

Devyani International Limited



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November 11, 2024

To,

National Stock Exchange of India Ltd.	BSE Limited
Exchange Plaza, Block G, C/1, Bandra Kurla	Phiroze Jeejeebhoy Towers,
Complex, Bandra (E), Mumbai – 400 051	Dalal Street, Mumbai – 400 001
Email: cmlist@nse.co.in	Email: corp.relations@bseindia.com
Symbol: DEVYANI	Security Code: 543330

Sub: Regulation 30: Presentation on Unaudited Financial Results of the Company for the Quarter and Half Year ended September 30, 2024

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of the Presentation on Unaudited Financial Results of the Company for the Quarter and Half Year ended September 30, 2024.

The same is also being uploaded on website of the Company at www.dil-rjcorp.com.

You are requested to take the above on record.

Yours faithfully, For Devyani International Limited

Pankaj Virmani Company Secretary & Compliance Officer

Encl.: As above













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The data and opinion expressed herein with respect to the Company is based on a number of assumptions, and is subject to a number of known and unknown risks, which may cause the Company's actual results or performance to differ materially from any projected future results or performance expressed or implied by such statements. Further, certain figures (including amounts, percentages and numbers), as applicable, have been rounded-off to the nearest number and may not depict the exact number.

We use a variety of financial and operational performance indicators to measure and analyze our financial performance and financial condition from period to period and to manage our business. Further, financial or performance indicators used here, have limitations as analytical tools, and should not be considered in isolation from, or as a substitute for, analysis of our historical financial performance, as reported and presented in our financial statements. Further, past performance is not necessarily indicative of future results.

This presentation has been prepared by the Company. This document is a summary only and does not purport to contain all of the information that may be required to evaluate any potential transaction and any recipient hereof should conduct its own independent analysis of the Company and their businesses, including the consulting of independent legal, business, tax and financial advisers. The information in this presentation has not been independently verified and has not been and will not be reviewed or approved by any statutory or regulatory authority or stock exchange in India. No representation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. Further, nothing in this document should be construed as constituting legal, business, tax or financial advice.

Chairman Comments





We are thrilled to announce the expansion of DIL's brand portfolio with the addition of three new lifestyle QSR brands. We proudly welcome tealive, a renowned Malaysian tea and beverage brand; New York Fries (NYF), a Canadian quick-service snacking brand, celebrated for it's french-fries, hot dogs, and poutine; and SANOOK KITCHEN, a popular Singapore based brand specializing in Thai and Asian cuisine, to the DIL family. With our exclusive rights for these brands in India, DIL is consolidating its strategy of "FOOD ON THE GO" and "HOUSE OF BRANDS". This expansion shall further strengthen our market presence and hence will offer our customers a wider variety of food & beverage brands.

DIL's consolidated revenue for the quarter was Rs. 1,222 crore, reflecting a 49% year-on-year growth. For the first half of the year, consolidated revenue stood at Rs. 2,444 crore, marking a 47% growth over H1 of last year.

Our core brands have continued to innovate, both by refreshing existing menu items and reintroducing popular favorites as LTOs, in preparation for the festive season. To meet the evolving customer preferences, Costa introduced seasonal and regional menu adaptations, also featuring international flavors that resonate with consumer trends. The menu now has a diverse array of options, including popular regional favorites like Kathi rolls and Chicken Seekh, along with a variety of dry cakes and savory items that pair perfectly with our Costa coffee. Our refreshed menu, that includes Quiche, Calzone, and tarts, has been well received.

Vaango, our home grown brand is also on a growth trajectory, with 90 stores as of September 30, 2024. We are delighted to introduce Vaango's new line-up of traditional snacks, including Banana Chips, Murukku, and Madras Mixture, alongside our Filter Coffee decoction, all designed to engage and resonate with our target audience.

I am glad to share that DIL has achieved remarkable recognition at the Indian Restaurant Awards 2024. Our brands, KFC and Vaango, have been recognized for their exponential growth, with KFC winning 'QSR Chain of the Year' and our very own homegrown Brand Vaango has been honoured as 'Food Court Restaurant of the Year'. This is because of the hard work and commitment of our incredible teams.

