

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.gopalamkeen.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

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: 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.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.





Q1 FY2026 Earnings Presentation

Gopal Snacks Limited

BSE: 544140, NSE: GOPAL





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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



Business Overview



Q1 FY26 Result Snapshot



Revenue from Operations

Rs. 322.2 Cr

▼ 9.1% YoY

Gross Profit Margin

Rs. 83.7 Cr 26.0%

▼ 18.6% YoY

EBITDA Margin

Rs. 15.2 Cr 4.7%

▼ 62.8% YoY

PBT* Margin

Rs. 5.3 Cr 1.6%

▼ 84.0% YoY

PAT** Margin

Rs. 2.5 Cr 0.8%

▼ 89.6% YoY

Wafers Segment

Volume

▼ 14.3% YoY

Revenue

▼ 4.1% YoY

Gathiya Segment

Volume

▼ 4.9% YoY

Revenue

▼ 7.0% YoY

Focus Market

Volume

▲ 3.6% YoY

Revenue

▼ 3.0% YoY

Other States

Volume

▲ 17.4% YoY

Revenue

▲ 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)									

*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



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

Number of
Distributors

841*

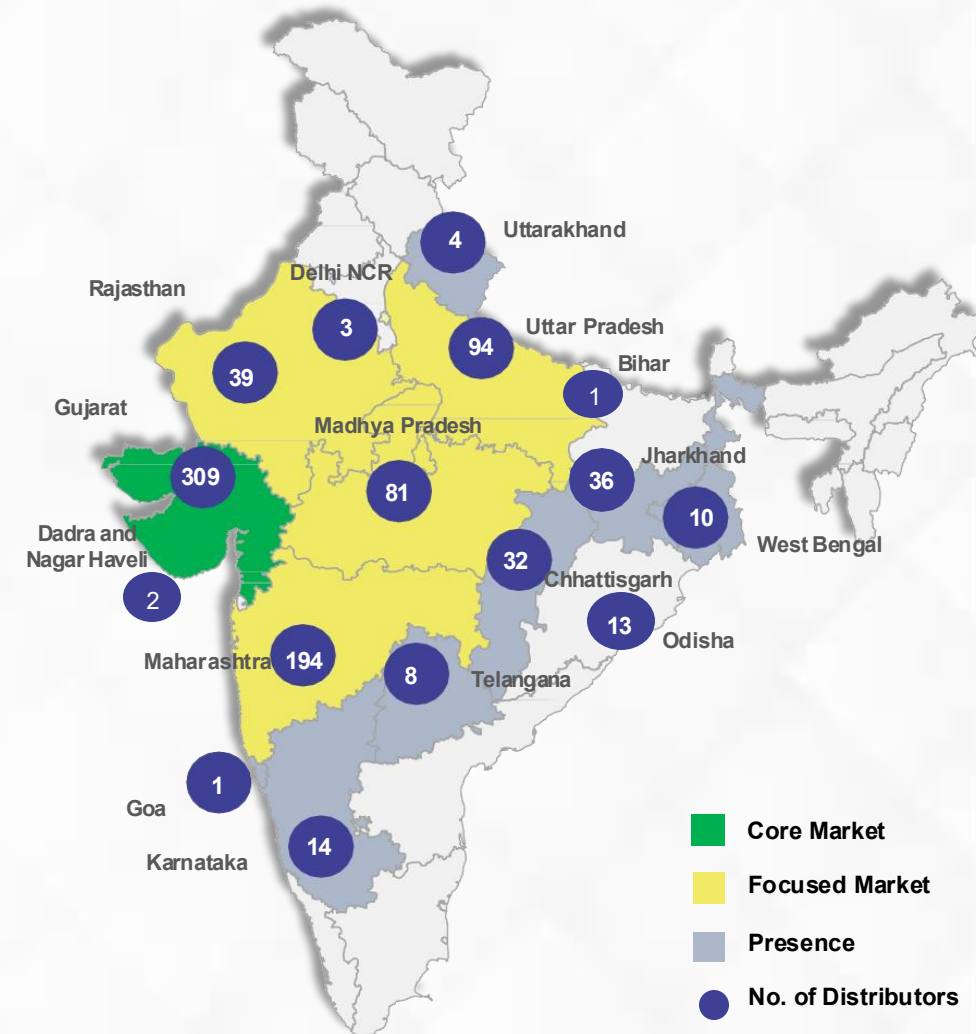
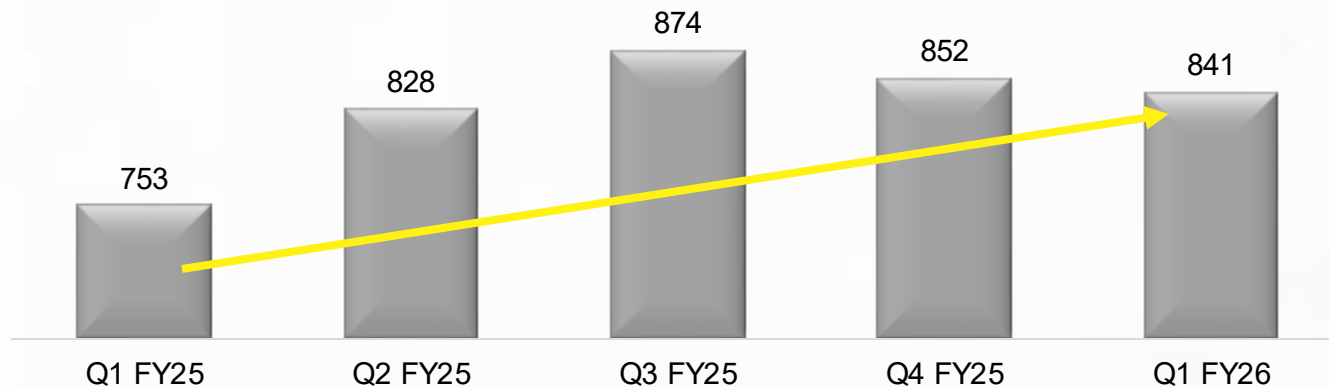
Own
Logistics
Vehicles

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.)



