

Earnings Presentation

Q2 and H1 FY'25





- 1. Key Highlights
- 2. Financial and Network Highlights
- 3. Market-wise Highlights
- 4. Brand-wise Highlights
- 5. Statement of Profit and Loss
- 6. Supplementary Information





# Key Highlights



IBIIAN

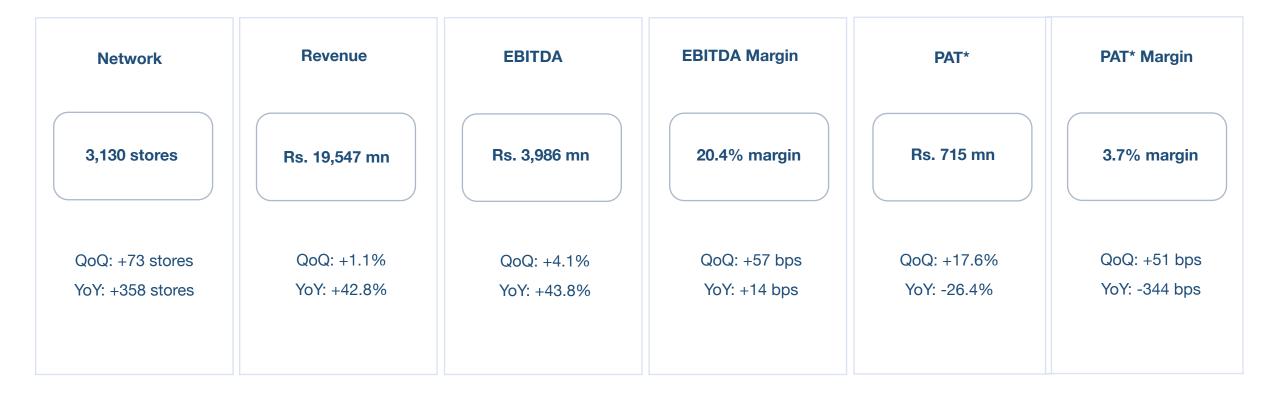
- ✓ Group System Sales came in at Rs. 22,719 million
- ✓ Group Network at 3,130 stores with quarterly net addition of 73 stores
- ✓ Consolidated\* Revenue came in at Rs. 19,547 million(+42.8% yoy) with EBITDA of Rs. 3,986 million(+43.8% yoy) and EBITDA Margin of 20.4%(+14 bps yoy)
- Standalone Revenue came in at Rs. 14,669 million(+9.1% yoy) with EBITDA of Rs. 2,842 million(+1.3% yoy) and EBITDA Margin of 19.4%(-150 bps yoy)
  - Domino's India Revenue up by 8.1% driven by strong order growth of 20.2%
    - Delivery LFL growth of 11.4% helped register LFL growth of 2.8%
    - □ Mature Store ADS came in at Rs. 80,185 Highest in last six quarters
- New customer acquisition (Domino's India) growth (+29% yoy) continues to be at an elevated level
- Record high MAU(Domino's India App) at 12.8 million(+18.5% yoy); Highest ever app conversion; App Installs at 10.9 million

\*DP Eurasia line by line consolidation is w.e.f. 1<sup>st</sup> February, 2024 and hence Consolidated yoy growth figures aren't strictly comparable Group system sales refer to restaurant sales of corporate as well as franchisee stores across all brands and markets; FX conversion as on September 30, 2024 LFL: Like for Like growth; ADS: Average Daily Sales per store per day for Domino's India; NCA: New Customer Acquisition; MAU: Monthly Active Users 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)



# Financial and Network Highlights





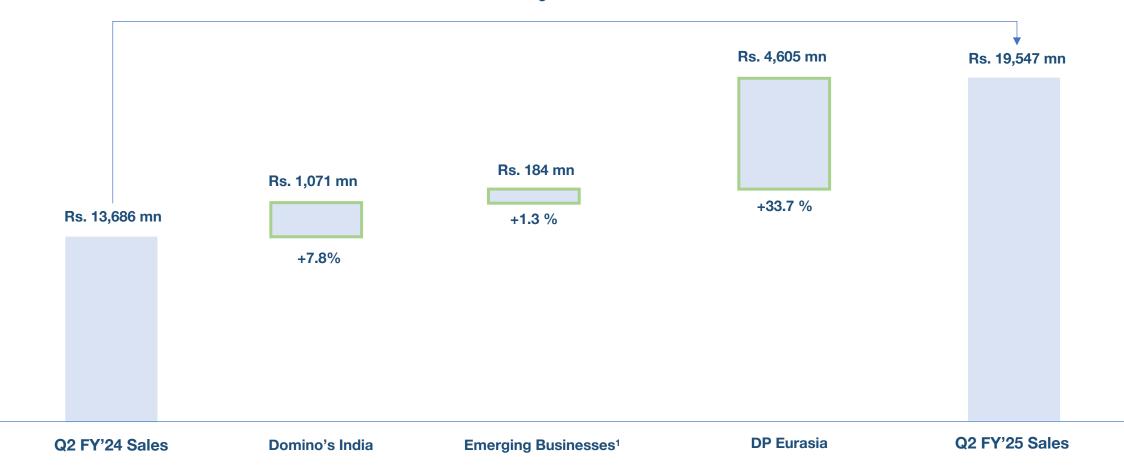


Note: 1. DP Eurasia line by line consolidation is w.e.f. 1st February, 2024 and hence yoy growth figures aren't strictly comparable

