

### **Board Report**

#### Dear Members,

Your Directors have pleasure in presenting the Twenty Third (23<sup>rd</sup>) Annual Report, together with the Audited Standalone and Consolidated Financial Statements for the Financial Year ended March 31, 2018 ("FY 2018").

#### **Financial Performance**

A summary of the Company's financial performance in FY 2018 is as follows:

(₹ in Lakhs)

Particulars	Stand	alone	Consolidated		
	FY 2018	FY 2017	FY 2018	FY 2017	
Sales & Other Income	300,316.45	256,055.47	304,147.67	259,813.14	
Profit before Interest, Depreciation & Tax but after exceptional items	46,911.59	24,890.39	46,316.64	24,370.37	
Less: Interest	-	-	-	-	
Less: Depreciation	15,587.75	15,115.25	16,010.58	15,543.22	
Profit / (Loss) before Tax	31,323.84	9,775.14	30,306.06	8,827.15	
Less: Provision for Taxation	10,683.36	3,049.69	10,683.36	3,049.69	
Profit / (Loss) after Tax	20,640.48	6,725.45	19,622.70	5,777.46	

## Results of Operations and the State of Company's Affairs

The highlights of the Company's performance for FY 2018 vis-a-vis FY 2017 are as under:

- a) Revenue from operations increased by 17.1% to ₹ 298,044 Lakhs
- b) EBITDA increased by 81% to ₹ 44,639.20 Lakhs
- Profit before Tax increased by 220.44% to ₹ 31,323.84 Lakhs
- d) Net Profit increased by 206.9% to ₹ 20,640.48 Lakhs

During the year, there are no transfer to the General Reserves.

No material changes and commitments have occurred after the close of the Financial Year till the date of this Report, which affect the financial position of the Company.

The Company with two strong brands in its portfolio addressing different food market segments and is in a sweet spot to leverage on the growth potential of food services segment in India.

During the year, the Company identified key driving the strategic pillars of product and innovation, value for money, customer experience, digital and technology while bringing cost optimization with a clear focus on sustainable growth. Company's emphasis on driving the key strategic pillars translated into healthy same store sales growth YoY, while setting the base for consistent growth in line with the potential of the Quick Service Restaurant (QSR) space.

During the year, the implementation of structural reforms mainly Goods and Services Tax (GST) led to positive change for the organized Restaurant industry. The lowering in rate of applicable GST to 5% allowed the Company to demonstrate its commitment to deliver the best value proposition as the Company passed on the benefits of lower tax rate to the customers while taking a small calibrated price increase on few products to partially cover for the input credit loss.

Domino's Pizza India ("DPI") continuously focused on Innovation for resonating with consumers' evolving tastes and meeting their expectations. With the launch of 'All New Domino's', Domino's Pizza unveiled its most significant product refresh with an across the board enhancement of its pizzas delighting consumers with the choicest taste and best quality. The 360-degree marketing campaign with the tagline 'Aapne Kaha, Humne Kiya'. The upgrade in core pizzas saw massive acceptance as reflected in new consumer acquisition as well as increase in existing consumer's frequency. Further diversifying its side product offering, DPI launched three new formats of chicken products with international flavours.

The Company successfully added 24 Restaurants during the year. DPI's network spanned across 266 cities as on March 31, 2018, as against 264 cities as on March 31, 2017. Seven (7) Restaurants were decommissioned during the year as they failed to deliver on the Company's expected ROI parameters. As of March 31, 2018, the DPI network comprised 1,134 Restaurants as against 1,117 Restaurants as on March 31, 2017.







At Dunkin' Donuts India ("DDI"), a new focus was brought on beverage and donuts, while food continued to be a strong play. The focused strategy of enhancing core offerings, driving efficiencies along with shutdown of unprofitable stores led to significant reduction in DDI losses. DDI has also experimented with smaller Restaurant size.

As an innovation, DDI launched Value range of donuts and signature donuts including Chocotella, White Choco Cheesecake, Choco Symphony and Coffee Toffee. Shaken Iced Coffee, Caramel Hazelnut Latte and Tiramisu Latte were among the new beverages launched during the year. On the food side, Toasties (Chilli Cheese and Chicken) and Big Joy Mayo Burger were added to the menu. DDI drove Value for Money by introducing a range of donuts at ₹ 49 and also introduced a Donut+Coffee combo at ₹ 89 with the objective of seeding the Donuts + Coffee habit.

DDI was cautious in its expansion strategy aligned to the Company's overarching strategy of profitable growth. Five (5) new Restaurants were opened in FY 2018 while 31 Restaurants were decommissioned. The total number of DDI Restaurants stood at 37 as on March 31, 2018 as against 63 as on March 31, 2017.

In the fourth quarter of FY 2018, the Company also commissioned its state-of-the-art facility in Greater Noida, a prestigious accomplishment for the Company that will give a better overall efficiency at the commissary level as well. The Commissary will have manufacturing capacity for dough ball and for a couple of other lines as well.

During the year, there was no change in the nature of the business of the Company.

#### **Bonus Issue**

The Board of Directors at its meeting held on May 08, 2018, recommended issue of bonus shares, subject to the approval of members, to the holders of equity shares of the Company in the proportion of 1 (One) equity share of ₹ 10/- each fully paid up for every 1 (One) equity share of ₹ 10/- each fully paid up as on the record date fixed for this purpose. The bonus shares will be issued by capitalisation of a part of the Securities Premium Account.

#### Dividend

Based on the Company's performance, your Directors are pleased to recommend dividend of ₹ 5/- (i.e. 50%) per equity share of ₹ 10/- each for FY 2018 amounting to ₹ 3,299.23 lakhs (excluding Dividend Distribution Tax of ₹ 678.17 lakhs), subject to approval of members at the ensuing Annual General Meeting ("AGM") of the Company.

The above referred dividend of  $\ref{5}$ -per equity share of  $\ref{10}$ - each is recommended by the Board of Directors on the basis of the existing paid up share capital of the Company (pre bonus share capital). Upon approval of

issuance of Bonus shares, the dividend payout (post bonus issue) will work out to ₹ 2.50/- per equity share of ₹ 10/- each.

#### **Share Capital**

The movement of the share capital during the year is as follows:

	(Amount in ₹)
Particulars	<b>Equity Share</b>
	Capital
At the beginning of the year i.e. as on April 01, 2017	659,490,700
65,949,070 equity shares of ₹ 10/- each	
Stock Options allotted during the year under	
Domino's Employees Stock Option Plan, 2007	354,500
and JFL Employees Stock Option Scheme, 2011	334,300
35,450 equity shares of ₹ 10/- each	
At the end of the year i.e. as on March 31, 2018	659,845,200
65,984,520 equity shares of ₹ 10/- each	

To facilitate the issuance of Bonus Shares and for future requirements, the Board of Directors, subject to the approval of the members, approved the increase in Authorized Share Capital of the Company to ₹ 1,500,000,000/- (Rupees One Hundred Fifty Crore) divided into 150,000,000 (Fifteen Crore) equity shares of ₹ 10/- each by creation of additional 70,000,000 (Seven Crore) equity shares of ₹ 10/- each ranking pari passu in all the respect with the existing equity shares of the Company. The increase in Authorised Share Capital would lead to consequential amendment in the existing Capital Clause of the Memorandum of Association of the Company.

#### **Employees Stock Option Schemes**

The Company has three (3) Employees Stock Option Schemes namely:

- Domino's Employees Stock Option Plan, 2007 ("ESOP 2007")
- JFL Employees Stock Option Scheme, 2011 ("ESOP 2011")
- JFL Employees Stock Option Scheme, 2016 ("ESOP 2016")

**ESOP 2007**: During FY 2018, 6,000 options were exercised. Consequently, all options outstanding under the scheme have been exercised and no further grants were made.

**ESOP 2011:** During FY 2018, 33,932 options were granted under the scheme to the employees of the Company. Further, 179,631 options were exercised during the year.

**ESOP 2016**: During FY 2018, 20,947 options were granted under the scheme to the employees of the Company.

JFL Employees Welfare Trust ("ESOP Trust"): ESOP Trust acquired 380,670 equity shares from the secondary market for the purpose of implementation of ESOP 2011 and ESOP 2016. Out of this, 151,181 equity shares were transferred to the employees pursuant to exercise of options.



No change in paid up capital is expected due to exercise of options as it is envisaged to transfer the equity shares held by ESOP Trust to the employees on exercise of options.

The applicable disclosure under SEBI (Share Based Employee Benefits) Regulations, 2014 (the "ESOP Regulations") as at March 31, 2018 is uploaded on the website of the Company (web link: http://www.jubilantfoodworks.com/investors/financial-information-2/).

There has been no material change in the ESOP 2007, ESOP 2011 & ESOP 2016 (collectively referred as "ESOP Schemes") of the Company and the ESOP Schemes are in compliance with the ESOP Regulations.

Certificates from Deloitte Haskins & Sells LLP, Chartered Accountants, Statutory Auditors, with respect to the implementation of ESOP Schemes would be placed before the members at the ensuing AGM and a copy of the same shall be available for inspection at the Registered Office & Corporate Office of the Company.

## Subsidiary and Joint Venture Jubilant FoodWorks Lanka (Private) Limited ("JFLPL")

During the year, the wholly owned subsidiary Company launched 1 (one) new Domino's Pizza Restaurant, taking its total Restaurant count to 24 (twenty four) as on March 31, 2018 (23 Restaurant count as on March 31, 2017). In line with DPI, Every Day Value proposition was also rolled out for Sri Lanka business. New pizzas and sides were introduced in the menu to fuel excitement among the consumers.

A report on the performance and the financial position of JFLPL, as per Companies Act, 2013 and Rules made thereunder (the "Act") is provided in Form AOC-1 attached to the Consolidated Financial Statements forming integral part of the Annual Report.

Pursuant to the provisions of Section 136 of the Act, separate audited accounts of JFLPL, are available on the website of the Company at www.jubilantfoodworks.com.

#### **Jubilant Golden Harvest Limited**

During the year under review, the Company announced joint venture with Golden Harvest QSR Ltd. (Golden Harvest), part of Golden Harvest group of Bangladesh to launch Domino's Pizza Restaurants in Bangladesh.

For the purpose of this joint venture, a private limited Company, Jubilant Golden Harvest Limited ("JGHL") was incorporated. No investments were made in JGHL by the Company. Subsequent to investment, the Company will be the majority shareholder with 51% of the total shareholding, while Golden Harvest will hold the balance 49%.

#### **Extracts of Annual Return**

The extracts of Annual Return as required under the Act in Form MGT - 9 is annexed herewith as **Annexure "A"** forming integral part of this Report.

#### **Directors and Key Managerial Personnel**

In terms of Articles of Association of the Company and provisions of the Act, Mr. Hari S. Bhartia, Director of the Company, is liable to retire by rotation at the ensuing AGM and being eligible, offer himself for re-appointment. The Board of Directors recommend his re-appointment for the consideration of the members of the Company at the ensuing AGM.

A brief profile and other details as required under the Act, Secretarial Standard-2 and Listing Regulations of the director proposed to be re-appointed is annexed to the Notice convening the AGM.

During the year, Mr. Sachin Sharma, President & Chief Financial Officer and Key Managerial Personnel of the Company resigned from the Company with effect from July 22, 2017.

Mr. Prakash C. Bisht was appointed as EVP & Chief Financial Officer and Key Managerial Personnel of the Company with effect from January 19, 2018. He is a Chartered Accountant with over three decades of experience in the area of Financial Reporting, Financial Planning & Analysis, M&A transactions, Fund raising, Corporate Structuring, IT solution implementation and Commercial Operations.

## Particulars of Employees, Directors & Key Managerial Personnel

The details of Employees, Directors and Key Managerial Personnel as required under Section 197 of the Act read with Companies (Appointment and Remuneration) Rules, 2014 is annexed herewith as **Annexure "B"** forming integral part of this Report.

#### Loans, Guarantees and Investments

Particulars of loans, guarantees and investments made under the provisions of Section 186 of the Act have been disclosed in Note 04 to the Standalone Financial Statements forming integral part of the Annual Report.

#### **Related Party Transactions**

All contracts, arrangements and transactions entered by the Company during FY 2018 with related parties were in the ordinary course of business and on arm's length basis and were approved by the Audit Committee. During the year, the Company had not entered into any materially significant transaction with related parties as defined in the Company's Policy on materiality and dealing with







related party transactions (the "policy"). Accordingly the disclosure of Related Party Transactions in Form AOC 2 is not applicable.

Related Party disclosures have been disclosed in Note 33 to the Standalone Financial Statements forming integral part of the Annual Report.

## Auditors and Auditor's Report Statutory Auditors

Deloitte Haskins & Sells LLP, Chartered Accountants (ICAI Regn. No. 117366W/W-100018) (Deloitte), were appointed as Statutory Auditors of the Company to hold office from the conclusion of 22<sup>nd</sup> AGM until the conclusion of 27<sup>th</sup> AGM of the Company, subject to ratification by the members at every intervening AGM.

