



Investor Release

Mrs. Bectors reports robust Q2 & H1FY23 performance; Highest ever quarterly Revenue, EBIDTA & PAT since IPO

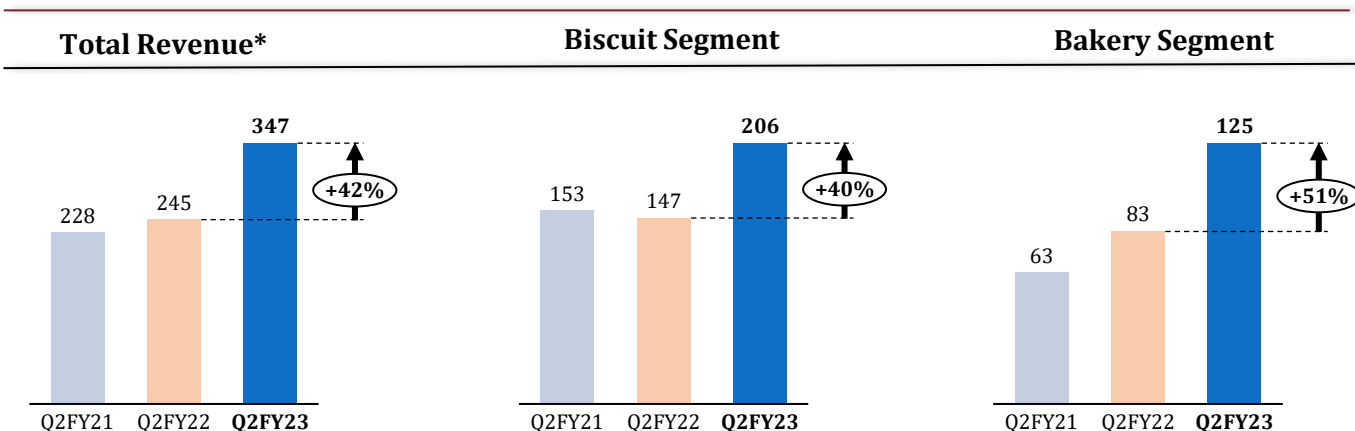
Punjab, 10th November 2022 – Mrs. Bectors Food Specialities, one of the leading Companies in the premium and mid-premium biscuits segment in North India under the brand ‘Cremica’ and a leading premium bakery player in India under the brand ‘English Oven’ announced its Unaudited Financial Results for the Quarter and Half year ended 30th September 2022

Key Financial Highlights*

Particulars (Rs. Crs.)	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1FY23	H1FY22	Y-o-Y
Revenues	347.4	246.3	41.1%	300.8	15.5%	648.1	472.6	37.1%
Gross Profit	153.5	110.2	39.3%	131.7	16.5%	285.2	209.7	36.0%
Gross Profit (%)	44.2%	44.7%		43.8%		44.0%	44.4%	
EBITDA	44.5	34.7	28.3%	31.3	42.1%	75.8	63.8	18.8%
EBITDA Margins (%)	12.8%	14.1%		10.4%		11.7%	13.5%	
Profit After Tax	21.93	18.09	21.2%	12.7	72.2%	34.7	31.4	10.3%
PAT Margins (%)	6.3%	7.3%		4.2%		5.3%	6.7%	

* On Consolidated Basis

Segmental Revenue Breakup (Rs. Crs.)



* Total Revenue includes revenue from other (contract manufacturing),

Operational/Financial Highlights for Q2 & H1FY23:

- ✓ Biscuit segment reported a growth of 40% in Q2FY23 over Q2FY22. This segment has grown by 35% over Q2FY21.
 - Our domestic biscuit segment and exports witnessed higher double-digit growth in Q2FY23 as compared to same period last.
- ✓ Bakery segment has grown by 51% in Q2FY23 including retail bakery and institutional segment. This segment has grown by 99% as compared to Q2FY21
 - Both Retail & Institutional Bakery has grown by higher double digit in Q2FY23 as compared to Q2FY22.



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

“I am pleased to share that we have reported the highest ever quarterly sales, EBITDA & PAT since IPO.

Demand for our products continues to remain robust. We registered strong and profitable growth from all our business verticals i.e. Biscuits – Domestic & Exports, Bakery – Institutional & Retail. Our investments in capacity building along with organic talent development/hiring of various department heads have allowed us to substantially grow our business and report strong quarter & half-year performance.

We are well-positioned to leverage the opportunities that lie ahead of us and will be supported by premiumization, strong leadership team, manufacturing infrastructure, digitization, and distribution network. In the current quarter, the Company has witnessed marginal improvement in prices of raw materials, but challenges of inflation continue to remain for the entire industry.

We are confident of delivering positive results going forward, driven by strong distribution network across India and digitization.

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 63 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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