

May 23, 2025

To,

National Stock Exchange of India Ltd. Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Email: cm1ist@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, 2025

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, 2025.

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





May 23rd, 2025



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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



We are pleased to report that DIL continues to demonstrate strong momentum in its growth journey—both organically and through strategic acquisitions. Most recently, we announced the acquisition of Sky Gate Hospitality (owners of Biryani By Kilo & other brands) marking our entry into another high-potential food category. This will further strengthen our overall brand portfolio and deepen our well laid out strategy.

During the year, we also tied up with three international brands i.e. New York Fries, Tealive, and Sanook Kitchen. We are proud to share that we have recently opened the first NYF (New York Fries) store in Mumbai. This marks the beginning of our expansion with the new brands, and you will see more coming in the current year.

Our store expansion strategy has been instrumental in driving growth and reinforcing our market leadership. By following a balanced approach of scaling the footprint while maintaining rigorous store-level performance standards—we successfully added 257 net new stores during FY'25, elevating our total presence to 2,039 stores as of March 31, 2025. We have achieved our store rollout targets across all brands, reflecting disciplined execution and strong operational capabilities.

During the financial year 2025, DIL reported consolidated revenue of Rs 4,951 crore registering a robust 39.2% YoY growth. This performance was primarily driven by the strategic acquisition of KFC stores in Thailand and supported by ongoing store expansion in India. The Company's EBITDA margin stood at 17%, while absolute EBITDA increased by 29.1% over FY24.

Over the past five years, DIL has outperformed the organized QSR market in terms of both revenue growth and new store openings. While the revenues for the listed QSR industry grew at a CAGR of 29.6%, DIL achieved a significantly higher CAGR of 44.5%.

Acquisition of Sky Gate Hospitality – Update



Transaction Background

- ✓ Controlling stake acquisition of Sky Gate Hospitality Private Limited (“SKY GATE”)
- ✓ Acquisition of Sky Gate Brands - Biryani By Kilo, Goila Butter Chicken and The Bhojan
- ✓ Comprising of 100+ stores (~ 35+ Dine-In stores) across 40+ cities
- ✓ Turnover for FY24-25 is ~ Rs 277 Cr

Deal Structure

- ✓ Equity Valuation at Company level ~ INR 519 Cr
- ✓ Secondary from Existing Investors upto ~ 80.72% : Consideration ~ INR 419 Cr
- ✓ Consideration to be settled by way of Preferential allotment of DIL shares in line with SEBI Regulations @ ~INR 176.78 per share; Dilution of ~ 1.93% for existing DIL shareholders

Update

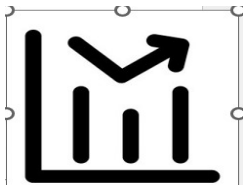
- ✓ DIL Shareholders have approved the preferential allotment of equity shares to Sky Gate exiting shareholders in the EGM held on May 17, 2025.
- ✓ Deal closure expected by end May’25.
- ✓ In principle approval from Board for Primary Infusion of Upto Rs 90 Cr

FY25 - Business Highlights



Growth strategy continues

- ✓ 257 NNUs in FY25 vs. 539 stores (includes 283 stores acquired in Thailand) in FY24.
- ✓ 18 KFC stores added in Thailand in FY25
- ✓ Signed 3 new brands – Tealive, New York Fries and Sanook Kitchen.



Average Daily Sales- Core Brands

- ✓ KFC India FY25 ADS at INR 94K vs 105k in FY24
- ✓ PH India FY25 ADS at INR 34K vs 37k in FY24
- ✓ Thailand FY25 ADS at THB 56.7k vs 57.4k in FY24.



Financial Performance Consolidated

- ✓ Revenue - INR 49.5 Bn in FY25; 39.2% growth vs. FY24
- ✓ EBITDA - INR 8.4 Bn in FY25; 29.1% growth vs. FY24
- ✓ PBT - INR 128 Mn in FY25 vs 37 Mn in FY24; 248% growth vs FY24.

Q4 FY25 - Performance Highlights



Positive store additions

- ✓ 2,039 Stores as of March 31, 2025
- ✓ 306 KFC stores in Thailand as of March 31, 2025
- ✓ 7 NNU's in Q4 FY25



Strong Revenue growth

Q4 FY25 INR 12,126 Mn; +15.8% vs Q4 FY24

- ✓ KFC India INR 5,109 Mn ; +3.4% vs Q4 FY24
- ✓ PH India INR 1,754 Mn ; +8.2% vs Q4 FY24
- ✓ Costa INR 523 Mn ; +16.1% vs Q4 FY24



Margin Performance

Gross Margin

- ✓ Q4 FY25 at 68.5%; -0.7% vs Q4 FY24

Brand Contribution

- ✓ Q4 FY25 at 13.8%; +0.3% vs Q4 FY24



Earnings Performance








Consolidated EBITDA

- ✓ Q4 FY25 INR 2008 Mn; +15.5% vs Q4 FY24
- ✓ Margin at 16.6%; flat vs Q4 FY24

Profit before Tax

- ✓ Q4 FY25 at INR -223 Mn vs INR -380 Mn in Q4 FY24

New Store Openings

Brand	Net New Units (NNU)						Stores as at 31 March 24	Stores as at 31 March 25
	Q4 FY24	Q3 FY25	Q4 FY25		FY24	FY25		
KFC 	6	44	7		106	100	596	696
PH 	2	51	-14		61	63	567	630
Costa 	25	2	11		67	41	179	220
Vaango 	9	4	2		11	33	63	96
Others	0	0	0		0	-2	24	22
Total India	42	101	6		245	235	1,429	1,664
Nigeria  	0	0	0		3	0	40	40
Nepal 	0	1	0		3	4	25	29
Thailand	288*	9	1		288*	18	288*	306
Total International	288	10	1		294	22	353	375
Total DIL	330	111	7		539	257	1,782	2,039