The Board of Directors has recommended ratification of appointment of Deloitte as Statutory Auditors to the members of the Company.

The Auditors' Report read together with Annexure referred to in the Auditors' Report do not contain any qualification, reservation, adverse remark or disclaimers. During the year under review, the Statutory Auditors have not reported any matter under Section 143 (12) of the Act, therefore no detail is required to be disclosed under Section 134 (3)(ca) of the Act.

#### **Secretarial Auditors**

The Secretarial Audit Report for the Financial Year ended March 31, 2018 received from Chandrasekaran Associates, Secretarial Auditors of the Company is annexed herewith as **Annexure** "C" forming integral part of this report. The said report is self-explanatory and does not contain any qualification, reservation, adverse remark or disclaimers.

#### Risk Management

The detailed Risk Review is provided in the Management Discussion & Analysis section forming integral part of the Annual Report.

#### **Internal Financial Control**

The Company has in place adequate internal financial controls with reference to Financial Statements. During the year, such controls were tested and no reportable material weakness in the design or operations were observed.

#### **Management Discussion and Analysis Report**

The Management Discussion and Analysis Report for the year under review, in terms of Regulation 34 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") is presented in a separate section, forming integral part of the Annual Report.

#### **Business Responsibility Report**

Regulation 34 of Listing Regulations mandates inclusion of the Business Responsibility Report ("BRR") as part of the Annual Report for top five hundred (500) listed entities based on market capitalization as on March 31 of every Financial Year.

In compliance with Listing Regulations, BRR is annexed as **Annexure "D"** forming integral part of this Report.

#### **Corporate Social Responsibility**

In terms of Section 135 of the Act read with the Companies (Corporate Social Responsibility) Rules, 2014 as amended ("CSR Rules"), the Board of Directors have approved a Corporate Social Responsibility Policy ("CSR Policy") that strives towards welfare and sustainable development of the different segments of the community, specifically the deprived and underprivileged segment.

The Annual Report on CSR is annexed as **Annexure "E"** forming integral part of this Report.

#### **Corporate Governance**

The Corporate Governance philosophy of the Company is driven by the interest of stakeholders and business needs of the organization. The Company continues to be compliant with the requirements of Corporate Governance as enshrined in Listing Regulations. In terms of Regulation 27 of Listing Regulations, the Corporate Governance Report is annexed as **Annexure "F"** forming integral part of this Report.

The Corporate Governance Report, inter-alia, contains the following disclosures:

- a) Details of Board & Committee Meetings;
- Composition of Sustainability and Corporate Social Responsibility Committee;
- c) Details of Whistle Blower Policy (Vigil Mechanism);
- d) Dividend Distribution Policy;
- e) Appointment & Remuneration Policy;
- f) Performance Evaluation criteria of the Board, its Committees & individual Directors.

#### **Sexual Harassment**

Pursuant to the provisions of The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013, the Company has adopted a policy on prevention of sexual harassment at workplace.

The Company is committed towards promoting the work environment that ensures every employee is treated with dignity and respect and afforded equitable treatment irrespective of their gender, race, social class, caste, creed,



religion, place of origin, sexual orientation, disability or economic status.

During the Calendar year, the Company received 1 (one) complaint which was suitably addressed.

## Conservation of Energy, Technology Absorption, Foreign Exchange Earnings and Outgo

#### A) Conservation of Energy

The Company is committed to take effective measures to conserve energy and drive energy efficiency in its operations and also continuously making efforts on increasing use of renewable energy and enhancing waste management to reduce the carbon footprint. The Company also strives to focus on technologies, processes and improvements that matter for the environment.

Accordingly, the Company undertook some costeffective energy-efficiency initiatives across its Restaurants and Supply Chain Centres ("SCC").

### The steps taken or impact on conservation of energy

- Installation of energy efficient LED Lights in all Restaurants and SCC.
- Installation of Energy Management System in 425 (approx.) Restaurants.
- Installation of Energy Saving Sensors in the AC System of 388 (approx.) Restaurants.
- Solar Power plant at Nagpur, Kolkata, and Mumbai SCCs. Efforts are on to install plants at Greater Noida SCC.
- Onsite Sewage Treatment Plant at Greater Noida SCC to treat 100% of the waste water generated.

## ii) The steps taken by the Company for utilizing alternate sources of energy in few Restaurants

 Conversion of Liquefied Petroleum Gas Fuel into Piped Natural Gas for Ovens installed.

### iii) The capital investment on energy conservation equipment:

(₹ in Lakhs)

Particulars	È	Amount
Replacement of old AC with Inverter AC's		230

#### (B) Technology Absorption

All steps taken towards Energy Conservation are the result of technology absorption, however, there is no specific information to be furnished in this regard.

#### (C) Foreign Exchange Earnings & Outgo

Information pertaining to Foreign Exchange Earnings & Outgo is as under:-

(₹ in Lakhs)

		( III Lakiis)
Particulars	FY 2018	FY 2017
Foreign Exchange Earnings		
Export of Goods (FOB value basis)	-	-
Total Inflow	-	-
CIF Value of Imports (Actuals)		
Raw Materials & Components	224.76	101.31
Store & Spares	-	4.08
Capital Goods	384.73	154.72
Expenditure in Foreign Currency		
(Actuals)		
Foreign Travel	17.34	3.67
Franchisee Fees	7,727.28	6,844.22
Store Opening Fees	115.73	403.03
Total Outflow	8,469.84	7,511.03

#### **Directors Responsibility Statement**

Your Directors state that:

- a) in the preparation of the annual accounts, the applicable accounting standards had been followed along with proper explanation relating to material departures;
- they have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the Financial Year and of the profit of the Company for that period;
- they have had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- they have prepared the annual accounts on a going concern basis;
- e) they have laid down internal financial controls to be followed by the Company and that such internal financial controls are adequate and were operating effectively; and Based on the framework of internal financial controls including the financial reporting and compliance systems established and maintained by the Company, work performed by the internal, statutory and secretarial auditors and the reviews performed by the management, the Board is of the opinion that the Company's internal financial controls are adequate and effective during the FY 2018.
- f) they have devised proper systems to ensure compliance with the provisions of all applicable laws







and that such systems were adequate and operating effectively.

**Other Statutory Disclosures** 

Your Directors state that no disclosure or reporting is required in respect of the following items as there were no transactions on these items during the year under review:

- a) No deposits have been accepted by the Company during the year from the public. The Company had no outstanding, unpaid or unclaimed public deposits at the begining and end of financial year 2017-18.
- b) No equity shares were issued with differential rights as to dividend, voting or otherwise.
- c) Issue of shares (including sweat equity shares) to employees of the Company under any Scheme save and except ESOP Schemes referred to in this Report.
- The Wholetime Director of the Company doesn't receive any remuneration or commission from its subsidiary Company.
- e) No significant or material orders were passed by the Regulators/Courts/Tribunals which impact the going concern status and Company's operations in future.

The Company has complied with the applicable Secretarial Standards on Meetings of the Board of Directors and on

General Meetings issued by the Institute of Company Secretaries of India.

#### Acknowledgements

Your Directors take this opportunity to thank and acknowledge with gratitude the cooperation and assistance received from Domino's International, Dunkin' Donuts International, Government and Regulatory Authorities, Business Partners, Bankers, Members and other Stakeholders. Also, the Board places on record its appreciation for the enthusiastic, co-operation, hard work, dedication and commitment of the employees at all levels.

Your Directors would also like to appreciate the confidence and loyalty displayed by the guests, whom the Company always strive to serve better.

For and on behalf of the Board of Directors

Sd/-Shyam S. Bhartia Chairman & Director DIN No. 00010484

Hari S. Bhartia Co-Chairman & Director DIN No. 00010499

Place: Noida Date: May 08, 2018

(Figures have been rounded off for the purpose of reporting)

Annexure A

Sd/-

#### Form No. MGT-9

EXTRACT OF ANNUAL RETURN

As on the Financial Year ended on March 31, 2018 [Pursuant to Section 92(3) of the Companies Act, 2013 and Rule 12(1) of the Companies (Management and Administration) Rules, 2014]

#### I. Registration and other Details:

1)	Corporate Identification Number	L74899UP1995PLC043677
2)	Registration Date	March 16, 1995
3)	Name of the Company	Jubilant FoodWorks Limited
4)	Category/ Sub-Category of the Company	Public Company Limited by Shares/Indian Non-Government Company
5)	Address of Registered Office and Contact Details	Plot No. 1A, Sector 16A, Noida - 201301, U.P., India Tel: +91 120 4090500 Fax: +91 120 4090599 Email: investor@jublfood.com
6)	Whether Listed Company	Yes
7)	Name, address and Contact details of Registrar and Transfer Agent, if any	Link Intime India Private Limited (Unit: Jubilant FoodWorks Limited) 44 Community Centre, 2 <sup>nd</sup> Floor, Naraina Industrial Area, Phase 1, New Delhi- 110028 Tel: +91 011 41410592/93/94 Fax: +91 011 41410591 Email- delhi@linkintime.co.in



#### II. Principal Business Activities of the Company

All the business activities contributing 10 % or more of the total turnover of the Company shall be stated:-

S. No.	Name and Description of main Products / Services	NIC Code of the Product/ Service	% to total turnover of the Company
1.	Food & Beverage	56	100%

#### III. Particulars of Holding, Subsidiary and Associate Companies -

S. No	Name and Address of the Company	CIN/GLN	Holding/Subsidiary/ Associate		Applicable Section
1.	Jubilant FoodWorks Lanka (Private) Limited No.164, Galle Road, Dehiwala, Sri Lanka	PV-74295	Subsidiary	100	2 (87)

#### IV. Shareholding Pattern (Equity Share Capital Breakup as percentage of Total Equity)

#### i) Category-wise Share Holding

Category code	Category of Shareholder			the beginning pril 1, 2017)	of the			t the end of th h 31, 2018)	e year	% of Change during the
(1)	(II)	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	year
(A)	Shareholding of Promoter and Promoter Group									
1	Indian									
(a)	Individuals/ HUF	3	0	3	0.00	3	0	3	0.00	0.00
(b)	Central/State Governments	0	0	0	0.00	0	0	0	0.00	0.00
(c)	Bodies Corporate	29,652,780	0	29,652,780	44.96	29,652,780	0	29,652,780	44.94	(0.02)*
(d)	Bank/FI	0	0	0	0.00	0	0	0	0.00	0.00
(e)	Any Others(Specify)	0	0	0	0.00	0	0	0	0.00	0.00
	Sub Total(A)(1)	29,652,783	0	29,652,783	44.96	29,652,783	0	29,652,783	44.94	(0.02)
2	Foreign									
(a)	NRIs- Individual	1	0	1	0.00	1	0	1	0.00	0.00
(b)	Other-Individuals	0	0	0	0.00	0	0	0	0.00	0.00
(c)	Bodies Corporate	0	0	0	0.00	0	0	0	0.00	0.00
(d)	Bank/FI	0	0	0	0.00	0	0	0	0.00	0.00
(e)	Any Others(Specify)	0	0	0	0.00	0	0	0	0.00	0.00
	Sub Total(A)(2)	1	0	1	0.00	1	0	1	0.00	0.00
	Total Shareholding of Promoter and Promoter Group (A)= (A)(1)+(A) (2)	29,652,784	0	29,652,784	44.96	29,652,784	0	29,652,784	44.94	(0.02)
(B)	Public shareholding									
1	Institutions									
(a)	Mutual Funds	8,784,251	0	8,784,251	13.32	5,834,839	0	5,834,839	8.84	(4.48)
(b)	Bank/FI	12,651	0	12,651	0.02	89,448	0	89,448	0.14	0.12
(c)	Central / State Governments	0	0	0	0.00	74,197	0	74,197	0.11	0.11
(d)	Venture Capital Funds	0	0	0	0.00	0	0	0	0.00	0.00
(e)	Insurance Companies	0	0	0	0.00	0	0	0	0.00	0.00
(f)	FII (including foreign portfolio investors)	19,026,841	0	19,026,841		24,376,187	0	24,376,187	36.94	8.09
(g)	Foreign Venture Capital	0	0	0	0.00	0	0	0	0.00	0.00
(h)	Any Other (specify)	0	0	0	0.00	0	0	0	0.00	0.00
	Alternate Investment Fund	0	0	0	0.00	52,980	0	52,980	0.08	0.08
	Sub-Total (B)(1)	27,823,743	0	27,823,743	42.19	30,427,651	0	30,427,651	46.11	3.92







