

Earnings Presentation

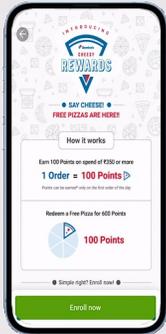
Q4 and FY'25



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

Breakthrough Technology

B



Loyalty Program



Immersive & Friction-free App



Location AI



Restaurant Co-pilot



~2/3rd
Deliveries
under 20 min



19
Foodparks and
Distribution centers



230
Multi-temperature
logistics fleet



~30k
Bikes



~99.6%
Fill-rate

Operate with Excellence

O

Lead with Purpose

L



Drive Growth



Be CUSTOMER-FIRST



Find BETTER WAYS



HUSTLE Mindfully



Lead with CARE

Our Purpose:
We Serve Joy 😊



POPEYES



HONG'S KITCHEN
Hearty! Tasty! Chinese!

Delicious Food

D



Domino's



COFFY



DUNKIN'

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

Turkey

Domino's	746
COFFY	160
Total	906



Azerbaijan

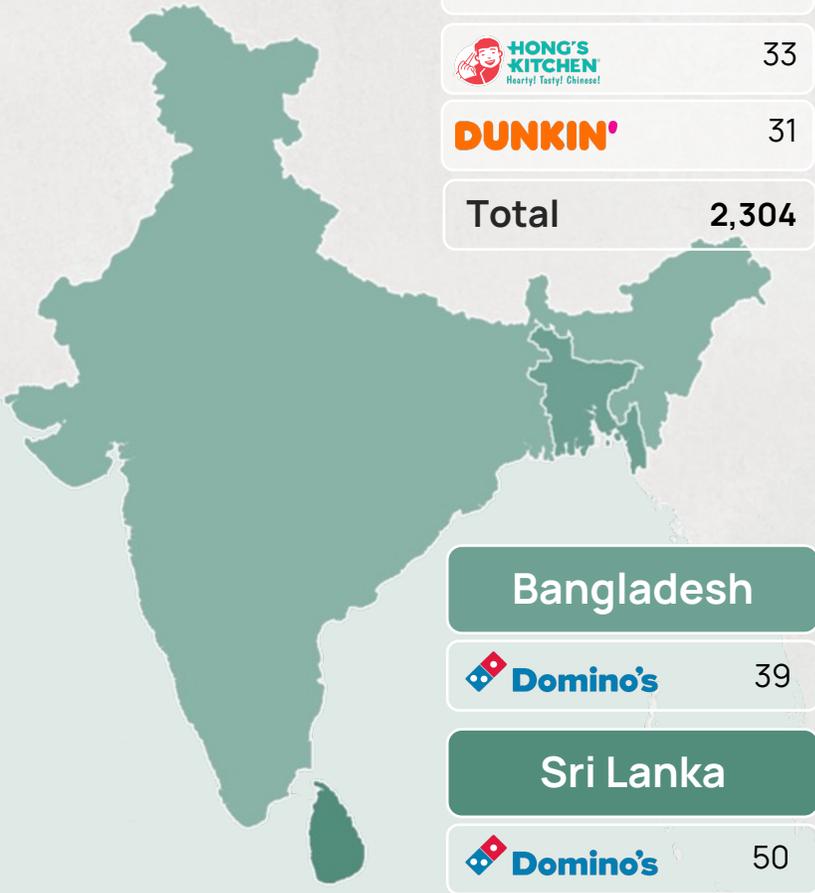
Domino's	10
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Georgia

Domino's	7
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India

Domino's	2,179
POPEYES	61
HONG'S KITCHEN <small>Heartly! Tasty! Chinese!</small>	33
DUNKIN'	31
Total	2,304



Bangladesh

Domino's	39
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Sri Lanka

Domino's	50
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Total Stores

	Domino's	Popeyes	Dunkin'	Hong's Kitchen	COFFY	Total
	3,031	61	31	33	160	3,316

Net Additions (Brand-wise)

	Domino's	Popeyes	Dunkin'	Hong's Kitchen	COFFY	Total
in last 12 months	238	19	0	5	63	325
in last 3 months	50	3	-3	-2	8	56

Net Additions (Geography-wise)

	India	Turkey	Bangladesh	Sri Lanka	Georgia	Azerbaijan
in last 12 months	208	106	11	-	-	-
in last 3 months	38	16	2	-	-	-



**Key
Highlights**



**Financial and
Network
Highlights**



**Market-wise
Highlights**



**Brand-wise
Highlights**



**Statement of
Profit and Loss**



**Business Outlook &
Network Guidance**



Big Big Highlights



Q4FY'25 Consolidated Performance

		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	-	-



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. TRY:INR conversion is as of March 31, 2025
 3. PAT is from continuing operations and before exceptional items.



- ✓ **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)
 - **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)
 - **EBITDA (Pre-Ind-AS-116)** came in at Rs. 1,871 million (+28.2% yoy) with Margin at 11.8% (+83 bps yoy)

*DP Eurasia line by line consolidation is w.e.f. 1st 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; TRY:INR conversion is as on March 31, 2025

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 1,573 stores)



		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
PAT*	Rs. 2,330 mn	+1.0%
PAT* Margin	2.9% margin	-122 bps

- ✓ **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**
 - 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)
 - EBITDA(Pre-Ind-AS-116) came in at Rs. 7,257 million(+7.4% yoy) with Margin at 11.9%(-76 bps yoy)
 - 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

