

Performance Snapshot – Q4 FY19

- Operating Revenues at Rs. 8,652 million, **growth of 10.9%**.
- Domino's Pizza Same Store Sales Growth (SSG) at **6.0%**, on a base of 26.5% last year.
- EBITDA at Rs. 1,476 million, **growth of 15.5%**; EBITDA Margin at 17.1%, up by 70 bps.
- Profit After Tax at Rs. 739 million, **growth of 8.6%**; PAT Margin at 8.5%.

Performance Snapshot – FY19

- Operating Revenues at Rs. 35,307 million, **growth of 18.5%**.
- Domino's Pizza Same Store Sales Growth (SSG) at **16.4%**, a seven year high.
- EBITDA at Rs. 6,078 million, **growth of 36.2%**; EBITDA Margin at 17.2%, up by 220 bps.
- Profit After Tax at Rs. 3,228 million, **growth of 56.4%**; PAT Margin at 9.1%, up by 220 bps.

* Q4 & FY19 Profit After Tax is after exceptional item of Rs. 79.3 million towards provision for diminution in the value of investment in wholly owned subsidiary Jubilant FoodWorks Lanka (Private) Limited for loss incurred on closed stores.

Key Highlights – Q4 FY19

- The Board of Directors has recommended Dividend of Rs. 5.00 per equity share of Rs. 10 each fully paid up for the Financial Year ended 31st March 2019 (amounting to Rs. 659.8 million excluding the dividend distribution tax thereon Rs 135.6 million) subject to approval of the shareholders in Annual General Meeting.
- Ventured into **Chinese Fast Casual segment** with its first home-grown brand '**Hong's Kitchen**'; opened **first restaurant in Gurugram**
- Domino's Pizza opened its **first store in Bangladesh**; breaks global record for the first week and the first month
- Domino's Pizza – **30 Stores** opened and 3 Stores closed. Total store count at **1,227**
- Introduced **10 new Cricket-themed Pizzas** bringing together the best of flavors from the cricketing playing nations
- Dunkin' Donuts **sustained performance momentum**; second straight quarter of breakeven

Noida, May 15, 2019 – Jubilant FoodWorks Limited (JFL) today reported its financial results for the quarter and year ended 31st March, 2019.

Operating Revenues for Q4 FY19 stood at **Rs. 8,652 million**, representing an increase of **10.9%** over the same period last year. The revenue growth was driven by **Same Store growth (SSG) of 6.0%** and new stores opened during the year in Domino's Pizza.

EBITDA for Q4 FY19 was **Rs. 1,476 million, or 17.1% of revenue**, a growth of **15.5%** over Q4 FY18 and a margin expansion of 70 bps.

Profit after Tax in Q4 FY19 stood at **Rs. 739 million, or 8.5% of revenue**, a growth of **8.6%** over Q4 FY18.

For the **full year FY 2018-19**, Operating Revenues stood at **Rs.35,307 million**, up by **18.5%** over last year, driven by robust Same Store Growth of **16.4%** in Domino's Pizza.

Profitability increased strongly with FY19 EBITDA at **Rs.6,078 million at 17.2% of revenue**, a growth of **36.2%** over FY18. FY19 Profit after Tax stood at **Rs.3,228 million at 9.1% of revenue**, a growth of **56.4%** over FY18.

Highlights of the Quarter

The store opening momentum for Domino's Pizza in India remained strong with **30** new stores added during the quarter. During the quarter, Domino's Online sales grew faster and now contribute **75%** of the total Delivery sales.

Jubilant FoodWorks **ventured into Chinese Fast Casual segment** with its **first home-grown brand 'Hong's Kitchen'**. Hong's Kitchen **opened its first restaurant** in Gurugram.

Domino's Pizza was officially **launched in Bangladesh** with **grand opening of its first restaurant** in Dhaka. The store got off to a strong start and broke the global Domino's record for the highest number of orders for its first week and the first month of operations.

