



Date: 17th October 2025

To.

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

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 half year ended 30th September 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

info@sapphirefoods.in

www.sapphirefoods.in







Sapphire Foods delivers a reasonable performance in Q2 FY26:

- √KFC revenue grew 7% (at 10% Ex Navratri impact)
- √While Pizza Hut India revenue declined by 6%, PH Tamil Nadu
 (SFIL Exclusive territory grew double digit)
- √Sri Lanka grew handsomely by 18% in LKR

23 Stores	₹Mn 7,401	6.1%	14.3%
New Stores	Revenue	Adj: EBITDA%	EBITDA%
997 Total Stores	7% 9% Excl Navratri	24%	8%

- Q2 FY26 has been a reasonable quarter for Sapphire Foods. KFC revenue grew by 7% (at 10% excluding Navratri impact) and while Pizza Hut India revenue declined by 6%, PH Tamil Nadu, Sapphire exclusive territory grew double digit revenue proving the Sapphire PH strategy. Sri Lanka grew handsomely by 18% in LKR, owing to the continued investment in brand innovation, marketing and value to retain our No.1 QSR brand status in the country.
- Sapphire Foods delivered revenue of ₹ 7,401 Mn with 7% growth YoY. The SSSG trends for both KFC & Pizza Hut this quarter remained similar as previous quarter except for the negative impact on KFC due to the shift of Navratri days from Q3FY25 to Q2FY26.
- In Q2FY26 we added 19 KFC restaurants, 2 Pizza Hut in India and 1 Pizza Hut and 1 Taco Bell in Sri Lanka. Sapphire Foods total restaurant count was 997 as on 30th Sep 2025.
- ➤ With pride we inaugurated the <u>1000th Sapphire restaurant</u> on 16th Oct 25 at Gummidipoondi, Tamil Nadu. This is a KFC restaurant.
- Consol Rest. EBITDA declined by 12% YoY, and margin was at 11.3% (↓ 240 bps)
- Adj. EBITDA was ₹ 450 Mn, declined 24% YoY (this also has Navratri impact) and Adj. EBITDA Margin of 6.1%. Consol EBITDA (₹ 1,062 Mn, 14.3%) declined 8% YoY (↓ 230 bps)



- Consol PAT (₹ -128 Mn, -1.7%) | Consol Adj. PAT (₹ -36 Mn, -0.5%)
- ➤ Sapphire KFC SSSG for the quarter was flat (with positive SSTG) prior to start of Navratri (till 21st Sep) and came in at -3% for the quarter. Rest. EBITDA margin came at 13.8% (↓ 270 bps YoY) due to operating deleverage, lower gross margin and higher delivery mix. During the quarter we continued to activate our EPIC Savers value campaign. Building on the transaction gains seen by this campaign, we have extended the EPIC saver to Q3 and additionally included 3 hero innovations of Chizza, Double Down & Gold Burger under the "KFC Feastival" campaign.
- Sapphire Pizza Hut SSSG declined by 8%. Rest. EBITDA was negative at 1.8% (\$\frac{1}{590}\$ bps YoY). Excluding additional marketing investments Rest. EBITDA is at break even level. In Tamil Nadu Sapphire & Yum continued to invest in mass media advertising and saw a mid-teens delta in performance (both SSSG & SSTG%) compared to the rest of the country. This performance shows even greater uplift than Q1, proving that revival of consumer interest in the brand is possible through sustained investment in innovation, higher advertising to create awareness and a Dine-In forward Omni-Channel restaurant strategy.
- Our Sri Lanka business which operates with the above strategy (Dine-In forward omni-channel, product innovation, & sustained advertising) continued to show strong double digit SSSG (14% LKR) & SSTG growth. Rest. EBITDA came at 15.4% (\$\frac{1}{2}\$ 10 bps YoY) with healthy growth of 18% YoY LKR terms.

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 Sep 30, 2025, we own and operate 529 KFC and 338 Pizza Hut restaurants in India, 119 Pizza Hut and 11 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

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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.







SapphireFoods

Q2FY26 Business Performance

Oct'2025



Safe Harbor



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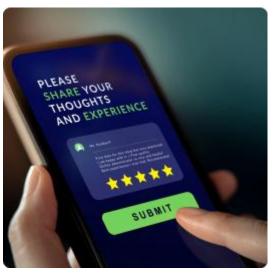
The **Sapphire Story**





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

QSR operators



Execution Mindset
Great Customer experience
along with Superior Backend operational excellence



Optimal capital allocation drives new restaurant expansion model - focus on smaller sized omnichannel restaurants



Capability and capital to rapidly drive organic & inorganic growth plans

VALUE BASED WORK CULTURE, HIGH ON GOVERNANCE ENABLED BY PROFESSIONAL MANAGEMENT, BOARD & PROMOTERS



Financial Overview





Key Highlights Q2 FY26



- ➤ Q2 FY26 has been a reasonable quarter for Sapphire Foods. KFC revenue grew by 7% (at 10% excluding Navratri impact) and while Pizza Hut India revenue declined by 6%, PH Tamil Nadu, Sapphire exclusive territory grew double digit revenue proving the Sapphire PH strategy. Sri Lanka grew handsomely by 18% in LKR, owing to the continued investment in brand innovation, marketing and value to retain our No.1 QSR brand status in the country.
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- Consol Adj. EBITDA was ₹ 450 Mn, declined 24% YoY (this also has Navratri impact) and Consol Adj. EBITDA Margin of 6.1%. Consol EBITDA (₹ 1,062 Mn, 14.3%) declined 8% YoY (↓ 230 bps)
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Summary Consolidated Financials Q2 FY26



