



Q4 and FY 2021-22 Earnings Presentation

30th May 2022





- Revenue from Operations was Rs. 11,579 mn, higher by 12.9%
- Strong momentum in the Delivery channel continued
- Dine-in impacted by 3rd Covid wave in January, registered strong sequential recovery in the subsequent months



- Healthy margins sustained despite high inflationary headwinds
- EBITDA was Rs. 2,897 million, higher by 16.2%; EBITDA margin at 25.0%
- Profit After Tax was Rs. 1,161 million, higher by 11.3%; PAT margin at 10.0%



- Record opening of 80 new Domino's Pizza stores
- 4 new stores opening in Popeyes
- 1 new store opening in Dunkin', Hong's Kitchen and Ek dum!



- Domino's App installs continued to be strong at 7.7 mn
- OLO Contribution to Delivery Sales at 97.9%



- Increased shareholding in DP Eurasia N.V. to 42.70%#
- Acquired 100% stake in Bangladesh subsidiary
- Completed 35% equity stake acquisition on a fully diluted basis in Hashtag Loyalty Pvt. Ltd. (Thrive - an Online Food Ordering platform)

HIGHLIGHTS Q4 FY22*

Note: *vs. prior year

as on 29th May, 2022



DUNKIN'

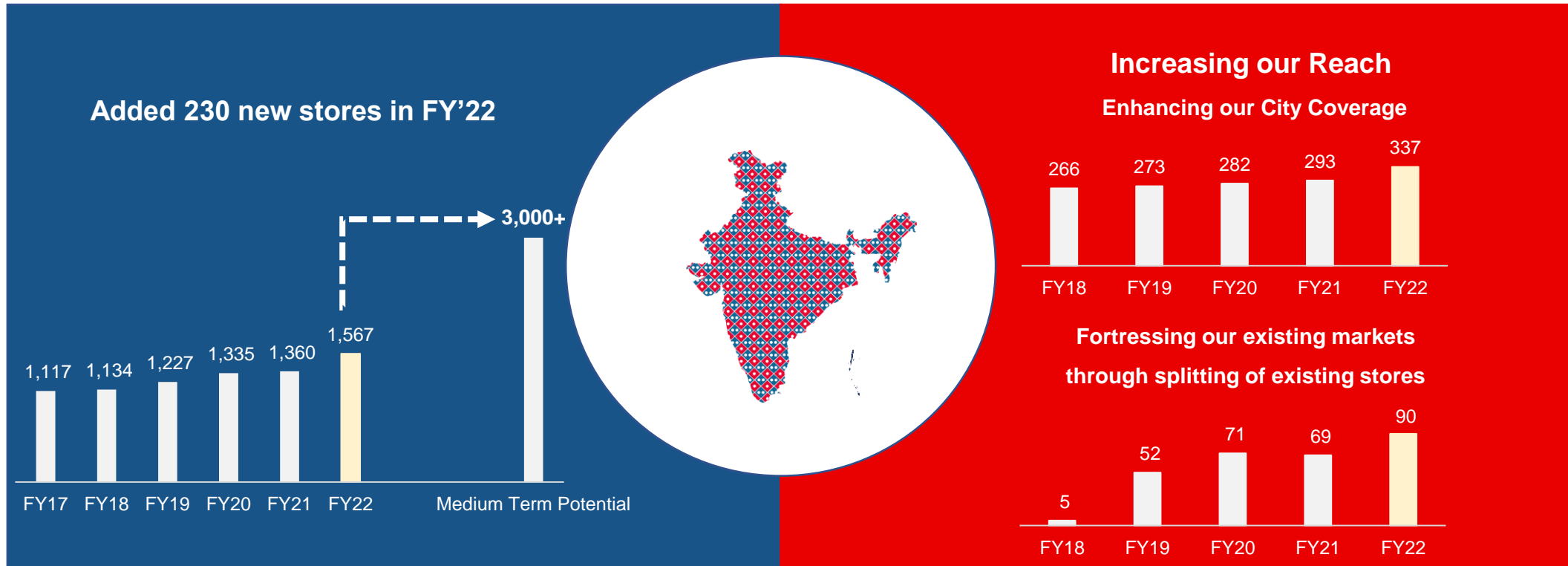


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Long-term Structural Trends to Drive Domino's India Network Growth

