



Date: 9th February 2024

To,

National Stock Exchange of India Limited Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400051 Symbol: SAPPHIRE	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Scrip Code: 543397
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Dear Sir/Madam,

Subject: Press (Investor) Release and Earnings Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Press (Investor) Release and Earnings Presentation for the quarter and nine months ended 31st December 2023.

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

Request you to kindly take the same on record.

Thanking you,

For Sapphire Foods India Limited








Sachin Dudam
Company Secretary and Compliance Officer

Encl.: As above



Sapphire Foods Q3 FY24 Consol Revenue (₹6,643 Mn) grew by 12% and EBITDA (₹1,225 Mn) grew by 5%, led by strong KFC performance

36 Stores	₹Mn 6,643	16.0%	18.4%	2.1%
New Stores 	Revenue 	Rest.* EBITDA% 	EBITDA% 	PBT% 
850 Total Stores	↑ 12% YoY	↑ 0% YoY	↑ 5% YoY	↓ -58% YoY

- In Q3 FY24 we added 36 restaurants (25 KFC, 8 Pizza Hut in India and 3 Pizza Hut in Sri Lanka) taking our total restaurant count to 850
- Consol Restaurant EBITDA was flat YoY, and margin was 16.0% (↓ 210 bps)
- Consol EBITDA (₹ 1,225 Mn, 18.4%) grew YoY by 5% (↓ 120 bps) | Consol Adj. EBITDA (₹ 722 Mn, 10.9%) declined YoY by 2% (↓ 155 bps)
- Consol PBT (₹ 140 Mn, 2.1%) declined YoY by 58% (↓ 360bps) | Consol Adj. PBT (₹ 256 Mn, 3.8%) declined YoY by 39% (↓ 330 bps)
- Consol PAT was ₹ 98 Mn (1.5%) | Consol Adj. PAT (₹ 184 Mn, 2.8%)
- **In a weak consumer sentiment scenario, Sapphire KFC continued to perform well. It delivered another quarter of robust performance with Restaurant Sales growth of 16% YoY (-2% SSSG) and Restaurant EBITDA at 20.1% (↓ 10 bps YoY). Our 9M Restaurant EBITDA of 20.0% (↑ 50 bps YoY) is highest ever, coming on the back of healthy 19% Sales growth. We are on track to double the restaurant count in ~3 years (base Dec'21 count).**

- Pizza Hut had another challenging quarter. Restaurant Sales declined by 4% YoY (-19% SSSG) as the overall environment remains difficult for the Pizza category. Operating deleverage arising out of negative SSSG impacted Restaurant EBITDA, which came at 4.6% (↓ 950 bps YoY). Revival of this key brand in Sapphire’s portfolio will require persistent execution (product innovation and building consumption occasions) with enhanced marketing investments over medium term (update laid out in the subsequent slides). We are being cautious on our restaurant expansion approach.
- Sri Lanka Restaurant Sales grew by 7% in LKR (↑ 22% in ₹ terms) while SSSG was 1%. Restaurant EBITDA margins were at 14.2% (↓ 40 bps YoY), up by 4% in LKR terms, as the macro economic recovery of the country continues.

About Sapphire Foods:

Sapphire Foods started operations in September 2015, by the acquisition of about 270 KFC and Pizza Hut Stores in India and Sri Lanka, by a group of leading Private Equity firms and is managed by a team of professionals.

Sapphire Foods is a leading YUM franchisee operator in the Indian subcontinent with presence in India, Sri Lanka and Maldives. We are the largest international QSR chain in Sri Lanka in terms of revenue and number of restaurants operated as of March 31, 2021. (Source: *Technopak Report*). As of Dec 31, 2023, we own and operate 406 KFC and 319 Pizza Hut restaurants in India, 112 Pizza Hut and 9 Taco Bell restaurants in Sri Lanka and 2 KFC and Pizza Hut each in Maldives.

We aspire to be India’s best restaurant operator by serving customers great food with great experience at great value. We operate our restaurants in high traffic and high visibility locations in key metropolitan areas and cities across India and develop new restaurants in new trade areas in existing and new cities as part of our brand and food category expansion.

Contact Details

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www.sapphirefoods.in	www.orientcap.com

Safe Harbor Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company’s operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



SAPPHIRE FOODS INDIA LIMITED

Q3 AND 9M FY24 BUSINESS PERFORMANCE

FEB'2024



SAFE HARBOR



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

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THE SAPPHIRE STORY



Two global brands
(KFC & Pizza Hut) with **Scale
& PAT profitability among
Top 3 QSR operators**



**Capability and capital to
rapidly drive organic and
inorganic growth plans**

**Value based work
culture, high on
governance** enabled by
professional
management, board and
promoters



Execution Mindset
Great Customer
experience along with
Superior Back-end
operational excellence



**Optimal capital allocation
drives new restaurant
expansion model** - focus on
smaller sized **omni-channel
restaurants**



Q3 AND 9M FY24

CONSOLIDATED FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS

Q3 FY24



- **Our Q3 FY24 Consol Restaurant Sales (₹ 6,643 Mn) grew by 12% and EBITDA (₹ 1,225 Mn) grew by 5%. Demand across all consumer product categories remains weak while raw material Inflation is stable.**
- In Q3 FY24 we added 36 restaurants (25 KFC, 8 Pizza Hut in India and 3 Pizza Hut in Sri Lanka) taking our total restaurant count to 850
- Consol Restaurant EBITDA was flat YoY, and margin was 16.0% (↓ 210 bps)
- Consol EBITDA (₹ 1,225 Mn, 18.4%) grew YoY by 5% (↓ 120 bps) | Consol Adj. EBITDA (₹ 722 Mn, 10.9%) declined YoY by 2% (↓ 155 bps)
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- Consol PAT was ₹ 98 Mn (1.5%) | Consol Adj. PAT (₹ 184 Mn, 2.8%)
- **In a weak consumer sentiment scenario, Sapphire KFC continued to perform well. It delivered another quarter of robust performance with Restaurant Sales growth of 16% YoY (-2% SSSG) and Restaurant EBITDA at 20.1% (↓ 10 bps YoY). Our 9M Restaurant EBITDA of 20.0% (↑ 50 bps YoY) is highest ever, coming on the back of healthy 19% Sales growth. We are on track to double the restaurant count in ~3 years (base Dec'21 count).**
- Pizza Hut had another challenging quarter. Restaurant Sales declined by 4% YoY (-19% SSSG) as the overall environment remains difficult for the Pizza category. Operating deleverage arising out of negative SSSG impacted Restaurant EBITDA, which came at 4.6% (↓ 950 bps YoY). Revival of this key brand in Sapphire's portfolio will require persistent execution (product innovation and building consumption occasions) with enhanced marketing investments over medium term (update laid out in the subsequent slides). We are being cautious on our restaurant expansion approach.
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SUMMARY CONSOLIDATED FINANCIALS

Q3 & 9M FY24



Particulars	Q3 FY24	Q3 FY23	Change YoY	9M FY24	9M FY23	Change YoY	FY23
Restaurant Sales ₹ mn	6,643	5,939	▲ 12%	19,582	16,978	▲ 15%	22,571
Adj. EBITDA ₹ mn	722	738	▼ -2%	2,172	2,084	▲ 4%	2,647
%	10.9%	12.4%	▼ -150 bps	11.1%	12.3%	▼ -120 bps	11.7%
EBITDA ₹ mn	1,225	1,167	▲ 5%	3,615	3,313	▲ 9%	4,343
%	18.4%	19.6%	▼ -120 bps	18.5%	19.5%	▼ -100 bps	19.2%
PBT ₹ mn	140	336	▼ -58%	691	961	▼ -28%	1,084
%	2.1%	5.7%	▼ -360 bps	3.5%	5.7%	▼ -220 bps	4.8%
PAT ₹ mn #	98	327	▼ -70%	499	977	▼ -49%	2,332
%	1.5%	5.5%	▼ -400 bps	2.5%	5.8%	▼ -330 bps	10.3%
Restaurant Additions	36	57		107	136		164

Note: YoY Q3 PAT is not comparable because there was no tax expense for SFIL in Q3 FY23. In Q3 FY24 there is deferred tax expense without any cash outflow.

FY23 annual PAT includes Deferred Tax Credit (DTC) of ₹1253 mn towards carried forward losses and deductible temporary differences in SFIL. FY23 annual Adj. PAT before DTC is ₹1402 mn (6.2%).

Adj. PAT for Q3 FY24 is ₹184 mn (2.8%).

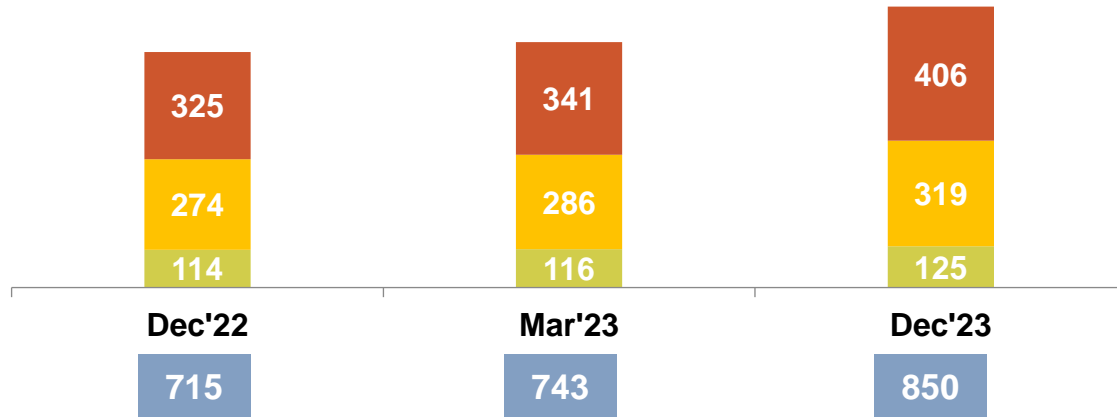
Adj. EBITDA and Adj. PAT is before Ind-AS 116 adjustments

