



SapphireFoods

Q1 FY27 Business Performance

July'2026

Safe **Harbor**

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Financial Overview





Key Highlights Q1 FY27

Q1 FY27

- Q1FY27 was our 2nd consecutive quarter of strong performance with 15% revenue growth (best in last 11 quarters) and 37% Adj. EBITDA growth (best in last 15 quarters), led by positive SSSG across all brand verticals (KFC & Pizza Hut India and Sri Lanka).
- Q1FY27 Revenue was ₹8,882 Mn up by 15% YoY
- We added 16 KFC restaurants, 5 Pizza Hut in India and 1 Pizza Hut in Sri Lanka. Sapphire Foods total restaurant count was 1,074 as on 30th Jun 2026.
- Consol Rest. EBITDA up by 23% YoY, and margin was at 13.0% (↑80 bps)
- Consol Adj. EBITDA was ₹ 749 Mn, up by 37% YoY and Consol Adj. EBITDA Margin of 8.4% (↑ 130 bps). Consol EBITDA (₹ 1,406 Mn, 15.8%) grew by 24% YoY (↑120 bps)
- Consol Adj. PBT (₹ 273 Mn, 3.1%) | Consol PBT ₹ 162 Mn, 1.8% (↑ 200 bps).
- Sapphire KFC delivered very strong revenue growth of 17% with SSSG at 5%. Rest. EBITDA margin came in at 16.9% (↑ 120 bps YoY) despite high energy cost inflation (majorly Gas cost). On the positive side, we had gross margin improvement, increase in Dine-In & Take Away mix and operating leverage because of +ve SSSG. Dine-In & Take Away transaction growth has been enabled through continuation of the 2 pronged consumer recruitment strategy of disruptive Every Day Value (₹99 Chicken Krisper Burger Meal) and Abundant Value on select days (BOGO on Chicken Buckets) backed by marketing investments.
- Sapphire Pizza Hut delivered positive SSSG (+1%) after 5 quarters, with Dine-In SSSG also positive. Sapphire exclusive territory Tamil Nadu continues to do well basis additional marketing investments and aggressive value Dine-In offers to drive transaction growth. Revenue grew by 3% and Rest. EBITDA was negative at 3.6% (↓ 110 bps YoY) impacted significantly by higher energy costs (majorly Gas cost).
- Sri Lanka business revenue grew by 14% in LKR with SSSG of 9% in LKR and Rest. EBITDA came at 12.0% (↓ 70 bps YoY). Operating leverage out of positive SSSG has been impacted by minimum wage revision and high energy & food cost inflation arising out of the geopolitical conflict.

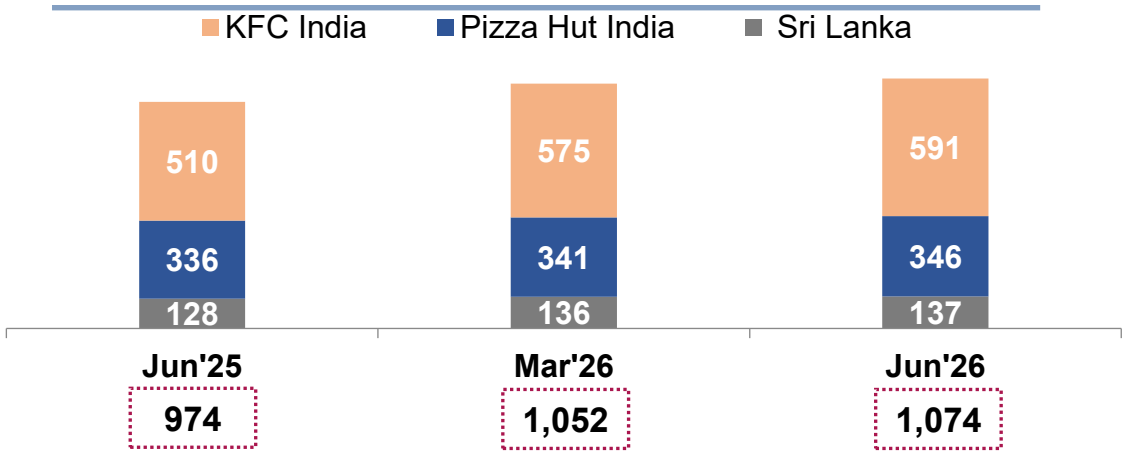
Summary Consolidated Financials Q1 FY27

Particulars	Q1 FY27	Q1 FY26	▲/▼ YoY	FY26
Restaurant Sales Mn	8,882	7,748	▲15%	31,159
Adj. EBITDA ₹ Mn	749	548	▲37%	2,382
%	8.4%	7.1%	▲130 bps	7.6%
EBITDA Mn	1,406	1,134	▲24%	4,804
%	15.8%	14.6%	▲120 bps	15.4%
Adj. PBT Mn before exceptional items*	273	83	▲229%	361
%	3.1%	1.1%	▲200 bps	1.2%
PBT Mn before exceptional items*	162	-18	NA	-133
%	1.8%	-0.2%	▲200 bps	-0.4%
Restaurant Additions(Net)	22	11		89

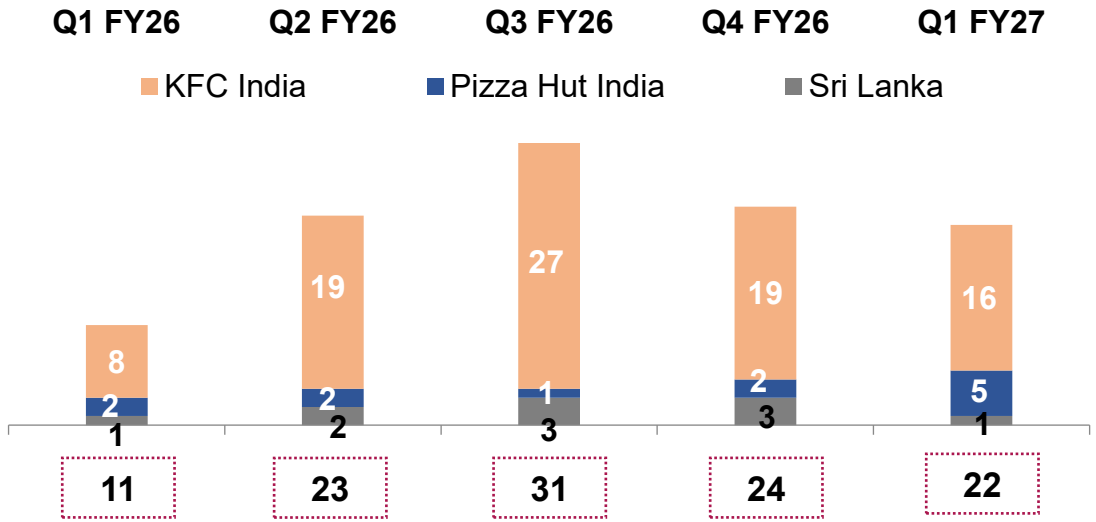
#Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments
**Adj. PBT & PBT of FY26 are before exceptional items of ₹240 Mn*

Journey Of Sapphire Foods Built A Platform Of 1,074 Outlets (1)

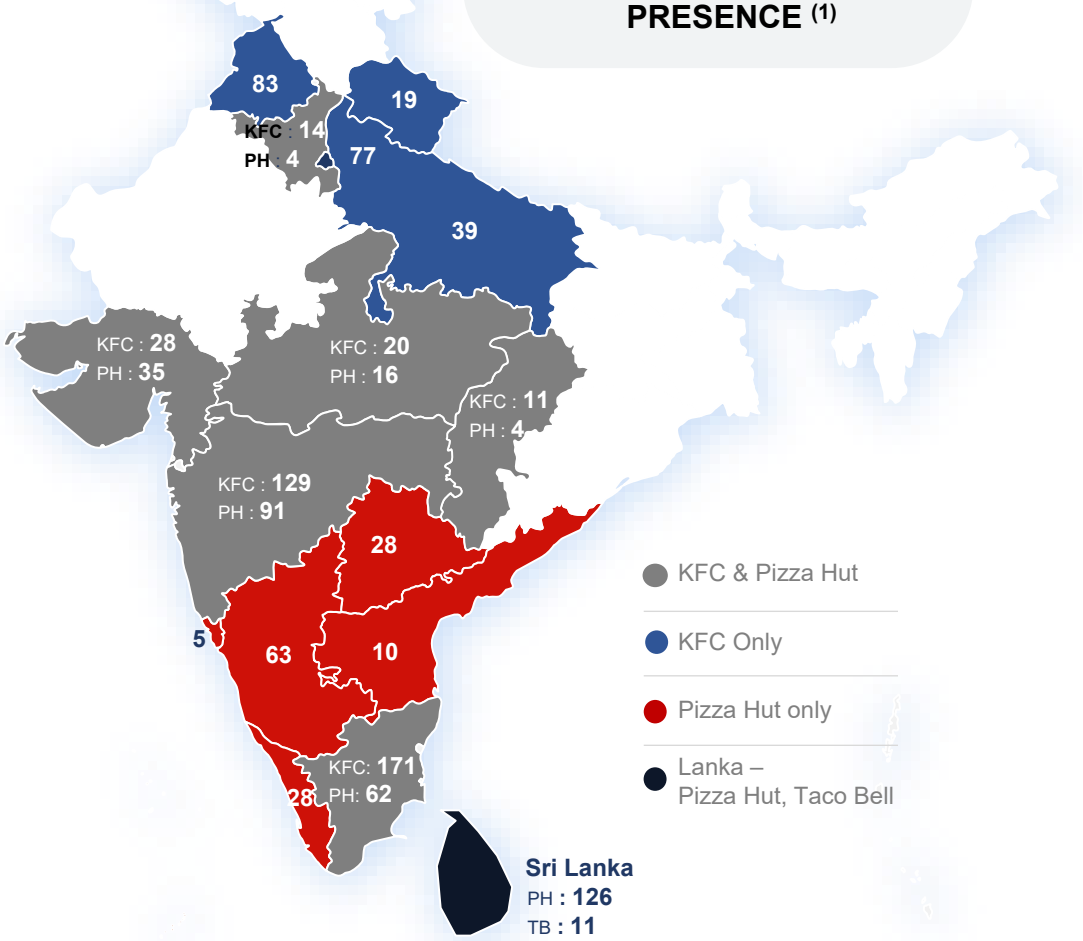
RESTAURANT COUNT



RESTAURANT ADDITION

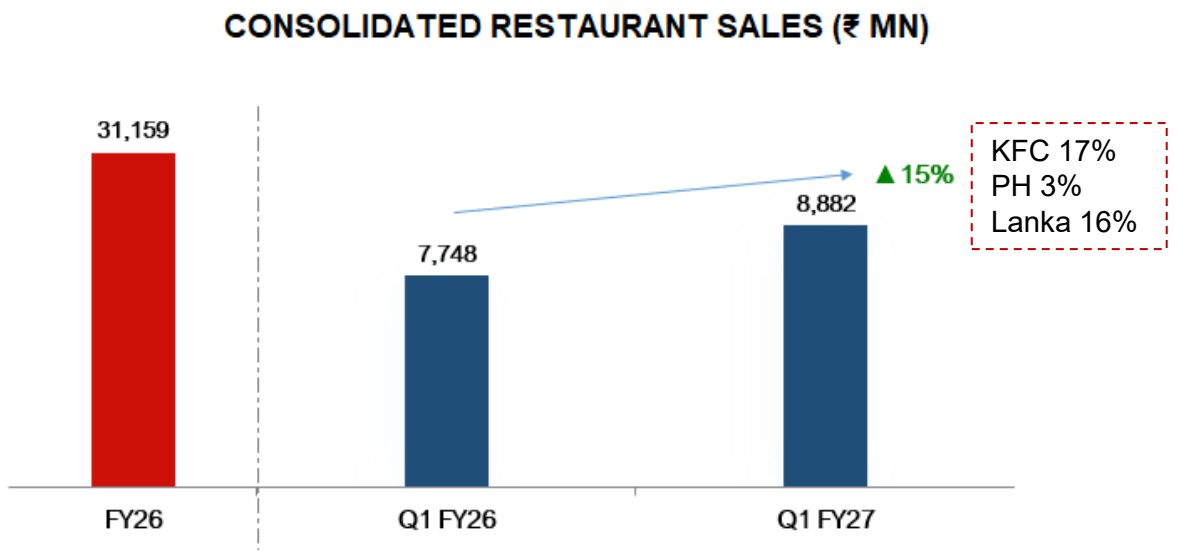


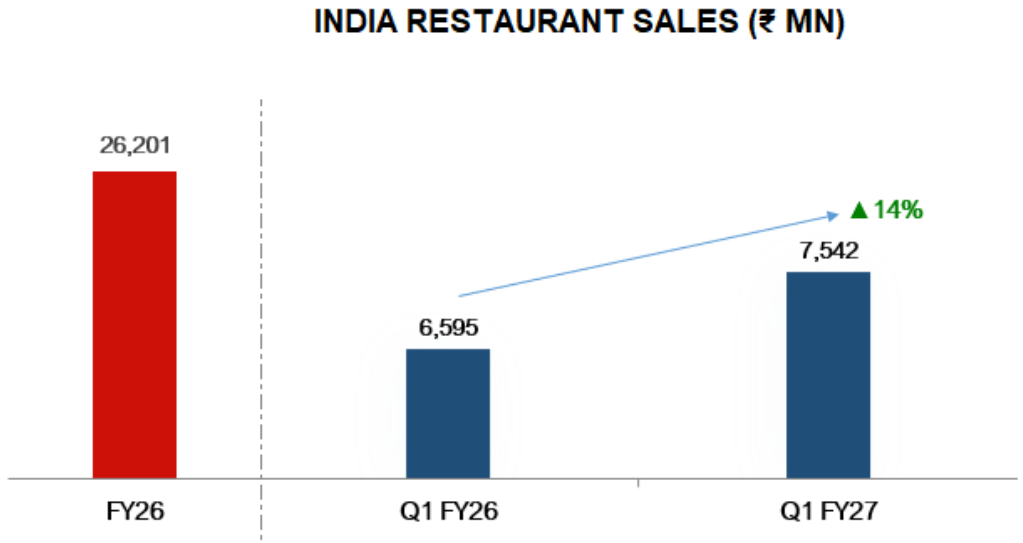
SAPPHIRE FOODS: GEOGRAPHICAL PRESENCE (1)



