

August 5, 2024

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, 2024

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, 2024.

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



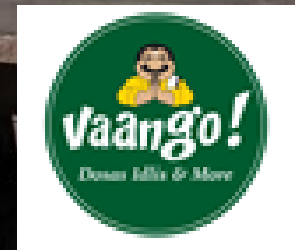
DEVYANI

INTERNATIONAL LIMITED



ಕೆವಿಭಾರ್ಸಿ

Q1 FY'25 Results Presentation



Aug 5th, 2024

Disclaimer



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This presentation may contain forward-looking statements that involve risks and uncertainties. Forward-looking statements are based on certain assumptions and expectations of future events. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. There is no obligation on the Company or any of its directors, officers, employees, agents or advisers, or any of their respective affiliates, advisers or representatives to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise and none of them shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of the Company’s management on future events.

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.

Chairman Comments



DIL added 54 new stores during the quarter, with an aim to reach the consumers in under-penetrated markets and offer an enhanced customer experience and service. With this addition, our total store count has reached 1,836 stores as of June 30, 2024.

We remain committed to expanding our store presence. The consumer sentiment in the first quarter of FY2025 has remained more or less in line with the trends observed for the consumer industry and QSR industry. This is mainly on account of the challenging macro and micro economic factors.

We introduced innovative marketing campaigns, promotional offers and deals on our range of brands, enabling us to capitalize on seasonal trends. Despite challenges, we remain focused on offering value-driven options to our consumers to adapt to market dynamics and drive growth.

To further navigate competition and strengthen the connect with younger audiences, Pizza Hut India launched a series of distinctive marketing initiatives across digital platforms and diverse channels. These efforts included increased visibility for Melts through television ads and videos. The highly anticipated Thin N Crispy pizza crust also made an entry to our core business, driving a boost in sales during the holiday season.

We are optimistic that the industry will rebound during the ensuing festive season. We continue to expand our store footprint and make our brands more accessible to our consumers.

To sum up, India presents a highly promising outlook for our brands and the QSR industry. The robust economic growth, rising disposable incomes, and increasing urbanization will drive demand for convenient and high-quality fast-food experiences. We remain bullish on the India story and the QSR space in the medium and long term and are confident that these favorable trends will continue to drive our expansion and success.

Q1 FY25 - Performance Highlights



Positive store additions

1,836 Stores as of June 30, 2024

- ✓ 54 NNUs in Q1 FY25
- ✓ 295 KFC stores in Thailand as of June 30, 2024



Strong Revenue growth

Q1 FY25 INR 1,222 Cr; grew by 16.7% QoQ

- ✓ KFC India INR 555 Cr ; +12.3% QoQ
- ✓ PH India INR 182 Cr ; +12.2% QoQ
- ✓ Costa INR 45 Cr ; +0.8% QoQ



Margin Performance

Gross Margin

- ✓ Q1 FY25 at 69.2%; flat QoQ

Brand Contribution

- ✓ Q1 FY25 at 15.3%; +1.8% QoQ



Earnings Performance









Consolidated Reported EBITDA

- ✓ Q1 FY25 INR 223 Cr; grew by 28.5% QoQ
- ✓ Margins at 18.3% vs 16.6% in Q4 FY24

Profit before Tax

- ✓ Q1 FY25 at INR 31 Cr vs INR -38 Cr (**Normalized PBT # at INR 38 Cr vs INR 4 Cr in Q4 FY24**)

New Store Openings

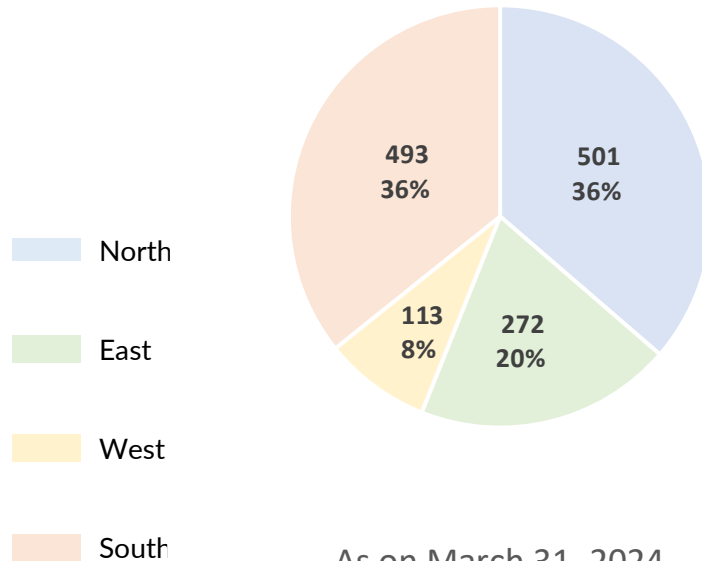
Brand	Net New Units (NNU)				FY24	Stores as at 30 June 23	Stores as at 31 March 24	Stores as at 30 June 24
	Q1 FY24	Q4 FY24	Q1 FY25					
KFC 	20	6	21		106	510	596	617
PH 	15	2	3		61	521	567	570
Costa 	11	25	13		67	123	179	192
Vaango 	0	9	9		11	52	63	72
Others	0	0	-2		0	24	24	22
Total India	46	42	44		245	1,230	1,429	1,473
Nigeria 	1	0	0		3	38	40	40
Nepal  	0	0	3		3	22	25	28
Thailand 	0	288*	7		288	0	288	295
Total DIL	47	330	54		539	1,290	1,782	1,836

Core Brands – 1,738 stores as on 30th June'24 (1,692 : 31st March'24)

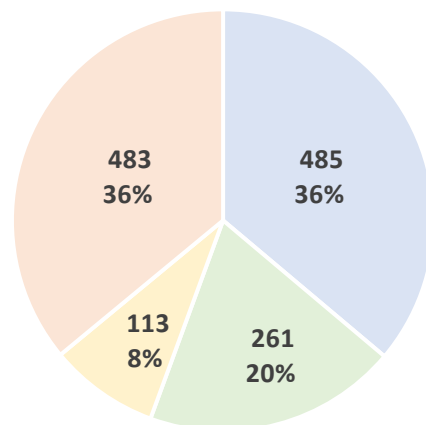
* Includes 283 Thailand KFC stores acquired on 18th Jan'24

Core Brands Stores; India – Regional split

As on June 30, 2024



As on March 31, 2024



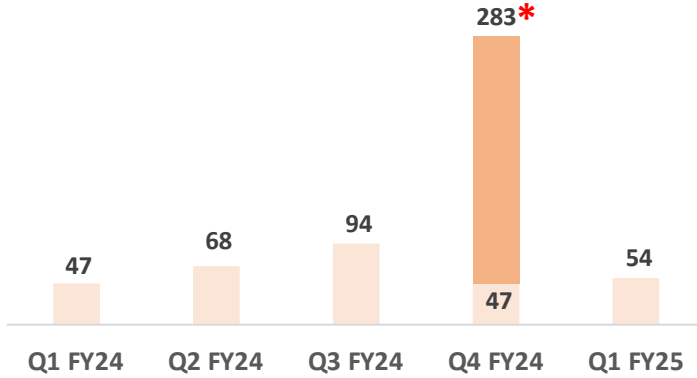
Core Brand Stores	June 30, 2023	March 31, 2024	June 30, 2024
Delhi NCR	210	253	255
Bangalore	136	163	163
Kolkata	65	81	82
Hyderabad	83	90	89
Other Metro Cities	61	69	67
Total Metros *	555	656	656
Total Non Metros	599	686	723
% in Metro	48%	49%	48%
% in Non Metro	52%	51%	52%
Total Cities	242	253	259
Total Store Count	1,154	1,342	1,379

