



## Earnings Presentation

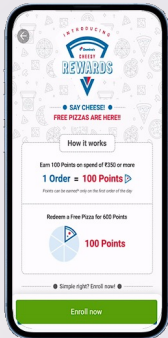
Q4 and FY'25



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

BE THE  
**BOLD**

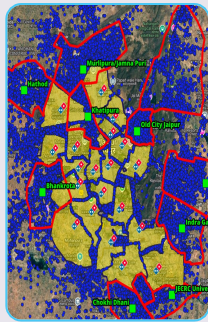
Breakthrough Technology



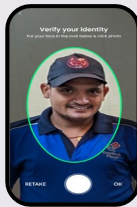
Loyalty Program



Immersive & Friction-free App



Location AI



Restaurant Co-pilot



~2/3<sup>rd</sup>  
Deliveries  
under 20 min



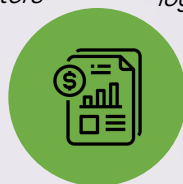
19  
Foodparks and  
Distribution centers



230  
Multi-temperature  
logistics fleet



~30k  
Bikes



~99.6%  
Fill-rate

Operate with Excellence

Our Purpose:  
**We Serve Joy** 😊

Lead with Purpose



Drive Growth



Be CUSTOMER-FIRST



Find BETTER WAYS



HUSTLE Mindfully



Lead with CARE



**POPEYES**



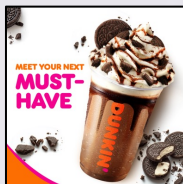
**HONG'S KITCHEN**  
Hearty! Tasty! Chinese!



**Domino's**



**COFFY**



**DUNKIN'**

Delicious Food



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

Georgia

Domino's 7

India

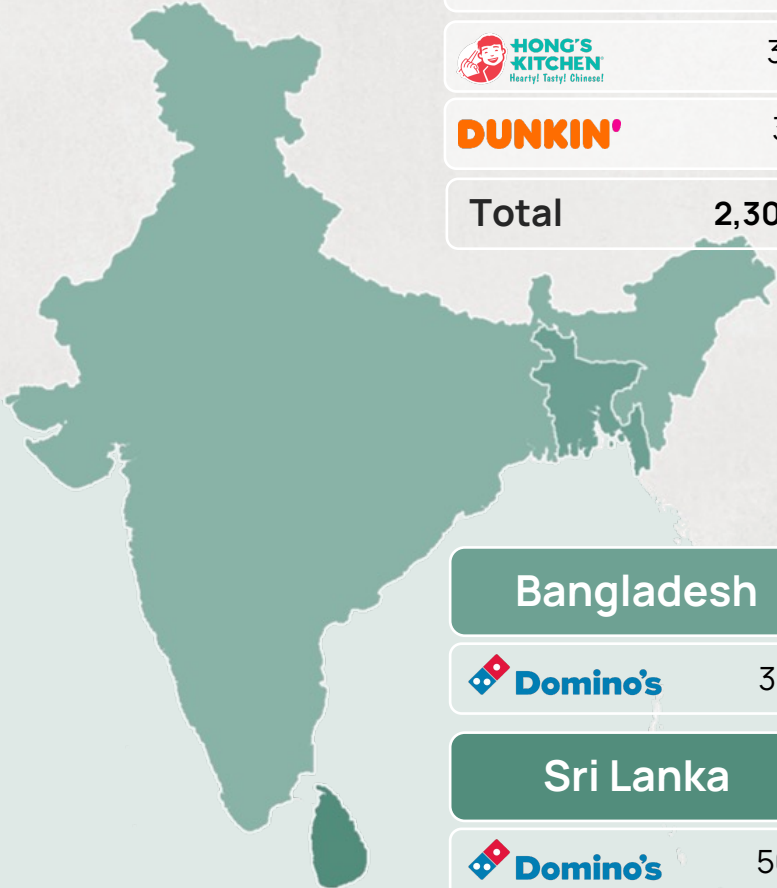
Domino's 2,179

POPEYES 61

HONG'S KITCHEN 33

DUNKIN' 31

Total 2,304



Bangladesh

Domino's 39

Sri Lanka

Domino's 50

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
238	19	0	5	63	325
50	3	-3	-2	8	56

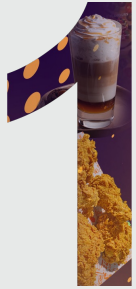
Net Additions (Geography-wise)

India	Turkey	Bangladesh	Sri Lanka	Georgia	Azerbaijan
208	106	11	-	-	-
38	16	2	-	-	-



Note: The Store network is as on 31<sup>st</sup> March, 2025; Map is not drawn to scale and is for illustration purpose only





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**Key  
Highlights**

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**Financial and  
Network  
Highlights**

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**Market-wise  
Highlights**

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**Brand-wise  
Highlights**

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**Statement of  
Profit and Loss**

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**Business Outlook &  
Network Guidance**

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## Big Big Highlights



Domino's

Domino's

**Big Big**  
**6 in 1 Pizza**

Domino's

Domino's

**6 Flavours**

- Margherita
- Corn & Cheese
- Veggie Paradise
- Peppy Paneer
- Farm House
- Mexican Green Wave

**24 Slices**

Images are shown for illustration purpose only.

# 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)



Network	3,316 stores	YoY Change +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



