

April 24, 2025

To,

<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Email: <a href="mailto:cm1ist@nse.co.in">cm1ist@nse.co.in</a> <b>Symbol: DEVYANI</b>	<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Email: <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a> <b>Security Code: 543330</b>
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**Sub: Regulation 30: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of a Presentation on the proposed acquisition of Sky Gate Hospitality Private Limited along with its subsidiaries.

The same is also being uploaded on website of the Company at [www.dil-rjcorp.com](http://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*





**Sky Gate**  
Hospitality Private Limited



Dubai Flagship Store



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### Controlling stake acquisition of Sky Gate Hospitality Private Limited (“SKY GATE”):

- Operates 5 Brands namely Biryani By Kilo, Goila Butter Chicken, The Bhojan, Get-A –Way and Krazy Kebab Co.
- DIL plans to acquire 3 brands. Remainder two brands will get disinvested over the next 9 months.
- Currently 100+ stores (~ 35+ Dine-In stores) across 40+ cities.
- Turnover for FY24- 25 is ~ Rs 277 crs for 3 brands under acquisition.

## Company Overview

- Founded in 2015 by Kaushik Roy & Vishal Jindal
- One of the Leading Biryani Delivery Brand in India
- Aspirational and Focused on Customer Delight
- Delivery First, Cloud Kitchen model
- Fresh, fully standardised processes to bring consistency of flavour and customer experience
- HQ in Gurgaon



**Kaushik Roy**  
Founder & CEO

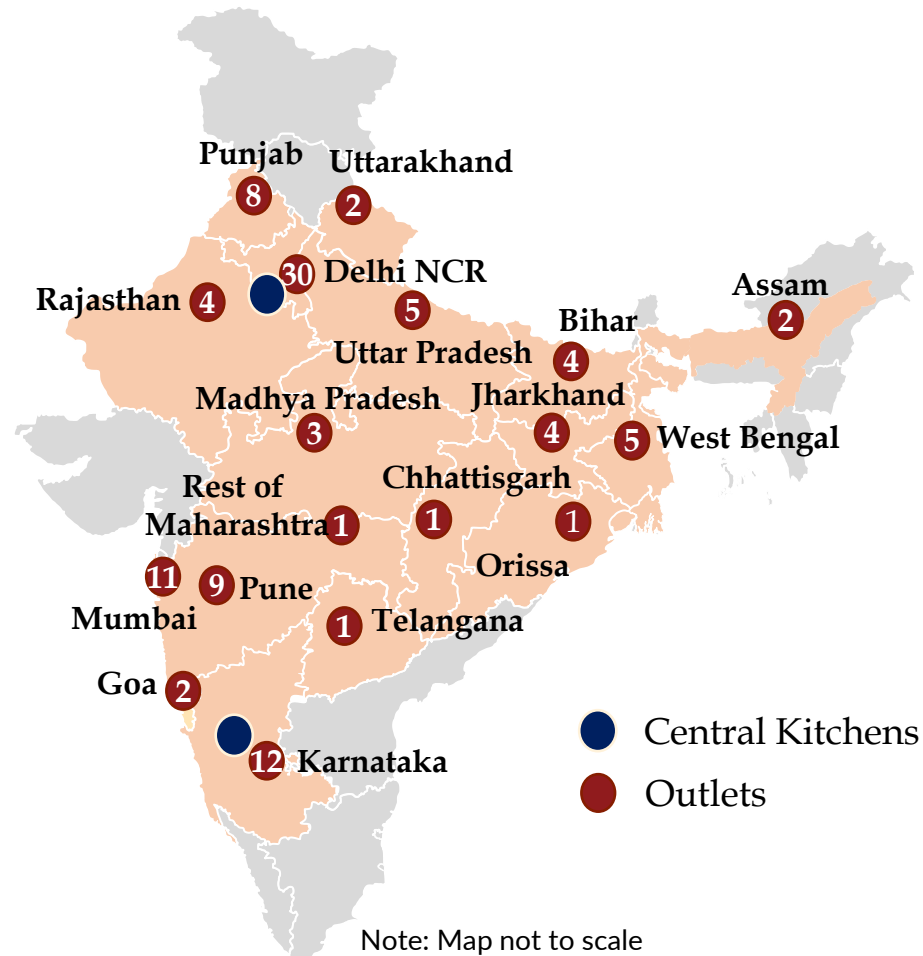
- 30+ yrs experience in hospitality
- Ex-Nirulas, Pizza Express, Britannia



**Vishal Jindal**  
Founder & Co-CEO

- 25+ yrs entrepreneurial experience
- Founded Carpediem Capital, PE Fund

## Pan India Presence 100+ outlets across ~ 40+ cities



## Brand Portfolio



Premium  
Biryani



Butter Chicken &  
North Indian



Affordable  
Daily Veg Meals



# REPRESENTATIVE STORE IMAGES (INDIA)



MOHALI, PUNJAB



CONNAUGHT PLACE-DELHI



GOA



# BIRYANI BY KILO : PREMIUM FRESH BIRYANI & KEBABS



- Category: North Indian
- Product offerings
  - Dum-Cooked Biryanis
  - Rolls, Kebabs, Curries
  - Healthy meal with essential carbs, proteins and micro-nutrients
  - Single product meal - minimal accompaniments required

## USP



Wide Array of Biryanis, starters and deserts.



Pan India and International presence (Dubai)



Specially cooked on Dum, inside the same dough-sealed earthen pot you get delivered, to retain its natural quintessence flavours.



