

Corporate Office : Plot No-18, Sector-35, Gurugram - 122004, Haryana (India) • Tel. : +91-124-4566300, 4786000  
E-mail : devyani@dil-rjcorp.com • Website : www.dil-rjcorp.com;  
CIN: L15135DL1991PLC046758

November 3, 2022

To,

<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Email: <a href="mailto:cmlist@nse.co.in">cmlist@nse.co.in</a> <b>Symbol: DEVYANI</b>	<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Email: <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a> <b>Security Code: 543330</b>
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**Sub: Regulation 30: Presentation on Unaudited Financial Results of the Company for the Quarter and Half Year ended September 30, 2022**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a copy of the Presentation on Unaudited Financial Results of the Company for the Quarter and Half Year ended September 30, 2022.

The same is also being uploaded on website of the Company at [www.dil-rjcorp.com](http://www.dil-rjcorp.com).

You are requested to take the above on record.

Yours faithfully,  
**For Devyani International Limited**

**Varun Kumar Prabhakar**  
**Company Secretary & Compliance Officer**

*Encl: As above*



# DEVYANI

INTERNATIONAL LIMITED



## Q2 FY 23 Results Presentation



November 03, 2022

# Disclaimer

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**Commenting on the performance for Q2 FY 23 Mr. Ravi Jaipuria, Non-Executive Chairman, DIL said:**

*"I am pleased to share that DIL has maintained its store expansion pace and opened 88 net new stores in the quarter – the highest ever. We are making consistent progress in expanding our reach and investing in our Core Brands to capitalize on the growth opportunities available. In line with our strategy, we have continued our focus on consolidating our presence in metro cities along with the expansion in non-metros towns. At the end of Q2, our total store count stood at 1,096 stores across our portfolio, with a split of 52% in non-metros and 48% in metro cities..."*

*On the demand side, we have noticed that, as we are coming out of the pandemic, the consumer response is mixed for various categories. Continued retail inflation seems to have impacted the consumer demand to some extent in the staples and discretionary category. Although the inflation in input costs is stabilizing, the overall pricing levels continue to remain higher on a year-on-year basis. We have managed to take some judicious price corrections during early part of the financial year to protect the margins partially and are hoping that inflation will cool off as we go along, leading to enhanced consumer demand..."*

*Our innovation pipeline continues to be strong. We launched peri – peri chicken in KFC and the same has met with an encouraging consumer response. We are also investing in making our business future-ready with the launch of all-digital 'KFC Smart Restaurants'..."*

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DIL International



# Q2' FY23 Financial Highlights



## Strong momentum in store addition

- 88 net new stores – highest ever!
- 1,096 system stores at the end of the quarter.

## Q2 Revenue from operations reached Rs. 7,474 million

- Steady performance from Core Brands
  - KFC – 121K ADS in a seasonally soft quarter.
  - PH ADS at 45K.
  - Costa ADS and margins are lower due to new stores







## Inflation impact on Margins

- Gross Margin at 70.2%.

## Consolidated Reported EBITDA (Post INDAS) at Rs. 1,655 million

- Reported EBITDA margin at 22.1%.
- PAT at Rs. 568 million.

# New Store Openings

Brand	NET NEW UNITS (NNU)						Stores as at 30-June-22	Stores as at 30-Sept-22
	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	YTD FY23		
KFC 	25	30	25	27	32	59	391	423
PH 	34	40	22	23	30	53	436	466
Costa 	1	5	5	14	19	33	69	88
Others	3	4	2	5	5	10	65	70
<b>Total India</b>	<b>63</b>	<b>79</b>	<b>54</b>	<b>69</b>	<b>86</b>	<b>155</b>	<b>961</b>	<b>1,047</b>
Nigeria 	2	1	0	1	0	1	29	29
Nepal  	3	1	0	0	2	2	18	20
<b>Total DIL</b>	<b>68</b>	<b>81</b>	<b>54</b>	<b>70</b>	<b>88</b>	<b>158</b>	<b>1,008</b>	<b>1,096</b>

**Core Brands – 1,024 stores as at 30<sup>th</sup> Sept'22 (941 : 30<sup>th</sup> June'22)**

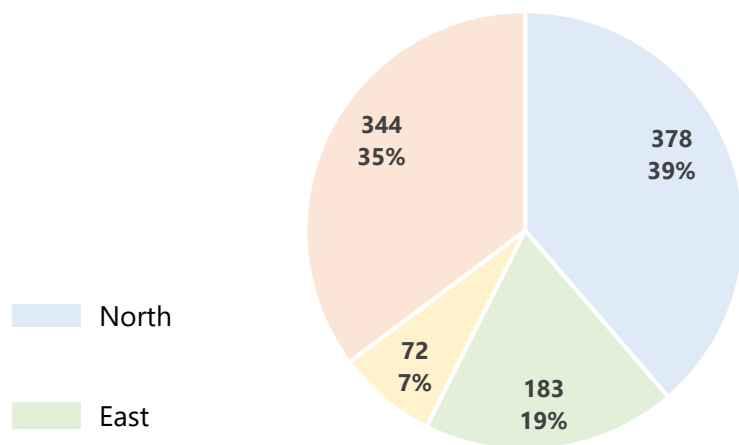


# Store Expansion Focus



Core Brands Stores; India – Regional split

As on Sept 30, 2022



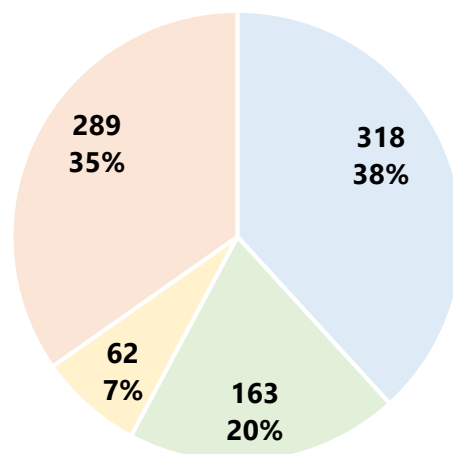
North

East

West

South

As on March. 31, 2022



Core Brands Stores	Mar. 31, 2021	Mar. 31, 2022	Jun 30, 2022	Sept 30, 2022
NCR	135	153	161	179
Bengaluru	80	106	108	118
Kolkata	42	52	55	56
Hyderabad	32	60	65	72
Other Metro cities	27	36	38	44
<b>Total Metros</b>	<b>316</b>	<b>407</b>	<b>427</b>	<b>469</b>
<b>Total Non Metros</b>	<b>289</b>	<b>425</b>	<b>469</b>	<b>508</b>
% In Metros	52%	49%	48%	48%
% In Non Metros	48%	51%	52%	52%
<b>Total Cities</b>	<b>155</b>	<b>204</b>	<b>215</b>	<b>224</b>

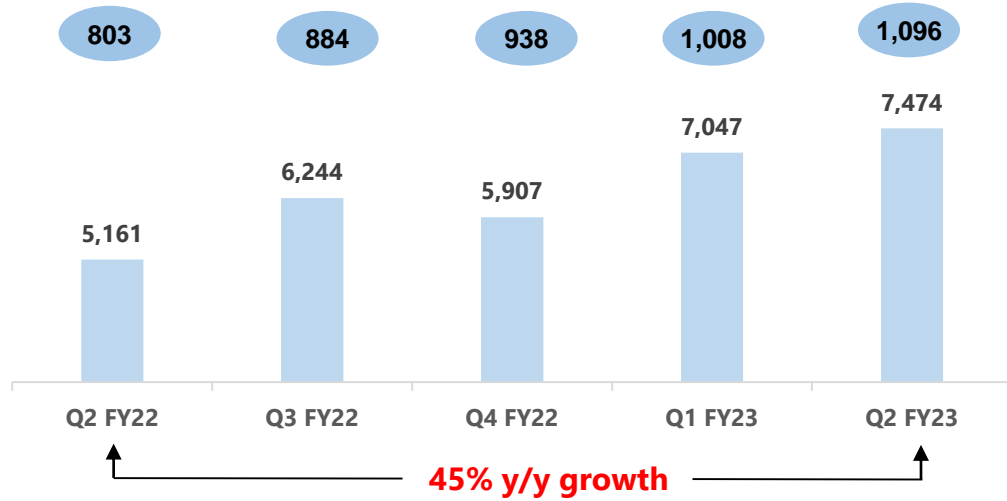
Metro cities :- Delhi NCR, Mumbai, Kolkata, Bangalore, Chennai , Hyderabad, Ahmadabad, Pune.



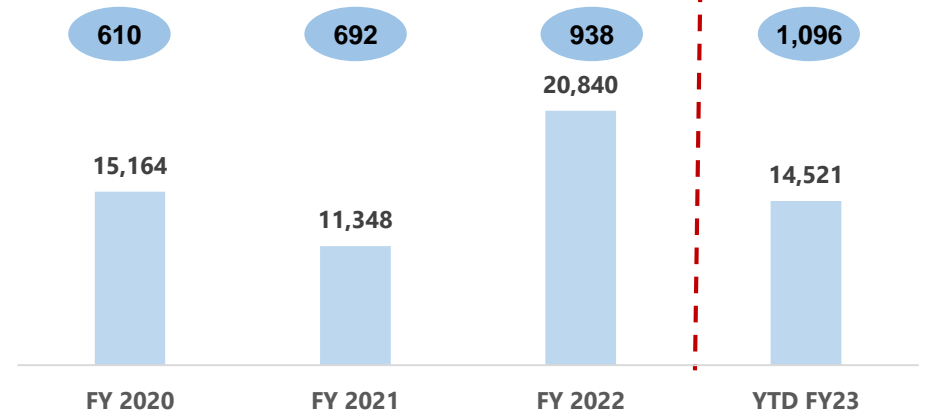
# Business Performance – DIL Consolidated



