GOPAL SNACKS LIMITED
(Formerly known as Gopal Snacks Private Limited)

Regd. Office/Unit 1 - Plot No. G2322-23-24, GIDC, Metoda,
Tal. - Lodhika, Dist - Rajkot - 360021, (Gujarat), India. Ph : 02827 297060
CIN : L15400GJ2009PLC058781
email : info@gopalsnacks.com | www.gopalnamkeen.com

Ref: GSL/CS/SE/Q2/2025-26 **Date: 06.08.2025**

BSE Limited
Department of Corporate Services,
Pheroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001

Script code: 544140

National Stock Exchange Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Mumbai – 400051

Symbol: GOPAL

Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of the Investor Presentation in relation to the Unaudited Standalone Financial Results of the Company for the quarter ended on 30th June 2025.

In compliance with Regulation 46 of the Listing Regulations, the Investor Presentation will also be available on the website of the Company at www.gopalnamkeen.com

Please acknowledge and take on your record. Thanking You.

Yours Faithfully,
For, GOPAL SNACKS LIMITED

Gangani Mayur Popatbhai
Digitally signed by Gangani Mayur Popatbhai
Date: 2025.08.06 17:06:59 +05'30'

CS Mayur Gangani
Head – Legal & Compliance
cum Company Secretary
Membership No. F9980

Encls: as above

Q1 FY2026
Earnings Presentation

Gopal Snacks Limited

BSE: 544140, NSE: GOPAL


GOPAL
Cristos
Mexican Chilli
GOPAL
NAMKEEN
Soya Sticks
Masala Masti
GOPAL
Chips
Masala Bite
GOPAL
NAMKEEN
PLAIN PONGA
GOPAL
Chips
Creamy Onion
GOPAL
NAMKEEN
Tikha Mitha Mix
NEW PACK
GOPAL
NAMKEEN
Papdi GATHIYA
RICH IN PROTEIN
GOPAL
NAMKEEN
Farali Chivda
NAMKEEN
GOPAL
BESAN

INDEX

Gopal Snacks | Business Overview

Manufacturing

6 (Incl. 3 Ancillary units)
Manufacturing Facilities

308,479 MT
Total Installed Capacity

40,000 MT
In-house Cold Storage

Distribution

14 States and 2 Union Territories

841
Distributors

296
Owned Logistics Vehicles

Financials

INR 322 Cr
Revenue

INR 15 Cr
EBITDA

INR 3 Cr*
PAT

Product Portfolio:
97 Products & 367 SKUs

Vertically Integrated Facilities

Sustainability:
Solar Power and Wind Turbine

Exports:
Canada, UAE, UK, USA and More

*Exceptional item on account of fire of Rs. 0.2 Cr profit was booked in Q1 FY26

Business Overview

Q1 FY26 Result Snapshot

Revenue from Operations	Gross Profit	Margin	EBITDA	Margin	PBT*	Margin	PAT**	Margin
Rs. 322.2 Cr	Rs. 83.7 Cr	26.0%	Rs. 15.2 Cr	4.7%	Rs. 5.3 Cr	1.6%	Rs. 2.5 Cr	0.8%
▼ 9.1% YoY	▼ 18.6% YoY		▼ 62.8% YoY		▼ 84.0% YoY		▼ 89.6% YoY	

	Wafers Segment	Gathiya Segment	Focus Market	Other States
Volume	▼ 14.3% YoY	▼ 4.9% YoY	▲ 3.6% YoY	▲ 17.4% YoY
Revenue	▼ 4.1% YoY	▼ 7.0% YoY	▼ 3.0% YoY	▲ 19.5% YoY

Focus Market *includes Chhattisgarh, Madhya Pradesh, Maharashtra, Rajasthan and Uttar Pradesh;* ***Other States*** *includes Delhi, Bihar, Goa, Jharkhand, Karnataka, Odisha, Telangana, Uttarakhand, Andhra Pradesh and West Bengal*

Volume (In Packets)

** PBT before exceptional items*

*** Exceptional item on account of fire of Rs. 0.2 Cr profit was booked in Q1 FY26*

Q1 FY26 Management Commentary

Q1 FY2026 was a quarter of steady execution and strategic realignment for Gopal Snacks amid a dynamic market landscape. While demand trends remained moderate, the Company delivered a strong performance supported by a focused product mix and operational efficiencies. Revenue from operations stood at Rs. 322.2 Cr, up 1.7% QoQ. Gross margins improved sequentially to 26.0%, supported by cost optimization and production leverage. EBITDA margins increased to 4.7%, showing the positive impact of our cost-saving efforts and operational focus.

An exceptional profit of Rs. 0.2 Cr was reported during the quarter, relating to scrap sales of fire impacted plant & machinery which occurred in Q3 FY25. While the core operations at this plant remain suspended, the Gondal unit continues to serve as a critical replacement facility. The insurance claim process is progressing as per plan, with asset reinstatement and claim recognition expected in due course. Despite this disruption, we ensured minimal impact on product availability and distribution.

Improving operational efficiency remained a key priority. The Gondal unit operated at over 60% utilization and played an important role in maintaining stable supply. Modasa and Nagpur plants also performed steadily, supported by a region-based supply chain model that helped reduce costs and improve delivery speed. Our Distribution Management System (DMS) further improved real-time visibility and helped distributors manage stock and orders more efficiently.

We remain committed to building a strong foundation for sustained growth. Our manufacturing footprint and backward-integrated model have allowed us to absorb input cost fluctuations while maintaining product quality.

During the quarter, our focus on the core and focus markets remained intact, with the appointment of new micro-distributors under the SSD model to deepen our regional penetration. A disciplined approach to capacity planning and market development continues to guide our strategy.

The Modasa facility expansion remains on track, with commissioning targeted in early Q2 FY2026. This will unlock incremental production capability to cater to growing demand, especially in the Wafers and Namkeen categories. Enhanced automation and streamlined layouts at the new facility will further strengthen our operational readiness.

We also stepped up our marketing and brand-building efforts. New packaging designs, better in-store branding, and greater visibility at airports and public spaces are helping to improve brand recognition. Our growing presence across digital platforms and partnerships with e-commerce and modern retail chains are already beginning to show positive results.

