BIKAJI FOODS INTERNATIONAL LIMITED

F 196-199, F 178 & E 188, Bichhwal Industrial Area, Bikaner, Rajasthan, India – 334006
T: +91-151-2250350 | E: cs@bikaji.com | W: www.bikaji.com
CIN: L15499RJ1995PLC010856 | GST No.: 08AAICS1030P1Z5

Ref: BFIL/SEC/2026-27/71

Date: November 05, 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 Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended on September 30, 2026.

In compliance with the Regulation 46 of the Listing Regulations, the above 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
Digitally signed by RAHUL JOSHI
Date: 2026.11.05 16:08:12 +05'30'

Rahul Joshi
Head – Legal and Company Secretary
Membership No.: ACS 33135

Enclosure: As Above

Bikaji Foods International Limited

Q2 FY27 EARNINGS PRESENTATION

November 5th, 2026







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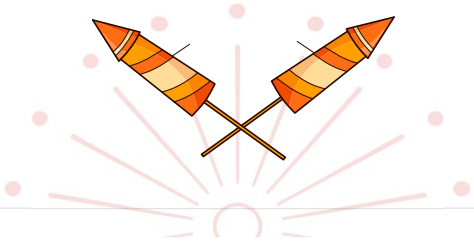
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This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of Bikaji Foods International Ltd., its outlook and growth prospects. The actual results may differ materially 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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Q2FY27 KEY FINANCIAL HIGHLIGHTS

Healthy Revenue Growth with
34.4% Gross Margin &
12.6% EBITDA Margin

13%
Revenue from operations
INR 9,385 mn
5.0% underlying volume growth

34.4%
Gross Margin at
(down 60 bps YoY)

12.6%
EBITDA Margin at
(down 280 bps YoY)

-7.4%
EBITDA Growth
INR 1,187 mn

-11.2%
PAT
INR 690 mn

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

H1FY27 KEY FINANCIAL HIGHLIGHTS

Healthy Revenue Growth with
35.0% Gross Margin &
13.0% EBITDA Margin

12.8%
Revenue from operations
INR 16,728 mn
6.2% underlying volume growth

35.0%
Gross Margin at
(Flat YoY)

13.0%
EBITDA Margin at
(down 210 bps YoY)

-3.0%
EBITDA Growth
INR 2,177 mn

-6.0%
PAT
INR 1,284 mn

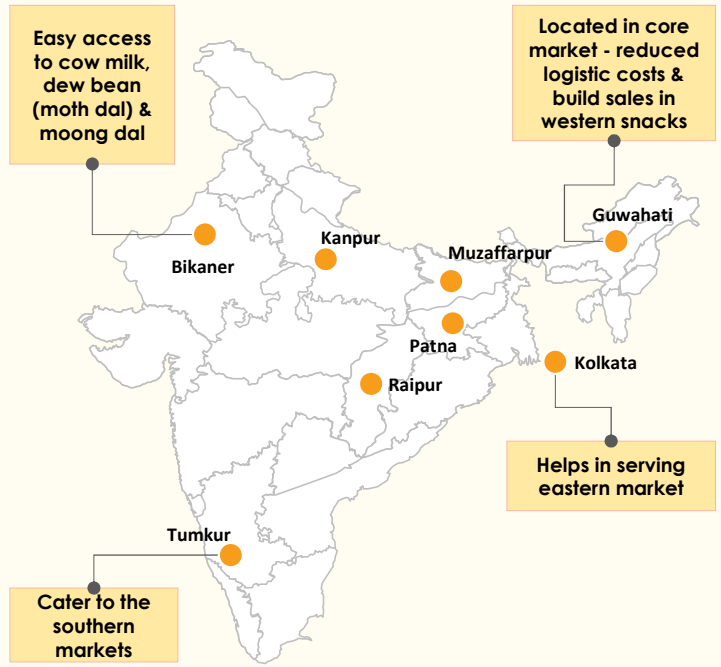
Note: # Growth is calculated on a year-on-year basis

MANUFACTURING FACILITIES

Category wise Installed Capacity

Installed Capacity as of 30th September 2026	
Category	**Capacity** (in metric tones)
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

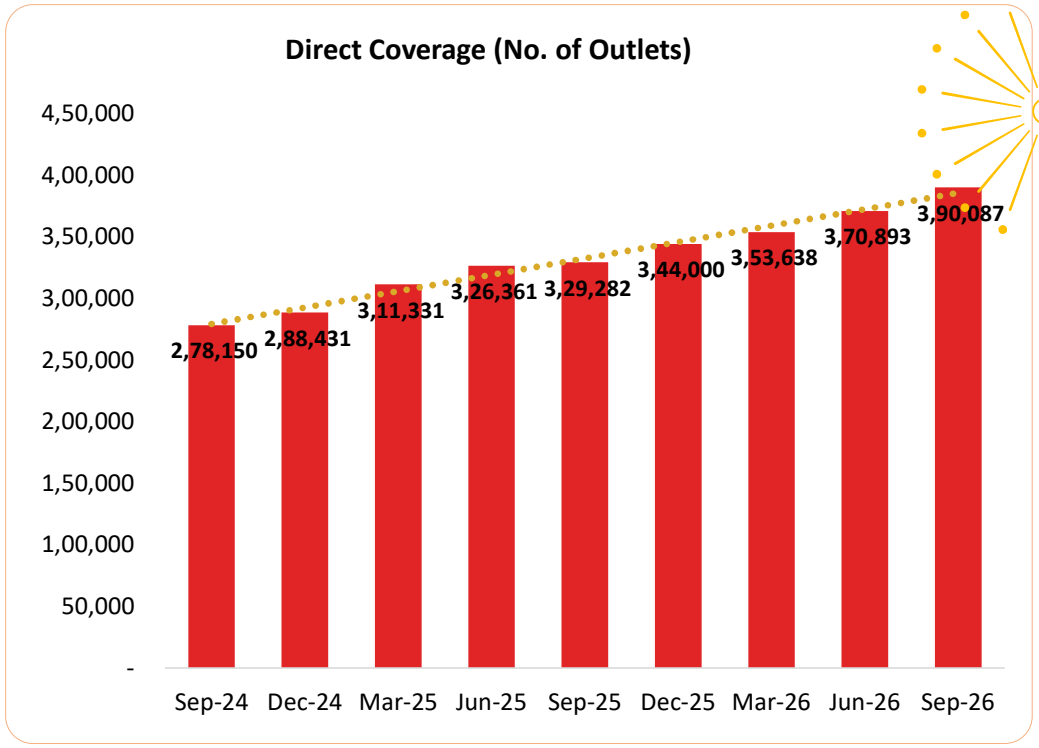


Strategically located manufacturing facilities

PAN INDIA DISTRIBUTION



Continued focus on direct distribution model



Focus on increasing direct reach

Overall total reach as on 30th June 2026 – 14.46 Lacs outlets

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MARKETING INITIATIVES







PAYTM CASHBACK CAMPAIGN

Driving OTG Adoption

1 33 OTG SKUs Activated

Integrated cashback-to-loyalty scan funnel to incentivize consumer purchases.

2 Retail Activation

POP/POSM kits (banners, posters, buntings and long pads) deployed to sales teams for standardized in-market execution.

3 Hyperlocal Visibility

Chai Tapri branding in Rajasthan & Chhattisgarh to drive OTG pack uptake through cashback incentives.

4 Digital Amplification

Pan-India influencer-led campaign planned to amplify cashback awareness and consumer participation.

Paytm Campaign – Driving On – Ground Activation









Driving Retail Engagement and Consumer Connect

Strengthening Brand Connect Through a New Campaign Featuring Mr. Amitabh Bachchan

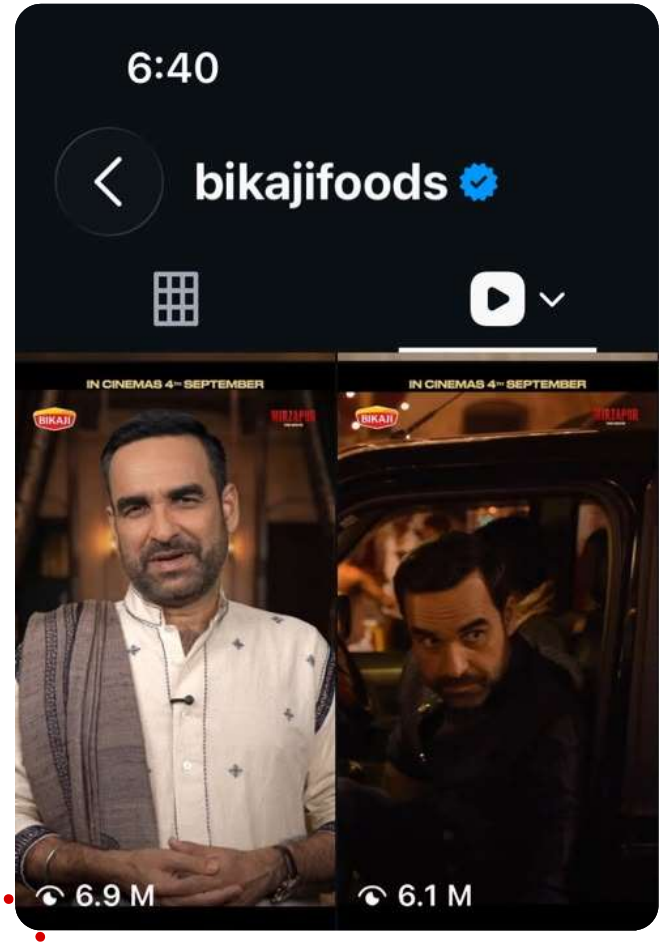
TVC's aired with **Mr. Bachchan,** showcasing our flagship portfolio across family and on-the-go consumption occasions to build a scalable, multi-channel creative ecosystem.

