

## A record 70% revenue y-o-y growth in FY22

**Bangalore, May 18, 2022:** Barbeque Nation Hospitality Ltd ([BSE: 543283](#) | [NSE: BARBEQUE](#)), one of the leading food services company in India, announced its Q4 FY22 results.

### FY22 and Q4 FY22 Highlights

- Revenue from operations of Rs. 861 crores, an increase of 70% over previous year
- Dine-in revenue growth of 54% and delivery revenue growth of 157% in FY22 over FY21.
- Reported EBITDA of Rs. 160 crs in FY22 vs. Rs. 92.4crs in FY21
- Growth of 11% in Q4FY22 revenues with EBITDA margin of 20.1%
- Opened 12 new Barbeque Nation restaurants taking overall network to 185 restaurants
- Cumulative Barbeque Nation App downloads of 4.2mn, 63% increase over March 21
- Successful track record of new business like UBQ, Toscano and International

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

*“We are happy to announce yet another remarkable quarterly operating performance at Barbeque Nation. The quarter started with a strong Omicron wave leading to dine-in operating restrictions. However, recovery post the 3<sup>rd</sup> wave was equally steep, leading to strong revenue growth during the quarter. Over last two and half years, the business has effectively sailed through 3 Covid waves led by strong resilience of the brand and the team. The business has structurally become more robust with strong Balance sheet, diversified revenue streams and profitable presence across multiple geographies and brands. We also ramped up our expansion with 12 new restaurants, taking overall store count to 185 restaurants. With various strategic initiatives envisaged during the current financial year, we are well poised to continue our growth trajectory in the future.”*

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

*“The dominance of Omicron wave, multiyear high inflation and challenges in supply chain had led to challenging operating environment during the quarter. Despite these challenges, Barbeque Nation has continued its growth journey with strong y-o-y annual growth in its dine-in & delivery revenues and margins. We continue to invest in expanding our restaurant network and have reached 185 restaurants as on March 2022. We intend to continue this momentum and expect to add 35-40 new restaurants during FY23 and another 80 restaurants by FY25. Over the last two years, the Company has demonstrated strong track record of new business verticals like UBQ, BBQ International and Toscano. With a strong balance sheet and operating strength, our prime focus will be to continue our expansion and provide best-in-class dining & delivery experience to our guests whilst creating value for all our stakeholders.”*

### About Barbeque Nation:

Founded in 2006, Barbeque Nation is one of India's leading food services company. It currently owns and operates 185 restaurants (across 2 brands) in 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

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### 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.*