Looking ahead, we remain optimistic about the business outlook. Our focus in FY2026 will remain on expanding our product range, reaching more customers, and using technology to improve every part of the business, from manufacturing to marketing. As the snacks market in India continues to grow, we aim to strengthen our position in both traditional and modern retail formats. With the support of our experienced team, growing distribution network, and expanding manufacturing capacity, we are well-prepared to capture new growth opportunities and deliver lasting value to all stakeholders.

Mr. Bipin Hadvani
Chairman and Managing Director

Diversified Product Portfolio

Product Types	Gathiya	Namkeen	Snack Pellets	Wafers	Extruded Snacks	Papad	Besan	Spices	Other Products*
# Products	8	33	11	11	8	3	1	6	16
Installed Capacity (Jun-25)	61,721 MT	79,317 MT	31,372 MT	12,503 MT	7,161 MT	9,920 MT	46,345 MT	9,207 MT	-
Capacity Utilisation (Jun-25)	41%	30%	43%	53%	53%	18%	66%	10%	-
Revenue Contribution (Jun-25)	29%	25%	17%	11%	2%	3%	6%	0%	3%

*Other Products include Noodles, Rusk, Chikki, Flour, Jaggery, Wafer Biscuit, Beauty Soap & Washing Bar; Balance Revenue Contribution of 4% comes from other products like sale of by-product, raw materials & subsidy

New Product Launches

Cheese Popcorn

Salted Popcorn

Wafer Biscuit

Wafer Biscuit

Wafer Biscuit

Expanding Distribution Footprint

GOPAL NAMKEEN

Utilizing our extensive distribution network to deliver strong earnings and position the company for sustainable growth

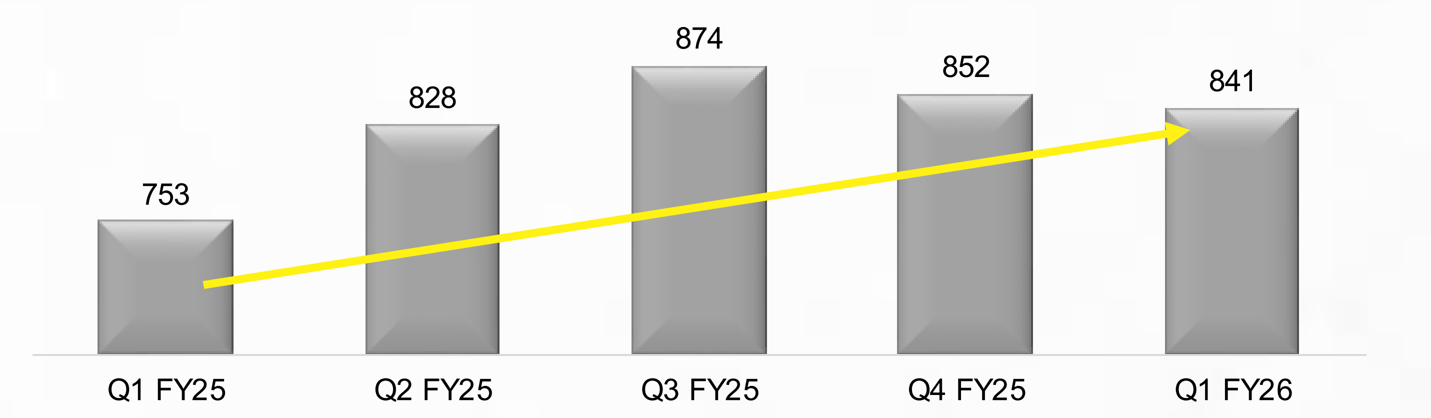
Number of Distributors — **841***

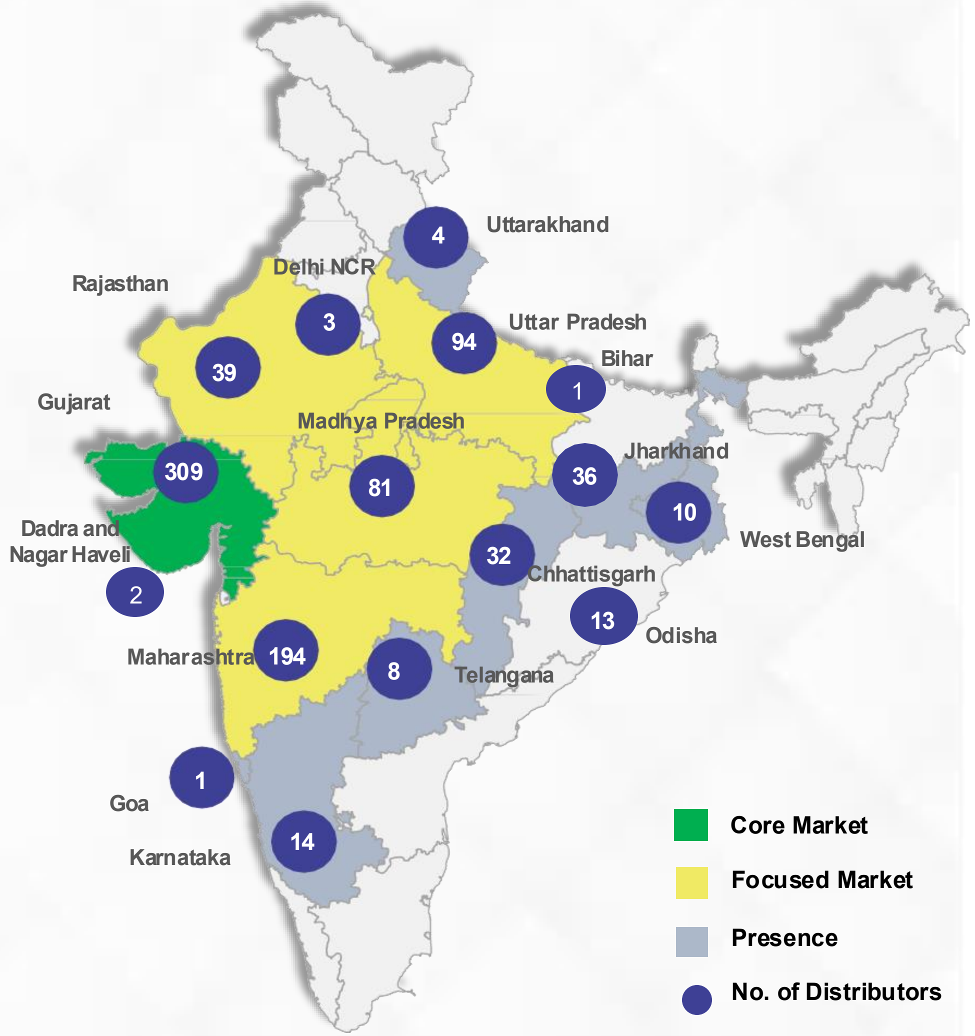
Own Logistics Vehicles — **296**

Distribution Management Systems (DMS)

to improve supply chain efficiency, by incorporating advanced features which allow distributors to track shipments, receive real-time updates on schemes, assess their ROI and gain visibility on their product sales

Consistently expanding the Distribution Network (Nos.)