- Core Market
- Focused Market
- Presence
- No. of Distributors

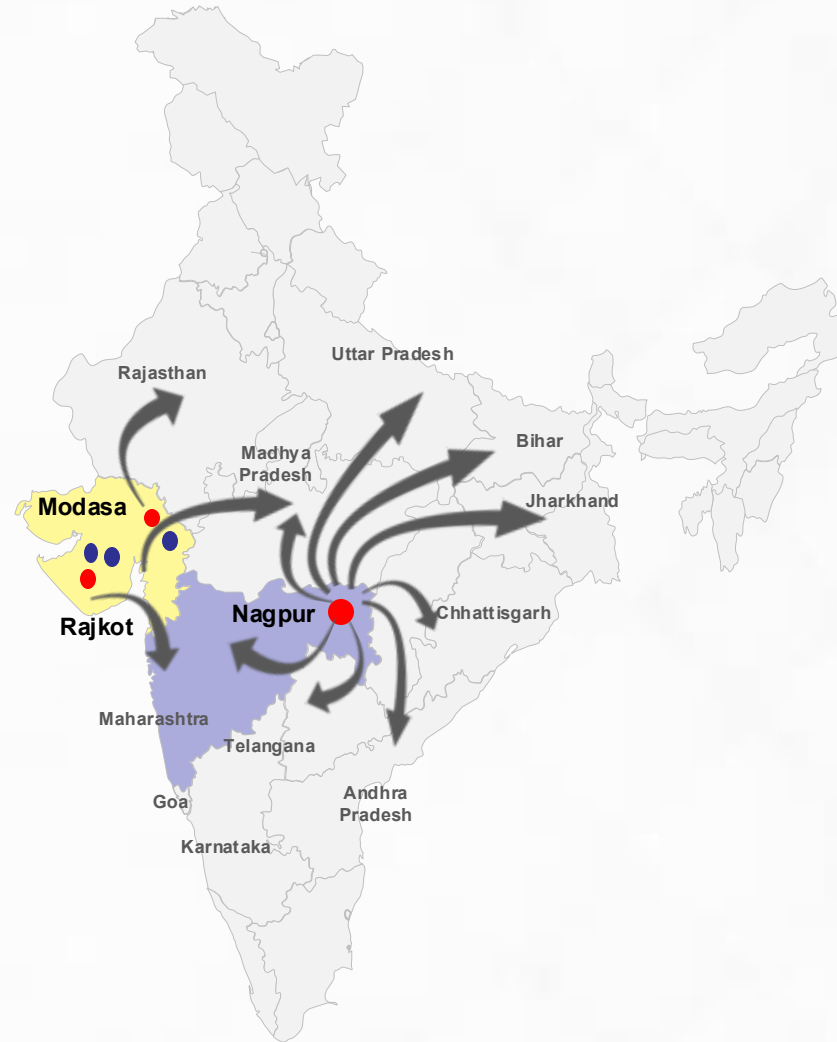
*Excludes 65 Micro distributors appointed in various districts of Gujarat, Maharashtra, MP, Rajasthan & Goa under SS/SSD model to mitigate supply chain disruption

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



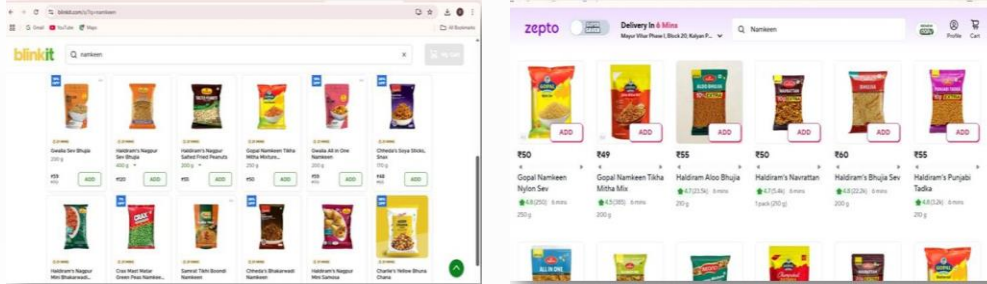
Branding & Marketing



Revamped Product Packaging



Ecommerce Marketing



POSM

Dangler



Racks



Banners



Events

Cyclofun



Society Activation



Media



ગોપાલ સ્નેકસની કરિયાવર બોનસ યોજના મારફત મહિલા કર્મચારીઓ બની સશક્ત



ગણતંત્રના આજના સમયમાં સ્ત્રીઓની શક્તિઓને મજબૂત કરવા અને તેમની આર્થિક સ્વતંત્રતાને પ્રોત્સાહન આપવા માટે ગોપાલ સ્નેકસની કરિયાવર બોનસ યોજના અમલમાં લાગુ પાડવામાં આવી છે. આ યોજના અંતર્ગત સ્ત્રી કર્મચારીઓને ગોપાલ સ્નેકસના વિવિધ પ્રોડક્ટ્સની વિશિષ્ટતાઓ અને ગુણવત્તાઓ વિશેની વિગતો જણાવવામાં આવી છે. આ યોજના અંતર્ગત સ્ત્રી કર્મચારીઓને ગોપાલ સ્નેકસના વિવિધ પ્રોડક્ટ્સની વિશિષ્ટતાઓ અને ગુણવત્તાઓ વિશેની વિગતો જણાવવામાં આવી છે.

