



# **BIKAJI FOODS INTERNATIONAL LIMITED**

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CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

**Ref: BFIL/SEC/2024-25/44**

**Date: July 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: Investor Presentation/ 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 the copy of the Investor Communication or Presentation in relation to the Un-audited Standalone and Consolidated Financial Results of the Company for the quarter ended on June 30, 2024.

In compliance with the Regulation 46 of the Listing Regulations, the above Investor 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 FOODS INTERNATIONAL LIMITED



## Q1FY25 EARNINGS PRESENTATION

July 24<sup>th</sup>, 2024



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## DISCLAIMER



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.

All financial data in this presentation is obtained from the unaudited/audited financial statements and the various ratios are calculated based on these data. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, invitation or a solicitation of any offer, to purchase or sell, any shares of Bikaji Foods International Ltd. and should not be considered or construed in any manner whatsoever as a recommendation that any person should subscribe for or purchase any of Bikaji Foods International Ltd. shares. None of the projection, expectations, estimates or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projects, expectations, estimates or prospects have been prepared are complete or comprehensive .

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## Q1FY25 KEY FINANCIAL HIGHLIGHTS

BIKAJI

Strong Quarter Performance with  
**33.9% Gross Margin & 16.0% EBIDTA Margin**

**18.7%** ↑

Revenue from operations

**INR 5,722 mn**

**16.2% underlying volume growth**

**39.2%** ↑

EBITDA

**INR 916 mn**

**40.2%** ↑

PAT

**INR 581 mn**

### ***Growth in Snacks Category***

***Traditional – 16.0%***

***Western – 26.0%***

***Overall - 17.1% (underlying  
volume growth – 18.5%)***

**33.9%**

Gross margin at

**(up 110 bps YoY)**

**16.0%**

EBITDA Margin at

**(up 240 bps YoY)**



# MANUFACTURING FACILITIES

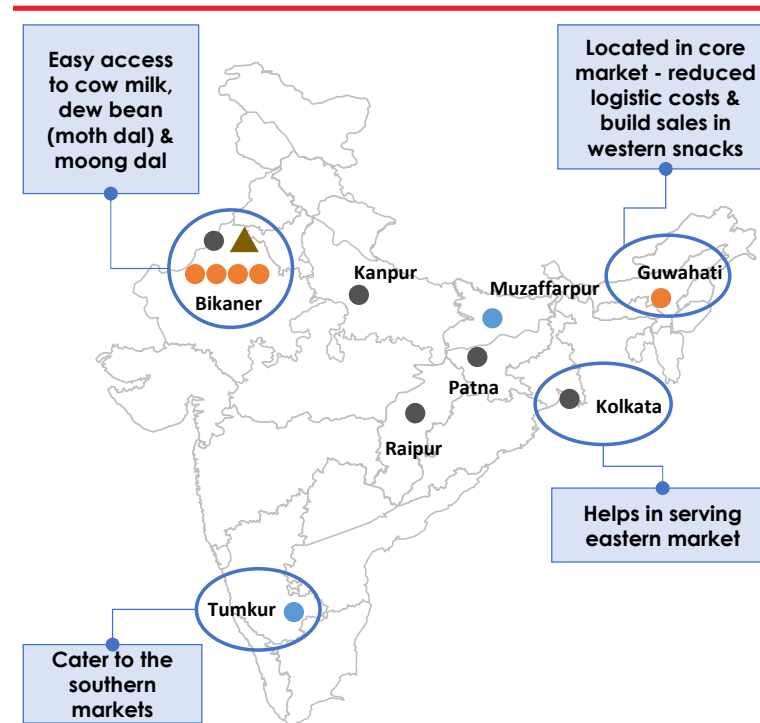


## Category wise Installed Capacity

Installed Capacity as on 30 <sup>th</sup> June 2024	
Category	Capacity (in metric tonnes)
Bhujia	57,600
Namkeen	106,440
Packaged Sweets	62,280
Western Snacks	46,800
Machine made Papad	6,900
Hand made Papad	9,000
Other	10,800
<b>Total</b>	<b>299,820</b>

