Date: August 7, 2023

To

The Manager Listing Department **BSE Limited** P.J. Towers, Dalal Street, Mumbai – 400001 ***Scrip Code: 543283***	The Manager Listing & Compliance Department **National Stock Exchange of India Limited** Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051 ***Scrip Symbol: BARBEQUE***

Dear Sir/Madam,

Subject: Earnings Presentation on Unaudited Financial Results of the Company for the First Quarter ended June 30, 2023

Ref.: *Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015*

Please find enclosed a copy of the Earnings Presentation on Unaudited Financial Results of the Company for the first quarter ended June 30, 2023 which will be circulated to the Investors/Analysts for the Earnings Conference Call scheduled today i.e. on Monday, August 7, 2023 at 5:00 PM (IST).

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

BARBEQUE NATION HOSPITALITY LTD.

Earnings Presentation

Q1 FY24

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 17.57% in Red Apple Kitchen, unless otherwise mentioned. All margin calculation are on Revenue from operations, unless otherwise mentioned.

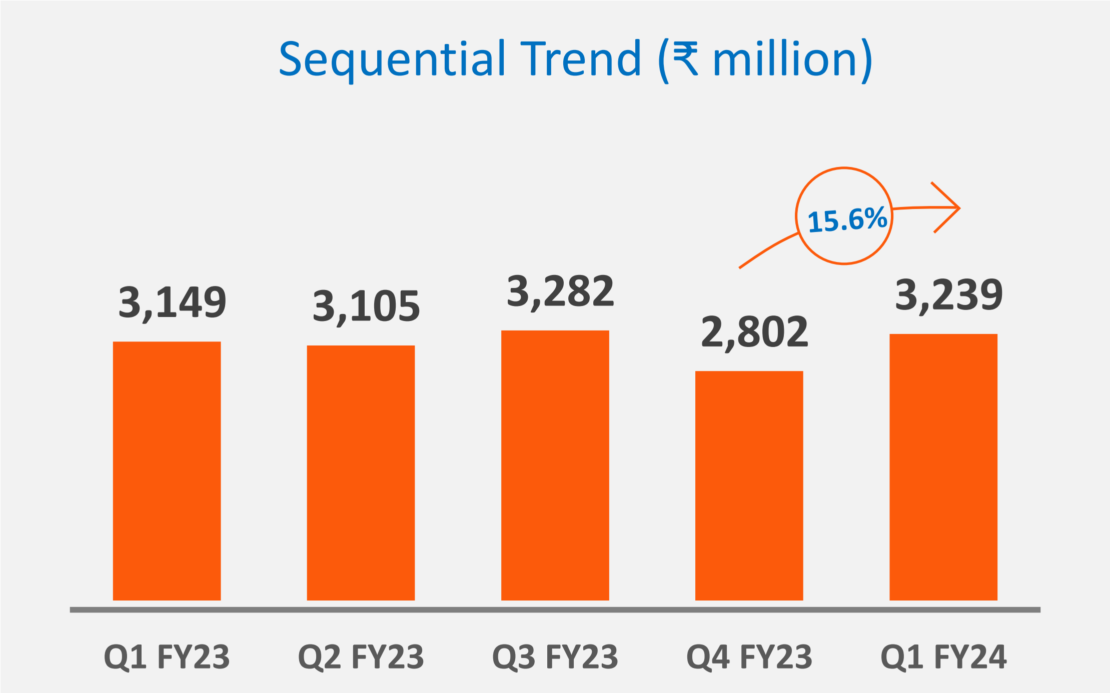
Q1 FY24 Key highlights

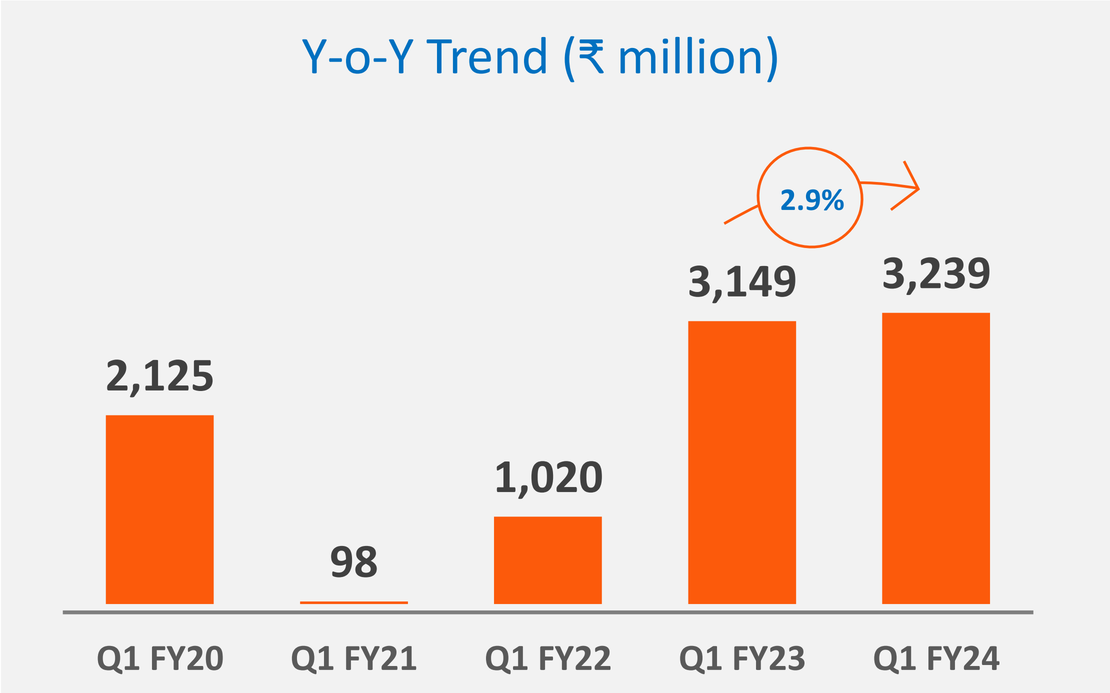
Revenue from Operations	Dine-in Revenue	Delivery Revenue	Reported EBITDA
₹ 3,239 mn	₹ 2,755 mn	₹ 473 mn	₹ 476 mn
+15.6% Q-o-Q/+2.9% y-o-y	+14.5% Q-o-Q/+1.3% y-o-y	+21.0% Q-o-Q/+12.6% y-o-y	13.1% Q-o-Q/(35.1)% y-o-y Margin: 14.7%

