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

August 3, 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 ended June 30, 2022

Dear Sir/Madam,

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

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



Varun Kumar Prabhakar
Company Secretary & Compliance Officer

Encl: As above



DEVYANI

INTERNATIONAL LIMITED



Q1' FY 23 Results Presentation



August 03, 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.

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Commenting on the performance for Q1' FY 23 Mr. Ravi Jaipuria, Non-Executive Chairman, DIL said,

"We reached an important milestone of 1,000 stores this quarter. It took us 25 years to get to this important landmark. We believe this is just the beginning of our exciting journey and hope to cross many more such milestones in the coming years.

We had a strong start to FY23, by way of adding 70 net new stores in the quarter, led by 27 stores in KFC, 23 stores in Pizza Hut and 14 stores in Costa Coffee. Our pan-India reach has expanded further, and we are now present in 215 cities. The non-metro store contribution within our Core Brands has gone up to 52% now. Our total system store count stood at 1,008 stores as of June 30, 2022.

We ended Q1 FY 22-23 with growth across all our brands. As a result, we witnessed good recovery in overall sales in the quarter with strong traction in the dine-in channel. This helped us post consolidated revenues of Rs. 705 Cr, nearly 2x the corresponding figure for the last year. KFC contributed Rs. 425 Cr and Pizza Hut contributed Rs. 165 Cr.

On the economic front, we are seeing early signs of recovery in consumer sentiment. Sectors like FMCG & Retail are likely to report marginal volume growth over the next few quarters. While input prices have remained elevated, well-established businesses with scale have been able to navigate the same with some pricing initiatives and protect margins. This bodes well for organized players across industries."

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DIL International



Q1' FY23 Financial Highlights

Reached 1,000+ store level

- 1,008 system stores at the end of the quarter.
- With current run-rate of store openings, plan to double store count in 4-5 years.

Q1 Revenue from operations reached Rs. 7,047 million

- Strong performance from Core Brands
 - KFC – highest ADS, surpassing pre-pandemic levels.
 - PH – 30% SSSG, albeit from a low base. Sequential improvement in ADS.







Sequential improvement across performance metrics

- Net New Units at 70 in Q1.
- Margins maintained despite inflationary headwinds.
- Dine-in recovery in the business.

Consolidated EBITDA (Pre INDAS) at Rs. 1,137 million

- Pre-Ind AS EBITDA margin stable at 16.1%.
- PAT at Rs. 748 million.
- Tax charge expected from Q3' FY23 on strong profitability.

New Store Openings

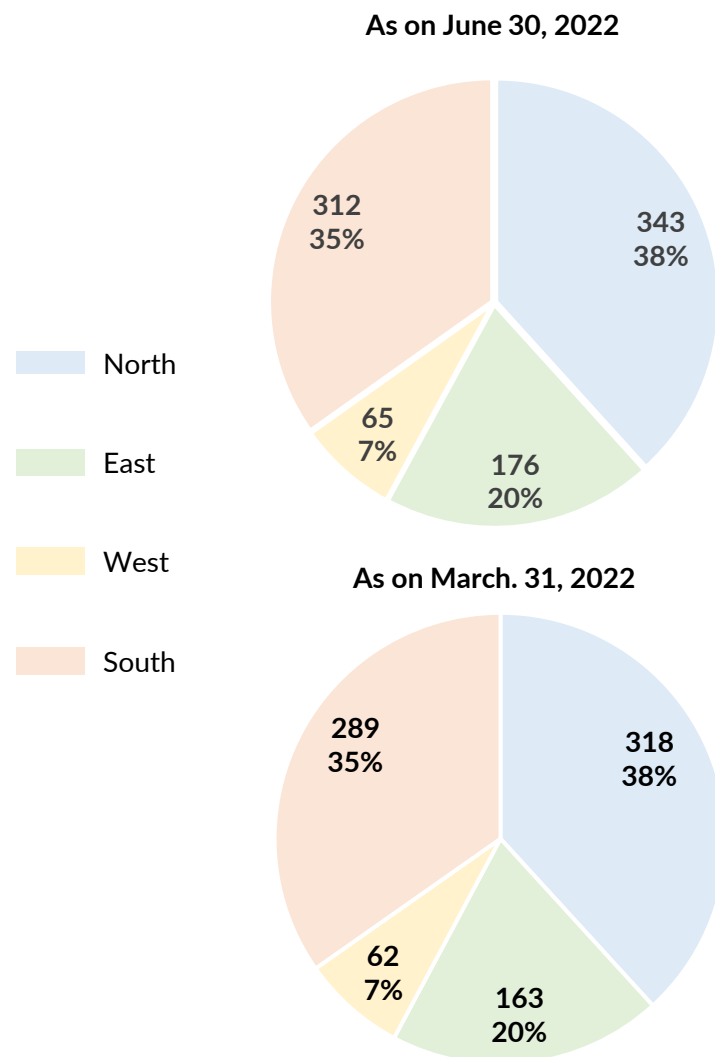
Brand	NET NEW UNITS (NNU)					Stores as at 31 Mar 22	Stores as at 30 June 22
	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	LTM		
KFC 	25	30	25	27	107	364	391
PH 	34	40	22	23	119	413	436
Costa 	1	5	5	14	25	55	69
Others	3	4	2	5	14	60	65
Total India	63	79	54	69	265	892	961
Nigeria 	2	1	0	1	4	28	29
Nepal  	3	1	0	0	4	18	18
Total DIL	68	81	54	70	273	938	1,008

Core Brands – 941 stores as at 30th June'22 (876 : 31st March'22)

Store Expansion Focus



Core Brands Stores; India – Regional split



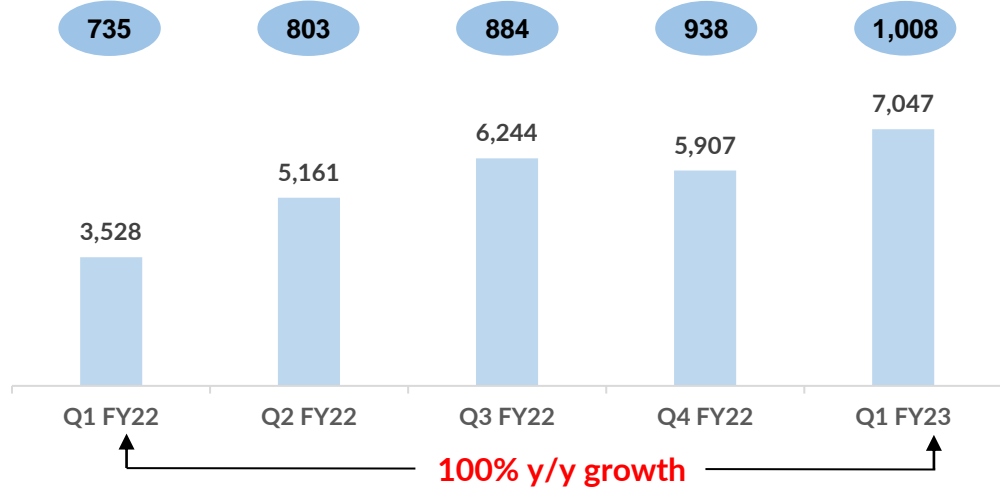
Core Brands Stores	Mar. 31, 2021	Mar. 31, 2022	June 30, 2022
NCR	135	153	161
Bengaluru	80	106	108
Kolkata	42	52	55
Hyderabad	32	60	65
Other Metro cities	27	36	38
Total Metros	316	407	427
Total Non Metros	289	425	469
% In Metros	52%	49%	48%
% In Non Metros	48%	51%	52%
Total Cities	155	204	215

