



Royal Kleos

Let Numbers Speak



www.royalkleos.ca



Introduction

- Royal Kleos is headquartered in Montreal, Québec, Canada, strategically positioned to serve clients locally and internationally.
- Our company is established in 2022 and has successfully completed projects both within Canada and internationally since that date.
- Our team worked on a diverse range of projects. These projects have provided us with valuable experience and insights into different markets, enriching our expertise and allowing us to offer comprehensive solutions to our clients worldwide.

About Us

- Royal Kleos operates as a consultancy, specializing in the food and beverage industry. Our primary focus is to provide strategic solutions to businesses, aiding them in achieving greater profitability by optimizing their operational costs.
- The targeted opportunity we aim to capture revolves around the diverse spectrum of the food and beverage industry. This encompasses a wide range of establishments, including restaurants, caterings, hotels, resorts, cafes, lounges, bistros, and bars.



The timelines and revenue targets for each project will be customized based on a thorough assessment and analysis, as they are expected to vary according to the unique characteristics and requirements of each individual project.



Mission

At Royal Kleos, our mission is to empower food and beverage businesses at every stage of their journey.

We are dedicated to providing expert guidance and tailored solutions that enable our clients to realize their vision, optimize costs, and achieve sustainable growth.

Vision

Our vision at Royal Kleos is to be the indispensable ally for food and beverage businesses worldwide, recognized for our unwavering commitment to client success and excellence in cost optimization.

We envision a future where every business we serve thrives, fueled by our strategic insights, innovative approaches, and relentless pursuit of operational excellence.



