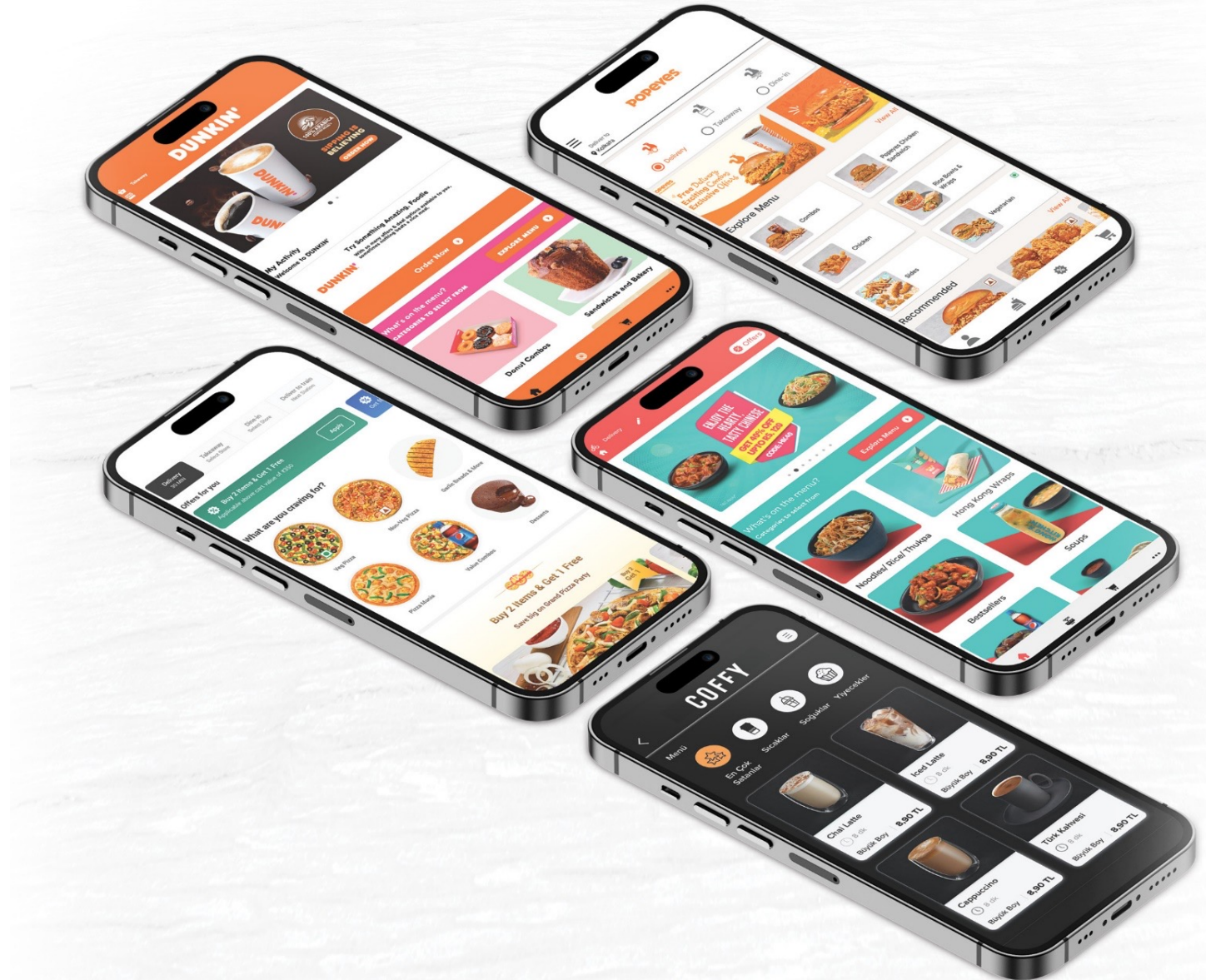




Earnings Presentation

Q1 FY'25



1

Q1 FY'25 Highlights



- ✓ **Execution on our Strategic Priorities** drove solid sales results
- ✓ **Group System Sales** came in at **Rs. 22,365 million**
- ✓ **Domino's India LFL growth** came in at **3.0%** driven by **Delivery LFL growth** of **12.1%**
- ✓ **Domino's Turkey LFL growth** came in at **10.3%** despite record high inflation
- ✓ **Celebrated Milestones:** Domino's India, COFFY Turkey and Popeyes India crosses **2,000, 100** and **50** store mark respectively
- ✓ Dialed up intensity of **new product launches across brands and across markets**
- ✓ **Record high new customer acquisition**(Domino's India) growth at **+32% yoy**
- ✓ **Record high MAU**(Domino's India App) at **12.1 million(+17.5% yoy)** with app Installs at 10.3 million
- ✓ **Loyalty membership count nearing 25 million** for Domino's India with order contribution at 54% in June

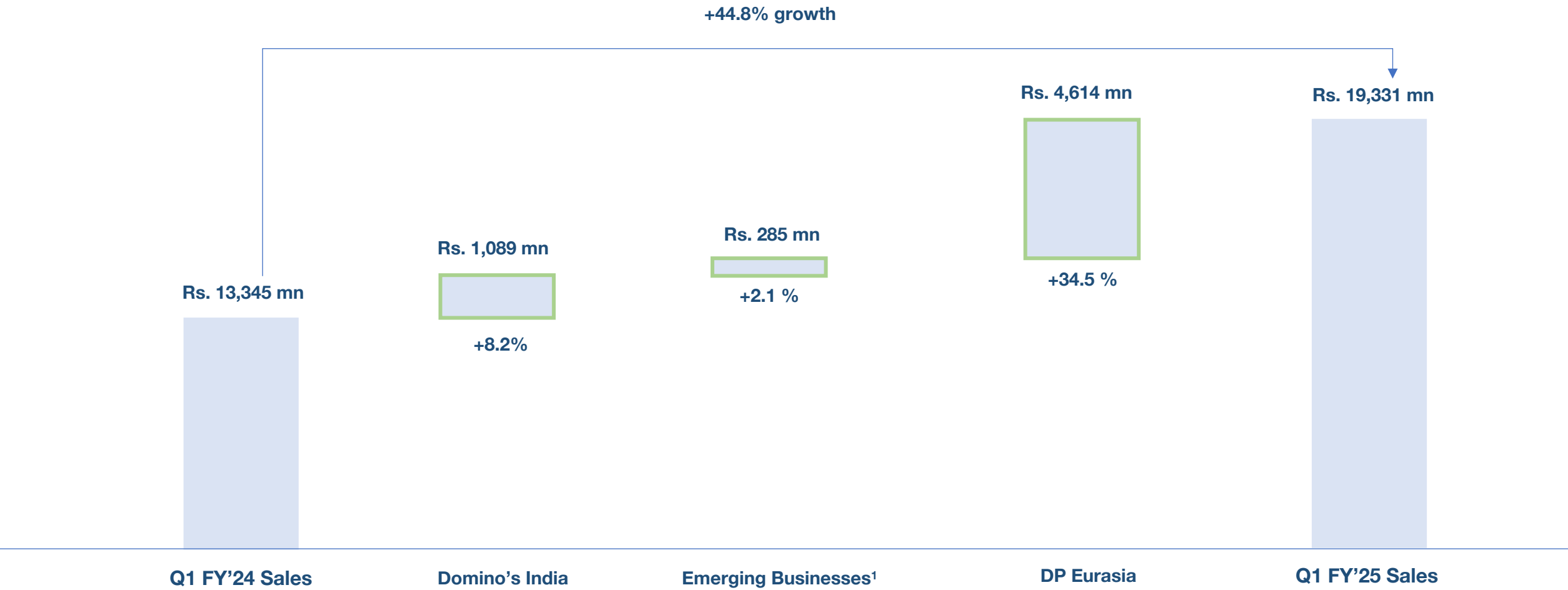
Network	Revenue	EBITDA	EBITDA Margin	PAT*	PAT* Margin
3,057 stores	Rs. 19,331 mn	Rs. 3,831 mn	19.8% margin	Rs. 608 mn	3.1% margin
QoQ: +66 stores YoY: +354 stores	QoQ: +22.9% YoY: +44.8%	QoQ: +23.4% YoY: +38.9%	QoQ: +8 bps YoY: -85 bps	QoQ: +56.9% YoY: +110.3%	QoQ: +68 bps YoY: +98 bps

Note: 1. DP Eurasia line by line consolidation and System Sales contribution is w.e.f. 1st February, 2024 and hence growth figures aren't strictly comparable

2. All foreign currency conversion are as of June 30, 2024

* PAT is from continuing operations and before exceptional item(if any)