**Completed entire Capex as per PLI commitment**

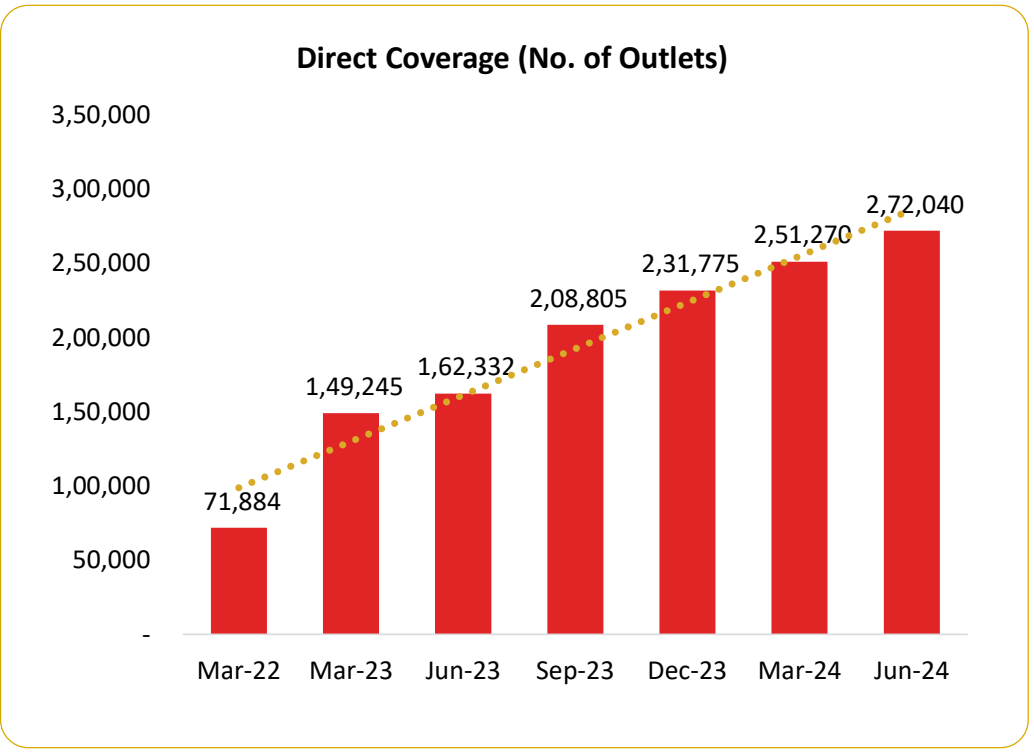
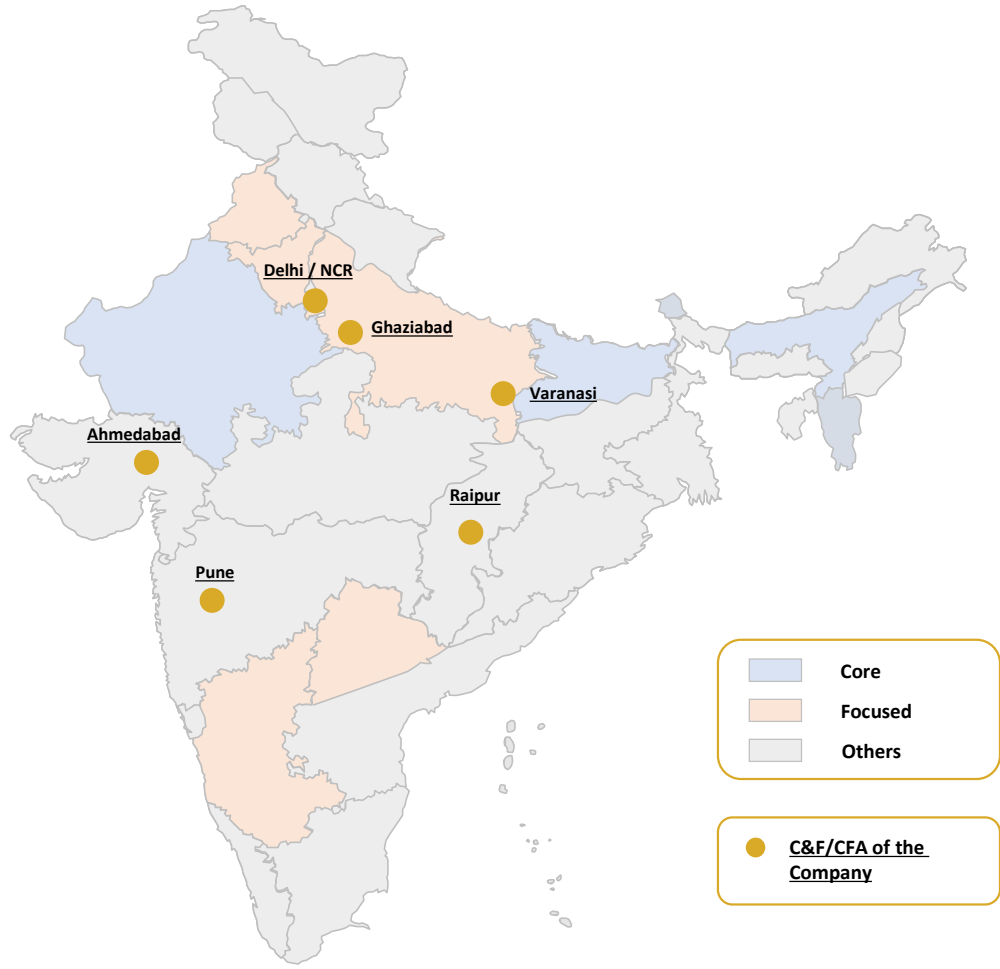
## Manufacturing facilities



**Strategically located manufacturing facilities**



# PAN INDIA DISTRIBUTION



Focus on increasing direct reach

Continued focus on direct distribution model

Overall total reach as on 30 June 2024 – 10.8 Lacs outlets





# MARKETING INITIATIVES



# BTL MARKETING ACTIVITIES



**MEHANDIPUR – BALAJI Temple**  
Shop boards and in store branding executed for 27 shops near Balaji temple



**SHRINATHJI – NATHDWARA Temple**  
Shop boards and in store branding executed for 44 shops near Nathdwara temple



- Vehicle branding completed for over 15 distributor vehicles in Jorhat , Sibsagar, Silchar , Golaghat and Karimganj
- Additionally, branding for more than 40 vehicles is in process at Lakhipur, Kokrajhar, Nalbari, Hojai etc.



Shopboard implementation has started for more than 800+ distributor/ retail outlets in various locations, including Patna, Siwan, Buxar, Chapra, Ara etc.



