



Q1 FY 2022-23

Earnings Presentation

28th July 2022



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HIGHLIGHTS Q1 FY23*



- Revenue from Operations was Rs. 12,403 mn, higher by 41.1% year-on-year and 7.1% sequentially
- Revenue growth was driven by Like-for-Like growth of 28.3%
- Strong sequential growth in Dine-in and Takeaway channel while momentum continued in Delivery channel



- Delivered healthy profitability against the backdrop of significant rise in input costs
- EBITDA was Rs. 3,045 million, higher by 44.0%; EBITDA margin at 24.6%
- Profit After Tax was Rs. 1,010 million, higher by 61.4%; PAT margin at 8.1%^
- PAT(bei*) margin at 10.3% after excluding non-cash impairment charge



- 58 new store openings in Domino's Pizza
- 2 new store openings each in Popeyes and Hong's Kitchen



- Domino's App installs continued to be strong at 8.2 mn
- OLO Contribution to Delivery Sales at 97.7%



- Launched a first-ever Loyalty Program - Domino's Cheesy Rewards
- Launched Paratha Pizza Range - an exciting fusion of Paratha and Pizza, crafted for discerning Indian taste buds

Note: *vs. prior year

bei* - before exceptional item

^This includes an exceptional item of a non-cash impairment charge of Rs 266 million on investment in Sri Lanka Subsidiary



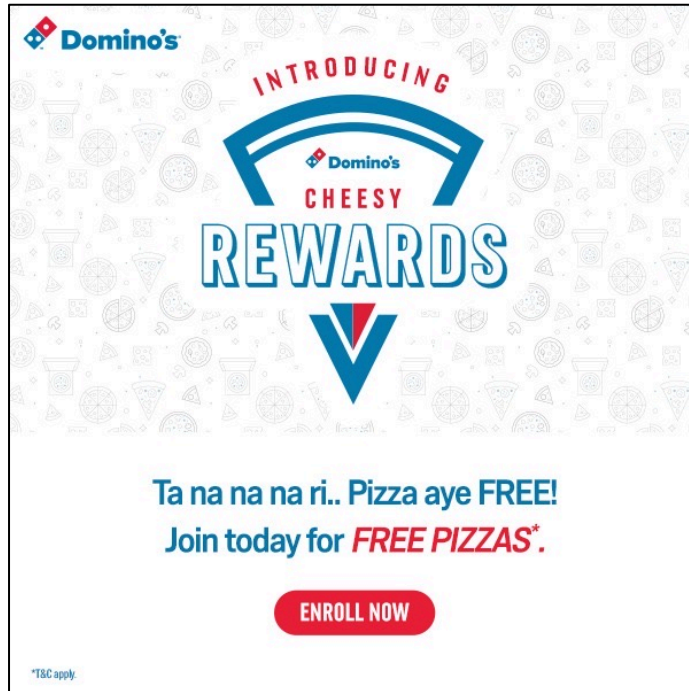
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Launched a first-ever Loyalty Program - Domino's Cheesy Rewards



Simple Construct:

- Earn 100 points for every eligible order
- Get a free pizza on accumulation of 600 points

Free For All, More Value to All:

- The loyalty points are awarded over and above the other prevailing offers

The program is aimed at:

- Driving frequency of existing customers
- Welcoming new customers to our assets

Product Innovation: Launched Paratha Pizza Range



[Domino's Paratha Pizza Commercial Link](#)

Results Trends

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
JFL System Revenue Growth	131.1%	36.6%	12.9%	12.9%	41.1%
Domino's LFL Growth* (%) (non-split stores)	120.4%	29.4%	7.5%	5.8%	28.3%
EBITDA Margin (%)	24.1%	26.0%	26.6%	25.0%	24.6%
PAT Margin (%)	7.1%	11.0%	11.5%	10.0%	8.1%^

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

^This includes an exceptional item of a non-cash impairment charge of Rs 266 million on investment in the Sri Lanka subsidiary



