



# **Speciality Restaurants Limited**

**Investor's Presentation for Q2FY25**

# Overview

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

We continue to dominate with our market leadership in the Pan-Asian 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 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 stable.

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. Together with Asian 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. The first outlet that has undergone this transformation is at Andheri West in Q4FY23 which has received tremendous response and is appreciated widely.

**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 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.



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.



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.

## 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.



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!



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.

Tasty Tasty Chinese

# 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.

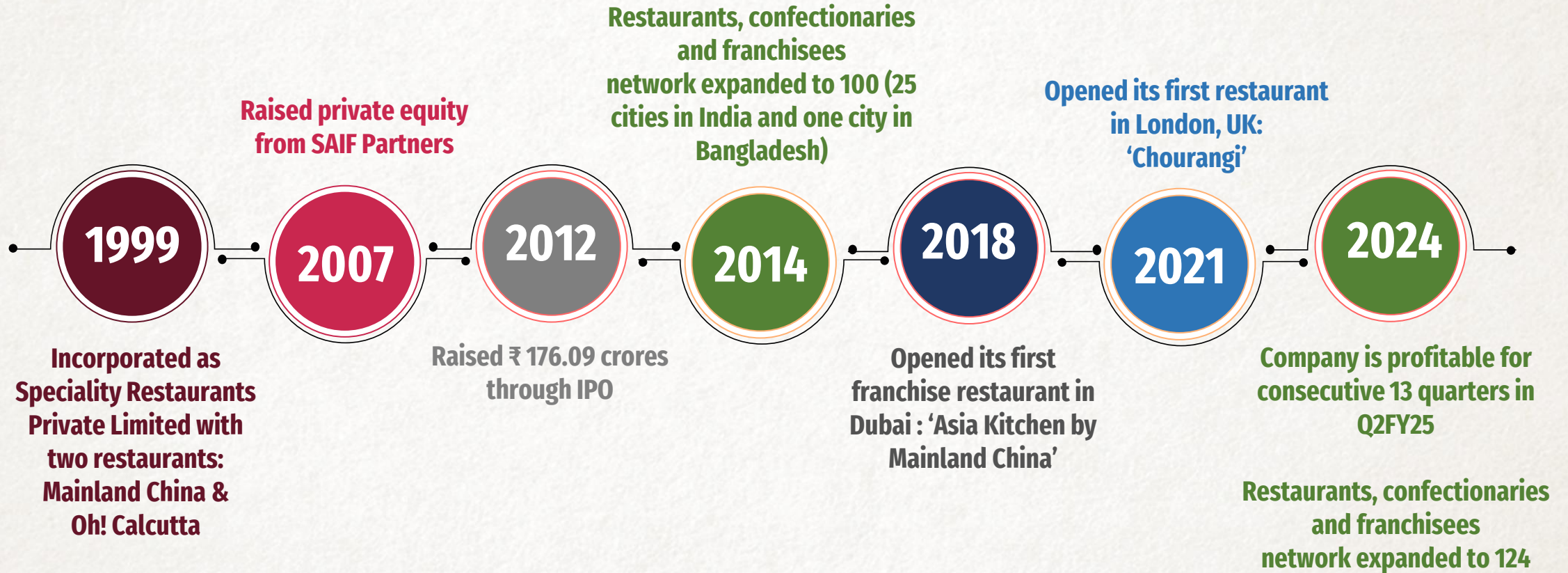
## Flame & grill

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



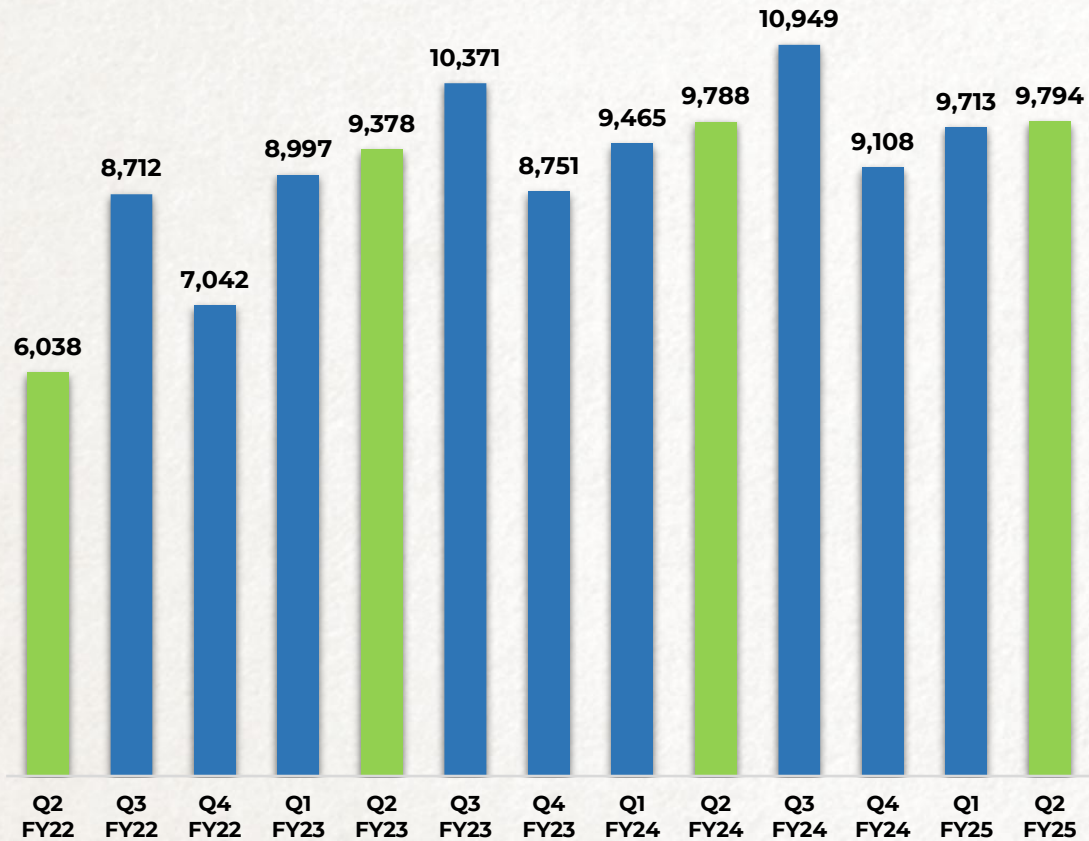
# Awards in FY24



# Quarterly Financial Trends

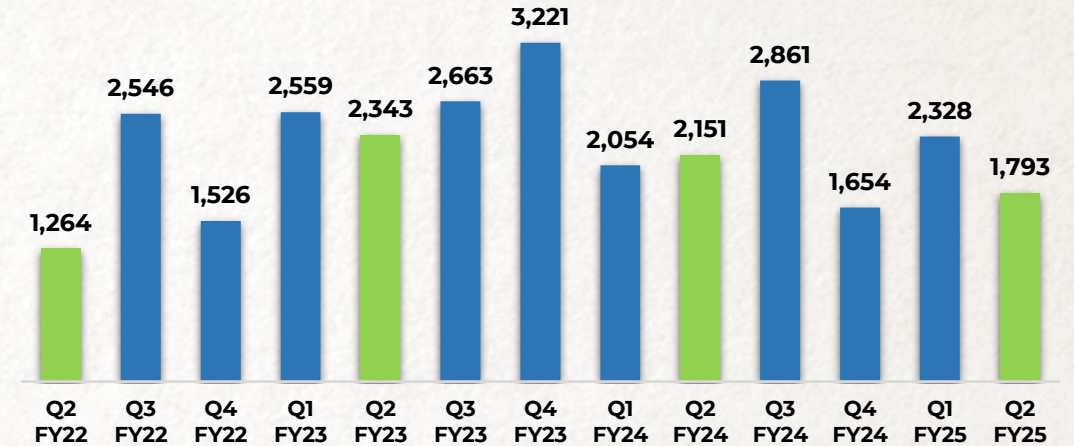
(All figures are in ₹ Lakhs)