ગોપાલ સ્નેકસનો કરિયાવાણા ક્ષેત્રમાં પ્રવેશ

ગોપાલ સ્નેકસની કરિયાવર બોનસ યોજના અંતર્ગત સ્ત્રી કર્મચારીઓને ગોપાલ સ્નેકસના વિવિધ પ્રોડક્ટ્સની વિશિષ્ટતાઓ અને ગુણવત્તાઓ વિશેની વિગતો જણાવવામાં આવી છે. આ યોજના અંતર્ગત સ્ત્રી કર્મચારીઓને ગોપાલ સ્નેકસના વિવિધ પ્રોડક્ટ્સની વિશિષ્ટતાઓ અને ગુણવત્તાઓ વિશેની વિગતો જણાવવામાં આવી છે.

Airport Vending Machine Wraps

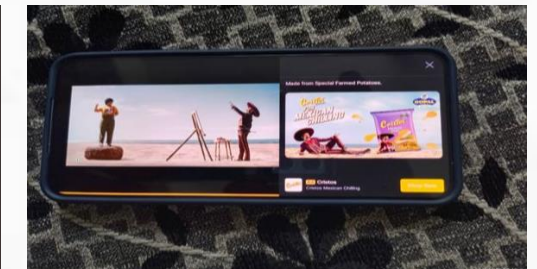
Mumbai, Delhi, Goa & Hyderabad Airport



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

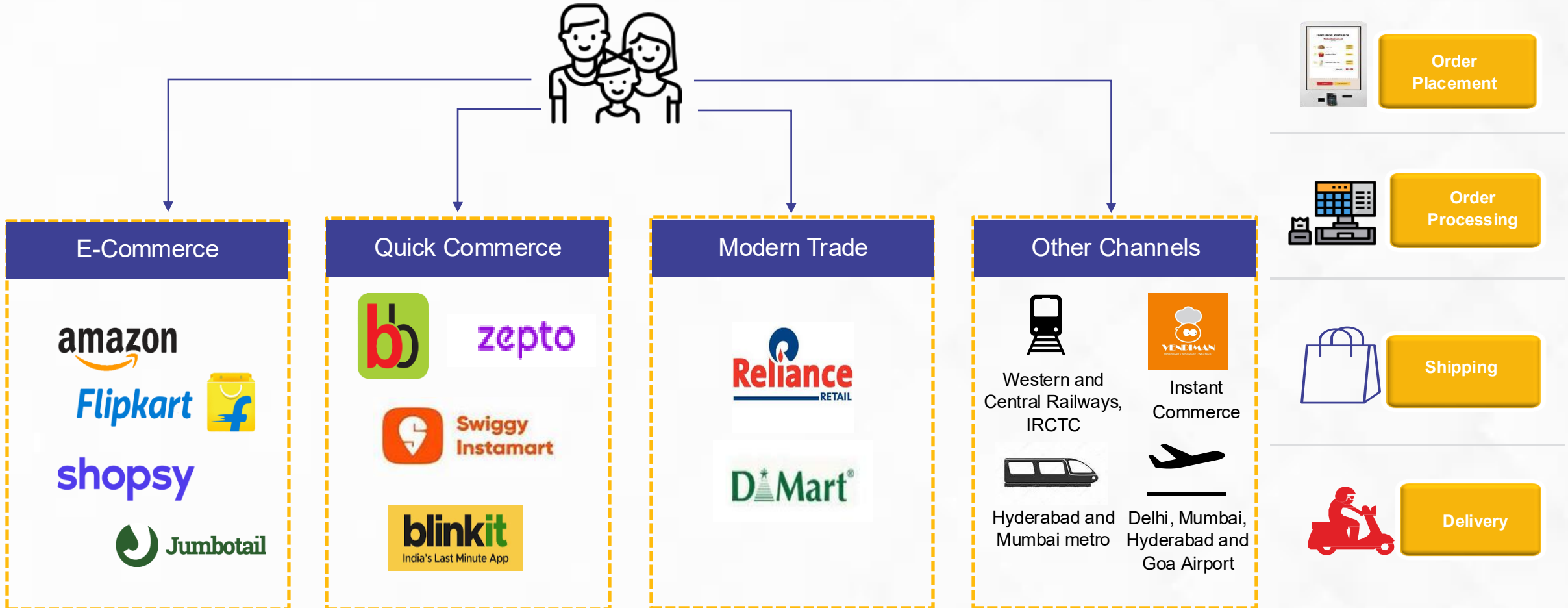
Operational Leverage: Optimize production efficiencies and manage fixed costs through backward integration, enabling competitive pricing strategies and maximizing profitability while expanding our product portfolio

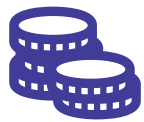
Enhancing Presence in Alternate Trade Channels



