

GOPAL SNACKS LIMITED

(Formerly known as Gopal Snacks Private Limited)

Regd. Office/Unit 1 - Plot No. G2322-23-24, GIDC, Metoda,
Tal. - Lodhika, Dist - Rajkot - 360021, (Gujarat), India. Ph : 02827 297060
CIN : L15400GJ2009PLC058781
email : info@gopalsnacks.com | www.gopalamkeen.com



Ref: **GSL/CS/SE/Q2/2024-25**

Date: **18.07.2024**

BSE Limited

Department of Corporate Services,
Pheroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001

National Stock Exchange Limited

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Mumbai – 400051

Script code: **544140**

Symbol: **GOPAL**

Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of the Investor Presentation in relation to the Unaudited Standalone Financial Results of the Company for the quarter ended on 30th June 2024.

In compliance with the Regulation 46 of the Listing Regulations, the Investor Presentation will also be available on the website of the Company at www.gopalamkeen.com

Please acknowledge and take on your record. Thanking You.

**Yours Faithfully,
For, GOPAL SNACKS LIMITED**

**CS Mayur Gangani
Company Secretary and Compliance officer
Membership No. FCS 9980**

Encls: as above

Unit 2 : GS:Survey No. 435/1A, 432, Pawaddauna Road, NH-6, Village-Mouda, Nagpur - 441104, (Maharashtra), India.
Unit 3 : G5:Survey. No. 267, 271, 272, 274, Village: Rahiyol - 383310, Taluka - Dhansura, District - Aravalli, (Gujarat), India.





Gopal Snacks Limited

BSE: 544140, NSE: GOPAL

Q1 FY2025 Earnings Presentation

July 2024



Revenue from Operations

Rs. 354 Cr

▲ **11.2%** YoY

Gross Profit

Rs. 103 Cr

▲ **2.8%** YoY

Gross Profit Margin

29.0%

EBITDA

Rs. 41 Cr

▼ **16.1%** YoY

EBITDA Margin

11.5%

PAT

Rs. 24 Cr

▼ **14.3%** YoY

PAT Margin

6.9%

Wafers Segment

Packets sold in Q1 FY25

▲ **48.7%** YoY

Revenue in Q1 FY25

▲ **51.3%** YoY

Gathiya Segment

Packets sold in Q1 FY25

▲ **16.0%** YoY

Revenue in Q1 FY25

▲ **9.4%** YoY

Focus Market

Packets sold in Q1 FY25

▲ **20.6%** YoY

Revenue in Q1 FY25

▲ **35.1%** YoY

Exports Market

Packets sold in Q1 FY25

▲ **142.1%** YoY

Revenue in Q1 FY25

▲ **84.7%** YoY



Mr. Bipin Hadvani, Chairman and MD

“The fiscal year 2024 was exceptional for the company with the successful launch of our initial public offering (IPO) and strong growth. This motivates us to strive for higher growth in the coming years. We are pleased to report a strong start to Q1 FY25, with Revenue from Operations of Rs. 354 Cr, representing a YoY growth of 11.2%. This growth was primarily driven by the expansion of our distribution network and cost optimization initiatives via vertically integrated structure. Our continuous efforts to strengthen our presence in the Focus market yielded significant results, with the Gathiya and Wafers segments growing by 9.4% and 51.3% YoY, respectively, during the quarter. Our distribution network has now grown to 753 distributors, increased by 170 distributors, witnessed 29.2% YoY growth.

We are pleased to announce the commencement of Corrugated Box manufacturing operations at our Rajkot Ancillary I facility. This strategic move aligns with our vertically integrated strategy and aims to optimize costs. Furthermore, we are in the process of establishing a boiler power plant, which will not only enhance cost efficiencies but also in line with our ESG strategy.

This quarter we also launched three new products, underscoring our commitment to expanding our product offerings and deepening our market reach. Looking forward on our growth trajectory, we will be launching branding and marketing campaigns in the coming quarters.

We aim to establish a dominant presence in the Wafer segment, leveraging our advanced manufacturing capabilities and the largest cold storage facility in India. By introducing new flavors, we seek to enhance our market share and profitability, capitalizing on the high-margin potential of this category.

With a clear vision for the future, we are positioned for growth. Our goal is to expand our market reach and strengthen our position as a leading company in the global food industry. We are focusing on new initiatives to foster innovation and enhance our product offerings, ensuring we uphold the true essence of our brand. By introducing a range of products aimed at diverse consumer segments and implementing a bold, dynamic advertising and branding strategy, we are on an exciting path to increase our market share and create value for our stakeholders.”



Gopal Snacks, headquartered in Rajkot, India, is a leading manufacturer in the fast-moving consumer goods sector. The company has established a significant presence across 11 States and 2 Union Territories, with a particularly strong footprint in the Gujarat region. Gopal Snacks' extensive distribution network ensures that its products are available in retail outlets nationwide.