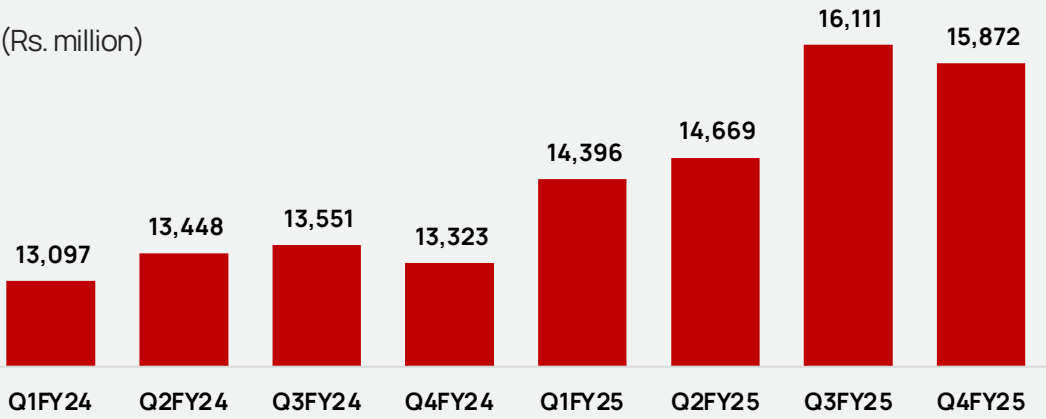
## Financial and Network Highlights





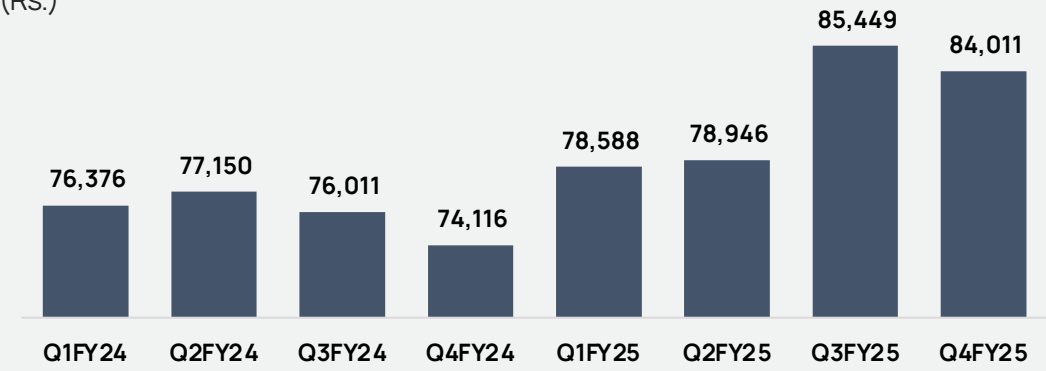
Revenue

(Rs. million)



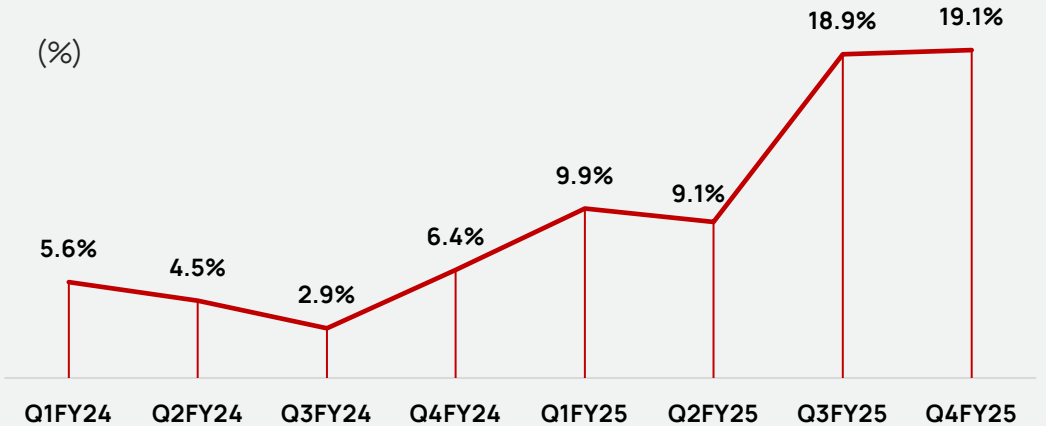
Domino's Mature Store ADS

(Rs.)



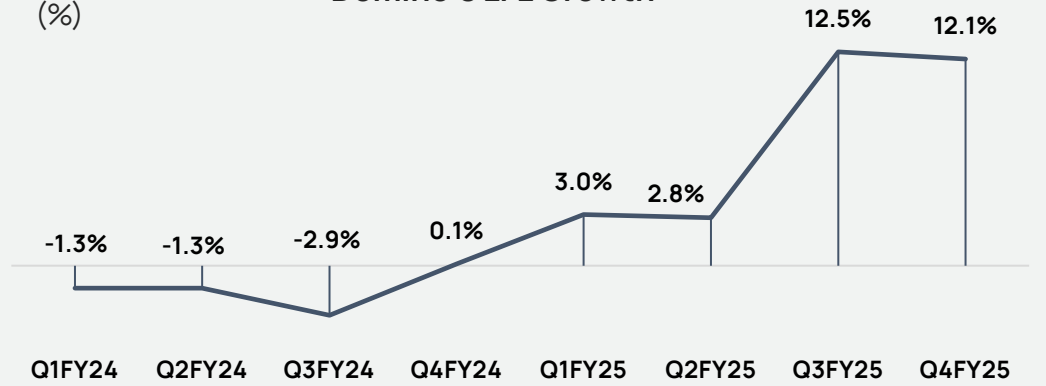
Revenue Growth

(%)

