



Date: 6th February 2025

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 nine months ended 31st December 2024.

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

Request you to kindly take the same on record.

Thanking you,

For Sapphire Foods India Limited



Sachin Dudam
Company Secretary and Compliance Officer

Encl.: As above



Sapphire Foods delivered a healthy quarter with double-digit revenue growth, double-digit Adj. EBITDA growth and double-digit Adj. EBITDA Margin%

54 Stores	₹Mn 7,550	10.7%	18.5%	1.7%
New Stores	Revenue	Adj. EBITDA%	EBITDA%	PAT%
963 Total Stores	↑ 14% YoY%	↑ 12% YoY%	↑ 14% YoY%	↑ 29% YoY%

- Sapphire Foods delivered a healthy quarter with double digit revenue growth (₹7550 Mn, 14% growth), double digit Adj. EBITDA growth (₹ 811 Mn, 12% growth) and double digit Adj. EBITDA Margin % (10.7%). All 3 business verticals (KFC India, Pizza Hut India & Sri Lanka) delivered double digit revenue growth.
- In Q3 FY25 we added 54 restaurants (35 KFC, 16 Pizza Hut in India & 4 Pizza Hut, 1Taco Bell in Sri Lanka, 2 closures in Maldives). Sapphire Foods total restaurant count is 963 as on 31st Dec 24.
- Consol Rest. EBITDA increased by 9% YoY, and margin was at 15.4% (↓ 60 bps)
- Consol EBITDA (₹ 1,398 Mn, 18.5%) increased YoY by 14% (↑ 10 bps)
- Consol PAT (₹127 Mn, 1.7%) | Consol Adj. PAT (₹ 194 Mn, 2.6%)

* Restaurant EBITDA% is before Ind-AS 116 adjustments

- Sapphire KFC SSSG trajectory (-3%) improved vs previous 2 quarters with SSTG largely remaining flat, driven by the focus on value offers on core products. Rest. Sales grew by 12% and Rest. EBITDA margin came at 18.2% (↓ 190 bps YoY due to operating deleverage). As mentioned previously, our recipe for SSSG revival revolves around increasing occasions of consumption through value on core products, product innovations (Chicken Rolls variants, Zinger Burger variants, Snackers) and focus on day parts (lunch, late night, Wednesdays).
- Sapphire Pizza Hut delivered SSSG of 5% with Average Daily Sales (ADS ₹48K) remaining stable in line with previous 2 quarters. Rest. Sales increased by 10% YoY and Rest. EBITDA was 4.7% (↑ 10 bps) post additional marketing spends. We continue to back the brand with increased marketing investments behind product innovations.
- Sri Lanka business delivered a very strong quarter with double digit SSSG (14% LKR) & SSSTG growth with Rest. EBITDA at 17.8% (↑ 360 bps YoY). Restaurant Sales grew by 15% in LKR (30% in ₹ terms). Our relentless focus on operations, product innovation and value strategy has helped deliver superior performance on both revenue and profits.
- All 4 restaurants in Maldives have been closed between Nov'24 to Jan'25.

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 Dec 31, 2024, we own and operate 496 KFC and 339 Pizza Hut restaurants in India, 116 Pizza Hut and 10 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.vogabe.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 downturn 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

Q3 AND 9M FY25 BUSINESS PERFORMANCE

FEB'2025



SAFE HARBOR



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

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THE SAPPHIRE STORY



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**



Q3 AND 9M FY25

CONSOLIDATED FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS

Q3 FY25



- Sapphire Foods delivered a healthy quarter with double digit revenue growth (₹7550 Mn, 14% growth), double digit Adj. EBITDA growth (₹ 811 Mn, 12% growth) and double digit Adj. EBITDA Margin % (10.7%). All 3 business verticals (KFC India, Pizza Hut India & Sri Lanka) delivered double digit revenue growth.
- In Q3 FY25 we added 54 restaurants (35 KFC, 16 Pizza Hut in India & 4 Pizza Hut, 1Taco Bell in Sri Lanka, 2 closures in Maldives). Sapphire Foods total restaurant count is 963 as on 31st Dec 24.
- Consol Rest. EBITDA increased by 9% YoY, and margin was at 15.4% (↓ 60 bps)
- Consol EBITDA (₹ 1,398 Mn, 18.5%) increased YoY by 14% (↑ 10 bps)
- Consol PAT (₹127 Mn, 1.7%) | Consol Adj. PAT (₹ 194 Mn, 2.6%)
- Sapphire KFC SSSG trajectory (-3%) improved vs previous 2 quarters with SSTG largely remaining flat, driven by the focus on value offers on core products. Rest. Sales grew by 12% and Rest. EBITDA margin came at 18.2% (↓ 190 bps YoY due to operating deleverage). As mentioned previously, our recipe for SSSG revival revolves around increasing occasions of consumption through value on core products, product innovations (Chicken Rolls variants, Zinger Burger variants, Snackers) and focus on day parts (lunch, late night, Wednesdays).
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- All 4 restaurants in Maldives have been closed between Nov'24 to Jan'25.

SUMMARY CONSOLIDATED FINANCIALS

Q3 & 9M FY25



Particulars	Q3 FY25	Q3 FY24	Change YoY	9M FY25	9M FY24	Change YoY	FY24
Restaurant Sales ₹ mn	7,550	6,643	▲ 14%	21,655	19,582	▲ 11%	25,880
Adj. EBITDA ₹ mn	811	722	▲ 12%	2,109	2,172	▼ -3%	2,717
%	10.7%	10.9%	▼ -20 bps	9.7%	11.1%	▼ -140 bps	10.5%
EBITDA ₹ mn	1,398	1,225	▲ 14%	3,792	3,615	▲ 5%	4,717
%	18.5%	18.4%	▲ 10 bps	17.5%	18.5%	▼ -100 bps	18.2%
Adj. PBT ₹ mn *	255	256	▼ 0%	637	973	▼ -35%	1,057
%	3.4%	3.8%	▼ -40 bps	2.9%	5.0%	▼ -210 bps	4.1%
PBT ₹ mn *	168	141	▲ 20%	340	691	▼ -51%	699
%	2.2%	2.1%	▲ 10 bps	1.6%	3.5%	▼ -190 bps	2.7%
Restaurant Additions	54	36		91	107		129

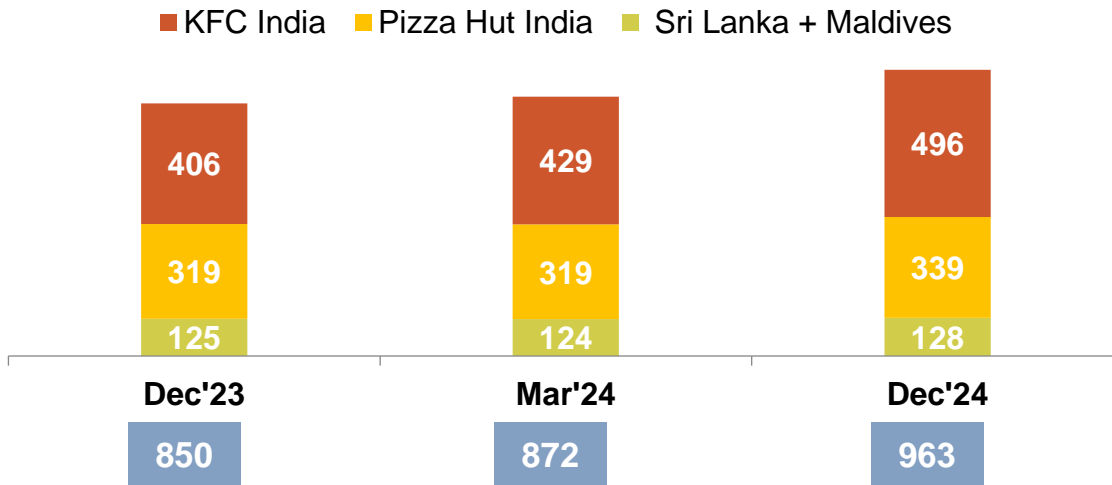
#Adj. EBITDA and Adj. PAT is before Ind-AS 116 adjustments

* Adj. PBT & PBT of 9M FY25 are before the exceptional items of ₹114 Mn

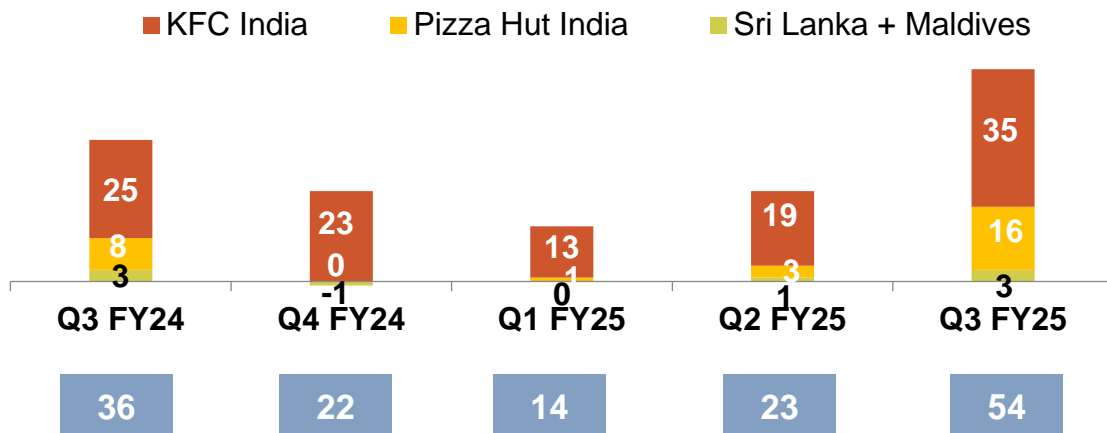
SAPPHIRE FOODS CURRENT PRESENCE



RESTAURANT COUNT

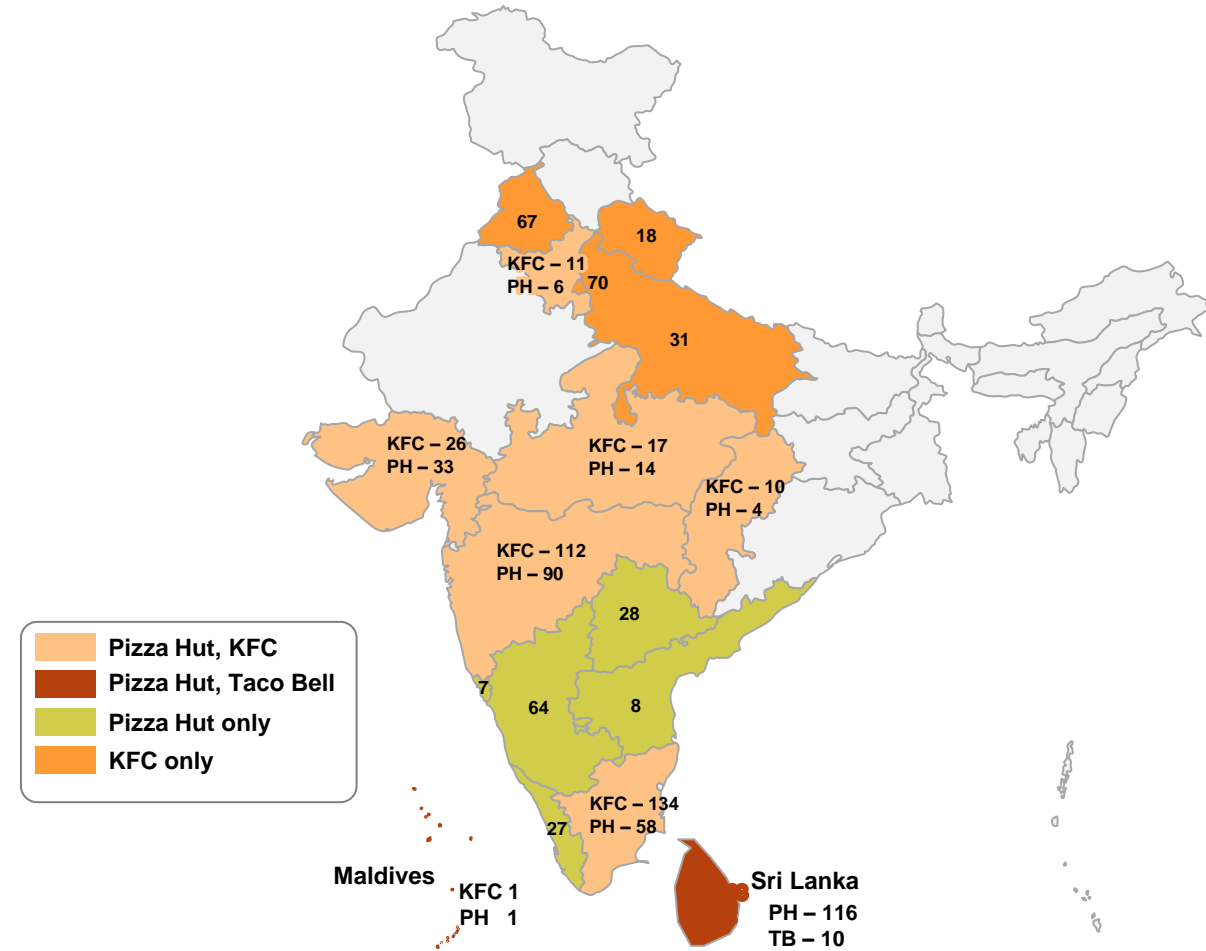


RESTAURANT ADDITION



Sri Lanka + Maldives includes 2 restaurants in Maldives which have been closed in Jan'25

