



Date: May 12, 2023

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 year ended March 31, 2023.

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

**Sapphire Foods delivers best ever annual performance in FY23.
Q4FY23: Consolidated Revenue grows 13%. India Revenue grows by 23% and
Restaurant EBITDA grows by 19%**

Particulars	Q4 FY22	Q4 FY23	Change YoY	FY22	FY23	Change YoY
Restaurant Sales ₹ mn	4,943	5,592	▲ 13%	17,154	22,571	▲ 32%
Adj. EBITDA ₹ mn	636	563	▼ -11%	1,615	2,647	▲ 64%
%	12.9%	10.1%	▼ -280 bps	9.4% *	11.7%	▲ 230 bps
EBITDA ₹ mn	1,036	1,030	▼ -1%	3,054	4,343	▲ 42%
%	21.0%	18.4%	▼ -260 bps	17.8% *	19.2%	▲ 140 bps
PAT ₹ mn #	265	1,355	▲ 411%	266	2,332	▲ 777%
%	5.4%	24.2%	▲ 1880 bps	1.6% *	10.3%	▲ 870 bps
Restaurant Additions	29	28		142	164	

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

* FY22 numbers have been normalized for additional incentive from Yum accrued in that year

PAT includes Deferred Tax Credit (DTC) of ₹1253 mn towards carried forward losses in SFIL in Q4 FY23.

Adj. PAT before DTC is ₹187 Mn (3.3%) in Q4 FY23 and ₹1,402 Mn (6.2%) in FY23

- **FY23:** Highest Restaurant Sales of ₹22.6 Bn. Highest Adj. EBITDA of ₹2.6 Bn and highest Adj. EBITDA margin of 11.7%. Highest Adj. PAT (before DTC) of ₹1.4 Bn and highest Adj. PAT margin of 6.2%. Highest New Restaurant Additions of 164. Best Ever Year for KFC and Pizza Hut India (Rest. Sales and Rest. EBITDA% vs FY22 normalised EBITDA). Pizza Hut Sri Lanka despite challenges, grew Rest. Sales by 48% YoY in LKR terms | No.1 QSR Brand in the Country.
- Our Q4 FY23 Consol Revenue (₹ 5,592 Mn) grew by 13%, wherein India Revenue delivered robust growth of 23%.
- Same stores sales growth was however challenged, as experienced since Diwali'22. In such macro demand conditions, we believe that our 2 power brands KFC and Pizza Hut can gain differential momentum through a robust activation calendar. Starting Apr'23, both brands have launched a strong product innovation and marketing program.
- Consol Restaurant EBITDA has remained flat YoY in absolute terms, and margin was 16.2% (↓ 210 bps). This was primarily due to adverse Sri Lanka impact. India Restaurant EBITDA grew YoY by 19% and margin was 16.5% (↓ 50 bps).
- Consol EBITDA (₹ 1030 Mn, 18.4%) declined YoY by 1% (↓ 260 bps) | Consol Adj. EBITDA (₹ 563 Mn, 10.1%) declined YoY by 11% (↓ 280 bps) majorly on account of Sri Lanka impact.
- Consol PAT (₹ 1,355 Mn, 24.2%) grew YoY by 411% (↑ 1880 bps). Consol Adj. PAT before Deferred Tax Credit is ₹187 Mn (3.3%) in Q4 FY23.

- KFC overall Restaurant Sales grew YoY by 24% with SSSG of 2%. Despite the headwinds, KFC delivered healthy Restaurant EBITDA of 19.1% (↑ 10 bps YoY), on account of cost efficiencies and gross margin recovery (↑ 30 bps over sequential quarter). We are excited about the launch of our latest innovation, Chicken Rolls starting at ₹99 which adds to both value and snacking options.
- Pizza Hut overall Restaurant Sales grew by 18% and SSSG declined by 4% (however SSTG continued to be positive). Due to negative leverage caused by lower ADS and inflationary pressures (gross margin ↓ 20 bps over sequential quarter), Restaurant EBITDA dropped to 8.6% (↓ 290 bps YoY). We remained confident about the brand's potential and are increasing the level of marketing activity around the brand. Starting April'23 we have revamped our core pizza and appetizer range, with launch of 10 new and exciting pizzas, while the Flavour Fun value range continues to do well.
- Operating conditions in Sri Lanka have continued to remain stable since Q3 FY23. Consumer demand has been impacted by high inflation and direct taxes. While SSSG declined by 3%, overall Restaurant Sales grew by 10% in LKR terms (↓ 27% in ₹ terms). Restaurant EBITDA margins were at 14.2% (↓ 1020 bps YoY).
- While consumer demand in India has remained soft over last few months, we believe this is a near term concern and hence we have continued our pace of expansion in Q4 FY23 with total addition of 28 restaurants (16 KFC, 12 Pizza Hut). In Sri Lanka however, we are adopting a more cautious approach on new restaurant expansion in the next 12 months.

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 Mar 31, 2023, we own and operate 341 KFC and 286 Pizza Hut restaurants in India, 105 Pizza Hut and 9 Taco Bell restaurants in Sri Lanka and 1 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

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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

Q4 AND FY23 EARNINGS PRESENTATION

MAY 2023



SAFE HARBOR



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Sapphire Foods India Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

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



Two global brands
(KFC & Pizza Hut) with **Scale
& PAT profitability among
Top 3 QSR operators**



**Capability and capital to
rapidly drive organic and
inorganic growth plans**

**Value based work
culture, high on
governance** enabled by
professional
management, board and
promoters



Execution Mindset
Great Customer
experience along with
Superior Back-end
operational excellence



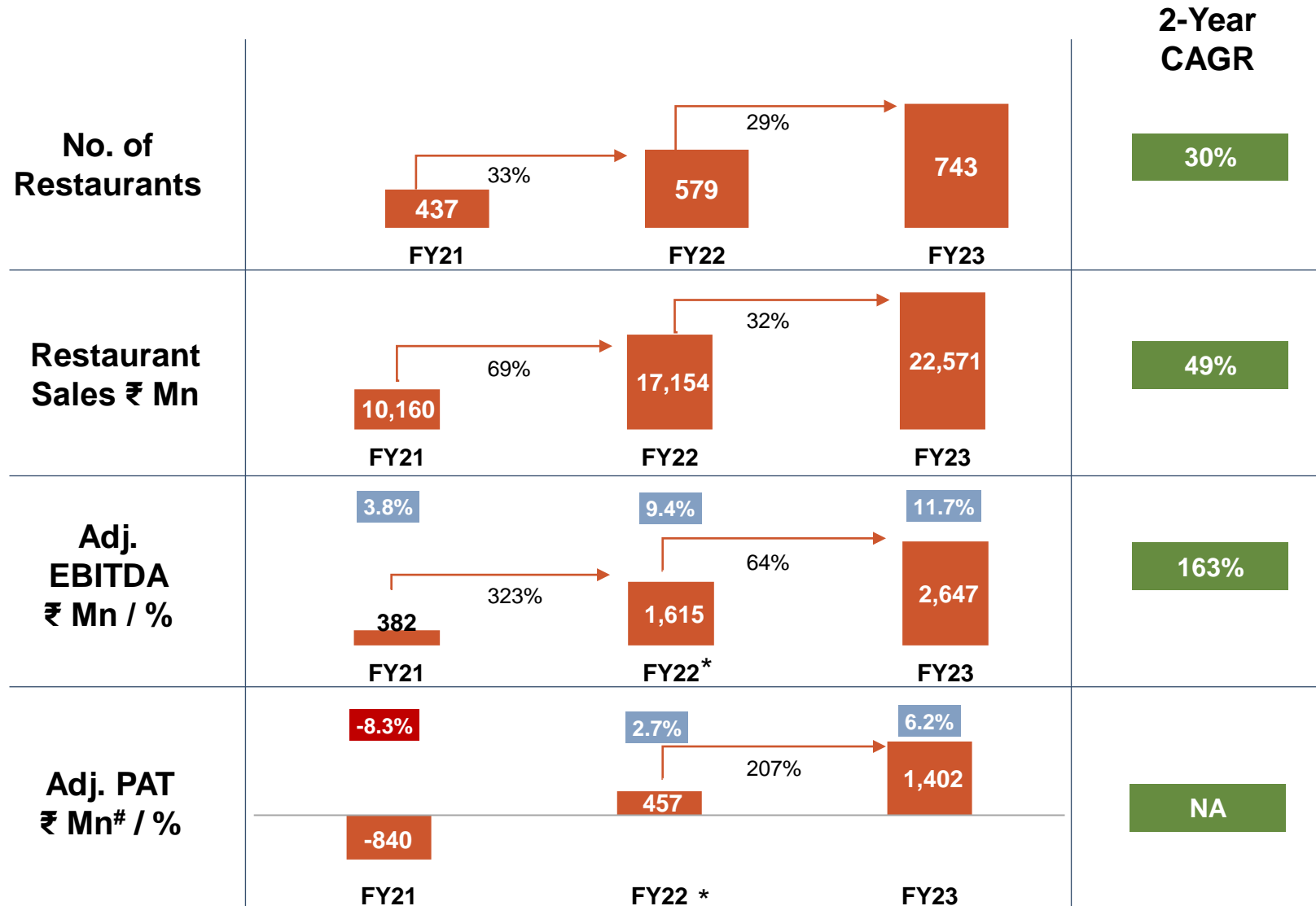
**Optimal capital allocation
drives new restaurant
expansion model** - focus on
smaller sized **omni-channel
restaurants**



Q4 & FY23

CONSOLIDATED FINANCIAL HIGHLIGHTS

SAPPHIRE FOODS: FY23 HIGHLIGHTS



FY23 - Best Ever Annual Performance

Highest Restaurant Sales: ₹22.6 Bn

Highest Adj. EBITDA: ₹2.6 Bn and Highest margin of 11.7%

Highest Adj. PAT (before DTC): ₹1.4 Bn and Highest margin of 6.2%

Highest New Restaurant Additions: 164

Best Ever Year for KFC and Pizza Hut India (Rest. Sales and Rest. EBITDA% vs FY22 normalised EBITDA)

Pizza Hut Sri Lanka despite challenges, Rest. Sales grew by 48% YoY in LKR terms | No.1 QSR Brand in the Country

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

* Adj. EBITDA and Adj. PAT for FY22 have been normalized for additional incentive from Yum accrued in that year

Adj PAT excludes Deferred Tax Credit (DTC) of ₹1253 mn towards carried forward losses in SFIL in FY23. Post DTC the Adj PAT is ₹2,654 Mn

KEY HIGHLIGHTS

Q4 FY23



- Our Q4 FY23 Consol Restaurant Sales (₹ 5,592 Mn) grew by 13%, wherein India Restaurant Sales delivered robust growth of 23%.
- Same stores sales growth was however challenged, as experienced since Diwali'22. In such macro demand conditions, we believe that our 2 power brands KFC and Pizza Hut can gain differential momentum through a robust activation calendar. Starting Apr'23, both brands have launched a strong product innovation and marketing program.
- Consol Restaurant EBITDA has remained flat YoY in absolute terms, and margin was 16.2% (↓ 210 bps). This was primarily due to adverse Sri Lanka impact. India Restaurant EBITDA grew YoY by 19% and margin was 16.5% (↓ 50 bps).
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- While consumer demand in India has remained soft over last few months, we believe this is a near term concern and hence we have continued our pace of expansion in Q4 FY23 with total addition of 28 restaurants (16 KFC, 12 Pizza Hut). In Sri Lanka however, we are adopting a more cautious approach on new restaurant expansion in the next 12 months.

SUMMARY CONSOLIDATED FINANCIALS

Q4 & FY23



Particulars	Q4 FY22	Q4 FY23	Change YoY	FY22	FY23	Change YoY
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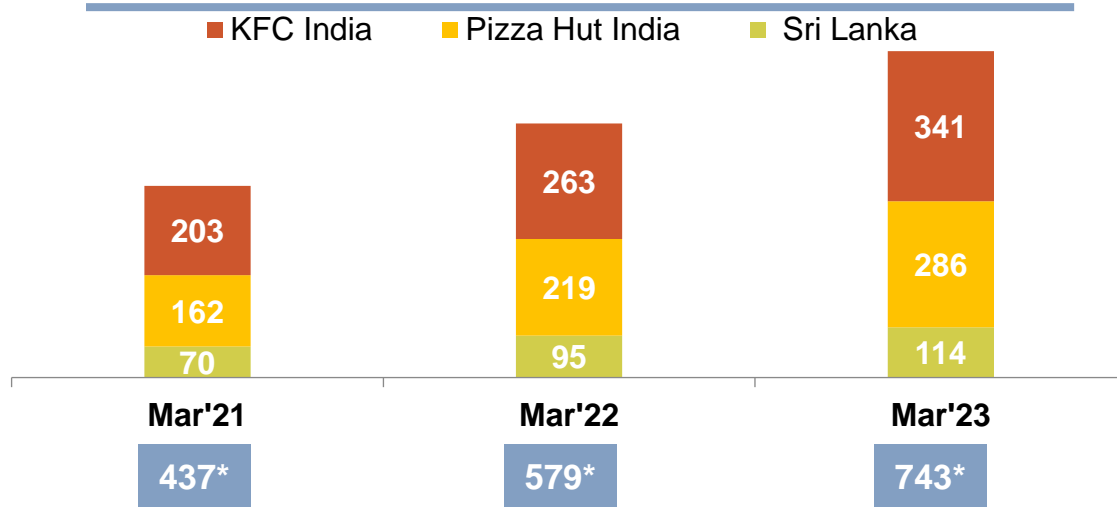
* These numbers have been normalized for additional incentive from Yum accrued in that year

PAT includes Deferred Tax Credit (DTC) of ₹1253 Mn towards carried forward losses in SFIL in Q4 FY23. **Adj. PAT before DTC is ₹187 Mn (3.3%) in Q4 FY23 and ₹1402 mn (6.2%) in FY23**

