

Date: 7th May 2025

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 year ended 31st March 2025.

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 delivers revenue growth of 11% and EBITDA growth of 4% in FY25

91 Stores	₹Mn 28,754	9.1%	17.1%
New Stores	Revenue	Adj: EBITDA%	EBITDA%
			
963 Total Stores	 11% YoY%	 4% YoY%	 4% YoY%

FY25 Performance Highlights

- In a difficult year Sapphire has delivered double digit Rest. count & Revenue growth. EBITDA grew by 4% at 17.1% and Adj. EBITDA declined by 4%. We added 91 restaurants during the year. Consol PAT (₹ 167 Mn, 0.6%) and Consol Adj. PAT (₹ 404 Mn, 1.4%).
- Sapphire KFC delivered robust performance with double digit revenue growth of 11% and Rest. EBITDA margin of 17.3%. We achieved a significant milestone of 500 KFC restaurants during the year and thereby doubled the count over last ~3 years.
- Sri Lanka business had a very strong turnaround with 14% LKR revenue growth (double digit SSSG & SSTG) & 24% in ₹ terms with healthy Rest. EBITDA margin of 15.4%.
- Sapphire Foods is ranked No.1 QSR in India for 2nd consecutive year on the Dow Jones Sustainability Index (DJSI). It was placed 7th amongst all QSRs globally at 97th percentile.
- At the Yum Global Franchise Convention in Apr'25, Sapphire Foods was recognized as:
 - World's Best KFC Franchisee
 - World's Top 4 Pizza Hut Franchisee
 - World's Best Pizza Hut Franchisee for People Practices (Sri Lanka business)

Sapphire Foods delivers revenue growth of 13% led by KFC India and Pizza Hut Sri Lanka in Q4 FY25

0 Stores	₹Mn 7,099	7.2%	16.0%
New Stores	Revenue	Adj: EBITDA%	EBITDA%
	  		
963 Total Stores	 13% YoY%	 7% YoY%	 3% YoY%

- Sapphire Foods delivered revenue of ₹ 7,099 Mn, 13% growth led by KFC India and Pizza Hut Sri Lanka.
- In Q4FY25 we added 6 KFC restaurants. Sapphire Foods total restaurant count is 963 as on 31st Mar 2025.
- Consol Rest. EBITDA decreased by 1% YoY, and margin was at 12.0% (↓160 bps)
- Adj. EBITDA of ₹ 508 Mn, 7% decline and Adj. EBITDA Margin of 7.2%. Consol EBITDA (₹ 1,133 Mn, 16.0%) increased YoY by 3% (↓ 150 bps)
- Consol PAT (₹ 20 Mn, 0.3%) | Consol Adj. PAT (₹ 33 Mn, 0.5%)
- Sapphire KFC SSSG trajectory (-1%) continued to improve vs previous 2 quarters with flat SSTG. While Rest. revenue grew strongly by 12%, Rest. EBITDA margin came at 15.7% (↓ 300 bps YoY) due to lower absolute Average Daily Sales (ADS of ₹108K), higher delivery mix and operating deleverage. The Epic core variety X value campaign covering Chicken Buckets, Zinger Burger, Boneless Chicken and Rolls is the focus for marketing in the coming quarters. Our sustained efforts behind improving our Own Delivery business has resulted in greater SSSG uplift in this channel vis a vis aggregator over the course of the entire year.
- For FY25 Sapphire KFC grew by 11% (revenue of ₹ 19,039) with Restaurant EBITDA of 17.3% down (240 bps) and opened 73 restaurants during the year with 502 restaurants.

- Sapphire Pizza Hut had a disappointing quarter with ADS of ₹42K (SSSG 1% YoY) lower than the ₹48K between Apr-Dec 2024. As a result while Rest. Sales increased by 5% YoY, Rest. EBITDA was negative at (4.6%) ↓190 bps YoY. The performance in the quarter reflects the longer horizon we will need in reviving the brand. Our innovation efforts continue with the launch of a refreshed core “Juicylicious” pizza range in Apr’25. Market research feedback shows that the new range has been significantly liked by consumers.

For FY25 Sapphire Pizza Hut grew by 5% (revenue of ₹ 5,450) with Restaurant EBITDA of 2.4% down (250 bps) and opened 15 restaurants during the year with 334 restaurants.

- Sri Lanka continued to show strong double digit SSSG (16% LKR) & SSSTG growth with Rest. EBITDA at 14.8% (↑ 250 bps YoY). Restaurant Sales grew by 19% in LKR (31% in ₹ terms). This quarter has capped a year of impressive turnaround of the Sri Lanka business.

For FY25 Sri Lanka business grew by 14% (revenue of LKR 14,969) with Restaurant EBITDA of 15.4% up (170 bps) and opened 7 restaurants during the year with 127 restaurants.

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 and Sri Lanka. 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 Mar 31, 2025, we own and operate 502 KFC and 334 Pizza Hut restaurants in India, 117 Pizza Hut and 10 Taco Bell restaurants in Sri Lanka.

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

Company	Investor Relations: Vogabe Advisors
Name: Mr. Kaushik Vankadkar	Name: Ms. Himani Singla, Vogabe Advisors
Email: kaushik.Vankadkar@sapphirefoods.in	Email: sapphirefoods@vogabe.com
CIN: L55204MH2009PLC197005	Tel : + 91 9569926021
www.sapphirefoods.in	www.vogabe.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

Q4 AND FY25 BUSINESS PERFORMANCE

MAY'2025



SAFE HARBOR



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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

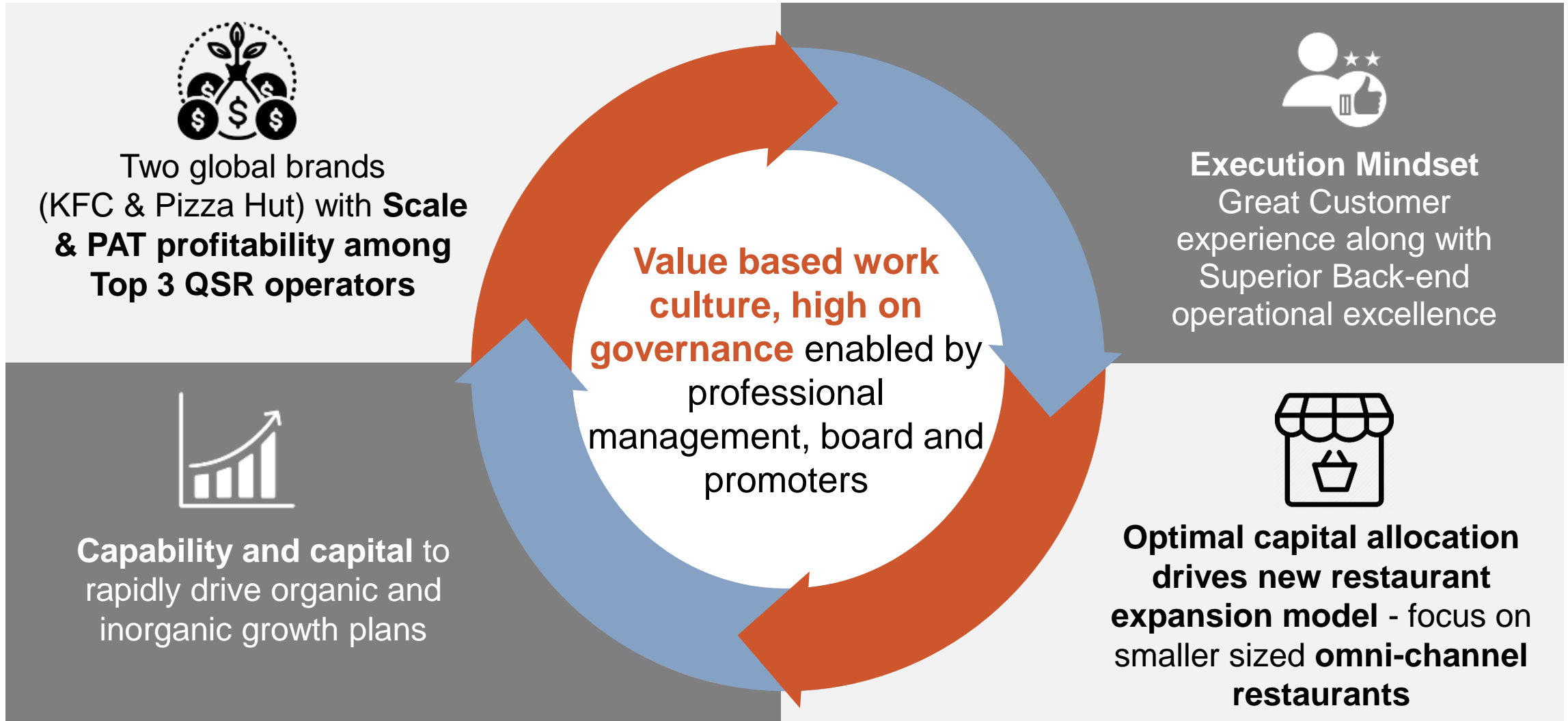
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known 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





Q4 AND FY25

CONSOLIDATED FINANCIAL HIGHLIGHTS

SAPPHIRE FOODS: 4-YEAR SCORECARD

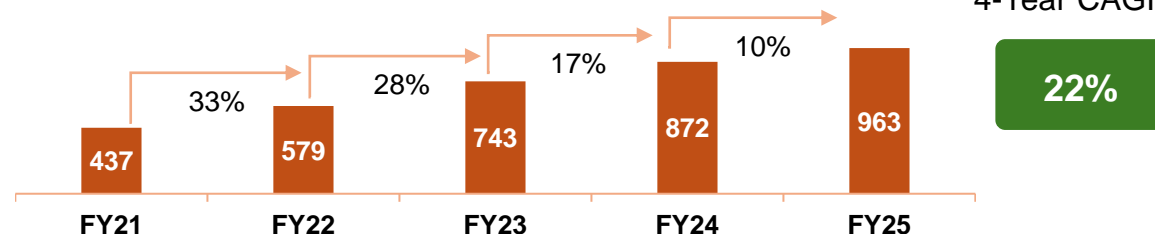


4-Year CAGR

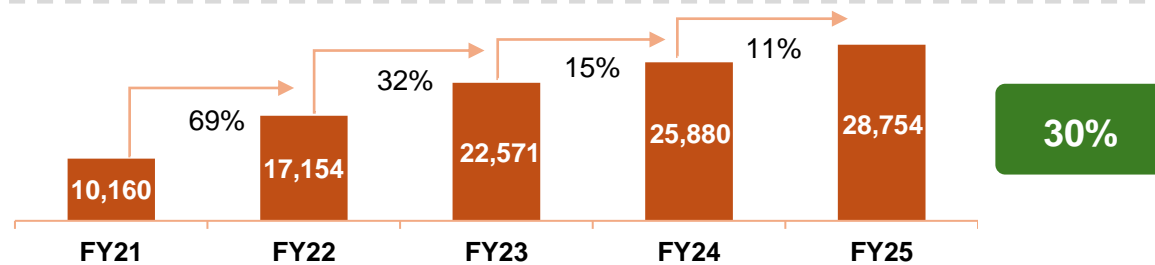
FY25 Performance Highlights

- In a difficult year Sapphire has delivered double digit Rest. count & Revenue growth. EBITDA grew by 4% at 17.1% and Adj. EBITDA declined by 4%. We added 91 restaurants during the year.
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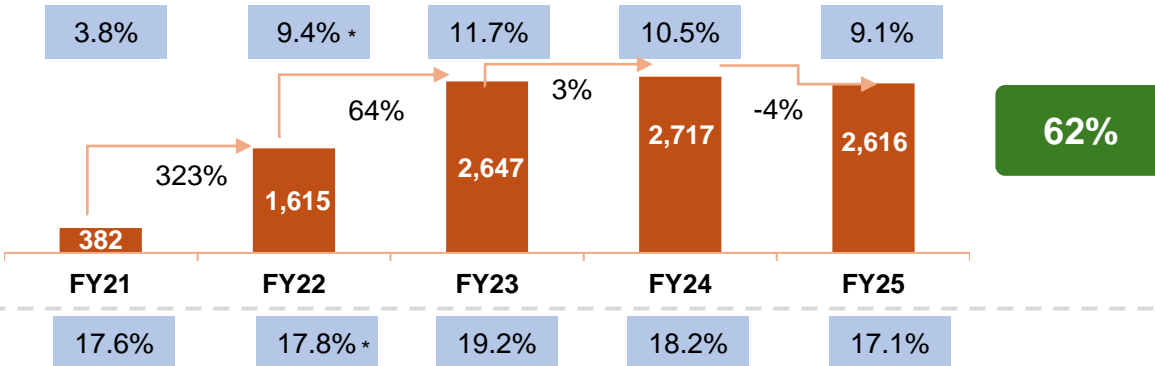
No. of Restaurants



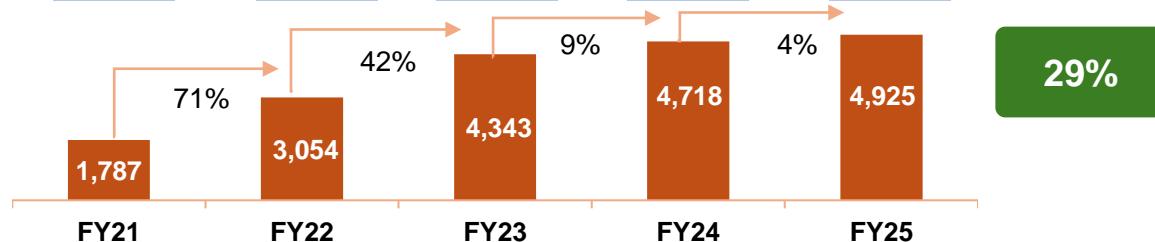
Restaurant Sales ₹ Mn



Adj. EBITDA ₹ Mn / %



EBITDA ₹ Mn / %



Adj. EBITDA is before Ind-AS 116 adjustments

* Adj EBITDA & EBITDA for FY22 have been normalized for additional incentive from Yum accrued in that year

SAPPHIRE KFC - BEST FRANCHISEE IN THE WORLD



SAPPHIRE LANKA PIZZA HUT - BEST FRANCHISEE FOR PEOPLE PRACTICE



KEY HIGHLIGHTS

Q4 FY25



- Sapphire Foods delivered revenue of ₹ 7,099 Mn, 13% growth led by KFC India and Pizza Hut Sri Lanka.
- In Q4FY25 we added 6 KFC restaurants. Sapphire Foods total restaurant count is 963 as on 31st Mar 2025.
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SUMMARY CONSOLIDATED FINANCIALS

