

JFL/NSE-BSE/2018-19/112

October 24, 2018

The General Manager  
Department of Corporate Services  
**BSE Limited**  
25<sup>th</sup> 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 Q2 & H1 FY 2019**

Dear Sir/Madam,

Please find enclosed herewith the copy of the Press Release dated October 24, 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](http://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](mailto:investor@jublfood.com)

Encl: A/a

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**A Jubilant Bhartia Company**

**Jubilant FoodWorks Limited**

Corporate Office:  
5th Floor, Tower-D, Plot No. 5,  
Logix Techno Park, Sector-127,  
Noida - 201 304, U.P., India  
Tel : +91 120 4090500  
Fax: +91 120 4090599

Registered Office:  
Plot No. 1A, Sector 16-A,  
Noida - 201 301, U.P., India  
Tel : +91 120 4090500  
Fax: +91 120 4090599  
CIN No.: L74899UP1995PLC043677  
Email: [contact@jublfood.com](mailto:contact@jublfood.com)

## Performance Snapshot – Q2 FY19

- Operating Revenue at Rs.8,814 million, up by 21.3%
- Same Store Sales Growth (SSG) for Domino's at 20.5%
- EBITDA at Rs.1,475 million, higher by 44.4%; EBITDA Margin at 16.7%, up by 260 bps
- Profit After Tax at Rs.777 million, up by 60.2%; PAT Margin at 8.8%, up by 210 bps

## Key Highlights – Q2 FY19

- Continued strong response to Every Day Value on Regular Pizzas.
- New Domino's App launched in Q1 FY19 driving app downloads and revenue from digital channel.
- Domino's Pizza – 24 Stores opened, 1 Store closed, Total store count at 1167.
- Dunkin' Donuts – 0 Stores opened, 5 Stores closed, Total store count at 32.

**Noida, October 24, 2018 – Jubilant FoodWorks Limited (JFL)** today reported its financial results for the quarter and half year ended 30th September, 2018.

Operating Revenues for Q2 FY19 were Rs.8,814 million, a growth of 21.3% over Q2 FY18 and a sequential growth of 3.1% over the previous quarter, driven by a strong Same Store Growth (SSG) of **20.5% in Domino's Pizza**.

EBITDA for Q2 FY19 came in at Rs.1,475 million at 16.7% of revenue, a growth of 44.4% over Q2 FY18. Profit after Tax in Q2 FY19 was at Rs.777 million at 8.8% of revenue and a growth of 60.2% over Q2 FY18.

The strong performance in Q2 FY19 was a result of continued momentum driven by strategic initiatives taken during the recent past such as the product upgrade All New Domino's, Every Day Value (EDV) extension to regular pizza and the continued momentum of online sales driven by the new Domino's app.

In particular, the new Domino's App introduced during Q1 FY19 has been liked and received strong user ratings. Features like Easy Location Selection, Automatic Re-ordering, Train Ordering, Advance Ordering and hassle free payments have been well received. Online sales were up to 68% of Delivery Sales in the quarter, with 1.7Mn downloads of the new App, the highest ever.

The company stepped up the store opening momentum during the quarter, with 24 new Domino's stores being opened, the highest in the last seven quarters.

Dunkin' Donuts too did well with strong growth driven by Donuts and Beverages; its losses more than halved over last year.

Commenting on the performance for Q2 FY19, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said,**

*"We are pleased with our Q2 FY 19 performance. Strong growth momentum continues to be driven by successful execution of growth strategy outlined at the beginning of FY 2018."*

Commenting on the performance for Q2 FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said,**

*"Despite significantly increased competitive intensity, Q2FY19 was yet another strong quarter delivered by our continued focus on the basics. Growth was driven by a strong and sustained momentum in Delivery Orders. In particular, our Digital focus showed good results with strong online sales growth, enabled by the new Domino's App garnering strong user ratings and having a slew of innovative and user friendly features. Dunkin' Donuts too delivered healthy growth and is moving towards profitability."*