RESULTS TRENDS STANDALONE



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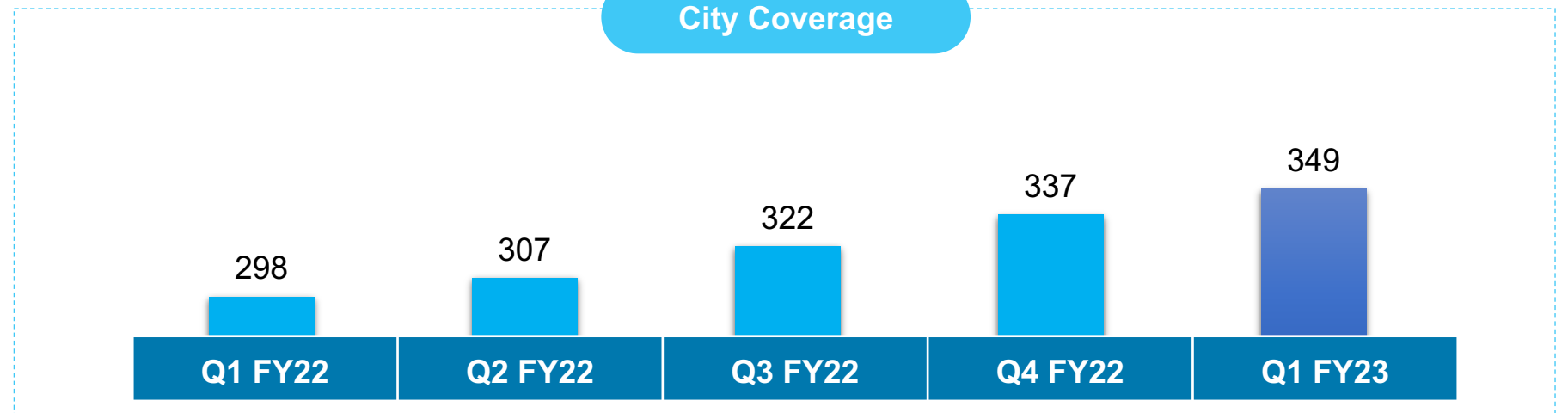
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Domino's Pizza India Network

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Restaurants at the beginning of the period	1,360	1,380	1,435	1,495	1,567
New Restaurants	20	55	75	80	58
Closed restaurants	0	0	15	8	0
Restaurants at the end of the period	1,380	1,435	1,495	1,567	1,625

City Coverage



HIGHLIGHTS

DOMINO'S
PIZZA INDIA

RESTAURANT
NETWORK

Online Ordering (OLO)

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Average OLO contribution to delivery sales	98.9%	97.8%	97.6%	97.9%	97.7%
Mobile Ordering sales contribution to overall OLO	97.7%	97.2%	97.4%	97.4%	98.2%
Quarterly app downloads	6.8 mn	7.2 mn	8.2 mn	7.7 mn	8.2 mn

International Highlights

Domino's Sri Lanka

(36 stores)



- Registered strong growth despite inflationary and political headwinds
- Overall system sales growth in Q1: 83%
 - Delivery sales growth: 35%
- Opened 1 new store during the quarter
- Average OLO contribution to delivery sales(%):

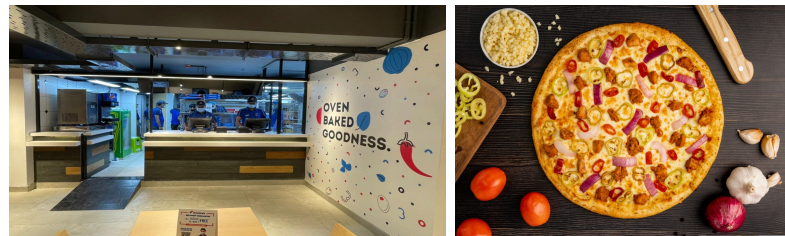
Q1 FY22	Q1 FY23
51%	66%



INTERNATIONAL
OPERATIONS
Q1FY23*

Domino's Bangladesh

(10 stores)