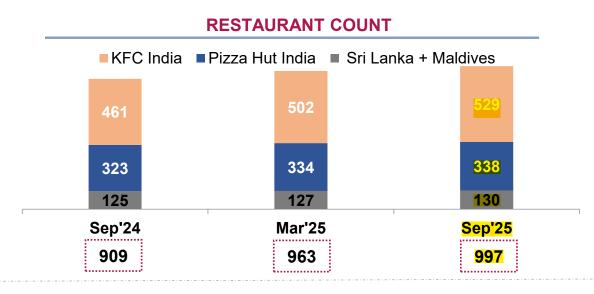
Particulars	Q2 FY26	Q2 FY25	Change YoY	6M FY26	6M FY25	Change YoY	FY25
Restaurant Sales mn	7,401	6,940	▲7 %	15,149	14,105	▲7 %	28,754
Adj. EBITDA ₹ mn	450	590	▼24%	998	1,298	▼23%	2,616
%	6.1%	8.5%	▼240 bps	6.6%	9.2%	▼260 bps	9.1%
EBITDA mn	1,062	1,152	▼8%	2,196	2,394	▼8%	4,925
%	14.3%	16.6%	▼230 bps	14.5%	17.0%	▼250 bps	17.1%
Adj. PBT mn *	-43	143	▼130%	40	382	▼90%	699
%	-0.6%	2.1%	▼270 bps	0.3%	2.7%	▼240 bps	2.4%
PBT * mn *	-166	53	▼413%	-184	171	▼208%	384
%	-2.2%	0.8%	▼300 bps	-1.2%	1.2%	▼240 bps	1.3%
Restaurant Additions (net)	23	23		34	37		91

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

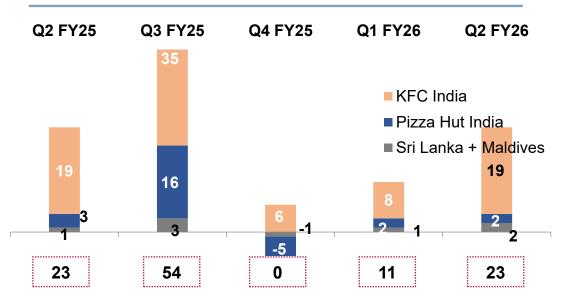
^{*}Adj. PBT & PBT of Q2 FY25, 6MFY25 and FY25 are before the exceptional items of ₹114 Mn, ₹114Mn and ₹153 Mn respectively

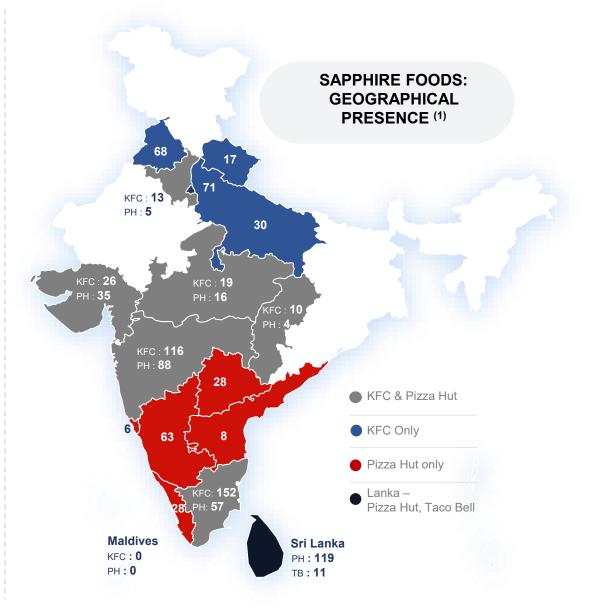
Journey Of Sapphire Foods Built A Platform Of 997 Outlets (1)





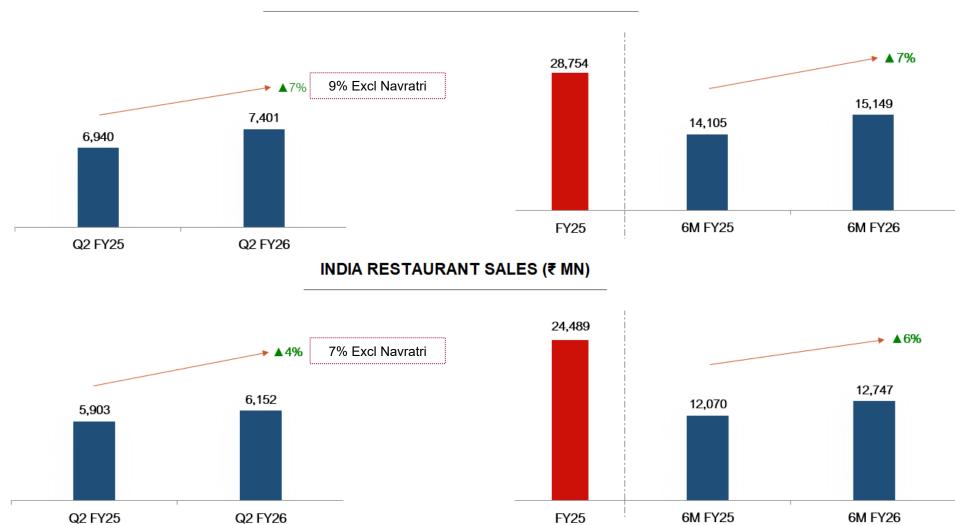
RESTAURANT ADDITION





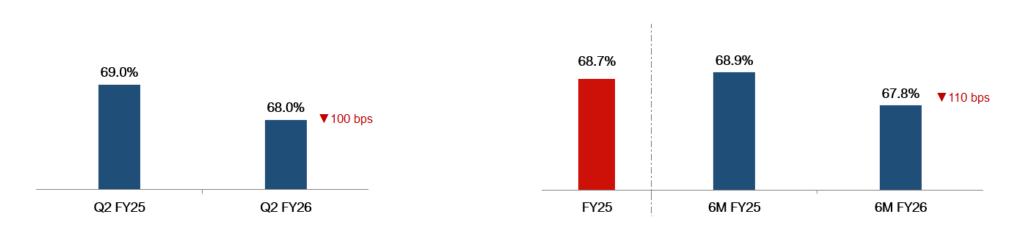


CONSOLIDATED RESTAURANT SALES (₹ MN)

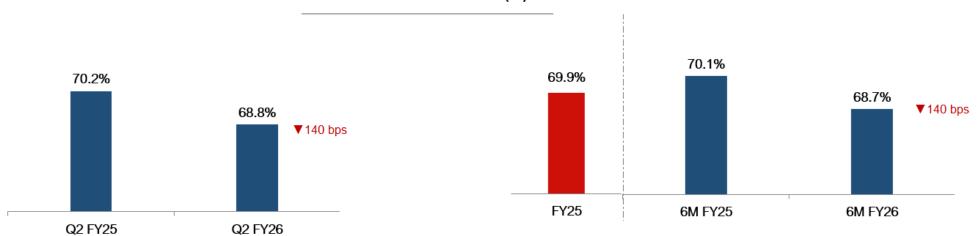




CONSOLIDATED GROSS MARGIN (%)