## Store Matrix

Domino's Pizza				
Particulars	Q2 FY19	Q2 FY18	H1 FY19	H1 FY18
SSG	20.5%	5.5%	23.1%	6.0%
Network data				
Restaurant at the beginning of the period	1,144	1,125	1134	1,117
New Restaurants	24	1	37	14
Closed restaurants	1	1	4	6
Restaurants at the end of the period	<b>1,167</b>	<b>1,125</b>	<b>1167</b>	<b>1,125</b>
Number of New Cities added	1	Nil	3	1
1167 restaurants as of 30th September, 2018 across 269 cities				
1 new city added in Q2 FY19 (Ambaji, Gujarat)				
Online data				
Particulars	Q2 FY19		Q2 FY18	
OLO to Delivery Sales %	68%		57%	
Mobile Ordering sales to OLO %	85%		69%	
App Download Count cum. (in mn)	12.6		7.8	

\* "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	Q2 FY19	Q2 FY18	H1 FY19	H1 FY18
Restaurant at the beginning of the period	37	55	37	63
New Restaurants	0	2	1	3
Closed restaurants	5	5	6	14
Restaurants at the end of the period	32	52	32	52
Number of New Cities added	Nil	Nil	Nil	Nil
32 restaurants as of 30th September, 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 1167 Domino's Pizza restaurants across 269 cities (as of September 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 32 Dunkin' Donuts restaurants across 10 cities in India (as of September 30, 2018).

**Corporate Identification No:** L74899UP1995PLC043677

**Investor e-mail id:** investor@jublfood.com

**Regd Office:** Plot 1A, Sector 16A, Institutional Area, Noida-201301, U.P.

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

**Website:** [www.jubilantfoodworks.com](http://www.jubilantfoodworks.com), [www.dominos.co.in](http://www.dominos.co.in), [www.dunkinindia.com](http://www.dunkinindia.com)

**For further information please contact:**

**Prakash Bisht / Amit Gupta**

**Jubilant FoodWorks Limited**

Tel: +91 120 4090 500

Fax: +91 120 4090 599

E-mail: prakash.bisht2@jublfood.com  
amit.gupta1@jublfood.com

**Siddharth Rangnekar / Nishid Solanki**

**CDR, India**

Tel: +91 22 66451209 / 1221

Fax: +91 22 66451213

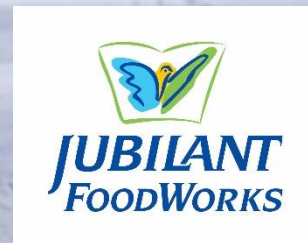
Email: siddharth@cdr-india.com  
nishid@cdr-india.com

**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





Q2 & H1 FY19

EARNINGS PRESENTATION

October - 2018





## HIGHLIGHTS Q2 FY19



Operational Revenues at **Rs. 8,814 mn**,  
growth at **21.3%**



Domino's Pizza Same Store  
Sales Growth (SSG) at **20.5%**



JFL EBITDA at **Rs. 1,475 mn**,  
**16.7%** of Net Sales



Domino's Pizza – **24 Store** opened,  
1 Store closed, Total at **1,167**



All new Domino's app launched in  
Q1 FY19 well received by customers



## RESULTS TREND

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19
System Growth	11.5%	9.2%	20.7%	27.3%	26.0%	21.3%
Domino's SSG*	6.5%	5.5%	17.8%	26.5%	25.9%	20.5%
EBITDA Margin (%)	11.7%	14.1%	17.2%	16.4%	16.6%	16.7%
PAT Margin (%)	3.5%	6.7%	8.3%	8.7%	8.7%	8.8%