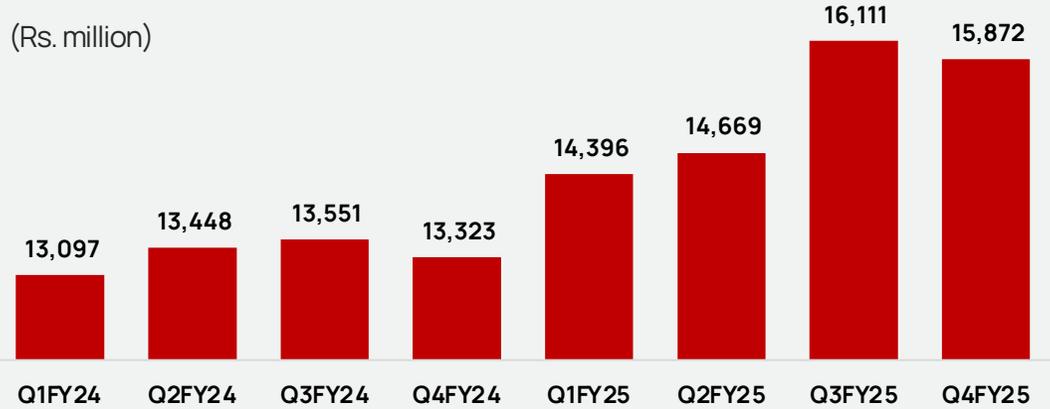


Financial and Network Highlights



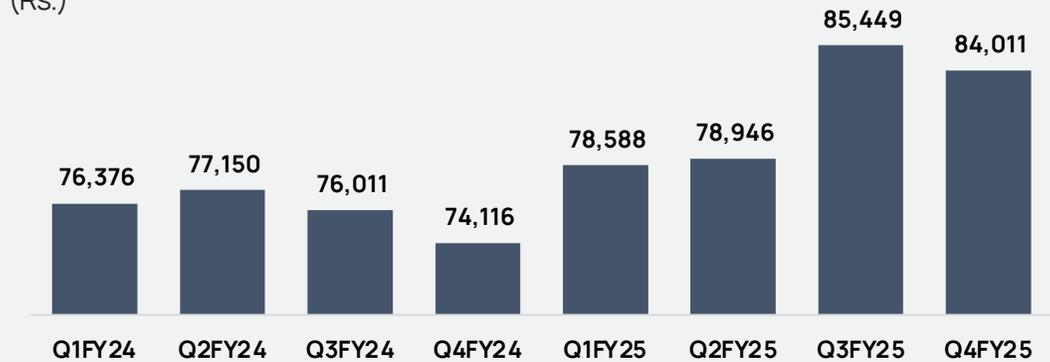
Revenue

(Rs. million)



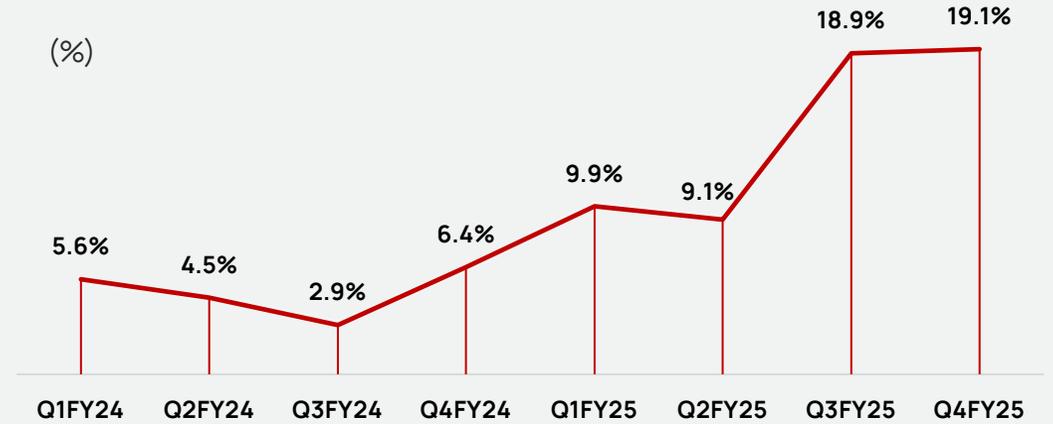
Domino's Mature Store ADS

(Rs.)



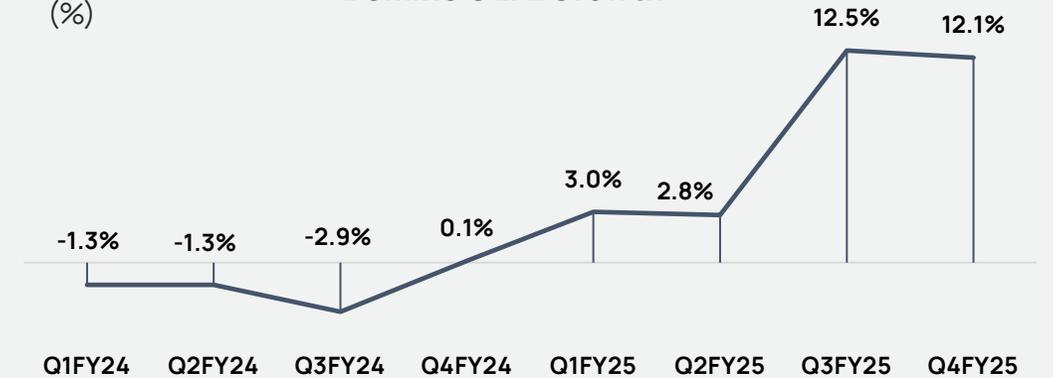
Revenue Growth

(%)