## Revenue from Operations

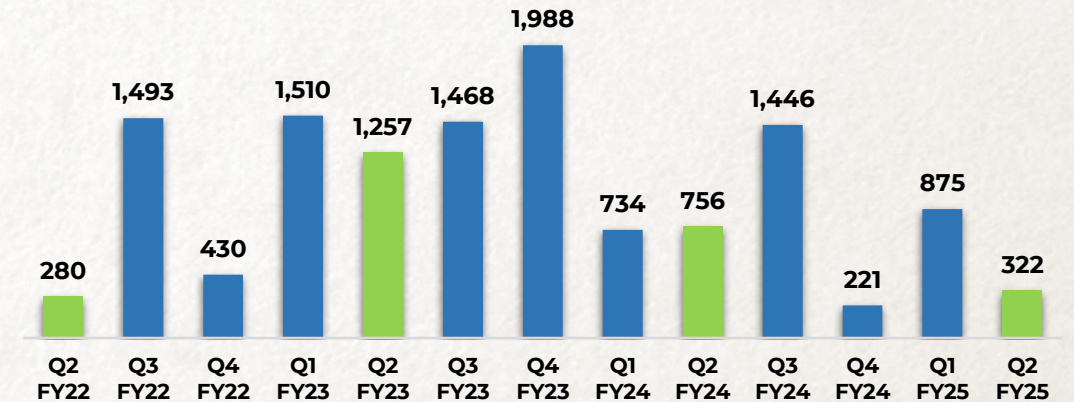


- The figures presented above are standalone.

## EBITDA



## PBT



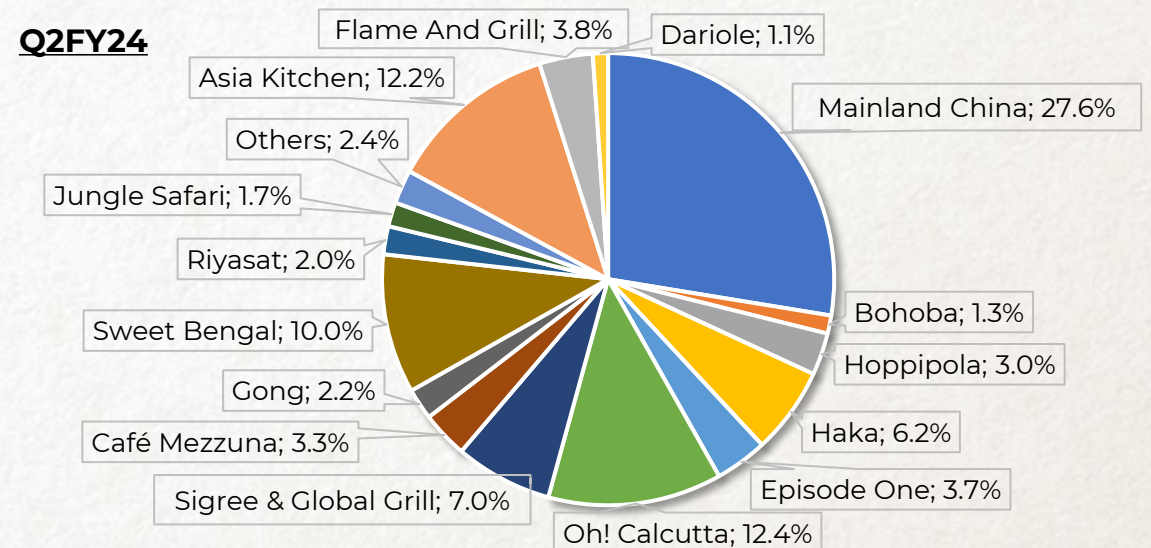
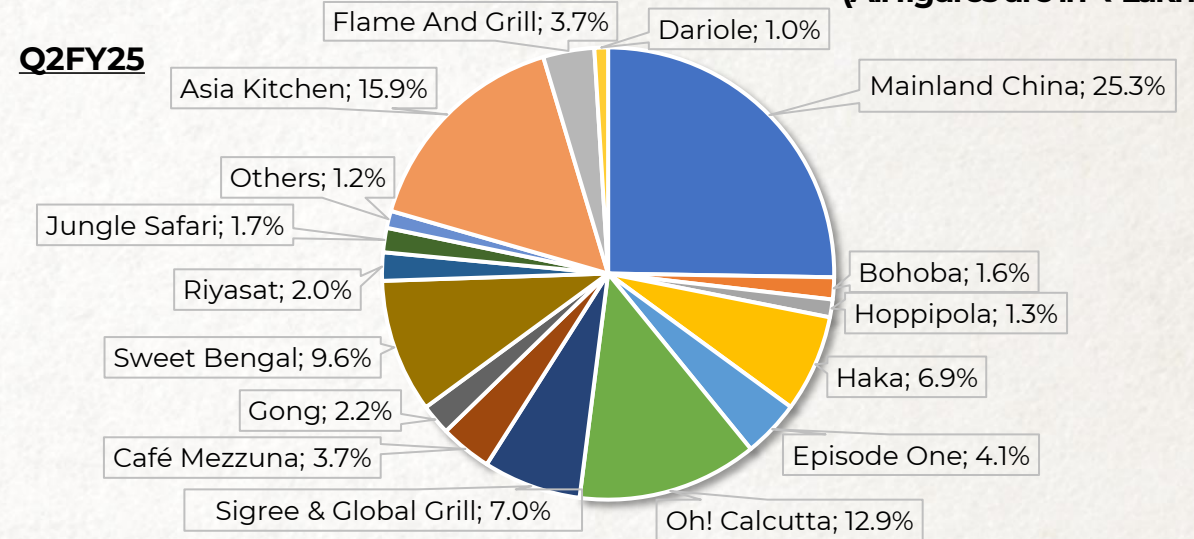
# Brand-wise Contribution#

