

Date: 23rd July 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 ended 30th June 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 8% | KFC India & Sri Lanka revenue grew double digit | Sapphire Pizza Hut strategy showing differential result in Sapphire exclusive territory

11 Stores	₹Mn 7,748	7.1%	14.6%
New Stores	Revenue	Adj: EBITDA%	EBITDA%
			
974 Total Stores	 8% YoY%	 22% YoY%	 9% YoY%

- Sapphire Foods delivered revenue of ₹ 7,748 Mn with 8% growth YoY.
- In Q1FY26 we added 8 KFC restaurants, 2 Pizza Hut and 1 Pizza Hut in Sri Lanka. Sapphire Foods total restaurant count is 974 as on 30th June 2025.
- Consol Rest. EBITDA declined by 13% YoY, and margin was at 12.2% (↓ 290 bps)
- Adj. EBITDA was ₹ 548 Mn, declined 22% YoY and Adj. EBITDA Margin of 7.1%. Consol EBITDA (₹ 1,134 Mn, 14.6%) declined 9% YoY (↓ 270 bps)
- Consol PAT (₹ -17 Mn, -0.2%) | Consol Adj. PAT (₹ 58 Mn, 0.7%)

- Sapphire KFC SSSG for the quarter was flat, however after several quarters SSTG has turned low single digit positive which is encouraging. This positive movement in transactions is on account of investment behind our EPIC core variety X value campaign and offers. While Rest. Revenue grew double digit 11%, Rest. EBITDA margin came at 15.7% (↓ 310 bps YoY) due to operating deleverage, lower gross margin and higher delivery mix.
- Sapphire Pizza Hut Rest. Revenue decreased by 5% YoY (SSSG -8% YoY). Rest. EBITDA was negative at (2.5%) ↓ 710 bps YoY, however excluding additional marketing investments Rest. EBITDA will be at break even level. We launched the “Juicylicious” pizza range in Apr’25 which has received positive feedback from the consumers who have tried it. In Tamil Nadu Sapphire & Yum supported this “Juicylicious” range through mass media advertising which resulted in positive SSSG & SSTG (double digit delta versus rest of market). In common markets marketing investment remained in the BTL form.
- Sri Lanka continued to show strong double digit SSSG (12% LKR) & SSTG growth. Margin leverage however was offset by significant revision in minimum wages which impacted employee cost. Restaurant Sales grew by 15% LKR (19% in ₹ terms) and Rest. EBITDA was 12.7% (↓ 50 bps YoY).

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 Jun 30, 2025, we own and operate 510 KFC and 336 Pizza Hut restaurants in India, 118 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.



SapphireFoods

Q1FY26 Business Performance

July'2025

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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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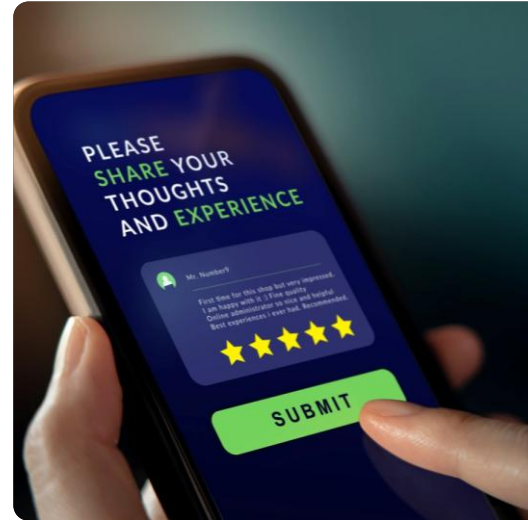
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The Sapphire Story



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



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**



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 Q1 FY26



- Sapphire Foods delivered revenue of ₹ 7,748 Mn with 8% growth YoY.
- In Q1FY26 we added 8 KFC restaurants, 2 Pizza Hut and 1 Pizza Hut in Sri Lanka. Sapphire Foods total restaurant count is 974 as on 30th June 2025.
- Consol Rest. EBITDA declined by 13% YoY, and margin was at 12.2% (↓ 290 bps)
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- Consol PAT (₹ -17 Mn, -0.2%) | Consol Adj. PAT (₹ 58 Mn, 0.7%)
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Summary Consolidated Financials Q1 FY26

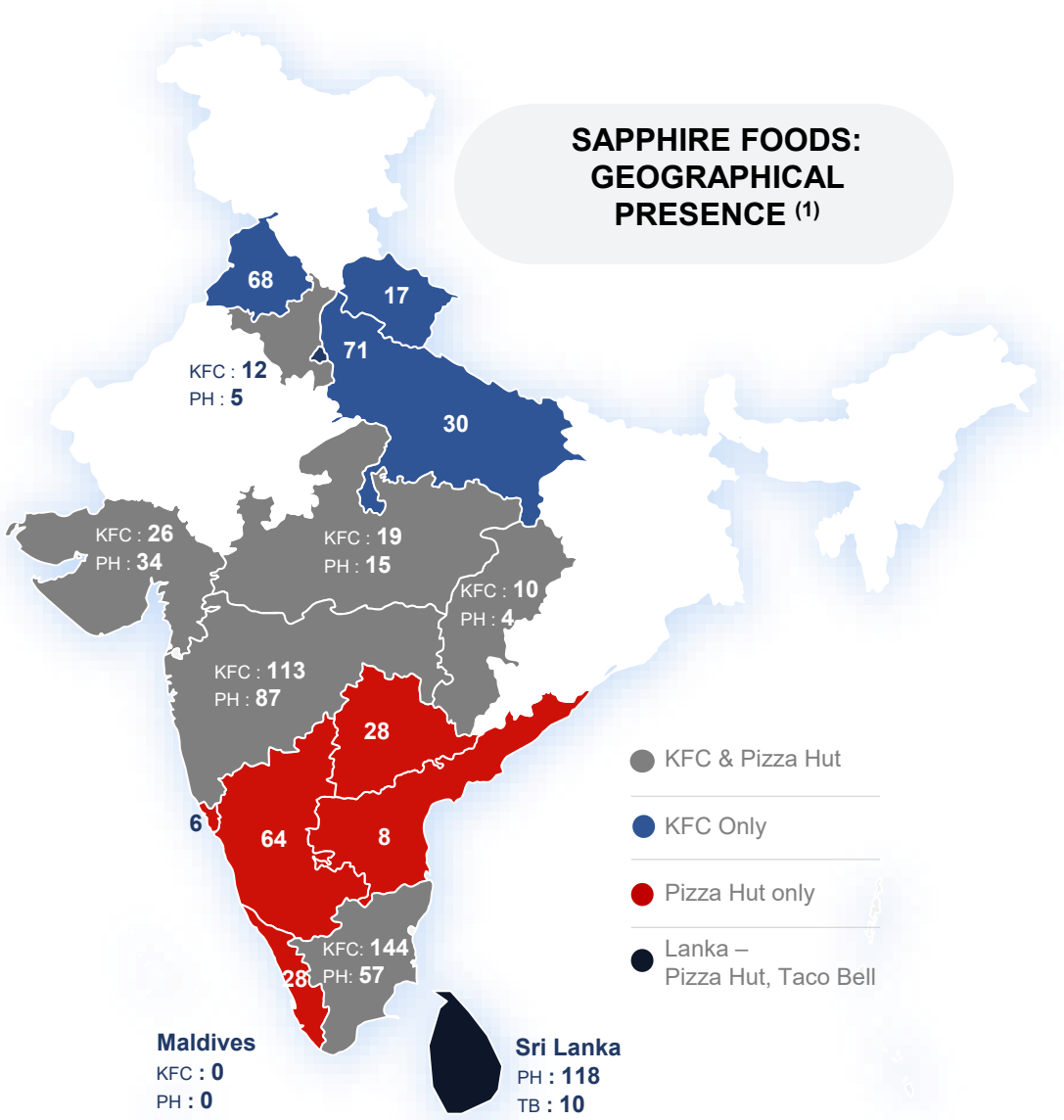
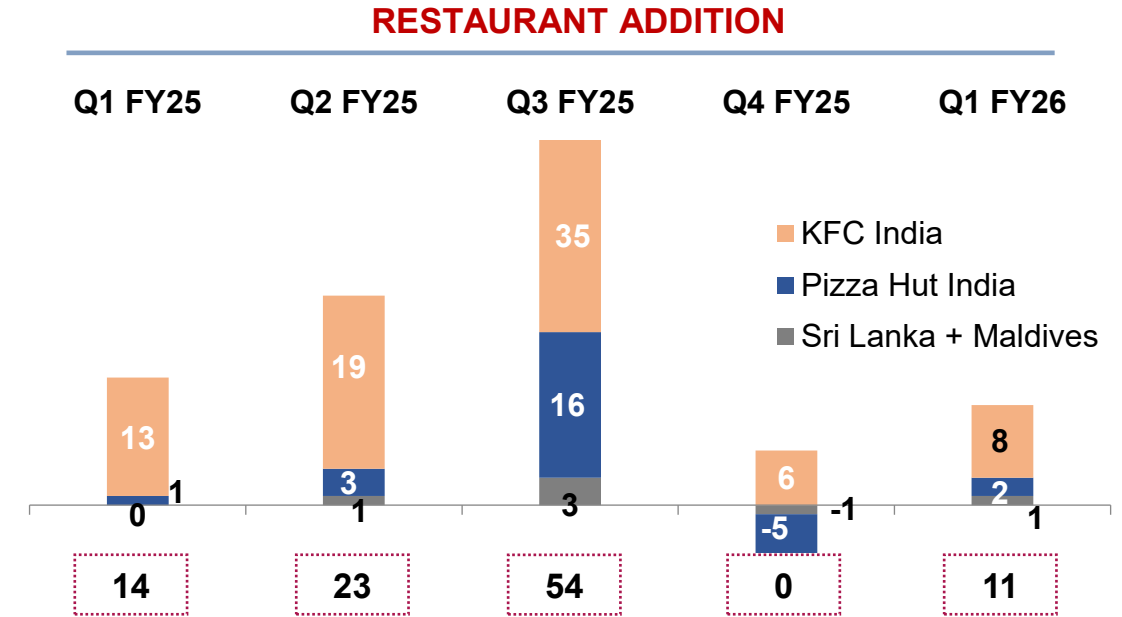
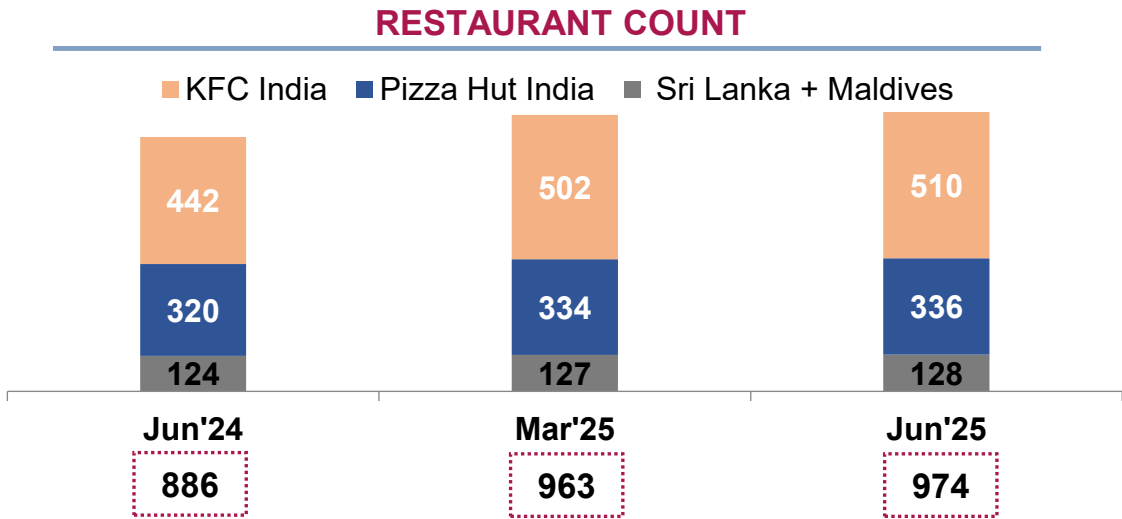