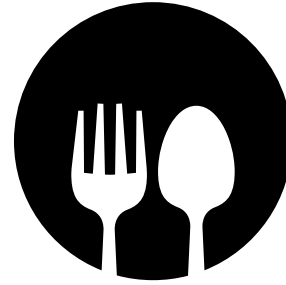
Target Audience

01



Hotels
and
Resorts

02



Restaurants
and
Bistros

03



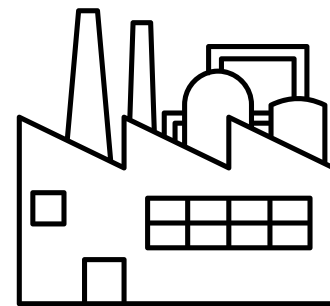
Coffee Lounge
and
Chilling Concepts

04



Pub's
and
Night life concepts

05



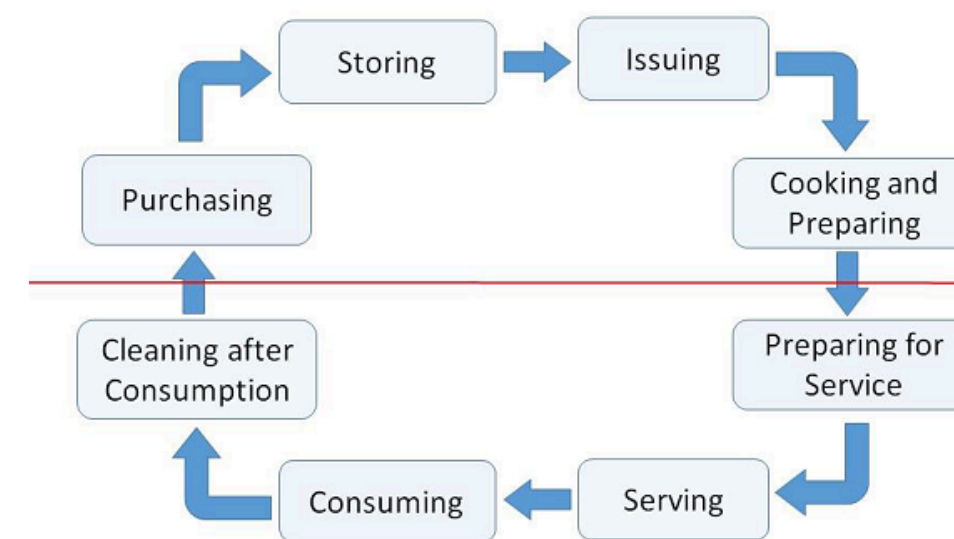
Food and Beverage
Factories





Services

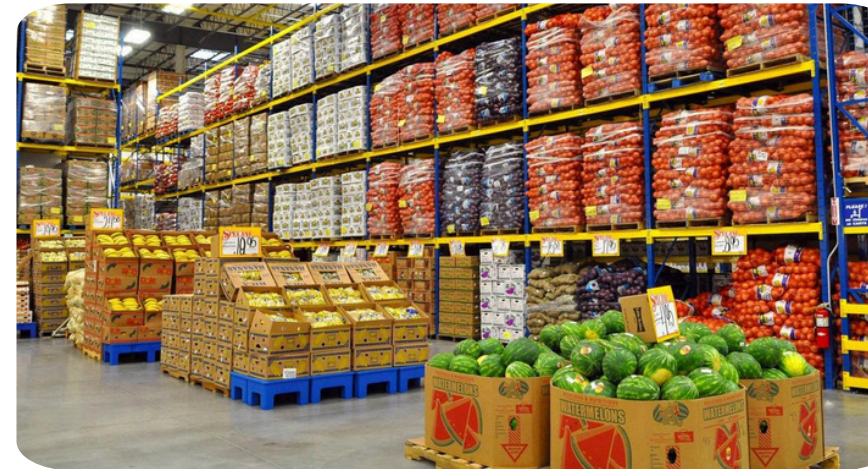
Our seamlessly integrated services bridge the gap between operational and back-office management, ensuring comprehensive support for our clients' diverse needs, striving for perfectionism.



Operational Process

Collaborate on a comprehensive operational plan, covering kitchen processes, customer service, supplier management, and staff scheduling to establish a robust operational foundation.

Services



Help establish relationships with reliable suppliers and implement effective stock management systems to minimize losses and ensure product availability.

Stock Planning and Supplier Management

Nationality	UK			Israel			Serbia			Argentina			Brazil		
	Regular	Express	Return by post	Regular	Express	Return by post	Regular	Express	Return by post	Regular	Express	Return by post	Regular	Express	Return by post
Total amount/person (VAT inclusive)	151	182	175	86	117	110	68	99	92	181	212	205	166	197	190
3-year and 10-year for UK amount	236	267	260												
	321	352	345												

Nationality	Service Type	Other Countries			Romania			Canada			US			
		Regular	Express	Return by post	Regular	Express	Return by post	Regular	Express	Return by post	Regular	Express	Return by post	
Total amount/person (VAT inclusive)	Single Entry	94	125	118	124	155	148							
	Double Entry	108	139	132	143	174	167							
	3-month Multiple Entries	122	153	146	181	212	205	125	156	149	214	245	238	
	12-month Multiple Entries	150	181	174	181	212	205							

Service Fee/person (VAT inclusive)	Regular		Express		Return by post		Special Administrative Region Visa		Total amount/person (VAT inclusive)		Visa Fee		Contact Fee		Service Fee	
	Regular	Express	Regular	Express	Regular	Express	Hong Kong	Macau	Regular	Express	Regular	Express	Regular	Express	Regular	Express
	66	78	66	78	66	78	104	104	104	104	23	23	15	15	66	66

Notes:
 1. Total amount/person (VAT inclusive) = Visa Fee + Service Fee (VAT inclusive)
 *Visa fees are tax exempted and collected on behalf of the Consulate-General of China in the UK. The visa fee may vary from different nationalities.

Testing and Adjustments

Conduct comprehensive tests before opening, identifying areas for improvement, and adjusting the operational plan for a successful launch.

Services



Expense Tracking

Monitor and analyze ongoing expenses to identify any deviations from the budget.