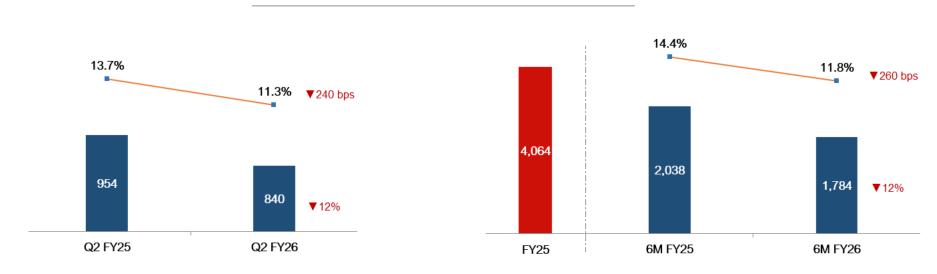


INDIA GROSS MARGIN (%)

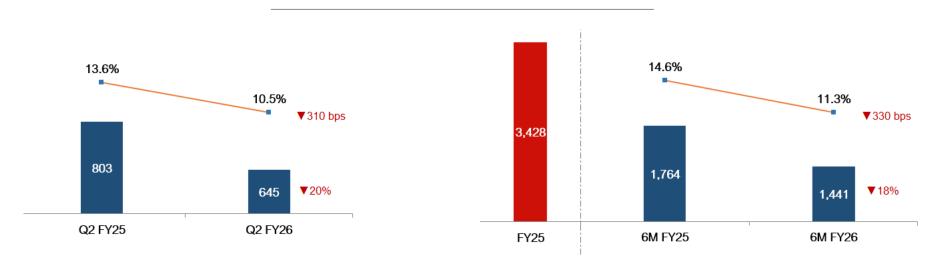




CONSOLIDATED RESTAURANT EBITDA (₹ MN / %)#

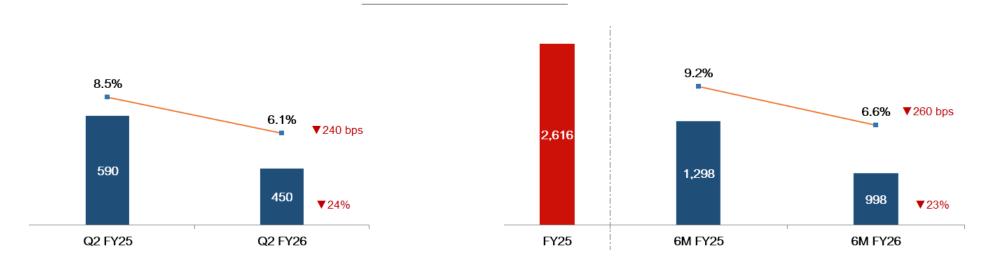


INDIA RESTAURANT EBITDA (₹ MN / %)*

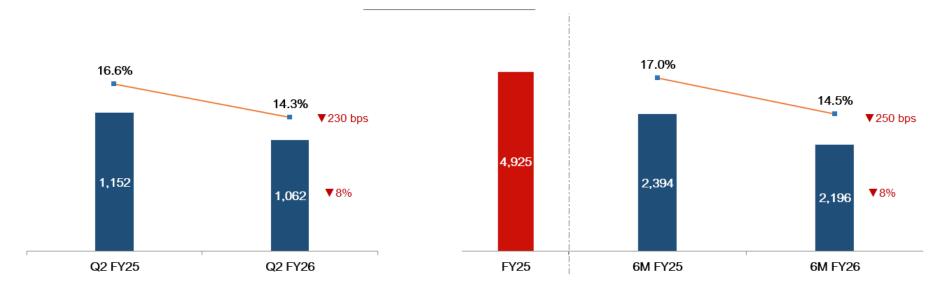






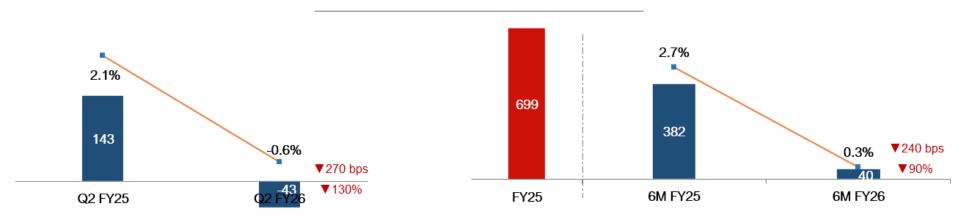


EBITDA (₹ MN / %)





Adj. PROFIT BEFORE TAX (₹ MN / %)#

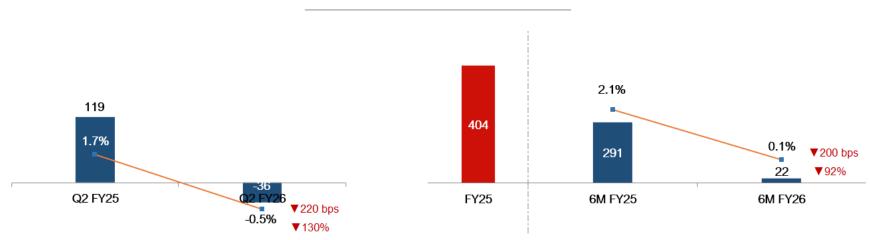


PROFIT BEFORE TAX (₹ MN / %)