Significantly accelerated the pace of network expansion for Domino's in India



Key Enablers



Predictive Modelling and Data driven site selection approach



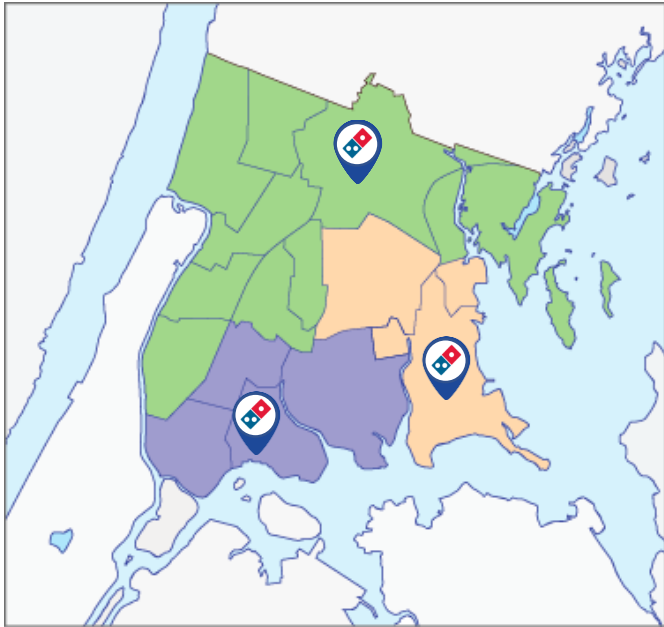
Strong execution capabilities



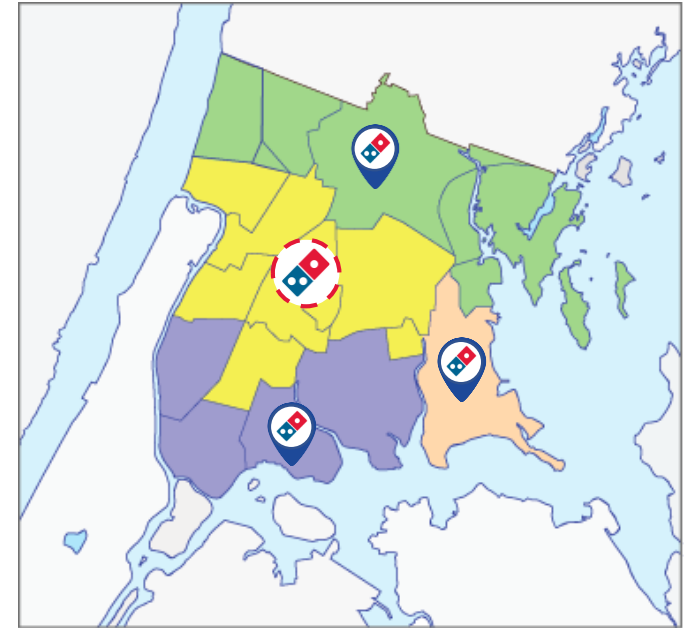
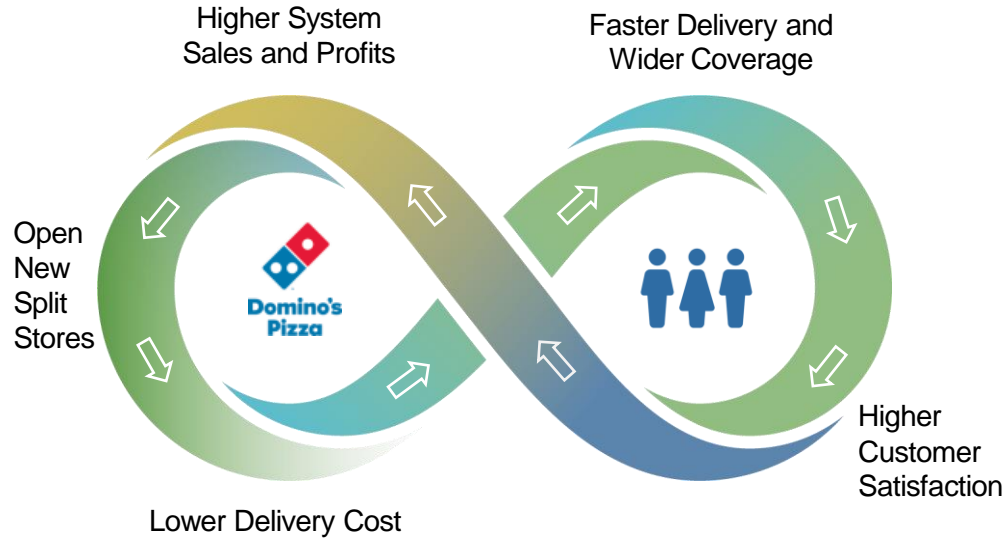
Continuous Performance Monitoring