Q4 & FY25



Particulars	Q4 FY25	Q4 FY24	Change YoY	FY25	FY24	Change YoY
Restaurant Sales ₹ mn	7,099	6,297	▲ 13%	28,754	25,880	▲ 11%
Adj. EBITDA ₹ mn	508	544	▼ -7%	2,616	2,717	▼ -4%
%	7.2%	8.6%	▼ -140 bps	9.1%	10.5%	▼ -140 bps
EBITDA ₹ mn	1,133	1,102	▲ 3%	4,925	4,717	▲ 4%
%	16.0%	17.5%	▼ -150 bps	17.1%	18.2%	▼ -110 bps
Adj. PBT ₹ mn *	63	83	▼ -25%	699	1,057	▼ -34%
%	0.9%	1.3%	▼ -40 bps	2.4%	4.1%	▼ -170 bps
PBT ₹ mn *	45	8	▲ 434%	384	699	▼ -45%
%	0.6%	0.1%	▲ 50 bps	1.3%	2.7%	▼ -140 bps
Restaurant Additions	0	22		91	129	

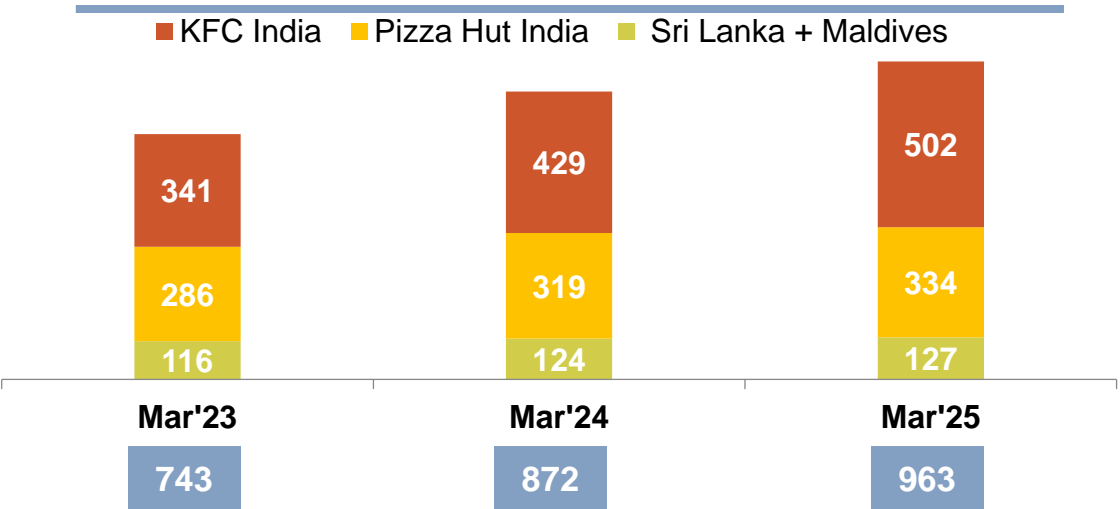
#Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments

* Adj. PBT & PBT of Q4 FY25 and FY25 are before the exceptional items of ₹ 39 Mn and ₹153 Mn respectively towards impairment

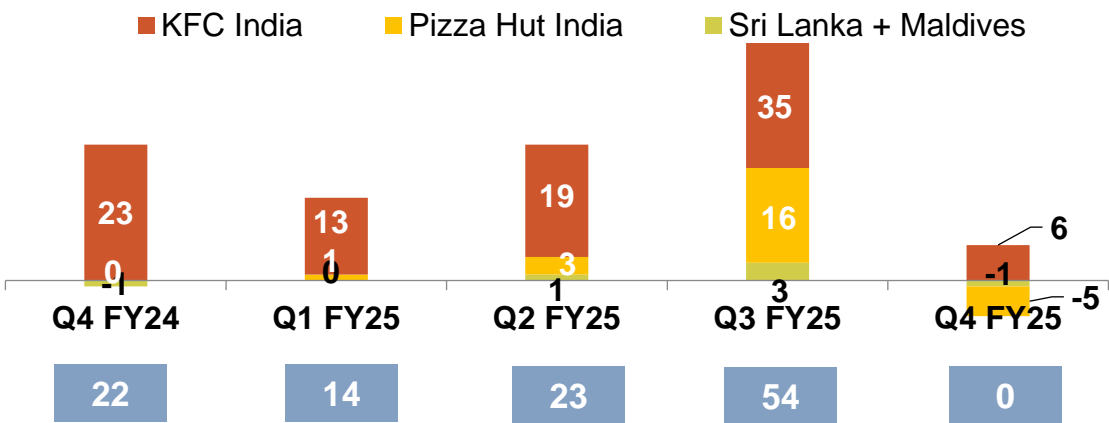
SAPPHIRE FOODS CURRENT PRESENCE



RESTAURANT COUNT

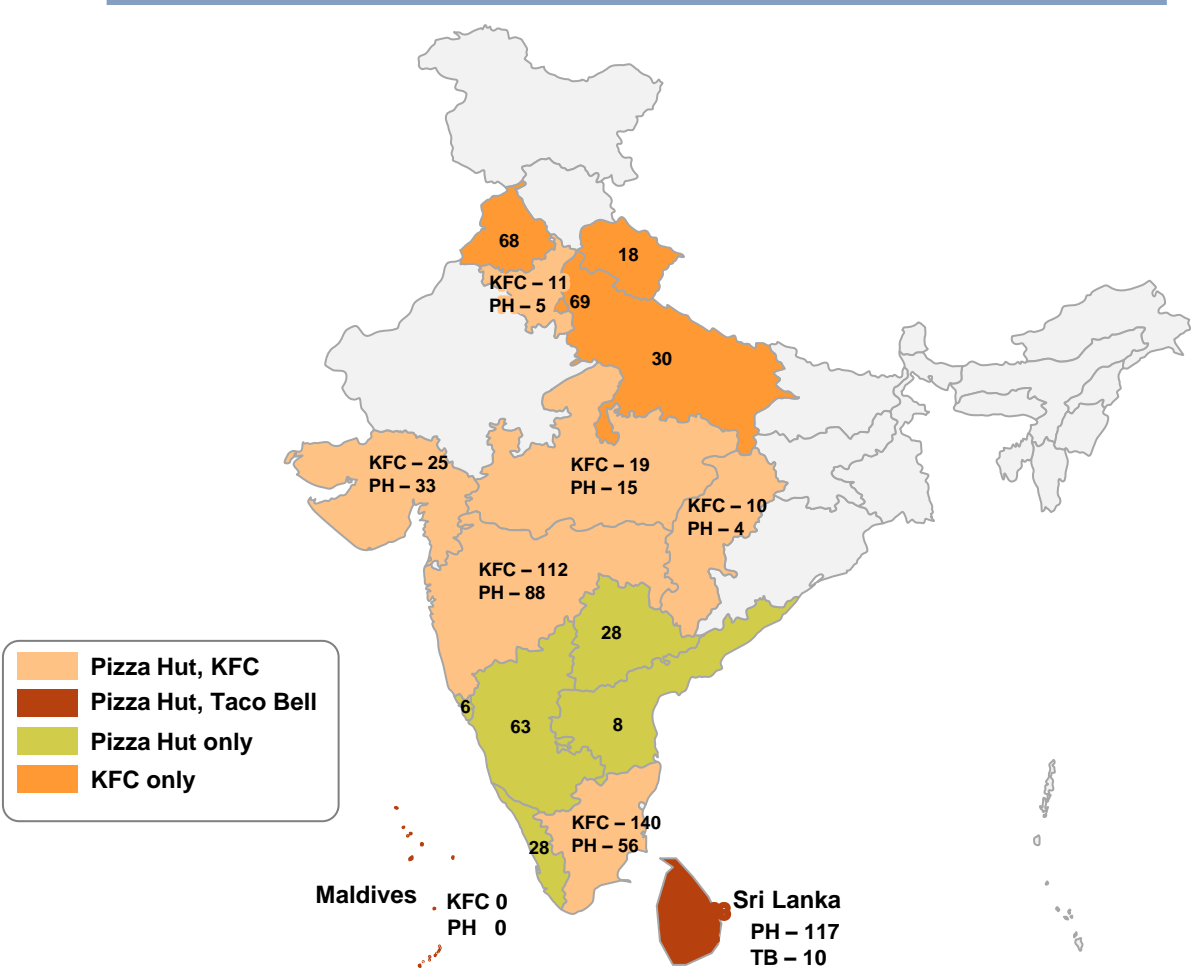


RESTAURANT ADDITION



As on 31st Mar 25 all the 4 Maldives restaurants are closed.

RESTAURANT DISTRIBUTION ACROSS INDIAN SUBCONTINENT

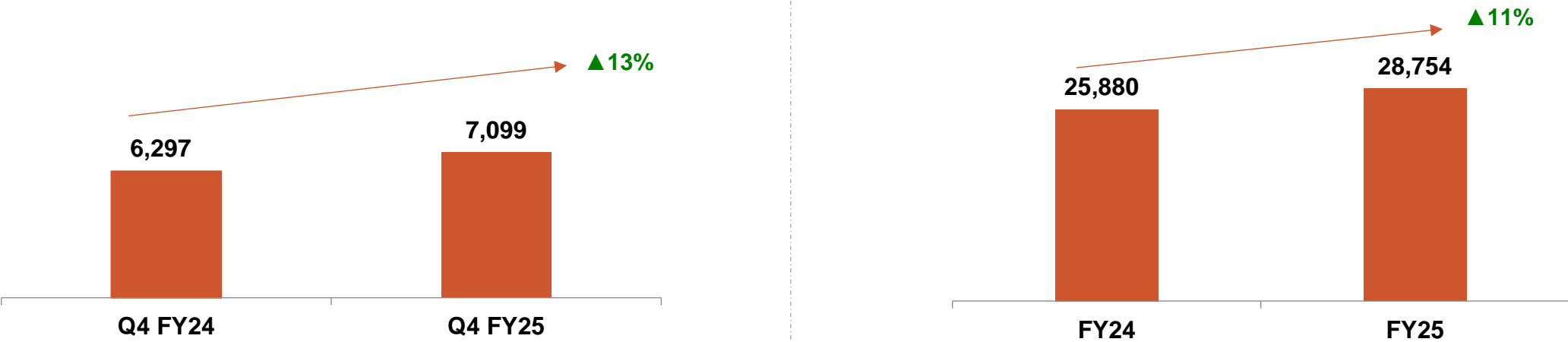


FINANCIAL HIGHLIGHTS

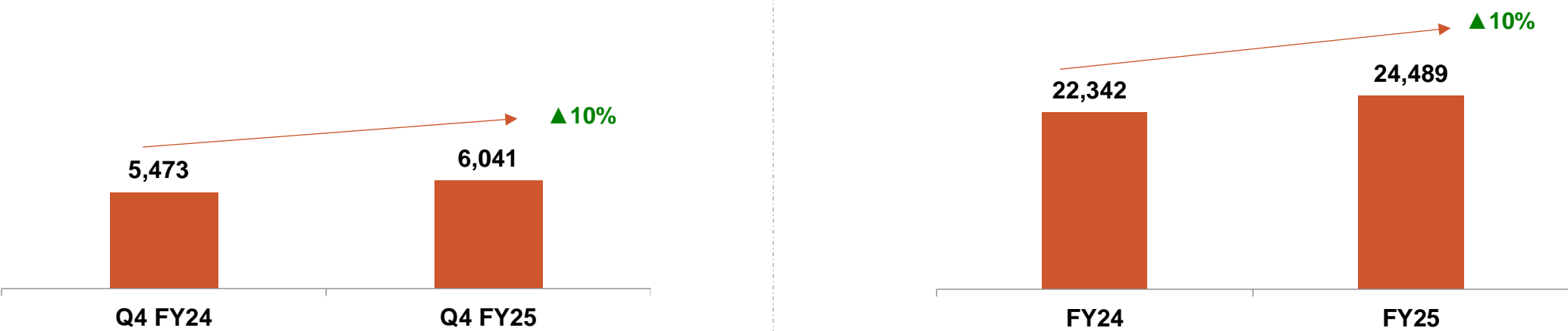
Q4 & FY25



CONSOLIDATED RESTAURANT SALES (₹ MN)



INDIA RESTAURANT SALES (₹ MN)

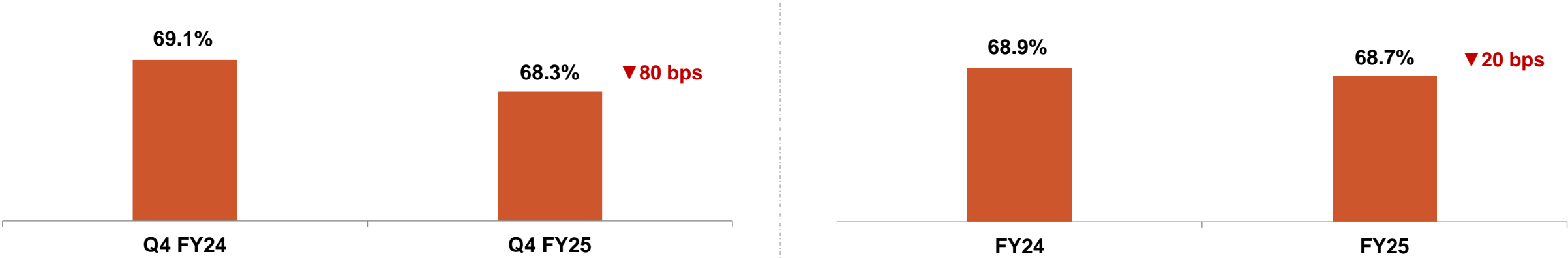


FINANCIAL HIGHLIGHTS

Q4 & FY25



CONSOLIDATED GROSS MARGIN (%)



INDIA GROSS MARGIN (%)

