

H-11A, 3rd floor, H Block, Middle Circle, Connaught Place, New Delhi, Delhi 110001

Mumbai Office:

The Mosaic, 5th Floor, Raaj Chambers, New Nagardas Rd, Andheri East, Mumbai-400069

Transaction Summary:

Yamatcha, a Michelin Starrer restaurant owned by Botan group, Japan is currently operating in India at followinglocations under the master franchise of AK Hospitality, India:

- Mumbai
- Bengaluru
- Kolkata

Restro & Club Pvt. Ltd. is interested in starting Yamatcha in Chennai. Before approaching AK Hospitality for subfranchise, it wants to be sure that opening Yauatcha will be profitable.

Following inputs are provided by research floor to you:

Period of Construction of restaurant – 3 Months.

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Start of Construction	01-Apr-20
Construction period	3 Months
Date of Operations	01-Jul-20

Revenue

Particulars	Weekdays	Weekend
<u>Lunch</u>		
<u>APC</u>	<u>1500</u>	<u>1700</u>
Alcoholic Beverages	300	500
Non Alcoholic Beverages	200	200
Food	1000	1000
Y-O-Y Growth price rate	5%	5%
Occupancy		
Number of Covers Available	100	100
Number of Rounds Available	2	2
Number of Covers Occupied/ Round	10	13
MoM growth	2%	4%
Maximum Occupancy/Round	60	80

Particulars	Weekdays	Weekend
Dinner		
<u>APC</u>	<u> 1600</u>	<u>1900</u>
Alcoholic Beverages	400	650
Non Alcoholic Beverages	200	250
Food	1000	1000
Y-O-Y Price Growth rate	5%	5%
Occupancy		
Number of Covers Available	100	100
Number of Rounds Available	2	2
Number of Covers Occupied/ Round	13	15
MoM growth	2%	4%
Maximum Occupancy/Round	70	90







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<u>Direct Expenses</u>	
Alcoholic Beverage cost (% of revenue)	35%
Non-Alcoholic Beverages (% of revenue)	40%
Food (% of revenue)	30%

Salary

Members of Team		Number of Employees	Salary / M	Salary / M
Receptionist		2	20000	40,000
Restaurants Manager		2	50000	1,00,000
Waiters		10	20000	2,00,000
Head Chef		1	100000	1,00,000
Chefs		2	75000	1,50,000
Assistant Chef		6	30000	1,80,000
Valet Parking		3	17000	51,000
Cleaners		5	17000	85,000
Bartender		4	20000	80,000
Total			9,86,000	

Staff salary will increase Y-o-

8% Y basis

Indirect Expenses			
Members of Team	Number of Employees	Salary / M	Salary / M
HR Manager	1	50000	50,000
Assistant Manager	2	35000	70,000
Security	2	20000	40,000
Purchase Manager	2	40000	80,000
Accountant	2	40000	80,000
Others	2	30000	60,000
Total			3,80,000

Rotalty to brand (% Of Revenue)	5%
Rent (as per contract) (% of revenue)	10%
Water Cost (per month)	10000
Maintenance (per month)	50000
Marketing cost (per month)	25000
Electricity (Based on area Rs./sq. Ft.)	5
Phone and internet (per month)	15,000.00







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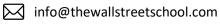
Housekeeping & Consumables (% of revenue)	2%
Payment Settlement Charges (% or revenue)	1.50%
Numbers of Tables occupied opting for card payment	50%

Indirect expenses will increase Y-o-Y basis

8%

Area specifications		
Carpet Area required (Sq. ft.)	4000	
Conversion Rate	1.33	
Super Built-up area to be rented (Sq. ft.)	5320	
Serving Area (% of carpet area)	75%	
Serving Area	3000	
Kitchen Area	1000	
Area per cover (Sq.Ft.)	25	
Covers	100	
Sitting per table	4	
Number of Tables	30	

<u>Capital Expenditure</u>	
Equipments	Rate per Sq Ft
Kitchen Equipment's and cutlery	3000
Refrigeration Restaurants	5000
Furniture & Fixtures	1700
Restaurants Décor	2000
Rent Deposits	₹ 10,00,000.00







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	Working capital	
	-	Days
Initial working capital introduced		2400000
Inventory		
Alcoholic Beverages		30
Non-Alcoholic Beverages		15
Food		5
Creditor For Raw material		30
Creditor For Expenses		30

<u>Depreciation</u>	
Equipment's	15%
Furniture & Fixtures and Restaurant décor	10%

<u>Capital Structure</u>	
Equity	100%
Debt	0%
Cash credit limit will be availed if required	
Rate of Interest on CC Limit	12%
Tax Rate	25.17%

End of sheet





