

VIDLI RESTAURANTS LIMITED

Reg Office:-D-09, Eastern Business District, LBS Road, Bhandup West, Mumbai 400078.

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CIN: L55101MH2007PLC173446

Date: 29th November, 2024

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001.

Script Code: 539659
Script ID: VIDLI

Dear Sir(s),

Sub: Submission of Investor Presentation.

Dear Sirs,

Please find enclosed the copy of the Investor presentation.

Please take the same on your record.

Thanking you,

Yours Truly
For Vidli Restaurants Limited

Dr. Vikram V. Kamat
Managing Director
DIN: 00556284



INVESTOR PRESENTATION

Date : 29th November, 2024

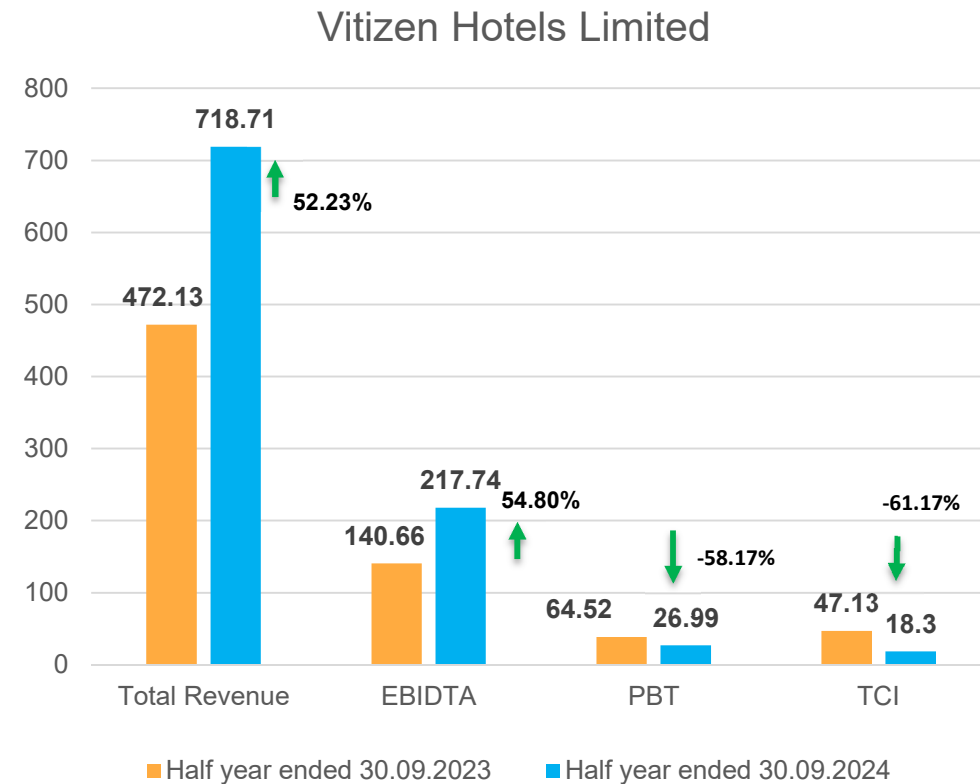
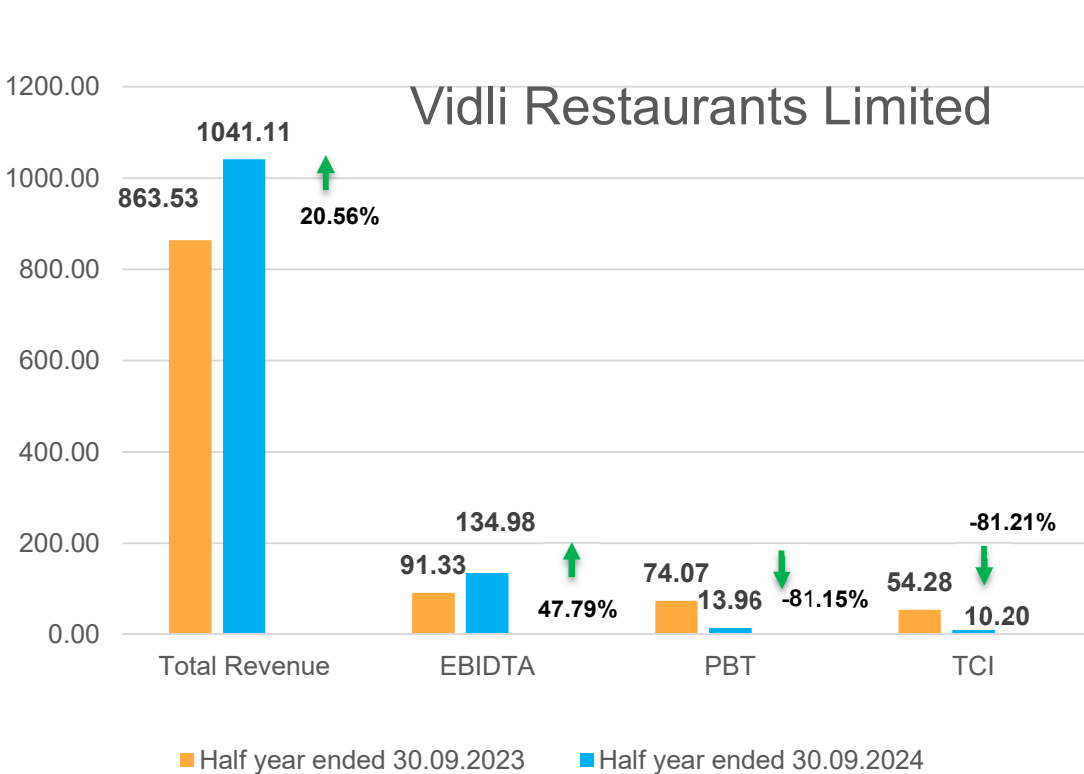


