



SapphireFoods

Q2 FY27 Business Performance

October'2026

Safe **Harbor**

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Financial Overview





Key Highlights Q2 FY27

Q2 FY27

- Sapphire Foods has delivered the best quarter of revenue growth (20%) and adjusted EBITDA growth (39%) since Covid period (i.e. last 16 quarters).
- Q2FY27 Revenue was ₹8853 Mn up by 20% YoY
- We added 15 KFC restaurants, 1 Pizza Hut in Sri Lanka. Sapphire Foods total restaurant count was 1086 as on 30th Sep 2026.
- Consol Rest. EBITDA up by 21% YoY, and margin was at 11.5% (↑20 bps)
- Consol Adj. EBITDA was ₹ 624 Mn, up by 39% YoY and Consol Adj. EBITDA Margin of 7.1% (↑ 100 bps). Consol EBITDA (₹ 1286 Mn, 14.5%) grew by 21% YoY (↑20 bps)
- Consol Adj. PBT (₹ 120 Mn, 1.4%) | Consol PBT - ₹6 Mn, -0.1% (↑ 210 bps).
- Sapphire KFC delivered highest revenue growth of 26% in last 16 quarters. SSSG came in at 14% (close to double digit factoring the timing shift of Navratri to Q3 instead of Q2 in last year). Rest. EBITDA margin came in at 14.5% (↑ 70 bps YoY) despite raw material & energy cost inflation and higher marketing investments. Dine-In & Take Away SSSG was higher than the delivery SSSG backed by double digit transaction growth. This is the result of our 2 pronged consumer recruitment strategy of disruptive Every Day Value of ₹99 Chicken Krisper Burger Meal (further modified as ₹149/- Thalaiva Meal for TN market) and Abundant Value on select days (BOGO on Chicken Buckets) backed by marketing investments.
- Sapphire Pizza Hut delivered revenue growth of 7% with highest SSSG (+5%) in last 7 quarters, with double digit SSTG (incl. positive SSTG in Dine In & Take Away). This is driven by strong value offers like ₹99/- 4-course meal and Buy 1 Get 1. Rest. EBITDA was negative at 2.8% (↓ 100 bps YoY) impacted significantly by higher energy costs.
- Sri Lanka business revenue grew by 9% in LKR with SSSG of 5% in LKR. Rest. EBITDA remained sequentially steady at 12.5% (↓ 290 bps YoY) despite impact of very high inflation on wages and energy.

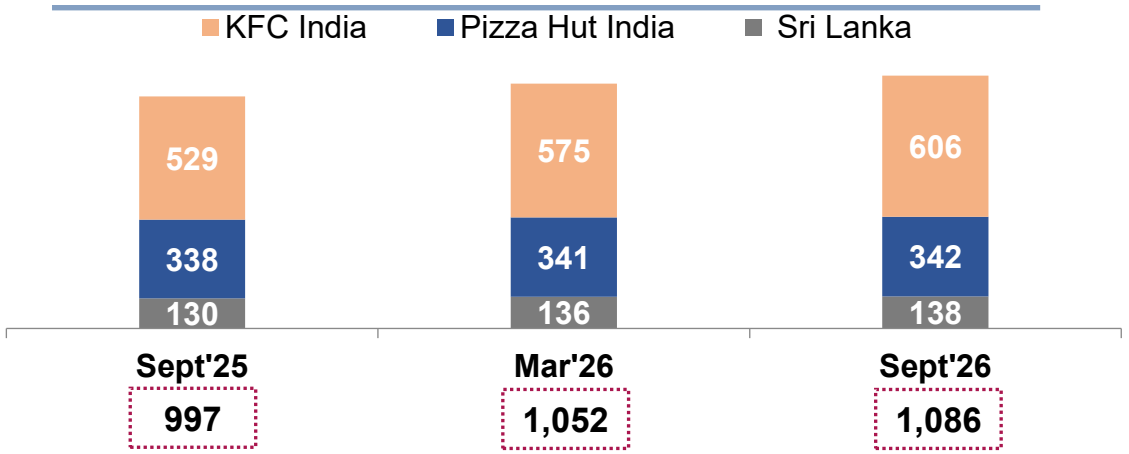
Summary Consolidated Financials Q2 FY27 & 6M FY27

Particulars	Q2 FY27	Q2 FY26	▲/▼ YoY	6M FY27	6M FY26	▲/▼ YoY	FY26
Restaurant Sales Mn	8,853	7,401	▲20%	17,736	15,149	▲17%	31,159
Adj. EBITDA ₹ Mn#	624	450	▲39%	1,373	998	▲38%	2,382
%	7.1%	6.1%	▲100 bps	7.7%	6.6%	▲110 bps	7.6%
EBITDA Mn	1,286	1,062	▲21%	2,692	2,196	▲23%	4,804
%	14.5%	14.3%	▲20 bps	15.2%	14.5%	▲70 bps	15.4%
Adj. PBT Mn# before exceptional items*	120	-43	NA	393	40	▲883%	361
%	1.4%	-0.6%	▲200 bps	2.2%	0.3%	▲190 bps	1.2%
PBT Mn before exceptional items*	-6	-166	NA	156	-184	NA	-133
%	-0.1%	-2.2%	▲210 bps	0.9%	-1.2%	▲210 bps	-0.4%
Restaurant Additions(Net)	12	23		34	34		89

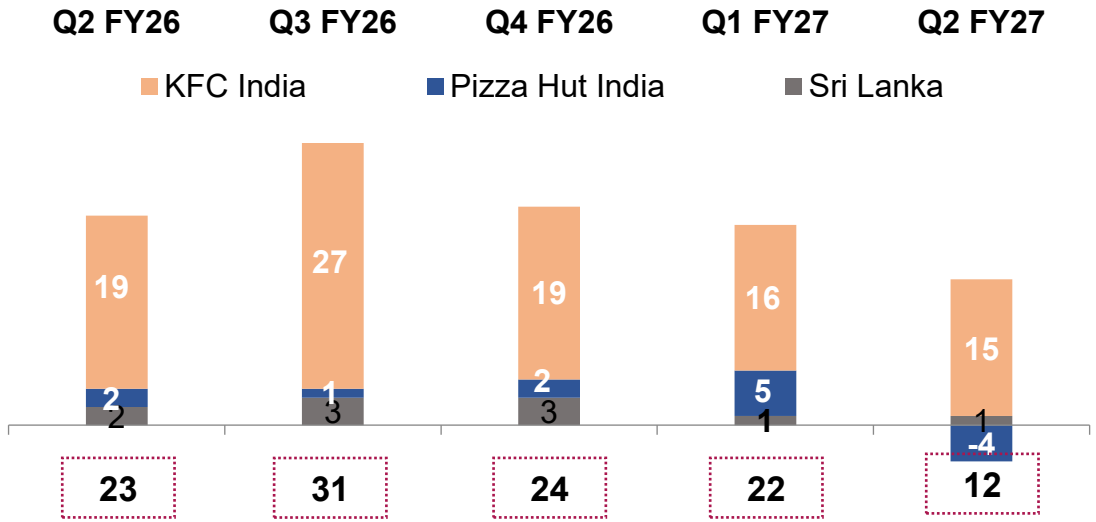
#Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments
**Adj. PBT & PBT of Q2 FY27, 6M FY27 and FY 26 are before the exceptional items of ₹13 Mn, ₹13 Mn and ₹240 Mn respectively*

Journey Of Sapphire Foods Built A Platform Of 1,086 Outlets (1)

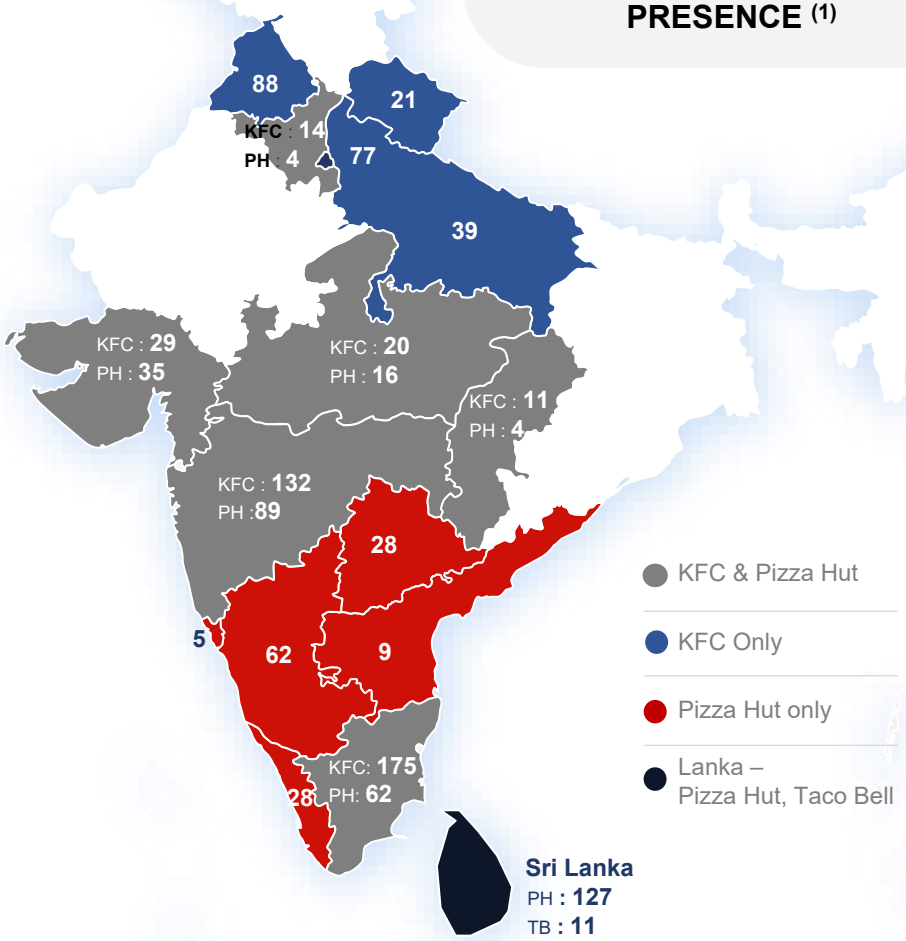
RESTAURANT COUNT



RESTAURANT ADDITION



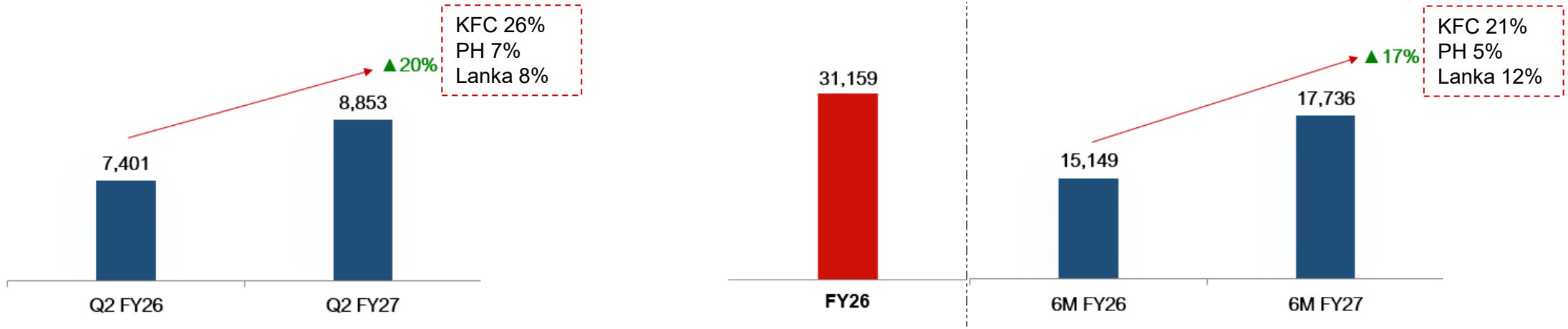
SAPPHIRE FOODS: GEOGRAPHICAL PRESENCE (1)