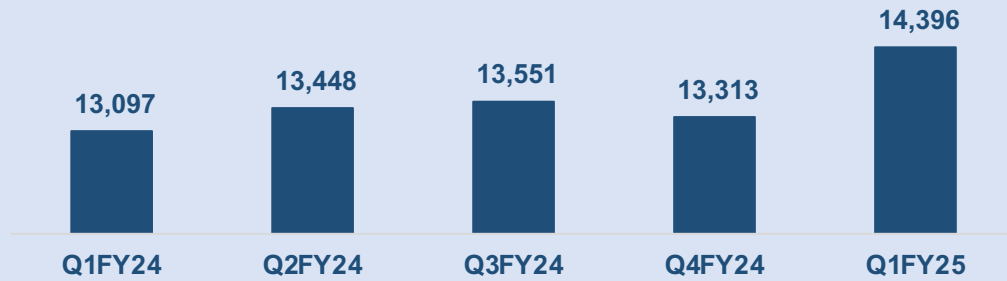


1. This includes Popeyes, Dunkin', Hong's Kitchen, Domino's Sri Lanka and Domino's Bangladesh
Foreign currency conversion is taken as on June 30, 2024
Revenue walk is for illustration purpose only and is not drawn to scale and may not recalculate exactly due to rounding off

Revenue Trends(Standalone)

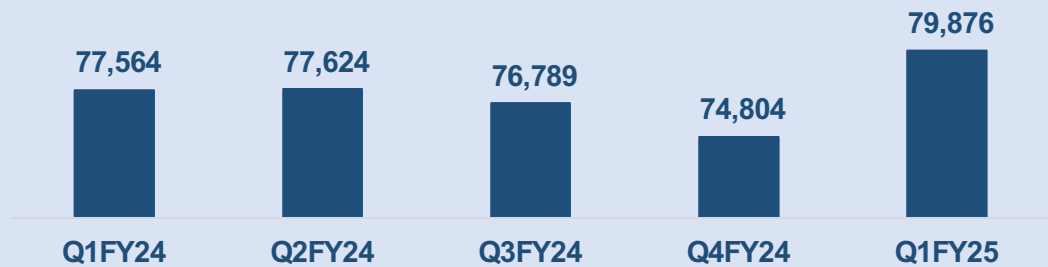
Revenue

(Rs. million)



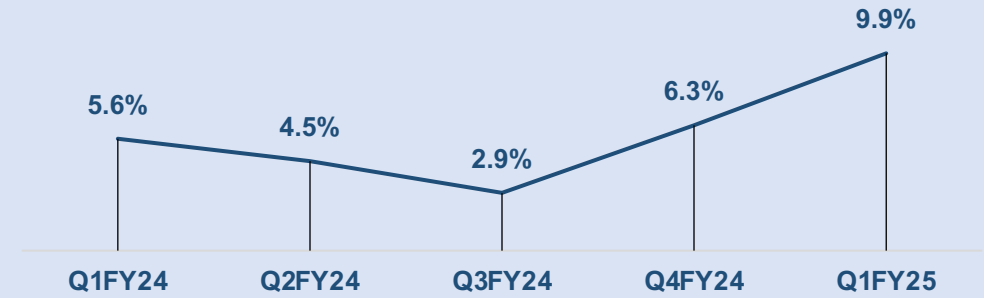
Domino's Mature Store ADS

(Rs.)



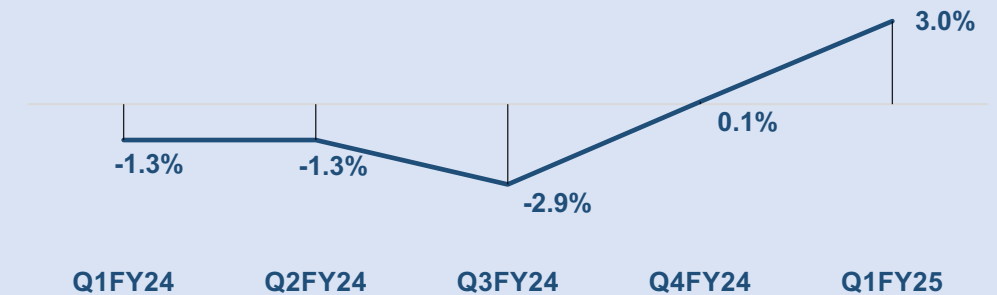
Revenue Growth

(%)



Domino's LFL Growth

(%)

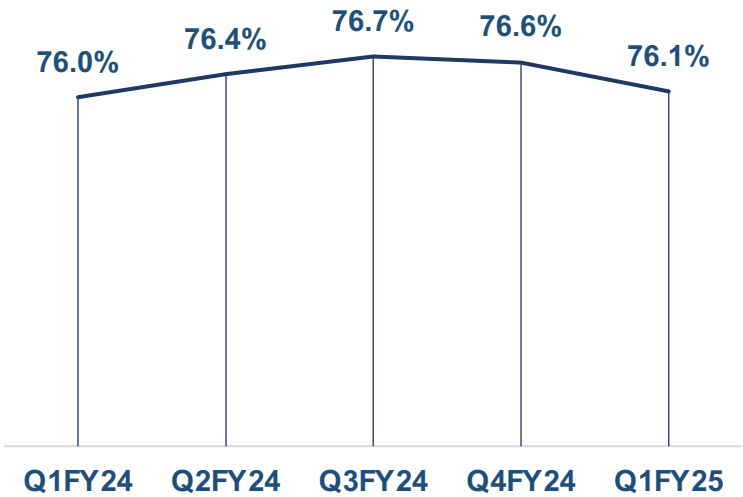


LFL: Defined as year-over-year growth in sales for non-split(mature) restaurants opened before previous financial year

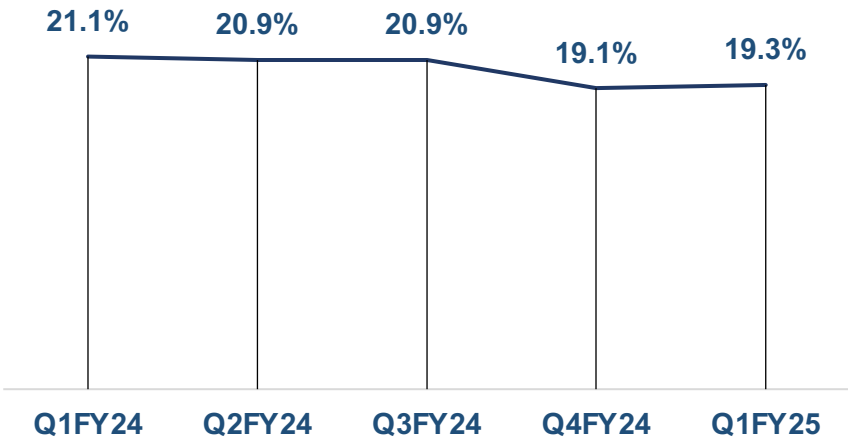
LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,644 stores)

+71 and +22 bps sequential improvement in Pre and Post-IND-AS-116 EBITDA margins, respectively

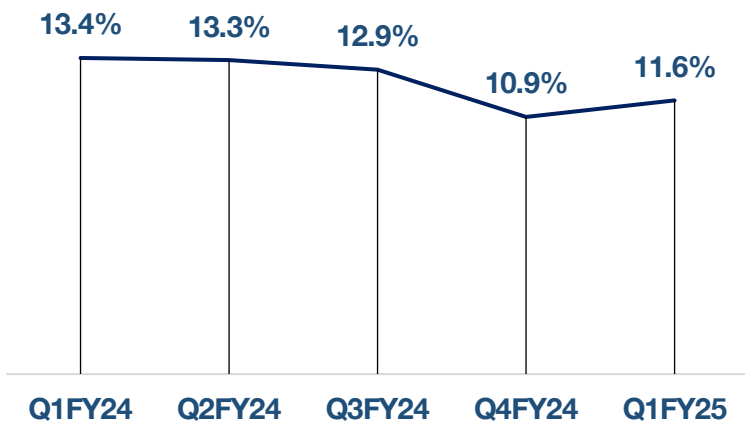
Gross Margin









EBITDA Margin
(Post Ind-AS-116)



EBITDA Margin
(Pre Ind-AS-116)



Domino’s India added 34 stores, accounting for ~52% of quarterly network expansion

 JUBILANT FOODWORKS	India	Turkey			Sri Lanka	Bangladesh	Azerbaijan	Georgia	Overall Network	Net Addition in last 12 months	Net Addition in last 3 months
Stores	Total	Corporate	Franchised	Total	Total	Total	Franchised	Franchised	Total	Total	Total
 Domino's	2,029	76	631	707	50	30	10	7	2,833	234	40
 POPEYES	50	-	-	-	-	-	-	-	50	33	8
 DUNKIN'	36	-	-	-	-	-	-	-	36	15	5
 HONG'S KITCHEN	33	-	-	-	-	-	-	-	33	18	5
 COFFY	-	25	80	105	-	-	-	-	105	54	8
All Brands	2,148	101	711	812	50	30	10	7	3,057	354	66

2

Key Market-wise Highlights

 **Domino's**

FIRST HELLOS HAPPEN ONLY WITH PIZZA



RAMAZAN SOFRAN
DOMINO'S'TA!

