

## PRESS RELEASE

### Jubilant FoodWorks Limited Reports Q1FY'25 Results

#### Quarterly Highlights

- The Group System Sales came in at Rs. 22,365 million
- The Group Store Network expands to 3,057 stores with the addition of 66 net stores in the quarter
- Domino's India, COFFY Turkey and Popeyes India crosses 2,000, 100 and 50 store mark respectively
- Revenue was Rs. 19,331 million; EBITDA margin was 19.8%; PAT Margin was 3.1%
- Domino's India LFL growth accelerated to 3.0% driven by Delivery LFL growth of 12.1%
- Domino's India KPIs – Record New Customer Acquisition Growth at 32% and MAU at 12.1 million reaches new all-time high
- Domino's Turkey LFL growth came in at 10.3%
- COFFY LFL growth came in at 8.7%

**Noida, 9<sup>th</sup> August 2024** – Jubilant FoodWorks Limited(NSE, BSE: JUBLFOOD), one of the largest emerging-markets' foodservice Company, today announced its financial results for the quarter ended June 30, 2024.

**Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented,** *“We achieved solid first quarter results, with broad based growth across markets led by healthy LFL and store growth. We also celebrated network milestones of crossing 3,000 stores at a Group level and setting a new record of operating 2,000+ Domino's stores in India. India business growth in particular, accelerated with a sharpened value-for money focus in Domino's, through delivery fee waiver well supported by continued network expansion. We remain on track to become India's first foodservice Company to cross \$1 bn in group system sales.”*

**Mr. Sameer Khetarpal, CEO and MD of Jubilant FoodWorks Limited, commented,** *“It was indeed a 'milestone quarter'. JFL delivered a strong quarter with growth across all business lines, expansion in the store network and improvement in margin trajectory. The quality of growth stands out, as it is order-led, monthly active users were at a record high and the Company acquired new customers at the highest-ever rate, beating the industry trend, thus, indicating the belief in our core strategy of being customer first and data-and-technology-forward.”*

Revenue from Operations of Rs. 19,331 million increased 44.8%. Gross Profit was Rs. 14,034 million, higher by 38.8%. Gross margin came in at 72.6%. EBITDA came in at Rs. 3,831 million, higher by 38.9%. EBITDA margin was 19.8%. Profit After Tax came in at Rs. 608 million and PAT margin was 3.1%.

#### *a. India Segment Update*

Revenue from Operations at Rs. 14,396 million registered a growth of 9.9% mainly driven by 8.5% growth in Domino's India. Domino's LFL came in at 3.0% with Domino's Delivery LFL at 12.1%. A total of 52 net stores were added across all brands in India.

## b. International Segment Update

In Turkey, Azerbaijan and Georgia, Domino's system sales came in at Rs. 7,151 million. Domino's Turkey LFL growth was 10.3%. COFFY's system sales came in Rs. 657 million and Coffy LFL growth was 8.7%. The Revenue from Operations came in at Rs. 4,614 million. EBITDA margin came in at 25.0%. PAT margin was strong at 9.2%. Revenue from Domino's Bangladesh came in at Rs. 170 million, up by 42.2% on the back of accelerated network expansion. Revenue from Domino's Sri Lanka came in at Rs. 174 million, up by 17.0%. A total of 14 net stores were added across all International markets.

### Note:

1. Group system sales refer to restaurant sales of corporate as well as franchisee stores across all brands and markets
2. The financial figures in this release are derived from reviewed consolidated and standalone IND-AS financial statements from continuing operations
3. Figures have been rounded off for the purpose of reporting
4. All reported numbers are as per currency conversion as on June 30, 2024
5. Consolidation of accounts of DP Eurasia with JFL is effective February 1, 2024. Prior period numbers are not comparable

### 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 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.

Note: The store count for the Group is as on June 30, 2024

### Website:

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

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