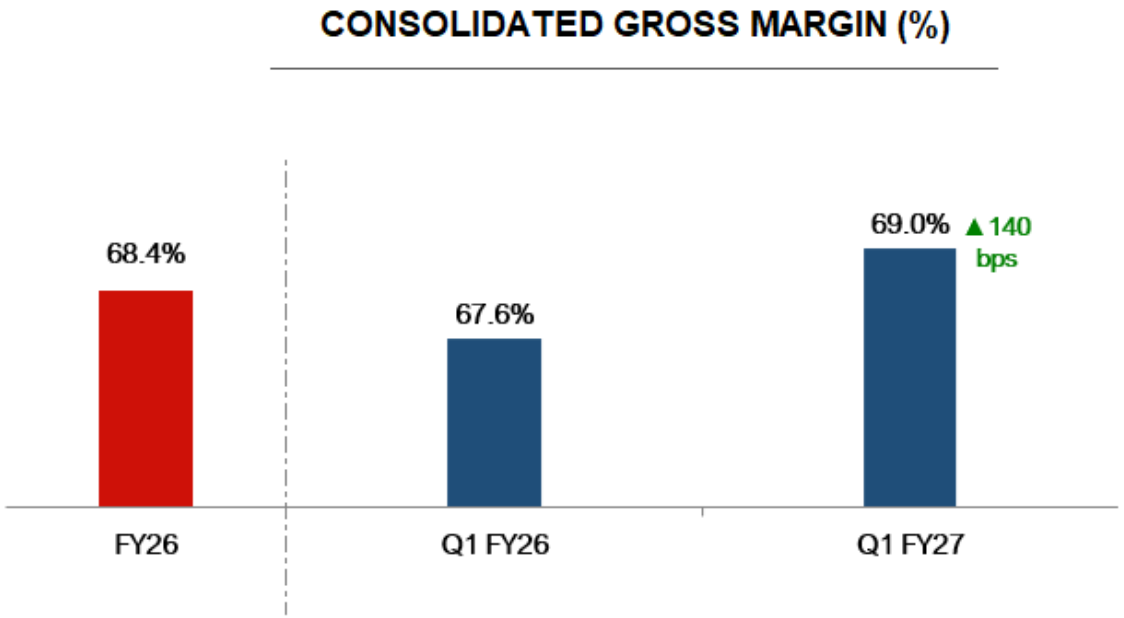
(1) As on 30th Jun 26

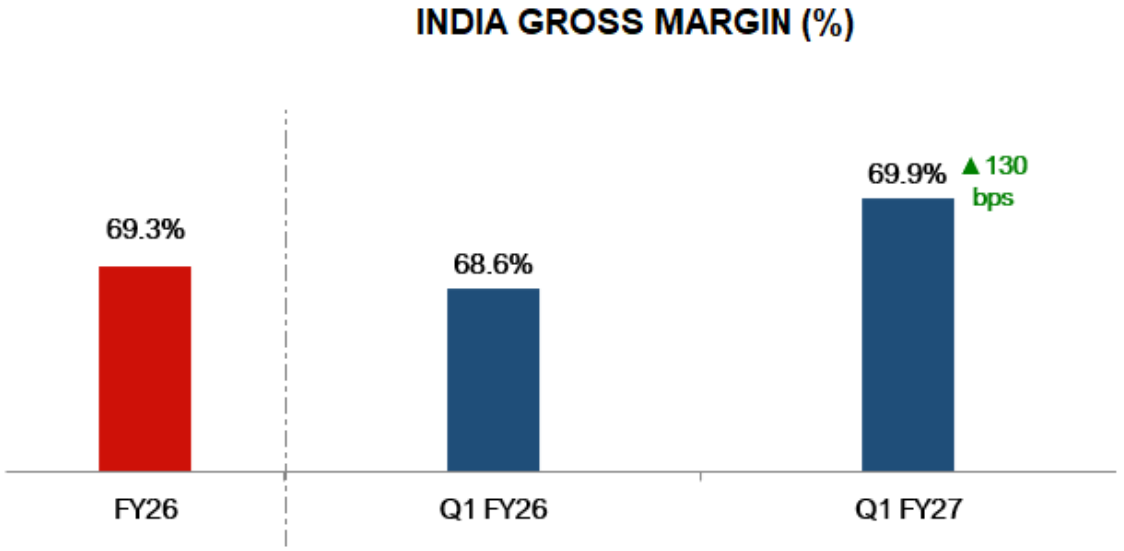
Financial Highlights Q1 FY27



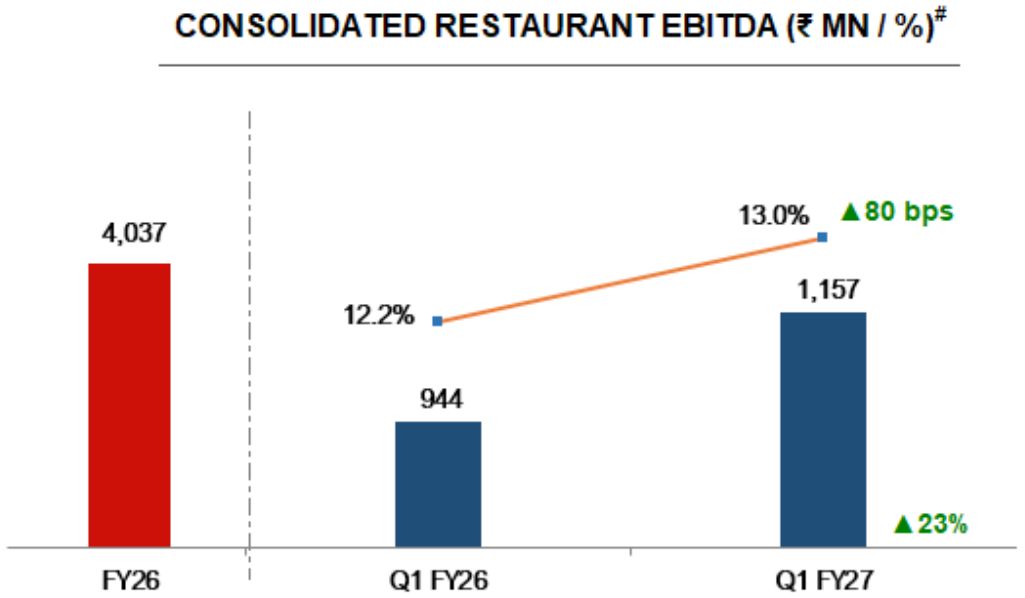


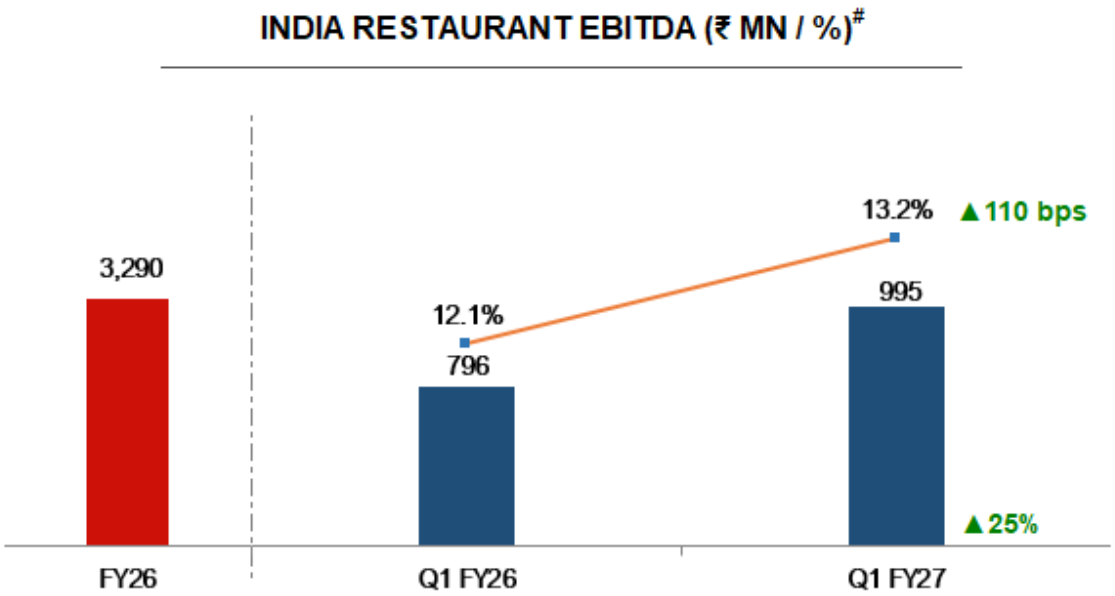
Financial Highlights Q1 FY27





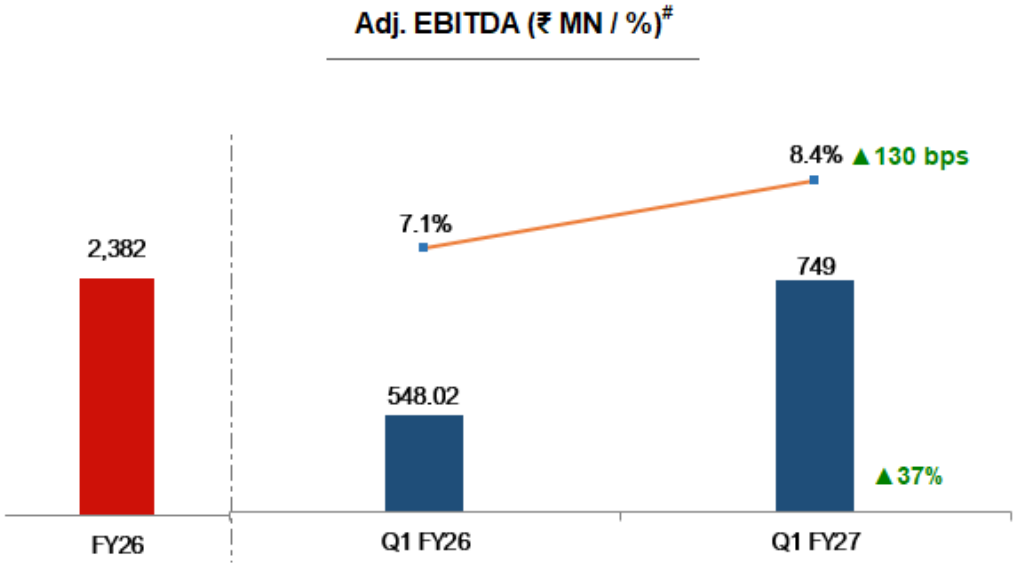
Financial Highlights Q1 FY27

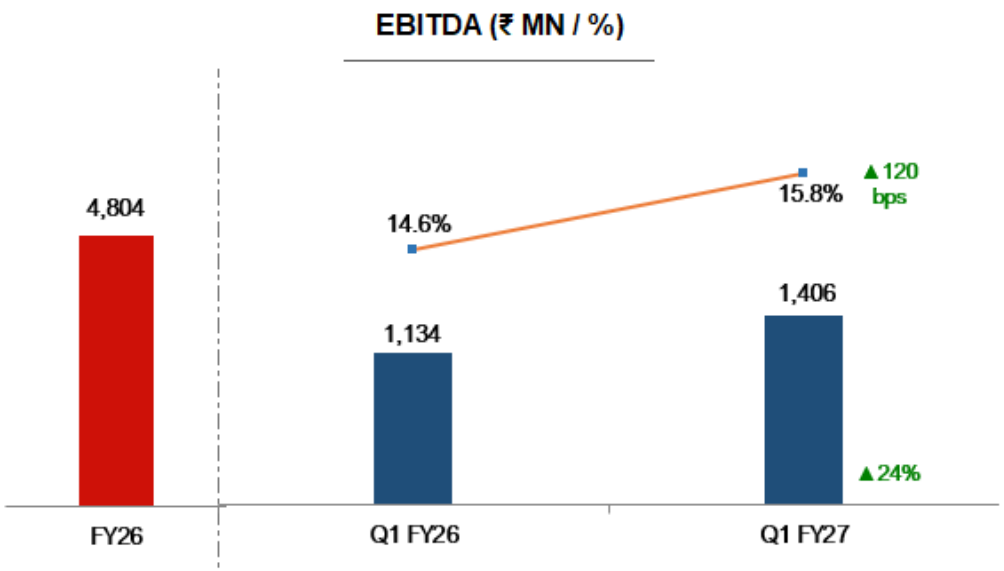




 # Restaurant EBITDA is before Ind-AS 116 adjustments

Financial Highlights Q1 FY27

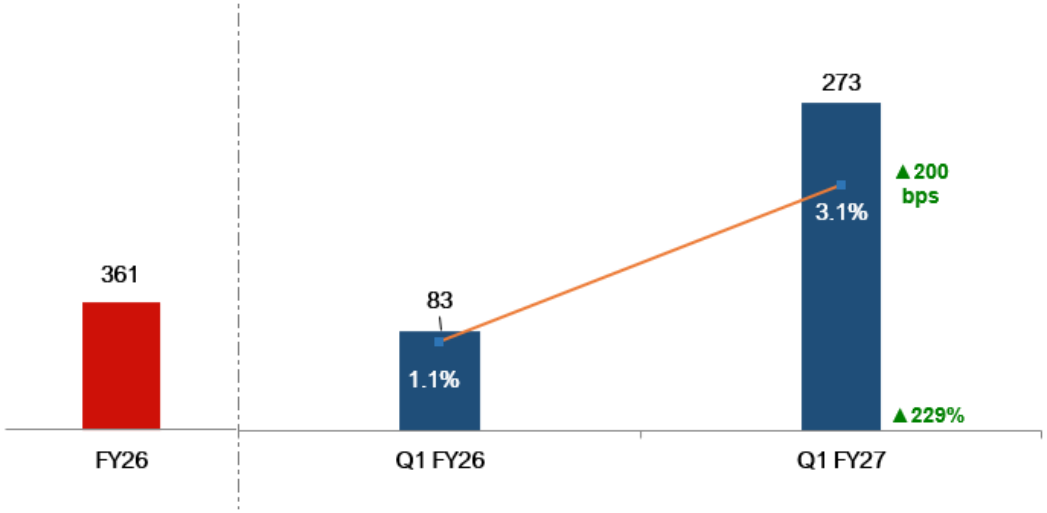




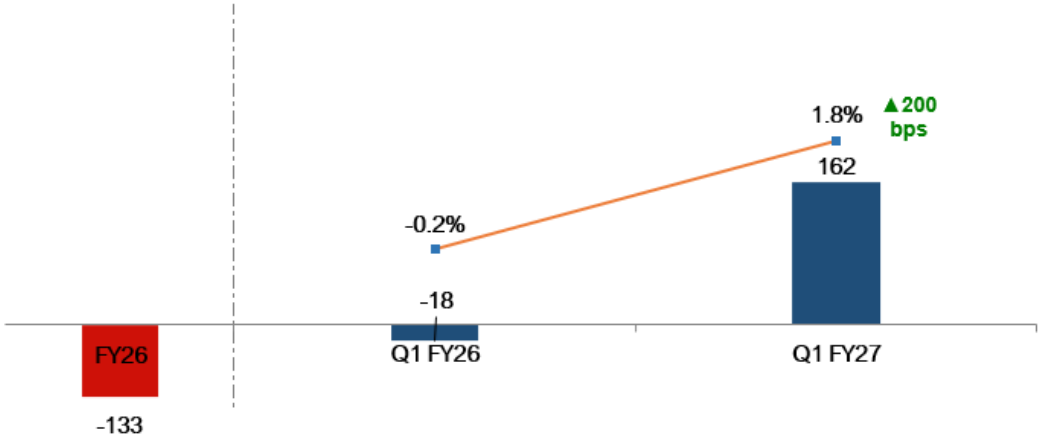
