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Earnings Presentation  
Q3 FY24

# Overview

We have successfully put the pandemic behind us and achieved the tenth consecutive quarter of sustained profitable growth.

We continue to dominate with our market leadership in the Asian cuisine segment and have retained our position of market leadership. Our USP is the presence of our brands in multiple formats ranging from Fine Dining, Casual Dining, Resto Bar, Cloud kitchens and Confectioneries. We will continue to build on our expertise and also keep innovating with newer formats to cater to the evolving palate of consumers.

We continue our focus on controlling the costs and enhancing our value proposition for our guests. Recognising the convenience and importance of home delivery to customers, our focus on providing last mile delivery continues. It remains a significant proportion of our total revenue. Despite the convenience of home delivery, we are happy to report that dine-in sales are also on an upswing.

We have plans to expand by opening new outlets of Asian Cuisine and dominate the space by upgrading existing Mainland China and Asia Kitchen by Mainland China restaurants as a brand refresh exercise to further improve upon the same store sales growth.

Given that our versatile brand portfolio enjoys a strong recall and customer loyalty, we hope to further strengthen our brand presence in the minds of our customers by continuing to focus on giving every diner the perfect guest experience and making them feel special.

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ASIA KITCHEN  
by  
MAINLAND CHINA

oh! Calcutta

sigree  
GLOBAL GRILL

RIYASAT

CHOURANGI

CAFÉ  
MEZZUNA

HAKA

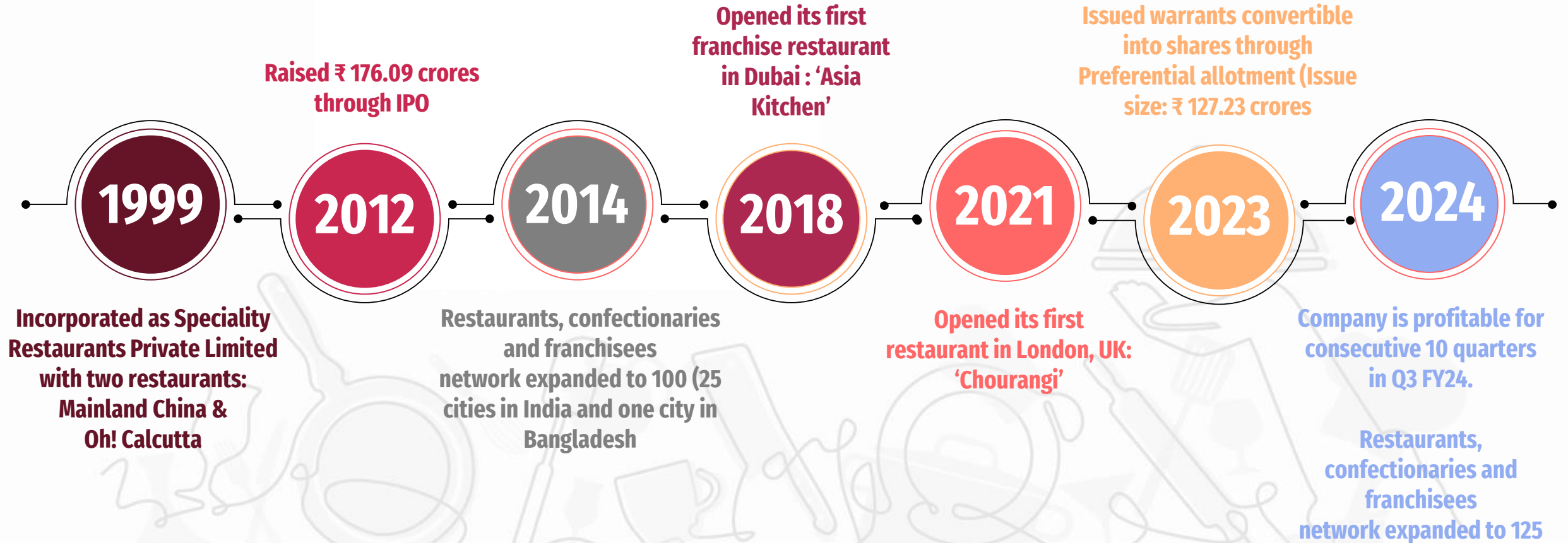
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# Company's Journey



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# Key Brands

## Mainland China

After completing 30 years, Mainland China the flagship brand of Speciality Restaurants has undergone a brand refresh with complete makeover, with a revamp of its ambience, décor and menu offerings. The first outlet that has undergone this transformation is at Andheri West in Q4 FY23 which has received tremendous response and is appreciated widely.

In Q3 FY24, two outlets, 'Mainland China Powai (Mumbai)' and 'Mainland China ICC Mall (Pune)' have been renovated.

## Oh! Calcutta

Oh! Calcutta showcases the rich culinary heritage of Calcutta by recreating the lost taste of the 300-year-old recipes of traditional dishes. Our master chefs researched and unearthed those authentic recipes and recreated them for the modern generation. Since then, Oh! Calcutta has been one of the most talked about traditional fine dine restaurants.

## Asia Kitchen by Mainland China

Asia Kitchen by Mainland China was created as a brand refresh of the mother brand offering a more relaxed and informal space to attract the younger audience. With diverse and trending offerings in the form of Pan Asian cuisine which includes gourmet dishes from Hong Kong, Singapore, Malaysia, Thailand, Japan, Korea, Myanmar in addition to China this semi-casual format is being widely relaunched in malls.

In Q3 FY24, two new outlets are opened at Kohinoor Square, Dadar and Trade Centre, Bandra-Kurla Complex (both in Mumbai).

## Chourangi

Chourangi was launched in H2 FY22 in London under joint venture. The response from food critics to connoisseurs to the public at large has been overwhelming. The food, the ambience and the service have all been lauded, resulting in a palpable impact in terms of increasing footfalls and enhanced brand equity.

The joint venture company holding the Chourangi restaurant has reported profitable operations since FY23.

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# Key Brands

## Sigree Global Grill

Sigree Global Grill, offers a unique and immersive culinary experience offering unlimited helpings of a variety of grills and kebabs. It brings to you a varied array of cuisines inspired from the Mediterranean, European, Mexican and Indian regions, enough to tempt the strictest of weight watchers to indulge in a pure ecstasy of flavours. The interactive live grill stations allow guests to customize their dishes and savor the freshly prepared delicacies, making it an unforgettable dining experience.