Robust alternate trade channels model with unified experience

UNIFIED EXPERIENCE





Financial Performance

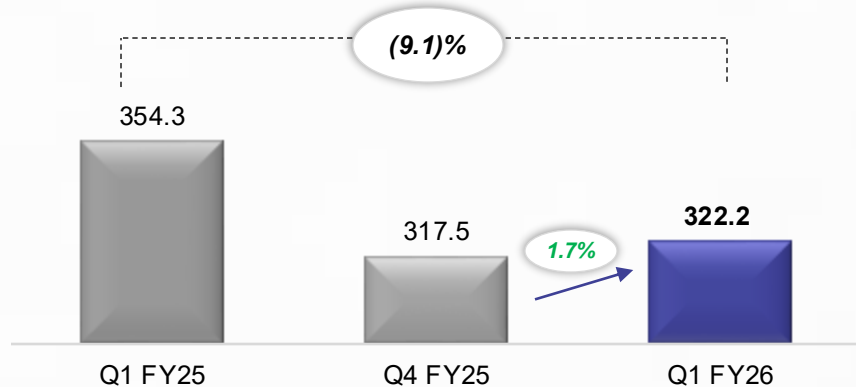


Q1 FY26 Financial Performance

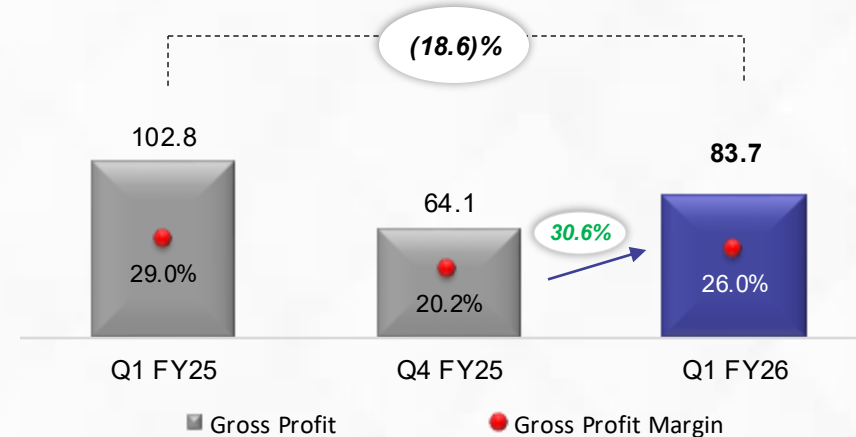


All figure in Rs. Cr.

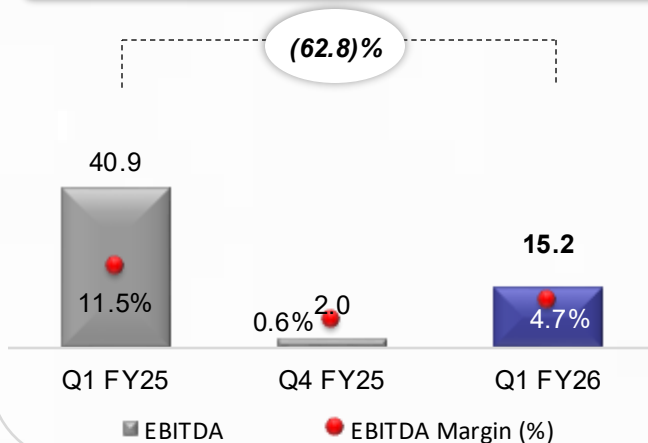
Revenue from Operations



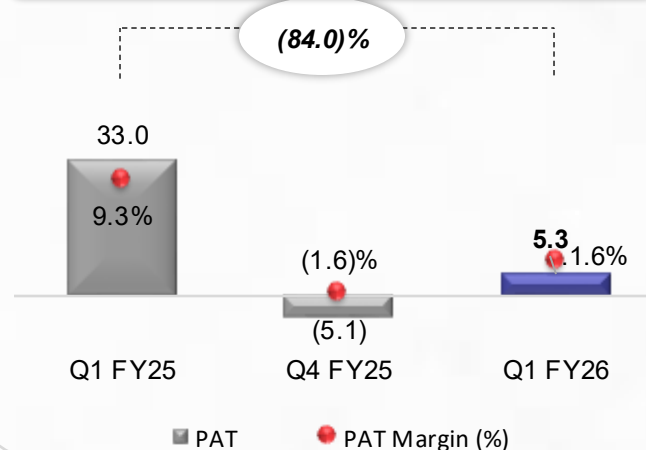
Gross Profit and Margin*



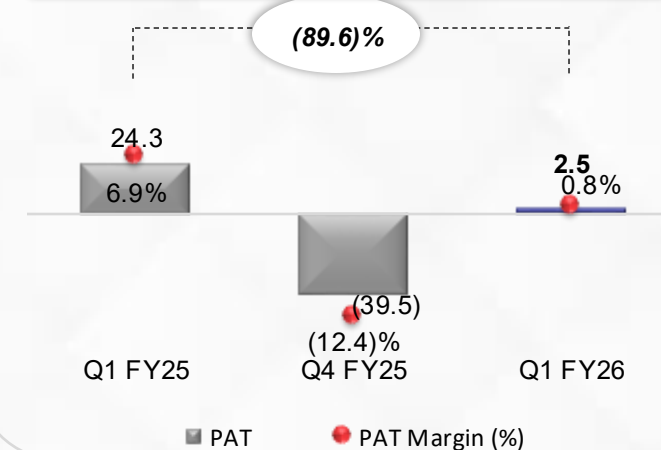
EBITDA and Margin*



PBT and Margin (before exceptional items)



