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E-mail : devyani@dil-rjcorp.com • Website : www.dil-rjcorp.com;
CIN: L15135DL1991PLC046758

February 04, 2022

To,

National Stock Exchange of India Ltd. Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 Email: cmlist@nse.co.in Symbol: DEVYANI	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Email: corp.relations@bseindia.com Security Code: 543330
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Sub: Regulation 30: Presentation on Unaudited Financial Results of the Company for the Quarter and Nine Months ended December 31, 2021

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 Nine Months ended December 31, 2021.

The same is also being uploaded on website of the Company at www.dil-rjcorp.com.

You are requested to take the above on record.

Yours faithfully,

For Devyani International Limited



Jatin Mahajan
Company Secretary & Compliance Officer

Encl: As above



DEVYANI

INTERNATIONAL LIMITED



Quarterly Results Presentation

Q3 FY-2022



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We use a variety of financial and operational performance indicators to measure and analyze our financial performance and financial condition from period to period and to manage our business. Further, financial or performance indicators used here, have limitations as analytical tools, and should not be considered in isolation from, or as a substitute for, analysis of our historical financial performance, as reported and presented in our financial statements. Further, past performance is not necessarily indicative of future results.

This presentation has been prepared by the Company. This document is a summary only and does not purport to contain all of the information that may be required to evaluate any potential transaction and any recipient hereof should conduct its own independent analysis of the Company and their businesses, including the consulting of independent legal, business, tax and financial advisers. The information in this presentation has not been independently verified and has not been and will not be reviewed or approved by any statutory or regulatory authority or stock exchange in India. No representation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. Further, nothing in this document should be construed as constituting legal, business, tax or financial advice.



Commenting on the performance for Q3 & 9M' 2022 Mr. Ravi Jaipuria, Chairman, Devyani International Limited said,

"We are pleased to report our financial results for the Q3 & 9M FY 2022, where we have continued to build on the momentum in our business by way of store additions, revenue enhancement and profitability. As a result of this strong performance, this has been the best quarter for your Company in the entire history of DIL.

At Devyani, our focus has always been on constantly improving the quality and safety of our operations. We also endeavor to enable our customers to experience the globally renowned brands at accessible price points, through our Omni channel network.

Towards this goal, we continue to accelerate the expansion across our markets. We have opened 81 net new stores in Q3 of the current financial year. With this we have added 192 net new stores across our brand portfolio in the 9 months ended December 31, 2021 of the current financial year. Our long-term focus is on consolidating our presence in key metro cities while tapping into smaller towns, enabling us to take our brands closer to our customers.

As on December 31, 2021, we operated 339 KFC stores, 391 Pizza Hut stores and 50 Costa Coffee stores in India. Including our own brands' stores, our total system stores stand at 884.

With consumers returning back to dine-in and our continued focus on improving delivery sales, during Q3 we surpassed our pre-pandemic performance. We will continue to work hard on improving our performance going forward.

We have also seen another wave of pandemic by way of a new variant towards the back end of the calendar year 2021. This has again resulted in multiple restrictions in various states, leading to some impact on our store operations and higher contribution of delivery in January.

We are well placed to capitalize on the significant opportunity that India presents in the food service industry and more particularly the QSR segment. Our brands are well positioned to cater to the young Indian consumer expectations and meeting their changing life styles and eating out habits."

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Social Initiatives



Q3 FY22 Financial Highlights

Sequential improvement across performance metrics

- Net New Units at 81 – highest ever. Led by Pizza Hut & KFC openings.
- Revenue from operation grew 21% QoQ.
- Improving profitability: QoQ Brand Contribution up 28% & Pre-IndAS EBITDA grew 30%.

Revenue from operations grew by 65% to Rs. 6,244 million vs the year ago

- All round encouraging performance of Core Brands.
 - India - KFC & Pizza Hut revenues up by 64% each.
 - Robust SSSG performance on Core Brands ; KFC @24% and Pizza Hut @25%

Consolidated EBITDA (Post INDAS) increased by 67% to Rs. 1,478 million from Rs. 883 million







- Brand contribution up by 114% to Rs. 1,366 million, with margins at 21.9%
- Healthy consolidated EBITDA margins at 23.7%

PBT at Rs. 669 million up 42% QoQ.

- Strong operational performance and healthy new stores additions led the Company to improve profitability during the quarter.

- **192** net new stores in 9M FY 2022; Total count at **884**.
- Improving PAT profitability.
- Business performance surpassed pre-pandemic levels during Q3.
 - Strong performance during Dec'21.
 - Pizza Hut continues to demonstrate strong operational turnaround.
- Expansion through internal accruals. Strong internal cash-flow generation.
- IPO proceeds fully utilized – repayment of loans and Capex on new stores.
- Successful completion of Initial Public offering & Listing in August 2021

New Store Openings

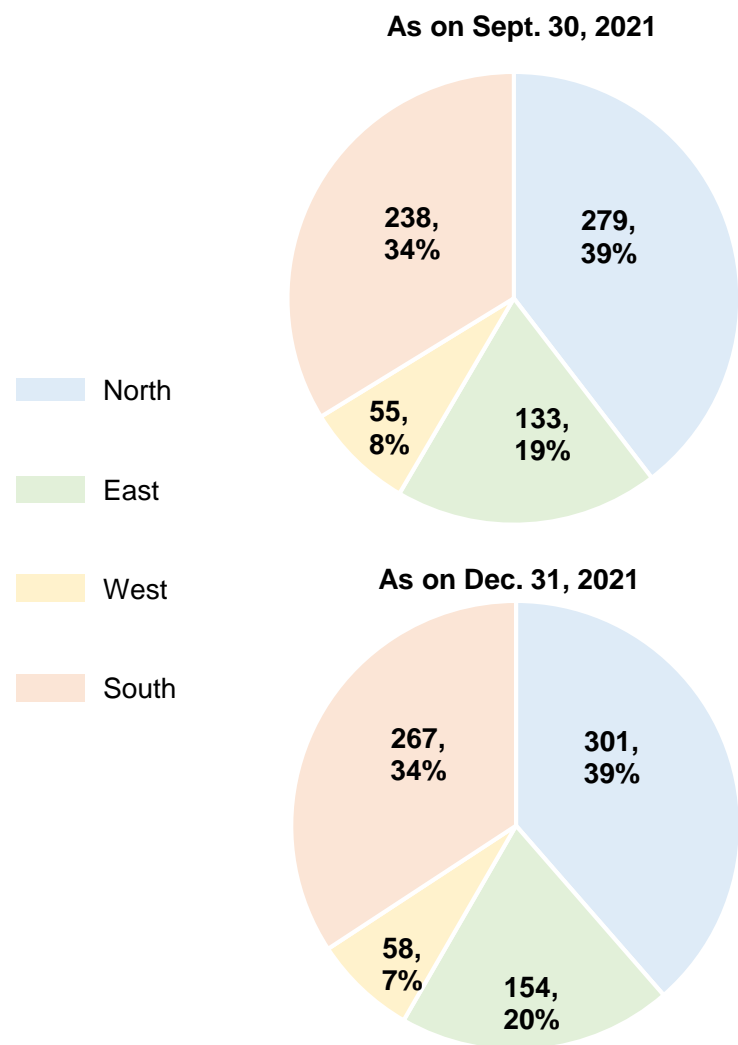
Brand	NET NEW UNITS (NNU)				Stores as at 31 Mar 21	Stores as at 31 Dec 21
	Q1 FY22	Q2 FY22	Q3 FY22	9M FY 22		
KFC 	20	25	30	75	264	339
PH 	20	34	40	94	297	391
Costa 	-	1	5	6	44	50
Others	1	3	4	8	50	58
Total India	41	63	79	183	655	838
Nigeria 	1	2	1	4	24	28
Nepal  	1	3	1	5	13	18
Total DIL	43	68	81	192	692	884

Core Brands – 824 stores (as at 31st Dec'21); 96% of 9M FY22 revenue

Store Expansion – Cluster Focus



Core Brands Stores; India – Regional split



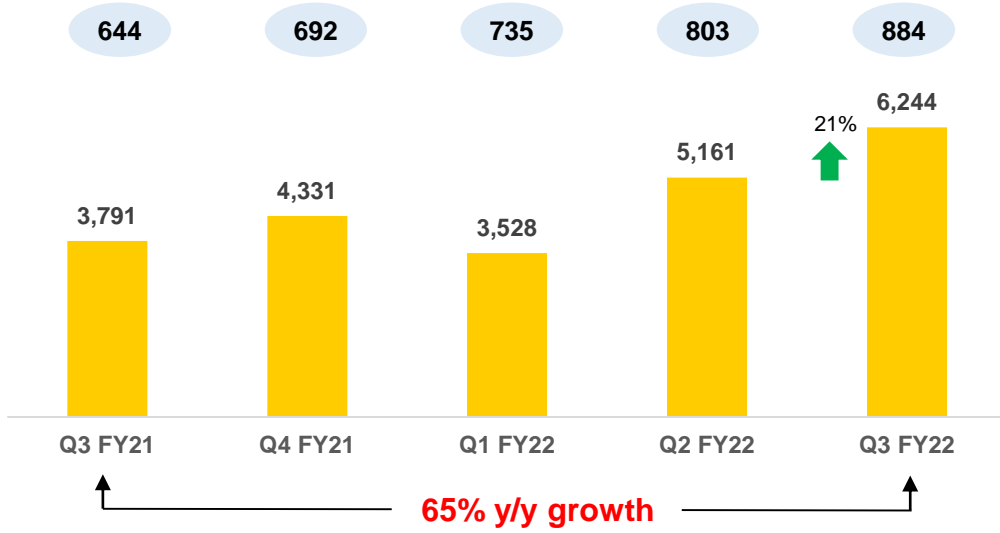
Core Brands Stores	March 31, 2021	Sept. 30, 2021	Dec. 31, 2021
NCR	135	141	148
Bengaluru	80	91	100
Kolkata	42	48	52
Hyderabad	32	43	53
Other Metro cities	27	33	33
Total Metros	316	356	386
% In Metros	52%	50%	49%
% In Non Metros	48%	50%	51%
Total Cities	155	177	196

