

February 11, 2025

To,

National Stock Exchange of India Ltd. Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Email: cm1ist@nse.co.in Symbol: DEVYANI	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Email: corp.relations@bseindia.com Security Code: 543330
--	---

Sub: Regulation 30: Presentation on Unaudited Financial Results of the Company for the Quarter and Nine Months ended December 31, 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 Nine Months ended December 31, 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





DEVYANI

INTERNATIONAL LIMITED



Q3 FY'25 Results Presentation

Feb 11th, 2025

Disclaimer



The information contained in this presentation is for information purposes only and does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase any securities (“Securities”) of Devyani International Limited (the “Company”) in India, the United States or any other jurisdiction. This presentation should not, nor should anything contained in it, form the basis of, or be relied upon in any connection with any contract or commitment whatsoever. This presentation is not an offer of securities for sale in the United States or elsewhere. This presentation does not constitute a prospectus, a statement in lieu of a prospectus, an offering circular, information memorandum, an invitation or advertisement or an offer document under the Companies Act, 2013, together with the rules thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 each as amended, or any other applicable law in India.

This presentation may contain forward-looking statements that involve risks and uncertainties. Forward-looking statements are based on certain assumptions and expectations of future events. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. There is no obligation on the Company or any of its directors, officers, employees, agents or advisers, or any of their respective affiliates, advisers or representatives to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise and none of them shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of the Company’s management on future events.

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.



“I am delighted to say that DIL has successfully met its store expansion guidance, crossing an impressive milestone of 2,000 stores in the recent quarter, across all brands and geographies - ahead of the original target. This achievement further enhances our market presence and reinforces our strategic position in the QSR industry. It also offers our customers greater access to our brands.

Reflecting on Q3, our store expansion strategy has been a key driver of the company’s growth. We remain committed to this approach, ensuring a balance between expansion and store-level performance. In Q3, we added 111 net new stores, bringing our total store count to 2,032 as of December 31, 2024.

DIL’s consolidated revenue for the quarter stood at Rs. 1,294 crores, reflecting a 53.5% year-on-year growth. We have also seen slightly better margin performance because of better SSSG and certain fresh cost optimization measures.

I am glad to share that our brands continue to demonstrate consistency and excellence. In recognition of this, KFC was awarded the Most Admired Retailer of the Year for market expansion at the Pepsi Images Food Service Awards 2024.”

Q3 and 9M FY25 - Business Highlights



Store expansion strategy continues

- ✓ 250 NNUs in 9M FY25 vs. 209 stores in PY.
- ✓ Achieved milestone of 2,000 stores in Q3 FY25. Guidance met.
- ✓ 17 KFC stores added in Thailand in 9M FY25.
- ✓ First food court under PVR JV opened in Kota.



Brand Performance

- ✓ Positive SSSG momentum across all major brands and geographies.
- ✓ Stable ADS.
- ✓ Improved brand contribution in KFC, Costa and International markets.



Financial Performance

- ✓ All round margin improvement on account of better leverage and fresh cost optimization measures.
- ✓ Nigeria currency stabilizing.
- ✓ Positive PBT during the quarter and on YTD basis.

Q3 FY25 - Performance Highlights



Positive store additions

- ✓ 2,032 Stores as of Dec 31, 2024
- ✓ 111 NNUs in Q3 FY25
- ✓ 305 KFC stores in Thailand as of Dec 31, 2024



Strong Revenue growth

Q3 FY25 INR 12,945 Mn; +5.9% QoQ

- ✓ KFC India INR 5,698 Mn ; +4.8% QoQ
- ✓ PH India INR 1,902 Mn ; +2.9% QoQ
- ✓ Costa INR 517 Mn ; +5.4% QoQ



Margin Performance

Gross Margin

- ✓ Q3 FY25 at 68.7%; -0.6% QoQ

Brand Contribution

- ✓ Q3 FY25 at 14.3%; +0.7% QoQ



Earnings Performance









Consolidated Reported EBITDA

- ✓ Q3 FY25 INR 2,192 Mn; +10.3% QoQ
- ✓ Margins at 16.9%; +0.6% QoQ

Profit before Tax

- ✓ Q3 FY25 at INR 85 Mn vs INR -39 Mn in Q2 FY25

New Store Openings

Brand	Net New Units (NNU)					Stores as at 31 Dec 23	Stores as at 31 March 24	Stores as at 31 Dec 24
	Q3 FY24	Q2 FY25	Q3 FY25	9M FY24	9M FY25			
KFC 	50	28	44	100	93	590	596	689
PH 	30	23	51	59	77	565	567	644
Costa 	8	15	2	42	30	154	179	209
Vaango 	1	18	4	2	31	54	63	94
Others	0	0	0	0	-2	24	24	22
Total India	89	84	101	203	229	1,387	1,429	1,658
Nigeria 	2	0	0	3	0	40	40	40
Nepal  	3	0	1	3	4	25	25	29
Thailand 	0	1	9	0	17	0	288*	305
Total DIL	94	85	111	209	250	1,452	1,782	2,032

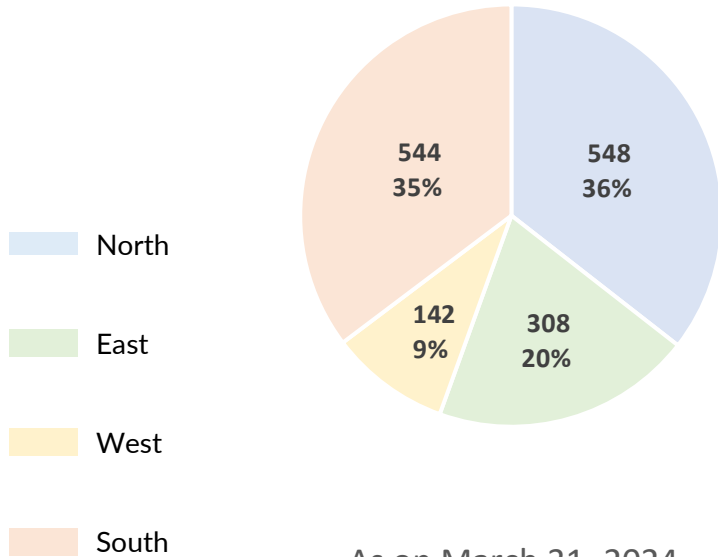
Core Brands – 1,912 stores as on 31st Dec'24 (1,805 : 30th Sep'24)

* Includes 283 Thailand KFC stores acquired on 18th Jan'24

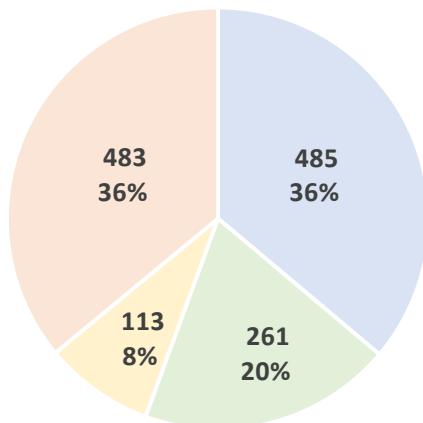
NNU = Gross additions less Closures

Core Brands Stores; India – Regional split

As on Dec 31, 2024



As on March 31, 2024



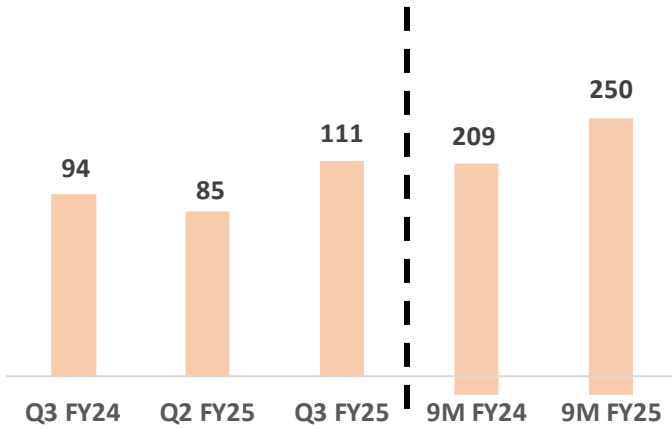
Core Brand Stores	Dec 31, 2023	March 31, 2024	Sep 30, 2024	Dec 31, 2024
Delhi NCR	250	253	260	272
Bangalore	151	163	169	174
Kolkata	78	81	86	91
Hyderabad	90	90	100	103
Other Metro Cities	64	69	72	81
Total Metros *	633	656	687	721
Total Non Metros	676	686	758	821
% in Metro	48%	49%	48%	47%
% in Non Metro	52%	51%	52%	53%
Total Cities	251	253	262	281
Total Store Count	1,309	1,342	1,445	1,542

