

**Noida, 21<sup>st</sup> July, 2021** – The Board of Directors of Jubilant Foodworks Limited today approved the financial results for the quarter ended June, 2021.

### Performance Highlights – Q1 FY22 vs. same period last year

- Revenue from Operations at Rs. 8,790 million, higher by 131.1%
- EBITDA came in at Rs. 2,115 million; EBITDA margin was 24.1%
- Profit After Tax came in at Rs. 626 million; Profit margin was 7.1%
- **Opened 29 new stores despite on-ground disruption caused by second-wave of Covid-19**
  - This includes 20 new Domino's stores and 3 new stores each for Hong's Kitchen, Ekdum! and Dunkin' Donuts
- App downloads continue to be high at 6.8 million
- Stepped up Company support under "Covid Care" by offering requisite healthcare, financial and operational assistance to all our employees and their families
- **Towards a safer, healthier, vaccinated India**
  - Launched a nationwide campaign, #HaathBadhaoIndia #VaccineLagaaoIndia, which urges everyone to come together and get vaccinated for a better, brighter tomorrow

Revenue from Operations in Q1 FY22 stood at Rs. 8,790 million, a growth of 131.1% over same period last year. This was driven by Domino's LFL Sales growth of 120.4% and SSG of 114.2%. The growth in Delivery channel, which grew by 123.7%, mitigated the impact on account of Dine-in channel being shut for a long time and mobility restrictions impacting the takeaway channel.

EBITDA came in at Rs. 2,115 million in Q1 FY22 and EBITDA margin was 24.1%. Profit After Tax came in at Rs. 626 million and Profit margin was 7.1%.

Commenting on the performance for Q1 FY22, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited said,**

*"Q1 FY22 was one of the most challenging quarters with the sudden onslaught of the second wave of the pandemic. Given the severity of the situation, our most important priority during the quarter was to support our employees and their families. We are extremely proud of the manner in which the team came together to deliver a strong and resilient performance. With vaccinations well under way, we believe that the worst is behind us and we are confident of delivering strong, sustained growth in the periods ahead."*

Commenting on the performance for Q1 FY22, **Mr. Pratik Pota, CEO and Wholetime Director, Jubilant Foodworks Limited said,**

*"Q1 FY22 was a true test of character and I am pleased with our gritty performance. Led by growth in our own digital assets and the Delivery channel, our overall revenues grew by a strong 131.1%. A disciplined control on costs led to healthy EBITDA margins. Our business model has emerged stronger from the pandemic and we are looking ahead with optimism, confident of delivering hyper growth and transforming into a food-tech powerhouse."*

## Store Matrix

Domino's Pizza		
Particulars	Q1 FY22	Q1 FY21
SSG*	114.2%	(61.4)%
Like-for-Like Growth**	120.4%	(61.5)%
Network		
Restaurant at the beginning of the period	1,360	1,335
New Restaurants	20	24
Closed restaurants	0	5
Restaurants at the end of the period	<b>1,380</b>	<b>1,354</b>
Number of New Cities added	5	6
1,380 restaurants as of 30 <sup>th</sup> June, 2021 across 298 cities		
Online data		
Particulars	Q1 FY22	Q1 FY21
OLO to Delivery Sales %	98.9%	99.1%
Mobile Ordering sales to OLO %	97.7%	97.9%
App Download Count cum. (in mn)	64.1	37.5

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

\*\* "Like-for-like" (LFL) Sales Growth refers to the year-over-year growth in sales for non-split restaurants opened before previous financial year

Dunkin' Donuts		
Network		
Particulars	Q1 FY22	Q1 FY21
Restaurant at the beginning of the period	24	34
New Restaurants	3	0
Closed restaurants	0	4
Restaurants at the end of the period	<b>27</b>	<b>30</b>

New Brands – Hong's Kitchen and Ekdum!		
Network		
Particulars	Q1 FY22	Q1 FY21
Restaurant at the beginning of the period	12	4
New Restaurants	6	0
Closed restaurants	0	0
Restaurants at the end of the period	18	4

**Note:**

1. All financial data in this presentation is derived from reviewed standalone IND-AS financial statements
2. Figures have been rounded off for the purpose of reporting

### About Jubilant Foodworks Limited\*:

Jubilant Foodworks Limited (JFL/Company) is part of Jubilant Bhartia group and is India's largest foodservice Company. Its Domino's Pizza franchise extends across a network of 1,380 restaurants in 298 cities. The Company has 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 through its subsidiary companies in Sri Lanka and Bangladesh. The Company also enjoys exclusive rights to develop and operate Dunkin' Donuts restaurants in India, has in operation 27 restaurants across 8 cities in India. JFL has ventured into Chinese cuisine segment with its first owned restaurant brand, 'Hong's Kitchen', which now has 11 restaurants across 3 cities. Recently, the Company has added Indian cuisine of biryani, kebabs, breads and more to the portfolio by launching Ekdum! which now has 7 restaurants across 3 cities. The Company has exclusive rights to develop and operate Popeyes® restaurants in India, Bangladesh, Nepal and Bhutan. In accordance with shifting consumption habits, the Company has forayed into the ready-to-cook segment with 'ChefBoss'.

Note: \*Details updated as on June 30, 2021

**Corporate Identification No.:** L74899UP1995PLC043677

**Investor e-mail id:** investor@jublfood.com

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

**Corporate Office:** 5<sup>th</sup> 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.hongskitchen.in](http://www.hongskitchen.in), <https://ekdum.co.in/>, [www.chefboss.com](http://www.chefboss.com)

### For further information please contact:

**Ashish Goenka / Deepak Jajodia / Lakshya Sharma**  
Jubilant Foodworks Limited

Tel: +91 120 4090 500

Fax: +91 120 4090 599

E-mail: [ashish.goenka@jublfood.com](mailto:ashish.goenka@jublfood.com)  
[deepak.jajodia@jublfood.com](mailto:deepak.jajodia@jublfood.com)  
[lakshya.sharma@jublfood.com](mailto:lakshya.sharma@jublfood.com)

**Siddharth Rangnekar / Nishid Solanki**  
CDR, India

Tel: +91 22 66451209 / 1221

Fax: +91 22 66451213

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