



Q3 FY 2021-22 Earnings Presentation

2nd February 2022



HIGHLIGHTS Q3 FY22*



- Revenue from Operations was Rs. 11,935 mn, higher by 12.9%
- Strong momentum in Delivery and Takeaway channel continued - recovery of 128.0% and 148.2% respectively vs. Q3FY20



- EBITDA was Rs. 3,174 million, higher by 13.9%; EBITDA margin 26.6%
- Profit After Tax was Rs. 1,373 million, higher by 9.8%; Profit margin 11.5%



- 75 new Domino's Pizza stores – A record number
- 2 new stores of Emerging Business Units - 1 each for Dunkin' and Hong's Kitchen



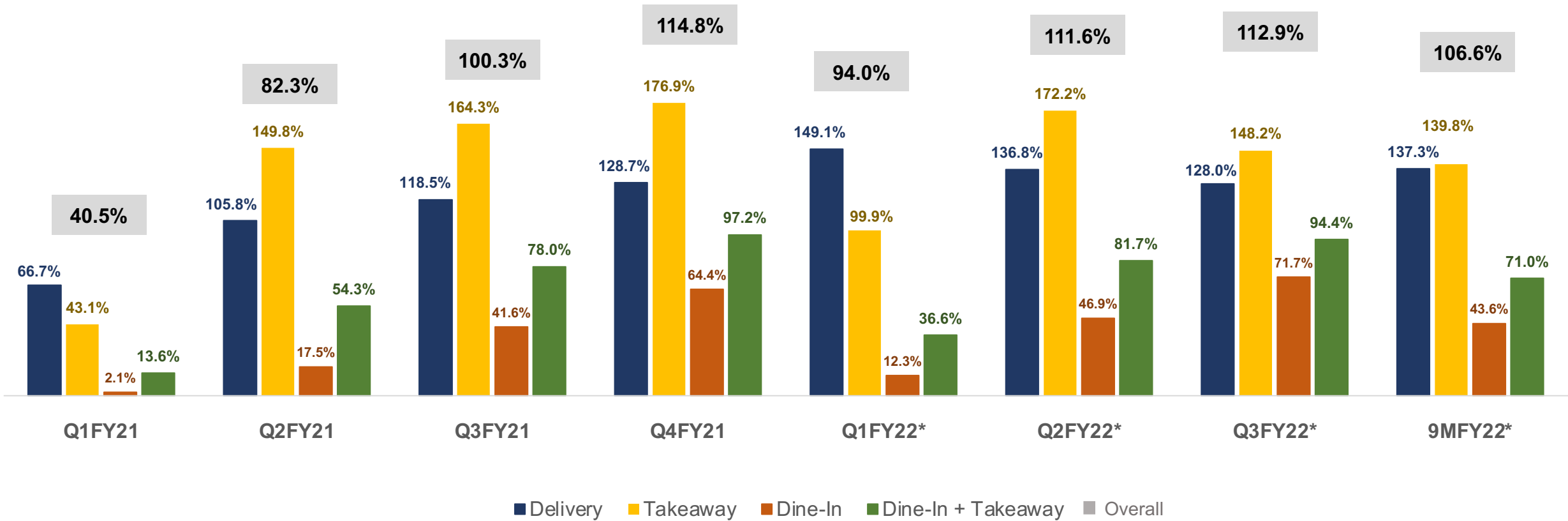
- Highest ever Domino's App downloads in a quarter at 8.2 mn
- OLO Contribution to Delivery Sales at 97.6%



- Increased shareholding in DP Eurasia N.V. to 40.29%
- Acquired 30.75% equity stake in Hashtag Loyalty Pvt. Ltd. (Thrive - an Online Food Ordering platform)

Domino's Sales Recovery Trends

System Sales Recovery vs. FY 2019-20



Domino's India has set new global benchmarks for store openings



- Opened 75 new Domino's stores in India in Q3FY22
- This is the Highest number of stores opened
 - In Any Single Quarter
 - Across Any Market

With a record opening of 200 new stores in CY 2021, we are progressing well towards realizing India market potential of 3,000 stores

