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

May 14, 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 Audited Financial Results of the Company for the Quarter and Financial Year ended March 31, 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 Audited Financial Results of the Company for the Quarter and Financial Year ended March 31, 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



Q4 FY'24 Results Presentation



May 14th, 2024

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.

Chairman Comments



In 2024, we have diligently focused on our strategic expansion goals. Over the course of the year, we opened 256 new stores, including 47 in the fourth quarter. As of March 31, our total store count has reached 1,782, including the 283 KFC stores, we acquired in Thailand on January 18, 2024.

The year was also marked by successful acquisition and seamless integration of the Thailand KFC business. The transaction, which was completed during Q4, has been a significant milestone for us. This development has expanded our international footprint and the same is in line with our long-term growth objectives of having a mix of international business.

Alongside our global expansion, we have also been working on a strategy to enhance our domestic footprint of Food Courts business in response to India's emergence as a major destination for travel, tourism, and shopping. The domestic travel market is picking up very well and we are seeing religious tourism as one of the important thrust areas. India is also gaining importance in the international markets for medico tourism and a value for money shopping destination. All these changes are structural in nature and here to stay. There is a common theme that runs across this phenomenon and that is Food – ON The GO.

With this strategy, and to cater to the rising “QUICK” trend, we are making Food Courts, as one of the important pillars of our growth aspiration across various consumption channels and touch points of travel and shopping. Our existing bouquet of brands will help us with this strategy.

With this objective, I am pleased to state that DIL has entered, into a strategic partnership with PVR INOX to develop and operate the business of Food Courts at shopping malls across the Country to co-promote movies and food. This will not only help us strengthen our presence at various Malls in the Country but will also give a boost to our brands and the food court business.

FY24 - Performance Highlights



Positive store additions

1,782 Stores as of March 31, 2024 (Incl. Thailand)

- ✓ 256 NNUs in FY24
- ✓ 47 NNUs in Q4 FY24 (Incl. 5 in Thailand)
- ✓ 283 KFC stores acquired in Thailand w.e.f. 18/01/24



Strong Revenue growth

FY24 INR 3,556 Cr; grew by 18.6% YoY (Incl. Thailand)

- ✓ KFC India INR 2,044 Cr ; +15.4% YoY
- ✓ PH India INR 709 Cr ; +1.4% YoY
- ✓ Costa INR 152 Cr ; +49.1% YoY

Q4 FY24 INR 1,047 Cr; grew by 38.7% YoY (Incl. Thailand)

- ✓ KFC India INR 494 Cr ; +11.3% YoY
- ✓ PH India INR 162 Cr ; - 4.5% YoY
- ✓ Costa INR 45 Cr ; +36.3% YoY



Margin Performance (Incl. Thailand)

Gross Margin

- ✓ FY24 at 70.3%
- ✓ Q4 FY24 at 69.2%

Brand Contribution

- ✓ FY24 at 15.5%
- ✓ Q4 FY24 at 13.5%



Earnings Performance (Incl. Thailand)









Consolidated Reported EBITDA

- ✓ FY24 INR 652 Cr, margins at 18.3%
- ✓ Q4 FY24 INR 174 Cr, margins at 16.6%

Profit before Tax

- ✓ FY24 at INR 4 Cr (Normalized PBT[#] at INR 107 Cr) vs INR 242 Cr in FY23
- ✓ Q4 FY24 at INR -38 Cr (Normalized PBT^{##} at INR 4 Cr) vs INR 10 Cr in Q3 FY24

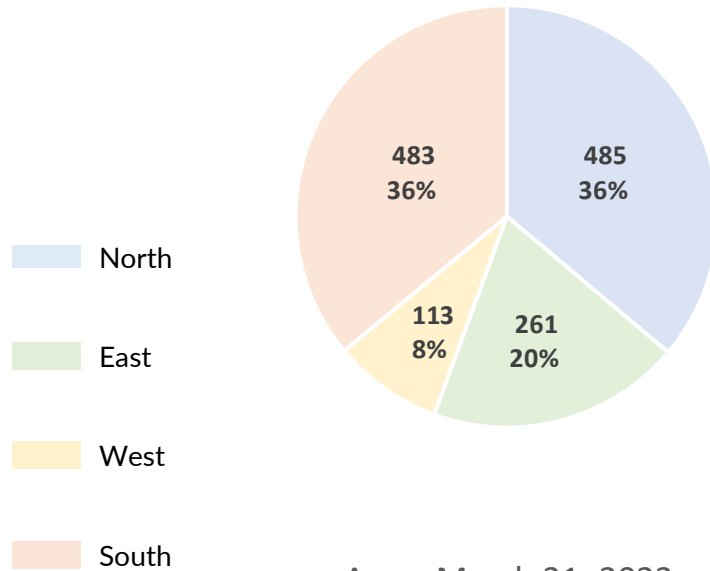
New Store Openings

Brand	NET NEW UNITS (NNU)				Stores as at 31 Mar 23	Stores as at 31 Dec 23	Stores as at 31 Mar 24
	Q4 FY23	Q3 FY24	Q4 FY24	FY24			
KFC 	29	50	6	106	490	590	596
PH 	23	30	2	61	506	565	567
Costa 	9	8	25	67	112	154	179
Vaango 	4	1	9	11	52	54	63
Others	-1	0	0	0	24	24	24
Total India	64	89	42	245	1,184	1,387	1,429
Nigeria 	1	2	0	3	37	40	40
Nepal  	1	3	0	3	22	25	25
Thailand 	0	0	288	288*	0	0	288
Total DIL	66	94	330	539	1,243	1,452	1,782

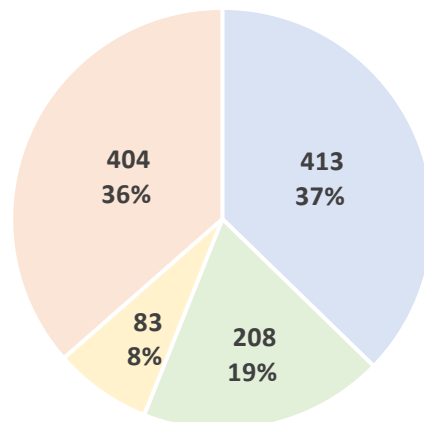
Core Brands – 1,692 stores as on 31st Mar'24 (1,371 : 31st Dec'23)

