

Date: 17<sup>th</sup> October 2025

To,

<b>National Stock Exchange of India Limited</b> Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400051  Symbol: SAPPHIRE	<b>BSE Limited</b> 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 half year ended 30<sup>th</sup> 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



## 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	 <b>7%</b> 9% Excl Navratri YoY%	 <b>24%</b> YoY%	 <b>8%</b> YoY%

- 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 1000<sup>th</sup> Sapphire restaurant on 16<sup>th</sup> 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 21<sup>st</sup> 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 Festival” campaign.
- Sapphire Pizza Hut SSSG declined by 8%. Rest. EBITDA was negative at 1.8% (↓ 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% (↓ 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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#### **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 downturn 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



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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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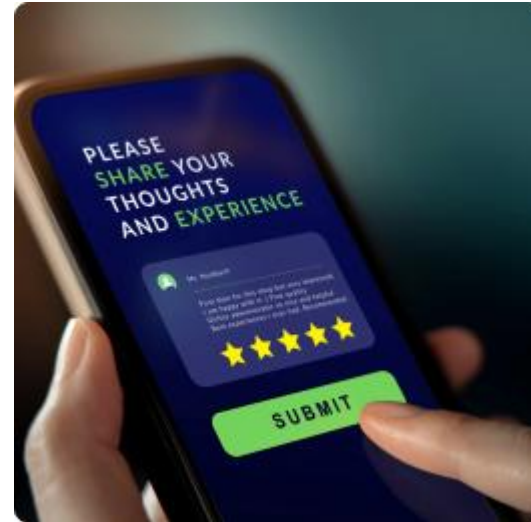




# The Sapphire Story



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



**Execution Mindset**  
Great Customer experience along with Superior 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 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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# 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

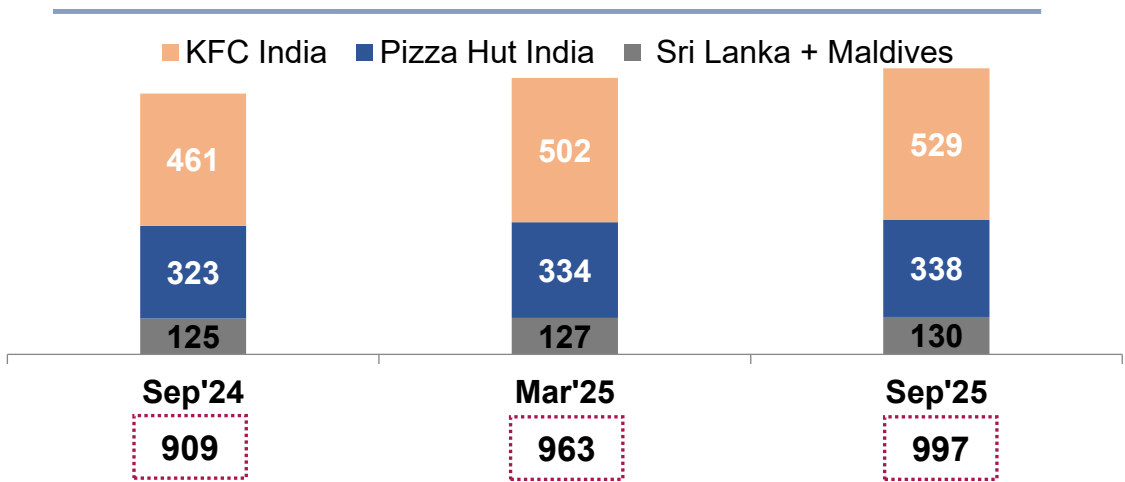
#Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments

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

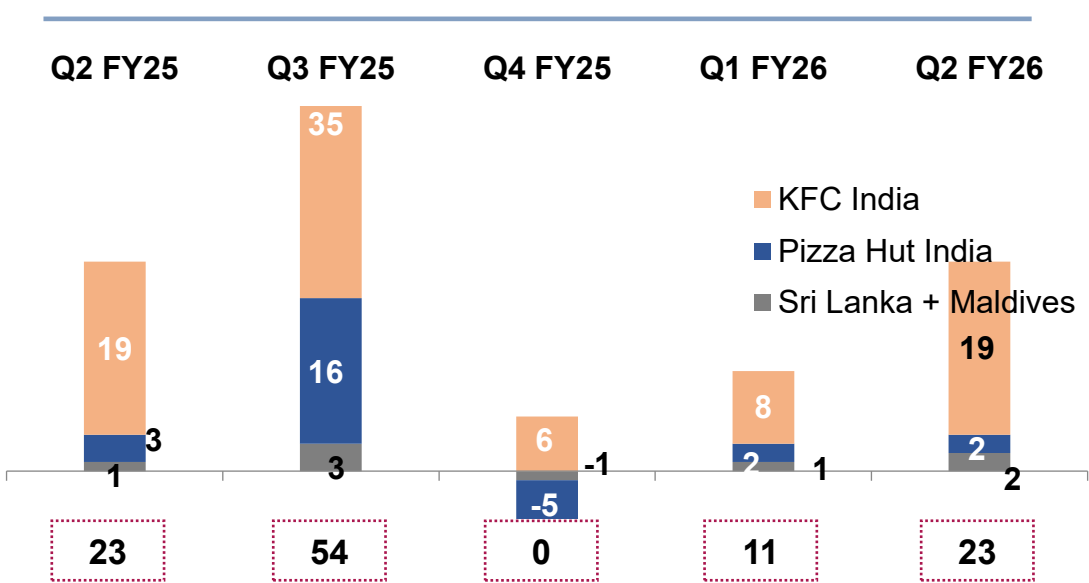
# Journey Of Sapphire Foods Built A Platform Of 997 Outlets <sup>(1)</sup>



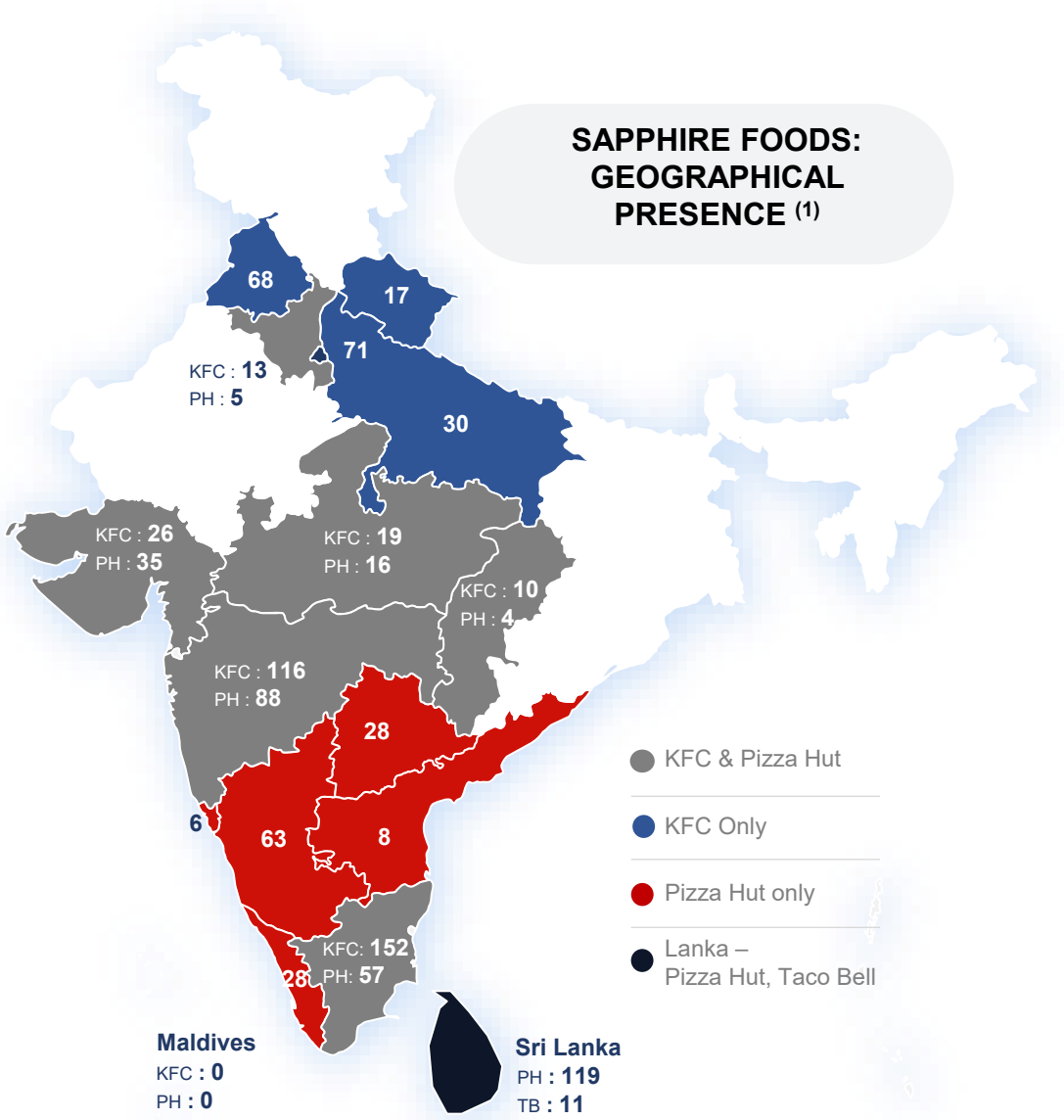
## RESTAURANT COUNT



## RESTAURANT ADDITION



## SAPPHIRE FOODS: GEOGRAPHICAL PRESENCE <sup>(1)</sup>

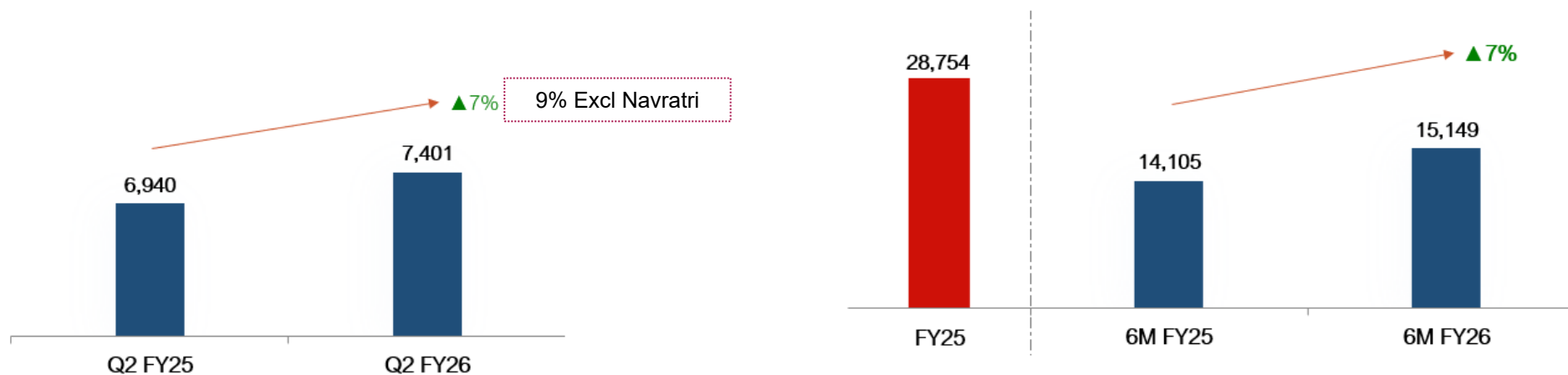


(1) As on 30<sup>th</sup> Sep 25  
Sri Lanka + Maldives included 4 restaurants in the previous years. As on 31<sup>st</sup> Mar 25 & 30<sup>th</sup> Sep 25 all the 4 restaurants are closed.

