

GOPAL SNACKS LIMITED

(Formerly known as Gopal Snacks Private Limited)

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Ref: **GSL/CS/Q4/2024-25**

Date: **11.02.2025**

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: Press release on financial results for the quarter and nine months ended 31st December 2024

Dear Sir / Madam,

Pursuant to the requirements of the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended from time to time, please find enclosed herewith a copy of the Press Release issued by the Company in relation to the Unaudited Standalone Financial Results of the Company for the quarter and nine months ended on 31st December 2024, the content of which is self-explanatory.

The enclosed Press release will be made available on Company's website and the same can be accessed at www.gopalnamkeen.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. F9980

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.





Dear Stakeholders,

As we reflect on Q3 FY2025, it is evident that this has been a quarter of several challenges, decisive action, and resilient progress for Gopal Snacks. On December 11, 2024, a significant fire incident occurred at our Rajkot I manufacturing facility, halting operations at one of our main units. While there were no casualties or injuries, the event temporarily disrupted production and imposed significant challenges on our operations. However, prioritizing safety and continuity, we swiftly implemented measures to stabilize operations.

Within days, we scaled up production at our Modasa and Nagpur facilities to offset the loss of capacity. Simultaneously, we collaborated with third-party manufacturers to ensure uninterrupted supply of our products to the market. These actions allowed us to restore ~50% of supply levels within the first two weeks post-incident and we have been able to restore ~75% of supplies by end of Jan-25.

To further reinforce our operational stability, we commissioned a manufacturing facility in Gondal, Rajkot on back of strong backward integration. The Gondal plant has already commenced commercial production of key products of Gathiya and Namkeen segments - which are integral to our product portfolio. This unit will not only restore lost capacity but also strengthening our production capabilities.

Navigating Challenges with Determination

In addition to the operational disruptions, the increased cost of key raw materials, such as palm oil, further compounded the pressure on margins. Despite these challenges, our unwavering focus on innovation and market growth remained steadfast. Our unaffected product segments continued to demonstrate remarkable resilience, with the Wafers segment registering an impressive YoY growth of 48% during Q3 FY25.

Focus Markets and Other States also reported healthy YoY growth of 19.7% and 48.3%, respectively, during the same period. This growth was primarily driven by strategic expansion efforts and the addition of 207 new distributors in the past nine months. These achievements underscore the strength of our product portfolio, distribution network, and market strategies.

Vision for the Future

The challenges of Q3 FY2025 have reaffirmed our belief in the importance of resilience, adaptability, and long-term vision. Our immediate priorities include scaling operations at the Gondal facility, phasing out third-party manufacturing and to fully restore the affected supplies by the end of this fiscal year.

While the quarter underscored the unpredictable nature of external challenges, it also highlighted the strength of our strategic vision and operational framework. Our long-term goals remain unchanged: to enhance market leadership, deliver innovative and high-quality products, and generate sustainable value for all stakeholders.

We extend our gratitude to our employees, partners, and investors for their unwavering support during this time. Together, we look forward to navigating the road ahead with confidence and resilience.

Key financial and operational highlights for the quarter are given below. For any questions, please reach out to our Investor Relations team.

Warm regards,

Mr. Bipinbhai Hadvani
Chairman and Managing Director



Rajkot, 11th February 2025: Gopal Snacks Limited, (“Gopal Snacks Ltd” or the “Company”) (BSE: 544140; NSE: GOPAL) a leading FMCG company in India known for its high-quality snack products, has announced its unaudited Financial Results for the quarter and nine month ended 31st December 2024.

Q3 and 9M FY25 Financial Performance:

Rs. in Cr.	Q3 FY25	Q3 FY24	Y-o-Y (%)	Q2 FY25	Q-o-Q (%)	9M FY25	9M FY24	Y-o-Y (%)
Revenue from Operations	393.6	367.6	7.1%	402.6	(2.3)%	1,150.5	1,043.8	10.2%
Gross Profit	84.2	96.5	(12.7)%	116.6	(27.8)%	303.6	299.2	1.5%
Gross Margin%	21.4%	26.3%		29.0%		26.4%	28.7%	
EBITDA	15.5	35.3	(56.1)%	46.8	(66.8)%	103.2	129.6	(20.4)%
EBITDA Margin%	3.9%	9.6%		11.6%		9.0%	12.4%	
PBT	7.5	26.5	(71.7)%	38.8	(80.6)%	79.4	101.5	(21.8)%
PBT Margin%	1.9%	7.2%		9.6%		6.9%	9.7%	
PAT	5.3	17.9	(70.3)%	28.9	(81.6)%	58.5	73.5	(20.3)%
PAT Margin%	1.4%	4.9%		7.2%		5.1%	7.0%	

Q3 and 9M FY25 Operational Highlights:

- Revenues during the quarter were impacted due to fire at the Rajkot I manufacturing facility
 - The assets were insured, and the Company has initiated the process of filing the insurance claim
 - Rajkot I facility remains temporarily closed, the Company has scaled up production at its Modasa and Nagpur facilities to mitigate the operational impact
 - Additionally, the Company has collaborated with third-party manufacturers to ensure uninterrupted product supply
 - To further ensure business continuity, the Company has commissioned a new manufacturing facility in Gondal, Rajkot to restore lost production capacity and support the Company’s long-term growth strategy
 - The Gondal plant has already commenced commercial production of key products of **Gathiya and Namkeen Segment** - which are integral to our product portfolio
- Key raw materials like Palm Oil saw significant price increases, impacting the overall cost structure
- The combined effect of the raw material price inflation and high operational expenses due to fire incident led to pressure on margins
- Added 207 new distributors in the past nine months, marking a significant milestone in our strategic expansion
- The Wafers segments showcased a YoY growth of 48.0% and 48.5% during Q3 and 9M FY25, respectively
- The Focus Market achieved a remarkable YoY growth of 19.7% and 27.6% during Q3 and 9M FY25, respectively
- Other States delivered a robust YoY growth of 48.3% and 66.8% during Q3 and 9M FY25, respectively



About Gopal Snacks Limited:

Gopal Snacks Limited (GOPAL) (BSE: 544140 | NSE: GOPAL) founded in 1999 is a leading FMCG company in India known for its high-quality snack products. Company is largest manufacturer of Gathiya & Snack Pellets in India & largest manufacturer of Ethnic Namkeen in Gujarat. The company has total six manufacturing facilities which includes three ancillary units in country. The Company offers a diverse product range comprising 98 distinct products and 348 SKUs.

For further information, please contact:



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Churchgate
Investor Relations

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Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward- looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.