H1 FY25 - Business Highlights



tealive





Strengthen Brand portfolio

- Executed new exclusive Master Franchise agreements
 - ✓ Tealive Southeast Asia's largest lifestyle tea brand
 - ✓ New York Fries / 'NYF' Canadian QSR chain serving French fries, hot dogs and poutine
 - ✓ Sanook Kitchen Popular Singapore based brand specializing in Thai and Asian cuisine



Store expansion strategy continues

- √ 139 NNUs in H1 FY25
- ✓ 1,921 stores as of Sep 30, 2024, including 296 KFC Thailand Stores
- ✓ On track to meet 2,000 stores guidance within the current financial year



Product innovation & new occasions

- ✓ Launch of new variations of rolls in **KFC**, featuring a range of national and international flavors
- ✓ Relaunch of Momo Mia Pizza in a new and improved version in Pizza Hut
- ✓ New food offerings in Costa on an introductory basis consisting of Quiche, Calzone, and tarts.
- ✓ Introduction of traditional snacks and Filter Coffee decoction for home use in Vaango

New Brands - tealive



No.1

Bubble Tea Brand in Malaysia & S. E.A.

Brand Overview

PropositionLive a life of positivity.

Tagline BREWING POSITIVITY

Promise

To deliver high-quality tea beverages, brewed to perfection.

Values

Innovative Purpose-driven Entertaining

Purpose

To champion a posititve outlook amidst life's complexities.

Personality

Positive Quirky Bold Always On-Trend



Diversified Store Formats













Diversified Over 50 SKUs in drinks Menu Offering and Food

Milk Tea





elly Lotus
Biscoff
Milk Tea

Bang-Bang (Brown Sugar)







Nishio fine Matcha / Fruit tea







Food

Tealive Toastea



Popcorn

Chicken

as all

Cheesy Wedges

& Fries







Mac and

Cheese

New Brands - NEW



Recipe unlimited is Canadas largest full service restaurant company with multiple brands and international presence. Recipe is owned by Fairfax Financial holdings, Canada. NYF is a prominent brand in the portfolio of Recipe unlimited.

NYF has positioned itself as a premium fresh-cut french-fry brand. It has taken the ultimate fun food — french-fries - and created a popular and dynamic brand by buying the highest quality ingredients and cooking fries using unique three stage cooking system.

NYF makes the best french-fries in the market, because they are made from real, fresh, premium potatoes, and cooked to order - EVERY TIME.









Multiple Stores Location



Best Fries in The Market

Loaded Fries and Loaded Dogs





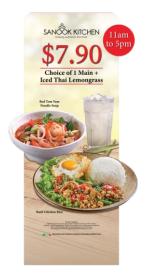
New Brands -





A destination for adventure seeking Thai and Asian food lovers, Sanook Kitchen whips up a wide variety of authentic, unpretentious meals at its best. Sanook Kitchen is all about fun, happiness and Asian flavors, with genuine spices and ingredients.

Sanook Kitchen serves classic range of appetisers, soups, curries and offering an exceptional dining experience for food lovers.





Sanook kitchen outlets











Delightful fusion of Asian Flavour





All prices are subject to service charge and preceding DST.

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6507 Deep-fried Tofu in Superior Thai Dark Sauce 風酱油泰式炸豆腐 | 8.9 Thai-style Stir-fried Tofu with Basil & Chilli

> 6509 /// Thai-style Stir-fried Spicy Rice Noodle with Vegetable 維持性系統計解集 | 9.9

6510 Pad Thai Vegetable 泰式菠菜炒巴泰面 | 9.9

Clear Tom Yum Vegetable Rice Noodle Soup 冬阴蔬菜奈式粿条汤 | 10.9

> Vegetarian Pineapple Fried Rice 泰式菠萝炒饭 | 8.9

6513 Vegetarian Olive Fried Rice 橄榄炒饭 | 8.9

Vegetarian Egg Fried Rice 噩炒饭 | 7.9

New Brands – Next Steps









Executed exclusive Master Franchise Agreement

Next Steps :-

- ✓ Detailed discussion with brand franchisors for India entry strategy
- ✓ Hiring of management teams
- ✓ Decision on menu localization of taste and flavors
- ✓ Development of business plan
- ✓ Launch and rollout Apr25 onwards

Q2 FY25 - Performance Highlights





Positive store additions

- √ 1,921 Stores as of Sep 30, 2024
- ✓ 85 NNUs in Q2 FY25
- ✓ 296 KFC stores in Thailand as of Sep 30, 2024



