







COFFY

JFL/NSE-BSE/2024-25/82

March 07, 2025

BSE Ltd.

P.J. Towers, Dalal Street Mumbai – 400001 National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra(E), Mumbai – 400051

Scrip Code: 533155 Symbol: JUBLFOOD

Sub: Update on Jubilant FoodWorks Investor Day 2025

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

Dear Sir/ Madam,

In furtherance to our intimation dated February 27, 2025, regarding the Investor Day 2025, please find enclosed herewith the Presentation of the Investor Day 2025, along with the <u>link</u> to the audio visuals played during the event, for your records.

The above details will also be available on the Website of the Company at www.jubilantfoodworks.com

This is for your information and records.

Thanking you,
For Jubilant FoodWorks Limited

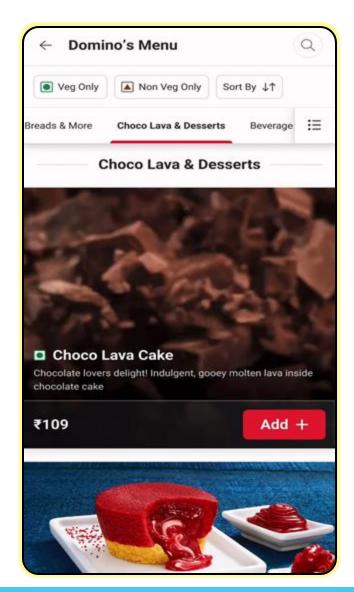
Mona Aggarwal
Company Secretary and Compliance Officer

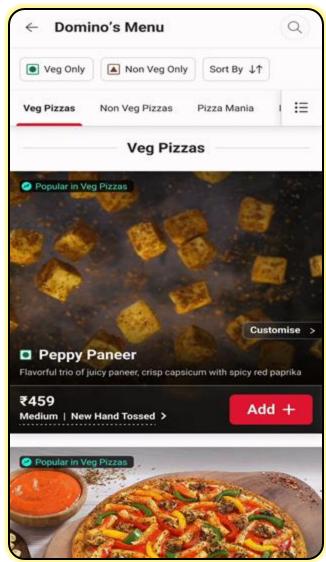
Investor E-mail id: investor@jublfood.com

Encl: A/a



Investor Meet 2025





Wining with purpose, technology and food - Mr. Sameer Khetarpal





Unprecedented Store Expansion pace



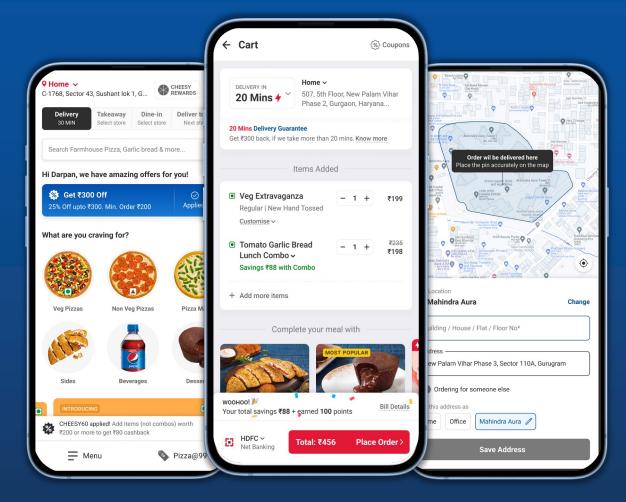
2004: Pioneered 30 min delivery OR Free



Setting our own customer delivery promise

Audio Visual Link

2011 : First to launch "Own Mobile App" for ordering



Majority

Orders via own app

12M+

App Downloads every quarter

5M+

Monthly Transacting Users (MTUs)

30M+

Loyalty program enrollments

Owning "farm to fork" gives us highest margins in Industry



Backward integrated farm sourcing

Inhouse Manufacturing

8 own Apps for customer orders

45,000+ riders delivering in 20 mins

Industry leading margins

JFL is a Multi-brand Food-tech company

Five Brands



POPEYES

#1 in Pizza Globally

#2 in Chicken Globally

COFFY



DUNKIN'