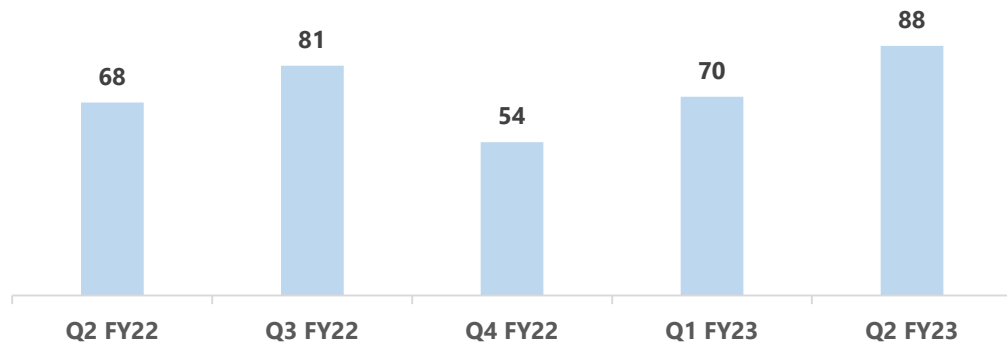
Revenue from Operations - Quarterly



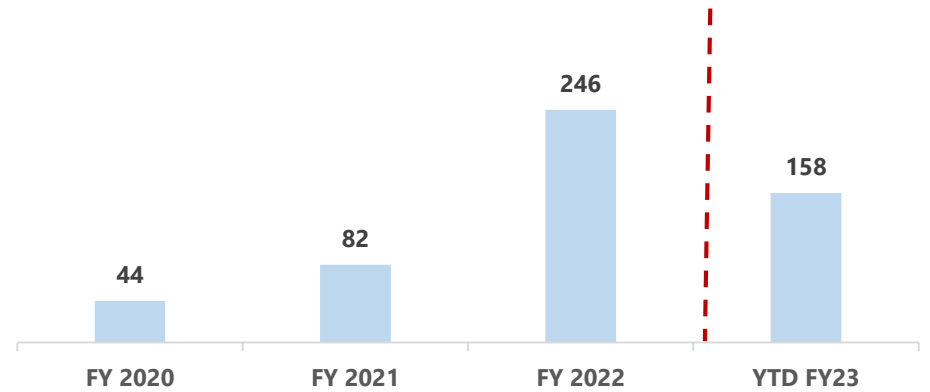
Revenue from Operations - Annual



Net New Units - Quarterly



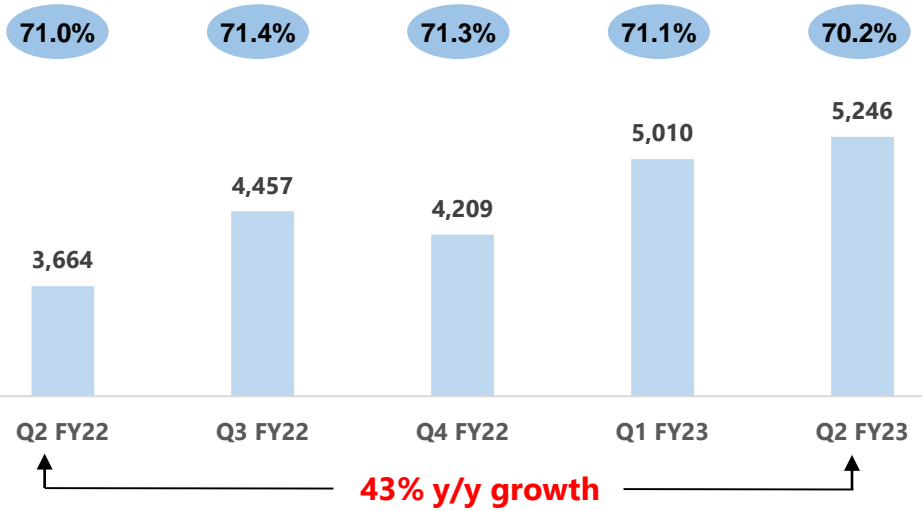
Net New Units - Annual



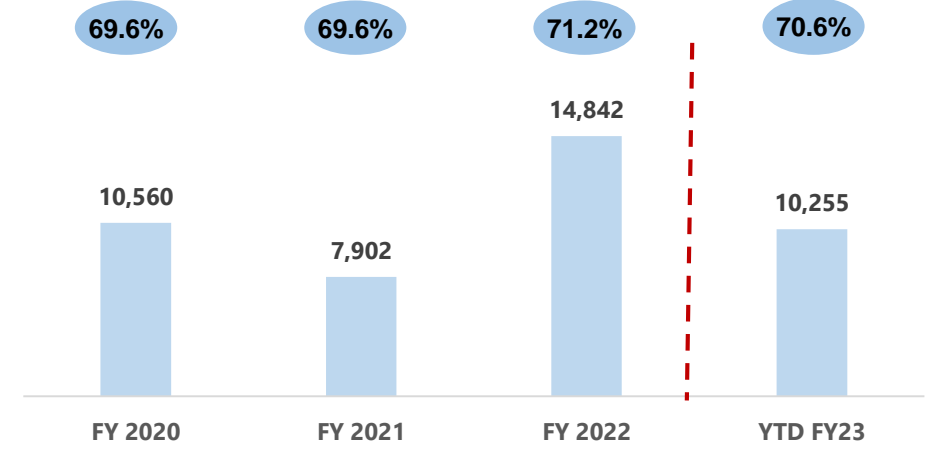
# Financial Performance – DIL Consolidated



## Gross Margin - Quarterly

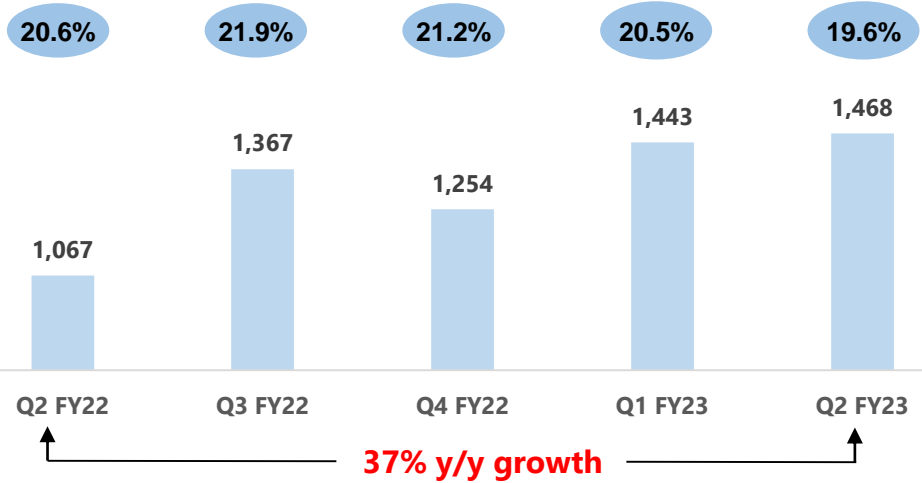


## Gross Margin - Annual

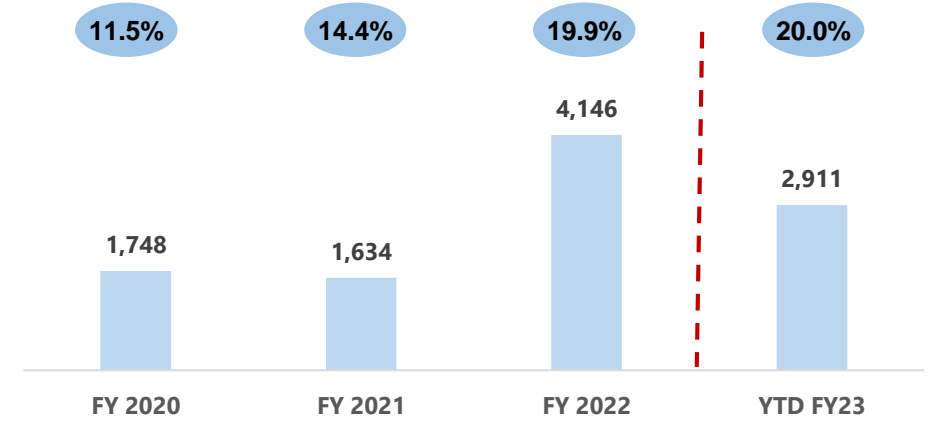


← GM % →

## Brand Contribution - Quarterly

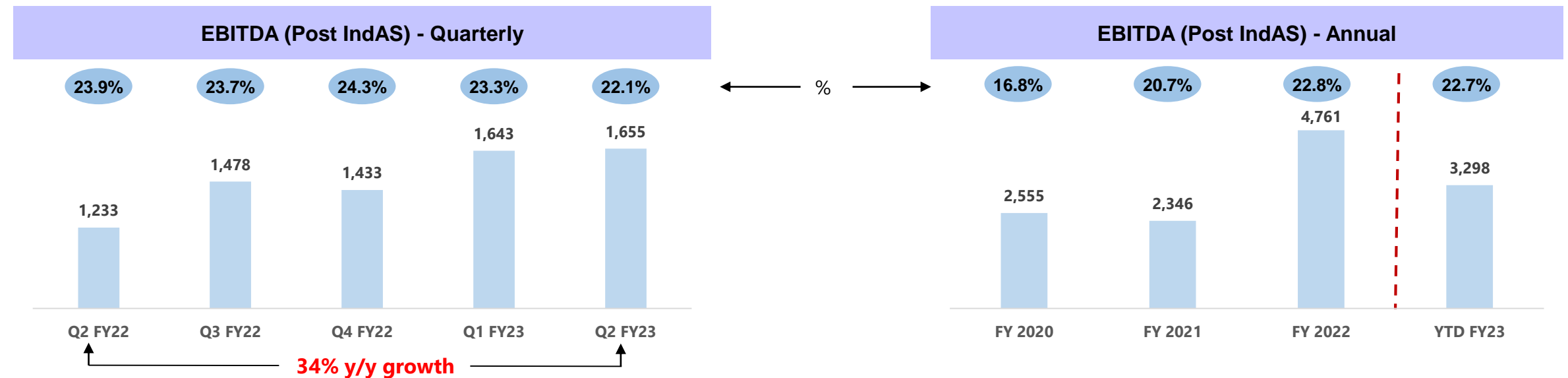
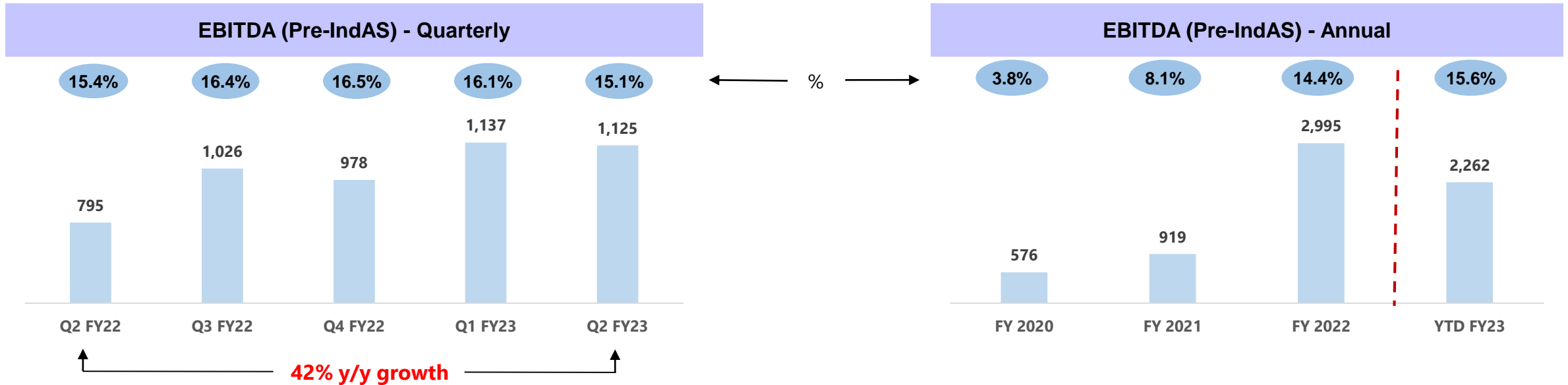