SAPPHIRE FOODS CURRENT PRESENCE



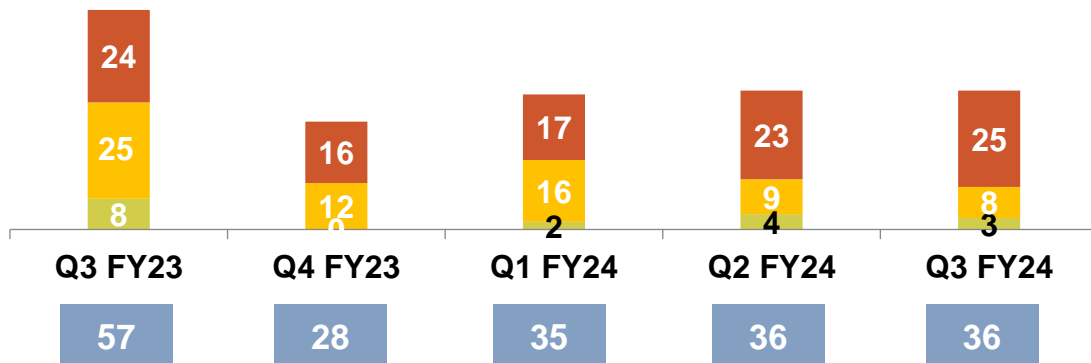
RESTAURANT COUNT

■ KFC India ■ Pizza Hut India ■ Sri Lanka + Maldives



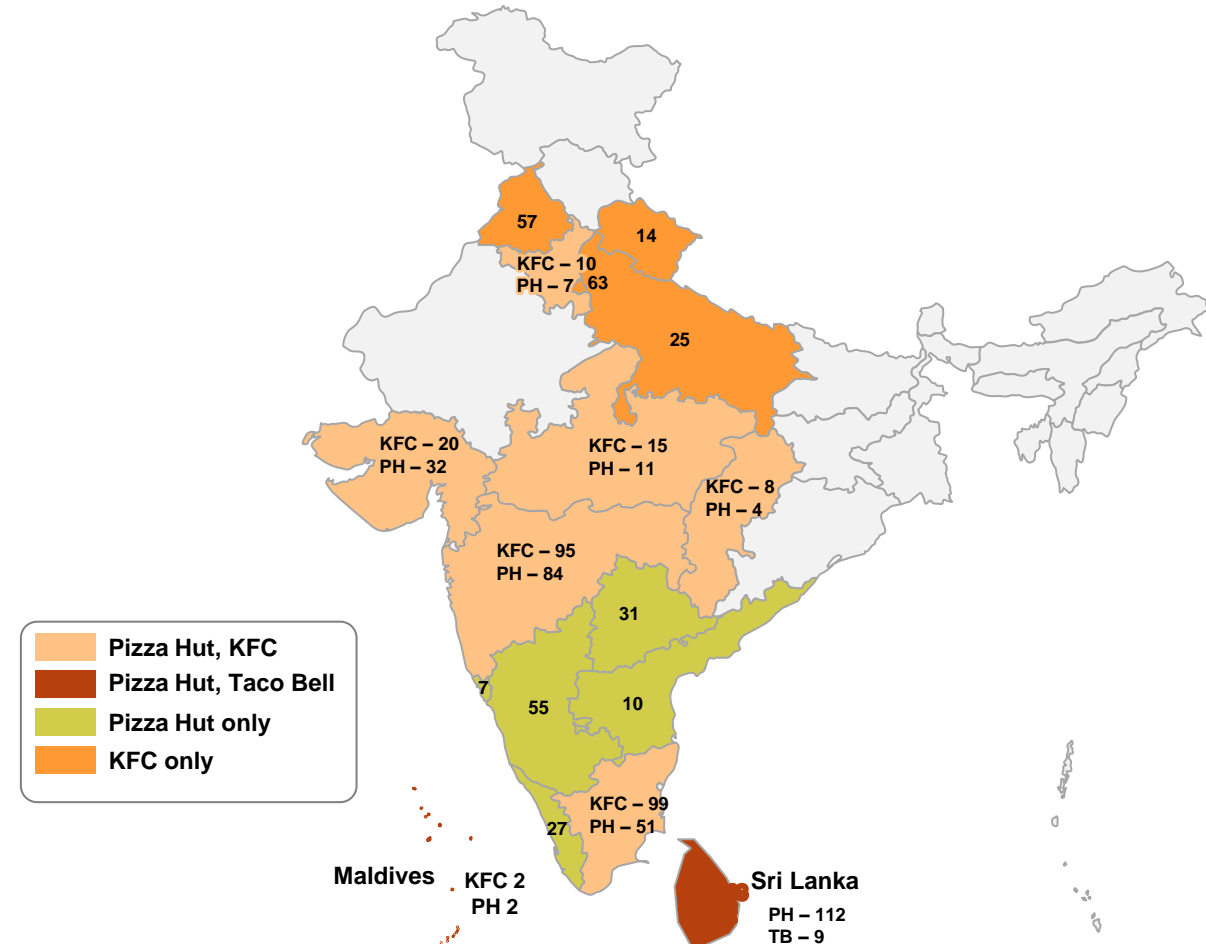
RESTAURANT ADDITION

■ KFC India ■ Pizza Hut India ■ Sri Lanka + Maldives



Sri Lanka + Maldives includes 4 restaurants in Maldives as on 31.12.23

RESTAURANT DISTRIBUTION ACROSS INDIAN SUBCONTINENT

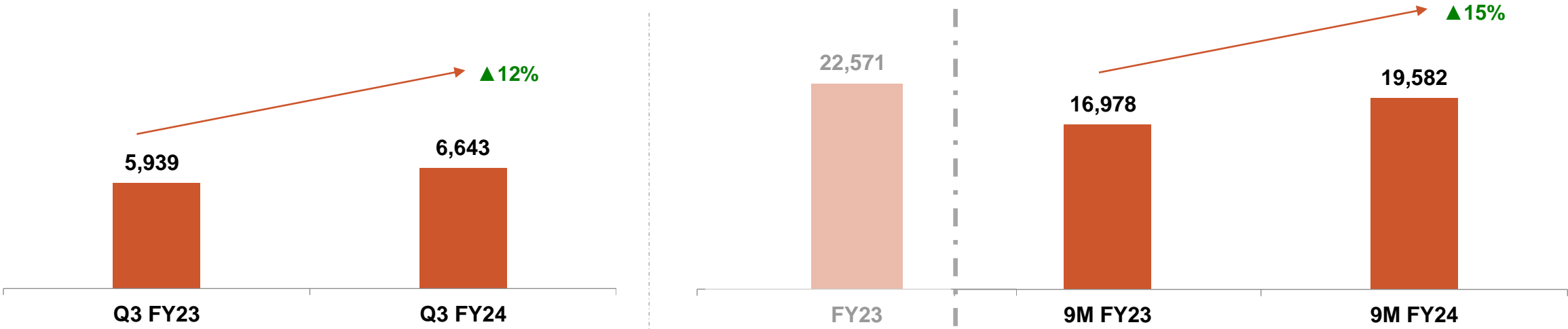


FINANCIAL HIGHLIGHTS

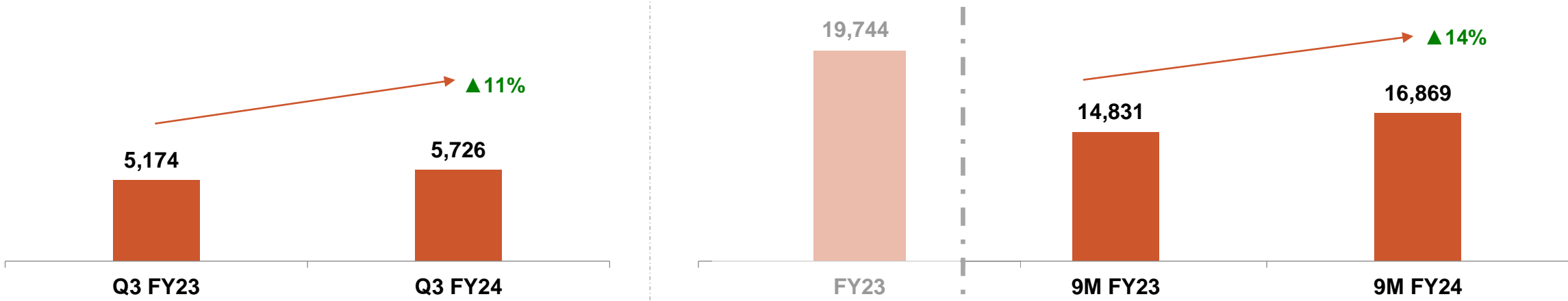
Q3 & 9M FY24



CONSOLIDATED RESTAURANT SALES (₹ MN)



INDIA RESTAURANT SALES (₹ MN)

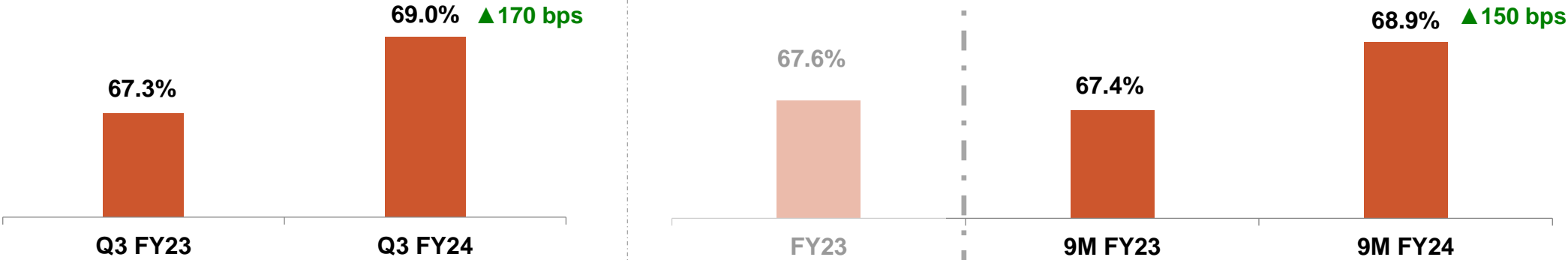


FINANCIAL HIGHLIGHTS

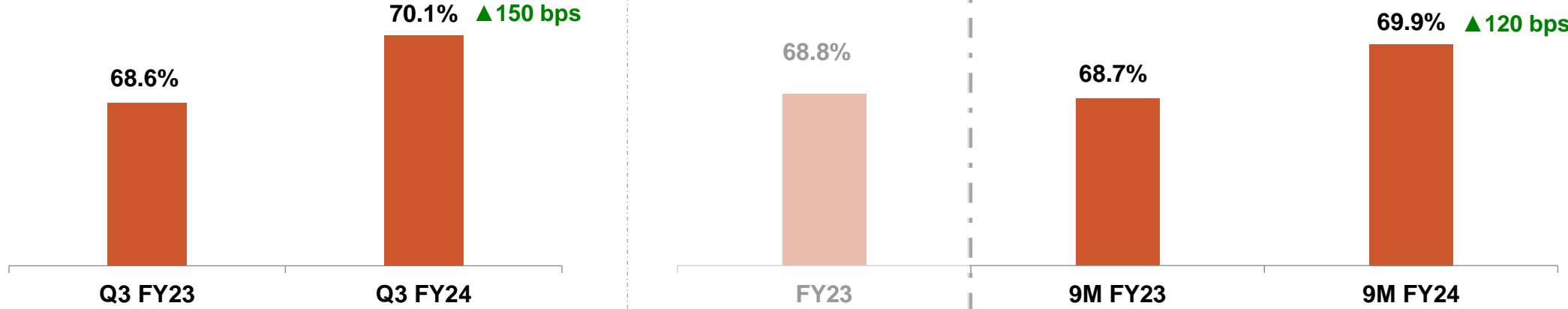
Q3 & 9M FY24



CONSOLIDATED GROSS MARGIN (%)



INDIA GROSS MARGIN (%)

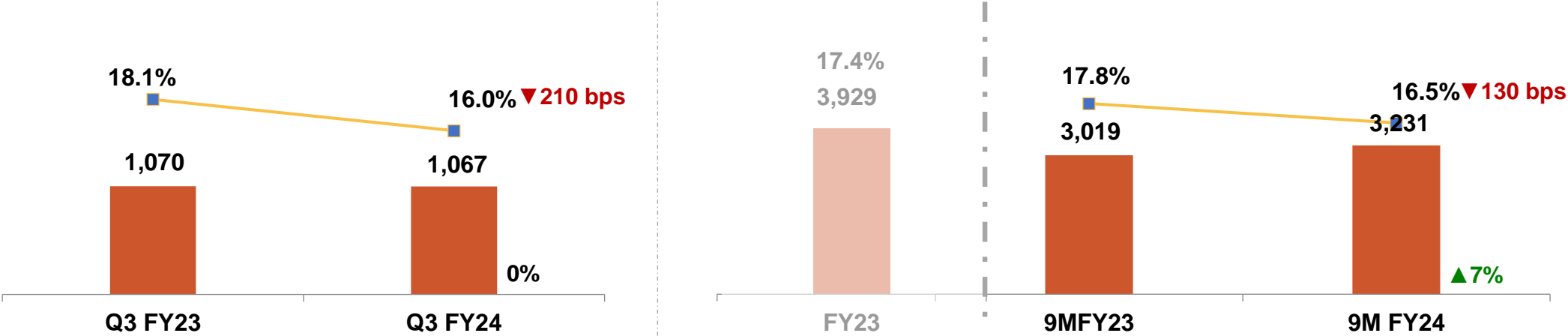


FINANCIAL HIGHLIGHTS

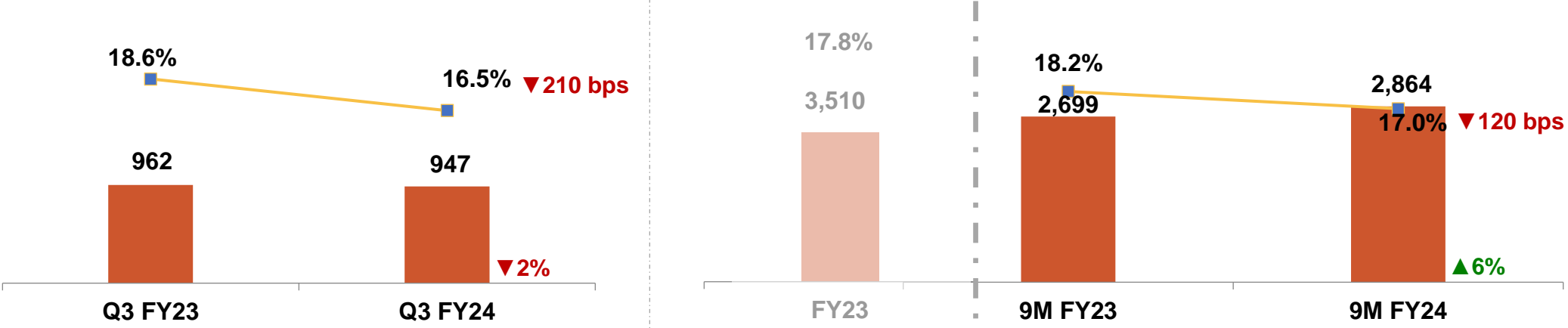
Q3 & 9M FY24



CONSOLIDATED RESTAURANT EBITDA (₹ MN / %)



INDIA RESTAURANT EBITDA (₹ MN / %)



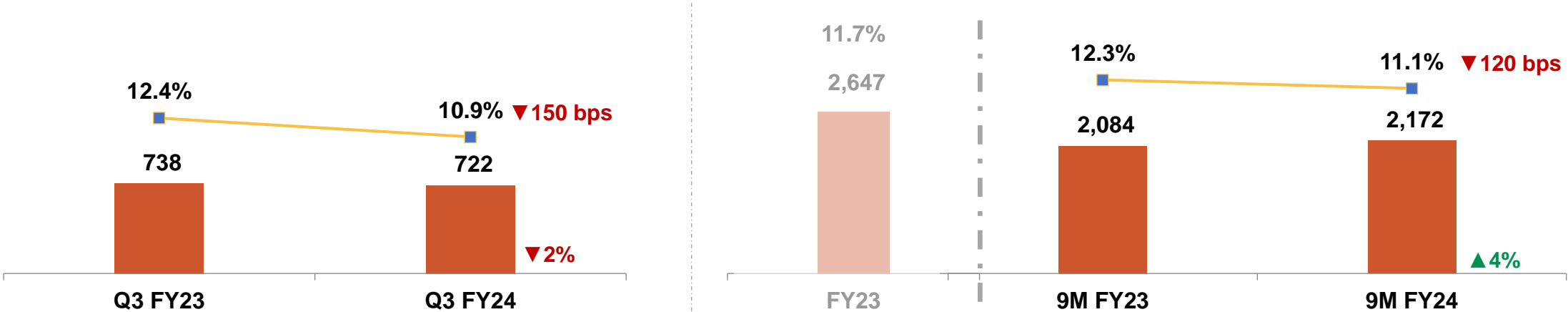
Restaurant EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