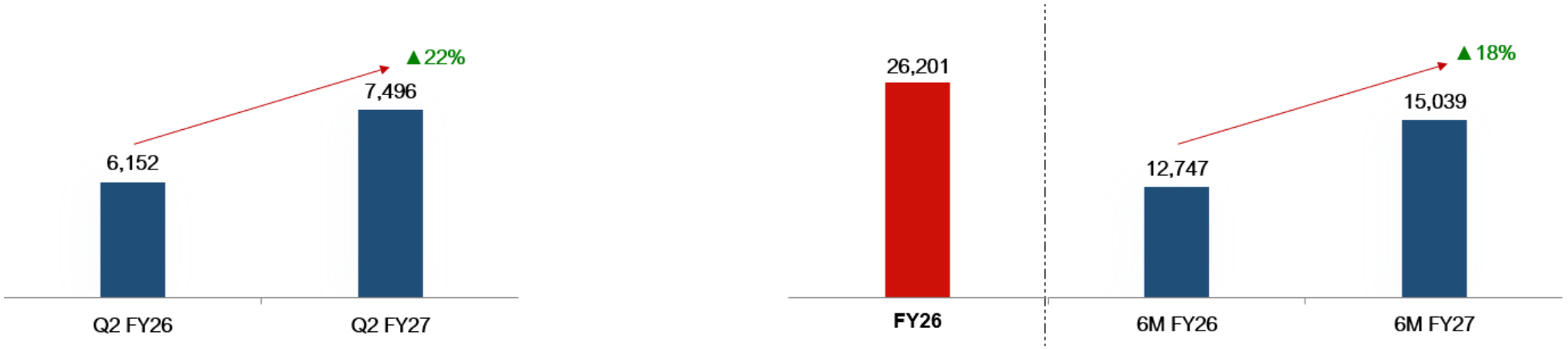
(1) As on 30th September 26

Financial Highlights Q2 FY27

CONSOLIDATED RESTAURANT SALES (₹ MN)

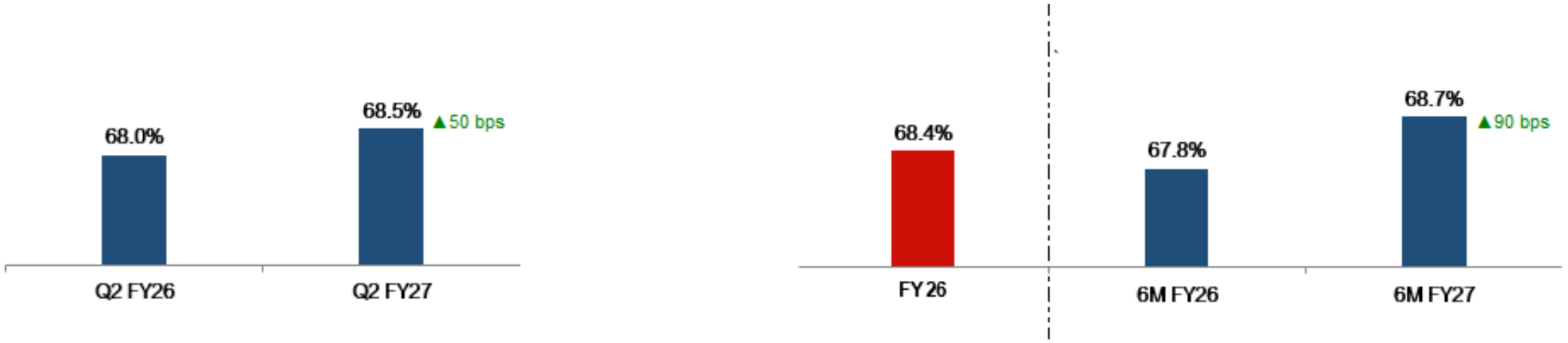


INDIA RESTAURANT SALES (₹ MN)

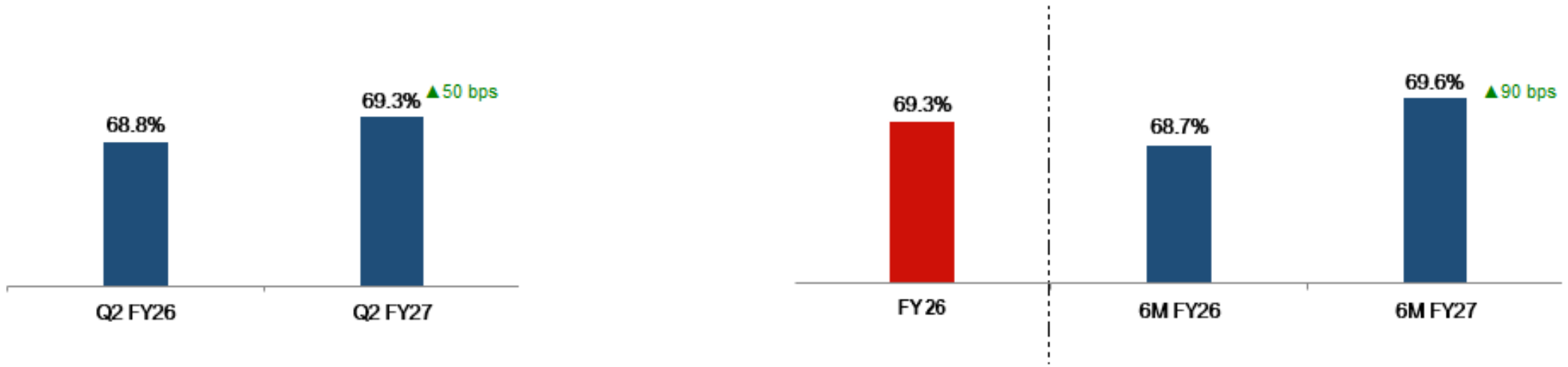


Financial Highlights Q2 FY27

CONSOLIDATED GROSS MARGIN (%)

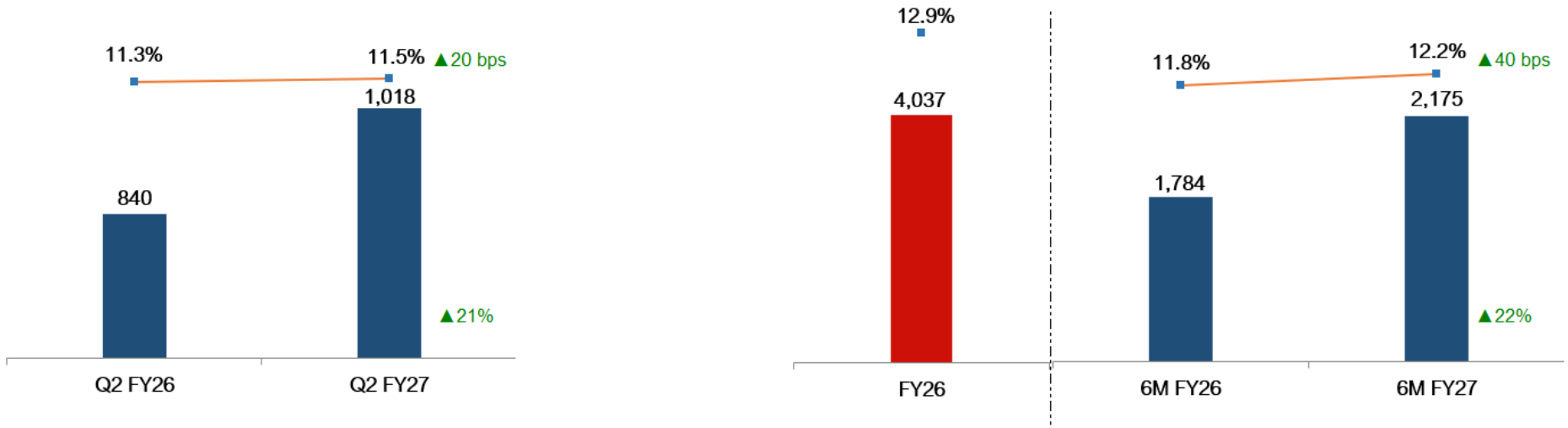


INDIA GROSS MARGIN (%)

