

Consolidated Key Ratios

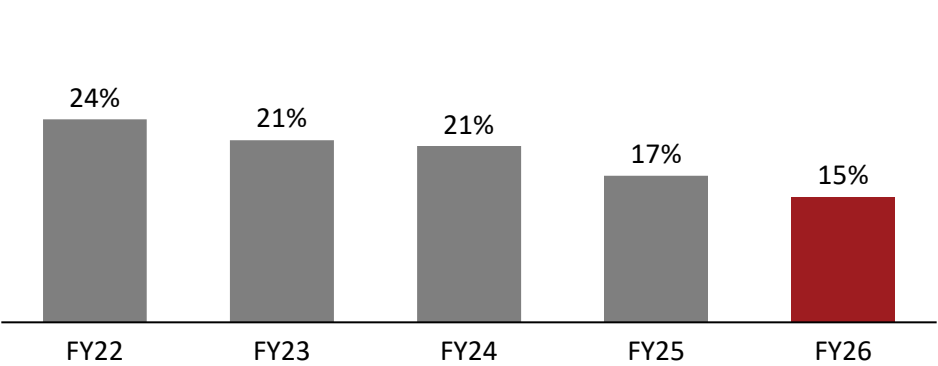
Net Debt to Equity (x)



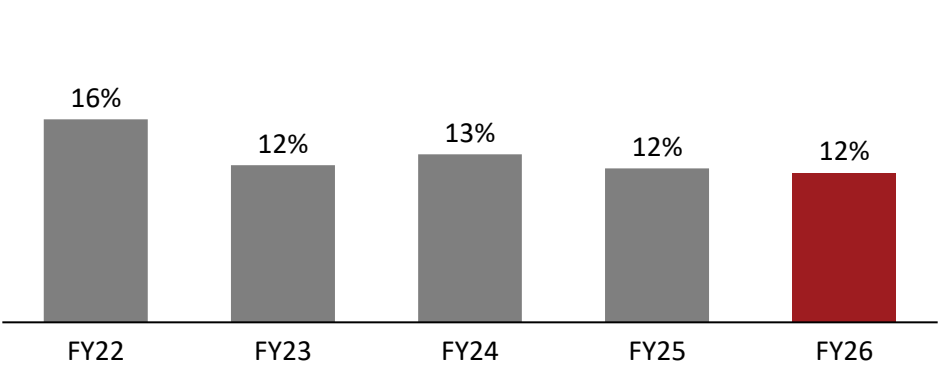
Working Capital Days



ROCE (%)



ROE (%)



Thank You

Company

Rossari Biotech Limited

CIN – L24100MH2009PLC194818

Mr. Ketan Sablok, Group CFO

ketan.sablok@rossari.com



Investor Relations Advisor

Strategic Growth Advisors

SGA Strategic Growth Advisors

CIN - U74140MH2010PTC204285

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