



**SPECIALITY  
RESTAURANTS LIMITED**

CIN: L55101WB1999PLC090672 Email : corporate@speciality.co.in  
Morya Land Mark - 1, 4th Floor, B-25, Veera Industrial Estate, Off New Link Road, Andheri (W), Mumbai 400 053  
Tel. No. (022) 62686700 Website-www.speciality.co.in

April 8, 2023

To,

**General Manager,  
Listing Operations,  
BSE Limited,  
P.J. Tower, Dalal Street,  
Mumbai - 400 001.**

**Vice President,  
Listing Compliance Department,  
National Stock Exchange of India Limited,  
'Exchange Plaza', Bandra Kurla Complex,  
Bandra (E), Mumbai - 400 051.**

**Scrip Code : 534425**

**Scrip Code : SPECIALITY**

Dear Sir/ Madam,

**Sub: Investor Presentation.**

Please find attached the following document on the above matter:-

1. Speciality Restaurants Limited – Investor Presentation.

Kindly take the above document on record.

Thanking you.

Yours sincerely,

For **Speciality Restaurants Limited**

**AVINASH**

**MADHUKAR**

**KINHIKAR**

Digitally signed by  
AVINASH MADHUKAR  
KINHIKAR  
Date: 2023.04.08  
18:27:08 +05'30'

**Authorized Signatory**

**Name: Avinash Kinhikar**

**Designation: Company Secretary and Legal Head**

**Encl: As above**

**Registered Office: 'Uniworth House' 3A, Gurusaday Road, Kolkata - 700019.**

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)

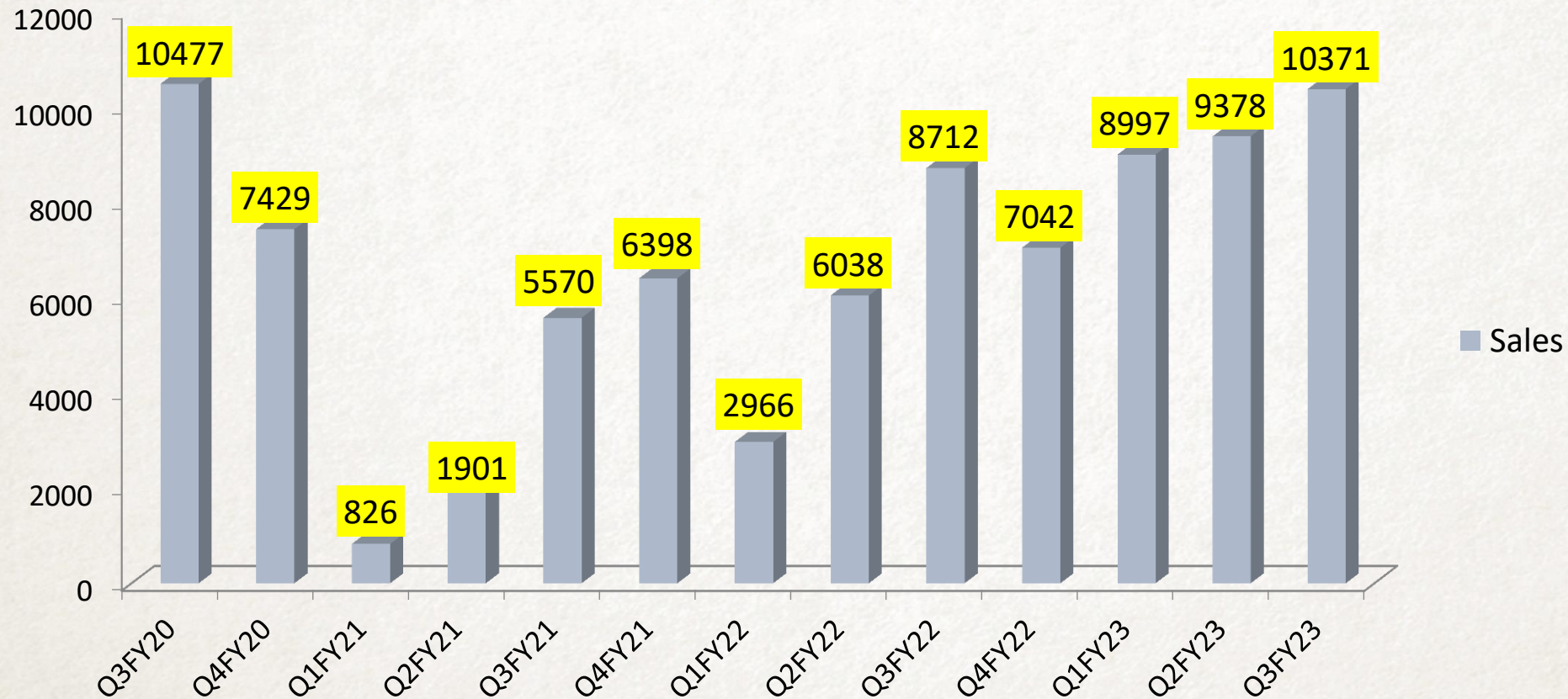
	H1FY23	FY 22	FY 21	FY 20	FY 19
Revenue from Operations	195.52	266.55	166.80	367.92	355.82
EBIDTA	49.82	56.07	15.21	66.96	23.38
EBIDTA Margin %	25.48	21.04	9.12	18.20	6.57
PAT	27.67	13.52	(29.34)	(38.16)	(6.33)
Cash Flow from operations	48.48	52.33	14.49	43.51	17.53