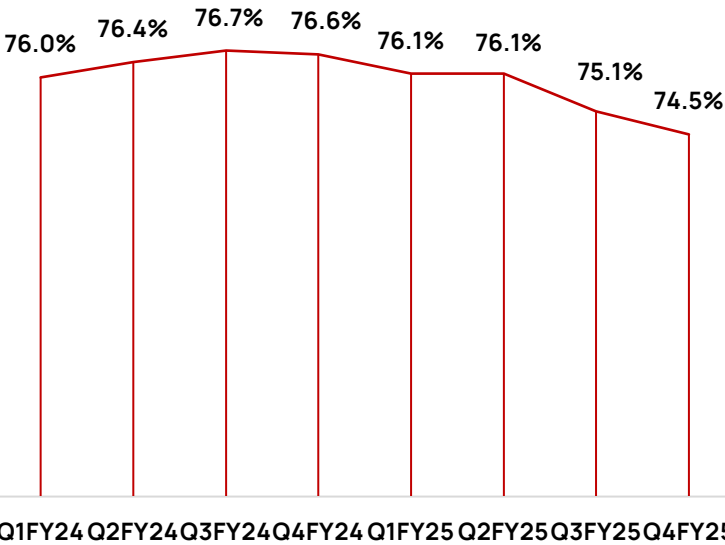


Domino's LFL Growth

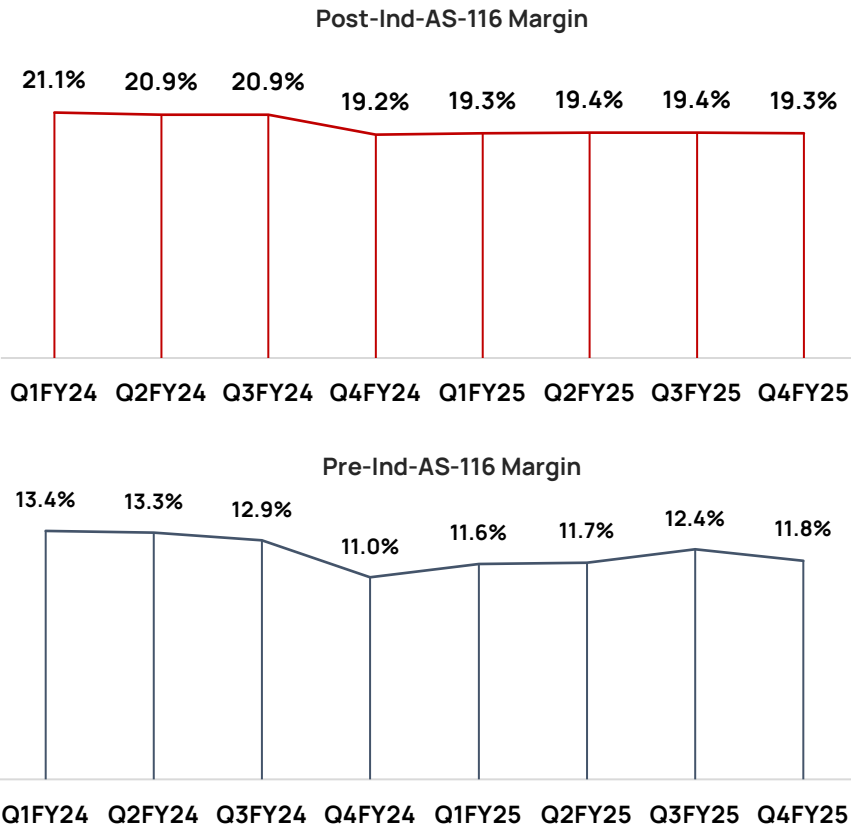
(%)



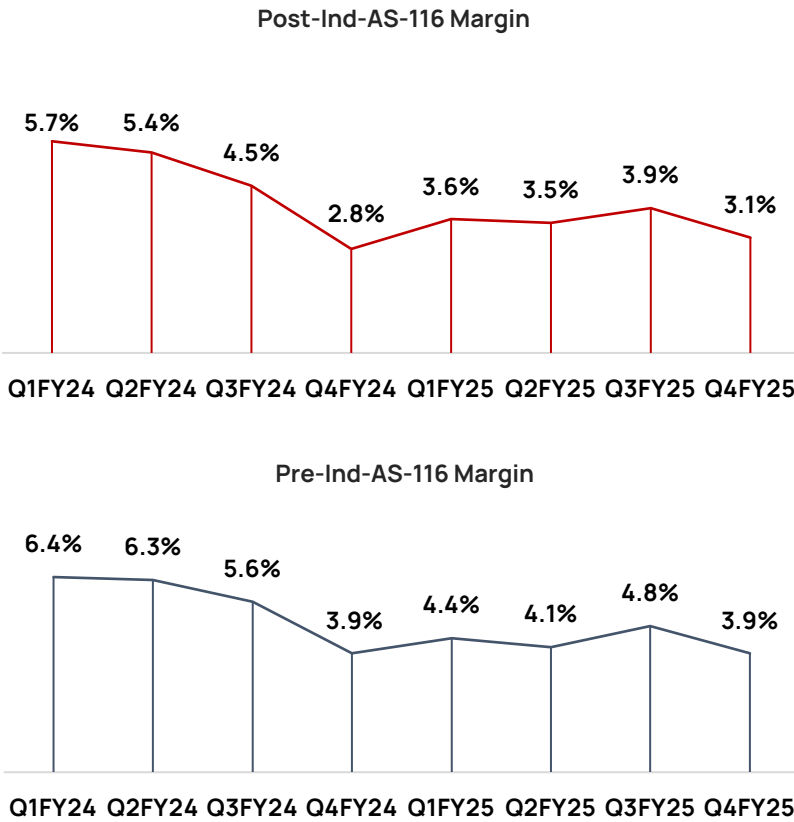
Gross Margin



EBITDA Margin



PAT\* Margin



# 3

## Market-wise Highlights







Revenue and Store Growth

Revenue: Rs. 15,872 mn(+19.1% yoy)  
+56 gross new stores added qoq

- ❖ 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

Profit and Margin

EBITDA: 3,056 mn(+19.7% yoy); 19.3% Margin  
PAT bei\*: 495 mn(+31.5% yoy); 3.1% Margin

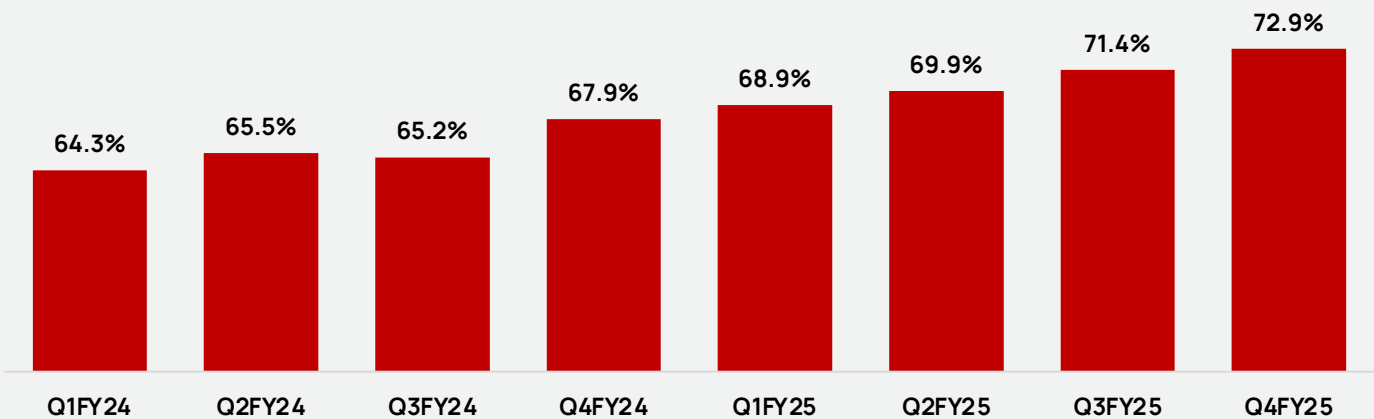
- ❖ While Gross Margin came in at 74.5%(-210 bps yoy); EBITDA(Pre-Ind-AS-116) Margin at 11.8% was up by 83 bps yoy
- ❖ Enhanced value offerings for consumer resulting in strong order growth and share gains
- ❖ Business is coming-off a high commissary CAPEX cycle; Future CAPEX to be largely store and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

Key Highlights (Domino’s)