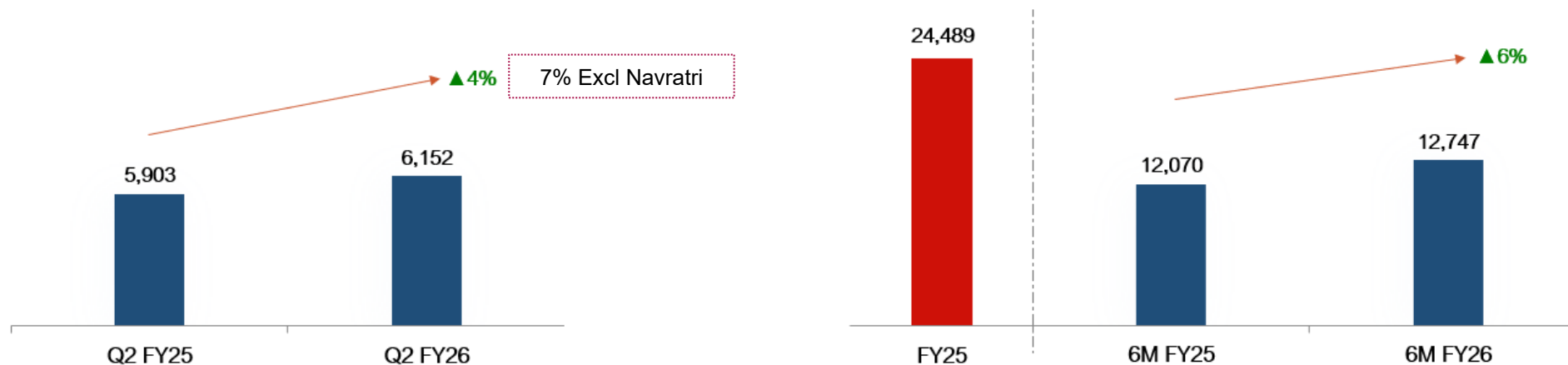
# Financial Highlights Q2 FY26



## CONSOLIDATED RESTAURANT SALES (₹ MN)



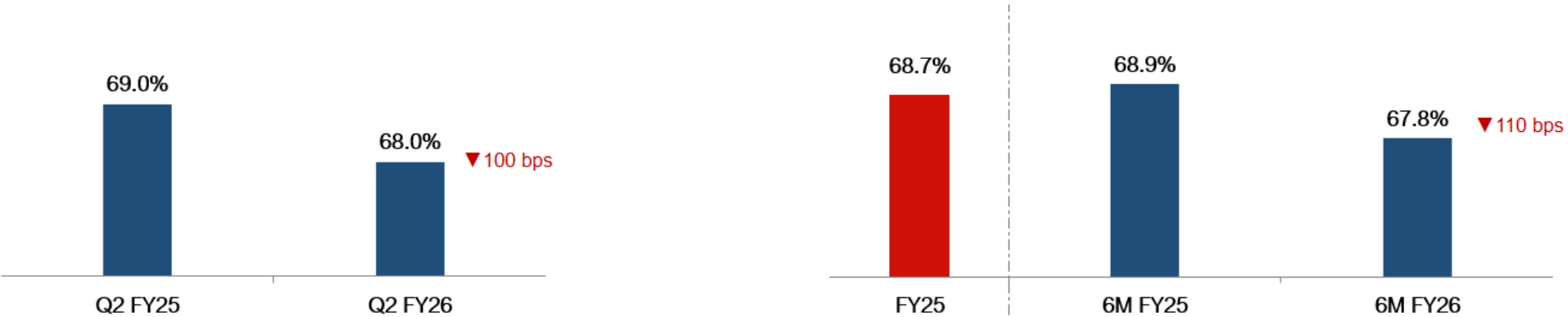
## INDIA RESTAURANT SALES (₹ MN)



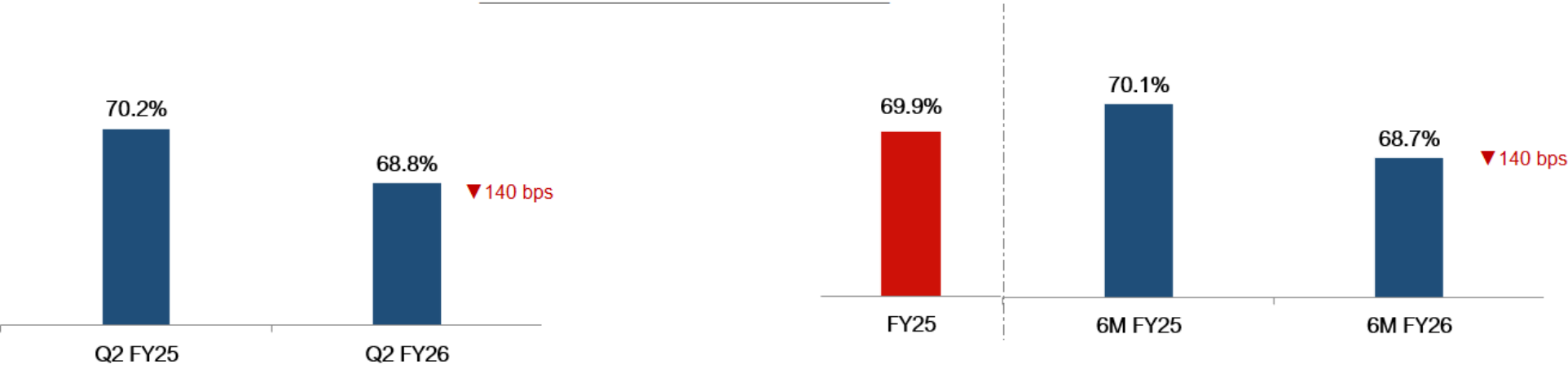
# Financial Highlights Q2 FY26



CONSOLIDATED GROSS MARGIN (%)



INDIA GROSS MARGIN (%)