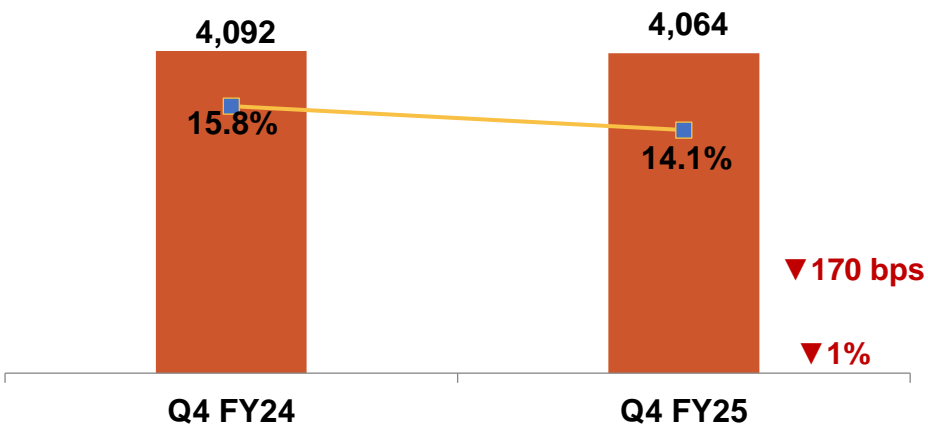
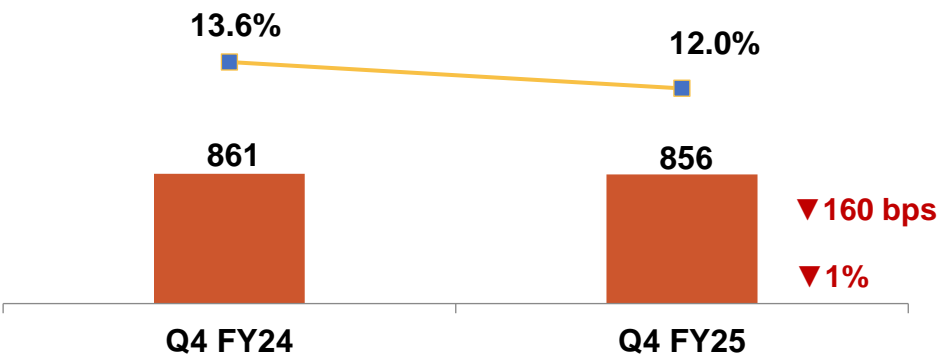


FINANCIAL HIGHLIGHTS

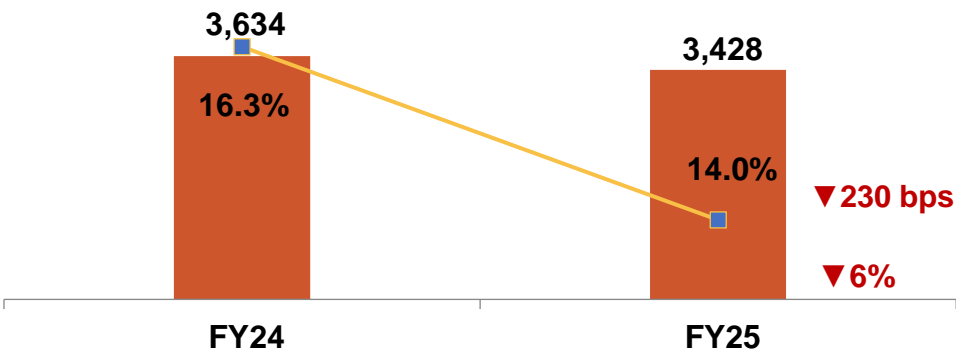
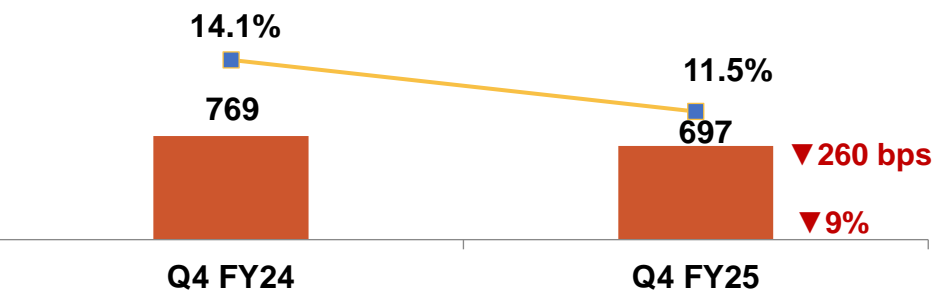
Q4 & FY25



CONSOLIDATED RESTAURANT EBITDA (₹ MN / %)



INDIA RESTAURANT EBITDA (₹ MN / %)



Restaurant EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

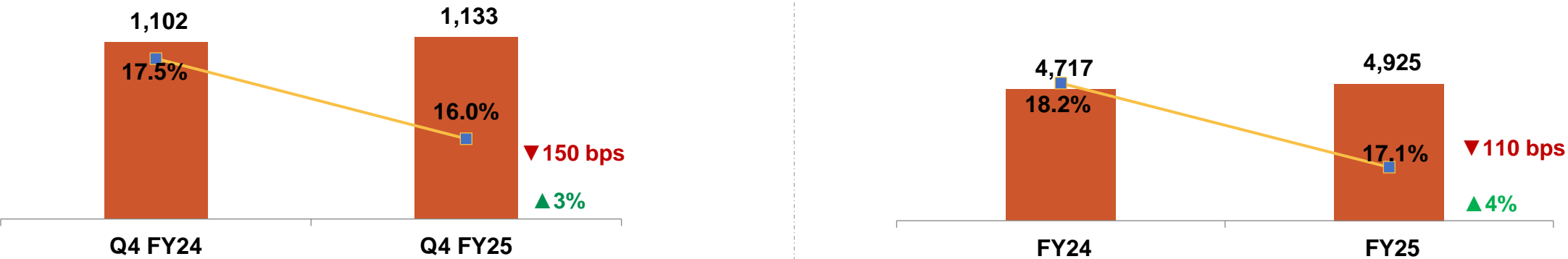
Q4 & FY25



ADJ. EBITDA (₹ MN / %) #



EBITDA (₹ MN / %)



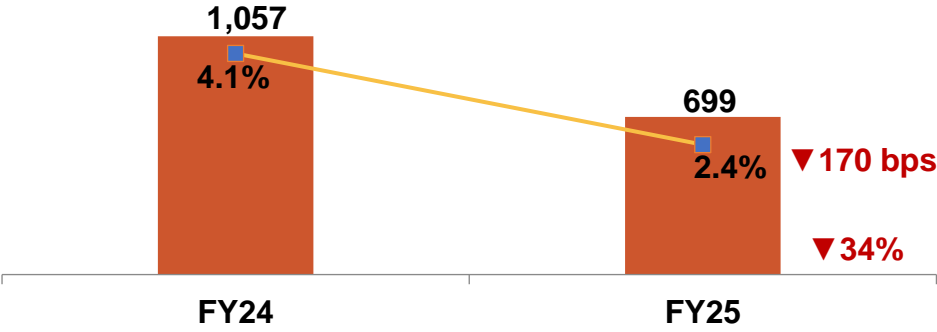
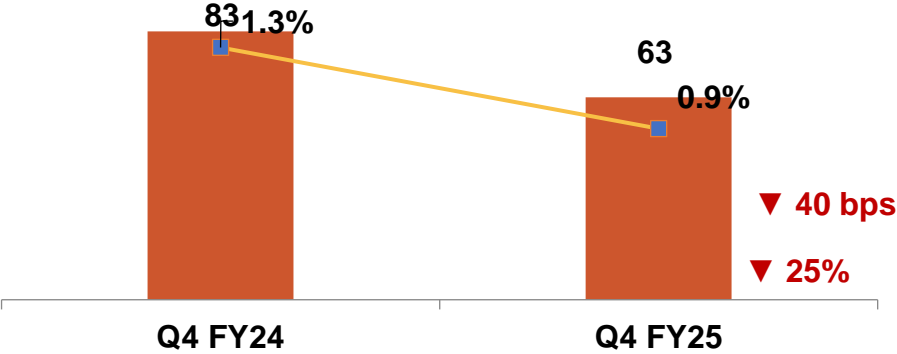
Adj. EBITDA is before Ind-AS 116 adjustments

FINANCIAL HIGHLIGHTS

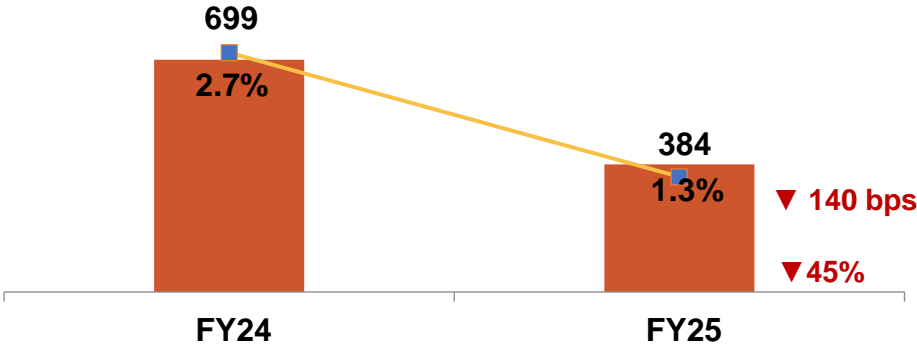
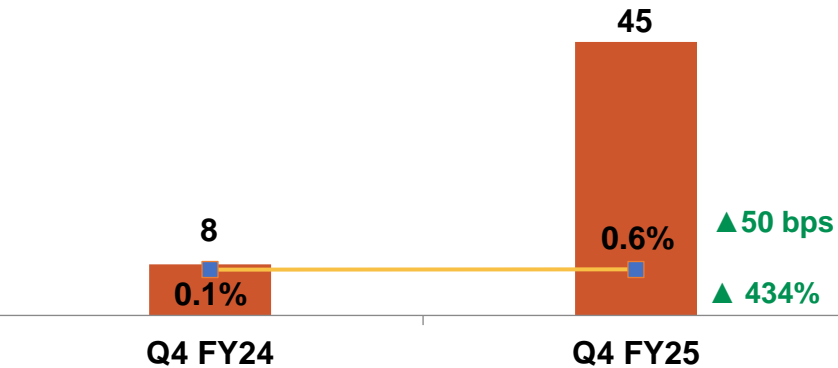
Q4 & FY25



Adj. PROFIT BEFORE TAX (₹ MN / %) #



PROFIT BEFORE TAX (₹ MN / %)



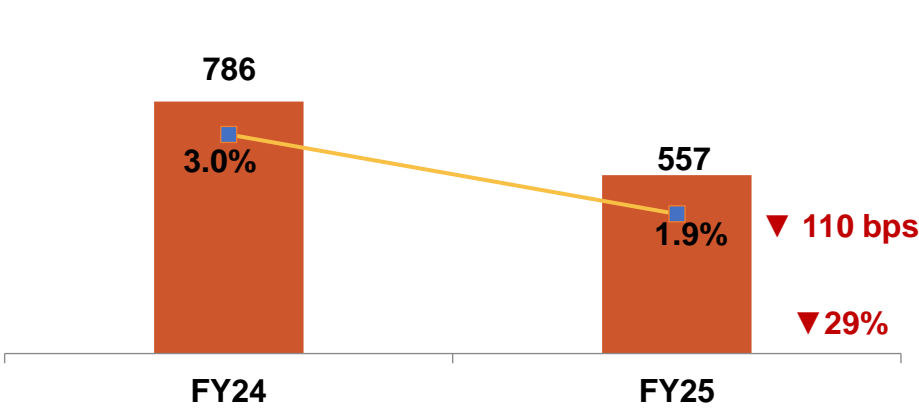
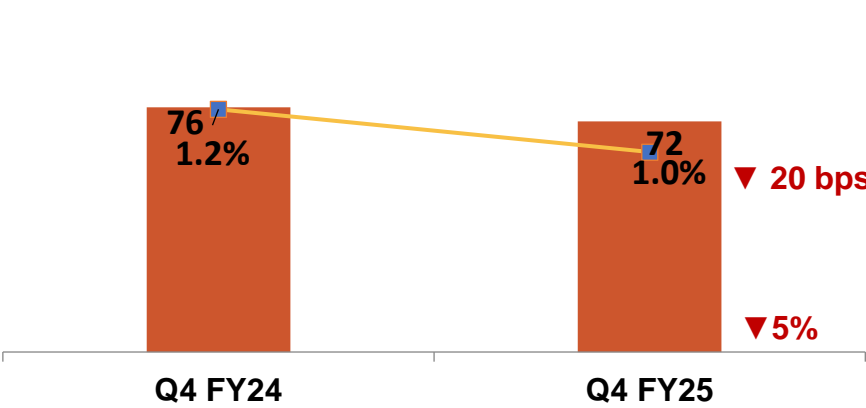
Adj. PBT is before Ind-AS 116 adjustments
Note: Adj. PBT & PBT of Q4 FY25 and FY25 are before the exceptional items of ₹ 39 Mn and ₹153 Mn respectively towards impairment

FINANCIAL HIGHLIGHTS

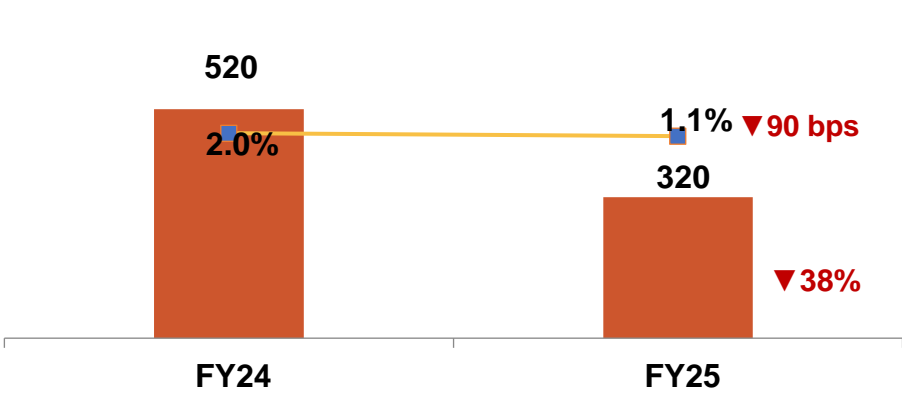
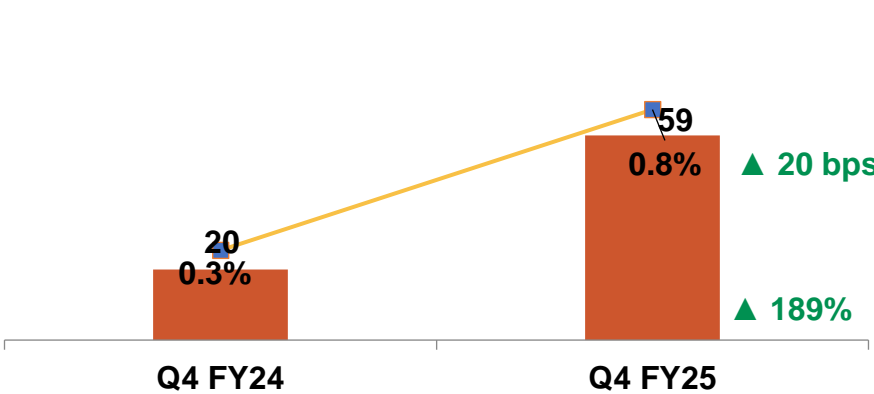
Q4 & FY25