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

\* PAT is from continuing operations

+42.8% growth





1. This includes Popeyes, Dunkin', Hong's Kitchen, Domino's Sri Lanka and Domino's Bangladesh

DP Eurasia revenue was not in Q2FY24; Foreign currency conversion is taken as on September 30, 2024

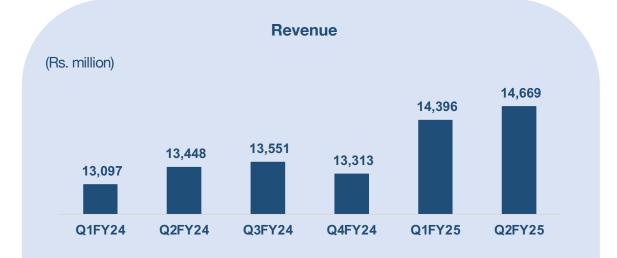
Revenue walk is for illustration purpose only and is not drawn to scale and may not recalculate exactly due to inter-company eliminations



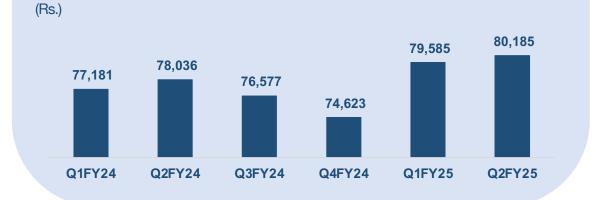
#### **Revenue Trends(Standalone)**

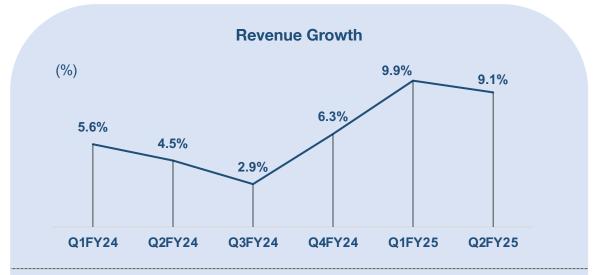


8



Domino's Mature Store ADS







JUBILANT FOODWORKS

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 1,621 stores)

76.0%

**JUBILANT** FoodWorks



3.5%

**Q2FY25** 

4.1%

9

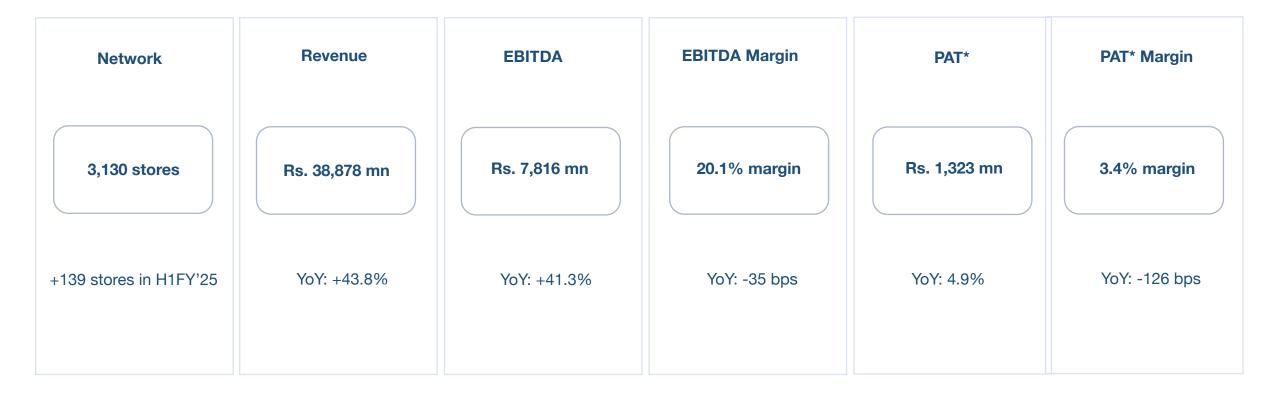


Q1FY24 Q2FY24 Q3FY24 Q4FY24 Q1FY24 **Q2FY24 Q3FY24 Q4FY24 Q1FY25 Q2FY25** 

Note: PAT Margin is before exceptional item(if any)

