

All you need to know about BIKAJI FOODS INTERNATIONAL LIMITED

Company Overview

Bikaji has managed to win hearts across the globe, with its power of ethnic-snacking. Bikaji has four state-of-the-art manufacturing facilities hold a total manufacturing capacity of 400 TPD, producing 300 products covering a wide range of Bhujia, Namkeen's, Sweets, Papad, Western Snacks, Cookies, RTE, frozen foods amongst others; This makes the company one of the largest manufacturers of ethnic snacks. Today, Bikaji stands for authentic Indian taste, with diverse products and innovative packaging, adding to its commitment of taking 'Aslee Indian' taste to the world. The company's vision is to provide the best quality, hygiene, competitively priced food products to its customers worldwide, meeting their ever-changing demands and thereby building consumer loyalty. The company has set out its mission as:

- To implement the best in technology, research and development.
- Make brand 'Bikaji' reach international domains.
- Sustain growth trajectory by fulfilling stakeholder's expectations.
- Attract and attain customer loyalty with high value products and services.

The company will be installing 150 TR of the VAM (Vapor Absorption Method) system, with a refrigeration capacity of 150 tonnes using the waste fumes from the Fryer chimneys. The company has plans to enter into new markets and entering into new forms of business. (Source: company website).

Financial Performance

The company's total revenue from operation increased from ₹ 91,181.21 lakhs in 2019 to ₹ 1,31,932.50 lakhs in 2021 at a CAGR of ~20.3%. The company's EBITDA increased from ₹ 10,231.18 lakhs in FY19 to ₹15,571.43 lakhs in FY21 at a CAGR of ~23.4%, while there has been a marginal increase in the EBITDA margin from ~11.2% to ~11.8% during the same period . Bikaji's profit increased from ₹5101.14 Lakhs in FY19 to ₹8974.57 lakhs in FY21 at a CAGR of ~32.6%.

| (inr lakhs) | FY19 | FY20 | FY21 |
|--------------------------|-----------|-------------|-------------|
| Total Revenue | 91,181.21 | 1,08,312.96 | 1,31,932.50 |
| EBITDA | 10,231.18 | 10,176.48 | 15,571.43 |
| EBITDA Margin (%) | 11.2% | 9.4% | 11.8% |
| PAT | 5101.14 | 5548.36 | 8974.57 |
| PAT Margin (%) | 5.6% | 5.1% | 6.8% |
| RoE | 10.9% | 10.5% | 14.9% |
| EPS | 2.11 | 2.32 | 3.59 |

| Company Leadership | |
|------------------------------|---------------------|
| Shivratan Agarwal | Managing Director |
| Deepak Agarwal | Whole-time Director |
| Rishabh Narendra Jain | Whole-time Director |

| Valuation | Bikaji | Pratap snacks |
|------------------|---------------|---------------|
| CMP | 300 (approx.) | 757 |
| Market Cap (Cr.) | 7498 | 1776 |
| Price to sales | 5.7 | 1.3 |
| P/BV | 12.41 | 2.81 |

*Source: Annual Report



SWOT ANALYSIS



STRENGTH

- Strong brand name of the company with good distribution network.
- Constant increase in revenue, EBITDA and profit increasing at a CAGR of 20.3%/ 23.4%/32.6%.
- Vast product portfolio ranging from Bhujia, Namkeen's, Sweets, Papad, Western Snacks, Cookies, RTE, frozen foods amongst others.



WEAKNESS

- Profit margin of 6.8% for FY21 indicates that higher profit would be possible only through constant increase in volume.



OPPORTUNITY

- Launch of various brands across different categories
- Expanding and venturing into new forms business.
- Launching IPO to increase the company's credibility and raise funds for better future to create more opportunities.
- To enter into the new markets and territories.



THREATS

- The company faces strong competition from several local snacks manufacturers.
- Strict food safety and standards norms, breach of which can lead to a direct impact on the business.

Disclaimer

IIFL Securities Limited shall not be in any way responsible for the contents hereof, any omission there from or shall not be liable for any loss whatsoever arising from use of this document or otherwise arising in connection therewith, including with respect to forward looking statements, if any. IIFL makes no representation/s or warranty/ies, express or implied, as to the contents hereof, accuracy, completeness or reliability of any information compiled herein, and hereby disclaims any liability with regard to the same. Neither IIFL Securities Limited nor any of its affiliates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. You shall verify the veracity of the information on your own before using the information provided in the document. Investors are requested to review the prospectus carefully and obtain expert professional advice. IIFL Group | IIFL Securities Ltd (CIN No.: U99999MH1996PLC132983) IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane - 400604. Tel.: (91-22) 2580 6650 *Customer Service: 40071000 *Stock Broker SEBI Regn: INZ000164132 *NSE: 10975 *BSE: 0179 *MCX:55995 *NCDEX:378 *Depository: INDP185 2016 *MF Distributor ARN: 47791, *PMS SEBI Regn.: INP000002213, *Investment Adviser SEBI Regn. : INA000000623, *Research Analyst SEBI Regn:- INH000000248 | Kindly refer to www.indiainfo.com for detailed disclaimer and risk factors.

IIFL Group | IIFL Securities Ltd (CIN No.: U99999MH1996PLC132983) IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane - 400604. Tel.: (91-22) 2580 6650 *Customer Service: 40071000 *Stock Broker SEBI Regn: INZ000164132 *NSE: 10975 *BSE: 0179 *MCX:55995 *NCDEX:378 *Depository: INDP185 2016 *MF Distributor ARN: 47791, *PMS SEBI Regn.: INP000002213, *Investment Adviser SEBI Regn. : INA000000623, *Research Analyst SEBI Regn:- INH000000248 | Kindly refer to www.indiainfo.com for detailed disclaimer and risk factors

For Research related queries, write at research@iifl.com

For Sales and Account related information, write to customer care: cs@iifl.com or call on 91-22 4007 1000