







JFL/NSE-BSE/2025-26/12

May 14, 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: Earnings Presentation along with Press Release

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)

Regulations, 2015 ("Listing Regulations")

Dear Sir/ Madam.

Pursuant to Regulation 30 of the Listing Obligations, please find enclosed herewith the Earnings Presentation along with Press Release to be issued by the Company for Q4FY25 & FY 25 results and business updates.

The above details will also be available on the website of the Company www.jubilantfoodworks.com under Investor Relations section.

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



Earnings Presentation

Q4 and FY'25













About Jubilant FoodWorks Limited - A Multi-Brand Food-tech Company



Operate with Excellence

Delicious Food



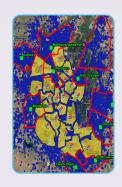
Loyalty

Program



Immersive &

Friction-free App



Location Al





Our Purpose:

We Serve

~2/3rd Deliveries under 20 min



Foodparks and Distribution centers



230 Multi-temperature logistics fleet



~30k **Bikes**



~99.6% Fill-rate









Be CUSTOMER-FIRST























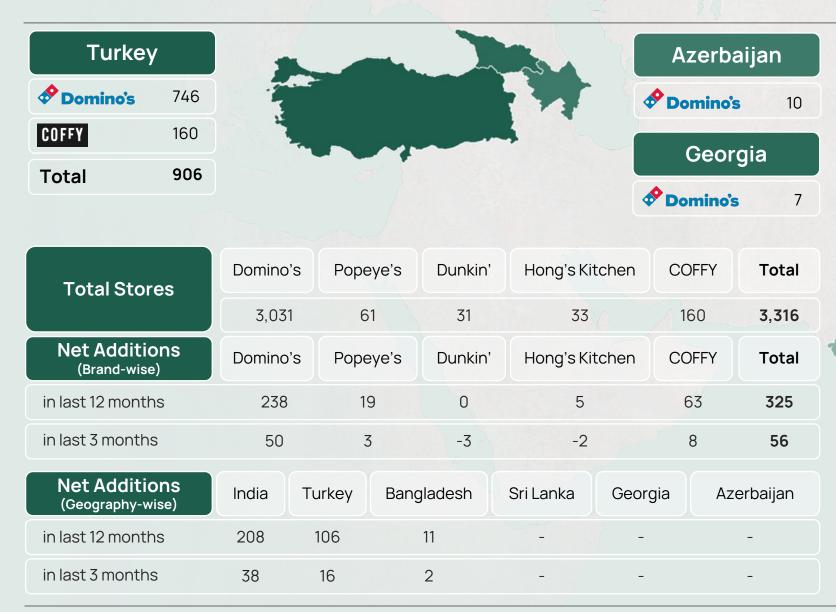


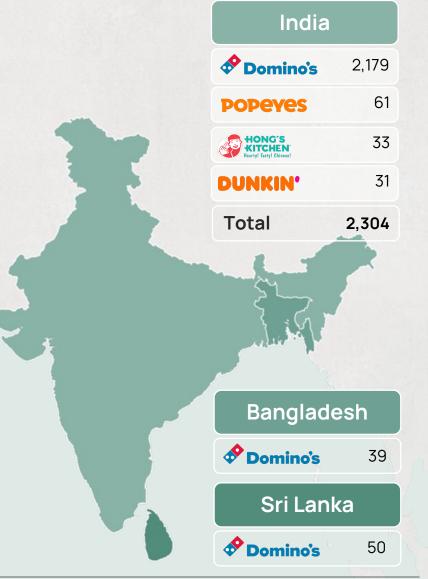




JFL Group Store Network is now 3,316 stores strong with 325 net store addition





















Key Highlights



Financial and Network Highlights



Market-wise Highlights



Brand-wise Highlights



Statement of Profit and Loss



Business Outlook & Network Guidance





Big Big Highlights





		QoQ Change	YoY Change
Network	3,316 stores	+56 stores	+325 stores
Revenue	Rs. 21,032 mn	-2.2%	+33.6%
EBITDA	Rs. 3,886 mn	-3.4%	+24.8%
EBITDA Margin	18.5% margin	-22 bps	-131 bps
PAT*	Rs. 501 mn	-1.0%	+29.3%
PAT* Margin	2.4% margin	-	-











Key Highlights for Q4FY'25

- √ Group System Sales came in at Rs. 24,054 million
- ✓ Group Network at 3,316 stores with quarterly net addition of 56 stores; Domino's Network is now at 3,031 stores (+50 qoq net store addition)
- ✓ Consolidated* Revenue came in at Rs. 21,032 million (+33.6% yoy)
- √ Standalone Revenue came in at Rs. 15,872 million (+19.1% yoy)
 - o Domino's India Revenue up by 18.8% yoy driven by strong order growth of 24.6% yoy across all tiers
 - □ LFL growth of 12.1% yoy was on account of strong Delivery LFL growth of 21.9% yoy
 - Mature Store ADS came in at Rs. 84,011
- ✓ Consolidated EBITDA
 - EBITDA (Reported) came in at Rs. 3,886 million (+24.8% yoy) with Margin at 18.5% (-131 bps yoy)
 - EBITDA(Pre-Ind-AS-116) came in at Rs. 2,401 million(+23.2% yoy) with Margin at 11.4%(-97 bps yoy)
- √ Standalone EBITDA
 - EBITDA(Reported) came in at Rs. 3,056 million(+19.7% yoy) with Margin at 19.3% (+9 bps yoy)
 - o EBITDA (Pre-Ind-AS-116) came in at Rs. 1,871 million (+28.2% yoy) with Margin at 11.8% (+83 bps yoy)













