

Performance Snapshot – Q3 FY19

- Operational Revenues at Rs. 9,291 million, **growth of 16.8%**.
- Domino's Pizza Same Store Sales Growth (SSG) strong at **14.6%**.
- EBITDA at Rs. 1,706 million, **a growth of 24.6%**; EBITDA Margin at 18.4%, up by 120 bps.
- Profit After Tax at Rs. 965 million, **up by 46.2%**; PAT Margin at 10.4%, up by 210 bps.

Key Highlights – Q3 FY19

- Domino's Pizza – **35** Stores opened, 2 Stores closed, Total store count at **1,200**.
- Dunkin' Donuts reported **breakeven** performance; milestone achieved ahead of stated guidance of Q4 FY19.
- New products introduced at Domino's Pizza including **multi-grain crust** and **four new side dishes**.

Noida, January 30, 2019 – Jubilant FoodWorks Limited (JFL) today reported its financial results for the quarter and nine-months ended 31st December, 2018.

Operating Revenues for Q3 FY19 stood at **Rs.9,291 million**, representing an increase of **16.8%** over Q3 FY18, and a sequential growth of 5.4% over the preceding quarter. The growth was driven by a strong **14.6% Same Store growth (SSG)** in Domino's Pizza.

EBITDA for Q3FY19 was **Rs.1,706 million, or 18.4% of revenue**, a growth of **24.6%** over Q3FY18 and a margin expansion of 120 bps. This is the highest EBITDA margin in seven years.

Profit after Tax in Q3 FY19 stood at **Rs. 965 million, or 10.4% of revenue**, a growth of **46.2%** over Q3 FY18 and a margin expansion of **210 bps**.

During the quarter, the Company added **new products** to its portfolio. Domino's launched '**Multigrain Crust**' with an objective of offering a wider range to the customers. In addition to this, the Company also introduced **four new side dishes** viz. Potato Cheese Shots, Crunchy Strips, Crinkle Fries and Brownie Fantasy.

The store opening momentum accelerated during the quarter, with 35 new Domino's stores being opened during the quarter.

Dunkin' Donuts delivered Break-even in Q3 FY19 on the back of strong growth in the core portfolio of Donuts and Beverages, as also disciplined cost management.

Commenting on the performance for Q3 FY19, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said,**

"I am delighted to share that we have once again delivered healthy earnings growth during the quarter which stood in-line with our expectations. Performance was driven by consistent progress made across each of the growth pillars."

Commenting on the performance for Q3 FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said,**

"We have demonstrated strong all-round performance in Q3 FY19, led by robust same-store sales growth (SSSG) of 14.6% reported in Domino's Pizza. This was accompanied by a tight control on operating costs that led to EBITDA margins improving to a seven year high of 18.4%. In addition, Dunkin' Donuts also broke even during the quarter, ahead of the targeted Q4 timeline. We are happy with our performance and confident of the prospects ahead, as evident in the 35 new stores opened in Q3, the highest in eleven quarters".

Store Matrix

Domino's Pizza				
Particulars	Q3 FY19	Q3 FY18	9M FY19	9M FY18
SSG	14.6%	17.8%	20.0%	10.0%
Network data				
Restaurant at the beginning of the period	1,167	1,125	1,134	1,117
New Restaurants	35	3	72	17
Closed restaurants	2	1	6	7
Restaurants at the end of the period	1,200	1,127	1,200	1,127
Number of New Cities added	2	1	5	1
1,200 restaurants as of 31st December, 2018 across 271 cities				
2 new city added in Q3 FY19 (Deoghar, Jharkhand and Ropar, Punjab)				
Online data				
Particulars	Q3 FY19		Q3 FY18	
OLO to Delivery Sales %	73%		60%	
Mobile Ordering sales to OLO %	88%		71%	
App Download Count cum. (in mn)	15.3		9.0	

* "Same store growth" (SSG) refers to the year-over-year growth in sales for restaurants opened before previous financial year."

Dunkin' Donuts				
Network data				
Particulars	Q3 FY19	Q3 FY18	9M FY19	9M FY18
Restaurant at the beginning of the period	32	52	37	63
New Restaurants	0	1	1	4
Closed restaurants	0	9	6	23
Restaurants at the end of the period	32	44	32	44
Number of New Cities added	Nil	Nil	Nil	Nil
32 restaurants as of 31st December, 2018 across 10 cities				

Note: 1. Figures have been rounded off for the purpose of reporting.
 2. All financial data in this presentation is derived from reviewed standalone IND-AS financial statements.
 3. The financials of Dunkin' Donuts have been included in the results & related financial discussion.

-ENDS-



About Jubilant FoodWorks Ltd:

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and is one of India's largest food service Company, with a network of 1,200 Domino's Pizza restaurants across 271 cities (as of December 31, 2018). The Company & its subsidiary have the exclusive rights to develop and operate Domino's Pizza brand in India, Sri Lanka, Bangladesh and Nepal. At present, it operates in India and Sri Lanka. The Company also has exclusive rights for developing and operating Dunkin' Donuts restaurants for India and has 32 Dunkin' Donuts restaurants across 10 cities in India (as of December 31, 2018).

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