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

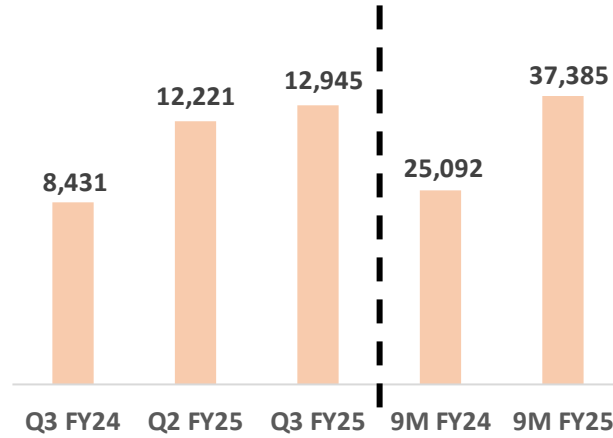
Performance Trend – DIL Consolidated



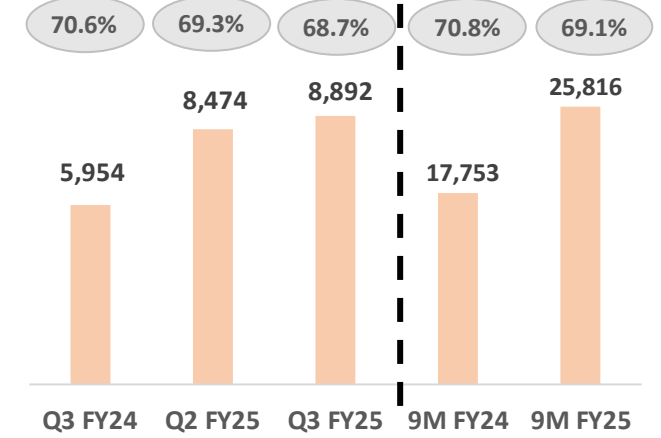
Net New Units (Nos)



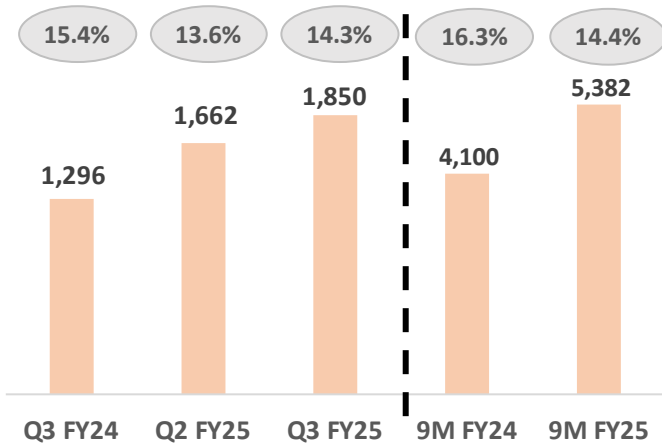
Revenue from Operations



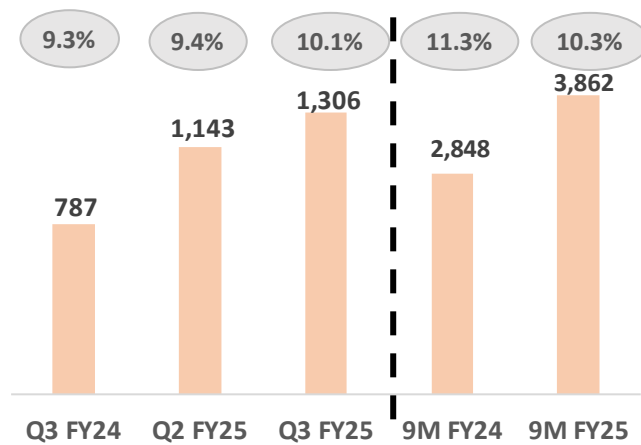
Gross Margin



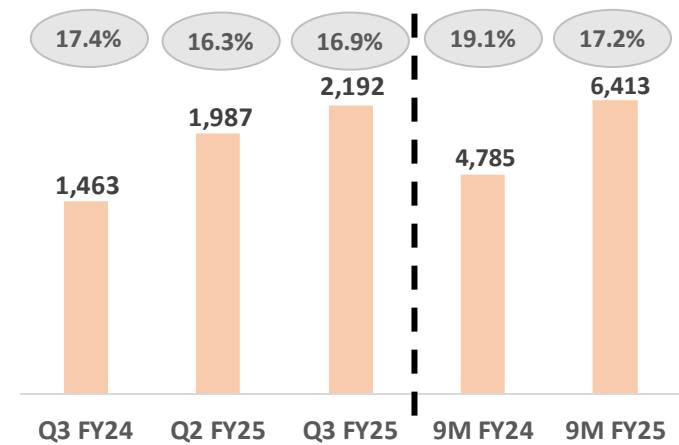
Brand Contribution



Operating EBITDA



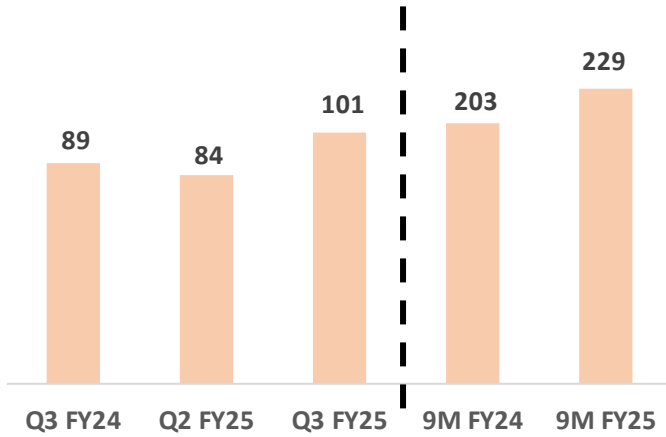
Reported EBITDA



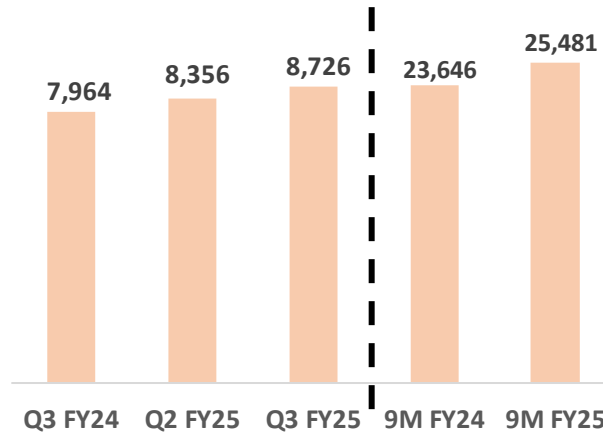
Performance Trend – DIL India



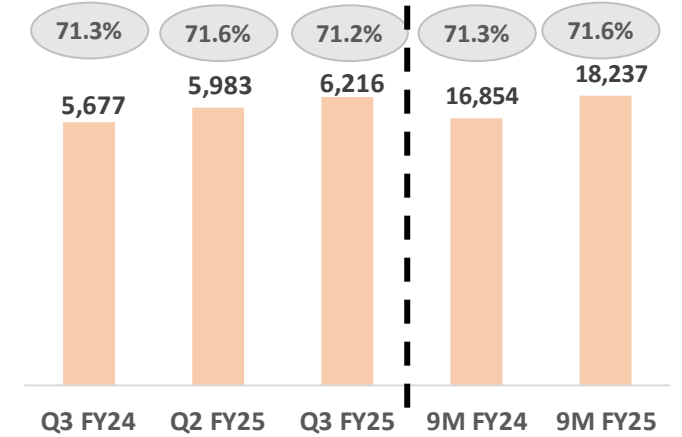
Net New Units (Nos)



