

Corporate Office: Plot No-18, Sector-35, Gurugram - 122004, Haryana (India) • Tel.: +91-124-4566300, 4786000  
E-mail: devyani@dil-rjcorp.com • Website: www.dil-rjcorp.com;  
CIN: L15135DL1991PLC046758

August 13, 2025

To,

<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Block G, C/1, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Email: <a href="mailto:cm1ist@nse.co.in">cm1ist@nse.co.in</a> <b>Symbol: DEVYANI</b>	<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Email: <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a> <b>Security Code: 543330</b>
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**Sub: Regulation 30: Presentation on Unaudited Financial Results of the Company for the Quarter ended June 30, 2025**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of the Presentation on Unaudited Financial Results of the Company for the Quarter ended June 30, 2025.

The same is also being uploaded on website of the Company at [www.dil-rjcorp.com](http://www.dil-rjcorp.com).

You are requested to take the above on record.

Yours faithfully,  
**For Devyani International Limited**

**Pankaj Virmani**  
**Chief Sustainability Officer & Company Secretary**

*Encl.: As above*







Aug 13<sup>th</sup>, 2025





# Disclaimer

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We use a variety of financial and operational performance indicators to measure and analyze our financial performance and financial condition from period to period and to manage our business. Further, financial or performance indicators used here, have limitations as analytical tools, and should not be considered in isolation from, or as a substitute for, analysis of our historical financial performance, as reported and presented in our financial statements. Further, past performance is not necessarily indicative of future results.

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# CHAIRMAN COMMENTS



India's QSR industry is on a structural growth trajectory – underpinned by rising urbanization, growing income levels, increasing digital adoption, increase in female work participation rate and a growing appetite for convenience esp. among younger consumers. While near-term macro factors have led to a phase of soft consumer demand, we see a better outlook for the industry in coming times. We are learning from the evolving consumer trends, and we need to reset our business to have a differentiated and compelling proposition for our consumers whether they are online or offline. We strongly believe that our industry will remain a prime beneficiary of evolving consumer behavior. It's important that job creation continues in the economy with rising per capita income which will lead to higher consumption.

Considering the significant market potential, we continue to execute on our long-term growth agenda. I am pleased to announce that we have concluded the acquisition of Sky Gate Hospitality – which runs “Biryani by Kilo” and “Goila Butter Chicken” brands and increased our stake to 86.13% subsequently. This gives us access to market leading brands to expand our presence in the Biryani and Indian cuisine segment – one of the largest food categories in the country. Sky Gate Hospitality has 105 outlets at present, and we are confident that these brands will be one of the key contributors to our expansion plans going forward.

Our financial performance has been healthy. On a consolidated basis, Q1 revenues reached Rs. 1,357 Cr– a 11.1% YoY growth. This growth was driven by healthy growth from KFC, Costa and the Food Court business in India and supported by 11.2% YoY growth in the international business. Reported EBITDA came in at Rs. 205 Cr with EBITDA margins at 15.1%. The slight dip in margins was due to deleverage from lower ADS YoY and investments in marketing and promotions in the quarter.

As one of the leading QSR players, we are well positioned to benefit from the rebound in consumer spending. Our multi-cuisine, multi-format strategy caters to a broad spectrum of consumer tastes, occasions, and price points, while diversifying away from any category or geography specific risks. It also enhances our ability to capture opportunities across varied markets and evolving consumer trends. With the strength of our brands and our execution capabilities, we are confident of our ability to deliver consistent growth. Our focus will remain on scaling profitably, strengthening both our core and emerging brands, and creating long-term value for all stakeholders.



# Q1 FY26 - PERFORMANCE HIGHLIGHTS



## Sky-Gate Acquisition updates:

- Sky-Gate acquisition complete.
- Invested ~ Rs 103 crs in Sky-Gate; Equity stake increased to ~ 86.13%
- Blackvelvet and Say Chefs have become fully-owned subsidiaries of Sky Gate.
- Integration on track



## Continued Revenue growth

**Q1 FY26 INR 13,570 Mn; +11.1% vs Q1 FY25**

- ✓ KFC India INR 6,126 Mn ; +10.5% vs Q1 FY25
- ✓ PH India INR 1,873 Mn ; +3% vs Q1 FY25
- ✓ International business INR 4,332 Mn; +11.2% vs Q1 FY25

## Margin Performance

### Gross Margin

- ✓ Q1 FY26 at 68.2%; -1% vs Q1 FY25

### Brand Contribution

- ✓ Q1 FY26 at 13.1%; -2.2% vs Q1 FY25;