Particulars	Q1 FY26	Q1 FY25	Change YoY	FY25
Restaurant Sales ₹ mn	7,748	7,165	▲ 8%	28,754
Adj. EBITDA ₹ mn	548	707	▼ 22%	2,616
%	7.1%	9.9%	▼ 280 bps	9.1%
EBITDA ₹ mn	1,134	1,242	▼ 9%	4,925
%	14.6%	17.3%	▼ 270 bps	17.1%
Adj. PBT ₹ mn*	83	239	▼ 65%	699
%	1.1%	3.3%	▼ 220 bps	2.4%
PBT ₹ mn *	-18	118	▼ 116%	384
%	-0.2%	1.7%	▼ 190 bps	1.3%
Restaurant Additions	11	14		91

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

*Adj. PBT & PBT of FY25 are before the exceptional items of ₹153 Mn

Journey Of Sapphire Foods Built A Platform Of 974 Outlets ⁽¹⁾

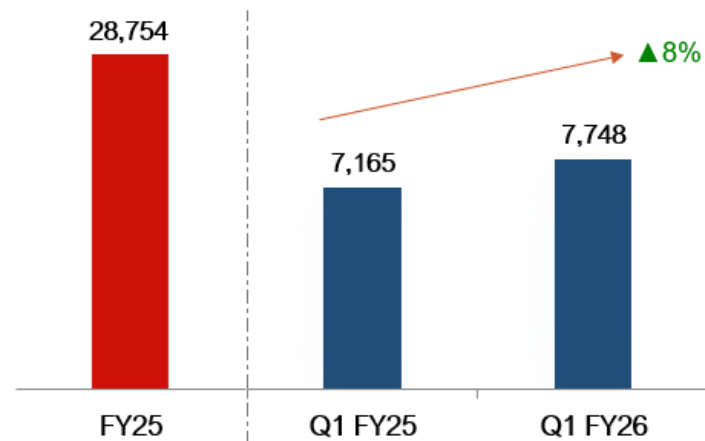


(1) As on 30th Jun 25
Sri Lanka + Maldives included 4 restaurants in the previous years. As on 31st Mar 25 & 30th Jun 25 all the 4 restaurants are closed.

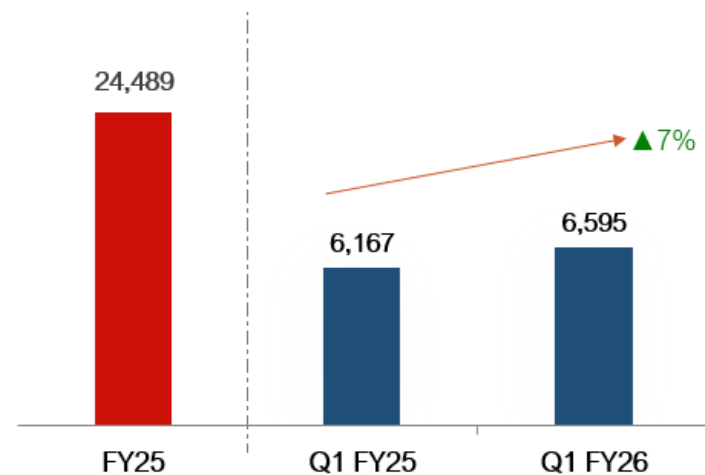
Financial Highlights Q1 FY26



CONSOLIDATED RESTAURANT SALES (₹ MN)



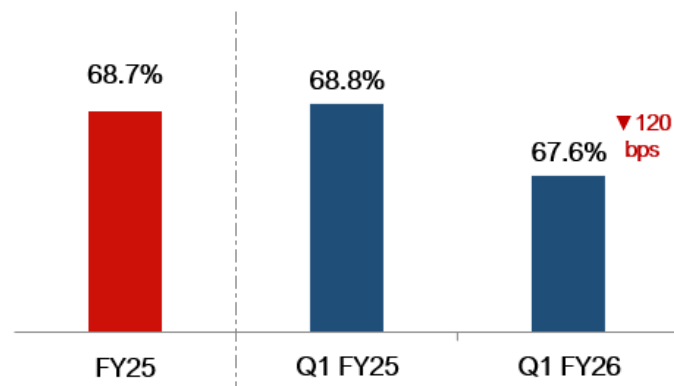
INDIA RESTAURANT SALES (₹ MN)



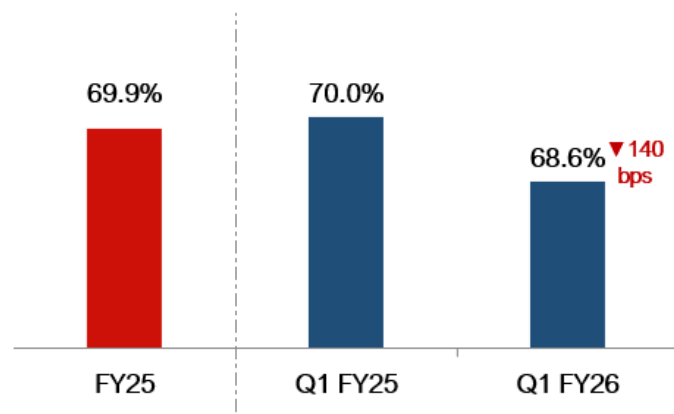
Financial Highlights Q1 FY26



CONSOLIDATED GROSS MARGIN (%)



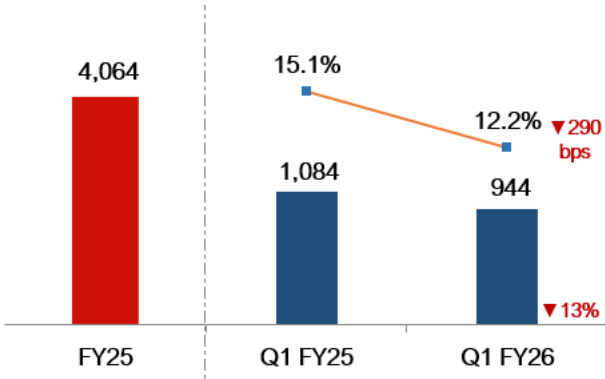
INDIA GROSS MARGIN (%)



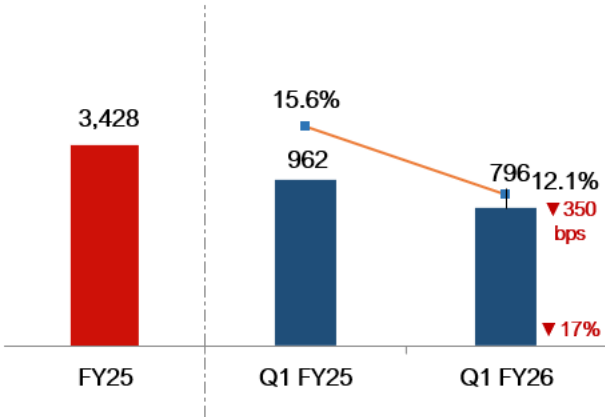
Financial Highlights Q1 FY26



CONSOLIDATED RESTAURANT EBITDA (₹ MN / %) [#]

