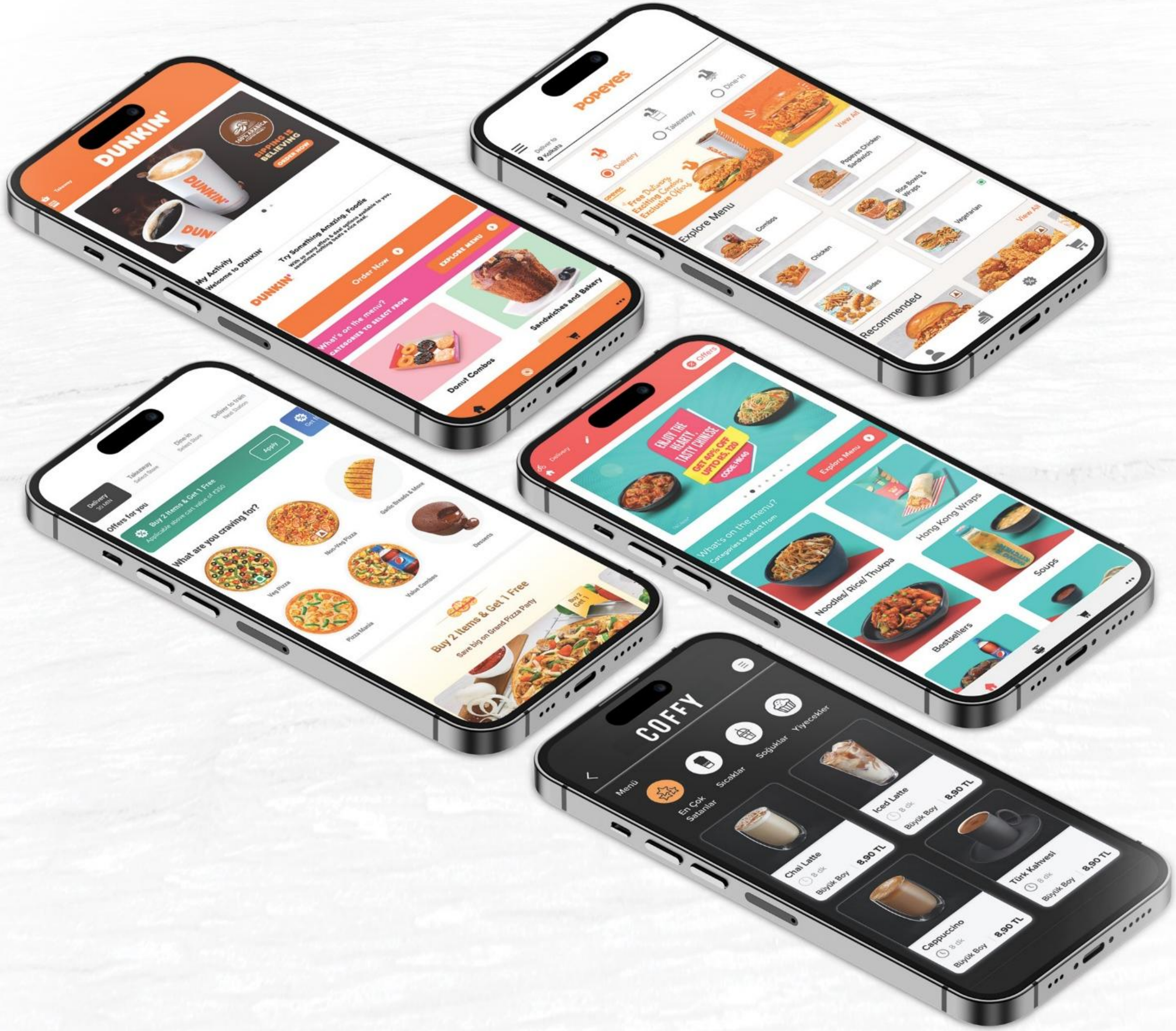
JUBILANT FOODWORKS

Earnings Presentation

Q2FY26

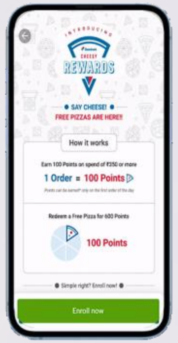


Domino's POPEYES COFFY HONG'S KITCHEN DUNKIN'

Jubilant FoodWorks : A multi-brand food-tech company

BE THE BOLD

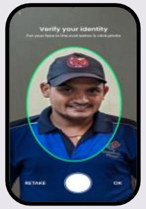
Breakthrough Technology



Loyalty Program

Immersive & Friction-free App

Location AI



Restaurant Co-pilot

Operate with Excellence

4.1/5
CSAT Score*

20
Foodparks and Distribution centers

300+
Multi-temperature logistics fleet

~35k
Bikes

598
Cities covered

Our Purpose:

We Serve Joy ☺

Lead with Purpose

Drive GROWTH

Be CUSTOMER-FIRST

Find BETTER WAYS

HUSTLE Mindfully

Lead with CARE

Delicious Food

Domino's

POPEYES

HONG'S KITCHEN Hearty! Tasty! Chinese!

COFFY

DUNKIN'

JUBILANT FOODWORKS

*Customer satisfaction score consolidated across all channels

Domino's POPEYES COFFY HONG'S KITCHEN DUNKIN'

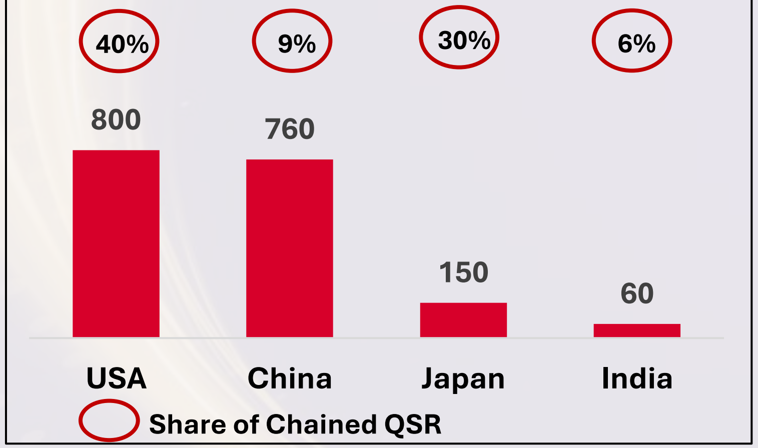
Jubilant FoodWorks : Leading QSR player in emerging high-growth markets

We serve ~25% of the world population

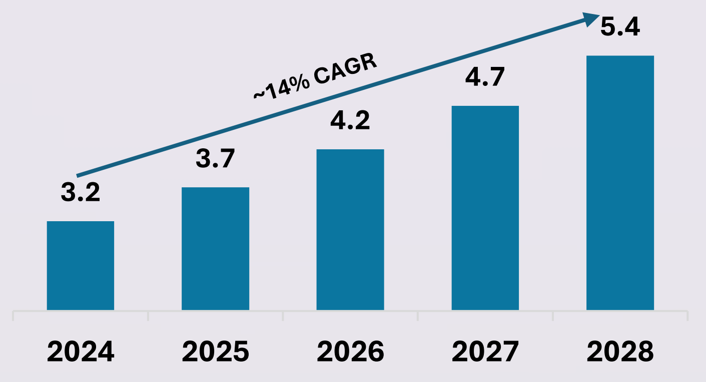
Largest QSR player for 30yrs ; 1.7x the 2nd largest player

- New markets entered during last 15 years
- High-growth markets contributing materially to the top and bottom-line

Global Foodservice Market ($Bn)(1)



India Chained QSR Market ($Bn)(1)



Significant headroom for growth

- Median age of population in the markets JFL operates is under 35[2]
- Strong demand for QSRs within GenZ and Gen Alpha: early adoption locks in lifelong customers
- Rising Middle income class & discretionary spend share of wallet: China discretionary at 70% vs. India at 54%[1]
- Rapid growth in smartphone penetration and adoption of online commerce
- Online commerce is an increasing trend in consumers: China at 67% vs India at 17% of population[1]
- Aspirational consumption seeing significant growth within the expanding middle income class
- Consumers gravitating towards branded/organized chains for trusted quality

