

# VIDLI RESTAURANTS LIMITED

Reg Office:-D-09, Eastern Business District, LBS Road, Bhandup West, Mumbai 400078.

•T: +91 74000 58768 •W: [www.kamatsindia.com](http://www.kamatsindia.com) •E: [cs@kamatsindia.com](mailto:cs@kamatsindia.com)

CIN: L55101MH2007PLC173446

16<sup>th</sup> February, 2024

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400001.

Script Code: 539659  
Script ID: VIDLI

Dear Sir(s),

**Sub: Submission of Investor Presentation.**

**Dear Sirs,**

Please find enclosed the copy of the Investor presentation.

Please take the same on your record.

Thanking you,

Yours Truly  
**For Vidli Restaurants Limited**

**Dr. Vikram V. Kamat**  
**Managing Director**  
**DIN: 00556284**



# INVESTOR PRESENTATION

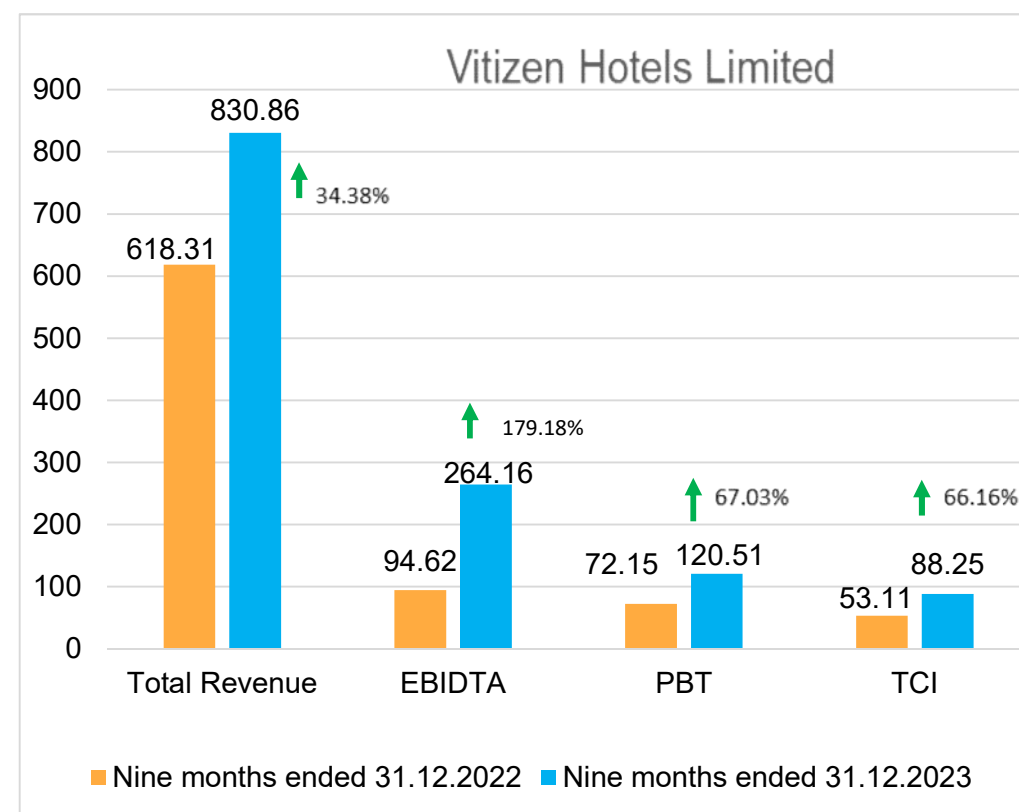
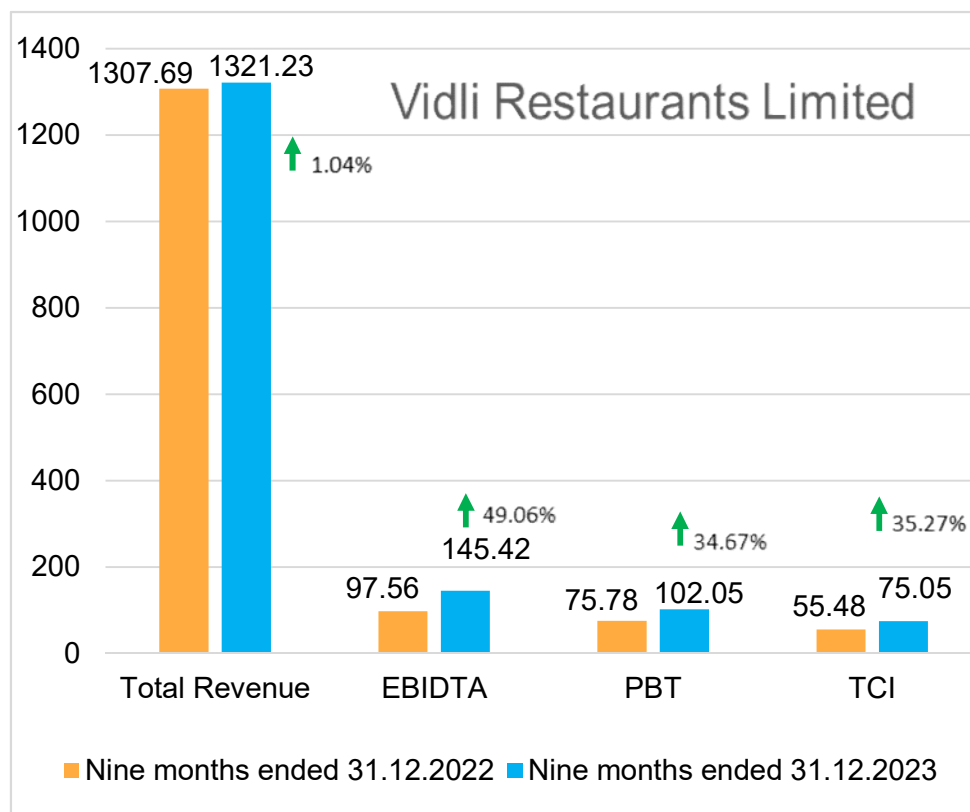
Date : 16th February 2024