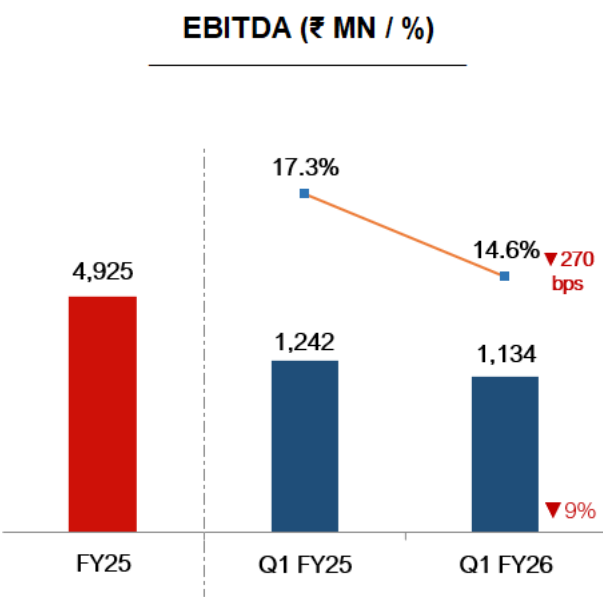
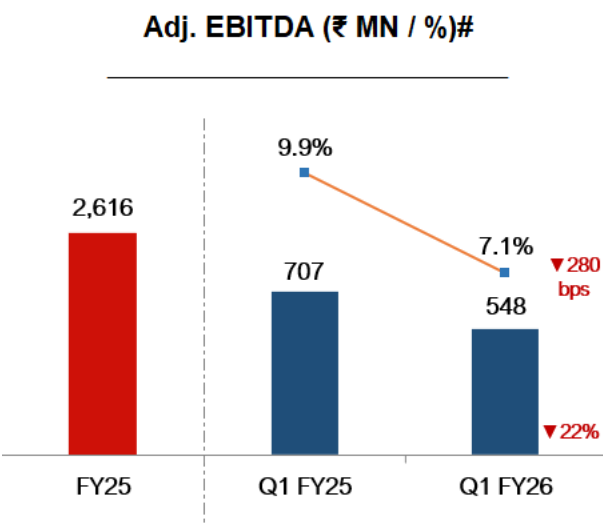


INDIA RESTAURANT EBITDA (₹ MN / %) [#]



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

Financial Highlights Q1 FY26

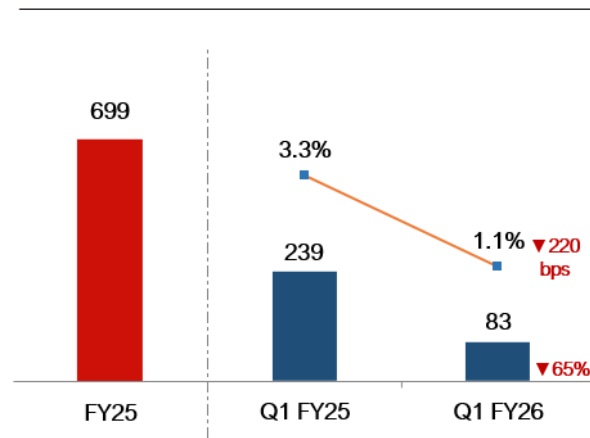


Adj. EBITDA is before Ind-AS 116 adjustments

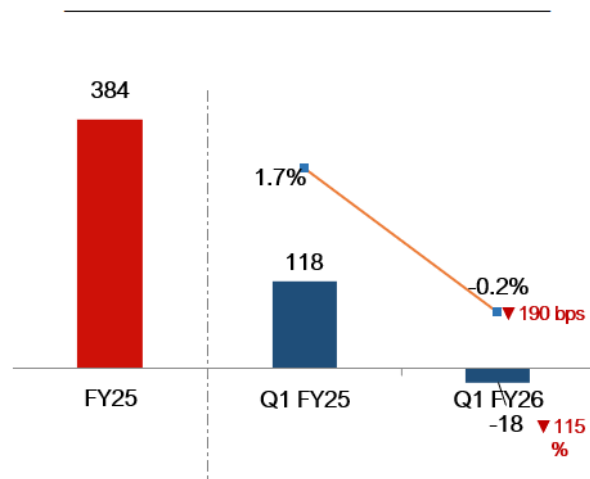
Financial Highlights Q1 FY26



Adj. PROFIT BEFORE TAX (₹ MN / %) [#]



PROFIT BEFORE TAX (₹ MN / %) [#]

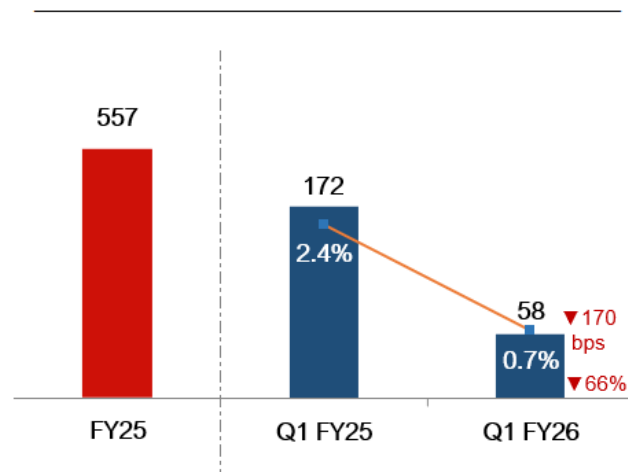


[#] Adj. PBT is before Ind-AS 116 adjustments
Note: Adj. PBT & PBT of FY25 are before the exceptional items of ₹153 Mn

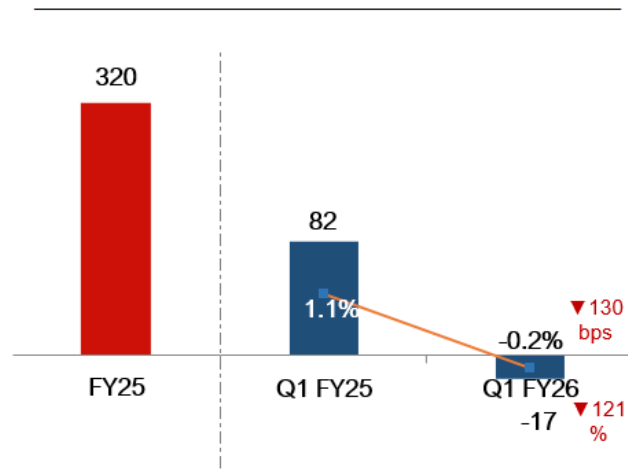
Financial Highlights Q1 FY26



Adj. PROFIT AFTER TAX (₹ MN / %) [#]



PROFIT AFTER TAX (₹ MN / %) [#]



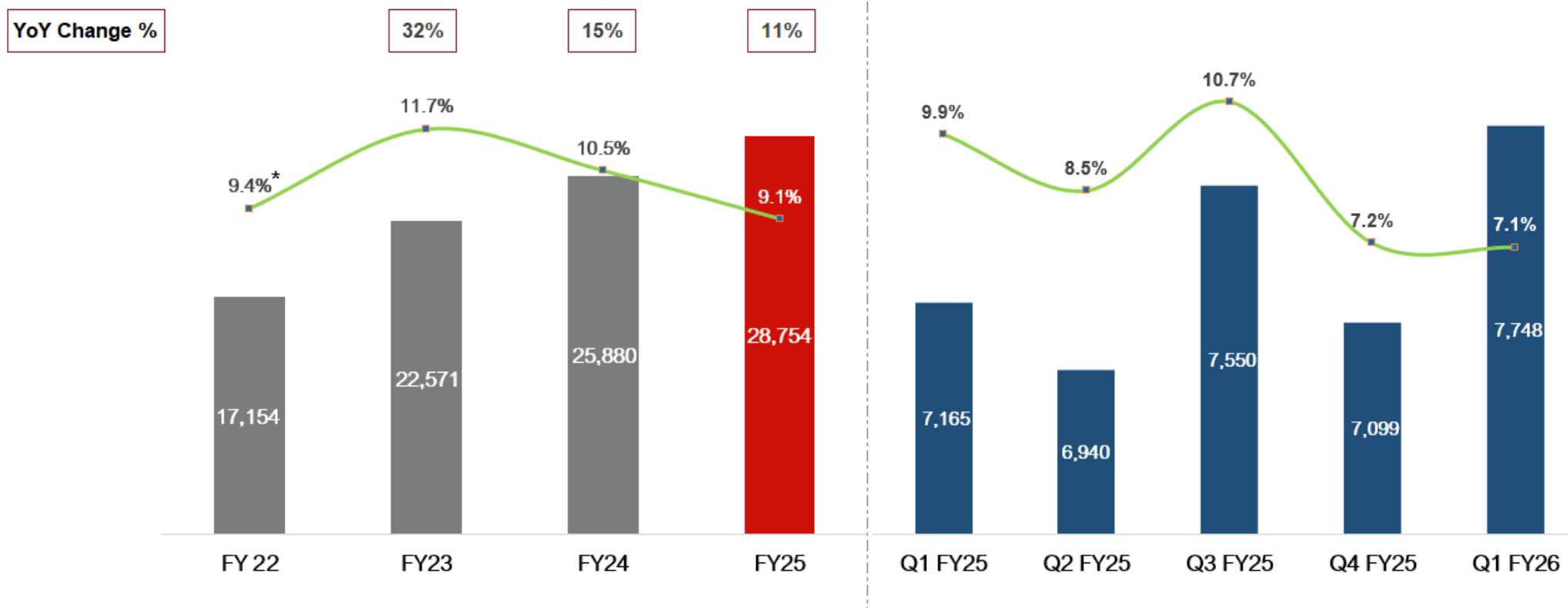
[#] Adj. PAT is before Ind-AS 116 adjustments

