

JFL/NSE-BSE/2018-19/64

July 25, 2018

The General Manager
Department of Corporate Services
BSE Limited
25th Floor, P.J Towers,
Dalal Street, Mumbai-400001

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai- 400051

Scrip code: 533155

Symbol: JUBLFOOD

Sub: Press Release alongwith Earnings Presentation for Q1 FY 2019

Dear Sir/Madam,

Please find enclosed herewith the copy of the Press Release dated July 25, 2018 alongwith Earnings Presentation to be issued by the Company.

The Press Release and Earnings Presentation are also being disseminated on Company's website at www.jubilantfoodworks.com.

This is for your information and records.

Thanking you,

For **Jubilant FoodWorks Limited**


Mona Aggarwal
Company Secretary cum Compliance Officer

Investor E-mail id: investor@jublfood.com

Encl: A/a

A Jubilant Bhartia Company

Jubilant FoodWorks Limited
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Registered Office:
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Email: contact@jublfood.com

Performance Snapshot – Q1 FY19

- Operating Revenue at Rs. 8,551 million, up by 26.0%
- Same Store Growth (SSG) for Domino's at 25.9%
- EBITDA at Rs. 1,421 million, higher by 78.5%; EBITDA Margin at 16.6%, up by 490 bps
- Profit After Tax at Rs. 747 million, up by 213.2%; PAT Margin at 8.7%, up by 520 bps

Key Highlights – Q1 FY19

- National rollout of Every Day Value on Regular Pizzas
- Strong presence on T20 Cricket & sponsorship of Royal Challengers, Bangalore
- Domino's Pizza – 13 Stores opened, 3 Stores closed, Total store count at 1144.
- Dunkin' Donuts – 1 Stores opened, 1 Stores closed, Total store count at 37

Noida, July 25, 2018 – Jubilant FoodWorks Limited (JFL) today reported its financial results for the quarter ended 30th June, 2018.

Operating Revenues for Q1 FY19 stood strong at Rs.8, 551 million, representing a growth of 26.0% over Q1 FY18, and a sequential growth of 9.6% over the preceding quarter. The growth was on the back of a strong Same Store Growth (SSG) of **25.9% in Domino's Pizza**.

Overall profitability also improved, with EBITDA for Q1 FY19 coming in at Rs.1421 million at 16.6% of revenue, a growth of 78.5% over Q1 FY18. Profit after Tax in Q1 FY19 stood at Rs.747 million at 8.7% of revenue and a growth of 213.2% over Q1 FY18.

The strong performance in Q1 FY19 was on account of a good response to the Every Day Value offer on Regular Pizzas launched in March 2018, and which was supported aggressively during the IPL T20 cricket season. In addition to this, the continued success of the All New Domino's product upgrade launched last year also drove a strong growth in core pizza orders.

In addition, Dunkin' Donuts made sustained progress towards its goal of breaking even with a slew of innovations that drove sales growth and which was accompanied by disciplined cost management.

Commenting on the performance for Q1 FY19, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said**, *"We are pleased to start the year on a strong note with our robust performance in Q1 FY19. The strong growth in Domino's came on the back of a superior product, Value for money delivery and growing digital contribution. This together with our focus on achieving break-even in Dunkin' Donuts by the end of the financial year will continue to drive profitable growth for us."*

Commenting on the performance for Q1 FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said**, *"We delivered a strong quarter in both Domino's and Dunkin' Donuts."*

In Domino's, the extension of EDV to Regular Pizzas received a very good response with an increase in both new customer acquisition as well as existing customer frequency. Dunkin' Donuts too saw encouraging growth and made good progress towards profitability on the back of successful innovations and disciplined cost management."

