



Date: 28th October 2024

To,

National Stock Exchange of India Limited Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400051 Symbol: SAPPHIRE	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Scrip Code: 543397
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Dear Sir/Madam,

Subject: Press (Investor) Release and Earnings Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Press (Investor) Release and Earnings Presentation for the quarter and half year ended 30th September 2024.

The said documents are also being made available on the Company's website <https://www.sapphirefoods.in/investors-relation/financials>.

Request you to kindly take the same on record.

Thanking you,

For Sapphire Foods India Limited



Sachin Dudam
Company Secretary and Compliance Officer

Encl.: As above



Sapphire Foods delivers 8% revenue growth at 16.6% EBITDA

23 Stores	₹Mn 6,940	13.7%	16.6%	0.8%
New Stores 	Revenue 	Rest.* EBITDA% 	EBITDA% 	PBT%#
909 Total Stores	8% YoY%	-8% YoY%	1% YoY%	-75% YoY%

- Our Q2 FY25 Consol Restaurant Sales (₹ 6,940 Mn) grew by 8% with EBITDA (₹1,152 Mn) at 16.6%. Demand conditions continued to be muted.
- In Q2 FY25 we added 19 KFC, 3 Pizza Hut in India & 1 Pizza Hut in Sri Lanka. Sapphire Foods total restaurant count is 909 as on 30th Sep 24.
- Consol Restaurant EBITDA declined by 8% YoY, and margin was at 13.7% (↓ 240 bps)
- Consol EBITDA (₹ 1,152 Mn, 16.6%) declined YoY by 1% (↓ 160 bps) | Consol Adj. EBITDA (₹ 590 Mn, 8.5%) declined YoY by 13% (↓ 210 bps)
- Consol PBT before exceptional items (₹53 Mn, 0.8%) | Consol Adj. PBT before exceptional items (₹ 143 Mn, 2.1%)
- Sapphire KFC grew restaurant sales by 9% YoY (SSSG -8%). Q2 is generally a soft quarter for Sapphire KFC owing to the number of vegetarian-only festival days and this year we have seen a greater impact in sales during such days. Owing to deleverage, Restaurant EBITDA came at 16.5% (↓ 270 bps YoY). Our recipe for SSSG revival revolves around increasing occasions of consumption through value & product innovations (Chicken Rolls variants, Zinger Burger variants, Snackers), focus on day parts (lunch, late night, Wednesdays) and driving value across individual and group meal occasions.

* Restaurant EBITDA% is before Ind-AS 116 adjustments

PBT is before the exceptional items of ₹114 Mn towards impairment of Maldives business in Q2 FY25

- After seeing a 17% sequential QoQ upliftment in Average Daily Sales (ADS) in Q1, Pizza Hut ADS has remained stable in Q2. Restaurant Sales increased by 3% YoY (SSSG - 3%). Our Rest. EBITDA is at 4.1% post additional marketing investments. In line with brand revival strategy, we increased marketing investments behind Melts from Apr-Sep and have now launched in October the exciting Momo Mia range of pizzas and appetizers.
- Recovery of Sri Lanka business continues with both sales & profit improvement. Restaurant Sales grew by 10% in LKR (19% in ₹ terms) while SSSG was 9% and Restaurant EBITDA margins were at 15.5% (↑ 20 bps YoY).
- Maldives business (2 KFC & Pizza Hut each, ~ 0.4% of overall revenue) has struggled for the past 1 year and sales is down by 57% YoY due to continuing geopolitical situation. This has resulted in the business incurring losses and hence as a prudent approach, we have taken an impairment (non-cash) of Rs. 114 Mn in Q2 FY25 as an exceptional item in Consolidated Financials.

About Sapphire Foods:

Sapphire Foods started operations in September 2015, by the acquisition of about 270 KFC and Pizza Hut Stores in India and Sri Lanka, by a group of leading Private Equity firms and is managed by a team of professionals.

Sapphire Foods is a leading YUM franchisee operator in the Indian subcontinent with presence in India, Sri Lanka and Maldives. We are the largest international QSR chain in Sri Lanka in terms of revenue and number of restaurants operated as of March 31, 2021. (Source: *Technopak Report*). As of Sep 30, 2024, we own and operate 461 KFC and 323 Pizza Hut restaurants in India, 112 Pizza Hut and 9 Taco Bell restaurants in Sri Lanka and 2 KFC and Pizza Hut each in Maldives.

We aspire to be India's best restaurant operator by serving customers great food with great experience at great value. We operate our restaurants in high traffic and high visibility locations in key metropolitan areas and cities across India and develop new restaurants in new trade areas in existing and new cities as part of our brand and food category expansion.

Contact Details

Company	Investor Relations: Orient Capital
Name: Mr. Kaushik Vankadkar	Name: Mr. Bhavya Shah
Email: kaushik.Vankadkar@sapphirefoods.in	Email: bhavya.shah@linkintime.co.in
CIN: L55204MH2009PLC197005	Tel : +91 8082748577
www.sapphirefoods.in	www.orientcap.com

Safe Harbor Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



SAPPHIRE FOODS INDIA LIMITED

Q2 AND 6M FY25 BUSINESS PERFORMANCE

OCT'2024



SAFE HARBOR



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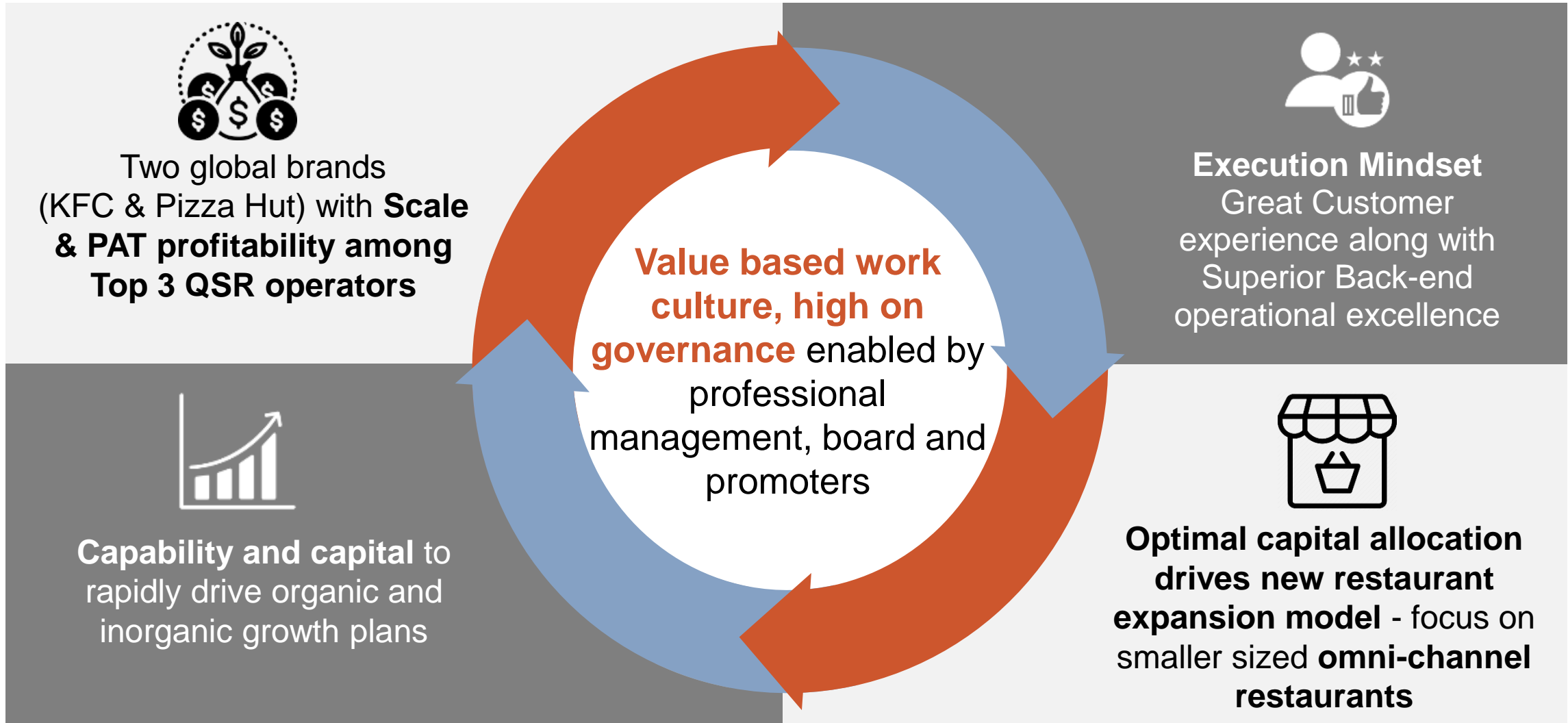
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in Restaurant Sales, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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THE SAPPHIRE STORY





Q2 AND 6M FY25

CONSOLIDATED FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS

Q2 FY25



- Our Q2 FY25 Consol Restaurant Sales (₹ 6,940 Mn) grew by 8% with EBITDA (₹1,152 Mn) at 16.6%. Demand conditions continued to be muted.
- In Q2 FY25 we added 19 KFC, 3 Pizza Hut in India & 1 Pizza Hut in Sri Lanka. Sapphire Foods total restaurant count is 909 as on 30th Sep 24.
- Consol Restaurant EBITDA declined by 8% YoY, and margin was at 13.7% (↓ 240 bps)
- Consol EBITDA (₹ 1,152 Mn, 16.6%) declined YoY by 1% (↓ 160 bps) | Consol Adj. EBITDA (₹ 590 Mn, 8.5%) declined YoY by 13% (↓ 210 bps)
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SUMMARY CONSOLIDATED FINANCIALS

Q2 & 6M FY25



Particulars	Q2 FY25	Q2 FY24	Change YoY	6M FY25	6M FY24	Change YoY	FY24
Restaurant Sales ₹ mn	6,940	6,414	▲ 8%	14,105	12,939	▲ 9%	25,880
Adj. EBITDA ₹ mn	590	678	▼ -13%	1,298	1,450	▼ -10%	2,717
%	8.5%	10.6%	▼ -210 bps	9.2%	11.2%	▼ -200 bps	10.5%
EBITDA ₹ mn	1,152	1,166	▼ -1%	2,394	2,391	▲ 0%	4,717
%	16.6%	18.2%	▼ -160 bps	17.0%	18.5%	▼ -150 bps	18.2%
Adj. PBT ₹ mn *	143	299	▼ -52%	382	718	▼ -47%	699
%	2.1%	4.7%	▼ -260 bps	2.7%	5.5%	▼ -280 bps	2.7%
PBT ₹ mn *	53	214	▼ -75%	171	550	▼ -69%	699
%	0.8%	3.3%	▼ -250 bps	1.2%	4.3%	▼ -310 bps	2.7%
Restaurant Additions	23	36		37	71		129

#Adj. EBITDA and Adj. PAT is before Ind-AS 116 adjustments

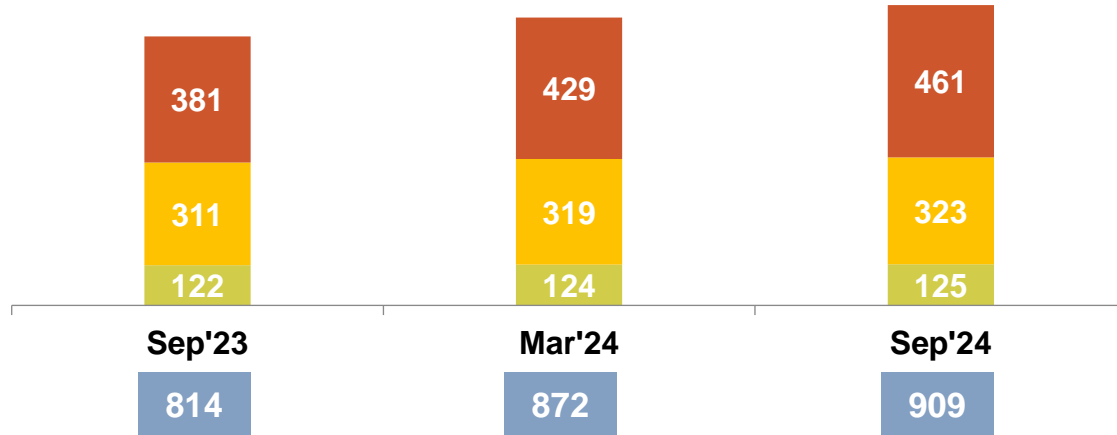
* Ad. PBT & PBT is before the exceptional items of ₹114 Mn