RESTAURANT DISTRIBUTION ACROSS INDIAN SUBCONTINENT

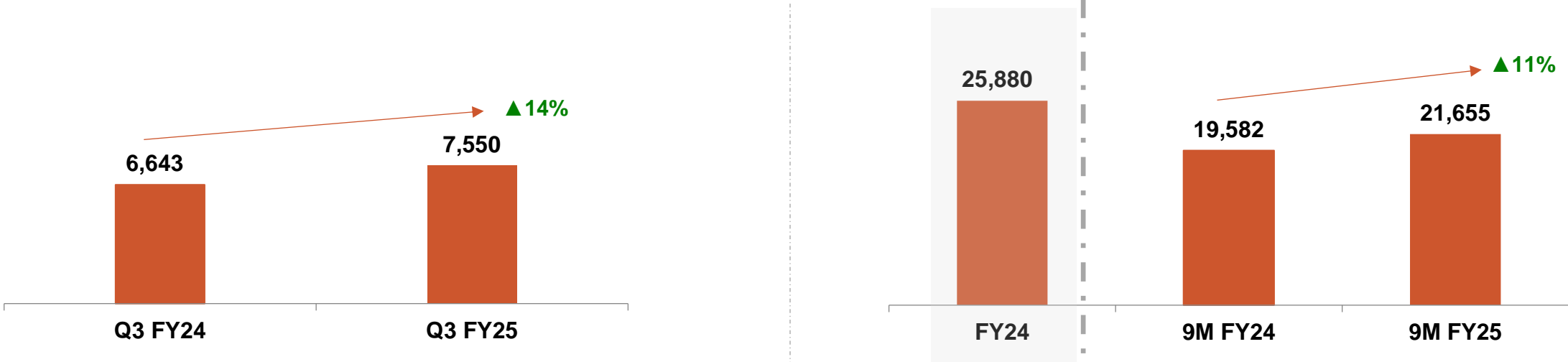


FINANCIAL HIGHLIGHTS

Q3 & 9M FY25



CONSOLIDATED RESTAURANT SALES (₹ MN)



INDIA RESTAURANT SALES (₹ MN)

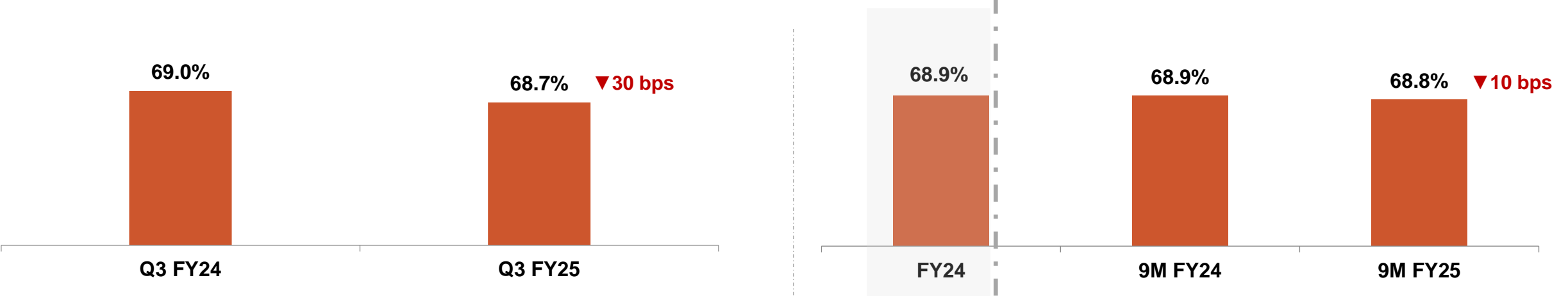


FINANCIAL HIGHLIGHTS

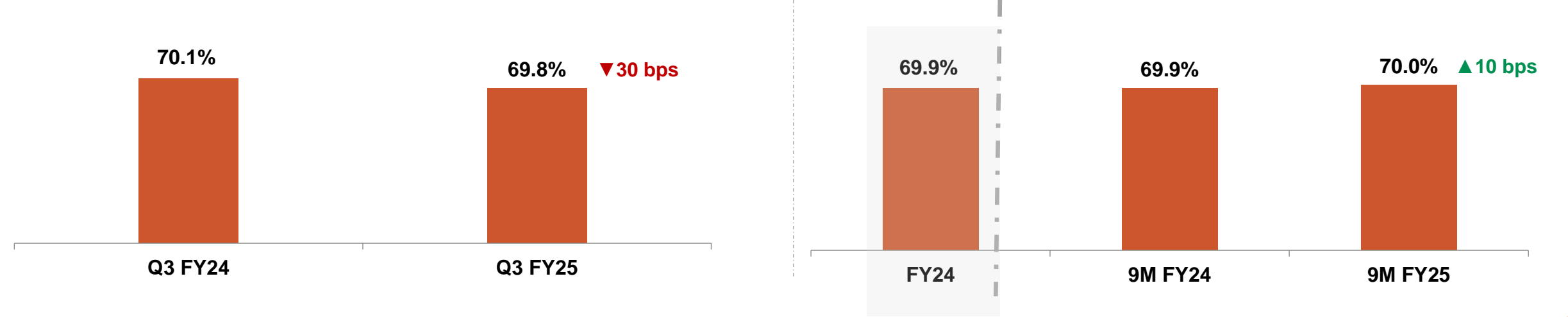
Q3 & 9M FY25



CONSOLIDATED GROSS MARGIN (%)



INDIA GROSS MARGIN (%)

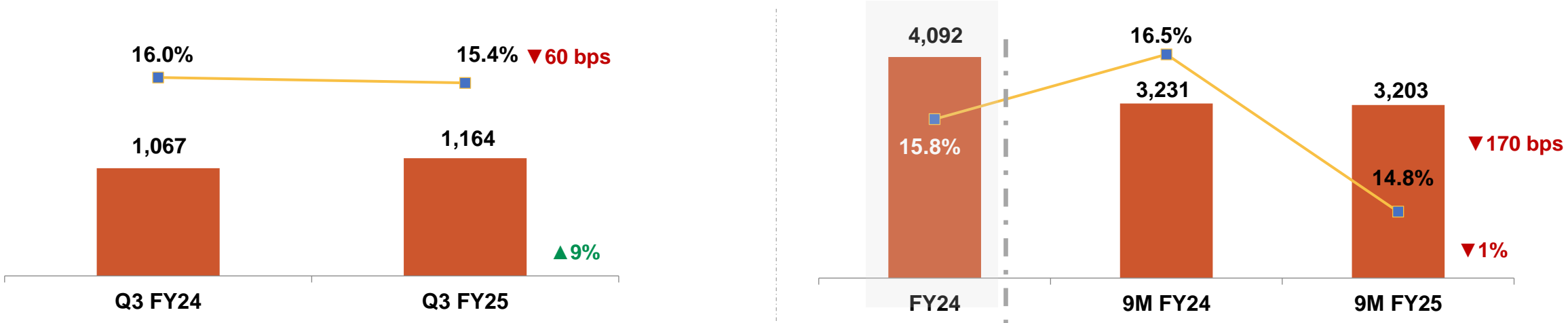


FINANCIAL HIGHLIGHTS

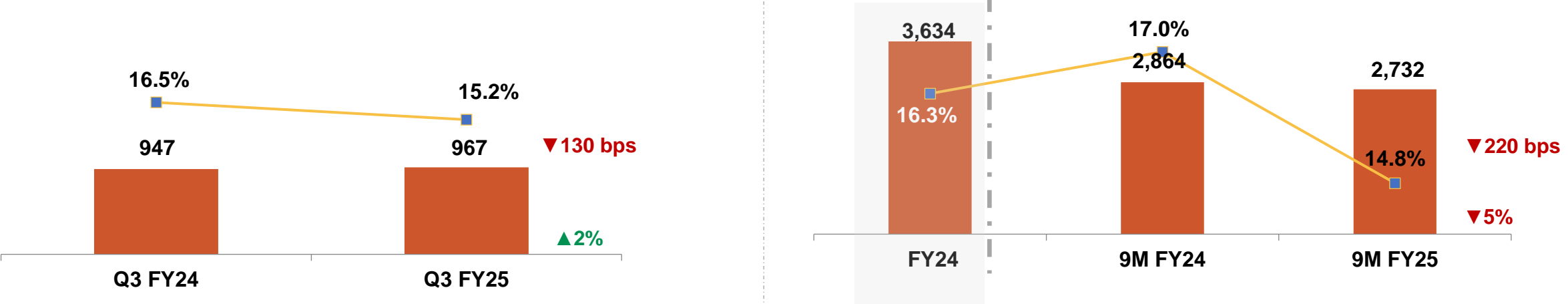
Q3 & 9M FY25



CONSOLIDATED RESTAURANT EBITDA (₹ MN / %)



INDIA RESTAURANT EBITDA (₹ MN / %)



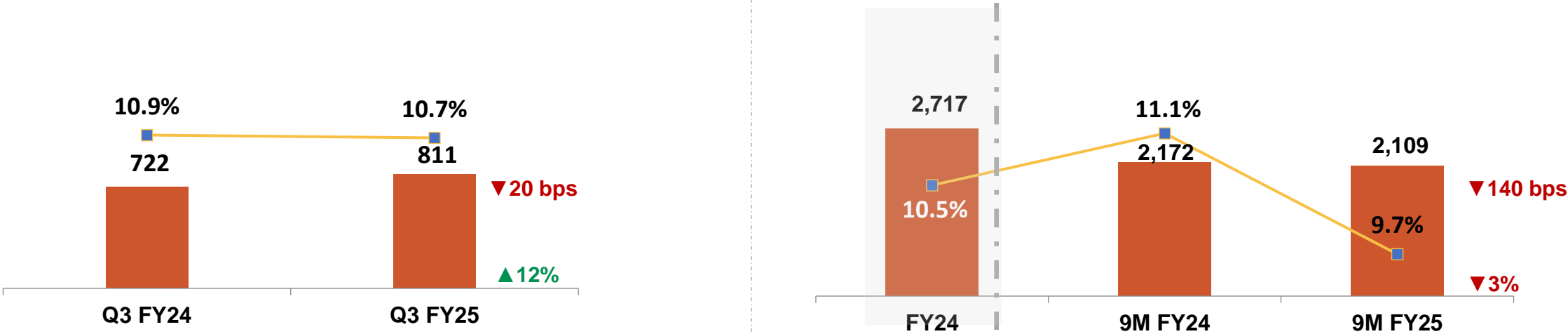
Restaurant EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

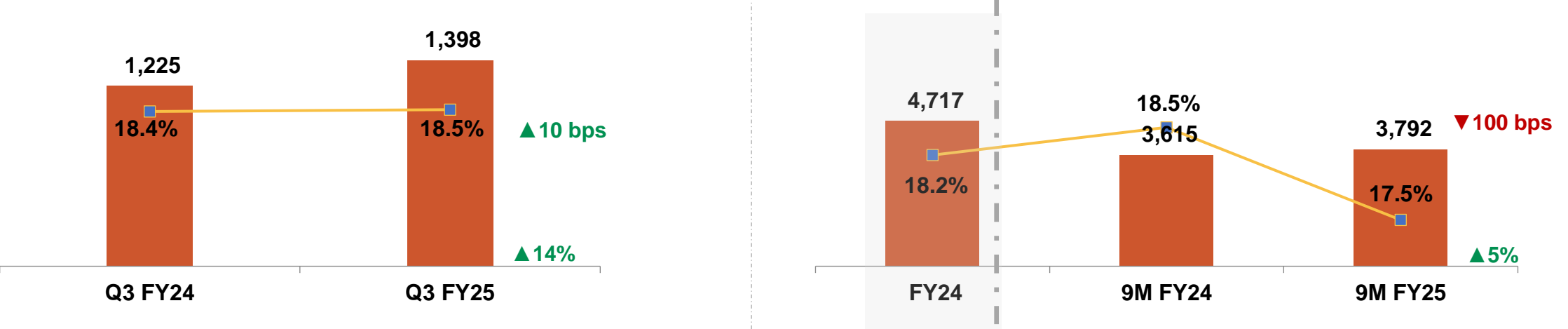
Q3 & 9M FY25



ADJ. EBITDA (₹ MN / %)[#]



EBITDA (₹ MN / %)



