Date: November 12, 2024

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 Sirs,

Subject: Earnings Presentation on Un-Audited Financial Results of the Company for the Quarter ended September 30, 2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose the copy of Earnings Presentation on Un-Audited Financial Results of the Company for the Quarter ended September 30, 2024, which will be placed on the Company's website, for the Earnings Conference Call scheduled today i.e. Tuesday, November 12, 2024 at 5:00 PM (IST).

This is for your information and records.

Thanking you.

Yours faithfully,
For Barbeque-Nation Hospitality Limited

NAGAMANI C Y
Digitally signed by NAGAMANI C Y
Date: 2024.11.12 16:06:43 +05'30'

Nagamani C Y
Company Secretary & Compliance Officer
M. No.: A27475

Encl.: *As above*

BARBEQUE-NATION HOSPITALITY LIMITED

Earnings Presentation

Q2 FY2025

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 numbers are on consolidated basis and without adjustment for the minority interest of in Red Apple Kitchen Consultancy and in Blue Planet Foods unless otherwise mentioned. All margin calculation are on Revenue from operations, unless otherwise mentioned.

Q2 FY25 Key highlights

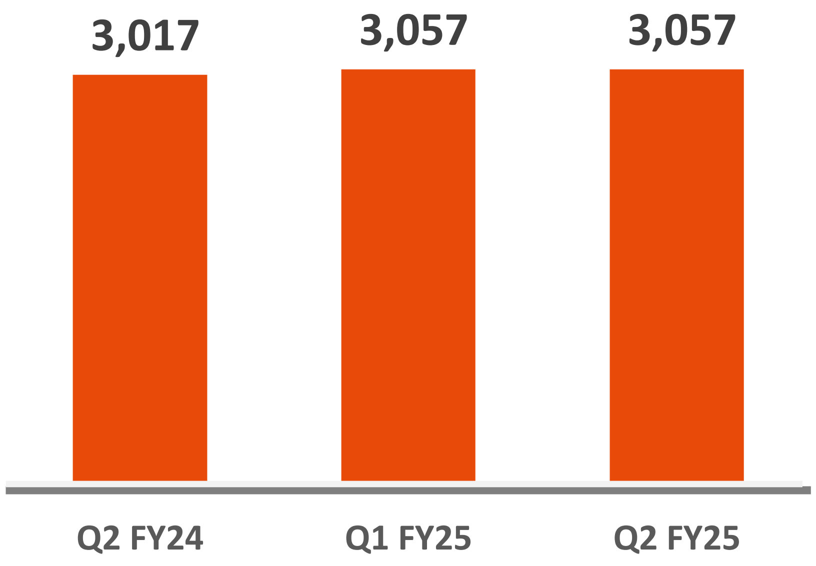
Revenue from Operations	Restaurant Network	SSSG (%)	Dine-in/ Delivery Mix
₹ 3,057 mn	222	(2.5)%	85%/15%
1.3% y-o-y	Q2 FY24: 212	Q2 FY24: (10.7)%	Q2 FY24: 85%/15%

Gross Margin	Operating EBITDA	Adjusted Operating EBITDA*	Cash Profit
₹ 2,081 mn	₹ 456 mn	₹ 166 mn	₹ 154 mn
+4.6% y-o-y Margin: 68.1%	+2.7% y-o-y Margin: 14.9%	+23.1% y-o-y Margin: 5.4%	+16.9% y-o-y % of Revenue: 5.0%

*Adjusted Operating EBITDA is calculated without the impact of IND AS 116, excludes other income and non cash ESOP provisions

