



Date: October 29, 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>
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Dear Sir/Madam,

Sub: Earnings Presentation on the financial results for the second quarter and half-year ended September 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 attached a copy of the Earnings Presentation of the financial results of the Company for the second quarter and half-year ended September 30, 2021 that will be circulated to the Investors/Analysts for the Earnings Conference Call scheduled today i.e. October 29, 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

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BARBEQUE NATION HOSPITALITY LTD.

Earnings
Presentation
Q2 FY2022



Key Highlights

Q2 FY22

Revenue from operations	Reported EBITDA	Delivery Revenue	SSSG ^{1,2} (%)	Restaurant Operating Margin	Own Digital Assets Contribution ³ (%)
₹ 2,209 mn	₹ 498 mn	₹ 511 mn	184%	₹ 386 mn	27.3%
+190% y-o-y	+568% y-o-y	+219% y-o-y	Q2FY21: (66.9)%	NM	
	EBITDA Margin: 22.6%			Margin: 17.5%	

H1 FY22

Revenue from operations	Reported EBITDA	Delivery Revenue	SSSG ^{1,2} (%)	Restaurant Operating Margin	Own Digital Assets Contribution ³ (%)
₹ 3,229 mn	₹ 394 mn	₹ 1,069 mn	270%	₹ 199 mn	25.4%
+276% y-o-y	NM	+430% y-o-y	H1FY21: (81.4)%	NM	
	EBITDA Margin: 12.2%			Margin: 6.2%	

1) Same store sales growth (SSSG) refers to the y-o-y growth in sales for restaurants which have been in operation before the previous comparison period

2) Non operational restaurants and closed restaurants during the period and new restaurants opened after the previous comparison period have been excluded from SSSG calculations

3) Own Digital Assets Contribution is calculated as revenue generated through Barbeque nation app and web bookings. Represents data for BBQ India only.

Leading food services company with strong dine-in & growing delivery vertical



Dine-in offering

Destination brand for **CELEBRATIONS**



VALUE- Fixed price 'all you can eat' offering a wide variety



SERVICE- Strong guest focus & prompt service



EXPERIENCE- Live grills enhancing guest experience & engagement



Delivery offering



PRODUCT INNOVATION
Barbeque-in-a-Box



A-LA-CARTE
UBQ



BBQN App



Food delivery aggregators

Delivery through **BBQN App/ website** and on **leading food delivery aggregators**