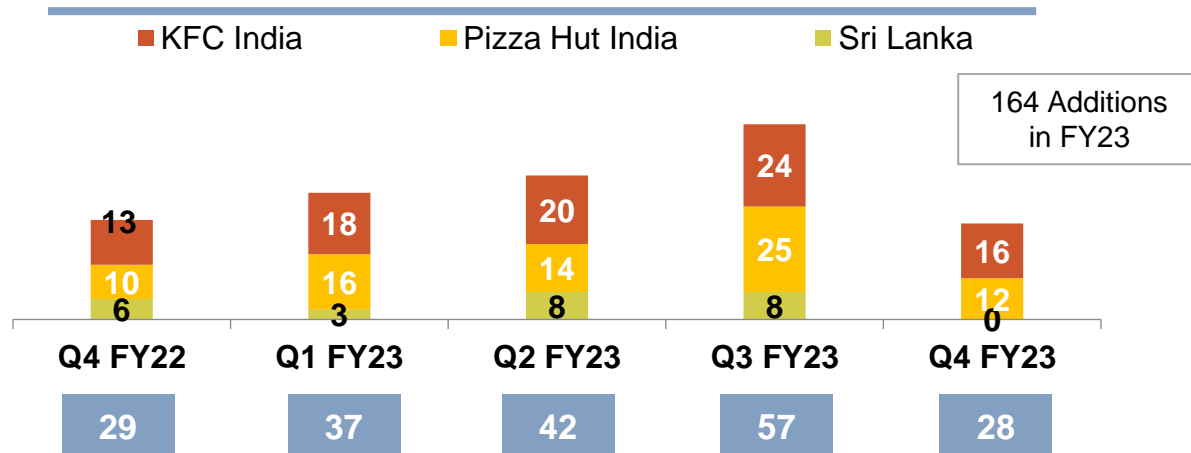
SAPPHIRE FOODS CURRENT PRESENCE



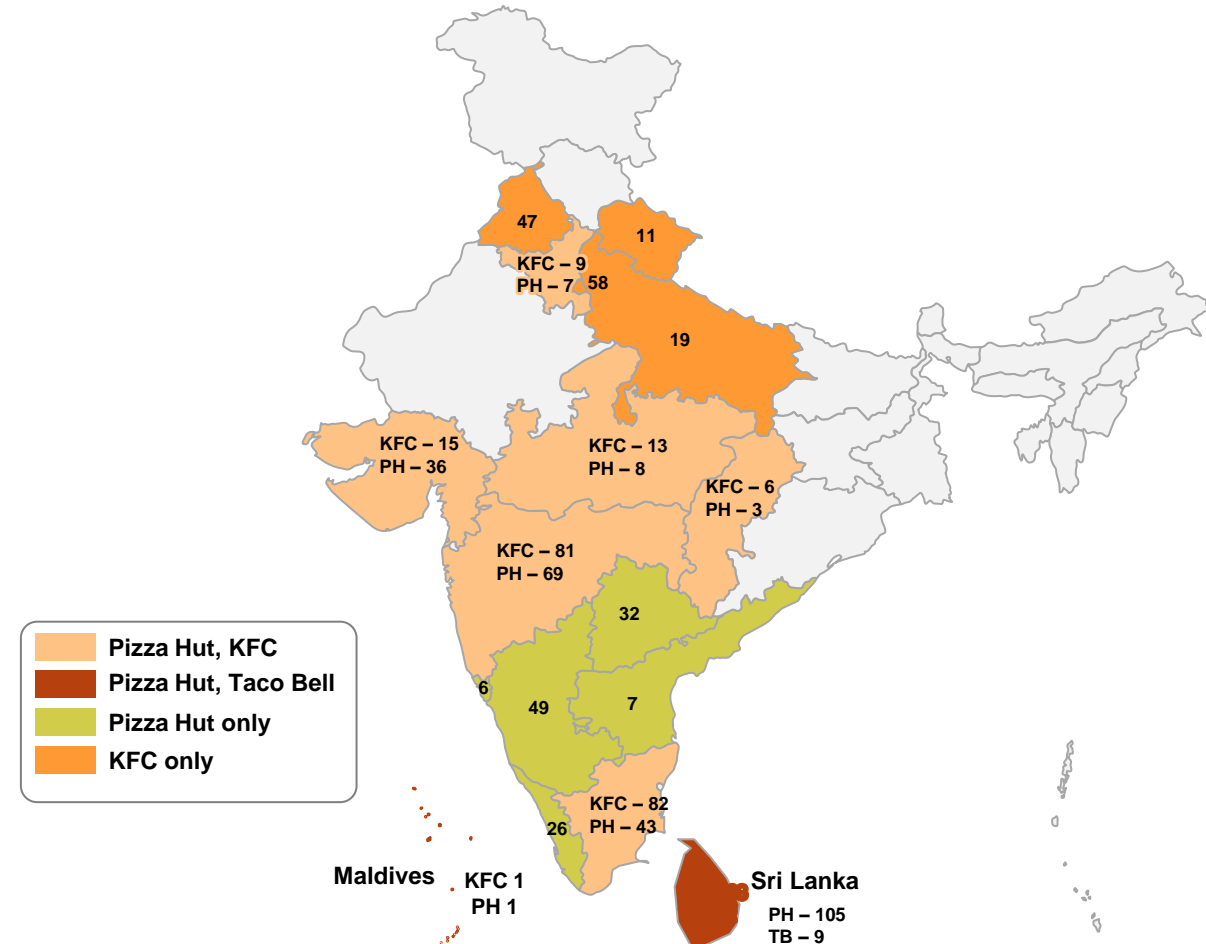
RESTAURANT COUNT



RESTAURANT ADDITION



RESTAURANT DISTRIBUTION ACROSS INDIAN SUBCONTINENT



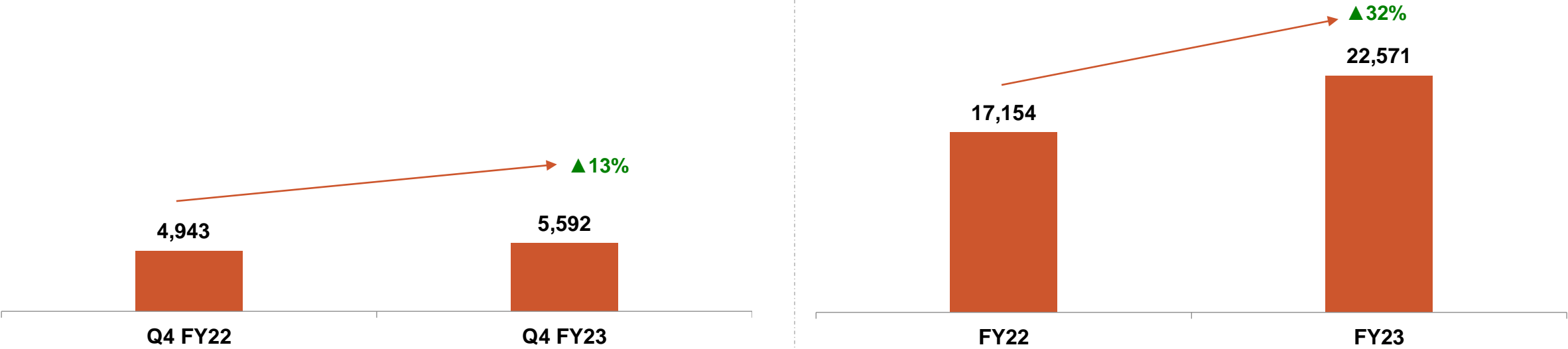
* Includes 2 restaurants in Maldives

FINANCIAL HIGHLIGHTS

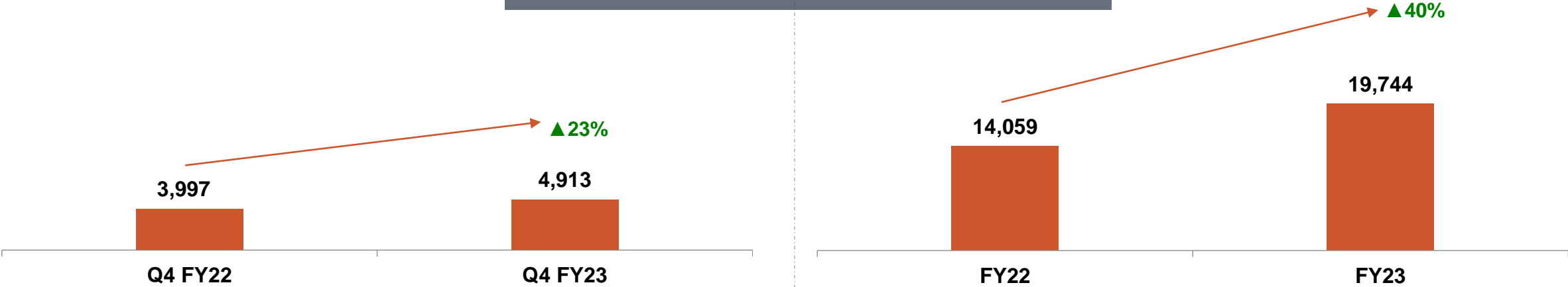
Q4 & FY23



CONSOLIDATED RESTAURANT SALES (₹ MN)



INDIA RESTAURANT SALES (₹ MN)

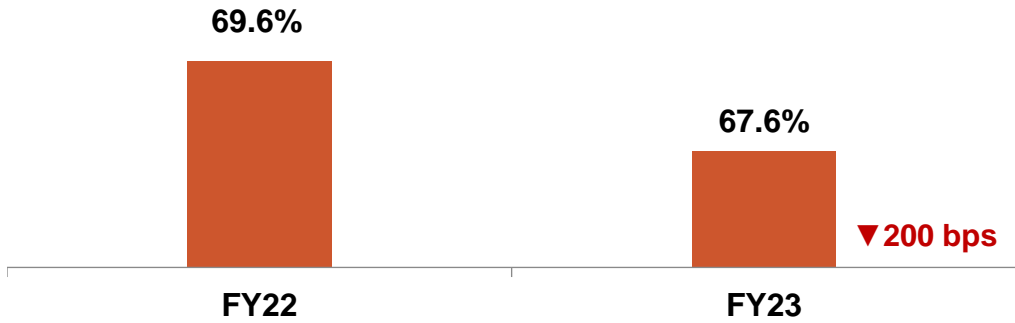
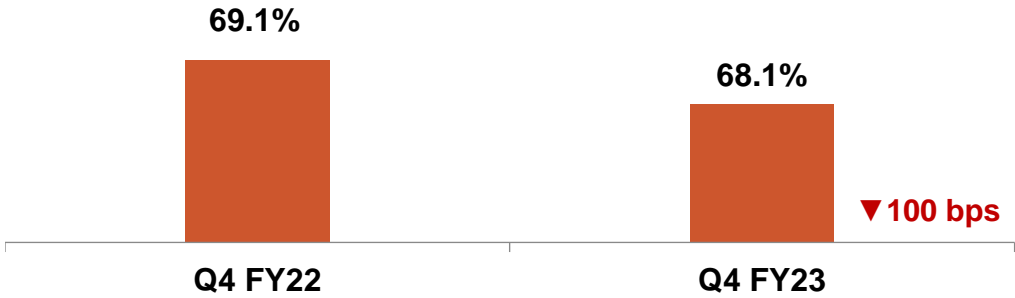


FINANCIAL HIGHLIGHTS

Q4 & FY23



CONSOLIDATED GROSS MARGIN (%)

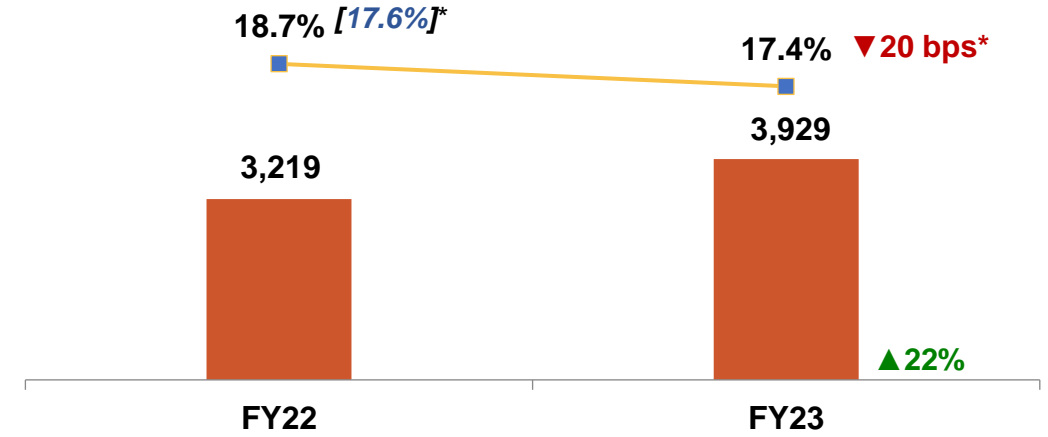
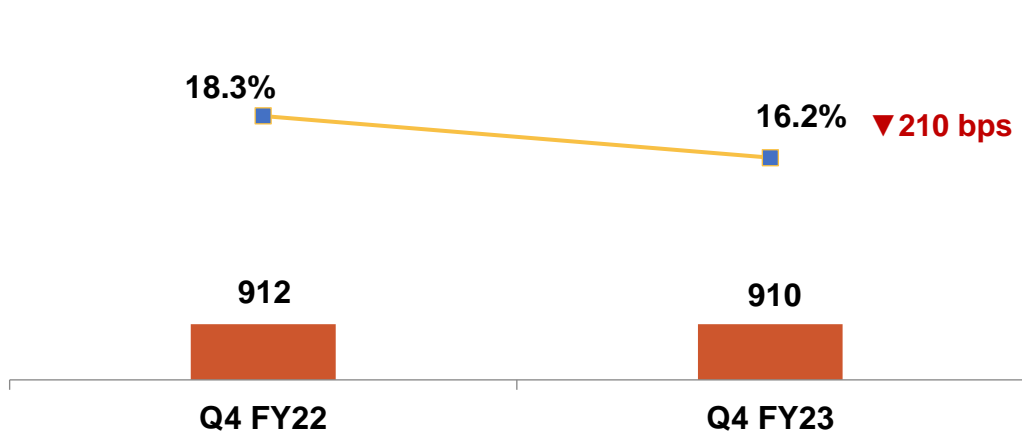


FINANCIAL HIGHLIGHTS

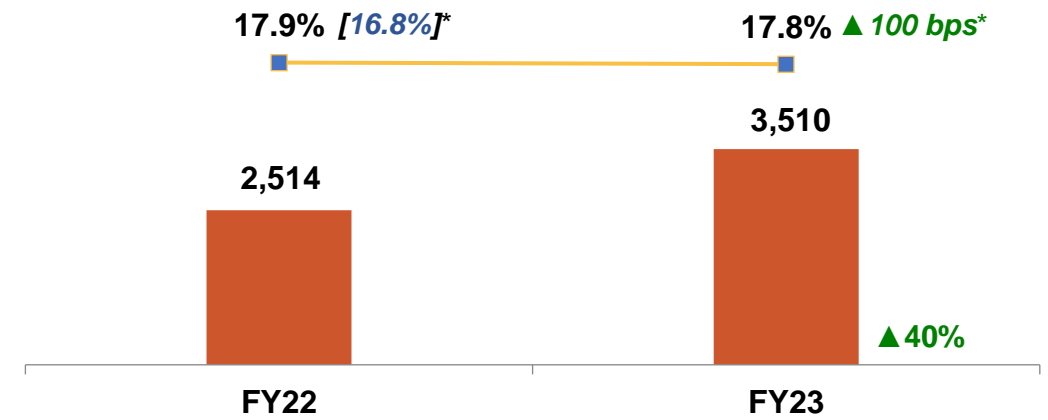
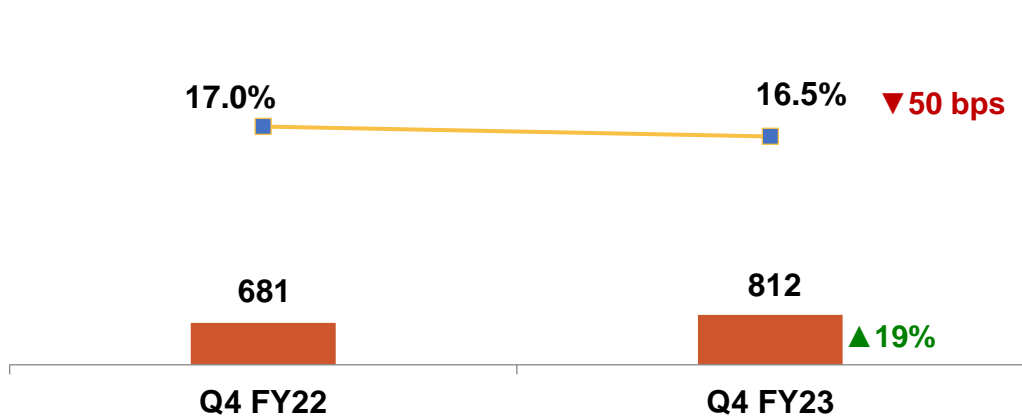
Q4 & FY23