Strong Revenue growth

Q2 FY25 INR 1,222 Cr; +49.1% YoY

- ✓ KFC India INR 543 Cr; +6.8% YoY
- ✓ PH India INR 185 Cr; +0.5% YoY
- ✓ Costa INR 49 Cr; +41.6% YoY



Margin Performance Gross Margin

✓ Q2 FY25 at 69.3%; -1.5% YoY

Brand Contribution

✓ Q2 FY25 at 13.6%; -1.8% YoY



Earnings Performance

Consolidated Reported EBITDA

- ✓ Q2 FY25 INR 199 Cr; +25.2% YoY
- ✓ Margins at 16.3% vs 19.4% in Q2 FY24

Profit before Tax

✓ Q2 FY25 at INR -4 Cr vs INR 19 Cr in Q2 FY24

New Store Openings

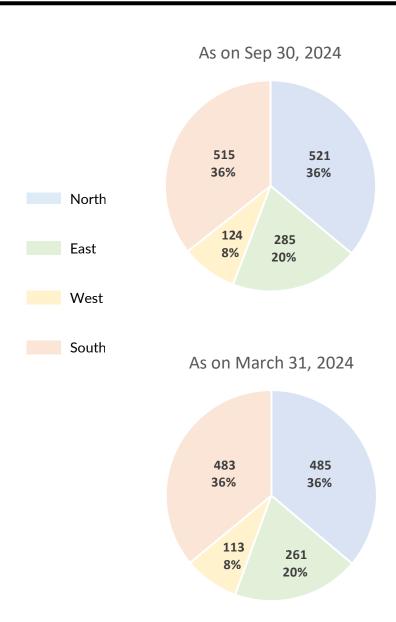


	Net New Units (NNU)					Stores as at	Stores as at	Stores as at	
Brand	Q2 FY24	Q1 FY25	Q2 FY25		FY24	H1 FY25	30 Sep 23	31 March 24	30 Sep 24
KFC KFC	30	21	28		106	49	540	596	645
PH PIZZA	14	3	23		61	26	535	567	593
Costa	23	13	15		67	28	146	179	207
Vaango Vaango!	1	9	18		11	27	53	63	90
Others	0	-2	0		0	-2	24	24	22
Total India	68	44	84		245	128	1,298	1,429	1,557
Nigeria KFC	0	0	0		3	0	38	40	40
Nepal KFC	0	3	0		3	3	22	25	28
Thailand KFC	0	7	1		288 <mark>*</mark>	8	0	288	296
Total DIL	68	54	85		539	139	1,358	1,782	1,921

Core Brands - 1,805 stores as on 30th Sep'24 (1,738 : 30th June'24)

Core Brands Stores; India – Regional split



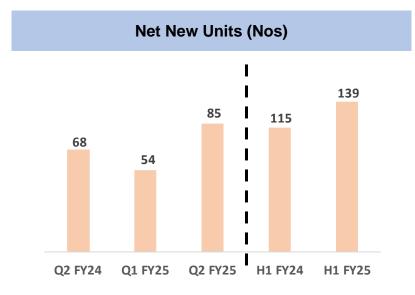


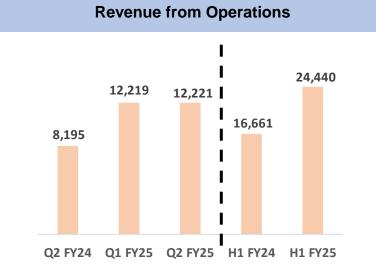
Total Store Count	1,221	1,342	1,445
Total Cities	244	253	262
% in Non Metro	51%	51%	52%
% in Metro	49%	49%	48%
Total Non Metros	626	686	758
Total Metros *	595	656	687
Other Metro Cities	62	69	72
Hyderabad	85	90	100
Kolkata	71	81	86
Bangalore	141	163	169
Delhi NCR	236	253	260
Core Brand Stores	2023	2024	2024
Core Brand Stores	Sep 30,	March 31,	Sep 30,

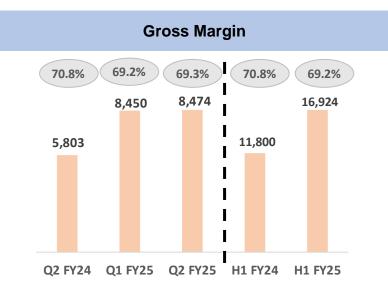
^{*} Metro cities :- Delhi NCR, Mumbai, Kolkata, Bangalore, Hyderabad, Ahmedabad, Pune.