Core Brands – 1,917 stores as on 31st Mar'25 (1,912 : 31st Dec'24)

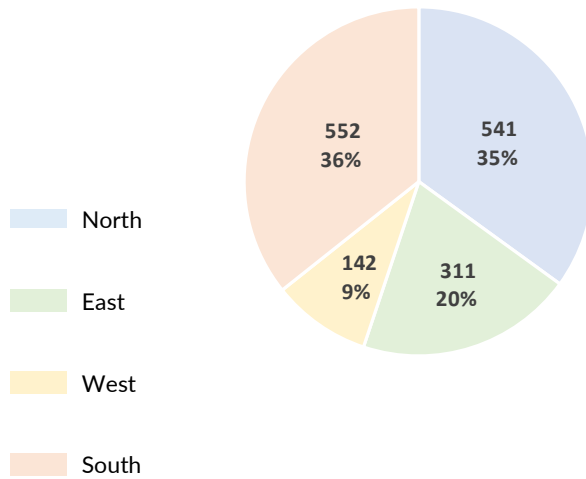
* Includes 283 Thailand KFC stores acquired on 18th Jan'24

NNU = Gross additions less Closures

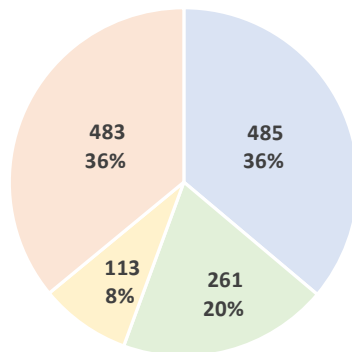
Core Brands Stores; India – Regional split



As on March 31, 2025



As on March 31, 2024



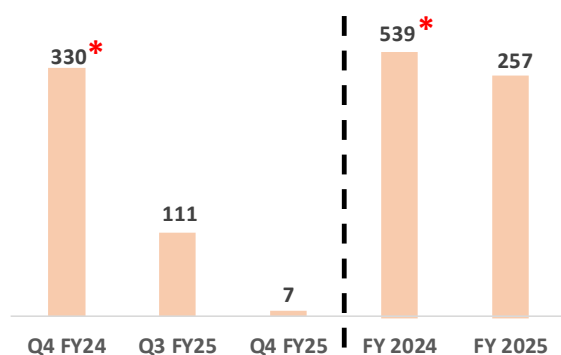
Core Brand Stores	March 31, 2024	Dec 31, 2024	March 31, 2025
Delhi NCR	253	272	269
Bangalore	163	174	180
Kolkata	81	91	91
Hyderabad	90	103	102
Other Metro Cities	69	81	79
Total Metros *	656	721	721
Total Non Metros	686	821	825
% in Metro	49%	47%	47%
% in Non Metro	51%	53%	53%
Total Cities	253	281	283
Total Store Count	1,342	1,542	1,546

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

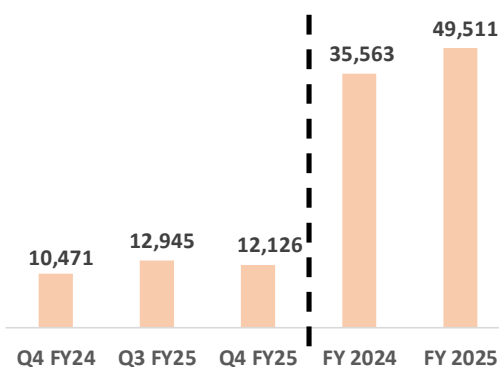
Performance Trend – DIL Consolidated



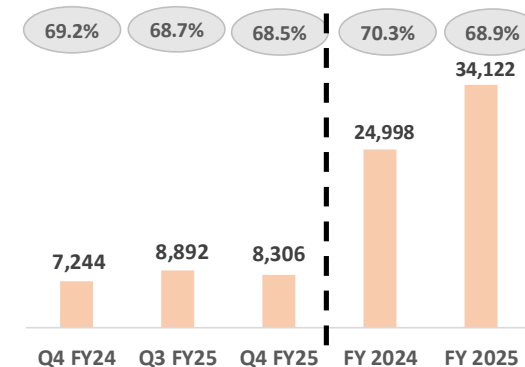
Net New Units (Nos)