Toscano

Italian Cuisine- Dine-in & Delivery



ASPIRATION



EXPERIENCE

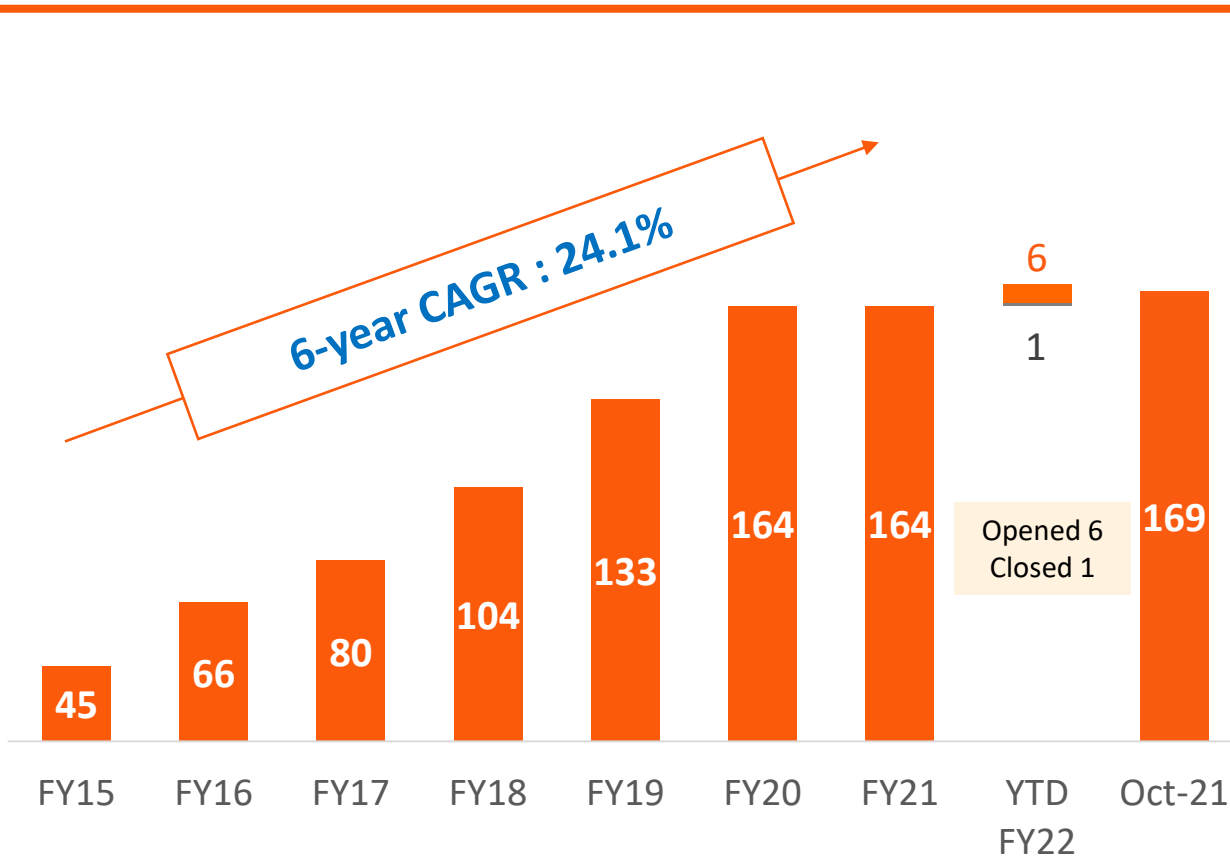


VALUE

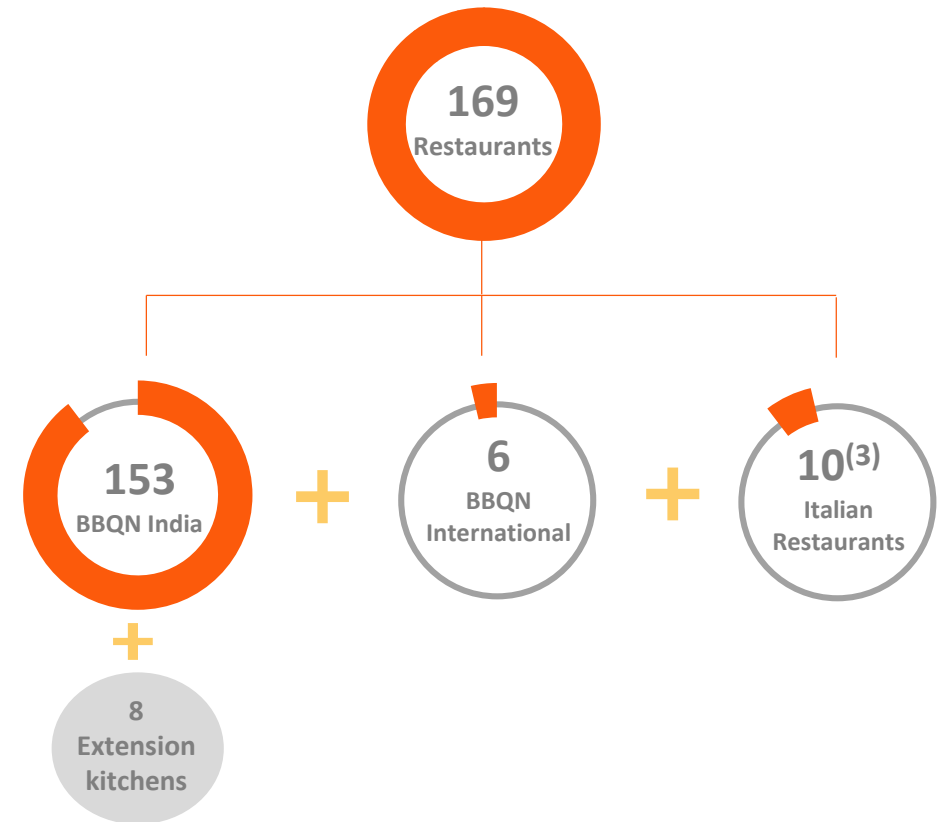
Restaurant network

Restaurant network growth resumed in FY22

Expansion of Restaurants¹