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

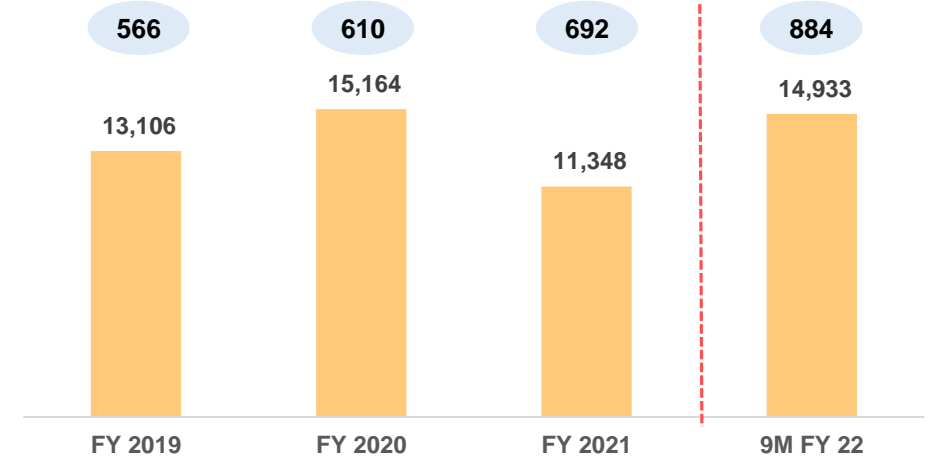
Business Performance – DIL Consolidated



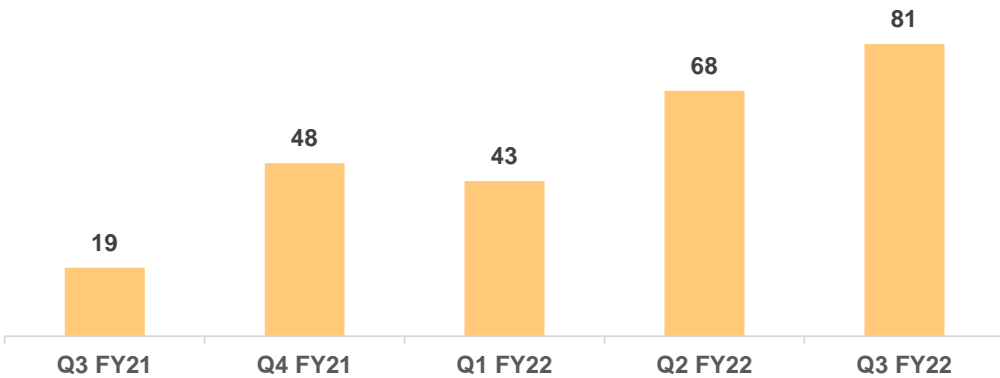
Revenue from Operations - Quarterly



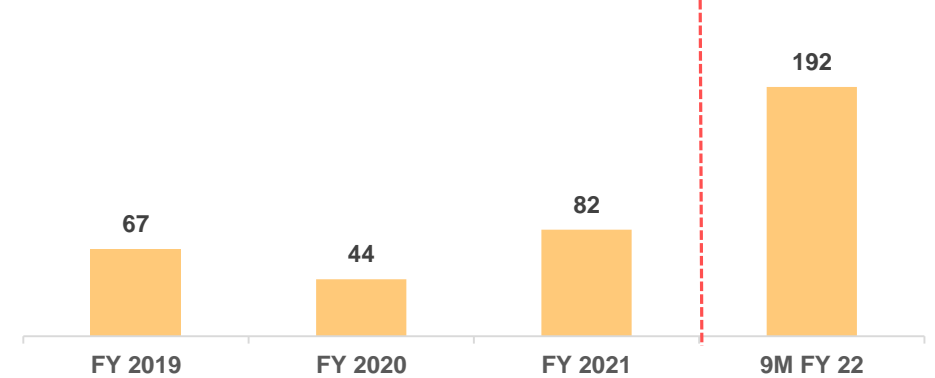
Revenue from Operations - Annual



Net New Units - Quarterly



Net New Units - Annual

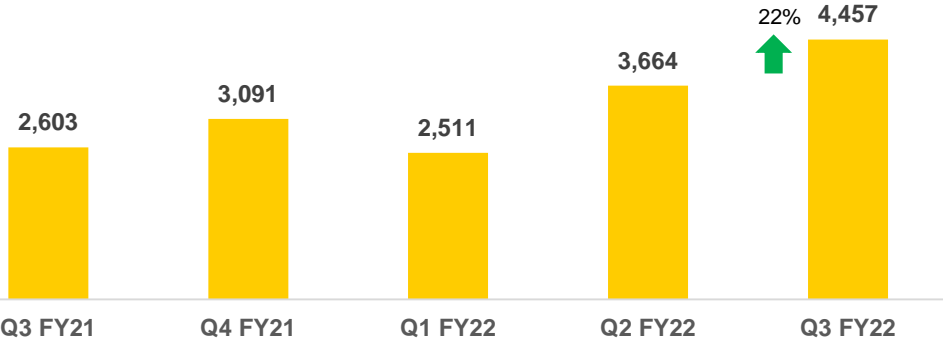


Financial Performance – DIL Consolidated



Gross Margin* - Quarterly

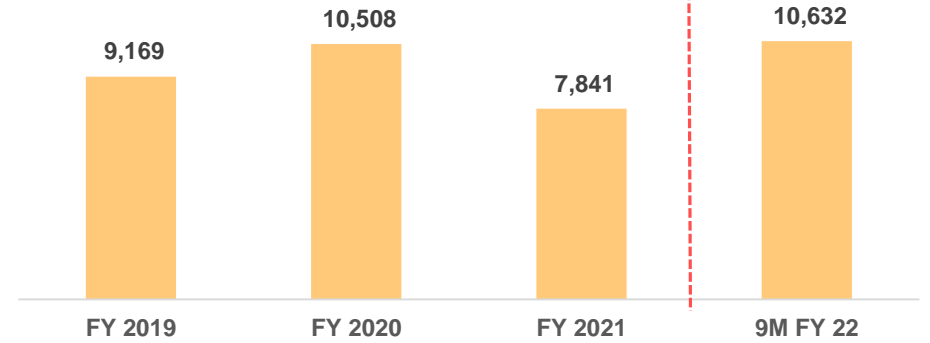
68.7% 71.4% 71.2% 71.0% 71.4%



71% y/y growth

Gross Margin* - Annual

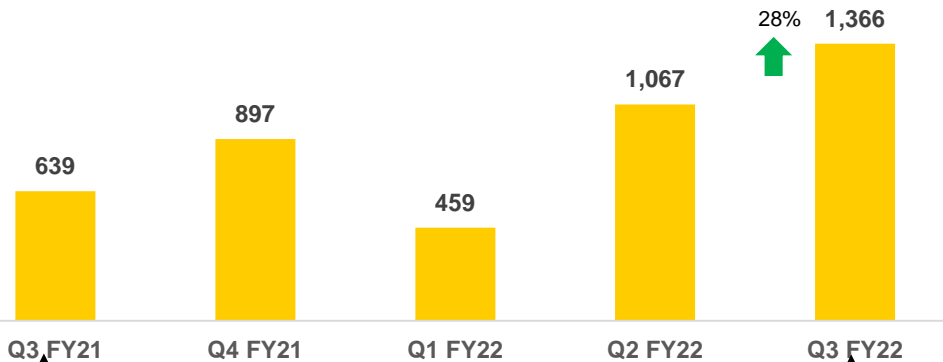
70.0% 69.3% 69.1% 71.2%



GM %

Brand Contribution - Quarterly

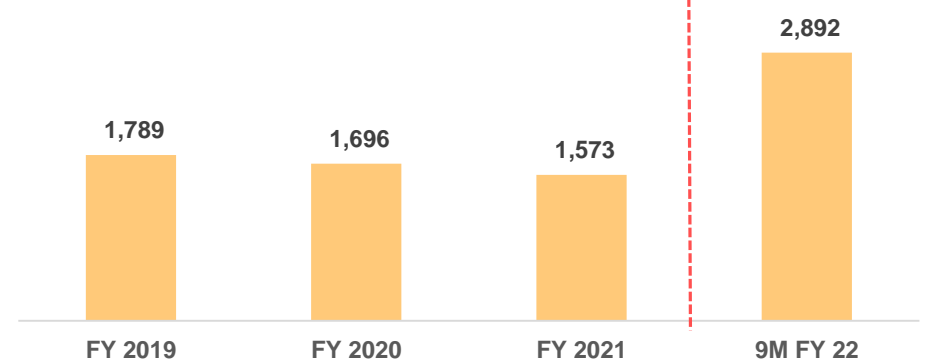
16.9% 20.7% 13.0% 20.6% 21.9%



114% y/y growth

Brand Contribution - Annual

13.7% 11.2% 13.9% 19.4%



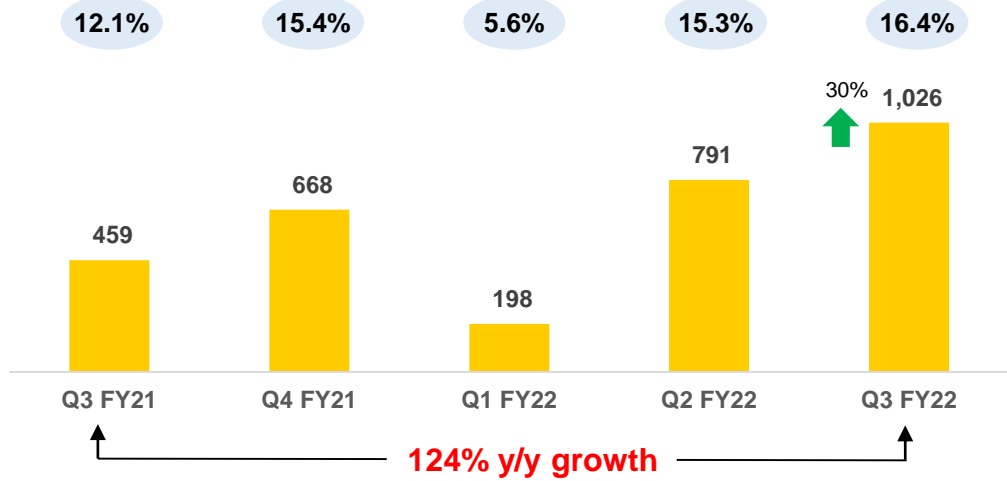
%

*Gross Margin = Revenues from Operations less Cost of Goods Sold

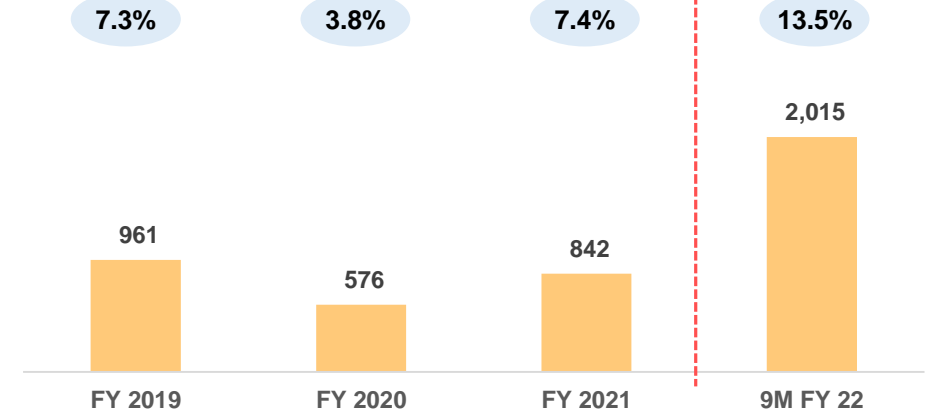
Financial Performance – DIL Consolidated



