



India's Largest Foodservice Company

INVESTORS
INDUSTRY ASSOCIATIONS WOMEN RIDER
EMPLOYEES STAKEHOLDER GROUP
GOVERNMENT AND REGULATORY BODIES
FRANCHISORS CONSUMERS
INVESTORS
INDUSTRY ASSOCIATIONS
EMPLOYEES
COMMUNITIES
SUPPLIERS
INVESTORS
FARMER

JUBILANT FOR

ALL

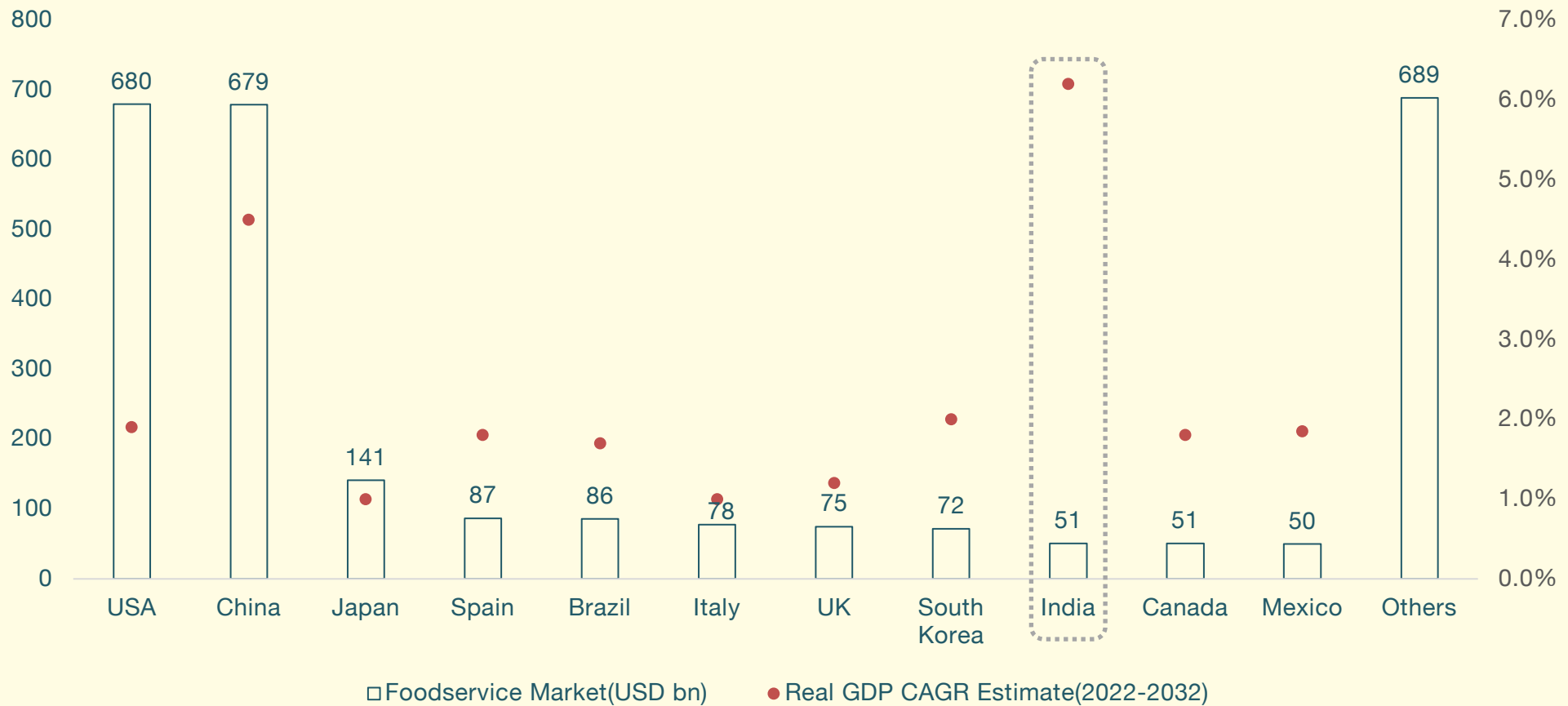


INVESTOR PRESENTATION



