

# Bikaji Foods International

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	BIKAJI IN
Equity Shares (m)	251
M.Cap.(INRb)/(USDb)	163.8 / 1.7
52-Week Range (INR)	821 / 592
1, 6, 12 Rel. Per (%)	-2/1/-6
12M Avg Val (INR M)	184
Free float (%)	26.1

## Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	29.9	34.3	39.4
EBITDA	3.6	4.4	5.5
EBITDA (%)	12.2	13.0	14.0
Adj. PAT	2.2	2.9	3.8
EPS (INR)	8.8	11.5	15.3
EPS Gr. %	46.9	30.3	33.0
BV/Sh. (INR)	64.1	75.1	87.7

## Ratios

Net D:E	0.0	0.0	0.0
RoE (%)	14.8	16.5	18.7
RoCE (%)	11.5	12.2	12.1
Payout (%)	14.2	17.0	17.5

## Valuations

P/E (x)	74.4	57.1	42.9
P/B (x)	10.2	8.7	7.5
EV/EBITDA (x)	40.0	33.5	29.5
Div. yield (%)	0.2	0.3	0.4

## Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	73.9	73.9	74.9
DII	17.3	16.6	12.2
FII	4.7	4.9	7.3
Others	4.2	4.6	5.6

**CMP: INR653**

**TP: INR840 (+29%)**

**Buy**

## Double-digit volume growth to continue

Bikaji Foods International's (BFL) revenue grew 17.5% to INR7.2b, led by 16.1% YoY volume growth. Its EBITDA/APAT grew 18.1%/ 40.4% YoY. Ethnic Snacks was the fastest growth category with 16.1% YoY growth, followed by Packaged Sweets (+14.4% YoY), Papad (+11.6% YoY), and Western Snacks (+8.6% YoY). Management has taken a ~3% price hike to offset raw material inflation. We expect 15% growth to continue, led by Western Snacks (+30% on a low base), Ethnic Snacks (+13–15%), and Sweets (+11–12%). Total direct coverage stands at 354k outlets; the company added ~42k outlets during FY26 and aims to reach ~500k outlets over the next three years. Management expects focus markets to grow ~18-20%, led by UP, while Delhi continues to remain a relatively weaker market for BFL. The Core market is expected to grow ~12%. The THF business crossed INR1b in revenue during FY26 and is expected to grow at a 50-60% CAGR over the next few years, with an addition of 8-10 stores per year. E-commerce contribution increased from ~2% to ~3% of total revenues with 75-100% YoY growth during FY26.

## Strong demand recovery led by distribution expansion

BFL reported strong 4QFY26 performance, with 17.5% revenue growth and 16.1% volume growth, driven by improving traction across core markets, successful brand campaigns, and continued distribution expansion. The company witnessed a sharp recovery in demand post-2H, aided by higher advertising spends, Bhujia-focused campaigns, and strong growth in family packs, which grew ~20% during the quarter. Core geographies accelerated to over 15% growth, while focus markets such as Uttar Pradesh delivered robust traction, supported by localized marketing initiatives. Management highlighted that the Ethnic Snacks category continues to remain the key growth driver, while the Western Snacks category is expected to return to a 20%+ growth trajectory despite temporary softness in 4Q.

## Operating margin (ex-PLI) to reach 14% by FY28

Gross margin remained resilient despite sharp inflation in edible oil and packaging materials, as margins expanded 210bp YoY to 35.6%. EBITDA stood at INR877m (+18.1% YoY), recording an EBITDA margin of 12.2% (+6bp YoY). Excluding PLI, operating margin stood at 10.4% (40bp lower QoQ) due to higher A&P spends. BFL implemented ~3% price hikes along with selective grammage reductions to offset inflationary pressures. Gross margins remained stable despite higher inflation and management expects operating margins to expand ~60-80bp, supported by operating leverage and manufacturing efficiencies.