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

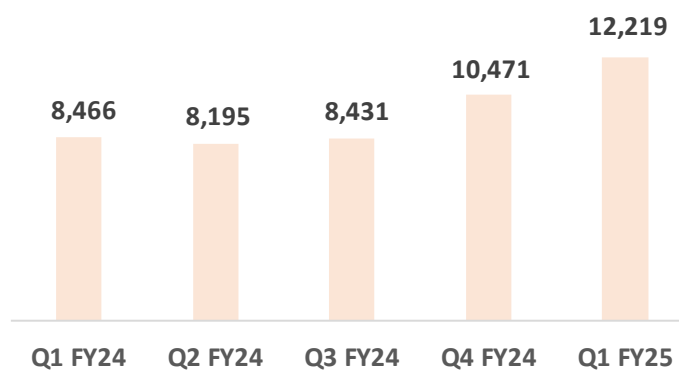
Performance Trend – DIL Consolidated



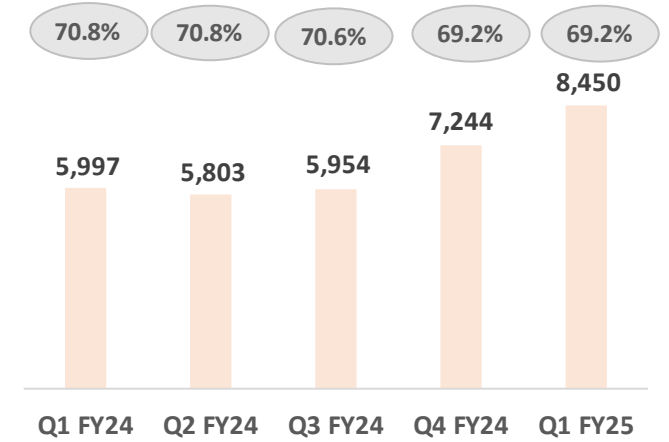
Net New Units (No's)



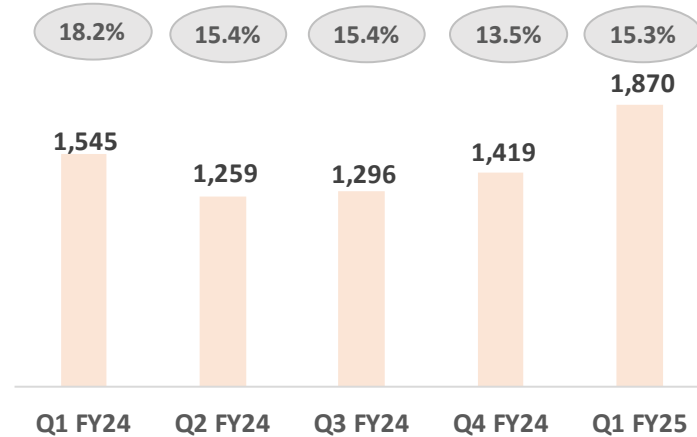
Revenue from Operations



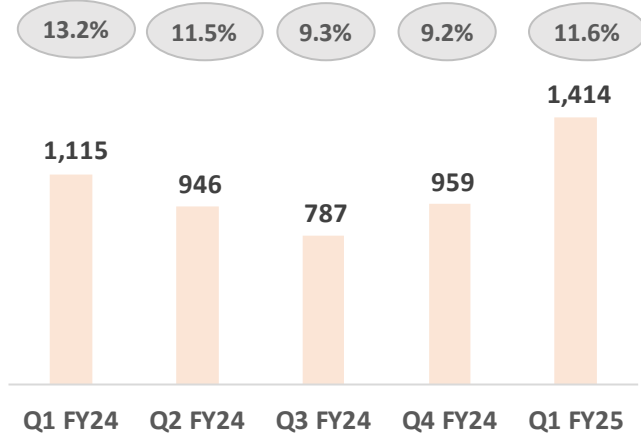
Gross Margin



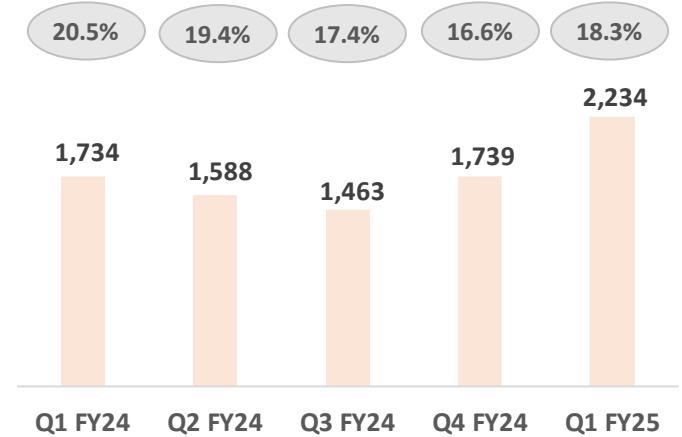
Brand Contribution



Operating EBITDA



Reported EBITDA



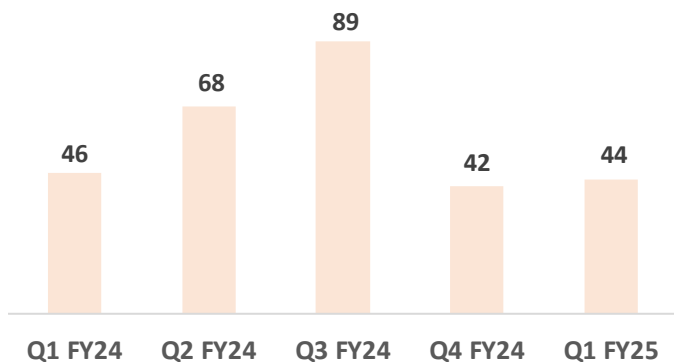
* 283 Thailand KFC stores acquired on 18th Jan'24

All figures in INR Million, unless specified

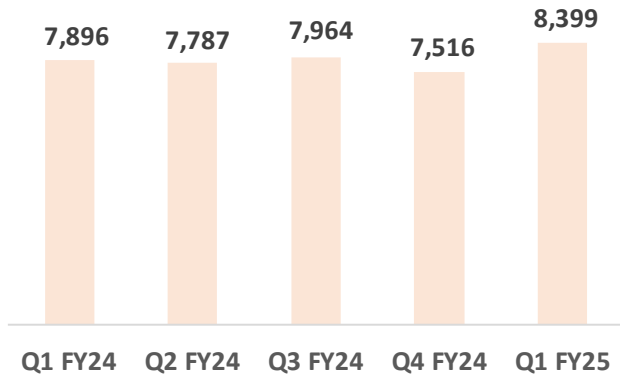
Performance Trend – DIL India



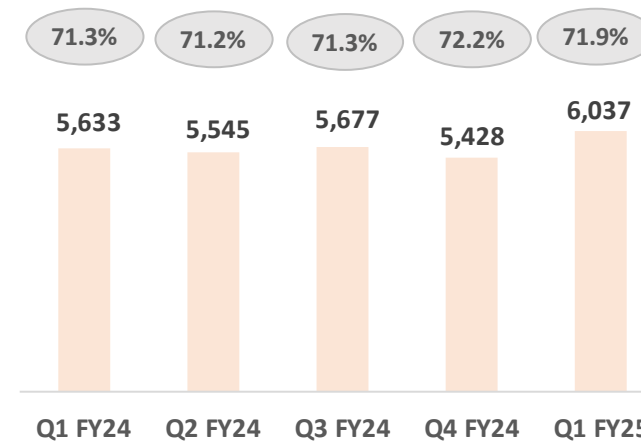
Net New Units (No's)



