

India's Famous Restaurant Since 1920

100
Years of Excellence

WITH OVER 400 RESTAURANTS RUNNING GLOBALLY



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## Our Humble Beginnings



#### The legend, The Man, The Punjabi-Pathan - Shri. Kundan Lal Gujral

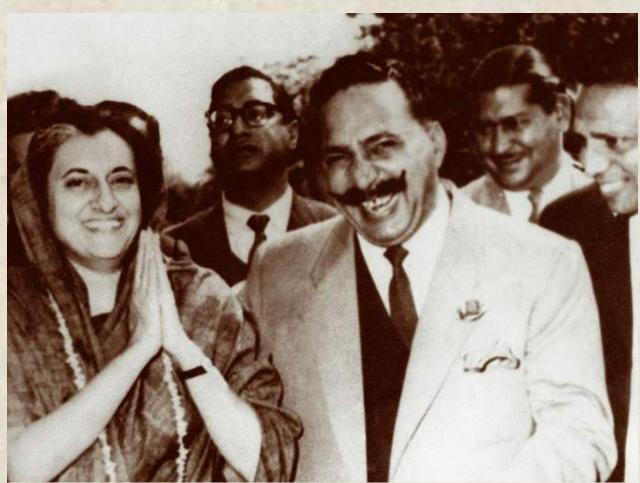
"This is the story of a man who set on a culinary adventure and changed the face of Indian cooking. This is a story of a man and a recipe which internationalised the Indian taste of succulence and spice in its food. A man who turned the plebeian village tandoor for baking into a royal mode for his innovation – "The Tandoori Chicken" and then came the Butter chicken. The result: a revolution in taste, a change in Indian eating habits, and a place on the international gourmet map. This man was Kundan Lal Gujral. The restaurant where he housed his innovations was Moti Mahal-"The Palace of Pearls". The two became a legendary mix.

Kundan Lal not only made Tandoori cuisine popular throughout India but also strengthened the appeal of Indian food in many parts of the world. The Tandoori Chicken has become a draw card for Indian tourism. What more convincing words can be said, as were said by our very own Maulana Azad, former education Minister, who said to Shah of Iran on one of his state visits that, "coming to Delhi without eating at Moti Mahal would be like visiting Agra without seeing Taj Mahal.

- Uma Vasudeva (First Editor, India Today)



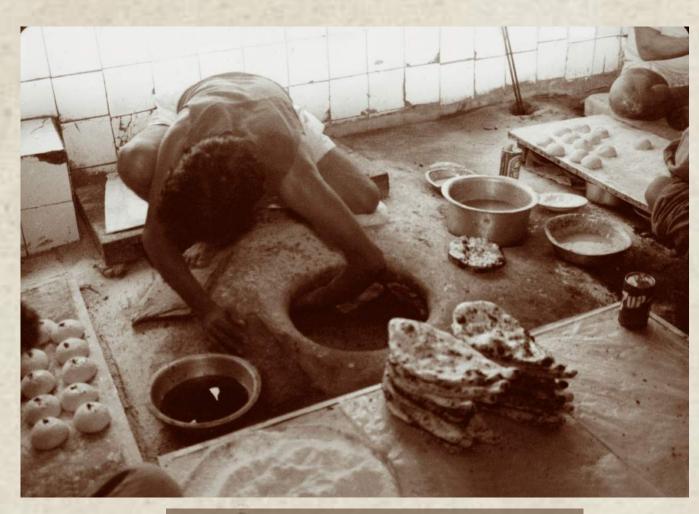




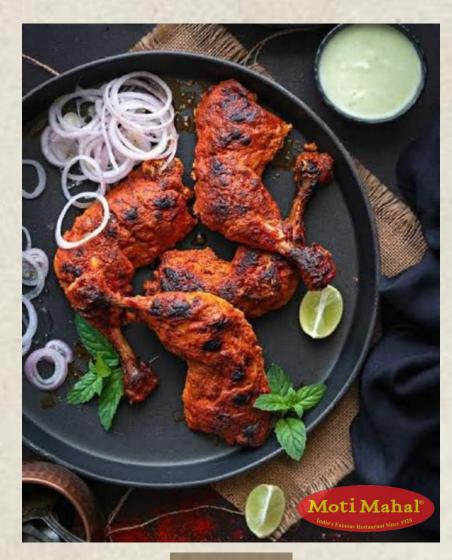
K.L Gujral with Pandit Nehru

K.L Gujral Celebrating PM Indira Gandhi's Win.

