



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.

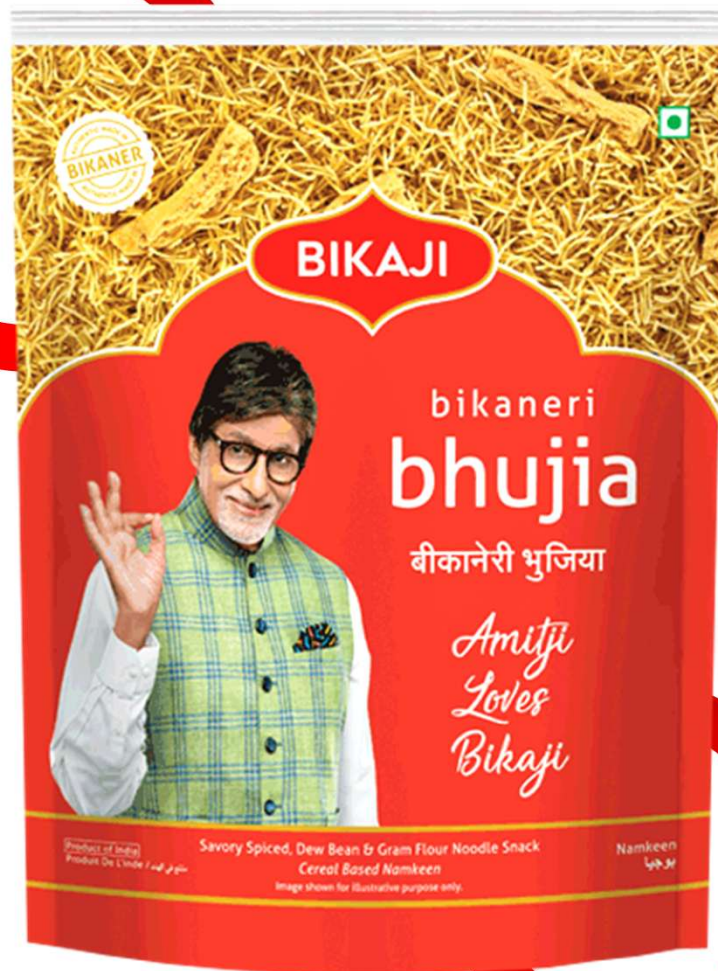
You are kindly requested to take the same on record.

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 23rd, 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.

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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Q1FY26 KEY FINANCIAL HIGHLIGHTS

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

↑14.2%

Revenue from operations

INR 6,527 mn

**7.5% underlying
volume growth**

5.1% ↑

EBITDA

INR 963 mn

1.3% ↑

PAT

INR 585 mn

35.0%

Gross margin at

(Up 109 bps YoY)

14.8%

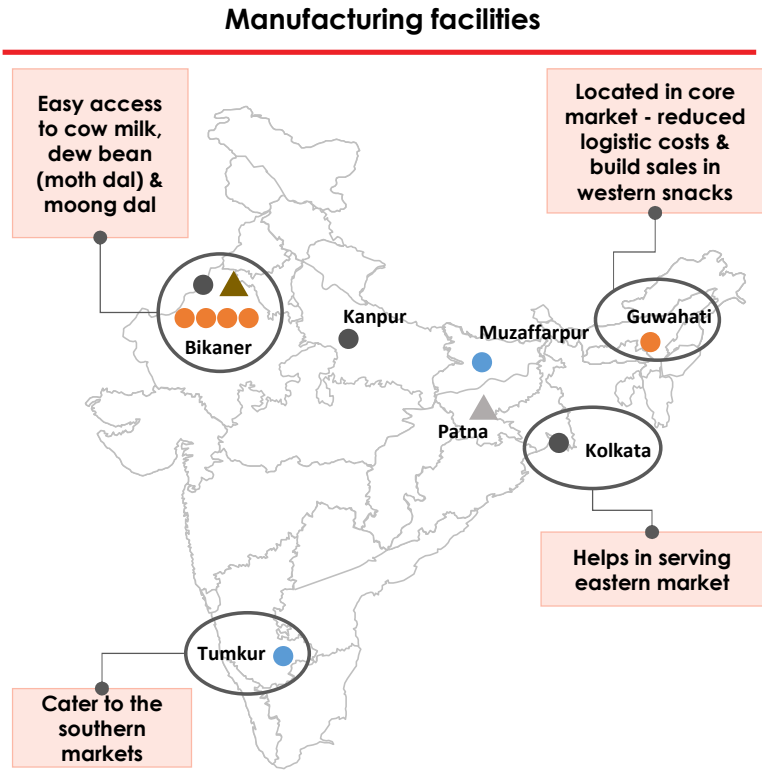
EBITDA Margin at

(down 128 bps YoY)

