



## **BIKAJI FOODS INTERNATIONAL LIMITED**

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CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

**Ref: BFIL/SEC/2025-26/45**

**Date: July 23, 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: Investor Presentation or Communication**

Dear Sir/ Madam,

In compliance with the applicable requirements of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), as amended, from time to time, please find enclosed herewith a copy of the Investor Presentation or Communication in relation with the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended on June 30, 2025.

In compliance with the Regulation 46 of the Listing Regulations, the presentation will also be hosted on the website of the Company and the same can be accessed at [www.bikaji.com](http://www.bikaji.com).

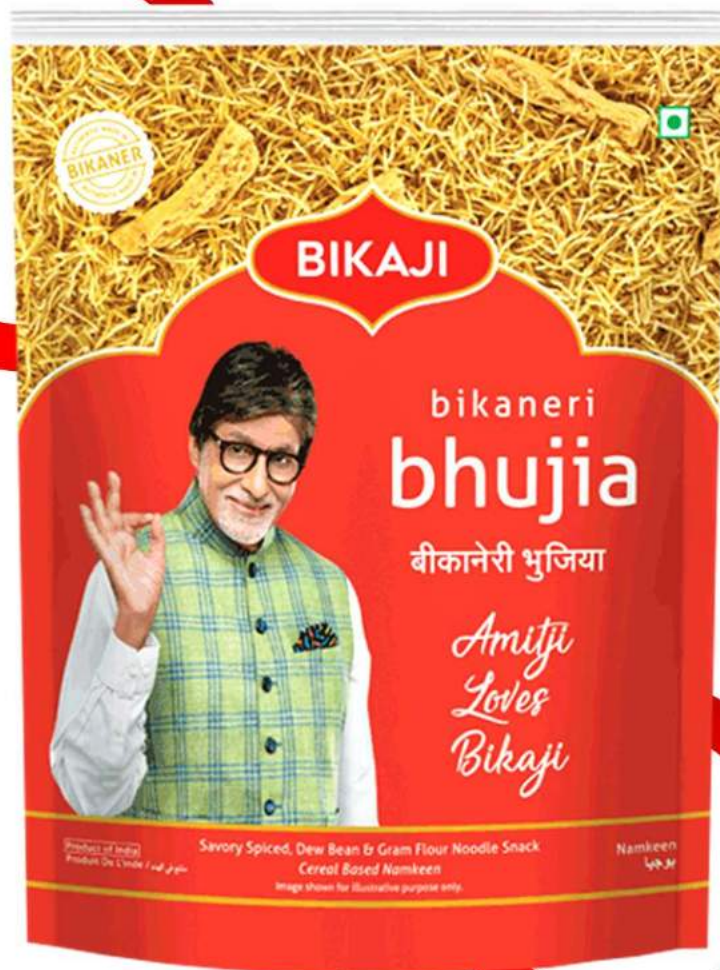
You are kindly requested to take the same on record.

Thanking you

**Yours faithfully,**  
**For Bikaji Foods International Limited**

**Rahul Joshi**  
**Head - Legal and Company Secretary**  
**Membership No.: ACS 33135**

Enclosure: As above



BIKAJI

# Bikaji Foods International Limited

Q1 FY26 EARNINGS PRESENTATION

July 23<sup>rd</sup>, 2025



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This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of Bikaji Foods International Ltd., its outlook and growth prospects. The actual results may differ materially from these forward-looking statements due to several risks and uncertainties which could include future changes or developments in Bikaji Foods International Ltd., the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.

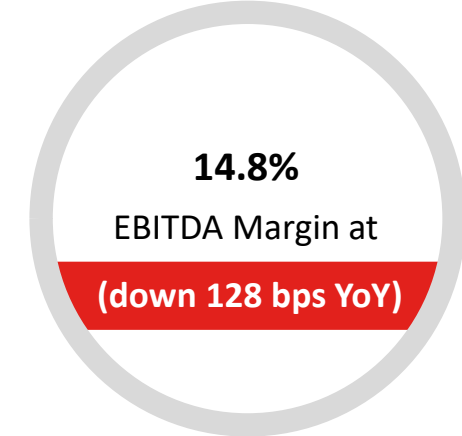
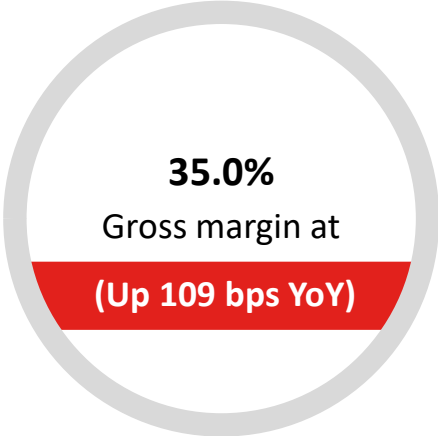
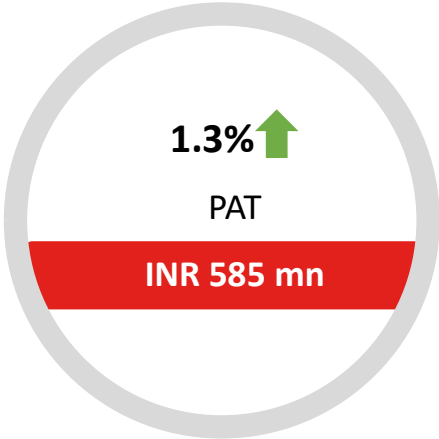
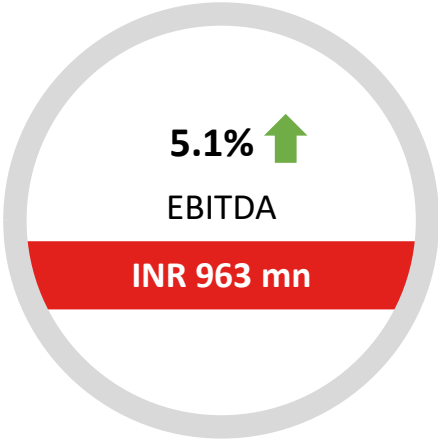
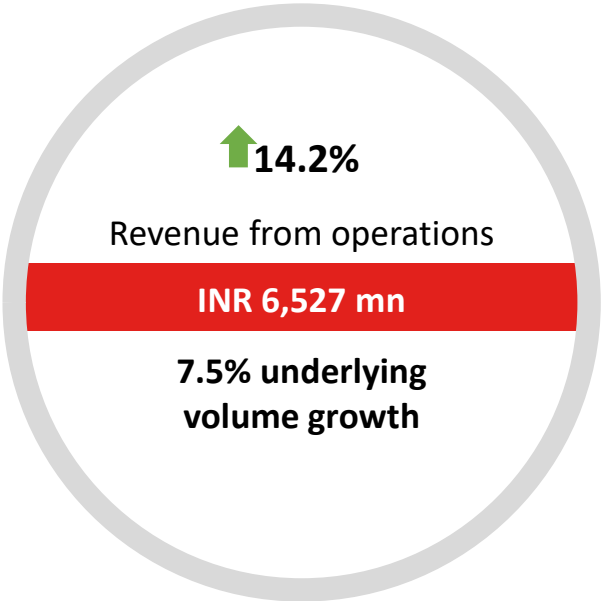
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# Q1FY26 KEY FINANCIAL HIGHLIGHTS



