



BIKAJI FOODS INTERNATIONAL LIMITED

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CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

Ref: BFIL/SEC/2026-27/18

Date: May 21, 2026

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,

We hereby inform you that 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, enclosing herewith a copy of the Investor Presentation or Communication, in connection with the Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended on March 31, 2026.

In compliance with the Regulation 46 of the Listing Regulations, the aforesaid presentation will also be hosted on the website of the Company and 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 Foods International Limited

Q4 FY26 EARNINGS PRESENTATION
May 21st , 2026





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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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Strong Quarter Performance with
**35.6% Gross Margin &
12.2% EBITDA Margin**

↑ 18.0%

Revenue from operations

INR 7,209 mn

**16.1% underlying
volume growth**

35.6%

Gross Margin

(up 240 bps YoY)

12.2%

EBITDA Margin

(Flat YoY)

↑ 18.4%

EBITDA Growth

INR 877 mn

7.8%

PAT

INR 560 mn

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

Strong Yearly Performance with
35.1% Gross Margin &
13.7% EBITDA Margin

↑ **14.4%**

Revenue from operations

INR 29,939 mn

9.5% underlying
volume growth

35.1%

Gross Margin

(up 290 bps YoY)

13.7%

EBITDA Margin

(up 120 bps YoY)

↑ **25.1%**

EBITDA Growth

INR 4,106 mn

8.5%

PAT

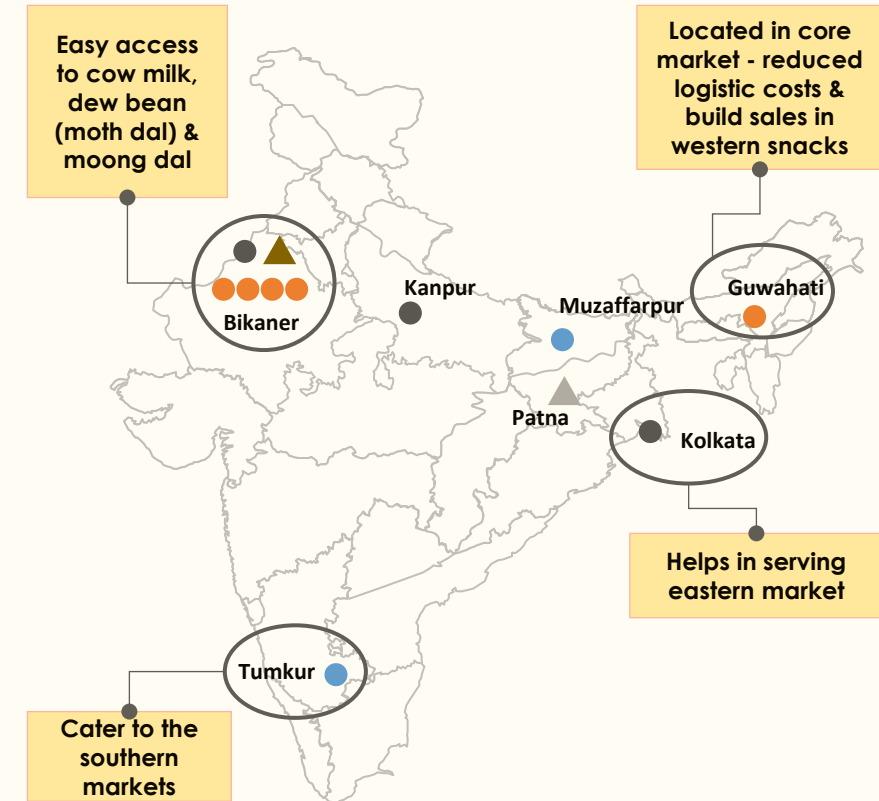
INR 2,544 mn

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

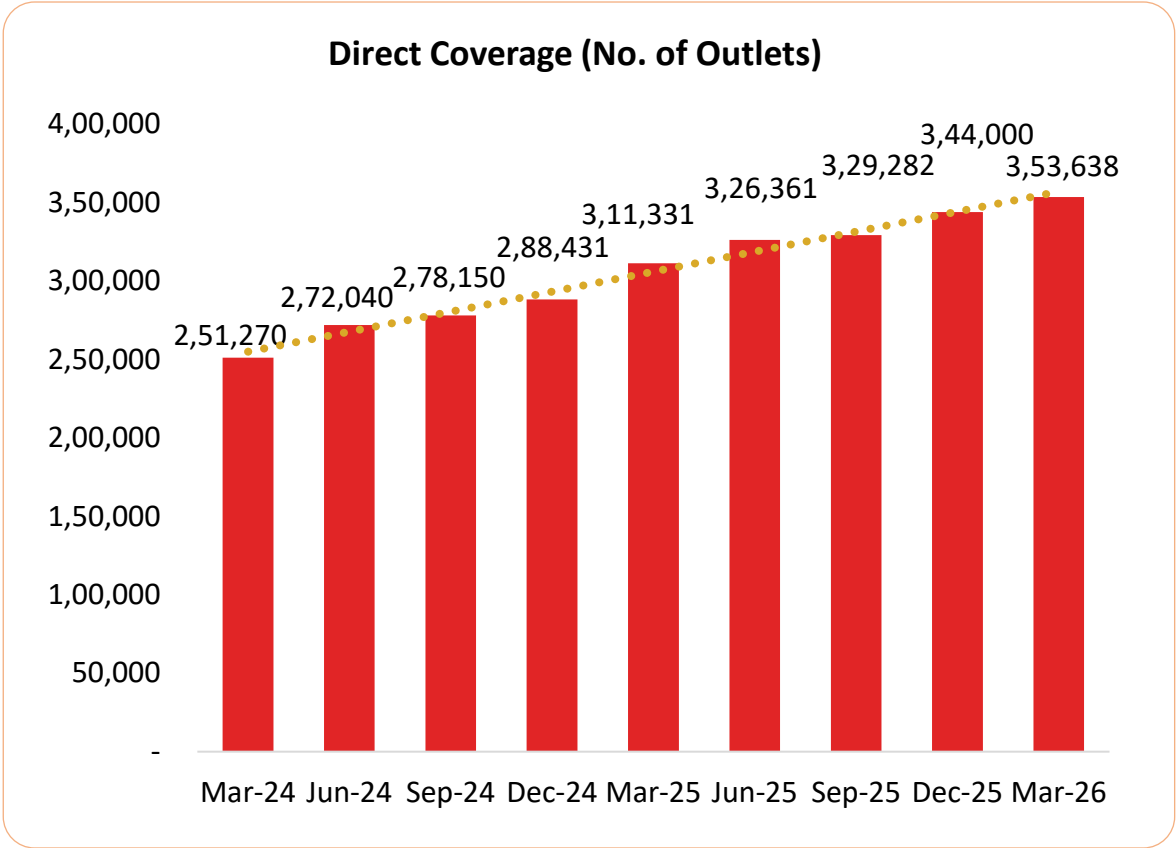
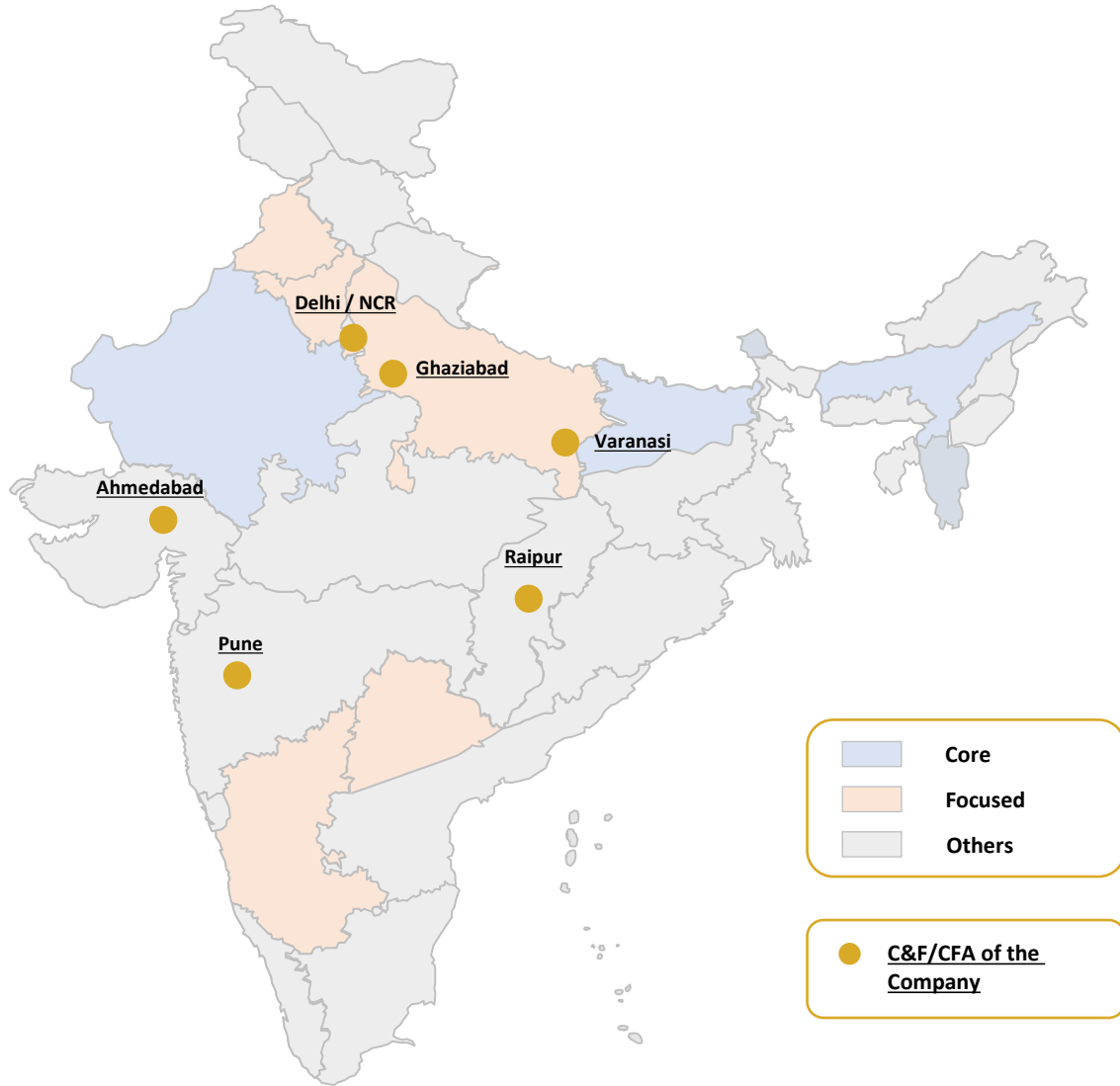
Category wise Installed Capacity