Adj. PROFIT AFTER TAX (₹ MN / %) #



PROFIT AFTER TAX (₹ MN / %)



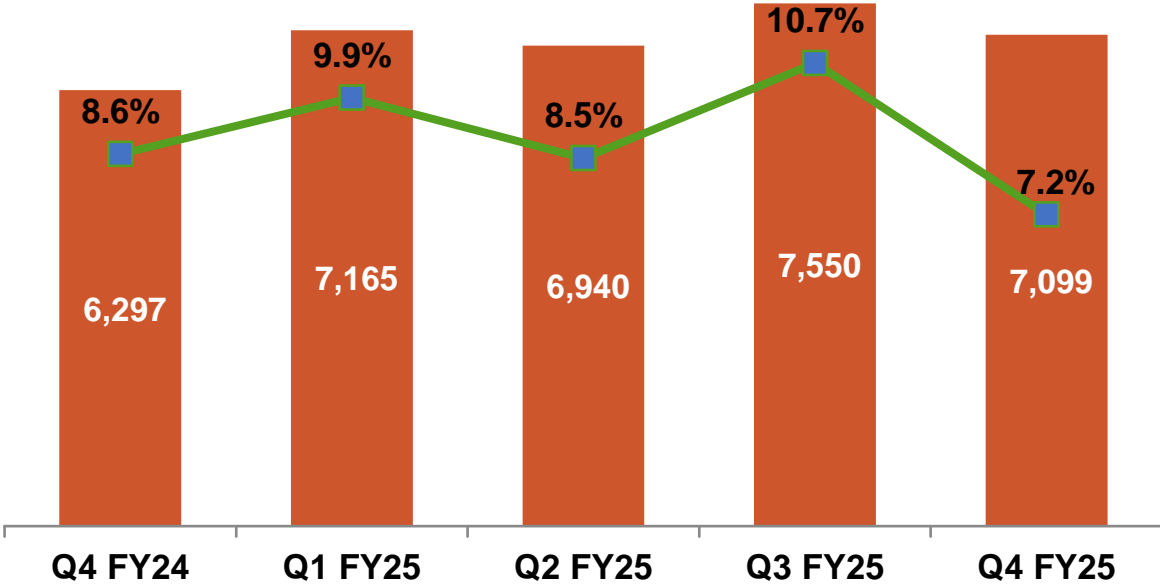
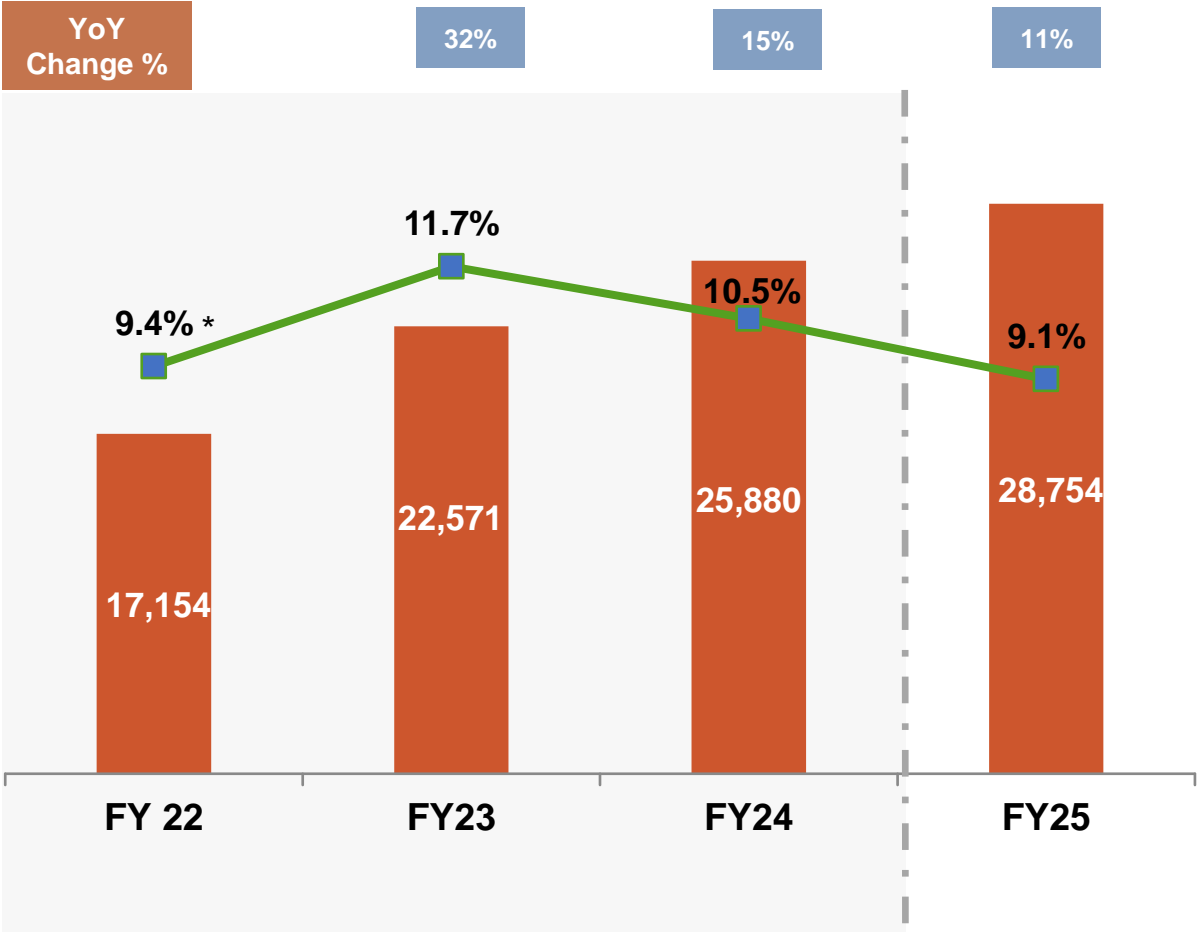
Adj. PAT is before Ind-AS 116 adjustments
Note: Adj. PAT & PAT of Q4 FY25 and FY25 are before the exceptional items of ₹ 39 Mn and ₹153 Mn respectively towards impairment

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)	Q4 FY25	Q4 FY24	YoY %	FY25	FY24	YoY %
Restaurant Sales	7,098.62	6,297.42	13%	28,753.63	25,879.61	11%
Other operating income	14.79	19.53		65.01	63.18	
COGS	2,265.61	1,966.03		9,068.44	8,109.06	
Gross Profit	4,847.80	4,350.92	11%	19,750.20	17,833.73	11%
Gross Margin%	68.3%	69.1%		68.7%	68.9%	
Employee Expenses	977.17	857.11		3,863.95	3,455.55	
Other Expenses	2,737.87	2,391.46		10,961.18	9,660.71	
EBITDA	1,132.76	1,102.35	3%	4,925.07	4,717.47	4%
EBITDA Margin %	16.0%	17.5%		17.1%	18.2%	
Depreciation	849.67	870.12		3,639.16	3,238.96	
Finance Cost	297.54	275.15		1,116.26	1,009.08	
Other Income	59.25	51.31		214.66	229.66	
PBT before exceptional items	44.80	8.39	434%	384.31	699.09	-45%
PBT Margin %	0.6%	0.1%		1.3%	2.7%	
Exceptional items	38.75	0.00		152.95	0.00	
PBT after exceptional items	6.05	8.39		231.36	699.09	
Tax Expense	-14.19	-12.00		64.32	179.53	
PAT	20.24	20.39	-1%	167.04	519.56	-68%
PAT Margin %	0.3%	0.3%		0.6%	2.0%	

Figures are regrouped/reclassified for the purpose of presentation

Exceptional items Q4 FY25 and FY25 are ₹ 39 Mn and ₹153 Mn respectively towards impairment

CONSOLIDATED BALANCE SHEET



Particulars (In Rs mn)	FY25	FY24
Total Assets	30,350.25	28,400.81
Fixed assets other than Goodwill	11,431.85	11,017.65
Goodwill	1,582.84	1,621.59
Right of use assets	10,935.30	9,818.21
Inventories	956.14	968.82
Trade receivables	365.62	343.84
Cash and bank balances, Investment in MF's	2,219.22	1,675.75
Other current and non - current asset	2,918.91	2,954.95
Total Liabilities	16,448.12	15,002.69
Lease Liabilities	12,723.05	11,362.93
Borrowings	198.61	276.22
Trade payables	2,425.21	2,308.33
Other Non-current and Current liabilities	1,101.25	1,055.21
Total Net Worth	13,961.76	13,398.12
Total Equity	13,961.76	13,398.12
Equity share capital	642.38	637.04
Other equity	13,338.27	12,754.37
Non controlling interests	-18.89	6.71

Figures are regrouped/reclassified for the purpose of presentation

KFC India Business Performance



KFC BRAND PRIORITIES



Enhance Fried Chicken Category Relevance

- “Taste The Epic” campaign to popularize Core Variety offerings (Chicken Bucket, Boneless, Zinger Burger, Rolls)



Craveable Taste

- Launch of KFC Gold premium range of Zinger Burger & Chicken strips



Value

- 3 Tier value structure:
 - Introduce Core at ₹ 99/-
 - Enhance Individual meal offering at ₹149/-
 - Retain strong offering of Group meal at ₹ 399/-



Frictionless Customer Experience

- Digital Kiosks roll out
- Strengthen Own Delivery through KFC App



Operational Excellence

- >4.0 ratings across Swiggy, Zomato & Google
- Dynamic Material Planning and Consumption tool to improve speed of service and reduce wastage



Improve Accessibility

- Continue current pace of expansion (70-80 stores per year)

KFC BRAND PRIORITIES

Fried Chicken Category Relevance



KFC BRAND PRIORITIES

Craveable taste / Value



KFC® BONELESS ₹99*
STARTING

PICK

POP

DIP

STRIP

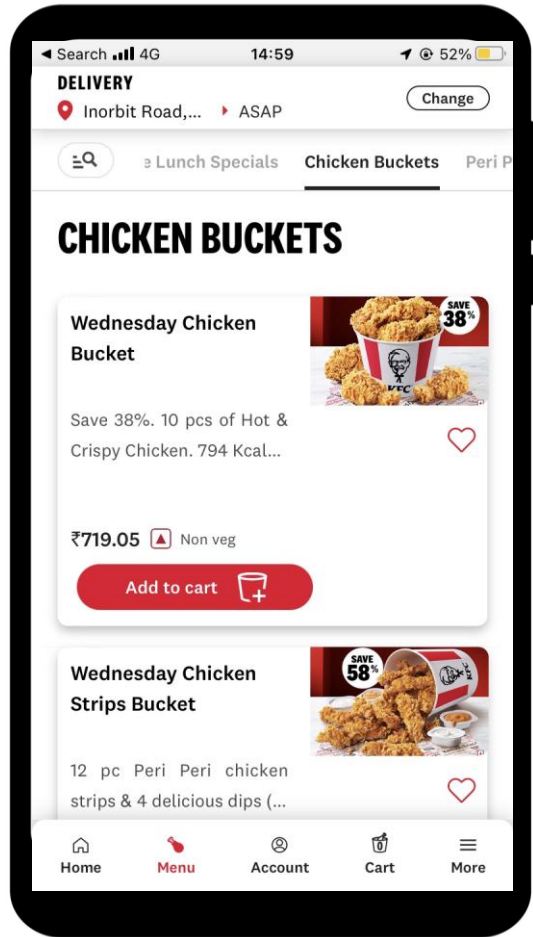
WALK IN NOW FOR EPIC DEALS

NEAREST KFC STORE - 100 M.