Consolidated revenues grew 1.3% Y-o-Y

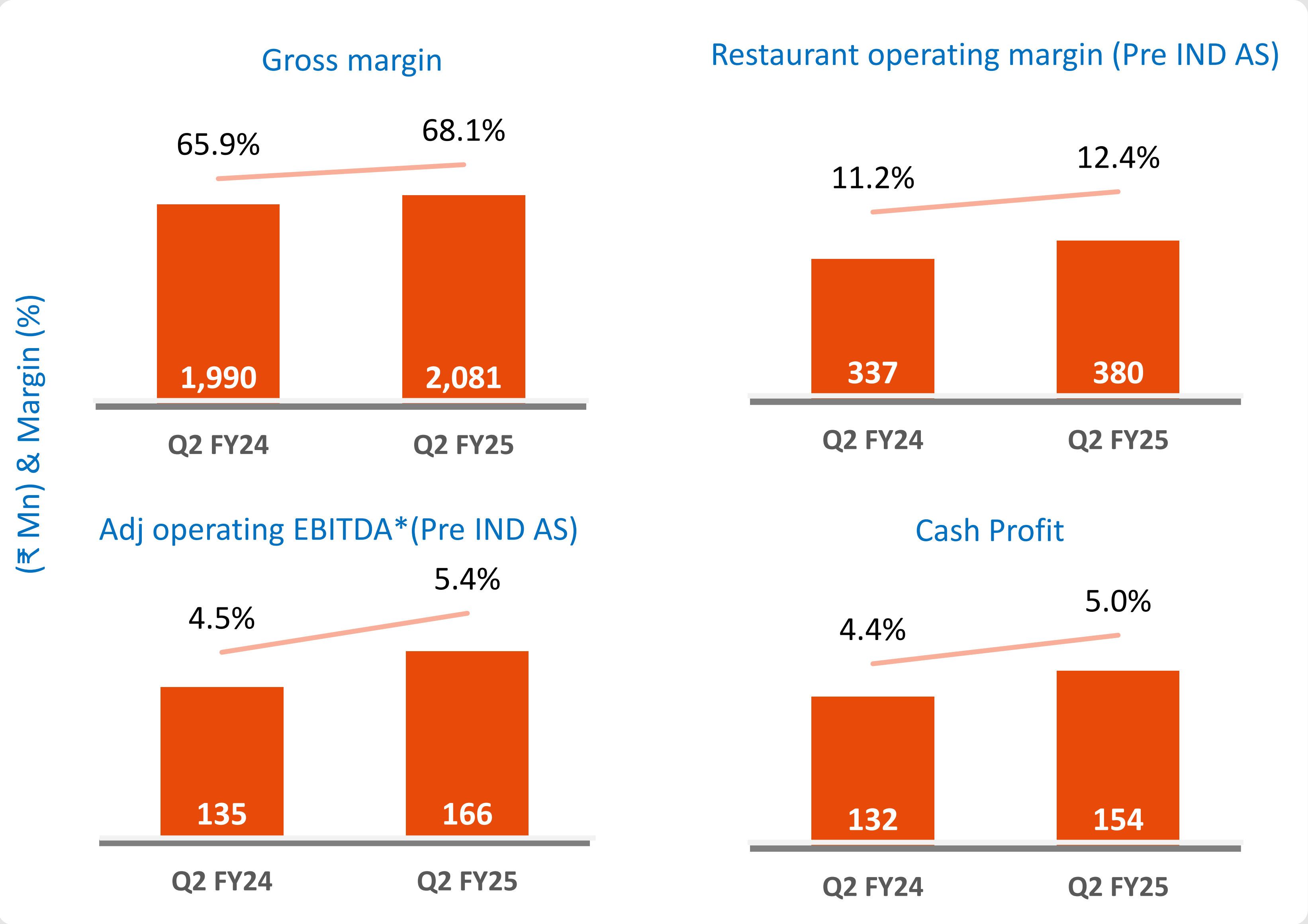
Revenue Trend (₹ million)



	Q2 FY24	Q1 FY25	Q2 FY25
Dine-in (%)	85%	85%	85%
Delivery (%)	15%	15%	15%

- Q2 FY25 revenues grew 1.3% Y-o-Y
- Dine in- delivery mix of 85%:15%
- Q2 is a seasonally weakest quarter
  - Historically Q2 is lower than Q1 due to higher vegetarian days
  - However, this year sequential revenues were flat
- Month-on-month improvement in SSSG trend

Pre IND-AS operating margins increased by 23% y-o-y



- **Same Store EBITDA growth continued to be positive**
- Y-o-Y gross margin improvement driven by
  - Efficient management of input cost
  - Includes 80 bps improvement on account of reclassification (in Q3 FY24), no impact on Pre IND-AS EBITDA
- Improvement in operating margins led by gross margin improvement and cost control initiatives