SSSG (%)	New Restaurant Additions	Revenue Mix (%) (BN India dine-in/Others)	Own Digital Assets Contribution (%)
(7.7)%	4	72.6% / 27.4%	25.6%
Q1 FY23: 182%	Q1 FY23: 11	Q1 FY23: 75.7% / 24.3%	Q1 FY23: 24.6%

Sequential growth of 15.6% ; Y-o-Y Revenue growth of 2.9%

Consolidated Revenue from Operations (₹ million)

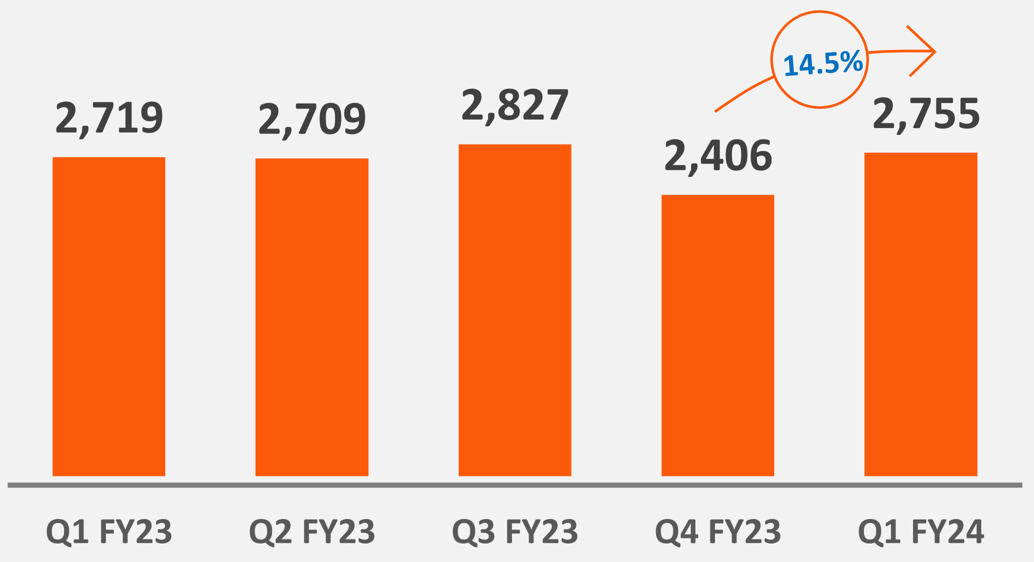




- Q1 FY24 revenues grew 15.6% sequentially supported by strong growth in dine-in and delivery business
- Y-o-Y growth of 2.9% led by network expansion
- SSSG: (7.7)% in Q1 FY24

Dine-in: Sequential growth of 14.5% ; Y-o-Y Revenue growth of 1.3%

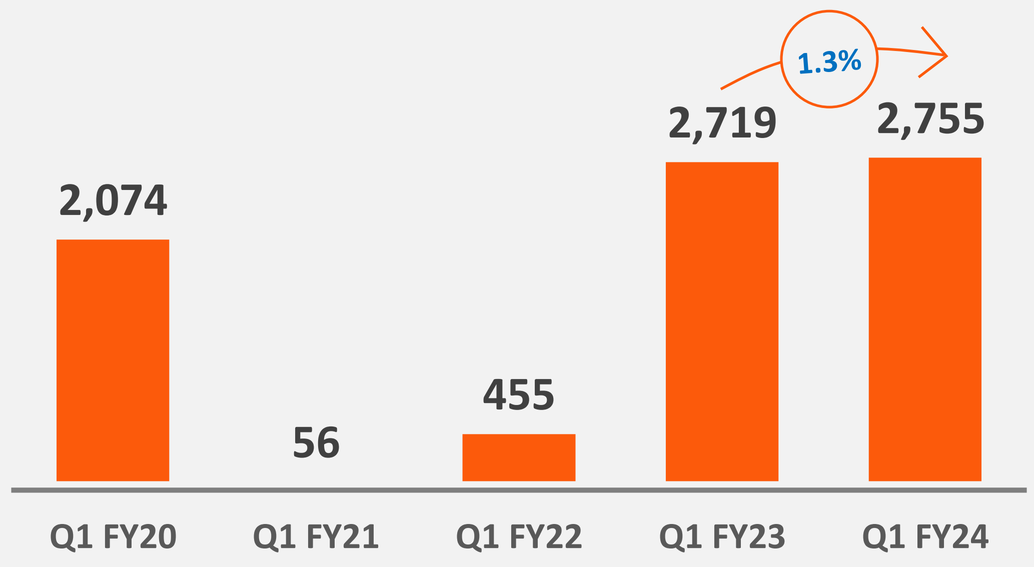
Q-o-Q Dine – in Sales (₹ million)



