

Noida, 20th October, 2021 – Jubilant Foodworks Limited, India's largest Foodservice company, today announced results for the quarter ended 30th September, 2021.

Revenue from Operations came in at Rs. 11,007 million, an increase of 36.6% vs. last year. As compared to the pre-Covid period of Q2FY20, Domino's system sales grew by 11.6%. This was driven by continued strong momentum in Delivery and Takeaway channels as they grew by 36.8% and 72.2% vs. Q2FY20 respectively.

Q2FY22 EBITDA was Rs. 2,860 million, higher by 33.2% vs. last year with EBITDA margin being 26.0%. Profit After Tax was Rs. 1,215 million, higher by 58.0%, and Profit margin was 11.0%.

Q2FY22 also saw a record number of new stores, with 60 new stores opened during the quarter – 55 stores of Domino's, 2 stores each for Dunkin' and Hong's Kitchen and 1 store of Ekdum!.

The focus on Digital continued with 7.2 million App downloads during the quarter. There were several UI improvements and changes introduced on the App which helped improve the overall customer experience.

Sri Lanka and Bangladesh registered a system sales growth of 88.4% and 33.2% vs. last year respectively. Notably, in Sri Lanka, the Company achieved record sales in the quarter and also opened 3 new Domino's stores taking the store count to 31.

The Company also announced key strategic investments in line with its stated goal of building a multi-brand and multi-country food business powered by technology. A Reverse Bookbuild process was launched to enhance the Company's indirect shareholding in DP Eurasia N.V., the fifth largest master franchisee of Domino's Pizza. Additionally, JFL also initiated the process of enhancing its shareholding in Jubilant Golden Harvest Limited, Bangladesh to 90%, to strengthen its presence in the fast-growing and critical market of Bangladesh.

Commenting on the performance for Q2 FY22, **Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant Foodworks Limited said,**

"Q2 FY22 saw a strong all-round performance with revenue, profitability and store growth numbers hitting record highs. The new investments announced during the quarter will help steer the company towards its goal of becoming a multi-brand, multi-country business driven by technology and will create significant value for all stakeholders."

Commenting on the performance for Q2 FY22, **Mr. Pratik Pota, CEO and Wholetime Director, Jubilant Foodworks Limited said,**

"We are pleased with our strong performance in Q2 FY22. Notwithstanding the operating challenges and inflationary headwinds, we delivered a robust topline growth, strong EBITDA margins and record new store openings. We are excited about the future and believe that we have the right strategy to lead growth in the exciting period that lies ahead."

Standalone Financial Highlights

| Particulars (Rs. mn) | Q2 FY22 | Q2 FY21 | Growth |
|-------------------------|---------|---------|--------|
| Revenue from Operations | 11,007 | 8,055 | 36.6% |
| Gross Profit | 8,613 | 6,346 | 35.7% |
| Gross Margins (%) | 78.2% | 78.8% | - |
| EBITDA | 2,860 | 2,147 | 33.2% |
| EBITDA Margins (%) | 26.0% | 26.7% | - |
| PAT | 1,215 | 769 | 58.0% |
| PAT Margins (%) | 11.0% | 9.5% | - |

Domino's Pizza India

| Particulars | Q2 FY22 | Q2 FY21 | H1 FY22 | H1 FY21 |
|--|--------------|--------------|--------------|--------------|
| SSG* | 26.3% | (20.0)% | 54.8% | (39.6)% |
| Like-for-Like Growth** | 29.4% | (18.8)% | 58.4% | (39.1)% |
| Network | | | | |
| Restaurant at the beginning of the period | 1,380 | 1,354 | 1,360 | 1,335 |
| New Restaurants | 55 | 10 | 75 | 34 |
| Closed restaurants | 0 | 100 | 0 | 105 |
| Restaurants at the end of the period | 1,435 | 1,264 | 1,435 | 1,264 |
| Number of New Cities added | 9 | 2 | 14 | 8 |
| 1,435 restaurants as of 30 th September, 2021 across 307 cities | | | | |
| Online data | | | | |
| Particulars | Q2 FY22 | Q2 FY21 | | |
| OLO to Delivery Sales % | 97.8% | 98.5% | | |
| Mobile Ordering sales to OLO % | 97.2% | 97.6% | | |
| App Download Count cum. (in mn) | 71.3 | 43.8 | | |

* "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'

| Network | | | | |
|---|-----------|-----------|-----------|-----------|
| Particulars | Q2 FY22 | Q2 FY21 | H1 FY22 | H1 FY21 |
| Restaurant at the beginning of the period | 27 | 30 | 24 | 34 |
| New Restaurants | 2 | 1 | 5 | 1 |
| Closed restaurants | 1 | 5 | 1 | 9 |
| Restaurants at the end of the period | 28 | 26 | 28 | 26 |

Hong's Kitchen and Ekdum!

| Network | | | | |
|---|-----------|----------|-----------|----------|
| Particulars | Q2 FY22 | Q2 FY21 | H1 FY22 | H1 FY21 |
| Restaurant at the beginning of the period | 18 | 4 | 12 | 4 |
| New Restaurants | 3 | 1 | 9 | 1 |
| Closed restaurants | 0 | 0 | 0 | 0 |
| Restaurants at the end of the period | 21 | 5 | 21 | 5 |

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 1,435 restaurants in 307 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' restaurants in India, has in operation 28 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 13 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 8 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 September 30, 2021

Website:

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

For further information please contact:

Ashish Goenka / Deepak Jajodia / Lakshya Sharma

E-mail: ashish.goenka@jublfood.com
deepak.jajodia@jublfood.com
lakshya.sharma@jublfood.com

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