

## Barbeque Nation became the 1<sup>st</sup> Indian full-service CDR brand to reach ₹1,000+ crore revenues in a year

### FY23 Highlights

- Revenue from operations of ₹ 1,233.8 crores, y-o-y growth of 43.4%
- Reported EBITDA stands at ₹ 238.6 crore; EBITDA margin of 19.3%
- Reported Profit Before Tax (PBT) of ₹ 25.7 crore
- Reported Profit After Tax (PAT) stood at ₹ 19.1 crore
- Dine-in to delivery revenue mix of 86.4% and 13.4% respectively
- Opened 39 new restaurants in FY23 taking overall network to 216 restaurants
- Cumulative Barbeque Nation App downloads of 5.7mn, 34% increase over March 2022

**Bengaluru, May 27, 2023:** Barbeque Nation Hospitality Ltd ([BSE: 543283](#) | [NSE: BARBEQUE](#)), one of the leading food services company in India, announced its Q4 and Full Year FY23 results.

Revenue from operations during the year was ₹ 1,233.8 crores, delivering a growth of 43.4% compared to last year. The growth was primarily driven by growth in dine-in revenues, offset to some extent due to decline in delivery revenues. Reported EBITDA for the year stood at ₹ 238.6 crores with EBITDA margins of 19.3%. Reported PAT for the year was ₹ 19.1 crores.

During the year, the Company added 39 new restaurants resulting in total count of 216. Total restaurants included 14 Toscano restaurants, 6 Barbeque Nation international restaurants and balance 196 were Barbeque Nation India network.

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

*“Our performance for the year was encouraging despite the prevailing demand softness across the industry. During the year, Barbeque Nation brand achieved the milestone of becoming the 1<sup>st</sup> Indian full-service CDR brand to reach ₹1,000+ crore revenues in a year. This achievement is a testament to the brand’s growth potential and we will strive to achieve many more such milestones in future. Our relentless focus over past years have resulted in creating multiple growth levers for the Company such as Toscano, international business and delivery vertical. We believe the share of contribution for these businesses will further increase in the overall revenue and profitability mix, which will further strengthen our position as diversified food services company.”*

Commenting on the performance, **Mr. Rahul Agrawal**, CEO and Whole Time Director, said:

*“As a market leader in the Indian Casual Dining Restaurant, we are proud to report that Barbeque Nation brand has crossed annual revenue of ₹1,000+ crores in FY23. We had an overall encouraging performance in FY23 with revenue growth of 43%, EBITDA growth of 49% and reported EBITDA margins of 19.3%. We continue to remain focused on enhancing guest experience through upgraded store designs, elevating culinary experience and service culture, thereby becoming the preferred destination for celebration. As a diversified Indian food services company, we will continue to invest in Barbeque Nation along with our other brands namely Toscano, UBQ and Dum Safar.”*

### About Barbeque Nation:

Founded in 2006, Barbeque Nation is one of India's leading food services company. It currently owns and operates 216 restaurants in India and 3 other countries. The Company pioneered the format of 'over the table barbeque' concept in Indian restaurants. 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 and launched Barbeque-in-a-box in 2020 to cater to the growing delivery segment. Further, the Company launched its Biryani Brand 'Dum Safar' in September 2022. 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 14 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.*