2 ORTA BOY PİZZA + 2 KNORR ÇABUK ÇORBA
KİŞİ BAŞI 150 TL



SİPARİŞ VER



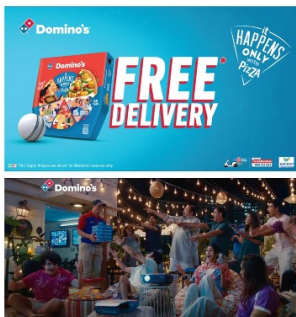
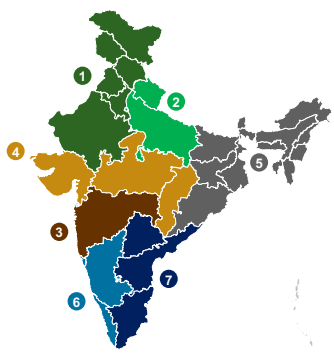


Revenue and Store Growth	Margin	Key KPIs (Domino’s)
Revenue: Rs. 14,396 mn(+9.9% yoy) +52 net stores added qoq	Gross Margin: 76.1%(-52 bps qoq) EBITDA Margin: 19.3%(+22 bps qoq)	Record high NCA growth at 32% Monthly Active Users: 12.1 mn (+17.5% yoy)
<div><div><div>❑ Revenue growth came in at 9.9%</div><div><div>▪ Domino’s growth was 8.5% led by order growth of 16.0%</div><div>▪ Domino’s LFL was 3.0%</div><div>▪ Opened 34 new Domino’s stores</div></div><div><div>❑ Added 52 net stores in India across all brands</div></div></div></div>	<div><div><div>❑ Enhanced value offerings for consumer through free delivery and Lunch Feast</div><div>❑ Project Vijay is helping offset the cost inflation</div><div>❑ Investments in tech, supply chain capabilities and new brands to continue</div></div></div>	<div><div><div>❑ <i>Launched three new product innovation:</i><div><div>○ 4 course meal starting Rs. 99: Lunch Feast</div><div>○ Innovation for Cheese lovers: Cheese Volcano</div><div>○ New Beverage Range: Chillrz</div></div></div><div>❑ <i>App</i>: Continued improvement in app installs and MAU</div><div>❑ <i>Loyalty</i> membership base is now 24.9 mn</div></div></div>



Note: The above figures are derived from standalone financial statement for the quarter ending June 30, 2024 and growth comparisons are y-o-y

STRATEGIC INITIATIVES



Transitioned from 4 to 7 region with Superior Regional Leadership team

Brand Refresh - It Happens Only with Pizza

Excelling on Delivery Experience and improved value through Delivery Fee waiver

Accelerated the pace of new product launches

BUSINESS BENEFITS

Ops. KPIs



Brand Scores

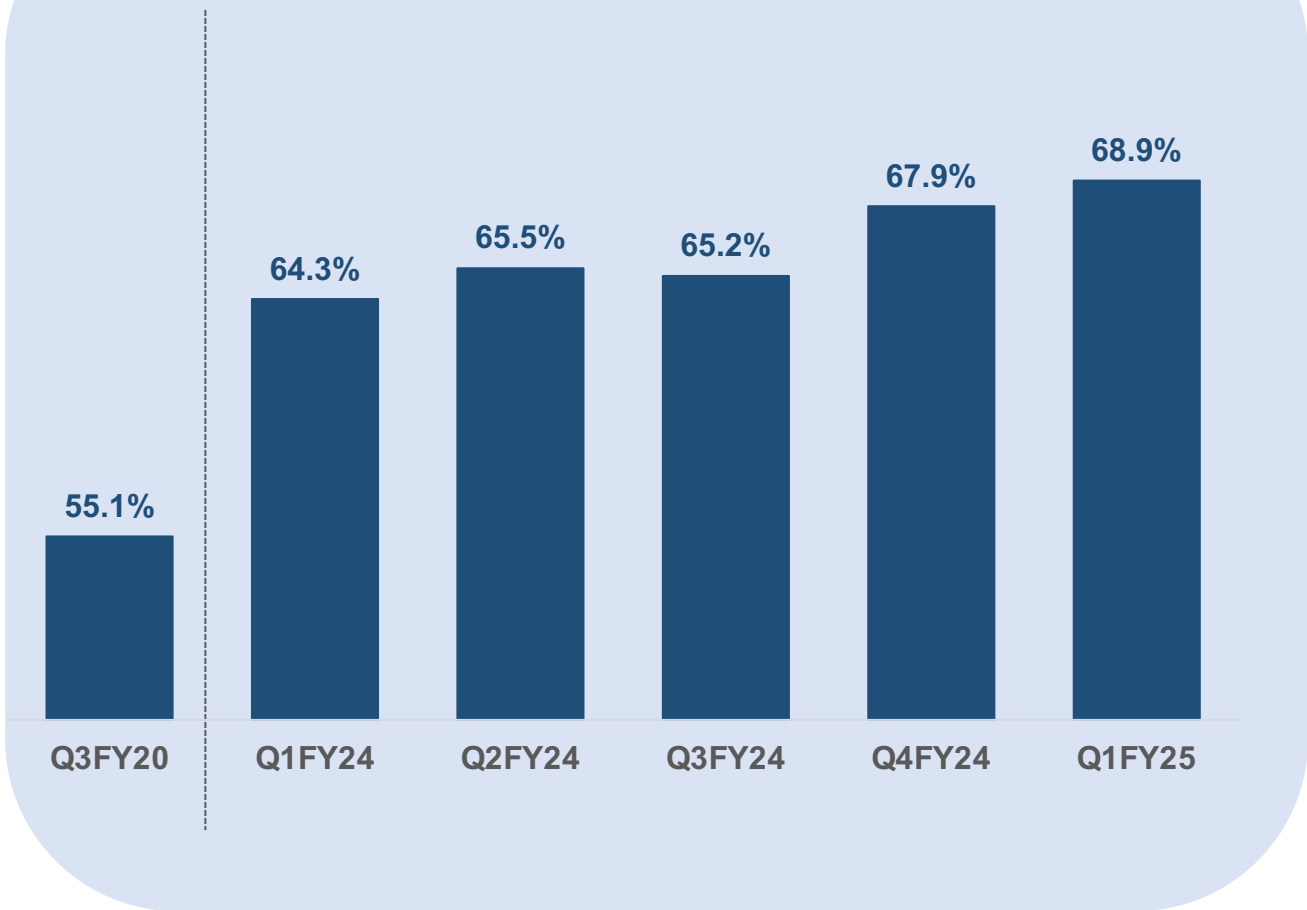


Order Growth





Delivery Channel Mix Continues to Grow



Key Highlights

- Delivery channel revenue up by 15.7% driven by Delivery LFL growth of 12.1% yoy
 - ❖ Order-led growth partially offset by decline in ticket on account of delivery fee waiver
 - ❖ The decline in ticket was partially offset by introduction of packaging charges
- Dine-in channel revenue declined by 5.7% yoy
 - ❖ However, on sequential basis, Dine-in grew by 4.6% qoq (+1.7% LFL qoq) on account of double digit growth in orders

- **Turkey, Azerbaijan and Georgia**
 - ❑ **Strong performance with DPEU System Sales of Rs. 7,807 million;**
 - **Domino's System Sales was Rs. 7,151 million and Domino's Turkey LFL growth was 10.3%**
 - **COFFY's System Sales came in at Rs. 657 million and COFFY LFL growth was 8.7%**
 - ❑ **Revenue for DPEU came in at Rs. 4,614 million(up by 15.4% yoy) with Op. EBITDA of 25.0% and PAT margin of 9.2%**
- **Domino's Bangladesh**
 - **Revenue came in at Rs. 170 million, up by 42.2% on the back of accelerated network expansion**
 - **Launched a new range of Saucy and Messy Pizza**
- **Domino's Sri Lanka**
 - **Revenue came in at Rs. 174 million, up by 17.0%**
 - **Onboarded two new aggregators – Uber Eats and Pick Me**