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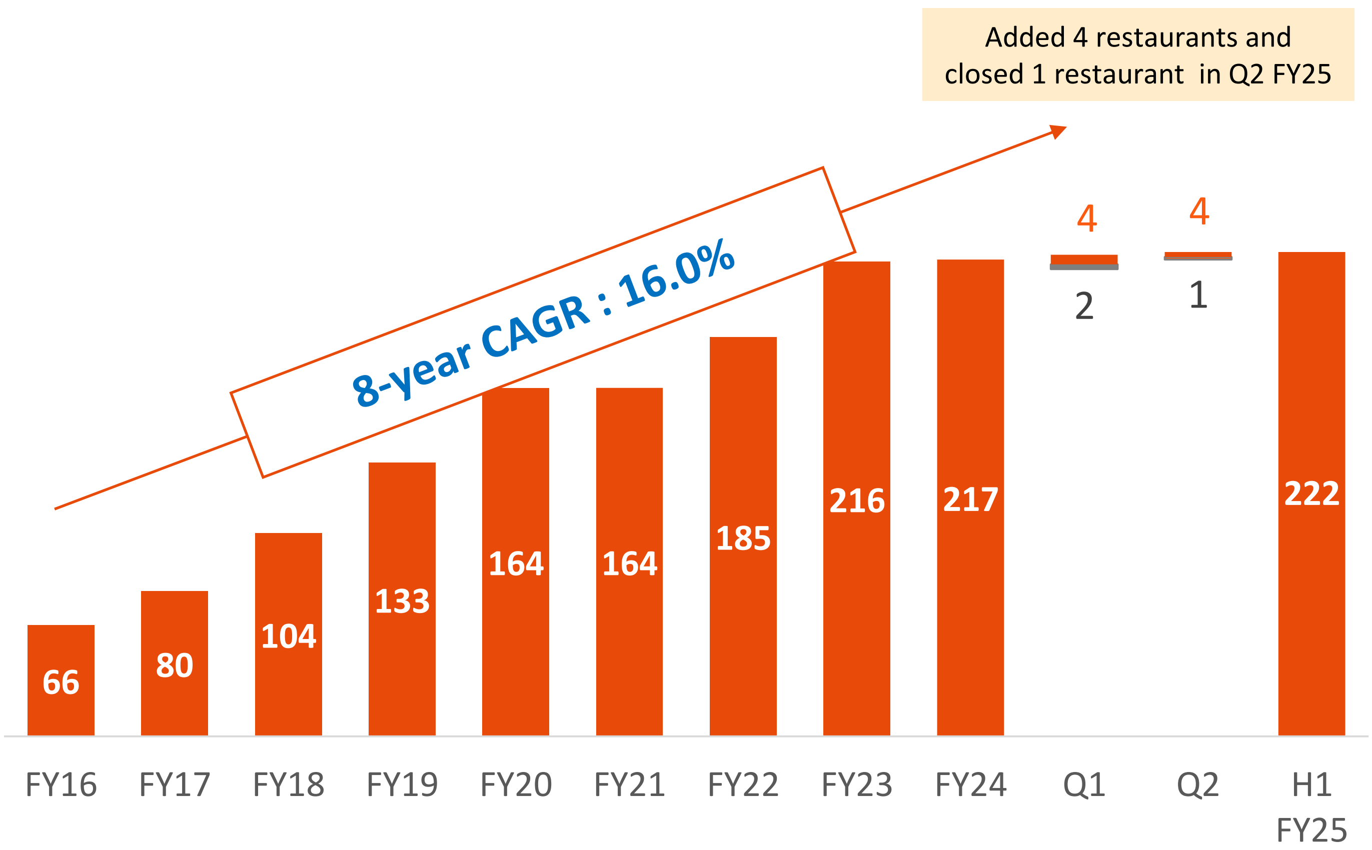
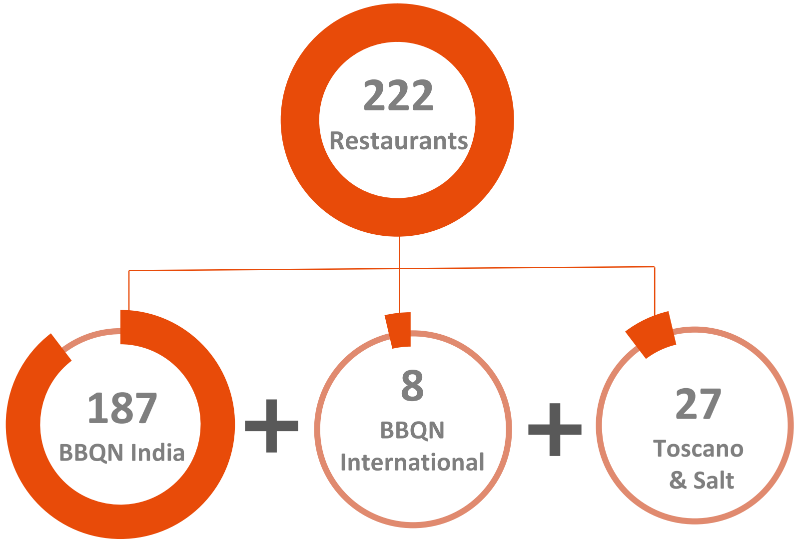
Network expansion: Target to add 25 new restaurants in FY25