Installed Capacity as of 31 st March 2026	
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

Manufacturing facilities



Strategically located manufacturing facilities



Focus on increasing direct reach

Continued focus on direct distribution model

Overall total reach as on 31st March 2026 – 14.0 Lacs outlets



MARKETING INITIATIVES



1. **Consumer Offer** – The paytm offer led to a spike in sales figures but also helped Bikaji engage with our consumers
2. **Bhujia ho toh Bikaji Campaign** – First ever targeted campaign to create our brand's dominance in the category, in our core states | Generic advertising converted to a campaign | Better use of marketing (esp. media budgets)
3. **UP Campaign** – New Brand Ambassador | New Partners | New State Focus | Managed within the overall budget
4. **Bikaji logo & packaging revamp** – Optimised pack sizes, industry benchmarking etc.







First ever **regional campaign** with a **new brand ambassador**, driven by **data and consumer insights** and led by a credible set of **business partners**.

Breaking into UP as a Household Habit Brand

OUR OBJECTIVE : Position Bikaji not as just another namkeen option on the shelf, but as an essential household habit brand across Uttar Pradesh. We're building long-term rituals, not chasing short-term transactions.

THE NORTH STAR : Drive the A-T-R flywheel: Awareness → Trial → Repeat. Product trial sits at the heart of this journey, converting curiosity into lasting household habits.

Cultural Fit

Hindi-first messaging with authentic UP tonality. We lead with warmth and humor that feels like home, not marketing.

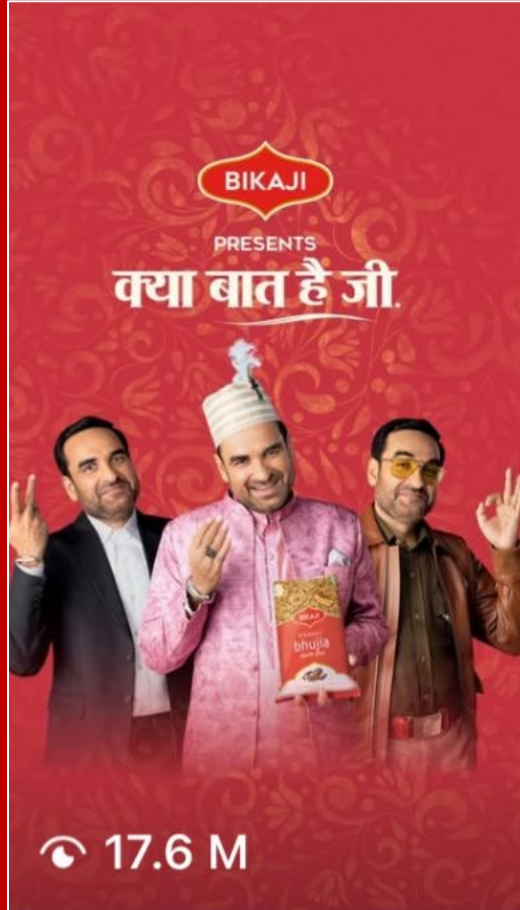
Clear Differentiation

Bikaji ≠ just snacks. Bikaji = ghar ka swaad + trusted ritual + liked by everyone. A taste of home for every moment

Consistency at Scale

One unified narrative flows seamlessly across OOH, digital, retail, PR, and influencer touchpoints.

Three Strategic Pillars Driving Success





BUSINESS PERFORMANCE

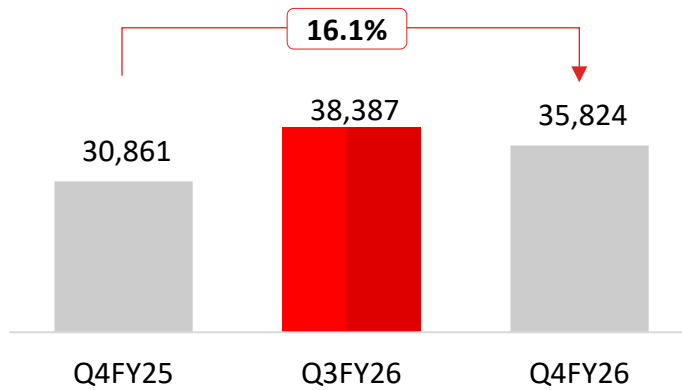


Q4FY26 CORE BUSINESS PERFORMANCE

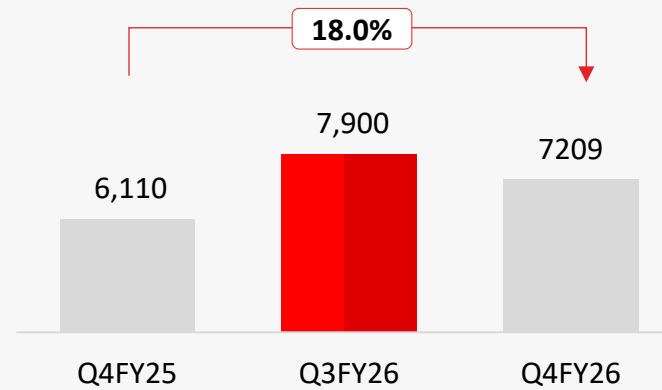


(INR Mn)

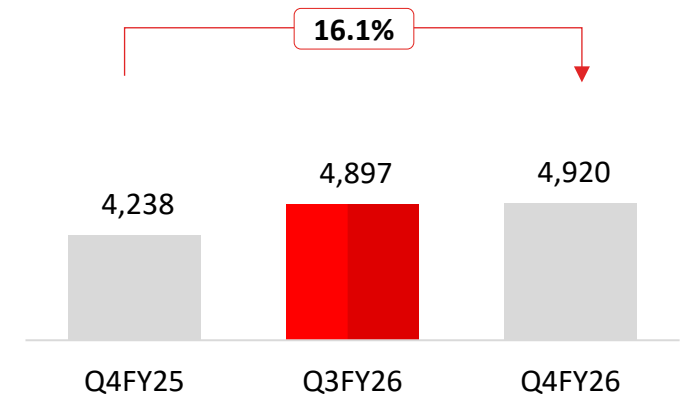
Volume (in tonnes)