Share of business (%)

86.4%	87.2%	86.1%	85.8%	85.1%

Y-o-Y Dine – in Sales (₹ million)



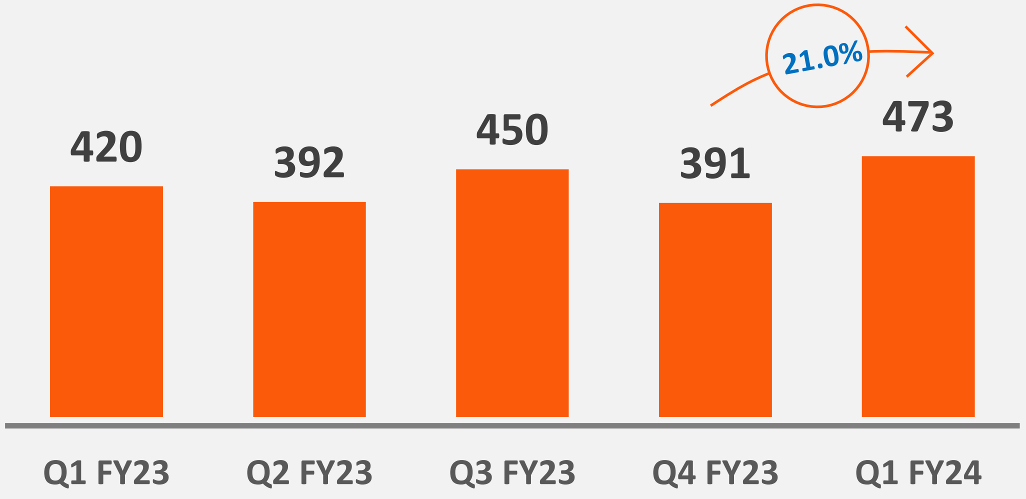
Share of business (%)

97.6%	57.0%	44.6%	86.4%	85.1%

- Q1 FY24 dine-in volume growth of 20% & revenue growth of 14.5% on Q-o-Q basis
- Dine-in revenue growth of 1.3% on Y-o-Y basis

Delivery: Sequential growth of 21.0% ; Y-o-Y Revenue growth of 12.6%

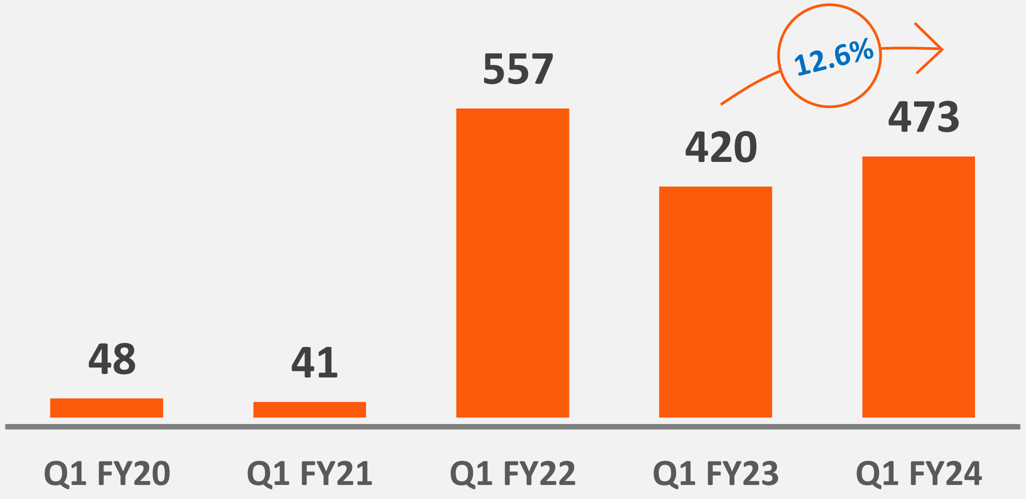
Q-o-Q Delivery Sales (₹ million)



Share of business (%)

13.3%	12.6%	13.7%	13.9%	14.6%

Y-o-Y Delivery Sales (₹ million)



Share of business (%)

