

Mrs. Bector's



Mrs. Bectors reports Q3 & 9M FY24 performance

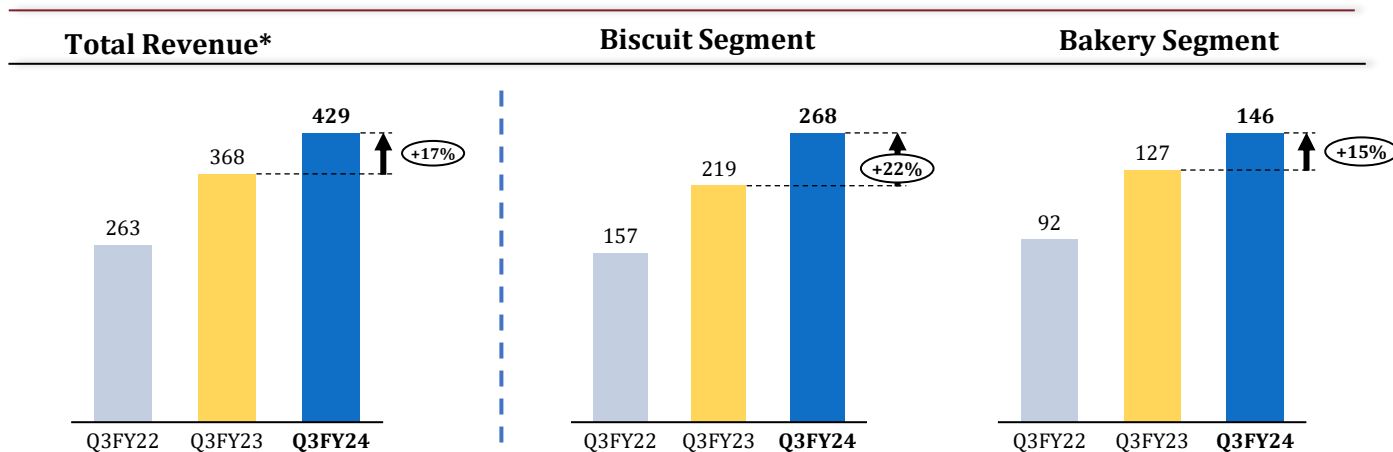
Punjab, 08th February 2024 – Mrs. Bectors Food Specialities, one of the leading Companies in the premium and mid-premium biscuits segment in North India under the brand 'Cremica' and a leading premium bakery player in India under the brand 'English Oven' announced its Unaudited Financial Results for the Quarter ended 31st December 2023.

Key Financial Highlights*

Particulars (Rs. Crs.)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Revenues	428.9	367.9	16.6%	414.5	3.5%	1,217.6	1,016.1	19.8%
Gross Profit	194.6	165.3	17.8%	193.6	0.5%	563.8	451.6	24.8%
Gross Profit (%)	45.4%	44.9%		46.7%		46.3%	44.4%	
EBITDA	61.2	51.2	19.4%	64.7	-5.4%	183.8	127.0	44.8%
EBITDA Margins (%)	14.3%	13.9%		15.6%		15.1%	12.5%	
Profit After Tax	34.6	27.8	24.6%	37.3	-7.2%	106.7	62.4	71.0%
PAT Margins (%)	8.1%	7.5%		9.0%		8.8%	6.1%	

* On Consolidated Basis

Segmental Revenue Breakup (Rs. Crs.) (YoY and 24 months comparison)



* Total Revenue includes revenue from contract manufacturing

Operational/Financial Highlights for Q3FY24

- ✓ **Biscuit segment revenue** Q3FY24 stood at Rs. 268 crores against Rs. 219 crores in Q3FY23, thus registered a growth of 22% compared to Q3FY23 including domestic & export biscuit segment. Biscuit segment has grown by 71% as compared to Q3FY22.
- ✓ **Bakery segment revenue** Q3FY24 stood at Rs. 146 crores against Rs. 127 crores in Q3FY23, thus registered a growth of 15% compared to Q3FY23 including retail bakery and institutional segment. Bakery segment has grown by 58% as compared to Q3FY22.



Commenting on the Results, Mr. Anoop Bector, Managing Director said,

“Our investments across different business verticals have reaped benefits for us which is evident from our strong quarterly performance. Our consolidated Q3 revenues increased by 17% and PAT by 25% on Y-o-Y basis.

Manufacturing superior and stringent quality products has been our strength and we are pleased to announce that our upcoming state of the art manufacturing facilities at Dhar, MP & Khopoli (Maharashtra) are on track and we have commenced construction of the respective factory buildings as well. Moving forward these incremental capacities complemented with our efforts in establishing robust distribution network over the last few years will help the company to expand our operations into newer markets as well as penetrate the existing markets.

We remain committed to distribution led growth and are confident of achieving our target of 3.2 Lakhs direct distribution reach by the end of FY24.

About Mrs. Bectors Food Specialities Limited

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Mrs. Bectors Food Specialities Limited is one of the leading companies in the premium and mid-premium biscuits segment in North India and a leading premium bakery player in India. The Company is the preferred supplier to some of the Largest QSR Franchises, Cloud Kitchens and Multiplexes in India.

The Company has a diversified product portfolio and constant focus on new launches. The Company has a strong multi-channel distribution network PAN India. The Company is expanding through modern trade and e-commerce. The Company is a leading biscuits exporter to 69 countries across 6 continents.

Safe Harbor Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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