## THE VITSKAMATS GROUP

Nine Months Ended 31st December, 2023

# Company Overview



\*TCI – Total Comprehensive Income

#the above figures are extracted from the Unaudited financial statement and that have been prepared in accordance with guidelines issued by SEBI and as per Ind AS

# DISCLAIMER

Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations of future events over which the Company exercises no control, the Company cannot guarantee their accuracy nor can it warrant that the same will be realized by the Company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments or events or for any loss any investor may incur by investing in the shares of the Company based on the 'forward-looking statements'.

# Company Overview

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**Who are we ?**

**Our Journey**

**Management Team**

**Our Presence**

# Who Are We

( VIDLI | 539659 | INE564S01019 )

Vidli Restaurants Limited was incorporated in India on 24th August, 2007 as a private limited company under the Companies Act, 1956 with its registered office is located in Mumbai. It is promoted by Dr. Vidhi Vikram Kamat. Being born out of an iconic brand – KAMATS, The company is food and beverage focused. The company has rights to use / grant the Trade Mark "KAMATS" and "VITHAL KAMATS" by virtue of an Agreement for Use of Copy Right Mark / Trade Mark. The Company has Listed its Equity Shares on The Bombay Stock Exchange (BSE) on 15th February 2016.

It operates and grants license ( for its own and Licensed Brands ) Like Kamats , Kamats Legacy Vithal Kamats, Pepperfry By Kamats and Urban Dhaba . It also leases and operates 4 Star and 3 Star Hotels pan India under its brand VITS and VITS Select ( Operated under its Subsidiary - Vitizen Hotels Ltd.)

## Key Highlights

- Company has been continually making profits since its listing for over 7 consecutive years, including the pandemic period.
- Company's Revenue CAGR has been 145% since Listing.
- Employee Base of over 3500 Employees ( including those not only on companies payrolls but also on managed and franchised hotels).
- The Group is winner of over 10+ awards and recognitions including Best performing stock on BSE 2015 , Maharashtra Gaurav Governor's Award 2023, Hindustan Times , Golden Spoon Awards for 3 consecutive years and many others.