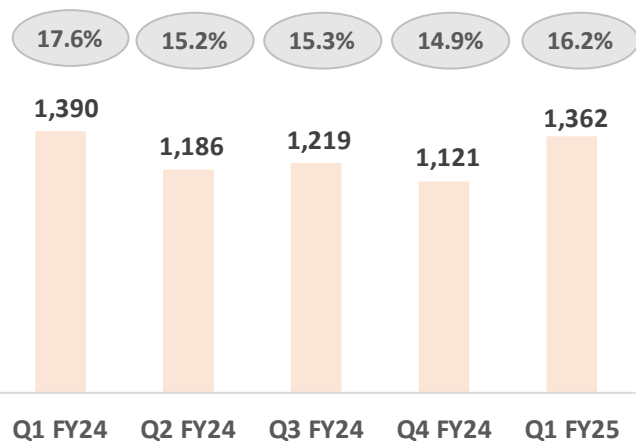
Revenue from Operations



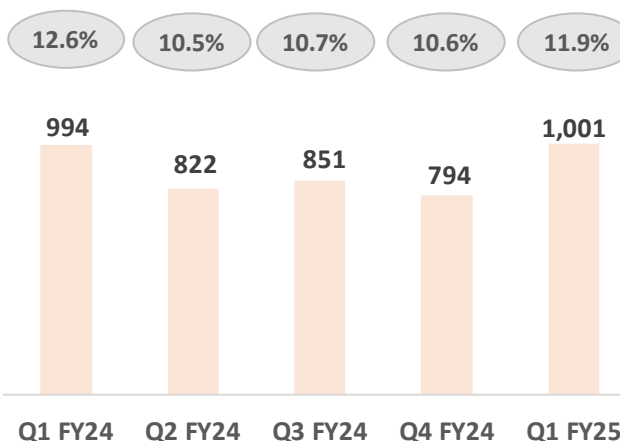
Gross Margin



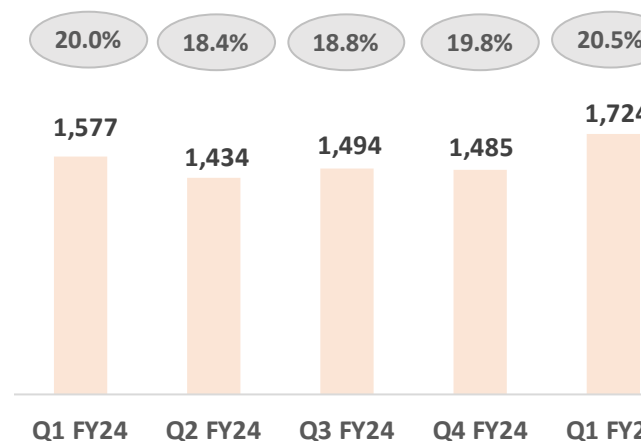
Brand Contribution



Operating EBITDA



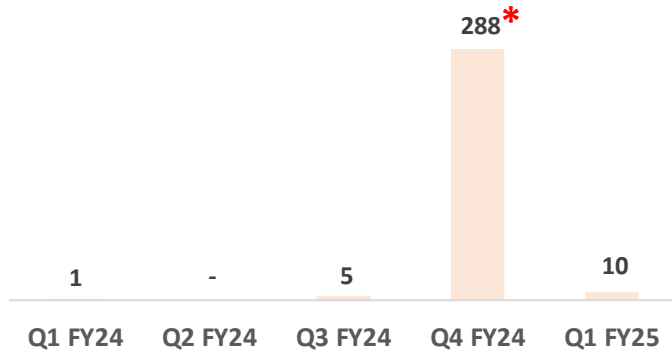
Reported EBITDA



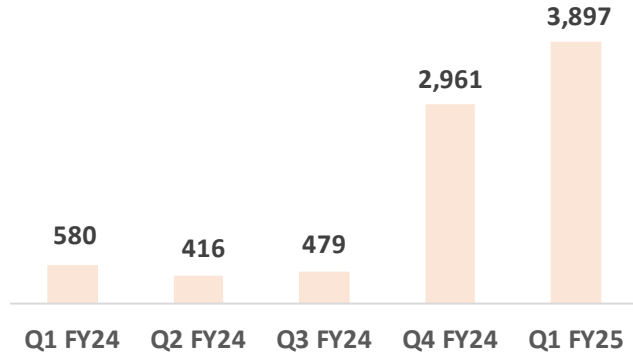
Performance Trend – DIL International



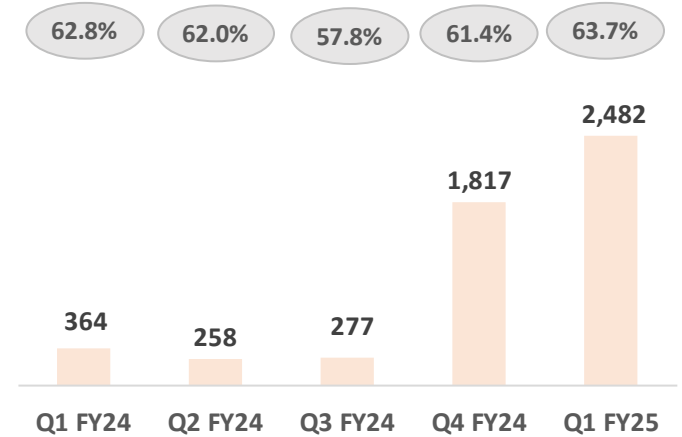
Net New Units (No's)