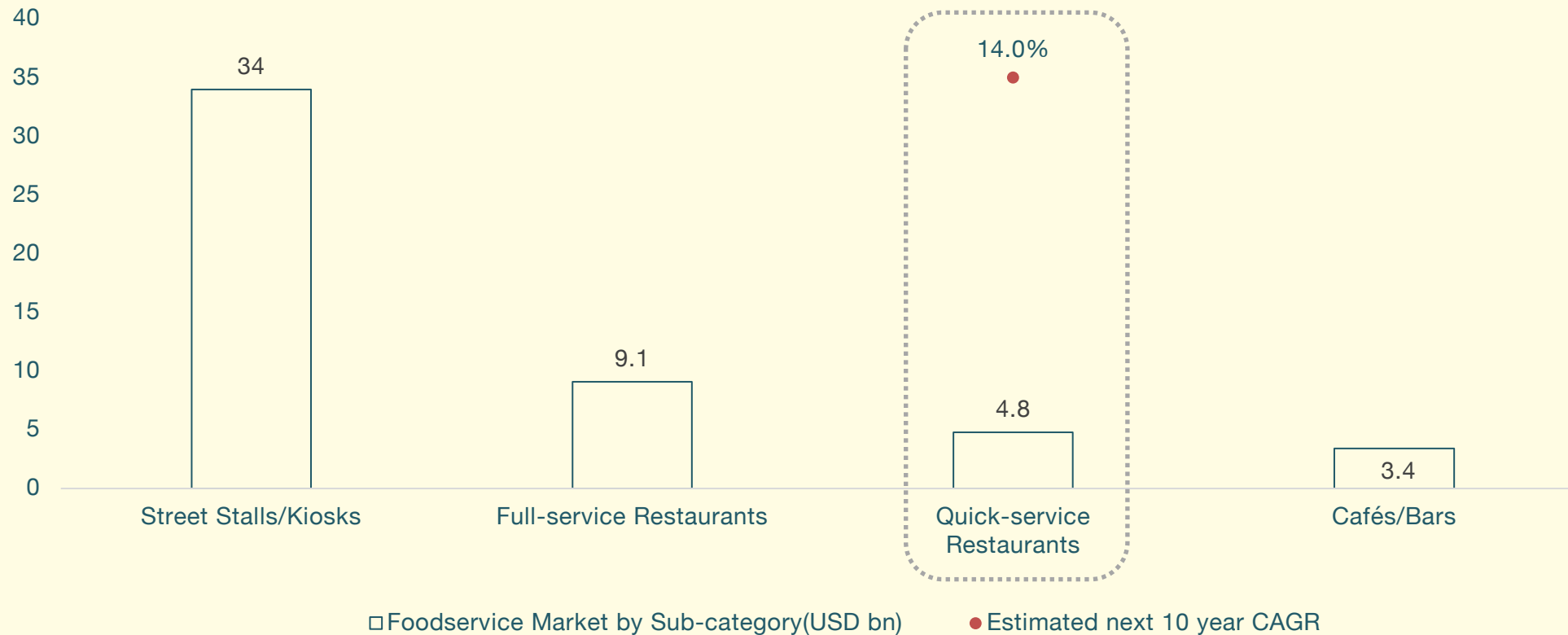
Consumer Foodservice is a highly attractive global category and India will be the growth leader

Global Consumer Foodservice Market is \$2.6 trillion. At \$51 bn, India is currently the 9th largest market.



Megatrends favour QSRs within Indian Foodservice to a multi-decadal growth opportunity

