

Press Release- Quarter ended 30th June, 2021**Ruchi Soya Industries Limited – Results of 1st Quarter Ended 30th June 2021**

- **Total Income up by 8.98%;**
- **Profit before Tax surges by 61.27%;**
- **EBIDTA Rs 36086.61 lakhs with EBIDTA margin of 6.81%**
- **Food vertical achieves sales of Rs 27,414.17 lakhs.**

Mumbai, 14th August, 2021:

Ruchi Soya Industries Limited (“Ruchi Soya”), a diversified FMCG and FMHG focused company with strategically located manufacturing facilities, well recognised brands with pan India presence with 23 manufacturing facilities and over 2.9 lakh hectares palm plantation allocation, has announced its financial results of operation for the quarter ended 30th June, 2021. Key highlights of such financial results are set out below:

- ❖ For the quarter ended June 30, 2021, Ruchi Soya achieved a Total Income of Rs. 5,29,598.99 lakhs as compared to Rs. 485,950.15 lakhs for the quarter ended March 31, 2021, reflecting a growth of 8.98% on QoQ basis and 73.23% on YoY basis.
- ❖ For the quarter ended June 30, 2021, EBITDA stood at Rs. 36,086.61 lakhs with an EBITDA margin of 6.81%, reflecting an increase of 125 basis points on QoQ basis and 231 basis points on YoY basis.
- ❖ For the quarter ended June 30, 2021, the Profit before Tax was Rs. 23,861.60 lakhs as compared to Rs. 14,796.14 lakhs for the quarter ended March 31, 2021, reflecting an increase of 61.27%.
- ❖ Ruchi Soya’s branded business including brands sold under royalty arrangements and institutional segment achieved sales of Rs. 3,84,213.95 lakhs and Rs. 23,246.49 lakhs respectively, for the quarter ended June 30, 2021, contributing to 72.96% & 4.41% of the Total Sales of Ruchi Soya for such period. The branded business registered a growth of 11.17 % on QoQ and 67.86 % on YoY basis.
- ❖ In Q1FY22, the food business segment achieved sales of Rs 27,414.17 lakhs contributing 7.14 % of the total branded business of the Company registering a growth of 281.37% QoQ basis and 104.119% YoY basis.

To accelerate transition to a leading FMCG company and to further strengthen its product portfolio and array of brands (like Ruchi Gold, Mahakosh, Sunrich, Nutrela , Ruchi Star and Ruchi Sunlight), Ruchi Soya has undertaken following initiatives :

- ❖ May 2021: the Company launched “Ruchi Sunlight” a blended edible oil keeping in mind the market requirement and consumer demand.
- ❖ May 2021: the Company began to market biscuits, cookies, rusk and other associated bakery products under the Patanjali brand name. The brands continue to witness tremendous response and is contributing to the growth of the foods business segment.
- ❖ 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.
- ❖ June 2021: backed by Patanjali Group’s over 14 years’ experience in the wellness space, the Company forayed into 100% vegetarian and plant based Nutraceutical and wellness products by initially marketing 17 FMHG products under the joint branding of Nutrela and Patanjali.



In line with its focus on self-reliance in edible oils, the Government of India recently announced the scheme, called National Edible Oil Mission-Oil Palm (NMEO-OP), involving investment of over Rs 11,000 crore. The scheme is expected to incentivise domestic production of palm oil to reduce dependence on imports. The Centre plans to raise the country's production of palm oil by three times to 11 lakh MT by 2025-26. This will involve raising the area under oil palm cultivation to 10 lakh hectares by 2025-26 and 16.7 lakh hectares by 2029-30.

Ruchi Soya; one of the leading companies of India with 2.9 lakh hectare of land allocation in India for Oil Palm development and almost 54000 hectares in nine states in India under oil palm cultivation is poised to get a tremendous fillip with this new policy. Going forward, the Company shall continue to benefit from reduced edible oil imports, strong backward integration and increased domestic production. "RuchiGold" its palm oil brand is one of the highest selling cooking oil brands in India.

Ruchi Soya Industries Limited 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"). The copy of the DRHP is available on the website of SEBI, the Book Running Lead Managers (BRLM's) appointed with respect to the FPO and stock exchanges where equity shares of Ruchi Soya are listed.

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. Since then the company has been showing sustained & robust financial performance in revenue and profitability.