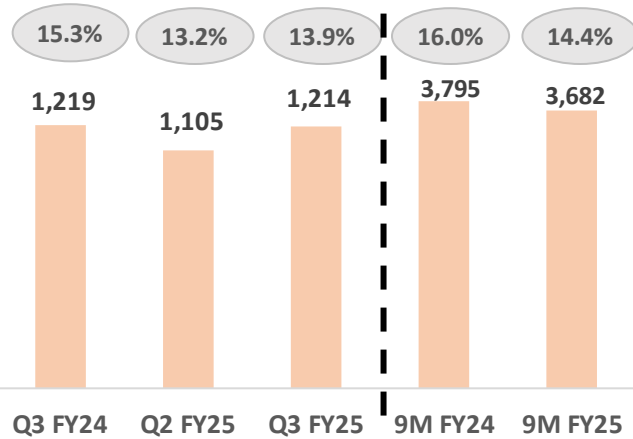
Revenue from Operations



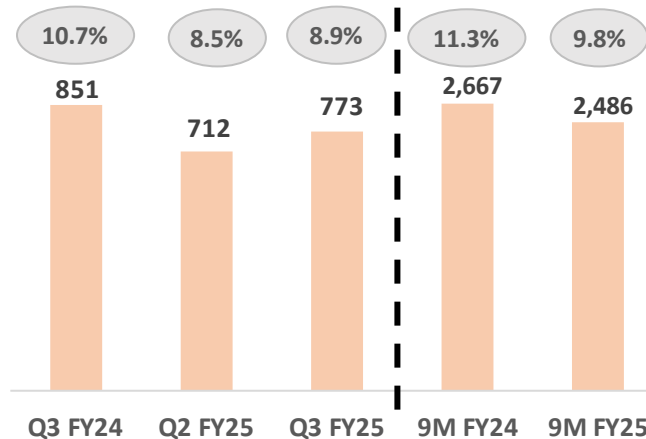
Gross Margin



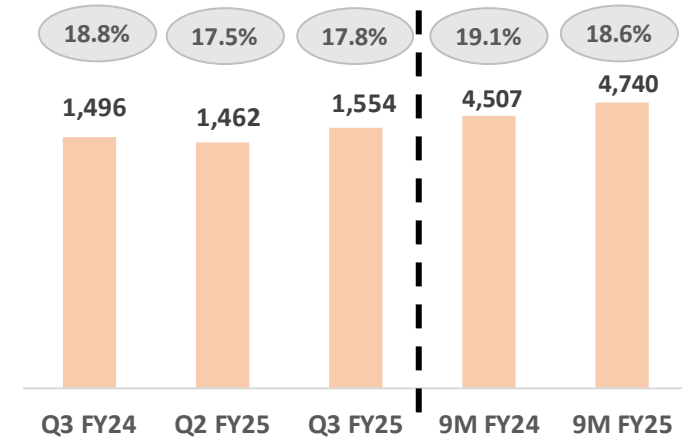
Brand Contribution



Operating EBITDA



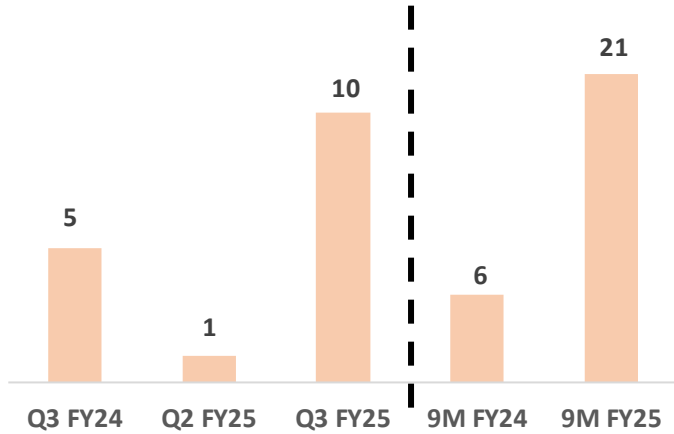
Reported EBITDA



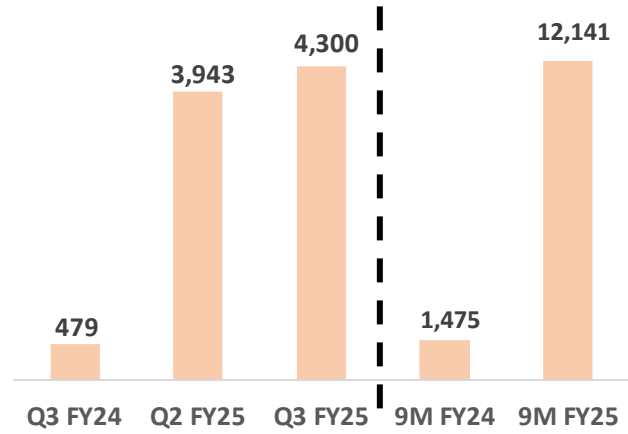
Performance Trend – DIL International



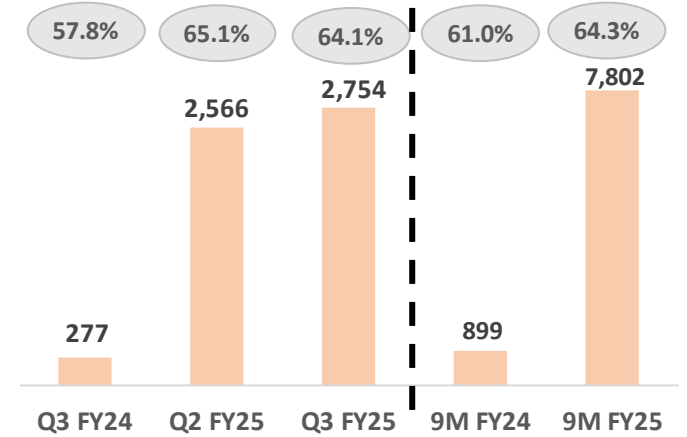
Net New Units (Nos)