2.2%	42.0%	54.7%	13.3%	14.6%

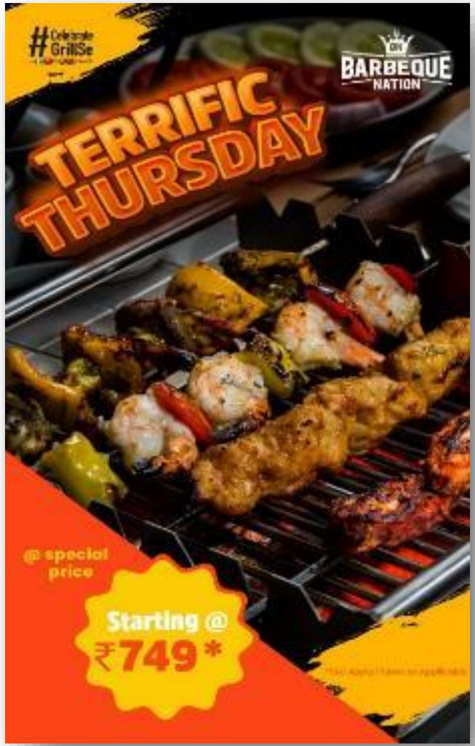
- Strong volume driven sequential and Y-o-Y growth in delivery revenues
- Net average realized order value stable