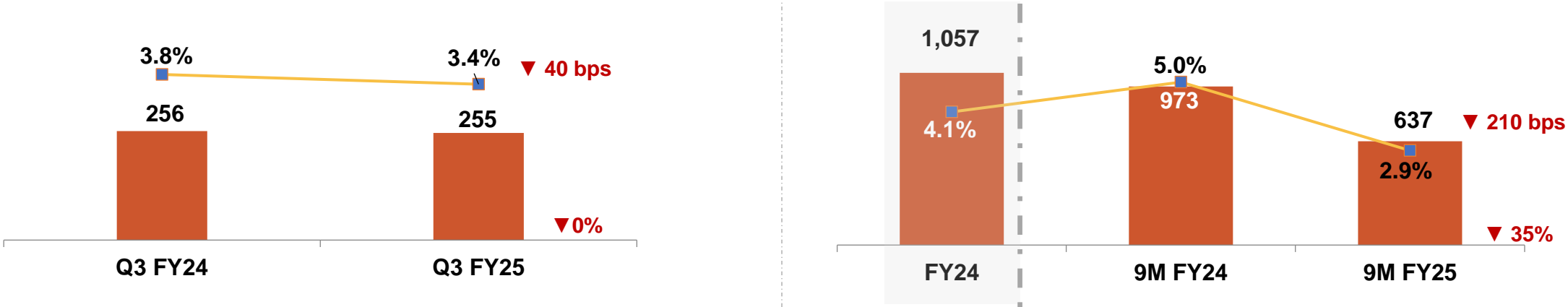
[#] Adj. EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

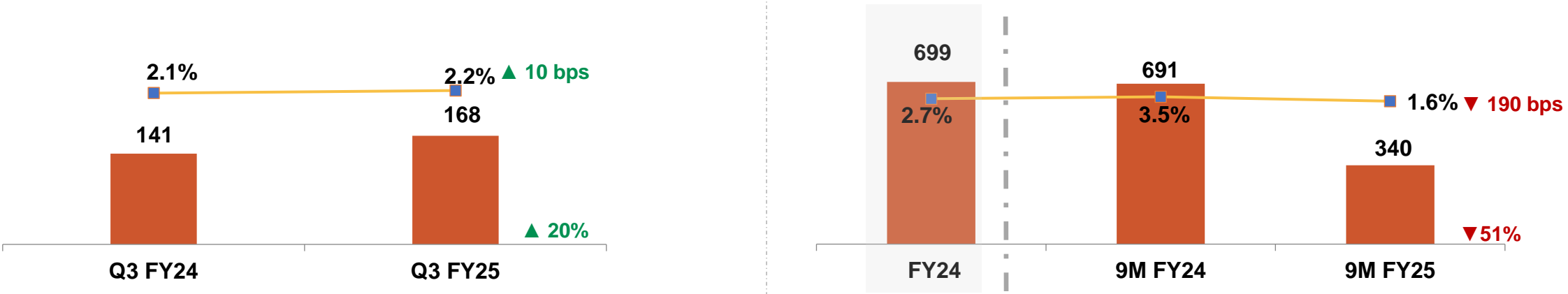
Q3 & 9M FY25



Adj. PROFIT BEFORE TAX (₹ MN / %)



PROFIT BEFORE TAX (₹ MN / %)



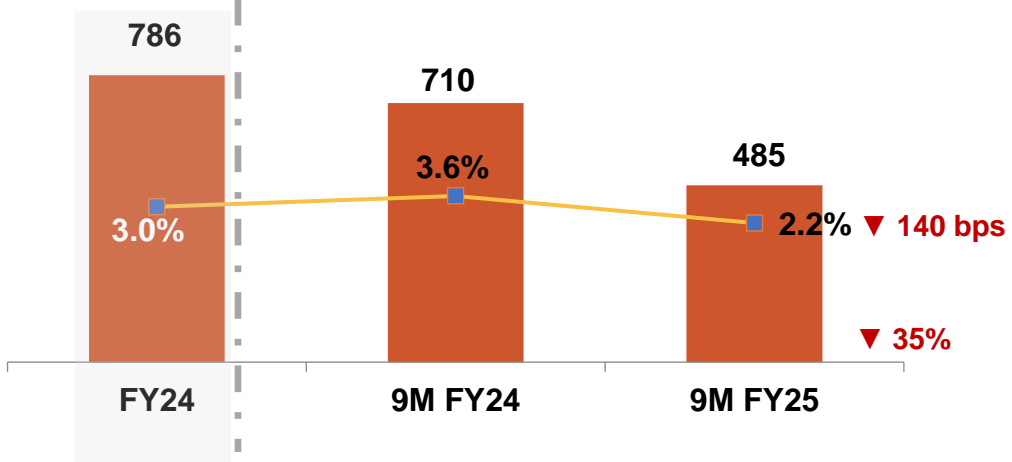
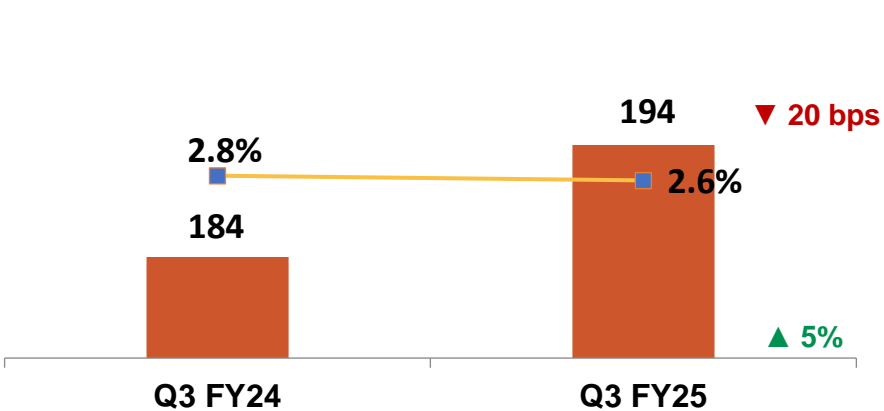
#Adj. PBT is before Ind-AS 116 adjustments
 Adj. PBT & PBT of 9M FY25 are before the exceptional items of ₹114 Mn

FINANCIAL HIGHLIGHTS

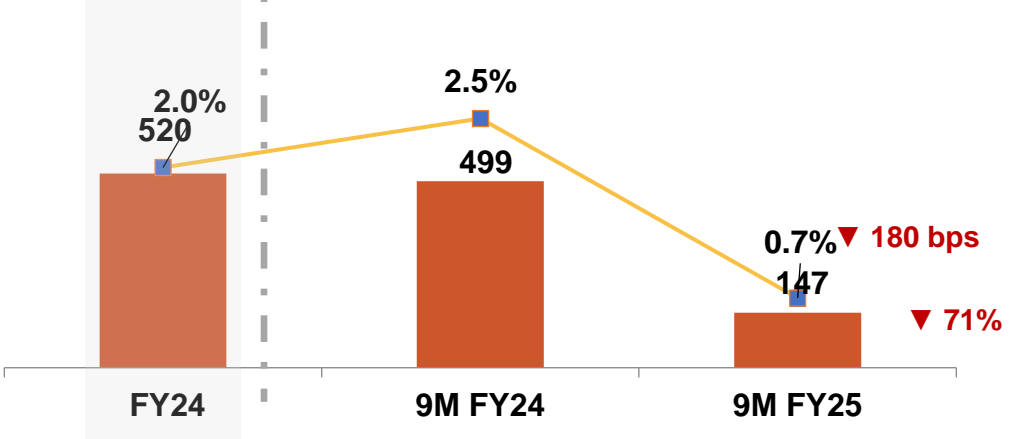
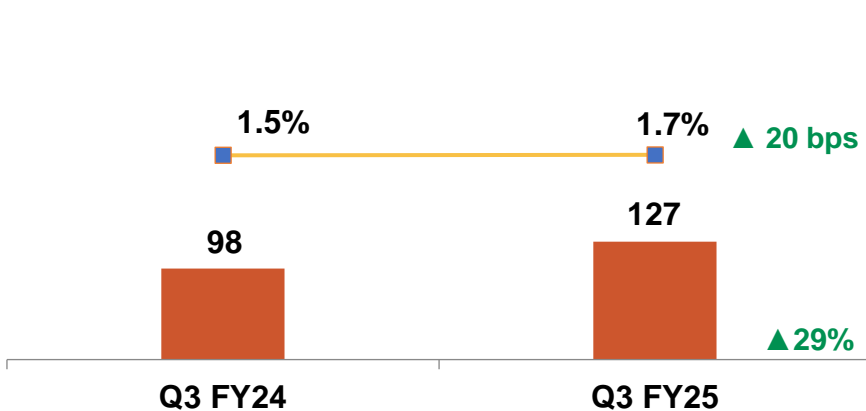
Q3 & 9M FY25



Adj. PROFIT AFTER TAX (₹ MN / %)



PROFIT AFTER TAX (₹ MN / %)



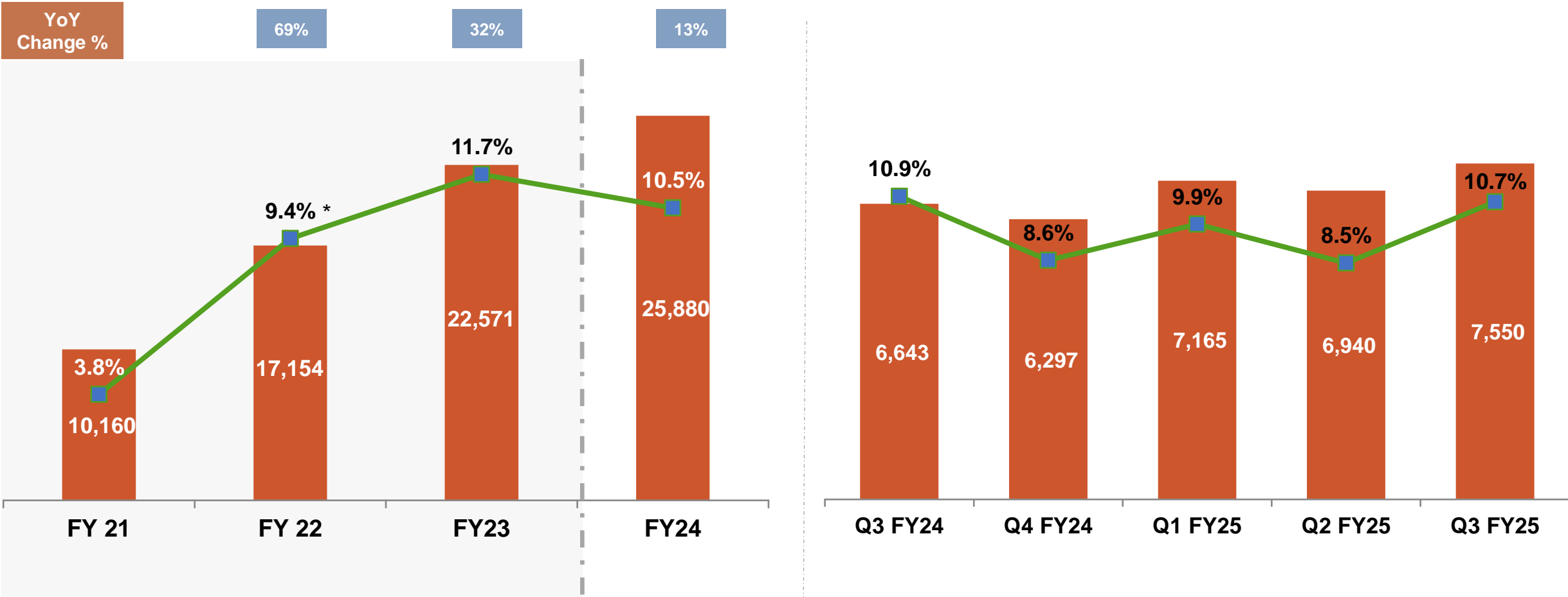
#Adj. EBITDA and Adj. PAT is before Ind-AS 116 adjustments
 Adj. PAT & PAT of 9M FY25 are before the exceptional items of ₹114 Mn

FINANCIAL HIGHLIGHTS

RESTAURANT SALES & ADJ. EBITDA TREND



REST. SALES (₹ MN) & ADJ. EBITDA (%)



* Adj. EBITDA% after Normalizing additional incentives in FY22

CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (In Rs mn)	Q3 FY25	Q3 FY24	YoY %	9M FY25	9M FY24	YoY %	FY24
Restaurant Sales	7,549.76	6,642.76	14%	21,655.01	19,582.19	11%	25,879.61
Other operating income	15.61	12.84		50.22	43.65		63.18
COGS	2,376.16	2,072.23		6,802.83	6,143.03		8,109.06
Gross Profit	5,189.21	4,583.37	13%	14,902.40	13,482.81	11%	17,833.73
Gross Margin%	68.7%	69.0%		68.8%	68.9%		68.9%
Employee Expenses	983.59	873.86		2,886.78	2,598.44		3,455.55
Other Expenses	2,807.36	2,484.95		8,223.31	7,269.25		9,660.71
EBITDA	1,398.26	1,224.56	14%	3,792.31	3,615.12	4.9%	4,717.47
EBITDA Margin %	18.5%	18.4%		17.5%	18.5%		18.2%
Depreciation	1,004.96	873.89		2,789.49	2,368.84		3,238.96
Finance Cost	275.16	263.29		818.72	733.93		1009.08
Other Income	50.05	53.09		155.41	178.35		229.66
PBT before exceptional items	168.19	140.47	20%	339.51	690.70	-51%	699.09
PBT Margin %	2.2%	2.1%		1.6%	3.5%		2.7%
Exceptional items	0.00	0.00		114.20	0.00		0.00
PBT after exceptional items	168.19	140.47		225.31	690.70		699.09
Tax Expense	40.87	42.15		78.51	191.53		179.53
PAT	127.32	98.32	29%	146.80	499.17	-71%	519.56
PAT Margin %	1.7%	1.5%		0.7%	2.5%		2.0%

Figures are regrouped/reclassified for the purpose of presentation
 Exceptional items include impairment of Maldives business of Rs. 114.20 Mn in 9MFY25.