11
TVC's Produced

13+
Products Featured



Mirzapur : The Movie – Driving Consumer Engagement & Sales Momentum





13M+

Views garnered across digital platforms

- Leveraged the popularity of **Mirzapur**, to promote **Bikaji's Namkeen** portfolio through a digital consumer contest, offering lucky winners an exclusive meet-and-greet with the star cast and movie vouchers. Complemented the activation with a sales contest across the sales force, rewarding top performers

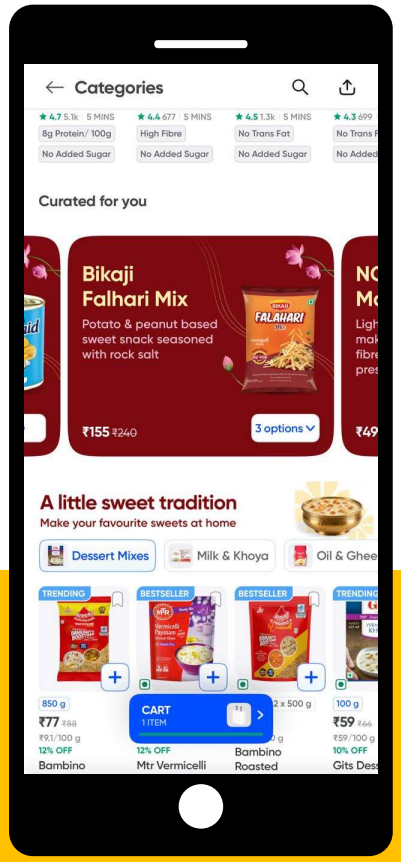


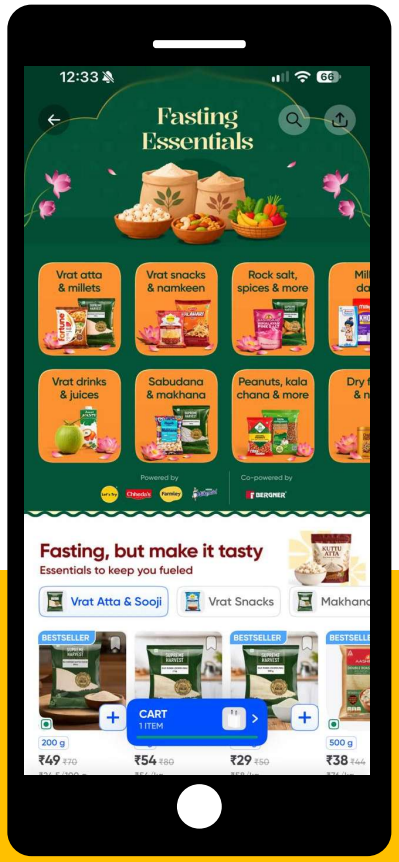


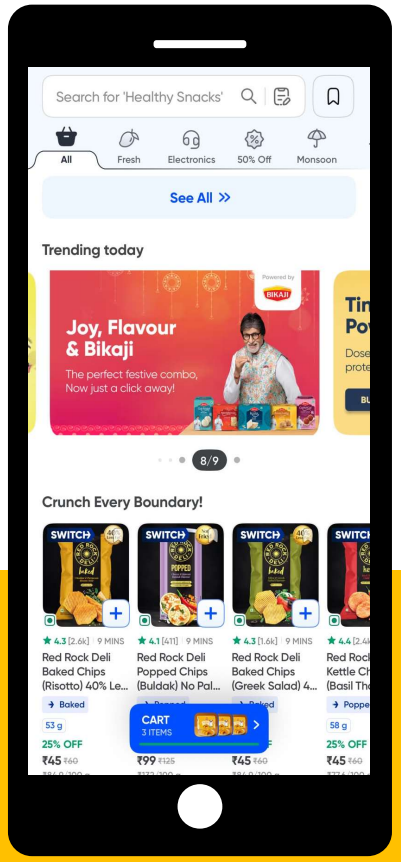
Pan-India KBC Integration – Amplifying Festive Brand Visibility at Scale

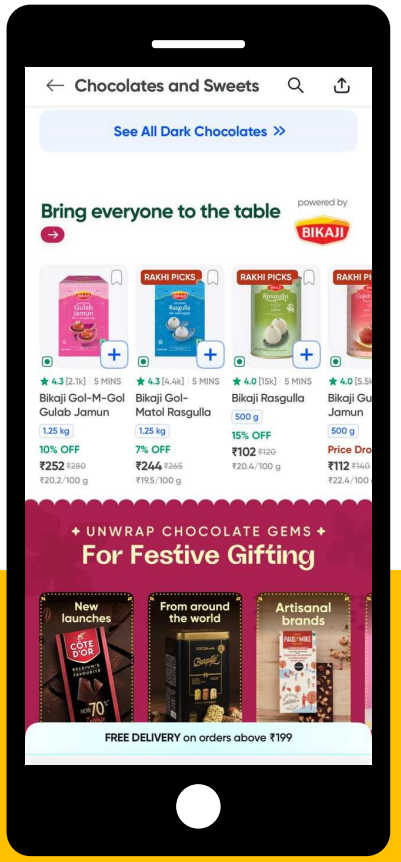
First-of-its-kind festive integration through two strategic hamper associations, creating meaningful brand connect with consumers during the peak Diwali season while strengthening gifting awareness, brand visibility and recall

Festive Campaign – Quick Comm/ E.comm platforms









TRADE EXHIBITIONS AND AWARDS







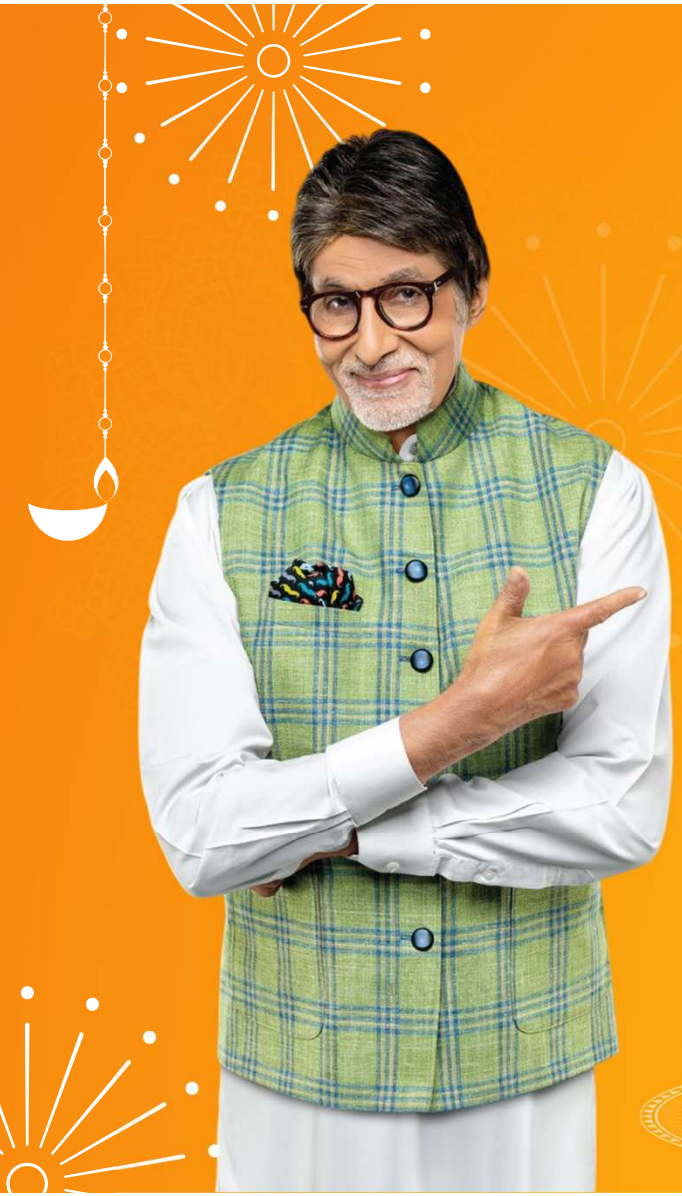


“Kya Baat Hai Ji”

campaign won the Gold for Best Regional Campaign at the ET DigiPlus Awards 2026

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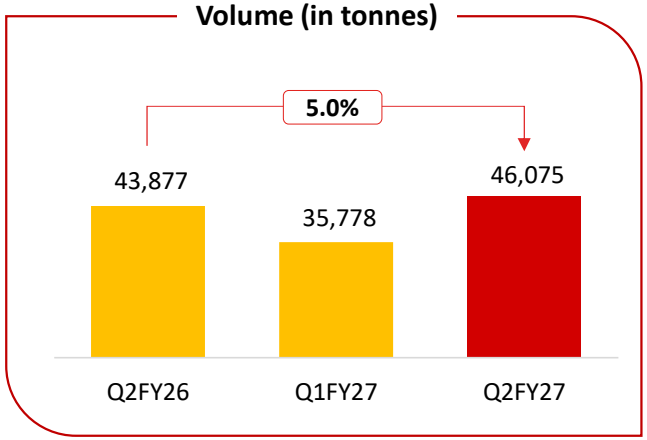
BUSINESS PERFORMANCE

