

# FOREVER NEWS

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## 37<sup>th</sup> AGM of Indian Hotel & Restaurant Association



# AHAR EXPO

## Hospitality 2016

16<sup>th</sup> December 2016, At Buntara Bhavana, Kurla East, Mumbai 400024

### PRESIDENT'S MESSAGE



It gives me immense pleasure in presenting this Show Guide which provides full details of all participant vendors in our 2017 Restaurant Business Trade Exhibition.

In the present competitive and ever changing scenario new and innovative methods are inevitable and the products displayed in stalls are relevant to the same for adoption by the hotel industry.

AHAR Restaurant and Trade exhibition offers an impressive technological showcase of various products, services for the betterment of Hotel & Restaurant Industry. It is my pleasure to invite you to be a part of this exclusive platform.

With over 70 exclusive exhibitors from across the nation and more than 4000 trade visitors from across the nation makes the AHAR Restaurant and Trade Exhibition a never before opportunity to business possibilities, partnerships and joint ventures, seek investment opportunities in the Hotel & Restaurant Industry. I look forward to your active participation in the event.

- Shri Adarsh Shetty,  
President, AHAR

### AHAR AGM CHAIRMAN'S MESSAGE



It is my pleasure to welcome one and all to the 37th AHAR-Restaurant Business Trade Exhibition.

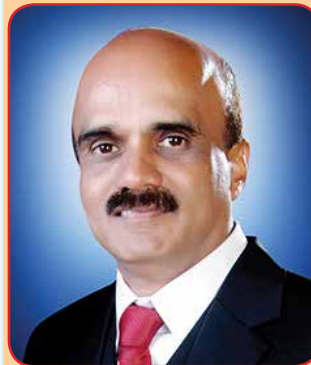
In this exclusive Show Guide we had put efforts to provide you the full information and product briefing of all participating vendors in various stalls for your ready reckoners and future reference.

This unique opportunity of connecting with the manufacturers, vendors and the exhibitors at the stalls will provide you a platform for interacting with one on one. The visitor profiles of the exhibitors are industry veterans, decision makers and business owners will be congregating under one roof. Which provides discussion and to make deal with the manufacturers. As a privileged AHAR member, we seek your support in promoting the assortment of products and services displayed in a choice of stalls. We request you to preserve this Show Guide for future reference.

- Shri Krishna V Shetty,  
Chairman, AHAR AGM

### Inauguration of 37<sup>th</sup> AHAR Restaurant Business Trade Show

By  
Shri Ravi S Shetty  
CMD, Sai Palace Group of Hotels



Shri Ravi Sunder Shetty Managing Director & Founder of Sai Palace Group of Hotels, Mumbai. He also serves on the boards of several other organizations & institutions.

As the Managing Director of the Sai Palace Group, Shri Shetty is responsible for the implementation of new ideas, technologies and taking the Sai Group of Industries to new heights.

It was Shri Shetty's vision to deliver the classified luxuries at an affordable price to the common man in Mumbai and thus gave rise to Sai Palace Group of Hotels.

Sai Palace Group of Hotels which is a chain of hotels empowering more than 1400 people. For more than 30 Years. Sai Palace Group of Hotels is serving people in and around the vicinity of Mumbai, with delicious food and the best of service. Recognized as one of the oldest and finest hotel chains in Mumbai since 1960.

Today whatever heights this group has achieved is only because of Dynamic leadership, loyalty, integrity of Shri Ravi Shetty.

Apart from this Hotel Industry, the Sai Palace Group is into many other businesses such as construction, pharmacy, Automobile dealer, etc.

He is also a man of simplicity and humble, which makes him a good social worker. Though being so busy with his daily schedule he takes out some time for his people and society. He is always there for people to support them and solve their problems.

Shri Ravi Sunder Shetty is affiliated as:- Ex Trustee of Bunt Sangha, A patron and Committee Member of Durga Devi Mandir Goregoan East, Trustee of Radha Sunder Charitable Trust, Trustee of Radha Leela Charitable Trust.

### Inauguration of 37<sup>th</sup> AHAR Restaurant Business Trade Show

By  
Shri. Korangrady Prakash Shetty  
[CMD, MRG Group, Bangalore - Mumbai]



Shri K. Prakash Shetty was born to very humble family hailing from a humble section of the society from Korangrady village in Udupi District of Karnataka State. He is married to Smt. Asha Prakash Shetty, who also hails from Padubidri in Udupi District of Karnataka State. He is blessed with son Shri Gaurav Prakash Shetty, who holds a Higher Diploma in Hospitality & Events

Management from the Swiss Hotel Management School, Switzerland. Shri Gaurav Shetty is ably and actively supporting his father in all his business and philanthropic activities.