Largest manufacturer of gathiya in India ¹



Largest manufacturer of snack pellets in India ²



2nd Largest manufacturer of organized ethnic namkeen in Gujarat



4th Largest brand in the organized ethnic savouries market (incl. gathiya) in India

Product Portfolio:
94 Products & 340 SKUs

Vertically Integrated:
Manufactures key ingredients and corrugated boxes



8%
Revenue CAGR (FY21-24)

41%
EBITDA CAGR (FY21-24)

68%
PAT CAGR (FY21-24)



6 (incl. 3 ancillary units)
Manufacturing facilities

410,154 MT
Total Installed Capacity

40,000 MT
In-house cold storage



753 Distributors across **11** states and **2** union territories

805 member sales & marketing team

270+ owned logistics vehicles

Sustainability:
Solar Power and Wind Turbine at facilities

Exports:
Canada, UAE, UK, USA and more

1) In terms of production and sales volume; 2) In terms of production volume; Source – F&S Report (November 9, 2023)

Gopal's strategy is developed and executed with a sustainability lens, supporting the company's long-term viability and value creation



Market Leadership and Brand Recognition

- One of the largest manufacturer of Gathiya and Snack Pellets in India with leading market share in the organized ethnic savouries market. Leadership position provides competitive advantages and brand recognition
- Extensive distribution network in 11 states and 2 union territories, reaching 753 distributors and 270+ owned logistics vehicles, ensuring market reach and a platform for growth



Backward Integration and Supply Chain Control

- Benefits from vertically integrated manufacturing facilities and a large cold storage capacity, which enhance operational efficiency and cost optimization. Enables competitive pricing and drives long term profitability
- Strategic positioning of ancillary and primary facilities minimizes transportation costs by ensuring the timely and efficient movement raw materials, ingredients and final packaged products. With abundant capacity to meet future requirements, the capital expenditure requirement will be minimal over the next 2-3 years



Demonstrated Profitability and Return Ratios

- Delivered revenue CAGR of 8% from FY21 to FY24, along with attractive profitability metrics, including an EBITDA CAGR of 41% and PAT CAGR of 68% over the same period
- Return on Equity (RoE) of 26% and a Return on Capital Employed (RoCE) of 31% in FY24, reflecting efficient utilization of shareholder equity and overall capital to generate meaningful returns



Strategic Expansion and Product Innovation

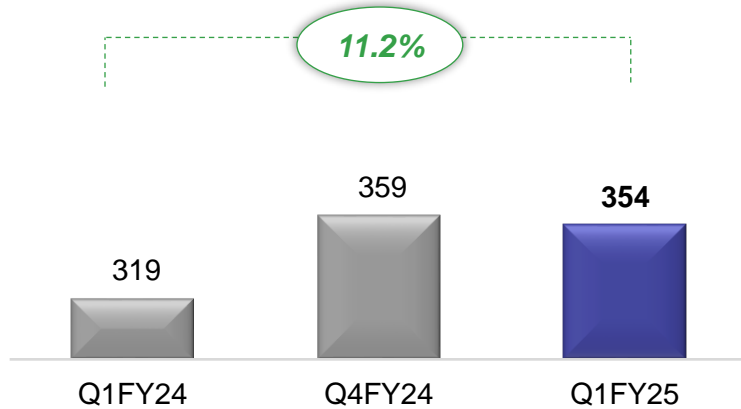
- Strengthen presence in Gujarat, its Core Market, and expand in Focus Markets like Maharashtra, Rajasthan, Madhya Pradesh and Uttar Pradesh. Leverage core success strategies to replicate growth in new regions
- Ongoing innovation to cater to regional tastes, enabling new market entry strategies to succeed and create long term value