 # Adj. EBITDA is before Ind-AS 116 adjustments

Financial Highlights Q1 FY27

Adj. PROFIT BEFORE TAX BEFORE EXCEPTIONAL ITEMS (₹ MN / %)#



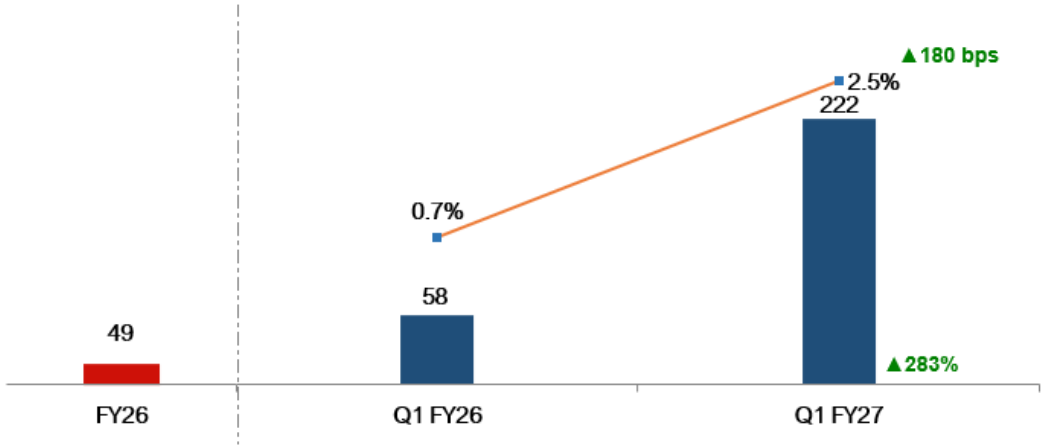
PROFIT BEFORE TAX BEFORE EXCEPTIONAL ITEMS (₹ MN / %)



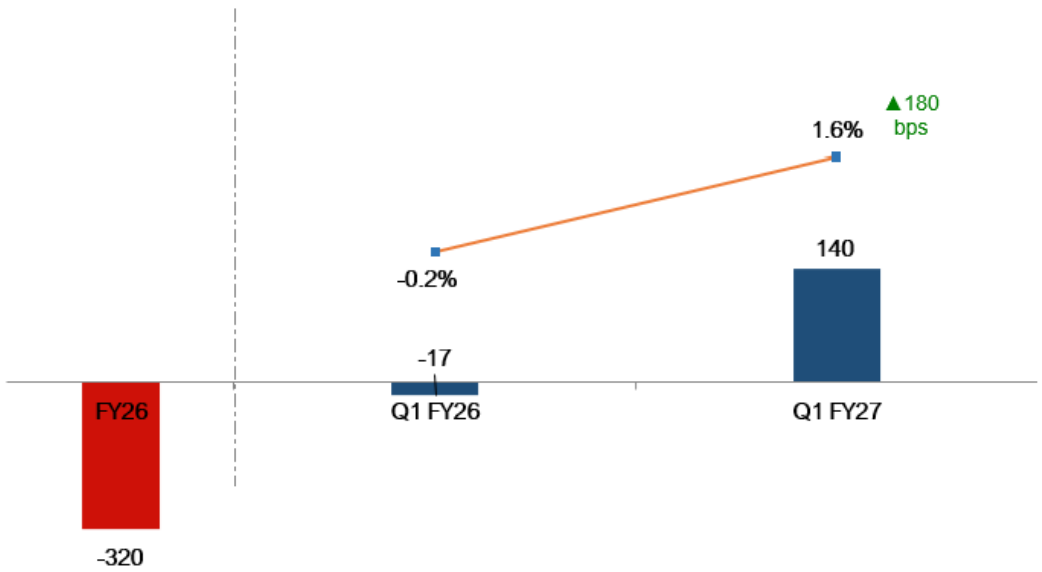
#Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments
**Adj. PBT & PBT of FY26 is before the exceptional items 240 Mn*

Financial Highlights Q1 FY27

Adj. PROFIT AFTER TAX AFTER EXCEPTIONAL ITEMS (₹ MN / %)#

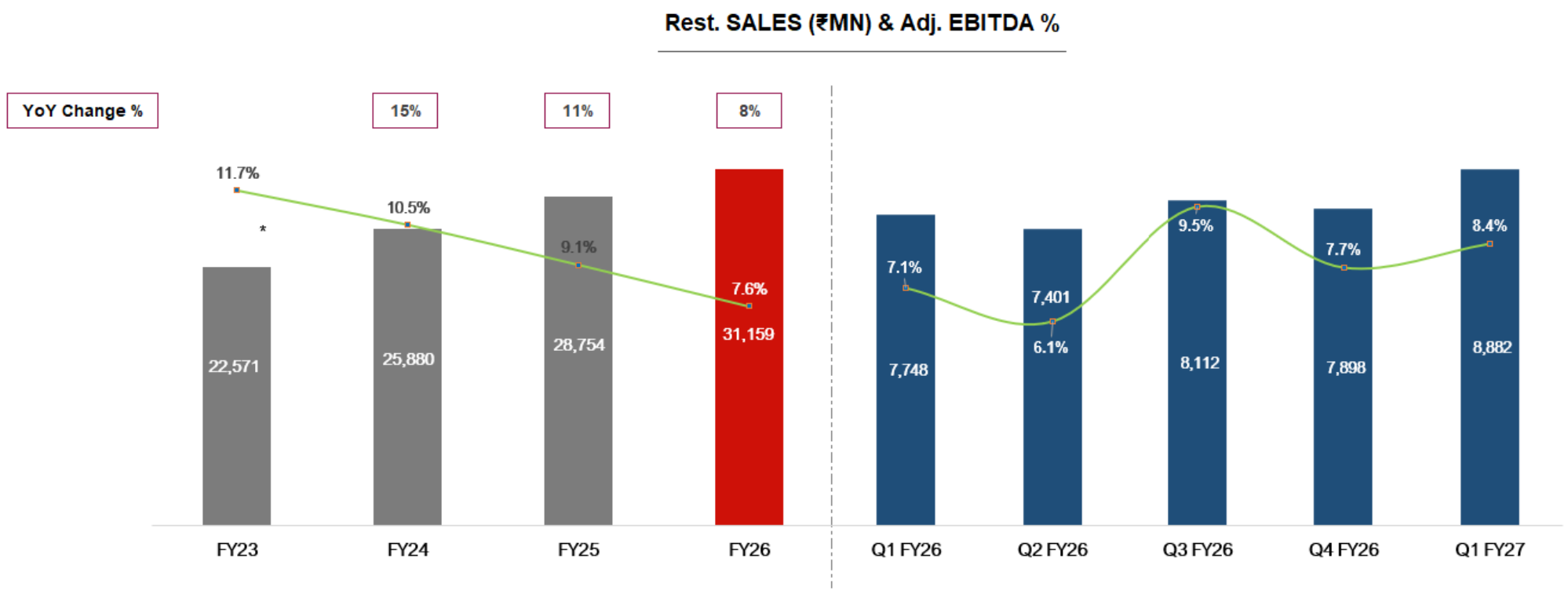


PROFIT AFTER TAX AFTER EXCEPTIONAL ITEMS (₹ MN / %)