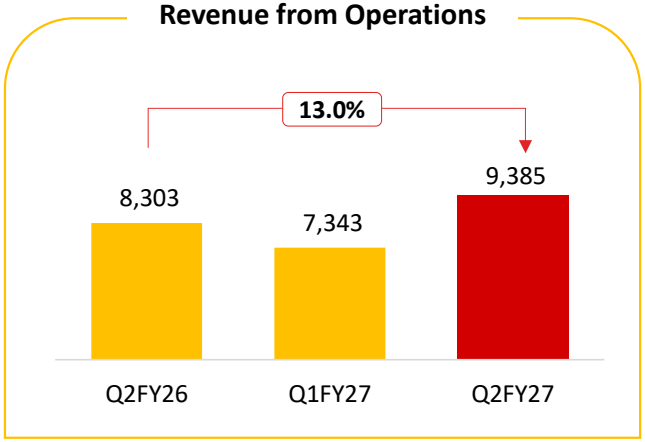


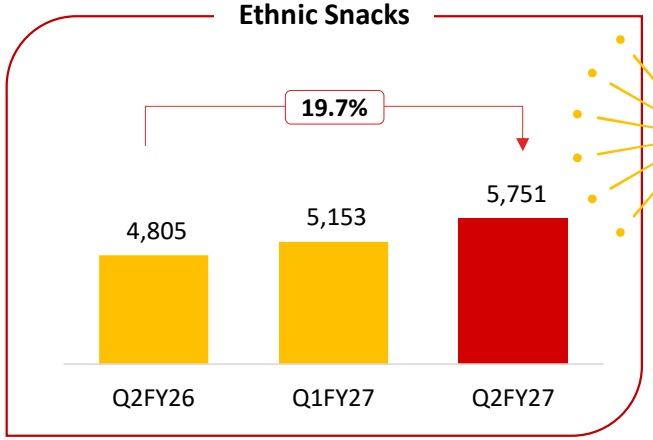


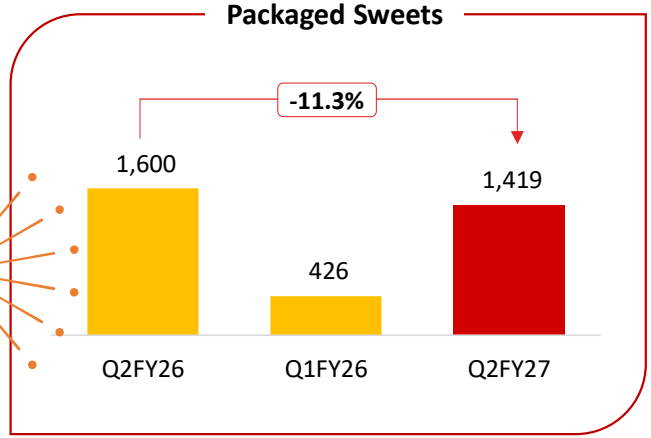
Q2FY27 CORE BUSINESS PERFORMANCE

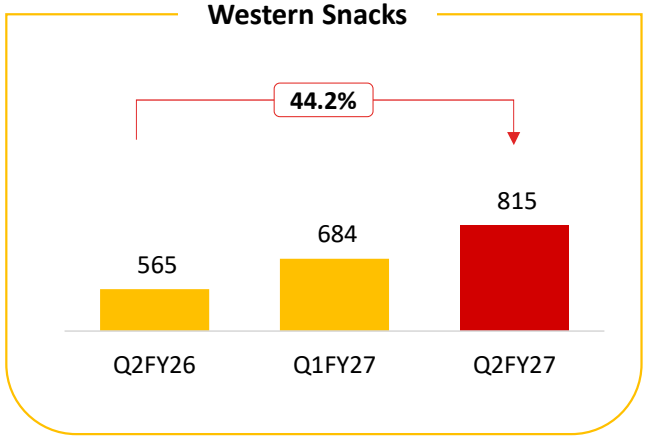
(INR Mn)

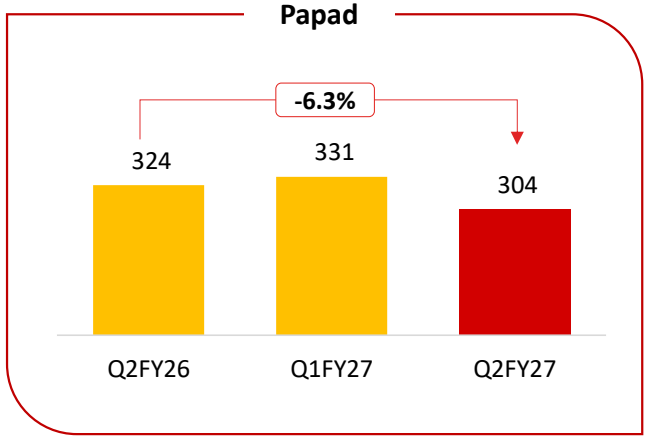










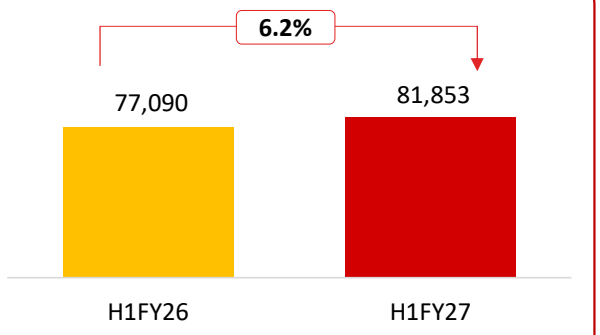


*Note: *Revenue from operations includes sale of raw material, packing materials, PLI Income and service income also which is not included in category wise breakup*

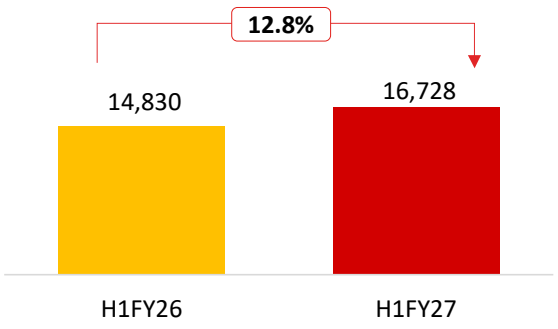
H1FY27 CORE BUSINESS PERFORMANCE

(INR Mn)

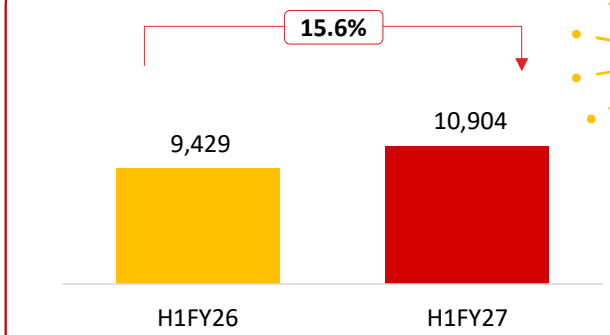
Volume (in tonnes)