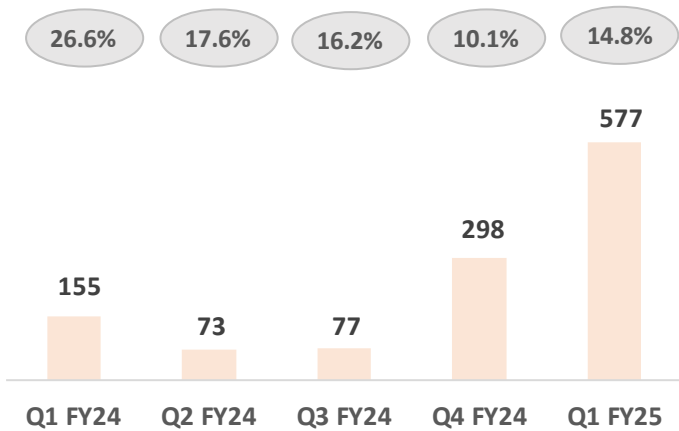
Revenue from Operations



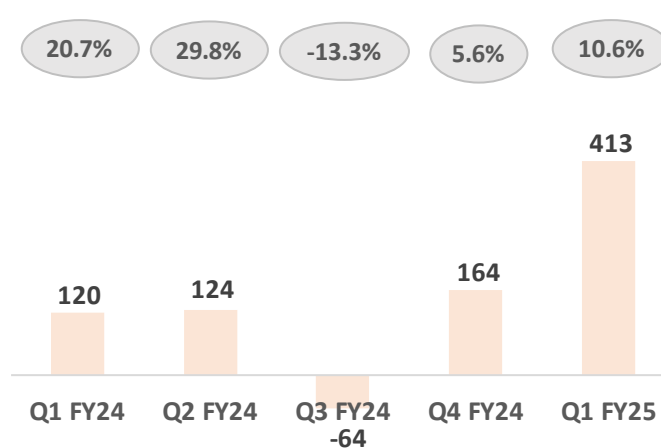
Gross Margin



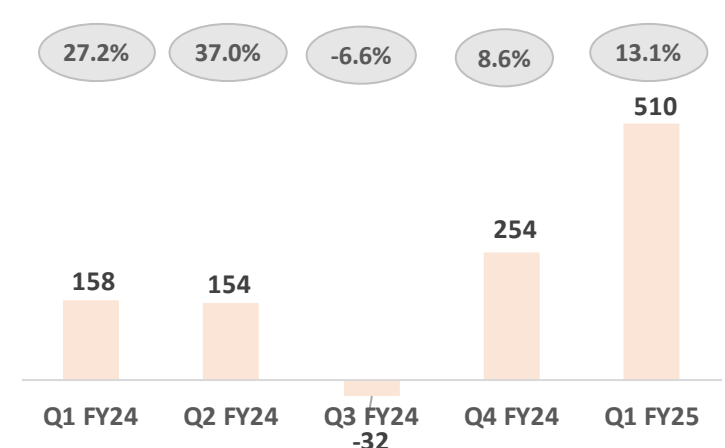
Brand Contribution



Operating EBITDA



Reported EBITDA



* 283 Thailand KFC stores acquired on 18th Jan'24

All figures in INR Million, unless specified



INTERNATIONAL BURGER FEST

TAKE A BITE. TAKE A FLIGHT.