Brands	Q2FY25		Q2FY24	
	Revenue	%	Revenue	%
Mainland China	2,411	25.3%	2,598	27.6%
Asia Kitchen	1,517	15.9%	1,147	12.2%
Oh! Calcutta	1,230	12.9%	1,171	12.4%
Sweet Bengal	912	9.6%	939	10.0%
Sigree & Sigree Global Grill	668	7.0%	657	7.0%
Haka	662	6.9%	584	6.2%
Episode One	390	4.1%	353	3.7%
Café Mezzuna	354	3.7%	314	3.3%
Flame And Grill	349	3.7%	360	3.8%
Gong	210	2.2%	210	2.2%
Riyasat	193	2.0%	189	2.0%
Jungle Safari	166	1.7%	163	1.7%
Bohoba	150	1.6%	122	1.3%
Hoppipola	121	1.3%	284	3.0%
Dariole	117	1.0%	228	1.1%
Others	93	1.2%	102	2.4%
<b>Total</b>	<b>9,543</b>	<b>100%</b>	<b>9,421</b>	<b>100%</b>

# Excludes Outdoor Catering, Royalty Income and Other Operating Revenues.

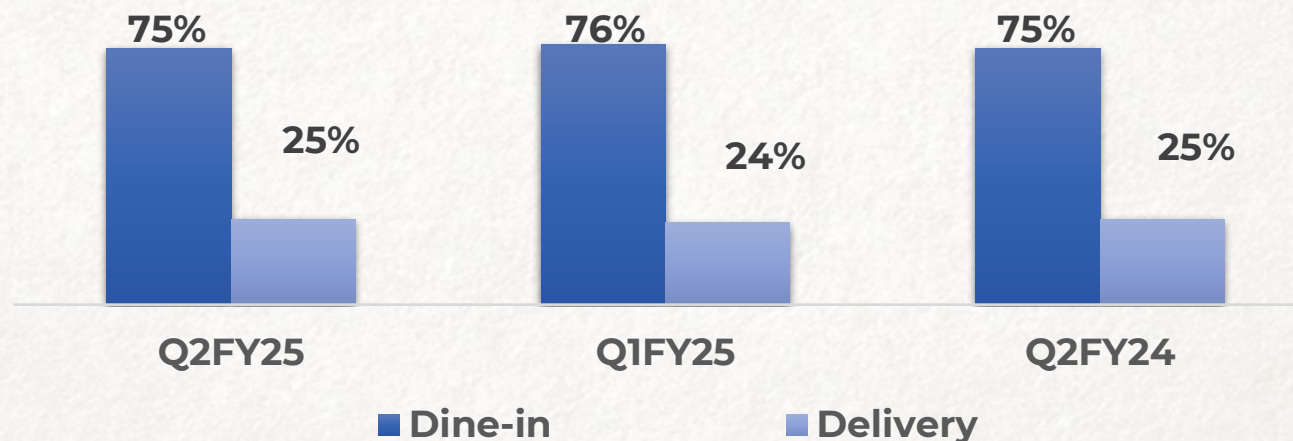
\* The figures presented above are standalone.