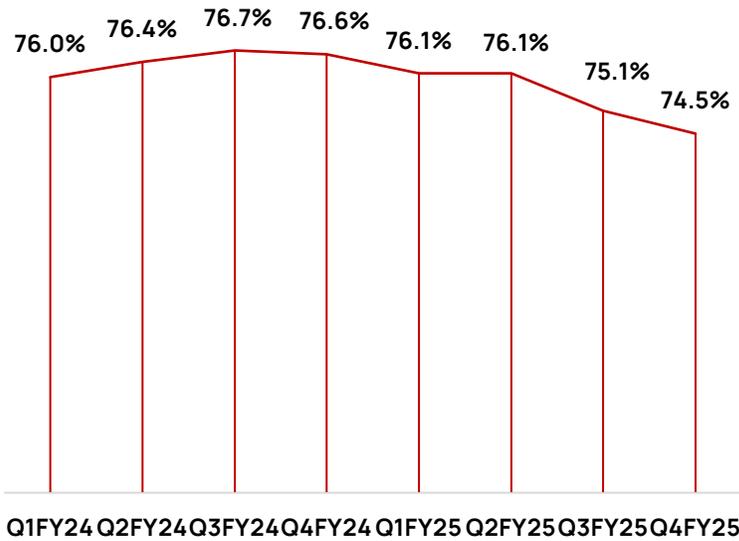


Domino's LFL Growth

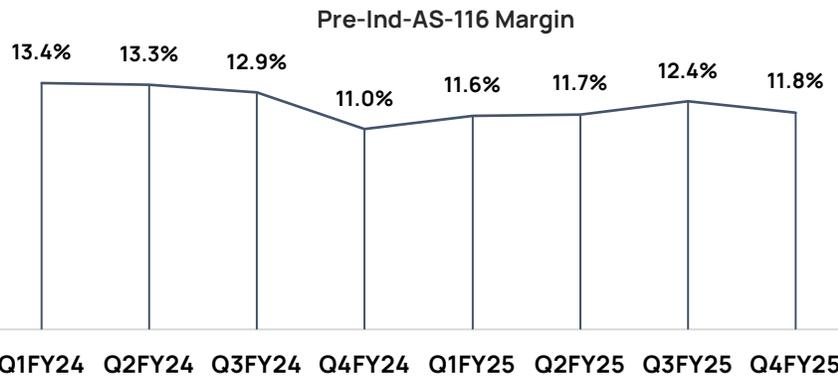
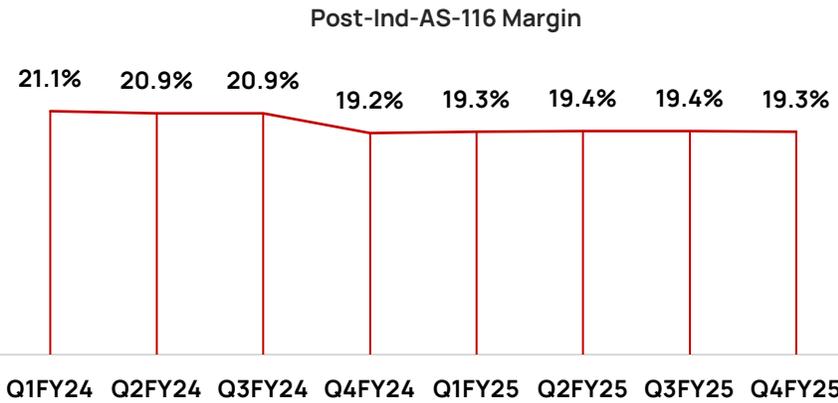
(%)



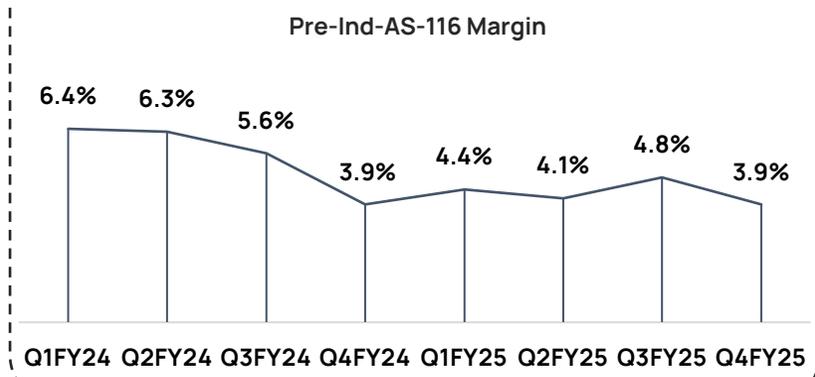
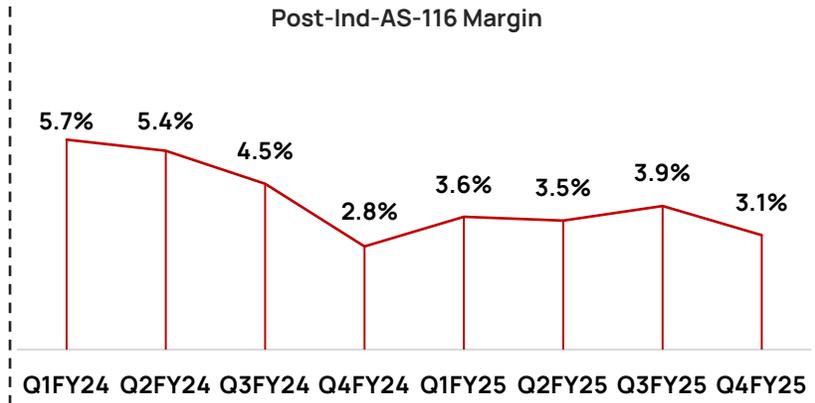
Gross Margin



EBITDA Margin



PAT* Margin



3

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 qoq

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

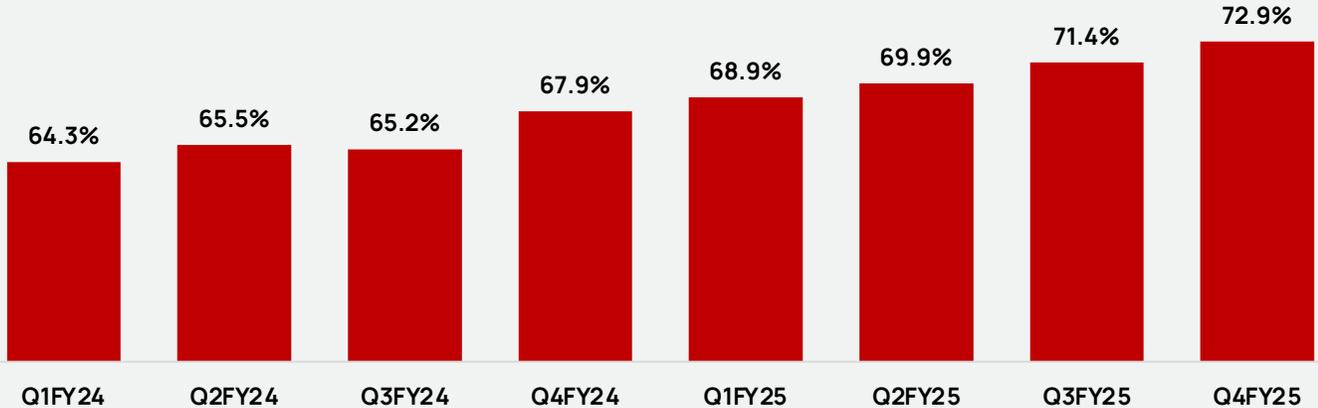
- ❖ Launched a new value innovation along with a new form factor through Big Big Pizza
- ❖ Launched India's first Android based Point-of-sale system - Elate
- ❖ MAU (App) at 13.1 million increased 17.0% yoy and App Installs at 10.9 million grew by 16.0% yoy
- ❖ Loyalty membership base is now 33.7 mn