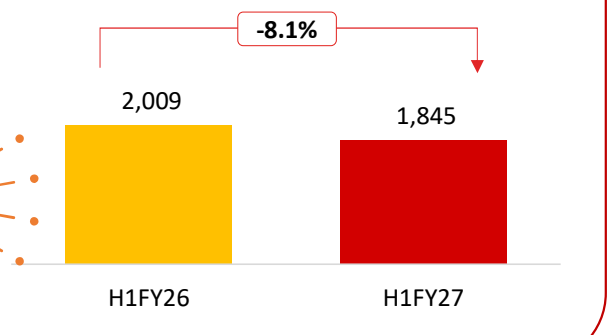
Revenue from Operations



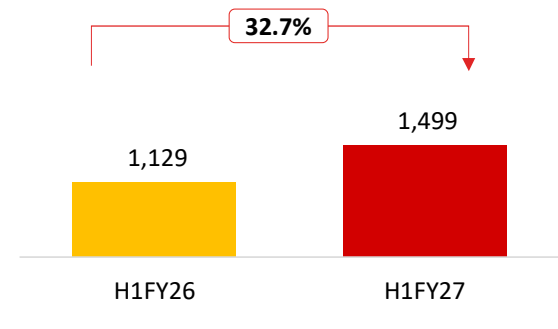
Ethnic Snacks



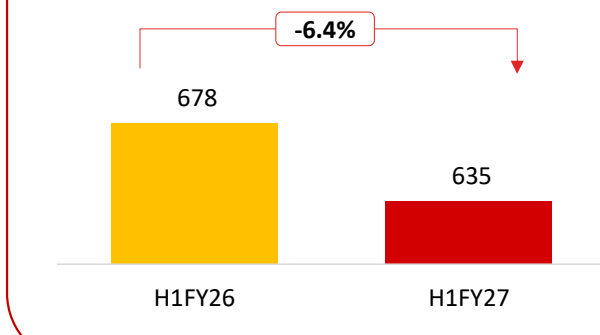
Packaged Sweets



Western Snacks



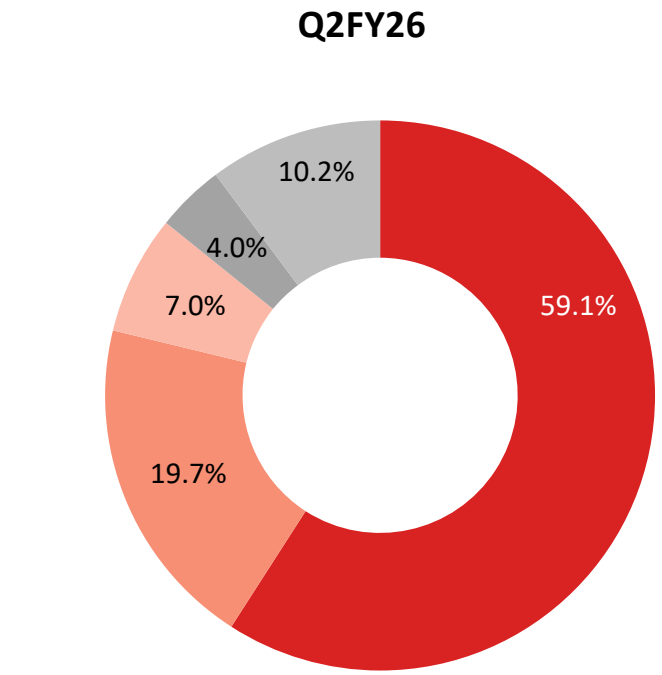
Papad

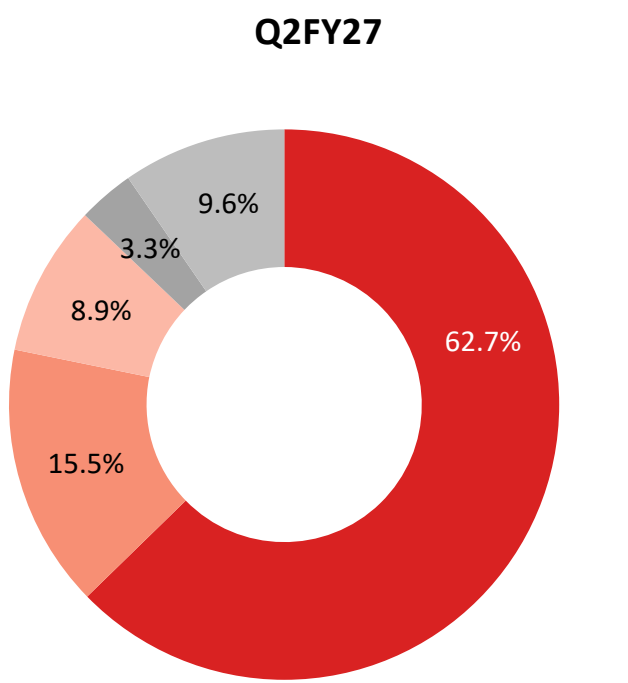


*Note: *Revenue from operations includes sale of raw material, packing materials, PLI Income and service income also which is not included in category wise breakup*

Q2FY27 PRODUCT MIX

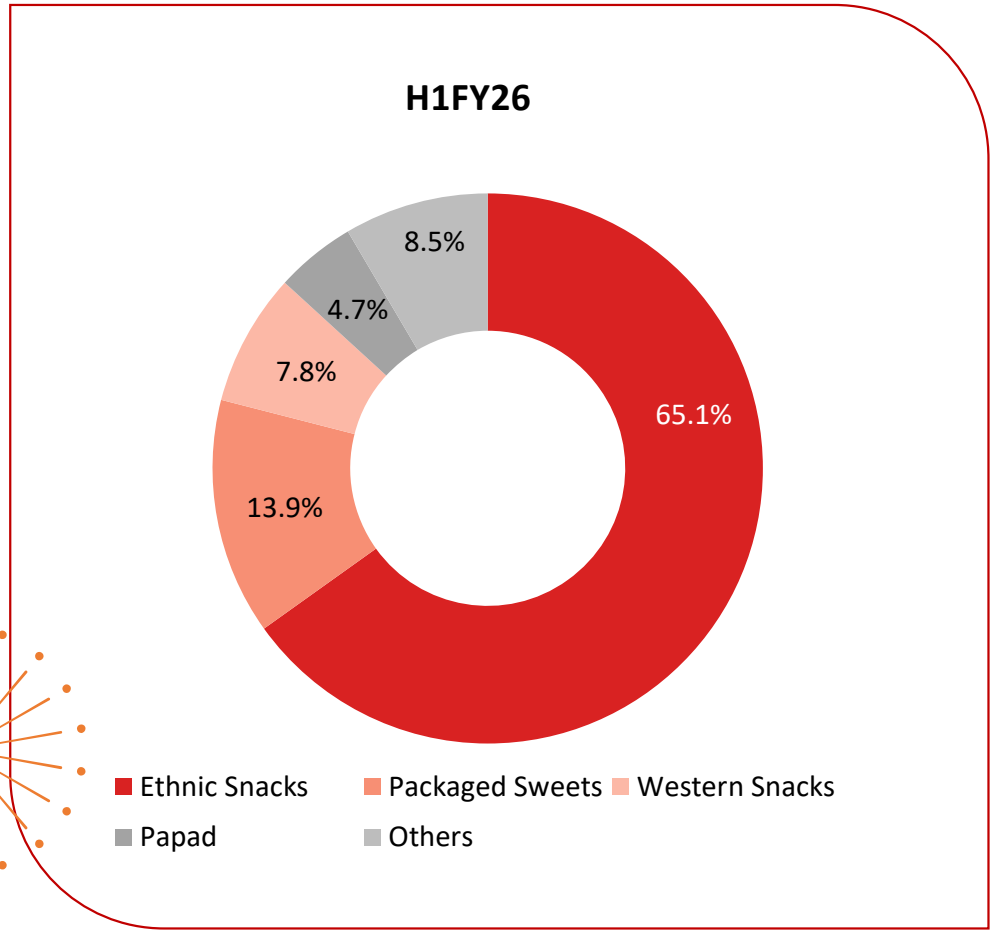
(in %)

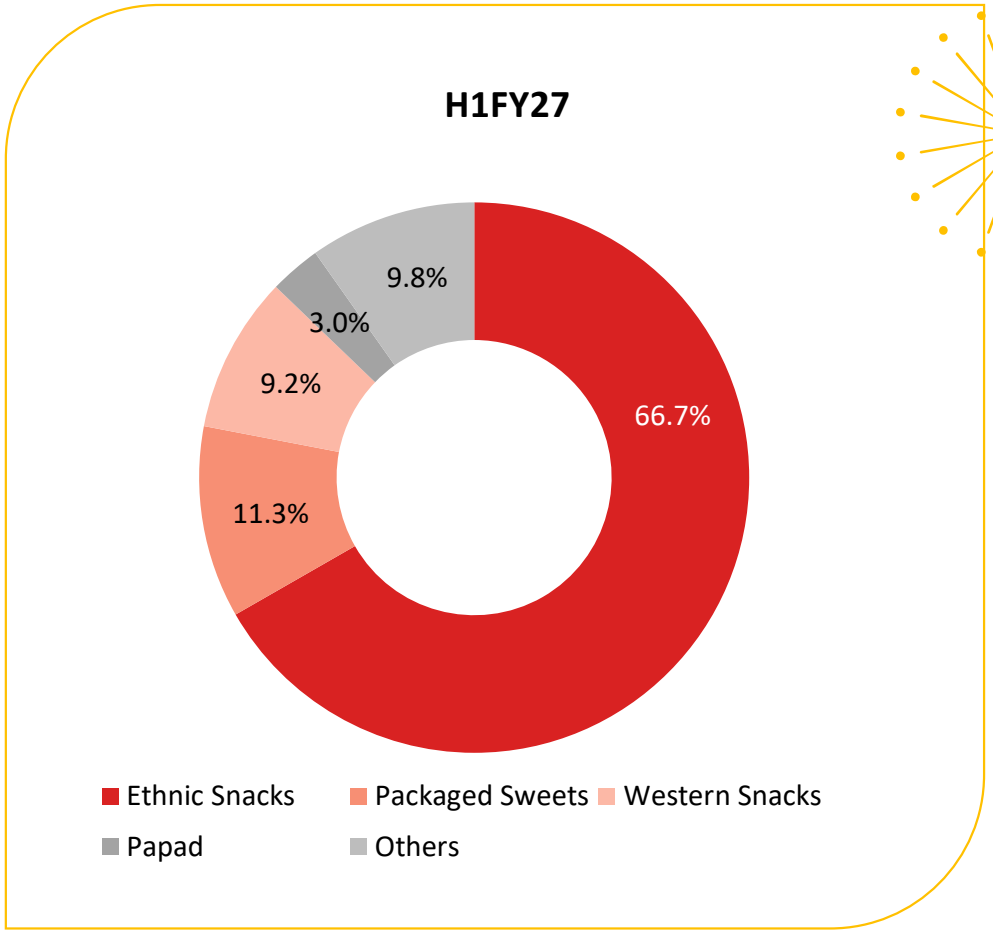




H1FY27 PRODUCT MIX

(in %)

