

Corporate Office : Plot No-18, Sector-35, Gurugram - 122004, Haryana (India) • Tel. : +91-124-4566300, 4786000
E-mail : devyani@dil-rjcorp.com • Website : www.dil-rjcorp.com;
CIN: L15135DL1991PLC046758

August 4, 2023

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 |
|--|---|

Sub: Regulation 30: Presentation on Unaudited Financial Results of the Company for the Quarter ended June 30, 2023

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of the Presentation on Unaudited Financial Results of the Company for the Quarter ended June 30, 2023.

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

Pankaj Virmani
Company Secretary & Compliance Officer

Encl: As above



DEVYANI

INTERNATIONAL LIMITED



Q1 FY 24 Results Presentation



Aug 4th, 2023

Disclaimer



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The data and opinion expressed herein with respect to the Company is based on a number of assumptions, and is subject to a number of known and unknown risks, which may cause the Company’s actual results or performance to differ materially from any projected future results or performance expressed or implied by such statements. Further, certain figures (including amounts, percentages and numbers), as applicable, have been rounded-off to the nearest number and may not depict the exact number.

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.



I am pleased to share that we have started the new fiscal year on a healthy note, despite facing challenges from a difficult macro environment and depressed consumer spending. Our commitment to “Customer First – Always”, driving product innovation, and enhancing scalability has been instrumental in supporting our overall consistent performance.....

....Overall, we are confident of achieving our goal of opening 275 to 300 stores this fiscal year, as we continue working towards our ambitious target of reaching 2,000 stores by 2026. With a dedicated focus on customer satisfaction, innovation, and growth, we are poised for success in the dynamic and evolving QSR landscape....

....Vaango, our own south Indian cuisine brand is shaping up nicely and we are bullish on this brand given the popularity of south Indian cuisine in the entire country. South Indian food is considered to be a healthy meal option and therefore it resonates well with all the age groups amongst our target consumers. We have opened 52 stores in Vaango so far and Vaango is expected to become Rs. 100 crore brand by the time we exit the current financial year.....

.....The consistent performance and potential of DIL India was acknowledged by Franchise India and DIL has been awarded the prestigious “Master Franchisee of the Year Award for 2023”.....

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DIL Consolidated Performance

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Core Brands Performance - KFC, Pizza Hut & Costa Coffee



Q1 FY24 - Performance Highlights



Continued momentum on store additions

- 47 NNUs in Q1 FY24; Cumulative stores as of June 30, 2023 - 1,290

Revenue Performance

- Sales at Rs. 847 Cr ; 12% growth on QoQ basis (20% YoY basis)
- Steady performance from Core Brands
 - KFC – Rs. 516 Cr (16% QoQ) ; PH – Rs. 184 Cr (8% QoQ) ; Costa – Rs. 32 Cr (-2% QoQ)

Margin Performance








- Gross Margin – 70.8% vs 69.6% in Q4 FY23
- Brand contribution – 18.2% vs 16.4% in Q4 FY23

Earnings Performance

- Consolidated Reported EBITDA at Rs. 173 Cr vs. Rs. 151 Cr in Q4 FY2023
- Reported EBITDA margin at 20.5% vs. 20.0% in Q4 FY2023)
- PBT at Rs. 13 # Cr (Normalized PBT at Rs. 60 Cr vs. Rs. 41 Cr in previous quarter)

Impact of Nigeria currency devaluation – Rs. 47 Cr

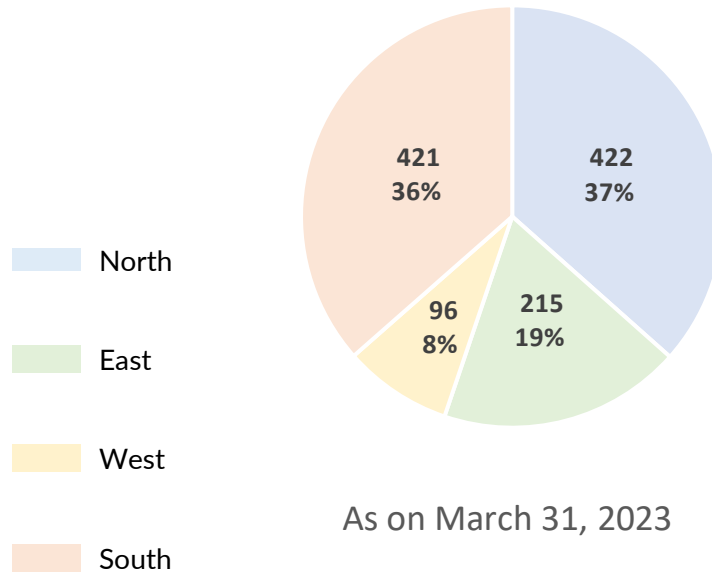
New Store Openings

| Brand | NET NEW UNITS (NNU) | | | | | | FY23 | Stores as at 30 June 22 | Stores as at 31 March 23 | Stores as at 30 June 23 |
|---|---------------------|-----------|-----------|-----------|-----------|--|------------|-------------------------|--------------------------|-------------------------|
| | Q1 FY23 | Q2 FY23 | Q3 FY23 | Q4 FY23 | Q1 FY24 | | | | | |
| KFC  | 27 | 32 | 38 | 29 | 20 | | 126 | 391 | 490 | 510 |
| PH  | 23 | 30 | 17 | 23 | 15 | | 93 | 436 | 506 | 521 |
| Costa  | 14 | 19 | 15 | 9 | 11 | | 57 | 69 | 112 | 123 |
| Vaango  | 5 | 4 | 3 | 4 | 0 | | 16 | 41 | 52 | 52 |
| Others | 0 | 1 | 0 | -1 | 0 | | 0 | 24 | 24 | 24 |
| Total India | 69 | 86 | 73 | 64 | 46 | | 292 | 961 | 1,184 | 1,230 |
| Nigeria  | 1 | 0 | 7 | 1 | 1 | | 9 | 29 | 37 | 38 |
| Nepal   | 0 | 2 | 1 | 1 | 0 | | 4 | 18 | 22 | 22 |
| Total DIL | 70 | 88 | 81 | 66 | 47 | | 305 | 1,008 | 1,243 | 1,290 |

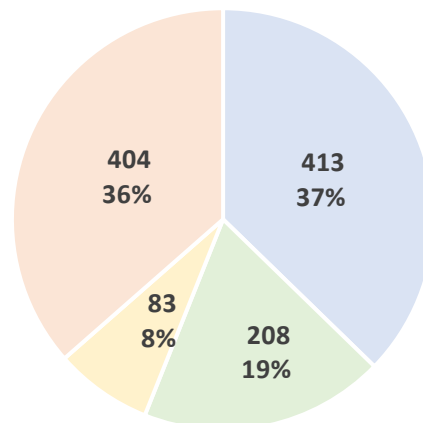
Core Brands – 1,212 stores as at 30th June'23 (1,165 : 31st Mar'23)

Core Brands Stores; India – Regional split

As on June 30, 2023



As on March 31, 2023



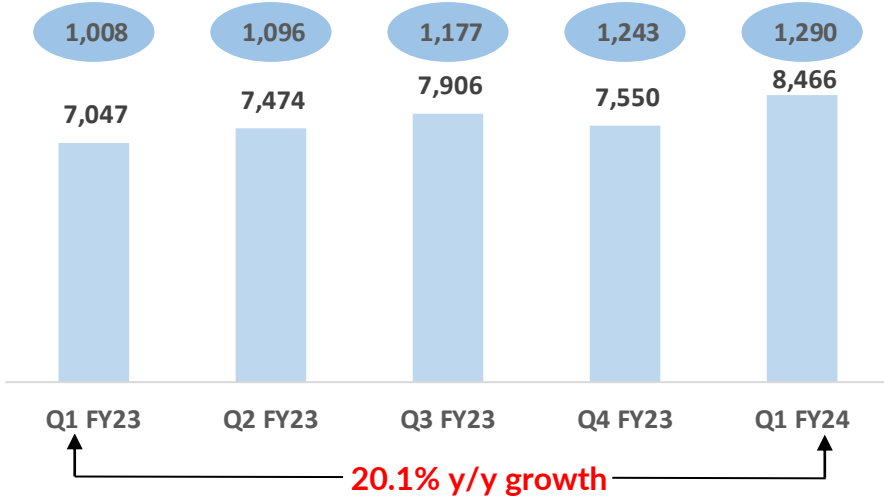
| Core Brand Stores | June 30, 2022 | March 31, 2023 | June 30, 2023 |
|--------------------------|---------------|----------------|---------------|
| Delhi NCR | 161 | 202 | 210 |
| Bangalore | 108 | 132 | 136 |
| Kolkata | 55 | 61 | 65 |
| Hyderabad | 65 | 79 | 83 |
| Other Metro Cities | 38 | 51 | 61 |
| Total Metros * | 427 | 525 | 555 |
| Total Non Metros | 469 | 583 | 599 |
| % in Metro | 48% | 47% | 48% |
| % in Non Metro | 52% | 53% | 52% |
| Total Cities | 215 | 242 | 242 |
| Total Store Count | 896 | 1,108 | 1,154 |

* Metro cities :- Delhi NCR, Mumbai, Kolkata, Bangalore, Hyderabad, Ahmedabad, Pune.