Being always proud of his parents, late Shri K. Madhava Shetty and Smt. Rathna M Shetty, Shri Prakash Shetty envisioned to accomplish something substantial and significant in life.

With a vision in his mind, Shri K Prakash Shetty set foot in Bangalore and established the well-known, award winning "Banjara - The Restaurant" in the year 1992. Since then Mr. K Prakash Shetty, Popularly known as "Banjara Prakash" has become a brand to reckon with.

Moving forward with his sheer hard work and aggressive entrepreneurship he established MRG Hospitality & Infrastructures Pvt. Ltd., a parent holding company, wherein "M" stands for "Madhav" his father, "R" stands for "Rathna" his mother and "G" stands for his son "Gaurav". It has 14 companies under its banner, well established across Hospitality, Real Estate, and Infrastructures and Plantation industries spread across well-known cities of India.

Despite being an accomplished entrepreneur and distinguished personality of remarkable achievements, he carries a very simple persona, and maintains a very low key profile.

His Vision right from his childhood and formative days was to contribute towards the development of the society through community development initiatives, providing financial support to Orphanages, Old-age homes and sponsoring free education for the underprivileged sections of the society, and for the welfare of the differently abled children.

Shri K. Prakash Shetty is a recipient of many Awards & Accolades, in recognition of his commitment for achieving excellence in various fields: A few of the Awards conferred on Shri Prakash Shetty are "Hotel Udhayasree Award" "Bharath Gaurav Ratan Award", "Best Intellectual Award in Corporate Leadership" "International Goldstar Millennium Award" "Rajiv Gandhi Shiromani Award" A few of the distinguished Awards: "Tippu Sultan Award" for exemplary professional service in the hospitality industry, and was honored with "National Award for Overall Achievement".

Going further he would like to dedicate, optimize himself and his potentials towards his aspirations in delivering better socio responsible outputs to deliver widespread transitional development.

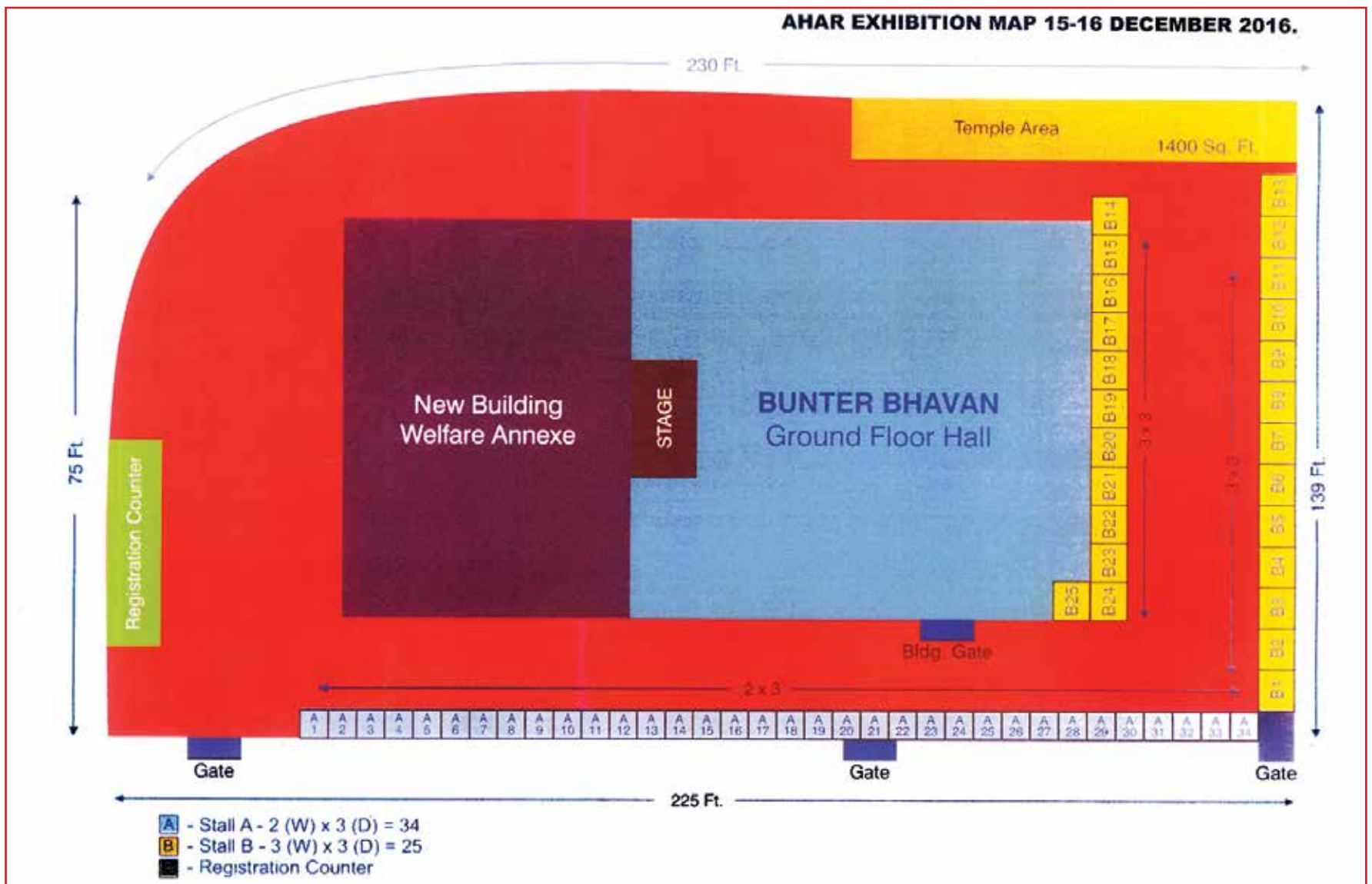
Star participants of the AHAR Hospitality Expo 2016