Note: The above figures are derived from standalone financial statement for the quarter ending March 31, 2025

* The Profit After Tax is before exceptional item



Delivery Channel Mix Continues to Grow



Delivery Growth Trends (In Revenue Terms)



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



Note: All growth figures are vs. prior year
 Dine-in channel refers to combined channel output for Dine-in, Takeaway and Drive-N-Pick;





Domino's

Big Big 6ⁱⁿ 1 Pizza

OFFER PRICE

VEG	NON-VEG
₹1394 ₹799*	₹1894 ₹899*

FREE DELIVERY

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

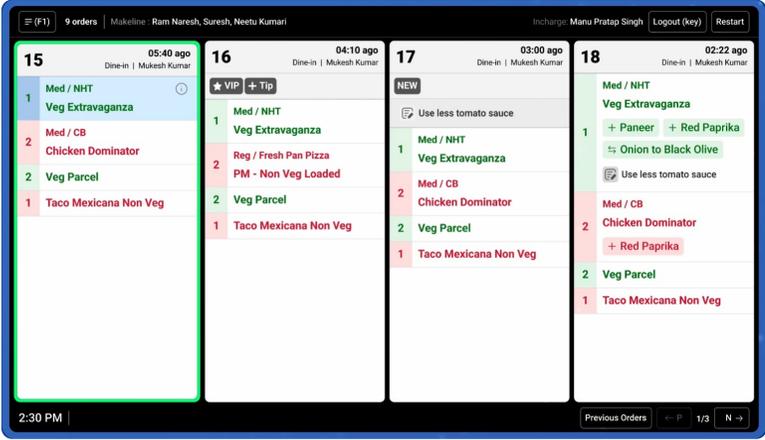




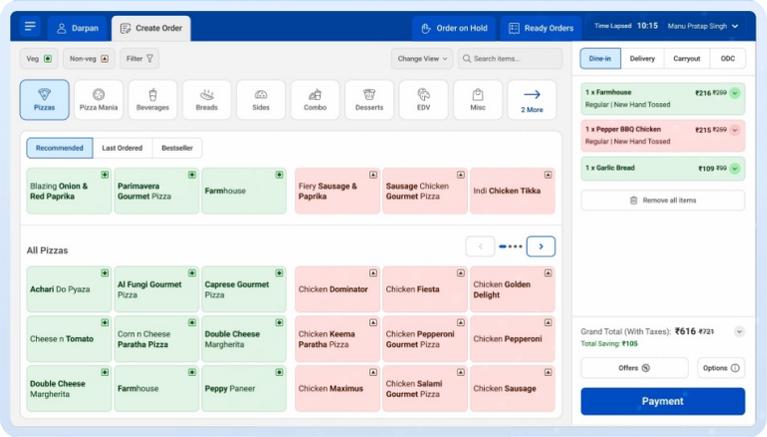
Order Status Display



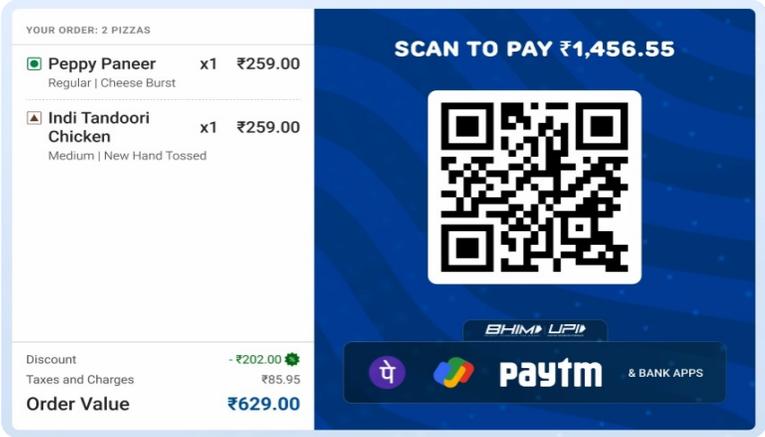
Kitchen Display System



Order Taking Module



Customer Facing Screen





Turkey, Azerbaijan and Georgia



Particulars in Rs. million	Q4FY'25	FY'25
System Sales	7,643	30,713
LFL (Domino's)	0.9%(LY: 18.0%)	0.4%(LY: 29.2%)
LFL (COFFY)	-5.0%(LY: 15.7%)	1.2%(LY: 16.1%)
Revenue	4,802	19,064
EBITDA	883	4,159
EBITDA Margin	18.4%	21.8%
PAT	231	1,254
PAT Margin	4.8%	6.6%