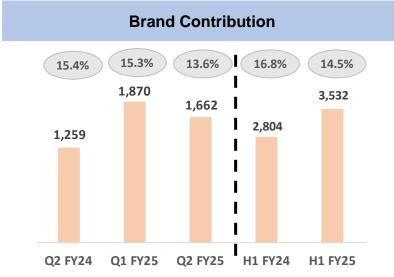
Performance Trend – DIL Consolidated

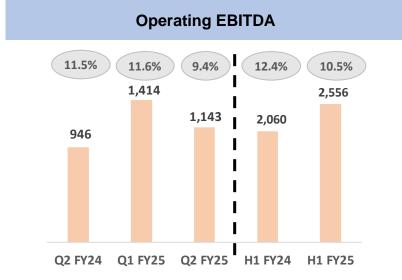


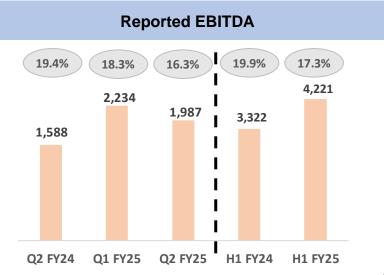






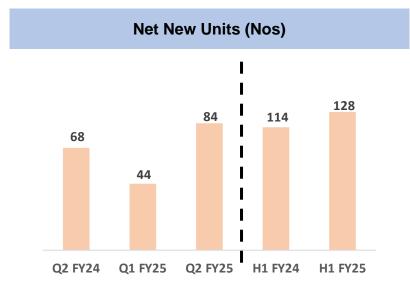


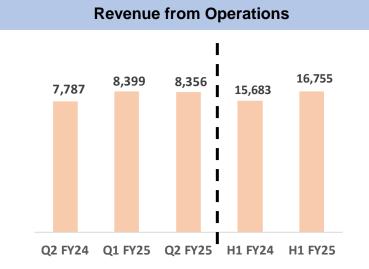


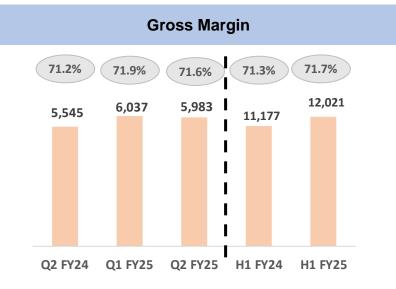


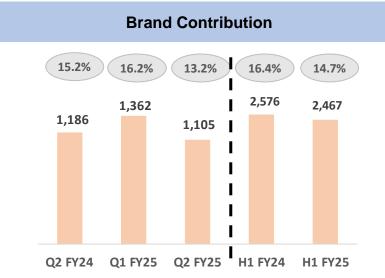
Performance Trend – DIL India

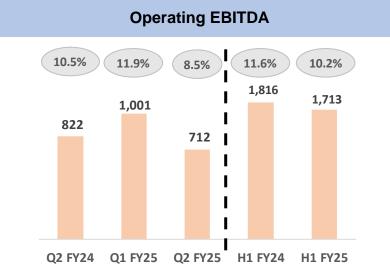


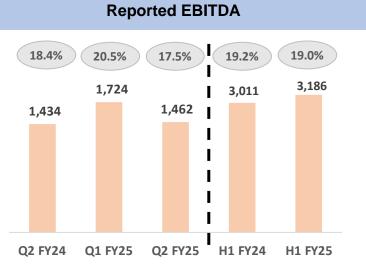






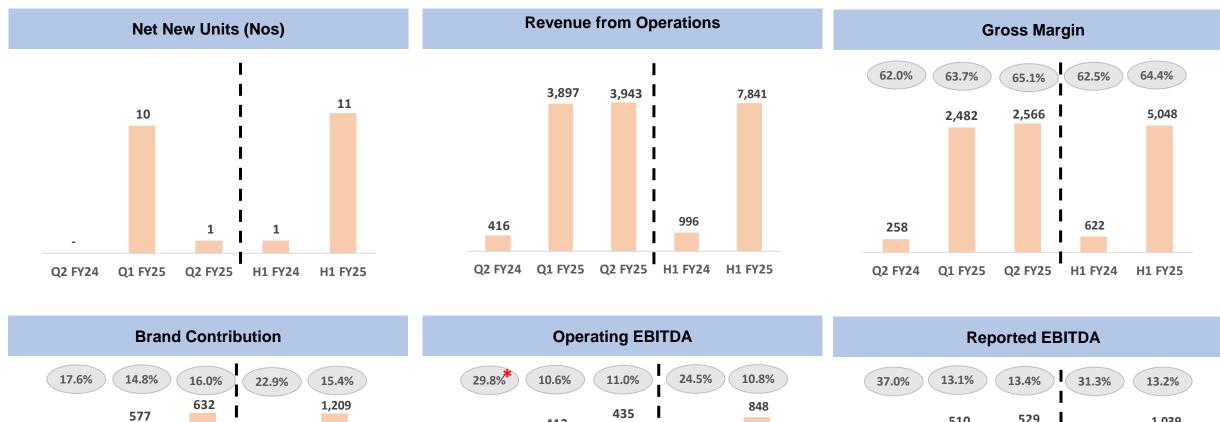


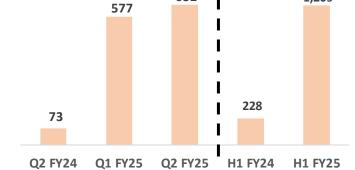


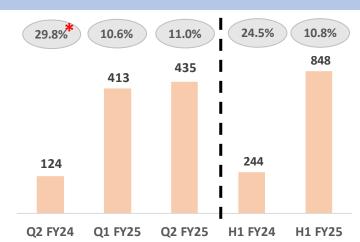


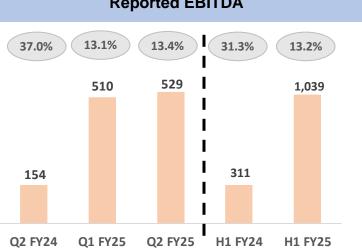
Performance Trend – DIL International











14



Q2 Net New Stores - 28











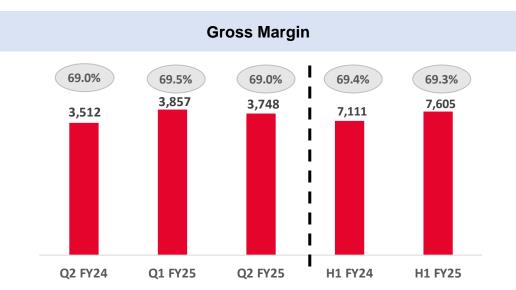


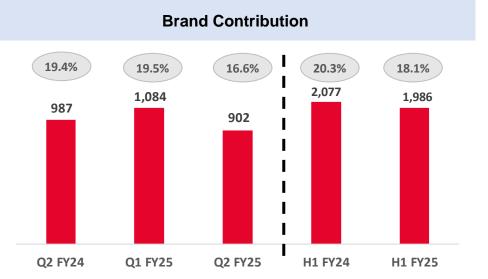


Business Performance – KFC India









KFC Marketing Campaigns













PRESENTING NOTONIA! PIZZA

JUICY MOMOS 🐲 CHEESY PIZZA







Core Brands – Pizza Hut – India