QSRs to power Indian Foodservice Market to Top 5 market in the upcoming years

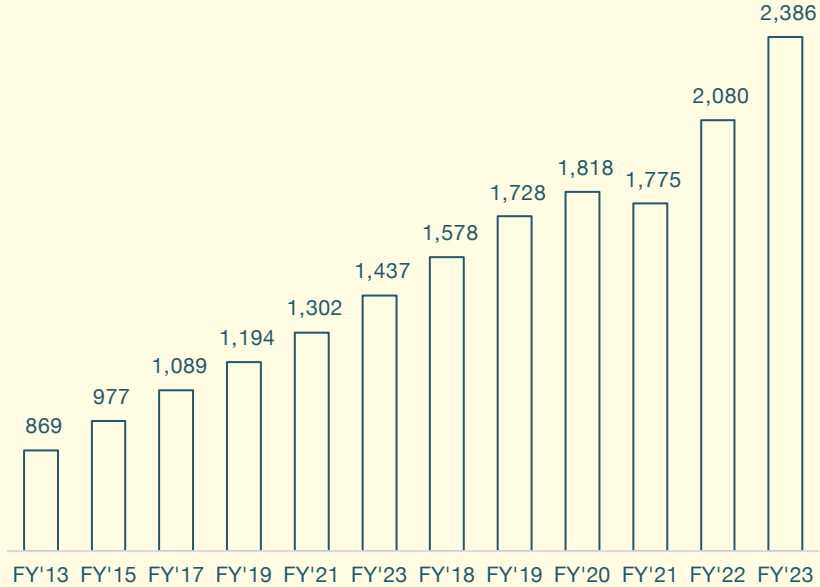


Long-term, structural drivers of growth for QSR in India

Secular trends coupled with under-penetrated categories offer massive potential for growth

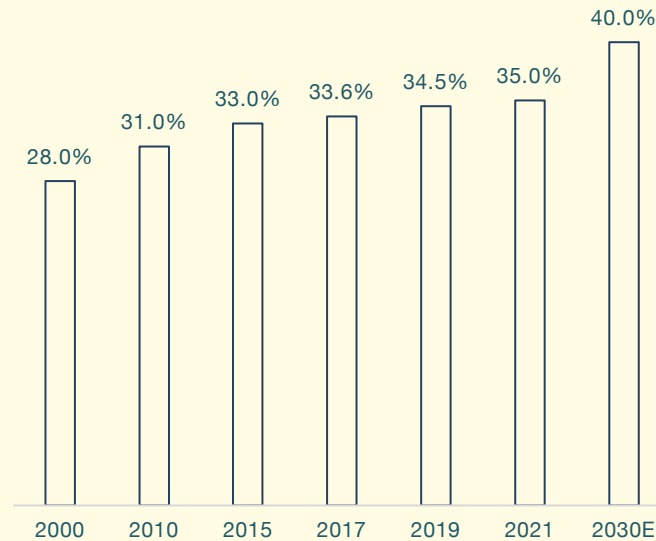
Lucrative Per Capita GDP levels reached

Per-capita GDP(\$)