500+ banners deployed at retailer/ distributor points for chips range

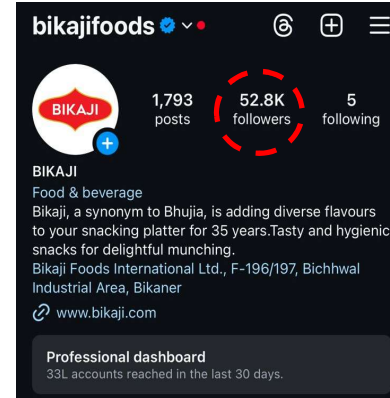


Shopboards done for 130 shops in Pune and Nanded

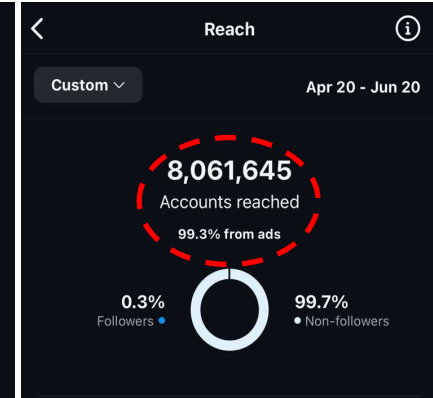
# EVENTS & EXHIBITIONS, SOCIAL MEDIA OVERVIEW



Title sponsors for Food, Travel & Weddings Tourism Expo Summit & Awards



Reached 50k milestone on Instagram



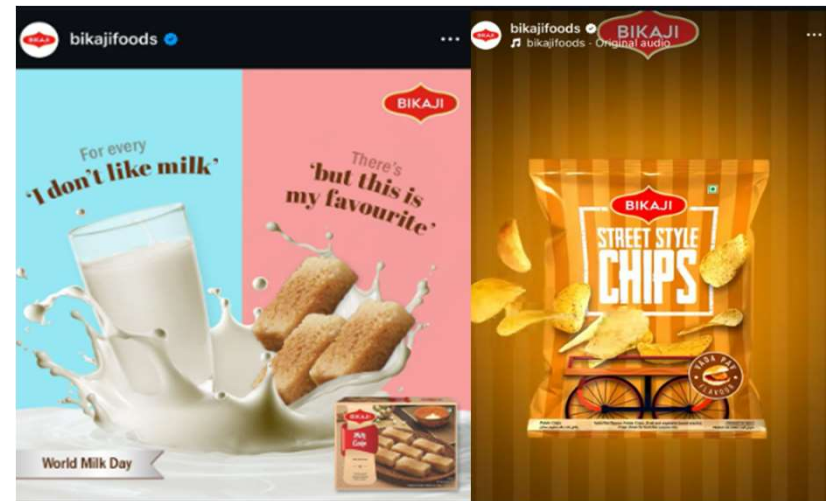
Engagement rate – 13.5%  
Accounts reached – 8 M



Exhibited at Food A'Fair in Hyderabad



Exhibited at Fancy Foods in USA







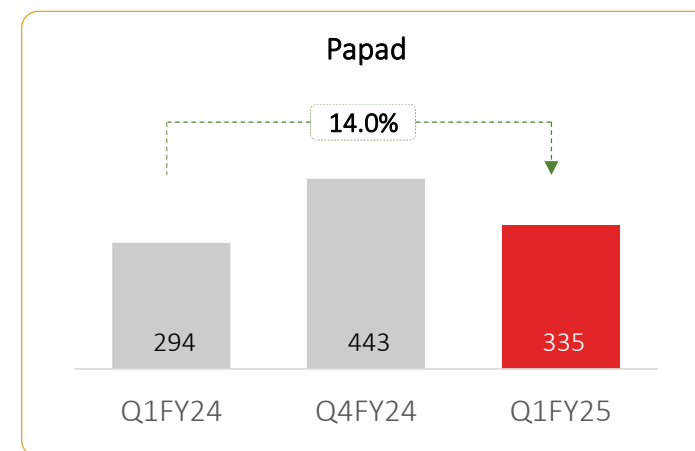
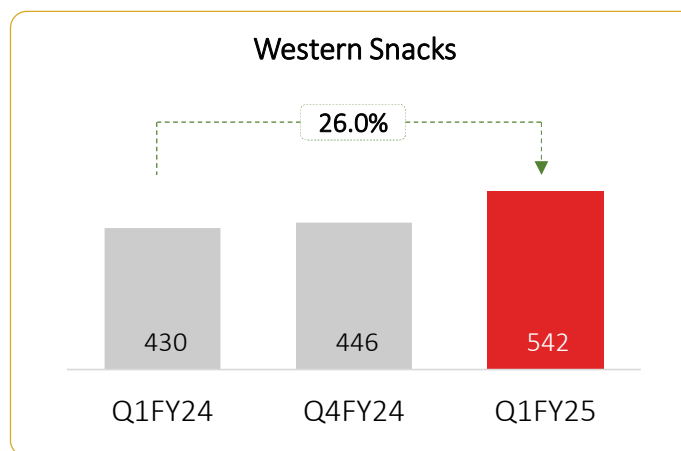
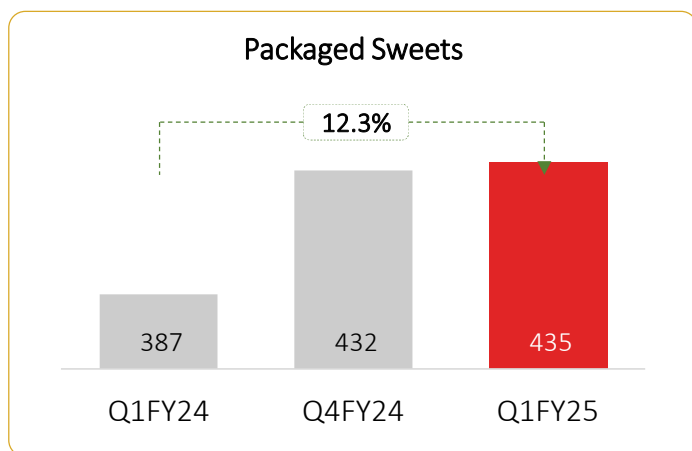
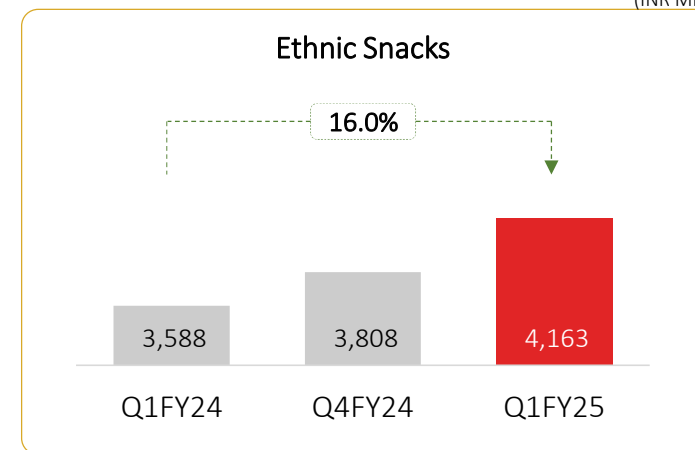
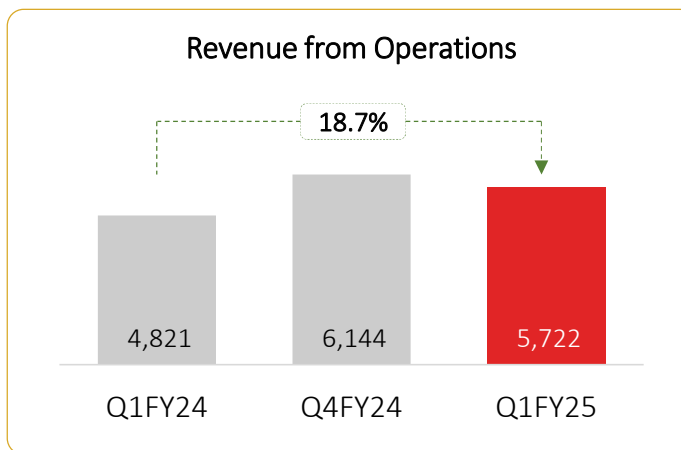
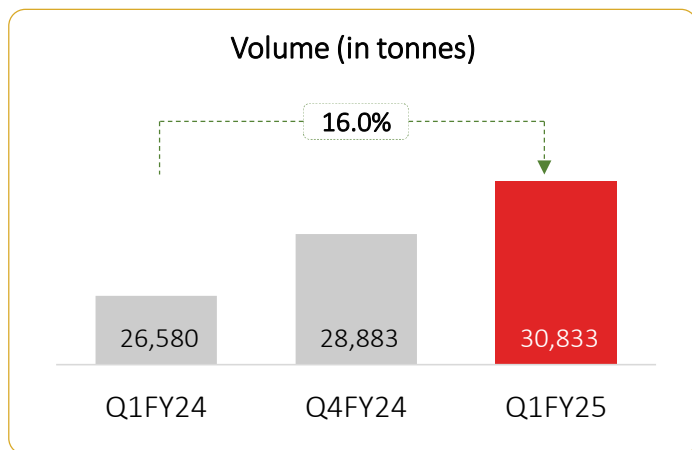
# BUSINESS PERFORMANCE