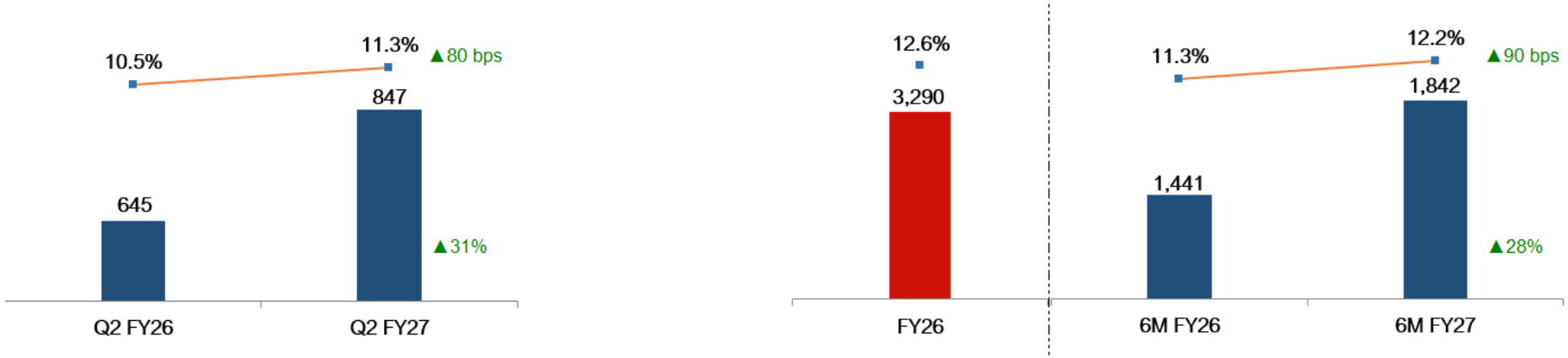


Financial Highlights Q2 FY27

CONSOLIDATED RESTAURANT EBITDA (₹ MN / %)#



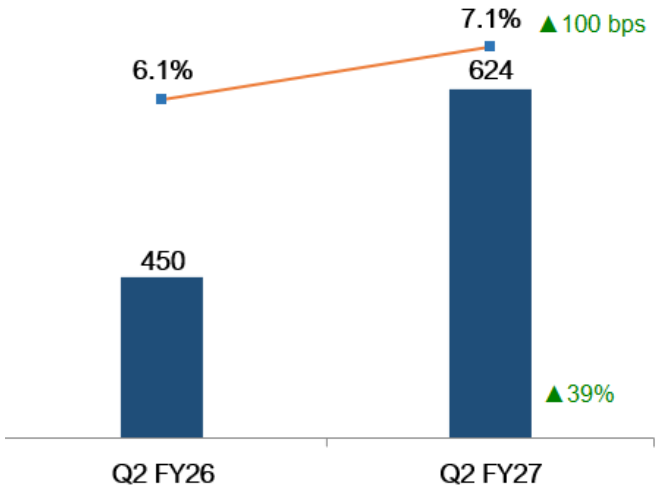
INDIA RESTAURANT EBITDA (₹ MN / %)#

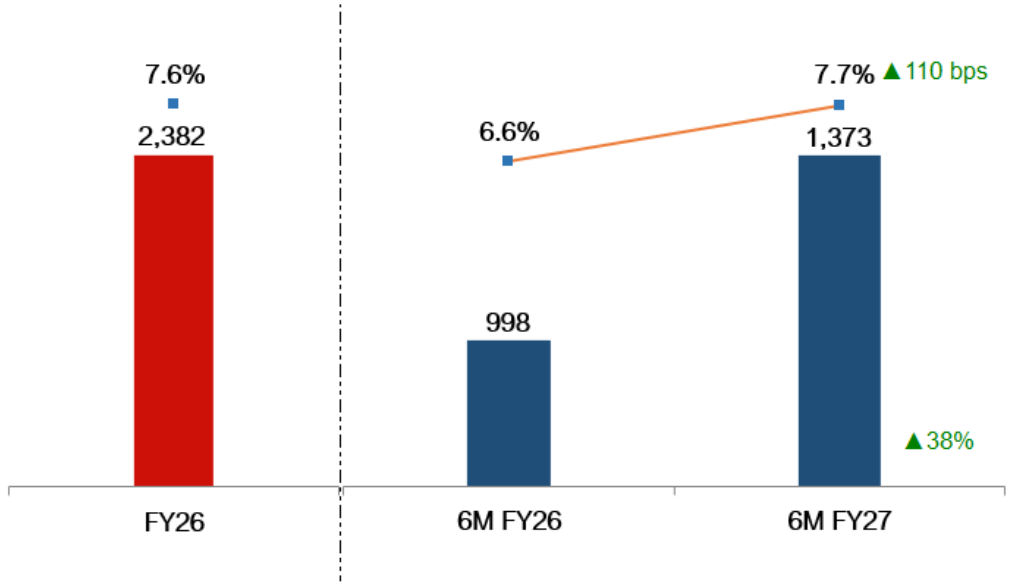


 # Restaurant EBITDA is before Ind-AS 116 adjustments

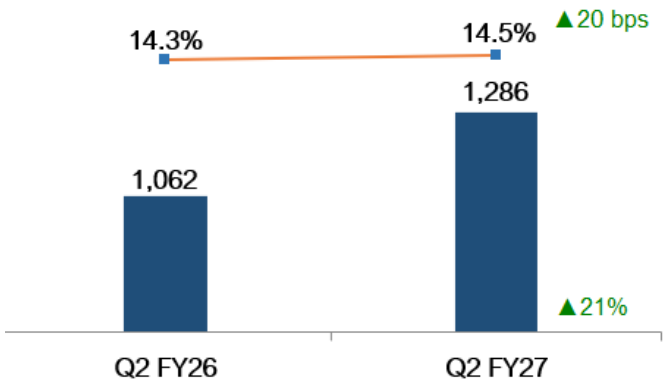
Financial Highlights Q2 FY27

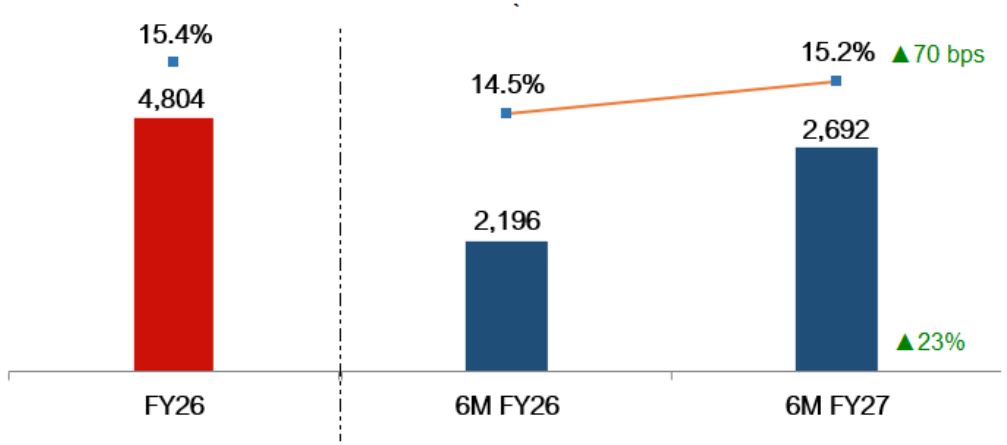
Adj. EBITDA (₹ MN / %)#





EBITDA (₹ MN / %)

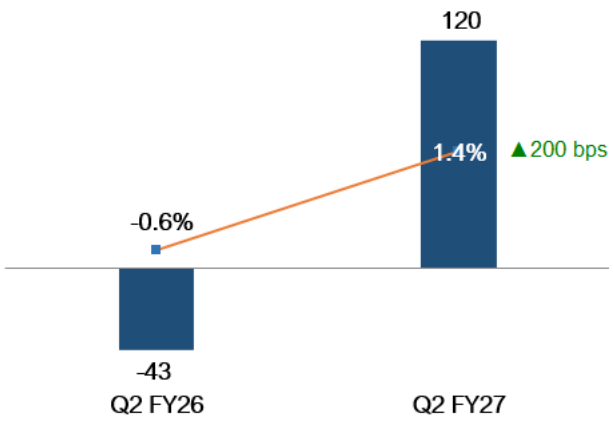


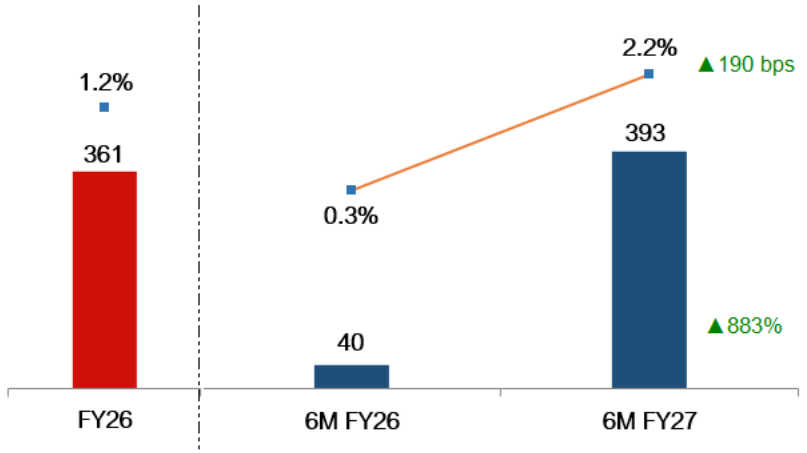


 # Adj. EBITDA is before Ind-AS 116 adjustments

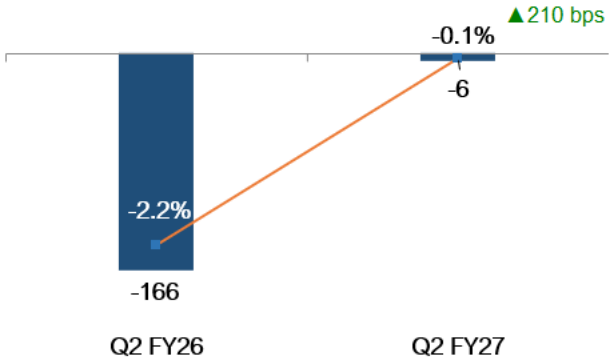
Financial Highlights Q2 FY27

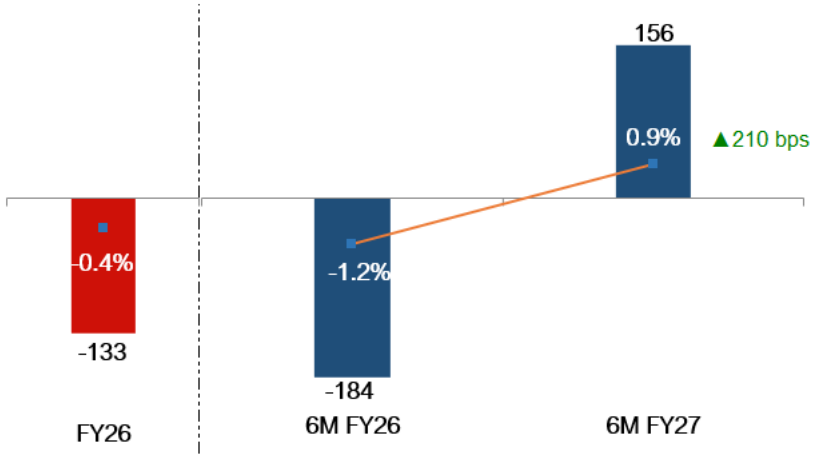
Adj. PROFIT BEFORE TAX BEFORE EXCEPTIONAL ITEMS (₹ MN / %)#





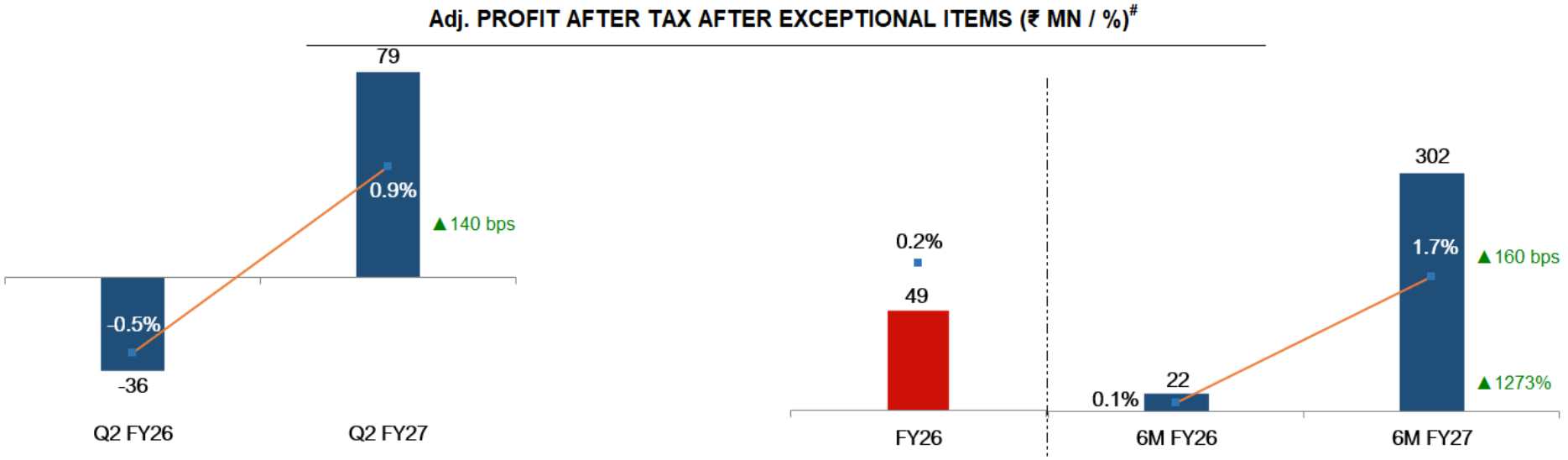
PROFIT BEFORE TAX BEFORE EXCEPTIONAL ITEMS (₹ MN / %)#