Expansion of Restaurant Network



Restaurant Composition



Distribution	Q1 FY25	H1 FY25
Metros & Tier I	170	173
Tier II & III Cities	49	49
Total Network	**219**	**222**

Launched 8 restaurants in H1; further 3 restaurants launched in Oct-24; 6 sites under construction

New store launches

Hyderabad - (Barbeque Nation)

Patna (Fiesta by Barbeque Nation)

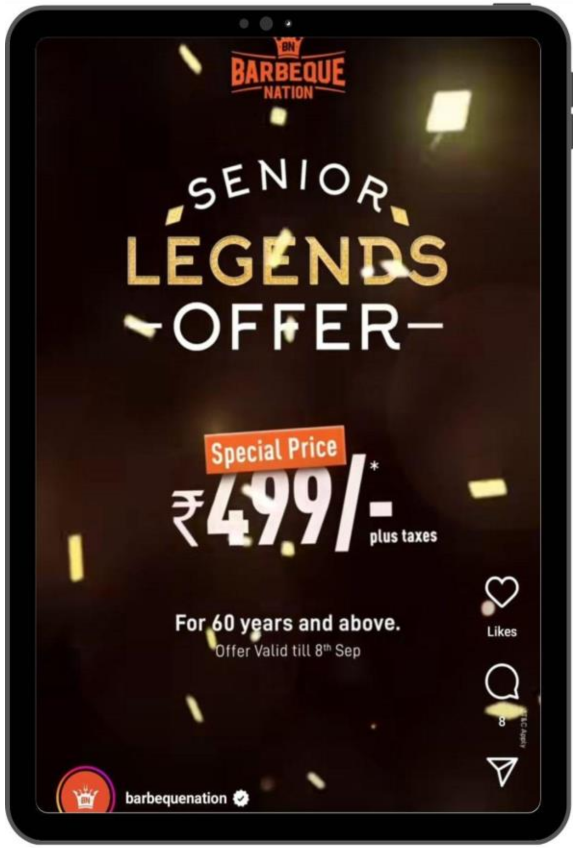
Hyderabad -(Salt)

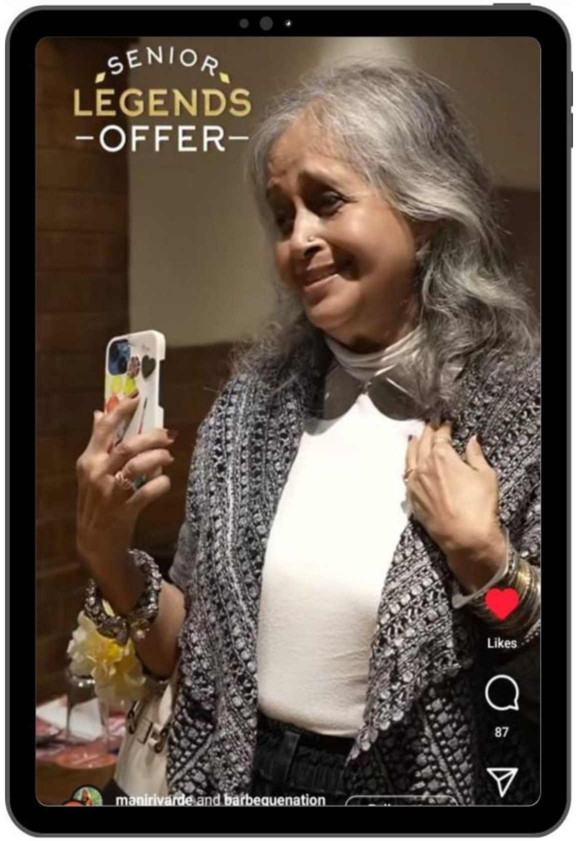
Hyderabad - (Toscano)