## Financial highlight for FY26

Consolidated revenue grew 14.4% YoY to INR29.9b, backed by 9.5% underlying volume growth. Gross margin expanded 290bp YoY to 35.1%. EBITDA stood at INR4.1b (+25.1% YoY), recording an EBITDA margin of 13.7% (+120bp YoY). The Board has recommended a final dividend of INR1.25/share. The company witnessed strong momentum in family packs, exports, e-commerce, and ethnic snacks while continuing investments in advertising, premiumization, and distribution expansion. The company is net debt positive and has generated an FCFE of INR1.2b as of Mar'26, alongside maintaining cash conversion cycle in the range of 20 days.

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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

**Valuation and view: Reiterate BUY**

We expect BFL to benefit from accelerating demand for branded snacks, shifting consumer preferences, and increasing traction within modern trade and ecommerce channels. The company is set to deliver industry-leading growth, with revenue, EBITDA (ex PLI), and PAT (ex PLI) CAGRs of 15%, 24%, and 32% over FY26-28. We trim our earnings and reiterate our BUY rating with a DCF-based TP of INR840 (based on an implied P/E of 55x on FY28E). Key risks: geographical concentration on core markets and the potential entry of new competitors in Rajasthan.

**Consolidated Qtrly Performance**

(INR m)

Y/E March	FY25				FY26E				FY25	FY26	4QFY26E	Variance (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>5,722</b>	<b>7,212</b>	<b>7,149</b>	<b>6,136</b>	<b>6,527</b>	<b>8,303</b>	<b>7,900</b>	<b>7,209</b>	<b>26,168</b>	<b>29,939</b>	6,955	4%
YoY Change (%)	18.7	18.5	14.5	-0.1	14.1	15.1	10.5	17.5	12.3	14.4	13.3	
<b>Gross Profit</b>	<b>1,942</b>	<b>2,406</b>	<b>2,070</b>	<b>2,054</b>	<b>2,282</b>	<b>2,906</b>	<b>2,740</b>	<b>2,565</b>	<b>8,422</b>	<b>10,494</b>	2,399	
Total Expenditure	4,806	6,144	6,594	5,393	5,564	7,021	6,917	6,331	22,885	25,833	5,550	14%
<b>EBITDA</b>	<b>916</b>	<b>1,067</b>	<b>555</b>	<b>743</b>	<b>963</b>	<b>1,282</b>	<b>984</b>	<b>877</b>	<b>3,283</b>	<b>4,106</b>	995	-12%
Margin (%)	16	14.8	7.8	12.1	14.8	15.4	12.5	12.2	12.5	13.7	14.3	
Depreciation	179	186	205	245	230	237	240	243	815	950	245	-1%
Interest	28	30	43	50	47	51	41	39	144	178	43	-9%
Other Income	73	79	79	100	100	123	113	178	322	514	117	52%
<b>PBT before EO items</b>	<b>781</b>	<b>931</b>	<b>385</b>	<b>548</b>	<b>786</b>	<b>1,117</b>	<b>816</b>	<b>773</b>	<b>2,645</b>	<b>3,491</b>	824	
Extraordinary Inc / (Exp)	0	0	0	0	0	0	0	0	0	-44	0	
<b>PBT</b>	<b>781</b>	<b>931</b>	<b>385</b>	<b>548</b>	<b>786</b>	<b>1,117</b>	<b>816</b>	<b>773</b>	<b>2,645</b>	<b>3,448</b>	824	-6%
Tax	200	245	107	149	200	296	194	213	701	904	194	10%
Rate (%)	25.6	26.3	27.9	27.1	25.5	26.5	23.8	27.5	26.5	26.2	23.5	
JV and Associates	0	0	0	0	0	0	0	0			0	
<b>Reported PAT</b>	<b>581</b>	<b>686</b>	<b>278</b>	<b>399</b>	<b>585</b>	<b>820</b>	<b>622</b>	<b>560</b>	<b>1,943</b>	<b>2,544</b>	630	-11%
<b>Adj PAT</b>	<b>581</b>	<b>686</b>	<b>278</b>	<b>399</b>	<b>585</b>	<b>820</b>	<b>622</b>	<b>560</b>	<b>1,500</b>	<b>2,207</b>	630	-11%
YoY Change (%)	40.3	14.7	-39.6	-65.7	0.8	19.6	123.8	40.4	-43.1	47.2	57.8	
Margin (%)	10.1	9.5	3.9	6.5	9	9.9	7.9	7.8	5.7	7.4	9.1	