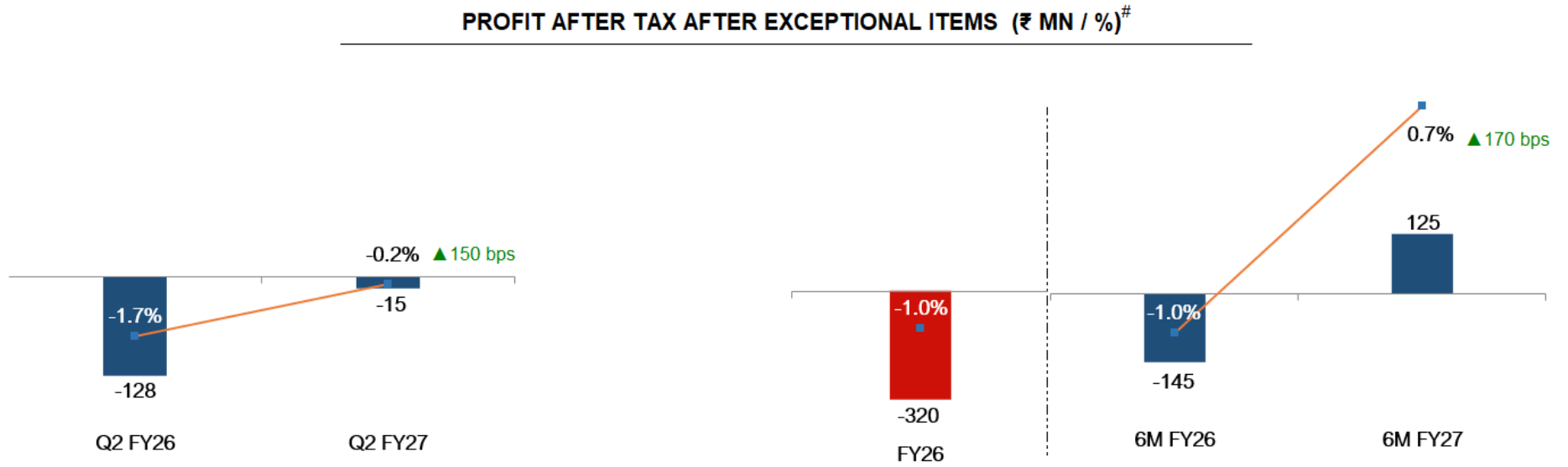




#Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments
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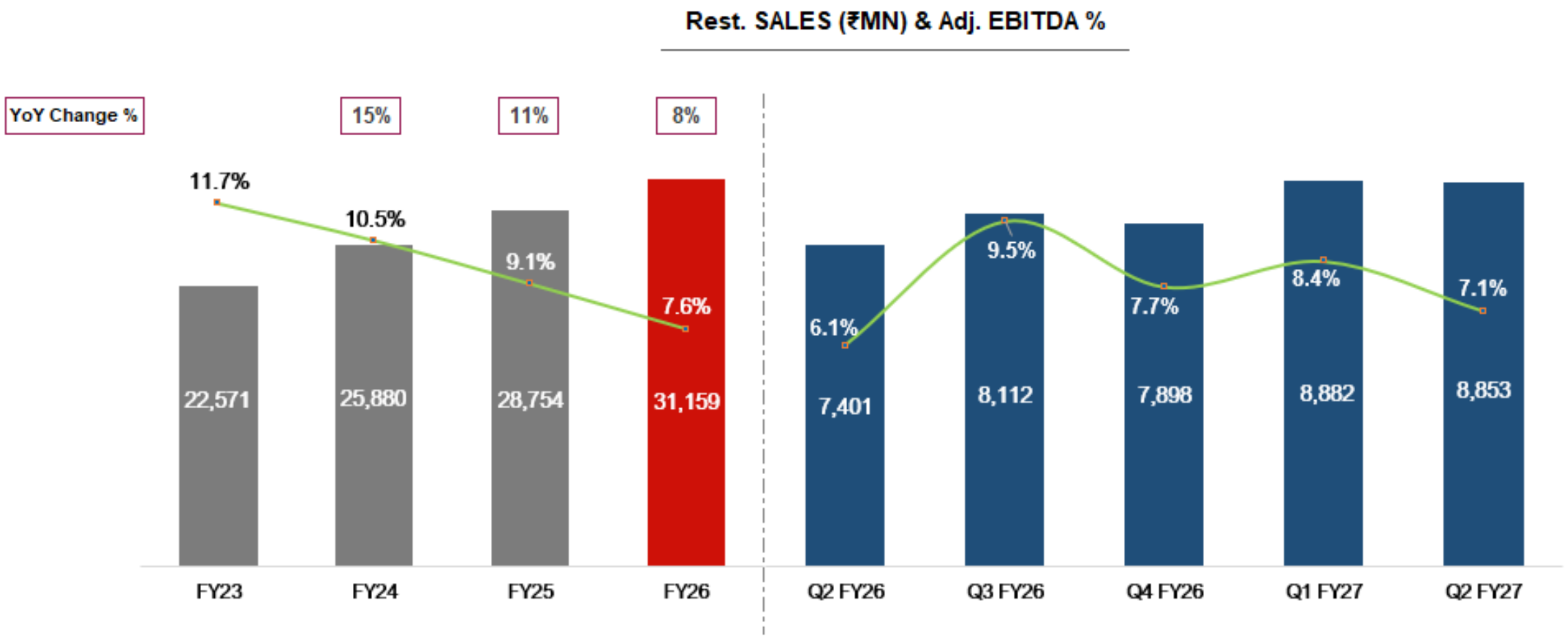
Financial Highlights Q2 FY27





 # Adj. PAT is before Ind-AS 116 adjustments
**Adj. PBT & PBT of Q2 FY27, 6M FY27 and FY 26 are before the exceptional items of ₹13 Mn, ₹13 Mn and ₹240 Mn respectively*

Financial Highlights: Consol Restaurant Sales & Adj. EBITDA trend



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

Financial Highlights: Consolidated Balance Sheet

Particulars (In ₹ mn)	As on 30.9.26	As on 31.3.26
Total Assets	**34,387.51**	**32,558.92**
Fixed assets other than goodwill	12,907.30	12,745.10
Right of use assets	12,467.62	11,966.69
Goodwill	1,582.84	1,582.84
Inventories	1,206.12	1,123.00
Trade receivables	435.29	349.92
Cash, bank balances, Investment in MF's & FD	2,914.07	1,990.12
Other current and non-current asset	2,874.27	2,801.25
Total Liabilities	**20,392.63**	**18,673.38**
Lease Liabilities	14,809.85	14,115.23
Borrowings	358.83	56.07
Trade Payables	3,327.08	2,836.34
Other Non-current and Current Liabilities	1,896.87	1,665.74
Total Net Worth	**13,994.88**	**13,885.54**
Total Equity	**13,994.88**	**13,885.54**
Equity Share Capital	642.77	642.77
Other Equity	13,373.29	13,263.29
Non controlling interests	(21.18)	(20.52)

Financial Highlights: Consolidated Profit & Loss Statement

Particulars (In ₹ mn)	Q2 FY27	Q2 FY26	YoY %	6M FY27	6M FY26	YoY %	FY26
Restaurant Sales	**8,853.38**	**7,400.97**	**20%**	**17,735.77**	**15,149.02**	**17%**	**31,159.02**
Other operating income	26.89	23.4		54.10	43.63		94.15
COGS	2,818.47	2,393.7		5,599.04	4,927.13		9,951.38
Gross Profit	**6,061.80**	**5,030.7**	**20%**	**12,190.83**	**10,265.52**	**19%**	**21,301.79**
Gross Margin%	***68.5%***	***68.0%***		***68.7%***	***67.8%***		***68.4%***
Employee Expenses	1,162.03	1,057.5		2,315.48	2,080.79		4,279.29
Other Expenses	3,613.71	2,911.5		7,182.99	5,989.23		12,218.52
EBITDA	**1,286.06**	**1,061.6**	**21%**	**2,692.36**	**2,195.50**	**23%**	**4,803.98**
EBITDA Margin %	***14.5%***	***14.3%***		***15.2%***	***14.5%***		***15.4%***
Depreciation	1,013.33	972.45		1,986.95	1,891.97		3,921.48
Finance Cost	331.06	306.70		650.37	601.95		1,228.05
Other Income	52.54	51.73		100.84	114.20		212.54
PBT before exceptional items	**-5.79**	**-165.78**	**NA**	**155.88**	**-184.22**	**NA**	**-133.01**
PBT Margin %	***0.1%***	***-2.2%***		***0.9%***	***-1.2%***		
Exceptional items	13.27	-		13.27	-		239.59
PBT after exceptional items	**(19.1)**	**(165.8)**	**NA**	**142.61**	**-184.22**	**NA**	**-372.60**
Tax Expenses/(credit)	-3.93	-37.91		17.52	-38.97		-53.06
PAT	**(15.1)**	**(127.9)**	**NA**	**125.09**	**-145.25**	**NA**	**-319.54**
PAT Margin%	***-0.2%***	***-1.7%***	**NA**	***0.7%***	***-1.0%***	**NA**	***-1.0%***

Brand Wise Performance





KFC India Business Performance



KFC Brand Priorities



2-pronged approach to drive consumer recruitment

- Strong EDV ₹99/- Krisper Chicken Burger Meal / ₹149/- Thalaiva meal in TN market accompanied by higher marketing investments
- 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 & ₹149/- Thalaiva meal in TN market
- Hot & Crispy BOGO on select days across markets

Frictionless Consumer Experience

Digital Kiosks rolled across 80%+ 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



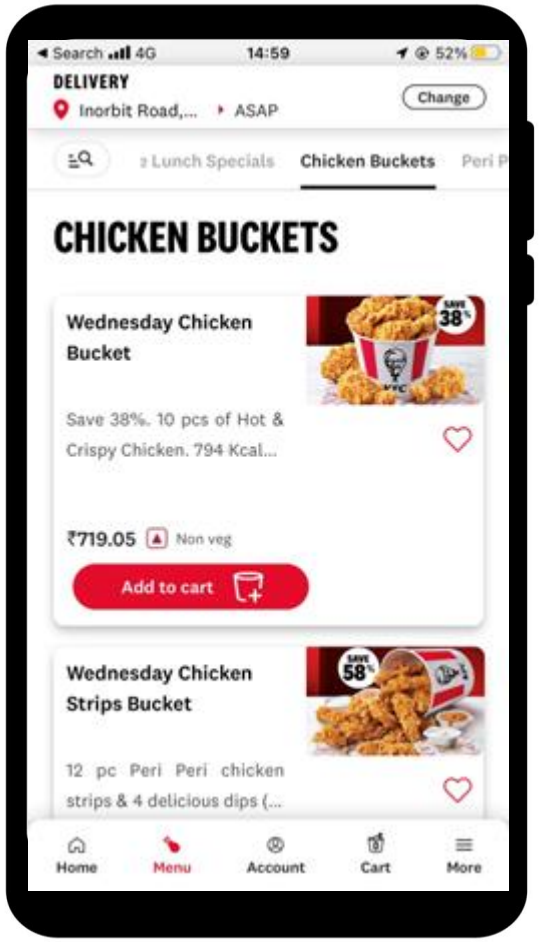
KFC Brand Priorities | Craveable Taste & Value