Fast growing Café Brand

First Indo-Chinese #1 Coffee & Donuts **QSR Brand**

Brand in USA

Serving 22% world population



INR 57B

FY'24 Revenue

3,000+

Stores

15M+

Monthly Active Users on App

45,000+

Own Rider fleet

34,000+

People Employed

JFL's purpose: We serve Joy

Last 3 Year Review

Audio Visual Link

Be The BOLD

Audio Visual Link

REAKTHROUGH TECHNOLOGY

PERATE WITH EXCELLENCE

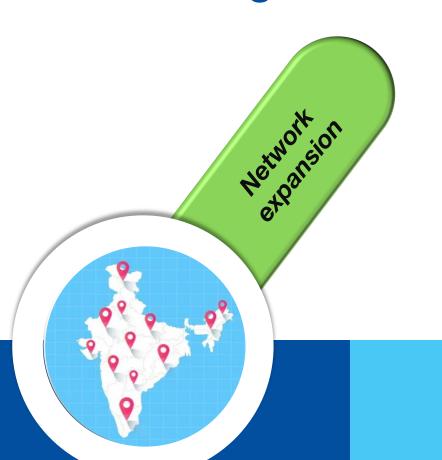
EAD WITH PURPOSE

ELICIOUS FOOD

B REAKTHROUGH TECHNOLOGY



Breakthrough Technology embedded across touchpoints



1000 high priority locations

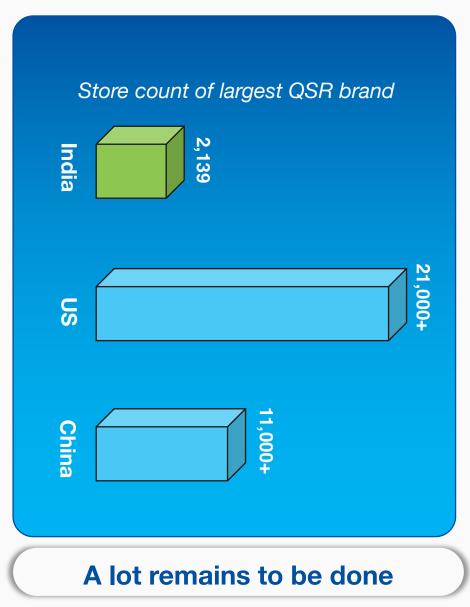


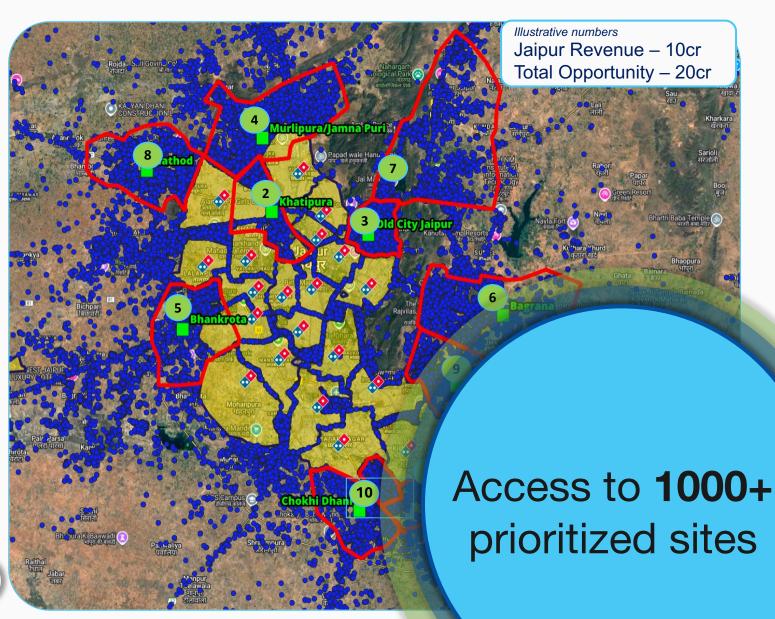
>25% improvement in store throughput



2x loyalty through proprietary data

Utilize Propriety Location.Al for site identification





Make stores smarter with Store.Al

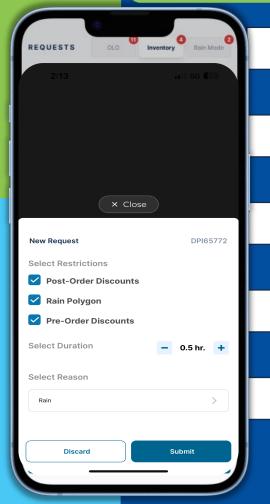
1 Next Gen inventory Management



2 Advanced Surveillance



3 Restaurant Co-pilot



Manage App Traffic

Rain-mode

Optimize Discounts

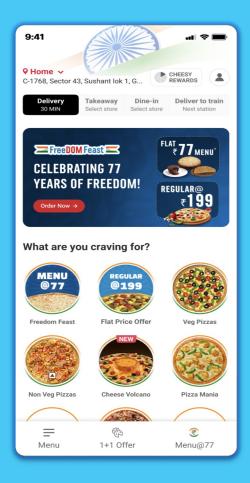
One-click KPI tracking

Rider attendance & tracking



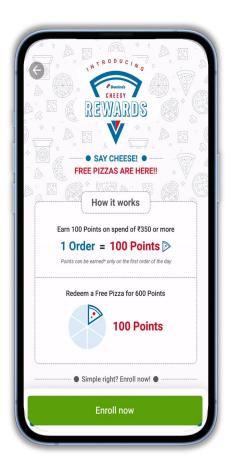
Give Immersive & delightful Customer shopping

Hyper personalized Apps





Loyalty 2.0 program







Operate with Excellence





Bengaluru Food Park

ONE-OF-ITS-KIND; Commenced operations on 9th November 2023

Dough Chicken Seasoning Multi-category processing Multi-temperature warehouses Frozen Chilled **Ambient** 275+ multi-compartment trucks Cold chain transport RFID tagged reverse logistics

Audio Visual Link

Lowest recipe cost & highest fill rates to stores









Investing in four more Commissaries



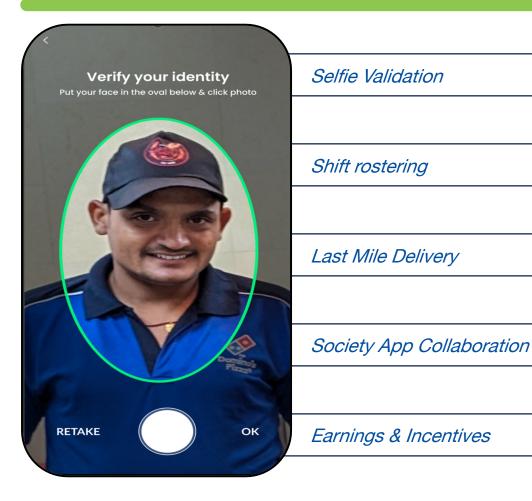
Freshest Pizza delivered Fastest



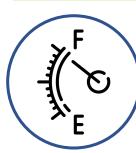
Enabled via Propriety Last Mile Platforms



Delivery Management System







Higher fuel efficiency



Optimal bike utilization



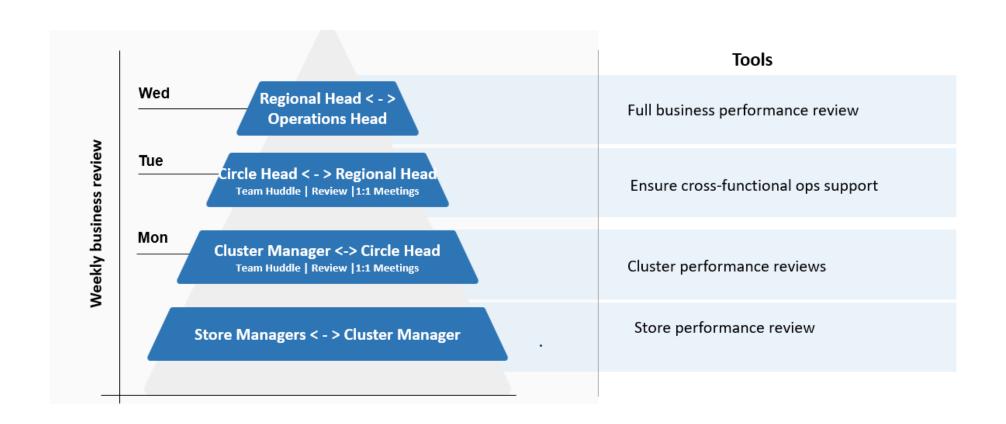
Behavior Compliance

ead with Purpose

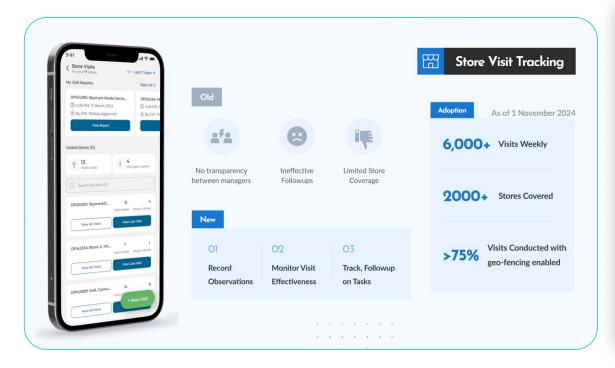
Our Team ensures that every store delivers

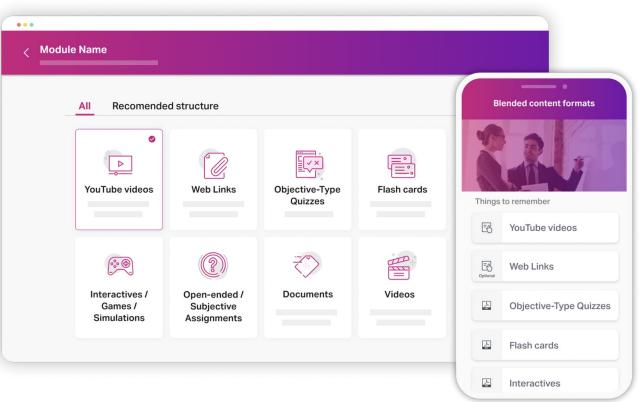
High frequency trainings Structured review mechanisms Purpose driven visits by Operations

Our Team ensures that every store delivers



Our Team ensures that every store delivers





B



Delicious Food in Every Order

Delicious Food in Every Order

Audio Visual Link

More Platforms coming in future







Popeyes India

Audio Visual Link

Our Strategy: "BE THE BOLD"

Breakthrough technology



- Identified 1000 priority sites with Location.Al
- Immersive, engaging, vertical-apps: 2x the loyalty
- Restaurant Co-pilot : breaking the EBITDA barrier

Operate with Excellence



- Reach customers in <20 mins in seven metros
- Regional but integrated supply chain with insourcing of critical ingredients (e.g., sauces, seasoning)

Lead with Purpose



- Embed JFL values; be the top employer of choice
- Hustle mindfully to have the highest throughput per store in the world

Delicious Food



Build food-platforms of Rs.10 billion in annual sales

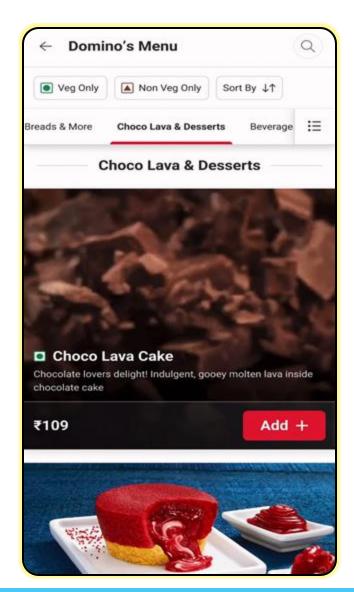
Our FY28 Ambition

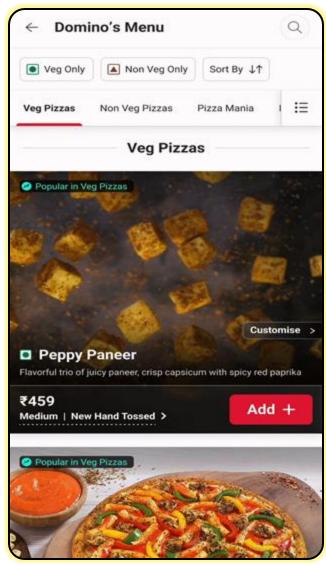
- Domino's to be #1 QSR brand in each country; outpace #2 player to expand the lead
- Strengthen COFFY and Popeyes as speed-boats for future growth
- Ahead of the curve investments in technology and supply-chain
- Generate cash from operations in Turkey