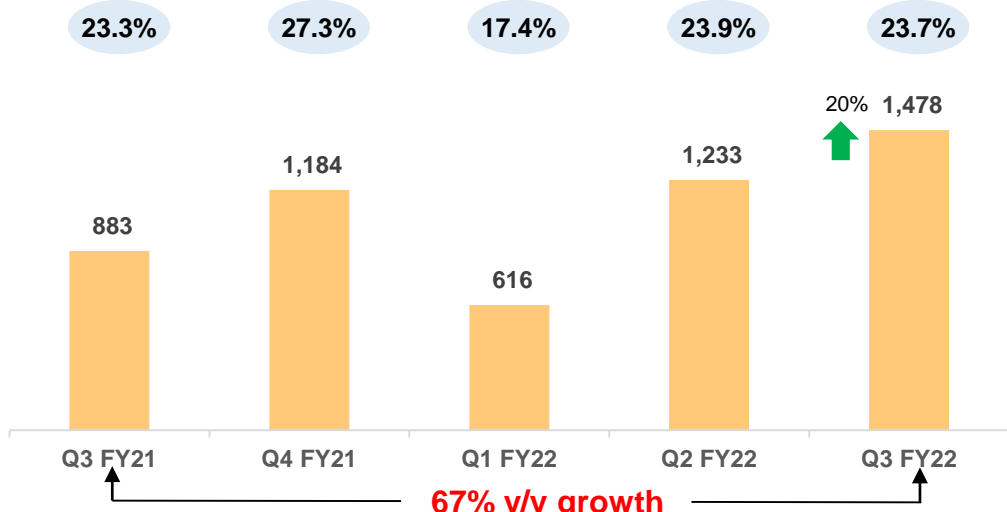
EBITDA (Pre-IndAS) - Quarterly



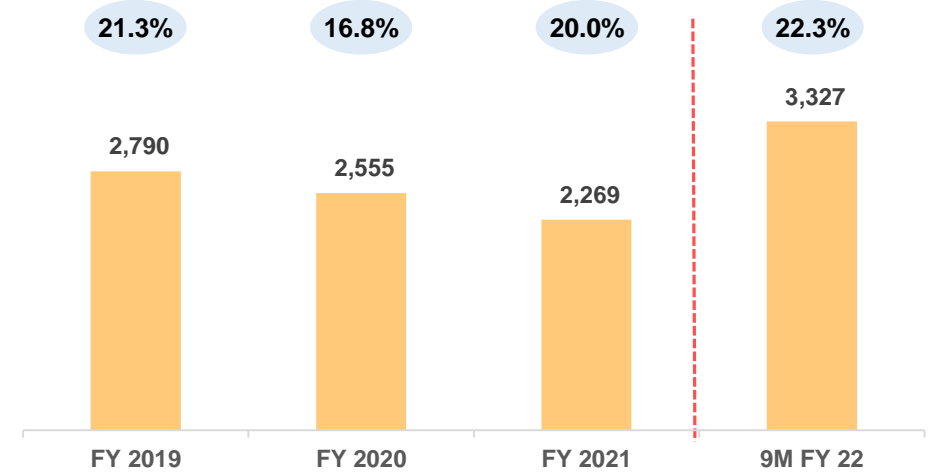
EBITDA (Pre-IndAS) - Annual



EBITDA (Post IndAS)* - Quarterly



EBITDA (Post IndAS)* - Annual

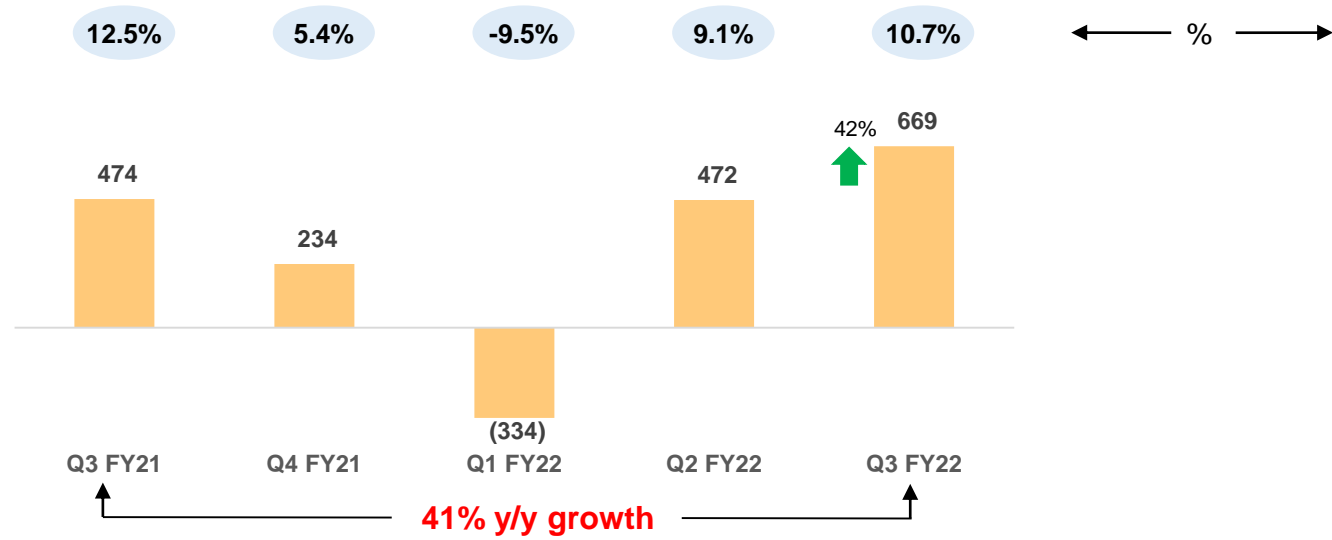


*Includes FX impact for International Business

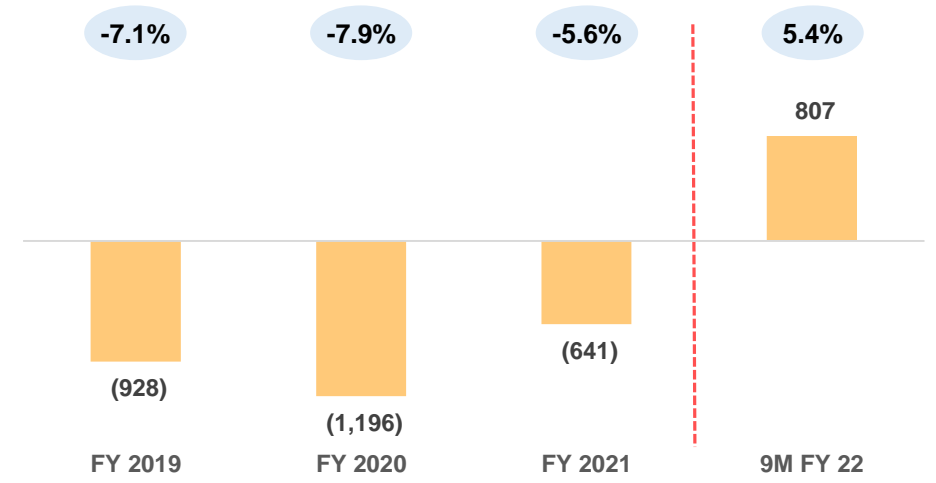
Financial Performance – DIL Consolidated



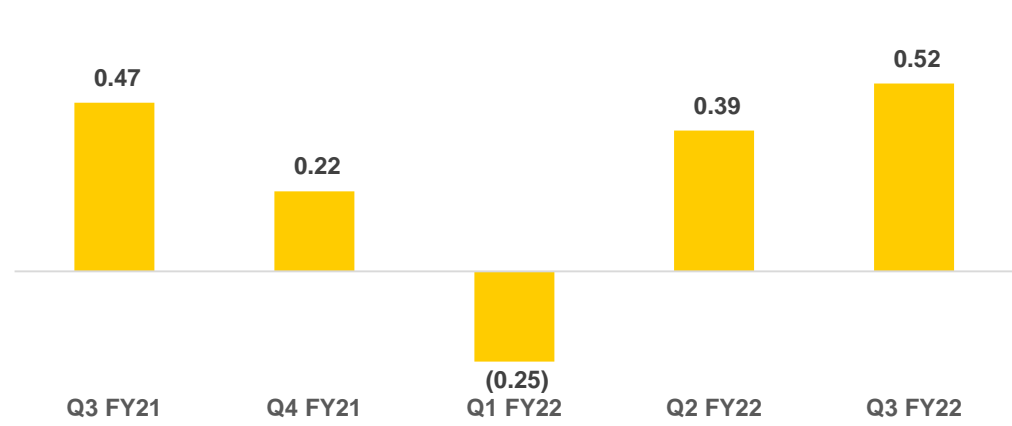
Profit Before Tax - Quarterly



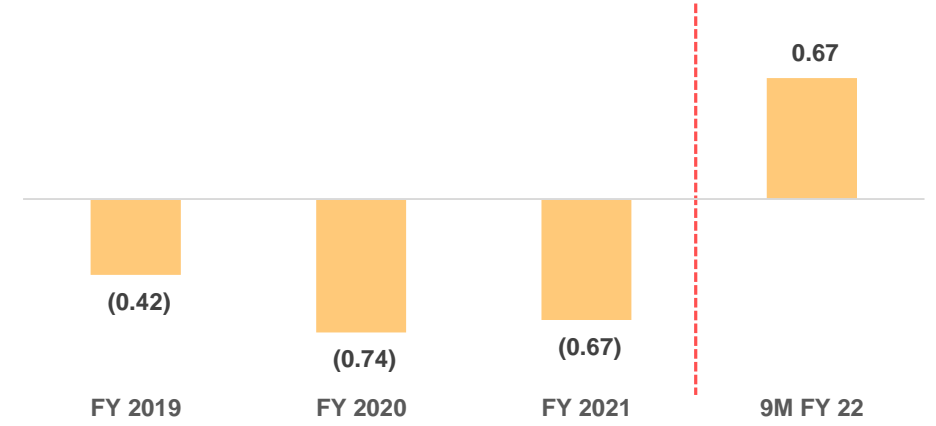
Profit Before Tax - Annual



Diluted EPS – Quarterly



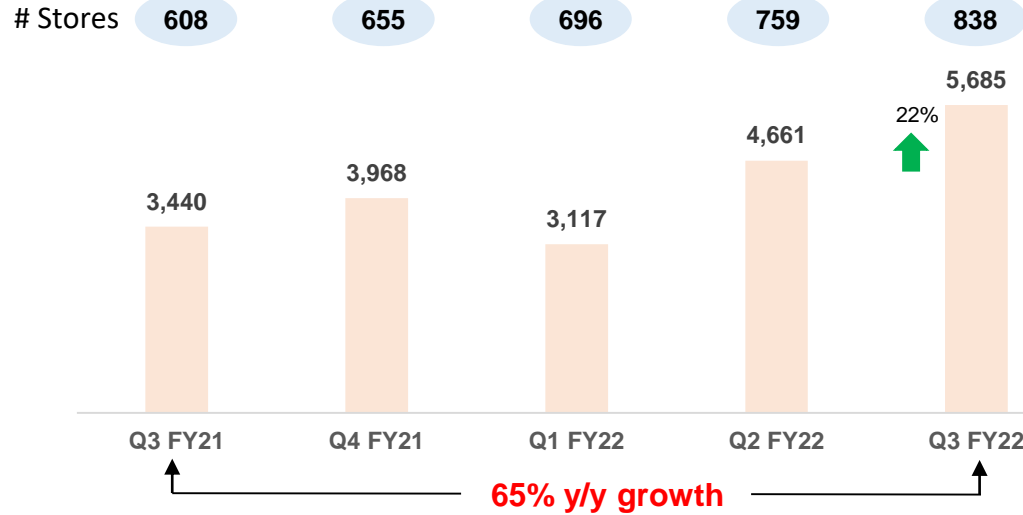
Diluted EPS – Annual



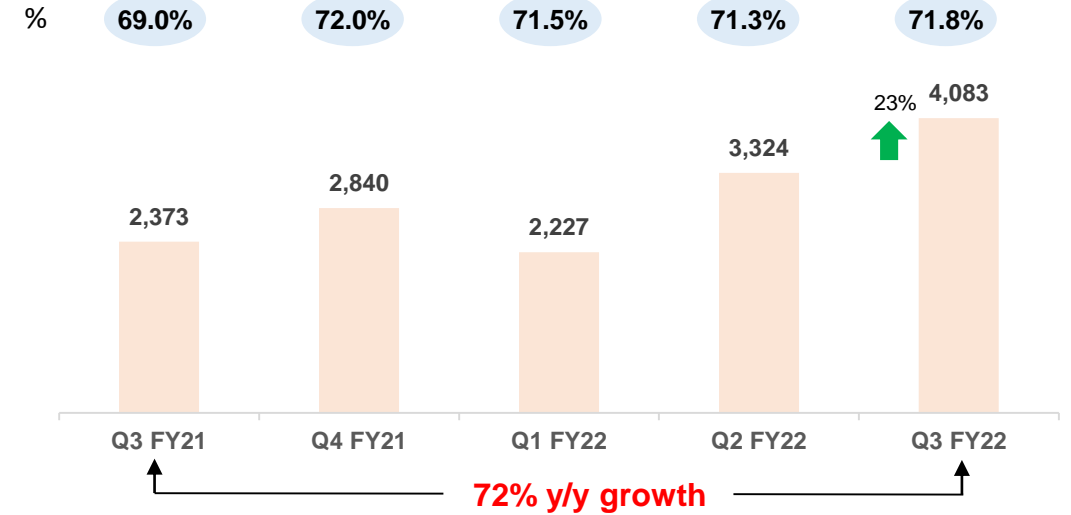
Performance Trend – DIL India



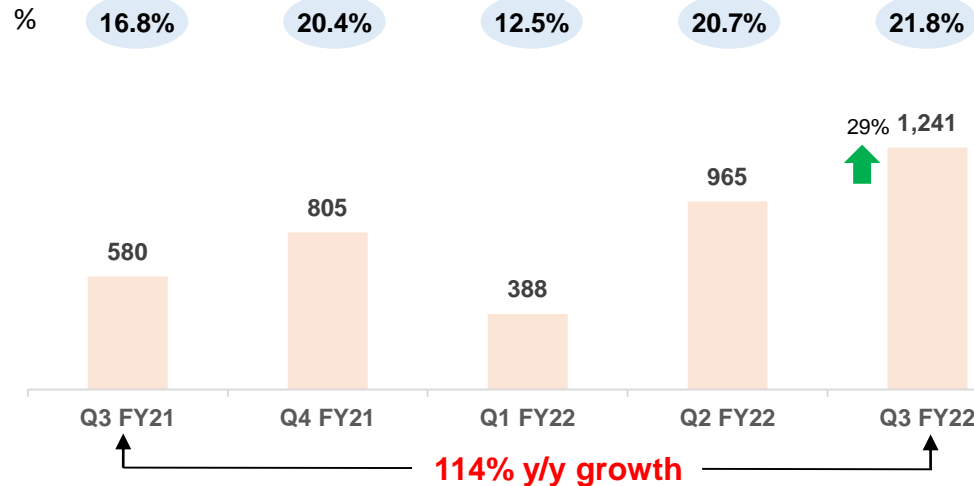
Revenue from Operations



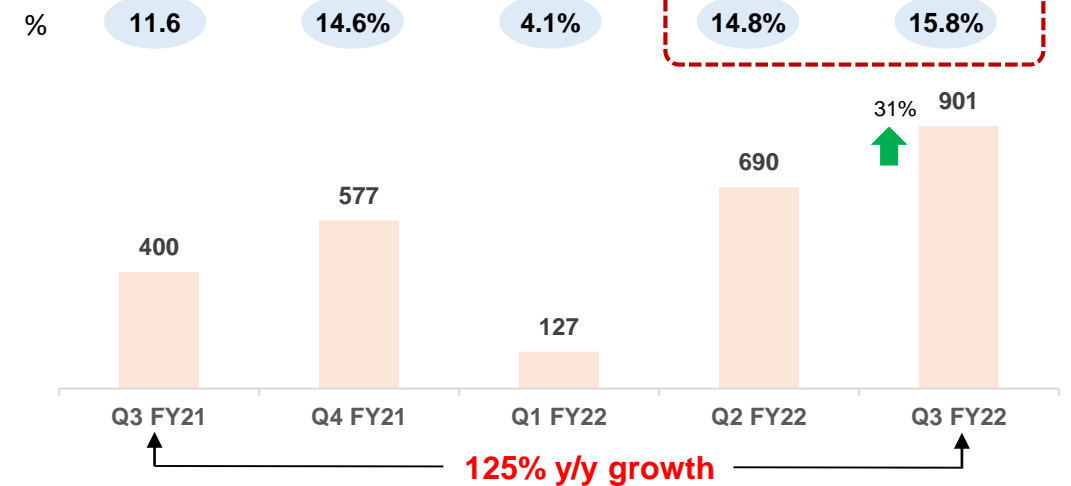
Gross Profit



Brand Contribution



EBITDA (Pre-IndAS 116)