Q2 Net New Stores - 23









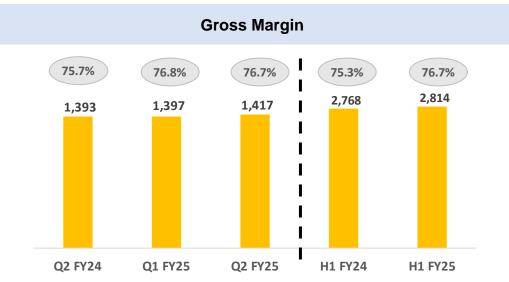




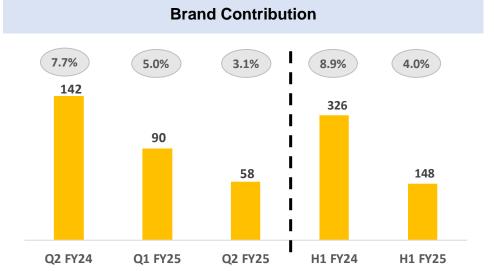
Business Performance – PH India







ADS: Average Daily sales in '000



New Initiatives



















Q2 Net New Stores 15











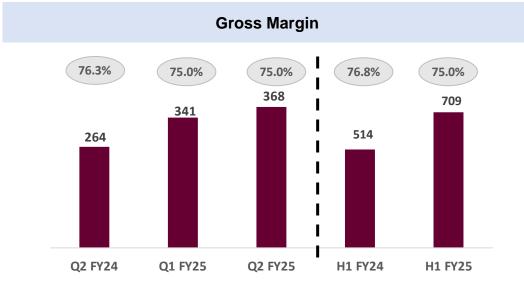


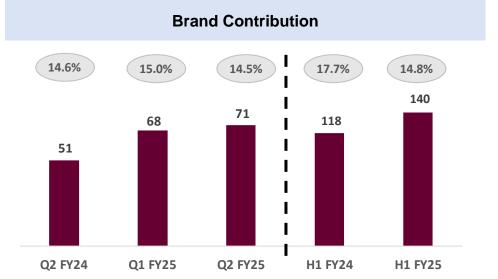


Business Performance – Costa India









Marketing Initiatives

























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Q2 Net New Stores 18











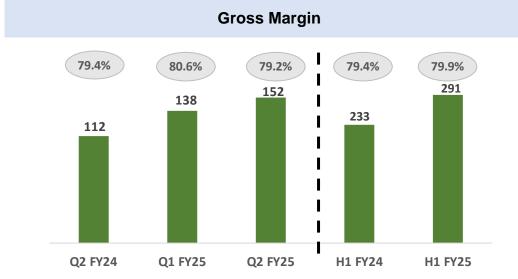


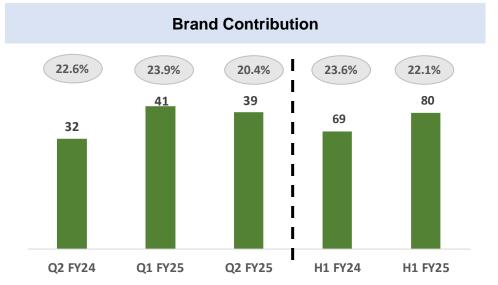


Business Performance – Vaango India









Vaango Marketing Campaigns













DIL International



Nigeria 40 Stores Nepal 28 Stores Thailand 296 Stores









	Q2 FY24	Q1 FY25	Q2 FY25	H1 FY24	H1 FY25
Exit Stores	60	363	364	60	364
Revenue from Operations (INR Mn)	416	3897	3943	996	7841
ADS Nigeria (Naira '000)	792	1064	1008	778	1035
ADS Nepal (NPR '000)	134	126	111	138	118