Business Performance – DIL Consolidated

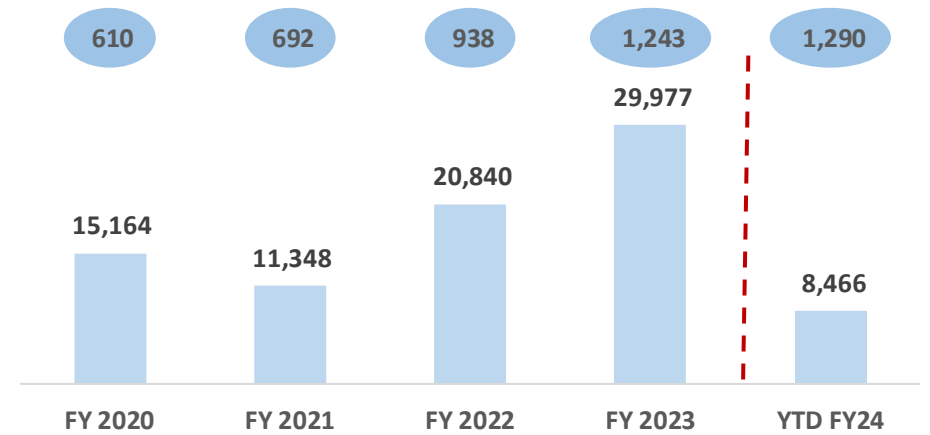


Revenue from Operations - Quarterly

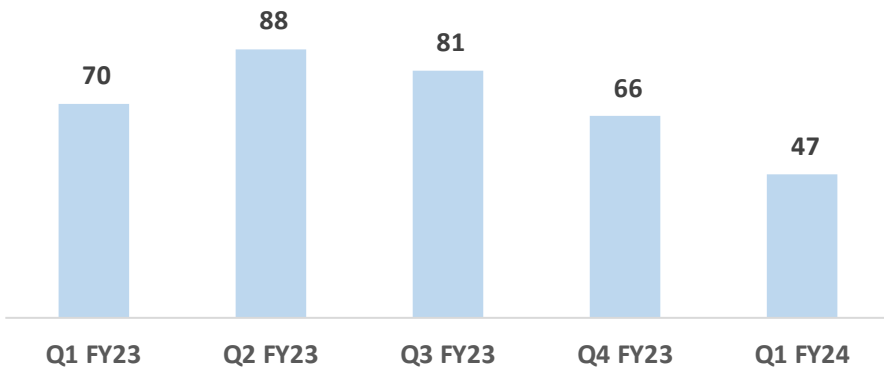


← Stores →

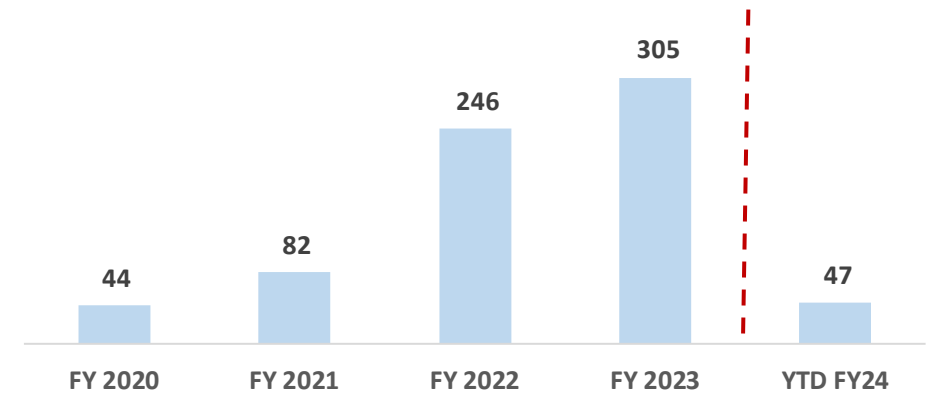
Revenue from Operations - Annual



Net New Units - Quarterly



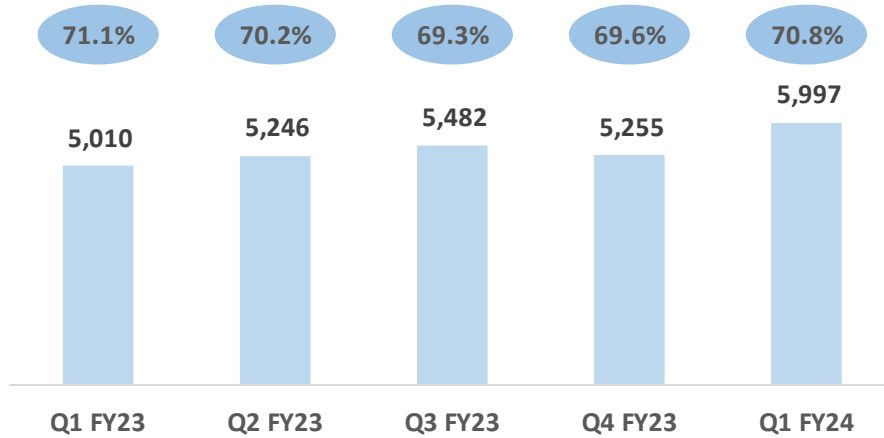
Net New Units - Annual



Operating Margins – DIL Consolidated

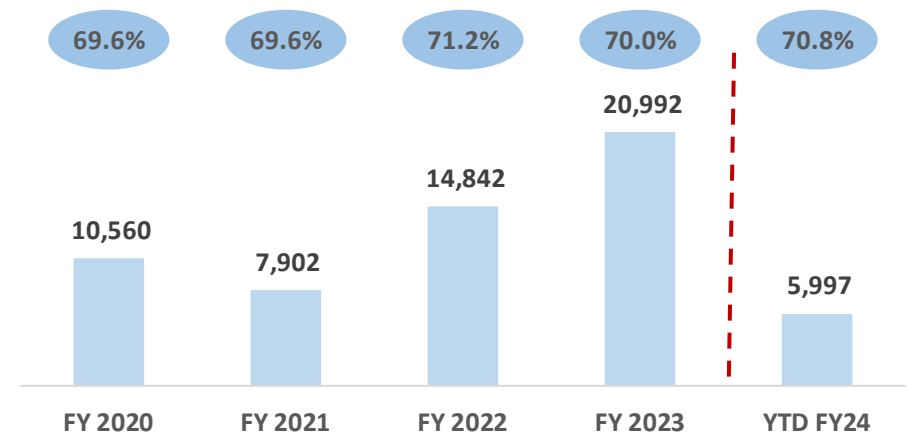


Gross Margin - Quarterly

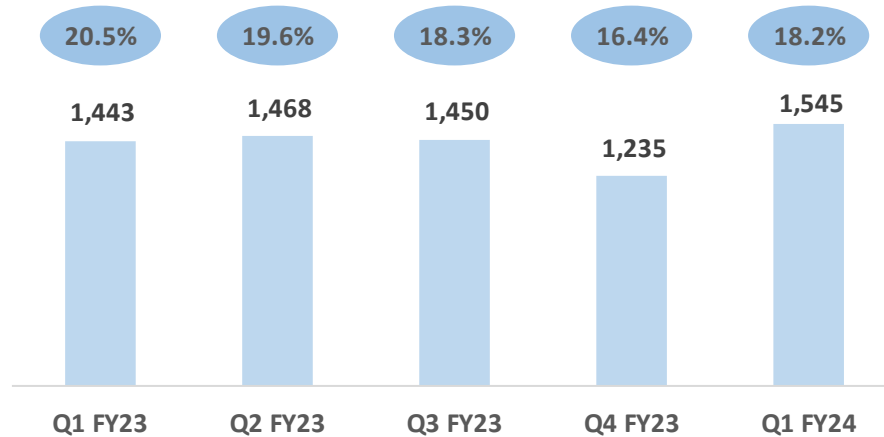


← GM % →

Gross Margin - Annual

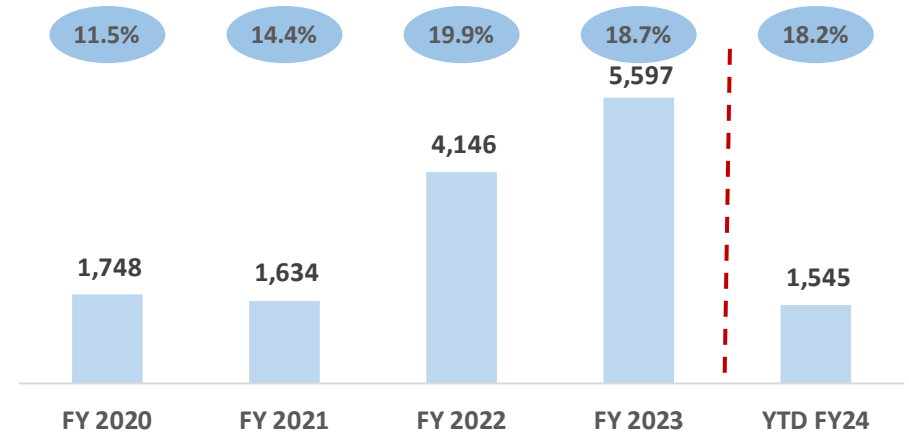


Brand Contribution - Quarterly



← BC % →

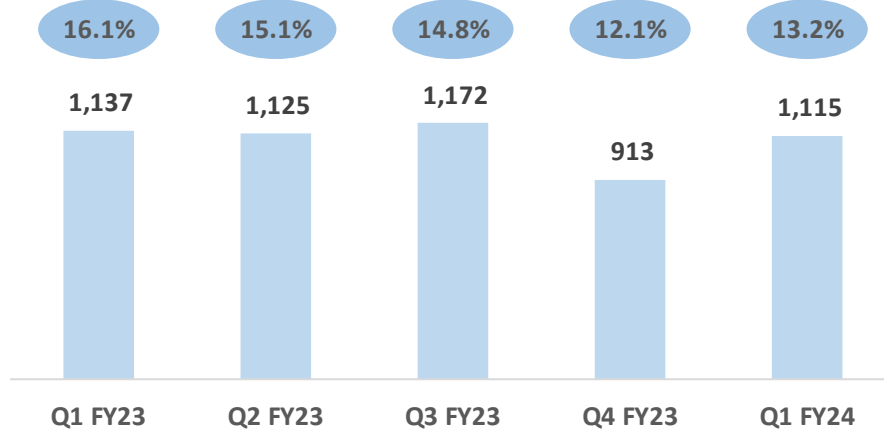
Brand Contribution - Annual



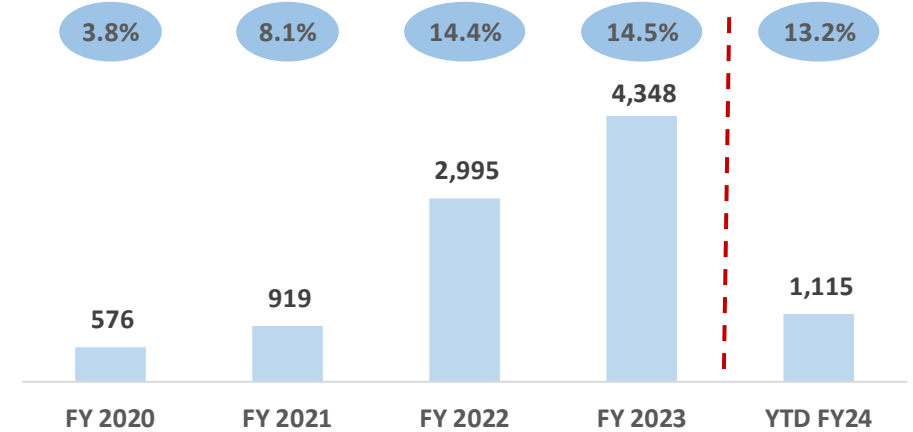
