

### Performance Snapshot – Q1 FY20

- Operating Revenues at Rs. 9,401 million, growth of 9.9%
- Domino's Same Store Sales Growth (SSG) at 4.1%, on a base of 25.9% in the same period of last year
- \*EBITDA at Rs. 2,191 million; EBITDA Margin at 23.3%
- \*\*Profit After Tax at Rs. 748 million; PAT Margin at 8.0%

Current quarter numbers are as per IND-AS 116. Consequently, operating lease expenses have changed from rent/other expenses to depreciation and amortization expenses and finance costs. The company has adopted Modified Retrospective Approach for transition to IND-AS 116 from 1st April 2019. This approach does not require restatement of comparative information.

\* EBITDA for Q1FY20 (without the impact of IND-AS 116) at Rs. 1,472 million higher by 3.6%; EBITDA Margin at 15.7%.

\*\* Profit After Tax for Q1FY20 (without the impact of IND-AS 116) at Rs 815 million higher by 9.2%; PAT Margin at 8.7%.

### Key Highlights – Q1 FY20

- Domino's Pizza – **26 Stores opened** and 4 Stores closed, Total store count at **1,249**.
- **All New Domino's App** saw a **record number of downloads** of 3.8mn during the quarter
- Kicked off the quarter with introduction of 10 new Cricket-themed Pizzas under '**World Pizza League**'
- **Hong's Kitchen:** Encouraging response from customers continues
- **Domino's Pizza Bangladesh** continues to do very well and ahead of plans

**Noida, July 24, 2019 – Jubilant FoodWorks Limited (JFL)** today reported its financial results for the quarter ended 30th June, 2019.

Operating Revenues for Q1 FY20 stood at Rs. 9401 million, a growth of 9.9% over Q1 FY19. This was driven by Same Store Sales Growth (SSG) of **4.1%** in Domino's Pizza, on a strong base of 25.9% last year. Like for Like Sales growth i.e. sales growth of stores that were not split since 1<sup>st</sup> April, 2018 came in higher at 5.8%.

EBITDA for Q1 FY20 stood at Rs. 2191 million, at 23.3% of revenue. Q1 saw a significant increase in advertising and promotional spends as also continued investments in technology.

Profit after tax in Q1 FY20 came in at Rs. 748 million, at 8.0% of revenue.

There were 26 new Domino's stores opened during the quarter, taking the total store count up to 1,249 across 276 cities.

Commenting on the performance for Q1 FY20, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said,**

*"We have started the year on an encouraging note. Domino's has been a very strong brand franchise and our strategic focus remains in brand building and innovation through high quality products, continued value for money, improved customer experience and an omnipresent network. Our recent launch in Bangladesh and our entry in Chinese food category through 'Hong's Kitchen' have received overwhelming response from our customers and should be long term growth drivers in the future."*

Commenting on the performance for Q1 FY20, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said,**

*"We are pleased with the first quarter's performance. Lapping one of our highest quarters ever from last year, we delivered near double-digit growth and strong EBITDA margins. Online sales continued to be strong and now contribute to 81% of delivery sales. Our mobile app saw record downloads during the quarter. We are excited by the opportunities that lie ahead and are confident that we have right strategy to drive sustainable growth and create value"*

## Store Matrix

Domino's Pizza		
Particulars	Q1 FY20	Q1 FY19
SSG*	4.1%	25.9%
Like-for-Like Growth**	5.8%	25.9%
Network data		
Restaurant at the beginning of the period	1,227	1,134
New Restaurants	26	13
Closed restaurants	4	3
Restaurants at the end of the period	<b>1,249</b>	<b>1,144</b>
Number of New Cities added	3	2
1,249 restaurants as of 30th June, 2019 across 276 cities		
3 new cities added in Q1 FY20 (Neemrana, Motihaari & Bilimora)		
Online data		
Particulars	Q1 FY20	Q1 FY19
OLO to Delivery Sales %	81%	65%
Mobile Ordering sales to OLO %	89%	83%
App Download Count cum. (in mn)	21.6	10.9

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

\*\* "Like-for-like" (LFL) Sales Growth refers to the year-over-year growth in sales for non-split restaurants opened before previous financial year

Dunkin' Donuts		
Network data		
Particulars	Q1 FY20	Q1 FY19
Restaurant at the beginning of the period	31	37
New Restaurants	0	1
Closed restaurants	1	1
Restaurants at the end of the period	<b>30</b>	<b>37</b>
Number of New Cities added	0	0
30 restaurants as of 30th June, 2019 across 10 cities		

- Note:
1. Figures have been rounded off for the purpose of reporting.
  2. All financial data in this presentation is derived from reviewed 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 1,249 Domino's Pizza restaurants across 276 cities (as of June 30, 2019). The Company has the exclusive rights to develop and operate Domino's Pizza brand in India, Sri Lanka, Bangladesh and Nepal. At present, it operates in India, and through its subsidiary companies in Sri Lanka and Bangladesh. The Company also has exclusive rights for developing and operating Dunkin' Donuts restaurants for India and has 30 Dunkin' Donuts restaurants across 10 cities in India (as of June 30, 2019). JFL has entered into the Chinese cuisine segment with its first owned restaurant brand, 'Hong's Kitchen' and has 1 Hong's Kitchen restaurant across 1 city in India (as of June 30, 2019).

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