Category code	Category of Shareholder			the beginning pril 1, 2017)	e beginning of the ril 1, 2017)		of shares held at the end of the year (As on March 31, 2018)		% of Change during the	
(1)	(II)	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	year
2	Non-institutions									
(a)	Bodies Corporate i) Indian	4,798,227	0	4,798,227	7.28	3,130,487	0	3,130,487	4.74	(2.53)
	ii) Overseas	0	0	0	-	0	0	0.00	0	0.00
(b)	Individuals									
Ι	Resident Individuals holding nominal share capital up to ₹ 1 lakh	2,102,249	81	2,102,330	3.19	1,630,011	81	1,630,092	2.47	(0.72)
II	Resident Individuals holding nominal share capital in excess of ₹1 lakh.	389,083	0	389,083	0.59	212,586	0	212,586	0.32	(0.27)
(c)	Others (Specify)									
(c-i)	Trust	685,210	0	685,210	1.04	527,772	0	527,772	0.80	(0.24)
(c-ii)	Non-Resident Indians	180,923	0	180,923	0.27	142,408	0	142,408	0.22	(0.06)
(c-iii)	Clearing Members	260,737	0	260,737	0.40	208,778	0	208,778	0.32	(0.08)
(c-iv)	HUF	56,033	0	56,033	0.08	51,562	0	51,562	0.08	(0.01)
(c-v)	Foreign Portfolio Investor (Individual)	0	0	0	0.00	400	0	400	0.00	0.00
	Sub-Total (B)(2)	8,472,462	81	8,472,543	12.85	5,904,004	81	5,904,085	8.95	(3.90)
(B)	Total Public Shareholding (B)= (B) (1)+(B)(2)	36,296,205	81	36,296,286	55.04	36,331,655	81	36,331,736	55.06	0.02
(C)	Shares held by Custodian for GDR's & ADR's	0	0	0.00	0.00	0	0	0.00	0.00	0.00
	Grand Total (A)+(B)+(C)	65,948,989	81	65,949,070	100	65,984,439	81	65,984,520	100.00	0.00

#### Shareholding of Promoters including Promoter Group

S. No.	Shareholders Name		at the beginnin s on April 1, 201		Sharehold As	% change in shareholding		
		No. of Shares	% of total Shares of the Company	% of Shares Pledged/ encumbered to total shares	No. of Shares	% of total Shares of the Company	% of Shares Pledged/ encumbered to total shares	during the year
1	Jubilant Consumer Private Limited	29,652,777	44.96	21.56	29,652,777	44.94	5.34	(0.02)*
2	Shyam S. Bhartia	1	0.00	0.00	1	0.00	0.00	0.00
3	Hari S. Bhartia	1	0.00	0.00	1	0.00	0.00	0.00
4	Jubilant Capital Pvt Ltd	1	0.00	0.00	1	0.00	0.00	0.00
5	Jubilant Securities Pvt Ltd.	2	0.00	0.00	2	0.00	0.00	0.00
6	Shobhana Bhartia	1	0.00	0.00	1	0.00	0.00	0.00
7	Kavita Bhartia	1	0.00	0.00	1	0.00	0.00	0.00
	Total	29,652,784	44.96	21.56	29,652,784	44.94	5.34	(0.02)

#### iii) Change in Promoter's Shareholding including Promoter Group

٠		a			ote. C. Cup			
S. No.	Name		lding at the g of the year	Date	Increase/ (Decrease) in Share-holding	Reasons	Cumula Shareholding year / share end of th	during the holding at
		No. of Shares	% of total shares of the Company				No. of Shares	% of total shares of the Company
1	No change during the	e FY 2017-18						

Note:

\*Change in Shareholding due to allotment of 35,450 equity shares to the employees under ESOP Schemes of the Company during FY 2018.

Note:

\*Change in Shareholding due to allotment of 35,450 equity shares to the employees under ESOP Schemes of the Company during FY 2018.



#### iv) Shareholding Pattern of Top 10 Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs)

S.No	Name	Shareholding			ecrease in the eholding	Cumulative Shareholding during the year (April 1, 2017) to (March 31, 2018)		
		No. of Shares at the beginning(April 1, 2017)/end of the year (March 31, 2018)	% of Total Share of the Company	As on benpos date	Purchase (+)/ Sale (-) during the year	No. of Shares	% of Tota Share of the Company**	
1	RELIANCE CAPITAL TRUSTEE CO.	981,000	1.49	1-Apr-17				
•	LTD A/C RELIANCE TAX SAVER			21-Jul-17	44,404	1,025,404	1.55	
	(ELSS) FUND#			15-Sep-17	-125,404	900,000	1.30	
				22-Sep-17	-90,000	810,000	1.23	
				6-Oct-17	-45,000	765,000	1.16	
				19-Jan-17	-135,000	630,000	0.96	
				2-Feb-18	-360,000	270,000	0.4	
				9-Feb-18	-270,000	0		
		0	0.00	31-Mar-18	-	0	0.00	
 2	FRANKLIN TEMPLETON MUTUAL	1,280,000	1.94	1-Apr-17				
	FUND A/C FRANKLIN INDIA			12-May-17	70,000	1,350,000	2.05	
	PRIMA PLUS#			2-Jun-17	50,000	1,400,000	2.12	
				30-Jun-17	100,000	1,500,000	2.27	
				7-Jul-17	17,500	1,517,500	2.30	
				21-Jul-17	-17,500	1,500,000	2.27	
				27-Oct-17	-200,000	1,300,000	1.97	
				24-Nov-17	-79,620	1,220,380	1.85	
				1-Dec-17	-108,040	1,112,340	1.69	
				22-Dec-17			1.70	
					101 110	1,121,110	1.55	
				5-Jan-18	-101,110	1,020,000		
				12-Jan-18	-120,000	900,000	1.36	
				26-Jan-18	-327,305	572,695	0.87	
				2-Feb-18	-47,695	525,000	0.80	
				2-Mar-18	-25,000	500,000	0.76	
				9-Mar-18	-50,000	450,000	0.68	
				16-Mar-18	-120,000	330,000	0.50	
				23-Mar-18	-155,720	174,280	0.26	
				30-Mar-18	-154,280	20,000	0.03	
		20,000	0.03	31-Mar-18	0	20,000	0.03	
3	MORGAN STANLEY MAURITIUS COMPANY LIMITED#	1,055,686	1.60	1-Apr-17				
				7-Apr-17	-2,361	1,053,325	1.60	
				28-Apr-17	-63,795	989,530	1.50	
				5-May-17	-91,000	898,530	1.36	
				2-Jun-17	-511,823	386,707	0.59	
				9-Jun-17	-260,831	125,876	0.19	
				16-Jun-17	-2,500	123,376	0.19	
				23-Jun-17	-33,500	89,876	0.14	
				14-Jul-17	-28,685	61,191	0.09	
				21-Jul-17	-19,678	41,513	0.06	
		41,513	0.06	31-Mar-18	0	41,513	0.06	
4	RELIANCE CAPITAL TRUSTEE	1,700,000	2.58	1-Apr-17				
	CO. LTD A/C RELIANCE EQUITY OPPORTUNITIES FUND#			21-Apr-17	-44,829	1,655,171	2.51	
	on on in in in one			5-May-17	-14,856	1,640,315	2.49	
				12-May-17	-61,665	1,578,650	2.39	
					-9,000	1,569,650	2.38	
				19-May-17		1,512,650	2.29	
				26-May-17	-57,000			
				21-Jul-17	-12,650	1,500,000	2.27	
				4-Aug-17	-135,261	1,364,739	2.07	







S.No	Name	Shareholdin	g		ecrease in the eholding	Cumulative Shareholding during the year (April 1, 2017) to (March 31, 2018)		
		No. of Shares at the beginning(April 1, 2017)/end of the year (March 31, 2018)	% of Total Share of the Company	As on benpos date	Purchase (+)/ Sale (-) during the year	No. of Shares	% of Total Share of the Company**	
				11-Aug-17	-215,000	1,149,739	1.74	
				18-Aug-17	-50,000	1,099,739	1.67	
				8-Sep-17	-44,013	1,055,726	1.60	
				15-Sep-17	-355,726	700,000	1.06	
				29-Sep-17	-42,000	658,000	1.00	
				27-Oct-17	-358,000	300,000	0.45	
				3-Nov-17	-50,000	250,000	0.38	
				24-Nov-17	-25,000	225,000	0.34	
				1-Dec-17	-25,000	200,000	0.30	
				8-Dec-17	-50,000	150,000	0.23	
				15-Dec-17	-150,000	0	-	
		0	0.00	31-Mar-18	0	0	0.00	
5	PRAZIM TRADING AND	961,838	1.46	1-Apr-17				
	INVESTMENT CO. PVT. LTD.#			29-Sep-17	-103,979	857,859	1.30	
				6-Oct-17	-10,888	846,971	1.28	
				13-Oct-17	-120,494	726,477	1.10	
				20-Oct-17	-113,000	613,477	0.93	
				27-Oct-17	-30,000	583,477	0.88	
				8-Dec-17	-214,500	368,977	0.56	
		368,977	0.56	31-Mar-18	0	368,977	0.56	
6	LO FUNDS - EMERGING HIGH	910,000	1.38	1-Apr-17				
	CONVICTION (EARLIER KNOWN			7-Apr-17	-20,000	890,000	1.35	
	AS LO FUNDS - EMERGING CONSUMER)#			2-Jun-17	20,000	910,000	1.38	
	,			9-Jun-17	20,000	930,000	1.41	
				21-Jul-17	-90,000	840,000	1.27	
				18-Aug-17	-40,000	800,000	1.21	
				15-Dec-17	-50,000	750,000	1.14	
				22-Dec-17	-150,000	600,000	0.91	
				29-Dec-17	-120,000	480,000	0.73	
				5-Jan-18	-50,000	430,000	0.65	
				26-Jan-18	-50,000	380,000	0.58	
		380.000	0.58	31-Mar-18	0	380.000	0.58	
7	ICICI PRUDENTIAL BALANCED	845,554	1.28	1-Apr-17				
	ADVANTAGE FUND#			23-Jun-17	-211,818	633,736	0.96	
				30-Jun-17	-391,592	242,144	0.37	
				7-Jul-17	-242,144	0		
		0	0.00	31-Mar-18	0	0	0.00	
8	JP MORGAN INDIAN	908,063	1.38	1-Apr-17				
	INVESTMENT COMPANY	908,063	1.38	31-Mar-18	0	908,063	1.38	
	(MAURITIUS) LIMITED							
9	MORGAN STANLEY (FRANCE) S.A.*	-	0.00	1-Apr-17	7.000	7.000	0.01	
				21-Apr-17	7,000	7,000	0.01	
				28-Apr-17	-4,500	2,500	0.00	
				5-May-17	80,000	82,500	0.13	
				12-May-17	87,000	169,500	0.26	
				19-May-17	7,229	176,729	0.27	
				26-May-17	-74,109	102,620	0.16	
				2-Jun-17	-96,647	5,973	0.01	
				9-Jun-17	-996	4,977	0.01	
				16-Jun-17	2,500	7,477	0.01	

S.No	Name	Shareholding	9		ecrease in the eholding	Cumulative Sh during the year ( to (March 3	April 1, 2017)
		No. of Shares at the beginning(April 1, 2017)/end of the year (March 31, 2018)	% of Total Share of the Company	As on benpos date	Purchase (+)/ Sale (-) during the year	No. of Shares	% of Total Share of the Company**
				23-Jun-17	144,717	152,194	0.23
				30-Jun-17	-15,500	136,694	0.21
				7-Jul-17	69,860	206,554	0.31
				14-Jul-17	21,202	227,756	0.35
				21-Jul-17	417,080	644,836	0.98
				28-Jul-17	56,346	701,182	1.06
				4-Aug-17	54,459	755,641	1.15
				11-Aug-17	-138,061	617,580	0.94
					-55,746		0.85
				18-Aug-17		561,834	
				25-Aug-17	-47,783	514,051	0.78
				1-Sep-17	373,316	887,367	1.35
				8-Sep-17	91,915	979,282	1.48
				15-Sep-17	-39,001	940,281	1.43
				22-Sep-17	20,427	960,708	1.46
				29-Sep-17	184,475	1,145,183	1.74
				6-Oct-17	-36,000	1,109,183	1.68
				13-Oct-17	25,147	1,134,330	1.72
				20-Oct-17	95	1,134,425	1.72
				27-Oct-17	168,496	1,302,921	1.98
				3-Nov-17	32,916	1,335,837	2.03
				10-Nov-17	25,723	1,361,560	2.06
				17-Nov-17	-70,498	1,291,062	1.96
				24-Nov-17	6,521	1,297,583	1.97
				1-Dec-17	92,035	1,389,618	2.11
				8-Dec-17	167,546	1,557,164	2.36
				15-Dec-17	10,555	1,567,719	2.38
				22-Dec-17	34,884	1,602,603	2.43
				29-Dec-17	43,414	1,646,017	2.50
				5-Jan-18	-112,979	1,533,038	2.32
				12-Jan-18	-115,426	1,417,612	2.15
				19-Jan-18	46,125	1,463,737	2.22
				2/ 1 10			2.25
				26-Jan-18	20,821	1,484,558	
				2-Feb-18	104,707	1,589,265	2.41
				9-Feb-18	15,923	1,605,188	2.43
				16-Feb-18	-10,311	1,594,877	2.42
				23-Feb-18	-12,910	1,581,967	2.40
				2-Mar-18	-5,561	1,576,406	2.39
				9-Mar-18	8,895	1,585,301	2.40
				16-Mar-18	-77,743	1,507,558	2.29
				23-Mar-18	-51,932	1,455,626	2.21
				30-Mar-18	-10,277	1,445,349	2.19
		1,445,349	2.19	31-Mar-18	0	1,445,349	2.19
10	KOTAK FUNDS - INDIA MIDCAP	-	0.00	1-Apr-17			
	FUND*			22-Sep-17	208,879	208,879	0.32
				29-Sep-17	85,060	293,939	0.45
				6-Oct-17	16,925	310,864	0.47
				3-Nov-17	237,992	548,856	0.83
				10-Nov-17	106,145	655,001	0.99
				9-Feb-18	68,172	723,173	1.10