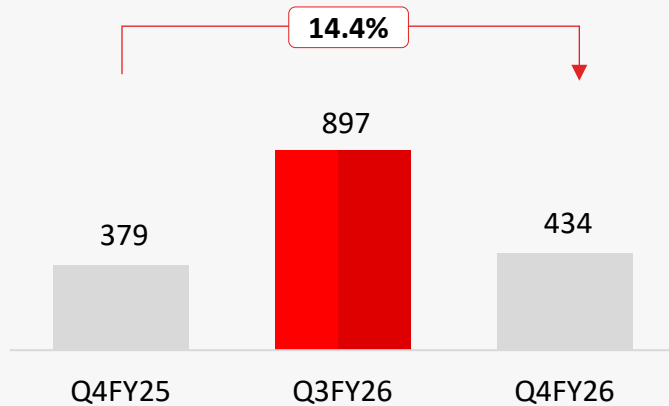
Revenue from Operations



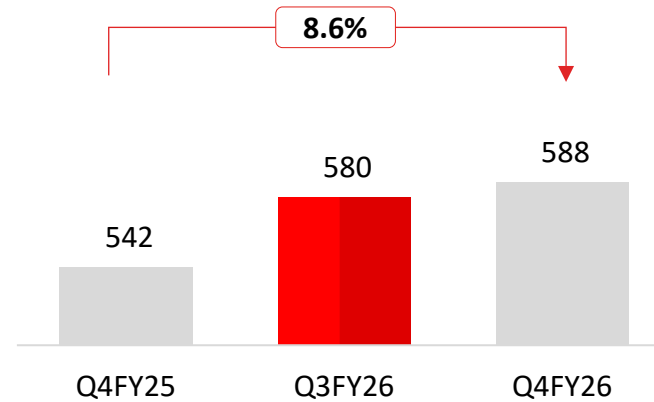
Ethnic Snacks



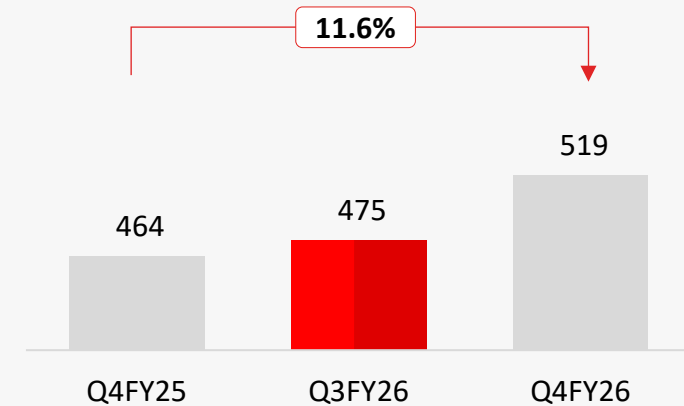
Packaged Sweets



Western Snacks



Papad



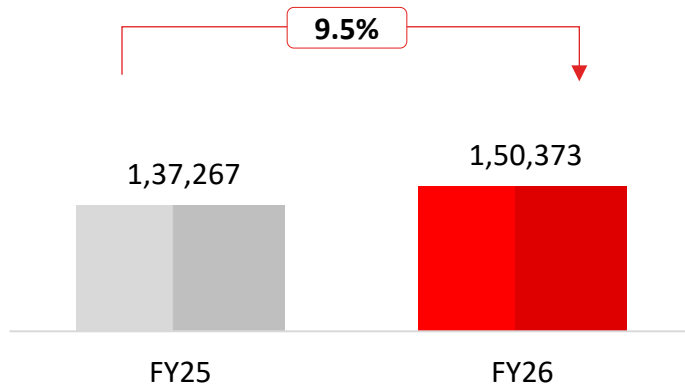
Note: *Revenue from operations includes sale of raw material, packing materials, PLI Income and service income also which is not included in category wise breakup

FY26 CORE BUSINESS PERFORMANCE

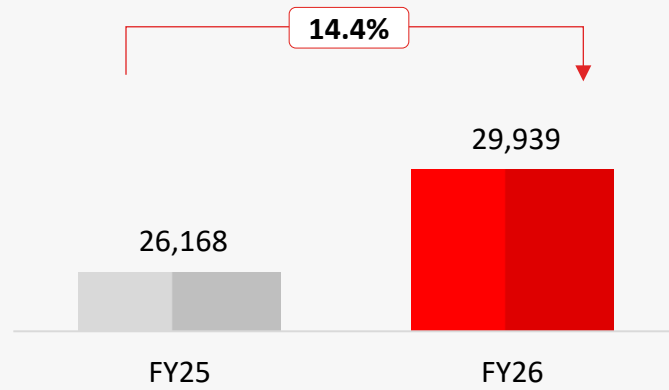


(INR Mn)

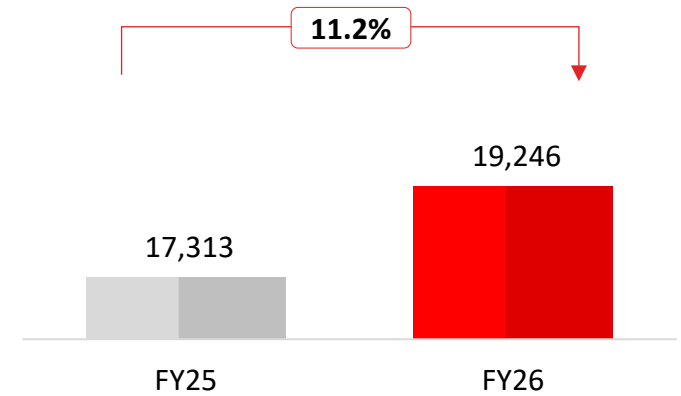
Volume (in tonnes)



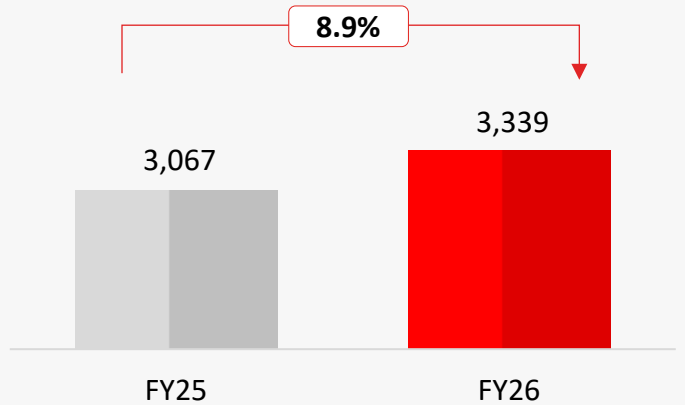
Revenue from Operations



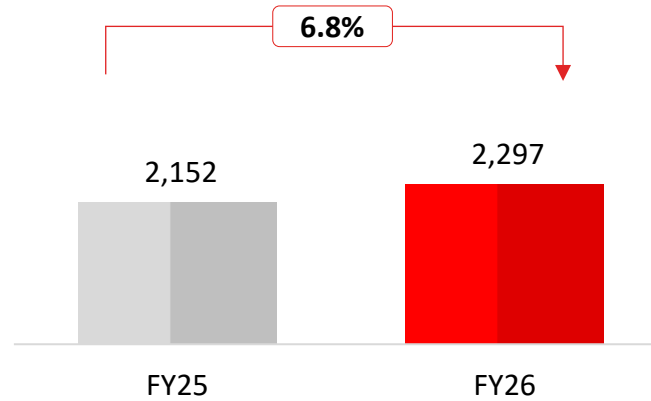
Ethnic Snacks



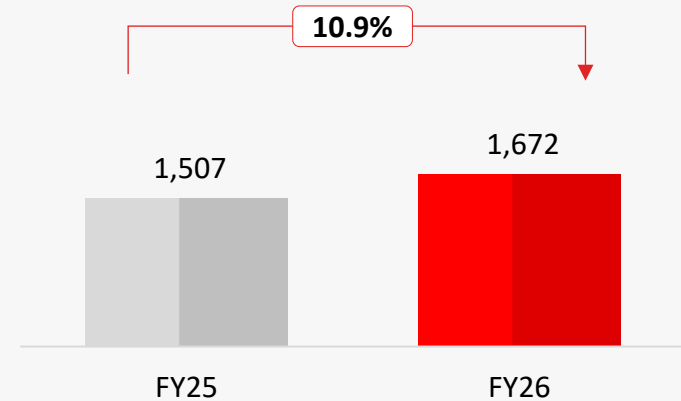
Packaged Sweets



Western Snacks

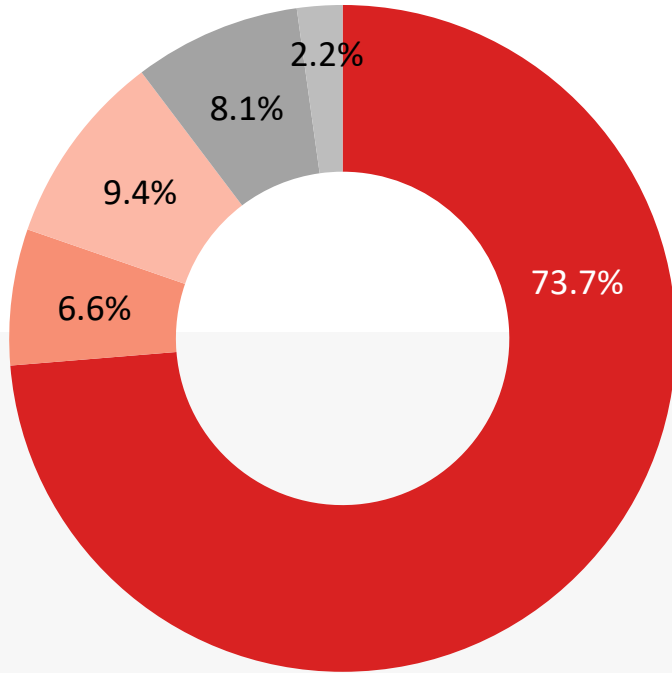


Papad



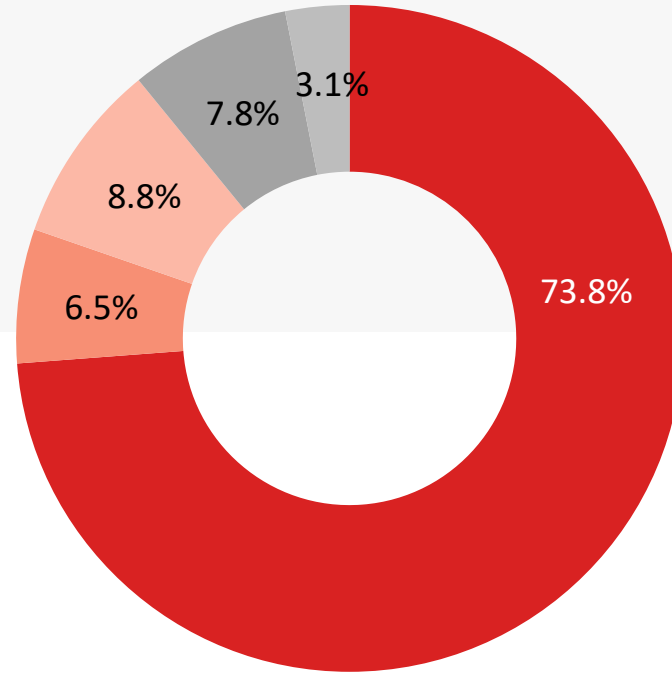
Note: *Revenue from operations includes sale of raw material, packing materials, PLI Income and service income also which is not included in category wise breakup