MADE WITH
100% REAL CHICKEN
NO SUBSTITUTES



INDIAN
TANDOORI ZINGER

INDIAN*
PANEER ZINGER

MEXICAN
PRO ZINGER

CARIBBEAN
SPICY ZINGER

AMERICAN
CLASSIC ZINGER



Core Brands – KFC – India

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Q1 Net New Stores - 21



OPUS, GHAZIABAD



HARLUR, BANGALORE



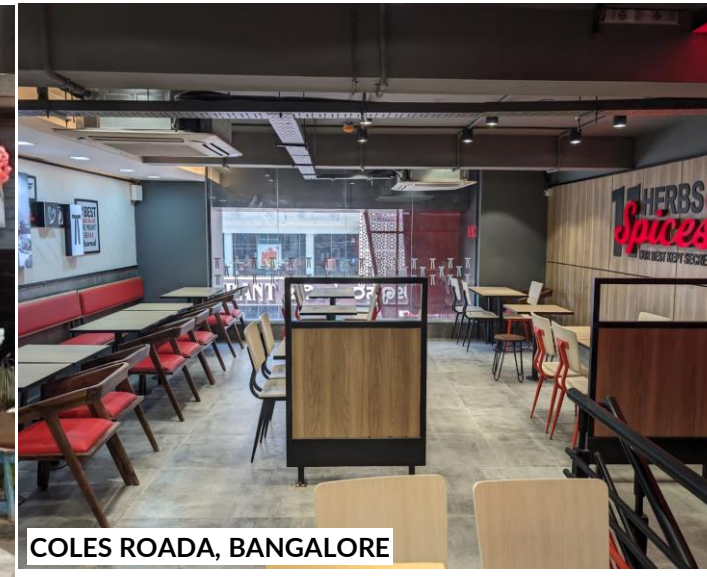
I-THUM GALLERIA, G.NOIDA



KULUSHEKRA, MANGALORE



SHYAM NAGAR, KOLKATA

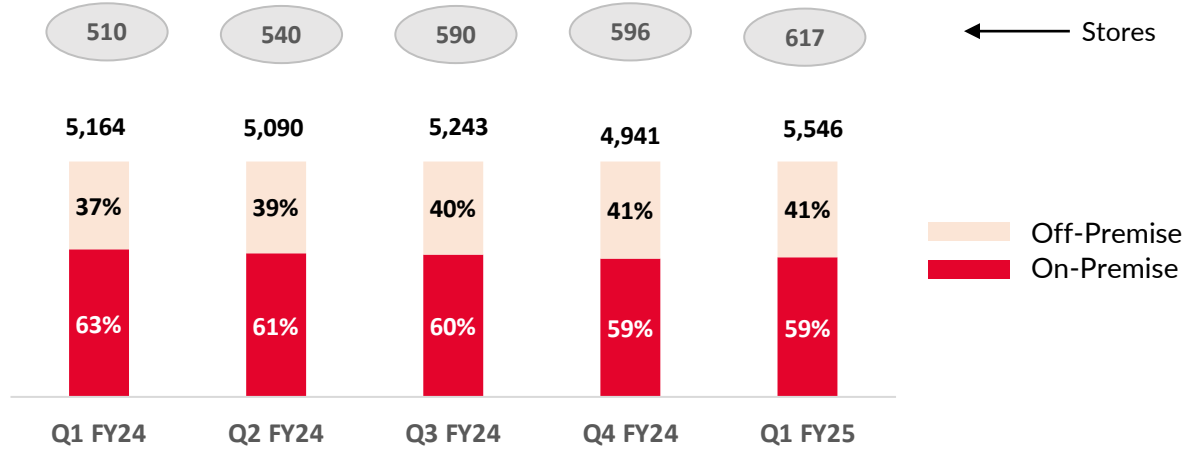


COLES ROAD, BANGALORE

Business Performance – KFC India

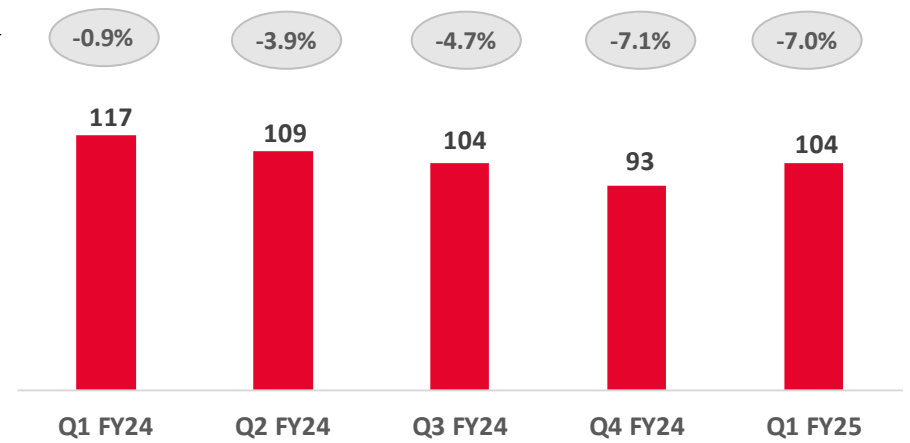


Revenue and Sales mix

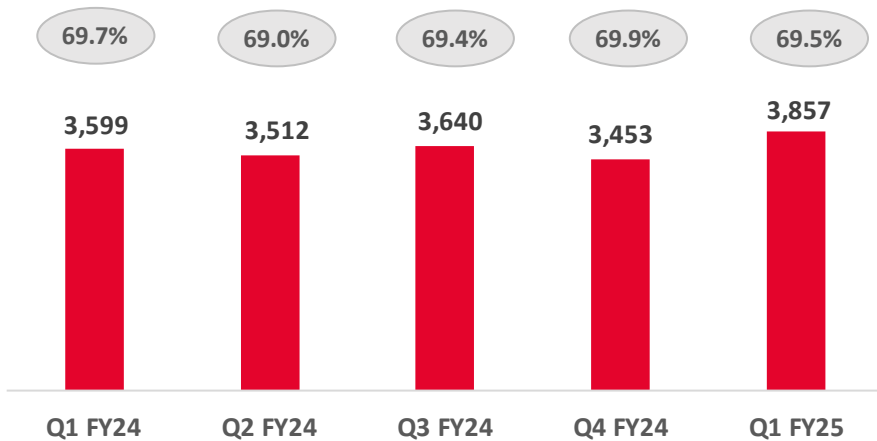


← Stores SSSG →

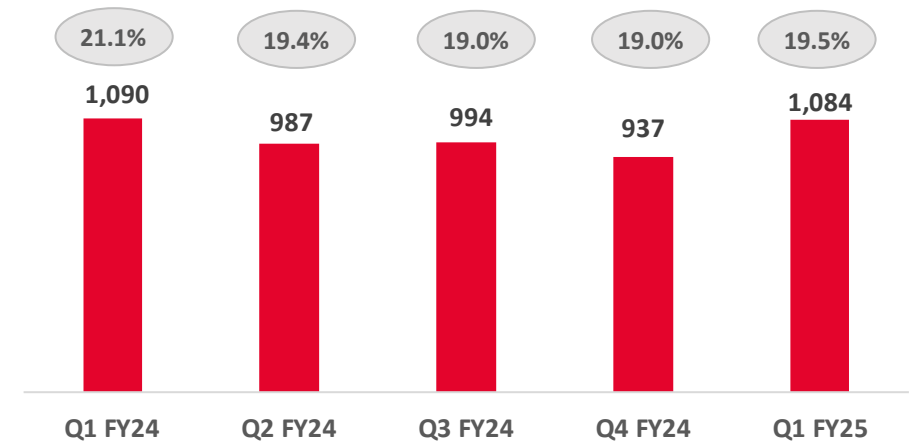
ADS and SSSG



Gross Margin



Brand Contribution



KFC Marketing Campaigns



WINNER WINNER CHICKEN LUNCH

FREE BGMI SKINS WITH EVERY LUNCH BOX.

GAMERS LUNCH BOX

1 pc HOT & CRISPY
2 pc HOT WINGS
1 Reg FRIES
1 Reg PEPSI

₹199

BGMI SKIN

CRUNCH & SCRATCH CATCH A MATCH

GET A CHANCE TO WIN MATCH TICKETS AND EXCITING REWARDS WITH A MIN. ORDER OF ₹599

12:19 00:02 42%

Visitor Notification

Entry approved
For dees for B-105 flat visit

NEW KFC SUNDAY Feast

CELEBRATE MOTHER'S DAY THE CRUNCHY WAY!

BETTER WITH PEPSI

SAVE UP TO 40%

4 Pc HOT & CRISPY + 6 Pc HOT WINGS + 4 Pc BONELESS STRIPS & MORE AT ₹659/-

Available on Dine-in And Take Away Only LIMITED TIME OFFER

UNLIMITED PEPSI ZERO SUGAR OFFER

CHOOSE ANY ZINGER AND GET UNLIMITED PEPSI FREE!

NEW KFC SUNDAY Feast

GET A CHANCE TO WIN MATCH TICKETS AND OTHER EXCITING REWARDS

SAVE UP TO 40%

4 Pc HOT & CRISPY + 6 Pc HOT WINGS + 4 Pc BONELESS STRIPS & MORE AT ₹659/-

Available on Dine-in And Take Away Only LIMITED TIME OFFER

DON'T GET A KFC ZINGER.

Get two.
One because you deserve it.
The other, so you can reserve it for later.
One tastes amazing.
The other tastes amazing-er because it's free.

Today is International Burger Day. Buy a Zinger, get one free.

1+1

AVAILABLE ON DINE-IN 2+1 OFFER ON DELIVERY

KFC UNLIMITED PEPSI ZERO SUGAR OFFER

CHOOSE ANY ZINGER AND GET UNLIMITED PEPSI FREE!

KFC INTERNATIONAL BURGER FEST

WALKIN FOR GREAT DEALS



Core Brands – Pizza Hut – India

dil



NEW Melts

Crispy. Cheesy. Loaded.

Starting @ ₹ 169*



WALK-IN | ORDER ONLINE

*T&Cs Apply.

