



# Nourishing India

## Forward-looking statement

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', 'expects', 'projects', 'intends', 'plans', 'believes', 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 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 keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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# NOURISHING INDIA



**India's demographic diversity at the heart of our optimism as a nation. 1.2 billion people - a majority of whom is below the age of 35, represent possibly the world's most potent resource going forward. A resource that is going to lead the world in productivity, thought leadership and action across every sphere.**

A critical enabler in making this possible is enhancing the nutritional component of food products and ensuring that at all levels, India emerges as a better nourished society.

At Ruchi, we are a Company engaged in catering to the nutrition needs of the people of India. We believe that unlocking the potential of India, through optimal nutrition is a critical component of ensuring national happiness, well-being and channelising our competitiveness.

Our commitment to nutrition is evident in all we do - across products, new initiatives, and the continuous research and innovation that we are harnessing to ensure that across all societal levels.



# An integrated approach to nourishment

We are one of India's largest integrated oilseed solvent extraction and edible oil refining companies (in terms of oilseed crushing and oil refining capacity). We are focused on continuous expansion across business verticals to consolidate and sustain our industry leadership.





## Securing India's nutrition

Despite India's economic progress, the country contends with high under-nutrition rates. At Ruchi Soya, our range of value-added products caters to the varied nutritional needs of our customers. We started our journey with Nutrela, our largest selling soya food brand. Over the years, we expanded our product portfolio to cater to the country's cereals and pulses demand as well. We introduced the revolutionary Dal Analogue to our portfolio. A perfect substitute for dal, the product is rich in proteins and has better health benefits. We have also launched Butter Margarine which is a substitute of Butter with zero cholesterol.

## Ruchi Soya: a quick look

### Oilseed extraction

#### Business Capacities

**4.02** million  
MTPA

Business Operating  
locations

**11**

### Oil refining

#### Business Capacities

**2.99** million  
MTPA

Business Operating  
locations

**14**

### Palm fruit processing

#### Business Capacities

**0.52** million  
MTPA

Business Operating  
locations

**02**

### Vanaspatti and bakery fats

#### Business Capacities

**0.52** million  
MTPA

Business Operating  
locations

**07**

### Soya meal capacities

#### Business Capacities

**3.29** million  
MTPA

Business Operating  
locations

**11**

### Wind power generation

#### Business Capacities

**85.3** MW

Business Operating  
locations

**11**



# Transforming lives through quality offerings



We manufacture high quality edible oils, vanaspati, bakery fats and soya foods. Besides, we also offer our customers a healthy blend of midstream and downstream operations, which provide a perfect platform for upstream business.

We diversified our product portfolio to serve a larger section of the community with differentiated needs and tastes. Our strong brand portfolio and enhanced visibility ensured a wider product reach.

## No. 1

Ruchi Gold is India's largest single oil consumer brand

## 50% +

Market share enjoyed by Nutrela





## Premium

### Brands

Nutrela

Nutri Gold

### Products

Food products

Refined oils (soyabean,  
groundnut, cotton seed)  
sunflower, mustard, ricebran)  
Vanaspati



## Value

### Brands

Mahakosh

Sunrich

### Products

Refined oils (soyabean, groundnut,  
cotton seed, sunflower and  
rice bran)



## Mass

### Brands

Ruchi Gold, Ruchi Star

Ruchi No.1

### Products

Refined oils (mustard, soyabean  
and palmolein)  
Vanaspati





# Partnering India's good health

We are the leaders of India's edible oil industry (based on volumes) with 5 port-based refineries, 3 standalone crushing plants, 8 integrated crushing and refining plants, one refinery and vanaspati plant and two palm fruit processing units. Over a period of five years, we expanded our capacities, a conscious move to align with our integrated business model. We have also carved out a niche portfolio under our brands, creating a strong bond with the customers.





## Our Journey through the years

2012-13 turned out to be a year of consolidation in our journey at Ruchi Soya. Our new product, Dal Analogue, was launched. A substitute for dal, this high-protein and low-cost product helped us move a step closer to our objective of nourishing India. We have also launched Butter Margarine which is a substitute of Butter with zero cholesterol.

### 1986

Promoted by the Shahra family, Ruchi Soya commenced food processing facilities in Madhya Pradesh

### 1992-93

Established India's first soya seed processing facility of 400 TPD with associated facilities

### 1994-95

Entered into edible oil import and distribution business

### 1995-96

Expanded soya seed processing facility to 2,000 TPD

### 1999-00

Set up the first port-based edible oil refinery at Chennai (through subsidiary) and introduced palm oil in packed form under the 'Ruchi Gold' brand

### 2004-05

Started domestic palm plantation

### 2005-06

Amalgamated soya-based and other edible oil companies of the group

International equity offering (GDR) of US\$ 60 million

### 2009-10

Merger of Mac Oil Palm Limited and Palm Tech India Limited resulting in the access to 80,000 hectares for oil palm plantations and palm fruit processing capacity of 5,18,400 MTPA. Post merger, Ruchi Soya had oil palm procurement rights, covering land access of 1,75,000 hectares across six Indian states for oil palm plantation

### 2010-11

Set up wholly owned subsidiaries in Singapore and Dubai for overseas ventures. Entered into a Joint Venture with Indian Oil Corporation Limited for renewable energy

### 2012-13

Set up a Refinery and Vanaspati unit at Karanpura (Bihar) and Refinery unit at Guna (MP)

Launched 'Dal Analogue' – a substitute for dal with higher proteins and less cost

Launched 'Butter Margarine' which is a substitute of Butter with zero cholesterol

Signed MoU with Thermax for one MW Biomass Power generation project at its Washim plant, Maharashtra, laying the foundation for large-scale commercialisation of biomass power in the country



# Moving in the right direction