 # Adj. PAT is before Ind-AS 116 adjustments

Financial Highlights: Consol Restaurant Sales & Adj. EBITDA trend



Note *Adj. EBITDA is before Ind-AS 116 adjustments*

Financial Highlights: Consolidated Profit & Loss Statement

Particulars (In ₹ mn)	Q1 FY27	Q1 FY26	YoY %	FY26
Restaurant Sales	**8,882.39**	**7,748.05**	**15%**	**31,159.02**
Other operating income	27.21	20.23		94.15
COGS	2,780.57	2,533.42		9,951.38
Gross Profit	**6,129.03**	**5,234.86**	**17%**	**21,301.79**
Gross Margin%	***69.0%***	***67.6%***		***68.4%***
Employee Expenses	1,153.45	1,023.27	2%	4,279.29
Other Expenses	3,569.28	3,077.73		12,218.52
EBITDA	**1,406.30**	**1,133.86**	**24%**	**4,803.98**
EBITDA Margin %	***15.8%***	***14.6%***		***15.4%***
Depreciation	973.62	919.52		3,921.48
Finance Cost	319.31	295.25		1,228.05
Other Income	48.30	62.47		212.54
PBT before exceptional items	**161.67**	**-18.44**	**NA**	**-133.01**
PBT Margin %	***1.8%***	***-0.2%***		***-0.4%***
Exceptional items	-	-		239.59
PBT after exceptional items	**161.67**	**-18.44**	**NA**	**-372.60**
Tax Expenses/(credit)	21.45	-1.06		-53.06
PAT	**140.2**	**-17.38**	**NA**	**-319.54**
PAT Margin%	***1.6%***	***-0.2%***		***-1.0%***

Brand Wise Performance





KFC India Business Performance



KFC Brand Priorities



2-pronged approach to drive consumer recruitment

- Strong Every Day Value ₹99/- Krisper Chicken Burger Meal accompanied by new consumer recruitment advertising on mass media
- Disruptive Abundant Value on select days backed by localized advertising

Craveable taste innovations to drive consumer frequency

- Double Chicken Dynamite
- Launch of “KFC Sha**wow**rma” innovation

Value

- ₹99/- Krisper Chicken Burger Meal in N/W
- Hot & Crispy BOGO on select days across markets

Frictionless Consumer Experience

Digital Kiosks rolled across 75%+ estate

Own Delivery continues to deliver healthy growth

Improve Accessibility

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

Operational Excellence

> 4.0 ratings across Swiggy, Zomato & Google

KFC Brand Priorities | Drive Penetration & Frequency | Value



KFC Brand Priorities | Drive Penetration & Frequency | Value

Disruptive Value (Abundance) | Region specific offer of Buy One Get One Free on Buckets (Core) on select days