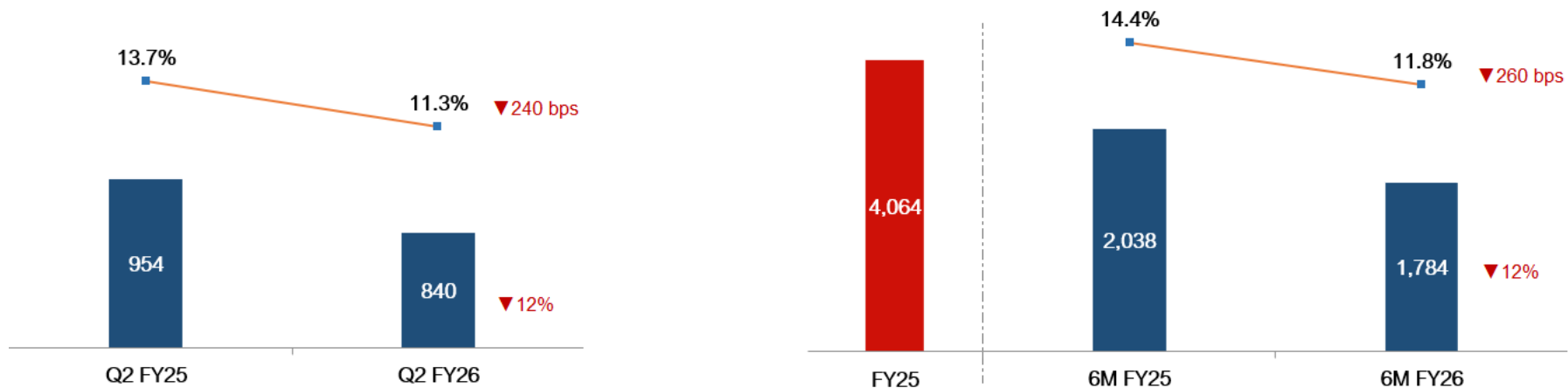




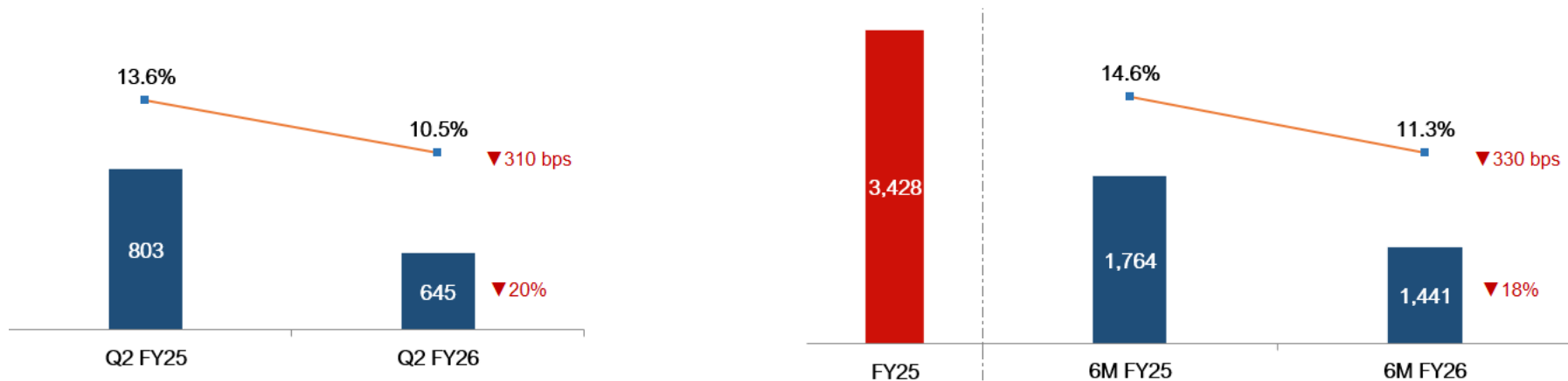
# Financial Highlights Q2 FY26



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



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

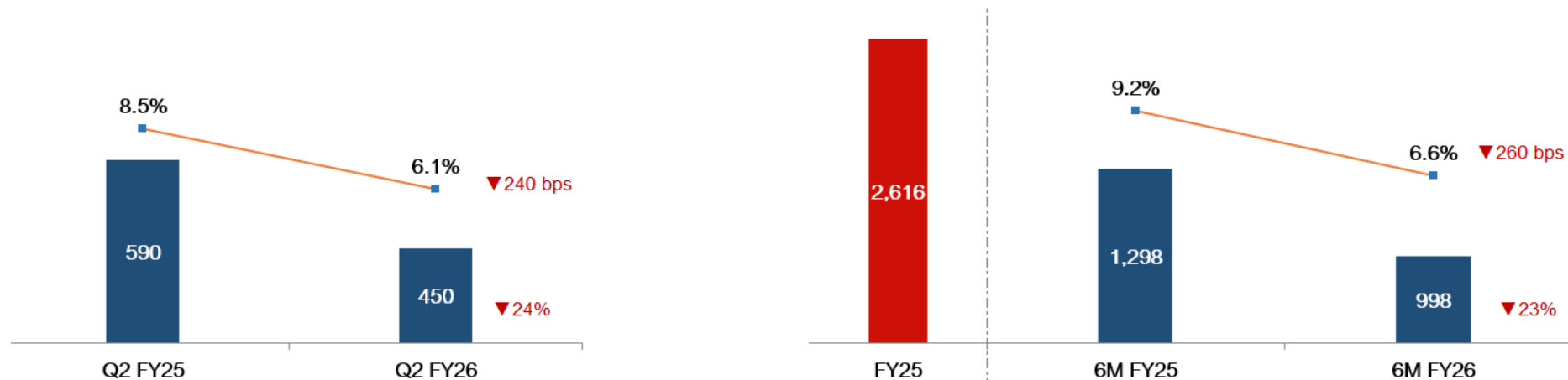


# Restaurant EBITDA is before Ind-AS 116 adjustments

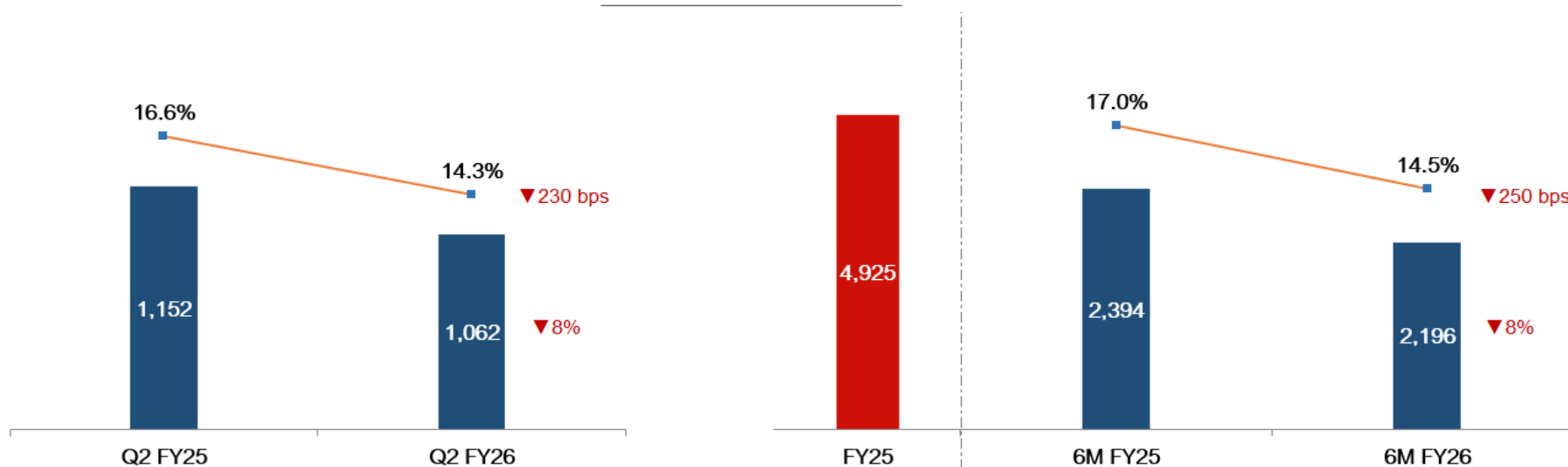
# Financial Highlights Q2 FY26



Adj. EBITDA (₹ MN / %)ⁱ



EBITDA (₹ MN / %)

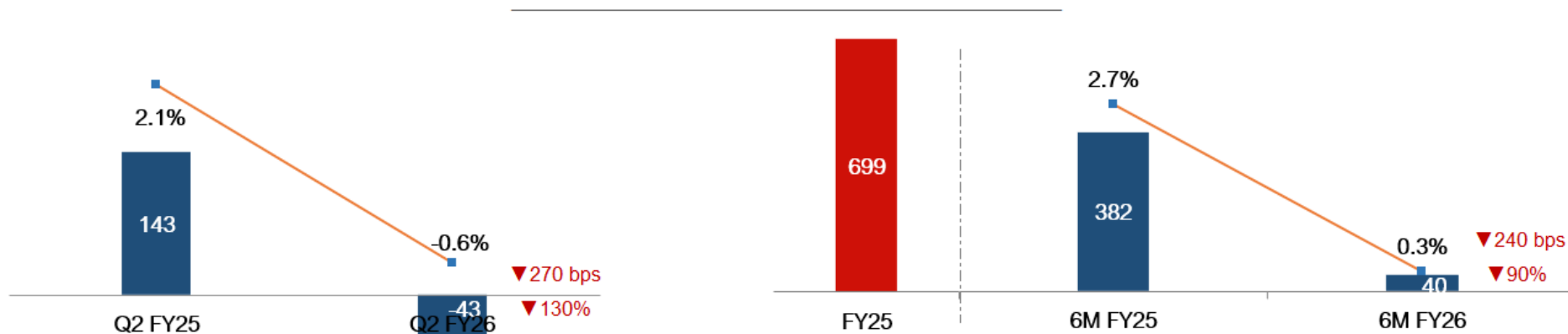


ⁱ Adj. EBITDA is before Ind-AS 116 adjustments

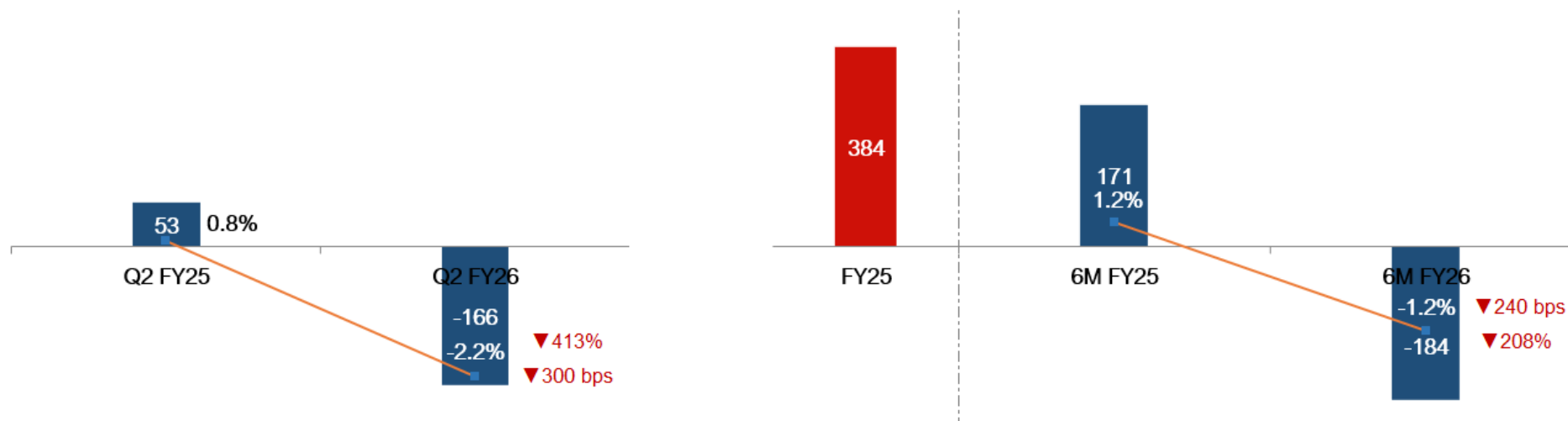
# Financial Highlights Q2 FY26



Adj. PROFIT BEFORE TAX (₹ MN / %) #



PROFIT BEFORE TAX (₹ MN / %)



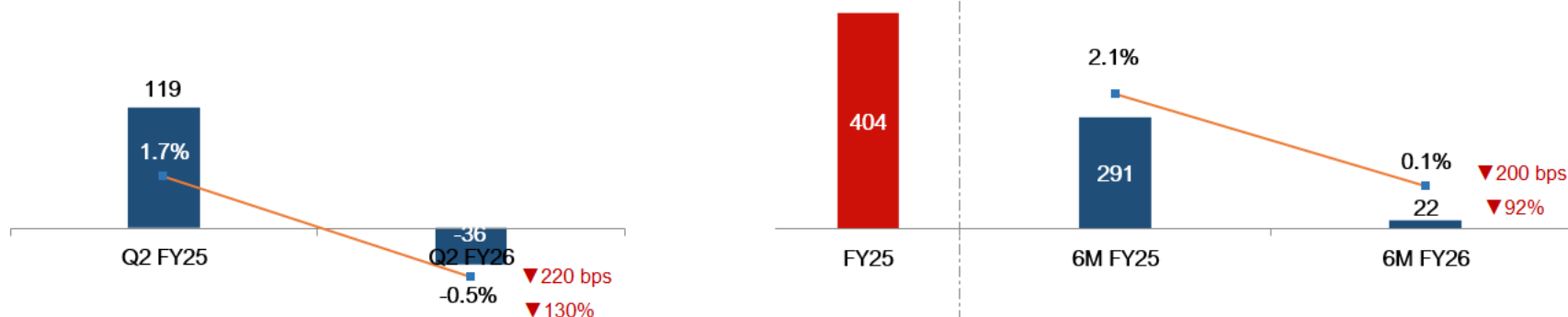
#Adj. EBITDA and Adj. PAT is before Ind-AS 116 adjustments

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

# Financial Highlights Q2 FY26



Adj. PROFIT AFTER TAX (₹ MN / %) <sup>#</sup>



PROFIT AFTER TAX (₹ MN / %)



