

JFL/NSE-BSE/2025-26/85

February 10, 2026

**BSE Limited**  
P.J. Towers, Dalal Street  
Mumbai – 400001

**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex  
Bandra(E), Mumbai – 400051

**Scrip Code: 533155**

**Symbol: JUBLFOOD**

**Sub: Earnings Presentation**

**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')**

Dear Sir/ Madam,

Pursuant to Regulation 30 of Listing Regulations, please find enclosed herewith Earnings Presentation to be issued by Jubilant FoodWorks Ltd. ('the Company') for Q3FY26 Results.

The above details will also be available on the website of the Company at [www.jubilantfoodworks.com](http://www.jubilantfoodworks.com) under [Investor Relations](#) section.

This is for your information and records.

Thanking you,  
For **Jubilant FoodWorks Limited**

**Mona Aggarwal**  
**Company Secretary and Compliance Officer**  
*Investor E-mail id: [investor@jublfood.com](mailto:investor@jublfood.com)*  
*Encl: A/a*



# Earnings Presentation

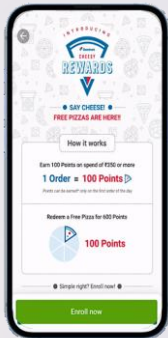
Q3FY26



# Jubilant FoodWorks : A Multi-Brand Food-Tech Company

Breakthrough Technology

B



Loyalty Program



Immersive & Friction-free App



Location AI



Restaurant Co-pilot

Our Purpose:  
**We Serve Joy** 😊



4.2/5 CSAT Score<sup>(1)</sup>



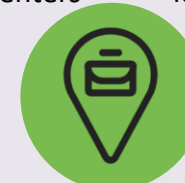
20+ Foodparks and Distribution centers



300+ Multi-temperature logistics fleet



~35k Bikes



600+ Cities

Operate with Excellence<sup>(2)</sup>

O

Lead with Purpose

L



Drive GROWTH



Be CUSTOMER-FIRST



Find BETTER WAYS



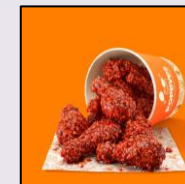
HUSTLE Mindfully



Lead with CARE



**Domino's**



**POPEYES**

D

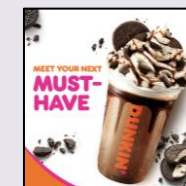
Delicious Food



**HONG'S KITCHEN**  
Hearty! Tasty! Chinese!



**COFFY**



**DUNKIN'**

(1) Customer satisfaction score consolidated across all channels

(2) Consolidated across all geographies except CSAT score

# Jubilant FoodWorks : Leading QSR player in Emerging High-Growth markets



## We serve ~25% of the world population



Largest QSR player for 30yrs ; 1.7x the 2<sup>nd</sup> largest player



• New markets entered during last 15 years



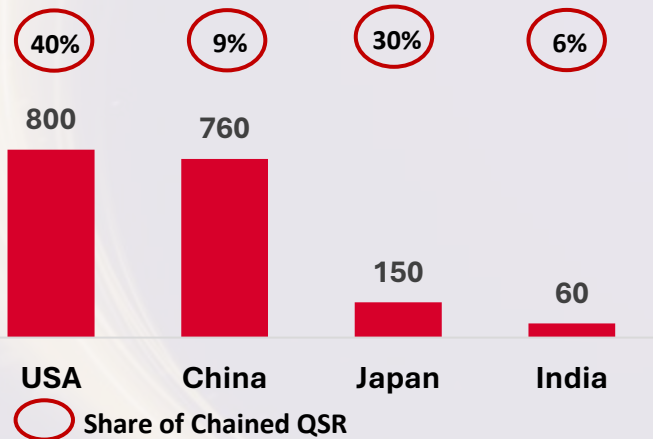
• High-growth markets contributing materially to the top and bottom-line