## Café Mezzuna

The brand celebrates a journey of flavours that will remind you of the trattorias of Italy, lazy afternoons by the blue Mediterranean, followed with the balsamic aroma of sizzling Seafood delicacies and Artisanal Handmade Ravioli & Risottos.

## Sweet Bengal

Created by Bengal's finest master craftsmen, Sweet Bengal's legacy dates back in 1995. Since then, every sweet delicacy created here has brought in a special and unique taste along with the heritage of Calcutta's historic nuances.

It has been a satisfying and soulful journey in making your moments sweet and special. We have now diversified our offerings into introducing Khari delights from Namking and a variety of cookies from Sweet Bakes in attractive and ready to eat packaging, both being an extension of the Sweet Bengal family.

## GONG

GONG has been a very successful innovation and addition to our brand basket offering some outstanding Asian fusion dishes like Asian Crab Ravioli, Asparagus Crisp Rolls or the Chilean Sea Bass in Tamari Soy. It is intriguing with its tantalizing tastes with its completely nouveau recipes!

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# Key Brands

## Hoppipola

Hoppipola offers ample Mediterranean and contemporary Indian flavours in the form of finger food, thin crust Pizza's and bar nibbles. Innovative mocktails at the lively Bar also add to the funky menu sprinkled with some innovative games creating a different experience altogether.

## Episode One

Fusing a legacy that has been around for three decades with innovation & all things new, a one-of-a-kind resto-bar serving delectable food from all over the world along with some beautifully crafted tap tails. Episode One is defined by everything it isn't.