Note: Adj. PAT & PAT of FY25 are before the exceptional items of ₹153 Mn

Financial Highlights: Restaurant Sales & Adj. EBITDA trend



Rest. SALES (₹MN) & Adj. EBITDA %



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)	Q1 FY26	Q1 FY25	YoY %	FY25
Restaurant Sales	7,748.05	7,165.14	8.1%	28,753.63
Other operating income	20.23	17.75		65.01
COGS	2,533.42	2,256.09		9,068.44
Gross Profit	5,234.86	4,926.80	6.3%	19,750.20
Gross Margin%	67.6%	68.8%	-1.7%	68.7%
Employee Expenses	1,023.27	949.22		3,863.95
Other Expenses	3,077.73	2,735.52		10,961.18
EBITDA	1,133.86	1,242.06	-8.7%	4,925.07
EBITDA Margin %	14.6%	17.3%		17.1%
Depreciation	919.52	903.70		3,639.16
Finance Cost	295.25	272.51		1,116.26
Other Income	62.47	52.47		214.66
PBT before exceptional items	(18.44)	118.32	-115.6%	384.31
PBT Margin %	-0.2%	1.7%		1.3%
Exceptional items	0.00	0.00		152.95
PBT after exceptional items	(18.44)	118.32	-115.6%	231.36
Tax Expenses	-1.06	36.46		64.32
PAT	(17.38)	81.86		167.04
PAT Margin%	-0.2%	1.1%		0.6%

Brand Wise Performance



KFC India Business Performance

KFC®

TASTE THE EPIC



ROLLS

BURGERS

BONELESS

CHICKEN BUCKET

KFC Brand Priorities



Drive Penetration and Frequency for KFC

"Taste The Epic" campaign to popularize Core Variety offerings



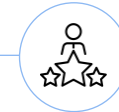
Craveable Taste

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



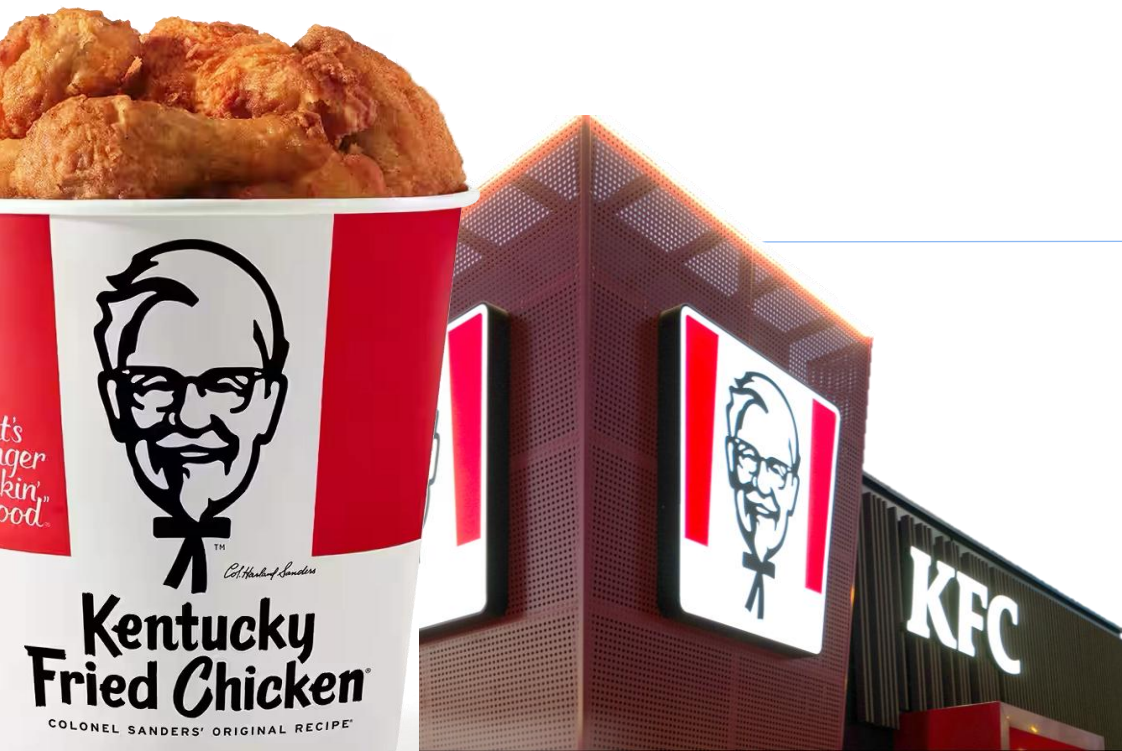
Improve Accessibility

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



Operational Excellence

> 4.0 ratings across Swiggy, Zomato & Google



KFC Brand Priorities | Craveable Taste & Value



KFC®

9 ₹ PCS FOR 299

EPIC SAVERS

DINE-IN FOR 2
7 STRIPS + 2 HOT & CRISPY

▲ Chicken contains added Monosodium Glutamate, not recommended for pregnant women or infants below 12 months.
Contains refined wheat flour (maida) and proprietary spice blends. Product images are illustrative. Actual products may vary.
*Prices exclusive of taxes. Differential pricing available in select markets / restaurants. T&C apply. <https://online.kfc.co.in/terms-and-conditions>

***OFFER VALID ON DINE IN ONLY**

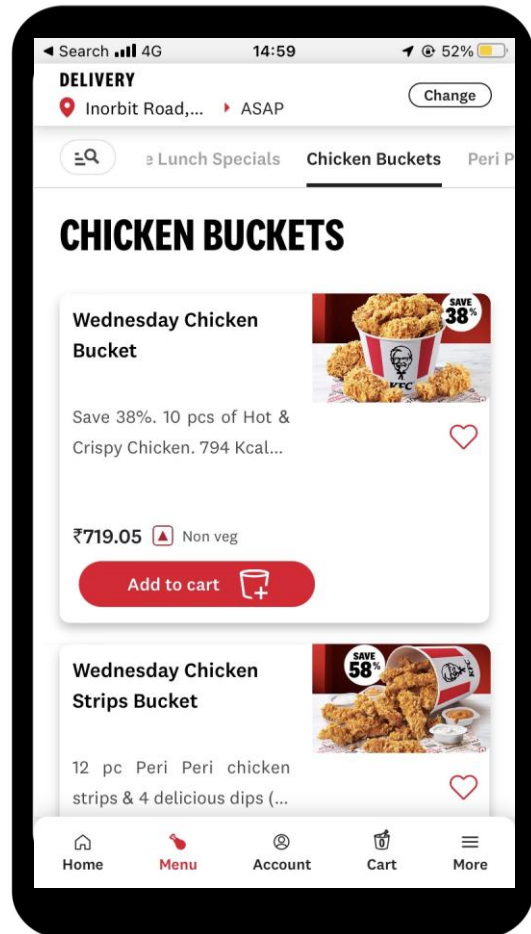
KFC Brand Priorities | Fried Chicken Category Relevance



KFC - Promo Panel, Aw size: 10" x 24" (Actual size: 2.5 x 6ft), Job No. APR25/1384008, Dt. 04-04-25