Sri Lanka



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

Bangladesh



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

4

Brand-wise Highlights

Dominos

Popeyes

COFFY

Other Emerging Brands

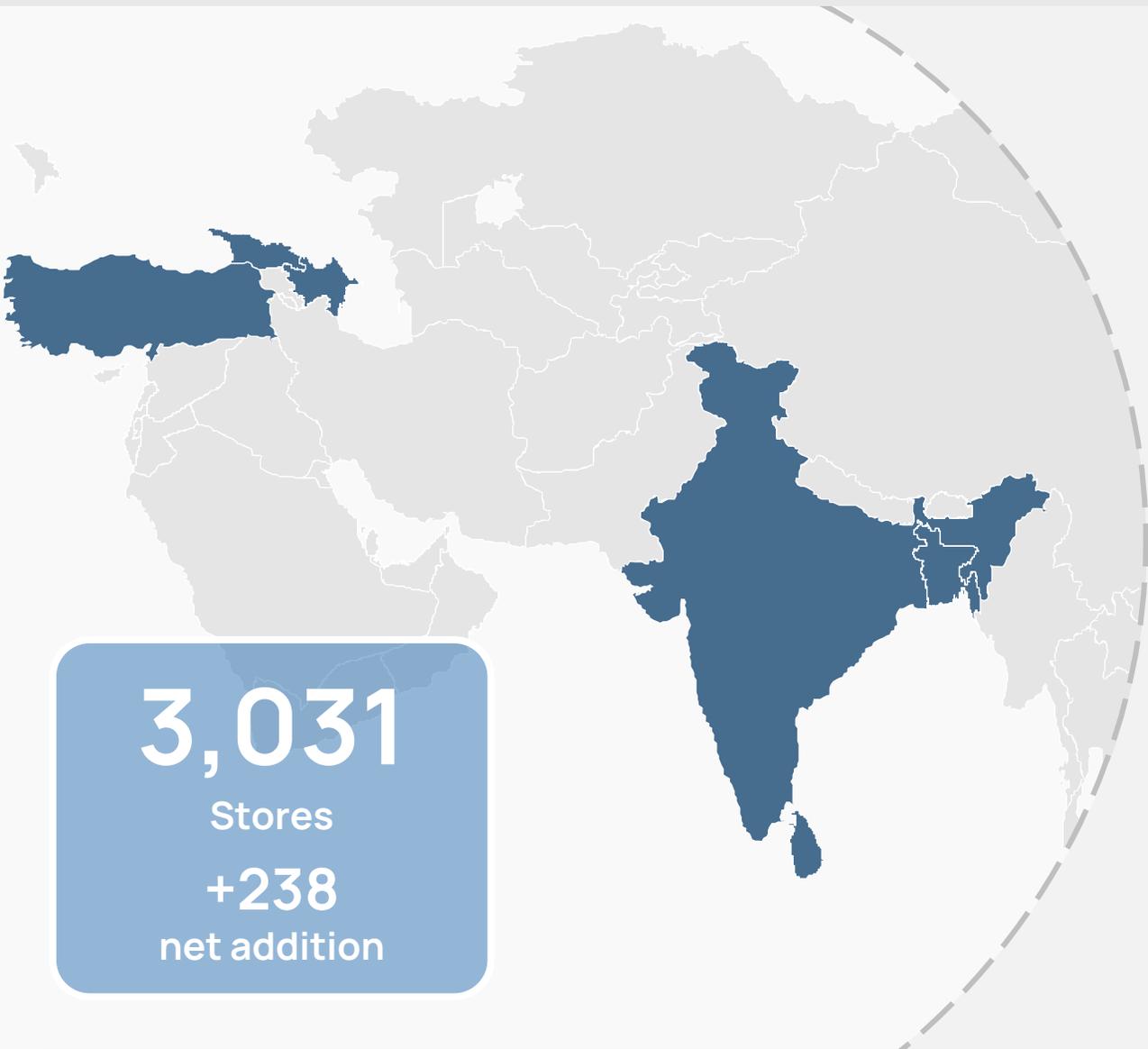




Domino's



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



Under-penetrated, high-potential markets



Self-delivery and Own-app Infrastructure



Culture of Hustle
(Highest throughput per store)



