

CASE STUDY

MOWGLI STREET FOOD LIMITED

Company Background

Mowgli was founded in 2014 by Nisha Katona, an entrepreneurial former barrister with a passion for fresh Indian food. The restaurant chain, whose first site was based in Liverpool, offers authentic Indian street food which is packed with flavour. Their modern focus on healthy, light dishes differentiates it from traditional Indian restaurants, as does its provision of an extensive gluten-free, vegetarian and vegan offering.

Mowgli aims to enrich the lives of the communities it serves. The Mowgli Trust, a registered charity, formalises the company's community engagement efforts. To date, The Mowgli Trust has donated over £1 million to local charities. Across all restaurants, Mowgli has banned single-use plastics, recycles glass and cardboard, and tracks the reduction of food wastage. Mowgli is proud to pay employees above the

real living wage, offers free staff meals and ensures employees keep 100% of their tips.

Investment

After forming a strong relationship with Nisha, we invested in 2017. Nisha wanted to de-risk, but also ensure there was an opportunity for business growth. Our investment allowed Nisha to achieve her objectives and open new restaurants at a much faster pace. This was helped by the use of our extensive network. Here, we sourced expert guidance and experienced industry executives to support the Mowgli team.

We sourced and introduced Karen Jones as Chair. Karen previously founded Café Rouge and grew the business to over 100 sites. Alongside this, she is also Chair for restaurant chain Hawksmoor, and is a Non-executive Director for Deliveroo. We also introduced a Financial Director with a strong background in the food sector, including Byron Burger. A strategic plan was formulated, which included a location and site strategy, and a pricing and menu strategy.

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SECTOR: CONSUMER & LEISURE

Investment type	BUYOUT CAPITAL GROWTH CAPITAL
Initial investment date	JULY 2017
Initial investment amount (£'000)	£1,527



"I'm thrilled to be working with Foresight to continue the growth of Mowgli Street Food. I feel passionately about offering healthy, authentic Indian Street food to the market. Foresight's expertise in growing businesses, alongside our recently appointed new recruits, will allow us to expand into new geographies without compromising the quality of our offering."

**Nisha Katona,
Founder, Mowgli Street Food**