Core Brands Stores; India – Regional split

As on March 31, 2024



As on March 31, 2023



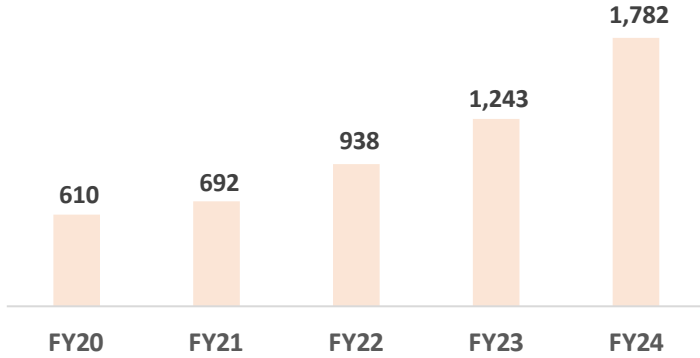
Core Brand Stores	March 31, 2023	Dec 31, 2023	March 31, 2024
Delhi NCR	202	250	253
Bangalore	132	151	163
Kolkata	61	78	81
Hyderabad	79	90	90
Other Metro Cities	51	64	69
Total Metros *	525	633	656
Total Non Metros	583	676	686
% in Metro	47%	48%	49%
% in Non Metro	53%	52%	51%
Total Cities	242	251	253
Total Store Count	1,108	1,309	1,342

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

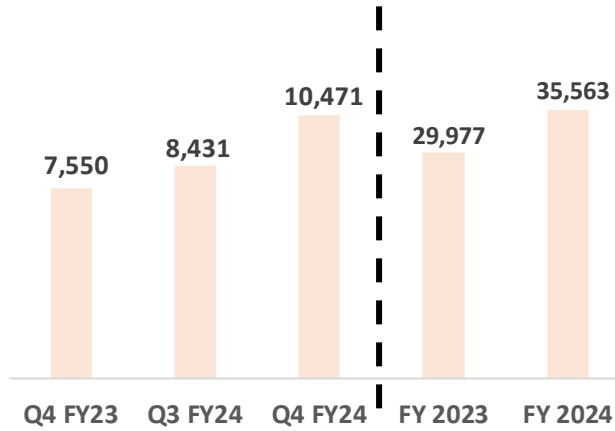
Performance Trend – DIL Consolidated



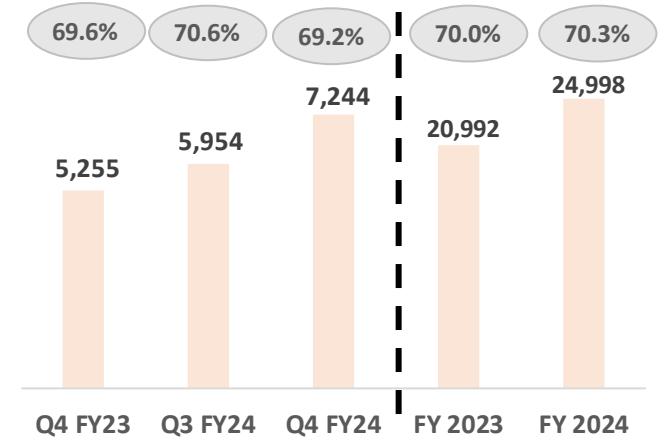
Stores (No's)