S.No	Name	Shareholding		ecrease in the eholding	Cumulative Sh during the year ( to (March 3	April 1, 2017)	
		No. of Shares at the beginning(April 1, 2017)/end of the year (March 31, 2018)	% of Total Share of the Company	As on benpos date	· ·	No. of Shares	Share of the
				23-Feb-18	61,588	784,761	1.19
				9-Mar-18	25,320	810,081	1.23
		810,081	1.23	31-Mar-18	0	810,081	1.23
11	ABU DHABI INVESTMENT	818,205	1.24	1-Apr-17			
	AUTHORITY - JHELUM*			9-Mar-18	-66,200	752,005	1.14
		752,005	1.14	31-Mar-18	0	752,005	1.14
12	ONTARIO TEACHERS' PENSION	-	0.00	1-Apr-17			
	PLAN BOARD MANAGED BY AROHI ASSET MANAGEMENT			21-Apr-17	39,700	39,700	0.06
	PTE LTD-NP9Q*			28-Apr-17	105,893	145,593	0.22
				5-May-17	108,300	253,893	0.38
				12-May-17	29,005	282,898	0.43
				19-May-17	53,173	336,071	0.51
				2-Jun-17	19,876	355,947	0.54
				9-Jun-17	57,139	413,086	0.63
				16-Jun-17	19,609	432,695	0.66
				23-Jun-17	24,500	457,195	0.69
				7-Jul-17	64,311	521,506	
				21-Jul-17	66,232	587,738	
				4-Aug-17	41,500	629,238	25 0.66 25 0.69 26 0.79 28 0.89 28 0.95 20 0.97 22 0.97 25 1.11 26 0.91
				11-Aug-17	8,278	637,516	
				22-Sep-17	3,256	640,772	
				13-Oct-17	90,383	731,155	
		731,155	1.11	31-Mar-18	0	731,155	
13	DERIVE TRADING AND RESORTS	607,110	0.92	1-Apr-17			
	PRIVATE LIMITED*			2-Jun-17	-6,650	600,460	0.91
				17-Nov-17	124,300	724,760	
		724,760	1.10	31-Mar-18	0	724,760	
14	CAUSEWAY EMERGING MARKETS	-	0.00	1-Apr-17		72-17-00	
	FUND*			23-Mar-18	268,331	268,331	0.41
				30-Mar-18	361,723	630,054	
		630,054	0.95	31-Mar-18	0	630,054	
15	VANGUARD EMERGING MARKETS	514,765	0.78	1-Apr-17		050,054	0.75
.5	STOCK INDEX FUND, A SERIES	314,703	0.70	7-Apr-17	9,701	524,466	0.80
	OF VANGUARD INTERNATIONAL			28-Apr-17	890	525,356	
	EQUITY INDEX FUNDS*						
				5-May-17	7,120	532,476	
				12-May-17	2,225	534,701	0.69 0.79 0.89 0.95 0.97 0.97 1.11 1.11 0.91 1.10 1.10 0.41 0.96 0.95 0.80 0.80 0.81 0.81 0.81 0.82 0.83 0.83 0.87 0.87 0.87 0.87 0.88 0.89 0.90
				19-May-17	4,806	539,507	
				2-Jun-17	1,958	541,465	
				7-Jul-17	3,115	544,580	% of Total Share of the Company**  1.19 1.23 1.23 1.14 1.14 1.14 0.06 0.22 0.38 0.43 0.51 0.54 0.63 0.66 0.69 0.79 0.89 0.95 0.97 1.11 1.11 1.11 0.91 1.10 0.41 0.96 0.95 0.80 0.80 0.81 0.81 0.81 0.82 0.83 0.83 0.87 0.87 0.87 0.88 0.89 0.990 0.90
				14-Jul-17	2,225	546,805	
				28-Jul-17	25,692	572,497	
				4-Aug-17	1,958	574,455	
				11-Aug-17	2,581	577,036	
				1-Sep-17	3,204	580,240	
				8-Sep-17	4,539	584,779	
				15-Sep-17	4,094	588,873	
				6-Oct-17	2,670	591,543	
				13-Oct-17	2,759	594,302	
				20-Oct-17	2,047	596,349	0.90

S.No	Name	Shareholding			ecrease in the eholding	Cumulative Shareholding during the year (April 1, 2017) to (March 31, 2018)	
		No. of Shares at the beginning(April 1, 2017)/end of the year (March 31, 2018)	% of Total Share of the Company	As on benpos date	Purchase (+)/ Sale (-) during the year	No. of Shares	% of Total Share of the Company**
				27-Oct-17	1,869	598,218	0.91
				22-Dec-17	-910	597,308	0.91
				26-Jan-18	3,290	600,598	0.91
				2-Feb-18	2,940	603,538	0.92
				30-Mar-18	-3,600	599,938	0.91
		599,938	0.91	31-Mar-18	0	599,938	0.91
16	AZIM PREMJI TRUST	1,529,682	2.32	1-Apr-17			
				13-Oct-17	-50,000	1,479,682	2.24
				2-Feb-18	-310,000	1,169,682	1.77
				9-Feb-18	-162,488	1,007,194	1.53
				16-Feb-18	-300,000	707,194	1.07
				23-Feb-18	-35,000	672,194	1.02
				2-Mar-18	-69,977	602,217	0.91
		602,217	0.91	31-Mar-18	0	602,217	0.91
17	JPMORGAN SICAV INVESTMENT	1,053,343	1.60	1-Apr-17			
	COMPANY (MAURITIUS)			2-Feb-18	-150,000	903,343	1.37
				23-Mar-18	-60,000	843,343	1.28
				30-Mar-18	-80,000	763,343	1.16
		763,343	1.16	31-Mar-18	0	763,343	1.16
18	JPMORGAN INDIA FUND	818,209	1.24	1-Apr-17			
				2-Feb-18	-100,000	718,209	1.09
				9-Feb-18	-52,732	665,477	1.01
				16-Feb-18	-63,221	602,256	0.91
				23-Feb-18	-34,047	568,209	0.86
		568,209	0.86	31-Mar-18	0	568,209	0.91 0.91 0.91 0.91 0.91 0.91 0.91 0.91
19	AROHI EMERGING ASIA MASTER	-	0.00	1-Apr-17			
	FUND			16-Jun-17	350,828	350,828	0.53
				7-Jul-17	54,656	405,484	0.61
				21-Jul-17	50,415	455,899	0.91 0.92 0.91 0.91 0.91 0.91 0.91 0.91 0.91 1.77 1.53 1.07 1.02 0.91 0.91 1.37 1.16 1.16 1.16 1.16 0.91 0.91 0.86 0.86 0.86 0.53 0.61 0.69 0.74 0.75 0.75 0.86 0.87
				4-Aug-17	31,100	486,999	0.74
				11-Aug-17	6,393	493,392	0.75
				22-Sep-17	2,502	495,894	0.75
				13-Oct-17	69,575	565,469	0.86
				9-Feb-17	5,500	570,969	0.87
		570,969	0.87	31-Mar-18	0	570,969	0.87

<sup>\*</sup>Not in the list of Top 10 (Ten) Shareholders as on April 1, 2017. However, the same has been reflected above since the Shareholder was in the Top 10 (Ten) Shareholders as on March 31, 2018.

#Ceased to be in the list of Top 10 (Ten) Shareholders as on March 31, 2018. The same has been reflected above since the shareholder was in the Top 10 (Ten) Shareholders as on April 1, 2017.

\*\*All cumulative holdings after transfer are being calculated on the basis of Paid-up Share Capital as on March 31, 2017, except cumulative holding at the end of the year.







#### v) Shareholding of Directors and Key Managerial Personnel

S. No.	Name		olding at the ning of year	Date	Increase/ (Decrease) in Share- holding	Reason	during	Shareholding the year / g at end of year
		No. of Shares	% of total shares of the Company		holding		No. of Shares	% of total shares of the Company*
A.	Directors							
1	Shyam S. Bhartia	1	0.00	1-Apr-17	0	Nil Movement		
				31-Mar-18			1	0.00
2	Hari S. Bhartia	1	0.00	1-Apr-17	0	Nil Movement		
				31-Mar-18			1	0.00
3	Pratik R. Pota	210	0.00	1-Apr-17				
				12-Jun-17	400	Purchase	610	0.00
				13-Jun-17	500	Purchase	1,110	0.00
				14-Jun-17	1,500	Purchase	2,610	0.00
				16-Jun-17	2,000	Purchase	4,610	0.01
				19-Jun-17	750	Purchase	5,360	0.01
				31-Mar-18			5,360	0.01
4	Shamit Bhartia	0	0.00	1-Apr-17		Nil Movement		
				31-Mar-18			-	0.00
5	Aashti Bhartia	0	0.00	1-Apr-17		Nil Movement		
				31-Mar-18			-	0.00
6	Vishal Marwaha	4,500	0.01	1-Apr-17	0	0		
				5-Jun-17	7,500	Purchase	12,000	0.02
				30-Oct-17	(4,500)	Sale	7,500	0.01
				31-Mar-18			7,500	0.01
7	Ramni Nirula	4,500	0.01	1-Apr-17				
				8-Aug-17	(3,000)	Sale	1,500	0.00
				31-Mar-18			1,500	0.00
8	Phiroz Vandrevala	0	0.00	1-Apr-17				
				28-Jun-17	7,500	ESOP Allotment	7,500	0.01
				31-Mar-18			7,500	0.01
9	Arun Seth	0	0.00	1-Apr-17	0	0		
				28-Jun-17	4,500	ESOP Allotment	4,500	0.01
				31-Mar-18			4,500	0.01
10	Berjis Minoo Desai	0	0.00	1-Apr-17	0	Nil Movement		
				31-Mar-18			0	0.00
В.	Key Managerial Personnel ("KMP")							
1	Sachin Sharma - President & CFO^	0	0.00	1-Apr-17	0	Nil Movement		
				22-Jul-17			0	0.00
2	Prakash C.Bisht - EVP & CFO	205	0.00	19-Jan-18	0	Nil Movement		
				31-Mar-18			205	0.00
3	Mona Aggarwal - Company Secretary	3,320	0.01	1-Apr-17				
				31-Oct-17	(100)	Sale	3,220	0.00
				31-Mar-18			3,220	0.00

<sup>\*</sup>All cumulative holdings after transfer are being calculated on the basis of Paid-up Share Capital as on March 31, 2017, except cumulative holding at the end of the year. ^resigned as President & CFO w.e.f July 22, 2017.



#### V. Indebtedness

Indebtedness of the Company including interest outstanding/accrued but not due for payment

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning of the Financial Year				
i) Principal Amount				
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total (i+ii+iii)				
Change in the indebtedness during the Financial Year				
Addition		N.A		
Reduction				
Net Change				
Indebtedness at the end of the Financial Year				
i) Principal Amount				
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total (i+ii+iii)				

#### VI. Remuneration to Directors and Key Managerial Personnel

#### A Remuneration to Managing Directors, Wholetime Directors and / or Managers

(₹ in Lakhs)

S. No.	Particulars of Remuneration	Pratik R. Pota CEO & Wholetime Director	Total
1	Gross Salary		
	(a) Salary as per provisions contained in u/s 17(1) of the Income-tax Act, 1961	273.55	273.55
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	-	-
	(c) Profits in lieu of salary u/s 17(3) Income-tax Act, 1961	-	-
2	Stock Options	-	-
3	Sweat Equity	-	-
4	Commission		
	- as % of Profit	-	-
	- Others	-	-
5	Others (Mediclaim, Provident Fund, Provision for Gratuity and provision for Leave encashment)	18.67	18.67
	Total (A)	292.22	292.22
	Ceiling as per the Act		₹ 3,199.65

Remuneration comprises basis salary, allowances, perquisites/taxable value of perquisites, performance linked incentive for FY 2017 paid in FY 2018, Company's contribution to provident and superannuation fund, provision of gratuity and provision of leave encashment.