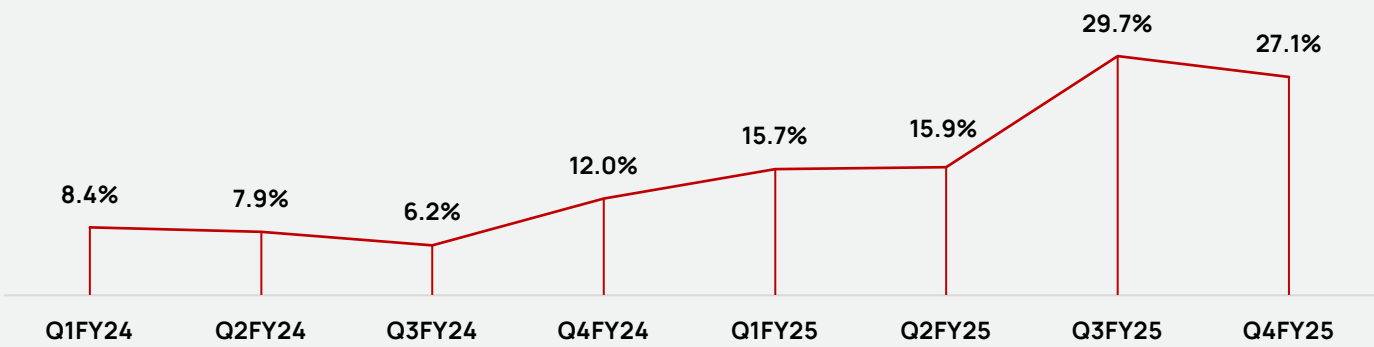
Launched a new Food Innovation: Big Big Pizza; and Tech-innovation - ELATE PoS

- ❖ 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

## 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

Launched new Big Big Pizza - one pizza, 6 mouth-watering flavors!





