

SPECIALITY RESTAURANTS LTD.

March 2023



Company Overview

- The journey began 3 decades ago and currently has 123 restaurants and confectionaries in 14 cities in India and 3 globally in addition 1 restaurant in London in Joint Venture
- Pioneer of stand alone fine dine restaurant chain
- Mix of fine dine and QSR including theme based restaurants
- Cuisine includes **Oriental, Indian, Chinese, Fusion, Mediterranean and Italian**
- In-house brands with high recall and global presence
- Presence in Malls as well as Standalone
- Robust and experienced management



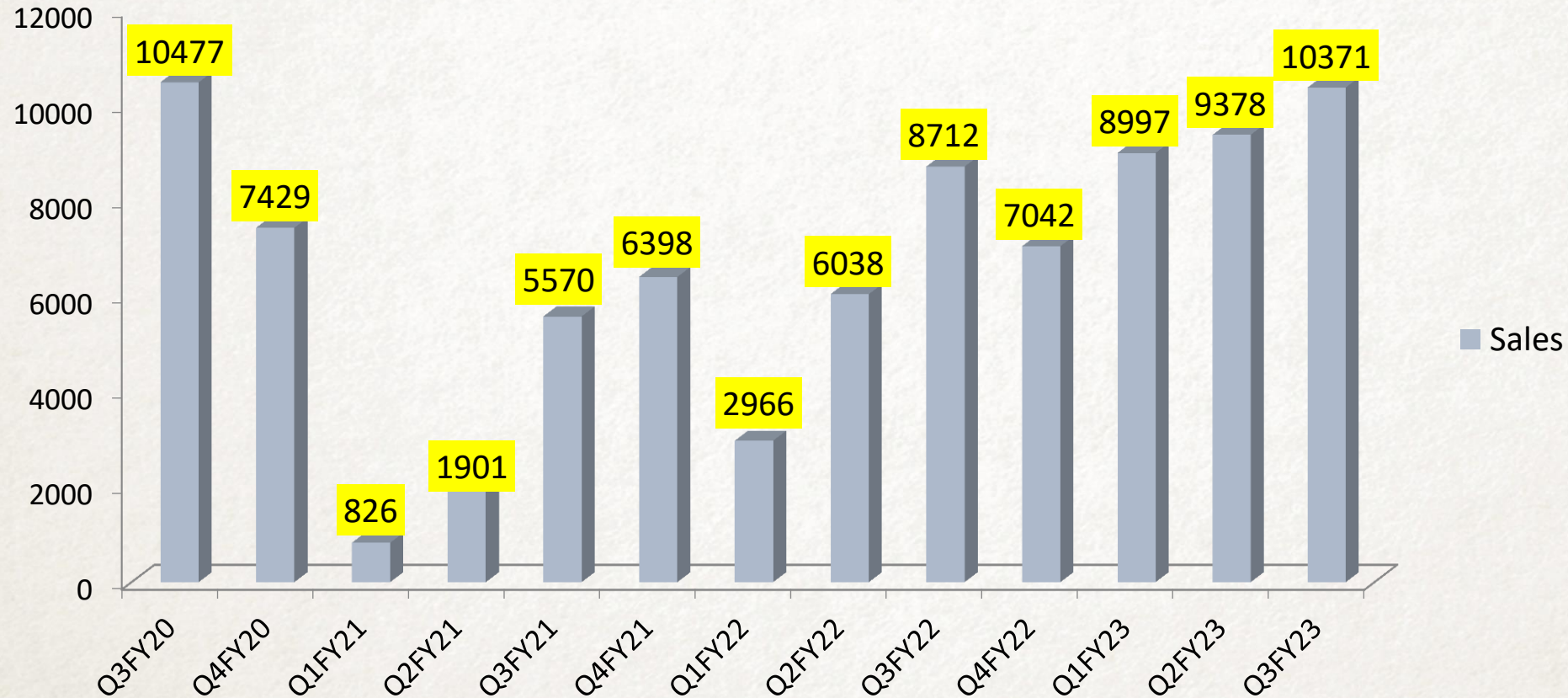
Financial Highlights (Standalone ₹ in Crores)

	H1FY23	FY 22	FY 21	FY 20	FY 19
Revenue from Operations	195.52	266.55	166.80	367.92	355.82
EBIDTA	49.82	56.07	15.21	66.96	23.38
EBIDTA Margin %	25.48	21.04	9.12	18.20	6.57
PAT	27.67	13.52	(29.34)	(38.16)	(6.33)
Cash Flow from operations	48.48	52.33	14.49	43.51	17.53

