

Domino's  
Pizza



JUBILANT  
FOODWORKS



# Q1 FY18 Earnings Presentation

17 July 2017

Total System Revenues at Rs. 6,788 mn, growth at 11.5%

Domino's Pizza Same Store Sales Growth (SSG) at 6.5%

JFL EBITDA at Rs. 796 mn, 11.7% of Net Sales

Domino's Pizza – 13 Stores opened, 5 Stores closed, Total at 1,125  
Dunkin' Donuts: 1 Store opened, 9 Stores closed, Total at 55

Exciting Innovations Launched –  
Domino's Pizza : Speciality Chicken Range  
Dunkin' Donuts : Mayo Burger, Shaken Iced Coffee

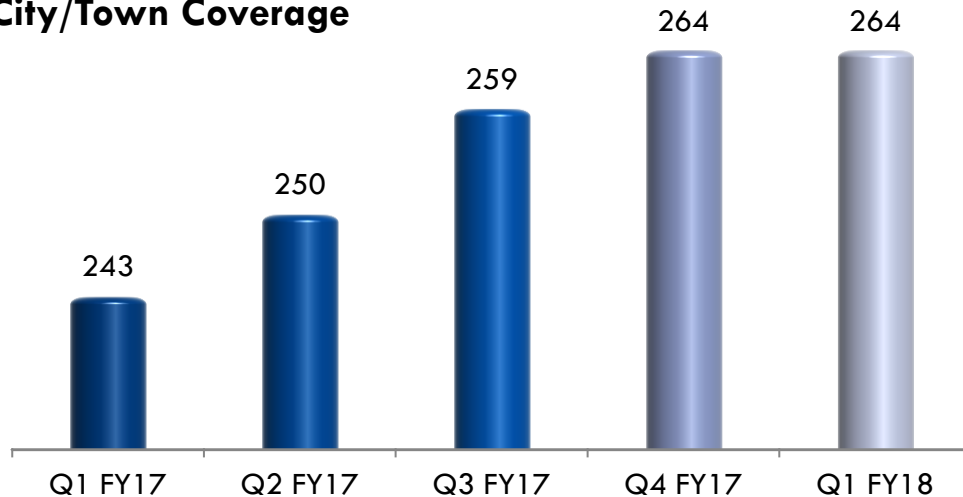
	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18
System Growth	6.7%	13.3%	3.9%	(0.9)%	11.5%
Domino's SSG*	(3.2)%	4.2%	(3.3)%	(7.5)%	6.5%
EBITDA Margin (%)	9.5%	9.7%	9.7%	9.9%	11.7%
PAT Margin (%)	3.1%	3.2%	3.0%	1.1%	3.5%

# Highlights - Domino's Pizza – Restaurant Network

## Network data

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18
Restaurant at the beginning of the period	1,026	1,049	1,081	1,107	1,117
New Restaurants	23	32	32	18	13
Closed restaurants	-	-	6	8	5
Restaurants at the end of the period	1,049	1,081	1,107	1,117	1,125

## City/Town Coverage



New City entered in Q1 FY18: Wardha (Maharashtra)

States/Union Territory	Cities	Restaurants
Maharashtra	29	220
Uttar Pradesh	23	84
Gujarat	21	76
Haryana	20	54
Punjab	20	48
Karnataka	17	128
Madhya Pradesh	14	37
Rajasthan	12	25
Tamil Nadu	12	78
Bihar	10	20
Seemandhra	10	20
West Bengal	10	61
Himachal Pradesh	9	9
Uttanchal	9	14
Assam	7	16
Chhatisgarh	7	15
Kerala	7	19
Odisha	6	10
Jharkhand	5	10
Telangana	3	56
Jammu & Kashmir	2	5
Sikkim	2	2
Arunachal Pradesh	1	1
Chandigarh	1	7
Dadra And Nagar Haveli	1	1
Daman	1	1
Goa	1	12
Meghalaya	1	2
Nagaland	1	1
New Delhi	1	91
Puducherry	1	2
<b>Grand Total</b>	<b>264</b>	<b>1125</b>