KFC Brand Priorities | Digitization



Total App
downloads
54.3 Mn+

Monthly Active
Users
2.4 Mn



Digital **KIOSKs**
implemented at **259** Restaurants

KFC Brand Priorities | New Restaurants



CHAND CINEMA, DELHI



MADRAS FOOD WALK, CHENNAI



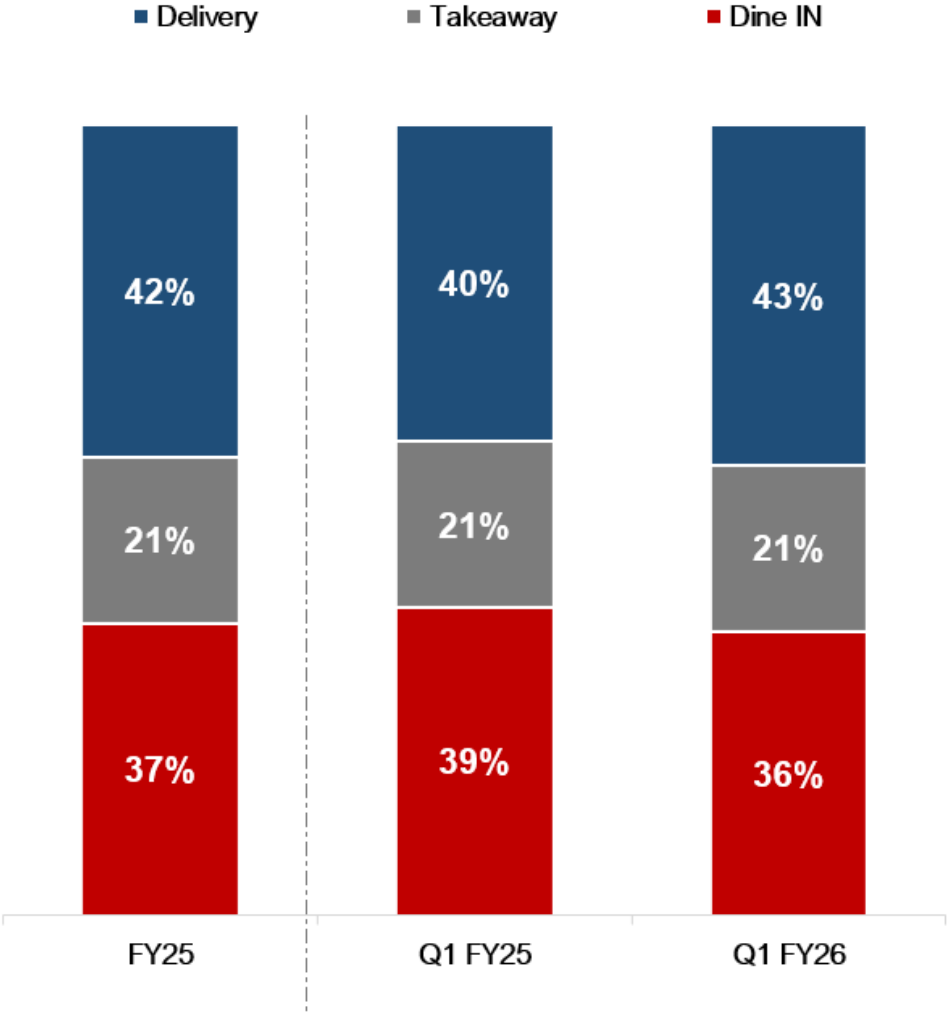
MAROL METRO STATION, MUMBAI



KORATTUR, CHENNAI

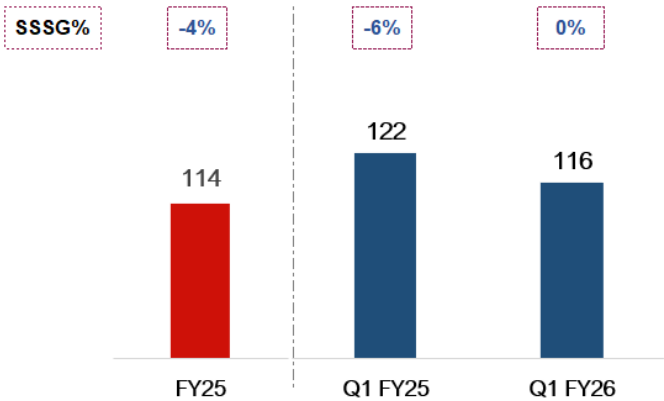


CHANNELWISE SALES MIX

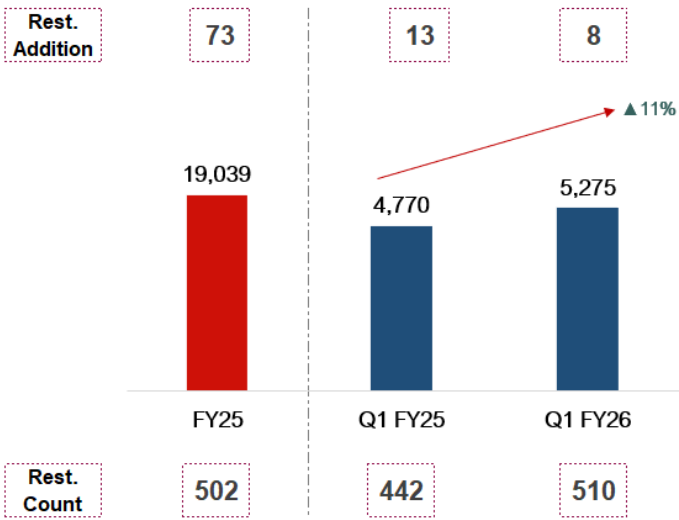




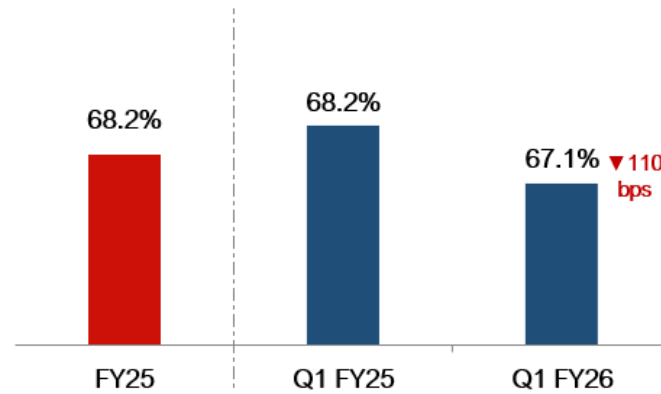
AVERAGE DAILY SALES (₹ '000)



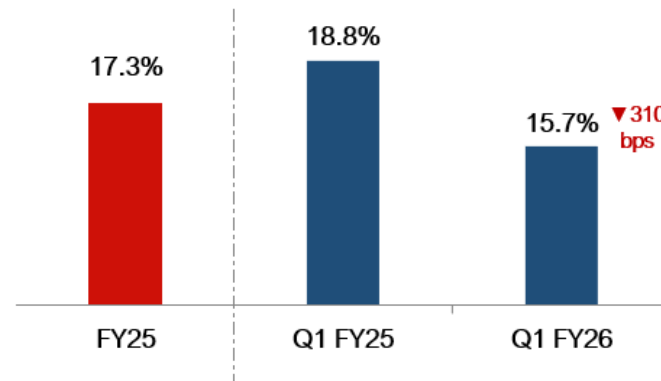
RESTAURANT SALES (₹MN)



GROSS MARGIN%

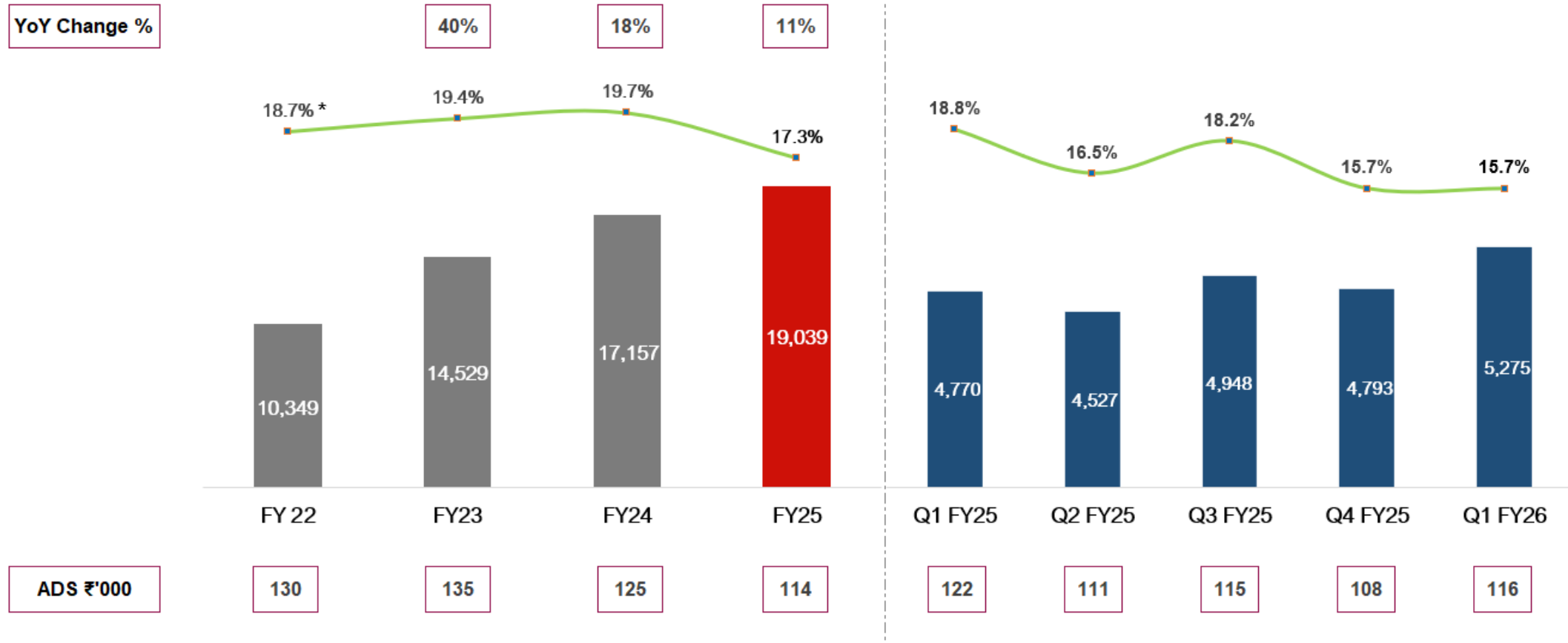


RESTAURANT EBITDA(%)#



Restaurant EBITDA is before Ind-AS 116 adjustments

Rest. SALES (₹MN) & Rest. EBITDA(%)[#]



[#] Restaurant EBITDA is before Ind-AS 116 adjustments
^{*} Rest..EBITDA% after Normalizing additional incentives in FY22

Pizza Hut India | Business Performance

GOODBYE DRY PIZZAS

Introducing
Juicylicious
Pizzas



KADHAI FLAVOUR

ROYAL SPICE

**SOUTHERN
FIERY**

**3 FLAVOURS OF MARINATED TOPPINGS
& RICH INDIAN SAUCES**

AVAILABLE IN PANEER/CHICKEN

SPECIAL PRICE
₹ **249*** **WITH**
FREE

*FREE PEPSI ON DINE-IN



Pizza Hut Brand Priorities



ACTION UPDATE ON DINE – IN LED OMNI CHANNEL CUSTOMER PROMISE



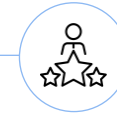
**Taste Superiority through
Pizza & sides innovation**



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



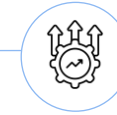
**Hot n Fresh Delivery
Experience**



**Competitive Value for
money**



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



**Mass media advertising to drive consumer
awareness & consideration**



- We launched the “Juicylicious” pizza range in Apr’25 which has received positive feedback from the consumers who have tried it.
- In Tamil Nadu Sapphire & Yum supported this “Juicylicious” range through mass media advertising which resulted in positive SSSG & SSTG (double digit delta versus rest of market).
- In common markets marketing investment remained in the BTL form.
- We continue to pursue the above strategy to revive the brand which is a replica of the successful Sri Lanka Pizza Hut strategy over several years.

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Pizza Hut Brand Priorities | Tamil Nadu TV Ad



Juicylicious
Pizzas

BUY 1 GET 3 FREE*

BUY PIZZA & GET 2 SIDES FREE + PEPSI FREE

WALK - IN | ORDER ONLINE

*T&Cs Apply. 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. Carbonated water. Contains caffeine. Pepsi is a registered trademark of PepsiCo, Inc.

https://youtu.be/Bdj5fD_OFSE?feature=shared

Pizza Hut Brand Priorities | New products



HUT CAFÉ
DRINKS FOR EVERY MOOD.