#### **Remuneration to other Directors**

(₹ in Lakhs)

										( '	III Lakiis)
S.	Particulars of Remuneration				Nan	ne of Di	rectors				Total
No.		Shyam S Bhartia**	Hari S Bhartia	Shamit Bhartia	Aashti Bhartia	Arun Seth	Phiroz Vandrevala	Ramni Nirula	Vishal Marwaha	Berjis Minoo Desai	Amount
1	Independent Directors										
	Fees For attending Board/ Committee Meetings	-	-	-	-	4.75	3.20	5.85	5.25	1.00	20.05
	Commission	-	-	-	-	10.00	10.00	10.00	10.00	10.00	50.00
	Others (ESOP Perquisites)	-	-	-	-	36.97	19.12	0.00	0.00	0.00	56.09
	Total (1)	0.00	0.00	0.00	0.00	51.72	32.32	15.85	15.25	11.00	126.14
2	Other Non-Executive Directors										
	Fees For attending Board/ Committee Meetings	0.00	3.95	1.50	1.50	-	-	-	-		6.95
	Commission	0.00	10.00	10.00	10.00	-	-	-	-		30.00
	Others (Please Specify)	0.00	0.00	0.00	0.00	-	-	-	-		0.00
	Total (2)	0.00	13.95	11.50	11.50	0.00	0.00	0.00	0.00	0.00	36.95
	Total B = (1+2)	0.00	13.95	11.50	11.50	51.72	32.32	15.85	15.25	11.00	163.09
	Total Managerial Remuneration*										455.31
	Overall Ceiling as per the Act										₹ 3,519.62

#### Remuneration to Key Managerial Personnel other than MD/Manager/WTD

(₹ in Lakhs)

S.	Particulars of Remuneration		Key Managerial Personnel					
No.		Pratik R. Pota* CEO	Sachin Sharma^ CFO	Prakash C. Bisht^^ EVP & CFO	Mona Aggarwal CS	Amount		
1	Gross Salary							
	(a) Salary as per provisions contained in u/s 17(1) or the Income-tax Act, 1961	f	65.67	28.09	41.62	135.37		
	(b) Value of perquisites u/s 17(2) of Income-tax Act, 1961		-	-	-	-		
	(c) Profits in lieu of salary u/s 17(3) of Income-tax Act, 1961	NA	-	-	-	-		
2	Stock Options		-	-	-	-		
3	Sweat Equity		-	-	-	-		
4	Commission					-		
	- as % of Profit		-	-	-	-		
	- Others		-	-	-	-		
5	Others (Mediclaim, Provident Fund, Provision for Gratuity and Provision for Leave encashment)		2.06	2.01	2.94	7.01		
	Total		67.73	30.10	44.56	142.39		

 $<sup>^*</sup>$  Total remuneration paid to Wholetime Director & other Directors (being the total of A and B)  $^*$ Mr. Shyam S. Bhartia, Chairman has opted not to take sitting fee and commission for FY 2018.

<sup>\*</sup> Remuneration of Mr. Pratik R. Pota, CEO & WTD is disclosed in clause VI (A)
^resigned as President & CFO w.e.f. July 22, 2017.
^^appointed as EVP & CFO w.e.f. January 19, 2018. Details are for the period from January 19, 2018 to March 31, 2018.



#### VII. Penalties/Punishment/Compounding of offences:

Туре	Section of the Co. Act	Brief Description	Details of Penalty/ Punishment/Compounding fees imposed	Authority [RD/ NCLT/COURT]	Appeal made, if any (give Details)
A. COMPANY					
Penalty					
Punishment			N.A.		
Compounding					
B. DIRECTORS					
Penalty					
Punishment			N.A.		
Compounding					
C. OTHER OFFICERS IN DEFAULT					
Penalty					
Punishment			N.A.		
Compounding					

#### Annexure B

### Details under Section 197(12) of the Companies Act, 2013 read with Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014

#### Α

### I The ratio of remuneration of the Directors to the median remuneration of employees of the Company and percentage increase in the remuneration of Directors and KMPs

Name	Title	% increase in remuneration in FY 2018 as compared to FY 2017	
Shyam S. Bhartia	Non-Executive Director	0.00	0
Hari S. Bhartia	Non-Executive Director	-8.22	9.59
Shamit Bhartia*	Non-Executive Director	N.A.	7.91
Aashti Bhartia*	Non-Executive Director	N.A.	7.91
Arun Seth^	Independent Director	218.30	35.56
Vishal Marwaha	Independent Director	-8.96	10.48
Ramni Nirula	Independent Director	-4.52	10.90
Phiroz Vandrevala^	Independent Director	-41.41	22.22
Berjis Minoo Desai*	Independent Director	N.A.	7.56
Pratik R. Pota**	CEO and Wholetime Director	N.A.	200.90
Sachin Sharma^^	Chief Financial Officer	-34.40	N.A.
Prakash C. Bisht***	EVP & Chief Financial Officer	N.A.	N.A.
Mona Aggarwal	Company Secretary	-7.43	N.A.

<sup>^</sup>variation in remuneration is largely on account of perquisites value of stock options exercised by them during FY 2018.

<sup>\*\*\*</sup>appointed w.e.f. January 19, 2018. Hence % increase in remuneration in FY 2018 is not applicable.

В	The percentage increase in the median remuneration of the employees	8.25%
	during the Financial Year (excluding Remuneration of WTD)	
C	No. of Permanent Employees on the rolls of the Company	27,539
	(as on March 31, 2018)	
D	Average percentile increase already made in the salaries of employees Avg. increase in fixed salaries of employees other	ner than
		4 000/

Average percentile increase already made in the salaries of employees other than the managerial personnel in the last Financial Year and its comparison with the percentile increase in the managerial remuneration and justification thereof and point out if there are any exceptional circumstances for increase in the managerial remuneration.
 Affirmation that the remuneration is as per the remuneration policy of

Avg. increase in fixed salaries of employees other than managerial personnel in last Financial Year was 4.02%. There was no increase in managerial remuneration. The remuneration has been paid to managerial personnel in line with the resolution approved by the Shareholders. The Company affirms that remuneration paid is as per Remuneration Policy of the Company.

#### Notes

the Company

- 1. Remuneration comprises basis salary, allowances, perquisites/taxable value of perquisites (including ESOPs), performance linked incentive for FY 2017 paid in FY 2018, Company's contribution to provident and superannuation fund, provision of gratuity and provision of leave encashment.
- 2. Mr. Shyam S. Bhartia has opted not to take sitting fee and commission for FY 2018.
- 3. Remuneration of NEDs includes sitting fees and commission payable to them for FY 2018.

<sup>^^</sup>resigned w.e.f. July 22, 2017.

<sup>\*</sup>appointed w.e.f. May 29, 2017. Hence % increase in remuneration in FY 2018 is not applicable.

<sup>\*\*</sup>appointed w.e.f. April 1, 2017 as CEO & WTD. Hence % increase in remuneration in FY 2018 is not applicable.







## F Statement of particulars of employees pursuant to Section 197(12) of the Companies Act, 2013 read with Rule 5(2) & (3) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 for the year ended March 31, 2018.

S. No.	Employee Name	Designation & Nature of Duties	Qualification	Age (Yrs)	Exp (Yrs)	Date of Joining	Remuneration (₹ in Lakhs)	Last Employment
1	Tarun Bhasin*	President & CBO - Dunkin' Donuts	Diploma in Public Relations and Hotel Mgmt.	47	24	19-Jul-96	315.22	Wimpy's DAL Foods
2	Pratik R. Pota	CEO and Wholetime Director	B.E., PGDBM - IIM Kolkata	49	25	27-Feb-17	292.22	PepsiCo
3	Shivam Puri*	Senior Vice President - Dunkin' Donuts	B.Tech (IIT), PGDM- IIM Lucknow	39	15	8-May-17	197.68	Hindustan Unilever Limited
4	Alok Kumar Pandey*	Senior Vice President - Operations	Diploma in HM, PGDBA	42	21	25-Mar-00	156.65	Wimpy International Ltd
5	Akshay Sharma	Vice President - Business Development	Diploma in Hotel Management- IHM	41	19	13-May-99	135.32	First Company
6	Biplob Banerjee	Executive Vice President - HR, Admin & CSR	B.E. (Mech.), MBA, XLRI Jamshedpur	49	23	20-May-15	134.12	GlaxoSmithKline Pharmaceuticals
7	Avinash Kant Kumar	Executive Vice President - Supply Chain, Quality Enhancement & Maintenance	B. Tech (IIT), PGDIE from NITIE	47	24	9-Feb-15	119.16	McCain Foods
8	Siddharth Arora	Associate Vice President - Operations	B.Com, Diploma in Hotel Management	40	18	15-May-00	118.17	First Company
9	Subroto Gupta	Senior Vice President -Business Excellence and Innovation	MBA	45	21	1-Jun-16	115.20	Genpact
10	Sachin Sharma*	President & CFO	B.Com (H), CA	45	23	2-Aug-16	67.73	Havells India Ltd.
11	Dev Amritesh*	President & CBO - Domino's Pizza	B. E.,P.G.D.B.M.	42	19	21-Nov-05	65.06	Cadbury India Ltd.
12	Anand Thakur*	Senior Vice President - Chief Digital Officer	B. Tech	37	14	1-Dec-17	62.20	Koovs
13	Prakash C. Bisht*	Executive Vice President & CFO	CA	53	31	19-Jan-18	30.10	Jubilant Life Sciences Ltd.

<sup>\*</sup>employed for part of the year

#### Notes

1 Remuneration comprises basic salary, allowances, perquisites/ taxable value of perquisites (including ESOPs), Company's contribution to provident and superannuation fund, Provision for gratuity and provision for leave encashment and performance linked incentive for FY 2017 paid in FY 2018.

N.A.

- 2 None of the above employee is related to any Director of the Company.
- All the above employees are/were in full time employment of the Company.
   Employment of the above named employees are governed by the rules and regulations of the Company from time to time.
- 5 Above list includes top ten employees of the Company in terms of remuneration drawn during FY 2018.

Any employee if employed throughout the Financial Year or part thereof, was in receipt of remuneration in that year which, in the aggregate, or as the case may be, at a rate which, in the aggregate, is in excess of that drawn by the Managing Director or Whole-time Director or Manager and holds by himself or along with his spouse and dependent children, not less than two (2) percent of the equity shares of the Company.



#### Annexure C

#### **Secretarial Audit Report**

To, The Members,

#### **Jubilant FoodWorks Limited**

Plot No. 1A, Sector-16A, Gautam Buddha Nagar, Noida - 201301

We have conducted the Secretarial Audit of the compliance of applicable statutory provisions and the adherence to good corporate governance practices by Jubilant FoodWorks Limited (hereinafter called the "Company"). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/statutory compliances and expressing our opinion thereon.

Based on our verification of the Company's books, papers, minute books, forms and returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, we hereby report that in our opinion, the Company has, during the audit period covering the Financial Year ended on March 31, 2018 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the Financial Year ended on March 31, 2018 according to the provisions of:

- (i) The Companies Act, 2013 (the "Act") and the rules made thereunder;
- (ii) The Securities Contracts (Regulation) Act, 1956 ("SCRA") and the rules made thereunder;
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder to the extent of Regulation 55A;
- (iv) Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ("SEBI Act"):-
  - (a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;

- (b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015;
- (c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
- (d) The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014;
- (e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008;-Not Applicable
- (f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client to the extent of securities issued;
- (g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009;-Not Applicable
- (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998;-Not Applicable
- (vi) The Management has identified and confirmed the following laws as being specifically applicable to the Company:
  - 1. Food Safety & Standards Act, 2006
  - 2. The Food Safety & Standard Rules, 2011.

We have also examined compliance with the applicable clauses/ Regulations of the following:

- (i) Secretarial Standards issued by The Institute of Company Secretaries of India.
- (ii) SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

During the period under review, the Company has substantially complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

We further report that:

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes, if any, in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board/ Committee Meetings. Agenda and detailed notes







on agenda were sent in advance (and at a shorter notice for which necessary approvals obtained, if any) and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

All decisions at Board Meetings and Committee Meetings are carried out unanimously as recorded in the minutes of the meetings of the Board of Directors or Committee of the Board, as the case may be.

We further report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

We further report that during the audit period, no specific events / actions took place having a major bearing on the

Company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc.

For **Chandrasekaran Associates**Company Secretaries

Sd/-

Rupesh Agarwal

Partner

Date: April 25, 2018 Membership No. A16302 Place: Delhi Certificate of Practice No. 5673

Note: This report is to be read with our letter of even date which is annexed as Annexure and forms an integral part of this report.

#### **Annexure to Secretarial Audit report**

To, The Members Jubilant FoodWorks Limited Plot No. 1A, Sector-16A, Gautam Buddha Nagar, Noida- 201301

- 1. Maintenance of secretarial record is the responsibility of the Management of the Company. Our responsibility is to express an opinion on these secretarial records based on our audit.
- 2. We have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the secretarial records. The verification was done on the random test basis to ensure that correct facts are reflected in secretarial records. We believe that the processes and practices, we followed provide a reasonable basis for our opinion.
- 3. We have not verified the correctness and appropriateness of financial records and Books of Accounts of the Company.
- 4. Whenever required, we have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.
- 5. The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is the responsibility of Management. Our examination was limited to the verification of procedures on random test basis.
- 6. The Secretarial Audit report is neither an assurance as to the future viability of the Company nor of the efficacy or effectiveness with which the Management has conducted the affairs of the Company.