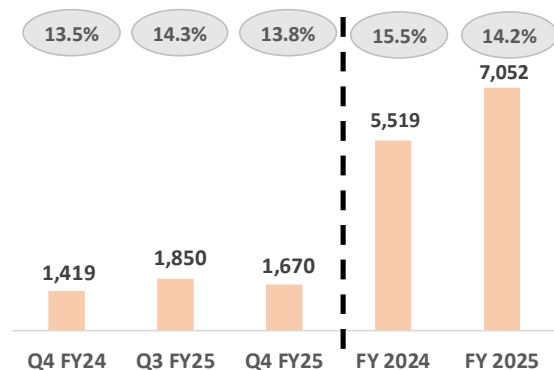
Revenue from Operations



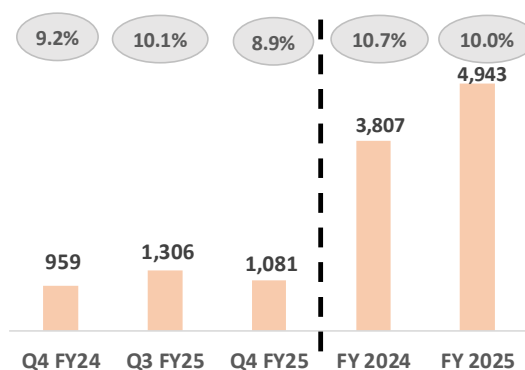
Gross Margin



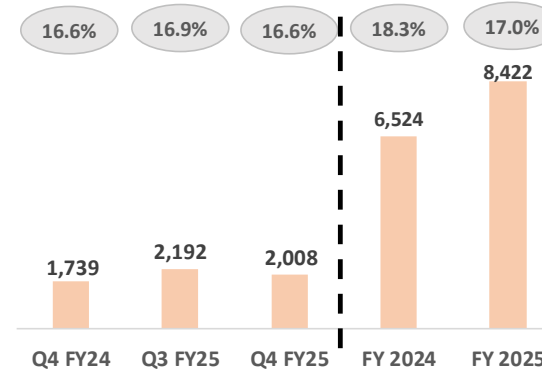
Brand Contribution



Operating EBITDA



Reported EBITDA



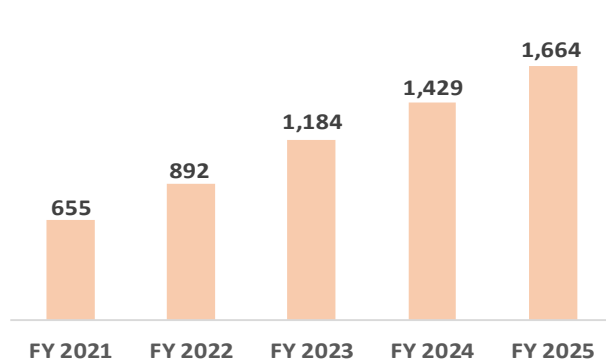
* Includes 283 Thailand KFC stores acquired on 18th Jan'24

All figures in INR Million, unless specified

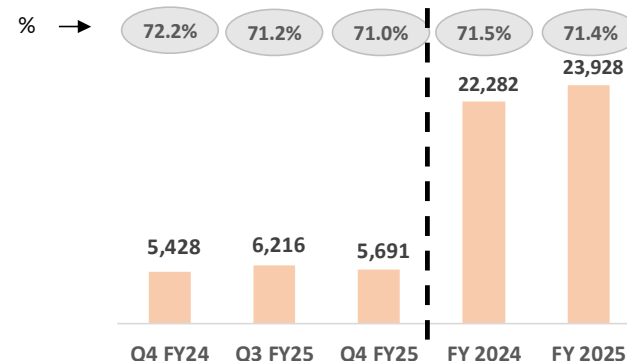
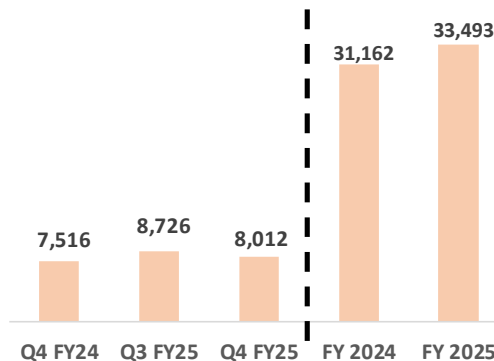
Performance Trend – DIL India



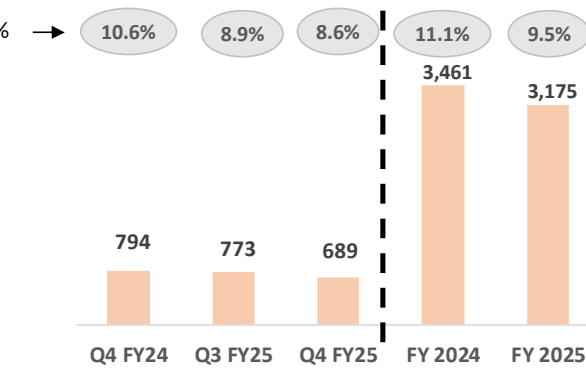
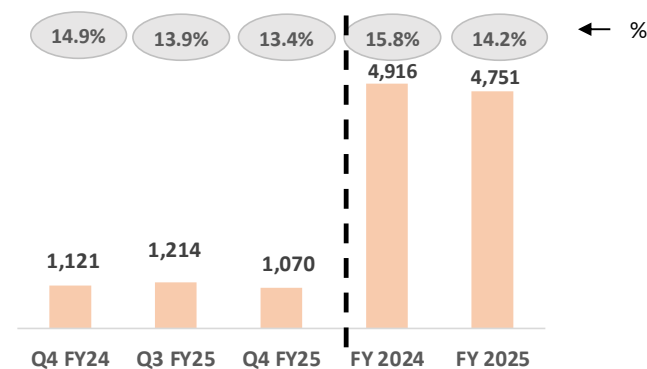
Store Count (Nos)



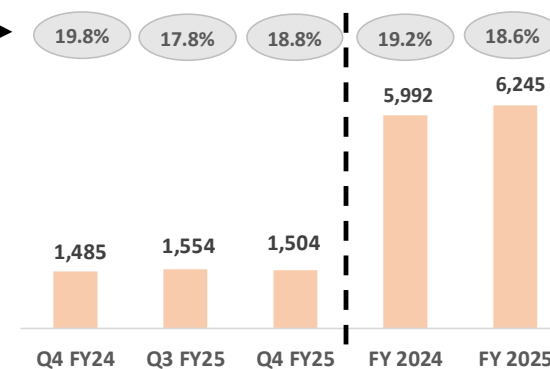
Revenue from Operations



Brand Contribution



Reported EBITDA

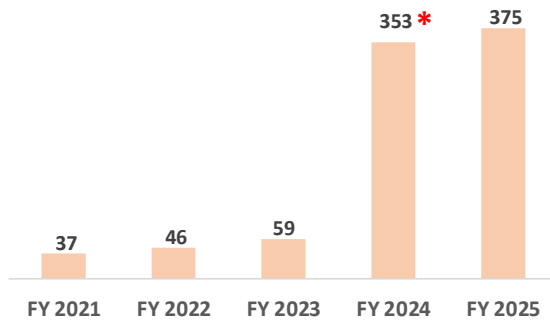


All figures in INR Million, unless specified

Performance Trend – DIL International



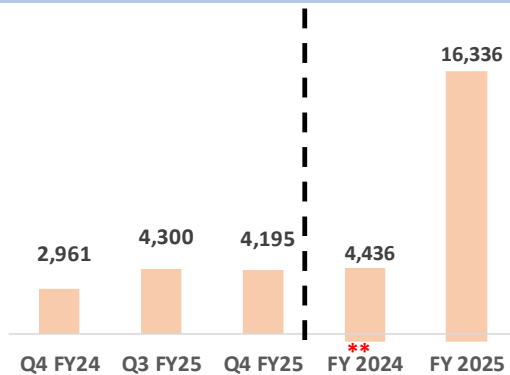
Stores Count (Nos)



