



NATIONAL RESTAURANT ASSOCIATION OF INDIA

AN OPEN LETTER TO THE LANDLORDS IN F&B BUSINESS

Dear Sir/Madam,

Greetings from **National Restaurant Association of India**. NRAI is the Indian Restaurant Industry's leading Association. Founded in 1982 and headquartered in Delhi, we are the **voice of the restaurant industry** representing the interests of 5,00,000+ restaurants pan India. The restaurant industry, with an annual turnover of ~ INR 4 Lakh Crore is the third largest after retail and insurance in the service segment, providing direct employment to over 7 million Indians.

As our long-term partners, I am sure you all are well aware that we were just about recovering from the travails of the first two waves of the Covid Pandemic and bracing for some normalcy but this third wave of covid has become a stumbling block in our road to recovery. For an Industry already burdened with massive losses of the past, this has come as another body blow that many will not be able to withstand. We fear job losses in the sector as we fight a very grim and a long battle for our survival over the last two years.

I have no hesitation in saying that most of our landlords were very generous and made a significant contribution to our survival through those troubled times. We cannot thank them enough for that.

Unfortunately, the ongoing third wave has brought us to exactly where we were the same time last year. To aggravate the problem, businesses have much depleted resources now, making the situation grimmer. We need your support once again to survive and we are sure that we will get your support as always. While we are not aware how long will this third wave and consequent restrictions (occupancy/timing restrictions, curfew) remain in place but we are certain that the business will take some time to normalise once we are out of the grip of this third wave. In view of this, what we seek relief from you is as under:

1. Complete waiver of rentals and CAM in case F&B businesses are completely shut for dine-in.
2. Pure revenue share for the period when restricted operations are imposed. Restricted operations shall mean things like Delivery Only or Limited hours of operations or Limited Capacity utilisation etc.
3. No Minimum guaranteed rents for three months post that and instead work on a pure revenue share model.
4. For stores with longer past occupancy record, this revenue share may alternatively be linked to their sale as a percentage to their past period sale.

KABIR SURI
Co-Founder & Director
Azure Hospitality Pvt. Ltd.
President

PRATIK POTA
CEO
Jubilant FoodWorks Ltd.
Vice President

SAGAR DARYANI
Co-Founder & CEO
Wow! Momo Foods Pvt. Ltd.
Vice President

ASEEM GROVER
Director
Big Chill Café Pvt. Ltd.
Hony. Secretary

GAURI DEVIDAYAL
Co-Founder & Director
Food Matters India Pvt. Ltd.
Hony. Jt. Secretary

MANPREET SINGH
Director
K S Hotels Pvt. Ltd.
Hony. Treasurer

PRAKUL KUMAR
Secretary General



NATIONAL RESTAURANT ASSOCIATION OF INDIA

5. CAM during this period of restrictions to be maintained at 50% of the agreed rate.

We are seeking these reliefs just for ensuring long term survivability of the F&B business. It is going to be a challenge and we assure you that we are willing to walk together with you through these challenging times with all resources at our command and we seek a similar assurance from you.

I am sure you will take cognizance of our concerns and extend the necessary support to the F&B Industry. Let us walk together again in facing the challenges posed by factors beyond our control.

Warm regards,

Kabir Suri

Kabir Suri
President

Date - January 6, 2022

KABIR SURI

Co-Founder & Director
Azure Hospitality Pvt. Ltd.
President

PRATIK POTA

CEO
Jubilant FoodWorks Ltd.
Vice President

SAGAR DARYANI

Co-Founder & CEO
Wow! Momo Foods Pvt. Ltd.
Vice President

ASEEM GROVER

Director
Big Chill Café Pvt. Ltd.
Hony. Secretary

GAURI DEVIDAYAL

Co-Founder & Director
Food Matters India Pvt. Ltd.
Hony. Jt. Secretary

MANPREET SINGH

Director
K S Hotels Pvt. Ltd.
Hony. Treasurer

PRAKUL KUMAR

Secretary General