



Travel Food Services



TRAVEL FOOD SERVICES LIMITED

Issue Opens – July 7, 2025 to July 9, 2025

Price Band

₹1045 to ₹1100

Face Value

₹1

Issue Size

₹2,000.00 Cr

Lot Size

13 Shares

Listing At

NSE, BSE

Issue Size

1,81,81,818 shares / ₹2,000.00 Cr

Fresh Issue

No Fresh Issue

Offer for Sale

1,81,81,818 shares of ₹1 / ₹2,000.00 Cr

Retail Quota

Min. 35% of the Issue Size

Tentative Allotment

Thu, Jul 10, 2025

Initiation of Refunds

Fri, Jul 11, 2025

Credit of Shares to Demat

Fri, Jul 11, 2025

**“Travel Food Services LTD” Listing
Day**

Mon, Jul 14, 2025

Objects of The Offer



The Company proposes to utilize the Net Proceeds towards funding the following objects :

- Travel Food Services limited expects the proposed listing of its Equity Shares to enhance its visibility and brand image, as well as provide liquidity to its Shareholders and create a public market for the Equity Shares in India
- The Offer includes an Offer for Sale, aggregating up to ₹20,000 million, by the Selling Shareholders.
- Travel Food Services limited will not receive any proceeds from the Offer for Sale.

Brief profile of the Directors

1. **Ashwani Kumar Puri** is the Chairman and Independent Director of The Company. He has been a director in the Company since November 23, 2024. He holds a bachelor's degree in commerce from Panjab University, and he is a fellow member of the Institute of Chartered Accountants of India. He has over 34 years of experience in the financial advisory and consulting sector. He has been a director on the board of several companies including Aditya Birla Finance Limited and Coforge Limited. Presently, he serves as director on the boards of Healthium Medtech Limited and Titan Company Limited.
2. **Varun Kapur** is the Managing Director and Chief Executive Officer of the Company. He has been a director in the Company since February 1, 2013 and was also a Director of the Company from July 4, 2009 to December 15, 2011. He holds a bachelor's degree in science from the Leonard N. Stern School of Business, New York University, USA. He has experience of over 14 years in the hospitality industry. As the Managing Director and Chief Executive Officer, he is responsible for overall strategy and management of the business.
3. **Geeta Mathur** is the Independent Director of the Company. She has been a director in the Company since November 23, 2024. She holds a bachelor's degree in commerce from Shri Ram College of Commerce - Delhi. She is an associate member of the Institute of Chartered Accountants of India. Presently, she serves as a director on the boards of Info Edge (India) Limited, Dixon Technologies (India) Limited, Healthcare Global Enterprises Limited, 360 One Wealth and Asset Management Limited, amongst others.
4. **Karan Kapur** is a Non-executive Director of the Company and has been a director in the Company since June 27, 2018 and was also a Director of the Company from January 5, 2009 to February 1, 2013. He holds a bachelor's degree in arts from Northwestern University, USA, a financial economics certificate for undergraduates from the Kellogg School of Management, Northwestern University, USA, and a master's degree in business administration from the Harvard University, USA. He has over 14 years of experience in the hospitality industry.
5. **Sonu Halan Bhasin** is a Non-executive Director of the Company. She has been a director in the Company since November 23, 2024. She holds a bachelor's degree in science (honours course) (mathematics) from the University of Delhi and a master's degree in business administration from the University of Delhi. . She has experience of over 30 years across the financial and non-financial sector.

About The Company and Business Overview



Travel Food Services Limited (TFS) operates a multi-channel food and beverage (F&B) services model focused on travel hubs such as airports, highways, and railway stations. The company combines proprietary brands, franchise partnerships, and premium lounge services to cater to diverse traveler needs.

Core Elements of the Business Model:

- **Travel Quick Service Restaurants (Travel QSRs):** TFS operates 442 Travel QSR outlets as of March 31, 2025, including 384 outlets at 13 Indian airports, 29 outlets at two Malaysian airports, and 29 outlets at nine highway sites in India. These outlets serve fast food, cafes, bakeries, food courts, and bars, adapted for the fast-paced, security-sensitive airport environment.
- **Brand Portfolio:** The company offers a diversified portfolio of 127 F&B brands, including:
 - 32 international brands (e.g., KFC, Pizza Hut, Subway, Krispy Kreme)
 - 58 regional Indian brands (e.g., Bikanervala, Third Wave Coffee)
 - 37 in-house developed brands (e.g., Caféccino, Curry Kitchen, Idli.com, Dilli Streat)
 - This mix allows TFS to cater to varied tastes and preferences and meet tender requirements.
- **Airport Lounges:** TFS operates 37 lounges across India, Malaysia, and Hong Kong, offering premium services to first/business-class passengers, loyalty program members, and select cardholders. Lounges feature chef-curated menus, spa services, entertainment zones, and high-end amenities.
- **Long-Term Concession Contracts:** The company secures exclusive, long-term contracts (average tenure ~8 years) with major airport operators such as GMR, Adani Airports, and Delhi International Airport Limited (DIAL). These contracts provide stable revenue streams linked to passenger footfall.