PICK ANY
SUMMER SIPPER

~~119~~ [₹]99

■ COLD COFFEE

■ MASALA LEMONADE

■ COLD CHOCOLATE

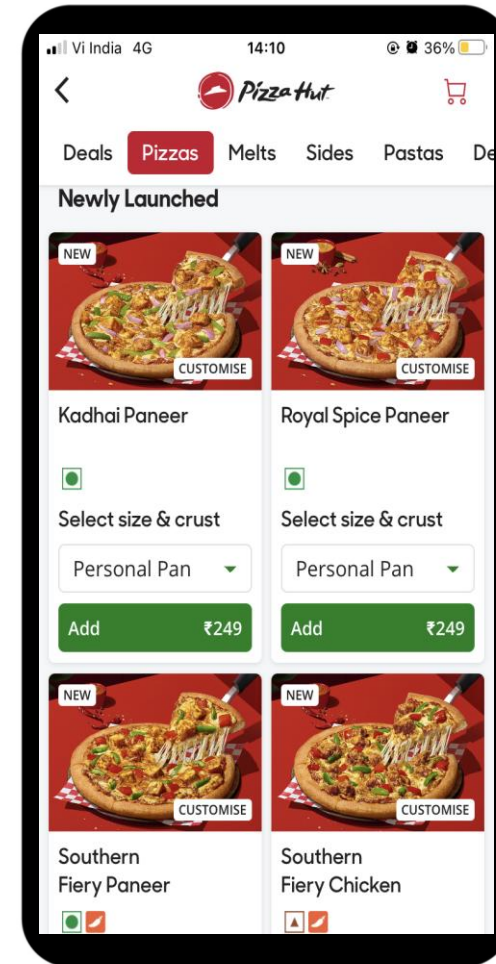
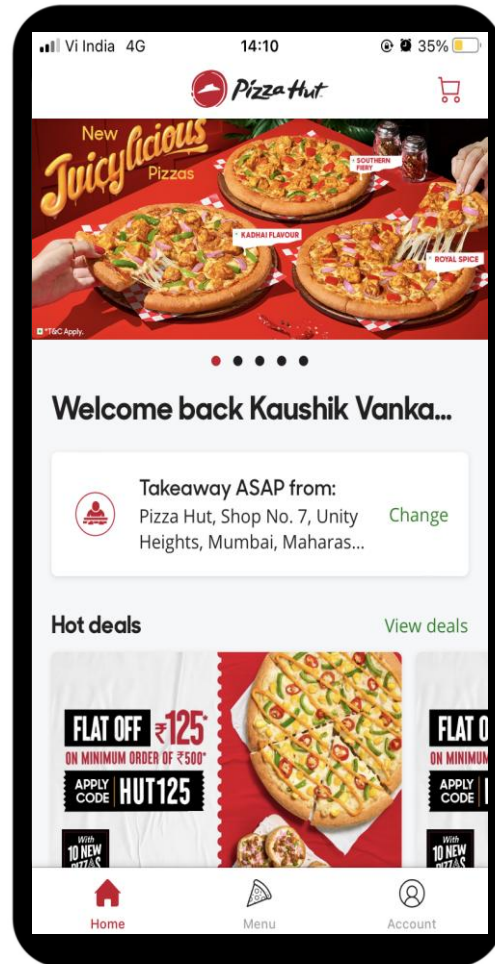
...and many more!

LIMITED TIME ONLY! WALK-IN | ORDER ONLINE

*T&C apply.

The advertisement features three glasses of beverages on a wooden surface. The background is a tropical beach scene with palm trees and a blue sky. The text is bold and colorful, with the price '₹99' prominently displayed. The Pizza Hut logo is visible in the top right corner of the ad.

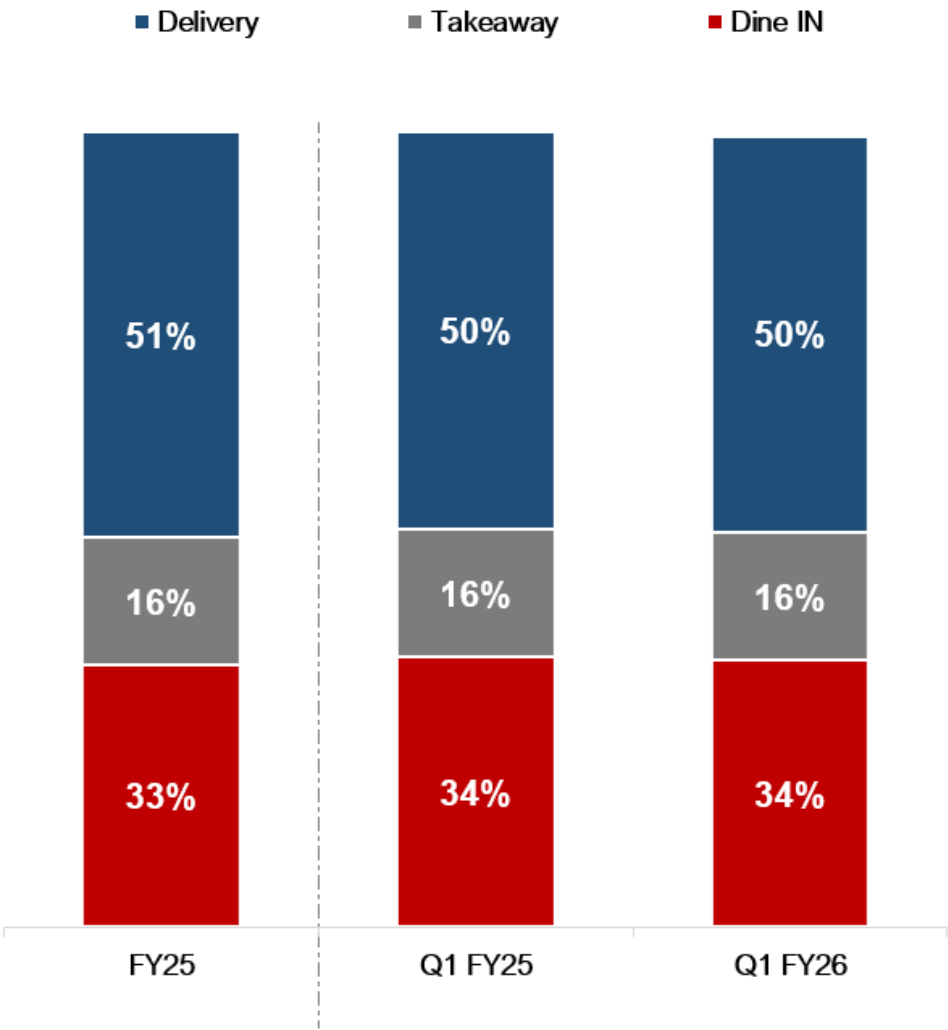
Pizza Hut Brand Priorities | Digitization

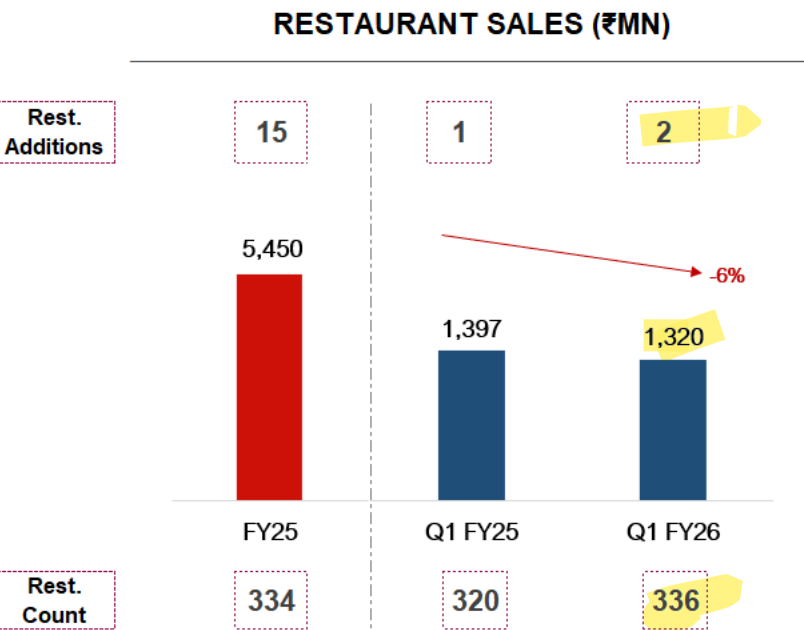
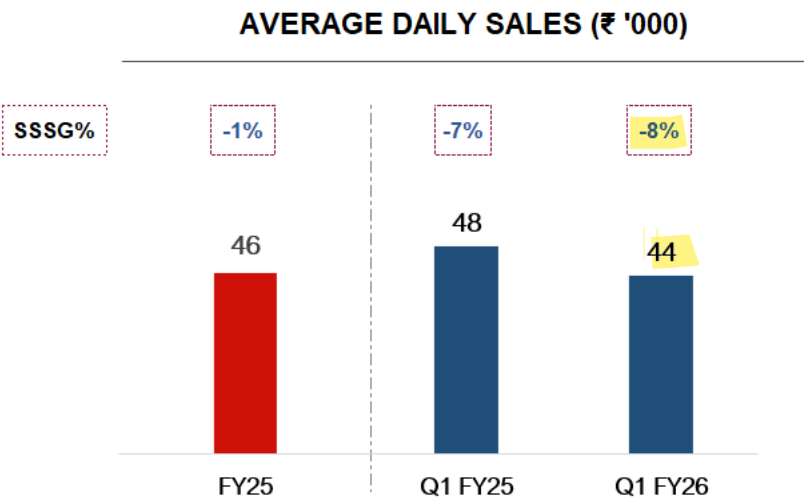


