



RUCHI SOYA INDUSTRIES LIMITED

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RSIL/2017

31st May, 2017

BSE Ltd.
Floor No.25,
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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

This has reference to the Press Release submitted to you vide our letter dated 30th May, 2017. Since there was some typographical error in the said Press Release, we attach herewith revised Press Release being issued by the Company for your records.

We regret for the inconvenience caused to you.

Thanking you,

Yours faithfully,
For RUCHI SOYA INDUSTRIES LTD.


COMPANY SECRETARY

Encl. : As above.

Ruchi Soya Industries Limited

Performance for the fourth Quarter & Year ended on March 31, 2017

May 30, 2017, Mumbai: Ruchi Soya Industries Limited (Ruchi Soya) today announced its audited results for the fourth Quarter & Year ended on March 31, 2017.

Financial Highlights for the Quarter ended March 31, 2017

- EBITDA (before accounting for provision for doubtful debts at Rs.1303 crore from Rs.253 crore , as per Ind AS) was positive at Rs. 108 crore for the quarter vis-à-vis loss of Rs.582 crore for the previous year
- Branded sales remained strong and sustained at Rs. 2,143 crore for Q4FY17.
 - Branded Sales contribution to Total Sales increased to 64% as compared to 29% in Q4FY16
 - Branded Sales contribution to Manufacturing Sales increased to 80% as compared to 57% in Q4FY16

For the quarter ended March 31st 2017, total sales from operations stood at Rs. 3,365 crore as compared to Rs. 8,005 crore in Q4FY16. Profit After Tax was at Rs.(1068) crore as against Rs. (1298) crore in Q4FY16.

Financial Highlights for the Year ended March 31, 2017

- EBITDA (before accounting for provision for doubtful debts at Rs.1303 crore from Rs.253 crore as per Ind AS) improved substantially to Rs. 616 crore for the year vis-a-vis Rs. 367 crore for the previous year
- Branded Sales remained upbeat at Rs. 8646 crore for the year as against Rs.9094 crore for previous FY.
 - Branded Sales contribution to Total Sales increased to 46% as compared to 33% in previous FY.
 - Branded Sales contribution to Manufacturing Sales increased to 70% as compared to 55% in previous FY.

For the year ended March 31st 2017, total sales from operations stood at Rs. 18,527 crore as compared to Rs. 27,692 crore for FY 15-16. Profit after Tax at Rs. (1257) crore as against Rs. (1062) crore for previous FY. *This was primarily due to lower utilization of manufacturing capacities and much lower trading sales due to rebalancing of trading portfolio and shift in focus on core business activities*

Operational Highlights

- Cost cutting measures through implementation of energy efficient technologies at the plant level showed positive results
- Operational efficiencies have been achieved through optimization of crushing capacities and plant operations
- Branded value added food products - Textured Soy Protein (TSP) displayed strong growth
- Focus on reducing exposure of low margin trading businesses
- Edible Oil Processing and Packaging as per the agreements with Patanjali Ayurved have started recently; which in the near future will be expanded to other facilities as well. This will further improve Ruchi Soya's capacity utilization, efficiency and profitability
- Export of Oil Seed Extractions increased by over 60% in FY 16-17 in comparison to previous FY

Commenting on the performance, **Founder and Managing Director, Mr. Dinesh Shahra** said, *"Ruchi Soya has come through testing times with visible signs of recovery now appearing, powered largely by our branded sales business. This is apparent in our results which reflect the strong foundation of our core business. We are confident that the measures being taken in the areas of cost control and capacity optimisation will bear fruit in the coming quarters."*

"Our competitive position in the edible oil business remains firm as we prepare for the launch of GST. GST will be beneficial to organized players and allow us to access a pan-Indian market with process efficiencies that will reflect in reduced operational costs. GST will also add muscle to our branded sales which should show enhanced performance in the coming quarters."

"We continue to engage with banks and financial institutions for resolution of all issues. We are hopeful for a solution in the near future that will remove roadblocks to our fast track growth and allow us to create value for our shareholders by driving sustainable, profitable sales growth. Edible oil consumption, especially packaged and branded oil, is growing giving our business strong growth potential. Our focus shall be to maintain our leadership position and surpass industry growth supported by our ready infrastructure"

About RUCHI SOYA INDUSTRIES LIMITED

Ruchi Soya is India's leading Agri and Food FMCG company with a turnover of USD 3 billion. It enjoys Number 1 position in soy foods category in India and is a very prominent player in cooking oils segment of the country. Its leading brands include Nutrela, Mahakosh, Sunrich, Ruchi Gold and Ruchi Star. 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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