**KFC India
Business
Performance**



KFC
SNACKERS
₹ **99**



REGULAR
POPCORN □

CHOCO
LAVA □



2 KRUSH
LIME □



CHICKEN
LONGER □



CLASSIC CHICKEN
ROLL □

KFC BRAND PRIORITIES



Enhance Fried Chicken Category Relevance

- Increase KFC consumer base by popularizing Core Variety offerings (Chicken Bucket, Boneless, Zinger Burger, Rolls)
- "Taste The Epic" campaign



Craveable Taste

- Increase frequency of consumption by building day parts (lunch, Wednesday, late night) & product innovation (Double Down burger, Rolls variants)



Value

- 3 Tier value structure:
 - Introduce Core at ₹ 99/-
 - Enhance Individual meal offering at ₹149/-
 - Retain strong offering of Group meal at ₹ 399/-



Frictionless Customer Experience

- Digital Kiosks
- KFC App



Operational Excellence

- >4.0 ratings across Swiggy, Zomato & Google
- Implemented dynamic kitchen planning tool to product availability and reduce wastage



Improve Accessibility

- Continue current pace of expansion (70-80 stores per year)

KFC BRAND PRIORITIES

Fried Chicken Category Relevance



KFC BRAND PRIORITIES

Craveable taste / Value



LIMITED TIME ONLY

NEW **KFC**
DOUBLE DOWN BURGER
ALL CHICKEN. NO BUN.



Visit Food Court

KFC
ONLY **₹149** LUNCH SPECIALS
11 AM TO 4 PM

ROLL SPECIAL



LONGER SPECIAL



RICE SPECIAL



AAO LUNCH KAREIN!

KFC
EPIC SAVERS
2 PCS FOR **₹99**
4 PCS ₹149 | 10 PCS ₹399

HOT & CRISPY

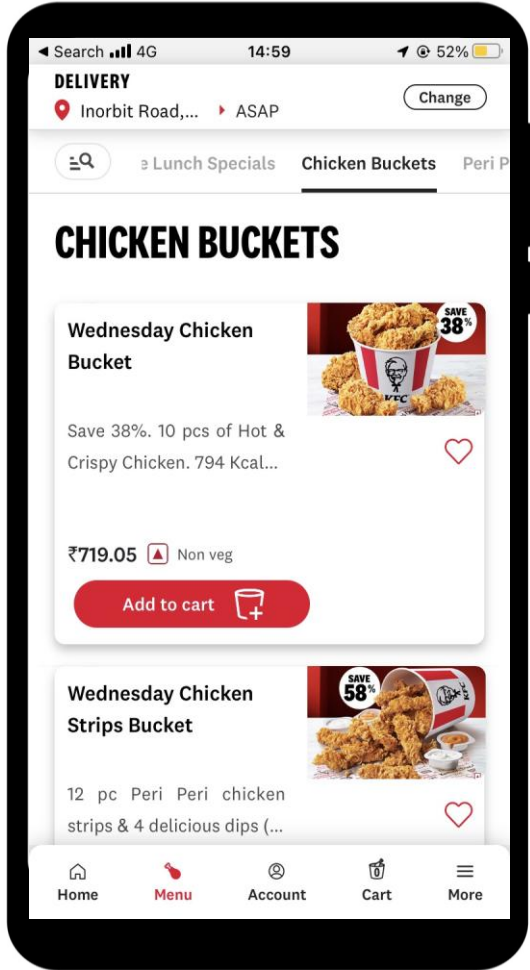
BONELESS STRIPS



DINE-IN ONLY

KFC BRAND PRIORITIES

Frictionless customer experience | Digital



Total App downloads – 47.5 Mn+
Monthly Active Users – 2.1 Mn



Digital KIOSKS implemented at 206
Restaurants

KFC BRAND PRIORITIES



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



ZIRA, PUNJAB



HARIDWAR, UTTARAKHAND



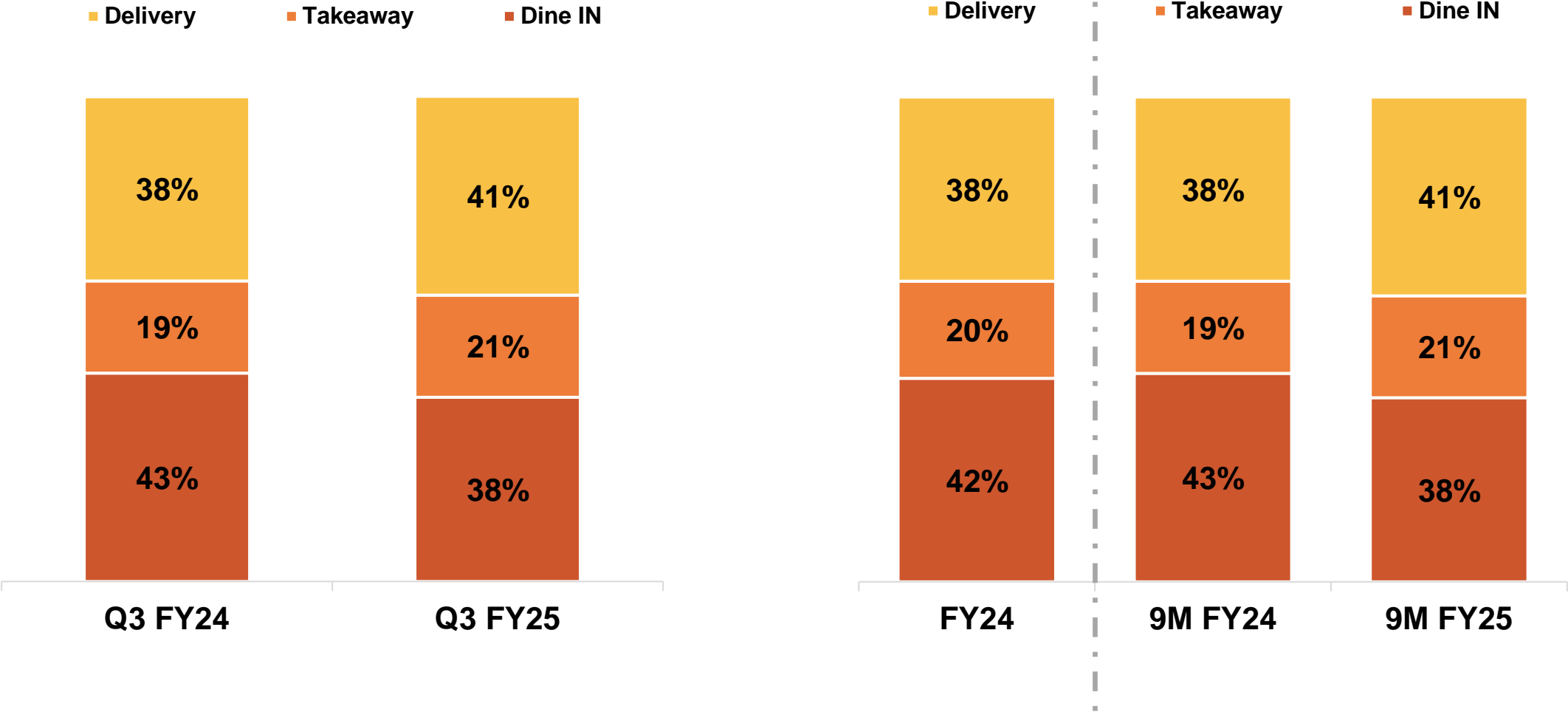
LONDON STREET MORINDA, CHANDIGARH



SIVAKASI, TAMIL NADU

KFC INDIA

Q3 & 9M FY25 - CHANNEL SALES CONTRIBUTION



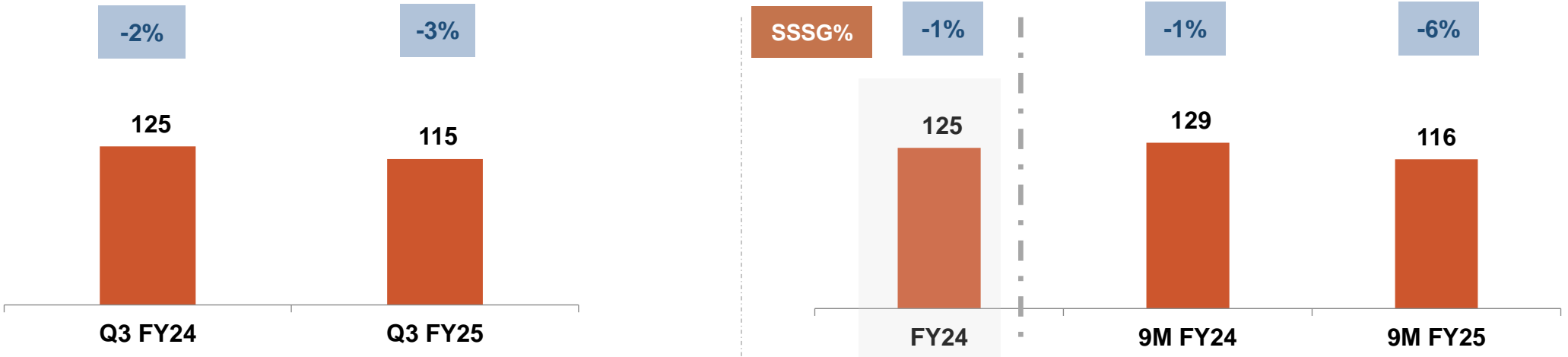
KFC INDIA

Q3 & 9M FY25



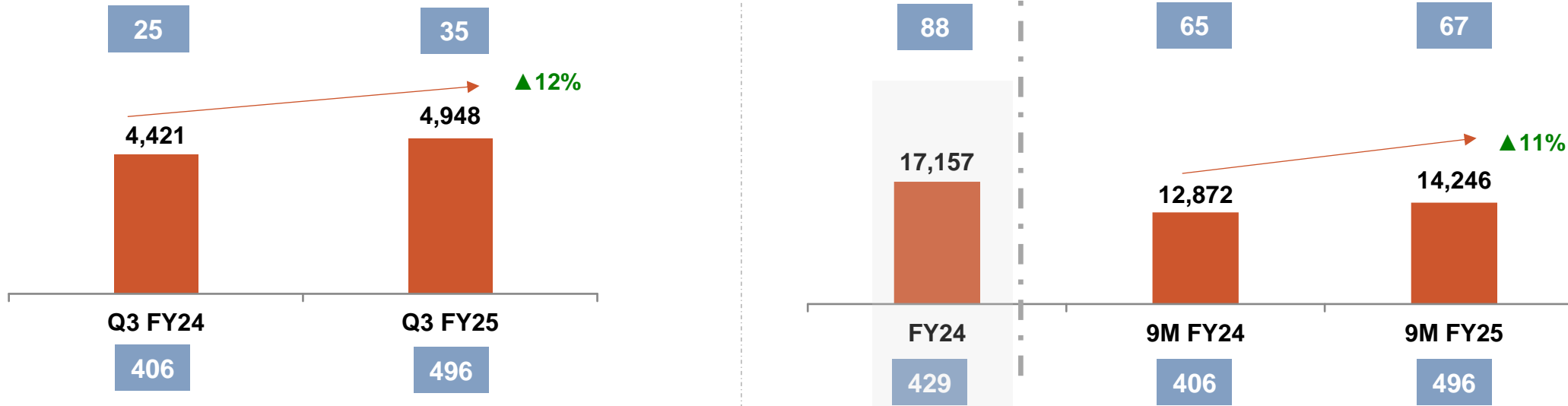
AVERAGE DAILY SALES (₹ '000)

SSSG%



RESTAURANT SALES (₹ MN)

