

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.gopalnamkeen.com



Ref: **GSL/CS/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: Press release on financial results for the quarter ended 30th June 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 ended on 30th June 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. 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.



Q1 FY2025 Revenue from Operations of ₹354 Crores; an increase of 11.2% Y-o-Y

The Focus Market achieved a remarkable Y-o-Y growth of 35.1%

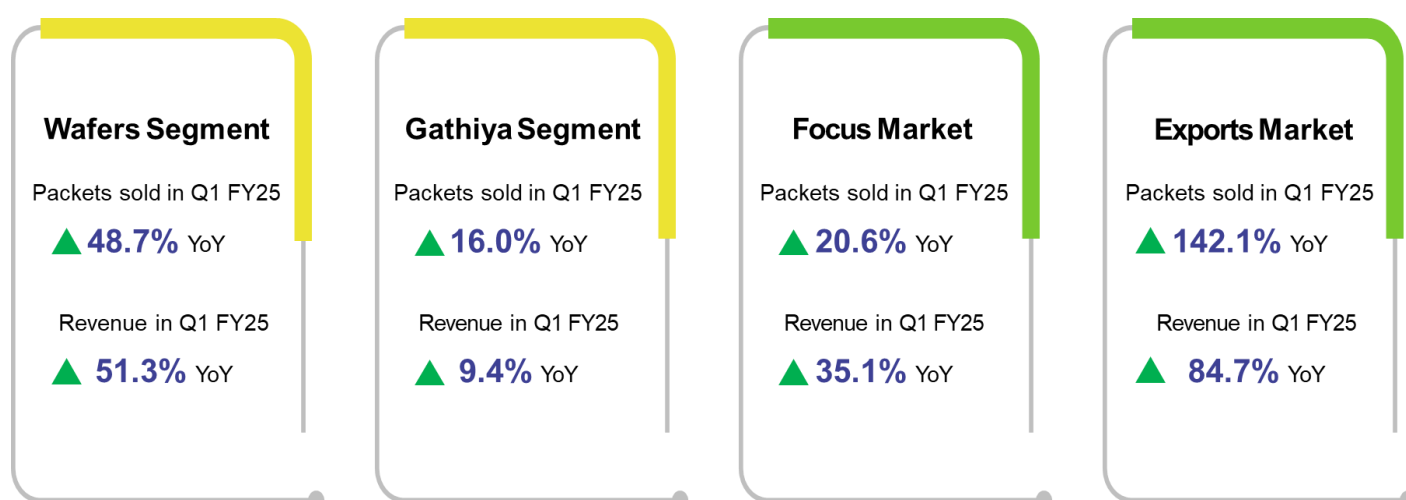
The distribution network expanded to 753 distributors, increased by 170 distributors, witnessed 29% Y-o-Y growth

Rajkot, 18th July 2024: 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 ended 30th June 2024.

Q1 FY2025 Financial Performance:

Rs. in Cr	Q1 FY25	Q1 FY24	Y-o-Y (%)	Q4 FY24	Q-o-Q (%)
Revenue from Operations	354.3	318.5	11.2%	358.7	(1.2)%
Gross Profit	102.8	100.0	2.8%	100.7	2.1%
Gross Margin%	29.0%	31.4%		28.1%	
EBITDA	40.9	48.7	(16.1)%	38.8	5.3%
EBITDA Margin%	11.5%	15.3%		10.8%	
PBT	33.0	38.8	(14.9)%	30.3	9.0%
PBT Margin%	9.3%	12.2%		8.4%	
PAT	24.3	28.4	(14.3)%	26.1	(6.9)%
PAT Margin%	6.9%	8.9%		7.3%	

Q1 FY2025 Result Snapshot



Q1 FY25 Operational Highlights:

- Introduced three new products during Q1 FY25: Kolapuri Bhadang (Namkeen), Sabudana Chivda (Namkeen), and Cristos Korean BBQ (Wafers)
- The Gathiya and Wafers segments showcased a YoY growth of 9.4% and 51.3%, respectively
- The Focus Market achieved a remarkable YoY growth of 35.1%

Commenting on the performance Mr. Bipinbhai Hadvani, Chairman and MD said:



"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.

