

Barbeque Nation delivered the highest ever Revenue and EBITDA in Q3 FY22

Bangalore, February 3, 2022: Barbeque Nation Hospitality Ltd ([BSE: 543283](#) | [NSE: BARBEQUE](#)), one of the leading food services company in India, announced its Q3 FY22 results.

Q3 FY22 Highlights

- Revenue from operations of Rs. 286.7 crores, an increase of 47.1% vs. Q3FY21
- Same store sales growth of 42.7%
- Delivery revenue of Rs. 46.6 crores, an increase of 64.4% over Q3 FY21
- Consolidated sales recovery of 123% in Q3FY22 as compared to the same period in FY20
- Reported EBITDA of Rs 70.2 crores, an increase of 41.1% over Q3 FY21
- Opened 7 new Barbeque Nation restaurants and 4 extension kitchens in Q3FY22
- Own digital assets contribution of ~25% in Q3FY22
- Transforming from a casual dining restaurant chain into a food services company

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

“With the receding impact of the pandemic coupled with increased vaccination, we are experiencing improvement in the demand. Later part of December and January experienced some restrictions due to new variant but anticipate relaxation going forward, which will support our strong recovery trend. The dine in business made a robust recovery and our delivery vertical also contributed to our growth and has already achieved 2x of FY21 revenues. This strong performance has resulted recorded best ever topline and EBITDA in the history of the Company. Our various initiatives, including transformation to a food services company has started yielding positive results and is anticipated to provide further impetus to our growth journey going forward.”

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

“The gradual lifting of restrictions across the country has supported our recovery journey for the quarter. Of the total 174, over 90% of our outlets were fully operational during the quarter. This has led us to registering a robust growth in the dine-in segment as well as delivery segment. Our revenues have grown at 47% and profitability also improved significantly during the quarter with over 41% y-o-y growth in EBITDA. In continuation of our strategy to expand our reach, we have added 7 new restaurants during the quarter. We are on track to open 20 restaurants by end of the financial year and will also continue to invest in our digital platform, which will further augment our growth journey.”

About Barbeque Nation:

Founded in 2006, Barbeque Nation is one of India's leading food services company. It currently owns and operates 177 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 10 Italian cuisine restaurants under the popular brand "Toscano".

For further information, please contact

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Safe Harbour

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