Q1 FY25 Financial Performance

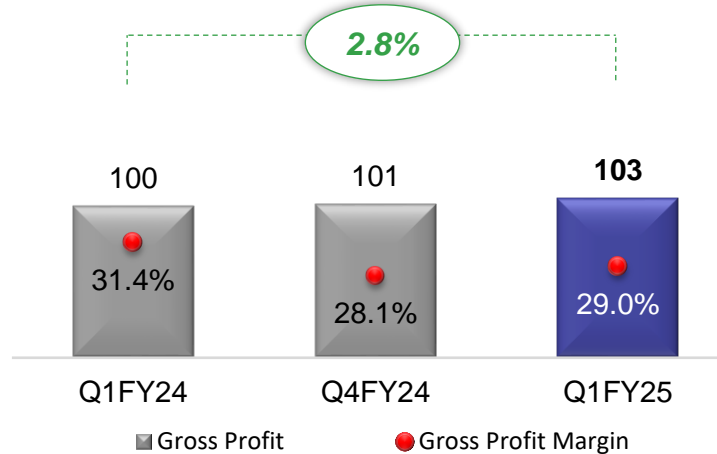


Rs. in Cr

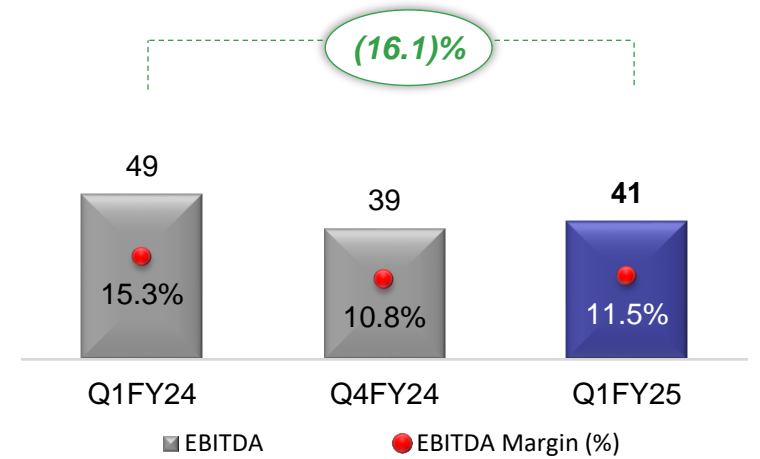
Revenue from Operations



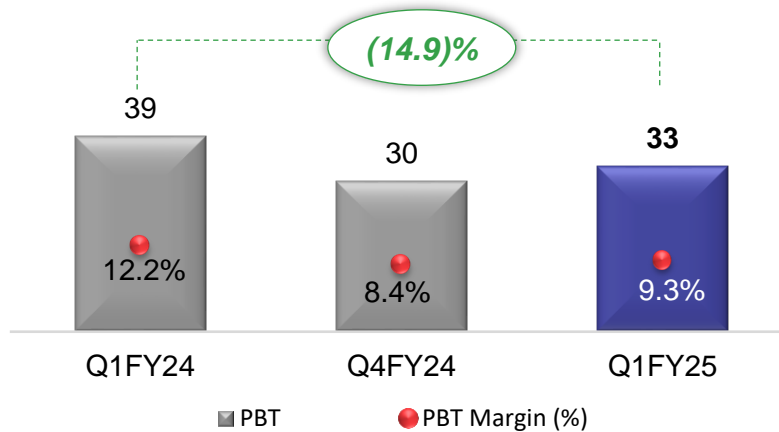
Gross Profit and Margin*



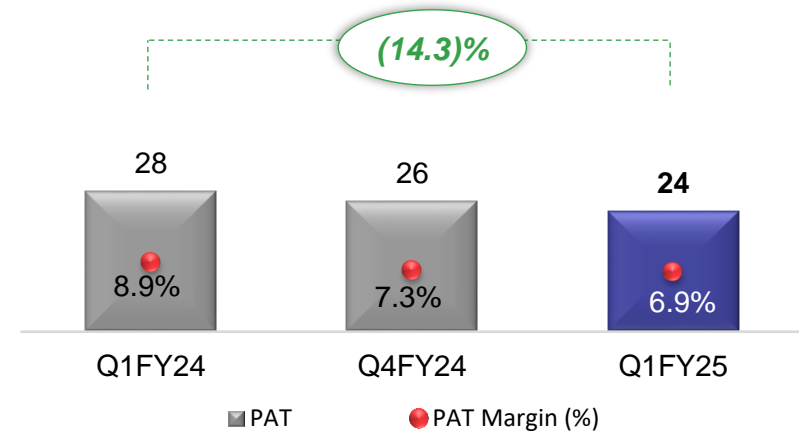
EBITDA and EBITDA Margin*



PBT and PBT Margin



PAT and PAT Margin



*Excludes Other Income

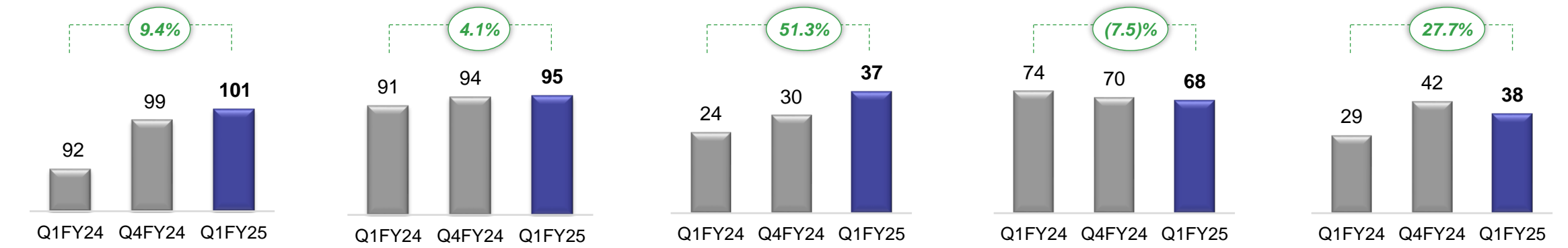
Q1 FY25 Segment-wise Performance



