

Noida, August 13, 2015

Immediate release

Financial Highlights

Q1 FY16

Total Income at Rs. 5,707 million, up by 20%

EBITDA at Rs.705 million, up by 20%

Net Profit after tax at Rs. 295 million, up by 6%

- Note:
1. Figures have been rounded off for the purpose of reporting.
 2. Financial discussion throughout this release is based on standalone reporting.
 3. The financials of Dunkin' Donuts have been included in the results & related financial discussion.

Jubilant FoodWorks Limited (JFL), India's largest Food Service Company, reported its financial results for the quarter ended 30 June, 2015.

Commenting on the performance for Q1 FY16, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said, "At JFL, our strategic objective of profitable growth continues to hold strong with an equal focus on delivering high customer satisfaction and operational excellence. Our ongoing investments in our brands have enabled us to strengthen our model with an efficient back-end system and inviting restaurant formats.

We continue to elevate our drive to reach wider audience on every aspect ranging from new restaurants, online ordering of our menu offering. This we believe illustrates our desire to incorporate new aspects and flavors that will allow our customers to experience new tastes and the case in point is the very recent launch of the Chef's Inspiration -Exotic Italian pizzas. We believe such an approach will help us cement the emotional bond we have and the same time drive incremental visits. Dunkin' Donuts is gaining high appreciation from customers with launch of Crunchy Joe Burger and the Voodoo Wraps.

We begin the fiscal with high optimism and continued aim of surpassing the expectations of our customers and our investors. Our Capex remains prudently contained and within achievable levels bearing in mind restaurant additions and commissary requirements. To summarize, our initiatives are translating into visible gains and we are committed to capitalizing on the large opportunity we see ahead in order to grow and strengthen our brands and ultimately reward our stakeholders over the long-term."

Commenting on the performance for Q1 FY16, Mr. Ajay Kaul, CEO, Jubilant FoodWorks Limited said, "We have initiated the fiscal with heartening performance. Topline increased 20% to Rs 5,707 million and EBITDA margin grew 20% to Rs 705 million, while SSG for the quarter was 4.6%. This reinstates that our fundamental formula to create unique experiences is resonating well with customers.

All along we have maintained our strategic objective, of taking our brands- Domino's Pizza and Dunkin' Donuts closer to our audience and enhancing interactions either while ordering online, on the phone or at our restaurants. We have maintained a healthy pace of restaurant openings (35 Domino's Pizza in Q1) with efforts to balance growth and avoid a dilutive impact on existing stores and ensuring more customers get their pizzas delivered faster. Whilst doing this, we are witnessing good uptake from virgin cities where we are first to introduce the pizza concept and where we enjoy certain cachet being an international brand that talks Indian. During the year we crossed the 900th restaurant mark for Domino's Pizza and this was truly a landmark occasion for us.

Thrust on online ordering is a key focus area and is in return generating positive results. We are early adopters of technology and are today widely accessible through multiple platforms. We, at all points of time, wish to keep Domino's Pizza as a brand energized and hence the incessant efforts to innovate and widen the palette.

Dunkin' Donuts is making rapid strides to gain consumer affection and also in terms of restaurant roll out as we entered new cities/regions. We have been launching a steady stream of new innovative items on the menu which resonate with consumers' preferences as well as match seasonality.

As we look ahead towards FY16, we want to continue on the same path of productivity and prudently expanding our existing and new markets, continue inventing new products and raise the level of customer satisfaction."

Operating Highlights

Domino's Pizza		
Network data		
Particulars	Q1 FY2016	Q1 FY2015
SSG	4.6%	(2.4)%
Restaurant Count	911	761
City Count	208	154
New cities with 1st restaurant in Q1 FY16		
<ul style="list-style-type: none"> Sagar, Rewa (M.P.) Batala (Punjab) Vizianagaram (Seemandhra) Jorhat, Tezpur (Assam) 	<ul style="list-style-type: none"> Chandrapur, Boisar, Dhule (Maharashtra) Vaishali (Bihar) Jabli (Himachal Pradesh) Mount Abu (Rajasthan) 	
Online data		
Particulars	Q1 FY2016	Q1 FY2015
OLO to Delivery Sales %	33.0%	21.8%
Mobile Ordering sales to OLO %	27.5%	21.5%
App Download Count (in mn)	3.1	1.8
Product launches in Q1 FY16		
<ul style="list-style-type: none"> Zingy Parcel AHA Value Meal (Rs. 349 and Rs 399 Combos) 		