Fortressing Strategy Helps Us Serve Customers Better


Fortressing strategy helps us create a virtuous cycle



Pre-split Delivery Service Area



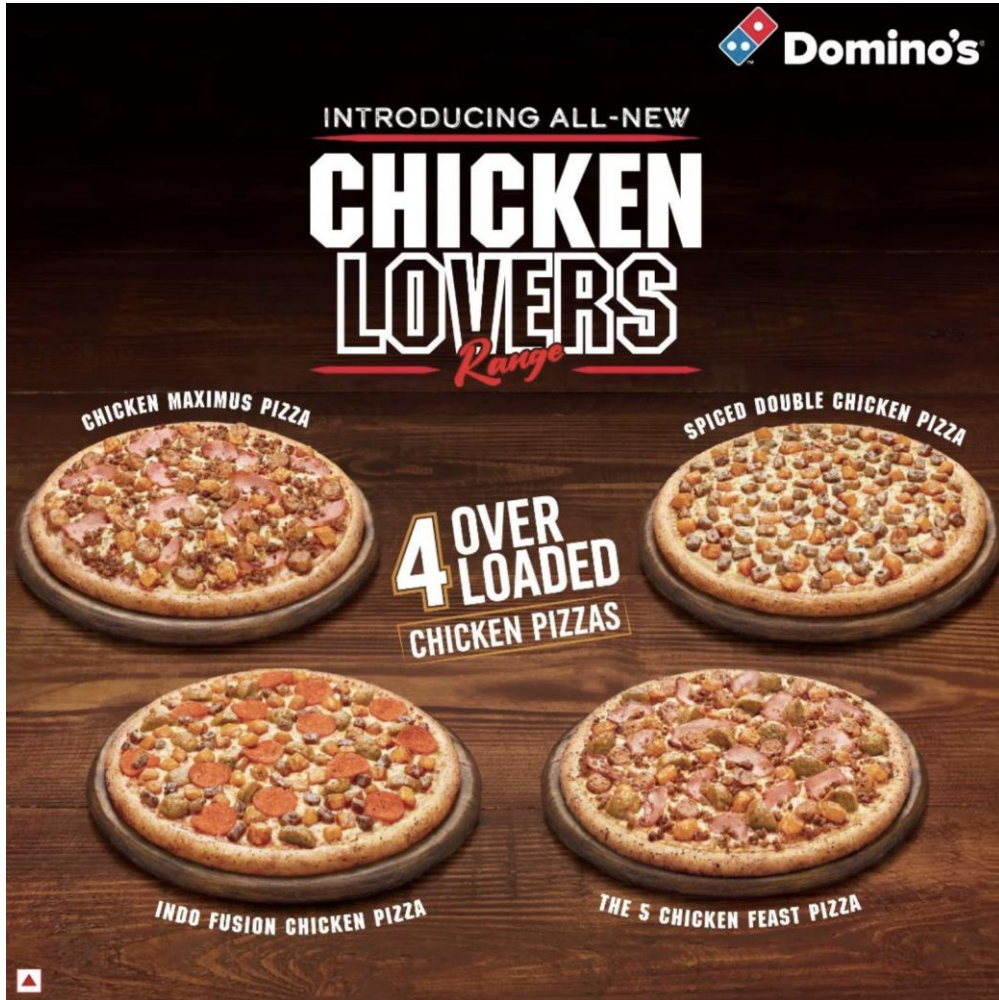
Post-split Delivery Service Area

 Proposed new split-store

   Delivery Service Area of Existing Stores

 Delivery Service Area of New Split Store

Product Innovation: Launched Chicken Lovers Range with Four Overloaded Chicken Pizzas



4 New Popeyes Restaurants Opened in Bengaluru

We are encouraged by the overwhelming response received in Bengaluru !



