



Q1 FY19


EARNINGS PRESENTATION



## HIGHLIGHTS Q1 FY19



**JUBILANT  
FOODWORKS**



Operational Revenues at **Rs. 8,551 mn**,  
growth at **26.0%**



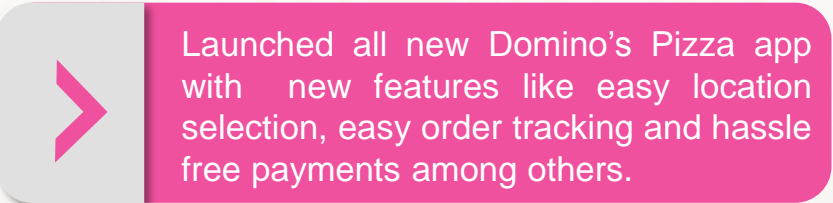
Domino's Pizza Same Store  
Sales Growth (SSG) at **25.9%**



JFL EBITDA at **Rs. 1,421 mn**,  
**16.6%** of Net Sales



Domino's Pizza – **13 Store** opened,  
3 Store closed, Total at **1,144**



Launched all new Domino's Pizza app  
with new features like easy location  
selection, easy order tracking and hassle  
free payments among others.



## RESULTS TREND

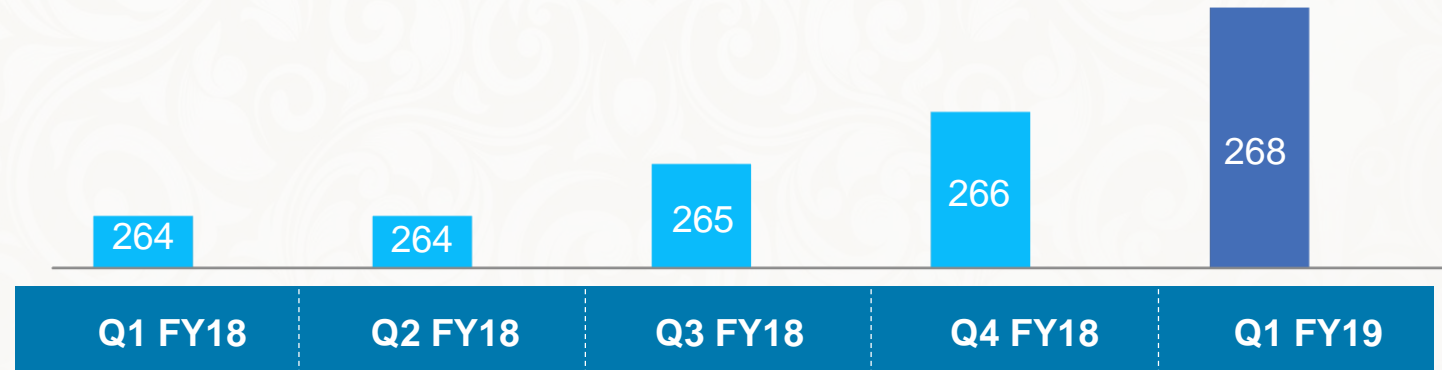
	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
System Growth	11.5%	9.2%	20.7%	27.3%	26.0%
Domino's SSG*	6.5%	5.5%	17.8%	26.5%	25.9%
EBITDA Margin (%)	11.7%	14.1%	17.2%	16.4%	16.6%
PAT Margin (%)	3.5%	6.7%	8.3%	8.7%	8.7%

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

**NETWORK DATA**

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Restaurant at the beginning of the period	1,117	1,125	1,125	1,127	1,134
New Restaurants	13	1	3	7	13
Closed restaurants	5	1	1	0	3
Restaurants at the end of the period	1,125	1,125	1,127	1,134	1,144

**City/Town Coverage**



\* 2 new cities added in Q1 FY19 (Ballari & Shoolagiri)



**HIGHLIGHTS**  
**DOMINO'S PIZZA**  
**RESTAURANT NETWORK**



— ALL NEW —  
**DOMINO'S**

# The New Domino's App

**★ THE NEW ★ DOMINO'S APP**

Try out the new features on our Smoother, Lighter and Faster App

DELICIOUS FOOD    GREAT OFFERS    AMAZING EXPERIENCE

### EASY ORDER TRACKING

Now track your order right from the time it's placed till it's delivered

### EASY LOCATION SELECTION

Smart detection of your location for auto-selection of the nearest store

### GREAT NEW MENU

Explore and Order from a delightful variety of Pizzas, drinks and sides.

