

Surging ahead together  
for a healthier tomorrow

Businesses are very much like families. When the ties that bind are strong, they flourish... growing in strength to become robust, unshakeable units. Singularity of purpose, **shared vision** and an insistence on **long-held** values that have stood the test of time - these are what take families ahead, propel businesses forward.

Shared vision and a congruency of values recently resulted in a moment of pride for us - as a family and as a business house. Our sister concerns (Aneja Solvex Limited, General Foods Limited, Ruchi Credit Corporation Limited, Ruchi Health Foods Limited, Param Industries Limited, Ruchi Private Limited & Soya Business of Madhya Pradesh Glychem Industries Limited) all came together as **one unified conglomerate - Ruchi Soya Industries Limited.**

This merger has catapulted us into the Rs. 7,500 crore league... We are, today, **among the top 5 FMCG players** in the country and our branded sales revenue stands over a hefty Rs. 16 billion.

This merger illustrates the strength that is to be found in unity and it gives us an **enviable edge**, for it enables an effective and economical control of resources and diverse businesses, thereby creating **a stronger market position**. Integrated services and co-ordination between our businesses translates into **increased transparency** for all those associated with us. Our financial strength is slated to result in **a steady inflow of new investments** and, hence, better returns on investment for all our stake-holders are keenly forecasted.

Over the past few years, the **FMCG** segment in India has shown remarkable growth. This has been attributed to growing young population, a sharp rise in salaries, the emergence of a 'mall culture' and the consequent desire for a sophisticated lifestyle. Even rural areas have been touched by this phenomenon. Our company seeks to **multiply profits** by tapping into these markets. We intend on continuing our efforts to create a healthier tomorrow through **innovation and excellence** fuelled by a deep and genuine **concern for our consumer**, his needs, his wants.

For any company with a successful track record, it is vital not to lose sight of the attributes that have brought it so far. This is precisely why, though a lot may change as we grow, some things must remain the same. Like our concern for our consumers. Like our **commitment to impeccable quality** and our insistence on offering **value for money**.

The journey is an ongoing one. You, as a vital part of our family, are invited to join us as we surge ahead together... towards a healthier tomorrow.

## COMPANY INFORMATION

### BOARD OF DIRECTORS

#### *Chairman*

Kailash Shahra

#### *Managing Director*

Dinesh Shahra

#### *Directors*

P. D. Nagar

P. S. Santhanakrishnan

S. P. Joshi

A. B. Rao

Ramesh Mishra

Sajeve Deora

#### *Company Secretary*

R. L. Gupta

#### *Auditors*

P. D. Kunte & Co. (Regd.)

#### *Cost Auditors*

K. G. Goyal & Co.

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#### *Registered Office*

408, Tulsiani Chambers, Nariman Point, Mumbai 400 021

#### *Share Transfer Agent*

Sarthak Global Limited, 170/10, Film Colony, R.N.T. Marg, Indore 452 001

#### *Administrative & Head Office*

301, Mahakosh House, 7/5, South Tukoganj, Nath Mandir Road, Indore 452 001

### BANKERS

State Bank of Indore

State Bank of Saurashtra

State Bank of Bikaner & Jaipur

State Bank of Hyderabad

State Bank of Travancore

State Bank of Patiala

State Bank of Mysore

Dena Bank

Oriental Bank of Commerce

The Bank of Rajasthan Ltd

Punjab National Bank

Bank of India

UTI Bank Ltd

United Bank of India

Bank of Maharashtra

Syndicate Bank

Corporation Bank

UCO Bank

The South Indian Bank Ltd

The Karur Vysya Bank Ltd

Vijaya Bank

Andhra Bank

# A VISION FOR HEALTHIER

## OUR VISION

At Ruchi Soya, we have always dreamed big. It is our vision that has taken us from a pioneer that spear-headed the soya revolution to the recent position of India's foremost food processing company, one of the top 5 FMCG businesses in the country.

Now that all our sister concerns engaged in the edible oil and soya business have merged into Ruchi Soya Industries Limited, our dreams are larger than ever. We have a distinct advantage in realising these dreams - our port-based locations, which offer unmatched logistic support. Your company now possesses a commendable Supply Chain Management. Our decision to implement backward integration will reduce dependence on suppliers and thus reduce costs considerably too.

This timely consolidation of businesses underlines our emergence as a large, professionally-managed organisation and will see us enjoy a distinct presence at both the national and regional levels. It will infuse more professionalism into every operation. It will also help to keep the focus on individual brands and create stronger brand identities.

The future belongs to those who dare. We have never fought shy of a challenge and today, all the more, we embrace new opportunities with even greater zeal. There are several plans on the anvil... these include venturing into the very lucrative field of bio-fuels. Not only are bio-fuels an eco-friendly alternative fuel option, there is much research to support their use by several respected institutions in the country. Palm plantation is another segment replete with promise and we would like to enter the field soon.

