



Speciality Restaurants Limited

Investors Presentation for Q3FY25 & 9MFY25

Overview

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

We continue to dominate with our market leadership in the Pan-Asian/ Oriental cuisine segment. 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 to focus on controlling the costs and enhancing the 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 stable.

We have plans to expand by opening new outlets of Oriental 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. Together with Oriental Cuisine restaurants we have also planned expansion with new outlets of Episode One (wet-led format) which is one of our most profitable brand.

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.

Our Portfolio



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. Its offerings have been given a twist by adding in new dishes that are unique and trending in today's food gastronomy, yet retaining the subtle blending of spices, providing the perfect balance of Ying Yang flavours.

Oh! Calcutta

— Unexplored Flavours —

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.

Sweet Bengal

Heavenly sweets

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.



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.



CHOURANGI

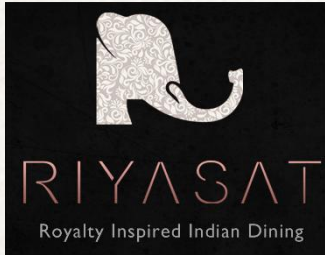
Unexplored flavours of India

Chourangi was launched in H2FY22 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 In the last two years, Chourangi has not only become a household name to the Londoners but very recently has also been awarded The Open Table Diner's Choice.



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.

Our Portfolio



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.

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.

EPIISODE 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.



Step into a world inspired by the colourful chaos of Asia's most exciting street markets, from the sizzling woks of tantalising Thailand to the bustling neon-lit streets of exotic Japan.

One minute you're in Malaysia, the other in China, Korea or Vietnam. The choice is yours! Eat all you want, as much as you want. Multiple live kitchens, a massive all-day all-Asian buffet, and a walk-in bottle bar, all under one big roof - is it unusual? Not just! It's totally bizarre!



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!



Tasty Tasty Chinese

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.



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.

Our Portfolio

sigree

The uniqueness of Sigree lies in its menu items which are cooked over slow charcoal fire with a melange of flavours from North Western India using fresh

and pure ingredients. The subtle lighting suited with the ambient decor will definitely transport you to the era of the Nawabs and Sultans, where the sound of the ghungroo, table and the Sarangi will reverberate in unison to glory.

DARIOLE

Bakery & Confectionery

It's a chain of Confectionery from the house of Speciality Restaurants, with offerings from our master bakers in the state-of-the art bakery creating little masterpieces with flours and ingredients sourced locally. Dariole is a cozy and affectionate neighbourhood

confectionary and café, where the city's best croissants, buns, puffs, wraps, cakes, cookies, pastries and breads are born every day. In our recent endeavour we have been able to add a few more outlets and as the brand has been accepted due to its newest bakery innovations, we plan to expand this further.



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.

JUNGLE SAFARI

WILD DINING

Experience the dining in wild. Be it a break from the mundane routine of everyday life or experiencing an adventure of a lifetime, we give you an opportunity to take a trip to the animal kingdom eventually foraying into a tropical paradise. Flickering of lights that turn into mimic

lighting as you step into the restaurant. Furnished with a thick foliated wall and tree trunks nicely quipped with a green canopy overhead, provides the look and feel of the space. In short providing a JUNGLE SAFARI with a wild dining experience.

Flame & grill

Flame and Grill offers that unique experience that brings the very tandoor to your table sizzling and hot, ready to be sampled with the choice of sauces pre-served on your table. It's an