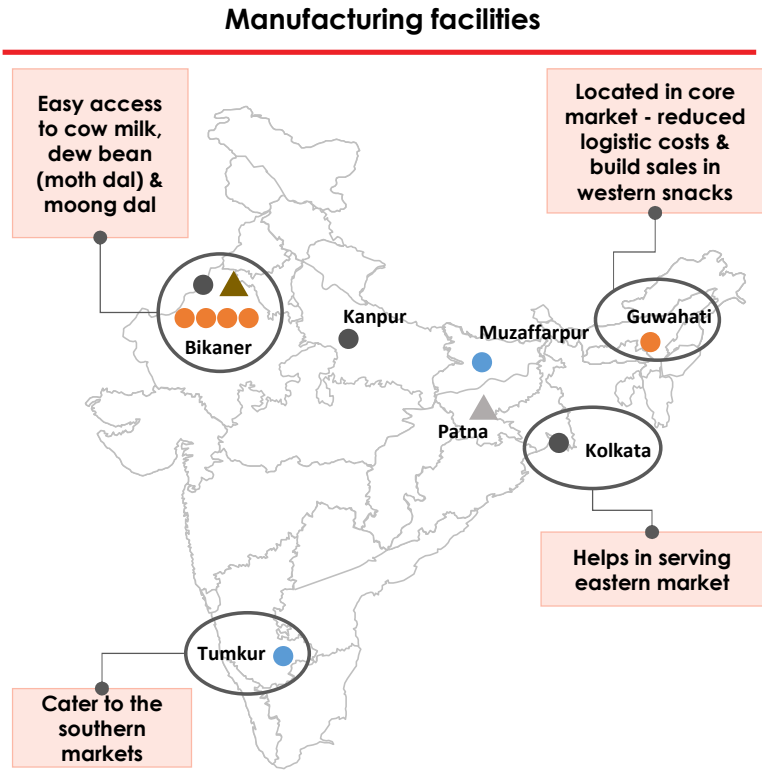
Strong Quarter Performance with  
**35.0% Gross Margin & 14.8% EBITDA Margin**



*Note: # Growth is calculated on a year-on-year basis*

Category wise Installed Capacity

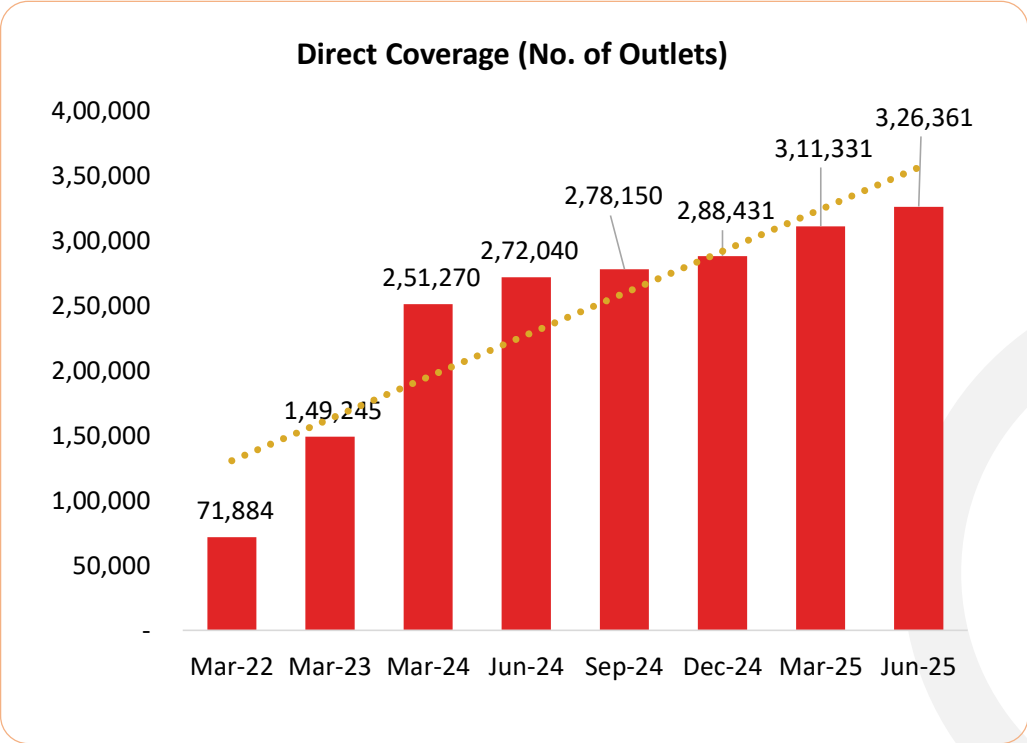
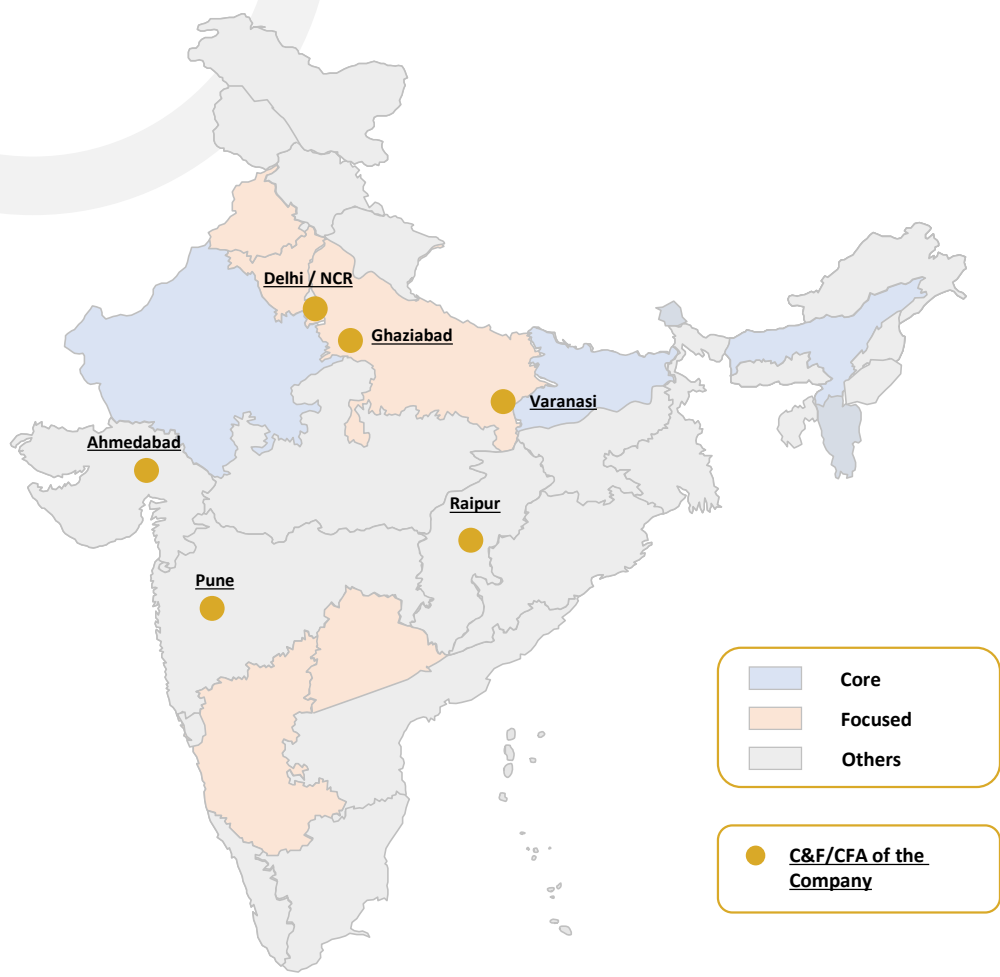
Installed Capacity as of 30 <sup>th</sup> June 2025	
Category	Capacity (in metric tonnes)
Bhujia	57,600
Namkeen	141,540
Packaged Sweets	62,280
Western Snacks	39,300
Papad	11,400
Others	13,200
Total	325,320