KFC Brand Priorities | Digitization



Total App downloads
75 Mn+

Monthly Active Users
2.4 Mn



Digital **KIOSKs**
implemented at 80%+ of restaurants

KFC Brand Priorities | New Restaurants



WSA-96 EXPRESSWAY, DEHRADUN



THIRUNELVELI, TN

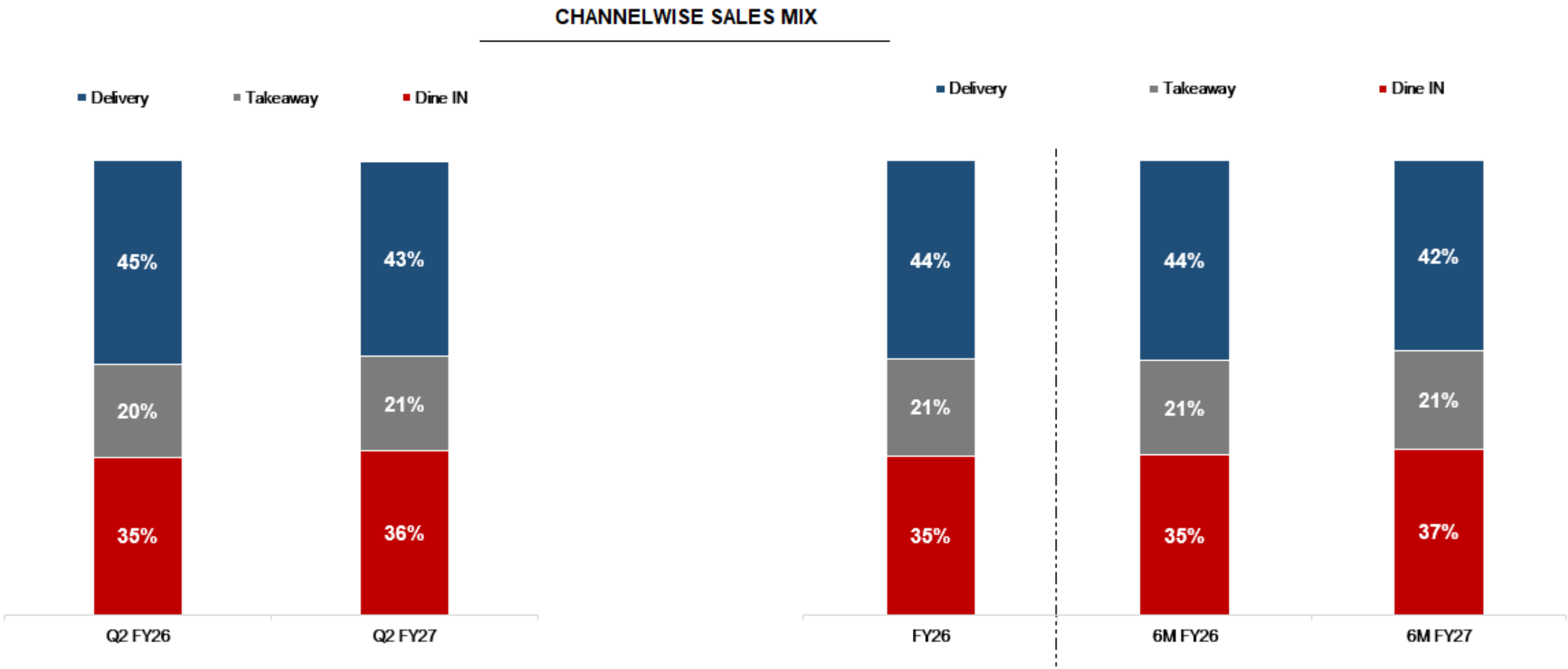


MORGAN-HIGHWAY, PUNJAB



SINGAPERUMALKOIL, TN

KFC India Q2 FY27



KFC India Q2 FY27

AVERAGE DAILY SALES (₹ '000)

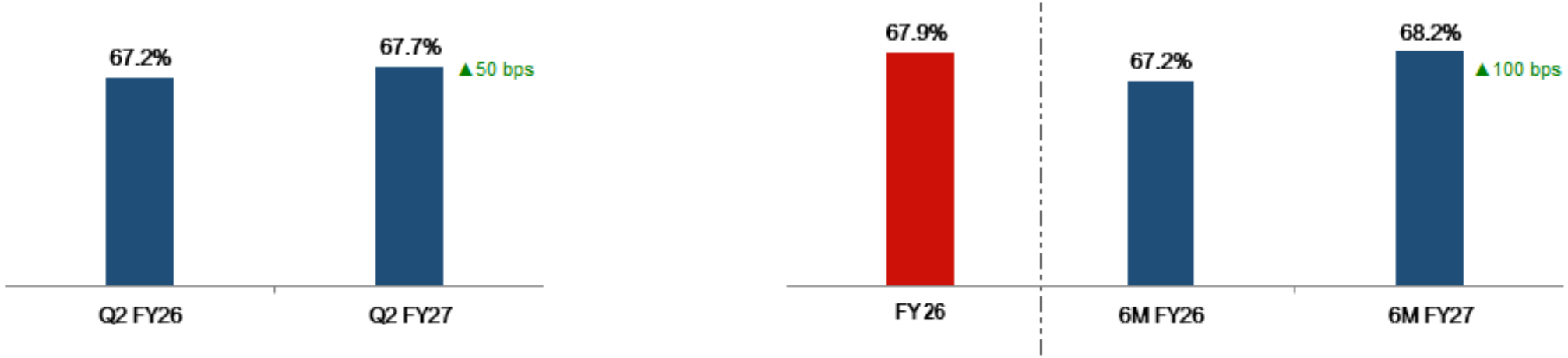


RESTAURANT SALES (₹MN)

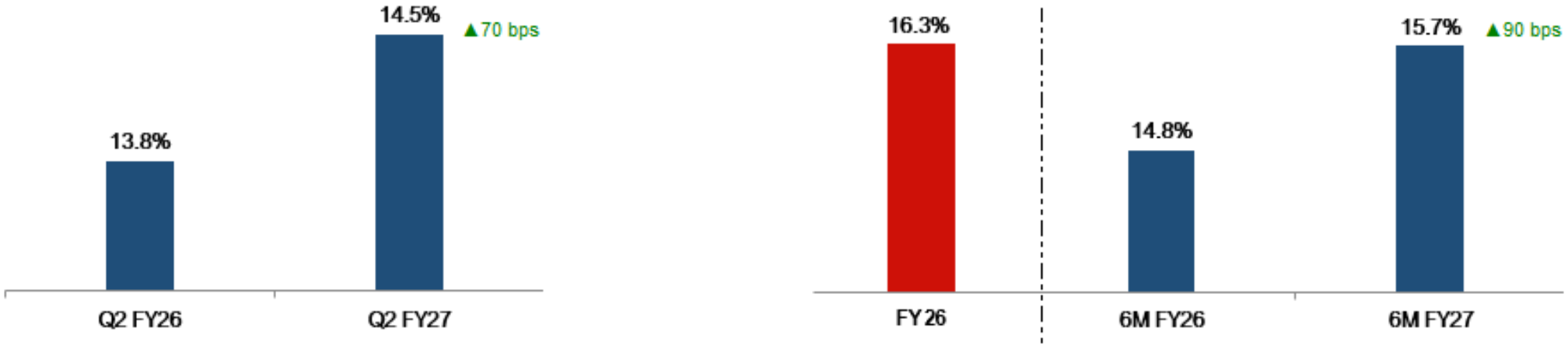


KFC India Q2 FY27

GROSS MARGIN%

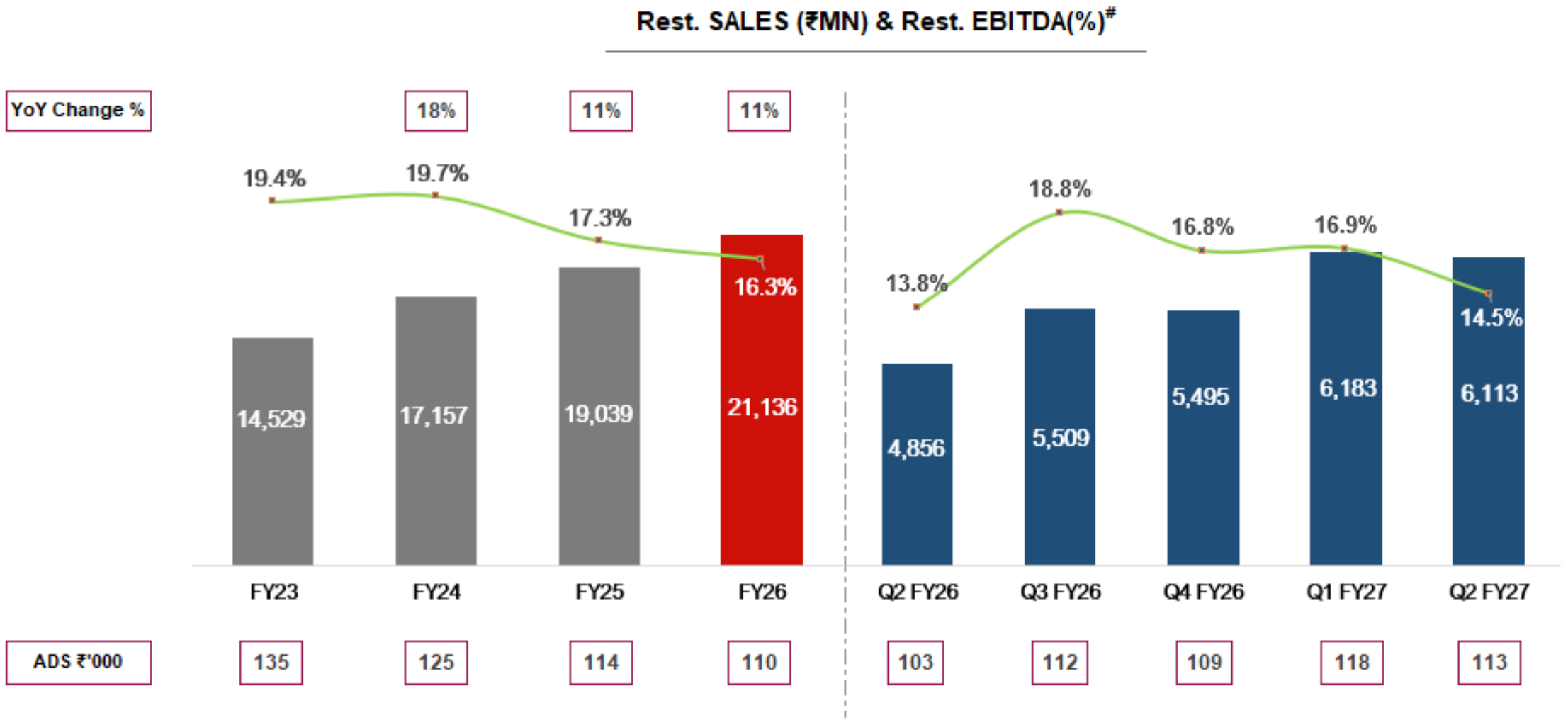


RESTAURANT EBITDA(%)#



 # Restaurant EBITDA is before Ind-AS 116 adjustments

KFC India Q2 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:
- Extra Spicy range of Pizzas
- 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 1

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

Actions:
3 restaurants added in CY26

Mass media advertising to drive consumer awareness & consideration

Actions:
- Double digit SSTG (incl. positive SSTG in Dine In & Take Away). This is driven by strong value offers backed by additional marketing investments

Pizza Hut Brand Priorities | New Products







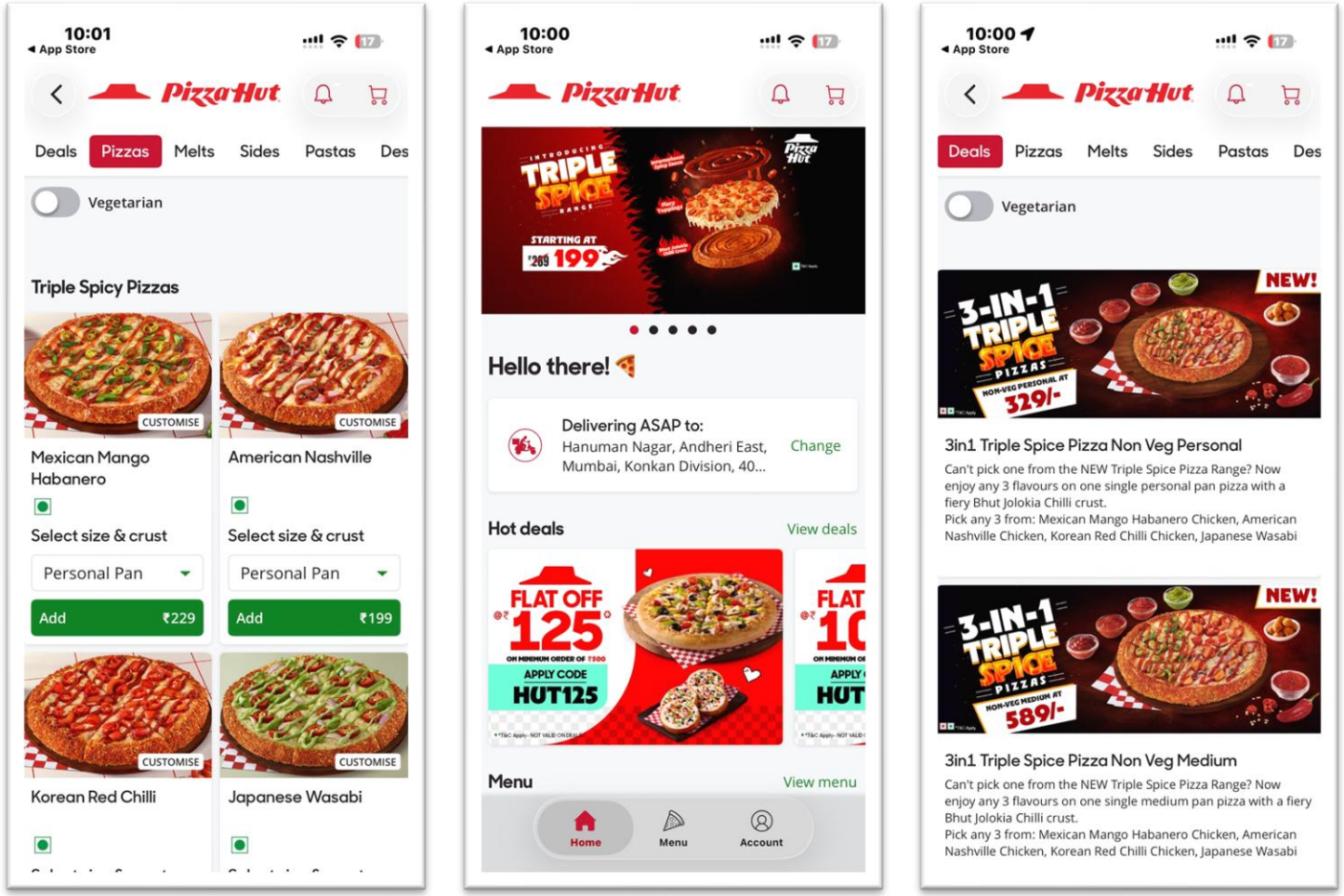
Pizza Hut Brand Priorities | Value Promotions