LSM_Size: 16"X8"(Ratio 2:1), Job No: 1377799/jan, Dt: 06/02/2025

KFC BRAND PRIORITIES

Frictionless customer experience / Digital



Total App downloads – **50.7 Mn+**
Monthly Active Users – **2.1 Mn**



Digital **KIOSKs** implemented at **238**
Restaurants

KFC BRAND PRIORITIES

Improving Accessibility – Crossed the milestone of 500 stores



KARAIKAL, TAMIL NADU



KHED SHIVAPUR PUNE BENGALURU HIGHWAY



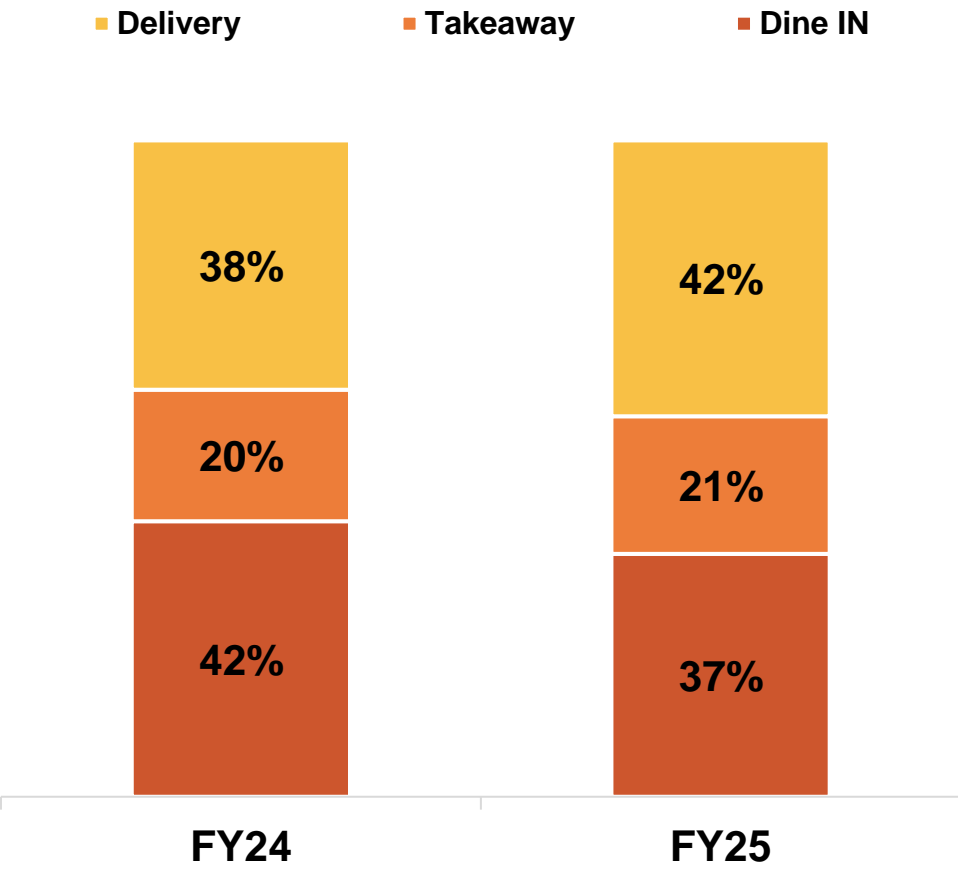
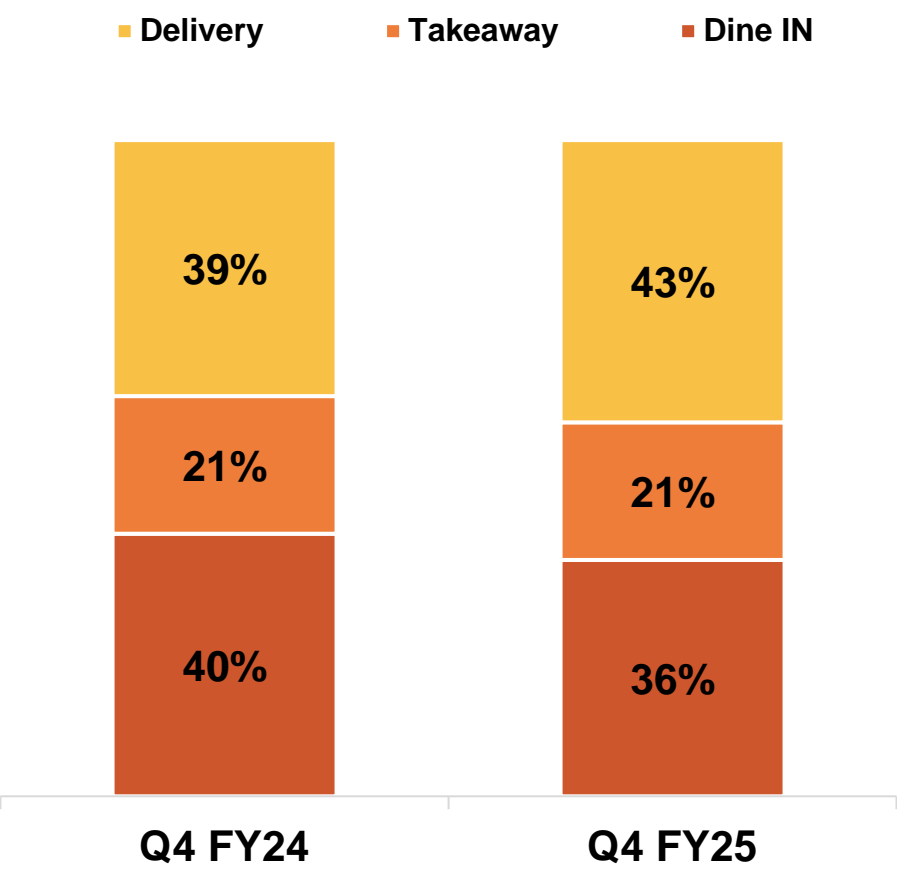
MARVE ROAD, MUMBAI



BHANPUR, BHOPAL

KFC INDIA

Q4 & FY25 - CHANNEL SALES CONTRIBUTION

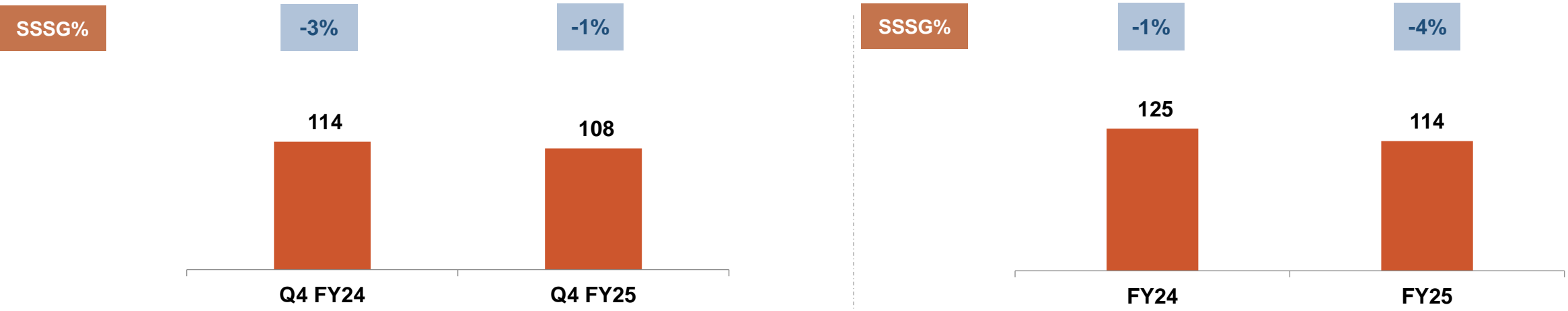


KFC INDIA

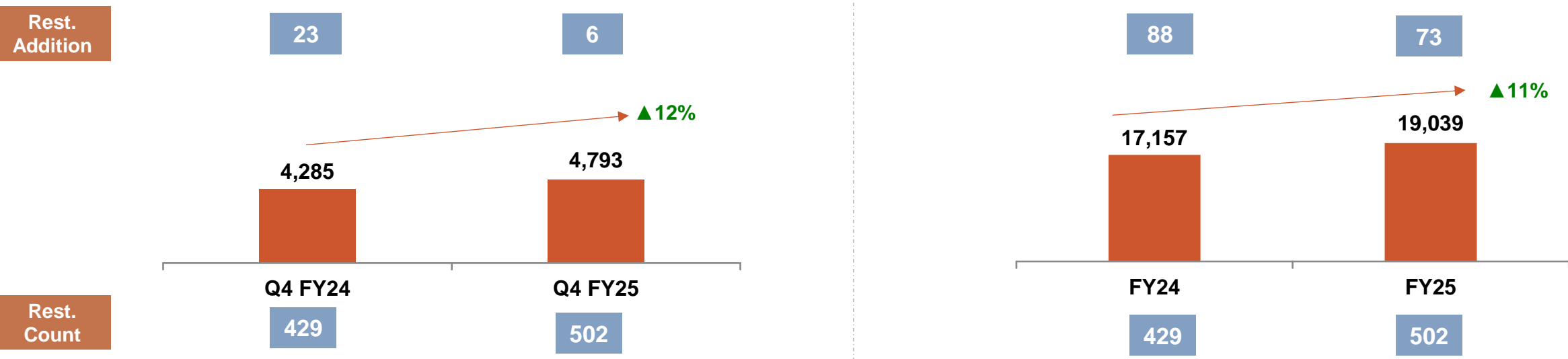
Q4 & FY25



AVERAGE DAILY SALES (₹ '000)



RESTAURANT SALES (₹ MN)



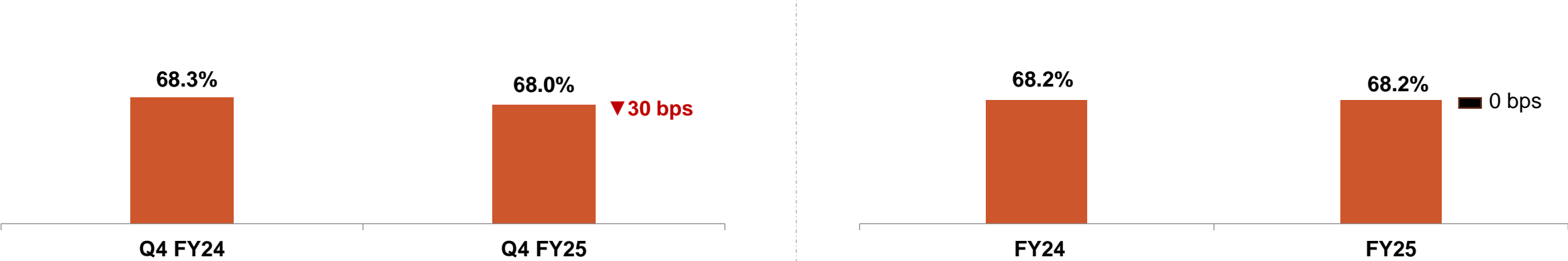
Average daily sales is for all restaurants including new additions during the period

KFC INDIA

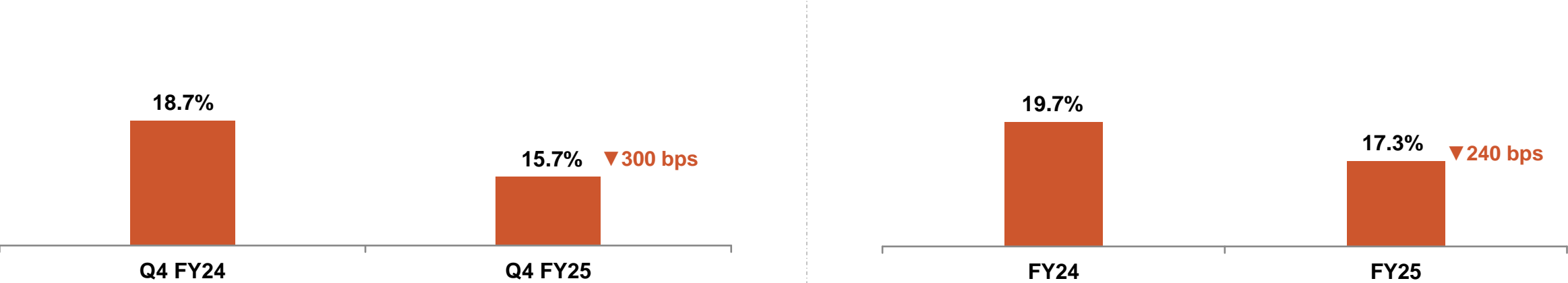
Q4 & FY25



GROSS MARGIN %



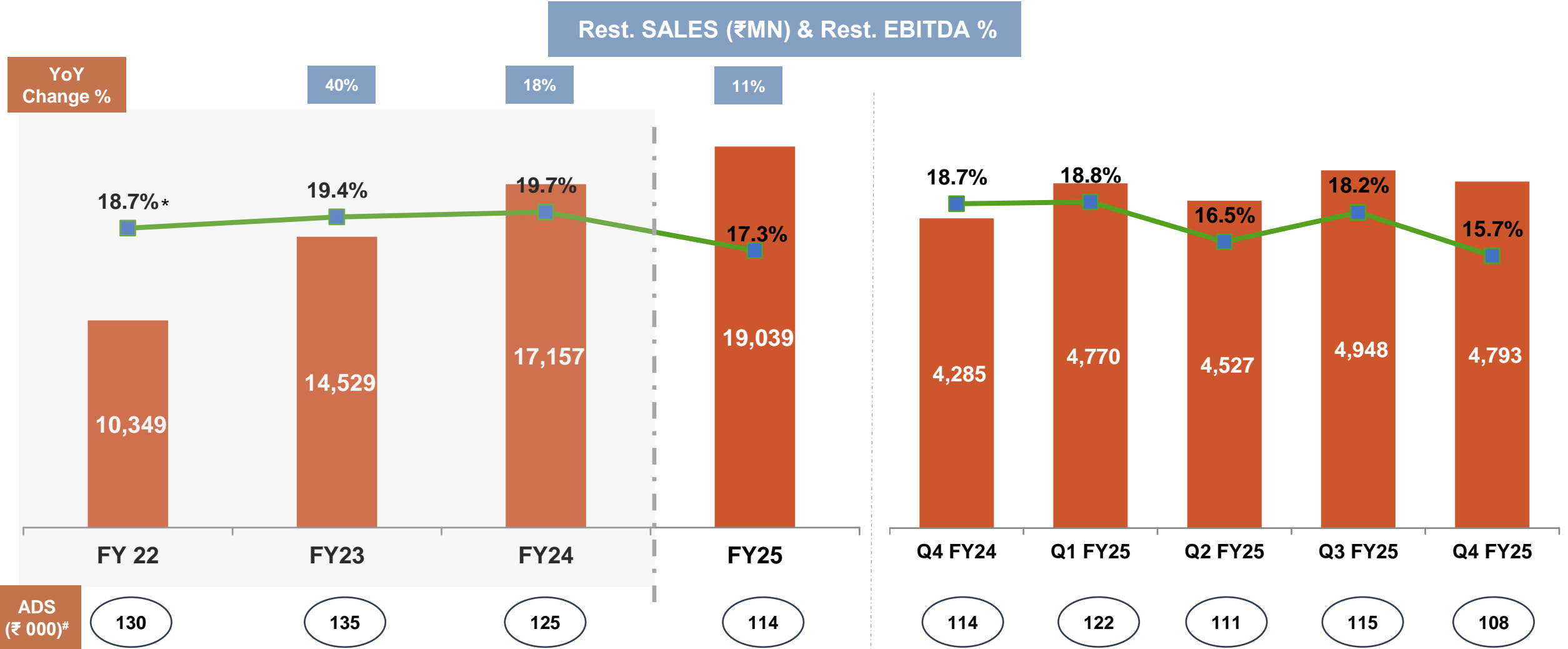
RESTAURANT EBITDA (%)#



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



NEW

Melts[®]

Crispy. Cheesy. Loaded.

Starting @

₹ **169***

**Pizza Hut India –
Business Performance**

🇮🇳 📍 *T&Cs Apply.