*Strategically located manufacturing facilities*



# PAN INDIA DISTRIBUTION



Focus on increasing direct reach

Continued focus on direct distribution model

Overall total reach as on 30<sup>th</sup> June 2025 – 12.34 Lacs outlets

## MARKETING INITIATIVES

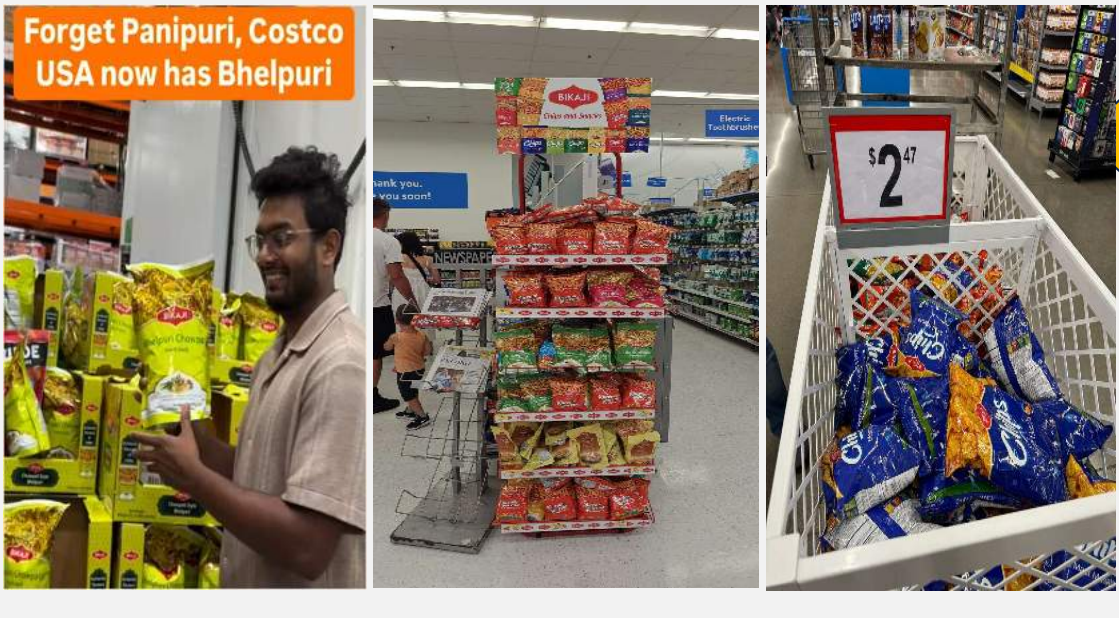



BIKAJI






# Social Media and International Reach






5.3M views

27k+ Post Engagement

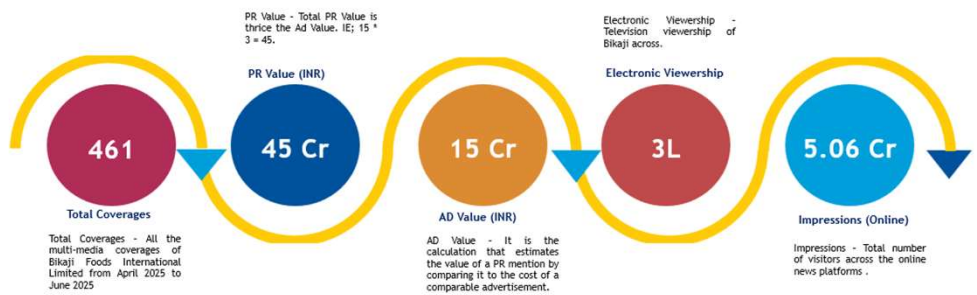


Father's Day Contest

Winning moments on Social Media

## Charting our PR Success







**KURRAM Noodle Masala**

₹5 18g

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## BUSINESS PERFORMANCE

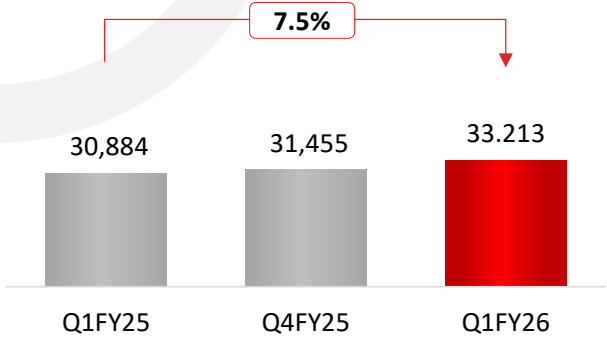


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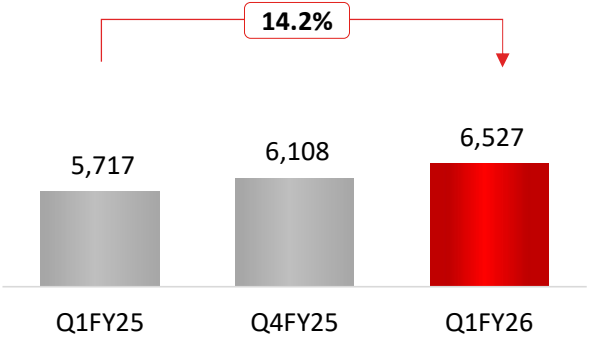