Enhancing guest experience through in-house food activities

In-house food activities

Collaboration with celebrities





Manjri Varde
Senior Legends Offer
Views (on digital) - 1M

Premium dining experience at Toscano

- Enhancing culinary experiences to drive guest engagement

Premium dining experience at Salt

- Enhancing culinary experiences to drive guest engagement

Consolidated P&L

₹ Millions	Q2 FY25	Q2 FY24	Y-o-Y Gr%	H1 FY25	H1 FY24	Y-o-Y Gr%
Revenue from operations	**3,057**	**3,017**	**1.3%**	**6,114**	**6,256**	**(2.3)%**
Cost of food and beverages consumed	976	1,027	(5.0)%	1,952	2,194	(11.0)%
Employee related expenses	765	720	6.2%	1,493	1,437	3.9%
Occupancy and other expenses	860	826	4.1%	1,704	1,714	(0.6)%
Operating EBITDA	**456**	**444**	**2.7%**	**965**	**911**	**5.9%**
Operating EBITDA %	*14.9%*	*14.7%*		*15.8%*	*14.6%*	
Other Income	43	43	0.1%	69	83	(16.0)%
Finance costs	189	195	(3.2)%	375	382	(2.0)%
Depreciation and amortisation	409	443	(7.5)%	814	818	(0.5)%
Exceptional items	0	0		0	0	
Profit before tax	**(100)**	**(151)**		**(155)**	**(206)**	
Tax expense	(28)	(32)		(40)	(46)	
Profit/(loss) after tax	**(71)**	**(119)**		**(115)**	**(160)**	
Profit/(loss) after tax %	*(2.3)%*	*(4.0)%*		*(1.9)%*	*(2.6)%*	
Adjusted profitability*						
Adjusted Operating EBITDA	**166**	**135**	**23.1%**	**377**	**314**	**20.3%**
Adjusted Operating EBITDA %	*5.4%*	*4.5%*		*6.2%*	*5.0%*	
Cash Profit	**154**	**132**	**16.9%**	**332**	**277**	**19.9%**
Cash Profit %	*5.0%*	*4.4%*		*5.4%*	*4.4%*	

*Adjusted Operating EBITDA is calculated without the impact of IND AS 116, excludes other income and non cash ESOP provisions

About Us

Barbeque Nation Hospitality (BNHL)

Leading Food services company

Market leader In casual dining

Pioneered concept of "over the table barbeque"