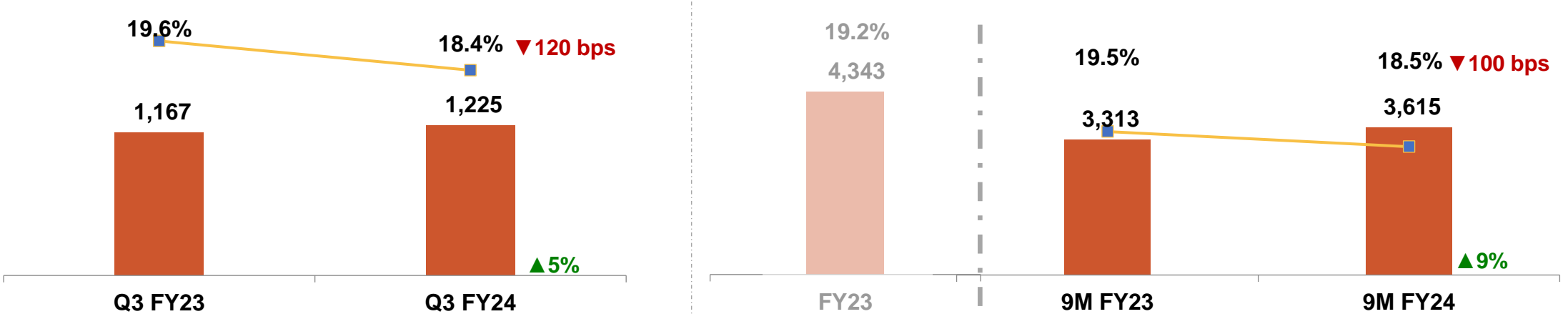
Q3 & 9M FY24



ADJ. EBITDA (₹ MN / %)[#]



EBITDA (₹ MN / %)



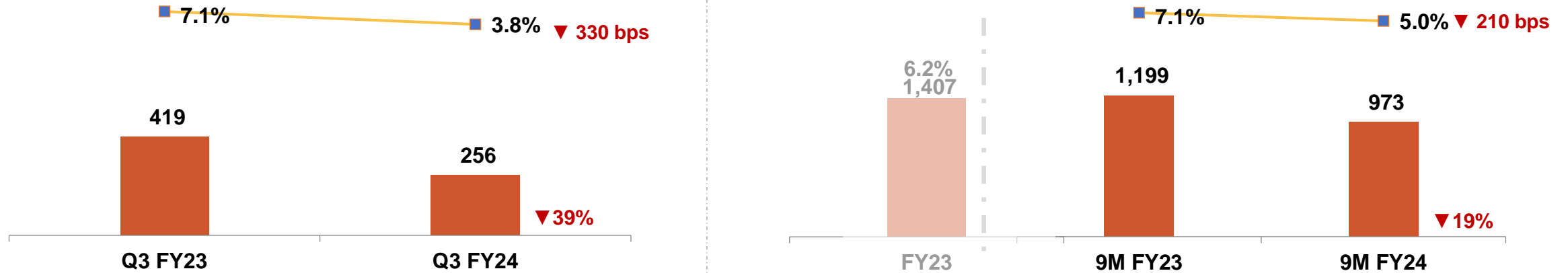
[#] Adj. EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

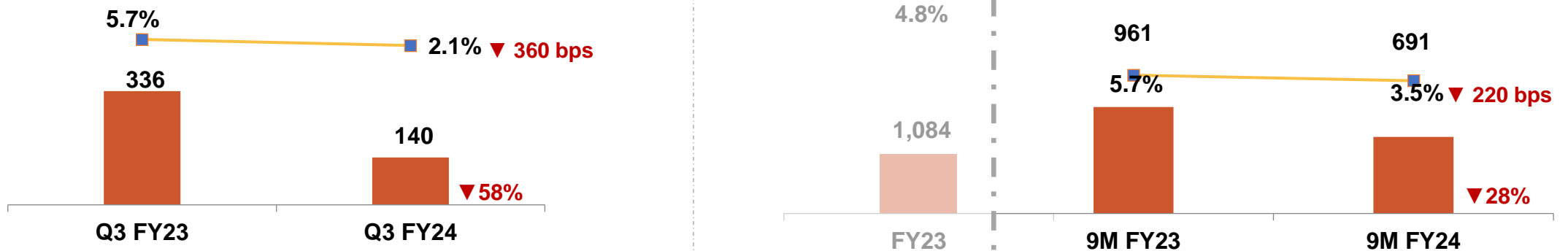
Q3 & 9M FY24



Adj. PROFIT BEFORE TAX (₹ MN / %)



PROFIT BEFORE TAX (₹ MN / %)



Note: YoY Q3 PAT is not comparable because there was no tax expense for SFIL in Q3 FY23. In Q3 FY24 there is deferred tax expense without any cash outflow.

FY23 annual PAT includes Deferred Tax Credit (DTC) of ₹1253 mn towards carried forward losses and deductible temporary differences in SFIL. FY23 annual Adj. PAT before DTC is ₹1402 mn (6.2%).

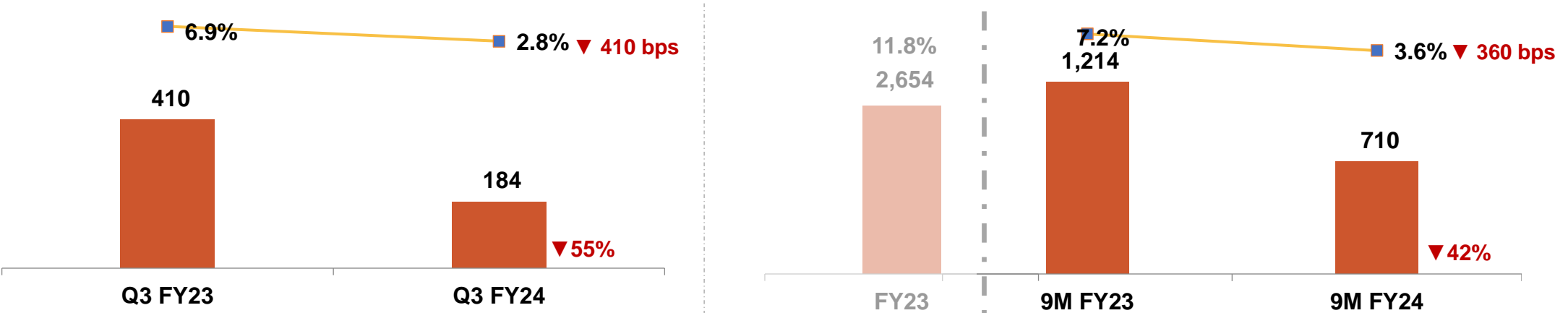
Adj. EBITDA and Adj. PAT is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

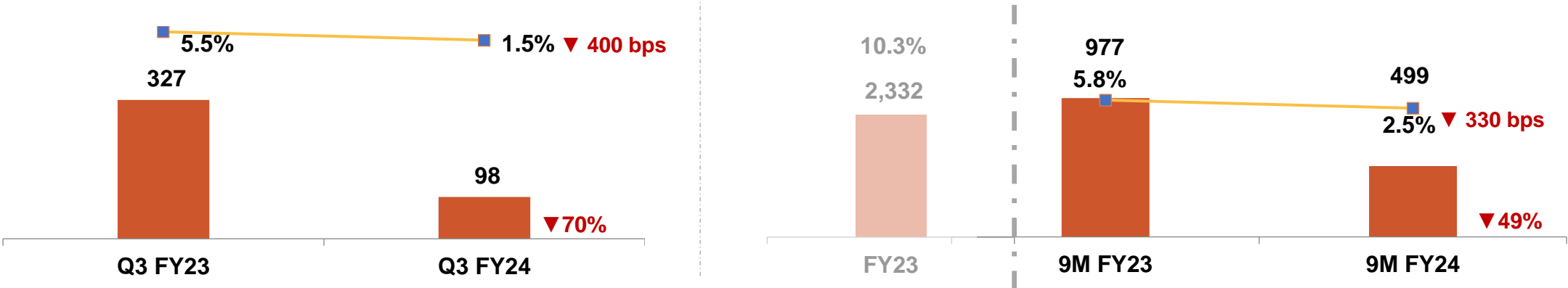
Q3 & 9M FY24



Adj. PROFIT AFTER TAX (₹ MN / %)



PROFIT AFTER TAX (₹ MN / %)



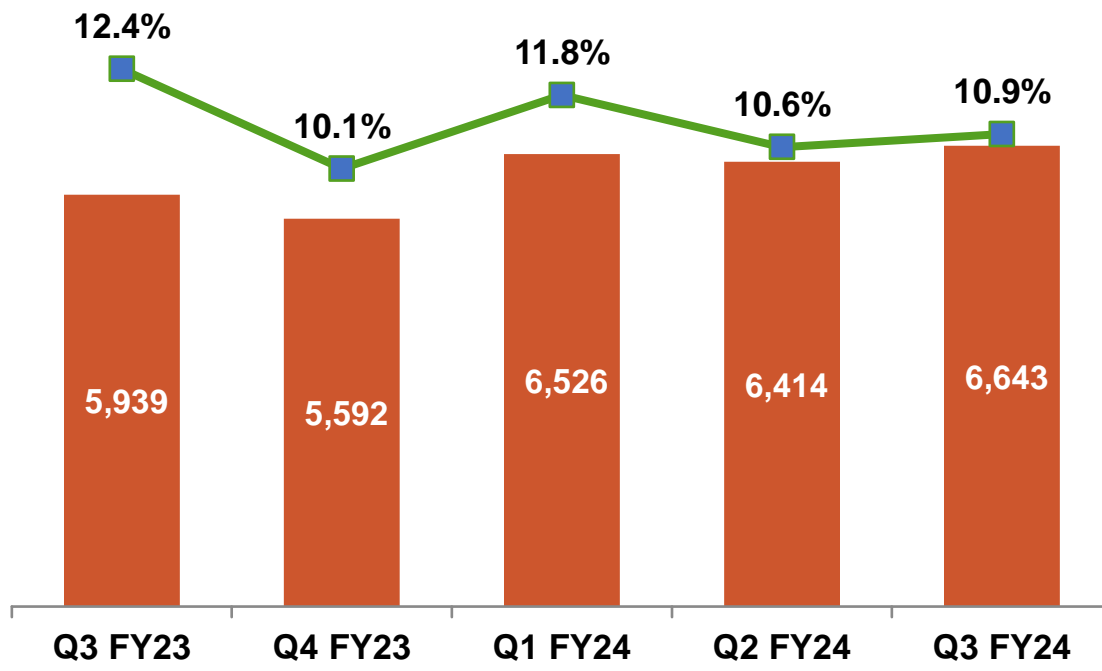
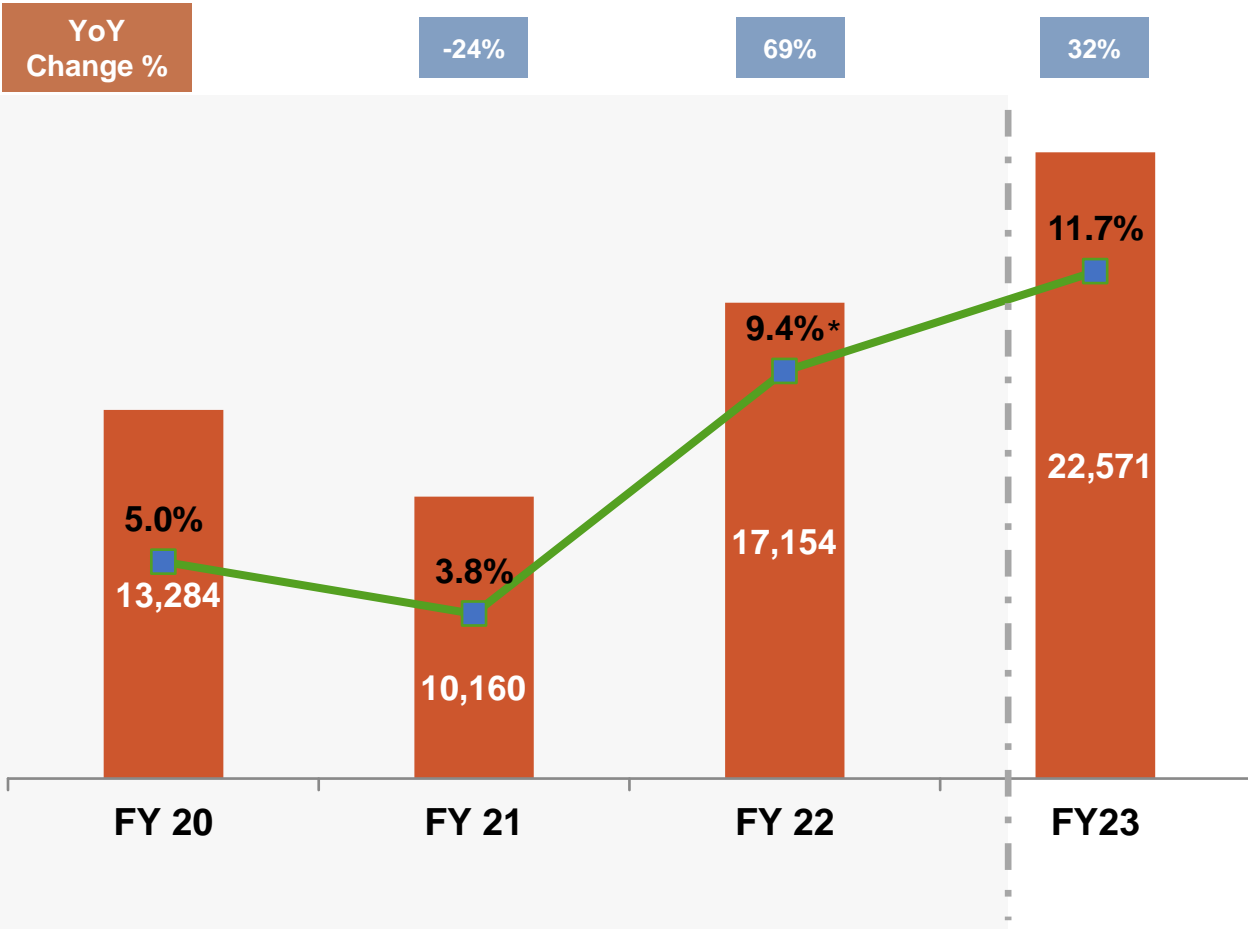
Note: YoY Q3 PAT is not comparable because there was no tax expense for SFIL in Q3 FY23. In Q3 FY24 there is deferred tax expense without any cash outflow.
 # FY23 annual PAT includes Deferred Tax Credit (DTC) of ₹1253 mn towards carried forward losses and deductible temporary differences in SFIL. FY23 annual Adj. PAT before DTC is ₹1402 mn (6.2%).