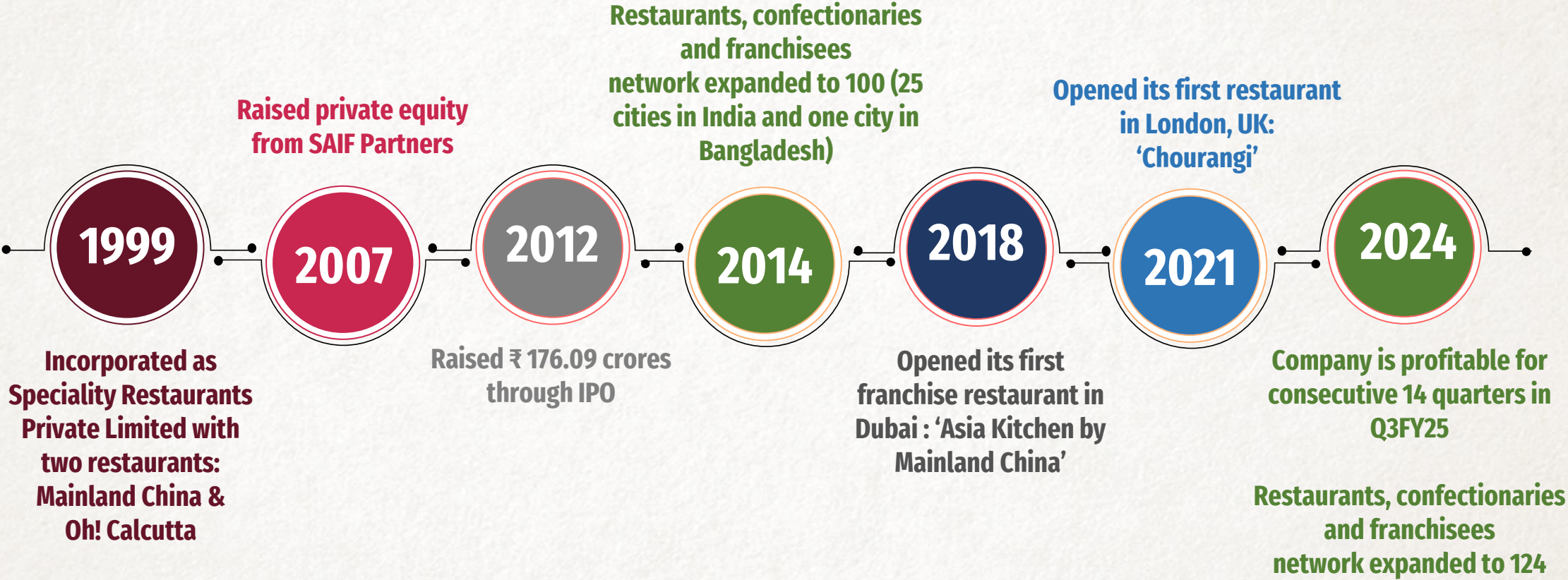
unlimited fixed price buffet offering an exciting selection of veg and non-veg options which will leave you with satiated.

Sp EXPERIENCES

A signature catering experience by Speciality Restaurants that blends creativity with passion, food with culture, & excellence with hospitality. From intimate private sit-down dinners to unforgettable wedding celebrations, from seamless

corporate events to large brand integrations, we are here to elevate your special moments with culinary excellence, unparalleled flavors and impeccable service.

Company's Journey



Awards



Consolidated Financial Results

(All figures are in ₹ Lakhs)

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31.12.2024	30.09.2024	31.12.2023	31.12.2024	31.12.2023	31.03.2024
Revenue from operations	12,575	10,438	11,598	33,324	30,851	40,470
Other Income	338	347	663	1,526	1,599	2,071
Total Income	12,913	10,785	12,261	34,850	32,450	42,541
Expenses						
(a) Cost of food and beverages consumed	3,757	3,121	3,477	10,002	9,263	12,277
(b) Employee benefits expense	2,526	2,356	2,444	7,243	6,734	9,046
(c) Finance costs	370	336	381	1,059	1,120	1,460
(d) Depreciation/amortisation/impairment	1,273	1,180	1,078	3,598	3,054	4,190
(e) Lease rent	590	443	526	1,468	1,292	1,600
(f) Other expenses	3,091	2,987	2,798	8,875	7,942	10,537
Total Expenses	11,607	10,423	10,704	32,245	29,405	39,110
Profit before share of joint venture and tax	1,306	362	1,557	2,605	3,045	3,431
Share in Profit/ (loss) of joint venture	-	-	-	-	93	95
Profit before tax	1,306	362	1,557	2,605	3,138	3,526
Tax expense/ (credit)	370	77	140	620	475	525
Profit after tax for the period	936	285	1,417	1,985	2,663	3,001
Other comprehensive income (OCI)	(67)	116	36	51	20	(6)
Total comprehensive income for the period	869	401	1,453	2,036	2,683	2,995
Total comprehensive income attributable to:						
- Owners	858	386	1,419	1,984	2,649	2,933
- Non-controlling interests	11	15	34	52	34	62

