

July 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: Q1 FY27 Earnings Presentation

Please find enclosed a copy of the Earnings Presentation for the Quarter ended June 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

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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 www.rossari.com

ROSSARI BIOTECH LIMITED

Q1 FY27 RESULTS PRESENTATION

July 18, 2026



Disclaimer

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Q1 FY27 Results Overview

2

Company Overview

3

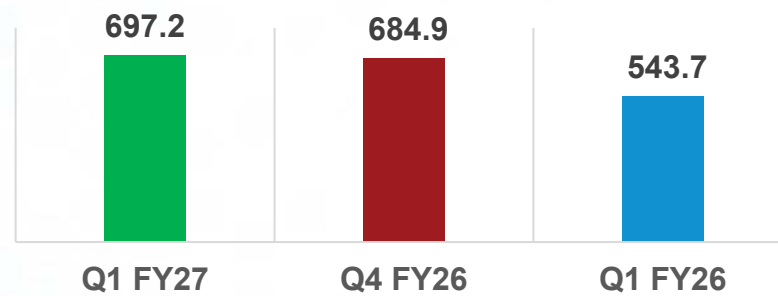
Annexure



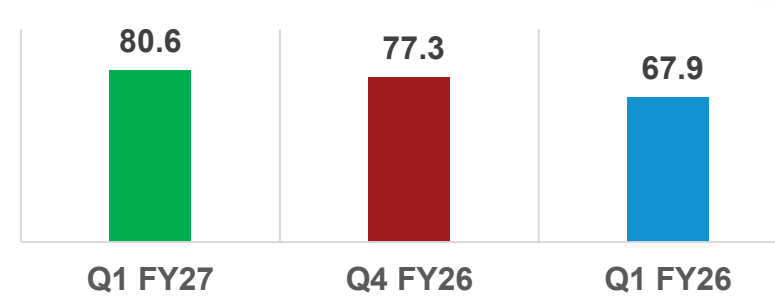
Q1 FY27 – Key Financial Highlights

Record Quarterly Revenue and EBITDA

Revenue from Operations (Rs. cr)



EBITDA(Rs. cr)



PAT(Rs. cr)



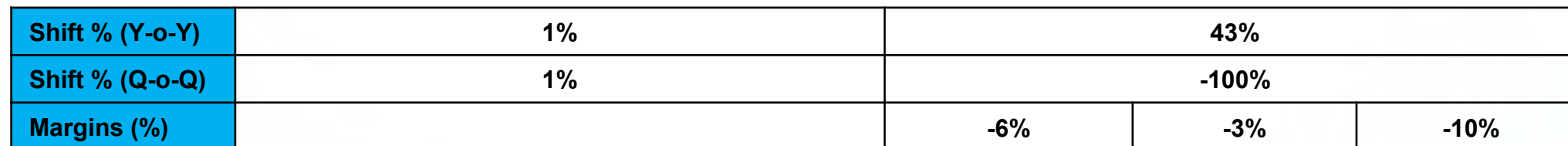
Shift % (Y-o-Y)	28.2%		18.7%			4.5%		
Shift % (Q-o-Q)	1.8%		4.3%			-23.7%		
Margins (%)			11.6%	11.3%	12.5%	5.0%	6.7%	6.2%

Business Sector contribution

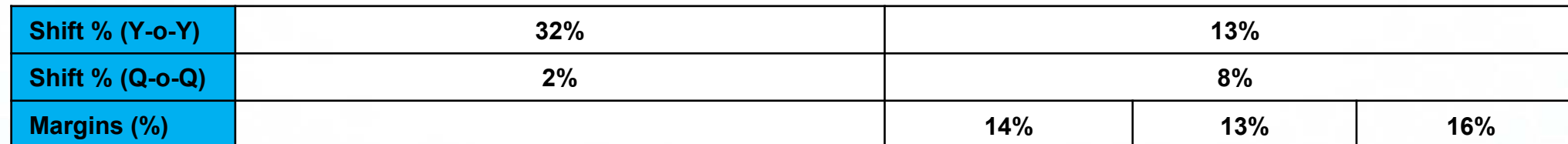
Q1 FY27



Note: All figures, unless mentioned otherwise, are on a consolidated basis.