THE VITSKAMATS GROUP

Half year ended on 30.09.2024

Company Overview

Date : 29th November, 2024



*TCI – Total Comprehensive Income

DISCLAIMER

Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations of future events over which the Company exercises no control, the Company cannot guarantee their accuracy nor can it warrant that the same will be realized by the Company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments or events or for any loss any investor may incur by investing in the shares of the Company based on the 'forward-looking statements'.

Date : 29th November, 2024

Company Overview

Who are we ?

Our Journey

Management Team

Our Presence

Who Are We

(VIDLI | 539659 | INE564S01019)

Vidli Restaurants Limited was incorporated in India on 24th August, 2007 as a private limited company under the Companies Act, 1956 with its registered office is located in Mumbai. It is promoted by Dr. Vidhi Vikram Kamat. Being born out of an iconic brand – KAMATS, the company is food and beverage focused. The company has rights to use / grant the Trade Mark "KAMATS" and "VITHAL KAMATS" by virtue of an Agreement for Use of Copy Right Mark / Trade Mark. The Company has Listed its Equity Shares on The Bombay Stock Exchange (BSE) on 15th February 2016.

It operates and grants license (for its own and Licensed Brands) Like Kamats , Kamats Legacy Vithal Kamats, Pepperfry By Kamats and Urban Dhaba. It also leases and operates 4 Star and 3 Star Hotels pan India under its brand VITS and VITS Select (Operated under its Subsidiary - Vitizen Hotels Ltd.)

Key Highlights

- Company has been continually making profits since its listing for over 7 consecutive years, including the pandemic period.
- Company's Revenue CAGR has been 145% since Listing.
- Employee Base of over 3500 Employees (including those not only on companies payrolls but also on managed and franchised hotels).
- The Group is winner of over 10+ awards and recognitions including Best performing stock on BSE 2015 , Maharashtra Gaurav Governor's Award 2023, Hindustan Times , Golden Spoon Awards for 3 consecutive years and many others.