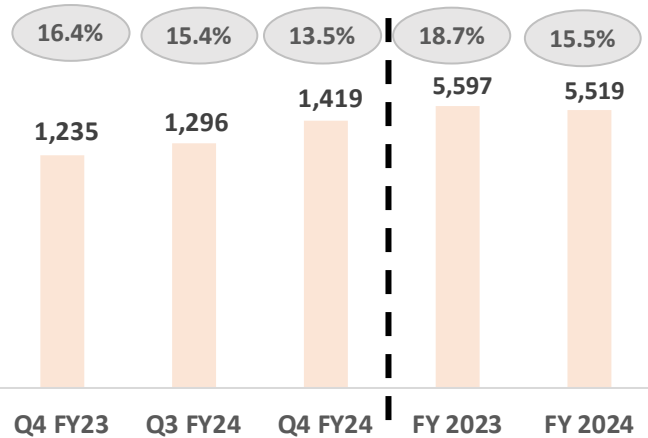
Revenue from Operations



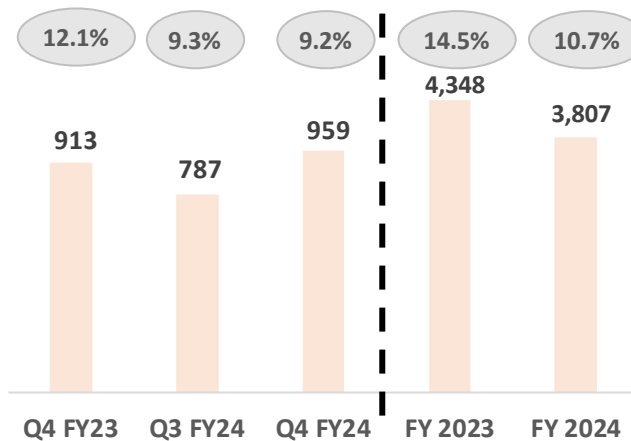
Gross Margin



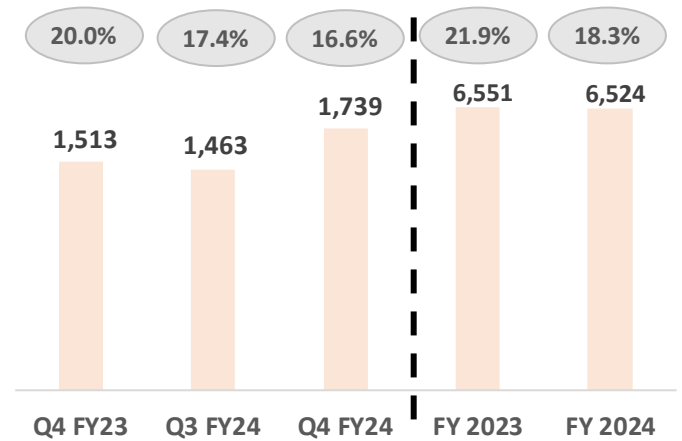
Brand Contribution



Operating EBITDA



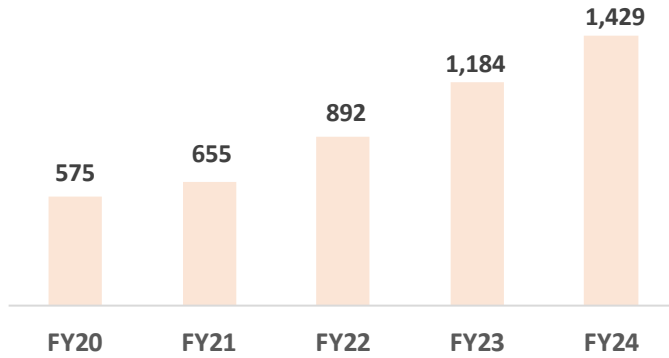
Reported EBITDA



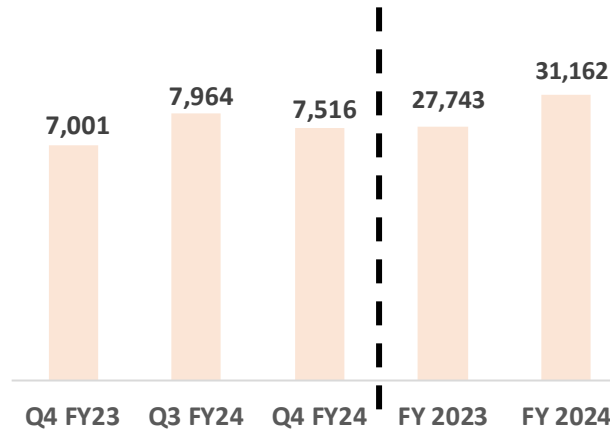
Performance Trend – DIL India



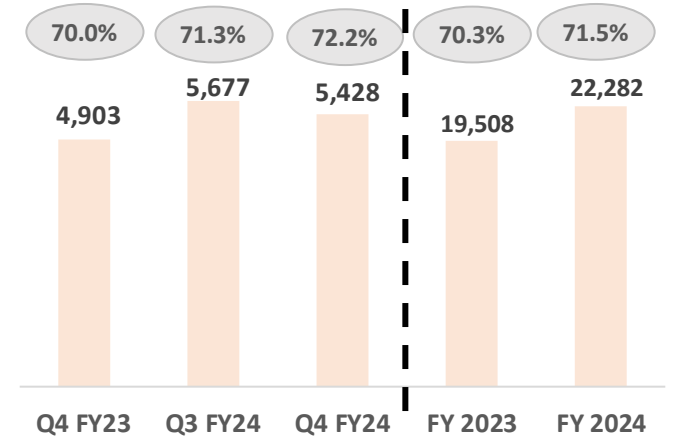
Stores (No's)



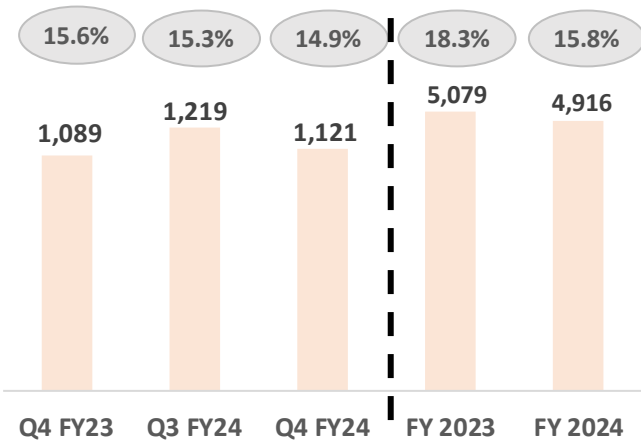
Revenue from Operations



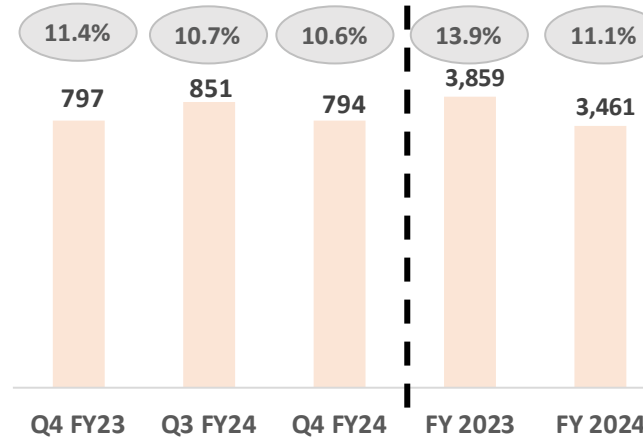
Gross Margin



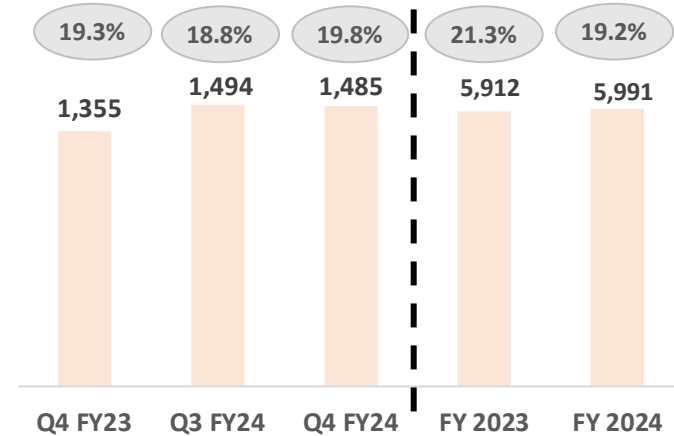
Brand Contribution



Operating EBITDA



Reported EBITDA



NEW
KFC
CHIZZA
ALL CHICKEN. NO CRUST.