Standalone Financial Results

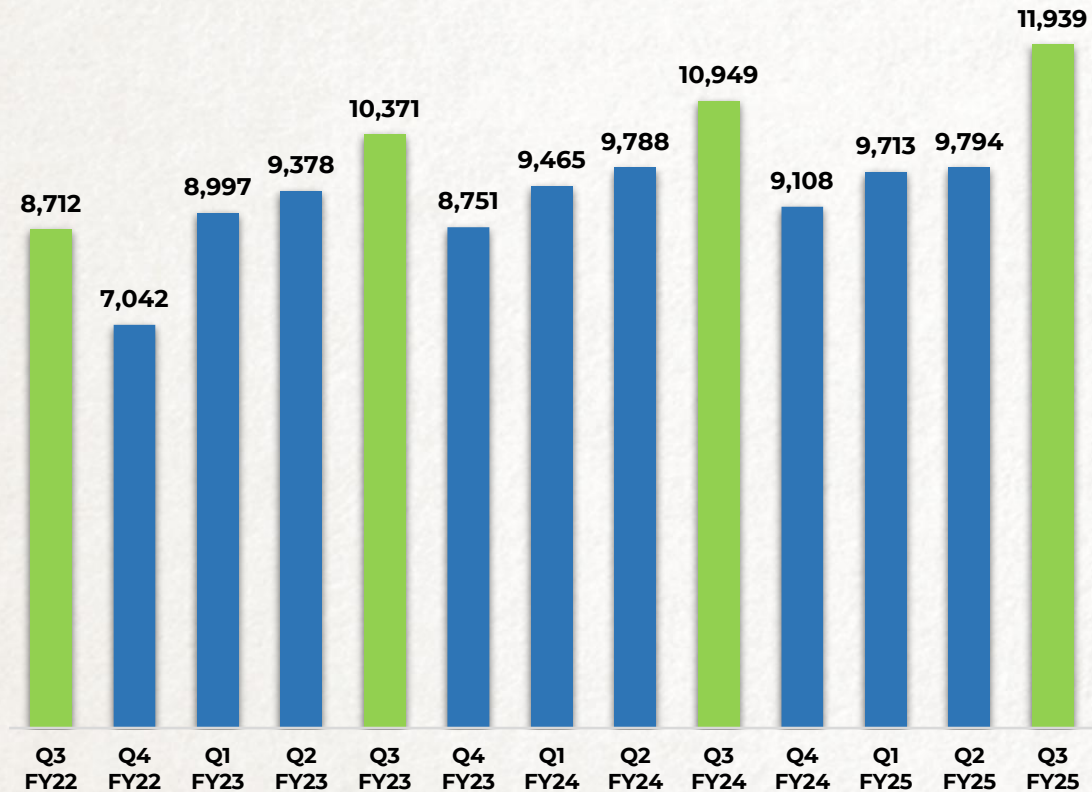
(All figures are in ₹ Lakhs)

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31.12.2024	30.09.2024	31.12.2023	31.12.2024	31.12.2023	31.03.2024
Revenue from operations	11,939	9,794	10,949	31,446	30,202	39,310
Other Income	329	339	663	1,507	1,599	1,955
Total Income	12,268	10,133	11,612	32,953	31,801	41,265
Expenses						
(a) Cost of food and beverages consumed	3,623	2,977	3,345	9,592	9,131	12,038
(b) Employee benefits expense	2,302	2,155	2,269	6,650	6,559	8,693
(c) Finance costs	370	337	381	1,059	1,120	1,460
(d) Depreciation/amortisation/impairment	1,229	1,134	1,034	3,464	3,010	4,103
(e) Lease rent	481	339	434	1,158	1,200	1,455
(f) Other expenses	2,987	2,869	2,703	8,557	7,845	10,359
Total Expenses	10,992	9,811	10,166	30,480	28,865	38,108
Profit before tax	1,276	322	1,446	2,473	2,936	3,157
Tax expense/ (credit)	365	70	99	595	434	491
Profit after tax for the period	911	252	1,347	1,878	2,502	2,666
Other comprehensive income (OCI)	7	10	-2	18	-19	-32
Total comprehensive income for the period	918	262	1,345	1,896	2,483	2,634

Quarterly Financial Trends

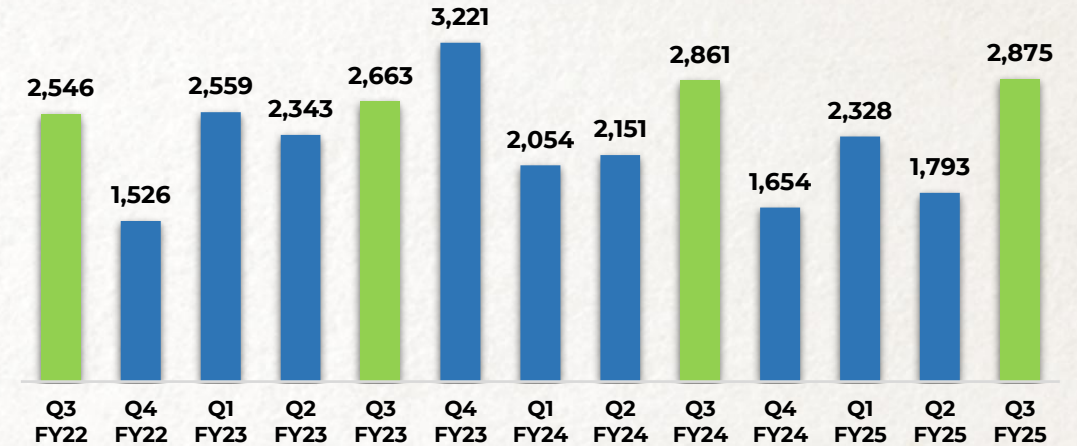
(All figures are in ₹ Lakhs)

