

Date: 6<sup>th</sup> February 2026

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 nine months ended 31<sup>st</sup> December 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



**Q3 FY26 performance saw much improvement on profitability compared to earlier quarters led by KFC.**

**Sri Lanka continued its strong growth trajectory with revenue up by 15% in LKR.**

31 Stores	₹Mn 8,112	9.5%	16.8%
New Stores	Revenue	Adj: EBITDA%	EBITDA%
			
1028 Total Stores	 7% YoY%	 5% YoY%	 3% YoY%

- Q3 FY26 performance saw much improvement on profitability compared to earlier quarters led by KFC Rest. EBITDA at 18.8%. Revenue for KFC grew by 11% and Pizza Hut India revenue declined by 11%. PH Tamil Nadu continues to deliver positive double digit delta performance over rest of the country. Sri Lanka continued its strong growth trajectory with revenue up by 15% in LKR.
- Sapphire Foods delivered revenue of ₹ 8112 Mn with 7% growth YoY.
- In Q3FY26 we added 27 KFC restaurants, 1 Pizza Hut in India and 3 Pizza Hut in Sri Lanka. Sapphire Foods total restaurant count was 1028 as on 31<sup>st</sup> Dec 2025.
- Consol Rest. EBITDA grew by 5% YoY, and margin was at 15.0% (↓ 40 bps)
- Consol Adj. EBITDA was ₹ 774 Mn, declined 5% YoY and Consol Adj. EBITDA Margin of 9.5%. Consol EBITDA (₹ 1,360 Mn, 16.8%) declined 3% YoY (↓ 170 bps)
- Consol Adj. PBT before exception (₹ 238 Mn, 2.9%) | Consol PBT before exceptional (₹ 78 Mn, 1.0%) | Consol PBT ₹ -34 Mn, -0.4%. Exceptional items includes one time impact of ₹80 Mn on account of labour code changes and ₹31 Mn towards merger related cost.

- Sapphire KFC SSSG for the quarter was 1% (Navratri benefit included) and it delivered a healthy Rest. EBITDA margin of 18.8% (↑ 60 bps) on the back of Gross Margin improvement and cost efficiencies. The increase in GM% was on account of reduced discounts & rationalised value offer construct. The ₹299/- EPIC Saver value campaign did not give us desired results and hence to attract new customers and drive transactions we pivoted towards ₹99/- Krisper Chicken Burger Meal in Dine In & Takeaway channels. This is being piloted in ~25% of stores starting 2<sup>nd</sup> week of Dec'25 and the 7-weeks read is encouraging. We have added further muscle to this through a mass media advertising campaign launched in the last week of Jan'26 aimed at getting in new customers to our stores.
- Sapphire Pizza Hut SSSG declined by 12%. Rest. EBITDA was negative at 3.1% (↓ 780 bps YoY). The Tamil Nadu Sapphire performance continues to show double digit delta on SSSG and Rest. EBITDA compared to the rest of the country.
- Our Sri Lanka business delivered another quarter of creditable double digit SSSG (11% LKR). Rest. EBITDA came at 16.7% with growth of 7% YoY LKR terms. The Rest. EBITDA drop (110 bps YoY) was on account of significant increase in minimum wage and further impacted by Cyclone related costs.

#### **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 Dec 31, 2025, we own and operate 556 KFC and 339 Pizza Hut restaurants in India, 122 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 downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



**SapphireFoods**

## **Q3FY26 Business Performance**

Feb'2026



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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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# Financial Overview



# Key Highlights Q3 FY26



- Q3 FY26 performance saw much improvement on profitability compared to earlier quarters led by KFC Rest. EBITDA at 18.8%. Revenue for KFC grew by 11% and Pizza Hut India revenue declined by 11%. PH Tamil Nadu continues to deliver positive double digit delta performance over rest of the country. Sri Lanka continued its strong growth trajectory with revenue up by 15% in LKR.
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- Our Sri Lanka business delivered another quarter of creditable double digit SSSG (11% LKR). Rest. EBITDA came at 16.7% with growth of 7% YoY LKR terms. The Rest. EBITDA drop (110 bps YoY) was on account of significant increase in minimum wage and further impacted by Cyclone related costs.



# Summary Consolidated Financials Q3 FY26



Particulars	Q3 FY26	Q3FY25	▲/▼ YoY	9M FY26	9M FY25	▲/▼ YoY	FY25
Restaurant Sales Mn	8,112	7,550	▲7%	23,261	21,655	▲7%	28,754
Adj. EBITDA ₹ Mn	774	811	▼5%	1,772	2,109	▼16%	2,616
%	9.5%	10.7%	▼120 bps	7.6%	9.7%	▼210 bps	9.1%
EBITDA Mn	1,360	1,398	▼3%	3,555	3,792	▼6%	4,925
%	16.8%	18.5%	▼170 bps	15.3%	17.5%	▼220 bps	17.1%
Adj. PBT Mn*	238	255	▼7%	278	637	▼56%	699
%	2.9%	3.4%	▼50 bps	1.2%	2.9%	▼170 bps	2.4%
PBT Mn*	78	168	▼54%	-106	340	▼131%	384
%	1.0%	2.2%	▼120 bps	-0.5%	1.6%	▼210 bps	1.3%
Restaurant Additions(Net)	31	54		65	91		91

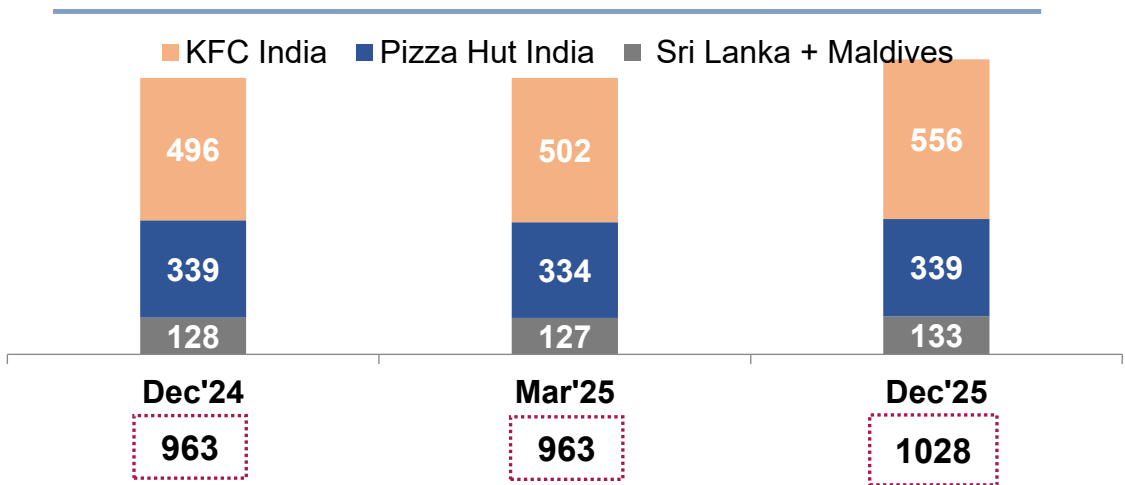
#Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments

\*Adj. PBT & PBT of Q3 FY26, 9MFY26, 9MFY25 and FY25 are before the exceptional items of ₹112 Mn, ₹ 112 Mn, ₹114 Mn and ₹153 Mn respectively

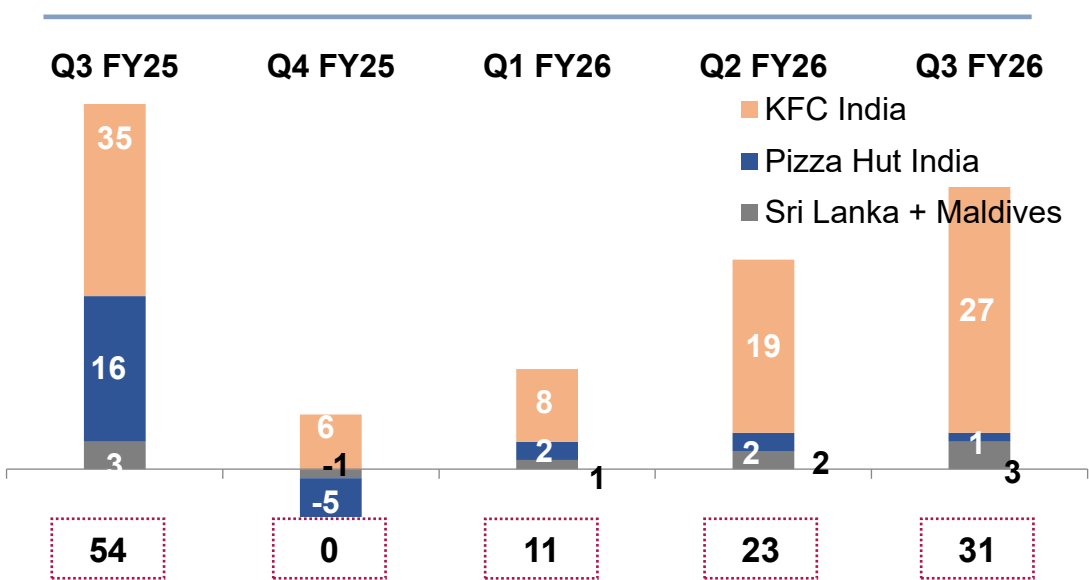
# Journey Of Sapphire Foods Built A Platform Of 1028 Outlets <sup>(1)</sup>



