

GOPAL SNACKS LIMITED

(Formerly known as Gopal Snacks Private Limited)

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Ref: GSL/CS/Q2/2025-26

Date: 06.08.2025

BSE Limited

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

National Stock Exchange Limited

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

Script code: 544140

Symbol: GOPAL

Sub: Press release on financial results for the quarter ended 30th June 2025

Dear Sir / Madam,

Pursuant to the requirements of the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended from time to time, please find enclosed herewith a copy of the Press Release issued by the Company in relation to the Unaudited Standalone Financial Results of the Company for the quarter ended on 30th June 2025, the content of which is self-explanatory.

The enclosed Press release will be made available on Company's website and the same can be accessed at www.gopalamkeen.com

Please acknowledge and take on your record. Thanking You.

Yours Faithfully,
For, GOPAL SNACKS LIMITED

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

Encls: as above

Unit 2 : GS:Survey No. 435/1A, 432, Pawaddauna Road, NH-6, Village-Mouda, Nagpur - 441104, (Maharashtra), India.
Unit 3 : G5:Survey. No. 267, 271, 272, 274, Village: Rahiyol - 383310, Taluka - Dhansura, District - Aravalli, (Gujarat), India.





Gopal Snacks Limited - Financial Results for Q1 FY26

- **Revenue from Operations** Stood at Rs. 322.2 Cr, up by 1.7% on a Q-o-Q basis with Gross Margin at 26.0%, EBITDA Margin at 4.7% and PAT Margin at 0.8% in Q1 FY26
- **Q-o-Q Gross Profit** increased by 31% and EBITDA by 6.5 times
- **Other States** Delivered a Strong YoY Growth of 19.5% in Q1 FY26
- Added **200+ New Distributors** in the Past One Year

Rajkot, 6th Aug 2025: Gopal Snacks Limited, ("Gopal Snacks Ltd" or the "Company") (BSE: 544140; NSE: GOPAL), a leading FMCG company known for its high-quality snack products, has announced its unaudited standalone financial results for the quarter ending 30th June 2025.

Q1 FY26 Financial Performance Highlights:

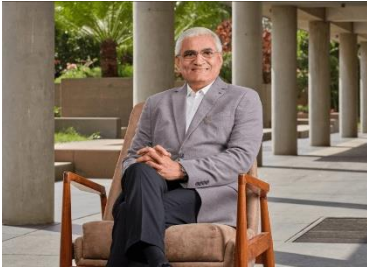
- Revenue from operation at Rs. 322.2 Cr
- EBITDA stands at Rs. 15.2 Cr with a margin of 4.7%
- Profit Before Tax before Exceptional Items at Rs. 5.3 Cr
- Profit After Tax stands at Rs. 2.5 Cr with a margin of 0.8%
- Earnings per share (Diluted) stood at Rs. 0.20 (Not annualized)

Q1 FY26 Business Segments Highlights:

- **Gathiya:** Revenue degrew by 7.0% YoY; constitutes ~ 29.1% of overall revenue
- **Namkeen:** Revenue degrew by 16.4% YoY; constitutes ~ 24.6% of overall revenue
- **Wafers:** Revenue degrew by 4.1% YoY; constitutes ~ 11.0% of overall revenue
- **Pellets and Extruded Snacks:** Revenue degrew by 11.3% YoY; constitutes ~ 18.8% of overall revenue
- **Other Snacks and Products:** Revenue grew by 4.5% YoY; constitutes ~ 12.2% of overall revenue

Key Operational Highlights:

- Revenues during the quarter were impacted due to Supply chain issues, post fire at the Rajkot I manufacturing facility in Dec 24. In Q4 FY 25, 100% of Production capacity was restored.
- YOY Margins are lower mainly due to Custom duty impact on palm oil levied by government in Sep' 24 and lower revenue due to Supply chain issues post fire incidence.
- Other States delivered a strong YoY growth of 19.5% during the quarter.
- 841 distributors were active by Q1 FY26, with steady growth across core, focus and new markets, up from 753 in Q1 FY25.
- Advertisement and sales promotional expenses for the Quarter is 1.6% of the revenue.
- Strategic marketing campaigns and revamped packaging enhanced brand presence across modern trade, travel retail, and quick-commerce channels



Commenting on the performance Mr. Bipinbhai Hadvani, Chairman and MD said:

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 Q2 FY2026. This will unlock some incremental production capability to cater to growing demand, especially in the Wafers and Namkeen categories and restoration of Rajkot facility to certain percentage. 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.



For further information, please contact:



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About Gopal Snacks Limited:

Gopal Snacks Limited is a leading manufacturer of packaged snacks in India, offering a diverse portfolio that includes gathiya, namkeen, wafers, snack pellets, extruded snacks, and other products such as papad, besan, spices, and bakery items. With six manufacturing facilities supported by in-house cold storage and a network of ancillary units, the company applies a vertically integrated approach to ensure quality and agility in production. Its products reach consumers through an extensive distribution network of over 850 distributors and nearly 300 owned logistics vehicles, supported by advanced distribution management systems. Gopal Snacks exports to markets including Canada, the UAE, the UK, and the USA, expanding its global footprint. Strategic initiatives focus on strengthening partnerships with retail chains, advancing e-commerce channels, introducing innovative flavors, and deepening market penetration through marketing and branding initiatives. Committed to sustainability through renewable energy adoption and resource efficiency, Gopal Snacks aims to drive growth, enhance its product appeal, and capitalize on evolving consumer preferences in the growing packaged foods industry. For more details, please visit: <https://www.gopalamkeen.com/>

Disclaimer:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward- looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.