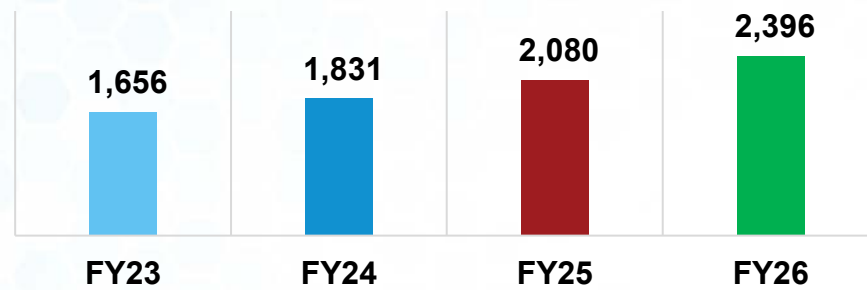
- Performance in the Institutional and B2C segments remained flat in Q1 FY27
- Continued focus on portfolio rationalisation and improving the quality of revenues across these segments



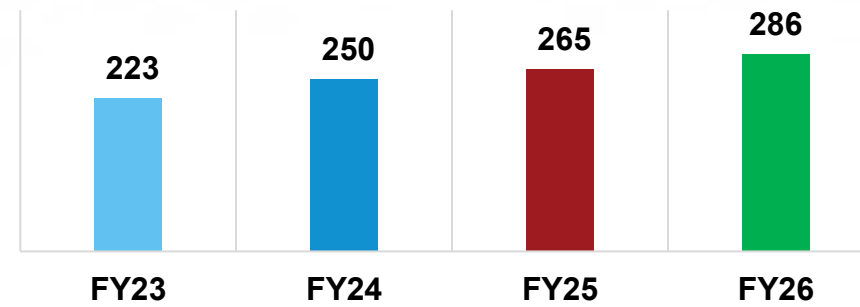
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Past Financial Performance Snapshot

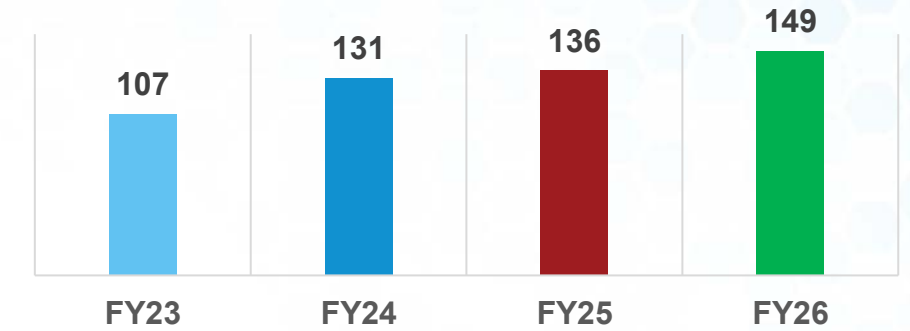
Revenue (Rs. cr)
CAGR – 13%



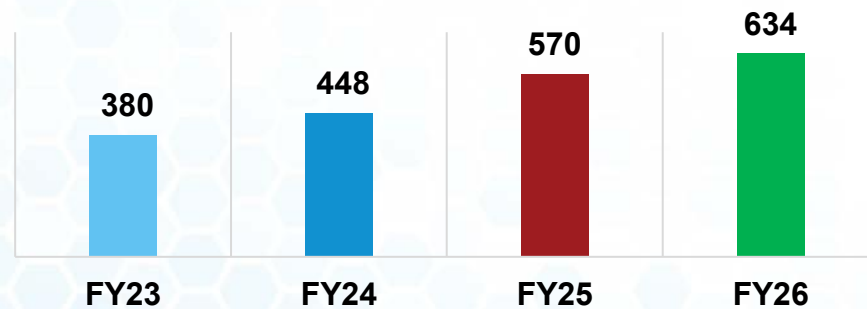
EBITDA (Rs. cr)
CAGR – 9%



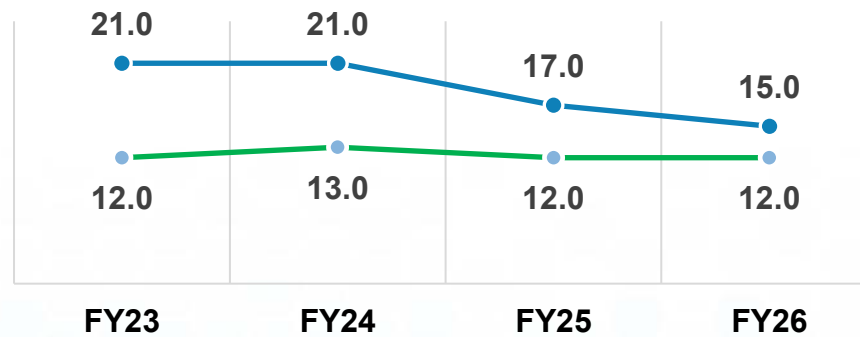
PAT (Rs. cr)
CAGR – 12%



Exports (Rs. cr)
CAGR – 19%



ROE (%) ROCE (%)



Net Debt to Equity (x)



- Consistent growth trajectory over the past four years, driven by both organic and inorganic growth strategies
- While near-term investments and strategic initiatives have led to a moderation in ROCE and ROE, the balance sheet position remains strong. The Company is confident of reporting improved return metrics in the future as these investments start yielding results



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

“We commenced FY27 on a strong note, delivering robust consolidated revenue growth of 28% YoY. The performance was driven by healthy momentum in the domestic business and the continued expansion of our international presence. Despite a dynamic operating environment, our diversified business model, broad-based market presence and disciplined execution enabled us to deliver growth across all our business segments.