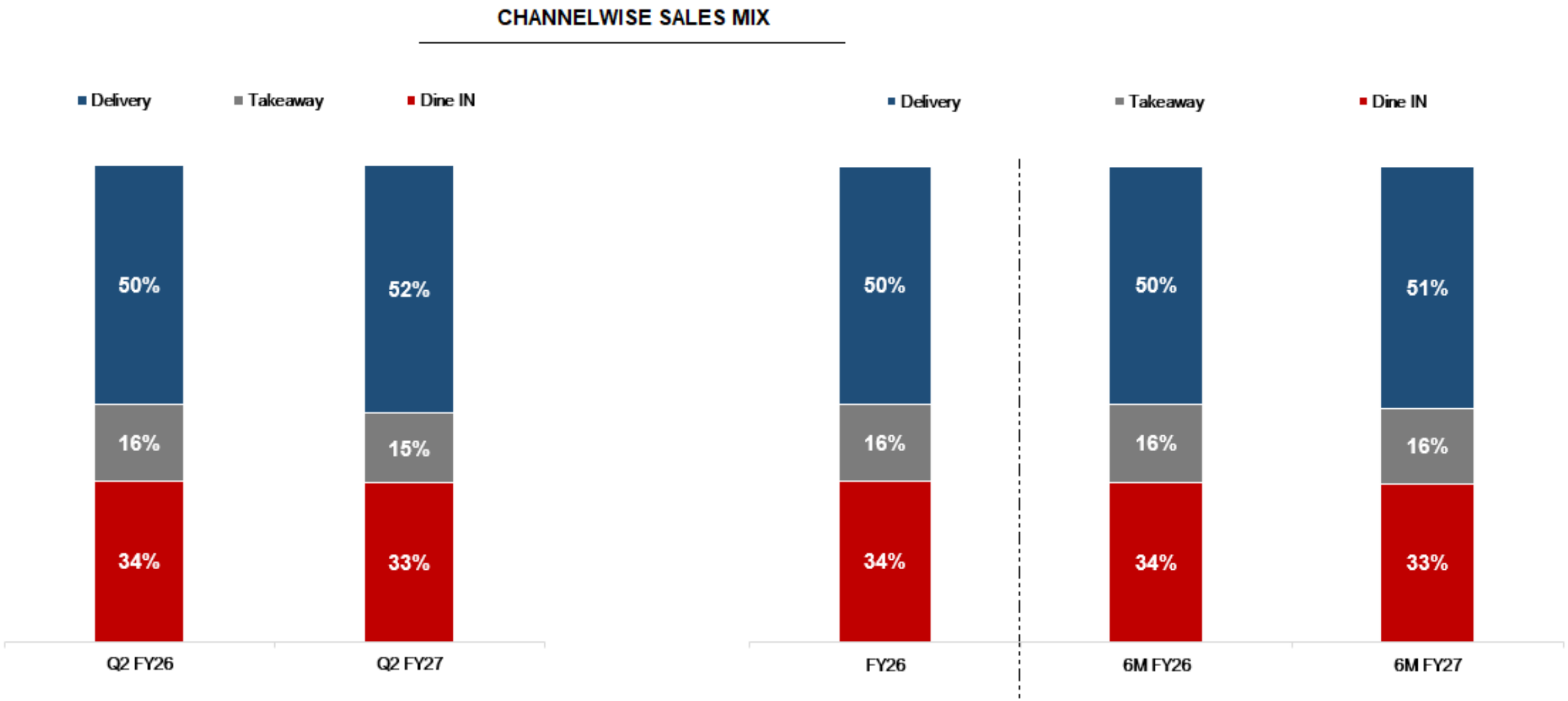


Pizza Hut Brand Priorities | Digitization

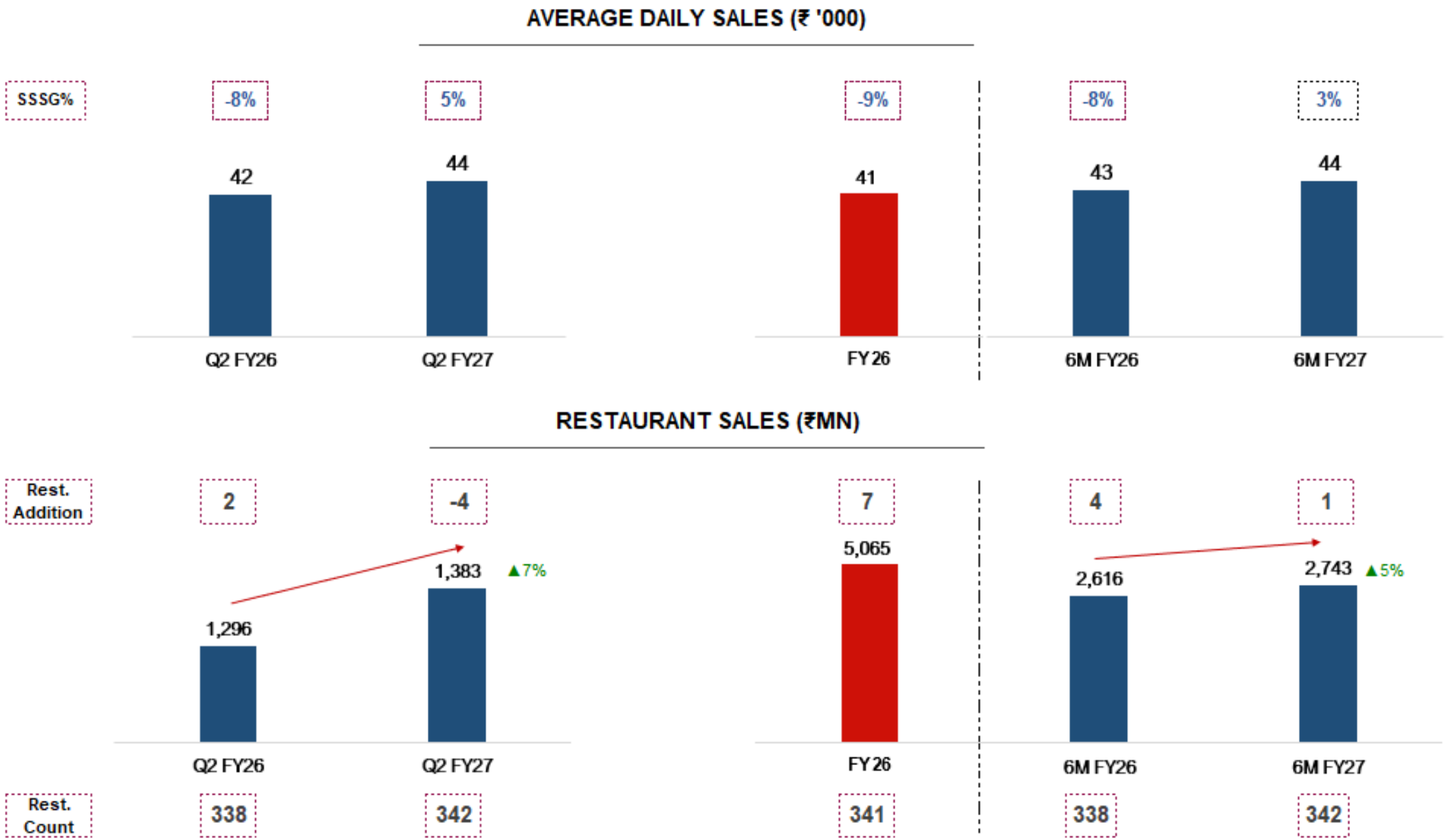


Total App Downloads – **29 Mn+**
Monthly Active Users – **0.8 Mn+**

Pizza Hut India Q2 FY27

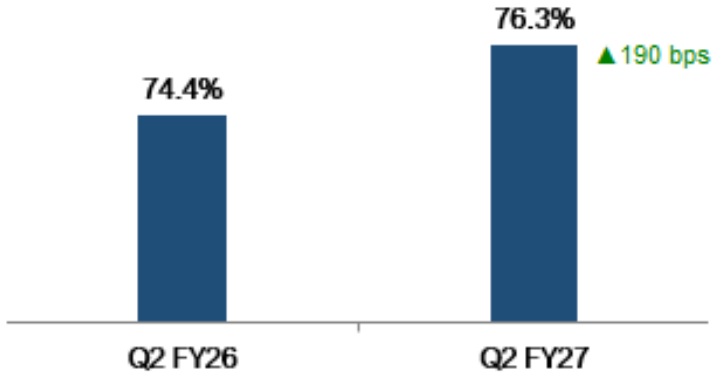


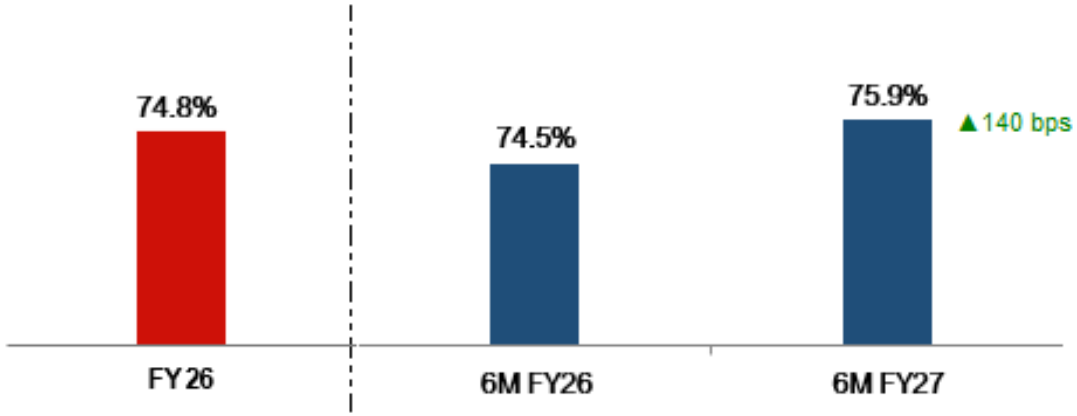
Pizza Hut India Q2 FY27



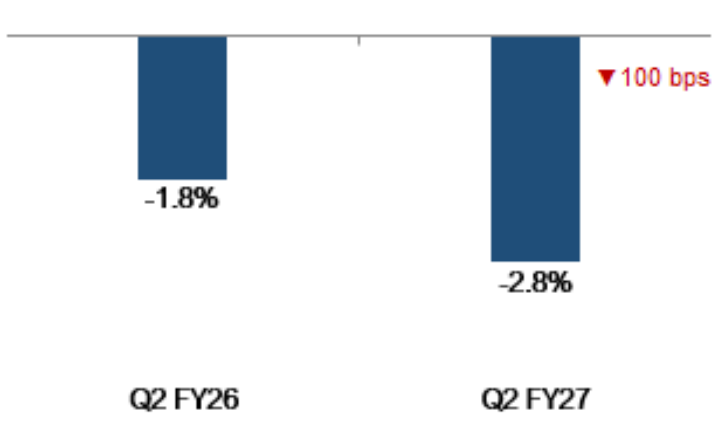
Pizza Hut India Q2 FY27

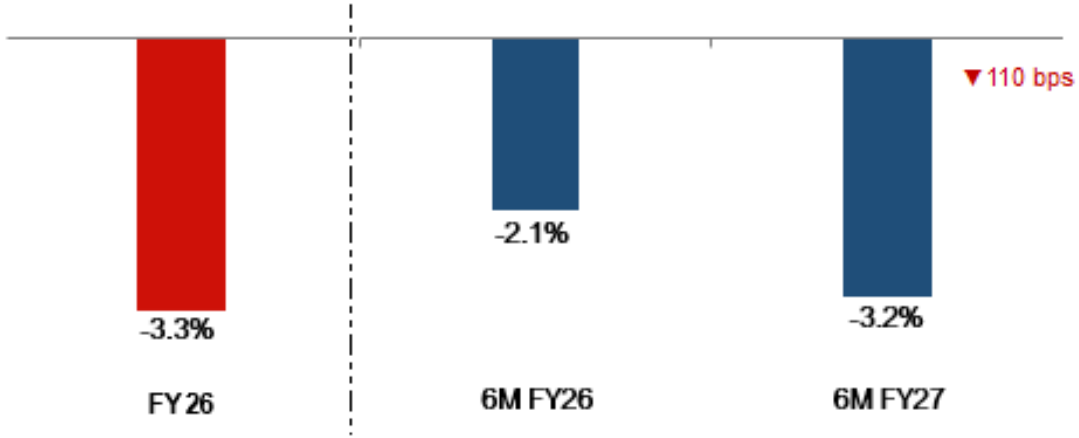
GROSS MARGIN%