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		YoY Change
Network	3,316 stores	+325 stores
Revenue	Rs. 81,417 mn	+44.0%
EBITDA	Rs. 15,722 mn	+37.4%
EBITDA Margin	19.3% margin	-93 bps
D A T*	D = 0.770 ·····	.1.004
PAT*	Rs. 2,330 mn	+1.0%
DAT* Margin	2 0% marrin	100 hm s
PAT* Margin	2.9% margin	-122 bps
		×











Key Highlights for FY'25

- √ Group System Sales came in at Rs. 93,222 million
- ✓ Group Network at 3,316 stores with yearly net addition of 325 stores; Domino's Network is now at 3,031 stores (+238 yoy net store addition)
- ✓ Consolidated* Revenue came in at Rs. 81,417 million(+44% yoy)
- √ Standalone Revenue came in at Rs. 61,047 million (+14.3% yoy)
 - Domino's India Revenue up by 13.4% yoy
- ✓ Consolidated EBITDA
 - o EBITDA (Reported) came in at Rs. 15,722 million (+37.4% yoy) with Margin at 19.3% (-93 bps yoy)
 - EBITDA (Pre-Ind-AS-116) came in at Rs. 10,369 million (+45.7% yoy) with Margin at 12.7% (+15 bps yoy)
- √ Standalone EBITDA
 - EBITDA (Reported) came in at Rs. 11,807 million (+7.8% yoy) with Margin at 19.3% (-116 bps yoy)
 - o EBITDA (Pre-Ind-AS-116) came in at Rs. 7,257 million (+7.4% yoy) with Margin at 11.9% (-76 bps yoy)
 - o Notably, Domino's India EBITDA (Pre-Ind-AS-116) came in at Rs. 8,566 million (+12.4% yoy) and sustained margin at 14.5% despite growth investments















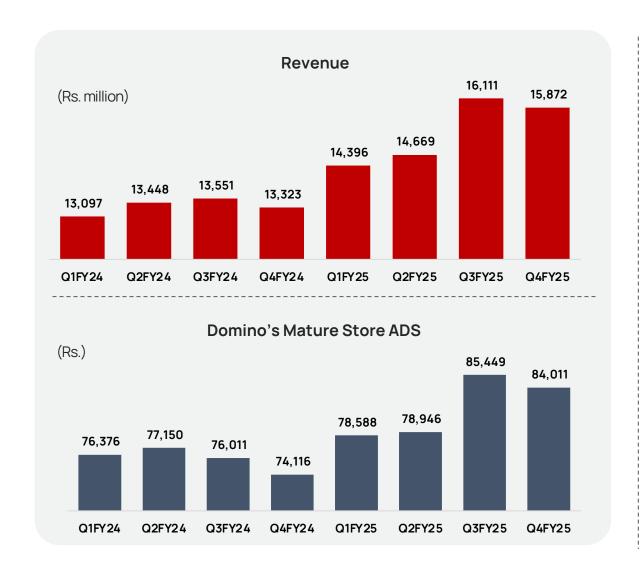
Financial and Network Highlights

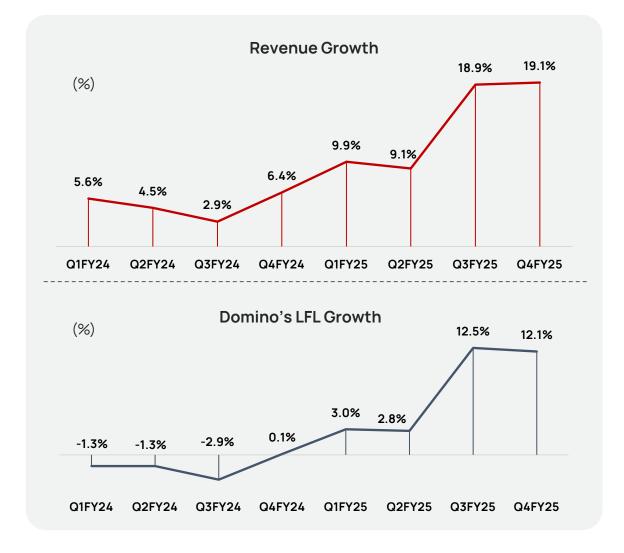




Revenue Metrics and Trends (Standalone)