## Earnings Performance

### Consolidated EBITDA

- ✓ Q1 FY26 INR 2,049 Mn
- ✓ EBITDA Margin at 15.1%



# NEW STORE OPENINGS

Brand	Net New Units (NNU)			Stores as at 30 June 24	Stores as at 31 March 25	Stores as at 30 June 25
	Q1 FY25	Q4 FY25	Q1 FY26			
<b>YUM BRANDS</b>	<b>24</b>	<b>-7</b>	<b>-4</b>	<b>1,187</b>	<b>1,326</b>	<b>1,322</b>
KFC	21	7	8	617	696	704
PH	3	-14	-12	570	630	618
<b>FRANCHISEE BRANDS</b>	<b>13</b>	<b>11</b>	<b>2</b>	<b>192</b>	<b>220</b>	<b>222</b>
<b>OWN BRANDS</b>	<b>9</b>	<b>2</b>	<b>105 *</b>	<b>72</b>	<b>96</b>	<b>201 *</b>
<b>Food-Courts/ Airports</b>	<b>-2</b>	<b>0</b>	<b>0</b>	<b>22</b>	<b>22</b>	<b>22</b>
<b>Total India</b>	<b>44</b>	<b>6</b>	<b>103</b>	<b>1,473</b>	<b>1,664</b>	<b>1,767</b>
Thailand **	7	1	1	295	306	307
Nigeria	0	0	0	40	40	40
Nepal	3	0	2	28	29	31
<b>Total International</b>	<b>10</b>	<b>1</b>	<b>3</b>	<b>363</b>	<b>375</b>	<b>378</b>
<b>Total DIL</b>	<b>54</b>	<b>7</b>	<b>106</b>	<b>1,836</b>	<b>2,039</b>	<b>2,145</b>

\* Includes 105 Sky-Gate stores

\*\* Includes 2 Tea live stores opened in Q1 FY26.

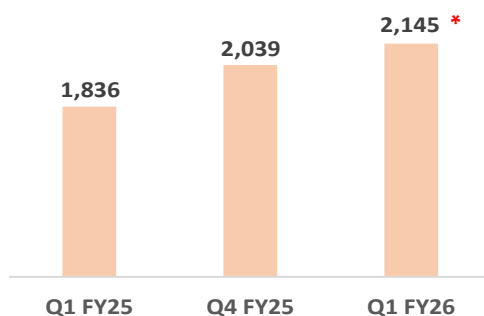
NNU = Gross additions less Closures



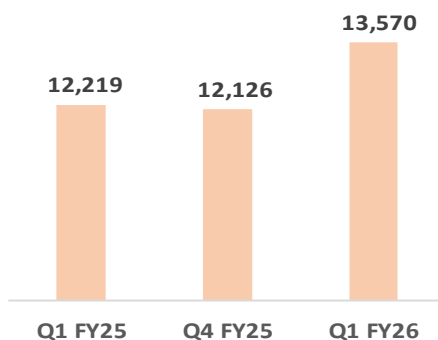
# PERFORMANCE TREND – DIL CONSOLIDATED



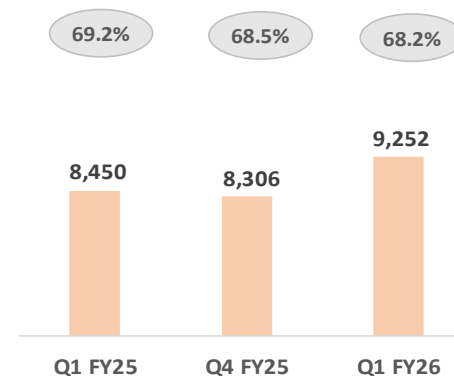
## STORE COUNT (NOS) AT END OF PERIOD



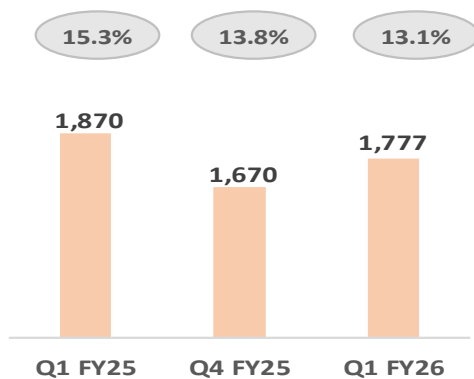
## REVENUE FROM OPERATIONS



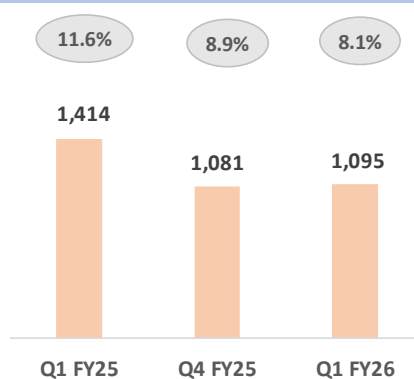
## GROSS MARGIN



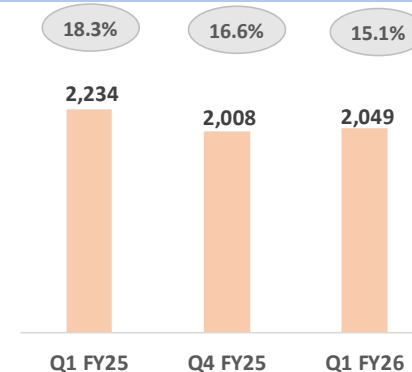
## BRAND CONTRIBUTION



## OPERATING EBITDA



## REPORTED EBITDA



Note: 1. Q1 FY26 Store count includes 105 Sky- Gate stores  
2. Sky- Gate financials have been consolidated starting 11<sup>th</sup> June-25.