(All figures are in ₹ Lakhs)



# Restaurant Brand Sales – Dine-in and Delivery

Particulars	Q2FY25 (in ₹ Lakhs)	Q1FY25 (in ₹ Lakhs)	Q2FY24 (in ₹ Lakhs)
<b>Dine-In Sales</b>	<b>6,362</b>	<b>6,557</b>	<b>6,285</b>
<b>% to Restaurant Sales</b>	<b>75%</b>	<b>76%</b>	<b>75%</b>
<b>Delivery Sales</b>	<b>2,162</b>	<b>2,080</b>	<b>2,113</b>
<b>% to Restaurant Sales</b>	<b>25%</b>	<b>24%</b>	<b>25%</b>
<b>Total</b>	<b>8,524</b>	<b>8,637</b>	<b>8,398</b>



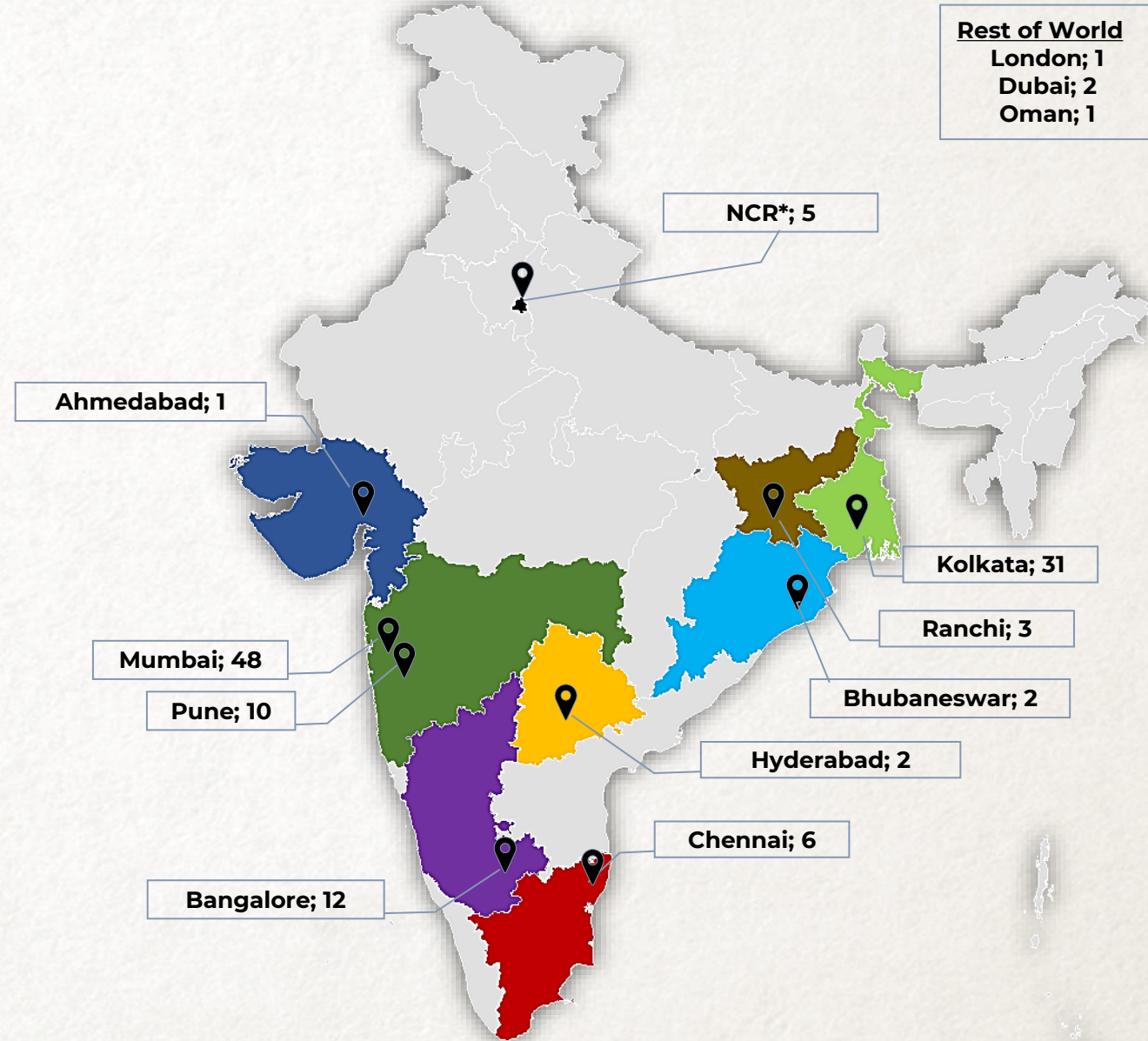
- The figures presented above includes Restaurant Brand Sales (i.e., excludes Sweet Bengal, Dariole, Walters, Outdoor Catering, Royalty and Other operating revenues).  
 - The figures presented above are standalone.