Growth investments ahead of the curve



Full Territorial Rights



Strong Value Equation through unique Commissary model



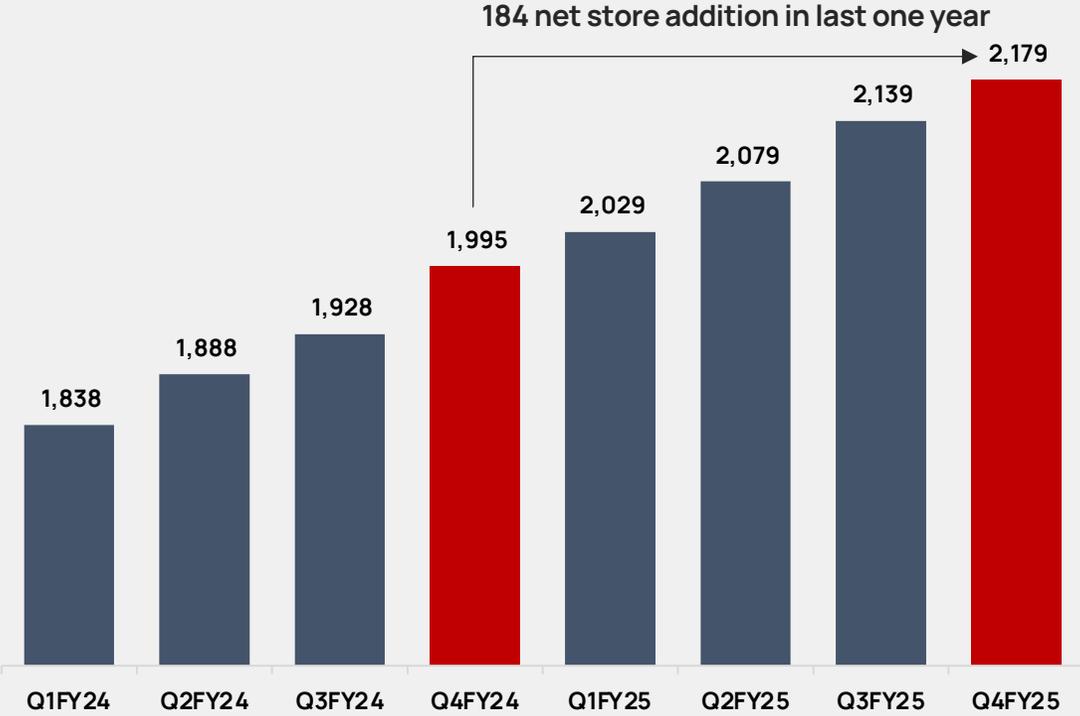
Maniacal focus on Operational Execution



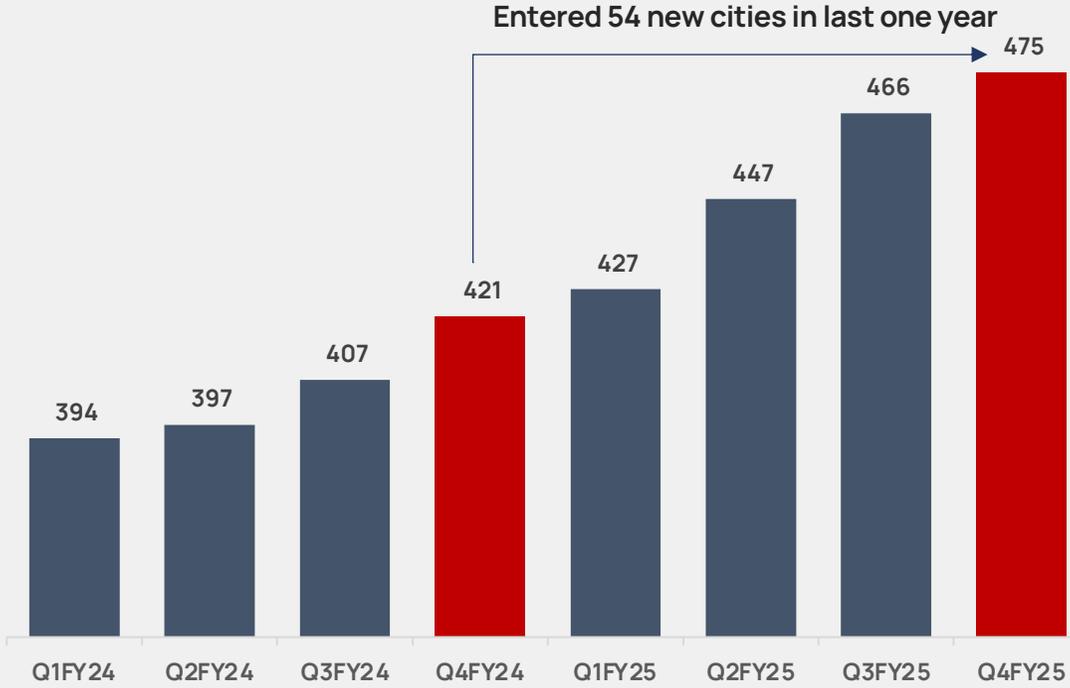
Local Know-how developed over decades



Store Count



City Coverage

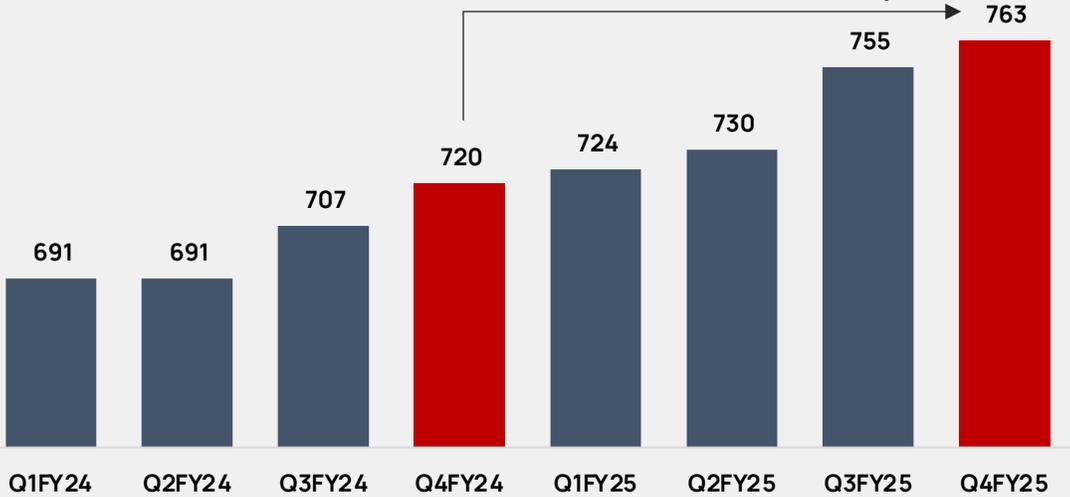


Turkey Azerbaijan and Georgia



Store Count

43 net store addition in last one year



Franchise %

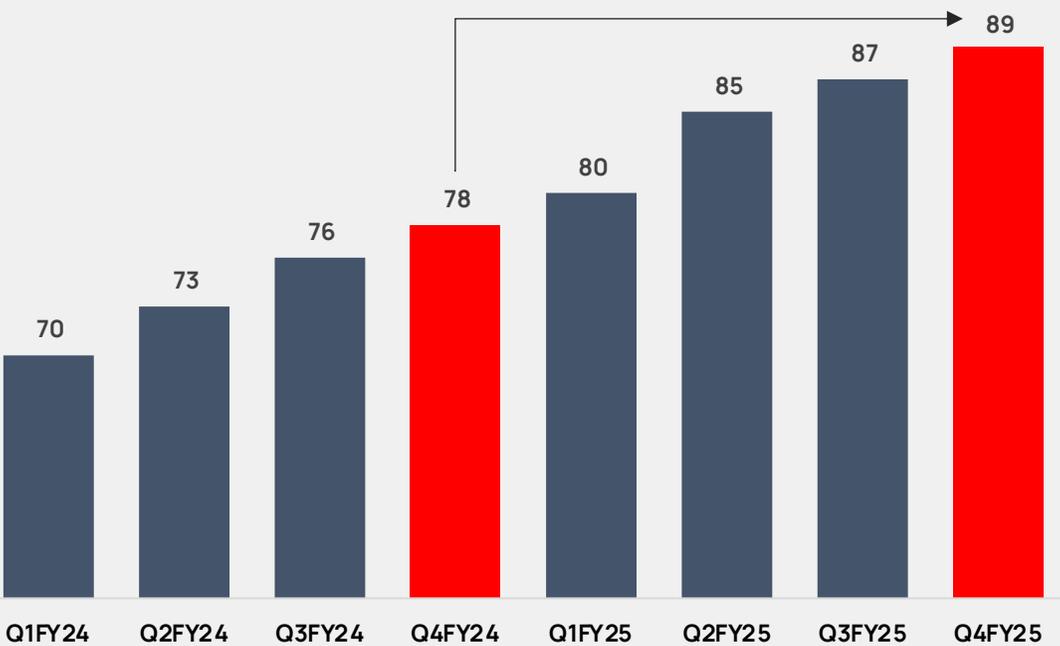


Sri Lanka and Bangladesh



Store Count

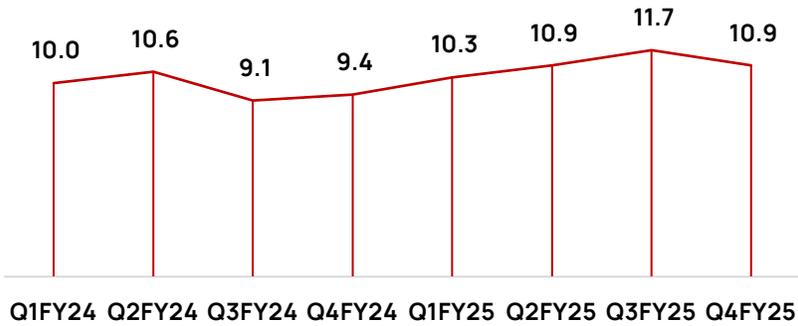
11 net store addition in last one year





App Installs

(million)

