

BIKAJI FOODS INTERNATIONAL LTD

NSE: BIKAJI | BSE: 543653

1-Year Stock Research Report

Outlook: February 2026 → February 2027

Current Price	₹660 (Jan 29)	Market Cap	₹16,539 Cr
P/E (Trailing)	67–89x *	P/B Ratio	11–12x
52-Week Range	₹558.80 – ₹818.70	Dividend Yield	0.14%
Revenue (TTM)	₹2,887 Cr	Net Profit (TTM)	₹238 Cr
Debt/Equity	1%	Promoter Holding	73.92%

* P/E varies by source: 5Paisa reports 67.1x, Tickertape reports 88.8x. Difference likely due to trailing vs forward methodology and standalone vs consolidated earnings basis.

Report Date: February 3, 2026 | Price as of: Jan 29, 2026 (most recent confirmed NSE close) | Data Sources: NSE India, Yahoo Finance, Business Standard, Screener.in, Trendlyne, Investing.com, IMARC Group, Company Investor Presentations

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1. Company Snapshot

Bikaji Foods International Limited is the third largest ethnic snacks company in India and the second fastest-growing company in the Indian organised snacks market. Founded in 1993 by Shiv Ratan Agarwal (grandson of the original Haldiram Ji), the company is headquartered in Bikaner, Rajasthan.

Bikaji is the largest manufacturer of Bikaneri Bhujia (35,588 tonnes annually) and the second largest manufacturer of handmade papad in India. The company listed on NSE/BSE via IPO in November 2022.

Key Business Facts

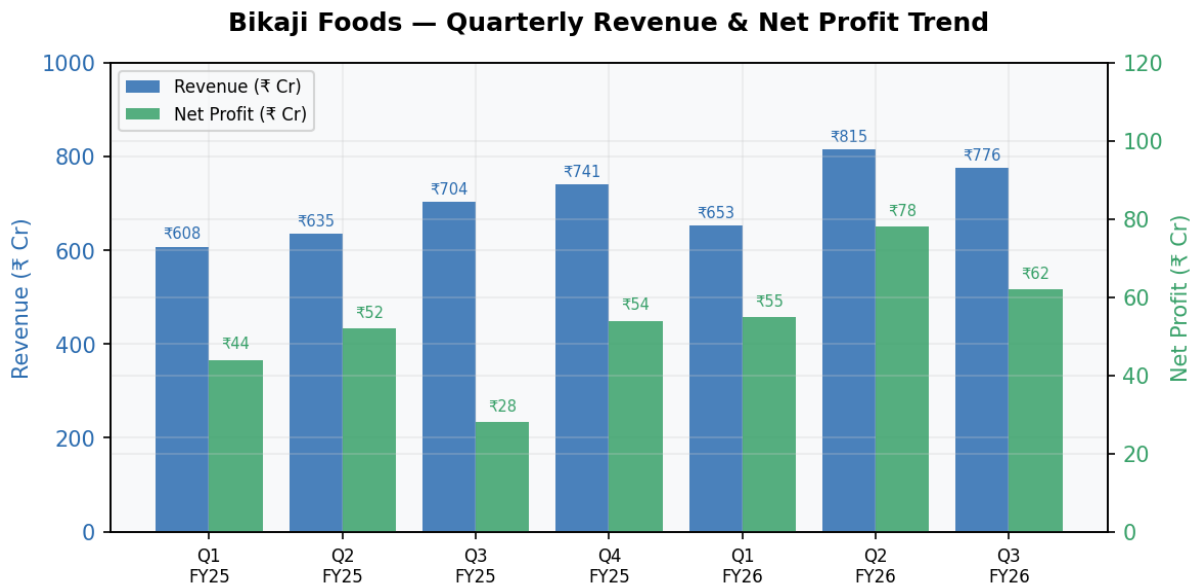
- Product Portfolio: Bhujia & namkeens, western snacks, papads, packaged sweets, frozen foods, bakery
- Distribution Reach: 13.9 lakh retail outlets (direct), up ~60,000 outlets in FY25
- Manufacturing: Multiple plants across Rajasthan, plus new bakery facility in Tumkur, Karnataka
- Exports: 30+ countries, growing 39-59% YoY, key markets include US, UK, UAE, Nepal
- New Ventures: Bikaji Bakes JV (70:30 with Bakemart founder), first QSR outlet in Sikar (Feb 2025)
- Promoter Holding: 73.92% (as of Sep 2025, down from 74.98% in Dec 2024)