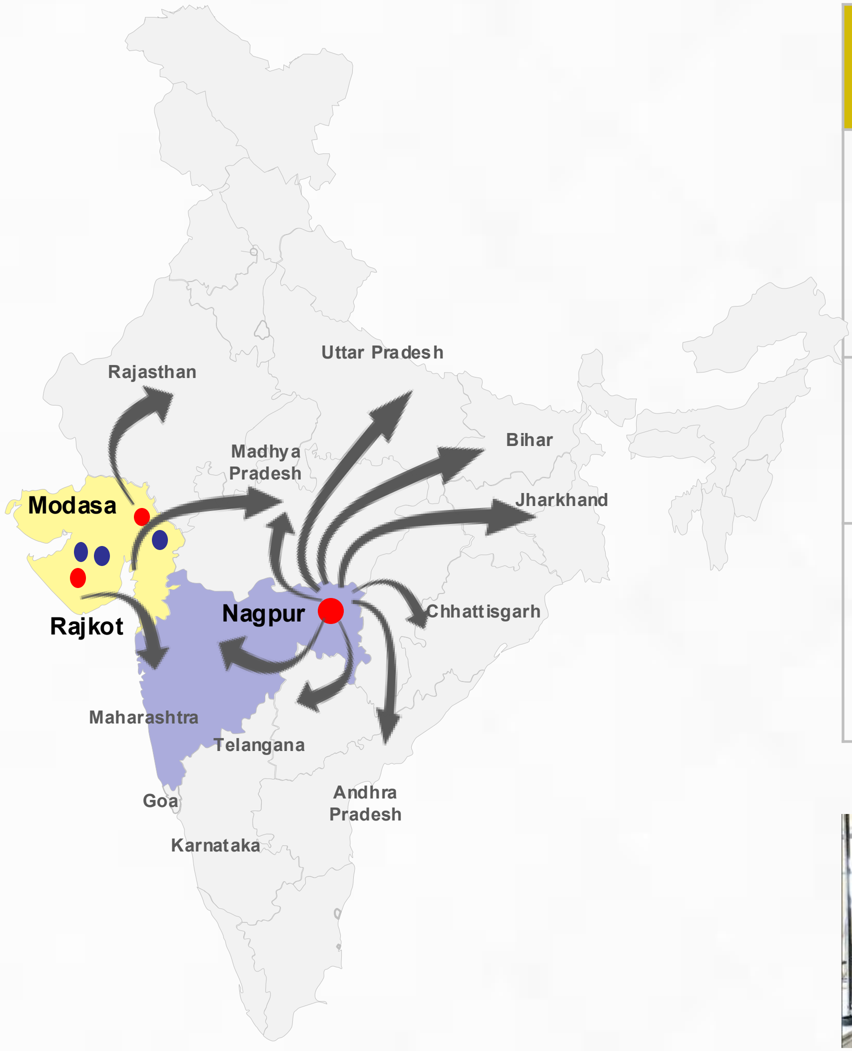


*Excludes 65 Micro distributors appointed in various districts of Gujarat, Maharashtra, MP, Rajasthan & Goa under SS/SSD model to mitigate supply chain disruption

Strategically Located Manufacturing Facilities

Primary Facility	Capacity (MTPA)	Utilization (%)	Product Range
Rajkot	0^	0.0%	Gathiya Namkeen Snack Pellets Extruded Snacks
Gondal#	64,995	61.6%	Gathiya Namkeen Snack Pellets Extruded Snacks
Modasa*	34,668	49.2%	Wafers Snack Pellets Namkeen Extruded Snacks
Nagpur	95,821	18.2%	Gathiya Namkeen Snack Pellets Wafers Extruded Snacks Papad

*Excludes cold storage capacity of 40,000 MT



Ancillary Facility	Capacity (MTPA)	Utilization (%)	Product Range
Rajkot 1	28,830**	23.1%	Papad Spices Seasoning
Rajkot 2	46,345	66.2%	Besan
Modasa	37,820	27.8%	Raw Snack Pellet

** Includes Papad capacity of 6,510 MTPA

^ Installed capacity has been nullified due to fire

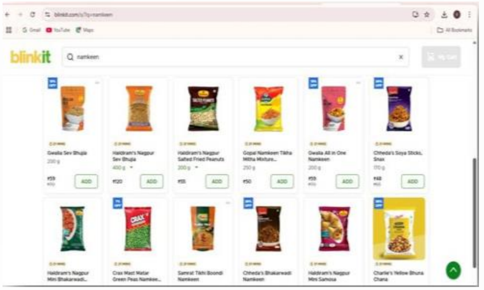
 # Substitute plant of Rajkot & not expansion

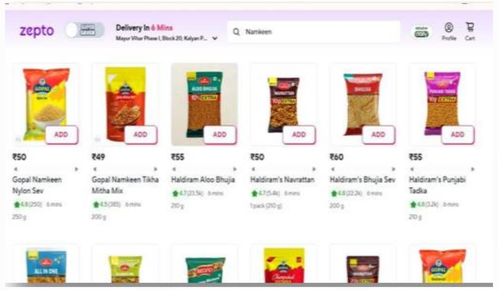
Branding & Marketing

Revamped Product Packaging

Brand Marketing (1/2)

Ecommerce Marketing





POSM

Dangler

Racks

Banners

Events

Cyclofun

Society Activation

Media

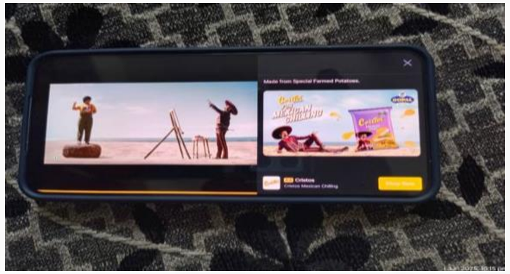
Brand Marketing (2/2)

Airport Vending Machine Wraps

Mumbai, Delhi, Goa & Hyderabad Airport

Vehicle and Shutter Painting

Advertisement



Growth Strategies

Strategic Priorities to Drive Long Term Growth

Accelerating growth, fortifying our business for the future and maintaining a balanced approach to capital allocation

Market Penetration and Expansion

Core Market Strategy: Increase market share by doubling service levels from weekly to by-weekly leading to increase depth at existing outlets.