Rest. Addition



Rest. Count

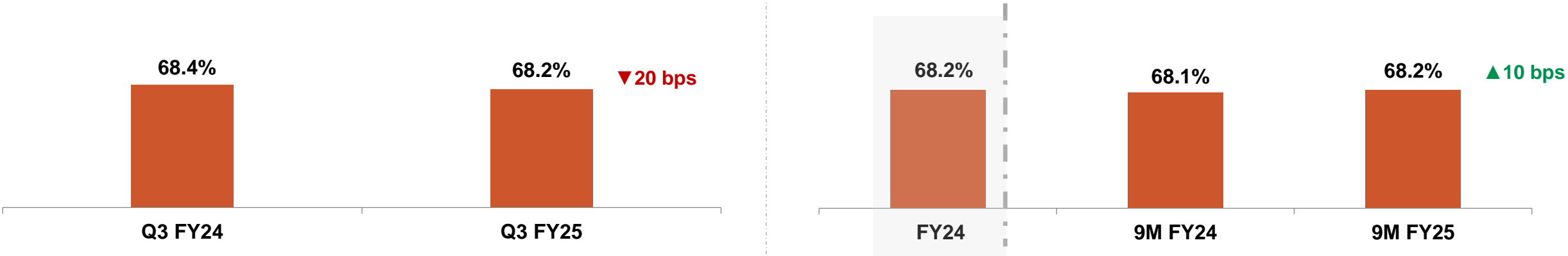
Average daily sales is for all restaurants including new additions during the period

KFC INDIA

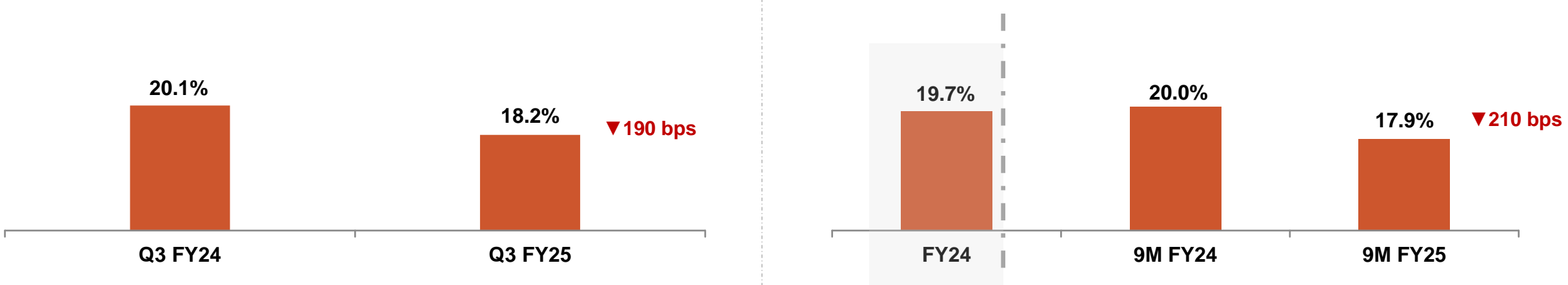
Q3 & 9M FY25



GROSS MARGIN %



RESTAURANT EBITDA (%)#



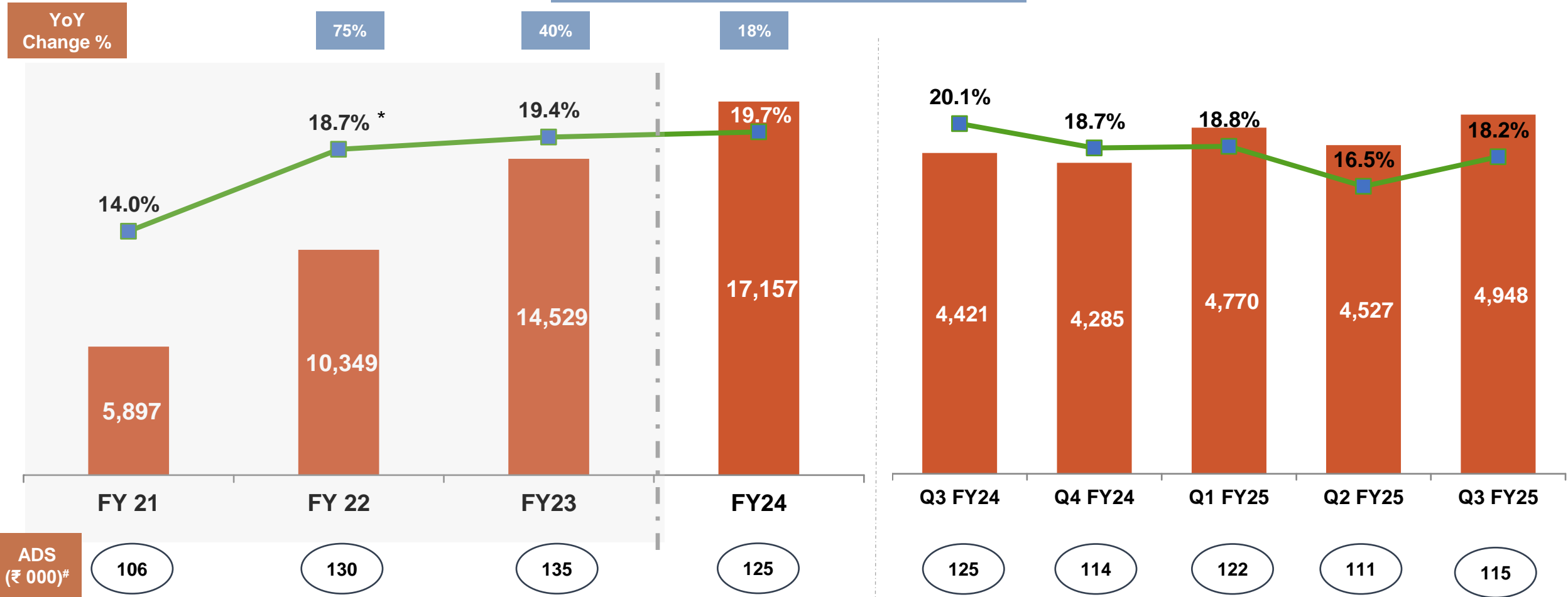
Restaurant EBITDA figures are Pre-IND AS 116.

KFC INDIA

RESTAURANT SALES & EBITDA TREND



Rest. SALES (₹MN) & Rest. EBITDA %



* Restaurant EBITDA% after Normalizing additional incentives in FY22

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



NEW

Melts

Crispy. Cheesy. Loaded.

Starting @

₹ **169***

*Pizza Hut India –
Business Performance*

□▲ *T&Cs Apply.

PIZZA HUT:

ACTION UPDATE ON DINE-IN LED OMNI CHANNEL CUSTOMER PROMISE



+ Taste Superiority

Several innovations launched:

- Melts: “folded” handheld pizza
- Momo Mia Pizza
- Thin & Crispy
- Pasta range
- New appetizers range (Fries, Momos)

+ Differentiated Dine-In Experience

- Delivering CDR-like (Casual Dine-In Restaurant) customer service and comfortable ambience with QSR speed of service & value

+ Delivery Experience

- Delivering Hot n Fresh Pizzas (< 20 mins from out of Oven) through Dragon Tail kitchen planning tool
- Achieved >4.0 avg. rating in Swiggy, Zomato & Google across all stores

+ Value

- Competitive pricing across A-la-carte, Meal Options and Sub-₹100/- pizza range

+ Consumer Awareness & Consideration

- Doubled spends on TV, OTT, Digital & OOH segments vs last year along with product innovations

+ Improve Accessibility & Unit economics

- Cautious store expansion approach continues till we see improvement in performance metrics

While there is tangible action across all the elements, improving Consumer Awareness/Consideration & Sales will require sustained support over medium term especially in this muted demand and competitive environment

PIZZA HUT BRAND PRIORITIES

Build Brand Salience / Product Innovation



PRESENTING
MOMO MIA!
PIZZA
JUICY MOMOS  CHEESY PIZZA

MEALS **STARTING @ ₹ 299*** **LIMITED TIME ONLY**

WALK-IN | ORDER ONLINE  Download our app or visit pizzahut.co.in

*T&Cs Apply. Prices applicable as per pizza selection by the consumer. Images shown are for illustration purpose only. Prices are exclusive of taxes and/or other handling charges. Pizza Hut reserves the right to accept or reject the offer depending on the stock availability or for any reasons beyond our control. For more details visit pizzahut.co.in.
Carbonated water/Contains Caffeine/Pepsi® is a registered trademark of PepsiCo, Inc.

PIZZA HUT BRAND PRIORITIES

Build Brand Salience | Value



FLAVOUR FUN PIZZAS STARTING @ **₹79**

WITH NEW **CHATPATA FLAVOURS**

CLASSIC ITALIAN | SIZZLING SPICEMAN | PINEAPPLE & SPICE | SPICED CHAMBRATA

DINE-IN | TAKEAWAY | ORDER ONLINE

Download our app or visit pizzahut.co.in

*T&Cs Apply. Prices applicable as per pizza selection by the consumer. Prices may vary based on channel or the store selected. Not valid on airport and Pizza Hut Express stores. All product images are for illustrative purposes only. Prices are exclusive of Govt taxes. Taxes applicable on prices post discount. For more details visit pizzahut.co.in.

Pizza Hut

Everyday Feast Begins!

with **2 PERSONAL PIZZAS** STARTING AT **₹249***

PICK YOUR FAVOURITES FROM A WIDE RANGE OF PIZZAS

DINE-IN | TAKEAWAY | ORDER ONLINE

*T&Cs APPLY.

ENJOY PIZZA HUT'S **LATE-NIGHT DELIVERIES!**

NOW DELIVERING TILL 3AM.

ORDER NOW

AVAILABLE ON: **SWIGGY | ZOMATO**

Pizza Hut

SANTA IS HERE WITH **FREE GIFTS!**

- CLASSIC BREAD STIX** ON MOV OF ₹199*
- CHOCO VOLCANO** ON MOV OF ₹299*
- CORN n CHEESE** ON MOV OF ₹399*
- VEGGIE FEAST/ CHICKEN SAUSAGE** ON MOV OF ₹499*
- SPICED PANEER/ DHABE DA KEEMA** ON MOV OF ₹599*

WALK-IN

*T&Cs Apply. Offer not applicable on Deals, Flavour Fun Range, MRP Products, Bulk orders and Birthday parties. Prices are applicable as per product selection by the consumer. Images shown are for illustration purpose only. Prices are exclusive of taxes and/or other handling charges. Pizza Hut reserves the right to accept or reject the offer depending on the stock availability or for any reasons beyond our control. For more details, visit pizzahut.co.in.

