



Date: August 3, 2021

To

<p>The Manager, Listing Department BSE Limited P.J. Towers, Dalal Street, Mumbai – 400 001</p> <p>Scrip Code: 543283</p>	<p>The Manager, Listing & Compliance Department National Stock Exchange of India Limited Exchange Plaza, Bandra, Kurla Complex, Bandra East, Mumbai – 400051</p> <p>Scrip Symbol: BARBEQUE</p>
--	--

Dear Sirs,

Sub: Press release on the financial results for the first quarter ended June 30, 2021

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations")

Pursuant to Regulation 30 of Listing Regulations, please find enclosed a copy of the Press Release on the financial results of the Company for first quarter ended June 30, 2021.

This is for your information and records.

Thanking you,

Yours faithfully,

For Barbeque-Nation Hospitality Limited



Nagamani C Y
Company Secretary and Compliance officer
M. No: A27475

Encl.: As above

BARBEQUE-NATION HOSPITALITY LIMITED

Registered Office: Sy. No. 62, Site No. 13, 6th Cross, NS Palya, BTM Layout, Bengaluru- 560 076, Karnataka, India
T: +91 80 45113000, **F:** +91 80 45113062, **E-mail:** corporate@barbequenation.com, **CIN:** U55101KA2006PLC073031
www.barbequenation.com

Barbeque Nation records ~9x y-o-y growth in Q1 FY2022 revenue

Bangalore, August 3, 2021: Barbeque Nation Hospitality Ltd ([BSE: 543283](#) | [NSE: BARBEQUE](#)), one of the leading food services company in India, announced its Q1 FY22 results.

Q1 FY22 Highlights

- Revenue from operations of Rs. 102 crores, an increase of 939% vs. Q1FY21
- Same store sales growth of 960%
- Delivery revenue of Rs. 56 crores, as increase of 1251% over Q1 FY21
- Consolidated sales recovery of 48% in Q1FY22 as compared to the same period in FY20. Recovery of 86% in July 21 vs. July 19.
- Reported EBITDA loss of ~Rs 10 crores, primarily impacted due to second wave of pandemic lockdowns and ensuing restrictions
- Opened 2 new Barbeque Nation restaurants and 8 restaurants under construction
- Opened 4 extension kitchens to increase the delivery footprint
- All Barbeque Nation restaurant team 100% vaccinated with at least one dose
- Own digital assets contribution of 21%
- Transforming from a casual dining restaurant chain into a food services company

Commenting on the business, **Mr. Kayum Dhanani**, Managing Director, said:

“We have delivered strong performance in Q1 FY22 despite the second wave of pandemic and ensuing lockdowns and restrictions on dine-in businesses. While this quarter was a similar situation to Q1 FY21 we were better prepared and our diversification strategy have helped mitigate the decline in revenues. We have transformed Barbeque Nation from a casual dining restaurant chain to a diversified food services company, focusing on building a strong delivery business and develop our digital assets. Our top priority has always been our employees and the safety of our guests. We sponsored large scale vaccination drives and I am proud to announce that 100% of our teams across restaurants have received at least one dose of the vaccination.”

Commenting on the performance, **Mr. Rahul Agrawal**, CEO, said:

“The strength in our diversification strategy was evident during the quarter with strong growth in our delivery segment. With the dine-in segment facing the brunt of the pandemic induced lockdowns we maintained our momentum of growth in our delivery business, and this reinforces our belief that the delivery segment will allow us to leverage our assets, opening up an incremental business opportunity. We have resumed our focus on network expansion and opened two Barbeque Nation restaurants in the first quarter and have a strong pipeline of under construction restaurants. In line with our strategy to expand delivery segment, we have launched four extension kitchens in July, thereby increasing our points of sale and catering to a larger customer base.”

About Barbeque Nation:

Founded in 2006, Barbeque Nation is one of India's leading food services company. It currently owns and operates 166 outlets across India and 3 other countries. The Company pioneered the format of 'over the table barbeque' concept in Indian restaurants. In addition, the nature and quality of food offerings, ambience and service of its restaurants create a one-of-a-kind customer experience. The Company launched UBQ by Barbeque Nation in 2018 to provide à la carte Indian cuisine in the value segment and launched Barbeque-in-a-box in 2020 to cater to the growing delivery segment. With an expansive network and brand recognition, Barbeque Nation continues to be a staple in most metro and tier-1 and 2 cities. The Company has a majority stake in 'Red Apple Kitchen', which operates 11 Italian cuisine restaurants under the popular brand "Toscano".

For further information, please contact

Kushal Budhia
Head of Strategy, IR and Business Development
Barbeque-Nation Hospitality Ltd.

+91 80 4511 3000
investor@barbequenation.com

Bijay Sharma / Bopiah Ganapathy
Churchgate Partners

+91 22 6169 5988
bbqn@churchgatepartners.com

Safe Harbour

This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Barbeque-Nation Hospitality Ltd and its subsidiaries/ associates ("Barbeque Nation"). These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others: general economic and business conditions in India and overseas, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currency changes, changes in the Indian and international interest rates, change in laws and regulations that apply to the related industries, increasing competition in and the conditions of the related industries, changes in political conditions in India and changes in the foreign exchange control regulations in India. Neither Barbeque Nation, nor our Directors, or any of our subsidiaries/associates assume any obligation to update any forward-looking statement contained in this release.