The main attraction is the state-of-the-art bar brewing delicious Taptails (cocktails on tap) all day long! Episode is divided into 4 experiences – each one serving a different purpose and can be enjoyed by everyone alike.

It has won 'Best Global Restaurant-Casual Dining' and 'Best Bar for Beer' – Times Food and Nightlife Awards 2021.

## Riyasat

Riyasat is a story woven through royal celebrations and victories and is inspired from the stately homes of the royal families of the 19th century. The cuisine is inspired from the North-western frontiers that is vibrant, robust and encompasses the healthier culinary techniques and dining experiences to blend in with the changing time and trends

## HAKA

Haka offers you exactly what your fast-paced city life and the crunched leisure time permits. True to its name Haka is famous for its haka style south-eastern Chinese cuisine in a mouth-watering array of choices. The décor is simple but stylish just for Gen X.

## BOHOBA

Bohoba, as the name suggests is inspired by the Bohemian design for those who lead a free-spirited, norm-defying life. The style is eclectic, a juxtaposition of the old and the new, with an aesthetic that is fascinating and avant-garde. The vibe has a creative energy without being too loud. Young at heart, but with a mature touch. Fun but not wild. Irreverent but genial. Unconventional. Authentic. Spirited.

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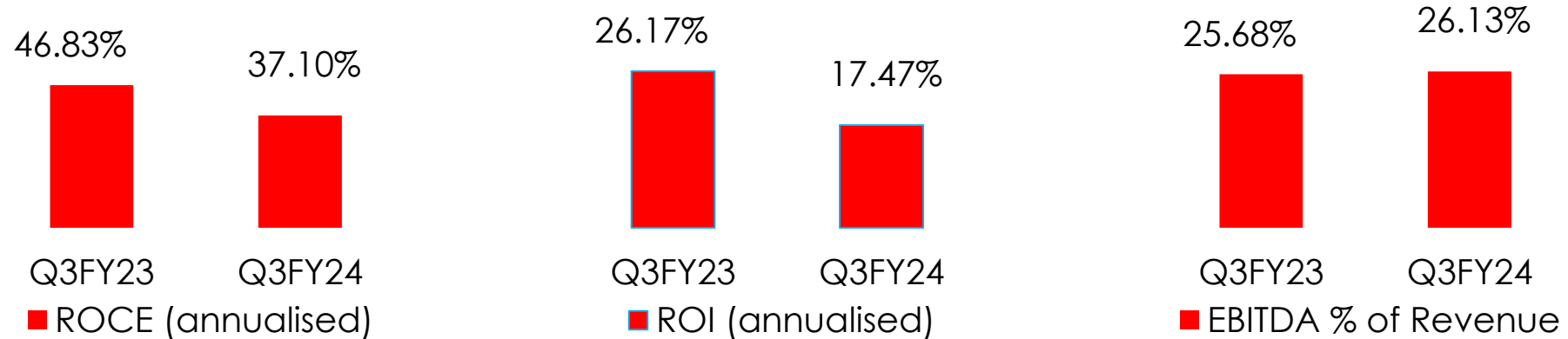
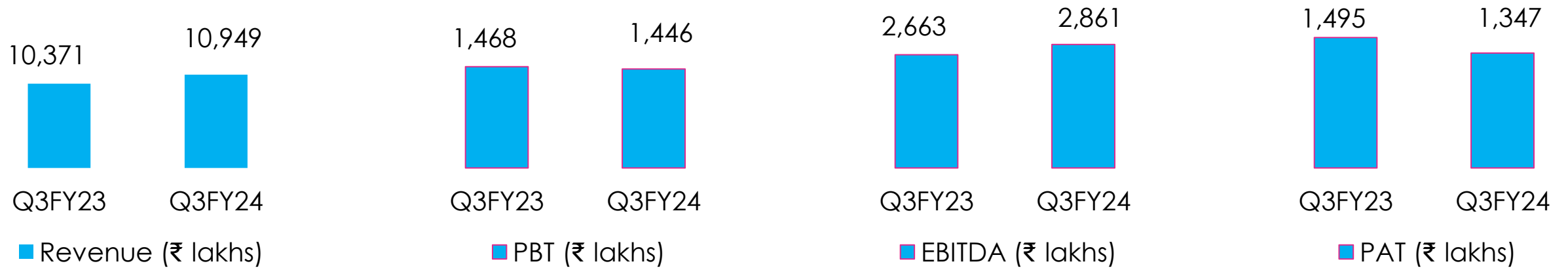
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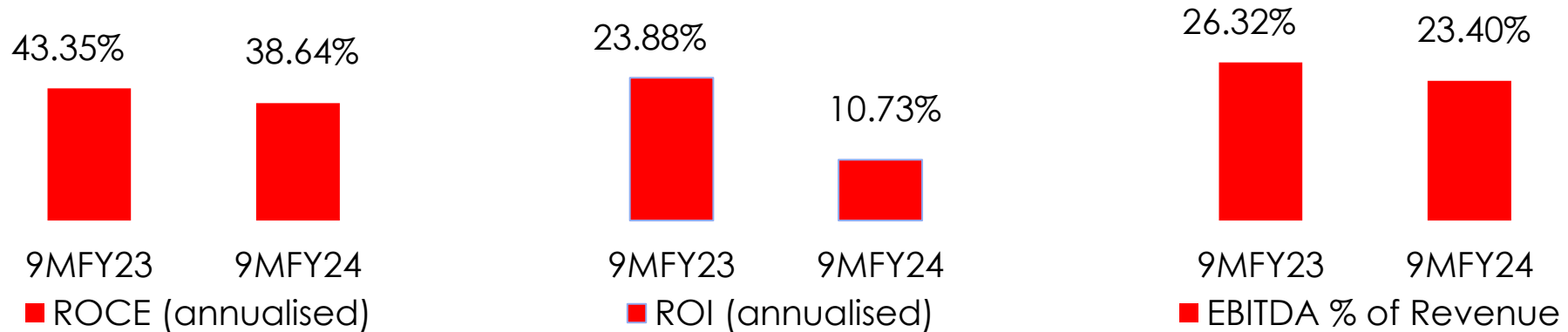
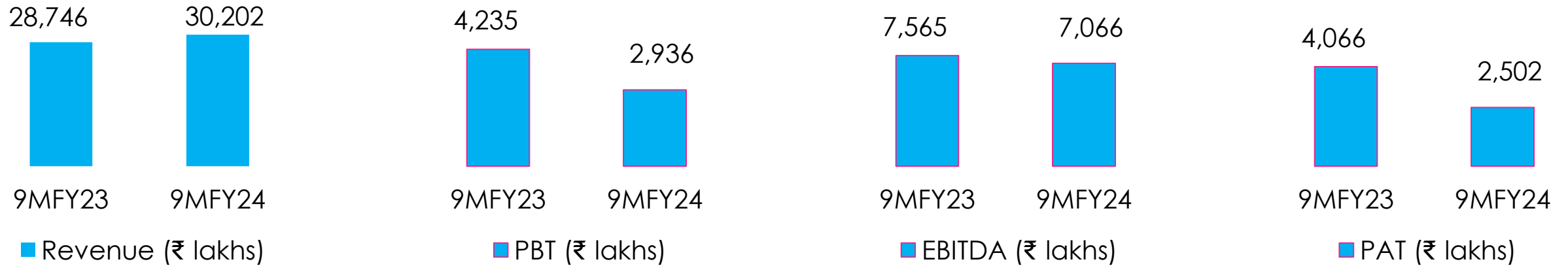
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# Snapshot – Q3 FY24 vs Q3 FY23



