

VIDLI RESTAURANTS LIMITED

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

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CIN: L55101MH2007PLC173446

29th May, 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 May, 2024

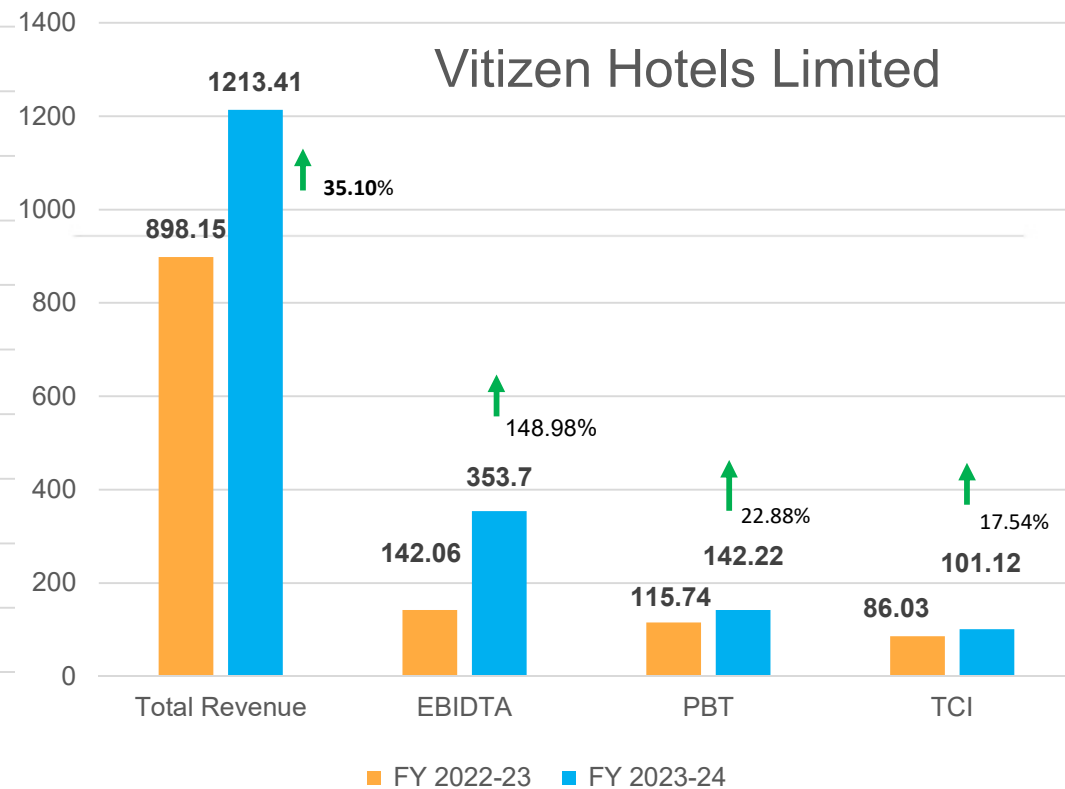
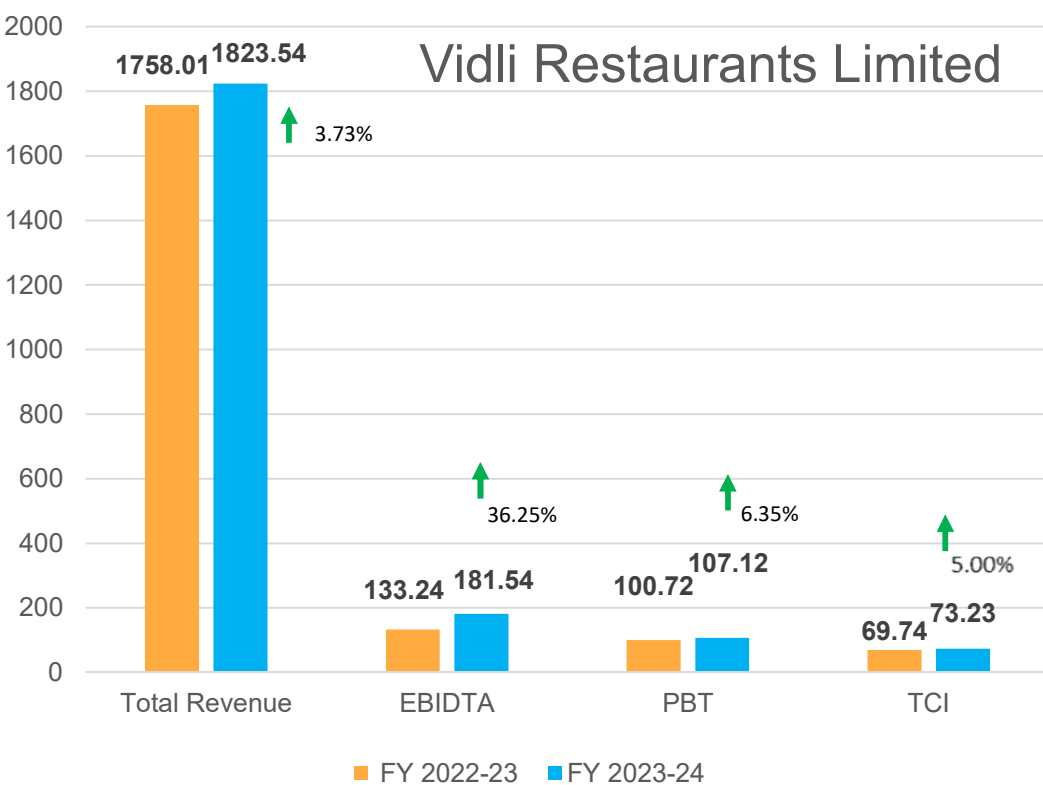