FINANCIAL HIGHLIGHTS

RESTAURANT SALES & ADJ. EBITDA TREND



REST. SALES (₹ MN) & ADJ. EBITDA (%)



* Adj. EBITDA% after Normalizing additional incentives in FY22

CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (In Rs mn)	Q3FY24	Q3FY23	YoY %	9M FY24	9M FY23	YoY %	FY23
Restaurant Sales	6,642.76	5,938.76	12%	19,582.19	16,978.41	15%	22,570.64
Other operating income	12.84	22.56		43.65	73.24		85.10
COGS	2,072.23	1,963.66		6,143.03	5,610.04		7,406.76
Gross Profit	4,583.37	3,997.66	15%	13,482.81	11,441.61	18%	15,248.98
Gross Margin%	69.0%	67.3%		68.9%	67.4%		67.6%
Employee Expenses	873.86	731.15		2,598.44	2,161.76		2,929.03
Other Expenses	2,484.95	2,099.78		7,269.25	5,967.10		7,976.73
EBITDA	1,224.56	1,166.73	5%	3,615.12	3,312.75	9%	4,343.22
EBITDA Margin %	18.4%	19.6%		18.5%	19.5%		19.2%
Depreciation	873.89	680.62		2,368.84	1,918.20		2,641.74
Finance Cost	263.29	217.06		733.93	619.91		868.86
Other Income	53.09	66.68		178.35	186.79		251.62
PBT	140.47	335.73	-58%	690.70	961.43	-28%	1,084.24
PBT Margin%	2.1%	5.7%		2.5%	5.7%		4.8%
Tax Expense	42.15	8.76		194.94	-15.66		-1,247.67
PAT	98.32	326.97	-70%	499.17	977.09	-49%	2,331.91
PAT Margin %	1.5%	5.5%		2.5%	5.8%		10.3%

Figures are regrouped/reclassified for the purpose of presentation

**KFC India
Business
Performance**



KFC
SNACKERS
₹ **99**



REGULAR
POPCORN □

CHOCO
LAVA □



2 KRUSH
LIME □



CHICKEN
LONGER □



CLASSIC CHICKEN
ROLL □

KFC BRAND PRIORITIES



Enhance Fried Chicken Category Relevance

- Build day part occasions of consumption: Lunch & Snacking



Craveable Taste

- Innovation: Reintroduction of Chizza as limited time offer



Value

- Lunch variety menu launch with advertising at ₹149/-
- Snackers range at ₹99/-
- New value construct on Wednesday: 15 Pcs at ₹399/-



Frictionless Customer Experience

- Digital Kiosks
- KFC App
- Partnering with aggregators



Operational Excellence

- 7 Minutes express pickup
- Continuous improvement of consumer ratings on aggregator platform



Improve Accessibility

- On track to double the restaurant count in ~3 years (base Dec'21 count)

KFC BRAND PRIORITIES

Fried Chicken Category Relevance | Craveable taste | Value



ONLY ₹149 LUNCH SPECIALS
11 AM TO 4 PM

ROLL SPECIAL

LONGER SPECIAL

RICE SPECIAL

AAO LUNCH KAREIN!

The chicken product contains added trans-fat and cholesterol. It is recommended to consume in moderation. KFC and Colonel Sanders are registered trademarks of Kentucky Fried Chicken. © 2023 KFC. All rights reserved. Product images are for illustrative purposes only. Actual product may vary. For more information, please visit our website.

NEW KFC CHIZZA
ALL CHICKEN. NO CRUST.
TRY NOW

LIMITED TIME OFFER

WALK-IN ORDER NOW

Product images are for illustrative purposes only. Actual product may vary. For more information, please visit our website.

Job No.: 1476 / KFC Chizza DMB (EN) / Size: 790W X 1080H pixel / Date: 14.10.2023

NEW TV NOW

KFC FESTIVE BUCKET
15 PCS FOR ₹799
SAVE UP TO 42% | FREE CHOCO LAVA CAKE

WALK-IN ORDER NOW

Product images are for illustrative purposes only. Actual product may vary. For more information, please visit our website.

Job No.: 1381 / KFC Christmas Festive Bucket Press Ad (EN) / Size: 16W X 23H cm / Date: 07.12.2023

15 PCS FOR ₹399
WEDNESDAY Special
NEW OFFER

6 Pc HOT WINGS

6 Pc PERI PERI STRIPS

3 Pc HOT & CRISPY

SAVE UP TO 52%

LET'S KFC

Product images are for illustrative purposes only. Actual product may vary. For more information, please visit our website.

KFC SNACKERS
₹99

CLASSIC CHICKEN ROLL

CHICKEN LONGER

REGULAR POPCORN

CHOCO LAVA CAKE

2 TROPIC LINE

Product images are for illustrative purposes only. Actual product may vary. For more information, please visit our website.

ONLY ₹199
9 STRIPS
9 DAYS

LIMITED OFFER
29 SEPT - 7 OCT

PERI PERI STRIPS

SAVE UP TO 54%

KFC CRISPY DAYS

Product images are for illustrative purposes only. Actual product may vary. For more information, please visit our website.

KFC BRAND PRIORITIES

Frictionless customer experience | Digital



Total App downloads - **23.6 MN+**
Monthly Active Users – **1.2 Mn**



Digital **KIOSKs** implemented at **130**
Restaurants

KFC BRAND PRIORITIES

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



TAMBARAM, CHENNAI



BATALA CITY, PUNJAB



DOMBIVLI, MAHARASHTRA



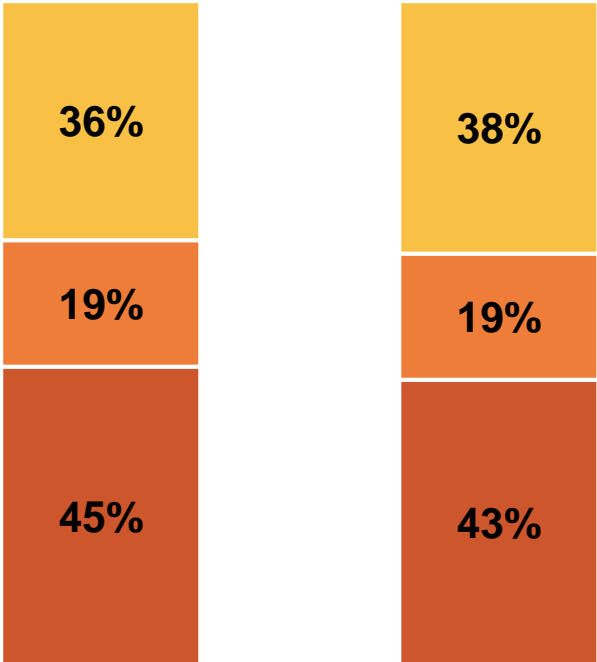
KARNAL HAVELI, HARYANA

KFC INDIA

Q3 & 9M FY24 - CHANNEL SALES CONTRIBUTION



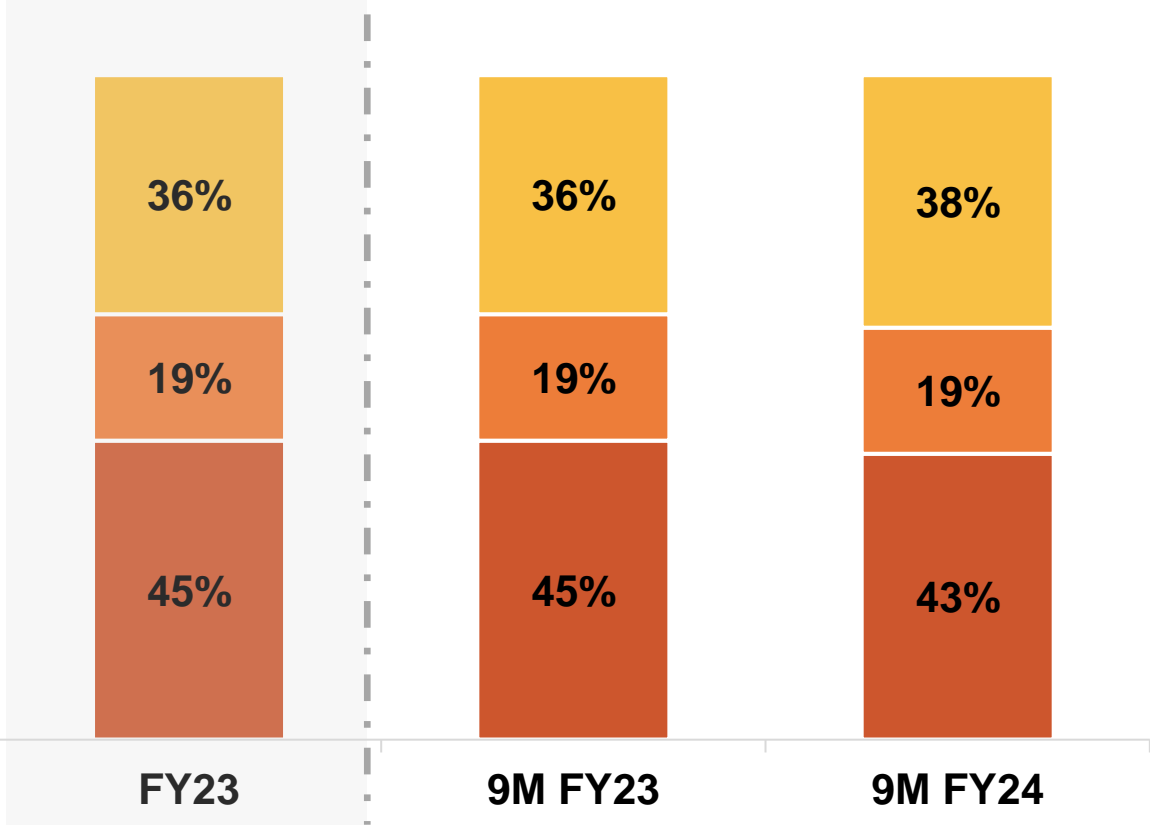
■ Delivery ■ Takeaway ■ Dine IN



Q3 FY23

Q3 FY24

■ Delivery ■ Takeaway ■ Dine IN



FY23

9M FY23

9M FY24

KFC INDIA

Q3 & 9M FY24



AVERAGE DAILY SALES (₹ '000)

SSSG%

3%

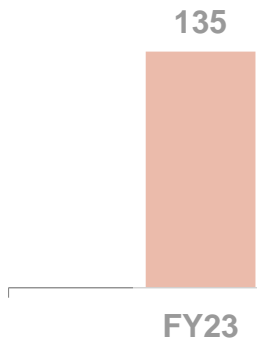
-2%

SSSG%

15%

20%

-1%



RESTAURANT SALES (₹ MN)

Rest. Addition

24

25

▲16%



78

14,529



62



65

▲19%



Rest. Count

325

406

341

325

406

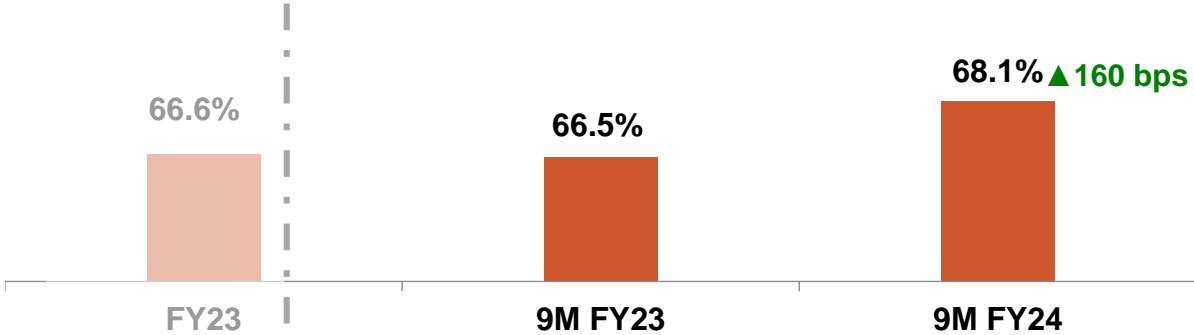
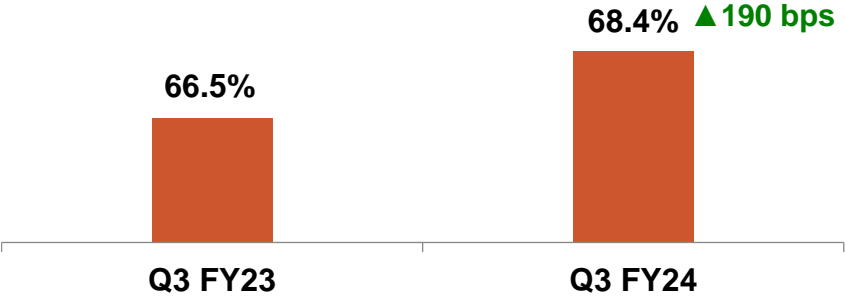
Average daily sales is for all restaurants including new additions during the period