The Company introduced 10 new Cricket-themed Pizzas, five each in veg. & non-veg. categories, as part of its '**World Pizza League**' offering. These included African Peri Peri, Aussie Barbecue, Jamaican Jerk, Indi Tandoori & English Cheddar.

Dunkin' Donuts **sustained its performance momentum** after reporting break-even in Q3 FY19. It remains on track to **achieve profitability** driven by focus on the core portfolio of Donuts and Beverages.

Commenting on the performance for Q4 & FY19, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said,**

“We are pleased with our results in FY19, it was one of our strongest years in recent times both in terms of growth and profitability. During the year, we also expanded our footprint into Bangladesh and entered the Chinese food category with our brand, ‘Hong’s Kitchen’. We continue to remain optimistic about the long term growth prospects of the Food service category and are confident that JFL is best placed to drive this growth.”

Commenting on the performance for Q4 & FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said,**

“Lapping our strongest quarter from last year, we delivered a robust revenue growth of 10.9% in Q4. We closed the year with revenue growth of 18.5% for FY19, driven by a 7-year high same-store sales growth (SSSG) of 16.4%. We are confident that Domino’s will continue to drive strong growth in the year ahead.

This quarter also marked our entry into the Chinese Fast Casual segment as also into the Bangladesh market with the launch of our first Domino’s Pizza restaurant in Dhaka. I am delighted to share that both of these are off to strong starts and should be significant growth drivers for us in the future”.

Store Matrix

Domino’s Pizza				
Particulars	Q4 FY19	Q4 FY18	FY19	FY18
SSG	6.0%	26.5%	16.4%	13.9%
Network data				
Restaurant at the beginning of the period	1,200	1,127	1,134	1,117
New Restaurants	30	7	102	24
Closed restaurants	3	0	9	7
Restaurants at the end of the period	1,227	1,134	1,227	1,134
Number of New Cities added	2	1	7	3
1,227 restaurants as of 31st March, 2019 across 273 cities				
2 new cities added in Q4 FY19 (Khatauli, UP and Sikar, Rajasthan)				
Online data				
Particulars	Q4 FY19		Q4 FY18	
OLO to Delivery Sales %	75%		63%	
Mobile Ordering sales to OLO %	88%		78%	
App Download Count cum. (in mn)	17.8		9.6	

* “Same store growth” (SSG) refers to the year-over-year growth in sales for restaurants opened before previous financial year.”

Dunkin’ Donuts				
Network data				
Particulars	Q4 FY19	Q4 FY18	FY19	FY18
Restaurant at the beginning of the period	32	44	37	63
New Restaurants	0	1	1	5
Closed restaurants	1	8	7	31
Restaurants at the end of the period	31	37	31	37
Number of New Cities added	Nil	Nil	Nil	Nil
31 restaurants as of 31st March, 2019 across 10 cities				

Note: 1. Figures have been rounded off for the purpose of reporting.
2. Financial data in this presentation is derived from audited standalone IND-AS financial statements.
3. The financials of Dunkin’ Donuts have been included in the results & related financial discussion.

-ENDS-



About Jubilant FoodWorks Ltd:

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and is one of India's largest food service Company, with a network of 1,227 Domino's Pizza restaurants across 273 cities (as of March 31, 2019). The Company & its subsidiary have the exclusive rights to develop and operate Domino's Pizza brand in India, Sri Lanka, Bangladesh and Nepal. At present, it operates in India, Sri Lanka & Bangladesh. The Company also has exclusive rights for developing and operating Dunkin' Donuts restaurants for India and has 31 Dunkin' Donuts restaurants across 10 cities in India (as of March 31, 2019). JFL has entered into the Chinese cuisine segment with its first owned restaurant brand, 'Hong's Kitchen'. The Company opened its first Hong's Kitchen restaurant in March 2019 in Gurugram.

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