PAT and Margin (after exceptional items)

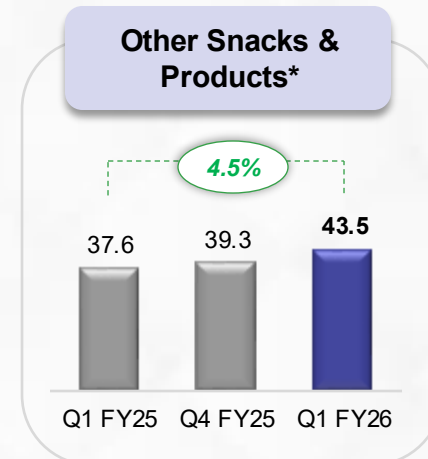
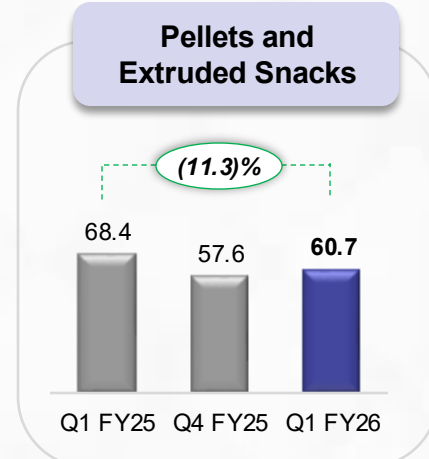
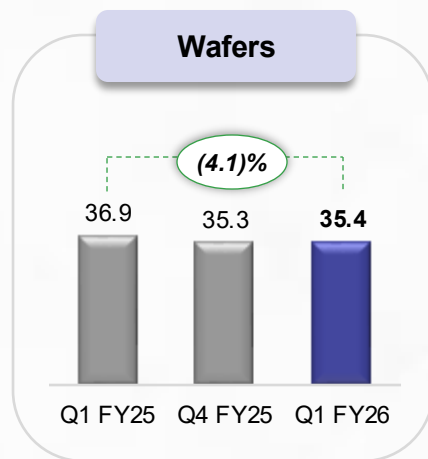
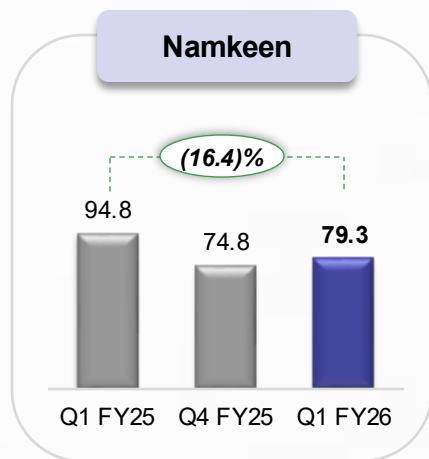
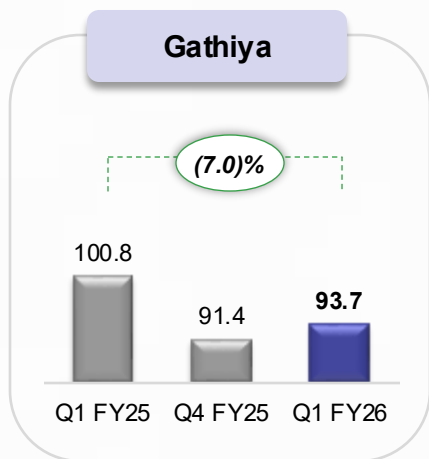


Q1 FY26 Segment-wise Performance

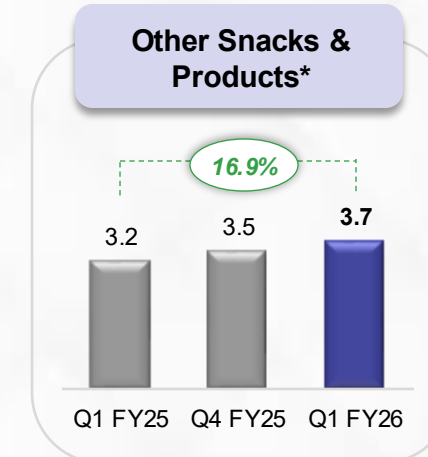
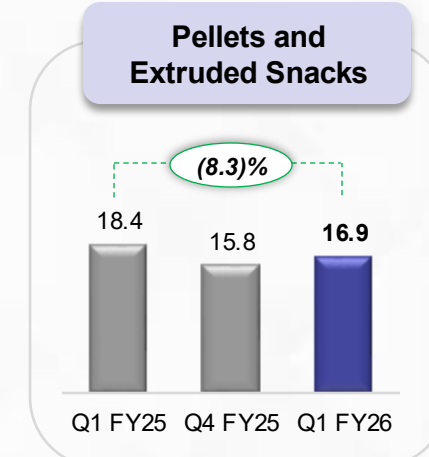
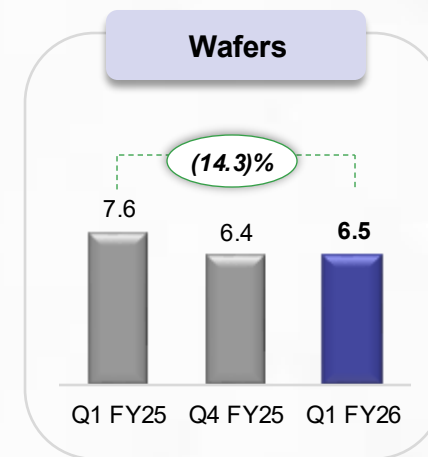
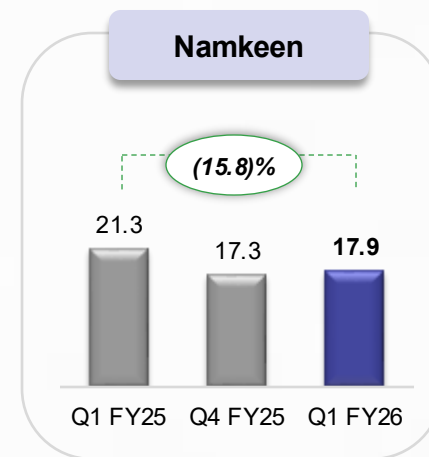
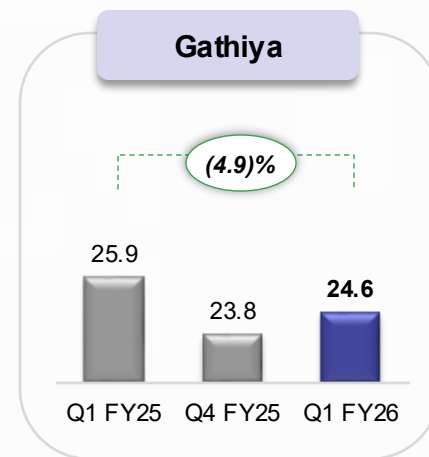