For **Chandrasekaran Associates**Company Secretaries

Sd/-

Rupesh Agarwal

Partner

Membership No. A16302

Certificate of Practice No. 5673

Date: April 25, 2018 Place: Delhi



#### Annexure D

#### **Business Responsibility Report**

The Jubilant FoodWorks Business Responsibility Report 2017-18 follows the National Voluntary Guidelines on Social, Environmental and Economic Responsibilities of Business, as notified by the Ministry of Corporate Affairs (MCA), Government of India. Our Business Responsibility Report includes our responses to questions on our practices and performance on key principles defined by Regulation 34(2)(f) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, covering topics across environment, governance, and stakeholder relationships.

#### Section A:

#### General Information about the Company

Corporate Identity Number (CIN) of the Company			L74899UP1995PLC043677							
Name of the Company	Jubilant FoodWorks Limited (JFL)									
Registered address	Plot	No. 1	A, Sector 1	16-A, Noida - 1	201301, U.P., India					
Website	www.jubilantfoodworks.com www.dominos.co.in www.dunkinindia.com									
E-mail id	cont	act@	jublfood.co	om						
Financial Year reported	2017	7-18								
Sector(s) that the Company is engaged in (industrial activity			Class	Sub-Class	Description					
code-wise)		561 5610		56101 56102	Restaurants without bars Cafeterias, fast-food Restaurants and other food preparation in market stalls					
	563		5630	56302	Tea/coffee shops					
Total number of locations where business activity is undertaken by the Company  (a) Number of International Locations (Provide details of major 5)  (b) Number of National Locations	(a)	JFL subsope The taki	has operatisidiary Jubi rates Domi number of ng the tota undertake tions. Deta 1,134 Dor	ions in Sri Lar lant FoodWoi no's brand in ' Restaurants I count to 24. its business ills of the sam mino's Pizza R	opened during the year stood at 1,					
			March 31, JFL has 11 as Supply storage of	n' Donuts Re 2018) I centralized n y Chain Cent of ingredients ocated at Eas	estaurants across 10 cities (as on manufacturing facilities, also known res (SCC), for the manufacture / required at the Restaurants. The st, West, North, South and Central					
International			es the na onal market	tional marke	t in India and operates in the holly-owned subsidiary in Srilanka, td.					







#### **Section B:**

#### **Financial Details**

Paid up Capital (INR)	₹ 6,598.45 Lakhs
Total Turnover (INR) for the Year ended March 31, 2018	₹ 298,044.06 Lakhs
Total profit after taxes (INR) for the Year ended March 31, 2018	₹ 20,640.48 Lakhs
Total Spending on Corporate Social Responsibility (CSR) as percentage of profit after tax (%)	In line with Section 135 of the Companies Act 2013, JFL has spent ₹ 291.00 lakhs on its CSR activities including administrative expense, which constitutes 2% of the average net profit for the three (3) preceding years.
	_ !!

List of activities in which expenditure in 4 above has been incurred: -

List of activities in which expenditure in 4 above has been Following CSR activities were undertaken by JFL in FY 2018:

- Swachh Bharat Abhiyan
- · Farmers Development Program
- Road Safety
- · Hunger Relief
- Rural Development

#### **Section C:**

#### Other Details

### Does the Company have any Subsidiary Company/Companies?

As on March 31, 2018, JFL has a wholly-owned subsidiary, Jubilant FoodWorks Lanka (Pvt.) Ltd. which operates Domino's Pizza in Sri Lanka.

## Do the Subsidiary Company/Companies participate in the BR Initiatives of the parent Company? If yes, then indicate the number of such subsidiary Company(s)

JFL is committed to integrating sustainability related best practices across its operations and aims to include its subsidiary in future.

# Do any other entity/entities (e.g. suppliers, distributors etc.) that the Company does business with, participate in the BR initiatives of the Company? If yes, then indicate the percentage of such entity/entities? [Less than 30%, 30-60%, More than 60%]

JFL engages with all its key stakeholders (e.g. suppliers, employees, investors, community etc.) and communicates its business responsibility policies to the concerned stakeholders from time to time. For example, holding supplier's meet. The percentage of such stakeholders is < 30%.

#### **Section D:**

#### **BR** Information

#### **Director/Directors responsible for BR**

#### Details of the Director/Directors responsible for implementation of the BR policy/ policies.

The Sustainability and Corporate Social Responsibility Committee (SCSR Committee) is responsible for implementation of the BR policies and it comprises of the following members.

Name	Designation
Mr. Hari S. Bhartia	Chairman & Non - Executive Director
Mr. Shyam S. Bhartia	Non- Executive Director
Mr. Shamit Bhartia	Non- Executive Director
Ms. Aashti Bhartia	Non- Executive Director
Mr. Pratik R. Pota	Executive Director
Mr. Arun Seth	Independent Director
Mr. Phiroz Vandrevala	Independent Director
Mr. Berjis Minoo Desai	Independent Director

#### o) Details of the BR head

S.No.	Particulars	Details
1	DIN Number	N/A
2	Name	Mr. Biplob Banerjee
3	Designation	Executive Vice President - HR, CSR & Administration
4	Telephone number	0120-4090500
5	E-mail id	corporate_csr@jublfood. com

#### Principle-wise (as per NVGs) BR Policy/policies Details of compliance (Reply in Y/N)

The 9 principles outlined in the National Voluntary Guidelines are as follows:

- P1 Businesses should conduct and govern themselves with Ethics, Transparency and Accountability
- P2 Businesses should provide goods and services that are safe and contribute to sustainability throughout their life cycle
- P3 Businesses should promote the well-being of all employees
- P4 Businesses should respect the interests of and be responsive towards all stakeholders, especially those who are disadvantaged, vulnerable and marginalized
- P5 Businesses should respect and promote human rights

- P6 Businesses should respect, protect and make efforts to restore the environment
- P7 Businesses when engaged in influencing public and regulatory policy, should do so in a responsible manner
- P8 Businesses should support inclusive growth and equitable development
- P9 Businesses should engage with and provide value to their customers and consumers in a responsible manner

S.No.	Questions	P1	P2	Р3	P4	P5	P6	P7	P8	P9
1.	Do you have a policy/policies for:	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ
2.	Has the policy being formulated in consultation with the relevant stakeholders?	Y*	Υ*	Υ*	Υ*	Υ*	Υ*	Υ*	Υ*	Y*
		inpu Furt exte	e relevats fro ther, ternal se ed and haping	m the he Co takeh d disc	e conc mpar older cusse	erned ny sha s and d inte	d inter Ill eng their i	nal sta age w feedba	akeho vith th ack sh	ie key iall be
3.	Does the policy conform to any national $/$ international standards? If yes, specify? (50 words)	Y**	Y**	Y**	Y**	Y**	Y**	Y**	Y**	Y**
		to t		ation y the	al Vo Min	lunta istry	ry Gu of Co	idelin orpora	es (N	orms IVGs) ffairs,
4.	Has the policy being approved by the Board? Is yes, has it been signed by MD/ owner/ CEO/ appropriate Board Director?	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ
5.	Does the Company have a specified committee of the Board/ Director/ Official to oversee the implementation of the policy?	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ
6.	Indicate the link for the policy to be viewed online?	Intr	the panet.	Polic	y do	cume	nts c	an be		any's ished
7.	Has the policy been formally communicated to all relevant internal and external stakeholders?	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ
8.	Does the Company have in-house structure to implement the policy/ policies.	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ
9.	Does the Company have a grievance redressal mechanism related to the policy/policies to address stakeholders' grievances related to the policy/policies?	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ	Υ
10.	Has the Company carried out independent audit/ evaluation of the working of this policy by an internal or external agency?	N	Ν	N	N	N	Ν	Ν	N	N

#### 2A. If answer to S. No. 1 against any principle, is 'No', please explain why: (Tick up to 2 options)

No	Questions	P1	<b>P2</b>	Р3	P4	P5	P6	<b>P7</b>	P8	<b>P9</b>
1.	The Company has not understood the Principles	-	-	-	-	-	-	-	-	-
2.	The Company is not at a stage where it finds itself in a position to formulate and implement the policies on specified principles	-	-	-	-	-	-	-	-	-
3.	The Company does not have financial or manpower resources available for the task	-	-	-	-	-	-	-	-	-
4.	It is planned to be done within next 6 months	-	-	-	-	-	-	-	-	-
5.	It is planned to be done within the next 1 year	Ν	Ν	Ν	Ν	Ν	Ν	Ν	Ν	Ν
	Any other reason (please specify)		The Company is progressively working to carry out audits of the relevant policies in the coming years.							

#### Governance related to BR

Indicate the frequency with which the Board of Directors, Committee of the Board or CEO to assess the BR performance of the Company. (Within 3 months, 3-6 months, Annually, More than 1 year)

The BR performance of the Company is the responsibility of the Sustainability and Corporate Social Responsibility Committee 'SCSR Committee' which in turn reports to the Board of Directors of the Company.

SCSR Committee of the Board reviews the Sustainability and CSR performance of the Company as and when required. The performance for FY 17-18 was reviewed and approved by the SCSR Committee and the Board in their respective meetings held on May 8, 2018.







#### Does the Company publish a BR or a Sustainability Report? What is the hyperlink for viewing this report? How frequently it is published?

The Company publishes its BRR annually. As part of its growing initiatives in Sustainability, JFL will continue to publish an Annual Business Responsibility Report which can be accessed on the Company's website (www. jubilantfoodworks.com).

#### **Section E:**

#### **Principle-wise Performance**

**Principle 1:** Businesses should conduct and govern themselves with Ethics, Transparency and Accountability

# Does the policy relating to ethics, bribery and corruption cover only the Company? Yes/ No. Does it extend to the Group/Joint Ventures/ Suppliers/Contractors/NGOs / Others?

The Company has put in place a policy on ethics, transparency and accountability that applies to all its internal stakeholders (full time and part time employees) and suppliers.

#### **Employees' Code of Conduct**

The Company also has employees code of conduct and reinforces it at various platforms. The Employees' Code of Conduct, applicable to all its employees, enunciates principles for ethical business conduct and acceptable employee behaviour. The Code mirrors Company's core values and covers aspects related to but not limited to ethics, bribery and corruption. The code has been made available as a part of the Employees' Handbook.

Committed to developing a culture of having high ethical, moral & legal standards of business conduct, the Company has put in place a **Whistle Blower Policy** which provides a neutral and unbiased forum for the Directors, employees, Business Partners and its subsidiaries (both Indian and foreign) to voice their concerns in a responsible and effective manner.

#### **Code of Conduct for Senior Management**

The Company has adopted a Code of Conduct for the Board of Directors and Senior Management to guide them for ensuring highest ethical standards in managing the affairs of the Company.

#### **Code of Conduct for Suppliers**

The Company has developed a Supplier Code of Conduct to convey its expectations to its Suppliers regarding compliance with laws, ethical business practices and fair treatment of people and surroundings. Supplier Code of Conduct forms the part of the MoU with all suppliers regardless of the nature of engagement.

How many stakeholder complaints have been received in the past Financial Year and what percentage was satisfactorily resolved by the management? If so, provide details thereof, in about 50 words or so.

Stakeholder	Complaints Reported	Complaints resolved*	Complaints pending					
Shareholders/ Investors	1	1	0					
Employees	10	06	04					
Customers	39	08	31					
Vendors & Suppliers	4	4	0					
Government	34	34	0					
Local Community	0	0	0					

\*Submitted the information pertaining to legal notices received from Customers/third parties, against which response was duly issued by the Company

**Principle 2**: Businesses should provide goods and services that are safe and contribute to sustainability throughout their life cycle

## List up to 3 of your products or services whose design has incorporated social or environmental concerns, risks and/ or opportunities.

Through its business activities the Company has taken various initiatives incorporating social and environment best practices.

The Company has incorporated the energy efficiency systems and processes in their design and implementation. The Company commitment toward best social and environment concerns is reflected through the following:

- 1. Recyclable pizza Boxes used.
- 2. Mozzarella- from 100% real milk.
- 3. For safe, responsible and sustainable sourcing JFL has publish its policy "JFL usage of antibiotic & poultry health management". It defines the sourcing criteria and farm practices that restrict the use of antibiotics for therapeutic use only, while eliminating the non-therapeutic use of antibiotics for growth promotion and for group-level disease prophylaxis.

For each such product, provide the following details in respect of resource use (energy, water, raw material etc.) per unit of product (optional):

- (a) Reduction during sourcing/production/ distribution achieved since the previous year throughout the value chain?
  - Installation of Energy Saving sensors
    Installed Energy Saving Sensors in the Air
    Conditioning System at 388 Restaurants, which
    saved 2.60% on Electricity units.
  - Installation of energy efficient LED Lights in Restaurants and SCC:

LED Replacement, 4 feet at 208 Restaurants and

2X2 Panel at 463 Restaurants (under process), which saved 2.20% on Electricity units. At one SCC, energy efficient LED Lights were installed which saved 39% on energy bills

#### ■ Energy Management System

Installed Energy Management System (EMS) at 425 Restaurants, which saved 5.40% on Electricity units. Now 1000 numbers of Restaurants have EMS.