Store Matrix

Domino's Pizza		
Particulars	Q1 FY19	Q1 FY18
SSG	25.9%	6.5%
Network data		
Restaurant at the beginning of the period	1134	1,117
New Restaurants	13	13
Closed restaurants	3	5
Restaurants at the end of the period	1144	1,125
Number of New Cities added	2	1
1144 restaurants as of 30th June, 2018 across 268 cities		
2 new cities added in Q1 FY19 (Ballari & Shoolagiri)		
Online data		
Particulars	Q1 FY19	Q1 FY18
OLO to Delivery Sales %	65%	51%
Mobile Ordering sales to OLO %	83%	69%
App Download Count cum. (in mn)	10.9	7.5

* "Same store growth" (SSG) refers to the year-over-year growth in sales for restaurants opened before previous financial year

Dunkin' Donuts		
Network data		
Particulars	Q1 FY19	Q1 FY18
Restaurant at the beginning of the period	37	63
New Restaurants	1	1
Closed restaurants	1	9
Restaurants at the end of the period	37	55
Number of New Cities added	0	0
37 restaurants as of 30th June, 2018 across 10 cities		

Note: 1. Figures have been rounded off for the purpose of reporting.
 2. All financial data in this presentation is derived from reviewed standalone IND-AS financial statements.
 3. The financials of Dunkin' Donuts have been included in the results & related financial discussion.

-ENDS-

**About Jubilant FoodWorks Ltd:**

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and is one of India's largest food service Company, with a network of 1,144 Domino's Pizza restaurants across 268 cities (as of June 30, 2018). The Company & its subsidiary have the exclusive rights to develop and operate Domino's Pizza brand in India, Sri Lanka, Bangladesh and Nepal. At present it operates in India and Sri Lanka. The Company also has exclusive rights for developing and operating Dunkin' Donuts restaurants for India and has 37 Dunkin' Donuts restaurants across 10 cities in India (as of June 30, 2018).

Corporate Identification No: L74899UP1995PLC043677

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Corporate Office: 5th Floor, Tower D, Plot No. 5, Logix Techno Park, Sector 127, Noida 201304, U.P.

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Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Jubilant FoodWorks Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Note: All financial data in this presentation is derived from reviewed standalone IND-AS financial statements



Q1 FY19

EARNINGS PRESENTATION





HIGHLIGHTS Q1 FY19



Operational Revenues at **Rs. 8,551 mn**,
growth at **26.0%**



Domino's Pizza Same Store
Sales Growth (SSG) at **25.9%**



JFL EBITDA at **Rs. 1,421 mn**,
16.6% of Net Sales



Domino's Pizza – **13 Store** opened,
3 Store closed, Total at **1,144**



Launched all new Domino's Pizza app
with new features like easy location
selection, easy order tracking and hassle
free payments among others.



RESULTS TREND

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
System Growth	11.5%	9.2%	20.7%	27.3%	26.0%
Domino's SSG*	6.5%	5.5%	17.8%	26.5%	25.9%
EBITDA Margin (%)	11.7%	14.1%	17.2%	16.4%	16.6%
PAT Margin (%)	3.5%	6.7%	8.3%	8.7%	8.7%

* "Same store growth" (SSG) refers to the year-over-year growth in sales for restaurants opened before previous financial year



HIGHLIGHTS

DOMINO'S PIZZA

RESTAURANT NETWORK



— ALL NEW —
DOMINO'S

NETWORK DATA



	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Restaurant at the beginning of the period	1,117	1,125	1,125	1,127	1,134
New Restaurants	13	1	3	7	13
Closed restaurants	5	1	1	0	3
Restaurants at the end of the period	1,125	1,125	1,127	1,134	1,144

City/Town Coverage



* 2 new cities added in Q1 FY19 (Ballari & Shoolagiri)