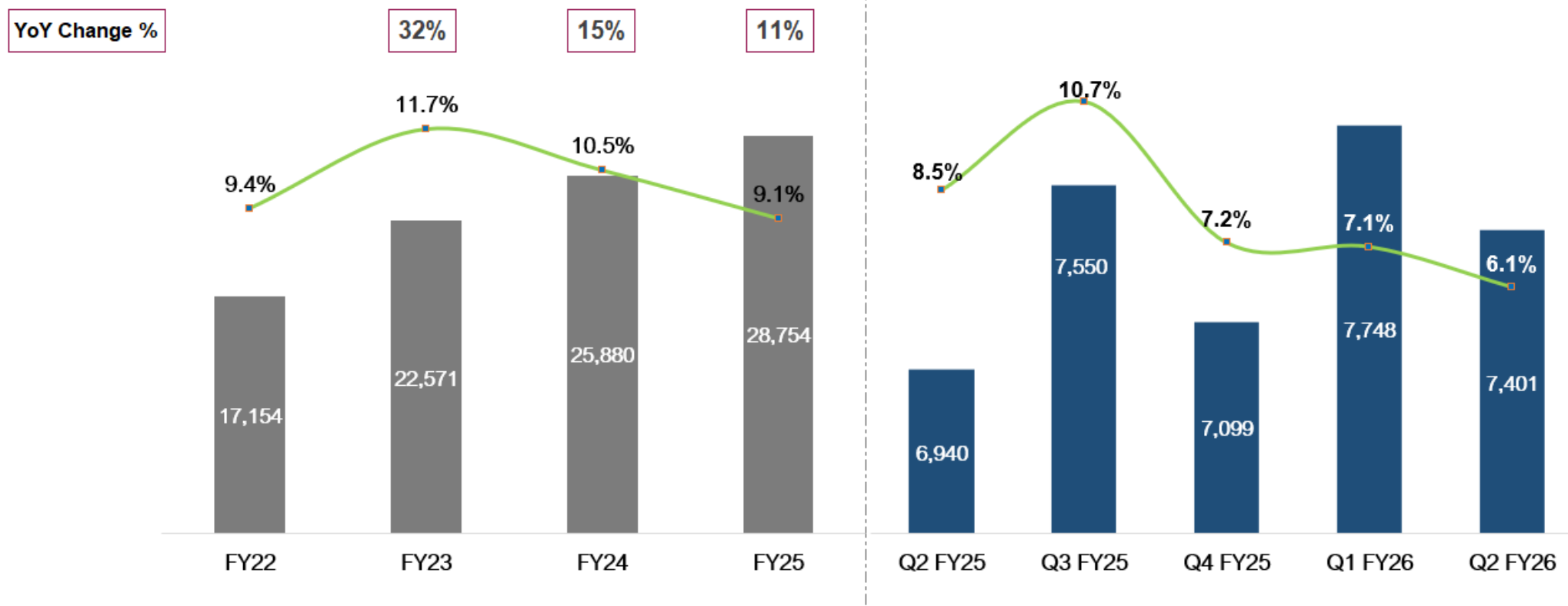
<sup>#</sup> Adj. PAT is before Ind-AS 116 adjustments

<sup>\*</sup>Adj. PAT & PAT of Q2 FY25, 6MFY25 and FY25 are before the exceptional items of ₹114 Mn, ₹114Mn and ₹153 Mn respectively

# 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)	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
<b>Total Assets</b>	<b>32,065.44</b>	<b>30,409.88</b>
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
<b>Total Liabilities</b>	<b>18,160.55</b>	<b>16,448.12</b>
<b>Lease Liabilities</b>	<b>13,698.52</b>	<b>12,723.05</b>
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
<b>Total Net Worth</b>	<b>13,904.90</b>	<b>13,961.76</b>
<b>Total Equity</b>	<b>13,904.90</b>	<b>13,961.76</b>
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 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



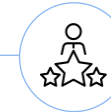
## Craveable Taste

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



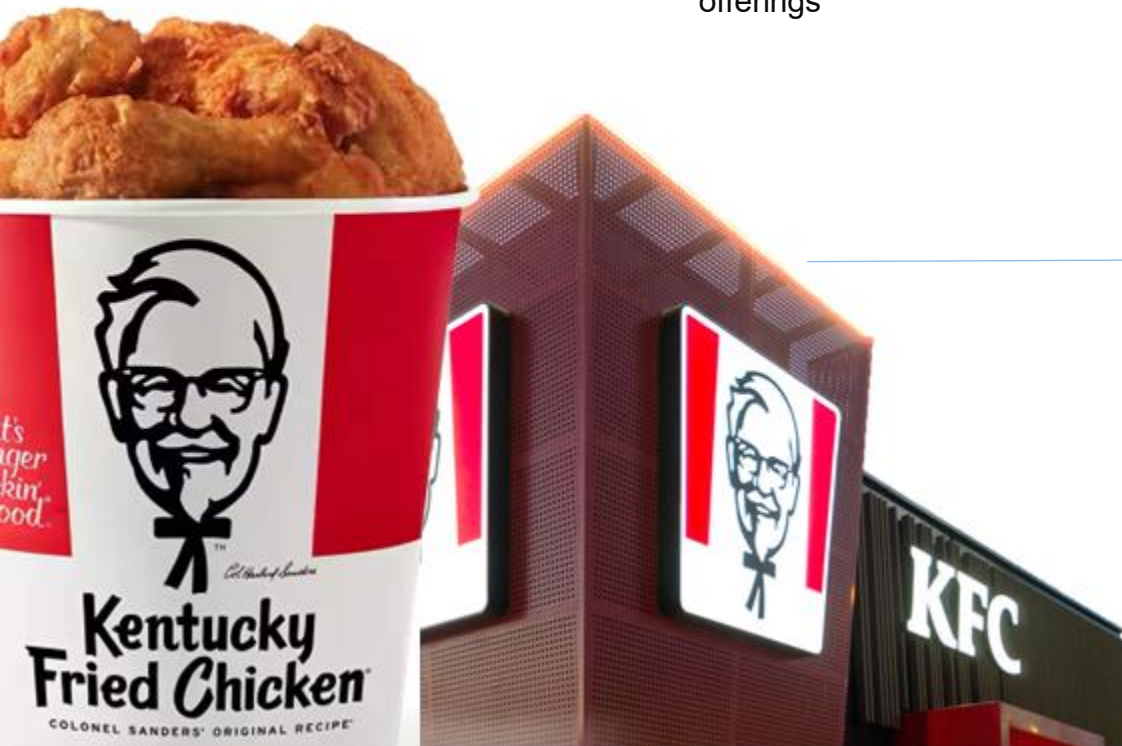
## Improve Accessibility

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



## Operational Excellence

> 4.0 ratings across Swiggy, Zomato & Google





# KFC Brand Priorities | Fried Chicken Category Relevance

The advertisement features a large bucket of KFC fried chicken on the right, with the KFC logo on the side. In the foreground, two pieces of fried chicken are served on a wooden cutting board. The background is dark red with the KFC logo at the top. The text '9 PCS FOR ₹ 299 EPIC SAVERS' is prominently displayed in large, metallic-looking font. At the bottom right, it says 'DINE-IN FOR 2 7 STRIPS + 2 HOT & CRISPY'. At the bottom left, there is a small disclaimer: 'Chicken contains added Monosodium Glutamate, not recommended for pregnant women or infants below 12 months. Contains refined wheat flour (wheat) 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://india.kfc.com/terms-and-conditions>'.