# Q1FY25 BUSINESS PERFORMANCE



(INR Mn)



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

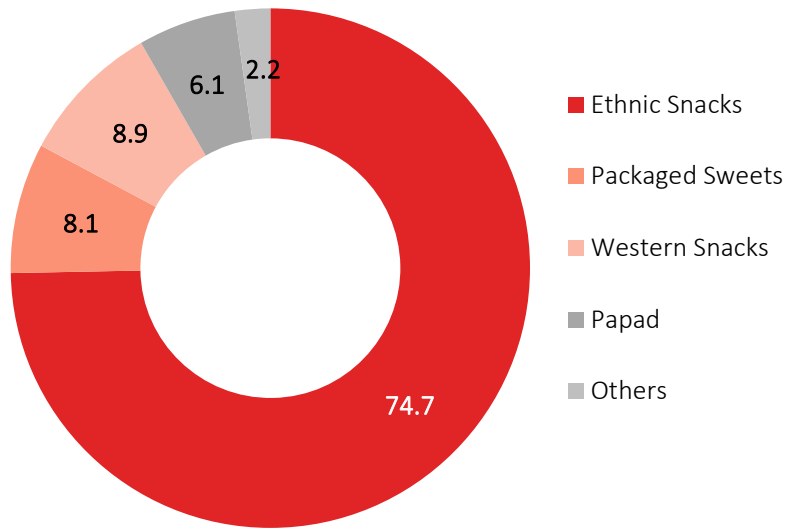


# Q1FY25 PRODUCT MIX

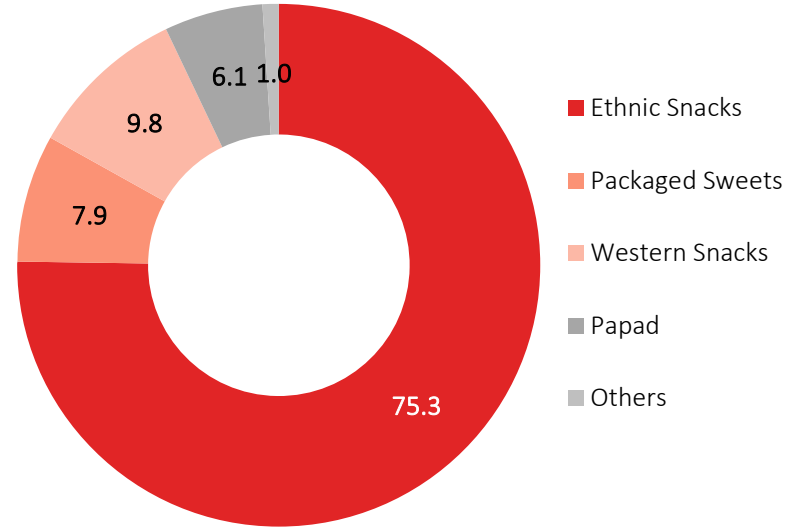


(in %)