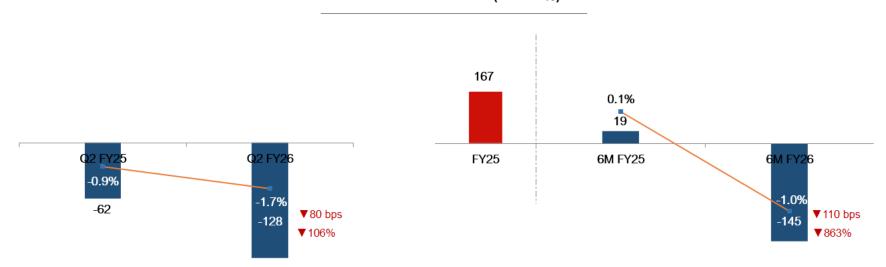






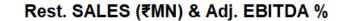


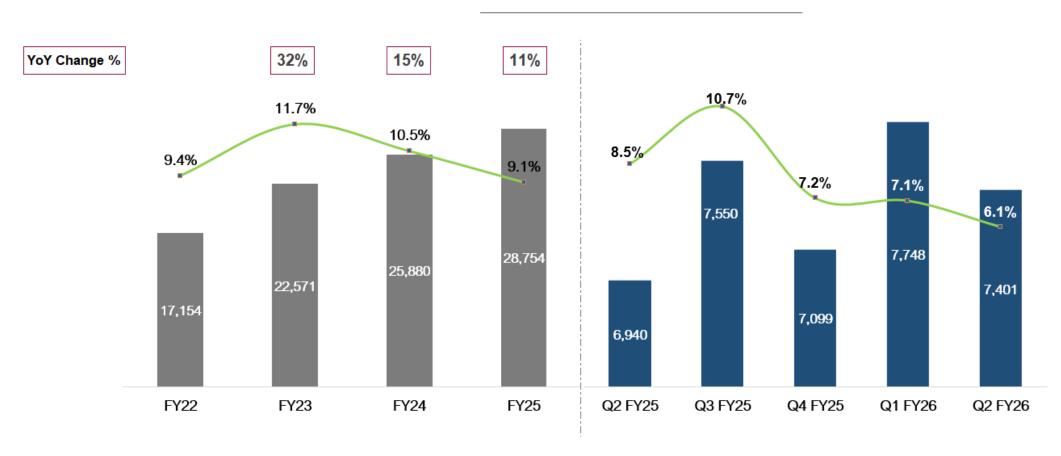
PROFIT AFTER TAX (₹ MN / %)



Financial Highlights: Restaurant Sales & Adj. EBITDA trend







Note Adj. EBITDA is before Ind-AS 116 adjustments
* Adj. EBITDA% after Normalizing additional incentives in FY22

Financial Highlights: Consolidated Profit & Loss Statement



Particulars (In ₹ mn)	Q2 FY26	Q2 FY25	YoY %	6M FY26	6M FY25	YoY%	FY25
Restaurant Sales	7,400.97	6,940.11	6.6%	15,149.02	14,105.25	7.4%	28,753.63
Other operating income	23.40	16.86		43.63	34.61		65.01
COGS	2,393.71	2,170.58		4,927.13	4,426.67		9,068.44
Gross Profit	5,030.66	4,786.39	5.1%	10,265.52	9,713.19	5.7%	19,750.20
Gross Margin%	68.0%	69.0%		67.8%	68.9%		68.7%
Employee Expenses	1,057.52	953.97		2,080.79	1,903.19		3,863.95
Other Expenses	2,911.50	2,680.43		5,989.23	5,415.95		10,961.18
EBITDA	1,061.64	1,151.99	-7.8%	2,195.50	2,394.05	-8.3%	4,925.07
EBITDA Margin %	14.3%	16.6%		14.5%	17.0%		17.1%
Depreciation	972.45	880.83		1,891.97	1,784.53		3,639.16
Finance Cost	306.70	271.05		601.95	543.56		1,116.26
Other Income	51.73	52.89		114.20	105.36		214.66
PBT before exceptional items	-165.78	53.00	-412.8%	-184.22	171.32	-207.5%	384.31
PBT Margin %	-2.2%	0.8%		-1.2%	1.2%		1.3%
Exceptional items	-	114.20		-	114.20		152.95
PBT after exceptional items	-165.78	-61.20	NA	-184.22	57.12	NA	231.36
Tax Expenses/(credit)	-37.91	1.18		-38.97	37.64		64.32
PAT	-127.87	-62.38	NA	-145.25	19.48	NA	167.04
PAT Margin%	-1.7%	-0.9%		-1.0%	0.1%		0.6%

Financial Highlights: Consolidated Balance Sheet



Particulars (In ₹ mn)	As on 30.9.25	As on 31.3.25
Total Assets	32,065.44	30,409.88
Fixed assets other than goodwill	11,990.97	11,431.85
Goodwill	1,582.84	1,582.84
Right of use assets	11,703.70	10,935.30
Inventories	1,061.35	956.14
Trade receivables	310.54	365.62
Cash, bank balances, Investment in MF's & FD	2,658.64	2,648.27
Other current and non-current asset	2,757.41	2,489.86
Total Liabilities	18,160.55	16,448.12
Lease Liabilities	13,698.52	12,723.05
Borrowings	98.76	198.61
Trade Payables	2,755.90	2,425.21
Other Non-current and Current Liabilities	1,607.37	1,101.25
Total Net Worth	13,904.90	13,961.76
Total Equity	13,904.90	13,961.76
Equity Share Capital	642.77	642.38
Other Equity	13,281.45	13,338.27
Non controlling interests	-19.32	-18.89



Brand Wise Performance





KFC Brand Priorities





Drive Penetration and Frequency for KFC

"Taste The Epic" campaign to popularize Core Variety offerings



Craveable Taste

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



Value

Advertising behind 9 for 299/-



Frictionless Customer Experience

Digital Kiosks rolled across 50% estate

Strengthen Own Delivery through KFC App





Improve Accessibility

Continue current pace of expansion (60-80 stores per year)