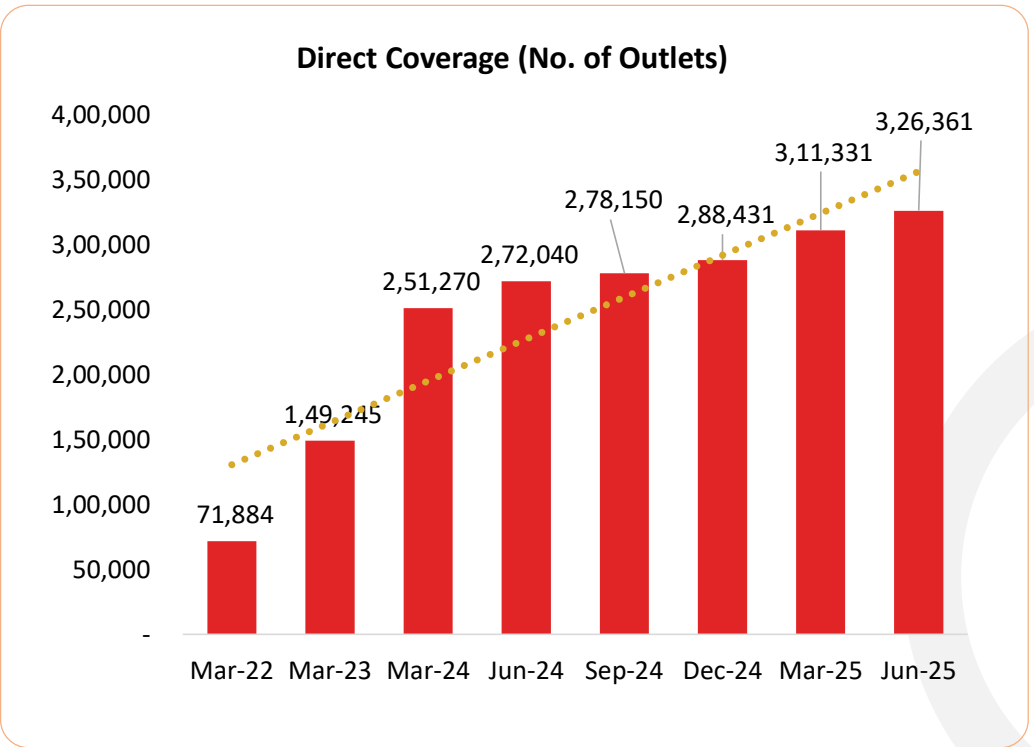
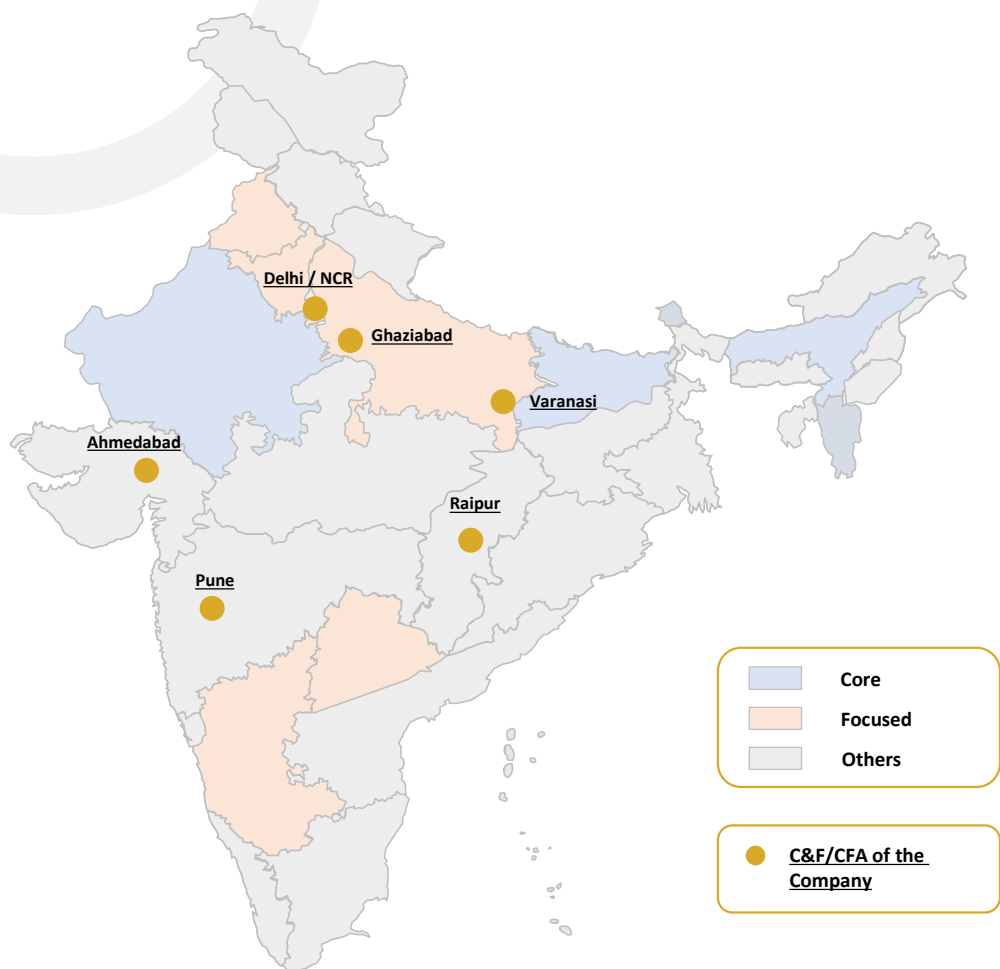
Note: # Growth is calculated on a year-on-year basis

Category wise Installed Capacity

Installed Capacity as of 30 th 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



Focus on increasing direct reach

Continued focus on direct distribution model

Overall total reach as on 30th June 2025 – 12.34 Lacs outlets

BIKAJI

MARKETING INITIATIVES



Social Media and International Reach



5.3M views

CONTEST ALERT
KNOW THESE ICONIC DAD-INSPIRED SONGS?