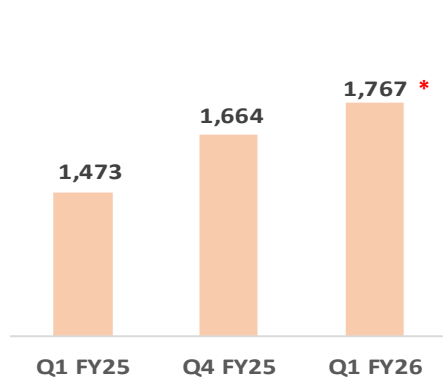
ALL FIGURES IN INR MILLION, UNLESS SPECIFIED



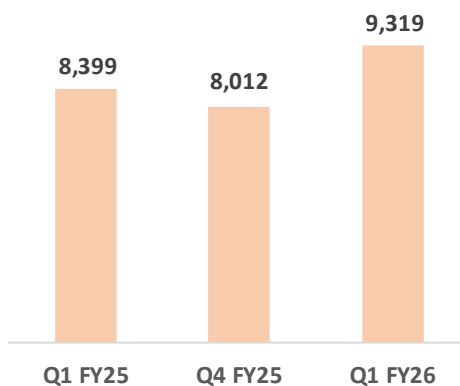
# PERFORMANCE TREND – DIL INDIA



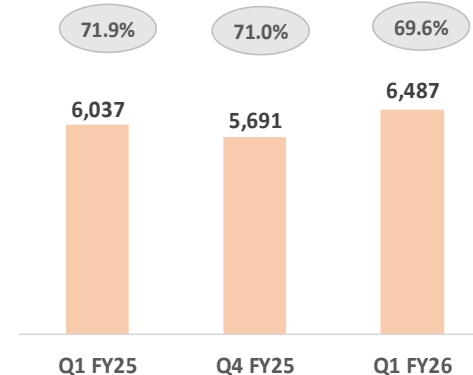
## STORE COUNT (NOS) AT END OF PERIOD



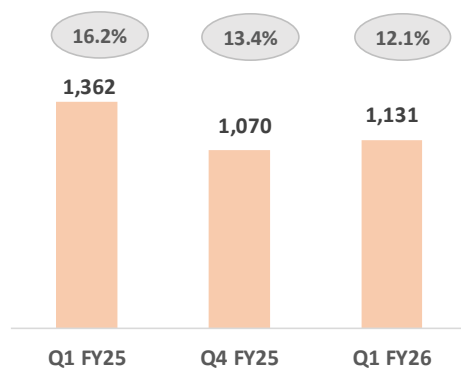
## REVENUE FROM OPERATIONS



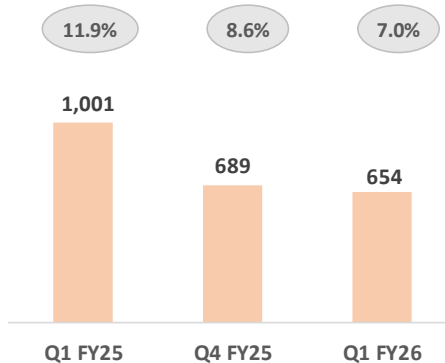
## GROSS MARGIN



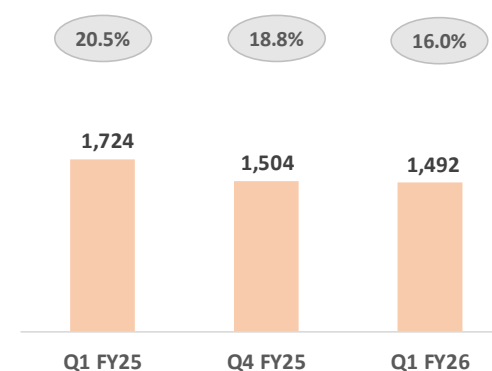
## BRAND CONTRIBUTION



## OPERATING EBITDA



## REPORTED EBITDA



Note: 1. Q1 FY26 Store count includes 105 Sky- Gate stores  
2. Sky- Gate financials have been consolidated starting 11<sup>th</sup> June-25.