PIZZA HUT:

ACTION UPDATE ON DINE-IN LED OMNI CHANNEL CUSTOMER PROMISE



+	Taste Superiority through pizza & sides innovation	+	Differentiated Dine-In Experience (like Casual Dine-In restaurants)	+	Hot n Fresh Delivery Experience
+	Competitive value for money	+	Mass media advertising to drive consumer awareness & consideration	+	Cautious store expansion (~1000/1200 sqft stores)

+

Our strategy for revival of Pizza Hut brand continues to remain as above | this resulted in improved performance in the 9 months between Apr-Dec 24 (ADS improved from ₹41K to ₹48K)

However, starting JFM 25 quarter we have not invested in mass media advertising | this has impacted transactions in JFM 25 quarter | the performance in the quarter reflects the longer horizon we will need in reviving the brand

We have an exciting refresh of our core Pizzas, “Juicylicious Pizza” launched in Apr’25 | this will be backed by mass-media advertising in Tamil Nadu (Sapphire exclusive market) and below-the-line media in other markets

PIZZA HUT BRAND PRIORITIES

Build Brand Salience / Value



PIZZA HUT BRAND PRIORITIES

Product Innovation



GOODBYE DRY PIZZAS

Introducing **Juicylicious** Pizzas



3 FLAVOURS OF MARINATED TOPPINGS & RICH INDIAN SAUCES

AVAILABLE IN PANEER/CHICKEN

SPECIAL PRICE ₹249 FREE WITH

***FREE PEPSI ON DINE-IN**

WALK-IN

Download our app or visit pizzahut.co.in

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

GOODBYE DRY PIZZAS

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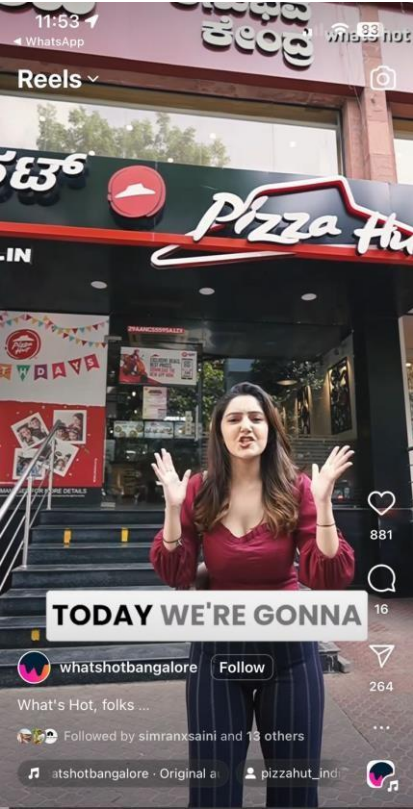
WALK-IN

Download our app or visit pizzahut.co.in

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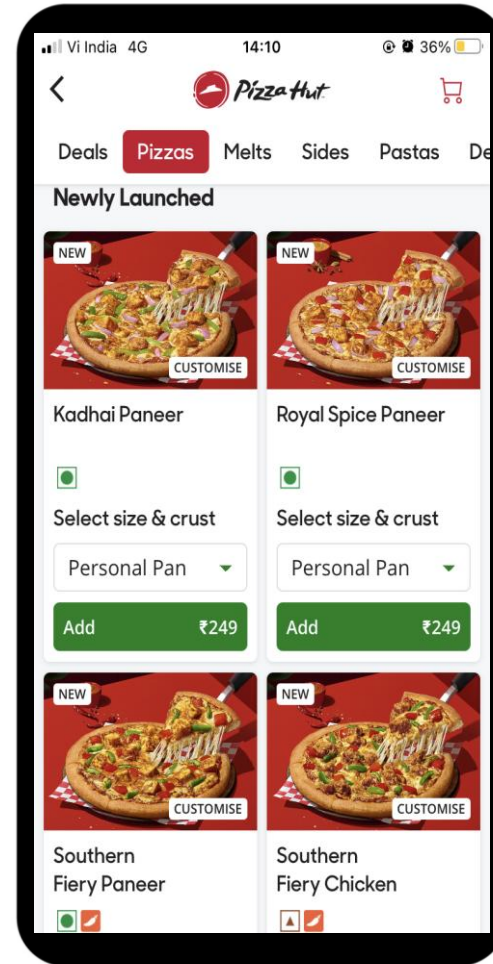
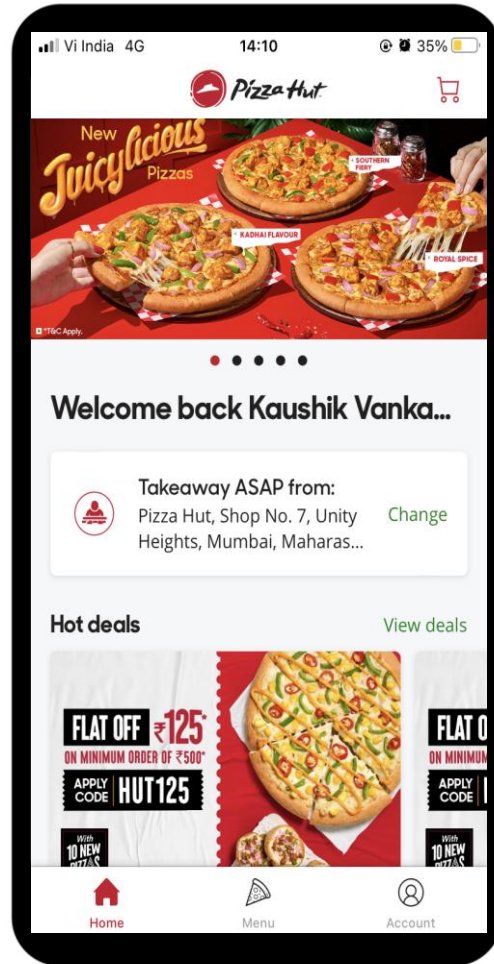
PIZZA HUT BRAND PRIORITIES

Build Brand Salience / Digital Influencers



PIZZA HUT BRAND PRIORITIES

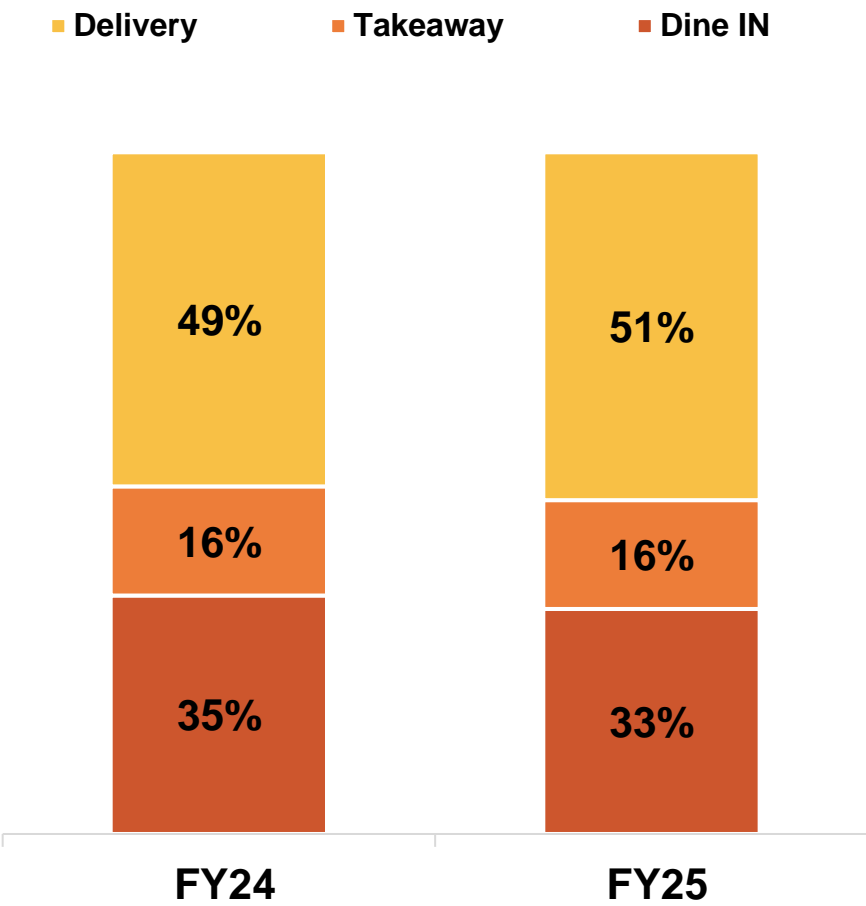
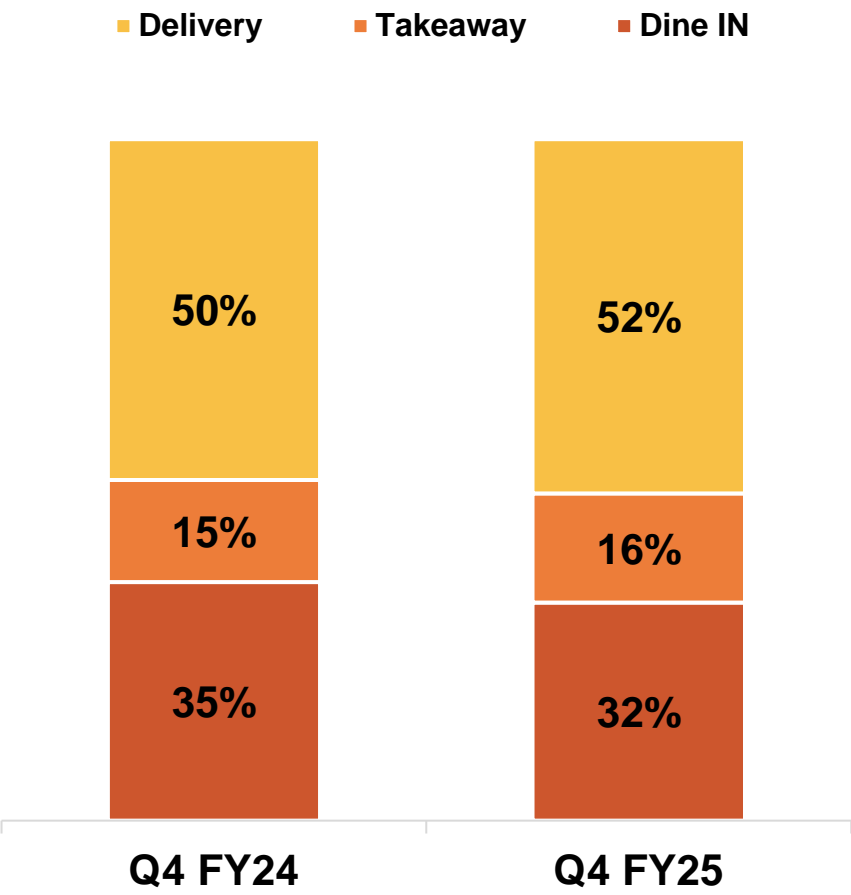
Digital / Operational Excellence



Total App Downloads – **16.6 Mn+**
Monthly Active Users – **1.4 Mn**

PIZZA HUT INDIA

Q4 & FY25 - CHANNEL SALES CONTRIBUTION

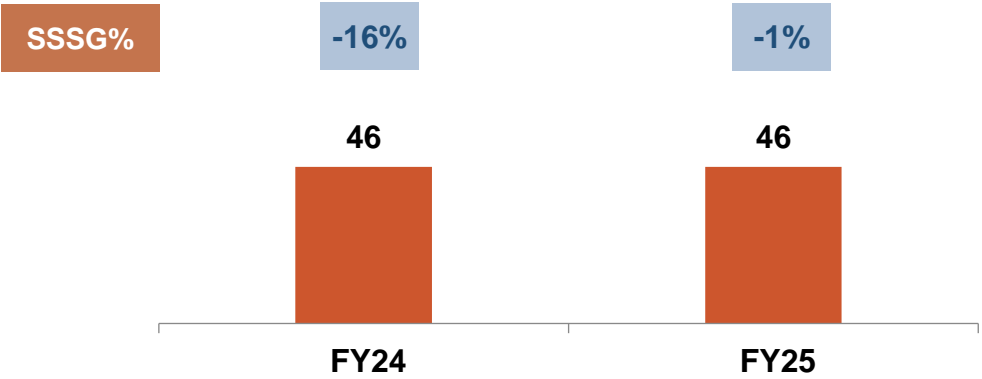
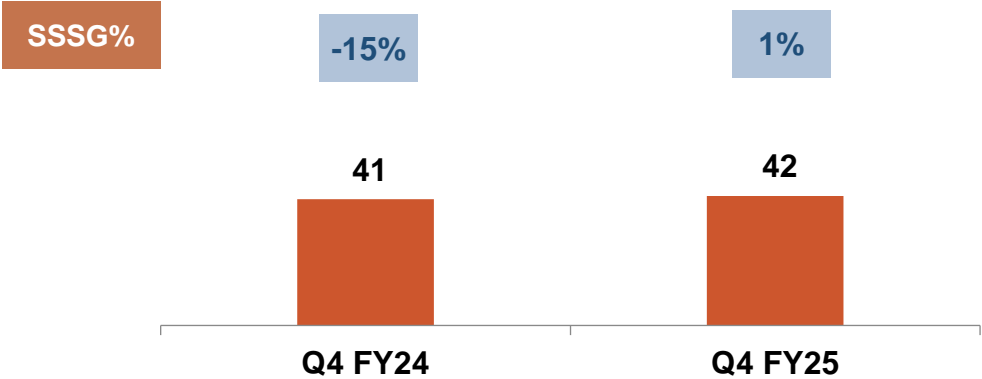


PIZZA HUT INDIA

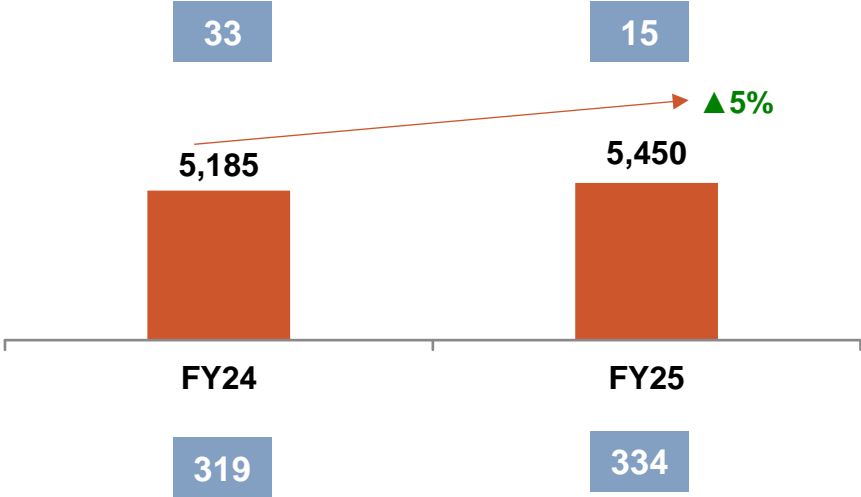
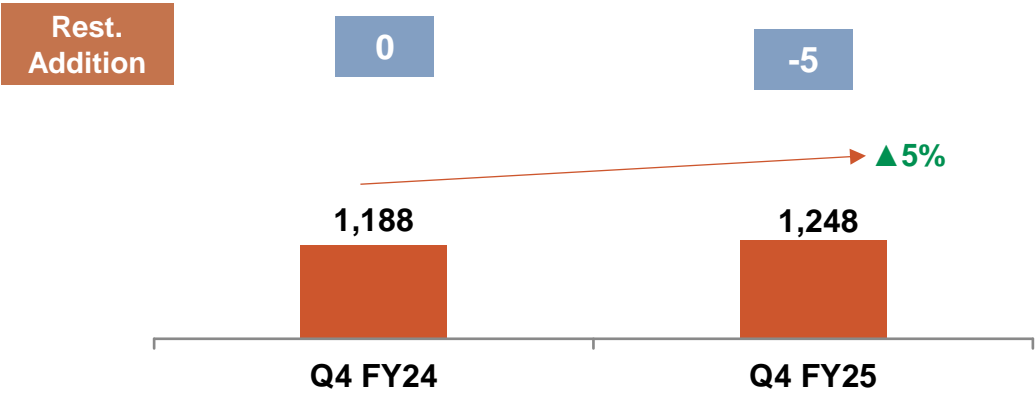
Q4 & FY25