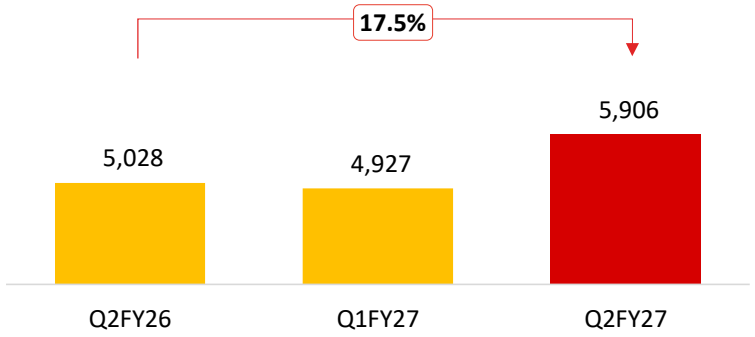




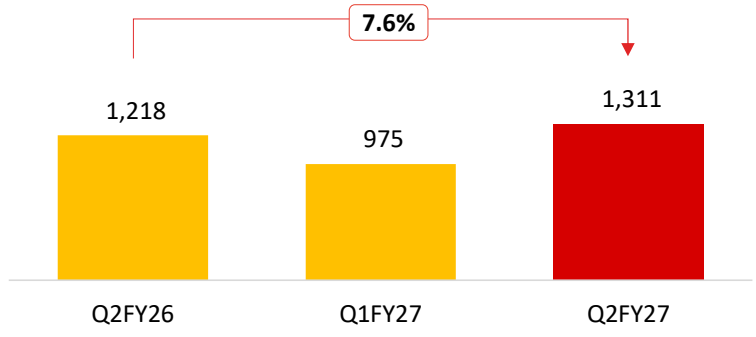
Q2FY27 CORE & FOCUS MARKETS PERFORMANCE

(INR Mn)

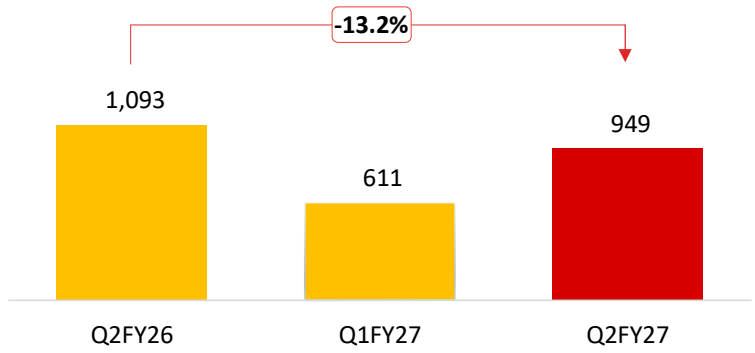
Core



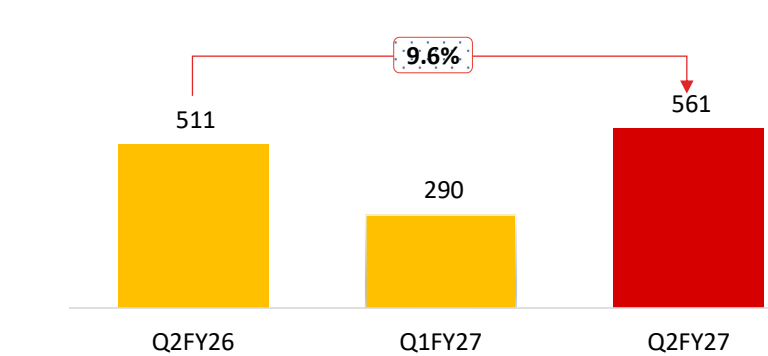
Focus



Others



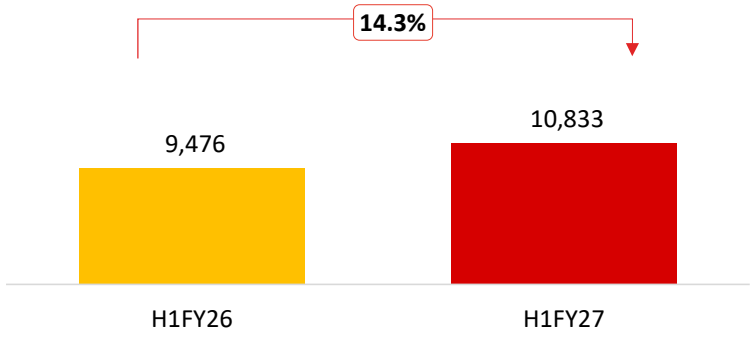
Exports



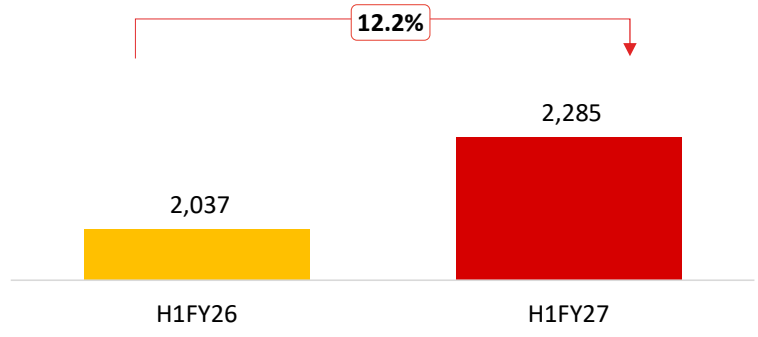
H1FY27 CORE & FOCUS MARKETS PERFORMANCE

(INR Mn)