### EASY PIZZA CUSTOMISATION

Make your pizza special - Customize & Repeat with ease.

### HASSLE FREE PAYMENTS

Choose from multitude of payment options with exciting cash back offers

# The OLO Connect

Period	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Average OLO contribution to delivery sales	51%	57%	60%	63%	65%
Mobile Ordering sales contribution to overall OLO	69%	69%	71%	78%	83%
Downloads of mobile ordering app (cum.)	7.5 mn	7.8 mn	9.0 mn	9.6 mn	10.9 mn



## HIGHLIGHTS

# DUNKIN' DONUTS

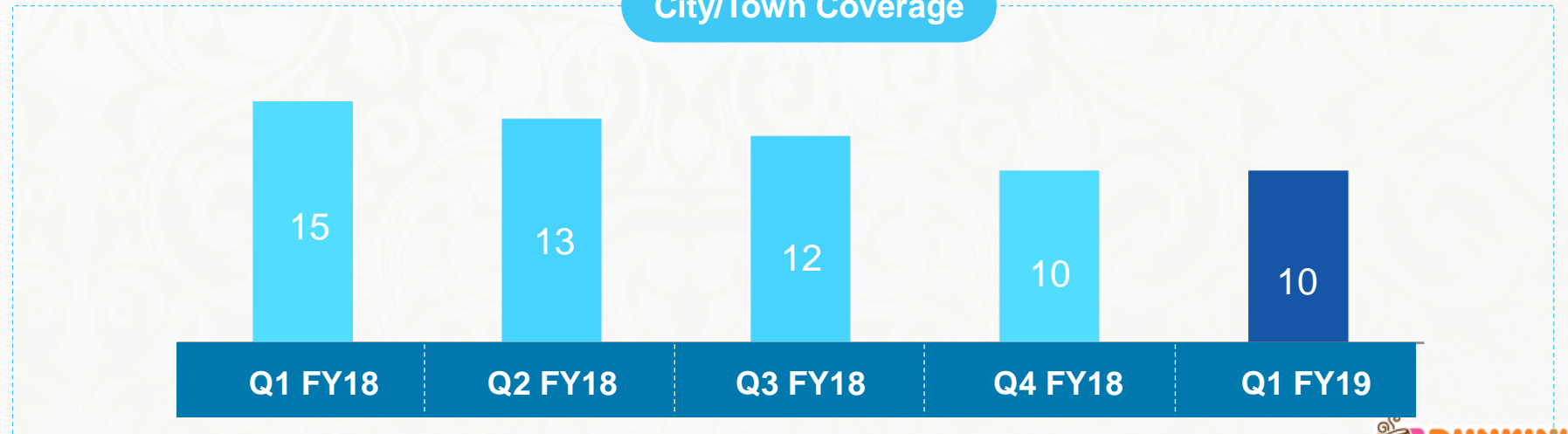
## RESTAURANT NETWORK



## NETWORK DATA

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Restaurant at the beginning of the period	63	55	52	44	37
New Restaurants	1	2	1	1	1
Closed restaurants	9	5	9	8	1
Restaurants at the end of the period	55	52	44	37	37

## City/Town Coverage





## RESULTS HIGHLIGHTS

Particulars (Rs. mn)	Q1 FY19	Q1 FY18	Growth%
Revenue from operations (Net)	8,550.6	6,788.2	26.0%
Other Income	71.4	30.0	138.0%
<b>Total Income</b>	<b>8,622.0</b>	<b>6,818.2</b>	<b>26.5%</b>
Raw Material & Provisions Consumed	2,178.1	1,605.1	35.7%
Personnel Expenses	1,545.1	1,470.7	5.1%
Rent Expense	840.5	789.2	6.5%
Other Expenses	2,566.3	2,127.5	20.6%
<b>Total Expenditure</b>	<b>7,130.0</b>	<b>5,992.5</b>	<b>19.0%</b>
<b>EBITDA</b>	<b>1,420.6</b>	<b>795.7</b>	<b>78.5%</b>
Margins	16.6%	11.7%	
PBT	1,126.4	363.6	209.8%
Margins	13.2%	5.4%	
<b>PAT</b>	<b>746.8</b>	<b>238.4</b>	<b>213.2%</b>
Margins	8.7%	3.5%	