(1) Various industry reports

(2) https://worldpopulationreview.com/country-rankings/median-age

Jubilant FoodWorks : 3,480 stores worldwide, 93 stores added during Q2FY26

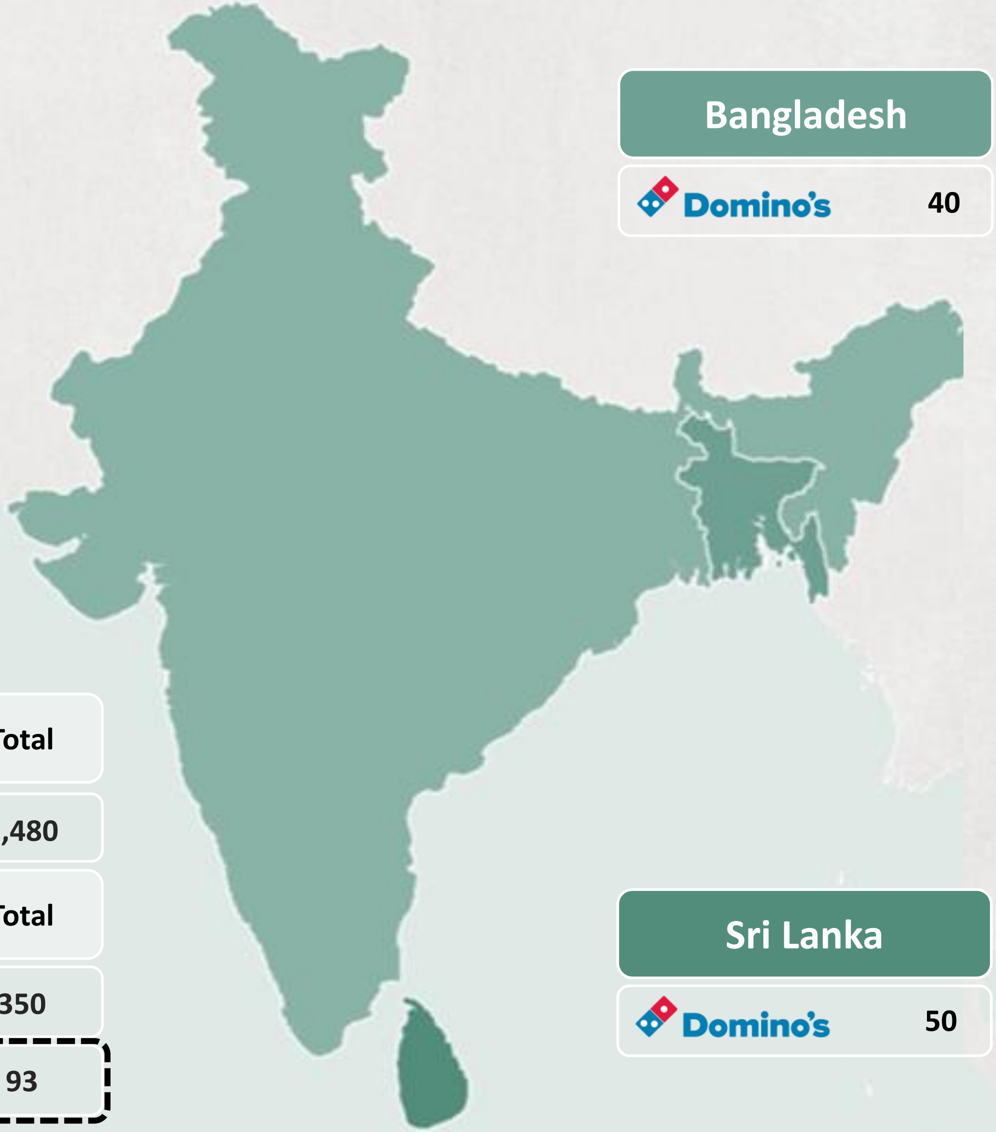
BE THE BOLD

Turkey & Others

Domino's	768
COFFY	172
Total	**940**

India

Domino's	2,321
Popeyes	68
Hong's Kitchen	33
Dunkin'	28
Total	**2,450**



Bangladesh

Domino's	**40**

Sri Lanka

Domino's	**50**

Total Stores	Domino's	Popeyes	Dunkin'	Hong's Kitchen	COFFY	Total
	3,179	68	28	33	172	**3,480**

Net Additions (Brand-wise)	Domino's	Popeyes	Dunkin'	Hong's Kitchen	COFFY	Total
in last 12 months	285	14	-4	-1	56	**350**
in last 3 months	81	8	-1	-	5	**93**

Note: The store network is as on September 30, 2025; map is not drawn to scale and is for illustration purpose only

JUBILANT FOODWORKS

Domino's POPEYES COFFY HONG'S KITCHEN DUNKIN'

Agenda

BE THE BOLD

1. Cheezy Highlights
2. Financial Highlights
3. Market-wise Highlights
4. Brand-wise Highlights
5. Statement of Profit and Loss

JUBILANT FOODWORKS

1

Cheesy Highlights

JUBILANT FOODWORKS

Q2FY26 Consolidated Performance : ~20% topline growth; PAT* Margin expands >100bps

		YoY Change	QoQ Change
Network	3,480 stores	+350	+93
Revenue	Rs. 23,402 mn	+19.7%	+3.5%
EBITDA Margin (Pre-Ind AS 116)	13.9%	-14 bps	+93 bps
Reported EBITDA	Rs. 4,762 mn	+19.5%	+8.7%
EBITDA Margin	20.3%	-4 bps	+98 bps
PAT*	Rs. 1,099 mn	+53.7%	+13.1%
PAT* Margin	4.7%	+104 bps	+40 bps

*PAT from continued operations

Q2FY26 Key Highlights

- ✓ **Group System Sales*** came in at **Rs. 27,465 million**

- ✓ **Group network of 3,480 stores** as of end of the period**,** with **net addition of 93 stores QoQ**; **Domino's** Network is **3,179 stores with net addition of 81 stores QoQ**

- ✓ **Revenue**
  - ➢ ***Consolidated Revenue*** came in at **Rs. 23,402 million (+19.7% YoY)**
  - ➢ ***Standalone Revenue*** came in at **Rs. 16,987 million (+15.8% YoY)**
    - o **Domino's India Revenue up by 15.5% YoY** driven by strong order growth of 14.8% YoY
      - ❑ **LFL growth of 9.1% YoY,** on account of strong Delivery LFL growth of 16.5% YoY
      - ❑ Mature store **ADS came in at Rs. 83,155**

- ✓ **EBITDA**
  - ➢ ***Consolidated EBITDA***
    - o **EBITDA (Pre-Ind AS 116)** came in at Rs. 3,244 million **(+18.5% YoY)** with margin at 13.9% **(-14 bps YoY)**
    - o **EBITDA (Reported)** came in at Rs. 4,762 million **(+19.5% YoY)** with margin at 20.3% **(-4 bps YoY)**
  - ➢ ***Standalone EBITDA***
    - o **EBITDA (Pre-Ind AS 116)** came in at Rs. 2,052 million **(+19.4% YoY)** with margin at 12.1% **(+37 bps YoY)**
    - o **EBITDA (Reported)** came in at Rs. 3,294 million **(+15.9% YoY)** with margin at 19.4% **(+2 bps YoY)**

*Group system sales refer to restaurant sales of corporate as well as franchisee stores across all brands and markets

LFL: Like for Like growth; ADS: Average Daily Sales per store per day for Domino's India

LFL ADS/Mature store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,695 stores)

H1FY26 Consolidated Performance

		YoY Change
Network	3,480 stores	+350
Revenue	Rs. 46,010 mn	+18.3%
EBITDA Margin (Pre-Ind AS 116)	13.4%	-
Reported EBITDA	Rs. 9,142 mn	+17.0%
EBITDA Margin	19.9%	-24 bps
PAT*	Rs. 2,071 mn	+56.5%
PAT* Margin	4.5%	+110 bps