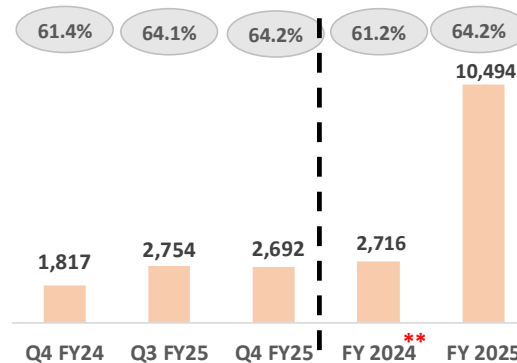
ADS ('000)

	Q4 FY24	Q3 FY25	Q4 FY25	FY 2024	FY 2025
Nigeria (Naira)	901	1,064	962	840	885
Nepal (NPR)	120	129	109	133	119
Thailand (THB)	56	58	55	57.4	56.7

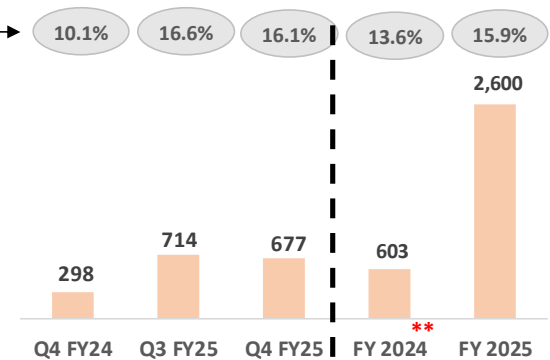
Revenue from Operations



Gross Margin



Brand Contribution



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

** Thailand Consolidation w.e.f. 18th Jan-24

All figures in INR Million, unless specified

KFC® BONELESS ₹99^{*}

STARTING



WALK IN NOW FOR EPIC DEALS

Core Brands – KFC – India

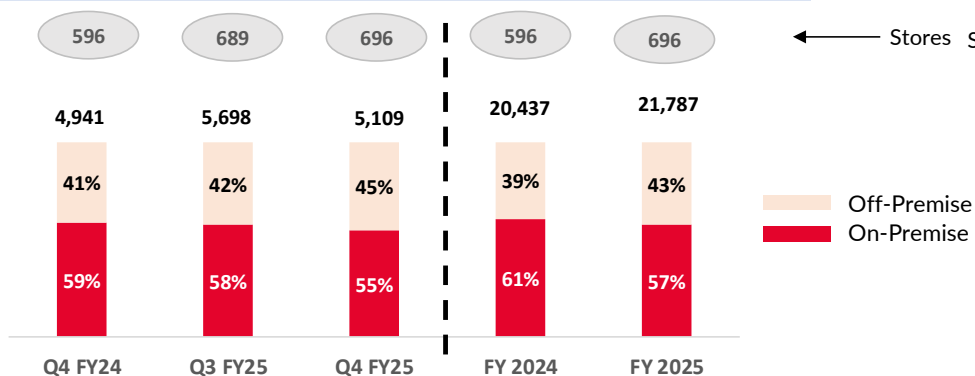
Q4 New Stores



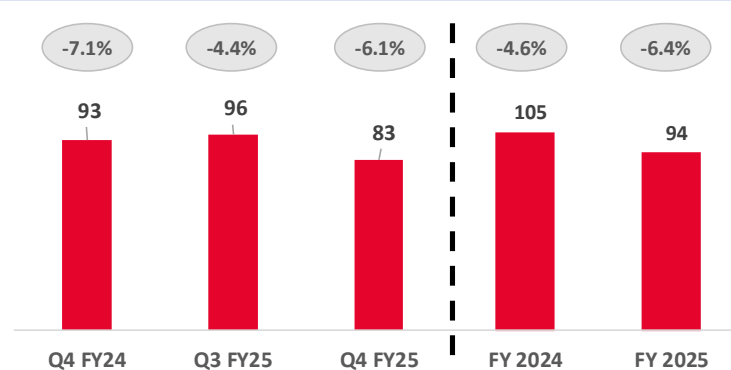
Business Performance – KFC India



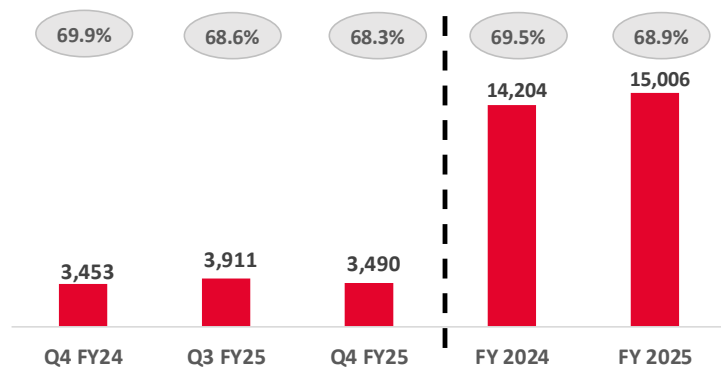
Revenue and Sales mix



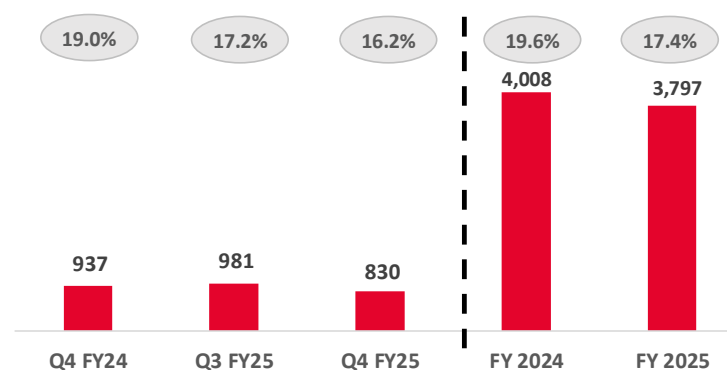
ADS and SSSG



Gross Margin



Brand Contribution



ADS: Average Daily sales in '000

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

All figures in INR Million, unless specified





দ্বিগুণ ট্রিট, দ্বিগুণ মজা

➤ BUY 1 GET 1 FREE ◀

ON ALL PAN PIZZAS*



Core Brands – Pizza Hut – India

ORDER ONLINE

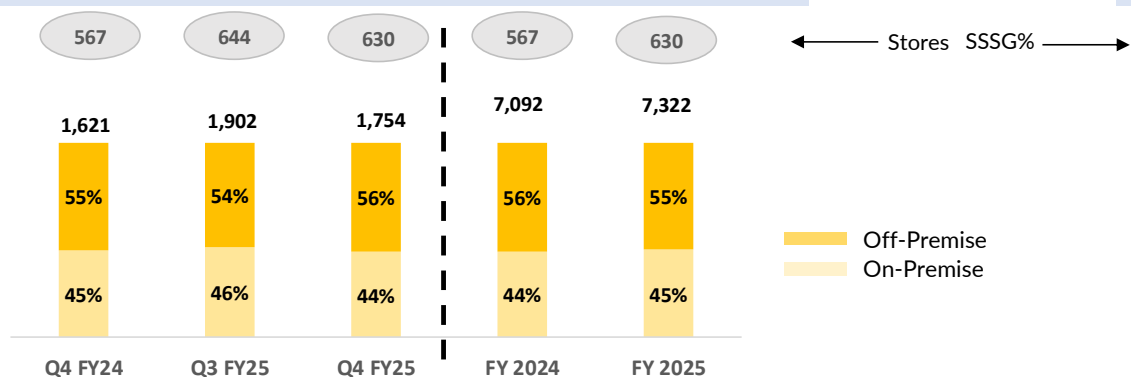
Download our app
or visit pizzahut.co.in