# Big Big 6<sup>in</sup>1 Pizza

OFFER PRICE

VEG

~~₹1394~~

₹799\*

OFFER PRICE

NON-VEG

~~₹1894~~

₹899\*

FREE DELIVERY

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



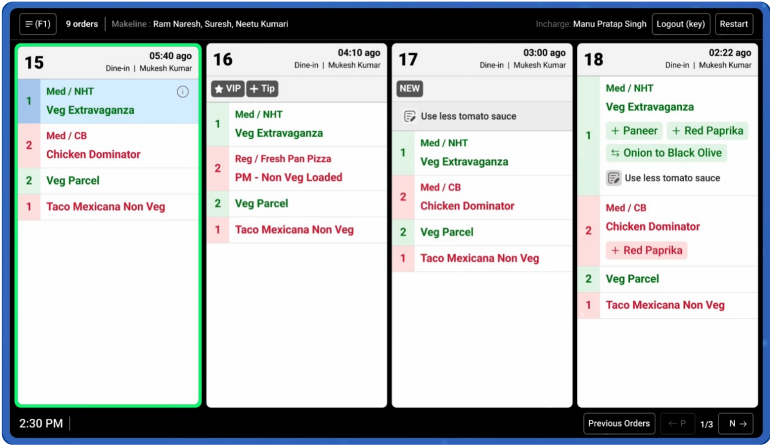




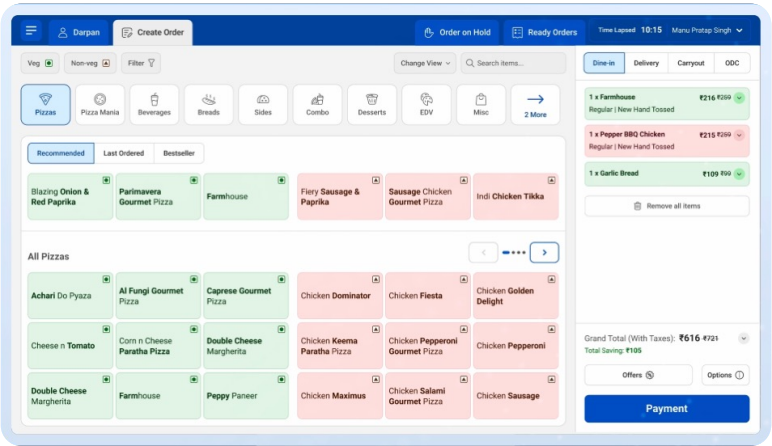
Order Status Display



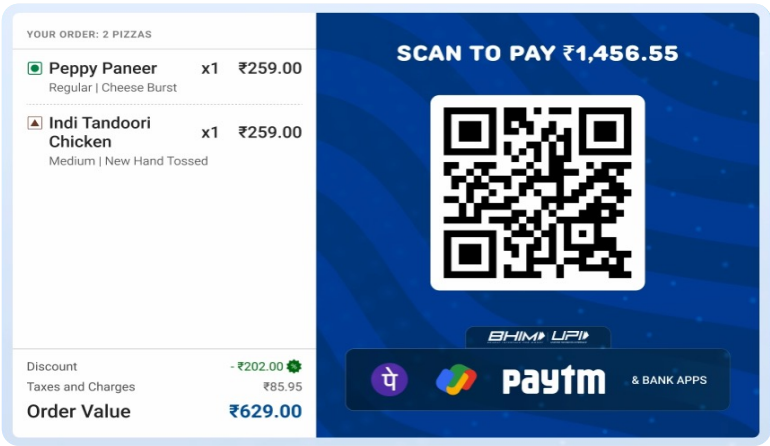
Kitchen Display System



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

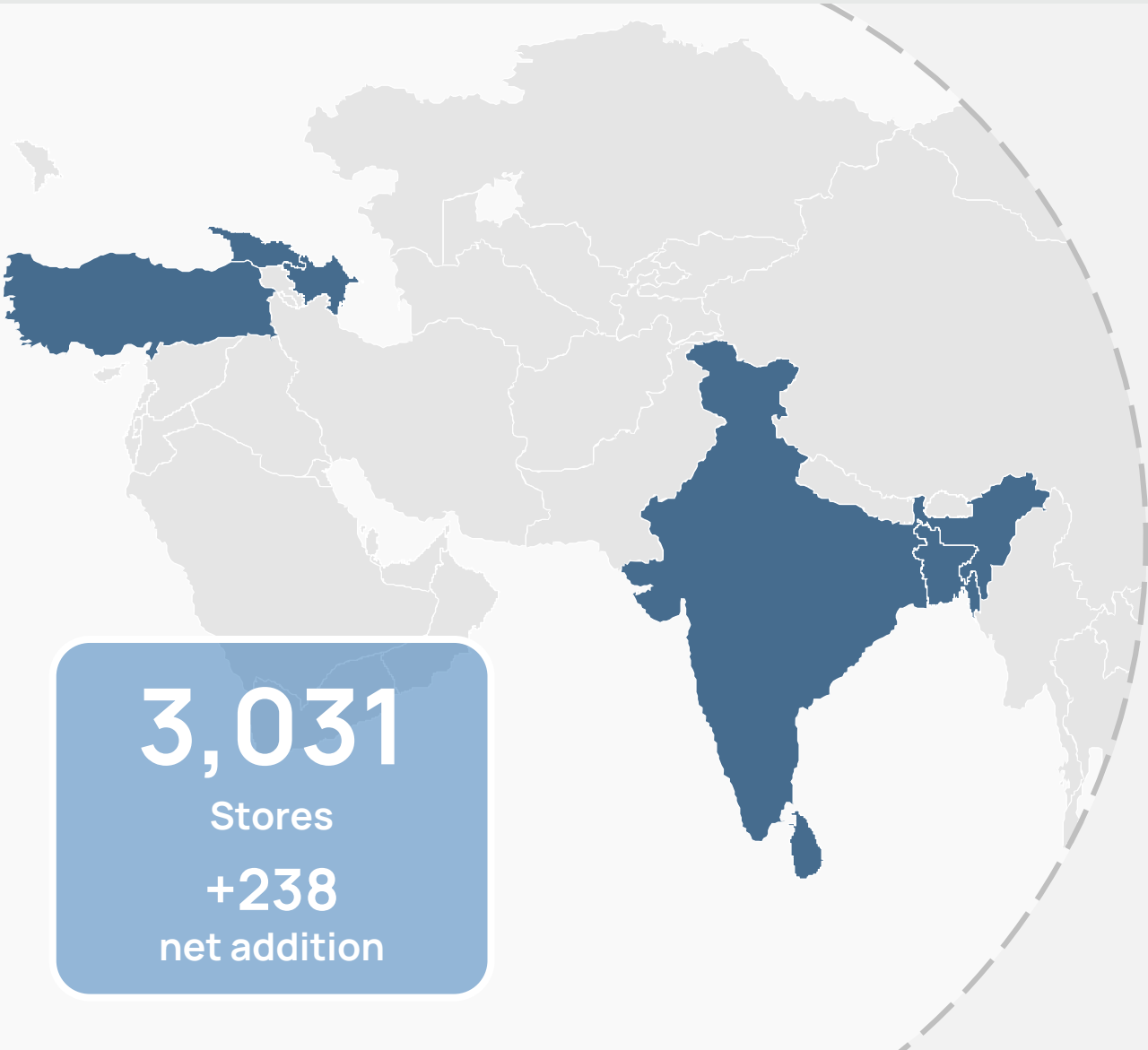
Other Emerging Brands







# Domino's : 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



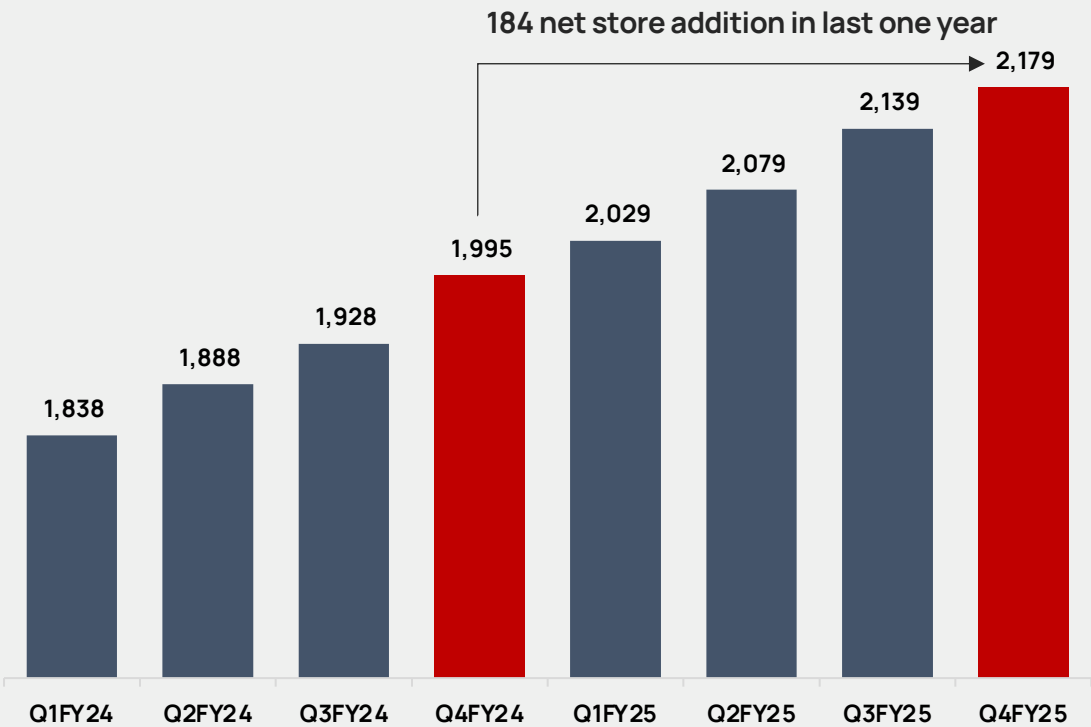