LIMITED TIME OFFER



Core Brands – KFC – India



Q4 Net New Stores - 6



Kanakpura, BANGALORE



CMR (MVR Mall), ELURU



Baguihati, KOLKATA



North Parvoor, COCHIN

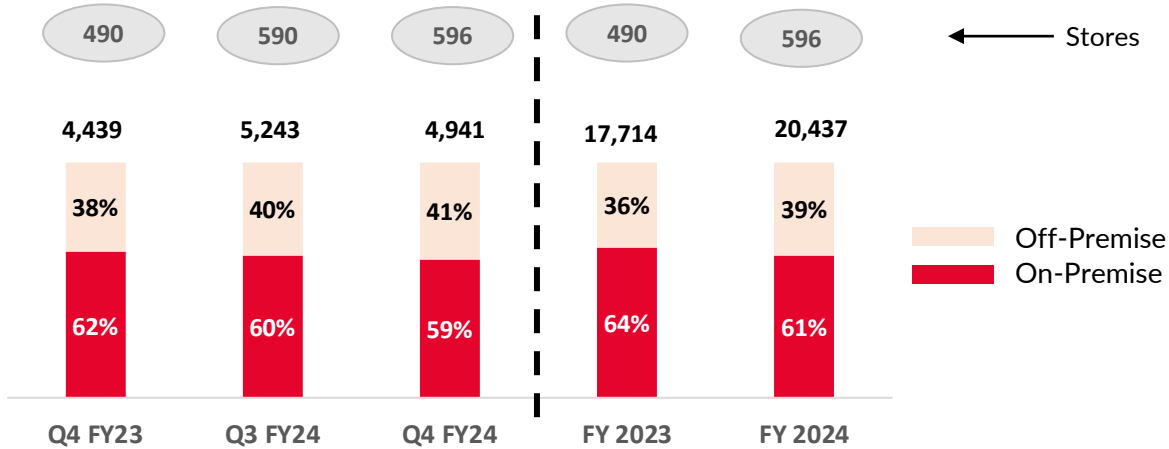


Devanahalli, BANGALORE

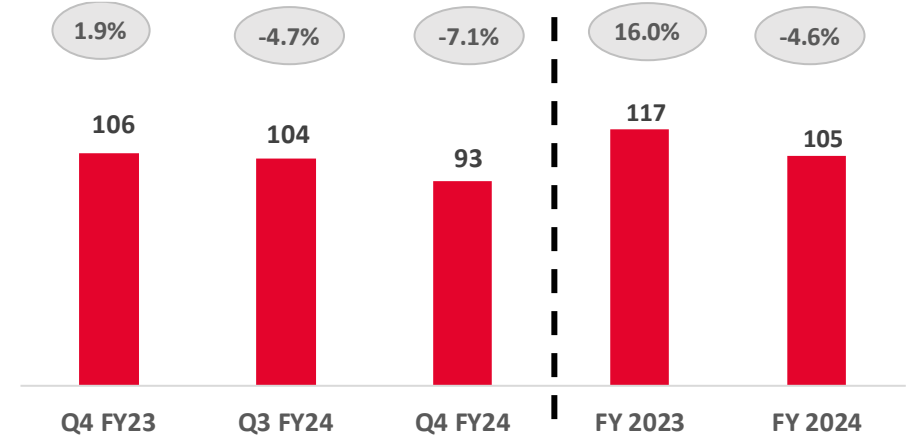
Business Performance – KFC India



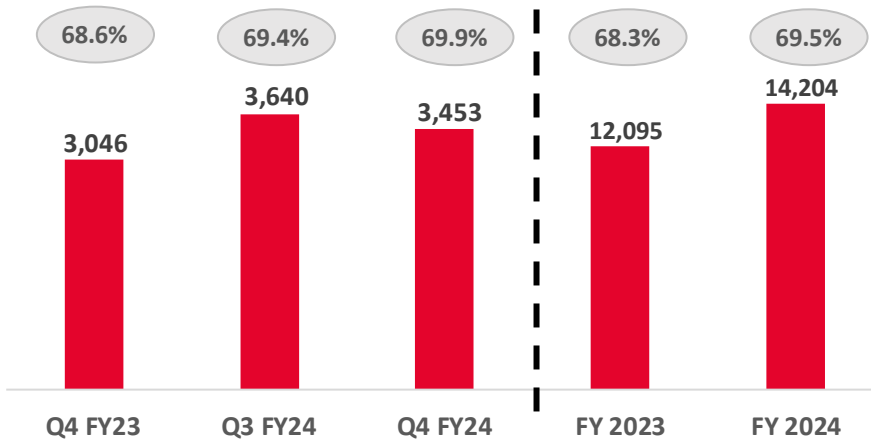
Revenue and Sales mix



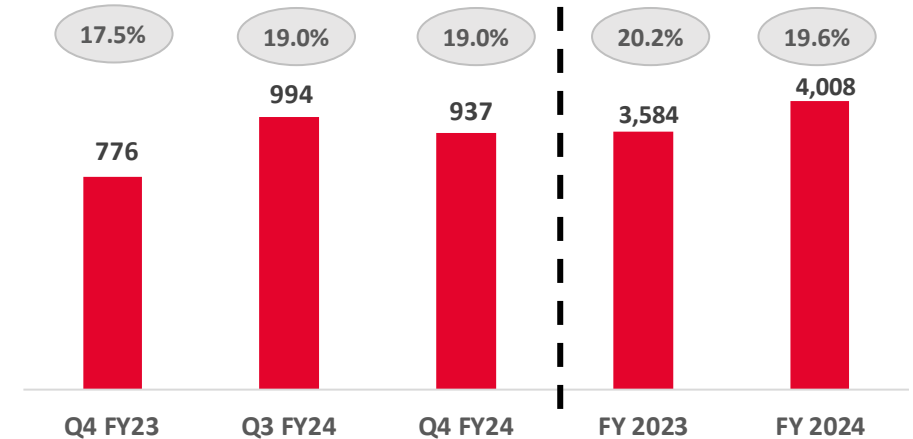
ADS and SSSG



Gross Margin



Brand Contribution





NEW Melts

Crispy. Cheesy. Loaded.

Starting @ ₹ 169*



Loaded Veggie BBQ

Magical Makhni Paneer



Cheezy Cheese Veg



Chicken Tikka & Keema Supreme



Choose from 6 Delicious Melts

ADD-ON GET ANY 2 DIPS @ ₹ 30



WALK-IN | ORDER ONLINE

Download our app or visit pizzahut.com

*T&Cs Apply. Prices are applicable as per product selection by the consumer. Images shown are for illustration purpose only. Prices exclude of taxes and other handling charges. Pizza Hut reserves the right to accept or reject the offer depending on the availability. Any reason beyond our control. For more details, visit pizzahut.co.in.

