



RUCHI SOYA INDUSTRIES LIMITED

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RSIL/2017

14th February, 2017

BSE Ltd.
Floor No.25,
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.

Ruchi Soya Industries Limited

Performance for the quarter ended on December 31, 2016

February 14, 2017 - Mumbai: Ruchi Soya Industries Limited (Ruchi Soya) has announced its un-audited financial results for the quarter ended December 31, 2016 (Q3).

Highlights for the quarter ended December 31, 2016

- EBITDA remains positive at Rs.101.67 crore.
- Focus on Branded sales showing strong results.
- Branded sales remain strong at Rs.2134.64 crore.
- Branded sales contribution increases to 42% of sales as compared to 29% in Q3FY16

Total Income from operations were at Rs.5031.98 crore as compared to Rs.8079.93 crore in Q3FY16 and Rs.5127.96 crore in Q2FY17. EBITDA stayed positive at Rs.101.67 crore as against Rs.232.66 crore in Q3FY16, while Profit after Tax declined to Rs.(216.83) crore as against Rs.(79.10) crore in Q3FY16. The bottomline was impacted by currency market fluctuation resulting in net forex loss of Rs. 67.43 crore.

The bright spot in a challenging business environment was the branded sales remaining robust at Rs.2134.64 Crore as against Rs.2339.95 crore in Q3FY16. The result of our continued focus on branded sales was visible with a contribution of 42% to the total sales, significantly up from 29% in Q3FY16. Similarly the contribution of branded sales to manufacturing turnover was up from 57% to 68%.

Commenting on the performance, **Founder and Managing Director, Mr. Dinesh Shahra** said, *"Despite the better performance of the soya crop in the current season, the arrival of soybean in the markets was poor during the quarter due to commercial disparity and the effects of demonetization that caused short term liquidity issues and delays in procurement from farmers.*

However, it is our belief that eventually the benefits of the demonetization coupled with the introduction of GST will have a far reaching sustainable impact that will be beneficial to the organized players like us in the long run due to lowering of unfair competition from the unorganized sector. GST will allow us to reap the benefits of a unified pan-India market. Process efficiencies that will come in with the new GST regime will also reflect in improvement in the structured margins. We are working to improve operating efficiency to enhance the value for stakeholders.

Our strategy to pursue optimal utilization of spare capacities is showing results and is an affirmation of our quality infrastructure and processing capabilities. The recent tie-up with Patanjali is the outcome of our efforts for better capacity utilisation and we look forward to strong tie-ups with third parties in refining and processing for a mutually beneficial relationship.

We are confident that, going forward, continued focus on branded sales would lead to better market visibility and improved earnings. We believe that the edible oil industry in India has long term growth potential and we will continue our efforts to create a sustainable growth path, with the support of our stakeholders.”

About RUCHI SOYA INDUSTRIES LIMITED

Ruchi Soya is India's leading Agri and Food FMCG company with a turnover of USD 4 billion. It enjoys Number 1 position in cooking oil and soy foods categories of the country. Its leading brands include Nutrela, Mahakosh, Sunrich, Ruchi Star and Ruchi Gold. An integrated player from farm to fork; Ruchi Soya is also among the pioneers of oil palm plantations in India. It is one of the highest exporters of value added soybean products like soy meal, textured soy protein and soy lecithin. Ruchi Soya has also diversified into renewable energy and is committed to environmental protection.

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