

Press Release- Quarter ended 31stDecember, 2021

Ruchi Soya Industries Limited – Q3FY22 Results

- Total Income up by 4.83% (from previous quarter) ;
- Profit before Tax for the quarter at Rs 31,960.51 lakhs ;
- EBIDTA for the quarter Rs 44,089.80 lakhs with EBIDTA margin of 7.00%;
- Food vertical achieves sales of Rs 38,058.31 lakhs for the quarter.

Mumbai, 13th February, 2022:

Ruchi Soya Industries Limited (“Ruchi Soya”), a diversified FMCG and FMHG focused company with strategically located manufacturing facilities, well recognised brands having 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 December 31, 2021.

Highlights of Financial Performance (Q3FY22 & 9M FY22)– Rs in Lakhs

Particulars	Q3FY22	Q3FY21	% increase/ (decrease)	9MFY22	9MFY21	% increase/ (decrease)
Total Income	630,119.91	447,559.72	40.79%	1,760,818.53	1,152,347.56	52.80%
Earnings before Depreciation, interest and taxes (EBITDA)	44,089.80	35,170.80	25.36%	114,743.75	74,777.41	53.45%
Profit Before Tax (PBT)	31,960.51	22,744.17	40.52%	77,869.01	36,643.87	112.50%
Net Profit after tax (PAT)	23,407.23	22,744.17	2.92%	57,187.75	36,643.87	56.06%

Key highlights of such financial results are set out below:

- ❖ For the quarter ended December 31, 2021, Ruchi Soya delivered a strong performance and achieved a Total Income of Rs. 630,119.91 lakhs as compared to Rs. 601,099.63 lakhs for the quarter ended September 30, 2021, reflecting a growth of 4.83% on QoQ basis and 40.79% on YoY basis.
- ❖ For the quarter ended December 31, 2021, EBITDA stood at Rs. 44,089.80 lakhs with an EBITDA margin of 7.00%, the Profit before Tax was Rs. 31,960.51 lakhs and Profit after Tax was Rs 23,407.23 respectively. The Company continues to sustain its EBITDA margins in spite of unprecedented commodity inflation.
- ❖ For the 9 Months Period ended December 31, 2021, Ruchi Soya achieved a Total Income of Rs 1,760,818.53 lakhs as compared to Rs. 1,152,347.56 lakhs for the 9 Months Period ended December 31, 2020, reflecting a healthy growth of 52.80% on YoY basis.
- ❖ For the 9 Months Period ended December 31, 2021, EBITDA stood at Rs. 114,743.75 lakhs, the Profit before Tax at Rs. 77,869.01 lakhs and Profit after Tax was at Rs 57,187.75 respectively.
- ❖ Ruchi Soya’s branded business including brands sold under royalty arrangements and institutional segment (Bakery & Vanaspati) achieved sales of Rs. 452,136.64 lakhs and Rs. 36,162.68 lakhs respectively, for the quarter ended December 31, 2021, contributing to 71.99% & 5.76% of the Revenue from operations of Ruchi Soya for such period.

During this quarter, the company has received Great Place to Work® Certification by Great Place to Work Institute, India which is recognized world over by employees and employers alike and is considered the ‘Gold Standard’ in identifying and recognizing Great Workplace Cultures.

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

- ❖ The Company has strongly positioned itself with diversified portfolio of products to capitalize on the trend of shift in consumer preferences towards trusted and branded packaged foods accelerated by Covid 19.

- ❖ 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.
- ❖ The Company plans to expand its existing product portfolio of Nutraceuticals products.

Ruchi Soya's brand portfolio of brands like Ruchi Gold, Mahakosh, Sunrich, Nutrela , Ruchi Star and Ruchi Sunlight continues to witness good response. "RuchiGold" its palm oil brand is one of the highest selling palm oil brands in India while the company is one of the largest player in the cooking oil and soya foods category 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 39,000 farmers across nine states in India. The company is also engaged in wind power generation business out of which 19% is used for captive consumption.