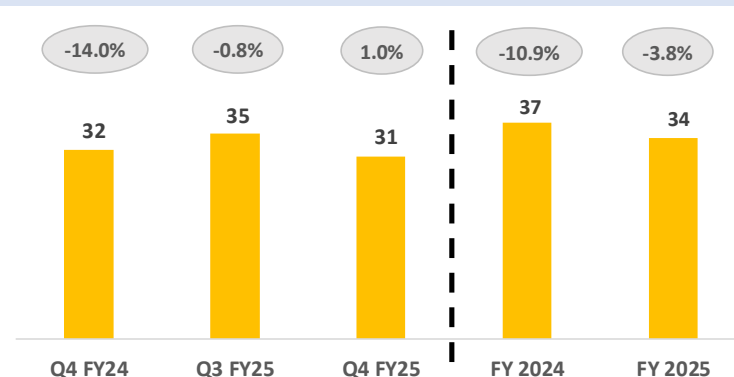
Business Performance – PH India



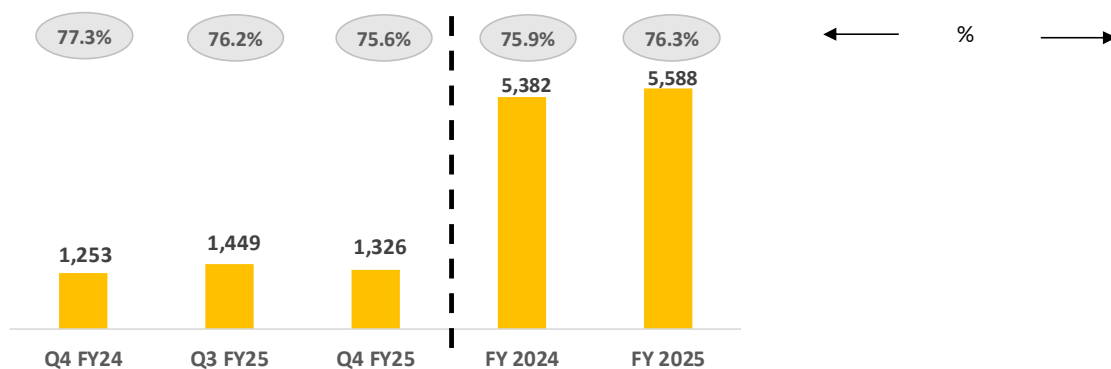
Revenue and Sales mix



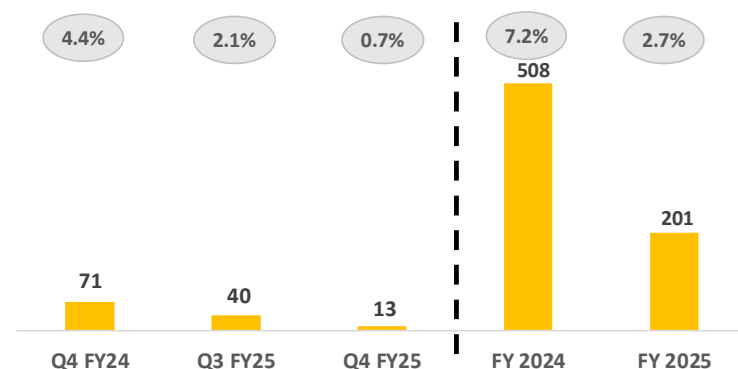
ADS and SSSG



Gross Margin



Brand Contribution

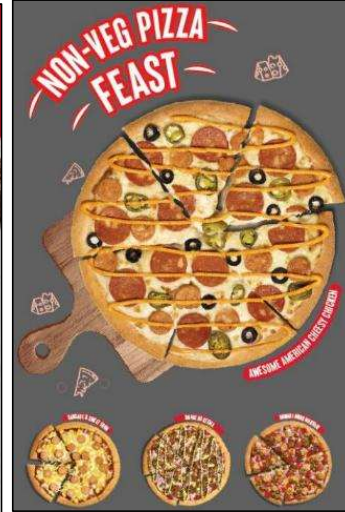


ADS: Average Daily sales in '000

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

All figures in INR Million, unless specified

PH Marketing Campaigns





Core Brands – Costa Coffee – India



INSPIRING THE WORLD TO LOVE GREAT COFFEE

COSTA
COFFEE