SAPPHIRE FOODS CURRENT PRESENCE



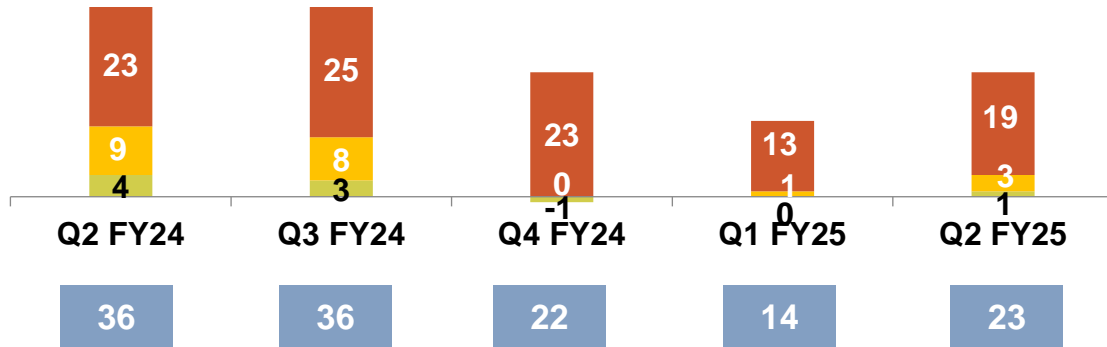
RESTAURANT COUNT

■ KFC India ■ Pizza Hut India ■ Sri Lanka + Maldives



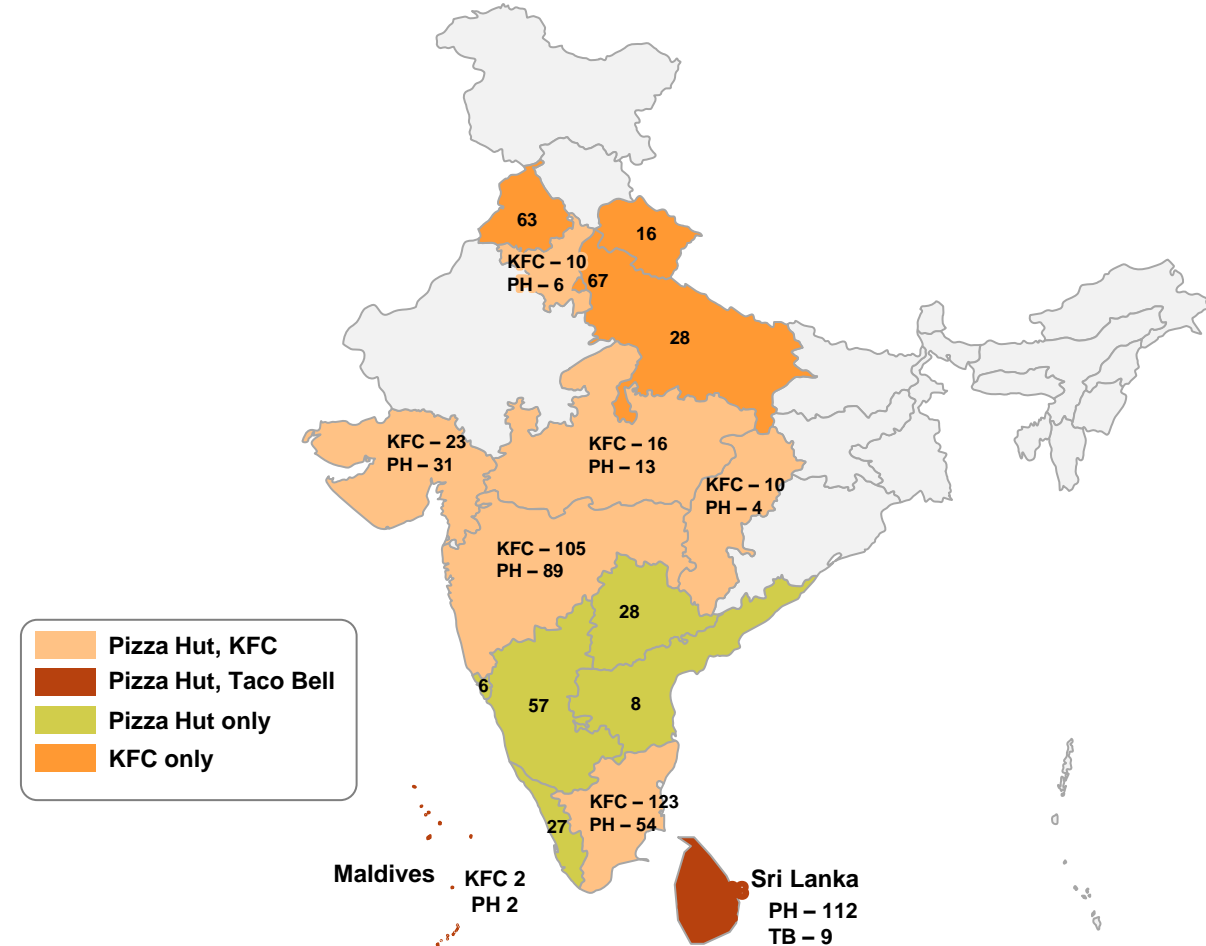
RESTAURANT ADDITION

■ KFC India ■ Pizza Hut India ■ Sri Lanka + Maldives



Sri Lanka + Maldives includes 4 restaurants in Maldives as on 30.09.24

RESTAURANT DISTRIBUTION ACROSS INDIAN SUBCONTINENT

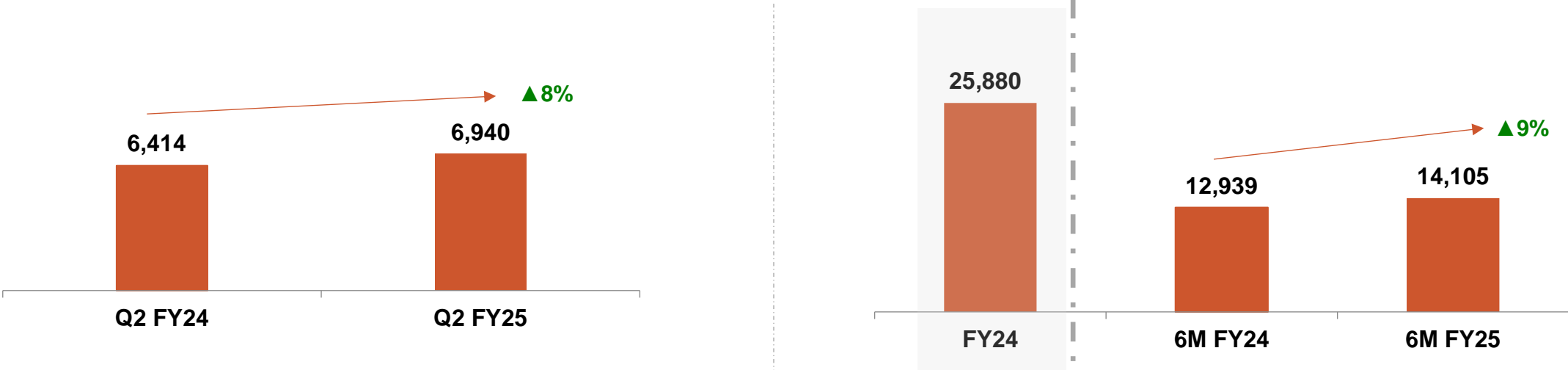


FINANCIAL HIGHLIGHTS

Q2 & 6M FY25



CONSOLIDATED RESTAURANT SALES (₹ MN)



INDIA RESTAURANT SALES (₹ MN)

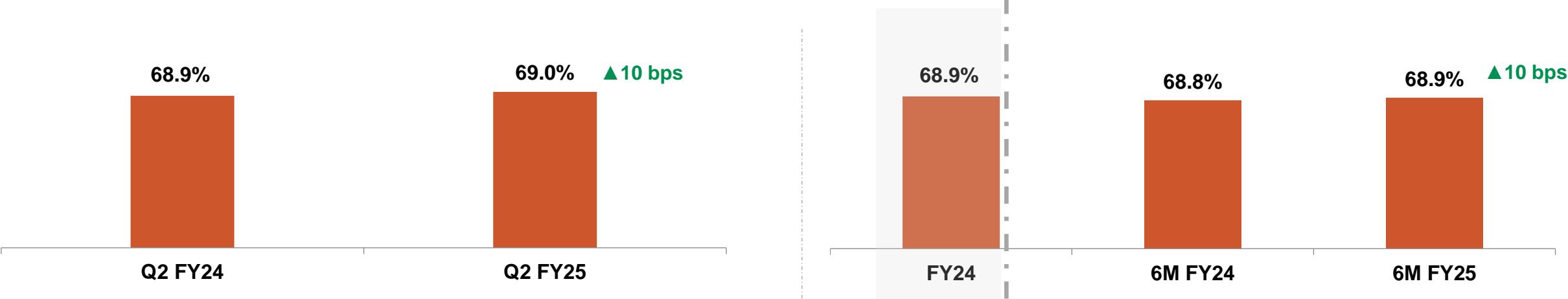


FINANCIAL HIGHLIGHTS

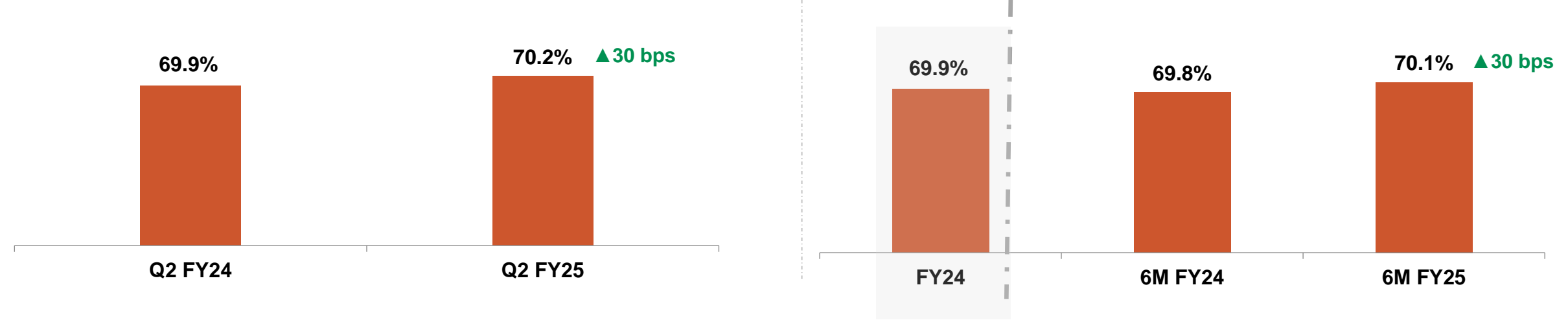
Q2 & 6M FY25



CONSOLIDATED GROSS MARGIN (%)



INDIA GROSS MARGIN (%)

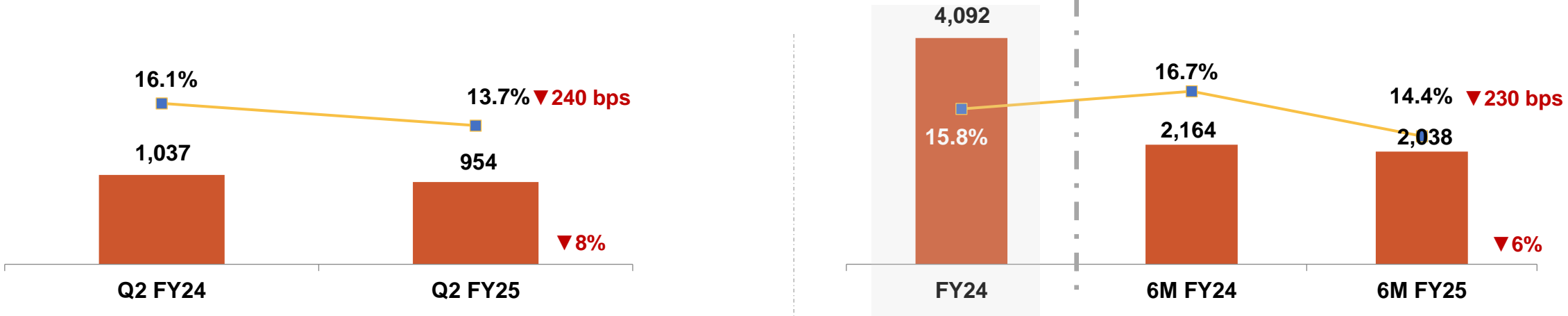


FINANCIAL HIGHLIGHTS

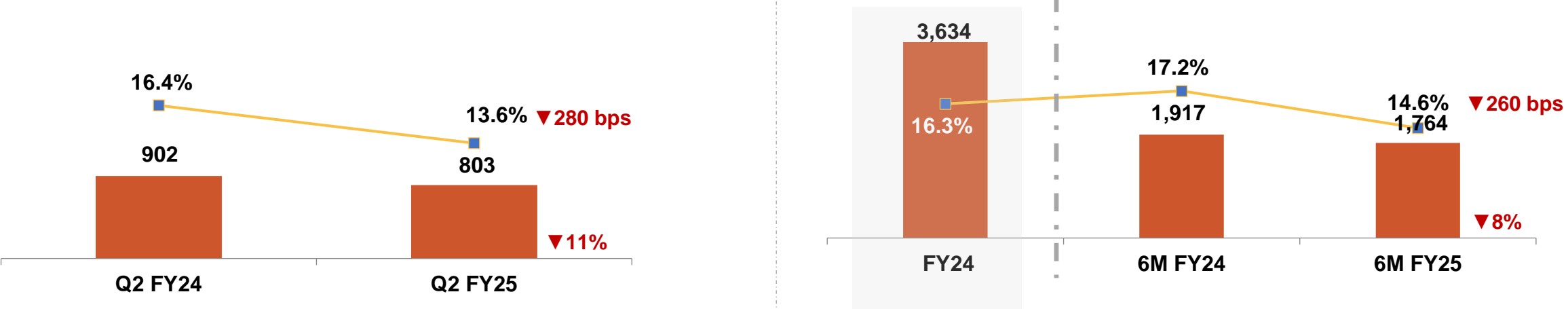
Q2 & 6M FY25



CONSOLIDATED RESTAURANT EBITDA (₹ MN / %)



INDIA RESTAURANT EBITDA (₹ MN / %)