Vidli Restaurants Limited



84.01%
Subsidiary

Vitizen Hotels Limited

Date : 29th November, 2024

Our Brands



Our Journey

Date : 29th November, 2024

2007

VIDLI Restaurants is formed

2015

VIDLI goes Public with record breaking 7.86 times over subscription and Listed on BSE SME Platform. Kamats grows to many more locations

2020

COVID 19 Pandemic affects Operations. Despite that VIDLI posts Profits

2022

Company issued 64,95,000 Equity shares on Right Issue in the ratio of 3:2

2022

Launch of Owned Premium Outlet-Kamats Legacy at Eastern Business District, Bhandup Mumbai

2022

Company got migrated to Main Board of BSE Ltd

2023

Company declared the dividend at 5% to its shareholders

2023

The Board of Directors proposed to acquire majority of stake in Kamats Canada Ltd.

2023

Company issued Convertible warrants on private Placement basis

2023

Launch of Second Premium Outlet-Kamats Legacy at Shop No 2, Dalamal Towers, Free Press Journal Marg, Nariman Point, Mumbai

2024

Launch of Third Premium Outlet-Kamats Legacy at Near Hotel Blue Diamond, Juhu Nagar, Sector 28, Vashi, Navi Mumbai

2024

Company declared the dividend at 3% to its shareholders

Achievement during the review period

29th November, 2024

2024

The Group Company operating VITS Hotel on Management at Karad having 72 Keys

2024

Launch of Fourth Premium Outlet-Kamats Legacy at Shop no 1,2,3 Ground Floor, Ganga Niwas, New Link Rd, Malad, Mumbai

2024

Company declared the dividend at 3% to its shareholders

2024

The Company has successfully completed the fundraising Approx. ₹28 crores from esteemed investors including Green Portfolio, which manages an AUM of over ₹650 crore and AUA of ₹350 crore, Mrinalini Jaisinghani and the Golden Bird Fund, a prominent foreign portfolio investor.

2024

The Group Company has taken Mid-Market Segment Hotel at Pune Kharadi on Lease having 33 Keys

2024

The Group Company has taken Mid-Market segment Hotel at Bharuch, Gujrat on Lease having 23 Keys

2024

The Group Company has taken 3 Star Hotel at Lonavala on Lease having 39 Keys

2024

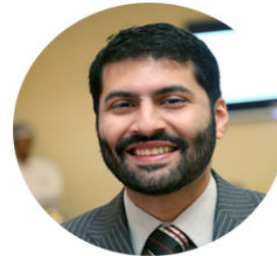
The Group Company operating 4 star VITS Hotel on Management at Navapur having 69 Keys