Revenues from operations in Q1 reported **26.0%** increase to **Rs. 8,551 million** on the back of:

- Strong Same Store Growth (SSG) of **25.9%** in **Domino's Pizza**.
- Delivery Sales performed strongly driven by Online Ordering which now comprises 65% of total Delivery Sales.
- Strong **order growth** momentum driven by on-going strategic initiatives like all-round product upgrade, Every Day Value (EDV) offer on Medium & Regular pizza







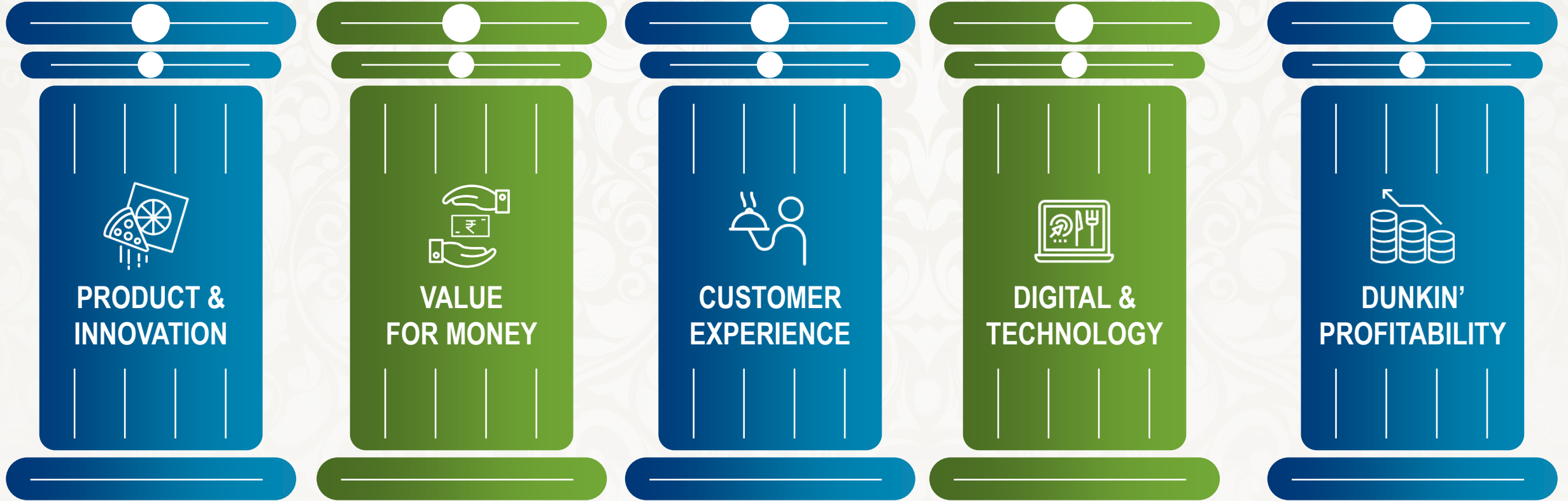
Commenting on the performance for Q1 FY19, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited** said, *“We are pleased to start the year on a strong note with our robust performance in Q1 FY19. The strong growth in Domino’s came on the back of a superior product, Value for money delivery and growing digital contribution. This together with our focus on achieving break-even in Dunkin’ Donuts by the end of the financial year will continue to drive profitable growth for us.”*



Commenting on the performance for Q1 FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited** said, *“We delivered a strong quarter in both Domino’s and Dunkin’ Donuts.*

*In Domino’s, the extension of EDV to Regular Pizzas received a very good response with an increase in both new customer acquisition as well as existing customer frequency. Dunkin’ Donuts too saw encouraging growth and made good progress towards profitability on the back of successful innovations and disciplined cost management.”*





**EFFICIENCY AND PRODUCTIVITY**

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 1,144 Domino's Pizza restaurants across 268 cities (as of June 30, 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 37 Dunkin' Donuts restaurants across 10 cities in India (as of June 30, 2018).



## ABOUT JUBILANT FOODWORKS LTD.

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**Note:** All financial data in this presentation is derived from reviewed standalone IND-AS financial statements



*Disclaimer*

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