Sources: NSE India (nseindia.com), Company Investor Presentation (bikaji.com), Business Standard

2. Fundamental Analysis

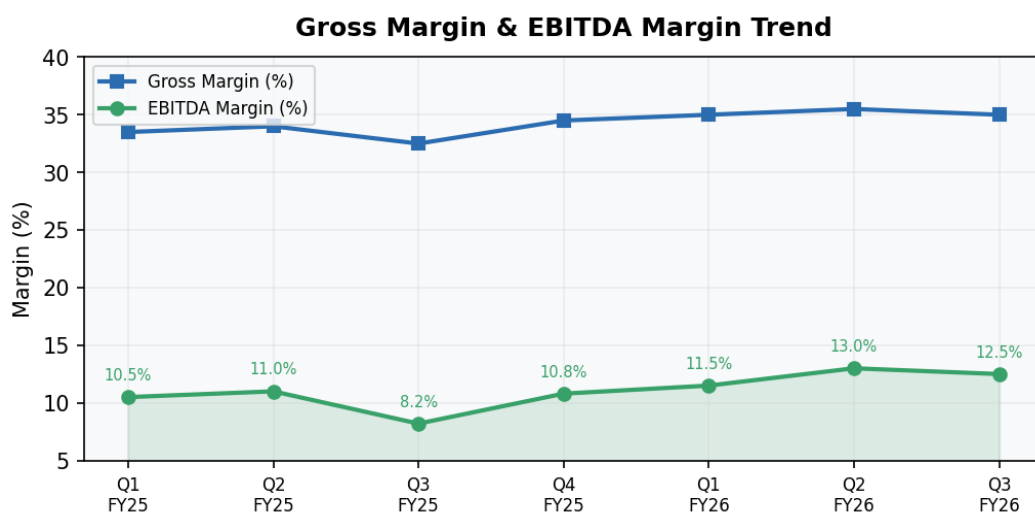
Revenue & Profit Trend

Bikaji has delivered consistent revenue growth with a 5-year revenue CAGR of ~20%. TTM revenue stands at ₹2,887 Cr with 13% annual growth. Q3 FY26 (Dec 2025) saw revenue of ₹776 Cr (+11.5% YoY) and net profit of ₹62 Cr (+116% YoY), though profit dipped 20% sequentially from Q2 FY26's ₹78 Cr due to seasonal effects.



Margin Improvement

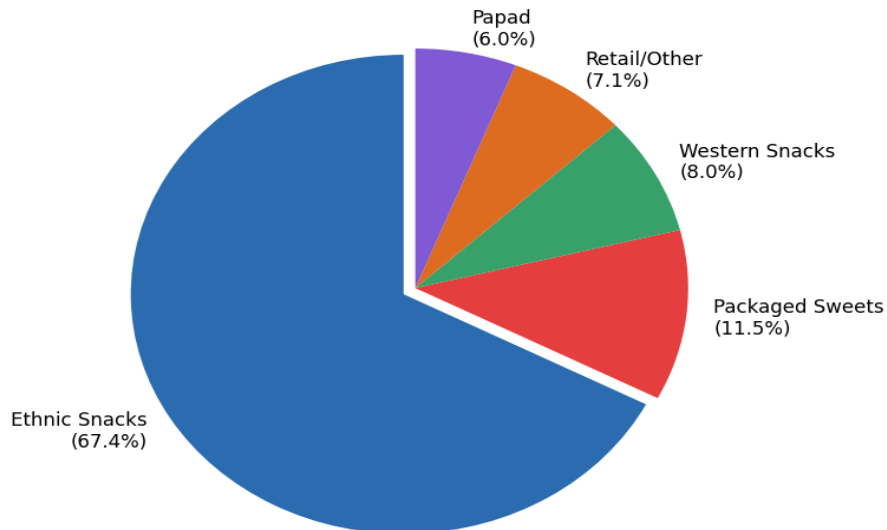
EBITDA margin has improved significantly from 8.2% in Q3 FY25 to 12.5% in Q3 FY26 (+466 bps YoY), driven by favorable raw material prices. Gross margin remains stable at ~35% including PLI benefits. Management guides for sustained EBITDA margins in the 12-14% range.