**Exhibit 1: Changes to our estimates (INR m)**

INR m	Old		New		Change (%)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenue	34,472	39,847	33,784	39,422	-2.0	-1.1
EBITDA	4,529	5,635	4,398	5,534	-2.9	-1.8
EBITDA margin %	13.1	14.1	13.0	14.0		
PAT	2,962	3,880	2,875	3,824	-2.9	-1.4
EPS	11.8	15.5	11.5	15.3	-3.1	-1.6

Source: MOFSL, Company



## 4QFY26 earnings concall key takeaways

### Business Highlights

- Management expects ~15% growth to continue, along with ~60-80bp operating margin expansion.
- Core markets are expected to grow ~13%, while focus markets are likely to deliver ~18-20% growth.
- FY27 category-wise growth expectations stand at: Western Snacks (+30% on a low base), Ethnic Snacks (+13–15%), and Sweets (+11–12%).
- THF currently stands at ~INR 1.3b, with management expecting ~40% growth to continue. The company currently operates ~19–20 stores and plans to add ~8–10 stores annually over the next three years.
- During 1QFY27, factory operations were disrupted for 4–5 days due to the chairman’s demise and the Bengal elections, as a large portion of labor remained on leave.

### Margin Highlights

- Gross margins remained resilient despite inflation in edible oil and packaging materials, and management expects gross margins to remain stable going forward.
- Edible oil prices increased by ~13–14%, while packaging costs rose ~20–25% during the period.
- BFL implemented ~3% price hikes along with selective grammage reductions to offset inflationary pressures.
- Management believes current pricing actions are sufficient to absorb near-term raw material inflation.
- EBITDA margins are expected to improve by ~60–80bp, supported by operating leverage and manufacturing efficiencies.

### Category Growth

- Family packs significantly outperformed impulse packs during the quarter, growing ~20% versus ~14% for impulse packs.
- Management expects the ~15% growth momentum to continue, driven by Western Snacks (+30% on a low base), Ethnic Snacks (+13–15%), and Sweets (+11–12%).

### Distribution

- Uttar Pradesh emerged as one of the strongest-performing focus markets, aided by localized campaigns featuring regional brand ambassadors.
- Core states delivered ~15% growth in 4Q, with management guiding for ~12–13% growth in FY27.
- Focus markets are expected to grow ~18–20%, led by UP, while Delhi continues to remain a relatively weaker market for BFL.
- The company crossed ~350k direct retail outlets during FY26 and aims to expand this to ~500k outlets over the next three years.

### Marketing Investments Yielding Strong Returns

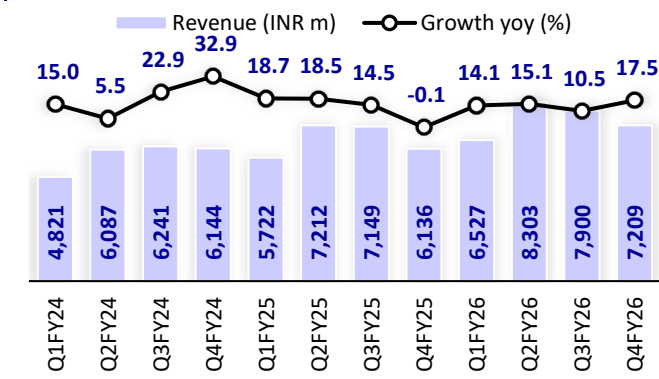
- The company materially increased advertising and promotional spending during 2HFY26.
- Ad spend increased to ~3.2–3.3% of sales in 4Q versus ~1% in 1HFY26.