VARIANCE REPORT
xxxx
Nov-23

FOOD												
Product	UoM	Deposited	Spent	Variance	Planned	Actual	Planned	Actual	Variance	%	Variance	LC COST
VANILLA FRESH CREAM	LTR	45.00	-	(45.00)	13.10	19.10	38.63	-	(25.53)	193.3%	(579.45)	5.50
CHEESE CAKE BLUEBERRY	PCS	64.00	-	(64.00)	48.00	95.00	-	(47.00)	97.9%	(455.00)	9.50	
CHOCOLATE CAKE	PCS	43.00	-	(43.00)	105.00	95.00	-	(10.00)	95.2%	(277.00)	8.47	
CHEESE CAKE CARAMEL	PCS	43.00	-	(43.00)	132.00	9.00	-	(123.00)	6.8%	(162.00)	9.50	
CAKE HONEY	PCS	170.00	-	(170.00)	150.00	7.00	-	(163.00)	97.1%	(175.20)	30.75	
CHEESE CAKE STRAWBERRY	PCS	62.00	-	(62.00)	43.00	6.00	-	(56.00)	13.0%	(114.00)	9.50	
CHEESE CAKE PISTACHO	PCS	50.00	-	(50.00)	145.00	5.00	-	(140.00)	3.4%	(135.00)	9.50	
STRAWBERRY	KG	5.75	-	(5.75)	10.25	3.70	-	(6.55)	63.9%	(407.33)	10.50	
RASPBERRY	KG	4.62	-	(4.62)	11.07	3.44	-	(7.63)	68.9%	(405.79)	34.50	
FLOWER CREAM	PCS	2.50	-	(2.50)	0.00	2.40	-	(0.10)	96.0%	(27.40)	1.42	
CHEESE CAKE LOTUS	PCS	52.00	-	(52.00)	40.00	1.00	-	(41.00)	2.5%	(18.00)	9.50	
SALAD SHAKE MILK CARAMEL	KG	7.20	-	(7.20)	15.20	0.84	-	(14.36)	5.5%	(137.47)	44.50	
FLOWER WATER	LTR	0.75	-	(0.75)	11.90	(0.42)	-	12.32	103.5%	4.61	15.11	
CHOCOLATE WHITE SAUCE	KG	-	-	-	15.00	1.29	2.00	0.71	4.7%	(37.89)	52.00	
SAUCE CARAMEL	KG	-	-	-	0.40	1.90	1.50	1.56	390.0%	305.50	83.26	
BLUCCHEBERRY	KG	-	0.50	0.50	10.07	(2.37)	0.74	1.11	11.0%	447.26	34.00	
MILK CONDENSED MILK	LTR	26.10	-	(26.10)	13.62	21.84	33.50	21.88	160.0%	406.20	14.43	
CAKE BANOCHEE	PCS	90.00	-	(90.00)	175.00	13.00	-	(162.00)	9.2%	(180.00)	9.13	
CAKE PISTACHO	PCS	95.00	-	(95.00)	150.00	1.00	-	(149.00)	0.7%	(134.46)	14.00	
CHOCOLATE CAKE PHT	PCS	40.00	-	(40.00)	103.00	1.00	-	(102.00)	1.0%	(1272.24)	7.44	
FOOD VARIANCE										\$	3,709.80	
FOOD VARIANCE										\$	(2,472.00)	
FOOD VARIANCE										\$	1,237.80	
% FROM FOOD COST											5.96%	

BEVERAGE												
Product	UoM	Deposited	Spent	Variance	Planned	Actual	Planned	Actual	Variance	%	Variance	LC COST
TEA FLAVORS	PCS	2,244.00	-	(2,244.00)	1,000.00	2,800.00	1,800.00	1,000.00	(1,800.00)	100.0%	(1,800.00)	0.25
WATER SMALL	PCS	102.00	310.00	208.00	-	-	1,000.00	1,000.00	1,000.00	100.0%	(1,000.00)	1.00
COFFEE BEAN COLD	KG	6.00	20.00	14.00	(4.27)	19.39	12.34	2.00	(17.39)	88.7%	(827.04)	80.00
SAUCE WHITE MOCHA	LTR	5.67	-	(5.67)	10.00	3.65	-	(6.35)	63.5%	(108.20)	30.00	
SYRUP VANILLA	LTR	4.00	-	(4.00)	10.07	1.07	2.50	1.43	14.2%	(136.27)	46.67	
COFFEE TURKISH	KG	3.20	6.00	2.80	(0.90)	12.30	5.52	5.00	40.6%	(50.52)	10.44	
COFFEE ETHIOPIA	KG	4.00	-	(4.00)	11.00	12.87	0.12	5.00	45.5%	(603.70)	40.00	
BEVERAGE VARIANCE										\$	603.70	
BEVERAGE VARIANCE										\$	(1,611.94)	
BEVERAGE VARIANCE										\$	(1,008.24)	
% FROM BEVERAGE COST											3.90%	
TOTAL VARIANCE										\$	387.54	

Variance Analysis

Evaluate the differences between planned and actual expenses to understand discrepancies.