Q4 New Stores



EASTERN EXPRESSWAY, GHAZIABAD



INDIA EXPO PLAZA, NOIDA



ANJUNA BEACH GOA



AECS LAYOUT, BANGALORE

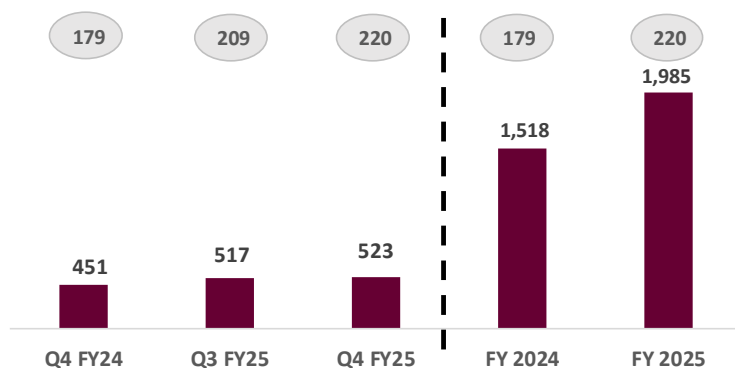


DIMAPUR, NAGALAND

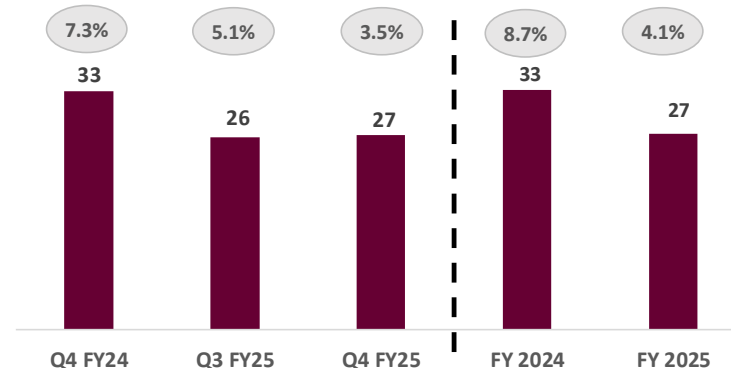
Business Performance – Costa India



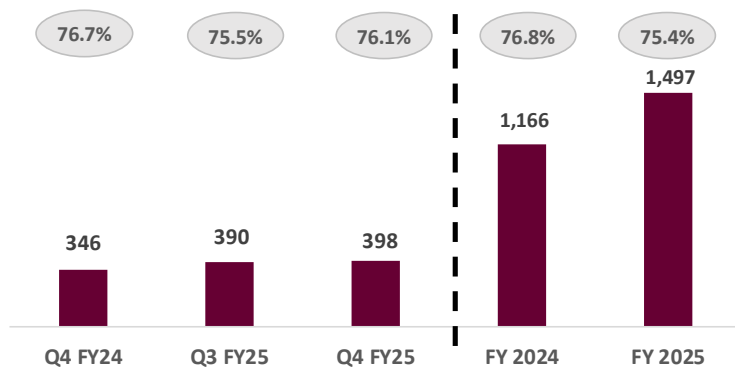
Revenue



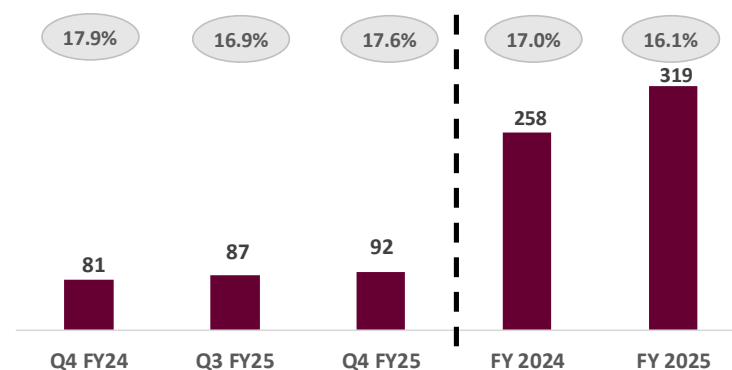
ADS and SSSG



Gross Margin



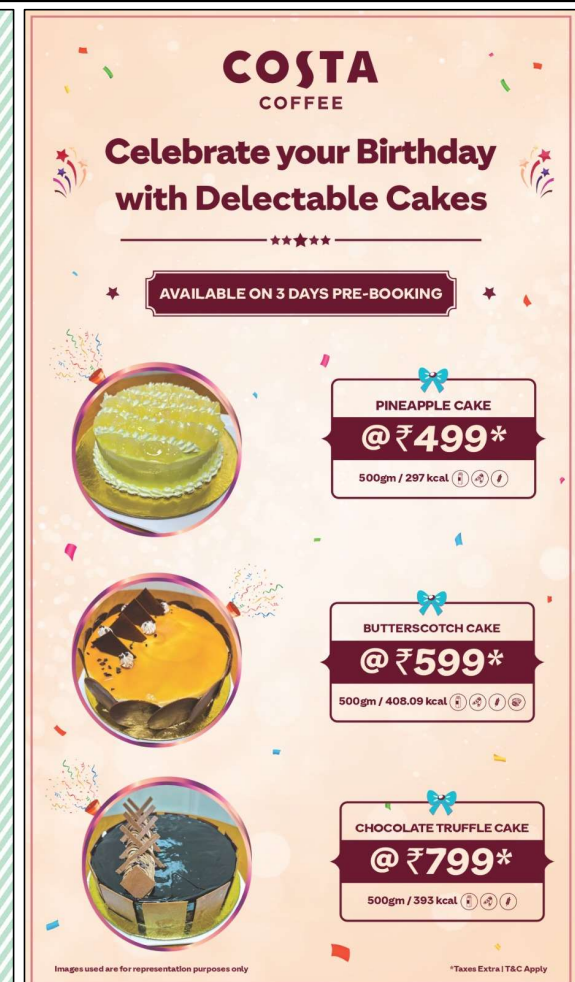
Brand Contribution



ADS: Average Daily sales in '000

All figures in INR Million, unless specified