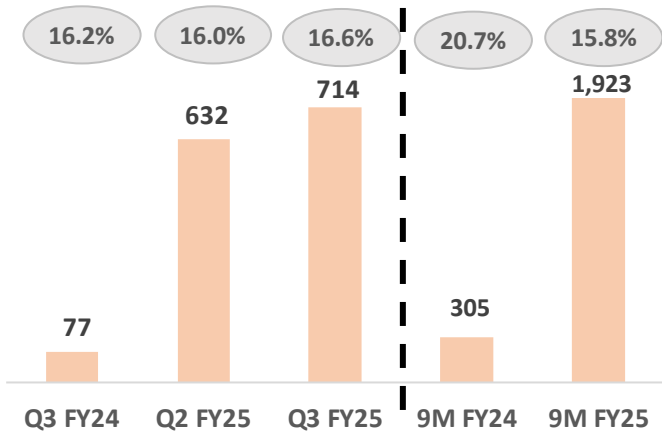
Revenue from Operations



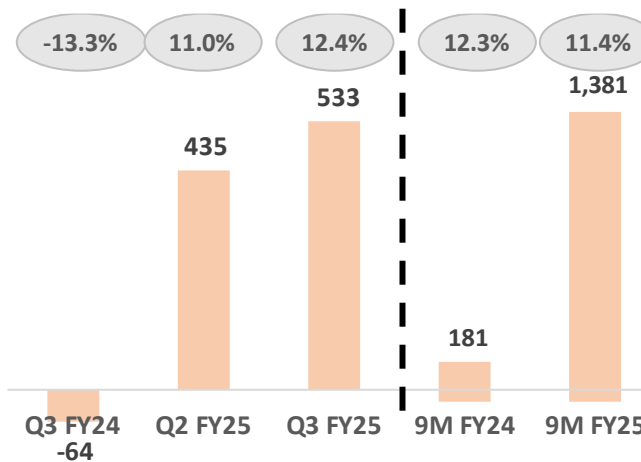
Gross Margin



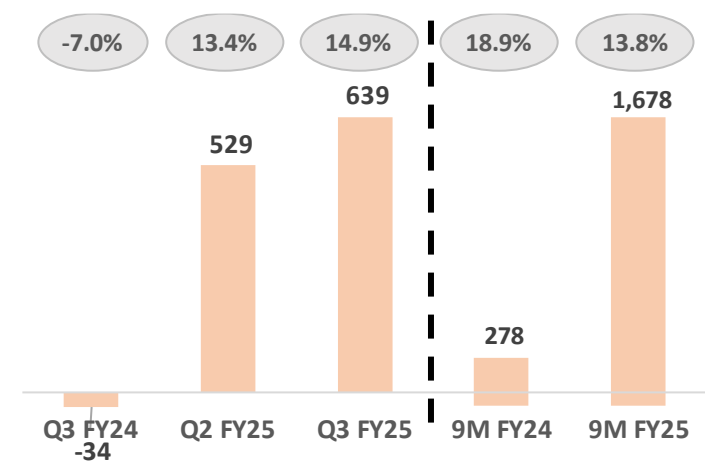
Brand Contribution



Operating EBITDA



Reported EBITDA



KFC®

TASTE THE EPIC



ROLLS

BURGERS

BONELESS

CHICKEN BUCKET

Core Brands – KFC – India

THIS CHICKEN PRODUCT CONTAINS ADDED SODIUM GLUTAMATE. NOT RECOMMENDED FOR INFANTS BELOW 12 MONTHS AND PREGNANT WOMEN. CONTAINS RED DYE 40, WHEAT, MAIDA AND GLUTEN. PLEASE READ THE LABEL CAREFULLY. TAXES AND SERVICE CHARGES APPLY. © 2024 KFC. ALL RIGHTS RESERVED. T&CS APPLY.

Q3 Net New Stores - 44



NAMCHI, SIKKIM



GANGANAGAR, RAJASTHAN



VATIKA BUSINESS PARK, GURGAON



NAIHATI, KOLKATA



CURCHOREM, GOA

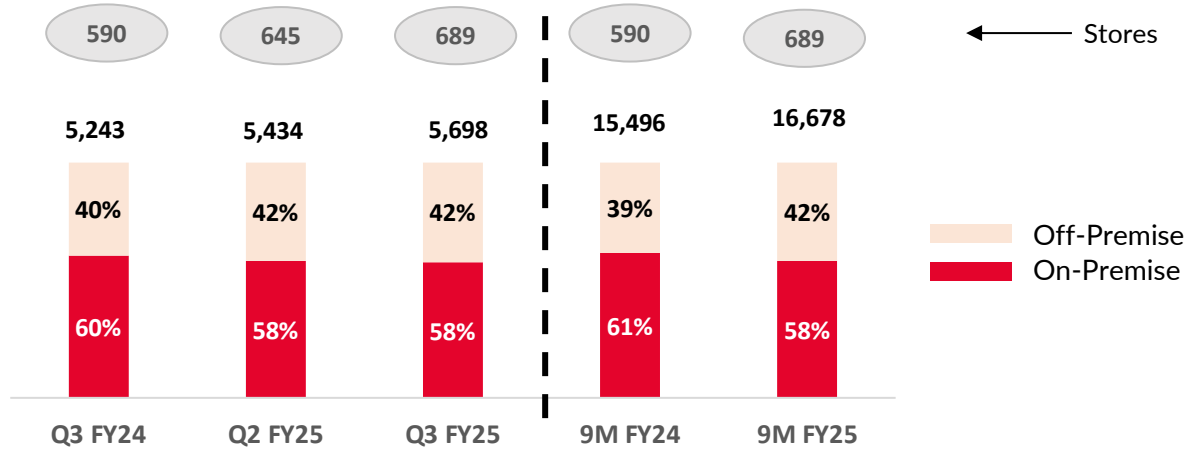


PUTTENHALLI JP NAGAR, BENGALURU

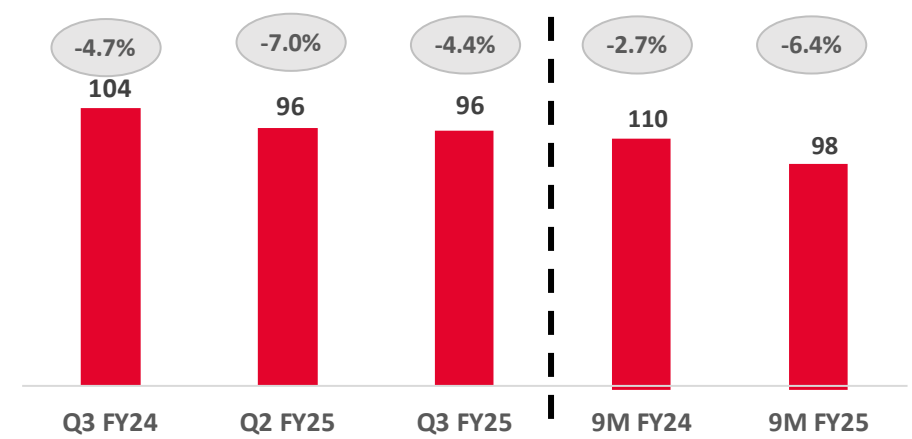
Business Performance – KFC India



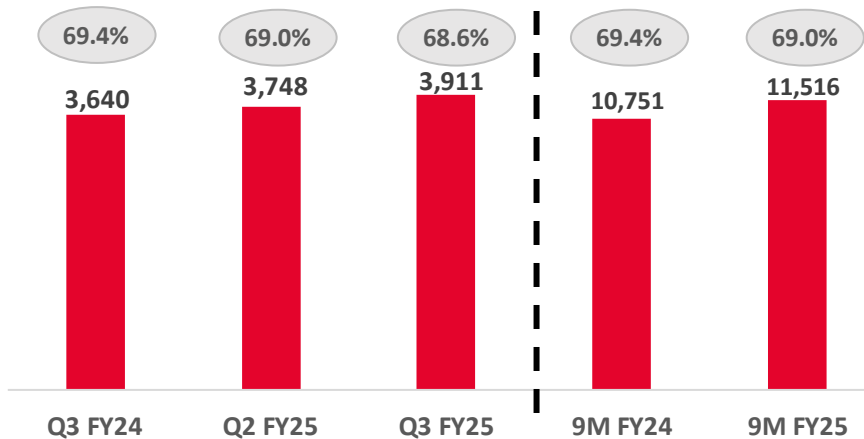
Revenue and Sales mix



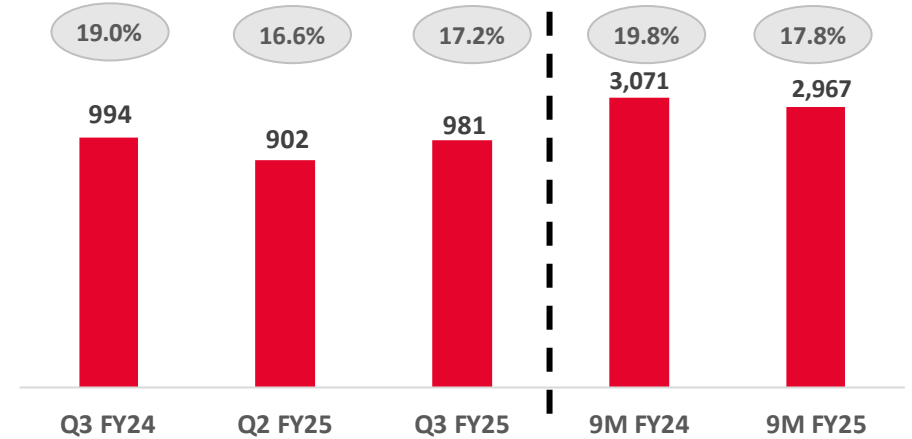
ADS and SSSG



Gross Margin



Brand Contribution



KFC Marketing Campaigns



KFC EPIC FEAST

5th DEC - 2nd JAN

SAVE UP TO 38%

5 HOT & CRISPY + 8 BONELESS STRIPS + 2 REG. FRIES + 2 REG. PEPSI + 4 DIPS @ ₹799

Offer Price Available on Dine-In and KFC App only. Free Delivery with more Offers on the APP.

Chicken products contain added monosodium glutamate, not recommended for infants below 12 months and pregnant women. Product images are illustrative. Actual products may vary. *Not applicable in some. Differential pricing in select markets/countries. Carbonated Water CO2 (ANS CAPSULE). Pepsi is registered trademark of PepsiCo, Inc. USA apply. For details refer to www.kfc.co.in/terms and conditions. Offer available in select cities only.