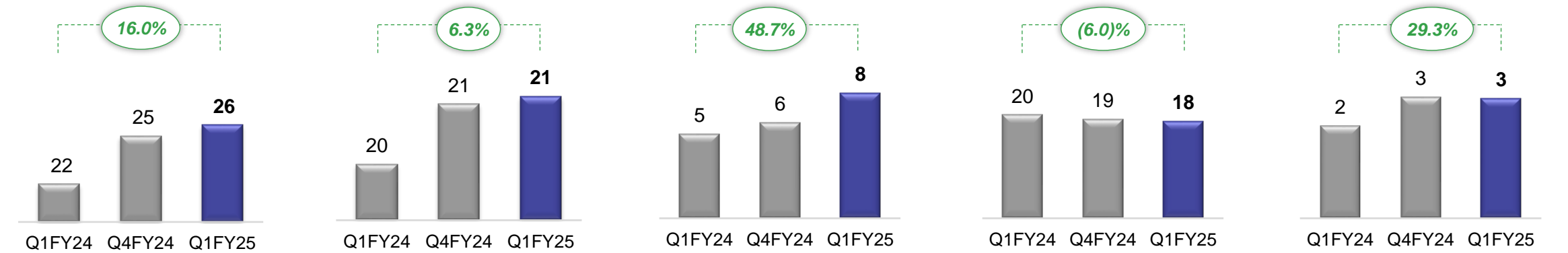
Revenue (Rs Cr)

Volume (Cr Packets)

Revenue (Rs Cr)



Volume (Cr Packets)



*Other Snacks & Products include Besan, Papad, Spices, Masala Noodles, Bakery Item, Oil Soap, Chikki and Soan Papdi

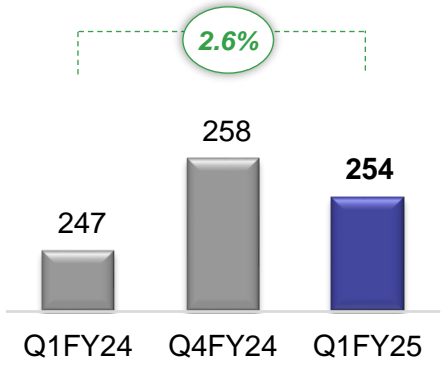
Q1 FY25 Core and Focus Markets Performance



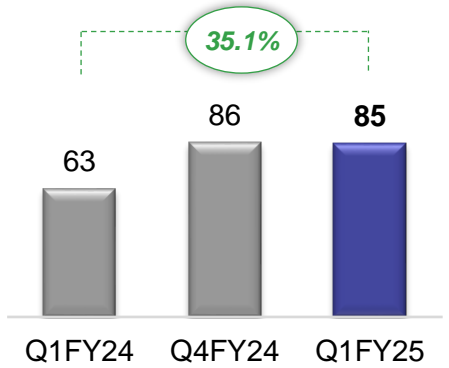
Revenue (Rs Cr)

Dealer Network (No.)