Q4FY25



- Ethnic Snacks
- Packaged Sweets
- Western Snacks
- Papad
- Others

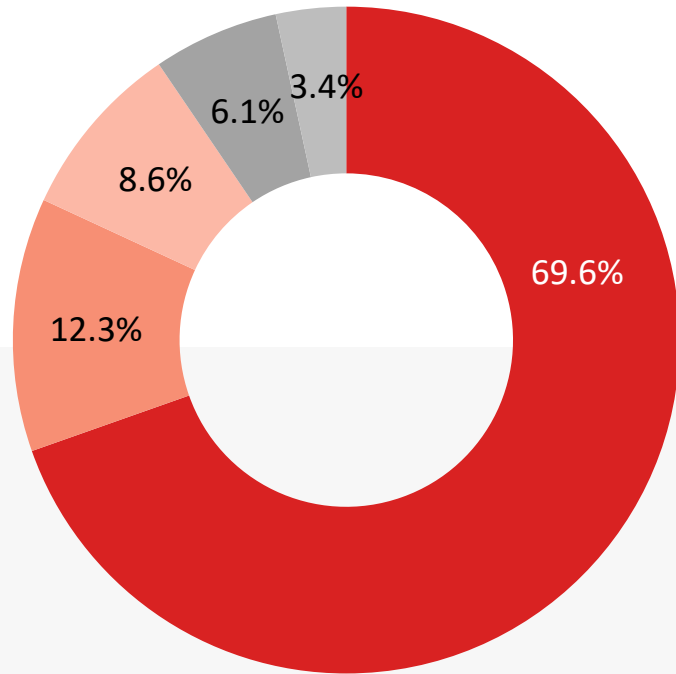
Q4FY26



- Ethnic Snacks
- Packaged Sweets
- Western Snacks
- Papad
- Others

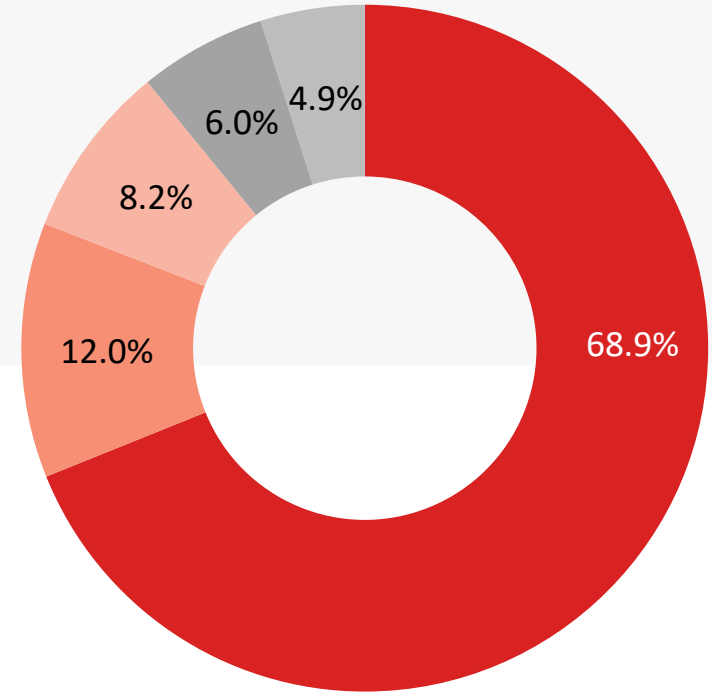
(in %)

FY25



- Ethnic Snacks
- Packaged Sweets
- Western Snacks
- Papad
- Others

FY26

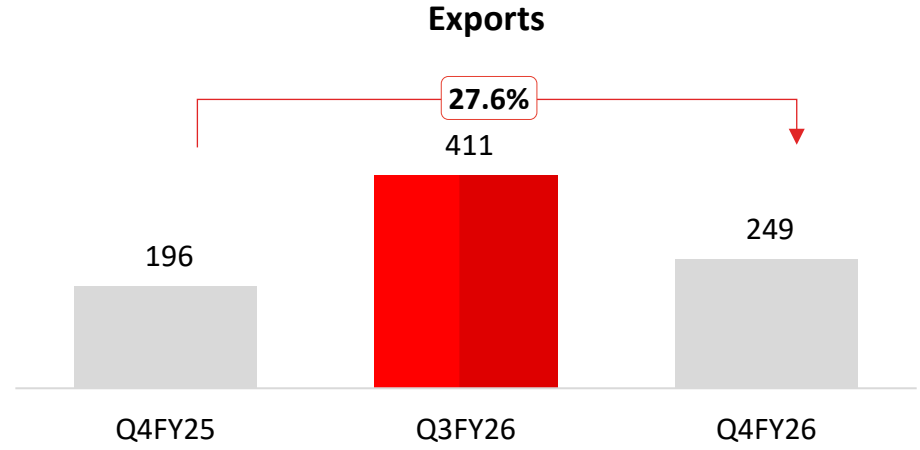
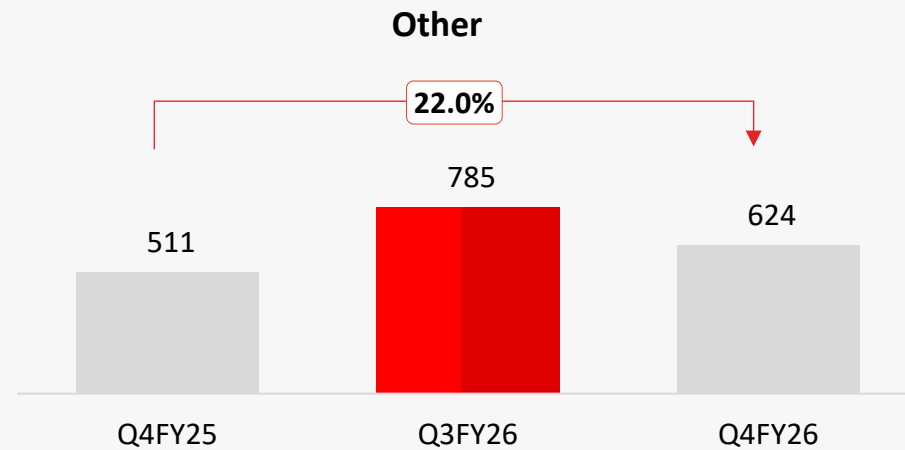
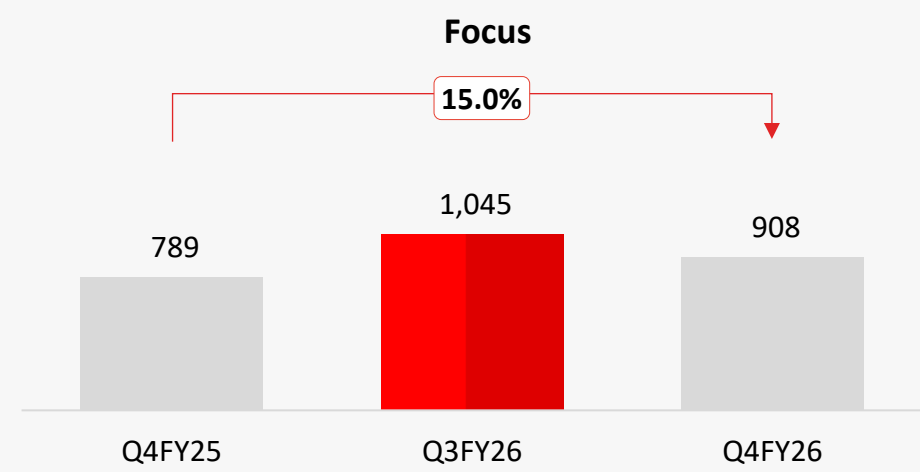
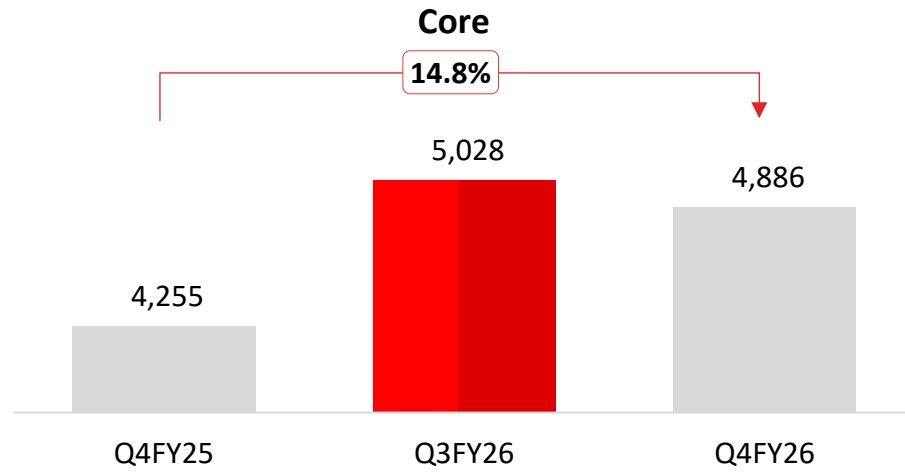


