



RUCHI SOYA INDUSTRIES LIMITED

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RSIL/2021

10th February, 2021

BSE Ltd.
Phiroze Jeejeebhoy Tower
Dalal Street
Mumbai – 400 001

National Stock Exchange of India Ltd.
"Exchange Plaza"
Bandra-Kurla Complex, Bandra(E)
Mumbai – 400 051

Dear Sirs,

Reg: Press Release

We attach herewith a copy of captioned Press Release, being issued by the Company for your information and records.

Thanking you,

Yours faithfully,
For RUCHI SOYA INDUSTRIES LTD.

COMPANY SECRETARY

Encl: As above .

Press Release- Q3FY21

Total Income up by 12.15%; Net Profit grows by 79.46% **Brands Business achieves sales of Rs. 3017.58 crore.**

Mumbai, 10th February, 2021: Ruchi Soya Industries Limited announced its results for the quarter ending 31st December, 2020.

With continued focus on enhancing the brand portfolio, Ruchi Soya has achieved a total income of Rs. 4,475.60 crore during third quarter ended December 31, 2020 as compared to Rs. 3,990.72 crore during second quarter ended September 30, 2020 depicting a significant growth of 12.15% QoQ and 20.13% YoY. **Company delivered healthy EBITDA of Rs. 351.71 crore**, registering 36.06% increase QoQ and 76.78% YoY. EBITDA margins for the current quarter stood at 7.86%, up by 1.38 % on QoQ basis and by 2.52 % on YoY.

During Q3FY21, the performance of the Company's branded business has been very encouraging, with Ruchi Gold, Mahakosh, Nutrela and Ruchi Star registering significant growth. The Company's branded business including brands sold under royalty arrangement achieved a sales of Rs 3,017.58 crore in Q3FY21, contributing to 67.42% of the total sales of the Company. The branded business sale registered a growth of 13.99% QoQ and 21.30% YoY.

Company's other businesses comprising of Oil Palm Plantation, Windmills, Export business, Oleo-chemicals and institutional sales cumulatively reported 8.52% growth on QoQ basis. It is significant to note that **exports surged impressively by 93.35% QoQ and 73.85% on YoY basis.**

The Profit after tax (PAT) for third quarter ended December 31, 2020 was Rs. 227.44 crore as compared to Rs. 126.74 crore for the second quarter, an increase of 79.46% QoQ basis and 50.26% on YoY basis. The total Profit after tax for first nine months during the current financial year was Rs. 366.44 crore as against Rs. 247.20 crore (excluding exceptional items) as compared to corresponding nine months of previous year, depicting a growth of 48.23%.

The growth opportunity in our core categories remains extremely strong. The company continues to benefit from large brand portfolio that spread across the mass, popular and premium segment. The company is well placed to lead growth trend with a strong portfolio of brands including Ruchi Gold, Mahakosh, Sunrich, Nutrela and Ruchi Star. The new product categories viz. Honey, Premium Edible Oil and High Protein Atta introduced under the Nutrela brand in the current financial year are in line with the growing consumer preference for healthier food options. The continuous focus on strengthening its brand portfolio will ensure its sustainable growth in coming years. The company has demonstrated agility and execution excellence in testing times of Covid in recent past that has enabled the Company to achieve growth across various product categories.

Going forward, management plans to undertake several new initiatives to strengthen current business segments and expand the footprints by entering in new product categories. With our pan India presence, we are well positioned to take advantage of the emerging opportunities. We aim to:

- Capitalize on the existing brands and increase market share across categories.
- Increasing market penetration by launching new products in health food category as Indian consumer is shifting towards healthier lifestyle.
- To increase the area under Oil Palm Plantation to contribute to national building effort by reducing dependence on imported oil.

Ruchi soya is an integrated food processing player with **an integrated value chain in palm and soya segment**. The company's core business comprises of processing of oil seeds, refining crude edible oil, manufacturing soya products and other consumer products such as honey, atta etc. Its robust brands portfolio comprises of Ruchi Gold, Mahakosh, Sunrich, Nutrela, Nutri Gold, Ruchi No.1 and other brands in bakery fats segment. The company also produces oil meal, food products from soya and value added products from downstream and upstream businesses with significant presence in the export market.

The Company continues to focus on expanding the Oil palm plantation business with a view to reduce dependence of edible oil Imports in the long run keeping in mind that the country continues to imports ~54% of its edible oil requirement out of which palm oil constitutes the major chunk. The company has oil palm plantation in about 53,080 hectares and further access to about 2,50,000 hectares in 9 states in 39 locations in India.

The Company was acquired by a Patanjali led consortium in December 2019.