KFC INDIA

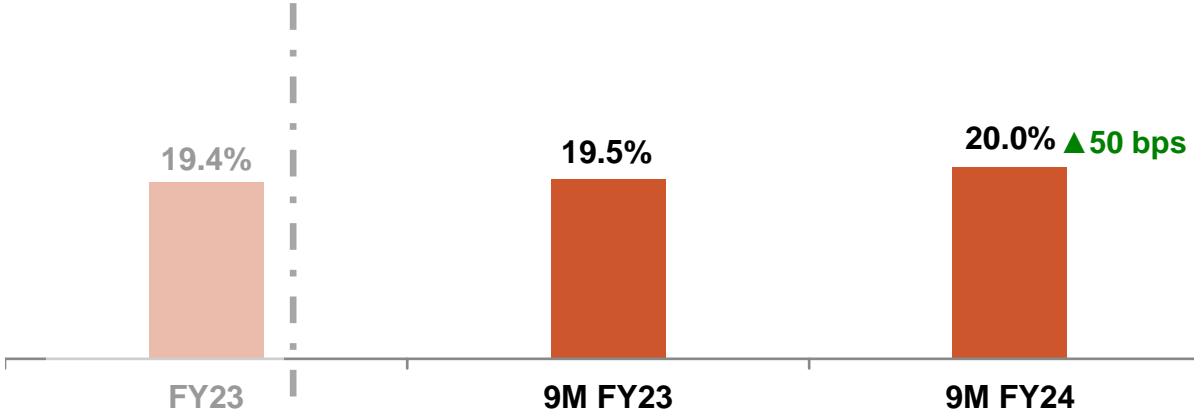
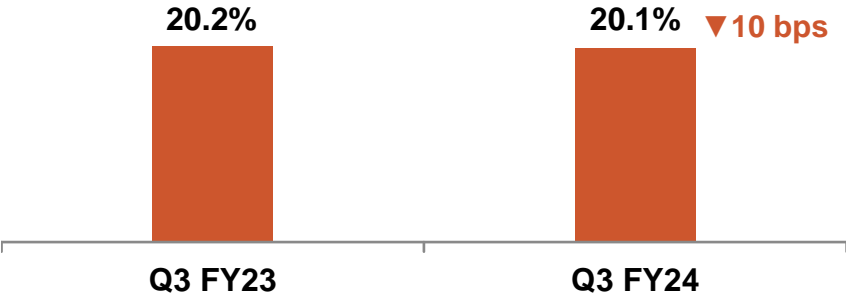
Q3 & 9M FY24



GROSS MARGIN %



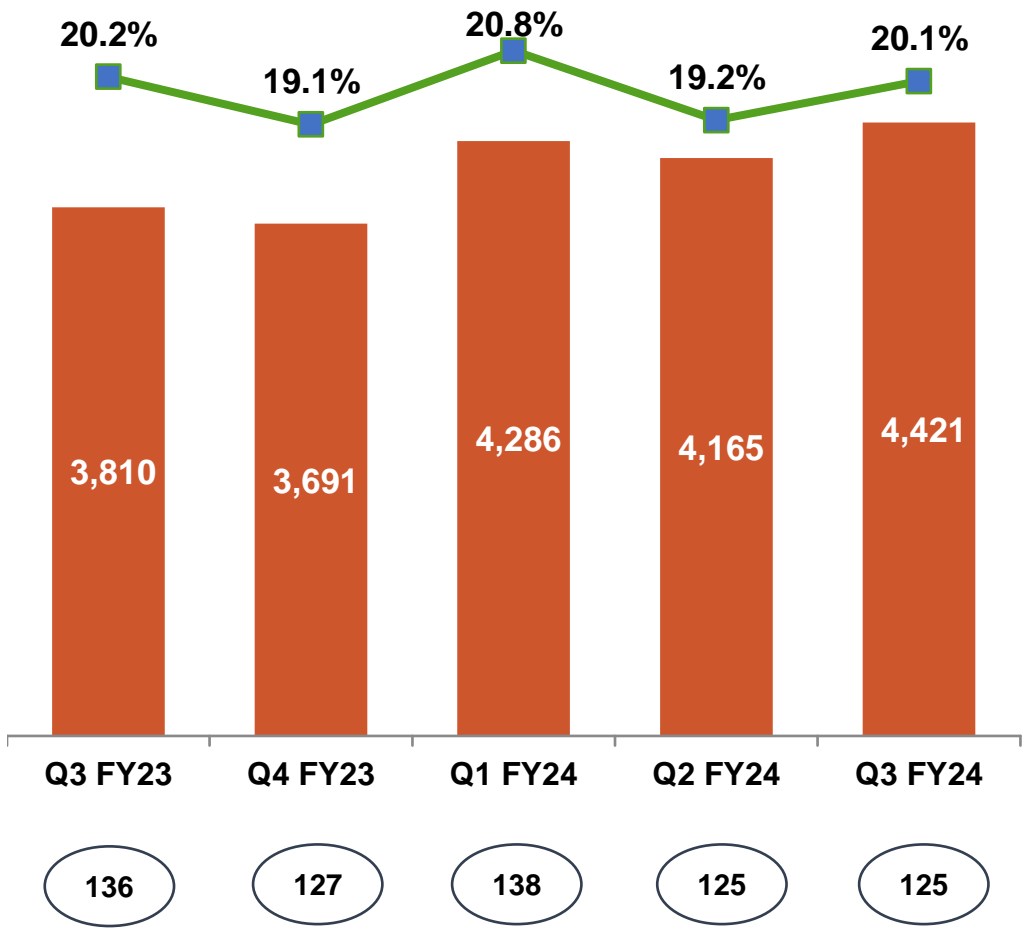
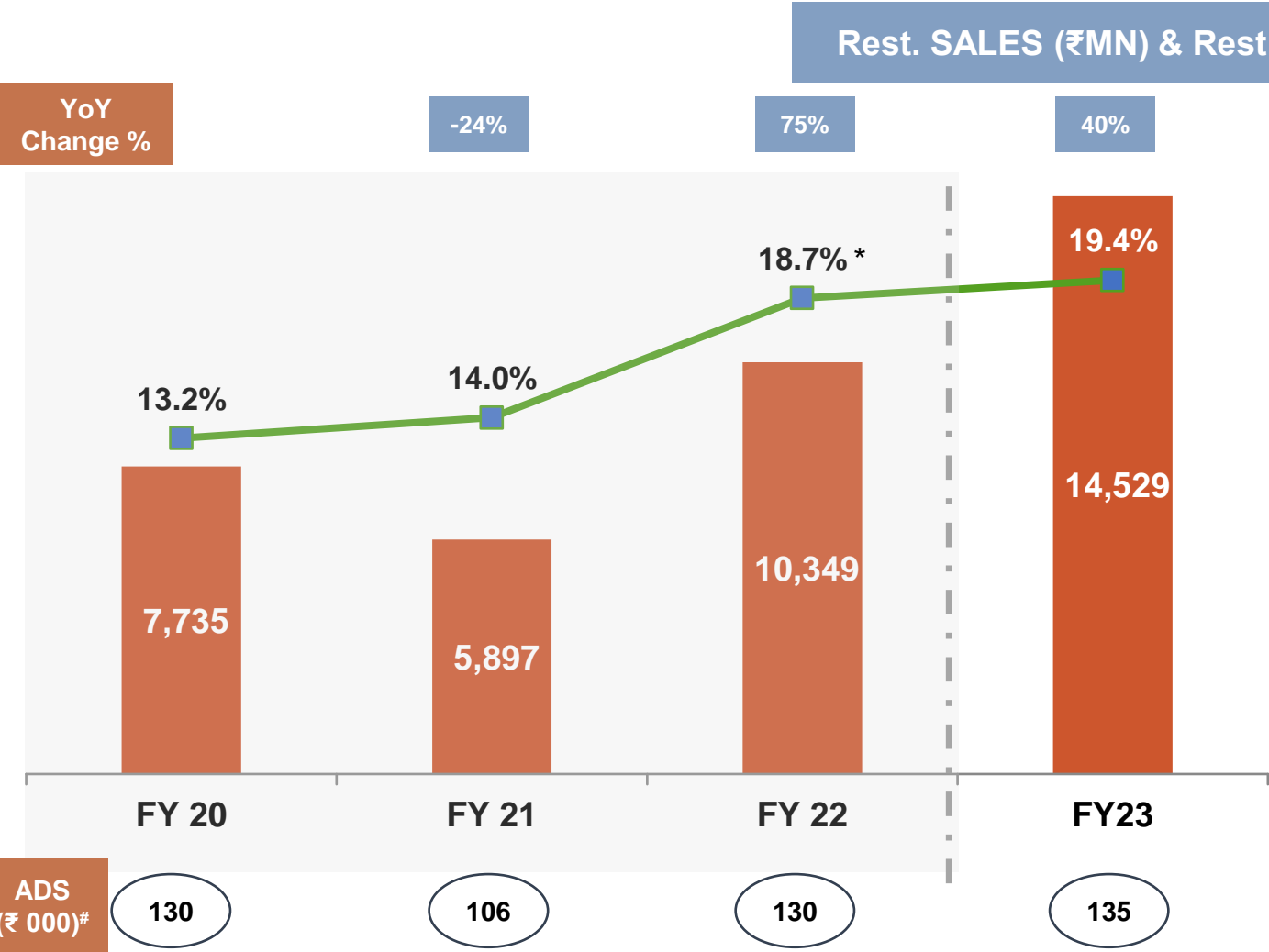
RESTAURANT EBITDA (%)#



Restaurant EBITDA figures are Pre-IND AS 116.

KFC INDIA

RESTAURANT SALES & EBITDA TREND



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



— YOUR —
MOOD
— YOUR —
PIZZA

PICK YOUR FLAVOUR FROM
10 NEW PIZZAS

2 PERSONAL PIZZAS STARTING AT **₹ 299**



2 PEPSI FREE

MAZEDAR
MAKHNI
PANEER




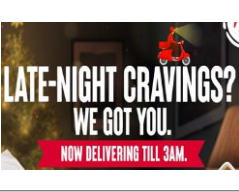

DHABE
DA KEEMA

AWESOME
AMERICAN
CHEESY

*Pizza Hut India –
Business Performance*

UPDATE ON PIZZA HUT ACTION PLAN



Actionable	Status	Comment
A. Build Brand:		
- Product Innovation		● Innovation to start rolling out over the next 2 quarters
- Enhanced Marketing Investments		● Additional Investments to back product innovation
B. Grow Dine In / Home Service:		
- Operations		● Dragon Tail (kitchen planning tool) rolled out in 100% restaurants including integration with Aggregators
		● Aggregators Customer ratings seeing steady improvement QoQ
- Building Occasions		● Lunch day part activation rolled out
		● 91% of High Street restaurants now open for late night deliveries
C. Real Estate		● ~3-5% Portfolio corrections in next 2 quarters & ~10% Refurbs in 2024

Brand revival will take a few quarters. The action we are taking are fundamental in nature & with persistence will deliver results.

PIZZA HUT BRAND PRIORITIES

Build Brand Salience | Build Occasions for consumption



**ENDLESS LUNCH,
ENDLESS FUN!**

ANY MY MEAL @ ₹179

11 AM - 7 PM

NO CONDITIONS APPLY

ANY MY MEAL VEG @ ₹179
& NON-VEG @ ₹199

WALK-IN

***T&Cs Apply. Prices applicable as per pizza selection by the consumer. Prices may vary basis channel or the store selected. Not valid on delivery. Not valid on airport and Pizza Hut Express stores. All product images are for illustration purpose only. Actual products may vary. Prices are exclusive of taxes. Taxes applicable on prices post discount. Pizza Hut reserves the right to change, modify, withdraw the offer at any point of time without any prior notice. For more details visit pizzahut.co.in.

**SHOP. Lunch.
ENJOY**

MY MEAL 149

STARTING @ ₹

11AM-7PM

WALK-IN

***T&Cs Apply. Prices applicable as per pizza selection by the consumer. Prices may vary basis channel or the store selected. Not valid on delivery. Not valid on airport and Pizza Hut Express stores. All product images are for illustration purpose only. Actual products may vary. Prices are exclusive of taxes. Taxes applicable on prices post discount. Pizza Hut reserves the right to change, modify, withdraw the offer at any point of time without any prior notice. For more details visit pizzahut.co.in.

**LATE-NIGHT CRAVINGS?
WE GOT YOU.**

NOW DELIVERING TILL 3AM.