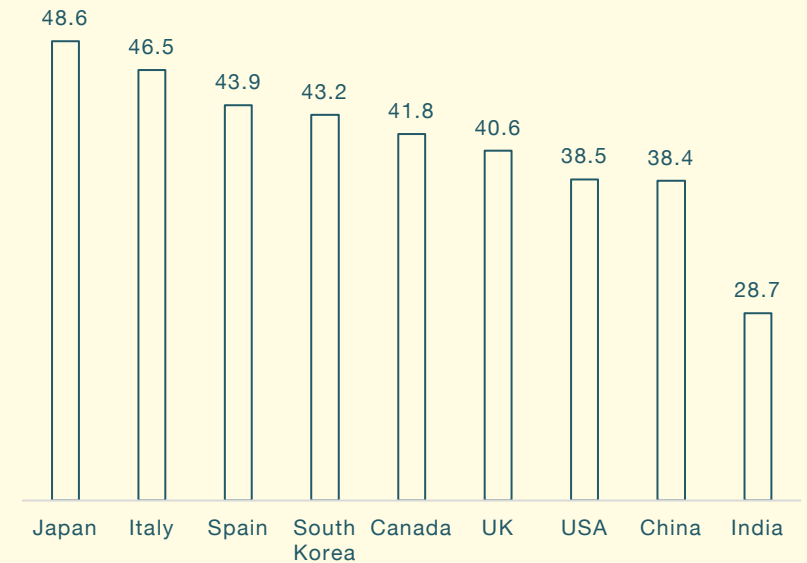
Growing Urbanization

Urbanization in India



Youngest Population at scale

Median Age



Source: NSO – MoSPI, FX as of FY'23 used for conversion

Source: World Bank, United Nations Population Division estimates

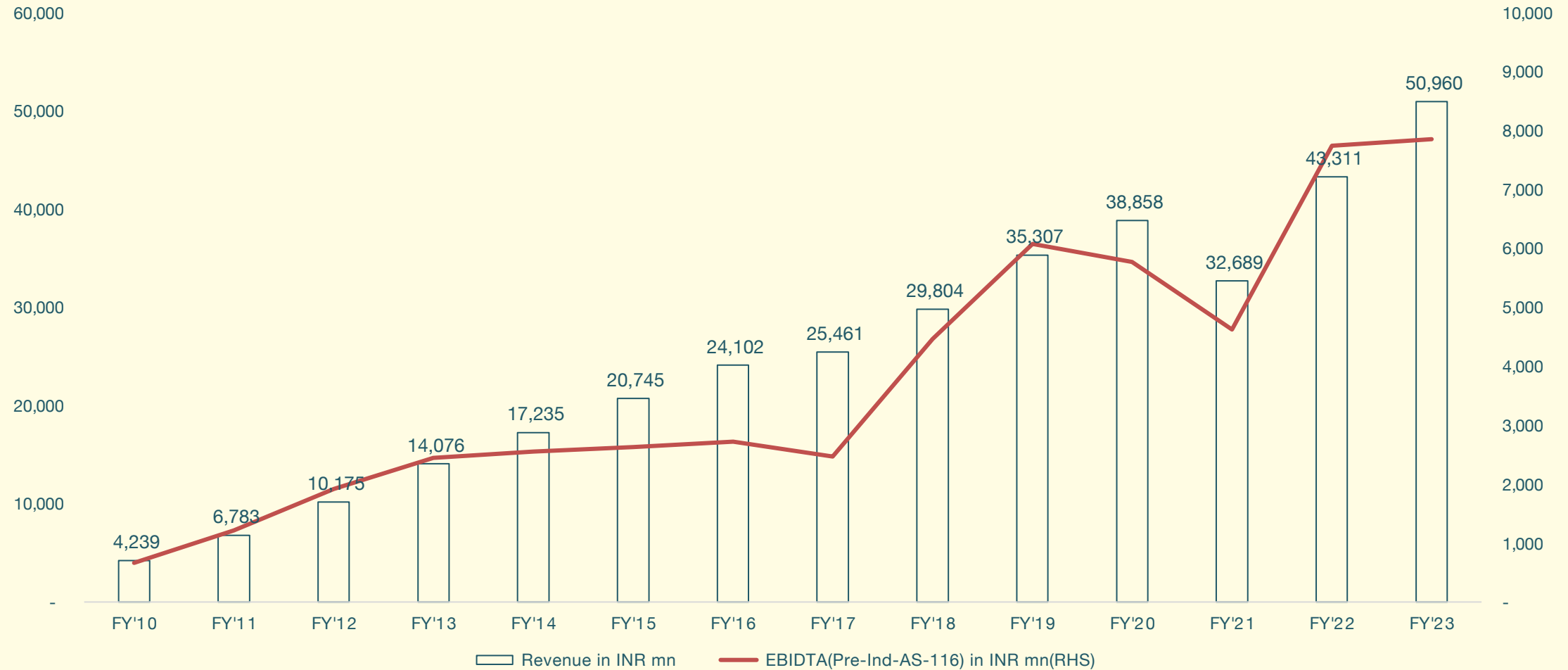
Source: World Population Review 2023

Combinatorial virtuous cycle of operations and technology at JFL lead to Value Creation