ADS Thailand (THB '000)	56	59	55	58	57























Consolidated Profit & Loss Statement



Particulars (INR Million)	Q2'FY24	Q1' FY25	Q2' FY25	FY23	FY24
Revenue from Operations	8,195	12,219	12,222	29,977	35,563
Other Income	66	99	48	326	323
Total Income	8,260	12,318	12,270	30,303	35,887
Raw Material Cost	2,393	3,769	3,747	8,986	10,566
Gross Profit	5,802	8,450	8,474	20,991	24,997
Gross Margin	70.8%	69.2%	69.3%	70.0%	70.3%
Employee benefits expense	1,109	1,682	1,834	3,452	4,950
Other expenses	3,105	4,534	4,653	10,988	13,524
Total Expenses	4,214	6,216	6,487	14,440	18,474
EBITDA	1,588	2,234	1,987	6,551	6,524
EBITDA Margin	19.4%	18.3%	16.3%	21.9%	18.3%
Finance Costs	417	630	653	1,475	1,869
Depreciation & Amortization Expense	863	1,322	1,391	2,788	3,848
Impairment	43	0	0	-5	59
Foreign exchange loss (net)	0	76	30	200	894
Exceptional (Gain)/ Loss	140	0	0	0	140
Profit before Tax (PBT)	190	305	-39	2419	37
Tax Expense	-168	81	10	-206	133
Profit after Tax (PAT)	358	224	-49	2625	-97