Dunkin' Donuts		
Particulars	Q1 FY2016	Q1 FY2015
Restaurant Count	59	31
City Count	21	11
New cities with 1 st restaurant in Q1 FY16		
<ul style="list-style-type: none"> Hyderabad (Telangana) and Chennai (Tamil Nadu) 		
Product launches in Q1 FY16		
<ul style="list-style-type: none"> Nutty Strawberry Donut Virgin Mojito Coolatta Crunchy Joe Burger (Veg & Non Veg) 	<ul style="list-style-type: none"> Salty Jamoona Classic Lemonade Coolatta Voodoo Wraps (Veg & Non Veg) 	

Result Analysis

Total revenue in Q1 FY16 stood at Rs. 5,707 million. JFL reported healthy Q1 FY16 topline growth on account of:

- Continued efforts to widen network- Domino's Pizza opened 35 new restaurants and Dunkin' Donuts launched 5 new restaurants
- Innovative product offerings and promotional campaigns have energized menu line-up besides drawing new set of customers
- Sustained marketing and consumer focused initiatives & launches have enabled the Company to drive sales in a strenuous operating environment.

Total Expenditure in Q1 FY16 stood at Rs. 5,002 million. Total expenditure has moved in line with topline growth

- Raw material spends have remained contained in view of softening of prices/ lower inflation
- Higher trend in rental expenses on account of in-built escalation and increment in store count as per plan
- Growth in personnel expenditure mirror the expansive scale of operation, increase in wages due to minimum wage increase and incentives assigned to the employee base
- Total number of employees as on 30 June 2015 stood at 28,684 up from 25,780 as on 30 June 2014

EBITDA in Q1 FY16 was at Rs. 705 million

- Trend in EBITDA growth continues, driven by strong operational performance. Initiatives to enhance efficiencies continue to be implemented at various business levels.

Profit after Tax in Q1 FY16 stood at Rs 295 million

- The Company remains on its path to drive profitability via new restaurant additions in various markets, innovative offerings and sustained measures to drive cost effectiveness.

JFL's Outlook

- **Drive restaurant expansion program**
 - Focus on introducing both brands in new and existing markets
 - For FY16, target of 150 new Domino's Pizza and 30 new Dunkin' Donuts. Successfully launched 921 Domino's Pizza and 61 Dunkin' Donuts restaurants till date
 - Also expand reach through online and mobile platforms
- **Create platform for future growth**
 - Drive measured investments in infrastructure so that back-end system is well aligned to capitalize opportunities
 - Mega commissary at Greater Noida to host state of the art facilities is moving as per Company plans

- **Innovate to create more excitement**
 - Innovation to remain the central theme for both brands and efforts to create a steady pipeline of innovative products is thoroughly ingrained in the DNA
 - This will be supported by new marketing campaigns to capture consumers' attention and thereby drive orders
- **Long term goals intact**
 - Immediate to medium term plans continue to resonate with long term goals to drive profitability with operational excellence

Key achievements and awards received during the quarter

- Domino's Pizza India has won the Customer Service Excellence Award at The Annual Indian Retail Awards
- Domino's Pizza India has won the "Golden Peacock National Training Award" by the "Institute of Directors(IOD)- India at the"25th World Congress on Leadership for Business Excellence & Innovation' and the Golden Peacock Awards Presentation Ceremony
- Domino's Pizza India has been awarded as one among Top 4 winners of coveted BML Munjal Awards(2015) for Business Excellence through Learning & Development.
- JFL awarded the CSR Initiative of the year Award at The Annual Indian Retail Awards by Franchise India
- Domino's Pizza crossed another landmark with the launch of its 900th restaurant in the country

About Jubilant FoodWorks Ltd:

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and India's largest food service company, with a network of 921 Domino's Pizza restaurants across 209 cities (as of August 13, 2015). 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 is the market leader in the chained pizza market with ~72% market share in India (as per Euro Monitor Consumer Food Service Report, 2015). The Company also has exclusive rights for developing and operating Dunkin' Donuts restaurants for India and has launched 61 Dunkin' Donuts restaurants across 21 cities in India (as of August 13, 2015).

Corporate Identification No: L74899UP1995PLC043677

Investor e-mail id: investor@jublfood.com

Website: www.jubilantfoodworks.com, www.dominos.co.in, www.dunkinindia.com

For further information please contact:

Ravi S. Gupta
Jubilant FoodWorks Limited
Tel: +91 120 4090 509
Fax: +91 120 4090 599
E-mail: ravi_gupta@jublfood.com

Siddharth Rangnekar/Urvashi Butani
CDR, India
Tel: +91 22 66451209 / 1219
Fax: +91 22 66451213
Email: siddharth@cdr-india.com
urvashi@cdr-india.com

Disclaimer

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.