The New Domino's App



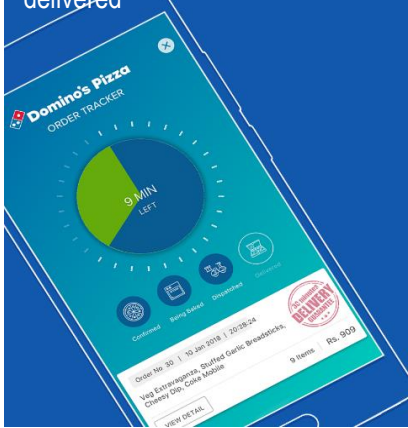
**★ THE NEW ★
DOMINO'S APP**

Try out the new features on our
Smoother, Lighter and Faster App

 DELICIOUS
FOOD
  GREAT
OFFERS
  AMAZING
EXPERIENCE

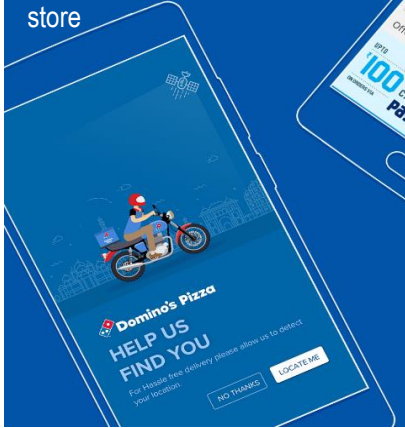
EASY ORDER TRACKING

Now track your order right from the time it's placed till it's delivered



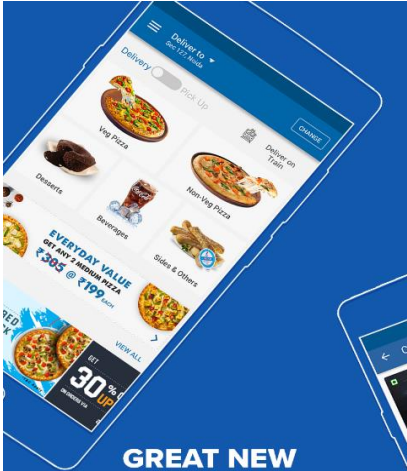
EASY LOCATION SELECTION

Smart detection of your location for auto-selection of the nearest store



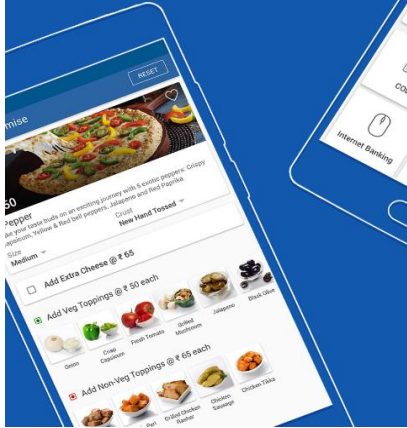
GREAT NEW MENU

Explore and Order from a delightful variety of Pizzas, drinks and sides.



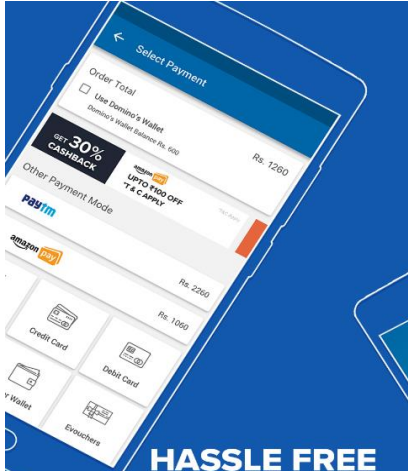
EASY PIZZA CUSTOMISATION

Make your pizza special – Customize & Repeat with ease.



HASSLE FREE PAYMENTS

Choose from multitude of payment options with exciting cash back offers



The OLO Connect

Period	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Average OLO contribution to delivery sales	51%	57%	60%	63%	65%
Mobile Ordering sales contribution to overall OLO	69%	69%	71%	78%	83%
Downloads of mobile ordering app (cum.)	7.5 mn	7.8 mn	9.0 mn	9.6 mn	10.9 mn



HIGHLIGHTS

**DUNKIN'
DONUTS**

**RESTAURANT
NETWORK**



NETWORK DATA

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Restaurant at the beginning of the period	63	55	52	44	37
New Restaurants	1	2	1	1	1
Closed restaurants	9	5	9	8	1
Restaurants at the end of the period	55	52	44	37	37

