



Partnerships for sustainable growth

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Disclaimer

In this Annual Report, we have disclosed forward looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements – written and oral – that we periodically make contain forward looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible, to identify such statements by using words such as 'anticipate', 'estimate', 'expect', 'project', 'intend', 'plan', 'believe', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward looking statements will be realised, although we believe we have been prudent in our assumptions. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.

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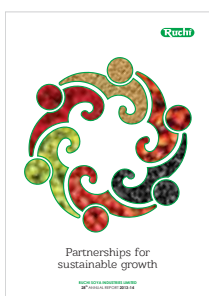
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www.ruchisoya.com



For over 25 years, we have engaged consumers and society and have lived by our principle of helping to ensure a healthier India by providing reliable and safe brands.

Now we are taking our market leadership further by enhanced technological innovation, along with backward and forward integration initiatives. We are accomplishing our targets by fostering responsible partnerships with key global players.

We are leveraging our strengths and the knowledge and knowhow of our partners to improve the quality of our products, ensure smooth sourcing of raw materials, enhance productivity and income for the farming community in India and build a sustainable business.

We wish to continually broaden our horizon with the everlasting objective of creating value for all stakeholders.



Know more about Ruchi Soya

*Our journey began back in 1986.
Today, Ruchi Soya is among
India's leading manufacturers and
marketers of edible oil and soya
products under well-known retail
brands, such as Nutrela, Mahakosh,
Sunrich and Ruchi Gold.*



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Years of corporate existence

US\$ 4 Bn+

Annual Turnover

No. 1

Ruchi Gold – India's largest
selling single oil consumer
brand

No.1

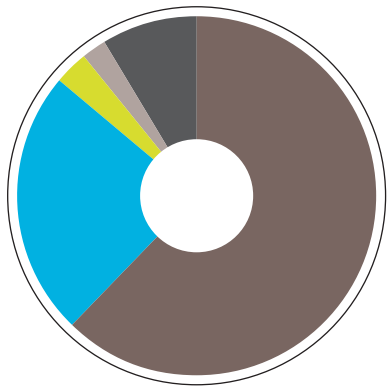
Exporter of soya meal
extractions

Moreover, we are the largest integrated oilseed solvent extraction and edible oil refining company in India. This capacity is spread across strategic locations in the country and has helped us serve our customers efficiently, thus making us one of the leading FMCG companies in India.

We have created an integrated value chain of products from farms to kitchens of India. Ruchi is a household name in the country; we have stepped up our efforts to sustain this leadership position in our core business. Our Company has continued to grow, partner and expand our business beyond India's borders across the globe.

REVENUE MIX IN 2013-14

(%)



- Oil - 61.72
- Food products - 2.08
- Extractions - 23.64
- Others - 9.35
- Vanaspati - 3.21

21

Manufacturing locations
across India

60%+

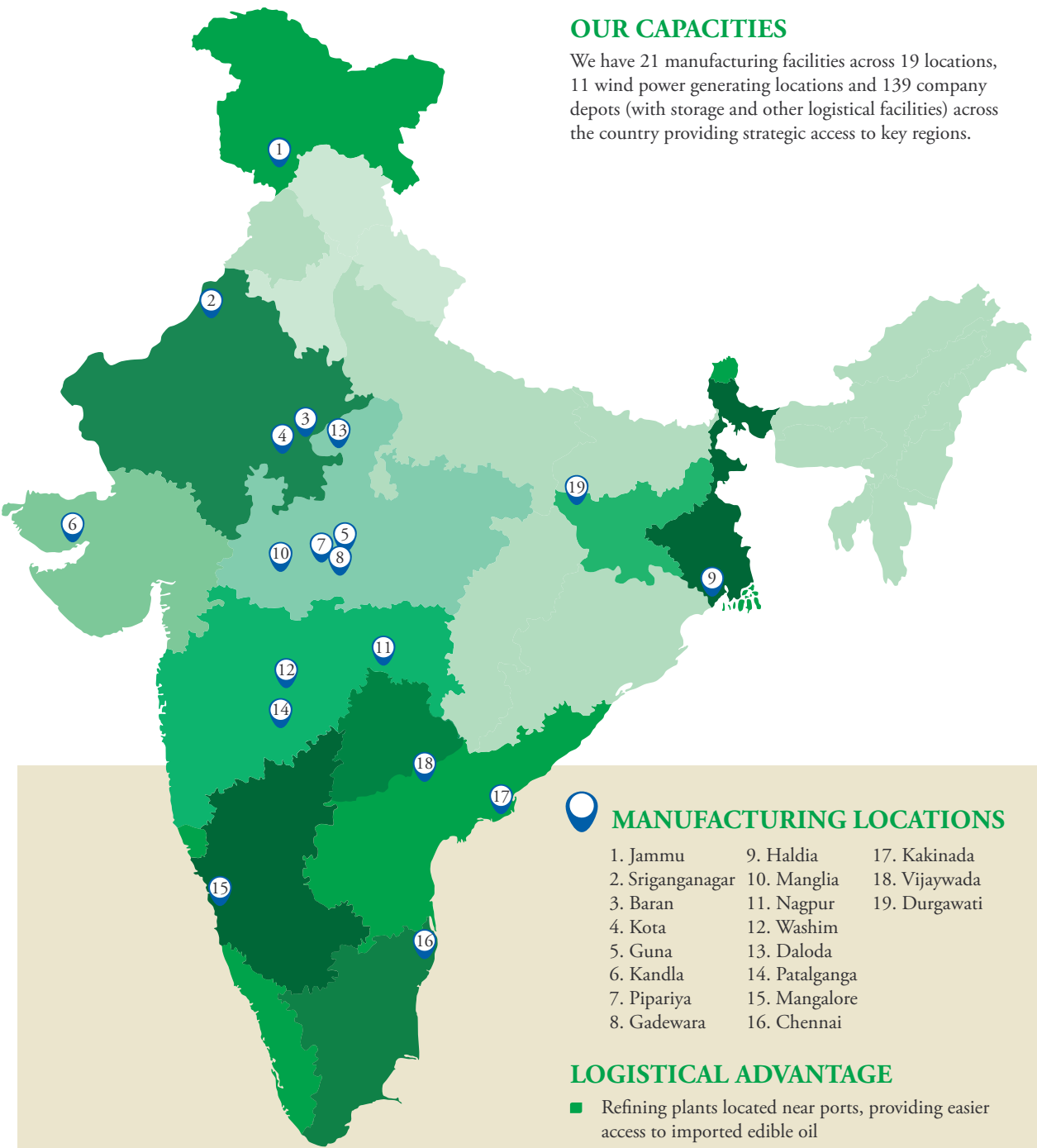
Market share (Nutraela is the
largest selling soya foods brand
in the country)

