

PRESS RELEASE

Jubilant FoodWorks Limited Reports 9MFY'25 and Q3FY'25 Results

9MFY'25 Highlights

- The Group System Sales came in at Rs. 69,168 million
- The Group Store Network expands to 3,260 stores with the addition of 269 net stores
- Revenue was Rs. 60,385 million(+48.0% yoy); EBITDA was Rs. 11,837 million(+42.1% yoy)

Q3FY'25 Highlights

- The Group System Sales came in at Rs. 24,084 million
- Added 130 net stores in the quarter(India: +67 stores, Turkey: +61 stores and Bangladesh: +2 stores)
- Revenue was Rs. 21,508 million(+56.1% yoy); EBITDA was Rs. 4,020 million(+43.5 yoy)
- DPEU Revenue crossed the milestone of Rs. 5 billion for the first time registering a strong 9.5% qoq growth.

Domino's India Highlights

- Revenue growth of 18.3% was led by strong order growth of 33.8%
- Delivery channel revenue up by 29.7% and Delivery Channel mix is now at 71.4%(+6.2% points yoy)
- LFL growth of 12.5% was driven by Delivery LFL growth of 24.7%
- Mature Store ADS came in at Rs. 85,959
- Opened 60 new stores and entered 19 new cities - Network is now 2,139 stores strong serving consumers across 466 cities
- Record high MAU(App) at 13.7 million(+30.5% yoy) and App Installs at 11.7 million(+28.6% yoy)
- Domino's loyalty program members now at 30.8 million(+43.3% yoy)

Noida, 12th February 2025 – Jubilant FoodWorks Limited(NSE, BSE: JUBLFOOD), one of the leading emerging-markets' food-tech Company, today announced its financial results for the nine month and quarter ended December 31, 2024.

Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented, “Q3 FY25 was a defining quarter for the Company. This success underscores the strength of our strategy and our team's dedication. We remain focused on further strengthening Domino's, enhancing the customer experience, and accelerating the path to profitability for our emerging brands. We are confident that our customer-centric approach and investments in technology and innovation will continue to drive sustainable, profitable growth.”

Mr. Sameer Khetarpal, CEO and MD of Jubilant FoodWorks Limited, commented, “This is a quarter of new highs. Not only in Revenue but also in same store sales growth, store expansion, app traffic, app conversion, customer loyalty, new customer acquisition and highest absolute EBITDA. We remain focused on building platforms and accelerating our prowess as a food-tech company.”

9M FY'25 Update

Revenue from Operations of Rs. 60,385 million increased 48.0%. The JFL Group network strength is now 3,260 stores with net addition of 269 stores in the last nine months. EBITDA came in at Rs. 11,837 million, higher by 42.1% and EBITDA margin was 19.6%, lower by 81 bps. Profit after tax before exceptional item came in at Rs. 1,830 million, lower by 4.6% with 3.0% margin, lower by 167 bps.

For DP Eurasia, Revenue came in at Rs. 14,262 million with EBITDA Margin of 23.0% and PAT margin of 7.2%.

Q3 FY'25 Update

Revenue from Operations of Rs. 21,508 million increased 56.1%. EBITDA came in at Rs. 4,020 million, higher by 43.5% and EBITDA margin was 18.7%, lower by 163 bps. Profit After Tax before exceptional item came in at Rs. 506 million, lower by 23.0% with 2.4% margin, lower by 241 bps.

a. India Segment Update

Revenue from Operations at Rs. 16,111 million registered a growth of 18.9% driven by 18.3% growth in Domino's India. Domino's LFL came in at 12.5% with Domino's Delivery LFL at 24.7%. EBITDA was Rs. 3,128 million and EBITDA margin came in at 19.4%. Profit after tax and before exceptional items was Rs. 623 million with 3.9% margin. A total of 67 net stores were added across all brands in India, ending the period with 2,266 stores.

b. International Segment Update

In Turkey, Azerbaijan and Georgia, DP Eurasia system sales came in at Rs. 7,544 million. Revenue from Operations of Rs. 5,044 million, higher by 9.5% quarter-on-quarter, scaled a new peak. EBITDA margin came in at 18.3%. PAT margin came in at 2.4%. Sri Lanka delivered a record Q3 performance, with revenue up 65.4% year-over-year, driven entirely by same-store sales growth. Strategic initiatives, including store relocations, new product launches, and focused marketing campaigns, fuelled this impressive turnaround. Revenue from Domino's Bangladesh came in at Rs. 173 million, higher by 38.6%. A total of 63 net stores were added across all brands in the International markets, ending the period with 994 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. TRY:INR is as per currency conversion on December 31, 2024. Turkey financials are reported as per IAS 29 – Hyperinflation accounting adjusted.
6. The growth % for Bangladesh and Sri Lanka is computed on constant currency basis as per the average FX rate for Oct-Dec 2024.
7. Consolidation of accounts of DP Eurasia with JFL is effective February 1, 2024. Prior period numbers are not comparable
8. LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,591 stores)
9. MAU: Monthly Active Users

About Jubilant FoodWorks Limited:

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food-tech companies. Its Group network comprises 3,260 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 December 31, 2024

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