Services

Cost Reduction Strategies

Implement measures to reduce costs without compromising quality or efficiency.



Budgeting

Develop and maintain a comprehensive budget outlining planned expenditures.



Process Optimization

Streamline internal processes to eliminate inefficiencies and reduce operational costs.



Services



Technology Utilization

Leverage technological solutions for automation and efficiency in financial management.

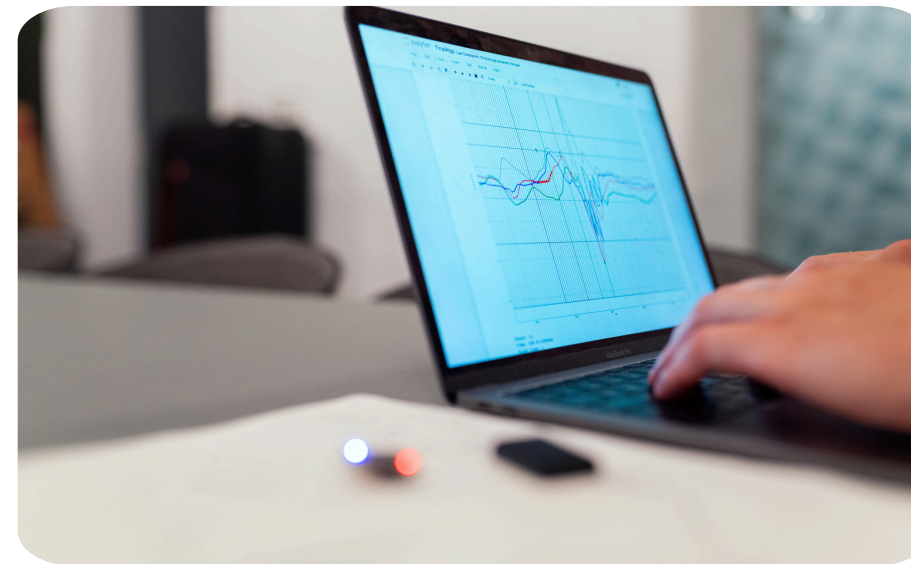


Employee Training

Educate staff on cost-conscious practices and encourage responsible resource use.



Services



Performance Metrics

Establish and monitor key performance indicators (KPIs) to track cost control effectiveness.



Regular Audits

Conduct periodic audits to identify areas for improvement and ensure compliance with cost control measures.

Distinctivness

At Royal Kleos, knowledge and creativity join together to create cost-control strategies designed especially for the ever-changing F&B sector.



Expertise

All-encompassing comprehension of several facets of the F&B sector, such as customer preferences, supply chain dynamics, legal requirements, market trends, and competitive environment.



Strategies

Customized plans that take into account industry-specific elements, such as price dynamics, seasonality, in order to achieve the best possible cost control and commercial success.



Technology

Implement specialized software solutions, such as supply chain optimization tools, quality control software, procurement platforms, and inventory management systems, to meet the particular needs.

Values



Quality and Safety Standards

Without sacrificing product quality, we assist the customer in realizing substantial cost reductions by putting our cost-control strategies into practice while maintaining safety and quality standards.



Sustainability and Ethical Practices

- Food waste reduction
- Responsible sourcing
- Eco-friendly packaging
- Ethical labor practices
- Energy efficiency



Client-Centric Approach

Our responsibility is to put the requirements and goals of our clients first, customize cost-control strategies to provide real value, cultivate enduring relationships, and promote mutual success in this industry.



