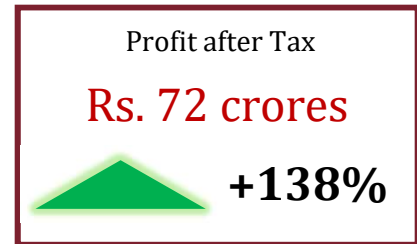
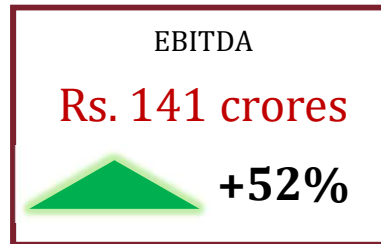
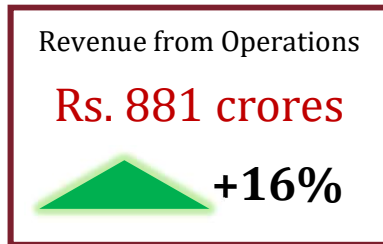




Investor Release

## **Strong Q4 & FY21 Financial Performance**

**Punjab, 7<sup>th</sup> June 2021** – 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 Audited Financial Results for the Quarter and year ended 31<sup>st</sup> March 2021



### **Key Financial Highlights\***

Particulars (Rs. Crs.)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenues	224.0	194.3	15%	880.7	762.1	16%
EBITDA	29.2	25.4	15%	141.1	92.8	52%
EBITDA Margins (%)	13.1%	13.1%	-	16.0%	12.2%	+380 bps
Profit After Tax	12.8	9.1	41%	72.3	30.3	138%
PAT Margins (%)	5.7%	4.7%	+100 bps	8.2%	4.0%	+420 bps

Segment Revenue (Rs. Crs.)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
Biscuits (Domestic)	72.4	65.7	10%	348.7	283.2	23%
Biscuits (Exports)	65.0	46.7	39%	224.9	167.7	34%
Bread & Bakery	48.2	37.9	27%	183.2	130.2	41%
Institutional Bakery	26.5	29.6	-10%	76.2	131.5	-42%

\* On Consolidated Basis

**Dividend:** The Board of Directors have recommended a Dividend of **Rs. 2.4/- per equity share** of Face Value of Re. 10/- each (24% of Face Value) for the financial year ended 31<sup>st</sup> March 2021.

### **Other Highlights (As on 31<sup>st</sup> March, 2021)**

- Return on Capital Employed (RoCE) is at 22.9%, +920 bps YoY
- Return on Equity (RoE) is at 16.8%, +730 bps YoY
- Net Debt is Rs. 33 crores, reduced from Rs. 73 crores in FY20
- Net Debt to Equity is at 0.08x, reduced from 0.23x in FY20
- Working Capital Days is at 30 days



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

“The outbreak of COVID-19 pandemic had adversely affected the global and Indian economy due to several restrictions announced by the Government. Since all our products are categorized as ‘essential goods’, the Company was able to resume operations after making adequate arrangements to meet the government’s requirement on sanitisation and social distancing.

Overcoming these challenges, the Company recorded a 16% growth in revenues and a stellar 52% and 138% growth in EBITDA and PAT respectively for the full year. This was due to increased volumes for all our products and increase in price realizations too.

While there has been an accelerated increase in sale of our biscuits and bakery products to our retail customers, the sales of our products to our QSR customers, CSDs and Indian Railway canteens and stores were significantly impacted due to COVID-19 pandemic. During the second half, we have seen improved revenues in these segments too.

The Company is one of the leading exporters of biscuits from India. Our exports for FY21 grew by 34% to Rs. 225 crores. The Company had shifted focus to developed and emerging markets such as Asia, Australasia, Europe, MENA region and North America to cater various retailers by introducing a wide range of premium products focusing on generating higher margins.

The Company has able to procure raw materials and distribute its products smoothly through its strong multi-channel distribution network PAN India. During the last quarter, the Company has seen increased price of raw materials, especially palm oil prices which has affected our Gross Margins in Q4.

The Company had been at the forefront of introducing new and innovative products across different categories. We have seen a change in consumer preferences as CoVID–19 has accelerated the trend of shift towards trusted and branded packaged foods. The Company is strongly positioned to capitalize on the trend of shift in consumer tastes and preferences, having a focus on brand development.

Going ahead, we believe that with the complement of improving exports, better product mix with high quality products and increased distribution network should further enhance our revenues.”



## **About Mrs. Bectors Food Specialities Limited**

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 sole / preferred supplier to some of the Largest QSR Franchises, Cloud Kitchens and Multiplexes in India.

The Company has a diversified product portfolio of 480+ SKUs 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 64 countries across 6 continents.

## **Contact Details**

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## **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.