

Quick Service Restaurants

Jubilant Foodworks	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ	FY23	FY22	YoY
Revenue	1,270	1,176	1,332	8%	-5%	5,158	4,396	17%
Gross Profit	954	904	1,004	5%	-5%	3,910	3,406	15%
Gross Margin(%)	75%	77%	75%			76%	77%	
EBITDA	238	286	296	-17%	-20%	1,175	1,132	4%
EBITDA Margin (%)	19%	24%	22%			23%	26%	
PBT	53	134	111	-60%	-52%	489	563	-13%
PBT Margin (%)	4%	11%	8%			9%	13%	
PAT	29	96	80	-70%	-64%	353	418	-16%
PAT Margin(%)	2%	8%	6%			7%	10%	

Added 56 new stores in Q4, total count at 1,816 across 393 cities; Popeyes expanded to 13 stores. To open 200-225 stores in FY24.

Impairment charge of INR 20 Cr on its investment in the Sri Lanka subsidiary

LFL and SSSG at 9% and 6% resp for FY23, delivery channel grew 8.4% while in dine channel grew 36% YoY

Q4 LFL was -0.6%, delivery grew 5.7% while in dine grew 11.5% YoY, Delivery: dine in mix at 63.6% to 36.4% for q4

Witnessed high inflation in FY23(over FY20): +40% in cheese, +28% in flour and +30% in chicken and packaging

Introduced offerings starting INR 49, 13 new pizzas in the freshly introduced range

Launched 20-minute delivery in Bengaluru, the company only delivers pizza in under 20 minutes if the preparation time and delivery time remain 7-8 mins each, expected to improve volumes per hour and increase delivery efficiency. To be rolled out in top 7 cities once this model is stabilized at Bangalore

With new 250 stores in FY23, 44% of stores are whitespaces and the rest are spilt stores; spilt stores help to lower expenses and increase traction through higher volumes

Capex of 700-800 Cr for FY24, to invest 250-270 Cr in a new commissary in Mumbai. Existing network of 8 commissaries and 4 distribution centers

Working to get integrated with the ONDC network, will become one more order inflow channel soon

Devyani International	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ	FY23	FY22	YoY
Revenue	755	591	791	28%	-5%	2,998	2,084	44%
Gross Profit	525	421	549	25%	-4%	2,099	1,484	41%
Gross Margin(%)	70%	71%	69%			70%	71%	
EBITDA	162	140	173	16%	-6%	669	473	41%
EBITDA Margin (%)	21%	24%	22%			22%	23%	
PBT	41	42	65	-2%	-37%	242	123	
PBT Margin (%)	5%	7%	8%			8%	6%	
PAT	60	76	71	-21%	-15%	263	155	
PAT Margin(%)	8%	13%	9%			9%	7%	

Added 305 new stores in FY23, to open 250-300 stores in FY24 - 100 KFC, 100 PH and 60-70 stores of Costa coffee. Total store count at 1,243 stores across all countries, 66 new stores added in Q4

KFC revenue up 26% YoY to 444 Cr, PH up 16% YoY to 170 Cr & Costa coffee revenue up 142% YoY to 33 Cr

Stores Spilt region-wise for FY23- North:East:west:South is 37%:19%:8%:36%. Non-metros contribute 52% of the revenue, management expects non-metro will be a better growth driver for the QSR space in the upcoming decade

KFC ADS for Q4 at 1.06 lakh from 1.13 lakh YoY, SSSG growth of 1.9%. FY23 ADS at 1.17 lakh at SSSG of 16%. ADS remains lower due to the opening of new stores, stores typically take 2+ years to season

KFC on-premise and off-premise channel split at 64%:32% from 56%:44% YoY. 3-4% price hike taken in April for KFC

Pizza Hut ADS at 39,000 from 41,000 YoY, SSSG was -3.2%. For FY23 ADS was 42,000 from 44,000 YOY at SSSG of 4.4%

Pizza Hut FY23 on-premise: off Premise at 44%:56% from 37%:63% YoY. No price hike for pizza hut in FY23

10 new pizzas launched recently as part of the "value layer", this is expected to improve volumes though at lower ADS

Costa coffee ADS for Q4 at 36,000 from 30,000 YoY. For FY23 it was 35,000 from 29,000 in FY22

Costa coffee SSSG at 42.6% for Q4. ADS for FY23 at 35,000 with SSSG growth of 56.3%

Management believes that customer sentiment is picking up post the inflation dislocation, margins should mean revert in FY24 with KFC picking up first and then PH franchise. Competitive intensity is much higher in pizza category, management is more careful in tracking possible downtrading in this category compared to KFC

Sapphire Foods	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ	FY23	FY22	YoY
Revenue	560	497	596	13%	-6%	2,266	1,722	32%
Gross Profit	380	342	400	11%	-5%	1,525	1,194	28%
Gross Margin(%)	68%	69%	67%			67%	69%	
EBITDA	109	110	124	-1%	-12%	459	343	34%
EBITDA Margin (%)	19%	22%	21%			20%	20%	
PBT	12	29	34	-59%	-65%	108	51	112%
PBT Margin (%)	2%	6%	6%			5%	3%	
PAT	135	26	33	419%	309%	223	46	385%
PAT Margin(%)	24%	5%	6%			10%	3%	