JFL is a market maker with industry-leading profits and profitability

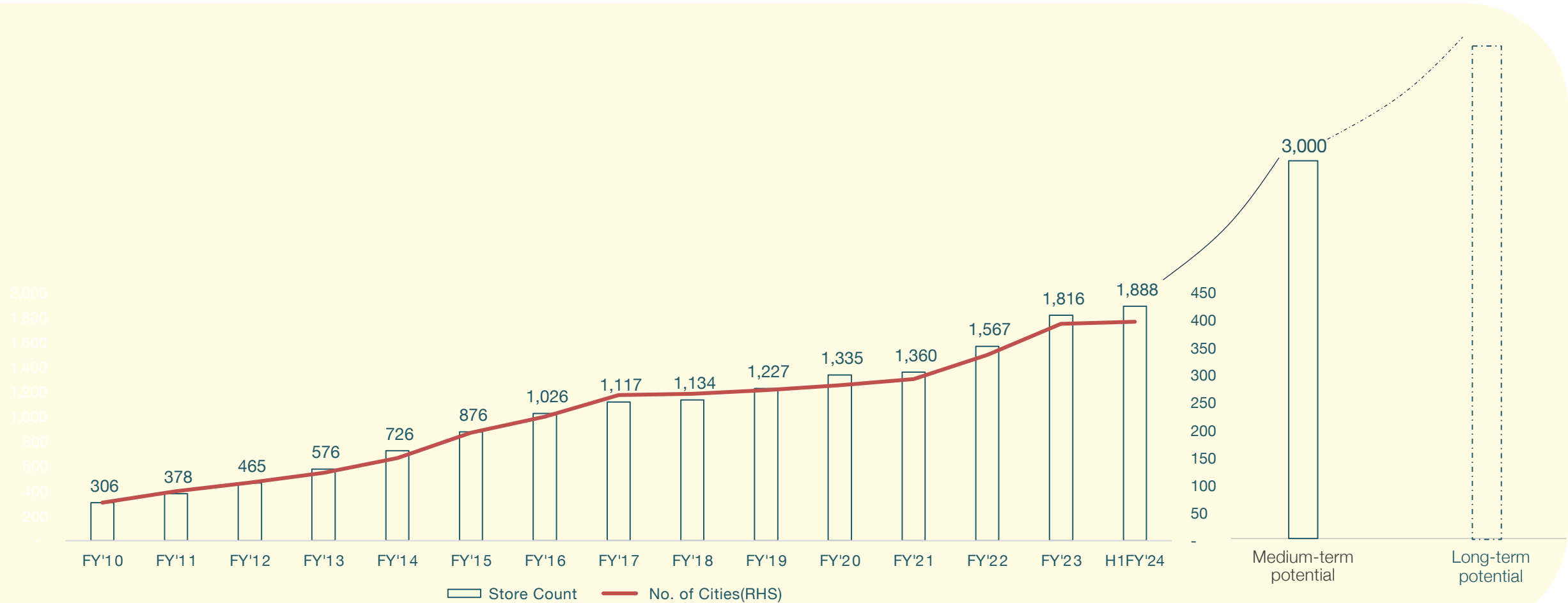
Since listing in FY'10, the JFL Revenue, EBITDA and PAT CAGR(FY'10-FY'23) has been ~21%