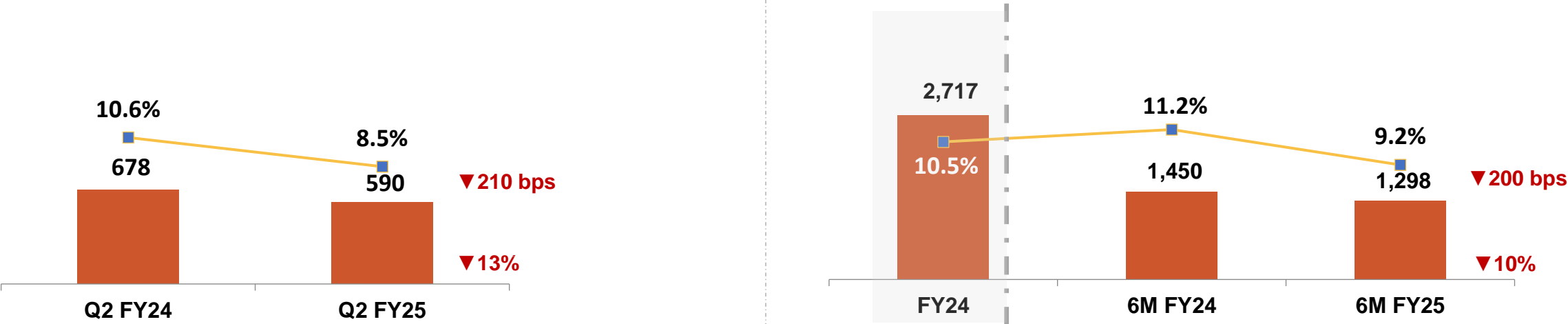
Restaurant EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

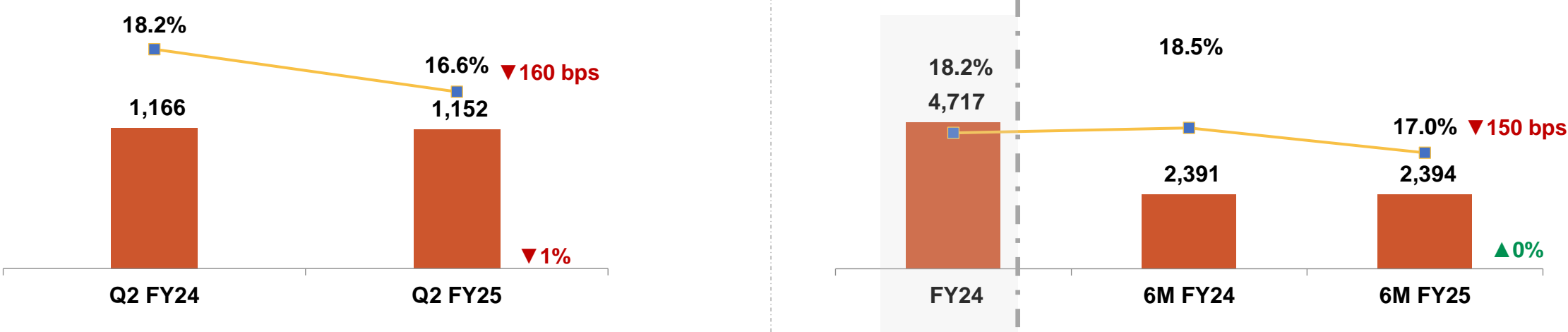
Q2 & 6M FY25



ADJ. EBITDA (₹ MN / %)[#]



EBITDA (₹ MN / %)



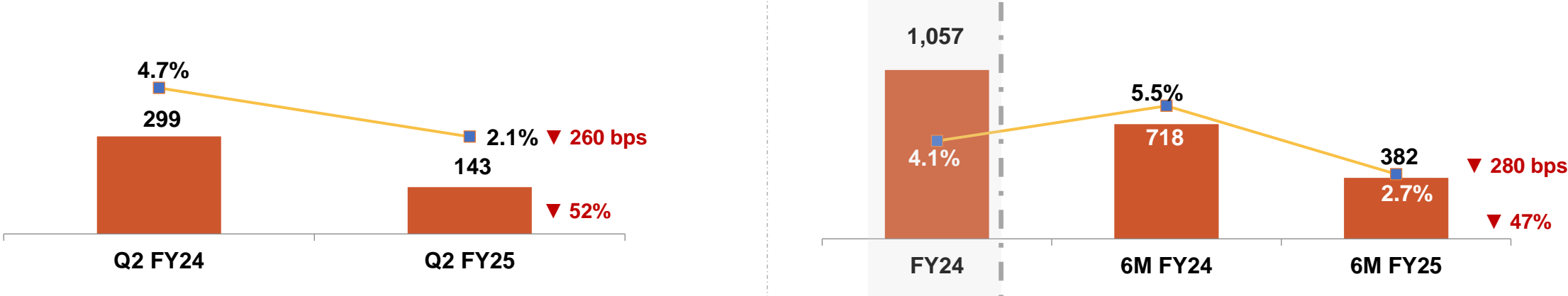
[#] Adj. EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

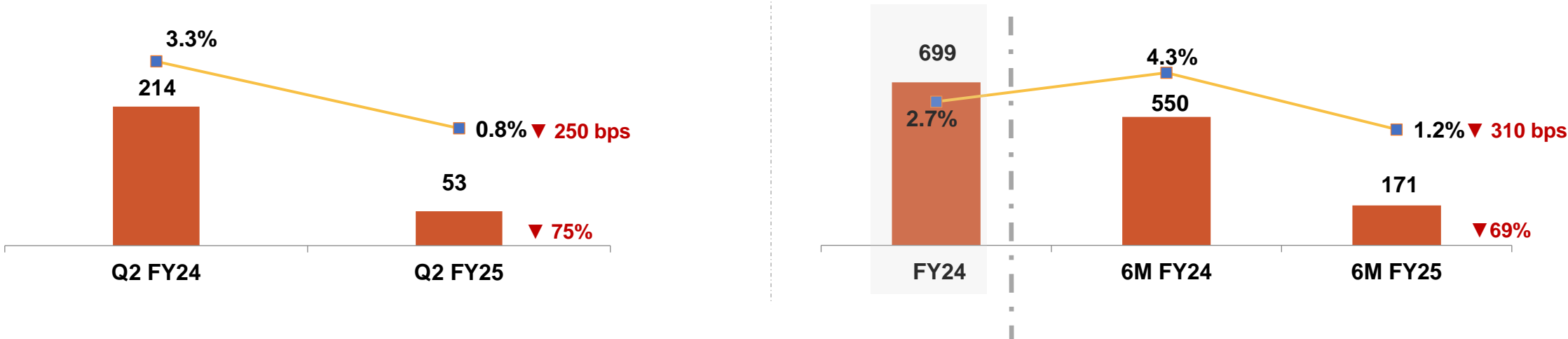
Q2 & 6M FY25



Adj. PROFIT BEFORE TAX (₹ MN / %)



PROFIT BEFORE TAX (₹ MN / %)



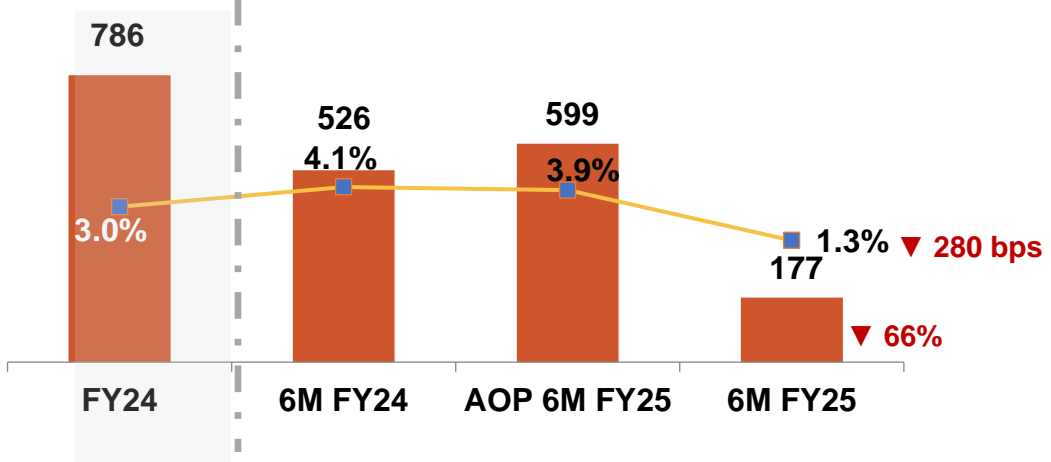
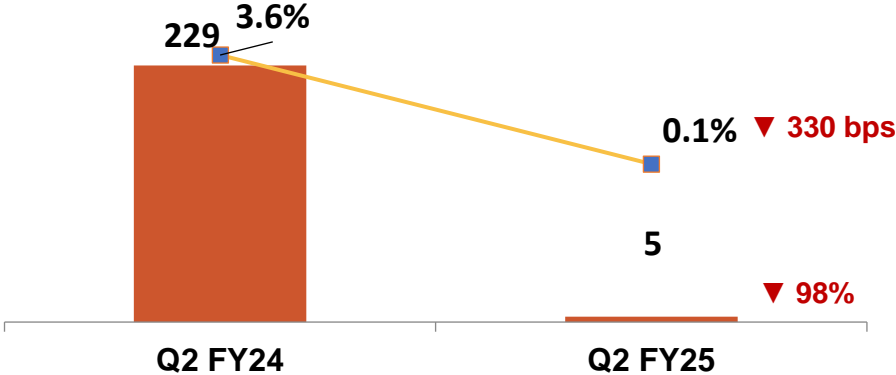
Adj. PBT is before Ind-AS 116 adjustments
 Note: Adj. PBT & PBT of Q2 FY25 are before exceptional items of ₹114 Mn. Adj. PBT & PBT including exceptional items are ₹ 29 Mn & -₹61 Mn respectively

FINANCIAL HIGHLIGHTS

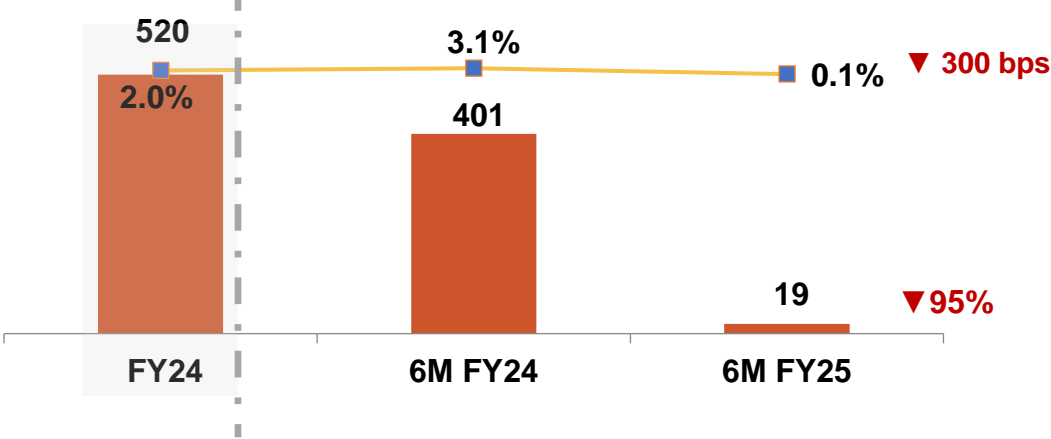
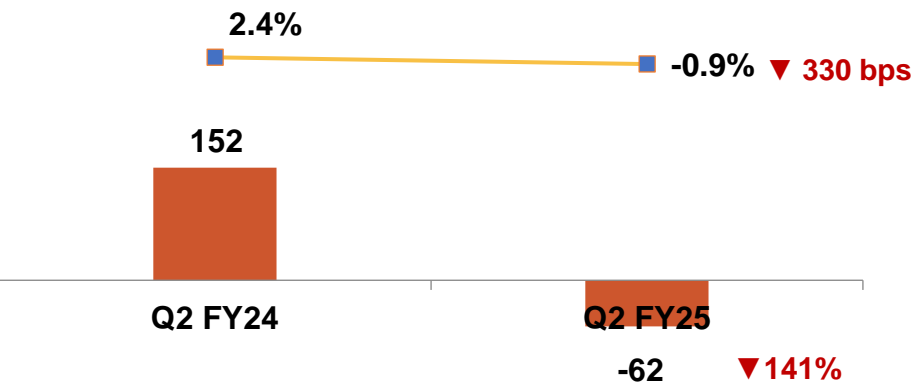
Q2 & 6M FY25



Adj. PROFIT AFTER TAX (₹ MN / %)



PROFIT AFTER TAX (₹ MN / %)



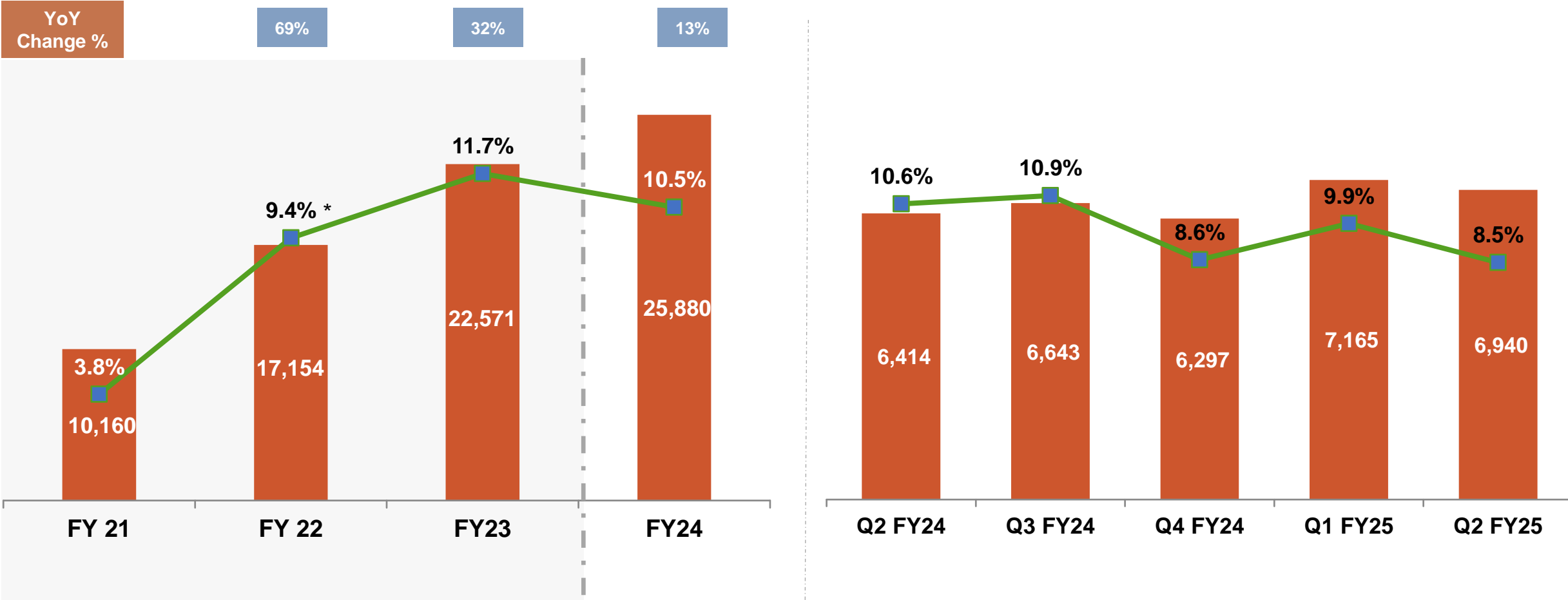
#Adj. EBITDA and Adj. PAT is before Ind-AS 116 adjustments
Above PAT is after exceptional item of ₹114 Mn