27k+ Post Engagement

Father's Day Contest

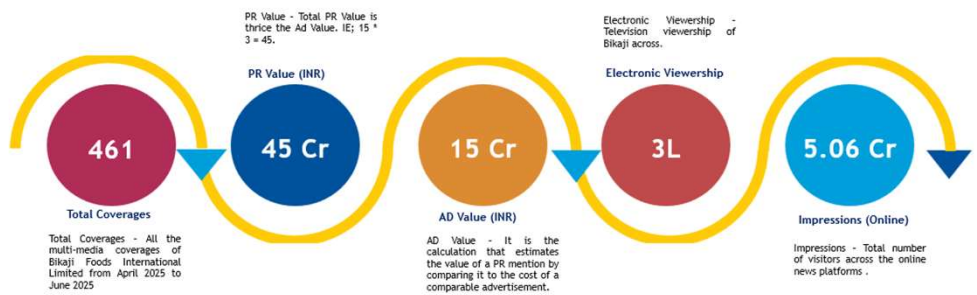
Indian Moms AKA Official Snack Police

3.1M

11.6K

Winning moments on Social Media

Charting our PR Success







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18g

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BUSINESS PERFORMANCE

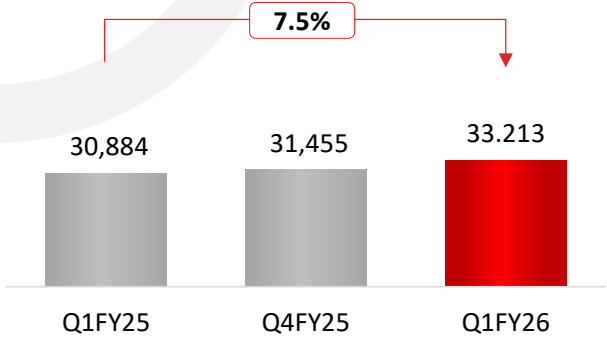


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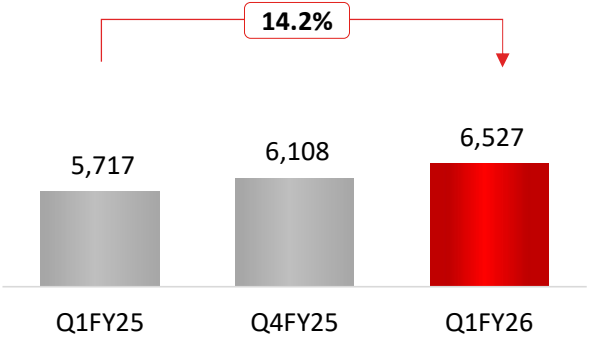


Q1FY26 CORE BUSINESS PERFORMANCE

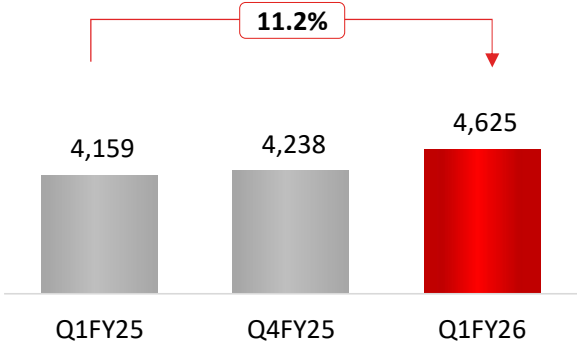
Volume (in tonnes)