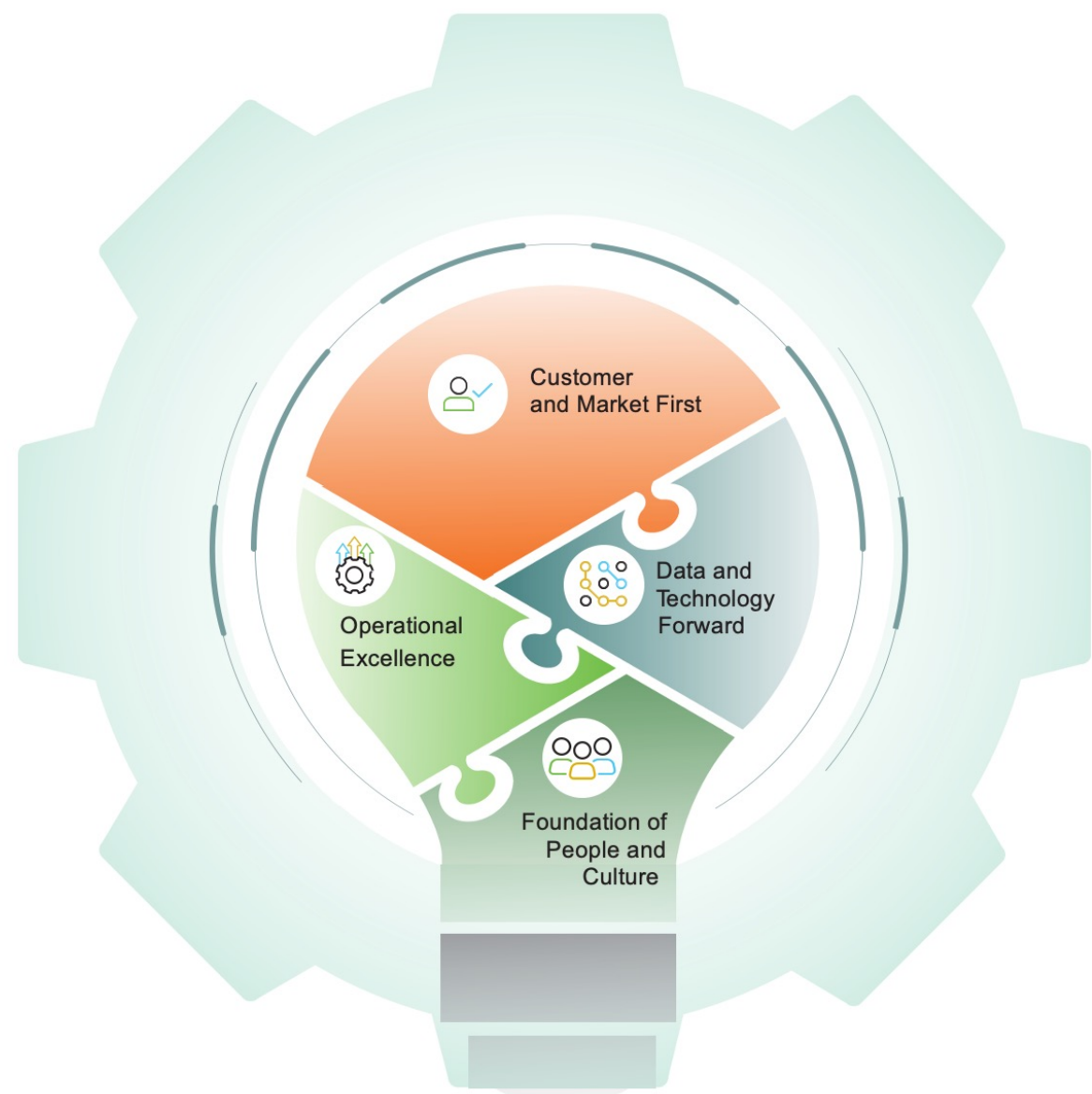
Sustained Profitable Network Expansion for Domino's India; Significant runway for future growth

Global Pizza Industry is \$133 bn; Global QSR Pizza Industry is \$89 bn; India is only \$0.9 bn

Despite being the largest Foodservice Brand in India with 1,888 stores, there exists a multi-decadal growth opportunity



Customers, technology, operations and organization's culture to drive sustained profitable growth



Key Competitive Advantage: Strong Portfolio of Brands to Capture India Foodservice Growth Opportunity

Covers Pan-India Opportunity for Top Two Western QSR Category – Pizza and Chicken, Coffee consumption is growing in India and Own-Brand Hong's Kitchen is India's first Indo-Chinese QSR brand in making