Post-Ind-AS-116 Margin

Pre-Ind-AS-116 Margin





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

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

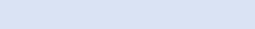
s \* PAT is from continuing operations



#### JFL Group Store Network

JUBILANT FoodWorks	India	Turkey	Sri Lanka	Bangladesh	Azerbaijan	Georgia	Overall Network	Net Addition in last 6 months	Net Addition in last 3 months
Domino's	2,079	713	50	35	10	7	2,894	101	61
POPeyes	54	-	-	-	-	-	54	12	4
DUNKIN'	32	-	-	-	-	-	32	1	-4
HONG'S KITCHEN Rearty Tarty Oblassed	34	-	-	-	-	-	34	6	1
COFFY	-	116	-	-	-	-	116	19	11
All Brands	2,199	829	50	35	10	7	3,130	139	73
Net Addition in last 6 months	103	29	-	7	-	-			
Net Addition in last 3 months	51	17	-	5	-	-			





# Market-wise Highlights

Market-wise riighlights

FIRST HELLOS HAPPEN ONLY WITH PIZZA

Domino's

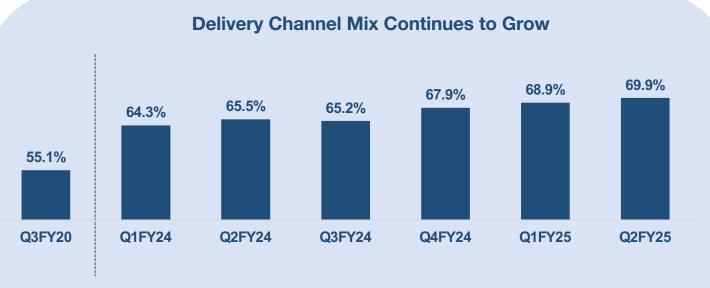




JUBILANT FOODWORKS

#### Picked up a good volumetric-growth momentum powered by own-initiatives in a softer demand environment

<b>Revenue and Store Growth</b>	Profit and Margin	Key Highlights (Domino's)			
Revenue: Rs. 14,669 mn(+9.1% yoy) +51 net stores added qoq	EBITDA: 2,842 mn(+1.3% yoy) EBITDA Margin: 19.4%(-150 bps yoy)	Record high NCA growth at 29% yoy Record high MAU: 12.8 mn (+18.5% yoy)			
<ul> <li>Revenue growth came in at 9.1% yoy</li> <li>Domino's growth was 8.1%</li> <li>Order growth came in at 20.2%</li> <li>Domino's LFL was 2.8% led by Domino's Delivery LFL at 11.4%</li> <li>Network in India is now 2,199 stores strong</li> <li>Network addition was led by Domino's(+50 stores)</li> <li>With entry in 20 new cities, Domino's is now present in 447 cities</li> </ul>	<ul> <li>Gross Margin stable at 76.1%(flat qoq)</li> <li>Enhanced value offerings for consumer leading to virtuous cycle of strong volume growth and share gains</li> <li>Investments in tech, supply chain capabilities and new brands to continue</li> </ul>	<ul> <li>Introduced a new product innovation: Cheesiken(Fusion of Chicken, Cheese and Rice) in three southern states</li> <li>Continued improvement in app resulted in record high MAUs(12.8 mn, +18.5% yoy) with high-growth on own-assets</li> <li>Loyalty membership base is now 27.8 mn</li> </ul>			



#### **Delivery Growth Trends**



# Delivery Delivery channel revenue up by 15.9% The strong delivery growth was order led(+32.3%) Dine-in

- Dine-in channel revenue was lower by 5.6%
- The moderate order growth was offset by decline in ticket









- Turkey, Azerbaijan and Georgia
  - DPEU System Sales came in at Rs. 7,719 million
  - Domino's Turkey System Sales was Rs. 6,924 million with LFL growth of -6.0% (Q2 FY'24: 52.6%)
  - COFFY's System Sales was Rs. 651 million with LFL growth of -3.9% (Q2 FY'24: 35.3%)
  - Revenue for DPEU came in at Rs. 4,605 million with EBITDA Margin of 26.1% and PAT margin of 10.5%
- Domino's Bangladesh
  - Revenue came in at Rs. 126 million, lower by 5.3%
  - Impact on revenue was on account of temporary store closures amidst a challenging operating environment; all stores are now operational
- Domino's Sri Lanka
  - Revenue 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