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

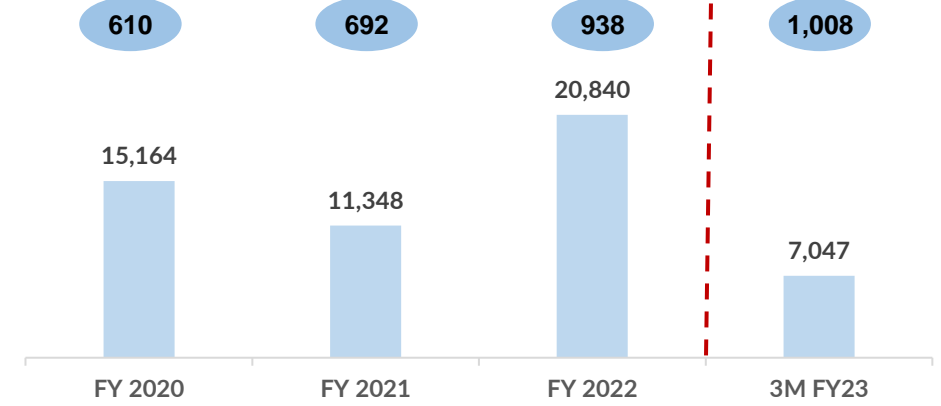
Business Performance – DIL Consolidated



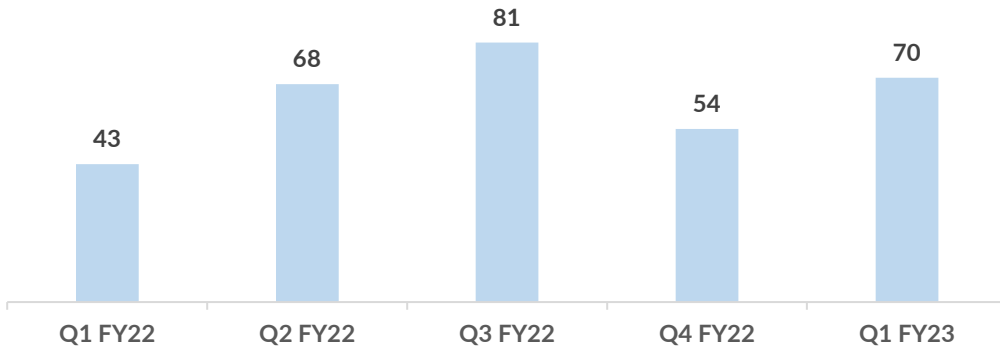
Revenue from Operations - Quarterly



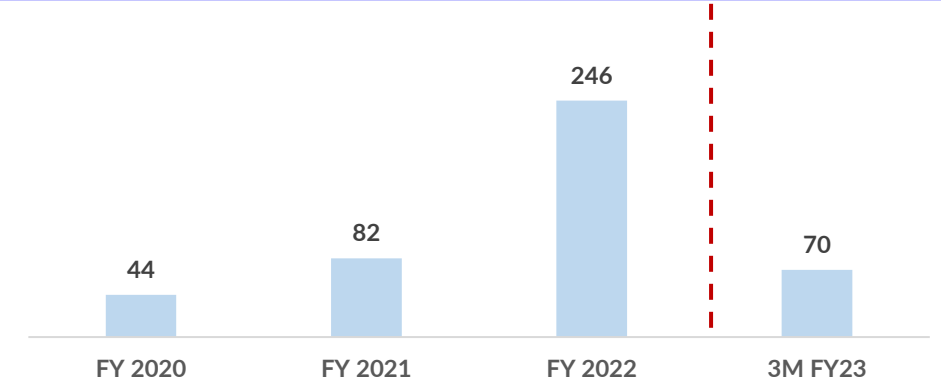
Revenue from Operations - Annual



Net New Units - Quarterly



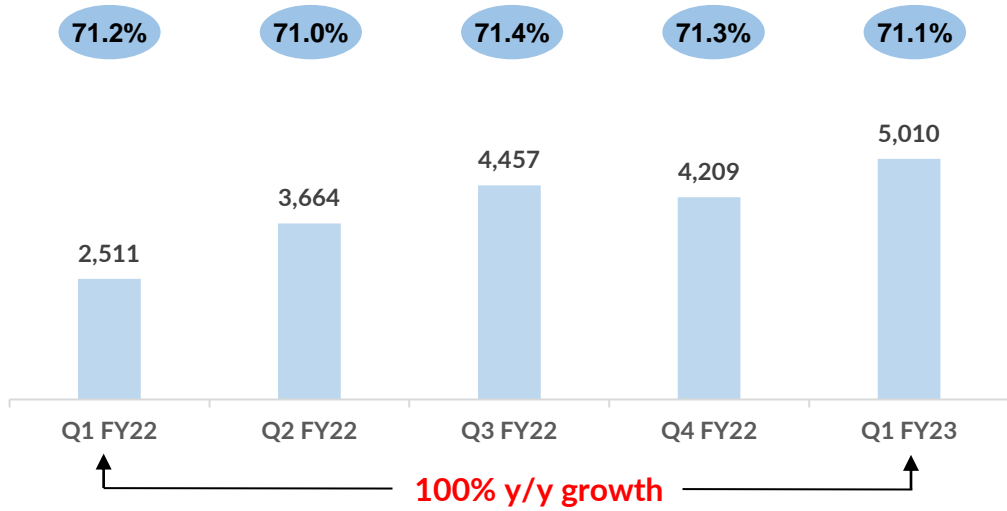
Net New Units - Annual



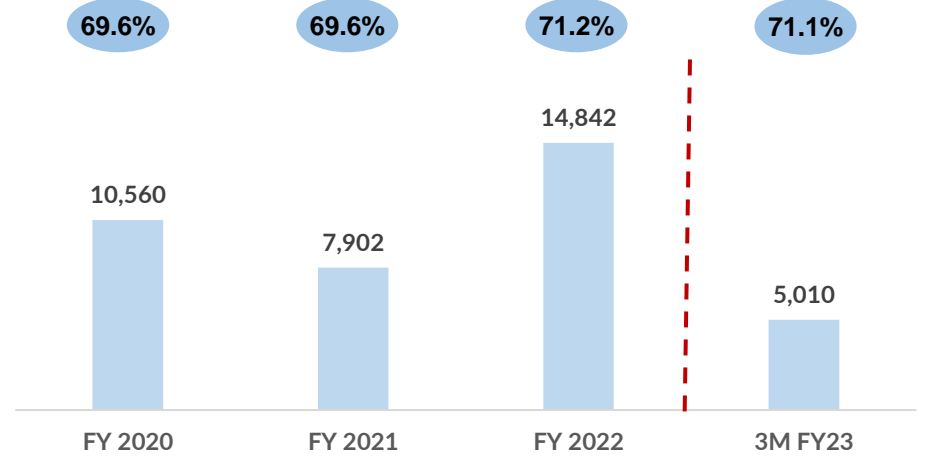
Financial Performance – DIL Consolidated



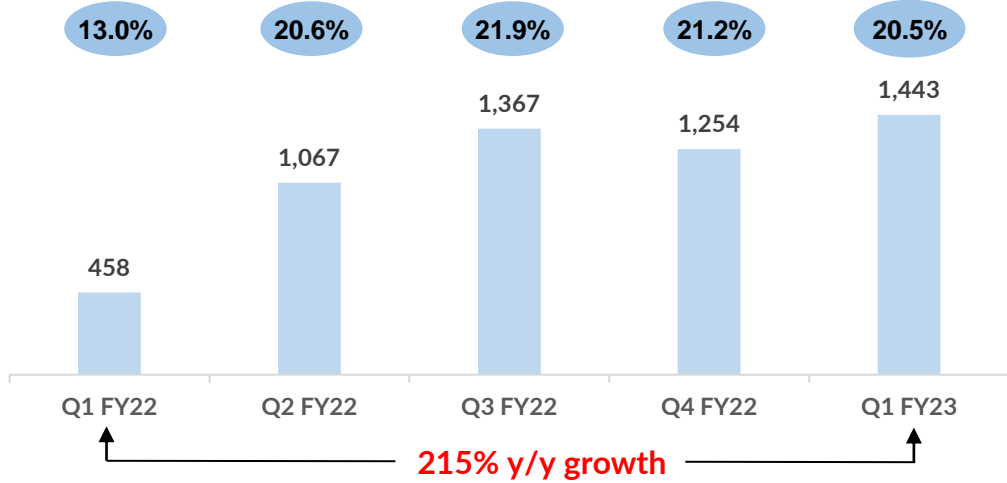
Gross Margin - Quarterly



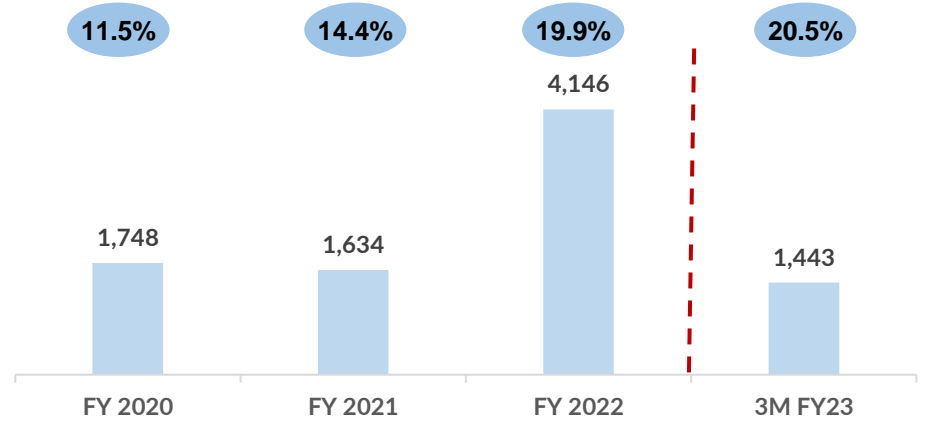
Gross Margin - Annual



Brand Contribution - Quarterly



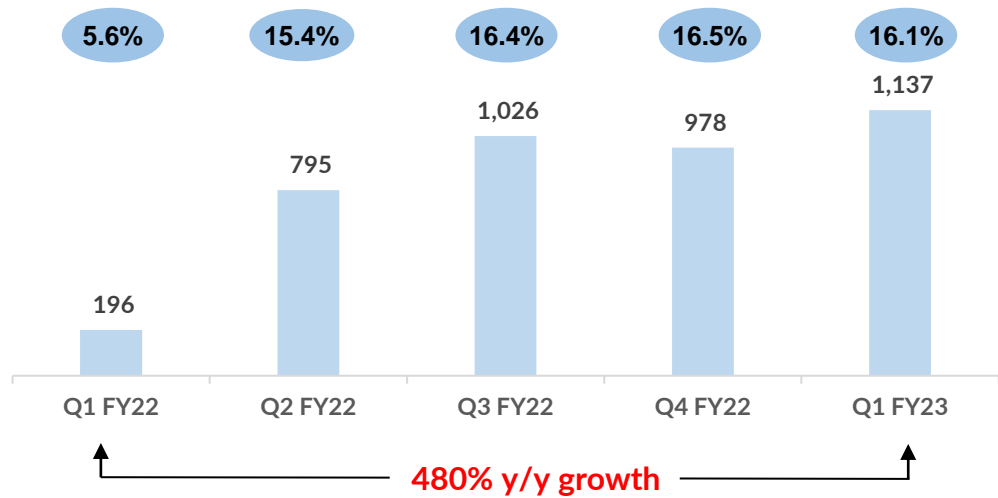
Brand Contribution - Annual



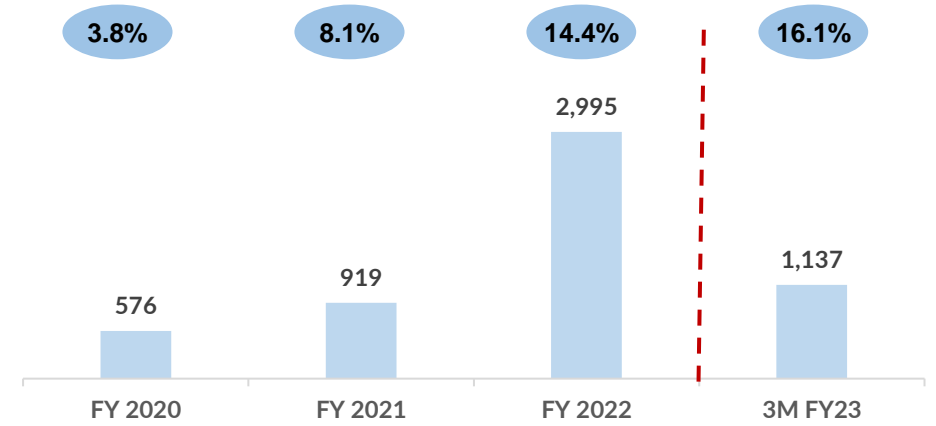
Financial Performance – DIL Consolidated