Restaurant Composition²

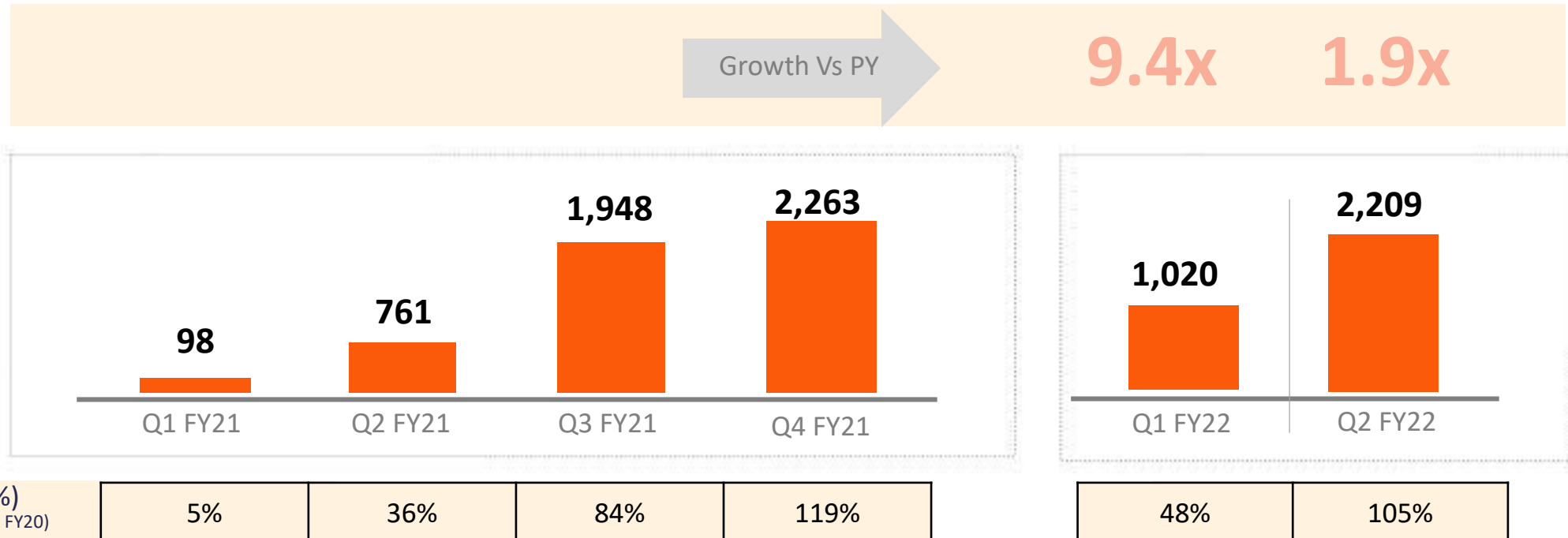


1) Toscano was included post acquisition in FY20
 2) Restaurant network was 167 as on 30th Sep 2021 and 2 restaurants were added in Oct 21
 3) Closed 1 outlet of Toscano in H1 FY22