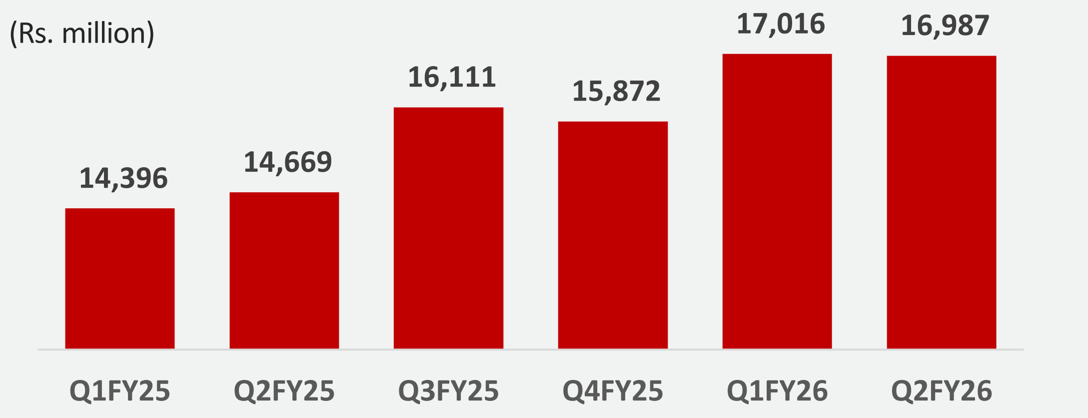
*PAT from continued operations

2

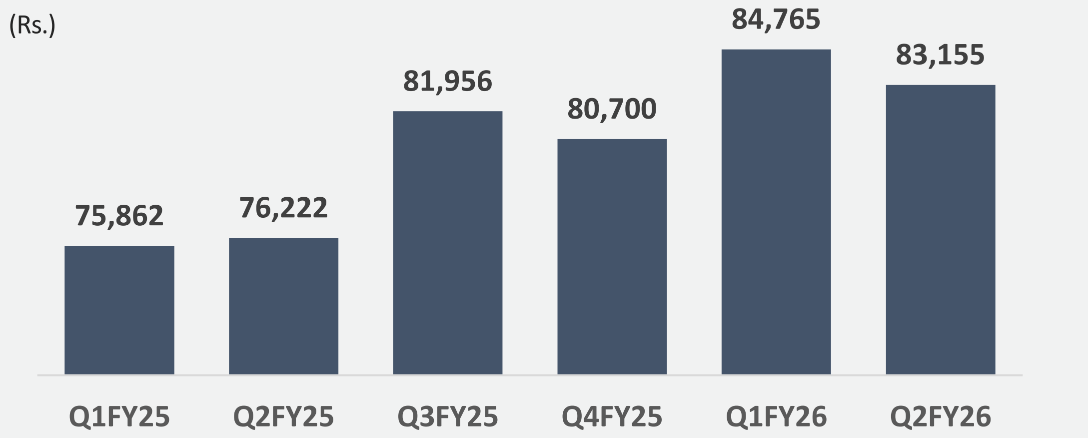
Financial Highlights

Standalone Revenue Metrics and Trends : double digit topline growth continues

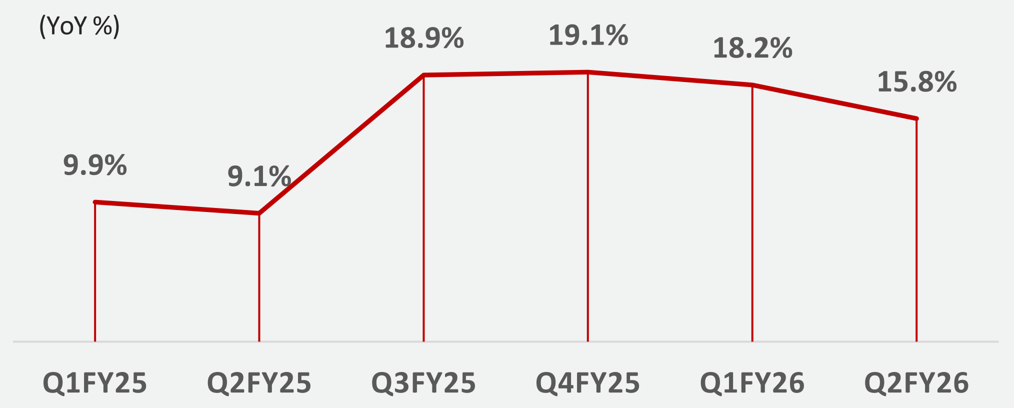
Revenue



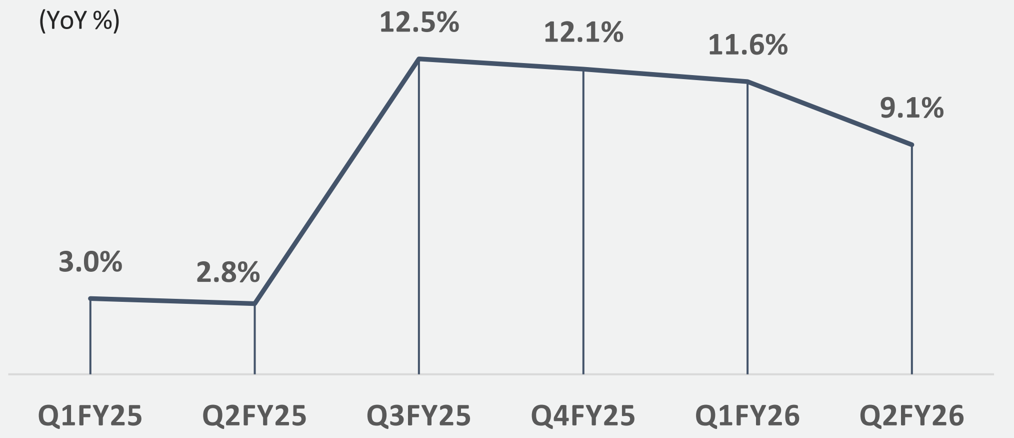
Domino's Mature Store ADS



Revenue Growth



Domino's LFL Growth

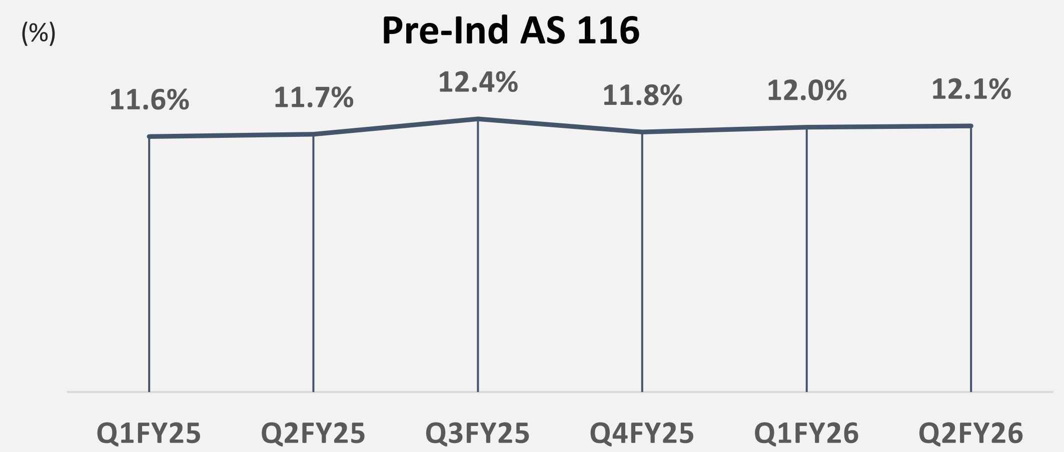


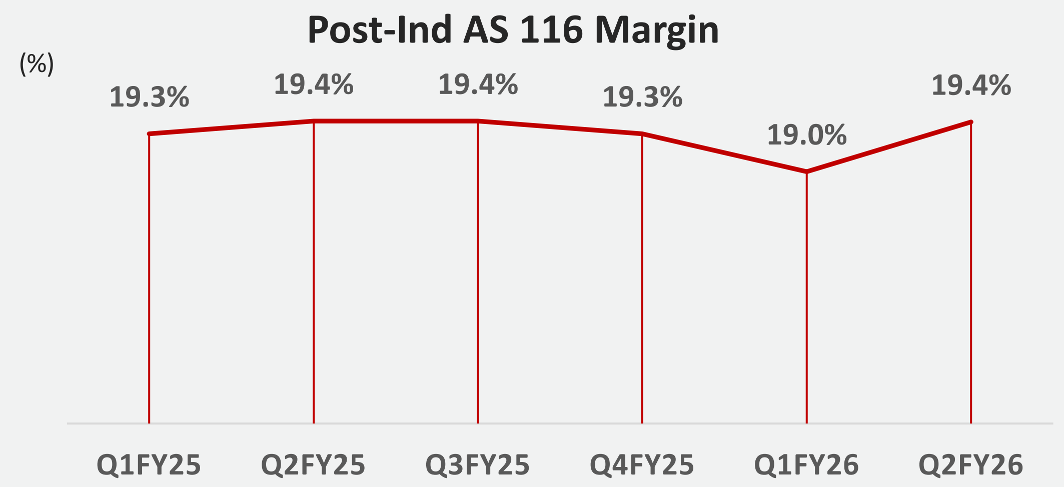
LFL: Defined as YoY growth in revenue for non-split(mature) restaurants opened before previous financial year

LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,695 stores)

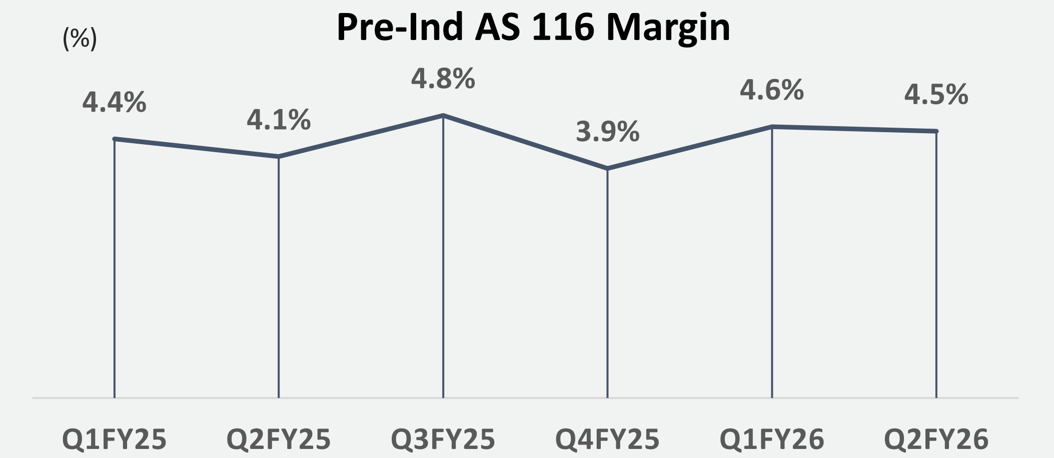
Standalone Profitability Trends : steady EBITDA margins