## Our Culinary Inventions



Culinary Fact: Moti Mahal was the first restaurant to use the Tandoor in the world.



Tandoori Chicken







Butter Chicken

Dal Makhani



### Our Company Profile



#### **Moti Mahal Delux Management Services Private Limited:**

**MMDMS** is a private listed company limited by shares set up in **2003** by Monish Gujral, the grandson of Shri Kundan Lal Gujral.

The company was set up with the objective of expanding the Moti Mahal brand globally into a franchisor-franchisee system. Over the years, the company has shown exponential growth and it has grown from 7 stand-alone restaurants to **400 plus franchises** and company-owned chain of restaurants across the world.

The company has successfully launched and run other brands namely: Kebab Trail, China Trail, Dosa Trail, Chaat Trail, Golden Oven, Lounge By Nite, DNY Bread-bar, Food Truck Trail. The company also manages several hotels and provides an effective F&B solution for the hotel segment. Some of our most successful hotels are based in Uttar Pradesh, Punjab, Assam, Delhi and Madhya Pradesh.



Additionally, the company has established a successful parallel source of revenue through the means of manufacturing and exporting unit for Kitchen equipment, furniture & fixtures, printing & stationery.

Today, Moti Mahal is synonymous with authentic Mughlai Indian food. Moreover, it is a global brand with its footprints in every major city across India, Middle East, New Zealand, Australia, UK and USA. The brand is also registered and trade-marked in China, Japan, Hong Kong, Malaysia, Singapore, Lebanon, GCC countries, Turkey and several more.







## Our Path Ahead

#### Mission

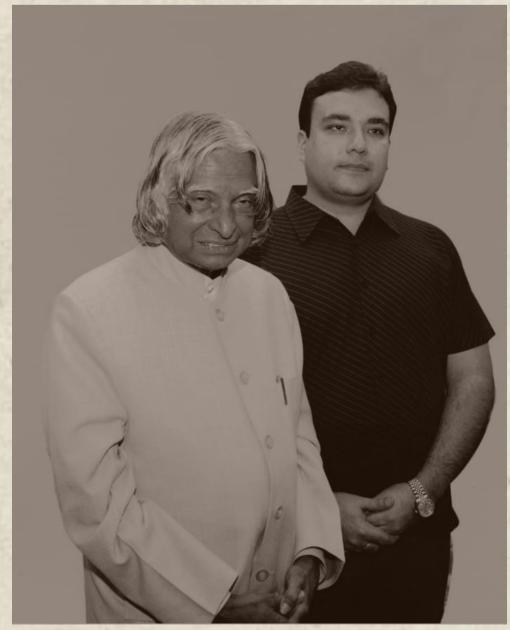
- The Moti Mahal Management Services' mission is to set up franchise outlets with the least amount of capital expenditure while maintaining exceptional standards of efficiency and quality.
- We endeavour to provide our customers ethnic North-Indian food in a traditional and authentic ambience in the best locations of a city.
- Our aim is to effectively create 5000 franchise outlets worldwide.
- We wish to manufacture, market, sell and export our signature blend of Moti Mahal's spices and Ready To Eat packages and frozen food items.
- We wish to set up a network of cloud kitchens to provide our signature authentic Indian food across the world.
- We are endeavouring to set up our catering services for trains, flights and corporates.
- We wish to set up our one stop shop consultancy services to enable people to open the restaurant of their dreams.