\* "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



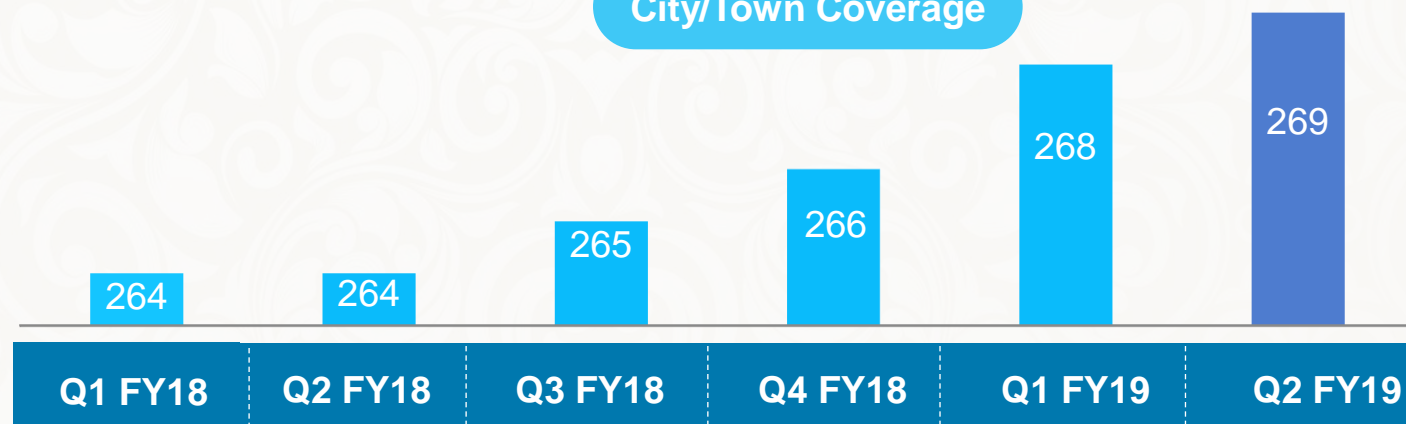
— ALL NEW —  
DOMINO'S

## NETWORK DATA



	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19
Restaurant at the beginning of the period	1,117	1,125	1,125	1,127	1,134	1,144
New Restaurants	13	1	3	7	13	24
Closed restaurants	5	1	1	0	3	1
Restaurants at the end of the period	1,125	1,125	1,127	1,134	1,144	1,167

## City/Town Coverage




\* 1 new city added in Q2 FY19 (Ambaji, Gujarat)