Costa Marketing Campaigns





Q4 New Stores



CROWN INTERIORZ MALL, FARIDABAD

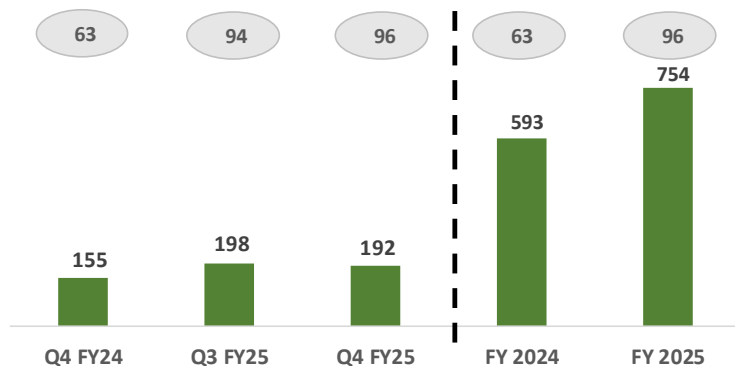


DIMAPUR, NAGALAND

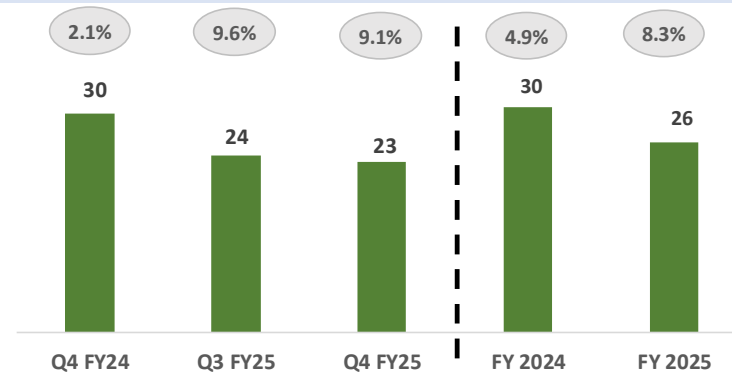
Business Performance – Vaango India



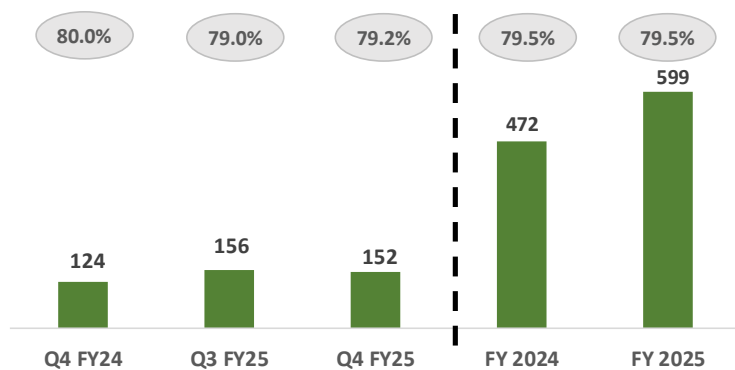
Revenue



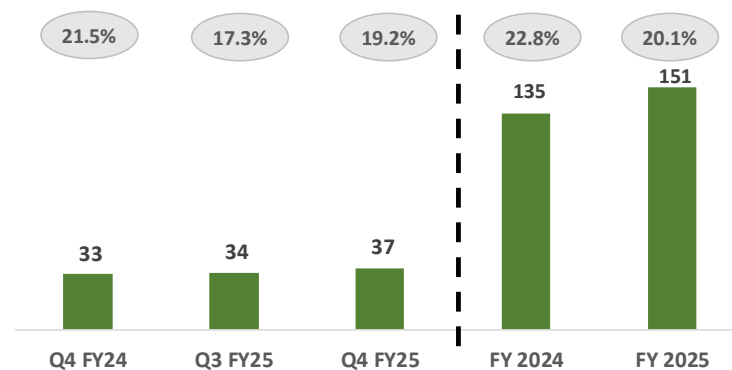
ADS and SSSG



Gross Margin



Brand Contribution



ADS: Average Daily sales in '000

All figures in INR Million, unless specified

Vaango Marketing Campaigns





VALENTINE'S DAY
CONTEST ALERT

LOVE AT FIRST STEAM!