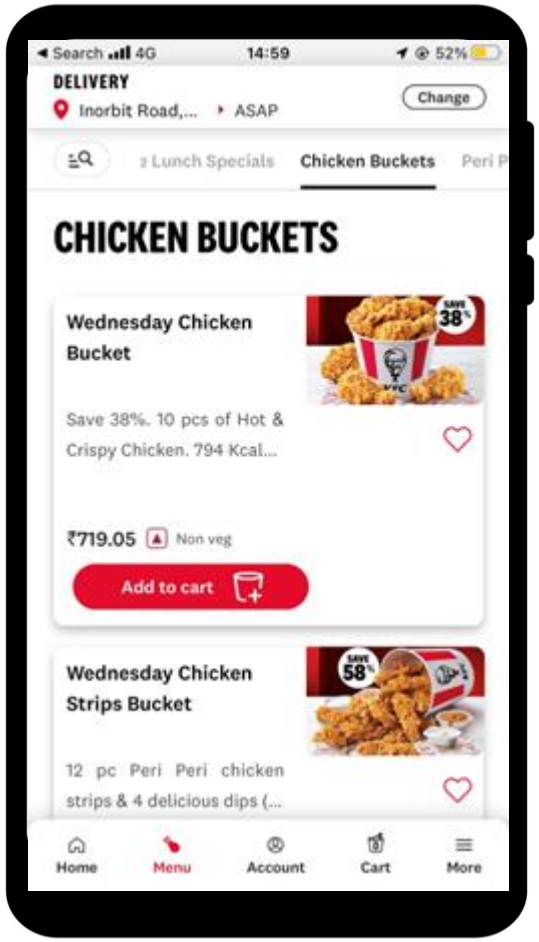


KFC Brand Priorities | Craveable Taste & Value





KFC Brand Priorities | Digitization



Total App downloads
71.2 Mn+

Monthly Active Users
2.7 Mn



Digital **KIOSKs**
implemented at 75%+ of restaurants

KFC Brand Priorities | New Restaurants



BANSAL PLAZA - BHOPAL



CENTRAL PLAZA , KALINA - MUMBAI

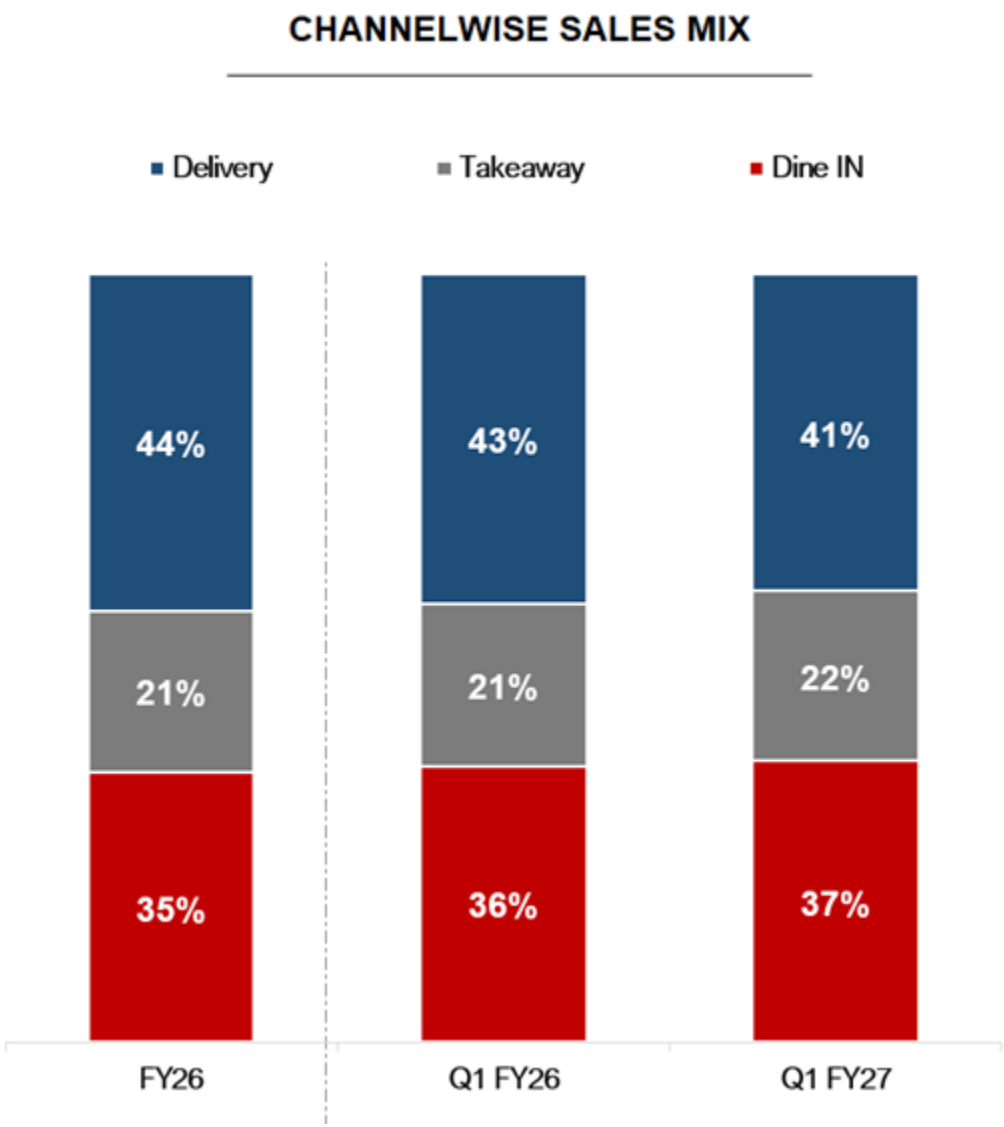


KOMARAPALAYAM -TN

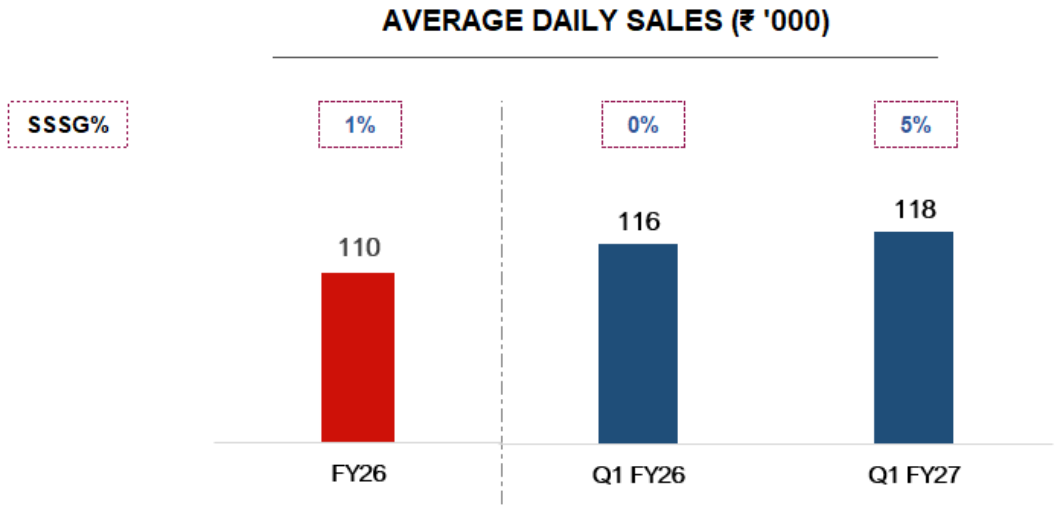


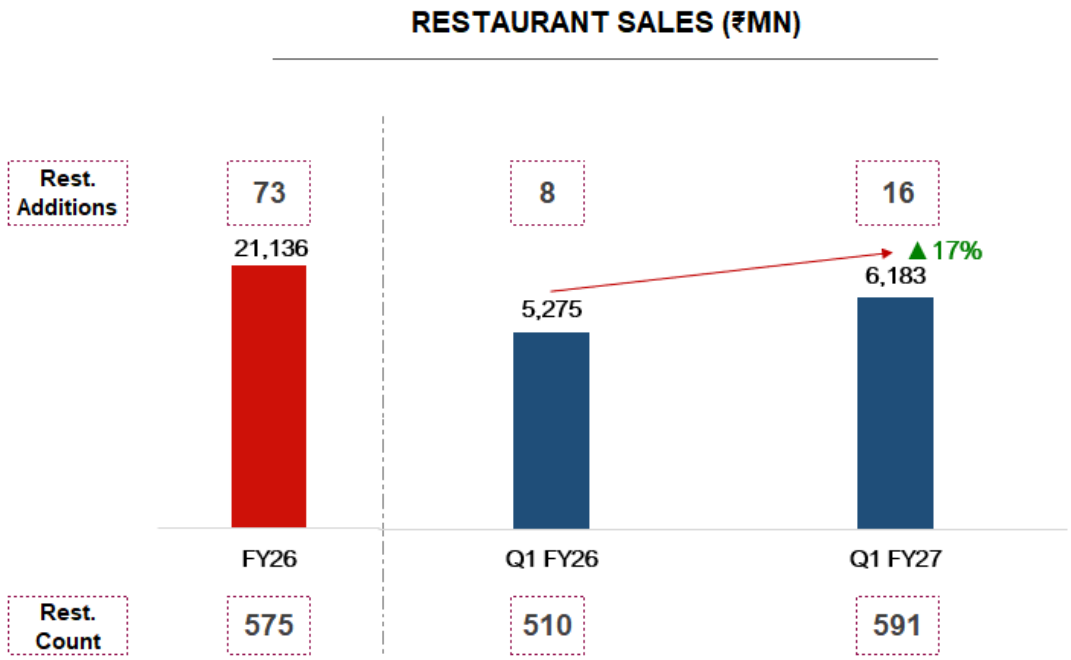
TDI PARK MOHALI

KFC India Q1 FY27



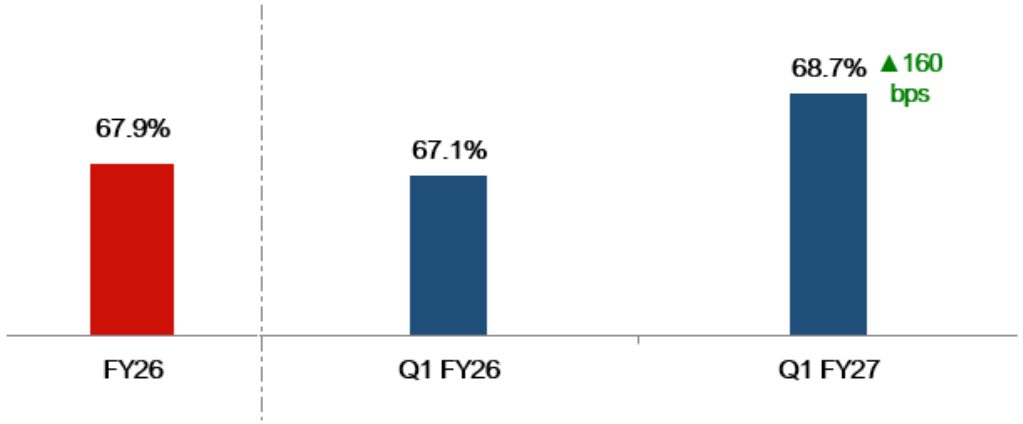
KFC India Q1 FY27



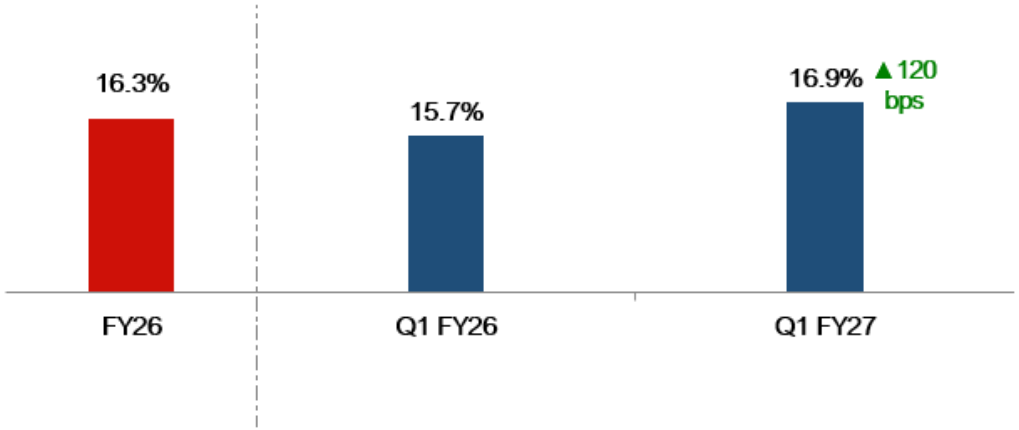


KFC India Q1 FY27

GROSS MARGIN%

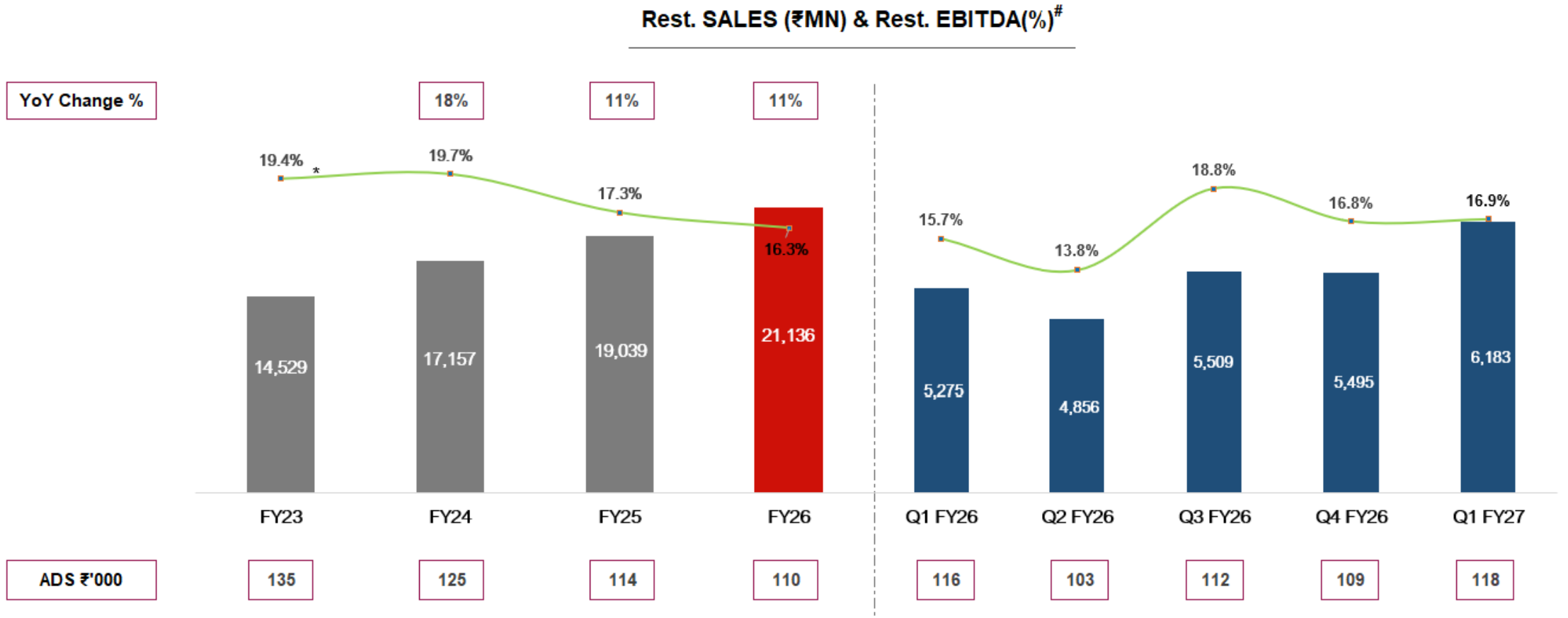


RESTAURANT EBITDA(%)#



 # Restaurant EBITDA is before Ind-AS 116 adjustments

KFC India Q1 FY27



 # Restaurant EBITDA is before Ind-AS 116 adjustments

Pizza Hut India | Business Performance



Pizza Hut Brand Priorities



Taste Superiority through Pizza & sides innovation

Actions:
- New Crafted Flatzz
- Baked Chicken Wings
- New line of Masala Beverages

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

Actions:
- Dine-In speed of service metrics continue to improve

Hot n Fresh Delivery Experience

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

Competitive Value for money

Actions:
Exclusive Dine In offers
- 4 course meal at ₹99/-
- Unlimited Pizza Friday
- Buy 1 Get 3

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

Actions:
7 restaurants added in CY26

Mass media advertising to drive consumer awareness & consideration

Actions:
- Dine-In SSSG is positive led by exclusive territory Tamil Nadu, where our additional marketing investments and aggressive value Dine-In exclusive offers continue to drive transaction growth