CONSOLIDATED RESTAURANT EBITDA (₹ MN / %)



INDIA RESTAURANT EBITDA (₹ MN / %)



Restaurant EBITDA is before Ind-AS 116 adjustments

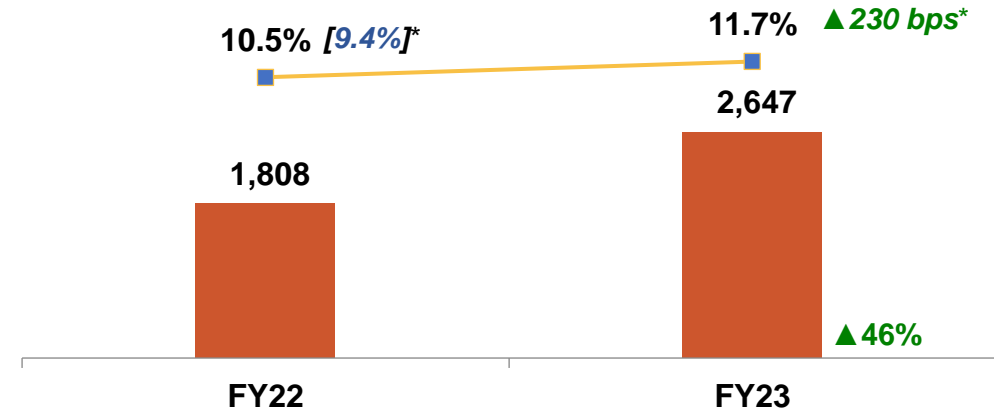
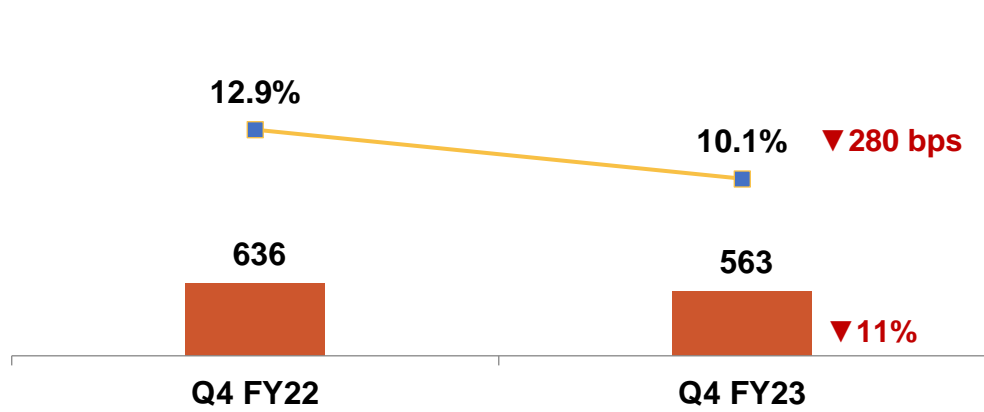
*EBITDA% after Normalizing for additional incentives accrued in the period

FINANCIAL HIGHLIGHTS

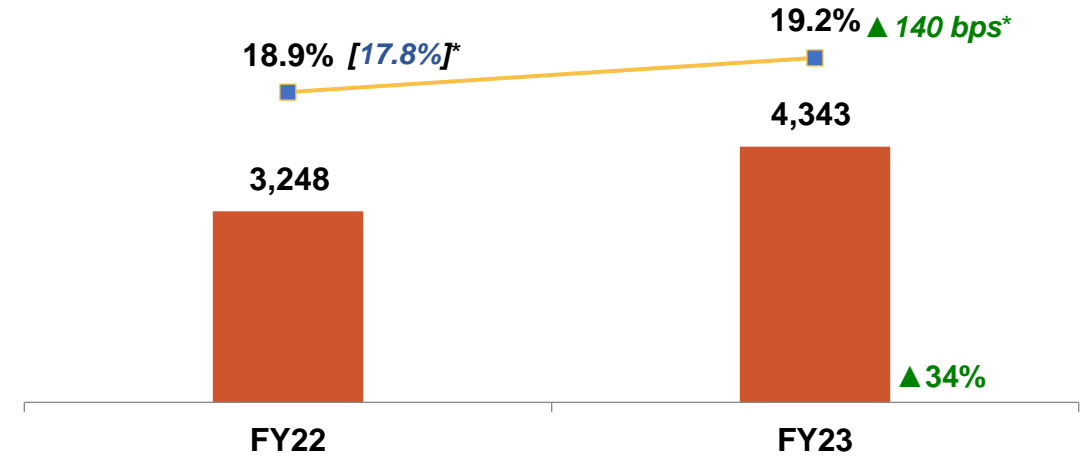
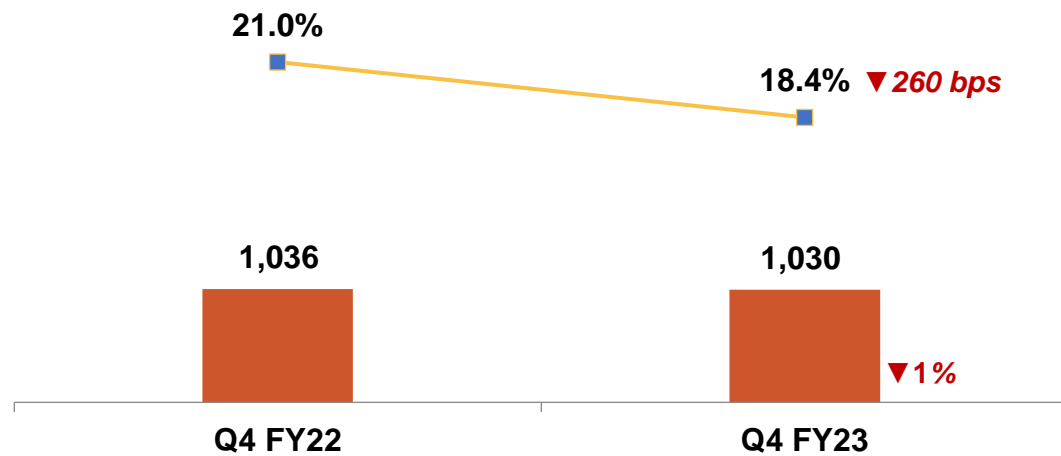
Q4 & FY23



ADJ. EBITDA (₹ MN / %)[#]



EBITDA (₹ MN / %)



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

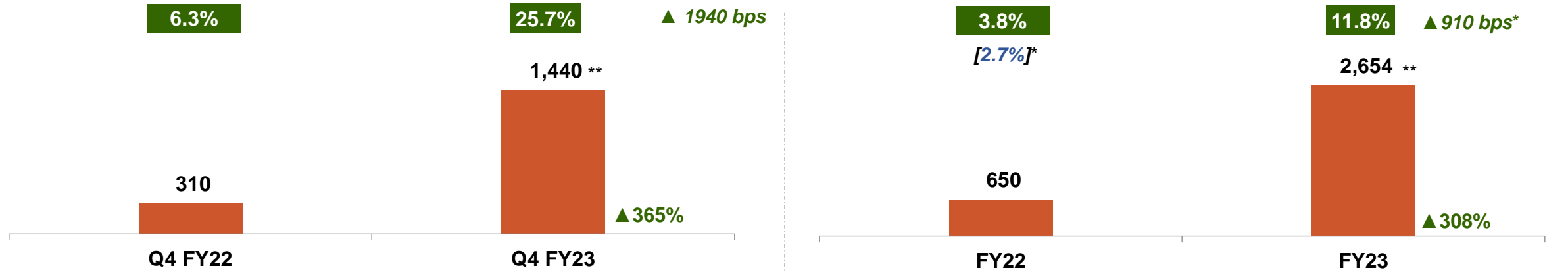
^{*} EBITDA% after Normalizing for additional incentives accrued in the period

FINANCIAL HIGHLIGHTS

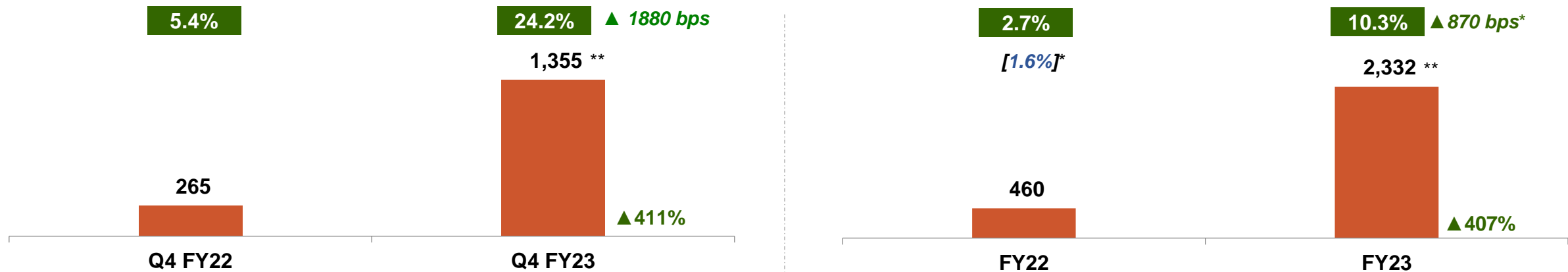
Q4 & FY23



Adj. PROFIT AFTER TAX (₹ MN / %)



PROFIT AFTER TAX (₹ MN / %)



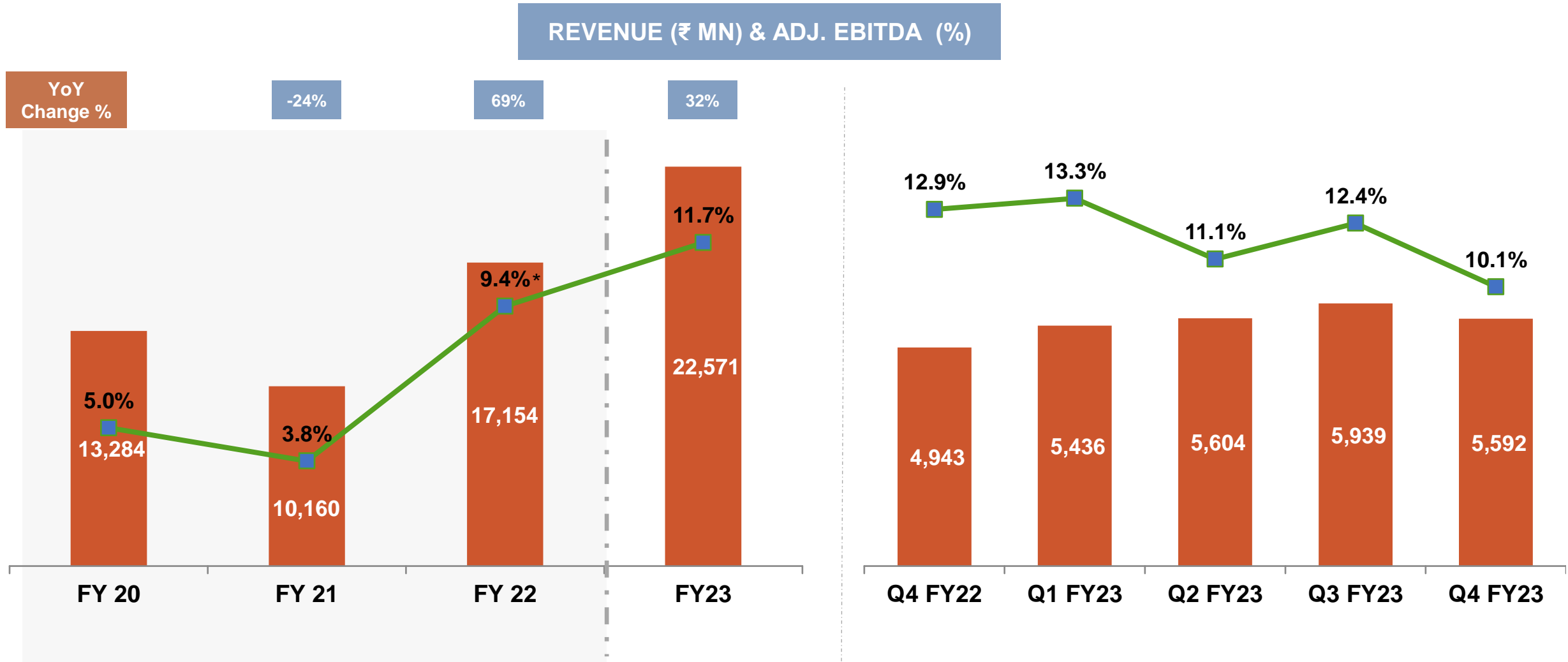
Adj. PAT is before Ind-AS 116 adjustments

*PAT% after Normalizing for additional incentives accrued in the period

** Adj PAT and PAT includes Deferred Tax Credit (DTC) of ₹1253 mn towards carried forward losses in SFIL in Q4 FY23. Adj. PAT before DTC is ₹187 Mn (3.3%) in Q4 FY23 and ₹1,402 mn (6.2%) in FY23

FINANCIAL HIGHLIGHTS

REVENUE & ADJ. EBITDA TREND



* Adj. EBITDA% after Normalizing additional incentives in FY22

CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (In Rs mn)	Q4 FY22	Q4 FY23	YoY %	FY22	FY23	YoY %
Restaurant Sales	4,942.91	5,592.23	13%	17,154.46	22,570.64	32%
Other operating income	25.35	11.86		61.26	85.1	
COGS	1,554.68	1,796.72		5,277.97	7,406.76	
Gross Profit	3,413.58	3,807.37	12%	11,937.75	15,248.98	28%
Gross Margin%	69.1%	68.1%		69.6%	67.6%	
Employee Expenses	678.32	767.27		2,739.94	2,929.03	
Other Expenses	1,699.60	2,009.63		5,950.27	7,976.73	
EBITDA	1,035.66	1,030.47	-1%	3,247.54	4,343.22	34%
EBITDA Margin %	21.0%	18.4%		18.9%	19.2%	
Depreciation	576.47	723.54		2,135.21	2,641.74	
Finance Cost	233.32	248.95		780.93	868.86	
Other Income	59.98	64.83		182.45	251.62	
PBT	285.85	122.81	-57%	513.85	1,084.24	111%
PBT Margin%	5.8%	2.2%		3.0%	4.8%	
Tax Expense	20.88	-1,232.01		54.00	-1,247.67	
PAT	264.97	1,354.82	411%	459.85	2,331.91	407%
PAT Margin %	5.4%	24.2%		2.7%	10.3%	

