

Noida, July 17, 2017

Press Release - Financial Results for Q1 FY2017-18

Key Highlights

- Operating Revenue at Rs.6,788 million, up by 11.5%
- Same Store Growth for Domino's at 6.5%, highest since Q1FY16
- EBITDA at Rs.796 million, up by 38%
- EBITDA at 11.7 % of Revenue, highest in last eight quarters
- Profit after tax at Rs.238 million, up by 26%

Note: 1. Figures have been rounded off for the purpose of reporting.
2. Financial discussion throughout this release is based on standalone reporting.
3. The financials of Dunkin' Donuts have been included in the results & related financial discussion.

Jubilant FoodWorks Limited (JFL), one of India's largest Food Service Company, today reported strong financial results for the first quarter ended 30 June, 2017.

Operating revenues for Q1 FY18 came in at Rs. 6,788 million, up 11.5% over Q1FY17. This was driven by a robust Same Store Sales growth of 6.5% in Domino's Pizza, the highest since Q1FY16. Overall Profitability also saw significant improvement with EBITDA for Q1 FY18 increasing by 38% to Rs.796 million. The Q1 FY18 EBITDA margin at 11.7% was the highest in the last 8 quarters.

The Profit after Tax in Q1 FY18 stood at Rs. 238 million, an increase of 26% over the corresponding period last year. PAT also reflects the adverse impact of Rs 90 million on account of restaurants closure. PAT Margins at 3.5% were the highest since Q1FY17.

Commenting on the performance for Q1 FY18, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said, "We are happy to report a strong, all-round Q1 FY18 performance. We took a number of actions in the quarter towards driving innovation, delivering value and controlling costs, and we are pleased to see that our disciplined focus on driving profitable growth has begun having the desired impact. The performance strengthens our confidence in the underlying growth potential of our brands and the ability of our business model to unleash it."

Commenting on the performance for Q1 FY18, Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said, "At the beginning of the quarter, we had unveiled our new strategy for driving profitable growth. Today I am pleased to share encouraging progress in the execution of the strategy as reflected in our strong Q1FY18 performance.

Our focus on delivering better Value for money and driving innovation has helped bring back strong growth in Domino's Pizza. We have also made significant progress towards reducing losses and building a sustainable business in Dunkin' Donuts. Additionally, our discipline of controlling costs and driving efficiencies has helped improve overall operating margins.

Going forward, we will continue to drive the strategic pillars of Product and Innovation, Value, Customer Experience, Technology and Cost Efficiencies.”

Highlights

Domino's Pizza		
Particulars	Q1 FY18	Q1 FY17
SSG	6.5%	(3.2)%
Network data		
	Q1 FY18	Q1 FY17
Restaurant at the beginning of the period	1,117	1,026
New Restaurants	13	23
Closed restaurants	5	-
Restaurants at the end of the period	1,125	1,049
Number of New Cities added	1	8
1125 restaurants as of 17 th July, 2017 across 264 cities		
New cities with 1st restaurant in Q1 FY18		
<ul style="list-style-type: none"> Wardha (Maharashtra) 		
Online data		
Particulars	Q1 FY18	Q1 FY17
OLO to Delivery Sales %	51%	44%
Mobile Ordering sales to OLO %	69%	41%
App Download Count (in mn)	7.5	4.4
New Product launches		
<ul style="list-style-type: none"> Speciality Chicken Range - 3 new format of chicken presented with International & trending flavours to build excitement among customers <ul style="list-style-type: none"> Roasted Chicken Wings in Peri-Peri & Classic Hot Sauce Boneless Chicken Wings In Peri-Peri & Lemon Pepper sauce Chicken Meatballs in Peri-Peri & Srisacha sauce 		

* "Same store growth" (SSG) refers to the year-over-year growth in sales for restaurants in operation for 2 whole years (i.e. current & previous year)

Dunkin' Donuts		
Network data		
Particulars	Q1 FY18	Q1 FY17
Restaurants at beginning of period	63	71
New restaurants	1	7
Closed restaurants	9	1
Restaurants at end of period	55	77
City Count	15	23
55 restaurants as of 17 th July 2017 across 15 cities		
New Product launches		
<ul style="list-style-type: none"> Big Joy Mayo Burger – Flavourful Veg/Chicken patty between soft sesame buns with mayonnaise sauce on a bed of shredded lettuce priced at Rs. 69/89 plus applicable taxes Shaken Iced Coffee – Freshly brewed espresso made from 100 % Arabica coffee beans, sweetened cream, milk and ice cubes priced at Rs. 79/109 plus applicable taxes 		

About Jubilant FoodWorks Ltd:

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and is one of India's largest food service Company, with a network of 1125 Domino's Pizza restaurants across 264 cities (as of July 17, 2017). The Company & its subsidiary have the exclusive rights to develop and operate Domino's Pizza brand in India, Sri Lanka, Bangladesh and Nepal. At present it operates in India and Sri Lanka. The Company also has exclusive rights for developing and operating Dunkin' Donuts restaurants for India and has 55 Dunkin' Donuts restaurants across 15 cities in India (as of July 17, 2017).

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