KFC ONLY ₹149 LUNCH SPECIALS



DISCOVER GREATNESS

Go Ads free

1 of 2 · 00:17

KFC Taste The Epic

Order Now

VILLAINS OF THE CRUNCH ARE RISING

IT'S YOUR TIME TO RISE AS THE HEROES OF THE EPIC CRUNCH

Sign Up Login

SUIT UP AND BECOME THE EPIC HERO OF THE CRUNCH

ZINGWOMAN

Got that zing, and that rizz when I roll!

KFC EPIC SAVERS

STARTING ₹99

2-99 4-149 10-399



দ্বিগুণ ট্রিট, দ্বিগুণ মজা

➤ BUY 1 GET 1 FREE ◀

ON ALL PAN PIZZAS*



Core Brands – Pizza Hut – India

DINE-IN

ORDER ONLINE

Download our app
or visit pizzahut.co.in



Q3 Net New Stores - 51



JANTA CITY, BEHRAMPUR



MIDWAY DIMAPUR



PACIFIC MALL



SHYAM NAGAR, KOLKATA



KHORDHA

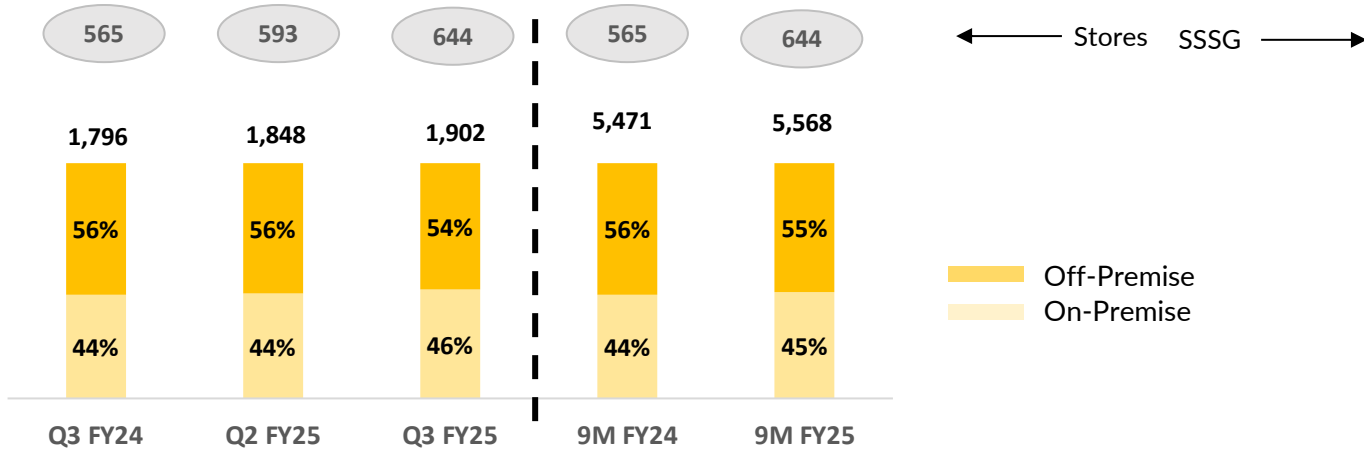


DOMBIVLI

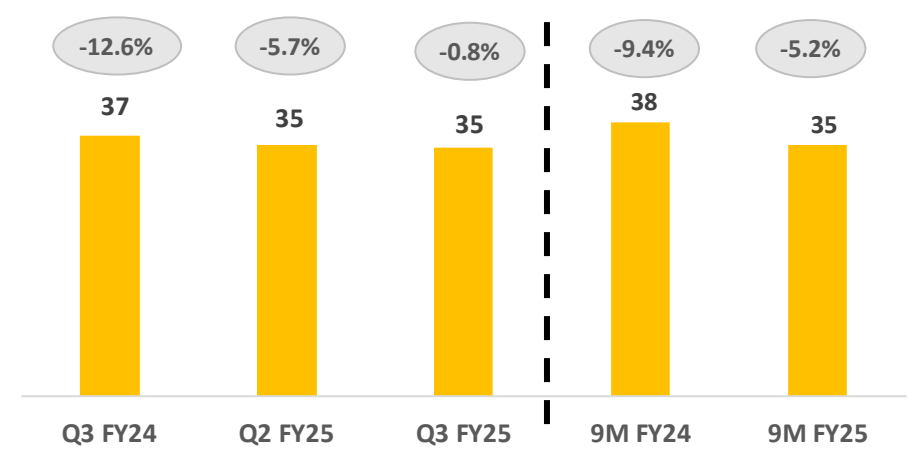
Business Performance – PH India



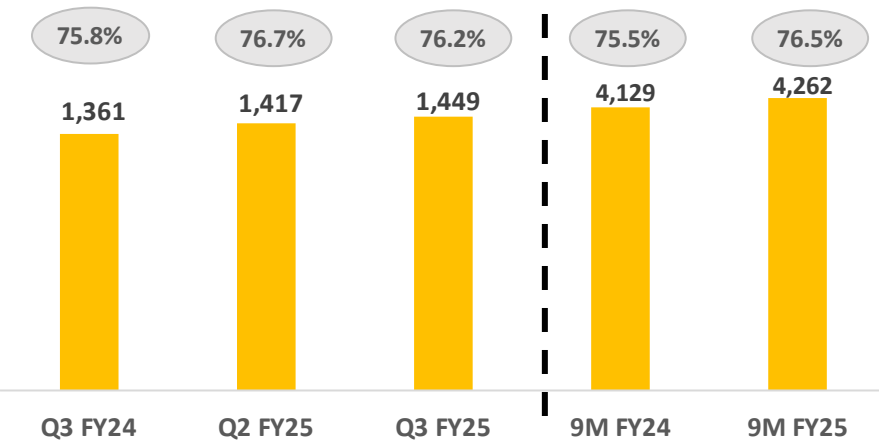
Revenue and Sales mix



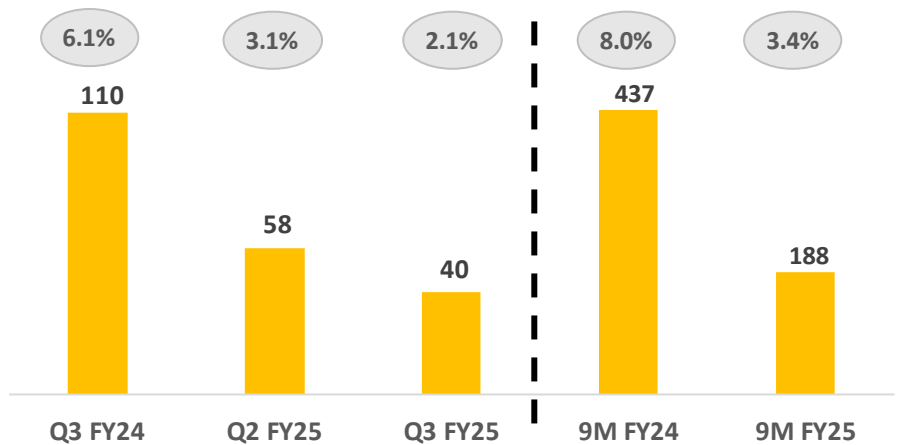
ADS and SSSG



Gross Margin



Brand Contribution



New Initiatives



7:43 435 Pizza Hut

Chhath Pooja Special
Meal for 2 at just ₹499*!

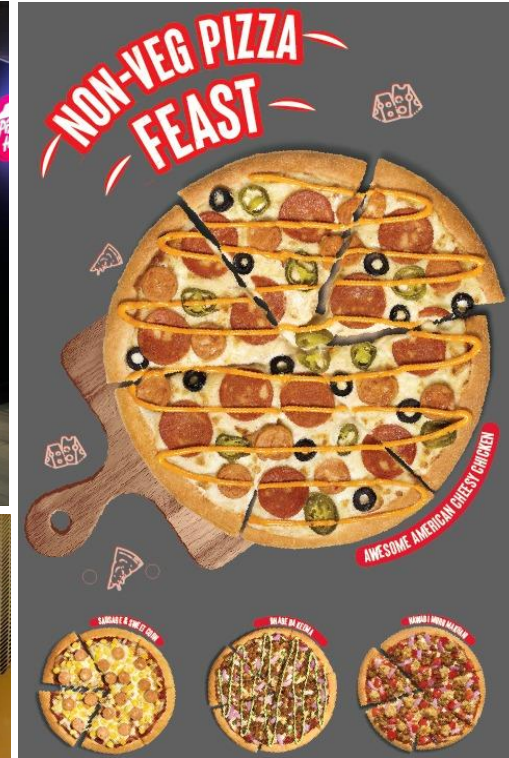
This Chhath Pooja, make it a celebration of flavors with Hut Treat Meal for 2 at just ₹499*!