Core Brands – KFC

Q3 Net New Stores - 30



BETTAH



GUWAHATI



NELLORE



TANUKU



GANGTOK



KACHIGUDA HD



VIP ROAD GUWAHATI



LUCKNOW



VATAKARA



VISHAKHAPATNAM

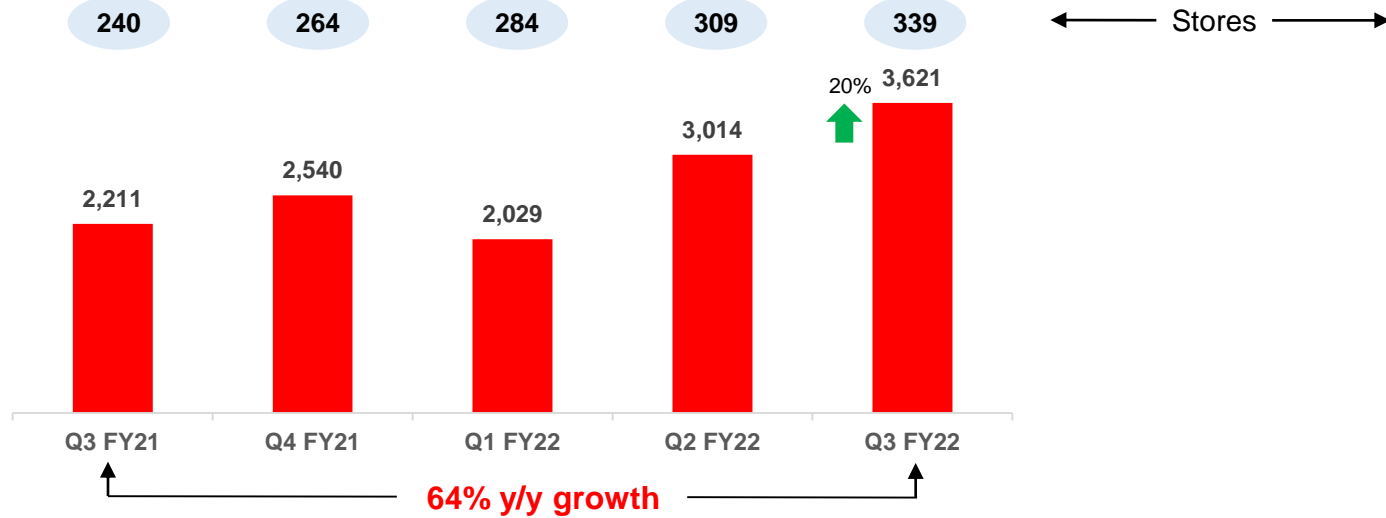


KOLKATA

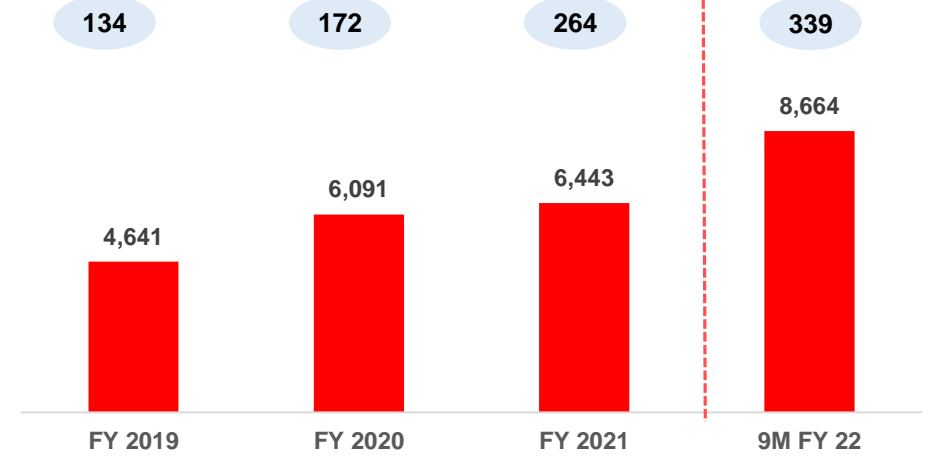
Business Performance – KFC



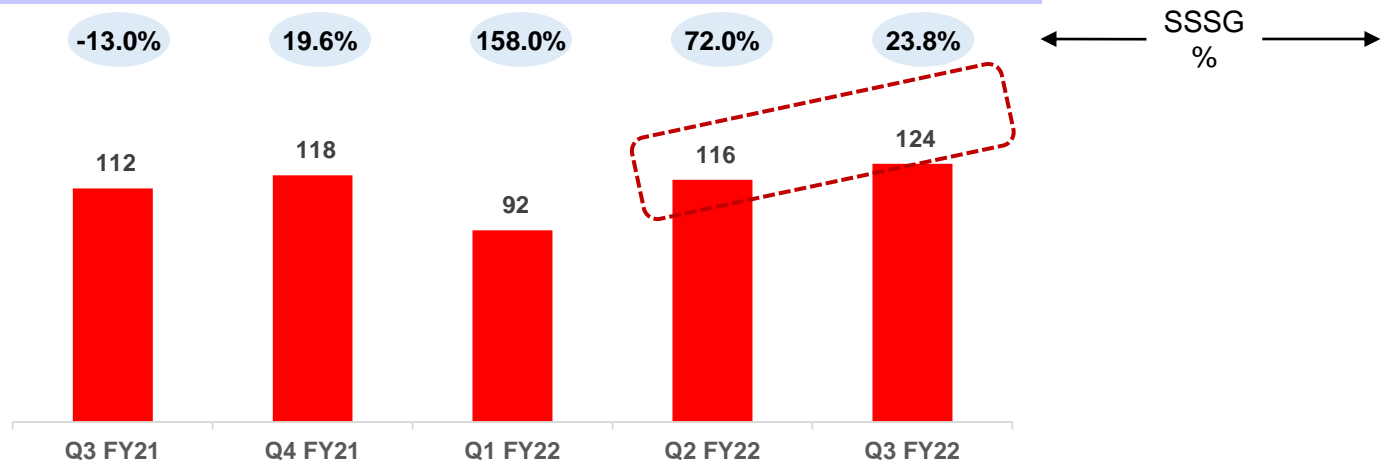
Revenue from Operations - Quarterly



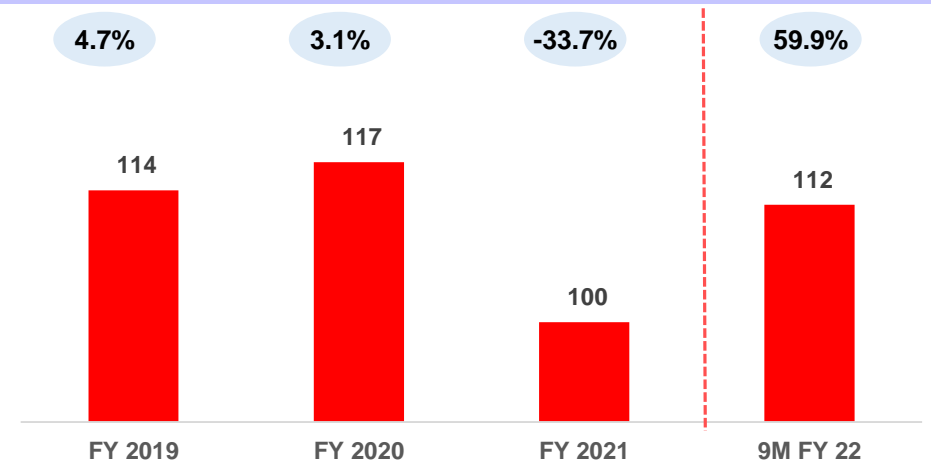
Revenue from Operations - Annual



ADS - Quarterly



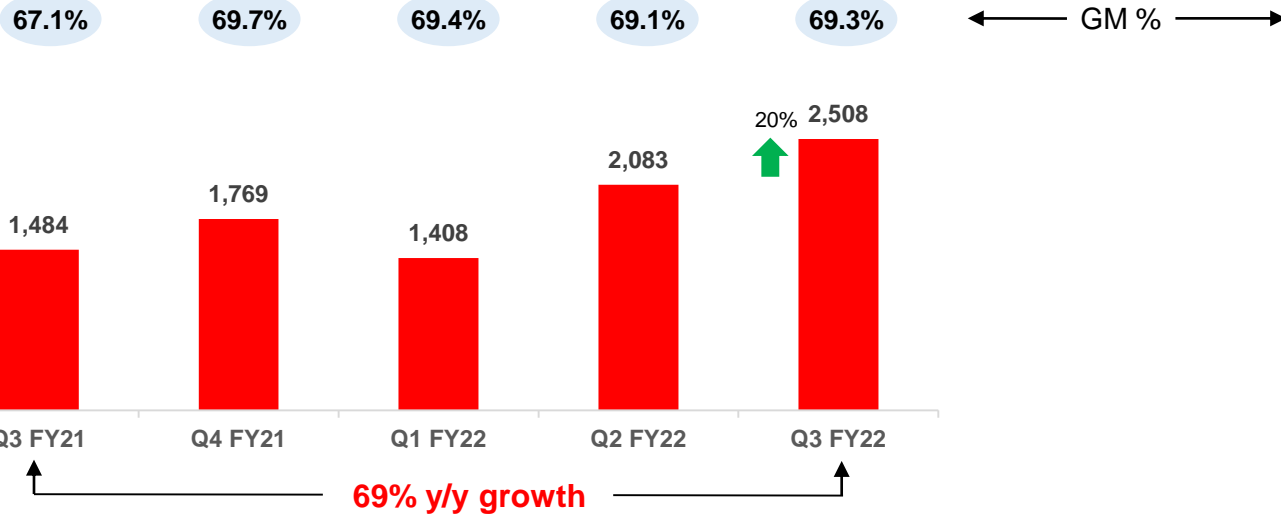
ADS - Annual



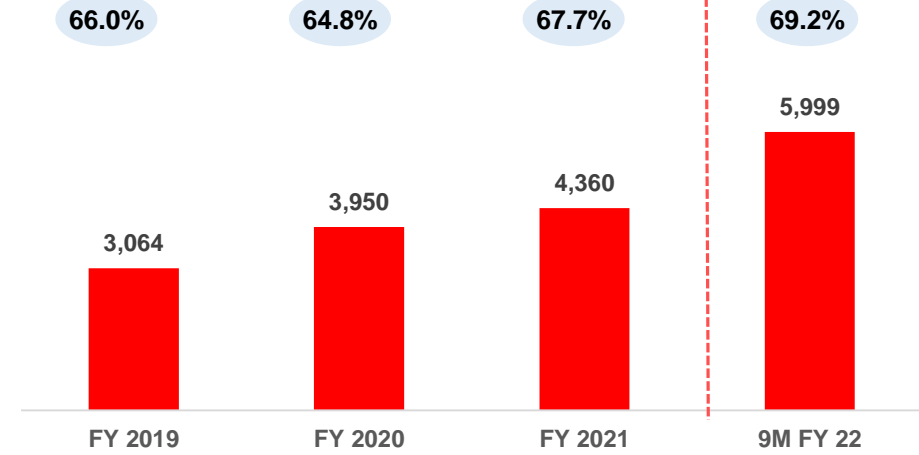
Financial Performance – KFC



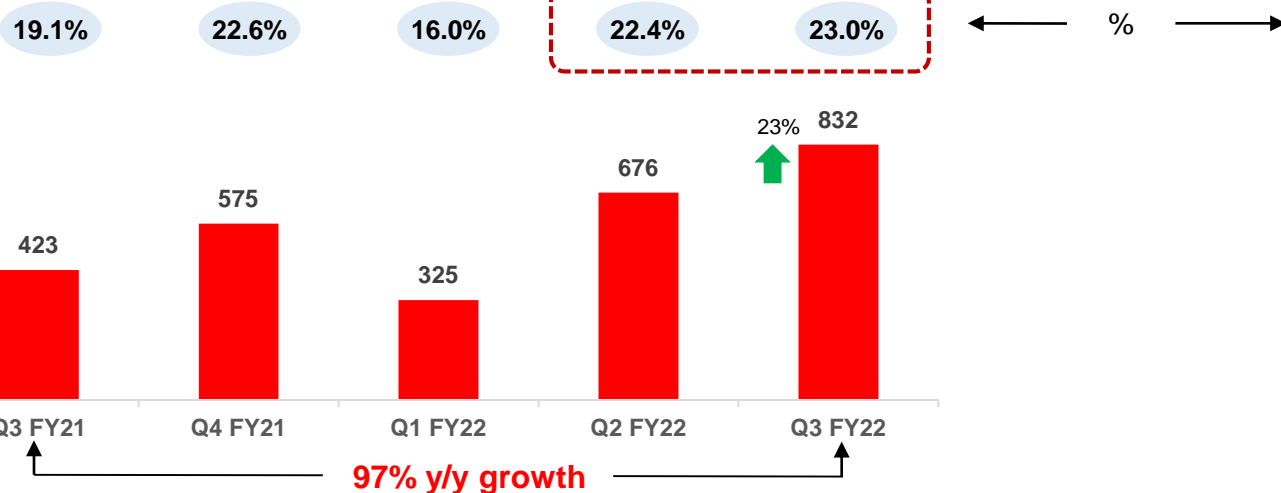
Gross Profit - Quarterly



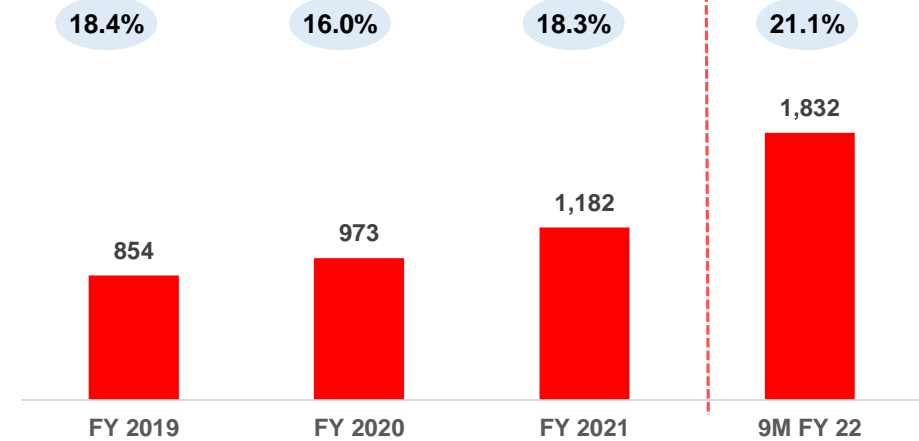
Gross Profit - Annual



Brand Contribution - Quarterly



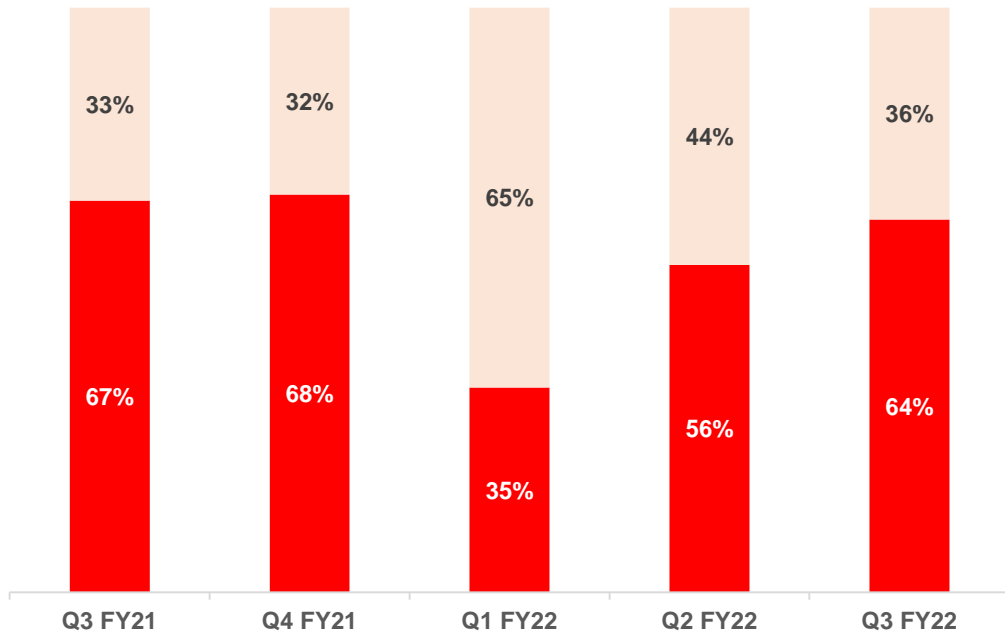
Brand Contribution - Annual



Channel wise Sales Mix - KFC

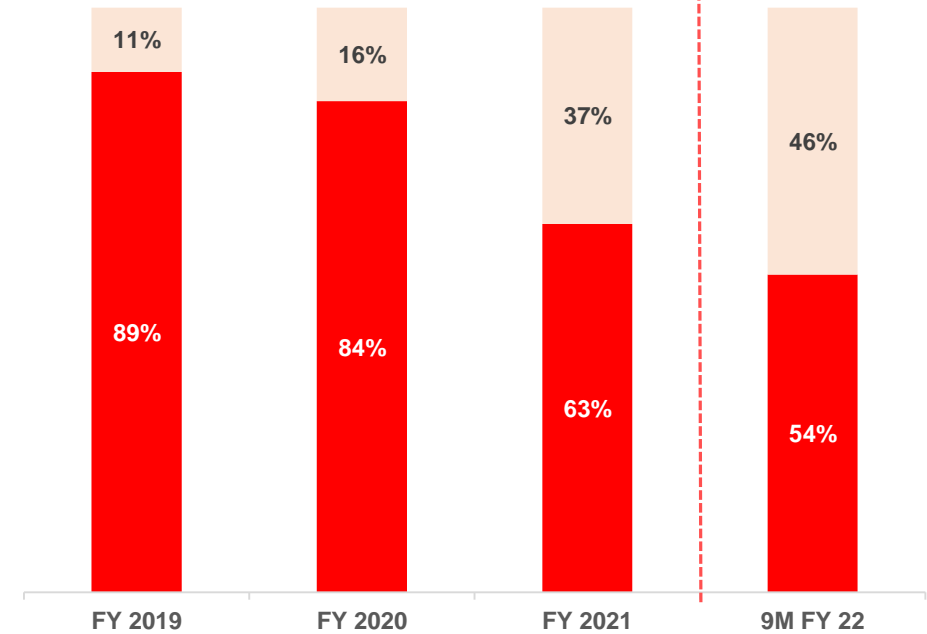


KFC Sales Mix - Quarterly



Off-Premise
 On-Premise

KFC Sales Mix - Annual



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

Brand Building Activities



jaspritb1

PICK UP
KFC Mumbai • ASAP

WELCOME TO KFC!

7 MIN EXPRESS PICKUP

TASTE AMAZE MILE TEZ

FREE CHICKEN

ORDER NOW

BROWSE CATEGORIES

0:07 / 0:37

KFC

DECEMBER fest

16 DEC - 4 JAN

4+4

4pc HOT & CRISPY

4pc STRIPS

6+6

6pc HOT & CRISPY

KFC's 4X SAFETY

OFFER ON 4+4 5+5 6+6

CHICKEN CONTAINS ADDED MONOSODIUM GLUTAMATE NOT RECOMMENDED FOR INFANTS BELOW 12 MONTHS AND PREGNANT WOMEN. PRODUCT IMAGES ARE ILLUSTRATIVE. T&Cs APPLY. Please refer to [HTTPS://ONLINE.KFC.CO.IN/OFFER-TERMS-CONDITIONS](https://online.kfc.co.in/offer-terms-conditions)

KITNA FAST CHAHIYE?

7 MIN EXPRESS PICKUP

Your chicken is hot & crispy. T&Cs apply for details visit www.kfc.co.in

DOWNLOAD NOW

CHICKEN CONTAINS ADDED MONOSODIUM GLUTAMATE NOT RECOMMENDED FOR INFANTS BELOW 12 MONTHS AND PREGNANT WOMEN. PRODUCT IMAGES ARE ILLUSTRATIVE. FREE CHICKEN IS HOT & CRISPY. T&Cs APPLY. Please refer to [HTTPS://ONLINE.KFC.CO.IN/OFFER-TERMS-CONDITIONS](https://online.kfc.co.in/offer-terms-conditions)