## Brand Contribution - Annual



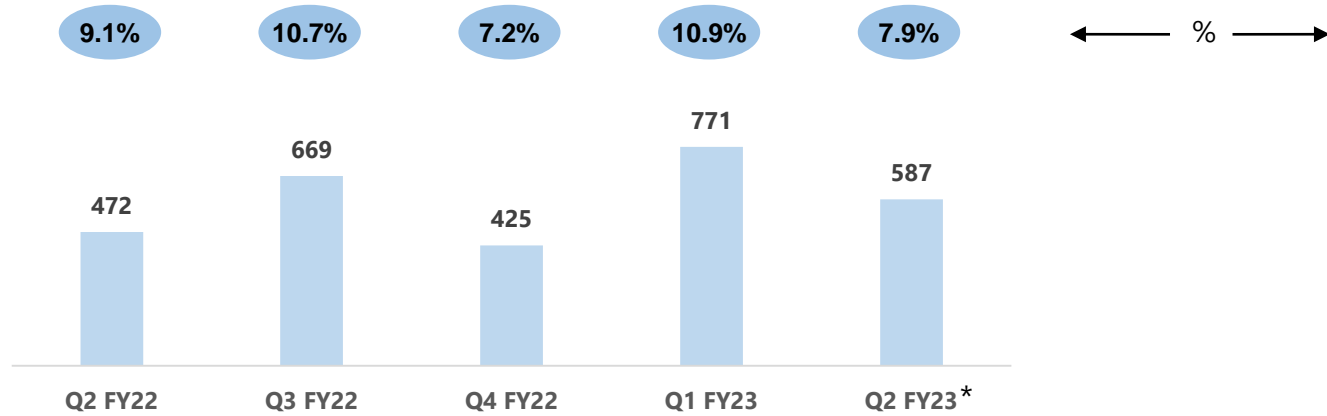
← BC % →

# Operating Margins – DIL Consolidated



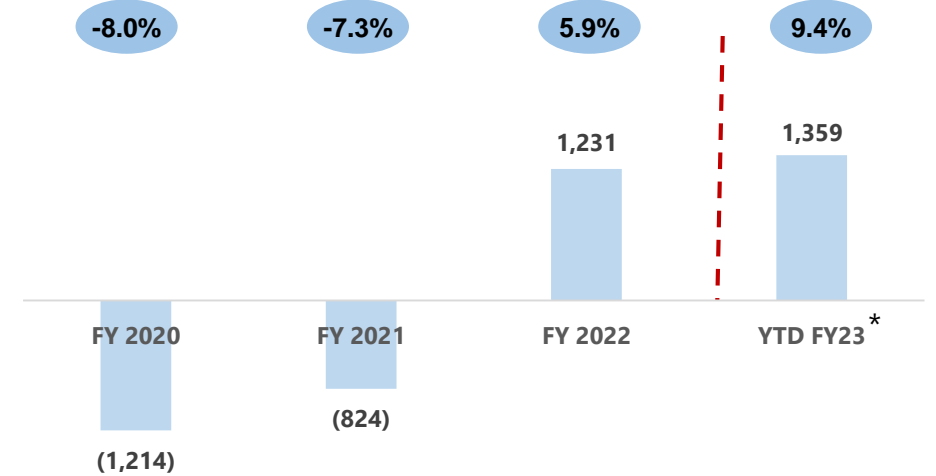
# Profitability – DIL Consolidated

## Profit before Tax - Quarterly

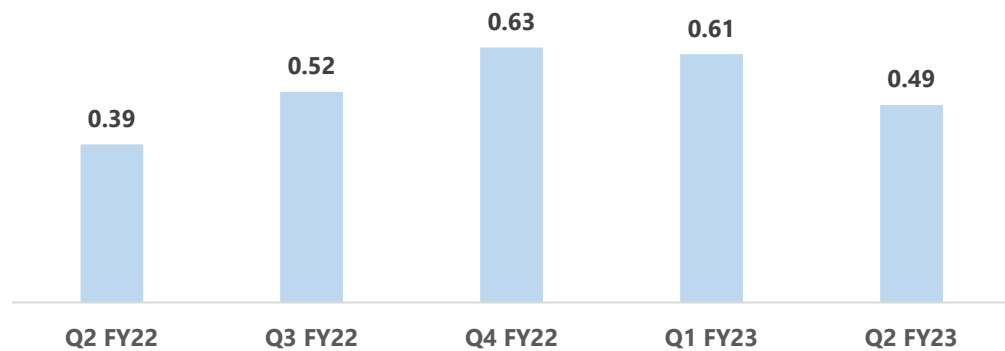


\* Includes impact of FX Loss on International Operations

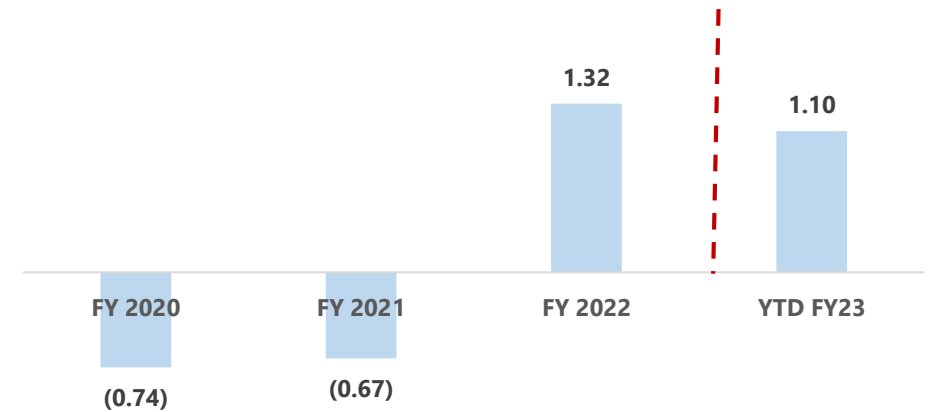
## Profit before Tax - Annual



## Diluted EPS – Quarterly



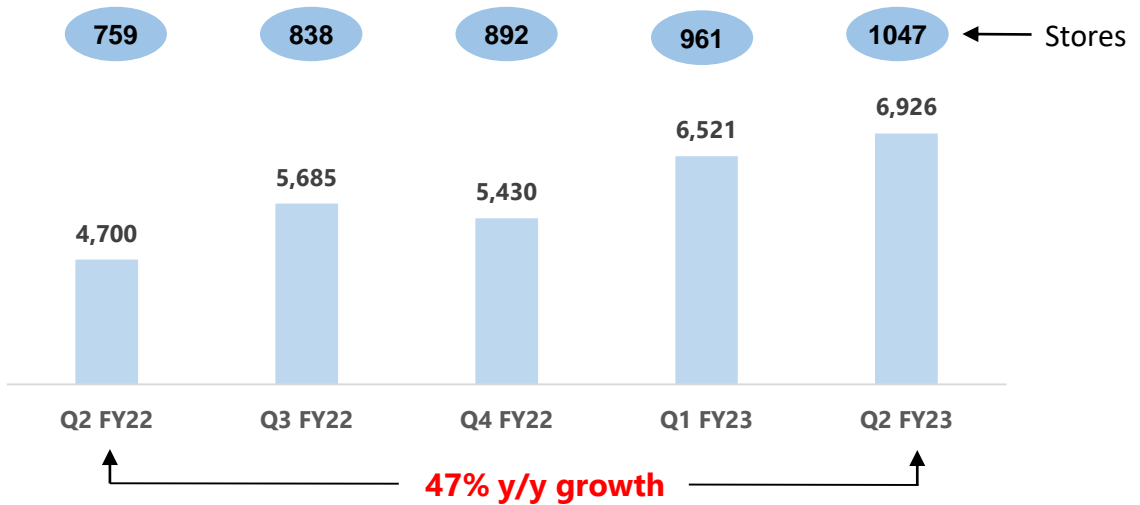
## Diluted EPS – Annual



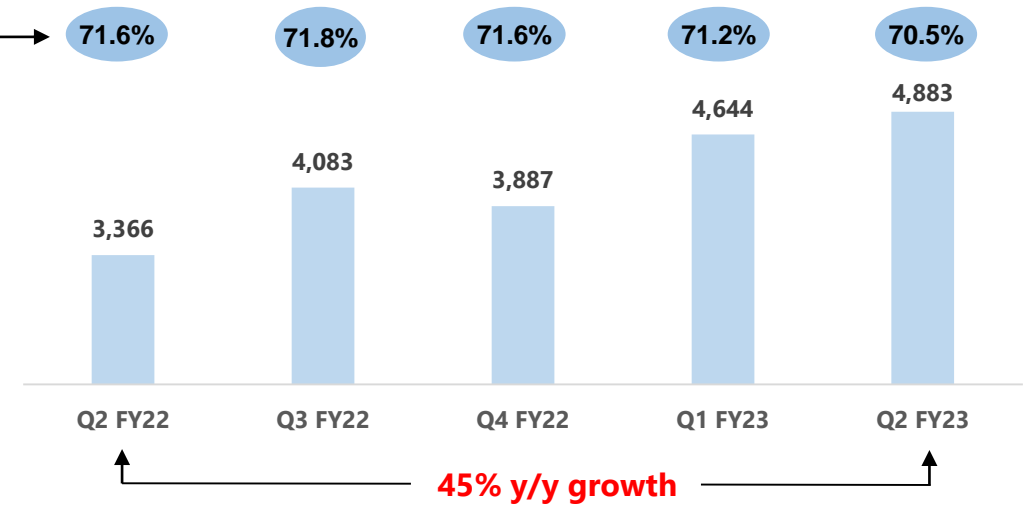
# Performance Trend – DIL India



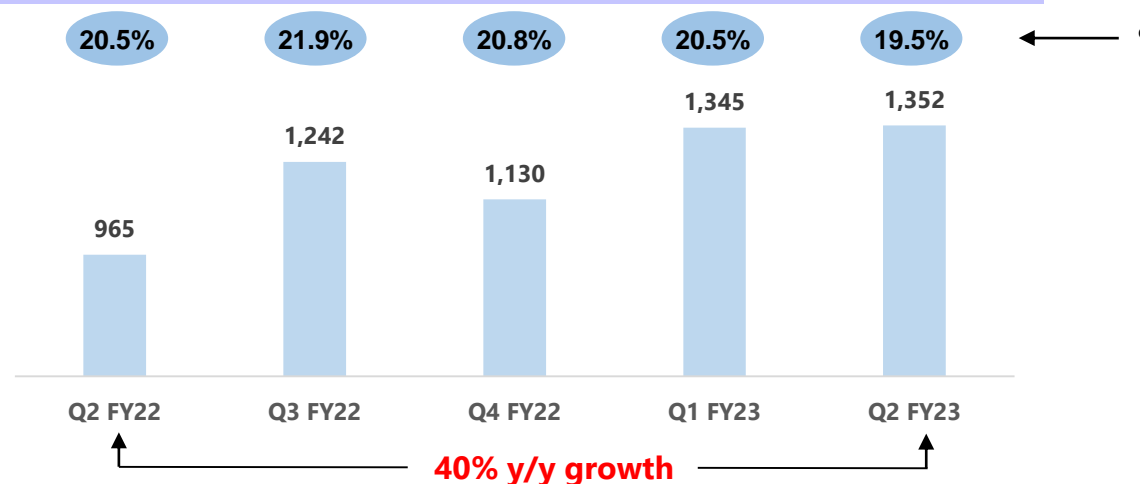
## Revenue from Operations



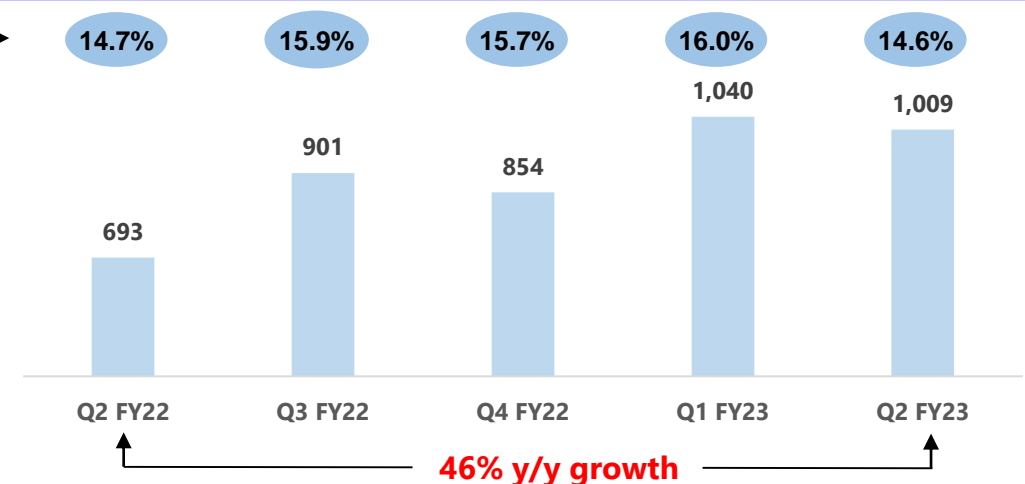
## Gross Profit



## Brand Contribution



## EBITDA (Pre-IndAS 116)



# Core Brands – KFC



# FRIED CHICKEN DONE RIGHT

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If you want fried chicken done right...