FINANCIAL HIGHLIGHTS

RESTAURANT SALES & ADJ. EBITDA TREND



REST. SALES (₹ MN) & ADJ. EBITDA (%)



* Adj. EBITDA% after Normalizing additional incentives in FY22

CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (In Rs mn)	Q2 FY25	Q2 FY24	YoY %	6M FY25	6M FY24	YoY %	FY24
Restaurant Sales	6,940.11	6,413.87	8%	14,105.25	12,939.43	9%	25,879.61
Other operating income	16.86	12.53		34.61	30.81		63.18
COGS	2,170.58	2,009.86		4,426.67	4,070.80		8,109.06
Gross Profit	4,786.39	4,416.54	8%	9,713.19	8,899.44	9%	17,833.73
Gross Margin%	69.0%	68.9%		68.9%	68.8%		68.9%
Employee Expenses	953.97	874.56		1,903.19	1,724.58		3,455.55
Other Expenses	2,680.43	2,375.72		5,415.95	4,784.30		9,660.71
EBITDA	1,151.99	1,166.26	-1%	2,394.05	2,390.56	0.1%	4,717.47
EBITDA Margin %	16.6%	18.2%		17.0%	18.5%		18.2%
Depreciation	880.83	767.67		1,784.53	1,494.95		3,238.96
Finance Cost	271.05	244.65		543.56	470.64		1009.08
Other Income	52.89	60.07		105.36	125.26		229.66
PBT before exceptional items	53.00	214.01	-75%	171.32	550.23	-69%	699.09
PBT Margin %	0.8%	3.3%		1.2%	4.3%		2.7%
Exceptional items	114.20	0.00		114.20	0.00		0.00
PBT after exceptional items	-61.20	214.01		57.12	550.23		699.09
Tax Expense	1.18	61.87		37.64	149.38		179.53
PAT	-62.38	152.14	-141%	19.48	400.85	-95%	519.56
PAT Margin %	-0.9%	2.4%		0.1%	3.1%		2.0%

Figures are regrouped/reclassified for the purpose of presentation
Exceptional items include impairment of Maldives business of Rs. 114.20 Mn.

CONSOLIDATED BALANCE SHEET



Particulars (In Rs mn)	As on 30.9.25	As on 31.3.24
Total Assets	29,228.36	28,400.81
Fixed assets other than Goodwill	11,082.61	11,017.65
Goodwill	1,621.59	1,621.59
Right of use assets	10,049.77	9,818.21
Inventories	894.85	968.82
Trade receivables	322.38	343.84
Cash and bank balances, Investment in MF's	2,276.72	1,675.75
Other current and non - current asset	2,980.44	2,954.95
Total Liabilities	15,653.31	15,002.69
Lease Liabilities	11,765.04	11,362.93
Borrowings	172.38	276.22
Trade payables	2,427.08	2,308.33
Other Non-current and Current liabilities	1,288.81	1,055.21
Total Net Worth	13,575.05	13,398.12
Total Equity	13,575.05	13,398.12
Equity share capital	639.66	637.04
Other equity	12,964.18	12,754.37
Non controlling interests	-28.79	6.71

Figures are regrouped/reclassified for the purpose of presentation

**KFC India
Business
Performance**



KFC
SNACKERS
₹ **99**



REGULAR
POPCORN □

CHOCO
LAVA □



2 KRUSH
LIME □



CHICKEN
LONGER □



CLASSIC CHICKEN
ROLL □

KFC BRAND PRIORITIES



Enhance Fried Chicken Category Relevance

- Build lunch day part occasions through variety, value and mass media advertising



Craveable Taste

- Launch of Chicken Roll sauce variants (Classic, Korean, Thai, Tandoori, Spicy)



Value

- Address critical price points of ₹99/-, ₹149/- & ₹ 399/- through snacking and meal options



Frictionless Customer Experience

- Digital Kiosks
- KFC App
- Partnering with aggregators



Operational Excellence

- 7 Minutes express pickup
- Achieved >4.0 consumer ratings at aggregate level across Swiggy, Zomato & Google



Improve Accessibility

- On track to double the restaurant count in ~3 years (base Dec'21 count)

KFC BRAND PRIORITIES

Fried Chicken Category Relevance / Craveable taste / Value



NEW **KFC ROLLS**
 PICK ANY AT ₹ **99**
 INDIAN TANDOORI | KOREAN TANGY

ALSO AVAILABLE IN
 THAI SPICY | AMERICAN NASHVILLE | INDIAN SPICY VEG

Product contains added preservatives. Contains, not recommended for pregnant women or infants below 12 months. Contains artificial colors. Some products contain wheat. Product images are illustrative. Actual products may vary. *These values of items differentiated pricing in select markets/regions. Different pricing on delivery. Tax apply. Intended for retail use only and conditions. Offer valid till 14.06.2024

Job No.: 0892 / KFC Rolls OOH (EN) / Size: 2W X 1H (AW in Ratio) / Date: 14.06.2024

NEW **KFC ROLLS**
 PICK ANY AT ₹ **99**
KABHI BHI KHAO.

TRY 5 EXCITING FLAVOURS
 THAI SPICY | KOREAN TANGY | AMERICAN NASHVILLE | INDIAN TANDOORI | INDIAN SPICY VEG

Product contains added preservatives. Contains, not recommended for pregnant women or infants below 12 months. Contains artificial colors. Some products contain wheat. Product images are illustrative. Actual products may vary. *These values of items differentiated pricing in select markets/regions. Different pricing on delivery. Tax apply. Intended for retail use only and conditions. Offer valid till 06.07.2024

Job No.: XXX / KFC Rolls OOH (EN) / Size: 3W X 2H (AW in Ratio) / Date: 06.07.2024

KFC
5 FOR ₹ 299
 EVERY PIECE LEG PIECE

SAVE UP TO **40%**

KRISPY DAYS OFFER VALID TILL 1st SEP

Product contains added preservatives. Contains, not recommended for pregnant women or infants below 12 months. Contains artificial colors. Some products contain wheat. Product images are illustrative. Actual products may vary. *These values of items differentiated pricing in select markets/regions. Different pricing on delivery. Tax apply. Intended for retail use only and conditions. Offer valid till 01.09.2024

KFC
ONLY ₹ 149 LUNCH SPECIALS
 11 AM TO 4 PM

ROLL SPECIAL

LONGER SPECIAL

RICE SPECIAL

AAO LUNCH KAREIN!

Product contains added preservatives. Contains, not recommended for pregnant women or infants below 12 months. Contains artificial colors. Some products contain wheat. Product images are illustrative. Actual products may vary. *These values of items differentiated pricing in select markets/regions. Different pricing on delivery. Tax apply. Intended for retail use only and conditions. Offer valid till 01.09.2024

KFC BRAND PRIORITIES

Frictionless customer experience | Digital



Total App downloads – **44.5 Mn+**
Monthly Active Users – **1.9 Mn**



Digital **KIOSKS** implemented at **179**
Restaurants

KFC BRAND PRIORITIES



Improving Accessibility – On track to double Restaurant Count in ~3 years (base Dec'21 count)



SRIPERAMBUR, TAMIL NADU



KALLAKURUCHI, TAMIL NADU



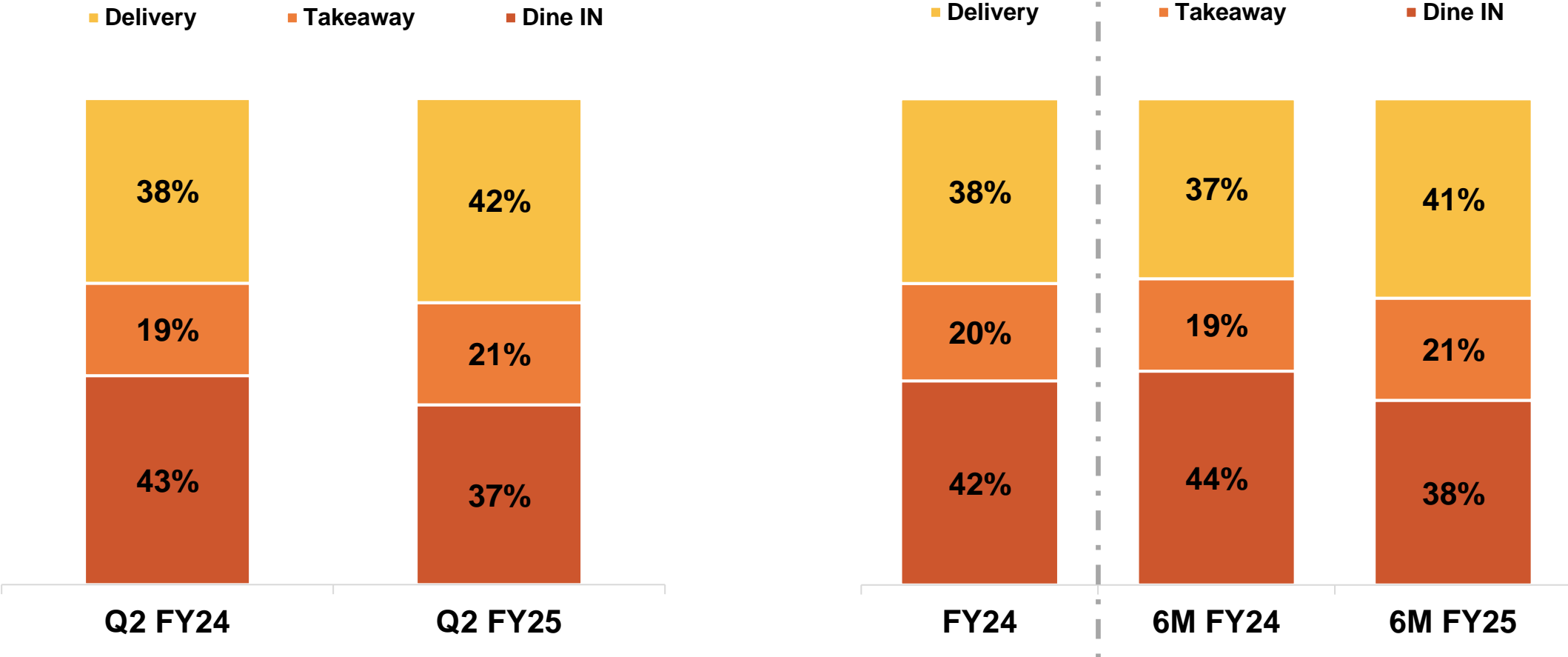
DINA NAGAR, PUNJAB



ULUNDURPET, CHENNAI

KFC INDIA

Q2 & 6M FY25 - CHANNEL SALES CONTRIBUTION



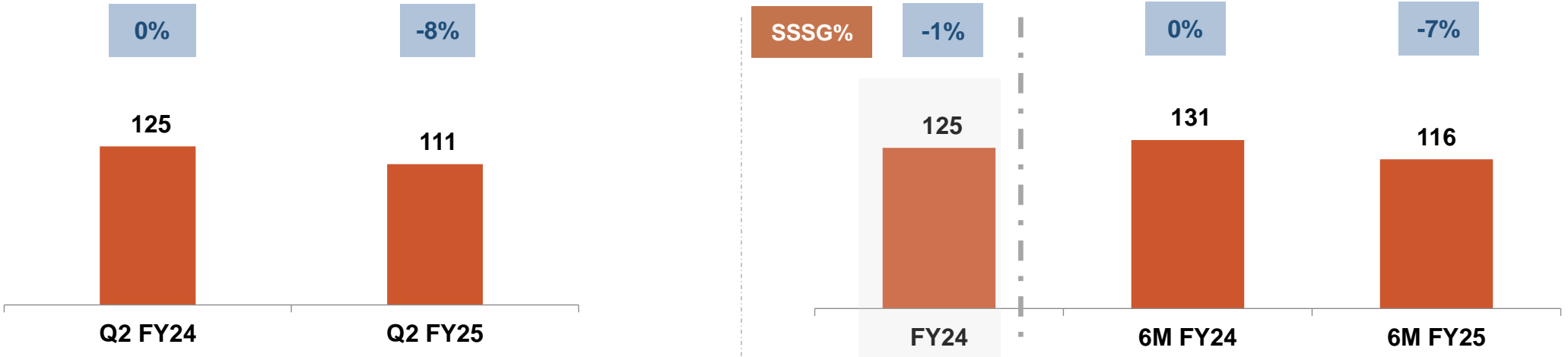
KFC INDIA

Q2 & 6M FY25



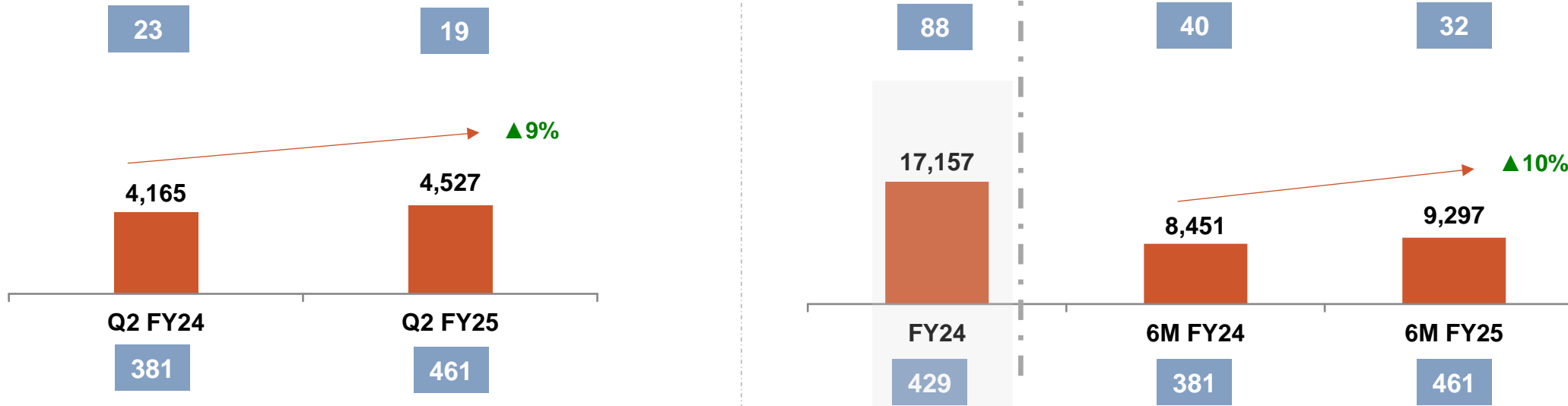
AVERAGE DAILY SALES (₹ '000)