Core Brands – Pizza Hut – India

Q4 Net New Stores - 2



Kalyan west, MUMBAI



Fatehabad Road, AGRA



Kokrajhar, Assam



Louden Street, KOLKATA



Sector 31, Gurgaon

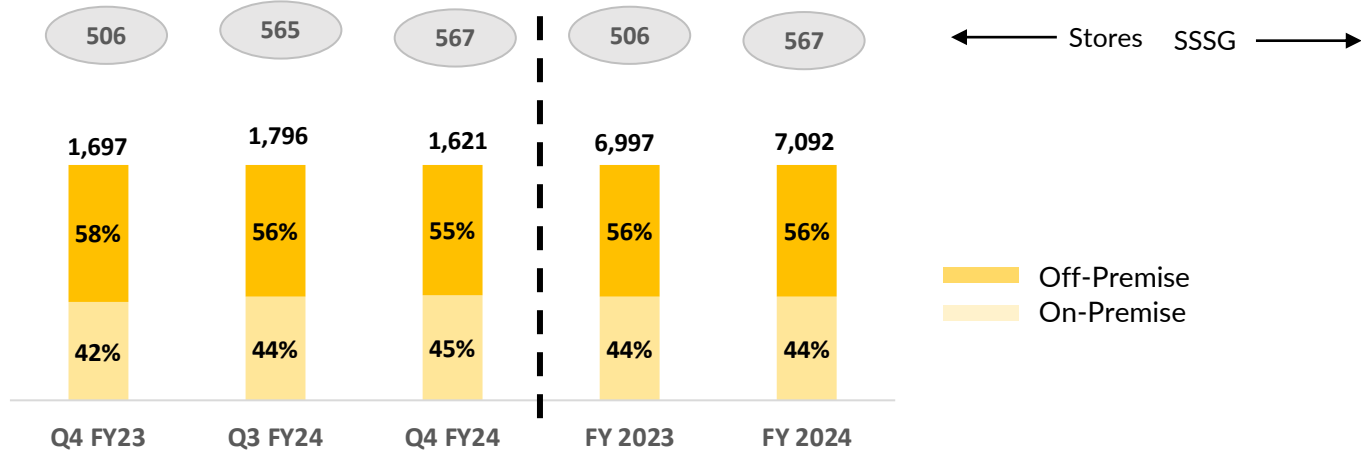


Purana Bazar, DIMAPUR

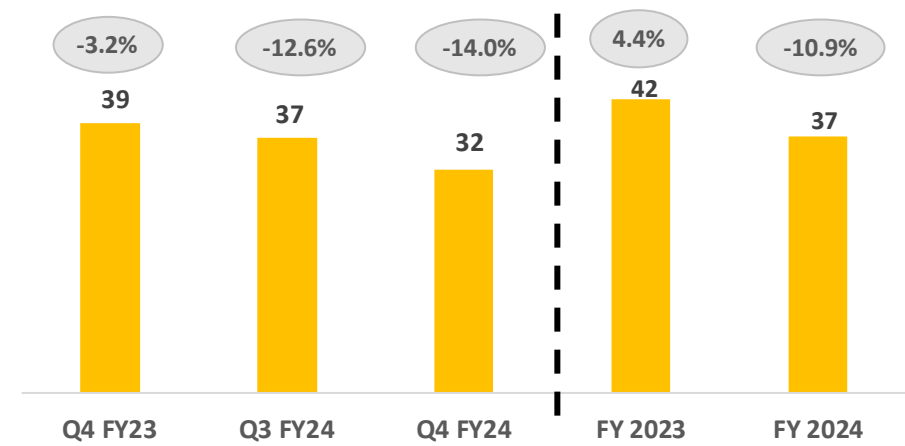
Business Performance – PH India



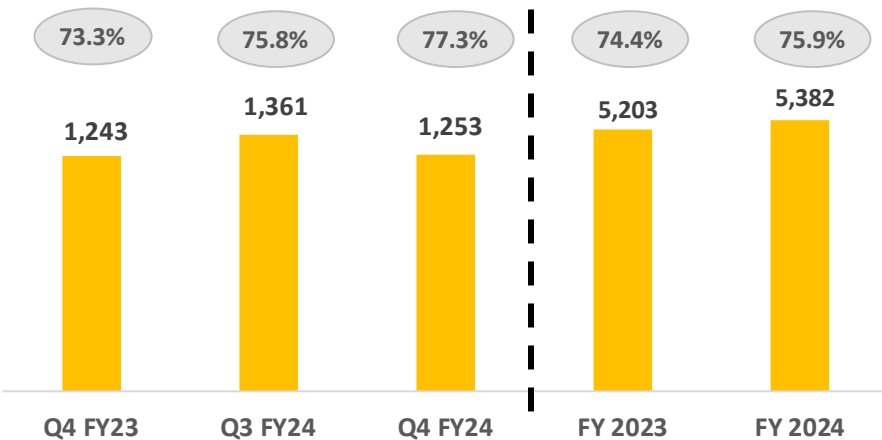
Revenue and Sales mix



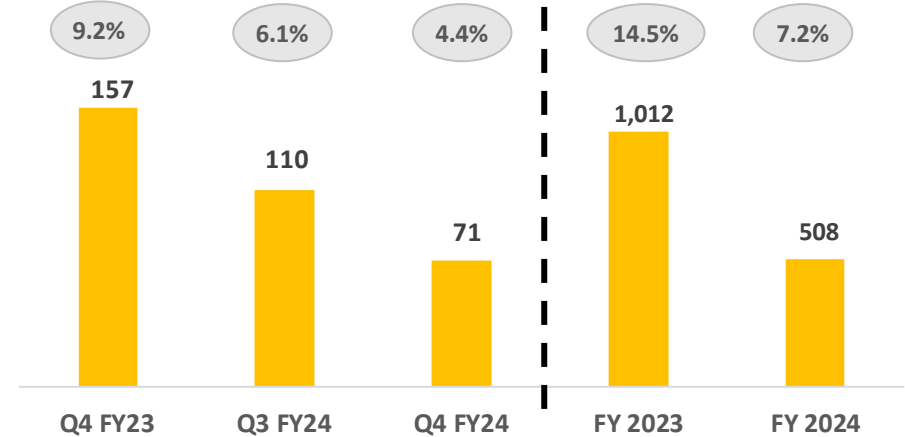
ADS and SSSG



Gross Margin



Brand Contribution



New Initiatives



VALENTINE'S TREAT FOR 2

₹ 369*

VALID TILL 18TH FEB

WALK-IN

*T&Cs apply.

Pizza Hut

DON'T COOK WEDNESDAY 50% OFF

KHOL KE ELVERING

10 NEW PIZZAS

WALK-IN | TAKE AWAY

FROM OUR HUT TO YOUR HANDS

1:51

WhatsApp

Reels

Pizza Hut Melts

42.1 k

561

1,061

orry and pizzahut_india
Paid partnership with pizzahut_india

Now, I can juggle life and flavor with my ...