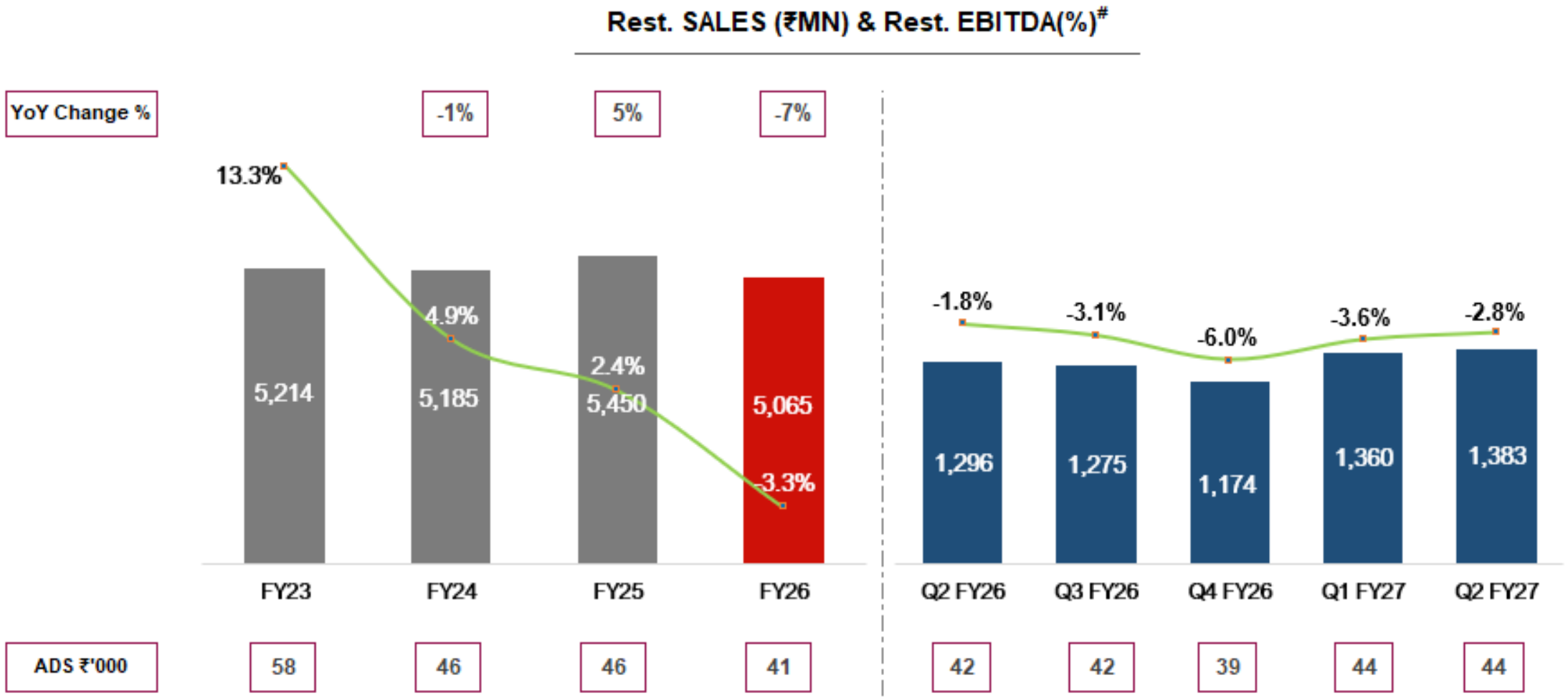
RESTAURANT EBITDA(%)#





 # Restaurant EBITDA is before Ind-AS 116 adjustments

Pizza Hut India Q2 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









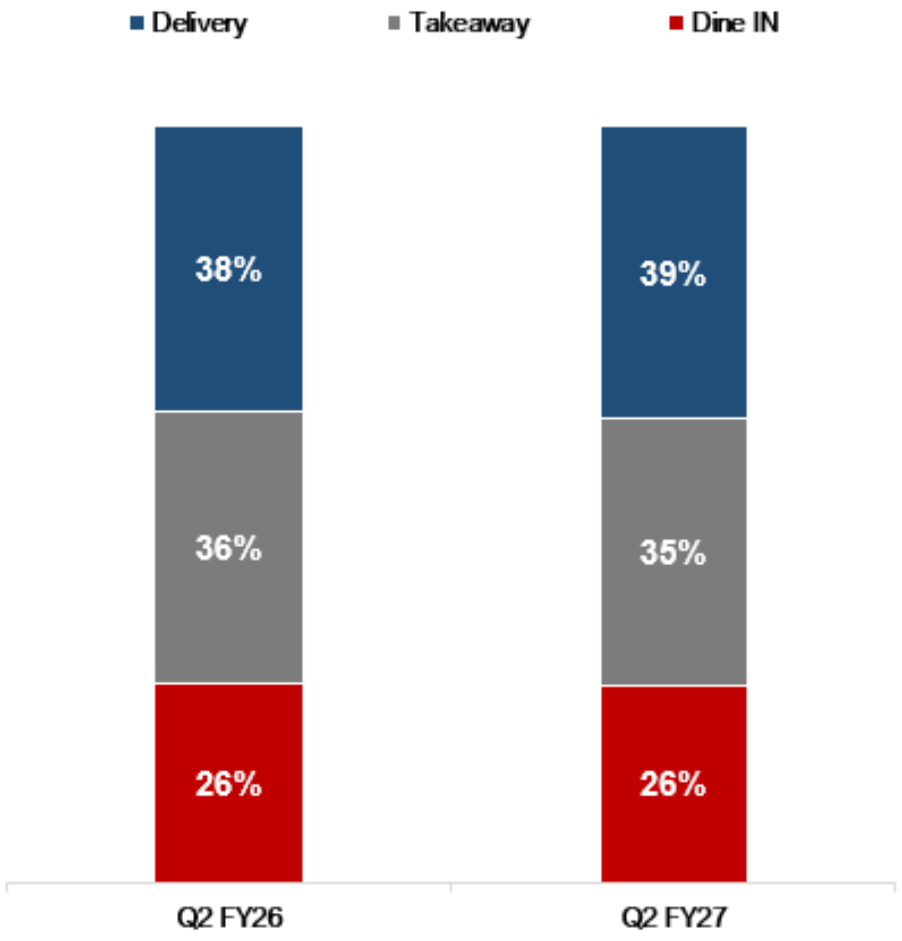
Sri Lanka New Restaurants

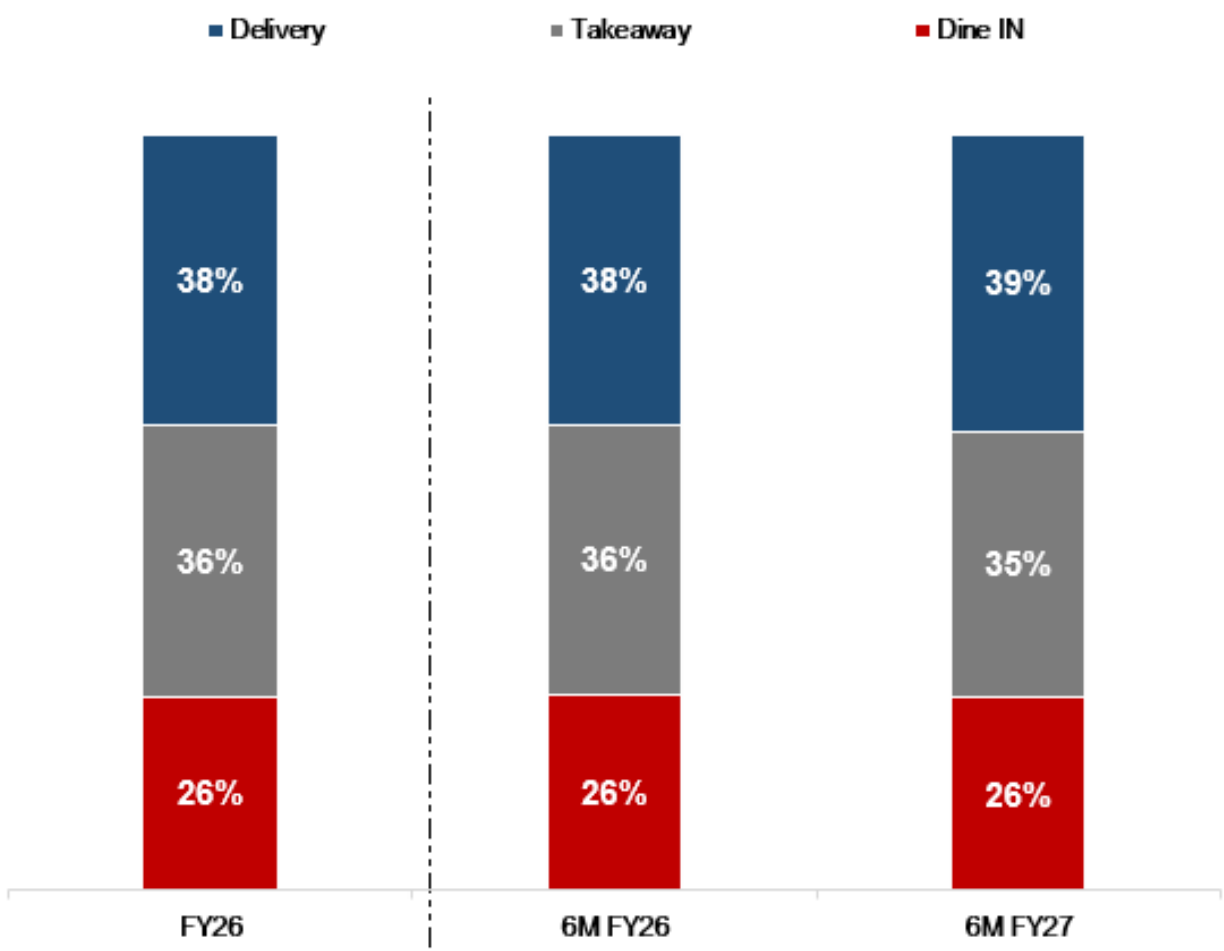


Hill Street Dehiwala

Sri Lanka Business Q2 FY27

CHANNELWISE SALES MIX





Sri Lanka Business Q2 FY27

AVERAGE DAILY SALES (LKR '000)