Revenue from Operations

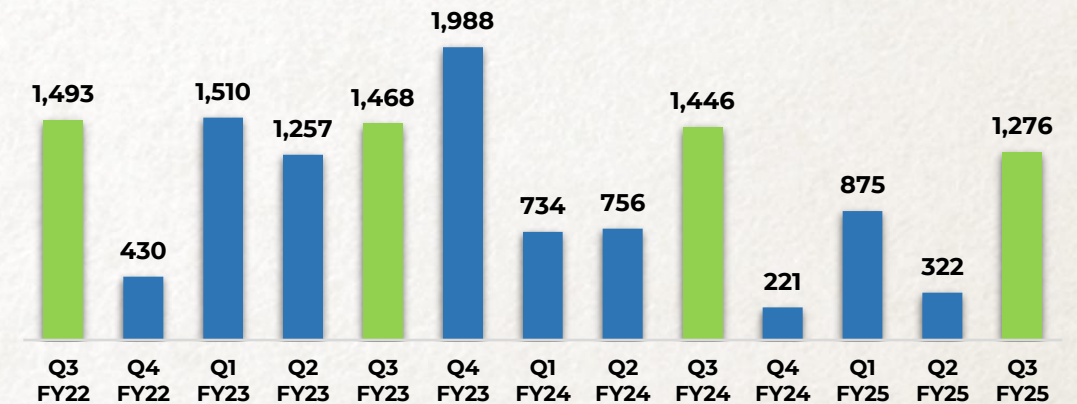


- The figures presented above are standalone.

EBITDA



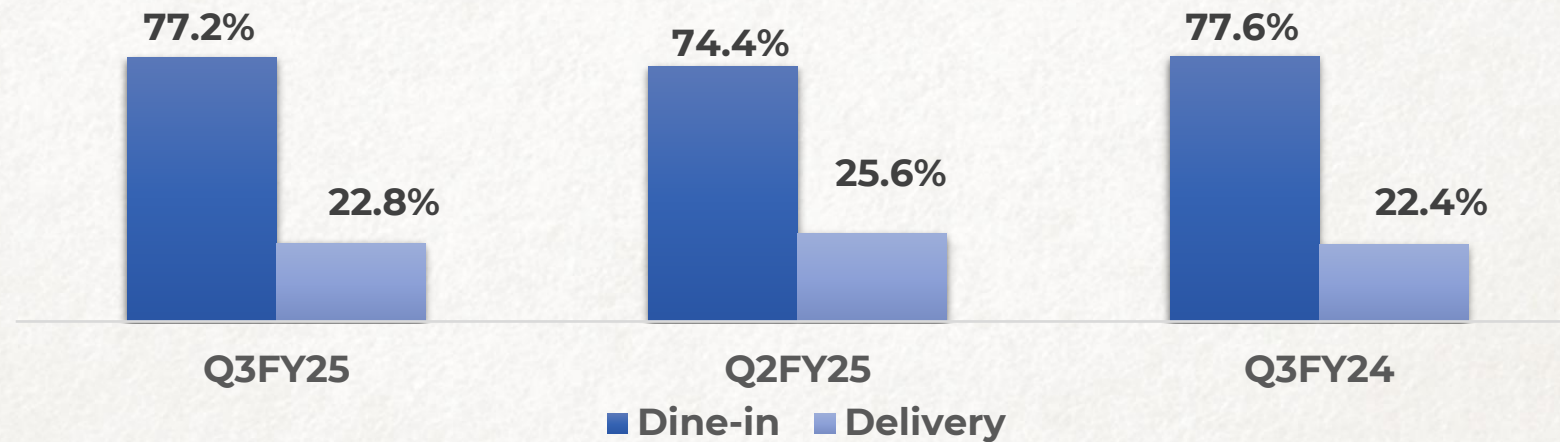
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Composition of Sales Restaurants – Dine-in and Delivery

(All figures are in ₹ Lakhs)

Particulars	Q3FY25	Q2FY25	Q3FY24
Dine-In Sales	7,908	6,362	7,306
% to Restaurant Sales	77.2%	74.4%	77.6%
Delivery Sales	2,334	2,191	2,108
% to Restaurant Sales	22.8%	25.6%	22.4%
Total	10,242	8,553	9,414



- The figures presented above excludes Sweet Bengal, Dariole and Walters.