# New Launches - Domino's Pizza

**Domino's**  
**EVERYDAY**  
**VALUE**

CHOOSE ANY 2 PIZZAS OF

₹ 295

@

₹ 199<sup>\*</sup>

— EACH —

CHOOSE ANY 2 PIZZAS WORTH

₹ 365

@

₹ 249<sup>\*</sup> EACH

CHOOSE ANY 2 PIZZAS WORTH

₹ 440

@

₹ 299<sup>\*</sup> EACH

CHOOSE ANY 2 PIZZAS WORTH

₹ 525

@

₹ 379<sup>\*</sup> EACH

\*Above offers applicable on medium Hand Tossed pizzas only. Upgrade to your favourite Crust in any of the above offers (charges extra). Ask the order taker for details. T&C apply. Taxes extra.



**Specialty CHICKEN**  
STARTING AT ₹ 99\*

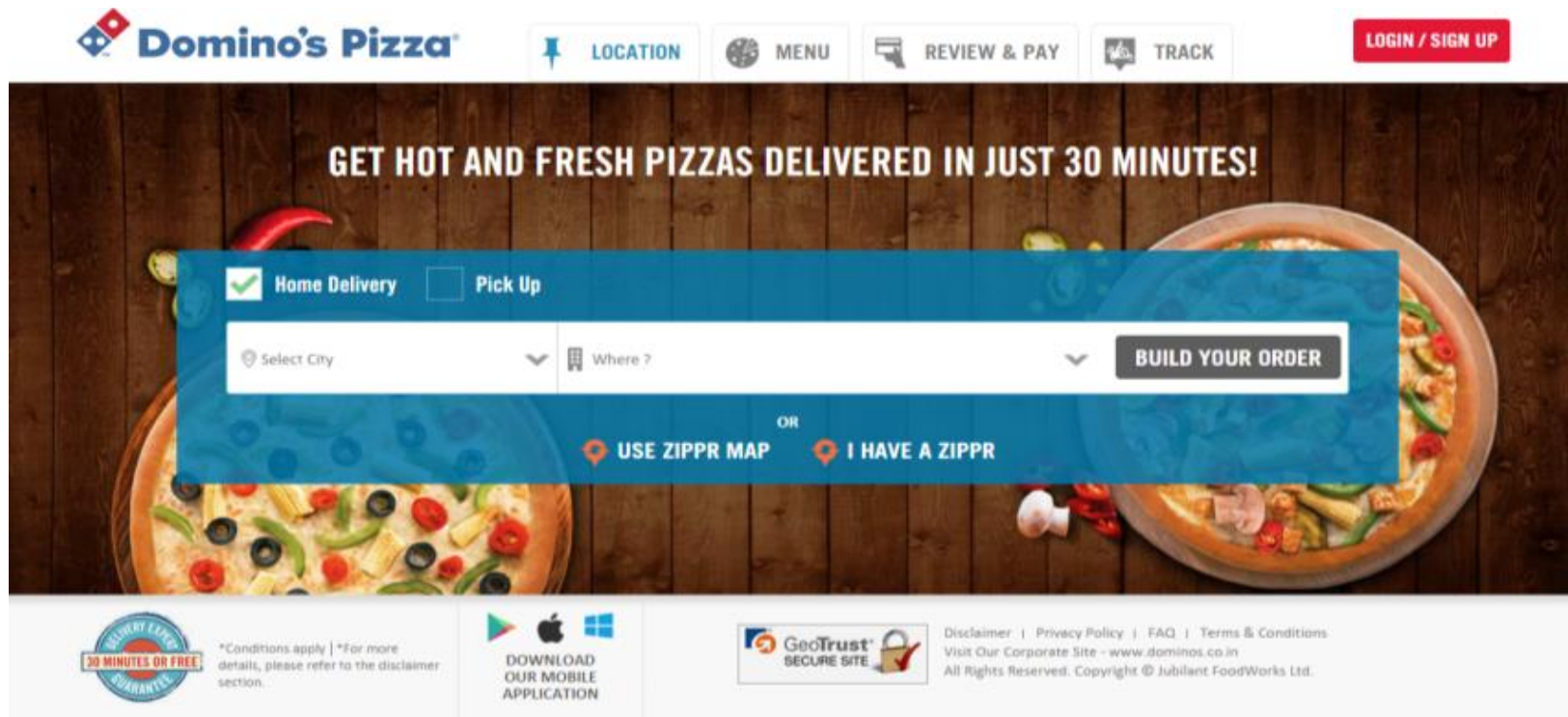
**Domino's Pizza**

**ROASTED Chicken wings**  
PERI-PERI CLASSIC HOT SAUCE

**Boneless Chicken Wings**  
PERI-PERI LEMON PEPPER

**Chicken MEATBALLS**  
PERI-PERI SAUTICHA

Taxes extra



**CLICK TO ORDER ONLINE**

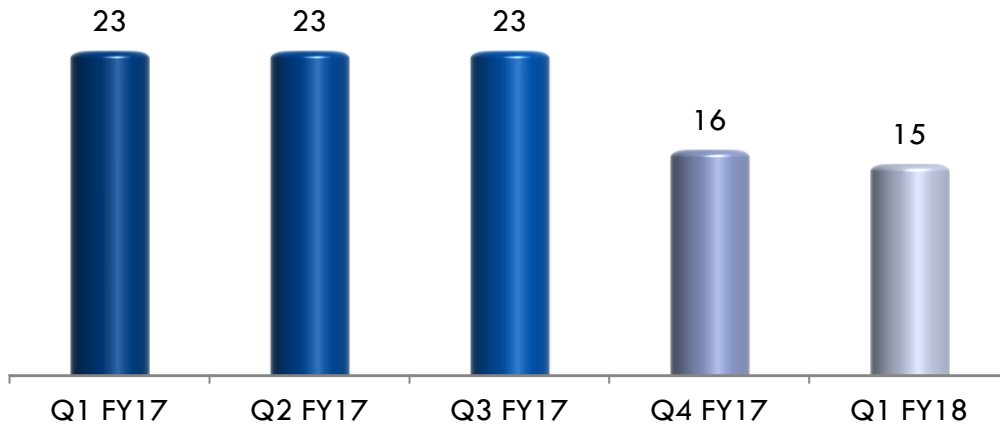
	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18
Average OLO contribution to delivery sales	44%	47%	49%	51%	51%
Mobile Ordering sales contribution to overall OLO	41%	54%	56%	68%	69%
Downloads of mobile ordering app	4.4 mn	5.0 mn	5.3 mn	6.4 mn	7.5 mn

# Highlights – Dunkin’ Donuts – Restaurant Network

## Network data

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18