All figures in INR Million, unless specified



**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>

**Core Brands – KFC – India**



## Q1 New Stores



Kattappana Kerala



Bicholim Market Road Dicholi



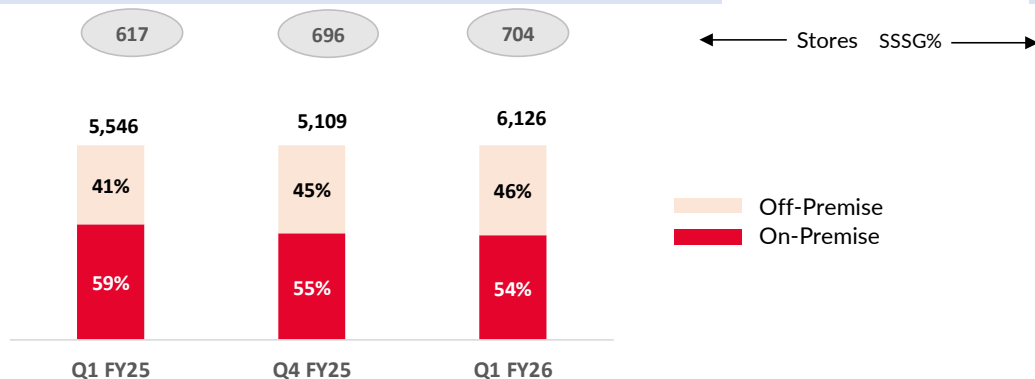
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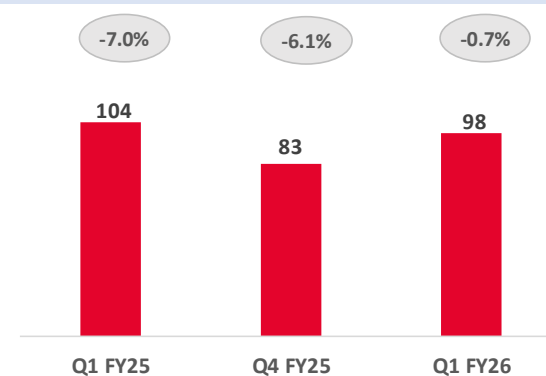
# BUSINESS PERFORMANCE – KFC INDIA



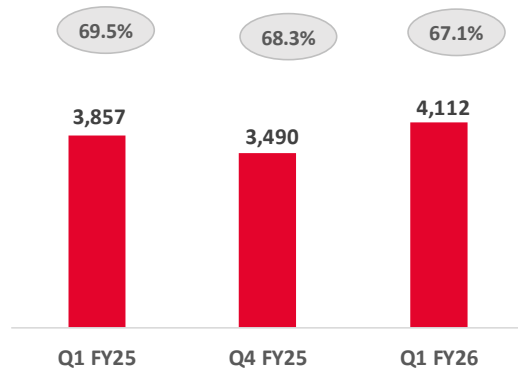
## REVENUE AND SALES MIX



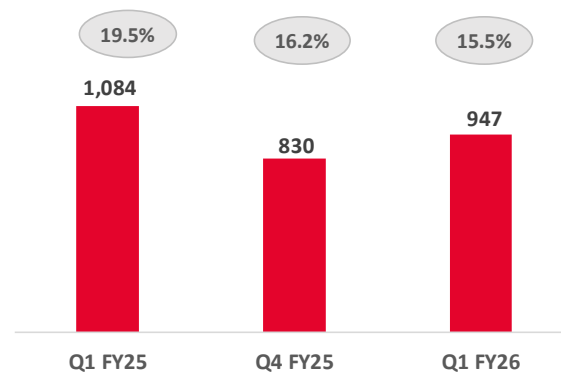
## ADS AND SSSG



## GROSS MARGIN



## BRAND CONTRIBUTION



ADS: Average Daily sales in '000

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

All figures in INR Million, unless specified



# KFC MARKETING CAMPAIGNS



**KFC®**  
**NEW SAUCY POPCORN X CarryMinati**  
 WITH NASHVILLE SAUCE  
**₹199\* ON DINE IN LIMITED TIME ONLY**

\*Chicken contains added Monosodium Glutamate, not recommended for pregnant women or infants below 12 months. Contains self-raised flour (wheat) and proprietary spice blends. Product images are illustrative. Actual products may vary. \*Prices exclusive of taxes. Estimated pricing available in select markets / restaurants. \*TAC apply. https://kfc.in/kfcnewminati and conditions.

**KFC®**  
**12 PCS FOR ₹499**  
**EPIC SAVERS**  
 6 BONELESS STRIPS  
 4 HOT WINGS  
 2 DIPS  
 2 HOT & CRISPY  
**WALK IN FOR EPIC DEALS**

\* THESE CHICKEN PRODUCTS CONTAIN ADDED MONOSODIUM GLUTAMATE, NOT RECOMMENDED FOR INFANTS BELOW 12 MONTHS AND PREGNANT WOMEN. CONTAINS SELF-RAISED FLOUR (WHEAT) AND PROPRIETARY SPICE BLENDS. PRODUCT IMAGES ARE ILLUSTRATIVE. OFFER AVAILABLE AT SELECT RESTAURANTS/TERMINALS. PRICE EXCLUSIVE OF TAXES. \*PRICES MAY VARY. \*TAC APPLY. https://kfc.in/kfcnewminati AND CONDITIONS. \*TAC APPLY. https://kfc.in/kfcnewminati AND CONDITIONS.