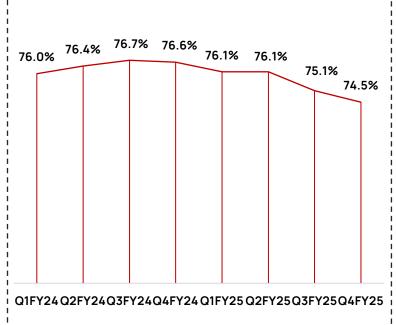




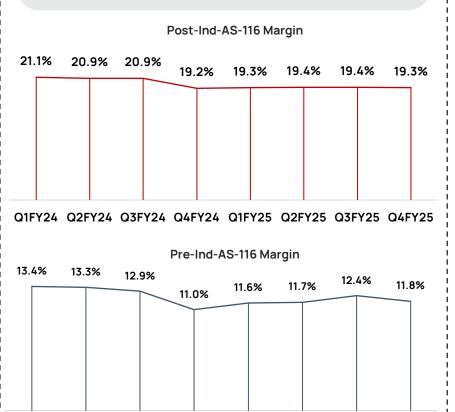




Gross Margin



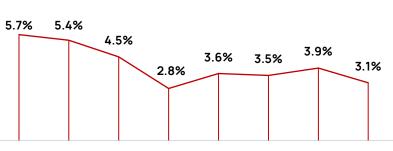
EBITDA Margin



Q1FY24 Q2FY24 Q3FY24 Q4FY24 Q1FY25 Q2FY25 Q3FY25 Q4FY25

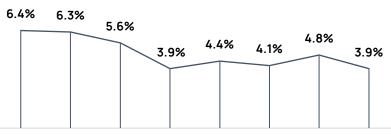
PAT* Margin

Post-Ind-AS-116 Margin



O1FY24 Q2FY24 Q3FY24 Q4FY24 Q1FY25 Q2FY25 Q3FY25 Q4FY25

Pre-Ind-AS-116 Margin



Q1FY24 Q2FY24 Q3FY24 Q4FY24 Q1FY25 Q2FY25 Q3FY25 Q4FY25











Market-wise Highlights







Revenue and Store Growth

Profit and Margin

Key Highlights (Domino's)

Revenue: Rs. 15,872 mn(+19.1% yoy) +56 gross new stores added gog EBITDA: 3,056 mn(+19.7% yoy); 19.3% Margin PAT bei*: 495 mn(+31.5% yoy); 3.1% Margin

Launched a new Food Innovation: Big Big Pizza; and Tech-innovation - ELATE PoS

- Domino's growth came in at 18.8 %
 - Registered strong order growth at 24.6%
 - Domino's LFL was 12.1% led by Domino's Delivery LFL at 21.9%
- Network in India is now 2,304 stores strong
 - Network addition was led by Domino's (+52 gross new stores)
 - With entry in 9 new cities, Domino's is now present in 475 cities

- While Gross Margin came in at 74.5% (-210 bps yoy); EBITDA (Pre-Ind-AS-116) Margin at 11.8% was up by 83 bps yoy
- Enhanced value offerings for consumer resulting in strong order growth and share gains
- Business is coming-off a high commissary CAPEX cycle; Future CAPEX to be largely store and technology led

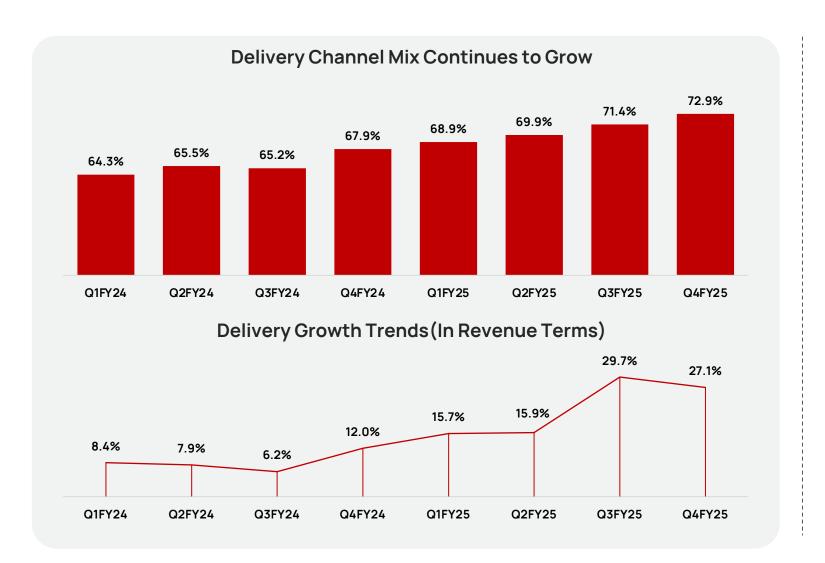
- Launched a new value innovation along with a new form factor through Big Big Pizza
- Launched India's first Android based Point-ofsale system - Elate
- MAU(App) at 13.1 million increased 17.0% yoy and App Installs at 10.9 million grew by 16.0% yoy
- Loyalty membership base is now 33.7 mn











Delivery

- Delivery channel revenue up by 27.1%
- The strong delivery growth was order led (+33.5%)