Restaurant at the beginning of the period	71	77	73	73	63
New Restaurants	7	1	1	3	1
Closed restaurants	1	5	1	13	9
Restaurants at the end of the period	77	73	73	63	55

## City/Town Coverage



States/Union Territory	Cities	Restaurants
New Delhi	1	16
Haryana	2	6
Uttar Pradesh	3	7
Chandigarh	1	1
Uttanchal	1	1
Maharashtra	2	6
Karnataka	1	9
Gujarat	1	2
Goa	1	2
Telangana	1	4
Tamil Nadu	1	1
<b>Grand Total</b>	<b>15</b>	<b>55</b>



# New Launches— Dunkin' Donuts

**THE ORIGINAL MAYO BURGER**  
 SOME CALL IT A CLASSIC.  
 WE CALL IT EPIC.

**₹69** **BIG JOY MAYO VEG**

**₹89** **BIG JOY MAYO CHICKEN**

**DUNKIN' DONUTS & MORE**

**NEW DUNKIN' SHAKEN Iced Coffee**

SHAKEN, STRAWED AND REFRESHINGLY COLD.

**SAVE ₹45\***  
 ON MEAL COMBO WITH MEDIUM SHAKEN ICED COFFEE

**100% ARABICA COFFEE BEANS**

**MED ₹79** **LARGE ₹109**

**DUNKIN' DONUTS & MORE**

**GO NUTS ON DONUTS**

**CLASSIC DONUTS ONLY**

**₹49**

A BOX OF 4 CLASSIC DONUTS  
~~₹294~~  
**SAVE ₹49**  
**₹245**

**DUNKIN' DONUTS & MORE**

\*Terms & Conditions apply. All prices are in Rupees & exclusive of all applicable taxes. Prices are subject to change without prior notice. All our products may contain peanut, coconut or other nuts or traces of the same. Actual product may vary from the image shown in print.