Pizza Hut Brand Priorities | New Products









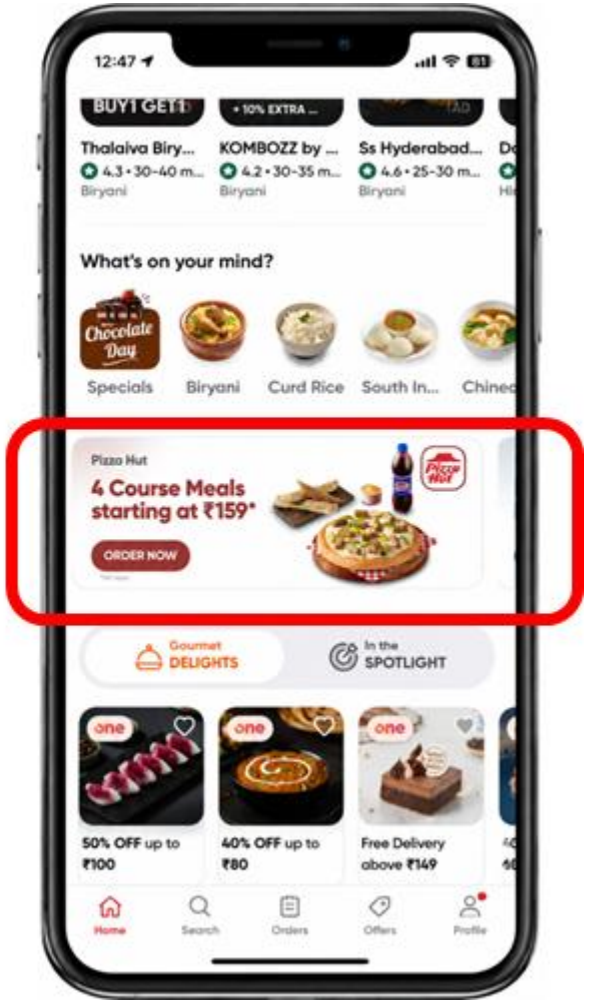


Pizza Hut Brand Priorities | Value Promotions









Pizza Hut Brand Priorities | New Restaurants



BROADWAY MALL – COIMBATORE



FURSUNGI – PUNE

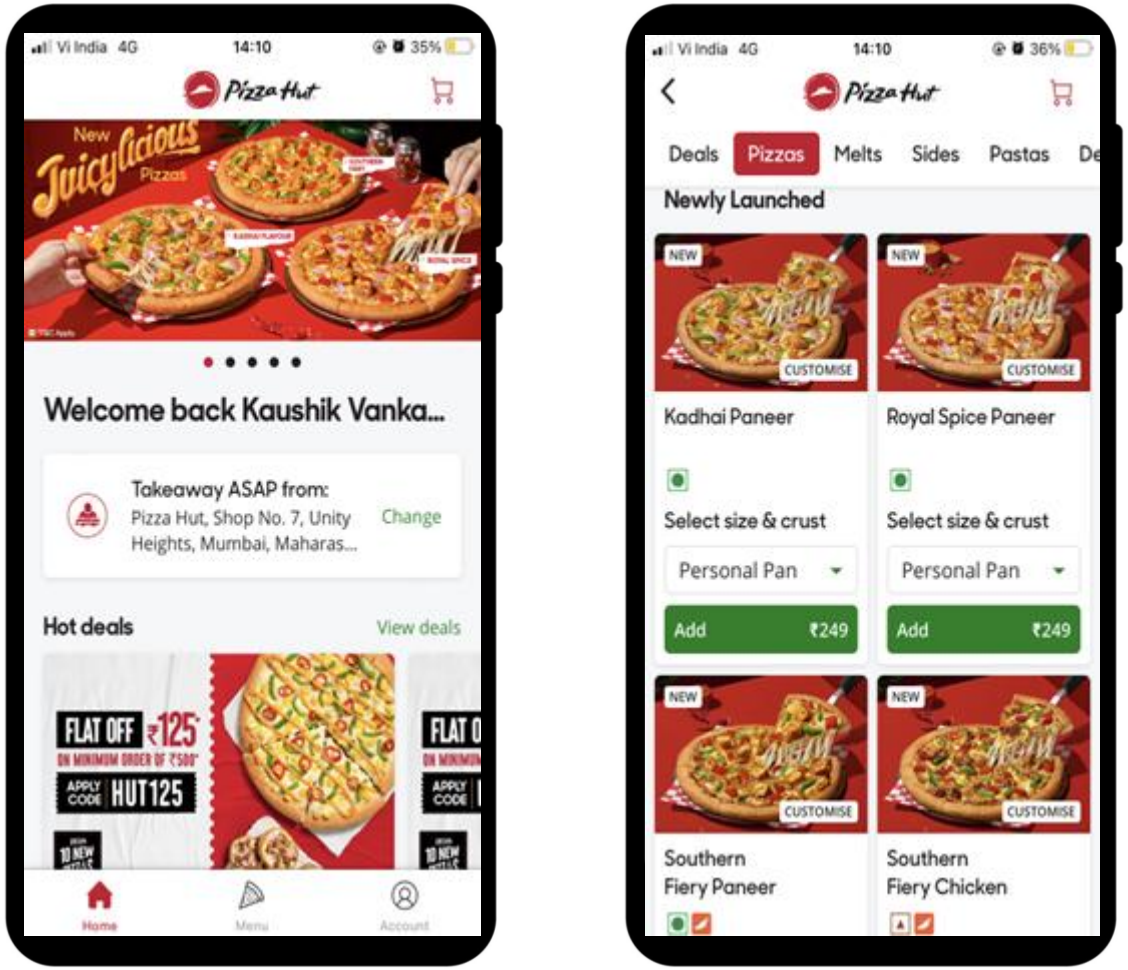


KOTHRUD – PUNE



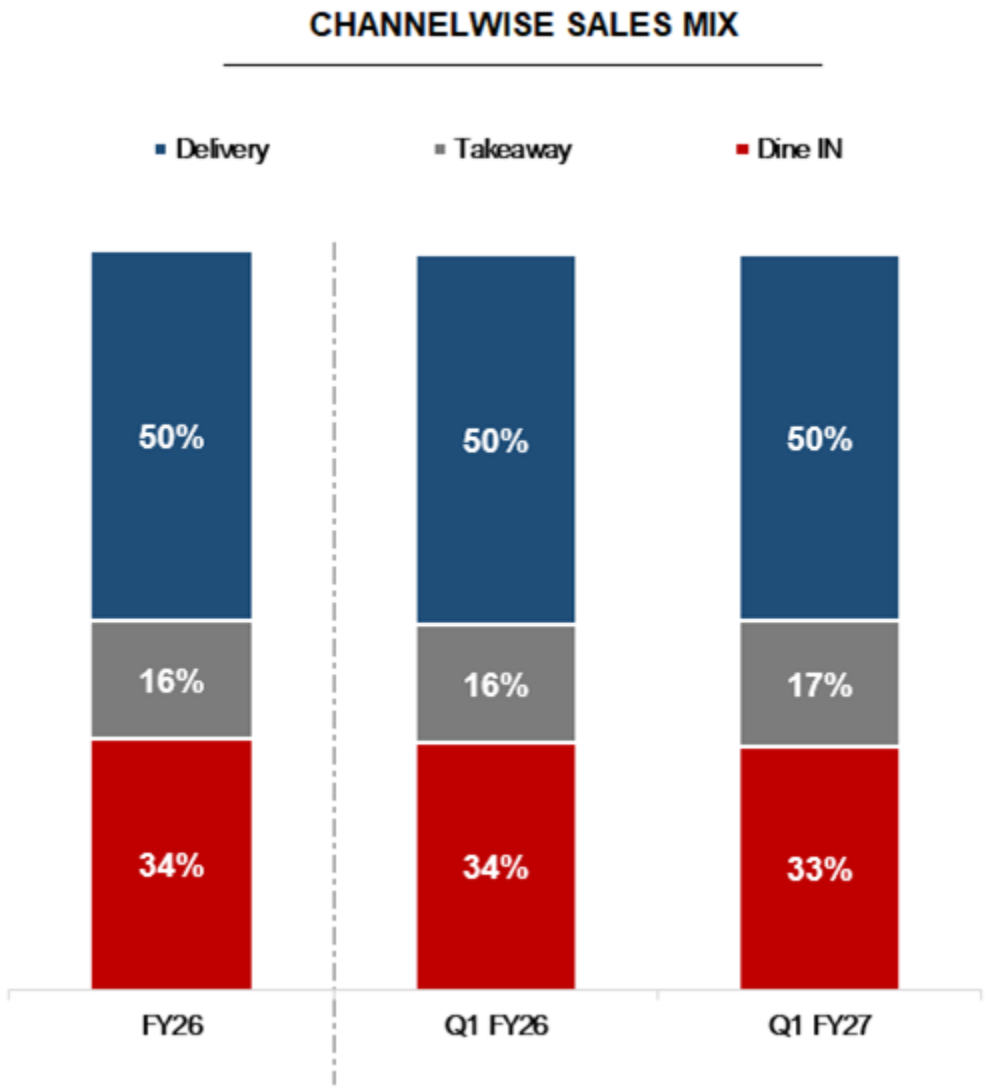
VIVIRA MALL – CHENNAI

Pizza Hut Brand Priorities | Digitization

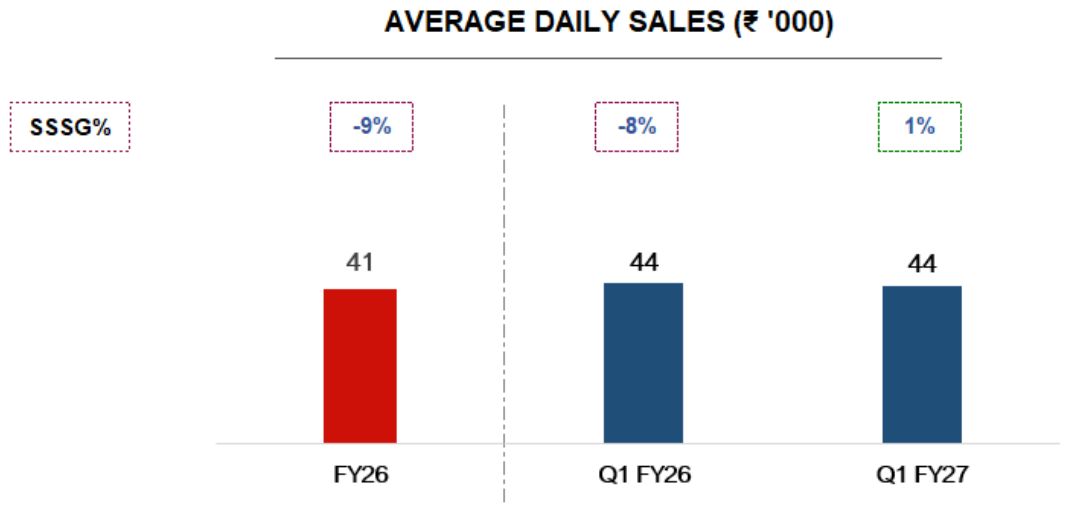


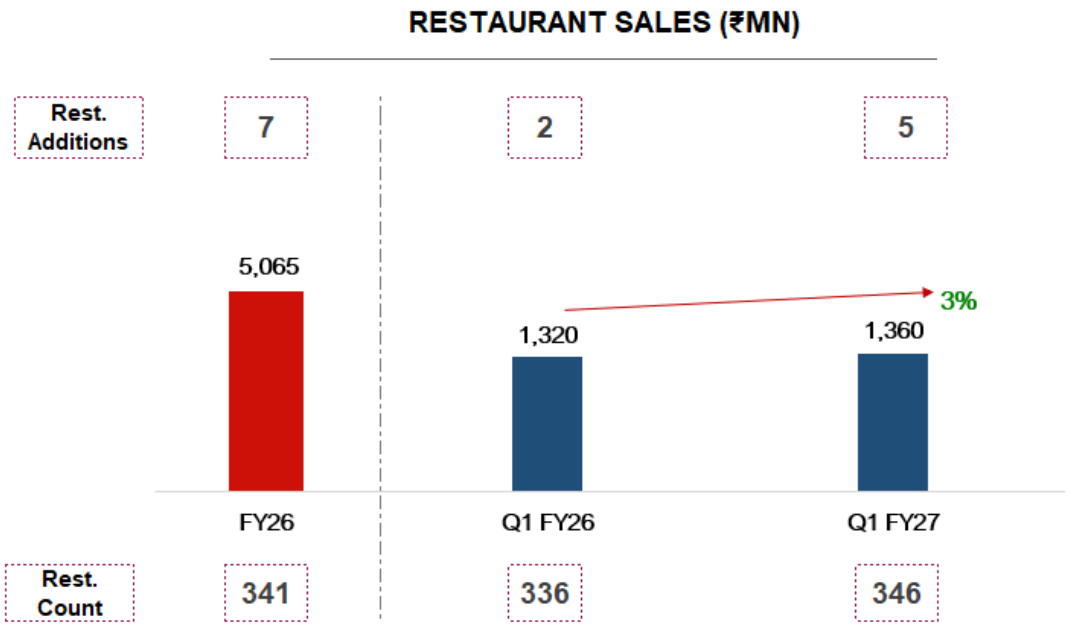
Total App Downloads – **29 Mn+**
Monthly Active Users – **0.8 Mn+**