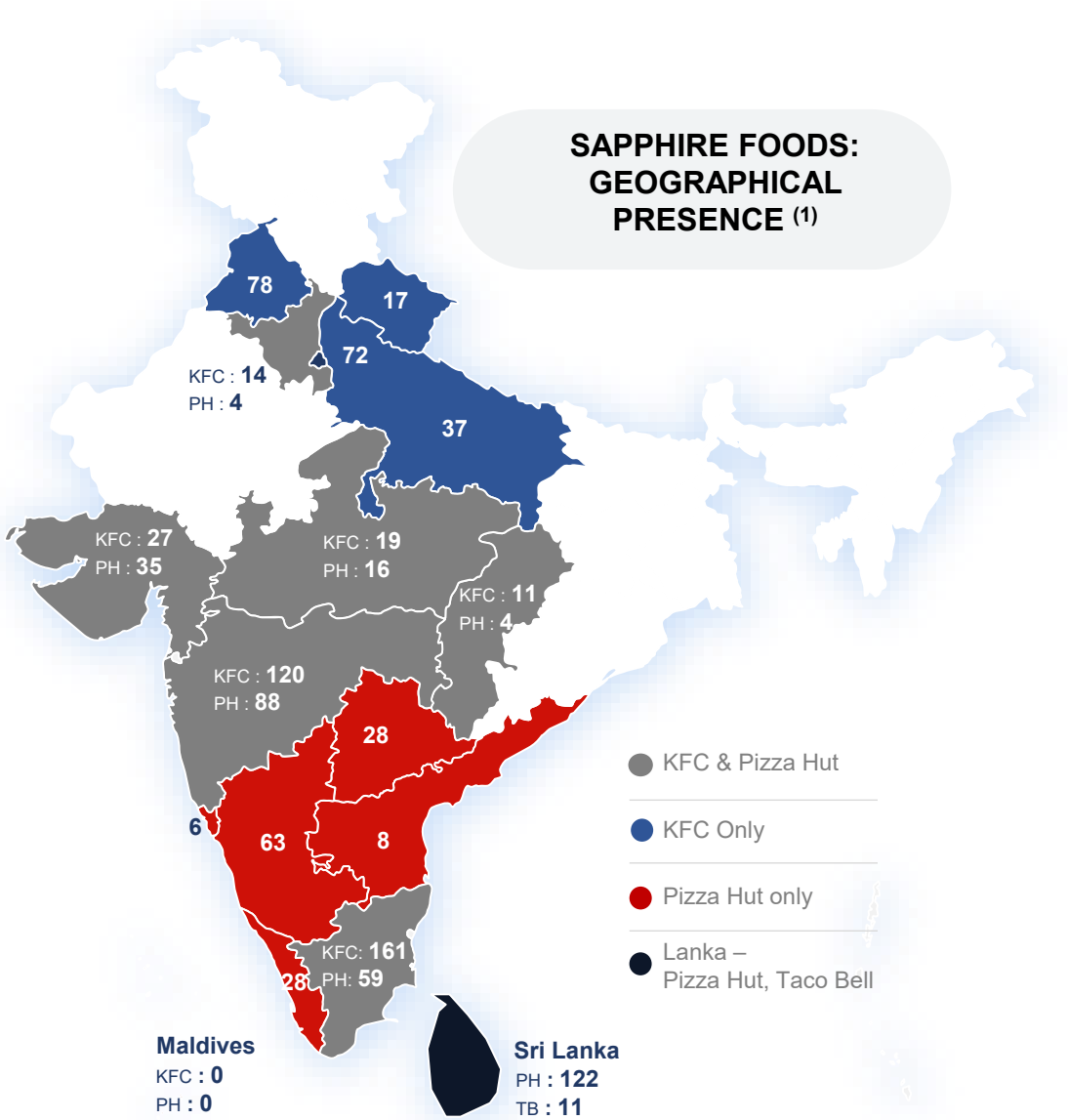
## RESTAURANT COUNT



## RESTAURANT ADDITION



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

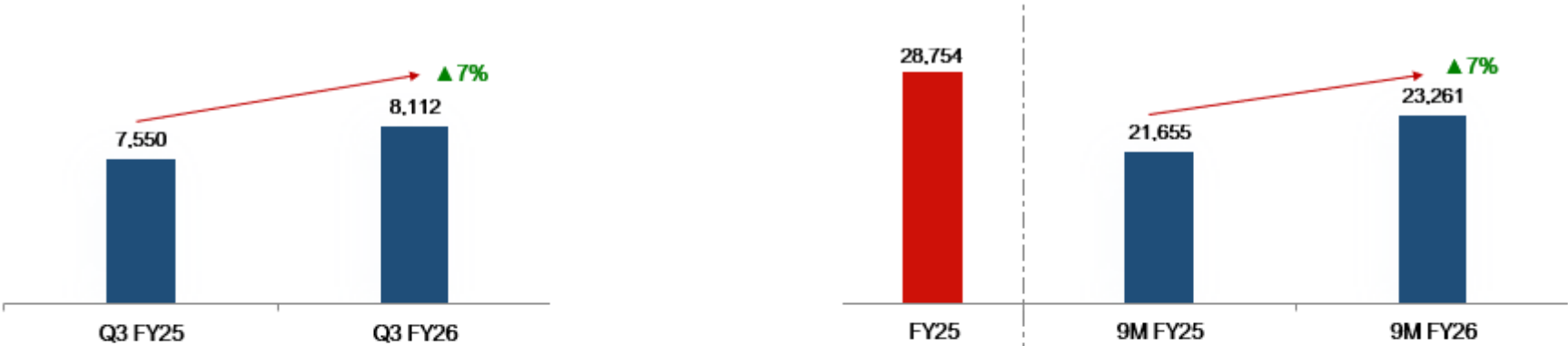


(1) As on 30<sup>th</sup> Dec 25  
Sri Lanka + Maldives included 4 restaurants in the previous years. As on 31<sup>st</sup> Dec 25 all the 4 restaurants are closed.

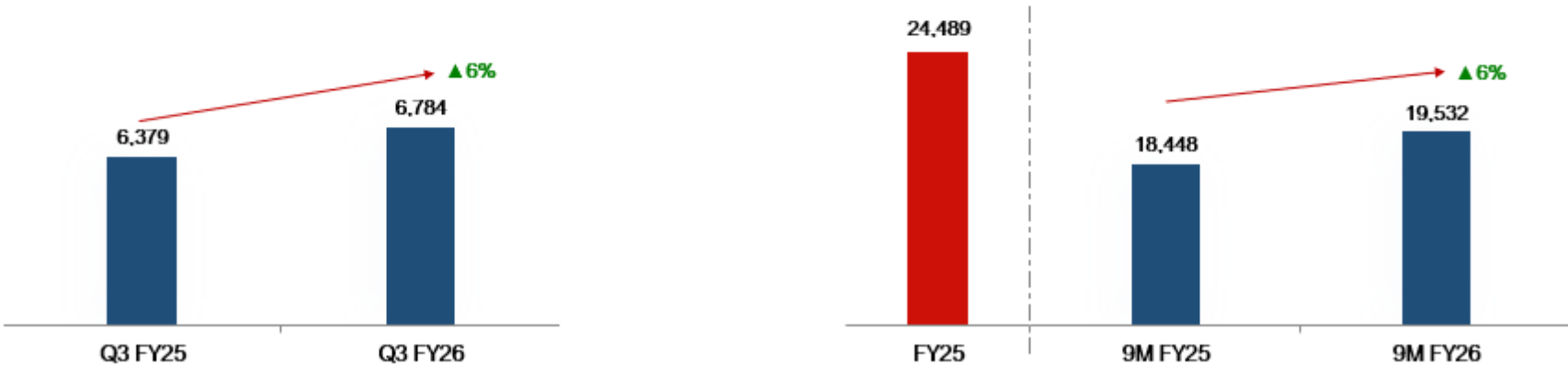
# Financial Highlights Q3 FY26



CONSOLIDATED RESTAURANT SALES (₹ MN)



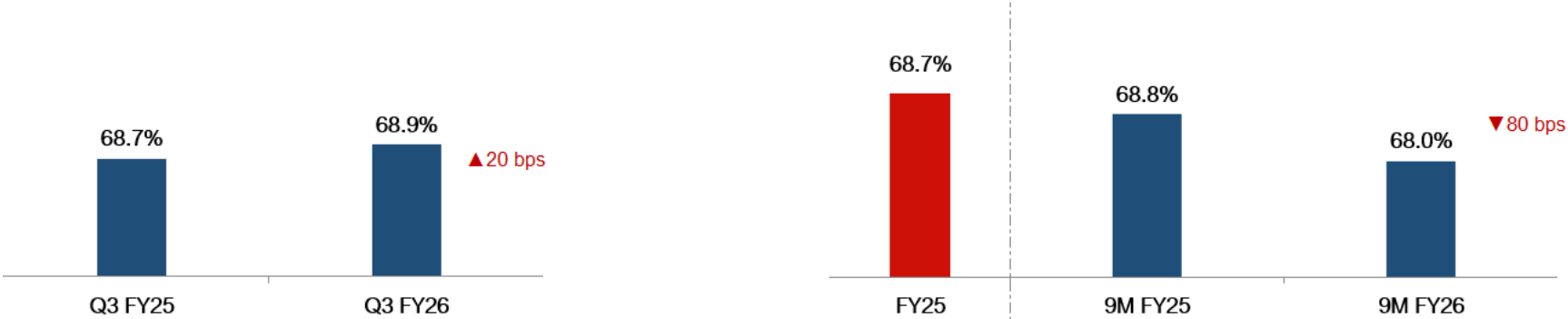
INDIA RESTAURANT SALES (₹ MN)



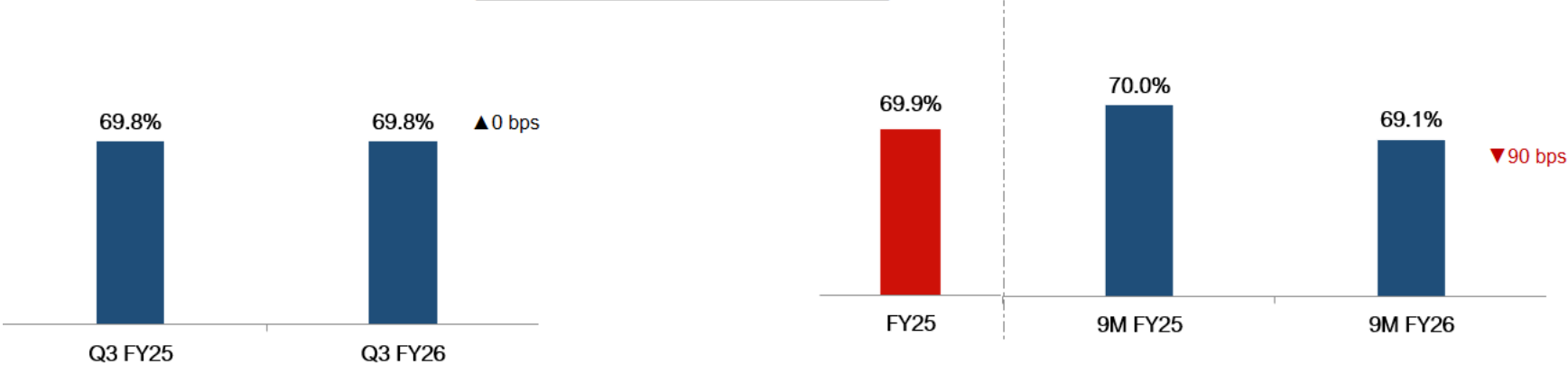
# Financial Highlights Q3 FY26



CONSOLIDATED GROSS MARGIN (%)



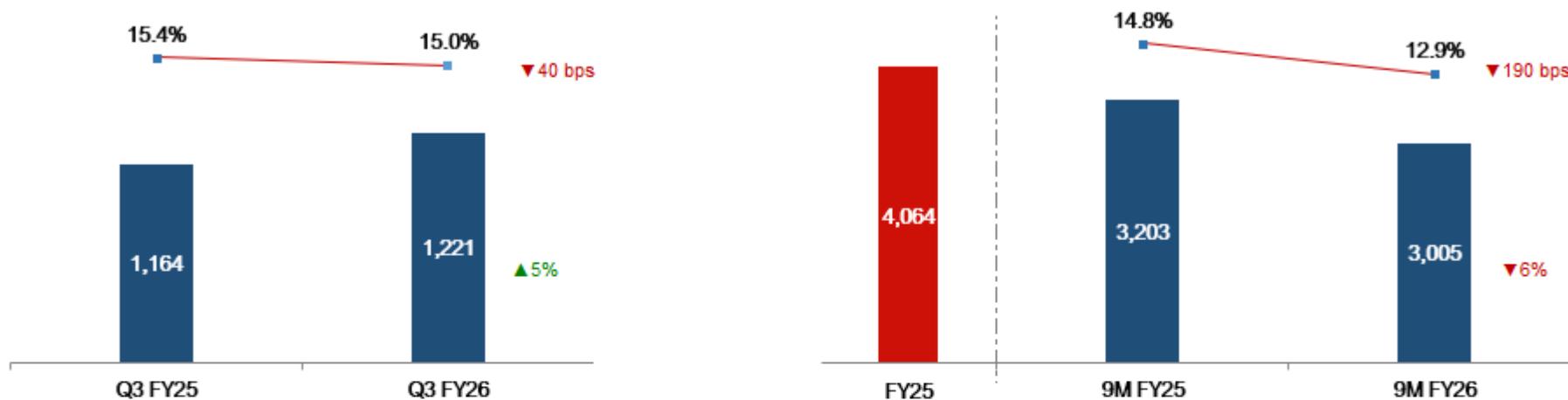
INDIA GROSS MARGIN (%)