AVERAGE DAILY SALES (₹ '000)



RESTAURANT SALES (₹ MN)



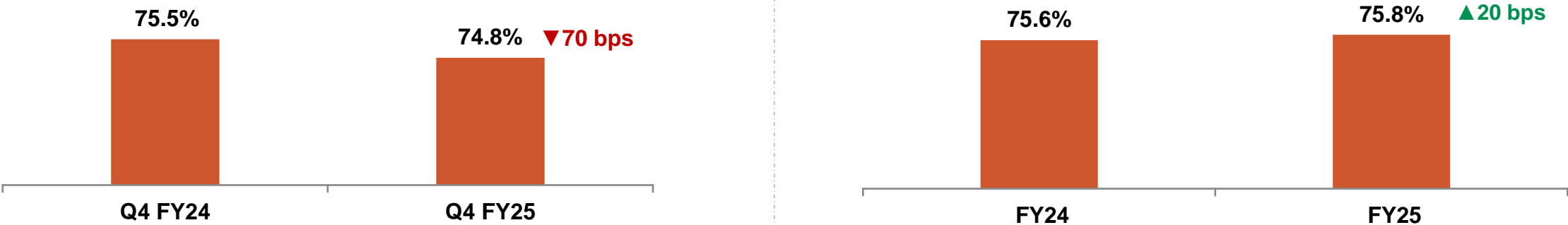
Average daily sales is for all restaurants including new additions during the period

PIZZA HUT INDIA

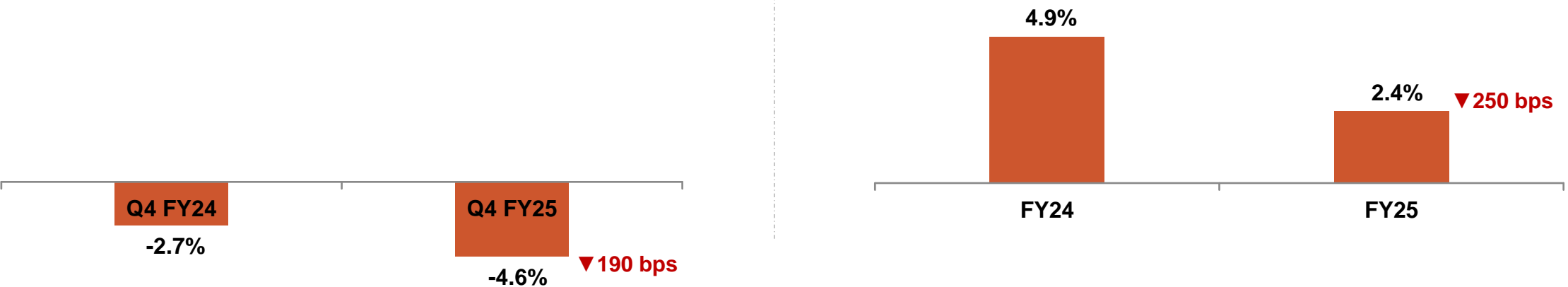
Q4 & FY25



GROSS MARGIN (%)



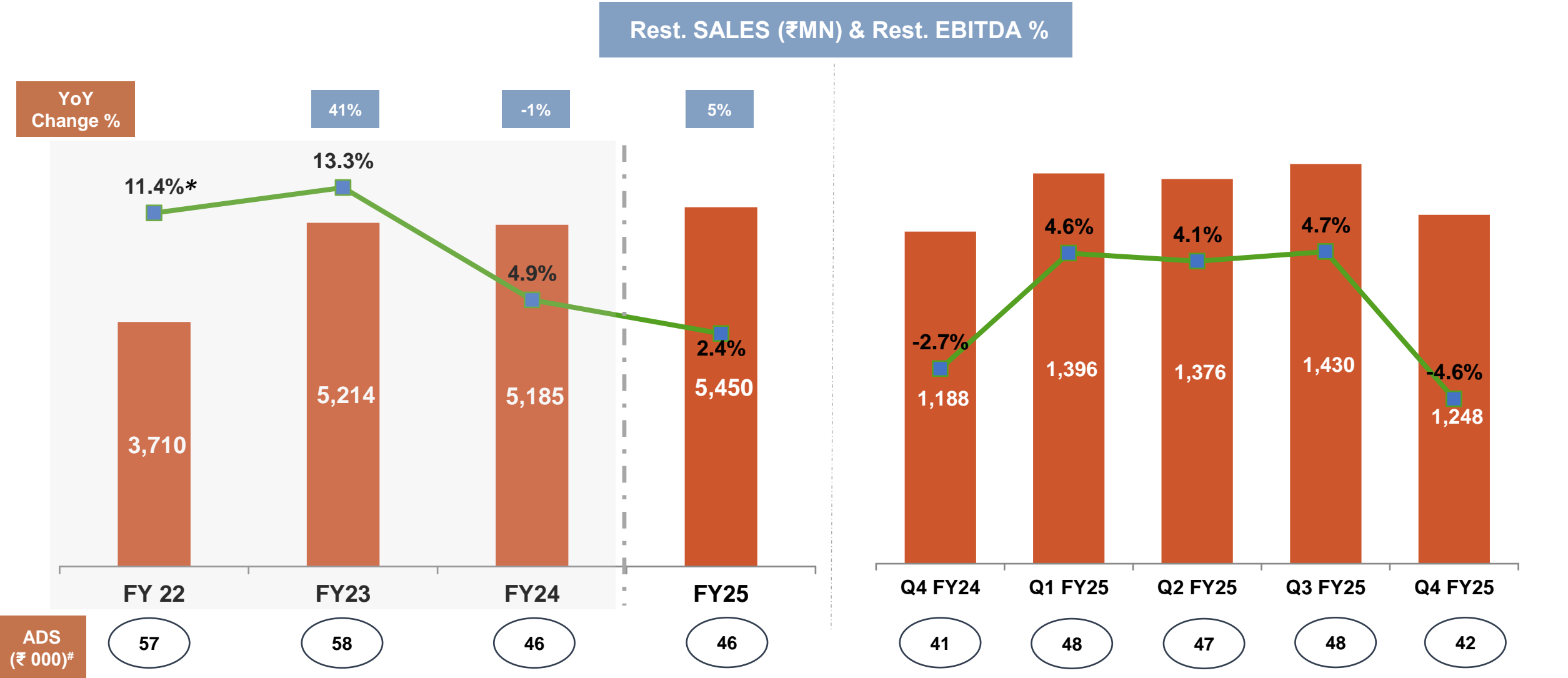
RESTAURANT EBITDA# (%)



Restaurant EBITDA figures are Pre-IND AS 116.

PIZZA HUT 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



Sri Lanka
Business Performance



SRI LANKA BUSINESS
New Launches



ORDER ONLINE
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DOUBLE CHICKEN DELIGHT
SPICY CHICKEN COMBO
VEGGIE LOVERS
TANDOORI & BUTTER CHICKEN MASALA
MEAT FEAST
SEAFOOD SENSATION
CHEESEBURGER
MINCED MUTTON

STARTING FROM RS. 500/-
Upgrade your Melts Single to a meal with fries and a Coke for an extra Rs. 450/-

T&C apply.

INTRODUCING FRIES

RS.650

T&C APPLY

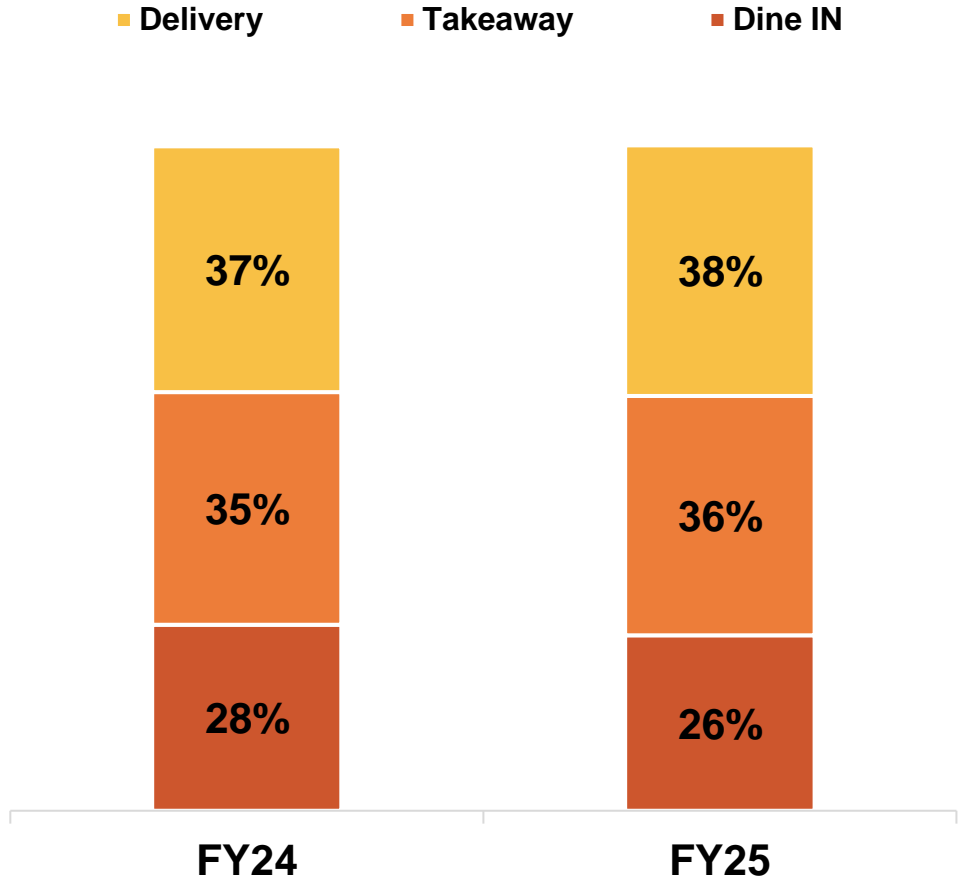
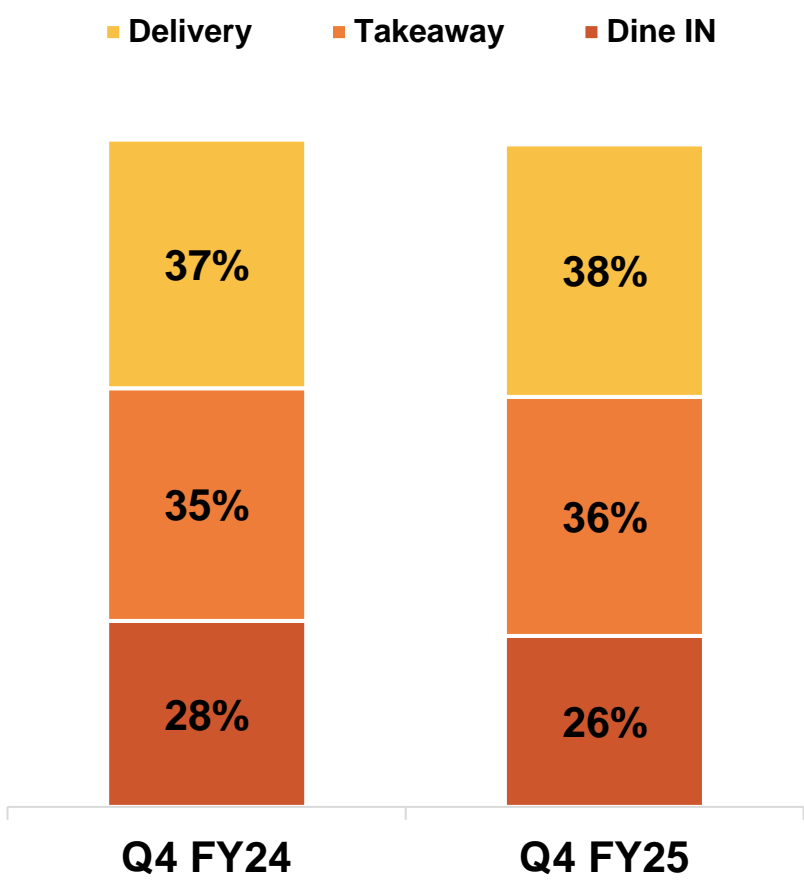
SRI LANKA BUSINESS

NEW RESTAURANT - ENDERAMULLA



SRI LANKA BUSINESS

Q4 & FY25 - CHANNEL SALES CONTRIBUTION



SRI LANKA BUSINESS

Q4 & FY25



AVERAGE DAILY SALES (LKR '000)

SSSG%

4%

16%

SSSG%

2%

13%

282

325

305

337

Q4 FY24

Q4 FY25

FY24

FY25

AVERAGE DAILY SALES (INR '000)