Domino's Pizza Surpasses 1500th Store Milestone in India



The 1500th Store at Skymark One, Noida was inaugurated on 31st January, 2022

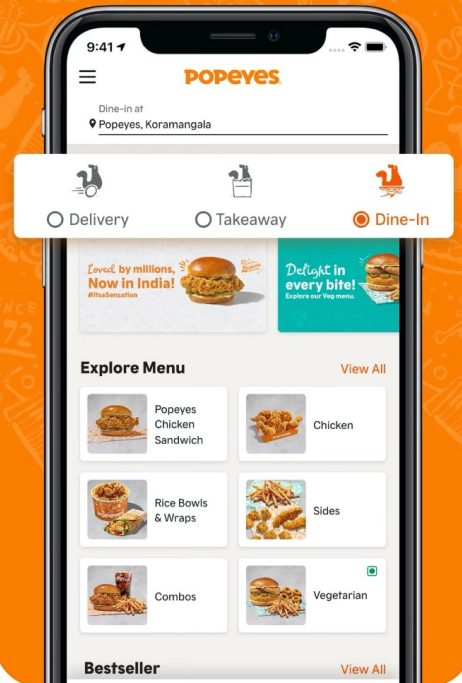
JFL launches Iconic US Chicken Brand - Popeyes - in India

POPEYES®



Delivery Takeaway Dine-in

Get the best of **POPEYES**
any way you want it!



- Popeyes is now serving guests in India
- Opened two flagship restaurants in Bengaluru; one more to follow soon
- Popeyes India menu has
 - No MSG
 - Antibiotics-free Chicken
 - An array of vegetarian options to ensure all guests enjoy the Popeyes Cajun experience
- Seamless Ordering Experience: Launched own app and mobile website
- Zero-emission Delivery: In-house Delivery fleet with 100% use of E-Bikes
- Popeyes is expected to be a key long-term growth driver for the Company

Results Trends



RESULTS TRENDS STANDALONE

	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22
JFL System Revenue Growth	(0.2)%	14.3%	131.1%	36.6%	12.9%
Domino's LFL Growth* (%) (non-split stores)	(0.2)%	13.7%	120.4%	29.4%	7.5%
EBITDA Margin (%)	26.4%	24.3%	24.1%	26.0%	26.6%
PAT Margin (%)	11.8%	10.2%	7.1%	11.0%	11.5%

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



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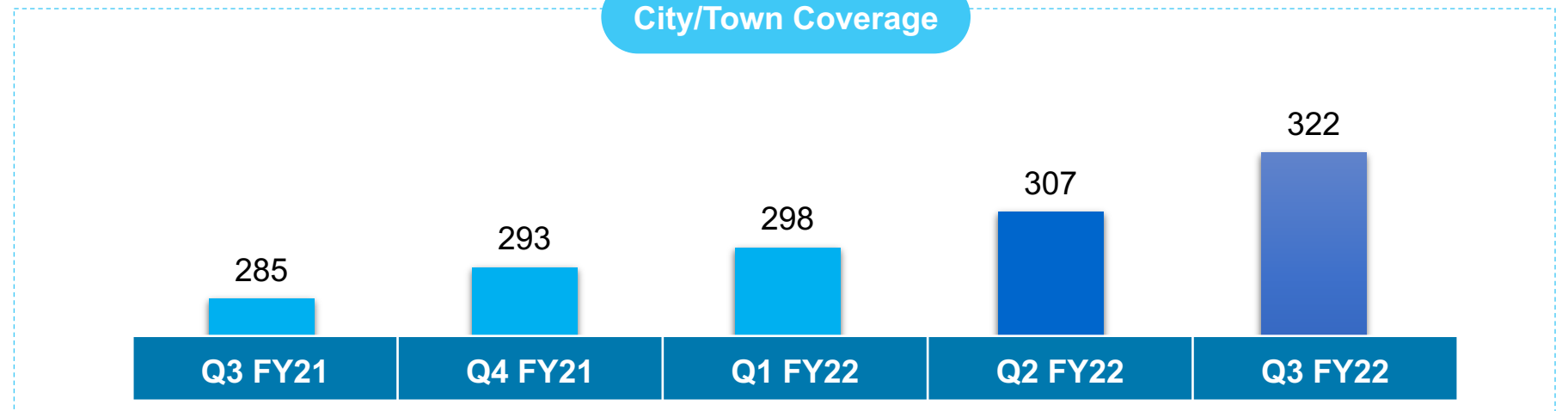
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Domino's Pizza India Network

	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22
Restaurants at the beginning of the period	1,264	1,314	1,360	1,380	1,435
New Restaurants	50	50	20	55	75
Closed restaurants	0	4	0	0	15
Restaurants at the end of the period	1,314	1,360	1,380	1,435	1,495

City/Town Coverage



HIGHLIGHTS

DOMINO'S
PIZZA INDIA

RESTAURANT
NETWORK

Online Ordering (OLO)