#SouthIndianSoulmates



शुभ नवरात्रि

Falahari Poori Bhaji	₹149
Vrat Special Jeera Aloo	₹129
Dry Fruit Lassi	₹99
Falahari Paysam	₹99

NO ONION - NO GARLIC





NEW MUST TRY LAUNCHES



Tadka Mini Idli



Thatte Idli




Ghee Podi Idli



Dosa Rolls


FOOD COURT-4TH FLOOR






THE TASTE OF HOT RASAM

556,572




9 DAYS 1 DIVINE FEAST!

478,151




VAANGO TIMES

442,397




महाकुम्भ 2025

194,987




CAPTURE

130,304




ALL I WANNA IS EAT IDLI

112,149




MEALS FROM ₹129* ONWARDS

94,282




ALERT! IDLI DAY IN PROGRESS!

87,309



GET READY FOR BOLD AND AUTHENTIC NEW FLAVOURS

96,860



SUPER SAVER!

76,716



Summary Financials



Consolidated Profit & Loss Statement



Particulars (INR Million)	Q4'FY24	Q3' FY25	Q4' FY25	FY24	FY25
Revenue from Operations	10,471	12,945	12,126	35,563	49,511
Other Income	146	91	132	326	370
Total Income	10,617	13,035	12,258	35,890	49,880
Raw Material Cost	3,226	4,052	3,819	10,566	15,388
Gross Profit	7,244	8,892	8,306	24,997	34,122
<i>Gross Margin</i>	<i>69.2%</i>	<i>68.7%</i>	<i>68.5%</i>	<i>70.3%</i>	<i>68.9%</i>
Employee benefits expense	1,546	1,882	1,706	4,950	7,104
Other expenses	3,959	4,818	4,592	13,524	18,596
Total Expenses	5,506	6,700	6,298	18,474	25,700
EBITDA	1,739	2,192	2,008	6,524	8,422
<i>EBITDA Margin</i>	<i>16.6%</i>	<i>16.9%</i>	<i>16.6%</i>	<i>18.3%</i>	<i>17.0%</i>
Finance Costs	567	670	695	1,869	2,648
Depreciation & Amortization Expense	1,259	1,468	1,518	3,848	5,699
Impairment	16	89	136	59	225
Foreign exchange (gain)/loss (net)	0	-30	13	897	89
Exceptional items	424	0	0	140	0
Profit / (loss) before Tax (PBT)	-380	85	-223	37	128
Tax Expense	110	162	-56*	133	197
Profit (loss) after Tax (PAT)	-490	-76	-168	-97	-69

* Deferred tax impact of RD Thailand

Consolidated Balance Sheet



Particulars (INR Million)	31-Mar-24	31-Mar-25	Particulars (INR Million)	31-Mar-24	31-Mar-25
Equity Share Capital	1,206	1,206	(a) Property, plant and equipment	14,995	16,331
Other equity	9,352	9,738	(b) Capital work-in-progress	110	35
Non-controlling Interest	2,928	3,079	(c) Right-of-use assets	16,906	18,799
Total Equity	13,486	14,023	(d) Investment properties	268	259
(a) Financial liabilities			(e) Goodwill	4,287	4,581
(i) Borrowings	7,255	6,701	(f) Other intangible assets	5,709	6,266
(ii) Lease liabilities	18,549	20,787	(h) Financial assets		
(iii) Other financial liabilities	285	54	(i) Loans	0	0
(b) Provisions	586	672	(ii) Other financial assets	1,166	1,521
(c) Other non-current liabilities	50	23	(i) Deferred tax assets (net)	512	574
Total Non-Current Liabilities	26,726	28,236	(j) Income tax assets (net)	298	8
(a) Financial liabilities			(k) Other non-current assets	213	275
(i) Borrowings	1,846	2,617	Total Non-Current Assets	44,463	48,648
(ii) Lease liabilities	1,407	1,771	(a) Inventories	1,310	1,482
(iii) Trade payables			(b) Financial assets		
(a) total outstanding dues of MSME	166	163	(i) Trade receivables	527	413
(b) total outstanding dues of creditors other than MSME	3,590	4,211	(ii) Cash and cash equivalents	1,676	1,814
(iv) Other financial liabilities	1,364	1,657	(iii) Bank balances other than cash and cash equivalents	132	0
(b) Other current liabilities	577	579	(iv) Other financial assets	571	473
(c) Provisions	116	136	(c) Income tax assets (net)	4	7
(d) Current tax liabilities (net)	46	6	(d) Other current assets	640	561
Total Current Liabilities	9,113	11,139	Total Current Assets	4,861	4,750
Total Liabilities	35,839	39,375	Total Assets	49,325	53,398
Total Equity and Liabilities	49,325	53,398			



Devyani International's Q4 & FY2025 Conference Call on Friday, May 23, 2025, 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 Friday, May 23, 2025, at 2:30 PM IST to discuss its results and developments for the quarter and year ended March 31, 2025. 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	:	Friday, May 23, 2025 at 2:30 PM IST
Conference Dial-In Primary Number	:	+91 22 6280 1141 / +91 22 7115 8042
<u>Toll Free Numbers</u>		
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	:	<div><div>To enable participants to connect to the conference call without having to wait for an operator, please register at the link below:</div><div> Click here to ExpressJoin the Call</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 more than 2,000 stores across more than 280 cities in India, Nigeria, Nepal and Thailand, as of March 31, 2025. In addition, DIL is the sole franchisee for Costa Coffee, Tea Live, New York Fries and Sanook Kitchen in India.

Yum! Brands Inc. operates brands such as KFC, Pizza Hut and Taco Bell brands and has presence globally with more than 60,000 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.



DEVYANI
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Thank You!

