

Noida, May 09, 2013

Immediate release

Financial Highlights

Q4 FY2013

Total Income at Rs. 3,658 million, up by 29 %

EBITDA at Rs. 612 million, up by 17 %

Net Profit after tax at Rs. 327 million

FY2013

Total Income at Rs. 14,076 million, up by 38 %

EBITDA at Rs. 2,444 million, up by 28 %

Net Profit after tax at Rs. 1,351 million, up by 28 %

Note: 1. Figures have been rounded off for the purpose of reporting.

2. Financial discussion throughout this release is based on standalone reporting.

3. The financials of Dunkin' Donuts have been included in the results & related financial discussion.

Jubilant FoodWorks Limited (JFL), India's largest and fastest growing Food Service Company, reported its financial results for the quarter and year ended 31 March, 2013.

Commenting on the performance for Q4 & FY13, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said,

"We are pleased to share with you JFL's FY13 annual results. Our business strategy, which is designed to drive JFL's competitive advantage, profitability and returns on invested capital through a unique combination of operational efficiency and expansion, bodes well for us as we grow our business base. We ended the fiscal on a positive note, in a scenario which was impacted by contracting economic activity at a macro level and restrained consumer spending. We witnessed a healthy increase in our topline and overall profitability led by benefits of our targeted growth initiatives and product innovation. Network expansion continued on a sustained basis for Domino's Pizza as well as Dunkin' Donuts.

We continued to invest in our business to support the future growth with infrastructure like our 5th commissary (in Mohali-Chandigarh). We believe in our future and think this is the most opportune time to drive investment. We are assured of the long term prospects and hence kept our focus on delivering for customers.

The strength of our results in this past year gives us added confidence that we will continue to execute our business plan well going forward. Thus, as far as we have come, we believe there is so much more that we will do to make a difference for our shareholders, customers, and business associates. In FY2014, we will continue to pursue targeted growth strategies and support our brands with increased strategic marketing and distribution platforms."

Commenting on the performance for Q4 & FY13, Mr. Ajay Kaul, CEO, Jubilant FoodWorks Limited said, "During FY13, we continued to execute the strategies and sound business philosophies that form the cornerstone of JFL's success and have enabled us drive growth and maintain financial and operational strength in an environment weighed down by dipping consumer discretionary spend. Nonetheless, our business objectives are clear and amongst the many plans, we have made significant progress in improving our capabilities in key areas: driving innovation, expanding our brands and strengthening our relationship with customers.

We opened 24 new stores in Q4FY13, taking our total store count to 576 as on 31st March, 2013. As a result Domino's Pizza which spreads across 123 cities remains the company's primary growth engine. The brand is gaining traction as we increase its presence not only in existing cities but also in new regions. This fiscal saw new innovations such as the Stuffed Garlic Bread, Taco Indiana, Cheesy Boloroni Pizza along with new exciting tastes for Pizza Mania, all of which are highly popular amongst the customers. We have successfully launched 10 Dunkin' Donuts restaurants and we believe that we now have some important learnings to build on this initial success and plan to scale the brand in a steady manner.

We are working across our various levels of our business and markets in general to leverage JFL's scale and advantages. We continue to strengthen our efforts, investing in people, technology, innovation and infrastructure. It is rooted in our culture to lead the change in our category and we wish to capture all opportunities to take our brands forward. On the whole we are gaining share and are well-positioned to serve the expanding needs of the business to cater to a wide audience and also deliver sustainable growth today and for many years to come."

Operating Highlights

- **Domino's Pizza**
 - *New store openings*
 - 24 new stores opened in Q4 FY13
 - Total Stores as on 31 March, 2013 at 576; was 465 as on 31 March, 2012
 - *Store growth*
 - Same store sales (SSS) growth in Q4 FY13 at 7.7%; SSS growth in FY2013 at 16.2%
 - *City/Town coverage*
 - Present in 123 cities as on 31 March, 2013, up from 105 cities as on 31 March, 2012.
 - Domino's Pizza network extended to new cities such as Warangal (AP), Phagwara (Punjab), Yamuna Nagar (Haryana), Hubli (Karnataka), Satara (Maharashtra)
 - *Online Ordering (OLO)*