### Q1FY24



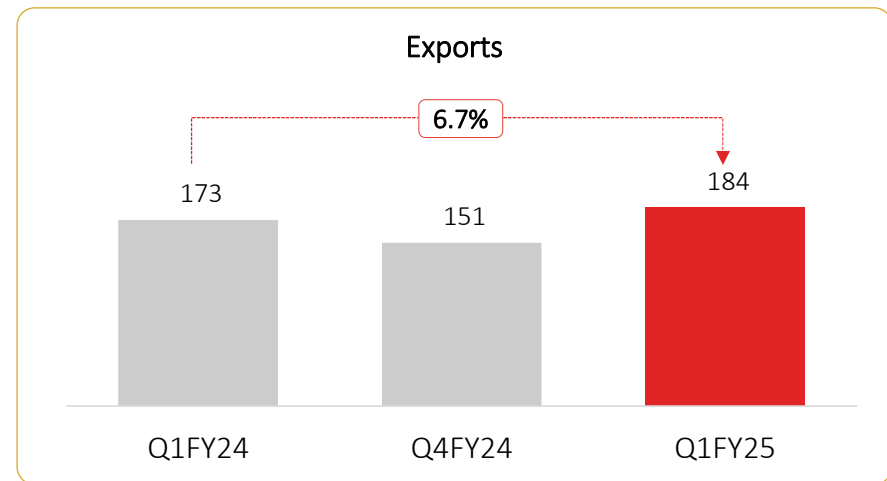
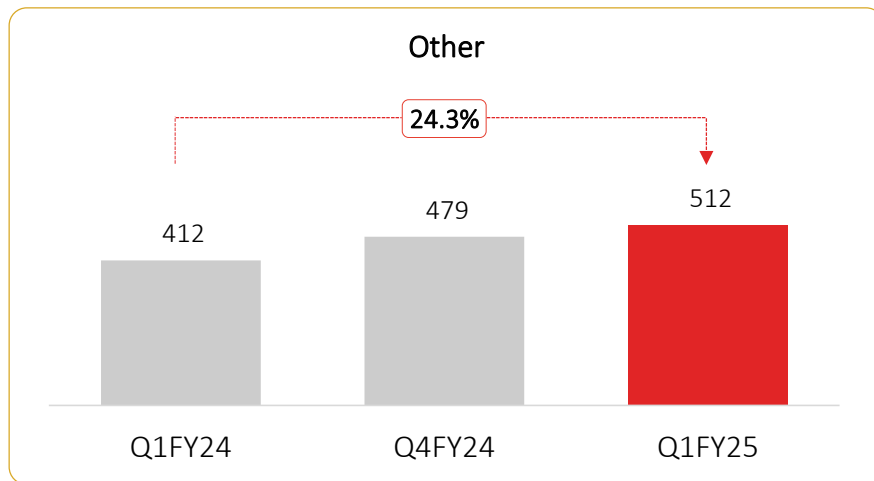
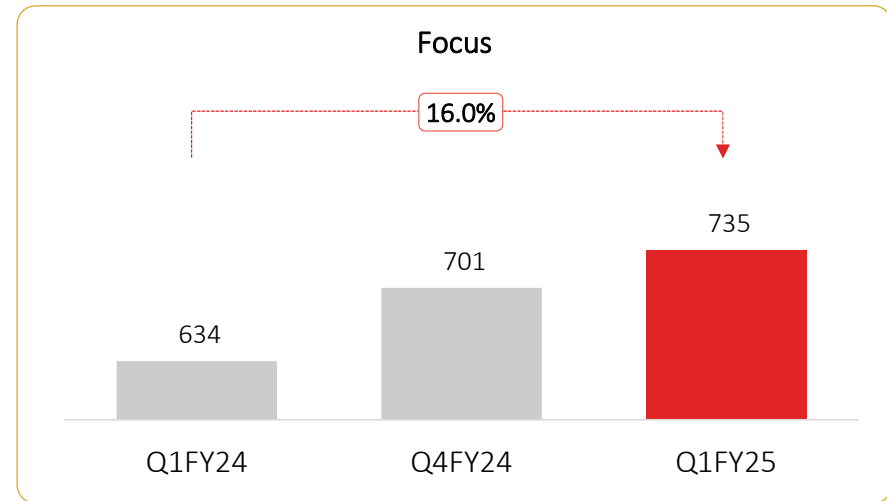
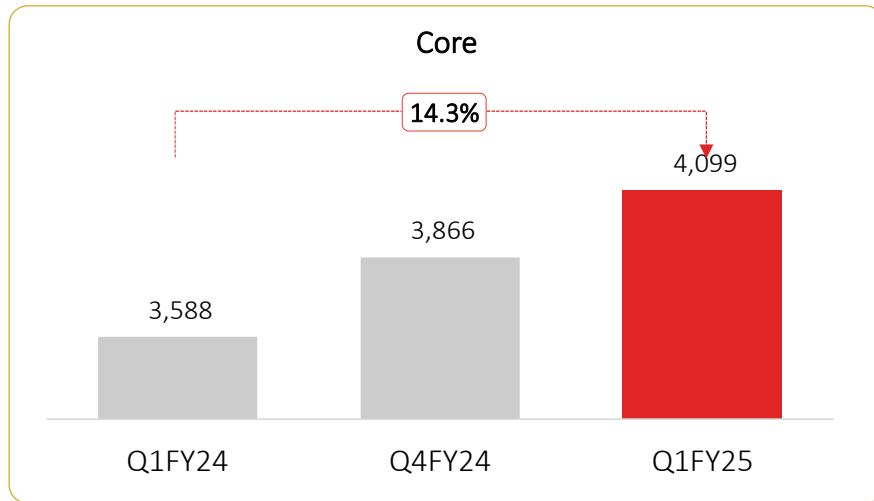
### Q1FY25



# Q1FY25 CORE & FOCUS MARKETS PERFORMANCE



(INR Mn)