**ORDER ON:
SWIGGY | zomato**

PIZZA HUT BRAND PRIORITIES

Build Brand Salience | Build Occasions for consumption



Everyday Feast Begins!
with **2 PERSONAL PIZZAS** STARTING AT **₹ 249***

PICK YOUR FAVOURITES FROM A WIDE RANGE OF PIZZAS

DINE-IN | TAKEAWAY | ORDER ONLINE

Download our app or visit pizzahut.co.in

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

DONT COOK WEDNESDAY
50% OFF
ON SELECT MEDIUM PIZZAS

WALK-IN NOW

*T&Cs Apply.

ALL YOU CAN EAT
EVERY Friday

Unlimited Pizza & Pepsi at **₹ 299***

UNLIMITED

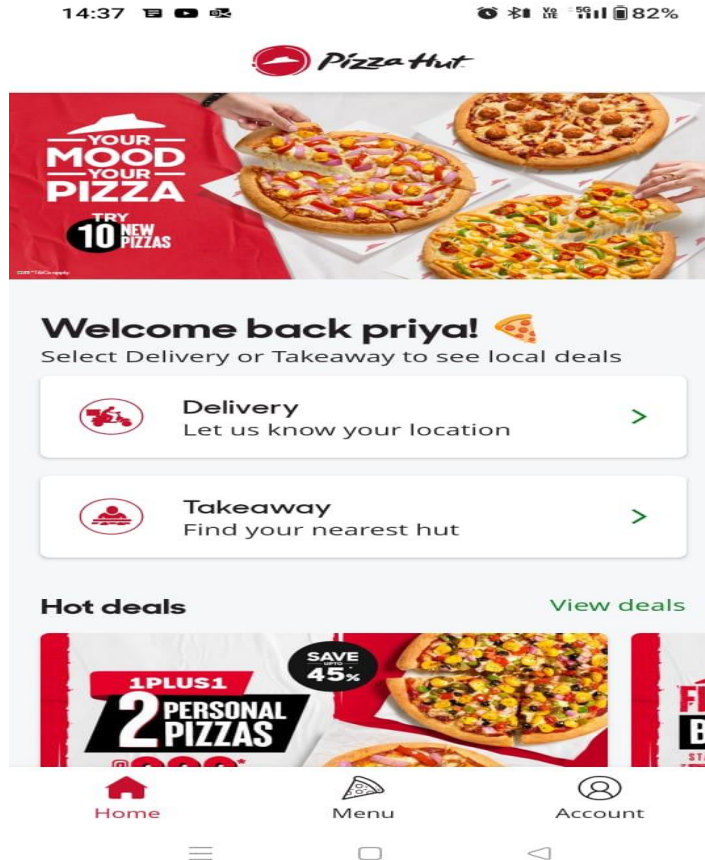
VALID ON DINE-IN ONLY

DOWNLOAD APP

*T&C apply. Images are for illustration purpose only.

PIZZA HUT BRAND PRIORITIES

Digital | Operational Excellence



Total App Downloads – **11.2 Mn+**
Monthly Active Users – **0.9 Mn**



Self Ordering QR Code **15%** of Dine In Mix

PIZZA HUT BRAND PRIORITIES

Improve Accessibility: Cautious restaurant expansion



CHANDIVALI, MUMBAI



SOUTH AVENUE MALL JABALPUR



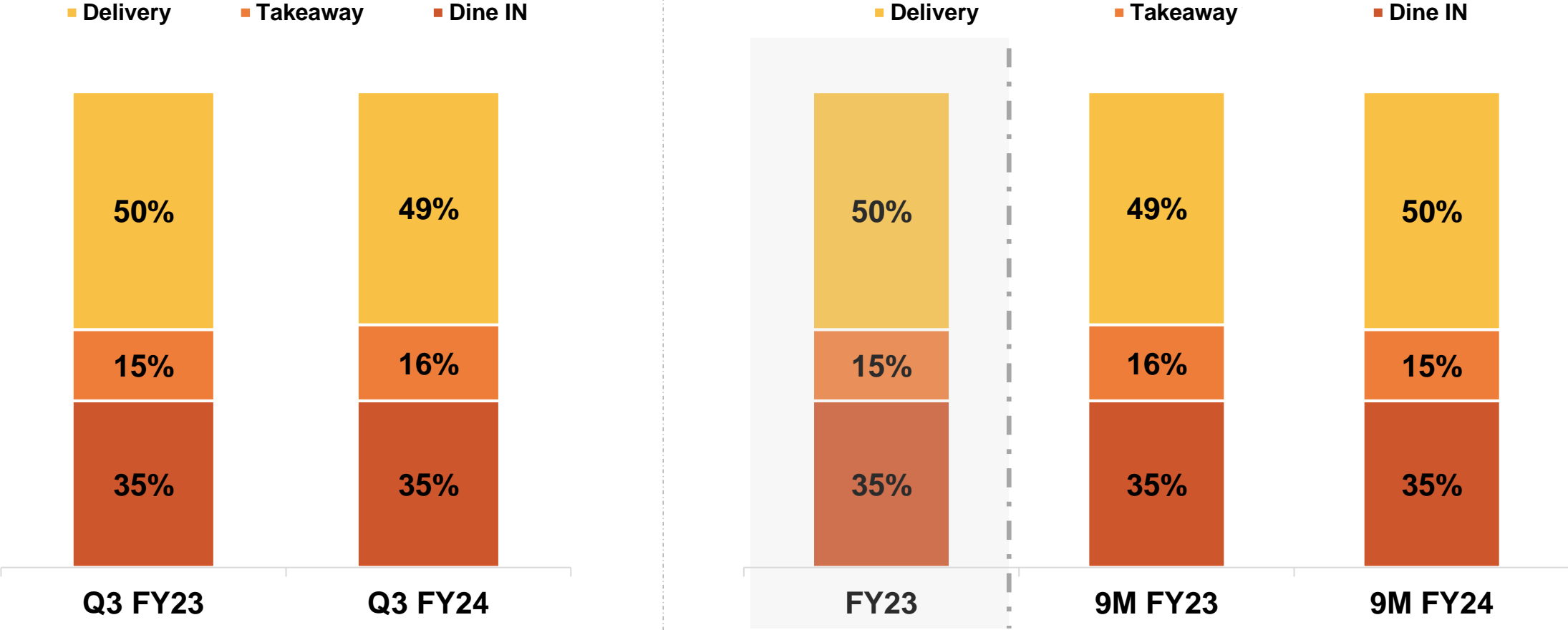
V-SQUARE MALL, CUDDALORE



THANISANDRA, BENGALURU

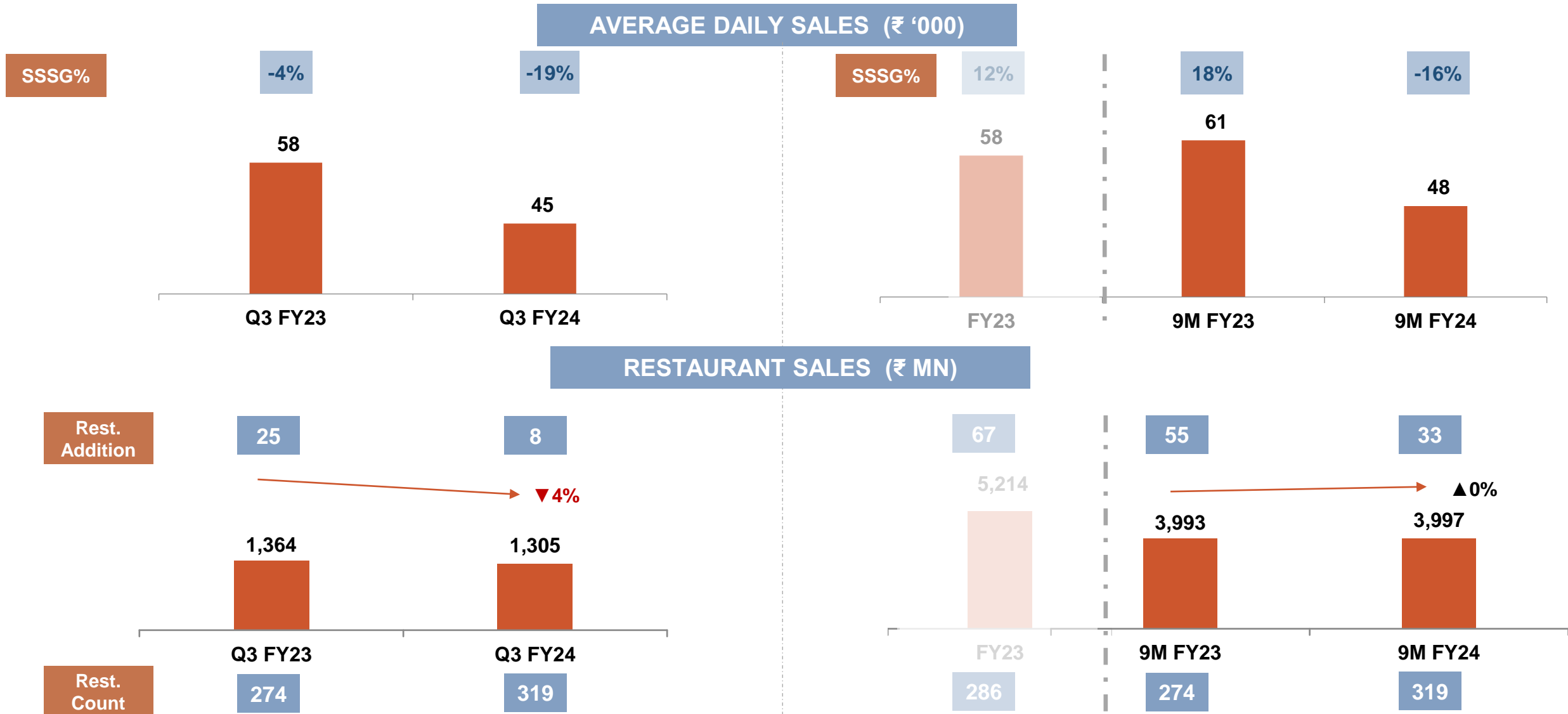
PIZZA HUT INDIA

Q3 & 9M FY24 - CHANNEL SALES CONTRIBUTION



PIZZA HUT INDIA

Q3 & 9M FY24



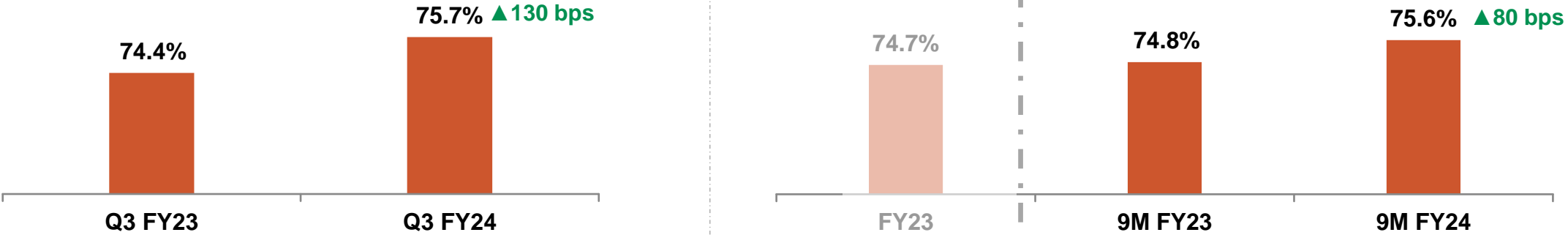
Average daily sales is for all restaurants including new additions during the period

PIZZA HUT INDIA

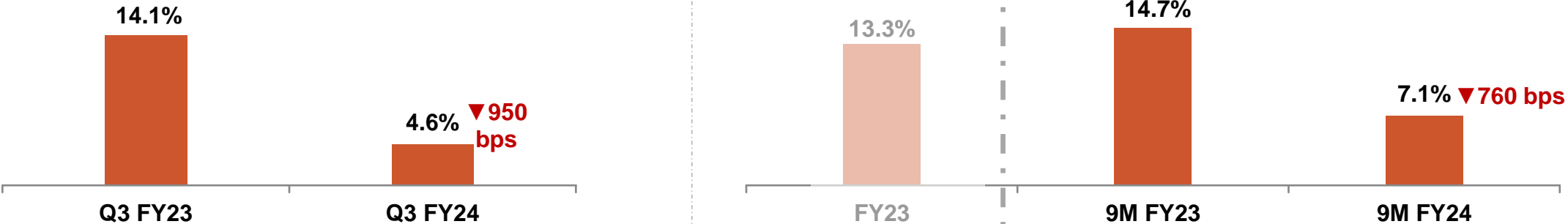
Q3 & 9M FY24



GROSS MARGIN (%)



RESTAURANT EBITDA# (%)



Restaurant EBITDA figures are Pre-IND AS 116.