Continuous Innovation

- Technology integration
- Market research & analysis
- Supplier collaboration
- Menu innovation
- Operational efficiency



Enhanced Operational Performance

Unlocking

Success



Improved Profitability



Risk Mitigation



Resource Optimization



Strategic Decision-Making

Beyond Numbers



Date Prepare: March-21
Period Cover: Jan-21

Menu Item Name	Number Sold	Popularity %	Item Food Cost	Item Sell Price	Item Profit	Total Cost	Total Revenue	Contribution Margin	Profit Category	Popularity Category	Menu Item Class
EGGPLANT FATTEH.BTWR	1143	24.6%	\$ 9.11	\$ 30.38	\$ 21.26	\$ 10,470.96	\$ 34,903.21	\$ 24,432.25	High	High	Star
MANAKEESH MIN.BTWR	548	11.7%	\$ 3.91	\$ 33.04	\$ 29.13	\$ 5,431.78	\$ 18,105.32	\$ 12,674.14	High	High	Star
SUNNY SIDE/PEGGS.BTWR	406	8.7%	\$ 10.75	\$ 35.82	\$ 25.07	\$ 4,362.54	\$ 14,541.80	\$ 10,179.26	High	High	Star
VEGETABLE OMELET.BTWR	549	11.8%	\$ 7.83	\$ 26.09	\$ 18.26	\$ 4,297.02	\$ 14,323.41	\$ 10,026.39	Low	High	Ploverhorse
FAVA BEANS.BTWR	442	9.5%	\$ 7.83	\$ 26.09	\$ 18.26	\$ 3,459.53	\$ 11,531.78	\$ 8,072.25	Low	High	Ploverhorse
CHZ MANKOUSHEH.BTWR	301	6.5%	\$ 8.09	\$ 26.96	\$ 18.87	\$ 2,434.49	\$ 8,114.96	\$ 5,680.47	Low	High	Ploverhorse
THYME MANKOUSHEH.BTWR	210	4.5%	\$ 6.78	\$ 22.61	\$ 15.83	\$ 1,424.43	\$ 4,748.10	\$ 3,323.67	Low	High	Ploverhorse
BW MANKOUSHEH.BTWR	147	3.2%	\$ 8.61	\$ 28.70	\$ 20.09	\$ 1,265.67	\$ 4,218.90	\$ 2,953.23	Low	High	Ploverhorse
LABNEH.BTWR	169	3.6%	\$ 7.04	\$ 23.48	\$ 16.44	\$ 1,190.44	\$ 3,968.12	\$ 2,777.68	Low	High	Ploverhorse
VEGETABLES PLATE.BTWR	153	3.3%	\$ 7.52	\$ 25.06	\$ 17.54	\$ 1,150.03	\$ 3,833.44	\$ 2,683.41	Low	High	Ploverhorse
MEAT MANKOUSHEH.BTWR	112	2.4%	\$ 9.91	\$ 33.04	\$ 23.13	\$ 1,110.14	\$ 3,700.48	\$ 2,590.34	High	Low	Puzzle
HUMMUS/CHICKPEAS.BTWR	140	3.0%	\$ 7.83	\$ 26.09	\$ 18.26	\$ 1,095.78	\$ 3,652.60	\$ 2,556.82	Low	High	Ploverhorse
SCRAMBLED EGG.BTWR	73	1.7%	\$ 6.95	\$ 23.19	\$ 16.23	\$ 549.43	\$ 1,631.44	\$ 1,282.01	Low	Low	Dog
EGGS WITH AWARMA.BTWR	46	1.0%	\$ 10.70	\$ 35.85	\$ 24.96	\$ 491.97	\$ 1,639.90	\$ 1,147.93	High	Low	Puzzle
ANDALUS MANKOUSH.BTWR	58	1.2%	\$ 6.78	\$ 22.61	\$ 15.83	\$ 393.41	\$ 1,311.38	\$ 917.97	Low	Low	Dog
PICKLES PLATE.BTWR	45	1.0%	\$ 7.04	\$ 23.48	\$ 16.44	\$ 316.38	\$ 1,056.60	\$ 739.62	Low	Low	Dog
SAJ JEENEH.BTWR	40	0.9%	\$ 7.63	\$ 25.44	\$ 17.81	\$ 305.25	\$ 1,017.51	\$ 712.26	Low	Low	Dog
SAJ ZAA TER.BTWR	25	0.5%	\$ 5.76	\$ 19.20	\$ 13.44	\$ 144.00	\$ 480.00	\$ 336.00	Low	Low	Dog
SAJ MORTADELLE.BTWR	11	0.2%	\$ 8.30	\$ 27.66	\$ 19.36	\$ 91.29	\$ 304.30	\$ 213.01	Low	Low	Dog
SAJ MHAMPA HOT.BTWR	11	0.2%	\$ 5.93	\$ 19.76	\$ 13.83	\$ 65.22	\$ 217.40	\$ 152.18	Low	Low	Dog
SAJ LABNEH.BTWR	11	0.2%	\$ 5.45	\$ 18.18	\$ 12.73	\$ 60.00	\$ 200.00	\$ 140.00	Low	Low	Dog
SAJ NUTELLA.BTWR	6	0.1%	\$ 8.61	\$ 28.70	\$ 20.09	\$ 51.66	\$ 172.20	\$ 120.54	Low	Low	Dog
SAJ HABASH.BTWR	5	0.1%	\$ 7.30	\$ 24.34	\$ 17.04	\$ 36.52	\$ 121.72	\$ 85.20	Low	Low	Dog
CHICKPS LMN OIL.BTWR	2	0.0%	\$ 6.78	\$ 22.61	\$ 15.83	\$ 13.57	\$ 45.22	\$ 31.65	Low	Low	Dog
Total	4665	100.0%				\$ 40,212.12	\$ 134,040.39	\$ 93,828.27			