Vidli Restaurants Ltd



84.01%  
Subsidiary

Vitizen Hotels Ltd

# Our Brands



# Our Journey

**2007**  
VIDLI Restaurants is formed

**2015**  
VIDLI goes Public with record breaking 7.86 times over subscription. Kamats grows to many more locations

**2016**  
Listed on BSE (SME Platform) IPO

**2020**  
COVID 19 Pandemic affects Operations. Despite that VIDLI posts Profits

**2022**  
Rights Issued

**2022**  
Launch of Owned Premium Outlet-Kamats Legacy at Eastern Business District, Bhandup Mumbai

**2022**  
Company got migrated to Main Board of BSE Ltd

**2023**  
Company issued Convertible warrants on private Placement basis

**2023**  
Company declared the dividend at 5% to its shareholder

**2023**  
The Board of Directors proposed to acquire majority of stake in Kamats Canada Ltd.

**2023**  
The Group Company has opened VITS Hotel on lease at Jamnagar

**2023**  
Launch of Second Premium Outlet-Kamats Legacy at Shop NO 2, Dalamal Towers, Free Press Journal Marg, Nariman Point, Mumbai



# OUR BOARD OF DIRECTORS



**Dr. Vikram V. Kamat**  
Founder and Managing Director



**Dr. Vidhi Vikram Kamat**  
Director



**Mrs. Nanette Dsa**  
Chairperson and Independent  
Director



**Mr. Kurian Chandy**  
Director



**Mr. Ammin Rajgotwala**  
Independent Director



**Ms. Meghna Vihang Makda**  
Independent Director

# Our Management



**Mr. Puspadhanu Saha**  
VP Operations- VITS Hotels & Resorts



**Mr. Subhendu Talele**  
AVP Operations - Kamats



**Mr. Aslam Syed**  
GM Operations



**Ms. Haimanti Bhattacharya**  
Corporate GM - Marketing & PR



**Mr. Abdul Wahab**  
GM Sales



**Mr. Ravindra Shinde**  
CFO

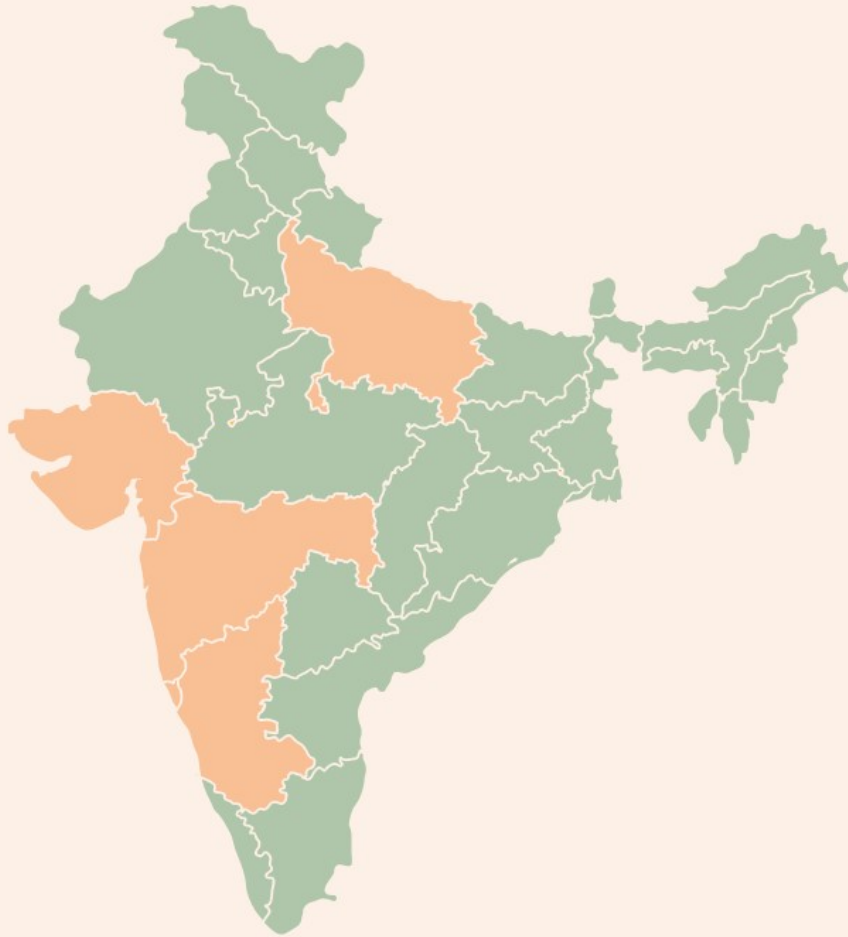


**Ms. Bhakti Khanna**  
Company Secretary



**Mr. Salman Shaikh**  
Deputy Company Secretary