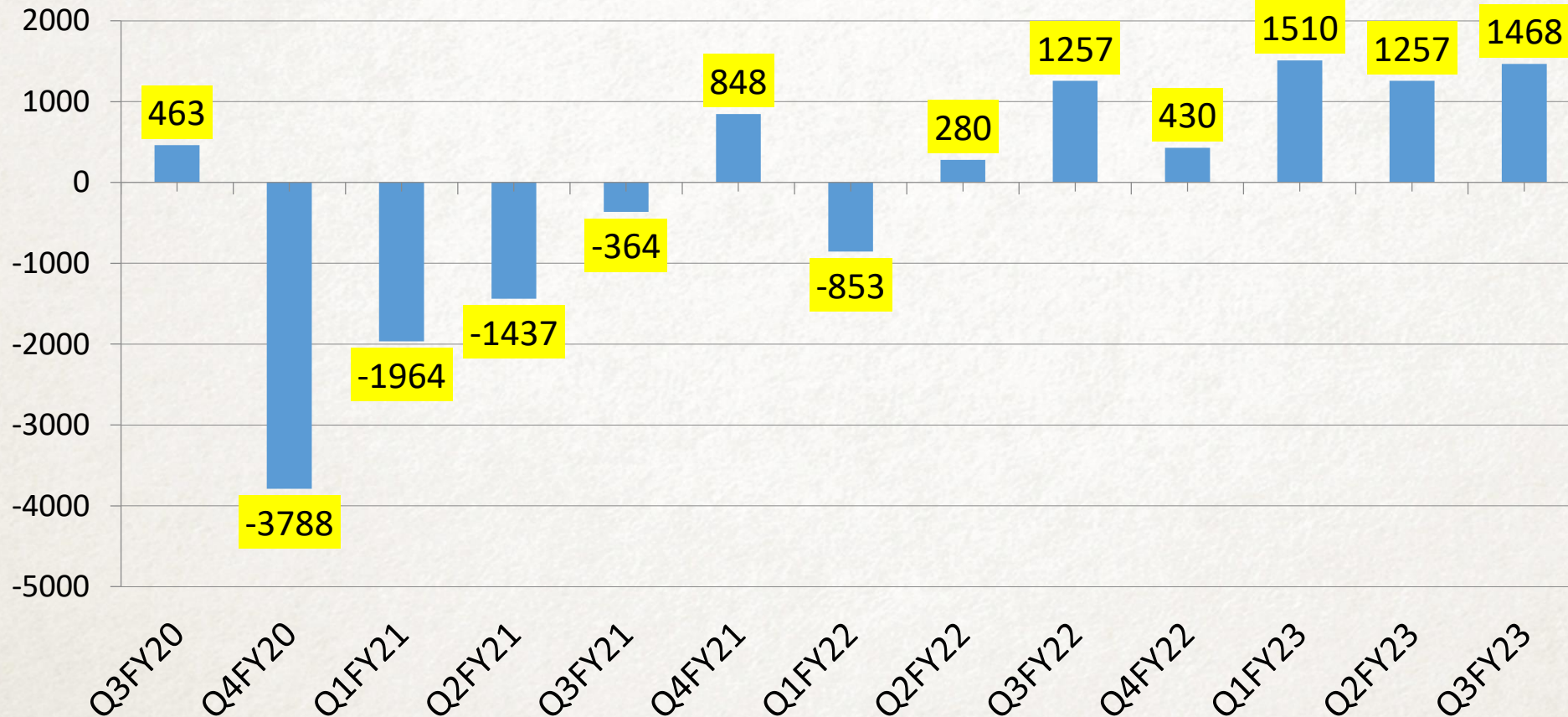
- Positive EBIDTA and Cash flow from operations
- Positive PAT since last 6 quarters
- EBIDTA margin of 20%+
- Net Profit margin of 11%
- Debt-free Company