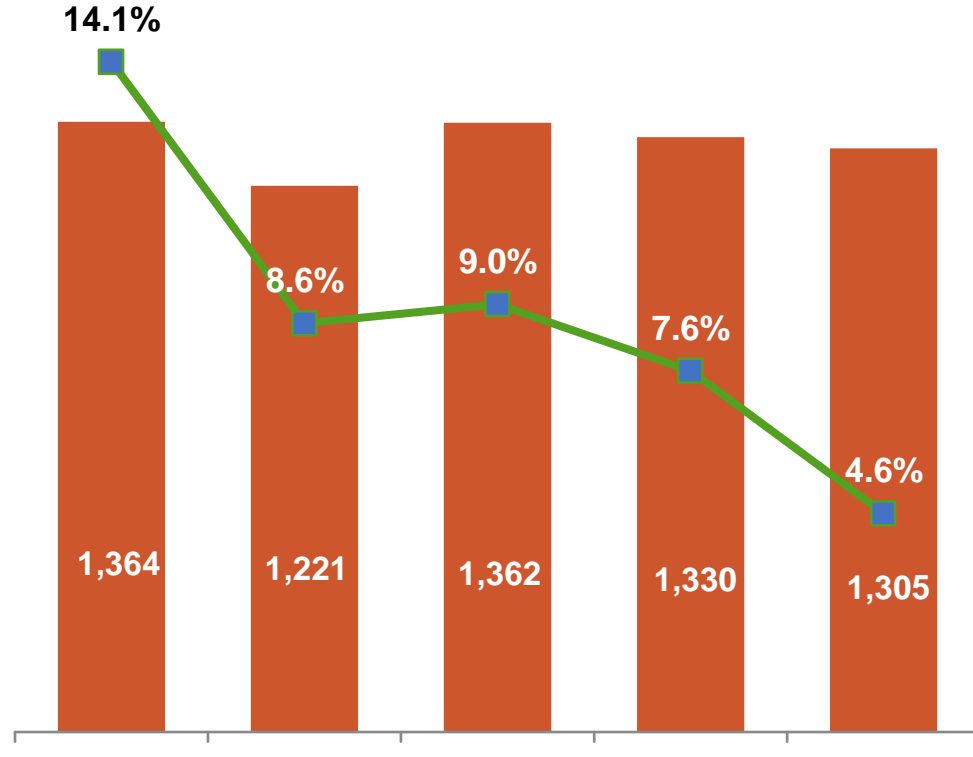
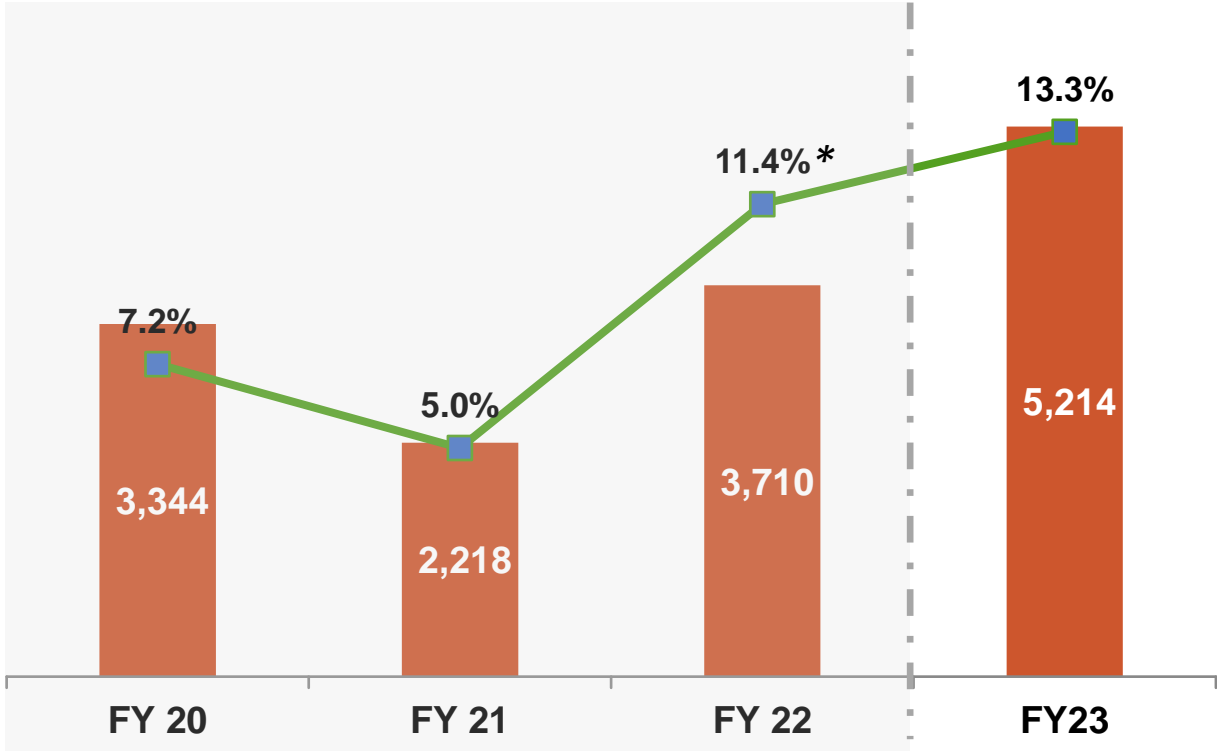
PIZZA HUT INDIA

RESTAURANT SALES & EBITDA TREND



Rest. SALES (₹MN) & Rest. EBITDA %

YoY Change %



ADS (₹ 000)#



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



Sri Lanka
Business Performance



SRI LANKA BUSINESS

PRODUCT INNOVATION



AT Home
WITH YOU
THIS Season

Festive Triple Chicken Feast Pizza

PERSONAL	MEDIUM	LARGE
Rs.930	Rs.1830	Rs.3290

Seasonal Seafood Treat Pizza

PERSONAL	MEDIUM	LARGE
Rs.1200	Rs.2190	Rs.4000

SRI LANKA BUSINESS BRANDING AND MARKETING



Year End Vibes

BUY 2 LARGE PAN PIZZAS
FOR Rs. 5000
(SAVE UP TO Rs. 3000)

BUY 2 MEDIUM PAN PIZZAS & GET
Rs. 500 OFF



Valid till 31st December 2023
*The 2 Large Pizzas purchased should be from the Lite, Classic, Signature, or Favourites range.

Christmas Vibes

AT Home WITH YOU THIS Season

Buy any 2 Large Pizzas and get 1 Lite/Classic Large Pizza **FREE** or **Rs. 1500/- OFF**

Buy any 2 Medium Pizzas and get 1 Lite/ Classic Medium Pizza **FREE**

Valid till 25th December 2023
Available for Dine-in/ Takeaway/ Delivery/ Gelling

SEASONAL Hut Doubles

AT Home WITH YOU THIS Season
Valid till 17th December 2023

Buy 2 Medium Seasonal Pan Pizzas + 2 PET Cokes (400ml) for **Rs. 3200/-**

Buy 2 Large Seasonal Pan Pizzas + 1.5L Coke for **Rs. 5800/-**



Valid till 17th December 2023

Thrilling Thursdays!

1 CLASSIC LARGE PAN PIZZA + 1 SIGNATURE LARGE PAN PIZZA FOR JUST Rs. 4000/-

SAVE OVER Rs. 2900/-

Valid on 19th October 2023
T & C apply



DON'T COOK Tuesday

BUY 1 SELECT* LARGE PAN PIZZA & GET 1 LITE LARGE PAN PIZZA FREE

DINE-IN OFFER + Rs. 300/- for Takeaway.
Upgrade the Free Pizza to a Classic topping for + Rs. 500/-

24th October 2023
*Select Pizzas should be from Signature, Favourites or Signature range



IN CELEBRATION OF INTERNATIONAL MEN'S DAY

GET RS.600 OFF WHEN YOU BUY 1 LARGE PIZZA

GET RS.1500 OFF WHEN YOU BUY 2 LARGE PIZZAS

TILL 19th NOVEMBER 2023
VALID FOR PAN, SAUSAGE & THIN CRUST



SRI LANKA BUSINESS

NEW STORES ADDITION



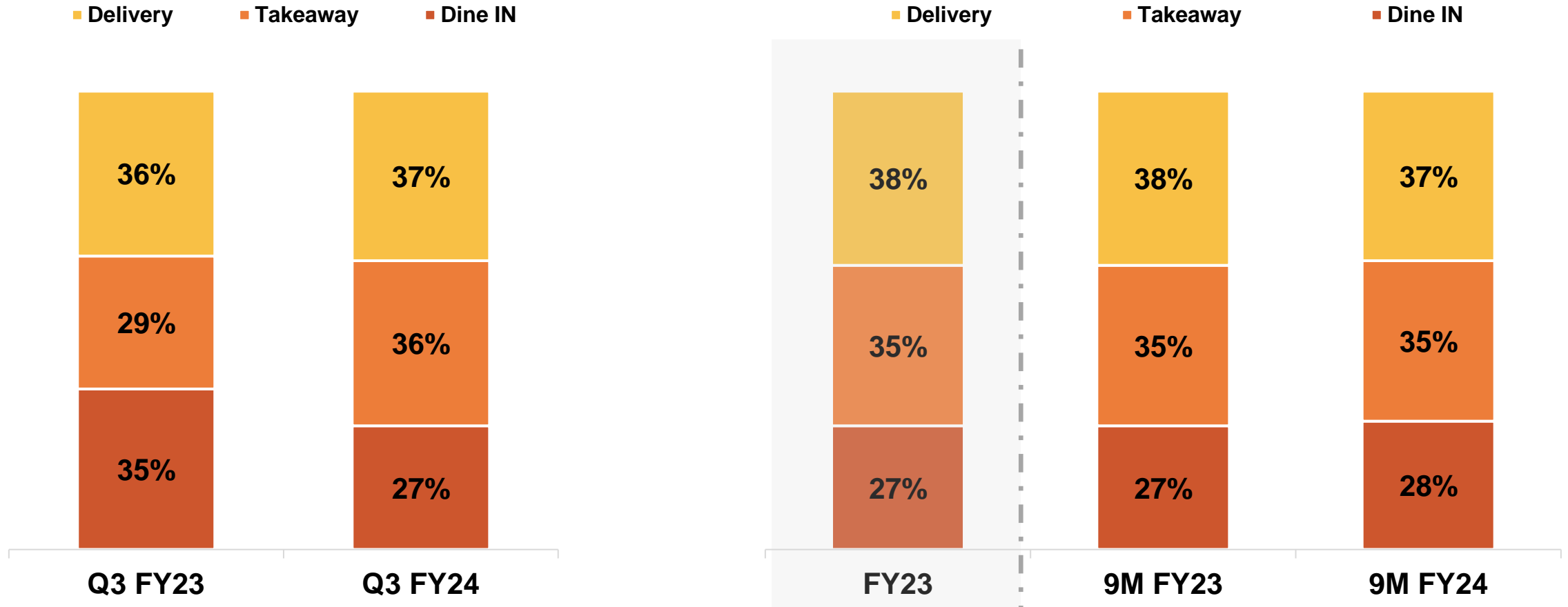
AKURESSA



ARYAMPATHI

SRI LANKA BUSINESS

Q3 & 9M FY24 - CHANNEL SALES CONTRIBUTION



SRI LANKA BUSINESS

Q3 & 9M FY24



AVERAGE DAILY SALES (LKR '000)



AVERAGE DAILY SALES (INR '000)



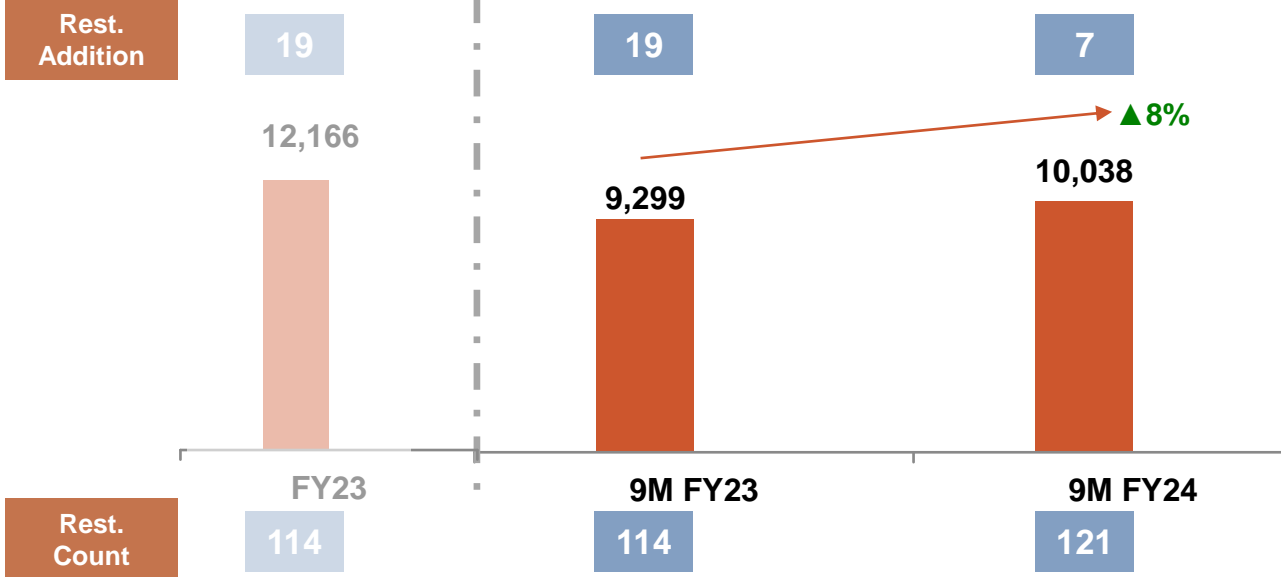
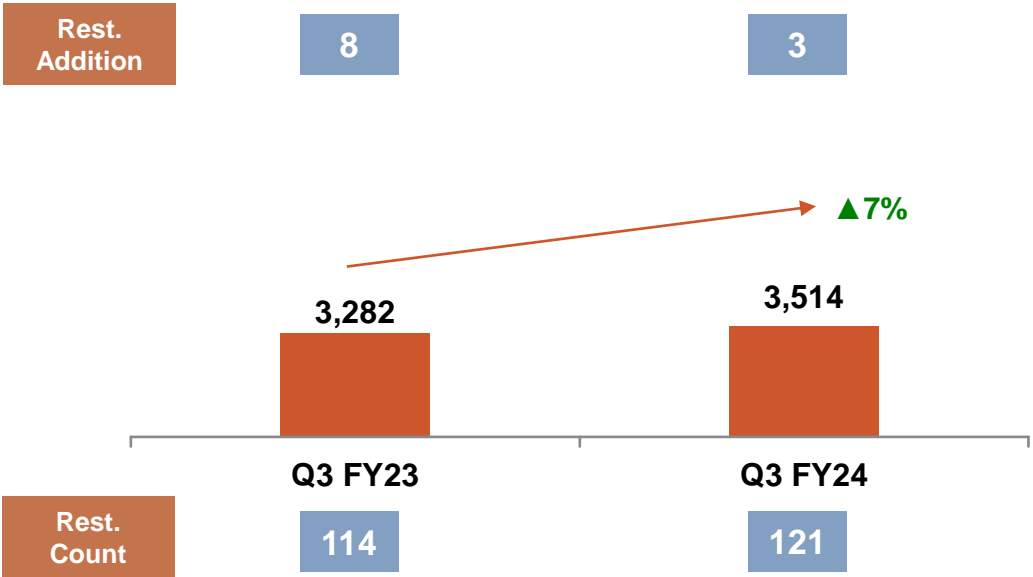
Average daily sales is for all restaurants including new additions during the period
 Note: LKR to INR conversion rate of 0.256 for Q3 FY24 and 0.225 for Q3 FY23 and 0.2586 for 9M FY24 and 0.22 for 9M FY23