Profitability – DIL Consolidated



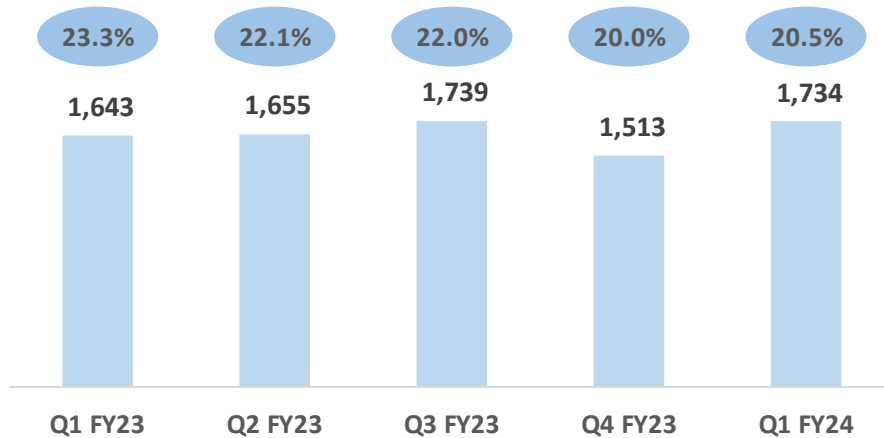
Operating EBITDA - Quarterly



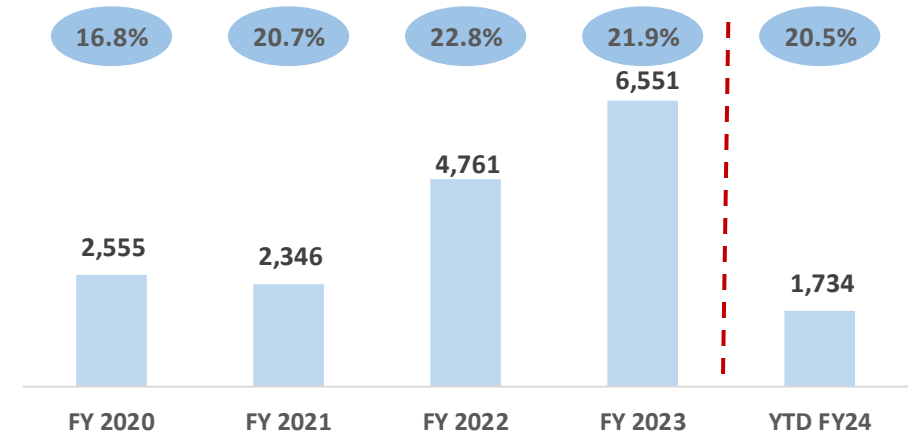
Operating EBITDA - Annual



Reported EBITDA - Quarterly



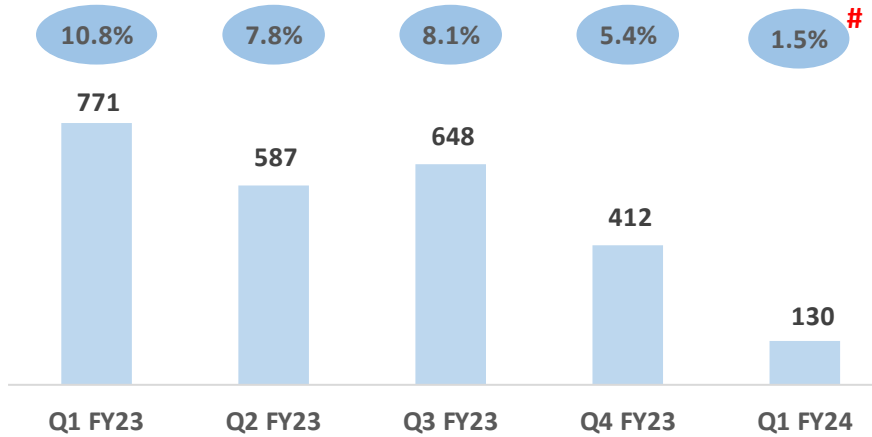
Reported EBITDA - Annual



Profitability – DIL Consolidated

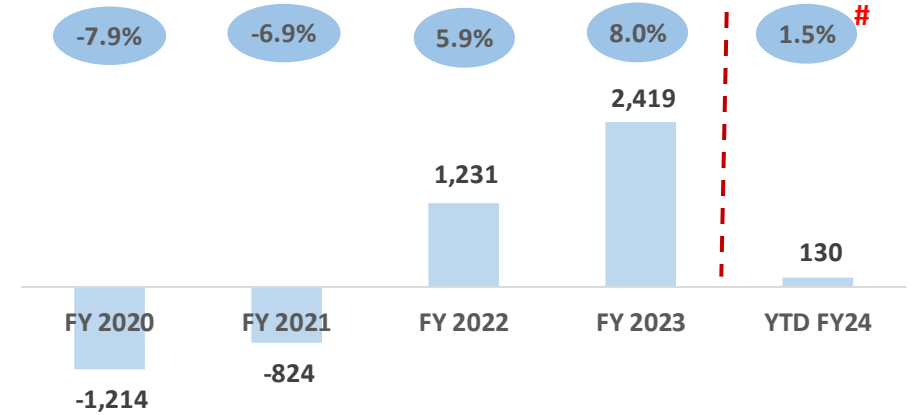


Profit before Tax - Quarterly

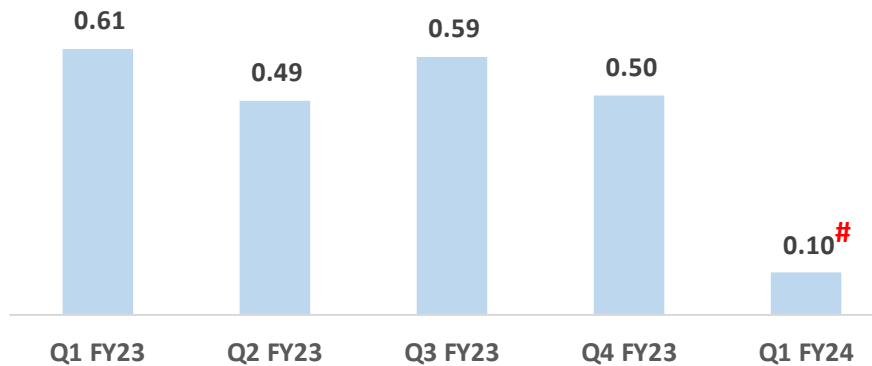


← % →

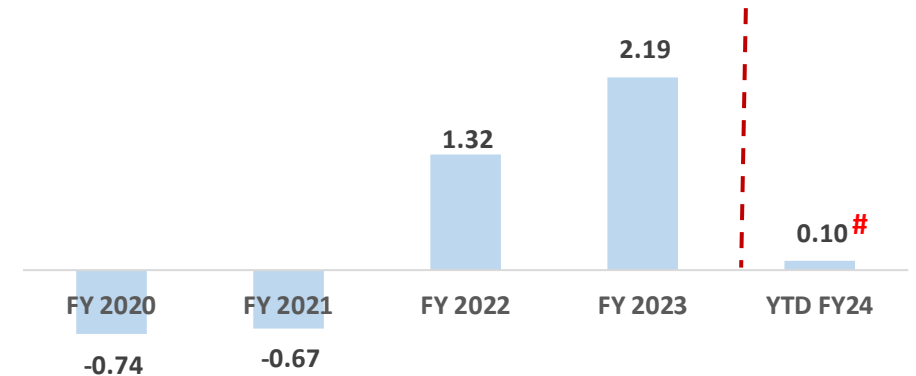
Profit before Tax - Annual



Diluted EPS* – Quarterly



Diluted EPS* – Annual



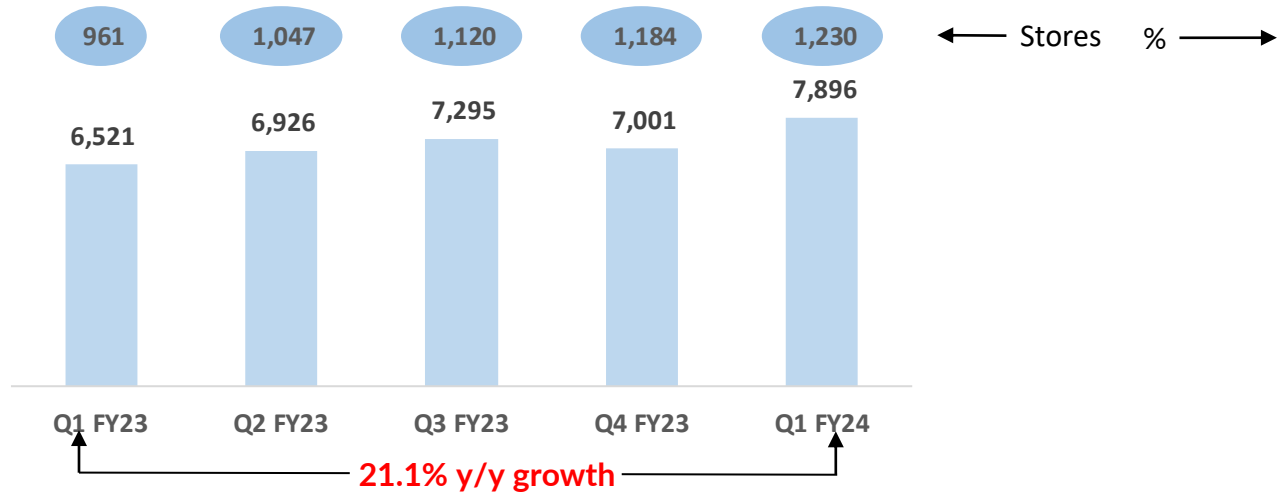
[#] Normalized PBT – Rs 60 Cr @ 7.1% and EPS - Rs. 0.37

* EPS: Earnings per share. (Face value Re 1 per share)