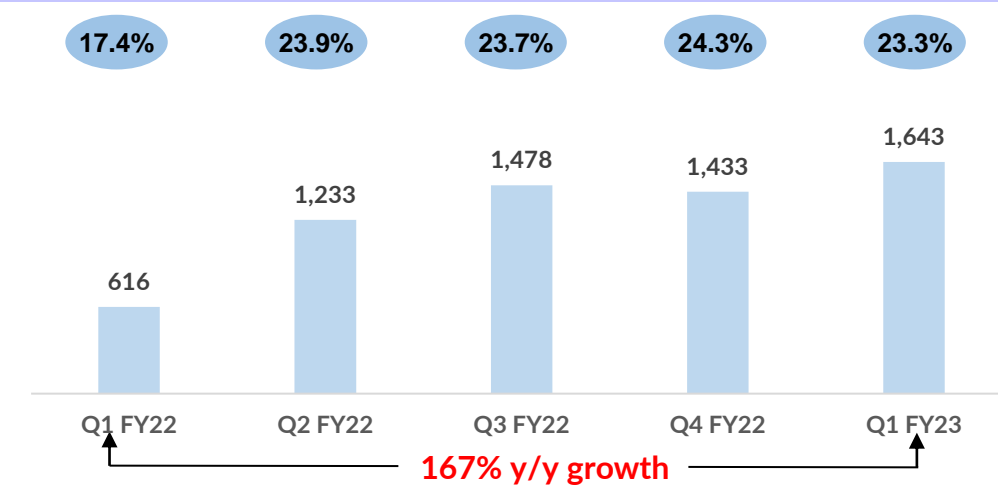
EBITDA (Pre-IndAS) - Quarterly



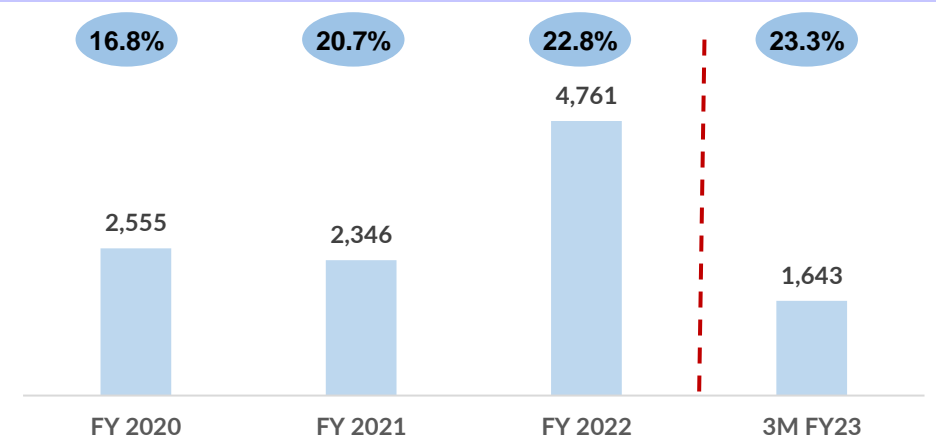
EBITDA (Pre-IndAS) - Annual



EBITDA (Post IndAS) - Quarterly



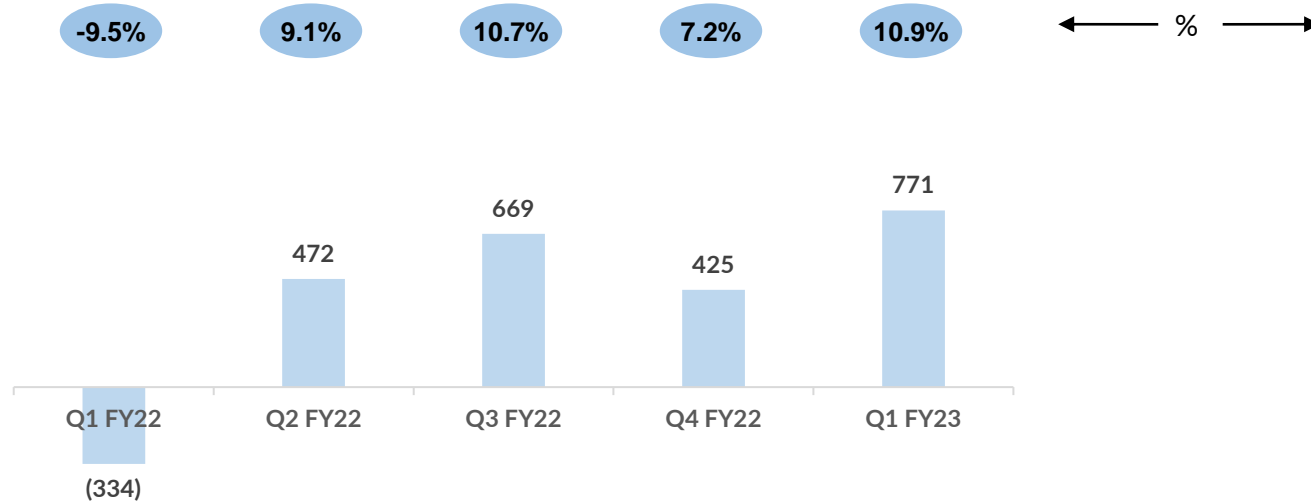
EBITDA (Post IndAS) - Annual



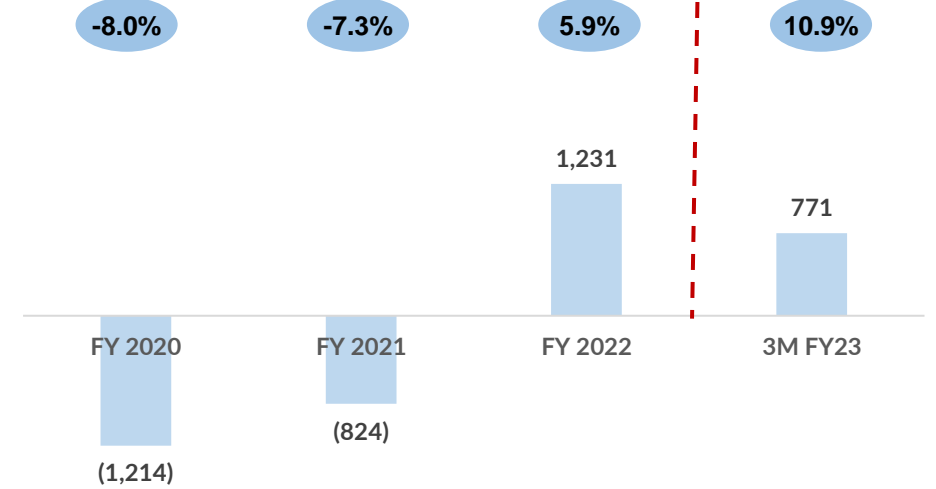
Financial Performance – DIL Consolidated