Dine-in

 Dine-in channel revenue was flat compared to last year













Order Status Display



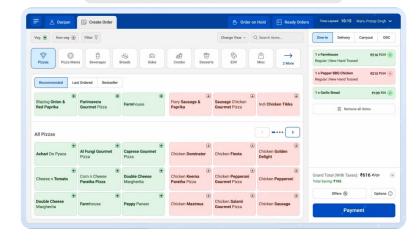
Plant FoodWorks elate

Crafted to Empower

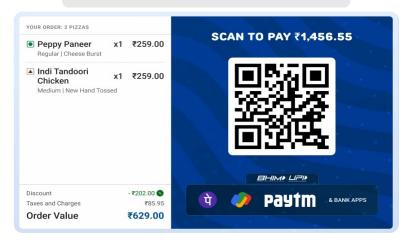
Kitchen Display System



Order Taking Module



Customer Facing Screen





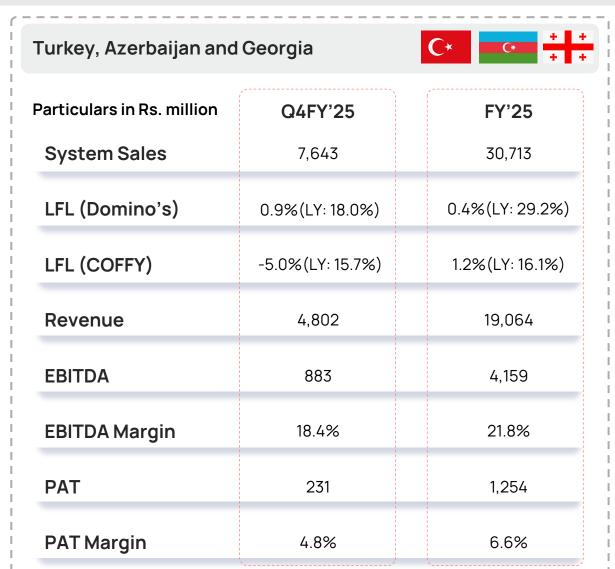












	Sri Lanka	
Particulars in Rs. million	Q4FY'25	FY'25
Revenue	230	810
% Growth	71.7%	45.6%
	Ĺ	

Particulars in Rs. million	Q4FY'25	FY'25
Revenue	162	625
% Growth	28.2%	25.3%









Brand-wise Highlights

Dominos

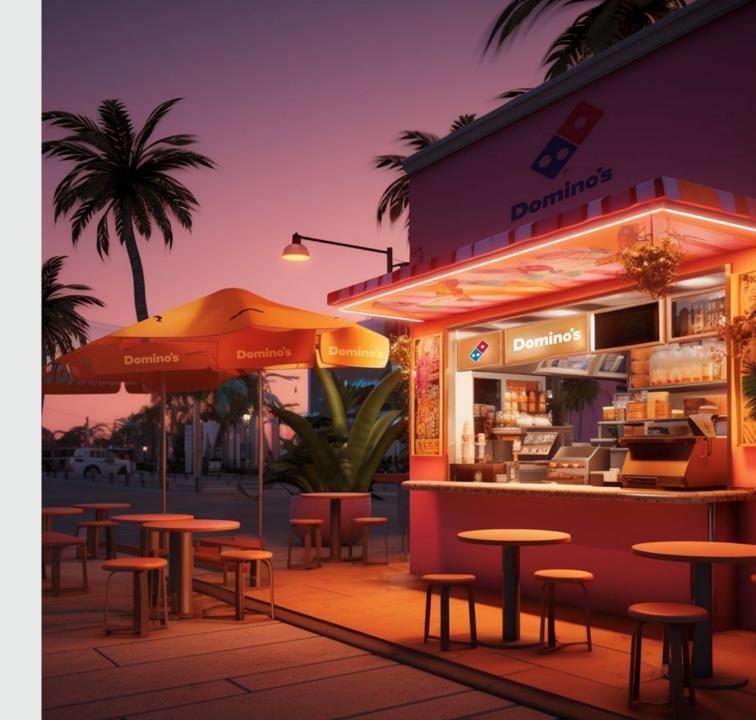
Popeyes

COFFY

Other Emerging Brands







Domino's: JFL Group ~ World #1 Pizza Company: One of the Largest Emerging Market Franchisee





Under-penetrated, highpotential markets



Culture of Hustle (Highest throughput per store)