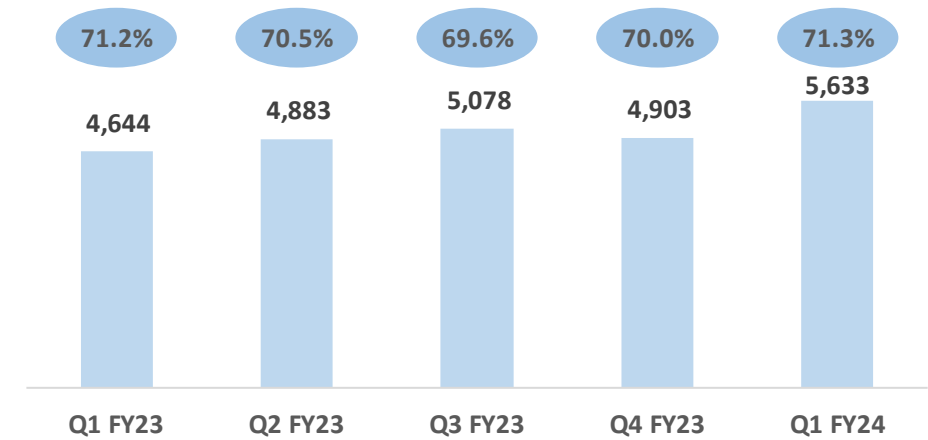
Performance Trend – DIL India



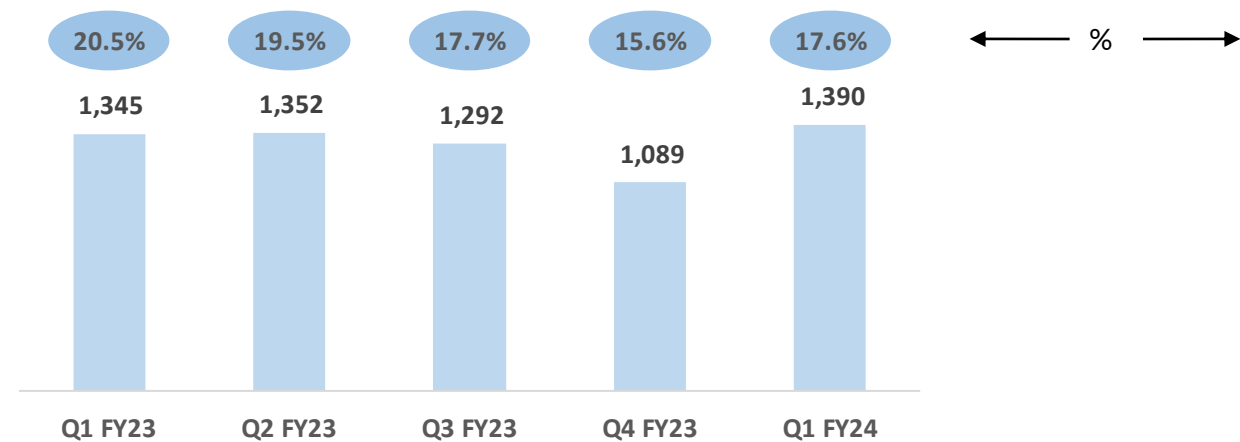
Revenue from Operations



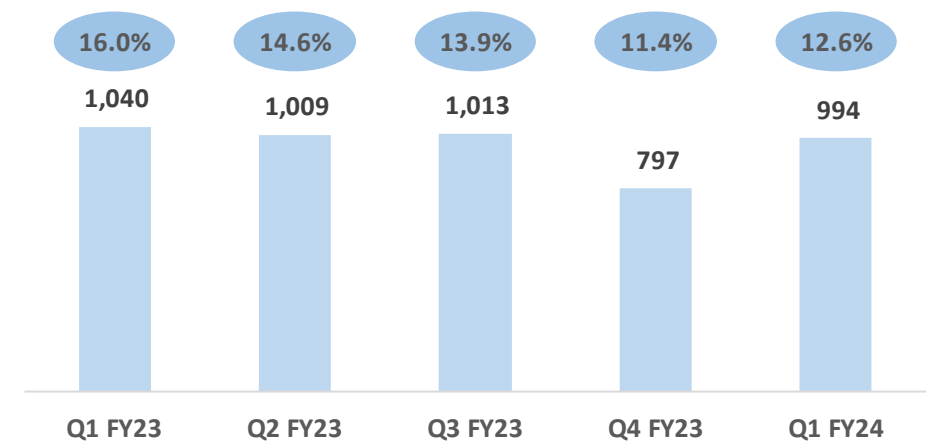
Gross Margin



Brand Contribution



Operating EBITDA





Core Brands – KFC – India



Q1 Net New Stores - 20



SIOLIM, GOA



ELAN MARCADO, GGN



BRIGADE ORION, BLR



ESPALANDE, KOLKATA



R R PETA, ELURU

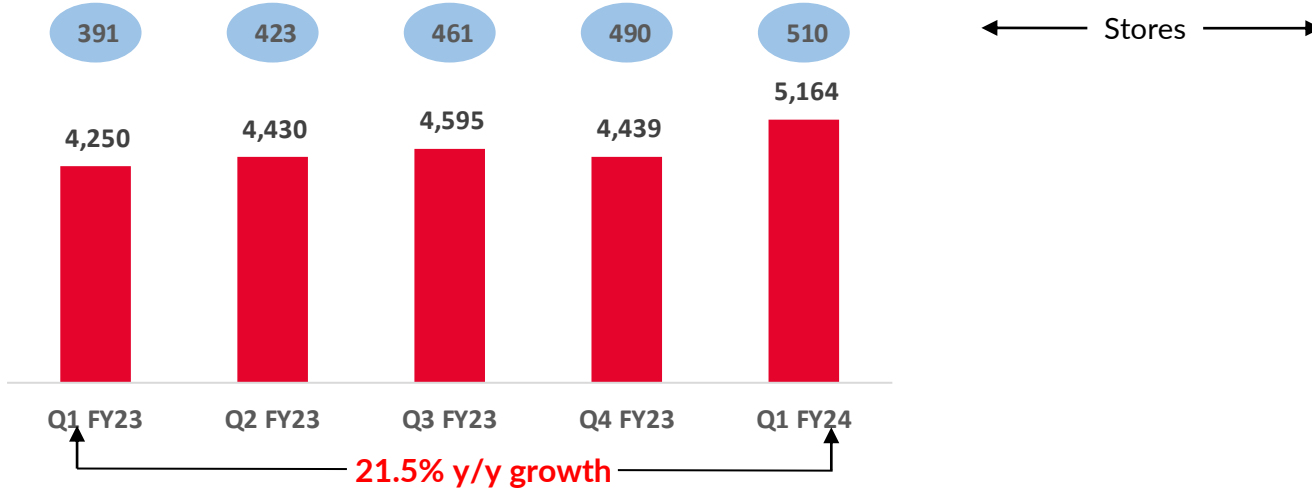


SAHARA ESTATE, HYD

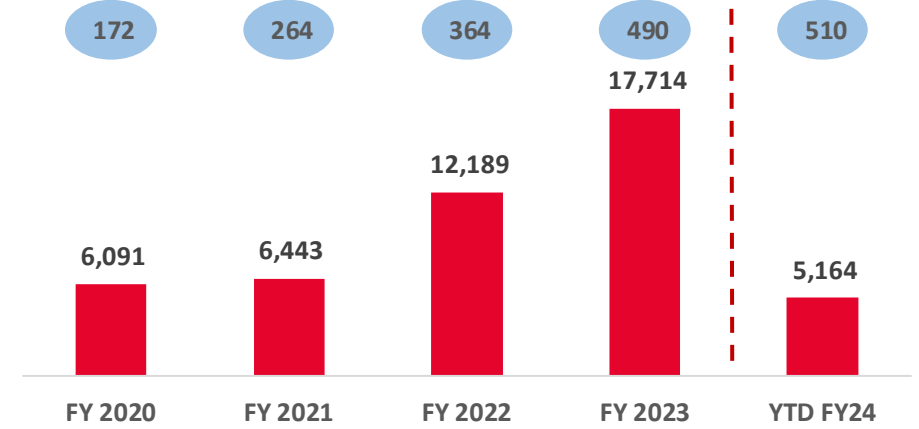
Business Performance – KFC



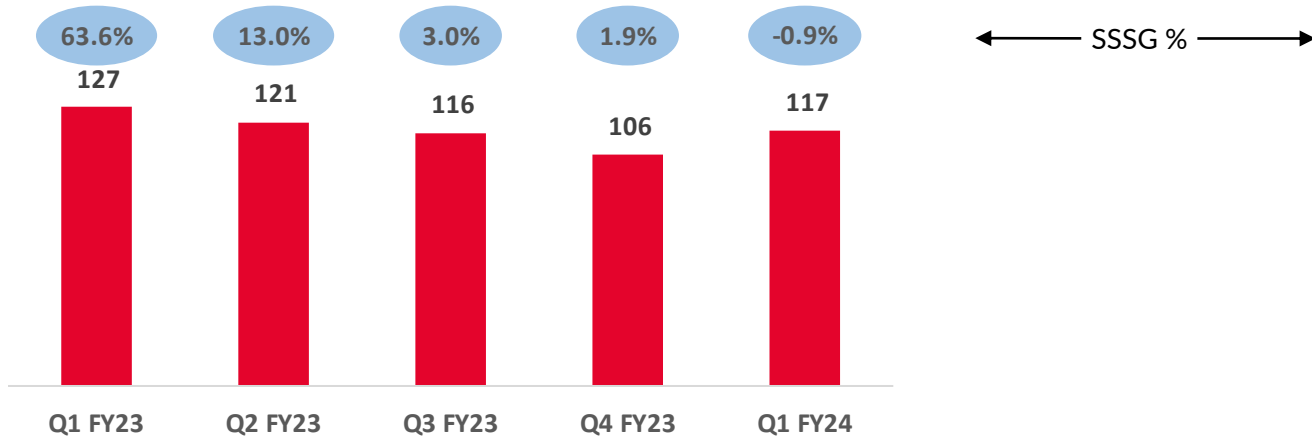
Revenue from Operations - Quarterly



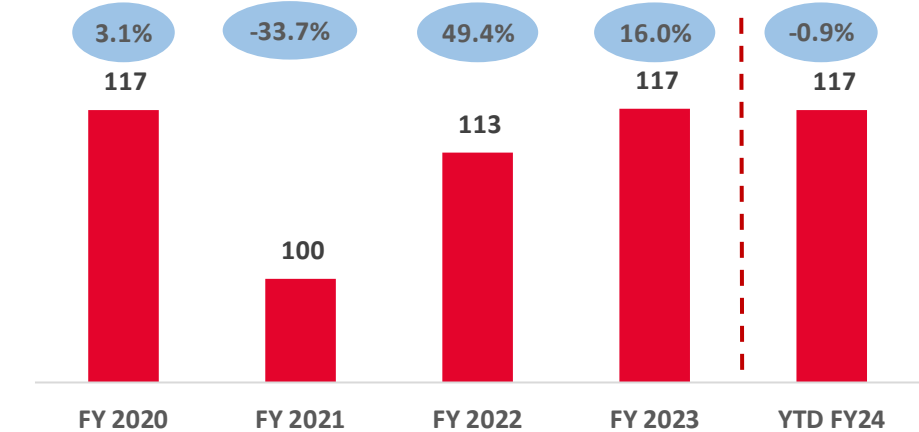
Revenue from Operations - Annual



ADS - Quarterly



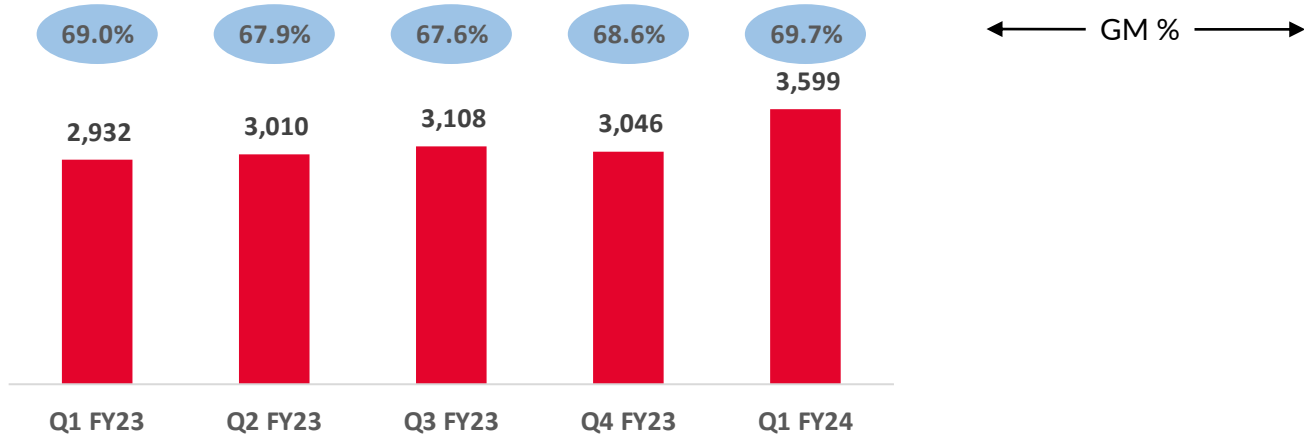
ADS - Annual



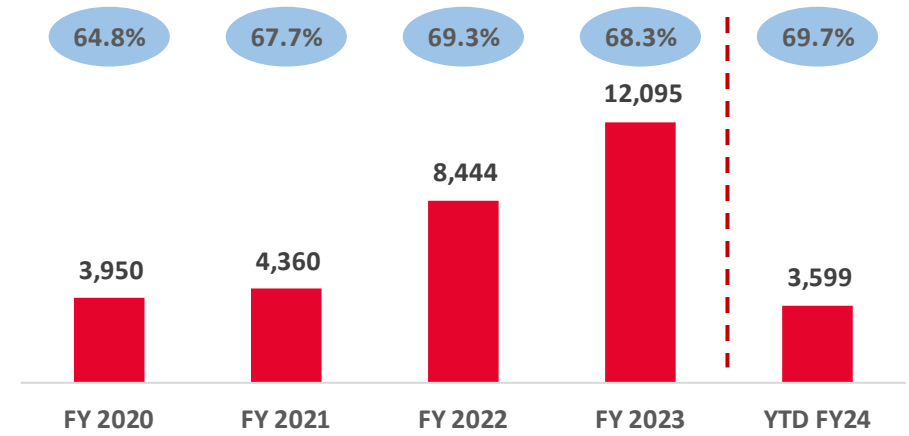
Financial Performance – KFC



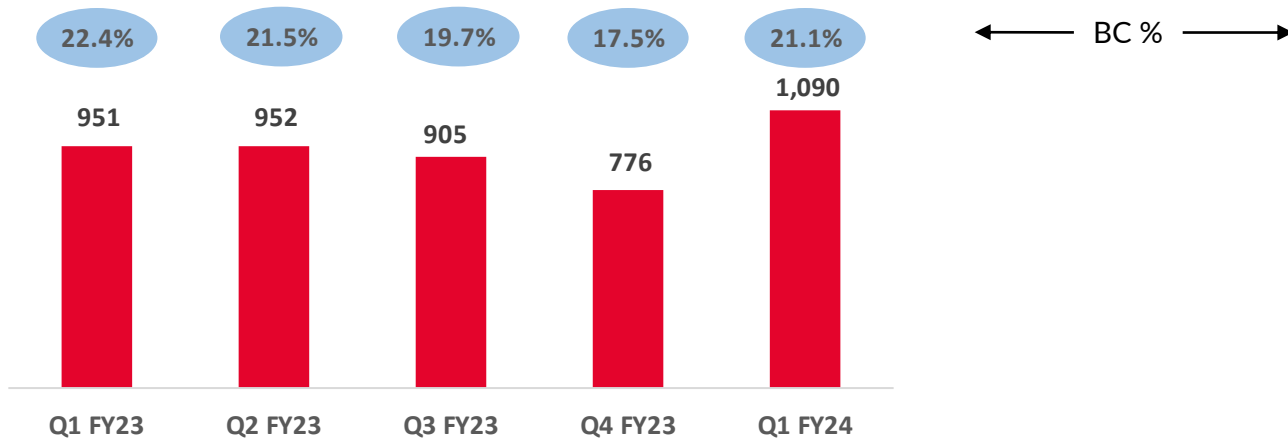