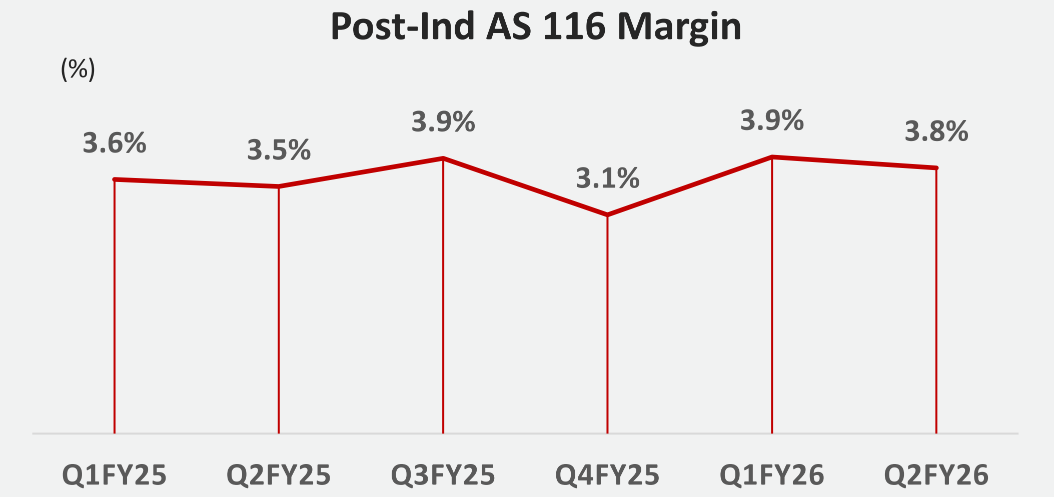
EBITDA Margin





PAT Margin*

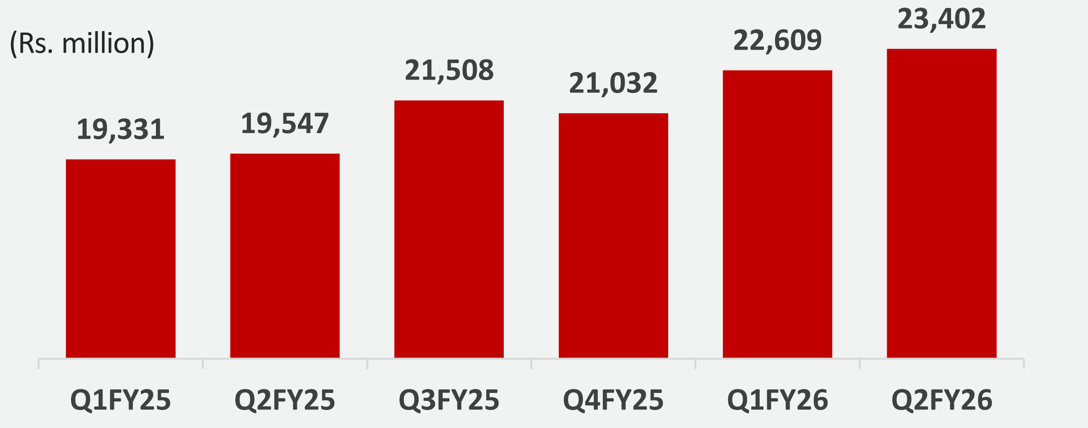




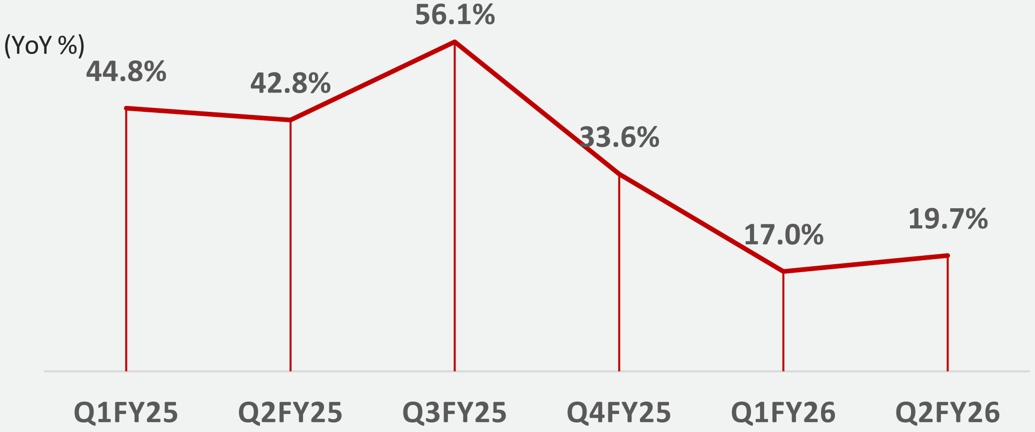
*PAT Margin of continued operations and before exception items