Core Brands – Pizza Hut

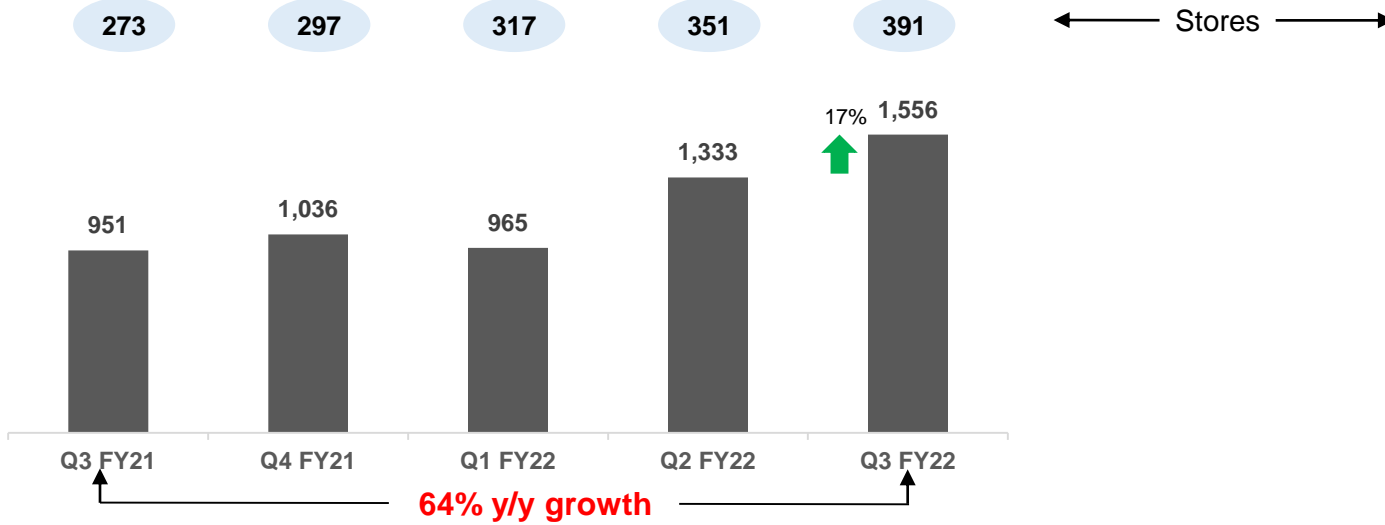
Q3 Net New Stores - 40



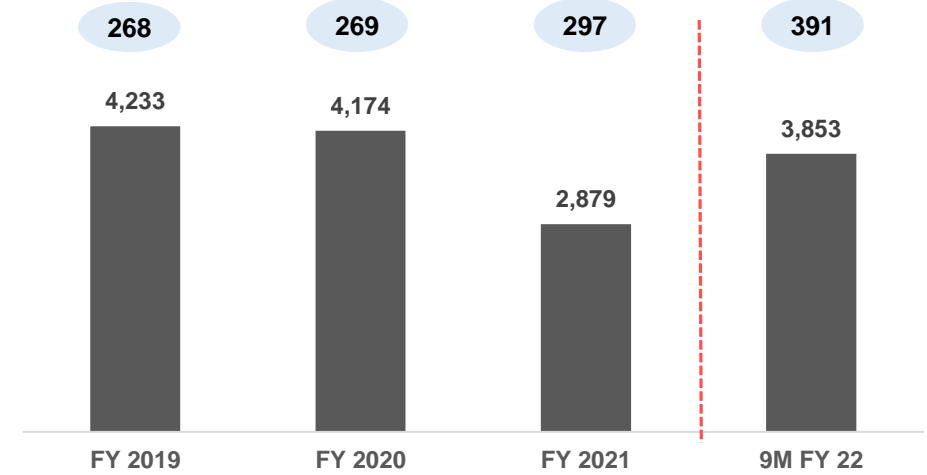
Business Performance – PH



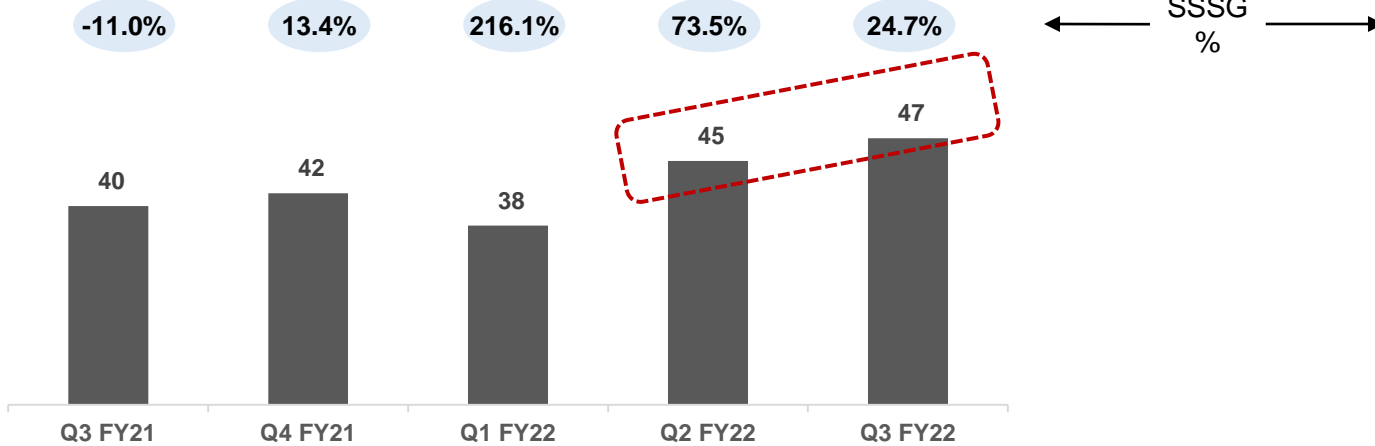
Revenue from Operations - Quarterly



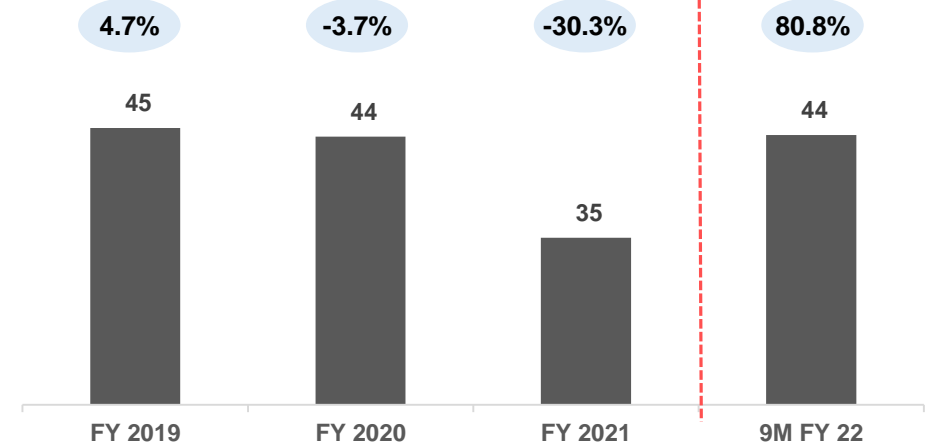
Revenue from Operations - Annual



ADS - Quarterly



ADS - Annual

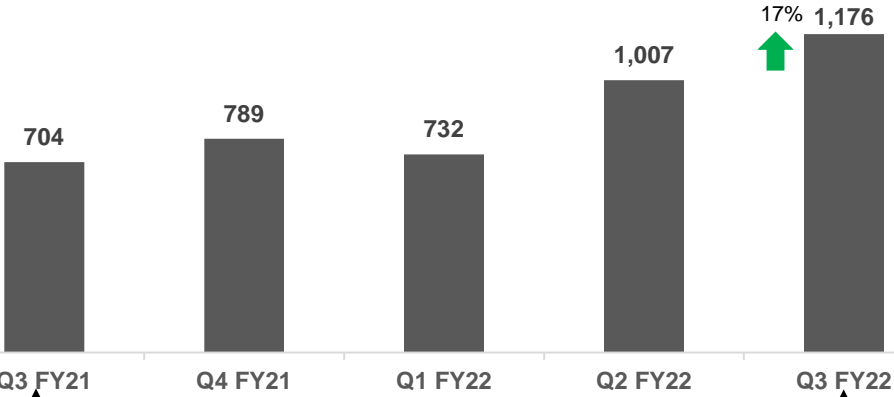


Financial Performance – PH



Gross Profit - Quarterly

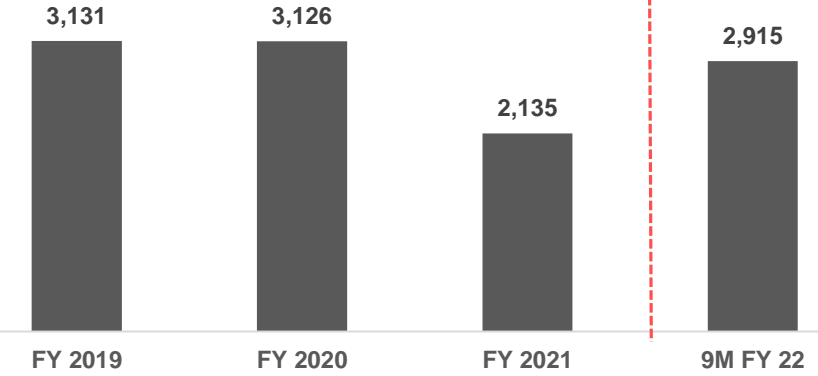
74.0% 76.2% 75.9% 75.5% 75.6%



67% y/y growth

Gross Profit - Annual

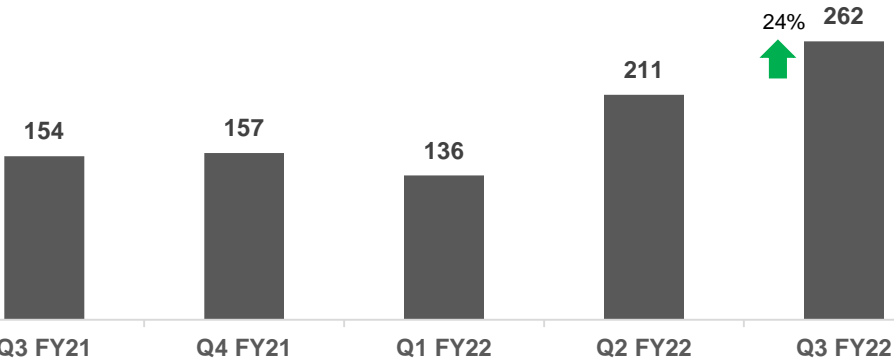
74.0% 74.9% 74.2% 75.6%



← GM % →

Brand Contribution - Quarterly

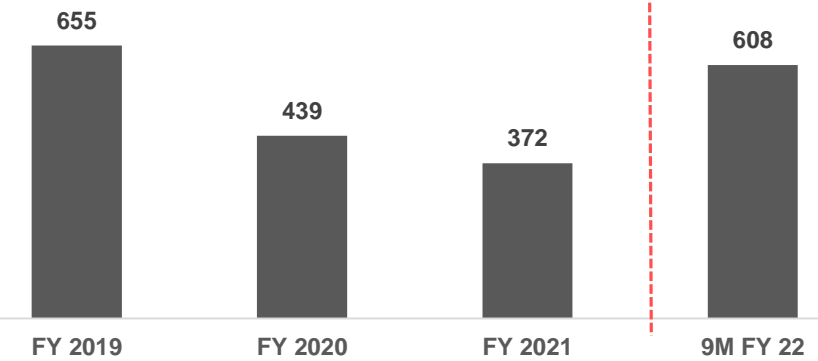
16.1% 15.1% 14.0% 15.8% 16.8%



70% y/y growth

Brand Contribution - Annual

15.5% 10.5% 12.9% 15.8%

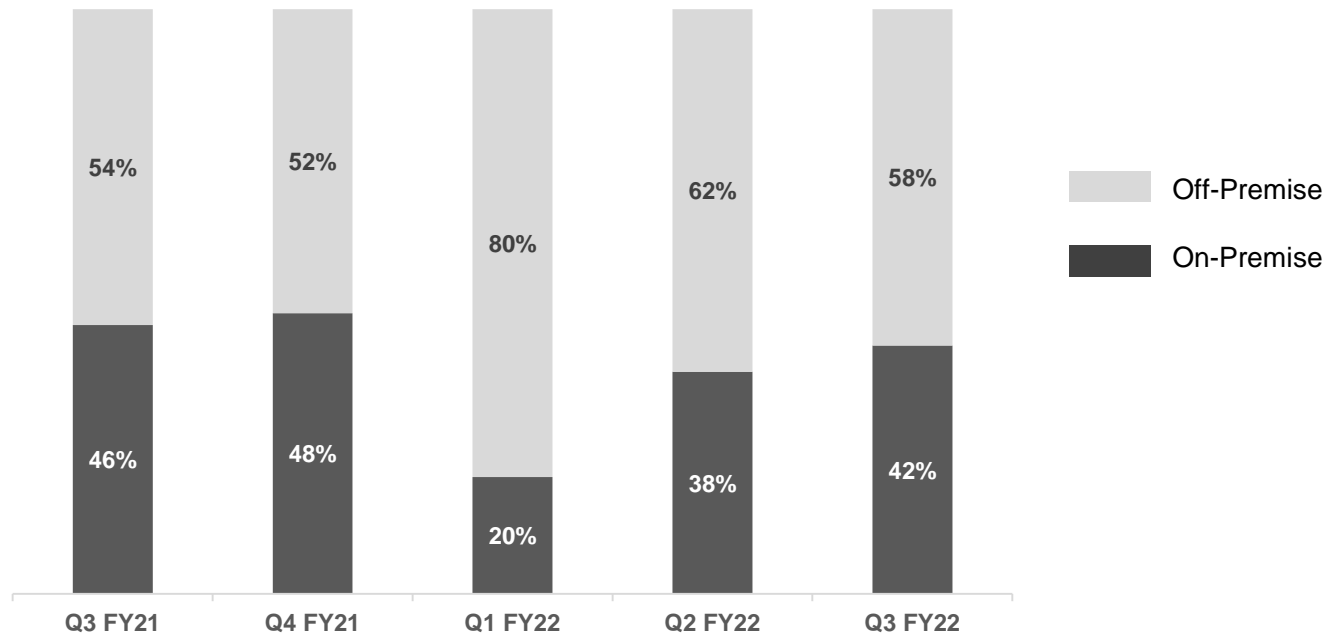


← % →

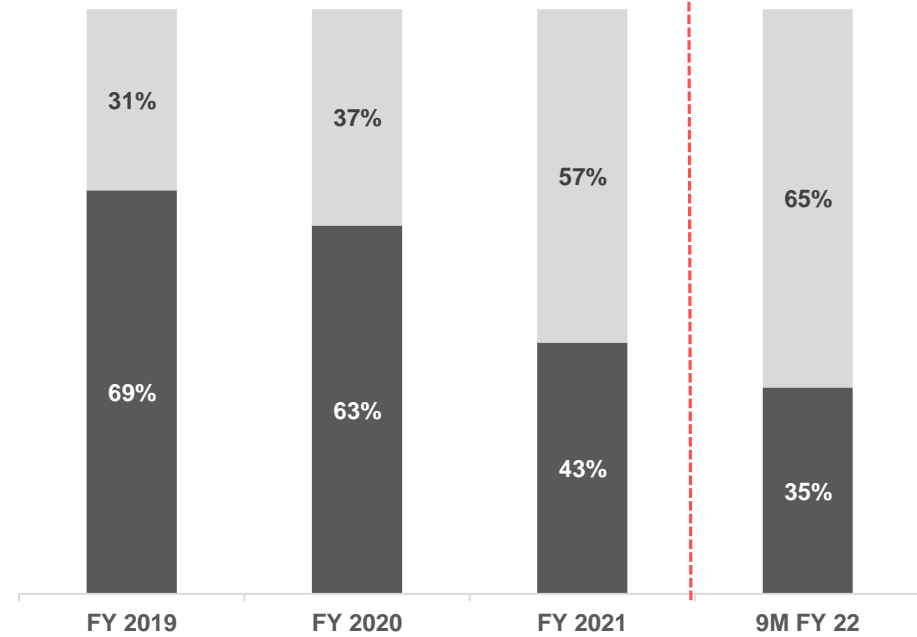
Channel wise Sales Mix - Evolving



PH Sales Mix - Quarterly



PH Sales Mix - Annual



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

Promotions/ New Products

DIL KHOL KE DELIVERING

CELEBRATE THE SEASON WITH A **HOT & MELTY CHEESE MAXX PIZZA**

STARTING AT JUST ₹195*

T&C apply* Photos are for illustration purpose, actual product may differ* Prices are exclusive of taxes.