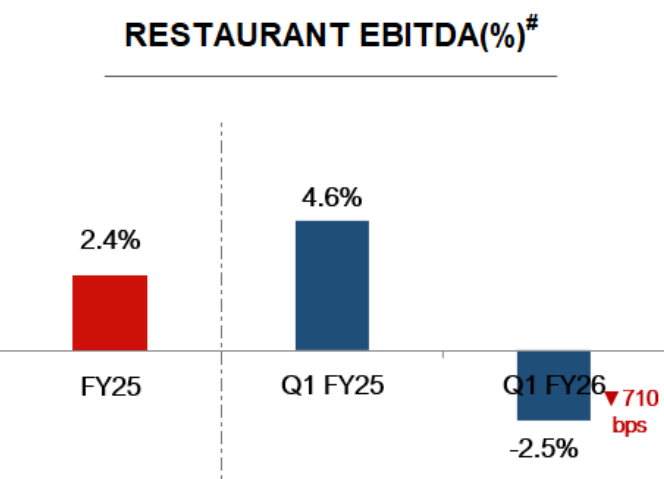
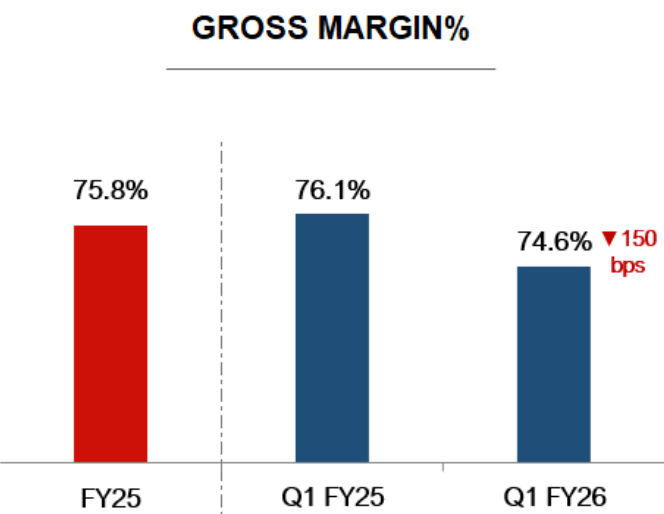
Total App Downloads – **17.7 Mn+**
Monthly Active Users – **1.1 Mn+**



CHANNELWISE SALES MIX







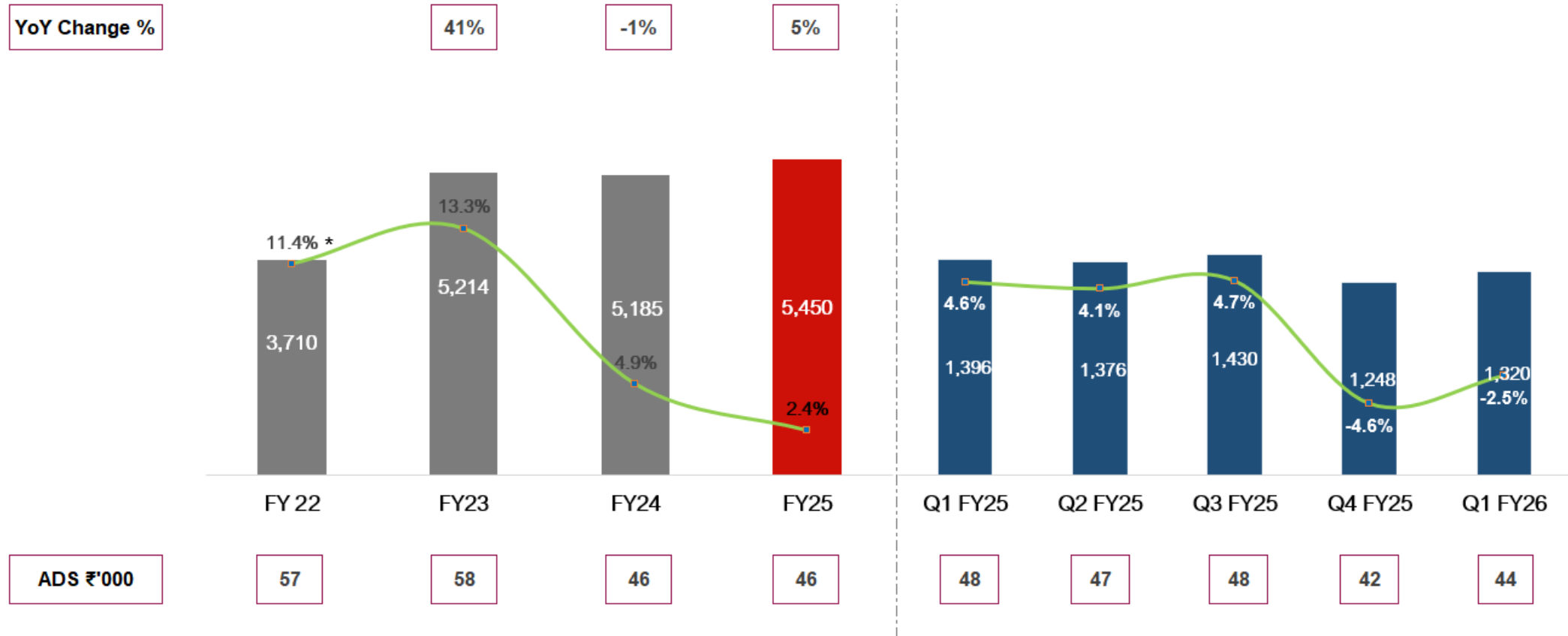
Restaurant EBITDA excluding marketing investment is flat in Q1 FY26

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

Pizza Hut India Q1FY26



Rest. SALES (₹MN) & Rest. EBITDA(%)[#]



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

* Rest..EBITDA% after Normalizing additional incentives in FY22



Sri Lanka
Business Performance



Sri Lanka New Product Development



INTRODUCING THE
4 CHEESE PIZZA

4 CHEESES. 1 UNFORGETTABLE BITE.

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Rs.1600	Rs.3100



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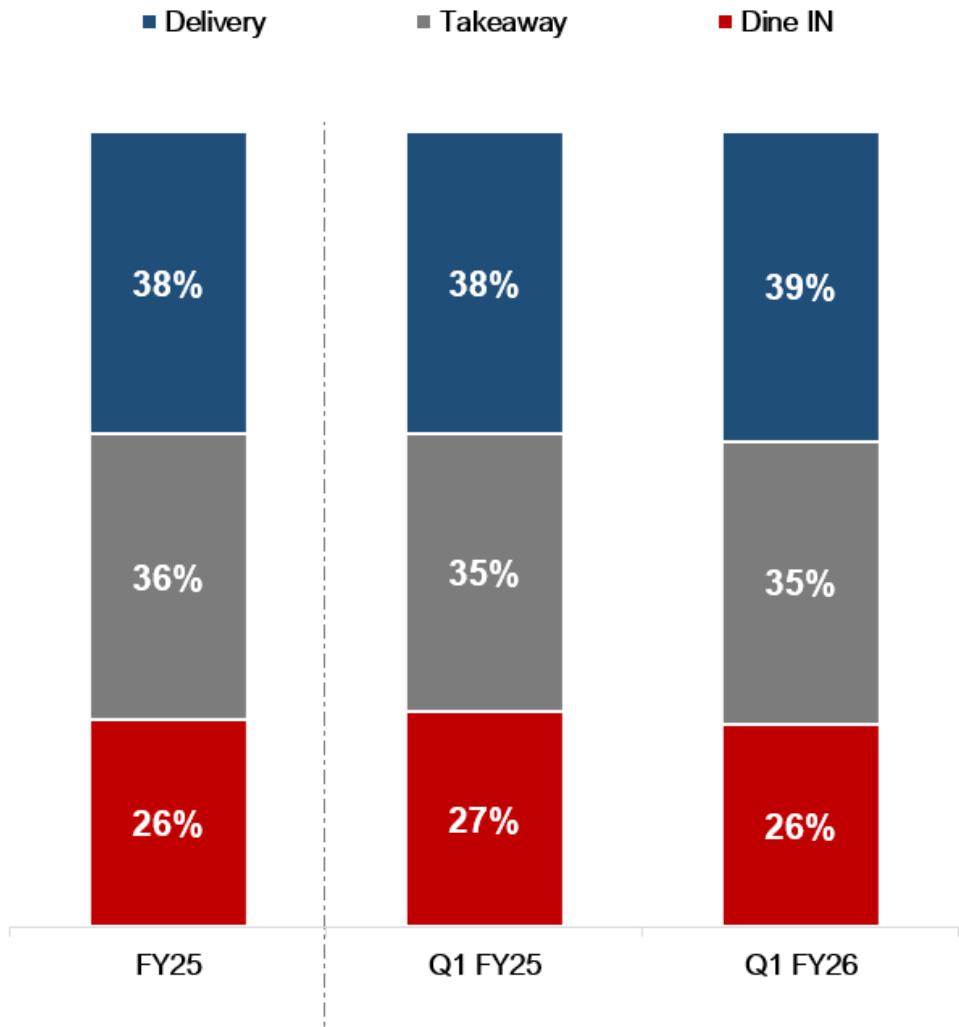
Sri Lanka New Restaurants