Melts

Crispy Cheesy Loaded

₹ 169

BO 03:14 S 00

© 2024 Mar 2024, 3:14 pm

NEW Melts

Pizza Hut

CHEESY

NO INTERRUPTION

https://www.youtube.com/watch?v=yngd_LJKJAI

Pizza Hut Melts

₹ 169

Crispy Cheesy Loaded

Starters & Delicious O'vals



 **Core Brands – Costa Coffee – India**

Q4 Net New Stores 25



Good Earth Business Bay2, GURGAON



Parmarth Niketan, RISHIKESH



Millenium Mall, PUNE



Omaxe Mall Chandni Chowk, DELHI



Gandhi Bazar, BANGALORE

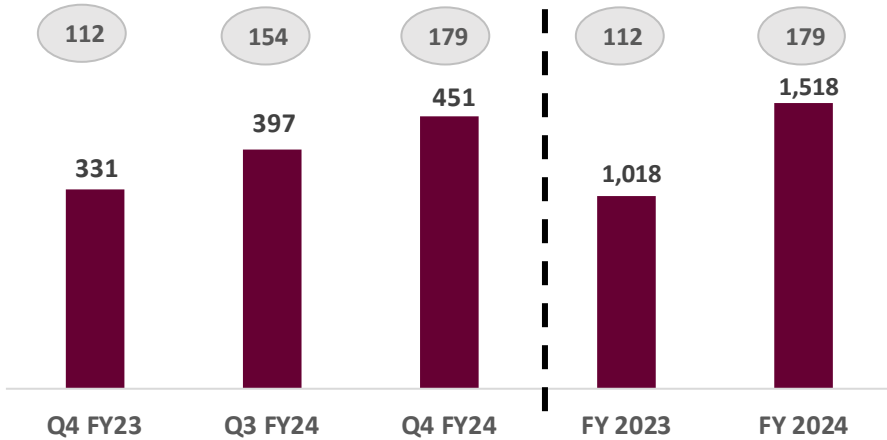


Dassarahalli, BANGALORE

Business Performance – Costa India

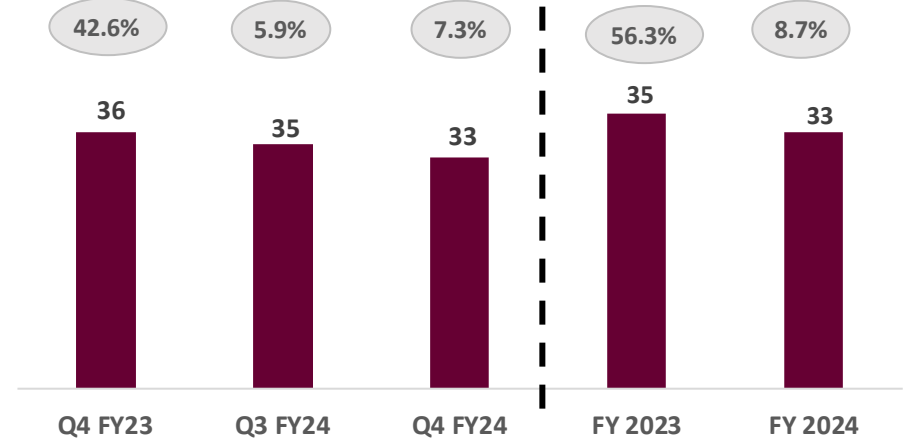


Revenue

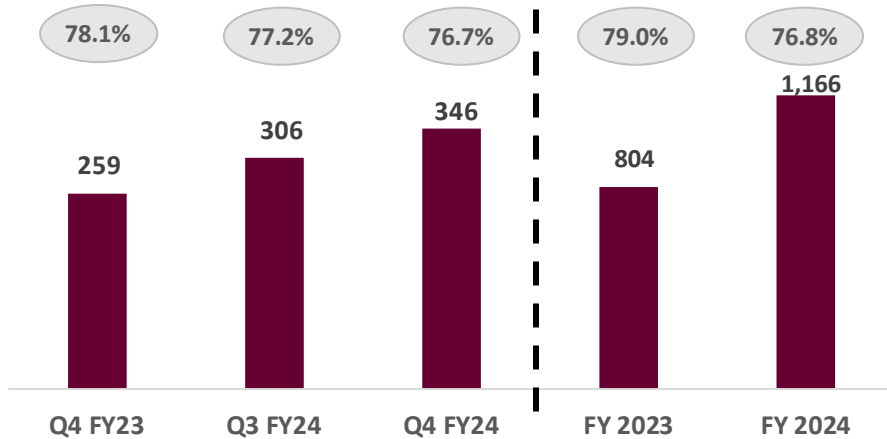


ADS and SSSG

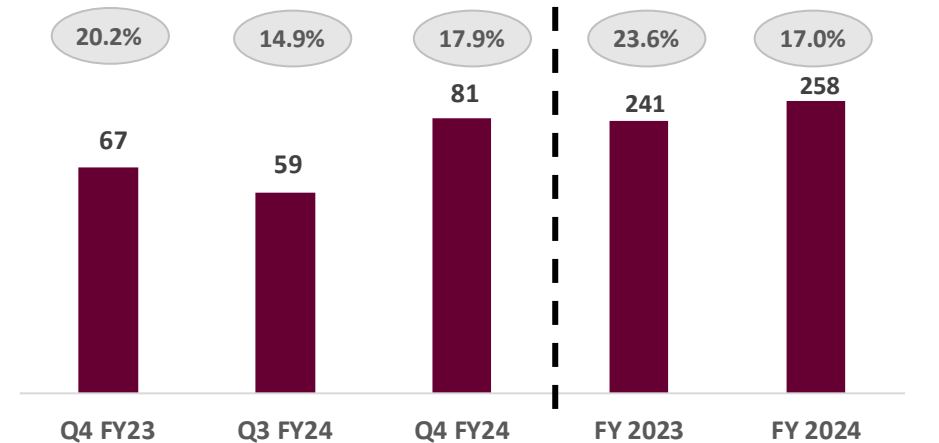
← Stores SSSG →



Gross Margin



Brand Contribution



Marketing Initiatives



INTRODUCING EXOTIC TEA BY

COSTA COFFEE

Tea Culture of the World
The experience will linger

Images used are for representation purposes only

CELEBRATE THE NEW YEAR WITH DELICIOUS OFFERS @ **20% off** ON ALL COMBOS

HOT LATTE + SELECT SANDWICH
CHOOSE FROM:
PANEER TIKKA MASALA SANDWICH / CHICKEN MALAI TIKKA SANDWICH

HOT LATTE + SELECT MUFFIN
CHOOSE FROM:
BLUEBERRY BLAST MUFFIN / TRIPLE CHOCOLATE MUFFIN

HOT CHOCOLATE + SELECT CAKE
CHOOSE FROM:
CARROT HONEY CAKE / DATE, RAISIN & FIG CAKE

Taxes Extra | T&C Apply*
Images used are for representation purpose only

RICH, CREAMY SATISFACTION.



CRAFT YOUR OWN CELEBRATION

ONLY ₹349*

COFFEE + SANDWICH = CELEBRATION

COFFEE: Iced Flat White, Iced Cappuccino, Hot Flat White, Hot Cappuccino

SANDWICH: Date Raisin & Fig Cake, Lemon Cake



SIP INTO VELVETY DREAMS.