All figure in Rs. Cr.

Revenue (Rs Cr)



Volume (Cr Packets)



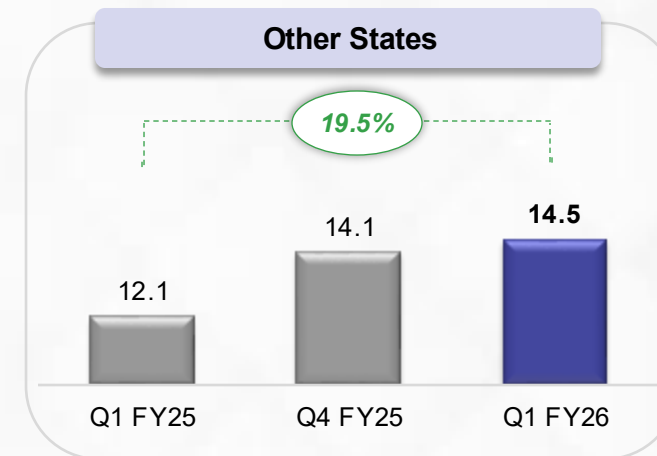
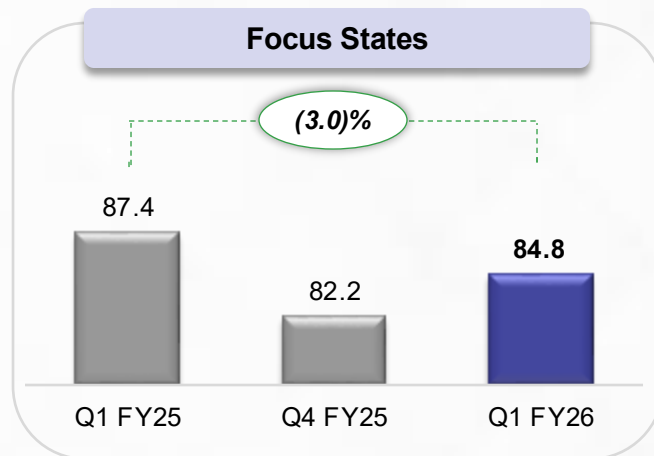
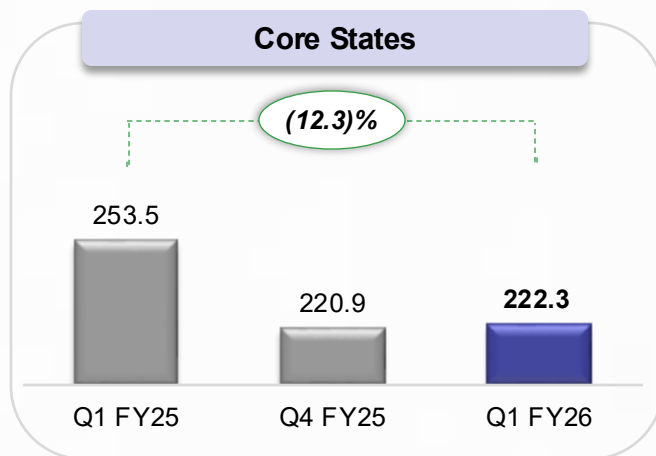
*Other Snacks & Products include Besan, Papad, Spices, Masala Noodles, Bakery Item, Flour, Oil Soap, Jaggery, Wafer Biscuit, Beauty Soap and Chikki