SSSG%



RESTAURANT SALES (₹ MN)

Rest. Addition



Rest. Count

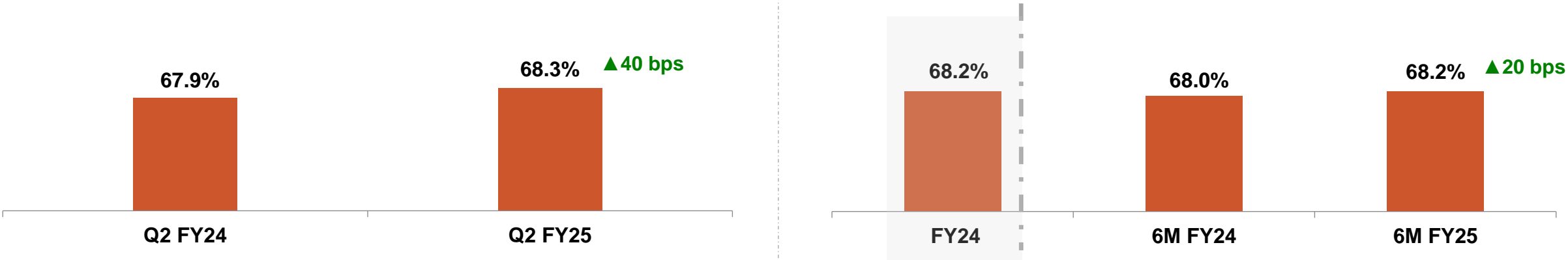
Average daily sales is for all restaurants including new additions during the period

KFC INDIA

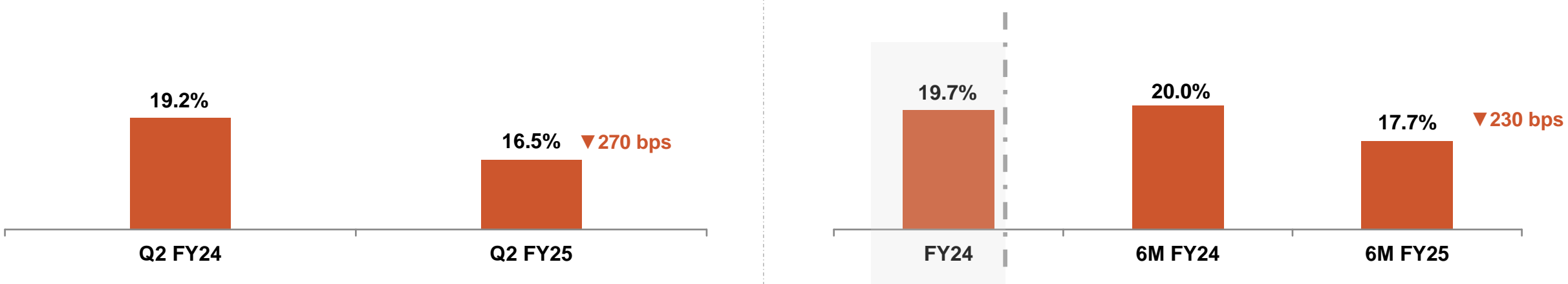
Q2 & 6M FY25



GROSS MARGIN %



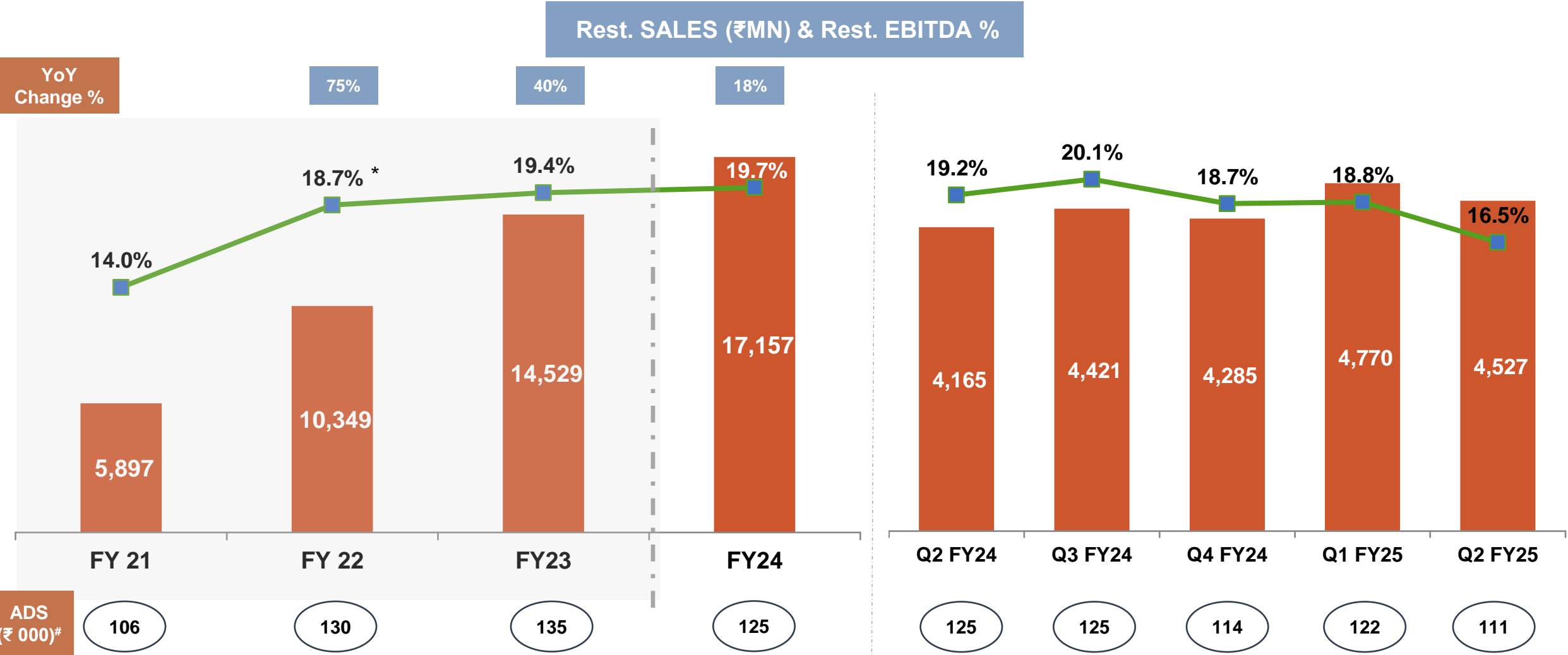
RESTAURANT EBITDA (%)#



Restaurant EBITDA figures are Pre-IND AS 116.

KFC INDIA

RESTAURANT SALES & EBITDA TREND



* Restaurant EBITDA% after Normalizing additional incentives in FY22
 #Average daily sales is for all restaurants including new additions during the period



NEW

Melts

Crispy. Cheesy. Loaded.

Starting @






₹ **169***

*Pizza Hut India –
Business Performance*

🟩🟦 *T&Cs Apply.

UPDATE ON PIZZA HUT ACTION PLAN



Actionable	Status	Comment
<u>A. Build Brand:</u>		
- Product Innovation		<p>Launched Melts, Thin Crust Pizza and revamped Pasta range in Mar-24 Launched Momo Mia Pizza & Appetizers in Oct-24</p>
- Enhanced Marketing Investments		<p>Doubled spends on TV, OTT, Digital & OOH segments vs last year</p>
<u>B. Grow Dine In / Home Service:</u>		
- Operations		<p>Dragon Tail (kitchen planning tool) resulting in improvement in customer service metrics</p>
- Building Occasions		<p>Achieved >4.0 consumer ratings at aggregate level across Swiggy, Zomato & Google</p>
C. Real Estate		<p>Cautious store expansion approach continues.</p>

After seeing a 17% sequential QoQ upliftment in ADS in Q1, Pizza Hut ADS has remained stable in Q2. We remain confident of the Brand revival in the medium-term basis above actions.

PIZZA HUT BRAND PRIORITIES

Build Brand Salience | Marketing Investments



TRY ANY Melts
Crispy. Cheesy. Loaded.

WITH **FREE UNLIMITED PEPSI ZERO SUGAR** ON DINE-IN

Starting @
₹ 169*

FREE Pepsi Zero Sugar bottle on takeaway and delivery. Get Pepsi or Pepsi Zero Sugar basis availability.

DINE-IN | TAKEAWAY | DELIVERY

Download our app or visit pizzahut.com

*T&C Apply. Receive a complimentary bottle of Pepsi Zero Sugar with every take-away or delivery order. Pepsi Zero Sugar or regular Pepsi is subject to availability. Prices are applicable as per product selection by the consumer. Images shown are for illustrative purposes only. Prices are exclusive of taxes and/or other handling charges. Pizza Hut reserves the right to accept or reject the offer depending on the stock availability or for any reasons beyond our control. For more details, visit pizzahut.com.
#Carbonated water. Contains caffeine. Contains non-caloric sweeteners. This carbonated water contains an admixture of sucralose and acesulfame potassium. (Not recommended for child, pregnant or lactating women. PEPSI is a registered trademark of PepsiCo, Inc.)

UNLIMITED PEPSI ZERO SUGAR

ADD ENDLESS REFILLS @ **₹ 89*** TO YOUR HUT FAVS.

WALK-IN

*T&C apply. Offer valid on in-store dine in only, and not applicable for takeaways/deliveries. Prices are exclusive of taxes/other handling charges. Pizza Hut reserves the right to accept or reject the offer depending on stock availability or any other reasons beyond our control. Images are shown for illustrative purposes only. Pepsi Zero Sugar- Carbonated water. Contains Caffeine. Contains non-caloric sweeteners. This carbonated water contains an admixture of sucralose and acesulfame potassium. Not recommended for children, pregnant or lactating women. Pepsi is a registered trademark of PepsiCo, Inc.