Premium ingredients like basmati rice specially aged around 2 years, pure spices handpicked from Kerala, and most stringently selected meats



# GOILA BUTTER CHICKEN: PREMIUM NORTH INDIAN BRAND



- Category: North Indian
- Product offerings
  - Butter Chicken Variants
  - Rolls & Curries
  - Healthy recipe- less butter, colouring & sugar
- Founder pedigree – Internationally recognised Chef.

## USP



Wide Array of Main Courses and starters



Pan India presence



Chef's special Butter Chicken recipe is more tasty, healthy and smoky!



Recognised by Master Chef Australia, Founder known for creating novel recipes



**GOILA**  
**BUTTER CHICKEN**  
Starters | Curries | Rolls | & more



# THE BHOJAN: AFFORDABLE, VEGETARIAN BRAND



- The Bhojan is a pure-veg, snacks and meals brand
- Affordable brand positioning for regular consumption instead of occasional ordering.

## USP



100% Pure veg



Relevant across all day parts

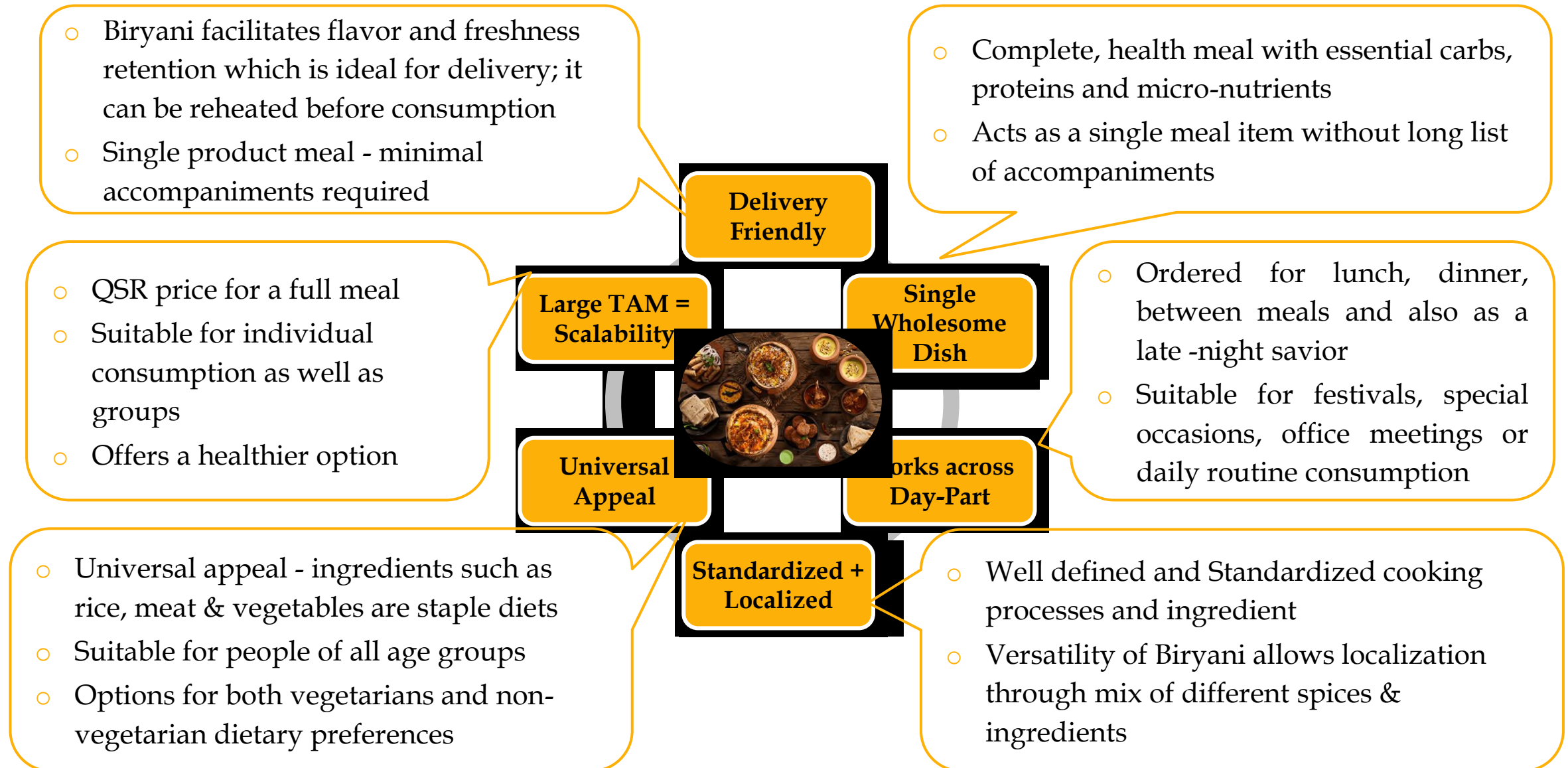


No Artificial Flavors used



Hand-picked premium ingredients



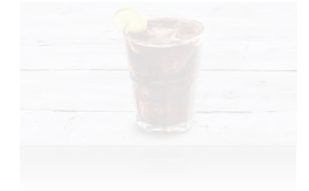


- Equity Valuation at Company level ~ Rs 519 crs
- Secondary from Existing Investors upto ~ 80.72% : Consideration ~ Rs 419 crs
- Founders to continue operate the business with a representation on the SKY GATE Board.
- Consideration to be settled predominantly by way of DIL equity swap.
- Preferential allotment of DIL shares in line with SEBI Regulations @ ~176.78 per share
- Resulting in dilution of ~ 1.93% for existing DIL shareholders
- Deal closure expected by end May'25





**DEVYANI**  
INTERNATIONAL LIMITED



***Thank You!***