## VIDLI RESTAURANTS LTD. EXPANDING ACROSS INDIA



The Group today exists pan India, with its presence of VITS Hotels and Kamats Restaurants; their strongest hold being on Maharashtra and Gujrat.

# Business Overview

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**Our Business Structure**

**Our Business Model**

**Our Offerings**

**Competitive Advantage**

# Our Business Structure

**VIDLI RESTAURANTS LTD.**

By Business Portfolio

Subsidiary Companies

COCO / Leased

Managed &  
Franchise Units

Owens 84% of Vitizen  
Hotels Ltd

# Our Business Model

**COCO / Leased** - Company owns or operates leased hotels and restaurants, under its brand VITS and Kamats. We identify existing running under performing assets not requiring major Capex.

Brand : Booked in our Company .

Expenses : Booked in our Company.

Advantage : Turnover and potential profits all captured by us in our books.

Disadvantage : Risk is with our company. Losses / expenses are in our company's books, if any.

**Managed / Franchised** - Company leverages its strong brand value of VITS and Kamats to lend use of its brand name under guidelines to third parties.

Revenue : All sales are booked in third party books. Our company receives Fees and Royalty from the sales, which is typically 5% to 7% of the turnover of the Hotel/ Restaurant asset.

Expenses : All expenses are of the owner of asset / third party; not in company books.

Advantage : Entire risk is with the owner of asset that helps us grow visibility with minimum funds.

Disadvantage : Fees received are small and do not help our company's topline significantly.

# Our Business Model – Asset Light Model

**Steadily gaining strong foothold through focus on Leased and Managed Hotels which will lead to high growth**

## Key Factors

No upfront requirement of capex

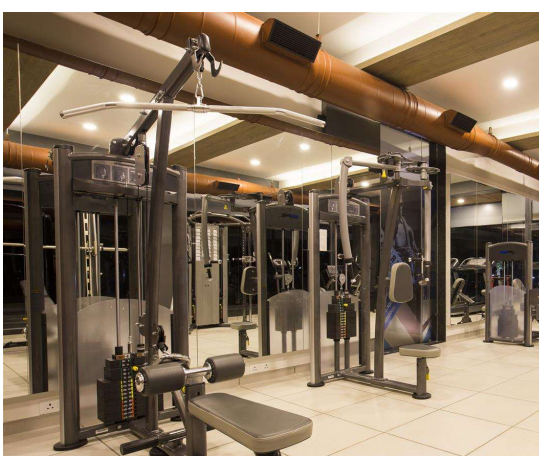
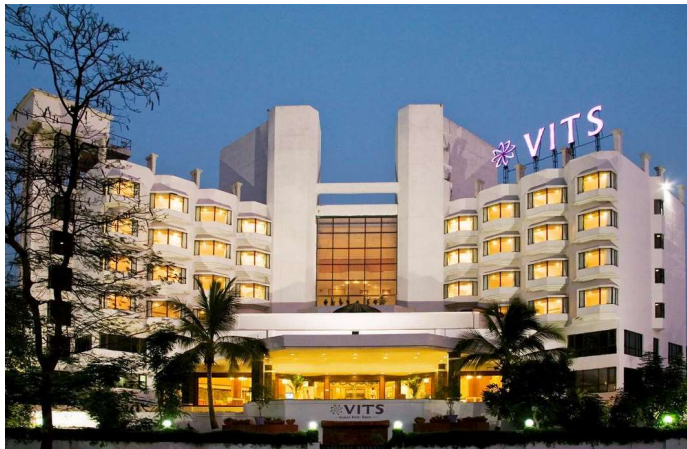
Maintenance Capex required – Nil

