



BIKAJI FOODS INTERNATIONAL LIMITED

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CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

Ref: BFIL/SEC/2024-25/78

Date: October 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 with the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended on September 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.

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



Bikaji Foods International Ltd.

Press Release - Financial Results for Q2FY25

- **Q2FY25:** Revenue up by 18.5% YoY; Gross margin at 33.4%; EBITDA margin at 14.8%
- **H1FY25:** Revenue up by 18.6% YoY; Gross margin at 33.6%; EBITDA margin at 15.3%
- **Volume Growth:** Q2FY25 +15.0% YoY ; H1FY25 +15.5%
- **Focus markets have grown by 27.0% YoY**
- **Increased Direct Coverage by ~6110 outlets in Q2FY25**

Bikaner, 24th October 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 second quarter ended September 30th, 2024.

Financial Overview

Q2FY25 V/S Q2FY24

Financial Performance Summary:

- Revenue from operation grew by 18.5% YoY to Rs. 7,212 mn with Volume growth of 15.0% YoY
- EBITDA grew by 21.7% YoY to Rs. 1,067 mn with a margin of 14.8% (up 39 bps YoY) led by strong festive demand
- Profit After Tax (PAT) grew by 14.7% YoY to Rs. 686 mn
- Earnings per share (EPS) (Basic) stood at Rs. 2.76

Business Segments Review:

- **Ethnic Snacks:** Revenue grew by 10.5% YoY; constitutes 63.8% of overall revenue
- **Packaged Sweets:** Revenue grew by 22.0% YoY; constitutes 17.5% of overall revenue
- **Western Snacks:** Revenue grew by 23.2% YoY; constitutes 8.3% of overall revenue
- **Papad:** Revenue grew by 26.2% YoY; constitutes 4.1% of overall revenue

H1FY25 V/S H1FY24

Financial Performance Summary:

- Revenue from operation grew by 18.6% to Rs. 12,933 mn with Volume growth of 15.5%
- EBITDA grew by 29.2% to Rs. 1,983 mn with a margin of 15.3% (up 126 bps YoY) led by strong festive demand
- Profit After Tax (PAT) grew 25.1 % to Rs. 1,266 mn
- Earnings per share (EPS) (Basic) stood at Rs. 5.10



Business Segments Review:

- **Ethnic Snacks:** Revenue grew by 13.1 %; constitutes 67.8% of overall revenue
- **Packaged Sweets:** Revenue grew by 22.7%; constitutes 13.1% of overall revenue
- **Western Snacks:** Revenue grew by 24.5%; constitutes 8.8% of overall revenue
- **Papad:** Revenue grew by 19.4%; constitutes 4.9% of overall revenue



Deepak Agarwal

Managing Director,
Bikaji Foods International Limited.

“We are delighted to inform our stakeholders that our company has demonstrated strong performance across all the categories. This quarter we have witnessed a significant jump in revenue and profit margins. This surge in growth is due to the demand in Ethnic Snacks and Packaged Sweets on account of Festive seasonality impact. Overall contribution of Packaged Sweets has jumped to 17.5% this quarter, which is again due to festive play. Despite facing significant inflationary challenges, we successfully maintained our margin profile while achieving robust volume growth. Strategic cost management and effective pricing strategies enabled us to navigate this environment, ensuring both profitability and market competitiveness.”

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.