



News Release

RUCHI SOYA INDUSTRIES LIMITED

Performance for the year ended on March 31, 2016

May 30, 2016; Mumbai:- Ruchi Soya Industries Limited (Ruchi Soya) has announced its audited financial results for the year (FY 2015-16) ended March 31, 2016. As compared to the corresponding previous year, Net Sales during the FY 2015-16 marginally declined from Rs. 28,308 crore to Rs. 27,735 crore. Earnings before Interest and Finance Cost, Tax, Depreciation & Amortization (EBITDA) stood at Rs. (211.69) crore as against Rs. 626.03 crore recorded in the previous year. Profit before tax decreased from Rs. 80.62 crore to Rs. (977.92) crore. Profit after Tax decreased from Rs. 60.93 crore to Rs. (891.29) crore.

The capacity utilization of port-based refineries has decreased marginally from 20.09 lac MT to 19.79 lac MT.

Branded sales have grown from Rs. 8,357 crore to Rs. 9,094 crore, registering a healthy growth, despite fall in commodity prices. The company's key brands such as Ruchi Gold and Mahakosh Soya recorded good double digit growth and Nutrela & Sunrich grew and maintained market share.

"The company's performance in FY 2015-16 was adversely impacted by sustained pressure in global commodities market, weak and erratic monsoon in the country, foreign exchange fluctuations and overall economic downturn. Due to the turbulent economic market conditions in global markets coupled with steep fall in prices of commodities such as soybean, edible oils, coffee, guar gum and castor businesses had an adverse impact on account of operational losses," said **Mr. Dinesh Shahra, Founder & Managing Director – Ruchi Soya Industries Limited.**

"The branded sales business of the company however, continued to register good double digit growth, which is a testimony of consumer's trust and increasing popularity of Ruchi Soya's brands like Nutrela, Sunrich, Mahakosh, Ruchi Gold and Ruchi Star. If the predictions of an above average rainfall this year after two consecutive years of drought come true, it will help in restoring agricultural productivity and enhanced rural demand, which will boost consumption of packaged food and branded consumables," **Mr. Shahra** added.

Mr. Shahra further stated that *"The recently proposed joint venture with Adani Wilmar will add new dimensions to Ruchi Soya's business and together we will be able to leverage on each other's strengths to make a difference to the agri-business and FMCG landscape of India. This proposed new integrated platform is expected to have significant value for both the Indian*



farmer, in terms of efficient handling of produce and sales realization, as well as for the Indian consumer, who will stand to gain from an increased range of high quality finished products through distribution networks that will be optimized to provide the highest standards of quality and handling, at the lowest cost possible."

About RUCHI SOYA INDUSTRIES LIMITED

Ruchi Soya is India's leading FMCG company and the country's number one cooking oil and soy food maker and marketer. Its leading brands include Nutrela, Mahakosh, Sunrich, Ruchi Star and Ruchi Gold. The company was recently ranked among the 'Top 5 Packaged Goods Companies of India' by leading global research firm – Euromonitor. An Integrated player from farm to fork; Ruchi Soya has secured access to oil palm plantations in India and other key regions of the world. Ruchi Soya is also the highest exporter of soya meal, lecithin and other food ingredients from India. Ruchi Soya is committed to renewable energy and exploring suitable opportunities in the sector.

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