	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22
Average OLO contribution to delivery sales	98.2%	98.2%	98.9%	97.8%	97.6%
Mobile Ordering sales contribution to overall OLO	97.5%	97.4%	97.7%	97.2%	97.4%
Downloads of mobile ordering App (cum.)	51.2 mn	57.3 mn	64.1 mn	71.3 mn	79.5 mn

International Highlights

Domino's Sri Lanka

(32 stores)



- Overall system sales growth in Q3: 95.9%
 - Delivery sales growth: 85.6%
 - Takeaway sales growth: 119.1%
- Opened 1 new store
- Average OLO contribution to delivery sales(%):

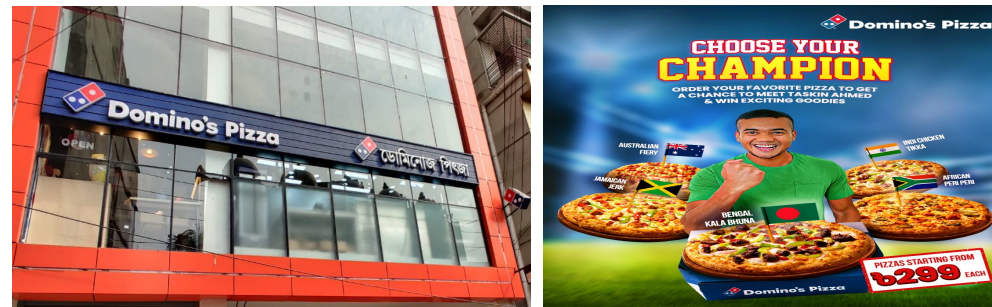
Q2 FY22	Q3 FY22
63.9%	63.7%



INTERNATIONAL
OPERATIONS
Q3FY22*

Domino's Bangladesh

(8 stores)



- Overall system sales growth in Q3: 38.0%
 - Delivery sales growth: 82.1%
 - Takeaway sales growth: 4.5%
- Opened 1 new store
- Average OLO contribution to delivery sales(%):

Q2 FY22	Q3 FY22
63.8%	64.8%

Note: *vs. prior year

The JFL Domino's Pizza Network



HIGHLIGHTS

DOMINO'S PIZZA

OVERALL RESTAURANT NETWORK#



	India	Sri Lanka and Bangladesh	DP Eurasia		Total
			Turkey, Azerbaijan and Georgia*	Russia*	
Restaurants at the end of the period	1,495	40	621	188	2,344

Note: *Data for DP Eurasia – JFL's Associate – is sourced from their public disclosures for the period ended 31st December, 2021
 #Domino's Pizza Restaurant network pertaining to Jubilant Foodworks Limited, its subsidiaries, associates and its sub-franchisees



Dunkin' Network

	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22
Restaurants at the beginning of the period	26	27	24	27	28
New Restaurants	2	1	3	2	1
Closed restaurants	1	4	0	1	0
Restaurants at the end of the period	27	24	27	28	29

Hong's Kitchen and Ekdum! Network

	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22
Restaurants at the beginning of the period	5	10	12	18	21
New Restaurants	5	2	6	3	1
Closed restaurants	0	0	0	0	0
Restaurants at the end of the period	10	12	18	21	22



HIGHLIGHTS

EMERGING
BUSINESS
UNITS

RESTAURANT
NETWORK



MANAGEMENT VIEWS



Commenting on the Q3FY22 performance, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited** said,

“We have delivered a strong, all-round Q3FY22 performance, along with a record expansion of the Domino’s store network. The Company continues to create benchmarks, surpass key milestones and we remain excited with the growth opportunity that lies ahead. We are also making disciplined strategic investments that will help us drive growth, strengthen capabilities and continue creating value for all our stakeholders.”



Commenting on the Q3FY22 performance, **Mr. Pratik Pota, CEO and Wholetime Director, Jubilant Foodworks Limited** said,

“We are proud of our strong performance in Q3FY22. We delivered healthy revenue growth and strong profitability in the face of COVID induced restrictions and significant inflationary headwinds, while accelerating our network expansion. We made some important strategic investments during the quarter. The recent launch of Popeyes and our surpassing of 1500th Domino’s stores milestone in India underscores our confidence as we stay focused on driving sustainable, profitable growth in the business.”