Operational Excellence

> 4.0 ratings across Swiggy, Zomato & Google

KFC Brand Priorities | Fried Chicken Category Relevance





KFC Brand Priorities | Craveable Taste & Value





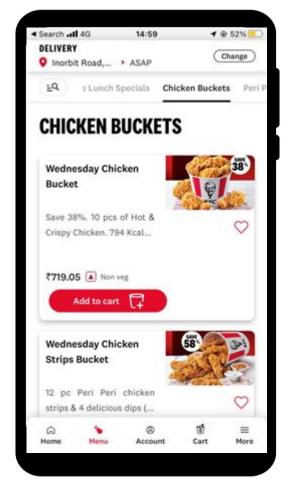






KFC Brand Priorities | Digitization





Total App downloads **60.2 Mn+**

Monthly Active
Users
2.1 Mn



Digital **KIOSKs** implemented at > 50% of restaurants

KFC Brand Priorities | New Restaurants





ERODE TEXVALLEY, TAMIL NADU



WSA 63 DELHI MUMBAI EXPRESSWAY



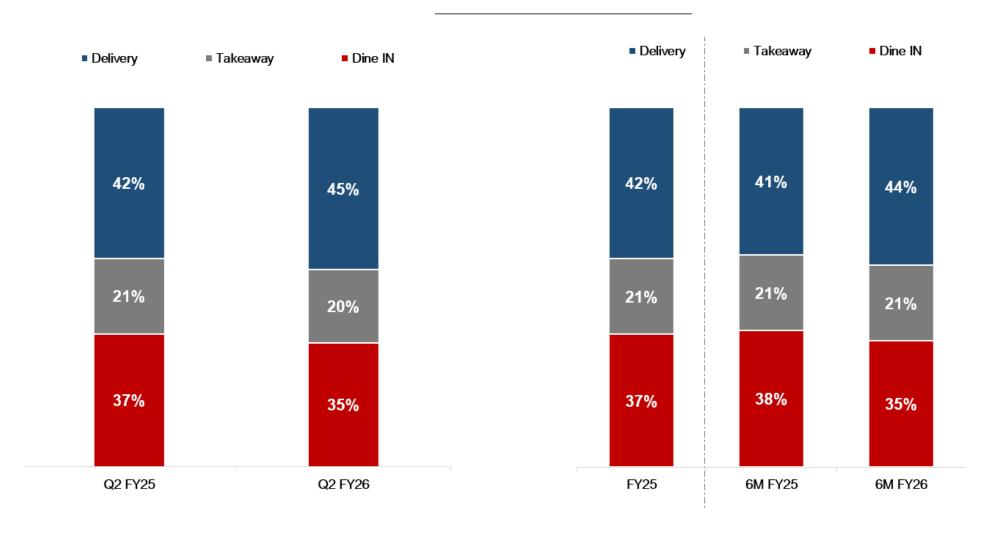
DOWNTOWN, MOHALI



GOLDUST, PATIALA



CHANNELWISE SALES MIX

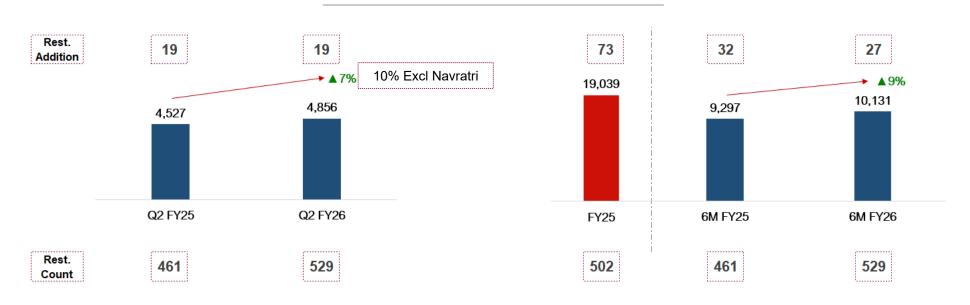




AVERAGE DAILY SALES (₹ '000)

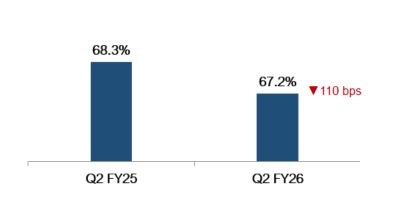


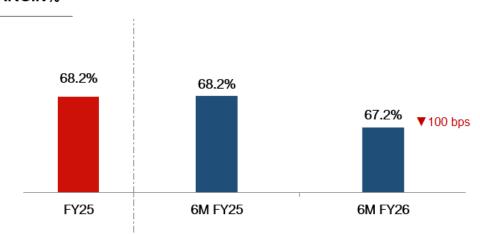
RESTAURANT SALES (₹MN)



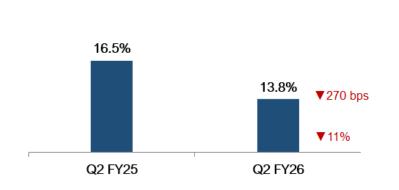


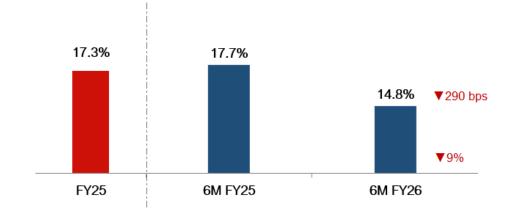




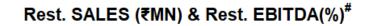


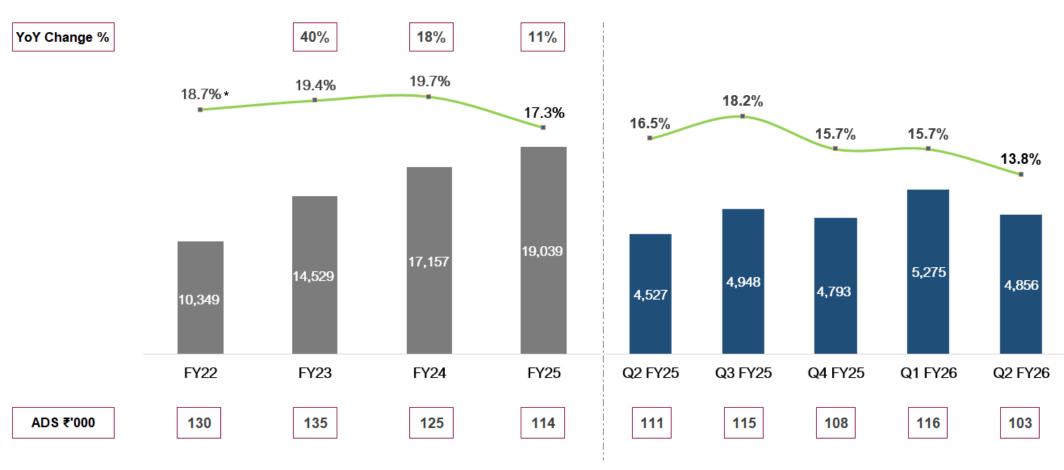
RESTAURANT EBITDA(%)#











[#] Restaurant EBITDA is before Ind-AS 116 adjustments

^{*} Rest..EBITDA% after Normalizing additional incentives in FY22



Pizza Hut Brand Priorities



TAMIL NADU RESULTS PROVE THAT THE SAPPHIRE DINE-IN FORWARD OMNI-CHANNEL CUSTOMER PROMISE WITH SUSTAINED INVESTMENT IN INNOVATION AND MASS-MEDIA CAN REVIVE THE PIZZA HUT BRAND