# Q1FY26 CORE BUSINESS PERFORMANCE

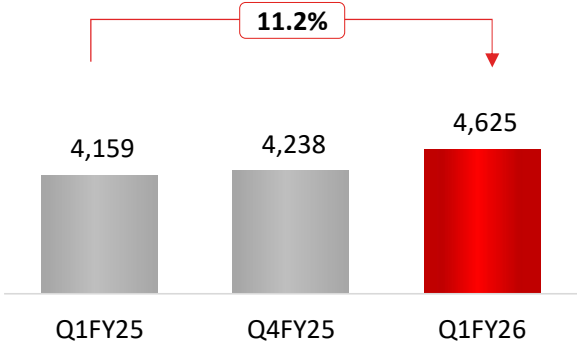
Volume (in tonnes)



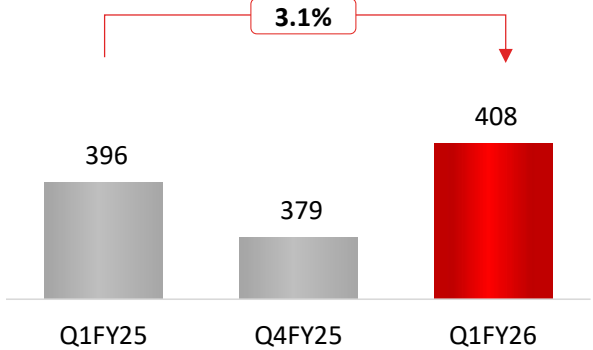
Revenue from Operations



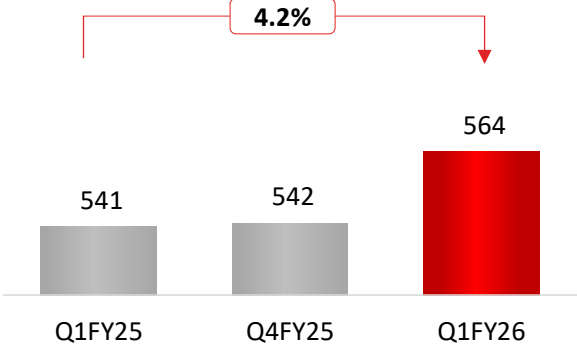
Ethnic Snacks



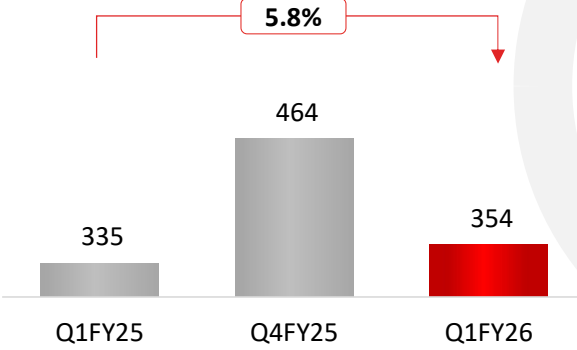
Packaged Sweets



Western Snacks



Papad



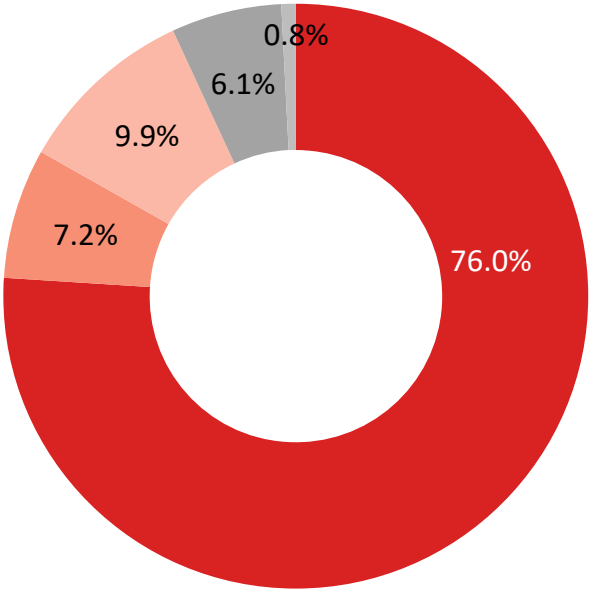
*Note: \*Revenue from operations includes sale of raw material, packing materials, PLI Income and service income also which is not included in category wise breakup*  
*Note - Numbers pertaining to Retail business has been moved and showed separately in different slide in this PPT. Previous year numbers of category wise break-up have been updated wherever required.*

**Q1FY26 PRODUCT MIX**



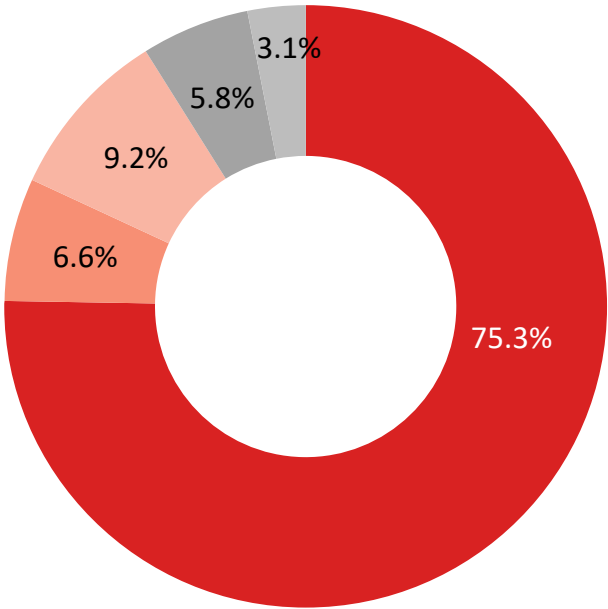
(in %)