SRI LANKA BUSINESS

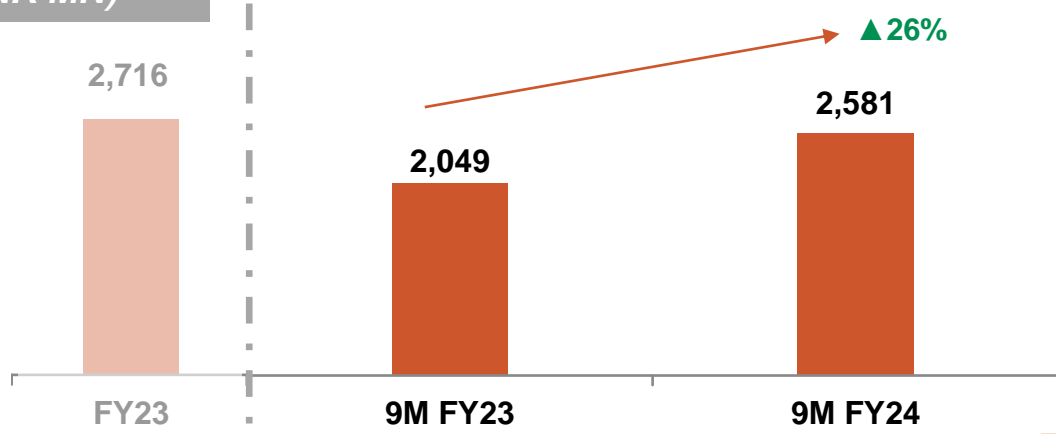
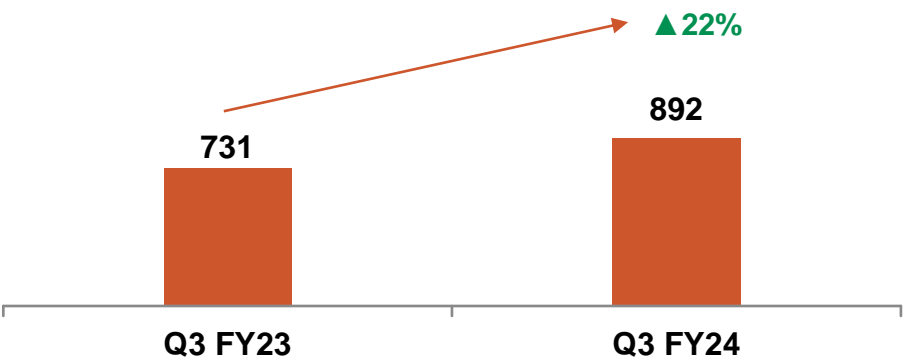
Q3 & 9M FY24



RESTAURANT SALES (LKR MN)



RESTAURANT SALES (INR MN)

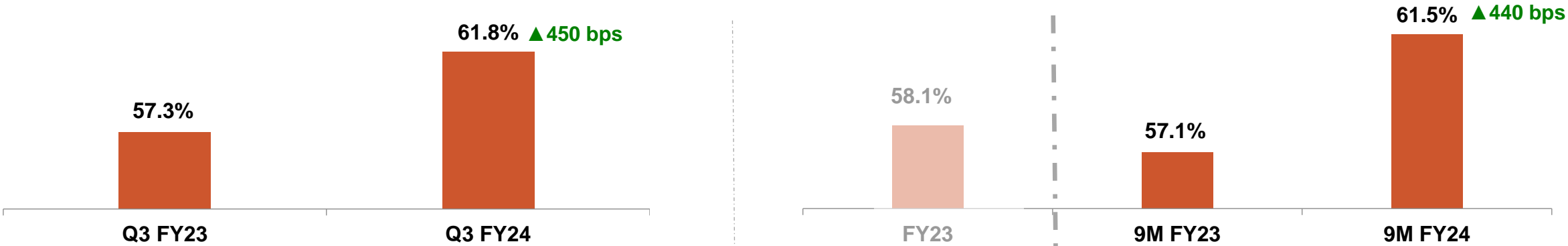


SRI LANKA BUSINESS

Q3 & 9M FY24



GROSS MARGIN %



RESTAURANT EBITDA (%)#



Absolute Rest. EBITDA increased by 4 % in LKR terms (increased by 19% in INR terms)

Absolute Rest. EBITDA increased by 2 % in LKR terms (increased by 19% in INR terms)

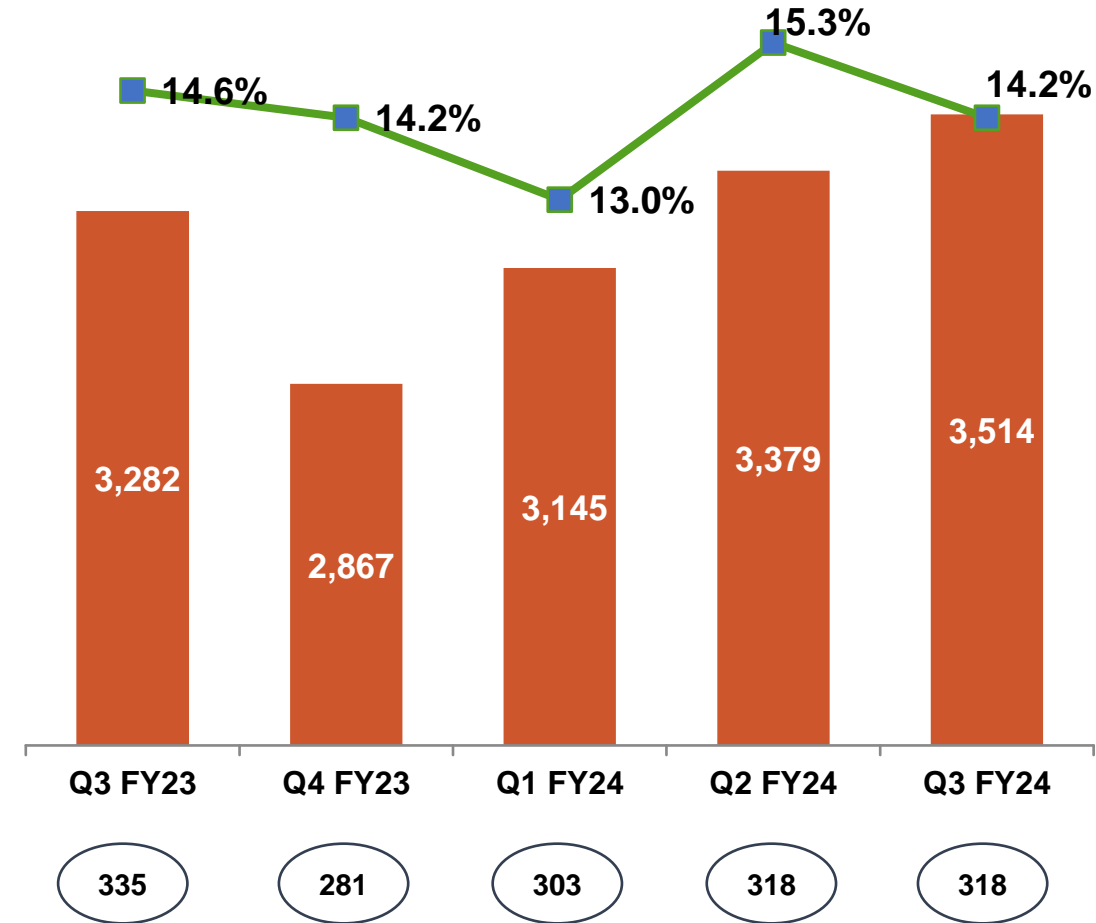
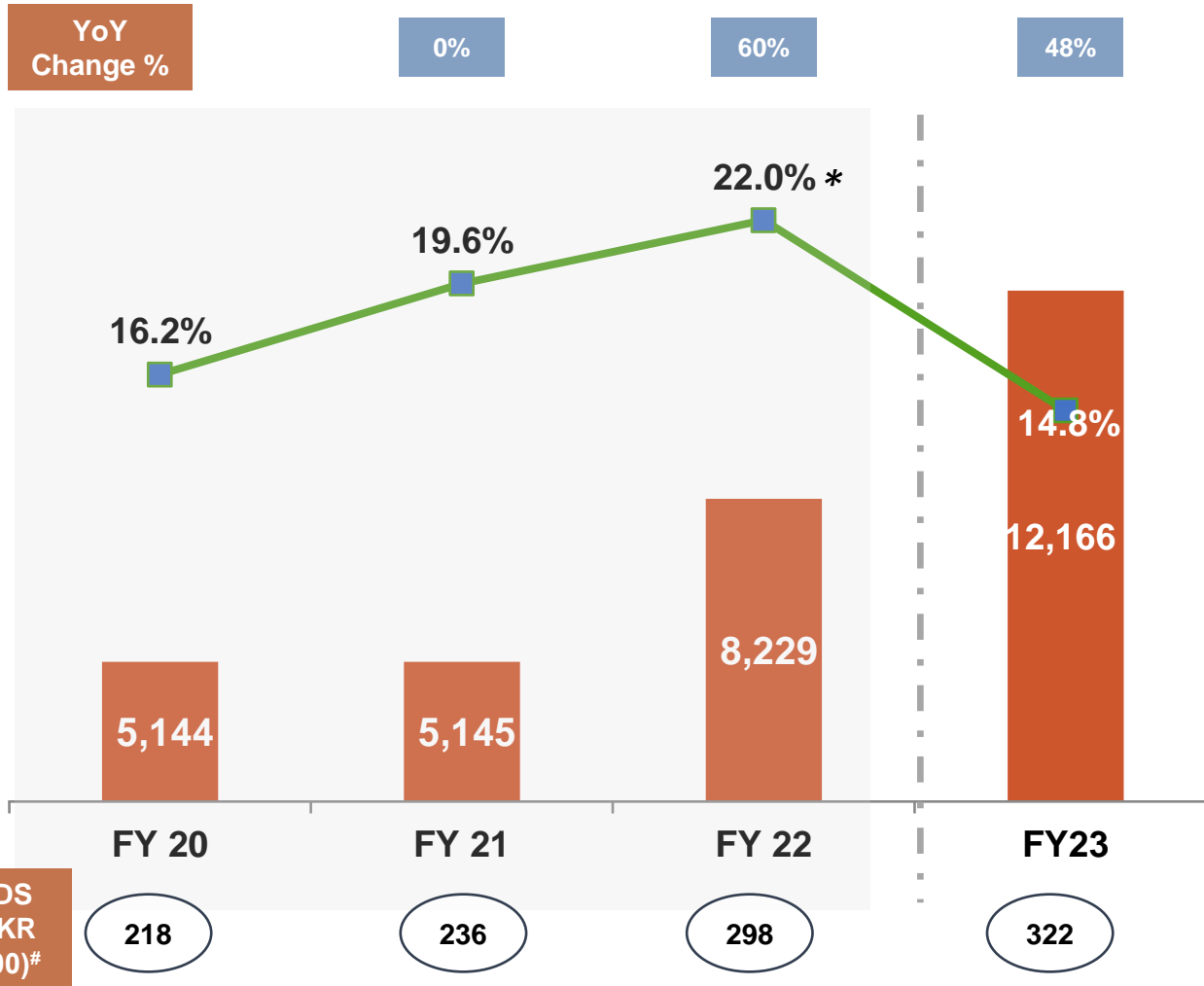
Restaurant EBITDA figures are Pre-IND AS 116.

SRI LANKA BUSINESS

RESTAURANT SALES & EBITDA TREND



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



* Restaurant EBITDA% after Normalizing additional incentives in FY22

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

DJSI ESG RATINGS

S&P CORPORATE SUSTAINABILITY ASSESSMENT



S&P Global ESG
Score

42

Data Availability:  Very High

Methodology Year: 2023

Updated annually or in
response to major
developments

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

- **1st amongst QSR brands in India**
- **95th Percentile Ratings amongst Global QSR companies**
- **Key Areas of Impact:**
 - a. Human Capital Development
 - b. Business Ethics
 - c. Customer Relationship Management



THANK YOU