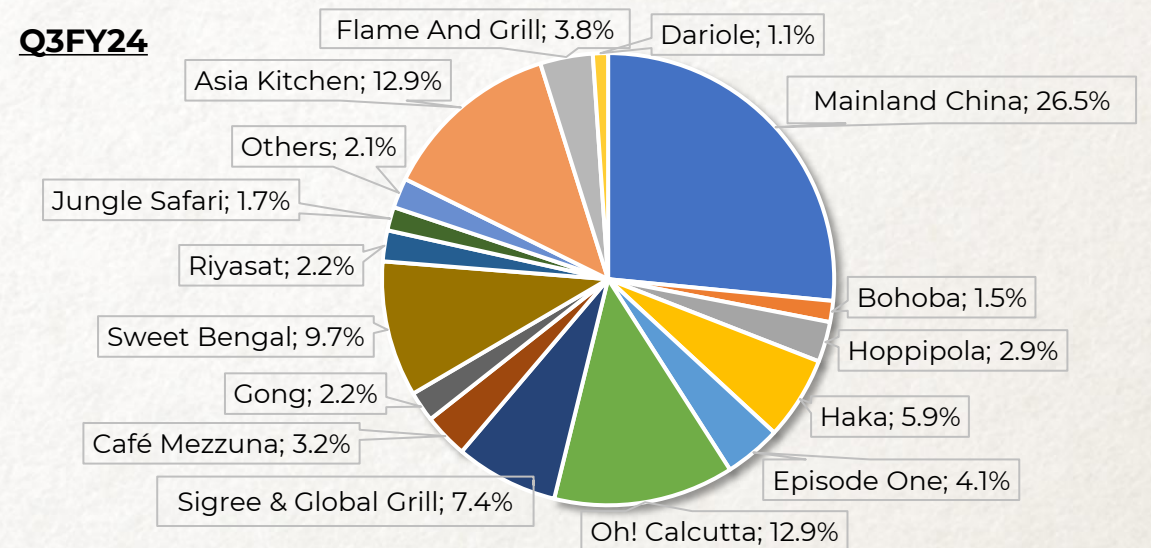
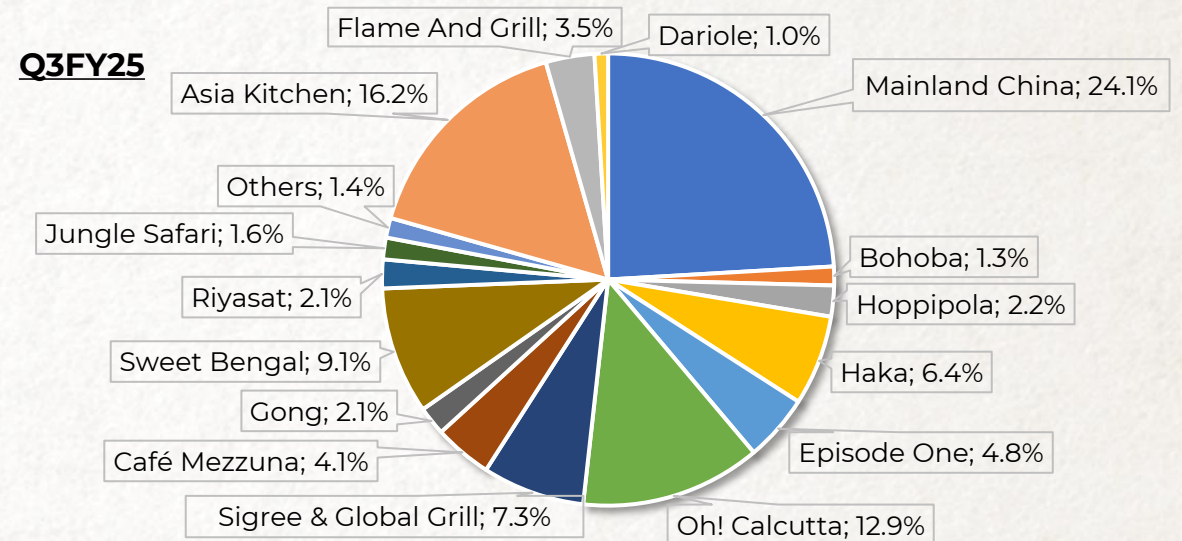
Brand-wise Contribution#