# Outlet Synopsis – as on September 30, 2024

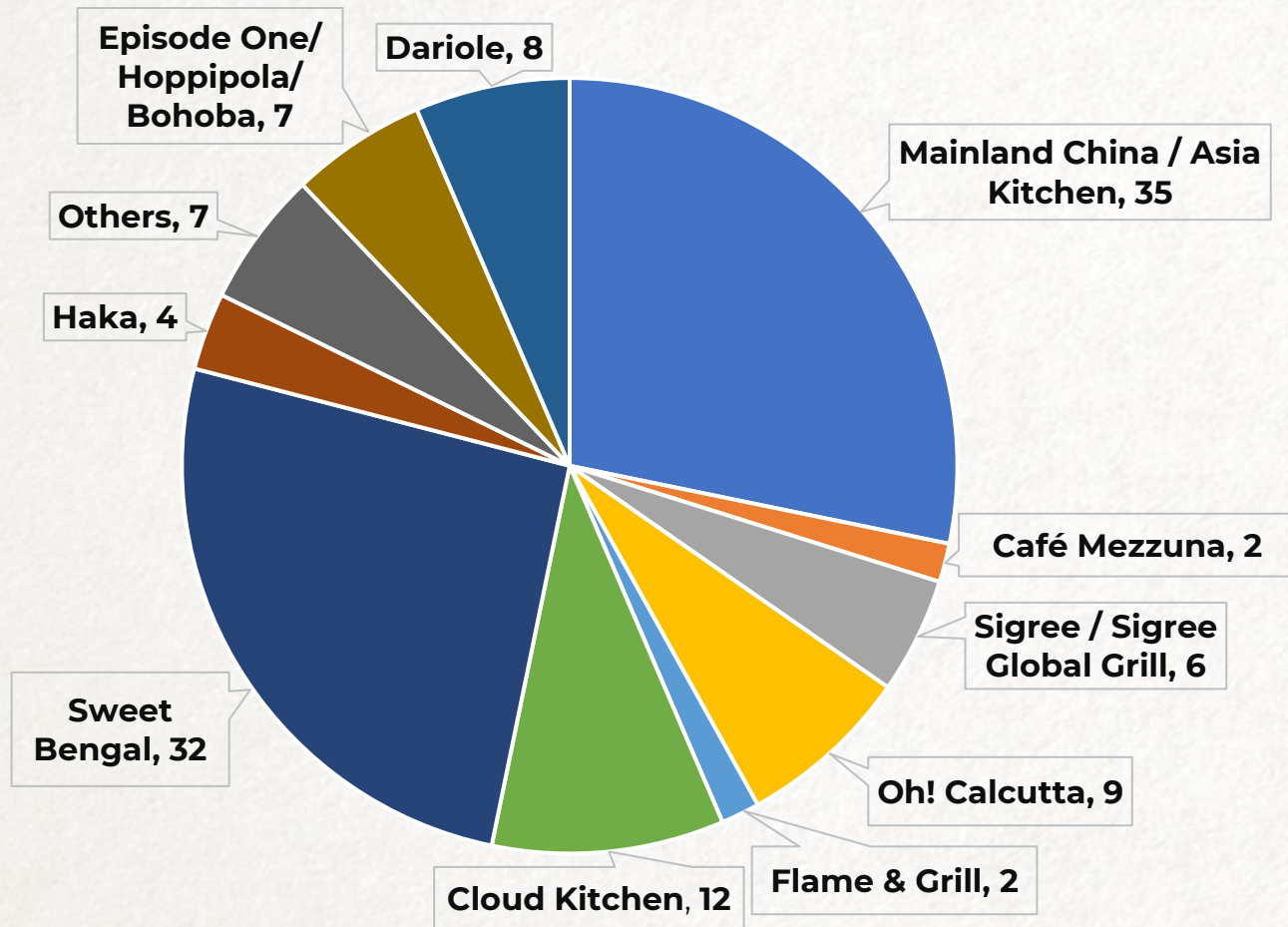
Particulars	Owned units	Franchise units \$	Total Units
As at beginning of the quarter	111	15	126
Opened during the quarter	2	-	2
Closed during the quarter	(4)	-	(4)
As at end of the quarter	109	15	124