- 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



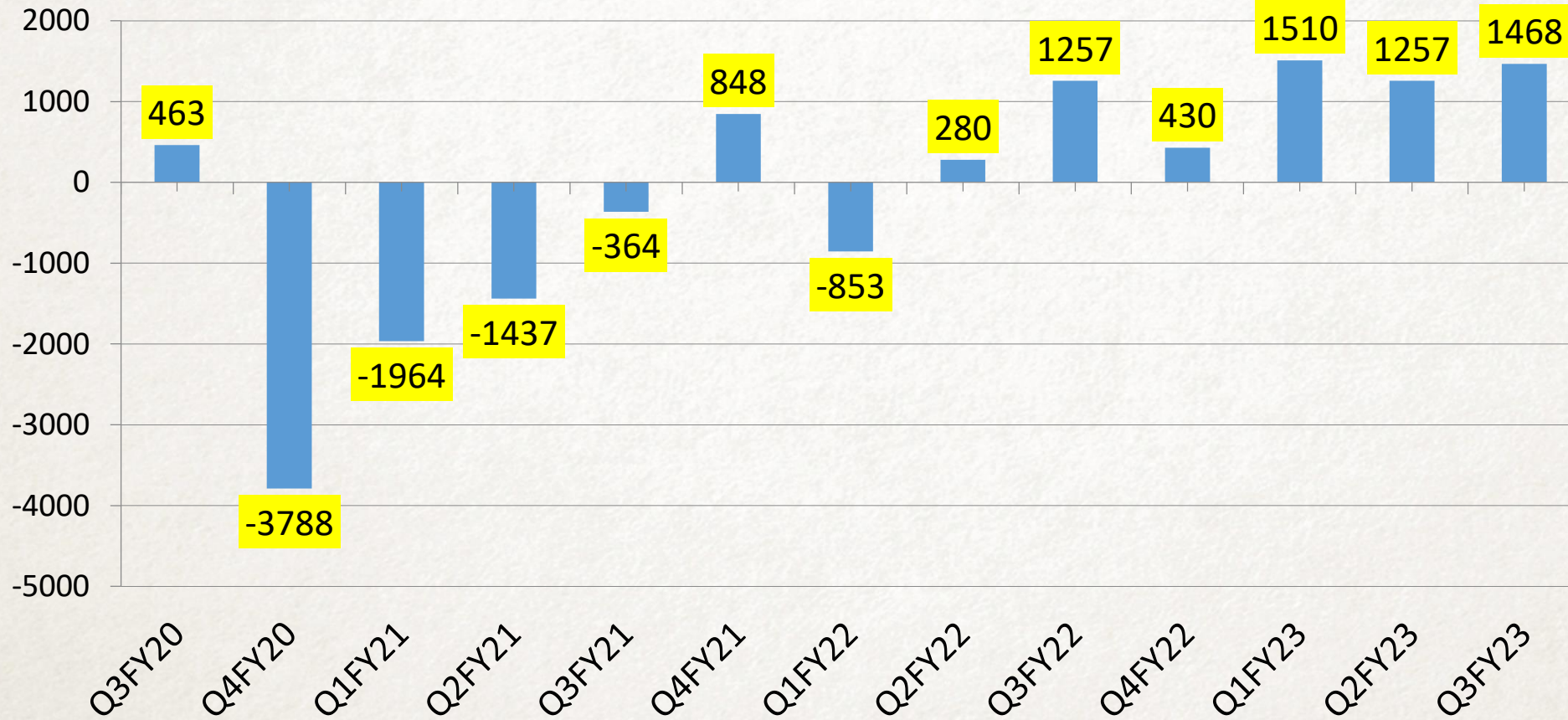


# Revenue Trend (Standalone Financials ₹ in Lakhs)



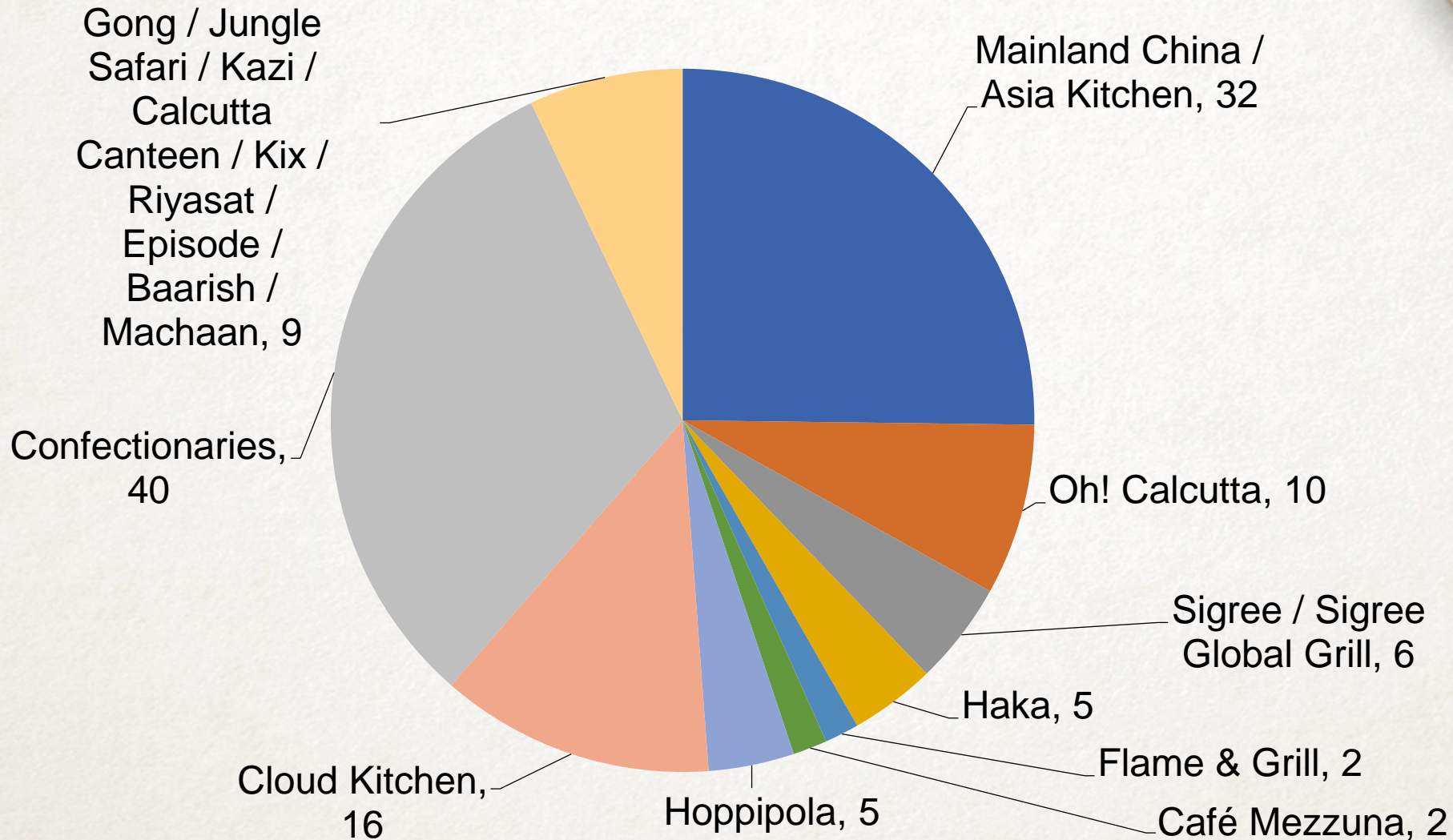


# Trends of Profit before Tax (Standalone