Figures are regrouped/reclassified for the purpose of presentation

CONSOLIDATED BALANCE SHEET



Particulars (In Rs mn)	FY23	FY22
Total Assets	25,940.54	21,639.25
Fixed assets other than Goodwill	8,917.55	6,354.14
Right of use assets	7,914.73	6,248.57
Goodwill	1,621.59	1,621.59
Inventories	993.04	651.64
Trade receivables	179.49	140.71
Cash and bank balances, Investment in MF's	2,863.57	4,071.38
Other current and non - current asset	3,450.57	2,551.22
Total Liabilities	13,401.40	11,584.76
Lease Liabilities	9,185.11	7,280.47
Borrowings	442.69	612.21
Trade payables	2,169.91	1,991.15
Other Non-current and Current liabilities	1,603.69	1,700.93
Total Net Worth	12,539.14	10,054.49
Total Equity	12,539.14	10,054.49
Equity share capital	635.43	635.43
Other equity	11,924.04	9,436.04
Non controlling interests	-20.33	-16.98

Figures are regrouped/reclassified for the purpose of presentation

CHIZZA[®]

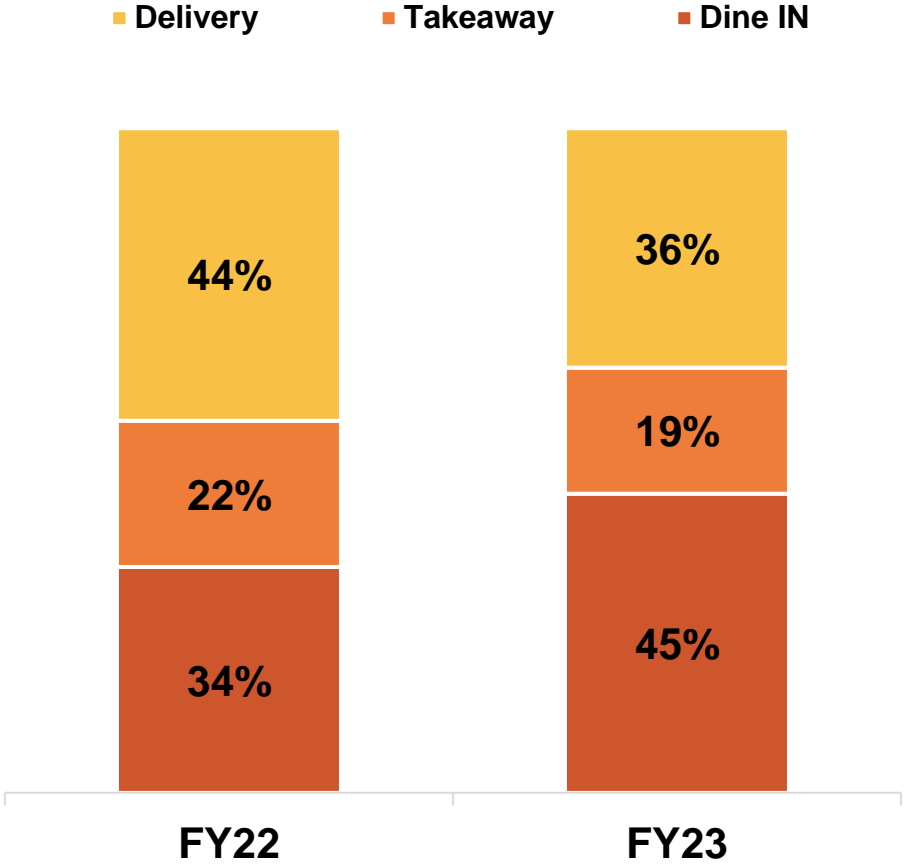
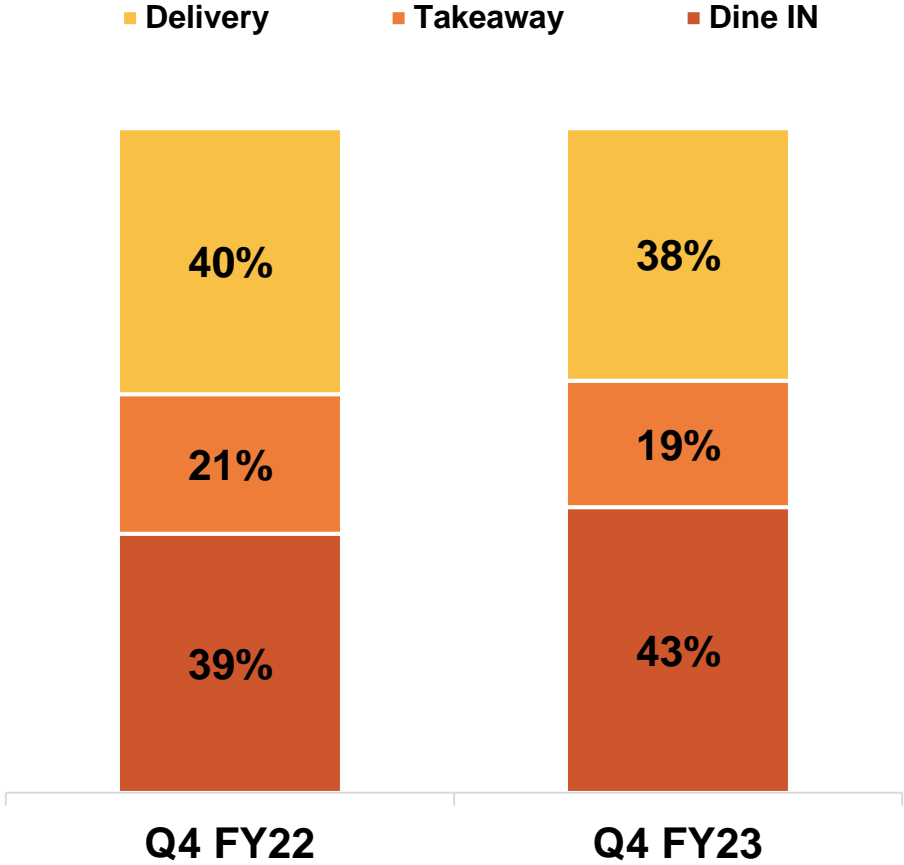
ALL CHICKEN. NO CRUST.

KFC India
Business
Performance



KFC INDIA

Q4 & FY23 - CHANNEL SALES CONTRIBUTION



KFC BRAND PRIORITIES



Enhance Fried Chicken Category Relevance

- "Let's KFC" communication campaign



Craveable Taste

- Innovation: Chizza, Chicken Popcorn with Maggi, Popcorn Nachos



Value

- Entry value innovation: Chicken Rolls
- Abundant Value: Bucket Options



Frictionless Customer Experience

- Digital Kiosks
- KFC App
- Partnering with aggregators



Operational Excellence

- 7 Minutes express pickup



Improve Accessibility

- Double the restaurant count in 3-4 years

KFC BRAND PRIORITIES



Enhance Fried Chicken Category Relevance: Let's KFC Campaign



CHICKEN CONTAINS ALLEGIED HISTAMINE WHICH IS NOT RECOMMENDED FOR INFANTS BELOW 12 MONTHS AND PREGNANT WOMEN. PRODUCT IMAGES ARE FOR ILLUSTRATION PURPOSE ONLY. ACTUAL PRODUCT MAY VARY.

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Job No: 2153 / KFC x Mumbai OOH (EN) / Size: TW X 1H (AW in Ratio) / Date: 30.11.2022

Job No: 2153 / KFC x Mumbai OOH (EN) / Size: TW X 1H (AW in Ratio) / Date: 30.11.2022

KFC BRAND PRIORITIES

Our *Craveable Innovations*



KFC BRAND PRIORITIES

Offering *Value* to Customers: *Entry & Abundant Value*



New Launch: April'23



KFC BRAND PRIORITIES



Offering *Value* to Customers: *Entry & Abundant Value*

KFC
NOW OPEN
@ DILSHAD GARDEN

4 VALUE BURGERS
STARTING AT
₹ 79
- EACH

CLASSIC / SPICY VEG
CLASSIC / SPICY CHICKEN

SCAN TO ORDER

Get Exclusive offers on KFC app. Download the app Now.

KFC BIG TREAT WEEK
SAVE UP TO **40%**
2ND JUNE - 12TH JUNE

STARTS @
₹ 149

KFC BIRYANI bucket

12 PCS FOR ₹ 350
WEDNESDAY HA! LET'S **KFC**
SAVE UP TO **55%**

KFC PERI PERI CHICKEN

INTRODUCING
SPECIAL 15
ULTIMATE SAVINGS BUCKET

SAVE UP TO **33%**

LIMITED TIME OFFER

KFC CELEBRATION Bucket
15th Dec to 4th Jan

SAVE UP TO **30%**

KFC BRAND PRIORITIES

Frictionless Customer Experience: KIOSKS & App



Digital **KIOSKS** piloted at **16** Restaurants
Aggressive scaleup in FY24



Total App downloads – **7.9 MN+**
Monthly Active Users – **1.4 Mn**

KFC BRAND PRIORITIES



Operational Excellence: Speed of Service through 7 Min express pickup project

KFC

7 MIN EXPRESS PICKUP

TASTE AMAZE. MILE TEZ.

WARNA FREE CHICKEN*

COMING YOUR WAYS.

ORDER NOW

OR WALK INTO A STORE NEAR YOU

*Free chicken is 1 pc Hot & Crispy. T&C apply. For details visit www.kfc.co.in

KFC BRAND PRIORITIES

Improving Accessibility – Doubling Restaurant Count in 3-4 years (base Dec'21 count)



KFC AEROCITY - MOHALI



KFC NFC – NEW DELHI



KFC BARAMATI -PUNE



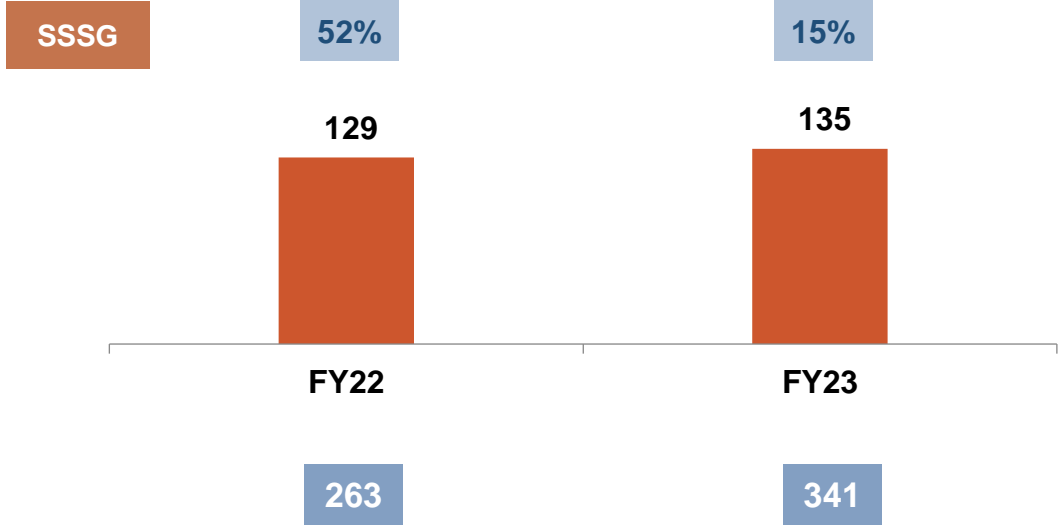
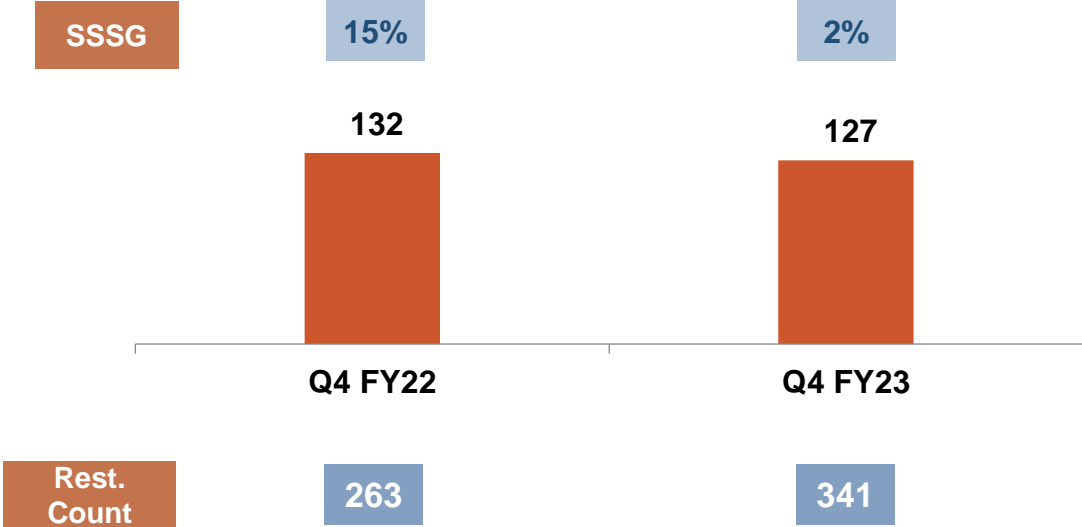
KFC RAMANATHAPURAM – TAMIL NADU

KFC INDIA

Q4 & FY23



AVERAGE DAILY SALES (₹ '000)



