



Q2 & H1 FY19

EARNINGS PRESENTATION


October - 2018




## HIGHLIGHTS Q2 FY19



JUBILANT  
FOODWORKS



Operational Revenues at **Rs. 8,814 mn**,  
growth at **21.3%**




Domino's Pizza Same Store  
Sales Growth (SSG) at **20.5%**



JFL EBITDA at **Rs. 1,475 mn**,  
**16.7%** of Net Sales



Domino's Pizza – **24 Store** opened,  
1 Store closed, Total at **1,167**



All new Domino's app launched in  
Q1 FY19 well received by customers



## RESULTS TREND

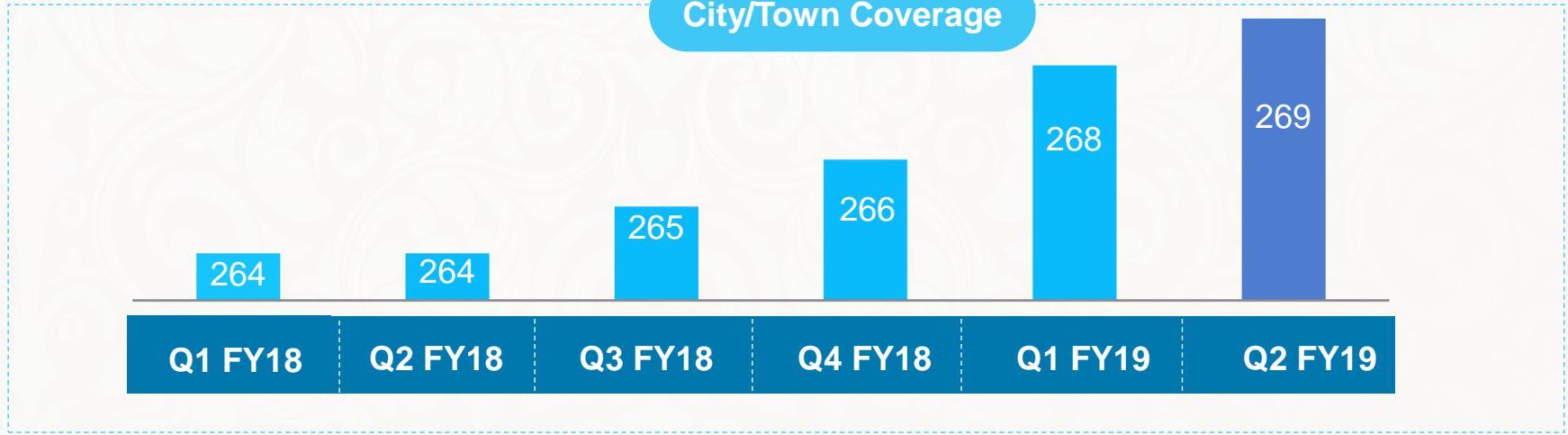
	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19
System Growth	11.5%	9.2%	20.7%	27.3%	26.0%	21.3%
Domino's SSG*	6.5%	5.5%	17.8%	26.5%	25.9%	20.5%
EBITDA Margin (%)	11.7%	14.1%	17.2%	16.4%	16.6%	16.7%
PAT Margin (%)	3.5%	6.7%	8.3%	8.7%	8.7%	8.8%

\* "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	Q2 FY19
Restaurant at the beginning of the period	1,117	1,125	1,125	1,127	1,134	1,144
New Restaurants	13	1	3	7	13	24
Closed restaurants	5	1	1	0	3	1
Restaurants at the end of the period	1,125	1,125	1,127	1,134	1,144	1,167

**City/Town Coverage**



\* 1 new city added in Q2 FY19 (Ambaji, Gujarat)



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



— ALL NEW —  
**DOMINO'S**

# All 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

## ONE-CLICK REORDER

Repeat your favourite order with just one click

## DELIVER ON TRAIN

Get the pizza delivered hot & fresh at your train seat

## ADVANCE ORDER

Get your order delivered on a scheduled date and time

## HASSLE FREE PAYMENTS

Choose from multitude of payment options with exciting cash back offers

## EASY ORDER TRACKING

Real time tracking of your order on map.