Investor Meet 2025



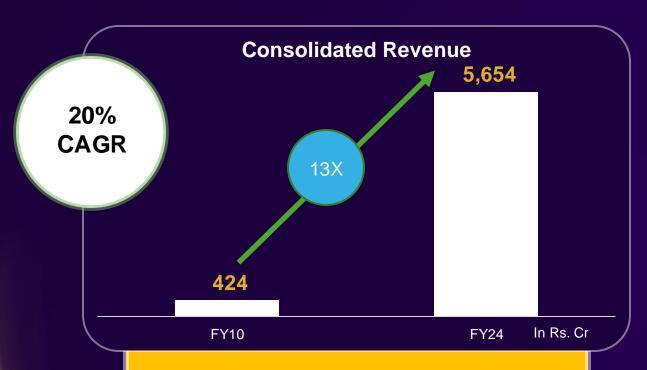


STRATEGY: ACTION: IMPACT - MS. SUMAN HEGDE



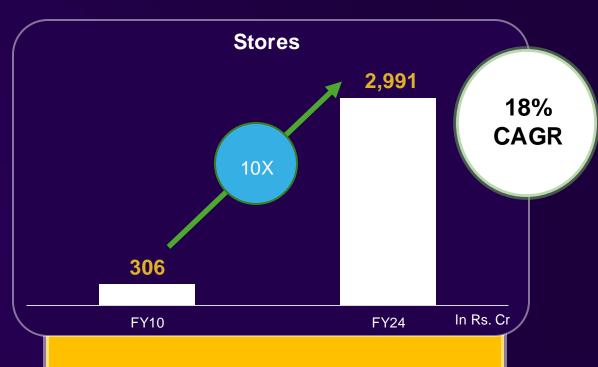
A 15 Year Retrospective





Outpacing Competition (YTD FY25)

Q3FY25 Domino's India LFL at 12.5%
YTD Standalone Revenue Growth at 12.7%



Setting the Pace

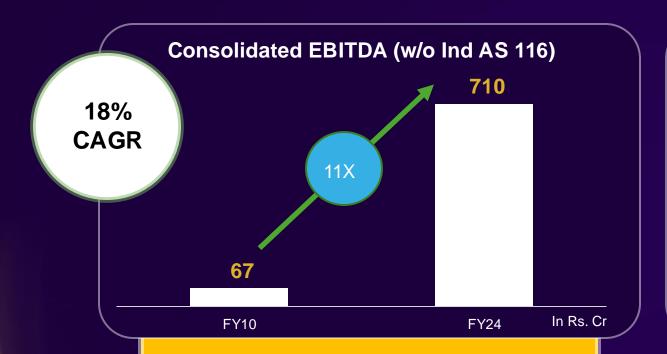
1st Market outside US to cross 2,000 stores +45 new cities in FY25 and counting

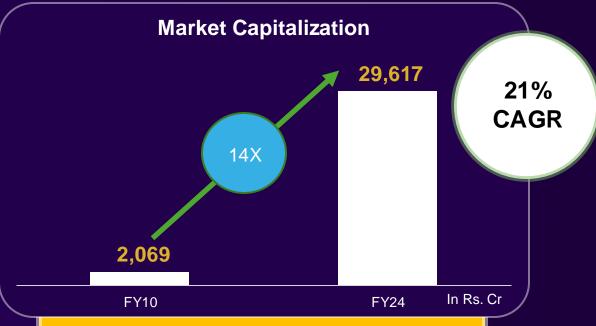




A 15 Year Retrospective







Dominos India EBITDA margin: 14.6%
Highest in the Industry

Market Cap +Rs. 15,000 Cr. YTD > Market Returns in Yr.





JFL's BOLD Value Vectors Shaping the Future





BOLD Ambition

Market Beating Revenue Growth



GROWTH ACCELERATION

Drive Absolute Profit Growth **PROFIT MAXIMISATION**

Future – Fit Tech Investments





BOLD Revenue

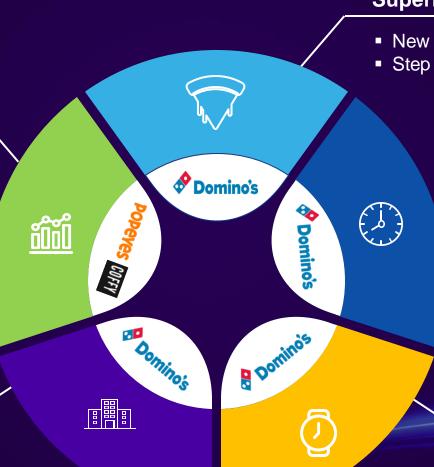


Scale New Businesses

- Accelerate through differentiated platforms and store formats
- Leverage JFL capabilities

Stores Expansion

- Whitespace expansion
- Re-imagine Stores
- New store formats



Superior Innovations

- New platforms and categories
- Step up Gen Z affiliation

Operational Excellence DOT20

- Drive Store Insider productivity
- Seamless Logistics; Rethink delivery polygons

Cater to Day Parts

- Portfolio to Consumer Appetite & Taste
- Time Specific Promotions & Campaigns



BOLD Profits



Sharper Portfolio Choices

- Drive new businesses unit economics
- Reduce new business profit burn

Smart Pricing

- Consumer cohort differentiation on pricing-promotions
- Mix enhancement



Revenue Growth > Cost Growth

- Operating leverage across G&A lines
- More from Less: Improved ROAS



Drive Operations Productivity

- Labor productivity: Tech enabled
- Al based surveillance: Plug leakages
- E-bikes scaling up

Evolve Sourcing & Product

- Leverage integrated Supply Chain benefits
- Buying scale unlock
- Tech enabled logistics cost optimisation









BOLD Capital Decisions



Unlock Capital Efficiency

- Store ROI +10% 1
- Capex per store -15%
- Tech ROI step up clear Revenue/Productivity KPIs



Strategic Investments

- New Stores & Stores Remodeling
- Supply Chain & Infrastructure
- End-to-end Digitalization

Drive Free Cash Flow

- Dynamic capital allocation to value maximisation
- Effective Working Capital Management in inflationary markets
- Financial re-engineering to reduce cost of borrowings







BOLD Ambition FY 28

Market Beating Revenue Growth

Double Digit Revenue CAGR

3,000+ Domino's India Stores



GROWTH ACCELERATION

Drive Absolute Profit Growth

Double Digit Profit CAGR

200+ bps Margin Improvement (vs. FY'24)



PROFIT MAXIMISATION

Future – Fit Tech Investments

Free Cash Flow Maximization

SMART
CAPITAL ALLOCATION



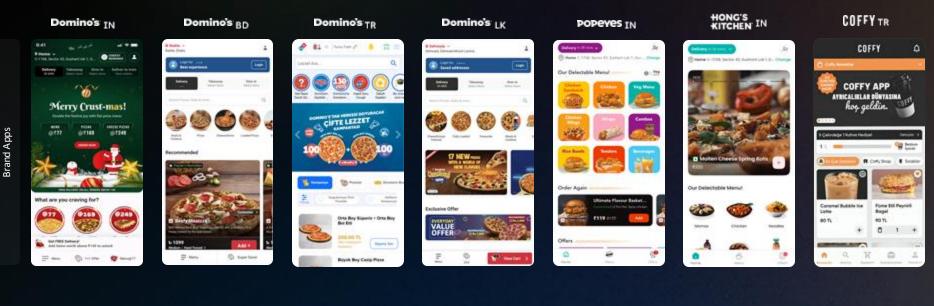
Maximise Returns to our Multi-Stakeholders