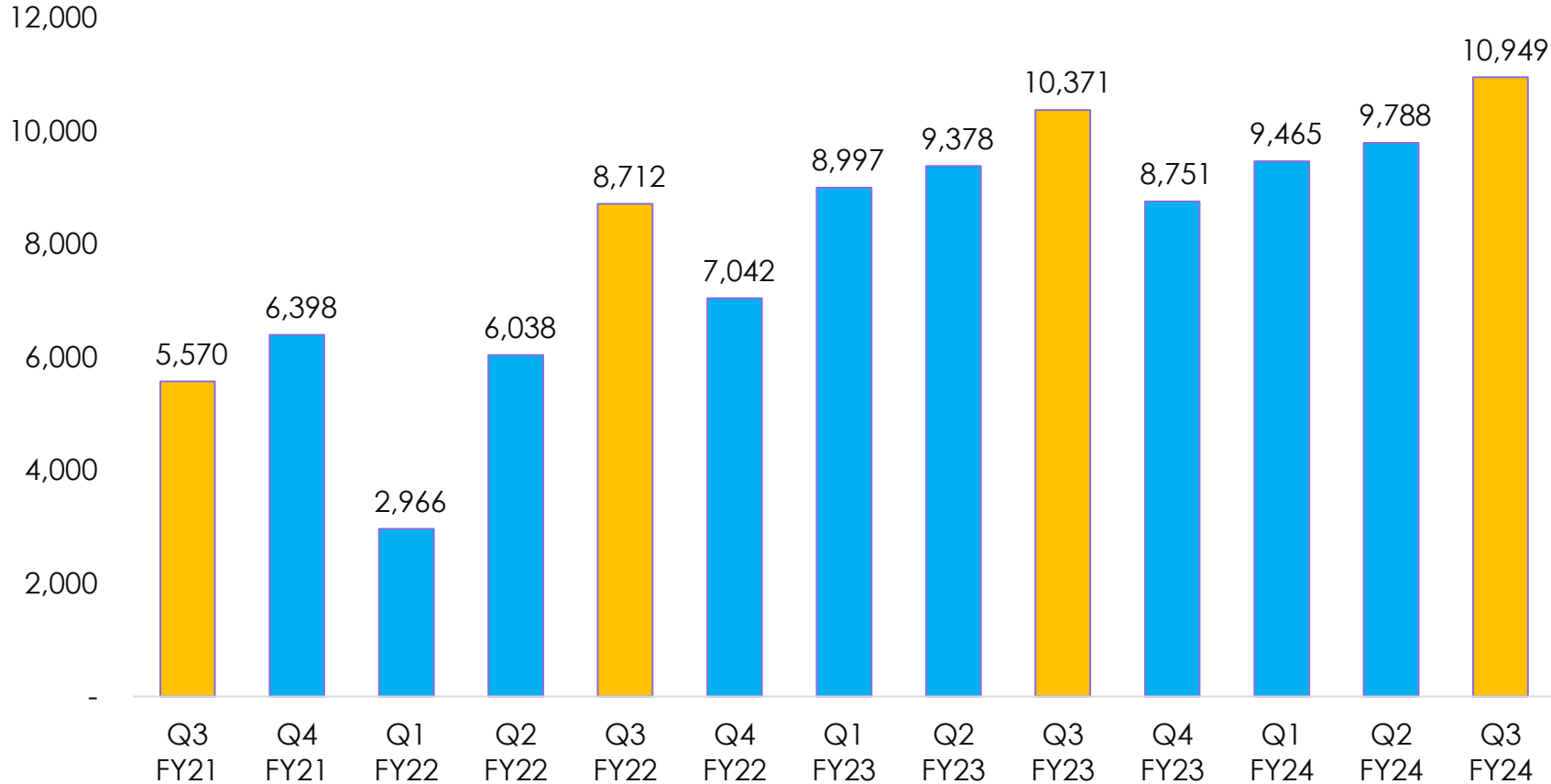
# Snapshot – 9M FY24 vs 9M FY23





# Quarterly Revenue Trend

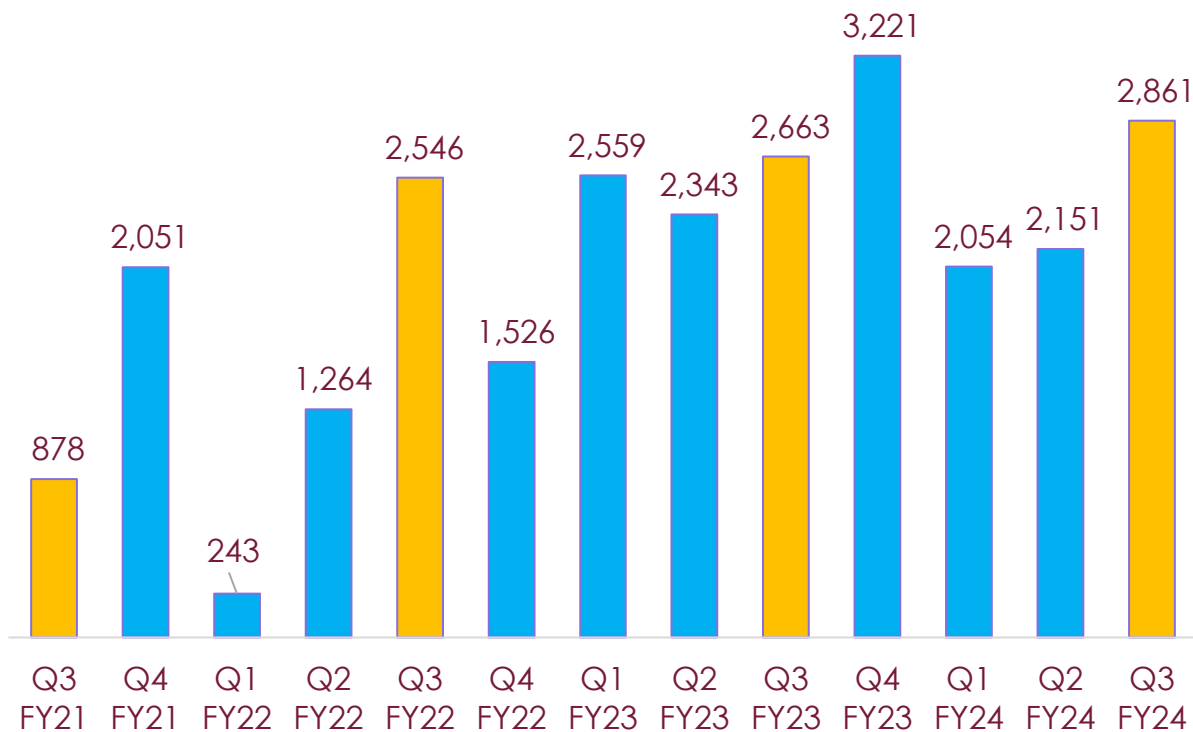
Quarterly Trend - Revenue from Operations (in ₹ Lakhs)



- Revenue from operations in Q3 FY24 is increased by ₹ 578 lakhs as compared to Q3 FY23 (growth of 5.6%).

# Quarterly EBITDA / PBT Trend

Quarterly Trend – EBITDA (in ₹ Lakhs)



