



# **BIKAJI FOODS INTERNATIONAL LIMITED**

F 196-199, F 178 & E 188, Bichhwal Industrial Area, Bikaner, Rajasthan, India – 334006

T: +91-151-2250350 | F: +91-151-2251814 | E: [cs@bikaji.com](mailto:cs@bikaji.com) | W: [www.bikaji.com](http://www.bikaji.com)

CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

**Ref: BFIL/SEC/2024-25/43**

**Date: July 24, 2024**

To,  
Dept of Corporate Services  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai 400 001 (Maharashtra)  
**Scrip Code: 543653**

The Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (East),  
Mumbai 400 051 (Maharashtra)  
**Trading Symbol: BIKAJI**

**Subject: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")**

Dear Sir/ Madam,

Pursuant to the requirements of the Regulation 30 of the Listing Regulations, as amended from time to time, please find enclosed herewith a copy of the Press Release issued by the Company in relation to the Un-audited Standalone and Consolidated Financial Results of the Company for the quarter ended on June 30, 2024, the content of which is self-explanatory.

In compliance with the Regulation 46 of the Listing Regulations, the above disclosure will also be hosted on the website of the Company and the same can be accessed at [www.bikaji.com](http://www.bikaji.com).

You are kindly requested to take the same on record.

Thanking you

**Yours faithfully,**  
**For Bikaji Foods International Limited**

**Rahul Joshi**  
**Head - Legal and Company Secretary**  
**Membership No.: ACS 33135**

Enclosure: As above



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## Bikaji Foods International Ltd.

Press Release - Financial Results for Q1FY25

- **Revenue:** +18.7% YoY; Gross margin at 33.9%; EBITDA margin at 16.0%
- **Volumes:** +16.2 % YoY, led by double digit growth across categories
- **Markets:** Focus markets have grown by 16.0 % YoY; while Core markets have grown by 14.3% YoY
- **Increased Direct Coverage** by ~20.7k outlets in Q1; on track to reach 3.5 lakh outlets by FY25

### Bikaner, 24<sup>th</sup> July 2024:

Bikaji Foods International Limited (Bikaji), India's third largest ethnic snacks manufacturer and the second fastest growing company in the Indian organized snacks market, today announced its financial results for the fourth quarter and year ended June 30<sup>th</sup>, 2024.

### Financial Overview

#### Q1FY25 Financial Performance Summary:

- Revenue from operation grew 18.7% YoY to Rs. 5,722 mn with Volume growth of 16.2 % YoY
- EBITDA grew 39.2% YoY to Rs.916 mn with a margin of 16.0%
- Profit After Tax (PAT) grew 40.2% YoY to Rs. 581 mn

#### Q1FY25 Business Segments Review:

- **Ethnic Snacks:** Revenue grew by 16.0% YoY; constitutes 75.3% of overall revenue
- **Packaged Sweets:** Revenue grew by 12.3% YoY; constitutes 7.9% of overall revenue
- **Western Snacks:** Revenue grew by 26.0% YoY; constitutes 9.8% of overall revenue
- **Papad:** Revenue grew by 14.0% YoY; constitutes 6.1% of overall revenue



#### Deepak Agarwal

Managing Director,  
Bikaji Foods International Limited.

*"This quarter our company continued to demonstrate strong growth and financial resilience. We are pleased to report a 17.1% value growth in snacks category (traditional and western) with underlying volume growth of 18.5%. Traditional snacks which is our core strength, delivered a value growth of 16.0% and western snack delivered a healthy value growth of 26.0%. Our EBITDA for the quarter improved by 240 bps year-over-year, reaching 916 million, reflecting our commitment to operational efficiency and disciplined cost management. While raw material costs increased during the quarter, proactive hedging strategies mitigated the impact on our margins. Overall, this quarter marked by substantial achievements in volume growth and EBITDA performance. We are confident in our ability to navigate challenges and capitalize on opportunities as we progress towards our strategic objectives.*



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### **About Bikaji Foods International Ltd. (<https://www.bikaji.com/>)**

Bikaji Foods International is the third largest ethnic snacks company in India with an international footprint, selling Indian snacks and sweets, and is the second fastest growing company in the Indian organised snacks market. (Source: F&S Report. Shiv Ratan Agarwal launched the Bikaji brand in the year 1993 with an in-depth understanding of Indian tastes and preferences. The company as of March 31, 2024, has operations in 25 states and four union territories in India. The company also exports its products to 25 international countries, including North America, Europe, the Middle East, Africa, and Asia Pacific. Bikaji Foods' product range includes six principal categories: bhujia, namkeen, packaged sweets, papad, western snacks as well as other snacks which primarily include gift packs (assortment), frozen food, mathri range, and cookies.

### **For more information contact:**

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### **DISCLAIMER:**

*Certain statements that are made in the Press Release may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, inflation, litigation, etc. Actual results might differ substantially from those expressed or implied. Bikaji Foods International Ltd. will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*