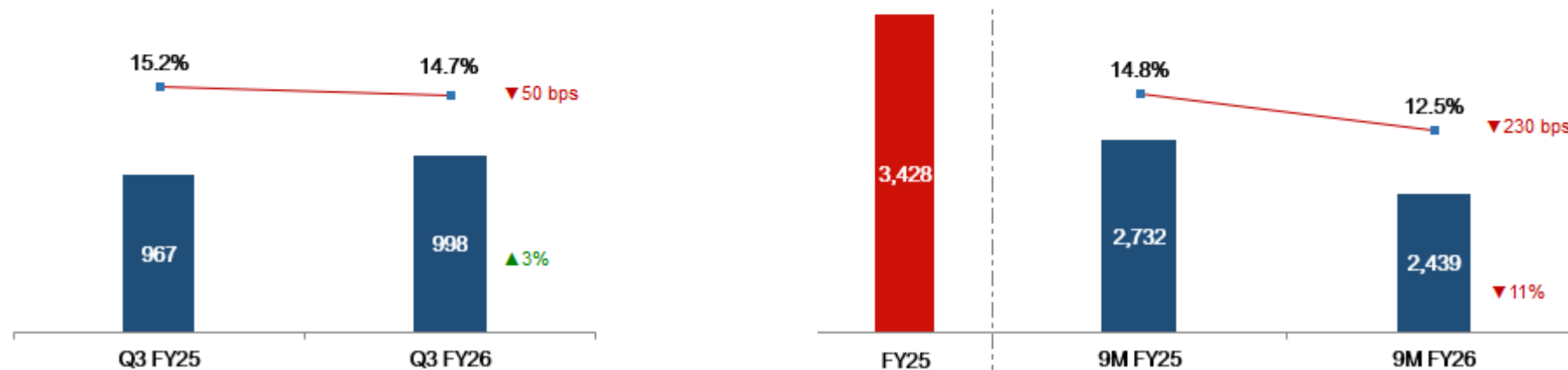
# Financial Highlights Q3 FY26



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



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

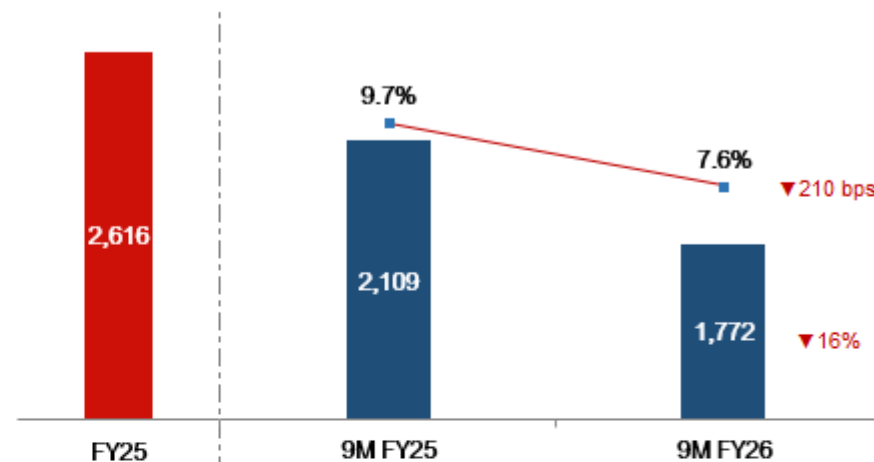
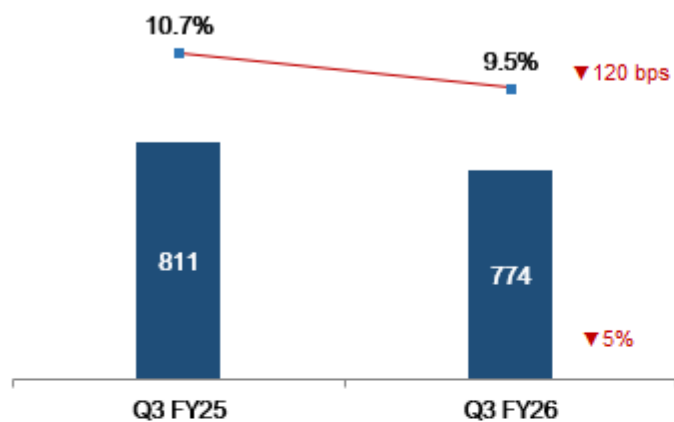




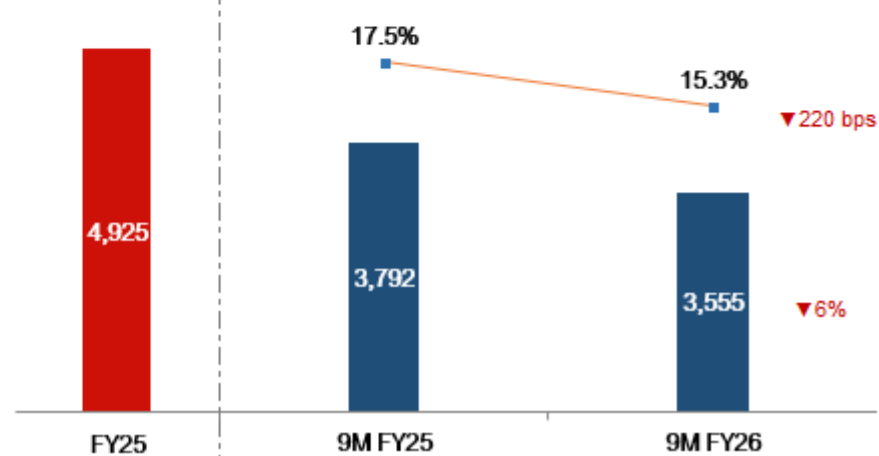
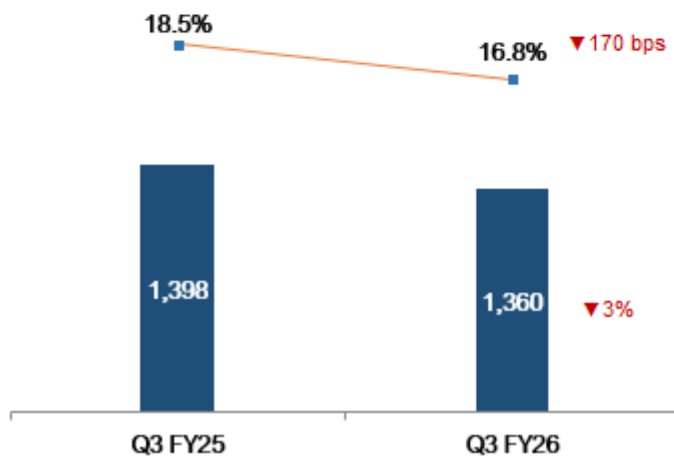
# Financial Highlights Q3 FY26



Adj. EBITDA (₹ MN / %) #



EBITDA (₹ MN / %)

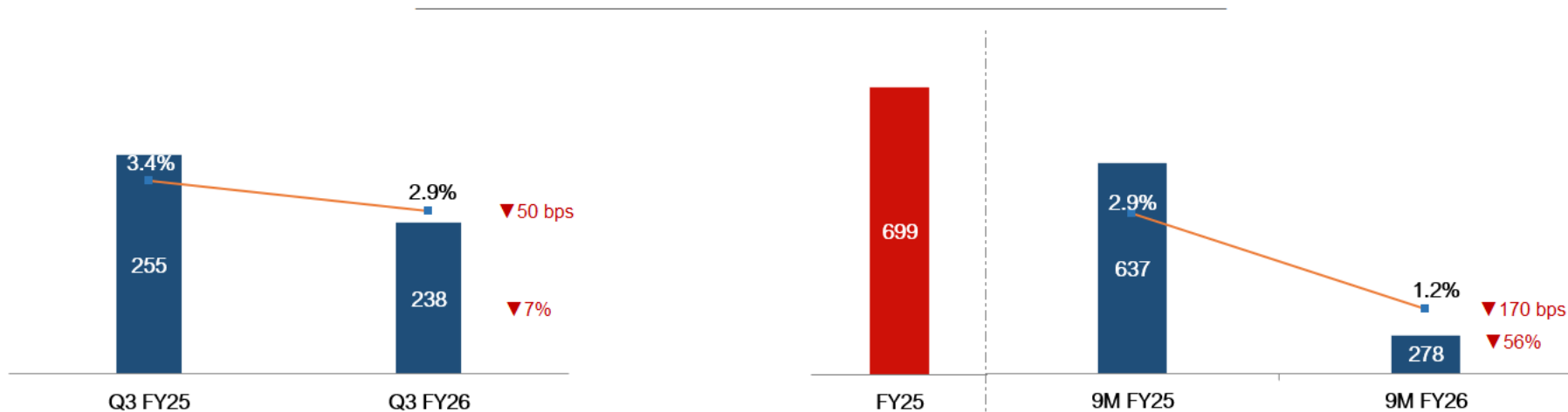


# Adj. EBITDA is before Ind-AS 116 adjustments

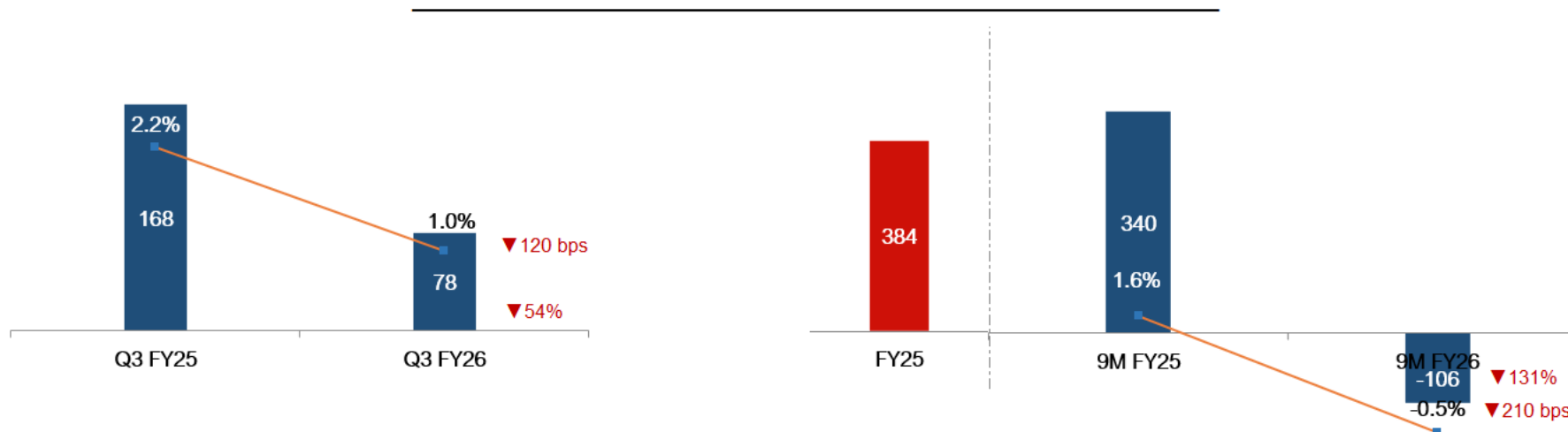
# Financial Highlights Q3 FY26



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



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



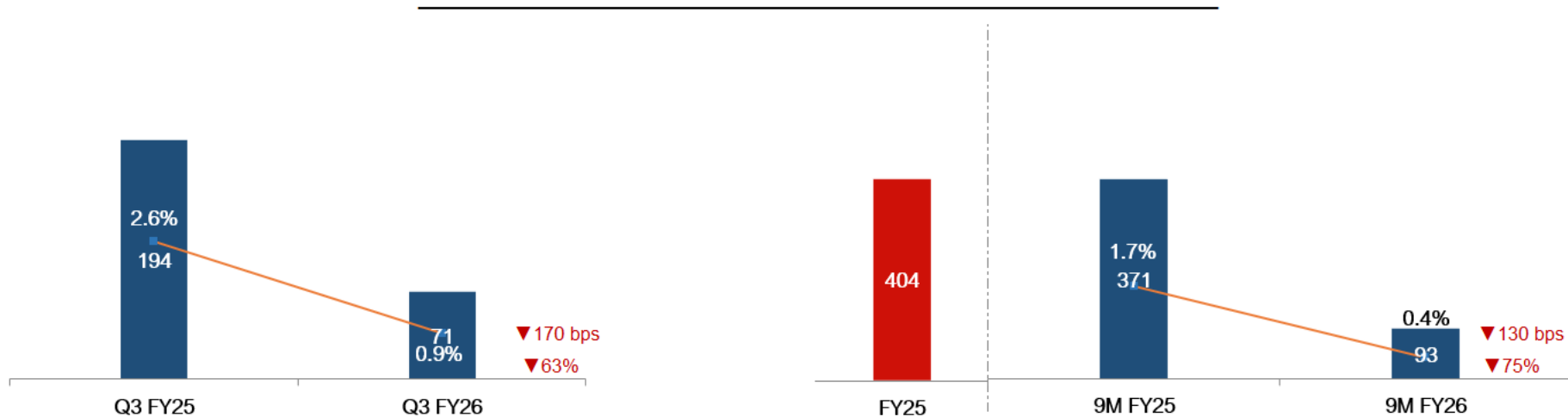
<sup>#</sup>Adj. EBITDA and Adj. PBT is before Ind-AS 116 adjustments

Note: Adj. PBT & PBT of Q3 FY26, 9MFY26, 9MFY25 and FY25 are before the exceptional items of ₹112 Mn, ₹ 112 Mn, ₹114 Mn and ₹153 Mn respectively