Our HPPC, TSC and AHN businesses delivered YoY growth of 28%, 28% and 27%, respectively, reflecting healthy momentum across the portfolio. Performance was supported by deeper market penetration, expansion into new applications and a higher contribution from differentiated, value-added specialty solutions across end-user industries.

Our international business continued to make steady progress, supported by higher wallet share with global partners and growing acceptance of our specialty solutions across key overseas markets. During the quarter, we further strengthened our regional presence with the establishment of a greenfield blending facility in Thailand, designed to serve Southeast Asia. The facility will enhance our ability to offer customised formulations, respond swiftly to local market requirements and improve supply-chain efficiency.

Over the past few years, we have made focused investments in developing new capabilities, innovation and product development. Capacity utilisation across these investments has been improving steadily, and our priority is now to drive optimal utilisation, strengthen the product portfolio and enhance operational efficiencies. Together with our robust R&D platform, these efforts will enable us to address evolving industry requirements and reinforce our competitive positioning.

As we progress through FY27, we remain focused on disciplined execution, innovation and profitable growth. Supported by a healthy balance sheet, an integrated manufacturing platform and an expanding global presence, we are well-positioned to capitalise on emerging opportunities and create sustainable long-term value for all our stakeholders.”



Key Developments

- **Strengthened Southeast Asia Presence through Thailand Facility**

- Established a greenfield blending facility in Thailand through the Company's subsidiary, Unistar Thai
- Installed capacity of 5,000 MTPA, with capabilities across powders, granules and liquids
- Designed to offer customised formulations aligned with local market requirements

- **Progress on Monetisation of Non-Core Assets**

- Completed the sale of the Company's Andheri office during the quarter
- Marks further progress in the Company's ongoing monetisation of non-core assets, following the sale of the Kanjurmarg office in the previous quarter.