Full Territorial Rights



Maniacal focus on Operational Execution



Self-delivery and Own-app Infrastructure



Growth investments ahead of the curve



Strong Value Equation through unique Commissary model



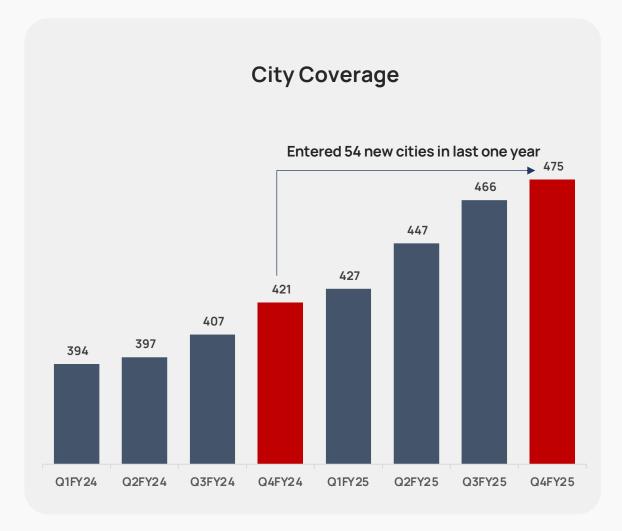
Local Know-how developed over decades





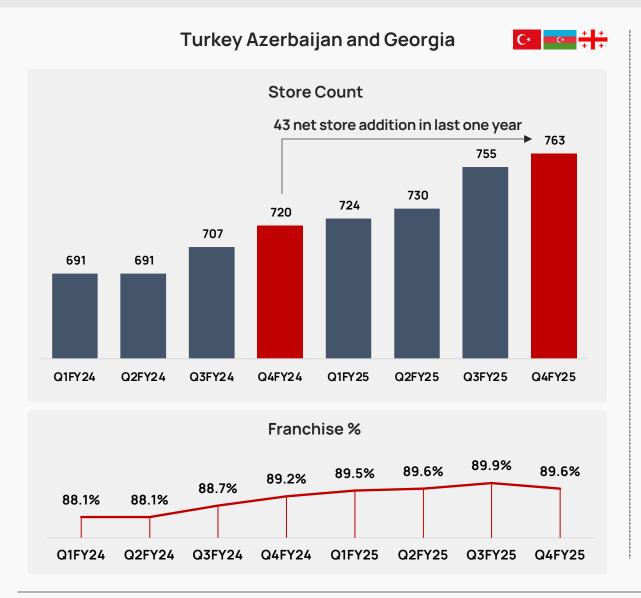


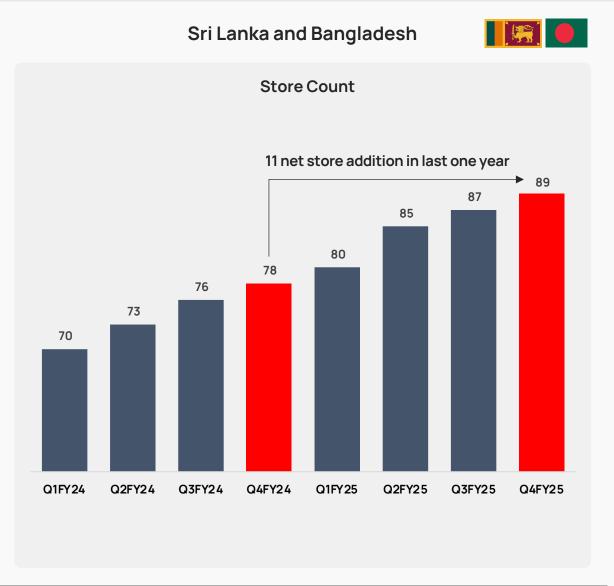










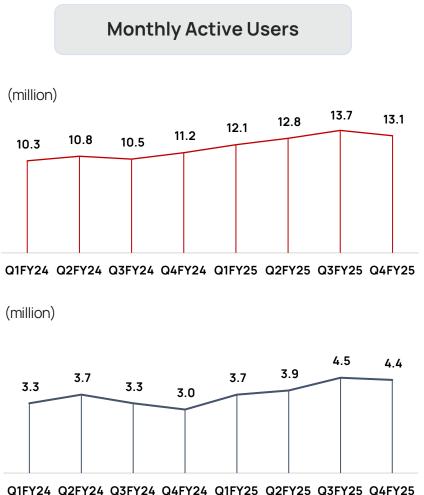


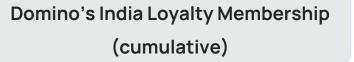




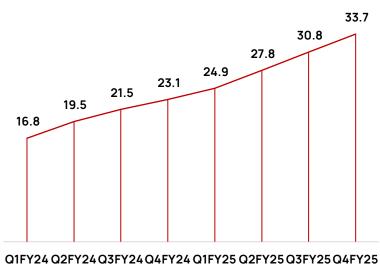








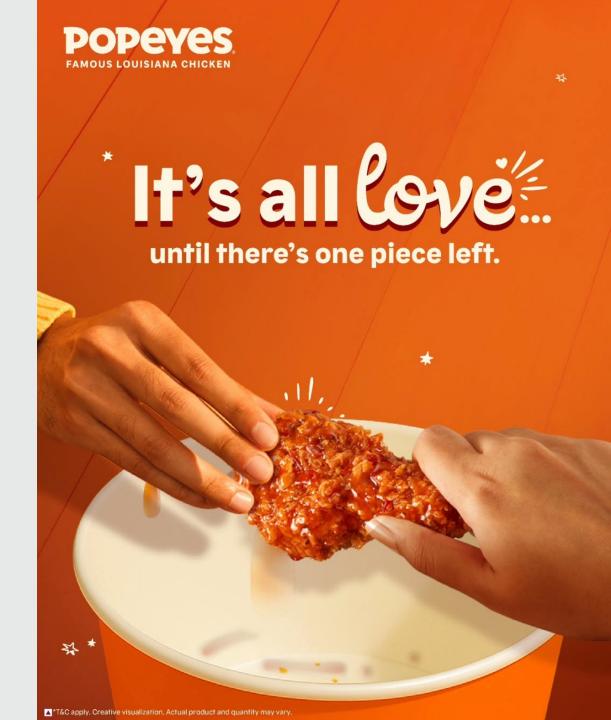
(million)