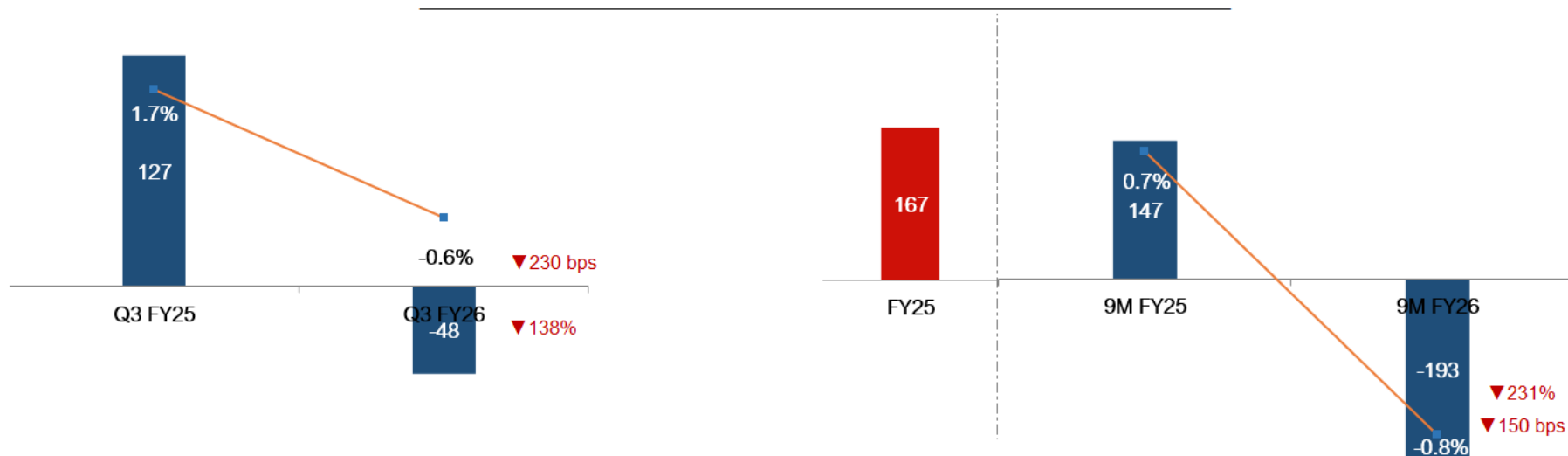
# Financial Highlights Q3 FY26



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

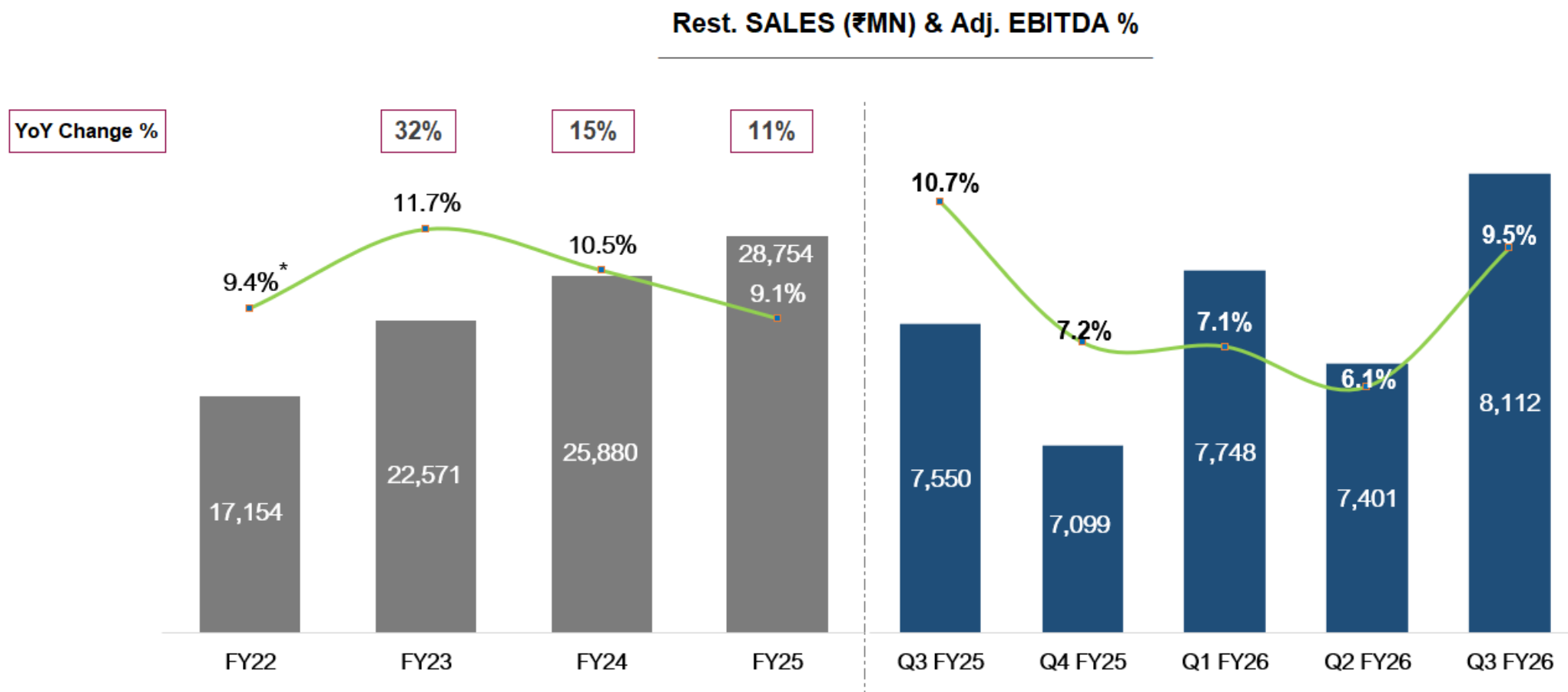


PROFIT AFTER TAX AFTER EXCEPTIONAL ITEMS (₹ MN / %)



# Adj. PAT is before Ind-AS 116 adjustments

# Financial Highlights: Restaurant Sales & Adj. EBITDA trend



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)	Q3 FY26	Q3 FY25	YoY %	9M FY26	9M FY25	YoY%	FY25
Restaurant Sales	8,111.79	7,549.76	7%	23,260.81	21,655.01	7%	28,753.63
Other operating income	26.50	15.61		70.13	50.22		65.01
COGS	2,549.79	2,376.16		7476.92	6802.83		9,068.44
Gross Profit	5,588.50	5,189.21	8%	15,854.02	14,902.40	6%	19,750.20
Gross Margin%	68.9%	68.7%		68.2%	68.8%		68.7%
Employee Expenses	1,089.99	983.59		3,170.78	2,886.78		3,863.95
Other Expenses	3,138.74	2,807.36		9,127.97	8,223.31		10,961.18
EBITDA	1,359.77	1,398.26	-3%	3,555.27	3,792.31	-6%	4,925.07
EBITDA Margin %	16.8%	18.5%		15.3%	17.5%		17.1%
Depreciation	1,019.64	1004.96		2,911.61	2,789.49		3,639.16
Finance Cost	314.96	275.16		916.91	818.92		1,116.26
Other Income	52.93	50.05		167.13	155.41		214.66
PBT before exceptional items	78.10	168.19	-54%	-106.12	339.51	-131%	384.31
PBT Margin %	1.0%	2.2%		-0.5%	1.6%		1.3%
Exceptional items	111.63	-		111.63	114.20		152.95
PBT after exceptional items	-33.53	168.19	NA	-217.75	225.31	NA	231.36
Tax Expenses/(credit)	14.55	40.87		-24.42	78.51		64.32
PAT	-48.08	127.32	NA	-193.33	146.80	NA	167.04
PAT Margin%	-0.6%	1.7%		-0.8%	0.7%		0.6%



# Brand Wise Performance



# KFC India Business Performance



## KFC® CHICKEN KRISPER MEAL

**NOW AT JUST**

₹ **99**<sup>\*</sup> ~~₹ 237~~

These chicken and veg products contain added Monosodium Glutamate, not recommended for pregnant women or infants below 12 months. Contains refined wheat flour (malda) 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>. Carbonated water contains caffeine. Pepsi is registered trademark.





# KFC Brand Priorities



## Drive Penetration and Frequency for KFC

Pilot initiated for ₹99/- Krisper Chicken Burger Meal in DineIn Takeaway channels in ~ 25% stores



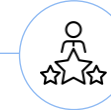
## Craveable Taste

Launch of global “Saucy” concept in Dunked in Jan’26



## Value

Mass media Advertising to attract new customers through ₹99/- Krisper Chicken Burger Meal



## Frictionless Customer Experience

Digital Kiosks rolled across 70% 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 Dine in - Pehla Nasha - Hindi