\$ These Restaurants are franchisee owned, company operated.

\* NCR includes Delhi, Noida and Gurugram.



# Outlet Synopsis – as on September 30, 2024



As on September 30, 2024

Brands	Units (Nos.)
Mainland China / Asia Kitchen	35
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	7
<b>Grand Total</b>	<b>124</b>

# Financial Highlights

## Standalone Financial Results

(₹ in Lakhs)

	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Revenue from operations	9,794	9,713	9,788	19,507	19,253
Other Income	339	839	582	1,178	936
<b>Total Income</b>	<b>10,133</b>	<b>10,552</b>	<b>10,370</b>	<b>20,685</b>	<b>20,189</b>
Expenses					
(a) Cost of food and beverages consumed	2,977	2,992	2,928	5,969	5,786
(b) Employee benefits expense	2,155	2,193	2,252	4,348	4,290
(c) Finance costs	337	352	380	689	739
(d) Depreciation/amortisation/impairment	1,134	1,101	1,015	2,235	1,976
(e) Lease rent	339	338	388	677	766
(f) Other expenses	2,869	2,701	2,651	5,570	5,142
<b>Total Expenses</b>	<b>9,811</b>	<b>9,677</b>	<b>9,614</b>	<b>19,488</b>	<b>18,699</b>
<b>Profit before tax</b>	<b>322</b>	<b>875</b>	<b>756</b>	<b>1,197</b>	<b>1,490</b>
Tax expenses	(70)	(160)	(230)	(230)	(335)
<b>Profit after tax for the period</b>	<b>252</b>	<b>715</b>	<b>526</b>	<b>967</b>	<b>1,155</b>
Other comprehensive income (OCI)	10	1	(9)	11	(17)
<b>Total comprehensive income for the period</b>	<b>262</b>	<b>716</b>	<b>517</b>	<b>978</b>	<b>1138</b>