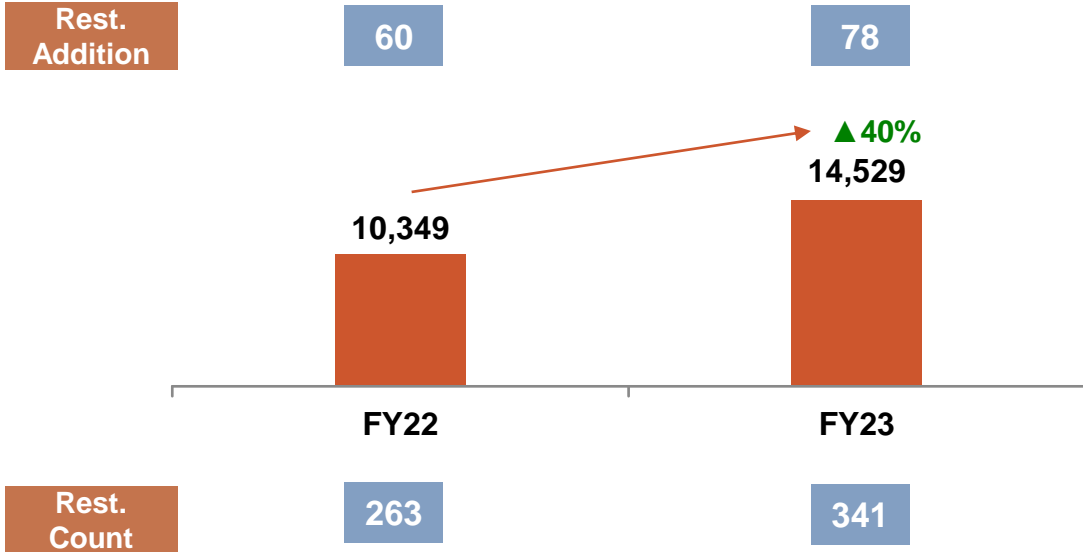
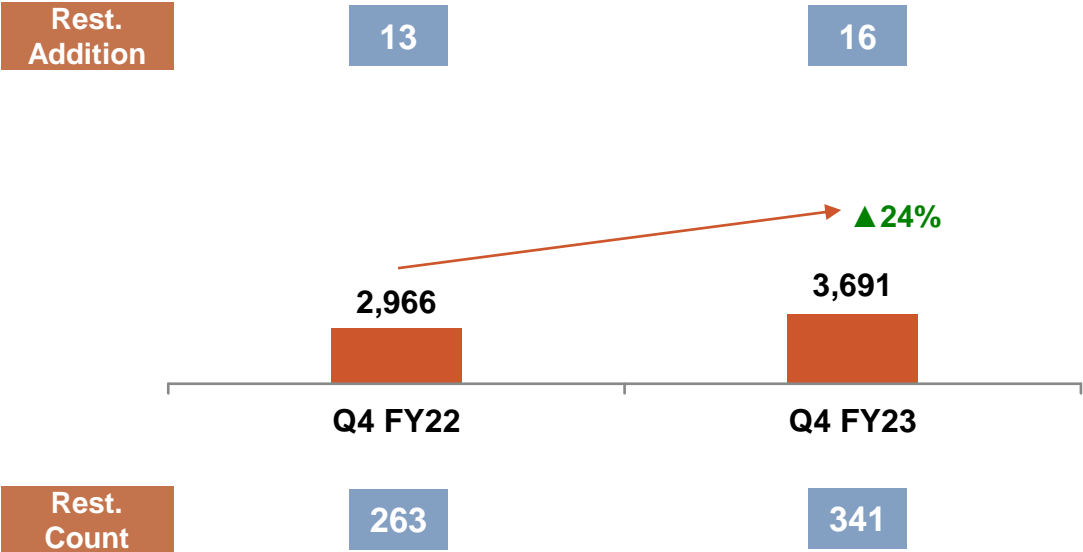
Average daily sales is for all restaurants including new additions during the period

KFC INDIA

Q4 & FY23



RESTAURANT SALES (₹ MN)

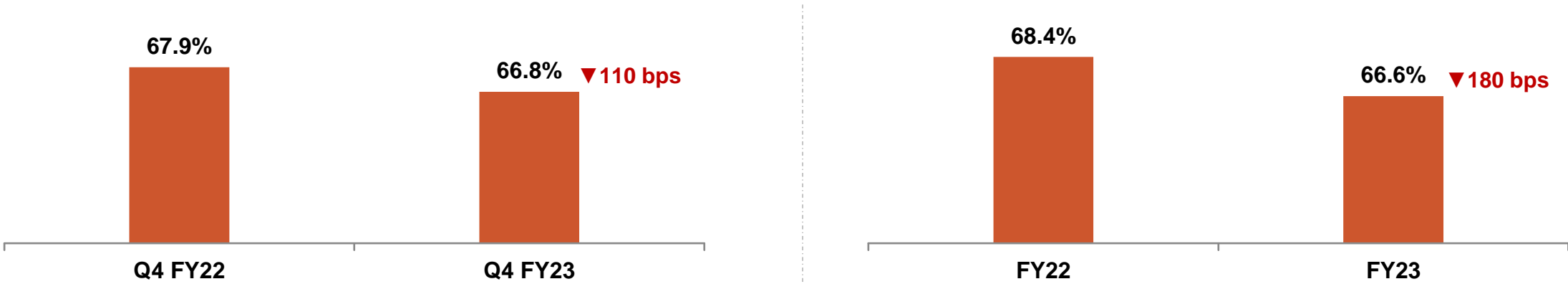


KFC INDIA

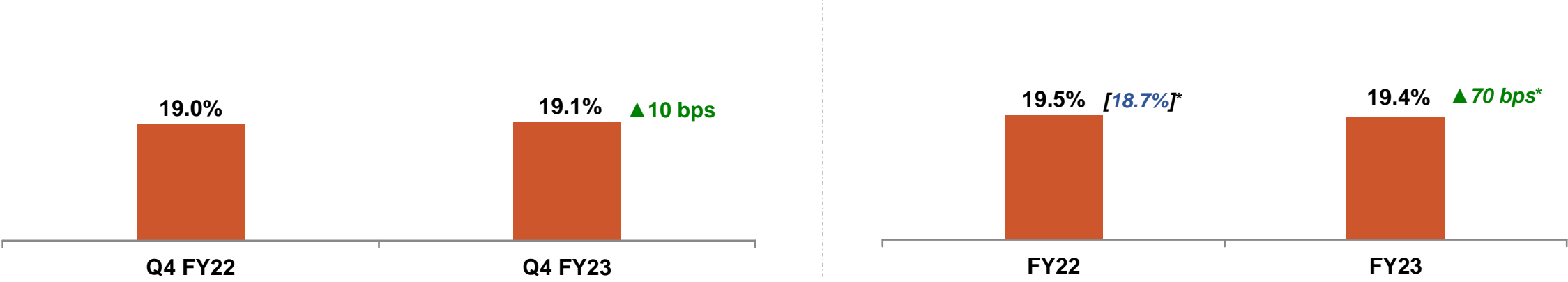
Q4 & FY23



GROSS MARGIN (%)



RESTAURANT EBITDA# (%)



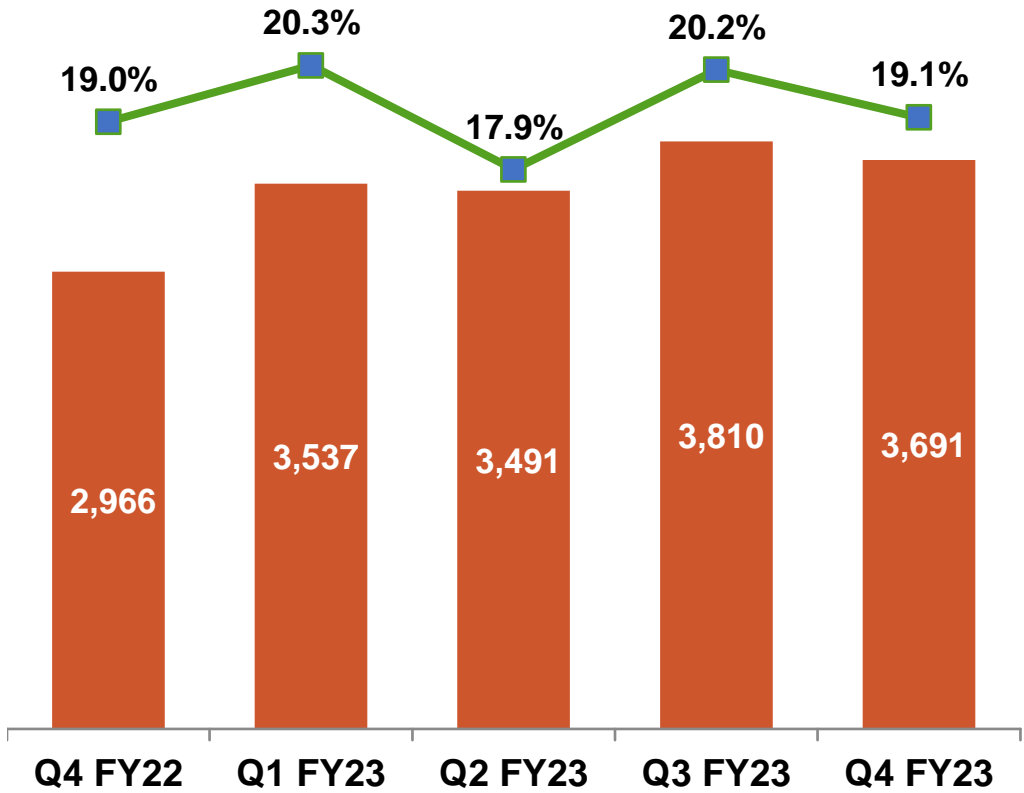
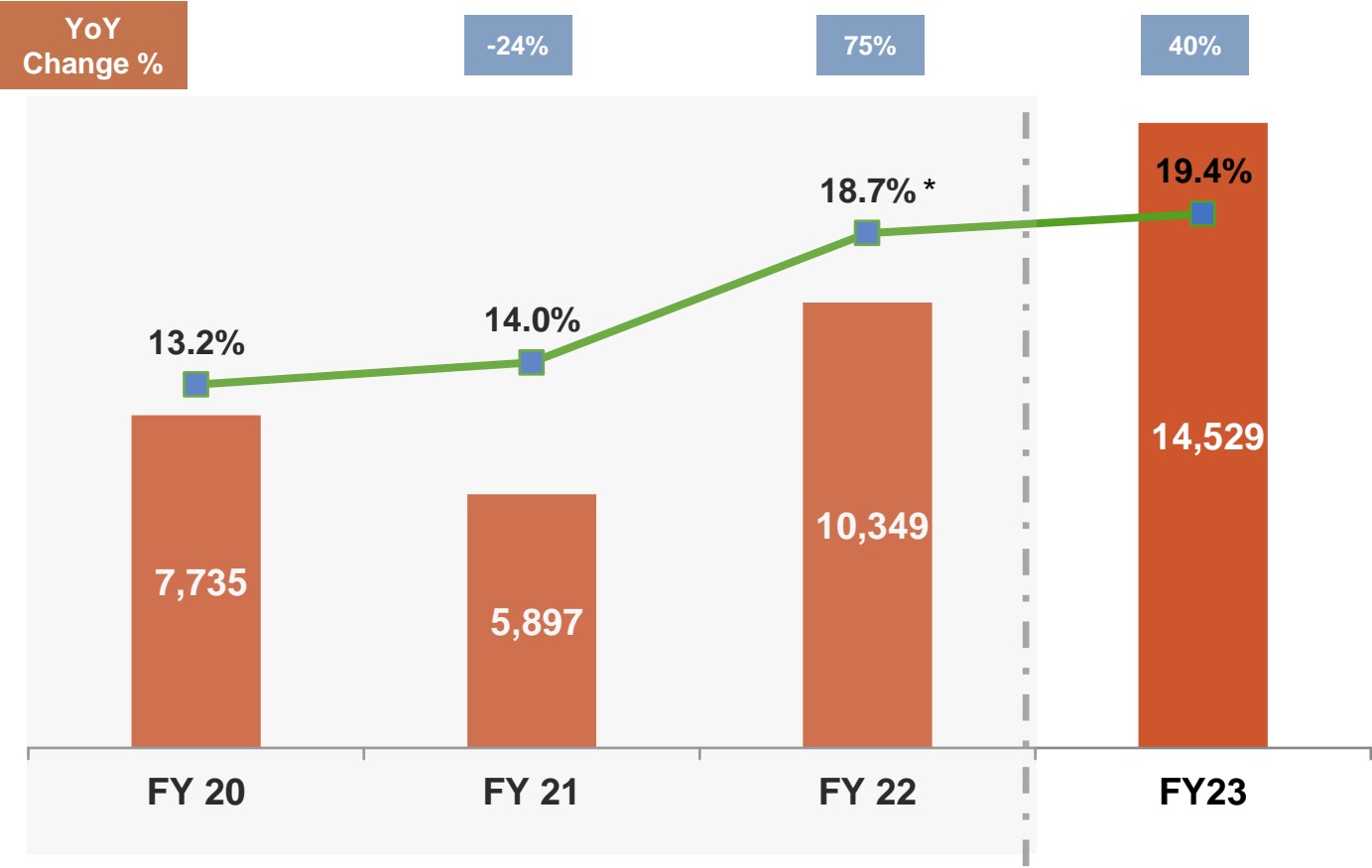
Restaurant EBITDA figures are Pre-IND AS 116.
 *EBITDA% after Normalizing for additional incentives accrued in the period

KFC INDIA

RESTAURANT SALES & EBITDA TREND



Rest. SALES (₹MN) & Rest. EBITDA %



* Restaurant EBITDA% after Normalizing additional incentives in FY22

Pizza Hut India – Business Performance

**FLAVOUR
FUN
PIZZAS** STARTING @
₹79*

IN **5** CRAVEABLE
SAUCE
FLAVOURS

 *T&Cs apply.



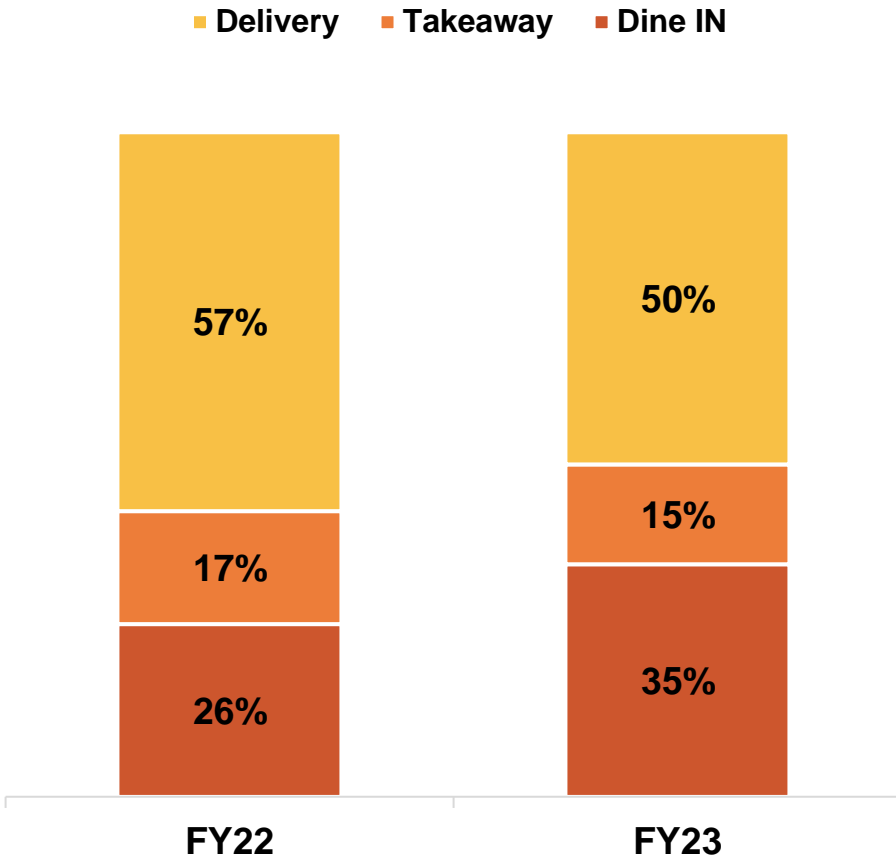
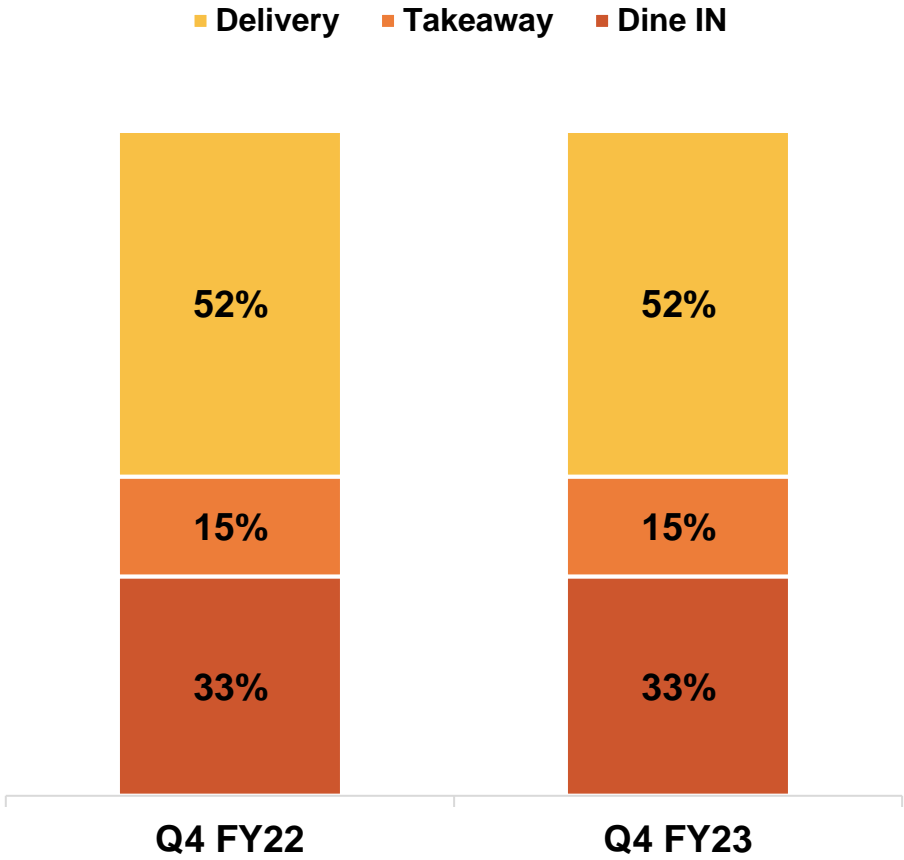
**DIL KHOL KE
DELIVERING**

