

Noida, 15th June, 2021 – The Board of Directors of Jubilant Foodworks Limited today approved the financial results for the quarter and full year ended March, 2021.

Performance Highlights – Q4 FY21 vs. prior year

- Revenue from Operations at Rs. 10,259 million, up by 14.3%
- EBITDA at Rs. 2,492 million, increased by 47.0%; EBITDA margin at 24.3%, higher by 542 bps
- Profit After Tax stood at Rs. 1,043 million; Profit margin at 10.2%, up by 782 bps
- Opened 53 new stores including 50 new Domino's stores and 1 new store each for Hong's Kitchen, Ek dum! and Dunkin' Donuts
- Announced acquisition of 32.81% equity stake in DP Eurasia N.V., an exclusive master franchisee of Domino's Pizza in Turkey, Russia, Azerbaijan and Georgia
- Announced a landmark agreement to bring Popeyes® to India, Bangladesh, Nepal and Bhutan

Revenue from Operations in Q4 FY21 stood at Rs. 10,259 million, higher by 14.3% vs. prior year. This was driven by Domino's LFL Sales growth (adjusted for temporary restaurant closures) of 15.1% and SSG of 11.8%. Domino's witnessed continued momentum in Delivery and Takeaway channels which grew by 28.7% and 76.9% respectively.

EBITDA came in at Rs. 2,492 million in Q4 FY21, higher by 47.0% and EBITDA margin at 24.3%, an increase of 542 bps year-on-year. Profit After Tax at Rs. 1,043 million, grew by 395.5%. Profit margin at 10.2%, up by 782 bps year-on-year.

For the financial year 2020-21, Revenue from Operations stood at Rs. 32,689 million. EBITDA came in at Rs. 7,666 million at 23.5% of revenue, up by 88 bps year-on-year. Profit after Tax stood at Rs. 2,337 million at 7.1% of revenue.

As on March 31, 2021, the Company had liquid funds equivalents to Rs. 6,024 million in the form of Cash and Cash equivalents, bank deposits and investments.

The Board of Directors of the Company has recommended a dividend of Rs. 6 per equity share for the financial year ended 31st March 2021 (amounting to Rs. 791.8 million), subject to approval of shareholders at the Annual General Meeting.

Commenting on the performance for Q4 and FY21, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited said,**

"We are glad to have transitioned from recovery to growth phase and concluded the fiscal year on a positive note despite unique challenges posed by the global pandemic. Our relentless focus on driving customer experience, customer and employee safety, cost management and productivity, resulted in a strong operating performance in Q4. During the quarter, we acquired the master franchise rights for Popeyes® in India; we also announced our investment in DP Eurasia. As we celebrate our silver jubilee in the country, we are excited about the future and ready to seize the opportunities that lie ahead."

Commenting on the performance for Q4 and FY21, **Mr. Pratik Pota, CEO and Wholetime Director, Jubilant Foodworks Limited said,**

"I am pleased with our performance in Q4FY21 and FY21. We returned to growth during the quarter, opened a large number of new stores, improved our operating margins and expanded our portfolio of brands. The quarter rounded off a challenging year where we were tested like never before, and I could not be more proud of the way our teams rallied around to serve our customers and our communities and to deliver an outstanding performance during the year. We are confident that our sustained investments in Digital, Supply Chain, Brand building, Innovation and Portfolio expansion will continue to be a source of competitive advantage for us and help drive hyper-growth."

Store Matrix

Domino's Pizza				
Particulars	Q4 FY21	Q4 FY20	FY21	FY20
SSG*	11.8%	(3.4)%	(17.7)%	3.2%
Like-for-like Growth (Restaurants temporarily closed due to Covid-19 removed from respective months in last year)	15.1%	(2.3)%	(8.7)%	4.5%
Like-for-Like Growth**	13.7%	(2.3)%	(16.8)%	4.5%
Network				
Restaurant at the beginning of the period	1,314	1,325	1,335	1,227
New Restaurants	50	13	134	123
Closed restaurants	4	3	109	15
Restaurants at the end of the period	1,360	1,335	1,360	1,335
Number of New Cities added	8	Nil	20	9
1,360 restaurants as of 31 st March, 2021 across 293 cities				
Online data				
Particulars	Q4 FY21		Q4 FY20	
OLO to Delivery Sales %	98.2%		88.9%	
Mobile Ordering sales to OLO %	97.4%		96.1%	
App Download Count cum. (in mn)	57.3		33.1	

* "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				
Particulars	Q4 FY21	Q4 FY20	FY21	FY20
Restaurant at the beginning of the period	27	32	34	31
New Restaurants	1	2	4	4
Closed restaurants	4	0	14	1
Restaurants at the end of the period	24	34	24	34

New Brands – Hong's Kitchen and Ekdum!				
Network				
Particulars	Q4 FY21	Q4 FY20	FY21	FY20
Restaurant at the beginning of the period	10	2	4	1
New Restaurants	2	2	8	3
Closed restaurants	0	0	0	0
Restaurants at the end of the period	12	4	12	4

Note:

1. All financial data in this presentation is derived from audited standalone IND-AS financial statements
2. Figures have been rounded off for the purpose of reporting

About Jubilant Foodworks Limited*:

Jubilant Foodworks Limited (JFL/Company) is part of Jubilant Bhartia group and is India's largest foodservice Company. Its Domino's Pizza franchise extends across a network of 1,360 restaurants in 293 cities. 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 enjoys exclusive rights to develop and operate Dunkin' Donuts restaurants in India, has in operation 24 restaurants across 8 cities in India. JFL has ventured into Chinese cuisine segment with its first owned restaurant brand, 'Hong's Kitchen', which serves 2 cities with 8 restaurants in India. Recently, the Company has added Indian cuisine of biryani, kebabs, breads and more to the portfolio by launching Ekdum! which now has 4 restaurants in Gurugram. The Company has exclusive rights to develop and operate Popeyes® restaurants in India, Bangladesh, Nepal and Bhutan. In accordance with shifting consumption habits, the Company has forayed into the ready-to-cook segment with 'ChefBoss'.

Note: *Details updated as on March 31, 2021

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