Consolidated Balance Sheet



Particulars (INR Million)	31-Mar-24	30-Sep-24	Particulars (INR Million)	31-Mar-24	30-Sep-24
Equity Share Capital	1,206	1,206	(a) Property, plant and equipment	14,995	16,149
Other equity	9,352	10,450	(b) Capital work-in-progress	110	104
Non-controlling Interest	2,928	2,893	(c) Right-of-use assets	16,906	18,058
Total Equity	13,486	14,550	(d) Investment properties	268	282
			(e) Goodwill	4,287	4,704
(a) Financial liabilities			(f) Other intangible assets	5,709	6,414
(i) Borrowings	7,255	7,166	(h) Financial assets		
(ii) Lease liabilities	18,549	19,891	(i) Loans	-	-
(iii) Other financial liabilities	285	132	(ii) Other financial assets	1,166	1,383
(b) Provisions	586	640	(i) Deferred tax assets (net)	512	659
(c) Other non-current liabilities	50	9	(j) Income tax assets (net)	298	57
			(k) Other non-current assets	213	152
Total Non-Current Liabilities	26,726	27,838	Total Non-Current Assets	44,463	47,961
(a) Financial liabilities			(a) Inventories	1,310	1,509
(i) Borrowings	1,846	2 335	(b) Financial assets	1,310	1,505
(ii) Lease liabilities	1,407	1,601	[` '	527	544
(iii) Trade payables	_,	_,000_	(ii) Cash and cash equivalents	1,676	1,890
(a) total outstanding dues of MSME	166	138	(iii) Bank balances other than cash	132	389
(a) total outstanding dues of moint	100	100	and cash equivalents	102	303
(b) total outstanding dues of creditors	3,590	4,468	(iv) Other financial assets	571	398
other than MSME					
(iv) Other financial liabilities	1,364	1,756	(c) Income tax assets (net)	4	7
(b) Other current liabilities	577	445	(d) Other current assets	640	624
(c) Provisions	116	149			
(d) Current tax liabilities (net)	46	43			
Total Current Liabilities	9,113	10,933			
Total Liabilities	35,839	38,771	Total Current Assets	4,861	5,360
Total Equity and Liabilities	49,325	53,321	Total Assets	49,325	53,321



Devyani International's Q2 & H1 FY2025 Conference Call on Monday, November 11, 2024 at 2:30 PM IST

Devyani International Limited (DIL), a multi-dimensional comprehensive QSR player in India, will host a conference call for investors and analysts on Monday, November 11, 2024 at 2:30 PM IST to discuss its results and developments for the quarter and half year ended September 30, 2024. The results will be announced earlier the same day.

The senior management of the Company will be present to address the call.

Details of the conference call are as follows:

Please dial the below number 5-10 minutes prior to the scheduled start to ensure that you are connected to the call-in time

Timing	:	Monday, Novemeber 11, 2024 at 2:30 PM IST
Conference Dial-In Primary Number	:	+91 22 6280 1141 / +91 22 7115 8042
Toll Free Numbers		
Hong Kong Local Access Number	:	800 964 448
Singapore Local Access Number	:	800 101 2045
UK Local Access Number	:	0 808 101 1573
USA Local Access Number	:	1 866 746 2133
		To enable participants to connect to the conference call without having to wait for an operator, please register at the link below:
Pre-Registration	:	Click here to ExpressJoin the Call

About Us



Devyani International Limited (DIL) is the largest franchisee of Yum Brands in India and is among the largest operators of chain quick service restaurants (QSR) in India, on a non-exclusive basis, and operates ~1,920 stores across more than 260 cities in India, Nigeria, Nepal and Thailand, as of September 30, 2024. In addition, DIL is a franchisee for the Costa Coffee brand and stores in India.

Yum! Brands Inc. operates brands such as KFC, Pizza Hut and Taco Bell brands and has presence globally with more than 55,000 restaurants in over 155 countries.

Founded in London by Italian brothers Sergio and Bruno Costa in 1971, Costa Coffee is present in 41 countries around the world, with over 2,800+ coffee shops in the UK&I and 1,100+ globally.

Please visit www.dil-rjcorp.com for more information. You may also reach out to:

Manish Dawar **Devyani International Limited**+91 124 478 6000

Email: Investor.relations@dil-rjcorp.com

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Email: anoop@cdr-india.com /

jenny@cdr-india.com

Safe Harbor

Certain statements that may be made or discussed at the conference call may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, litigation, labour relations etc. Actual results might differ substantially from those expressed or implied. Devyani International will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



