Sales Recovery Trends

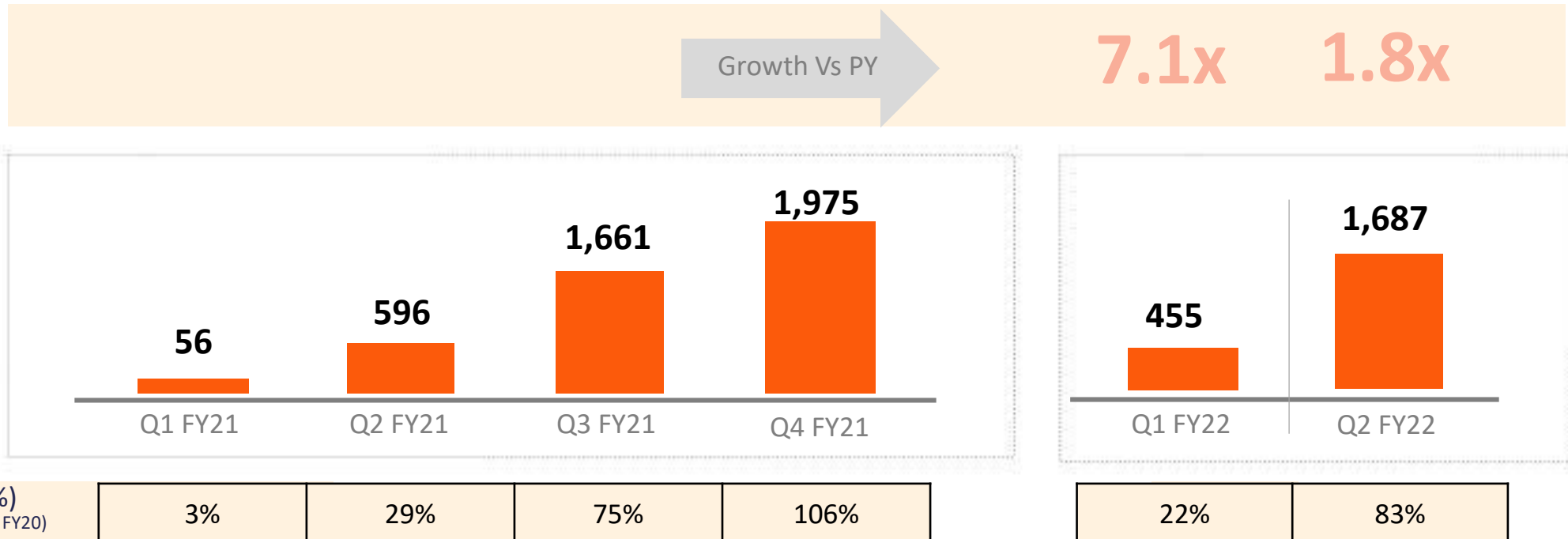
Consolidated Revenue from Operations (₹ million)



- Strong recovery in dine-in business with easing of restrictions and gradual reopening
- Strong delivery growth v/s previous year
- Revenue in the month of Sept-21 was 116% of Sep-19 revenue

Dine-in: Stronger recovery post second wave

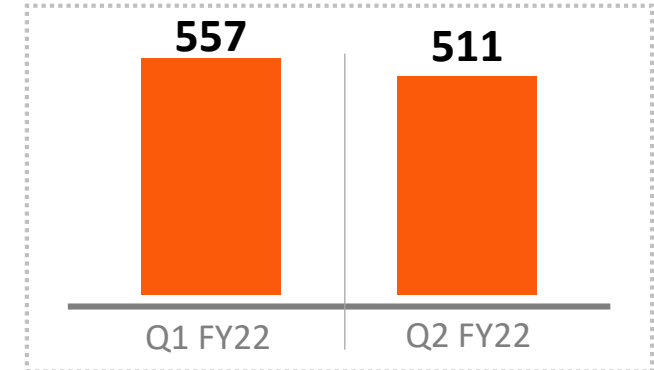
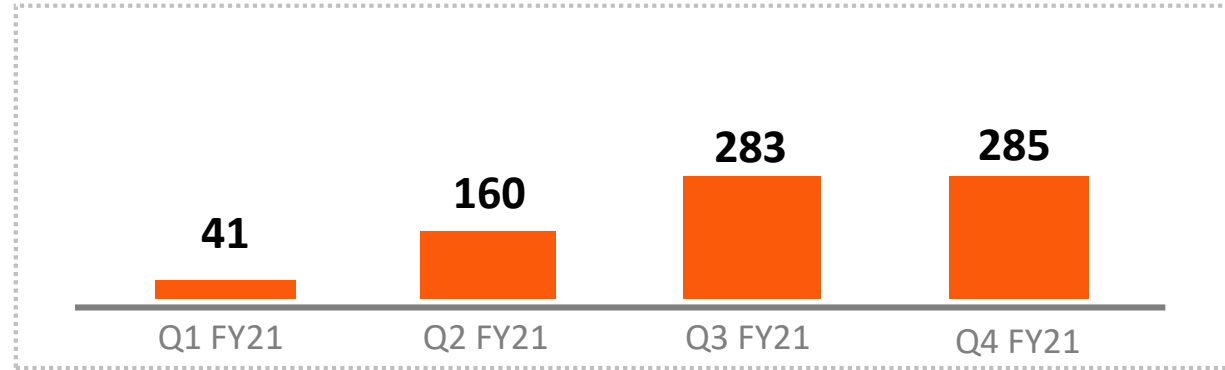
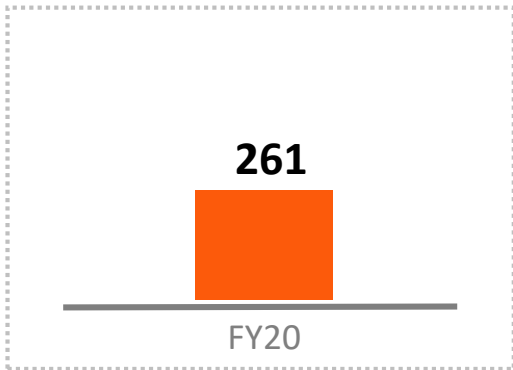
Dine –in Sales (₹ million)