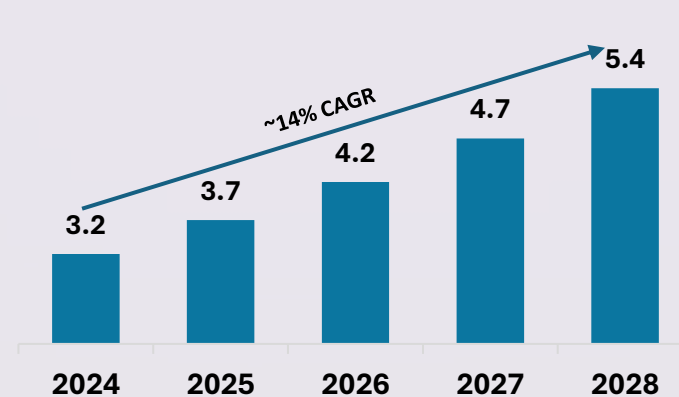
## Significant headroom for growth

- Median age of population in the markets JFL operates is under 35<sup>(2)</sup>
- Strong demand for QSRs within GenZ and Gen Alpha: early adoption locks in lifelong customers
- Rising middle income class & discretionary spend-share of wallet: China discretionary share at 70% vs. India at 54%<sup>(1)</sup>
- Rapid growth in smartphone penetration and adoption of online commerce
- Online commerce is an increasing trend in consumers: China at 67% vs India at 17% of population<sup>(1)</sup>
- Aspirational consumption seeing significant growth within the expanding middle income class
- Consumers gravitating towards branded/organized chains for trusted quality

### Global Foodservice Market (\$Bn)<sup>(1)</sup>



### India Chained QSR Market (\$Bn)<sup>(1)</sup>



(1) Various industry reports

(2) <https://worldpopulationreview.com/country-rankings/median-age>

# Jubilant FoodWorks : 3,594 stores worldwide, 114 stores added during Q3FY26 BETHE BOLD



## Turkey & Others

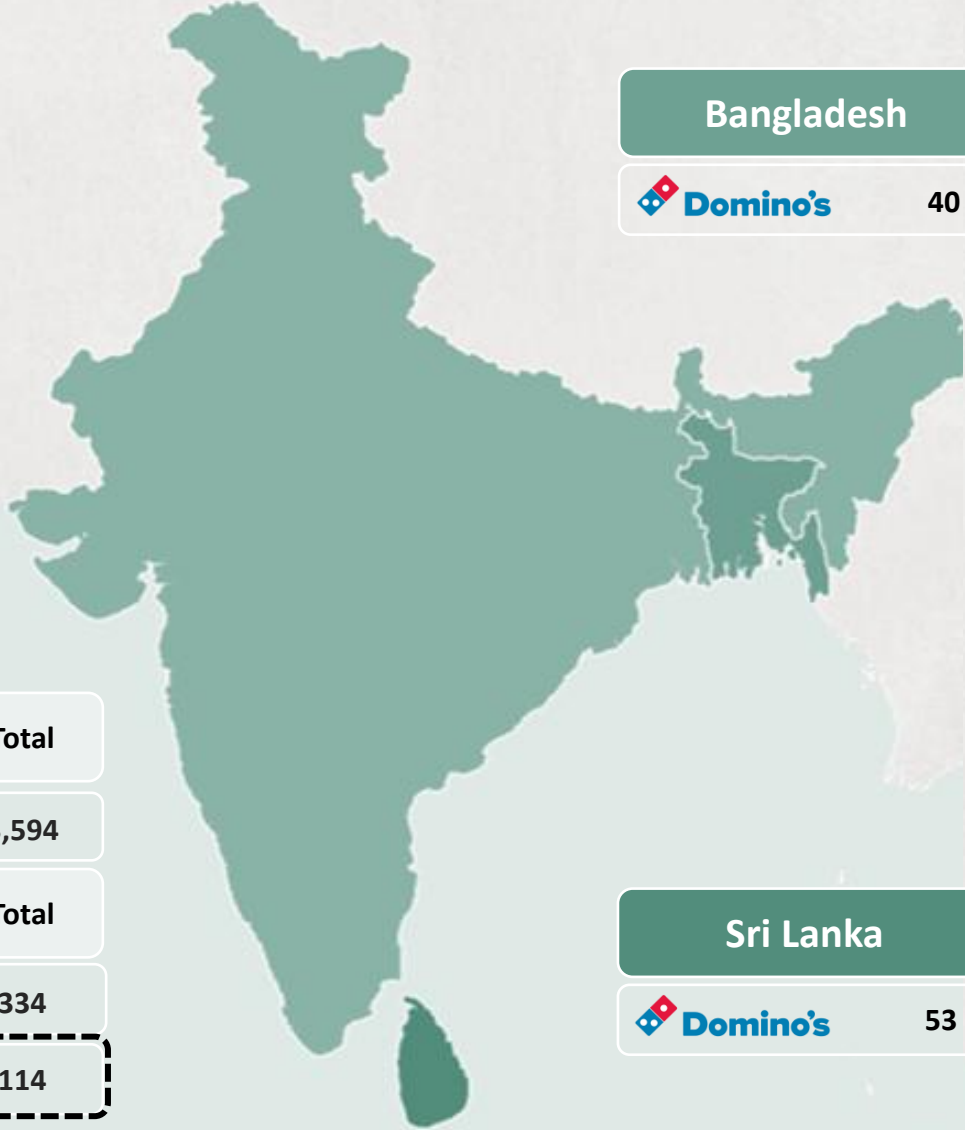
Domino's	783
<b>COFFY</b>	190
<b>Total</b>	<b>973</b>