PIZZA HUT BRAND PRIORITIES

New Restaurant Launches



LULU MALL, CALICUT



VIP ROAD, SURAT



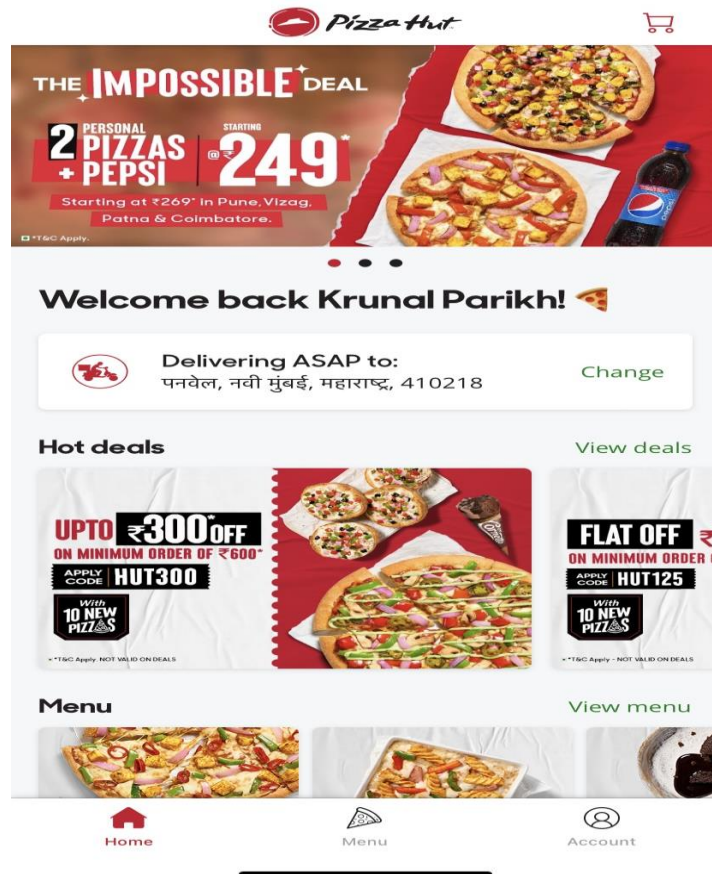
SAVEDI, AHMADNAGAR



NANDIDURGA, BANGALORE

PIZZA HUT BRAND PRIORITIES

Digital | Operational Excellence



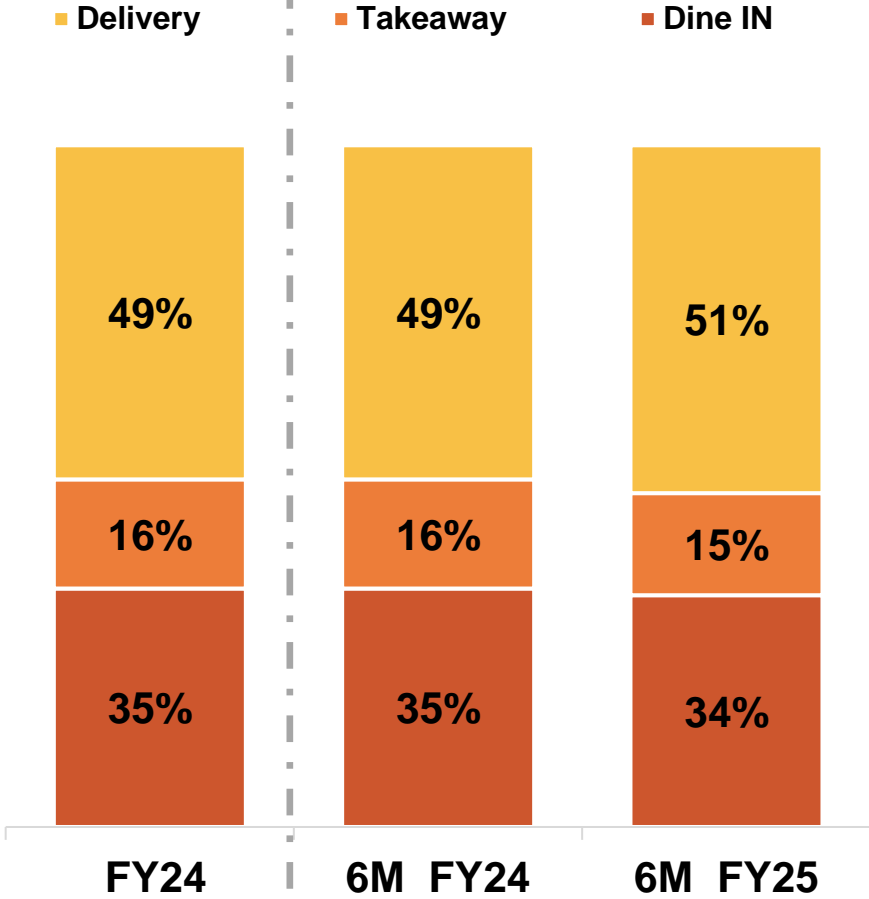
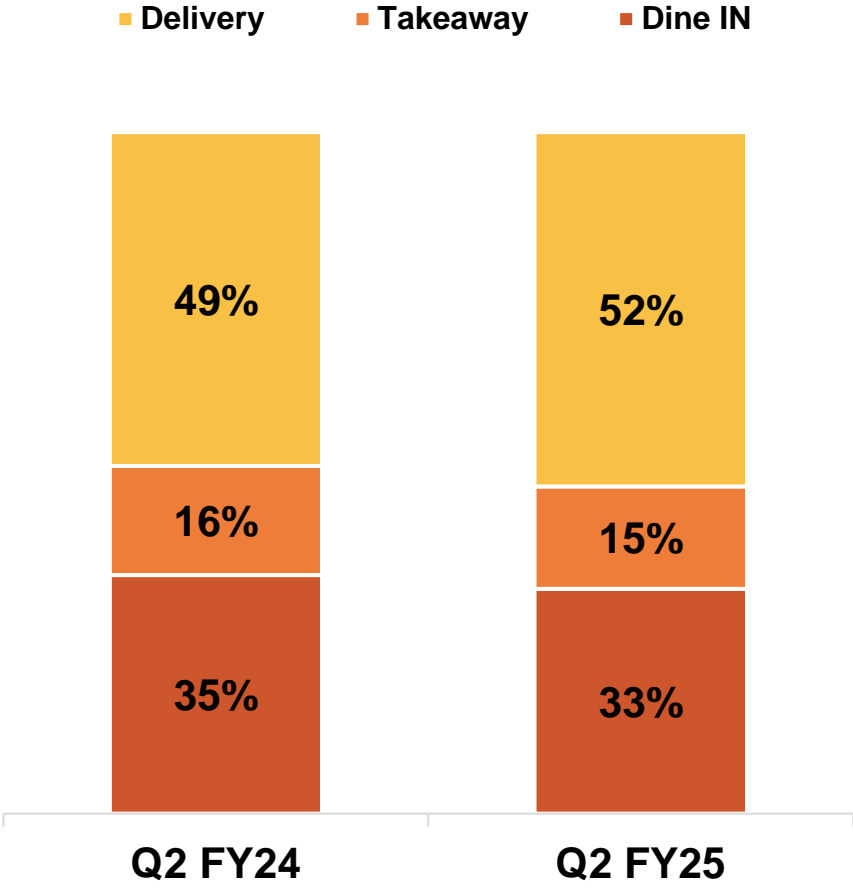
Total App Downloads – 11.4 Mn+
Monthly Active Users – 1.1 Mn



Self Ordering QR Code 15% of Dine In Mix

PIZZA HUT INDIA

Q2 & 6M FY25 - CHANNEL SALES CONTRIBUTION



PIZZA HUT INDIA

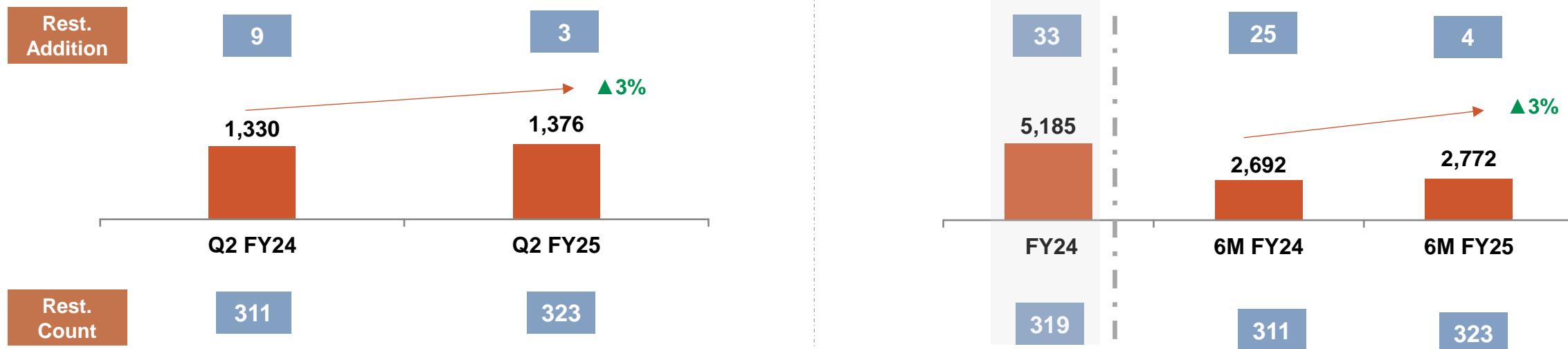
Q2 & 6M FY25



AVERAGE DAILY SALES (₹ '000)



RESTAURANT SALES (₹ MN)



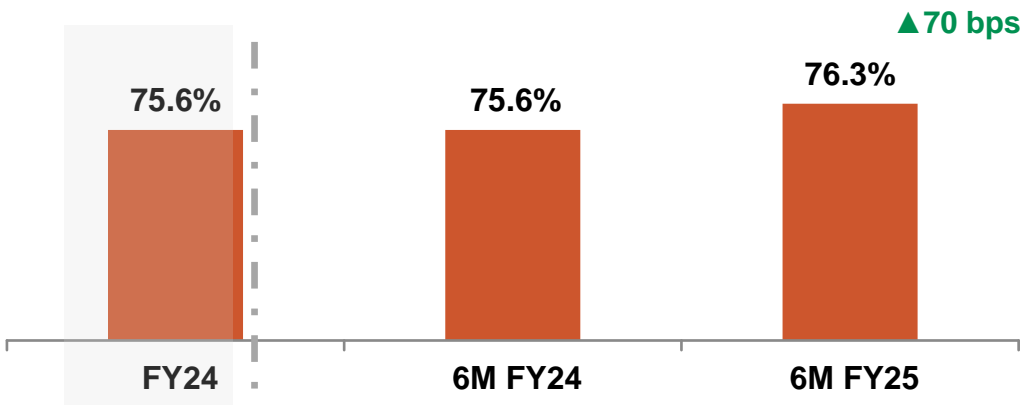
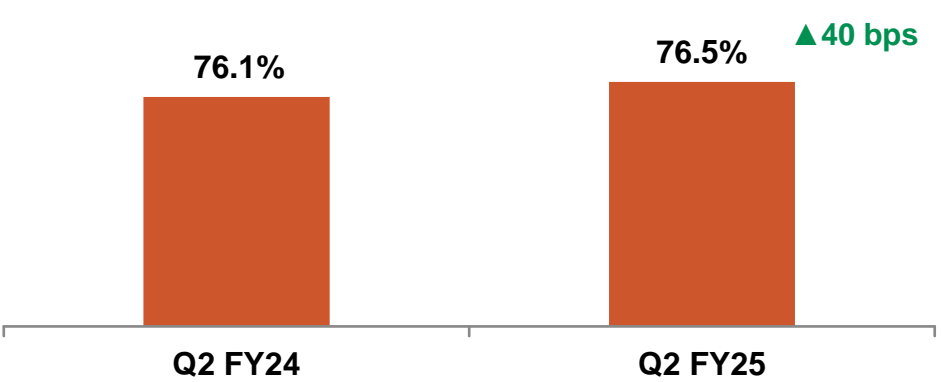
Average daily sales is for all restaurants including new additions during the period

PIZZA HUT INDIA

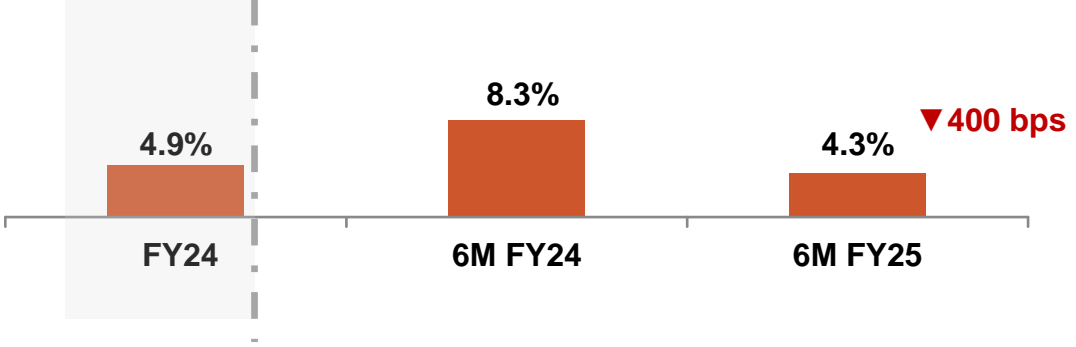
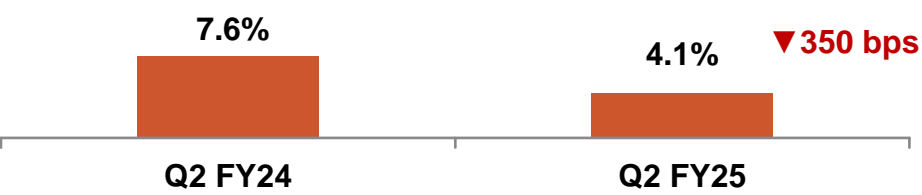
Q2 & 6M FY25



GROSS MARGIN (%)



RESTAURANT EBITDA# (%)



Restaurant EBITDA figures are Pre-IND AS 116.