# All New Domino's App



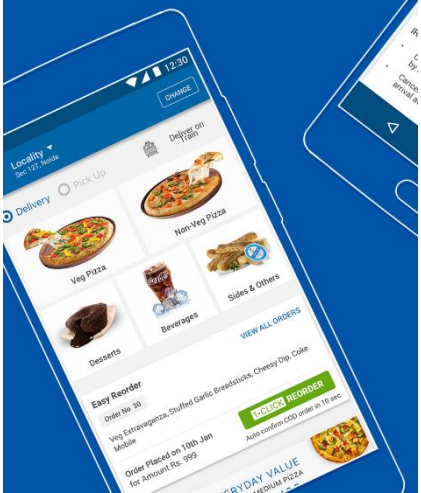
**★ THE NEW ★  
DOMINO'S APP**

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

 **DELICIOUS FOOD**
 **GREAT OFFERS**
 **AMAZING EXPERIENCE**

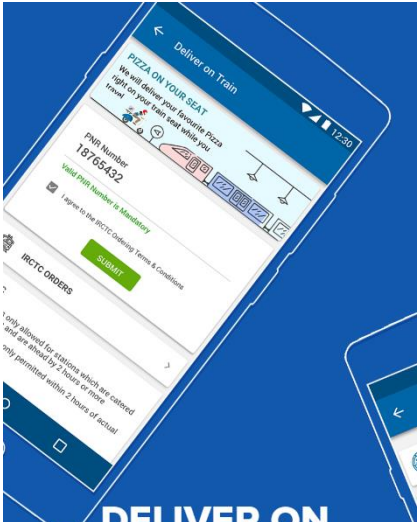
## ONE-CLICK REORDER

Repeat your favourite order with just one click



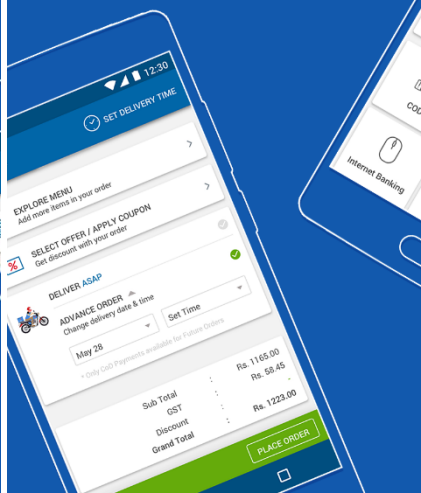
## DELIVER ON TRAIN

Get the pizza delivered hot & fresh at your train seat



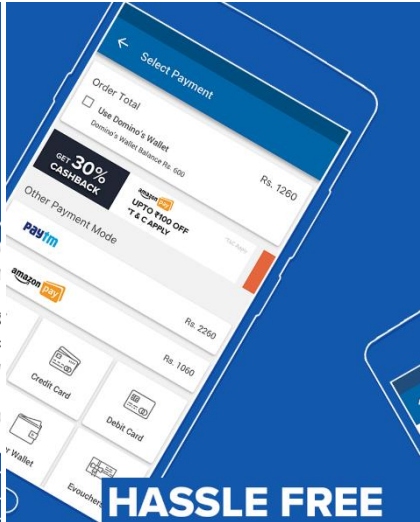
## ADVANCE ORDER

Get your order delivered on a scheduled date and time



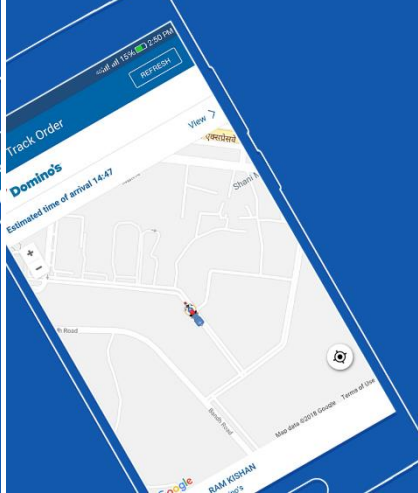
## HASSLE FREE PAYMENTS

Choose from multitude of payment options with exciting cash back offers



## EASY ORDER TRACKING

Real time tracking of your order on map.



# The OLO Connect

Period	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19
Average OLO contribution to delivery sales	51%	57%	60%	63%	65%	68%
Mobile Ordering sales contribution to overall OLO	69%	69%	71%	78%	83%	85%
Downloads of mobile ordering app (cum.)	7.5 mn	7.8 mn	9.0 mn	9.6 mn	10.9 mn	12.6 mn