Segment Performance

Ethnic snacks remain the core revenue driver at 67.4% of total revenue, growing 13.3% YoY. Western snacks is the fastest-growing segment at +22.6% YoY. Exports grew 39.1% in Q3 and 58.7% during 9M FY26. Packaged sweets declined 17.1% YoY in Q3 due to Diwali timing shift (early Diwali fell in Q2 this year vs Q3 last year).

Q3 FY26 Revenue Mix by Segment



Balance Sheet & Cash Flow

Bikaji is virtually debt-free with a debt-to-equity ratio of just 1%. ROCE stands at 15% and ROE at 14%. Current ratio is healthy at 2.60x.

Cash Flow Analysis (Critical): Operating cash flow declined from ₹244 Cr (FY24) to ₹193 Cr (FY25) despite rising profits — a key concern. The decline was driven by working capital build-up of ₹84 Cr (inventory + receivables). Capex was ~₹121 Cr, leaving free cash flow at only ~₹72 Cr for FY25. However, management has indicated the intensive capex cycle (~₹500 Cr cumulative) is now complete, and no major capex is planned for the next 2-2.5 years. This should meaningfully improve FCF from FY27 onwards.

Shareholding Pattern (Sep 2025)

Category	Holding (%)	Details
Promoters	73.92%	Shiv Ratan Agarwal holds 34.22% (largest)
DII (Domestic Institutional)	14.80%	MFs hold 9.45% via 23 schemes
FII (Foreign Institutional)	6.30%	83 FIIs invested
Public / Retail	5.00%	Quant Small Cap Fund: 4.49% (largest public)

Note: Promoter holding declined from 74.98% (Dec 2024) to 73.92% (Sep 2025). Dec 2025 quarter shareholding pattern was not yet published at the time of this report.

Cautionary Flags

Investors should note the following concerns:

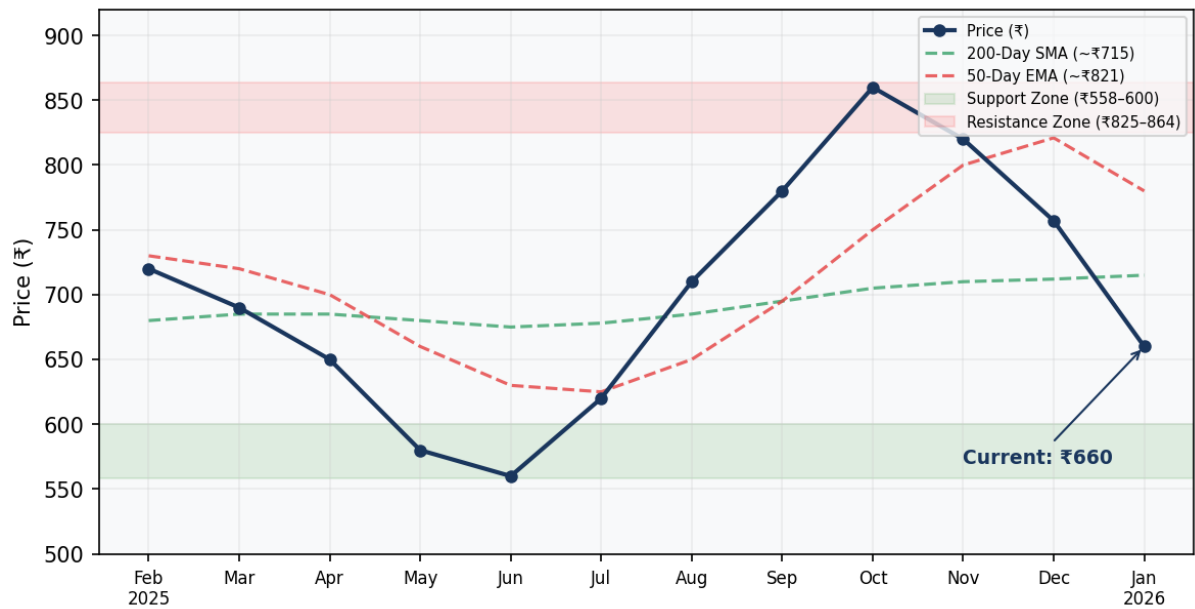
- Cash flow deterioration: Operating cash flow fell 21% (₹244→₹193 Cr) even as profits grew. Working capital consumed ₹84 Cr. FCF was only ₹72 Cr vs ₹238 Cr net profit — a cash conversion ratio of just 30%.
- The company is depreciating a lower percentage of assets, which inflates reported net profit.
- Receivables are growing faster than sales, which may indicate aggressive revenue recognition.
- Retail investors have been net buyers, which can sometimes signal exuberance.

