

GOPAL SNACKS LIMITED

(Formerly known as Gopal Snacks Private Limited)

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Ref: **GSL/CS/SE/2024-25**

Date: **17.09.2024**

BSE Limited

Department of Corporate Services,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001

National Stock Exchange Limited

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex, Mumbai – 400051

Script code: **544140**

Symbol: **GOPAL**

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Business Updates

Dear Sir / Madam,

Pursuant to the requirements of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, we are pleased to announce that, Gopal Snacks Limited is strategic expanded its distribution network and successfully added over 110 new distributors in the past five months. This development increases the company's total distributor base to 785, significantly enhancing its retail touchpoints across various regions.

We believe that it will significantly contribute to our business growth and further our mission of delivering high-quality products across India. Further details are attached herewith.

Yours Faithfully,
For, **GOPAL SNACKS LIMITED**

CS Mayur Gangani
Company Secretary and Compliance officer
Membership No. FCS 9980

Encls: a/a

Unit 2 : GS:Survey No. 435/1A, 432, Pawaddauna Road, NH-6, Village-Mouda, Nagpur - 441104, (Maharashtra), India.
Unit 3 : G5:Survey. No. 267, 271, 272, 274, Village: Rahiyol - 383310, Taluka - Dhansura, District - Aravalli, (Gujarat), India.



Gopal Snacks Limited Expands Distributor Network, Enhancing Market Footprint with 110+ New Distributors in Focus and Other States

Gopal Snacks Limited is pleased to announce a strategic expansion in its distribution network, having successfully added over 110 new distributors in the past five months. This development increases the company's total distributor base to 785, significantly enhancing its retail touchpoints across various regions.

This growth strategy includes a concentrated effort in our focus states, where 89 new distributors have been added, bringing the total number of distributors in these markets to 399. By strengthening our presence in these key areas, we aim to achieve deeper market penetration, enhance brand visibility, and capture a larger market share. This strategic expansion is crucial to enhancing product accessibility and reinforcing our commitment to increasing brand awareness.

In addition to expanding in focus states, the company has also extended its reach in other regions by adding 25 new distributors. This brings the total number of distributors in these states to 100. This strategic move is to facilitate entry into previously untapped markets and broaden our geographical footprint. By establishing a stronger presence in these new territories, Gopal Snacks Limited is positioning itself to capitalize on emerging opportunities and drive growth across a wider array of markets.

Commenting on the performance Mr. Raj Hadvani, CEO said:

"This strategic growth in our distribution network represents a pivotal milestone for Gopal Snacks Limited. By enhancing our presence in both focus and other states, we are poised to significantly boost our sales performance and market visibility. This reflects our ongoing commitment to work upon our key growth drivers."

About Gopal Snacks Limited

Based in Rajkot, Gopal Snacks Limited is a leading FMCG company known for its innovative and high-quality snack products. Company is largest manufacturer of Gathiya & Snack Pellets in India & largest manufacturer of Ethnic Namkeen in Gujarat. Company has total 6 manufacturing facilities which includes 3 ancillary units in country with a total installed capacity of 4 lacs+ MT & in house cold storage of 40,000 MT. It also has its 270+ owned logistic vehicles for its robust distribution of products. The Company offers a diverse product range comprising 94 distinct products and 340 SKUs. For Q1 FY 25 Gopal Snacks Ltd has registered revenue from operations of 354 Crs. with EBITDA margin of 11.5% and net profit of 24 Crs.

State Wise Distribution Network as on Aug'24