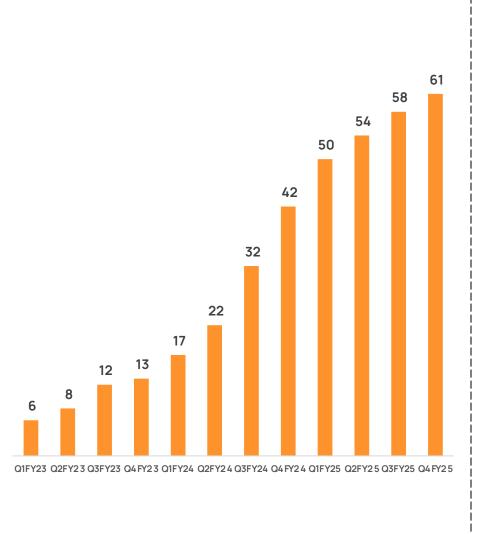


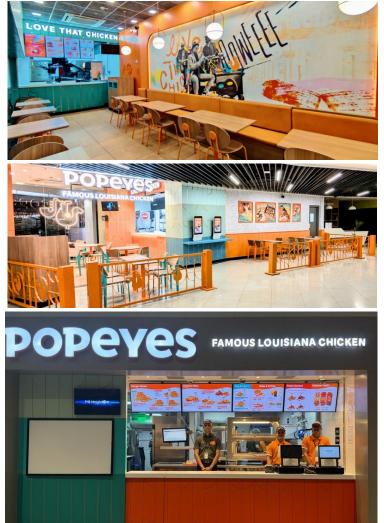


















BEKLEMEDEN GEL AL

COFFY APP indir



-2-Siparişini Oluştur

-3-TIKLA KAHVEN HAZIR



Siparişimi Hazırl



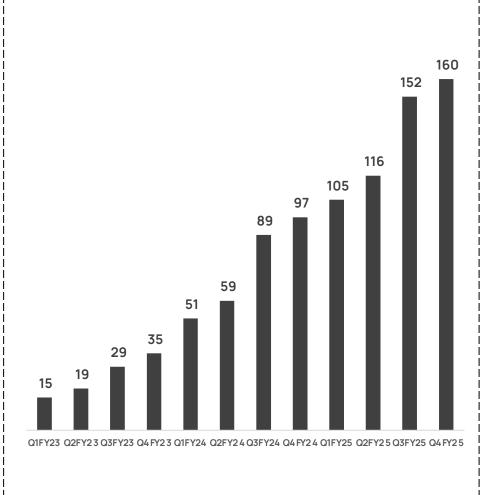
























Statement of Profit and Loss





Quarterly Statement of Profit and Loss

Consolidated		Profit and Loss Metrics	Standalone			
Q4 FY25	Q4 FY24	Growth %	Particulars in INR mn	Q4 FY25	Q4 FY24	Growth %
21,032	15,738	33.6%	Revenue from operations	15,872	13,323	19.1%
107	203	-47.5%	Other Income	66	76	-13.1%
21,139	15,941	32.6%	Total Income	15,937	13,399	18.9%
5,976	3,673	62.7%	Raw Material and Beverage Cost	4,044	3,113	29.9%
15,056	12,065	24.8%	Gross Profit	11,828	10,210	15.8%
71.6%	76.7%		Margins	74.5%	76.6%	
3,738	2,869	30.3%	Personnel Expenses	2,727	2,370	15.1%
7,432	6,082	22.2%	Manufacturing and Other Expenses	6,044	5,286	14.3%
3,886	3,113	24.8%	Op. EBITDA	3,056	2,553	19.7%
18.5%	19.8%		Margins	19.3%	19.2%	
1,166	1,142	2.2%	Interest Cost	667	609	9.5%
2,137	1,689	26.6%	Depreciation	1,777	1,511	17.6%
6	62	n.a	Share of Profit/(Loss) in Associate	0	0	n.a
695	549	26.7%	PBT bei*	677	508	33.2%
3.3%	3.5%		Margins	4.3%	3.8%	
0	-1,702	n.a	Exceptional Item	0	120	n.a
695	2,250	-69.1%	PBT	677	388	74.4%
3.3%	14.3%		Margins	4.3%	2.9%	
194	161	20.5%	Tax	182	132	38.3%
501	388	29.3%	PAT bei*	495	376	31.5%
2.4%	2.5%		Margins	3.1%	2.8%	
501	2,089	-76.0%	PAT	495	256	93.0%
2.4%	13.3%		Margins	3.1%	1.9%	











Full Year Statement of Profit and Loss

Consolidated		Profit and Loss Metrics	Standalone			
FY25	FY24	Growth %	Particulars in INR mn	FY25	FY24	Growth %
81,417	56,551	44.0%	Revenue from operations	61,047	53,418	14.3%
753	409	84.3%	Other Income	371	275	35.1%
82,171	56,960	44.3%	Total Income	61,418	53,693	14.4%
22,678	13,411	69.1%	Raw Material and Beverage Cost	15,015	12,591	19.3%
58,739	43,140	36.2%	Gross Profit	46,032	40,827	12.7%
72.1%	76.3%		<i>Margins</i>	75.4%	76.4%	
14,104	10,588	33.2%	Personnel Expenses	10,779	9,914	8.7%
28,913	21,107	37.0%	Manufacturing and Other Expenses	23,445	19,962	17.4%
15,722	11,445	37.4%	Op. EBITDA	11,807	10,951	7.8%
19.3%	20.2%		<i>Margins</i>	19.3%	20.5%	
5,226	2,878	81.6%	Interest Cost	2,609	2,239	16.5%
8,065	5,980	34.9%	Depreciation	6,724	5,684	18.3%
-46	159	n.a	Share of Profit/(Loss) in Associate	0	0	n.a
3,139	3,156	-0.5%	PBT bei*	2,846	3,303	-13.9%
3.9%	5.6%		<i>Margins</i>	4.7%	6.2%	
45	-1,702	n.a	Exceptional Item	248	120	n.a
3,094	4,857	-36.3%	PBT	2,598	3,183	-18.4%
3.8%	8.6%		<i>Margins</i>	4.3%	6.0%	
774	850	-8.9%	Tax	658	844	-22.1%
2,330	2,306	1.0%	PAT bei*	2,154	2,459	-12.4%
2.9%	4.1%		<i>Margins</i>	3.6%	4.6%	
2,321	4,008	-42.1%	PAT	1,941	2,339	-17.0%
2.9%	7.1%		Margins	3.2%	4.4%	