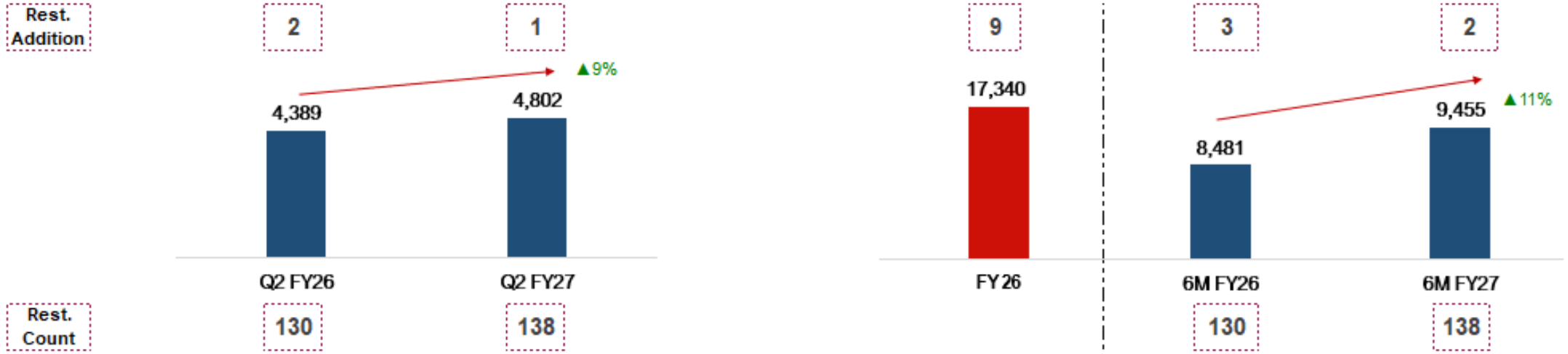
AVERAGE DAILY SALES (INR '000)



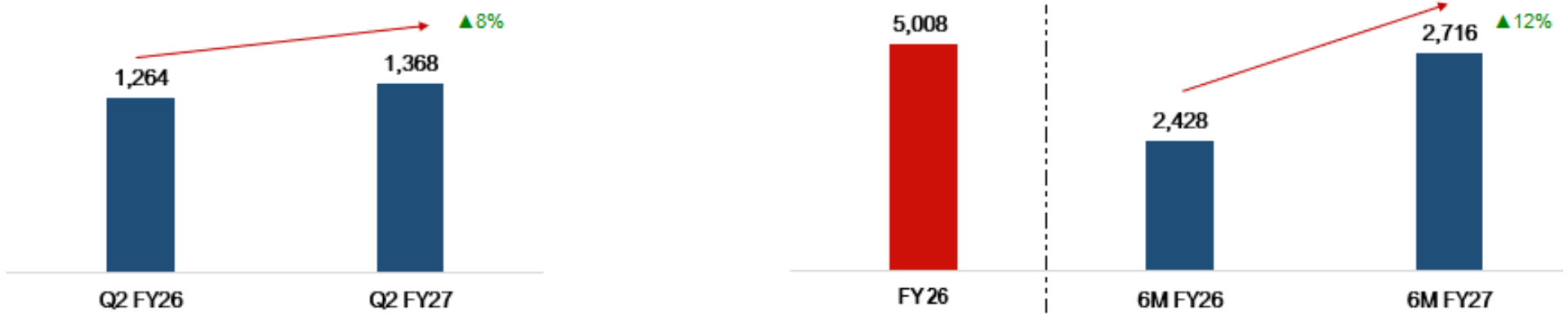
Note: LKR to INR conversion rate of 0.287 in Q2 FY27 and 0.286 in Q2 FY26

Sri Lanka Business Q2 FY27

RESTAURANT SALES (LKR MN)



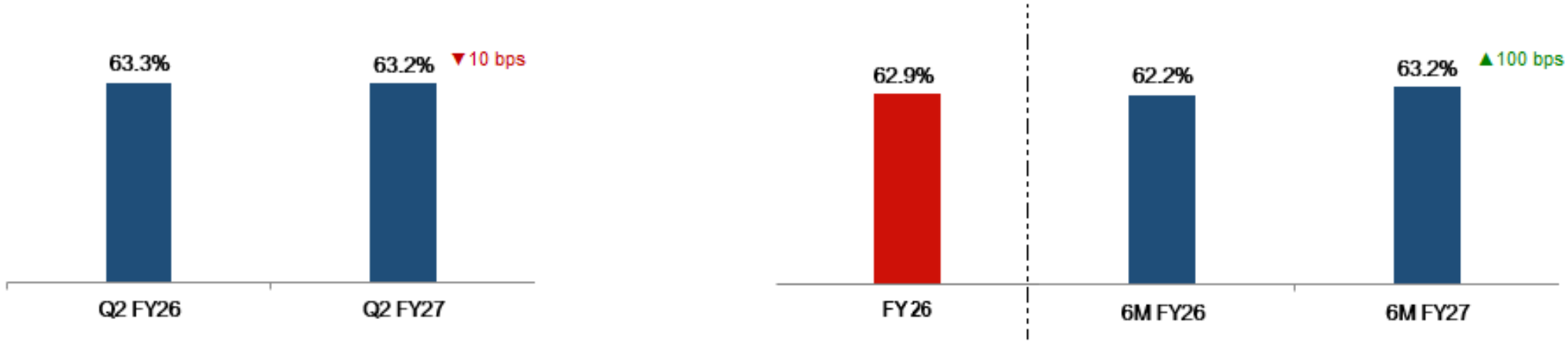
RESTAURANT SALES (₹MN)



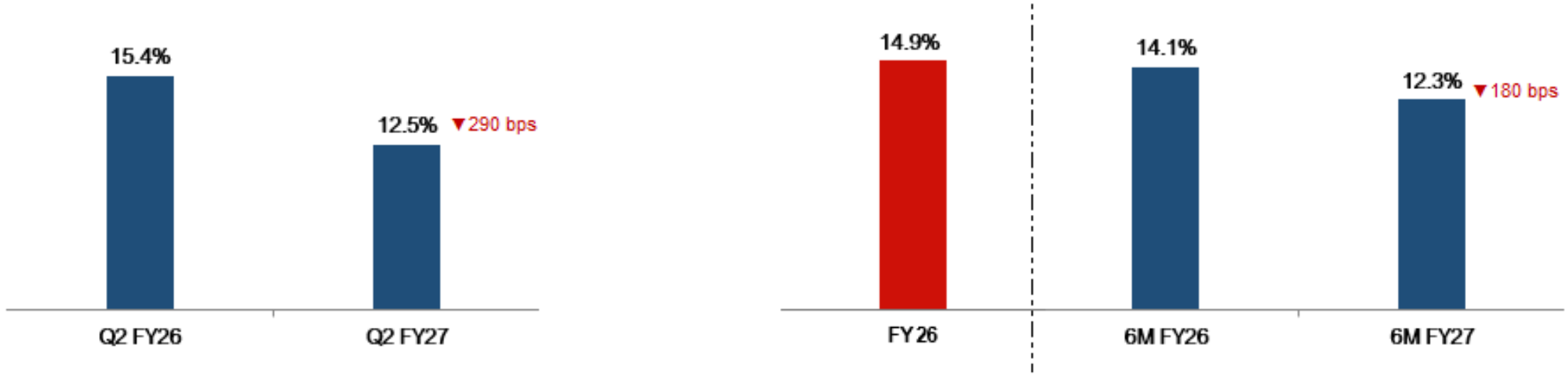
Note: LKR to INR conversion rate of 0.287 in Q2 FY27 and 0.286 in Q2 FY26

Sri Lanka Business Q2 FY27

GROSS MARGIN%



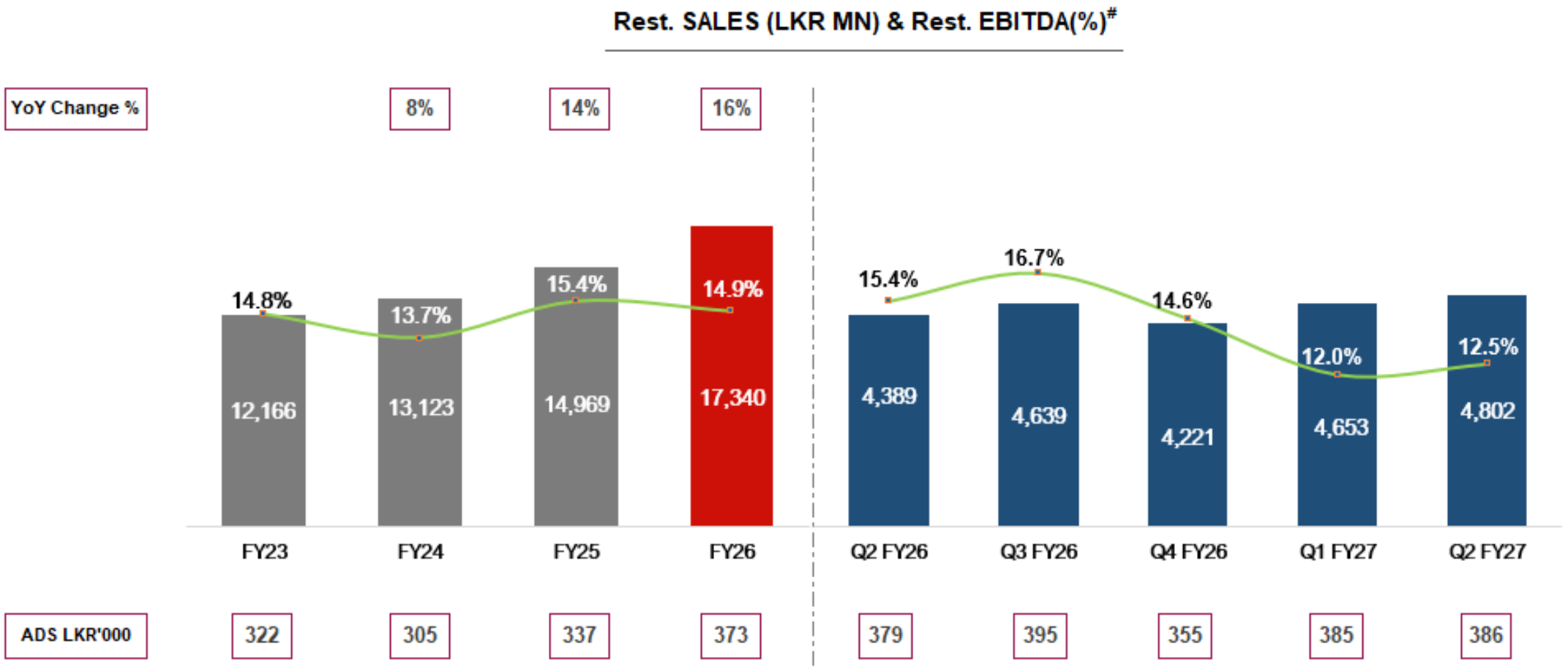
RESTAURANT EBITDA(%)#



Absolute Rest. EBITDA decreased by 11 % in LKR terms (decreased by 12% in INR terms)

 # Restaurant EBITDA is before Ind-AS 116 adjustments

Sri Lanka Business Q2 FY27



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

SapphireFoods

Thank You

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