Gross Margin - Quarterly



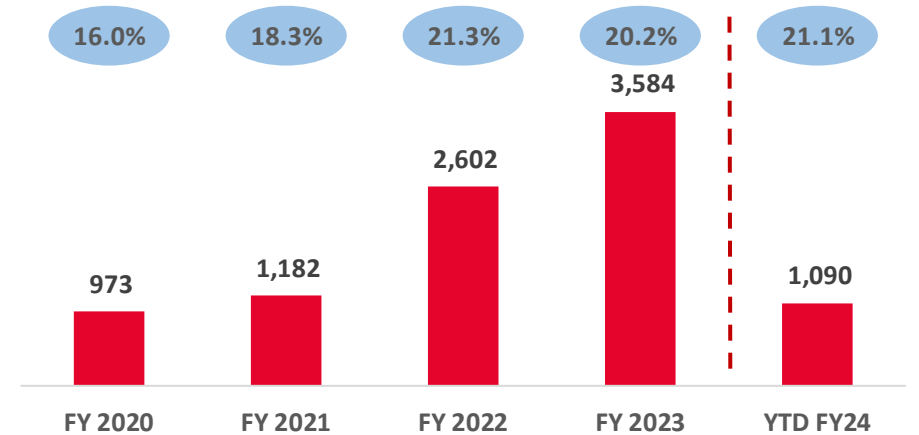
Gross Margin - Annual



Brand Contribution - Quarterly



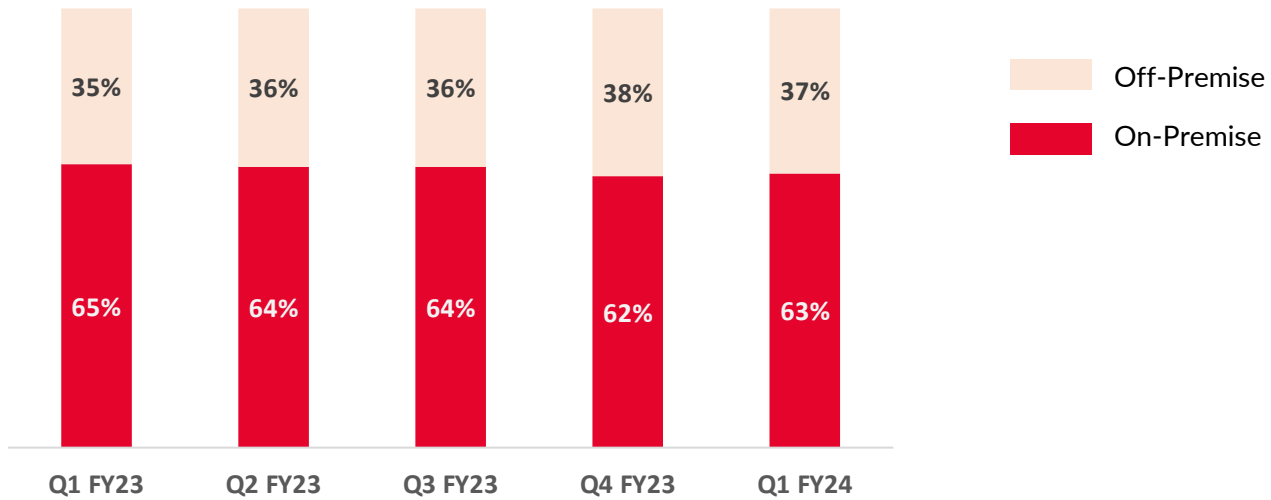
Brand Contribution - Annual



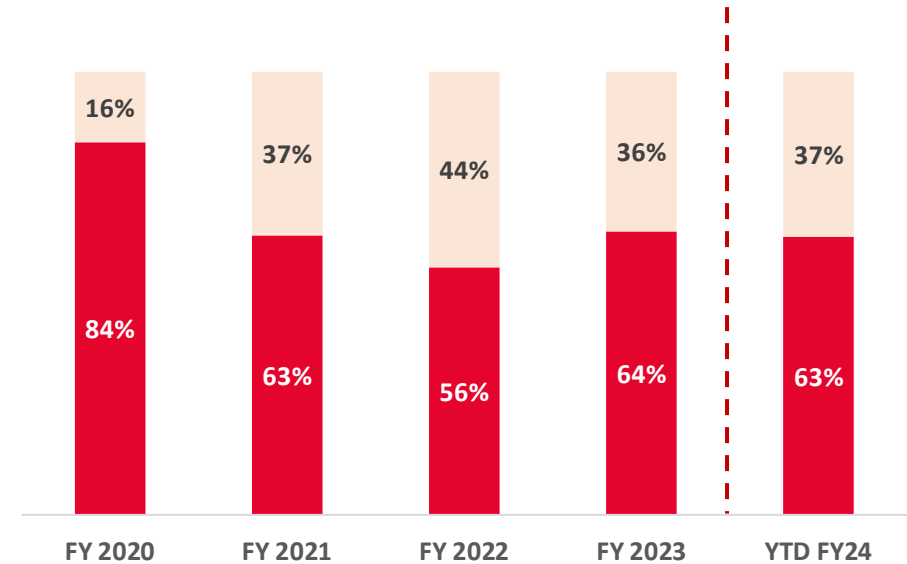
Channel wise Sales Mix - KFC



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



YOUR
MOOD
YOUR
PIZZA

PICK YOUR FLAVOUR FROM
10 NEW PIZZAS

MAZEDAR
MAKHNI
PANEER

SIZZLING
SCHEZWAN
MEATBALL

AWESOME
AMERICAN
CHEESY



Core Brands – Pizza Hut – India

Download our app
at pizzahut.co.in



ORDER ONLINE | DINE-IN

Q1 Net New Stores - 15



JANAK PURI, DELHI



LOTUS PARK, PUNE



KANKARBAGH, PATNA



PPR MALL, JALANDHAR

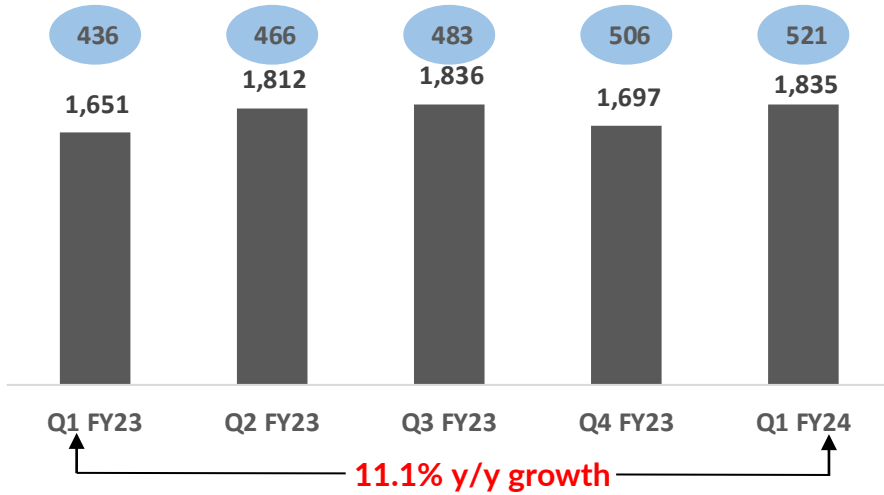


DT CITY CENTER, GGN

Business Performance – PH

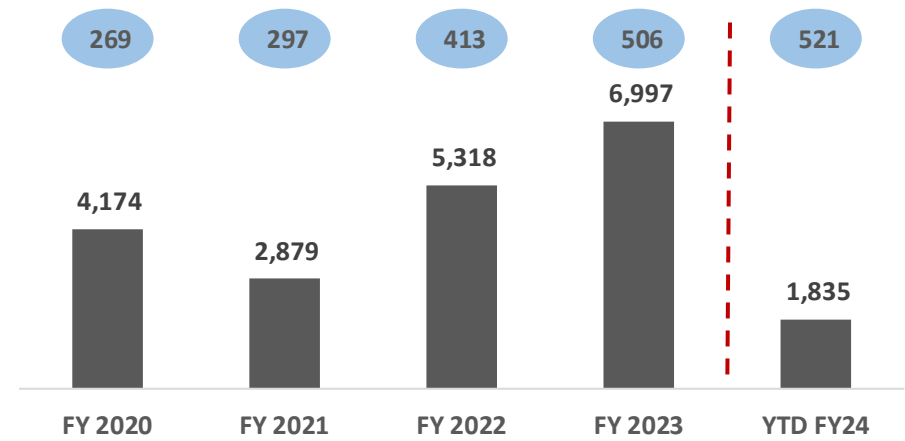


Revenue from Operations - Quarterly