ALL-NEW PAN PIZZA

Choose your toppings

<p>299 / 549</p> <ul style="list-style-type: none"> Veg Kebab Surprise Veg kebab, onion, green capsicum, tomato & mozzarella in the best crust Veggie Lover Onion, green capsicum, mushrooms, tomato & red paprika Double Pioneer Supreme Spicy pepper, tomato, onion, green capsicum & red paprika. ₹22 extra Veg Festive Red onion, baby corn, green capsicum, tomato & red paprika 369 / 599 Masai Chicken Tikka Supreme Chicken tikka, onion & red paprika 369 / 599 Italian Chicken Feast Chicken breast, onion, mushroom, green capsicum, tomato & red paprika 399 / 679 Chicken Tikka Supreme Chicken tikka, onion, mushroom, green capsicum, tomato & red paprika Triple Chicken Feast Chicken breast, onion, mushroom, green capsicum, tomato & red paprika 	<p>299 / 549</p> <ul style="list-style-type: none"> Farmer's Pick Herb onion, green capsicum, red paprika, tomato & mozzarella Fanfood Pioneer Spicy pepper, onion, green capsicum, tomato & red paprika Veggie Supreme Mushroom, green capsicum, black olives & tomato.com Country Feast Herb onion, green capsicum, tomato, onion & red paprika Chicken Pepper Crunch Herb onion, green capsicum, tomato & red paprika Chicken Tikka Chicken tikka, onion & red paprika Chicken Supreme Herb onion, mushroom, green capsicum, tomato & red paprika
---	---

Choose your crust

- KEBAB + CRUST** PER 66 MED 96
- CHEESE MAXX** SPICED ANY PANZAZZA PER 66 MED 96

DIL KHOL KE DELIVERING

A SLICE OF M_M_M_A + BINGE ON M_RAD_NA

= AN EPIC BINGE NIGHT

SOLVE THIS TO WIN* **AMAZON PAY VOUCHERS**

AMAZON ORIGINAL **MARADONA: BLESSED DREAM**
STREAMING NOW | amazon prime video

DIL KHOL KE DELIVERING

WHAT WAS MARADONA'S ICONIC JERSEY NUMBER?

a 10 b 11 c 8

AMAZON ORIGINAL **MARADONA: BLESSED DREAM**
STREAMING NOW | amazon prime video

BAKING NEWS!

WE DON'T JUST DELIVER. WE DELIVER **DIL KHOL KE.**

DIL KHOL KE TASTE **DIL KHOL KE DEALS** **DIL KHOL KE FEELS**

DIL KHOL KE DELIVERING

VISIT PIZZAHUT.CO.IN | DOWNLOAD APP

Pizza Hut is now dil khol ke delivering!