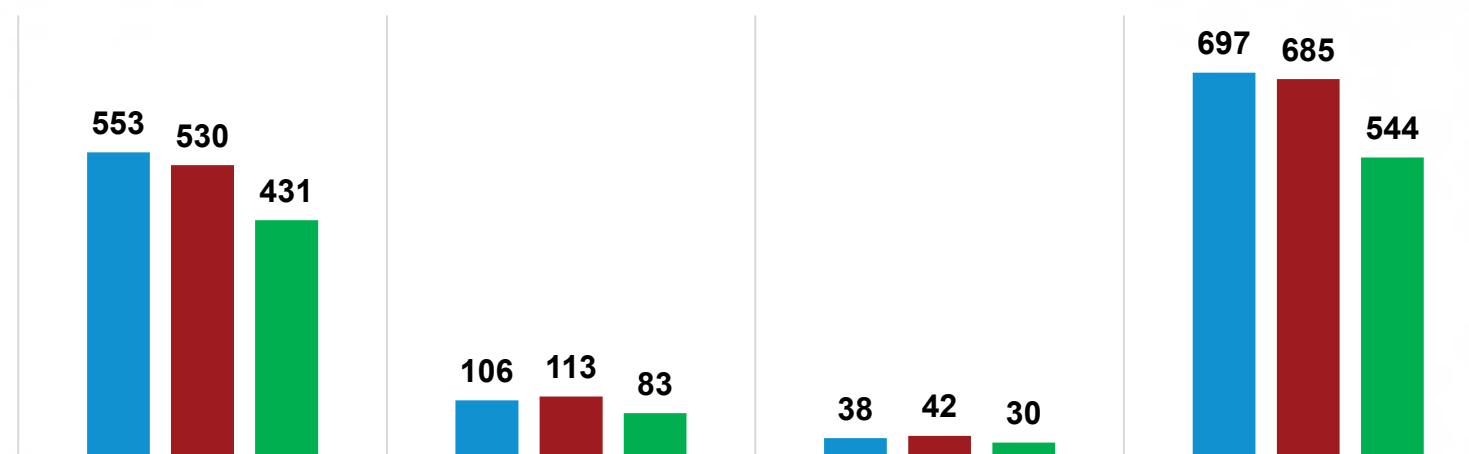
Abridged P&L Statement - Consolidated

Particulars (Rs. cr)	Q1 FY27	Q1 FY26	Y-o-Y	FY26	FY25	Y-o-Y
Revenues from Operations	697.2	543.7	28.2%	2,396.4	2,080.3	15.2%
Total Expenditure						
COGS	490.8	371.3	32.2%	1,668.7	1,433.3	16.4%
Employee benefits expense	44.1	37.5	17.6%	154.7	132.3	16.9%
Other expenses	81.7	67.0	21.9%	287.0	249.6	15.0%
EBITDA	80.6	67.9	18.7%	286.0	265.1	7.9%
EBITDA Margin (%)	11.6%	12.5%	(90) bps	11.9%	12.7%	(80) bps
Other Income	3.2	1.2	166.7%	22.3	4.0	457.5%
Finance Costs	11.0	5.7	93.0%	28.5	17.8	60.1%
Depreciation and Amortization	25.6	17.8	43.8%	79.0	67.1	17.7%
Share of profit of joint venture and associate	0.5	0.5	0.0%	1.9	1.0	90%
PBT	47.7	46.1	3.5%	202.5	185.2	9.3%
Tax expense	12.6	12.5	0.8%	53.3	48.8	9.2%
PAT	35.1	33.6	4.5%	149.2	136.4	9.4%
PAT Margin (%)	5.0%	6.2%	(120) bps	6.2%	6.6%	(40) bps
EPS Diluted (Rs.)	6.3	6.1		26.9	24.6	

Segment-wise Operating Performance

Quarterly Revenue Break-up (Rs. cr)

■ Q1 FY27 ■ Q4 FY26 ■ Q1 FY26



	HPPC	TSC	AHN	TOTAL
Shift (Y-o-Y) %	28%	28%	27%	28%
Shift (Q-o-Q) %	4%	-6%	-10%	2%

- Note:**
- 1) All figures, unless mentioned otherwise, are on a consolidated basis
 - 2) Figures for prior periods have been reclassified to align with the classification of the current period
 - 3) Home, Personal Care and Performance Chemicals (HPPC); Textile Specialty Chemicals (TSC); Animal Health and Nutrition (AHN)

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Q4 FY26 Results Overview

2

Company Overview

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Annexure



Rossari – At a Glance



Technocrat promoters with

75+

cumulative years of experience in the specialty chemicals industry



8*

Manufacturing facilities

4*

R&D Facilities



387,100* MTPA

Capacity Installed



25%

Revenue CAGR % (FY19-26)



13%

Contribution of Top 10 customers in FY26



18%

PAT CAGR % (FY19-26)



Established
Pioneers



Eco-friendly
Operations



Excellent
Quality



Empowered
Customers

Rossari is a Specialty-Chemical manufacturer providing intelligent and sustainable chemical solutions for customers across industries

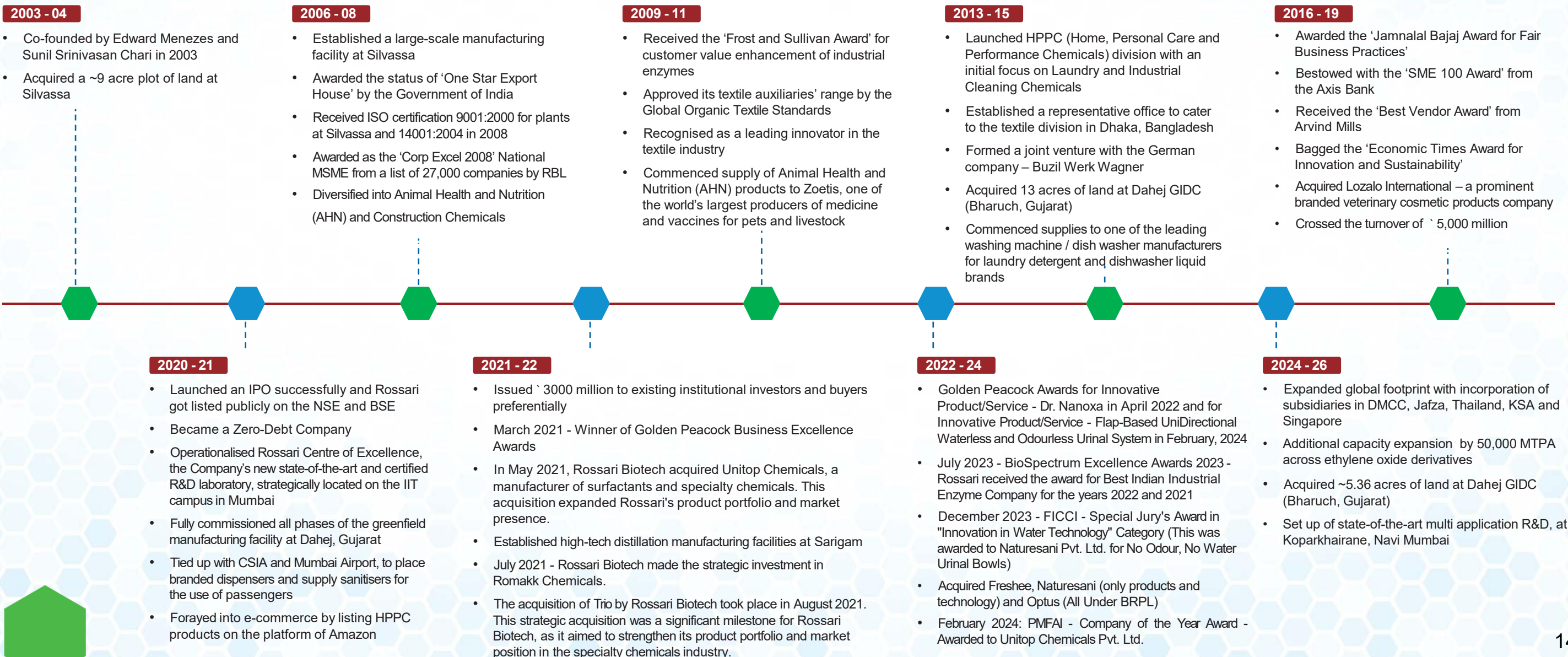
* Including production capacities and R&D facilities of Unitop Chemicals & Tristar Intermediates