Consolidated Revenue and Profitability Trends

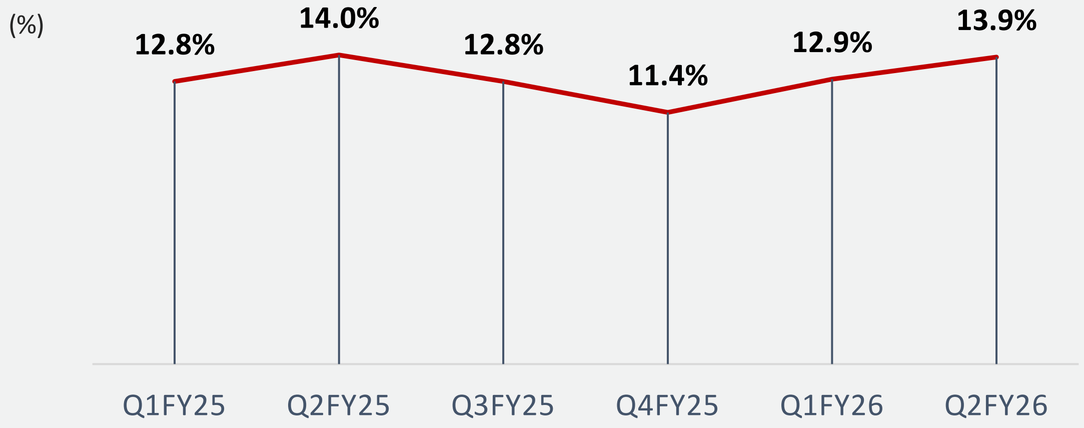
Revenue



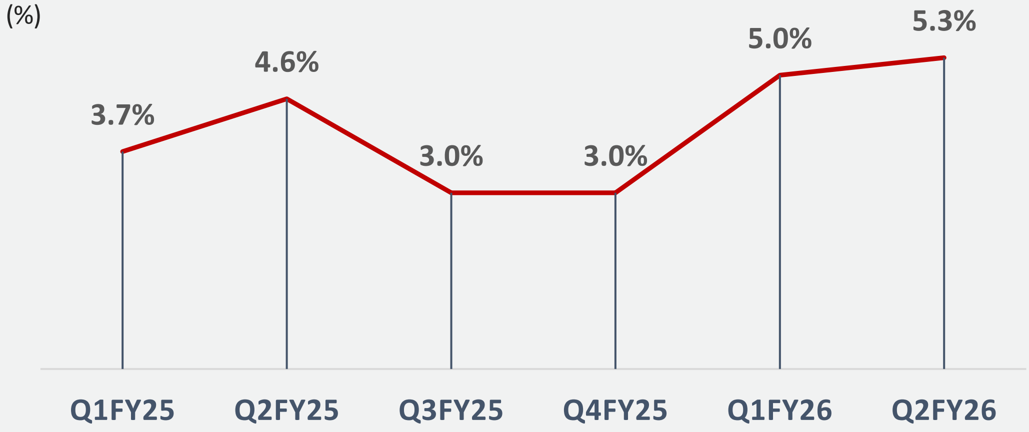
Revenue Growth#



Pre-Ind AS 116 EBITDA Margin



Pre-Ind AS 116 PAT* Margin

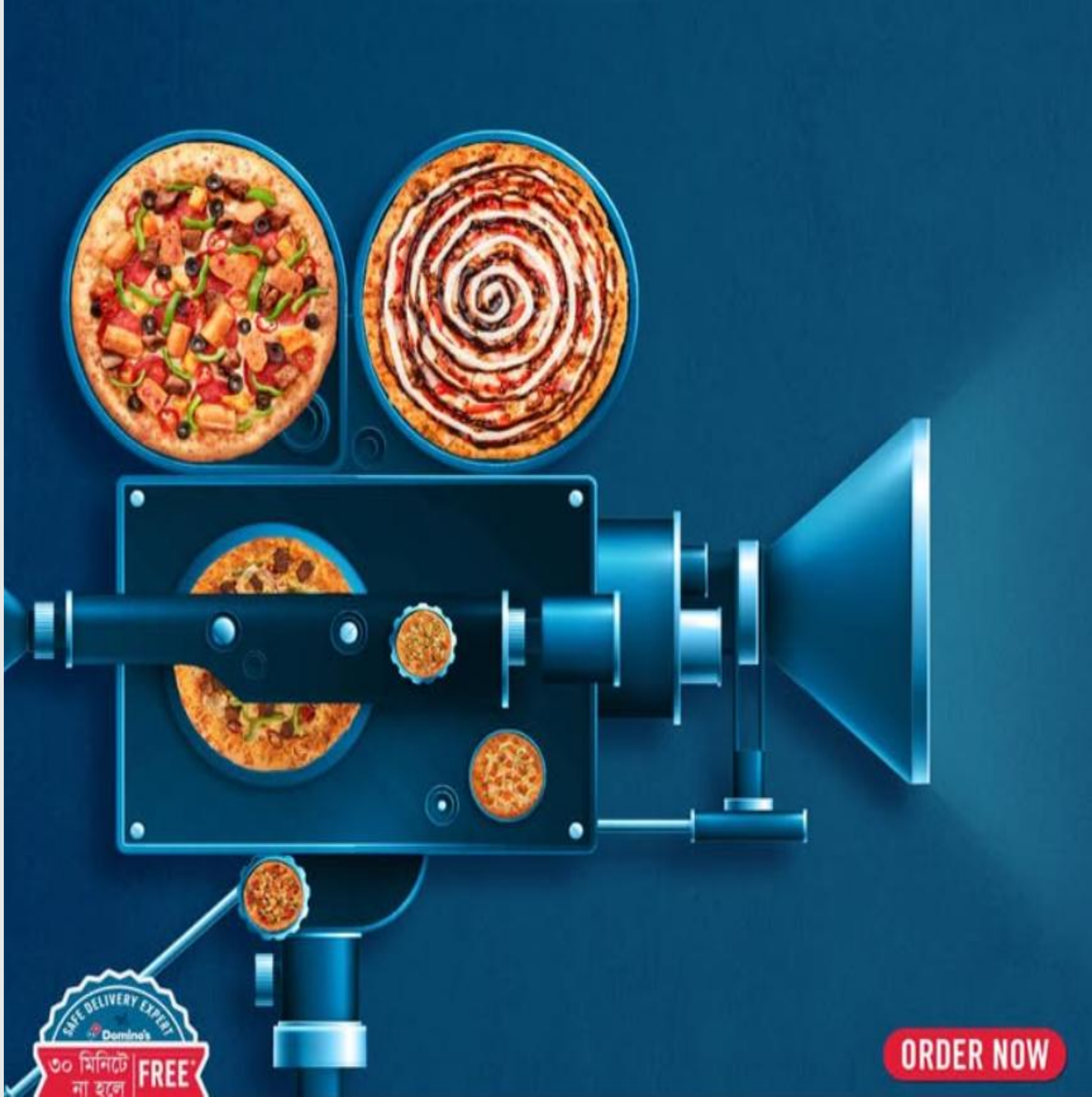


*PAT Margin is of continued operations and before exceptional items

#FY25 revenue growth includes the inorganic growth due to acquisition of Turkey business

3

Market-wise Highlights



India Segment : continue to expand and innovate

Revenue & Store Growth

Revenue: Rs. 16,987 mn (+15.8% YoY)

Stores: Net addition of 88 stores QoQ

Domino's revenue grew **15.5 % YoY**

- Strong order growth of **14.8% YoY**
- Domino's LFL growth of **9.1% YoY**

Store network in India stands at 2,450

- **Added 81 new Domino's stores;** expanded in **16 new cities;** now present across **500 cities**
- Launched **Popeyes** in the **western region**, with **4 outlets in Mumbai**

Profitability

EBITDA 19.4%: Rs. 3,294 mn (+15.9% YoY)

PAT* 3.8%: Rs. 639 mn (+22.8% YoY)

- ❖ **Gross margin expanded sequentially** across the portfolio
- ❖ **Pre-Ind AS 116 EBITDA margin expanded 37bps YoY** on account of improvement in gross margin, store productivity and operating leverage

Innovation in product and customer experience

Continuous product innovation

- ❖ **Introduced Four-Cheese-Sourdough Pizza -** light on the plate, heavy on the joy
- ❖ **Added 7 new variants** to the Flavor Burst Burger range in Popeyes
- ❖ **Launched Gourmet Dunkin Donuts** at the onset of festive season

Driving innovation through technology

- ❖ **Investments behind customer app** continue to deliver results – **MAU(app): 15.6mn (+28%YoY)** **MTU#: 7.6mn (+27%YoY)**
- ❖ **Launched store-specific Combos** on customer app to enhance ordering experience
- ❖ **Piloted Post Order Monetization** through customizable ads

Note: The above figures are derived from standalone financial statement for the quarter ending September 30, 2025

*PAT margin is of continued operations

#Users transacting online through own app and aggregator

International Segment : growth momentum across all markets

Turkey

Particulars	INR Mn	Growth
System Sales	9,957	29.0%
Revenue	5,927	28.7%
PAT	615	27.6%
PAT Margin	10.4%	-9 bps

LFL*	Pre Inflation-Adjusted	Inflation Adjusted^
Domino's	40.7%	5.6%
COFFY	31.0%	-1.7%

Sri Lanka

Particulars	Q2FY26
Revenue (INR mn)	317
% Growth	86.1%

Bangladesh

Particulars	Q2FY26
Revenue(INR mn)	194
% Growth	54.1%

*LFL computation in TRY; ^ Inflation adjusted as per IAS 29

Note: DPEU numbers are for continued operations; TRY:INR currency conversion is as on September 30, 2025 for reported INR and are inflation adjusted numbers