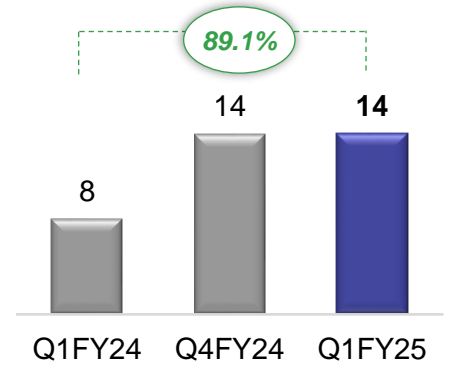
Core States



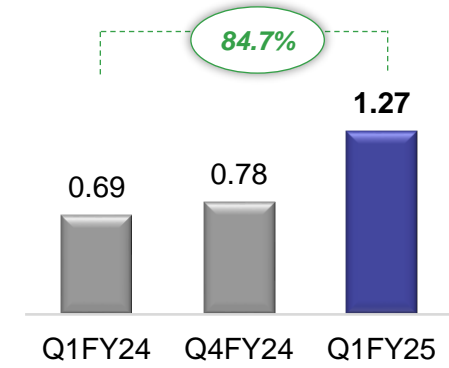
Focus States



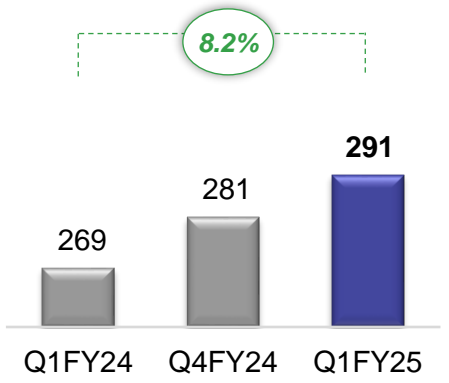
Other States



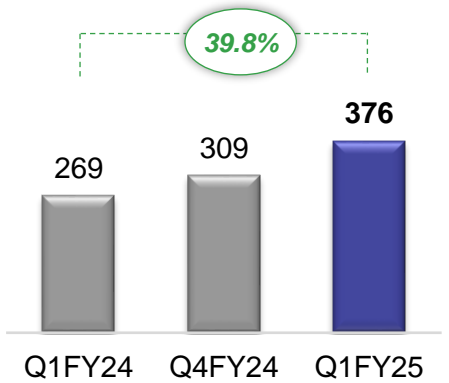
Exports



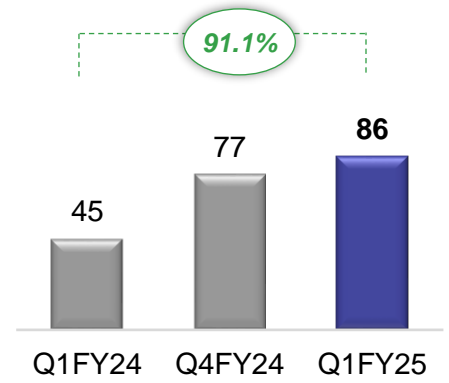
Core States



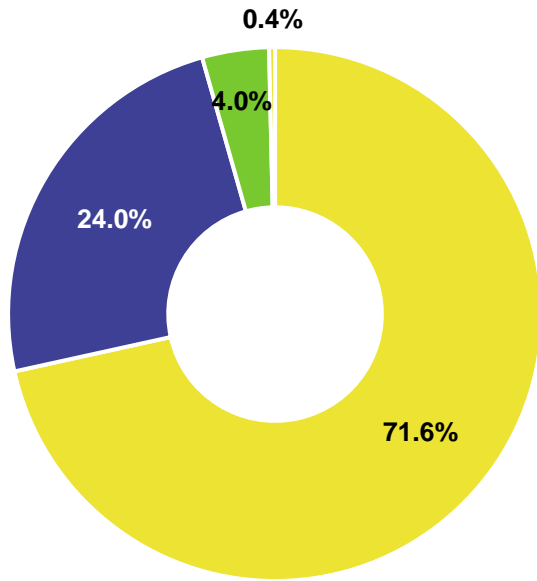
Focus States



Other States

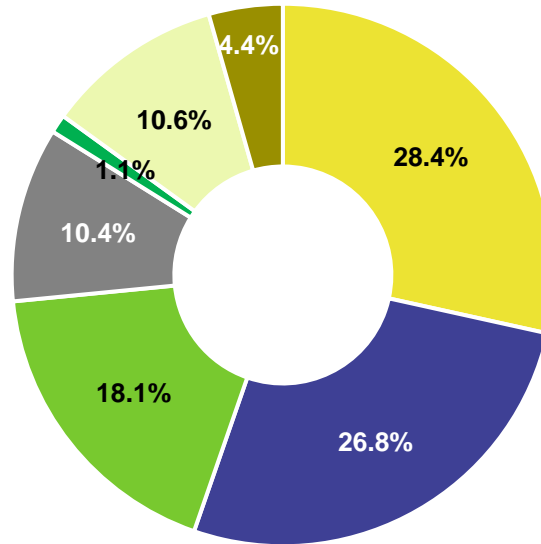


By Geography



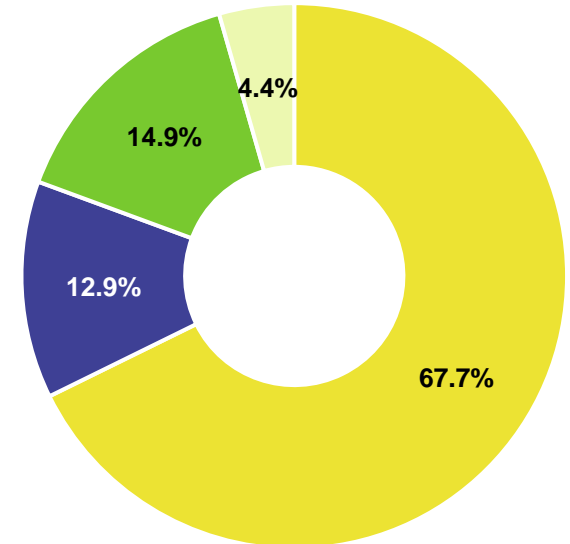
- Core Markets
- Focus Markets
- Other Markets
- Exports

By Segment



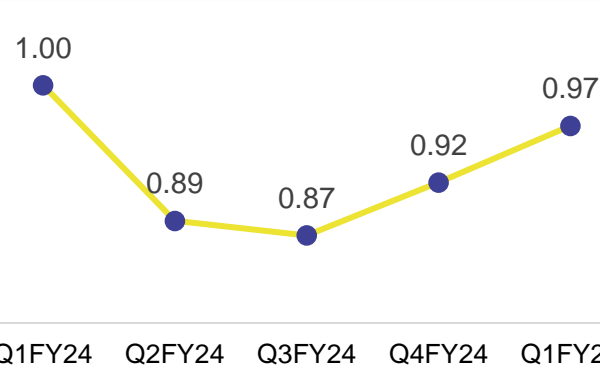
- Gathiya
- Namkeen
- Snack Pellets
- Wafers
- Extruded Snacks
- Other Products
- Others