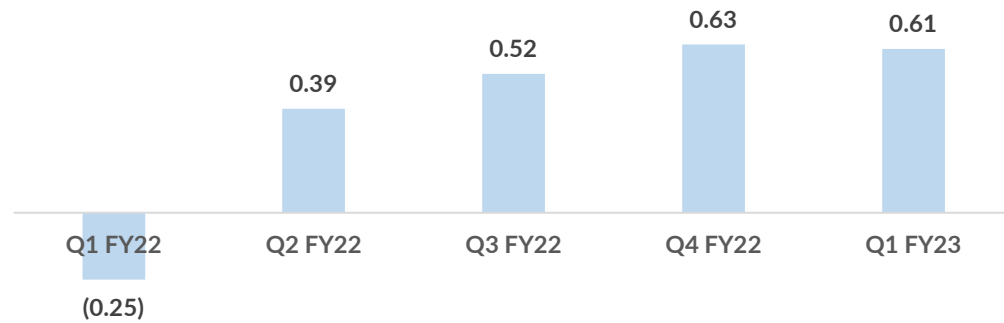
Profit before Tax** - Quarterly



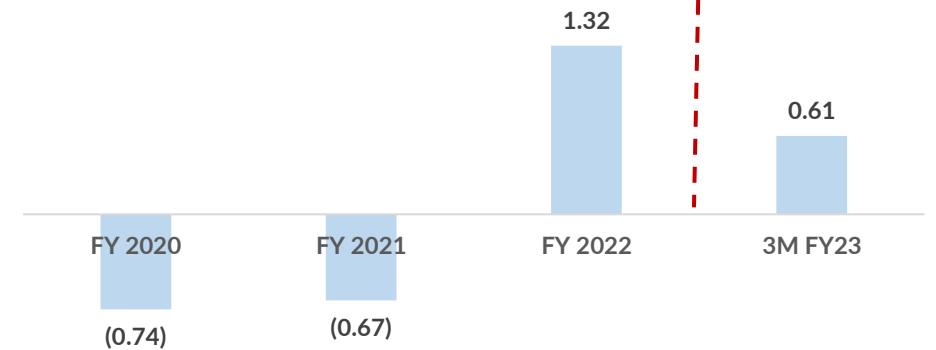
Profit before Tax** - Annual



Diluted EPS – Quarterly



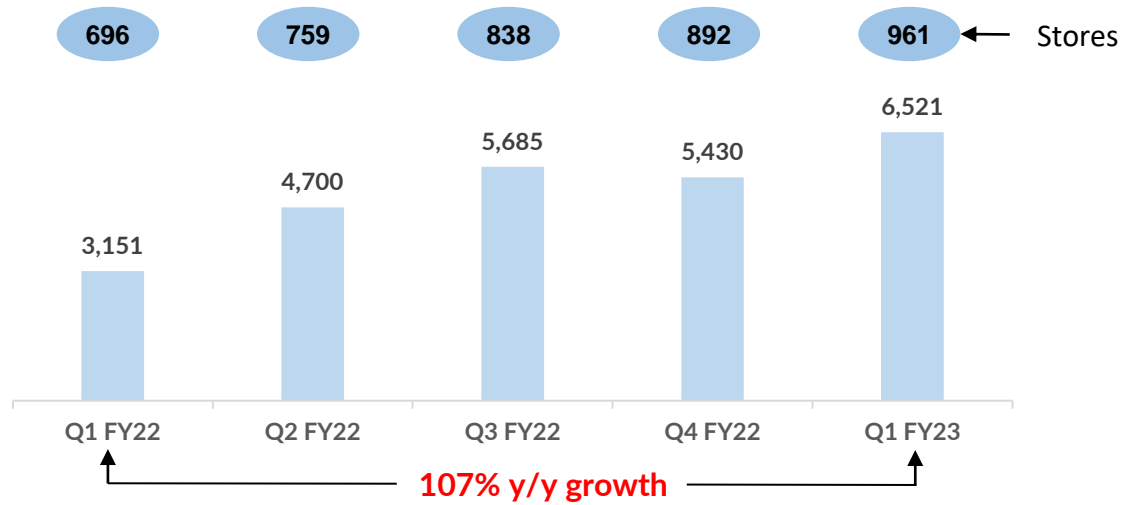
Diluted EPS – Annual



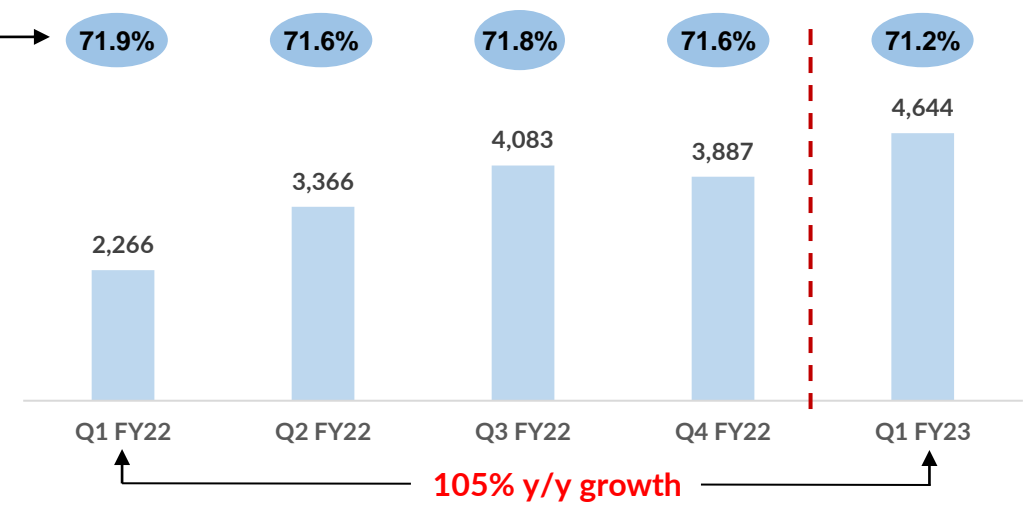
Performance Trend – DIL India



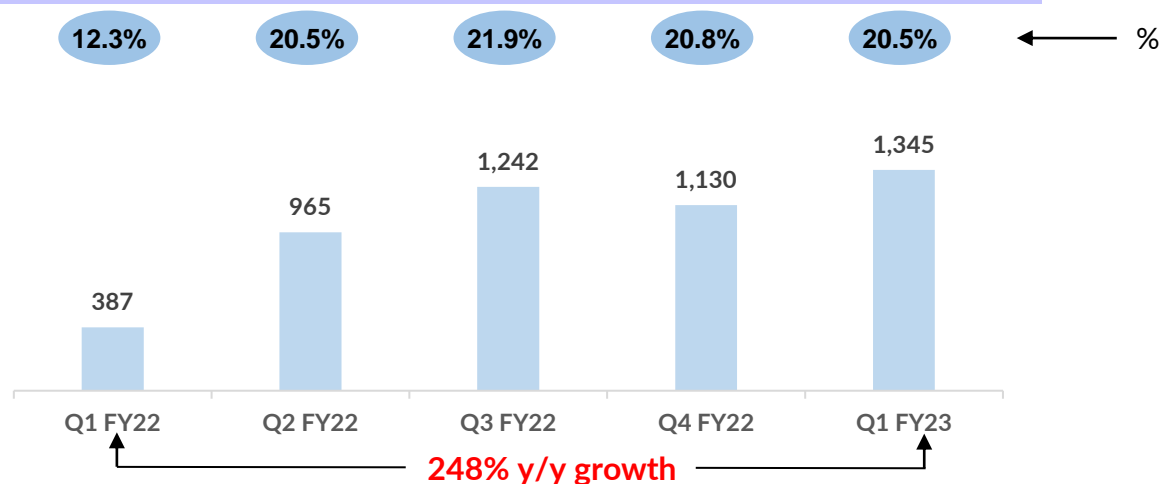
Revenue from Operations



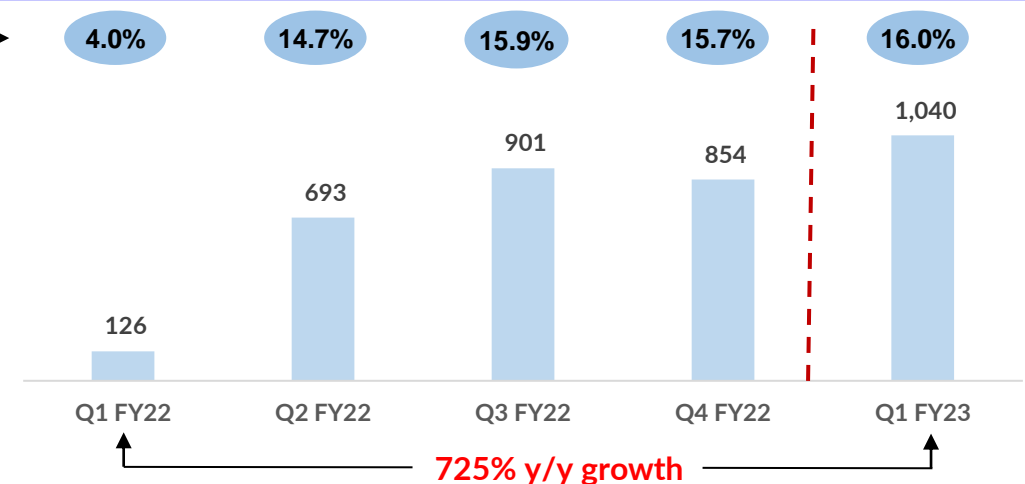
Gross Profit



Brand Contribution



EBITDA (Pre-IndAS 116)



NEW

KFC[®]