The world over, the sustainable power of wind energy is being leveraged. We welcome the idea and are planning a systematic venture to harness the potential of wind energy in India. I am confident our ventures, carefully considered and strategically implemented, will benefit everyone associated with Ruchi Soya.

## OUR MISSION

Ever since our inception, we have been known for our commitment to offer the best to our consumers. Quality Assurance, Cost-effectiveness and Consumer Satisfaction are not text-book terms to be tossed about at opportune moments, they are the principles that guide us in our quest for perfection and we pledge to adhere to them always.

**DINESH SHAHRA**  
Managing Director

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Our growth is just an outcome of our concern; a concern that drives us to create innovative products using advanced technology and apply sound logistics for being there on demand.

”



## ADDRESS FROM THE CHAIRMAN

“ We envision growth in the larger perspective, wherein our consumers derive the maximum benefit.

Inflation and severe competition notwithstanding, our impeccable logistics enable us to maintain a healthy market position. ”

### Dear Shareholders,

For us Indians, family means one world, a world where individuals are linked together through the indestructible ties of love and mutual respect. The coming together of family members always amplifies happy moments, and I feel the same sense of happiness and elation as our sister concerns come together to become Ruchi Soya Industries Limited. This merger is in line with our dream to grow in unison with all our family members - our customers, employees, business associates and our other stakeholders as well.

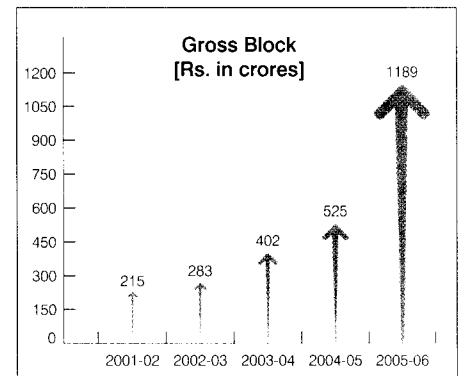
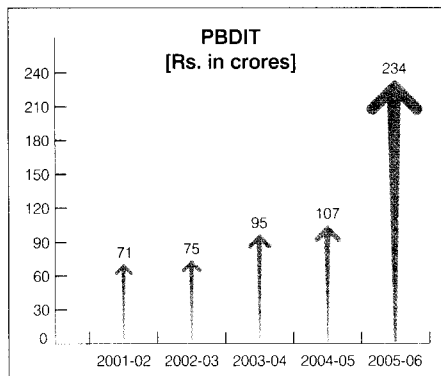
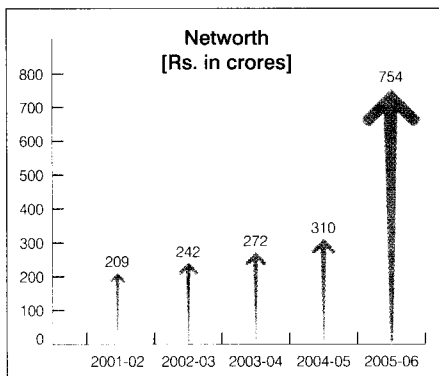
India is emerging as one of the fastest growing economies in the world, and, as a result, the transition in businesses and in work ethics is undergoing a sea-change. Our own evolution - from a small, home-grown pioneer to a top-5 FMCG company - is an apt illustration of how businesses must re-invent themselves to remain competitive in today's cut-throat environment. Attainment of global scale... competitive management and increased efficiency... these are the mantras for success in the new business milieu of today, and we have used this very same mantra to propel us forward. Our sales figures establish us as the single largest player in our segment in India. An annual revenue of Rs.75 billion reinforces our capability and scope for investment and market aggression.

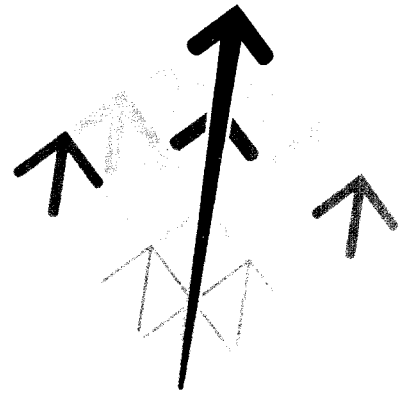
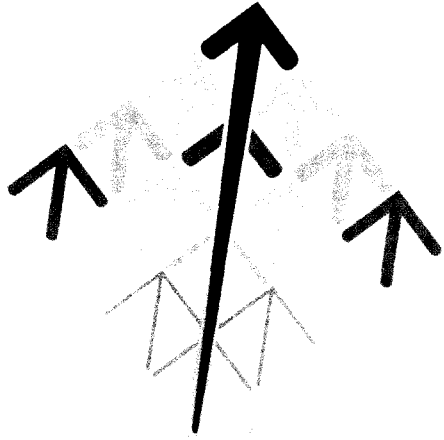
We envision growth in the larger perspective, wherein our consumers derive the maximum benefit. High quality coupled with affordability has always been our hallmark. Inflation and severe competition notwithstanding, our impeccable logistics enable us to maintain a healthy market position. As a true FMCG company, we shall continue to be consumer-centric and offer high - quality products in the most cost-effective manner - the way we have been doing for over 20 years. The Globoil Gold trophy awarded to us is a validation of our efforts in this direction.