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# Q2 Net New Stores - 32



REGANTAPHALLI, HYD



GREATER NOIDA



SMART RESTAURANT BRIGADE ROAD, BANGALORE



FARIDABAD



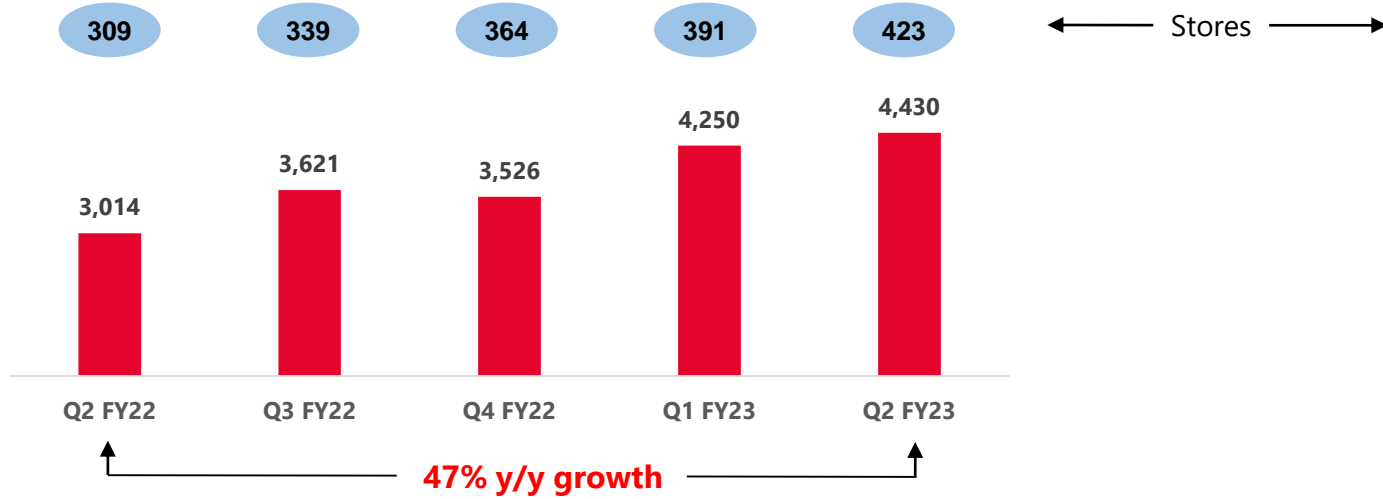
SMART RESTAURANT, GURGAON



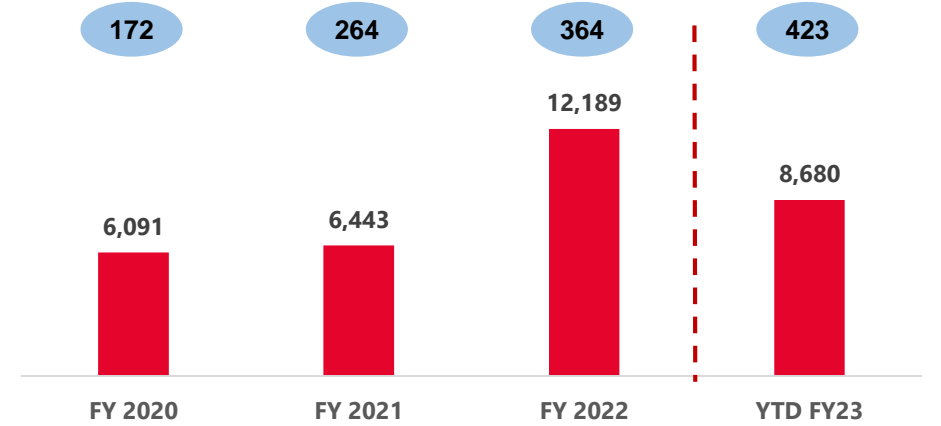
# Business Performance – KFC



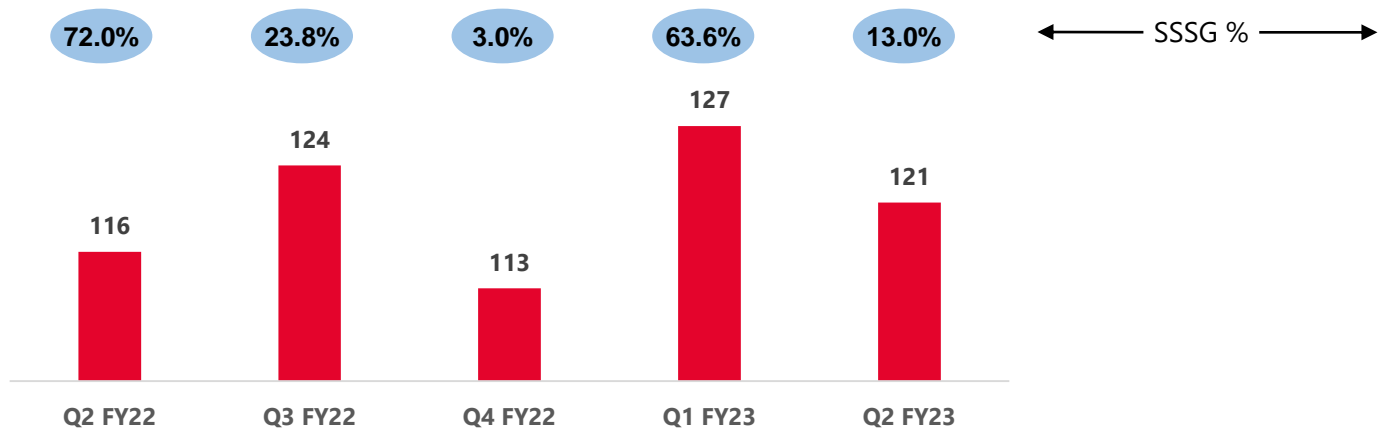
Revenue from Operations - Quarterly



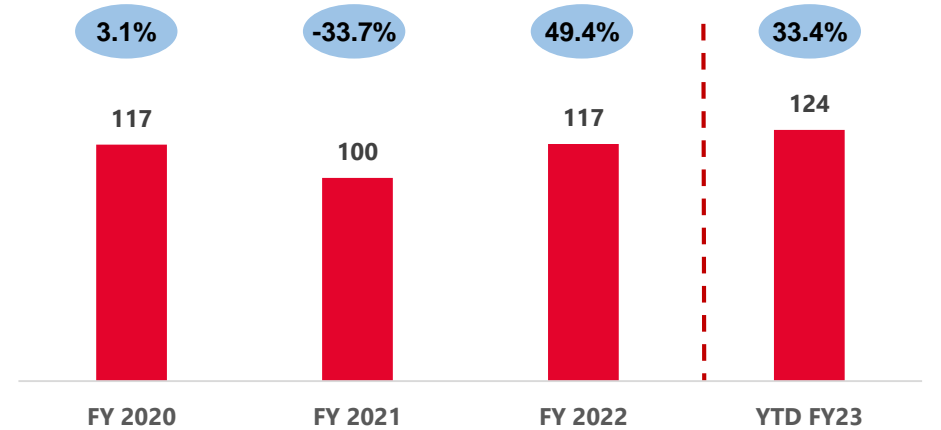
Revenue from Operations - Annual



ADS - Quarterly



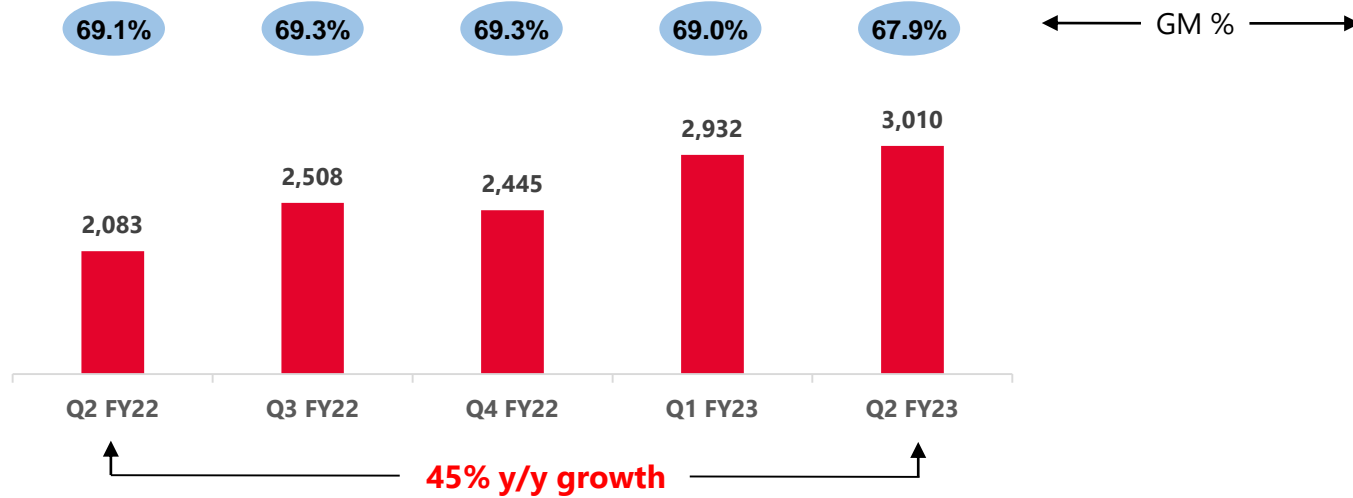
ADS - Annual



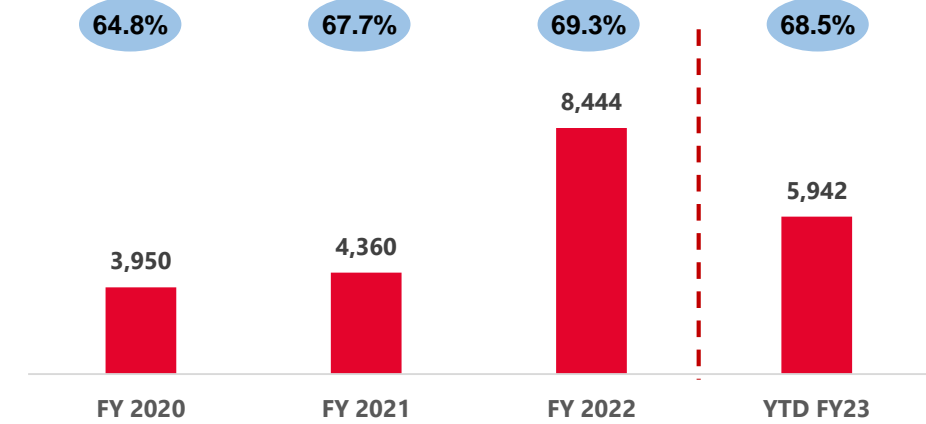
# Financial Performance – KFC



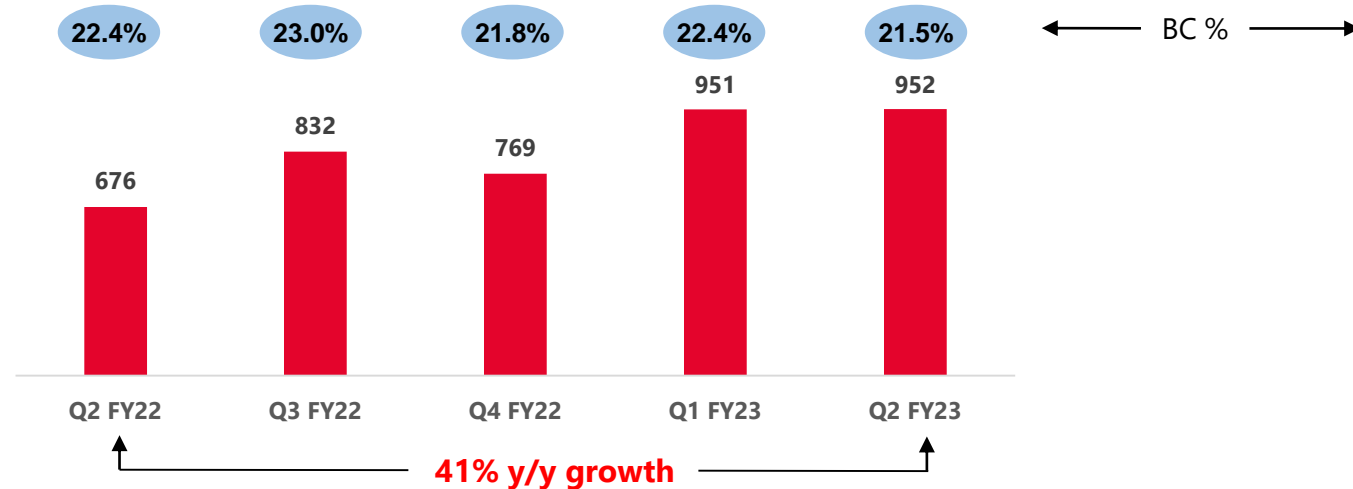
## Gross Profit - Quarterly



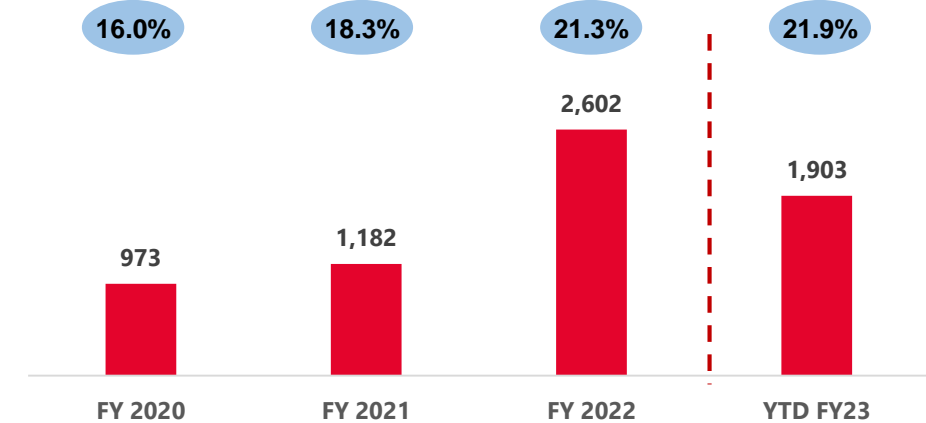
## Gross Profit - Annual



## Brand Contribution - Quarterly



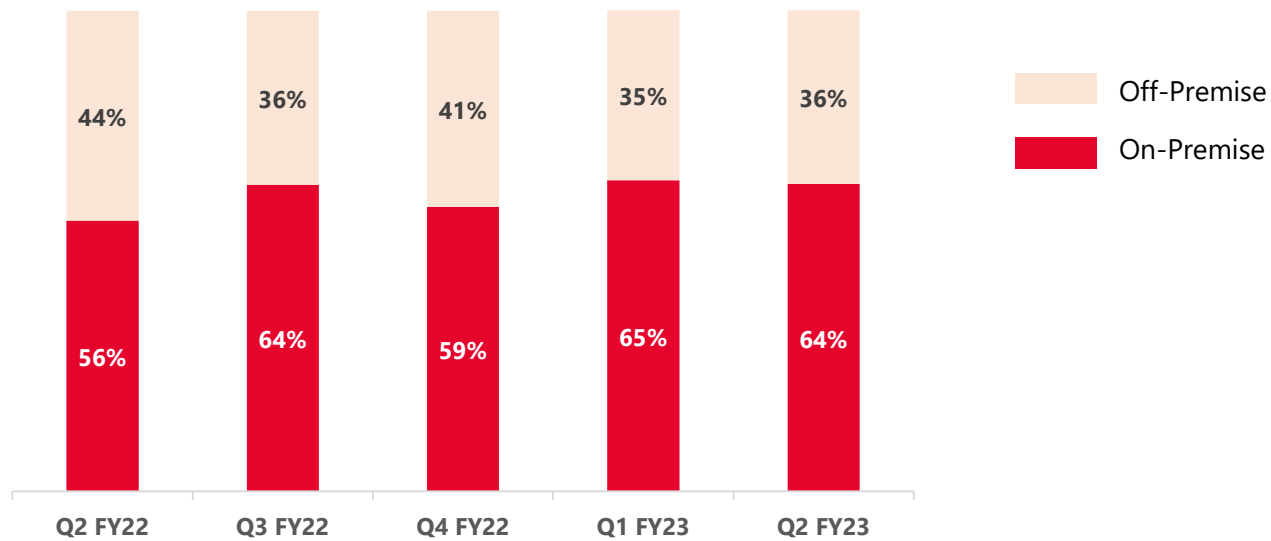
## Brand Contribution - Annual



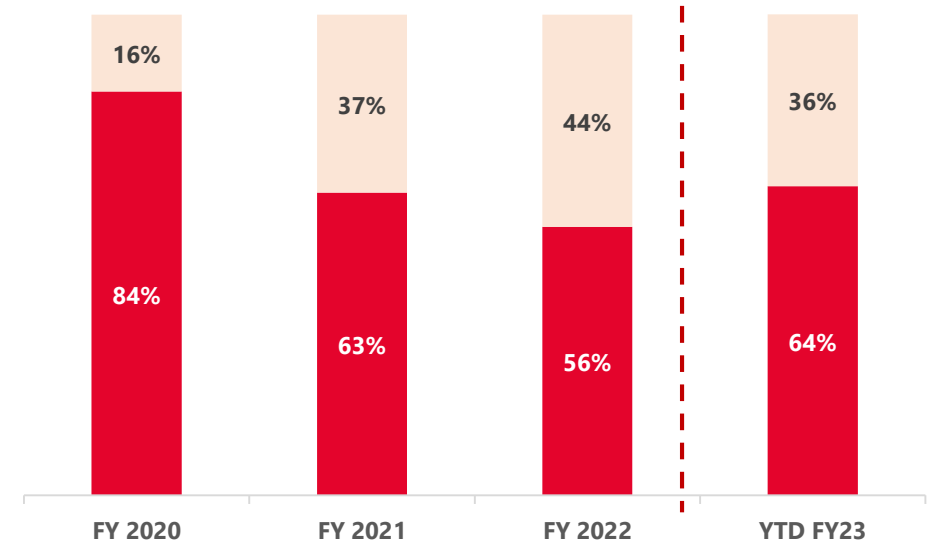
# Channel wise Sales Mix - KFC



KFC Sales Mix - Quarterly



KFC Sales Mix - Annual



On-Premise = Dine-in, Eat-in or Takeaway  
 Off-Premise = Delivered (either Own or Aggregator)

# KFC Marketing Campaigns



**New**  
**CHICKEN PERI PERI**  
**SUPER VERY VERY**

**KFC**

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**HOT & CRISPY**

**KFC Chicken** [online.kfc.co.in](https://online.kfc.co.in) [Order Now](#)

if you want fried chicken done right...

CHICKEN PRODUCTS CONTAIN ADDED MONOSODIUM GLUTAMATE NOT RECOMMENDED FOR PREGNANT WOMEN AND INFANTS BELOW 12 MONTHS. PRODUCT IMAGES ARE ILLUSTRATIVE. T&C APPLY. [HTTPS://ONLINE.KFC.CO.IN/TERMS-AND-CONDITIONS](https://online.kfc.co.in/terms-and-conditions)

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**KFC ONAM SPECIAL**