Focus Market Strategy: Expand in focus markets with substantial growth potential by appointing new distributors in untapped segments and enhancing market share through strategic sales initiatives

Product Strategy, Branding and Innovation

Gathiya: Transform Gathiya into a national sensation by leveraging eight distinctive variants, targeting new states with extensive distribution network

Wafers: Establish a dominant presence in the wafer segment using our advanced manufacturing facility and the largest cold storage facility in India, while introducing new flavors to enhance market share and profitability

Branding & Marketing Initiatives: We plan to execute significant branding and marketing activities in the upcoming quarters, accelerating brand visibility at a PAN-India level

Strategic Partnerships

Partnerships with Supermarkets and Retail Chains: Increase visibility and sales in urban markets through strategic partnerships with major modern outlets along with effective in-store promotions

Enhancing E-commerce and Digital Footprint: Embrace online shopping trends by improving our website, partnering with platforms like Amazon and Flipkart, and utilizing targeted digital marketing to broaden our audience and market presence

Operational Efficiency and Technological Integration

Technological Integration: Implement an integrated ERP system with production alignment and a DMS to streamline the supply chain and enhance decision-making. Utilize AI to monitor and maximize secondary sales at retail outlets, improving sales team performance

Operational Leverage: Optimize production efficiencies and manage fixed costs through backward integration, enabling competitive pricing strategies and maximizing profitability while expanding our product portfolio

Enhancing Presence in Alternate Trade Channels

Robust alternate trade channels model with unified experience

UNIFIED EXPERIENCE

E-Commerce

amazon

Flipkart

shopsy

Jumbotail

Quick Commerce

bb

zepto

Swiggy Instamart

blinkit
India's Last Minute App

Modern Trade

Reliance RETAIL

DMart

Other Channels

Western and Central Railways, IRCTC

VENDIMAN

Instant Commerce

Hyderabad and Mumbai metro

Delhi, Mumbai, Hyderabad and Goa Airport

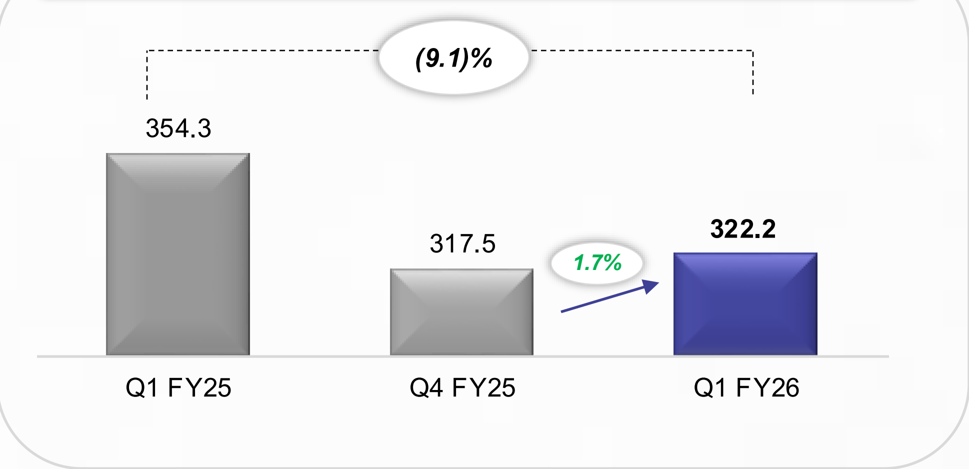
- Order Placement
- Order Processing
- Shipping
- Delivery

Financial Performance

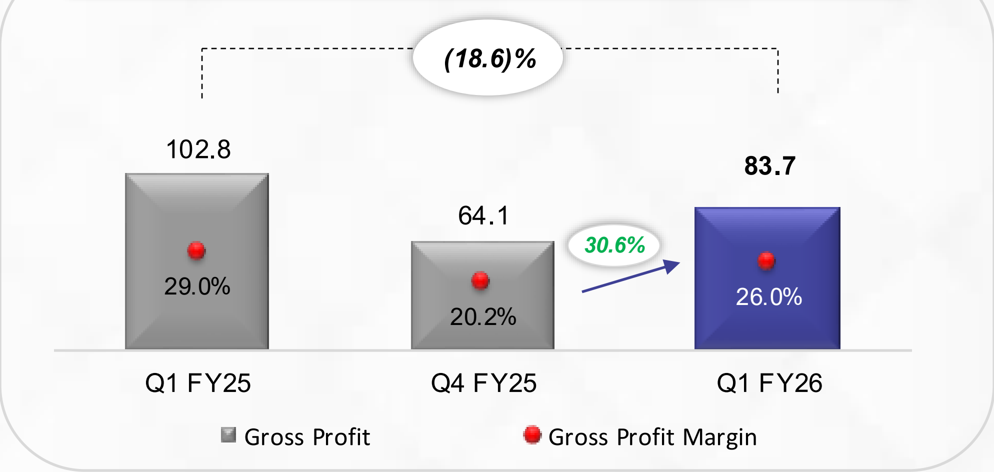
Q1 FY26 Financial Performance

All figure in Rs. Cr.