### (b) Reduction during usage by consumers (energy, water) has been achieved since the previous year?

#### ■ Go Green Initiative

Reduced thermal paper consumption at Restaurants through replacement of one printed invoice with digital invoice (SMS).

This initiative has reduced approx. 40% of thermal rolls consumption at Dominos Restaurants, resulted into paper cost reduction of approx. ₹ 75 lacs/annum and organization saving of approx. ₹ 40 lacs per annum.

### Does the Company have procedures in place for sustainable sourcing (including transportation)?

Company's Green Supply Chain Policy lays down its commitment towards environment protection and stewardship to meet the Company's sustainability objectives while providing maximum value to its employees, customers and shareholders. Through policy the Company aims to maintain and expand its green supply chain by ensuring that everyone in its value chain (from designers, producers, customers to recyclers) is aware of their responsibilities to the environment and promote safe usage and disposal of its products.

In addition, the Company has partnered with CII-FACE (Food and Agriculture Centre of Excellence) as the knowledge expert for sustainable sourcing initiatives.

## (a) If yes, what percentage of your inputs was sourced sustainably? Also, provide details thereof, in about 50 words or so.

Under the green Supply Chain Policy, the Company sources 50% antibiotic-free chicken from sustainable sources.

The Company also work on backward sourcing model for cheese with the farmers. The Company works closely with the farmers to increase the milk yield of the livestock in its supply chain by introducing improved techniques, such as, vaccination, high quality cattle feed and veterinary care.

Currently, <30% of our raw materials are procured sustainably. However, the Company is making concerted efforts to source majority of its raw materials sustainably in future.

Has the Company taken any steps to procure goods and services from local & small producers, including communities surrounding their place of work? (a) If yes,

### what steps have been taken to improve their capacity and capability of local and small vendors?

Most of our raw materials are sourced locally through small producers who follow high standards of food safety certification.

To support these small producers, the Company has undertaken a Farmers Development Program with 245 Small (142) Medium (74) and Large (29) farmers. However doesn't procure exclusively from them and intend to support the farmers. Enhancing the cattle milk yield, thereby increasing the income of the farmers while providing a sustainable source of milk for JFL's supply chain.

# Does the Company have a mechanism to recycle products and waste? If yes what is the percentage of recycling of products and waste (separately as <5%, 5-10%, >10%). Also, provide details thereof, in about 50 words or so

The Company has developed a Product Lifecycle Policy that strives for a greener supply chain by leveraging technology and undertaking a "design to disposal" approach of its products and services. Greater Noida Supply Chain Centre has Zero waste discharge.

At Jubilant, the non-hazardous wastes (mostly food and cardboard) are disposed of through an authorized vendor who in turn might recycle the waste.

The Company also ensures that any E-waste that is produced is collected and disposed through a licensed vendor.

**Principle 3:** Businesses should promote the wellbeing of all employees



### Do you have an employee association that is recognized by management?

Jubilant supports the idea of freedom of association. However, there is no Employee association as on date.







What percentage of your permanent employees is members of this recognized employee association?  $N/\!\!/A$ 

Please indicate the Number of complaints relating to child labour, forced labour, involuntary labour, sexual harassment in the last Financial Year and pending, as on the end of the Financial Year.

S.No.	Category	No. of complaints filed during the FY	No. of complaints pending at the end of FY
1	Child labour/ forced labour/ involuntary labour	N/A*	N/A*
2	Sexual harassment	1	0
3	Discriminatory employment	0	0

<sup>\*</sup>JFL employs skilled manpower for the production and distribution of its products. There is no involvement of Child labour in the process.

## What percentage of your under mentioned employees were given safety & skill up-gradation training in the last year?

- (a) Permanent Employees
- (b) Permanent Women Employees
- (c) Casual/Temporary/Contractual Employees
- (d) Employees with Disabilities

#### Skill -Upgradation Training

Every team member is continuously upgraded on the skill set required for the job through on the job training. Training is conducted based on needs (such as, Behavioural, Functional, Leadership) identified by the Company through the performance management system, one-on-one discussions, Individual Development Plans for key resources of the organization and organizational mandates.

As part of management skills-upgradation training Young Leaders Development Program was completed at IIM- Kashipur. The five-day program covered General Management, Marketing, Supply Chain Management, Financial Management and Leadership and was based on rigorous case-study based teaching methodology. This was followed up by a developmental program for our operation support team covering the skills identified at their level.

Additionally, we have launched three leadership developmental programs for first time managers and middle management teams. The 6-month program covers sessions on managerial skills required at the respective employment level. The Company has introduced EdX (online self-learning platform) for all its employees.

#### Safety training

It is a key part of the induction program and station observation checklist (a training and promotion tool for team members). It is made available to all Restaurant staff.

An internal safety committee is constituted in all SCCs (supply chain centres) of JFL. The committee members conduct monthly meetings to identify and address unsafe acts, conditions and hazards in the centres. Furthermore, Safety week is celebrated by the organization to heighten a focus on safety among all employees where contests for slogans, posters, quizzes and speeches etc. are organized.

- 100% of non-managers were trained using SOC (total number of SOC conducted for the year is 140,800)
- LMS Usage % for non-manager modules is 96% for the FY.
- 7,700 managers were trained in 880 CDP sessions for total manager training manhours of 31,560 hrs.
- A total of 6,248 OJT visits done by trainers covering 39,400 employees and 108,416 manhours
- Fire safety training done for all Restaurants
- Food Safety training done for all Restaurants

**Principle 4:** Businesses should respect the interests of, and be responsive towards all stakeholders, especially those who are disadvantaged, vulnerable and marginalized.

### Has the Company mapped its internal and external stakeholders? Yes/No

The Company in consultation with a third party has undertaken a thorough stakeholder mapping exercise to identify its internal and external stakeholders. The identified stakeholders are as below:

- Employees
- Shareholders/ Investors
- Government
- Customers
- Suppliers / Vendors
- Local Community

## Out of the above, has the Company identified the disadvantaged, vulnerable & marginalized stakeholders?

JFL has identified the following as disadvantaged, vulnerable and marginalized stakeholders:

- Employees with speech and hearing impairment
- Small and marginalized farmers

#### Are there any special initiatives taken by the Company to engage with the disadvantaged, vulnerable and marginalized stakeholders? If so, provide details thereof, in about 50 words or so.

JFL has undertaken the following initiatives to engage with the disadvantaged, vulnerable and marginalized members in its local communities.

#### Farmers Development Program -

The Company has partnered with BAIF (a reputed National NGO) to implement a Farmers Livelihood



Enhancement program in Manchar and Shirur Taluka, situated close to Pune. The program aims to enhance milk production, reduction in the cattle morbidity rate, enhanced balanced feeding practices and veterinary health care support. This results in enhancement of their Socio-Economic condition.

■ Employing people with speech and hearing disabilities: The Company employs 194 persons with speech and hearing impairment and 2 persons with Down's syndrome.

The HR team organises awareness programs for all its employees sensitizing them on working with employees with disability. The team also conducts career guidance sessions for employees with speech and hearing-impairment.

**Principle 5:** Businesses should respect and promote human rights

## Does the policy of the Company on human rights cover only the Company or extend to the Group/Joint Ventures/Suppliers/Contractors/NGOs/Others?

The Company is committed to developing an organizational culture that recognizes the importance of Human Rights and has adopted some of the best practices. It seeks to promote fulfilment of Human Rights by improving economic, environmental and social conditions and by serving as a positive influence in communities in which it operates.

The Company's Human Rights policy is applicable to all its internal and some of its external stakeholders. Key components of the Human Rights policy are shared with our vendors and integrated in agreements to ensure no Human Rights violations are undertaken by suppliers.

JFL nurtures an internal working environment which respects human rights without prejudice. Likewise, it expects its business partners to establish a human rights compliant business environment at the workplace. The Company has also put in place a structured mechanism by which complaints and violations of this policy can be raised and addressed. As part of its Stakeholder and business partner engagement meetings, the Company continues to share its best practices with its supply chain.

#### How many stakeholder complaints have been received in the past Financial Year and what percent was satisfactorily resolved by the management?

No legal complaints related to Human Rights were received during FY 2018. However, the Company has a very robust internal mechanism to address the employee grievances and implements it effectively.

**Principle 6:** Business should respect, protect, and make efforts to restore the environment

## Does the policy related to Principle 6 cover only the Company or extends to the Group/Joint Ventures/ Suppliers/ Contractors/NGOs/others?

Company's Environment Policy has been instituted to demonstrate its commitment towards environment protection and stewardship and assist the Company in meeting its sustainability objectives while providing maximum value to its employees, customers, supplier and shareholders. As per the policy, the Company commits to engage and involve customers, vendors and contractors in its environmental sustainability mission and shares its expectations to collaboratively achieve environmental objectives.

The Company has also put in place a Product Lifecycle Policy that strives for a greener supply chain by leveraging technology and by undertaking a design to disposal overview of our products and services.

# Does the Company have strategies/ initiatives to address global environmental issues such as climate change, global warming, etc.? Y/N. If yes, please give hyperlink for webpage etc.

The Company guided by its Environment Policy and Green Supply Chain Policy, continuously strives to reduce the environmental impacts of its operations. It focusses on improving energy efficiency, increasing use of renewable energy and enhancing waste management to reduce the carbon footprint.

JFL has undertaken the following specific initiatives to improve the sustainability of its operations to address global environment issues:

- Installed Energy Saving Sensors in the Air Conditioning System at 388 Restaurants.
- 671 Restaurants and one SCC with energy efficient LED lights.
- Installed Energy Management System at 425 Restaurants.

### Does the Company identify and assess potential environmental risks? Y/N

JFL intends to create a positive impact on the environment through its business operations. This is reflected from the initiatives incorporated by the Company on sustainable environment practices across the value chain.

The Company has undertaken stakeholder engagement and materiality exercises to assess potential environmental risks.

# Does the Company have any project related to Clean Development Mechanism? If so, provide details thereof, in about 50 words or so. Also, if yes, whether any environmental compliance report is filed?

The Company is continuously striving to reduce its energy consumption for reducing its carbon footprint. The Company has engaged a dedicated team for identification







and implementation of energy efficiency measures and cleaner technology.

#### Has the Company undertaken any other initiatives on clean technology, energy efficiency, renewable energy, etc. Y/N. If yes, please give hyperlink for web page etc.

The steps taken by the Company for utilizing alternate sources of energy includes:

- Installed Solar Power plant at Nagpur, Kolkata and Mumbai SCCs. Efforts are on to install plants at other locations also
- Installed Energy Saving Sensors in the Air Conditioning System at 388 Restaurants.
- 671 Restaurants and one SCC with energy efficient LED lights.
- Installed Energy Management System at 425 Restaurants.

## Are the Emissions/Waste generated by the Company within the permissible limits given by CPCB/SPCB for the Financial Year being reported?

Yes, the emissions and waste generated by the Company are within the permissible limits as per CPCB / SPCB.

#### Number of show cause/legal notices received from CPCB/ SPCB which are pending (i.e. not resolved to satisfaction) as on end of Financial Year.

19 such show cause notices have been received by the Company during FY 2018.

**Principle 7:** Businesses, when engaged in influencing public and regulatory policy, should do so in a responsible manner.

## Is your Company a member of any trade and chamber or association? If Yes, Name only those major ones that your business deals with:

The Company is a member of the following associations:

- The Advertising Standards Council of India
- National Accreditation Board for Testing and Calibration Laboratories
- National Restaurant Association of India
- Confederation of Indian Industries
- United Nations Global Compact

Further, the Company supports the CII – Jubilant Bhartia – Food and Agriculture Centre of Excellence to improve on and offfarm productivity through the introduction and dissemination of global best practices and technological innovation.

Have you advocated/lobbied through above associations for the advancement or improvement of public good? Yes/No; if yes, specify the broad areas (drop box: Governance and Administration, Economic Reforms, Inclusive Development Policies, Energy Security, Water, Food Security, Sustainable Business Principles, Others)

■ Lobbied with the Ministry of Road Transport and Highways

- and a Government of India Gazette notification issued by the Ministry for permission to fit a light weight container on a motorcycle for use for delivery of any item.
- Advocacy done with the Food Safety Regulator for generating consumer awareness on the role of food regulators and maintaining hygiene standards.
- Advocacy with Traffic Police across India in various cities for bringing about awareness on Safe Driving.

**Principle 8:** Businesses should support inclusive growth and equitable development.

## Does the Company have specified programmes/initiatives/projects in pursuit of the policy related to Principle 8? If yes details thereof.

Corporate Social Responsibility is an integral part of our business. It reflects the organization's culture and the same is reflected in JFL commitment towards society and its CSR activities. The CSR policy of the Company prescribes the focus and strategy of the Company on programs and initiatives intended for community development. Some of the key focus areas identified by the Company are in areas are:

- Swachh Bharat Abhiyan
- Farmers Development Programme
- Road Safety
- Hunger Relief
- Rural Development

Additionally, the Company has put in place an inclusive working environment whereby people with disabilities are provided employment opportunities within the organization. This is extended mainly to people with speech and hearing disabilities as well as to those from socio- economically disadvantaged backgrounds.