Immersive Food Shopping

Mr. Vaneet Singla and Mr. Pawan Kumar

Immersive Food Shopping @ JFL

JFL is a house of brands, and has a dedicated app for each business



And we have integrated with a bunch of aggregators







magicpın









getir Turkey



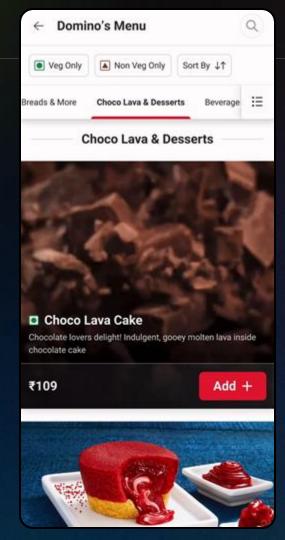
#1: Food First Approach

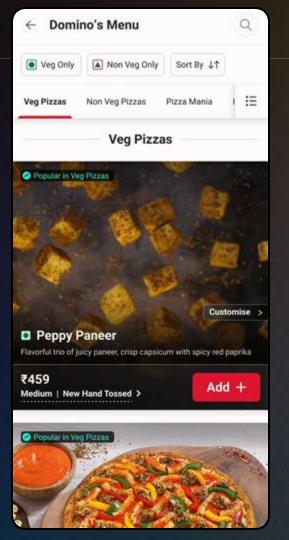
Heavy focus on Images and Videos

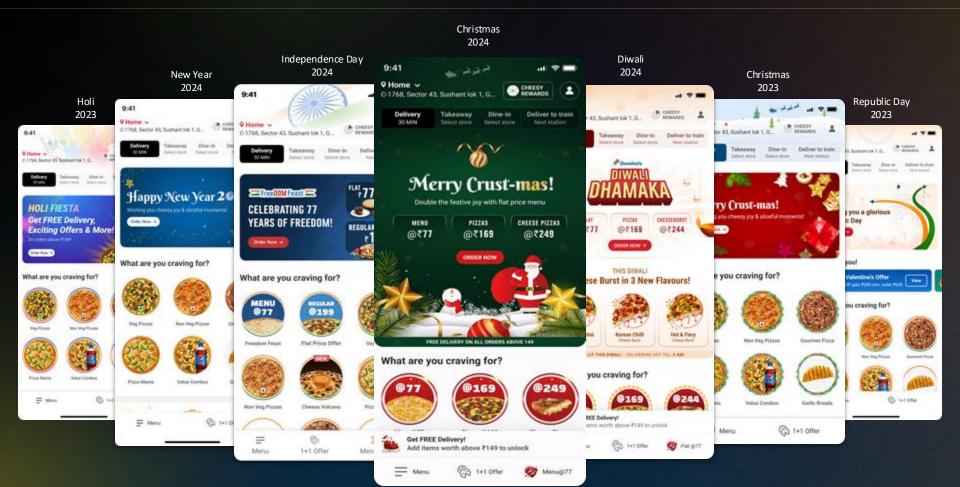
Intent is to evoke Hunger Pangs

Every session drives positive emotion

Strategic Moat







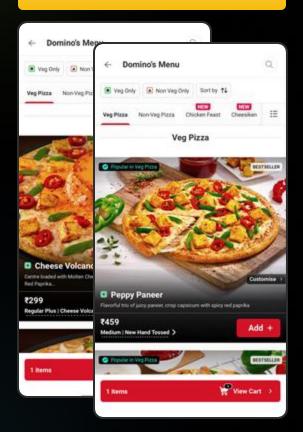
#3: Heavy Use of Personalization driven by self-learning Data Science Models

Different Home Page at City - Store Level

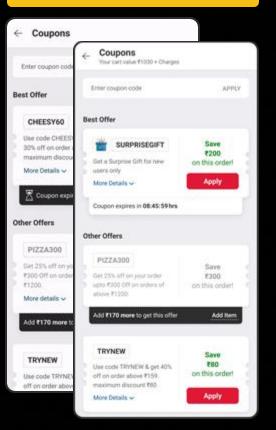
Menu Page Sequencing is personalized basis Machine Learning Models

Real time discount affinity models to optimize spends

Menu Sequence varies for each user



Offers vary basis discount affinity



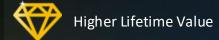
#4: India's largest Loyalty Program

31 Million Loyalty Members

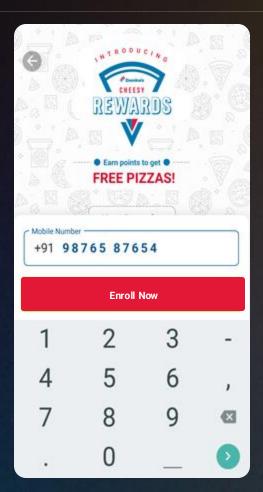
75% orders from Loyalty Members



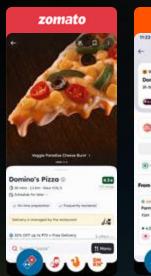


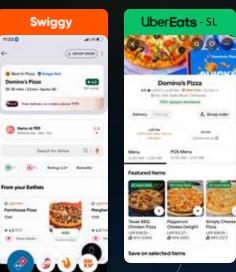


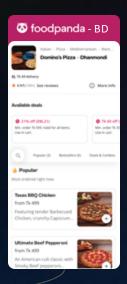




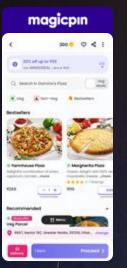
#5: We are where our customers are

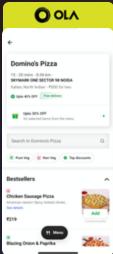








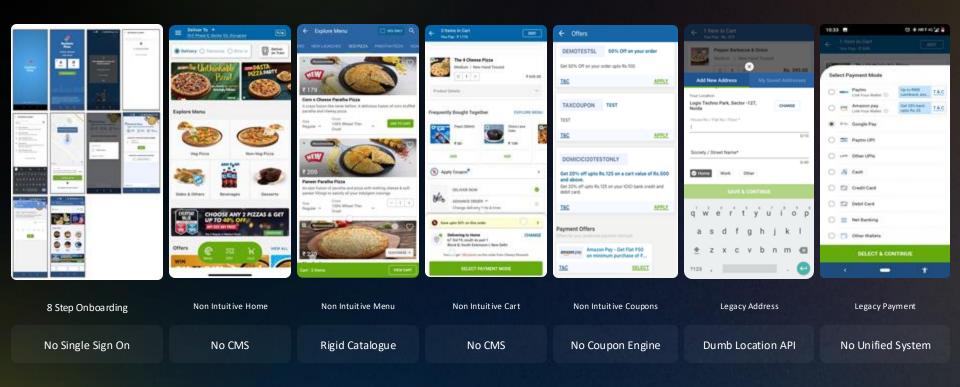




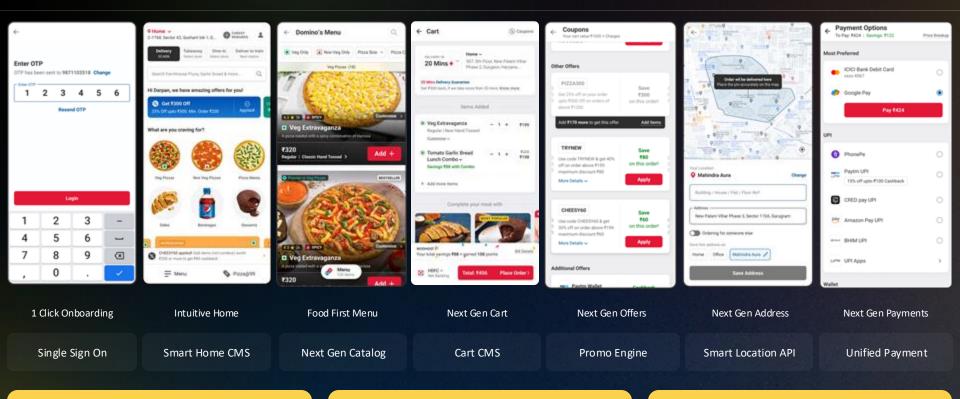
Deep integrations with all Ecosystem Players