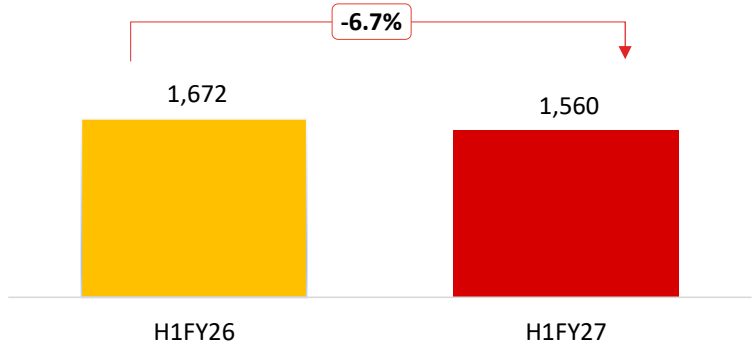
Core



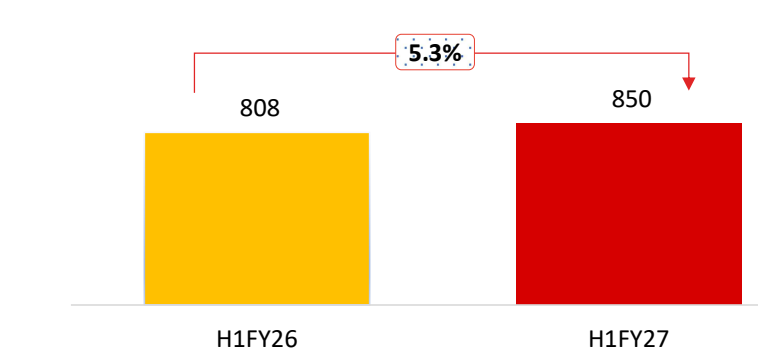
Focus



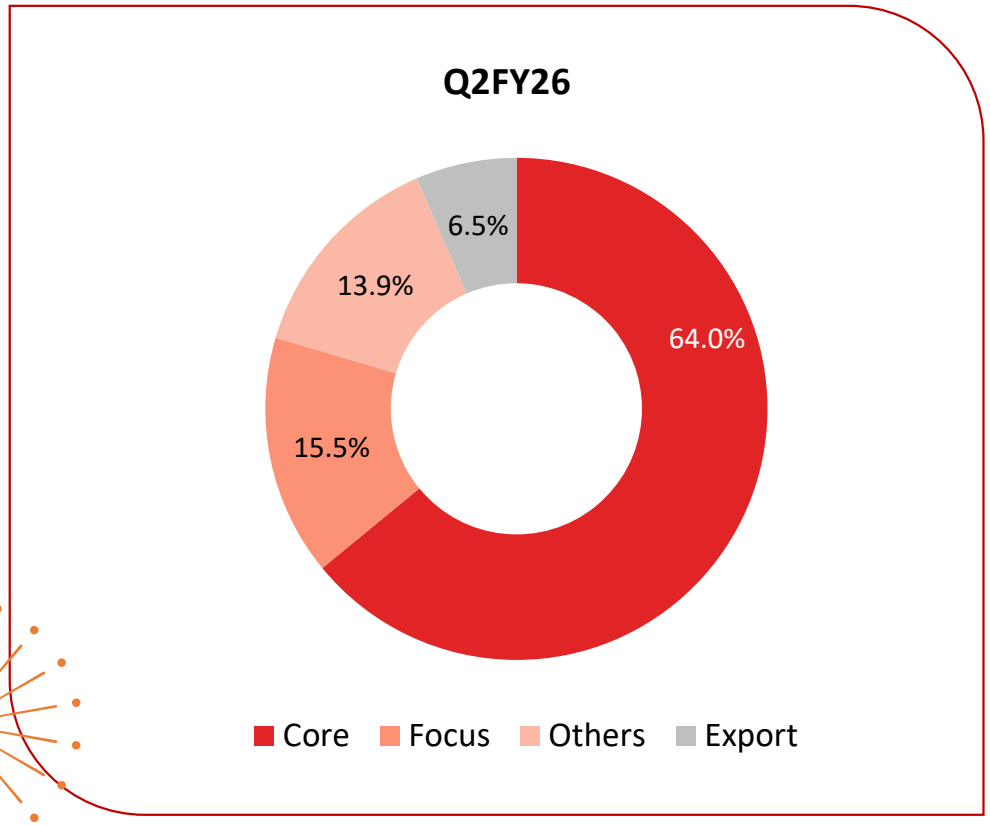
Others

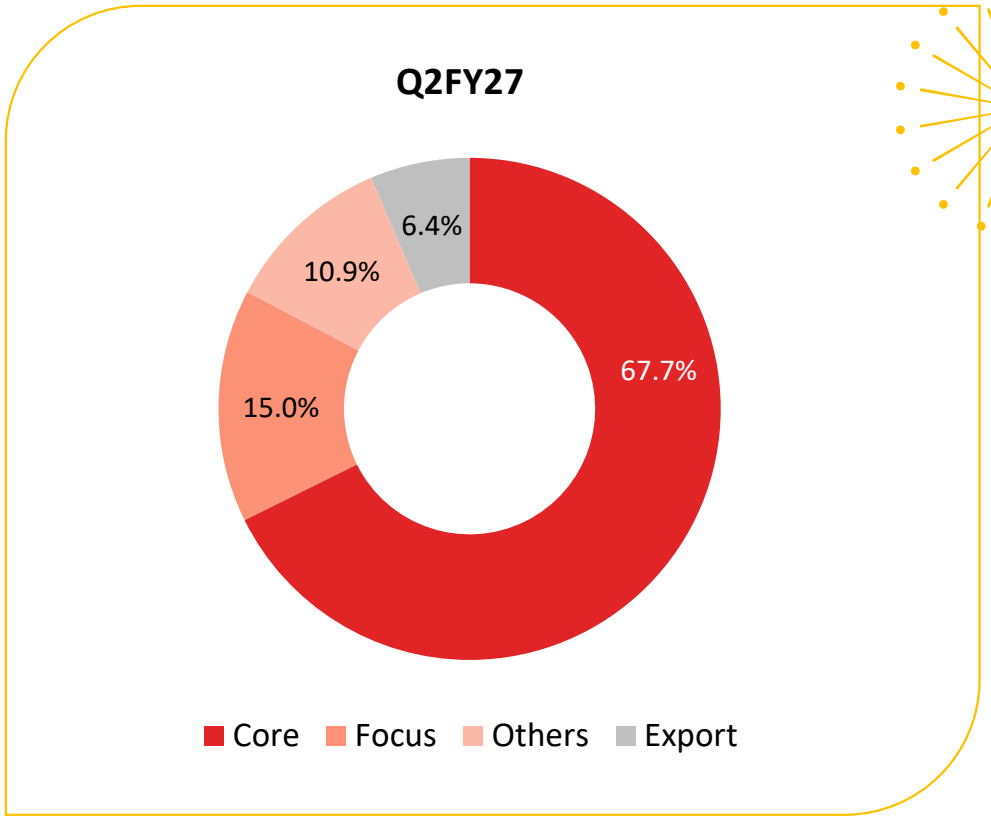


Exports

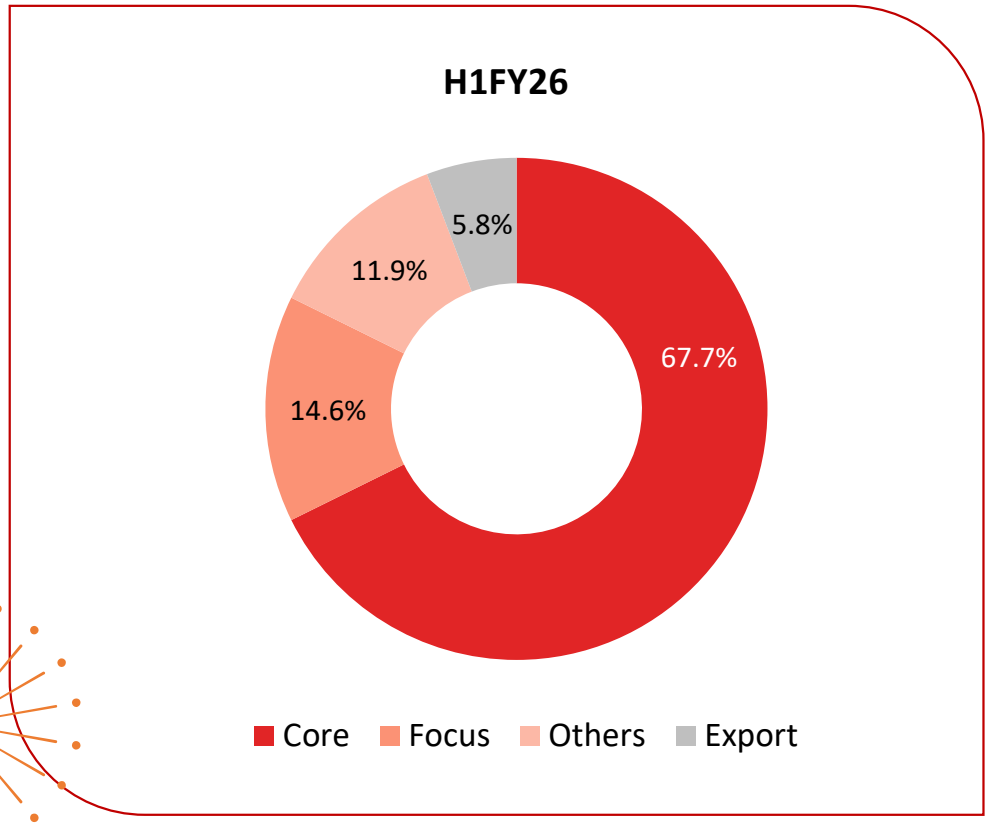


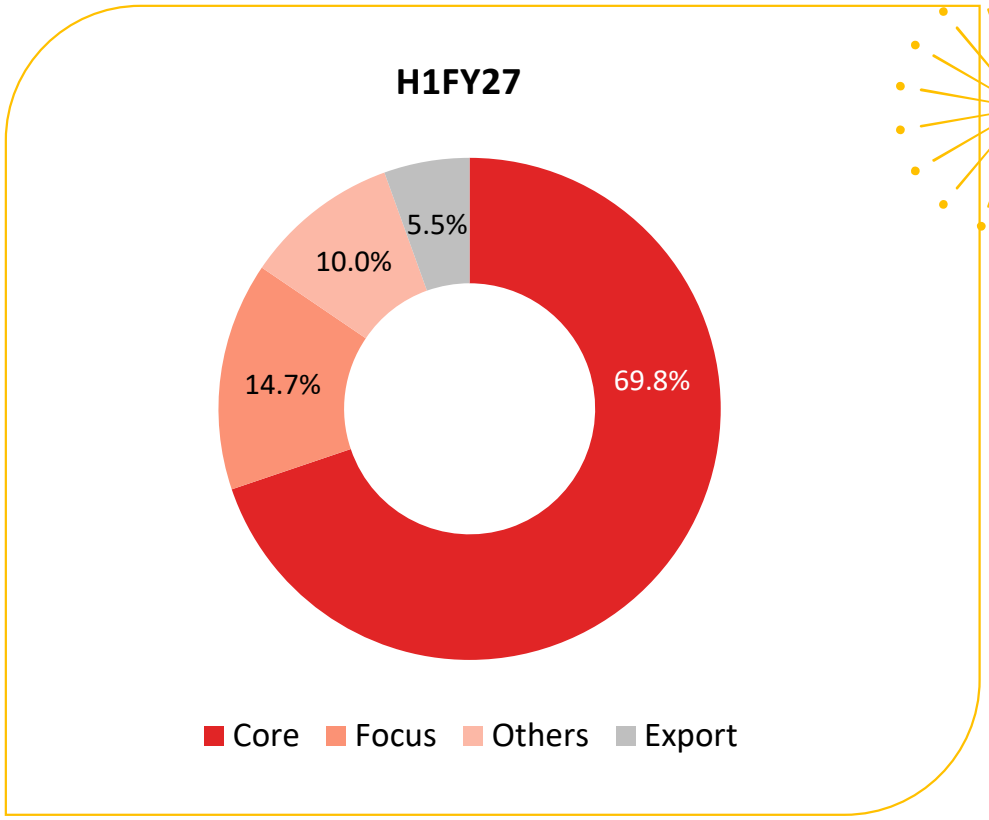
Q2FY27 CORE & FOCUS MARKETS-WISE MIX





H1FY27 CORE & FOCUS MARKETS-WISE MIX

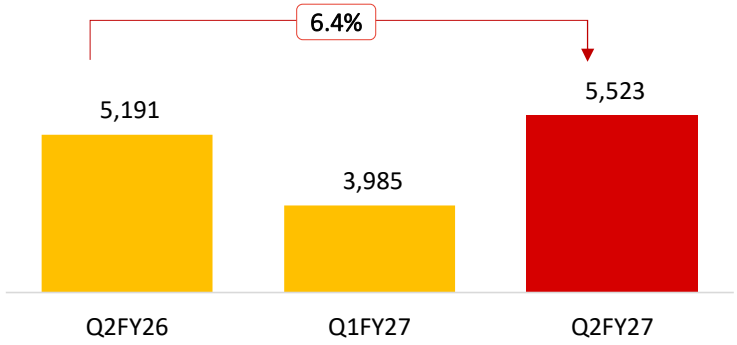




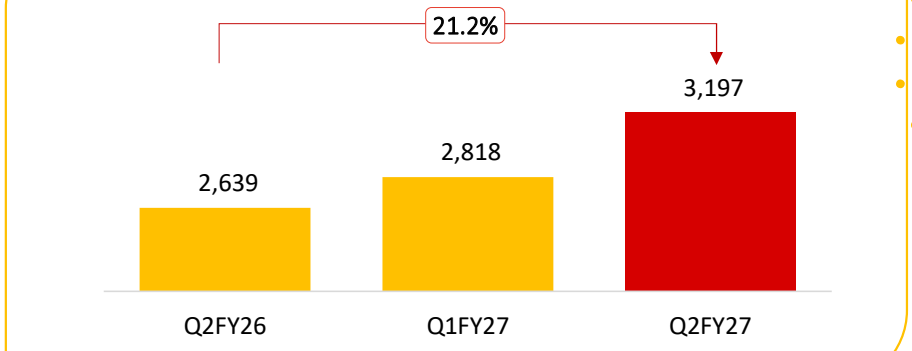
Q2FY27 SKU MIX- MARKET LEADER IN FAMILY PACK SEGMENT

(INR Mn)