- Ethnic Snacks
- Packaged Sweets
- Western Snacks
- Papad
- Others

Q4FY26 CORE & FOCUS MARKETS PERFORMANCE



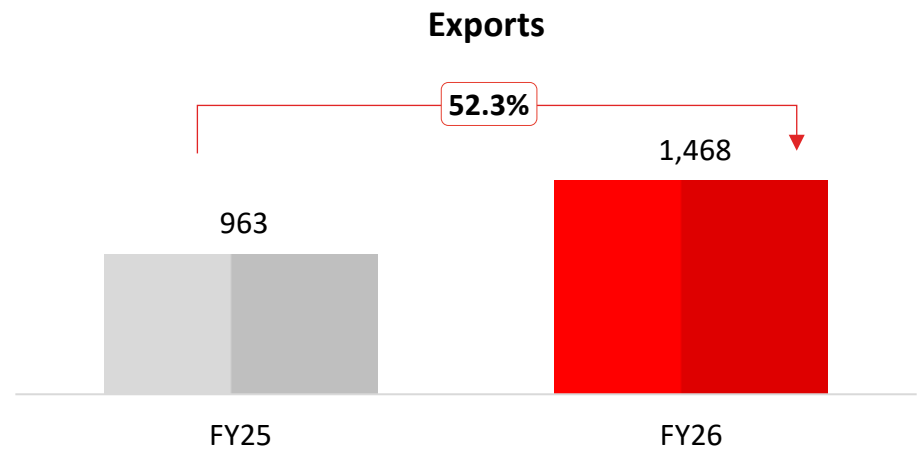
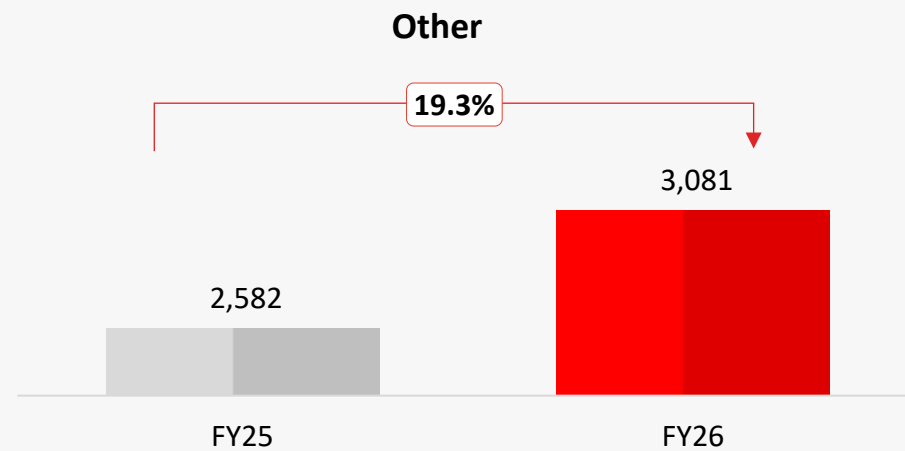
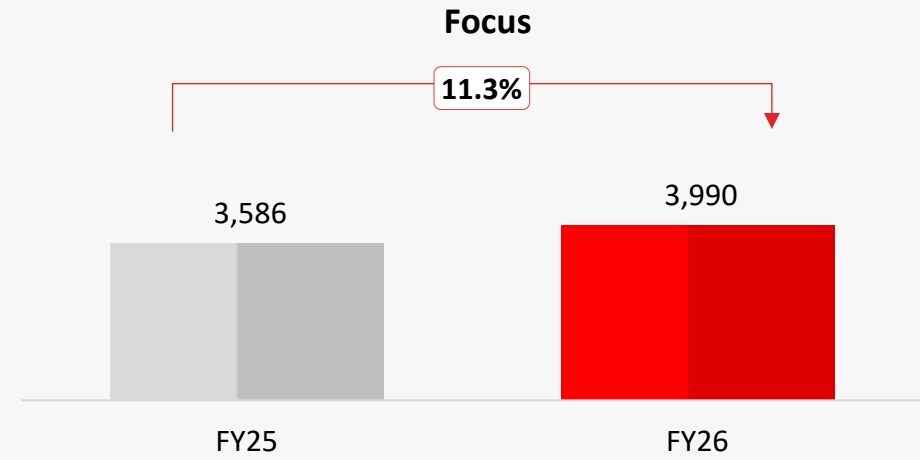
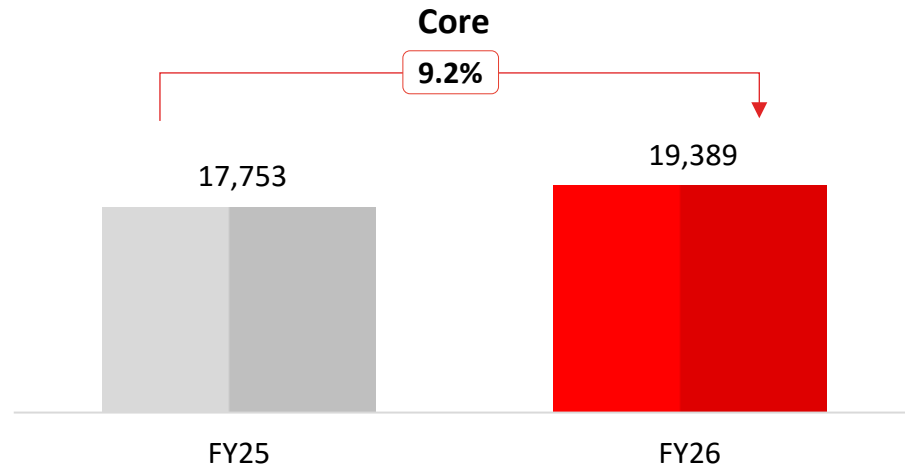
(INR Mn)



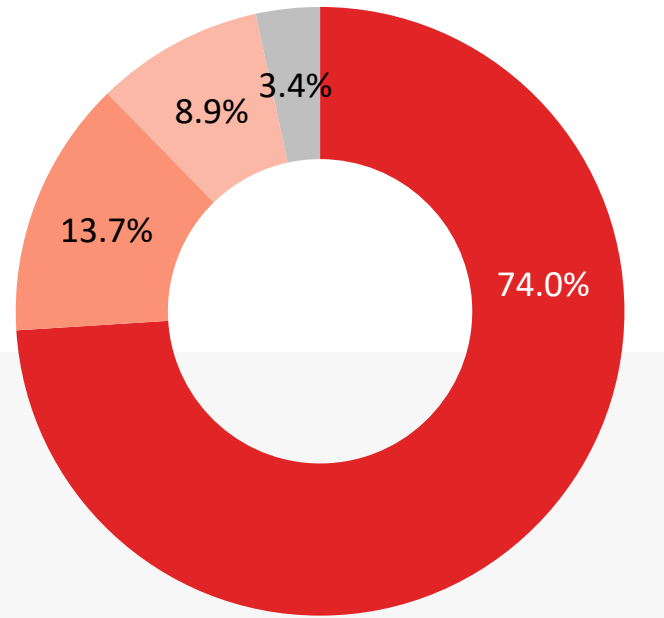
FY26 CORE & FOCUS MARKETS PERFORMANCE



(INR Mn)