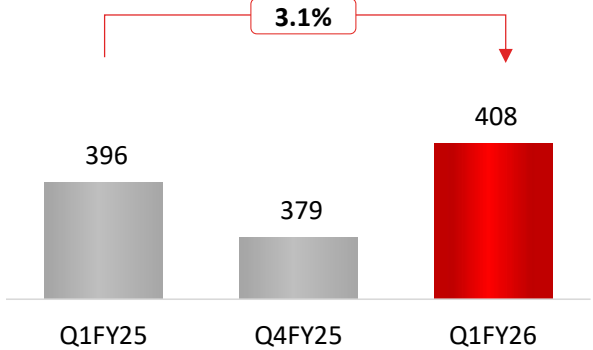
Revenue from Operations



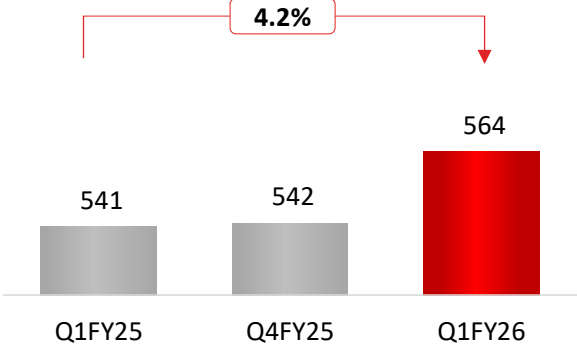
Ethnic Snacks



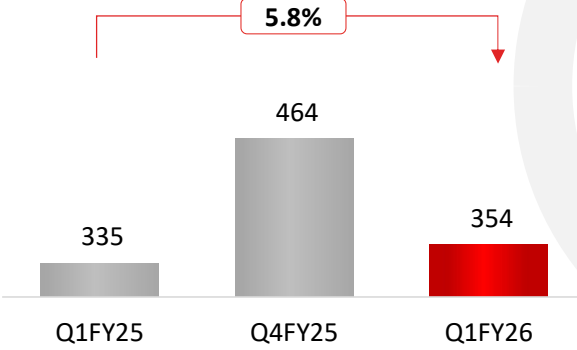
Packaged Sweets



Western Snacks



Papad



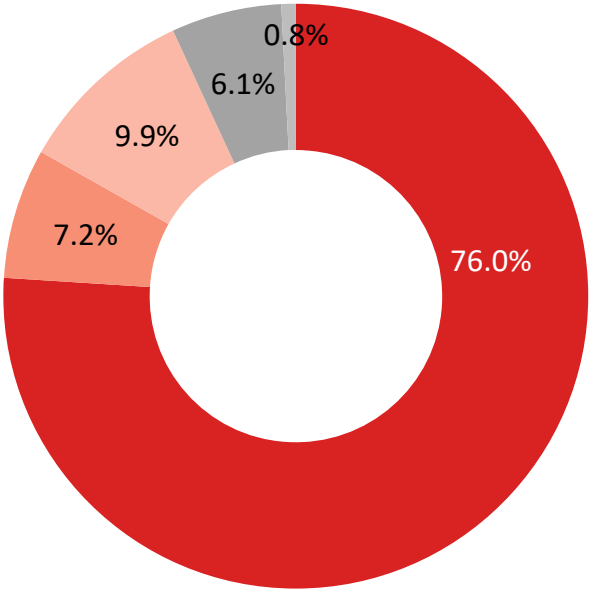
*Note: *Revenue from operations includes sale of raw material, packing materials, PLI Income and service income also which is not included in category wise breakup*
Note - Numbers pertaining to Retail business has been moved and showed separately in different slide in this PPT. Previous year numbers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

Q1FY26 PRODUCT MIX



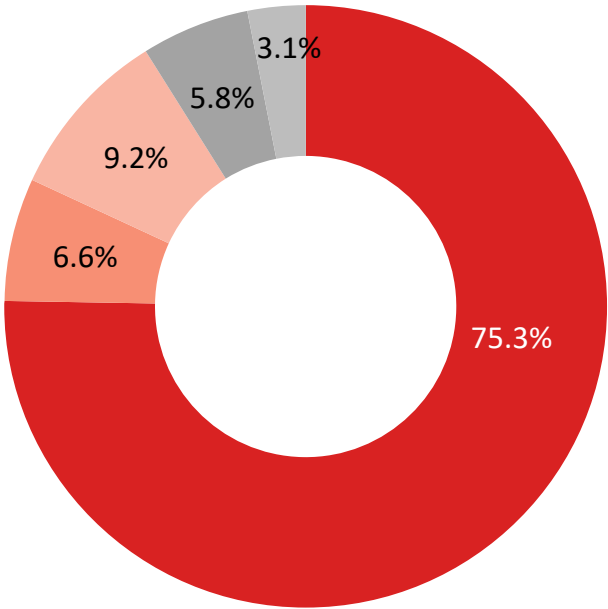
(in %)