2 lakh+ hectares

Land access in India for palm
oil plantations with exclusive
procurement rights across
six states

6 lakh+

Retail stores across India



OUR CAPACITIES

We have 21 manufacturing facilities across 19 locations, 11 wind power generating locations and 139 company depots (with storage and other logistical facilities) across the country providing strategic access to key regions.



MANUFACTURING LOCATIONS

- | | | |
|------------------|----------------|---------------|
| 1. Jammu | 9. Haldia | 17. Kakinada |
| 2. Sriganganagar | 10. Manglia | 18. Vijaywada |
| 3. Baran | 11. Nagpur | 19. Durgawati |
| 4. Kota | 12. Washim | |
| 5. Guna | 13. Daloda | |
| 6. Kandla | 14. Patalganga | |
| 7. Pipariya | 15. Mangalore | |
| 8. Gadewara | 16. Chennai | |

LOGISTICAL ADVANTAGE

- Refining plants located near ports, providing easier access to imported edible oil
- Distribution through dedicated pipelines at ports saves transportation loss, cost and time
- Inland crushing plants located in key soyabean and mustard-producing states

GLIMPSE OF OUR CAPACITIES		
Oilseed Extraction	Edible Oil Refining	Palm Fruit Processing
ANNUAL CAPACITY 3.72 million metric tonnes	ANNUAL CAPACITY 3.04 million metric tonnes	ANNUAL CAPACITY 0.90 million metric tonnes
FACILITY LOCATIONS 10	FACILITY LOCATIONS 13	FACILITY LOCATIONS 02
Vanaspati & Bakery Fats	Soya Meal Extraction	Wind Power Generation
ANNUAL CAPACITY 0.53 million metric tonnes	ANNUAL CAPACITY 3.05 million metric tonnes	ANNUAL CAPACITY 85.3 Megawatt
FACILITY LOCATIONS 07	FACILITY LOCATIONS 10	FACILITY LOCATIONS 11

STRATEGIC APPROACH

- To capitalise on the supply and demand gap in the edible oil industry in India
- To increase market share in branded edible oils and food products in India
- To continue our thrust on backward integration into plantations securing raw material
- To focus on innovation in our product range to deliver differentiated products suited to our consumer's preferences
- To strengthen our leadership position through strategic partnerships with key organisations

- To be a truly global company by way of expansion into key origin and destination markets in agri-commodities

PAN-INDIA REACH

We have a large distribution presence in India with 6,000+ distributors in India, covering over 2,210 towns and over 600,000 retail outlets.



Products for All

Ruchi Soya offers one of the widest ranges of healthy cooking oils, nutritional soya foods and bakery fats. We are the undisputed market leader in the soya foods category.



PREMIUM

BRAND

Nutrela, Nutri Gold

PRODUCT

- Food products and edible oil
- Refined oils (soyabean, groundnut, cotton seed, rice bran, kachhi ghani mustard and sunflower)
- Fats

POWER

BRAND

Mahakosh, Sunrich

PRODUCT

- Edible Oils (soyabean, groundnut, cotton seed, sunflower and rice bran)

POPULAR

BRAND

Ruchi Gold, Ruchi Star, Ruchi No.1

PRODUCT

- Edible oils (mustard, soyabean and palmolein)
- Vanaspati



Chairman's Review



My father, late Shri Mahadeo Shahra was among the first to realise the potential of the protein rich soya crop in the early 1960s.

Dear Friends,

For a country like India where more than half of its population is under the age of 30, nutrition plays a critical role. At Ruchi Soya, we are committed to cater to the nutrition needs of this young and developing India.