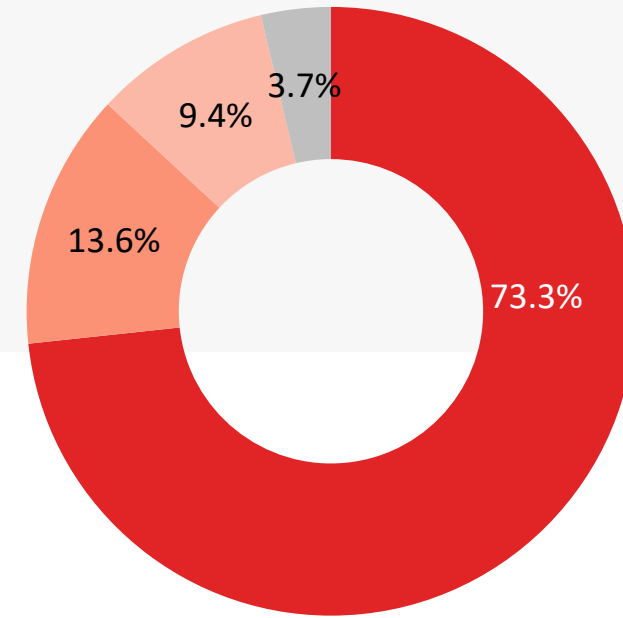


Q4FY25



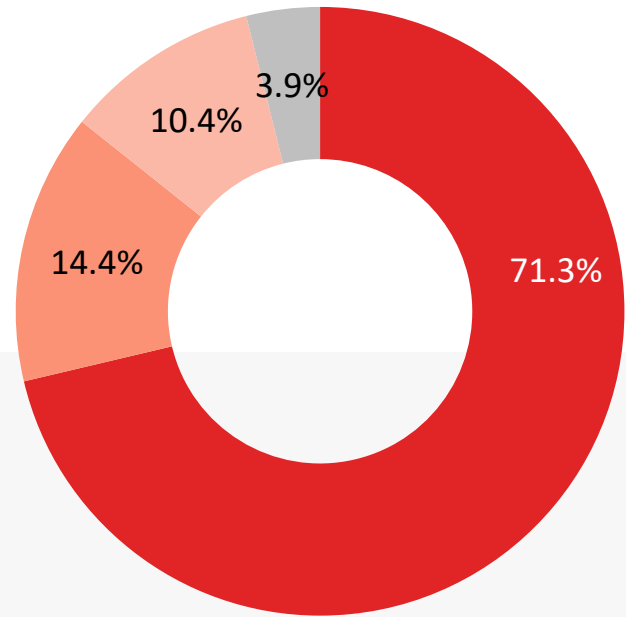
■ Core ■ Focus ■ Others ■ Export

Q4FY26



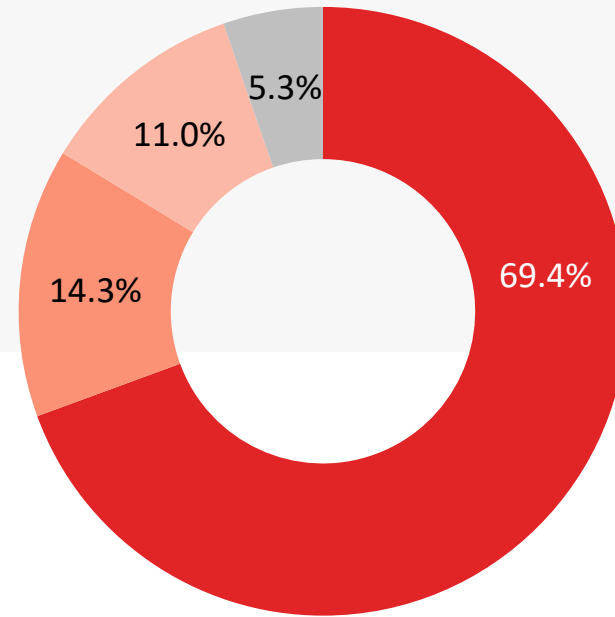
■ Core ■ Focus ■ Others ■ Export

FY25



■ Core ■ Focus ■ Other ■ Export

FY26

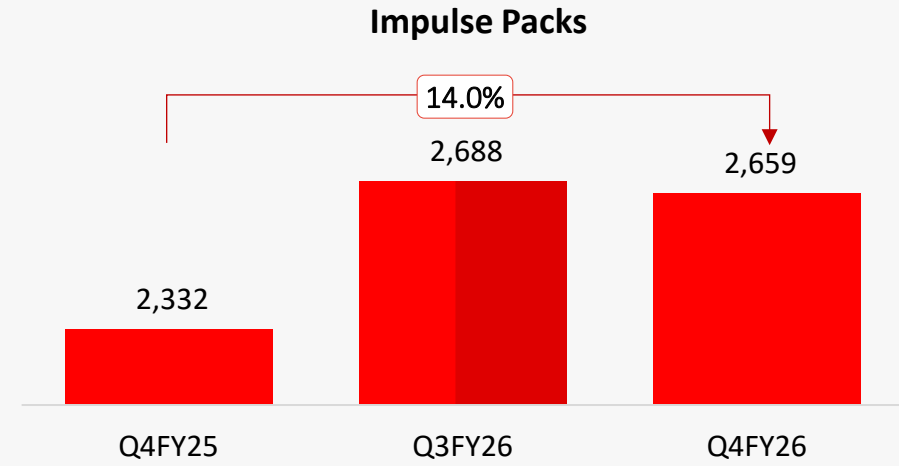
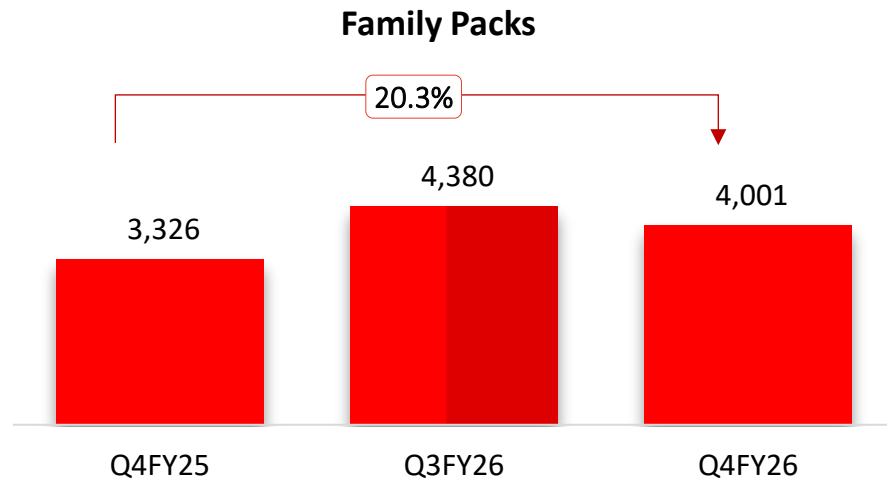


■ Core ■ Focus ■ Other ■ Export

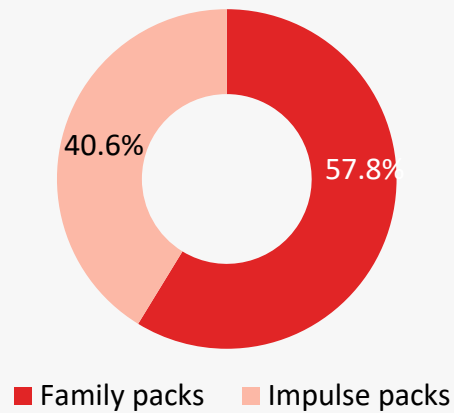
Q4FY26 SKU MIX- MARKET LEADER IN FAMILY PACK SEGMENT



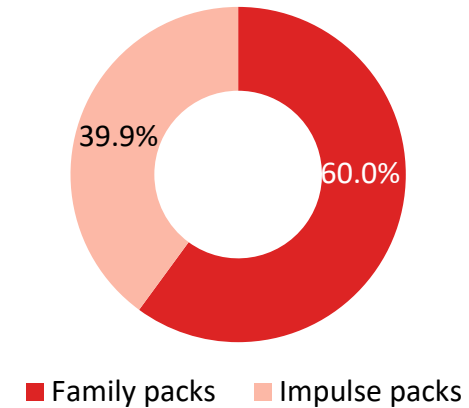
(INR Mn)



Q4FY25



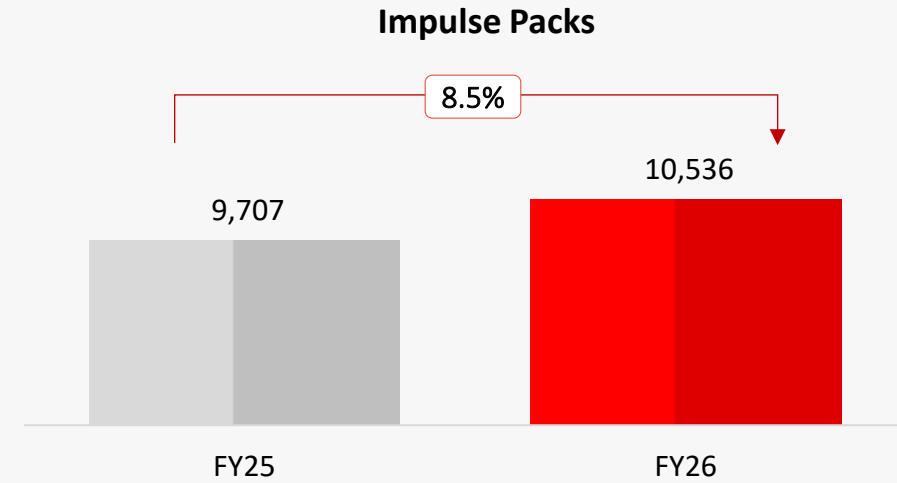
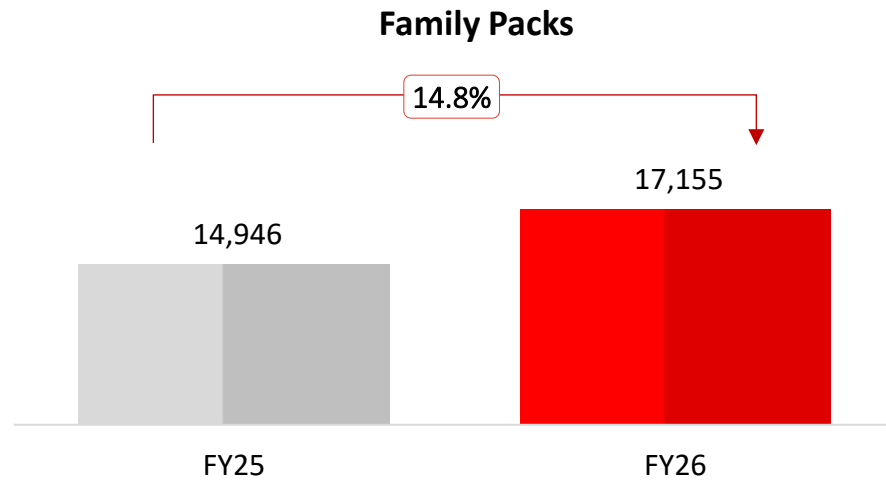
Q4FY26



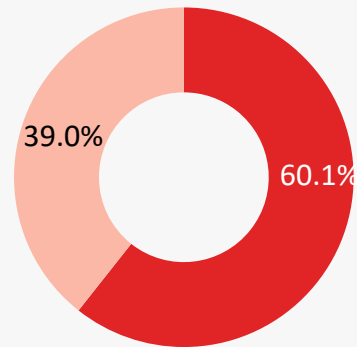
FY26 SKU MIX- MARKET LEADER IN FAMILY PACK SEGMENT



(INR Mn)