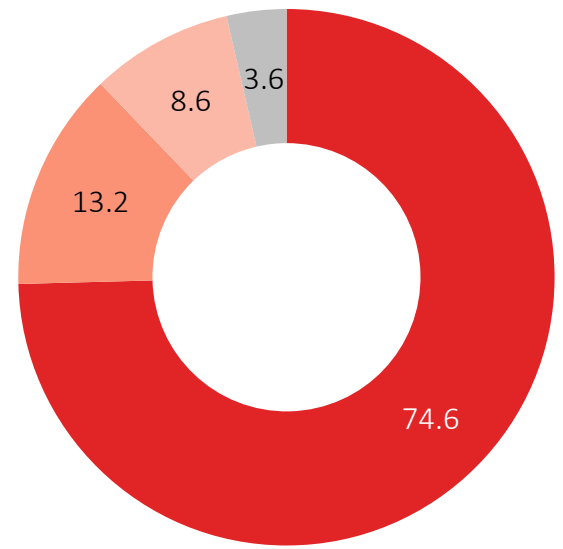


# Q1FY25 CORE & FOCUS MARKETS-WISE MIX



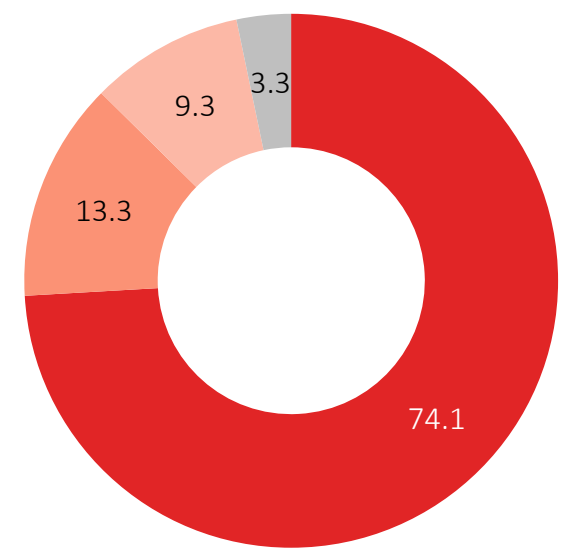
(in %)

### Q1FY24



■ Core ■ Focus ■ Other ■ Export

### Q1FY25

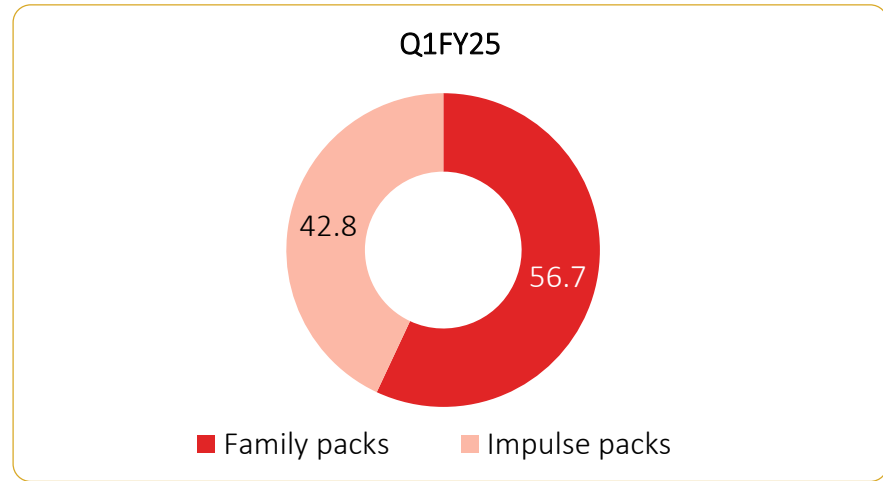
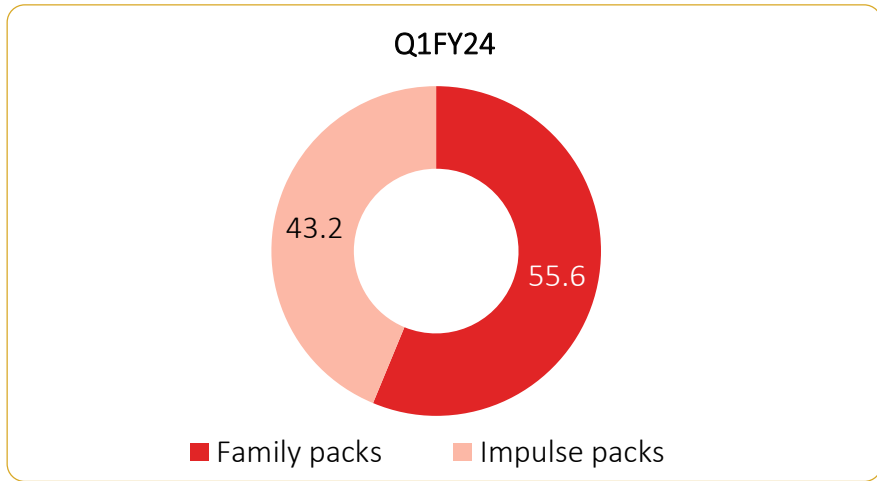
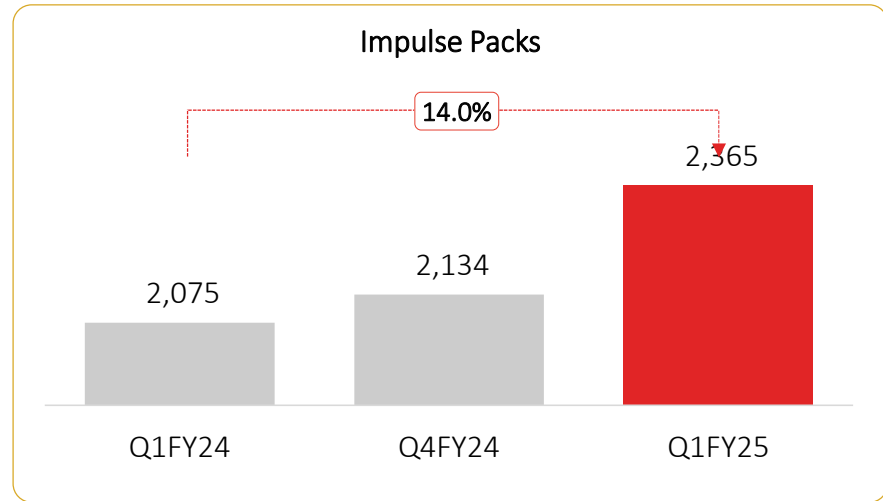
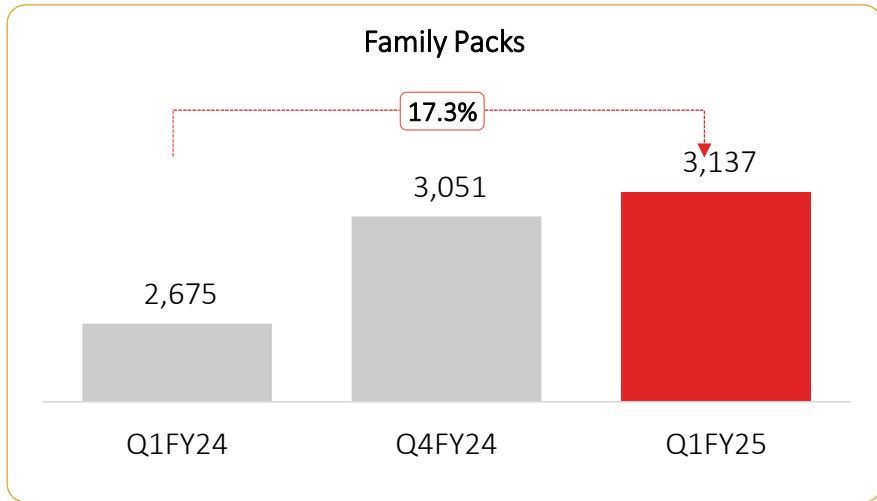