Q1FY25



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

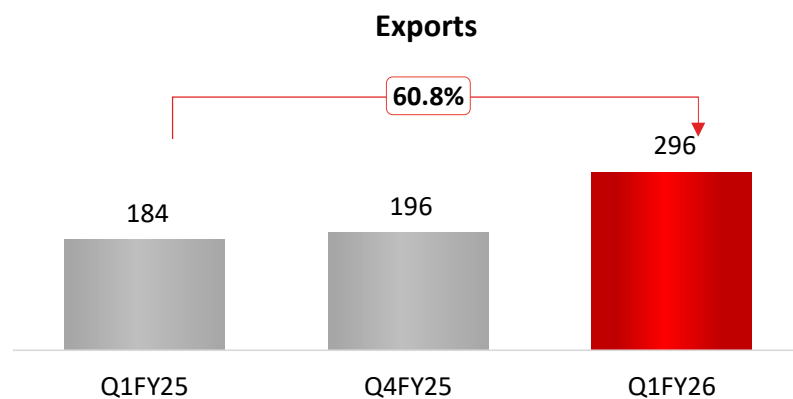
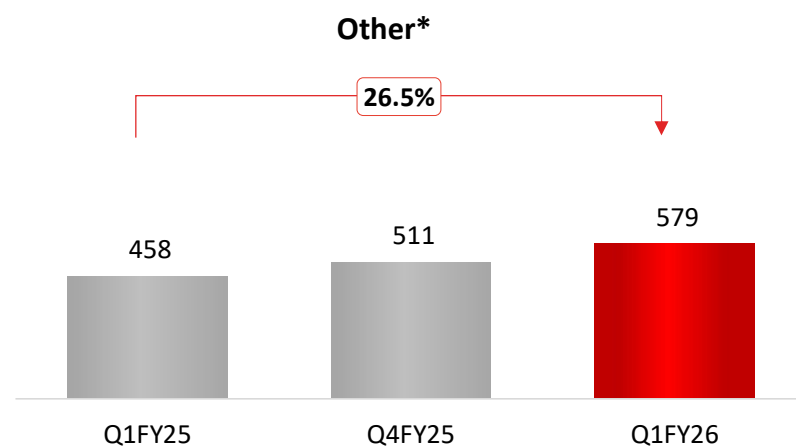
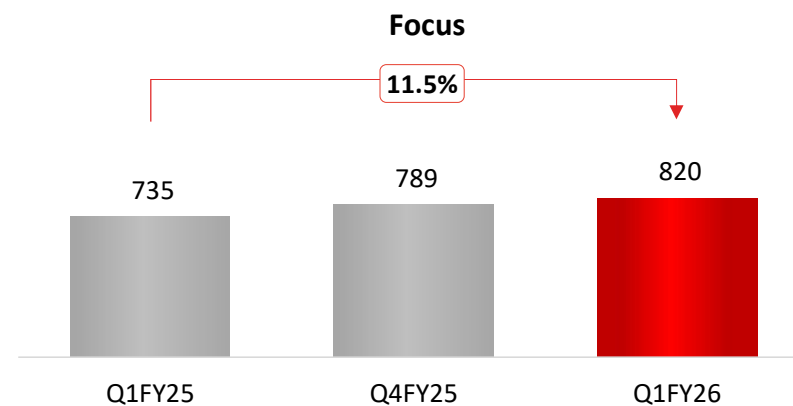
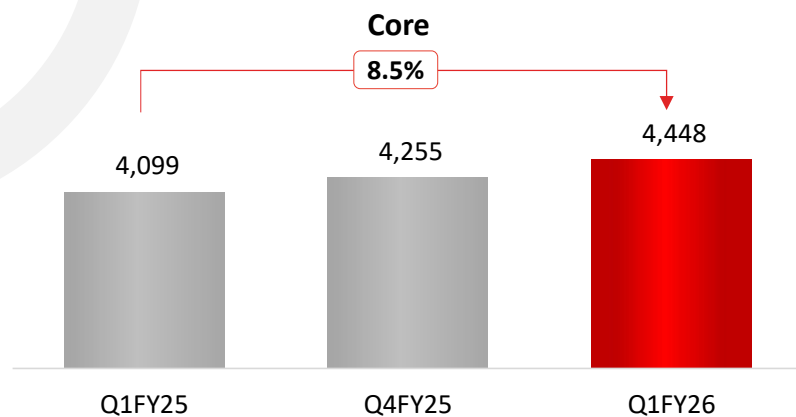
Q1FY26



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

Q1FY26 CORE & FOCUS MARKETS PERFORMANCE

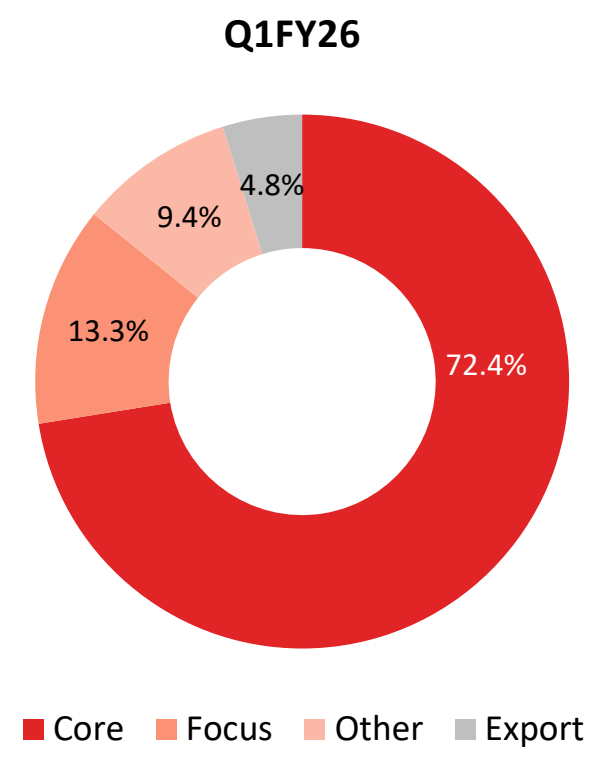
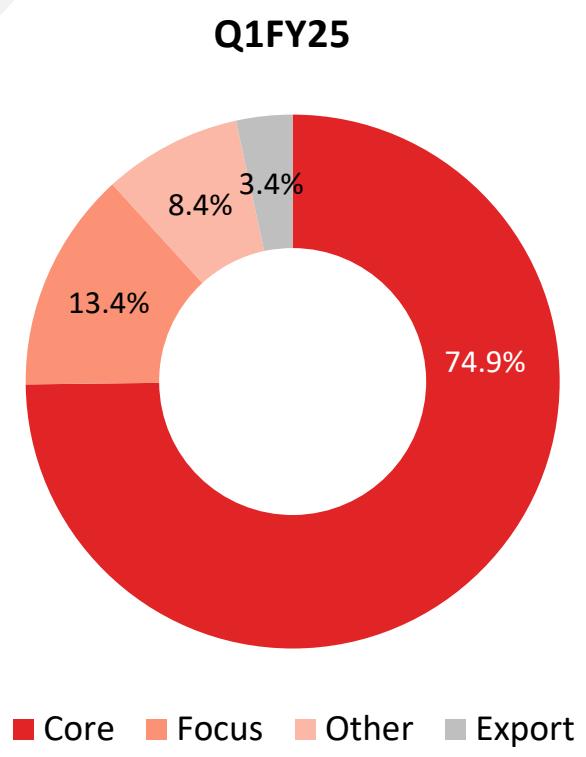
(INR Mn)