KFC India  
234k subscribers



26



Share



Ask



Save



5,729,635 views 23 Jan #ChickenKrisper #KFCIndia #KFCMealAt99

Click here to see the Ad <https://youtu.be/wNxxW4VFomU?si=Yjnl38VDuj8-W9BS>

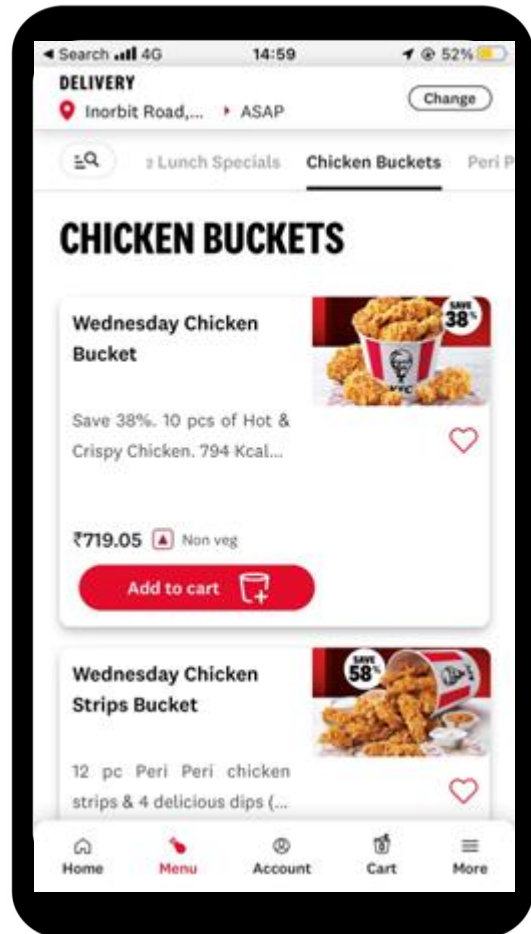


# KFC Brand Priorities | Craveable Taste & Value





# KFC Brand Priorities | Digitization



Total App  
downloads  
**63 Mn+**

Monthly Active  
Users  
**2.1 Mn**



Digital **KIOSKs**  
implemented at > 70% of restaurants

# KFC Brand Priorities | New Restaurants



JAMB HIGHWAY, NAGPUR



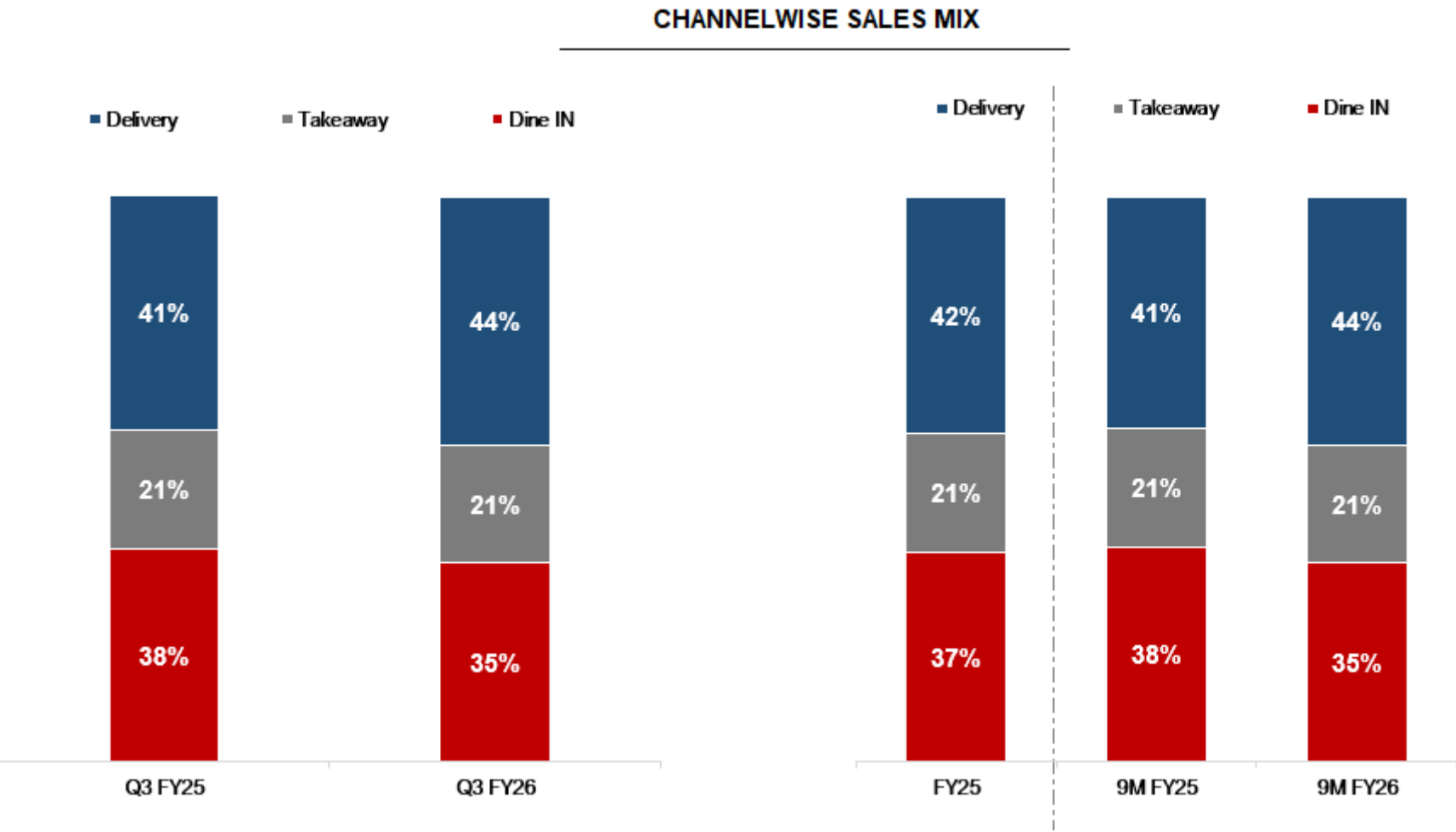
ZORA MALL, RAIPUR



SATKAR BILASPUR DT



DLF THARAMANI, TAMIL NADU

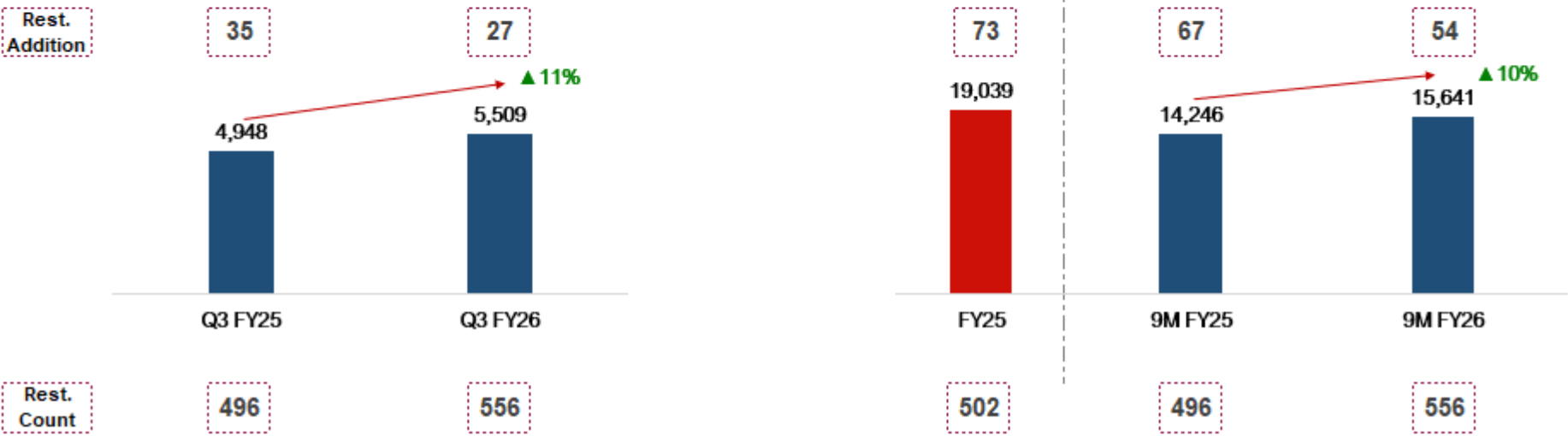




AVERAGE DAILY SALES (₹ '000)

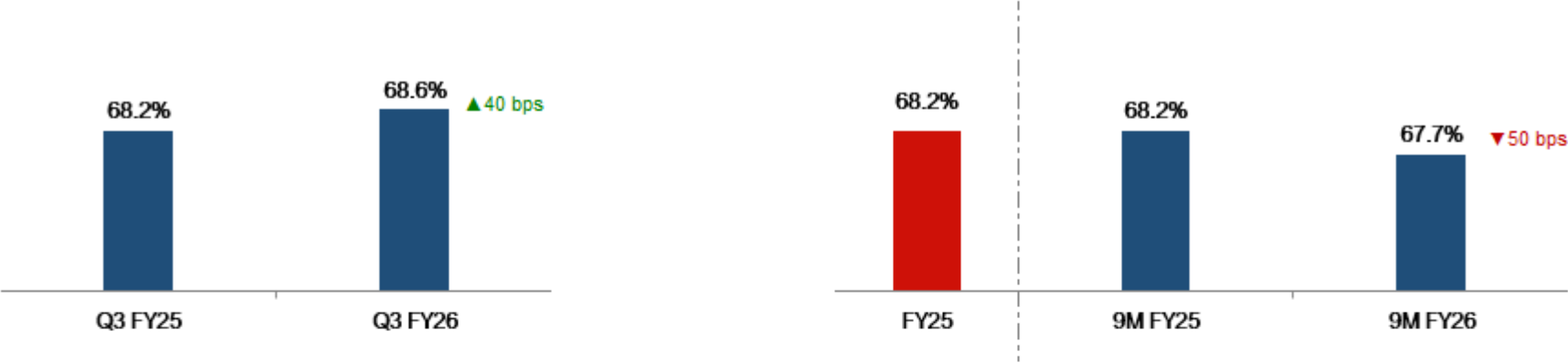


RESTAURANT SALES (₹MN)

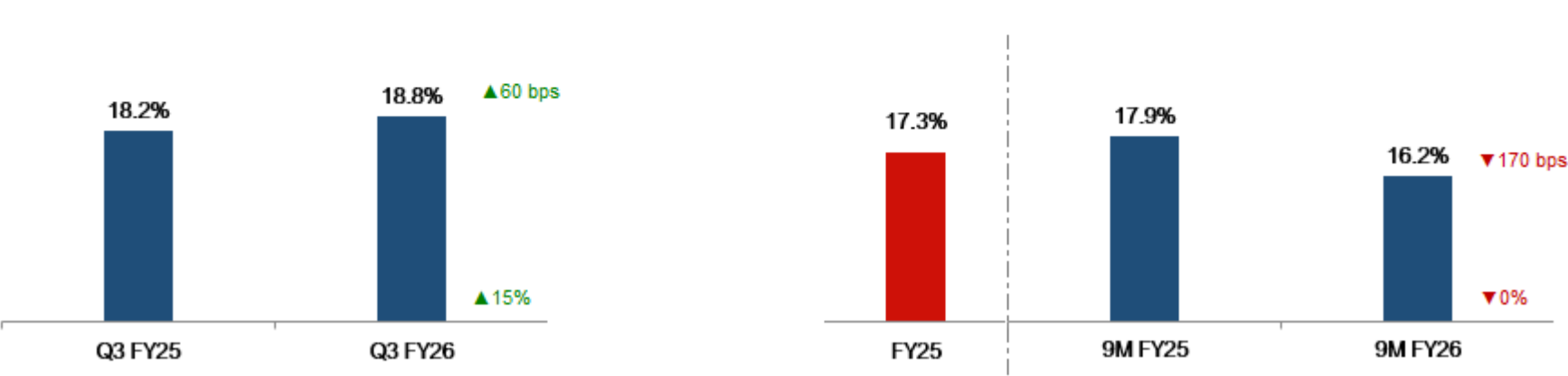




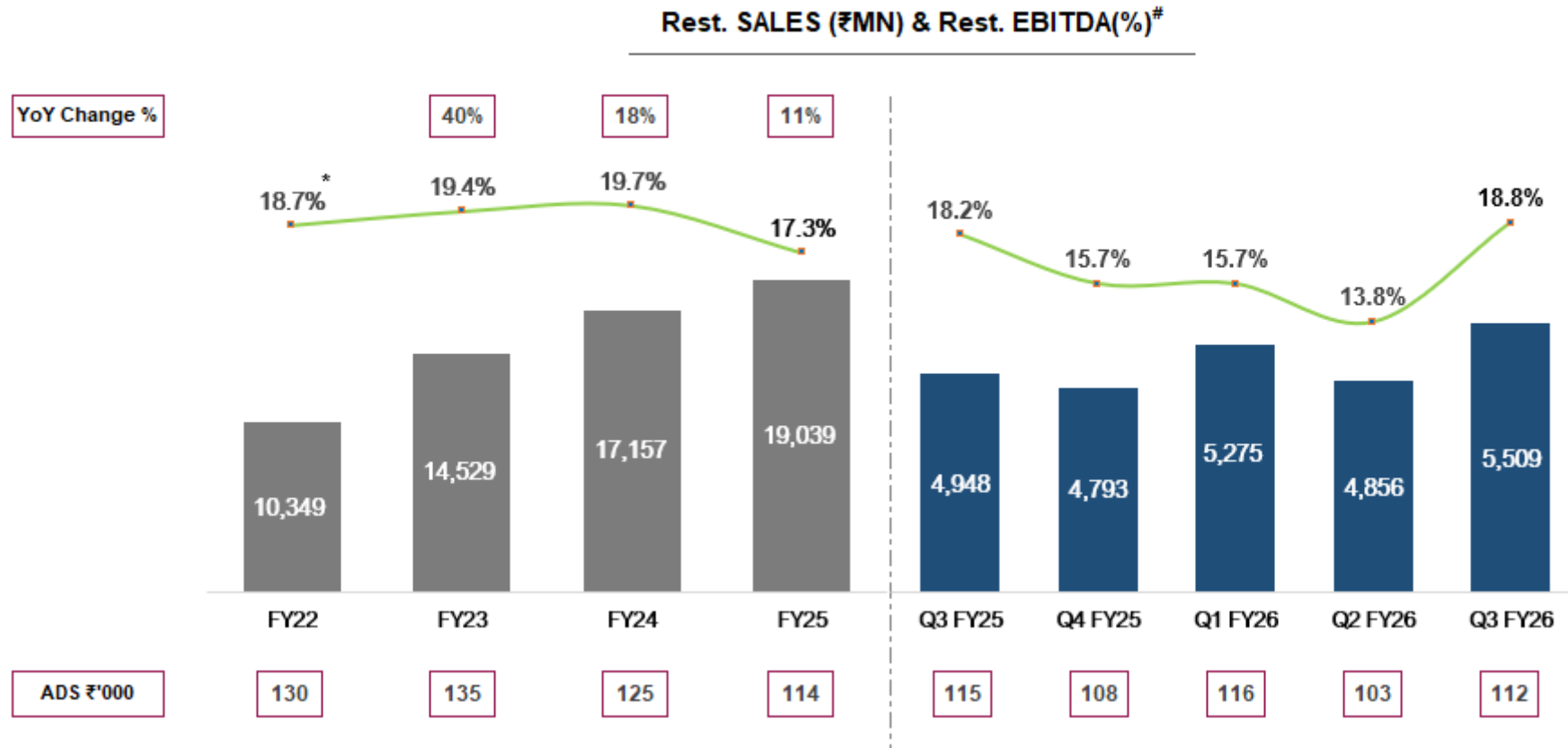
## GROSS MARGIN%



## RESTAURANT EBITDA(%)#



# Restaurant EBITDA is before Ind-AS 116 adjustments



<sup>#</sup> Restaurant EBITDA is before Ind-AS 116 adjustments  
<sup>\*</sup> Rest..EBITDA% after Normalizing additional incentives in FY22