### Other Updates

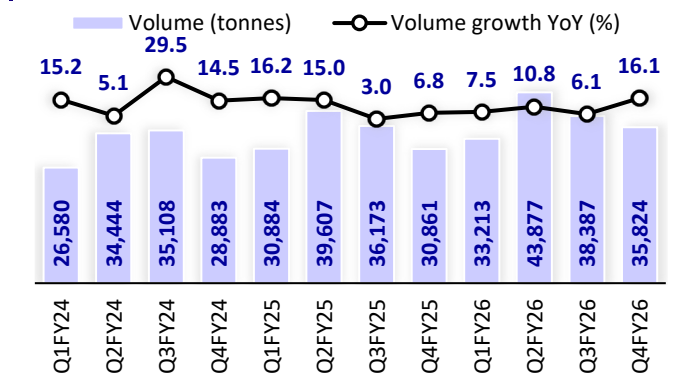
- FY27 capex guidance stands at ~INR1b, largely towards sweets manufacturing capacity and warehousing infrastructure.
- The new warehouse facility is expected to become fully operational by end-June.

## Key exhibits

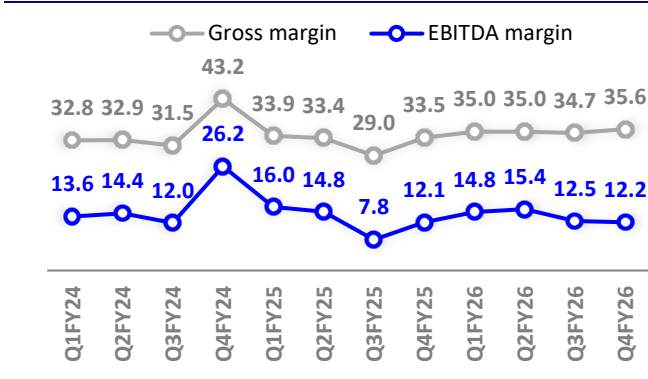
**Exhibit 2: Quarterly sales trend**



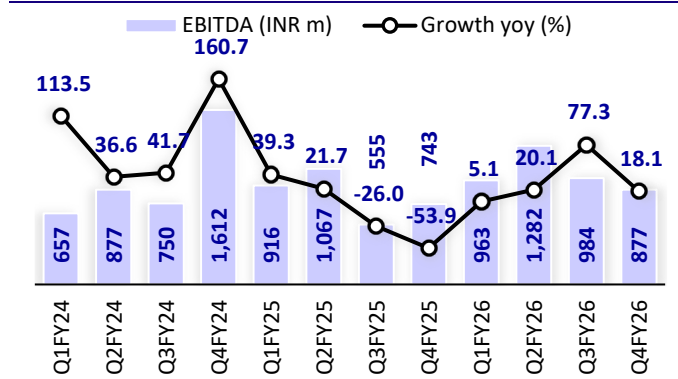
**Exhibit 3: Quarterly volume trend**



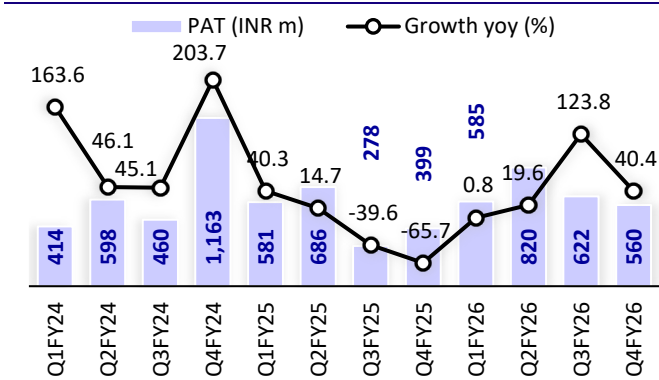