3

Key Brand-wise Highlights

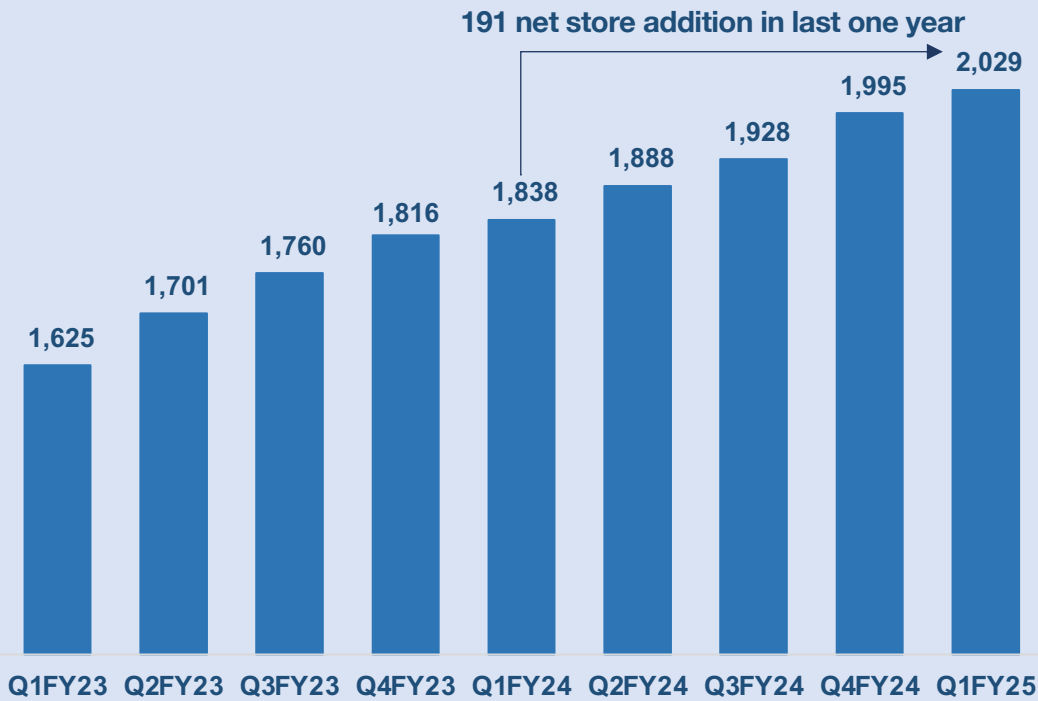
a

Domino's

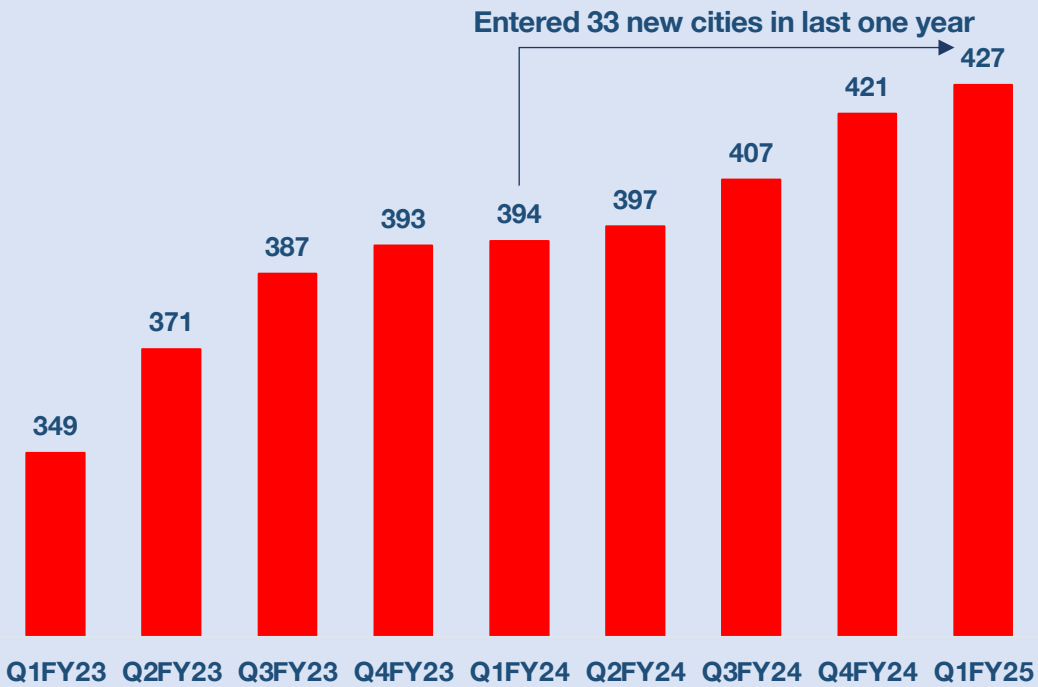




Store Count



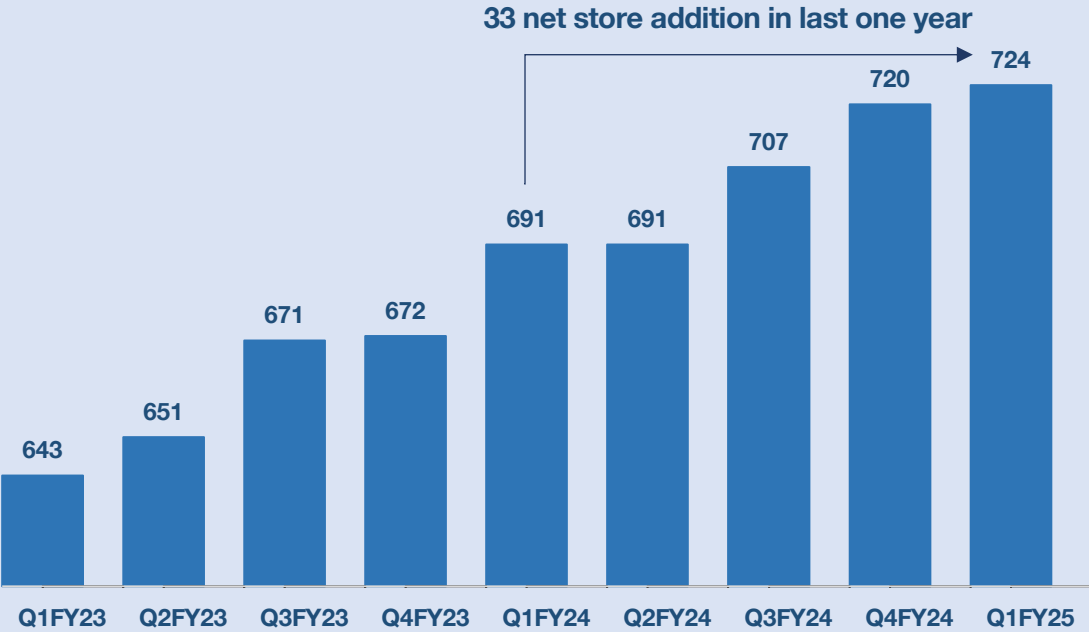
City Coverage



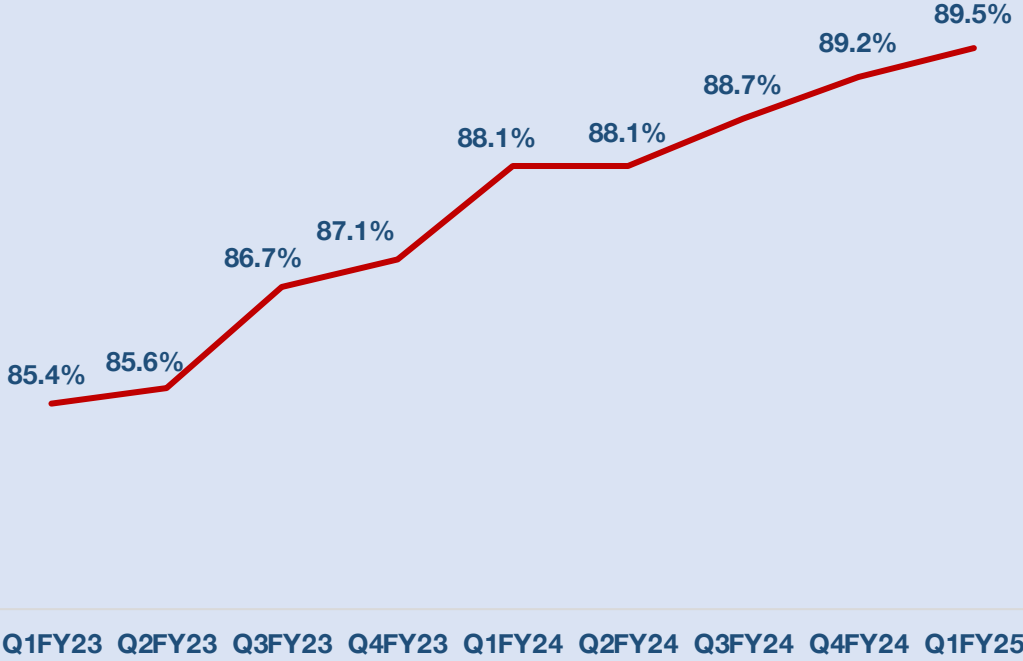


Continued improvement in Franchise Store Mix

Store Count

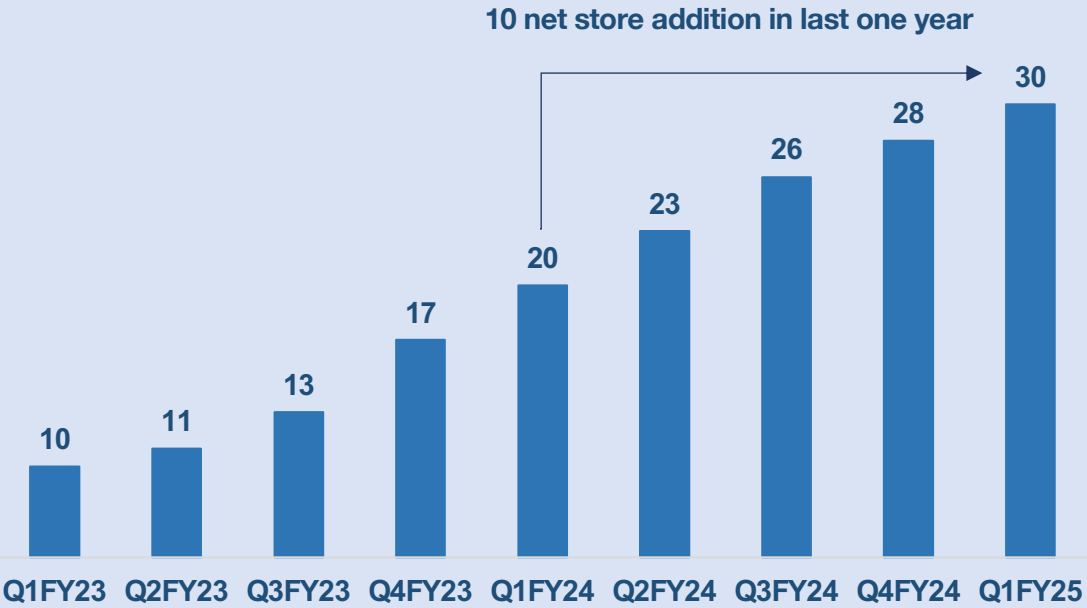