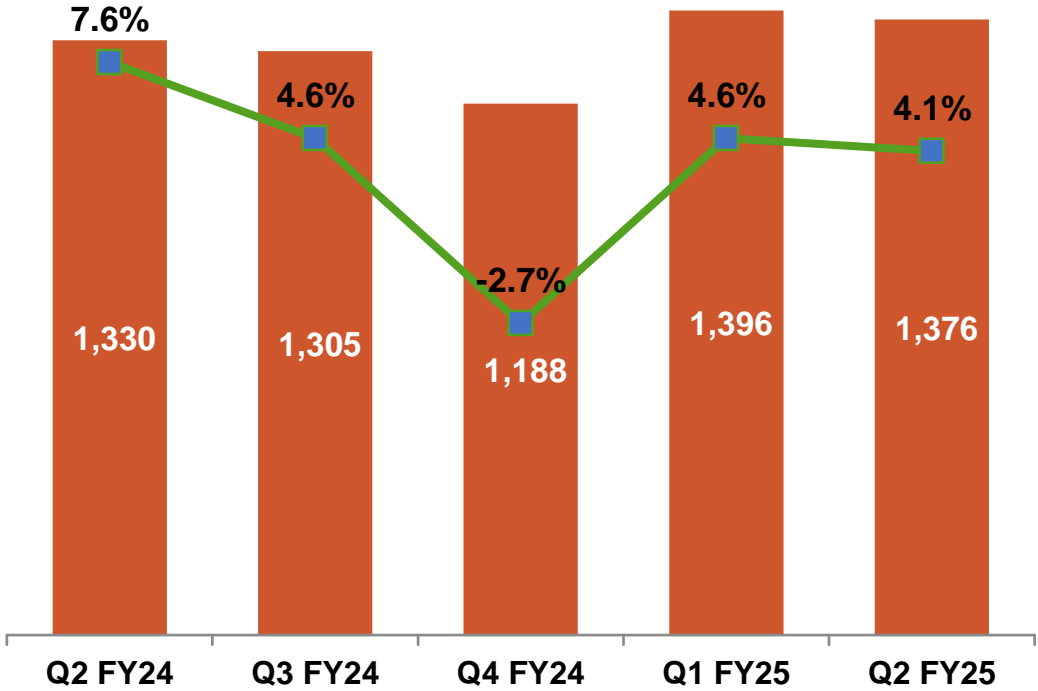
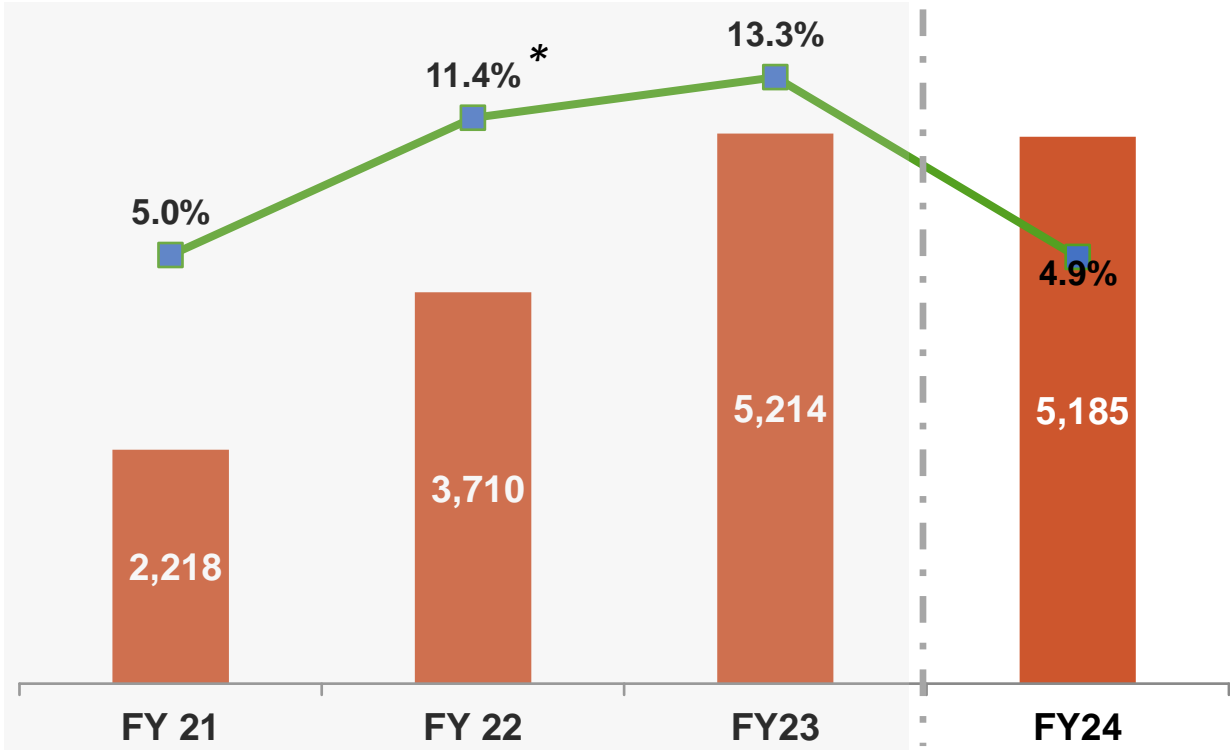
PIZZA HUT INDIA

RESTAURANT SALES & EBITDA TREND



Rest. SALES (₹MN) & Rest. EBITDA %

YoY Change %



ADS (₹ 000)#



* Restaurant EBITDA% after Normalizing additional incentives in FY22
 #Average daily sales is for all restaurants including new additions during the period



Sri Lanka
Business Performance



SRI LANKA BUSINESS

NEW LAUNCHES



NEW!
Cheeseburger Melts

THE BETTER
BURGER IN TOWN

Rs.1,200

Melts

NEW CREAM CHEESE DIP

Pizza Hut

NEW!
Cheeseburger Melts

THE BETTER
BURGER IN TOWN

Pizza Hut

NEW!
Cheeseburger Melts

#Not4Sharing

Loaded with a Chicken Burger Patty, Caramelized Onions, Jalapenos, Tomato Sauce, Cheddar & Mozzarella Cheese. - **ONLY Rs.1200**

SRI LANKA BUSINESS BRANDING AND MARKETING



Pizza Hut

MID MONTH SPECIALS
Valid on 16th July 2024

BUY A LARGE PAN PIZZA & GET

RS. 1000 OFF

OR GET A DELIGHT MEDIUM PAN PIZZA

FREE

PURCHASED PIZZA SHOULD BE FROM CLASSIC/ SIGNATURE/ FAVOURITES/ SUPREME RANGES

DON'T COOK Tuesday

Valid on 30th July 2024
Available for Dine-in.
Extra Rs.300 for Takeaway & Delivery.

BUY 1 LARGE PAN PIZZA & GET 1 DELIGHT LARGE PAN PIZZA

FREE!

PURCHASED PIZZA SHOULD BE FROM CLASSIC/ SIGNATURE/ FAVOURITES/ SUPREME RANGES

WEEKEND VIBES
Valid till 11th August 2024

X2 FREE

Melts

T&C APPLY

Pizza Hut

FLASH SALE

50% OFF ON ANY ITEM

Valid for online orders FROM 3PM TO 5PM
AVAILABLE ONLY TODAY

HSBC

30% OFF

on your total bill for HSBC Credit Cards at Pizza Hut

Valid only Today

*Conditions Apply

Pizza Hut

BUY 1 LARGE PAN PIZZA WITH OUR LATEST TOPPINGS & GET A SELECT APPETIZER

FREE!

Valid on 25th September 2024

AVAILABLE PIZZA TOPPINGS SPICY FISH / VEGGIE MASALA / CHICKEN TRIPLE TREAT / CHICKEN SALAMI

SPICY CHICKEN & CHEESE BALLS PORTION GPC WING-IT CHEESY GARLIC BREAD SUPREME

T&C APPLY

PARTY HUT FRIDAY
Valid on 27th Sep 2024

BUY 1 LARGE PAN PIZZA & GET 1 DELIGHT LARGE PAN PIZZA

FREE!

Purchased Pizza should be from Classic/ Signature/ Favourites/ Supreme ranges
Available for Dine-in.
Extra Rs.300 for Takeaway & Delivery.

T&C Apply

LUNCH TIME DEALS
VALID ONLY FOR DINE-IN FROM 11AM TO 3PM

BUY A BAKED RICE FOR Rs.700	BUY A BIRIZZA FOR Rs.900	BUY A SELECT PASTA FOR Rs.950

Valid till 31st August

T&C APPLY

SRI LANKA BUSINESS

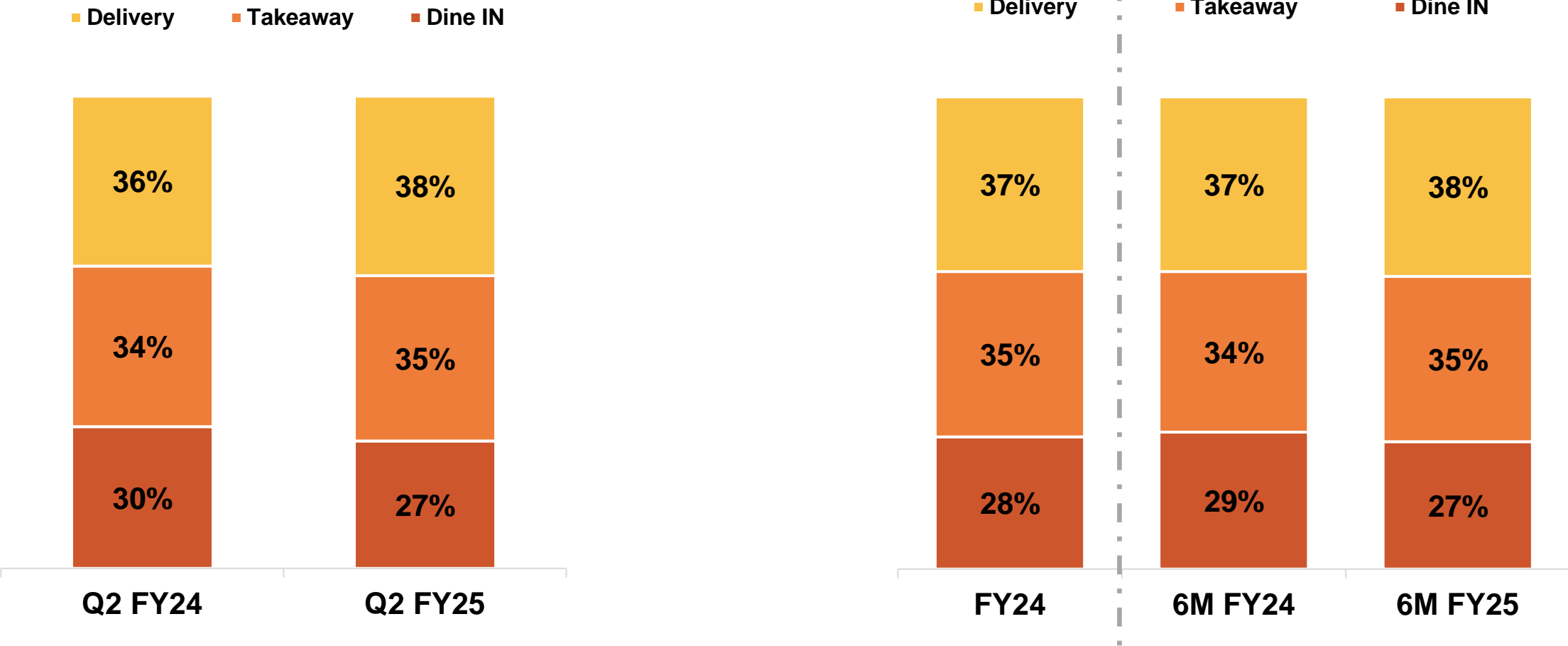
NEW RESTAURANTS



JAFFNA CARGILLS SQUARE

SRI LANKA BUSINESS

Q2 & 6M FY25 - CHANNEL SALES CONTRIBUTION



SRI LANKA BUSINESS

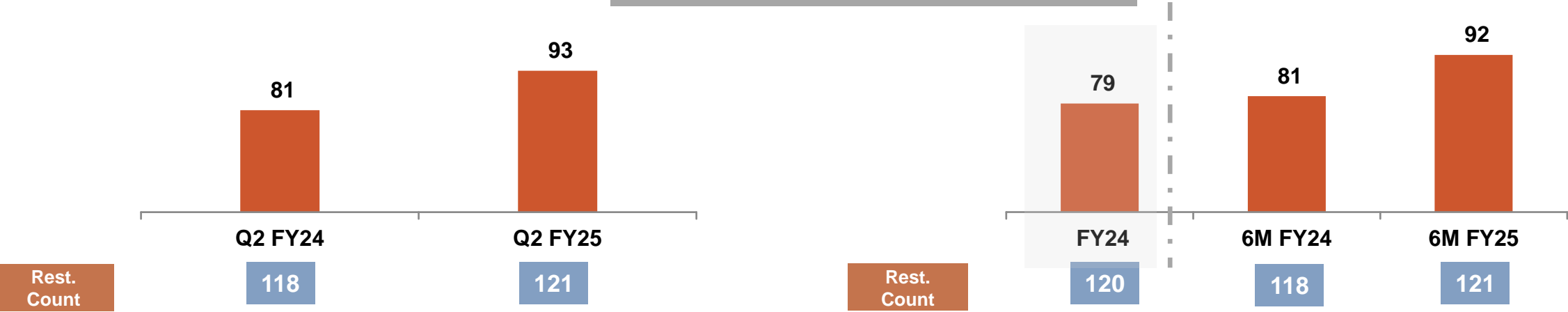
Q2 & 6M FY25



AVERAGE DAILY SALES (LKR '000)



AVERAGE DAILY SALES (INR '000)