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

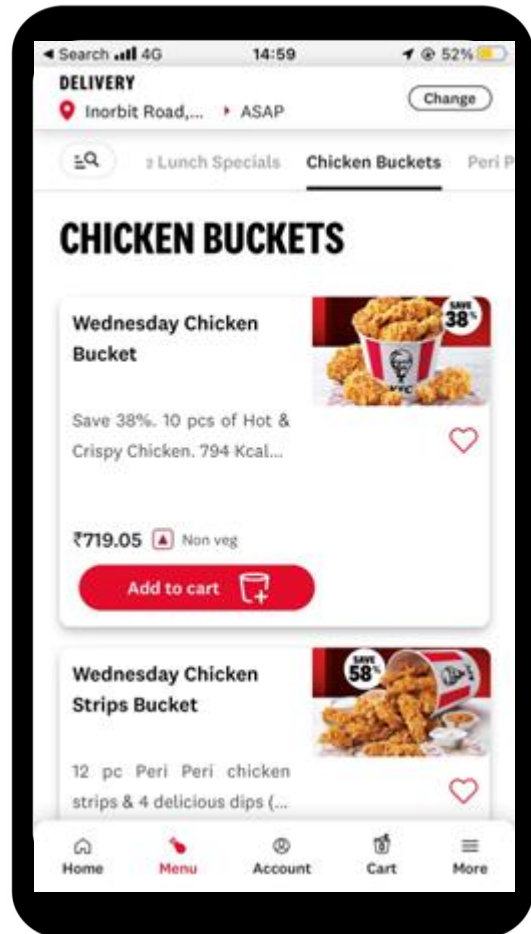
**\*OFFER VALID ON DINE IN ONLY**

# 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



DOWNTOWN, MOHALI



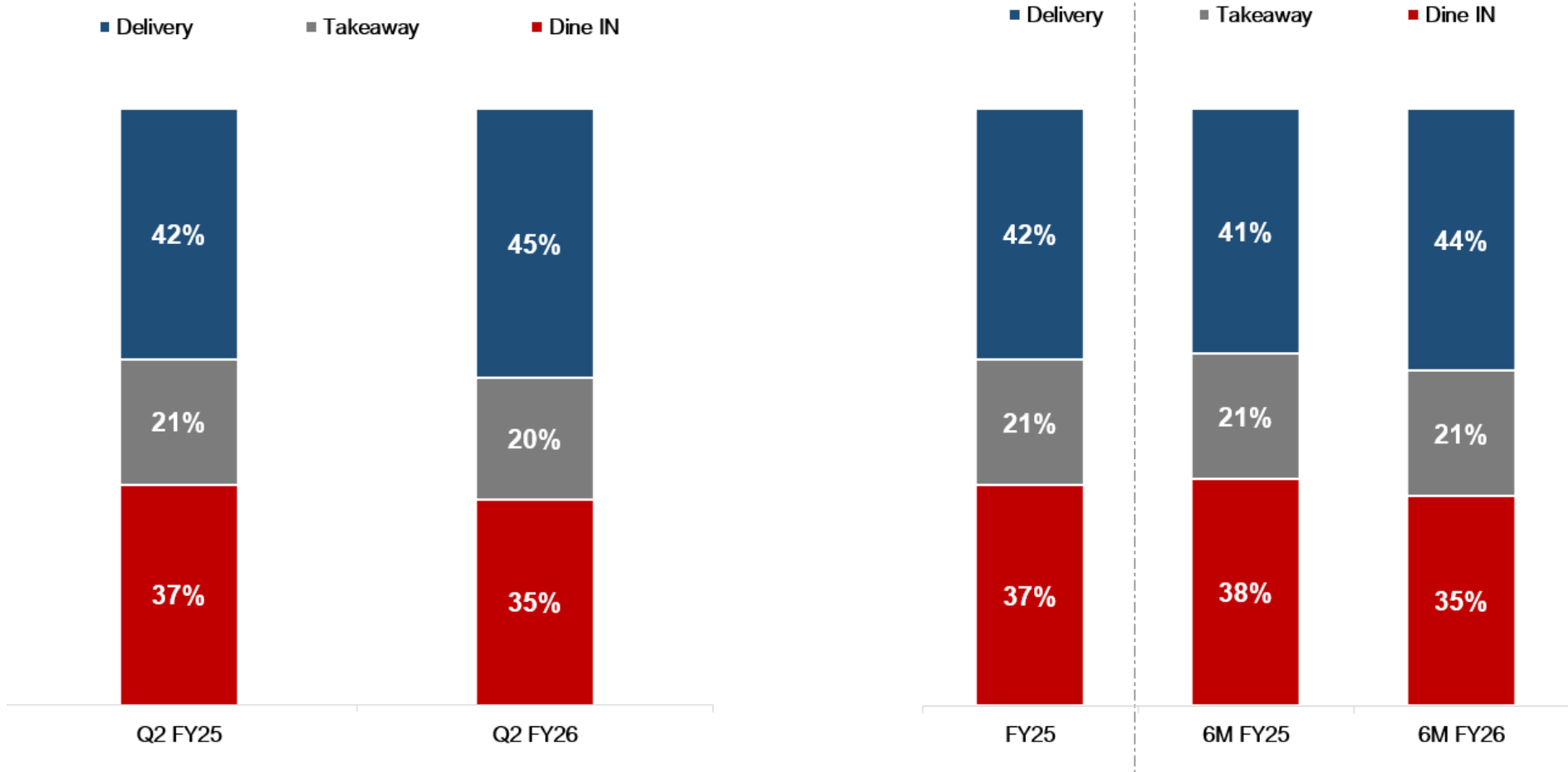
WSA 63 DELHI MUMBAI EXPRESSWAY



GOLDUST, PATIALA



## CHANNELWISE SALES MIX



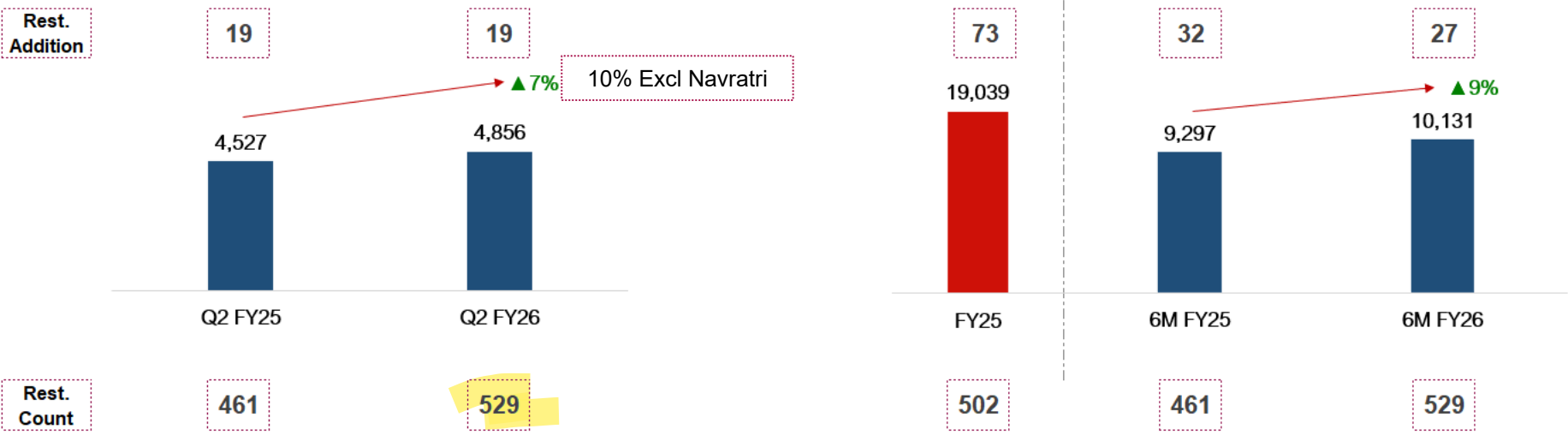




AVERAGE DAILY SALES (₹ '000)

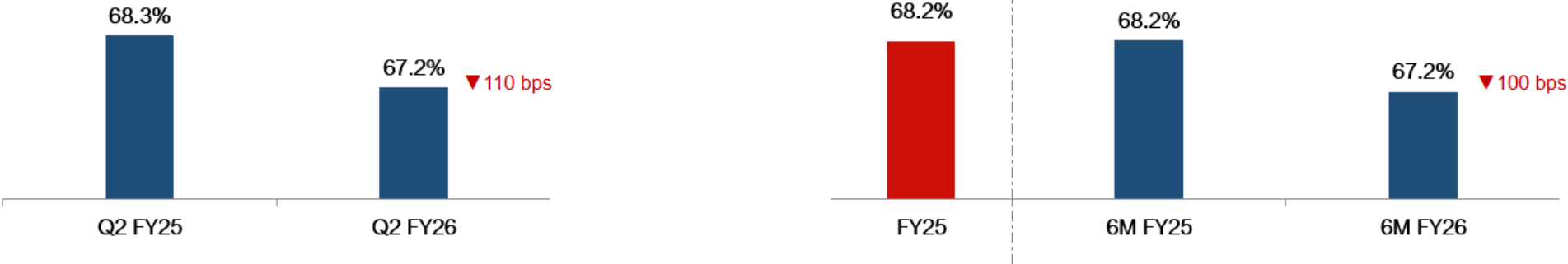


RESTAURANT SALES (₹MN)

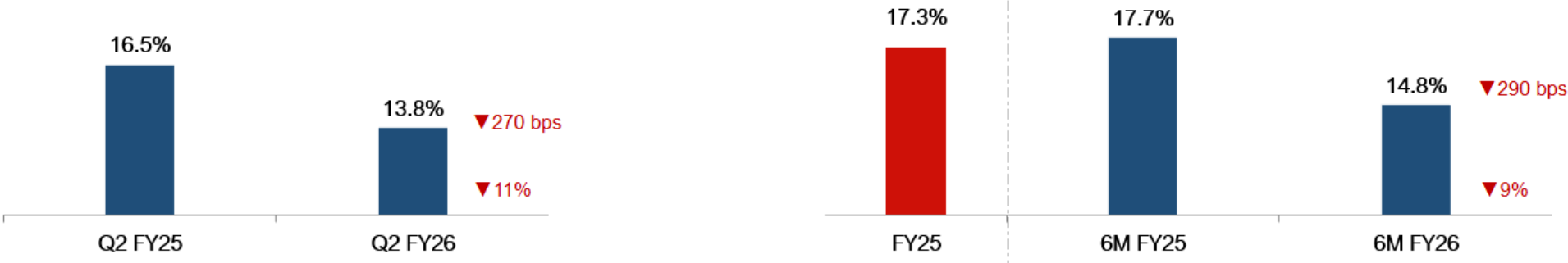




## GROSS MARGIN%

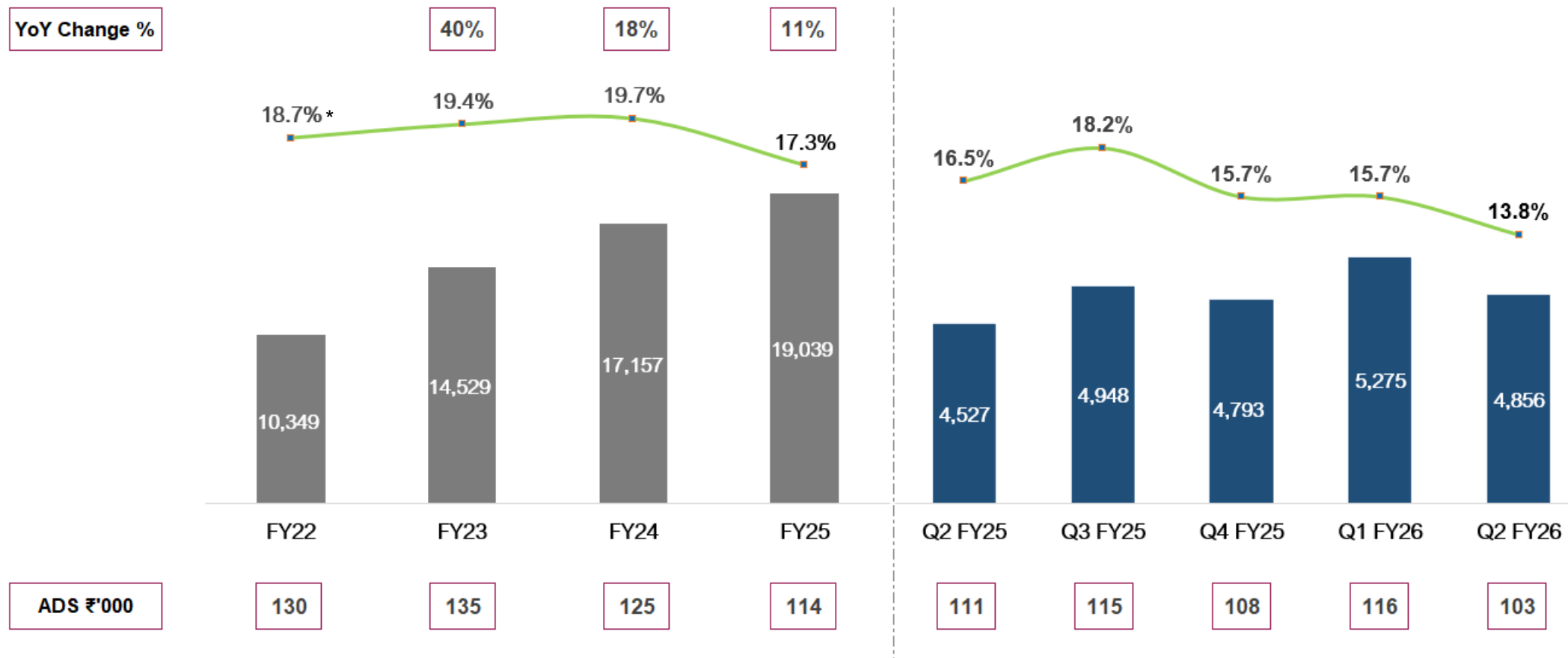


## RESTAURANT EBITDA(%)<sup>#</sup>



<sup>#</sup> Restaurant EBITDA is before Ind-AS 116 adjustments

## Rest. SALES (₹MN) & Rest. EBITDA(%)<sup>#</sup>



<sup>#</sup> Restaurant EBITDA is before Ind-AS 116 adjustments  
<sup>\*</sup> 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



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
- Cold Coffee range



**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  $\geq$  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



ULTIMATE CHEESE

**FLIP TO THE CHEESE**

Introducing the cheesiest upgrade at just ₹75

**Pizza Hut**

#FeedGoodTimes

HUT CAFÉ  
DRINKS FOR EVERY MOOD

**PICK ANY SUMMER SIPPER**

~~119~~ **99**

MASALA LEMONADE  
COLD COFFEE  
COLD CHOCOLATE

...and many more!

LIMITED TIME ONLY! WALK-IN | ORDER ONLINE

ULTIMATE CHEESE

**Pizza Hut**

NEW **CHEESY POCKETS**

STARTING AT **₹99**

#FeedGoodTimes

\*T&Cs Apply.

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 [pizza hut.co.in](http://pizza hut.co.in)



# Pizza Hut Brand Priorities | Value



BUY 1  
GET 3  
FREE

BUY A MEDIUM PIZZA OR THIN N CRISPY PIZZA  
& GET 2 SIDES FREE + PEPSI FREE\*

Wheat Soya Milk

FREE

FREE

FREE

FREE

ALL DAY TREAT

4 COURSE MEAL

@ ₹ 99

PEPSI

CHOICE OF PIZZA

CLASSIC BREADSTIX

MAYO DIP

VISIT STORE

\*T&C Apply. Images are shown for illustration purposes only. Prices are exclusive of taxes and/ or other handling charges. For more information, visit pizzahut.co.in.