# Financial Highlights

## Consolidated Financial Results

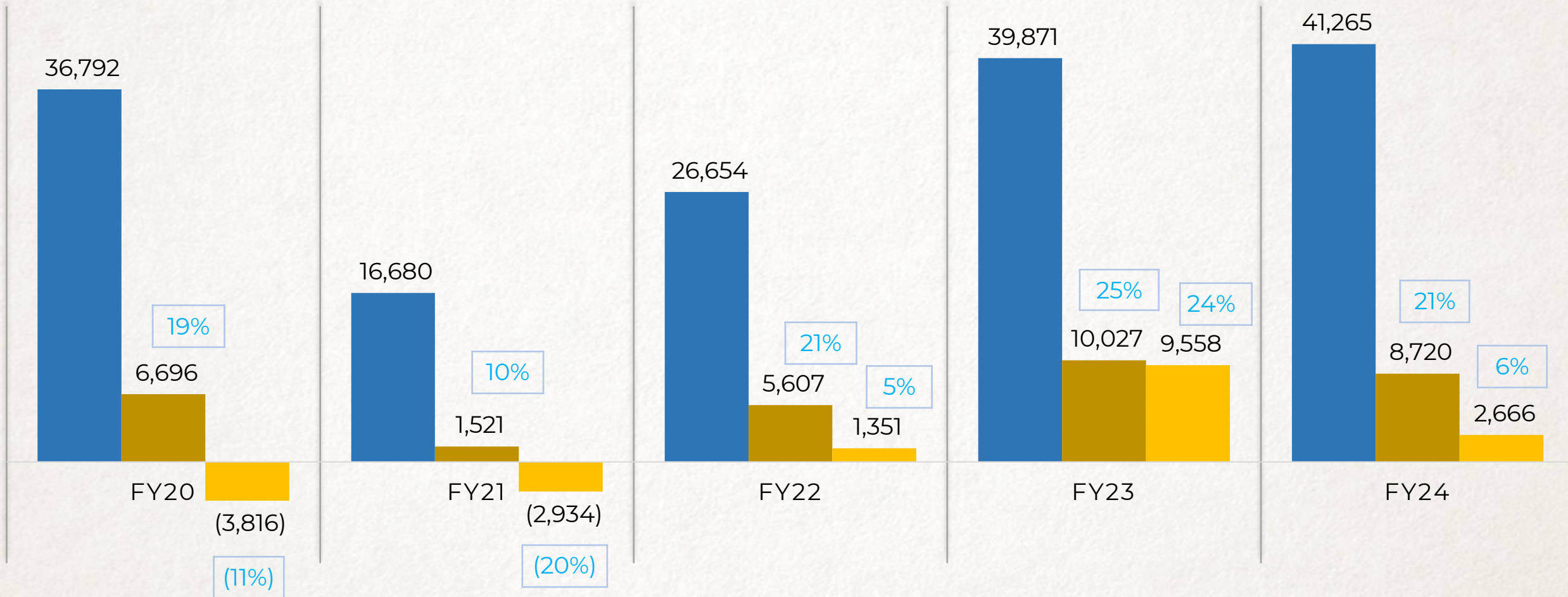
(₹ in Lakhs)

	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Revenue from operations	10,438	10,311	9,788	20,749	19,253
Other Income	347	841	582	1,188	936
<b>Total Income</b>	<b>10,785</b>	<b>11,152</b>	<b>10,370</b>	<b>21,937</b>	<b>20,189</b>
Expenses					
(a) Cost of food and beverages consumed	3,121	3,124	2,928	6,245	5,786
(b) Employee benefits expense	2,356	2,361	2,252	4,717	4,290
(c) Finance costs	336	353	380	689	739
(d) Depreciation/amortisation/impairment	1,180	1,145	1,015	2,325	1,976
(e) Lease rent	443	435	388	878	766
(f) Other expenses	2,987	2,797	2,653	5,784	5,144
<b>Total Expenses</b>	<b>10,423</b>	<b>10,215</b>	<b>9,616</b>	<b>20,638</b>	<b>18,701</b>
<b>Profit before tax</b>	<b>362</b>	<b>937</b>	<b>754</b>	<b>1,299</b>	<b>1,488</b>
Tax expense	(77)	(173)	(230)	(250)	(335)
<b>Profit after tax for the period</b>	<b>285</b>	<b>764</b>	<b>524</b>	<b>1,049</b>	<b>1,153</b>
Share in Profit/ (loss) of joint venture	-	-	52	-	93
<b>Profit before tax</b>	<b>285</b>	<b>764</b>	<b>576</b>	<b>1,049</b>	<b>1,246</b>
Other comprehensive income (OCI)	116	2	(26)	118	(16)
<b>Total comprehensive income for the period</b>	<b>401</b>	<b>766</b>	<b>550</b>	<b>1,167</b>	<b>1,230</b>
<b>Total comprehensive income attributable to:</b>					
- Owners	386	740	550	1,126	1,230
- 'Non-controlling interests	15	26	-	41	-

# Yearly Financial Trends

(All figures are in ₹ Lakhs)

■ TOTAL INCOME ■ EBITDA ■ PAT



- The figures presented above are standalone.

# New/ Renovated Outlets

# 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**