■ Core ■ Focus ■ Other ■ Export

# Q1FY25 SKU MIX- MARKET LEADER IN FAMILY PACK SEGMENT



(INR Mn)



# KEY QUARTERLY HIGHLIGHTS/COMMENTARY

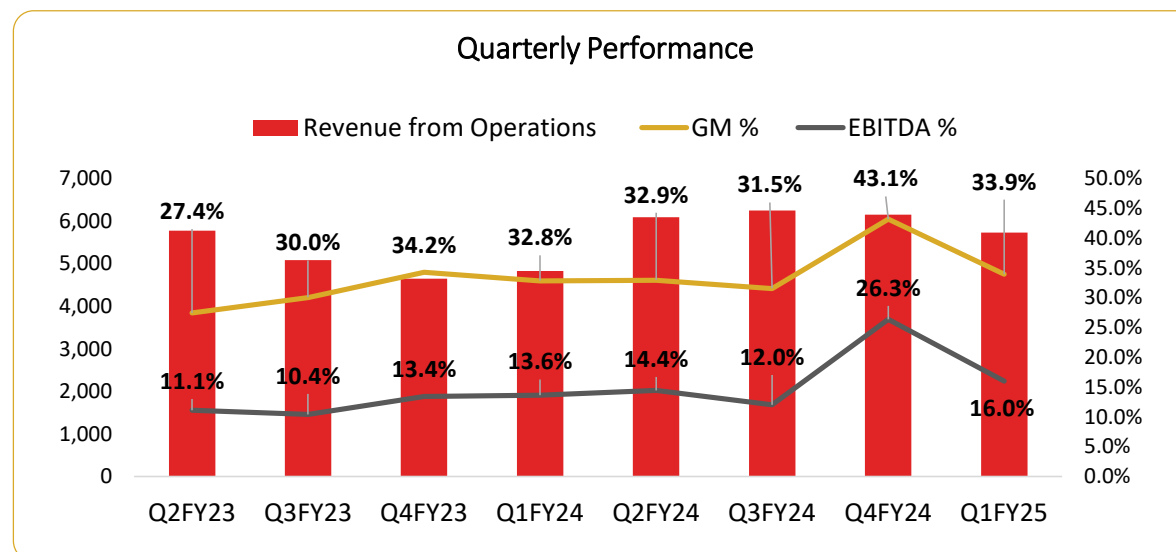


## Key Financial Performance

(INR Mn)

Particulars	Q1 FY25	YoY (%)	QoQ (%)
Total revenue from operations	5,722	18.7%	-6.9%
EBITDA	916	39.2%	-43.2%
PAT	581	40.2%	-50.1%

- Delivered overall **volume growth of 16.2%** and **value growth of 15.1%** YoY in Q1 FY 24-25.
- Delivered **17.1% value growth** in snacks category which is our core strength with underlying **volume growth of 18.5%**.
- Traditional snacks delivered **value growth of 16.0%** and western snacks delivered **value growth of 26.0%**.