Taste Superiority through Pizza & sides innovation

Actions:

- Juicylicious range in Q1/Q2
- Ultimate cheese Pizza and Cheesy Pocket launched in Oct'25



Differentiated Dine-In Experience (like Casual Dine-In Restaurants)

Actions:

- Emphasis on improving Dine-In service standards including speed of service



Hot n Fresh Delivery Experience

Actions:

Google, Swiggy & Zomato average ratings across the network >= 4.0



Competitive Value for money

Actions:

- Exclusive Value offerings on Dine-In (Buy1 Get3, 4 course Meal starting ₹99/-, Unlimited Pizza Fridays)



Cautious store expansion (~1000/1200 sqft. stores)

Actions:

- Cautious store additions (1 Net closure from Jan'25 to Sep'25)



Mass media advertising to drive consumer awareness & consideration

Actions:

- In Tamil Nadu, Sapphire & Yum continued to invest in mass media advertising and saw a mid-teens delta in performance (both SSSG & SG%) compared to the rest of the country.



Pizza Hut Brand Priorities | New Products











Pizza Hut Brand Priorities | Value









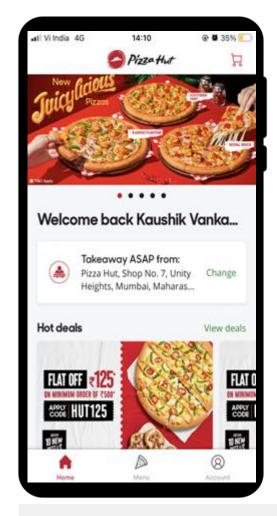
Pizza Hut Brand Priorities | Alternate Channels – Food Truck