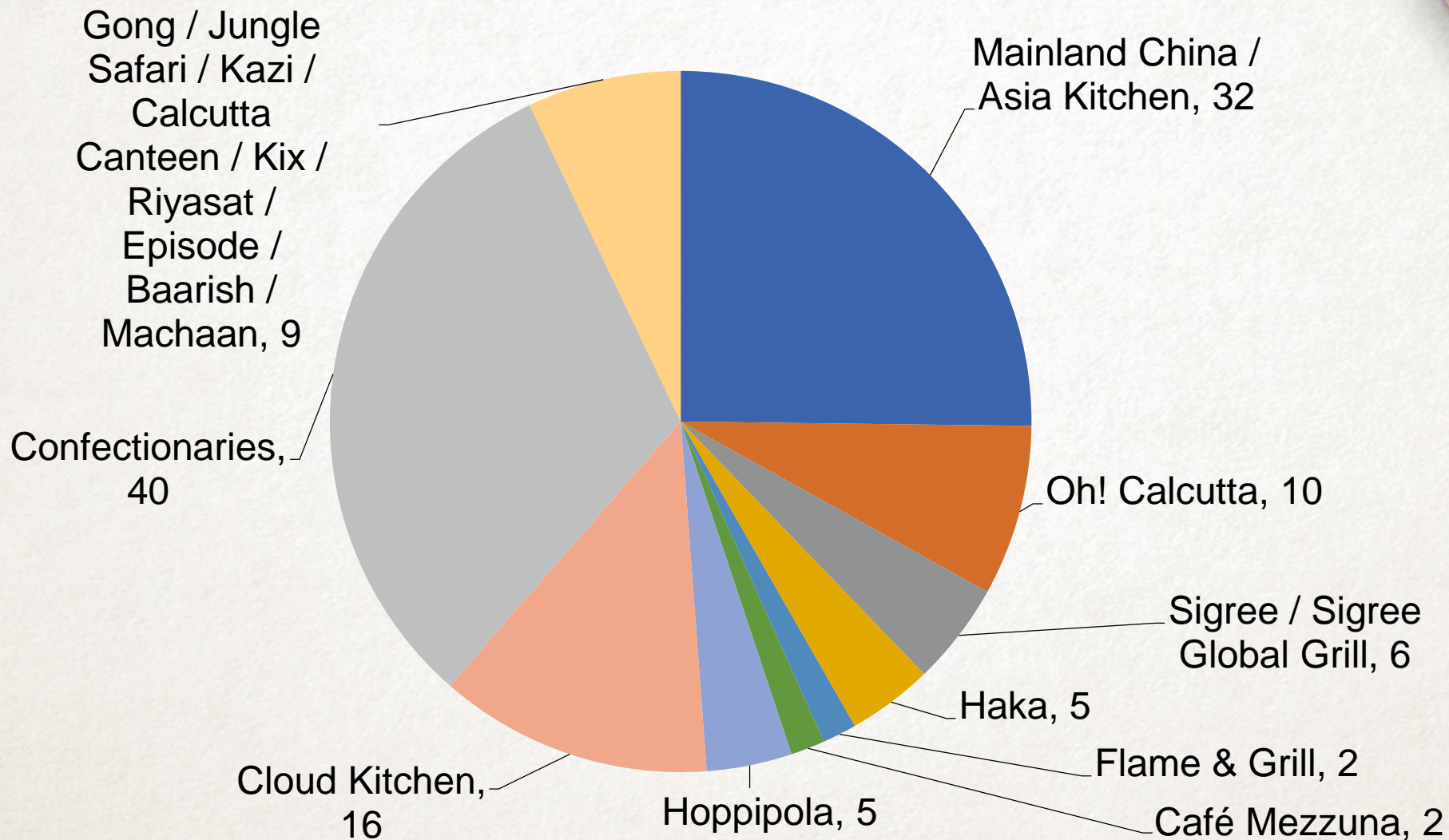
Revenue Trend (Standalone Financials ₹ in Lakhs)



Trends of Profit before Tax (Standalone Financials ₹ in Lakhs)