30.8% Food Cost % \$ 20.11 Ave Item Profit

2.9% Menu Popularity Factor

	FOOD	RATIO
DOG	11	45.8%
PLOWHORSE	8	33.3%
STAR	3	12.5%
PUZZLE	2	8.3%
Total	24	

Explanations
 CM: Contribution Margin = revenue - cost
 MM: Menu Mix = The number of times the item is sold compared to other items
 Star: Item that sells above average and has an above average contribution margin. Action: leave the item as it is
 Ploverhorse: Item that sells above average, but has a below average contribution margin. Action: increase price slightly or leave as it is
 Puzzle: Item that sells below average however has a high contribution margin. Action: Change the position on the menu, make the item part of your up-selling targets
 Dog: Item that sells below average and poor contribution margin of the item is below average to profit. Action: In general these items should be removed from the menu
 Increasing the price of a ploverhorse should be handled carefully since the demand could drop. Since the item is currently popular a slight price increase can be accepted by the guests, however this should be done with a lot of care
 Reducing the price of a puzzle often does not lead to a higher sales volume. By reducing the price your revenue would decrease and you would still not sell more of the item



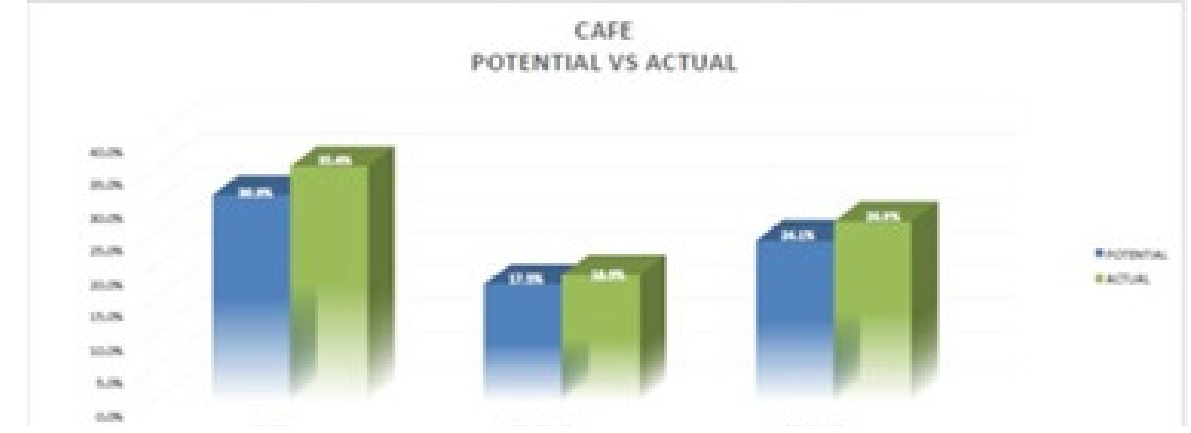


Beyond Numbers

