

The story of Bikanervala started over a hundred years ago
in the city of Bikaner, Rajasthan, India
in the year 1905



BIKANERVALA

OUR BRAND PORTFOLIO



- Traditional Sweet Shop cum Family Restaurant

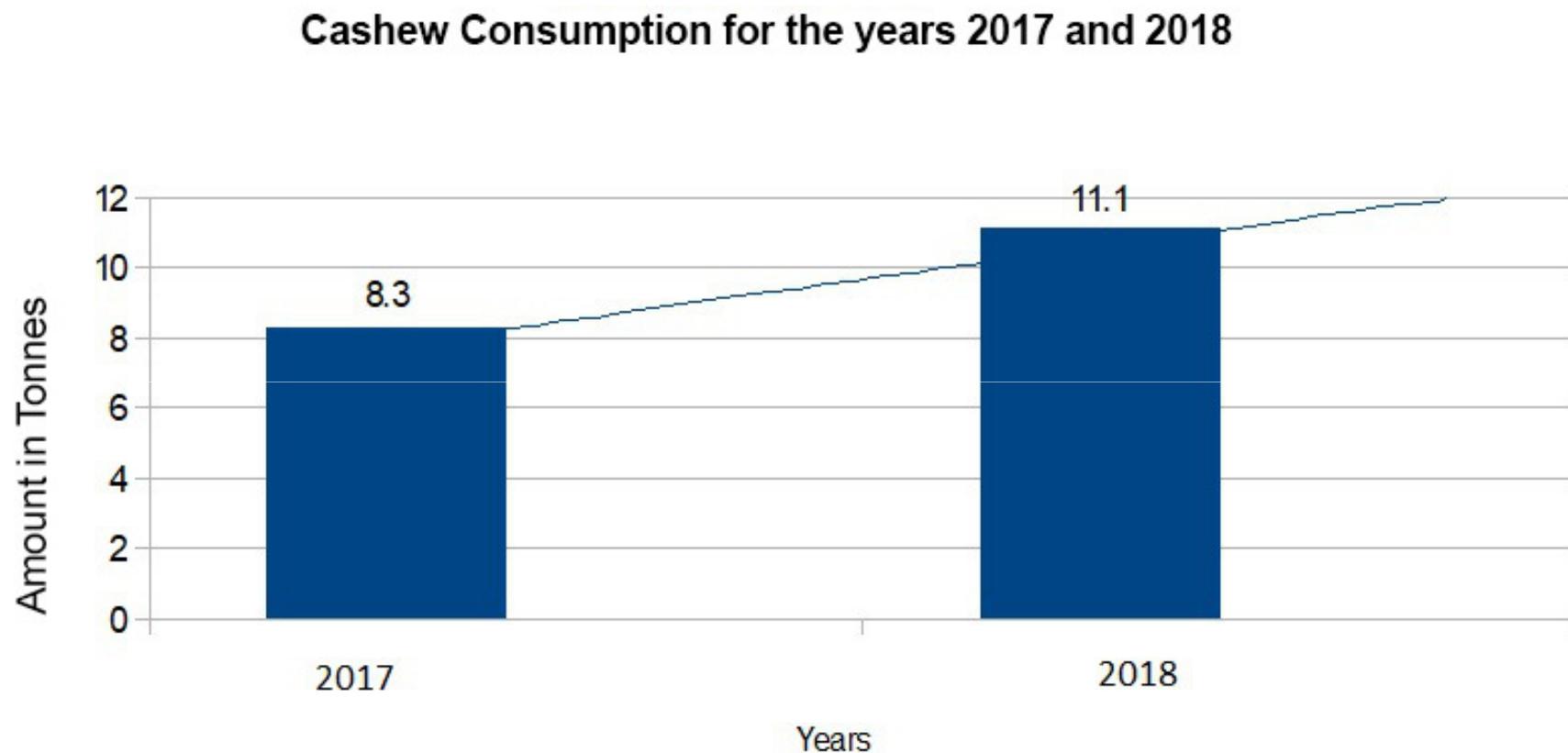


- Packaged Food Products

GOLDEN FRUIT OF THE ERA

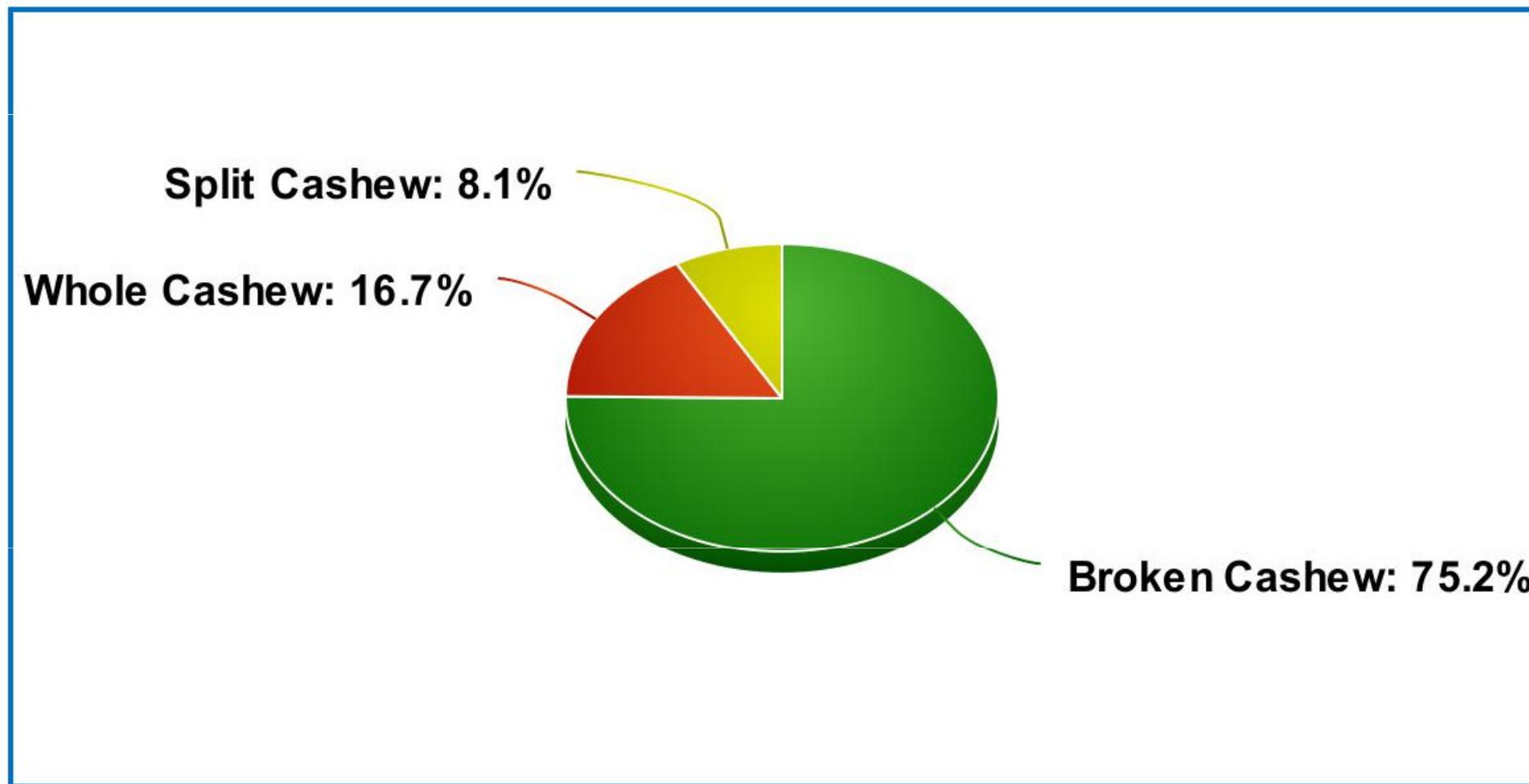


30% growth on consumption of cashew nut in the year 2018 compared to 2017.