[/dunkinindia](https://www.facebook.com/dunkinindia) 100% Eggless

**REGULAR CAPPUCCINO + CLASSIC GLAZED DONUT COMBO ₹89\***

**DUNKIN' DONUTS & MORE**

**100% ARABICA COFFEE BEANS**

\*Terms & Conditions apply. All prices are in Rupees & exclusive of all applicable taxes. Prices are subject to change without prior notice. All our products may contain peanut, coconut or other nuts or traces of the same. Actual product may vary from the image shown in print.

# Result Highlights

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
Revenue from operations (Net)	6,788.2	6,087.6	11.5%
Other Income	30.0	32.4	(7.3)%
Total Income	6,818.2	6,120.0	11.4%

- Operating Revenue for Q1 FY18 was Rs. 6,788 million, higher by 11.5% over Q1FY17
- Domino's Pizza India SSG was 6.5%
- Improved performance was on account of growth in business volumes due to;
  - Positive response to Every Day Value strategy for Domino's Pizza and new menu introductions in toppings, side orders in Domino's Pizza and innovative burgers, Donuts and combo-offers at Dunkin' Donuts
  - Network build out across both brands
  - Increased penetration of online ordering including from mobile platform

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
Raw Material & Provisions Consumed	1,605.1	1,414.1	13.5%
Personnel Expenses	1,470.7	1,400.4	5.0%
Other Expenses	2,916.7	2,697.3	8.1%
Total Expenditure	5,992.5	5,511.8	8.7%

- Total Expenditure in Q1 FY18 was at Rs. 5,992 million, up 8.7% over Q1 FY17
  - This was primarily on account of expansion in operations due to addition of new restaurants
- The total number of employees as on 30th June 2017 stood at 27,369 as against 27,662 as on 30th June 2016

# Result Highlights

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
EBITDA	795.7	575.9	38.2%
Margins	11.7%	9.5%	220 bps

- The EBITDA for Q1 FY18 was at Rs. 796 million, up 38% since Q1FY17. This follows combined benefit of enhanced revenue growth and optimization of cost across operations and processes

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
PBT	363.5	282.1	29.0%
Margins	5.4%	4.6%	80 bps
PAT	238.4	190.0	25.5%
Margins	3.5%	3.1%	40 bps

- The Profit after Tax in Q1 FY18 was at Rs 238 million. Better operating performance contributed to growth in the bottomline
  - PAT also reflects the adverse impact of Rs 90 million on account of restaurants closure