**KFC® EPIC SIPS**  
 NEW RIZZ FIZZ X 7up  
 VIRGIN MOJITO  
 MASALA PEPSI  
 NEW ICED CAPPUCCINO X REEBONTS X NOW

\*Product images are illustrative. Actual products may vary. \*TAC apply. https://kfc.in/kfcnewminati AND CONDITIONS. \*TAC APPLY. https://kfc.in/kfcnewminati AND CONDITIONS.

**KFC® BONELESS ₹99\***  
 STARTING  
 PICK POP DIP STRIP  
**WALK IN NOW FOR EPIC DEALS**  
 NEAREST KFC STORE - 100 M.

\*Chicken contains added Monosodium Glutamate, not recommended for pregnant women or infants below 12 months. Contains self-raised flour (wheat) and proprietary spice blends. Product images are illustrative. Actual products may vary. \*Prices exclusive of taxes. Estimated pricing available in select markets / restaurants. \*TAC apply. https://kfc.in/kfcnewminati and conditions.

**KFC® রাইস বোলজ**  
 FROM ₹69  
 ডিকেন ডেজ  
 এমিক রাইস বোল, এখন এমিক রাইস-এ  
 এমিক ডিলের জন্য আসুন

\*Chicken contains added Monosodium Glutamate, not recommended for pregnant women or infants below 12 months. Contains self-raised flour (wheat) and proprietary spice blends. Product images are illustrative. Actual products may vary. \*Prices exclusive of taxes. Estimated pricing available in select markets / restaurants. \*TAC apply. https://kfc.in/kfcnewminati and conditions.



GOODBYE DRY PIZZAS

Introducing

**Juicylicious**  
Pizzas

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

AVAILABLE IN PANEER/CHICKEN



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

\*FREE PEPSI ON DINE-IN



WALK-IN



Download our app  
or visit [pizzahut.co.in](http://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](http://pizzahut.co.in).



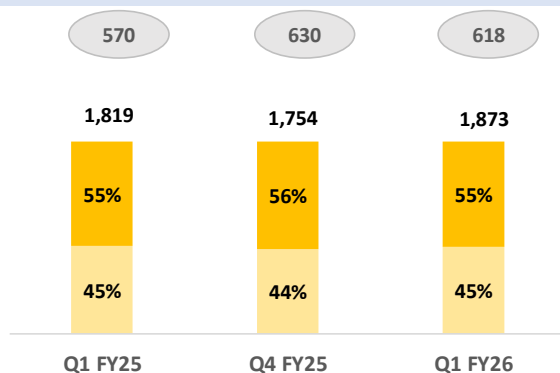
**Core Brands – Pizza Hut – India**



# BUSINESS PERFORMANCE – PH INDIA



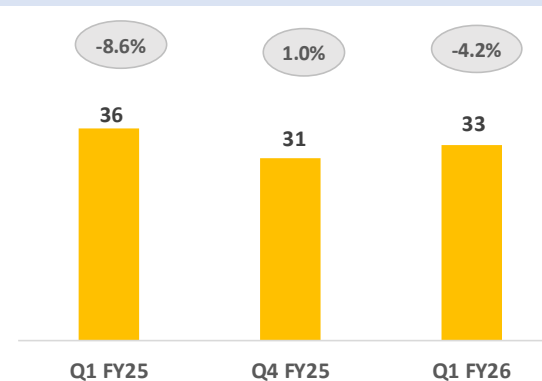
## Revenue and Sales mix



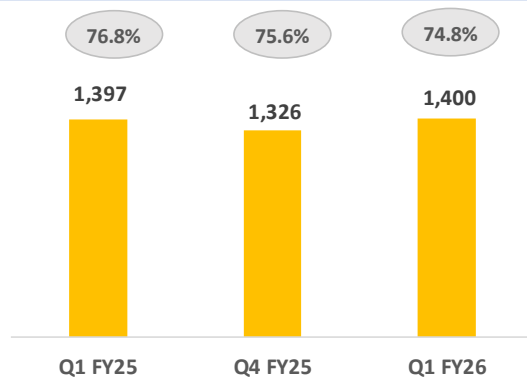
← Stores SSSG% →

Off-Premise  
On-Premise

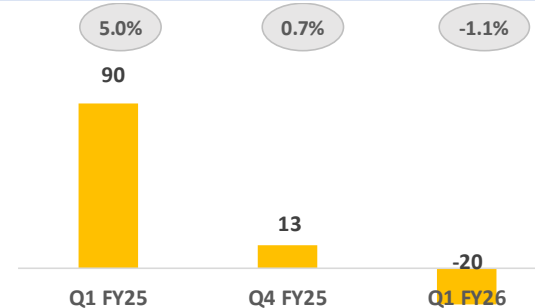
## ADS and SSSG



## Gross Margin



## Brand Contribution



ADS: Average Daily sales in '000

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

All figures in INR Million, unless specified



# PH MARKETING CAMPAIGNS



**BUY 1 GET 3 FREE**

BUY ANY MEDIUM OR THIN 'N' CRISPY PIZZA & GET 2 SIDES + PEPSI FREE.