Results Trends

	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY 21	FY22
JFL System Revenue Growth	14.3%	131.1%	36.6%	12.9%	12.9%	(15.9)%	32.5%
Domino's LFL Growth* (%) (non-split stores)	13.7%	120.4%	29.4%	7.5%	5.8%	(16.8)%	26.4%
EBITDA Margin (%)	24.3%	24.1%	26.0%	26.6%	25.0%	23.5%	25.5%
PAT Margin (%)	10.2%	7.1%	11.0%	11.5%	10.0%	7.1%	10.1%

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



RESULTS TRENDS STANDALONE



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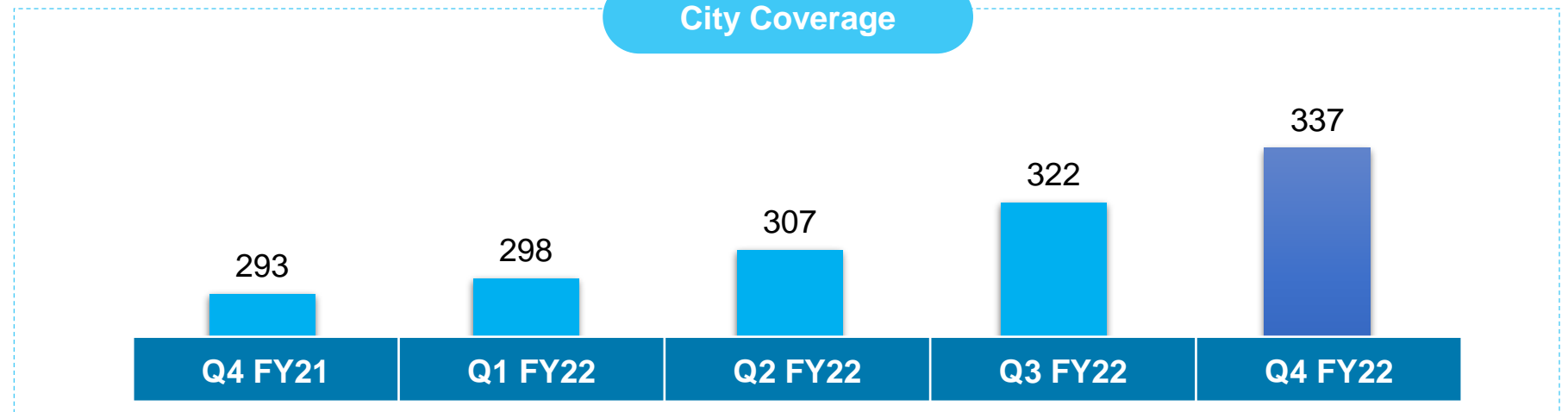
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Domino's Pizza India Network

	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Restaurants at the beginning of the period	1,314	1,360	1,380	1,435	1,495
New Restaurants	50	20	55	75	80
Closed restaurants	4	0	0	15	8
Restaurants at the end of the period	1,360	1,380	1,435	1,495	1,567

City Coverage



HIGHLIGHTS

DOMINO'S
PIZZA INDIA

RESTAURANT
NETWORK

Online Ordering (OLO)

	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Average OLO contribution to delivery sales	98.2%	98.9%	97.8%	97.6%	97.9%
Mobile Ordering sales contribution to overall OLO	97.4%	97.7%	97.2%	97.4%	97.4%
Quarterly app downloads	6.1 mn	6.8 mn	7.2 mn	8.2 mn	7.7 mn
Cumulative app downloads	57.3 mn	64.1 mn	71.3 mn	79.5 mn	87.2 mn

International Highlights

Domino's Sri Lanka (35 stores)



- Standout performance despite macroenvironment challenges
- Overall system sales growth in Q4: 80.6%
 - Delivery sales growth: 83.5%
 - Takeaway sales growth: 71.3%
- Opened 3 new store during the quarter
- Average OLO contribution to delivery sales(%):

Q3 FY22	Q4 FY22
63.7%	62.0%



INTERNATIONAL
OPERATIONS
Q4FY22*

Domino's Bangladesh (9 stores)



- Acquired 100% stake in Bangladesh subsidiary
- Overall system sales growth in Q4: 44.5%
 - Delivery sales growth: 84.6%
 - Takeaway sales growth: 27.2%
- Opened 1 new store during the quarter
- Average OLO contribution to delivery sales(%):