(Source: Internal Data)

Types of cashew nuts used in 2018



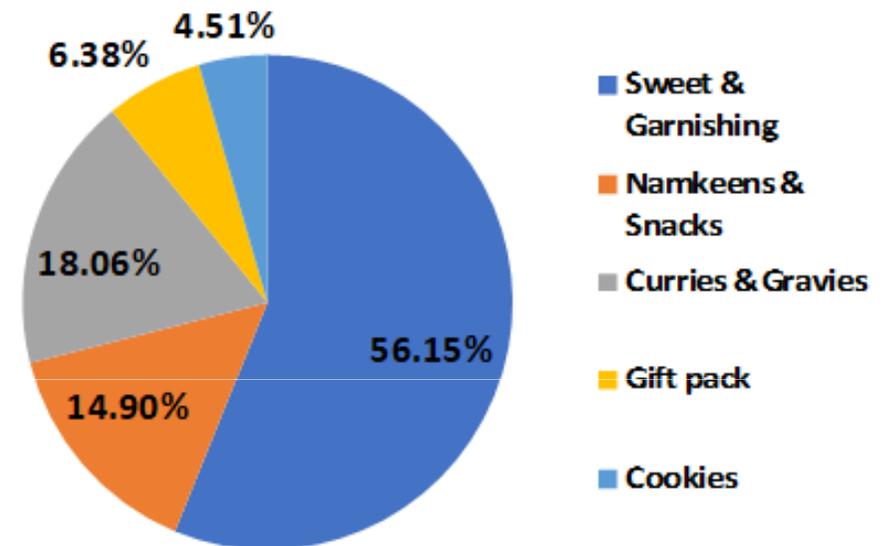
 Broken Cashew  Whole Cashew  Split Cashew

(Source: Internal Data)



Percentage of Cashew Nut used for Production in the year 2018

- Used as a major ingredient in sweets manufacturing and its garnishing .
- Namkeen and Snacks
- Snacks: Raw, Roasted, Salted and Flavored
- Indian Curries and Gravies
- Gift Packs
- Cookies