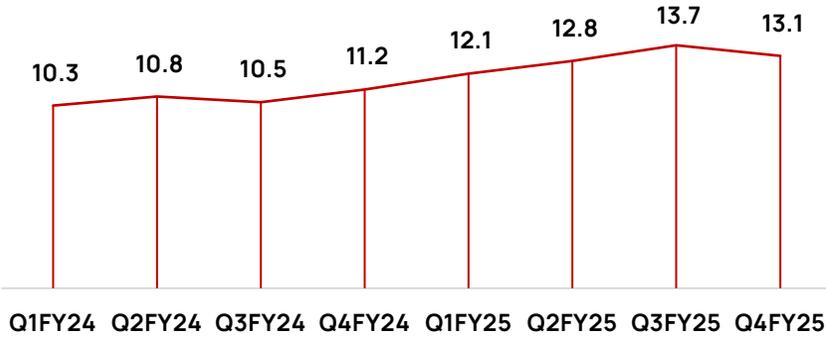


(million)

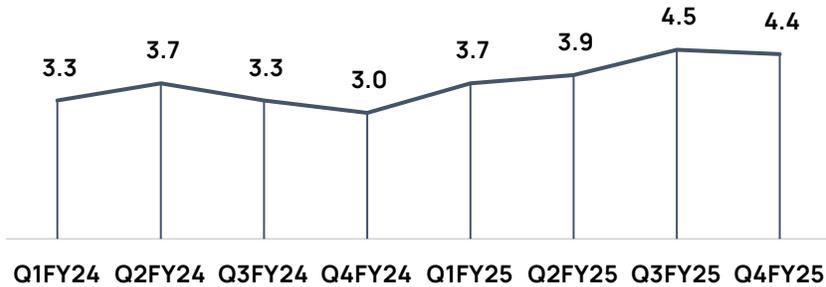


Monthly Active Users

(million)

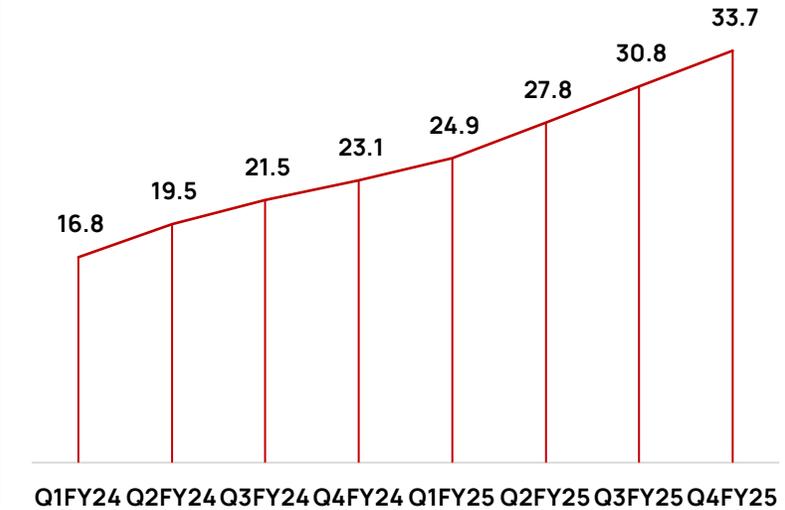


(million)



Domino's India Loyalty Membership (cumulative)

(million)



b

Popeyes

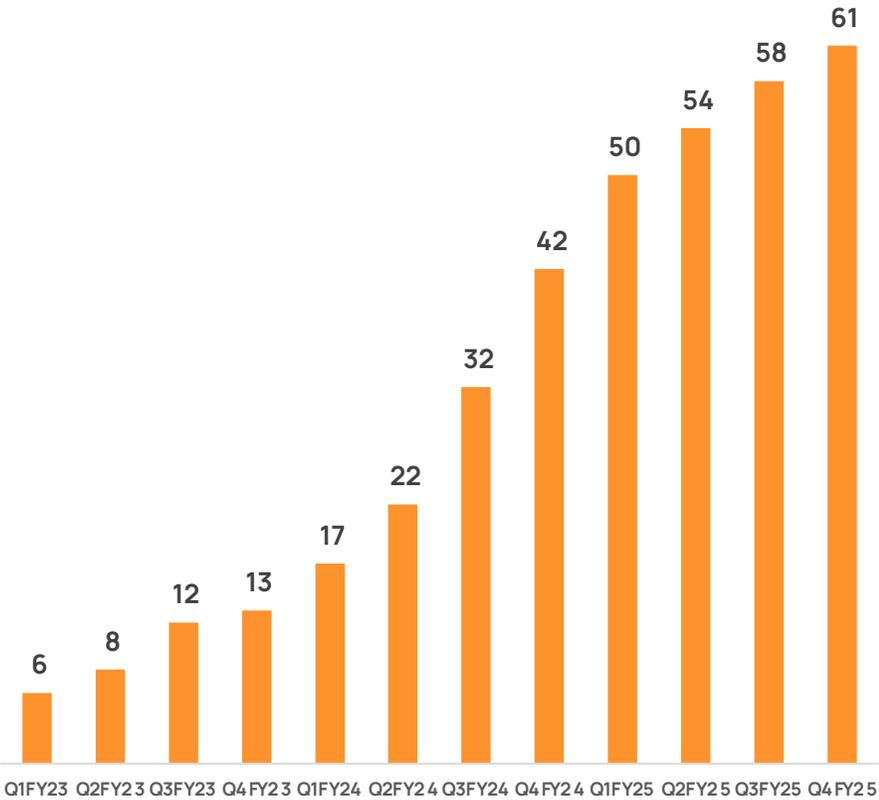
POPEYES
FAMOUS LOUISIANA CHICKEN

It's all love...
until there's one piece left.