A 25-Year Journey of Transformation

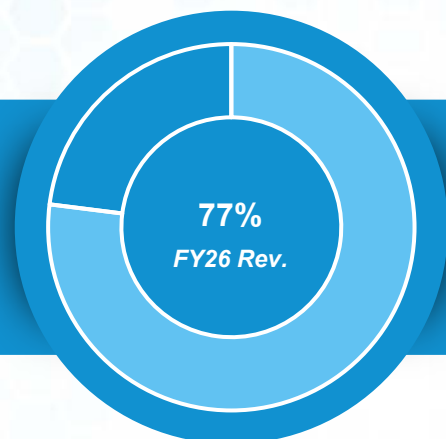
Delivering Value and Maintaining Synergy Along the Way

Looking back in time Our Company was initially incorporated as 'Rossari Labtech' in March, 2003, as a partnership firm. In the same year, in December, the name of the partnership firm was changed to 'Rossari Biotech' and the firm was further converted into a joint stock company in August, 2009, as 'Rossari Biotech Limited'. Today, the Company is a pioneer in the Indian specialty chemicals market, and is recognised as a reputable brand within this industry.



HPPC | Home, Personal Care and Performance Chemicals

One of the Fastest-growing Specialty Chemicals Manufacturers in the HPPC Sector in India



Key Metrics as of FY26

80
Geographies

1,750+
Customers

1,050+
Products

100+
New Products (L3Y)

KEY GROWTH DRIVERS

Rising Demand for Surfactants in Personal Care and Cleaning Products

- Primarily driven by urbanization, higher incomes, and increased hygiene awareness
- Asia Pacific is the highest growth region led by China, Korea and India

Expanding Use in Agrochemicals

- Ethoxylates improve the effectiveness of pesticides and fertilizers, supporting higher agricultural productivity
- Growing global population has intensified the need for increased food production

Shift Toward Eco-friendly and Biodegradable Surfactants

- Regulations push towards development of greener ethoxylate formulations
- Manufacturers are moving towards bio-based ethoxylates derived from natural sources, such as plant-based fatty alcohols



TSC | Textile Specialty Chemicals

One of the Largest Textile Specialty Chemical Manufacturers in India Serving the Full Textile Value Chain From Fibre to Finished Fabric

Business Overview

AHN | Animal Health Nutrition

Strong Competitive Edge



...Reflected in Growth Ahead of the Industry

Market Share Gains Driven by Innovation, Customization and Sustainability Leadership

Robust Manufacturing Capabilities

Manufacturing Facility at Dahej

- Enjoys proximity to multi-cargo port of Dahej – providing cost & logistical advantage
- State-of-the-art facility, well-equipped with advanced technologies
- Designed on lean manufacturing principles
- Driving cost efficiencies and economies of scale