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Brand-wise Highlights

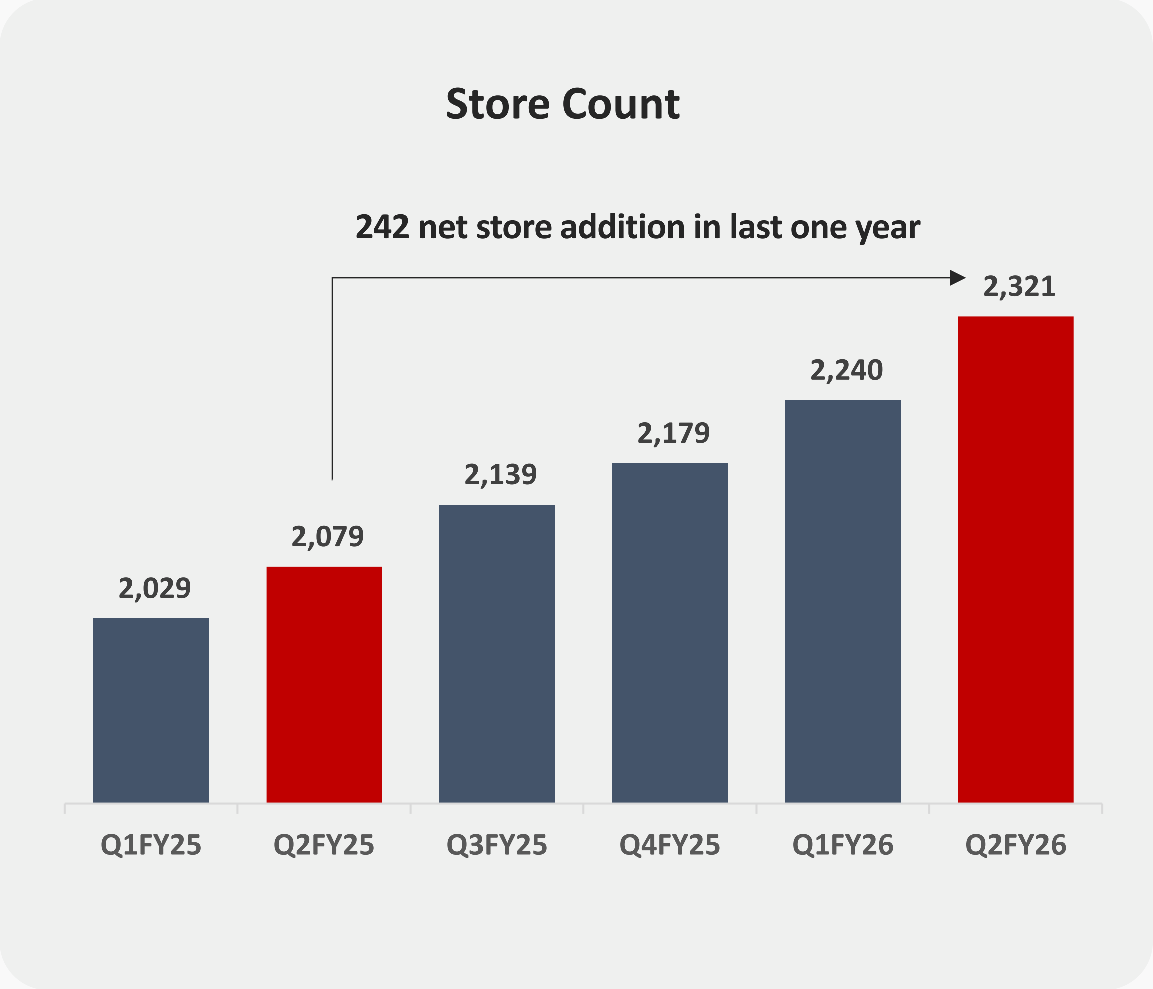
Domino’s

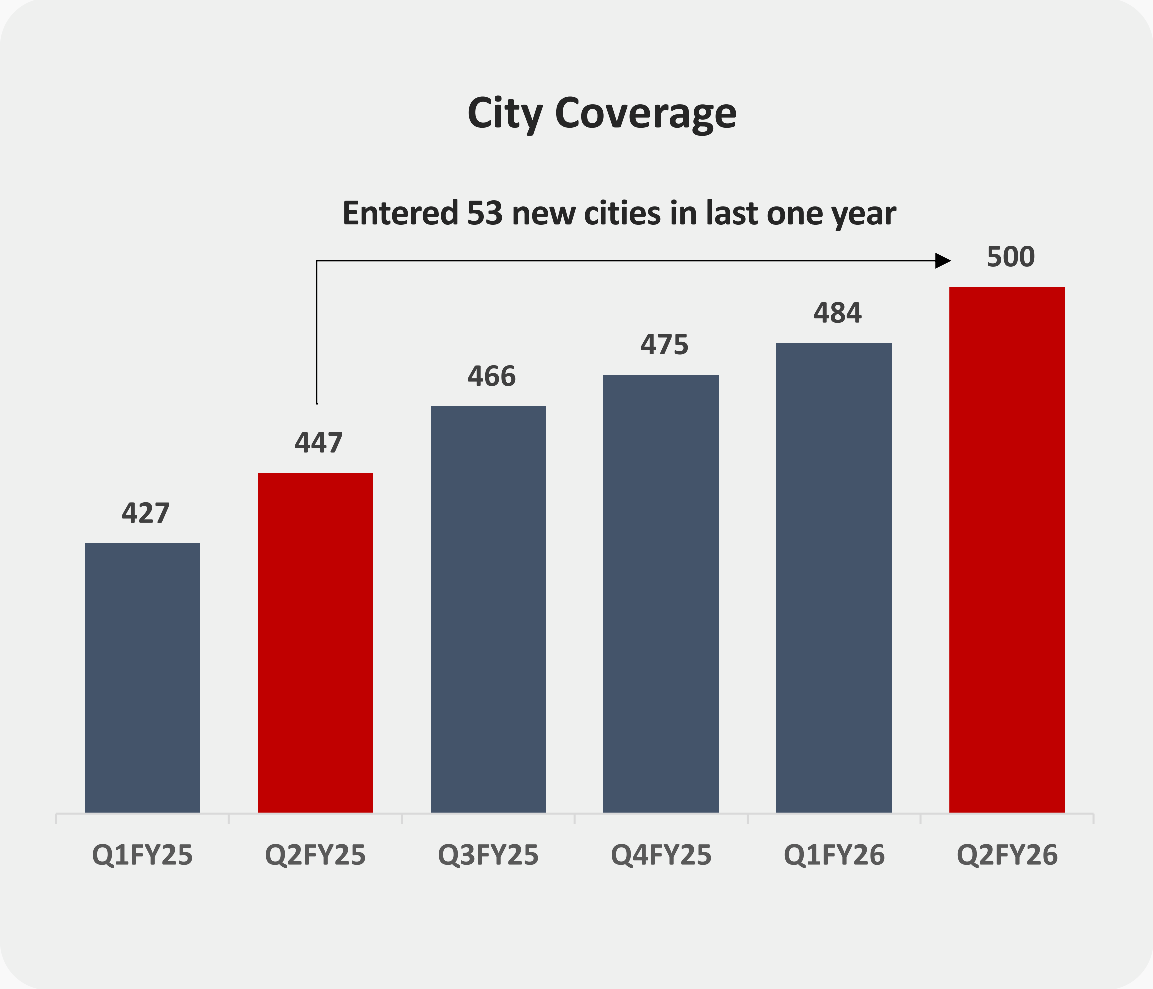
Popeyes

COFFY

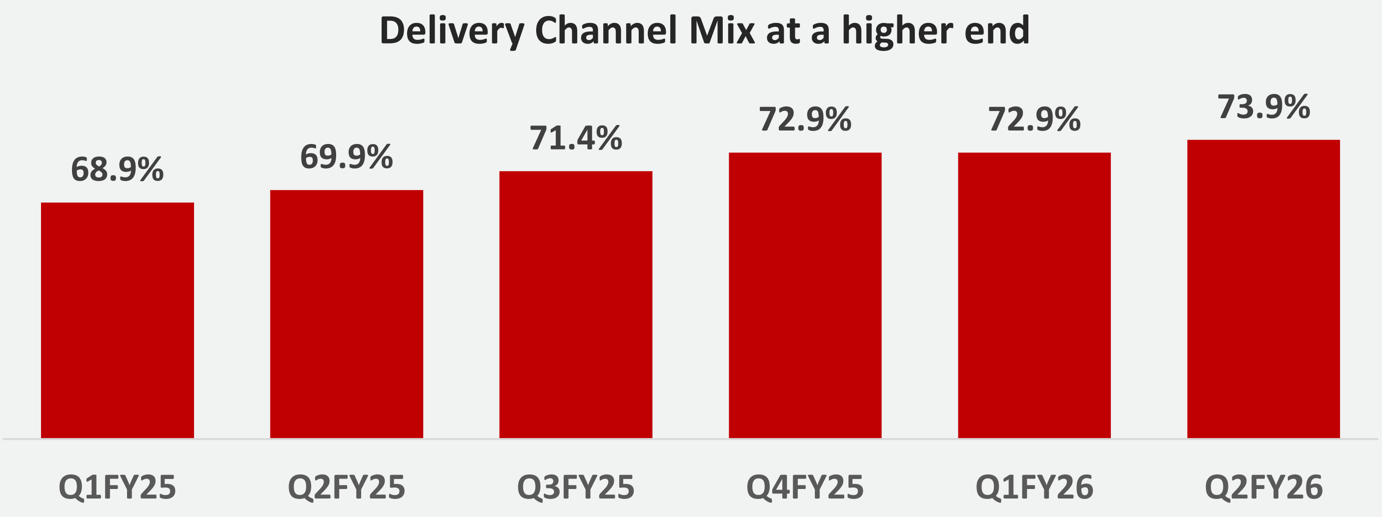
Domino’s

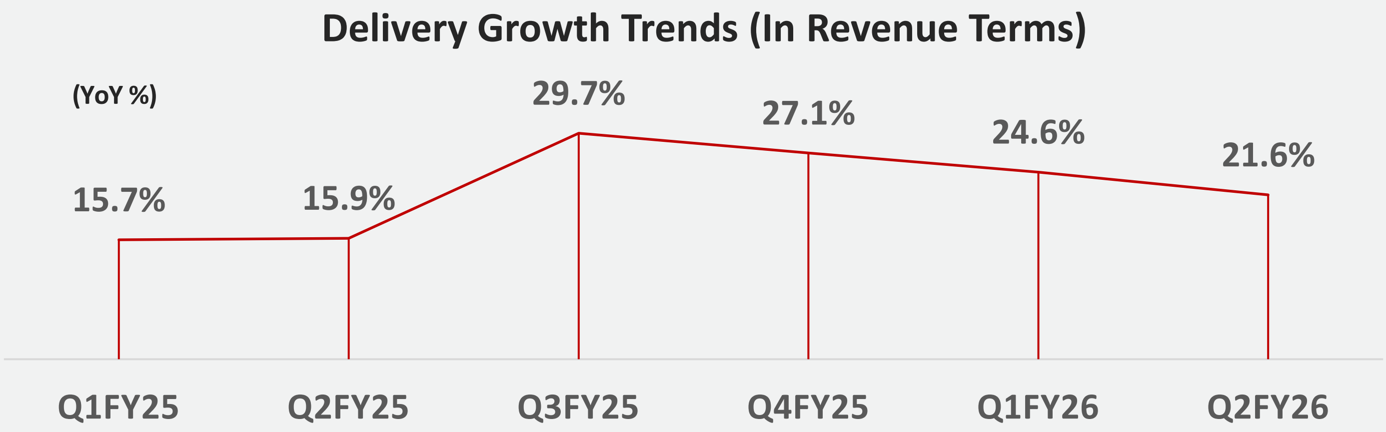
Domino's India Network : 2,321 stores across 500 cities





Domino's India Channel Mix and Delivery Growth





Delivery

- Delivery channel revenue up by 21.6% YoY
- The strong delivery channel revenue growth led by robust order growth of 23.7% YoY