(Source: Internal Data)

Kaju Burfi – Cashew is the core ingredient



Cashew Based Sweets



Pinni Laddu - Cashew is embedded in the product and also used for decoration



Gajar Ka Halwa

- Cashew is used for decoration



Dhoda Burfi

- Cashew is embedded in the product



Shahi Paneer

- Rich delicious cashew based gravy



Vegetable Kofta

- Delicious cashew based gravy



Samosa the King Snacks

- Cashew is embedded in the product





Premium Bikano Namkeens – Cashew is the key ingredient





Assorted Cashew Bikano Cookies – Cashew is the key ingredient



Bikano Kaju Pista Cookies

Bikano Milk Kaju Cookies

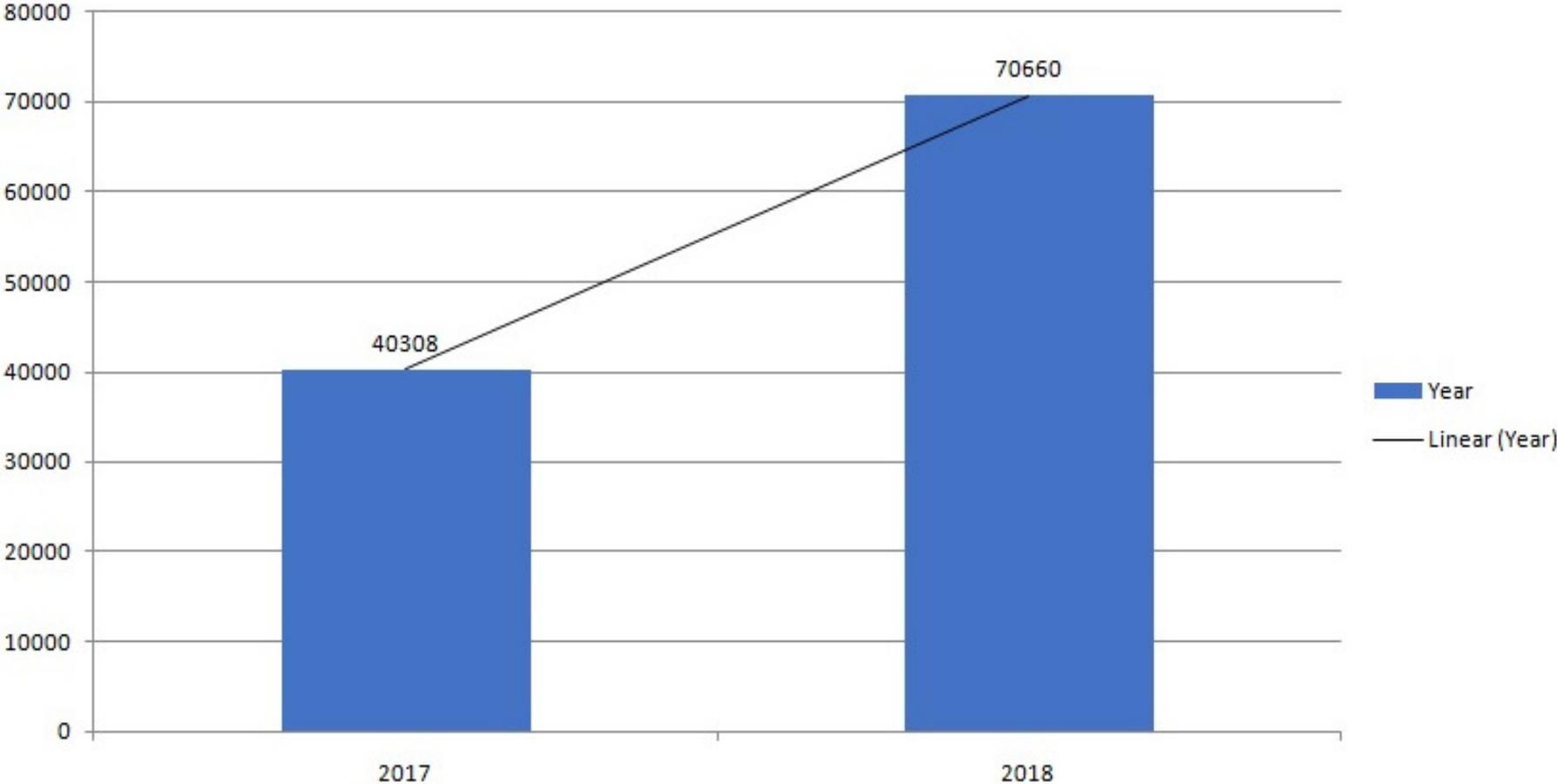


Bikano Kaju Cookies



Customer Attraction Increased More for Dryfruit Gift Packs

Consumption of Cashew Based Gift Pack 2017 vs 2018





Bikano Gift Packs



Cashew with sweets combo



Cashew with other nuts

Consumers demand and consumption for Cashew has taken off in recent years

From being a 'luxury' product, dry fruit demand and consumption has shifted to a 'health and necessity' category over the last few years.





Thank You!