Franchise %



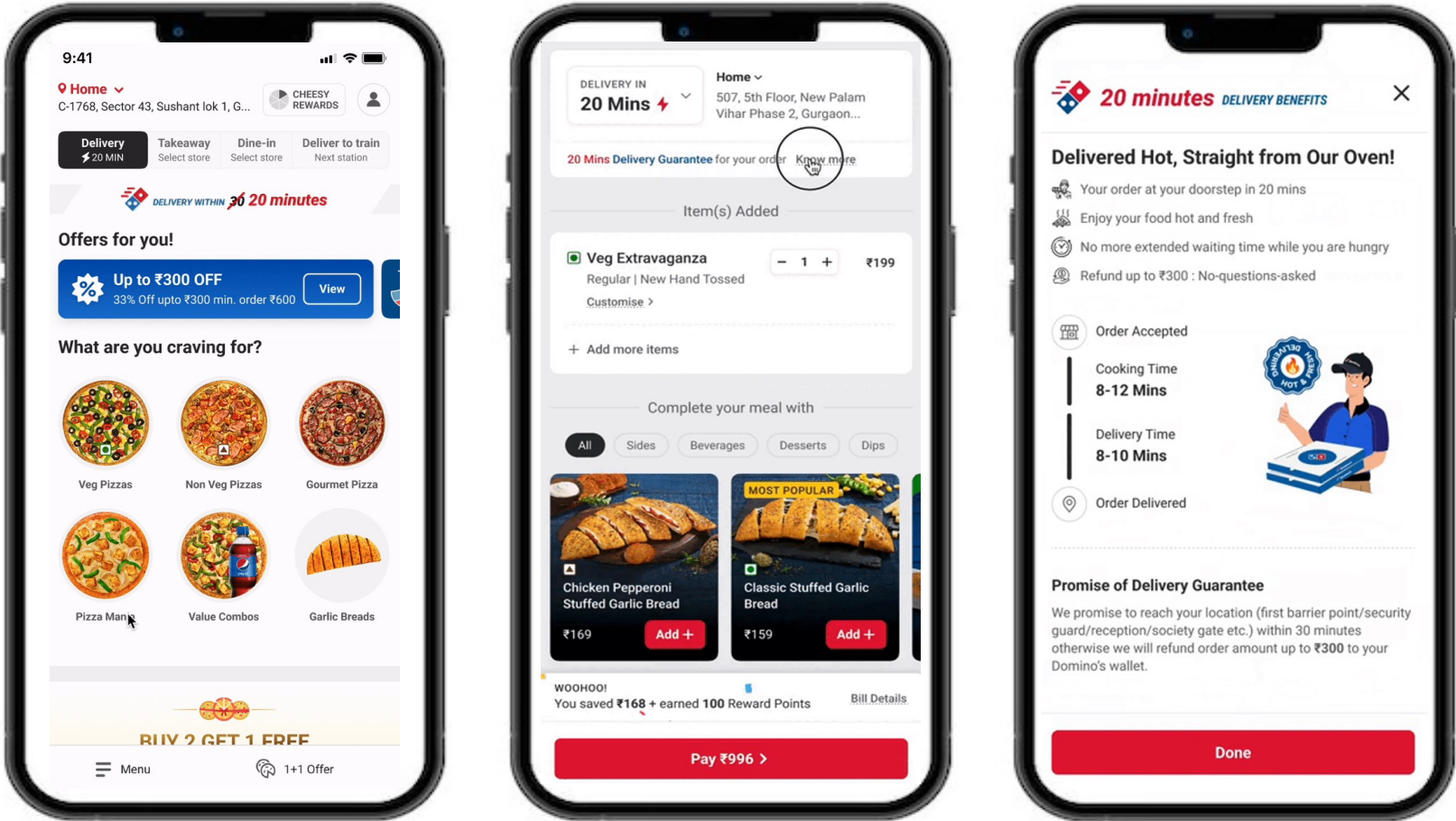


Store Count



Launched new Core Range Pizza





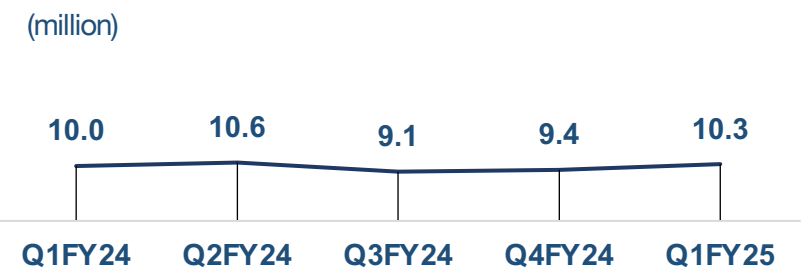
Key Benefit

- ✓ Same store can now deliver consumers under 30 minutes or 20 minutes basis their proximity to store
- ✓ Delivery ETA is communicated upfront
- ✓ UI nudges both at Home and Cart