(All figures are in ₹ Lakhs)

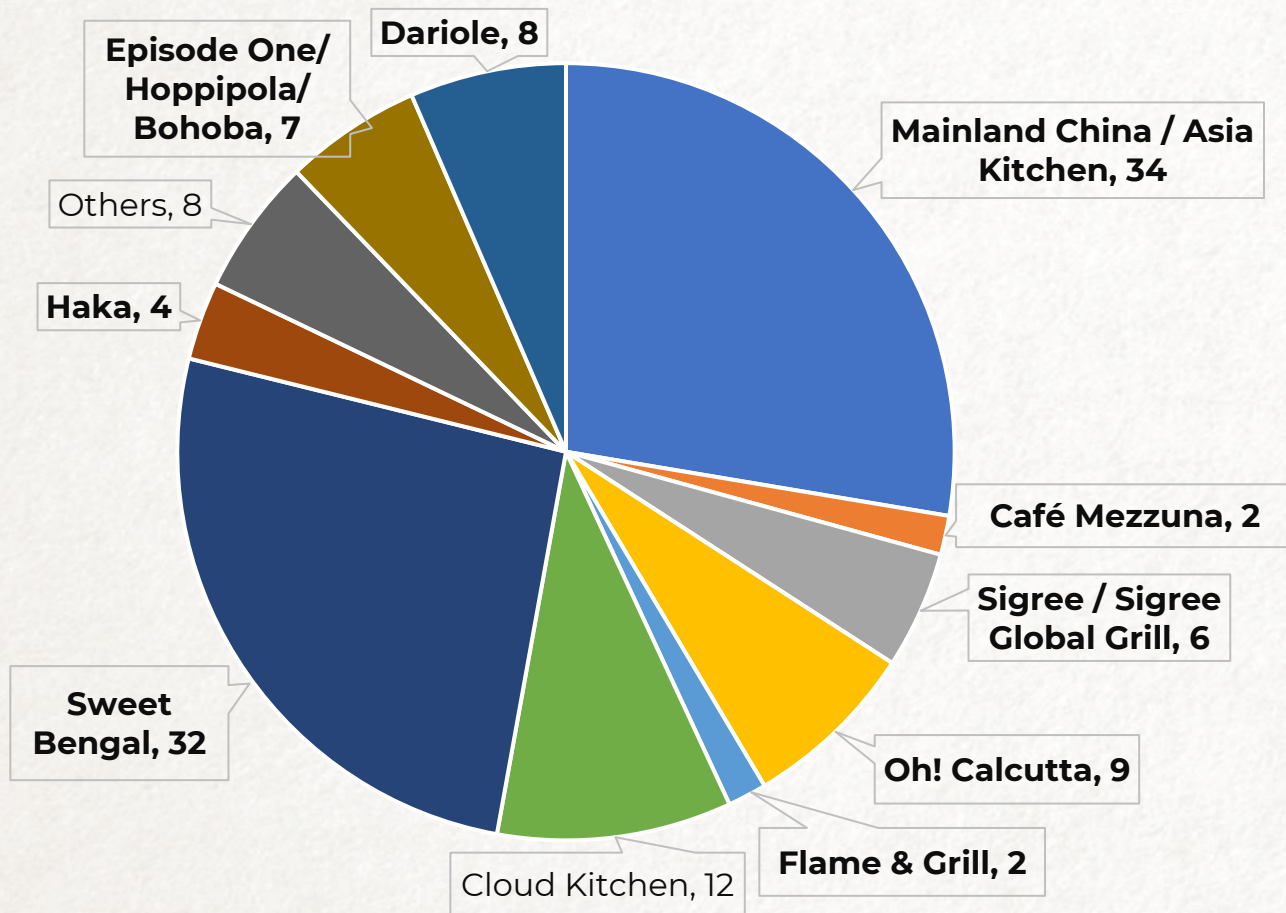
Brands	Q3FY25		Q3FY24	
	Revenue	%	Revenue	%
Mainland China	2,747	24.1%	2,796	26.5%
Asia Kitchen	1,844	16.2%	1,355	12.9%
Oh! Calcutta	1,473	12.9%	1,359	12.9%
Sweet Bengal	1,038	9.1%	1,023	9.7%
Sigree & Sigree Global Grill	834	7.3%	776	7.4%
Haka	735	6.4%	626	5.9%
Episode One	545	4.8%	429	4.1%
Café Mezzuna	473	4.1%	335	3.2%
Flame And Grill	397	3.5%	396	3.8%
Gong	234	2.1%	229	2.2%
Riyasat	235	2.1%	233	2.2%
Jungle Safari	177	1.6%	178	1.7%
Bohoba	153	1.3%	159	1.5%
Hoppipola	253	2.2%	303	2.9%
Dariole	110	1.0%	114	1.1%
Others	161	1.4%	225	2.1%
Total	11,409	100.0%	10,536	100.0%

Excludes Outdoor Catering, Royalty Income and Other Operating Revenues.