- Gradual month on month recovery in dine-in sales with easing of restrictions
- Dine-in revenue in the month of Sept-21 was 98% of Sep-19 dine-in revenue

Scaling up the Delivery segment to drive incremental growth

Delivery Sales (₹ million)



Recovery (%)⁽¹⁾

87%	213%	321%	571%
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1351%	319%
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- Delivery segment grew 219% in Q2 FY22 along with gradual re-opening of dine-in

1) Sales Recovery % is calculated against the previous year same period and not FY20 as delivery scaled up during FY21

Strong performance of restaurants operating for the entire quarter

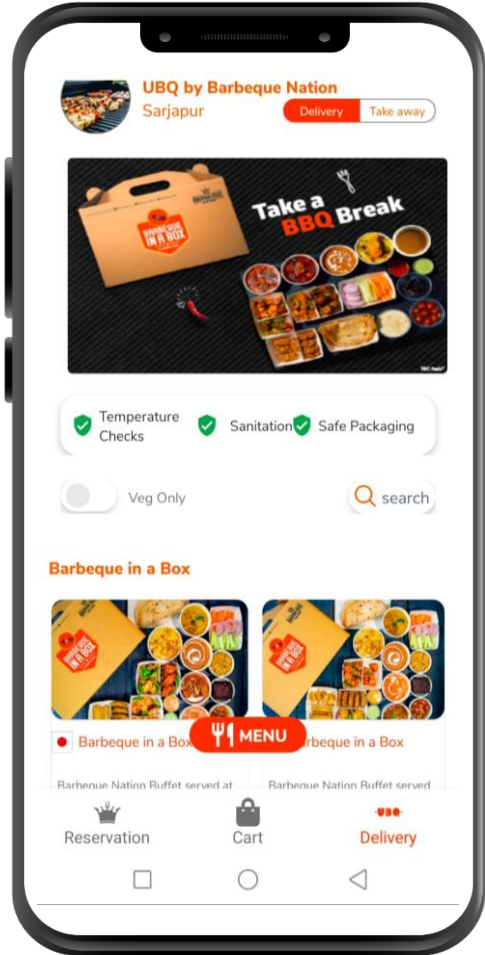
	Full Ops. ¹	Partial Ops. ¹	Total
Restaurant (#)	76	92	168 ⁽²⁾
Revenue from operations (₹ Mn)	1,240	969	2,209
Avg. Quarterly Revenue/Restaurant (₹ Mn)	16.3	10.5	13.1
Restaurant Operating Margin(%)	21.1%	12.8%	17.5%

