

**Noida, 20<sup>th</sup> October, 2021** – Jubilant Foodworks Limited, India's largest Foodservice company, today announced results for the quarter ended 30<sup>th</sup> September, 2021.

Revenue from Operations came in at Rs. 11,007 million, an increase of 36.6% vs. last year. As compared to the pre-Covid period of Q2FY20, Domino's system sales grew by 11.6%. This was driven by continued strong momentum in Delivery and Takeaway channels as they grew by 36.8% and 72.2% vs. Q2FY20 respectively.

Q2FY22 EBITDA was Rs. 2,860 million, higher by 33.2% vs. last year with EBITDA margin being 26.0%. Profit After Tax was Rs. 1,215 million, higher by 58.0%, and Profit margin was 11.0%.

Q2FY22 also saw a record number of new stores, with 60 new stores opened during the quarter – 55 stores of Domino's, 2 stores each for Dunkin' and Hong's Kitchen and 1 store of Ekdum!.

The focus on Digital continued with 7.2 million App downloads during the quarter. There were several UI improvements and changes introduced on the App which helped improve the overall customer experience.

Sri Lanka and Bangladesh registered a system sales growth of 88.4% and 33.2% vs. last year respectively. Notably, in Sri Lanka, the Company achieved record sales in the quarter and also opened 3 new Domino's stores taking the store count to 31.

The Company also announced key strategic investments in line with its stated goal of building a multi-brand and multi-country food business powered by technology. A Reverse Bookbuild process was launched to enhance the Company's indirect shareholding in DP Eurasia N.V., the fifth largest master franchisee of Domino's Pizza. Additionally, JFL also initiated the process of enhancing its shareholding in Jubilant Golden Harvest Limited, Bangladesh to 90%, to strengthen its presence in the fast-growing and critical market of Bangladesh.

Commenting on the performance for Q2 FY22, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited said,**

*"Q2 FY22 saw a strong all-round performance with revenue, profitability and store growth numbers hitting record highs. The new investments announced during the quarter will help steer the company towards its goal of becoming a multi-brand, multi-country business driven by technology and will create significant value for all stakeholders."*

Commenting on the performance for Q2 FY22, **Mr. Pratik Pota, CEO and Wholetime Director, Jubilant Foodworks Limited said,**

*"We are pleased with our strong performance in Q2 FY22. Notwithstanding the operating challenges and inflationary headwinds, we delivered a robust topline growth, strong EBITDA margins and record new store openings. We are excited about the future and believe that we have the right strategy to lead growth in the exciting period that lies ahead."*

### Standalone Financial Highlights

Particulars (Rs. mn)	Q2 FY22	Q2 FY21	Growth
Revenue from Operations	11,007	8,055	36.6%
Gross Profit	8,613	6,346	35.7%
Gross Margins (%)	78.2%	78.8%	-
EBITDA	2,860	2,147	33.2%
EBITDA Margins (%)	26.0%	26.7%	-
PAT	1,215	769	58.0%
PAT Margins (%)	11.0%	9.5%	-

### Domino's Pizza India

Particulars	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21
SSG*	26.3%	(20.0)%	54.8%	(39.6)%
Like-for-Like Growth**	29.4%	(18.8)%	58.4%	(39.1)%
Network				
Restaurant at the beginning of the period	1,380	1,354	1,360	1,335
New Restaurants	55	10	75	34
Closed restaurants	0	100	0	105
Restaurants at the end of the period	<b>1,435</b>	<b>1,264</b>	<b>1,435</b>	<b>1,264</b>
Number of New Cities added	9	2	14	8
1,435 restaurants as of 30 <sup>th</sup> September, 2021 across 307 cities				
Online data				
Particulars	Q2 FY22		Q2 FY21	
OLO to Delivery Sales %	97.8%		98.5%	
Mobile Ordering sales to OLO %	97.2%		97.6%	
App Download Count cum. (in mn)	71.3		43.8	

\* "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'

Network				
Particulars	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21
Restaurant at the beginning of the period	27	30	24	34
New Restaurants	2	1	5	1
Closed restaurants	1	5	1	9
Restaurants at the end of the period	<b>28</b>	<b>26</b>	<b>28</b>	<b>26</b>

### Hong's Kitchen and Ek dum!

Network				
Particulars	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21
Restaurant at the beginning of the period	18	4	12	4
New Restaurants	3	1	9	1
Closed restaurants	0	0	0	0
Restaurants at the end of the period	<b>21</b>	<b>5</b>	<b>21</b>	<b>5</b>

Note:

1. All financial data in this presentation is derived from reviewed 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 1,435 restaurants in 307 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' restaurants in India, has in operation 28 restaurants across 8 cities in India. JFL has ventured into Chinese cuisine segment with its first owned restaurant brand, 'Hong's Kitchen', which now has 13 restaurants across 3 cities. Recently, the Company has added Indian cuisine of biryani, kebabs, breads and more to the portfolio by launching Ekdum! which now has 8 restaurants across 3 cities. 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 September 30, 2021

## Website:

[www.jubilantfoodworks.com](http://www.jubilantfoodworks.com), [www.dominos.co.in](http://www.dominos.co.in), <https://dunkinindia.com>, [www.hongskitchen.in](http://www.hongskitchen.in), <https://ekdum.co.in/>, [www.chefboss.com](http://www.chefboss.com)

## For further information please contact:

Ashish Goenka / Deepak Jajodia / Lakshya Sharma

E-mail: [ashish.goenka@jublfood.com](mailto:ashish.goenka@jublfood.com)  
[deepak.jajodia@jublfood.com](mailto:deepak.jajodia@jublfood.com)  
[lakshya.sharma@jublfood.com](mailto:lakshya.sharma@jublfood.com)

## Disclaimer

*Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Jubilant Foodworks Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*