PIZZA HUT BRAND PRIORITIES

New Restaurant Launches



BAPUNAGAR, AHMEDABAD



RACECOURSE ROAD, RAJKOT



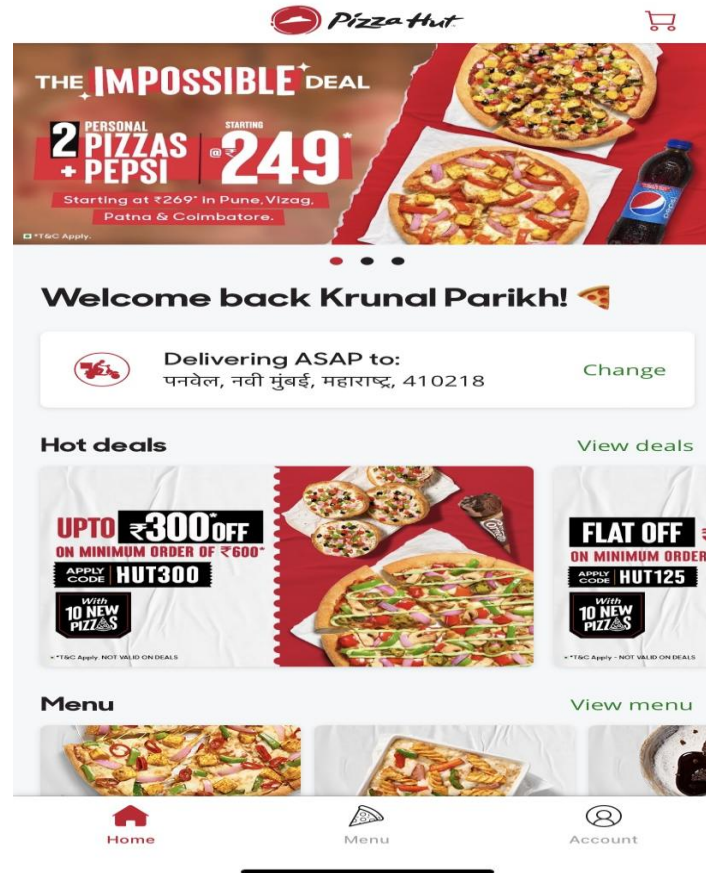
REWA ROAD, MP



KUMARSWAMY, BANGALORE

PIZZA HUT BRAND PRIORITIES

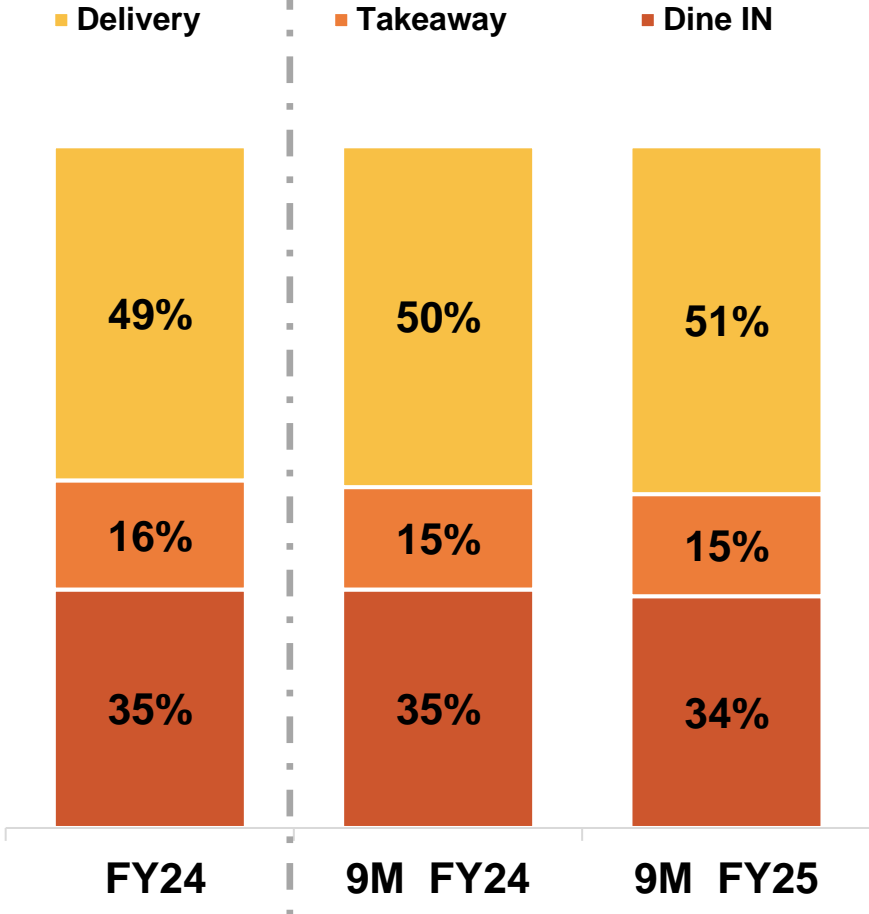
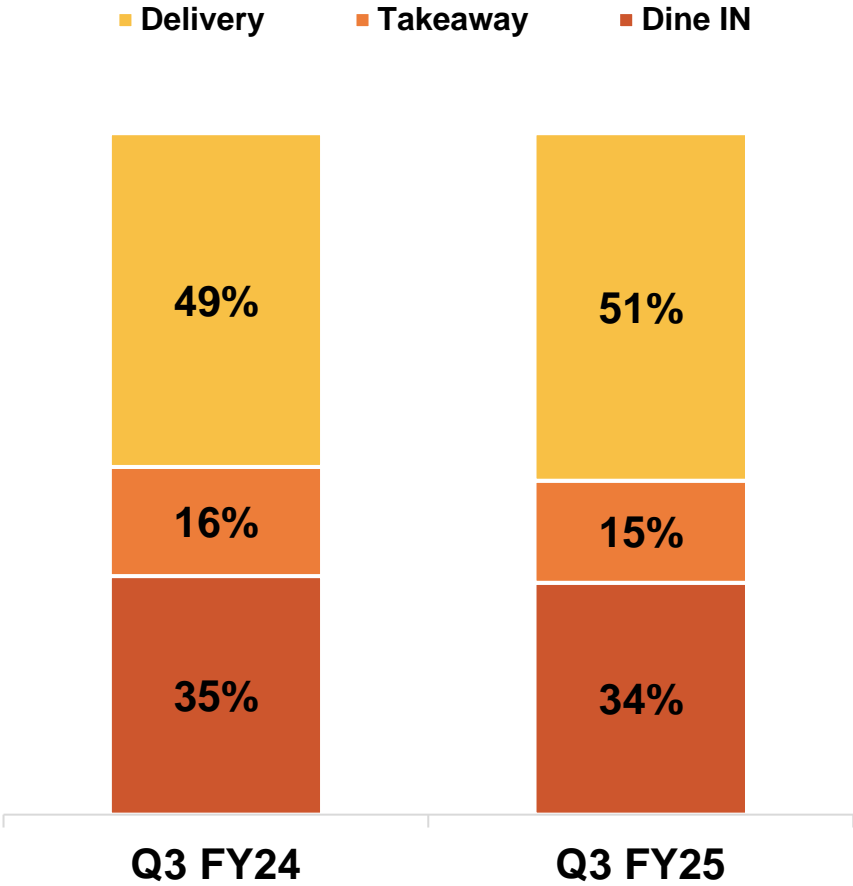
Digital | Operational Excellence



Total App Downloads – 15 Mn+
Monthly Active Users – 1.3 Mn

PIZZA HUT INDIA

Q3 & 9M FY25 - CHANNEL SALES CONTRIBUTION



PIZZA HUT INDIA

Q3 & 9M FY25



AVERAGE DAILY SALES (₹ '000)



RESTAURANT SALES (₹ MN)



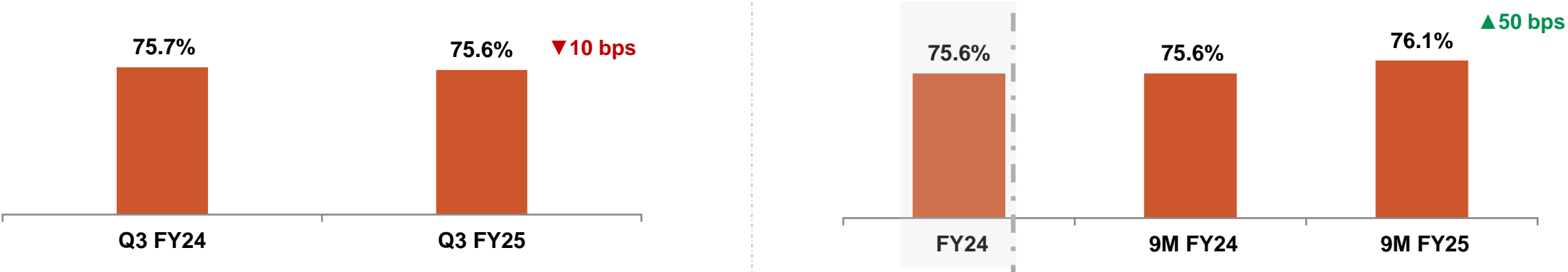
Average daily sales is for all restaurants including new additions during the period

PIZZA HUT INDIA

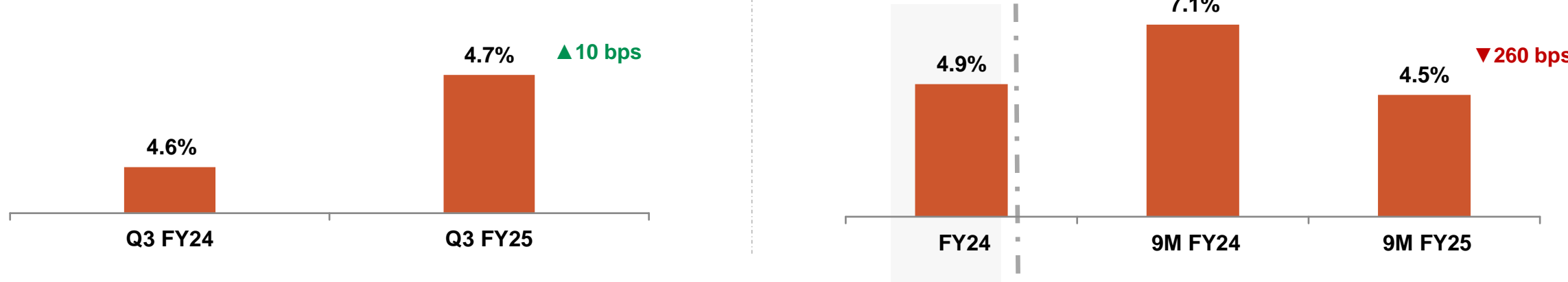
Q3 & 9M FY25



GROSS MARGIN (%)



RESTAURANT EBITDA# (%)



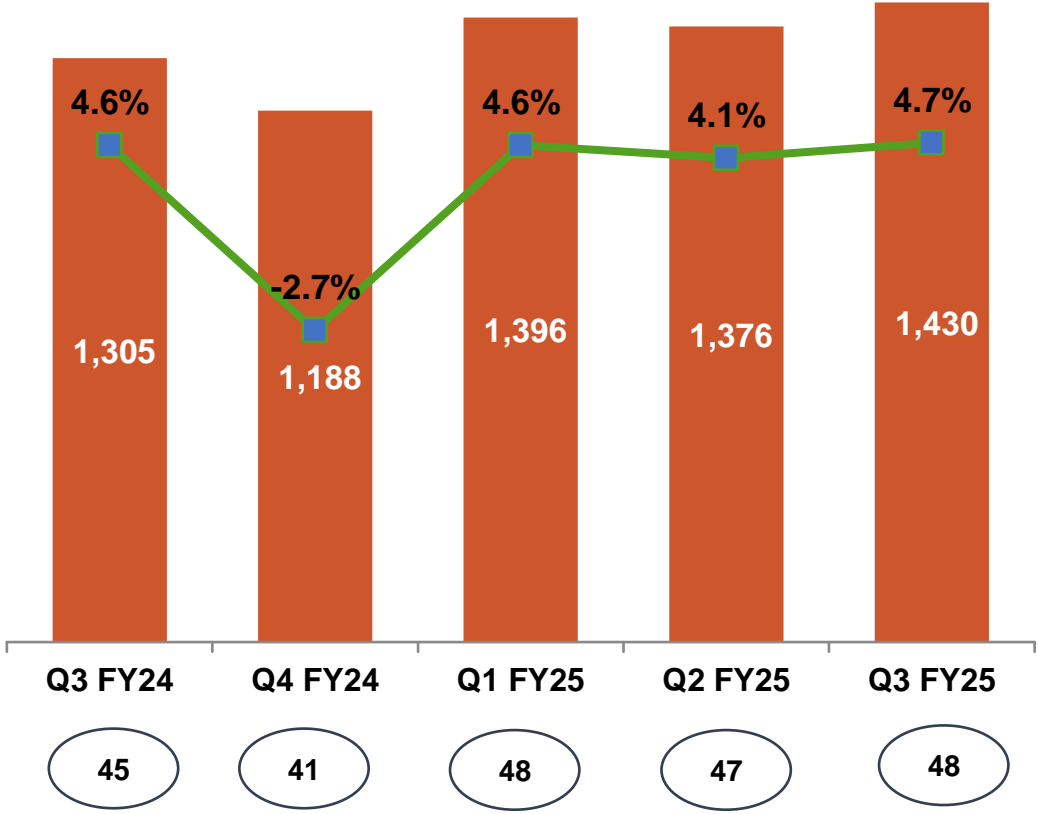
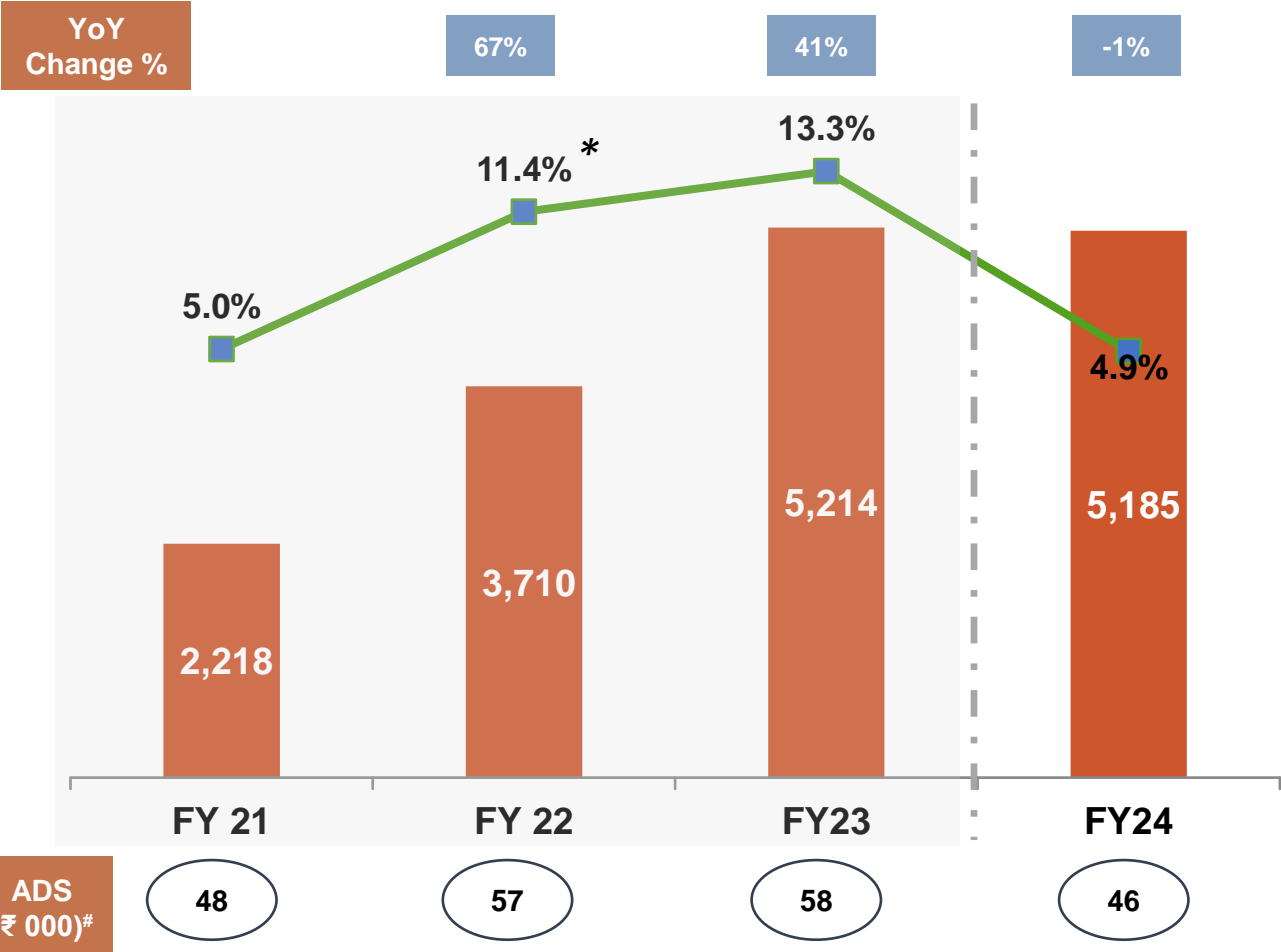
Restaurant EBITDA figures are Pre-IND AS 116.