Sources: Business Standard, Trendlyne, Screener.in, Company Q3 FY26 Earnings Call (Jan 28, 2026)

3. Technical Analysis

Bikaji's stock has seen significant volatility over the past 12 months, trading between ₹558.80 (52-week low) and ₹818.70 (52-week high, per NSE/Kotak/Tickertape). The Jan 29 close of ₹660 sits at ~39% of the 52-week range, suggesting the stock is in a corrective phase. After Q3 results on Jan 28, the stock rallied 5.9% intra-day to ₹685 before settling near ₹660. The stock has declined ~12% over the past month and ~2% over the past year.

Bikaji Foods — 1-Year Price Action & Key Moving Averages



Key Technical Signals

Indicator	Value	Signal
50-Day EMA	₹821	Price below → Bearish (short-term)
200-Day SMA	₹715	Price near/below → Neutral
RSI (14)	37.02	Neutral (approaching oversold at 30)
ADX	12.76	Weak trend strength
CCI	-120.88	Oversold → Potential reversal
Beta	0.70	Lower volatility than market
Support Zone	₹558.80–600	Strong floor from 52-week low
Resistance Zone	₹818–864	Previous highs, needs volume to break

Pattern: A bullish double-bottom pattern is forming on the daily chart, which could signal a trend reversal if the stock holds above the ₹600 support zone. However, the stock remains below its 50-day EMA, indicating short-term bearish momentum. A sustained break above ₹750–770 would be the first sign of trend change.

Sources: Investing.com, TradingView, TipRanks, TopStockResearch (data as of late Jan 2026)

4. Sector & Competitive Context

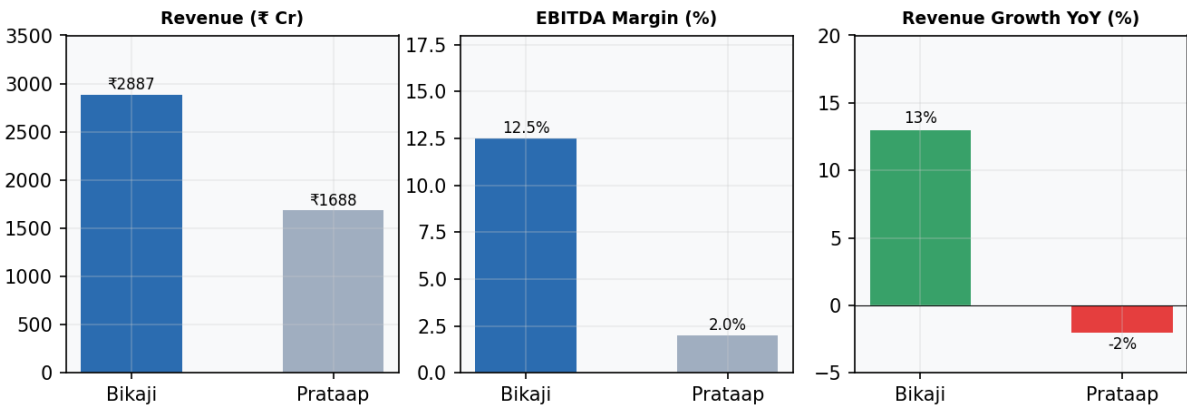
Indian Snacks Market Overview

The Indian snacks market was valued at ₹46,571 Cr in 2024 and is projected to grow at a CAGR of 8.63% to reach ₹1,01,811 Cr by 2033 (IMARC Group). Key growth drivers include rising urbanization, growing middle class, shift from unorganized to organized brands, and increasing penetration in Tier 2/3 cities. The organized packaged-sweets market alone is worth ~\$751M and could reach \$3B by 2032 at 16%+ CAGR.