HOT LATTE



Hello Summer

COSTA COFFEE

Delightful Classic Cold Coffee

Delicious Classic Cold Coffee

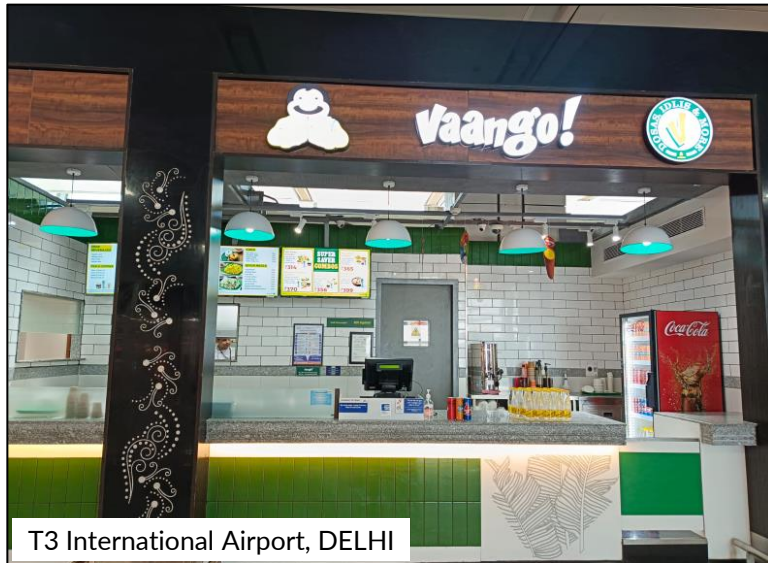
PICK A DRINK + **PAIR WITH**

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

GET 15% OFF ON ANY OF THESE COMBOS



Store highlights



T3 International Airport, DELHI



Port Blair Airport



Roodraksha Mall, GUWAHATI



Cocoon Hospital, JAIPUR



Moti Jheel, KANPUR

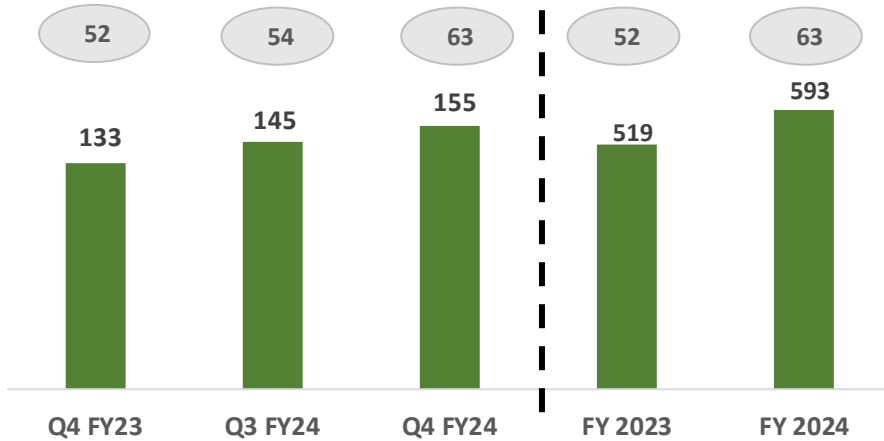


Mumbai Central Railway Station

Business Performance – Vaango India

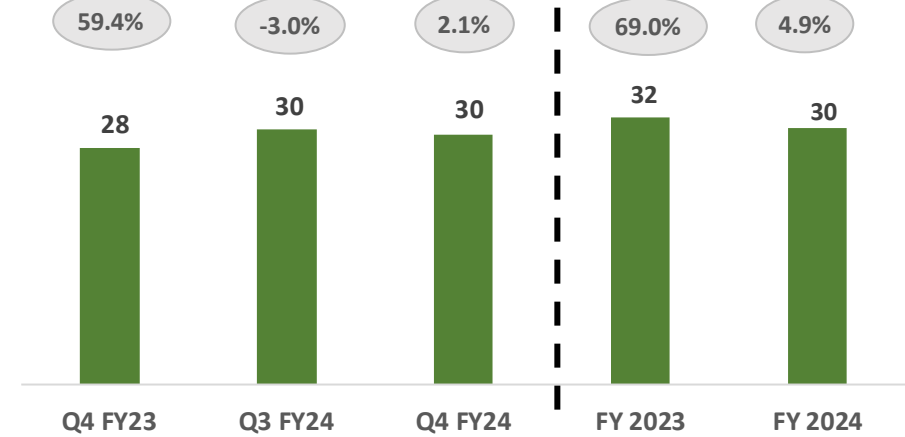


Revenue

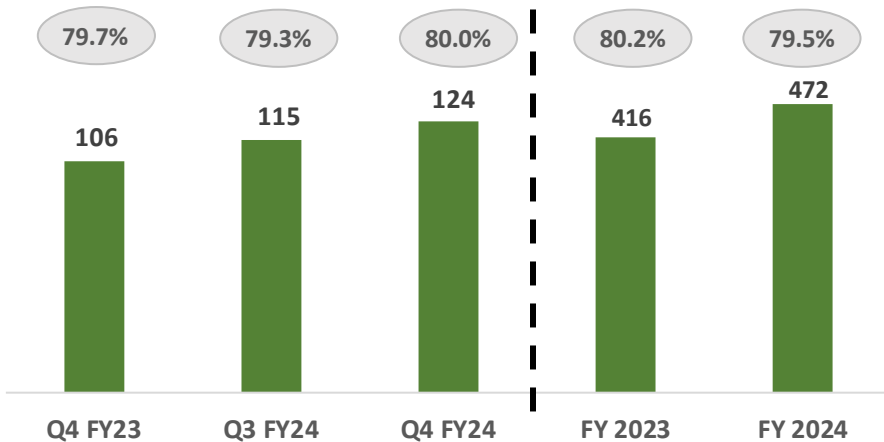


← Stores SSSG →

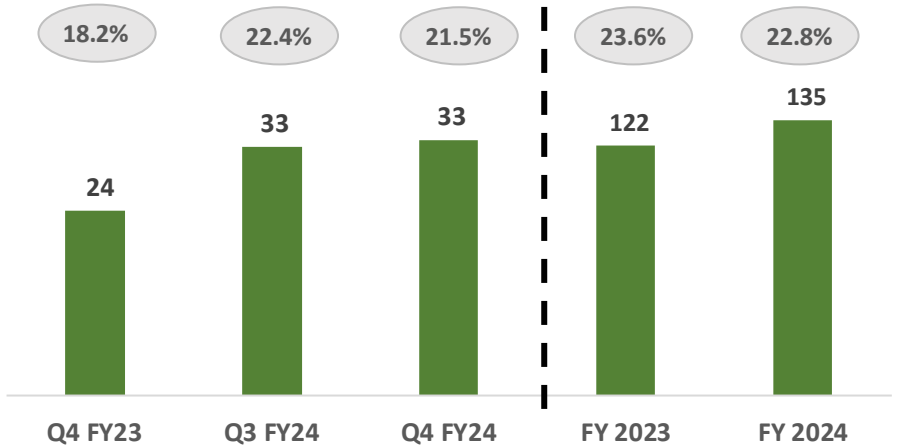
ADS and SSSG



Gross Margin



Brand Contribution



Vaango Marketing Campaigns



Vaango!
Dosas, Idlis & More

Valentines Day Special

Rose Milk
Rs.79/-

*Government taxes extra | Term and Conditions apply | Images used are for representation purpose only

Vaango!
Dosas, Idlis & More

Celebrate WORLD IDLI DAY

with a Free Tadka Idli

Pure Vegetarian

Min. Bill ₹ 500/-

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

Vaango!
Dosas, Idlis & More

YOUR SUMMER REFRESHMENTS AWAIT!