I began by speaking of the sense of elation that we all experienced when our sister concerns merged together. This coming together of businesses has far-reaching consequences in terms of revenue and market position. We can look forward to enhanced synchronisation and resource optimisation in all our diverse businesses. In financial terms, we foresee a gradual, but assured, increment of overall profits on a combined level. In effect, profitability, credibility, productivity and efficiency will all increase.

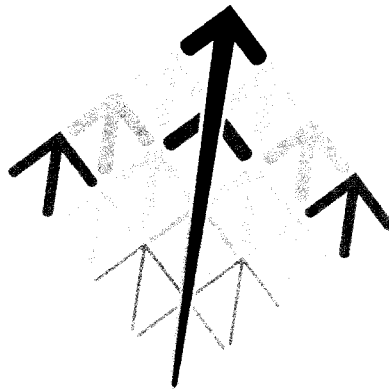
I thank each and every one of you for having placed your faith in the company, and I look forward to wonderful times together as a family.

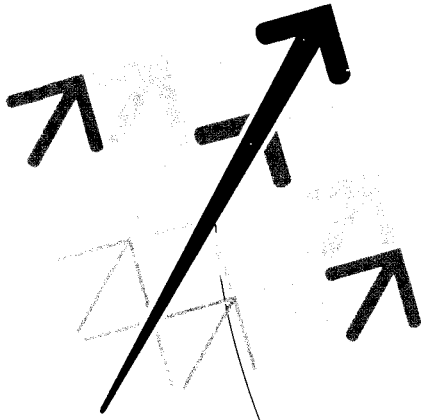
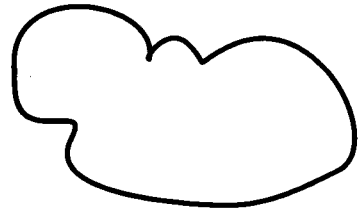
**KAILASH SHAHRA**  
Chairman



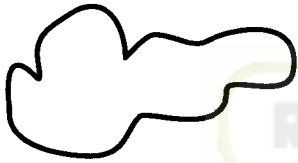


Generating  
Growth

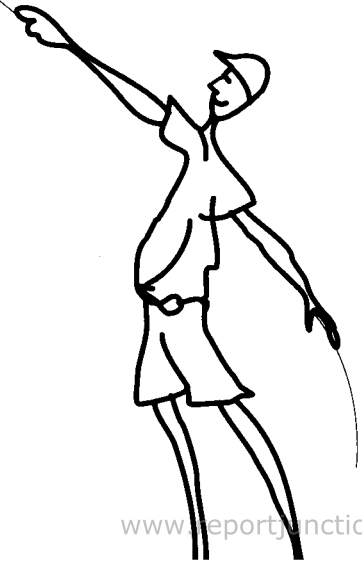




Inspiring  
Innovation



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## Generating Growth

Our performance over the past 2 decades speaks a great deal about our consistency. Our company's emergence as the **largest player** in the country in the categories of **soya foods, edible oils and processed foods** bears ample testimony to our policy of growth and sustainability of brands. Nutrela and Ruchi Gold have captured a niche market in the soya foods and edible oils categories respectively and this together with our other brands, points towards **healthy growth in the FMCG segment**.

We maintain that our growth is due to our insistence on high quality standards, affordable prices and the loyalty of our consumers.





Some say "necessity is the mother of invention," but for us, innovative efforts are fuelled by the desire to give our consumers **value-added products**, products that address a latent need. In today's harried times, when life is lived mainly in the fast lane, we perceived the need for a **vitamin-enriched cooking medium**. The result? Nutrela Sunflower Oil, India's first cooking oil **enriched with vitamins A, D and E** so that busy bodies can be healthy bodies too!

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#### Nutrela offers the benefits of vitamins A, D and E

Vitamin A: Improves weak eyesight and helps cure night blindness.

Vitamin D: Aids in absorption of calcium and phosphorus necessary for strong bones and teeth.

Vitamin E: Protects red blood cells and is essential for cellular respiration.



## Fortifying Families