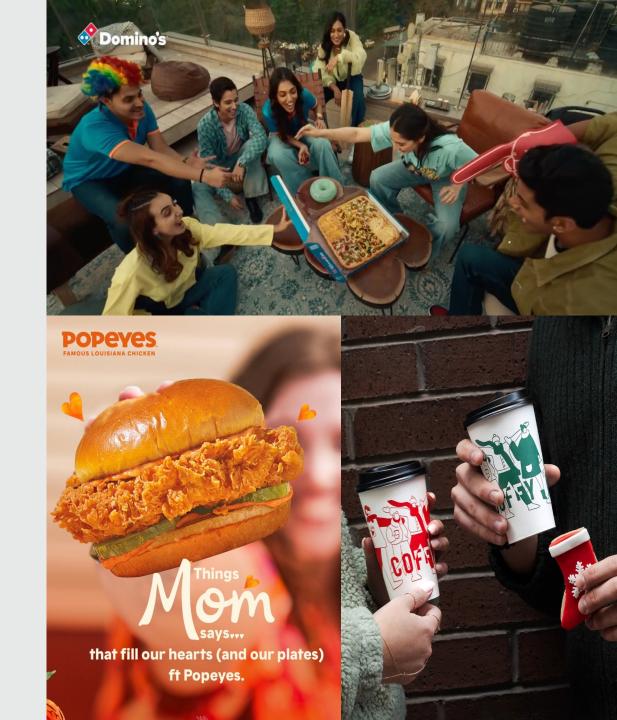








Business Outlook and Network Guidance for FY'26





Business Outlook
☐ Drive value and acquire new customers
☐ Innovate on the portfolio at both ends i.e. value and premium end and
expand share of occasions
☐ Continuously improve service through technology and operationally
☐ Optimize costs of operations and drive higher productivity
☐ Reduce drag of emerging business units
☐ Business is coming-off a high CAPEX cycle; Future CAPEX to be largely
store and technology-led

Network Addition Guidance	India	Turkey
∳ Domino's	250	30
COFFY	-	50
Popeyes	30	-











Responsible Sourcing



Empowering dairy farmers with expert guidance



Localized Corn sourcing



No Antibiotics Ever milestone



100% farm traceability for chicken, oregano, chili and tomato paste

Baking Goodness



All ingredients are 100% free from artificial preservatives, colors and flavors for Domino's



100% dairy based mozzarella cheese



96% food ingredients certified under GFSI for Dominos



100% recyclable pizza boxes and lid-less dine-in boxes

Benefit People and Communities



~36% of workforce are women



Medical health care access to **469,000** people



Trained ~11,500 cumulative students under J-FARM



Training and veterinary support to 14,000+ farmers

Emissions, Energy and Waste Management



Largest Own-Delivery EV Fleet in India EV: 56% in Domino's and 100% in Popeyes



~53% of electricity demand at commissaries met by renewable energy



Eliminated **single use** plastic



Co-processing "Used Cooking Oil" to Bio-fuel











About Us

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food-tech companies. Its Group network comprises 3,316 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 March 31, 2025

Website:

www.jubilantfoodworks.com

For further information please contact:

Suman Hegde / Lakshya Sharma

E-mail: suman.hegde@jublfood.com; lakshya.sharma@jublfood.com

Note: 1. All financial data in this presentation are derived from audited 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 comparisons are vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
- 4. Consolidation of accounts of DP Eurasia with JFL was effective February 1, 2024. Prior period numbers are not comparable
- 5. TRY: INR is as per currency conversion on March 31, 2025. Turkey financials are reported as per IAS 29 Hyperinflation adjusted accounting
- 6. The growth % for Bangladesh and Sri Lanka is computed on constant currency basis as per the average FX rate for Jan-Mar 2025.