**FLIP  
TO THE  
CHEESE**





# Pizza Hut Brand Priorities



## Taste Superiority through Pizza & sides innovation

### Actions:

- Ultimate cheese Pizza and Cheesy Pocket launched in Oct'25
- New Crafted Flatzz launched in Jan'26



## 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  $\geq 4.0$



## 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:

- No expansion in CY25



## Mass media advertising to drive consumer awareness & consideration

### Actions:

- Tamil Nadu continues to deliver double digit delta performance w.r.t. SSSG% & Rest. EBITDA%





# Pizza Hut Brand Priorities | New Products

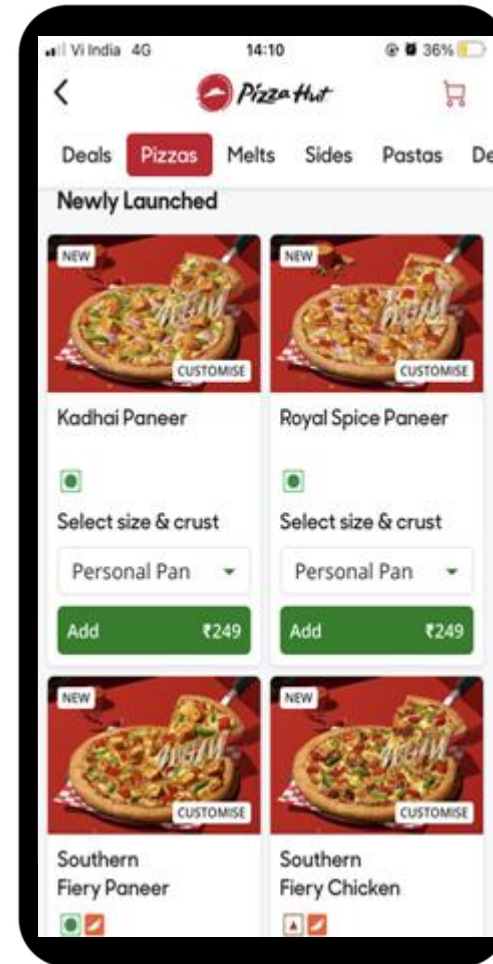
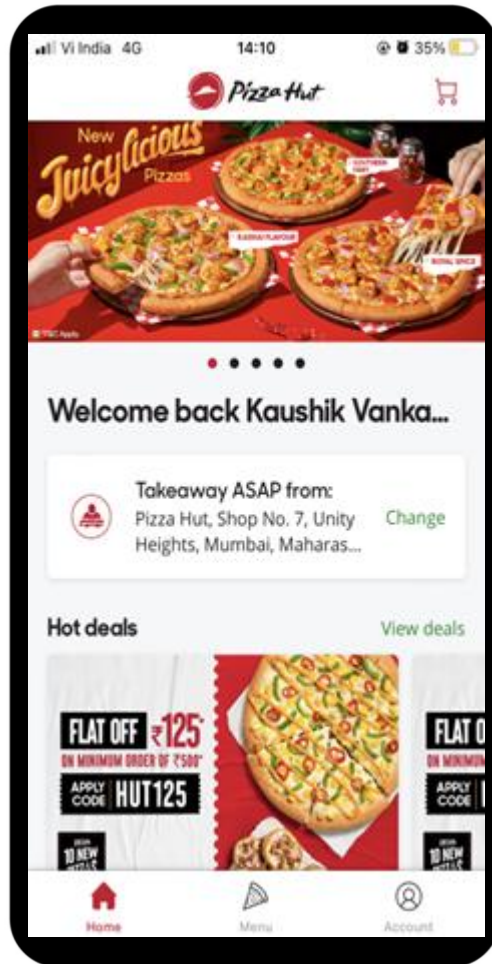


<https://youtu.be/Pyggg9fXFIQ?si=pqc2IpZ6RV8AX2Ws>



<https://youtu.be/IKlrKMWUaGo?si=dUicWRRrju4KXMi>

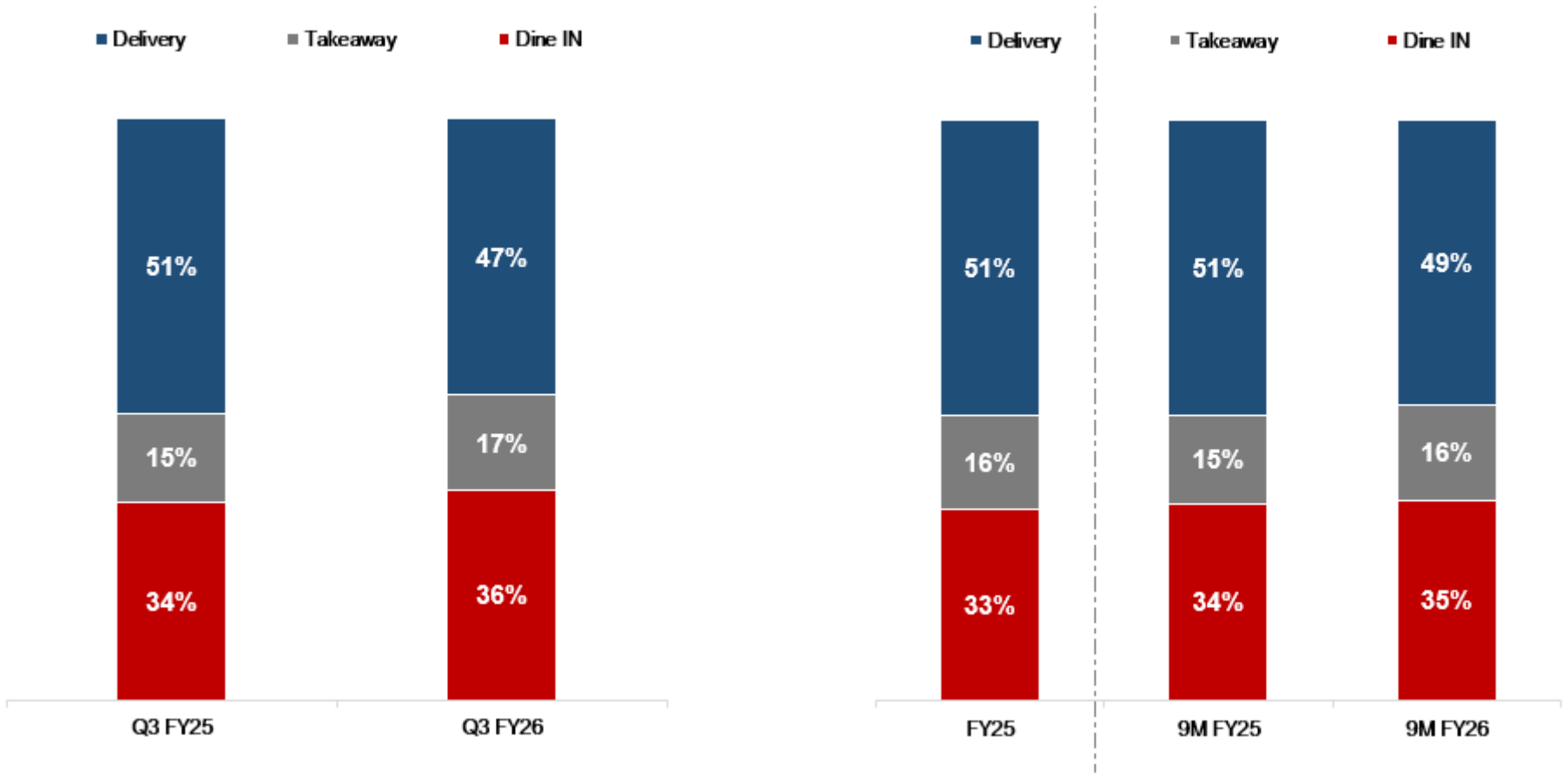
# Pizza Hut Brand Priorities | Digitization



Total App Downloads – **20.4 Mn+**  
Monthly Active Users – **1 Mn+**



CHANNELWISE SALES MIX

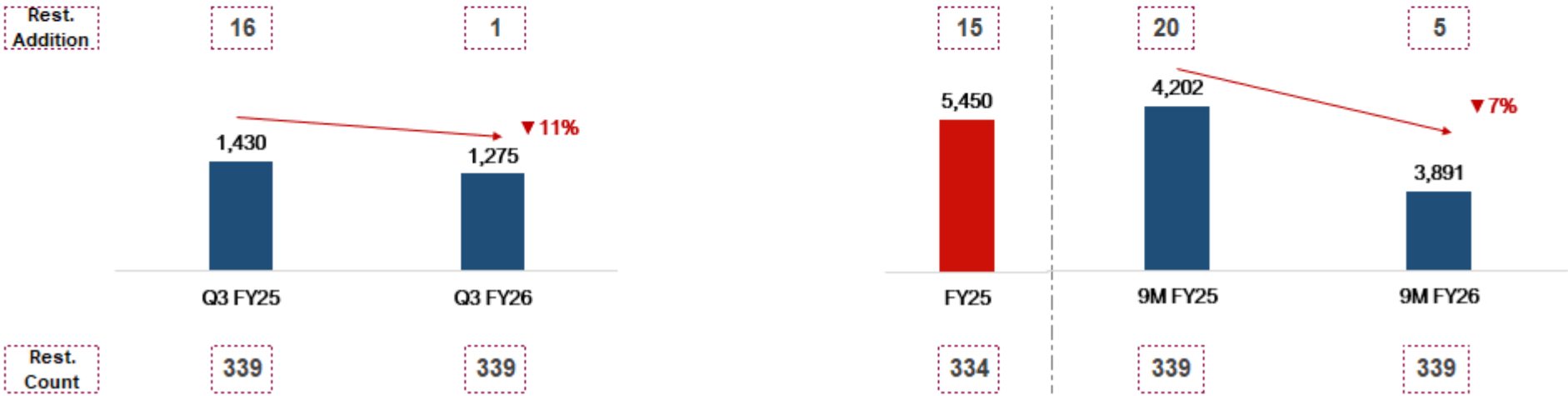




AVERAGE DAILY SALES (₹ '000)

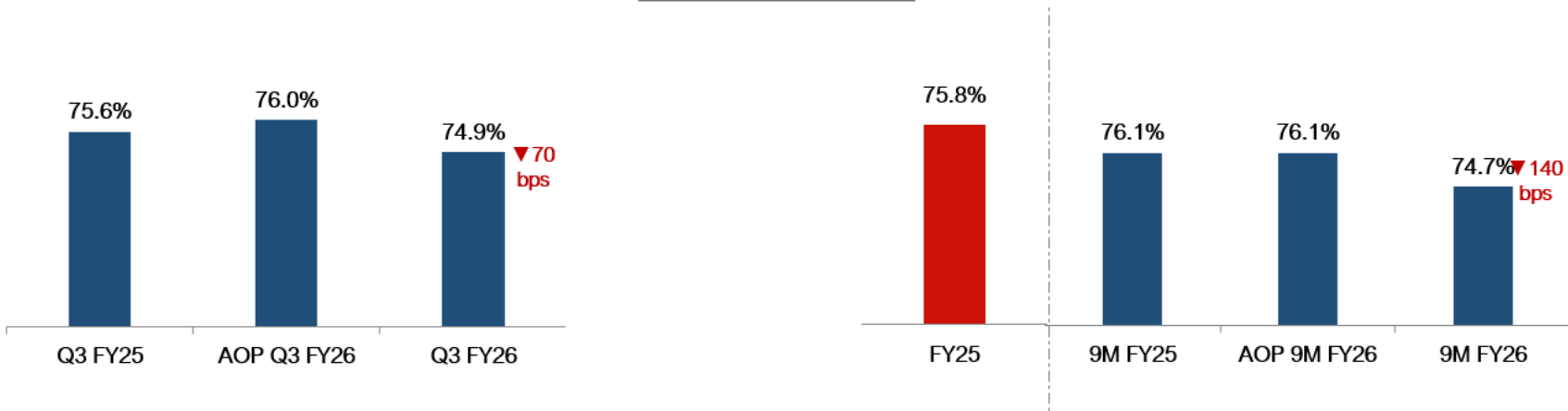


RESTAURANT SALES (₹MN)