Flavours @ Barbeque Nation

Targeted promotions to increase weekday sales

Beverage driven promotions

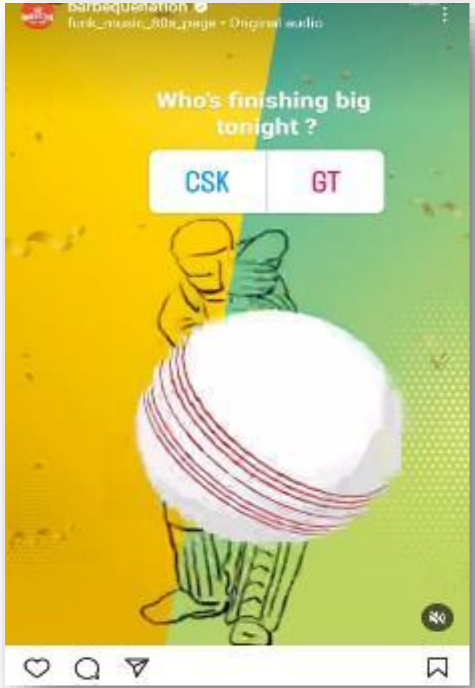
Promotions

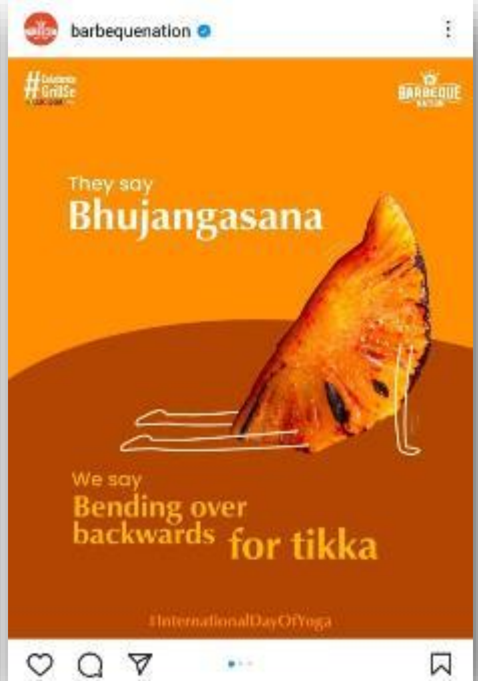


Beverage Promotions

Active occasion based Social media engagements

IPL Interactions	Special occasions	Themed Banters



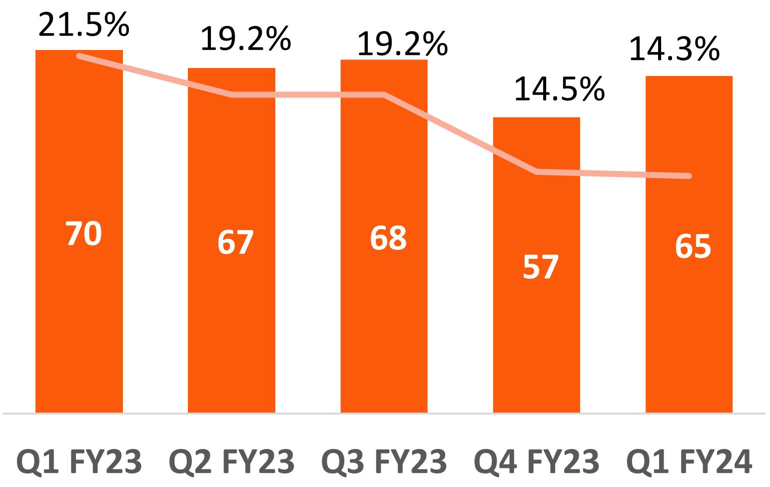


Flavours @ Toscano

Sequential recovery across both matured and new portfolio

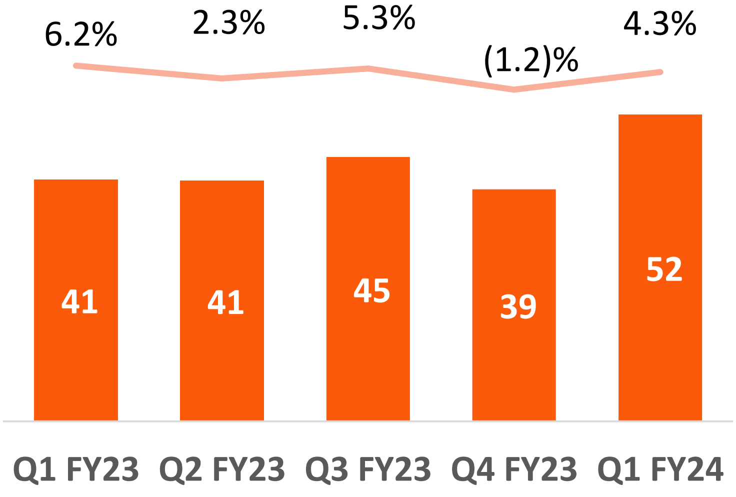
Average Annual Revenue/Outlet (₹ Mn) and Restaurant Operating Margin (%)

Matured



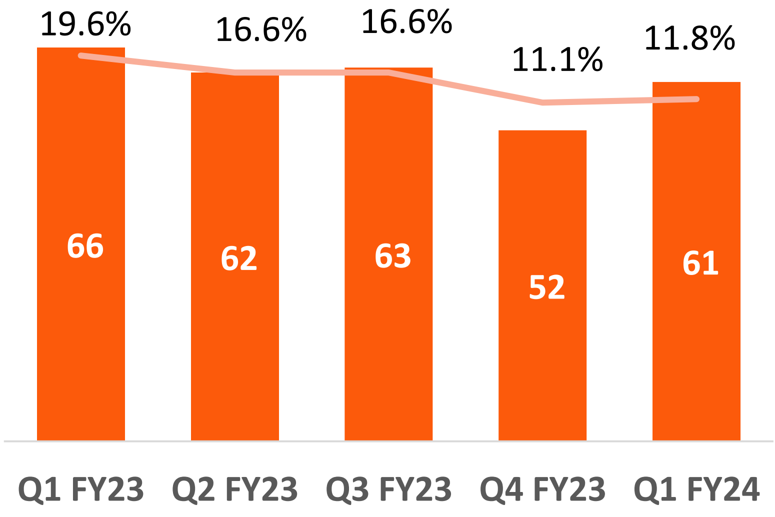
- Revenue/Outlet grew 13.9% on Q-o-Q basis in Q1 FY24
- Delivered Avg. Annual Revenue/Outlet run rate of ₹ 65 Mn

New



- Revenue/Outlet grew 32.4% on Q-o-Q basis in Q1 FY24
- Delivered Avg. Annual Revenue/Outlet run rate of ₹ 52 Mn

Total

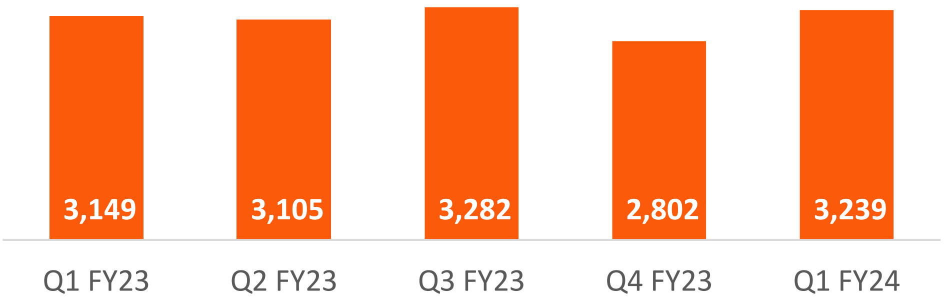


- Strong Q-o-Q recovery in revenue/outlet
- Y-o-Y margin impact due to lower gross margins and operating deleverage

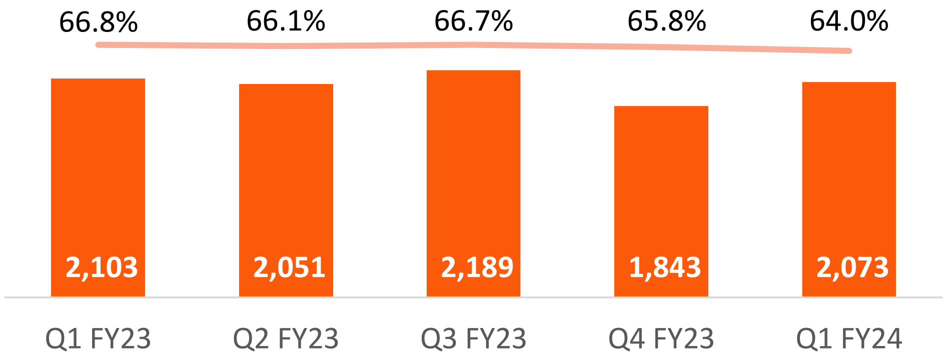
Note: Revenues are annualized basis the respective quarterly revenue

Quarterly revenue and margin trend

Revenue from Operations (₹ Mn)