First Food Brand to integrate directly with ONDC

#6: Where we were in 2022



#7: 36 Months to build the Next Gen Customer Platform

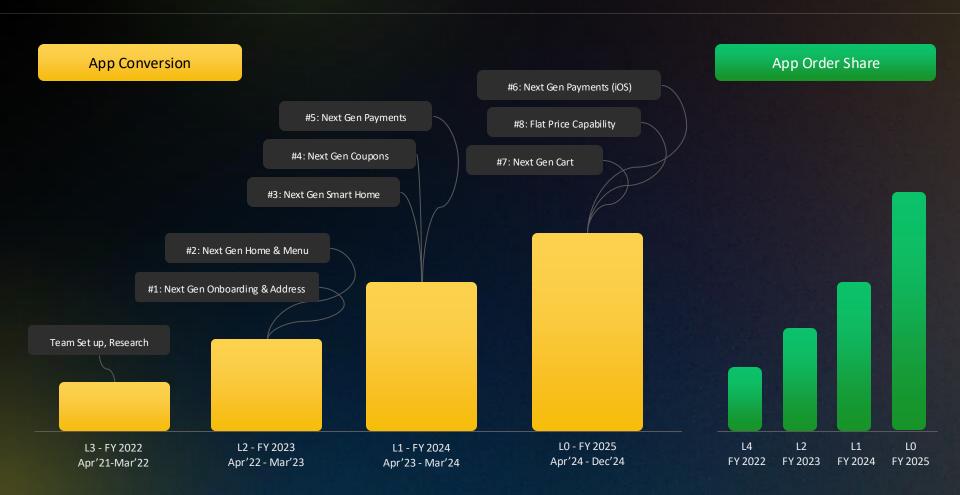


Low Friction & Food-First UX for every single touch point

3 Weeks to launch a new Brand App

4 Weeks to onboard a new Aggregator

#8.1: Significant Business Benefits Accruing Already



#8.2: Our apps get a lot of Customer Love





**** 29 January 2025

Every time I order I really feel good most probably some other apps come up with some consequences sometimes but ordering here always makes me comfortable and the delivery time is superb sometimes sneaking food helps me . The delivery guys are comfortable indeed.. Thanks for making us comfortable... Love it Domino's Pizza

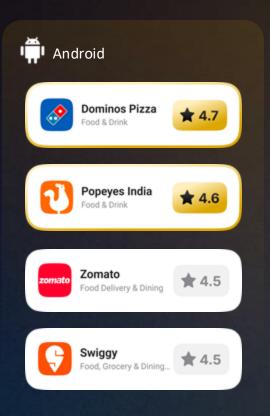


Kushagra Gupta

**** 12 January 2025

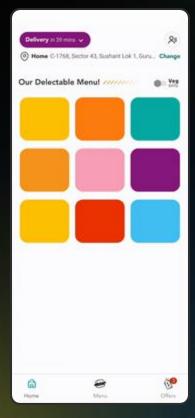
"The Domino's app is a game-changer! The interface is userfriendly, and I can customize my pizzas exactly how I like them. The tracker feature is awesome – I know exactly when my order will arrive. Plus, the deals and coupons are unbeatable. 10/10!"





#9: Coming Soon: Next Gen Popeyes & Al Chatbot

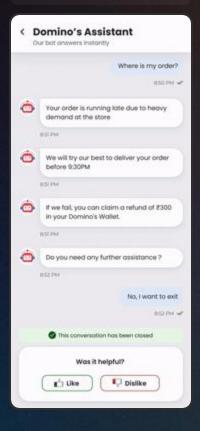
Popeyes Next Gen App 2.0







Al Chat Bot



#10: Team that made it Possible

Dedicated Product, Design, Data Science & **Engineering Teams**

250+ People

Only QSR in india to have a dedicated Product, Design, Engineering, Analytics & Data Science team

