



Q4 & FY2019

EARNINGS PRESENTATION

May 2019



## HIGHLIGHTS Q4 FY19



- Operational Revenues at **Rs. 8,652 mn**, growth at **10.9%**
- Domino's Pizza Same Store Sales Growth (SSG) at **6.0%**



- JFL ventures into Chinese Fast Casual segment with its first home-grown brand **Hong's Kitchen**
- Domino's Pizza officially launched in **Bangladesh**; breaks global record for the first week and the first month

- JFL EBITDA at **Rs. 1,476 mn**, **17.1%** of Net Sales
- Dunkin' Donuts **sustains performance momentum**

Domino's Pizza – **30 Stores** opened, 3 Stores closed. Total at **1,227**

Introduced **10 new Cricket-themed Pizzas** bringing together the best of flavors from the cricketing playing nations



## HIGHLIGHTS Q4 FY19

### Corporate Announcement:

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 mn excluding the dividend distribution tax thereon Rs 135.6 mn) subject to approval of the shareholders in Annual General Meeting.



## RESULTS TREND

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19
System Growth	11.5%	9.2%	20.7%	27.3%	26.0%	21.3%	16.8%	10.9%
Domino's SSG*	6.5%	5.5%	17.8%	26.5%	25.9%	20.5%	14.6%	6.0%
EBITDA Margin (%)	11.7%	14.1%	17.2%	16.4%	16.6%	16.7%	18.4%	17.1%
PAT Margin (%)	3.5%	6.7%	8.3%	8.7%	8.7%	8.8%	10.4%	8.5%**

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

\*\* 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.





# HIGHLIGHTS

## DOMINO'S PIZZA

### RESTAURANT NETWORK



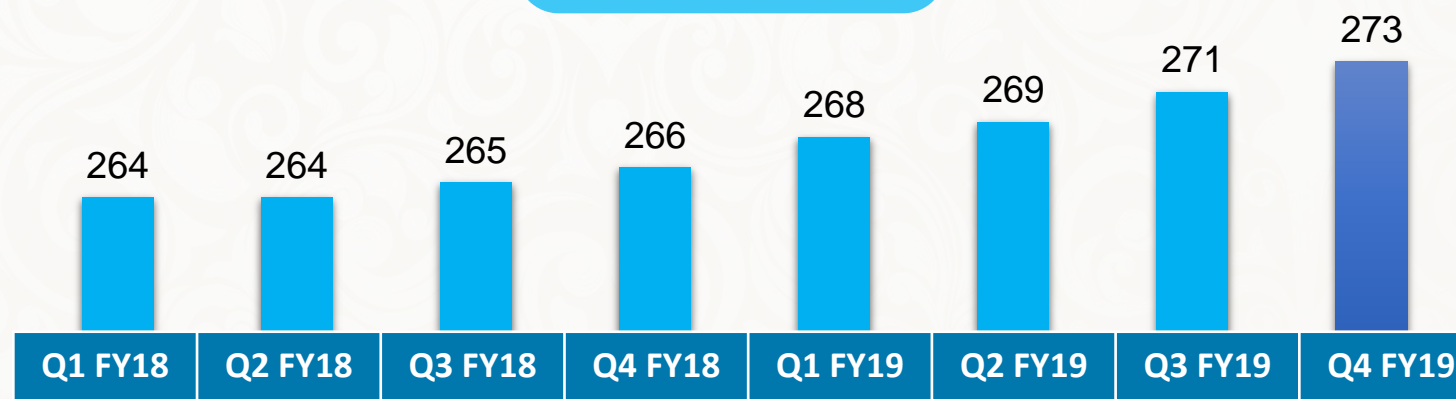
— ALL NEW —  
DOMINO'S

## NETWORK DATA



	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19
Restaurant at the beginning of the period	1,117	1,125	1,125	1,127	1,134	1,144	1,167	1,200
New Restaurants	13	1	3	7	13	24	35	30
Closed restaurants	5	1	1	0	3	1	2	3
Restaurants at the end of the period	1,125	1,125	1,127	1,134	1,144	1,167	1,200	1,227

## City/Town Coverage



\* 2 new cities added in Q4 FY19 (Khatauli, UP and Sikar, Rajasthan)