Watch later Share

Watch on **YouTube** PIZZA HUT WILL BE DIL KHOL KE DELIVERING



Core Brands – Costa Coffee

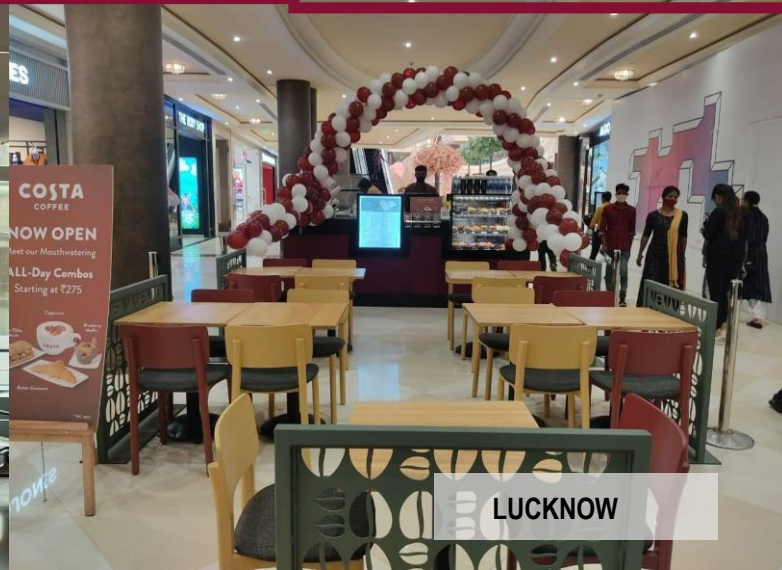
Q3 Net New Stores - 5



GURGAON



JAIPUR



LUCKNOW

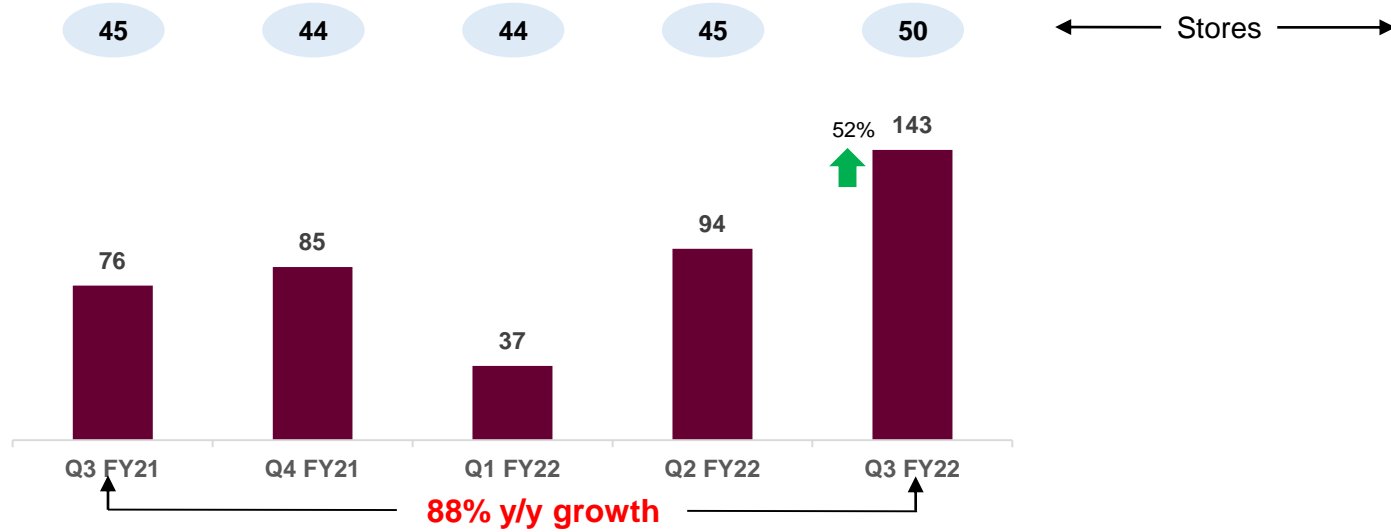


DELHI AIRPORT

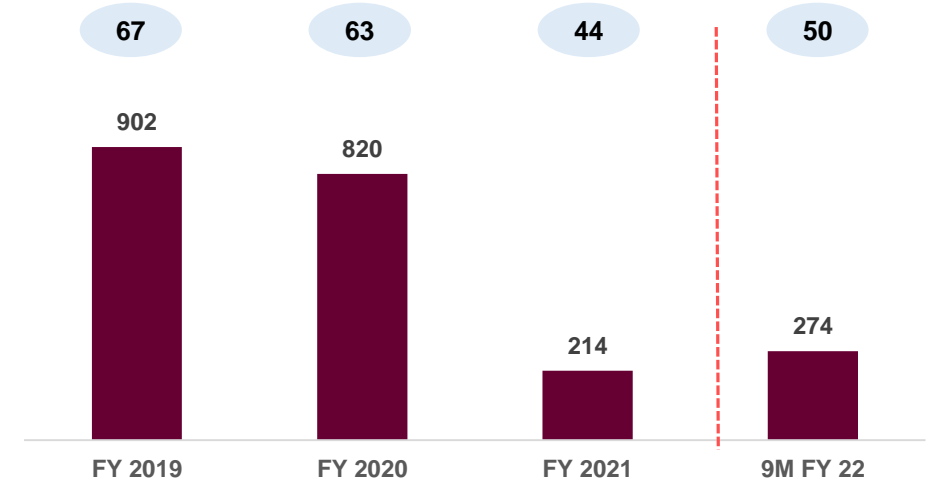
Business Performance – Costa



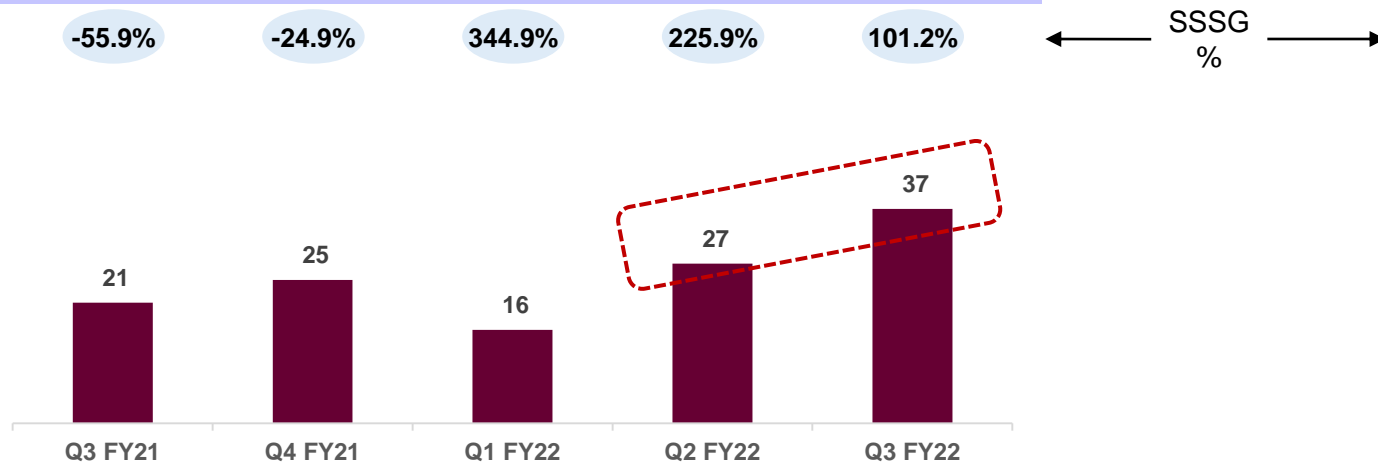
Revenue from Operations - Quarterly



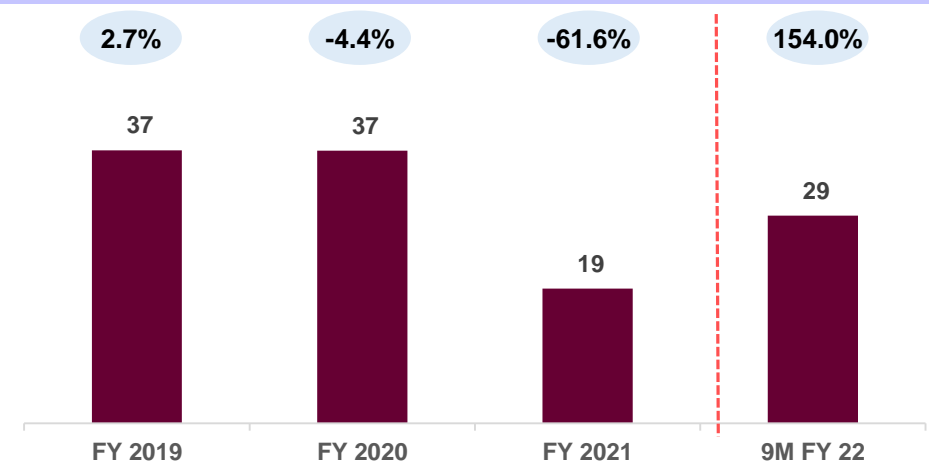
Revenue from Operations - Annual



ADS - Quarterly



ADS - Annual

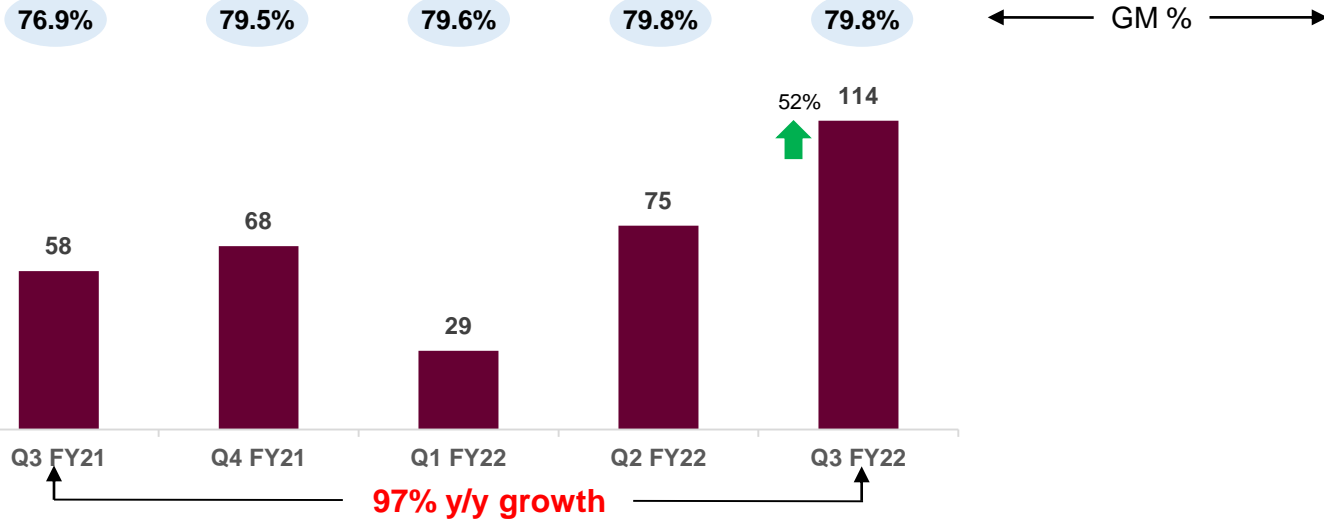


ADS: Average Daily sales in '000

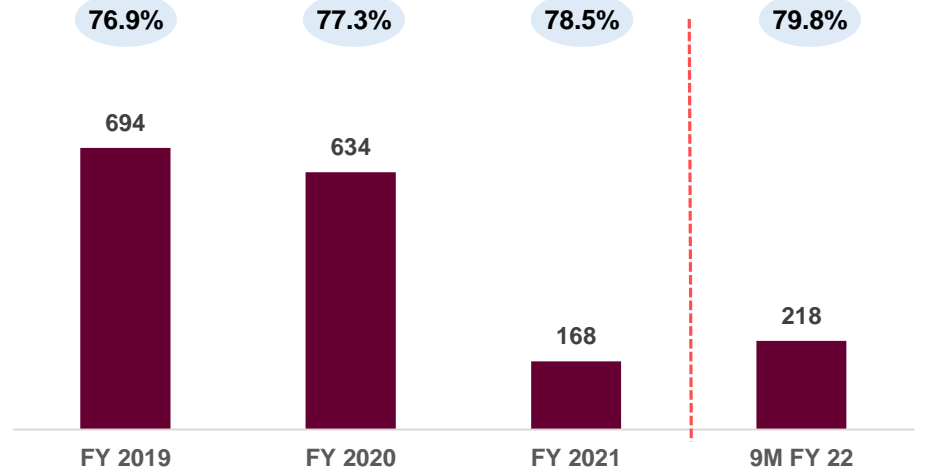
Financial Performance – Costa



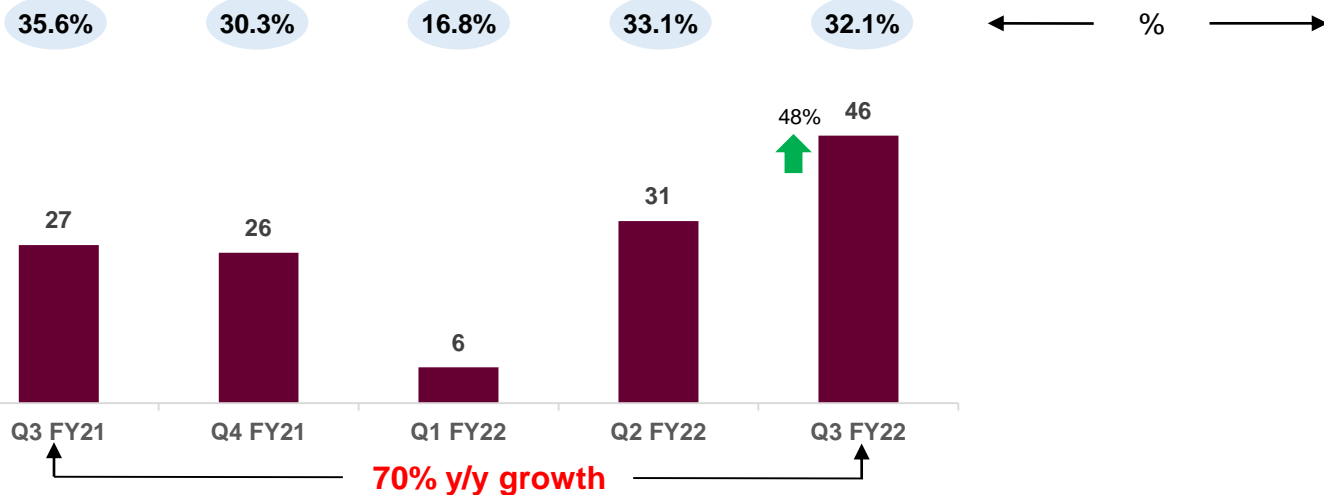
Gross Profit - Quarterly



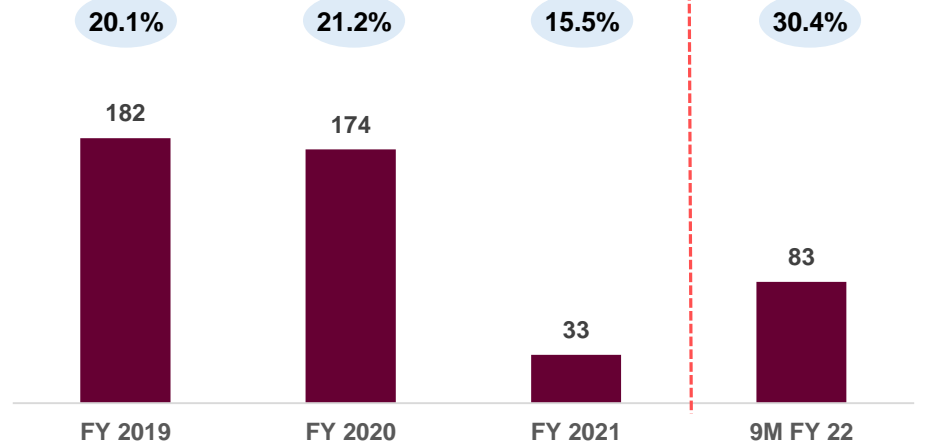
Gross Profit - Annual



Brand Contribution - Quarterly



Brand Contribution - Annual



Drink in the season

Tiramisu Latte

Tiramisu Frostino

Tiramisu Mocha

Scan QR code to bring Snowy to life

Perfect Pairings

Ask Barista for more combos with hot and cold coffee.

Cappuccino

with Paneer Tikka Sandwich ₹399
For 710 mg protein to Chicken Tikka Sandwich

with Blueberry Muffin ₹360

with Cramosa ₹299

*T&C Apply
*Combo option with Hot Coffee & 12oz Cold Coffee

COSTA COFFEE

Hello Bengaluru,
We are **NOW OPEN**

Enjoy Great Coffee & Conversations

First Floor, Bhartiya Mall

The perfect companion for all your travel plans

Now Brewing at Jaipur Airport

COSTA COFFEE

Nigeria 28 Stores



Nepal 18 Stores



	Q3 FY21	Q2 FY22	Q3 FY22
Exit Stores	36	44	46
Revenue from Operations	346	469	570
ADS (INR '000)	108	125	148



Summary Financials



Consolidated Profit & Loss Statement



Particulars (Rs. Million)	Q3 FY22	Q3 FY21	9M FY22	9M FY21
Revenue from Operations	6,244	3,791	14,933	7,017
Other Income	39	53	137	785
Total Income	6,283	3,844	15,070	7,802
Raw Material Cost	1,787	1,188	4,300	2,207
Gross Profit	4,457	2,603	10,632	4,811
<i>Gross Margin</i>	71.4%	68.7%	71.2%	68.6%
Employee benefits expense	728	424	1,859	1,051
Other expenses	2,251	1,296	5,446	2,608
Total Expenses	2,979	1,720	7,305	3,659
EBITDA	1,478	883	3,327	1,152
<i>EBITDA Margin</i>	23.7%	23.3%	22.3%	16.4%
Finance Costs	296	493	948	1,227
Depreciation & Amortization Expense	558	514	1,566	1,752
Impairment	-	(31)	(1)	453
Exceptional (Gain)/ Loss	(6)	(514)	14	(436)
Profit before Tax (PBT)	669	474	807	(1,058)
Tax Expense	9	2	15	(10)
Profit after Tax (PAT)*	660	472	792	(1,048)



Social Initiatives



Social Initiatives



Focus on Gender Diversity



All-women Costa store @Gurgaon 1st all-women PH store @Gangtok
Total 19 all-women stores across portfolio

EACH FOR EQUAL

Best Workplaces™

for Women

Great Place To Work®

INDIA 2020

Equal Opportunities for ALL

Differently Equally Aabled



Total 13 operated by differently equally aabled



Ecosystem development



KFC India marks World Braille Day

The 52nd edition of International Film Festival of India, Goa (IFFI) celebrated 75 years of India's Independence, its diversity and evolution of Indian Cinema, with their theme 'India 75'. In this Azadi Ka Amrit Mahotsav, the rich culture and heritage of the country was viewed through the colourful and boundary less kaleidoscope of Indian cinema. Zee Entertainment Enterprises Ltd., the leading Content Company bringing world class entertainment to its audiences, firmly believes in sharing the enchanting stories from the innermost regions of our country and is proud to associates with the 52nd edition of IFFI Goa as they pay a special tribute to this