

- 75 new Domino's stores opened – Highest ever by any Domino's Franchisee in any market in a quarter
  - Strong Domino's LFL growth of 7.5%, System growth of 12.9%
  - 8.2 mn Domino's app downloads - Highest for a quarter
- First restaurant for Popeyes - the iconic US chicken brand - opened in India recently

**Noida, 2<sup>nd</sup> February 2022** – Jubilant Foodworks Limited (NSE, BSE: JUBLFOOD), India's largest foodservice company, today announced its financial results for the third quarter ended December 31, 2021.

Revenue from Operations of Rs. 11,935 million increased 12.9% versus the prior year. The growth was driven by improved recovery in the Dine-in channel, well supported by a continued strong momentum in Delivery channel.

When compared to the pre-Covid period of Q3FY20, Domino's system sales recovered by 112.9%. This was attributed to recovery in Delivery and Takeaway channels by 128.0% and 148.2% respectively. Dine-in channel witnessed a healthy recovery at 71.7%.

EBITDA of Rs. 3,174 million increased 13.9% versus the prior year. Despite significant cost headwinds, the EBITDA margin at 26.6% expanded by 24 bps year-on-year. Profit After Tax of Rs. 1,373 million increased by 9.8% with a PAT margin of 11.5%.

The quarter also saw record new store openings with a landmark 75 new Domino's stores being opened. This is the highest ever number of new store openings by any franchisee in any quarter in any market. The Company forayed into 17 new cities during the quarter, it now reaches a total of 322 cities across India. The Company has also recently announced that it has hit the milestone of 1,500 Domino's stores in India and is confident of continuing its network expansion in the period ahead. The Company opened 1 new restaurant each for Dunkin' and Hong's Kitchen during the quarter.

The Company recently opened its first two Popeyes restaurants in Bengaluru, with one more scheduled to open shortly. The early customer response and feedback has been extremely encouraging. Chicken is one of the largest and fastest growing categories in India and is expected to grow rapidly in years to come. Popeyes is expected to become one of the key drivers of profitable growth for the Company in the coming years.

The Company's early, decisive and continuous investments in building digital strengths have helped it develop digital ordering as a key competency and a critical growth driver. The Domino's app downloads during the quarter was at record 8.2 million.

In Sri Lanka, the Company delivered a standout performance and registered its highest ever System Sales in a quarter with a system sales growth of 95.9%. In Bangladesh, system sales grew by 38.0%. The Company launched 1 new outlet each in Sri Lanka and Bangladesh.

The Company acquired 30.75% stake in Hashtag Loyalty Private Limited which operates an online food ordering platform - Thrive - for a consideration of Rs. 222.0 million. The Company, through its wholly owned subsidiary Jubilant Foodworks Netherlands B.V., further increased its equity stake in DP Eurasia N.V. to 40.29% through a combination of Reverse Bookbuild process and direct market purchases.

The Board of Directors have also approved and recommended for approval of shareholders, the sub-division of equity shares from face value of Rs. 10/- each to face value of Rs. 2/- each.

Commenting on the Q3FY22 performance, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited** said, *“We have delivered a strong, all-round Q3FY22 performance, along with a record expansion of the Domino’s store network. The Company continues to create benchmarks, surpass key milestones and we remain excited with the growth opportunity that lies ahead. We are also making disciplined strategic investments that will help us drive growth, strengthen capabilities and continue creating value for all our stakeholders.”*

Commenting on the Q3FY22 performance, **Mr. Pratik Pota, CEO and Wholetime Director, Jubilant Foodworks Limited** said, *“We are proud of our strong performance in Q3FY22. We delivered healthy revenue growth and strong profitability in the face of COVID induced restrictions and significant inflationary headwinds, while accelerating our network expansion. We made some important strategic investments during the quarter. The recent launch of Popeyes and our surpassing of 1500<sup>th</sup> Domino’s stores milestone in India underscores our confidence as we stay focused on driving sustainable, profitable growth in the business.”*

#### Standalone Financial Highlights

Particulars (Rs. mn)	Q3 FY22	Q3 FY21	% Change/ Basis points change
Revenue from Operations	11,935	10,572	12.9%
Gross Profit	9,262	8,278	11.9%
Gross Margins (%)	77.6%	78.3%	(70) bps
EBITDA	3,174	2,786	13.9%
EBITDA Margins (%)	26.6%	26.4%	24 bps
PAT	1,373	1,251	9.8%
PAT Margins (%)	11.5%	11.8%	(33) bps

#### Domino’s Pizza India

Particulars	Q3 FY22	Q3 FY21	9M FY22	9M FY21
Like-for-Like Growth(non-split stores)*	7.5%	(0.2)%	34.2%	(25.8)%
<b>Network</b>				
Restaurant at the beginning of the period	1,435	1,264	1,360	1,335
New Restaurants	75	50	150	84
Closed restaurants	15	0	15	105
Restaurants at the end of the period	<b>1,495</b>	<b>1,314</b>	<b>1,495</b>	<b>1,314</b>
Number of New Cities added	17	4	31	12
1,495 restaurants as of 31 <sup>st</sup> December, 2021 across 322 cities				
<b>Online data</b>				
Particulars	Q3 FY22	Q3 FY21		
OLO to Delivery Sales %	97.6%	98.2%		
Mobile Ordering sales to OLO %	97.4%	97.5%		
App Download Count cum. (in mn)	79.5	51.2		

\* “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	Q3 FY22	Q3 FY21	9M FY22	9M FY21
Restaurants at the beginning of the period	28	26	24	34
New Restaurants	1	2	6	3
Closed restaurants	0	1	1	10
Restaurants at the end of the period	<b>29</b>	<b>27</b>	<b>29</b>	<b>27</b>

Hong's Kitchen and Ek dum!				
Network				
Particulars	Q3 FY22	Q3 FY21	9M FY22	9M FY21
Restaurants at the beginning of the period	21	5	12	4
New Restaurants	1	5	10	6
Closed restaurants	0	0	0	0
Restaurants at the end of the period	<b>22</b>	<b>10</b>	<b>22</b>	<b>10</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 (NSE, BSE: JUBLFOOD) is India's largest foodservice company and is part of the Jubilant Bhartia group. Incorporated in 1995, JFL holds the exclusive master franchise rights from Domino's Pizza Inc. to develop and operate the Domino's Pizza brand in India, Sri Lanka, Bangladesh, and Nepal. In India, JFL has a strong and extensive network of 1,495 Domino's restaurants across 322 cities. In Sri Lanka, the Company operates through its 100% owned subsidiary which currently has 32 restaurants. In Bangladesh, the operation is through a joint venture which manages and operates 8 restaurants. JFL also enjoys exclusive rights to develop and operate Dunkin' restaurants in India and Popeyes® restaurants in India, Bangladesh, Nepal and Bhutan. JFL currently operates 29 Dunkin' restaurants across 8 Indian cities. The first Popeyes® restaurant was recently launched in Bengaluru, India.

In 2019, JFL launched its first owned-restaurant brand 'Hong's Kitchen' in the Chinese cuisine segment which already has 14 restaurants across 3 cities. In 2020, it launched Ek dum! another new owned-restaurant brand which serves Biryani category. Ek dum! has 8 restaurants across 3 cities. The company has recently forayed into the ready-to-cook segment with its 'ChefBoss' range of sauces, gravies and pastes.

Note: \*Store counts as on December 31, 2021

### Website:

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

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