* The figures presented above are standalone.



Outlet Synopsis – as on December 31, 2024



As at December 31, 2024

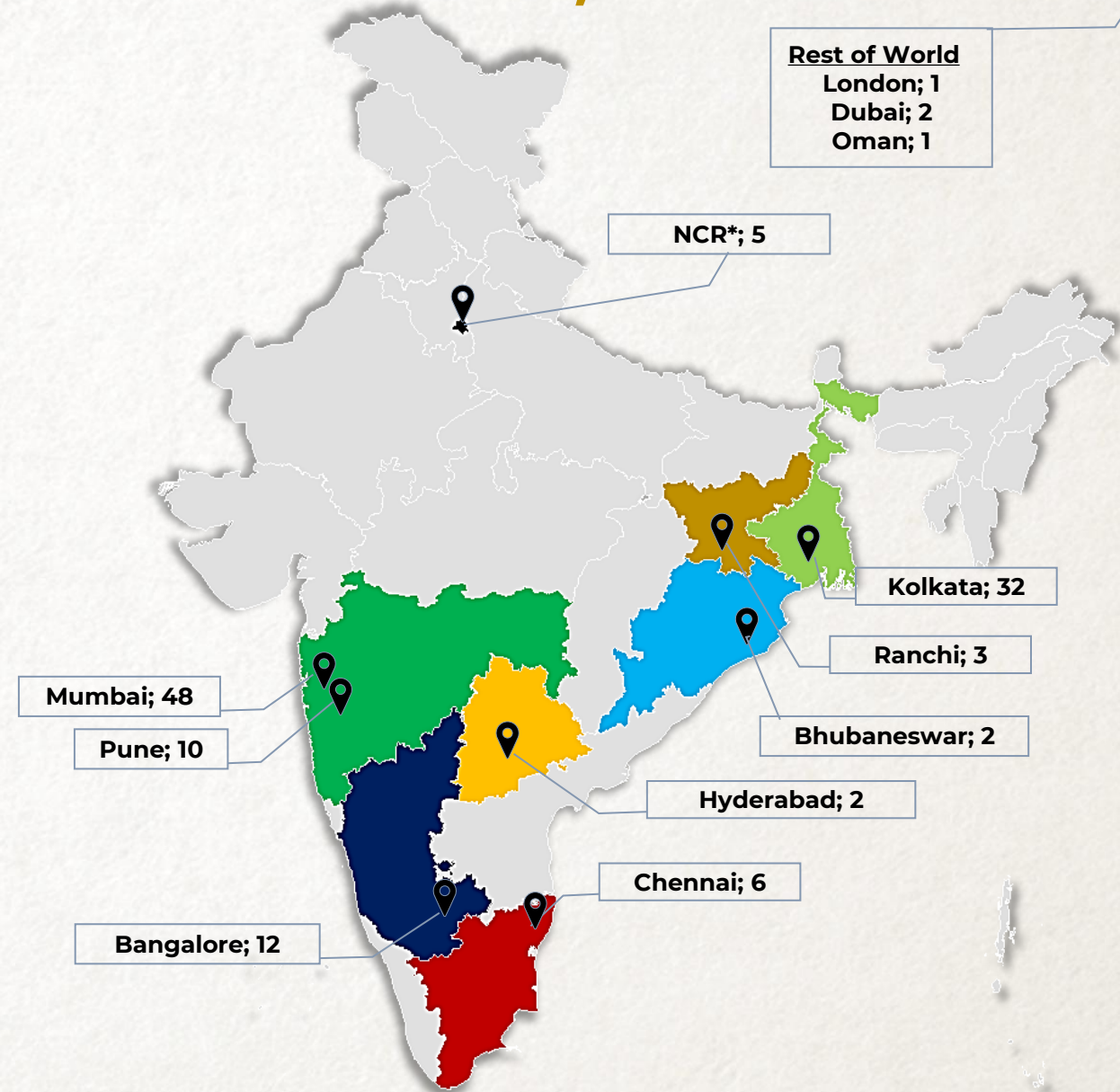
Brands	Units (Nos.)
Mainland China / Asia Kitchen	34
Oh! Calcutta	9
Sigree / Sigree Global Grill	6
Haka	4
Flame & Grill	2
Café Mezzuna	2
Episode One/ Hoppipola/ Bohoba	7
Cloud Kitchen	12
Sweet Bengal	32
Dariole	8
Others	8
Grand Total	124

Outlet Synopsis – as on December 31, 2024

Particulars	Owned units	Franchise units \$	Total Units
As at beginning of the quarter	109	15	124
Opened during the quarter	1	-	1
Closed during the quarter	-	(1)	(1)
As at end of the quarter	110	14	124

\$ These Restaurants are franchisee owned, company operated.

