



# **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/2024-25/103**

**Date: February 06, 2025**

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 nine months ended on December 31, 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 Q3FY25

- **Q3FY25:** Revenue up by 14.5% YoY; Gross margin at 29%; EBITDA margin at 7.8%
- **9MFY25:** Revenue up by 17.1% YoY; Gross margin at 32%; EBITDA margin at 12.6%
- **Volume growth:** 3.0% YoY; 9M FY25: 10.9% YoY.
- Focus markets have grown by 14.7% YoY; 9M FY25: 17.1% YoY
- Increased Direct Coverage by ~10 k outlets in Q3;

#### Bikaner, 06<sup>th</sup> February, 2025:

Bikaji Foods International Limited (Bikaji), India's third largest ethnic snacks manufacturer and the second fastest growing company in the Indian organised snacks market, today announced its financial results for the quarter ended December 31, 2024.

### Financial Overview

#### Q3FY25 Financial Performance Summary:

- Revenue from operation grew 14.5% YoY to Rs. 7,149 mn with Volume growth of 3.0% YoY
- EBITDA stands at Rs. 555 mn with a margin of 7.8% on account of strong inflationary pressure and un-favourable raw material prices
- Profit After Tax (PAT) stands at Rs. 278 mn with a margin of 3.9%
- Earnings per share (EPS) (Basic) stood at Rs. 1.14

#### Q3FY25 Business Segments Review:

- **Ethnic Snacks:** Revenue grew by 10.5% YoY; constitutes ~62.1% of overall revenue
- **Packaged Sweets:** Revenue grew by 11.2% YoY; constitutes ~18.1% of overall revenue
- **Western Snacks:** Revenue growth was flat YoY; constitutes ~6.8% of overall revenue
- **Papad:** Revenue grew by 9.6% YoY; constitutes ~6% of overall revenue

#### 9M FY25 Financial Performance Summary:

- Revenue from operation grew 17.1% YoY to Rs. 20,082 mn with Volume growth of 10.9% YoY
- EBITDA stands at Rs. 2,539 mn with margin of 12.6% on account of strong inflationary pressure and un-favourable raw material prices
- Profit After Tax (PAT) stands at Rs. 1,544 mn with a margin of 7.7%
- Earnings per share (EPS) (Basic) stood at Rs. 6.24



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## 9M FY25 Business Segments Review:

- **Ethnic Snacks:** Revenue grew by 12.2% YoY; constitutes ~67.1% of overall revenue
- **Packaged Sweets:** Revenue grew by 17.5% YoY; constitutes ~15.2% of overall revenue
- **Western Snacks:** Revenue grew by 16.5% YoY; constitutes ~8.3% of overall revenue
- **Papad:** Revenue grew by 15.3% YoY; constitutes ~5.4% of overall revenue

## Business Highlights

- Incorporated a wholly owned subsidiary which is known as “Bikaji Bakes Private Limited” on December 28, 2024.
- Acquired a Company Hazelnut Factory Food Products Private Limited on 24<sup>th</sup> October 2024.



Deepak Agarwal

Managing Director,  
Bikaji Foods International Limited.

*“We are pleased to announce that our company has delivered resilient performance across all categories, despite facing significant inflationary pressures and weak demand sentiments in the market. The Traditional Snacks category has been a major contributor, accounting for 62% of our total revenue, followed by the Packaged Sweets category, which contributed 18%.*

*Regarding commodity prices, we continue to experience year-on-year inflation in key inputs such as edible oil, potatoes, packaging material and other essential commodities. To offset these rising costs, we have implemented selective price increases. While urban consumption showed signs of moderation, we have observed a noticeable uptick in rural demand. We remain optimistic that urban demand will return to its usual pace soon”*

## 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.



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## **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.*