ORDER NOW

WALK IN

PIZZA HUT INDIA

Q4 & FY23 - CHANNEL SALES CONTRIBUTION



PIZZA HUT BRAND PRIORITIES



Build Top-of-Mind Awareness

- Enhance marketing investments: TV campaign



Taste Leadership in Pizza category

- Innovation: 10 New Pan Pizzas, 2 new Pastas, Keema Garlic Bread



Value

- Entry level value: Flavor Fun Pizzas
- Attractive Meal options



Frictionless Customer Experience

- New Pizza Hut app
- Self ordering Dine In table QR code



Operational Excellence

- Use of Technology (Dragon Tail, Hut Bot) to simplify operations and improve customer experience



Improve Accessibility

- Double the restaurant count in 3-4 years
- 1000 Sft. Model for increasing density in top 6 cities

PIZZA HUT BRAND PRIORITIES

Build Top-of-Mind Awareness: TV Campaign & Marketing Investments



Your Mood, Your Pizza ft. Shehnaaz Gill | 10 New Pizzas by Pizza Hut



Your Mood, Your Pizza ft. Saif Ali Khan | 10 New Pizzas by Pizza Hut



PIZZA HUT BRAND PRIORITIES

Taste Leadership in Pizza Category: Core Innovations



Momo Mia Pizza

PIZZA HUT BRAND PRIORITIES

Taste Leadership in Pizza Category: Core Innovations



New
Launch:
April'23

YOUR MOOD YOUR PIZZA

PICK YOUR FLAVOUR FROM 10 NEW PIZZAS

DIL KHOL KE DELIVERING

MAZEDAR MAKHNI PANEER

DHABE DA KEEMA

AWESOME AMERICAN CHEESY

2 PERSONAL PIZZAS STARTING AT 299

Download our app or visit pizzahut.co.in

ORDER ONLINE | DINE-IN



KEEMA MAKHNI PASTA

PIZZA HUT BRAND PRIORITIES

Creating Value: Entry Level and Meal Options



FLAVOUR FUN PIZZA DEALS

MORE FLAVOURS! MORE FUN!

IN 5 CRAVEABLE SAUCE FLAVOURS

CHOOSE FROM ANY FLAVOUR FUN PIZZAS

SET OF 2

VEG NON VEG
229 289

SET OF 4

VEG NON VEG
459 579

*Images are for illustration purposes. Prices exclusive of govt. taxes. T&C Apply.

DIL KHOL KE FEAST
Cuz Hut's Cooking This Hot!

1 PLUS 1
— 2 MEDIUM PIZZAS —
STARTING @ 599

2 PEPSI FREE

SAVE 49% OFFER VALID FROM 5/4/18 TILL 20/3/18

DRINK-IN TAKEAWAY ORDER ONLINE

Visit pizza.hut.com or download our app

Get upto ₹350 off on a minimum online order of ₹1000. **Code: HOLT300**

1 PLUS 1
2 PERSONAL PIZZAS
249 WITH

NEW SAN FRANCISCO STYLE PIZZA
LIGHTER, CRISPIER & TASTIER

ORDER NOW

1 PLUS 1 249
2 PERSONAL PIZZAS
WITH NEW SAN FRANCISCO STYLE PIZZA

1 PEPSI FREE

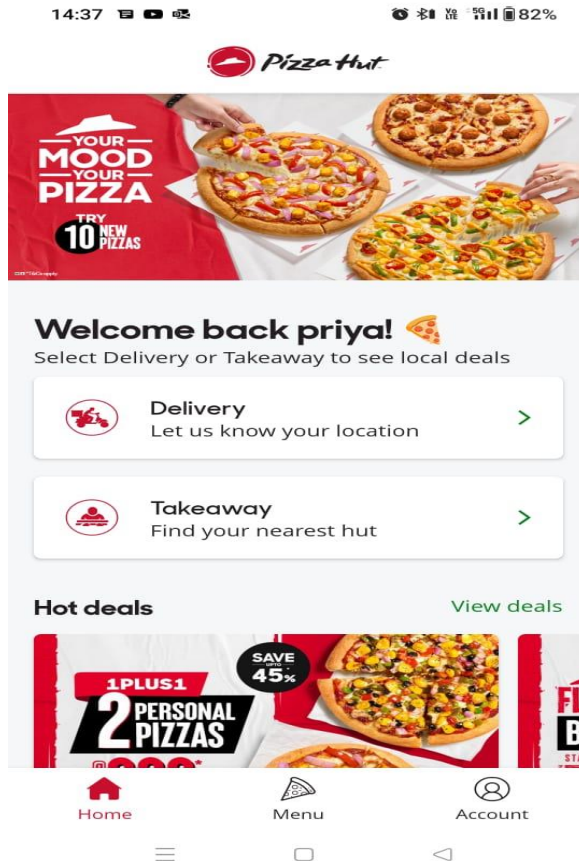
SAVE 50%

ORDER NOW

PIZZA HUT BRAND PRIORITIES



Frictionless Customer Experience: App and Self Ordering QR code on Dine In Table



Total App Downloads – 4.5 Mn+
Monthly Active Users – 1.2 Mn



Self Ordering QR Code

PIZZA HUT BRAND PRIORITIES



Operational Excellence: Using Technology to simplify process & improve customer experience



Kitchen Management System
Partnering with Aggregators
to deliver Hot Pizzas



Simplifying operations for
Restaurant Teams



Rider Tracking

PIZZA HUT BRAND PRIORITIES



Improve Accessibility: Doubling Restaurant Count in 3-4 years (base Dec'21 count)



PH MISSION STREET - PONDICHERRY



PH MAHIM - MUMBAI



PH URBAN OASIS HUBLI- KARNATAKA



PH PANJIM - GOA

PIZZA HUT INDIA

Q4 & FY23



AVERAGE DAILY SALES (₹ '000)

SSSG

3%

-4%

55

50

Q4 FY22

Q4 FY23

Rest.
Count

219

286

SSSG

42%

12%

57

58

FY22

FY23

219

286

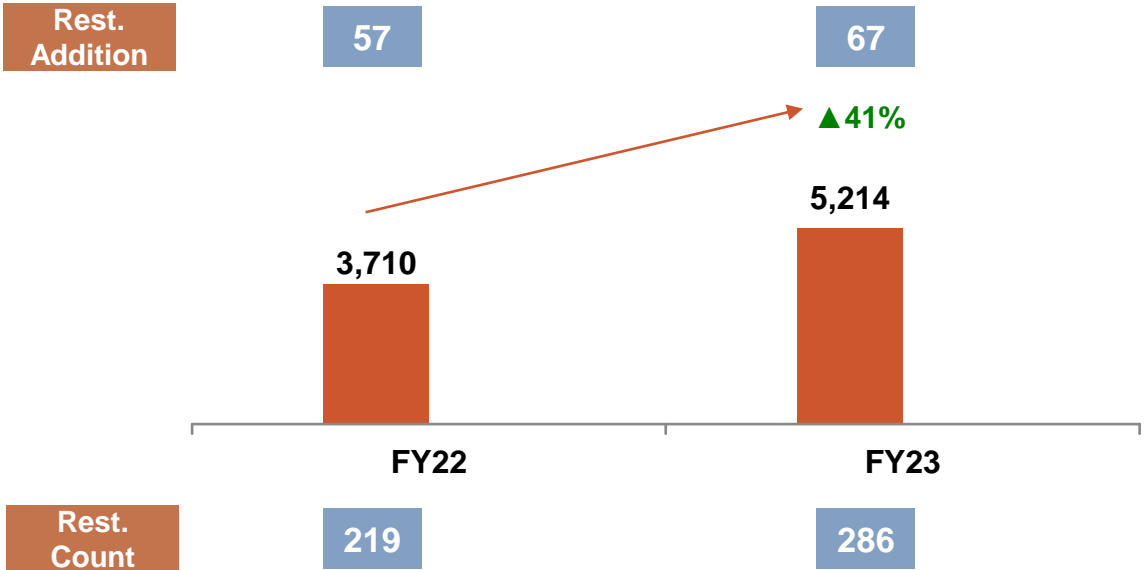
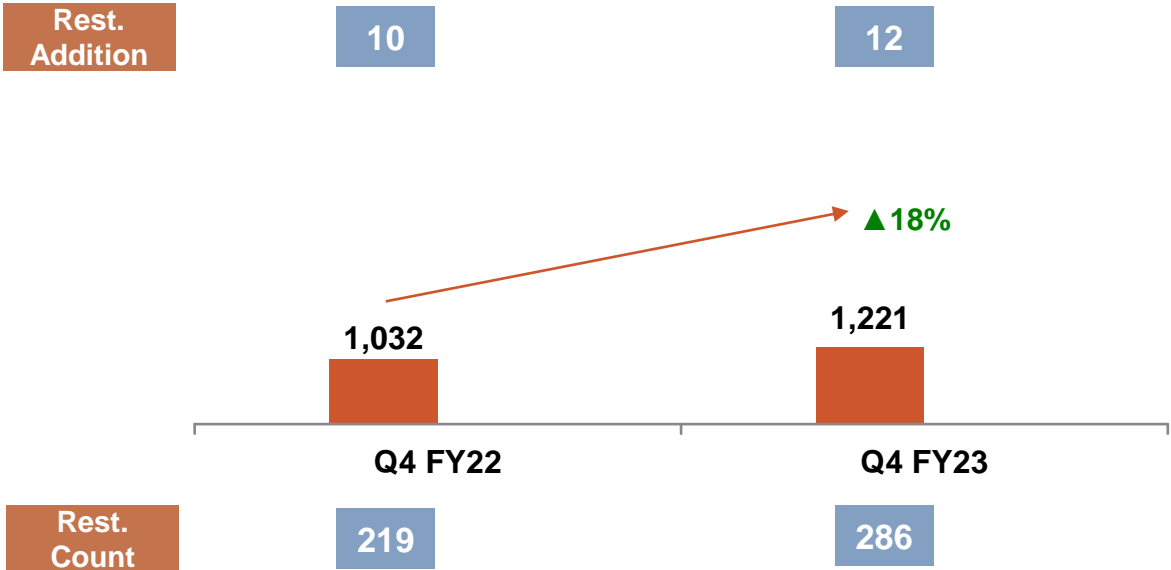
Average daily sales is for all restaurants including new additions during the period

PIZZA HUT INDIA

Q4 & FY23



RESTAURANT SALES (₹ MN)

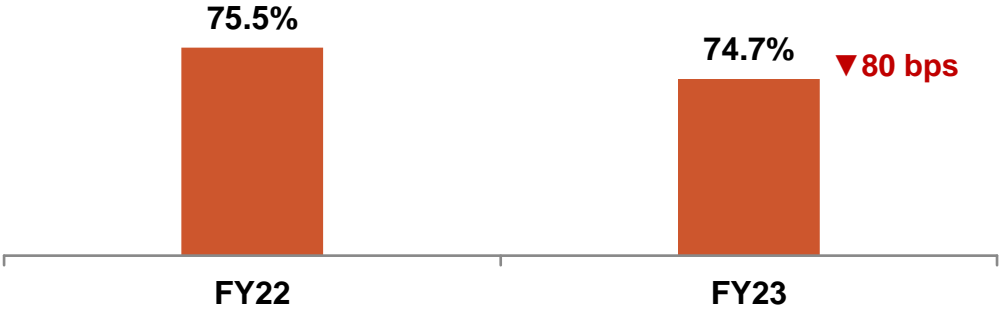
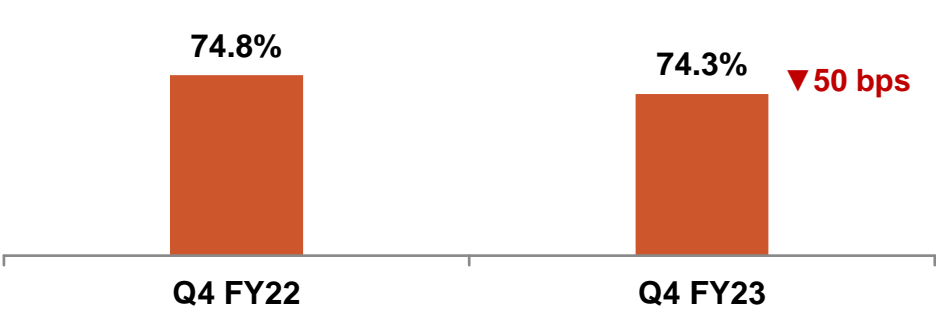


PIZZA HUT INDIA

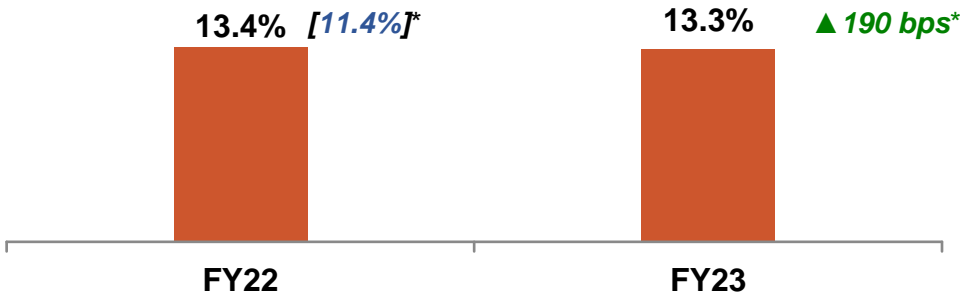
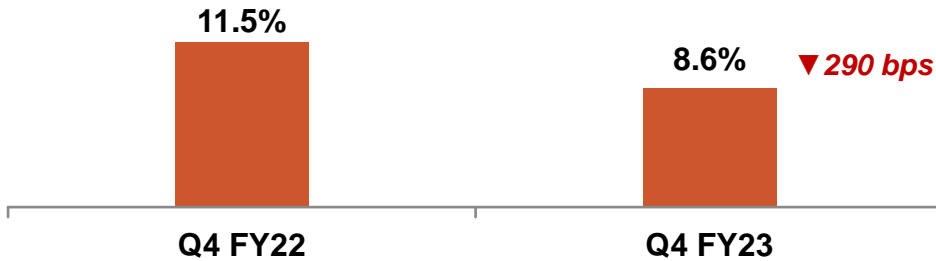
Q4 & FY23



GROSS MARGIN (%)



RESTAURANT EBITDA# (%)



Restaurant EBITDA figures are Pre-IND AS 116.