- ~98% of the restaurants are currently operational

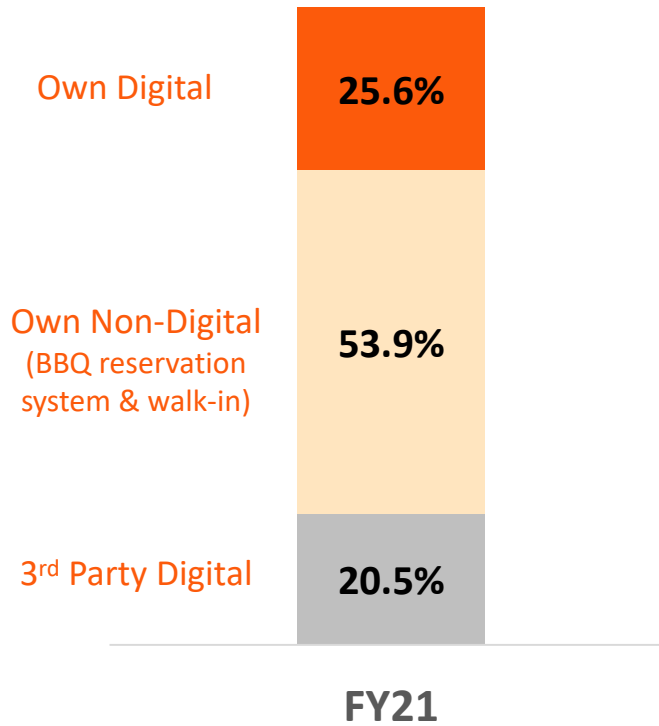
1) Restaurants with dine-in & delivery operating for the entire quarter are considered as "Full Ops" and the remaining as "Partial Ops"

2) No of restaurants as on 30-Sep-21 and includes one closed restaurant and excludes 2 restaurants opened in Oct 21

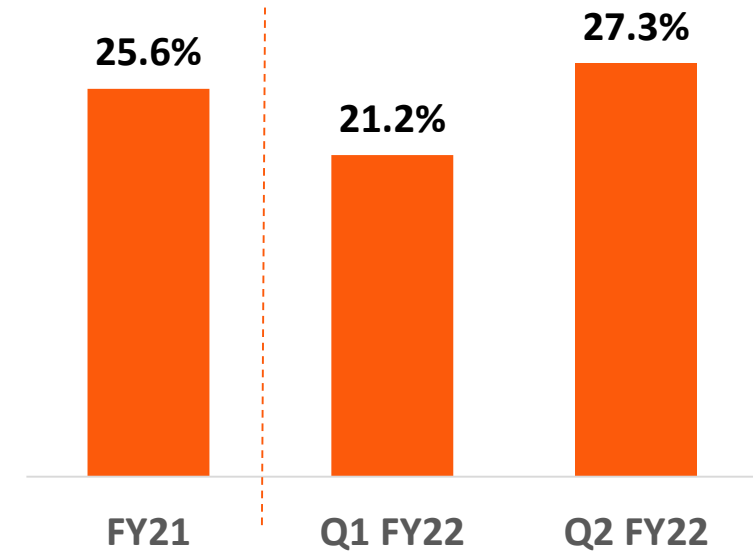
Own digital platform



Channel wise Contribution



Own Digital Assets Contribution¹ (%)

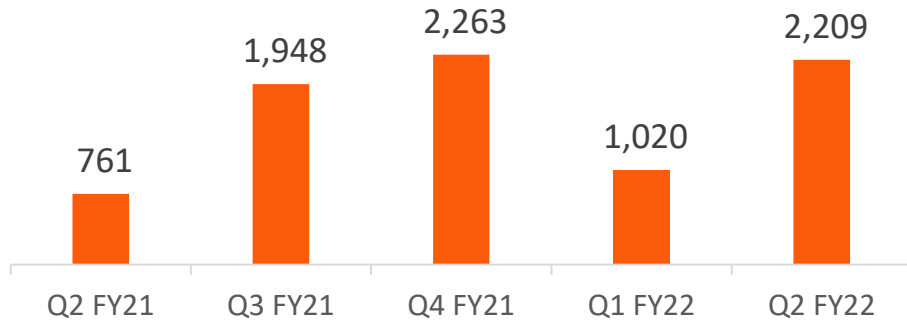


- App reservation increased with increase in dine-in
- Increasing shift towards digital demand