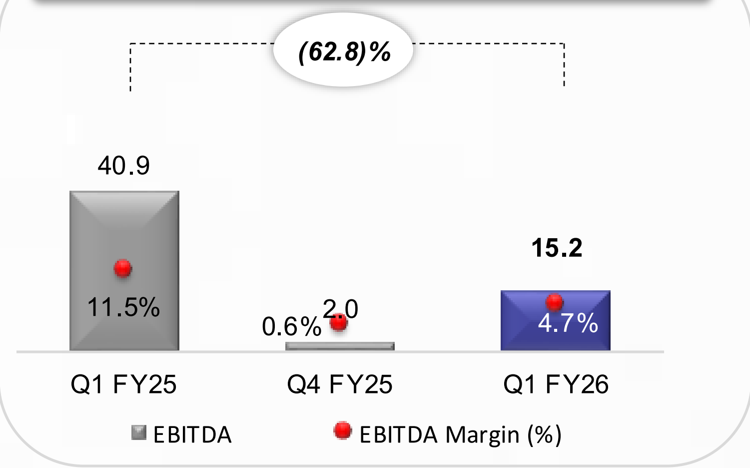
Revenue from Operations



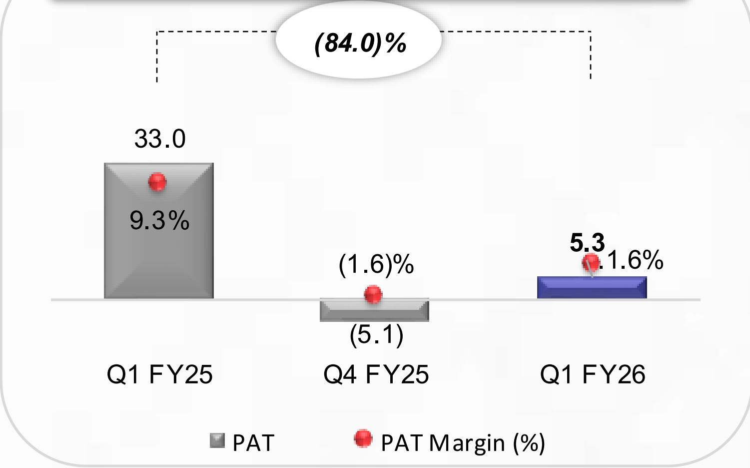
Gross Profit and Margin*



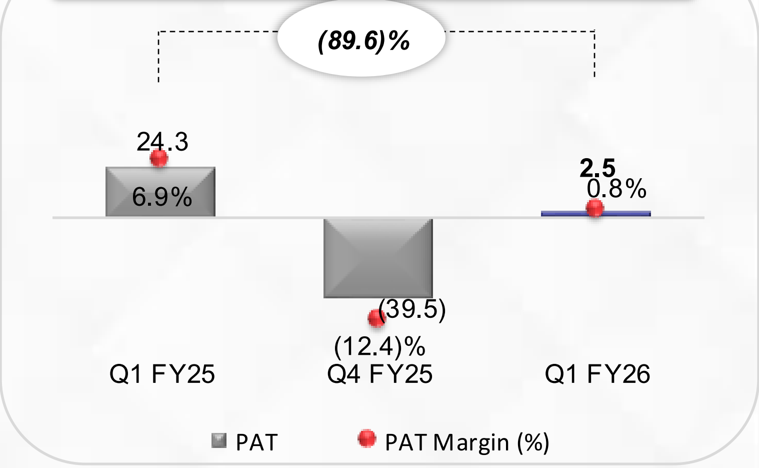
EBITDA and Margin*



PBT and Margin (before exceptional items)



PAT and Margin (after exceptional items)

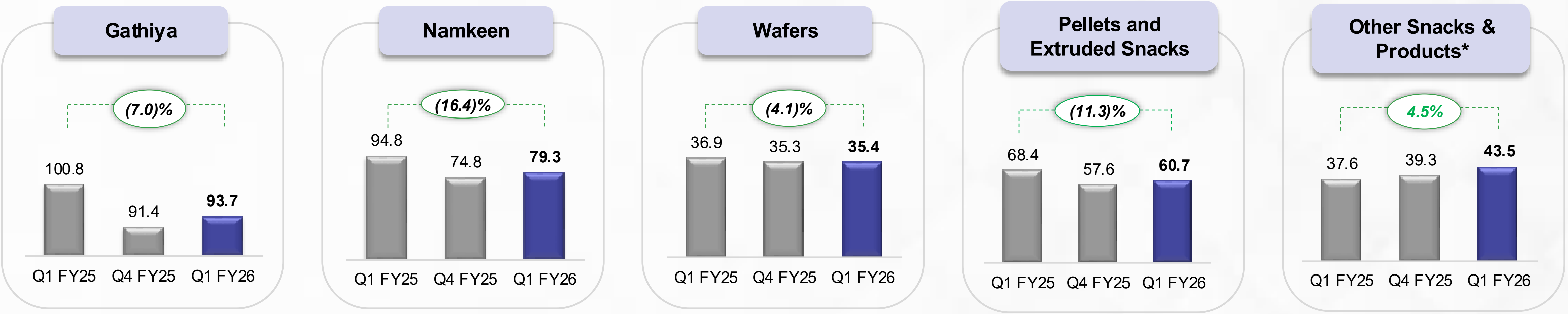


*Excludes Other Income

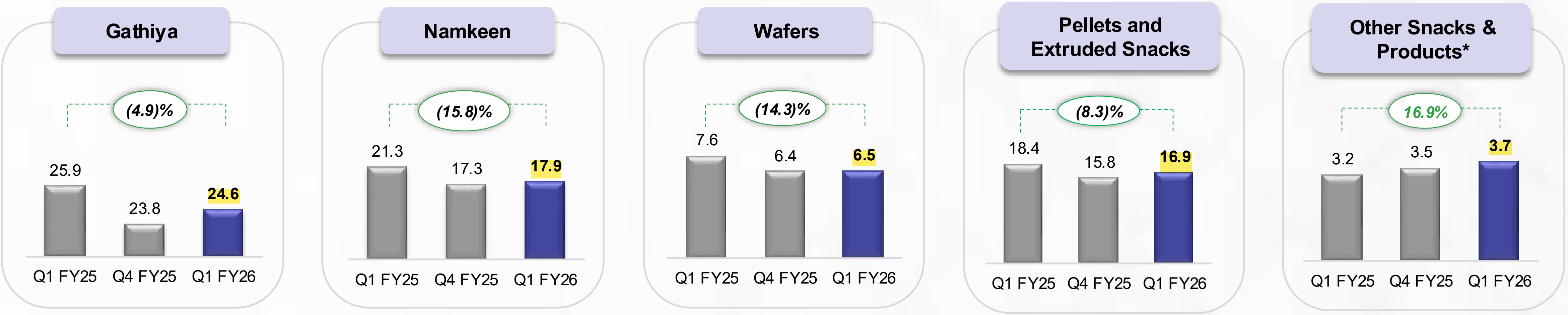
Q1 FY26 Segment-wise Performance

All figure in Rs. Cr.