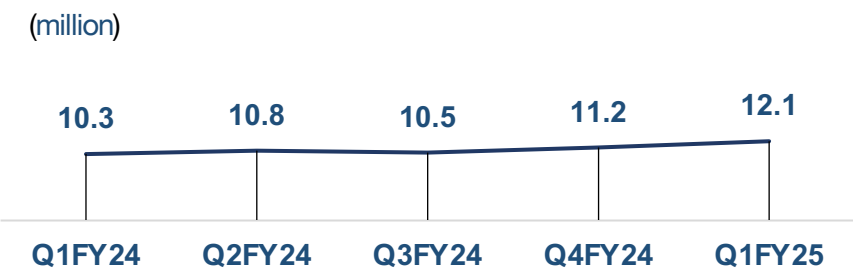


Continued Improvement in Installs and Monthly Active Users

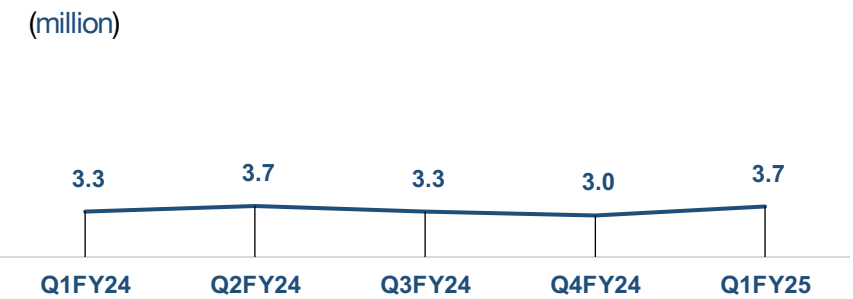
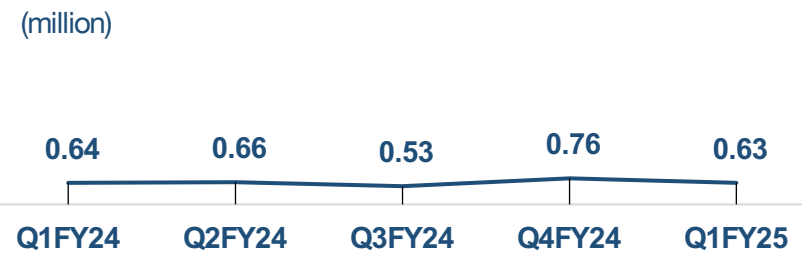
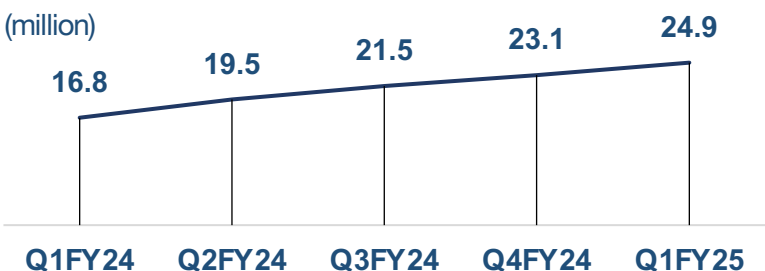
App Installs



Monthly Active Users(App)



Domino's Cheesy Rewards
Cumulative Membership



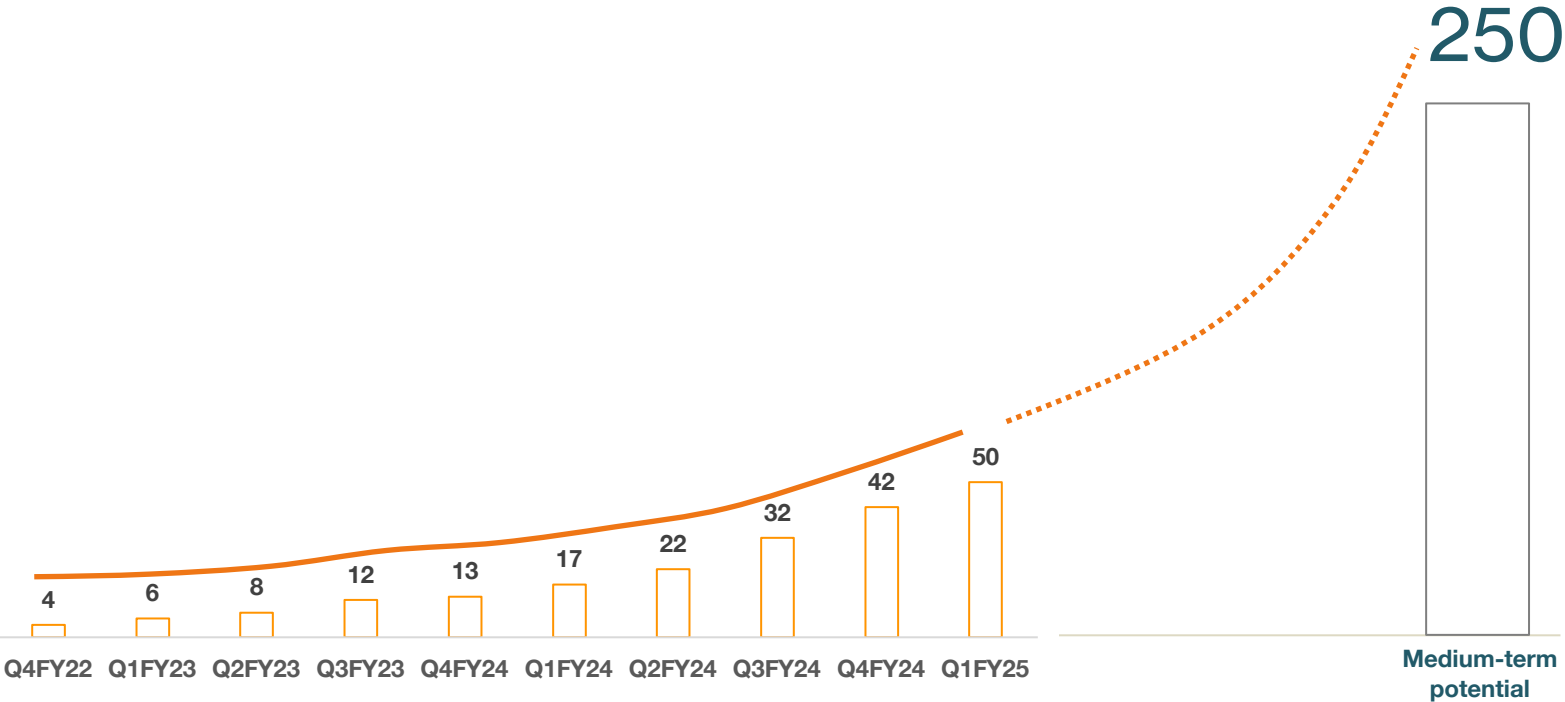
b

Popeyes

Wing
it
on

POPEYES
FAMOUS LOUISIANA CHICKEN







Super Saver Baskets for 2

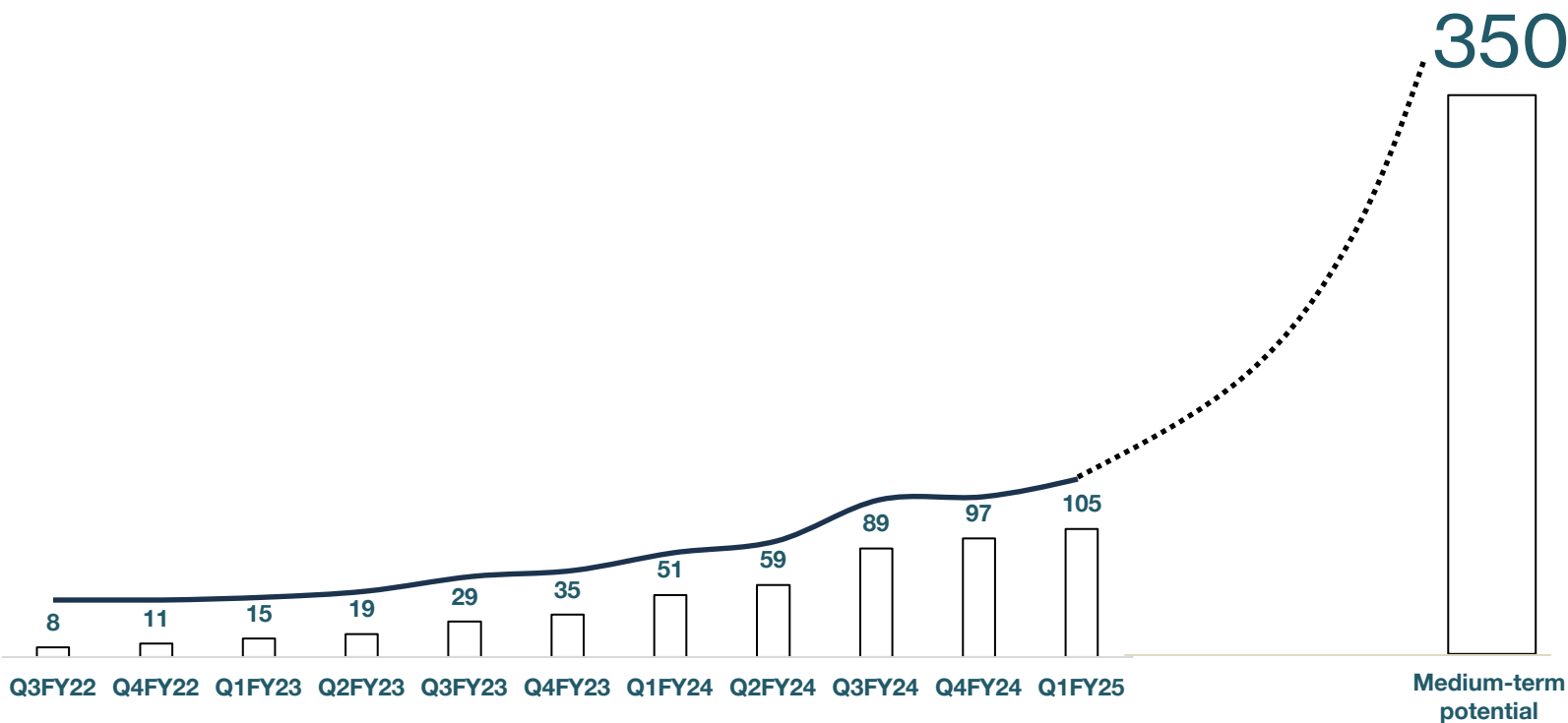
C

COFFY

HEDİYE KAHVE İSTEYENLER
BURADA MI?