Financials ₹ in Lakhs)





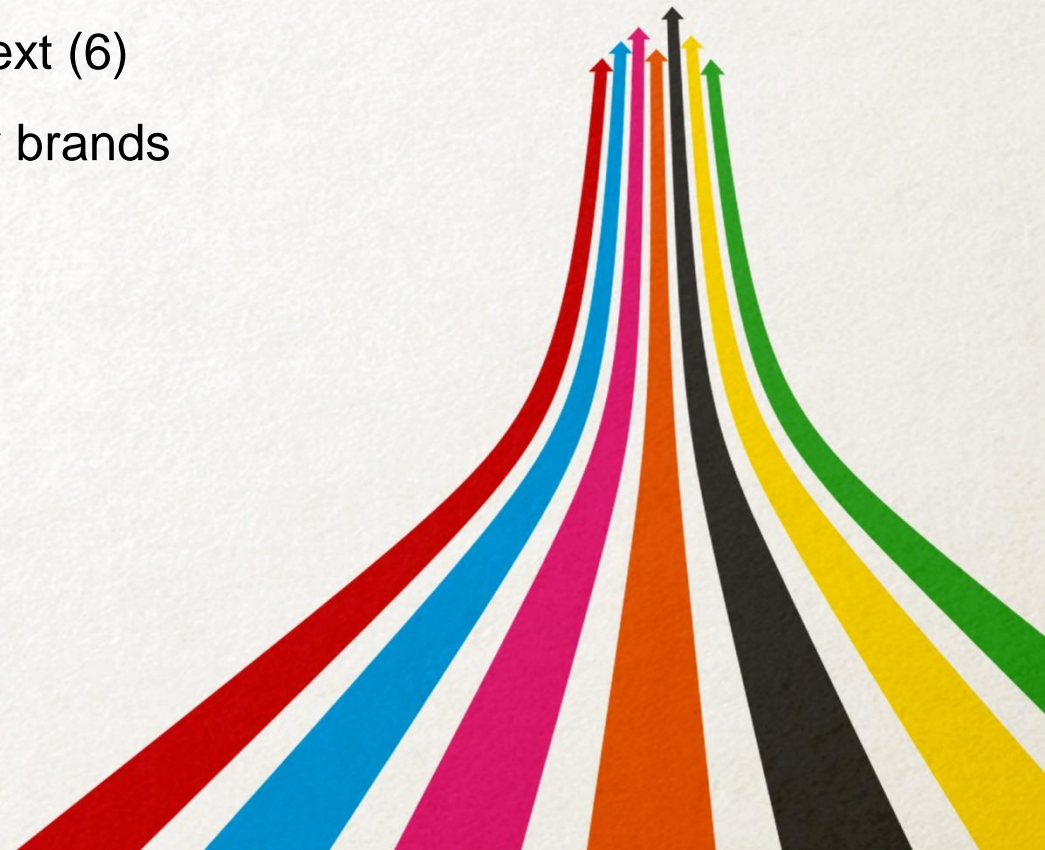
# Brand Presence as on 31<sup>st</sup> December 2022