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Quarterly Standalone Financials

Particulars (Rs. mn)	Q3 FY22	Q3 FY21	% Change
Revenue from operations	11,935	10,572	12.9%
Other Income	109	156	-29.8%
Total Income	12,044	10,728	12.3%
Raw Material and Beverage Cost	2,673	2,294	16.5%
Gross Profit	9,262	8,278	11.9%
<i>Margins¹</i>	<i>77.6%</i>	<i>78.3%</i>	
Personnel Expenses	1,957	2,196	-10.9%
Manufacturing and Other Expenses	4,132	3,296	25.3%
Total Expenditure	8,761	7,786	12.5%
EBITDA	3,174	2,786	13.9%
<i>Margins¹</i>	<i>26.6%</i>	<i>26.4%</i>	
Interest Cost	446	405	10.1%
Depreciation	1,006	876	14.8%
Exceptional Items	1	0	n.a
PBT	1,830	1,661	10.2%
<i>Margins¹</i>	<i>15.3%</i>	<i>15.7%</i>	
Tax	457	410	11.5%
PAT	1,373	1,251	9.8%
<i>Margins¹</i>	<i>11.5%</i>	<i>11.8%</i>	

Note:

1. Margins are computed using revenue from operations



RESULTS HIGHLIGHTS



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Quarterly Consolidated Financials

Particulars (Rs. mn)	Q3 FY22	Q3 FY21	% Change
Revenue from operations	12,108	10,693	13.2%
Other Income	111	159	-30.1%
Total Income	12,219	10,852	12.6%
Raw Material and Beverage Cost	2,710	2,328	16.4%
Gross Profit	9,398	8,365	12.4%
<i>Margins¹</i>	77.6%	78.2%	
Personnel Expenses	2,000	2,224	-10.1%
Manufacturing and Other Expenses	4,207	3,342	25.9%
Total Expenditure	8,917	7,893	13.0%
EBITDA	3,191	2,800	14.0%
<i>Margins¹</i>	26.4%	26.2%	
Interest Cost	455	410	10.9%
Depreciation	1,031	897	14.9%
Share of Profit in Associate	-25	0	n.a
Exceptional Items	1	0	n.a
PBT	1,791	1,651	8.4%
<i>Margins¹</i>	14.8%	15.4%	
Tax	459	412	11.3%
PAT	1,332	1,239	7.5%
<i>Margins¹</i>	11.0%	11.6%	

Note:

1. Margins are computed using revenue from operations



RESULTS HIGHLIGHTS



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KEY FOCUS AREAS

Journey To A Food Tech Powerhouse

From Recovery To Hyper-Growth



Dominant Domino's



Innovation and Value Focus



Grow International



Digital and Data Strengths



Build New Brand Portfolio

Process

Productivity

Partnerships

Capability and Culture



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About Jubilant Foodworks Limited*:

Jubilant Foodworks Limited (NSE, BSE: JUBLFOOD) is India's largest foodservice company and is part of the Jubilant Bhartia group. Incorporated in 1995, JFL holds the exclusive master franchise rights from Domino's Pizza Inc. to develop and operate the Domino's Pizza brand in India, Sri Lanka, Bangladesh, and Nepal. In India, JFL has a strong and extensive network of 1,495 Domino's restaurants across 322 cities. In Sri Lanka, the Company operates through its 100% owned subsidiary which currently has 32 restaurants. In Bangladesh, the operation is through a joint venture which manages and operates 8 restaurants. JFL also enjoys exclusive rights to develop and operate Dunkin' restaurants in India and Popeyes® restaurants in India, Bangladesh, Nepal and Bhutan. JFL currently operates 29 Dunkin' restaurants across 8 Indian cities. The first Popeyes® restaurant was recently launched in Bengaluru, India.

In 2019, JFL launched its first owned-restaurant brand 'Hong's Kitchen' in the Chinese cuisine segment which already has 14 restaurants across 3 cities. In 2020, it launched Ek dum! another new owned-restaurant brand which serves Biryani category. Ek dum! has 8 restaurants across 3 cities. The Company has recently forayed into the ready-to-cook segment with its 'ChefBoss' range of sauces, gravies and pastes.

Website:

www.jubilantfoodworks.com, www.dominos.co.in, <https://dunkinindia.com>, <https://hongskitchen.in/>, <https://ekdum.co.in/>, www.popeyes.in, www.chefboss.com

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- Note: 1. All financial data in this presentation is derived from reviewed standalone IND-AS financial statements
 2. Due to rounding-off, the financial figures may not recalculate exactly

Disclaimer

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ABOUT JUBILANT FOODWORKS LIMITED*