Manufacturing Facility at Silvassa

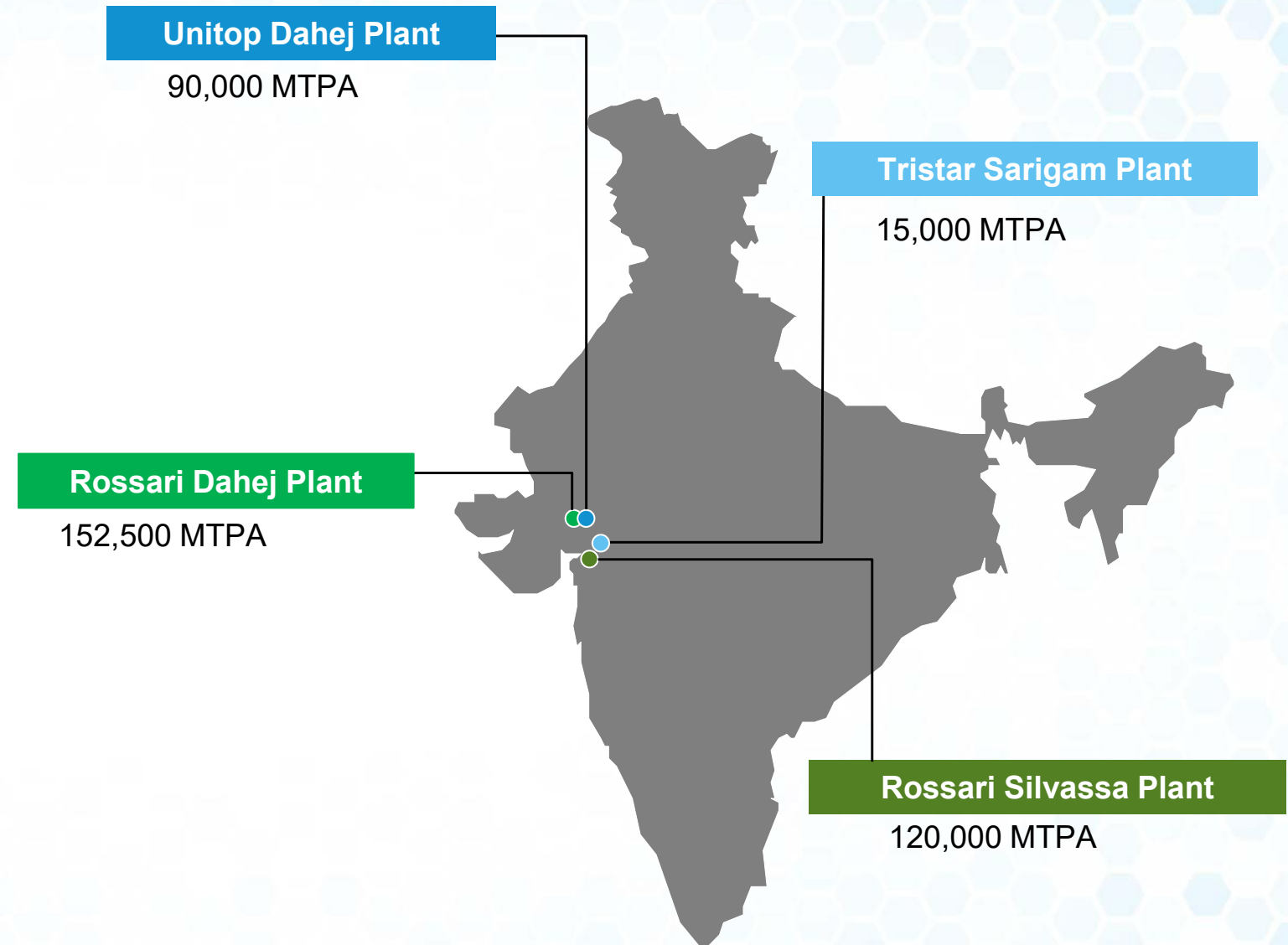
- Located on 8.6 acres of land
- Fungible manufacturing capabilities for powders, granules and liquids
- Facility has a comprehensive range of testing & packaging capabilities
- Effluent treatment facility, with 2,500 MT bulk storage capacity for acid, alkali, base oils and surfactants

Unitop's Manufacturing Facility at Dahej

- Located on 10 acres of land
- Superior facility for the Agrochemicals and Oil & Gas segment
- Fully equipped R&D centre dedicated to product development, quality and process standardisation
- Adequate scope for further capacity expansion

Tristar's Manufacturing Facility at Sarigam

- 3 manufacturing units located in chemical zone at GIDC, Sarigam
- Leading manufacturer of preservatives, aroma chemicals, and home and personal care additives
- Access to High-tech distillation facilities



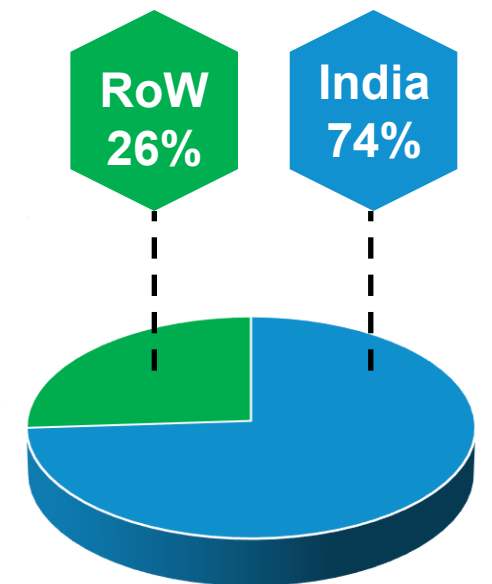
Strategic capacity investments to support long-term value creation