# The OLO Connect

Period	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19
Average OLO contribution to delivery sales	51%	57%	60%	63%	65%	68%
Mobile Ordering sales contribution to overall OLO	69%	69%	71%	78%	83%	85%
Downloads of mobile ordering app (cum.)	7.5 mn	7.8 mn	9.0 mn	9.6 mn	10.9 mn	12.6 mn



## HIGHLIGHTS

# DUNKIN' DONUTS

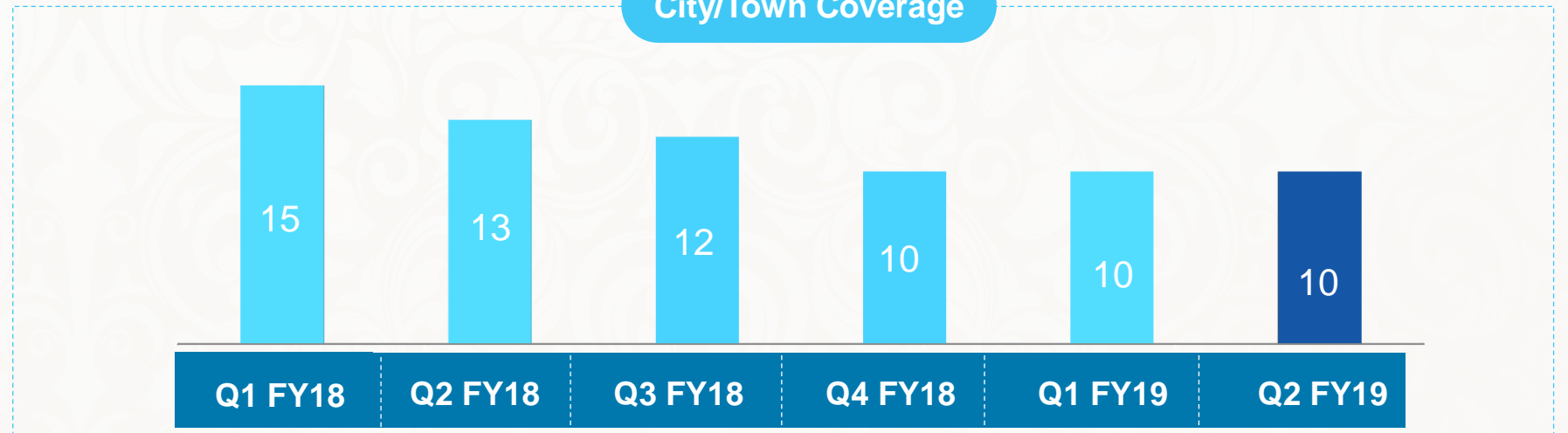
## RESTAURANT NETWORK



## NETWORK DATA

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19
Restaurant at the beginning of the period	63	55	52	44	37	37
New Restaurants	1	2	1	1	1	0
Closed restaurants	9	5	9	8	1	5
Restaurants at the end of the period	55	52	44	37	37	32

## City/Town Coverage





## RESULTS HIGHLIGHTS

Particulars (Rs. mn)	Q2 FY19	Q2 FY18	Growth%	H1 FY19	H1 FY18	Growth%
Revenue from operations (Net)	8,814	7,266	21.3%	17,364	14,055	23.5%
Other Income	108	36	197.4%	180	66	170.6%
<b>Total Income</b>	<b>8,922</b>	<b>7,302</b>	<b>22.2%</b>	<b>17,544</b>	<b>14,121</b>	<b>24.2%</b>
Raw Material & Provisions Consumed	2,238	1,879	19.1%	4,416	3,484	26.8%
Personnel Expenses	1,702	1,564	8.8%	3,265	3,035	7.6%
Rent Expense	829	726	14.2%	1,670	1,516	10.2%
Other Expenses	2,569	2,075	23.8%	5,118	4,203	21.8%
<b>Total Expenditure</b>	<b>7,338</b>	<b>6,244</b>	<b>17.5%</b>	<b>14,468</b>	<b>12,237</b>	<b>18.2%</b>
<b>EBITDA</b>	<b>1,475</b>	<b>1,022</b>	<b>44.4%</b>	<b>2,896</b>	<b>1,818</b>	<b>59.3%</b>
Margins	16.7%	14.1%		16.7%	12.9%	
PBT	1,199	733	63.7%	2,326	1,096	112.1%
Margins	13.6%	10.1%		13.4%	7.8%	
<b>PAT</b>	<b>777</b>	<b>485</b>	<b>60.2%</b>	<b>1,523</b>	<b>723</b>	<b>110.7%</b>
Margins	8.8%	6.7%		8.8%	5.1%	

In Q2 revenues from operations improved **21.3%** to **Rs. 8,814 million** on the back of:

- Robust Strong Same Store Growth (SSG) of **20.5%** in **Domino's Pizza**
- Higher delivery sales marked by strong contribution via online ordering (at 68% of total delivery sales)
- Continued momentum in order growth supported by strategic initiatives like all-round product upgrade, Every Day Value (EDV) offer and All new Domino's app







Commenting on the performance for Q2 FY19, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited** said,