OUR BOARD OF DIRECTORS

29th November, 2024



Mrs. Nanette Dsa
Chairperson and Independent
Director



Dr. Vikram V. Kamat
Managing Director



Dr. Vidhi Vikram Kamat
Director



Mr. Ammin Rajgotwala
Independent Director



Ms. Meghna Vihang Makda
Independent Director

Our Management

Date : 29th November, 2024



Mr. Pankaj Deokar
VP Operations- Kamats



Mr. Puspadhanu Saha
VP Operations- VITS Hotels
& Resorts



Mr. Manish Mohata
VP Finance-VITS Hotels
& Resorts



Mr. Aslam Syed
GM Operations



Mr. Subhendu Talele
AVP Operations - Kamats



Mr. Ravindra Shinde
CFO

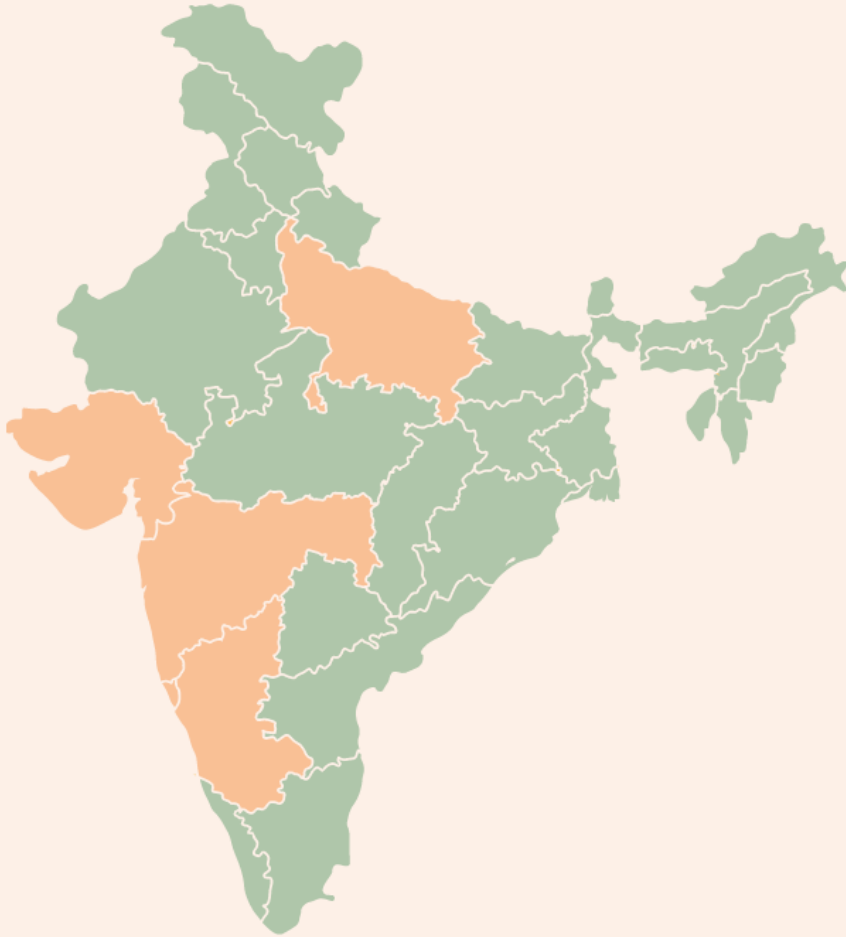


Ms. Bhakti Khanna
Company Secretary



Mr. Salman Shaikh
Deputy Company Secretary

VIDLI RESTAURANTS LTD. EXPANDING ACROSS INDIA



The Group today exists pan India, with its presence of VITS Hotels and Kamats Restaurants; their strongest hold being on Maharashtra and Gujarat.