Tech Native talent, best in class processes that enable tech DNA

Companies that we exchange talent with









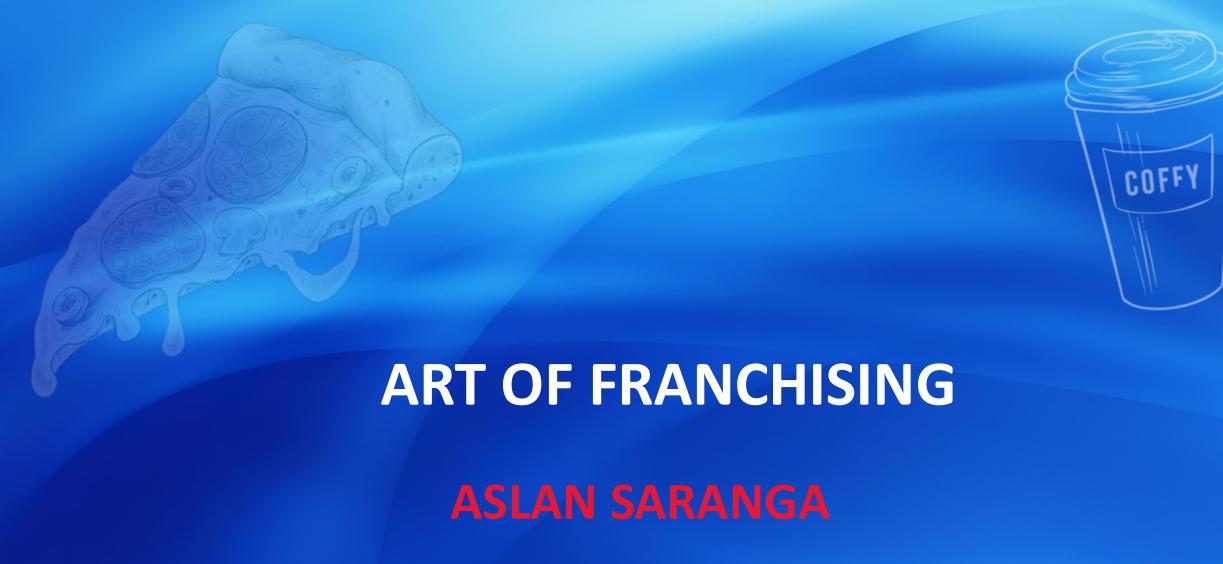












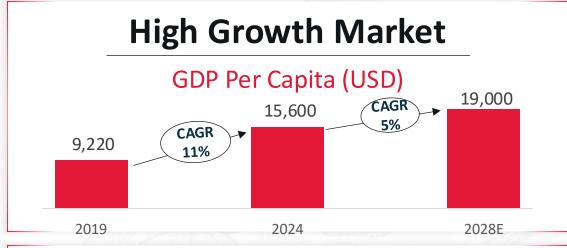


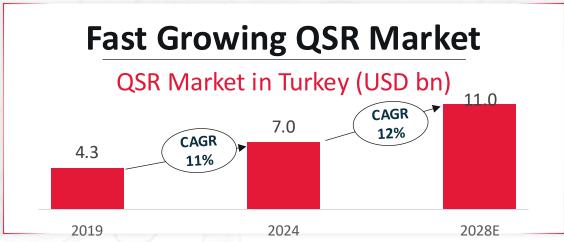
OUR JOURNEY BEGAN IN 1996

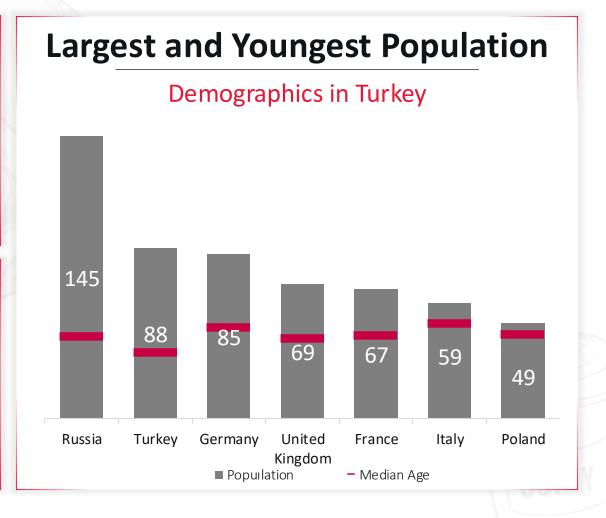




THE FAST GROWING QSR MARKET

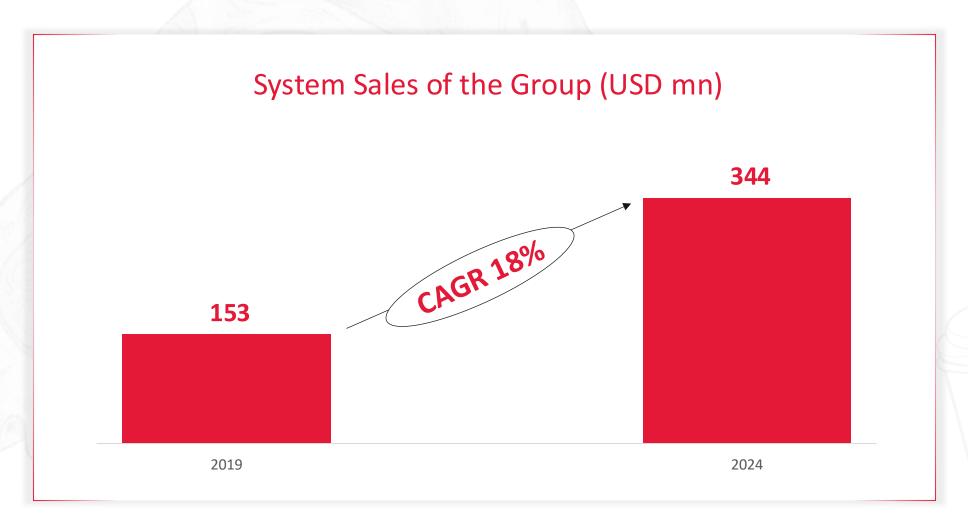






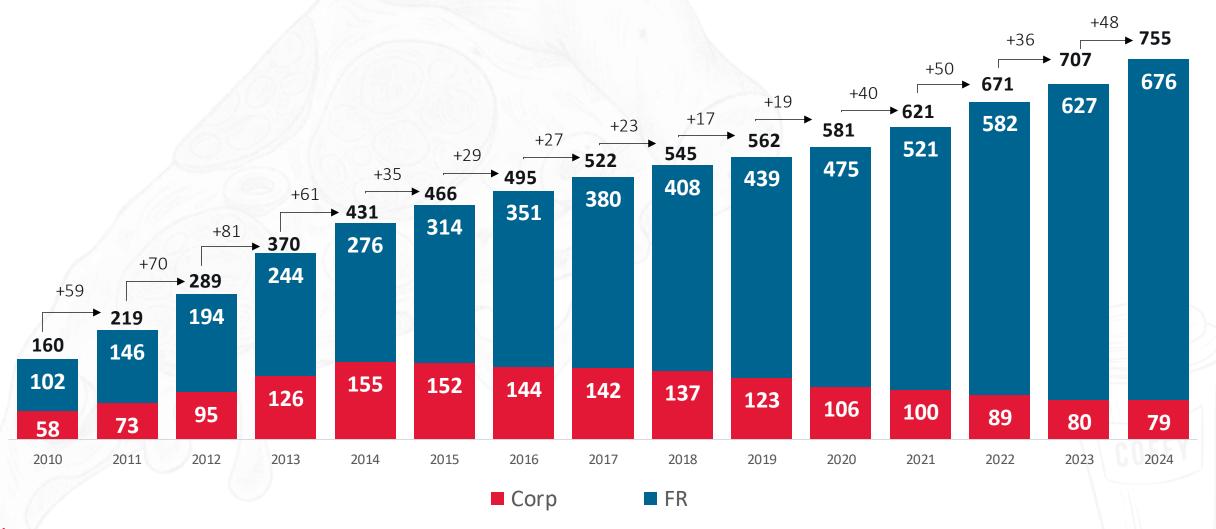


GROWING FASTER THAN THE MARKET





FRANCHISE-LED SUSTAINABLE GROWTH





KEY ENABLERS OF INFLATION-BEATING STRONG LFL GROWTH...

GOOD VALUE AND DYNAMIC PRICING



PRODUCT INNOVATION



DIGITAL INNOVATION



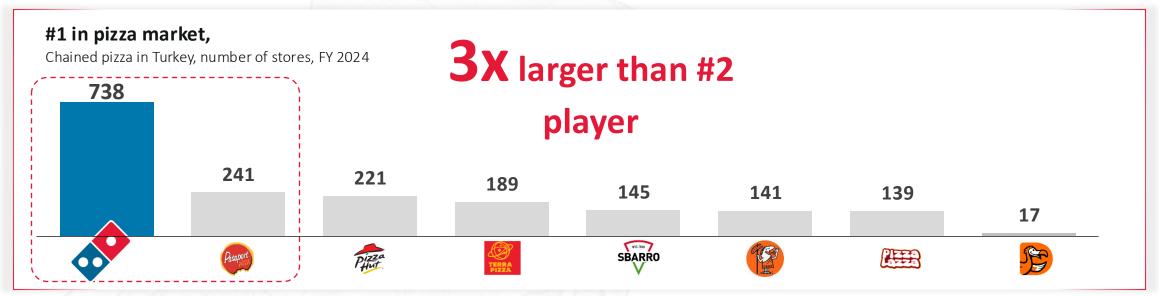
DELIVERY

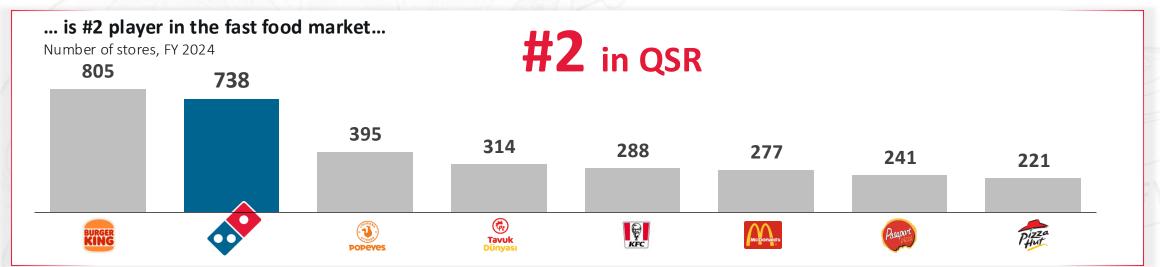
EDT 20min.





NUMBER 1 IN PIZZA MARKET



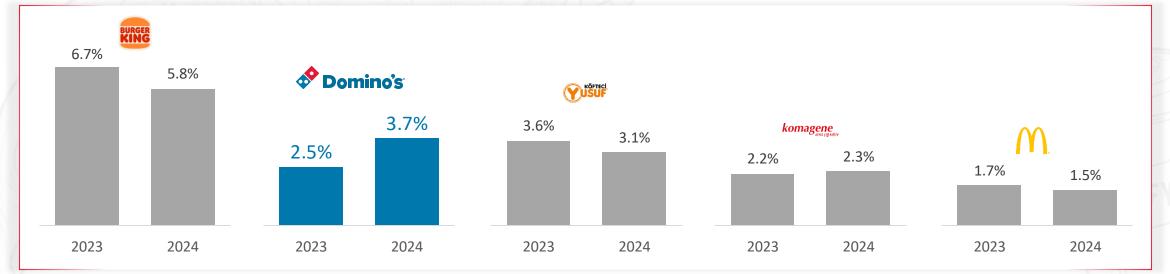




NUMBER 1 IN PIZZA MARKET



DOMINO'S MARKET SHARE





CROSS-BORDER OPERATIONS





AZERBAIJAN

- Market Entry: 2015
- 10 STORES
- Population: Azerbaijan: 10,2m
- GDP per capita: **6.830 USD (IMF 2022)**







- Market Entry: 2015
- 7 STORES
- Population: Georgia: 3,71m
- GDP per capita: **6.670 USD (IMF 2022)**