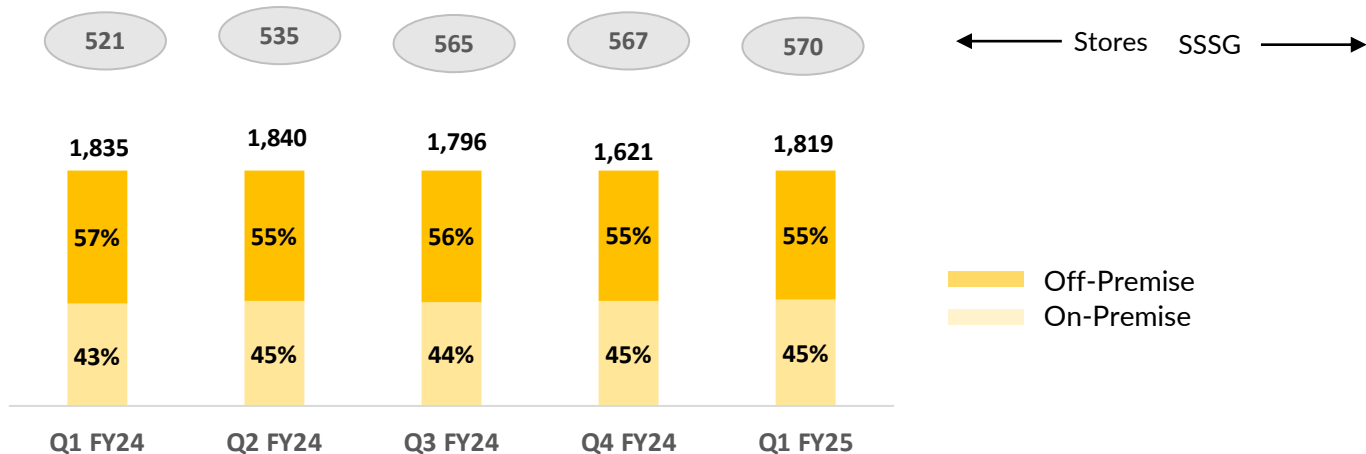
Q1 Net New Stores - 3



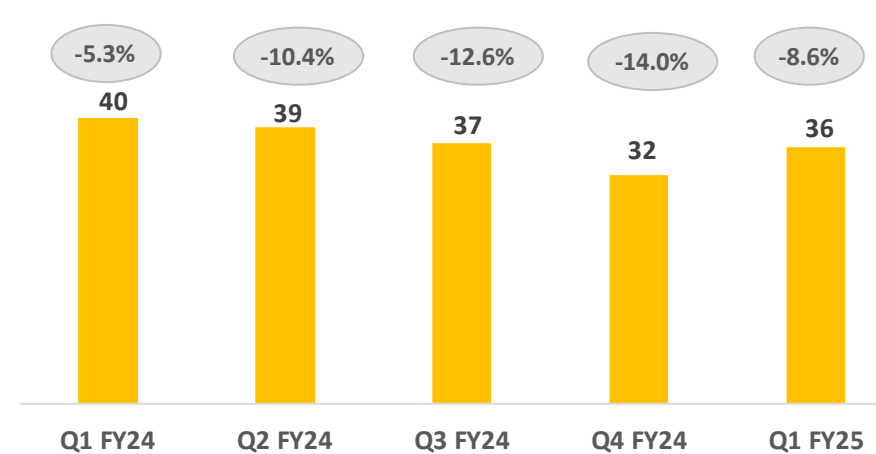
Business Performance – PH India



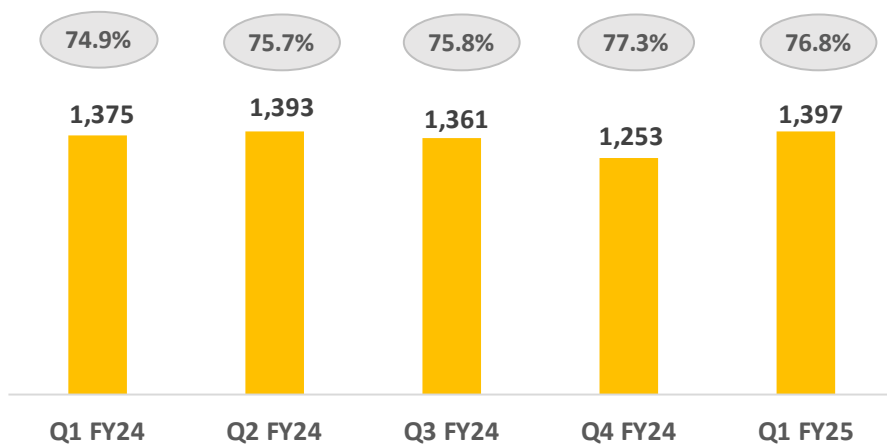
Revenue and Sales mix



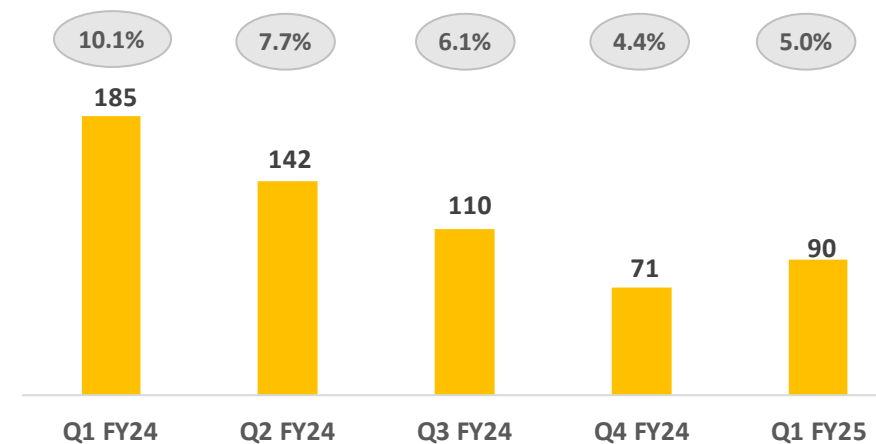
ADS and SSSG



Gross Margin



Brand Contribution



New Initiatives



BEAT THE HEAT WITH THE ULTIMATE COMBO

UPGRADE @ ₹9* EACH

NEW THIN N CRISPY CRUST

*Images are for illustrative purposes. Price exclusive of applicable govt taxes. T&C apply. Pepsi, Pepsi Next, Pepsi Next Zero Sugar, CARBONATED WATER, CONTAINS CAFFEINE. Pepsi Next CONTAINS NON-CALORIC SWEETENERS. THIS CARBONATED WATER CONTAINS AN ALKALINIZER OF SODIUM CITRATE AND ACESULFAME POTASSIUM. NOT RECOMMENDED FOR CHILDREN, PREGNANT OR LACTATING WOMEN. PEPSICO BLACKBATH IS A TRADEMARK OF PEPSICO, INC.

JOIN THE Melts SQUAD

Campus Ambassador Program

CERTIFICATE & LOR (now that's a loaded offer :p)

PAID OPPORTUNITY

FREE PIZZA HUT VOUCHERS (This deal can't get crispier!)

MEAL FOR 2 STARTING AT ₹539*

***T&C Apply.**

359 Pizza Hut

THE FINAL MATCH

FLAT 50% OFF* EXCLUSIVELY ON APP

CODE: CRICKET50

ATTENTION: IT'S THE FINALE NIGHT!

Bleed Blue with FLAT 50% Off on Pizzas

Enjoy IND vs SA with a whopping FLAT 50% Off on the Pizza Hut app!

Download the Pizza Hut App & use code CRICKET50 to avail the discount!

Share this with your friends and family.

Please note: This offer will expire tonight.

Order at 50% Off

NEW LAUNCH ALERT! Time to get. set. MELTS!

Melts Crispy. Cheesy. Loaded.