POPCORN

NACHOS

Powered by
Doritos



GRAB THE CRUNCH NOW!
LET'S KFC

Core Brands – KFC



Q1 Net New Stores - 27



KARIMNAGAR HIGHWAY, HYDERABAD



FLAGSHIP STORE, DIGITAL ORDERING KIOSKS



LULU MALL, LUCKNOW, UP



SEALDAH STATION, WB



GURUGRAM, HR

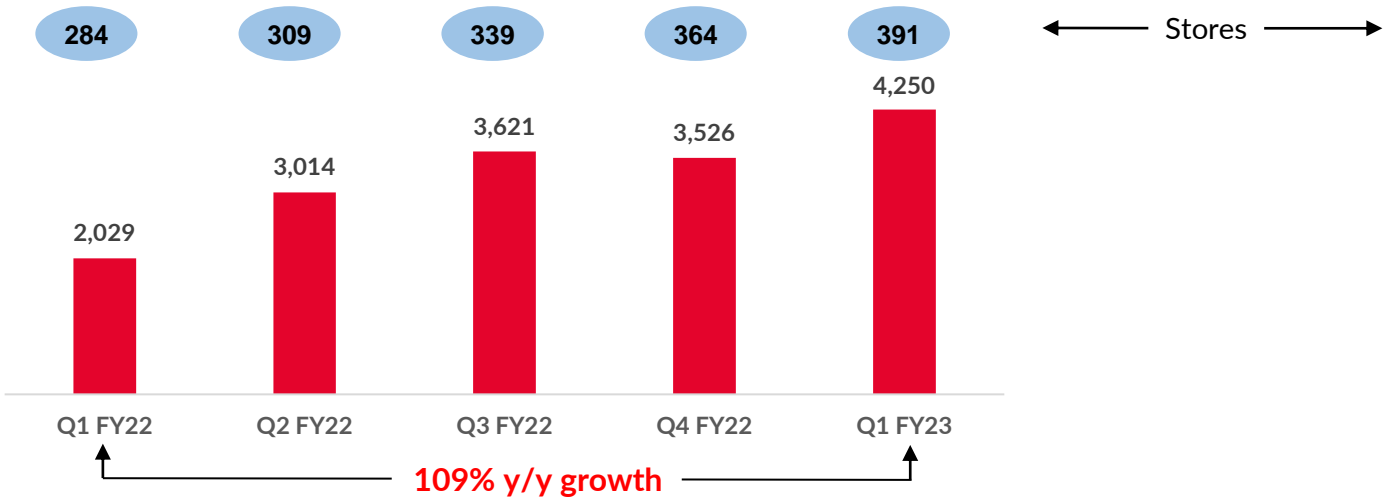


VIJAYWADA, AP

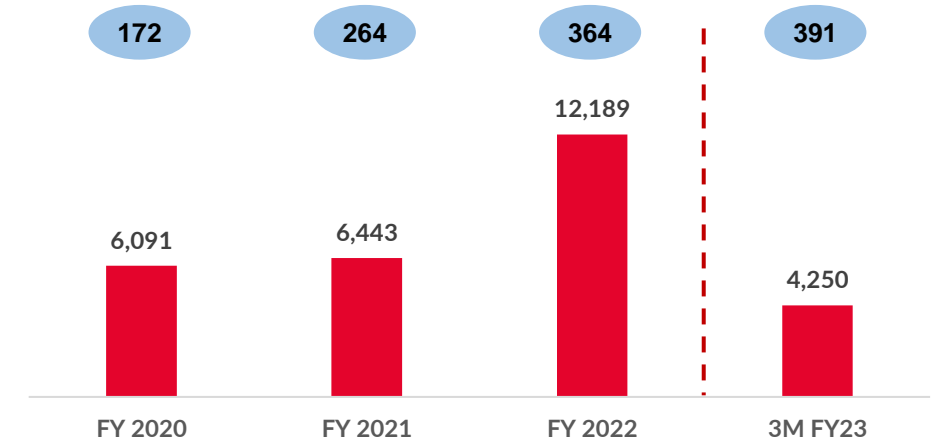
Business Performance – KFC



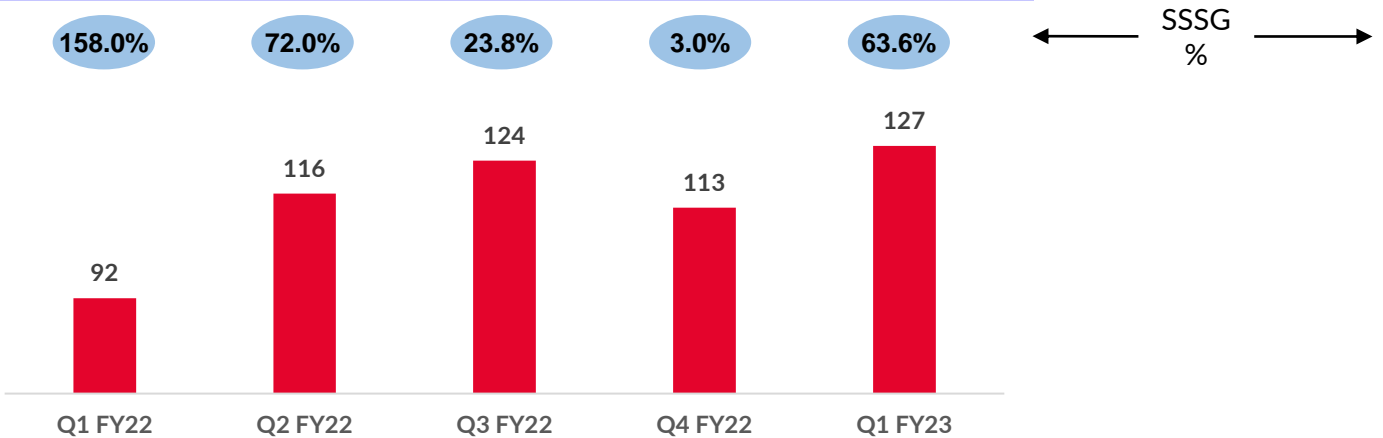
Revenue from Operations - Quarterly



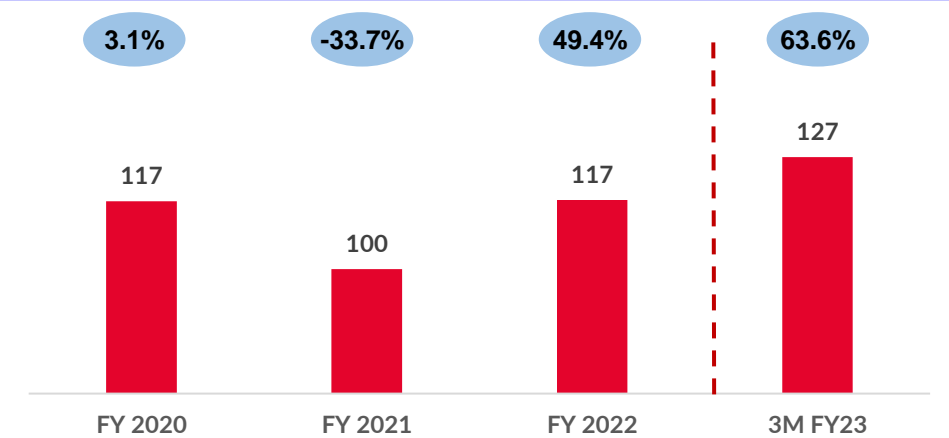
Revenue from Operations - Annual



ADS - Quarterly



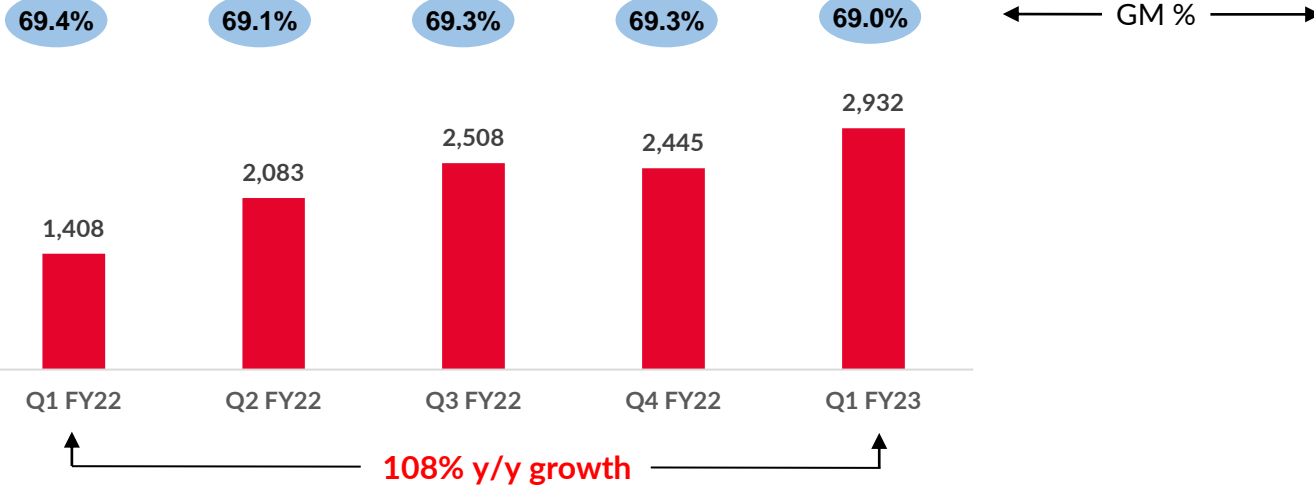
ADS - Annual



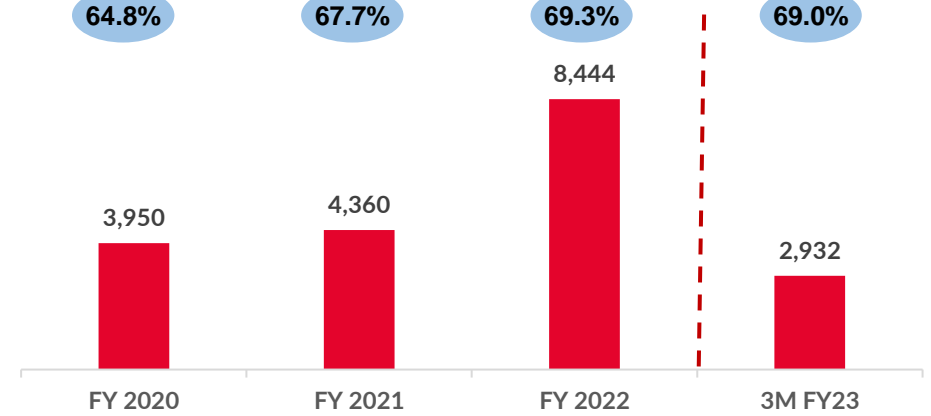
Financial Performance – KFC



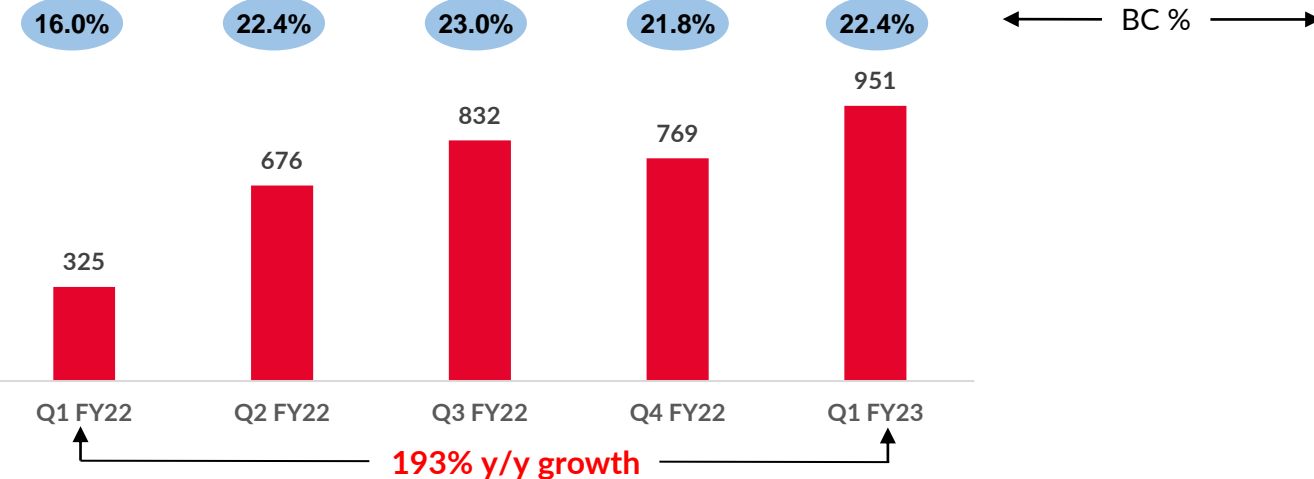
Gross Profit - Quarterly



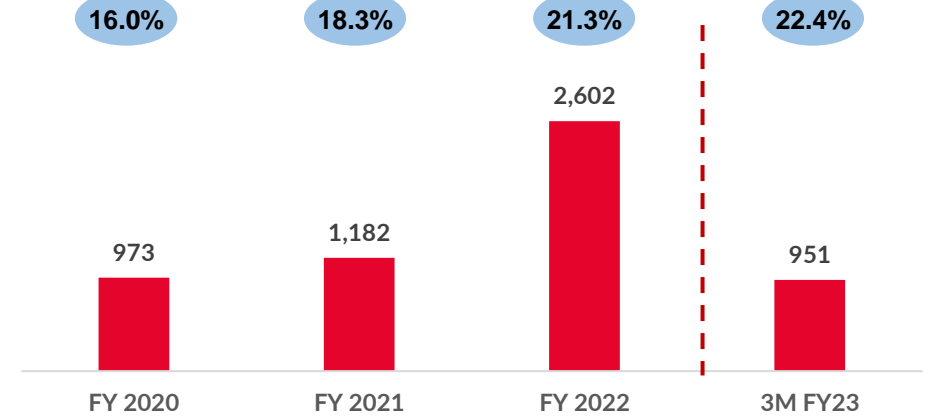
Gross Profit - Annual



Brand Contribution - Quarterly



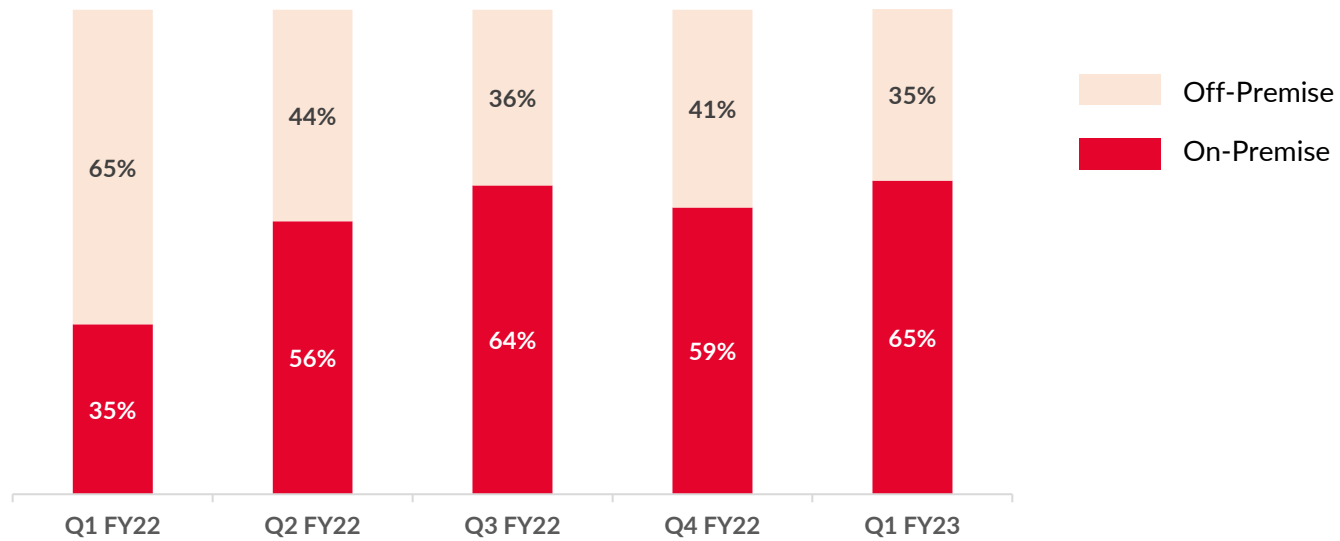
Brand Contribution - Annual



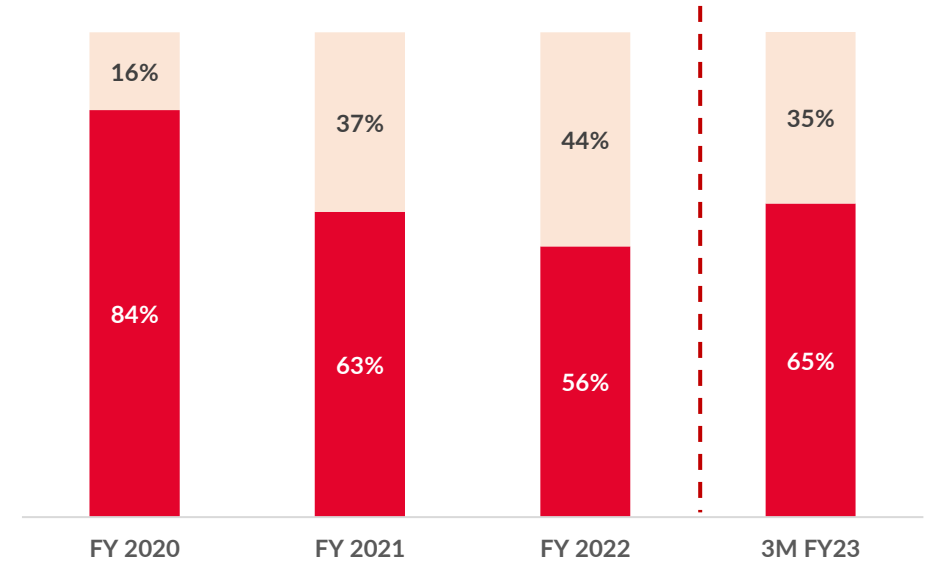
Channel wise Sales Mix - KFC



KFC Sales Mix - Quarterly



KFC Sales Mix - Annual



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

KFC Marketing Campaigns



TRY THE NEW

SAN FRANCISCO STYLE CRUST.

LIGHTER, CRISPIER AND TASTIER.