Revenue (Rs Cr)



Volume (Cr Packets)

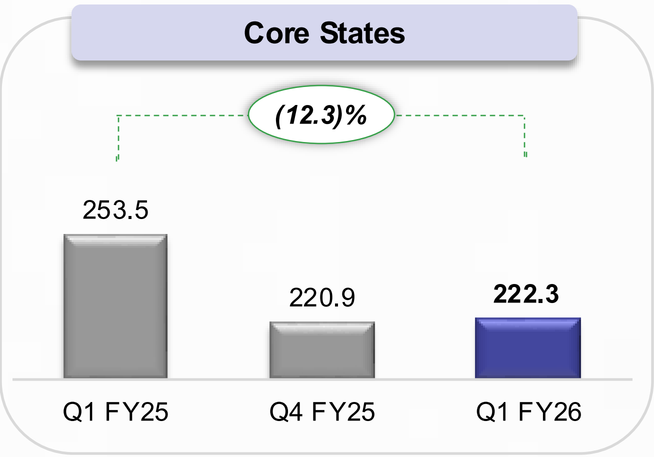


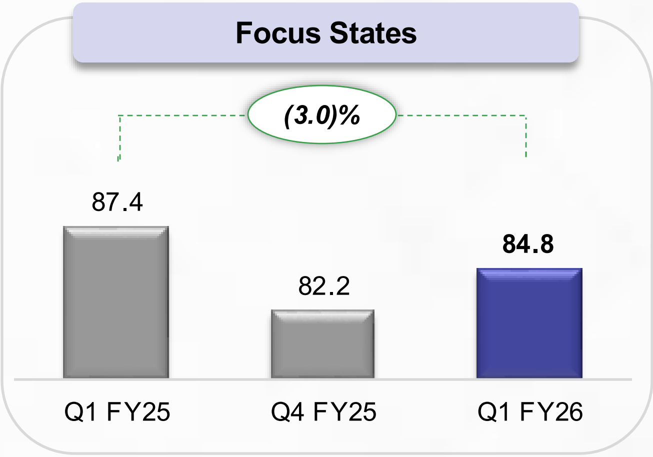
*Other Snacks & Products include Besan, Papad, Spices, Masala Noodles, Bakery Item, Flour, Oil Soap, Jaggery, Wafer Biscuit, Beauty Soap and Chikki

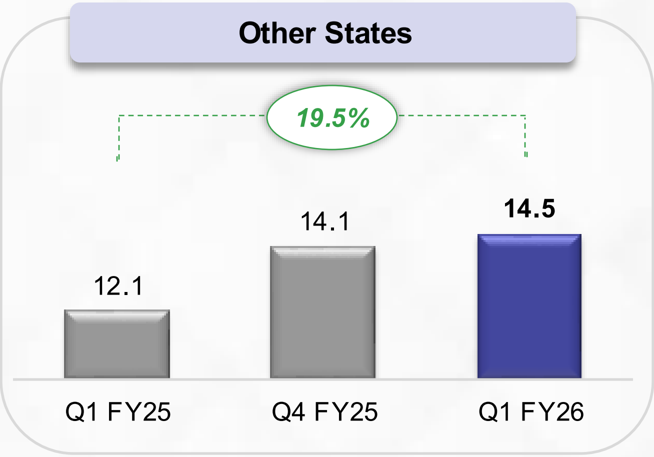
Q1 FY26 Core and Focus Markets Performance

All figure in Rs. Cr.

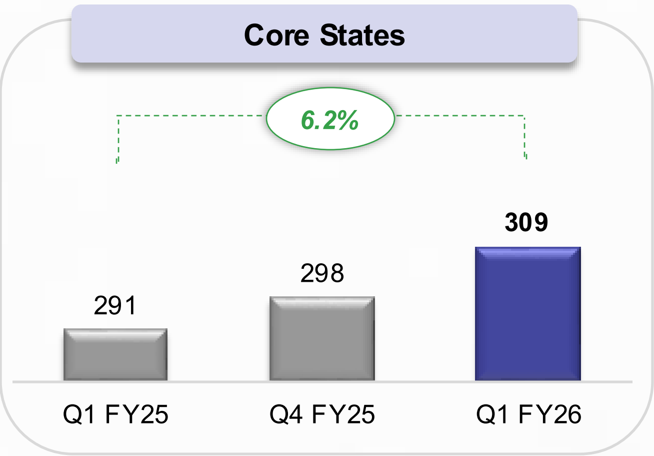
Revenue (Rs Cr)

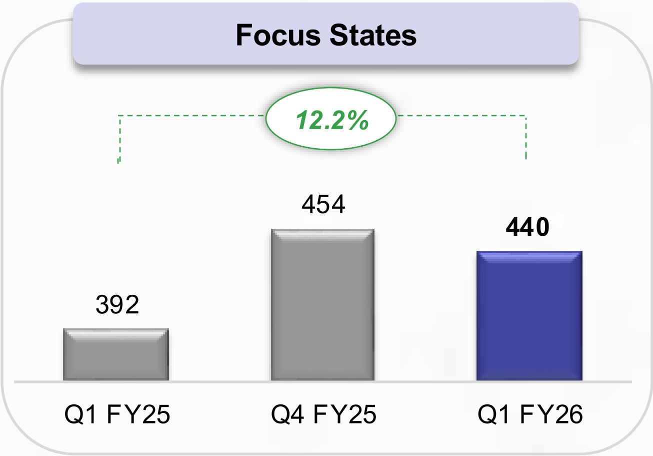


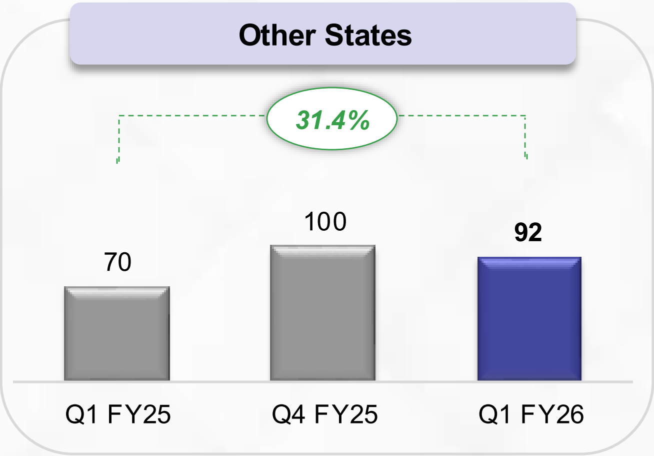




Dealer Network (No.)