- *Technology and Innovation:* TFS leverages technology for customer convenience and operational efficiency, including self-order kiosks, contactless payments, and Food@Gate™ delivery services.
- *Geographic Footprint:* Strong presence in India's top airports covering approximately 74% of passenger traffic, with international operations in Malaysia and Hong Kong, and expansion plans for new domestic and international markets.



Financial ratios

Financial ratios	ROCE	PE	INDUSTRY PE	ROE	EV / EBITDA
Jubilant FoodWorks Limited	12.90	204	235.91	10.70	30.80
Devyani International Limited	6.28	-	235.91	(0.64)	28.00
Sapphire Foods India Limited	5.78	400.00	235.91	2.03	24.00
Westlife Foodworld Limited	6.71	995.00	235.91	2.04	39.60
Restaurant Brands Asia Limited	(3.01)	-	235.91	(28.20)	20.20
Travel Food Services limited	49.97	47.82 - 50.34	235.91	36.14	

Strengths



- **Market Leadership in Airport F&B** - Largest player in Travel QSRs and Lounges in Indian airports by revenue, with presence in top traffic airports.
- **Strong Operational Expertise in Travel Environments** - Over 15 years of experience in handling high-security, round-the-clock airport F&B operations with efficiency.
- **Long-Term Strategic Partnerships** - Strong collaborations with major airport operators like GMR, Adani, and AAI for stable and scalable growth.
- **Diversified Brand Portfolio** - Operates 117 brands including global names like KFC and regional/in-house brands like Dilli Street and Idli.com.
- **Innovation and Technology Integration** - Uses tech like self-kiosks, Food@Gate, and smart packaging to enhance traveller experience and efficiency.
- **Proven Financial and Contract Strength** - Maintains a 92% contract retention rate with an average concession term of over 8 years, indicating stability.
- **Support from Global and Local Promoters** - Backed by SSP (global F&B operator) and K Hospitality (Indian F&B leader), bringing global standards and local expertise.
- **Experienced and Skilled Leadership Team** - Professional management with 23+ years average experience across multiple sectors, ensuring strong execution.

Key Risk Factors

- **Heavy Dependence on Limited Airports** - 85-90% of revenue comes from top 5 airports – any drop in footfall or termination of agreements could severely impact revenue.
- **Pressure for Higher Concession Fees** - Airport authorities are demanding more aggressive terms, reducing profit margins.
- **Dependence on Franchise & Lounge Partners** - If key brand or lounge partners exit or alter terms, the company's competitive position weakens.
- **Audit Flags and Observations** - The company tracks certain operational metrics and non-GAAP measures using internal systems that are not independently verified. Any real or perceived inaccuracies in these metrics could adversely affect its business and reputation. this could indicate financial red flags in the future.
- **Significant Capital Required for Expansion** - Setting up new outlets needs heavy investment – with no guarantee of immediate profitability.
- **High Rent and Fixed Costs** - Rent alone accounts for 30-37% of total expenses – putting pressure on margins, especially in low seasons.
- **Pending Legal Cases and Past Violations** - Ongoing litigation and past compliance lapses can lead to penalties or reputational harm.

Statement of Profit and Loss



Travel Food Services limited

(All amounts are in Indian Rupees millions, unless otherwise stated)