- With tremendous rise in use of tablets/smartphone and mobile internet devices, e-commerce is an expanding trend present across consumer good categories
 - JFL has been at the forefront to tap the opportunities being presented as a result, with a thriving e-commerce engine and recently launched Mobile ordering apps
 - At present, Domino's has over 6 lacs downloads of mobile ordering apps across various smartphone platforms.
 - OLO contribution to delivery sale was at 17% during the quarter.
 - Mobile Ordering sales' contribution to overall OLO is at 10% during the quarter.
- **Dunkin' Donuts**
 - The Company, as targeted, has launched 10 Dunkin' Donuts restaurants in India.
 - First restaurant outside Delhi /NCR opened at Chandigarh to a very positive response
 - Increasing presence of restaurants along with positive feedback for the "all the day part" menu, which offers a broad assortment
 - Dunkin' Donuts forays into Home delivery to make the experience for Dunkin' Donuts available at just a phone call

Result Analysis

JFL reported **Total Income** at Rs. 3,657.5 million in Q4 FY13. Steady increase in revenue attributable to concerted efforts to increase Domino's Pizza's store networks and drive higher penetration in existing and new territories in combination with new menu attractions. While overall revenues witnessed healthy growth, sales during the quarter reflect the impact of economic factors, constraining consumer spend leading to lower than anticipated rate of customer additions, which in turn impacts SSS growth. JFL registered same store sales growth of 7.7% in Q4 FY13 and 16.2% in FY13 for Domino's Pizza.

Overall income growth is also reflective of increasing contribution from Dunkin' Donuts

Total Expenditure in Q4 FY13, was at Rs. 3,045.8 million. Rise in raw material and total expenditure reflects the increased operations in both Domino's Pizza and Dunkin' Donuts. Total number of employees as on 31 March 2013 stood at 19,734 from 14,626 on 31 March 2012.

EBITDA for the quarter was at Rs. 612.4 million. Strong underlying cost discipline, operational efficiency and overall increase in revenues contribute towards the reported EBITDA growth. Increase in operations of Dunkin's and associated operating expenses continue to influence overall EBITDA

Profit after Tax in Q4 FY13 stood at Rs 327.1 million. Profitability improved during the quarter and fiscal, aligned to the topline performance coupled with focus on leveraging scale and efficiencies

JFL's Outlook - Further improvements targeted in FY 14

- **Grow the business**
 - Expansion of stores and geographic presence to remain prime focus for JFL
 - Efforts to fortify foothold in existing markets and tapping new geographies remain strong
 - For FY14, the company plans to expand its Domino's Pizza network by launching 125 new stores
 - After successfully opening 10 Dunkin' Donuts restaurants, JFL remains committed to systematically take Dunkin' across the country and plans to open 18 new restaurants
- **Enhance strength of operations**
 - Investment in business infrastructure to remain another key focus area. JFL plans to establish additional commissaries in FY14 to support and drive growth.
 - Leverage existing assets for scale
- **Widen menu with consistent introduction of new offerings**
 - A key objective for the Company is to deepen customer connect with new tastes and offerings for both the brands

Key achievements and awards received during the quarter

- JFL has been recognized at the Indian E Retail Congress Awards 2013 with the following accolades
 - Quick Service food delivery e-retailer of the year
 - Best use of Social Media
 - Best Site Optimisation and Design
 - Marketing/Advertising campaign of the year
- JFL has been awarded as the winner in the category of Retail Online Platform of the Year at the Retailer Technology Awards 2013
- JFL awarded with 2 Awards by Domino's International
 - Rookie Manager of Year (Asia Pacific), and
 - Supervisor of Year (both International and Asia Pacific)

About us:

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and India's largest food service company, with a network of 576 Domino's Pizza stores (as of 31 March, 2013) across 123 cities. JFL & its subsidiary operate Domino's Pizza brand with the exclusive rights for India, Sri Lanka, Bangladesh and Nepal. The Company is the market leader in the organized pizza market with a 62% market share and 70%+ share in the Pizza home delivery segment in India (as per Euro monitor report 2012). The Company also has exclusive rights for developing and operating Dunkin' Donuts restaurants for India and has launched 10 Dunkin' Donuts restaurants in India (as of 31 March, 2013).

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