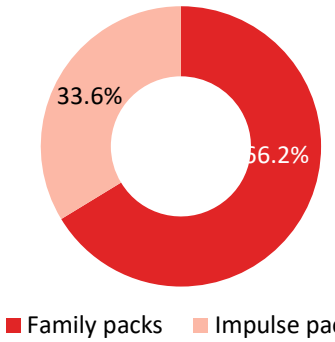
Family Packs



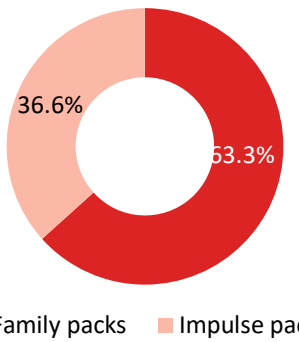
Impulse Packs



Q2FY26



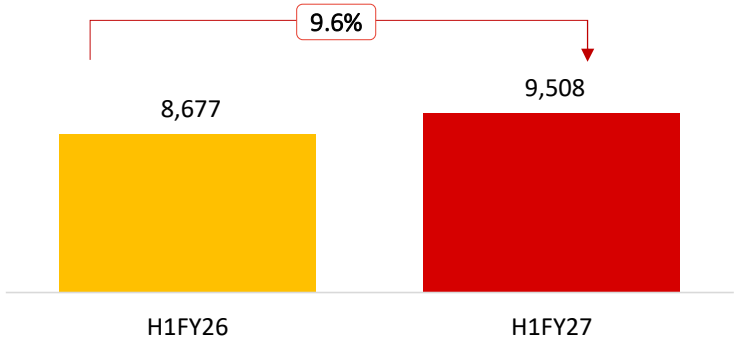
Q2FY27



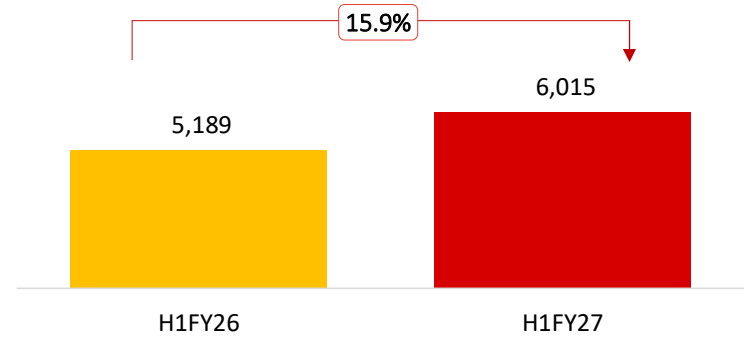
H1FY27 SKU MIX- MARKET LEADER IN FAMILY PACK SEGMENT

(INR Mn)

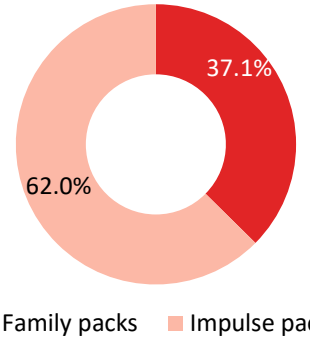
Family Packs



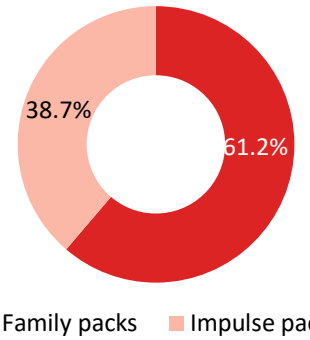
Impulse Packs



H1FY26



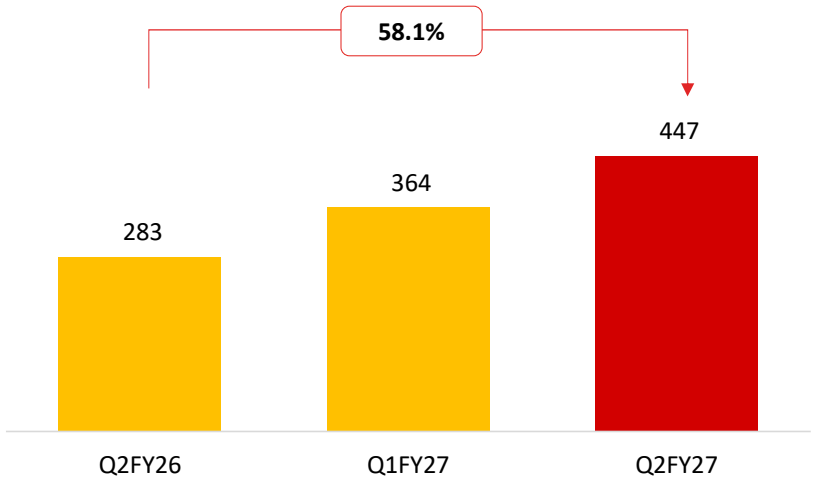
H1FY27



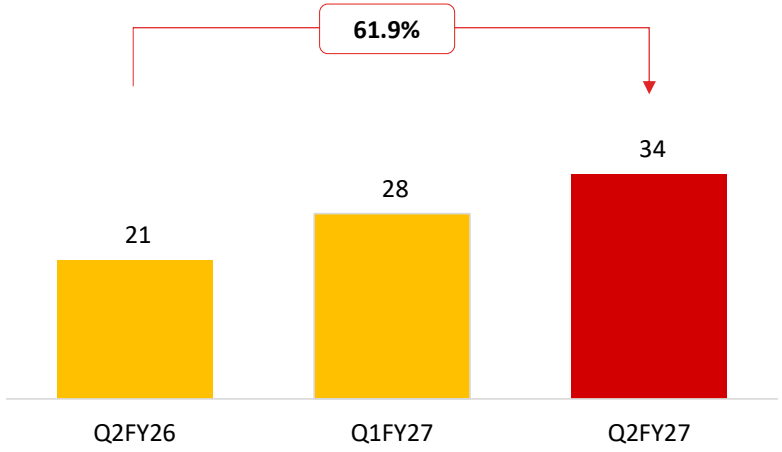
Q2FY27 RETAIL BUSINESS PERFORMANCE

(INR Mn)

Revenue from Operations



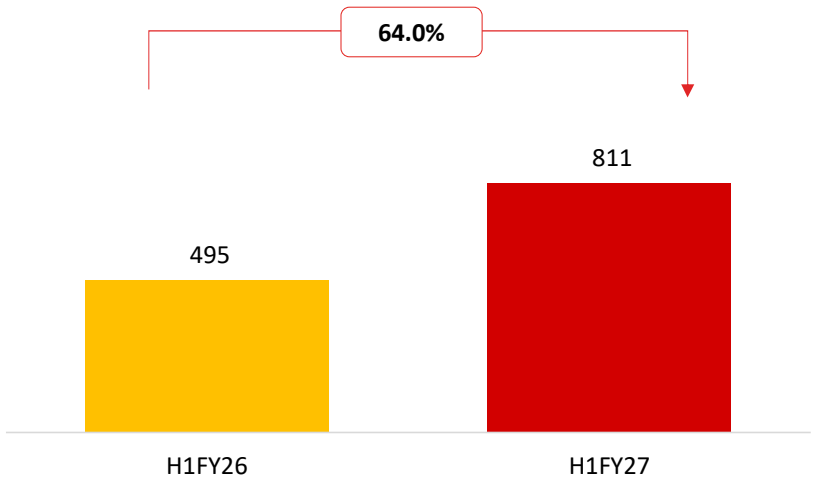
Store Count



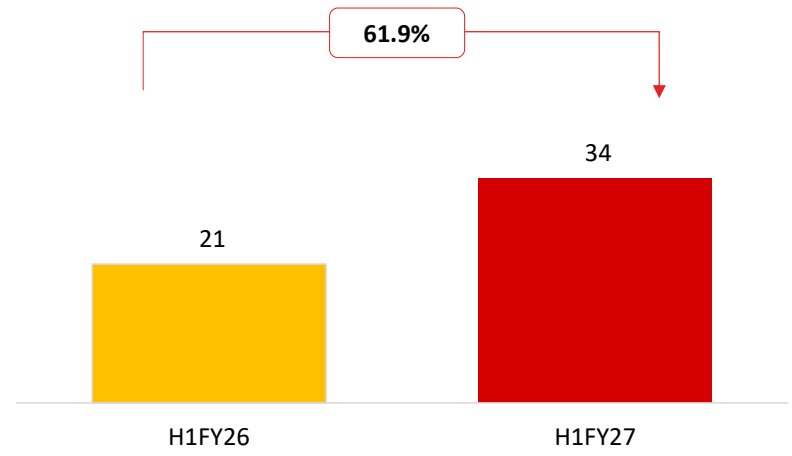
H1FY27 RETAIL BUSINESS PERFORMANCE

(INR Mn)