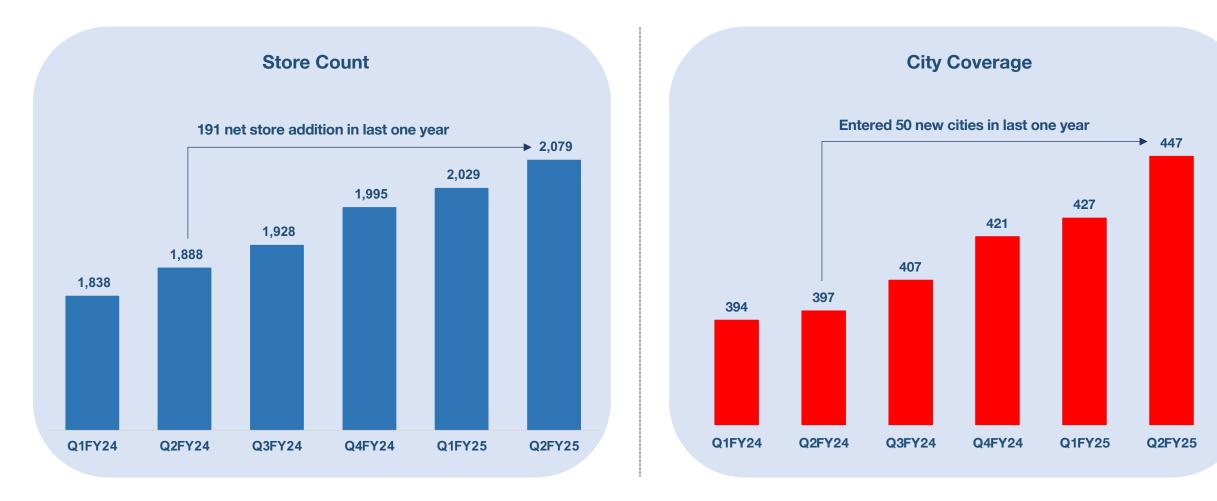
# Brand-wise Highlights





Domino's

# Domino 2 Domin









Domino's

#### **University Campuses**



**NIT Jalandhar** 





Khalghat, Madhya Pradesh



**Delhi Technological University** 





**Una, Himachal Pradesh** 



#### Karnal, Haryana

#### **Airport Terminals**



Mumbai Airport



**Ahmedabad Airport** 





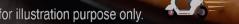


**UPES Dehradun** 



Link to Campaign TVC

■ \*T&C Apply. Images are shown for illustration purpose only.