Competitive Landscape

Metric	Haldiram's	Bikaji Foods	Prataap Snacks
Revenue	~₹14,000 Cr	₹2,887 Cr	₹1,688 Cr
Market Share	40%+	~9%	Small
Revenue Growth	16-17% CAGR	13-15% YoY	Declining (-2%)
EBITDA Margin	20-21%	12.5%	~2% (near breakeven)
Listed?	No (IPO in 24-36 mo)	Yes (NSE/BSE)	Yes (NSE/BSE)
Market Cap	~\$10B (implied)	₹16,500 Cr	₹2,613 Cr
Key Strength	Scale + brand	Bhujia + growth	Chips category

Bikaji vs Prataap Snacks — Listed Peer Comparison



Haldiram's IPO Watch: Haldiram's (unlisted) agreed to sell a 10% stake to Temasek for \$1B, implying a ~\$10B valuation. A potential IPO in 24-36 months could either validate the sector's premium valuations or redirect institutional capital away from listed peers like Bikaji. Haldiram's has also attempted to acquire a majority stake in Prataap Snacks for ~\$350M.

FMCG Sector Valuation Comparison (Jan 2026)

Company	P/E (TTM)	Revenue	1Y Return	Comment
Nestle India	80–84x	~₹19,000 Cr	Negative	Most expensive FMCG
Bikaji Foods	67–89x	₹2,887 Cr	~-2%	Growth premium priced in
Britannia	62–66x	~₹16,500 Cr	Flat	Mature, steady compounder
Dabur India	48–52x	~₹12,000 Cr	Negative	Moderately valued
ITC	12–21x	~₹70,000 Cr	Positive	Diversified; cigarettes drag P/E

FMCG Sector Avg	~48x	—	—	Nifty FMCG index avg
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Nifty FMCG Index Performance

The Nifty FMCG Index stands at ~₹51,350 (Jan 27, 2026) with a 52-week range of ₹50,199–₹59,303. The index has delivered negative 1-year returns (-0.3% to -2.7%), underperforming the broader Nifty 50. Bikaji's own 1-year return of ~-2% is roughly in line with the sector — the correction is sector-wide, not Bikaji-specific. However, this also means there's no stock-specific alpha story in the near term.

Raw Material & Commodity Context

Edible oils account for 25-33% of raw material costs for snack makers like Bikaji. The 2026 outlook is modestly favorable: crude palm oil is expected to soften to RM3,850–4,250/MT (down from ~RM4,300 in 2025) due to recovering yields and better weather. India's May 2025 customs duty cut on crude edible oils (effective rate from 27.5% to 16.5%) provides an additional tailwind. However, mustard oil remains firm due to supply constraints in Rajasthan and UP. Net-net, commodity costs are a mild positive for FY27 margins.

Sector Catalysts

- GST Rate Cut: Reduced GST on namkeen products directly benefits Bikaji's core portfolio
- Premiumization: Multigrain bhujia, roasted nut mixes, trendy packaging driving ASP growth
- Distribution Depth: Tier 2/3 city penetration still low — large runway for organized brands
- Export Boom: Indian ethnic snacks gaining traction in US, UK, Middle East markets
- Import Duty Cut: Edible oil duty reduction (May 2025) supports gross margin expansion

Sources: IMARC Group, Outlook Business, Business Standard, Upstox, Company Presentations, NSE India (Nifty FMCG), Fastmarkets (palm oil outlook), MARC Ratings, ChemAnalyst (mustard oil), Smart-Investing.in (P/E data Jan 2026), MarketsMojo, Tickertape

5. Valuation & Analyst Views

Brokerage Target Prices (Post Q3 FY26, Jan 2026)

Brokerage / Source	Target (₹)	Rating	Key Thesis
Motilal Oswal	900	Buy	8.4% volume growth, strong execution
Emkay Global	950	Buy	65x FY26E P/E; 27% earnings CAGR
Nuvama Institutional	985	Buy	Raised from ₹970; margin resilience
Consensus (6 analysts)	890–900	Strong Buy	6/6 Buy, 0 Hold/Sell
Range (all sources)	₹800 – ₹1,018	—	Investing.com, Alpha Spread, TradingView

Implied Upside: From ₹660 (Jan 29 close), the average brokerage target of ₹900–950 implies ~36–44% upside over 12 months. Even the most conservative target of ₹800 suggests ~21% upside. All 6 covering analysts rate the stock a Buy — zero Hold or Sell ratings.