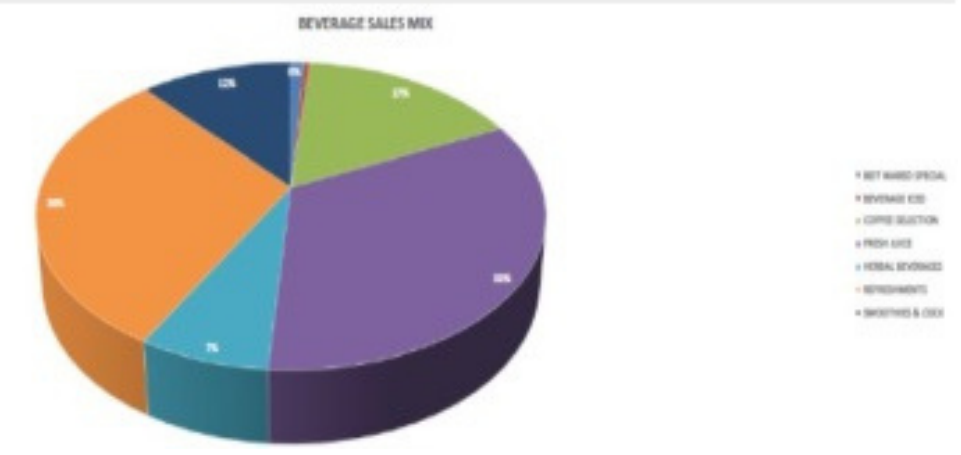
DATE	GROSS REVENUE	NET FOOD COGS	NET BEV COGS	DISCOUNT	VOID	STAFF MEAL	WASTE
Sep-21	SAR 1,852,753.48	23.62%	14.48%	0.87%	1.06%	0.40%	0.31%
Oct-21	SAR 2,182,660.43	19.28%	10.01%	0.82%	0.85%	0.11%	0.20%
Nov-21	SAR 2,312,327.28	24.45%	15.63%	0.51%	0.73%	0.16%	0.30%
Dec-21	SAR 2,556,495.65	26.69%	21.25%	0.36%	0.61%	0.25%	0.27%



	FOOD		BEVERAGE		COMBINED	
	POTENTIAL	ACTUAL	POTENTIAL	ACTUAL	POTENTIAL	ACTUAL
RESTAURANT	17.4%	26.4%	27.1%	21.7%	18.7%	25.7%
CAFE	30.9%	26.4%	17.8%	18.9%	24.1%	26.9%
TOTAL	17.8%	26.7%	25.4%	21.2%	19.0%	25.8%



DEPARTMENT	DIVISION	TOTAL SALES	TOTAL SALES MIX	TOTAL COST	TOTAL COST %
BEVERAGE	BEIT WARED SPECIAL	SAR 3,984.09	1.0%	SAR 883.72	30.5%
	BEVERAGE ICED	SAR 1,480.87	0.4%	SAR 302.87	20.5%
	COFFEE SELECTION	SAR 26,281.74	16.6%	SAR 6,842.83	12.2%
	FRESH JUICE	SAR 112,873.04	33.2%	SAR 38,380.06	34.0%
	HERBAL BEVERAGES	SAR 21,718.24	7.0%	SAR 423.40	1.9%
	REFRESHMENTS	SAR 182,887.83	38.0%	SAR 27,794.50	15.2%
SMOOTHIES & COCK	SAR 39,181.74	11.0%	SAR 17,581.14	45.0%	
AL BEVERAGE		SAR 339,599.57		SAR 91,968.52	27.1%





Partners

Here are our esteemed network of trusted partners who collaborate with us to deliver exceptional solutions and drive mutual success.





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HAPPY TO SERVE YOU

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