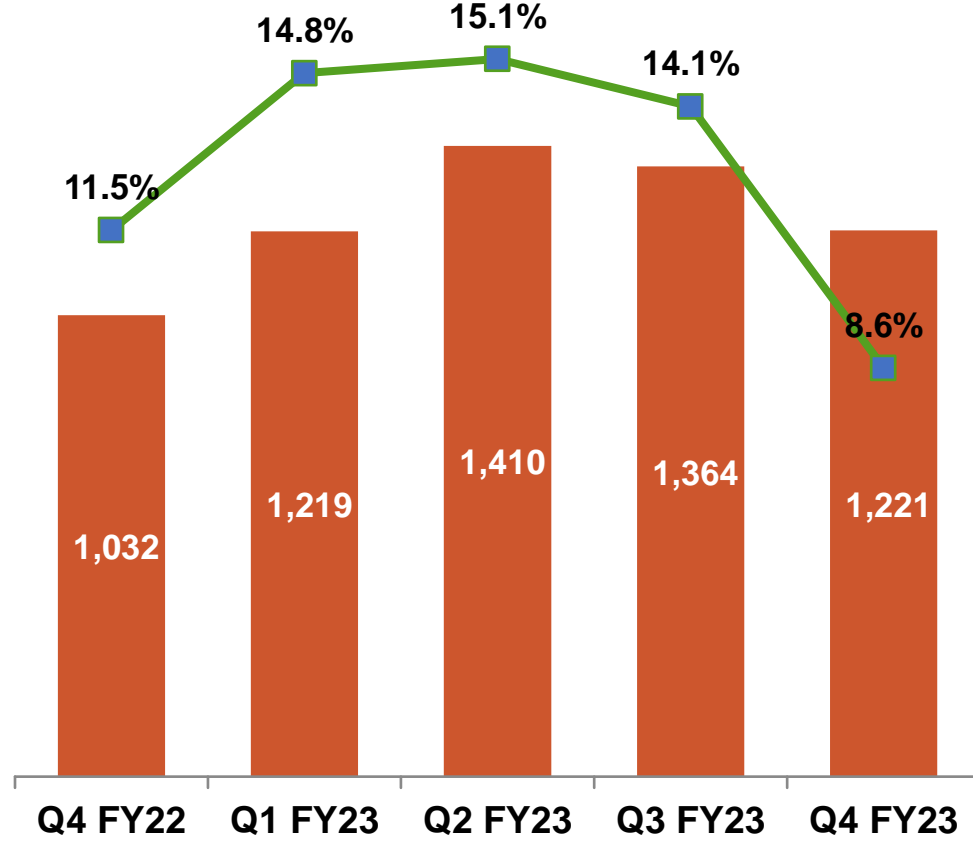
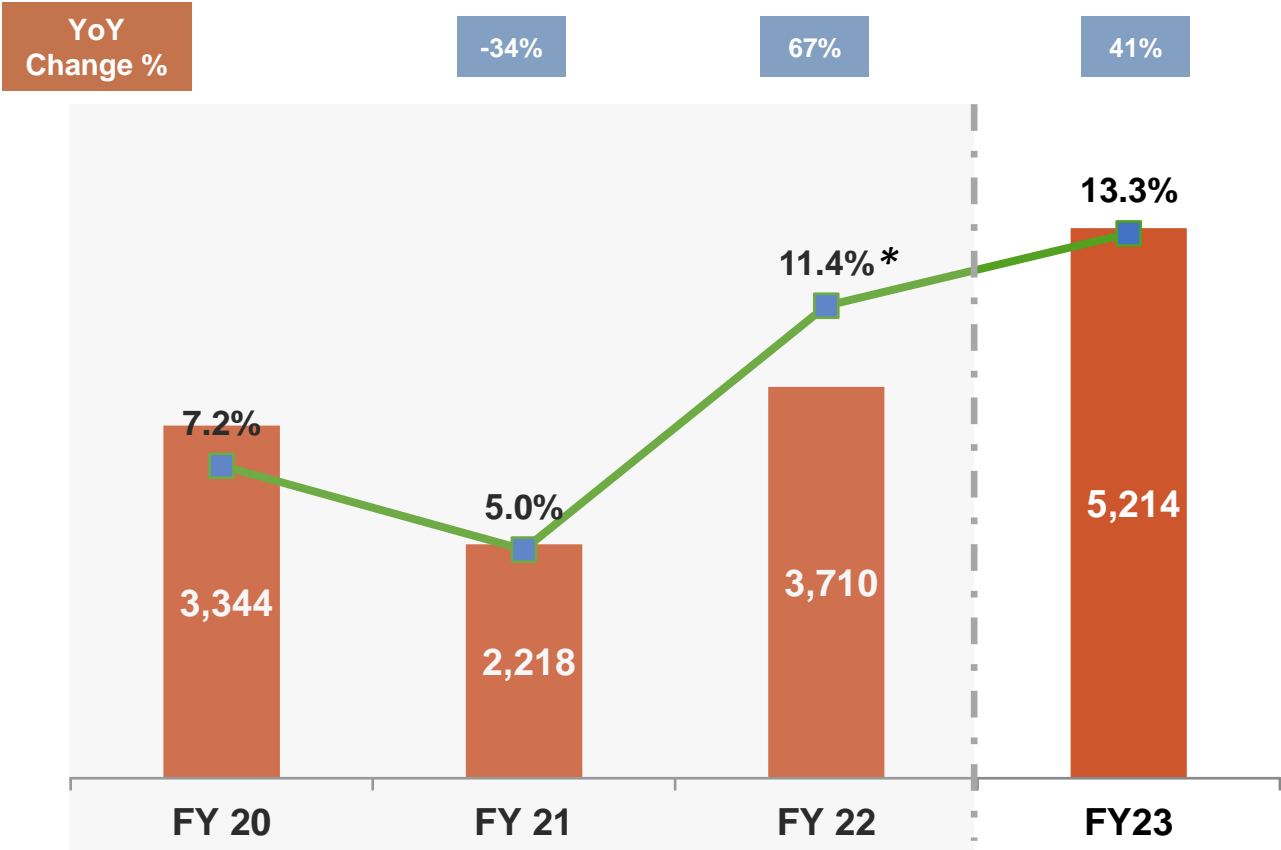
*EBITDA% after Normalizing for additional incentives accrued in the period

PIZZA HUT INDIA

RESTAURANT SALES & EBITDA TREND



Rest. SALES (₹MN) & Rest. EBITDA %



* Restaurant EBITDA% after Normalizing additional incentives in FY22

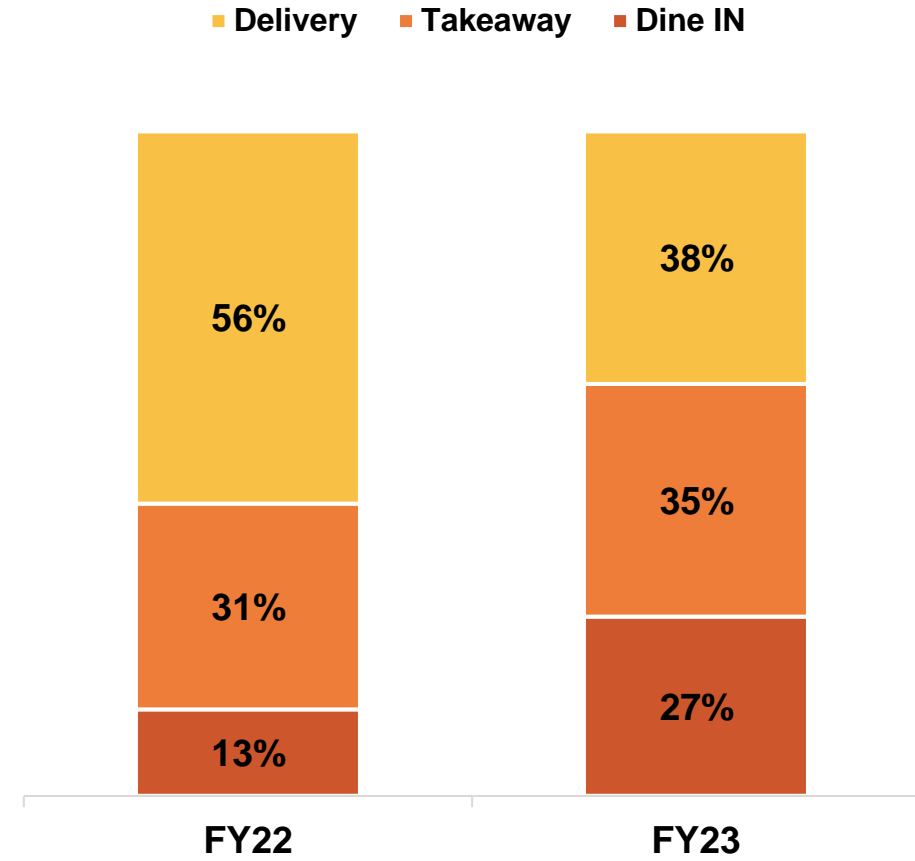
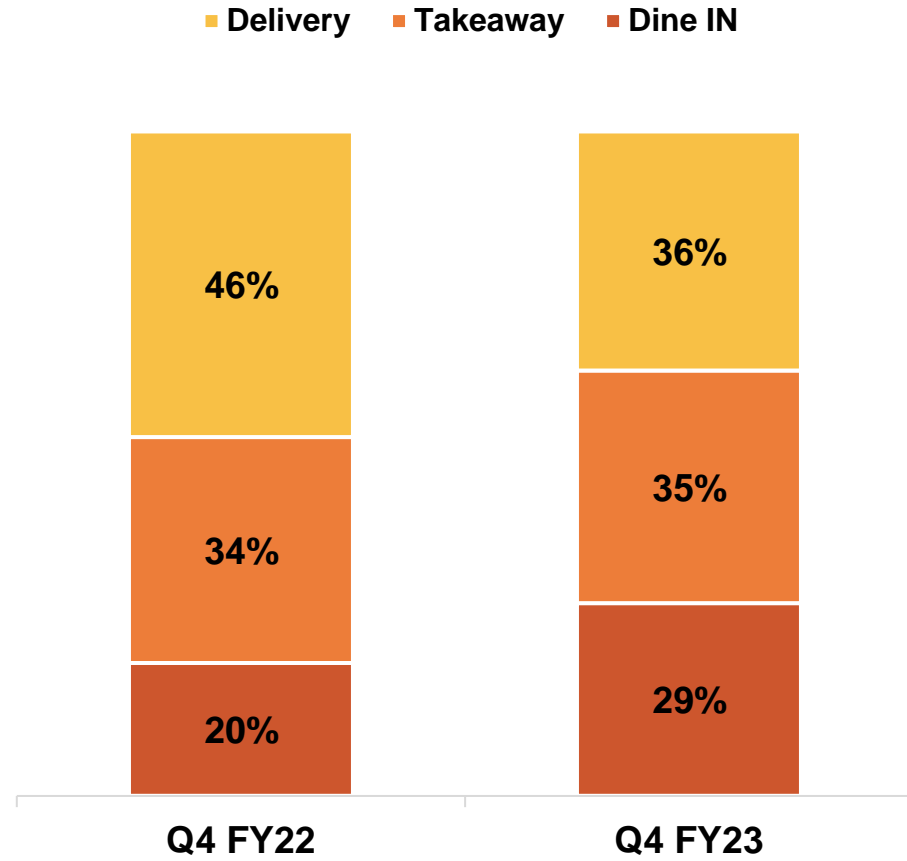


Sri Lanka
Business Performance



SRI LANKA BUSINESS

Q4 & FY23 - CHANNEL SALES CONTRIBUTION



SRI LANKA BUSINESS

PRODUCT INNOVATIONS



CELEBRATE THE TASTE OF TOGETHERNESS

DEVILLED MACKEREL PIZZA
A savoury, devilled Mackerel mix made with onions and capsicum, complemented with delicious Mozzarella
Starting at **Rs. 930/=**

SEENI SAMBOL & CHEESE PIZZA
A delightful combination of Cream Cheese & Seeni Sambol topped with Mozzarella and baked to perfection
Starting at **Rs. 770/=**