**FREE** PEPSI **FREE** SIDES **FREE**

**WALK-IN | ORDER ONLINE**

Download our app or visit [pizzahut.co.in](http://pizzahut.co.in)

**FLASHSALE**

**Buy 1 Get 1 FREE**

Valid only on 30<sup>th</sup> April

Valid on medium pizzas.

COUPON CODE **BOGO**

**WALK-IN**

\*Applicable on Dine in & In-store Takeaway

**FLASHSALE**

**50% OFF\* ON MEDIUM PIZZA**

Valid only on 30<sup>th</sup> April

COUPON CODE **FLASHSALE**

**WALK-IN**

\*Applicable on Dine in & In-store Takeaway. MOV of ₹200 with max discount of ₹1,000.

**TRIPLE TREAT MEAL**

SAVE 26%

**₹299**

1 FLAVOUR FUN PIZZA NON-VEG + FRIES + 2 PCS CHICKEN WINGS + PEPSI

**DINE-IN | TAKEAWAY**

**PICK ANY 99**

9 CHEESE & CORN PIZZA 79

10 CHOCOLATE SHAKES 79

11 CHOCOLATE SHAKES 79

12 CHOCOLATE SHAKES 79

13 CHOCOLATE SHAKES 79

14 CHOCOLATE SHAKES 79

15 CHOCOLATE SHAKES 79

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APPLICABLE IN DINE-IN | TAKEAWAY

**FLAVOUR FUN PIZZAS**

STARTING @ **₹99**

**79**

**CHATPATA**

\*T&Cs Apply

**FESTIVE OFFER**

**NON-VEG MEAL FOR 1**

STARTING @ **₹169**

**DINE-IN | TAKEAWAY | DELIVERY**

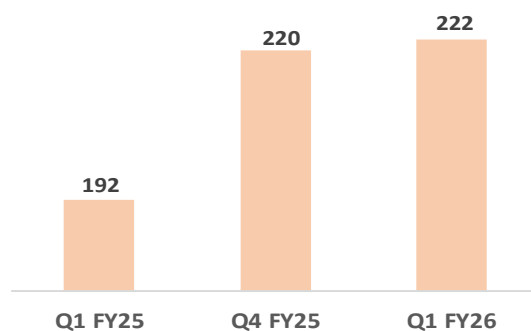




# PERFORMANCE TREND – FRANCHISEE BRANDS



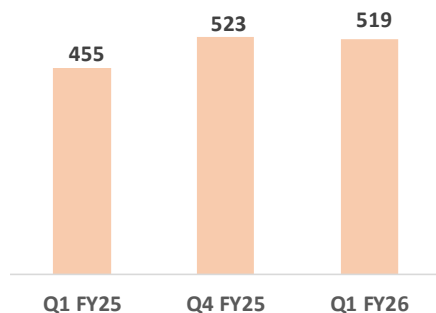
## STORE COUNT (NOS) AT END OF PERIOD



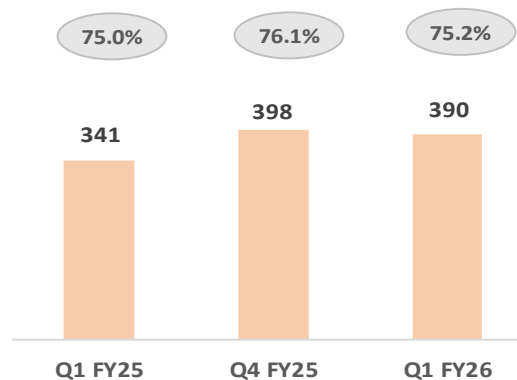
## ADS ('000)