Note on analyst timing: The Motilal Oswal, Emkay, and Nuvama targets above were published post-Q3 FY26 results (late January 2026), making them the most current available. Emkay explicitly values the stock at 65x FY26E P/E with a 15% revenue CAGR and 27% earnings CAGR over FY25–28E.

Valuation Context

Bikaji's trailing P/E ranges from 67x to 89x depending on the source and methodology (standalone vs consolidated, trailing vs forward). At 65x forward (Emkay's basis), this is a premium to the broader FMCG sector average of 40-50x but is driven by the growth profile: 5-year revenue CAGR of 20%, projected 3-year revenue CAGR of 16%, and 3-year net income CAGR of ~28%. If earnings growth sustains at 25-30%, the forward P/E could compress to 45-50x by FY27 — justifying current levels. Any growth miss would make the stock vulnerable to de-rating.

The P/B ratio of 11-12x also reflects high expectations. For context (Jan 2026 data): Nestle India trades at 80-84x P/E, Britannia at 62-66x, Dabur at 48-52x, and the FMCG sector average is ~48x. Bikaji at 67-89x is broadly in line with Nestle's premium range — justifiable only if the 15-16% revenue CAGR and 27%+ earnings CAGR are sustained. ITC at 12-21x is not a fair comp due to its diversified business mix (cigarettes, hotels, paper).

Sources: Motilal Oswal (via TradingView), Emkay Global Financial Services, Nuvama Institutional Equities, Investing.com, Alpha Spread, TradingView, Trendlyne — all post-Q3 FY26 (Jan 2026)

6. Growth Catalysts & Risks

Management Guidance (Q3 FY26 Earnings Call, Jan 28, 2026)

Key forward-looking statements from the earnings call transcript (Yahoo Finance):

- Revenue Growth: Management expects 14-16% value growth going forward, supported by GST benefits, distribution expansion, and Bikaji Bakes.
- Margins: Gross margin guided at ~35% (including PLI). 9M FY26 EBITDA margin stands at 14.2%. CFO stated the company is "committed to not compromising on margin thresholds despite potential cost increases."
- Distribution: Now at 14 lakh total outlets, 3.35 lakh direct. Targeting Delhi, Haryana, Punjab, UP.
- Marketing: "Bhujia Ho Toh Bikaji" campaign drove 16-17% growth in traditional snacks category. Pankaj Tripathi signed as brand ambassador for UP/North India push.
- Capex: Intensive investment phase (~₹500 Cr cumulative + ₹261 Cr PLI approved) is complete. No major capex for next 2-2.5 years → enhanced FCF expected.
- Bikaji Bakes JV: 70:30 JV with T.K. Khaleel (Bakemart, 40+ years in Middle East bakery). Targeting premium bread and cakes segment.
- Dry Fruits/Nuts: CFO explicitly stated this is "niche and not a current priority" — focus remains on core Namkeen and Bhujia.

Growth Catalysts (Bull Case)

- Distribution Expansion: Direct reach has grown to 13.9 lakh outlets as of Dec 2025. Pan-India expansion (targeting Delhi, Haryana, Punjab, UP — Haldiram's strongholds) provides multi-year revenue runway.
- Export Acceleration: Exports grew 39% in Q3 and 59% in 9M FY26. International ethnic snack demand is a structural tailwind as the Indian diaspora market expands.
- Bakery & Frozen Foods JV: The 70:30 JV with Bakemart founder (Bikaji Bakes) opens a new category. The Tumkur bakery facility is operational. This diversifies beyond traditional snacks.
- QSR Foray: First Quick Service Restaurant opened in Sikar, Rajasthan. If successful, this could be a significant long-term value driver (similar to Haldiram's restaurant model).
- GST Benefit: Reduced GST on namkeen products directly supports Bikaji's core ethnic snacks portfolio, improving competitiveness vs unorganized players.
- Retail Business: Revenue from the retail subsidiary nearly doubled YoY, growing 87% in Q3 and 150%+ on a trailing basis. Still small, but scaling rapidly.
- Volume Growth: 8.4% volume growth in Q3 FY26 indicates real demand, not just price-led growth.