PIZZA HUT INDIA

RESTAURANT SALES & EBITDA TREND



Rest. SALES (₹MN) & Rest. EBITDA %



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



Sri Lanka
Business Performance



SRI LANKA BUSINESS

NEW LAUNCHES



A Season full of Surprises



FESTIVE CHICKEN MAGIC

A fusion of BBQ Chicken, Katchchi Meat, Chicken Salami, Bolognese Sauce, Bell Peppers and Tomatoes layered with Mozzarella.

PP: Rs.1160 | M: Rs.2090 | L: Rs.3820



MINCED MUTTON TREAT

Flavourful Minced Mutton complemented with Crunchy Onions and Green Chillies, layered with Mozzarella.

PP: Rs.1160 | M: Rs.2090 | L: Rs.3820

T&C APPLY

A Season full of Surprises



CHOCOLATE CARAMEL CRUNCH

A special dessert pizza topped with Chocolate Chips and Mozzarella along with a stuffed Crust of Crunchy Peanuts coated in a delicious Caramel Sauce.

Rs.1100



CHRISTMAS SWIRLS

A soft dough rolled with a Fruity Christmas Mix, Sweet Cinnamon Butter and topped with a Sugar Glaze.

Rs.550

T&C APPLY

SRI LANKA BUSINESS BRANDING AND MARKETING



YEAR END VIBES

BUY 2 LARGE PAN PIZZAS & GET 1 LARGE PAN PIZZA FREE

BUY 2 MEDIUM PAN PIZZAS & GET 1 MEDIUM PAN PIZZA FREE

Available for Dine-in, Takeaway, Delivery and Online Orders

VALID ONLY TODAY
(31st December 2024)

A WORLD CLASS TREAT FOR YOUR LITTLE STARS!

BUY ANY LARGE PAN PIZZA & GET A SPECIAL KIDS PERSONAL PAN PIZZA FREE!

Valid till 2nd October 2024

BLACK FRIDAY

Valid till 30th November

BUY 2 LARGE PAN PIZZAS + 2 SELECT APPETIZERS FOR RS.6800

BUY 2 MEDIUM PAN PIZZAS + 2 SELECT APPETIZERS FOR RS.4300

PURCHASED PIZZAS SHOULD BE FROM THE CLASSIC OR SIGNATURE RANGES

DON'T COOK Tuesday

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

Available for Dine-in. Extra Rs.300 for Takeaway & Delivery.

Valid on 17th December 2024

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

SRI LANKA BUSINESS

NEW RESTAURANTS



KURANA



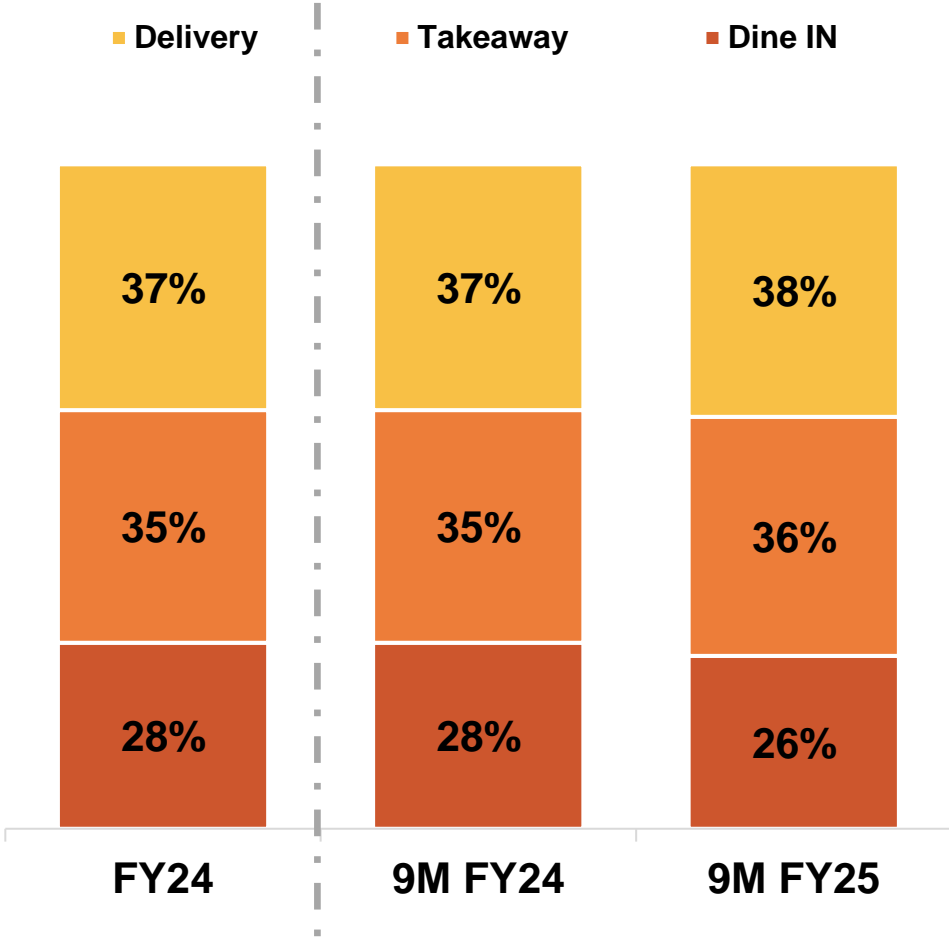
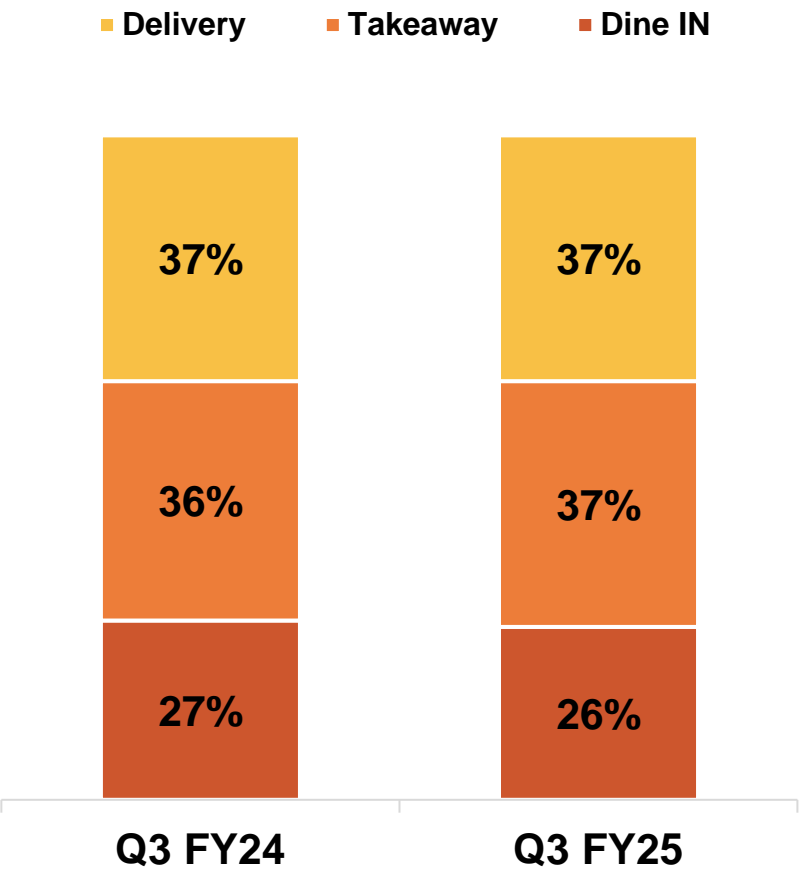
KOTAHENA



VAVUNIYA

SRI LANKA BUSINESS

Q3 & 9M FY25 - CHANNEL SALES CONTRIBUTION

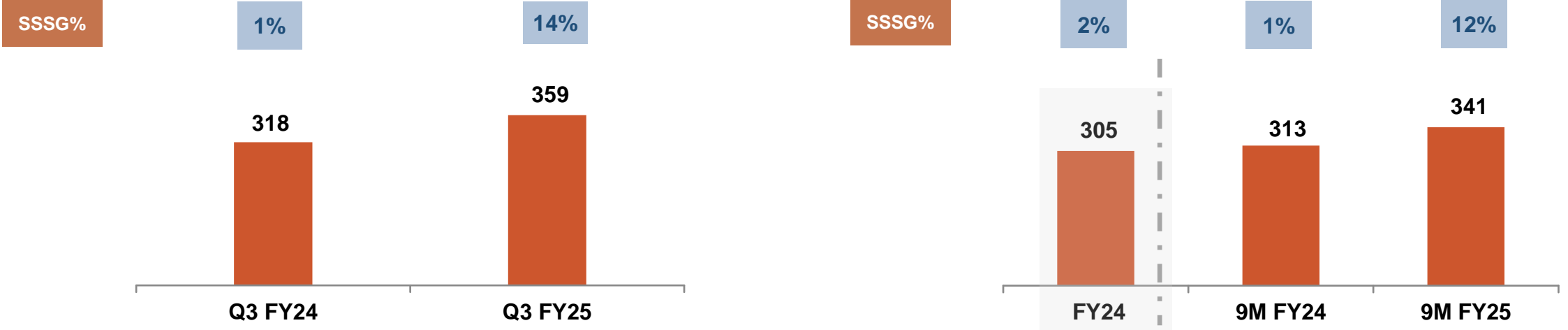


SRI LANKA BUSINESS

Q3 & 9M FY25



AVERAGE DAILY SALES (LKR '000)



AVERAGE DAILY SALES (INR '000)



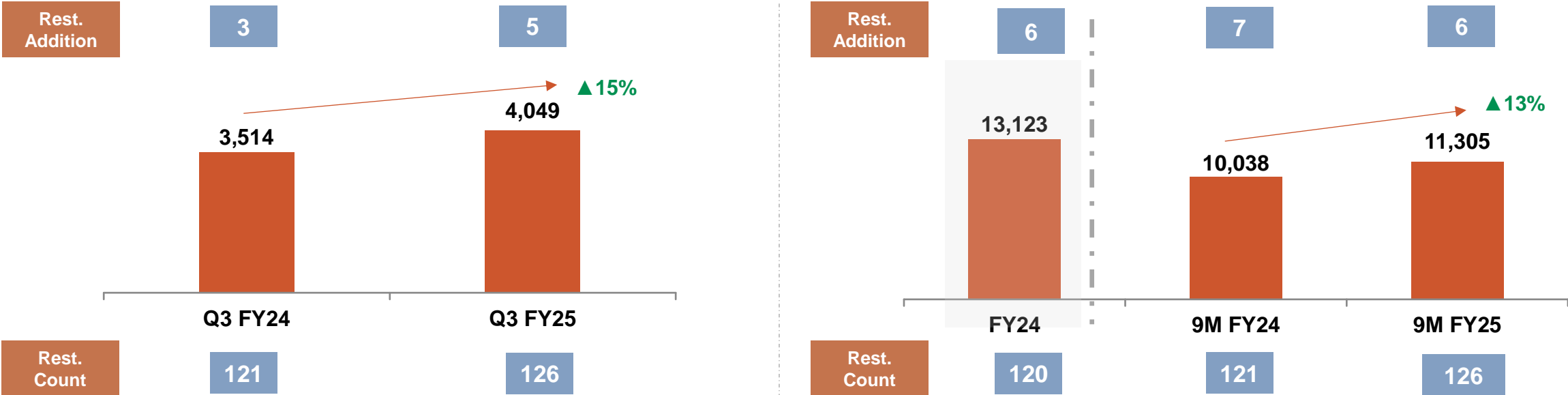
Average daily sales is for all restaurants including new additions during the period
 Note: LKR to INR conversion rate of 0.287 for Q3 FY25 and 0.256 for Q3 FY24 and 0.280 for 9M FY25 and 0.257 for 9M FY24