Particulars	Period Ended June 30, 2024	Year Ended March 31, 2024	Year Ended March 31, 2023	Year Ended March 31, 2022
Income				
Revenue from Operations	4,098.64	13,963.22	10,671.50	3,896.09
Other Income	153.40	659.70	364.32	520.54
Total Income	4,252.04	14,622.92	11,035.82	4,416.63
Expenses				
Cost of Materials Consumed	574.54	2,431.15	1,930.91	652.15
Purchase of Stock-in-Trade	189.54	265.06	568.93	355.45
Change in Inventories of Stock-in-Trade	1.57	(28.85)	4.45	(11.92)
Employee Benefits Expense	717.48	2,298.53	1,593.70	891.88
Finance Costs	171.90	516.91	478.06	448.45
Depreciation and Amortisation Expense	293.59	1,108.34	831.08	788.60
Other Expenses	1,596.87	4,696.06	3,234.93	1,373.15
Total Expenses	3,545.49	11,467.20	8,242.06	4,297.76
Profit before share of profit of Associates and Joint Venture and income taxes	706.55	3,155.72	2,793.76	118.87
Share of profit of Associates and Joint Venture, net of tax	156.83	717.93	477.64	46.82
Profit before tax for the period/year	863.38	3,873.65	3,271.40	165.69
Tax expenses				
Current Tax	269.21	934.67	706.77	167.26
Deferred Tax	(1.29)	(41.19)	51.64	(51.87)
Total tax expenses	267.92	893.48	758.41	115.39
Profit for the period/year	595.46	2,980.17	2,512.99	50.30
Other Comprehensive Income (OCI)				
Items that will not be reclassified to profit or loss:				
Remeasurement of defined benefit liability	5.73	3.01	10.94	3.40
Income tax relating to items that will not be reclassified to profit or loss	(1.44)	(0.76)	(3.03)	(0.86)
Total Other Comprehensive Income for the period/year, net	4.29	2.25	7.91	2.54
Total Comprehensive Income for the period/year	600.12	2,982.42	2,520.90	52.84
Profit/(loss) for the period/year attributable to:				
Profit/(loss) for the period/year attributable to:				
Total comprehensive income/(loss) for the period/year attributable to:				
Owners of the Parent	558.43	2,881.25	2,457.49	58.08
Non-Controlling interest	41.69	101.17	74.64	(0.40)
Earnings Per Equity Share (Face value of Share Rs. 1 each)				
Basic (in Rupees)	4.21*	21.85	18.52	0.38
Diluted (in Rupees)	4.21*	21.85	18.52	0.38

Valuation and Outlook



Travel Food Services limited IPO is expected to be priced between ₹1045 to ₹1100 per share. At this price, the company is valued at Price-to-Earnings (P/E) ratio of **39.88x**

Name of the company	Face value (₹ per share)	Closing price as on December 6, 2024 (₹ per share)	Revenue from operations for Fiscal 2024 (in ₹ million)	Earnings per share for Fiscal 2024		Net Asset Value Per Equity Share as at March 31, 2024	Price/earnings ratio for Fiscal 2024	Return On Net Worth for Fiscal 2024
		(IN MILLION)		BASIC	DILUTED			
Travel Food Services limited	1.00	Not applicable	13,963.22	21.85	21.85	60.45	-	36.14
LISTED PEERS								
Jubilant FoodWorks Limited	2.00	695.00	56,540.88	6.06	6.06	32.90	114.69	18.40
Devyani International Limited	1.00	168.70	35,563.00	0.39	0.39	8.76	432.56	4.48
Sapphire Foods India Limited	2.00	350.50	25,942.79	8.30	8.21	210.41	213.46	3.94
Westlife Foodworld Limited	2.00	812.15	23,918.10	4.44	4.44	37.72	182.92	11.77
Restaurant Brands Asia Limited	10.00	87.16	24,371.00	(4.40)	(4.40)	12.65	NM5	(34.78)

Travel Food Services Limited (TFSL) has established itself as a dominant player in the airport food and beverage (F&B) space, with a strong presence across major Indian airports and a growing footprint on highways. With India's aviation industry on a sharp upward trajectory – driven by rising passenger volumes, increasing affordability via low-cost carriers, and expanding airport infrastructure – TFSL is uniquely positioned to benefit from this transformation.

The company's expansive and diverse brand portfolio, including international names like KFC, Wagamama, and Bikanervala, alongside 37 proprietary brands such as Cafécchino and Curry Kitchen, enables it to serve varied customer preferences and win key airport tenders. Its use of self-service kiosks, Food@Gate delivery, and smart packaging adds convenience for modern travelers, while its lounges offer curated dining, entertainment, and an elevated airport experience.

With a strategic focus on increasing like-for-like (LFL) sales and optimizing operations, TFSL reported revenue growth from ₹10,672 million (FY23) to ₹16,877 million (FY25), and net profit growth from ₹2,513 million to ₹3,797 million. As a sector-first mover, its post-listing market interest could be significant.

"Call us on 8448899576" to find out whether or not you should apply.

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