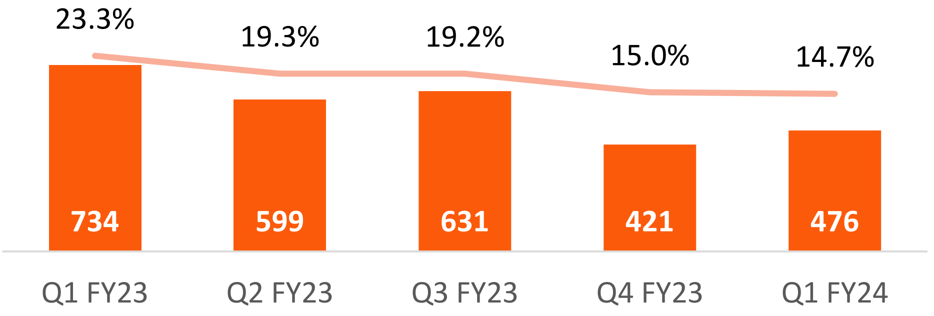


Gross Profit (₹ Mn) and Margin (%)

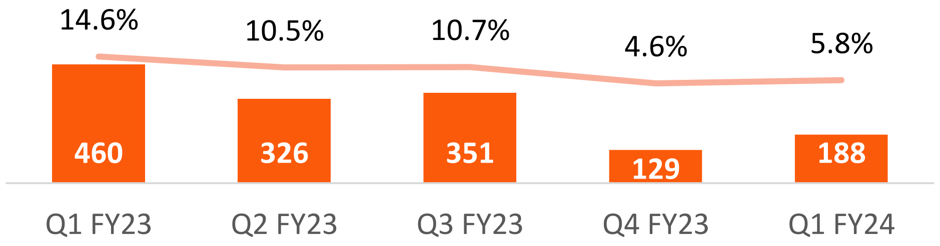


Impacted by lower APC in Q1 FY24; Recovered in July

Reported EBITDA (₹ Mn) and Margin (%)



Adjusted EBITDA* (₹ Mn) and Margin (%)



*Adjusted EBITDA is EBITDA without IND AS 116 adjustments and excludes non cash ESOP provisions. All margins are calculated as % of Revenue from operations.

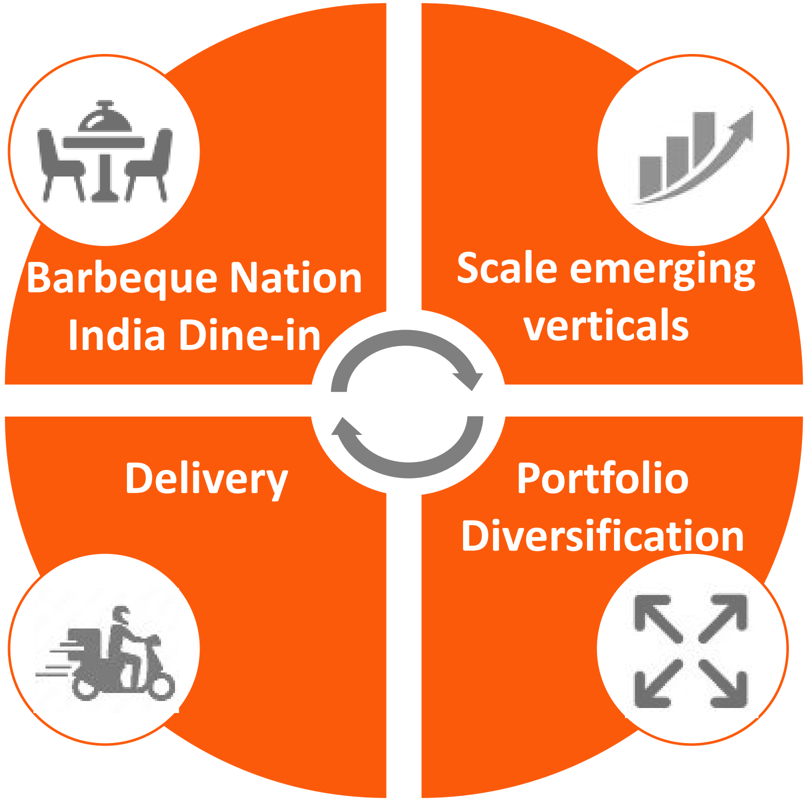
Consolidated P&L

₹ Millions	Q1 FY24	Q1 FY23	Y-o-Y Gr%	Q4 FY23	Q-o-Q Gr%
Revenue from operations	3,239	3,149	2.9%	2,802	15.6%
Other Income	9	30	(70.4)%	22	(60.4)%
Total Revenue	**3,248**	**3,179**	**2.2%**	**2,825**	**15.0%**
Cost of food and beverages consumed	1,166	1,046	11.5%	959	21.6%
Employee related expenses	717	640	12.0%	669	7.2%
Occupancy and other expenses	888	758	17.2%	775	14.5%
EBITDA	**476**	**734**	**(35.1)%**	**421**	**13.1%**
EBITDA %	*14.7%*	*23.3%*		*15.0%*	
Finance costs	187	175	7.4%	180	4.3%
Depreciation and amortisation	375	352	6.6%	366	2.3%
Exceptional items	(31)	(0)	NM	17	NM
Profit before tax	**(55)**	**208**	**NM**	**(142)**	**NM**
Tax expense	(14)	48	NM	(26)	NM
Profit/(loss) after tax	**(41)**	**160**	**NM**	**(116)**	**NM**
Profit/(loss) after tax %	*(1.3)%*	*5.1%*		*(4.1)%*	
Adjusted profitability*					
Adjusted EBITDA	**188**	**460**	**(59.1)%**	**129**	**45.3%**
Adjusted EBITDA %	*5.8%*	*14.6%*		*4.6%*	
Adjusted Profit/(loss) before tax	**(32)**	**254**	**NM**	**(107)**	**NM**
Adjusted Profit/(loss) before tax %	*(1.0)%*	*8.1%*		*(3.8)%*	

