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CIN: L15135DL1991PLC046758

May 17, 2023

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: Press Release**

Dear Sir/Madam,

Please find attached herewith a copy of the Proposed Press Release to be issued by the Company.

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's Q4 & FY23 Financial Results

<u><a href="#">FY23 (Consolidated)</a></u>	<u><a href="#">Q4 FY23 (Consolidated)</a></u>
<b>Revenue higher by 44% YoY to Rs. 29,977 mn</b>	<b>Revenue higher by 28% YoY to Rs. 7,550 mn</b>
<b>EBITDA increases to Rs. 6,551 mn</b>	<b>EBITDA increases to Rs. 1,513 mn YoY</b>
<b>PAT came in at Rs. 2,625 mn</b>	<b>PAT stood at Rs. 599 mn</b>

**Gurugram, May 17, 2023:** Devyani International Limited (DIL), a multi-dimensional comprehensive QSR player in India, has announced its financial results for the quarter and year ended March 31, 2023.

The Company demonstrated strong growth momentum and crossed some very significant milestones during the year. The Company opened 305 net new stores across brands and geographies in FY23. DIL continues to strengthen its presence in the domestic markets by expanding its brand portfolio through new store openings, taking its brands closer to the customers and solidifying its presence in the markets. As on March 31, 2023, DIL operates 543 KFC stores, 510 Pizza Hut stores and 112 Costa Coffee stores across its portfolio. With this, DIL now operates 500+ KFC stores, 500+ Pizza Hut stores and 100+ Costa stores. The total system store count increased to 1,243 as compared to 938 in FY22.

**Commenting on the performance for Q4 & FY23 Mr. Ravi Jaipuria, Non-Executive Chairman, Devyani International Limited said,**

*"In FY23, DIL demonstrated strong growth momentum and we have crossed some very significant milestones. Our consolidated revenues have reached Rs. 3,000 Crore. We now operate 1,243 stores across our portfolio of countries and brands, more than doubling our store count over the last three years. Both KFC and Pizza Hut crossed important store milestones of 500 stores each & Costa Coffee has crossed 100 stores as of March 31, 2023.*

*This phenomenal growth performance by DIL India was acknowledged and felicitated by Yum! at the International Franchise Conference, held in Singapore earlier this year where DIL India was awarded the 'Explosive Restaurant Growth Award'.*

*We continue to actively pursue new trade areas in metro cities and upcoming locations. This will help us take our brands closer to our customers and give them better experience, thus solidifying our presence in the domestic markets.*

*Looking ahead, the confidence in our brands and the Indian market remains strong. We are seeing initial signs of inflation stabilizing. This gives us hope for a rebound in consumer spending in second half of the coming fiscal.*

*By maintaining the financial discipline and operational excellence, we are well-positioned to emerge stronger and capture growth opportunities in the future. We remain firmly committed to our objective of creating sustainable long-term value for all our stakeholders."*

## Key Highlights

- **Strong momentum in store addition – 305 net new stores opened across brands and geographies in FY23, with 66 net new stores getting added in Q4 FY23, taking the total system store count to 1,243 as of 31<sup>st</sup> March 2023.**
- **Highest ever Consolidated Revenues at ~Rs. 30 billion – a 44% YoY growth.**
  - **Brand revenues in FY23 - KFC at Rs. 19,897 million, Pizza Hut at Rs. 7,063 million and Costa Coffee at Rs. 1,018 million.**
  - **Q4 revenues at Rs. 7,550 million, growing 28% y-o-y. Steady performance from Core Brands.**
- **Earnings performance**
  - **Consolidated FY23 Reported EBITDA stood at Rs. 6,551 million, up 38% y-o-y, with margins at 21.9%.**
  - **Q4 Reported EBITDA at Rs. 1,513 million.**
  - **FY23 PBT at Rs. 2,419 million is up 96.5% y-o-y.**

## **About Devyani International Limited:**

Devyani International Limited (DIL) is the largest franchisee of Yum Brands in India and are among the largest operators of chain quick service restaurants (QSR) in India, on a non-exclusive basis, and operate 1,240-plus stores across more than 240 cities in India, Nigeria and Nepal, as of March 31, 2023. 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 a presence globally with more than 54,000 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](http://www.dil-rjcorp.com) for more information. You may also reach out to:**

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### **Safe Harbor**

*Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation, and labour relations.*

*Devyani International Ltd (DIL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*