#### Vision

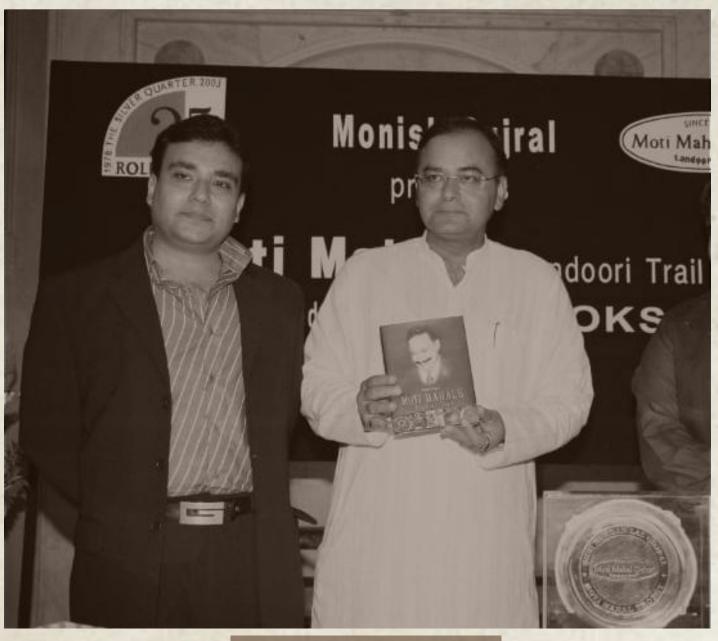
We envision ourselves to be a major Indian food Mogul and aim to imprint our signature in

- · Fine dining restaurant systems
- Fast food concepts for malls
- Hyper market and grocery stores to sell our secret branded spice formulations and processed Ready-to-eat food packages and frozen food.





Mr. Gujral with former President of India, A.P. J. Abdul Kalam



Mr. Jaitley at Moti Mahal's inauguration with Mr. Gujral

## The Visionary Custodian of The Brand

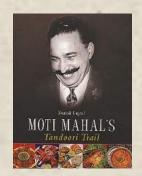
Monish Lal Gujral is the custodian of the Motimahal global chain of restaurants and the Managing Director of MotiMahal Management Services Pvt. Ltd. Monish is credited with the trailblazing turn-around of Moti Mahal, from being a small but iconic presence in Delhi, to becoming a multi-national corporation that is well on its way to defining how the world eats Indian food. He has launched Moti Mahal Delux Tandoori Trail restaurant concept as a tribute to his Legendary Grand Father Shri. Kundan Lal Gujral which he has expanded into a global chain.

Monish has devoted his life to building upon the legacy left to him by his grandfather. He has taken the brand to unimaginable heights through his own personal efforts, talents and commitment. Monish is responsible for enhancing Moti Mahal's public profile at events and speaking engagements. Monish is one of the country's foremost food-writers and is a columnist with India's leading newspapers – The Sunday Standard(Food Bytes Column), The Hindustan Times (Food Wise) and The Hindu (Food Trendz). Currently, he is a food columnist with New Indian Express(The Sunday Standard). Monish Gujral was invited by Le Cordon Bleu Paris to teach Indian Culinary art to the students there, making him the first Indian ever to be invited by the legendary culinary institute.

Monish Lal Gujral C.M.D of Moti Mahal Global Chain of Restaurants

## Building upon the Legacy

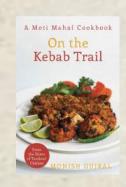
Monish is the author of 4 internationally acclaimed, Gourmand Award winning cookbooks: Moti Mahal's Tandoori Trail, 2005; On The Butter Chicken Trail, 2009; On the Kebab Trail, 2013; On The Dessert Trail, 2017. Currently, he is commissioned to work on his 5th book, on his trail series, by Penguin India.



#### Moti Mahal's Tandoori Trail

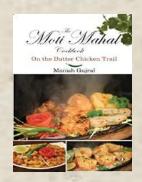
Moti Mahal's Tandoori Trail book went on to top the best-seller lists in the Cookery genre for 4 consecutive years in several countries.

In 2004, it was a finalist for the 10th Gourmand's World Cookbook Awards, and in 2007, it was voted Best Book at the Indian Curry Festival in London.



#### On the Kebab Trail

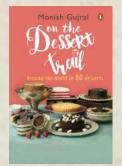
On the Kebab Trail Book received the Gourmand's Best CookBook In the World award in 2013 in the foreign recipe category at the World CookBook fair held in China.