City/Town Coverage





RESULTS HIGHLIGHTS

Particulars (Rs. mn)	Q1 FY19	Q1 FY18	Growth%
Revenue from operations (Net)	8,550.6	6,788.2	26.0%
Other Income	71.4	30.0	138.0%
Total Income	8,622.0	6,818.2	26.5%
Raw Material & Provisions Consumed	2,178.1	1,605.1	35.7%
Personnel Expenses	1,545.1	1,470.7	5.1%
Rent Expense	840.5	789.2	6.5%
Other Expenses	2,566.3	2,127.5	20.6%
Total Expenditure	7,130.0	5,992.5	19.0%
EBITDA	1,420.6	795.7	78.5%
Margins	16.6%	11.7%	
PBT	1,126.4	363.6	209.8%
Margins	13.2%	5.4%	
PAT	746.8	238.4	213.2%
Margins	8.7%	3.5%	

Revenues from operations in Q1 reported **26.0%** increase to **Rs. 8,551 million** on the back of:

- Strong Same Store Growth (SSG) of **25.9%** in **Domino's Pizza**.
- Delivery Sales performed strongly driven by Online Ordering which now comprises 65% of total Delivery Sales.
- Strong **order growth** momentum driven by on-going strategic initiatives like all-round product upgrade, Every Day Value (EDV) offer on Medium & Regular pizza





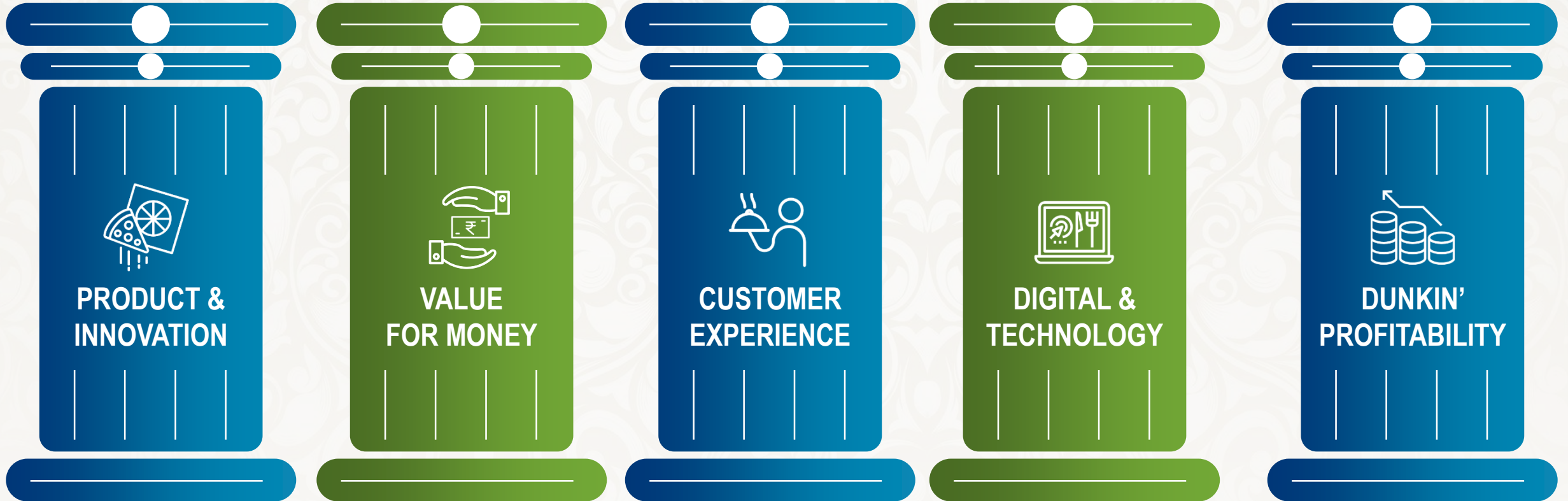
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KEY FOCUS AREAS



EFFICIENCY AND PRODUCTIVITY



ABOUT JUBILANT FOODWORKS LTD.

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