Date : 29th November, 2024

Business Overview

Our Business Structure

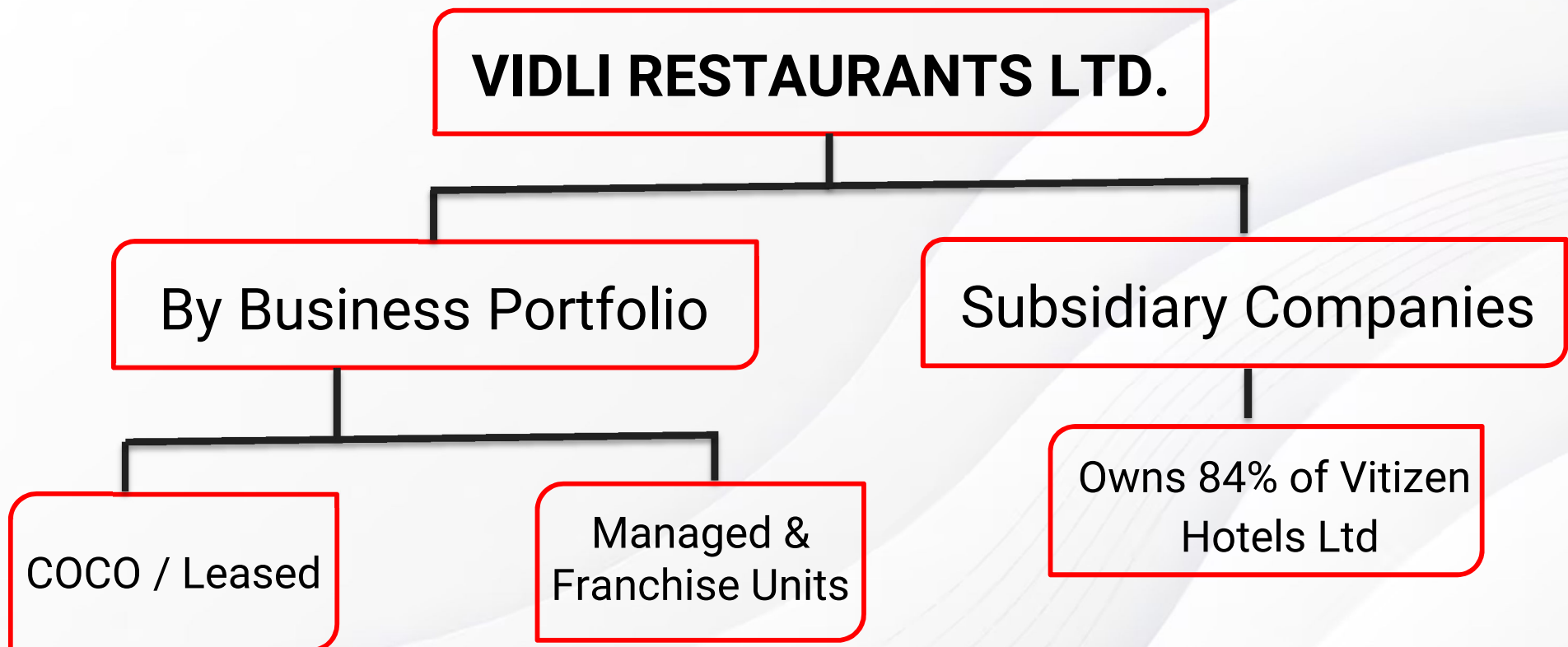
Our Business Model

Our Offerings

Competitive Advantage

Our Business Structure

Date : 29th November, 2024



Our Business Model

29th November, 2024

COCO / Leased - Company owns or operates leased hotels and restaurants, under its brand VITS and Kamats. We identify existing running under performing assets not requiring major Capex.

Brand : Booked in our Company .

Expenses : Booked in our Company.

Advantage : Turnover and potential profits all captured by us in our books.

Disadvantage : Risk is with our company. Losses / expenses are in our company's books, if any.

Managed / Franchised - Company leverages its strong brand value of VITS and Kamats to lend use of its brand name under guidelines to third parties.

Revenue : All sales are booked in third party books. Our company receives Fees and Royalty from the sales, which is typically 5% to 7% of the turnover of the Hotel/ Restaurant asset.

Expenses : All expenses are of the owner of asset / third party; not in company books.

Advantage : Entire risk is with the owner of asset that helps us grow visibility with minimum funds.

Disadvantage : Fees received are small and do not help our company's topline significantly.

Our Business Model – Asset Light Model

29th November, 2024

Steadily gaining strong foothold through focus on Leased and Managed Hotels which will lead to high growth

Key Factors

No upfront requirement of capex

Maintenance Capex required – Nil

Break even of Operating profit in just 1 year

Facilitates expansion plans and ramping up presence

Creates brand visibility at a faster rate

IMAGES OF SOME OF OUR VITS PROPERTIES

More than 22 outlets



IMAGES FROM KAMATS

More than 30 outlets



IMAGES FROM OUR PREMIUM DINE- KAMATS LEGACY

Located at Nariman Point, Vashi & Malad)