THE VITSKAMATS GROUP

Financial year 2023-2024

Company Overview

Date : 29th May, 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 May, 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 May, 2024

Our Brands



Our Journey

Date : 29th May, 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

The Company Board has approved and recommended the dividend at 3% to its shareholders

Achievement during the review period

Date : 29th May, 2024

May, 2023

The Group Company operating Vits Hotel on Management basis at Mangalore having 31 Keys

September, 2023

The Group Company has taken 4 Start Hotel at Jamnagar on Lease having 33 Keys

December, 2023

The Group Company operating Vits Hotel on Management basis at Rajkot having 33 Keys

December, 2023

The Group Company operating Vits Hotel on Management basis at Rajkot having 33 Keys

December, 2023

The Group Company operating Vits Hotel on Management at Ratnagiri having 24 Keys

December, 2023

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

March, 2024

The Group Company operating Vits Hotel on Management at Diveagar having 24 Keys

March, 2024

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

April, 2024

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

OUR BOARD OF DIRECTORS

Date : 29th May, 2024



Mrs. Nanette Dsa
Chairperson and Independent
Director



Dr. Vikram V. Kamat
Managing Director



Dr. Vidhi Vikram Kamat
Director



Mr. Kurian Chandu
Director*



Mr. Ammin Rajgotwala
Independent Director



Ms. Meghna Vihang Makda
Independent Director

*Resigned w.e.f 21st May, 2024

Our Management

Date : 29th May, 2024



Mr. Pankaj Deokar
VP Operations- Kamats



Mr. Puspadhanu Saha
VP Operations- VITS Hotels & Resorts



Mr. Subhendu Talele
AVP Operations - Kamats



Mr. Aslam Syed
GM Operations



Mr. Abdul Wahab
GM Sales



Mr. Ravindra Shinde
CFO

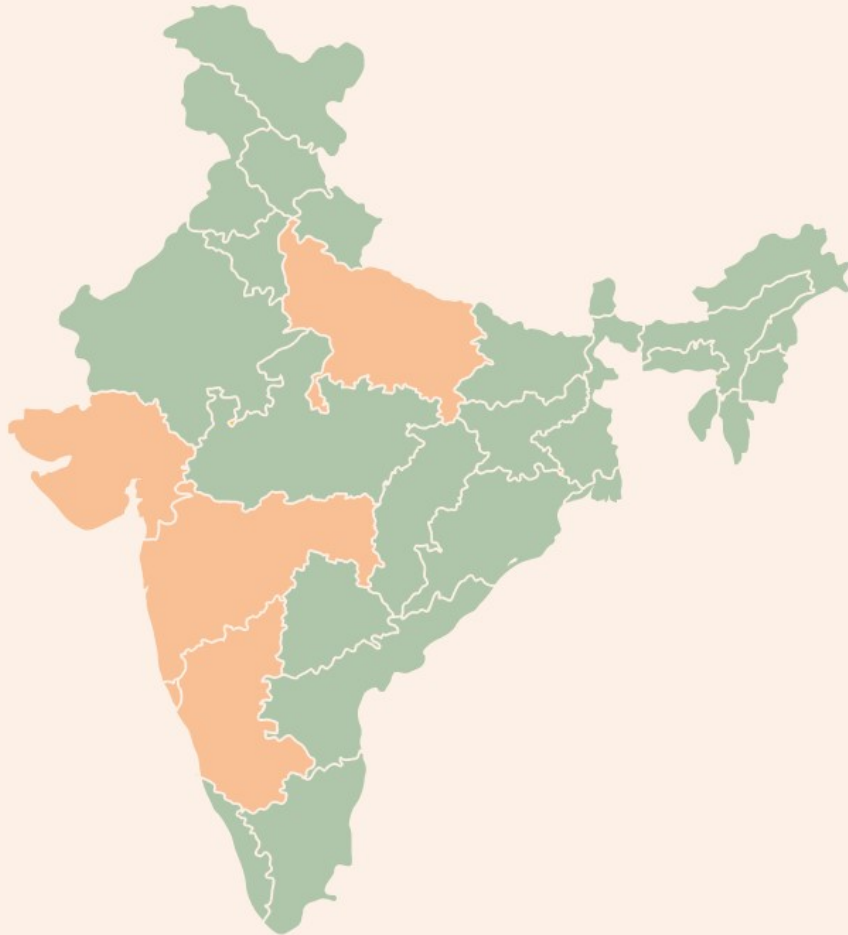


Ms. Bhakti Khanna
Company Secretary



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 May, 2024

Business Overview

Our Business Structure

Our Business Model

Our Offerings

Competitive Advantage

Our Business Structure

Date : 29th May, 2024

VIDLI RESTAURANTS LTD.

By Business Portfolio

Subsidiary Companies

COCO / Leased

Managed &
Franchise Units

Owns 84% of Vitizen
Hotels Ltd

Our Business Model

Date : 29th May, 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

Date : 29th May, 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

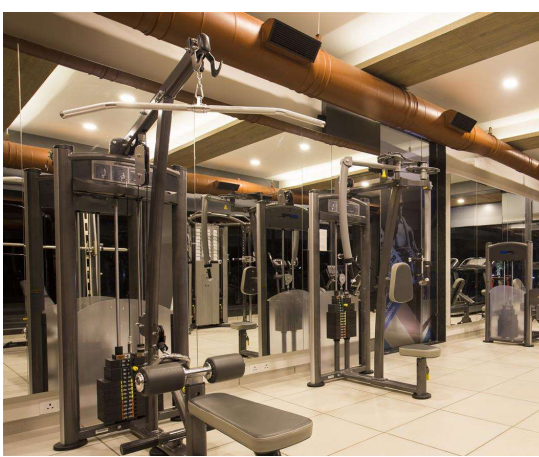
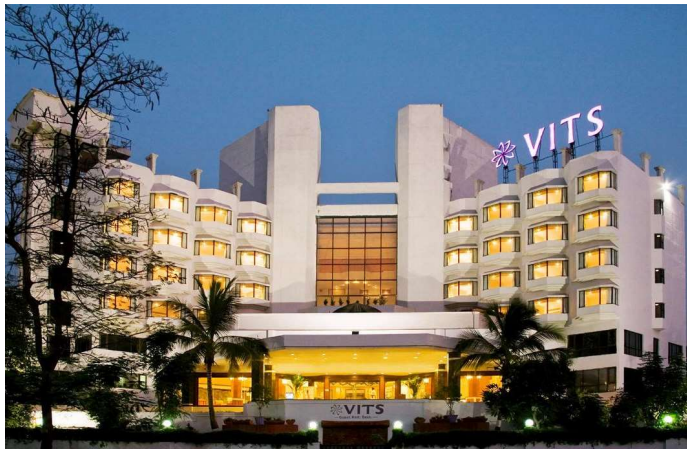
Break even of Operating profit in just 1 year