**ORDER NOW**

CHICKEN PRODUCTS CONTAIN ADDED MONOSODIUM GLUTAMATE NOT RECOMMENDED FOR PREGNANT WOMEN AND INFANTS BELOW 12 MONTHS. PRODUCT IMAGES ARE ILLUSTRATIVE. T&C APPLY. [HTTPS://ONLINE.KFC.CO.IN/TERMS-AND-CONDITIONS](https://online.kfc.co.in/terms-and-conditions)

**Achinta's 'finger-licking treat', courtesy HT City**

Achinta Sheuli; inset) His Instagram post

PHOTO: INSTAGRAM

**CWG gold medallist Achinta Sheuli: Ab mujhe KFC khana hai!**

**Karan Sethi**  
 karan.sethi@hindustantimes.com

It has been over a week since weightlifter Achinta Sheuli bagged a gold medal for the country at the Commonwealth Games 2022, but the victory celebrations are far from over. The 20-year-old, who told HT City exclusively that inspiration and greatest cheerleader — my brother and I, making some 'crispy' conversations over 'crunchy' KFC Chicken! Thank you KFC for hosting us. (sic)."

Speaking about the finger-licking experience, the weightlifter says, "Jab HT City mein mera interview chhapa tha, toh kaafi achha laga tha headline dekh kar aur story

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# THE NEW Cheezy MOMO MIA!!

THE EPIC FUSION OF CHEEZY PIZZA, CHEEZY MOMOS & SPICY SCHEZWAN SAUCE

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MEDIUM

549

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PERSONAL

359

MEDIUM

599



Cheezy Momo Mia! TREAT



369

1 Personal Cheezy Momo Mia Pizza  
1 Pepsi

Cheezy Momo



## Core Brands – Pizza Hut

749

1 Medium Cheezy Momo Mia Pizza  
1 Baked Cheezy Momo  
2 Pepsi



\*Images are for illustration purpose.  
Price exclusive of applicable govt taxes.  
Pepsi CONTAINS COFFEINE. T&C apply.