Conditions apply

Introducing DESSERT PIZZA

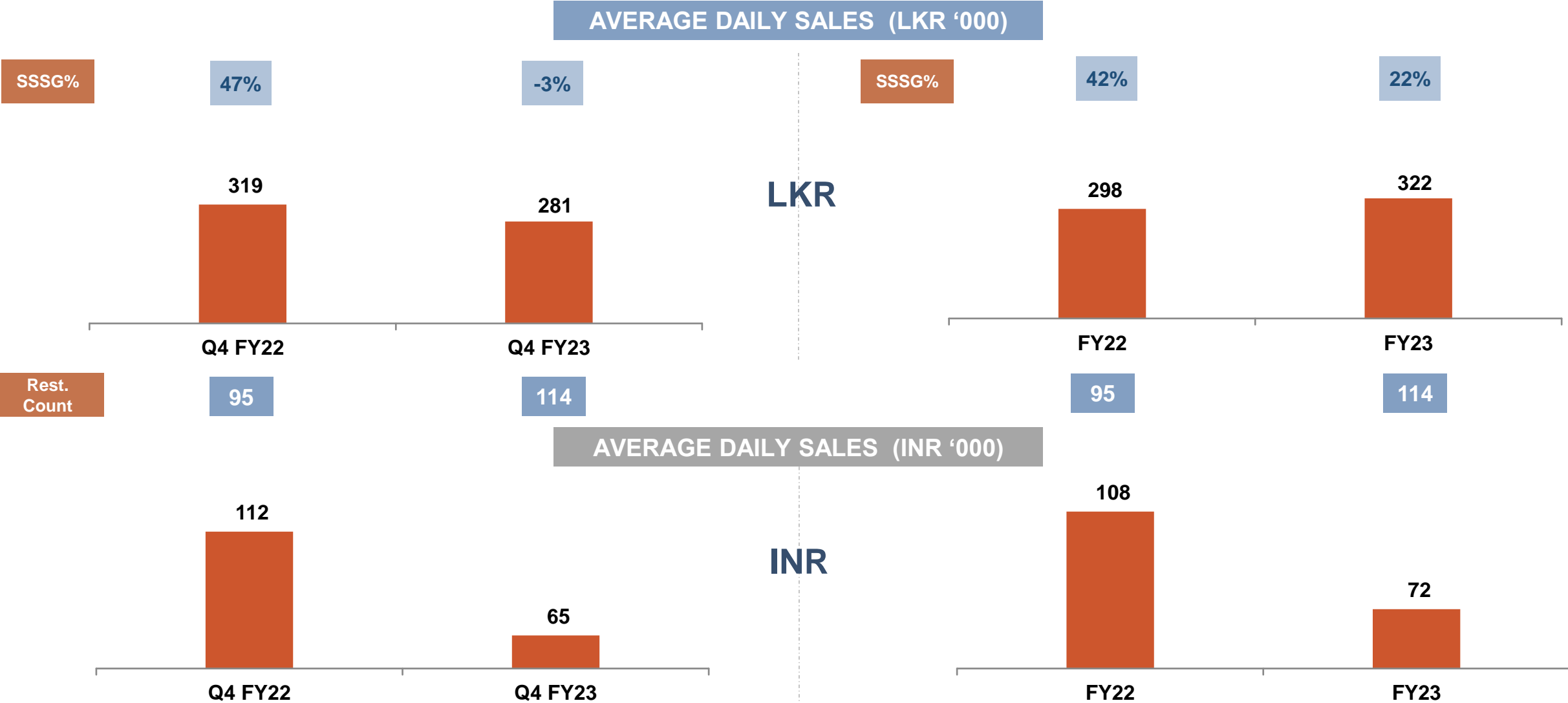
Dessert Pizza at Rs. 850/=
A luscious caramel sauce base topped with chocolate chips, biscuit crumbs & mozzarella cheese.

limited time offer

Conditions apply

SRI LANKA BUSINESS

Q4 & FY23



Average daily sales is for all restaurants including new additions during the period
 Note: LKR to INR conversion rate of 0.357 for Q4 FY22 and 0.237 for Q4 FY23

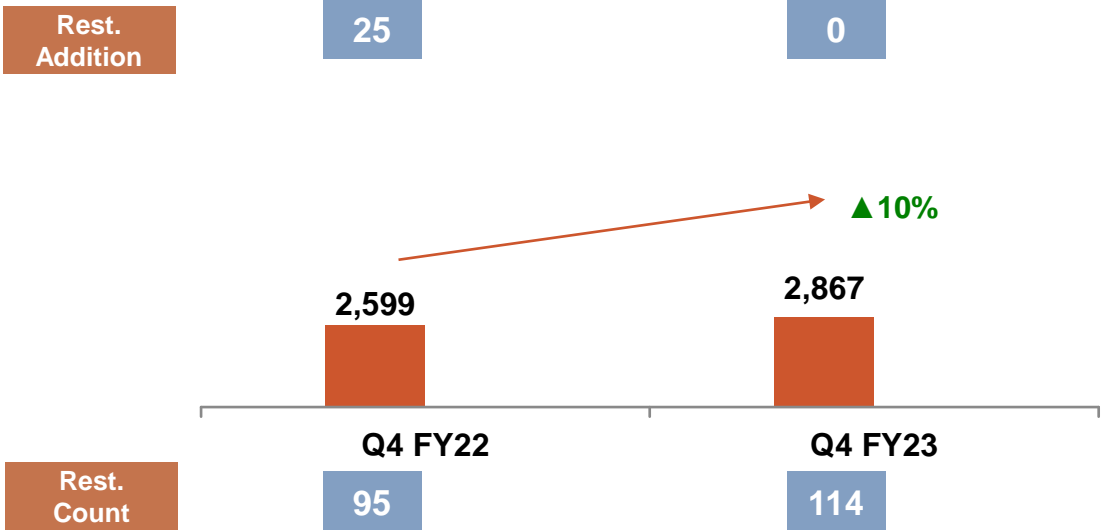
Average daily sales is for all restaurants including new additions during the period
 Note: LKR to INR conversion rate of 0.363 for FY22 and 0.223 for FY23

SRI LANKA BUSINESS

Q4 & FY23



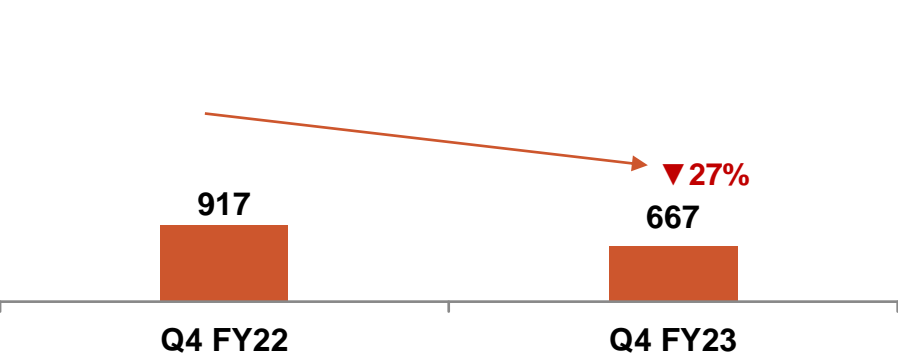
RESTAURANT SALES (LKR MN)



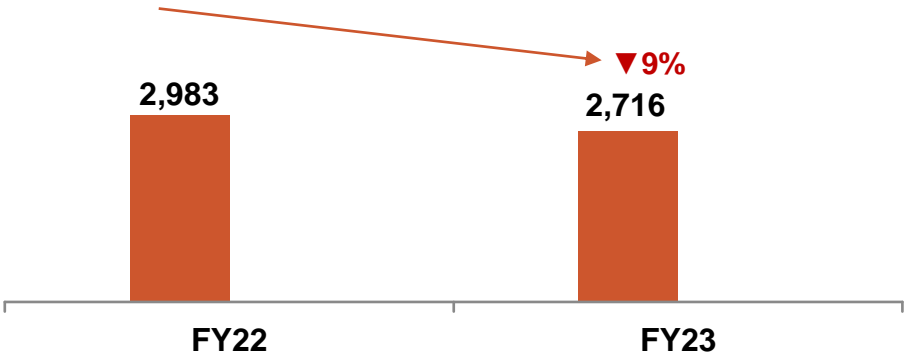
LKR



RESTAURANT SALES (INR MN)



INR

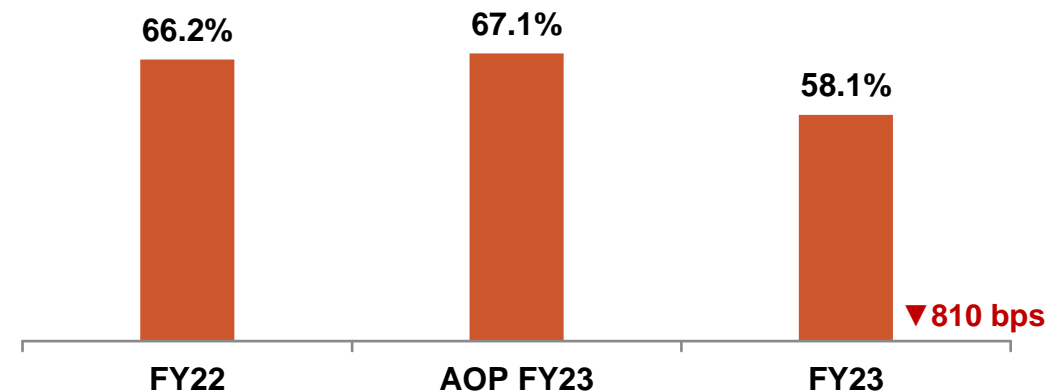
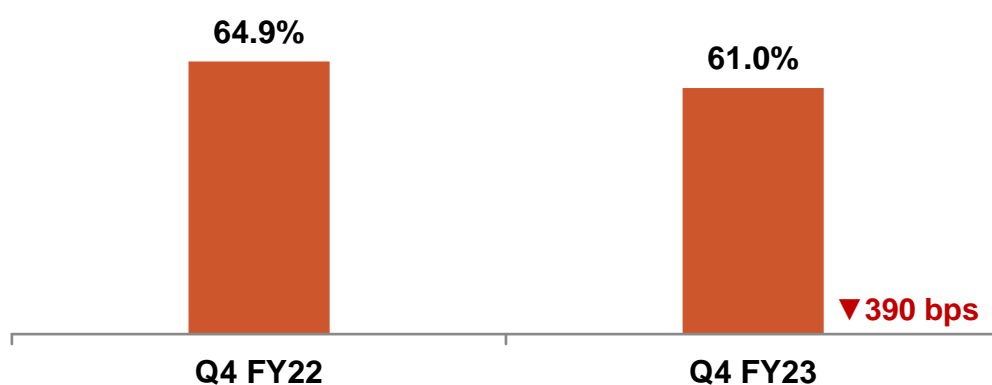


SRI LANKA BUSINESS

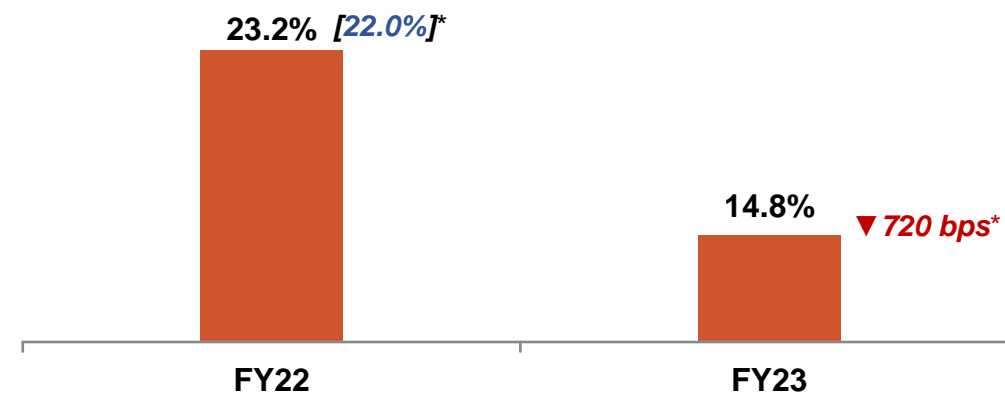
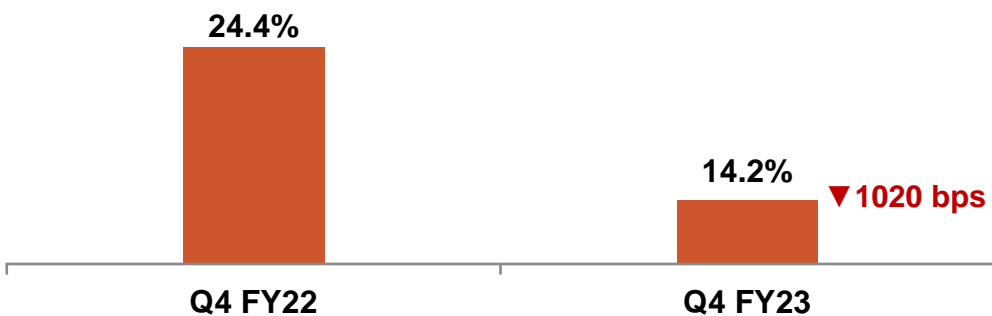
Q4 & FY23



GROSS MARGIN (%)



RESTAURANT EBITDA# (%)



Absolute Rest. EBITDA declined by 36 % in LKR terms (↓ by 58% in INR terms)

Absolute Rest. EBITDA declined by 1 % in LKR terms vs Normalized Rest. EBITDA (↓ by 39% in INR terms)

Restaurant EBITDA figures are Pre-IND AS 116.

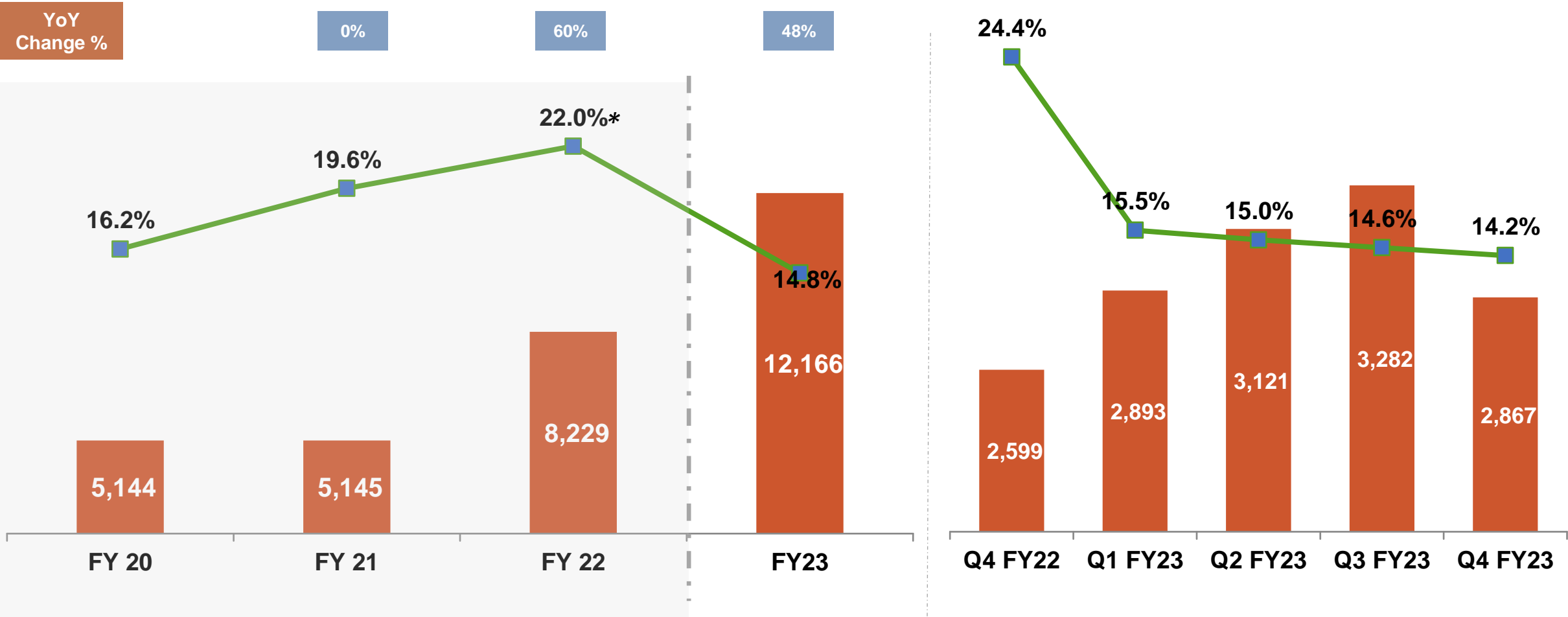
*EBITDA% after Normalizing for additional incentives accrued in the period

SRI LANKA BUSINESS

RESTAURANT SALES & EBITDA TREND



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



* EBITDA% after Normalizing additional incentives in FY22



THANK YOU