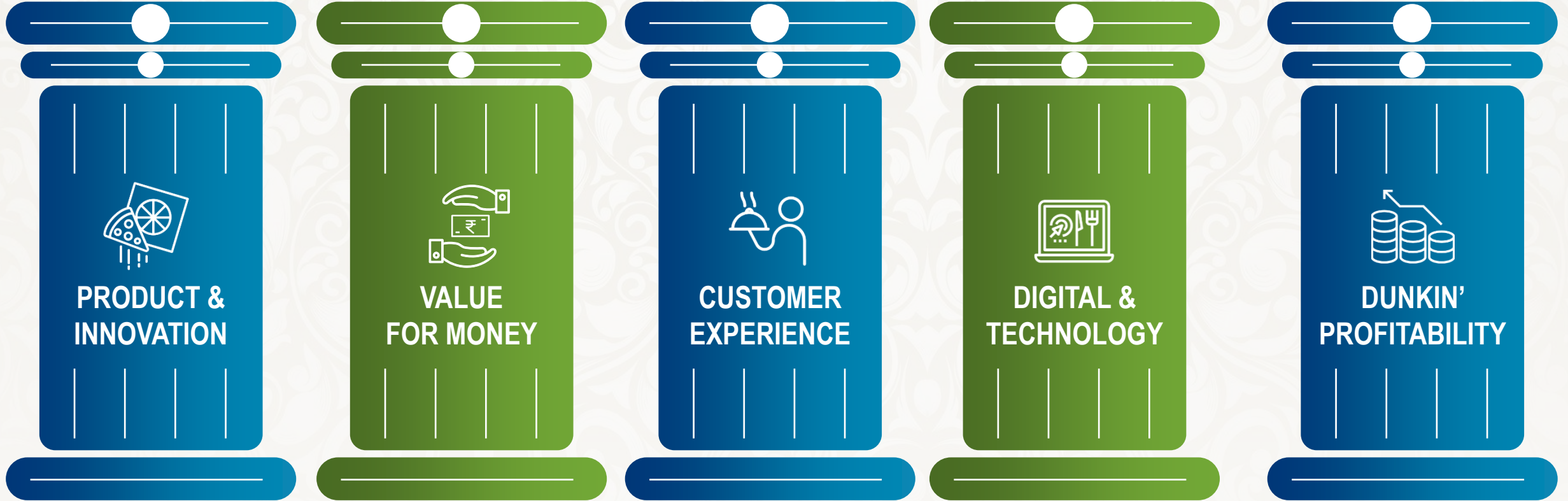
*“We are pleased with our Q2 FY 19 performance. Strong growth momentum continues to be driven by successful execution of growth strategy outlined at the beginning of FY 2018.”*



Commenting on the performance for Q2 FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited** said,

*“Despite significantly increased competitive intensity, Q2FY19 was yet another strong quarter delivered by our continued focus on the basics. Growth was driven by a strong and sustained momentum in Delivery Orders. In particular, our Digital focus showed good results with strong online sales growth, enabled by the new Domino’s App garnering strong user ratings and having a slew of innovative and user friendly features. Dunkin’ Donuts too delivered healthy growth and is moving towards profitability.”*





**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 1167 Domino's Pizza restaurants across 269 cities (as of September 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 32 Dunkin' Donuts restaurants across 10 cities in India (as of September 30, 2018).



## ABOUT JUBILANT FOODWORKS LTD.

**Corporate Identification No:** L74899UP1995PLC043677

**Investor e-mail id:** [investor@jublfood.com](mailto:investor@jublfood.com)

**Regd. Office:** Plot 1A, Sector 16A, Institutional Area, Noida-201301, U.P.

**Corporate Office:** 5th Floor, Tower D, Plot No. 5, Logix Techno Park, Sector 127, Noida 201304, U.P.

**Website :** [www.jubilantfoodworks.com](http://www.jubilantfoodworks.com), [www.dominos.co.in](http://www.dominos.co.in), [www.dunkinindia.com](http://www.dunkinindia.com)

### Prakash Bisht / Amit Gupta

**Jubilant FoodWorks Limited**

**Tel:** +91 120 4090 500

**Fax:** +91 120 4090 599

**E-mail:** [prakash.bisht2@jublfood.com](mailto:prakash.bisht2@jublfood.com)

[amit.gupta1@jublfood.com](mailto:amit.gupta1@jublfood.com)

### Siddharth Rangnekar / Nishid Solanki

**CDR, India**

**Tel:** +91 22 6645 1209/1221

**Fax:** +91 22 6645 1213

**Email:** [siddharth@cdr-india.com](mailto:siddharth@cdr-india.com)

[nishid@cdr-india.com](mailto:nishid@cdr-india.com)

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

*Disclaimer*

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