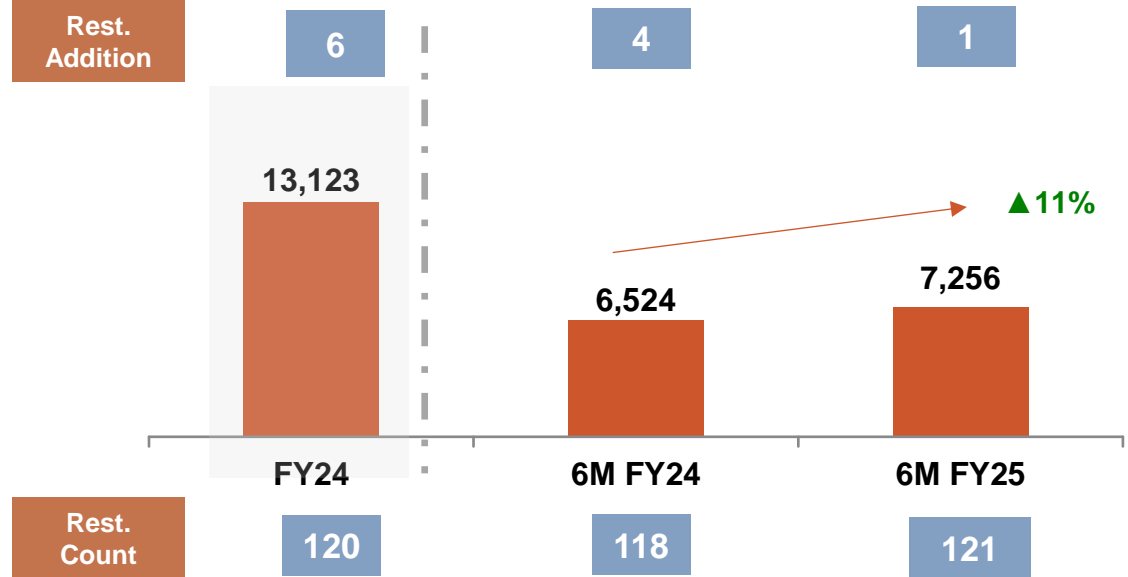
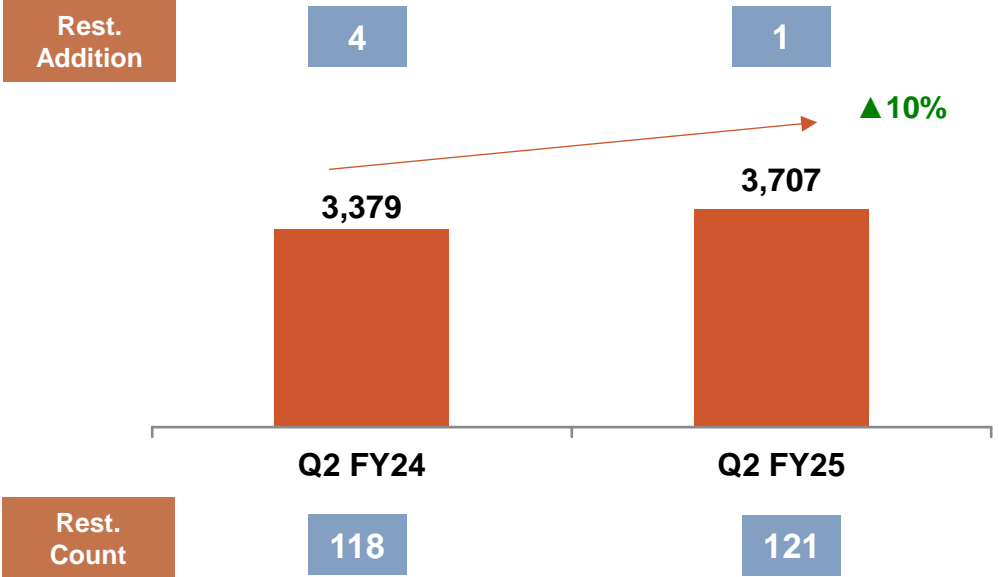
Average daily sales is for all restaurants including new additions during the period
 Note: LKR to INR conversion rate of 0.2763 for Q2 FY25 and 0.2556 for Q2 FY24 and 0.2760 for Q2 FY25 and 0.2589 for 6M FY24

SRI LANKA BUSINESS

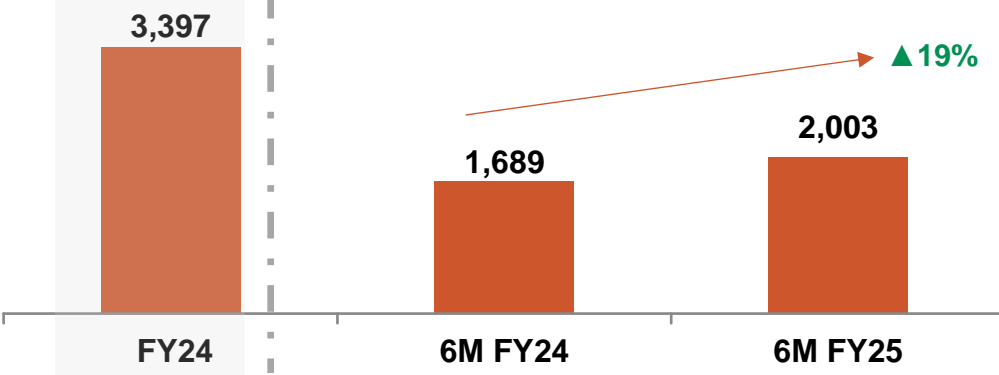
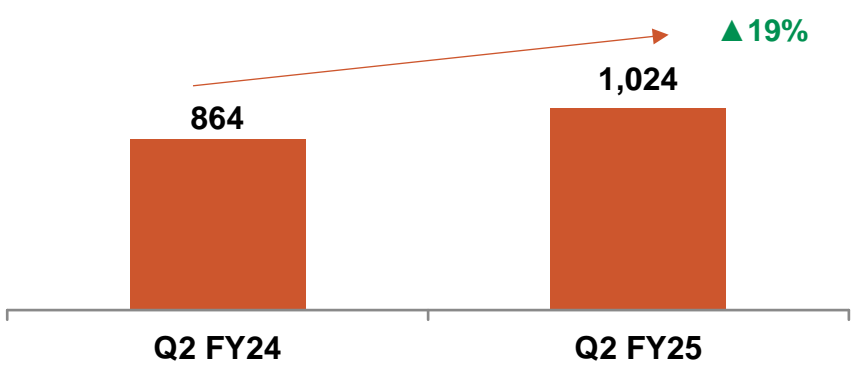
Q2 & 6M FY25



RESTAURANT SALES (LKR MN)



RESTAURANT SALES (INR MN)

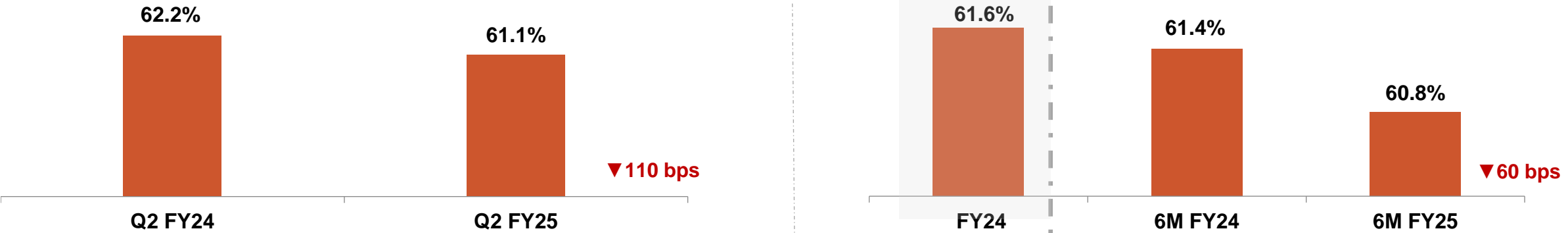


SRI LANKA BUSINESS

Q2 & 6M FY25



GROSS MARGIN %



RESTAURANT EBITDA (%)#



Absolute Rest. EBITDA increased by 12 % in LKR terms (increased by 20% in INR terms)

Absolute Rest. EBITDA increased by 13 % in LKR terms (increased by 20% in INR term)

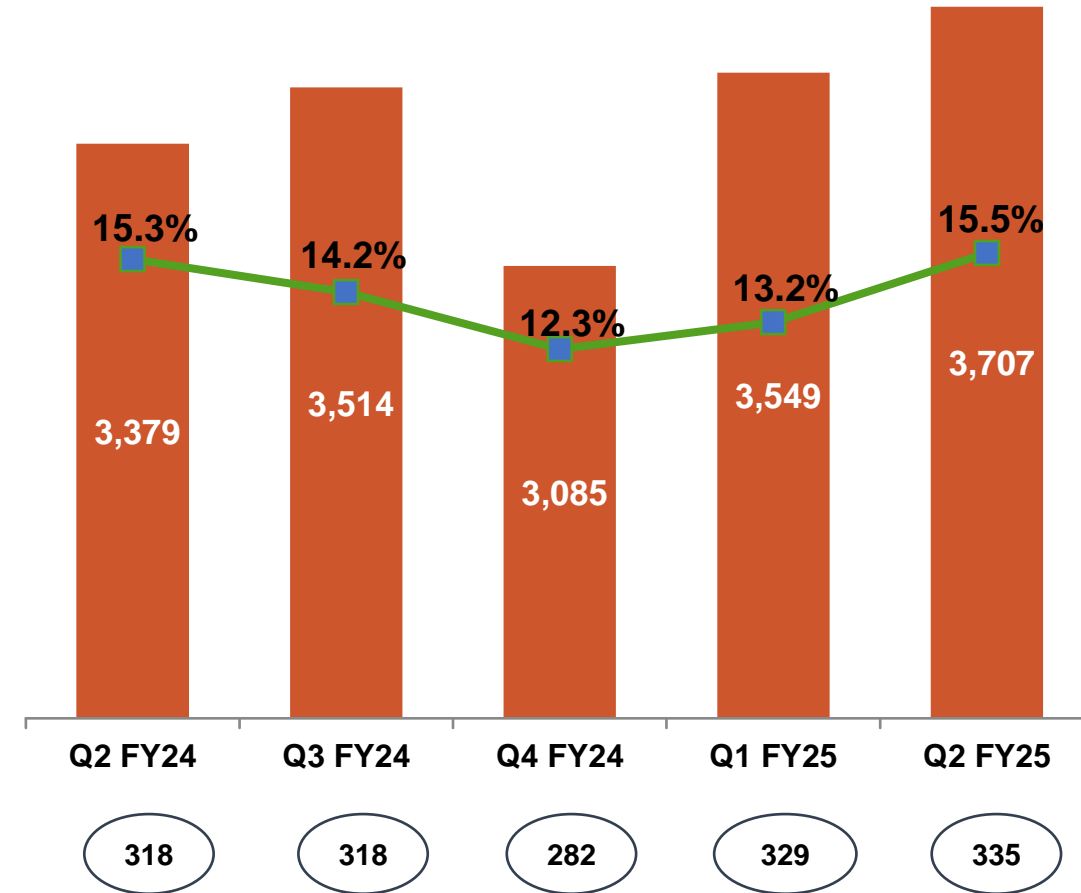
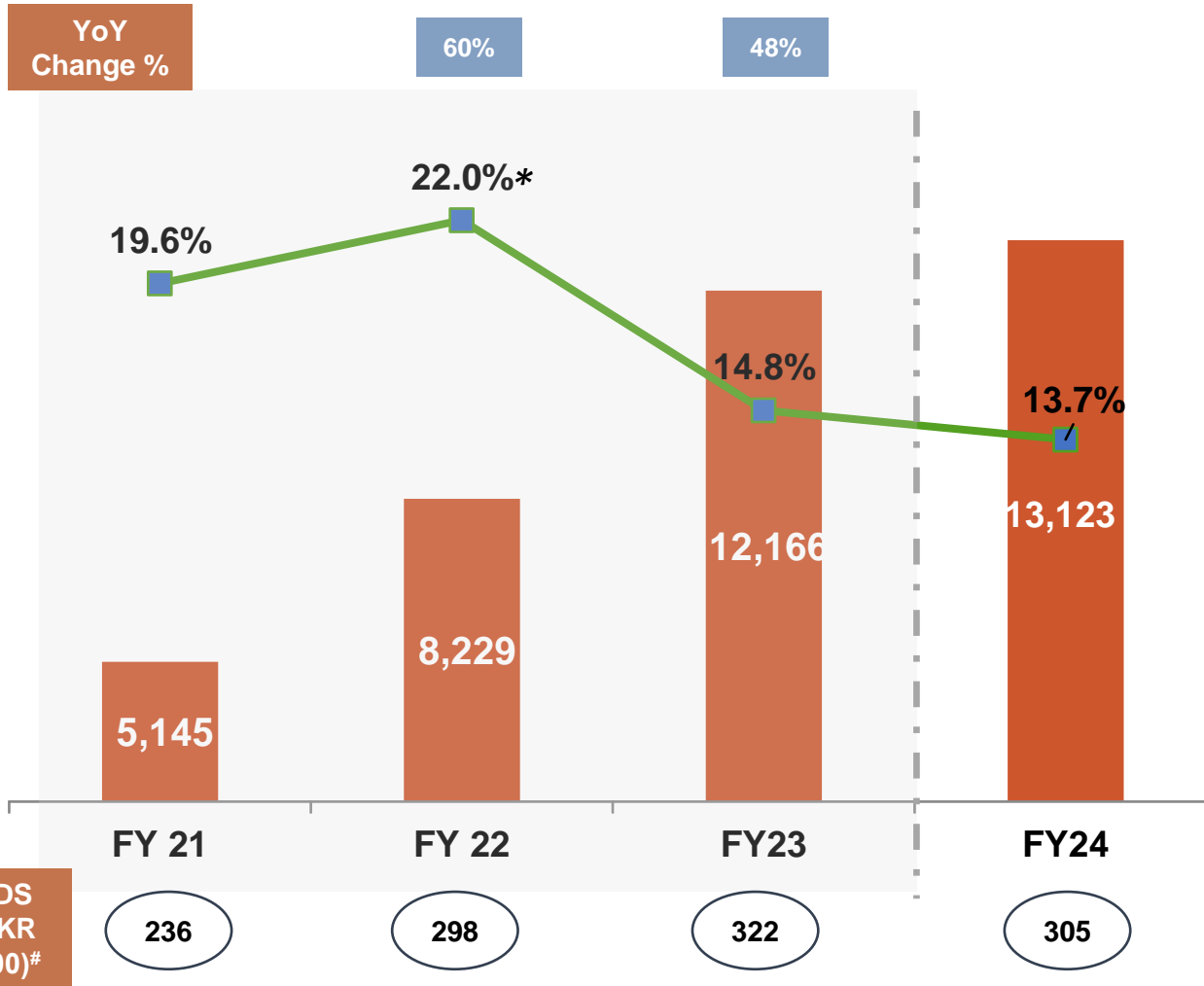
Restaurant EBITDA figures are Pre-IND AS 116.

SRI LANKA BUSINESS

RESTAURANT SALES & EBITDA TREND



Rest. SALES (LKR MN) & Rest. EBITDA %



* Restaurant EBITDA% after Normalizing additional incentives in FY22
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THANK YOU