Q3 FY22	Q4 FY22
64.9%	67.2%

Note: *vs. prior year

The JFL Domino's Pizza Network



HIGHLIGHTS

DOMINO'S PIZZA

OVERALL RESTAURANT NETWORK#

	India	Sri Lanka and Bangladesh	DP Eurasia		Total
			Turkey, Azerbaijan and Georgia*	Russia*	
Restaurants at the end of the period	1,567	44	632	184	2,427

Note: *Data for DP Eurasia – JFL's Associate – is as on 30th April, 2022 and data for Jubilant Foodworks Limited and its subsidiaries is as on 31st March, 2022

#Domino's Pizza Restaurant network pertaining to Jubilant Foodworks Limited, its subsidiaries, associates and its sub-franchisees



Dunkin' Network

	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Restaurants at the beginning of the period	27	24	27	28	29
New Restaurants	1	3	2	1	1
Closed restaurants	4	0	1	0	2
Restaurants at the end of the period	24	27	28	29	28

Hong's Kitchen and Ekdum! Network

	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Restaurants at the beginning of the period	10	12	18	21	22
New Restaurants	2	6	3	1	2
Closed restaurants	0	0	0	0	0
Restaurants at the end of the period	12	18	21	22	24



HIGHLIGHTS

EMERGING
BUSINESS
UNITS

RESTAURANT
NETWORK



MANAGEMENT VIEWS



Commenting on the Q4FY22 and FY22 performance, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited said,**

“This has been a momentous year for the Company on two accounts. A series of timely, strategic investments in strengthening digital ecosystem for delivery and setting up an integrated supply chain network has helped Company register record revenue, profitability and store growth numbers even in the face of adversity and inflationary challenges. This in turn has enabled us to foray in new categories and make strategic investments which will continue to create significant future value for all stakeholders.”



Commenting on the Q4FY22 and FY22 performance, **Mr. Pratik Pota, CEO and Wholetime Director, Jubilant Foodworks Limited said,**

“Today, our results reinforce our conviction that a vast array of actions we have undertaken over past quarters has helped us strike a remarkable balance of strong top-line growth, bottom-line growth, cash generation, and record network expansion. JFL is a profoundly different, much stronger and more profitable company poised to lead while transitioning to become a multi-brand, multi-country foodtech powerhouse.”



DUNKIN'



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Quarterly Standalone Financials

Particulars (Rs. mn)	Q4 FY22	Q4 FY21	% Change
Revenue from operations	11,579	10,259	12.9%
Other Income	124	110	13.0%
Total Income	11,703	10,368	12.9%
Raw Material and Beverage Cost	2,674	2,311	15.7%
Gross Profit	8,905	7,947	12.1%
<i>Margins¹</i>	76.9%	77.5%	
Personnel Expenses	1,992	1,997	-0.2%
Manufacturing and Other Expenses	4,016	3,458	16.1%
Total Expenditure	8,682	7,767	11.8%
EBITDA	2,897	2,492	16.2%
<i>Margins¹</i>	25.0%	24.3%	
Interest Cost	450	370	21.6%
Depreciation	1,031	858	20.1%
Exceptional Items	4	0	n.a
PBT	1,536	1,373	11.8%
<i>Margins¹</i>	13.3%	13.4%	
Tax	374	330	13.4%
PAT	1,161	1,043	11.3%
<i>Margins¹</i>	10.0%	10.2%	

Note:

- Margins are computed using revenue from operations



RESULTS HIGHLIGHTS



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Quarterly Consolidated Financials

Particulars (Rs. mn)	Q4 FY22	Q4 FY21	% Change
Revenue from operations	11,760	10,379	13.3%
Other Income	126	129	-2.2%
Total Income	11,886	10,508	13.1%
Raw Material and Beverage Cost	2,720	2,343	16.1%
Gross Profit	9,040	8,036	12.5%
<i>Margins¹</i>	76.9%	77.4%	
Personnel Expenses	2,039	2,027	0.6%
Manufacturing and Other Expenses	4,103	3,504	17.1%
Total Expenditure	8,862	7,873	12.6%
EBITDA	2,898	2,506	15.7%
<i>Margins¹</i>	24.6%	24.1%	
Interest Cost	461	375	22.7%
Depreciation	1,060	879	20.7%
Share of Profit in Associate	-163	0	n.a
Exceptional Items	4	0	n.a
PBT	1,337	1,381	-3.2%
<i>Margins¹</i>	11.4%	13.3%	
Tax	377	328	14.9%
PAT	960	1,053	-8.8%
<i>Margins¹</i>	8.2%	10.1%	