Enjoy our Ultimate Chhath Pooja Treat for 2 🍕🍷

- 1 Medium Pizza
- 1 Garlic Bread Stix
- 2 Chilled Pepsi

All this for just ₹499*
*T&C apply.

Gather your loved ones & visit your nearest Pizza Hut store now





Core Brands – Costa Coffee – India



INSPIRING THE WORLD TO LOVE GREAT COFFEE



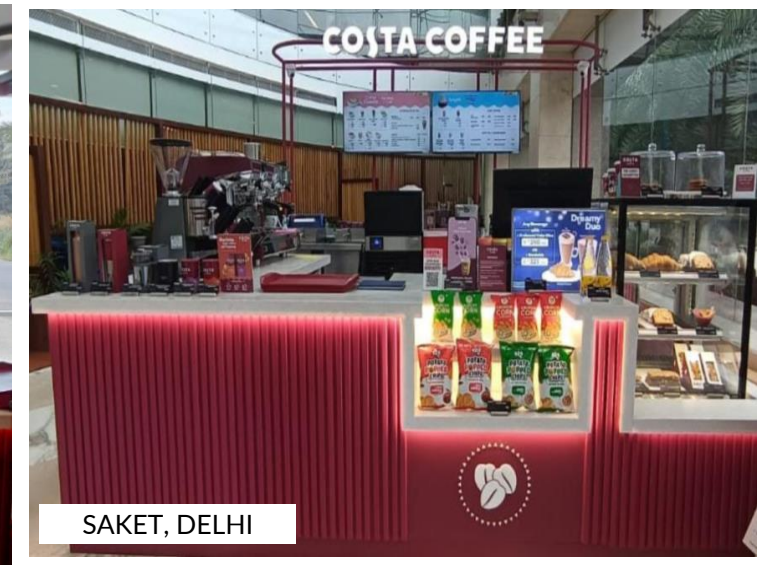
Q3 Net New Stores 2



GOOD EARTH,,GURGAON



BENAULIM, GOA



SAKET, DELHI



LULU MALL, KOTTAYAM

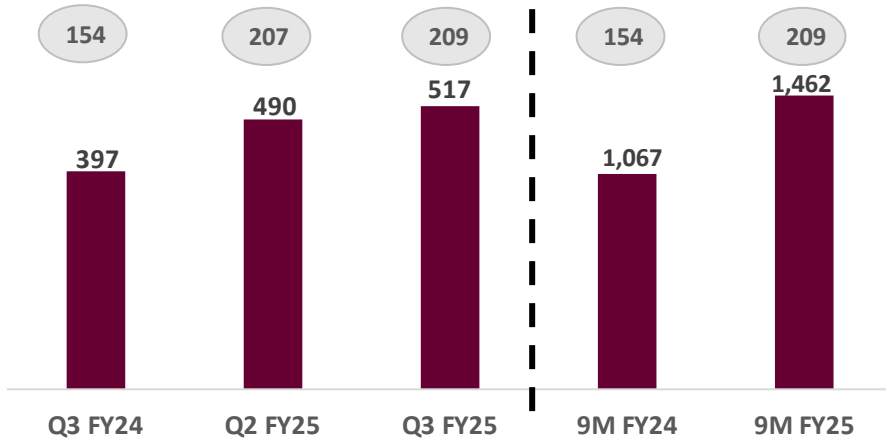


SADASHIV NAGAR< BANGLORE

Business Performance – Costa India

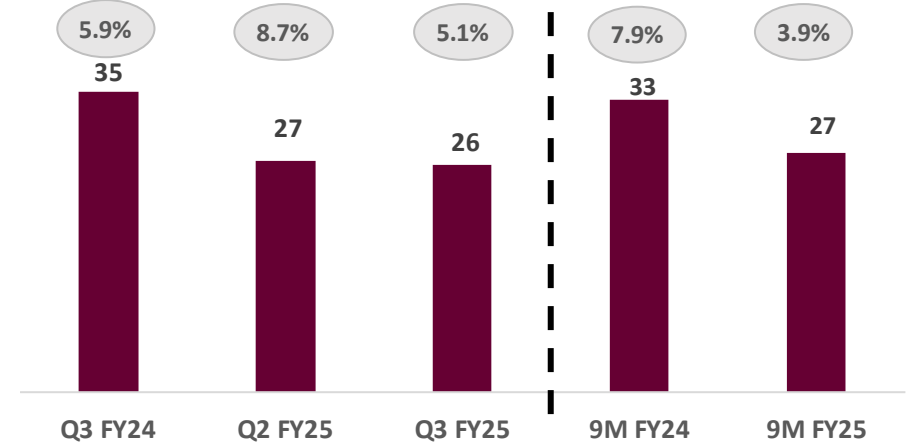


Revenue

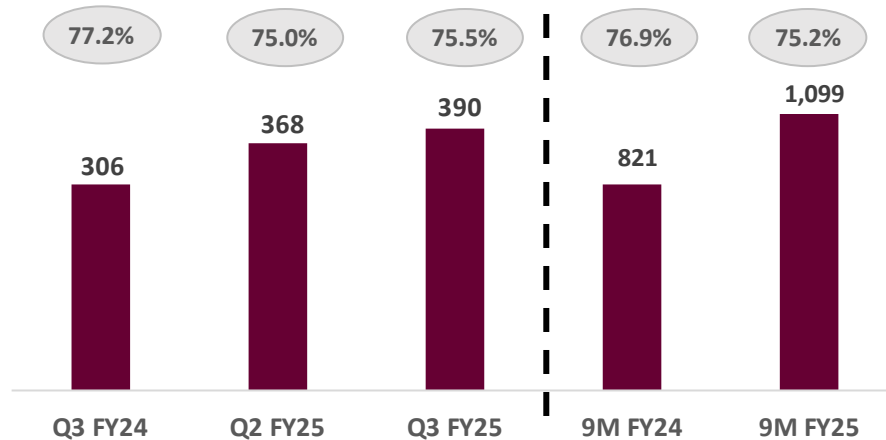


ADS and SSSG

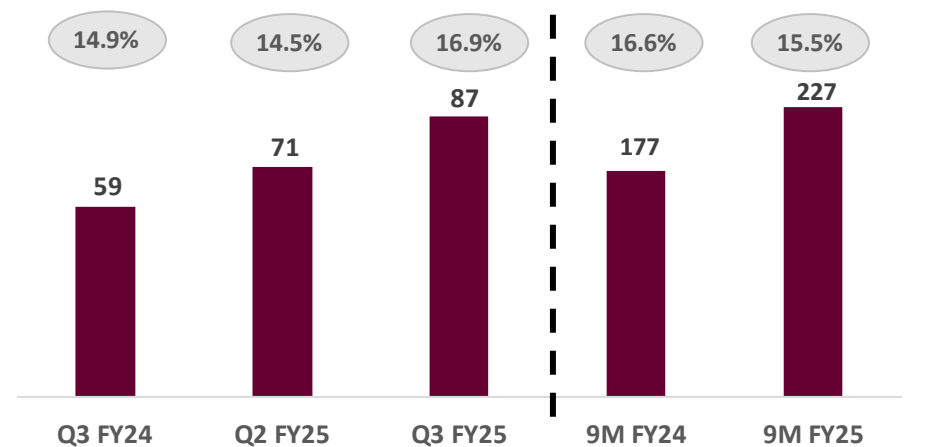
← Stores SSSG →



Gross Margin



Brand Contribution



Marketing Initiatives

COSTA COFFEE

CELEBRATING INTERNATIONAL **MEN'S DAY**

Any Hot/Cold Beverage + Muffin @ **₹ 515**

Any Hot/Cold Beverage + Sandwich @ **₹ 620**

* Food Items can either be vegetarian or non-vegetarian
* Cup size entry level

(Offer valid from 19th - 21st November)

COSTA COFFEE

Get yourself a refreshing CLIP OF COFFEE ON THE GO

INTRODUCTORY OFFER

GET ANY CAPPUCCINO/ LATTE/ AMERICANO @ **₹225***

COSTA COFFEE

Special Offer for Trivandrum Club Members

15% OFF up to ₹200

Offer valid only on presentation of membership card

Locate Us

COSTA COFFEE

Indulge In Perfect Coffee Moments

BREWING NOW

DELIGHTFUL ONAM PAIRINGS

Buy a Cappuccino (Hot or Cold) + Any Muffin / Cake @ **₹449*** only

COSTACOFFEEINDIA Posts

Grab your **Costa Coffee**

Ground Floor, No. 370/14, 14th Cross, Sadashiva Nagar, Bengaluru - 560080

costacoffeeindia Your daily dose of caffeine, now closer than ever!