By SKUs

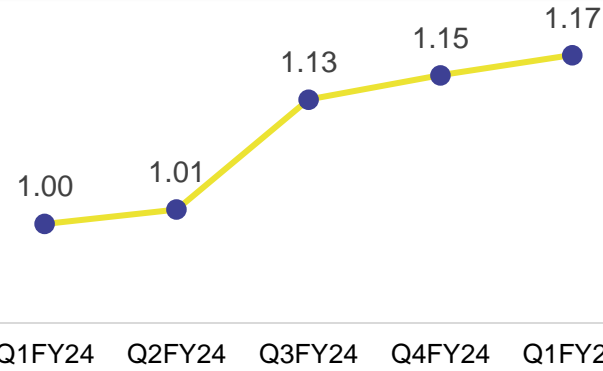


- Rs. 5
- Rs. 10
- Above Rs. 10
- Others

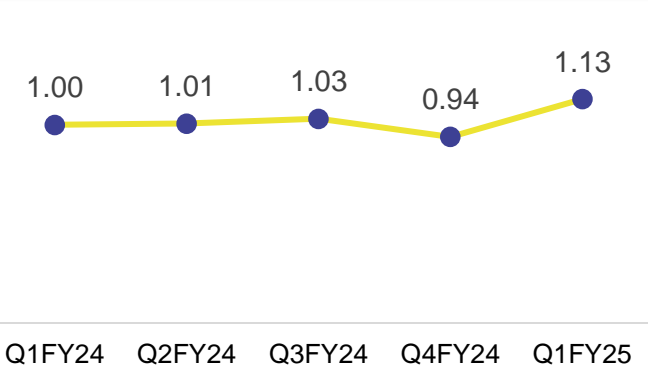
Palmolein Oil



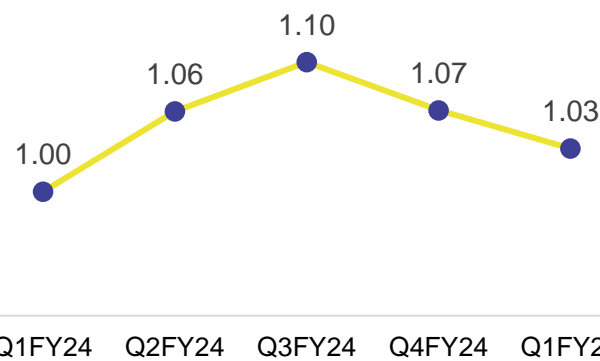
Chana Indian



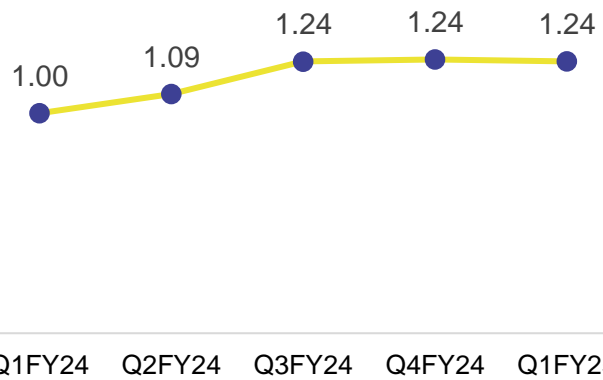
Potato LR



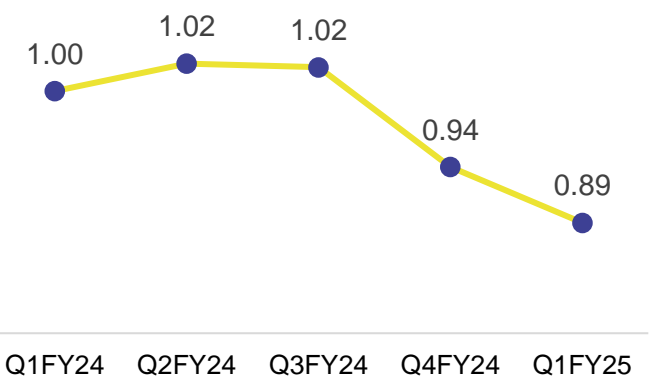
Maida Flour Unbranded



Udad Mogar



Laminate



Q1 FY25 Profit & Loss



(Rs. Cr)	Q1 FY25	Q1 FY24	Y-o-Y (%)	Q4 FY24	Q-o-Q (%)
Operating Revenue	349.5	318.5	9.7%	351.0	(0.4)%
Other Operating Income	4.8	0.0	nm	7.8	(37.7)%
Total Revenue from Operation	354.3	318.5	11.2%	358.7	(1.2)%
Raw Material Costs	251.5	218.5	15.1%	258.1	(2.5)%
Gross Profit*	102.8	100.0	2.8%	100.7	2.1%
<i>Gross Profit Margin (%)</i>	29.0%	31.4%		28.1%	
EBITDA*	40.9	48.7	(16.1)%	38.8	5.3%
<i>EBITDA Margin (%)*</i>	11.5%	15.3%		10.8%	
Finance Cost	1.6	2.0	(18.7)%	0.5	201.3%
Depreciation and Amortization	8.1	8.4	(3.9)%	9.4	(14.2)%
Profit Before Tax	33.0	38.8	(14.9)%	30.3	9.0%
<i>PBT Margin (%)</i>	9.3%	12.2%		8.4%	
Tax Expenses	8.7	10.4	(16.4)%	4.2	109.3%
PAT	24.3	28.4	(14.3)%	26.1	(6.9)%
<i>PAT Margin (%)</i>	6.9%	8.9%		7.3%	
Diluted EPS** (Rs per share)	1.95	2.28	(14.3)%	2.10	(7.1)%

*Excludes Other Income

**Not annualized

Accelerating growth, fortifying our business for the future and maintaining a balanced approach to capital allocation



Market Penetration and Expansion

Core Market Strategy: Increase market share by targeting untapped areas within the core state and optimizing the current dealer network through a comprehensive penetration strategy and dealer segmentation approach

Focus Market Strategy: Expand in focus markets with substantial growth potential by appointing new distributors in untapped segments and enhancing market share through strategic sales initiatives



Product Strategy, Branding and Innovation

Gathiya: Transform Gathiya into a national sensation by leveraging eight distinctive variants, targeting new states with extensive distribution network

Wafers: Establish a dominant presence in the wafer segment using our advanced manufacturing facility and the largest cold storage facility in India, while introducing new flavors to enhance market share and profitability

Branding & Marketing Initiatives: We plan to execute significant branding and marketing activities in the upcoming quarters, accelerating brand visibility at a PAN-India level



Strategic Partnerships

Partnerships with Supermarkets and Retail Chains: Increase visibility and sales in urban markets through strategic partnerships with major modern outlets along with effective in-store promotions

Enhancing E-commerce and Digital Footprint: Embrace online shopping trends by improving our website, partnering with platforms like Amazon and Flipkart, and utilizing targeted digital marketing to broaden our audience and market presence



Operational Efficiency and Technological Integration

Technological Integration: Implement an integrated ERP system with production alignment and a DMS to streamline the supply chain and enhance decision-making. Utilize AI to monitor and maximize secondary sales at retail outlets, improving sales team performance

Operational Leverage: Optimize production efficiencies and manage fixed costs through backward integration, enabling competitive pricing strategies and maximizing profitability while expanding our product portfolio

Utilizing our top-notch distribution network to deliver strong earnings and position the company for sustainable growth

