

PRESS RELEASE

Jubilant FoodWorks Limited Reports H1FY'25 and Q2FY'25 Results

H1FY'25 Highlights

- The Group System Sales came in at Rs. 45,084 million
- The Group Store Network expands to 3,130 stores with the addition of 139 net stores in H1
- Revenue was Rs. 38,878 million(+43.8% yoy); EBITDA was Rs. 7,816 million(+41.3% yoy) with 20.1% margin(-35 bps yoy)

Q2FY'25 Highlights

- The Group System Sales came in at Rs. 22,719 million
- Added 73 net stores in the quarter(India: +51 stores, Turkey: +17 stores and Bangladesh: +5 stores)
- Revenue was Rs. 19,547 million(+42.8% yoy); EBITDA was Rs. 3,986 million(+43.8 yoy) with 20.4% margin(+14 bps yoy)

Domino's India Highlights

- Revenue growth of 8.1% was led by strong order growth of 20.2%
- Delivery channel revenue up by 15.9% and Delivery Channel mix is now at 69.9%(+4.4% points yoy)
- LFL growth of 2.8% was driven by Delivery LFL growth of 11.4%
- Mature Store ADS came in at Rs. 80,185 – Highest in last six quarters
- Opened 50 new stores and entered 20 new cities - Network is now 2,079 stores strong serving consumers across 447 cities
- Record high MAU(App) at 12.8 million(+18.5% yoy); Highest ever app conversion
- New customer acquisition growth(+29% yoy) continues to be at an elevated level
- Domino's loyalty program members now at 27.8 million(+42.5% yoy)

Noida, 11th November 2024 – Jubilant FoodWorks Limited(NSE, BSE: JUBLFOOD), one of the largest emerging-markets' foodservice Company, today announced its financial results for the half year and quarter ended September 30, 2024.

Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented, “Our commitment to convenience, innovation, and consumer value is driving competitive growth. We sustained broad-based momentum in Q2, achieving system sales of Rs. 45.1 billion in H1 and grew the JFL network to 3,130 stores by adding 139 stores across brands and markets. We're also pleased with the elevated trajectory in operating profit, enabled by acquisition of a well-run franchised network in Turkey, which complements our corporate-owned store setup in India.”

Mr. Sameer Khetarpal, CEO and MD of Jubilant FoodWorks Limited, commented, “Our focused strategy on doubling down on Domino's is delivering strong results. With increased investment in brand building, rapid product innovation, expanded regional structure, and denser store networks enabling 20-minute delivery, we're seeing remarkable volumetric growth momentum. Domino's India achieved its highest orders, app traffic, conversion rates, and store throughput in recent quarter, underscoring the impact of our approach.”

H1 FY'25 Update

Revenue from Operations of Rs. 38,878 million increased 43.8%. The JFL Group network strength is now 3,130 stores with net addition of 139 stores in H1. EBITDA came in at Rs. 7,816 million, higher by 41.3% and EBITDA margin was 20.1%, lower by 35 bps. Profit after tax came in at Rs. 1,323 million, higher by 4.9% with PAT margin at 3.4%, lower by 126 bps.

Q2 FY'25 Update

Revenue from Operations of Rs. 19,547 million increased 42.8%. EBITDA came in at Rs. 3,986 million, higher by 43.8% and EBITDA margin was 20.4%, higher by 14 bps. Profit After Tax came in at Rs. 715 million, lower by 26.4% with PAT margin at 3.7%, lower by 344 bps.

a. India Segment Update

Revenue from Operations at Rs. 14,669 million registered a growth of 9.1% driven by 8.1% growth in Domino's India. Domino's LFL came in at 2.8% with Domino's Delivery LFL at 11.4%. EBITDA was Rs. 2,842 million and EBITDA margin came in at 19.4%. PAT was Rs. 521 million and PAT margin came in at 3.5%. A total of 51 net stores were added across all brands in India, ending the period with 2,199 stores.

b. International Segment Update

In Turkey, Azerbaijan and Georgia, DP Eurasia system sales came in at Rs. 7,719 million. Revenue from Operations came in at Rs. 4,605 million. EBITDA margin came in at 26.1%. PAT margin was strong at 10.5%. Revenue from Domino's Bangladesh came in at Rs. 126 million, lower by 5.3% on account of temporary store closures amidst a challenging operating environment. All stores are now operational. Revenue from Domino's Sri Lanka came in at Rs. 170 million, up by 33.6%. Strategic store relocations, new product launches, and focused local initiatives led to a strong performance. A total of 22 net stores were added across all brands in the International markets, ending the period with 931 stores.

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. All growth comparison is vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
4. Figures have been rounded off for the purpose of reporting
5. All reported numbers are as per currency conversion as on September 30, 2024
6. Consolidation of accounts of DP Eurasia with JFL is effective February 1, 2024. Prior period numbers are not comparable
7. LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,621 stores)
8. MAU: Monthly Active Users

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 3,130 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 September 30, 2024

Website:

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