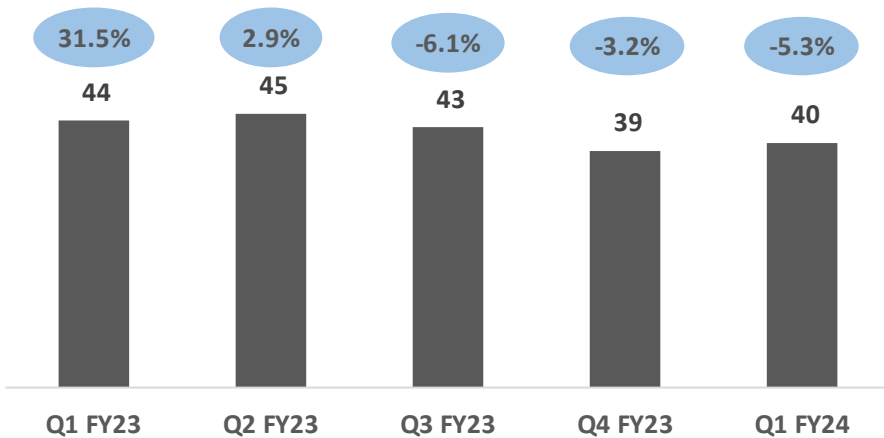


← Stores →

Revenue from Operations - Annual

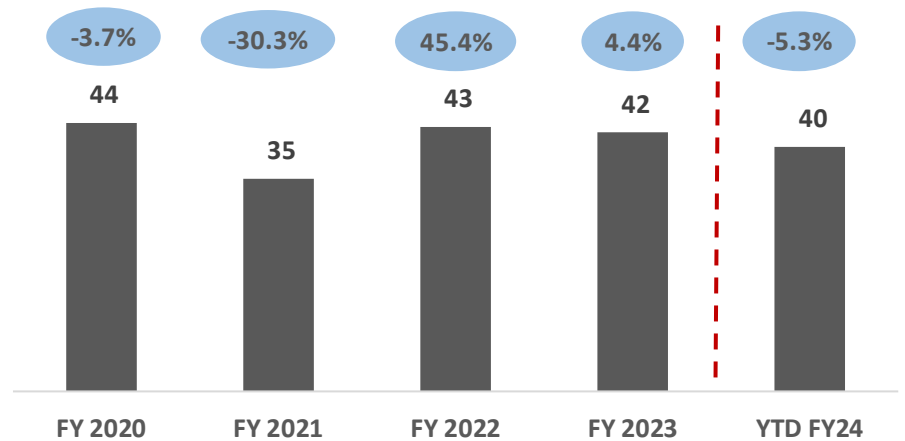


ADS - Quarterly



← SSSG % →

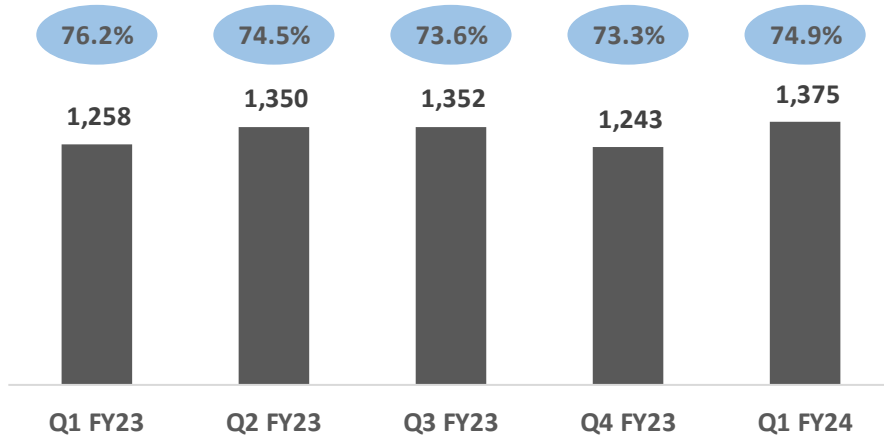
ADS - Annual



Financial Performance – PH

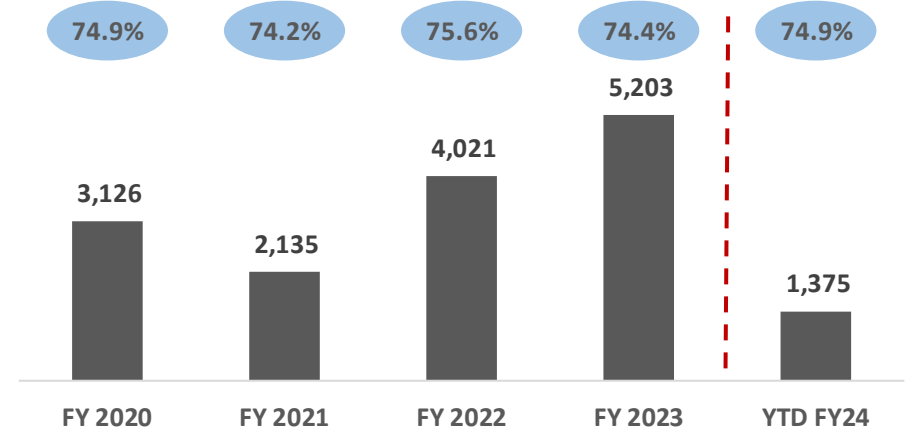


Gross Margin - Quarterly

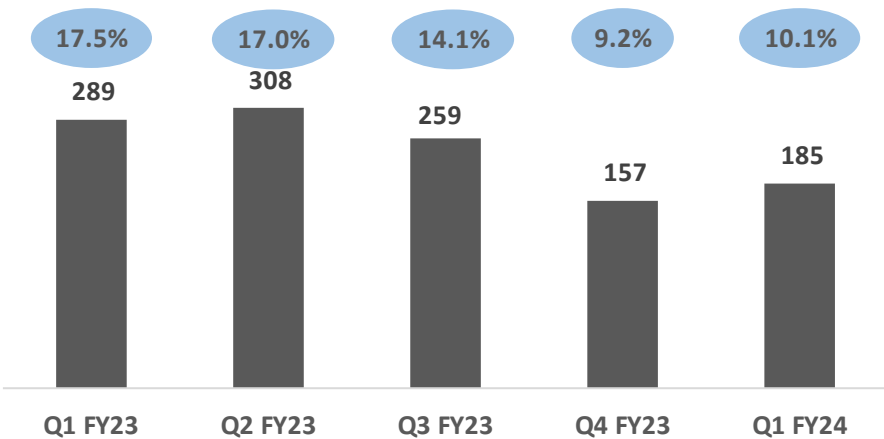


← GM % →

Gross Margin - Annual

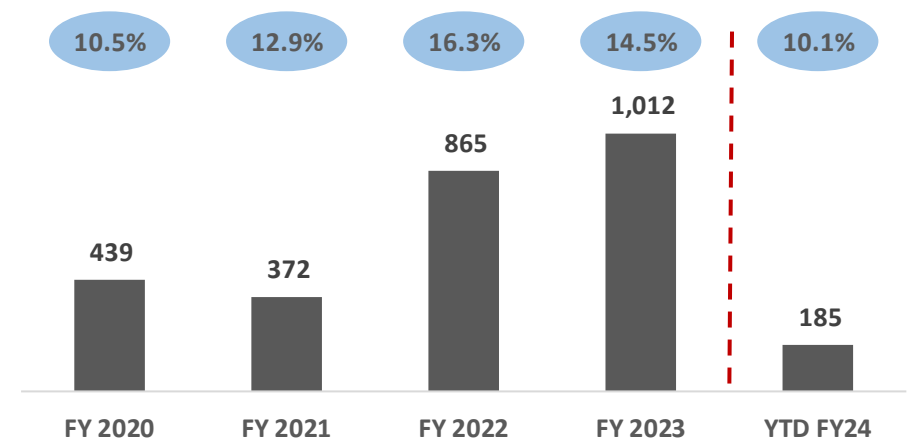


Brand Contribution - Quarterly



← BC % →

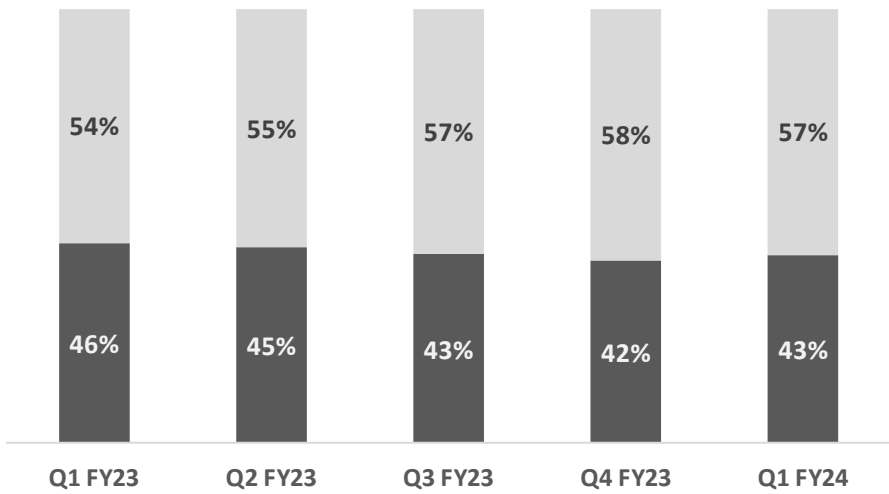
Brand Contribution - Annual



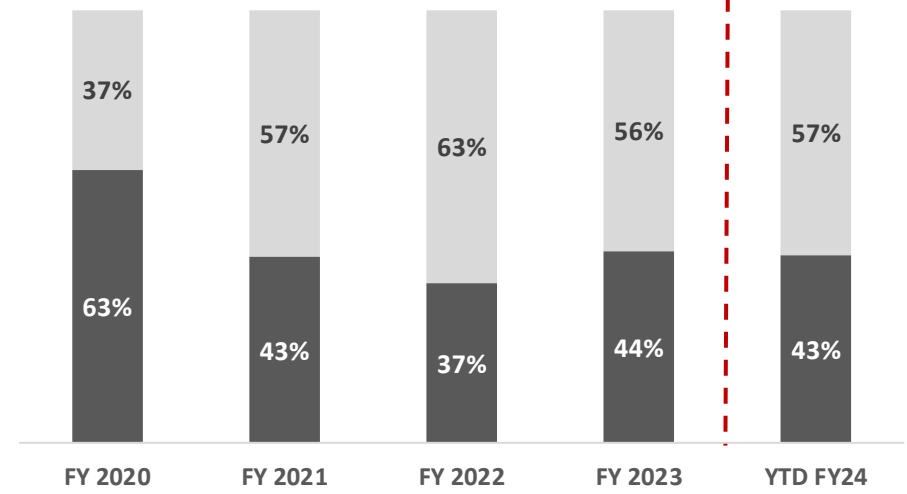
Channel wise Sales Mix



PH Sales Mix - Quarterly



PH Sales Mix - Annual

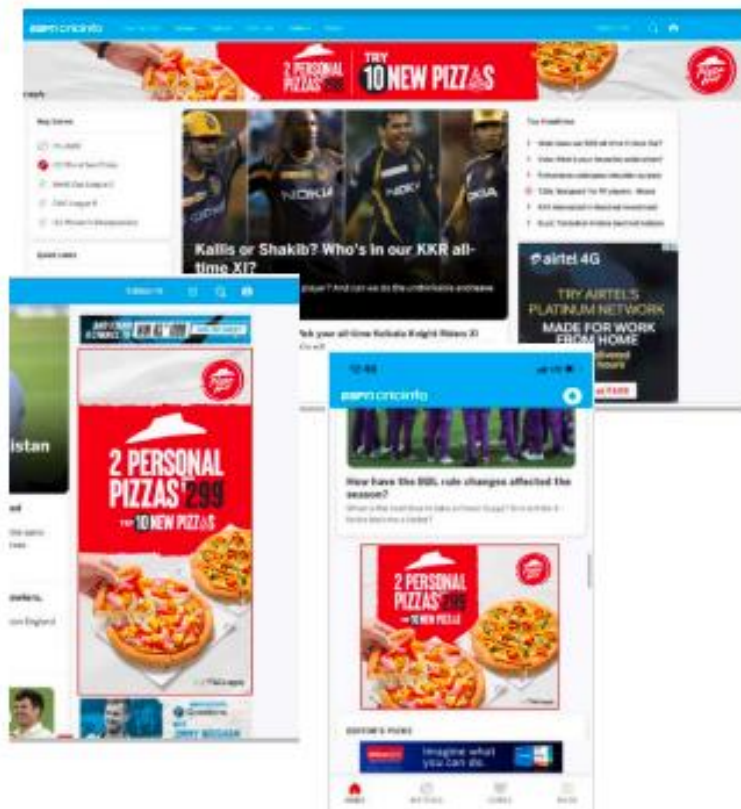


Off-Premise
 On-Premise

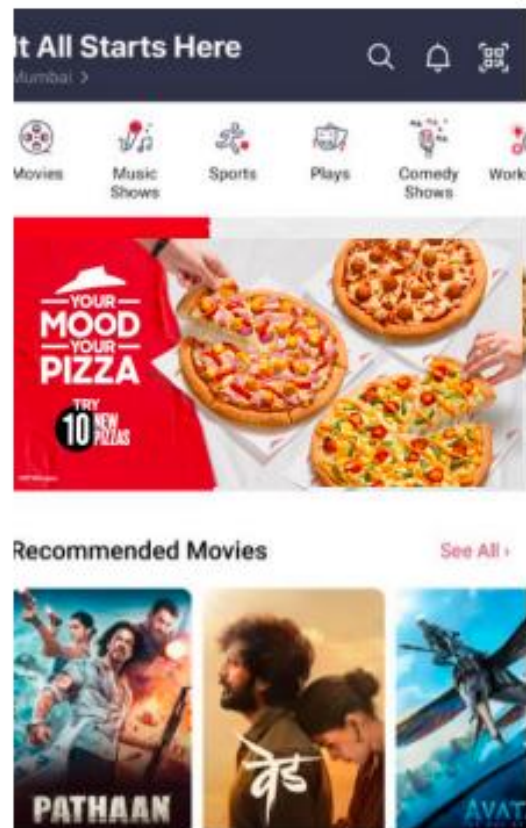
On-Premise = Dine-in, Eat-in or Takeaway
 Off-Premise = Delivered (either Own or Aggregator)