## HIGHLIGHTS

**DUNKIN'  
DONUTS**

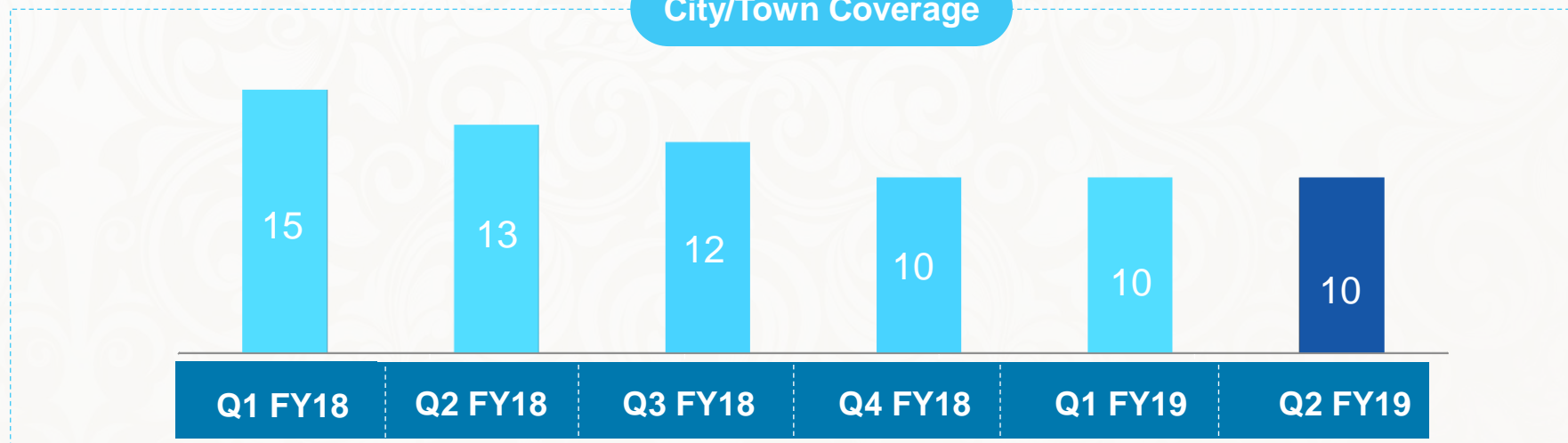
**RESTAURANT  
NETWORK**



## NETWORK DATA

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19
Restaurant at the beginning of the period	63	55	52	44	37	37
New Restaurants	1	2	1	1	1	0
Closed restaurants	9	5	9	8	1	5
Restaurants at the end of the period	55	52	44	37	37	32

## City/Town Coverage







## RESULTS HIGHLIGHTS

Particulars (Rs. mn)	Q2 FY19	Q2 FY18	Growth%	H1 FY19	H1 FY18	Growth%
Revenue from operations (Net)	8,814	7,266	21.3%	17,364	14,055	23.5%
Other Income	108	36	197.4%	180	66	170.6%
<b>Total Income</b>	<b>8,922</b>	<b>7,302</b>	<b>22.2%</b>	<b>17,544</b>	<b>14,121</b>	<b>24.2%</b>
Raw Material & Provisions Consumed	2,238	1,879	19.1%	4,416	3,484	26.8%
Personnel Expenses	1,702	1,564	8.8%	3,265	3,035	7.6%
Rent Expense	829	726	14.2%	1,670	1,516	10.2%
Other Expenses	2,569	2,075	23.8%	5,118	4,203	21.8%
<b>Total Expenditure</b>	<b>7,338</b>	<b>6,244</b>	<b>17.5%</b>	<b>14,468</b>	<b>12,237</b>	<b>18.2%</b>
<b>EBITDA</b>	<b>1,475</b>	<b>1,022</b>	<b>44.4%</b>	<b>2,896</b>	<b>1,818</b>	<b>59.3%</b>
Margins	16.7%	14.1%		16.7%	12.9%	
PBT	1,199	733	63.7%	2,326	1,096	112.1%
Margins	13.6%	10.1%		13.4%	7.8%	
<b>PAT</b>	<b>777</b>	<b>485</b>	<b>60.2%</b>	<b>1,523</b>	<b>723</b>	<b>110.7%</b>
Margins	8.8%	6.7%		8.8%	5.1%	

In Q2 revenues from operations improved **21.3% to Rs. 8,814 million** on the back of:

- Robust Strong Same Store Growth (SSG) of **20.5% in Domino's Pizza**
- Higher delivery sales marked by strong contribution via online ordering (at 68% of total delivery sales)
- Continued momentum in order growth supported by strategic initiatives like all-round product upgrade, Every Day Value (EDV) offer and All new Domino's app





Commenting on the performance for Q2 FY19, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited** said,

*"We are pleased with our Q2 FY 19 performance. Strong growth momentum continues to be driven by successful execution of growth strategy outlined at the beginning of FY 2018."*