# Q2 Net New Stores - 30



INDORE



GOREGAON



HYDERABAD



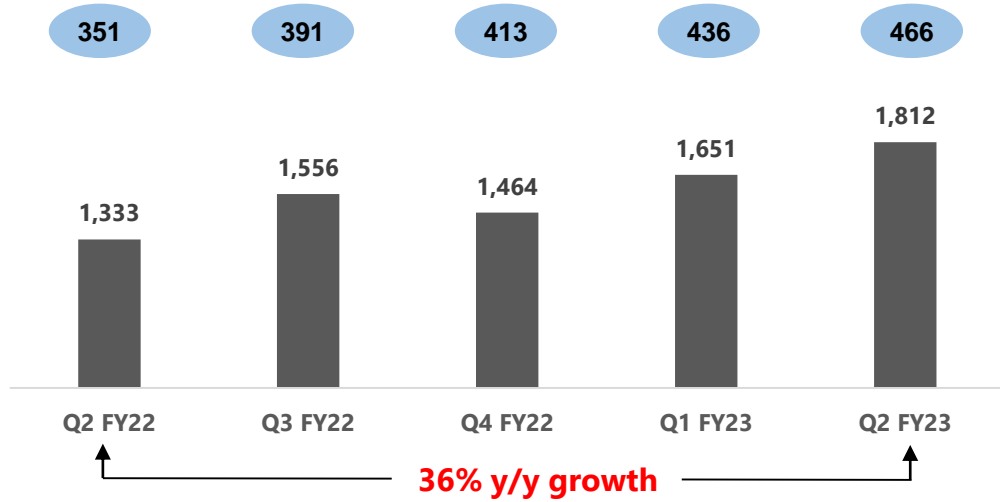
GURGAON



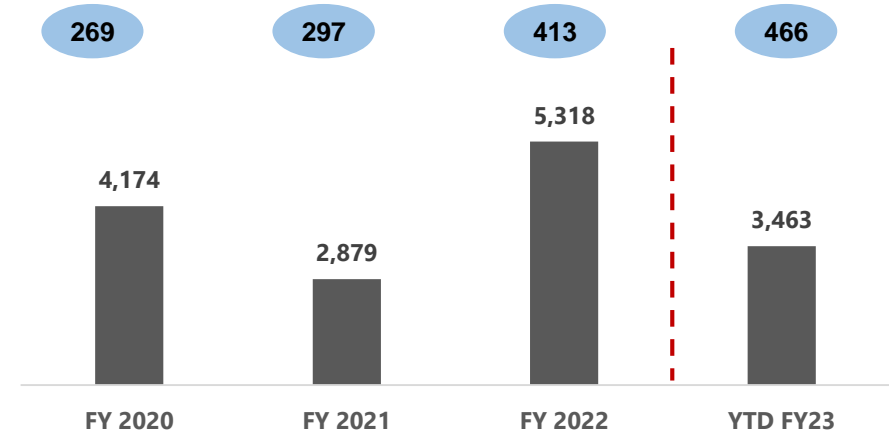
# Business Performance – PH



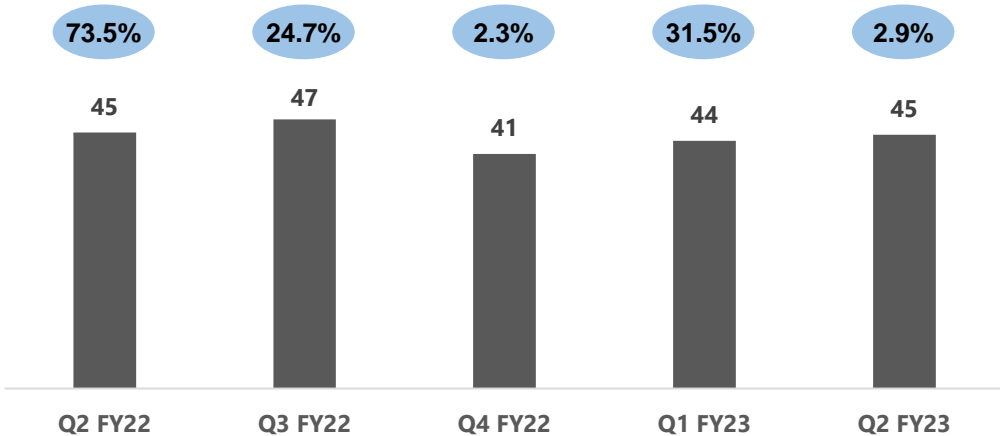
## Revenue from Operations - Quarterly



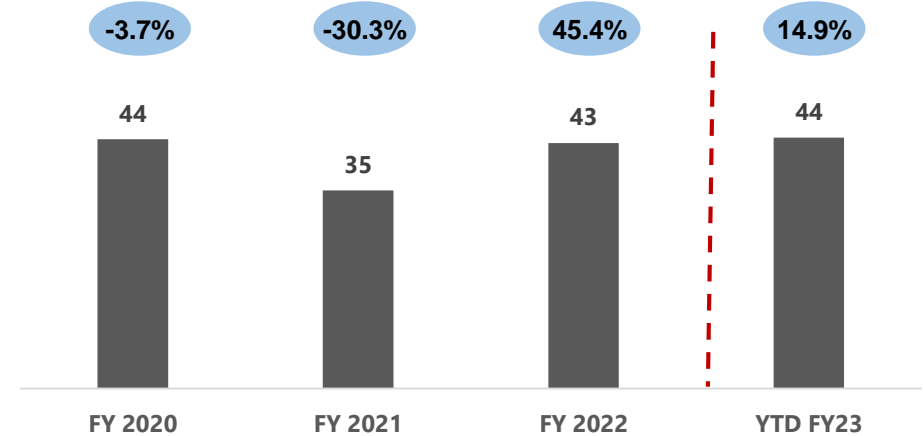
## Revenue from Operations - Annual



## ADS - Quarterly



## ADS - Annual

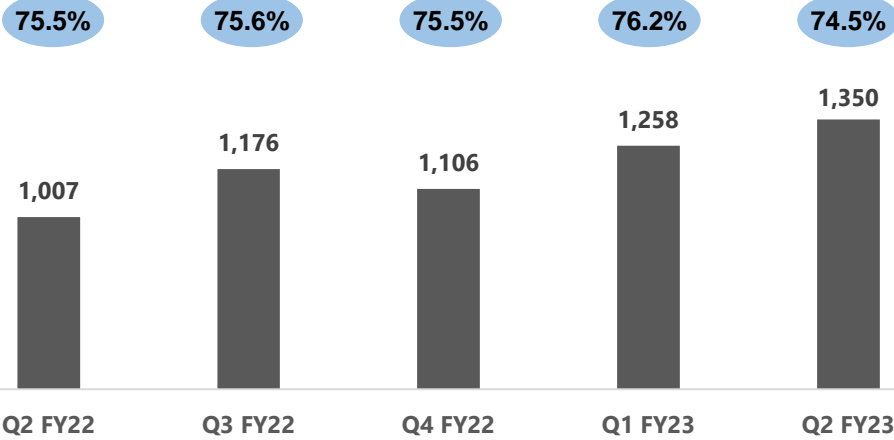




# Financial Performance – PH

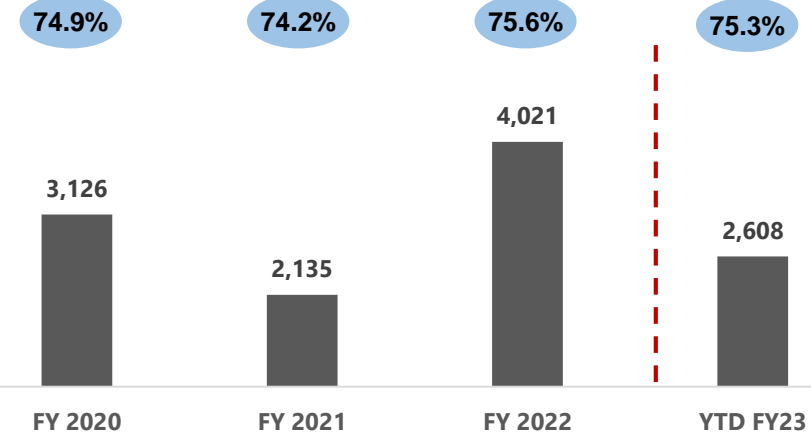


## Gross Profit - Quarterly

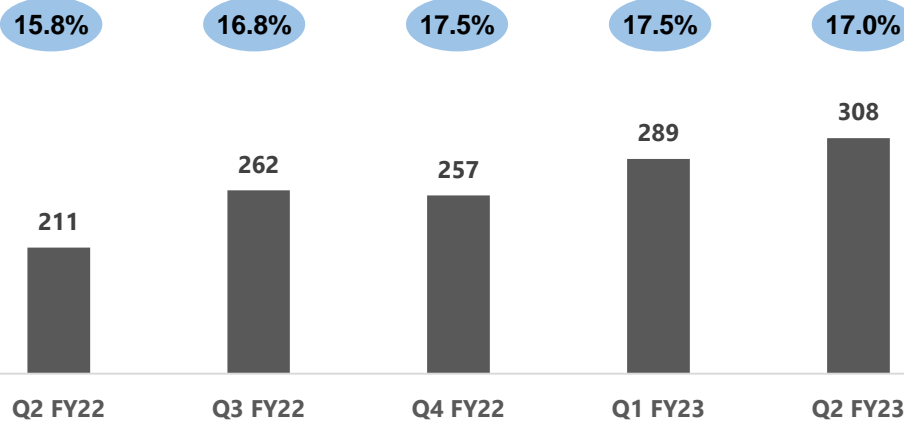


34% y/y growth

## Gross Profit - Annual

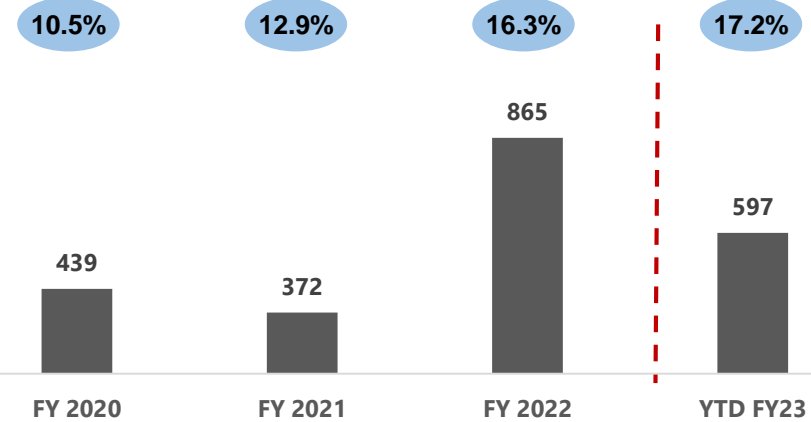


## Brand Contribution - Quarterly



46% y/y growth

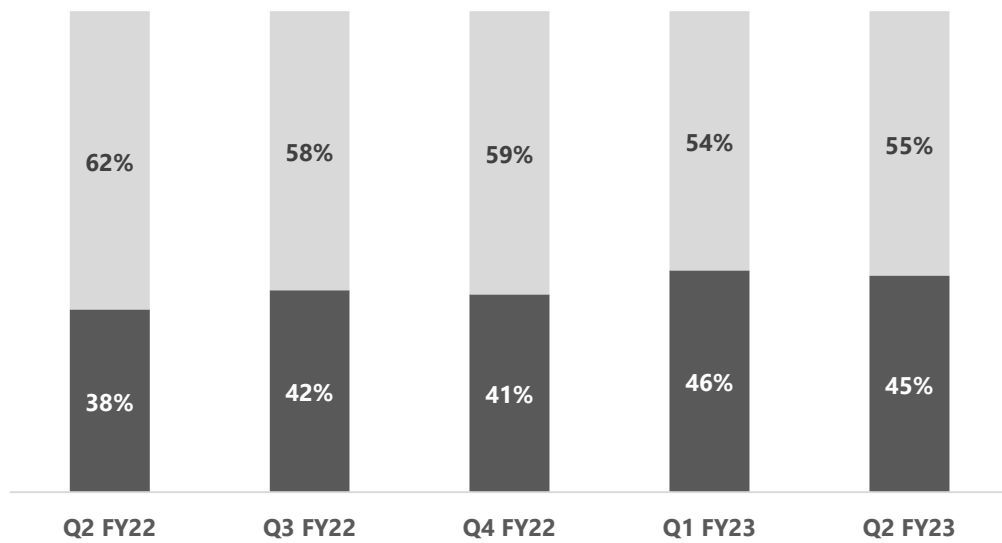
## Brand Contribution - Annual



# Channel wise Sales Mix

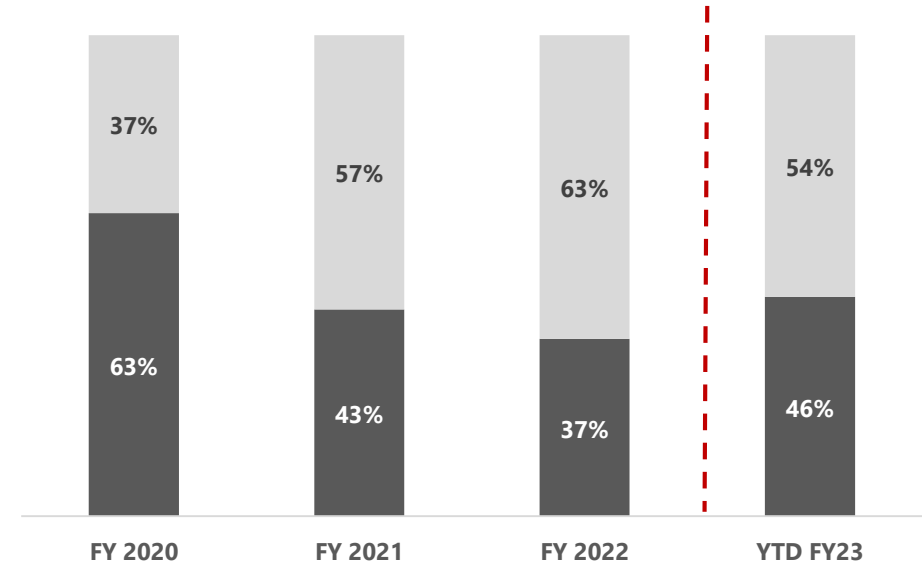


PH Sales Mix - Quarterly



Off-Premise  
 On-Premise

PH Sales Mix - Annual



*On-Premise = Dine-in, Eat-in or Takeaway*  
*Off-Premise = Delivered (either Own or Aggregator)*

# New Initiatives

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**Gift Cards – allows to tap the gifting occasion and help build customer connect**

**Advertisement on Spotify – Digital Marketing push**

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#	TITLE	ALBUM	DATE ADDED	
1	I'm Good (Blue)	I'm Good (Blue)	1 day ago	2:55
2	Shut Down	BORN PINK	1 day ago	2:56
3	I Like You (A Happier Song) (with Doja C...)	Twelve Carat Toothache	1 day ago	3:13

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0:17 0:29

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 **Core Brands – Costa Coffee**