Pizza Hut India Q1 FY27

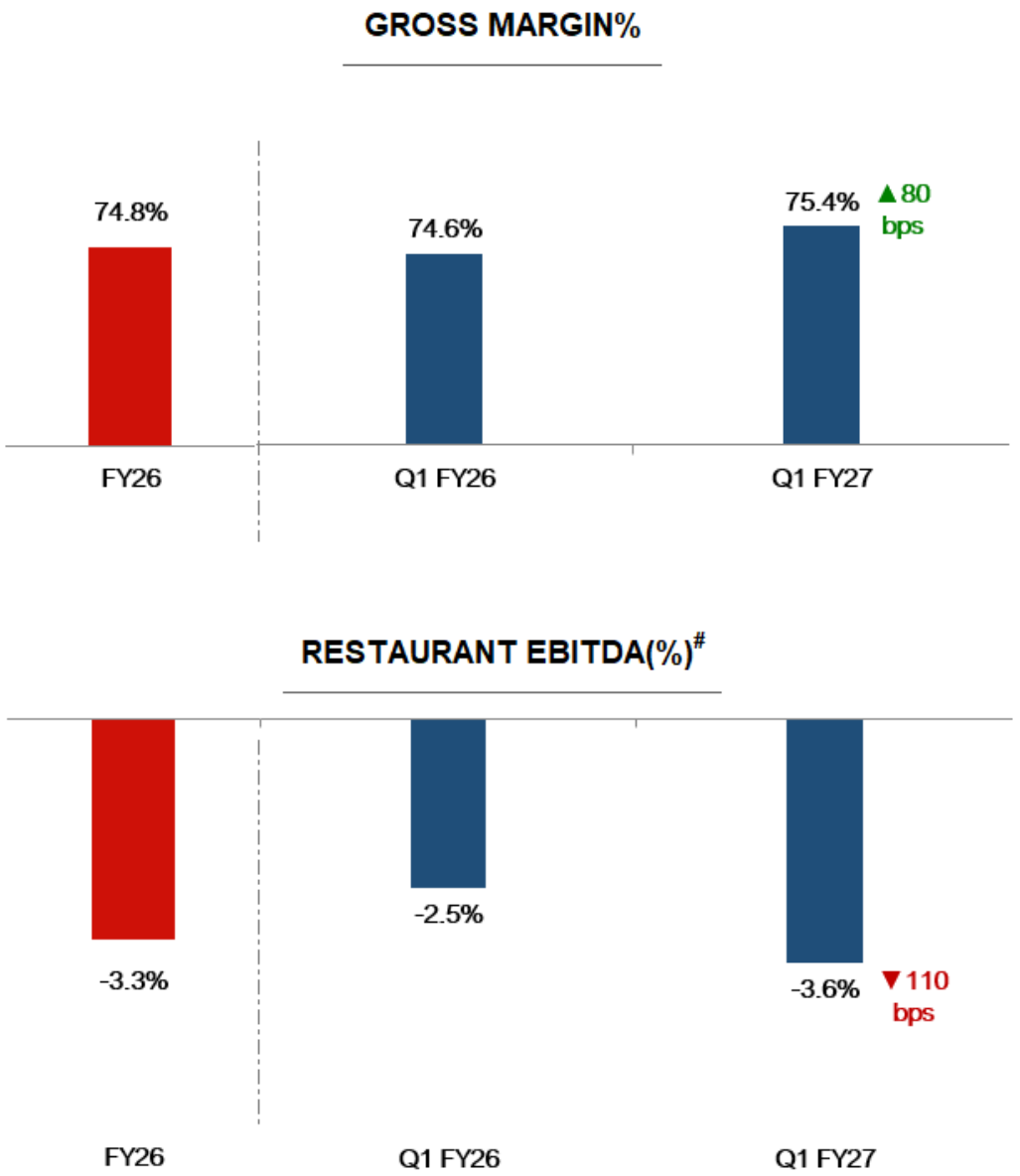


Pizza Hut India Q1 FY27



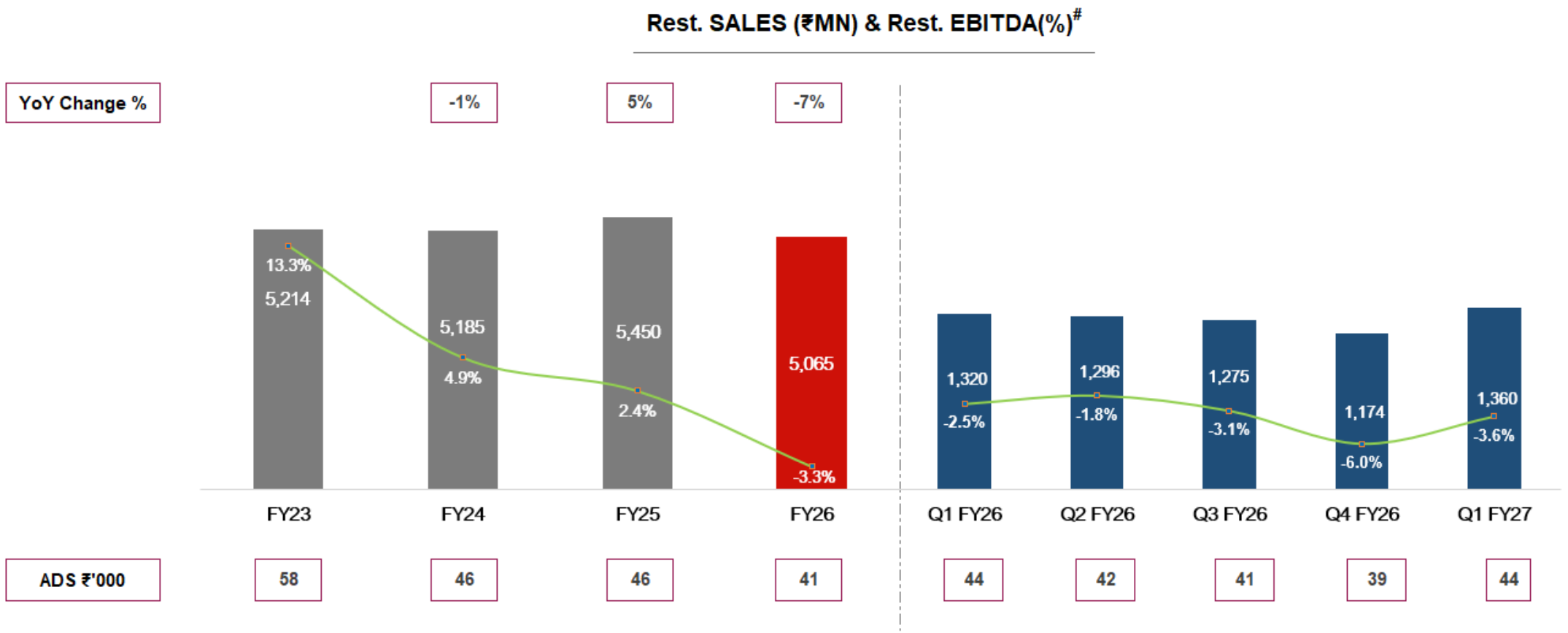


Pizza Hut India Q1 FY27



 # Restaurant EBITDA is before Ind-AS 116 adjustments

Pizza Hut India Q1 FY27



 # Restaurant EBITDA is before Ind-AS 116 adjustments



Sri Lanka

Business Performance

TACO BELL

Sri Lanka New Product Launches





Sri Lanka Branding and Promotions













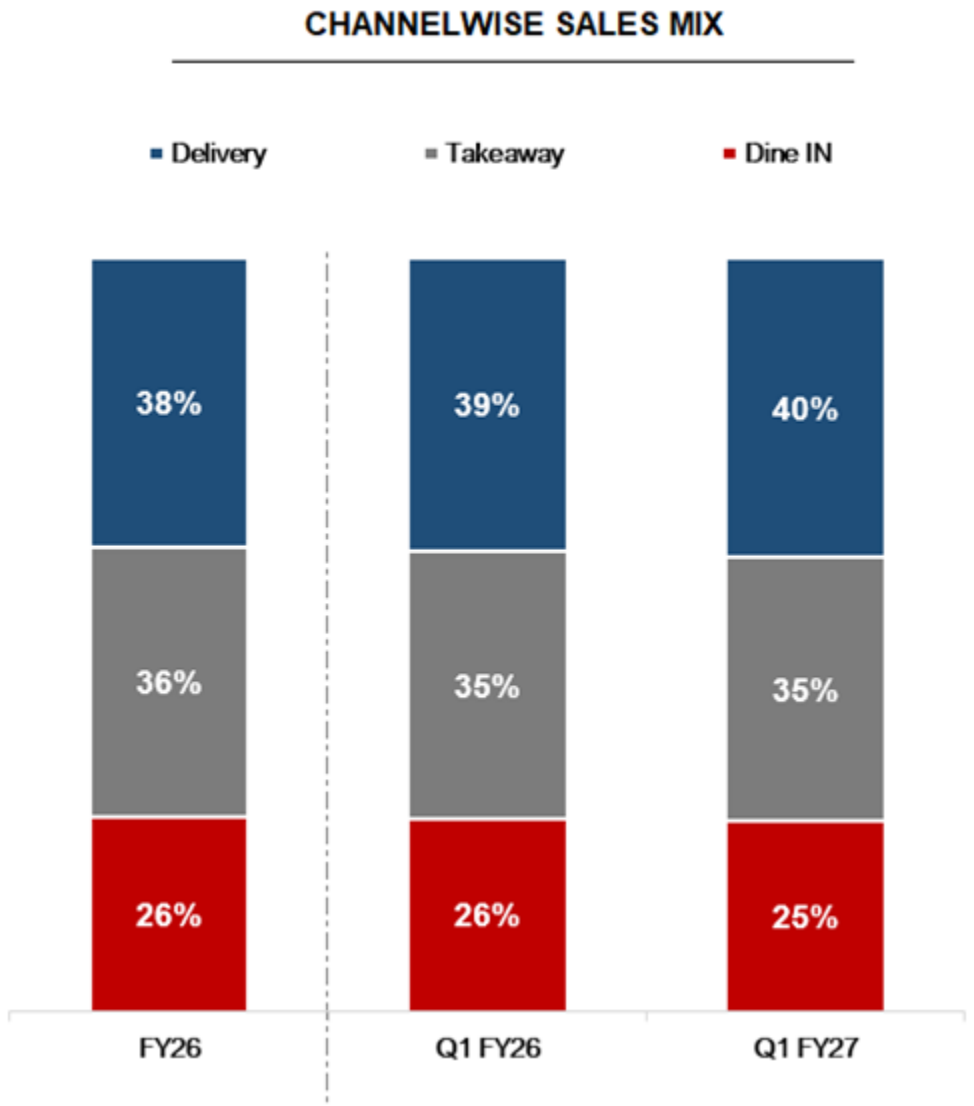
Sri Lanka New Restaurants



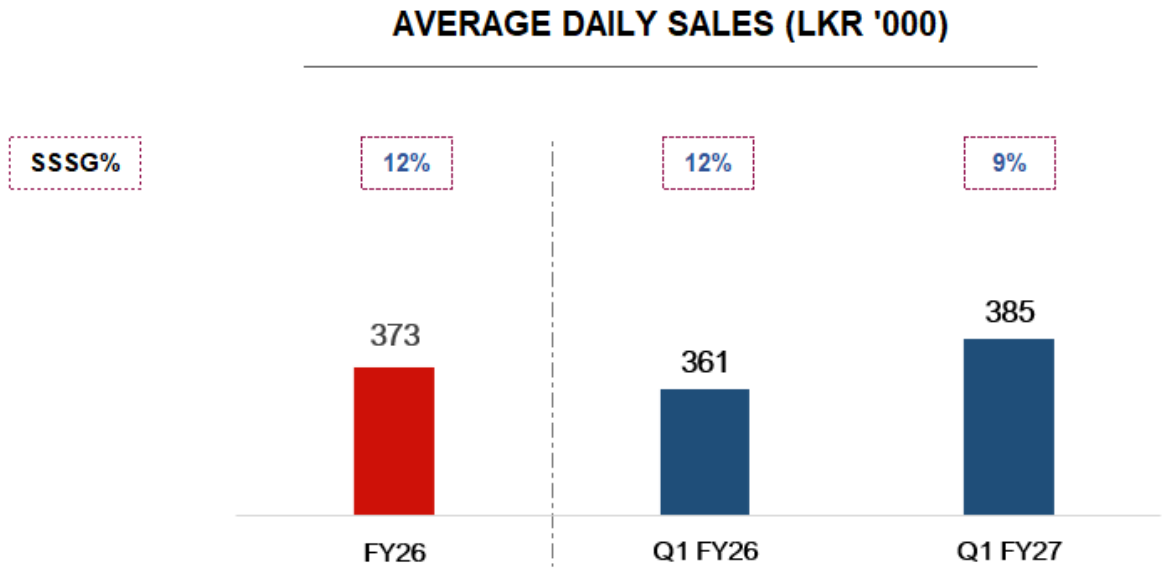


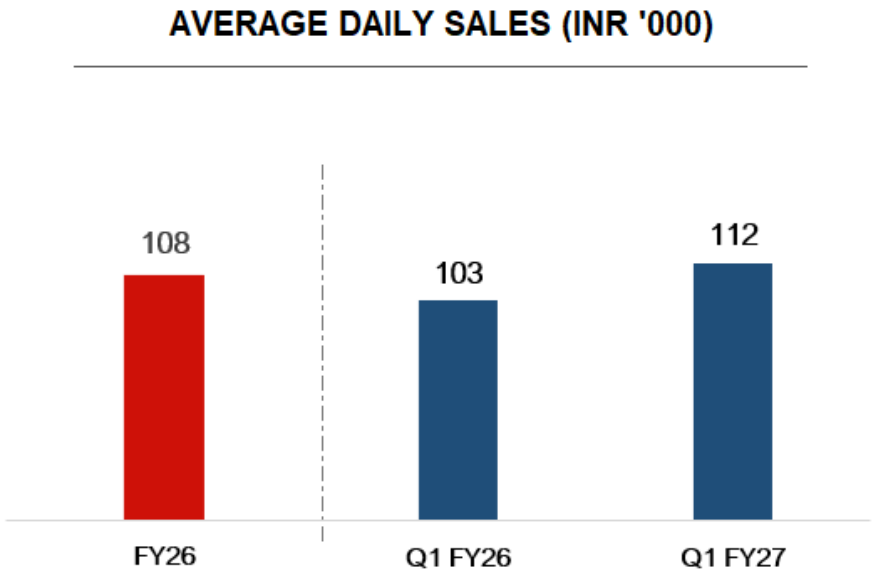
Duplication Road Colombo

Sri Lanka Business Q1 FY27



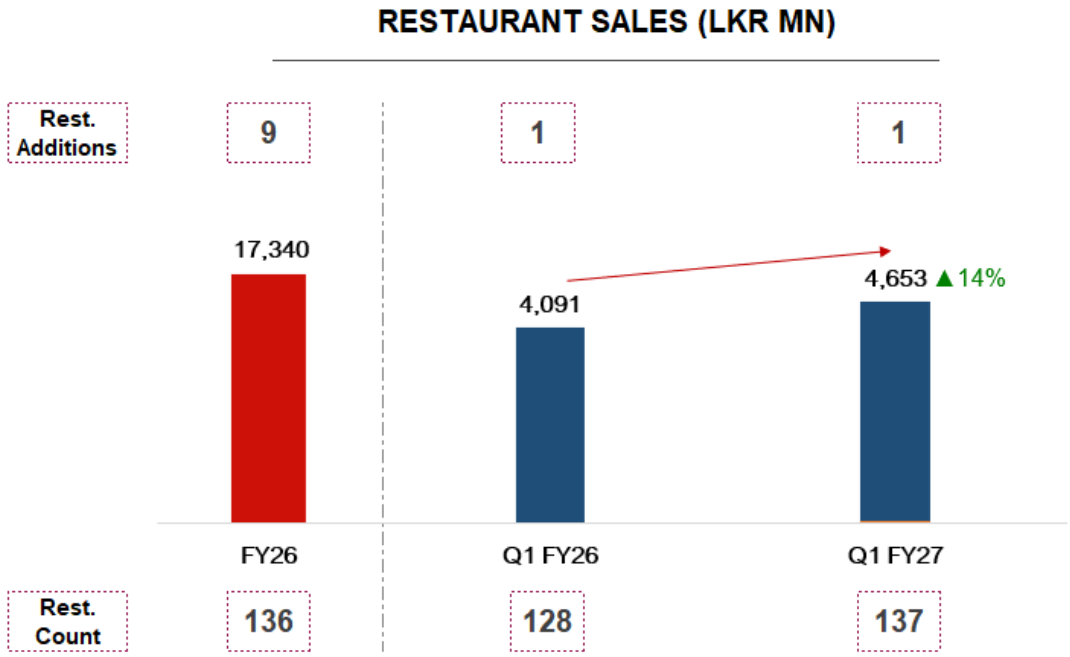
Sri Lanka Business Q1 FY27

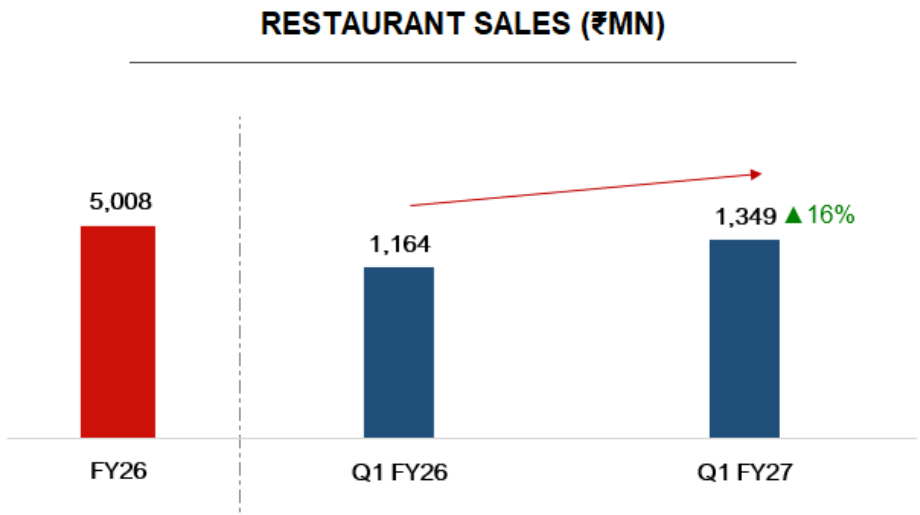