New Initiatives

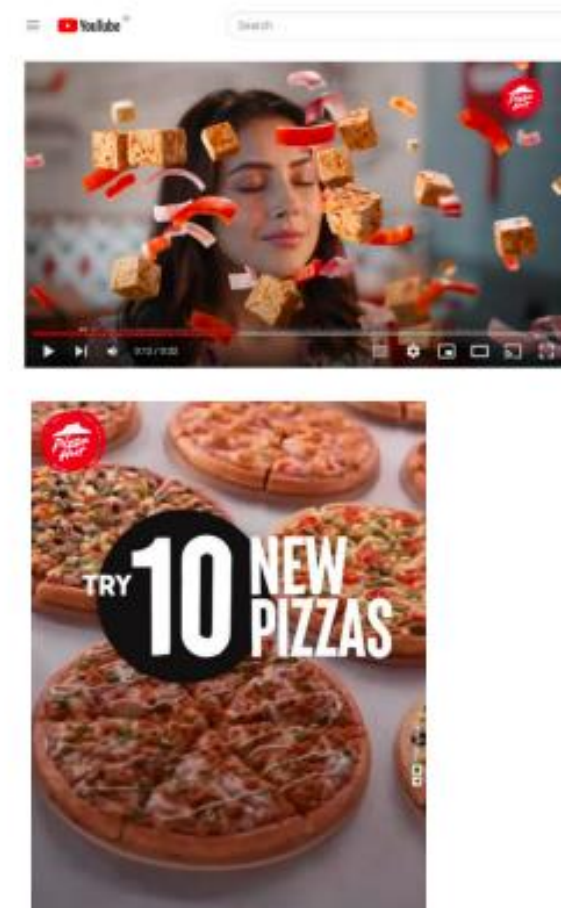
CRICINFO



BOOK MY SHOW



YouTube





 **Core Brands – Costa Coffee – India**

Q1 Net New Stores 11



VERSOVA, MUMBAI



DEHRADUN



GOLDEN MALL, NOIDA



DT CITY CENTER, GGN

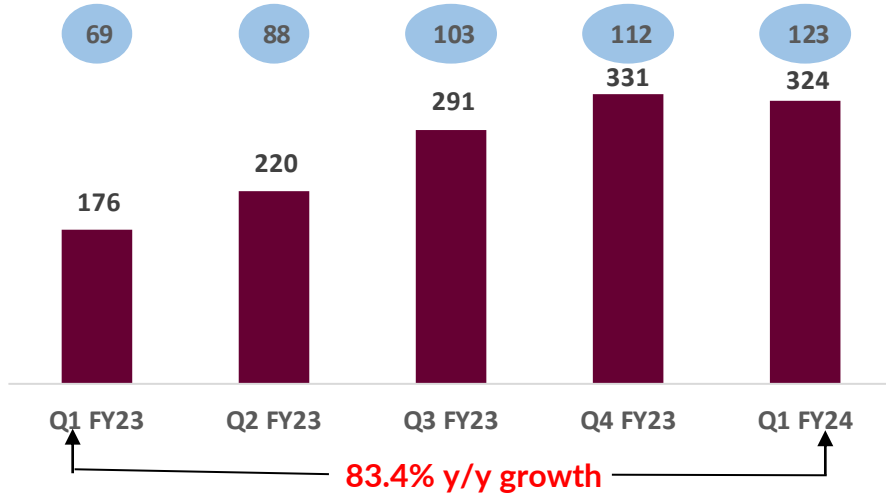


KANNUR AIRPORT

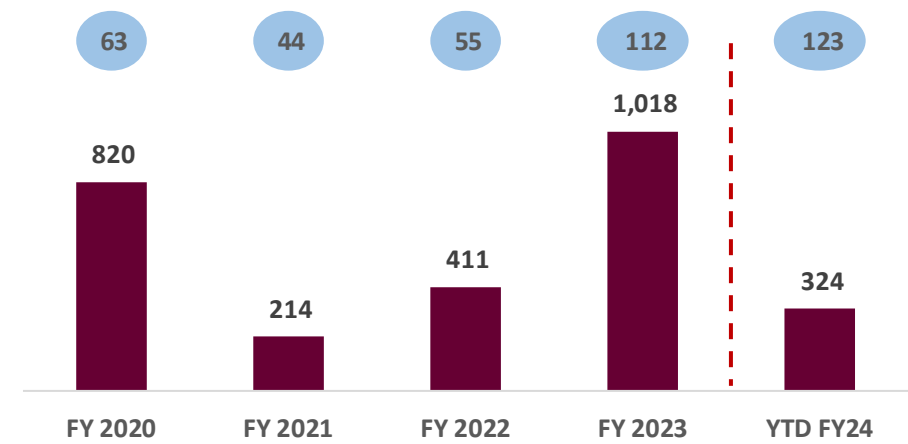
Business Performance – Costa



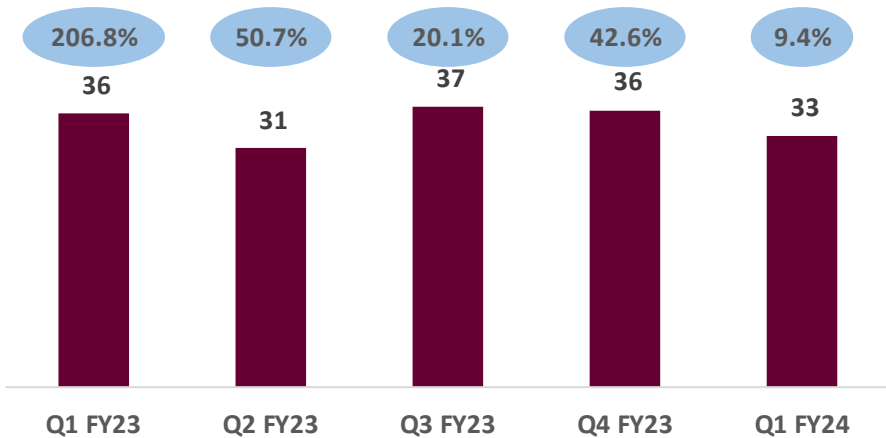
Revenue from Operations - Quarterly



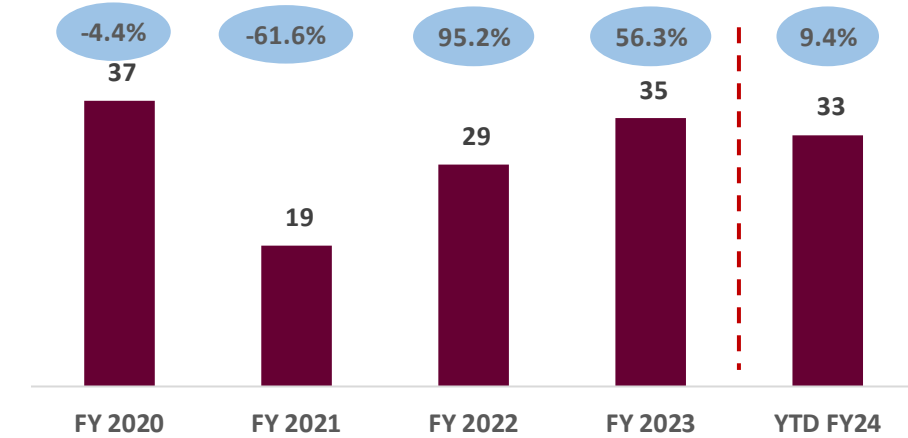
Revenue from Operations - Annual



ADS - Quarterly



ADS - Annual

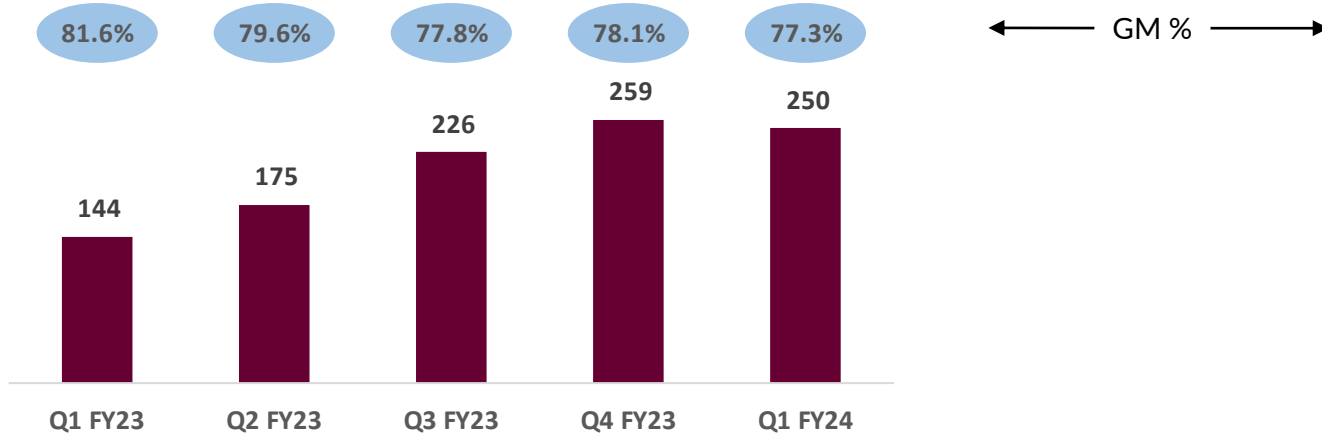


ADS: Average Daily sales in '000

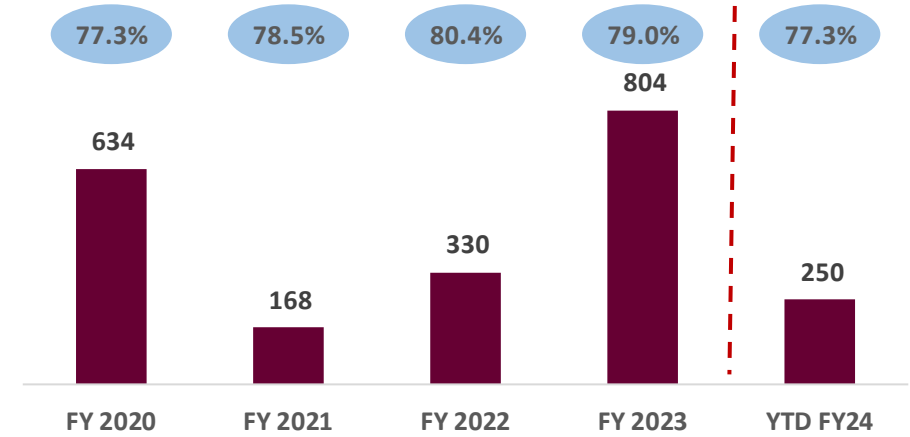
Financial Performance – Costa



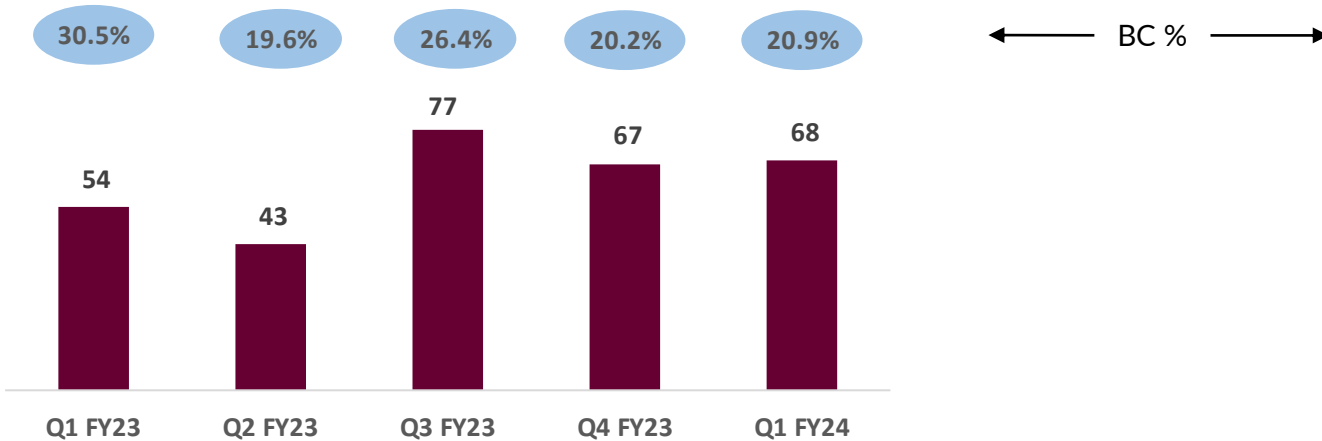
Gross Margin - Quarterly



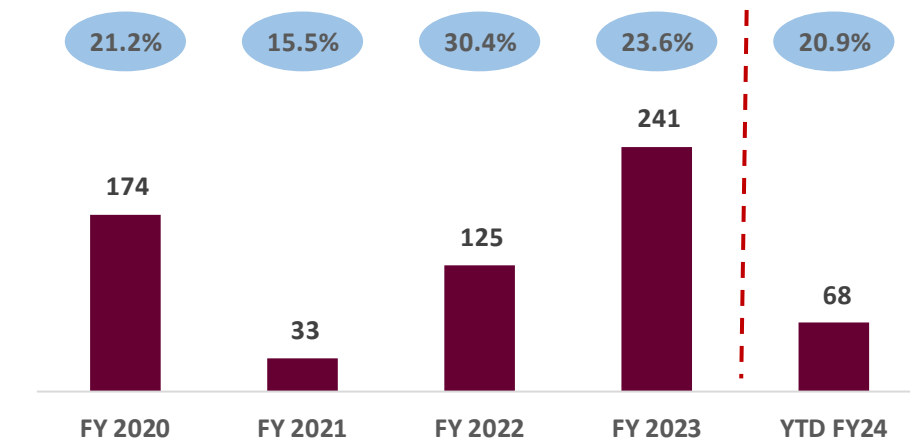
Gross Margin - Annual



Brand Contribution - Quarterly



Brand Contribution - Annual



Marketing Initiatives



OOH

(Delhi multiple sites within store vicinity)



Social Media, Digital Ads, Snapchat Reels



Print Ad

(Delhi Times)



OOH Reveal



Social Media Contents & Digital Ads



ATTRACT

(Outside of store)



GUIDE+PROMPT

(AT TRANSACTION)



DELIGHT

(POST TRANSACTION, CAFÉ AREA)



SOCIAL MEDIA

Change out of Social media avatar & ongoing deployment of launch and sustenance contents