STRONG BRAND EQUITY



EXPERT



DISTINGUISHED



FOUNDER – LED, EXPERIENCED MANAGEMENT TEAM







Neval Korucu Alpagut
Group CFO
18 years at DPEU



Kerem Ciritçi
Dominos CEO
18 years at DPEU



Muhsin Emre Cevlik
Coffy COO
13 years at DPEU



Ege Hanoğlu
Group CTO
2 years at DPEU



COFFY 1ST STORE OPENING

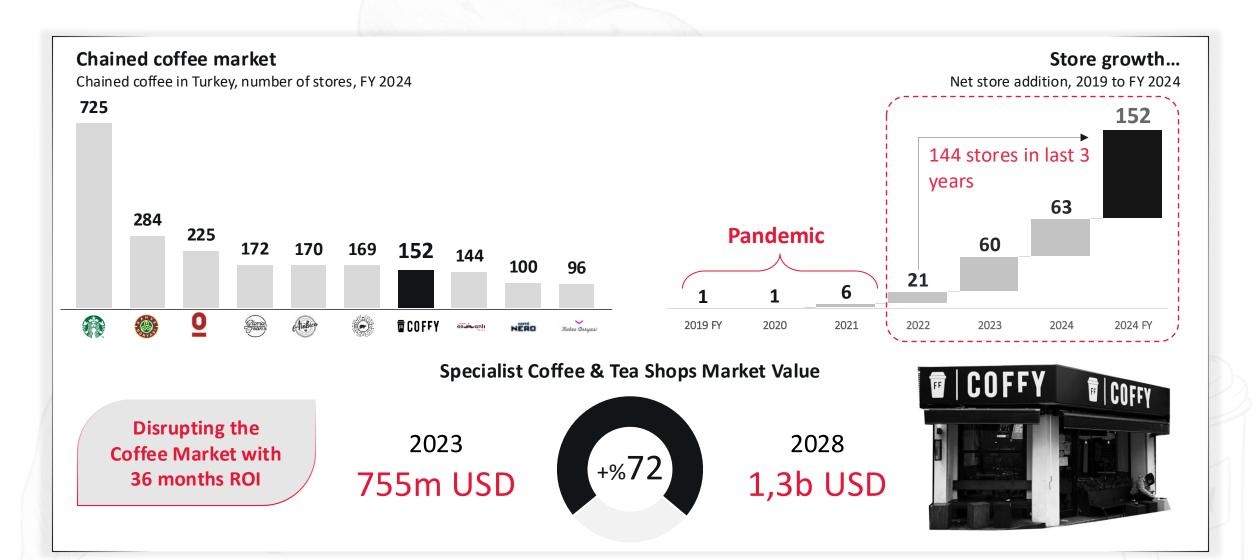








COFFY'S RAPID RISE in the TURKISH COFFEE MARKET





OUR VALUE PROMISE

1. Simplicity

2. Value for Money

3. Digital Coffee Chain

Single Price for all drinks



Attractive Pricing



App Ordering









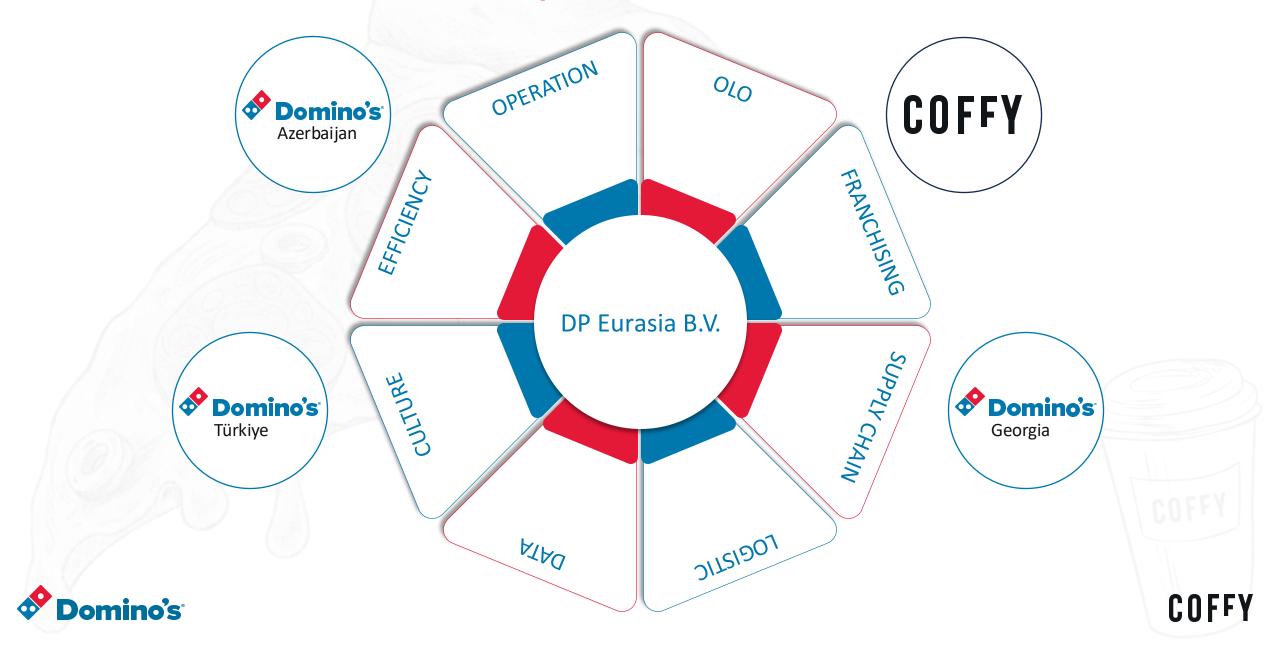
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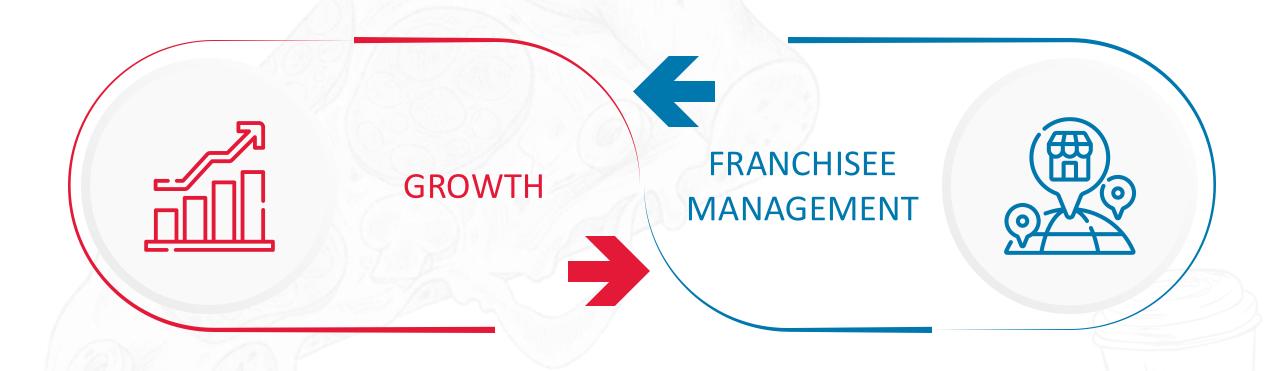
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FOODTECH VISION / ROAD TO NUMBER 1 IN QSR