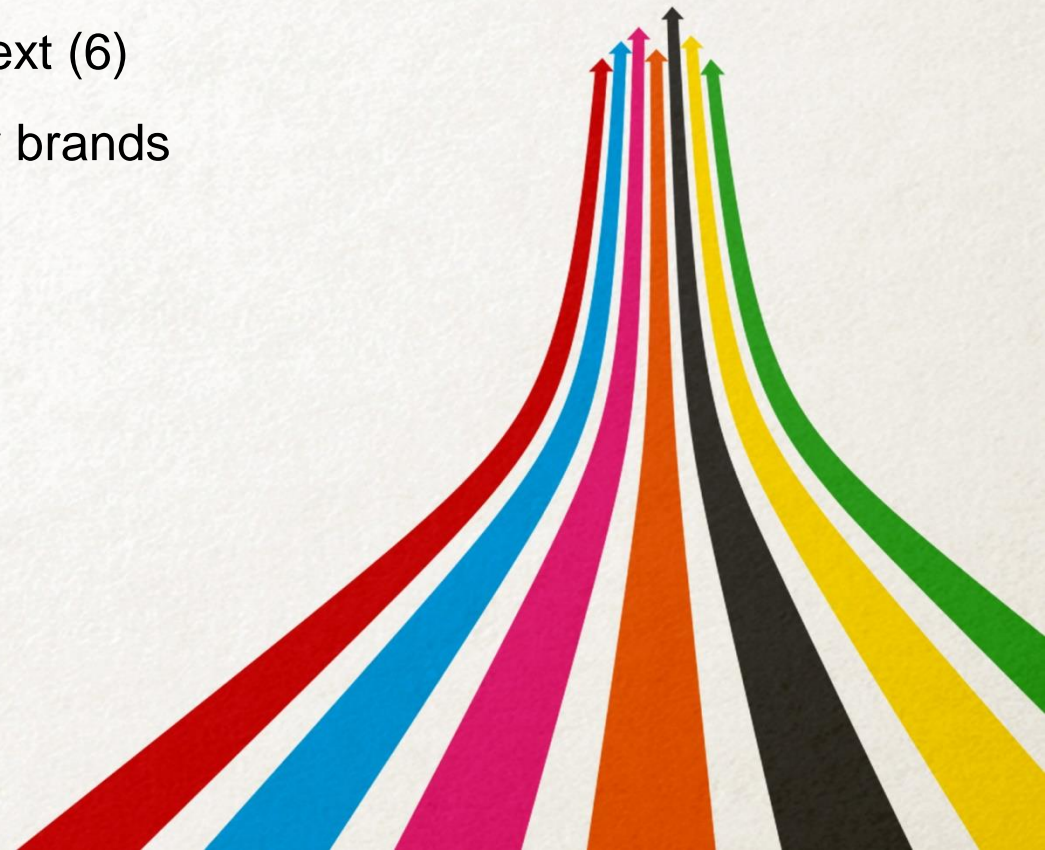


Brand Presence as on 31st December 2022



Growth Statement

To increase the revenue by 2x in next (4) years and 3x in next (6) years with EBIDTA of 25%+, primarily by leveraging the key brands and upgrading and using latest AI technology