*Adjusted EBITDA and PBT is calculated without the impact of IND AS 116 and excludes non cash ESOP related provisions and exceptional items. All margins are calculated as % of Revenue from operations.

Focus Areas

- Enhance guest experience
- Maintain employee focus culture
- Focus on SSSG & profitability
- Cost optimization
- Upgrade assets
- Drive digital assets growth



- Toscano :
  - Expansion led growth
  - Maintain SSSG & profitability
- Barbeque Nation International :
  - Calibrated expansion
  - Maintain SSSG & profitability

- UBQ Volume growth
- Dum Safar: Increase market penetration

- Expand brand portfolio
- Acquisitions

Maintain Casual Dining Restaurant Leadership

Consistently ranked amongst Best Companies to Work For

13

Rank

Best Companies To Work For

Great Place To Work.

INDIA 2023

THE ECONOMIC TIMES

BARBEQUE NATION

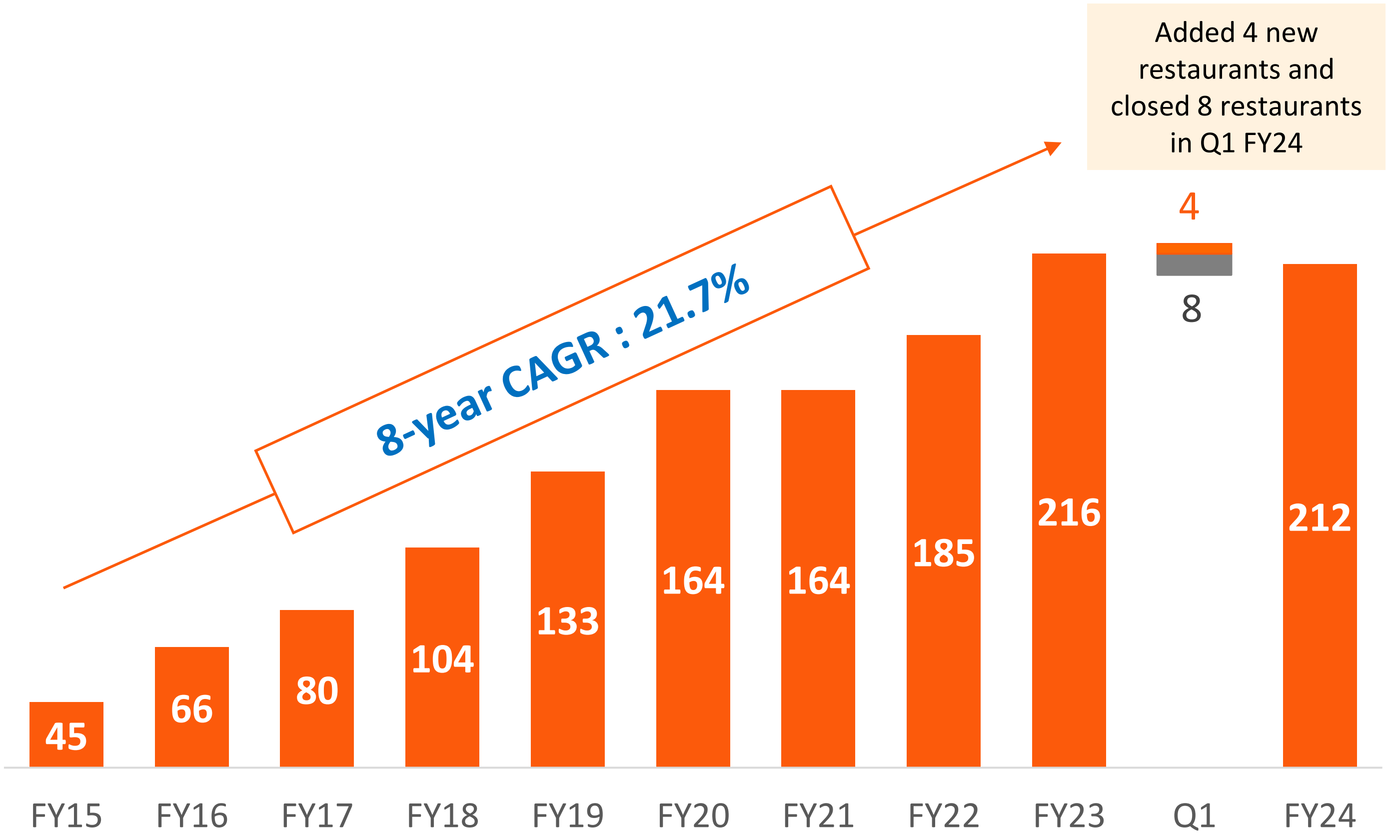
Ranked 13th by Great Place To Work for the year 2023