BBQ Chicken



**Chicken Delight** 







20

Domino's

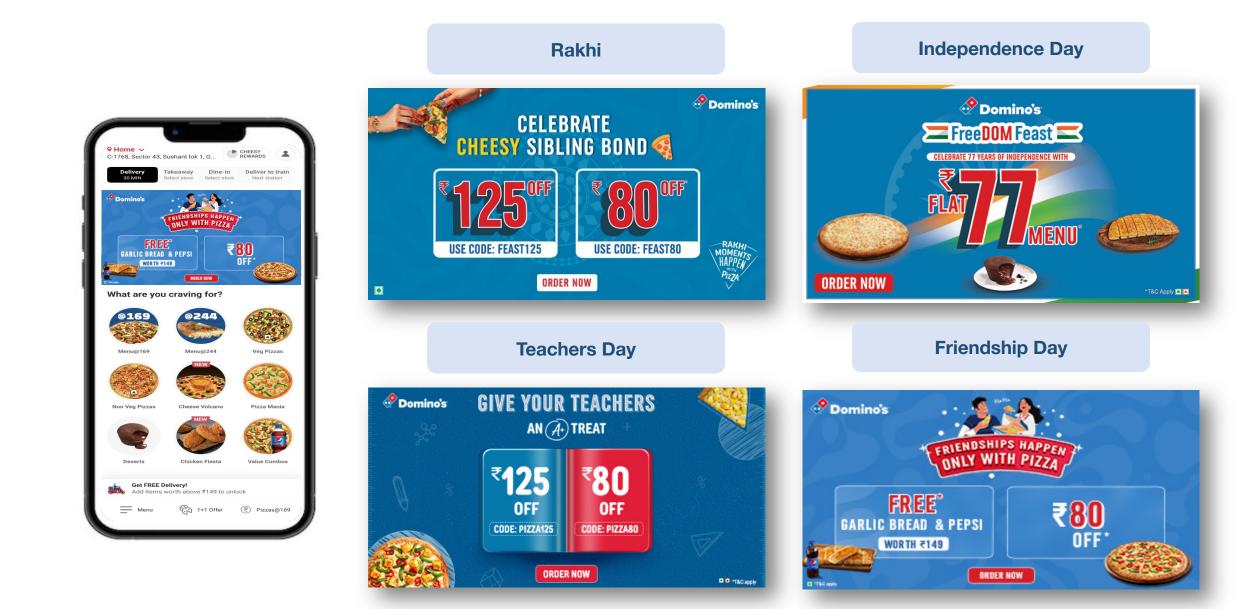




Link to Campaign TVC



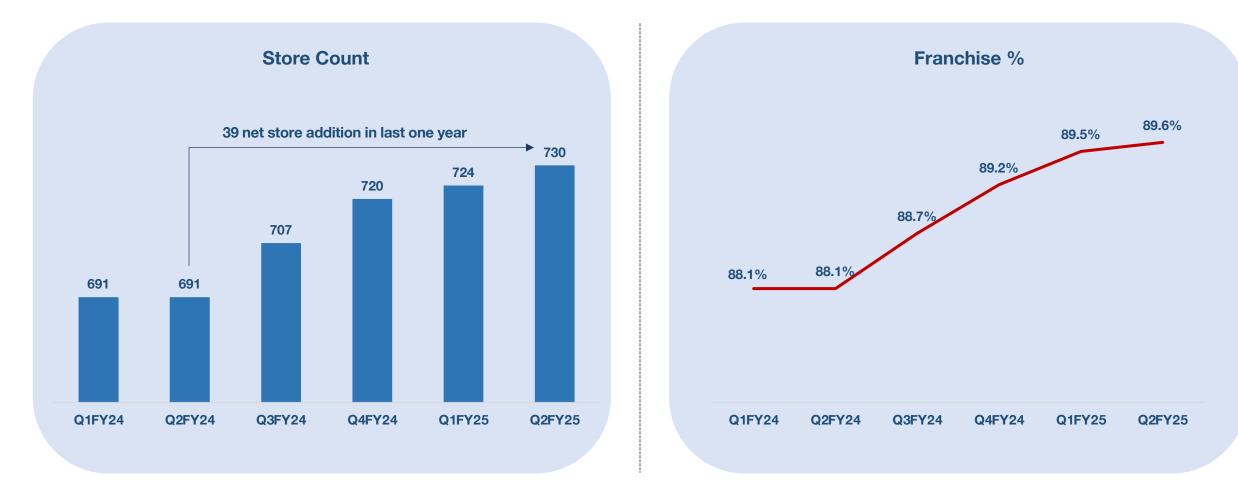
#### Contextual, Occasion based In-App Offers helping us grow sales through Own-Assets