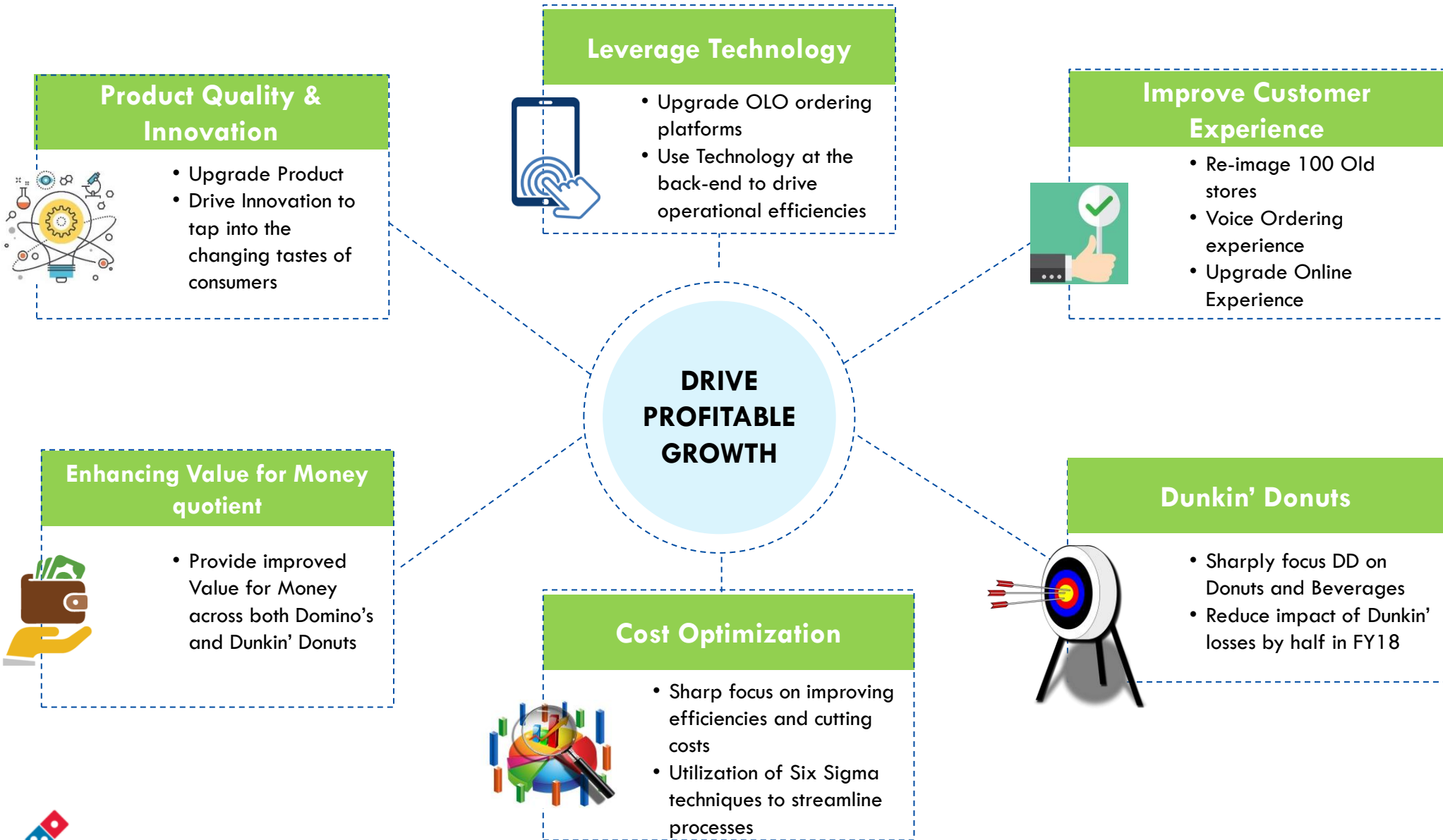
*Commenting on the performance for Q1 FY18, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said, “We are happy to report a strong, all-round Q1 FY18 performance. We took a number of actions in the quarter towards driving innovation, delivering value and controlling costs, and we are pleased to see that our disciplined focus on driving profitable growth has begun having the desired impact. The performance strengthens our confidence in the underlying growth potential of our brands and the ability of our business model to unleash it.”*

*Commenting on the performance for Q1 FY18, Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said, “At the beginning of the quarter, we had unveiled our new strategy for driving profitable growth. Today I am pleased to share encouraging progress in the execution of the strategy as reflected in our strong Q1FY18 performance.*

*Our focus on delivering better Value for money and driving innovation has helped bring back strong growth in Domino’s Pizza. We have also made significant progress towards reducing losses and building a sustainable business in Dunkin’ Donuts. Additionally, our discipline of controlling costs and driving efficiencies has helped improve overall operating margins.*

*Going forward, we will continue to drive the strategic pillars of Product and Innovation, Value, Customer Experience, Technology and Cost Efficiencies.”*







## Customer Service

Jubilant FoodWorks Limited has won the '**Recognition for Customer Centricity**' – (Service), (Large Business Organization) based on the assessment outcome of the '**CII Awards for Customer Obsession – 2016**'



Jubilant Foodworks has been certified as **Great Place to Work** by **Great Place of Work Institute** for building a high-trust & high performance culture. We ranked amongst Top 100.

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 1125 Domino's Pizza restaurants across 264 cities (as of July 17, 2017). 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 55 Dunkin' Donuts restaurants across 15 cities in India (as of July 17, 2017).

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*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*