WEBSITE

Updates to new landing page with multimedia contents



COSTA CLUB INDIA

Deployment of emailers and sms to all members





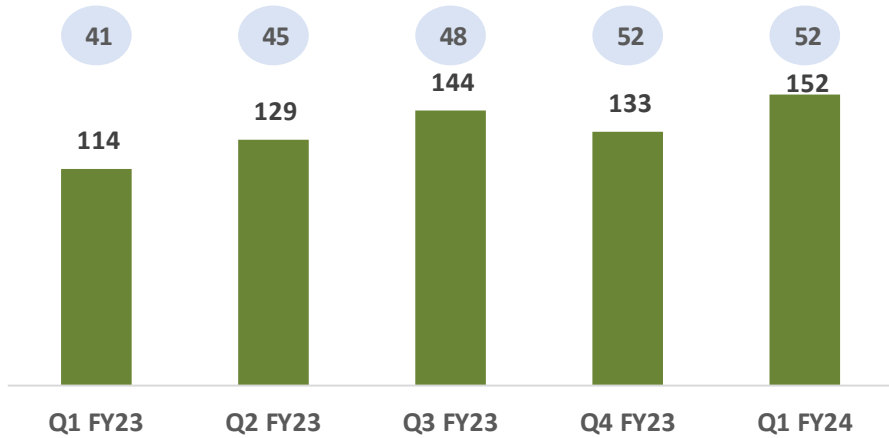
Store highlights



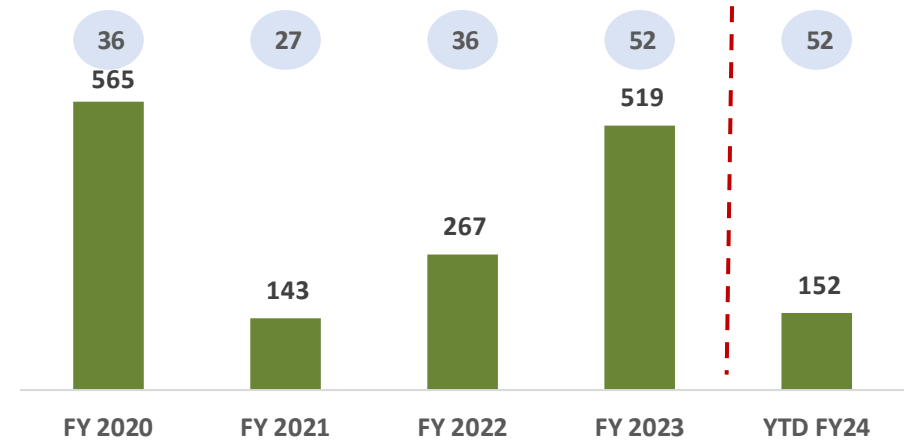
Business Performance – Vaango



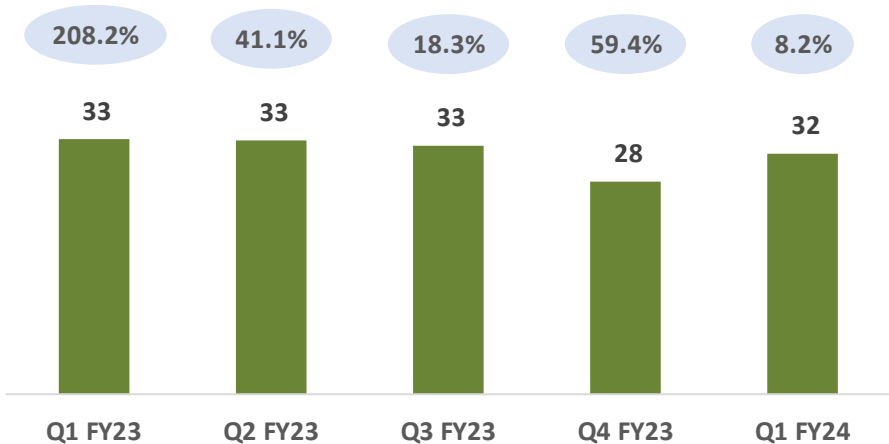
Revenue from Operations - Quarterly



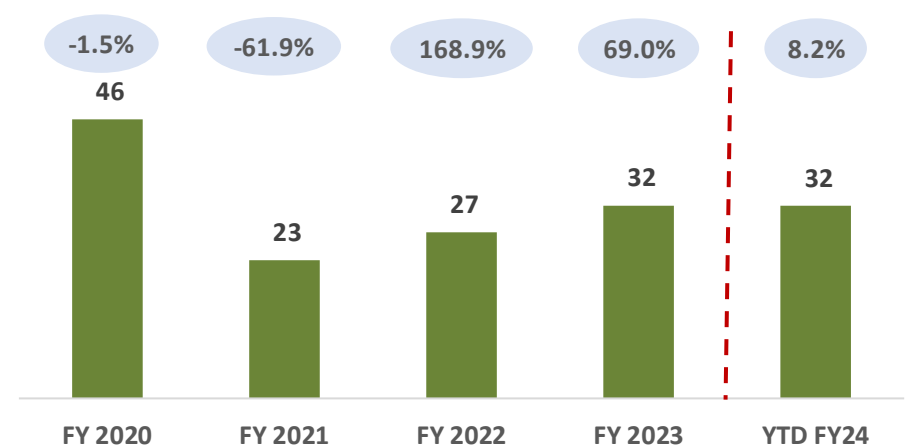
Revenue from Operations - Annual



ADS - Quarterly



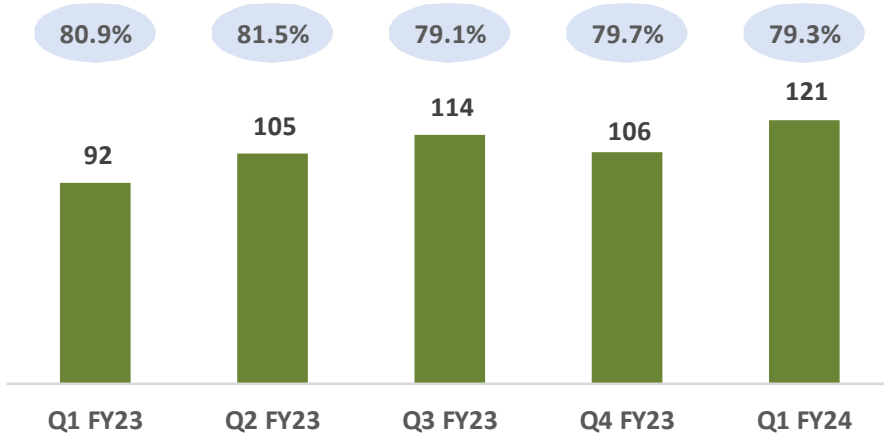
ADS - Annual



Financial Performance - Vaango

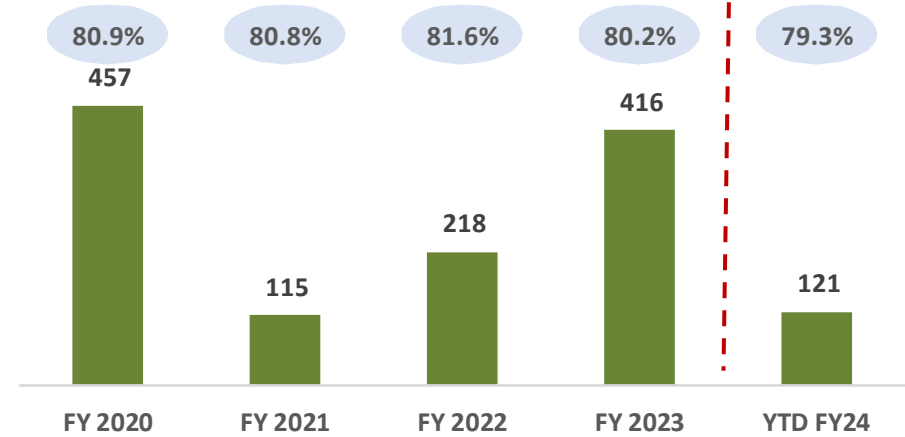


Gross Margin - Quarterly

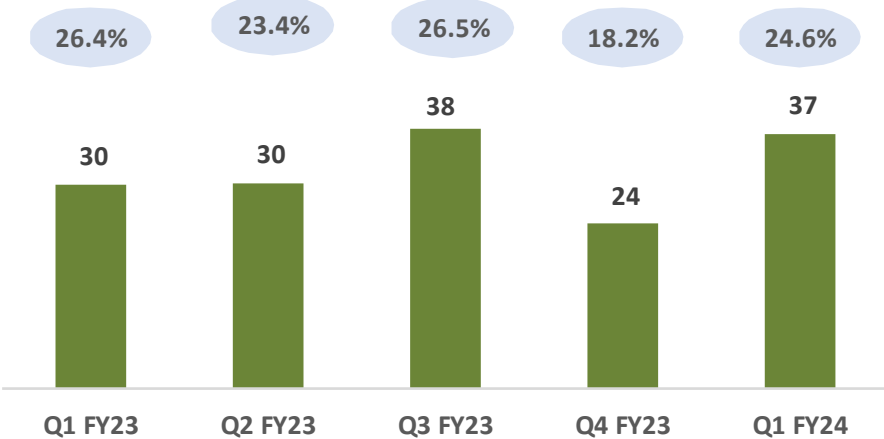


← GM % →

Gross Margin - Annual

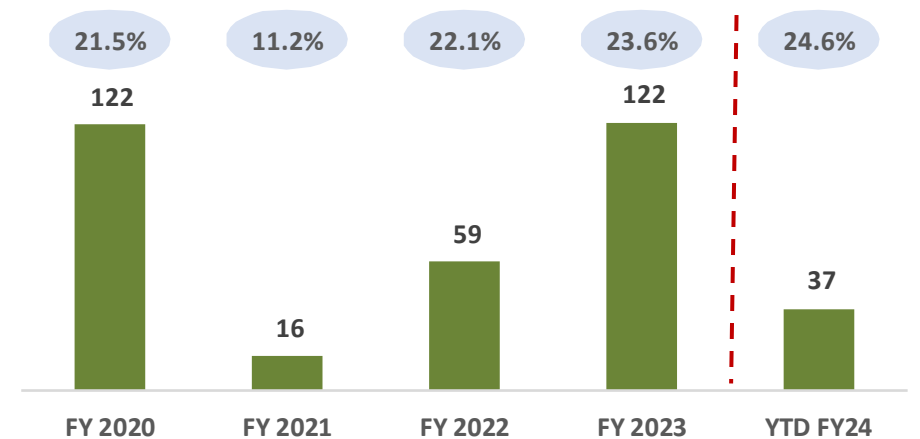


Brand Contribution - Quarterly



← BC % →

Brand Contribution - Annual



Vaango Marketing Campaigns



VAANGO_INDIA Posts

vaango_india

SHUBH Navratri THALI ₹299*

Includes: Singhara Atta Dosa, Singhara Dahi Vada, Singhara Atta Pakodi, Payasam (served with Tomato Chutney)

DOSA

| | |
|---------------------------|------|
| Singhara Atta Plain Dosa | ₹229 |
| Singhara Atta Masala Dosa | ₹259 |

STARTERS

| | |
|---|------|
| Singhara Aloo Pakodi (served with Masala Chutney) | ₹139 |
| Jeera Aloo Fry (served with Masala Chutney) | ₹139 |
| Singhara Dahi Vada | ₹159 |

DESSERT

| | |
|---------------------|------|
| Swag Chawal Payasam | ₹139 |
|---------------------|------|

NO ONION - NO GARLIC SAMBHAR

*We choose and Dahi Sambhar only on request

View Insights Boost post

22 likes

vaango_india **Shubh Navratri Everyone**

Drop in at your nearest Vaango store for a shudh satvik Navratri menu from 22nd March to 30th March '23.

#purevegetarian #satvikfood #navratripecial

22 March

Vaango

Posted by Neha Verma

5 Apr · 🌴 🍹 🍋

#summerishere

Do try our newly introduced summer coolers - Jaljeera and Masala Lemonade to beat the heat this summer.

Soothing Summer Coolers

Jaljeera ₹79

Masala Lemonade ₹99

Vaango! Dosas Idlis & More

MEAL @ ₹99* ONLY

SERVING DOSA, IDLI & UPMA

*Images are for representation purpose only. Government Taxes Apply

Vaango! Dosas Idlis & More

Mother's Day Special Offer

@ ₹299* ONLY

(Inclusions: 1 Masala Dosa, Rare Kasser served with Buttermilk / Masala Lemonade)

Mother's Day Selfie Contest

PARTICIPATE IN THE CONTEST AND STAND A CHANCE TO WIN VAANGO MEAL VOUCHERS

• Share a Selfie with your Mother tagging us 'Why She is 'QueenMom'' and tag us on Facebook @VaangoIndia

• Lucky winners will win ₹200* Vaango Meal Voucher

Vaango! Dosas Idlis & More

Father's Day SPECIAL OFFER

@ ₹299* ONLY

(Inclusions: 1 Masala Dosa, 1 pc Idli/Masala Vada served with Buttermilk / Masala Lemonade)

Offer valid on 16th, 17th and 18th June 2023

Vaango! Dosas Idlis & More

ADD ON'S AT ₹69* EACH

*Taxes Extra | Terms & Conditions Apply | Images used are for representation purpose only

Vaango! Dosas Idlis & More

Nigeria
38 Stores



Nepal
22 Stores



| | Q1 FY23 | Q2 FY23 | Q3 FY23 | Q4 FY23 | Q1 FY24 | FY 22 | FY23 |
|----------------------------------|---------|---------|---------|---------|---------|-------|-------|
| Exit Stores | 47 | 49 | 57 | 59 | 60 | 46 | 59 |
| Revenue from Operations (INR Mn) | 535 | 559 | 622 | 555 | 580 | 1,902 | 2,271 |
| ADS (INR '000') | 132 | 134 | 134 | 110 | 111 | 132 | 127 |



- Master Franchisee of the Year Award for 2023 by Franchise India
- The Next 500 companies for 2023 by the Fortune India Magazine





Summary Financials



Consolidated Profit & Loss Statement



| Particulars (Rs. Million) | Q1'FY23 | Q4' FY23 | Q1' FY24 | FY22 | FY23 |
|-------------------------------------|--------------|--------------|--------------|---------------|---------------|
| Revenue from Operations | 7,047 | 7,550 | 8,466 | 20,840 | 29,977 |
| Other Income | 90 | 110 | 68 | 161 | 326 |
| Total Income | 7,137 | 7,660 | 8,535 | 21,001 | 30,303 |
| Raw Material Cost | 2,037 | 2,296 | 2,468 | 5,998 | 8,986 |
| Gross Profit | 5,010 | 5,254 | 5,998 | 14,842 | 20,991 |
| <i>Gross Margin</i> | <i>71.1%</i> | <i>69.6%</i> | <i>70.8%</i> | <i>71.2%</i> | <i>70.0%</i> |
| Employee benefits expense | 766 | 945 | 1118 | 2,482 | 3452 |
| Other expenses | 2,600 | 2,795 | 3,146 | 7,599 | 10,988 |
| Total Expenses | 3,367 | 3,740 | 4,264 | 10,082 | 14,440 |
| EBITDA | 1,643 | 1,513 | 1,734 | 4,760 | 6,551 |
| <i>EBITDA Margin</i> | <i>23.3%</i> | <i>20.0%</i> | <i>20.5%</i> | <i>22.8%</i> | <i>21.9%</i> |
| Finance Costs | 328 | 420 | 404 | 1,270 | 1475 |
| Depreciation & Amortization Expense | 637 | 784 | 796 | 2,213 | 2788 |
| Impairment | -4 | 7 | 0 | 35 | -5 |
| Exceptional (Gain)/ Loss | 0 | 0 | 473 | 171 | 200 |
| Profit before Tax (PBT) | 771 | 412 | 130 | 1,231 | 2,419 |
| Tax Expense | 24 | -186 | 146 | -320 | -206 |
| Profit after Tax (PAT) | 748 | 599 | -16 | 1,551 | 2,625 |

Devyani International's Q1 FY24 Conference Call on Friday, August 04, 2023 at 3:30 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, August 04, 2023 at 3:30 PM IST to discuss its results and developments for the quarter ended June 30, 2023. 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:

| | | |
|-----------------------------------|---|---|
| Timing | : | Friday, August 04, 2023 at 3:30 PM IST |
| Conference Dial-In Primary Number | : | +91 22 6280 1141 / +91 22 7115 8042 |
| Toll Free Numbers | | |
| 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>To enable participants to connect to the conference call without having to wait for an operator, please register at the link below:</p> <div style="display: flex; align-items: center;">  <div style="background-color: #4CAF50; color: white; padding: 10px; border-radius: 5px; text-align: center;"> <p>Click here to ExpressJoin the Call</p> </div> </div> |

About Us



Devyani International Limited (DIL) is the largest franchisee of Yum Brands in India and is among the largest operators of chain quick service restaurants (QSR) in India, on a non-exclusive basis, and operates 1,290 stores across more than 242 cities in India, Nigeria and Nepal, as of June 30, 2023. In addition, DIL is a franchisee for the Costa Coffee brand and stores in India.

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

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

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

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+91 98330 90434 / +91 86899 72124
Email: anoop@cdr-india.com /
jenny@cdr-india.com

Safe Harbor

Certain statements that may be made or discussed at the conference call may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, litigation, labour relations etc. Actual results might differ substantially from those expressed or implied. Devyani International will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



DEVYANI
INTERNATIONAL LIMITED



Thank You!