Dine-in

- Dine-in channel revenue remained flattish YoY

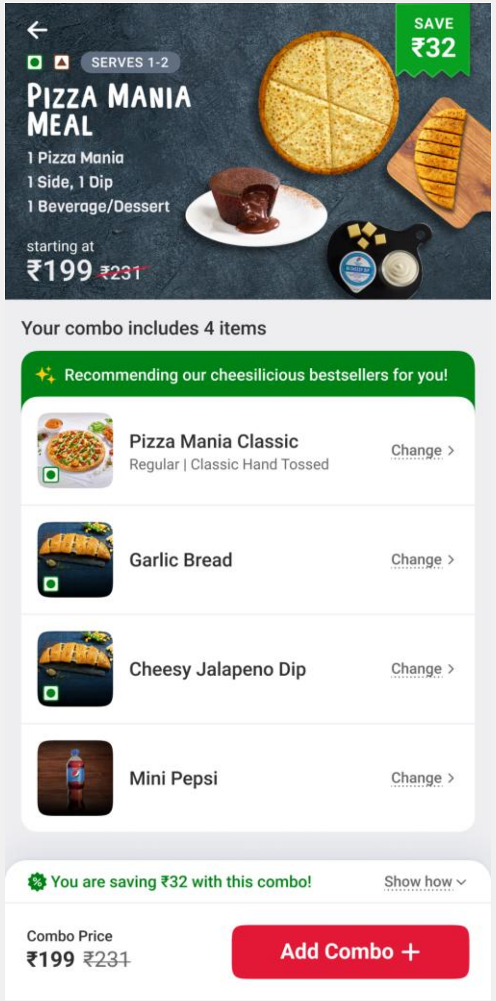
Note: Dine-in channel refers to combined channel output for Dine-in, Takeaway and Drive-N-Pick;

Domino’s India Product and Tech Innovation

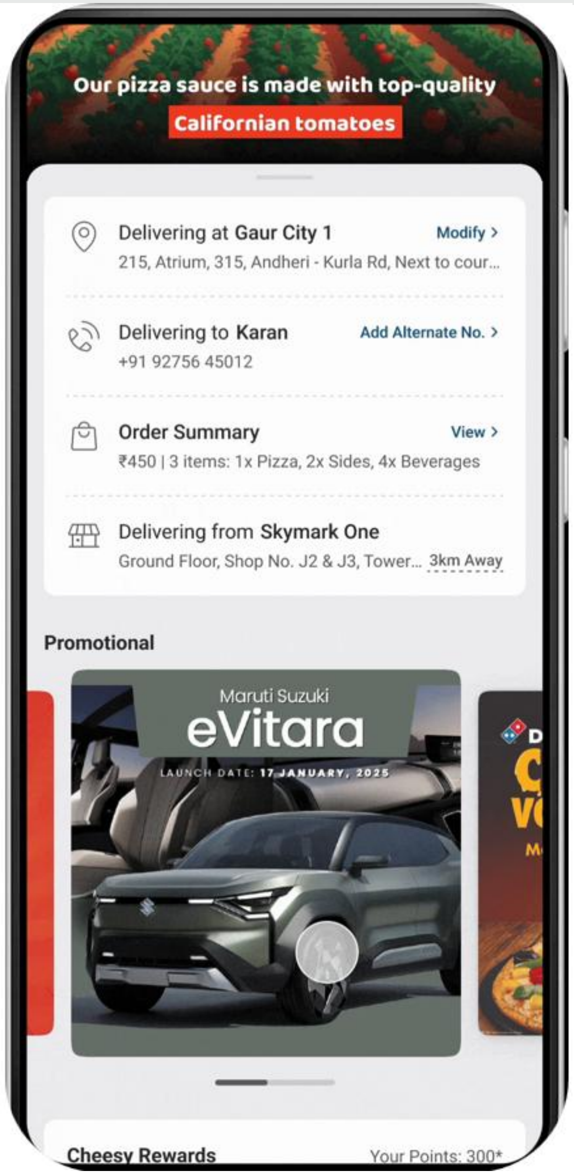
Introduced Four Cheese Sourdough Pizza:
Light as Love

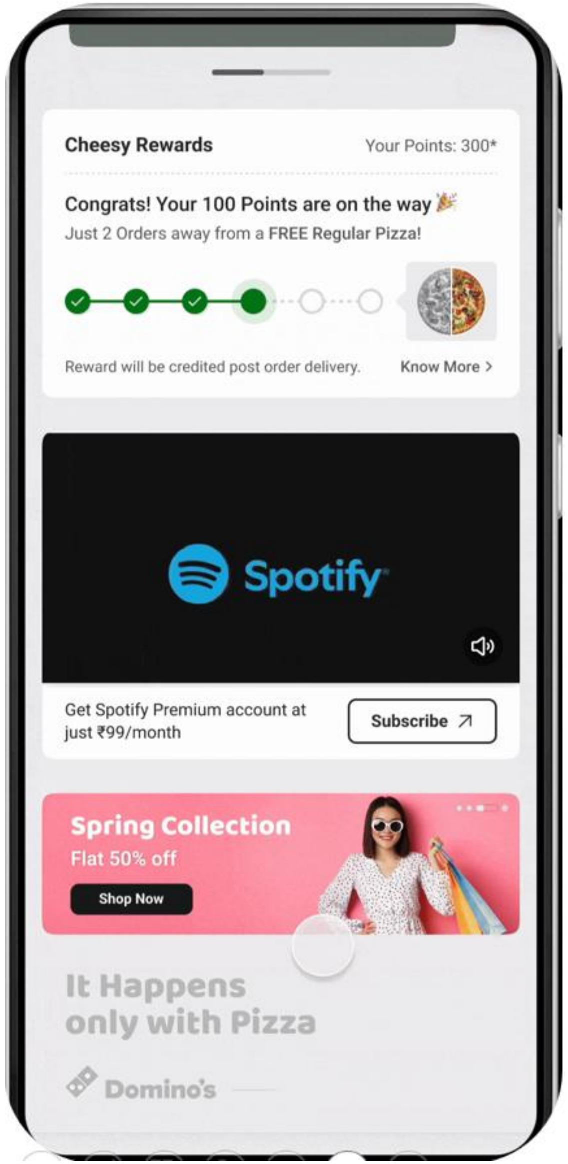
[Meet Domino's Four Cheese Sourdough Pizza]