First amongst our Emerging Brands to cross 100 store milestone



d

Other Emerging Brands

The top advertisement is for Dunkin'. It features a bright pink background. In the top left corner, there is a round clock with the Dunkin' logo. To the right of the clock, the text reads **GREAT MOMENTS DUNKIN' COFFEE MOMENTS!**. Below this, three Dunkin' coffee drinks are displayed on a wooden surface: a chocolate drink with whipped cream, a dark iced coffee, and a light iced coffee. Each glass has the Dunkin' logo on it.

The bottom advertisement is for Hong's Kitchen. It has a teal background with a subtle circular pattern. In the top left corner is the Hong's Kitchen logo, which includes a cartoon character and the text **HONG'S KITCHEN** and *Hearty! Tasty! Chinese!*. The main text in the center reads **CRAVING THE MOST DELICIOUS CHINESE?**. Below this, there is a bowl of food, a bottle of Hong's Kitchen beverage, and a hand holding a smartphone. The smartphone screen displays a call-to-action: **CALL NOW 1800-2-100-100**. A red banner at the bottom right also says **CALL NOW**.



DUNKIN'

- Added 5 net stores in Q1 to take Dunkin’ network to 36 stores
- Launched new Bubble Teas range which is driving up the beverage mix
- Enhancing Occasion led sales – Mothers Day celebration with Donuts



- Grew Hong’s Kitchen network to 33 stores with 5 new additions in Q1
- Launched three new wraps, wrap range now starts at Rs. 99

4

Statement of Profit and Loss



**OUT OF THE WORLD EXPERIENCES
HAPPEN ONLY WITH PIZZA**

Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
Q1 FY25	Q1 FY24	Growth %		Q1 FY25	Q1 FY24	Growth %
19,331	13,345	44.8%	Revenue from operations	14,396	13,097	9.9%
171	93	83.5%	Other Income	73	91	-19.9%
19,502	13,439	45.1%	Total Income	14,468	13,188	9.7%
5,297	3,232	63.9%	Raw Material and Beverage Cost	3,441	3,141	9.6%
14,034	10,113	38.8%	Gross Profit	10,955	9,956	10.0%
72.6%	75.8%		Margins	76.1%	76.0%	
3,287	2,527	30.0%	Personnel Expenses	2,562	2,473	3.6%
6,917	4,827	43.3%	Manufacturing and Other Expenses	5,611	4,719	18.9%
3,831	2,758	38.9%	EBITDA	2,782	2,764	0.6%
19.8%	20.7%		Margins	19.3%	21.1%	
1,344	543	147.4%	Interest Cost	619	513	20.8%
1,835	1,357	35.2%	Depreciation	1,552	1,328	16.8%
796	543	46.6%	PBT	683	1,014	-32.6%
4.1%	4.1%		Margins	4.7%	7.7%	
608	289	110.3%	PAT	515	752	-31.5%
3.1%	2.2%		Margins	3.6%	5.7%	



Note: 1. DP Eurasia line by line consolidation is w.e.f. 1st February, 2024 and hence consolidated growth figures aren't strictly comparable for consolidated financials

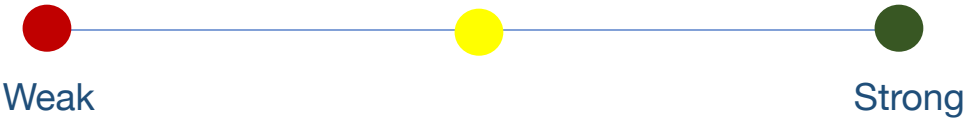
5

Progress on Business Outlook for FY'25



<input type="checkbox"/> Focus on volumetric growth and market-share gains	
<input type="checkbox"/> Drive value and acquire new customers	
<input type="checkbox"/> Innovate on the portfolio at both ends i.e. value and premium end	
<input type="checkbox"/> Continuously improve service through technology and operationally	
<input type="checkbox"/> Expand occasion and category share through new brands in Chicken, Coffee and Chinese	
<input type="checkbox"/> Optimize costs to expand margins	