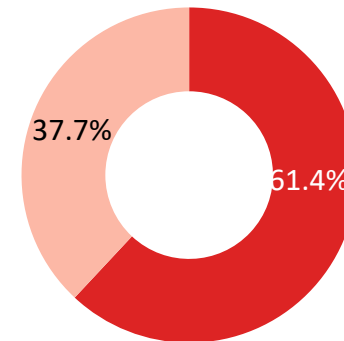


FY25



■ Family packs ■ Impulse packs

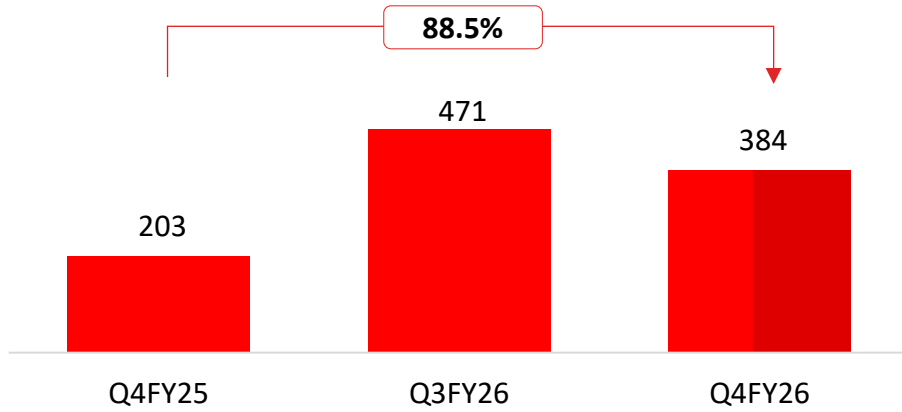
FY26



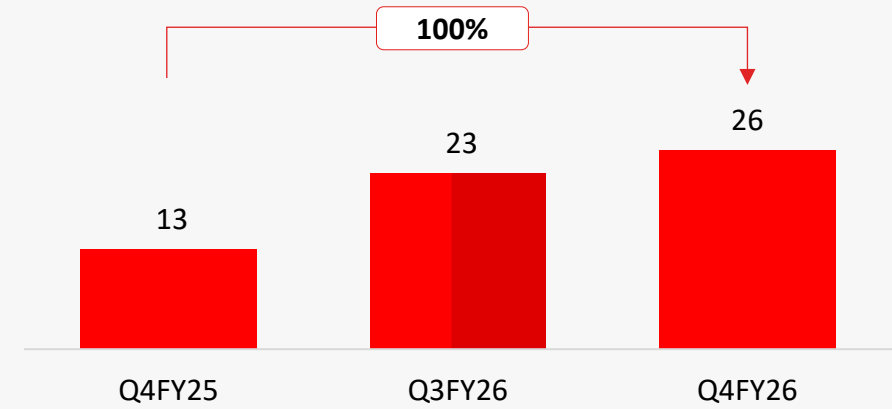
■ Family packs ■ Impulse packs

(INR Mn)

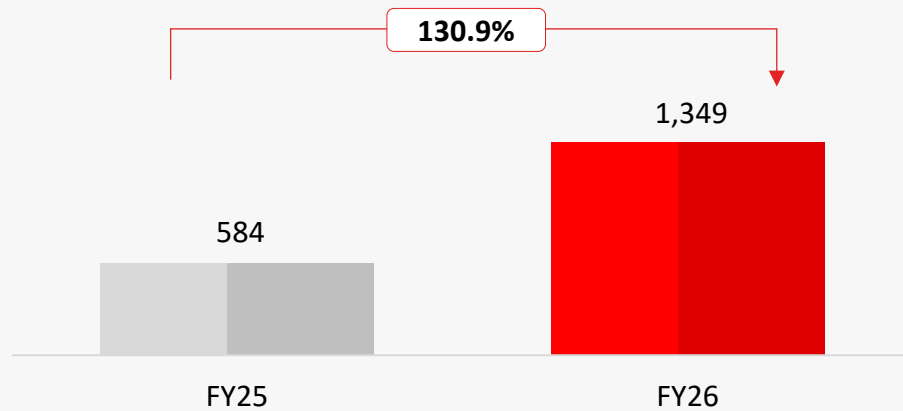
Revenue from Operations



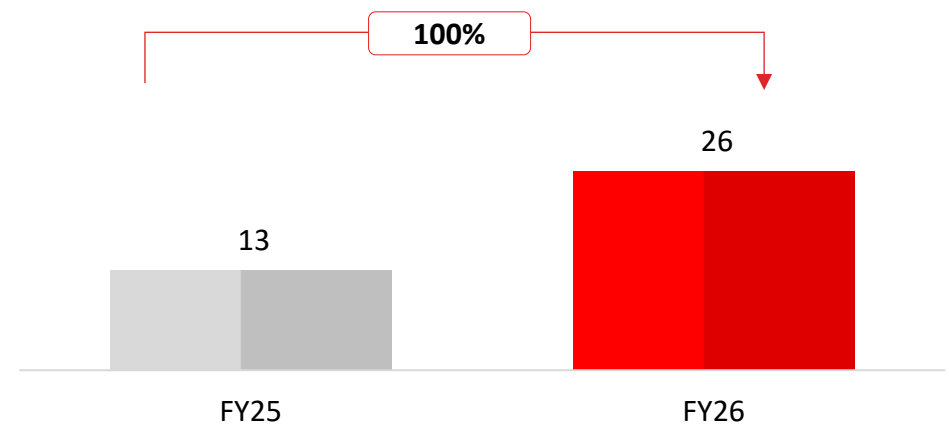
Store Count



Revenue from Operations



Store Count



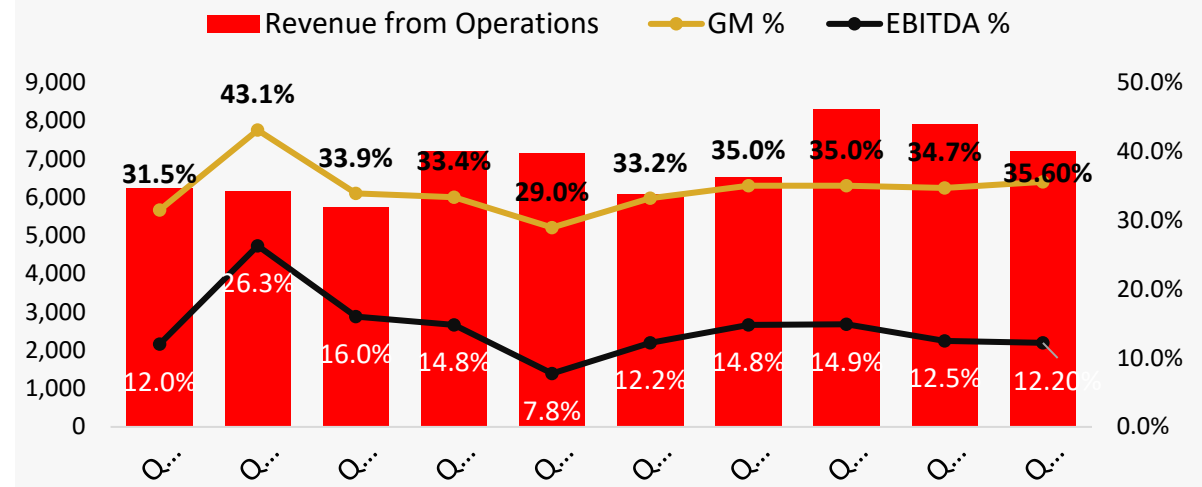
Key Financial Performance

(INR Mn)

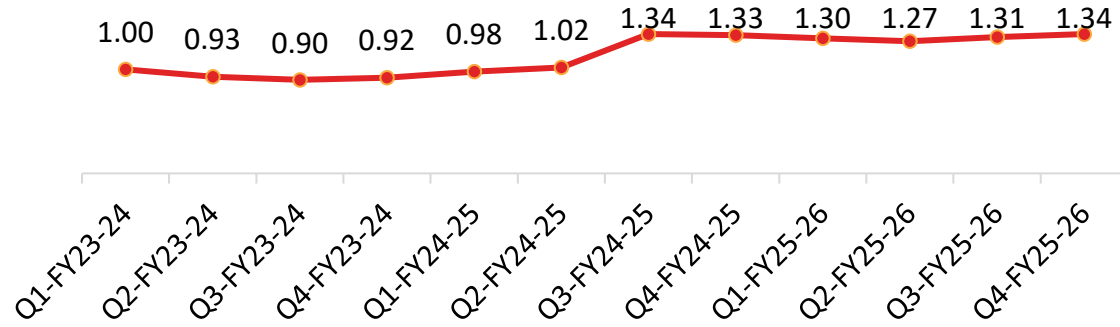
Particulars	Q4 FY26	YoY (%)	QoQ (%)
Total Revenue from Operations	7,209	18.0%	(8.8%)
EBITDA	877	18.4%	(10.8%)
PAT	560	39.8%	(9.9%)

- Delivered overall volume growth of 19.4% and value growth of 18.0% in Q4 YoY
- EBITDA grew by 18.1% and stood at INR 877 millions. With this consolidated EBITDA earned by the Company during FY 25-26 stands out at INR 4,106 millions
- Gross Margin stands as 35.6% on overall revenue with growth of 240 bps (YoY) and 290 bps for the full year.
- We also executed two highly successful brand campaigns during the year. “Kya Baat Hai Ji”, our first-ever regional campaign focused on Uttar Pradesh featuring Pankaj Tripathi as the brand ambassador, received an encouraging consumer response and helped strengthen regional brand connect. In parallel, the “Bhujia Ho To Bikaji” mega campaign further reinforced Bikaji’s strong association with the bhujia category and witnessed strong consumer engagement across markets.