# Costa New Stores



LULU MALL, LUCKNOW



MICROSOFT OFFICE, BANGALORE



T1D, DELHI

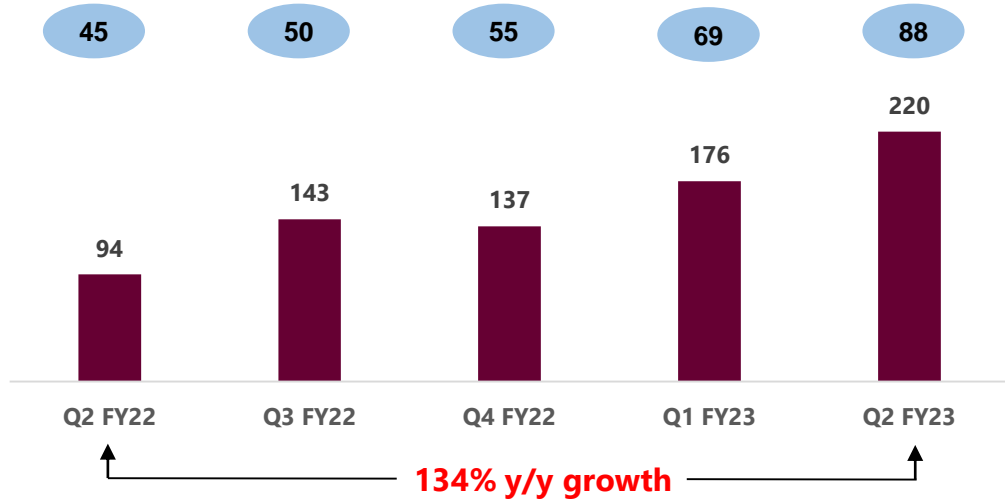


M BLOCK , GK-1, DELHI

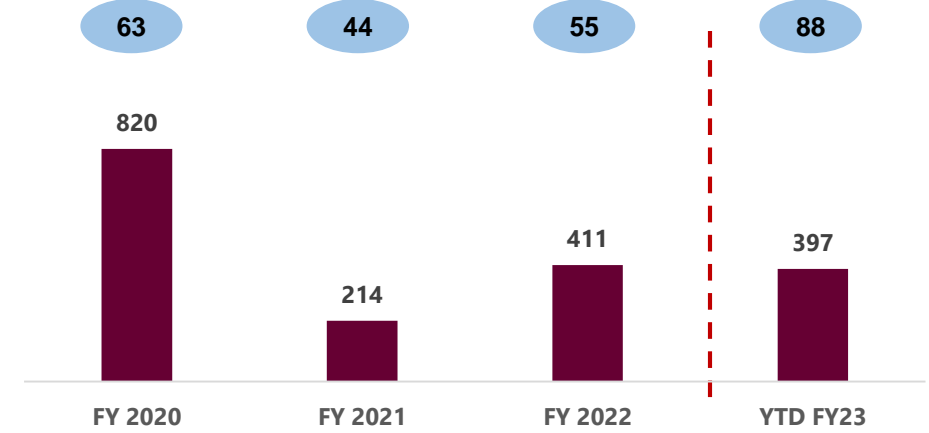
# Business Performance – Costa



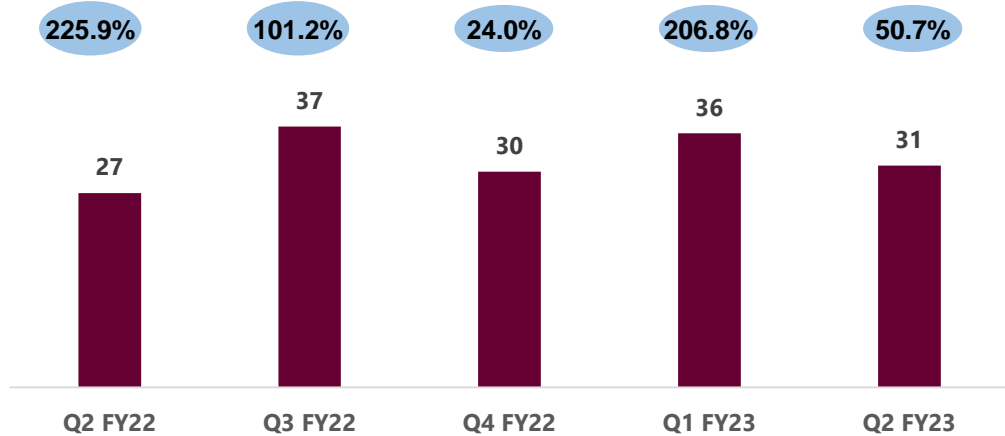
Revenue from Operations - Quarterly



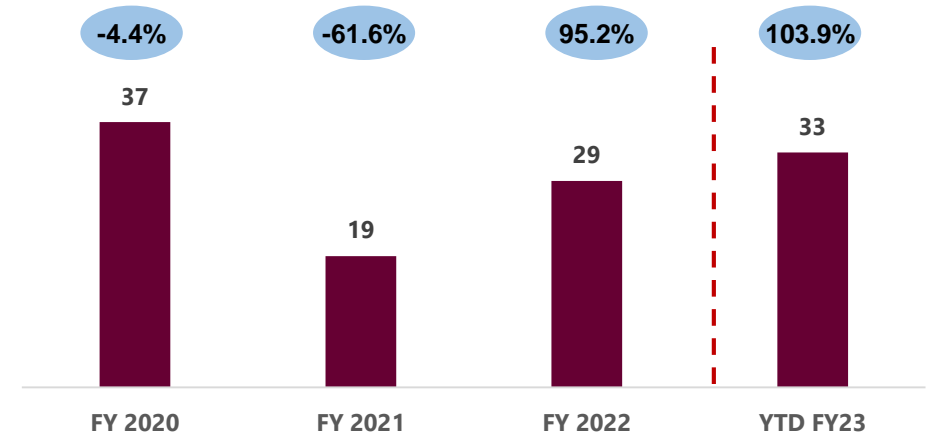
Revenue from Operations - Annual



ADS - Quarterly



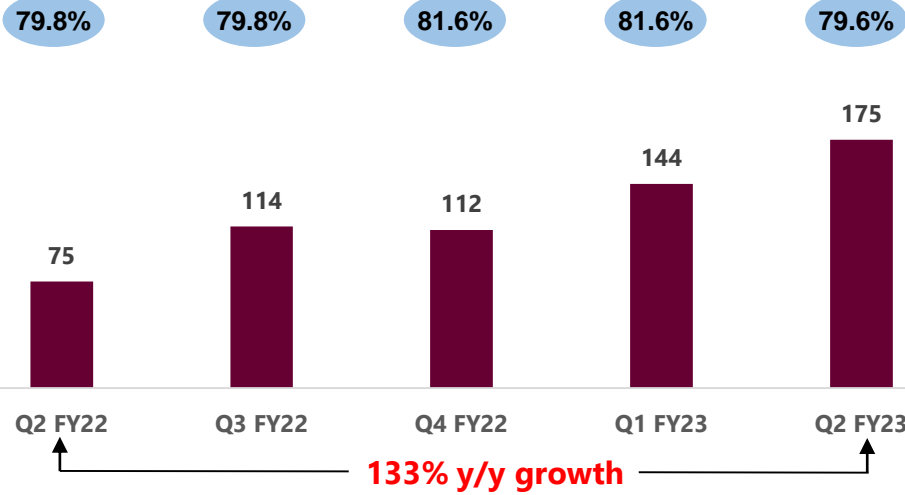
ADS - Annual



# Financial Performance – Costa

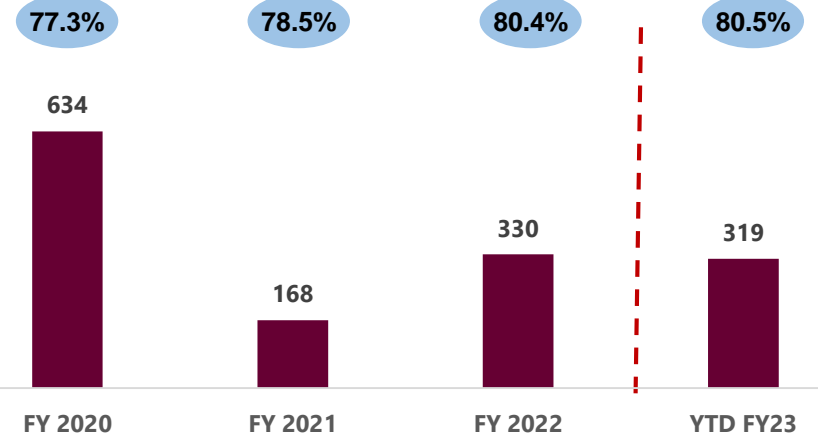


## Gross Profit - Quarterly

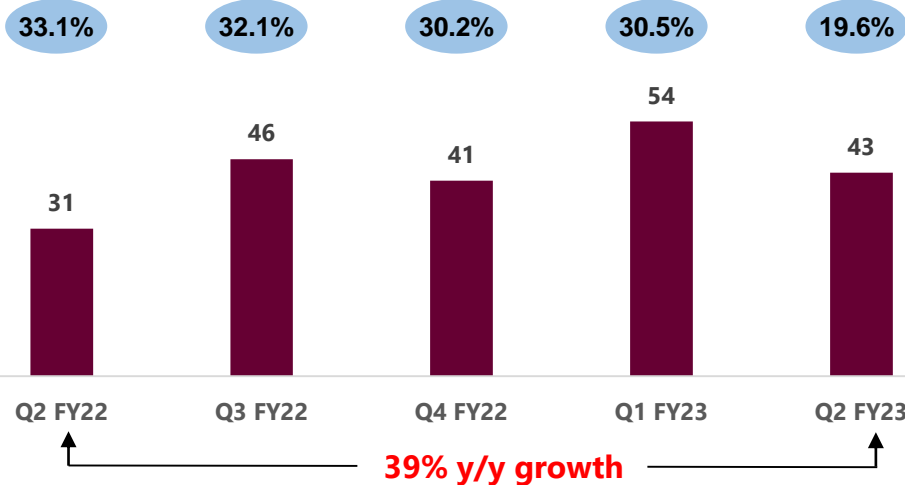


← GM % →

## Gross Profit - Annual

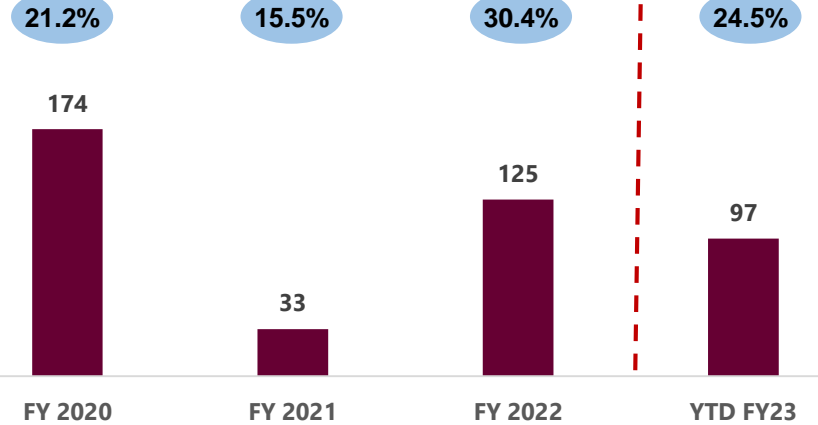


## Brand Contribution - Quarterly



← BC % →

## Brand Contribution - Annual





## Nigeria 29 Stores



## Nepal 20 Stores



	FY 22	Q2' FY22	Q1' FY23	Q2' FY23	H1' FY23
Exit Stores	46	44	47	49	49
<b>Revenue from Operations (INR Mn)</b>	<b>1,902</b>	<b>468</b>	<b>535</b>	<b>559</b>	<b>1,094</b>
ADS (INR '000')	132	125	132	134	133



# Summary Financials



# Consolidated Profit & Loss Statement



Particulars (Rs. Million)	Q2' FY23	Q1' FY23	Q2'FY22	H1FY23	H1FY22	FY22
Revenue from Operations	7,474	7,047	5,161	14,521	8,688	20,840
Other Income	45	90	52	135	98	161
<b>Total Income</b>	<b>7,519</b>	<b>7,137</b>	<b>5,213</b>	<b>14,656</b>	<b>8,786</b>	<b>21,001</b>
Raw Material Cost	2,229	2,037	1,497	4,266	2,513	5,998
<b>Gross Profit</b>	<b>5,245</b>	<b>5,010</b>	<b>3,664</b>	<b>10,255</b>	<b>6,175</b>	<b>14,842</b>
<i>Gross Margin</i>	70.2%	71.1%	71.0%	70.6%	71.1%	71.2%
Employee benefits expense	881	766	594	1,647	1,131	2,482
Other expenses	2,710	2,600	1,837	5,310	3,196	7,599
<b>Total Expenses</b>	<b>3,591</b>	<b>3,366</b>	<b>2,431</b>	<b>6,957</b>	<b>4,327</b>	<b>10,082</b>
<b>EBITDA</b>	<b>1,655</b>	<b>1,643</b>	<b>1,233</b>	<b>3,298</b>	<b>1,848</b>	<b>4,760</b>
<i>EBITDA Margin</i>	22.1%	23.3%	23.9%	22.7%	21.3%	22.8%
Finance Costs	348	328	328	676	651	1,270
Depreciation & Amortization Expense	660	637	526	1,298	1,008	2,213
Impairment	(9)	(4)	(48)	(12)	(1)	35
Exceptional (Gain)/ Loss	113	-	7	113	151	171
<b>Profit before Tax (PBT)</b>	<b>587</b>	<b>771</b>	<b>472</b>	<b>1,359</b>	<b>137</b>	<b>1,231</b>
Tax Expense	19	24	6	43	5	(320)
<b>Profit after Tax (PAT)</b>	<b>568</b>	<b>748</b>	<b>466</b>	<b>1316</b>	<b>132</b>	<b>1,551</b>

# Consolidated Balance Sheet



Particulars (Rs. Million)	30-Sep-22	31-Mar-22	Particulars (Rs. Million)	30-Sep-22	31-Mar-22
Equity Share Capital	1,205	1,205	(a) Property, plant and equipment	7,769	6,115
Other equity	7,035	5,658	(b) Capital work-in-progress	100	68
Non-controlling interests	(68)	(47)	(c) Right-of-use assets	10,287	8,911
<b>Total Equity</b>	<b>8,172</b>	<b>6,816</b>	(d) Investment properties	354	351
(a) Financial liabilities			(e) Goodwill	644	644
(i) Borrowings	499	1,074	(f) Other intangible assets	1,482	1,535
(ii) Lease liabilities	11,802	10,305	(g) Investment in subsidiaries and joint venture		
(iii) Other financial liabilities	41	41	Financial assets		
(b) Provisions	175	177	(i) Loans		
(c) Other non-current liabilities	9	11	(ii) Other financial assets	687	663
<b>Total Non-Current Liabilities</b>	<b>12,526</b>	<b>11,608</b>	(h) Deferred tax assets (net)	635	482
(a) Financial liabilities			(i) Income tax assets (net)	159	167
(i) Borrowings	874	251	(j) Other non-current assets	478	328
(ii) Trade payables			<b>Total Non-Current Assets</b>	<b>22,596</b>	<b>19,264</b>
(ii.a) total outstanding dues of MSME	407	173	(a) Inventories	1,201	855
(ii.b) total outstanding dues of creditors other than MSME	1,946	1,791	(b) Financial assets		
(iii) Lease liabilities	944	912	(i) Trade receivables	259	211
(iv) Other financial liabilities	771	625	(ii) Cash and cash equivalents	299	574
(b) Other current liabilities	251	310	(iii) Bank balances other than cash & equivalents	22	84