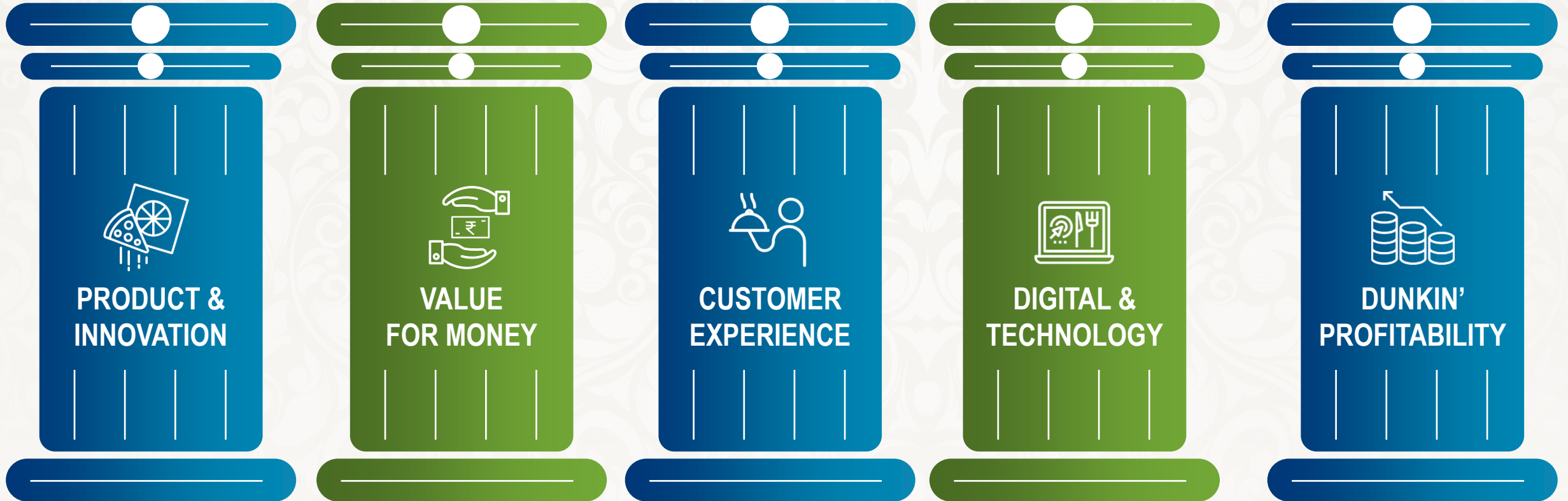
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## KEY FOCUS AREAS



EFFICIENCY AND PRODUCTIVITY





## ABOUT JUBILANT FOODWORKS LTD.

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**Corporate Identification No:** L74899UP1995PLC043677

**Investor e-mail id:** [investor@jublfood.com](mailto:investor@jublfood.com)

**Regd. Office:** Plot 1A, Sector 16A, Institutional Area, Noida-201301, U.P.

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

**Website :** [www.jubilantfoodworks.com](http://www.jubilantfoodworks.com), [www.dominos.co.in](http://www.dominos.co.in), [www.dunkinindia.com](http://www.dunkinindia.com)

### Prakash Bisht / Amit Gupta

**Jubilant FoodWorks Limited**

**Tel:** +91 120 4090 500

**Fax:** +91 120 4090 599

**E-mail:** [prakash.bisht2@jublfood.com](mailto:prakash.bisht2@jublfood.com)

[amit.gupta1@jublfood.com](mailto:amit.gupta1@jublfood.com)

### Siddharth Rangnekar / Nishid Solanki

**CDR, India**

**Tel:** +91 22 6645 1209/1221

**Fax:** +91 22 6645 1213

**Email:** [siddharth@cdr-india.com](mailto:siddharth@cdr-india.com)

[nishid@cdr-india.com](mailto:nishid@cdr-india.com)

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

**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. JFL 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