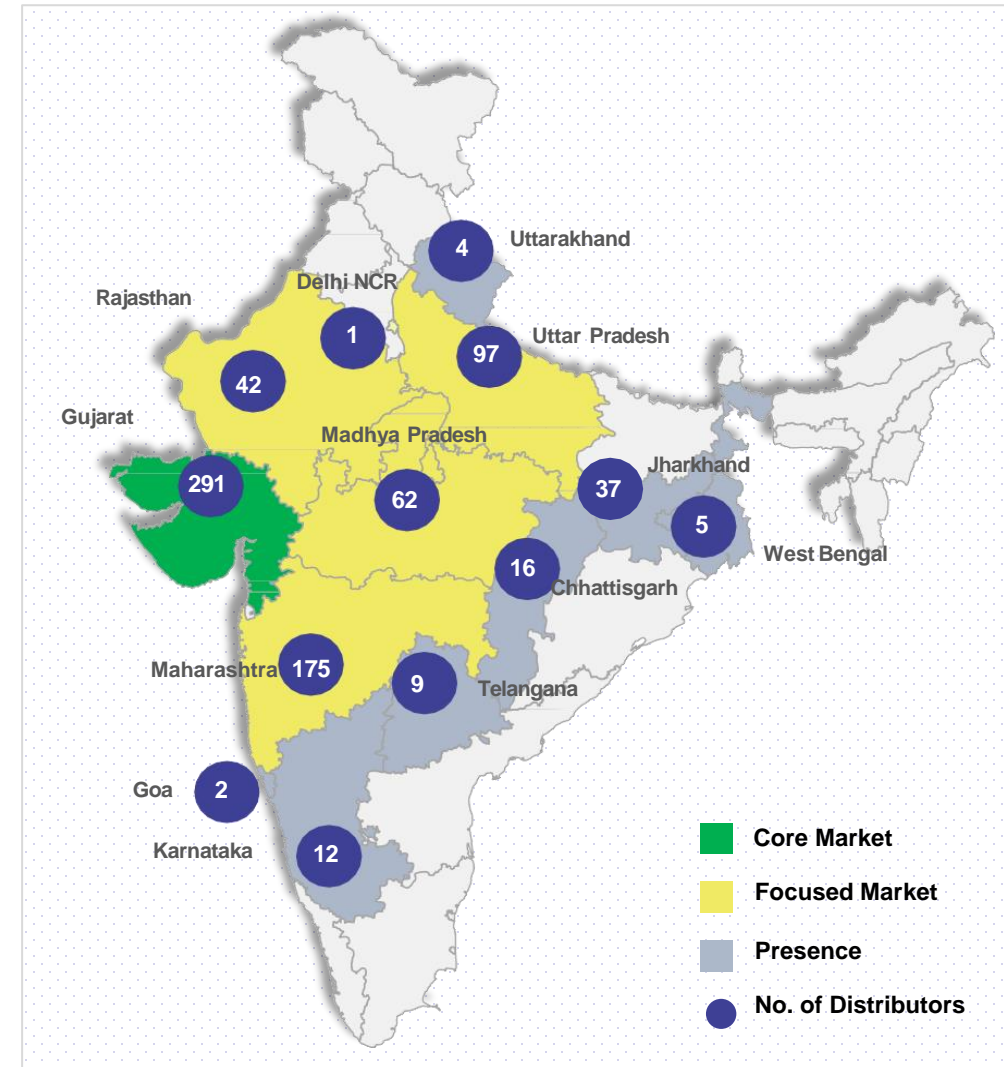
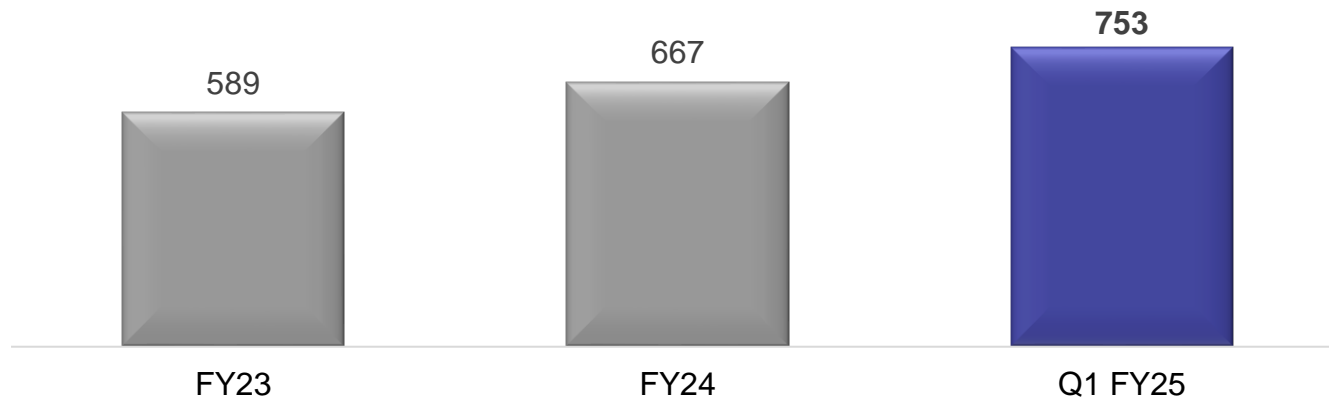
No. of Distributors
753

Owned Logistics Vehicles
270+

Member Sales & Marketing Team
805

Distribution Management Systems (DMS) to improve supply chain efficiency, by incorporating advanced features which allow distributors to track shipments, receive real-time updates on schemes, assess their ROI and gain visibility on their product sales

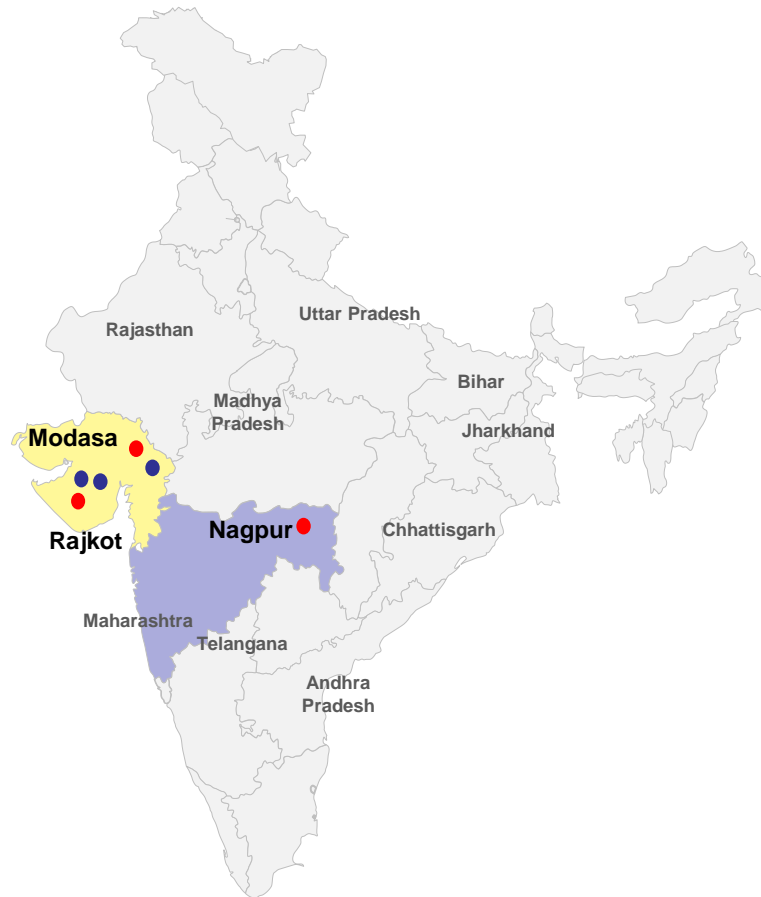
Consistently expanding the Distribution Network (Nos.)