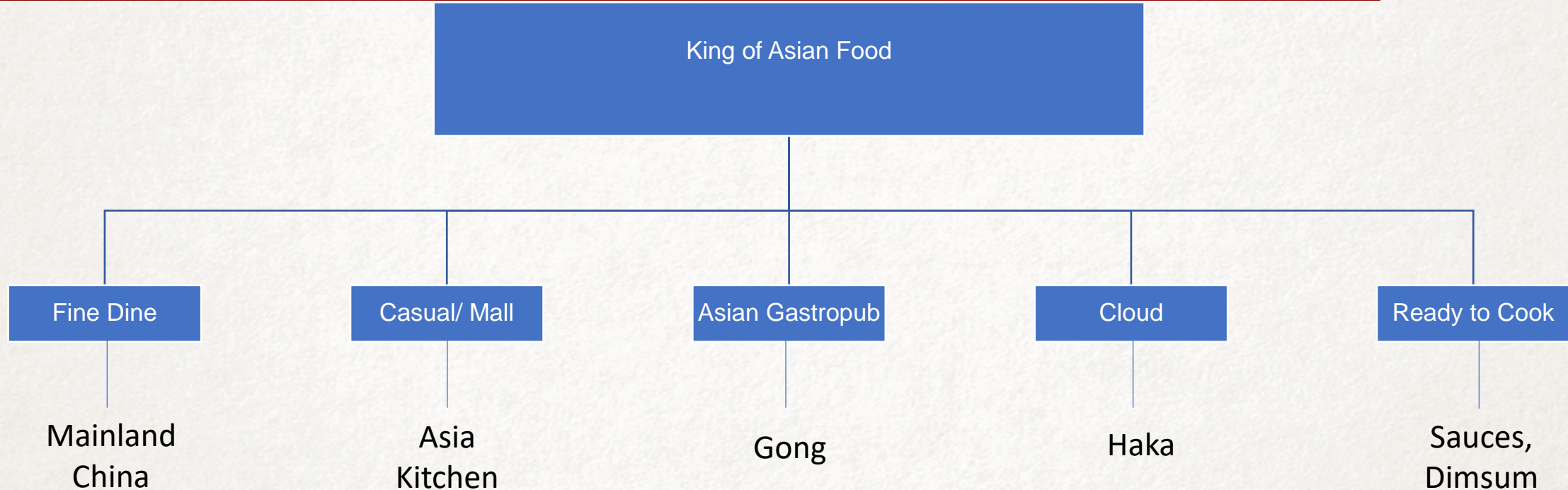


Growth Strategy - Asian (1/2)

To strengthen our
Leadership position in the
'Asian Food space'



Growth Strategy - Asian (2/2)



- Brand refresh of Mainland China – New Look, New Menu offering etc. leading to increase in SSSG
- To convert Mainland China Mall outlets into Asia Kitchen with brand refresh
- Increase in delivery through Cloud Kitchens and 'Kitchen within Kitchen'
- Brand equity migration of Mainland China into FMCG ready-to-eat formats
- QSR brand to be launched

Growth Strategy – Confectionery

Sweet Bengal

- Increase product shelf life
 - working with Tech partner
- Airport gifting
- Corporate gifting
- FMCG play (namkeens and sweets)



Growth Strategy – Wet led

- **Episode One**

- Perfect mix of GenX and GenY
- Currently single outlet in Powai, Mumbai
- To set up [2-3] outlets in each Metro cities and [1-2] in Tier II cities
- Optimum sales mix of 50:50 Food & Liquor enabling a longer life cycle



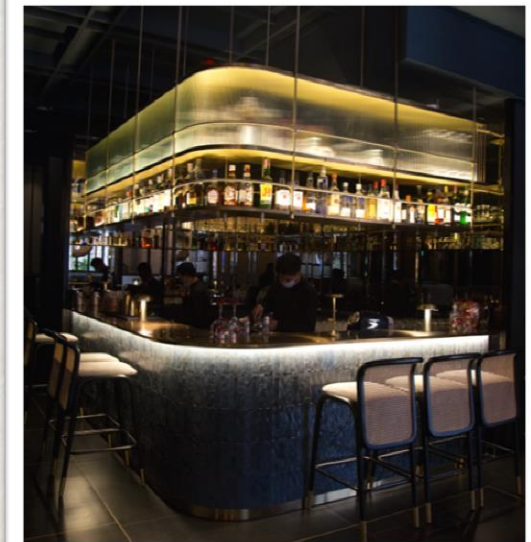
Growth Strategy – International Presence

- **Asia Kitchen by Mainland China – Currently 2 outlets in Dubai performing very well. Potential to expand presence in UAE**
- **Chourangi – One restaurant in London has been accepted by locals in a very short span. Potential to expand footprint in UK**
- **To open in key cities globally which has huge Indian diaspora viz. New York, Singapore, Toronto**
- **Riyasat in St Regis, Doha – good response generating interest for Indian cuisine restaurant. Focus in setting up in other key Gulf countries with Marriott group of Hotels**