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**ANNSTECHS**  
MR DIPESH SHAH  
ANNSTECHS  
3 PUSHPENDRA MANSION  
PHIROZSHA STREET  
SANTACRUZ (W)  
MUMBAI-400054  
9820193497  
annstechsmktg@gmail.com  
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Indian Hotel & Restaurant Association (AHAR)

B-2, Wadala Shree Ram Industrial Estate Ground Floor, Near Wadala Telephone Exchange G. D. Ambekar Road, Wadala (W), Mumbai - 400031.  
Phone: 022 2417 3030 / 2417 1818, Email: aharmumbai@gmail.com website www.ahar.in

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sonyshetty@dhaama.in  
9930581582 7738111458

REAL ESTATE

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OPP BLUE OCEAN SOCIETY  
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MUMBAI-400067  
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42332323  
mangsidh@gmail.com

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& MEDICLAIM INSURANCE &  
TAXATION

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9322878619  
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Sanjay.aadinath0817@gmail.com

POS PRINTERS BILLING  
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SERVICES**

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9833703567  
Sudhakar.nikam123@gmail.com

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37<sup>th</sup> Indian Hotel &  
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EDIT ...

Overview of the Indian food services market

With India's economy projected to record strong growth in the years to come, the Indian consumer is expected to be endowed with increased spending capacity. With rising income levels, discretionary spending is likely to increase. Eating out is one such form of discretionary expenditure.

The Indian food services market was estimated at INR715 billion in 2009. Of this, the restaurants market (both organized and unorganized) accounted for close to INR455 billion, while catering services and unorganized food stalls accounted for around INR260 billion.

Despite its large base, the Indian restaurant market has experienced robust growth of around 16%-17% over the past three to five years and currently accounts for a share of approximately 1.6% of the total consumer wallet.

Organized players command approximately 35% of the restaurant market. Most of these players focus on affluent segments such as fine dining and pubs, which operate at an average spend per person per visit (APC) of more than INR300 per person. Most of these players have adopted a regional play in the past; however, to tap the potential of this market in future, an increasing number of organized players are now focusing on building national brands with a pan-India presence across major cities. The share of the unorganized markets is significantly large in the casual dining and quick service restaurants (QSR) segments, which operate in the APC band of INR100-300 per person.

The Indian restaurant market is expected to grow at 15% in future, with organized players expected to grow more rapidly. The fine and casual dining segments are expected to register market growth of more than 18%-20% and 15%-17%, respectively.

The mid-priced segment i.e., in the APC range on INR300-500, is gaining maximum traction and is expected to drive market growth by value. In terms of cuisine, Indians in general seem to prefer North Indian, South Indian and Chinese fare.

