

Jubilant FoodWorks Limited

Press Release - Financial Results for Q1FY24



- Revenue up by 5.6%; EBITDA margin at 21.1%; PAT margin at 5.7%
- Domino's Cheesy Rewards membership base reaches 16.8 million with 48% Order Contribution in June '23
 - Domino's quarterly App downloads at 10.0 mn reaches new all-time high
 - Opened 30 new stores in India, total store count reached 1,891
- Opened four new Popeyes restaurant and entered two new cities – Manipal and Coimbatore

Bengaluru, 25th July 2023 – Jubilant FoodWorks Limited(NSE, BSE: JUBLFOOD), India's largest foodservice company, today announced its financial results for the quarter ended June 30, 2023.

Revenue from Operations of Rs. 13,097 million increased 5.6% versus the prior year. The growth was driven by Domino's Delivery channel sales which increased by 8.4%. The ADS of mature stores, came in at Rs. 81,049, up by 2.7% sequentially. The Domino's LFL came in at -1.3%.

In a challenging inflationary environment with key input costs holding firm, the Company was able to expand its operating margins sequentially on account of higher productivity led-cost optimization initiatives. EBITDA came in at Rs. 2,764 million and EBITDA margin was 21.1%, higher by 97 bps sequentially. Profit After Tax came in at Rs. 752 million and PAT margin was 5.7%, higher by 195 bps sequentially.

The Company opened 30 new stores in India, resulting in a network of 1,891 stores across all brands. With the addition of 23 new stores and entry in one new city, Domino's India expanded its network strength to 1,838 stores across 394 cities. The Company opened four new restaurant for Popeyes and entered two new cities – Manipal and Coimbatore - taking the network tally to 17 restaurants across four cities. In Hong's Kitchen, two new stores enhanced the network to 15 stores across three cities. In Dunkin', one new coffee-first store was opened. 9 out of 21 Dunkin' stores are now as per the brand's new Coffee-first identity.

During the quarter, the Company introduced all new Domino's Red Hot Spicy Pizza range comprising of four pizzas starting at an attractive price point of Rs. 179.

The enrolment to loyalty program – Domino's Cheesy Rewards – grew by 23.5% versus the prior quarter to 16.8 million and the loyalty order contribution reached 48% in June 2023. Consumer engagement remain elevated with all time-high quarterly app downloads at 10.0 million, up by 22.0% and MAU(App) came in at 10.3 million.

In Sri Lanka, the system sales growth was 13.1% and the Company opened two new stores taking the network strength to 50 stores. The Company introduced Domino's Roasties – stuffed roasted bread with the delightful local Sri Lankan twist. In Bangladesh, system sales grew by 69.6% and the network expanded to 20 stores. The Company introduced Choco Breadstick.

Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented,

"Our performance reflects our continuation of the strategic direction we have opted for in the current inflationary environment. We continue to bolster our value proposition further, look inwards to improvise our systems and processes while expanding margins and finally continue to make investments further to strengthen our unique competitive advantages in operations and technology."

Mr. Sameer Khetarpal, CEO and MD, Jubilant FoodWorks Limited commented, “Our strategy of customer first and technology forward has started to yield positive results. ADS for mature stores grew by 2.7% sequentially, decline in ticket size was arrested, app-installs, loyalty enrolments reached a new peak, and we executed efficiently to expand EBITDA margin by 97 bps versus the previous quarter. I remain confident in our strategies and the organization's ability to overcome the slower growth phase and emerge stronger out of it.”

Standalone Financial Highlights					
Particulars (Rs. mn)	Q1 FY24	Q1 FY23	%/bps change	Q4 FY23	%/bps change
Revenue from Operations	13,097	12,403	5.6%	12,523	4.6%
Gross Profit	9,956	9,514	4.6%	9,426	5.6%
Gross Margin (%)	76.0%	76.7%	(69) bps	75.3%	75 bps
EBITDA	2,764	3,045	(9.2)%	2,522	9.6%
EBITDA Margin (%)	21.1%	24.6%	(345) bps	20.1%	97 bps
PAT	752	1,010	(25.5) %	475	58.2%
PAT Margin (%)	5.7%	8.1%	(240) bps	3.8%	195 bps

Domino's Pizza India		
Particulars	Q1 FY24	Q1 FY23
Like-for-Like Growth(non-split stores)*	(1.3)%	28.3%
Network		
Restaurant at the beginning of the period	1,816	1,567
New Restaurants	23	58
Closed restaurants	1	0
Restaurants at the end of the period	1,838	1,625
Number of New Cities added	1	12
1,838 restaurants as of 30 th June, 2023 across 394 cities		
Online data		
Particulars	Q1 FY24	Q1 FY23
OLO to Delivery Sales %	98.1%	97.7%
Mobile Ordering sales to OLO %	98.2%	98.2%
Quarterly app downloads in mn	10.0	8.2
MAU in mn	10.3	10.0

* “Like-for-like” (LFL) Sales Growth refers to the year-over-year growth in sales for non-split restaurants opened before previous financial year
MAU: Defined as unique user who opens Domino's India app on android or iOS in a month
ADS: Average Daily sales per store

Popeyes Network		
Particulars	Q1 FY24	Q1 FY23
Restaurants at the beginning of the period	13	4
New Restaurants	4	2
Closed restaurants	0	0
Restaurants at the end of the period	17	6

Dunkin' Network		
Particulars	Q1 FY24	Q1 FY23
Restaurants at the beginning of the period	21	28
New Restaurants	1	0
Closed restaurants	1	3
Restaurants at the end of the period	21	25

Hong's Kitchen! Network		
Particulars	Q1 FY24	Q1 FY23
Restaurants at the beginning of the period	13	15
New Restaurants	2	2
Closed restaurants	0	3
Restaurants at the end of the period	15	14

Notes:

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
3. Dine-in channel refers to combined channel output for Dine-in, Takeaway and Drive-N-Pick

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

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, the Company 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, it has a strong and extensive network of 1,838 Domino's stores across 394 cities. In Sri Lanka and Bangladesh, the Company operates through its wholly-owned subsidiaries which currently has 50 and 20 stores respectively. Jubilant FoodWorks also enjoys exclusive rights to develop and operate Dunkin' restaurants in India and Popeyes restaurants in India, Bangladesh, Nepal and Bhutan. The Company currently operates 21 Dunkin' restaurants across six Indian cities and 17 Popeyes restaurants in four cities.

In 2019, Jubilant FoodWorks launched its first owned-restaurant brand 'Hong's Kitchen' in the Chinese cuisine segment which now has 15 stores across three cities.

Note: All store counts as on June 30, 2023

Website:

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

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.