**Exhibit 4: Quarterly margin trend**



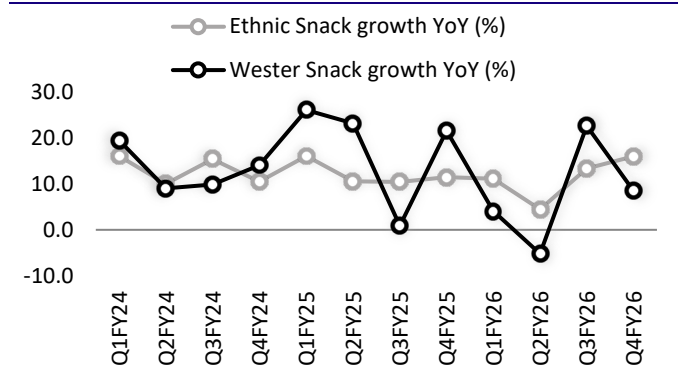
**Exhibit 5: Quarterly EBITDA trend**



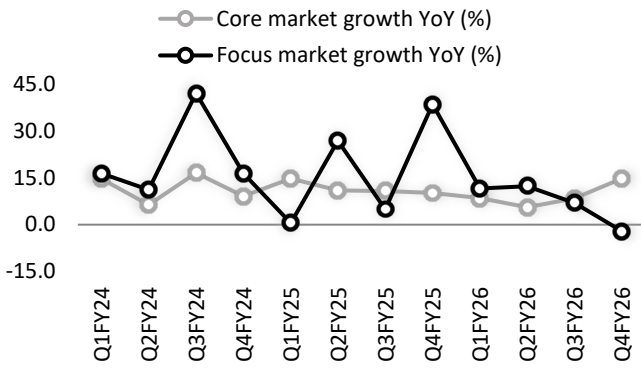
**Exhibit 6: Quarterly PAT trend**



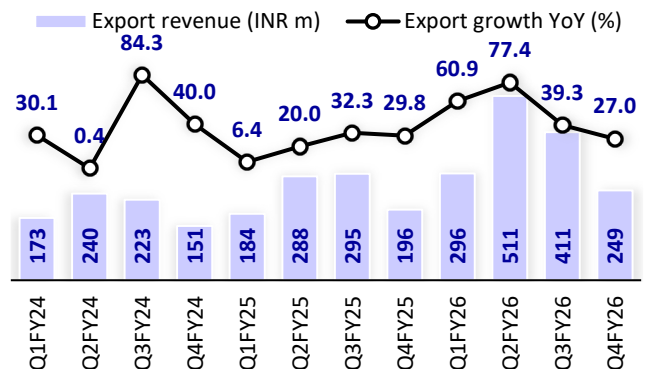
**Exhibit 7: Category-wise growth**



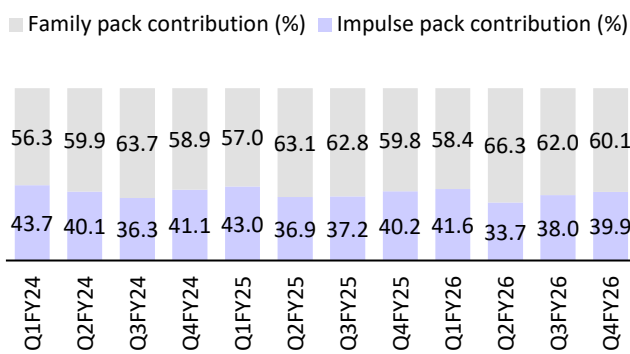
**Exhibit 8: Market performance**



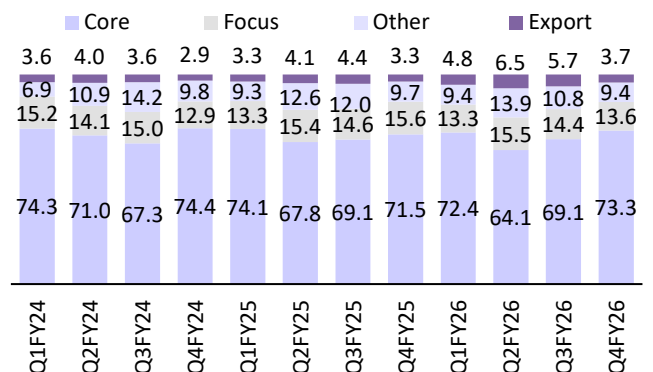
**Exhibit 9: Export revenue and growth**



