

Press Release- Quarter ended and financial year ended 31st March, 2021

For Financial Year Ended 31st March, 2021: Total Income up by 24.35%; Net Profit surges by 203.40%; Highest EBITDA since incorporation

Mumbai, 29th June, 2021:

Ruchi Soya Industries Limited (“Ruchi Soya”), a diversified FMCG and FMHG focused company with strategically located manufacturing facilities, well recognised brands having pan India presence and over 2.5 lakh hectares palm plantation allocation, has announced its financial results of operation for the quarter ended and financial year ended 31st March, 2021. Key highlights of such financial results are set out below:

- ❖ For the quarter ended March 31, 2021, Ruchi Soya achieved a Total Income of Rs. 4,859.50 crore as compared to Rs. 4,475.60 crore for the quarter ended December 31, 2020, reflecting a growth of 8.58% on QoQ basis and 51.43% on YoY basis.
- ❖ For the financial year ended March 31, 2021, Ruchi Soya achieved a Total Income of Rs. 16,382.98 crore, reflecting a growth of 24.35% from previous financial year.
- ❖ For the quarter ended March 31, 2021, EBITDA stood at Rs. 270.60 crore with an EBITDA margin of 5.57%, reflecting an increase of 272 basis points on YoY basis.
- ❖ For the financial year ended March 31, 2021, Ruchi Soya delivered an EBITDA of Rs. 1,018.37 crore, up by 122.12% on YoY basis, making the EBITDA for Fiscal 2021 the highest EBITDA ever achieved by Ruchi Soya since its incorporation in 1986.
- ❖ For the quarter ended March 31, 2021, the Profit after Tax was Rs. 314.33 crore as compared to Rs. 227.44 crore for the quarter ended December 31, 2020, reflecting an increase of 38.20%.
- ❖ For the financial year ended March 31, 2021, the total Profit after Tax excluding exceptional items was Rs. 680.77 crore as compared to Rs. 224.38 crore in the previous financial year, reflecting a growth of 203.40%.
- ❖ Ruchi Soya’s branded business vertical including brands sold under royalty arrangements achieved sales of Rs. 3,455.96 crore, for the quarter ended March 31, 2021, contributing to 71.12% of the Total Sales of Ruchi Soya for such period. The branded business vertical registered a growth of 14.53% on QoQ and 49.47% on YoY basis.

The Patanjali Group, one of India’s leading FMCG Groups’ with a focus on health and wellness acquired Ruchi Soya pursuant to completion of CIRP and implementation of the Patanjali Resolution Plan on December 18, 2019.

To further strengthen its existing array of products and portfolio of brands (like Ruchi Gold, Mahakosh, Sunrich, Nutrela and Ruchi Star), after completion of Fiscal 2021, Ruchi Soya:

- ❖ in May 2021 the Company began to market biscuits, cookies, rusk and other associated bakery products under the Patanjali brand name in India pursuant to a business transfer agreement with Patanjali Natural Biscuits Private Limited.
- ❖ in June 2021, the Company began to market breakfast cereals, atta (wheat) noodles under the Patanjali brand name in India pursuant to an assignment agreement with Patanjali Ayurved Limited.
- ❖ backed on the Patanjali Group’s over 14 years’ experience in the wellness space, has forayed into 100% Vegetarian Nutraceutical and wellness products by initially introducing 10 FMHG products under the joint branding of Nutrela and Patanjali.

Subsequent to completion of Fiscal 2021, Ruchi Soya has filed a draft red herring prospectus dated June 12, 2021 (“DRHP”) with SEBI in relation to a further public offering proposed by Ruchi Soya (“FPO”). Copy of the DRHP is available on the website of SEBI, the Book Running company appointed with respect to the FPO and stock exchanges where equity shares of Ruchi Soya are listed.