* 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.

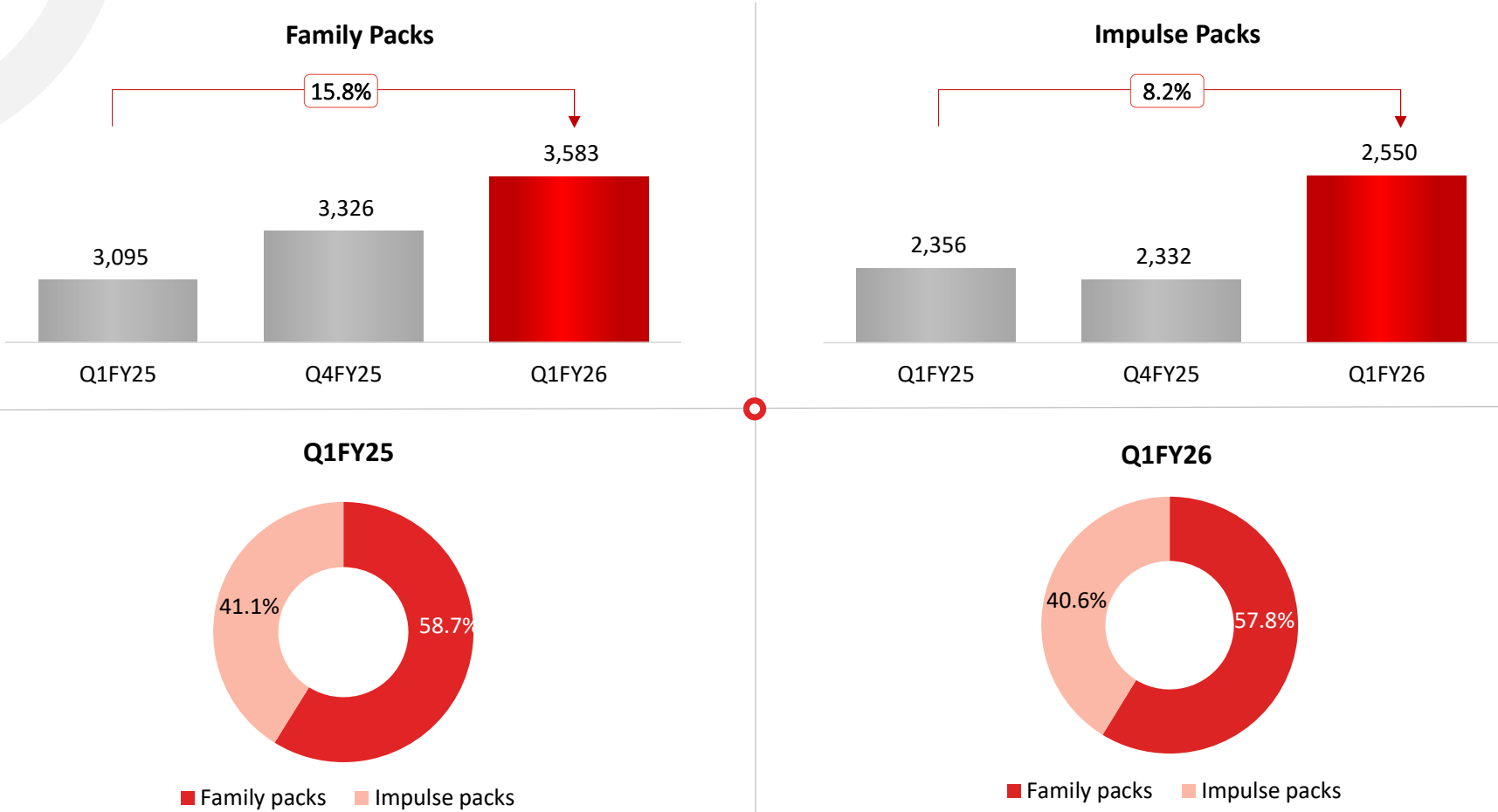
Q1FY26 CORE & FOCUS MARKETS-WISE MIX