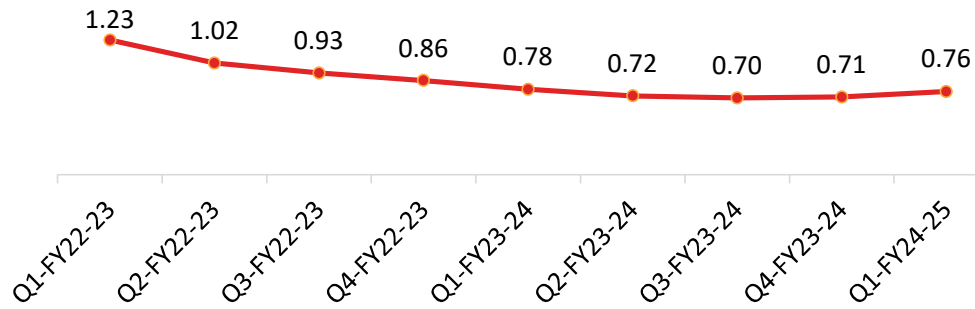




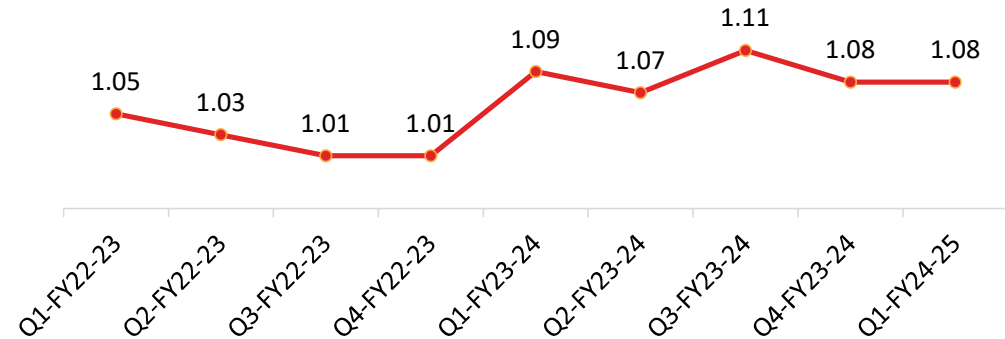
# SENSITIVITY IN KEY MATERIAL CATEGORIES



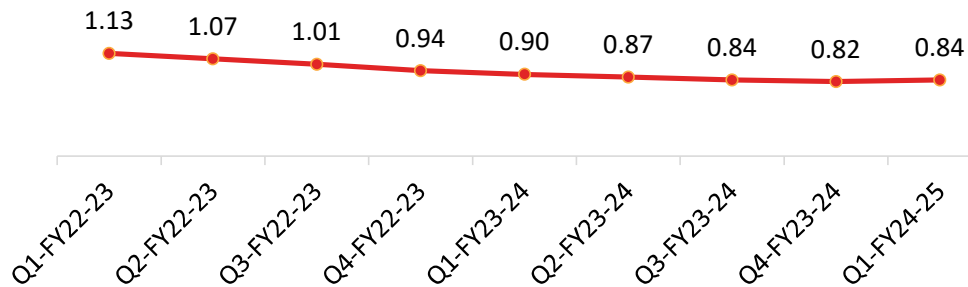
Edible Oil



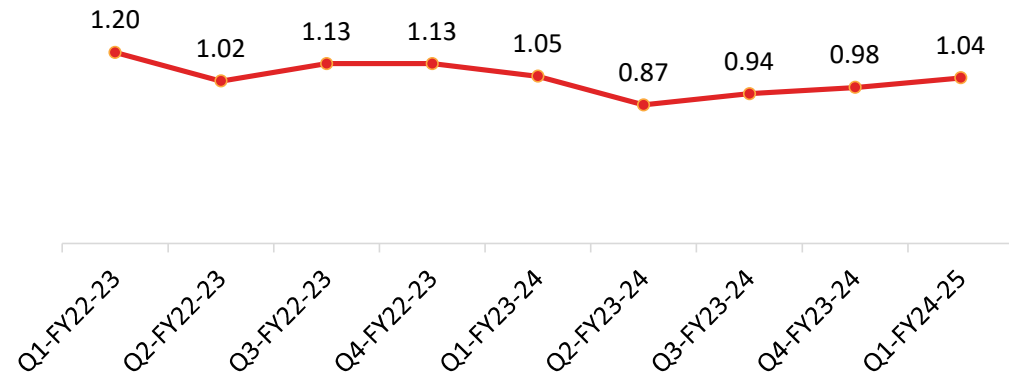
Pulses and Flours



Laminates



Corrugated Boxes



## CONSOLIDATED FINANCIAL PERFORMANCE | P&L



(INR Mn)

Particulars	Quarter ended 30 <sup>th</sup> June, 2024	Quarter ended 31 <sup>st</sup> March, 2024	Quarter ended 30 <sup>th</sup> June, 2023
Revenue from Operations	5,722	6,144	4,821
Other Income	73	115	57
<b>Total Revenue</b>	<b>5,794</b>	<b>6,260</b>	<b>4,877</b>
Cost of Goods Sold	3,779	3,487	3,239
<b>Gross Profit</b>	<b>1,942</b>	<b>2,657</b>	<b>1,582</b>
<b>Gross Margins (%)</b>	<b>33.9%</b>	<b>43.2%</b>	<b>32.8%</b>
<b>EBITDA</b>	<b>916</b>	<b>1,612</b>	<b>658</b>
<b>EBITDA Margin (%)</b>	<b>16.0%</b>	<b>26.2%</b>	<b>13.6%</b>
<b>EBIT</b>	<b>737</b>	<b>1,459</b>	<b>524</b>
<i>EBIT Margin (%)</i>	12.9%	23.7%	10.9%
<b>PAT</b>	<b>581</b>	<b>1,163</b>	<b>414</b>
<b>PAT Margin (%)</b>	<b>10.1%</b>	<b>18.9%</b>	<b>8.6%</b>
<b>EPS (Basic)</b>	<b>2.34</b>	<b>4.64</b>	<b>1.67</b>



# THANK YOU

## Bikaji Foods International Ltd.

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### Prateek Sharma

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Tel: +91 96194 38448 / +91 98191 98843

The Bikaji logo, which is the word 'BIKAJI' in white capital letters inside a red, rounded rectangular shape with a yellow border.

BIKAJI

