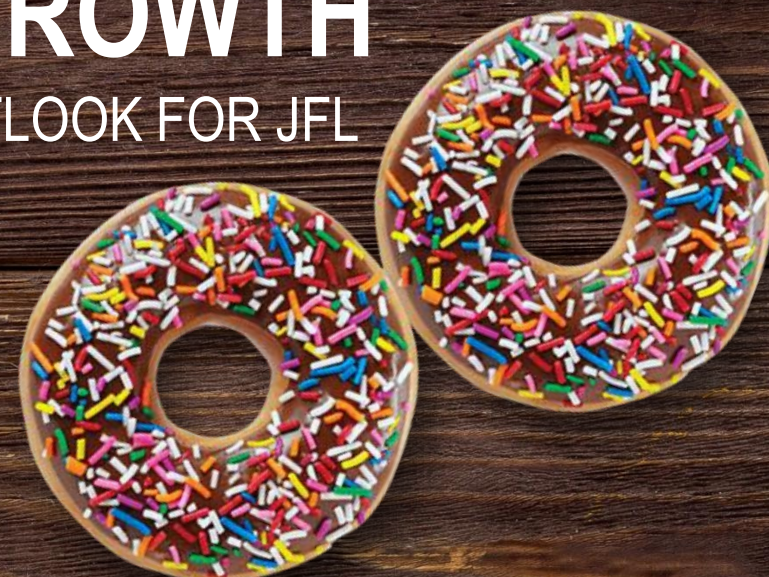




AN APPETITE FOR GROWTH

FOOD CONSUMPTION IN INDIA AND OUTLOOK FOR JFL

BY PRATIK POTA, CEO
JUBILANT FOODWORKS LTD.
JUNE, 2018



DISCLAIMER

Certain statements in today's presentation 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.

Jubilant FoodWorks Limited 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.

AGENDA

Food Service Market in India

JFL Transformation

Questions & Answers





FOOD SERVICE MARKET IN INDIA

KEY TRENDS AND POTENTIAL





LARGE AND GROWING

FOOD SERVICE MARKET

	2016	2021
Total Market	3091 INR bn	4981 INR bn
Unorganised Market	2076 INR bn	2939 INR bn
Organised Market	924 INR bn	2042 INR bn

Source - NRAI - Indian Food Service Report 2016





QSRs ARE THE SINGLE LARGEST ORGANIZED SEGMENT

	2016	2021
Organized Market	924 INR bn	2042 INR bn
QSR	91 INR bn	247 INR bn
Others	833 INR bn	1795 INR bn

Source - NRAI - Indian Food Service Report 2016





THERE IS ENOUGH HEADROOM FOR GROWTH...