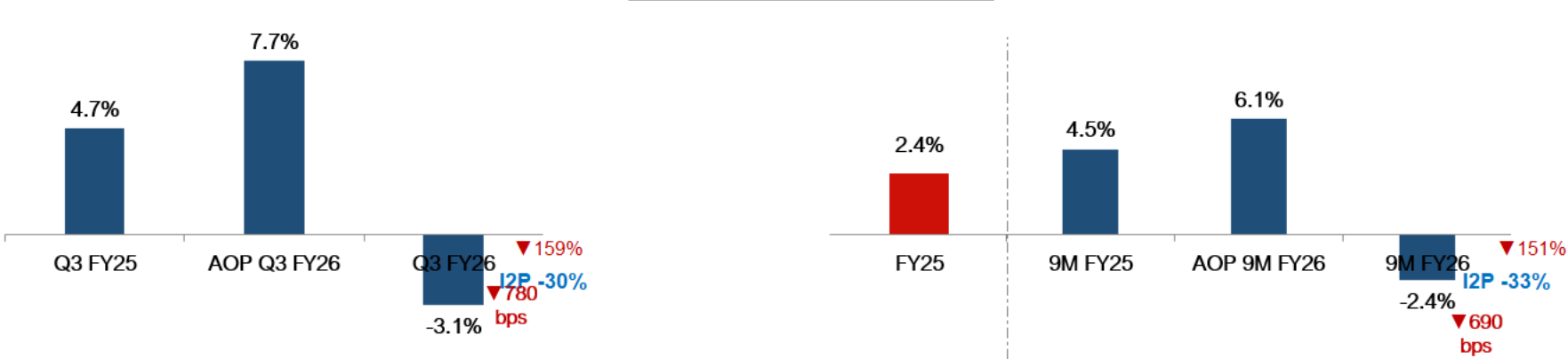




## GROSS MARGIN%



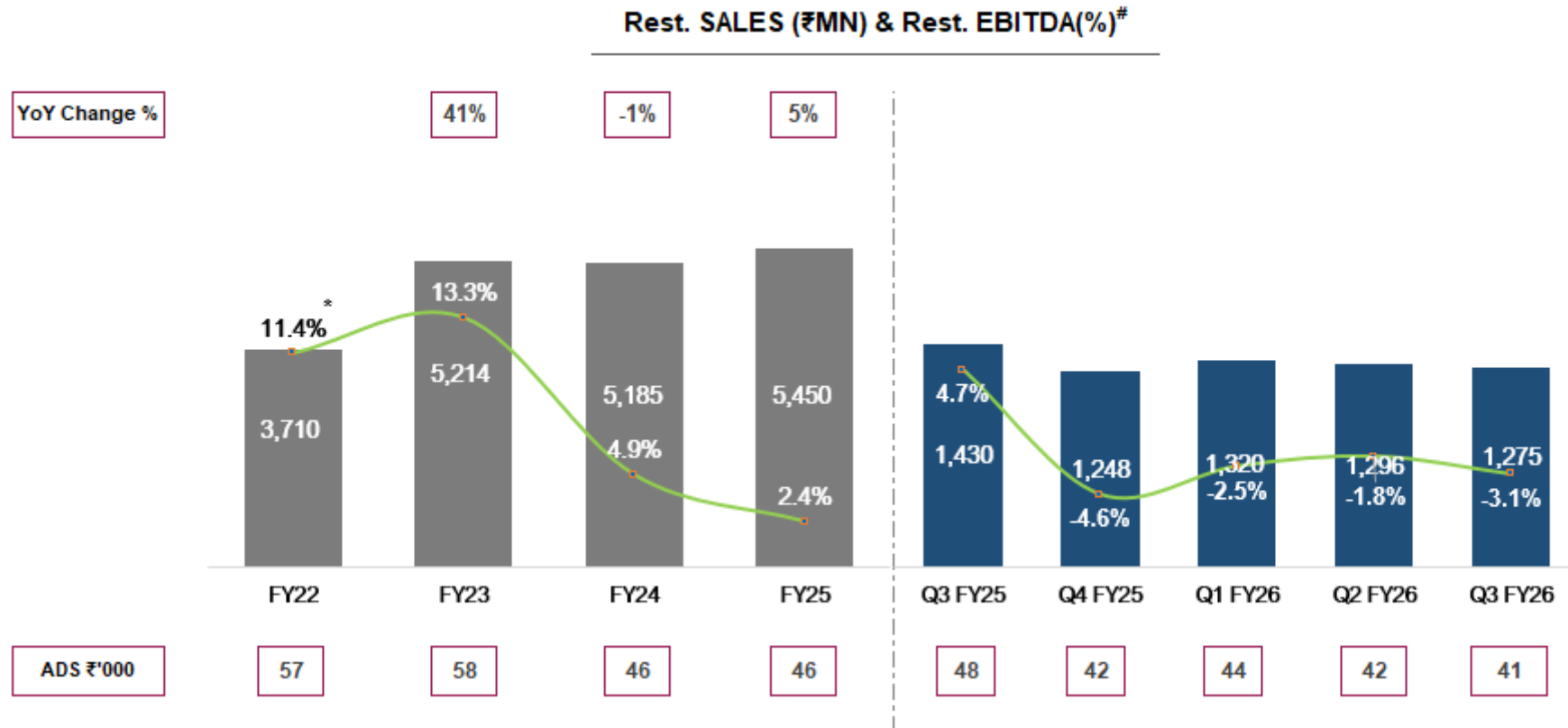
## RESTAURANT EBITDA(%)<sup>#</sup>



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



# Pizza Hut India Q3FY26



<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





# Sri Lanka Branding and Promotions



**DON'T COOK Tuesday**

**BUY 1 LARGE PAN OR ULTIMATE CHEESE CRUST PIZZA & GET 1 DELIGHT LARGE PAN PIZZA FREE**

(PURCHASER PIZZA SHOULD BE FROM THE CLASSIC RANGE OR ABOVE)

VALID ONLY TODAY! T&C APPLY

**Pizza Hut** (0112) 729 729 (0117) 729 729 ORDER ONLINE [www.pizzahut.lk](http://www.pizzahut.lk)

**Pizza Hut** PEOPLE'S BANK

**BUY 1 GET 1 FREE!**

**Buy any Large Pan Pizza and get a Delight Large Pan Pizza FREE!**

**with People's Bank Credit Cards**

OFFER VALID ONLY TODAY

PEOPLE'S BANK 5403 5683 0934 0076 WALD RUMESH DE SILVA **VISA** \*T&C apply

**PARTY HUT FRIDAY**

**BUY 1 LARGE THIN CRUST PIZZA & GET 1 LARGE THIN CRUST PIZZA FREE**

(SAME OR LESSER RANGE)

GET 50% OFF ON ANY APPETIZER WHEN YOU PURCHASE THE ABOVE OFFER (MAXIMUM OF 4 PORTIONS)

VALID ONLY TODAY T&C APPLY

**Pizza Hut** (0112) 729 729 (0117) 729 729 ORDER ONLINE [www.pizzahut.lk](http://www.pizzahut.lk)

**11.11 OFFERS**

**BUY A CLASSIC OR ABOVE RANGE LARGE PAN PIZZA GET 1 DELIGHT LARGE PAN PIZZA FREE**

VALID ONLY TODAY

T&C Apply

**Pizza Hut** (0112) 729 729 (0117) 729 729 ORDER ONLINE [www.pizzahut.lk](http://www.pizzahut.lk)

# Sri Lanka New Restaurants



NEGOMBO TOWN

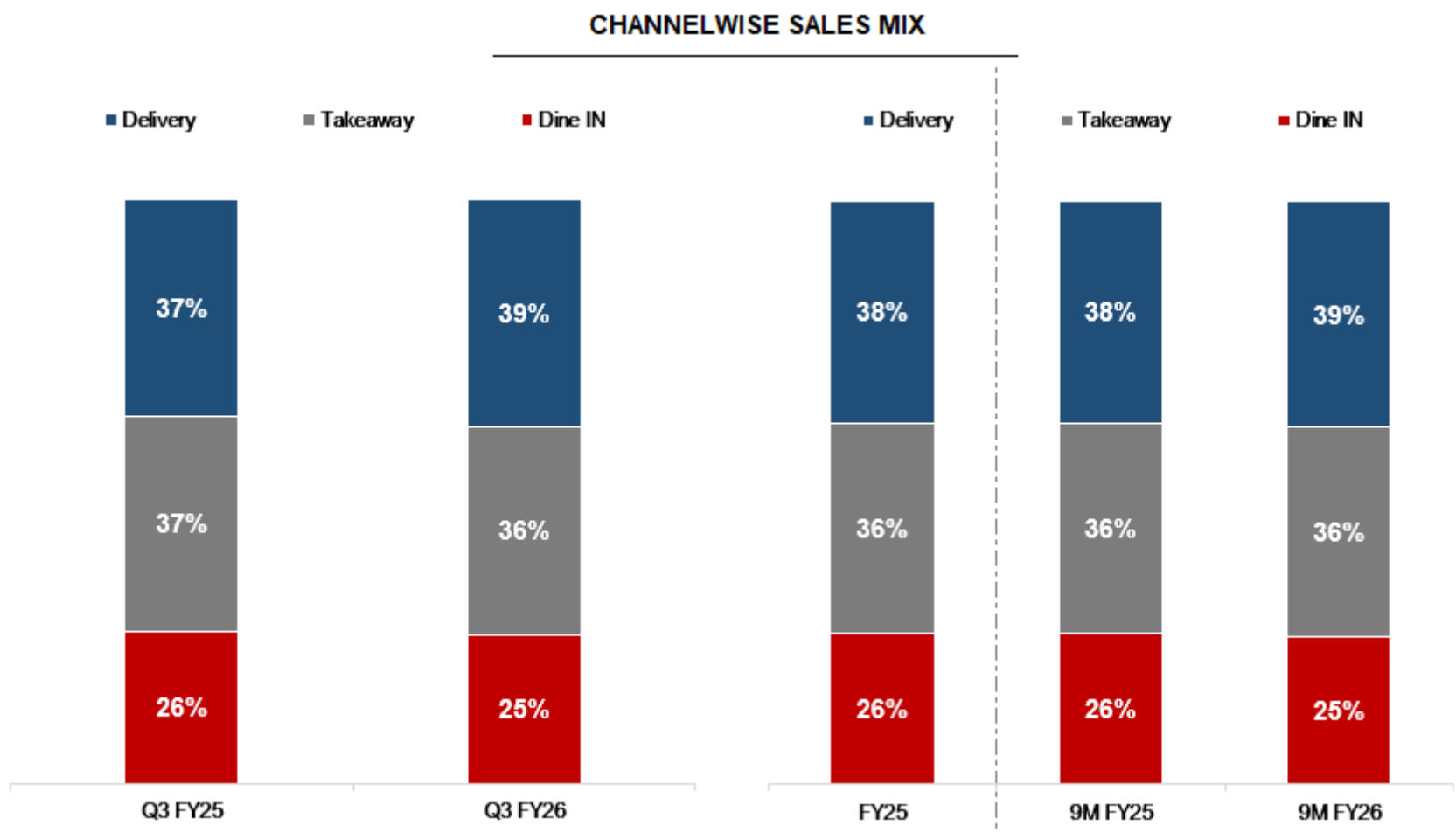


MATARA



BOKUNDARA





# Sri Lanka Business Q3FY26



AVERAGE DAILY SALES (LKR '000)