ever-diverse Indian Cinema. The audience can be a part of these festivities and star-studded celebrations as ZEE simulcasts the ceremonies on Zee Cinema and Zee TV, in collaboration with Zee Live on 2nd January 2022 at 8pm. The evening, hosted by Karan Johar and Manish Paul, witnessed magnificent performances by the biggest stars of Indian Cinema. Be it Salman Khan's blockbuster performance celebrating the spirit of India, the energetic Ranveer Singh showcasing a tribute to different iconic eras of Indian Cinema, Riteish and Genelia Deshmukh representing strong Maharashtrian culture and its cinema



Provides Braille-enabled menus across restaurants



through their heart winning dance performance, viewers will be in for a visual treat. Swaroop Banerjee, Chief Business Officer, Zee Live said, "An association with IFFI Goa (International Film Festival of India), one of the most significant film festivals in Asia, has been indeed a matter of honour and pride for us. As the 52nd edition of IFFI Goa celebrated 75 years of Independence and showcased beauty of Indian Culture and the Regional Indian Cinema, it is of utmost importance that we amplify and share the festivities. Through our unparalleled reach across the country, we will be bringing the splendour of Indian cinema and performances by finest artists of the industry to the television viewing audience, while guaranteeing a safe viewing experience for all. As we believe that cinema is an important source of entertainment, we will continue to entertain our audiences through many such successful associations with IFFI Goa in the future."

KFC initiative on World Braille Day

BUCKETS (SERVES 2)

8pc STRIPS ₹299

4pc HOT & CRISPY ₹349

SHOXY LEG PEECE ₹379


Devyani International's Q3 & 9M FY22 Conference Call on Friday, February 04, 2022 at 4:00 PM IST

Devyani International Limited (DIL), a multi-dimensional comprehensive QSR player in India, will host a conference call for investors and analysts on **Friday, February 04, 2022 at 4:00 PM IST** to discuss its results and developments for the quarter and nine months ended December 31, 2021. The results will be announced earlier the same day.

The senior management of the Company will be present to address the call.

Details of the conference call are as follows:

Please dial the below number 5-10 minutes prior to the scheduled start to ensure that you are connected to the call-in time

Timing	:	Friday, February 04, 2022, at 4:00 PM IST
Conference Dial-In Primary Number	:	+91 22 6280 1141 / +91 22 7115 8042
<u>Toll Free Numbers</u>		
Hong Kong Local Access Number	:	800 964 448
Singapore Local Access Number	:	800 101 2045
UK Local Access Number	:	0 808 101 1573
USA Local Access Number	:	1 866 746 2133
Pre-Registration	:	<p><i>To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link:</i></p> <p> Click here to ExpressJoin the Call</p>

About Us



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 884 stores across more than 200 cities in India, Nigeria and Nepal, as of December 31, 2021. 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 50,000 restaurants in over 150 countries, as of December 31, 2020.

Founded in London by Italian brothers Sergio and Bruno Costa in 1971, Costa Coffee is present in 41 countries around the world, with over 2,800+ coffee shops in the UK&I and 1,100+ globally.

Please visit www.dil-rjcorp.com for more information. You may also reach out to:

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DEVYANI
INTERNATIONAL LIMITED



Thank You!

