



Q3 & 9M FY19

EARNINGS PRESENTATION

January 2019



Operational Revenues at **Rs. 9,291 mn**, growth at **16.8%**

Domino's Pizza Same Store Sales Growth (SSG) at **14.6%**

- JFL EBITDA at **Rs. 1,706 mn**, **18.4%** of Net Sales.
- Dunkin' Donuts **Breaks even**

Domino's Pizza – **35 Store** opened, 2 Store closed, Total at **1,200**

New Product Introduction: **Multi-Grain Crust**, Four **new Sides**- Potato Cheese Shots, Crunchy Strips, Crinkle Fries and Brownie Fantasy



HIGHLIGHTS Q3 FY19



RESULTS TREND

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
System Growth	11.5%	9.2%	20.7%	27.3%	26.0%	21.3%	16.8%
Domino's SSG*	6.5%	5.5%	17.8%	26.5%	25.9%	20.5%	14.6%
EBITDA Margin (%)	11.7%	14.1%	17.2%	16.4%	16.6%	16.7%	18.4%
PAT Margin (%)	3.5%	6.7%	8.3%	8.7%	8.7%	8.8%	10.4%

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



HIGHLIGHTS DOMINO'S PIZZA RESTAURANT NETWORK

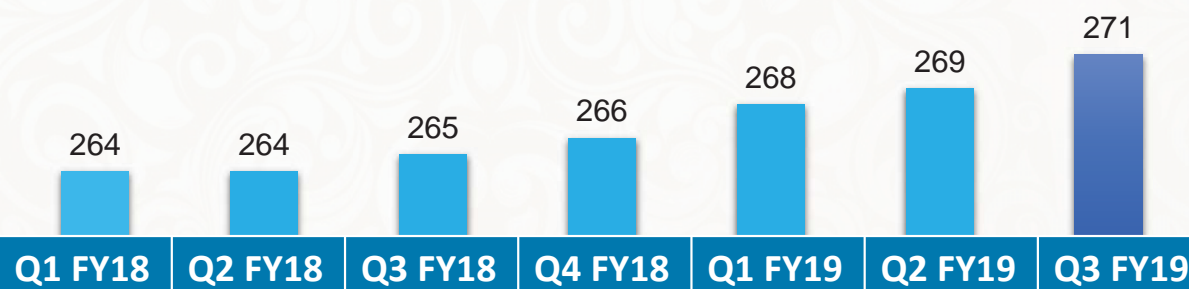


NETWORK DATA



	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Restaurant at the beginning of the period	1,117	1,125	1,125	1,127	1,134	1,144	1,167
New Restaurants	13	1	3	7	13	24	35
Closed restaurants	5	1	1	0	3	1	2
Restaurants at the end of the period	1,125	1,125	1,127	1,134	1,144	1,167	1,200

City/Town Coverage



* 2 new city added in Q3 FY19 (Deoghar, Jharkhand and Ropar, Punjab)



New Launches - Domino's Pizza

DOMINO'S INTRODUCES
MULTIGRAIN CRUST

**FULL OF FLAVOUR.
FULL OF GOODNESS.**

- ✓ LOADED WITH 100% MOZZARELLA CHEESE.
- ✓ BIGGER TOPPINGS.
- ✓ GOODNESS OF 5 GRAINS AND 4 SUPER SEEDS.

UPGRADE TO MULTIGRAIN CRUST

AT JUST **₹60** EXTRA

NEW

*Taxes extra. T&C apply.
Above shown image is for reference only.
Multigrain crust option available only in Medium pizza.

Brownie Fantasy



Potato Cheese Shots



Crinkle Fries



Crunchy Strips



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.

Online Ordering (OLO)

Period	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Average OLO contribution to delivery sales	51%	57%	60%	63%	65%	68%	73%
Mobile Ordering sales contribution to overall OLO	69%	69%	71%	78%	83%	85%	88%
Downloads of mobile ordering app (cum.)	7.5 mn	7.8 mn	9.0 mn	9.6 mn	10.9 mn	12.6 mn	15.3 mn



