



Investor Release

### **Robust Q3 & 9M FY21 Financial Performance**

- Revenue at Rs. 657 crores, growth of 16%
  - EBITDA growth of 66%
  - PAT growth of 180%

**Punjab, 6<sup>th</sup> February, 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 Unaudited Financial Results for the Quarter and nine months ended 31<sup>st</sup> December 2020.

#### **Key Financial Highlights are as follows:**

Particulars (Rs. Crs.)	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y
Revenues	<b>225.8</b>	203.2	11%	<b>656.7</b>	567.8	16%
EBITDA	<b>39.7</b>	28.4	40%	<b>111.8</b>	67.4	66%
EBITDA Margins (%)	<b>17.6%</b>	14.0%	+360 bps	<b>17.0%</b>	11.9%	+510 bps
Profit After Tax	<b>20.7</b>	11.1	86%	<b>59.5</b>	21.3	180%
PAT Margins (%)	<b>9.2%</b>	5.5%	+370 bps	<b>9.1%</b>	3.7%	+540 bps

Segment Revenue (Rs. Crs.)	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y
Biscuits (Domestic)	<b>87.8</b>	74.8	17%	<b>276.3</b>	217.5	27%
Biscuits (Exports)	<b>54.2</b>	44.9	21%	<b>159.8</b>	121.0	32%
Bread & Bakery	<b>46.6</b>	33.7	38%	<b>135.0</b>	92.2	46%
Institutional Bakery	<b>24.9</b>	36.9	-32%	<b>49.7</b>	101.9	-51%

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

*“During the last quarter, the festives have helped to create a positive sentiment amongst consumers across India despite CoVID-19. The Company witnessed a strong volume uptick for its products across all categories, especially in the premium category. There has been significant increase in the price realizations too.*

*We have witnessed a double-digit growth in our biscuits segment backed by strong demand in both domestic as well as exports market. Our branded breads and bakery products have also seen an increased level of demand with the change in dietary habits and lifestyle behaviours during CoVID-19. Institutional bakery sales also started picking up pace as restaurants have opened after relaxation of CoVID-19 restrictions. The institutional bakery sales are coming back to pre-CoVID levels.*

*The Company has able to procure raw materials and distribute its products smoothly through its strong multi-channel distribution network PAN India.*



*The Company has 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.*

*The Company continues to maintain its positive outlook for the rest of the financial year with long term focus on brand development. The Company has a strong presence in North India which it intends to leverage to expand presence in the other regions of India.*

*We expect the growth momentum to continue and envisage volume pick up which will lead to improvement in operational efficiencies and margin uptick. We are continually working towards achieving sustainable earnings growth.”*

#### **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.

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