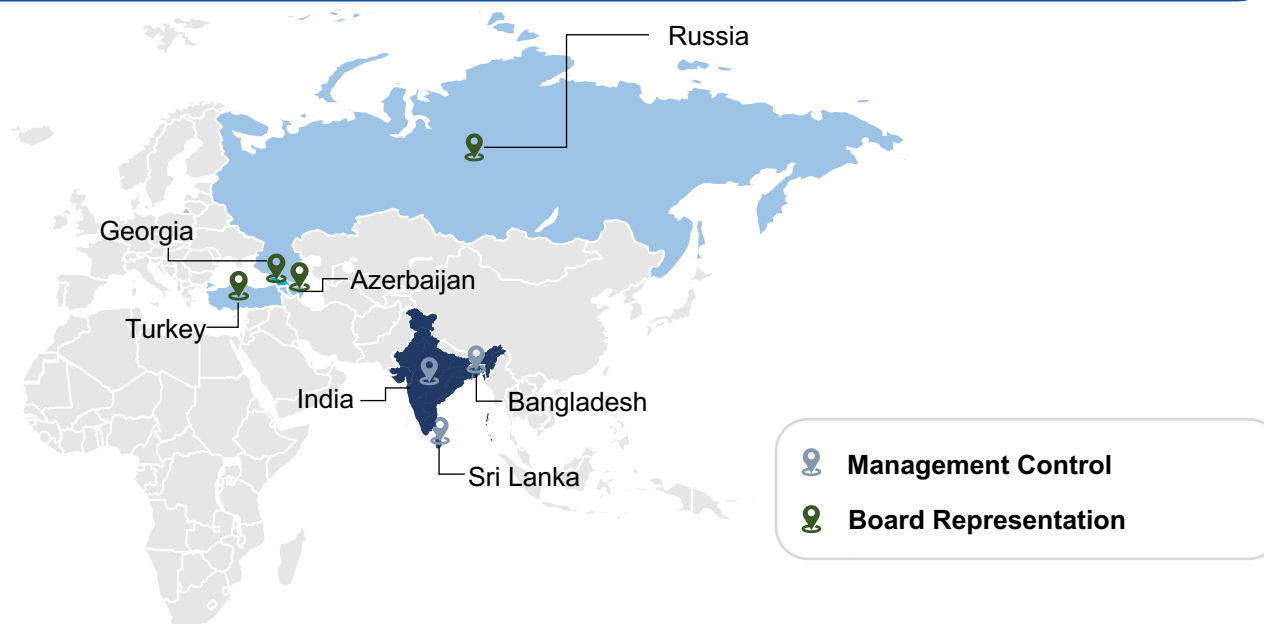


- Overall system sales growth in Q1: 49%
 - Delivery sales growth: 26%
 - Takeaway sales growth: 11%
- Opened 1 new store during the quarter
- Average OLO contribution to delivery sales(%):

Q1 FY22	Q1 FY23
68%	72%

Note: *vs. prior year

The JFL Network



Restaurants at the end of June 30, 2022	India	Sri Lanka and Bangladesh	DP Eurasia		Total
			Turkey, Azerbaijan and Georgia	Russia	
Domino's Pizza	1,625	46	643	184	2,498
Other Brands	51	-	15	-	66
All Brands	1,676	46	658	184	2,564

Note: #Overall Restaurant network pertaining to Jubilant FoodWorks Limited, its subsidiaries, associates and its sub-franchisees



HIGHLIGHTS

ALL BRANDS

OVERALL RESTAURANT NETWORK#

Dunkin' Network

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Restaurants at the beginning of the period	24	27	28	29	28
New Restaurants	3	2	1	1	0
Closed restaurants	0	1	0	2	3
Restaurants at the end of the period	27	28	29	28	25

Hong's Kitchen and Ekdum! Network

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Restaurants at the beginning of the period	12	18	21	22	24
New Restaurants	6	3	1	2	2
Closed restaurants	0	0	0	0	6
Restaurants at the end of the period	18	21	22	24	20



HIGHLIGHTS

EMERGING
BUSINESS
UNITS

RESTAURANT
NETWORK

Note: The Company opened 2 new stores for Popeyes during the quarter taking the total number of stores to 6 in Bengaluru



MANAGEMENT VIEWS



Commenting on the Q1FY23 performance, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited** said,

“This quarter’s record results were driven by strong demand, a marked resurgence in dine-in consumption and disciplined cost management in the wake of a high inflationary environment. With the launch of our much-awaited loyalty program, we have addressed key whitespace in our brand offering. We believe this program will be a significant driver of growth and frequency for us while offering superior value to our customers.”