Frequency of eating out and expenditure on food are low and have room to grow

Eating-out frequency per month

28 times
Singapore/Hong Kong

4-5 times
India

Per capita expenditure on meals outside home





DRIVERS OF GROWTH

MACRO



HIGHER URBANISATION

2015 – **33%**
2020 – **35%**



WORKING WOMEN

25% women
employed in service
sector by **2020**



DEMOGRAPHIC SHIFT

50% population
younger than
28 years





DRIVERS OF GROWTH EXTERNAL

GST REDUCTION



18%

5%



FOOD SAFETY

88 - new guidelines issued by FSSAI
around food safety in last **12** months



DIGITAL & SOCIAL MEDIA

+91 MILLION

POSTS WITH **#FOODPORN**
ON **INSTAGRAM**





DRIVERS OF GROWTH

INDUSTRY DRIVEN

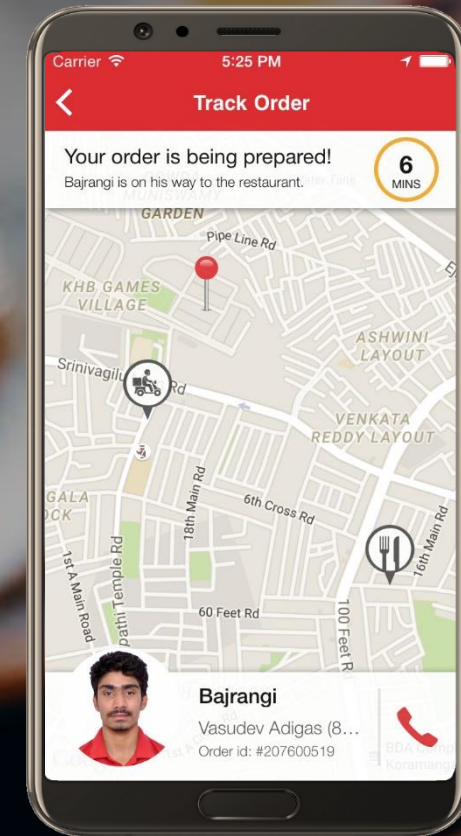
INNOVATIONS



FORMATS



ACCESS





GROWTH IN DELIVERY MARKET DRIVING OVERALL MOMENTUM

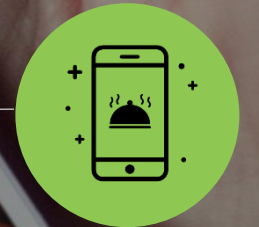
NUMBER OF ORDERS PER MONTH



May 2016 – 0.02 mn



May 2018 – 12 mn



600 TIMES GROWTH IN ORDERS PER MONTH





TRANSFORMATION





LARGEST QSR IN TERMS OF REVENUE AND FOOTPRINT



Total 1134 stores in 265 cities.



Only chained food service player in **140 towns**.

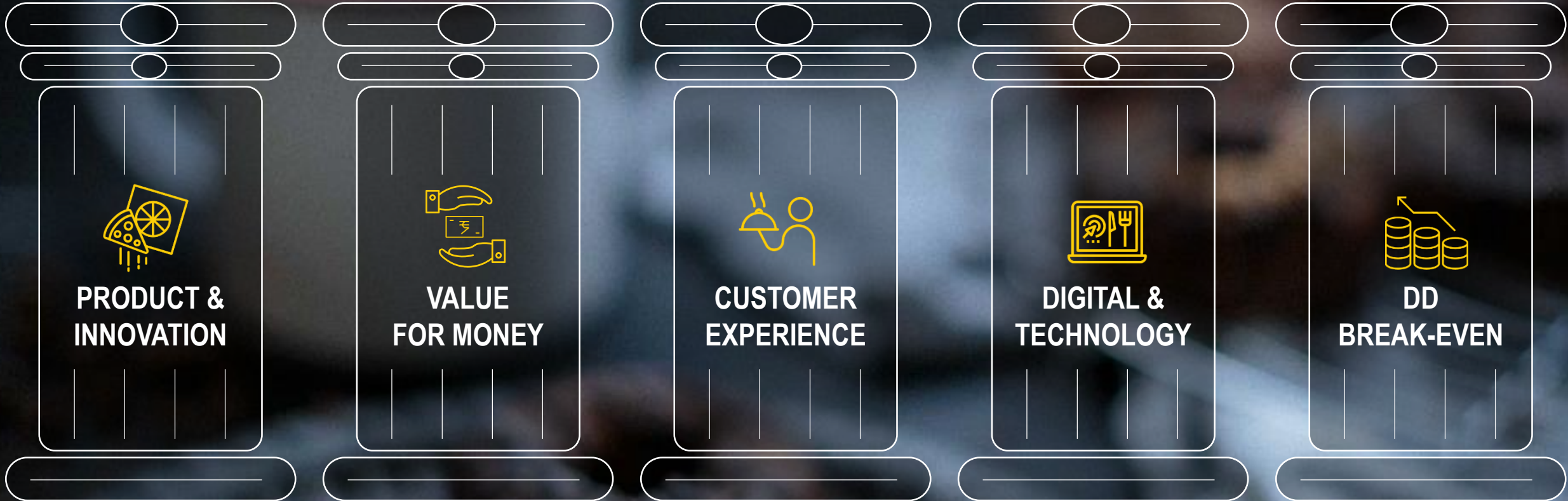


9 Commissaries, including the largest in Domino's system globally.





CLEAR STRATEGY FOR DRIVING PROFITABLE GROWTH



EFFICIENCY AND PRODUCTIVITY



Domino's
Pizza

Try the
— ALL NEW —
DOMINO'S

- ✓ SOFT CRUST
- ✓ TASTIER SAUCE
- ✓ MORE TOPPINGS
- ✓ MORE CHEESE



AAPNE KAHA, HUMNE KIYA.

JUBILANT
FOODWORKS

— Try the —
ALL NEW DOMINO'S

EVERYDAY VALUE

2 PIZZAS STARTING

REGULAR
SIZE

@
₹ 99*
EACH

MEDIUM
SIZE

@
₹ 199*
EACH





IMPROVED FINANCIAL PERFORMANCE

PERIOD	FY 16	FY17	Q4 FY18	FY 18
DOMINO'S SSG	3.2%	-2.4%	26.5%	13.9%
EBITDA MARGIN (%)	11.3%	9.7%	16.4%	15.0%
PAT MARGIN (%)	4.4%	2.6%	8.7%	6.9%



Domino's

ROAD AHEAD

डॉमिनोज





SUMMARY

1

Food service industry in India will continue to grow



2

There is a shift under way from unorganized to organized segment

3

Within the organized segment, JFL is well placed to lead this growth



4

Our current strategy is delivering results and we have a clear plan for the future



?

**QUESTIONS
&
ANSWERS**



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