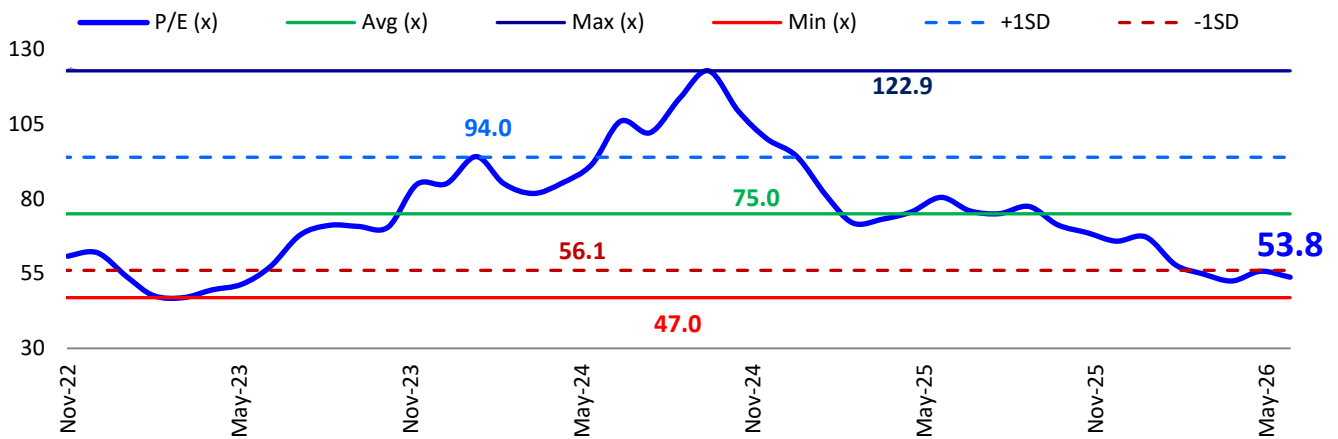
**Exhibit 10: Pack-wise contribution**



**Exhibit 11: Market-wise contribution**



**Exhibit 12: One-year forward P/E band and standard deviation**



Source: Bloomberg, MOFSL

## Financials and valuations

### Consolidated - Income Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Net Sales</b>	<b>13,107</b>	<b>16,110</b>	<b>19,661</b>	<b>23,293</b>	<b>26,168</b>	<b>29,939</b>	<b>34,284</b>	<b>39,422</b>
Change (%)	22.0	22.9	22.0	18.5	12.3	14.4	14.5	15.0
Total Expenses	11,660	14,714	17,525	19,380	22,885	25,833	29,386	33,888
Gross Profit	3,739	4,407	5,709	8,209	8,422	10,494	12,088	13,633
<b>EBITDA</b>	<b>1,448</b>	<b>1,395</b>	<b>2,136</b>	<b>3,913</b>	<b>3,283</b>	<b>4,106</b>	<b>4,898</b>	<b>5,534</b>
EBITDAM (%)	11.0	8.7	10.9	16.8	12.5	13.7	14.3	14.0
Depn. & Amortization	331	383	471	601	815	950	1,058	1,158
<b>EBIT</b>	<b>1,116</b>	<b>1,012</b>	<b>1,665</b>	<b>3,313</b>	<b>2,468</b>	<b>3,155</b>	<b>3,840</b>	<b>4,376</b>
Net Interest	30	67	106	107	144	178	201	180
Other income	115	105	147	273	322	514	694	902
<b>PBT</b>	<b>1,201</b>	<b>1,050</b>	<b>1,706</b>	<b>3,479</b>	<b>2,645</b>	<b>3,491</b>	<b>4,333</b>	<b>5,098</b>
EO expense	0	0	0	0	0	44	0	0
PBT after EO	1,201	1,050	1,706	3,479	2,645	3,448	4,333	5,098
Tax	298	290	440	845	701	904	1,083	1,275
Rate (%)	24.8	27.6	25.8	24.3	26.5	26.2	25.0	25.0
<b>Reported PAT</b>	<b>903</b>	<b>760</b>	<b>1,266</b>	<b>2,635</b>	<b>1,943</b>	<b>2,544</b>	<b>3,250</b>	<b>3,824</b>
Minority and Associates	0	0	0	0	0	0	0	0
<b>Adjusted PAT</b>	<b>903</b>	<b>760</b>	<b>1,266</b>	<b>1,930</b>	<b>1,500</b>	<b>2,207</b>	<b>2,875</b>	<b>3,824</b>
Change (%)	60.3	-15.8	66.5	52.4	-22.3	47.2	30.3	33.0