# 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



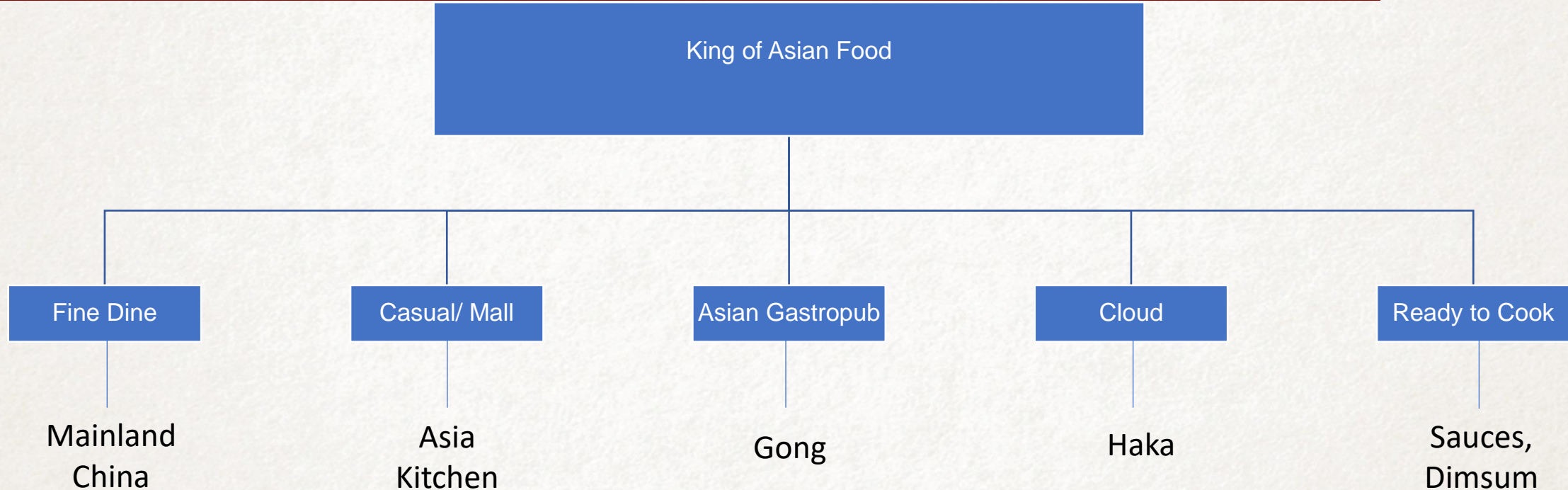


## Growth Strategy - Asian (1/2)

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

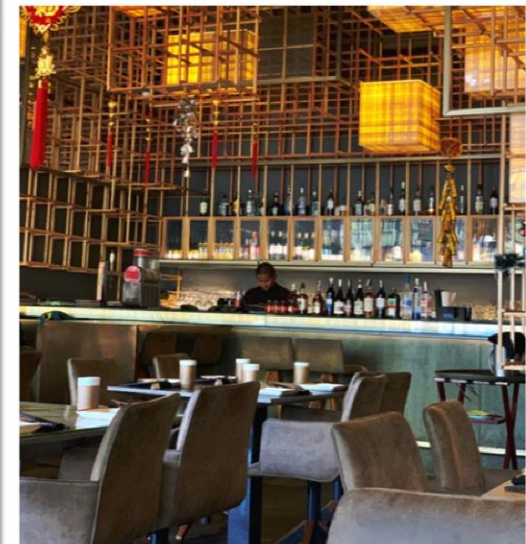
by MAINLAND CHINA





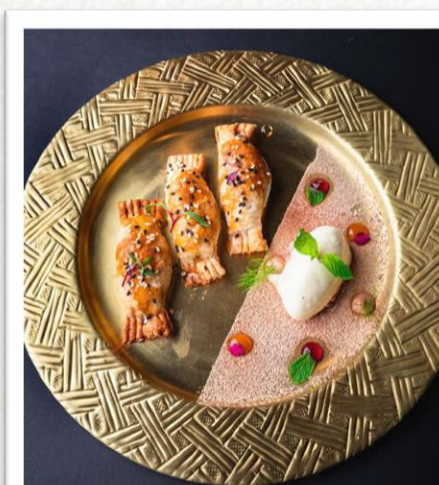
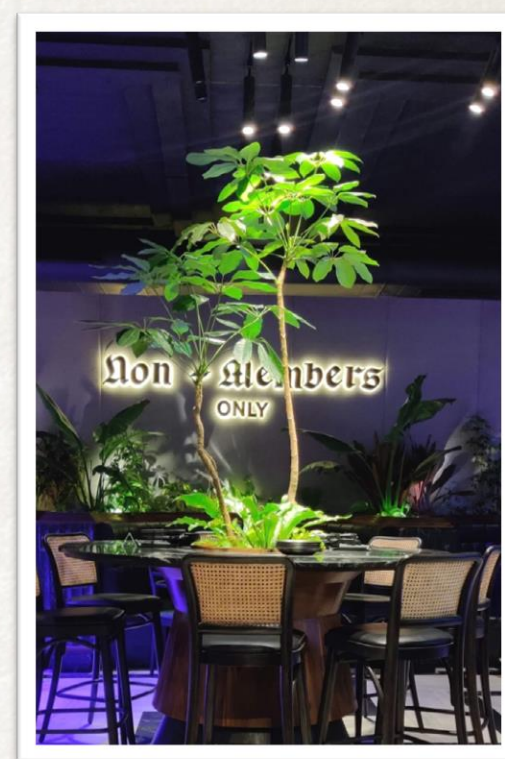
# gong