* NCR include – Delhi, Gurugram and Noida.



Updates

New Openings/ Renovations

- **Café Mezzuna – South City Mall, Kolkata** (shift and makeover) – operational from Nov-24.
- **Asia Kitchen by Mainland China – Malad, Mumbai** (Brand Conversion and Renovation) – operational from Nov-24.
- **Bizarre Asia, Salt Lake, Kolkata** (Asian Buffet format) – operational from Dec-24.

Scheduled Openings/ Renovations

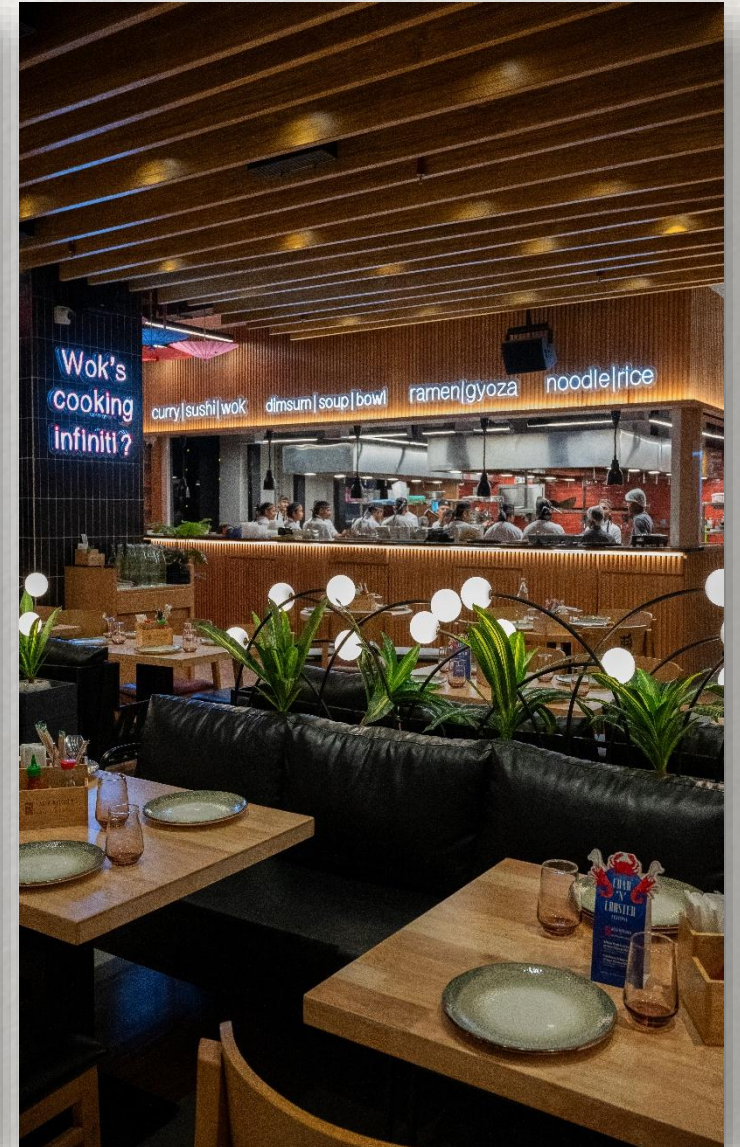
- **Mainland China – Kottupuram, Chennai** – to be operational in Mar-25
 - **Café Mezzuna – Forum Mall, Kolkata** (Makeover) – to be operational from Apr-25.
 - **Conversion of Mainland China, Phoenix Mall, Chennai to Asia Kitchen** – to be operational from May-25.
 - **Asia Kitchen by Mainland China, Oberoi Sky City Mall, Borivali, Mumbai** – to be operational from May-25.
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New/ Renovated Outlets

Bizarre Asia – Salt Lake, Kolkata



Asia Kitchen By Mainland China-Infiniti Mall Malad



Café Mezzuna – South City, Kolkata



Episode, Viviana Mall, Thane



Asia Kitchen - Amanora Mall, Pune



Haka, City Center, Kolkata



Asia Kitchen – Pheonix Mall, Wakad, Pune



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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Thankyou