



Investor Release

Q1 FY22 Financial Performance

Punjab, 10th August 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 ended 30th June 2021

Revenue from Operations

Rs. 226 crores

 **+12%**

Revenues – Biscuit Segment

Rs. 144 crores

 **+2%**

Revenues – Bakery Segment

Rs. 69 crores

 **+37%**

Key Financial Highlights*

Particulars (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Revenues	226.4	202.8	+12%	224.0	+1%	880.7
EBITDA	29.1	34.4	-15%	29.2	-	141.1
EBITDA Margins (%)	12.9%	17.0%		13.1%		16.0%
Profit After Tax	13.3	15.8	-16%	12.8	+4%	72.3
PAT Margins (%)	5.9%	7.8%		5.7%		8.2%

* On Consolidated Basis

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

“The outbreak of the 2nd wave of COVID-19 impacted our business. Many general trade and modern retail stores were closed in April and May, thereby adversely impacting sales. Overcoming these challenges, the Company recorded a 12% growth in revenues, with accelerated growth in the bakery segment – retail as well as institutional. Business resumed to reasonable level only from early June 2021. Post the relaxation in lockdown restrictions, the Company has been doing good in all segments.

We continue to focus on sustainable growth in our export markets. The Company targets increasing penetration in select export markets like South, Central and North America, the MENA region and Australasia with focus on premiumization. Our focus is to keep introducing a wide range of premium products with focus on generating higher margins.

Gross Profit Margins have taken a hit due to increased prices of palm oil and packaging materials. These increased raw material prices have not been completely passed on and will be passed on during the next couple of quarters. With prices stabilizing, and with focus on premium products, we expect EBITDA Margins of 14%-15% for FY22.



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 across segments.”

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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