**DILKHOJKE
DELIVERING**



Core Brands – Pizza Hut



Chef's special
sauce



Virgin olive oil
drizzle



Available with
27 topping combinations

Q1 Net New Stores - 23



DIL 1,000th STORE – SION, MUMBAI



SIRSA



SAMBALPUR



VIJAYWADA

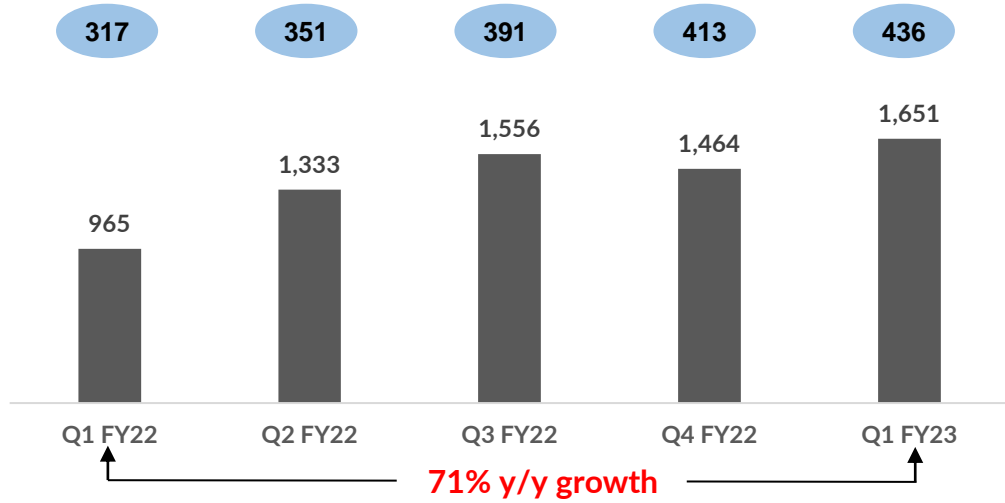


CHANGANASSERRY

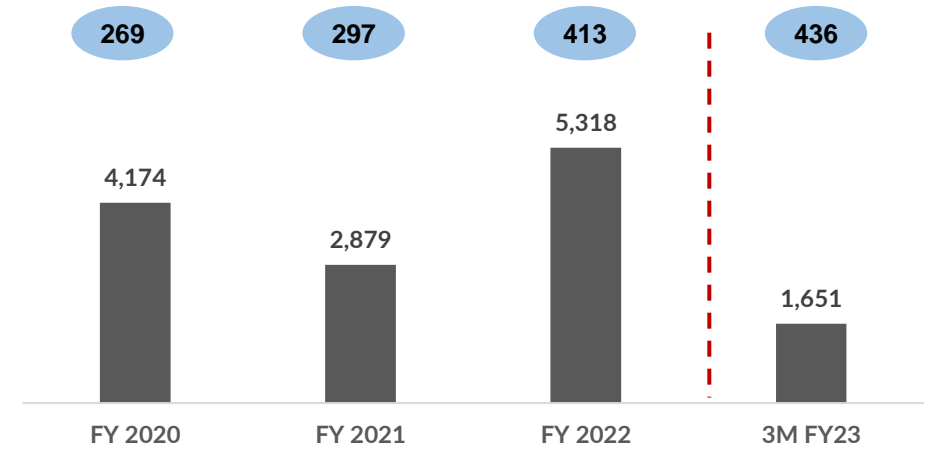
Business Performance – PH



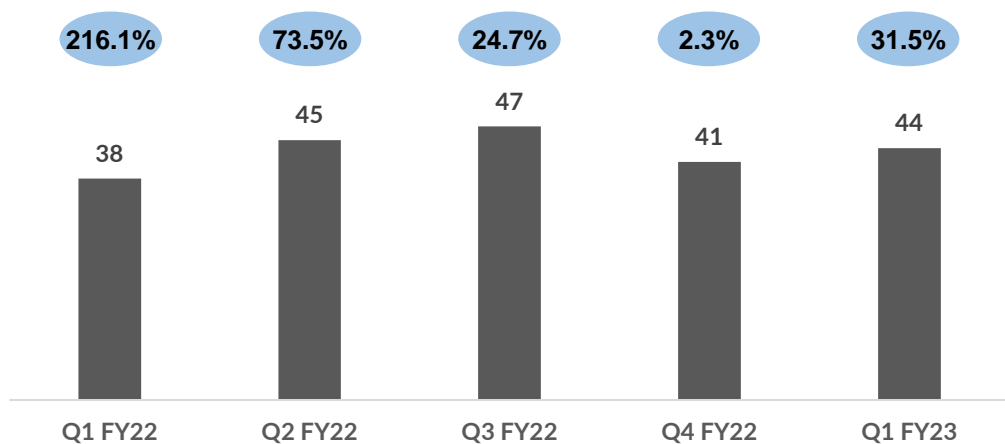
Revenue from Operations - Quarterly



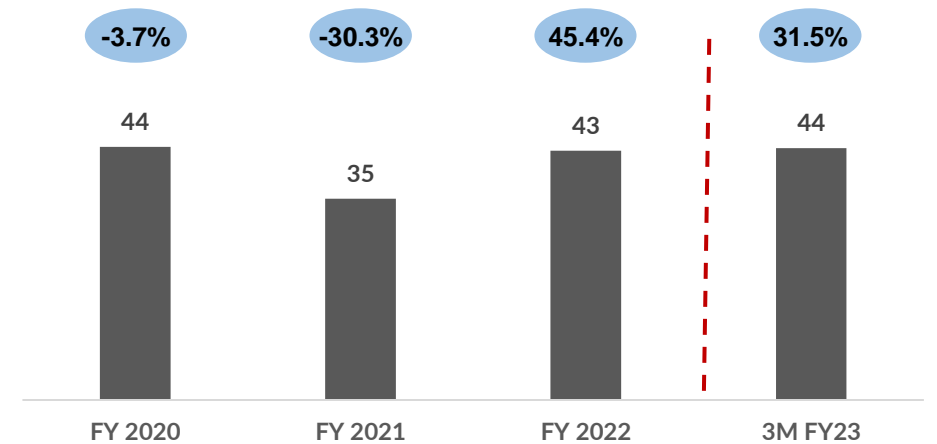
Revenue from Operations - Annual



ADS - Quarterly



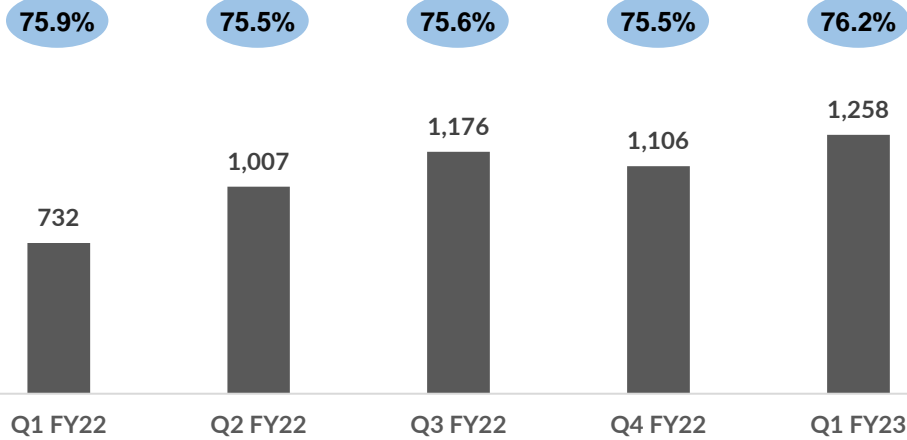
ADS - Annual



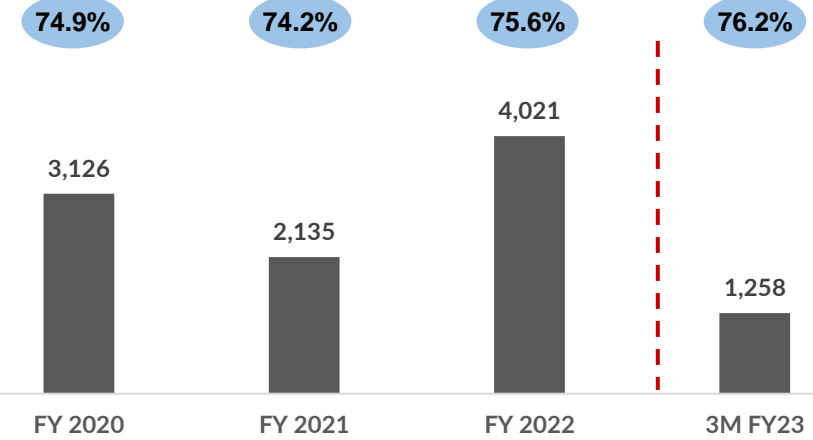
Financial Performance – PH



Gross Profit - Quarterly



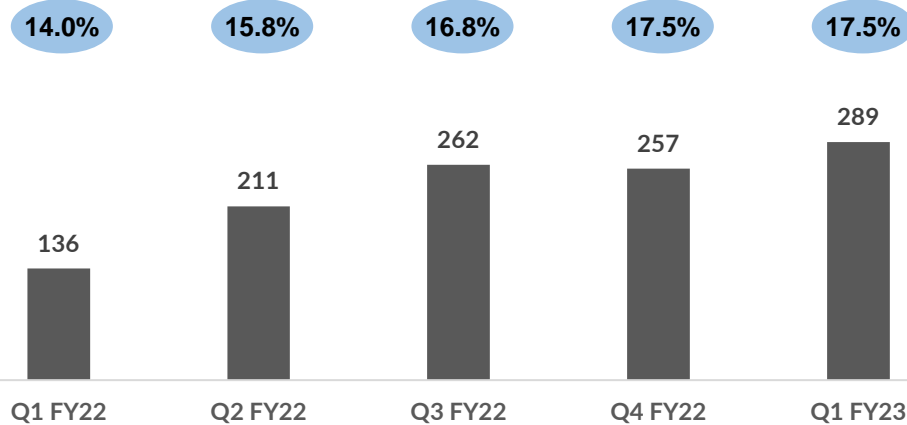
Gross Profit - Annual



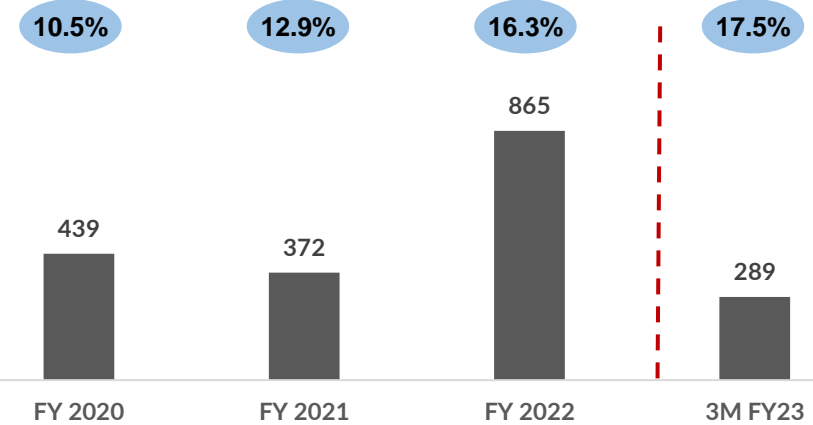
← GM % →

72% y/y growth

Brand Contribution - Quarterly



Brand Contribution - Annual



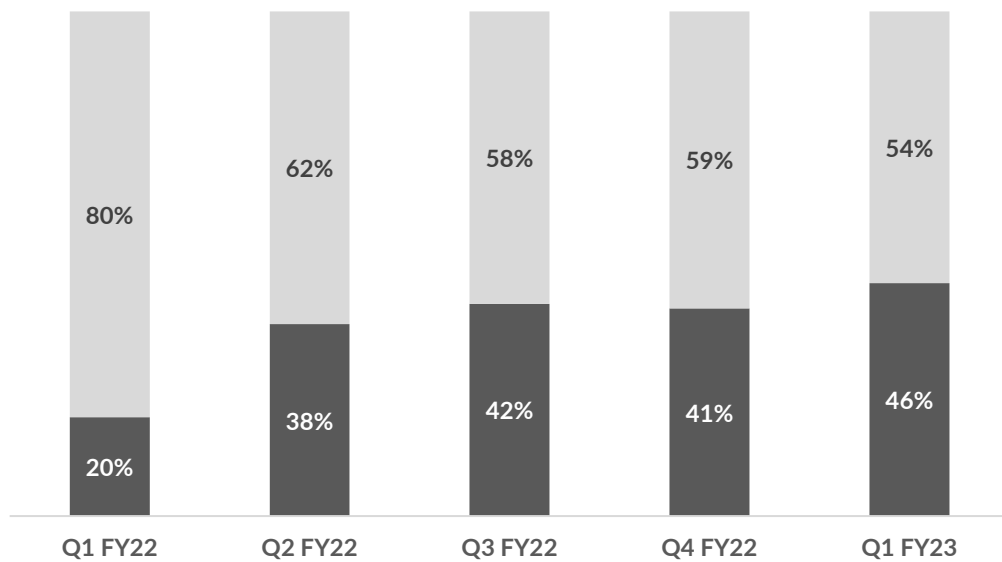
← BC % →

116% y/y growth

Channel wise Sales Mix

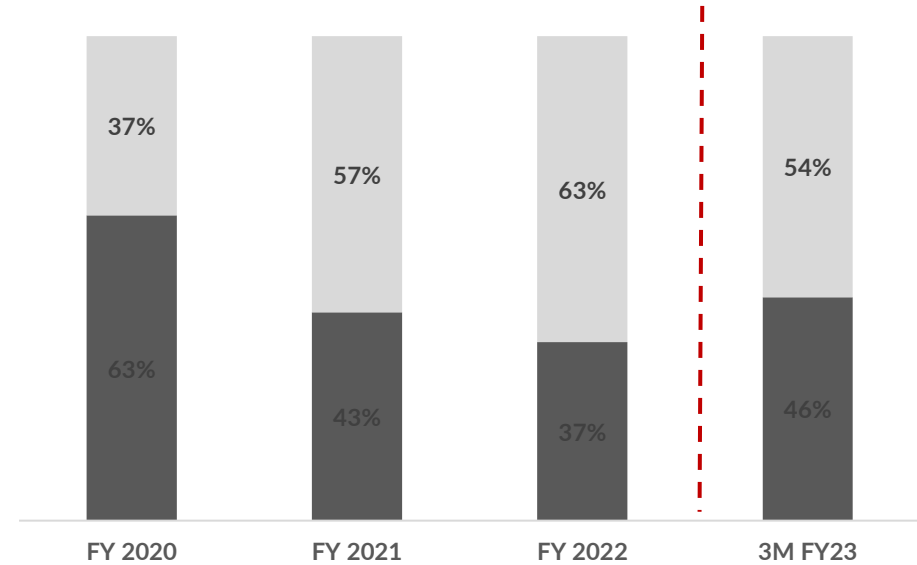


PH Sales Mix - Quarterly



Off-Premise
 On-Premise

PH Sales Mix - Annual



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

New Product Launch – Flavour Fun Pizzas



Pizza Hut DIL KHOLKE DELIVERING

FLAVOUR FUN PIZZAS

STARTING @ ₹ **79***

ORDER NOW | **WALK IN**

Prices applicable as per pizza selection by the consumer. Images shown are for illustration purpose only. Prices are exclusive of taxes. For more details visit pizzahut.co.in. *T&C Apply.



