

## **Press Release- Quarter ended 30<sup>th</sup> September, 2021**

### **Ruchi Soya Industries Limited – Q2FY22 Results**

- Total Income up by 13.50 %;
- Profit before Tax at Rs 22046.90 lakhs ;
- EBITDA Rs 34,567.34 lakhs with EBITDA margin of 5.75%;
- Food vertical achieves sales of Rs 43,112.80 lakhs.

**Mumbai, 14<sup>th</sup> November, 2021:**

Ruchi Soya Industries Limited ("Ruchi Soya"), a diversified FMCG and FMHG focused company with strategically located 23 manufacturing facilities, well recognised brands with pan India presence and over 2.9 lakh hectares palm plantation allocation, has announced its financial results of operation for the quarter ended 30<sup>th</sup> September, 2021.

### **Highlights of Financial Performance (Q2FY22 & H1FY22) – Rs in Lakhs**

Particulars	Q2 FY 21-22	Q2 FY 20-21	% increase/ (decrease)	H1 FY 21-22	H1 FY 20 - 21	% increase/ (decrease)
Total Income	601,099.63	399,072.65	50.62%	1,130,698.62	704,787.84	60.43%
Earnings before Depreciation, interest and taxes ( EBITDA)	34,567.34	25,849.39	33.73%	70,653.95	39,606.61	78.39%
Profit Before Tax ( PBT)	22,046.90	12,673.71	73.96%	45,908.50	13,899.70	230.28%
Net Profit after tax ( PAT)	16,427.34	12,673.71	29.62%	33,780.52	13,899.70	143.03%

Key highlights of such financial results are set out below:

- ❖ For the quarter ended September 30, 2021, Ruchi Soya achieved a Total Income of Rs. 601,099.63 lakhs as compared to Rs. 529,598.99 lakhs for the quarter ended June 30, 2021, reflecting a growth of 13.50% on QoQ basis and 50.62% on YoY basis.
- ❖ For the quarter ended September 30, 2021, EBITDA stood at Rs. 34,567.34 lakhs with an EBITDA margin of 5.75 %, the Profit before Tax was Rs. 22,046.90 lakhs and Profit after Tax was Rs 16,427.34 respectively. The Company continues to sustain its EBITDA margins over the last 4 Quarters in spite of unprecedented commodity inflation.
- ❖ For the half year ended September 30, 2021, Ruchi Soya achieved a Total Income of Rs 1,130,698.62 lakhs as compared to Rs. 704,787.84 lakhs for the half year ended September 30, 2020, reflecting a growth of 60.43% on YoY basis. For the half year ended September 30, 2021, EBITDA stood at Rs. 70,653.95 lakhs, the Profit before Tax at Rs. 45,908.50 lakhs and Profit after Tax at Rs 33,780.52 respectively.
- ❖ Ruchi Soya's branded business including brands sold under royalty arrangements and institutional segment achieved sales of Rs. 451,182.04 lakhs and Rs. 34,564.43 lakhs respectively, for the quarter ended September 30, 2021, contributing to 75.26% & 5.77% of the Revenue from operations of Ruchi Soya for such period. The branded business delivered resilient performance and registered a growth of 17.43% on QoQ and 70.44% on YoY basis.
- ❖ In Q2FY22, the food business segment achieved sales of Rs 43,112.80 lakhs contributing 9.56% of the total branded business of the Company and registered a growth of 57.26% on QoQ basis and 158.35% on YoY basis.

To further strengthen its portfolio of brands (like Ruchi Gold, Mahakosh, Sunrich, Nutrela, Ruchi Star and Ruchi Sunlight, etc.) and to deliver consistent growth:

- ❖ Ruchi continues to invest in building brands and expand its product portfolio and towards this, Ruchi offers food products across multiple categories, price points and segments to cater to a wide spectrum of consumer preferences.
- ❖ In the current year, it has launched "Ruchi Sunlight" a blended edible oil, biscuits, cookies, rusk, breakfast cereals, atta (wheat) noodles and other associated bakery products under the Patanjali brand name. The Company has also forayed into 100% Vegetarian Nutraceutical and wellness products under the joint branding of Nutrela and Patanjali.
- ❖ The Company has also tied up with Patanjali giving it access to Patanjali's large distribution network and enabling it to leverage its product portfolio across new and incremental markets.

Ruchi Soya's brand portfolio consisting of brands like Ruchi Gold, Mahakosh, Sunrich, Nutrela, Ruchi Star and Ruchi Sunlight continues to witness favourable response. Its palm oil brand "Ruchi Gold" is one of the highest selling cooking oil brands in India.

Ruchi Soya is one of the largest oil palm plantation company in India with over 56,000 hectares under oil palm cultivation engaging with more than 37,000 farmers across nine states in India. Ruchi Soya believes that it shall continue to benefit from reduced edible oil imports and increased domestic production. Ruchi Soya is also engaged in renewable energy business with 85.2 MW of wind power generation out of which 19% is used for captive purpose.

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 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.

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