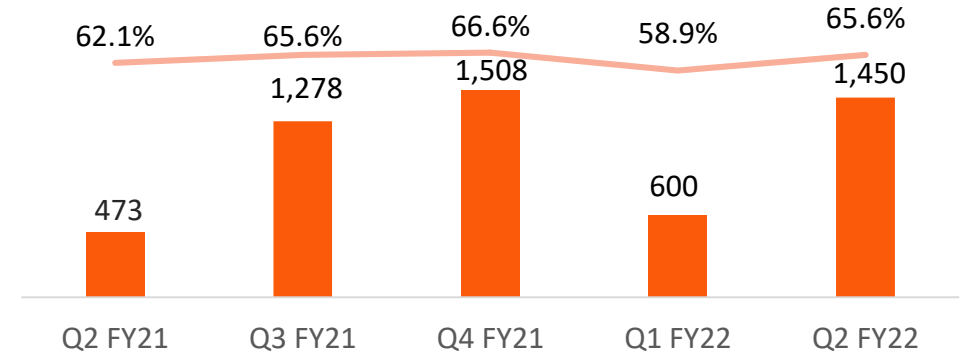
1) Own Digital Assets Contribution is calculated as revenue generated through Barbeque nation app and web bookings. Represents data for BBQ India only

Quarterly Performance Trend

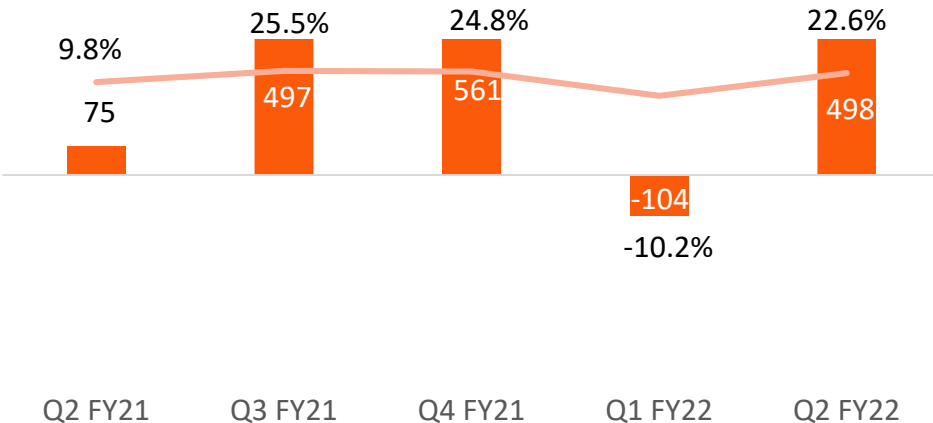
Revenue from Operations (₹ Mn)



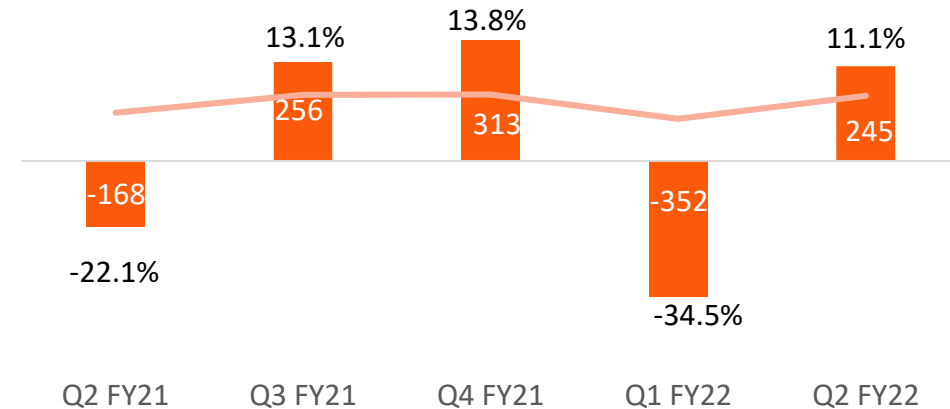
Gross Profit (₹ Mn) and Margin (%)



Reported EBITDA (₹ Mn) and Margin (%)



EBITDA w/o INDAS 116 (₹ Mn) and Margin (%)



All margins are calculated as % of Revenue from operations.