Megalle



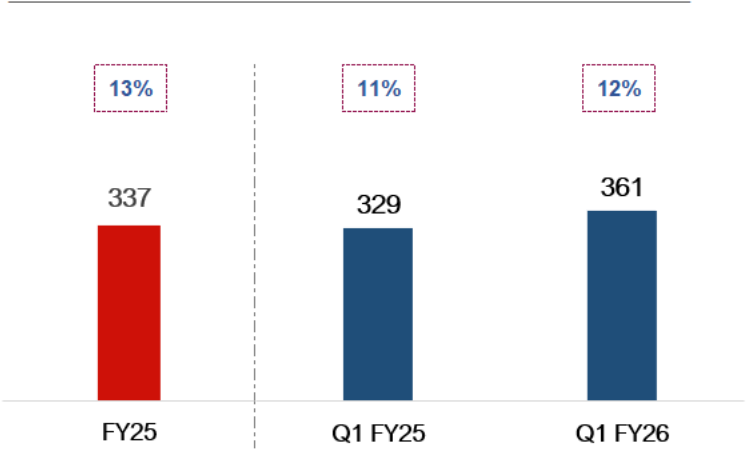
CHANNELWISE SALES MIX



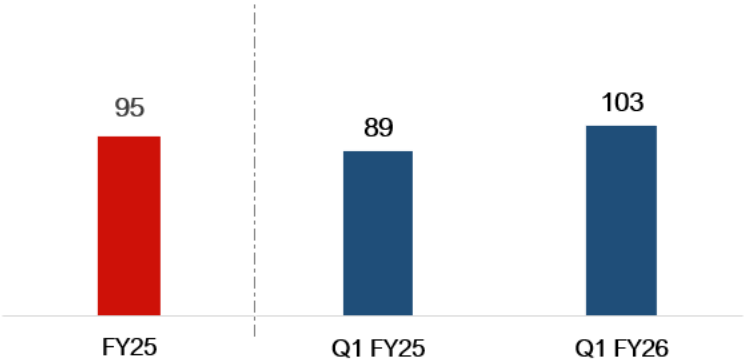


SSSG%

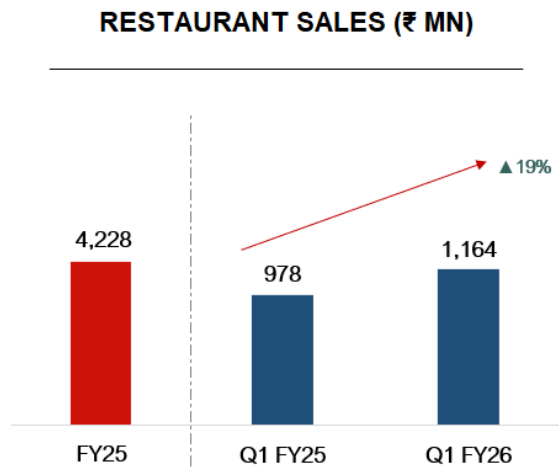
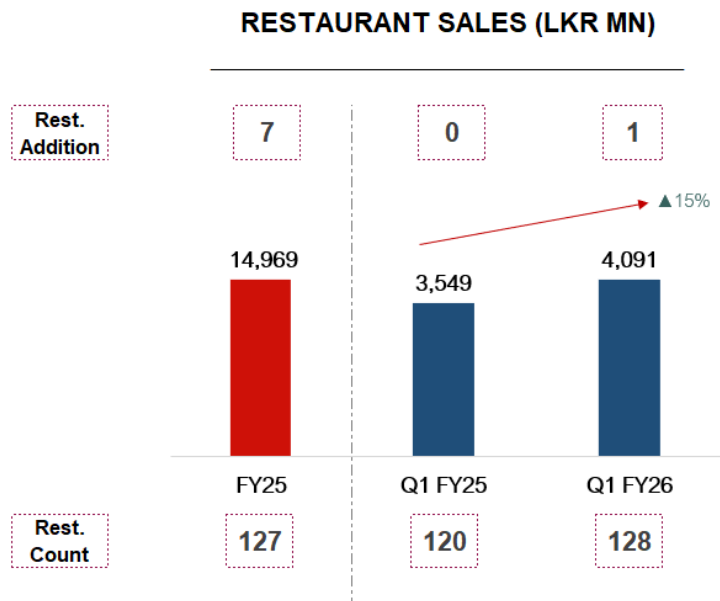
AVERAGE DAILY SALES (LKR '000)



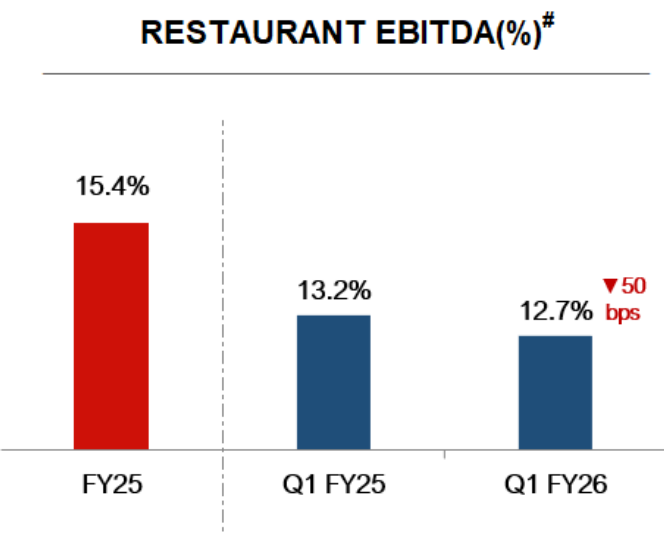
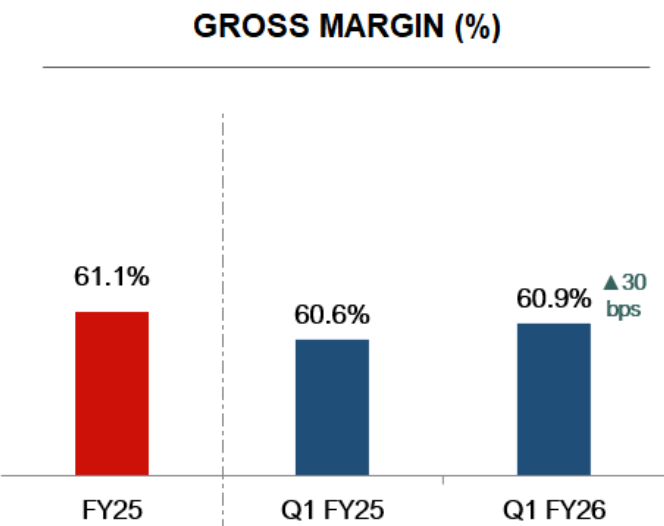
AVERAGE DAILY SALES (INR '000)



Average daily sales is for all restaurants including new additions during the period
Note: LKR to INR conversion rate of 0.285 for Q1 FY26 and 0.271 for Q1 FY25



Average daily sales is for all restaurants including new additions during the period
Note: LKR to INR conversion rate of 0.285 for Q1 FY26 and 0.271 for Q1 FY25



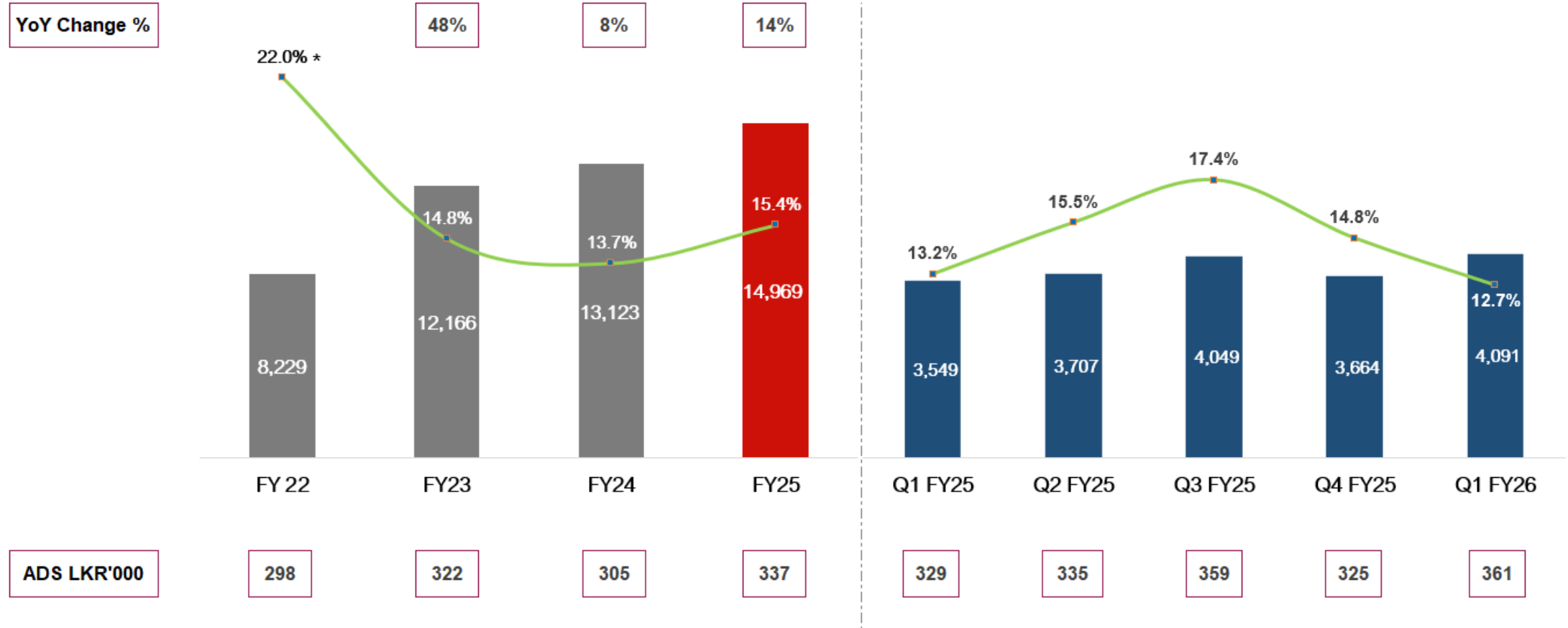
Absolute Rest. EBITDA increased by 12 % in LKR terms(increased by 16% in INR terms)

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

Sri Lanka Business Q1FY26



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

Sustainability Award



Sapphire KFC Raya, Punjab Outlet was awarded IGBC Platinum rating



- First QSR Restaurant in India to receive Platinum rating
- First Yum! KFC Restaurant Globally to receive Platinum rating



SapphireFoods

Thank You

Sapphire Foods India Limited
CIN: L55204MH2009PLC197005
702, Prism Tower, A-Wing, Mindspace, Link Road,
Goregaon (West), Mumbai - 400062. India

kaushik.vankadkar@sapphirefoods.in
www.sapphirefoods.in

Investor Relations Partner:
Vogabe Advisors Private Limited
Ms. Himani Singla

sapphirefoods@vogabe.com
+91 9569926021 | www.vogabe.com