#1 in Global QSR Pizza



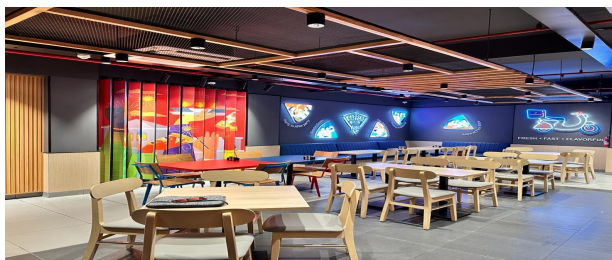
One of the largest Chicken QSR brand



#1 in Coffee and Donuts in USA



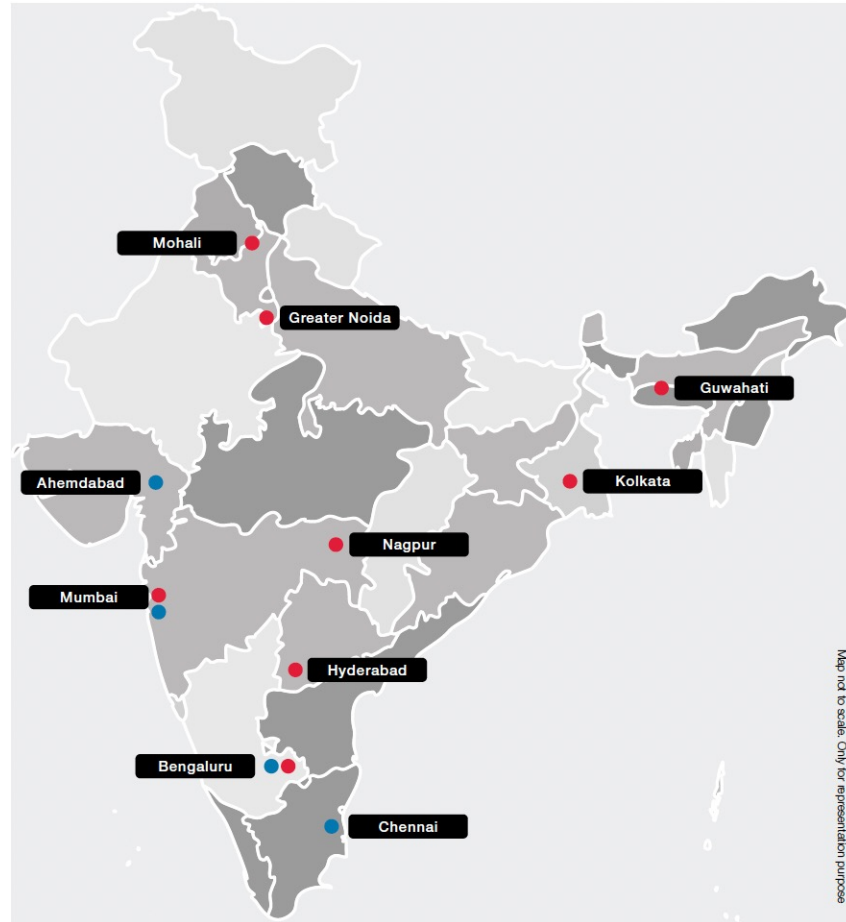
First Owned Indo-Chinese QSR Brand



Key Competitive Advantage: Unique, Multi-Brand, Commissary based Sourcing and Manufacturing Model

The Integrated Supply chain model helps JFL enjoys one of highest fill rates - 99.6% - globally

8 Commissaries and 4 Distribution Centers



New Bengaluru Commissary has commenced Operations



Work on New Mumbai Commissary has started

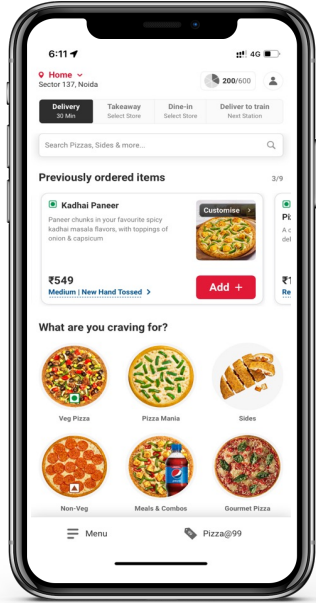


Key Competitive Advantage: Continued Investments for Building Data and Technology Strengths