# New Launches - Domino's Pizza



***5 COUNTRIES. 10 WORLD PIZZAS.  
CHOOSE YOUR CHAMPION.***

## **AFRICAN PERI-PERI**

The fierce flavour of Peri-Peri



**African Peri Peri Veg**  
**African Peri Peri Chicken**

## **INDI TANDOORI**

It's hot, it's spicy, it's Tandoori



**Indi Tandoori Paneer**  
**Chicken Tikka Masala**

## **JAMAICAN JERK**

The exotic blend of tangy & spicy



**Jamaican Jerk Veg**  
**Jamaican Jerk Chicken**

## **AUSSIE BARBEQUE**

The smoky brilliance of BBQ sauce



**Aussie BBQ Veggies**  
**Aussie BBQ Meatballs**

## **ENGLISH CHEDDAR**

The luscious taste of English Cheddar



**English Cheddar & Veggies**  
**English Cheddar Chicken  
& Sausage**



# Bangladesh Launch



- **Grand opening of first restaurant in Dhanmondi, Dhaka**
- **Menu includes a unique combination of some top international favorite pizzas along with pizzas developed specifically for Bangladesh**
- **Strong focus on ensuring Value for money; launched an aggressive, value pricing starting Tk149**
- **Within its first week of operations, Domino's Pizza witnessed a record number of orders from this store, which is the highest for the brand across its network in 85 countries**





# Entry Into Chinese Segment



- JFL ventures into Chinese Fast Casual segment with its first home-grown brand Hong's Kitchen
- Latest venture marks JFL's entry into the Chinese cuisine segment, a large and fast growing segment in the Indian market
- First restaurant opened in Gurugram
- Young, international-looking and trendy design that is inspired by the colours and the hustle of Asian street markets




**HONG'S KITCHEN**  
Always Hungry For Hong's

COMBOS STARTING AT JUST **₹199**

- INGREDIENTS SOURCED FROM 100% CERTIFIED SUPPLIERS
- LIVE AND TRANSPARENT KITCHEN

ORDER NOW **1860-500-1234** | EROS CITY SQUARE MALL, SECTOR 49, GURGRAM | DOWNLOAD THE APP

CHILD CARBON NOODLES AT SPECIAL PRICE OF **₹79**

SAVE **₹40** SPECIES FUNDUS **₹139 ₹89**



# Launch Of New Store Design In Domino's Pizza



# Online Ordering (OLO)

Period	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19
Average OLO contribution to delivery sales	51%	57%	60%	63%	65%	68%	73%	75%
Mobile Ordering sales contribution to overall OLO	69%	69%	71%	78%	83%	85%	88%	88%
Downloads of mobile ordering app (cum.)	7.5 mn	7.8 mn	9.0 mn	9.6 mn	10.9 mn	12.6 mn	15.3 mn	17.8 mn





## HIGHLIGHTS

**DUNKIN'  
DONUTS**

**RESTAURANT  
NETWORK**

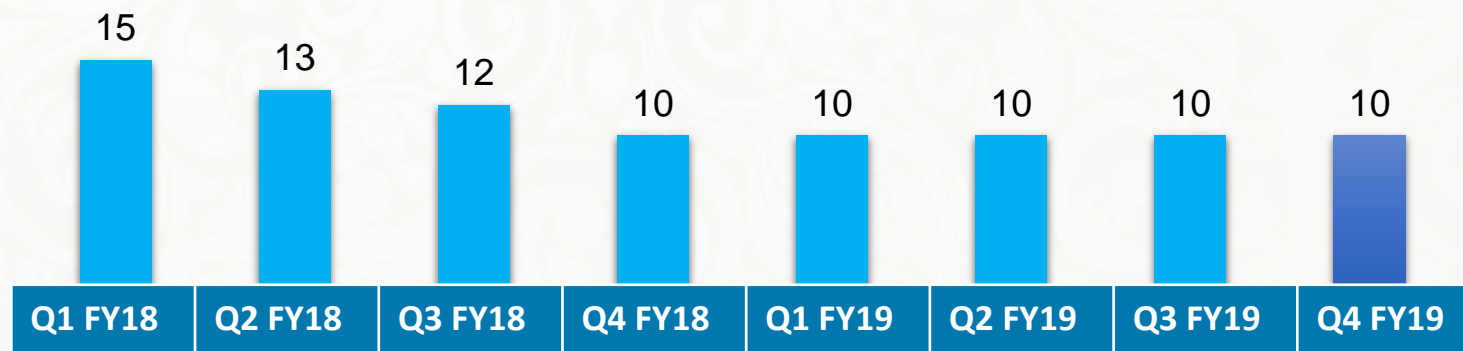


## NETWORK DATA



	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19
Restaurant at the beginning of the period	63	55	52	44	37	37	32	32
New Restaurants	1	2	1	1	1	0	0	0
Closed restaurants	9	5	9	8	1	5	0	1
Restaurants at the end of the period	55	52	44	37	37	32	32	31