## Are the programmes/projects undertaken through inhouse team/own foundation/external NGO/government structures/any other organization?

CSR projects undertaken by JFL are conducted through the in-house CSR team as well as in collaboration with NGO partners. During the FY 2018, the Company partnered with various NGO including BAIF Institute for Sustainable Livelihoods and Development (BISLD), Sarva Dharma Samvaad and Responsenet.

#### Have you done any impact assessment of your initiative?

As a part of Swachh Rail - Swachh Bharat Program, the Company has been working at 18 railway stations across the country that were identified as the most unclean, stations by the Indian Railways in survey.

To assess the impact of its Swachh Bharat Initiatives JFL conducted Survey at New Delhi Railway Station in FY 2018, where the Company concentrated most of it initiatives.

The survey comprised a sample size of 200 respondents covering stakeholders such as station authorities,

passengers, vendors/hawkers, porters, auto/taxi drivers and parking attendants were interviewed to understand the impact created by the various swachhta initiatives undertaken as part of the program. The survey concluded that the railway station has shown improvement in ranking on parameters such as anti-littering enforcement, dustbin availability, waste disposal, condition of toilets, availability of water coolers etc.

## What is your Company's direct contribution to community development projects- Amount in INR and the details of the projects undertaken?

Total amount spent for the Financial Year: ₹ 291.00 lakhs including administrative expense.

inclu	ıding administ	rative expense.
S No.	Category	Description
1	Swachh Bharat Abhiyan	<ul> <li>Anti - littering Campaign - Installation of 170 units of dual dustbins (bio degradable and non-biodegradable) at New Delhi railway stations.</li> <li>Passenger Awareness: Awareness workshops for 15,000 passengers. Over 2,00,000 people sensitized through Walkathons, Door to Door Campaigns, Street Plays and Personal Interviews.</li> <li>Stakeholder Awareness: Cleaning staffs (350), Porters (1167), Auto/ taxi drivers (632), Vendors/hawkers: 200.</li> <li>Conducted beach and lake cleaning drives post Ganesh idol immersion i. No. of locations covered - 23(West and Central India) ii. No. of employees volunteers - 1,500 iii. Man-hours devoted - 4,500</li> <li>Making our stations/ locations Plastic Free, 10 Plastic Bottle Recycling machines installed at Delhi and Mumbai</li> </ul>
2	Farmers Development Program	<ul> <li>Mumbai.</li> <li>245 farmers from Manchar and Shirur Talukas, situated close to Pune, trained on enhancing cattle productivity through improved feeding, breeding and management practices.</li> <li>The programme interventions included:         <ul> <li>Loose Housing Structures,</li> <li>providing improved feeding practices,</li> <li>veterinary services,</li> <li>use of tested artificial insemination techniques,</li> <li>Al Done -738</li> <li>Pregnancy Confirmation-74</li> <li>Calf Born -13</li> </ul> </li> <li>De -worming &amp; Vaccination - 975         <ul> <li>Animals and monthly farmer training and extension programs.</li> </ul> </li> </ul>
3	Road Safety Program	■ In FY 2018, One-month Road Safety Campaign started in: Delhi, Mumbai, Bengaluru, Kolkata

8,000 youths Sensitised on best road

traffic safety practices.

S No.	Category	Description
4	Hunger Relief	<ul> <li>In FY 2018, JFL Distributed 28,000 meals to the under privileged. Pizza sharing with underprivileged children at Delhi, Mumbai, Kolkata &amp; Bengaluru</li> <li>Regular feeding at 2 feeding centres in Delhi NCR.</li> </ul>
5	Rural Development	<ul> <li>5,300 people impacted in the First Phase</li> <li>1,900 people impacted in the second phase.</li> </ul>
6	Inclusion & Diversity	<ul> <li>194 Speech &amp; Hearing-Impaired Candidates employed</li> <li>Piloted 2 candidates with Down Syndrome-Intellectual Disability.</li> </ul>

## Have you taken steps to ensure that this community development initiative is successfully adopted by the community? Please explain in 50 words, or so.

All the community development programs implemented by the Company are developed by engaging the local community thereby ensuring ownership.

For instance, under the Swachh Rail-Swachh Bharat Program which was launched as a part of this movement, the Company worked extensively with Indian Railways to implement a comprehensive cleanliness program at New Delhi railway station through employee- driven cleaning drives, station beautification, plantation, and sensitization drives for multiple stakeholders. The Railway authorities acknowledged the efforts undertaken by the JFL volunteers and recognized a notable difference in the cleanliness of the station premises. These sensitization drives have played an important role in strengthening the efforts taken by Indian Railways in keeping the stations clean.

Besides, all other CSR programs also incorporate a structured approach for community acceptance, connect and JFL ensures that it is sustained by the community.

**Principle 9:** Businesses should engage with and provide value to their customers and consumers in a responsible manner

### What percentage of customer complaints/consumer cases are pending as on the end of Financial Year.

Complaints Received					
39	8	31			

#### Does the Company display product information on the product label, over and above what is mandated as per local laws? Yes/No/N.A. / Remarks (additional information)

The Company adheres to all the applicable food regulations regarding product labelling and displays relevant information (under Food Safety and Standards (packaging and labelling) Regulations 2011 as amended) on its products.







Is there any case filed by any stakeholder against the Company regarding unfair trade practices, irresponsible advertising and/or anti-competitive behaviour during the last five years and pending as on end of Financial Year? If so, provide details thereof, in about 50 words or so.

The Company emphasizes "delivery of customer delight" across all its customer touch points. The operational systems and processes have built in controls to deal directly with any customer complaints and to immediately resolve any issues put forward by customers both at Restaurant or home delivery.

As on March 31, 2018 there are 31 Consumer cases are pending under litigation that will be resolved in due course.

Category	No. of cases filed in the last five years	No. of cases pending as on end of FY 2018
Unfair trade practices	39	31
Irresponsible Advertising	1	0
Anti-competitive behaviour	0	0

#### Did your Company carry out any consumer survey/ consumer satisfaction trends?

The Company carries out consumer surveys at its Restaurants where an SMS is triggered each time a customer, orders a pizza. The Net Promoter Score (NPS) is then automatically calculated based on the feedback and further questions are triggered which are to be rated on a scale of Excellent, Good, Average and Poor, under Product, Service and Ambience. Poor rating is marked as a concern to the Restaurant through an automated e-mail and must be resolved by the Restaurant manager immediately.

To understand consumer satisfaction trends, feedback is sought from consumers through social media, email or tele calling. Through these channels consumers can provide their feedback and satisfaction on all the products that they have been served. By reviewing the feedback provided, the Company gauges the level of consumer satisfaction and derive trends. Any issues highlighted by customers are treated as areas of "Training Need Identification" for the Restaurant team. Supervisors and trainers thus align the relevant "On Job training and e-learning modules" based on customer feedback and Training Need Identification to prevent re-occurrence.



Annexure E

#### Corporate Social Responsibility (CSR) Report

[Pursuant to clause (o) of sub-section (3) of section 134 of the Companies Act, 2013 and Rule 9 of the Companies (Corporate Social Responsibility) Rules, 2014]

 A brief outline of the Company's CSR policy, including overview of projects or programs proposed to be undertaken and a reference to the web-link to the CSR policy and projects or programs.

Corporate Social Responsibility ("CSR") is the commitment of businesses to contribute to Sustainable development by working with the community improving their quality of lives.

The CSR Policy laid down by the Company ensures that the:

- · CSR agenda is integrated with the business;
- Focused efforts are made in the identified community development areas to achieve the expected outcomes;
- Support in nation-building and bringing inclusive growth through CSR programs.

JFL endeavor to focus in the areas of:

- 1. Swachh Bharat Abhiyan
- 2. Hunger Relief
- 3. Farmer's Development
- 4. Road Safety
- 5. Rural Development

Approved CSR Policy of the Company is uploaded on the Company's website at the Web-link:

http://www.jubilantfoodworks.com/investors/policies/

## 2. The Composition of the Sustainability & Corporate Social Responsibility ("SCSR") Committee is as under:

- 1. Mr. Hari S. Bhartia (Chairperson)
- 2. Ms. Aashti Bhartia (Non-Executive Director)
- 3. Mr. Arun Seth (Independent Director)
- 4. Mr. Berjis Minoo Desai (Independent Director)
- 5. Mr. Phiroz Vandrevala (Independent Director)
- 6. Mr. Pratik R. Pota (Executive Director)
- 7. Mr. Shyam S. Bhartia (Non-Executive Director)
- 8. Mr. Shamit Bhartia (Non-Executive Director)

### 3. Average net profit of the Company for last three Financial Years:

Average net profit: ₹ 142.03 crore

4. Prescribed CSR Expenditure (two per cent of the amount as in item 3 above):

The Company is required to spend ₹ 2.84 crore

- 5. Details of CSR spent during FY 2018:
  - (a) Total amount to be spent for the Financial Year: ₹ 2.91 crore including administrative expense.
  - (b) Amount unspent, if any: Nil

(c) Manner in which the amount spent during the Financial Year is detailed below.

(1) S. No	(2) CSR project or activity identified	(3) Sector in which the Project is covered	(4) Projects or programs (1) Local area or other (2) Specify the State and district where projects or programs was undertaken	(5) Amount outlay (budget) project or programs wise for FY 2018 (₹ in lakhs)	(6) Amount spent on the projects or programs for FY 2018 Sub - heads: (1) Direct expenditure on projects or programs (2) Overheads (₹ in lakhs)	(7) Cumulative expenditure upto March 31, 2018 (₹ in lakhs)	(8)  Amount spent :  Direct or through implementing agency* (IA) (₹ in lakhs)
1	Swachh Bharat Abhiyan	Pt. (i) of Schedule VII- Health-care& Sanitation	Across PAN India in 18 Cities	184	184	184	Amount spent directly by the Company 184







(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
S. No	CSR project or activity identified	Sector in which the Project is covered	Projects or programs (1) Local area or other (2) Specify the State and district where projects or programs was undertaken	Amount outlay (budget) project or programs wise for FY 2018 (₹ in lakhs)	Amount spent on the projects or programs for FY 2018 Sub - heads: (1) Direct expenditure on projects or programs (2) Overheads (₹ in lakhs)	Cumulative expenditure upto March 31, 2018 (₹ in lakhs)	Amount spent : Direct or through implementing agency* (IA) (₹ in lakhs)
2	Hunger Relief	Pt. (i) of Schedule VII- Eradicating Hunger, Poverty & Malnutrition	Kolkata, Delhi, Mumbai, Bengaluru Across Four centres in Delhi	10.56	10.56	10.56	Amount spent through IA: Responsenet & Sarva Dharma Samvaad: 10.56
3	Samriddhi- Integrated rural livelihood and sustainable sourcing: Farmer's development program	Pt. (iv) of Schedule VII- Ensuring animal welfare	Manchar and Shirur talukas District - Pune State - Maharashtra	58.45	58.45	58.45	Amount Spent Directly by Company: 23.71 BISLD (BAIF Institute for Sustainable Livelihoods & Development): 34.74
4	Road Safety	Amendment in Pt. (ii) of Schedule VII- Promotion of Education on Road Safety	Special projects in Delhi, Mumbai, Bangalore (Karnataka) and Kolkata (West Bengal)	26.78	26.78	26.78	Amount spent directly by the Company: 7.69 Amount spent through IA Sarva Dharma Samvaad: 19.08
5	Rural Development	Pt(ii) of Schedule VII- Promotion of Education	Greater Noida SCC	2.96	2.96	2.96	Amount spent directly by the Company: 2.96
6	Program Management/ Administration			8.25	8.25	8.25	Amount spend directly by the Company 8.25
	Total			291.00	291.00	291.00	291.00

<sup>\*</sup>Give details of implementing agency

- a) BISLD (BAIF Institute for Sustainable Livelihoods & Development)
- b) Sarva Dharma Samvaad
- c) Responsenet

6. In case the Company has failed to spend the two per cent of the average net profit of the last three Financial Years or any part thereof, the Company shall provide the reasons for not spending the amount in its Board report.

Not Applicable

7. A responsibility statement of the SCSR Committee that the implementation and monitoring of CSR Policy, is in compliance with CSR objectives and Policy of the Company

We hereby affirm that the CSR Policy, as approved by the Board, has been implemented and the SCSR Committee monitors the implementation of CSR Projects and activities in compliance with our CSR objectives.

For Jubilant FoodWorks Limited

Sd/-

Sd/-

**Pratik R. Pota**CEO and Whole time Director
DIN No. 00751178

Place : Noida

Hari S. Bhartia Chairperson, SCSR Committee DIN No. 00010499

Date : May 08, 2018

<sup>\*\*</sup>Amount of Program Management/ Administrative overheads is within the limit as provided in the sub-rule 6 of Rule 4 of Companies (Corporate Social Responsibility) Rules, 2014.