COSTA COFFEE

MOMO MIA! PIZZA

caramel nutcracker

Handwritten menu board on an easel with coffee-related text and graphics.

INTRODUCING COSTA CLUB INDIA

IT'S AS SIMPLE AS 1,2,3

Get 10 cups at just **₹999**



Q3 Net New Stores 4



AYODHYA AIRPORT



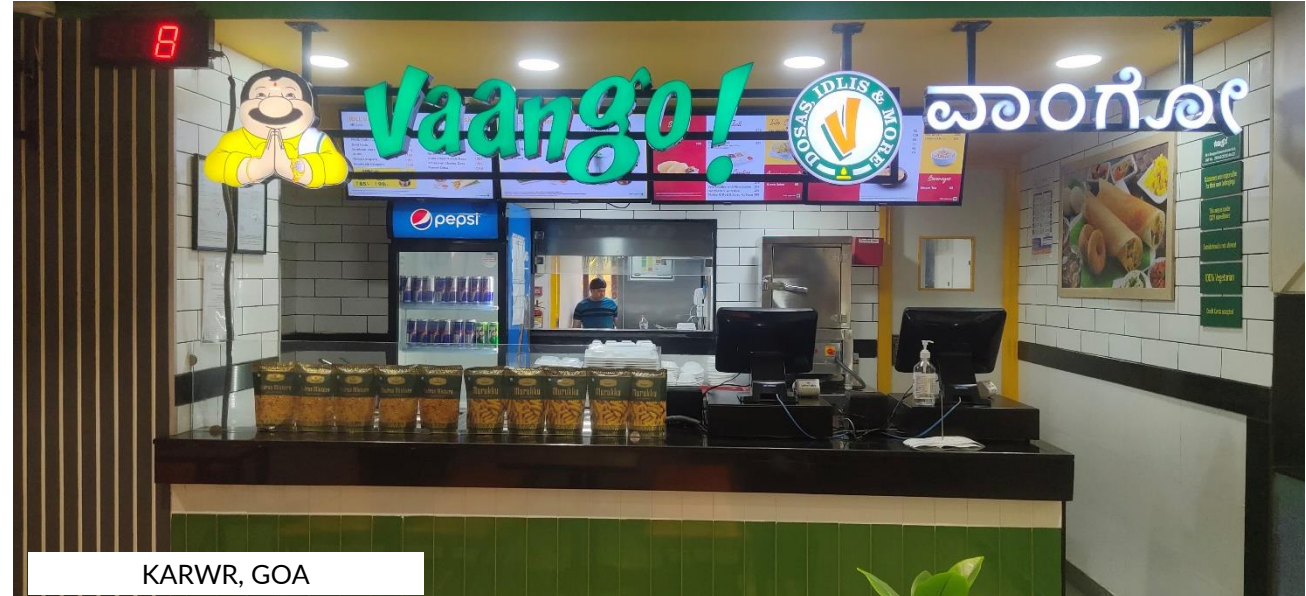
CHATTARPUR METRO STATION



MALL OF JAIPUR



PALM ISLAND, JAMMU

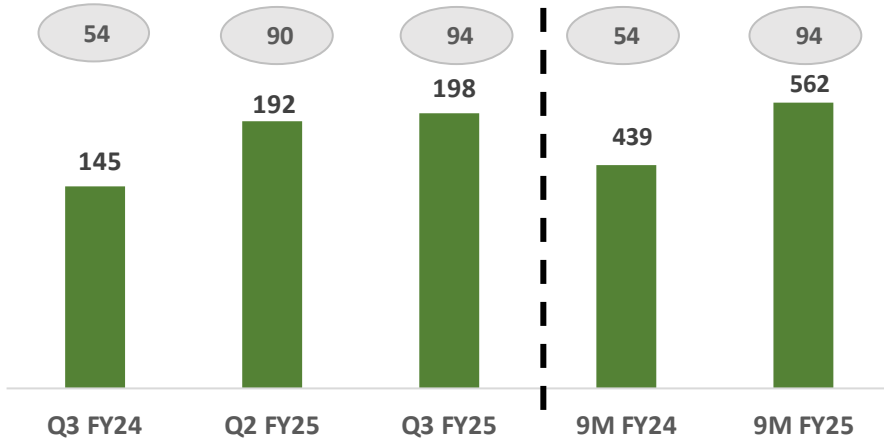


KARWR, GOA

Business Performance – Vaango India

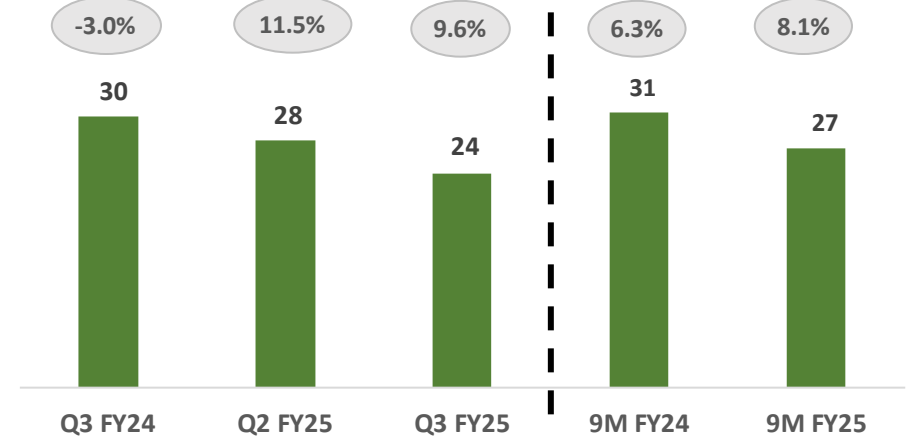


Revenue

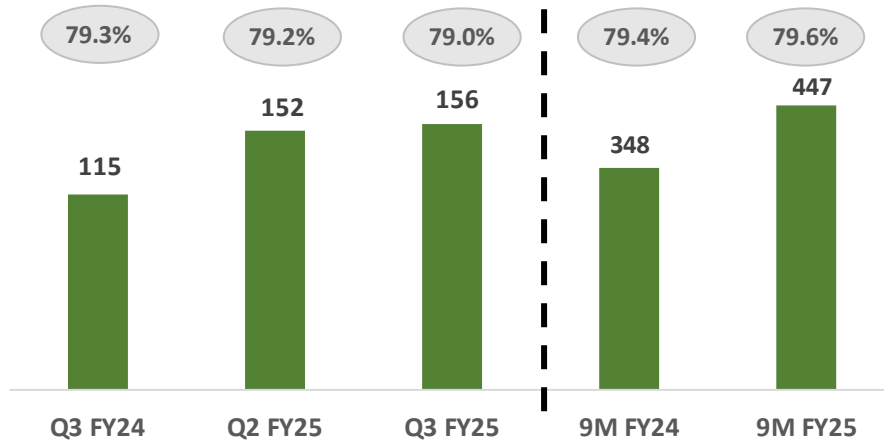


← Stores SSSG →

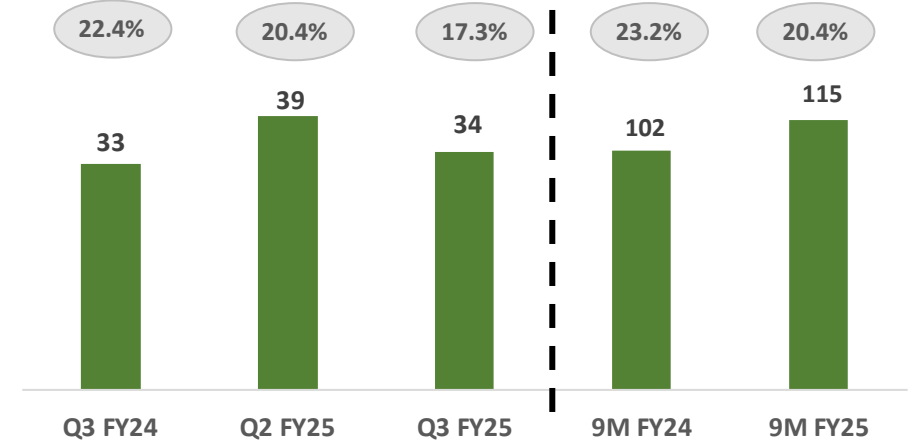
ADS and SSSG



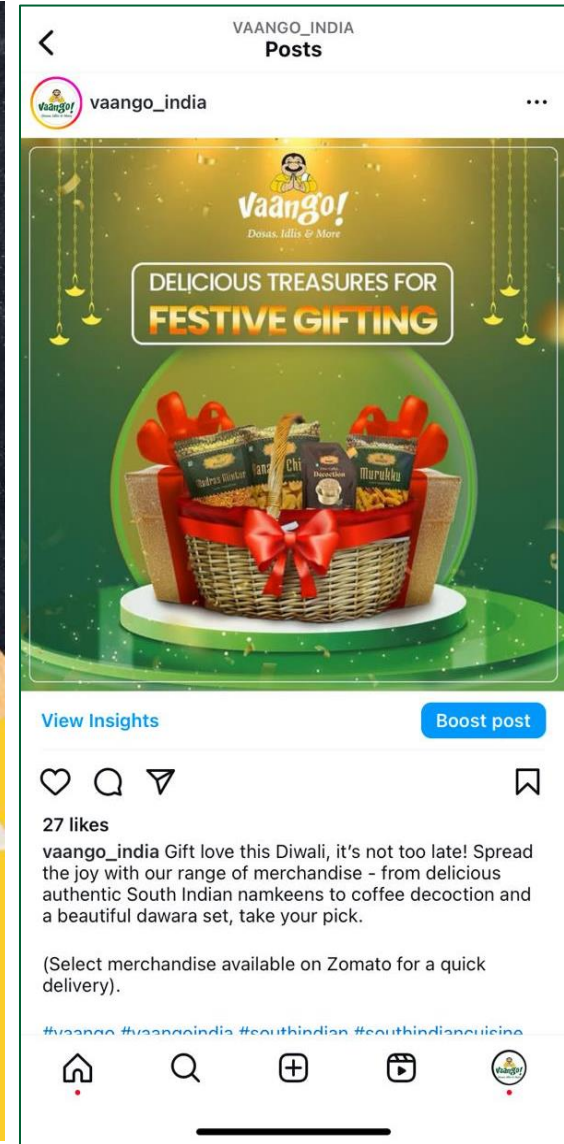
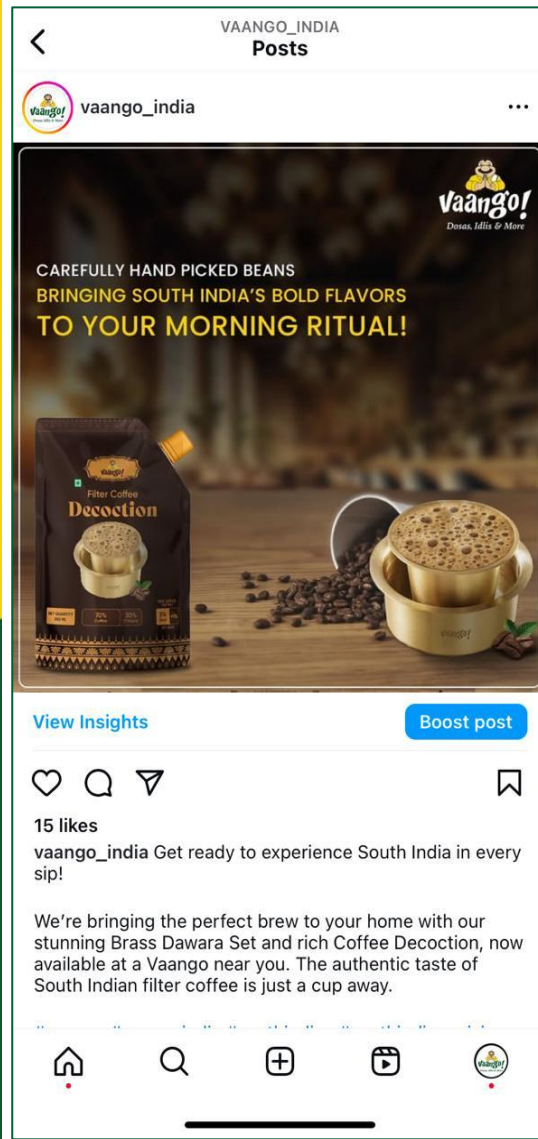
Gross Margin



Brand Contribution



Vaango Marketing Campaigns



Nigeria 40 Stores



Nepal 29 Stores



Thailand 305 Stores



	Q3 FY24	Q2 FY25	Q3 FY25	9M FY24	9M FY25
Exit Stores	65	364	374	65	374
Revenue from Operations (INR Mn)	479	3943	4300	1475	12141
ADS Nigeria (Naira '000)	898	1008	1064	819	1045
ADS Nepal (NPR '000)	140	111	129	138	122
ADS Thailand (THB '000)	58	55	58	58	57



Summary Financials



Consolidated Profit & Loss Statement



Particulars (INR Million)	Q3'FY24	Q2' FY25	Q3' FY25	FY23	FY24
Revenue from Operations	8,431	12,221	12,945	29,977	35,563
Other Income	46	48	91	326	323
Total Income	8,477	12,269	13,035	30,303	35,887
Raw Material Cost	2,478	3,747	4,052	8,986	10,566
Gross Profit	5,954	8,474	8,892	20,991	24,997
<i>Gross Margin</i>	<i>70.6%</i>	<i>69.3%</i>	<i>68.7%</i>	<i>70.0%</i>	<i>70.3%</i>
Employee benefits expense	1,176	1,834	1,882	3,452	4,950
Other expenses	3,314	4,653	4,818	10,988	13,524
