



Mrs. Bectors reports robust Q4 & FY23 performance

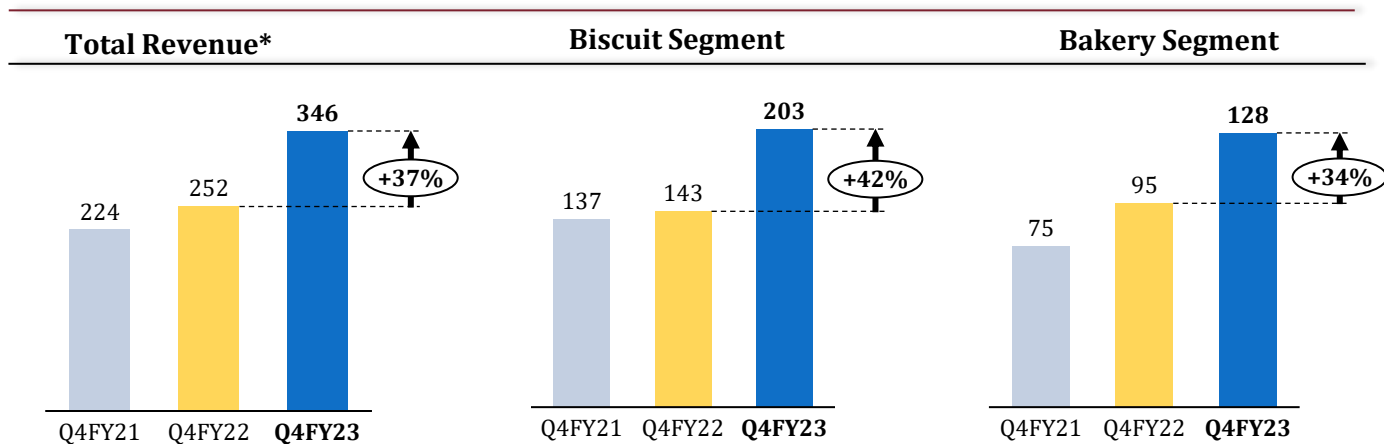
Punjab, 25th May 2023 – Mrs. Bectors Food Specialities, one of the leading Companies in the premium and mid-premium biscuits segment in North India under the brand ‘Cremica’ and a leading premium bakery player in India under the brand ‘English Oven’ announced its Audited Financial Results for the Quarter and Year ended 31st March 2023.

Key Financial Highlights*

Particulars (Rs. Crs.)	Q4 FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenues	346.1	252.3	37.2%	367.9	-5.9%	1,362.1	988.2	37.8%
Gross Profit	156.4	113.3	38.0%	165.3	-5.3%	608.1	437.1	39.1%
Gross Profit (%)	45.2%	44.9%	30 bps	44.9%	30 bps	44.6%	44.2%	40 bps
EBITDA	48.2	25.5	89.5%	51.2	-5.9%	175.2	122.5	43.0%
EBITDA Margins (%)	13.9%	10.1%	380 bps	13.9%	1 bps	12.9%	12.4%	50 bps
Profit After Tax	27.7	10.2	171.2%	27.8	-0.4%	90.1	57.1	57.6%
PAT Margins (%)	8.0%	4.0%	400 bps	7.5%	50 bps	6.6%	5.8%	120 bps

* On Consolidated Basis

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



* Total Revenue includes revenue from other (contract manufacturing & other operating revenue)

Operational/Financial Highlights for Q4FY23

- ✓ **Biscuit segment revenue** for Q4FY23 stood at Rs. 203 crores against Rs. 143 crores in Q4FY22, thus registered a growth of 42% compared with Q4FY22 including domestic & export biscuit segment.
 - Biscuit segment has grown by 48% as compared to Q4FY21. Both Domestic & Export Biscuit has grown by higher double digit in Q4FY23 as compared to same period last year.
- ✓ **Bakery segment revenue** for Q4FY23 stood at Rs. 128 crores against Rs. 95 crores in Q4FY22, thus registered a growth of 34% compared with Q4FY22 including retail bakery and institutional segment.
 - Bakery segment has grown by 70% as compared to Q4FY21. Both Retail & Institutional Bakery has grown by higher double digit in Q4FY23 as compared to same period last year



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

FY23 was a remarkable year for Mrs. Bectors Food as we continue to break our historical operational & financial records. Our robust performance, delivered by product portfolio optimization & premiumization efforts coupled with strengthening brand equity, increase in distribution touchpoints, enhanced direct reach and responsible pricing actions aided in offsetting the ongoing pressure from consistent inflation during the year.

The Company continues to make significant investments on human capital and digitalization of our new tracking systems and has successfully smoothed the business during the year. I am pleased to inform we have enhanced our presence in new geography & existing territory under both biscuit & bakery segment.

"I am satisfied with the overall Q4 & FY23 performance of the company with a record turnover and profit. We continue on our journey of extensive selling and distribution drive to achieve doubling our retail touchpoints by March 2024 . This distribution drive would be supported by our robust impact-led marketing and branding campaigns which would drive the next leg of growth for the company across business segment supported by our passionate teams, to address significant opportunities that lie ahead.

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 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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