SLICE AFTER SLICE TILL YOU SURRENDER

UNLIMITED PIZZA FRIDAY

ALL YOU CAN EAT PIZZAS AND PEPSI

Starting @ ₹ 299\*

PEPSI

UNLIMITED

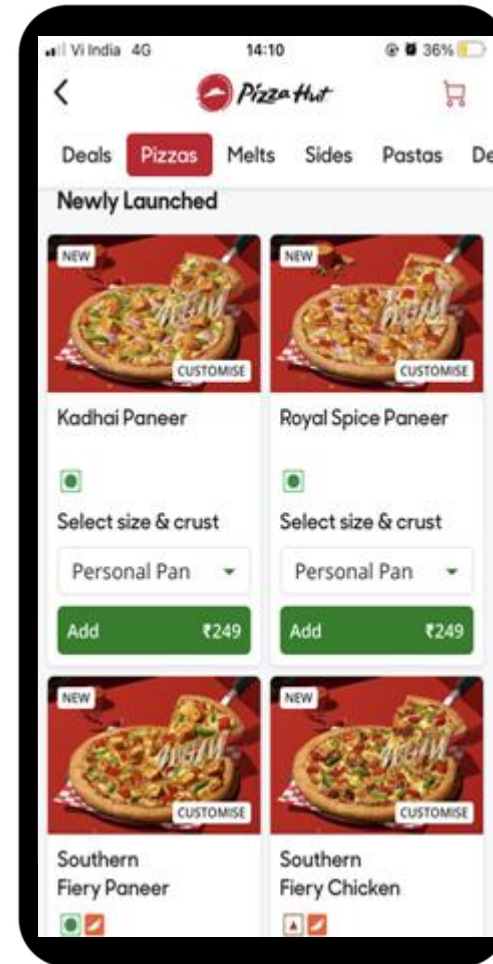
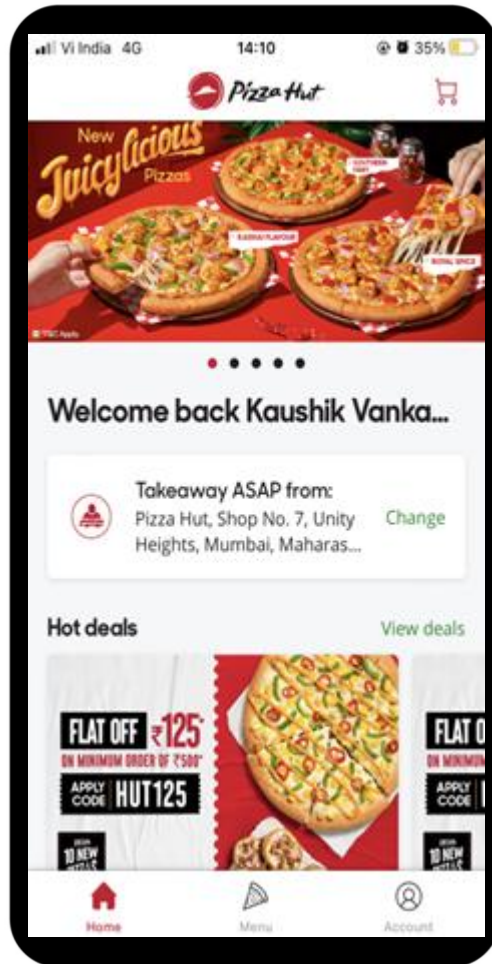
\*T&Cs apply.



## Pizza Hut Brand Priorities | Alternate Channels – Food Truck



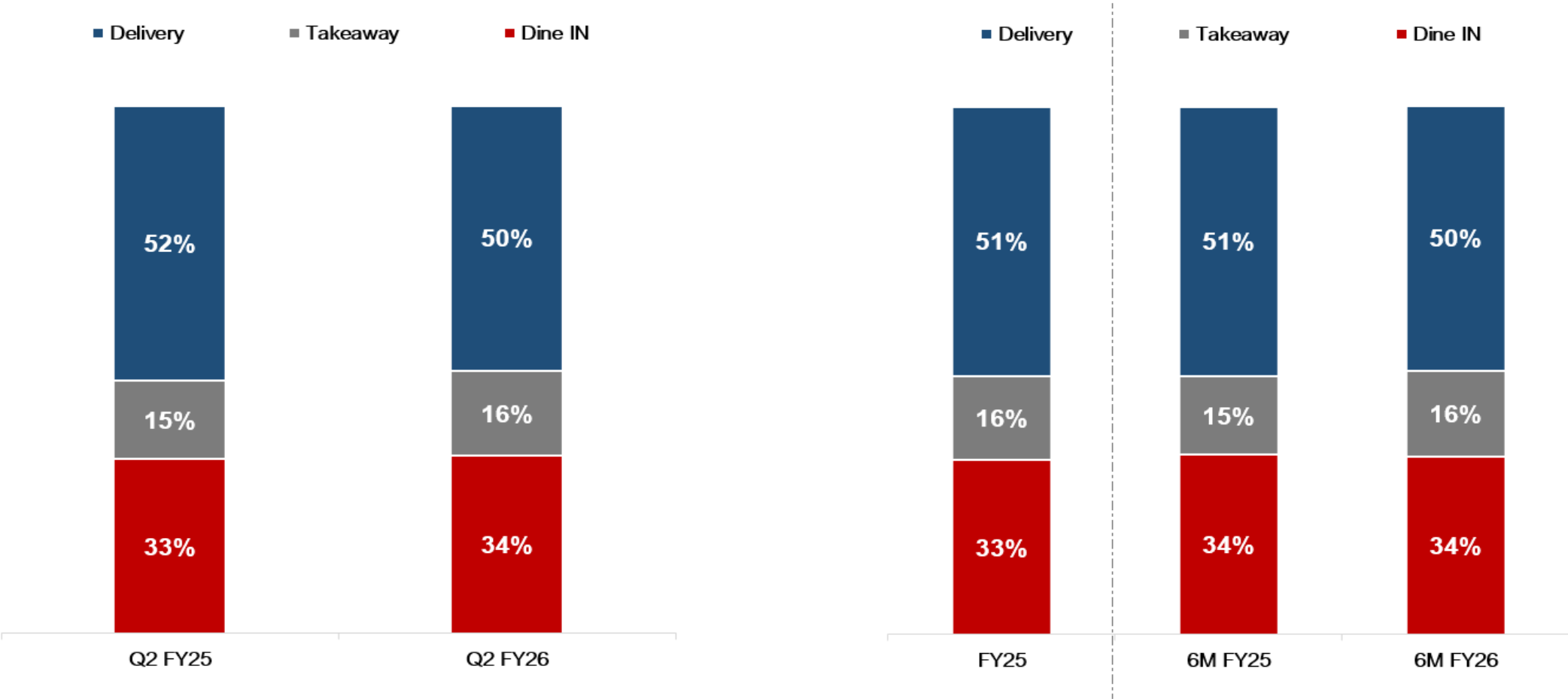
# Pizza Hut Brand Priorities | Digitization



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



## CHANNELWISE SALES MIX

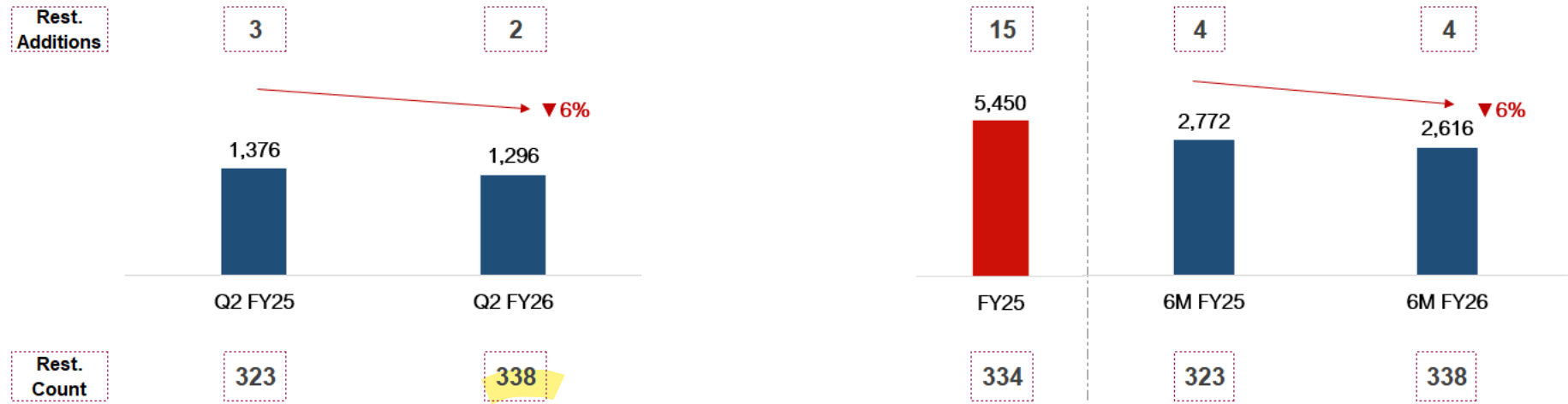




## AVERAGE DAILY SALES (₹ '000)



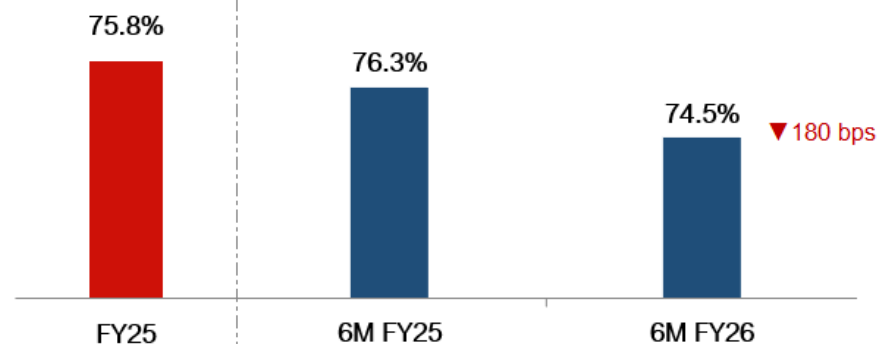
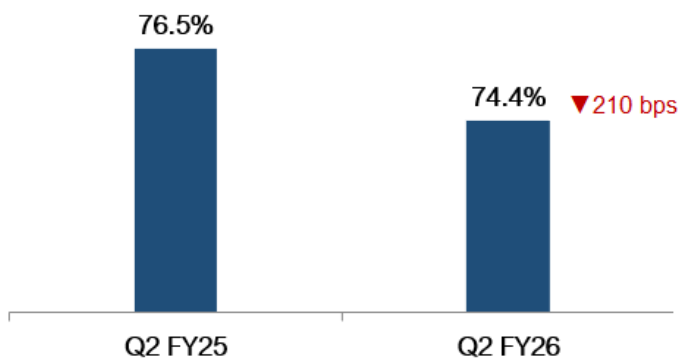
## RESTAURANT SALES (₹MN)