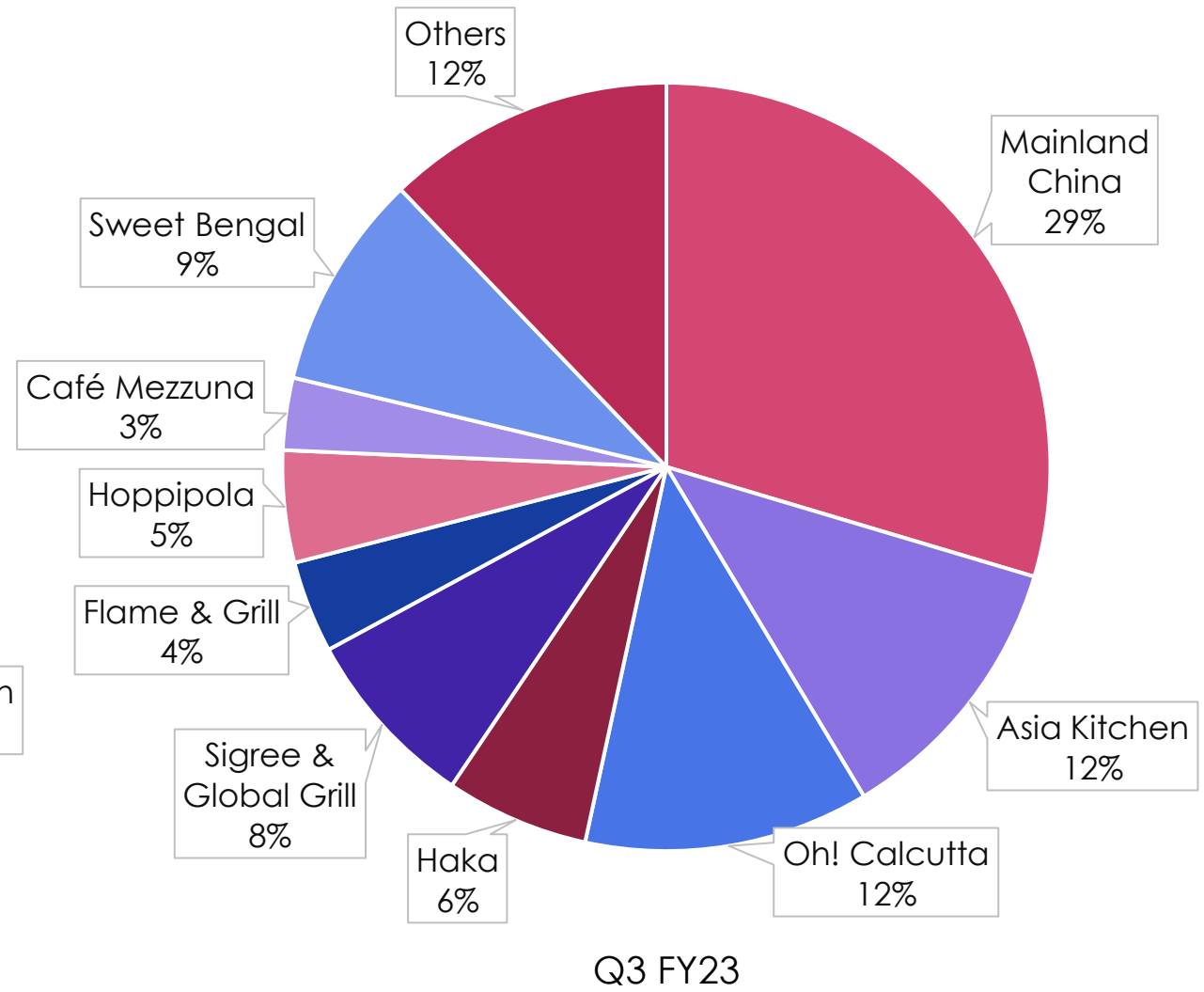
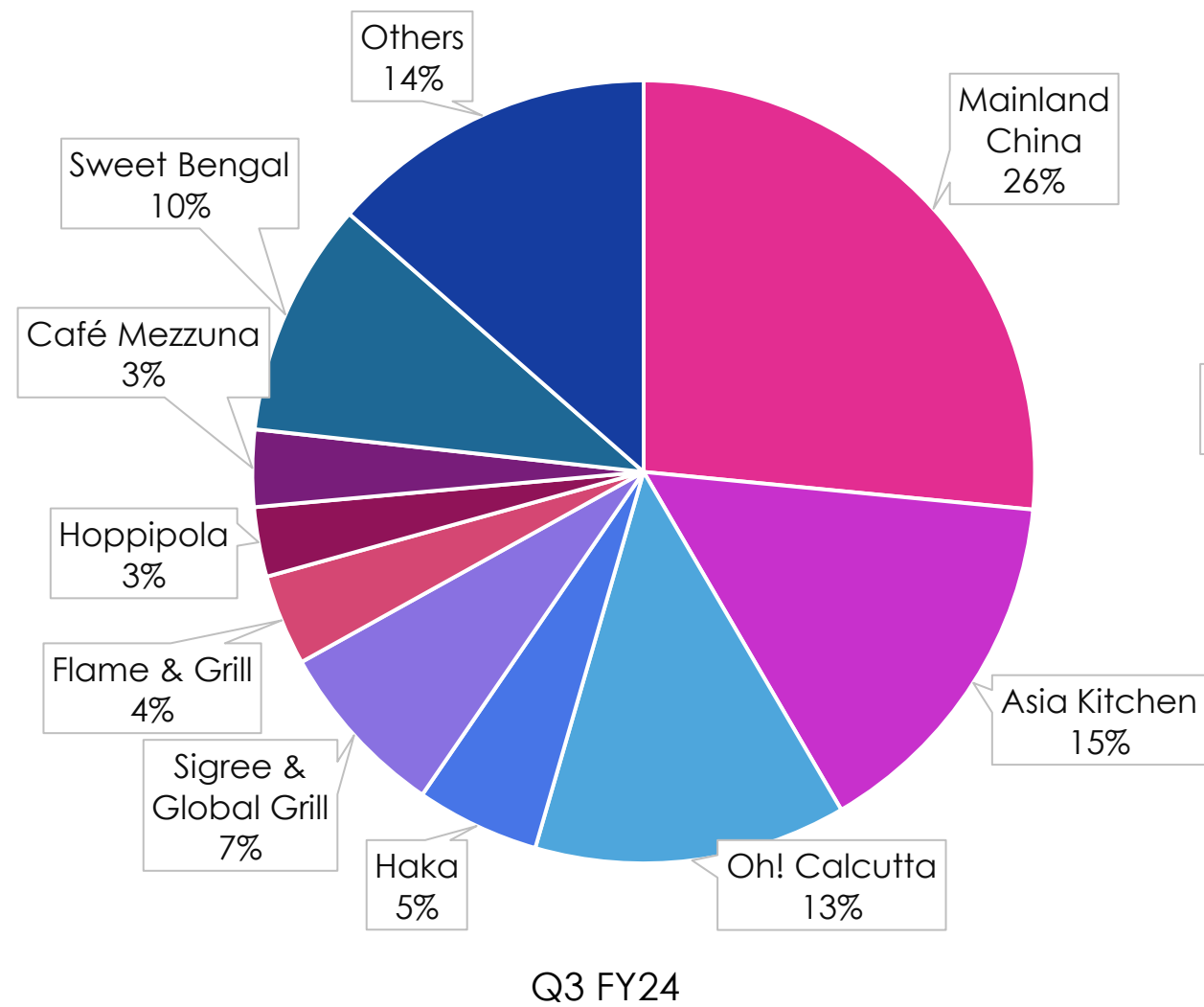
EBITDA is increased by 7.5% in Q3 FY24 as compared to Q3 FY23.

Quarterly Trend - PBT (in ₹ Lakhs)



PBT is maintained at same level in Q3 FY24 as compared to Q3 FY23.

