



Investor Release

Mrs. Bectors reports robust Q3 & 9MFY23 performance

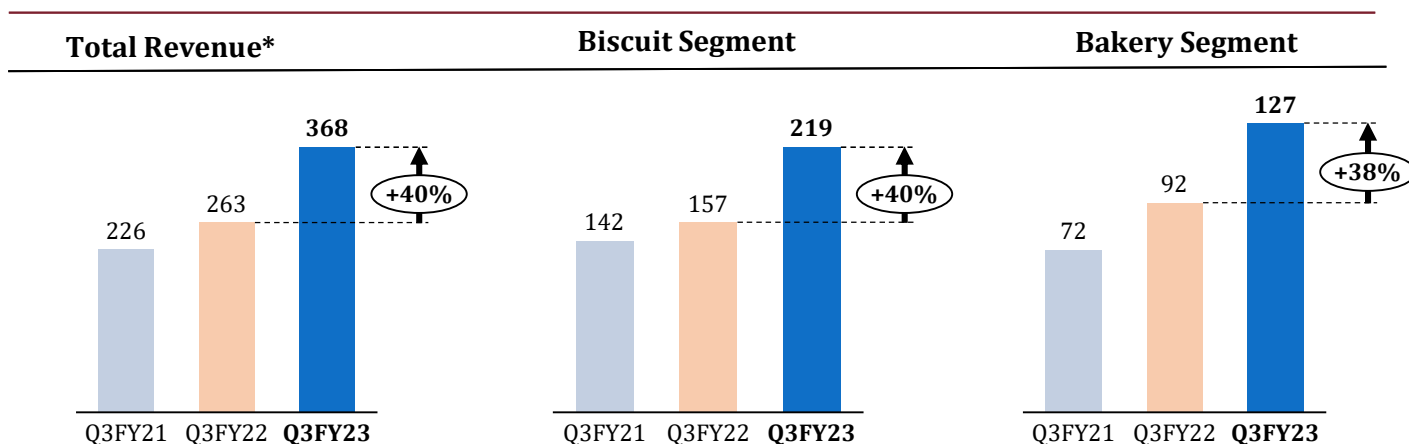
Punjab, 07th February 2023 – Mrs. Bectors Food Specialities, one of the leading Companies in the premium and mid-premium biscuits segment in North India under the brand ‘Cremica’ and a leading premium bakery player in India under the brand ‘English Oven’ announced its Unaudited Financial Results for the Quarter and Nine months ended 31st December 2022.

Key Financial Highlights*

Particulars (Rs. Crs.)	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q	9MFY23	9MFY22	Y-o-Y
Revenues	367.9	263.2	39.8%	347.4	5.9%	1,016.1	735.9	38.1%
Gross Profit	165.2	114.0	45.0%	154.6	6.9%	451.6	323.7	39.5%
Gross Profit (%)	44.9%	43.3%		44.5%		44.4%	44.0%	
EBITDA	51.2	33.3	54.0%	44.4	15.3%	127.0	97.0	30.8%
EBITDA Margins (%)	13.9%	12.6%		12.8%		12.5%	13.2%	
Profit After Tax	27.8	15.5	79.1%	21.9	26.7%	62.4	46.9	33.0%
PAT Margins (%)	7.5%	5.9%		6.3%		6.1%	6.4%	

* 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 Q3FY23

- ✓ **Biscuit segment revenue** for Q3FY23 stood at Rs. 219 crores against Rs. 157 crores in Q3FY22, thus registered a growth of 40% compared with Q3FY22 including domestic & export biscuit segment.
 - Biscuit segment has grown by 55% as compared to Q3FY21. Both Domestic & Export Biscuit has grown by higher double digit in Q3FY23 as compared to same period last year.
- ✓ **Bakery segment revenue** for Q3FY23 stood at Rs. 127 crores against Rs. 92 crores in Q3FY22, thus registered a growth of 38% compared with Q3FY22 including retail bakery and institutional segment.
 - Bakery segment has grown by 77% as compared to Q3FY21. Both Retail & Institutional Bakery has grown by higher double digit in Q3FY23 as compared to same period last year.



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

“I’m pleased to share the Company has reported strong quarterly & nine months numbers and have crossed previous full year revenue and EBITDA in 9 months of current financial year, supported by both domestic and exports revenue growth. The company is satisfied with the double-digit revenue growth for both Biscuits and Bakery business. The Company continues to increase its distribution footprints in existing and new geography, build manufacturing infrastructure, peruse digitization in selling & distribution along with marketing, branding initiatives.

In Q3FY23, Revenue grew by 40% on y-o-y basis, witnessing good growth across business verticals and improved EBITDA margin to 13.9% as compared to 12.6% in Q3FY22. Our industry as a whole continues to witness elevated prices of raw materials and we are monitoring this situation very closely. Further, the Company took price correction to offset these inflationary pressures. I’m also pleased to share that we have declared interim dividend of Rs. 1.25 per share

Going forward, we will continue to increase our competitiveness by innovating and introducing new products in the premium category of biscuits & bakery. Our consistent performance is reflective of our strategic clarity, marketing initiatives, excellence in execution, strengthening core team, technology adoption and increasing distribution reach.”

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.

Contact Details

Company: Mrs. Bectors Food Specialities	Investor Relations: Orient Capital
	
Name: Mr. Parveen Kumar Goel	Name: Mr. Irfan Raeen/ Mr. Ashish Chovatia
Email: parveen.goel@bectorfoods.com	Email: Irfan.raeen@linkintime.co.in/ Ashish.Chovatia@linkintime.co.in
CIN: L74899PB1995PLC033417	Tel: +91 97737 78669
www.cremica.in	www.orientcap.com