Commenting on the Q1FY23 performance, **Mr. Ashish Goenka, EVP and CFO, Jubilant Foodworks Limited** said,

“We are off to a strong start in the fiscal year 2022-23 with record revenue, robust earnings and the launch of guest-centric innovations in our first quarter. The Dine-in and Takeaway channel registered a solid sequential growth while momentum continued in the delivery channel. We are excited by the opportunities ahead and believe we have the right strategy to navigate the challenging cost environment.”



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Quarterly Standalone Financials

Particulars (Rs. mn)	Q1 FY23	Q1 FY22	% Change
Revenue from operations	12,403	8,790	41.1%
Other Income	106	80	31.9%
Total Income	12,509	8,870	41.0%
Raw Material and Beverage Cost	2,888	2,002	44.3%
Gross Profit	9,514	6,788	40.2%
<i>Margins¹</i>	76.7%	77.2%	
Personnel Expenses	2,041	1,650	23.7%
Manufacturing and Other Expenses	4,428	3,023	46.5%
Total Expenditure	9,357	6,675	40.2%
EBITDA	3,045	2,115	44.0%
<i>Margins¹</i>	24.6%	24.1%	
Interest Cost	459	418	9.9%
Depreciation	1,050	890	18.0%
PBT (before exceptional items)	1,642	887	85.0%
Exceptional Items ²	266	56	377.0%
PBT	1,375	831	65.4%
<i>Margins¹</i>	11.1%	9.5%	
Tax	366	206	77.6%
PAT	1,010	626	61.4%
<i>Margins¹</i>	8.1%	7.1%	

Note:

- Margins are computed using revenue from operations
- The Company has investment in its wholly owned subsidiary viz Jubilant FoodWorks Lanka Private Limited having operations in Sri Lanka. Considering significant changes in economic environment of Sri Lanka resulting into rising inflation, depletion of forex reserves, depreciation of currency, and other economic and political uncertainties, the management has recorded (non-cash) impairment charge of Rs. 266.4 mn in current quarter which is shown under exceptional items. Exceptional items in previous year quarter includes costs incurred by the Company to supports its employees, associates and their dependents during Covid-19 pandemic.



RESULTS HIGHLIGHTS



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Quarterly Consolidated Financials

Particulars (Rs. mn)	Q1 FY23	Q1 FY22	% Change
Revenue from operations	12,551	8,932	40.5%
Other Income	107	82	30.5%
Total Income	12,658	9,014	40.4%
Raw Material and Beverage Cost	2,927	2,043	43.3%
Gross Profit	9,624	6,889	39.7%
<i>Margins¹</i>	<i>76.7%</i>	<i>77.1%</i>	
Personnel Expenses	2,082	1,688	23.4%
Manufacturing and Other Expenses	4,500	3,079	46.2%
Total Expenditure	9,510	6,809	39.7%
EBITDA	3,041	2,123	43.3%
<i>Margins¹</i>	<i>24.2%</i>	<i>23.8%</i>	
Interest Cost	469	424	10.6%
Depreciation	1,071	913	17.4%
PBT (before associate and exceptional items)	1,608	868	85.2%
Share of Profit/(Loss) in Associate	(115)	86	n.a
Exceptional Items	0	56	n.a
PBT	1,494	898	66.3%
<i>Margins¹</i>	<i>11.9%</i>	<i>10.1%</i>	
Tax	368	208	77.1%
PAT	1,126	691	63.0%
<i>Margins¹</i>	<i>9.0%</i>	<i>7.7%</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



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 1,625 Domino's restaurants across 349 cities. In Sri Lanka and Bangladesh, the Company operates through its 100% owned subsidiary which currently has 36 and 10 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 25 Dunkin' restaurants across 8 Indian cities and 6 Popeyes restaurants in Bengaluru.

In 2019, JFL launched its first owned-restaurant brand Hong's Kitchen in the Chinese cuisine segment which now has 14 restaurants across 4 cities. In 2020, it launched Ekdum! another new owned-restaurant brand which serves Biryani category. Ekdum! has 6 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

For further information please contact:

Ashish Goenka / Deepak Jajodia / Lakshya Sharma

E-mail: ashish.goenka@jublfood.com
deepak.jajodia@jublfood.com
lakshya.sharma@jublfood.com

- Note: 1. All financial data in this presentation is derived from reviewed 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*