# Brand-wise Revenue Composition



# Brand-wise Revenue Composition (in ₹ Lakhs)

Brands	Q3 FY24		Q3 FY23	
	Revenue	%	Revenue	%
Mainland China	2,796.01	27%	2,954.07	30%
Asia Kitchen	1,584.19	15%	1,175.73	12%
Oh! Calcutta	1,358.91	13%	1,197.10	12%
Haka	537.47	5%	602.67	6%
Sigree & Global Grill	775.47	7%	765.32	8%
Flame & Grill	395.73	4%	386.42	4%
Hoppipola	303.10	3%	470.26	5%
Café Mezzuna	334.67	3%	303.08	3%
Sweet Bengal	1,023.38	10%	908.36	9%
Others	1,427.46	14%	1,212.92	12%
<b>Total</b>	<b>10,536.39</b>	<b>100%</b>	<b>9,976.42</b>	<b>100%</b>

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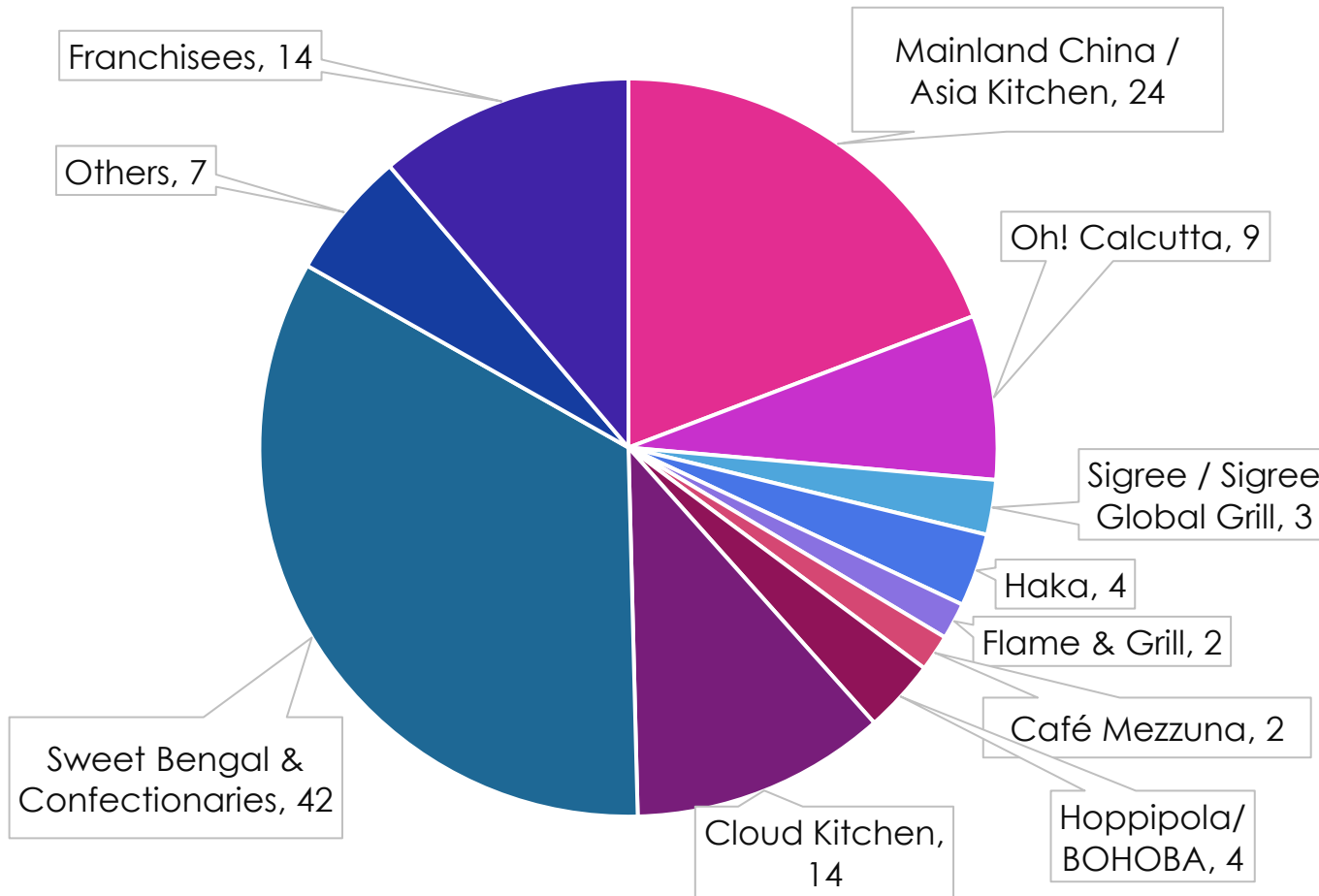
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# Restaurants & Confectionaries as at December 31, 2023



As at December 31, 2023

Brands	Units (Nos.)
Mainland China / Asia Kitchen	24
Oh! Calcutta	9
Sigree / Sigree Global Grill	3
Haka	4
Flame & Grill	2
Café Mezzuna	2
Hoppipola/ BOHOBA	4
Cloud Kitchen	14
Sweet Bengal & Confectionaries	42
Others	7
Franchisees	14
<b>Grand Total</b>	<b>125</b>

# Consolidated Financial Results (₹ in Lakhs)

	Q3 FY24	Q2 FY24	Q3 FY23
Revenue from Operations	11,598	9,788	10,371
Other Income	663	582	186
<b>Total Revenue</b>	<b>12,261</b>	<b>10,370</b>	<b>10,557</b>
- Cost of food and beverages consumed	3,477	2,928	3,115
- Employee benefits expense	2,444	2,252	1,917
- Finance costs	381	380	355
- Depreciation/amortisation/impairment	1,078	1,015	840
- Lease rent	526	388	415
- Other expenses	2,798	2,653	2,447
<b>Total Expenses</b>	<b>10,704</b>	<b>9,616</b>	<b>9,089</b>
<b>Profit / (Loss) Before Tax before share of profit of Joint Venture</b>	<b>1,557</b>	<b>754</b>	<b>1,468</b>
Share in Profit/ (loss) of Joint Venture	-	52	43
<b>Profit / (Loss) Before Tax</b>	<b>1,557</b>	<b>806</b>	<b>1,511</b>
Tax expense	140	230	(27)
<b>Profit after tax</b>	<b>1,417</b>	<b>576</b>	<b>1,538</b>
Other comprehensive income (OCI)	36	(26)	49
<b>Total Comprehensive Income</b>	<b>1,453</b>	<b>550</b>	<b>1,587</b>
- Owners	1,419	550	1,587
- Non-Controlling Interest	34	-	-

## Note:

In Consolidation results of Q3 FY24, Caterland Hospitality Limited is accounted as subsidiary (line by line consolidation as per Ind AS 110) instead of Joint Venture earlier. Hence, comparative figures are not comparable.