Q1FY26 SKU MIX- MARKET LEADER IN FAMILY PACK SEGMENT

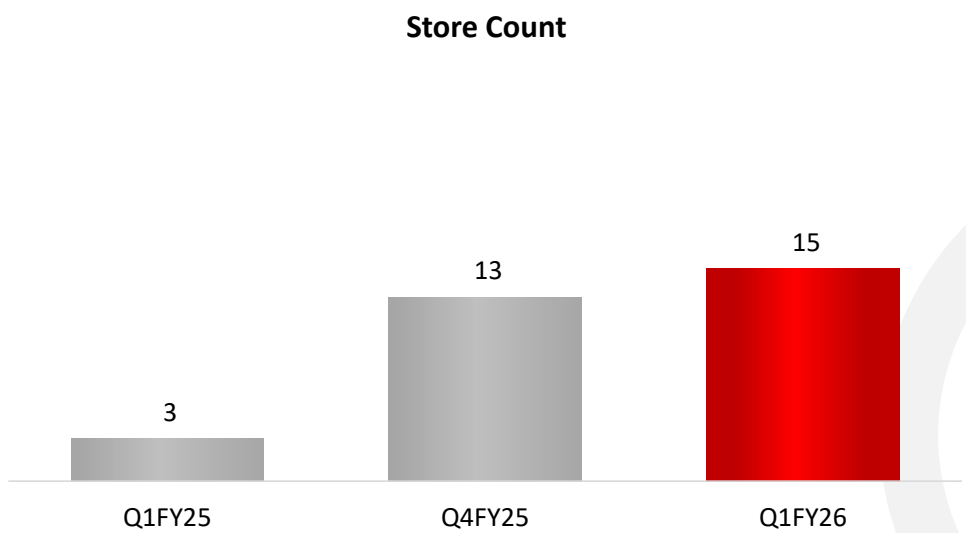
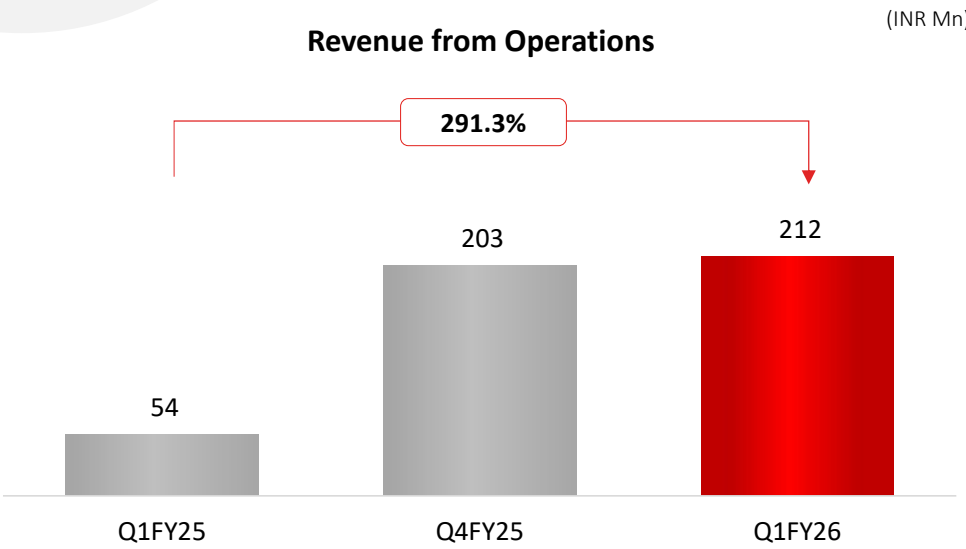


(INR Mn)