Gopal is well positioned for any incremental capacity to meet demand as it grows

Primary Facility ●	Capacity (MTPA)	Utilization (%)	Product Range
Rajkot	1,75,138	37%	Gathiya Namkeen Snack Pellets Extruded Snacks
Modasa*	25,802	34%	Namkeen Snack Pellets Wafers
Nagpur	96,219	15%	Gathiya Namkeen Snack Pellets Wafers Extruded Snacks Papad

*Excludes cold storage capacity of 40,000 MT



Ancillary Facility ●	Capacity (MTPA)	Utilization (%)	Product Range
Rajkot 1	28,830**	30%	Papad Spices Seasoning
Rajkot 2	46,345	75%	Besan
Modasa	37,820	30%	Raw Snack Pellet

** Includes Papad capacity of 6,510 MTPA



Positioned through our vertically integrated business model to lead the next wave of growth

Primary Raw Materials

- Besan
- Raw Pellets
- Spices

- **Strategic Manufacturing Facilities:** The company maintains manufacturing units adjacent to its primary operations, ensuring consistent quality for Besan, Raw Pellets, and Spices, which are crucial for producing Gathiya, Namkeen, and Snack Pellet, Wafers and Extruded Wafers
- **In-House Machinery Fabrication:** The company fabricates its own machinery for Snacks and Namkeen, allowing precise calibration and cost-effective maintenance. This strategic approach contributed to a high fixed asset turnover ratio of 6.6x in FY24
- **Efficient Logistics and Transportation:** The company boasts a substantial fleet of vehicles, including specialized containers, ensuring punctual deliveries and minimizing waste. This efficiency lower transportation cost as a percentage of revenue in the snack sector
- **State-of-the-Art Manufacturing Facility:** The primary manufacturing facility located in Modasa, Gujarat, features state-of-the-art cold storage with an annual capacity of 40,000 MT as of June 30, 2024. The facility is powered by solar panels, ensuring optimal storage conditions and flexible scheduling. Also, company have commenced corrugated box manufacturing operations at Rajkot Ancillary I facility which further aims to optimize costs

Advantages of Backward Integration:



Diversified Product Portfolio




Product Types	Gathiya	Namkeen	Snack Pellets	Wafers	Extruded Snacks	Papad	Besan	Spices	Other Products*
# Products	8	33	12	9	6	5	1	6	14
Installed Capacity (June-24)	92,411 MT	114,610 MT	68,882 MT	11,367 MT	6,479 MT	9,920 MT	46,345 MT	9,207 MT	-
Capacity Utilisation (June-24)	33%	27%	25%	69%	15%	26%	75%	13%	-
Revenue Contribution (June-24)	28%	27%	18%	10%	1%	3%	5%	1%	2%

*Other Products include Chikki, Noodles, Rusk, Soan Papdi, Washing Bar ; Balance Revenue Contribution of 5% comes from other products like sale of by-product, raw materials & wastage and other operating income comprising subsidy income, export scheme and duty draw back



Launched 'Cristos Korean BBQ (Wafers)' in June 2024



Launched 'Kolapuri Bhadang (Namkeen) and Sabudana Chivda (Namkeen)' in April 2024

Repositioning of Product Packaging during Q1 FY25



Number of branding & marketing initiatives that are consistent with our strategy and provide excellent returns



Branding & Advertising at Local Shops

- Advertising at local shops has boosted brand visibility and consumer trust for the company
- Strategically placing products in local stores and supermarkets has enhanced our presence, increased brand recognition, and fostered loyalty and positive word-of-mouth within specific communities



Outdoor Advertising

- Outdoor advertising has elevated company's brand visibility
- Strategically placed billboards and posters in high-traffic areas have effectively reached a diverse audience, reinforced company's brand identity, and significantly increased product awareness and preference



Events

- Participation in events has provided us with direct consumer engagement and industry networking opportunities
- Sponsoring and attending local fairs, food festivals, and community events has showcased our products, created memorable brand experiences, and expanded our distribution network

Key Initiatives to showcase the importance of Sustainability



Commissioned Windmill of 2 MW at Hirana (Amreli), Gujarat and Solar Panels at Modasa plant

Rs. 4,89,370 spend for Women Empowerment



Installed ETP and STP plants recycling upto 400 KL water daily
Implemented rainwater harvesting at Nagpur plant to reduce pollution and runoff

Rs. 40,77,340 spend for Promoting Education



100% bio-mass briquettes at Modasa primary plant, saving fuel cost upto 100%

Rs. 10,92,789 spend for Promoting Health



Active participation in the Extended Producers Responsibility framework

Rs. 69,829 spend for Animal Welfare

Disclaimer

This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to “Gopal Snacks” future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Gopal Snacks undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

For further information please contact:



Gopal Snacks

Mr. Mayur Gangani

Compliance Officer & Company Secretary

cs@gopalsnacks.com

Churchgate
Investor Relations

Churchgate Partners

Atul Modi / Simran Malhotra

Investor Relations Advisor

gopalsnacks@churchgatepartners.com

+91 22 6169 5988



Registered Office:

G2322-23-24, GIDC, Metoda, Tal - Lodhika,
Dist - Rajkot - 360021, (Gujarat), India.
CIN : L15400GJ2009PLC058781