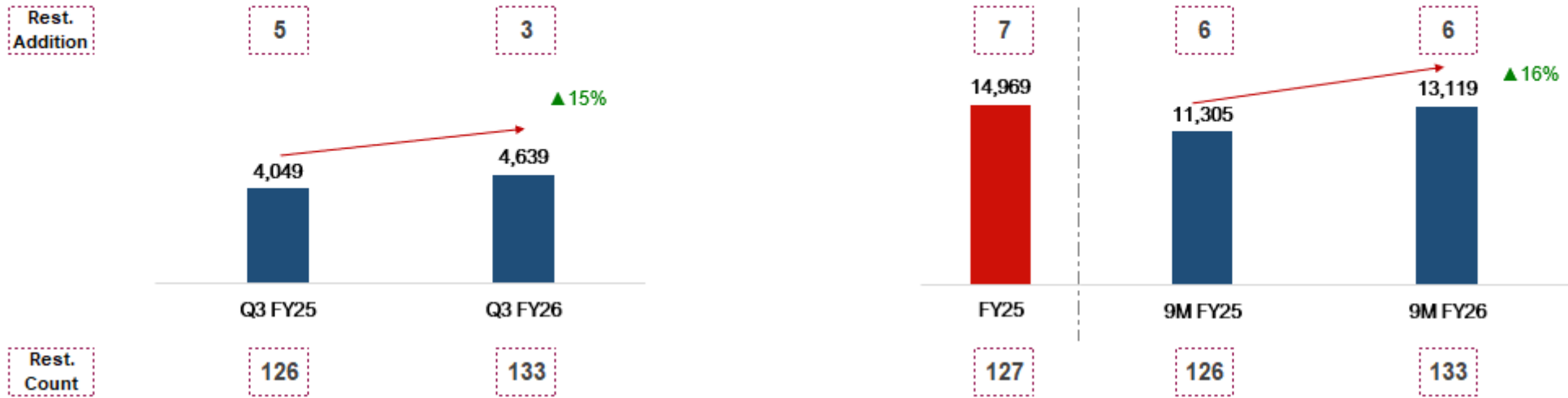
AVERAGE DAILY SALES (INR '000)



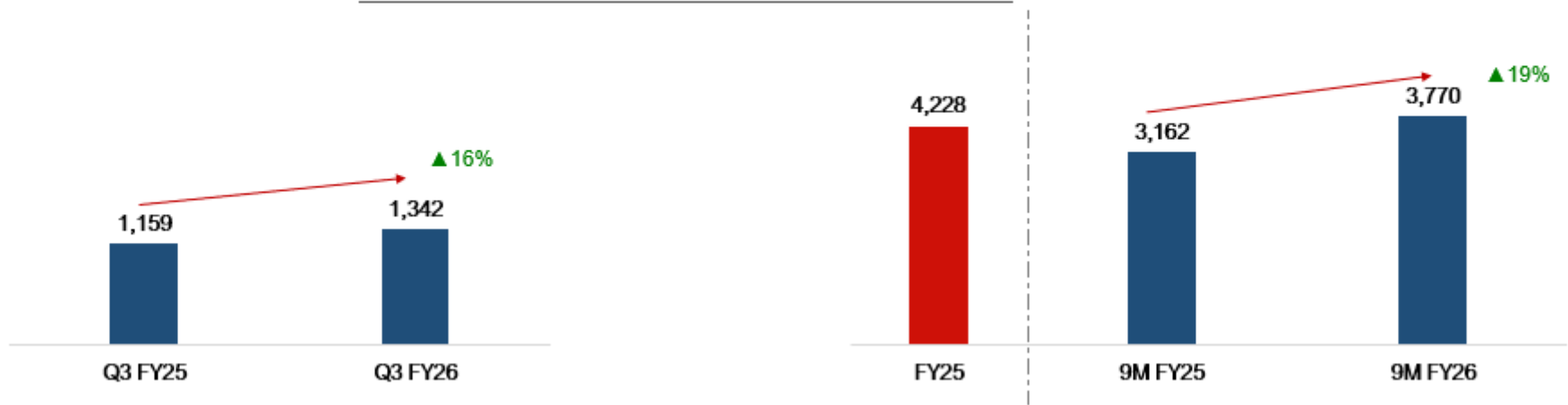
Note: LKR to INR conversion rate of 0.2871 for Q3 FY26 and 0.2872 for Q3 FY25



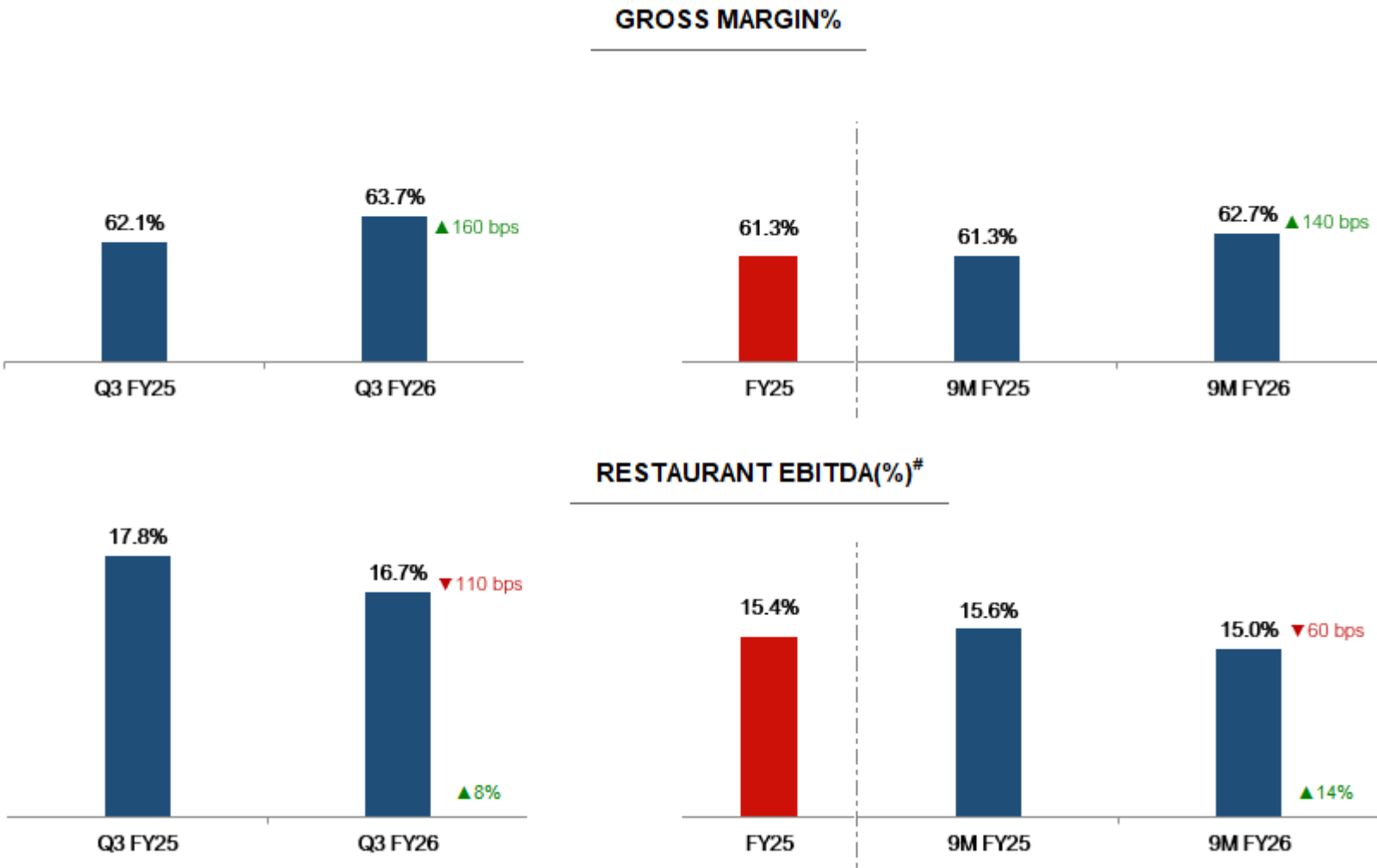
## RESTAURANT SALES (LKR MN)



## RESTAURANT SALES (₹MN)



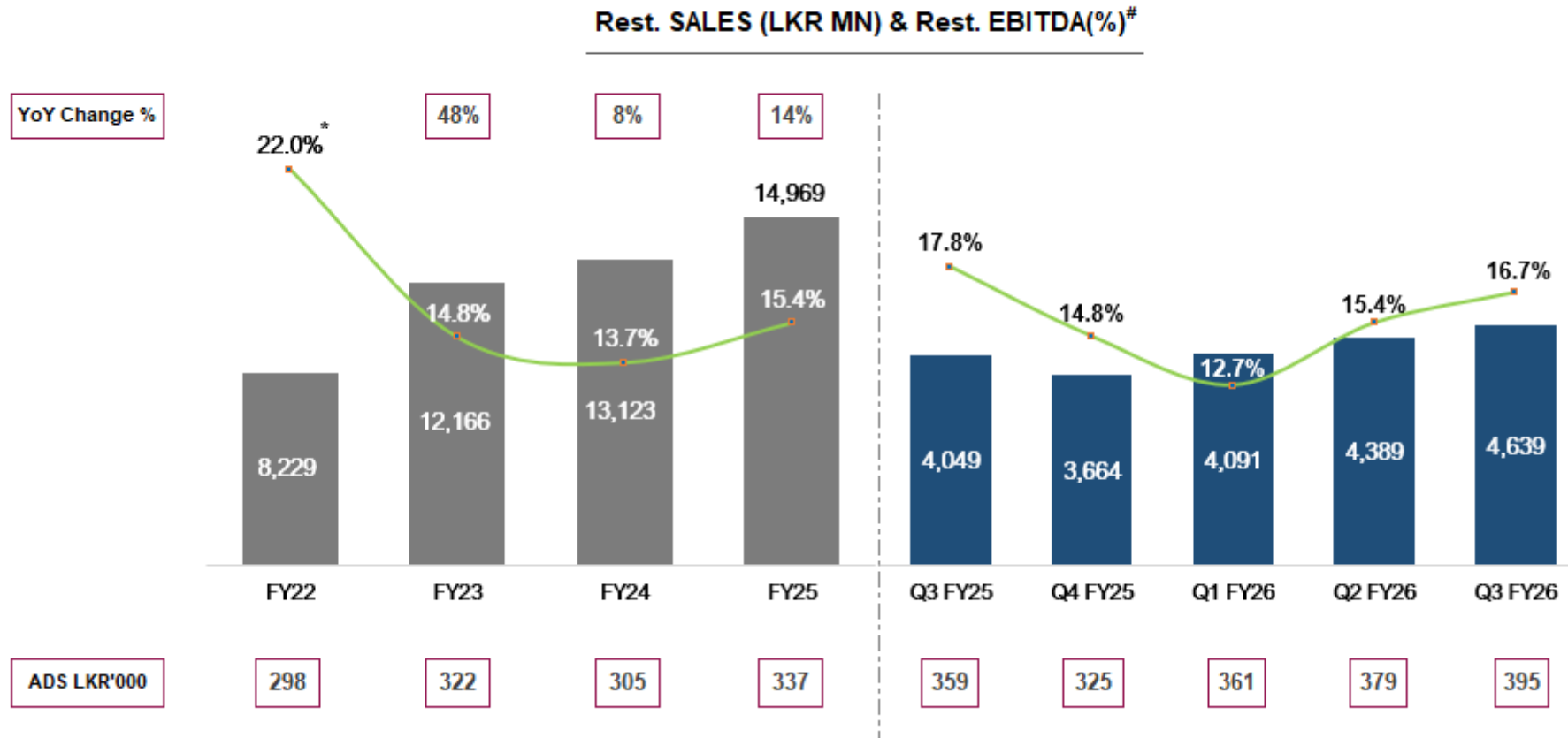
Note: LKR to INR conversion rate of 0.2871 for Q3 FY26 and 0.2872 for Q3 FY25



Absolute Rest. EBITDA increased by 7 % in LKR terms (increased by 8% in INR terms)

# Restaurant EBITDA is before Ind-AS 116 adjustments

# Sri Lanka Business Q3FY26



\* Restaurant EBITDA% after Normalizing additional incentives in FY22

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




# SAPPHIRE FOODS INDIA LIMITED

## DJSI ESG RATINGS 2025

S&P Corporate Sustainability Assessment

S&P Global ESG Score

**73**/100

Data Availability:  Very High

Last updated: November 21, 2025

Updated annually or in response to major developments

### KEY HIGHLIGHTS

- **Ranked No. 1** amongst QSR Brands in India based on scores released as of 21 November 2025
- **Ranked No. 3** amongst Global QSR Companies
- **Placed in 98<sup>th</sup> Percentile** amongst Global QSR Companies
- **The only Indian QSR Company** to publish ESG report under GRI, SASB and BRSR standards for the **fourth consecutive year**

Source: <https://www.spglobal.com/sustainable1/en/scores/results?cid=6578587>



# SapphireFoods

Thank You

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