Growing Global Reach

Market Presence



EXPORT OPERATIONS IN 80+ COUNTRIES



As of FY26

Key Strategic Levers for Growth

01

Accelerating growth in core business lines

- Deepen customer engagement through cross-sell and solution-led offerings
- Increase wallet share across domestic and MNC accounts
- Expand into adjacent segments and applications

02

Innovation and new product development

- Advance a strong product pipeline across key segments
- Integrate market insights, consumer understanding, and R&D
- Develop differentiated offerings for evolving customer needs

03

Strengthening manufacturing footprint

- Utilise newly commissioned brownfield capacities in India
- Evaluate a greenfield facility in KSA to support future growth
- Improve efficiency and resilience through backward integration and optimisation

04

Strengthening international presence

- Expand international distribution across key markets
- Broaden customer access through a stronger global reach
- Pursue partnerships and selective opportunities to enhance overseas

05

Building new growth platforms

- Scale new business lines using existing capabilities and strengths
- Develop specialty solutions in selected adjacencies
- Create new avenues to diversify future revenue streams

06

Maintaining financial discipline

- Pursue growth with a disciplined capital allocation approach
- Focus on profitable growth and operating efficiency
- Evaluate opportunities with clear strategic and financial discipline



Update on Key Subsidiaries

Executed synergistic acquisitions in the past complementing the ethos of Rossari's business model

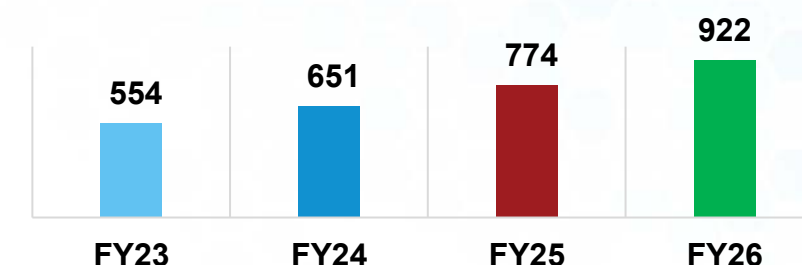


- Unitop solutions sold across 25+ countries
- Presence in high-potential Specialty chemical segments, such as Agrochemicals and Oil & Gas segments
- Operates two manufacturing sites in India

Rationale

- Expand into surfactants and emulsifiers
- Strengthen agrochemicals and oilfield chemicals portfolio

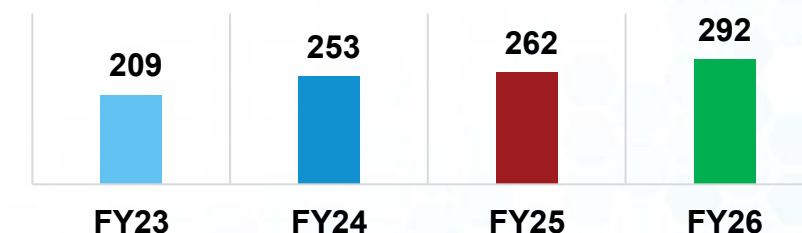
Revenue (Rs. crore)
CAGR – 19%



- 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

- Addition of new international markets, cross-selling opportunities, talent, and technology know-how
- Expanded product portfolio, primarily in personal care segment

Revenue (Rs. crore)
CAGR – 12%

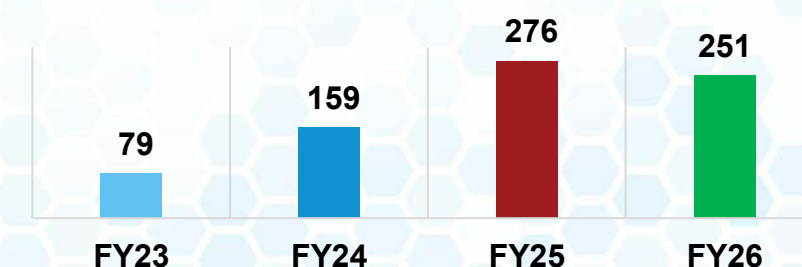


Buzil Rossari

- Key emerging player in the Institutional Cleaning industry
- Specialises in providing superior cleaning, hygiene and disinfection solutions to various institutions and consumers
- Harnessing our cutting-edge technology, deep expertise, and powerful network, in shaping the future of consumer health and hygiene

- Leverage German cleaning & hygiene tech
- Strengthen institutional cleaning segment in India

Revenue (Rs. crore)
CAGR – 47%



Key Synergies from Acquisitions

Strategic & value-accretive acquisitions accelerate growth and drive economies of scale



