



BIKAJI FOODS INTERNATIONAL LTD.

F-196-199, F-178, E-188, Bichhwal Industrial Area, Bikaner, Rajasthan, India - 334006

T: +91-151-2250350 | F: +91-151-2251814 | E: cs@bikaji.com | W: www.bikaji.com

CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

Ref. No.: BFIL/SEC/2022-23/38

Date: January 27, 2023

To,

BSE Limited
Dept of Corporate Services
Phioze Jeejeebhoy Towers
Dalal Steet, Fort,
Mumbai 400 001, (Maharashtra)
Scrip Code: 543653

National Stock Exchange of India Limited
The Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (East),
Mumbai 400 051, (Maharashtra)
Trading Symbol: BIKAJI

Dear Sir/ Madam,

Sub: Disclosure pursuant to regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to the requirements of the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), we are pleased to enclosed herewith a Press Release , content of which is self-explanatory.

This is for your information and records.

Thanking You,

Yours faithfully,
For Bikaji Foods International Limited

Rahul Joshi
Head – Legal and Company Secretary
Membership No. ACS33135

Encl.: As Above



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Bikaji Foods International Ltd reports topline growth of 15.65% and PAT growth of 195.39% for Q3FY23 (Y-o-Y)

Bikaner, 27th January 2023: Bikaji Foods International Limited (Bikaji), India's third largest ethnic snacks company in India with an international footprint, selling Indian snacks and sweets, and the second fastest growing company in the Indian organized snacks market announces its financial results for the third quarter and nine months ended December 31th, 2022.

Financial Highlights

Q3FY23 v/s Q3FY22:

- Revenue from operation stood at Rs. 50,767.76 Lacs in Q3 FY23 as against Rs. 43,897.60 Lacs of Q3 FY22 with a growth of 15.7%
- The Company's EBITDA margin stood at 10.4% as against 5.6% of previous year
- Profit Before Tax (PBT) stood at Rs. 4,161.86 lacs for Q3 FY23, PBT margin increased to 8.2% as against 3.6% of Q3FY22
- Profit After Tax (PAT) stood at Rs. 3,169.39 lacs for Q3 FY23. The PAT margin increased to 6.2% as against 2.4% of Q3 FY22
- Earnings per share (EPS) (Diluted) for the quarter ended Q3 FY23 stood at Rs. 1.32

9M FY23 v/s 9M FY22:

- Revenues from operations for the nine months ended December 31th, 2022 stood at Rs. 150,380.81 lacs as compared to Rs. 121,070.81 lacs in 9M FY22 with a growth of 24.2%
- The Earnings before Interest, Tax, Depreciation and Amortization (Core EBITDA) stands Rs. 15,099.85 lacs in 9M FY23, as against Rs. 9,636.21 lacs in 9M FY22. EBITDA margin stood at 10.0%
- Profit Before Tax (PBT) stood at Rs. 11,923.94 lacs for 9M FY23 as compared to Rs 7,155.50 lacs in 9M FY22. PBT margin stood at 7.9%
- Profit After Tax (PAT) reported stood Rs. 8,831.75 lacs in 9M FY23 as against Rs. 5,165.87 lacs in 9M FY22. The Company's PAT margin stood at 5.9%
- Earnings per share (EPS) (Diluted) for the nine months stood at Rs. 3.64

Commenting on the results, Deepak Agarwal, Managing Director, Bikaji Foods International Limited said, 'Taking the lead from the previous quarter, we have seen an increase in our revenue as compared to the last year with our topline delivering 24.2% growth this year. In the current quarter, we have seen a downward trend in our key input materials leading to improved profitability. Our EBITDA margin has increased to 10.0% in YTD Dec-22 as compared to 8.0% in YTD Dec-21 which was result of softening of input prices.



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We continue to focus on operational efficiencies which also reflects in a better profit margin this quarter. We hope that the consumer demand will get better in the next quarter and we rally on in our growth journey while maintaining healthy margins. Our focus will be on strengthening our distribution network to achieve a deeper distribution model; and we will continue to efficiently execute our RTM strategy for distribution expansion.'

About Bikaji Foods International Ltd. (<https://www.bikaji.com//>)

Bikaji Foods International is the third largest ethnic snacks company in India with an international footprint, selling Indian snacks and sweets, and is the second fastest growing company in the Indian organised snacks market. (Source: F&S Report. Shiv Ratan Agarwal launched the Bikaji brand in the year 1993 with an in-depth understanding of Indian tastes and preferences. The company as of December 31, 2022, has operations in 24 states and four union territories in India. The company also exports its products to 25 international countries, including North America, Europe, the Middle East, Africa, and Asia Pacific. Bikaji Foods' product range includes six principal categories: bhujia, namkeen, packaged sweets, papad, western snacks as well as other snacks which primarily include gift packs (assortment), frozen food, mathri range, and cookies.

For more information contact:

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DISCLAIMER:

Certain statements that are made in the Press Release may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, inflation, litigation, etc. Actual results might differ substantially from those expressed or implied. Bikaji Foods International Ltd. will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.