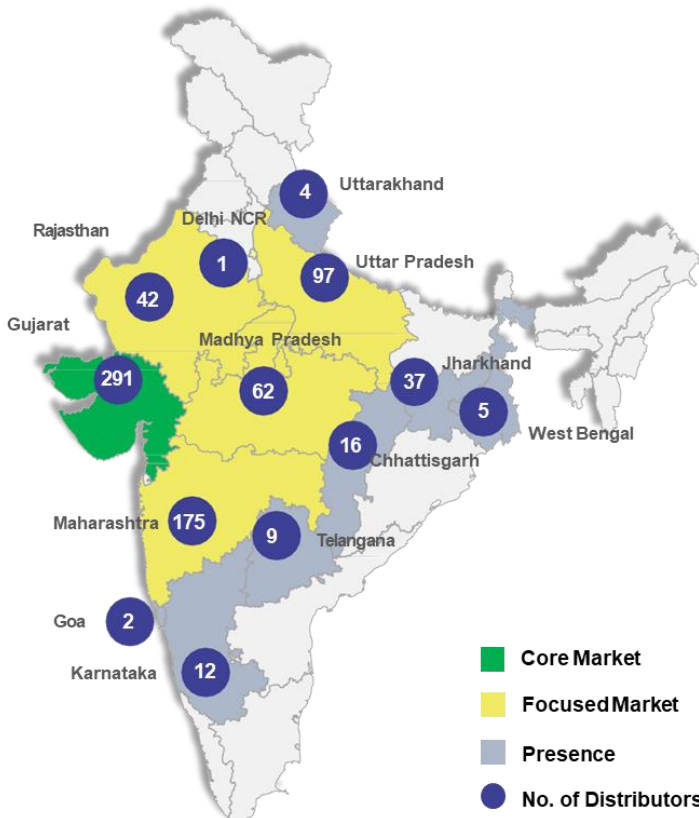
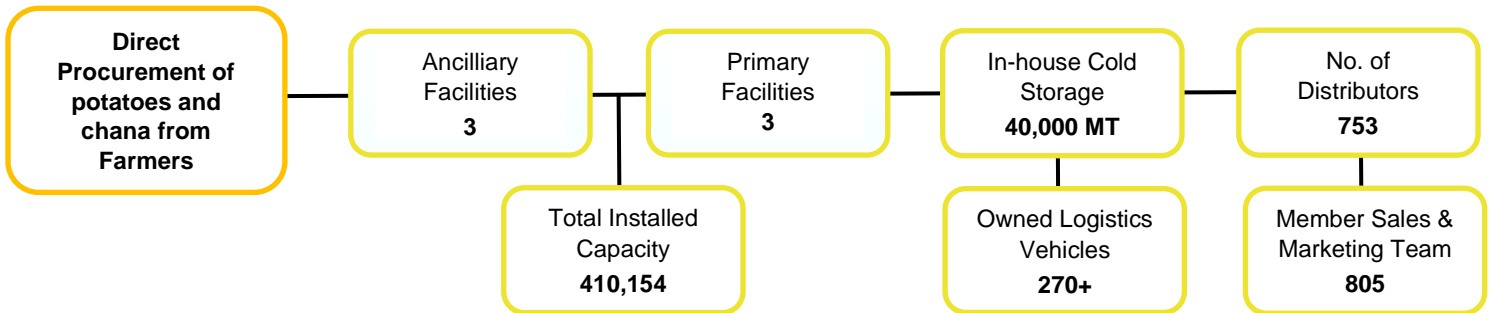
We aim to establish a dominant presence in the Wafer segment, leveraging our advanced manufacturing capabilities and the largest cold storage facility in India. By introducing new flavors, we seek to enhance our market share and profitability, capitalizing on the high-margin potential of this category.

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."

We Strive to Capture the Indian Taste Globally

<p>Largest manufacturer of gathiya in India ¹</p> <p><small>1) In terms of production and sales volume</small></p>	<p>Largest manufacturer of snack pellets in India ²</p> <p><small>2) In terms of production volume</small></p>	<p>2nd Largest manufacturer of organized ethnic namkeen in Gujarat</p>	<p>4th Largest brand in the organized ethnic savouries market (incl. gathiya) in India</p>
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Product Types	Gathiya	Namkeen	Snack Pellets	Wafers	Extruded Snacks	Papad	Besan	Spices	Other Products*
# Products	8	33	12	9	6	5	1	6	14



FY24 Revenue 1,403 Cr.	FY24 EBITDA 168 Cr.	FY24 PAT 100 Cr.
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New Wafer Product launched Cristos Korean BBQ™	Continuous Engagement in R&D
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Committed to Green Energy	Installation of Wind Turbines and Solar Power
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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 94 distinct products and 340 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.