FLAVOUR FUN PIZZAS STARTING @ ₹ **79**

5 CRAVEABLE SAUCE FLAVOURS

CLASSIC
ITALIAN
TANDOORI
SCHEZWAN
CHEEZY

Download our app



All India launch with extensive 360° campaign across Print, OOH, Digital.



Core Brands – Costa Coffee



Costa New Stores & Marketing Campaigns



The Beautiful City
Deserves a Great Coffee

COSTA
COFFEE

Now Open in Chandigarh



Free Coffee Tumbler for first 200 customers on a bill of ₹ 899 and above. Offer valid till 12th June/until stock lasts.

Address - SCO 459-460, Sector 35, Chandigarh

T&C Apply

Brewing love for the
Golden hearts of Amritsar

Visit us at Mall of Amritsar



Costa Coffee India
Published by Monika Kapoor · 27 June at 13:20

The coolest accessory for this season – the Costa Coffee Frappe! Best paired with our freshly baked snacks and enjoyed with your BFFs. 🍪☺️

#SipIntoSummer #CostaCoffeeIndia #CostaCoffee #CoffeeLove #Coffee #CoffeeTime #Coffeegram #Instacoffee #BeatTheHeat #CostaFrappes #CostaFrappes #Frappes #ColdCoffee #SummerDrinks #Summer #SummerVibes #StayCool #ChillWithCosta #Frappes #CreamyCoffee #ChocolateBrownie #ChocolateFudgeBrownie #CoffeeWithFriends #Caramel #CoffeeWithFriends