Progress Key

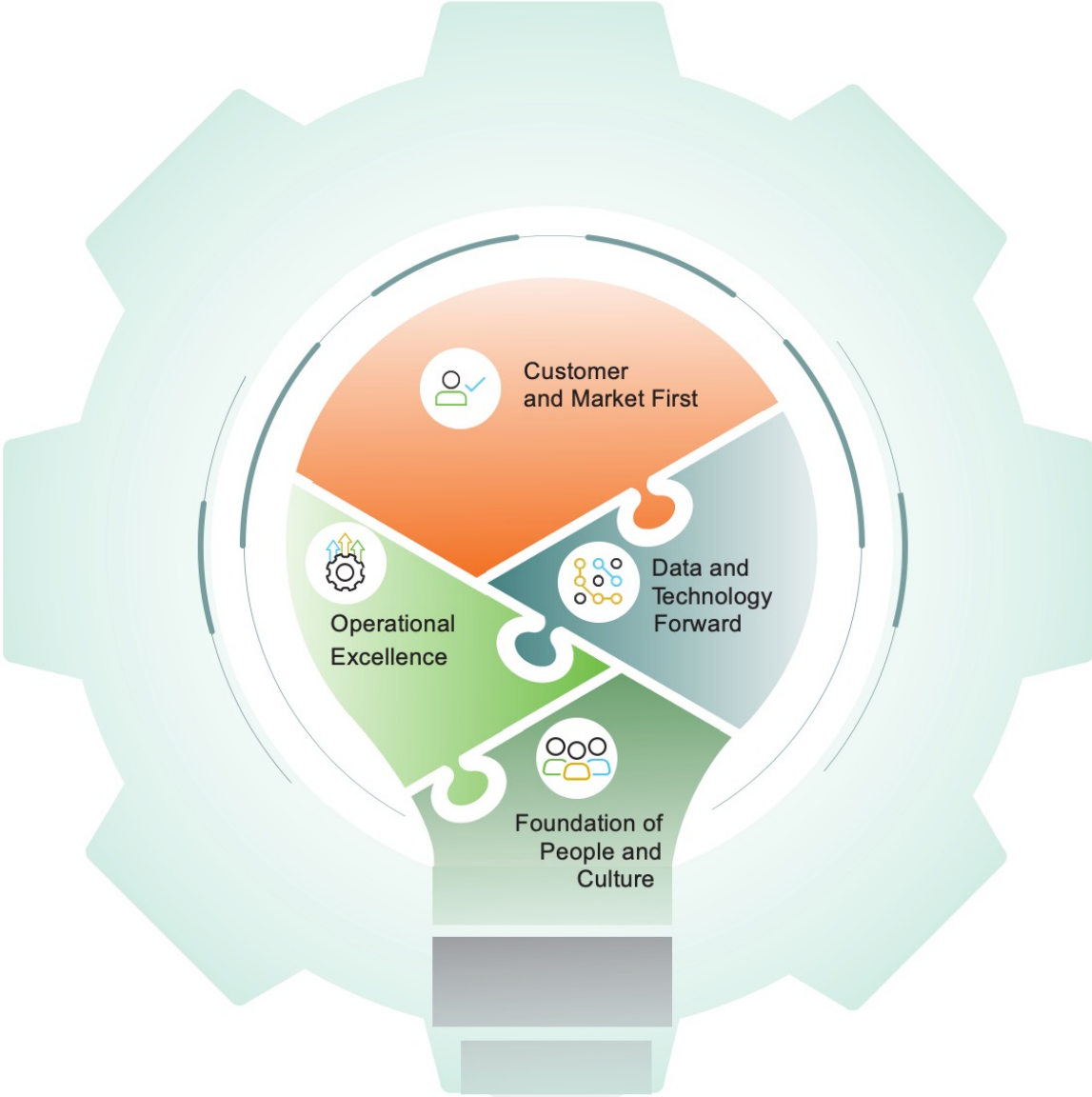


6

Supplementary Information

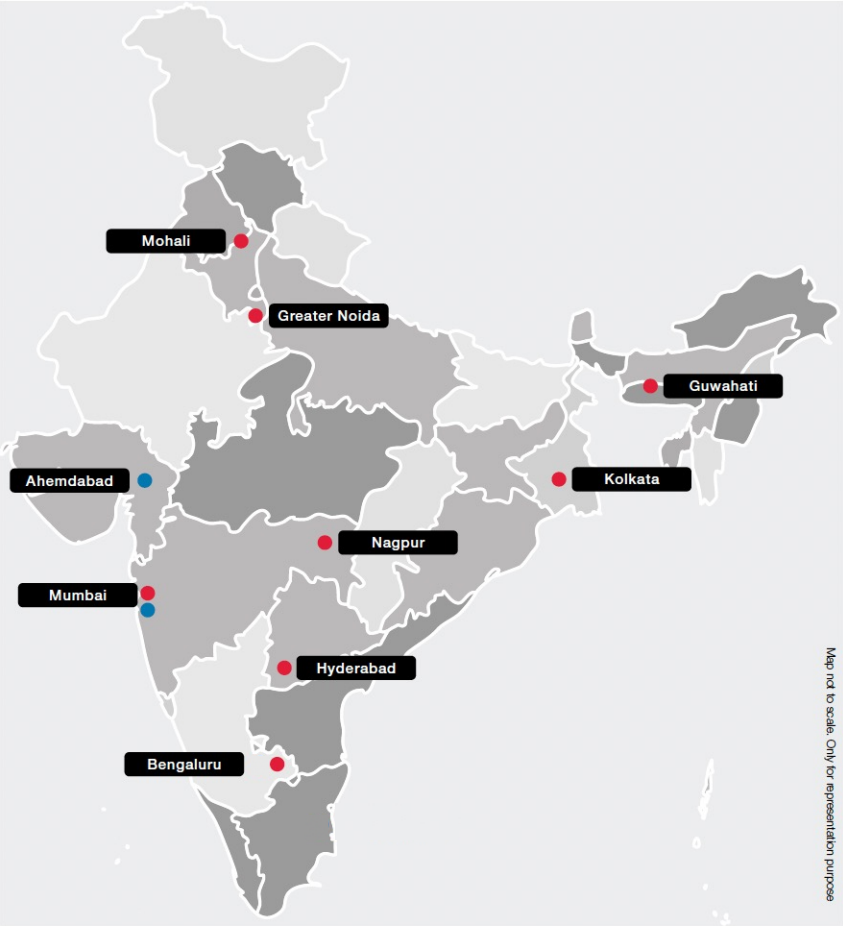


Customers, technology, operations and organization's culture to drive sustained profitable growth



The Integrated Supply chain model helps JFL enjoys one of highest fill rates - 99.6% - globally

8 Commissaries and 2 Distribution Centers in India



‘Jubilant Food Park Bangalore’ has commenced operations



Work on new Mumbai commissary has started

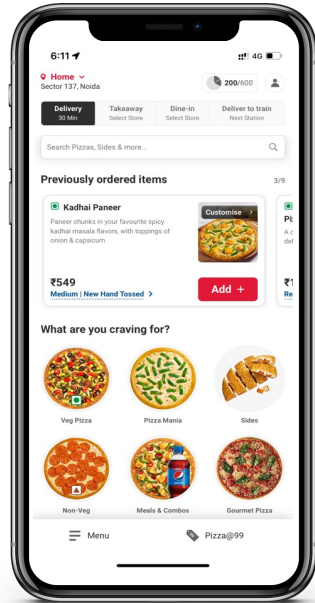


Key competitive advantage: Continued investments for building data and technology strengths

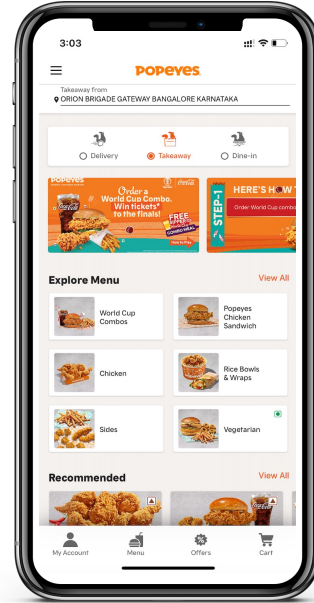


Our 'Data and Technology Forward' Pillars

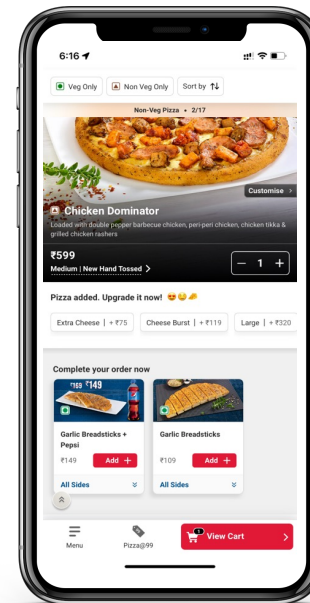
Immersive Customer Experience



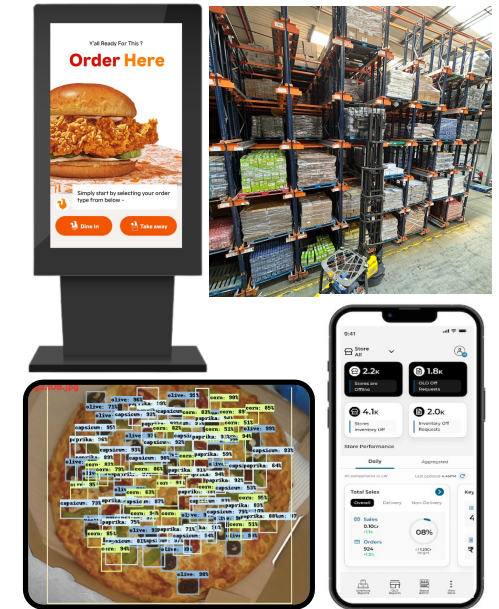
Next Level Platform Capabilities



Advanced Analytics and Data Science



Digitizing Value Chain



- Single Step Onboarding
- Live Rider Tracking
- Order Scheduling
- Order Customization

- Multi-Country, Multi-Brand in-house Tech Platform
- Automated Nearest Store Discovery

- Micro-services based architecture for the consumer app
- Loyalty program

- Personalized Menu and Offers
- Cohort based CRM Campaigns

- In-context Upsells
- In-context Cross-sells

- Rider App
- Custom-built App for Store teams
- AI based Pizza Quality Analyzer
- Transport and Warehouse Management System

Sustainability is deeply embedded in our multi-stakeholder business model, as a key tenet of generating long-term value



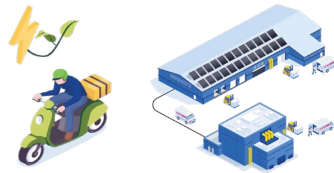
Responsible
Sourcing

- The Company empower dairy farmers with cutting-edge technologies and expert guidance, enabling them to enhance the productivity and quality of their dairy products
- Achieved “No Antibiotics Ever” milestone
- 100% farm traceability for chicken, oregano, chili and tomato paste
- Achieved corn localization to enhance localization and incentivize local farmers
- Member of I-SPOC(Sustainable Palm Oil Coalition of India)
- In our pursuit of agricultural harmony, the Company uses Integrated Pest Management (IPM) techniques for sourcing chilies from Andhra Pradesh



Baking Goodness

- All ingredients are 100% free from artificial preservatives, colors and flavors for Domino’s
- 100% recyclable pizza boxes and lidless dine-in boxes
- 100% dairy based mozzarella cheese
- In line with the International Year of Millets 2023, Domino’s India launched Ragi Super Crust Pizza which features superior quality millet ingredients combined with a multi-seed mix of flax seed, watermelon seed, pumpkin seed, and sunflower seeds
- 93% of food ingredients for Domino’s manufacturers are certified under Global Food Safety Initiative



Emissions, Energy and
Waste Management

- With 12,500+ EVs, the share of EVs in fleet is now ~50%
- 100% e-bikes for Popeyes and Hong’s Kitchen
- 9% of electricity demand of commissaries met by Solar PV; also signed PPA to procure ~14 million units combined from renewable sources for Jubilant Food Park Bangalore and Greater Noida commissary
- EMS installed at stores and commissaries for real-time monitoring to reduce energy consumption
- Eliminated single-use plastic



Benefit
People and Communities

- Trained over 6,600 students under J-FARM (Jubilant FoodWorks Academy for Restaurant Operations and Management)
- Continue to build more diverse, inclusive and representative JFL – 34.8% of workforce are women
- Company is GPTW Certified and conducts engagement survey for all employees on an yearly basis
- Training and veterinary support to over 7,240 dairy farmers to enhance cattle productivity
- Providing access to medical health care to 469,000 people

About Us

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food service companies. Its Group network comprises 3,057 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.

Website:

www.jubilantfoodworks.com

For further information please contact:

Suman Hegde / Deepak Jajodia / Lakshya Sharma

E-mail: suman.hegde@jublfood.com; deepak.jajodia@jublfood.com; lakshya.sharma@jublfood.com

Note: 1. All financial data in this presentation is derived from audited consolidated and standalone IND-AS financial statements for continuing operations until specified otherwise

2. Due to rounding-off, the financial figures may not recalculate exactly

3. All foreign currency conversion are as of June 30, 2024

Disclaimer

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