Q1 FY26 Core and Focus Markets Performance

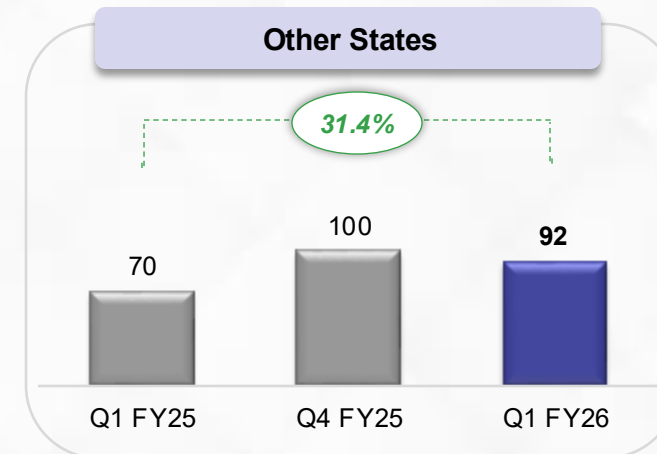
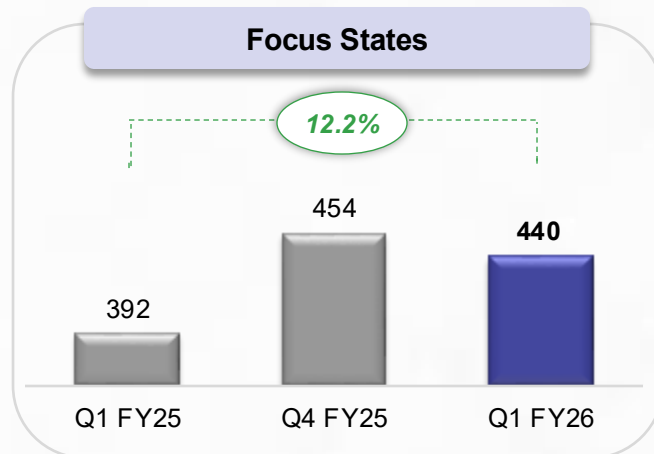
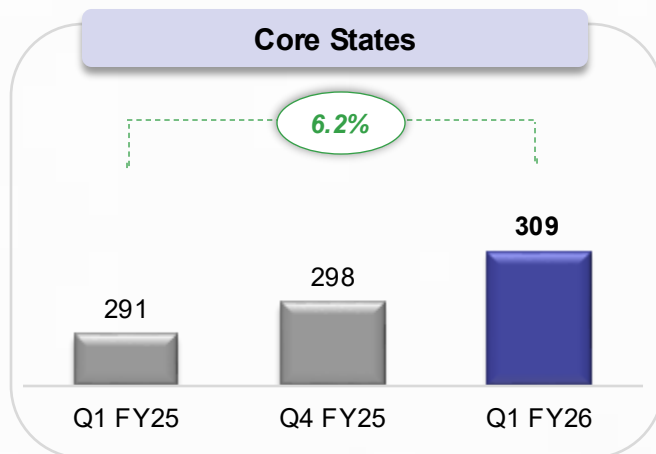


All figure in Rs. Cr.

Revenue (Rs Cr)



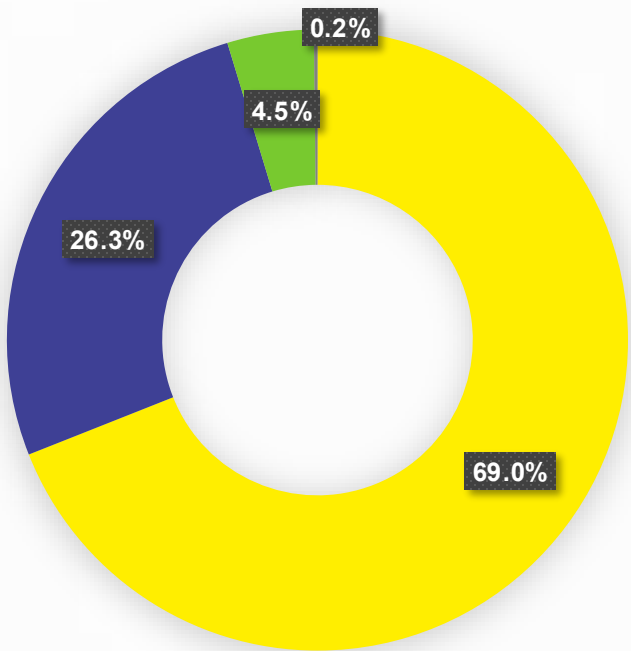
Dealer Network (No.)