Note: LKR to INR conversion rate of 0.289 in Q1 FY27 and 0.283 in Q1 FY26

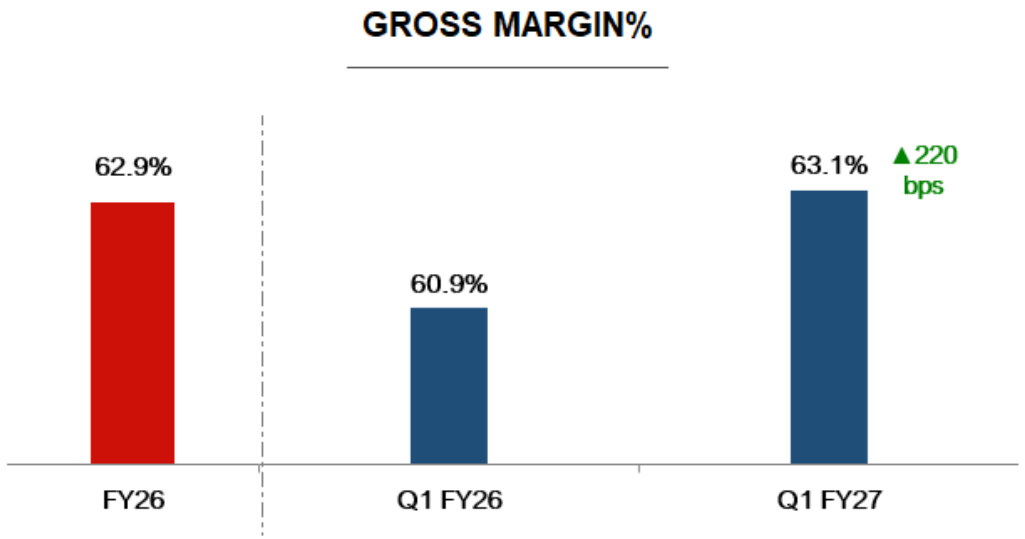
Sri Lanka Business Q1 FY27

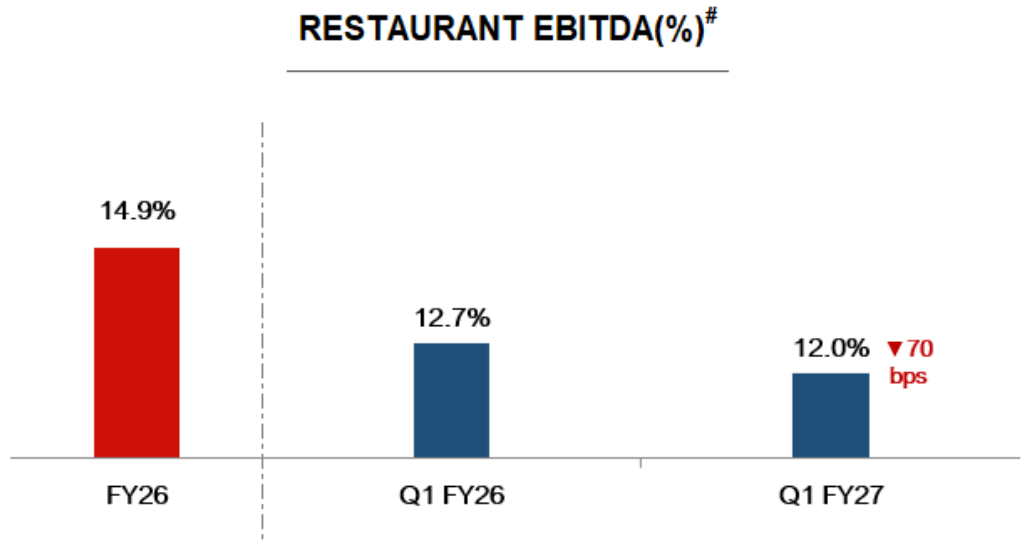




Note: LKR to INR conversion rate of 0.289 in Q1 FY27 and 0.283 in Q1 FY26

Sri Lanka Business Q1 FY27

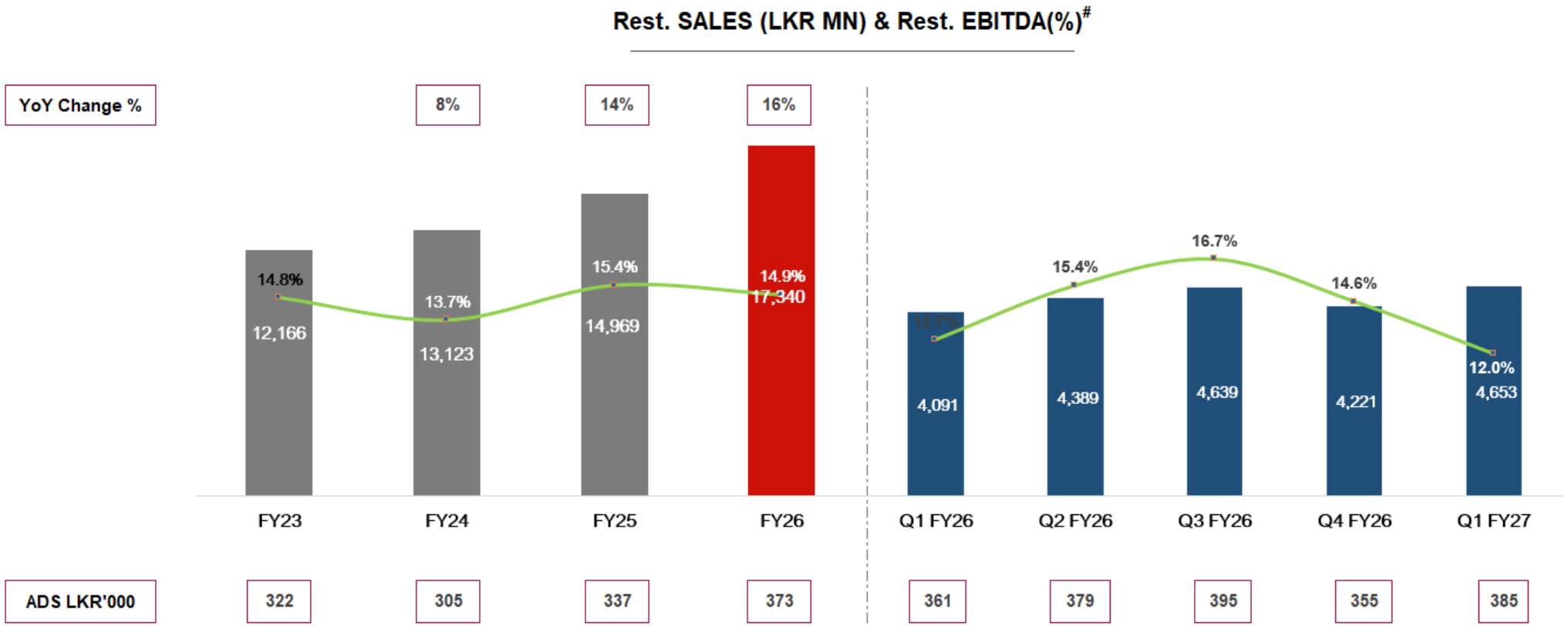




Absolute Rest. EBITDA increased by 7 % in LKR terms (increased by 9% in INR terms)

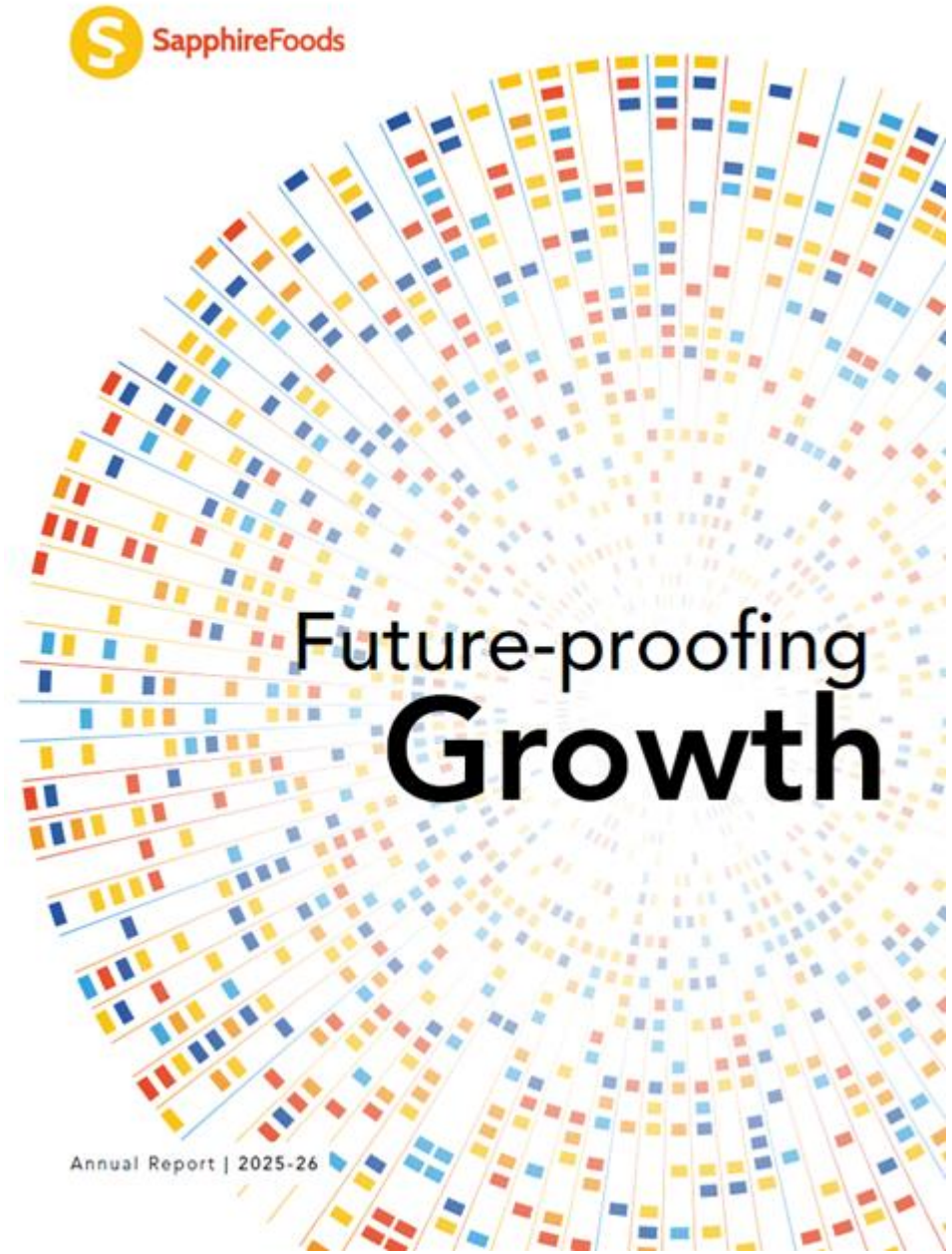
 # Restaurant EBITDA is before Ind-AS 116 adjustments

Sri Lanka Business Q1 FY27



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

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https://www.sapphirefoods.in/storage/app/media/annual-report-2025-26.pdf

SapphireFoods

Thank You

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