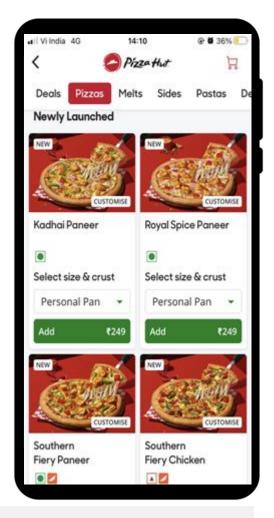




Pizza Hut Brand Priorities | Digitization



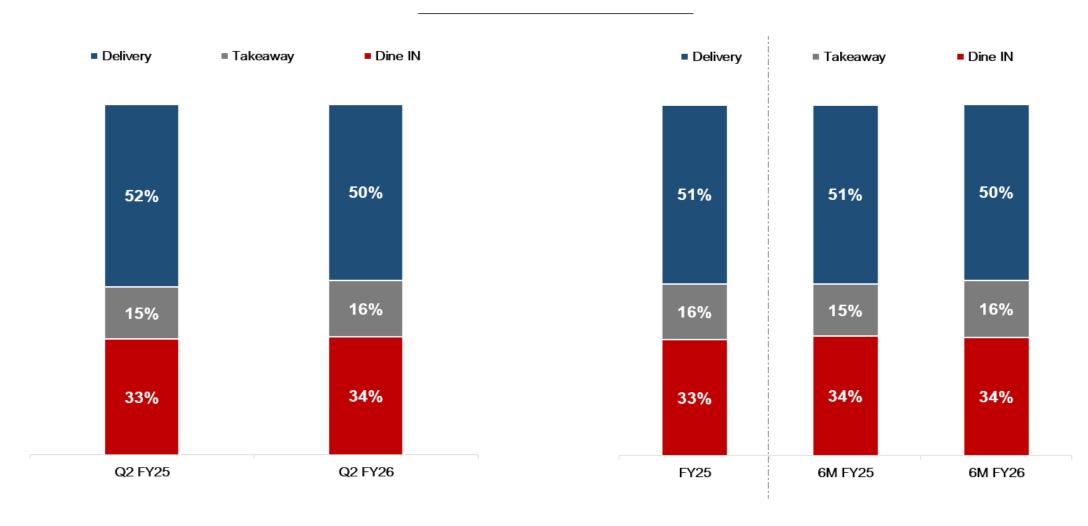




Total App Downloads – **19 Mn+** Monthly Active Users – **1.1 Mn+**

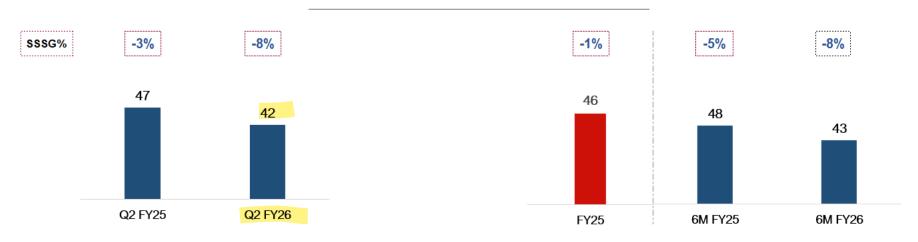


CHANNELWISE SALES MIX

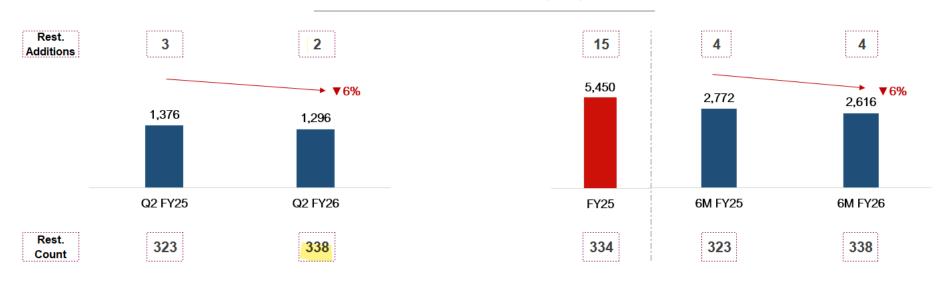




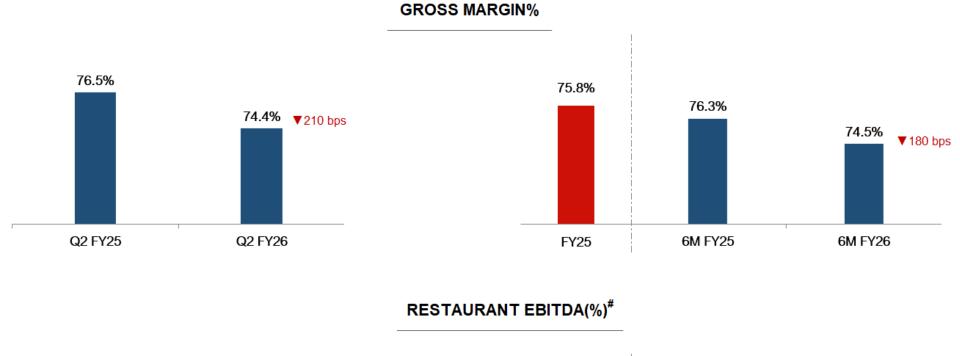
AVERAGE DAILY SALES (₹ '000)

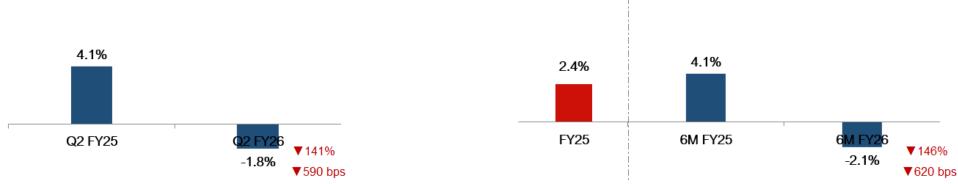


RESTAURANT SALES (₹MN)