Break even of Operating profit in just 1 year

Facilitates expansion plans and ramping up presence

Creates brand visibility at a faster rate

# IMAGES OF SOME OF OUR VITS PROPERTIES





# IMAGES FROM KAMATS



# IMAGES FROM OUR PREMIUM DINE- KAMATS LEGACY



# Competitive Advantage

An iconic group with 80 years of legacy that is synonymous with fresh vegetarian food

A trusted chain of hotels in many corners of the country offering luxury to budget

Hospitality academy that focusses on skill for being industry ready and assures employment

KAMATS- A family and brand name that people know and trust for decades

# Financials (Nine Months Ended 31.12.2023)

<b>VIDLI RESTAURANTS LTD (STANDALONE)</b> (Rs. In Lakhs)			
Particulars	Nine months ended 31st Dec 2023	Nine months ended 31st Dec 2022	Growth / (Decline)
Total revenue	1,321.23	1,307.69	1.04%
EBIDTA	145.42	97.56	49.06%
PBT	102.05	75.78	34.67%
TCI	75.05	55.48	35.27%

<b>VITIZEN HOTELS LIMITED</b> (Rs. In Lakhs)			
Particulars	Nine months ended 31st Dec 2023	Nine months ended 31st Dec 2022	Growth / (Decline)
Total revenue	830.86	618.31	34.38%
EBIDTA	264.16	94.62	179.18%
PBT	120.51	72.15	67.03%
TCI	88.25	53.11	66.16%

<b>CONSOLIDATED RESULTS</b> (Rs. In Lakhs)			
Particulars	Nine months ended 31st Dec 2023	Nine months ended 31st Dec 2022	Growth / (Decline)
Total revenue	2,141.22	1,915.03	11.81%
EBIDTA	409.58	192.19	113.11%
PBT	222.56	147.94	50.44 %
TCI	149.19	100.11	49.03%

## TCI – Total Comprehensive Income

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# Key Metrics

Restaurants:  
No of Operating Units :COCO & Leased: 4,  
Franchised: 30, Hotels: Leased 1

Total System Sales: 4012.03 Lakhs

Break Up: COCO & Leased: 878.84 Lakhs  
Franchised: 2690.80 Lakhs, Corp. Revenue from  
Franchised: 172.28 Lakhs,  
Trading and Other Revenue: 270.11 Lakhs

Rev Break Up for Corporate Revenue Earned From  
Franchised: Royalty: 172.28 Lakhs, Other Operational:  
41.10 Lakhs, Trading: 229.01 Lakhs

VITS Hotels :  
No Of Operating Units: Leased: 2,  
Managed & Franchised : 16

Total System Sales : 5272.79 Lakhs

Break Up: Leased: 479.17 Lakhs,  
Managed & Franchised :4441.93 Lakhs,  
Revenue from Managed & Franchised: 318.88 Lakhs,  
Other Revenue : 32.81 Lakhs

System wide Group Occupancy : 67%  
System wide Group ARR : INR 3010

Rev Break Up for Corporate Revenue Earned From  
Managed & Franchised: Royalty: 180.58 Lakhs,  
Other Operational: 138.31 Lakhs

# Thank You

**For More Information  
Get in touch with**

**Mr. Ravindra Shinde** : [cfo@kamatsindia.com](mailto:cfo@kamatsindia.com)  
**Ms. Asha Gurav** : [cfo@vitshotels.com](mailto:cfo@vitshotels.com)  
**Ms. Bhakti Khanna** : [cs@kamatsindia.com](mailto:cs@kamatsindia.com)  
**Mr. Salman Shaikh** : [dc@kamatsindia.com](mailto:dc@kamatsindia.com)

[www.kamatsindia.com/investors](http://www.kamatsindia.com/investors)

[www.kamatsindia.com](http://www.kamatsindia.com) | [www.vitshotels.com](http://www.vitshotels.com)

**Vidli Restaurants Ltd.**

Registered Office :

Kamats Legacy, D-09, EBD Mall, LBS Marg,  
Bhandup West, Mumbai-400078

Corporate Office :

501, Jai Antriksh, Makwana Road, Marol, Andheri  
East, Mumbai-400059

[www.kamatsindia.com](http://www.kamatsindia.com) | [www.vitshotels.com](http://www.vitshotels.com)