**Q1FY25**



■ Ethnic Snacks   ■ Packaged Sweets   ■ Western Snacks  
■ Papad   ■ Others

**Q1FY26**

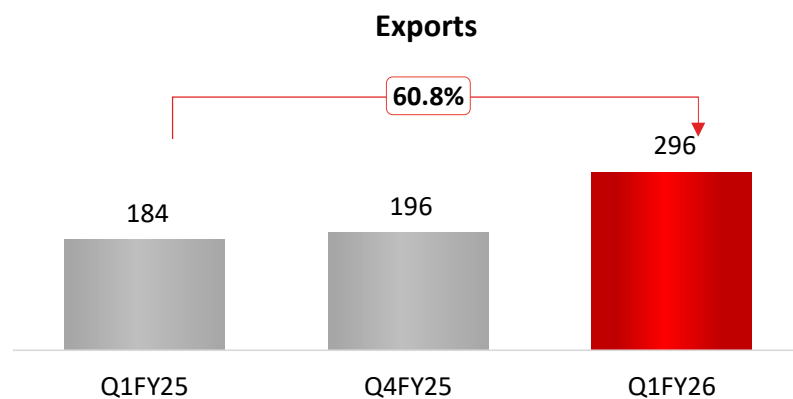
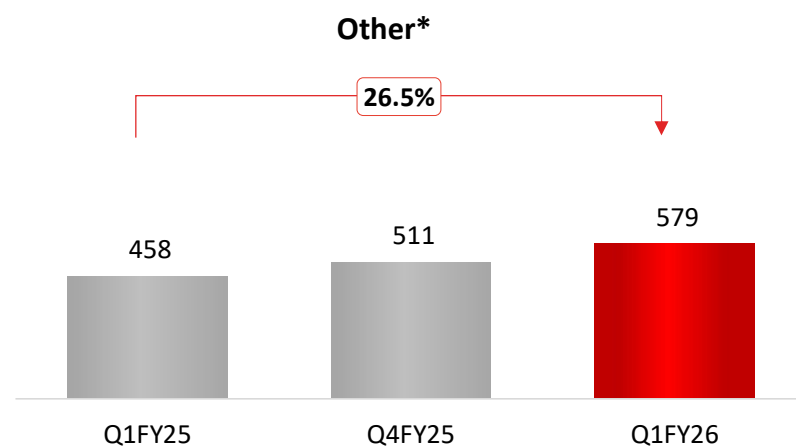
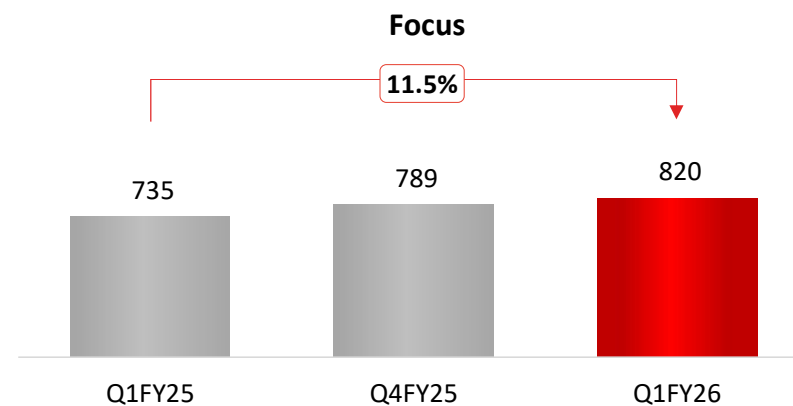
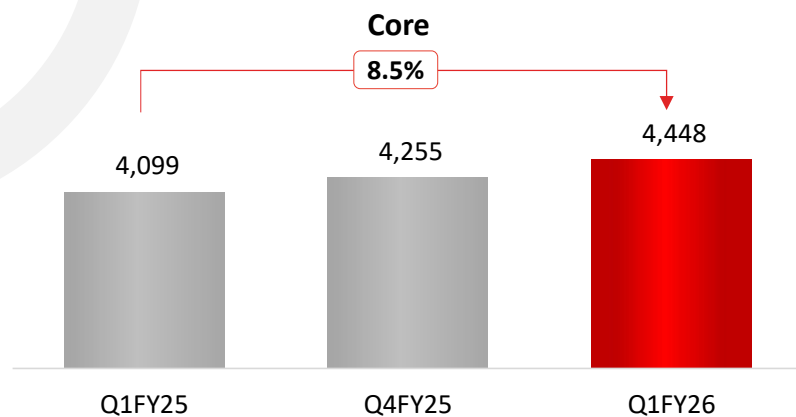


■ Ethnic Snacks   ■ Packaged Sweets   ■ Western Snacks  
■ Papad   ■ Others



(INR Mn)