Q1 FY26 Diversified Revenue Mix

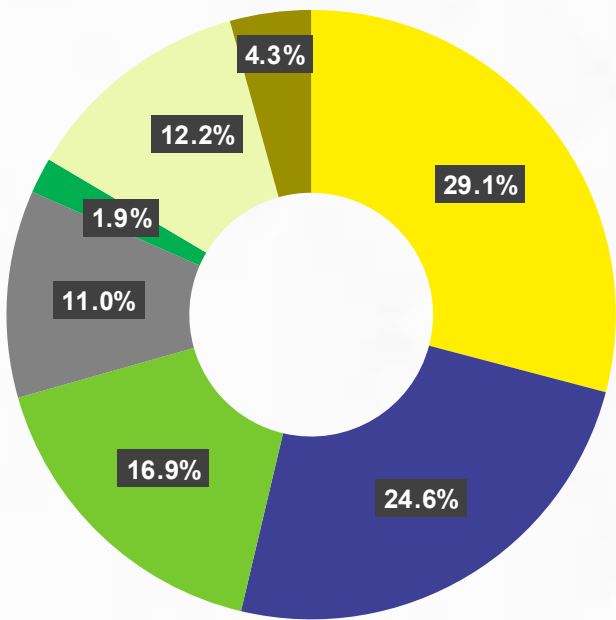


By Geography



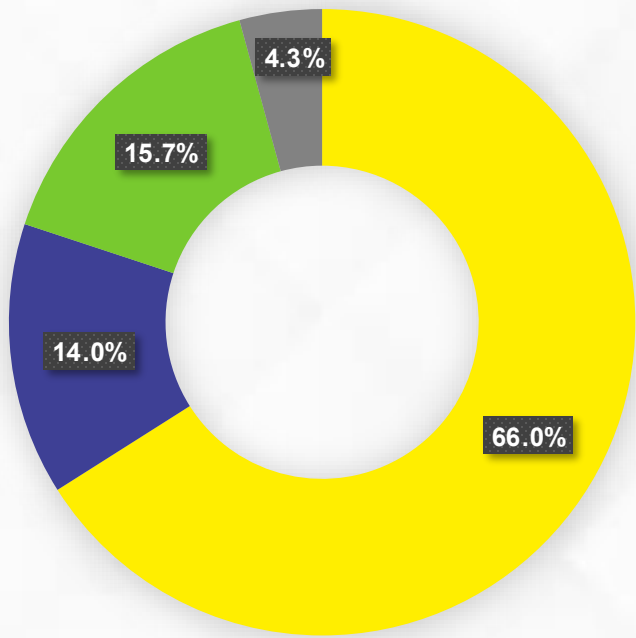
- Core Markets
- Focus Markets
- Other Markets
- Exports

By Segment



- Gathiya
- Namkeen
- Snack Pellets
- Wafers
- Extruded Snacks
- Other Products
- Others

By Price Point

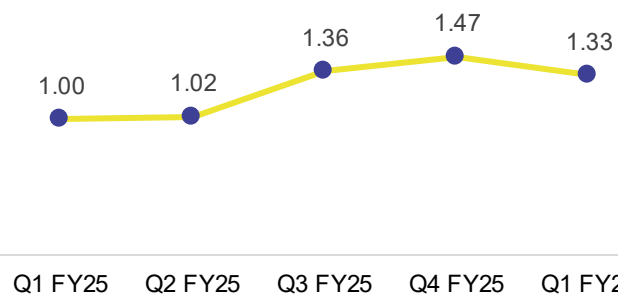


- Rs. 5
- Rs. 10
- Above Rs. 10
- Others

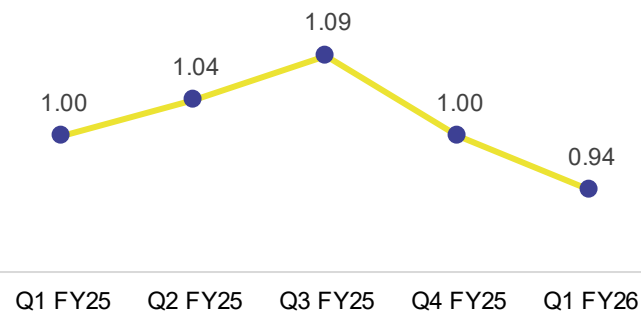
Sensitivity in Key Raw Materials



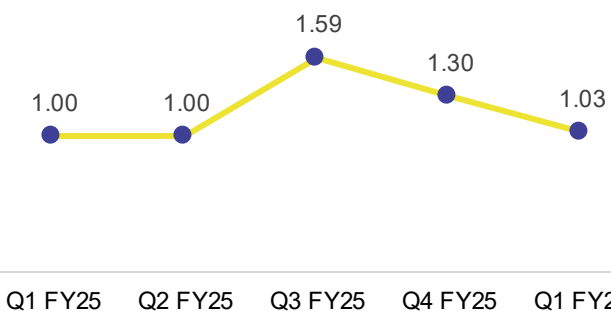
Palmolein Oil



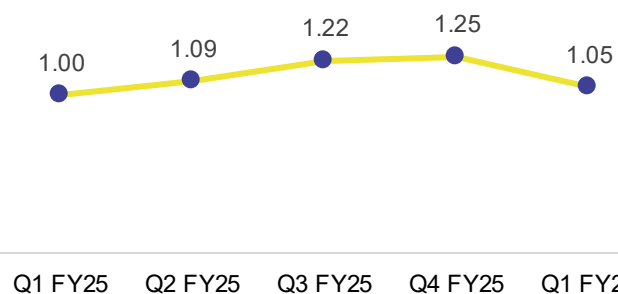
Chana Indian



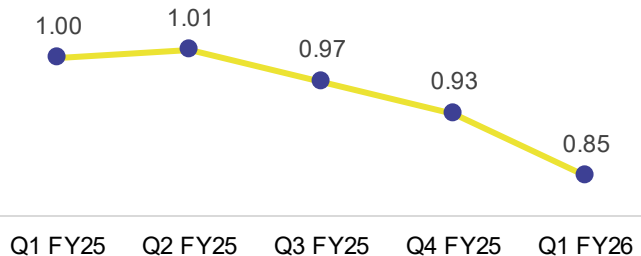
Potato LR



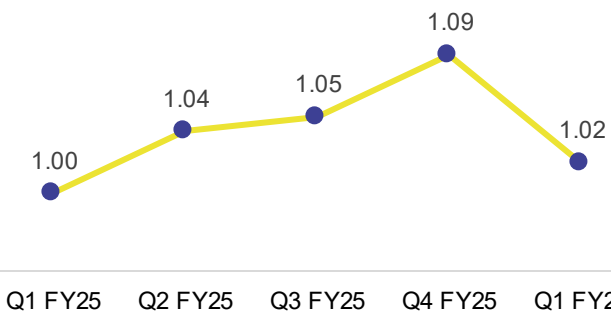
Maida Flour Unbranded



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

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.

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Thank You



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