#### The Butter Chicken Trail

On the Butter chicken Trail received the Gourmand Best Easy recipe book in the world award for his book for 2009-10;

It was also awarded the Best of the Best In 25 Years Award in the world in 2015 by Gourmand at the World CookBook fair held in Frankfurt.



#### On The Dessert Trail

On the Desert Trail received the Gourmand's One of The Best CookBook In the World Award in the dessert/pastry recipe category in 2017 at the World CookBook fair held in China;

On the Dessert Trail Book has been awarded the Best of Best in the World In 25 Years Award by Gourmand in 2020.

## Ready To Eat



MMDMS launched 5 Ready-To-Eat product variants pan India in 2010. The RTE products include the signature dishes made popular by Moti Mahal, including the Butter Chicken, Chicken Tikka Masala, Mutton Shahi Korma, Chicken Saag, Paneer Tikka Masala, Chicken Chetinaad and the evergreen vegetarian variants like Dal Makhani, Butter Gravy, Vegetable Biryani, Pindi Chana and Zeera Aaloo. We are endeavouring to add more crowd favourite dishes to our range of RTE products.

The RTE range is devoid of any harmful preservatives and is manufactured using the unique food processing technology developed by DFRL/DRDO. The food is treated to a very high temperature under extreme high pressure. It ensures 12 months of shelf life for these RTE products. These products are easy, quick, tasty and fresh.

"Our RTE range offers hygienically prepared food that uses the best quality ingredients in a state-of-the art processing plant. We are sure that our Ready To Eat products would be a huge success as extensive market and consumer research was undertaken prior to the launch to ensure that we have the right product at the right price point" - said Mr. Monish Gujral, Managing Director of MMDMS.

We launched the RTE range across India, however we did not market extensively in the retail industry rather we sold our range through our in-house restaurants and our website: motimahalreadytoeat.com.



## Moti Mahal Masala's and Spices



Spices are synonymous with India. With its culinary history, diversity and cultural connect, spices have contributed to India's unique identity for thousands of years. The spice box is an integral part of Indian cooking and it contains a myriad of spices which vary from region to region across the entire country. Every culinary tradition in India depends on the quality, freshness and aroma of spices which created a unique flavour in the dishes. Chefs and home cooks traverse far and wide looking for the best ingredients to add an extra dimension to their cooking. Motimahal has been committed to this quest for quality, for over a century now.

MMDMS has recently ventured to manufacture spice blends intrinsic to its legendary recipes including Dal Makhani masala, Butter chicken masala, Makhani Paneer Masala, Channa Pindi masala, Biryani Masala, Raita Masala, Kitchen Magic Masala and several more. From pure spices to whole ones, sprinklers to blended spices, our company has covered the entire spectrum of home and professional cooking in India. We are currently in the R&D process and have recently completed our extensive market and consumer research.

Our initial launch timeline for the 4th Quarter of 2020 has been delayed to the 3rd Quarter of 2021.

## Franchise Models The franchise has a choice of Eleven Restaurant models



Franchise Model

Moti Mahal's Tandoori Trail

Our Pride





#### Our Other Brands



Franchise Model

Moti Mahal's Tandoori Trail Express



Moti Mahal's China Trail



Moti Mahal's Golden Oven



Moti Mahal's
Dny Bread Bar



Franchise Model

Moti Mahal's

Lounge by Nite



Moti Mahal's Trail



Moti Mahal's Chaat Trail



Moti Mahal's Kebab Trail



Franchise Model

Moti Mahal's Freshly's



Moti Mahal's

Food Truck Trail

### Awards & Accolades

Our Brand has been the recipient of several accolades over the years and our restaurants are loved by magazines, blogs, websites and TV channels alike.

We possess immense gratitude for our large and loyal customer base, whom we now consider to be our big happy family.



Life Time Achievement
Award



Best of the Best Restaurants



Best Chain of North Indian Restaurants



PROFIT

Most Admired Restaurant

Chain



Most Admired Retailer of the Year



Most Admired Restaurant Chain and F&B Retailer



Elite Member of the World Confederation of Businesses



Legendary North Indian Restaurant Chain



# Thank You



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**Moti Mahal Menu** 

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**All Locations** 

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