IMAGES FROM OUR NEWLY LAUNCHED VITS HOTELS

Located at Bharuch



IMAGES FROM OUR NEWLY LAUNCHED VITS HOTELS

Located at Lonavala



Competitive Advantage

29th November, 2024

An iconic group with 80 years of legacy that is synonymous with fresh vegetarian food

A trusted chain of hotels in many corners of the country offering luxury to budget

Hospitality academy that focusses on skill for being industry ready and assures employment

KAMATS- A family and brand name that people know and trust for decades

Financials (Half Year Ended on 30.09.2024)



VIDLI RESTAURANTS LTD (STANDALONE) (Rs. In Lakhs)			
Particulars	Half Year ended 30th Sept 2024	Half Year ended 30th Sept 2023	Growth / (Decline)
Total revenue	1041.11	863.53	20.56%
EBIDTA	134.98	91.33	47.79%
Finance Cost	33.36	9.97	234.60%
Depreciation	87.66	7.29	1102.46%
PBT	13.96	74.07	-81.15%
TCI	10.20	54.28	-81.21%

VITIZEN HOTELS LIMITED (Rs. In Lakhs)			
Particulars	Half Year ended 30th Sept 2024	Half Year ended 30th Sept 2023	Growth / (Decline)
Total revenue	718.71	472.13	52.23%
EBIDTA	217.74	140.66	54.80%
Finance Cost	63.91	23.40	173.11%
Depreciation	127.24	52.74	141.26%
PBT	26.99	64.52	-29.75%
TCI	18.30	47.13	-61.17%

CONSOLIDATED RESULTS (Rs. In Lakhs)			
Particulars	Half Year ended 30th Sept 2024	Half Year ended 30th Sept 2023	Growth / (Decline)
Total revenue	1745.06	1328.87	31.32%
EBIDTA	352.72	231.99	26.83%
Finance Cost	96.87	33.37	190.29%
Depreciation	214.90	60.03	257.99%
PBT	40.95	138.59	-70.45%
TCI	28.50	101.41	-71.89%

TCI – Total Comprehensive Income

Key Metrics

Date : 29th November, 2024

Restaurants:

No of Operating Units :COCO & Leased: 4,
Franchised: 28, Hotels: Leased 4

Total System Sales: 2,636.34 Lakhs

Break Up: COCO & Leased: 801.65Lakhs
Franchised: 1,595.23 Lakhs, Corp. Revenue from
Franchised: 116.04 Lakhs,
Trading and Other Revenue: 115.78 Lakhs

Rev Break Up for Corporate Revenue Earned From
Franchised: Royalty: 116.04 Lakhs,
Other Operational:
16.76 Lakhs, Trading: 99.02 Lakhs

VITS Hotels :

No Of Operating Units: Leased: 3,
Managed & Franchised : 16

Total System Sales : 3,628.95 Lakhs

Break Up: Leased: 468.45 Lakhs,
Managed & Franchised : 2,910.24 Lakhs,
Revenue from Managed & Franchised: 237.46 Lakhs,
Other Revenue : 12.80 Lakhs

System wide Group Occupancy : 55%
System wide Group ARR : INR 2872/-

Rev Break Up for Corporate Revenue Earned From
Managed & Franchised: Royalty: 111.50 Lakhs,
Other Operational: 125.96 Lakhs,
Other Income: 12.80 Lakhs

Thank You

**For More Information
Get in touch with**

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Ms. Bhakti Khanna : cs@kamatsindia.com
Mr. Salman Shaikh : dcs@kamatsindia.com

www.kamatsindia.com/investors

www.kamatsindia.com | www.vitshotels.com

Vidli Restaurants Ltd.

Registered Office :

Kamats Legacy, D-09, EBD Mall, LBS Marg,
Bhandup West, Mumbai-400078

Corporate Office :

705-708, 7th floor, Wellington Business Park-
1, Near Marol Metro station, Andheri Kurla Road,
Andheri(East), Mumbai-400059.

www.kamatsindia.com | www.vitshotels.com