	Q1 FY25	Q4 FY25	Q1 FY26
Costa	28	27	26

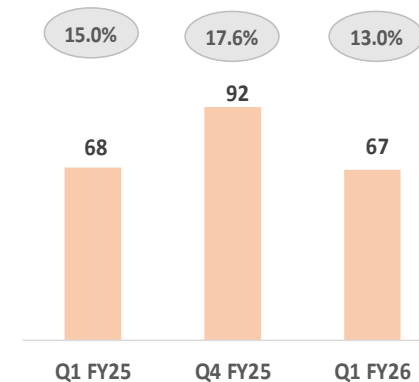
## REVENUE FROM OPERATIONS



## Gross Margin



## BRAND CONTRIBUTION



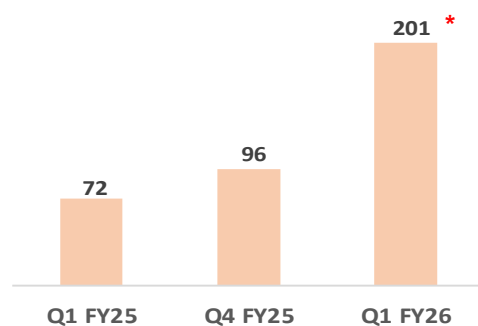
All figures in INR Million, unless specified



# PERFORMANCE TREND – OWN BRANDS



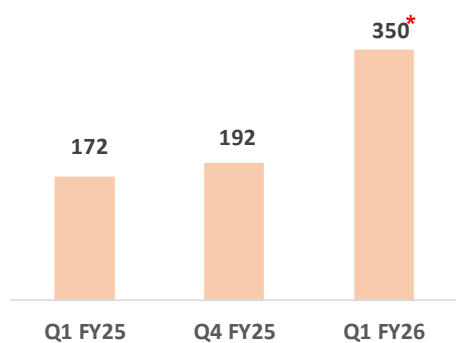
## STORE COUNT (NOS) AT END OF PERIOD



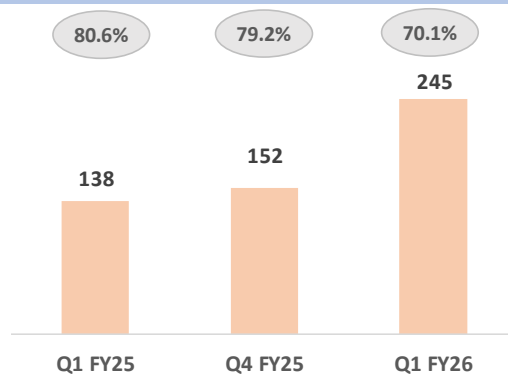
## ADS ('000)

	Q1 FY25	Q4 FY25	Q1 FY26
Vaango	30	23	24
BBK+ **			70

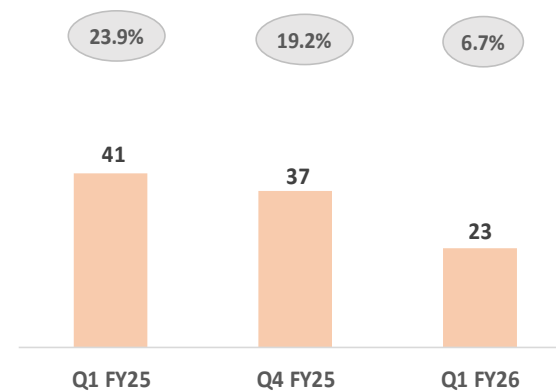
## REVENUE FROM OPERATIONS



## Gross Margin



## BRAND CONTRIBUTION



Note: 1. Q1 FY26 Store count includes 105 Sky- Gate stores  
2. Sky- Gate financials have been consolidated starting 11<sup>th</sup> June-25.

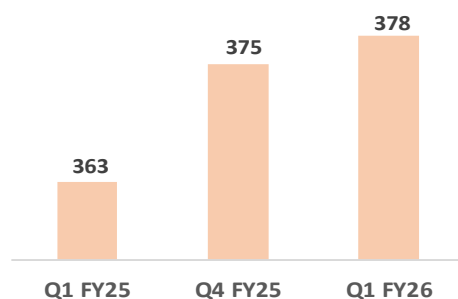
All figures in INR Million, unless specified



# PERFORMANCE TREND – DIL INTERNATIONAL



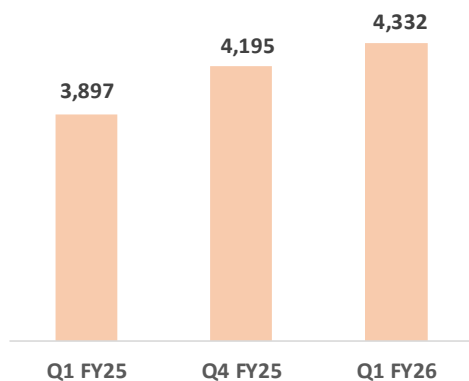
## STORE COUNT (NOS) AT END OF PERIOD



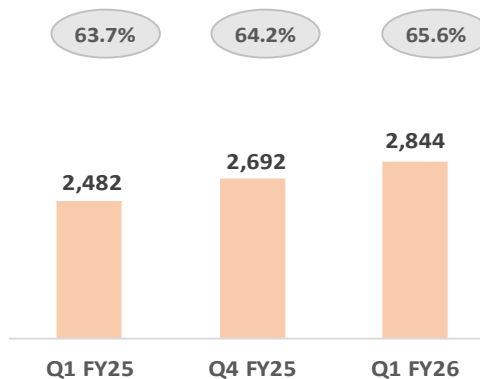
## ADS ('000)