Consolidated Financials

Particulars (INR Millions)	Q2 FY22	Q2 FY21	YoY Gr%	Q1 FY22	QoQ Gr%
Revenue from operations	2,209	761	190%	1,020	117%
Other Income	85	117	(27.1)%	74	15.2%
Total Revenue	2,294	878	161%	1,094	110%
Cost of food and beverages consumed	759	288	164%	420	80.9%
Employee related expenses	462	250	85.2%	337	37.3%
Occupancy and other expenses	574	265	116%	442	30.1%
EBITDA	498	75	568%	(104)	nm
<i>EBITDA%</i>	22.6%	9.8%		(10.2)%	
Finance costs	153	224	(31.6)%	166	(7.5)%
Depreciation and amortisation expense	304	301	0.9%	289	5.2%
Exceptional items	(3)				
Profit before tax	44	(451)	nm	(559)	nm
Tax expense	10	(86)	nm	(120)	nm
Profit/(loss) after tax	33	(365)	nm	(439)	nm
<i>Profit/(loss) after tax%</i>	1.5%	(47.9)%		(43.0)%	

The above financials are including the impact of INDAS 116. All margins are calculated as % of Revenue from operations.

INDAS 116 Impact

Particulars (INR Millions)	Q2 FY22 (IND AS)	116 Adjustment	Q2 FY22 (wo IND AS)
Revenue from operations	2209		2209
Other Income	85	(67)	18
Total Revenue	2294	(67)	2226
Cost of food and beverages consumed	759		759
Employee related expenses	462		462
Occupancy and other expenses	574	185	760
EBITDA	498	(253)	245
<i>EBITDA%</i>	<i>22.6%</i>		<i>11.1%</i>
Finance costs	153	(121)	32
Depreciation and amortisation expense	304	(163)	141
Exceptional items	(3)	3	
Profit before tax	44	29	72
Tax expense	10	7	17
Profit/(loss) after tax	33	22	55
<i>Profit/(loss) after tax%</i>	<i>1.5%</i>		<i>2.5%</i>

All margins are calculated as % of Revenue from operations.

FY22 Outlook

Current Status



Ensure safety of guests and employees

100% Vaccination⁽¹⁾ across all outlets



Implement cost optimization measures to minimize Covid impact

Ongoing



Drive recovery in dine-in business as Covid restrictions are relaxed

~98% dine-in revenue in Sept 21 v/s Sept 19



Focus on the delivery business and grow the vertical by 2x

~1.4x of FY21 achieved till H1 FY22



Add ~20 new restaurants

6 launched; 10 under construction

1) 100% restaurant employees on payroll as on 20th Oct 2021 are fully vaccinated except cases where second dose is not due

Transforming from CDR into a Food Services Company



A casual dining restaurant (CDR) chain



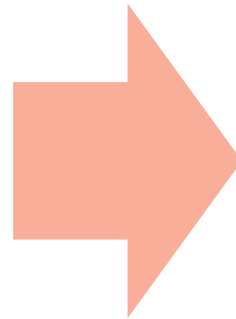
Focused on dine-in and enhancing customer experience



BBQN digital assets used for reservations and feedback



Barbeque and Indian cuisine



Food services company
Dine-in | Delivery



Enhance our dine-in business coupled with delivery business providing incremental avenue for growth



BBQN digital assets used for reservations, feedbacks, loyalty and delivery



Diversified menu options to provide multiple cuisines catering to a larger market segment

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 Barbeque-Nation Hospitality Ltd (“Barbeque Nation” or 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. Barbeque Nation undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

All the number are on consolidated basis and without adjustment for the minority interest of 38.65% in Red Apple Kitchen, unless otherwise mentioned. All margin calculation are on Revenue from operations, unless otherwise mentioned.

For further information, please contact:

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