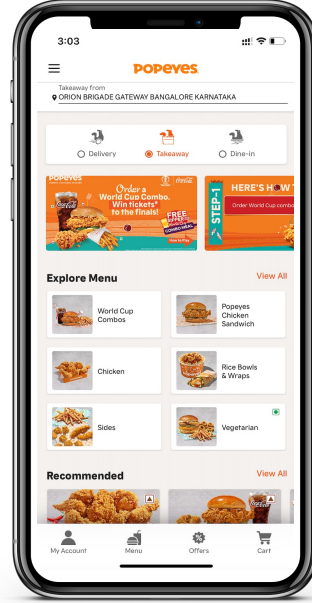


Our 'Data and Technology Forward' Pillars

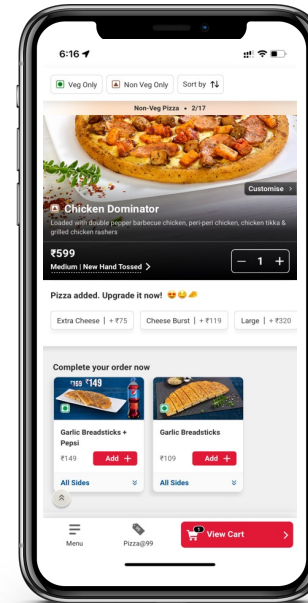
Immersive Customer Experience



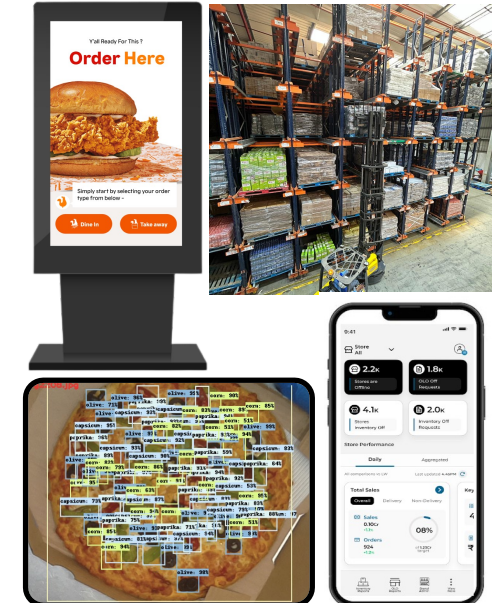
Next Level Platform Capabilities



Advanced Analytics and Data Science



Digitizing Value Chain



- Single Step Onboarding
- Live Rider Tracking
- Auto Refunds

- Multi-Country, Multi-Brand in-house Tech Platform
- Automated Nearest Store Discovery

- Loyalty Program - Domino's Cheesy Rewards

- Personalized Menu and Offers
- Cohort based CRM Campaigns

- In-context Upsells
- In-context Cross-sells

- AI based Pizza Quality Analyzer
- Custom-built App for Store teams
- Transport and Warehouse Management System

Sustainability is deeply embedded in our multi-stakeholder business model, as a key tenet of generating long-term value



Responsible Sourcing

- Authentic ingredients sourced from location of origin
- Antibiotic free chicken across brands
- 100% farm traceability for chicken, oregano, chili and tomato paste
- Member of I-SPOC(Sustainable Palm Oil Coalition of India)
- 87% of food ingredients for Domino's manufacturers are certified under Global Food Safety Initiative



Baking Goodness

- All ingredients are 100% free from artificial preservatives, colors and flavors for Domino's
- 100% recyclable pizza boxes and lidless dine-in boxes
- 100% dairy based mozzarella cheese



Emissions and Energy Management

- With 8,400+ EVs, the share of EVs in fleet is now 40%
- 100% e-bikes for Popeyes and Hong's Kitchen
- 11% of electricity demand of commissaries met by Solar PV
- EMS installed at stores and commissaries for real-time monitoring to reduce energy consumption



Benefit People and Communities

- Training and veterinary support to over 41,000 dairy farmers to enhance cattle productivity
- Providing access to medical health care to 469,000 people
- Continue to build more diverse, inclusive and representative JFL – 33% of workforce are women
- Skill and empowerment training to 1,000 beneficiaries

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 1,888 Domino's stores across 397 cities. In Sri Lanka and Bangladesh, the Company operates through its 100% owned subsidiary which currently has 50 and 23 stores respectively. The Company also has exclusive rights to develop and operate Popeyes restaurants in India, Bangladesh, Nepal and Bhutan and Dunkin' restaurants in India. The Company currently operates 22 Popeyes restaurants in six cities and 21 Dunkin' restaurants across seven cities.

In 2019, Jubilant FoodWorks launched its first owned-restaurant brand 'Hong's Kitchen' in the Chinese cuisine segment which now has 18 restaurants across three cities.

Website:

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

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
 * Store counts as on September 30, 2023

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