Facilitates expansion plans and ramping up presence

Creates brand visibility at a faster rate

IMAGES OF SOME OF OUR VITS PROPERTIES

More than 20 outlets



IMAGES FROM KAMATS

More than 30 outlets



IMAGES FROM OUR PREMIUM DINE- KAMATS LEGACY

Located at Nariman Point, Vashi, Bhandup & (Comming Soon at Malad)



Competitive Advantage

Date : 29th May, 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 (F.Y 2023-24)

VIDLI RESTAURANTS LTD (STANDALONE) (Rs. In Lakhs)			
Particulars	Current Year ended on 31st March 2024	Previous Year ended on 31st March 2023	Growth / (Decline)
Total revenue	1,823.54	1,758.01	3.73%
EBIDTA	181.54	133.24	36.25%
PBT	107.12	100.72	6.35%
TCI	73.23	69.74	5.00%

VITIZEN HOTELS LIMITED (Rs. In Lakhs)			
Particulars	Current Year ended on 31st March 2024	Previous Year ended on 31st March 2023	Growth / (Decline)
Total revenue	1,213.41	898.15	35.10%
EBIDTA	353.70	142.06	148.98%
PBT	142.22	115.74	22.88%
TCI	101.12	86.03	17.54%

CONSOLIDATED RESULTS (Rs. In Lakhs)			
Particulars	Current Year ended on 31st March 2024	Previous Year ended on 31st March 2023	Growth / (Decline)
Total revenue	3,021.35	2607.56	15.87%
EBIDTA	535.24	275.31	94.41%
PBT	249.34	216.47	15.18%
TCI	174.35	155.78	11.92%

TCI – Total Comprehensive Income

Key Metrics

Date : 29th May, 2024

Restaurants:
No of Operating Units :COCO & Leased: 4,
Franchised: 28, Hotels: Leased 3

Total System Sales: 5,274.47Lakhs

Break Up: COCO & Leased: 1,277.49 Lakhs
Franchised: 3,450.93 Lakhs, Corp. Revenue from
Franchised: 229.28 Lakhs,
Trading and Other Revenue: 316.77 Lakhs

Rev Break Up for Corporate Revenue Earned From
Franchised: Royalty: 229.28 Lakhs, Other Operational:
67.28 Lakhs, Trading: 249.47 Lakhs

VITS Hotels :
No Of Operating Units: Leased: 2,
Managed & Franchised : 17

Total System Sales : 7,475.39 Lakhs

Break Up: Leased: 733.54 Lakhs,
Managed & Franchised :6,261.99 Lakhs,
Revenue from Managed & Franchised: 436.80 Lakhs,
Other Revenue : 43.08 Lakhs

System wide Group Occupancy : 62.57%
System wide Group ARR : INR 2970/-

Rev Break Up for Corporate Revenue Earned From
Managed & Franchised: Royalty: 253.85 Lakhs,
Other Operational: 226.01 Lakhs

Thank You

**For More Information
Get in touch with**

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

501, Jai Antriksh, Makwana Road, Marol, Andheri
East, Mumbai-400059

www.kamatsindia.com | www.vitshotels.com