*T&C apply. Creative visualization. Actual product and quantity may vary.

Popeyes' 61 restaurants now serving consumers across 23 cities in India



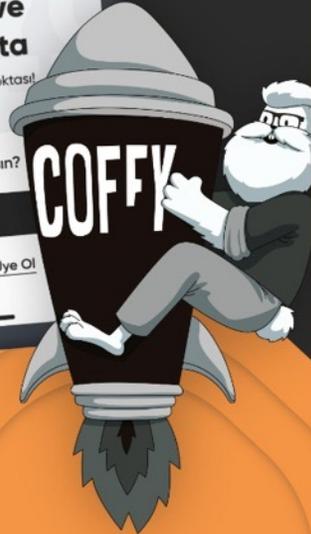


COFFY

COFFY

Tek Fiyatlı Kahve Noktası

Kaliteli Kahveyi Uygun Fiyata İç!



BEKLEMEDEN GEL AL

-1-
COFFY APP
İNDİR

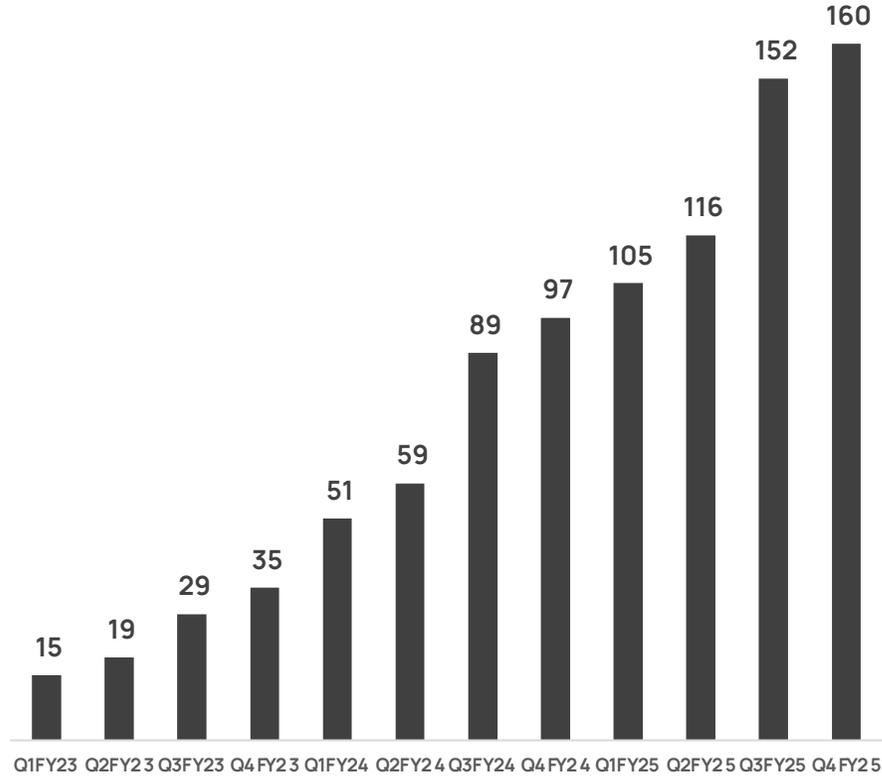
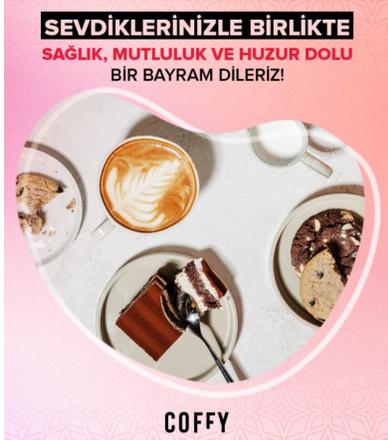


-2-
SİPARİŞİNİ
OLUŞTUR

-3-
TIKLA
KAHVEN HAZIR

Siparişimi Hazırla







Statement of Profit and Loss

POPEYES
Flavors
at your fingertips



Quarterly Statement of Profit and Loss

Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
Q4 FY25	Q4 FY24	Growth %		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%		<i>Margins</i>	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%		<i>Margins</i>	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%		<i>Margins</i>	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%		<i>Margins</i>	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%		<i>Margins</i>	3.1%	2.8%	
501	2,089	-76.0%	PAT	495	256	93.0%
2.4%	13.3%		<i>Margins</i>	3.1%	1.9%	



Note: 1. DP Eurasia line by line consolidation is w.e.f. 1st February, 2024 and hence figures aren't strictly comparable for consolidated financials
*before exceptional item



Full Year Statement of Profit and Loss

Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
FY25	FY24	Growth %		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%
<i>72.1%</i>	<i>76.3%</i>		<i>Margins</i>	<i>75.4%</i>	<i>76.4%</i>	
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%
<i>19.3%</i>	<i>20.2%</i>		<i>Margins</i>	<i>19.3%</i>	<i>20.5%</i>	
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%
<i>3.8%</i>	<i>8.6%</i>		<i>Margins</i>	<i>4.3%</i>	<i>6.0%</i>	
774	850	-8.9%	Tax	658	844	-22.1%
2,330	2,306	1.0%	PAT bei*	2,154	2,459	-12.4%
<i>2.9%</i>	<i>4.1%</i>		<i>Margins</i>	<i>3.6%</i>	<i>4.6%</i>	
2,321	4,008	-42.1%	PAT	1,941	2,339	-17.0%
<i>2.9%</i>	<i>7.1%</i>		<i>Margins</i>	<i>3.2%</i>	<i>4.4%</i>	



Note: 1. DP Eurasia line by line consolidation is w.e.f. 1st February, 2024 and hence figures aren't strictly comparable for consolidated financials
*before exceptional item





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
	250	30
	-	50
	30	-

Responsible Sourcing



Empowering dairy farmers with expert guidance



Localized Corn sourcing



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



No Antibiotics Ever milestone

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



Eliminated **single use** plastic



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



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:

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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