SRI LANKA BUSINESS

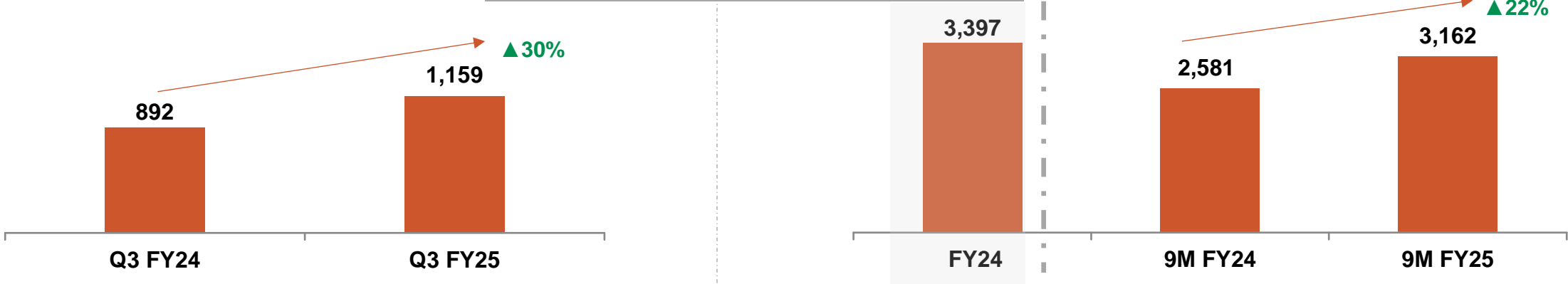
Q3 & 9M FY25



RESTAURANT SALES (LKR MN)



RESTAURANT SALES (INR MN)

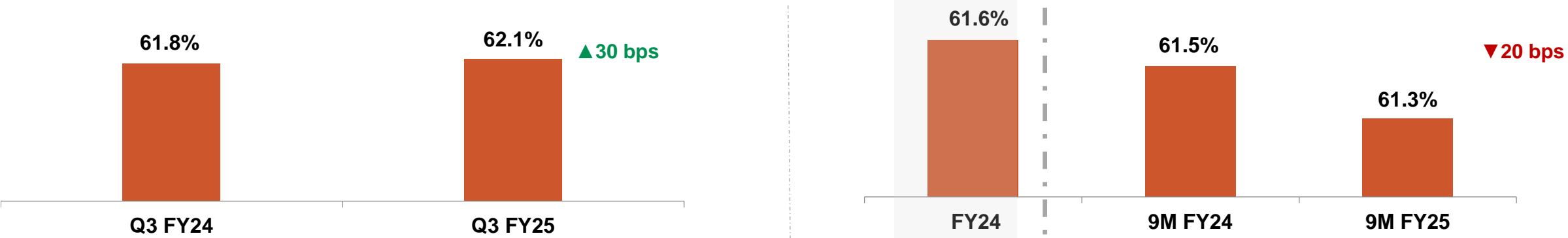


SRI LANKA BUSINESS

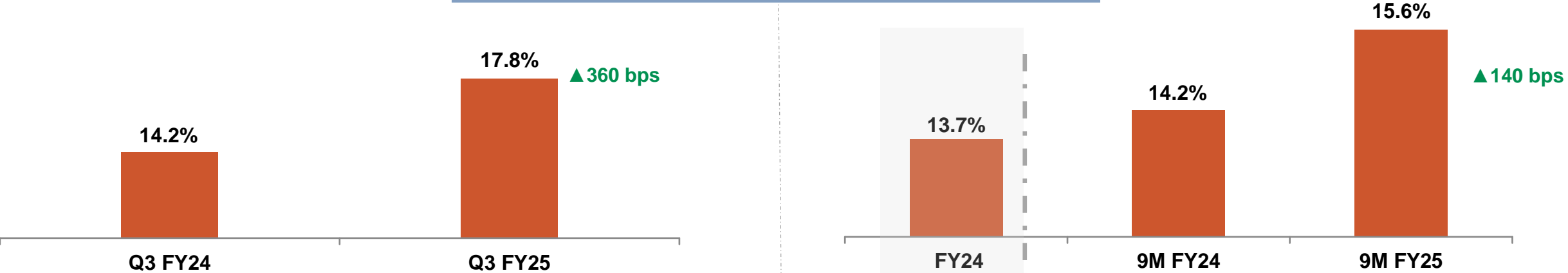
Q3 & 9M FY25



GROSS MARGIN %



RESTAURANT EBITDA (%)#



Absolute Rest. EBITDA increased by 44% in LKR terms (increased by 61% in INR terms)

Absolute Rest. EBITDA increased by 24% in LKR terms (increased by 34% in INR term)

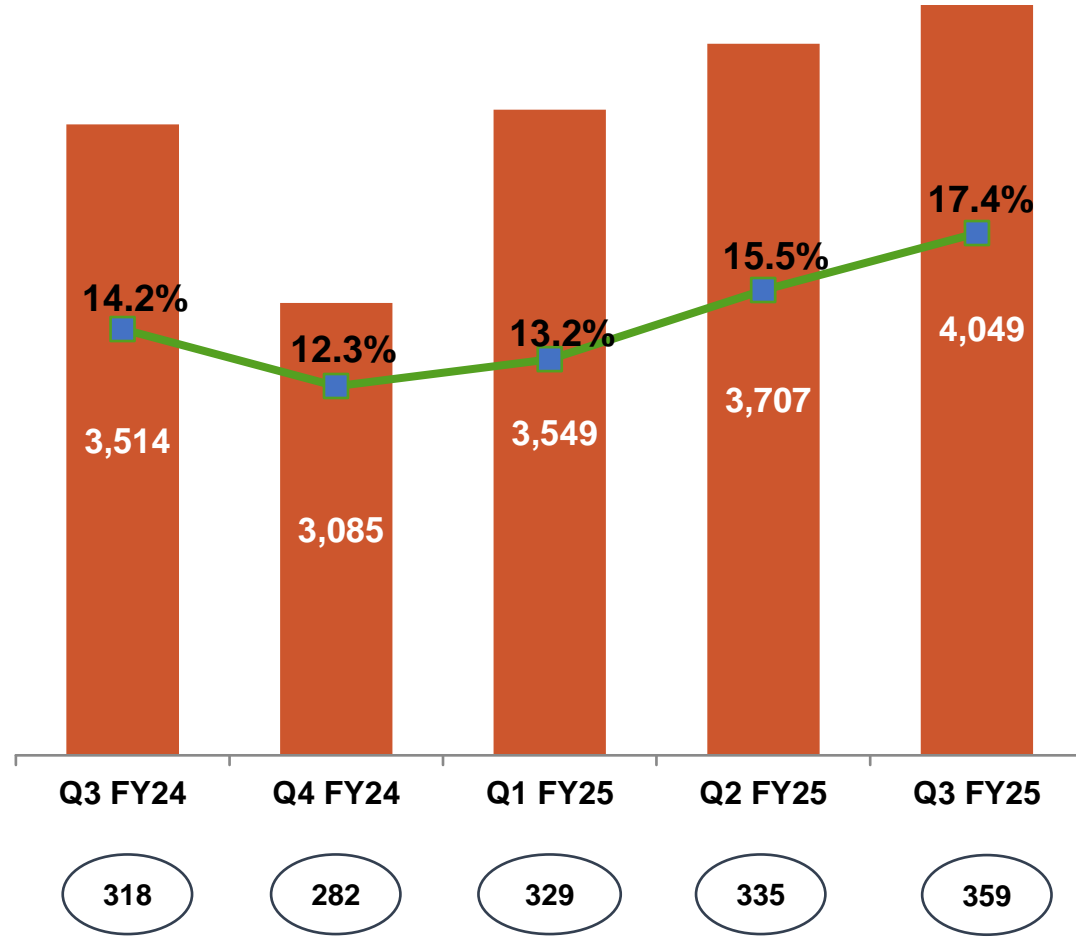
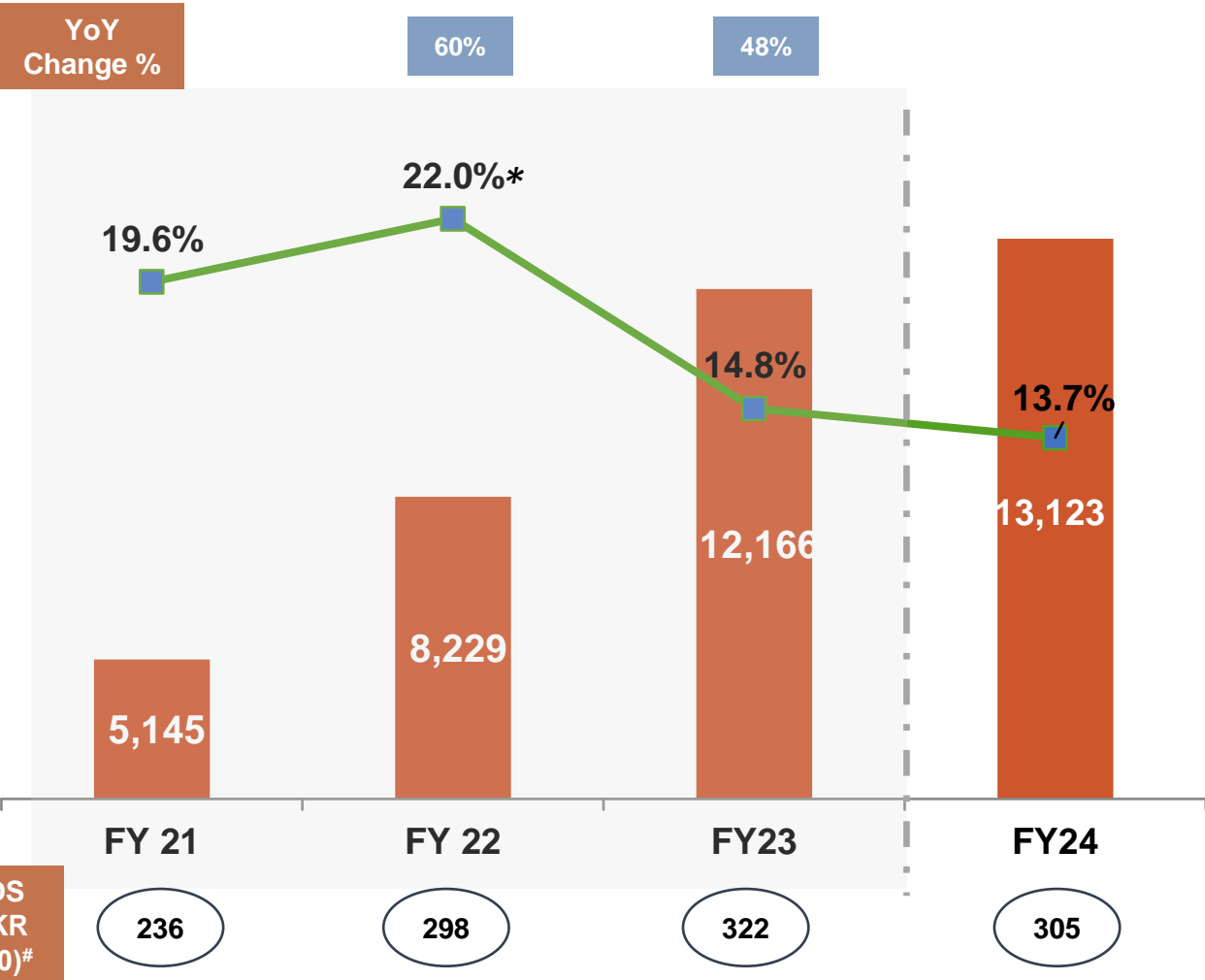
Restaurant EBITDA figures are Pre-IND AS 116.

SRI LANKA BUSINESS

RESTAURANT SALES & EBITDA TREND



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



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



DJSI ESG RATINGS 2024

S&P Corporate Sustainability Assessment

S&P Global ESG Score

50

Data Availability: ■ Very High

Methodology Year: 2024
Last Updated: November 07, 2024. Updated annually or in response to major developments

KEY HIGHLIGHTS

- **Ranked No. 1** amongst QSR Brands in India for the second consecutive year
- **Ranked No. 7** amongst Global QSR Companies
- **Placed in 97th Percentile** amongst Global QSR Companies
- **The only Indian QSR Company** to publish ESG report under GRI, SASB and BRSR standards for the **third consecutive year**

Source: <https://www.spglobal.com/esg/scores/results?cid=6578587>



THANK YOU