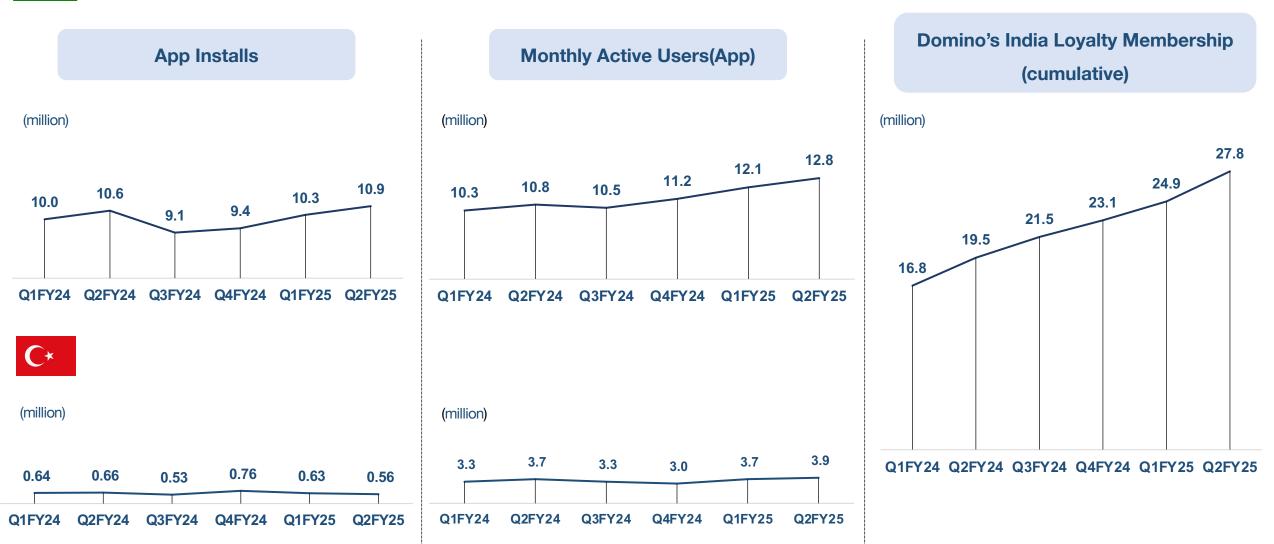








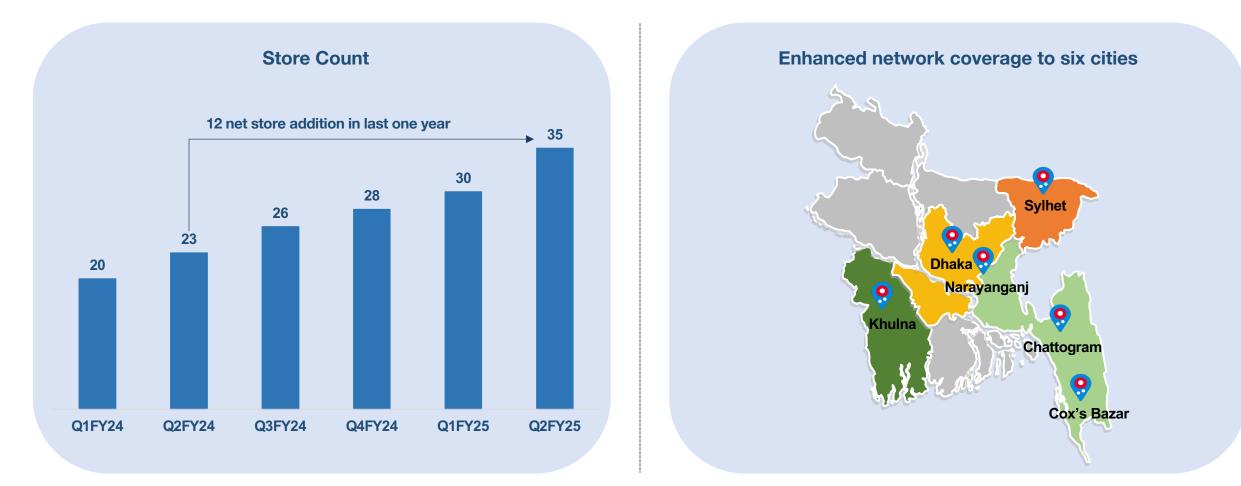






































#### **Stepped up Consumer Engagement across Markets**









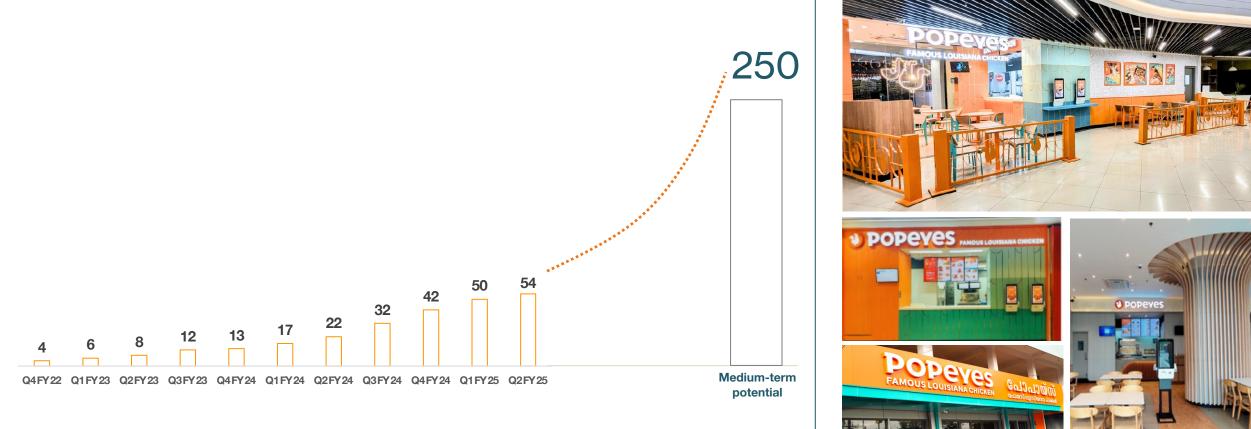
### Popeyes



0

Popeyes India 🥑 @popeys\_india

➢ Holy smokes! Long weekend calls for a divine crunchy world famous feast!
 Swing by Popeyes and turn this Friday into Fry-day! ☺ #LongWeekendWithPopeyes #LoveThatChicken











# **O GÜN BUGÜN!**

Pumpking

**ŞİMDİ TÜM COFFY'LERDE!** 





COFFY



# Other Emerging Brands



#### GREAT MOMENTS DUNKIN' COFFEE MOMENTS!



CRAVING THE MOST DELICIOUS CHINESE?



CALL NOW

HONG'S





- 32 café now serving consumers across 12 cities
- Opened two new café and closed six underperforming stores during the quarter
- Beverage mix is increasing across channels





- 34 restaurants now serving guests across 8 cities
- Launched Momos of India range







## Statement of Profit and Loss

# OUT OF THE WORLD EXPERIENCES HAPPEN ONLY WITH PIZZA

💞 Domino's

	Consolidated		Profit and Loss Metrics	Standalone			
Q2 FY25	Q2 FY24	Growth %	Particulars in INR mn	Q2 FY25	Q2 FY24	Growth %	
19,547	13,686	42.8%	Revenue from operations	14,669	13,448	9.1%	
302	71	327.9%	Other Income	150	69	117.9%	
19,849	13,757	44.3%	Total Income	14,819	13,517	9.6%	
5,379	3,261	65.0%	Raw Material and Beverage Cost	3,512	3,174	10.7%	
14,168	10,426	35.9%	Gross Profit	11,157	10,275	8.6%	
72.5%	76.2%		Margins	76.1%	76.4%		
3,368	2,594	29.9%	Personnel Expenses	2,688	2,535	6.0%	
6,814	5,060	34.7%	Manufacturing and Other Expenses	5,627	4,932	14.1%	
3,986	2,772	43.8%	EBITDA	2,842	2,807	1.3%	
20.4%	20.3%		Margins	19.4%	20.9%		
1,381	568	143.0%	Interest Cost	640	534	19.9%	
2,014	1,419	42.0%	Depreciation	1,654	1,379	19.9%	
-23	350	n.a	Share of Profit/(Loss) in Associates	n.a			
870	1,205	-27.8%	PBT	698	963	-27.5%	
4.5%	8.8%		Margins	4.8%	7.2%		
715	972	-26.4%	PAT	521	721	-27.8%	
3.7%	7.1%		Margins	3.5%	5.4%		