Maniacal focus on Operational Execution



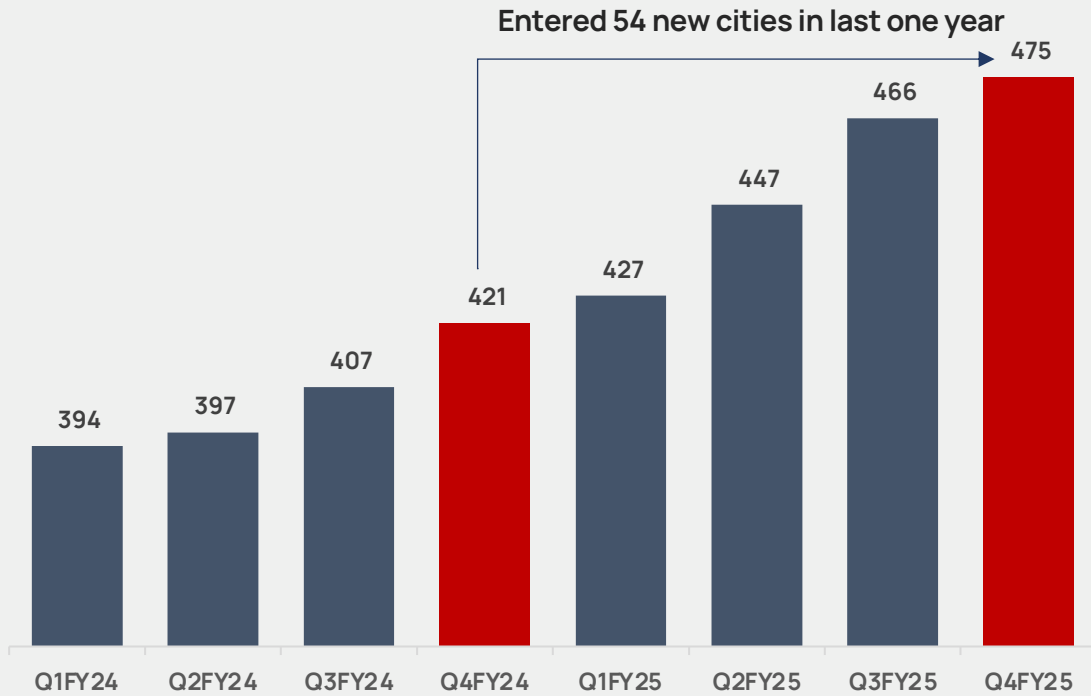
Local Know-how developed over decades



Store Count



City Coverage



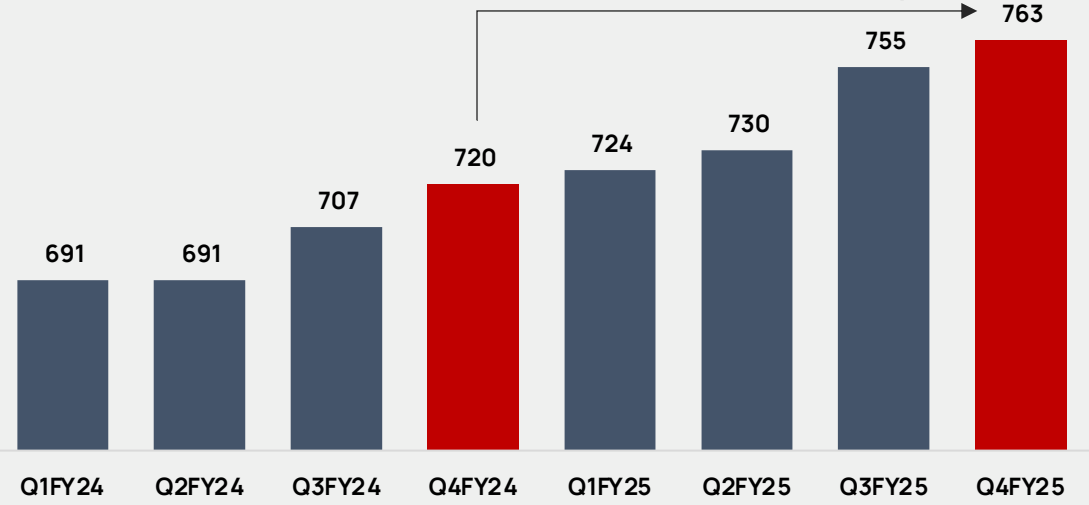


Turkey Azerbaijan and Georgia

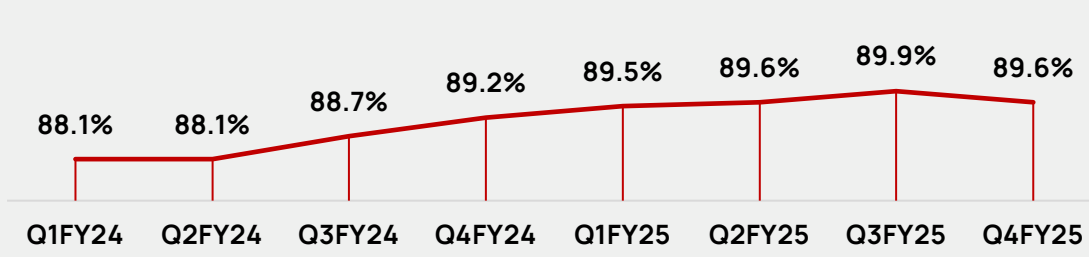


Store Count

43 net store addition in last one year



Franchise %

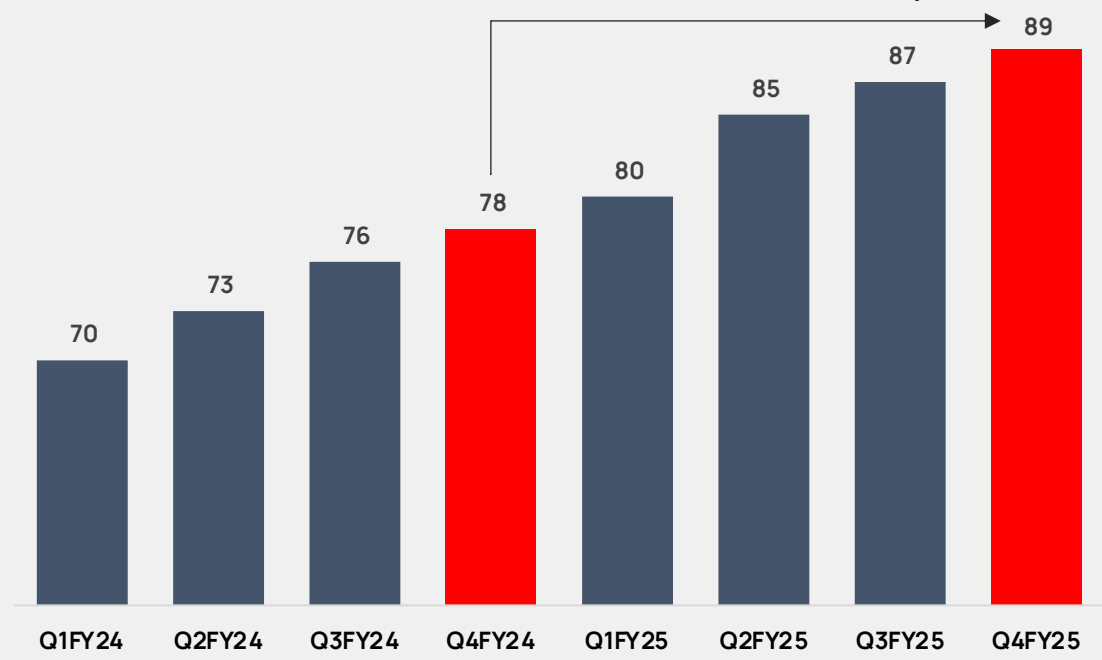


Sri Lanka and Bangladesh



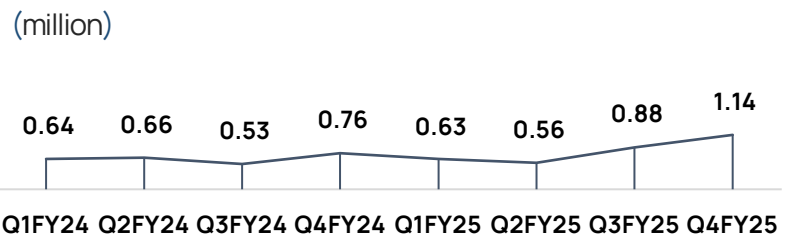
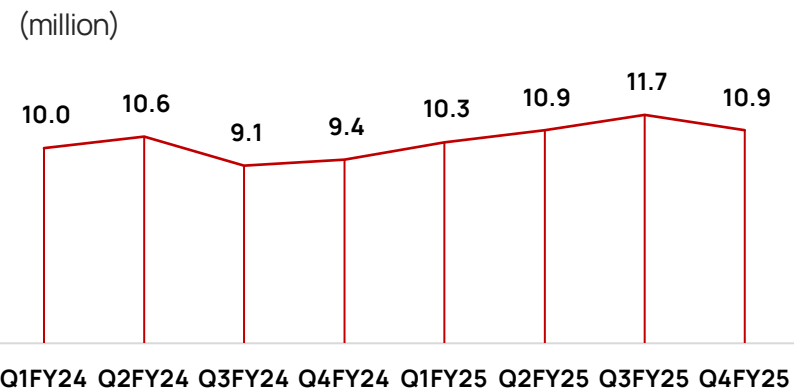