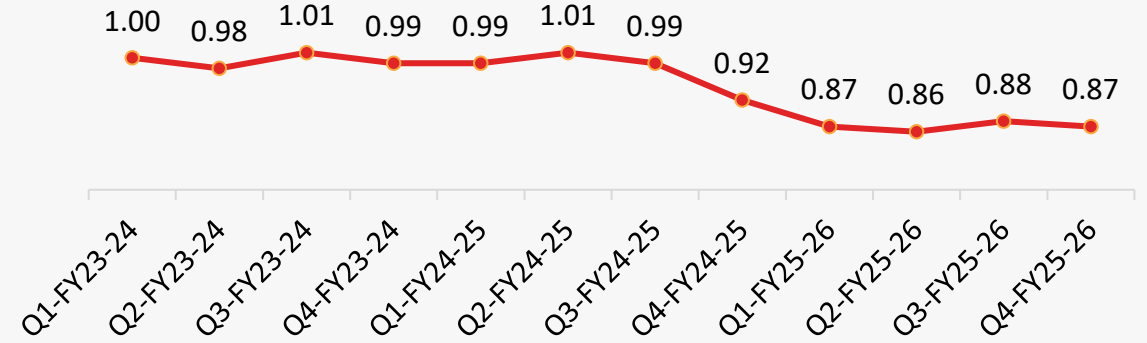
Quarterly Performance



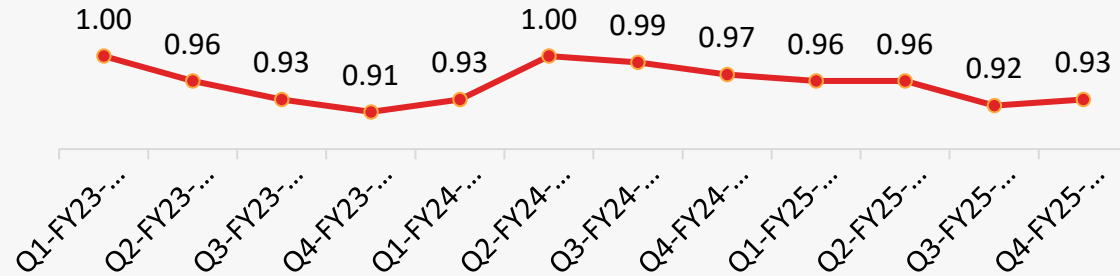
Edible Oil



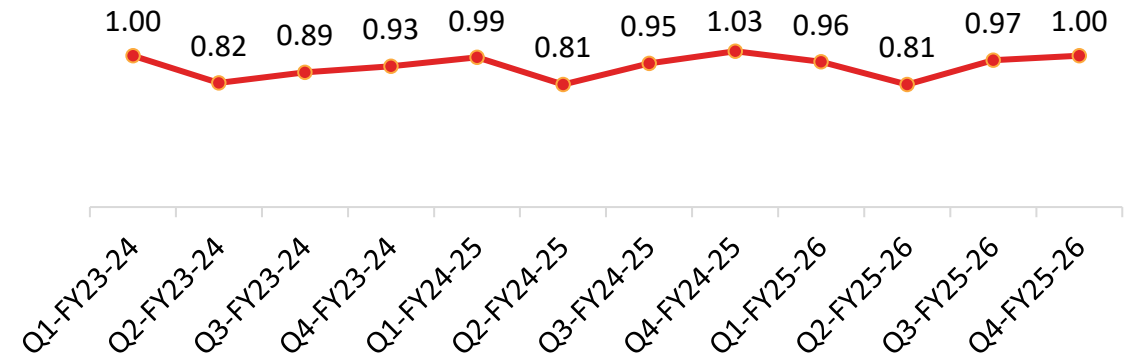
Pulses and Flours



Laminates



Corrugated Boxes



CONSOLIDATED FINANCIAL PERFORMANCE | P&L



(INR Mn)

Particulars	Quarter ended 31 st March 2026	Quarter ended 31 st December 2025	Quarter ended 31 st March 2025	FY26 31 st March 2026	FY25 31 st March 2025
Revenue from Operations	7,209	7,900	6,110	29,939	26,168
Other Income	178	113	100	514	322
Total Revenue	7,386	8,014	6,210	30,453	26,489
Cost of Goods Sold	4,644	5,160	4,082	19,445	17,746
Gross Profit	2,565	2,740	2,028	10,494	8,422
Gross Margins (%)	35.6%	34.7%	33.2%	35.1%	32.2%
EBITDA	877	984	741	4,106	3,283
EBITDA Margin (%)	12.2%	12.5%	12.1%	13.7%	12.5%
EBIT	634	743	496	3,155	2,468
EBIT Margin (%)	8.8%	9.4%	8.1%	10.5%	9.4%
PAT	560	622	401	2,544	1,942
PAT Margin (%)	7.8%	7.9%	6.6%	8.5%	7.4%
EPS (Basic)	2.25	2.48	1.79	10.31	8.02

CONSOLIDATED FINANCIAL PERFORMANCE | BALANCE SHEET



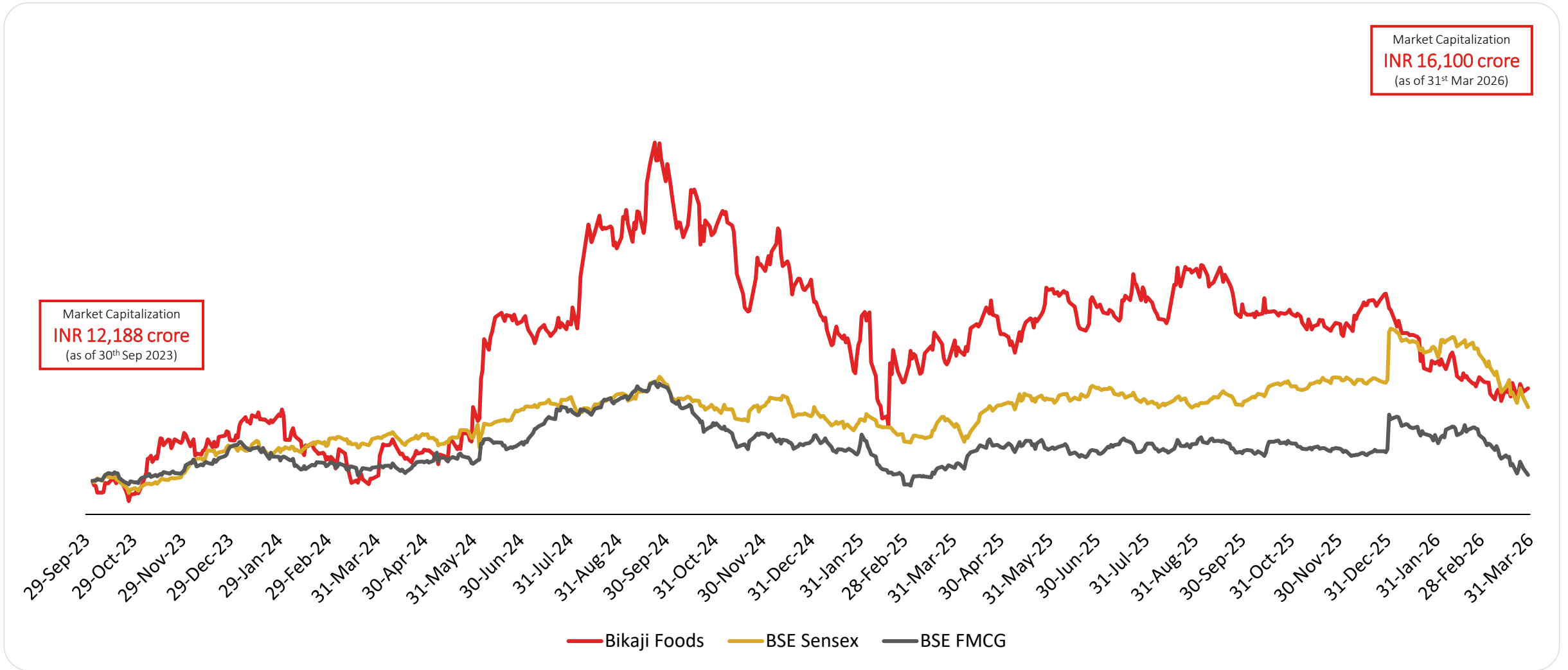
(INR Mn)

Particulars	31 st March 2026	31 st March 2025
Property, plant and equipment (Tangible, Intangible, CWIP & RoU)	11,847	10,843
Cash and cash equivalent (Inclusive of FD & interest accrued)	4,490	3,237
Inventories	1,174	1,079
Trade receivables	1,071	1,009
Other Assets	3,814	3,172
Total Assets	22,395	19,341
Total Equity (Share capital and reserves)	17,074	14,805
Borrowings	2,098	1,535
Trade Payables	648	689
Other Liabilities	2,576	2,312
Total Liabilities	22,395	19,341

COMPANY SHARE PRICE PERFORMANCE



The stock generated a CAGR of 24% vs BSE Sensex which gave a CAGR of 14% over the last 2 year.





Bikaji Foods International Ltd.

Rishabh Jain

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Prateek Sharma

Email: prateek.sharma@bikaji.com

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Bikaner RJ 334006 IN.

Corporate Office:

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Karni Extension, Riico Industrial Area, Bikaner 334004 RJ IN