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# Standalone Financial Results (₹ in lakhs)

	Q3 FY24	Q2 FY24	Q3 FY23	Q3 FY24 Vs Q2 FY24	Q3 FY24 Vs Q3 FY23
Revenue from Operations	11,949	9,788	10,371	22%	15%
Other Income	663	582	186	14%	256%
<b>Total Revenue</b>	<b>12,612</b>	<b>10,370</b>	<b>10,557</b>	<b>22%</b>	<b>19%</b>
- Cost of food and beverages consumed	3,345	2,928	3,115	14%	7%
- Employee benefits expense	2,469	2,252	1,917	10%	29%
- Finance costs	381	380	355	0%	7%
- Depreciation/amortisation/impairment	1,034	1,015	840	2%	23%
- Lease rent	434	388	415	12%	5%
- Other expenses	2,703	2,651	2,447	2%	10%
<b>Total Expenses</b>	<b>10,116</b>	<b>9,614</b>	<b>9,089</b>	<b>5%</b>	<b>11%</b>
Profit / (Loss) Before Tax before exceptional items	1,446	756	1,468	91%	-1%
Exceptional Items	-	-	-		
<b>Profit / (Loss) Before Tax</b>	<b>1,446</b>	<b>756</b>	<b>1,468</b>	<b>91%</b>	<b>-1%</b>
Tax expense	99	230	(27)	-57%	-467%
<b>Profit after tax</b>	<b>1,347</b>	<b>526</b>	<b>1,495</b>	<b>156%</b>	<b>-10%</b>
Other comprehensive income (OCI)	(2)	(9)	(7)	-78%	-71%
<b>Total Comprehensive Income</b>	<b>1,345</b>	<b>517</b>	<b>1,488</b>	<b>160%</b>	<b>-10%</b>

- Highest Revenues achieved in any quarter.
- Increase in Dine-in Business to Delivery : 78% against 75% resulted into improved margins.
- Gross Margins maintained at 69.45% in the quarter which was 69.96% despite inflationary trends.

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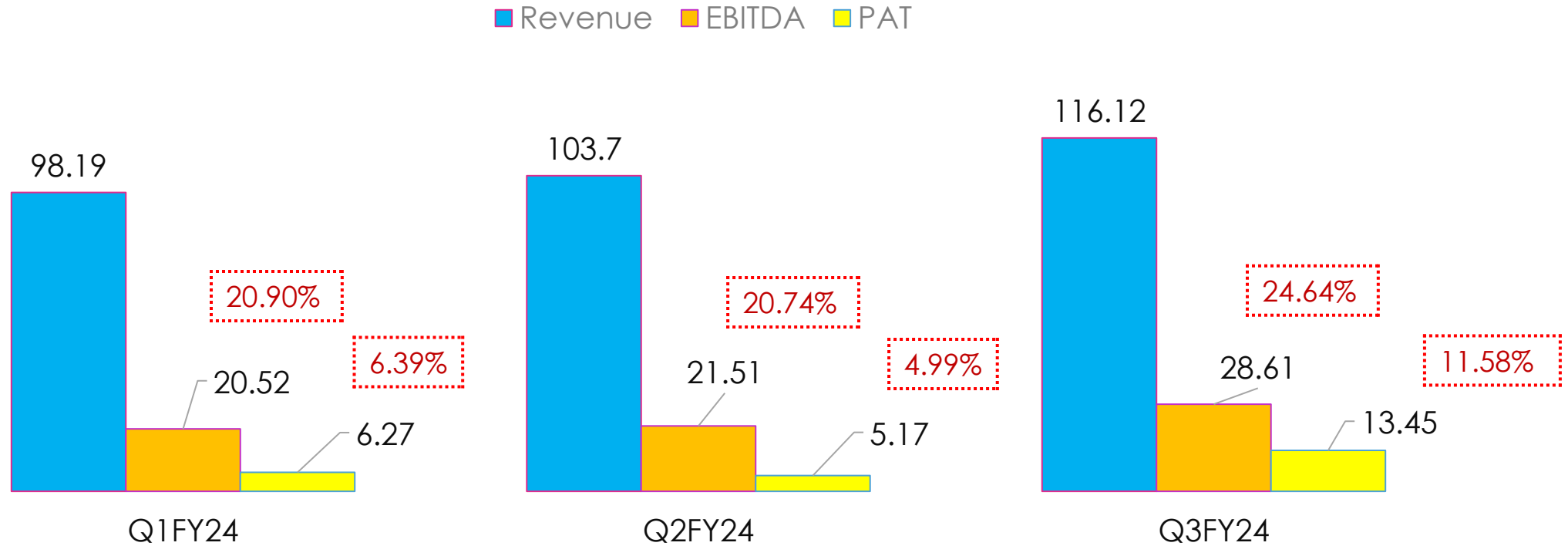
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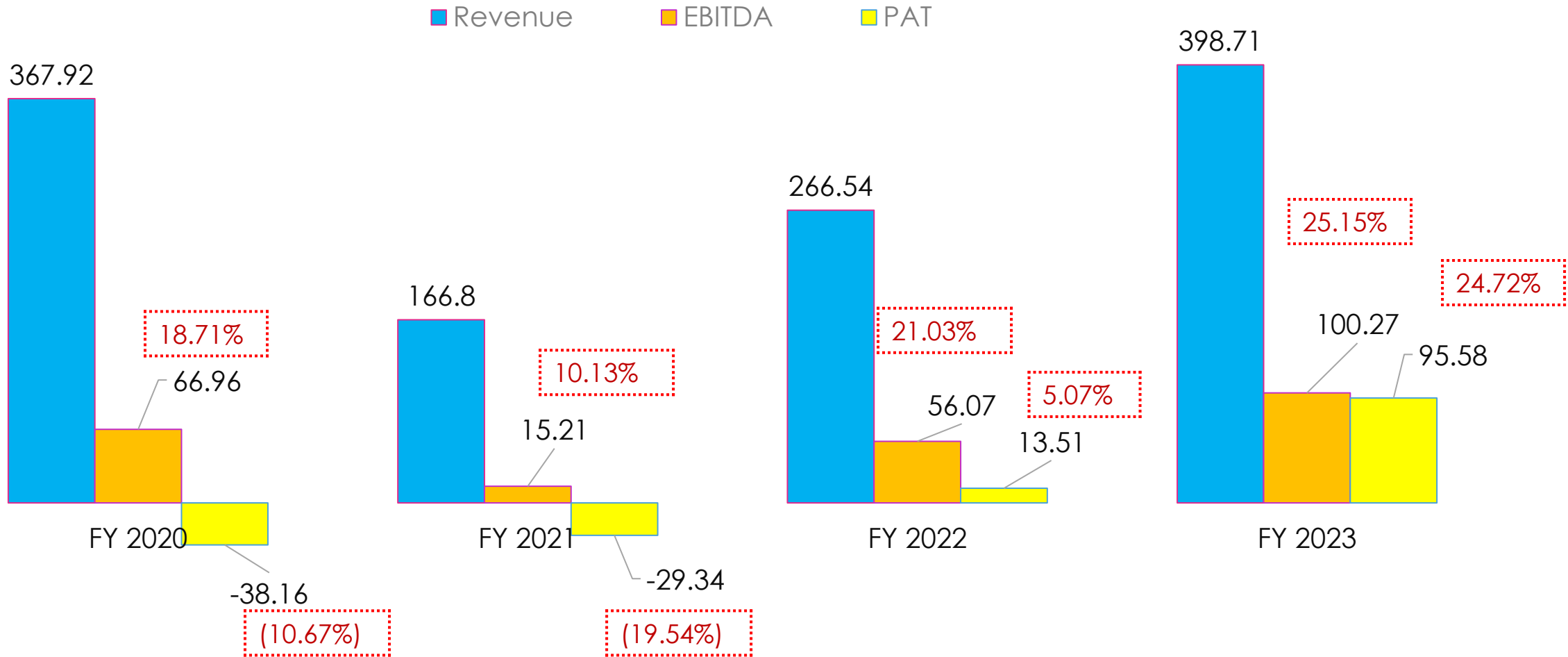
  
