



Investor Release

## Q1FY23 Financial Performance

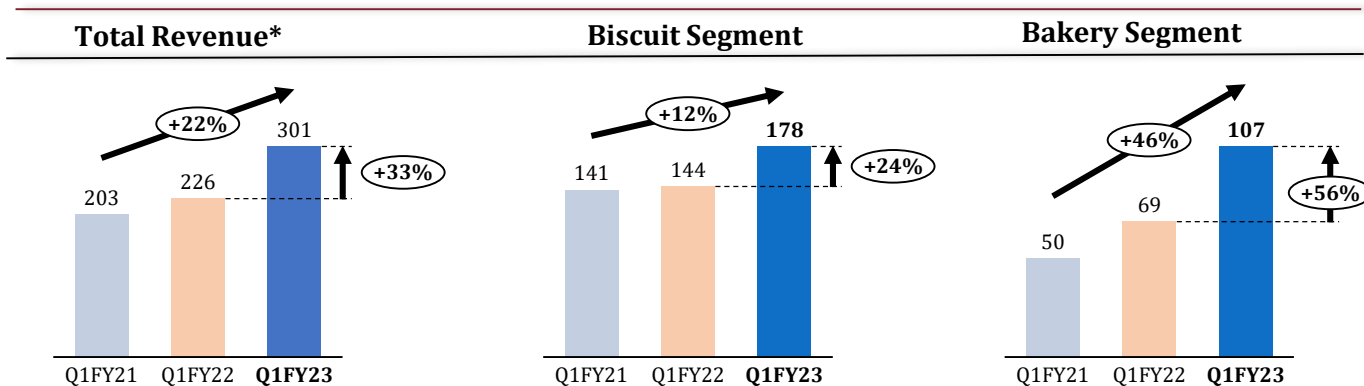
**Punjab, 09<sup>th</sup> August 2022** – Mrs. Bectors Food Specialities, one of the leading Companies in the premium and mid-premium biscuits segment in North India under the brand ‘Cremica’ and a leading premium bakery player in India under the brand ‘English Oven’ announced its Unaudited Financial Results for the Quarter ended 30<sup>th</sup> June 2022

### Key Financial Highlights\*

Particulars (Rs. Crs.)	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q	FY22
Revenues	300.8	226.4	32.9%	252.3	19.2%	988.2
Gross Profit	131.7	99.6	32.3%	113.3	16.2%	437.1
Gross Profit (%)	43.8%	44.0%		44.9%		44.2%
EBITDA	31.3	29.1	7.5%	25.4	22.9%	122.5
EBITDA Margins (%)	10.4%	12.9%		10.1%		12.4%
Profit After Tax	12.7	13.3	-4.6%	10.2	24.8%	57.1
PAT Margins (%)	4.2%	5.9%		4.0%		5.8%

\* On Consolidated Basis

### Segmental Revenue Breakup (Rs. Crs.)



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

### Key Highlights:

- Biscuit segment reported a growth of 24% in Q1FY23 over Q1FY22. This segment has grown by 26% over Q1FY21.
  - Our domestic biscuit segment and exports witnessed higher double-digit growth in Q1FY23 as compared to same period last
- Bakery segment has grown by 56% in Q1FY23 including retail bakery and institutional segment. This segment has grown by 114% as compared to Q1FY21
  - Both Retail & Institutional Bakery has grown by higher double digit in Q1FY23 as compared to same period last year. The Company continues to focus on increasing distribution and premiumization of products



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

“We witnessed revenue growth of 33% with strong growth momentum across both the biscuits and bakery segment. I’m pleased to share that we saw growth in both volumes and realization. In first quarter, we continued to experience pressure on raw materials prices and the Company also took price hikes to mitigate these pressures. Having said this, the Company is currently witnessing softening of raw material prices, this coupled with price hikes is expected to have a positive impact on our EBITDA margins, going forward.

Mrs Bectors has focused over past few months on strengthening leadership team, building capacities to enhance manufacturing infrastructure, driving S&D through digitization and field force augmentation alongside premiumization.. We have successfully onboarded marketing and supply chain head from reputed organizations to achieve our long-term growth targets. The Company has recently implemented salesforce management system (SFS) and is expected to implement Distributor Management System (DMS) in the coming quarters. The company continues to enhance its existing distribution and plans to double its network in North India in next two years. Further, we will also focus on enhancing our presence in Western and Southern India over next few quarters.

**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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