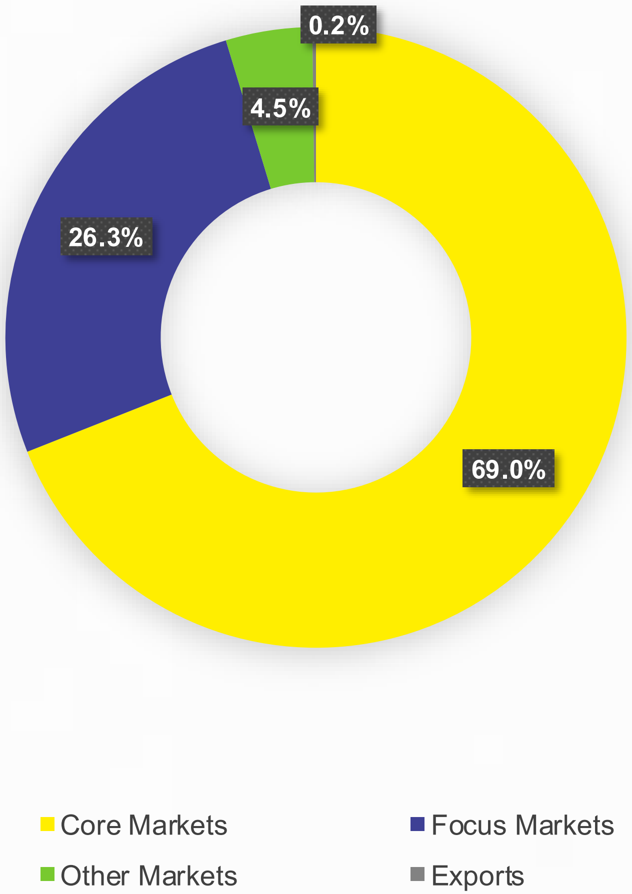




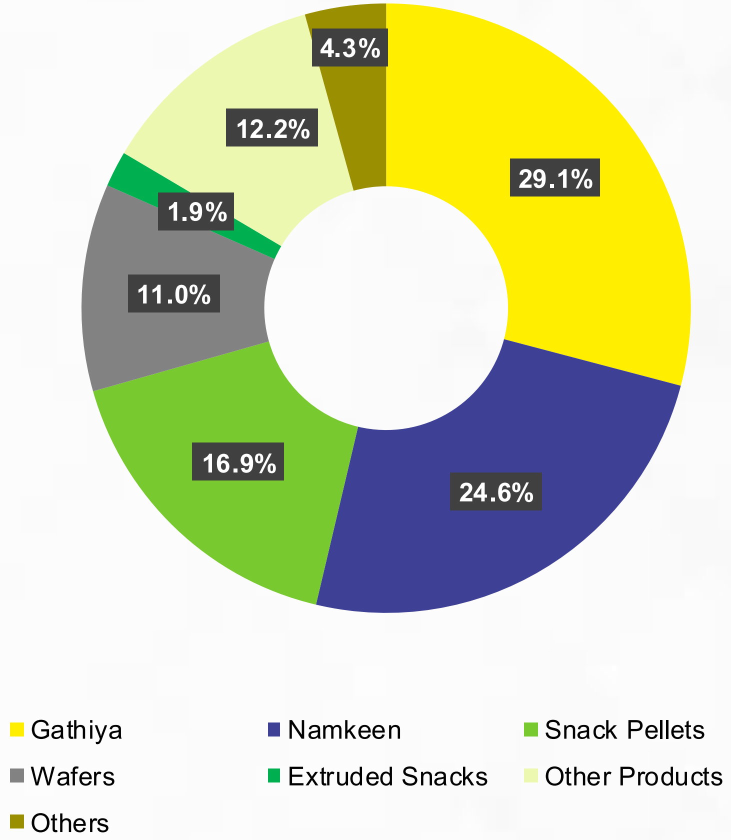


Q1 FY26 Diversified Revenue Mix

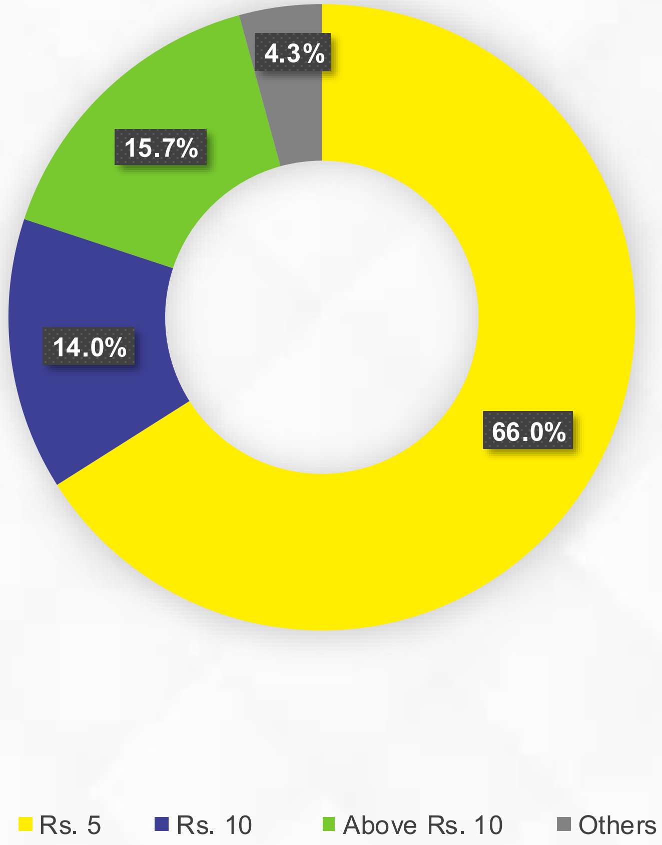
By Geography



By Segment

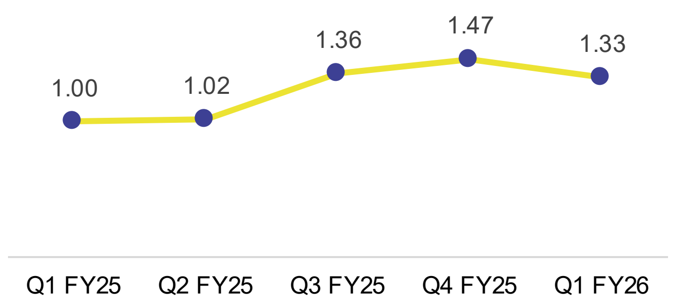


By Price Point

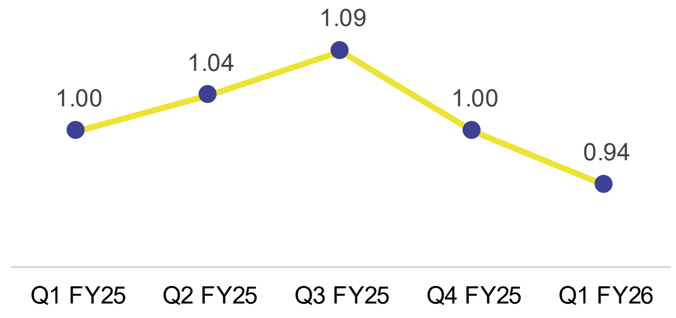


Sensitivity in Key Raw Materials

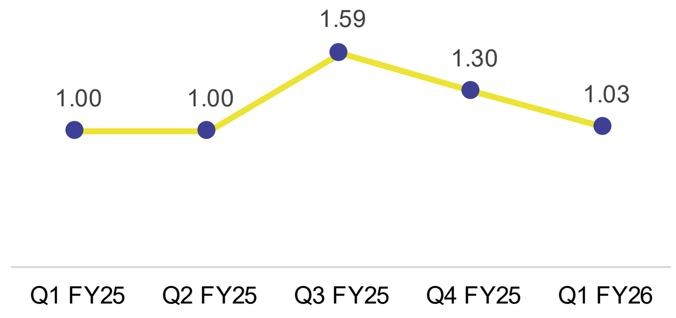
Palmolein Oil



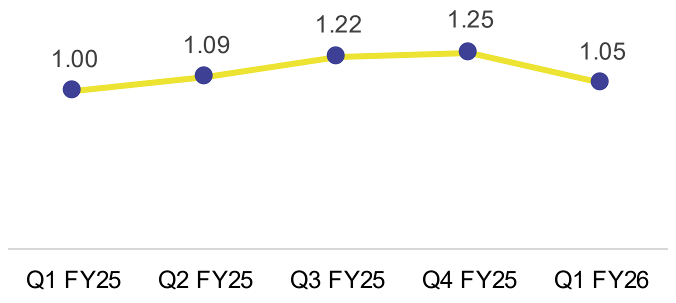
Chana Indian



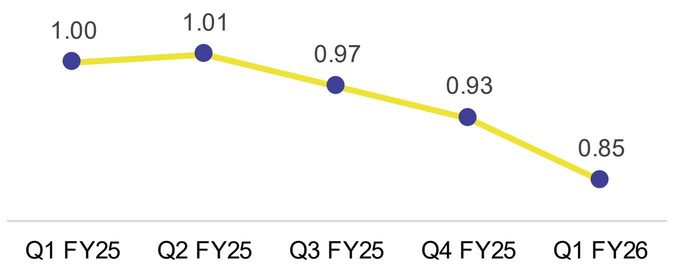
Potato LR



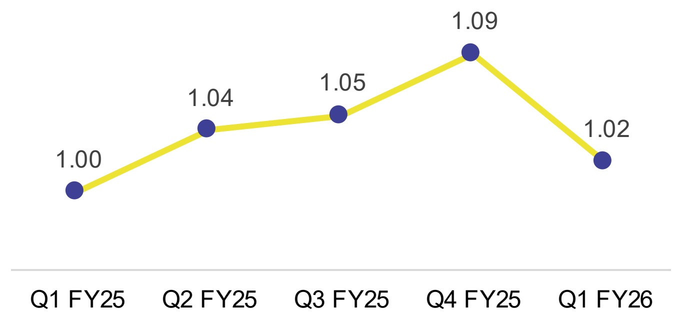
Maida Flour Unbranded



Udad Mogar



Laminate



Q1 FY26 Profit & Loss

(Rs. Cr)	Q1 FY26	Q1 FY25	*Y-o-Y (%)*	Q4 FY25	*Q-o-Q (%)*
Operating Revenue	322.2	349.5	*(7.8)%*	316.7	*1.7%*
Other Operating Income	0.0	4.8	*nm*	0.8	*nm*
Total Revenue from Operation	**322.2**	**354.3**	***(9.1)%***	**317.5**	***1.5%***
Raw Material Costs	238.5	251.5	*(5.2)%*	253.4	*(5.9)%*
Gross Profit*	83.7	**102.8**	*(18.6)%*	**64.1**	***30.6%***
Gross Profit Margin (%)	*26.0%*	*29.0%*		*20.2%*	
EBITDA*	**15.2**	**40.9**	***(62.8)%***	**2.0**	***nm***
*EBITDA Margin (%)**	*4.7%*	*11.5%*		*0.6%*	
Finance Cost	2.0	1.6	*23.4%*	0.7	*nm*
Depreciation and Amortization	8.2	8.1	*1.6%*	8.3	*(0.8)%*
Profit Before Tax (Before Exceptional)	**5.3**	**33.0**	***(84.0)%***	**(5.1)**	***nm***
PBT Margin (%)	*1.6%*	*9.3%*		*(1.6)%*	
Tax Expenses	3.0	8.7	*(65.7)%*	(12.8)	*nm*
PAT	**2.5**	**24.3**	***(89.6)%***	**(39.5)**	***nm***
PAT Margin (%)	*0.8%*	*6.9%*		*(12.4)%*	
Basic EPS (Rs per share)	0.2	1.95		(3.2)	

**Excludes Other Income*

Disclaimer

Disclaimer

This presentation contains statements that are "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to "Gopal Snacks" future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Gopal Snacks undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

For further information please contact:

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cs@gopalsnacks.com

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Thank You

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CIN : L15400GJ2009PLC058781