75

95

79

95

Q4 FY24

Q4 FY25

FY24

FY25

Rest.
Count

120

127

Rest.
Count

120

127

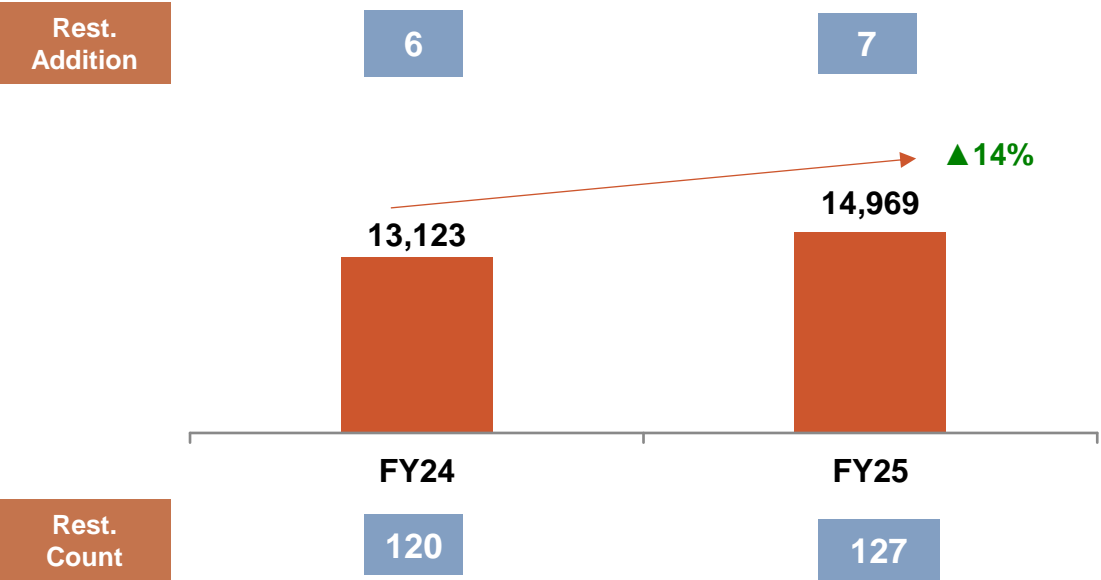
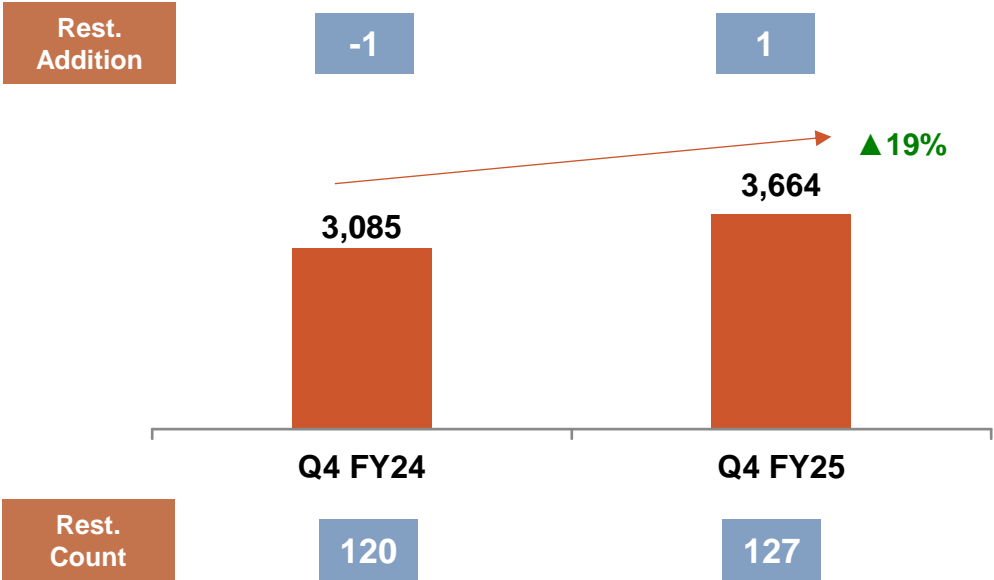
Average daily sales is for all restaurants including new additions during the period
Note: LKR to INR conversion rate of 0.291 for Q4 FY25 and 0.264 for Q4 FY24 and 0.282 for FY25 and 0.259 for FY24

SRI LANKA BUSINESS

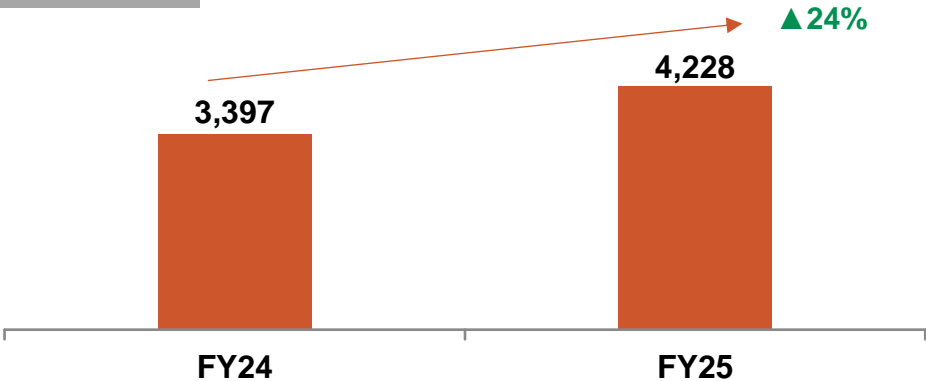
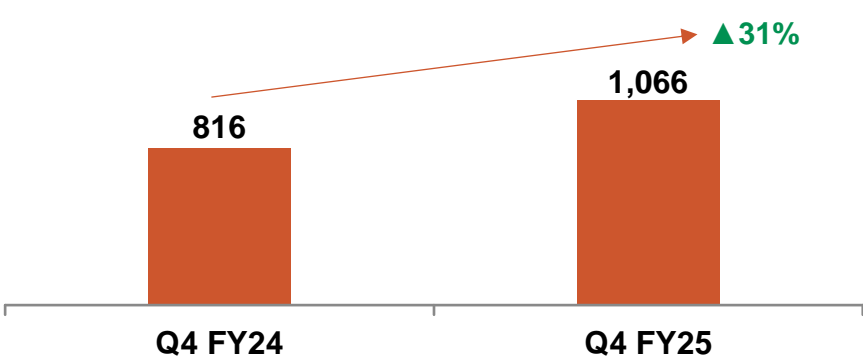
Q4 & FY25



RESTAURANT SALES (LKR MN)



RESTAURANT SALES (INR MN)

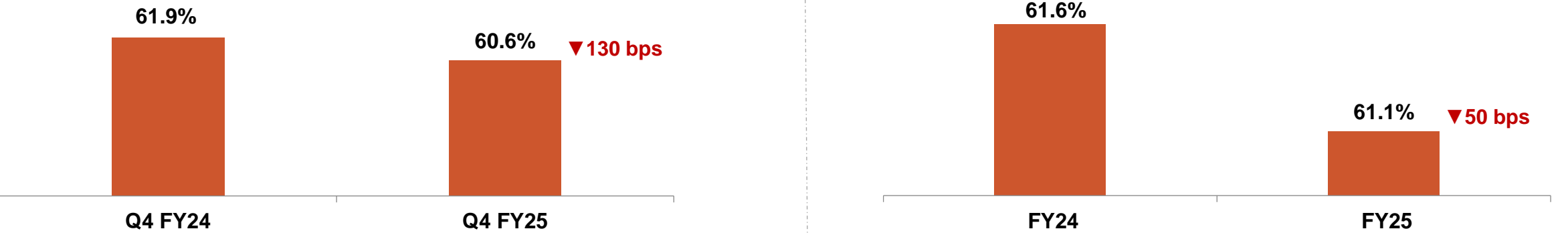


SRI LANKA BUSINESS

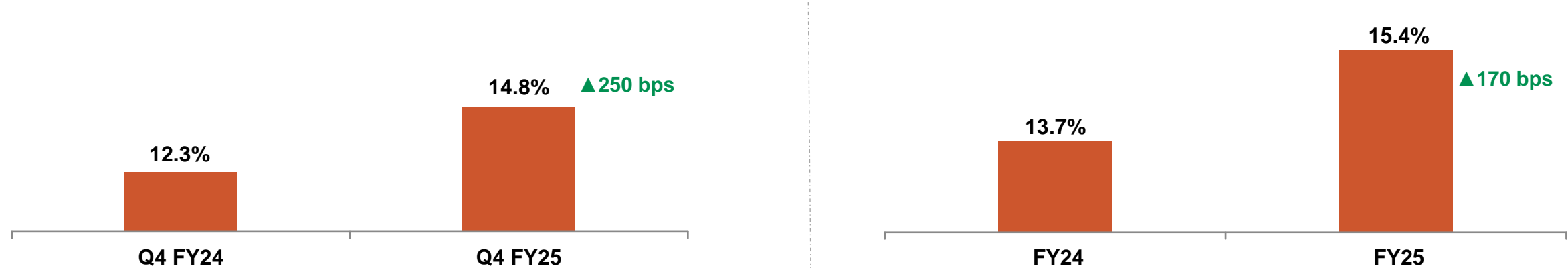
Q4 & FY25



GROSS MARGIN %



RESTAURANT EBITDA (%)#



Absolute Rest. EBITDA increased by 43 % in LKR terms(increased by 58% in INR terms)

Absolute Rest. EBITDA increased by 28% in LKR terms (increased by 40% in INR term)

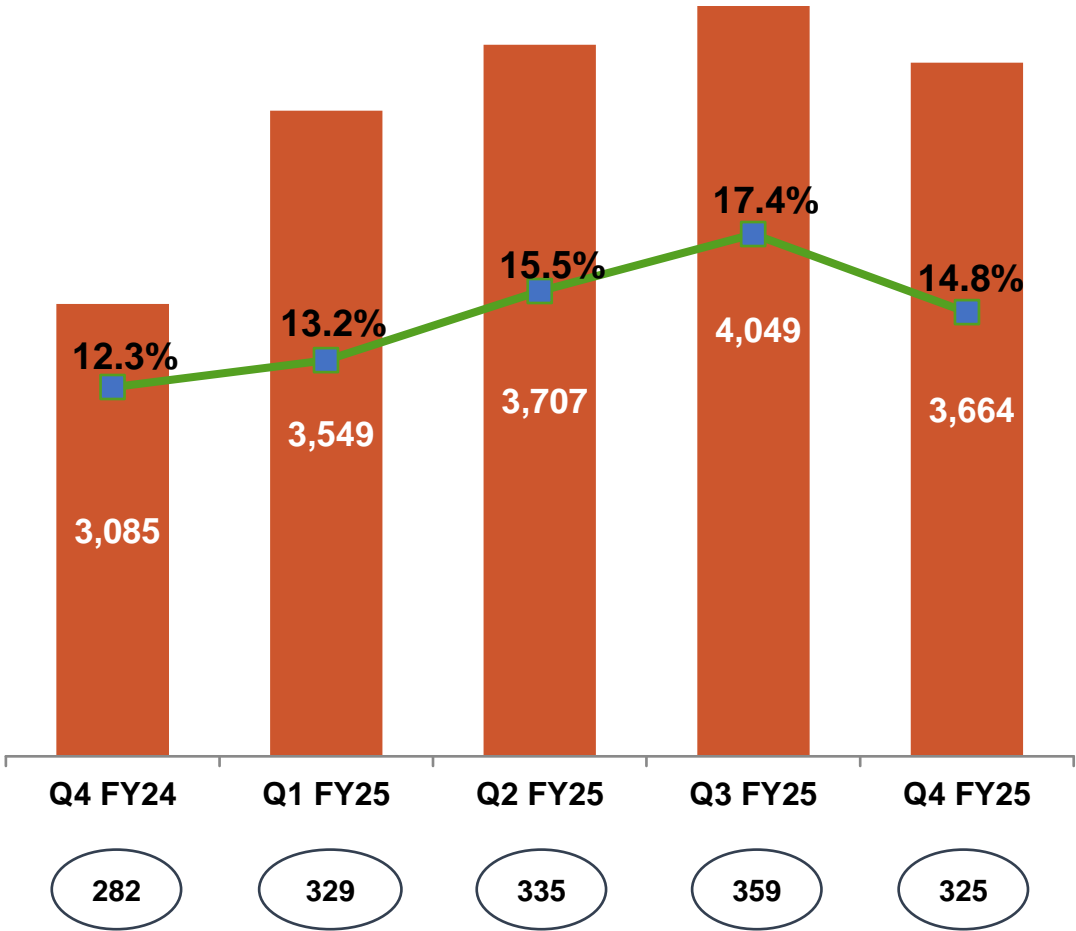
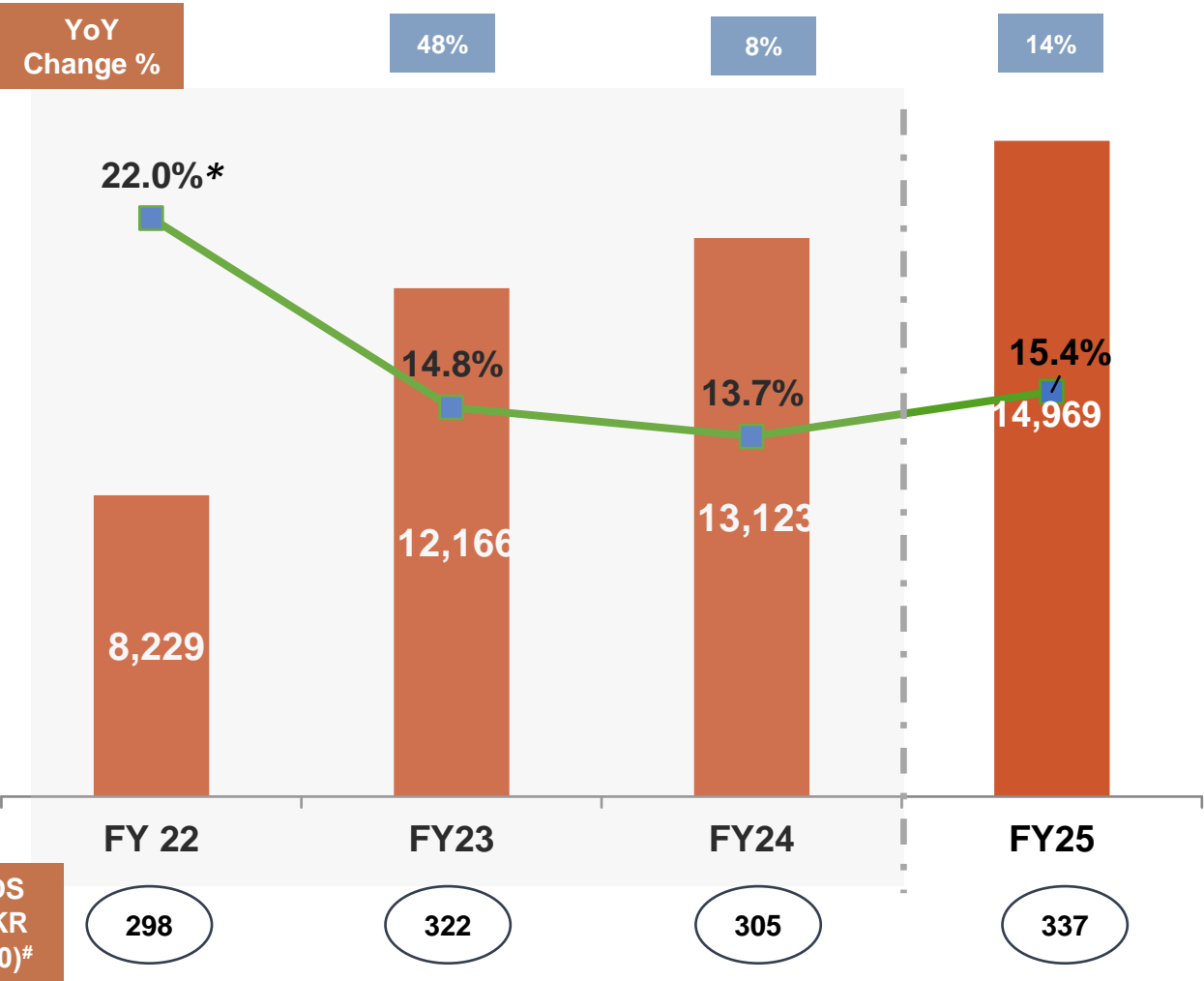
Restaurant EBITDA figures are Pre-IND AS 116.

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



THANK YOU