	Q1 FY25	Q4 FY25	Q1 FY26
Thailand (THB)	59	55	56
Nigeria (Naira)	1,064	962	1,006
Nepal (NPR)	126	109	113

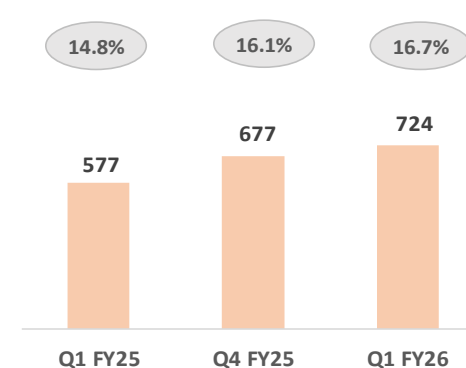
## REVENUE FROM OPERATIONS



## GROSS MARGIN



## BRAND CONTRIBUTION



All figures in INR Million, unless specified



## Q1 New Stores: International Business



Susco Pinklao, Thailand



Major Ratchayothin, Thailand



PTTOR Chianyai, Thailand



Labim Mall, Nepal





## Summary Financials





## CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (INR Million)	Q1' FY25	Q4' FY25	Q1' FY26
Revenue from Operations	12,219	12,126	13,570
Other Income	99	132	135
<b>Total Income</b>	<b>12,318</b>	<b>12,258</b>	<b>13,705</b>
Raw Material Cost	3,769	3,819	4,318
<b>Gross Profit</b>	<b>8,450</b>	<b>8,306</b>	<b>9,252</b>
<i>Gross Margin</i>	<i>69.2%</i>	<i>68.5%</i>	<i>68.2%</i>
Employee benefits expense	1,682	1,706	2,011
Other expenses	4,534	4,592	5,192
<b>Total Expenses</b>	<b>6,216</b>	<b>6,298</b>	<b>7,203</b>
<b>EBITDA</b>	<b>2,234</b>	<b>2,008</b>	<b>2,049</b>
<i>EBITDA Margin</i>	<i>18.3%</i>	<i>16.6%</i>	<i>15.1%</i>
Finance Costs	630	695	668
Depreciation & Amortization Expense	1,322	1,518	1,497
Impairment	-0	136	0
Foreign exchange (gain)/loss (net)	76	13	-12
Share of loss of joint ventures & Loss from discontinued operation	0	0	3
<b>Profit / (loss) before Tax (PBT)</b>	<b>305</b>	<b>-223</b>	<b>27</b>
Tax Expense	81	-56	5
<b>Profit (loss) after Tax (PAT)</b>	<b>224</b>	<b>-168</b>	<b>22</b>






## Devyani International's Q1 FY2026 Conference Call on Wednesday, August 13, 2025 at 2:30 PM IST

Devyani International Limited (DIL), a multi-dimensional comprehensive QSR player in India, will host a conference call for investors and analysts on Wednesday, August 13, 2025 at 2:30 PM IST to discuss its results and developments for the first quarter ended June 30, 2025. **The results will be announced earlier the same day.** The senior management of the Company will be present to address the call.

### Details of the conference call are as follows:

<b>Timing</b>	:	Wednesday, August 13, 2025 at 2:30 PM IST
<b>Pre-Registration</b>	:	<p><i>To enable participants to connect to the conference call without having to wait for an operator, please register at the link below:</i></p> <div> <a href="#">Click here to ExpressJoin the Call</a></div>
<b>Conference Dial-In Primary Number</b>	:	+91 22 6280 1141 / +91 22 7115 8042



## About Us



Devyani International Limited (DIL) is the largest franchisee of Yum Brands in India and is among the largest operators of chain quick service restaurants (QSR) in India, on a non-exclusive basis, and operates more than 2,000 stores across more than 280 cities in India, Nigeria, Nepal and Thailand, as of March 31, 2025. In addition, DIL is the sole franchisee for Costa Coffee, Tea Live, New York Fries and Sanook Kitchen in India.

Yum! Brands Inc. operates brands such as KFC, Pizza Hut and Taco Bell brands and has presence globally with more than 60,000 restaurants in over 155 countries.

Founded in London by Italian brothers Sergio and Bruno Costa in 1971, Costa Coffee is present in 41 countries around the world, with over 2,800+ coffee shops in the UK&I and 1,100+ globally

**Please visit [www.dil-rjcorp.com](http://www.dil-rjcorp.com) for more information. You may also reach out to:**

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### Safe Harbor

*Certain statements that may be made or discussed at the conference call may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, litigation, labour relations etc. Actual results might differ substantially from those expressed or implied. Devyani International will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*





**DEVYANI**  
INTERNATIONAL LIMITED



***Thank You!***