Augmented presence in Specialty Chemical, Personal Care and Agrochemical segments



Expansion of addressable domestic and export markets and end-user applications



Extension of manufacturing capabilities



Pooling together of related technologies provides R&D edge



Inorganic investments within operational and financial discipline criteria outlined by Board

Synergies Realised

- Integrated manufacturing led to **cost saving**
- Cross-selling opportunities across **product categories**
- Expanded distribution network via addition of **new channels**
- Co-developed new products with combined R&D teams

Value Creation

- Strengthened presence in **Agrochemicals and Oil & Gas segment**
- Large wallet share from key customers of **Tristar** and entering new geographies such as **Japan, Korea, Romania, etc.**
- Increased access to institutional cleaning industry



Focus on Green & Sustainable Chemical Solutions since Inception

Aggressively embracing sustainability in business operations to accelerate growth



Specialists in eco-friendly substitutes replacing harmful legacy products, with sustainability embedded across operations, culture, and product design



Operates three Zero Liquid Discharge (ZLD) sites with rainwater harvesting, advanced ETPs/MEEs, greywater reuse, and regular NPC water audits ensuring responsible water use across the full cycle



Actively reducing carbon footprint through EV adoption, solar power integration, and energy-efficient technologies across operations



Promotes ecological balance through plantation drives, green belt development, and active community engagement in environmental conservation



Minimises manufacturing carbon footprint through recycled packaging, waste reduction, and ethical e-waste disposal via authorised recyclers



Corporate Social Responsibility

We at Rossari, recognize our role and responsibility to deliver sustainable value to communities. Our initiatives are aimed towards upliftment of areas of rural development, women empowerment and livelihood opportunities, research and development for upliftment of society and skill development, childcare and healthcare facilities, water conservation and environment and disaster relief and rehabilitation



Driving sustainable impact through community, environment, and empowerment initiatives

Experienced Promoters and Board of Directors

Founders & Promoters



Edward Menezes
Promoter & Executive Chairman
40+ years

- B. Sc. (chemistry major) from K. J. Somaiya College of Science, University of Bombay & B. Sc. (technology) in textile chemistry from UDCT, University of Bombay
- Over 40 years of experience in speciality chemical industry
- Master's degree in marketing management from Prin. L. N. Welingkar Institute of Management Development & Research, Mumbai
- Awarded 'UAA Distinguished Alumnus technology day award, 2013' by ICT (Formerly UDCT). Also awarded 'All India Industrialist of the Year 2021' award by the Federation of Industries of India by the 2022 Hurun India – Industry Achievement Award



Sunil Chari
Promoter & Managing Director
35+ years

- B. A. from the Kakatiya University and a diploma in technical and applied chemistry from VJTI, Mumbai
- Over 23 years of experience in the speciality chemical industry and 12+ years of experience in different roles within the Company
- He has been actively involved in the day-to-day running of the Company

Independent Directors



Aseem Dhru

- Over 25 years of experience in the banking industry. He holds a bachelor's degree in commerce from H. L. Commerce College, Gujarat University. He is an associate member of the Institute of Chartered Accountants of India and the Institute of Cost and Works Accountants of India. B. Com. from H. L. Commerce College, Gujarat University & associate member of ICAI & ICWAI
- Currently the CEO & MD of SBFC Finance Limited. Previously associated with HDFC Bank & HDFC Securities



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's in Business Administration (MBA) in Finance from Wellinkar Business Institute – Mumbai



Gurudas Aras

- Over 40 years of experience in the textile industry and was associated with 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)'
- Strategic advisor to APS GmbH, a German company in the field of robotics and automation, and is a Business Advisor to Rabatex Industries and Yamuna Machine Works, both from the textile engineering field



Udeypaul Singh Gill*

- Over four decades of experience as an executive and strategist. With a proven track record on the boards of prominent companies, Mr. Gill 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.
- Masters in Business Administration (MBA) from Punjab Agricultural University and B.Sc. (Honours) in Economics

** Appointment effective from 28.04.2026*

CONFERENCE CALL DETAILS

Q1 FY-2027 Earnings Conference Call

Time

5:00 PM IST on Monday, July 20, 2026

Pre-registration

To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link: [Diamond Pass Registration \(choruscall.in\)](https://choruscall.in/DiamondPassRegistration)

Primary dial-in number

+91 22 6280 1141 / 7115 8042



About Us

Rossari Biotech Limited (Rossari) (BSE: 543213, NSE: ROSSARI), is a Specialty-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 Specialty 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 Specialty 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 further information, please contact:

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 Email: ketan.sablok@rossari.com

 Anoop Poojari / Mitesh Jain

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 Email: anoop@cdr-india.com /
mitesh@cdr-india.com



Thank you