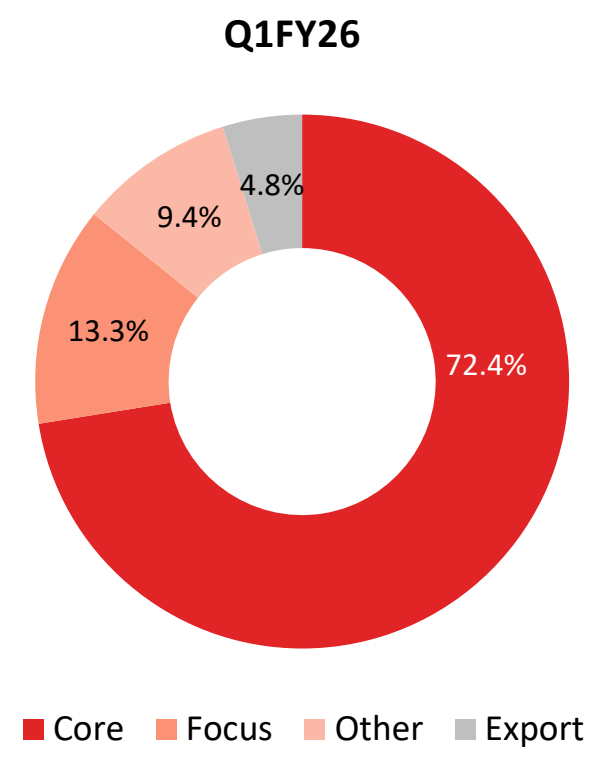
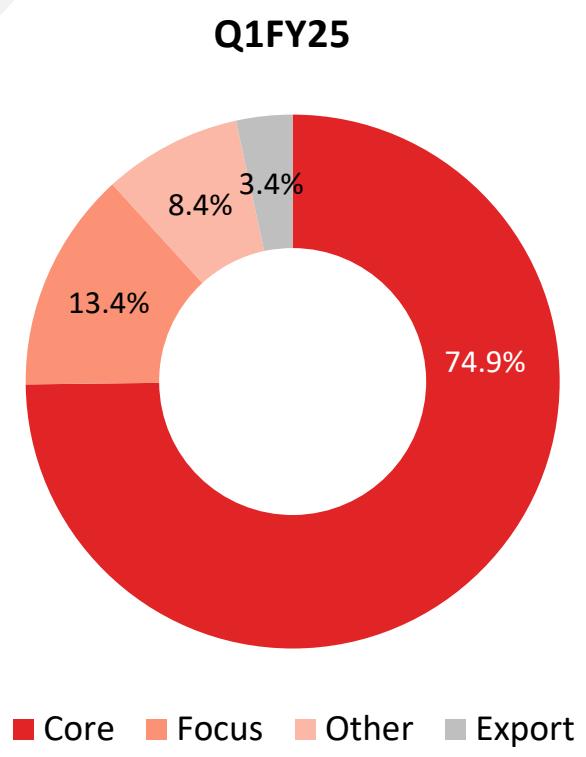
# Q1FY26 CORE & FOCUS MARKETS PERFORMANCE



\* Retail business which was shown in "Other" category till now has been shown separately in this PPT.

Note - Numbers pertaining to Retail business has been moved and showed separately in different slide in this PPT. Previous year numbers of category wise break-up have been updated wherever required.

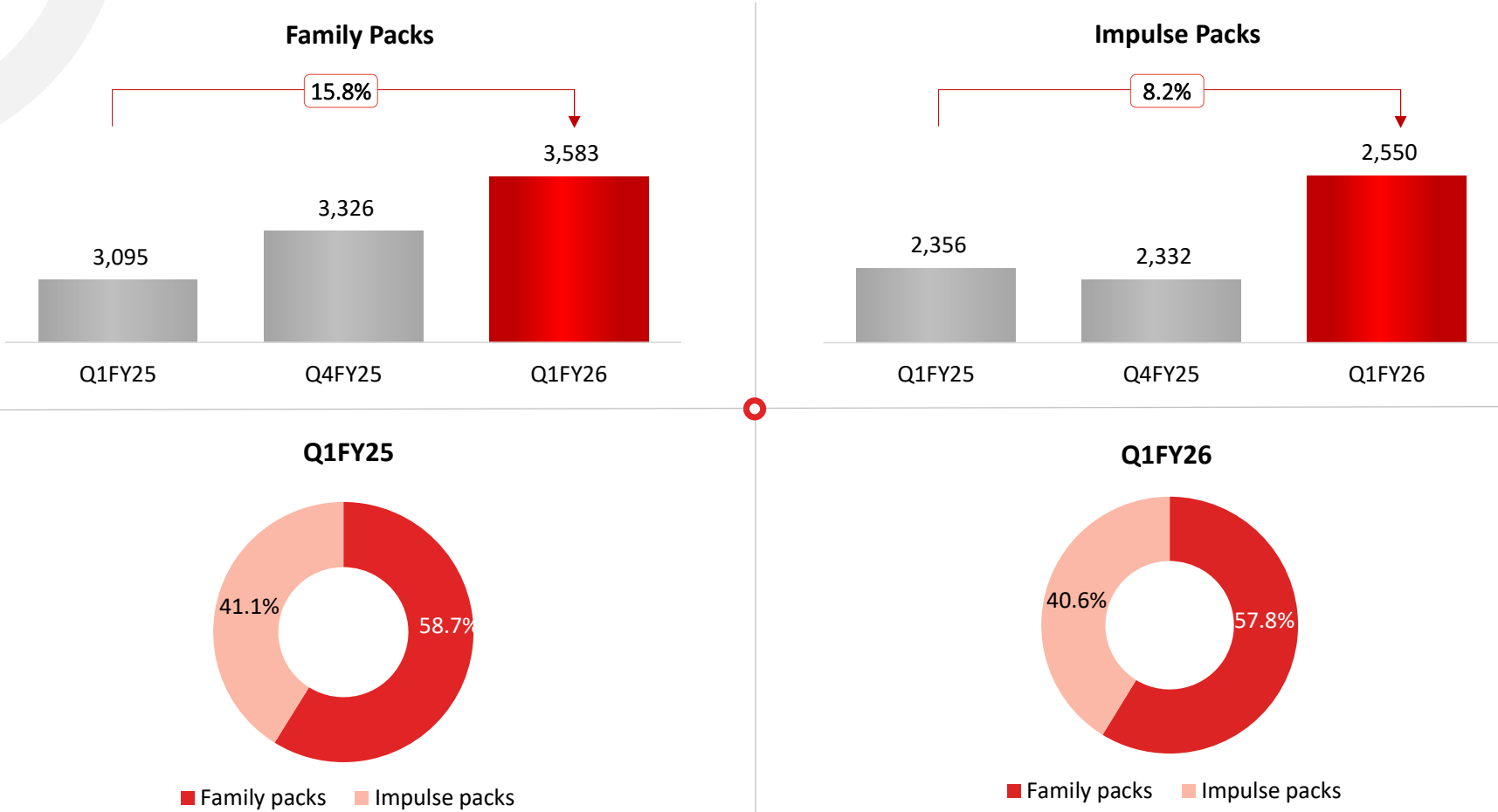
**Q1FY26 CORE & FOCUS MARKETS-WISE MIX**