Store Count

11 net store addition in last one year

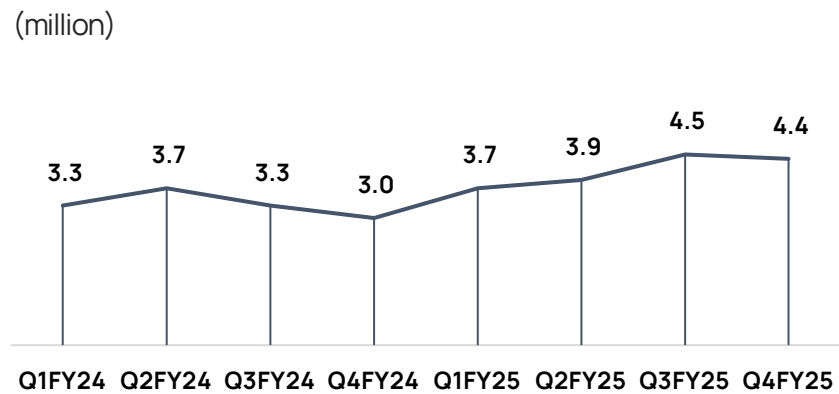
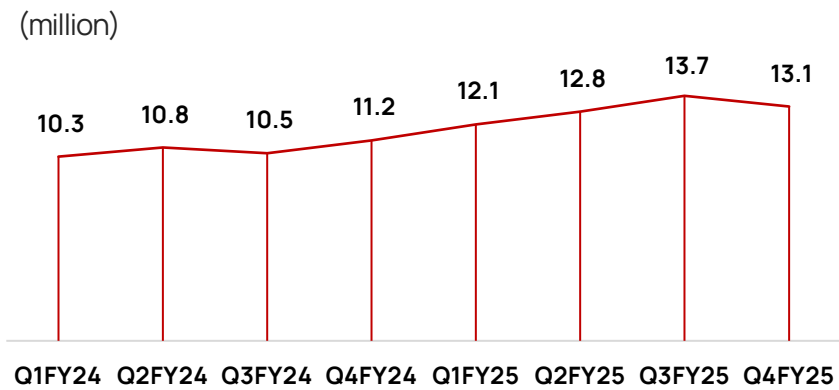




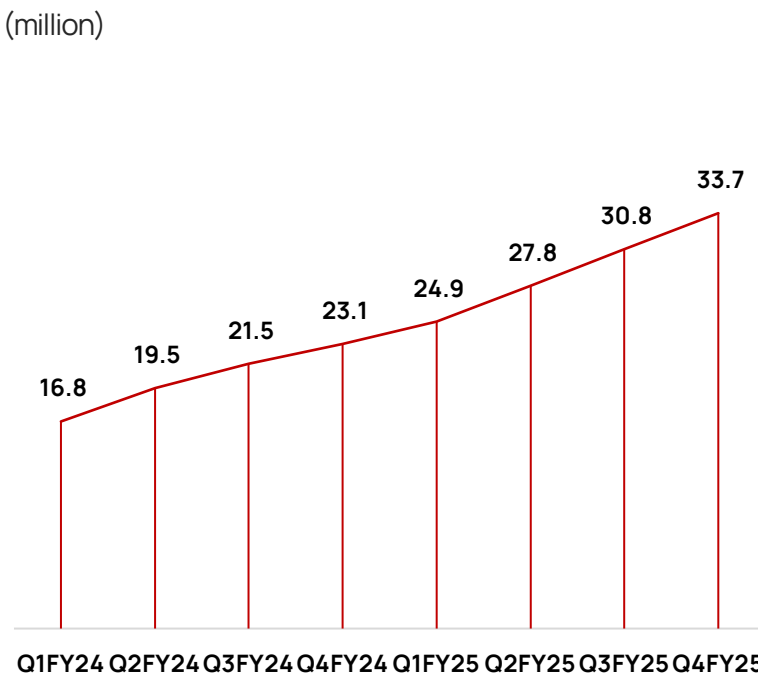
App Installs



Monthly Active Users



Domino's India Loyalty Membership (cumulative)



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



**POPEYES**  
FAMOUS LOUISIANA CHICKEN

Get match-ready with  
*bold flavors!*



**Cheesy Cajun Burger**

Because everything's  
better with extra *cheese*.



**Classic Veg Wrap**

Which  
*flavor's*  
gonna win?