	Consolidated		Profit and Loss Metrics	Standalone			
H1 FY25	H1 FY24	Growth %	Particulars in INR mn	H1 FY25	H1 FY24	Growth %	
38,878	27,032	43.8%	Revenue from operations	29,064	26,545	9.5%	
473	164	188.7%	Other Income	223	160	39.4%	
39,351	27,196	44.7%	Total Income	29,287	26,705	9.7%	
10,676	6,493	64.4%	Raw Material and Beverage Cost	6,953	6,314	10.1%	
28,202	20,539	37.3%	Gross Profit	22,112	20,231	9.3%	
72.5%	76.0%		Margins	76.1%	76.2%		
6,655	5,121	30.0%	Personnel Expenses	5,250	5,008	4.8%	
13,731	9,888	38.9%	Manufacturing and Other Expenses	11,238	9,651	16.4%	
7,816	5,530	41.3%	EBITDA	5,624	5,571	0.9%	
20.1%	20.5%		Margins	19.3%	21.0%		
2,725	1,112	145.2%	Interest Cost	1,260	1,047	20.4%	
3,850	2,776	38.7%	Depreciation	3,206	2,707	18.4%	
-49	-58	n.a	Share of Profit/(Loss) in Associates	n.a			
1,666	1,749	-4.7%	PBT	1,381	1,977	-30.1%	
4.3%	6.5%		Margins	4.8%	7.4%		
1,323	1,261	4.9%	PAT	1,036	1,473	-29.7%	
3.4%	4.7%		Margins	3.6%	5.6%		



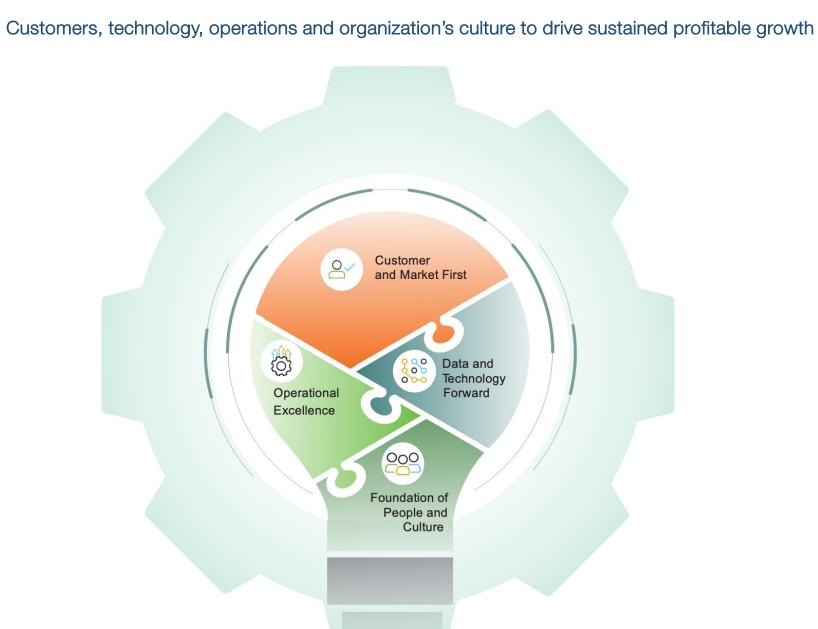
Supplementary Information







#### **Strategic Priorities**

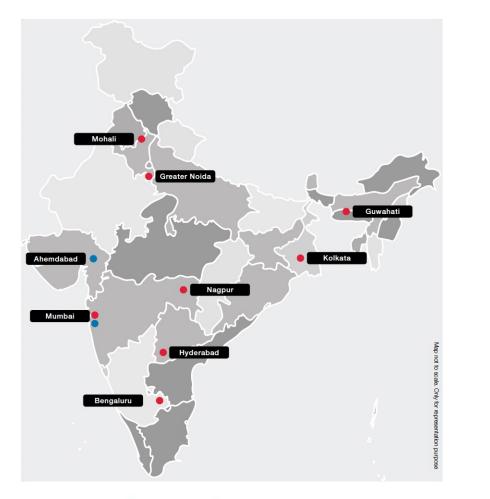






The Integrated Supply chain model helps JFL enjoys one of highest fill rates - 99.6% - globally

