



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 | W: www.bikaji.com

CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

Ref: BFIL/SEC/2025-26/19

Date: May 15, 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 Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended on March 31, 2025, 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



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Bikaji Foods International Ltd.

Press Release - Financial Results for Q4FY25

- **Q4FY25:** Sales of food products grew at 14.8%, however Revenue was flat YoY on account of one-time PLI adjustment in base quarter; Gross margin at 33.5%; EBITDA margin at 12.1%
- **FY25:** Revenue up by 12.6% YoY (14.6% with PLI adjustment as stated above); Gross margin at 32.3%; EBITDA margin at 12.5%
- **Volume growth:** 8.9% YoY; FY25: 10.3% YoY.
- Focus markets have grown by 38.6% YoY; FY25: 26.2% YoY
- Increased Direct Coverage by ~22.9 k outlets in Q4

Gurugram, 15th May, 2025:

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 Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended on March 31, 2025

Financial Overview

Q4FY25 Financial Performance Summary:

- Volume grew 8.9% YoY, but Revenue from operation was flat YoY at Rs. 6,136 mn on account of one-time PLI adjustment in base quarter
- EBITDA was INR 743 mn with a margin of 12.1%
- Profit After Tax (PAT) stood at INR 399 mn
- Earnings per share (EPS) (Basic) stood at Rs. 1.78

Q4FY25 Business Segments Review:

- **Ethnic Snacks:** Revenue grew by 11.4% YoY; constitutes ~71.3% of overall revenue
- **Packaged Sweets:** Revenue de-grew by 1.4% YoY; constitutes ~7.2% of overall revenue
- **Western Snacks:** Revenue grew by 21.5% YoY; constitutes ~9.1% of overall revenue
- **Papad:** Revenue grew by 5.0% YoY; constitutes ~7.8% of overall revenue

FY25 Financial Performance Summary:

- Revenue from operation grew 12.6% YoY to Rs. 26,219 mn with Volume growth of 10.3% YoY
- EBITDA is at INR 3,283 mn with margin of 12.5%
- Profit After Tax (PAT) stood at INR 1,943 mn
- Earnings per share (EPS) (Basic) stood at Rs. 8.02

Corporate Office: Plot No. E - 558 - 561, C - 569 - 572, E - 573 - 577, F - 585 - 592, Karni Extension, RIICO Industrial Area, Bikaner, Rajasthan - India - 334004

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FY25 Business Segments Review:

- **Ethnic Snacks:** Revenue grew by 12.0% YoY; constitutes ~68.1% of overall revenue
- **Packaged Sweets:** Revenue grew by 13.2% YoY; constitutes ~13.3% of overall revenue
- **Western Snacks:** Revenue grew by 17.7% YoY; constitutes ~8.5% of overall revenue
- **Papad:** Revenue grew by 11.9% YoY; constitutes ~5.9% of overall revenue



Deepak Agarwal

Managing Director,
Bikaji Foods International Limited.

*“This year the Company has delivered a **10.3% volume and 14.8% of value growth YOY**, driven by strong demand across our core product lines. Despite good top-line growth, gross margins were slightly impacted due to unexpected and significant inflationary pressure on key raw materials. While we had measures in place to mitigate cost volatility, the sharp and unanticipated increase in input prices particularly in edible oil put temporary pressure on profitability.*

The year has been marked by robust growth, strategic advancements, and a steadfast commitment to delivering value to our stakeholders. While rural markets began showing encouraging signs of recovery post the first half, urban demand remains in a gradual recovery phase. Our growth was driven by focused execution, improved penetration, and strong brand resilience.

*To remain ahead in an increasingly competitive snacks and sweets market, we are sharpening our focus on **product innovation and data-led distribution**. We are leveraging advanced analytics to optimize channel strategies and improve regional product mixes. Additionally, investments in supply chain automation, digital marketing, and strategic partnerships will play a key role in expanding both reach and relevance.”*

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, 2025, 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.

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