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# Financial Trends (₹ in Crores)



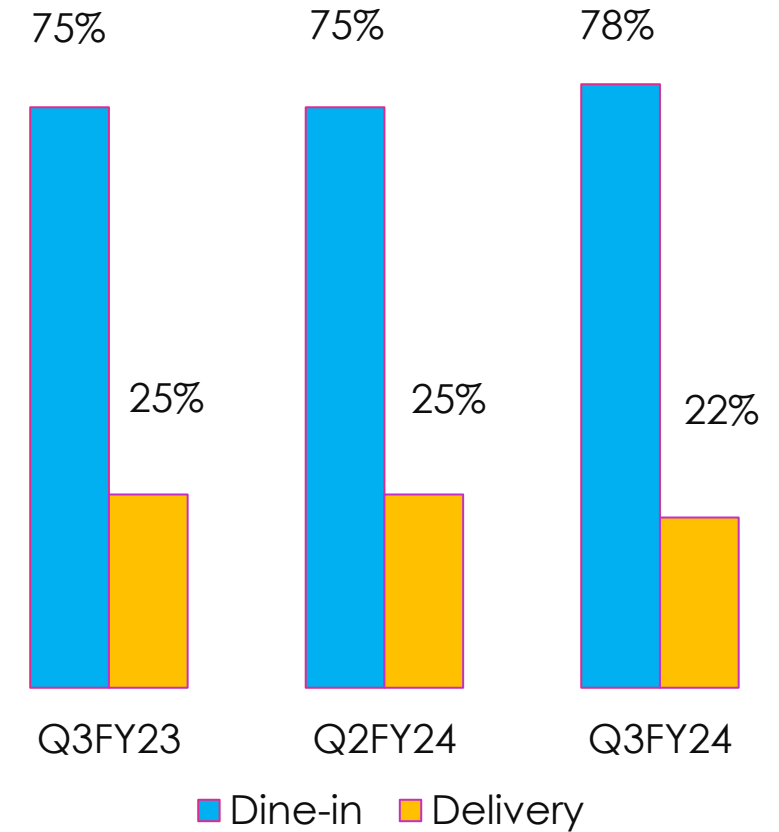


# Financial Trends (₹ in Crores)



# Composition of Sales Restaurants – Dine-in and Delivery

Particulars	Q3FY24 (in ₹ Cr)	Q2FY24 (in ₹ Cr)	Q3FY23 (in ₹ Cr)
Dine-In Sales	73.06	62.85	67.43
% to Restaurant Sales	78%	75%	75%
Delivery Sales	21.08	21.13	22.29
% to Restaurant Sales	22%	25%	25%
Total	94.14	83.97	89.72



# The Road Ahead

Revenues	Innovation	Profitability
<ul style="list-style-type: none"><li>✓ Focus on sustainable growth by sweating of assets and leveraging brand equity of our flagship brand</li><li>✓ Focus on driving penetration by expanding geographies</li></ul>	<ul style="list-style-type: none"><li>✓ Drive Innovation across menus to provide a unique guest experience from fine dining to fun dining</li><li>✓ Focus on delivering high quality food</li><li>✓ Innovate with indigenously developed food items thereby reducing dependence on imports</li></ul>	<ul style="list-style-type: none"><li>✓ Rationalization of input costs</li><li>✓ Price hike at opportune time</li><li>✓ Continuing efforts to improve EBIDTA Margins and PAT Margins</li></ul>



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Renovated Outlets during the Quarter

# Mainland China, ICC Mall, Pune



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# Mainland China, ICC Mall, Pune



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# Mainland China, Powai, Mumbai



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# Mainland China, Powai, Mumbai



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New Outlets Opened during the Quarter

# Asia Kitchen By Mainland China, Kohinoor Square, Dadar, Mumbai



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# Asia Kitchen By Mainland China, Trade Centre, Bandra-Kurla Complex, Mumbai



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# Asia Kitchen By Mainland China, Trade Centre, Bandra-Kurla Complex, Mumbai



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# Disclaimer

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Speciality Restaurants Limited (“the Company”) future business developments and economic performance.

While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. The Company undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

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Investor relation contact for additional information:

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Thank you