Note:

1. Margins are computed using revenue from operations



RESULTS HIGHLIGHTS



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Yearly Standalone Financials

Particulars (Rs. mn)	FY22	FY21	% Change
Revenue from operations	43,311	32,689	32.5%
Other Income	407	704	-42.2%
Total Income	43,718	33,392	30.9%
Raw Material and Beverage Cost	9,742	7,150	36.3%
Gross Profit	33,569	25,539	31.4%
<i>Margins¹</i>	<i>77.5%</i>	<i>78.1%</i>	
Personnel Expenses	7,514	7,357	2.1%
Manufacturing and Other Expenses	15,009	10,516	42.7%
Total Expenditure	32,265	25,023	28.9%
EBITDA	11,046	7,666	44.1%
<i>Margins¹</i>	<i>25.5%</i>	<i>23.5%</i>	
Interest Cost	1,730	1,606	7.7%
Depreciation	3,830	3,672	4.3%
Exceptional Items	73	0	n.a
PBT	5,820	3,091	88.3%
<i>Margins¹</i>	<i>13.4%</i>	<i>9.5%</i>	
Tax	1,444	754	91.5%
PAT	4,375	2,337	87.2%
<i>Margins¹</i>	<i>10.1%</i>	<i>7.1%</i>	

Note:

- Margins are computed using revenue from operations



RESULTS HIGHLIGHTS



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Yearly Consolidated Financials

Particulars (Rs. mn)	FY22	FY21	% Change
Revenue from operations	43,961	33,119	32.7%
Other Income	414	731	-43.4%
Total Income	44,375	33,849	31.1%
Raw Material and Beverage Cost	9,899	7,262	36.3%
Gross Profit	34,062	25,856	31.7%
<i>Margins¹</i>	<i>77.5%</i>	<i>78.1%</i>	
Personnel Expenses	7,684	7,469	2.9%
Manufacturing and Other Expenses	15,291	10,676	43.2%
Total Expenditure	32,873	25,407	29.4%
EBITDA	11,088	7,712	43.8%
<i>Margins¹</i>	<i>25.2%</i>	<i>23.3%</i>	
Interest Cost	1,761	1,627	8.2%
Depreciation	3,931	3,754	4.7%
Share of Profit in Associate	-104	0	n.a
Exceptional Items	73	0	n.a
PBT	5,633	3,062	84.0%
<i>Margins¹</i>	<i>12.8%</i>	<i>9.2%</i>	
Tax	1,452	757	91.9%
PAT	4,181	2,305	81.4%
<i>Margins¹</i>	<i>9.5%</i>	<i>7.0%</i>	

Note:

1. Margins are computed using revenue from operations



RESULTS HIGHLIGHTS



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KEY FOCUS AREAS

Journey To A Food Tech Powerhouse



Dominant Domino's



Innovation and Value Focus



Grow International



Digital and Data Strengths



Build New Brand Portfolio

Process

Productivity

Partnerships

Capability and Culture



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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 1,567 Domino's restaurants across 337 cities. In Sri Lanka and Bangladesh, the Company operates through its 100% owned subsidiary which currently has 35 and 9 restaurants respectively. 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 28 Dunkin' restaurants across 8 Indian cities and 4 Popeyes restaurants in Bengaluru.

In 2019, JFL launched its first owned-restaurant brand 'Hong's Kitchen' in the Chinese cuisine segment which now has 15 restaurants across 4 cities. In 2020, it launched Ekdum! another new owned-restaurant brand which serves Biryani category. Ekdum! has 9 restaurants across 3 cities. The Company has also forayed into the ready-to-cook segment with its 'ChefBoss' range of sauces, gravies and pastes.

Website:

www.jubilantfoodworks.com, www.dominos.co.in, <https://dunkinindia.com>, <https://hongskitchen.in/>, <https://ekdum.co.in/>, www.popeyes.in, www.chefboss.com

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- Note: 1. All financial data in this presentation is derived from audited standalone IND-AS financial statements
 2. Due to rounding-off, the financial figures may not recalculate exactly

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. JFL 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



ABOUT JUBILANT FOODWORKS LIMITED*