### City/Town Coverage



# Standalone Financials



## RESULTS HIGHLIGHTS

Particulars (Rs. mn)	Q4 FY19	Q4 FY18	Growth%	FY19	FY18	Growth%
Revenue from operations (Net)	8,652	7,798	10.9%	35,307	29,804	18.5%
Other Income	151	127	18.8%	469	227	106.5%
<b>Total Income</b>	<b>8,803</b>	<b>7,926</b>	<b>11.1%</b>	<b>35,776</b>	<b>30,032</b>	<b>19.1%</b>
Raw Material & Provisions Consumed	2,071	2,004	3.3%	8,759	7,514	16.6%
Personnel Expenses	1,689	1,421	18.9%	6,725	6,041	11.3%
Rent Expense	875	857	2.1%	3,411	3,157	8.0%
Other Expenses	2,541	2,239	13.5%	10,335	8,628	19.8%
<b>Total Expenditure</b>	<b>7,176</b>	<b>6,521</b>	<b>10.1%</b>	<b>29,229</b>	<b>25,340</b>	<b>15.3%</b>
<b>EBITDA</b>	<b>1,476</b>	<b>1,278</b>	<b>15.5%</b>	<b>6,078</b>	<b>4,464</b>	<b>36.2%</b>
Margins	17.1%	16.4%		17.2%	15.0%	
<b>PBT</b>	<b>1,148 *</b>	<b>1,027</b>	<b>11.8%</b>	<b>4,945 *</b>	<b>3,132</b>	<b>57.9%</b>
Margins	13.3%	13.2%		14.0%	10.5%	
<b>PAT</b>	<b>739 *</b>	<b>681</b>	<b>8.6%</b>	<b>3,228 *</b>	<b>2,064</b>	<b>56.4%</b>
Margins	8.5%	8.7%		9.1%	6.9%	

FY19 Revenue growth of **18.5%** driven by:

- Strong momentum in Same Store Growth (SSG), which stood at **16.4%** in **Domino's Pizza** which was the **highest same store growth in the last seven years**.
- Greater contribution of online ordering to overall sales at 75% driven by All New Domino's App.
- Continued traction in volumes directed by initiatives towards Product Innovation and Value For Money. Every Day Value (EDV) proposition has been the biggest lever of growth

\* 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.



— ALL NEW —  
**DOMINO'S**





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."*

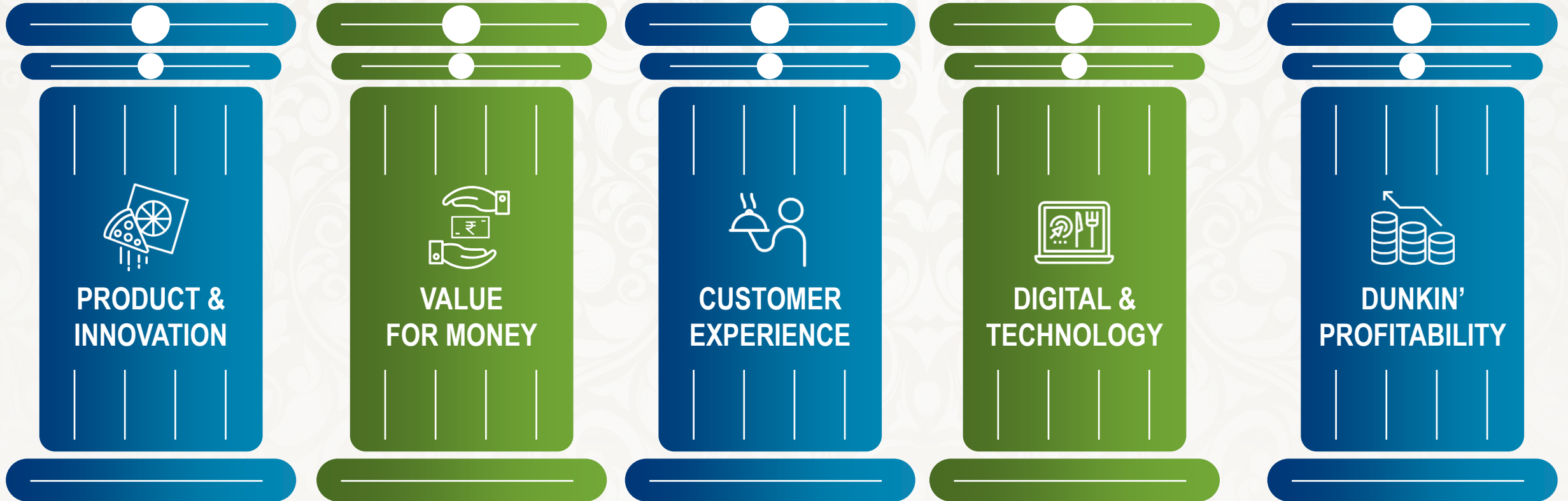


Commenting on the performance for Q4 & FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited** said,

*"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".*

## KEY FOCUS AREAS



**EFFICIENCY AND PRODUCTIVITY**





## 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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**Note:** Financial data for Q4 and FY19 in this presentation is derived from audited standalone IND-AS financial statements

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