#Q4FY23 and FY23 PAT include the Deferred tax credit impact of 125 crs, normalized PAT would be 18 Cr for Q4 and 140 Cr for FY23

Added 164 restaurants in FY23, plans to add 130-160 stores per year over the next 3 years

Total Store count for FY23 at 743. Spilt is 341 KFC, 286 Pizza Hut and 114 in Sri Lanka

KFC India Channel spilt is Delivery: takeaway: Dine 36%:19%:45% from 44%:22%:34% YoY. KFC SSSG for Q4 and FY23 at 2% and 15% resp, took a 3.5% price hike in April 23

KFC ADS at 1.27 lakh from 1.32 lakh for Q4, FY23 ADS at 1.35 lakh from 1.29 lakh in FY22

Pizza Hut India channel sale spilt for FY23 is Delivery: takeaway: Dine in 50%:15%:35% from 57%:17%:26% YoY

Pizza Hut Q4 ADS at 50,000 from 55,000 YoY. FY23 ADS at 58,000 from 57,000 in FY22

Restructuring Pizza Hut outlets by reducing store size, opening central warehouse for better inventory management

Srilanka SSSG for Q4 and FY23 at -3% and 22%, supply chain has been stabilising, expect return to normalcy in FY24

Srilanka ADS for Q4 and FY23 (in INR terms) at 65,000 and 72,000 resp. Pace of store expansion to slow down in FY24

Launched KFC chicken roll at price point of 99 in line with value range seen for Devyani, 10 new pizzas under Pizza Hut

ESOP cost for FY23 was 0.7-0.8% of the revenue

Westlife Foodworld	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ	FY23	FY22	YoY
Revenue	556	455	611	22%	-9%	2,278	1,576	44%
Gross Profit	400	310	429	29%	-7%	1,592	1,064	50%
Gross Margin(%)	72%	68%	70%			70%	67%	
EBITDA	95	76	110	25%	-14%	394	217	82%
EBITDA Margin (%)	17%	17%	18%			17%	14%	
PBT	28	21	48	33%	-42%	149	-2	
PBT Margin (%)	5%	5%	8%			7%	0%	
PAT	20	15	36	33%	-44%	112	-2	
PAT Margin(%)	4%	3%	6%			5%	0%	

Average Sales per store at 6.62 Cr for FY23 from 4.98 Cr for FY22. Increasing traction from non-metro stores & new products

On premise grew 85% YoY, off premise grew 11% YoY as FY23 has seen the unlock trade play out. SSSG at 14% YoY in Q4

2.4 Cr cumulative app downloads, 66% YoY rise in monthly average users

Restaurant operating margin improved by 220 bps YoY. Around 130 stores offer breakfast as of now, mostly non mall stores

No price hikes were taken in Q4 as the input cost basket remained broadly stable

Added 18 stores in Q4 taking total to 357, aiming to add 40-45 new stores in FY24, total count of 580-630 restaurants by 2027

Self-ordering Kiosks have led to a sharp improvement in digital transactions and will help drive higher revenue growth

Digital sales at 57%, store modernisation and omnichannel strategy to achieve higher cost and better realisations. 72% of stores are on the new format already and this is expected to enhance the on premise experience

Dividend distribution policy set at 25% due to healthy cash flows that exceed capex needs

Capex for FY23 was 270 Cr, 70% of this was for new stores and remaining for modernization and regular upkeep

Restaurant Brands	Q4 FY23	Q4 FY22	Q3 FY23	YoY	QoQ	FY23	FY22	YoY
Revenue	514	400	526	29%	-2%	2,054	1,490	38%
Gross Profit	330	255	335	30%	-1%	1,319	940	
Gross Margin(%)	64%	64%	64%			64%	63%	
EBITDA	31	4	38	675%	-18%	147	94	56%
EBITDA Margin (%)	6%	1%	7%			7%	6%	
PBT	-80	-82	-56			-242	-235	
PBT Margin (%)	-16%	-21%	-11%			-12%	-16%	
PAT	-80	-82	-56			-242	-196	
PAT Margin(%)	-16%	-21%	-11%			-12%	-13%	

Opened 76 restaurants in FY23, 15 restaurants WIP & 38 in pipeline. Store count at 391, target of 450 in FY24 & 700 by FY27
 240 BK Cafe opened in FY23, total count at 275 as of March 23. BK app revenue rose 330% YoY, 6.2 Mn installs, higher 107% YoY
 Indonesia store count at 186 stores (176 Burger King and 10 Popeyes), plan to open 15 stores in FY24. Break even in FY24 and store count to reach 325 by FY27. Popeye stores in Indonesia clocking 2-3x the ADS of the average BK store
 SSSG for Q4 and FY23 at 8.3% and 23.1%. SSSG is estimated to be ~10% in FY24 and ~8% in FY25 onwards
 India store EBITDA margin at 8.2% for Q4 from 7.6% YoY, 8.3% for FY23 from 5.2% YoY
 Dine in Mix has improved from 49% to 58% which helped to cross-sell some BK Cafe products and maintain margins
 ADS for Q4 and FY23 at 1.08 lakh and 1.18 lakh which has increased marginally on QoQ and YoY basis
 Company piloted the new INR 99 meal product in some metro stores, receiving positive response from the customers
 Premium burger range starting INR 199 strengthened, whopper burger variants launched
 Master franchise agreement calls for media spend at 5% of revenue, this is benchmark for a QSR business