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



















PRESS RELEASE

Jubilant FoodWorks Limited Reports Q4FY'25 and FY'25 Results

FY'25 Highlights

- The Group System Sales came in at Rs. 93,222 million
- The Group Store Network expands to 3,316 stores with the addition of 325 net stores
- Consolidated Revenue of Rs. 81,417 million increased +44.0% yoy
- Consolidated EBITDA of Rs. 15,722 million increased +37.4% yoy with EBITDA Margin at 19.3%
- Standalone Revenue of Rs. 61,047 million increased +14.3% yoy
- Standalone EBITDA of Rs. 11,807 million increased +7.8% yoy with EBITDA Margin at 19.3%
- Board recommended a dividend of Rs. 1.2 per share of face value Rs. 2, amounting to Rs. 792 million

Q4FY'25 Highlights

- The Group System Sales came in at Rs. 24,054 million
- Added 56 net stores in the quarter (India: +38 stores, Turkey: +16 stores and Bangladesh: +2 stores)
- Consolidated Revenue of Rs. 21,032 million increased +33.6% yoy
- Consolidated EBITDA of Rs. 3,886 million increased +24.8 yoy with EBITDA margin at 18.5%
- Standalone Revenue of Rs. 15,872 million increased +19.1% yoy
- Standalone EBITDA of Rs. 3,056 million increased +19.7 yoy with EBITDA margin at 19.3%

Domino's India Highlights

- Revenue growth of 18.8% was led by strong order growth of 24.6% yoy
- Delivery channel revenue up by 27.1% and Delivery Channel mix is now at 72.9 % (+5.0% points yoy)
- LFL growth of 12.1% was driven by Delivery LFL growth of 21.9%
- Mature Store ADS came in at Rs. 84,011
- Opened 52 gross new stores and entered 9 new cities Network is now 2,179 stores strong serving consumers across 475 cities
- MAU(App) at 13.1 million increased 17.0% yoy and App Installs at 10.9 million grew by 16.0% yoy
- Domino's loyalty program with 33.7 million members scaled a new high

Noida, 14th May 2025 - Jubilant FoodWorks Limited (NSE: JUBLFOOD, BSE: 533155), one of the leading emerging-markets' foodtech Company, today announced its financial results for the fourth quarter and full year ended March 31, 2025.

Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented, "Jubilant FoodWorks delivered record group system sales of \$1.1 billion in FY'25, driven by the successful Domino's India turnaround, the integration of DP Eurasia, and our focus on technology-enabled operational excellence."

Mr. Sameer Khetarpal, CEO and MD of Jubilant FoodWorks Limited, commented, "Trajectory of results over the last three quarters, indicate the strength of our strategy, tech-capabilities and strong execution in Domino's. This growth is order-led, driven by highest-ever new customer acquisition rates, which makes the growth sustainable. We continue to make good progress on our path to build Popeyes and COFFY."

FY'25 Update

Revenue from Operations of Rs. 81,417 million increased 44.0%. The JFL Group network strength is now 3,316 stores with net addition of 325 stores in the last twelve months. EBITDA came in at Rs. 15,722 million, higher by 37.4% and EBITDA margin was 19.3%. Profit after tax before exceptional item came in at Rs. 2,330 million, higher by 1.0% with 2.9% margin.

The Board of Directors of the Company has recommended a dividend of Rs. 1.2 per equity share of face value of Rs. 2 each for the financial year ended 31st March 2025 (amounting to Rs. 792 million), subject to approval of shareholders at the Annual General Meeting.

a. India Segment Update

Revenue from Operations at Rs. 61,047 million registered a growth of 14.3%. EBITDA was Rs. 11,807 million and EBITDA margin came in at 19.3%. Profit after tax and before exceptional items was Rs. 2,154 million with 3.6% margin. A total of 208 net stores were added across all brands in India, ending the period with 2,304 stores.

b. International Segment Update

In Turkey, Azerbaijan and Georgia, system sales came in at Rs. 30,713 million. The revenue came in at Rs. 19,064 million with EBITDA Margin of 21.8% and PAT margin of 6.6%. Domino's Sri Lanka revenue came in at Rs. 810 million up by 45.6%. Domino's Bangladesh revenue came in at Rs. 625 million, higher by 25.3%.

Q4 FY'25 Update

Revenue from Operations of Rs. 21,032 million increased 33.6%. EBITDA came in at Rs. 3,886 million, higher by 24.8% and EBITDA margin was 18.5%. Profit After Tax before exceptional item came in at Rs. 501 million, higher by 29.3% with 2.4% margin.

a. India Segment Update

Revenue of Rs. 15,872 million registered a growth of 19.1% driven by 18.8% growth in Domino's India. Domino's LFL came in at 12.1% with Domino's Delivery LFL at 21.9%. EBITDA was Rs. 3,056 million and EBITDA margin came in at 19.3%. Profit after tax and before exceptional items was Rs. 495 million with 3.1% margin. A total of 38 net stores were added across all brands in India, ending the period with 2,304 stores.

b. <u>International Segment Update</u>

In Turkey, Azerbaijan and Georgia, system sales came in at Rs. 7,643 million. The revenue came in at Rs. 4,802 million with EBITDA Margin of 18.4% and PAT margin of 4.8%. Domino's Sri Lanka revenue of Rs. 230 million was up by 71.7%. Domino's Bangladesh revenue came in at Rs. 162 million, higher by 28.2%. A total of 18 net stores were added across all brands in the International markets, ending the period with 1,012 stores.

Notes:

- 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 March 31, 2025. Turkey financials are reported as per IAS 29 Hyperinflation accounting adjusted.
- 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 1,573 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-tech companies. Its Group network comprises 3,316 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 March 31, 2025

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Disclaimer

Certain statements in this document 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 Group 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.