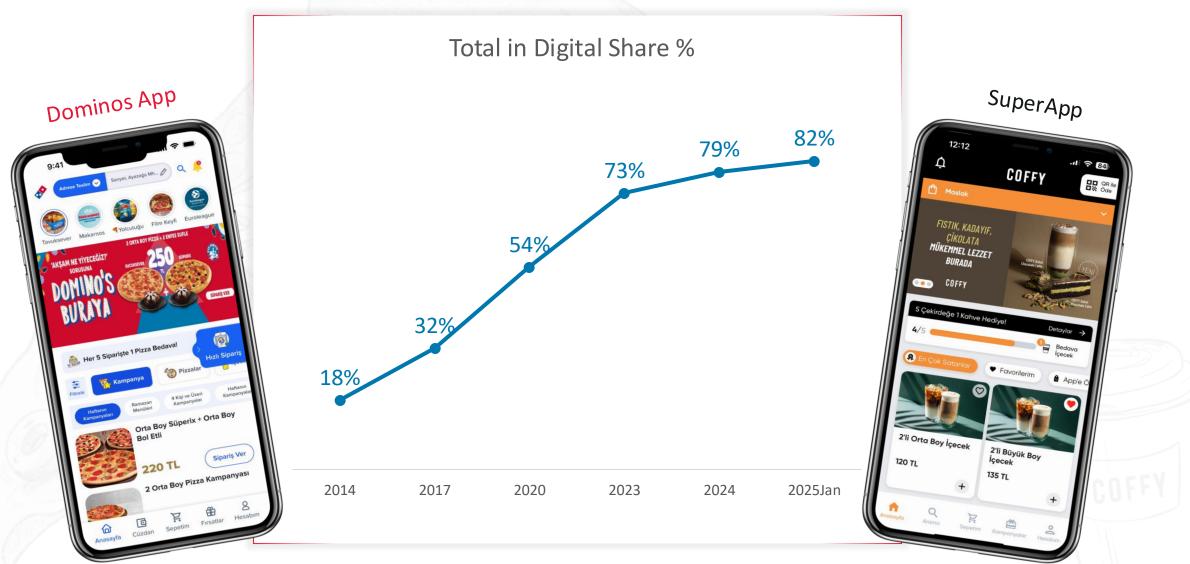


UNLOCKING GROWTH WITH DIGITAL TRANSFORMATION





SCALE UP WITH DIGITAL





SCALE UP WITH DIGITAL

SALES

FREQUENCY

Wallet

New Loyalty

Refer a Friend

Personalization

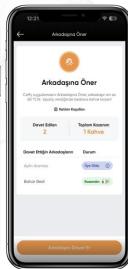




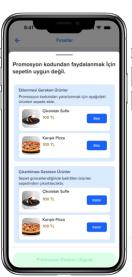


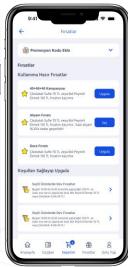












SEAMLESS & DELIGHTFUL

CUSTOMER PURCHASE JOURNEY



TOOLKIT for FRANCHISEE MANAGEMENT

SALES & GROWTH

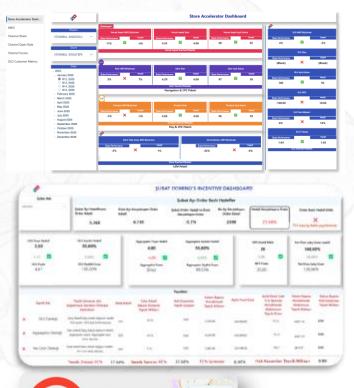
Store Accelerator Tool

Franchise Incentive Model

Site Selection Model

Power BI

Franchise P&L Monitoring and Benchmarking





OPERATIONAL EXCELLENCE

Franchise Survey

Temperature Monitoring System

Automatic Ordering System

iUGO

Domino's Support Portal

My Domino's





B

O perational Excellence

L

D



The POWER of FRANCHISEE-LED GROWTH

"a low-risk, high reward strategy"

LOW CAPEX

RAPID & SUSTAINABLE EXPANSION

STRONG PAYBACK and PROFITABILITY

SHARED RISK & LOWER CORPORATE LIABILITY

PERFORMANCE - DRIVEN GROWTH

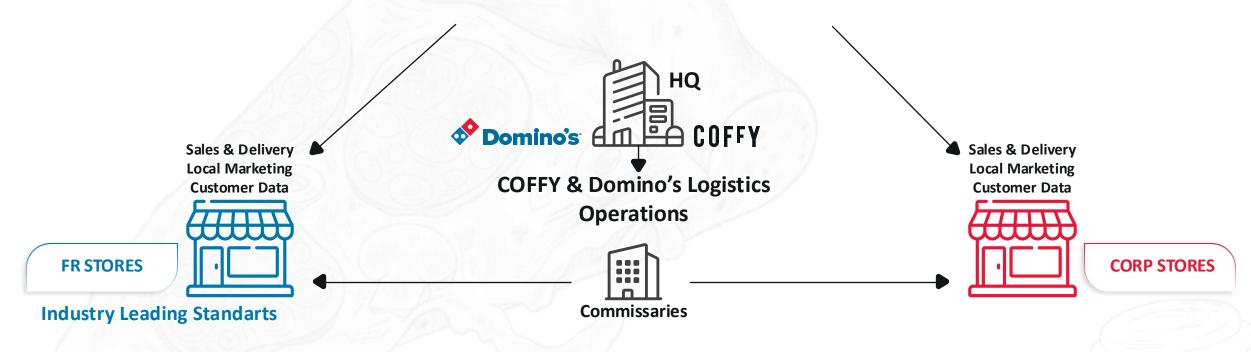
BRAND GROWTH & MARKET PENETRATION

LOCAL KNOWLEDGE & OPERATIONAL EFFICIENCY



FRANCHISE BUSINESS MODEL

Centralized Strategy, Marketing & IT







WINNING CULTURE



TECHNOLOGY





SCALING THROUGH STRATEGIC FRANCHISE MODELS

Expanding across 80 cities in Turkey with diverse franchise models, driving nationwide growth

OPERATOR



Murathan YILMAZ
1 Store

HOMEGROWN



İlhan UZUN

FROM BEING a DRIVER to BEING the BIGGEST FRANCHISEE in the SYSTEM

19 Stores

Erhan YORGUN 18 Stores

WOMEN



75 Wom

Serpil ÖZDEN

11 stores

JOINT VENTURE



David MADEN & Region Mng. Erkin AYDIN

9 Stores

2nd GENERATION



Adnan DEMİR & Efe DEMİR 9 Stores



Art of Franchising

Audio Visual Link





DOMINO'S KAIZEN+ STORE CONCEPT











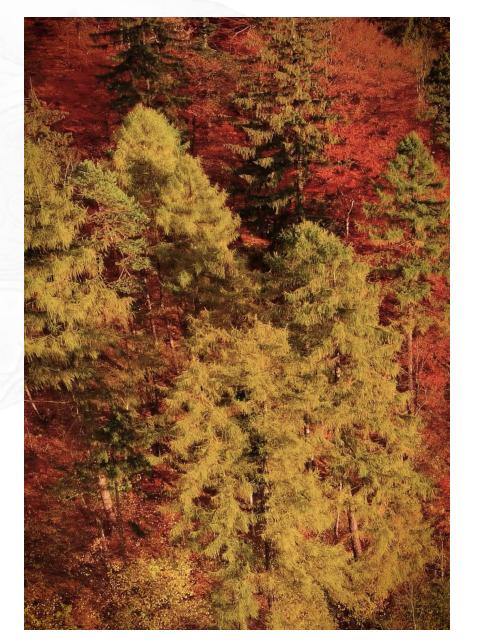


COFFY STORE CONCEPT





COFFY STORE CONCEPT











PURPOSE: GIVING BACK TO THE SOCIETY



DP Eurasia places "value" creation at the heart of all its operations and upholds its responsibility to give back to society what it receives.



TEGV İLE MİNİKLERİMİZ İCİN















YOUR NEIGHBORHOOD PIZZERIA IS ALWAYS WITH YOU

During crises (earthquake)





As a child transforms, so does the world!











DP Eurasia Group's value proposition is built on fostering shared experiences, standing in solidarity, and creating lasting moments of happiness.

Domino's invests not only in today's society but also in the society of the future.



Great Place To Work®

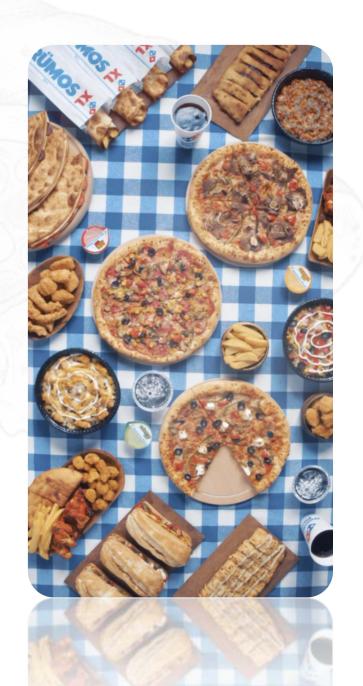
Certified

DEC 2024-DEC 2025 TÜRKİYE

Congratulations DP EURASIA











TASTE DELICIOUS FOOD FROM TURKEY





PRODUCT INNOVATION STRATEGY

Maximize Domino's Potential











PRODUCT INNOVATION STRATEGY

Introduce "Good Value" and Market Share Generator Products in QSR









WIDE VARIETY WITH SIMPLE PRICING











Trendsetters





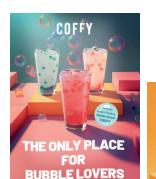
COFFY Menu Strategy

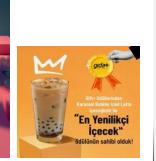












Delicious Food & Snacks





Our Strategy: "BE THE BOLD"

Breakthrough technology



- Show Like for like growth via digital innovations
- Strengthen toolkit for franchise management

Operate with Excellence



- Strong Franchise Relations to further grow in whitespaces
- Leverage scale advantage to further improve profitability
- Build on new store concepts as growth pillar

Lead with Purpose



Grow by giving back to society & be an employer of choice

Delicious Food



- Strong Product innovations building future platforms
- Wide variety with Simple pricing

1,000 + Domino's Store

Top 3 Coffee chains in Turkey

About Us

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

Website:

www.jubilantfoodworks.com

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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