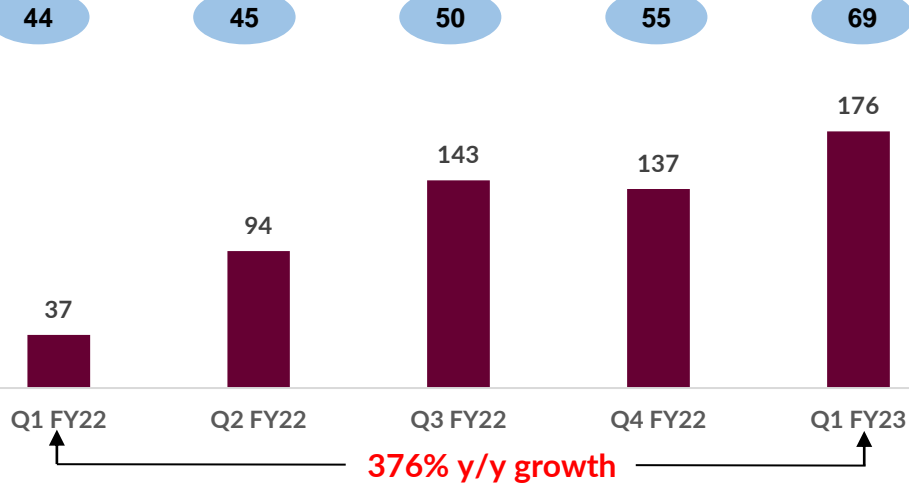
costacoffeeindia



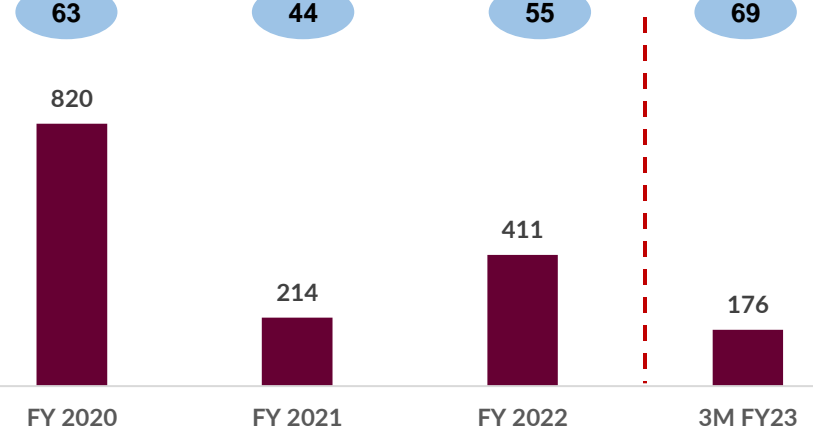
Business Performance – Costa



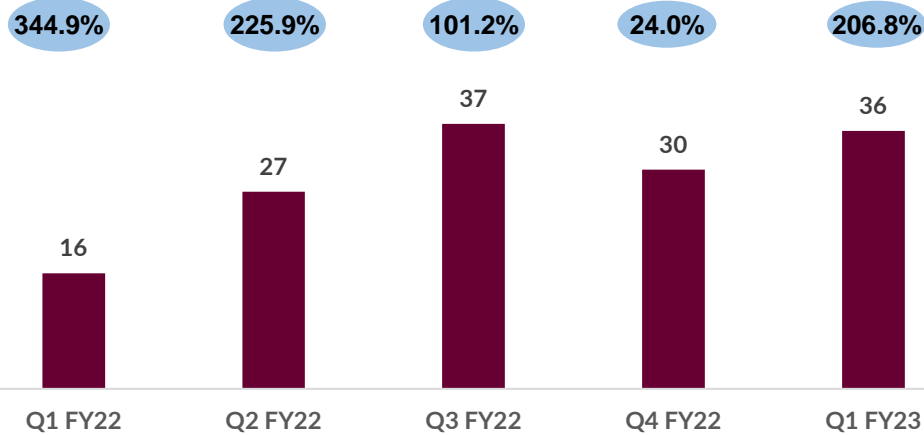
Revenue from Operations - Quarterly



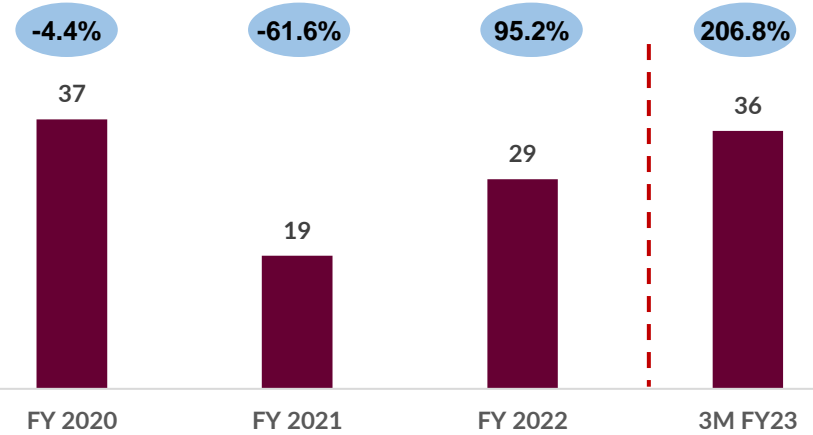
Revenue from Operations - Annual



ADS - Quarterly



ADS - Annual

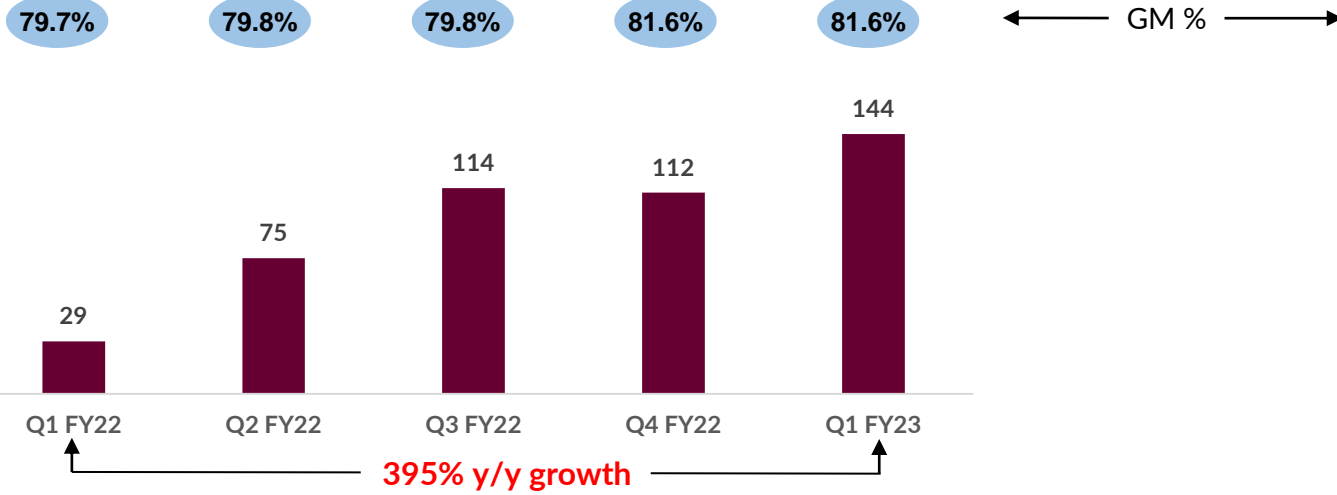


SSSG %

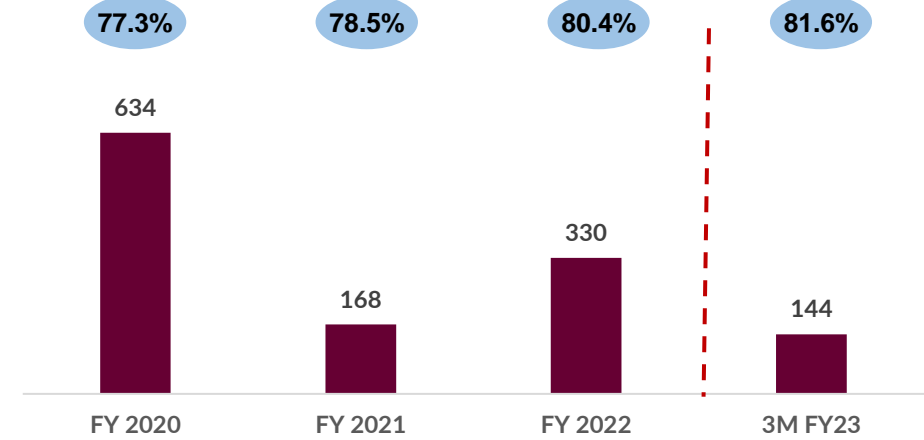
Financial Performance – Costa



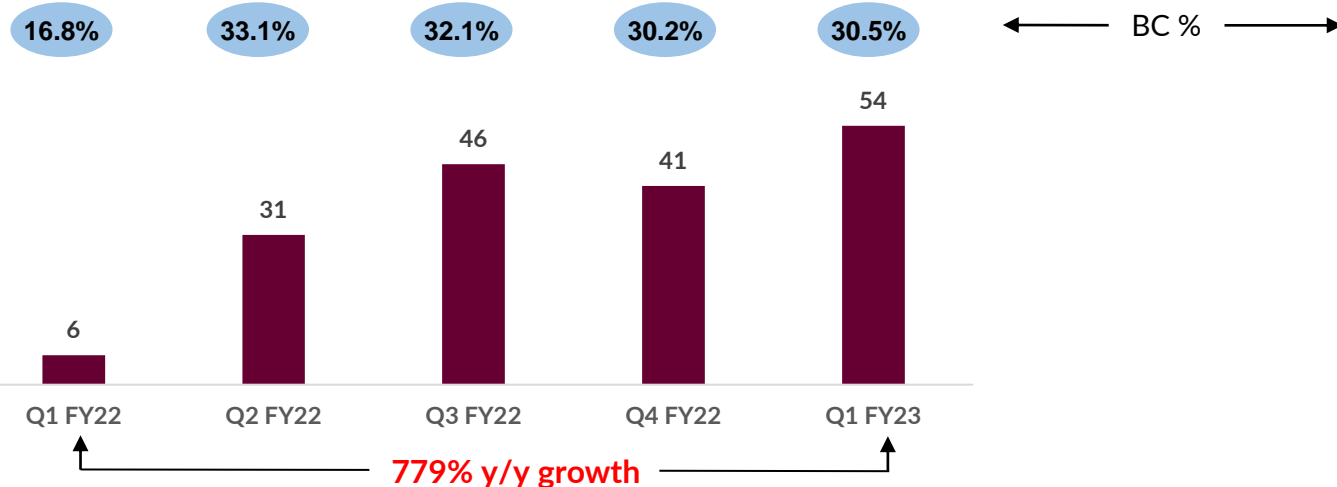
Gross Profit - Quarterly



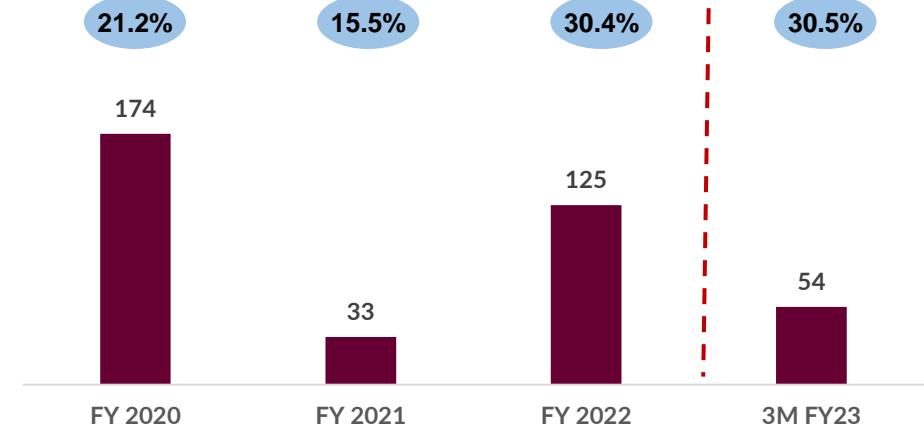
Gross Profit - Annual



Brand Contribution - Quarterly



Brand Contribution - Annual



Nigeria 29 Stores



Nepal 18 Stores



	Q1' FY23	Q4' FY22	Q1' FY22	FY 22
Exit Stores	47	46	39	46
Revenue from Operations (INR 'Mn')	535	482	382	1,902
ADS (INR '000)	132	121	135	132



Summary Financials



Consolidated Profit & Loss Statement



Particulars (Rs. Million)	Q1' FY23	Q4' FY22	Q1' FY22	FY22	FY21
Revenue from Operations	7,047	5,907	3,528	20,840	11,348
Other Income	90	24	47	161	641
Total Income	7,137	5,931	3,574	21,001	11,989
Raw Material Cost	2,037	1,698	1,016	5,998	3,447
Gross Profit	5,010	4,209	2,512	14,842	7,902
<i>Gross Margin</i>	71.1%	71.3%	71.2%	71.2%	69.6%
Employee benefits expense	766	623	537	2,482	1,543
Other expenses	2,600	2,153	1,359	7,599	4,012
Total Expenses	3,366	2,777	1,896	10,082	5,556
EBITDA	1,643	1,433	616	4,760	2,346
<i>EBITDA Margin</i>	23.3%	24.3%	17.4%	22.8%	20.7%
Finance Costs	328	322	324	1,270	1,495
Depreciation & Amortization Expense	637	648	482	2,213	2,295
Impairment	(4)	36	47	35	480
Exceptional (Gain)/ Loss	-	27	144	171	(459)
Profit before Tax (PBT)	771	425	334	1,231	(824)
Tax Expense	24	(335)	-	(320)	(11)
Profit after Tax (PAT)*	748	759	334	1,551	(813)



Social Initiatives



Social Initiatives



Diversity & Inclusion



DIL now has 31 stores entirely run by either all-women or specially-abled employees

Specially-abled children hosted at the opening of DIL's 1,000th store

Pizza Hut opened the brand's first store entirely run by specially-abled employees in Kolkata



KFC's India Sahyog - expanded to 3rd City

NRAI, KFC to promote food safety in city, support 100 local restaurants

KOLKATA, MAY 30 /--/ The National Restaurant Association of India (NRAI) in association with fast food

through a training module in safety and hygiene, customer service and profitability.

Sahyog' programme will work with 100 food joints in the metropolis. The project aims to support 500 restaurants across the country by the end of 2022, according to a release. "The programme aims to extend training and build know-how for local food joints, as many of them may not be aware of food safety standards and requirements. The India Sahyog programme... will definitely be useful in re-instilling faith amongst customers who might still be wary of stepping out of their homes," executive director of FSSAI, under the Ministry of Health & Family Welfare, Inoshi Sharma said.

"The programme aims to extend training and build know-how for local food joints, as many of them may not be aware of food safety standards and requirements. The India Sahyog programme... will definitely be useful in re-instilling faith amongst customers who might still be wary of stepping out of their homes"--- Inoshi Sharma, executive director of FSSAI



chain KFC has launched a programme in the city to help local restaurants revive their business

After successfully supporting local restaurants in Bengaluru, Delhi and Hyderabad, KFC's India

Menon added: "As the pandemic slows down and the economy opens up, there are several small food businesses which still haven't been able to bring their operations back to pre-pandemic levels.

we are looking to provide relevant training, knowledge, and technical expertise to 100 food businesses across Kolkata." KFC India has also pioneered a street food vendor training programme in association with FSSAI across four states on safety parameters. (PTI)

As part of this programme, we've successfully empowered 300 restaurants across three

KFC India MD Samir

KFC's India Sahyog extends support to local food businesses

CHRONICLE NEWS SERVICE

KOLKATA: After successfully supporting local restaurants in Bengaluru, Delhi and Hyderabad, KFC's India Sahyog programme now commences its next chapter in the City of Joy.

In this phase, the programme will work with 100 local restaurants and food joints, helping them in business revival through training modules in food safety and hygiene, customer service, profitability and more.

This programme was launched in 2020, in association with the National Restaurant Association of India (NRAI) to support and promote the food safety and training certification (PoSTaC) programme of FSSAI and aims to support 500 restaurants across the country by the end of the year 2022.

Speaking about the continued effort to augment the growth of the food industry in India, Samir Menon, managing director at KFC India, said, "As

the pandemic slows down and the economy opens up, there are several small food businesses who still haven't been able to bring their operations back to pre-pandemic levels. We want to extend support to these businesses and help them get back on their feet. KFC's India Sahyog is a step in that direction and as part of this programme we've successfully empowered 300 restaurants across 3 cities in the past year. Now, we are looking to provide relevant training, knowledge, and technical expertise to 100 food businesses across the metropolitan area. We will continue to strengthen our commitment and take this program to more cities in the coming months, fulfilling our pledge of supporting 500 restaurants nationally by 2022."

On the occasion of the launch Inoshi Sharma, IRS, executive director at FSSAI, said, "A big congratulations to the India Sahyog programme team. The programme aims to extend training and build know-how



for local food joints, as many of them may currently not be aware of food safety standards and requirements. The India Sahyog programme is pertinent considering there is so much to do in the space of basic food safety and hygiene, more so, in the post-Covid era, and will definitely be useful in re-instilling faith amongst customers who might still be wary of stepping out of their homes."

Colonel Pramod Dahitule, regional director (East) at FSSAI, added, "Sahyog is a

great initiative and FSSAI appreciates the efforts of the team in this endeavour. The pandemic brought forth many challenges which severely impacted the food and beverage industry. In the post-Covid world, the need for safety and hygiene has become even more essential. Local food joints need the right knowledge and skills to combat these challenges by modifying their operating procedures. We are excited at the prospect of local restaurants and food businesses in the

city benefiting from this programme which will lead to the overall growth of the food industry."

Talking about the metropolitan area and the need for the programme, Piyush Kankaria, NRAI Kolkata Chapter Representative said, "The city is a food hub and people here are extremely passionate about food. We are thrilled to partner with KFC's India Sahyog programme and launch the Kolkata chapter. Food and beverage is a booming sector in the country and this initiative provides a platform for existing and upcoming restaurants to learn and grow. The programme supports the industry by training businesses on various important aspects of running a food business including food safety, hygiene, customer experience, delivery, etc. We are excited to take this program to local food business in Kolkata and add value to their business and growth."

Building on the brand's global commitment to lend entrepreneurial support to small food business owners, KFC's India Sahyog has been imparting expertise to various food joints and eateries severely impacted by the pandemic.

In the previous phases of the program, 300 restaurants across Delhi, Hyderabad and Bangalore were imparted specially designed modules on various aspects of the restaurant business, with training sessions on enhancing sales and customer service, improving profitability, food safety, hygiene and sanitation. Upon completing the modules, participants receive a certification by FSSAI, NRAI and KFC India. In the past, KFC India pioneered a street food vendor training programme in association with FSSAI, training over 1500 street food vendors across 4 states on food safety parameters. In addition, the brand also undertook a food safety officers' capability enhancement programme along with the state food safety authorities.


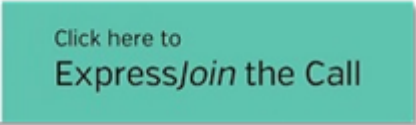
Devyani International's Q1 FY23 Conference Call on Wednesday, August 03, 2022 at 4:00 PM IST

Devyani International Limited (DIL), a multi-dimensional comprehensive QSR player in India, will host a conference call for investors and analysts on **Wednesday, August 03, 2022** at 4:00 PM IST to discuss its results and developments for the quarter ended June 30, 2022. The results will be announced earlier the same day.

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

Details of the conference call are as follows:

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

Timing	:	Wednesday, August 03, 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>  

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 1,008 stores across more than 215 cities in India, Nigeria and Nepal, as of June 30, 2022. In addition, DIL is a franchisee for the Costa Coffee brand and stores in India.

Yum! Brands Inc. operates brands such as KFC, Pizza Hut and Taco Bell brands and has presence globally with more than 54,000 restaurants in over 155 countries.

Founded in London by Italian brothers Sergio and Bruno Costa in 1971, Costa Coffee is present in 41 countries around the world, with over 2,700+ 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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Thank You!