Key Risks (Bear Case)

- Premium Valuation (P/E 67x): Leaves little margin of safety. Any earnings miss or growth slowdown could trigger sharp de-rating. The stock fell from ₹860 to ₹660 (-23%) in just 3 months, showing vulnerability.
- Raw Material Volatility: Edible oils account for 25-33% of input costs. While palm oil is expected to soften in 2026, Indonesia's land-seizure program puts 2-5M tonnes of CPO at risk. Mustard oil remains firm. A commodity spike would compress margins (as seen in Q3 FY25: EBITDA fell to 8.2%).
- Haldiram's IPO Overhang: A Haldiram's IPO (expected in 24-36 months) at ~\$10B valuation could redirect institutional flows away from Bikaji and create a larger, more liquid alternative for sector exposure.
- Accounting Quality Concerns: Receivables growing faster than sales, lower asset depreciation rates inflating profits, and operating profit not converting to cash — these are yellow flags that warrant monitoring.
- Sequential Profit Decline: Q3 FY26 PAT fell 20% QoQ from Q2, partly seasonal but highlights earnings lumpiness. Sweets revenue down 17% YoY adds to the volatility.
- Promoter Holding Decline: Promoter stake fell from 74.98% to 73.92% over 9 months. While still high, continued dilution may signal reduced conviction.

- Competitive Intensity: Haldiram's (40%+ market share) and FMCG giants (ITC, Britannia) are expanding in ethnic snacks. Bikaji's 9% share could face pressure.

Sources: Company Q3 FY26 Earnings Call (Jan 28, 2026), Screener.in, Business Standard, Trendlyne

7. Conclusion & 1-Year Outlook

Bikaji Foods International occupies a compelling position in India's fast-growing organized snacks market. The company has demonstrated strong execution with 13-15% revenue growth, margin expansion from 8% to 12.5% EBITDA, explosive export growth (39-59%), and aggressive distribution expansion. These are the hallmarks of a company in its growth phase.

However, the stock's premium valuation (P/E 67-89x) already prices in significant optimism. The recent 23% correction from ₹860 to ₹660 suggests the market is recalibrating expectations. Accounting quality concerns (30% cash conversion) and the looming Haldiram's IPO add uncertainty.

Valuation Methodology: Forward EPS × P/E Multiple

The scenario analysis below uses a forward earnings-multiple approach. This is not a DCF (discounted cash flow) model — it is a heuristic based on projected EPS and an assumed P/E multiple for each scenario. The limitations of this approach are noted at the end of this section.

Step 1: Establish Current EPS

Metric	Value	Source
TTM Net Profit	₹238 Cr	Screener.in / Trendlyne
Market Cap	₹16,539 Cr	5Paisa (Jan 29, 2026)
Price	₹660	NSE close (Jan 29, 2026)
Shares Outstanding	~25.06 Cr	Market Cap ÷ Price
TTM EPS	~₹9.50	Net Profit ÷ Shares
Sanity Check: P/E	660 ÷ 9.50 = 69.5x	Matches reported 67-69x ✓

Step 2: Project FY27E EPS by Scenario

Growth rate sources: Emkay projects 27% earnings CAGR (FY25-28E). Trendlyne estimates 42.8% profit growth for FY26. We use these as anchors and vary by scenario.

	Bull	Base	Bear
FY26E Profit Growth	43% (Trendlyne est.)	27% (Emkay CAGR)	10% (slowdown)
FY26E EPS	₹9.50 × 1.43 = ₹13.57	₹9.50 × 1.27 = ₹12.07	₹9.50 × 1.10 = ₹10.45
FY27E Profit Growth	27% (sustained)	27% (Emkay CAGR)	10% (continued)
FY27E EPS	₹13.57 × 1.27 = ₹17.23	₹12.07 × 1.27 = ₹15.33	₹10.45 × 1.10 = ₹11.50

Step 3: Apply P/E Multiple → Target Price

P/E assumptions are anchored to sector comps (Jan 2026): Nestle 80-84x, Britannia 62-66x, Dabur 48-52x, sector avg 48x. Bikaji's multiple is varied by scenario based on growth delivery.