@ ₹85/- Only

Order Now

Butter Milk

Rose Milk

Rose Milk

*Government taxes extra | Term and Conditions apply | Images used are for representation purpose only

Vaango!
Dosas, Idlis & More

New Launch Masala Chai

@ ₹99/-

*Government taxes extra | Term and Conditions apply | Images used are for representation purpose only

Vaango!
Dosas, Idlis & More

LEAP YOUR WAY INTO THE REAL DEAL!

HOT FILTER COFFEE @ ₹29/-* EACH

Offer available on 29.02.2024 only
(The above offer will be valid on purchase of 4 Filter Coffees)

100% Vegetarian

*Government taxes extra | Terms & Conditions Apply | Images used are for representation purpose only

Vaango!
Dosas, Idlis & More

MEAL @ ₹149 ONLY

INAUGURAL OFFER

SERVING 1 MINI DOSA, 2 MINI IDLIS, UPMA & BUTTERMILK
Served with Sambhar & Chutney

100% Vegetarian

FOOD COURT - 3RD FLOOR

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

12 February 14:19

WHY DO YOU LOVE YOUR MORNING CUP OF COFFEE?

Keeps you up for the day ahead	62%
Has a heavenly taste	25%
Just an old habit	12%

Vaango!
Dosas, Idlis & More

Activity Create Share Highlight More

*Government taxes extra | Term and Conditions apply | Images used are for representation purpose only

Vaango!
Dosas, Idlis & More

INDULGE IN OUR ROYAL MEAL COMBO

₹695/- ONLY

(1 Masala Dosa, 1 Idli, 1 Medu Vada, Rava Kesari, Choice of Filter Coffee / Buttermilk / Aerated Beverage)

*Government taxes extra | Term and Conditions apply | Images used are for representation purpose only

Nigeria 40 Stores



Nepal 25 Stores



Thailand 288 Stores



	Q4 FY23	Q3 FY24	Q4 FY24	FY 2023	FY 2024
Exit Stores	59	65	353	59	353
Revenue from Operations (INR Mn)	555	479	2961	2271	4436
ADS Nigeria (Naira '000)	719	898	901	817	840
ADS Nepal (NPR '000)	124	140	120	140	133
ADS Thailand (THB '000)	57	58	56	57	57



Summary Financials



Consolidated Profit & Loss Statement



Particulars (INR Million)	Q4'FY23	Q3' FY24	Q4' FY24	FY23	FY24
Revenue from Operations	7,550	8,431	10,471	29,977	35,563
Other Income	110	46	146	326	326
Total Income	7,660	8,477	10,617	30,303	35,890
Raw Material Cost	2,296	2,478	3,226	8,986	10,566
Gross Profit	5,254	5,954	7,244	20,991	24,997
<i>Gross Margin</i>	<i>69.6%</i>	<i>70.6%</i>	<i>69.2%</i>	<i>70.0%</i>	<i>70.3%</i>
Employee benefits expense	945	1176	1546	3452	4950
Other expenses	2,795	3,314	3,959	10,988	13,524
Total Expenses	3,740	4,491	5,506	14,440	18,474
EBITDA	1,513	1,463	1,739	6,551	6,524
<i>EBITDA Margin</i>	<i>20.0%</i>	<i>17.4%</i>	<i>16.6%</i>	<i>21.9%</i>	<i>18.3%</i>
Finance Costs	420	482	567	1475	1869
Depreciation & Amortization Expense	784	930	1259	2788	3848
Impairment	7	0	16	-5	59
Exceptional (Gain)/ Loss	0	0	424	200	1037
Profit before Tax (PBT)	412	97	-380	2419	37
Tax Expense	-186	46	110	-206	133
Profit after Tax (PAT)	599	51	-490	2625	-97

Consolidated Balance Sheet



Particulars (INR Million)	31-Mar-23	31-Mar-24	Particulars (Rs. Million)	31-Mar-23	31-Mar-24
Equity Share Capital	1,205	1,206	(a) Property, plant and equipment	9,470	14,995
Other equity	8,499	9,352	(b) Capital work-in-progress	153	110
Non-controlling Interest	-62	2,928	(c) Right-of-use assets	12,258	16,906
Total Equity	9,642	13,486	(d) Investment properties	353	268
(a) Financial liabilities			(e) Goodwill	644	4,287
(i) Borrowings	767	7,255	(f) Other intangible assets	1,542	5,709
(ii) Lease liabilities	13,874	18,549	(h) Financial assets		
(iii) Other financial liabilities	46	285	(ii) Other financial assets	791	1,166
(b) Provisions	179	586	(i) Deferred tax assets (net)	963	512
(c) Other non-current liabilities	23	50	(j) Income tax assets (net)	390	298
Total Non-Current Liabilities	14,889	26,726	(k) Other non-current assets	223	213
(a) Financial liabilities			Total Non-Current Assets	26,787	44,463
(i) Borrowings	7	1,846	(a) Inventories	1,290	1,310
(ii) Lease liabilities	1,001	1,407	(b) Financial assets		
(iii) Trade payables			(i) Trade receivables	289	527
(a) total outstanding dues of MSME	227	166	(ii) Cash and cash equivalents	626	1,676
(b) total outstanding dues of creditors other than MSME	2,192	3,590	(iii) Bank balances other than cash and cash equivalents	226	132
(iv) Other financial liabilities	1,230	1,364	(iv) Other financial assets	259	575
(b) Other current liabilities	523	577	(c) Other current assets	409	640
(c) Provisions	98	116			
(d) Current tax liabilities (net)	77	46			
Total Current Liabilities	5,355	9,113	Total Current Assets	3,099	4,861
Total Liabilities	20,243	35,839	Total Assets	29,885	49,325
Total Equity and Liabilities	29,885	49,325			


Devyani International's Q4 & FY24 Conference Call on Tuesday, May 14, 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 Tuesday, May 14, 2024 at 2:30 PM IST to discuss its results and developments for the quarter ended March 31, 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	:	Tuesday, May 14, 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	:	To enable participants to connect to the conference call without having to wait for an operator, please register at the link below:  Click here to ExpressJoin the Call

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 ~1,780 stores across more than 250 cities in India, Nigeria, Nepal and Thailand, as of March 31, 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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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
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Thank You!

