

## 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, 14<sup>th</sup> May 2025** – Jubilant FoodWorks Limited (NSE: JUBLFOOD, BSE: 533155), one of the leading emerging-markets' food-tech 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 31<sup>st</sup> 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. International Segment Update

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

## Website:

[www.jubilantfoodworks.com](http://www.jubilantfoodworks.com)

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## Disclaimer

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