(c) Provisions	104	84	(iv) Loans	-	-
(d) Current tax liabilities (net)	32	57	(v) Other financial assets	1,309	1343
<b>Total Current Liabilities</b>	<b>5,330</b>	<b>4,202</b>	(c) Other current assets	342	294
<b>Total Liabilities</b>	<b>17,857</b>	<b>15,810</b>	<b>Total Current Assets</b>	<b>3,432</b>	<b>3,361</b>
<b>Total Equity &amp; Liabilities</b>	<b>26,029</b>	<b>22,625</b>	<b>Total Assets</b>	<b>26,029</b>	<b>22,625</b>



# Social Initiatives





## Diversity & Inclusion – Cornerstones of our Business

Shoojit Sircar directed this special movie for KFC, released on International Day of Sign Languages

India Deaf Cricket Team Lifts DICC T20 Champions Trophy 2022. KFC is the sponsor of IDCA



**Launching KFC Area Coaches Programme 2022!**

Aspire to be a leader in the dynamic world of QSR? Come be a part of the Colonel's crew with KFC Area Coaches Programme 2022.

Indian School of Hospitality (ISH) and KFC India invite women professionals to enrol for the 11-month Postgraduate Programme in Service Operations Management at ISH, to train and equip them with essential skills to join KFC India\* as an Area Coach.

Committed towards an equal future, Yum! Brands shall co-sponsor the course fee\* at ISH for meritorious students under this flagship programme.

**Join as an Area Coach with KFC India**  
(Either Yum! Brands or Franchise Partners - Devyani International Ltd and Sapphire Foods India Ltd)

Manage multiple stores	Lead a team of restaurant general managers	Drive business and customer experience	Grow as an established QSR Leader
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<b>Eligibility:</b> 4+ years of experience in Hospitality and Service Sector	<b>Programme Starts:</b> January, 2022	<b>Application Deadline:</b> 20th December, 2021	<b>Duration:</b> 11 months
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**Education Partner:**  
ISH, Gurugram (Indian School of Hospitality)

\*Terms & Conditions Apply  
\*After 2 years of Tenure in the Role

All-women + Specially abled stores run by DIL	30+
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Consistent focus on developing and empowering women employees in business


## Devyani International's Q2 & H1 FY23 Conference Call on Thursday, November 03, 2022 at 3:30 PM IST

Devyani International Limited (DIL), a multi-dimensional comprehensive QSR player in India, will host a conference call for investors and analysts on **Thursday, November 03, 2022** at 3:30 PM IST to discuss its results and developments for the quarter and half year ended September 30, 2022. 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

<b>Timing</b>	:	<b>Thursday, November 03, 2022 at 3:30 PM IST</b>
<b>Conference Dial-In Primary Number</b>	:	+91 22 6280 1141 / +91 22 7115 8042
<b><u>Toll Free Numbers</u></b>	:	
<b>Hong Kong Local Access Number</b>	:	800 964 448
<b>Singapore Local Access Number</b>	:	800 101 2045
<b>UK Local Access Number</b>	:	0 808 101 1573
<b>USA Local Access Number</b>	:	1 866 746 2133
<b>Pre-Registration</b>	:	<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="display: flex; align-items: center;">  <div style="background-color: #28a745; color: white; padding: 10px; border-radius: 5px; text-align: center;"> <p>Click here to <b>ExpressJoin the Call</b></p> </div> </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 1,096 stores across more than 224 cities in India, Nigeria and Nepal, as of September 30, 2022. 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 53,000 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 2,700+ coffee shops in the UK&I and 1,100+ globally.

***Please visit [www.dil-rjcorp.com](http://www.dil-rjcorp.com) for more information. You may also reach out to:***

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**DEVYANI**  
INTERNATIONAL LIMITED



***Thank You!***