# Q1FY26 SKU MIX- MARKET LEADER IN FAMILY PACK SEGMENT

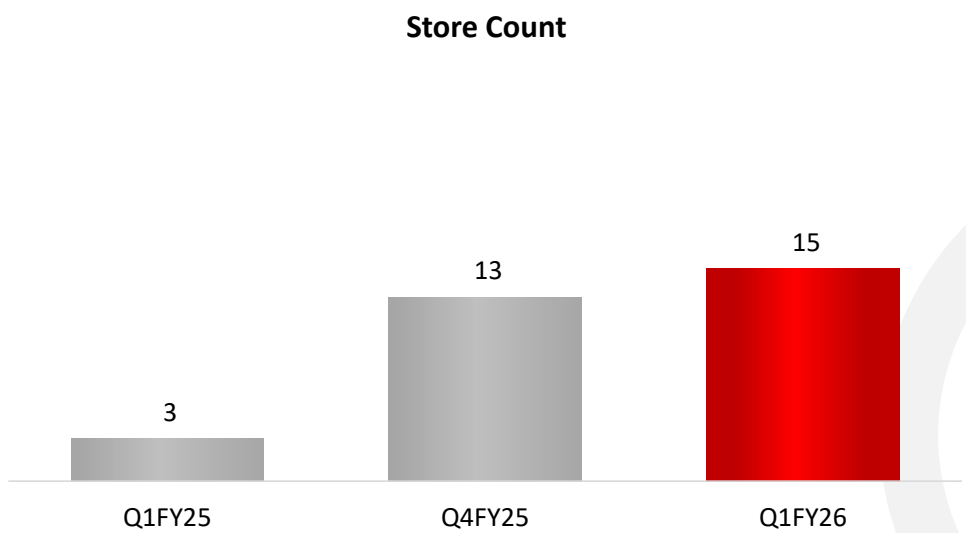
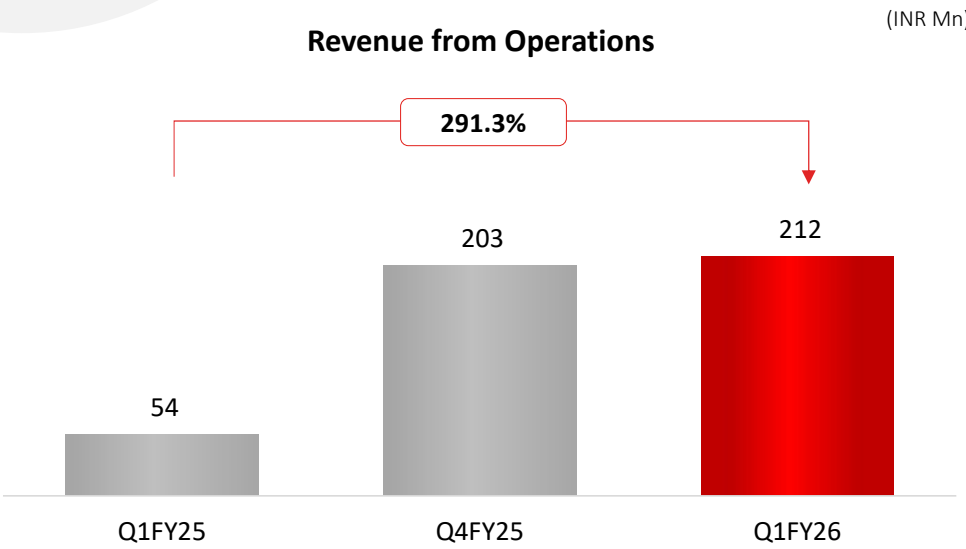


(INR Mn)



Note - Numbers pertaining to Retail business has been moved and showed separately in different slide in this PPT. Previous year numbers of category wise break-up have been updated wherever required.

# Q1FY26 RETAIL BUSINESS PERFORMANCE



Note:- In Q1 FY 24-25 only Bikaji retail business was there. On October, 2024 Bikaji acquired stake in The Hazelnut Factory and their books got consolidated in Bikaji. In Q4 FY 24-25 and Q1 FY 25-26 business of The Hazelnut Factory is also included in above charts.

# KEY QUARTERLY HIGHLIGHTS/COMMENTARY

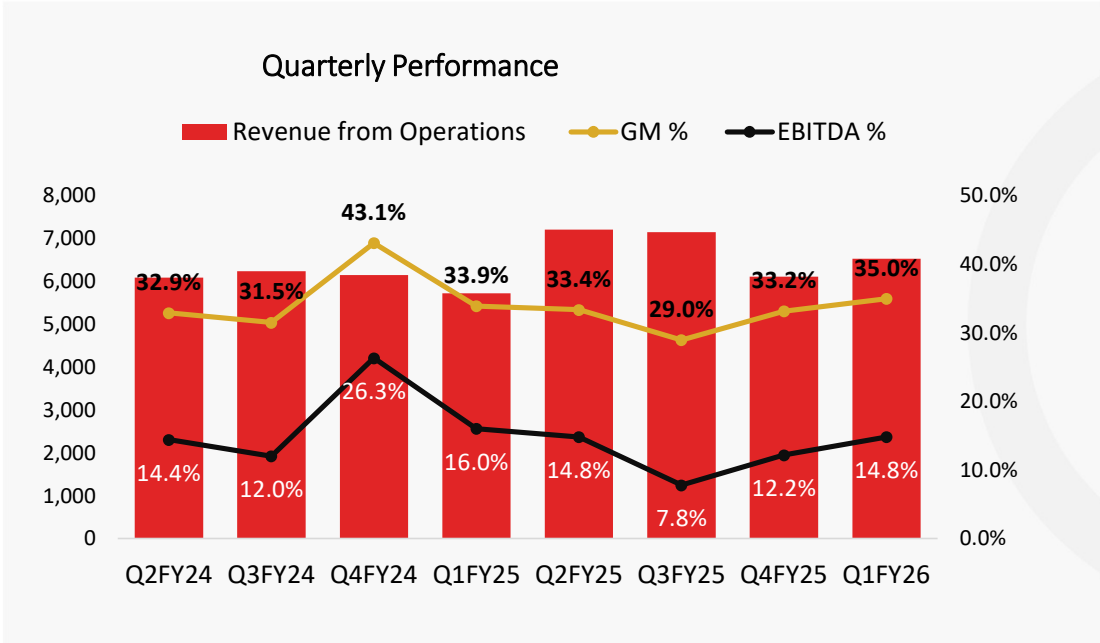


## Key Financial Performance

(INR Mn)

Particulars	Q1 FY26	YoY (%)	QoQ (%)
Total revenue from operations	6,527	14.2%	6.8%
EBITDA	963	5.1%	29.9%
PAT	585	1.3%	46.0%

- Delivered overall value growth of 14.2% YoY in Q1 FY 25-26 in our core and retail business combined.
- Delivered 11.2% value growth in traditional snacks category which is our core strength.
- EBITDA margin expanded 260 bps as compared to previous quarter led by operating efficiency and superior mix combined with impact of softening of input material prices.
- The Company is entering into a Joint Venture and Shareholders Agreement with C.G. Foods Nepal Ltd. to jointly establish and operate a company in Nepal for manufacturing, trading, and marketing of snacks, namkeen, bhujia, papad, and packaged sweets, leveraging combined expertise to achieve shared business objectives.

