

## PRESS RELEASE

### Jubilant FoodWorks Limited Reports Q4FY'24 and FY'24 Results

#### Full Year Highlights\*

- Revenue was Rs. 56,541 mn; Gross Margin at 76.3%; EBITDA margin at 20.2%
- JFL Group Store Network is now nearing 3,000 stores with the opening of record 356 stores in FY'24
- JFL Group's store network for Domino's is now 2,793 store strong across six countries
- JFL Group's store network for Domino's India expands to 1,995 stores across 421 cities
- Next-gen Domino's India app powering App conversion to record high levels

#### Quarterly Highlights\*

- Revenue was Rs. 15,728 mn; Gross Margin at 76.6%; EBITDA margin at 19.7%
- Highest ever quarterly network addition of 112 stores
- Domino's India LFL trajectory turned around by Q4
- Domino's India registers record-high new customer acquisition growth with improvement in Delivery under 20 min
- Rapid expansion of Popeyes continues with entry in new cities – 42 stores now serving consumers in 15 cities

**Noida, 22<sup>nd</sup> May 2024** – Jubilant FoodWorks Limited(NSE, BSE: JUBLFOOD), one of the largest emerging-markets' foodservice Company, today announced its financial results for the fiscal year and quarter ended March 31, 2024.

**Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented,** *"FY'24 was a year of significant shift as the acquisition of DP Eurasia elevates the profitable growth trajectory of the JFL Group. This acquisition further solidifies JFL's longstanding partnership with Domino's, the world's largest pizza company, to profitably grow high potential emerging markets. The Group also made noteworthy progress during the year in supporting and nurturing new growth vectors, solidifying its position as one of the leading emerging markets' foodservice company."*

**Mr. Sameer Khetarpal, CEO and MD, Jubilant FoodWorks Limited commented,** *"The March quarter performance was remarkable as Domino's India's like-for-like trajectory turned around in Q4. This was achieved through several pre-planned strategic interventions, including strengthened regional infrastructure, enhanced on-ground execution, a comprehensive revamp of the brand, and further refining the value proposition through targeted delivery fee waivers during a period of weak demand. Moreover, the year witnessed substantial progress across every strategic priority, with increased business re-investments that weigh on near-term margins but will be a pivotal catalyst to drive our future growth across all brands and markets."*

### FY 2023-24 Update\*

Revenue from Operations of Rs. 56,541 million increased 9.6%. The JFL Group network strength is now 2,991 stores with the opening of a record 356 net stores in a year. Gross Profit was Rs. 43,130 million, higher by 10.3%. Gross margin came in at 76.3%. Op. EBITDA came in at Rs. 11,435 million, and Op. EBITDA margin was 20.2%. Profit after tax came in at Rs. 4,008# million with PAT margin at 7.1%#.

The Board of Directors of the Company has recommended a dividend of Rs. 1.2 per equity share of face value of Rs. 2 each for the financial year ended 31<sup>st</sup> March 2024 (amounting to Rs. 792 million), subject to approval of shareholders at the Annual General Meeting.

### Q4 FY 2023-24 Update\*

Revenue from Operations of Rs. 15,728 million increased 23.9%. Gross Profit was Rs. 12,055 million, higher by 26.4%. Gross margin came in at 76.6%. Op. EBITDA came in at Rs. 3,103 million and Op. EBITDA margin was 19.7%. Profit After Tax came in at Rs. 2,089# million and PAT margin was 13.3%#.

#### *a. India Segment Update*

Revenue from Operations at Rs. 13,313 million registered a growth of 6.3% mainly driven by 4.9% growth in Domino's India. Domino's LFL came in at 0.1% while the Domino's Delivery LFL was 7.8%. The new brands contributed 1.4% to overall growth. A total of 89 stores were added across all brands in India.

#### *b. International Segment Update*

Revenue from Operations of Rs. 2,427 million was primarily driven by revenue contribution of two months at Rs. 2,174 million from Turkey, Azerbaijan and Georgia. Revenue from Domino's Bangladesh came in at Rs. 134 million, up by 52.1% on the back of accelerated network expansion. Revenue from Domino's Sri Lanka came in at Rs. 119 million, up by 4.1%. A total of 23 stores were added across all International markets.

#### Note:

1. The financial figures in this release are derived from audited consolidated and standalone IND-AS financial statements from continuing operations
2. Figures have been rounded off for the purpose of reporting

\*Consolidation of accounts of DP Eurasia with JFL is effective February 1, 2024. Prior period numbers are not comparable.

#PAT includes a one-time gain of Rs. 1,702 million on remeasurement of previously held DP Eurasia stake at acquisition date fair value. The recurring PAT for FY'24 came in at Rs. 2,306 million and PAT margin was 4.1%. The recurring PAT for Q4FY'24 came in at Rs. 388 million and PAT margin was 2.5%.

## **About Jubilant FoodWorks Limited:**

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food service companies. Its Group network comprises 2,991 stores across six markets – India, Turkey, Bangladesh, Sri Lanka, Azerbaijan and Georgia. The Group has a strong Portfolio of Brands in emerging markets with franchise rights for three global brands - Domino's, Popeyes and Dunkin' – and two own-brands, Hong's Kitchen, an Indo-Chinese QSR brand in India, and a CAFÉ brand - COFFY in Turkey.

Note: The store count for the Group is as on March 31, 2024

## **Website:**

[www.jubilantfoodworks.com](http://www.jubilantfoodworks.com)

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