Introduced Combos on app



Domino's India Post Order Monetization : Piloted with customized ads





Slots for live ads on the post-order screen through-

- Dynamic carousels
- Static, video and strip banners

Ads customizable based on data permitted by customers-

- Location and order history

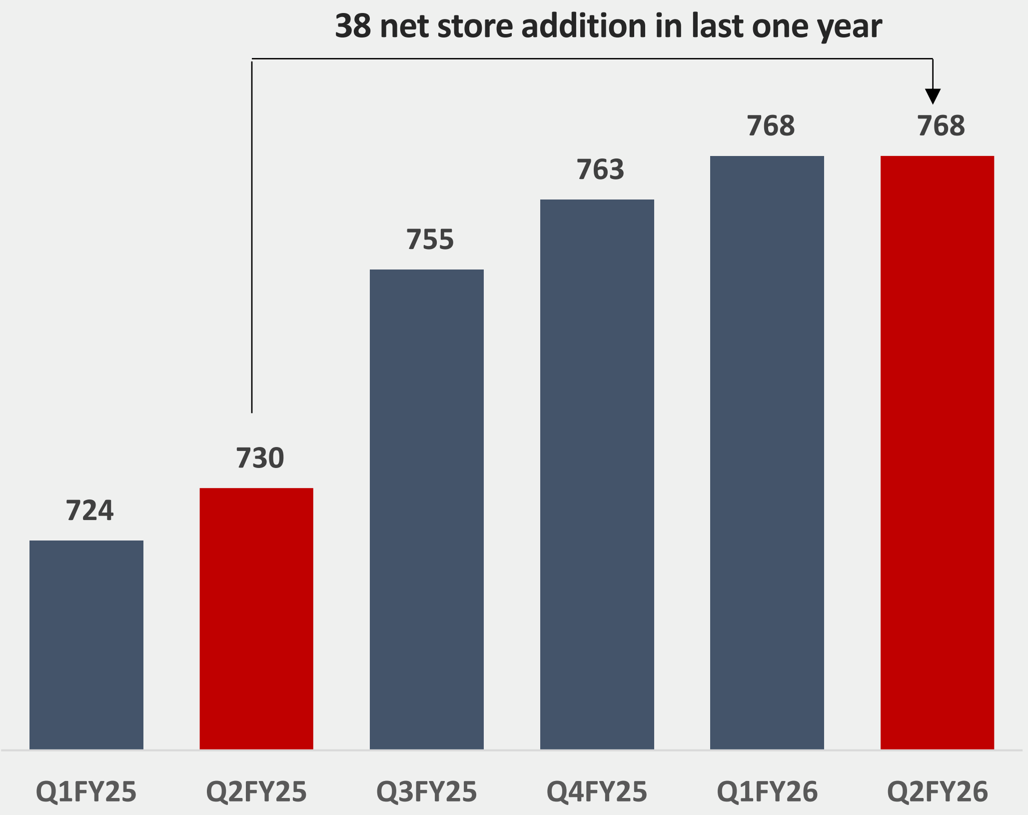
Clients onboarded-

Flipkart MINUTES, boAt, Skullcandy, GIVA, TATA NEU, PORTRONICS, TOYOTA

Domino's International Network Growth

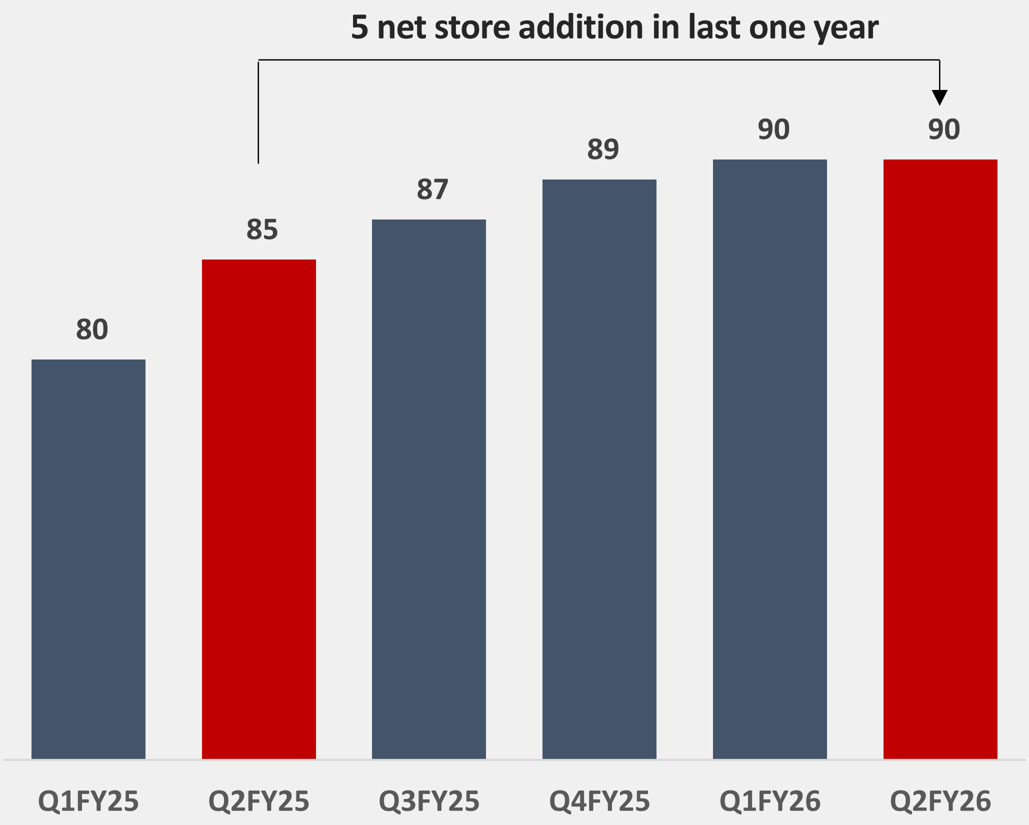
Turkey & Others

Store Count



Sri Lanka and Bangladesh

Store Count



Domino’s International Product Innovation and Campaign Launches

Product Launches

İkonix

Burger Pizza

Sosislim Pizza

Campaign Launches

Product Launches

Campaign Launches

Popeyes


Popeyes
FAMOUS LOUISIANA CHICKEN
We know y'all
LOVE that Chicken!

Popeyes- Love That Chicken

68 restaurants serving across **North, South & West region now!**

Gross Margin continues to **expand**

Strong **Double Digit SSG**

Coffy


COFFY APP DÜNYASI
AVANTAJLARLA DOLU
9:41
COFFY
Coffy Akaretler
QR ile Öde
5 Çekirdeğe 1 Kahve Hediye!
2/5
Detaylar
Bedava İçecek
En Çok Satanlar
Menüler
Soğuk Kahve
Caramel Macchiato
Caramel Macchiato
Anasayfa
Arama
Sepetim
Kampanyalar
Hesabım
5 KAHVEYE
1 KAHVE BİZDEN
ÜSTELİK
İLK SİPARİŞİNDE
1 KAHVE HEDİYE
COFFY
KAHVENİN YENİ NESLİ

Pick up from COFFY

172 cafes
across **38 cities**

Continue to lead the market with **youth focused product innovation**

Ever improving on the journey to be the most loved coffee brand in Turkey

5

Q2FY26 & H1FY26
Statement of Profit and Loss

Quarterly Statement of Profit and Loss

Consolidated			Profit and Loss Metrics	Standalone		
Q2 FY26	**Q2 FY25**	**Growth %**	**Particulars in INR mn**	**Q2 FY26**	**Q2 FY25**	**Growth %**
23,402	**19,547**	**19.7%**	**Revenue from operations**	**16,987**	**14,669**	**15.8%**
152	302	-49.6%	Other Income	73	150	-51.2%
23,554	**19,849**	**18.7%**	**Total Income**	**17,060**	**14,819**	**15.1%**
6,651	5,379	23.6%	Raw Material Cost	4,353	3,512	24.0%
16,750	**14,168**	**18.2%**	**Gross Profit**	**12,634**	**11,157**	**13.2%**
71.6%	*72.5%*		*Margins*	*74.4%*	*76.1%*	
4,062	3,368	20.6%	Personnel Expenses	3,057	2,688	13.7%
7,927	6,814	16.3%	Manufacturing and Other Expenses	6,282	5,627	11.6%
18,640	15,561	19.8%	**Total Expenditure**	13,692	11,827	15.8%
4,762	**3,986**	**19.5%**	**Op. EBITDA**	**3,294**	**2,842**	**15.9%**
20.3%	*20.4%*		*Margin*	*19.4%*	*19.4%*	
1,057	1,381	-23.5%	Interest Cost	672	640	4.9%
2,303	2,014	14.3%	Depreciation	1,840	1,654	11.2%
24	-23	n.a	Share of Profit/(Loss) in Associate	-	-	n.a
1,578	**870**	**81.3%**	**PBT**	**856**	**698**	**22.6%**
6.7%	4.5%		*Margin*	5.0%	4.8%	
-	-	n.a.	Exceptional Items	-	-	n.a
1,099	**715**	**53.7%**	**PAT from continued operations**	**639**	**521**	**22.8%**
4.7%	*3.7%*		*Margin*	*3.8%*	*3.5%*	
847	(50)		Profit/Loss from discontinued operations	-	-	n.a.
1,946	**665**	**192.5%**	**PAT**	**639**	**521**	**22.8%**
8.3%	*3.4%*		*Margin*	*3.8%*	*3.5%*	

Half Yearly Statement of Profit and Loss

Consolidated			Profit and Loss Metrics	Standalone		
H1 FY26	H1 FY25	Growth %	Particulars in INR mn	H1 FY26	H1 FY25	Growth %
46,010	**38,878**	**18.3%**	**Revenue from operations**	**34,002**	**29,064**	**17.0%**
338	473	-28.7%	Other Income	198	223	-11.1%
46,348	**39,351**	**17.8%**	**Total Income**	**34,200**	**29,287**	**16.8%**
13,115	10,676	22.8%	Raw Material Cost	8,759	6,953	26.0%
32,896	**28,202**	**16.6%**	**Gross Profit**	**25,243**	**22,112**	**14.2%**
71.5%	*72.5%*		*Margins*	*74.2%*	*76.1%*	
7,823	6,655	17.6%	Personnel Expenses	5,907	5,250	12.5%
15,931	13,731	16.0%	Manufacturing and Other Expenses	12,809	11,238	14.0%
36,869	31,061	18.7%	**Total Expenditure**	27,475	23,441	17.2%
9,142	**7,816**	**17.0%**	**Op. EBITDA**	**6,527**	**5,624**	**16.1%**
19.9%	*20.1%*		*Margin*	*19.2%*	*19.3%*	
2,164	2,725	-20.6%	Interest Cost	1,329	1,260	5.5%
4,505	3,850	17.0%	Depreciation	3,657	3,206	14.1%
56	-49	n.a.	Share of Profit/(Loss) in Associate	-	-	n.a
2,866	**1,666**	**72.0%**	**PBT**	**1,739**	**1,381**	**25.9%**
6.2%	4.3%		*Margin*	5.1%	4.8%	
-	-	n.a.	Exceptional Items	-	-	n.a.
2,071	**1,323**	**56.5%**	**PAT from continued operations**	**1,306**	**1,036**	**26.1%**
4.5%	*3.4%*		*Margin*	*3.8%*	*3.6%*	
818	(78)	n.a.	Profit/Loss from discontinued operations	-	-	n.a.
2,889	**1,246**	**132.0%**	**PAT**	**1,306**	**1,036**	**26.1%**
6.2%	*3.2%*		*Margin*	*3.8%*	*3.6%*	

Update on our Sustainability Agenda 'Jubilant for All'

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

~**35%** of workforce are women

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

Trained ~**13,000+** cumulative students under **J-FARM**

Training and veterinary support to **14,000+** farmers

Emissions, Energy and Waste Management

EV Fleet on an increasing trend

Eliminated **single-use** plastic

Commissary electricity needs being **partially fulfilled** 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 3,480 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 September 30, 2025

For further information please contact:
Apar – Head of Investor Relations

Email: investor@jublfood.com
Website: www.jubilantfoodworks.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. TRY:INR is as per currency conversion on September 30, 2025. Turkey financials are reported as per IAS 29 – Hyperinflation adjusted accounting
5. The growth % for Bangladesh and Sri Lanka is computed on reported financials in INR
6. PBT and PAT margins are on revenue from operations