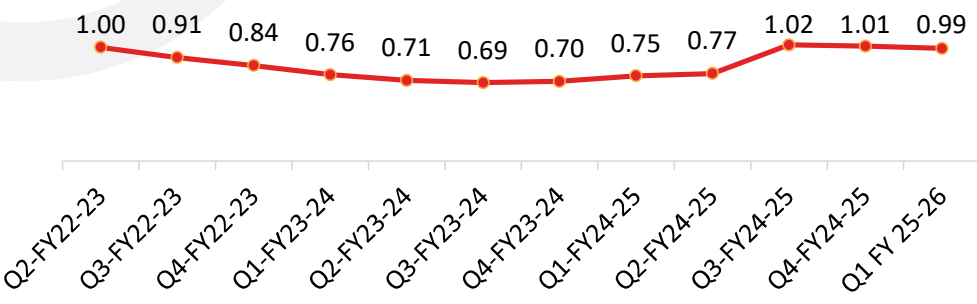




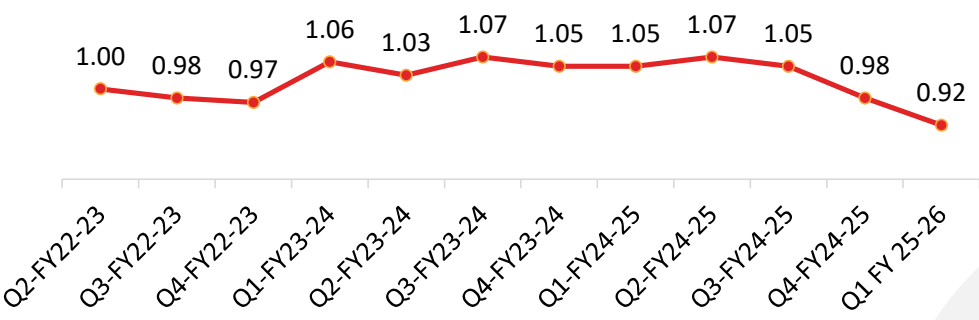
# SENSITIVITY IN KEY MATERIAL CATEGORIES



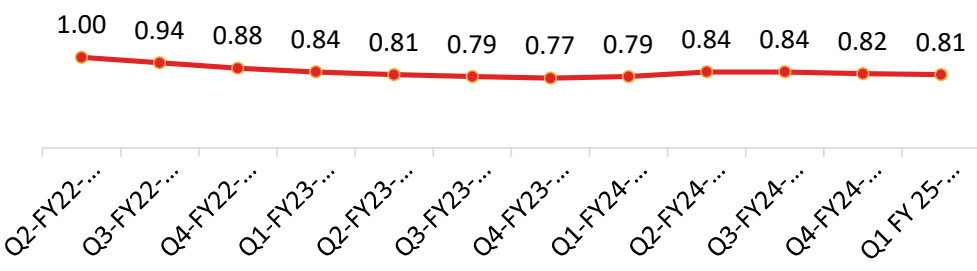
Edible Oil



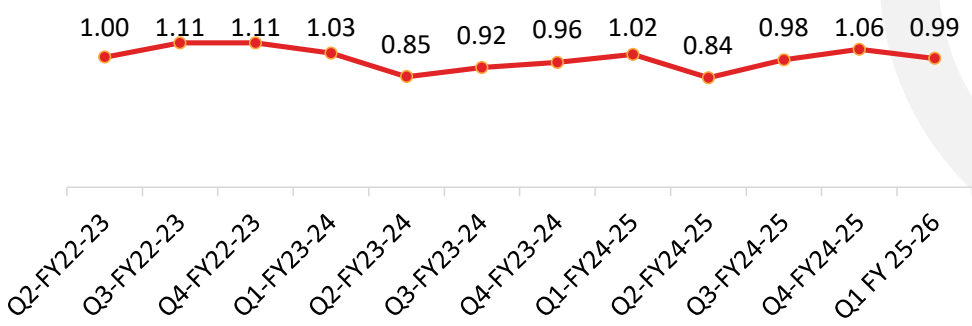
Pulses and Flours



Laminates



Corrugated Boxes



# CONSOLIDATED FINANCIAL PERFORMANCE | P&L



(INR Mn)

Particulars	Quarter ended 30 <sup>th</sup> June, 2025	Quarter ended 31 <sup>st</sup> March, 2025	Quarter ended 30 <sup>th</sup> June, 2024	FY25 31 <sup>st</sup> March, 2025
Revenue from Operations	6,527	6,110	5,716	26,168
Other Income	100	100	70	322
<b>Total Revenue</b>	<b>6,627</b>	<b>6,210</b>	<b>5,786</b>	<b>26,489</b>
Cost of Goods Sold	4,244	4,082	3,779	17,746
<b>Gross Profit</b>	<b>2,282</b>	<b>2,028</b>	<b>1,937</b>	<b>8,422</b>
<b>Gross Margins (%)</b>	<b>35.0%</b>	<b>33.2%</b>	<b>33.9%</b>	<b>32.2%</b>
<b>EBITDA</b>	<b>963</b>	<b>741</b>	<b>916</b>	<b>3,283</b>
<b>EBITDA Margin (%)</b>	<b>14.8%</b>	<b>12.1%</b>	<b>16.0%</b>	<b>12.5%</b>
<b>EBIT</b>	<b>733</b>	<b>496</b>	<b>737</b>	<b>2,468</b>
<b>EBIT Margin (%)</b>	<b>11.2%</b>	<b>8.1%</b>	<b>12.9%</b>	<b>9.4%</b>
<b>PAT</b>	<b>585</b>	<b>401</b>	<b>578</b>	<b>1,942</b>
<b>PAT Margin (%)</b>	<b>9.0%</b>	<b>6.6%</b>	<b>10.1%</b>	<b>7.4%</b>
<b>EPS (Basic)</b>	<b>2.39</b>	<b>1.79</b>	<b>2.33</b>	<b>8.02</b>



## **Bikaji Foods International Ltd.**

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### **Registered Office:**

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### **Corporate Office:**

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334004 RJ IN