Scenario	FY27E EPS	P/E Assumed	Price Target	Return from ₹660	Probability
Bull	₹17.23	55–60x	₹948–1,034	+44% to +57%	20%
Base	₹15.33	50–55x	₹767–843	+16% to +28%	55%
Bear	₹11.50	40–45x	₹460–518	-22% to -30%	25%

Step 4: Probability-Weighted Expected Value

Assigning probabilities based on current evidence:

- Bull (20%): Requires everything to go right — sustained 15%+ growth, margin expansion to 14%, export momentum, AND the market keeping a 55-60x multiple. 6/6 analysts are bullish, but unanimous consensus itself is a contrarian warning. Low but real probability.
- Base (55%): Most likely outcome. Bikaji delivers on management guidance of 14-16% growth, margins stay at 12-13%, earnings grow ~27% (Emkay CAGR), and the P/E gently compresses from ~69x to 50-55x as earnings catch up to price. This is the "growth compounder doing its job" scenario.
- Bear (25%): Higher than typical because of specific, identifiable risks: (a) cash conversion is already weak at 30%, (b) commodity reversal is possible given Indonesia CPO supply risks, (c) Haldiram's IPO could structurally re-rate the sector, and (d) the 23% drawdown in 3 months shows this stock can fall sharply. A 25% bear weight reflects these tangible headwinds.

Scenario	Midpoint Price	Probability	Weighted Value
Bull	₹991	20%	₹198
Base	₹805	55%	₹443
Bear	₹489	25%	₹122
		Expected Value →	₹763

Probability-weighted expected price: ₹763 — implying ~15.6% upside from ₹660. This is a moderate expected return that reflects genuine upside potential tempered by non-trivial downside risks.

Methodology Limitations (Transparency Note)

This analysis uses a P/E multiple heuristic. Investors should be aware of its limitations:

- Not a DCF: A proper intrinsic value estimate requires a 3-statement financial model with segment-level revenue build-up, margin assumptions, capex forecasting, and WACC-based discounting. This report does not include one.
- P/E assumptions are subjective: The choice of 50-55x for base vs 40-45x for bear is anchored to sector comps (Nestle 80x, Britannia 62x, sector avg 48x) but remains a judgment call.
- EPS estimates are top-down: Growth rates are sourced from Emkay (27% CAGR) and Trendlyne (42.8% FY26) rather than built from a bottoms-up P&L; forecast by segment.
- Probability weights are subjective: The 20/55/25 split is an informed estimate based on current evidence (cash flow quality, commodity outlook, sector dynamics), not a quantitative model output. Different analysts would assign different weights.
- Cash flow ignored in valuation: Given the 30% cash conversion ratio flagged earlier, an EV/FCF or DCF approach would likely produce a more conservative (and arguably more realistic) valuation than the P/E method used here.

Verdict

Bikaji Foods is a fundamentally strong business in a structurally growing market. The company's execution on distribution, exports, and margin improvement has been impressive. At ₹660, the stock has corrected meaningfully from its highs, bringing the risk-reward ratio to a more favorable zone.

The probability-weighted expected value of ₹763 implies ~15.6% upside over 12 months. This is supported by 6/6 analyst Buy ratings (avg target ₹900) but tempered by a 25% bear probability driven by cash flow concerns, commodity risk, and Haldiram's IPO overhang. The key variable remains whether Bikaji can sustain 14-16% revenue growth while improving its cash conversion ratio.

The primary risks are valuation compression (if growth disappoints), raw material spikes, and the potential distraction from a Haldiram's IPO. The accounting quality concerns (receivables, depreciation, cash conversion) deserve ongoing monitoring and should not be dismissed.

On balance, the stock offers a moderate expected return (~16%) with asymmetric risk (more upside in the bull case than downside in bear, but the bear case is plausible). Suited for growth-oriented investors with a 12+ month horizon and tolerance for mid-cap FMCG volatility. Not suitable for conservative or income-seeking portfolios.

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Data Sources: NSE India (nseindia.com) | Yahoo Finance (finance.yahoo.com) | Business Standard (business-standard.com) | Screener.in | Trendlyne (trendlyne.com) | Investing.com | TradingView (tradingview.com) | IMARC Group (imarcgroup.com) | Alpha Spread (alphaspread.com) | Company Investor Presentations (bikaji.com)