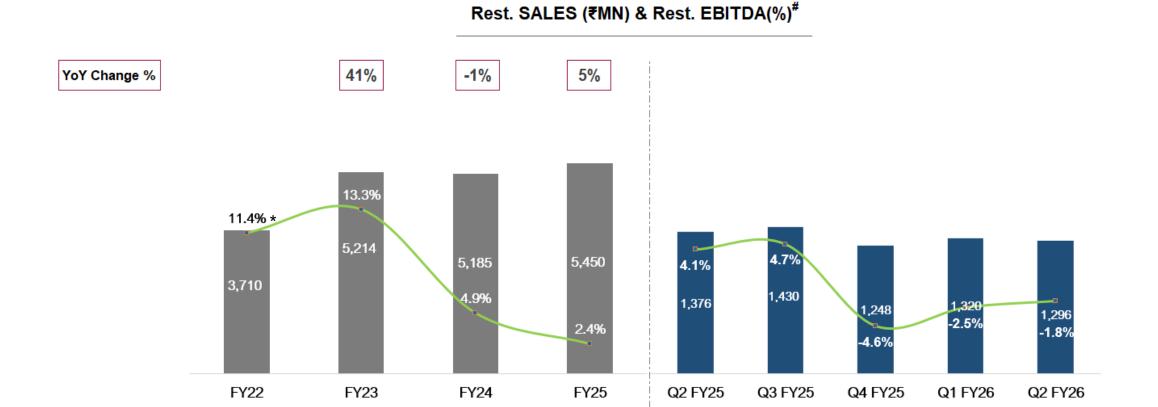




Restaurant EBITDA excluding marketing investment is flat in Q2 & H1 FY26

Restaurant EBITDA is before Ind-AS 116 adjustments





ADS ₹'000

[#] Restaurant EBITDA is before Ind-AS 116 adjustments

^{*} Rest. EBITDA% after Normalizing additional incentives in FY22



Sri Lanka New Product Development





Sri Lanka Branding and Promotions



















Sri Lanka New Restaurants



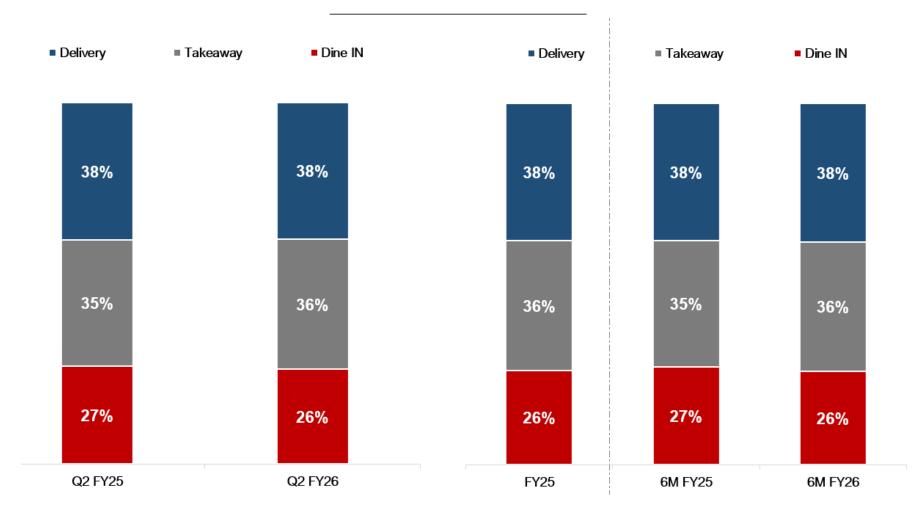




Hatton One Galle Face

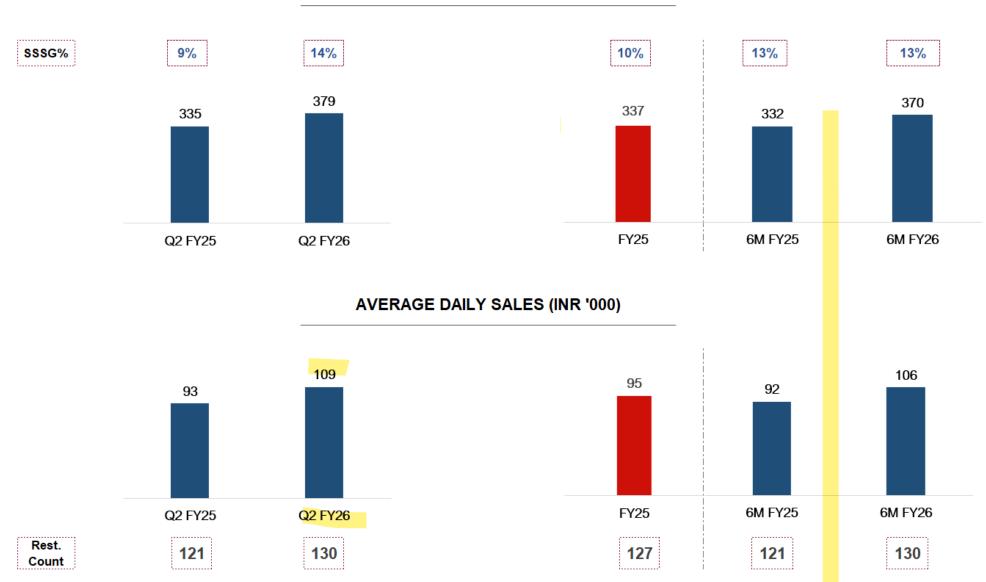


CHANNELWISE SALES MIX

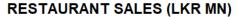


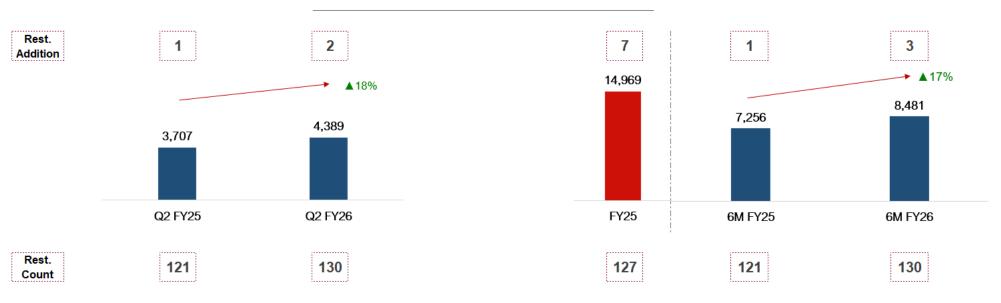


AVERAGE DAILY SALES (LKR '000)

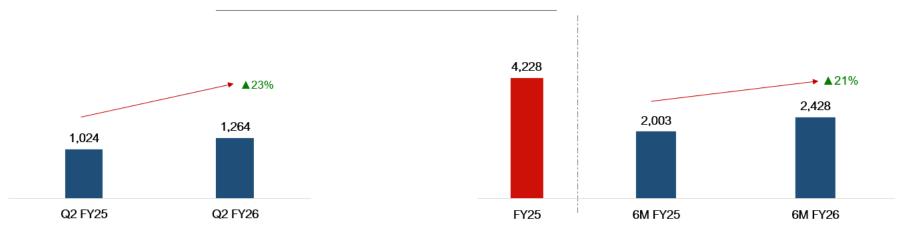






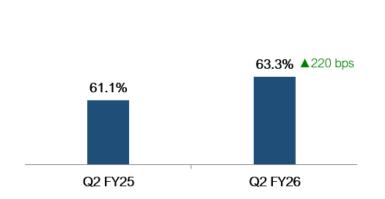


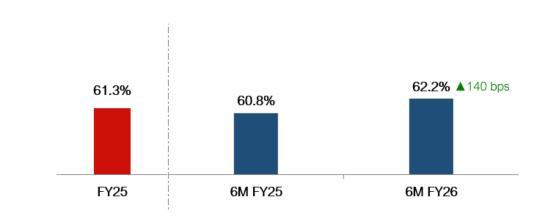
RESTAURANT SALES (₹MN)









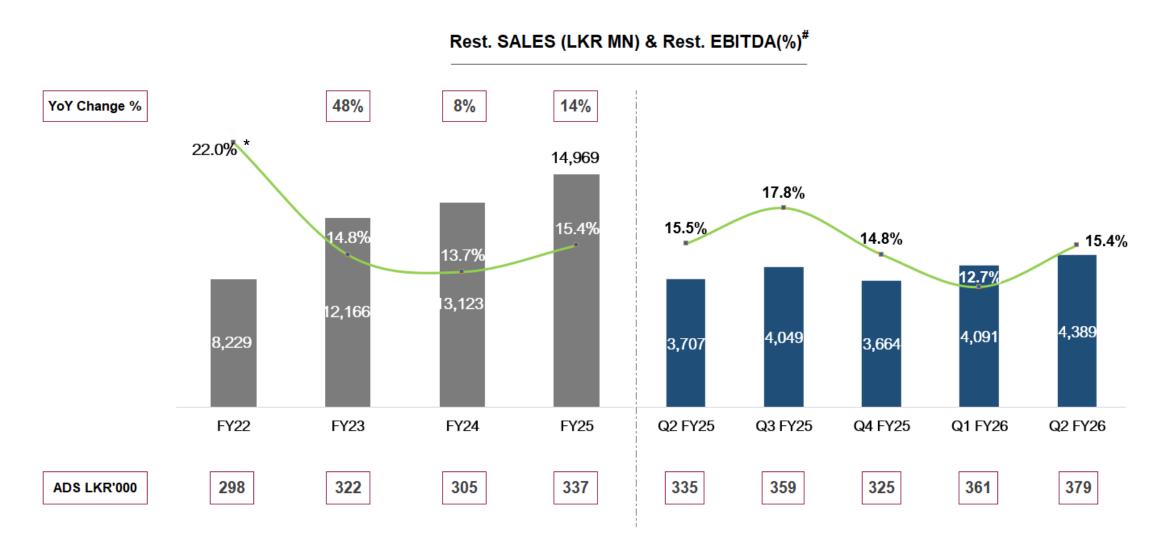


RESTAURANT EBITDA(%)#



Absolute Rest. EBITDA increased by 18 % in LKR terms (increased by 22% in INR terms)





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



Thank You

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