HIGHLIGHTS

DUNKIN' DONUTS

RESTAURANT NETWORK

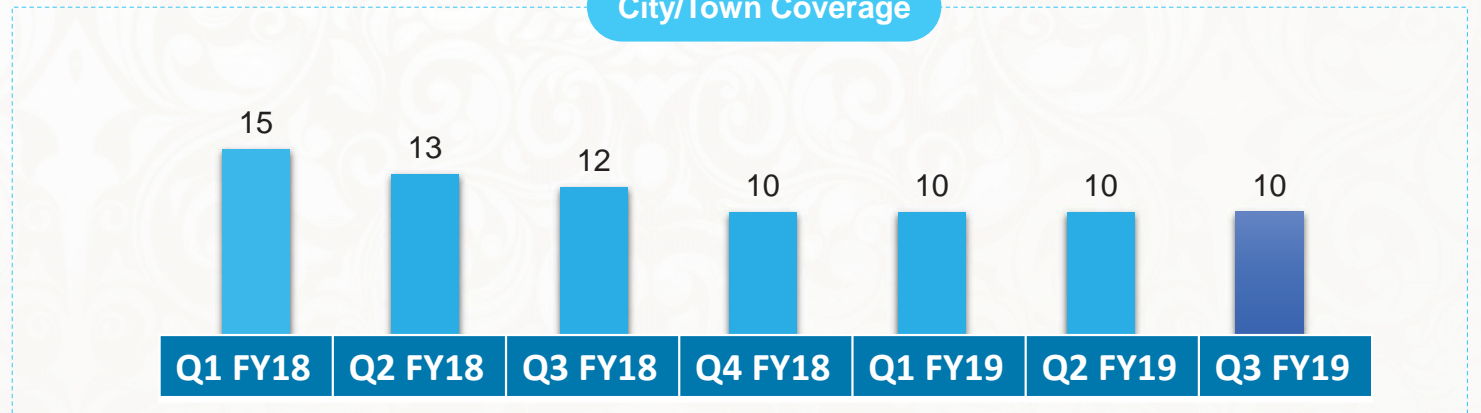


NETWORK DATA



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

City/Town Coverage





RESULTS HIGHLIGHTS

Particulars (Rs. mn)	Q3 FY19	Q3 FY18	Growth%	9M FY19	9M FY18	Growth%
Revenue from operations (Net)	9,291	7,952	16.8%	26,655	22,006	21.1%
Other Income	138	33	312.9%	318	100	218.2%
Total Income	9,429	7,985	18.1%	26,972	22,106	22.0%
Raw Material & Provisions Consumed	2,271	2,026	12.1%	6,687	5,510	21.4%
Personnel Expenses	1,771	1,585	11.7%	5,036	4,621	9.0%
Rent Expense	866	785	10.4%	2,536	2,300	10.2%
Other Expenses	2,677	2,187	22.4%	7,794	6,389	22.0%
Total Expenditure	7,585	6,583	15.2%	22,053	18,820	17.2%
EBITDA	1,706	1,369	24.6%	4,602	3,186	44.4%
Margins	18.4%	17.2%		17.3%	14.5%	
PBT	1,471	1,009	45.8%	3,797	2,105	80.3%
Margins	15.8%	12.7%		14.2%	9.6%	
PAT	965	660	46.2%	2,489	1,383	79.9%
Margins	10.4%	8.3%		9.3%	6.3%	

Revenues increased by **16.8%** to **Rs. 9,291 million** in Q3 FY19 supported by:

- Continued healthy momentum in Same Store Growth (SSG), which stood at **14.6%** in **Domino's Pizza**.
- Encouraging traction in online ordering led by All New Domino's App. Mobile ordering to online sales further improved to 88%.
- Sustained growth in core pizzas steered by focus on Product Innovation and Value For Money. Every Day Value (EDV) continues to be a major growth driver in Domino's Pizza.





MANAGEMENT VIEWS



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."

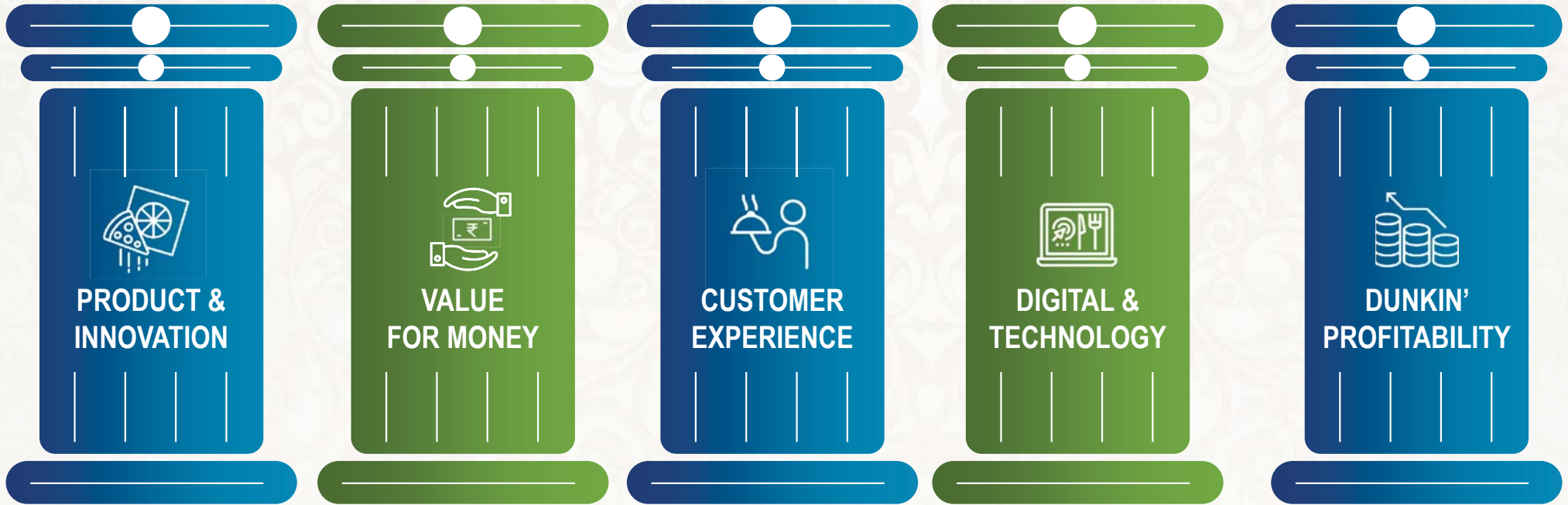


Commenting on the performance for Q3 FY19, **Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited** said,

"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"



KEY FOCUS AREAS



EFFICIENCY AND PRODUCTIVITY



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 1200 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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Note: All financial data in this presentation is derived from reviewed standalone IND-AS financial statements

Disclaimer

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