Revenue from Operations



Store Count



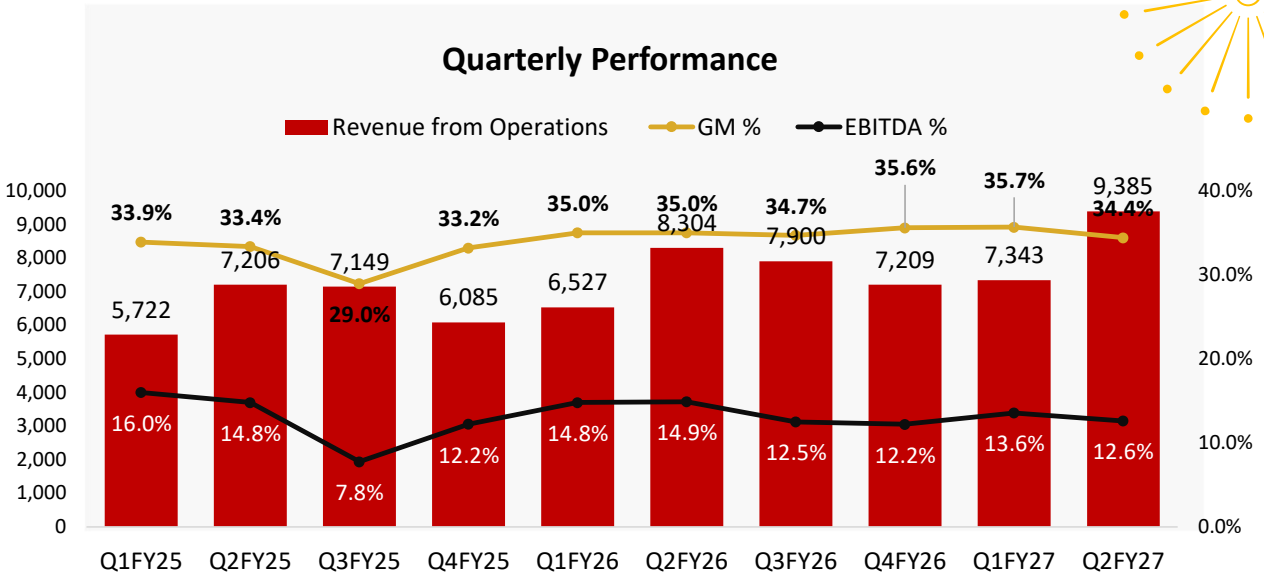
KEY QUARTERLY HIGHLIGHTS/COMMENTARY

Key Financial Performance

(INR Mn)

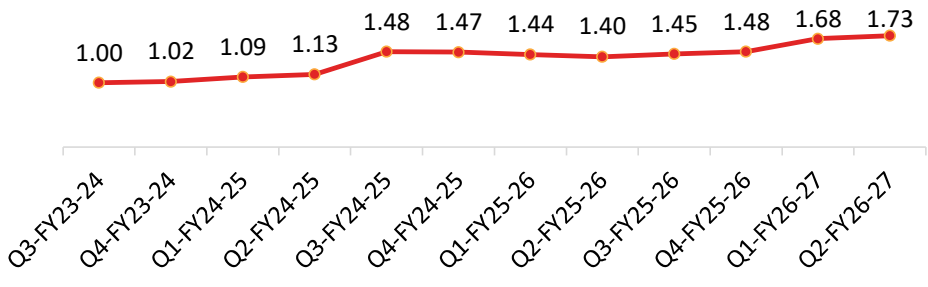
Particulars	Q2 FY27	YoY (%)	QoQ (%)
Total Revenue from Operations	9,385	13.0%	27.8%
EBITDA	1,187	-7.4%	19.9%
PAT	690	-11.2%	15.9%

- Revenue from Operations grew by 13.0% YoY reflecting continued business momentum. On a sequential basis, revenue increased by 27.8% QoQ.
- Ethnic Snacks revenue increased by 19.7% YoY to ₹5,751 Mn, continuing to outperform overall business growth and reinforcing the category's importance as a key growth driver.
- Gross Profit increased by 11.2% YoY to ₹3,231 Mn, with gross margin at 34.4% compared with 35.0% in Q2 FY26, reflecting a 60 bps contraction. This is on account of inflationary pressure across key commodities.
- EBITDA stood at ₹1,187 Mn, compared with ₹1,282 Mn in Q2 FY26. EBITDA margin moderated to 12.6% from 15.4% in the corresponding quarter last year majorly on account of increase marketing spends and rising costs specially in fuel.

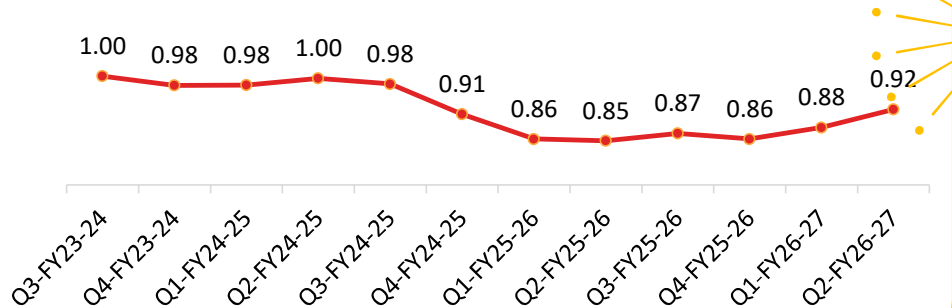


SENSITIVITY IN KEY MATERIAL CATEGORIES

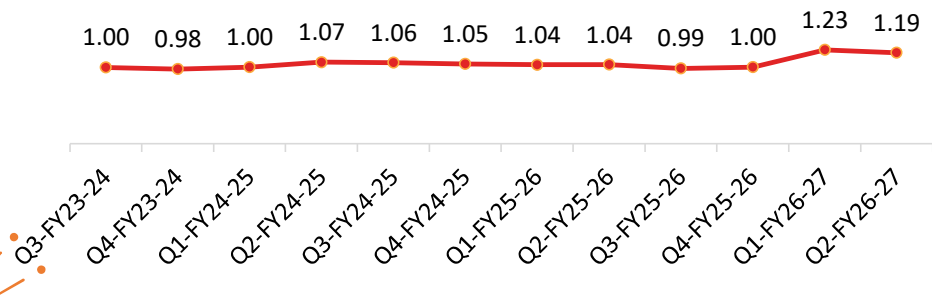
Edible Oil



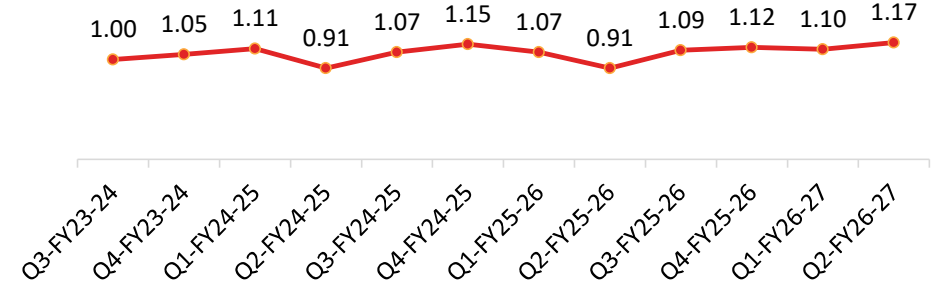
Pulses and Flours



Laminates



Corrugated Boxes



CONSOLIDATED FINANCIAL PERFORMANCE | P&L

(INR Mn)

Particulars	Quarter ended 30th September, 2026	Quarter ended 30th June, 2026	Quarter ended 30th September, 2025	H1FY27 30th September, 2026	H1FY26 30th September, 2025
Revenue from Operations	9,385	7,343	8,303	16,728	14,830
Other Income	87	131	123	219	223
Total Revenue	**9,473**	**7,474**	**8,426**	**16,947**	**15,053**
Cost of Goods Sold	6,154	4,721	5,397	10,876	9,641
Gross Profit	**3,231**	**2,621**	**2,906**	**5,852**	**5,189**
Gross Margins (%)	***34.4%***	***35.7%***	***35.0%***	***35.0%***	***35.0%***
EBITDA	**1,187**	**990**	**1,282**	**2,177**	**2,245**
EBITDA Margin (%)	***12.6%***	***13.5%***	***15.4%***	***13.0%***	***15.1%***
EBIT	**912**	**728**	**1,045**	**1,640**	**1,778**
EBIT Margin (%)	9.7%	9.9%	12.6%	9.8%	12.0%
PAT	**690**	**595**	**777**	**1,284**	**1,362**
PAT Margin (%)	***7.3%***	***8.1%***	***9.4%***	***7.7%***	***9.2%***
EPS (Basic)	**2.82**	**2.40**	**3.18**	**5.22**	**5.57**

CONSOLIDATED FINANCIAL PERFORMANCE | BALANCE SHEET

(INR Mn)

Particulars	30-Sep-26	30-Jun-26	31-Mar-26
Property, plant and equipment (Tangible, Intangible, CWIP & RoU)	13,318	12,467	11,847
Cash and cash equivalent (Inclusive of FD & interest accrued)	4,465	4,458	4,490
Inventories	2,232	1,674	1,174
Trade receivables	1,869	1,167	1,071
Loans (given to CMUS's)	324	584	512
Other Assets	3,375	3,183	3,302
Total Assets	***25,585***	***23,534***	***22,395***
Total Equity (Share capital and reserves)	18,025	17,672	17,074
Borrowings	3,444	2,171	2,098
Trade Payables	1,169	823	648
Other Liabilities	2,947	2,868	2,576
Total Liabilities	***25,585***	***23,534***	***22,395***



BIKAJI

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Corporate Office:

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