### Consolidated - Balance Sheet

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share Capital	243	250	250	250	251	251	251	251
Reserves	5,814	7,958	9,287	11,933	13,581	15,819	18,582	21,736
<b>Net Worth</b>	<b>6,057</b>	<b>8,208</b>	<b>9,536</b>	<b>12,184</b>	<b>13,832</b>	<b>16,070</b>	<b>18,832</b>	<b>21,987</b>
Minority Interest	18	-1	-14	-22	974	1,004	1,004	1,004
Total Loans	874	1,597	1,695	1,663	2,309	2,993	2,993	2,993
Other long-term liabilities	325	343	312	481	1,018	1,048	1,101	1,156
<b>Capital Employed</b>	<b>7,274</b>	<b>10,147</b>	<b>11,530</b>	<b>14,305</b>	<b>18,133</b>	<b>21,116</b>	<b>23,931</b>	<b>27,140</b>
Gross Block	5,933	7,088	9,068	10,871	13,431	14,632	15,591	16,577
Less: Accum. Deprn.	1,433	1,811	2,213	2,813	3,628	4,579	5,637	6,795
<b>Net Fixed Assets</b>	<b>4,500</b>	<b>5,276</b>	<b>6,856</b>	<b>8,058</b>	<b>9,803</b>	<b>10,053</b>	<b>9,955</b>	<b>9,782</b>
Capital WIP	361	494	697	123	957	1,503	1,503	1,503
Investments	688	1,263	203	1,065	945	1,209	3,209	5,209
Other long-term assets	125	329	119	1,126	570	1,209	1,209	1,209
<b>Curr. Assets</b>	<b>2,498</b>	<b>3,658</b>	<b>4,841</b>	<b>4,963</b>	<b>7,093</b>	<b>8,421</b>	<b>9,709</b>	<b>11,364</b>
Inventory	568	729	784	821	1,079	1,174	1,388	1,618
Account Receivables	473	733	792	1,035	1,009	1,071	1,296	1,510
Cash and Bank Balances	1,156	1,622	1,800	1,774	2,191	3,165	3,323	3,921
Others	301	574	1,465	1,332	2,814	3,012	3,702	4,315
<b>Curr. Liability &amp; Prov.</b>	<b>897</b>	<b>874</b>	<b>1,187</b>	<b>1,030</b>	<b>1,234</b>	<b>1,280</b>	<b>1,655</b>	<b>1,927</b>
Account Payables	425	428	534	589	689	648	926	1,079
Provisions & Others	472	446	653	440	545	631	729	848
<b>Net Curr. Assets</b>	<b>1,601</b>	<b>2,784</b>	<b>3,655</b>	<b>3,933</b>	<b>5,859</b>	<b>7,142</b>	<b>8,054</b>	<b>9,437</b>
<b>Appl. of Funds</b>	<b>7,274</b>	<b>10,147</b>	<b>11,530</b>	<b>14,305</b>	<b>18,133</b>	<b>21,116</b>	<b>23,931</b>	<b>27,140</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Adjusted EPS</b>	3.7	3.0	5.1	7.7	6.0	8.8	11.5	15.3
Growth (%)	<b>60.3</b>	<b>-18.0</b>	<b>66.5</b>	<b>52.0</b>	<b>-22.3</b>	<b>46.9</b>	<b>30.3</b>	<b>33.0</b>
Cash EPS	5.1	4.6	7.0	10.1	9.2	12.6	15.7	19.9
Book Value Per Share	24.9	32.9	38.2	48.7	55.3	64.1	75.1	87.7
DPS	0.0	0.0	0.8	1.0	1.0	1.3	1.9	2.7
Payout (incl. Div. Tax.)	0.0	0.0	14.8	13.0	16.7	14.2	17.0	17.5
<b>Valuation (x)</b>								
P/E	176.3	215.0	129.1	84.9	109.3	74.4	57.1	42.9
Cash P/E	129.0	142.9	94.1	64.8	70.8	52.0	41.8	33.0
P/BV	26.3	19.9	17.1	13.5	11.9	10.2	8.7	7.5
EV/EBITDA	109.8	117.1	76.5	41.9	50.0	40.0	33.5	29.5
EV/Sales	12.1	10.1	8.3	7.0	6.3	5.5	4.8	4.1
Dividend Yield (%)	0.0	0.0	0.1	0.2	0.2	0.2	0.3	0.4
<b>Profitability Ratios (%)</b>								
RoE	15.9	10.7	14.3	17.8	11.5	14.8	16.5	18.7
RoCE (post-tax)	13.8	9.5	12.7	21.2	12.9	11.5	12.2	12.1
RoIC (post-tax)	17.5	12.9	16.3	26.5	15.3	16.9	20.1	21.9
<b>Turnover Ratios</b>								
Asset Turnover (x)	1.8	1.6	1.7	1.6	1.4	1.4	1.4	1.5
Debtor (Days)	13	17	15	16	14	13	14	14
Inventory Days)	16	17	15	13	15	14	15	15
Payable (Days)	12	10	10	9	10	8	10	10
<b>Leverage Ratio</b>								
Net Debt/Equity (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

### Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>EBITDA</b>	<b>1,201</b>	<b>1,050</b>	<b>1,706</b>	<b>3,479</b>	<b>2,645</b>	<b>3,491</b>	<b>4,333</b>	<b>5,098</b>
WC	-138	-498	-33	-761	-848	-367	-755	-784
Others	282	434	554	485	783	851	564	435
Direct taxes (net)	-173	-411	-466	-757	-646	-934	-1,083	-1,275
<b>CF from Op. Activity</b>	<b>1,172</b>	<b>575</b>	<b>1,762</b>	<b>2,447</b>	<b>1,935</b>	<b>3,041</b>	<b>3,059</b>	<b>3,475</b>
Capex	-737	-1,078	-806	-1,263	-1,210	-1,767	-960	-986
<b>FCFF</b>	<b>435</b>	<b>-504</b>	<b>955</b>	<b>1,184</b>	<b>725</b>	<b>1,274</b>	<b>2,100</b>	<b>2,490</b>
Interest income	83	58	119	185	213	272	694	902
Others	-487	-1,296	-594	-911	-309	-1,398	-2,000	-2,000
<b>CF from Inv. Activity</b>	<b>-1,141</b>	<b>-2,316</b>	<b>-1,281</b>	<b>-1,988</b>	<b>-1,306</b>	<b>-2,893</b>	<b>-2,266</b>	<b>-2,083</b>
Share capital	0	1,348	0	128	94	65	0	0
Borrowings	-186	362	60	-277	-410	-191	0	0
Finance cost	-29	-65	-101	-97	-104	-109	-201	-180
Dividend	-49	-50	-25	-187	-250	-251	-487	-669
Others	173	93	17	-105	113	490	0	0
<b>CF from Fin. Activity</b>	<b>-91</b>	<b>1,688</b>	<b>-49</b>	<b>-539</b>	<b>-557</b>	<b>4</b>	<b>-688</b>	<b>-849</b>
<b>(Inc)/Dec in Cash</b>	<b>-59</b>	<b>-53</b>	<b>432</b>	<b>-81</b>	<b>71</b>	<b>151</b>	<b>106</b>	<b>543</b>
Opening balance	-171	-229	-283	149	68	140	291	396
<b>Closing balance</b>	<b>-230</b>	<b>-283</b>	<b>149</b>	<b>68</b>	<b>140</b>	<b>291</b>	<b>396</b>	<b>939</b>

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Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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