

Ruchi Soya Industries Limited

Performance for the quarter and year ended on March 31, 2012

- **Net sales up by 44.56 % at Rs.6955.76 crore in Q4**
- **Net Profit up by 41.89% at Rs.30.89 Crore**

May 12, 2012, Mumbai:

Ruchi Soya Industries Limited (Ruchi Soya) has announced its un-audited financial results for the quarter and year ended March 31, 2012. As compared to the corresponding period of the previous year, net sales for the quarter ended March 31, 2012 rose by 44.56% from Rs. 4811.55 crore to Rs.6955.76 crore. Net profit for the quarter grown by 41.89% from Rs. 21.77 crore to Rs. 30.89 crore. During the quarter, Export of Oil seed Extractions increased by 20.93% from Rs.4546.05 crore to Rs. 5497.50 crore. Branded sales registered a healthy 55.26% growth from Rs.969.93 crore to Rs. 1505.87 crore. The capacity utilization for the quarter of the Refining facilities has improved BY 10.52% from 353686MT to 390901 MT and Crushing facilities BY 1.86% from 566349MT to 576888MT.

As compared to the corresponding period of the previous year, net sales for the year ended March 31, 2012 rose by 55.88% from Rs. 16643.50 crore to Rs. 25944.61 crore. Net profit for the year recorded at Rs.124.87 Crore as against Rs.213.21 crore. During the year, Export of Oil seed Extractions increased by 39.68% from Rs.1979.40 crore to Rs. 2764.87 crore. Branded sales registered a healthy 42.49% growth from Rs.3890.55 crore to Rs. 5543.83 crore. The capacity utilization for the year of the Refining facilities has improved by 12.60% from 1561863MT to 1758586 MT and Crushing facilities by 15.48% from 1839684MT to 2124527 MT.

Commenting on the performance for the quarter, Mr. Dinesh Shahra, Managing Director, Ruchi Soya Industries Limited said, " Our margins would have been higher but for the impact of higher input cost of imported materials due to export duty regime changes by the Government of Indonesia relating to the palm segment. The industry is expecting that certain measures at macro level likely to be taken by the Government of India in the near term, will be conducive for the domestic industry.

Overall, the domestic demand for edible oil is expected to grow higher in the coming years. We are concentrating to consolidate our operations and achieve growth in a dynamic and competitive environment and creating a stronger and more sustainable business model. The Company has identified growth opportunities in soft oils and certain cash crops, and will continue to capitalize the growing business prospects to enhance value of stakeholders.

Branded sales of the Company as percentage of total sales has been growing, both in quantitative and value terms. Branded sales will remain a focus area and new and innovative products will be introduced on the back of innovative sales strategies."

Ruchi Soya Industries Limited

Featuring among the top five FMCG players in India, Ruchi Soya is the flagship company of Ruchi Group of Industries. Besides being a leading manufacturer of high quality edible oils, soya foods, vanaspati, and bakery fats, Ruchi Soya is also the highest exporter of soya meal, lecithin and other food ingredients from India. Ruchi Soya features amongst top three players based on market share in the overall Refined Oil in Consumer Packs (ROCP) in India with leadership position in important segments like palm oil.

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