Total Expenses	4,491	6,487	6,700	14,440	18,474
EBITDA	1,463	1,987	2,192	6,551	6,524
<i>EBITDA Margin</i>	<i>17.4%</i>	<i>16.3%</i>	<i>16.9%</i>	<i>21.9%</i>	<i>18.3%</i>
Finance Costs	482	653	670	1,475	1,869
Depreciation & Amortization Expense	930	1,391	1,468	2,788	3,848
Impairment	0	0	89	-5	59
Foreign exchange (gain)/loss (net)	0	30	-30	200	894
Exceptional items	0	0	0	0	140
Profit / (loss) before Tax (PBT)	97	-39	85	2419	37
Tax Expense	46	10	162*	-206	133
Profit (loss) after Tax (PAT)	51	-49	-76	2625	-97

* Deferred tax impact of RD Thailand


Devyani International's Q3 & 9M FY2025 Conference Call on Tuesday, February 11, 2025 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 Tuesday, February 11, 2025 at 2:30 PM IST to discuss its results and developments for the quarter and nine months ended December 31, 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	:	Tuesday, February 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
Pre-Registration	:	<p>To enable participants to connect to the conference call without having to wait for an operator, please register at the link below:</p> <div style="text-align: center;">  Click here to ExpressJoin the Call </div>

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 more than 2,000 stores across more than 280 cities in India, Nigeria, Nepal and Thailand, as of December 31, 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

Anoop Poojari / Jenny Rose Kunnappally
CDR India
+91 98330 90434 / +91 86899 72124
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.



DEVYANI
INTERNATIONAL LIMITED



Thank You!