Ranked 14th Great Place To Work in India

222
Restaurants Network

85+
Cities Present

1.1 Crore+
Guests served every year

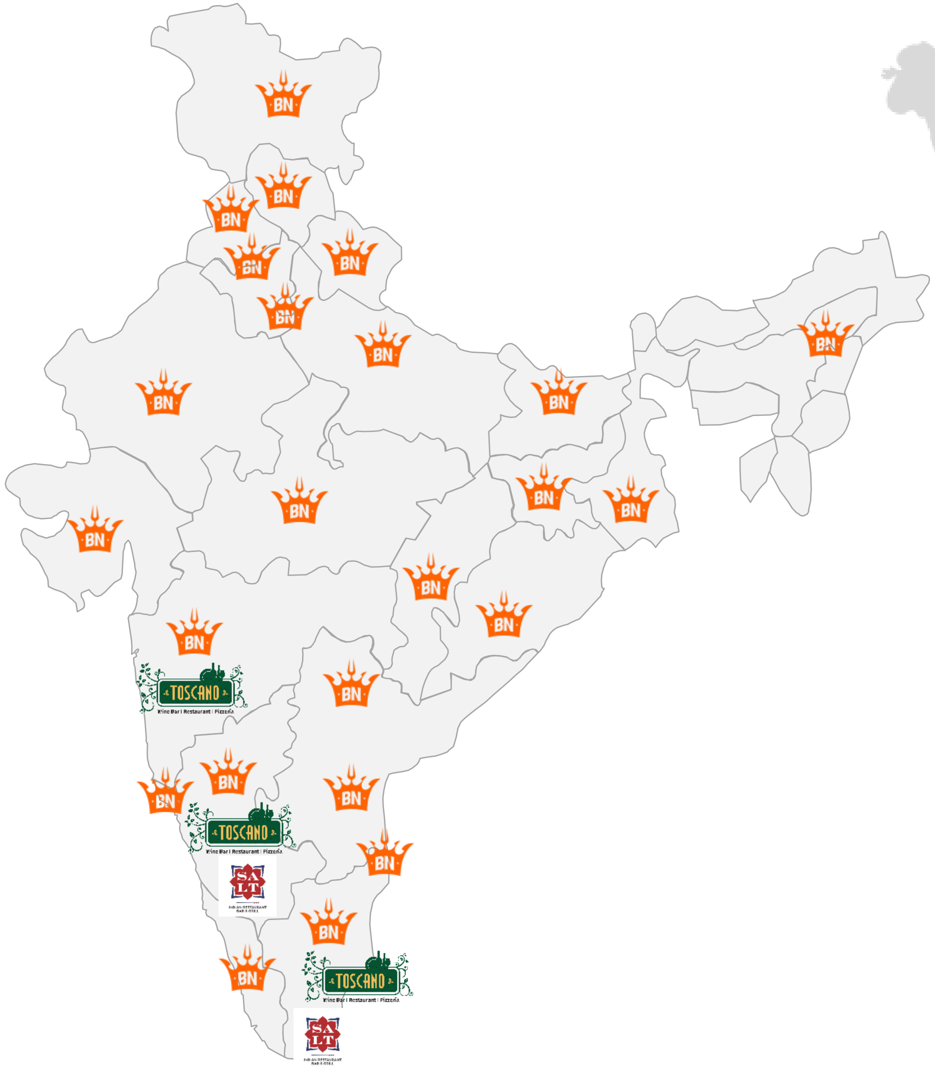
India's largest casual dining restaurant (CDR) company

Presence across Indian and Italian cuisines

Scalable brand portfolio catering to diverse guest segments

	Affordable CDR - India	Premium CDR	International Business
	Barbeque Nation	Toscano, SALT	Barbeque Nation
Cuisine	Indian	Italian & Indian	Indian
Format	All-you-can-eat	A-la-carte	All-you-can-eat
Presence	187 restaurants across 80+cities	27 restaurants across 4 cities	8 restaurants across 5 cities
FY24 Revenue	₹1,046 crores	₹143 crores	₹ 90 crores

Wide Geographical Footprint



Network Presence

222
Restaurants

23
States

80+
Indian Cities

5
International cities

Strong tech-driven backend processes to support scale

Fully Integrated reservation system across channels/aggregators/Google

App/Website & Call Center
- 90% of dine-in business from own channels
- 6.8 mn + app downloads
- 30% of dine-in business from app and website

Integrated cloud based business intelligence tool tracking multiple real time restaurant level metrics

Robust platform to capture real time **guest feedback**

Automated vendor & supply chain management systems

Experienced team across business development and projects

Well established ***ERP System***

Tech enabled internal apps to manage daily operations

Strategic focus areas

- Maintain best-in-category guest experience to drive dine-in growth
- 325 restaurants by FY27
- Build portfolio of scaled brands
- Industry leading margins and strong cash flow generation

Maintain leadership in casual dining industry

Market Leader
*in **'All you can eat'** category*

Leading player
*in **'Italian CDR'** category*

Emerging player
*in **Indian CDR** category*

BARBEQUE-NATION HOSPITALITY LTD.

HEAD OFFICE
Saket Callipolis,
Unit No 601 & 602, 6th Floor,
Doddakannalli Village, Varthur Hobli, Sarjapur Road,
Bengaluru, Karnataka 560035 India.

E: corporate@barbequenation.com

W: www.barbequenation.com

T: +91 8069134900

For further information, please contact:

Bijay Sharma
Head of Investor Relations
Barbeque-Nation Hospitality Ltd.
Investor@barbequenation.com