Whistle Podu  
for Smoky Pepper

Capital Crunch  
for Signature Chicken



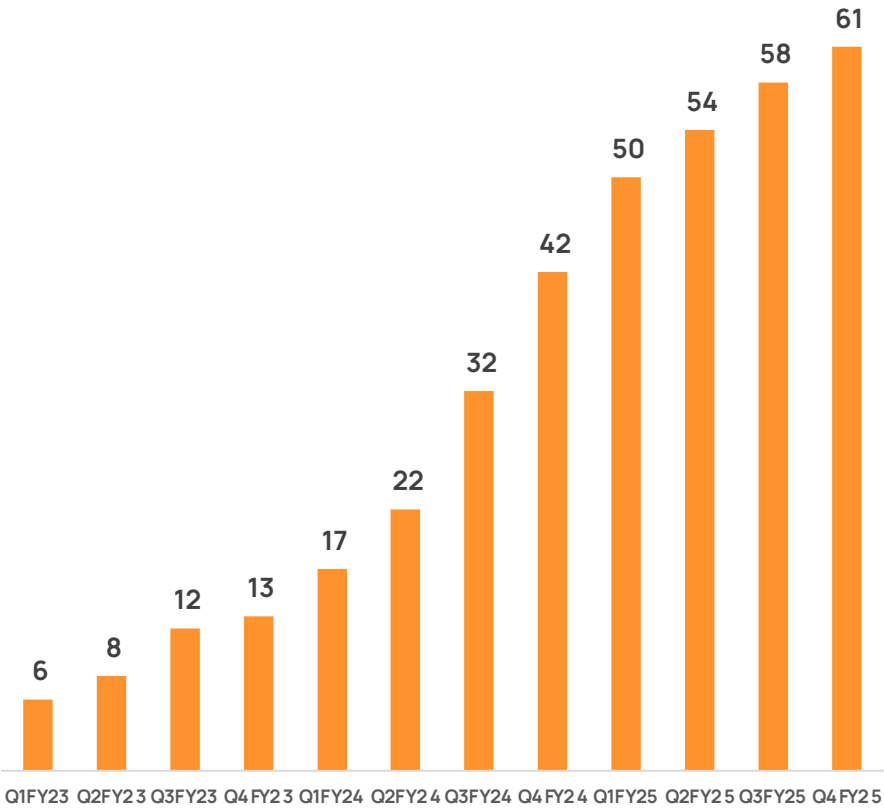
Twice the crunch,  
double the *fun!*



**Cajun Double Crunch**

Sweet  
*Chilli*







COFFY

COFFY

Tek Fiyatlı Kahve Noktası

Kaliteli Kahveyi Uygun Fiyata İç!



**BEKLEMEDEN GEL AL**

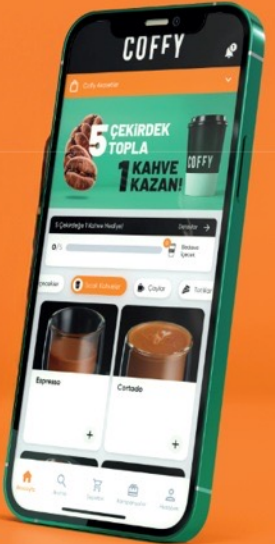
-1-  
COFFY APP  
İNDİR



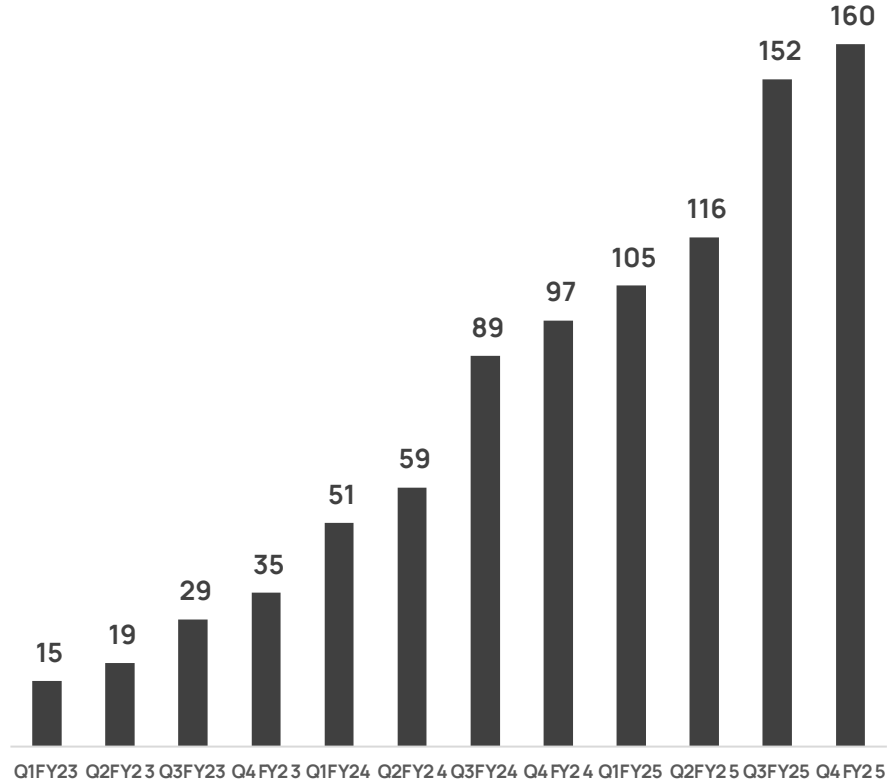
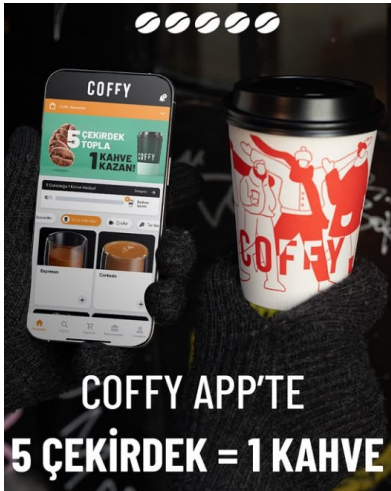
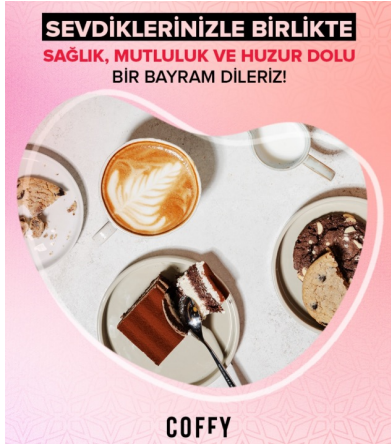
-2-  
SİPARİŞİNİ  
OLUŞTUR

-3-  
TIKLA  
KAHVEN HAZIR

Siparişimi Hazırla





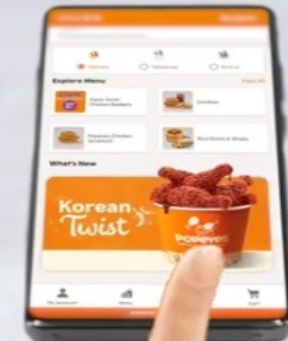






## Statement of Profit and Loss

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%		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

31

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%
72.1%	76.3%		Margins	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%		Margins	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%		Margins	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%		Margins	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%		Margins	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
	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**



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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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