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

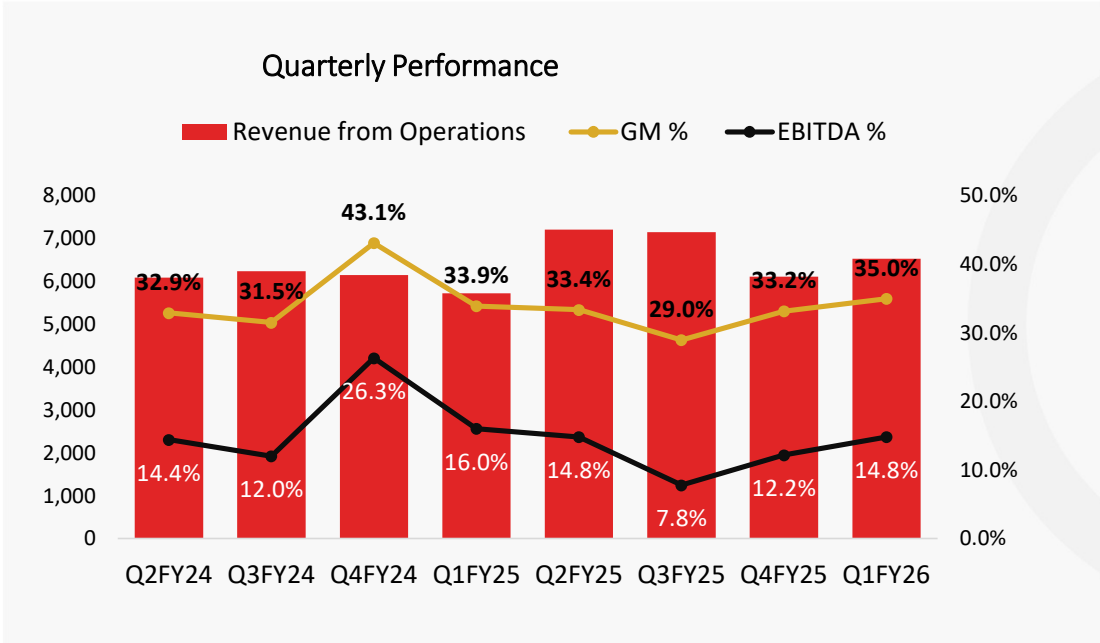


Key Financial Performance

(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%

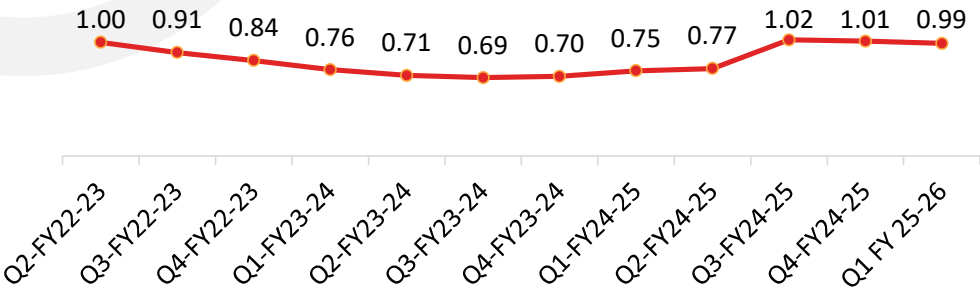
- Delivered overall value growth of 14.2% YoY in Q1 FY 25-26 in our core and retail business combined.
- Delivered 11.2% value growth in traditional snacks category which is our core strength.
- EBITDA margin expanded 260 bps as compared to previous quarter led by operating efficiency and superior mix 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.



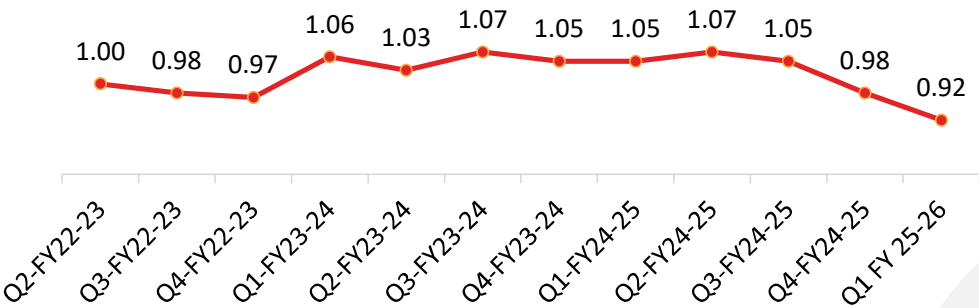
SENSITIVITY IN KEY MATERIAL CATEGORIES



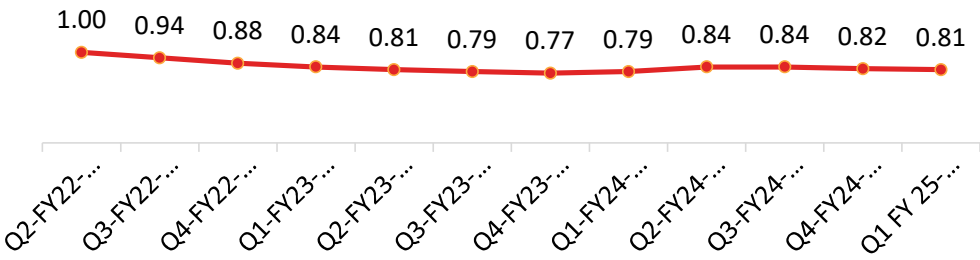
Edible Oil



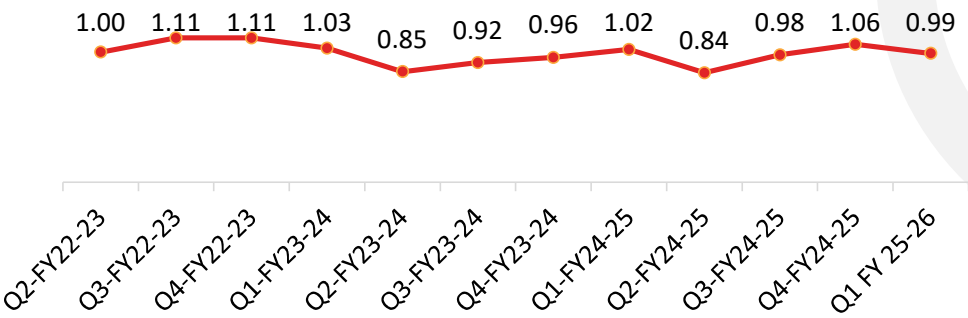
Pulses and Flours



Laminates



Corrugated Boxes



CONSOLIDATED FINANCIAL PERFORMANCE | P&L



(INR Mn)

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



Bikaji Foods International Ltd.

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