BARBEQUE NATION UBQ Toscano DUM SAFAR BIRYANI

Calibrated restaurant network expansion

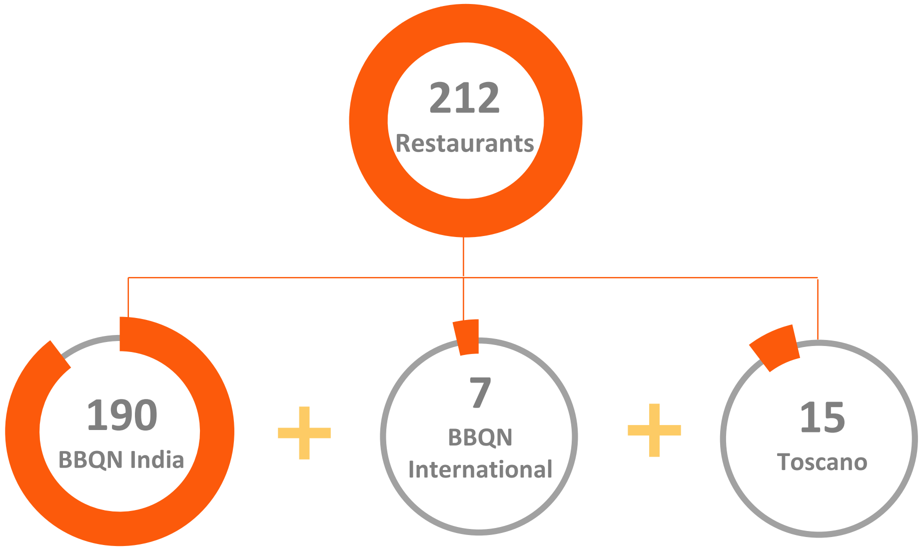
Added 4 new restaurants to the network in Q1

Expansion of Restaurant Network



Target to add 20 new restaurants in FY24

Restaurant Composition



Distribution	FY23	Q1 FY24
Metros & Tier I	162	161
Tier II & III Cities	54	51
Total Network	**216**	**212**

4 New restaurants in Q1FY24

Dubai – Silicon Central


Dehradun – GMS Road


Kadapa – AP

Phoenix Market City - Chennai

Upgrading restaurant 'look and feel'

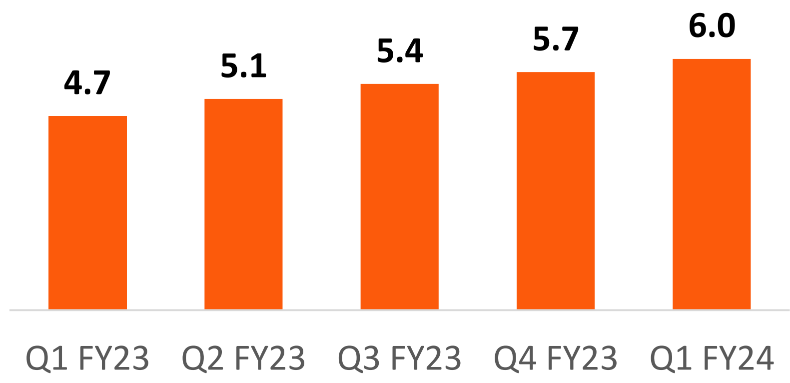
Before 2013

2013 - 2020

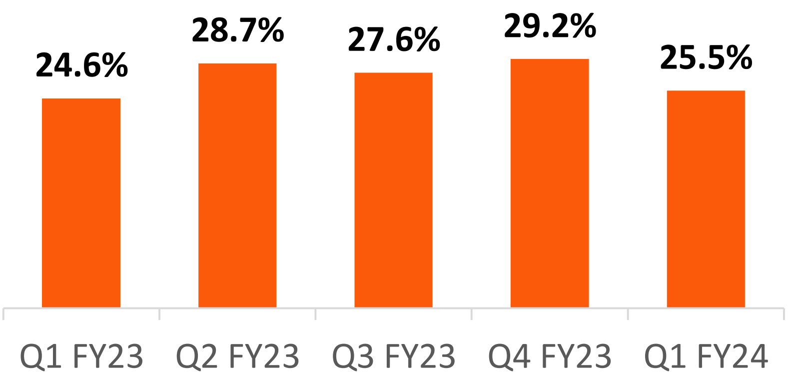
Post 2021

Own digital assets focus

Cumulative App Downloads (In Mn)



Own Digital Assets Contribution[1] (%)



- Cumulative BBQ App downloads: 6.0mn+; 29% increase over Jun-22
- Own digital assets contribution (%) improved from 24.6% in Q1 FY23 to 25.5% in Q1 FY24
- **Completed online reservation integration with Google - First restaurant chain to do so in India**

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

ESG Initiatives

Sapling Plantation Drive at CRPF, Yelahanka Campus

In Partnership with

Barbeque-Nation Hospitality Limited and Jeevanmukti Foundation®, Bengaluru

BARBEQUE NATION

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