Starting @ **₹169***

***T&C Apply.**

DOUBLE TREAT MEAL FOR 2

Starting at **₹449***

SAVE UP TO 44%

ANY MEDIUM PIZZA

*1 GARLIC BREAD STIX + 2 FOUNTAIN BEVERAGES

***T&Cs Apply.**





Core Brands – Costa Coffee – India



*Dosti Nibhana Hai...
Coffee toh ek bahana hai*

COSTA
COFFEE



INSPIRING THE WORLD TO LOVE **GREAT COFFEE**

COSTA
COFFEE

Q1 Net New Stores 13



AIRPORT, GWALIOR



AMEX NEW CAMPUS



MAX SQUARE, NOIDA



LIT BOX, HYDERABAD



KANGRA, HIMACHAL PRADESH

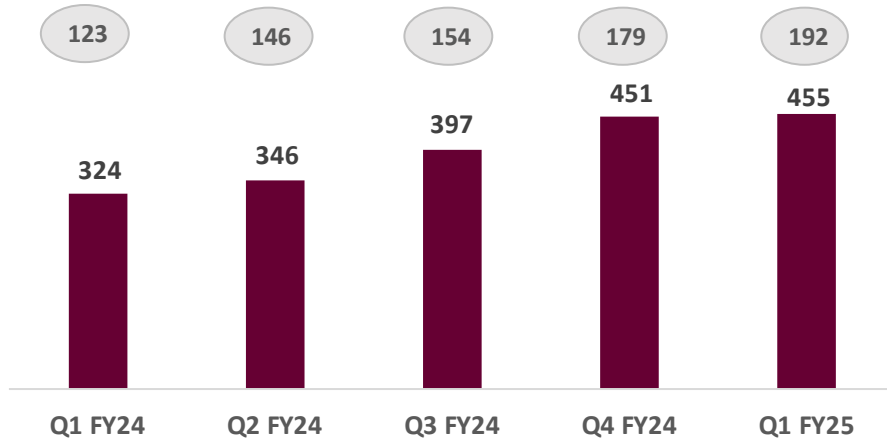


HARLUR, BANGALORE

Business Performance – Costa India

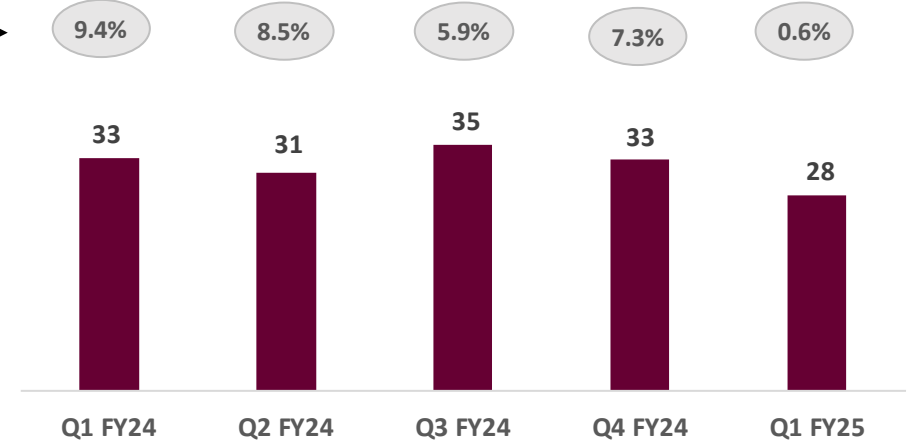


Revenue

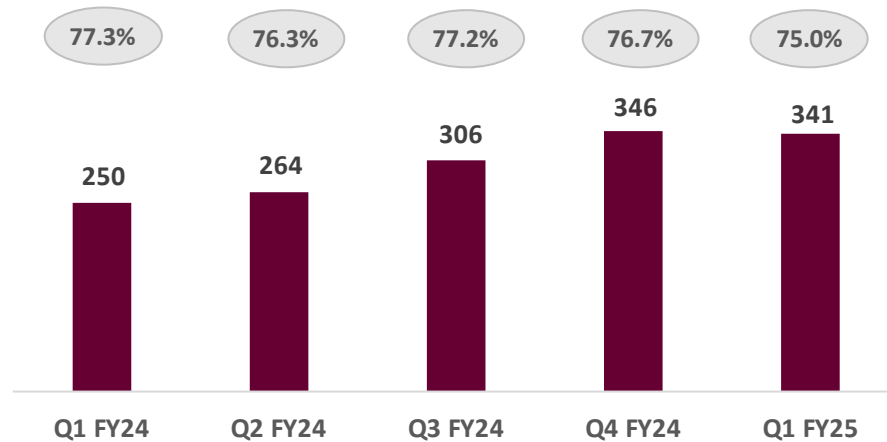


ADS and SSSG

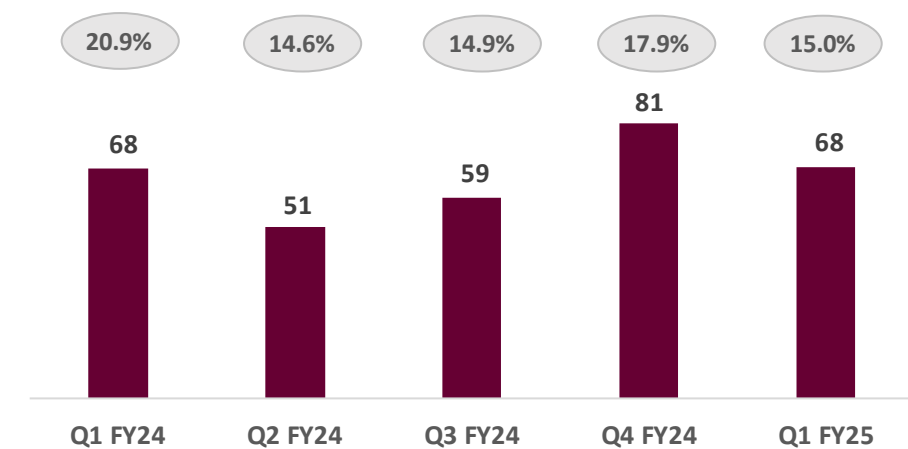
← Stores SSSG →



Gross Margin



Brand Contribution



Marketing Initiatives



POV: You're trying to stay hydrated this summer

When you ask our baristas what's new...
POV: You tell our barista you've got the Monday blues.

POV: You're trying to stay hydrated this summer

POV: You tell our barista you've got the Monday blues.

POV: You're trying to stay hydrated this summer

POV: You tell our barista you've got the Monday blues.

POV: You're trying to stay hydrated this summer

POV: You tell our barista you've got the Monday blues.

POV: You're trying to stay hydrated this summer

POV: You tell our barista you've got the Monday blues.

POV: You're trying to stay hydrated this summer

POV: You tell our barista you've got the Monday blues.



Hello Summer

COSTA COFFEE

Delightful Classic Cold Coffee

Frappe

PICK A DRINK + PAIR WITH GET 15% OFF ON ANY OF THESE COMBOS

- DELIGHTFUL CLASSIC COLD COFFEE / FRAPPE
- BLUEBERRY BLAST MUFFIN / TRIPLE CHOCOLATE MUFFIN / PANEER TIKKA MASALA SANDWICH / CHICKEN MALAI TIKKA SANDWICH

Limited Period Offer



PERFECT FRIDAY OFFER

Any Food or Beverage @ ₹149* ONLY

Cappuccino + Classic Cold Coffee

Blueberry Blast Muffin

Butter Croissant

* Offer applicable on every Friday
* Limited period offer
* Costa Coffee reserves the right to withdraw the offer anytime
* Food items in the image representation can be either vegetarian or non-vegetarian

Instagram Reels

Reels Sip to escape summer

NEW Iced Spanish Latte

Learn more

Take summer chilling to the next level with the new Iced Spanish Latte, a conden... more