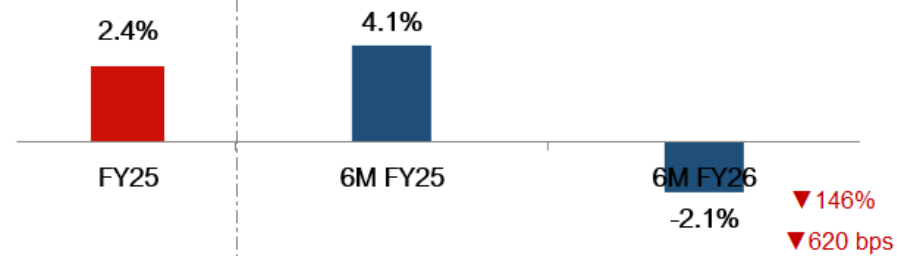
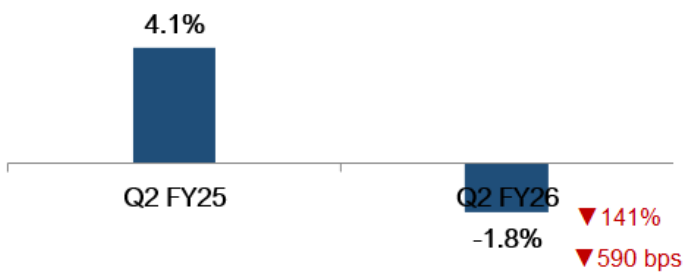
# Pizza Hut India Q2FY26



## GROSS MARGIN%



## RESTAURANT EBITDA(%)#



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

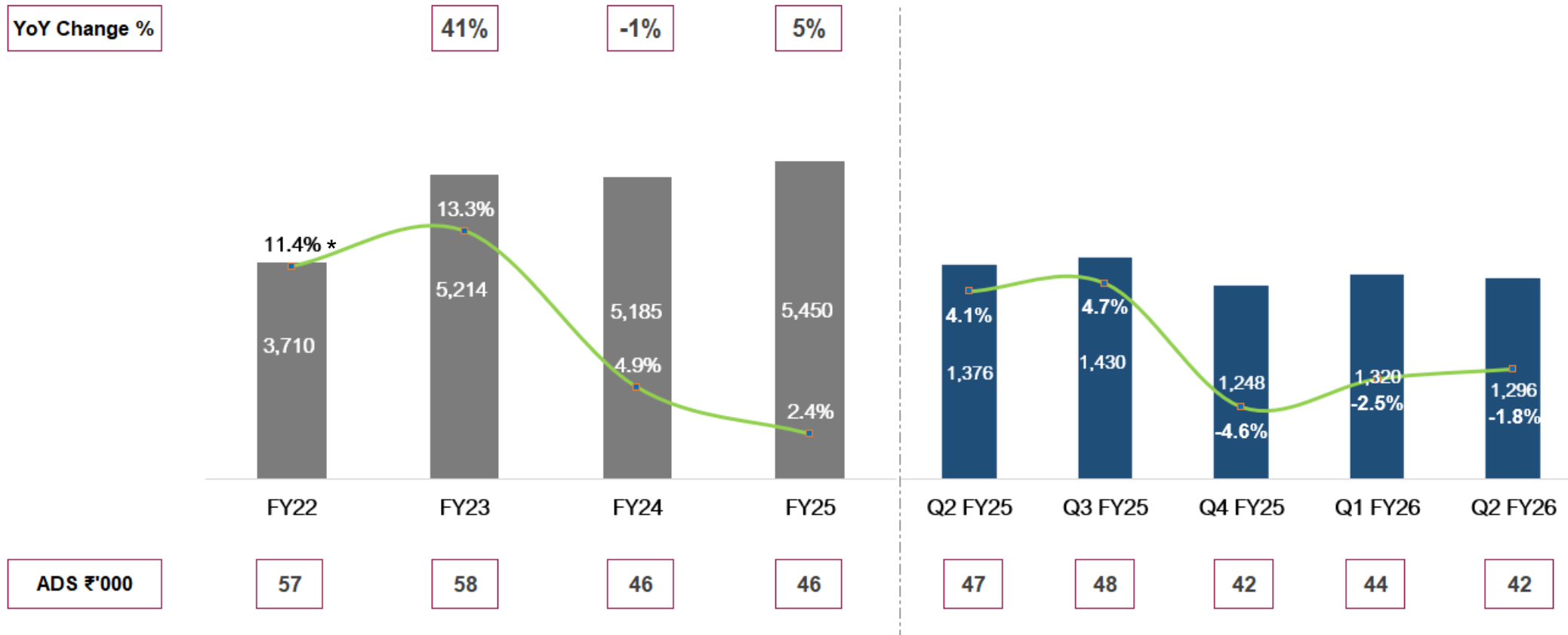
# Restaurant EBITDA is before Ind-AS 116 adjustments



# Pizza Hut India Q2FY26



## Rest. SALES (₹MN) & Rest. EBITDA(%)<sup>#</sup>



<sup>#</sup> 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



**Pizza Hut**

**FLAVOUR TRIP**

INTRODUCING  
4 NEW PIZZAS  
STARTING  
FROM RS 1,100

CRAVE GLOBALLY,  
EAT LOCALLY

TO ORDER:  
(0112) 729 729  
[www.pizzahut.lk](http://www.pizzahut.lk)

**Pizza Hut**

**Pasta Hut**  
NEW & IMPROVED

Spaghetti with Chicken & Sausage  
RS. 1000

Butter Chicken  
RS. 1200

Macaroni & Cheese  
RS. 1200

Creamy Seafood  
RS. 1500

Chicken Lasagna  
RS. 1500

Spaghetti Bolognaise (Chicken)  
RS. 1000



# Sri Lanka Branding and Promotions



**LUNCH TIME DEALS**  
FROM 11 AM TO 3PM

1 DELIGHT PERSONAL PIZZA	RS. 520 SAVE RS.300
1 DELIGHT MEDIUM PIZZA	RS. 950 SAVE RS.640
1 MELTS	RS. 900 SAVE RS.360

ADD-ONS AVAILABLE  
EXCLUSIVELY FOR DINE-IN ORDERS  
EXTRA CHARGE FOR TAKEAWAY & DELIVERY

**EXTENDED**  
TILL 31<sup>ST</sup> JULY 2025

**FLASH SALE**

**50% OFF**  
ON ANY  
**ITEM**

MAXIMUM BILL VALUE AFTER DISCOUNT  
SHOULD BE RS. 2000

Available for Dine-in, Takeaway, Delivery & Online

**FROM 3PM TO 6PM**  
**VALID ONLY TODAY**

**WEEKEND Vibes**

**BUY 4 FLAVOUR TRIP PERSONAL PAN PIZZAS FOR RS. 3400**

GET 50% OFF ON CRISPY CHICKEN BITES / CHICKEN STRIPS OR TATER TOTS WHEN YOU PURCHASE THE ABOVE OFFER

**VALID TILL 27<sup>TH</sup> JULY 2025**

**WEEKEND Vibes**

**BUY 2 LARGE PAN PIZZAS FOR RS. 5900**  
(SAVE UP TO RS. 2500)

GET 50% OFF ON CRISPY CHICKEN BITES / CRISPY CHICKEN STRIPS OR TATER TOTS WHEN YOU PURCHASE THE ABOVE OFFER

**VALID TILL 17<sup>TH</sup> AUGUST 2025**

**MID WEEK SPECIALS**

**BUY 1 FLAVOUR TRIP MEDIUM PIZZA & GET 1 PORTION OF TATER TOTS OR FRIES FREE**

**VALID ONLY TODAY!**

**MEGA MONDAY**

**30% OFF**  
ON ANY ITEM  
**VALID ONLY TODAY**

(MINIMUM BILL VALUE AFTER DISCOUNT SHOULD BE RS. 1500)

**PARTY HUT FRIDAY**

**BUY 1 LARGE PIZZA & GET 1 LARGE PIZZA FREE!**

(SAME OR LESSER RANGE)  
AVAILABLE ON PAN & THIN CRUST PIZZAS

**VALID ONLY TODAY**

GET 50% OFF ON CRISPY CHICKEN BITES, CRISPY CHICKEN STRIPS OR TATER TOTS WHEN YOU PURCHASE THE ABOVE OFFER

**35% OFF**  
ON TOTAL BILL  
WITH LOLC CREDIT CARDS

**OFFER VALID ONLY TODAY**  
(25<sup>TH</sup> AUGUST 2025)  
(MAXIMUM DISCOUNT VALUE RS.7500)

LOLC FINANCE | **Pizza hut**



# Sri Lanka New Restaurants



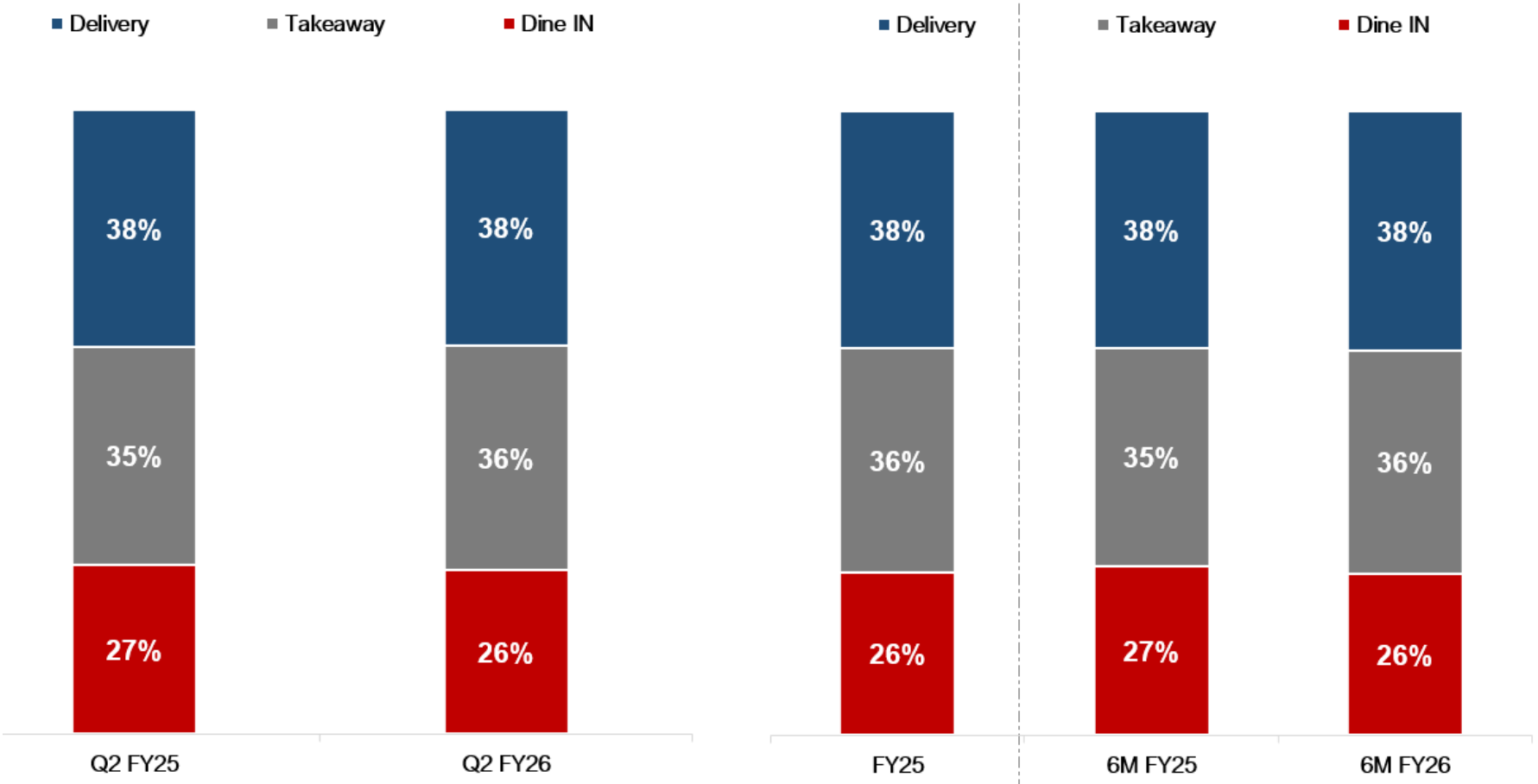
Hatton



One Galle Face



## CHANNELWISE SALES MIX







AVERAGE DAILY SALES (LKR '000)