modern asian





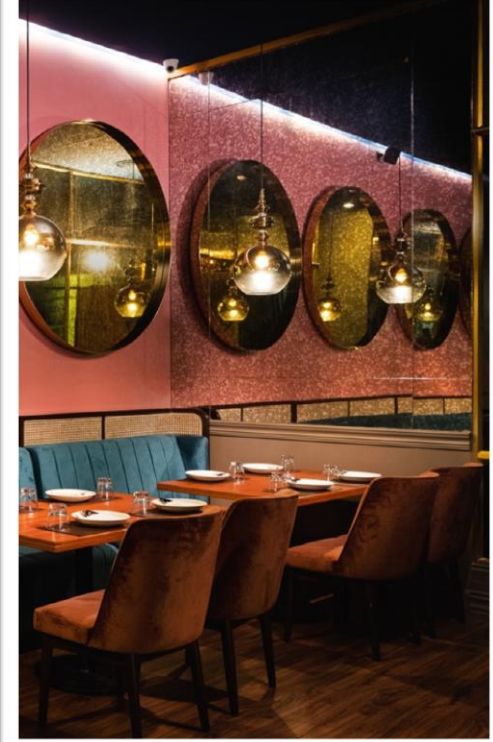
# EPISODE One





# RIYASAT

Royalty Inspired Indian Dining

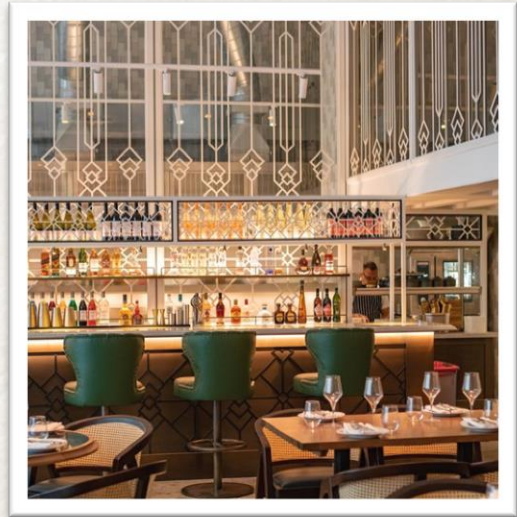
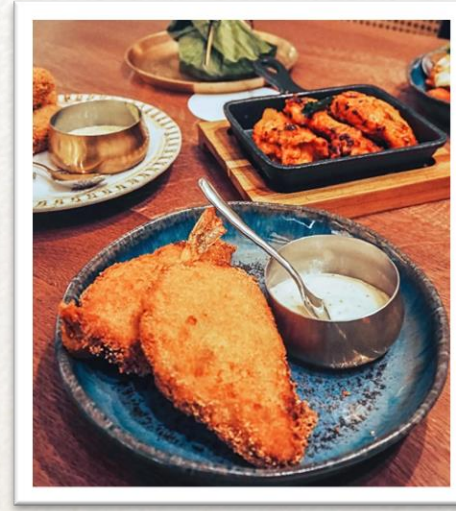
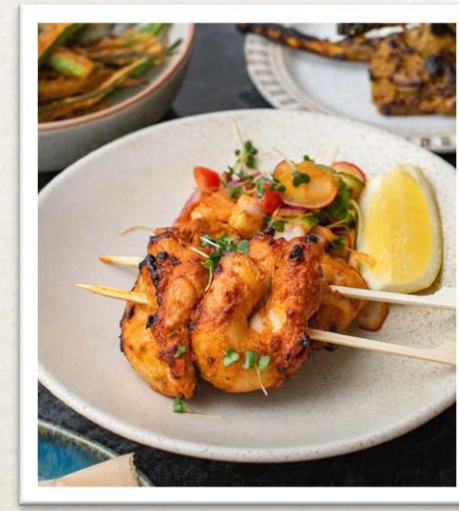
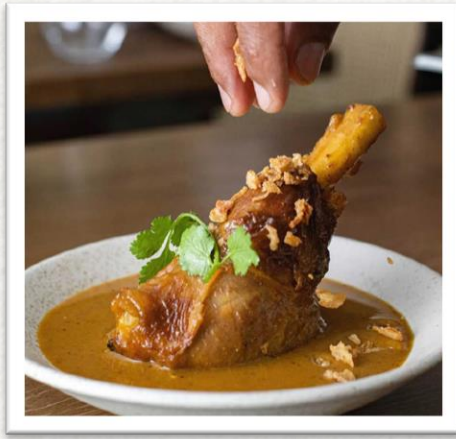






# CHOURANGI

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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Email ID : [rkm@speciality.co.in](mailto:rkm@speciality.co.in)