Sponsored Original audio



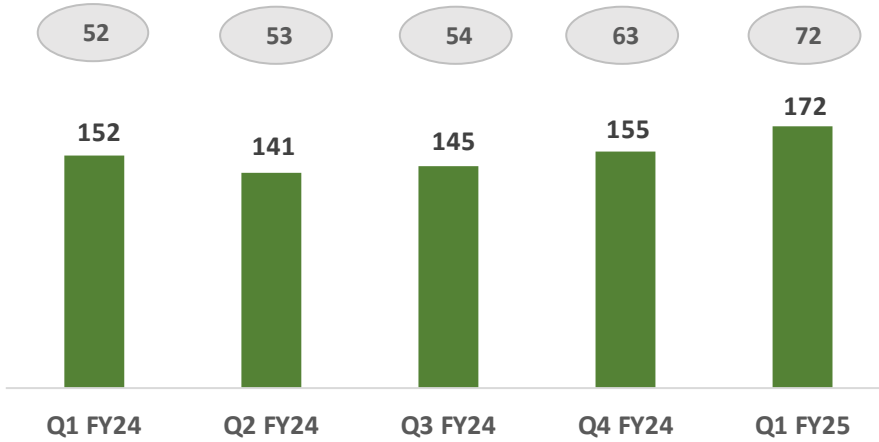
Q1 Net New Stores 9



Business Performance – Vaango India

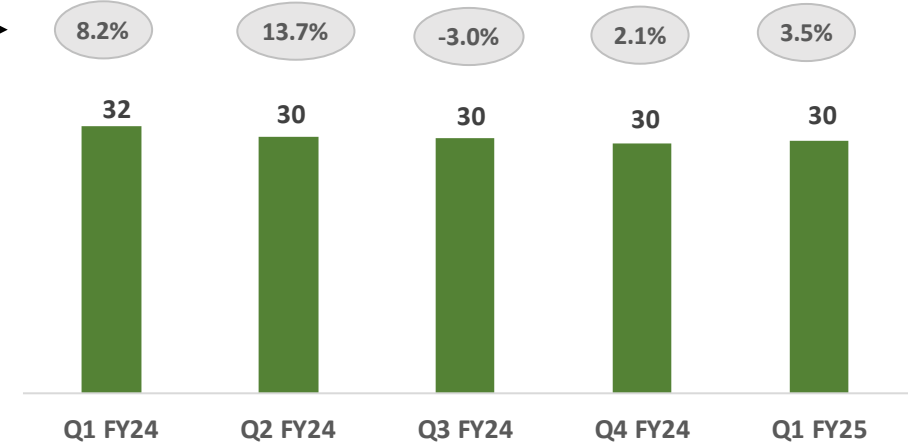


Revenue

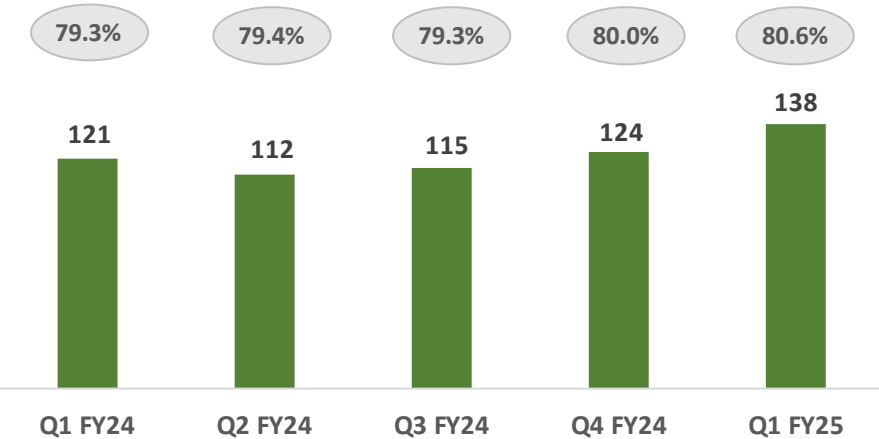


ADS and SSSG

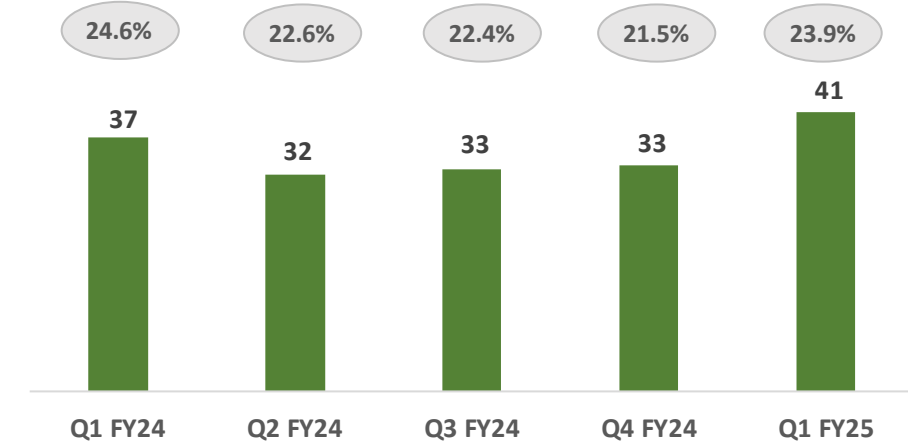
← Stores SSSG →



Gross Margin



Brand Contribution



Vaango Marketing Campaigns



VAANGO_INDIA Posts

vaango_india

GHEE PODI DOSA

View Insights Boost again

104 likes

vaango_india Indulge in a symphony of flavors with our heavenly Ghee Podi Dosa, with subtle spices in each crispy bite, accompanied with chutneys and sambhar.

#vaango #vaangoindia #southindian #southindiancuisine #filtercoffee #idli #idlisambhar #dosa #masaladosa #authentic #coffeelover #foodstagram #foodblogger #dosalover

11:05

Reels

Vaango!
Dosas, Idlis & More

BEAT THE HEAT!

THIS SUMMER
with our special beverages

Rose Milk

₹ 85* only

View Insights

vaango_india

Cool down with a taste of summer with the range ...

audio vaango_india · Original sound · Earn from gifts

VAANGO_INDIA Posts

vaango_india

A MATCH
made in heaven!
#IPLwithVaango

Butter Masala Dosa **OR** Rice Idli

TAKE YOUR PICK

ORDER NOW

View Insights Boost again

65 likes

vaango_india "Southern feels" everywhere today! For the battle between the two kings of the South - Chennai and Hyderabad, who are you rooting for?! Relish South Indian match goodies to show your support, and make it a mini viewing party this Sunday!

Order Dosas, Idlis, and more, from VAANGO through Zomato / Swiggy for quick delivery!

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Nigeria 40 Stores



Nepal 28 Stores



Thailand 295 Stores



	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Exit Stores	60	60	65	353	363
Revenue from Operations (INR Mn)	580	416	479	2961	3897
ADS Nigeria (Naira '000)	764	792	898	901	1064
ADS Nepal (NPR '000)	142	134	140	120	126
ADS Thailand (THB '000)	59	56	58	56	59



Summary Financials



Consolidated Profit & Loss Statement



Particulars (INR Million)	Q1'FY24	Q4' FY24	Q1' FY25	FY23	FY24
Revenue from Operations	8,466	10,471	12,219	29,977	35,563
Other Income	68	146	99	326	326
Total Income	8,535	10,617	12,318	30,303	35,890
Raw Material Cost	2,468	3,226	3,769	8,986	10,566
Gross Profit	5,998	7,244	8,450	20,991	24,997
<i>Gross Margin</i>	<i>70.8%</i>	<i>69.2%</i>	<i>69.2%</i>	<i>70.0%</i>	<i>70.3%</i>
Employee benefits expense	1118	1546	1682	3452	4950
Other expenses	3,146	3,959	4,534	10,988	13,524
Total Expenses	4,264	5,506	6,216	14,440	18,474
EBITDA	1,734	1,739	2,234	6,551	6,524
<i>EBITDA Margin</i>	<i>20.5%</i>	<i>16.6%</i>	<i>18.3%</i>	<i>21.9%</i>	<i>18.3%</i>
Finance Costs	404	567	630	1475	1869
Depreciation & Amortization Expense	796	1259	1322	2788	3848
Impairment	0	16	0	-5	59
Foreign exchange loss (net)	473	424	76	200	897
Exceptional (Gain)/ Loss	0	0	0	0	140
Profit before Tax (PBT)	130	-380	305	2419	37
Tax Expense	146	110	81	-206	133
Profit after Tax (PAT)	-16	-490	224	2625	-97

Devyani International's Q1 FY2025 Conference Call on Monday, August 05, 2024 at 2:30 PM IST

Devyani International Limited (DIL), a multi-dimensional comprehensive QSR player in India, will host a conference call for investors and analysts on Monday, August 05, 2024 at 2:30 PM IST to discuss its results and developments for the first quarter ended June 30, 2024. 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	:	Monday, August 05, 2024 at 2:30 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="text-align: center;">  <div style="background-color: #4CAF50; color: white; padding: 10px; display: inline-block;"> <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 ~1,830 stores across more than 250 cities in India, Nigeria, Nepal and Thailand, as of June 30, 2024. 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 55,000 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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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.



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Thank You!