8 Commissaries and 2 Distribution Centers in India



'Jubilant Food Park Bangalore' has commenced operations



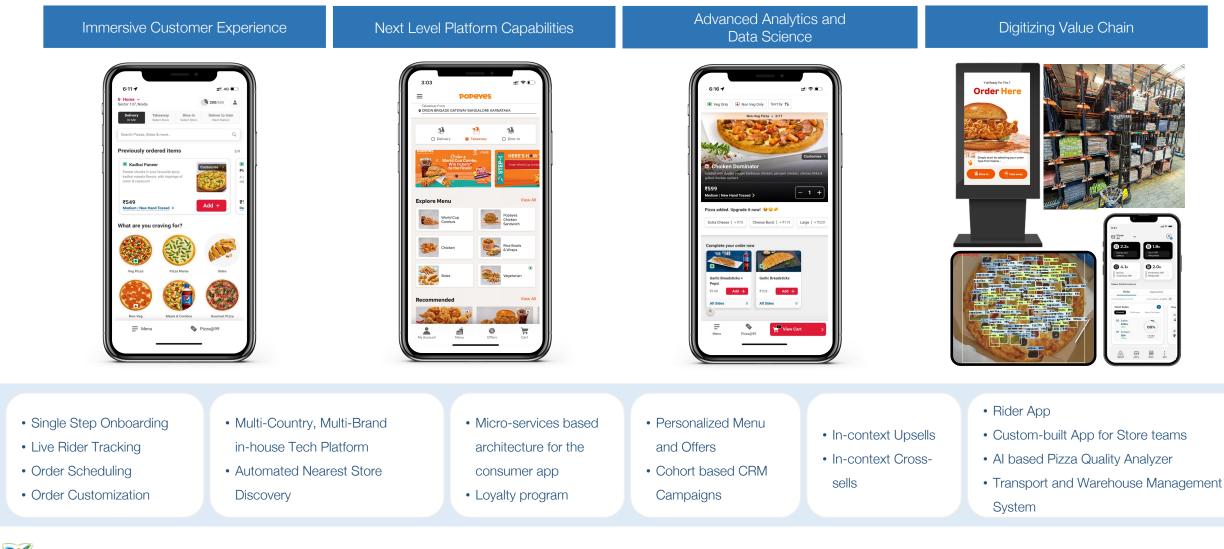
Work on new Mumbai commissary has started





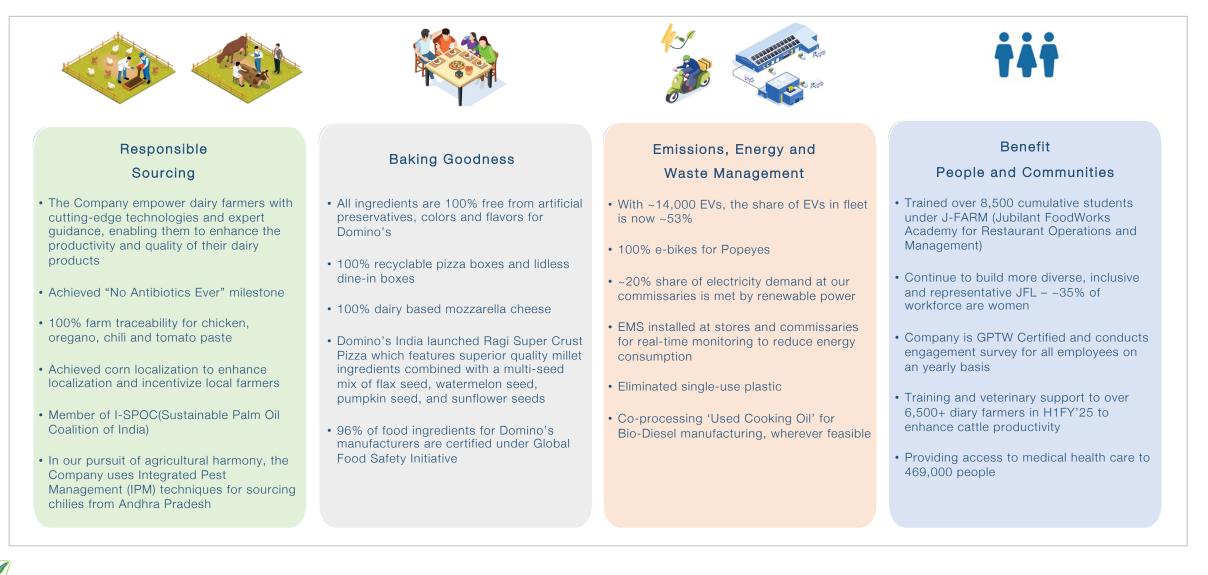


Our 'Data and Technology Forward' Pillars





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



#### **About Us**

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food service companies. Its Group network comprises 3,130 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.

#### 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 reviewed 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 growth comparison is vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
- 4. All reported numbers are as per currency conversion as on September 30, 2024
- 5. Consolidation of accounts of DP Eurasia with JFL is effective February 1, 2024. Prior period numbers are not comparable

#### 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





Domino's POPeyes DUNKIN'