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STATION, KANDIVALI(E),  
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EQUIPMENT  
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bs.inter.in@gmail.com

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Ananth.iyer@freecharge.com  
40363031

Information + sign up counter  
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023  
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www.amul.com

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9099042916 9619870333  
Sahil.chhatwal@adaniwilmar.in  
Amit.mehra@adaniwilmar.in

Fortune basmati rice  
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9322224676 / 8080492045  
24313788 / 9699327611  
7303392045  
sachin@rajlaxmi.net

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9820486936

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8108400072  
MOB : 91 96193 13656

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SECTOR-II  
GOURAIPADA  
VASAI (E)  
401208

9820808298

sales@zanuff.com

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27613300 27612500

9820329885  
Ravikiran@icelings.com

**Stall No. 02**

**MAHANAGAR GAS LIMITED**

**Stall No. 03**

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B-901 KAILASH BUSINESS PARK  
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8976003624

balaji@myshopp.com  
ajay@staronegroup.com

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21663604  
dhanesh@billtraceinfotech.com  
www.billtraceinfotech.com

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MUMBAI-400037

9867249206

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**Stall No. 07**

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**Stall No. 08**

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MR SUNDEEP JAGASIA [MD]

6/369 SETHNA MANOR  
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9820520901 9833994255  
sales@shreekrishnagroup.co.in

Marketing collaterals



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CHANDANWADI MARINLINES  
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kapooricecream@yahoo.com

**KULFI & ICE CREAM**

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INFOTECH PVT. LTD.**

MR YOGESH BALLEWAR  
  
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dhanesh@billtraceinfotech.com  
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App & analysis software 'happ'

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9820790696  
mashbandra@gmail.com

**RETAIL REAL ESTATE  
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Stall No. B2

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**NOTE COUNTING MACHINE  
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kmistry@alfauv.com  
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yashkings11@gmail.com

Stall No. B5

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9820329885

ravikiran@icelings.com

## Star participants of the AHAR Hospitality Expo 2016

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28515256 28599235  
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**READY TO COOK**

Stall No. B9

### MAITREYA CAPITAL AND BUSINESS SERVICES PVT LTD

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9867249206  
sghaste@hotmail.com

Stall No. B10

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## INDIA RESTAURANT MARKET OUTLOOK TO 2018 - QSR ON THE GROWTH PATH

The restaurant industry in India, which is mainly driven by the young population aged 15 to 44 years has registered quantum leap growth in FY'2013. The industry has witnessed a sound growth which has been fueled by the advent of large number of national as well as international chains in the organized market. Many international chains such as the Mc Donald's, KFC, Dominos and Pizza Hut largely have dominated the organized restaurant market in the country over the years. The overall restaurant market has grown at a CAGR of 6.6% from FY'2008 to FY'2013 and has witnessed an increase in revenues.

The changing lifestyles with

the increasing nuclear families and a rise in the urbanization in India over the past years have also supported the growth of the restaurant market in India. Additionally, the customer preference for the cuisine has seen a transition in India from consuming the traditional Indian food to trying out different cuisines such as the Chinese, Italian and Mexican. Due to the growing exposure to the international cultures and lifestyles, the Indian population has started developing their tastes and is reaching out to restaurants more often which offer different cuisines apart from Indian cuisine. This change in the taste preference of the

people in India has motivated many international and Indian players to expand their reach in the Indian restaurant market.

The Indian organized restaurant chain market has witnessed an upward trend and has grown at a CAGR of 19.1% from FY'2008 to FY'2013 where it has witnessed revenues growth. The organized chain market in India includes a large number of players in the QSR, full service, PBCL and the food court segments. The market has significantly expanded primarily owing to the high demand among the large Indian population over the years.

The Quick Service Restaurants (QSR) and the casual dining

restaurants account for a major share of the revenues of the organized chain market in India. The QSR's and the casual dining restaurants together contributed a market share of 80.6% in FY'2013 to the organized restaurant chain market. The revenue from QSR's reached to INR ~ crores in FY'2013 and the casual dining restaurants registered higher revenues. Many global players in the QSR segment such as CCD, Dominos, Mc Donald's and KFC have expanded their reach to the small cities in India and thus have managed to increase the footfall in their outlets. Further, the QSR's in India have their presence in different formats

such as dine-in, food courts in malls and drive-ins in highways which has provided the customers an easy access to these restaurants. Apart from the global players, many of the domestic players in India such as Nirula's and Kaati Zone have also attracted the eating out population in India by offering quick service at affordable prices.

It is estimated that Indian restaurant market is expected to grow at a CAGR of 10.9% during FY'2013 to FY'2018. The revenues are estimated to be largely driven by the increase in the disposable incomes and changing food habits of the people.

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for making the 37<sup>th</sup> AHAR AGM and Restaurant Business Trade Exhibition a grand success. Look forward to your continued support.

Wish you and family Happy New Year 2017

Team AHAR