MAINLAND CHINA



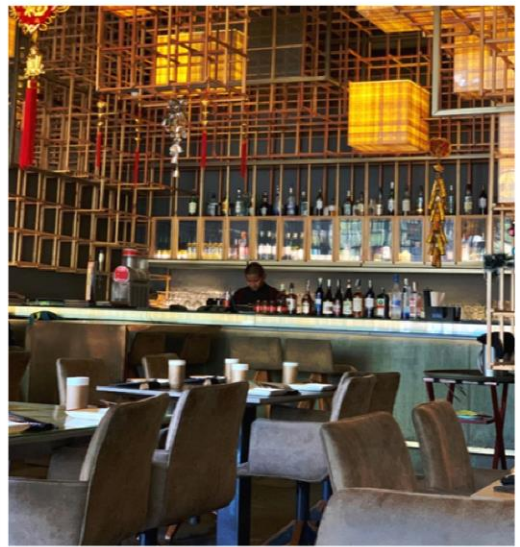
ASIA KITCHEN

by MAINLAND CHINA



gong

modern asian

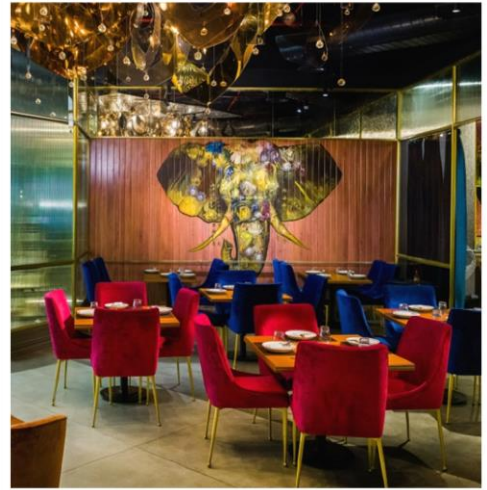


EPISODE **One**



RIYASAT

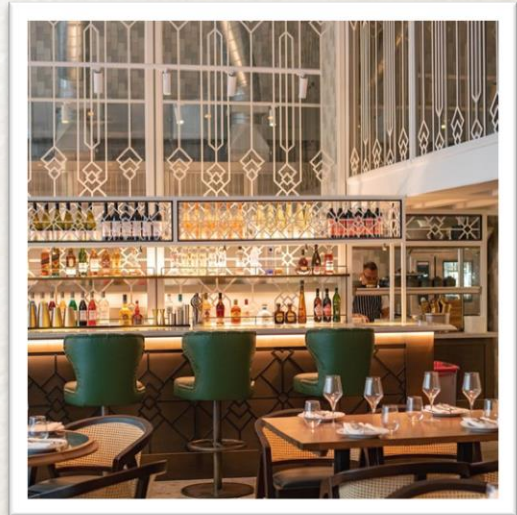
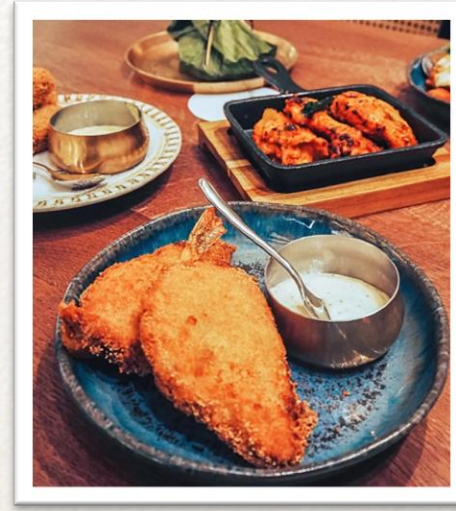
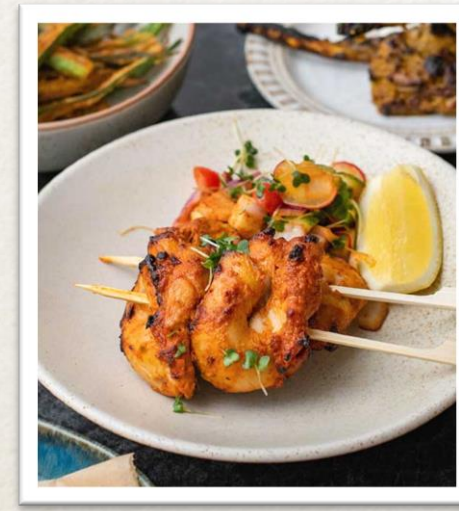
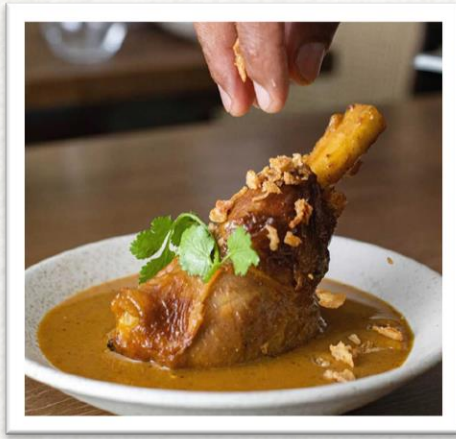
Royalty Inspired Indian Dining





CHOURANGI

Unexplored flavours of India



Sweet Bengal

Heavenly sweets



Mainland China Sauces



Disclaimer

Statements made in this Presentation describing the Company's objectives, projections, estimate, expectations may be "Forward-looking statements" within the meaning of applicable securities laws & regulations. Actual results could differ from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand supply and price conditions in the domestic & overseas markets in which the company operates, changes in the government regulations, tax laws & other statutes & other incidental factors.



IR Contact for Additional Information

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