AVERAGE DAILY SALES (INR '000)

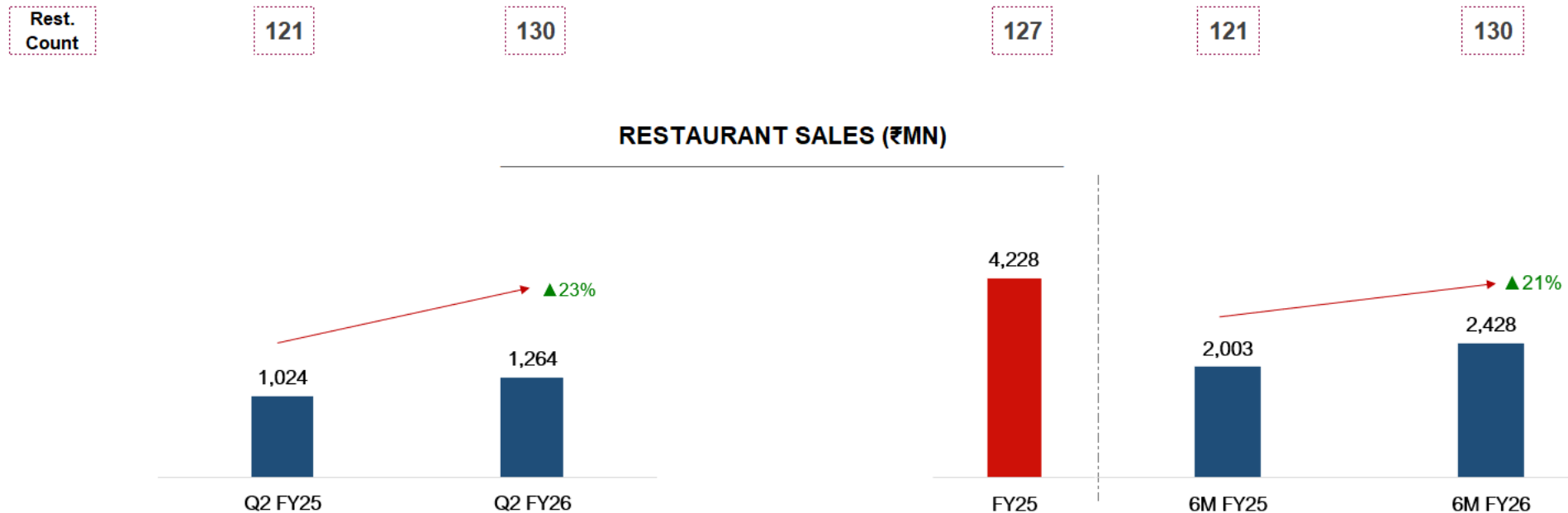


Note: LKR to INR conversion rate of 0.286 for Q2 FY26 & H1FY26 and 0.276 6MFY25

# Sri Lanka Business Q2FY26



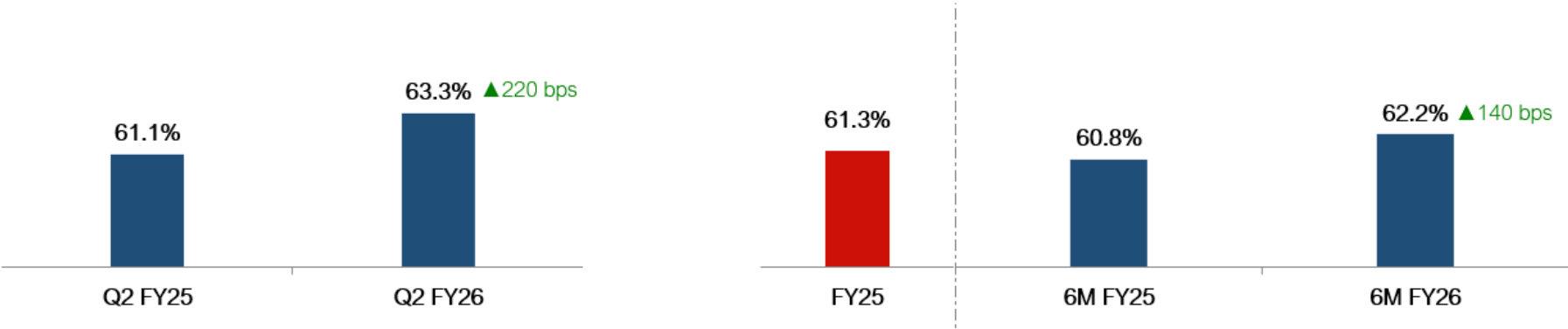
## RESTAURANT SALES (LKR MN)



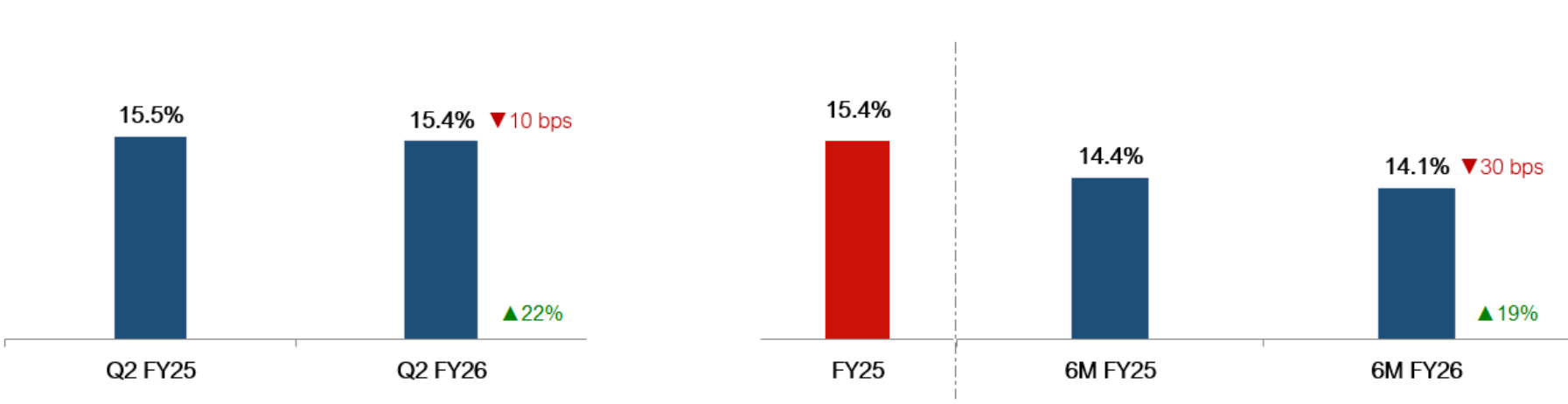
Note: LKR to INR conversion rate of 0.286 for Q2 FY26 & H1FY26 and 0.276 6MFY25



## GROSS MARGIN%



## RESTAURANT EBITDA(%)#



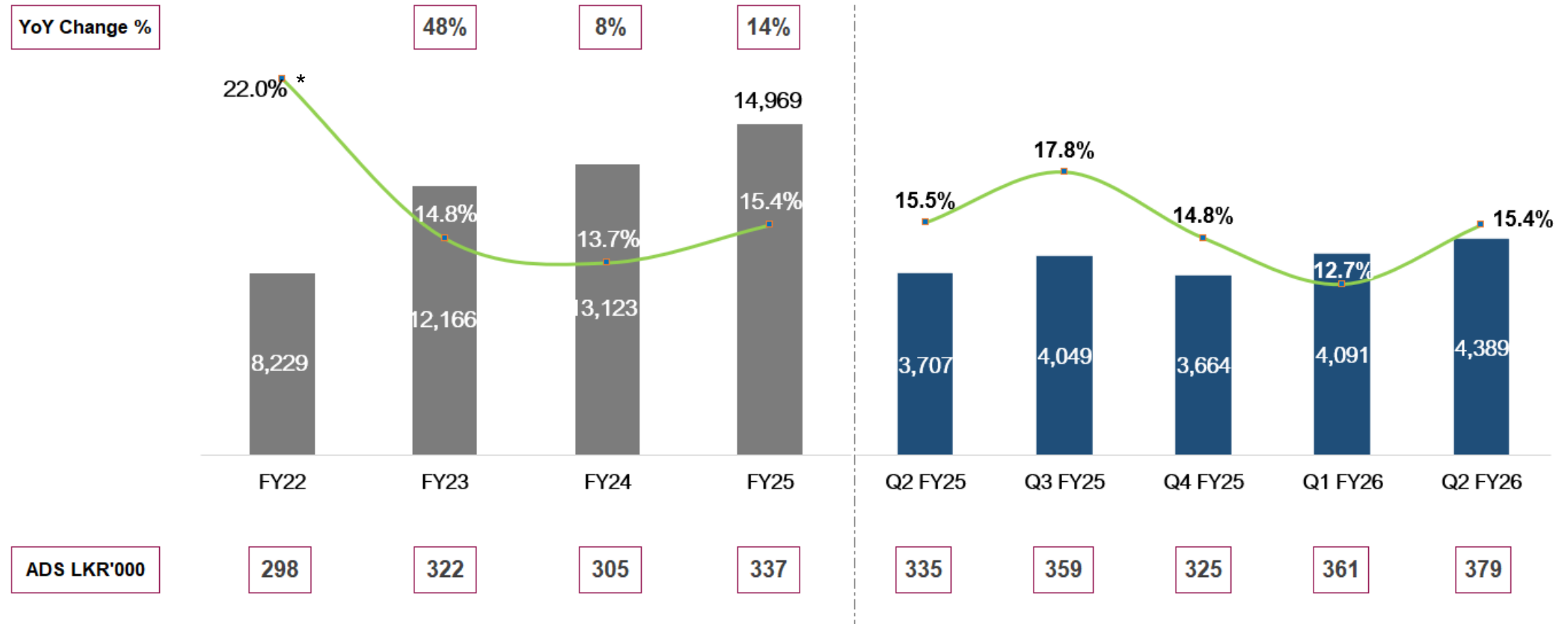
Absolute Rest. EBITDA increased by 18 % in LKR terms (increased by 22% in INR terms)

# Restaurant EBITDA is before Ind-AS 116 adjustments

# Sri Lanka Business Q2FY26



## Rest. SALES (LKR MN) & Rest. EBITDA(%)<sup>#</sup>



\* Restaurant EBITDA% after Normalizing additional incentives in FY22

<sup>#</sup>Average daily sales is for all restaurants including new additions during the period



# 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](mailto:kaushik.vankadkar@sapphirefoods.in)  
[www.sapphirefoods.in](http://www.sapphirefoods.in)

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