## India

Domino's	2,396
<b>POPEYES</b>	73
HONG'S KITCHEN <small>Heartful. Tasty! Chinese!</small>	32
<b>DUNKIN'</b>	27
<b>Total</b>	<b>2,528</b>

## Bangladesh

Domino's	40
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## Sri Lanka

Domino's	53
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## Total Stores

Domino's	Popeyes	Hong's Kitchen	Dunkin'	COFFY	Total
3,272	73	32	27	190	<b>3,594</b>

## Net Additions (Brand-wise)

	Domino's	Popeyes	Hong's Kitchen	Dunkin'	COFFY	Total
in last 12 months	291	15	-3	-7	38	<b>334</b>
in last 3 months	93	5	-1	-1	18	<b>114</b>

# Agenda



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**Key  
Highlights**

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**Financial  
Trends**

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**Market-wise  
Highlights**

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**Statement of  
Profit and Loss**

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**Appendix**

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## Key Highlights



# Q3FY26 Consolidated Performance : Reported EBITDA grows 20 %; PAT<sup>(2)</sup> grows > 90 %

		YoY Change	QoQ Change
System Sales <sup>(1)</sup>	Rs. 28,020 mn	16.3 %	2.0 %
Network	3,594 stores	334	114
Revenue	Rs. 24,372 mn	13.3 %	4.1 %
EBITDA (Pre-Ind AS 116)	Rs. 3,317 mn	20.3 %	2.2 %
EBITDA Margin (Pre-Ind AS 116)	13.6%	79 bps	(25) bps
Reported EBITDA	Rs. 4,824 mn	20.0 %	1.3 %
EBITDA Margin	19.8 %	110 bps	(56) bps
PAT <sup>(2)</sup>	Rs. 981 mn	93.9 %	-10.7 %
PAT <sup>(2)</sup> Margin	4.0 %	167 bps	(67) bps

(1) Excluding sale of material to sub franchisee  
 (2) PAT from continued operations before exceptional items



# Q3FY26 Standalone Performance : Reported EBITDA margin expands > 100bps

		YoY Change	QoQ Change
Network	2,528 stores	262	78
Revenue	Rs. 18,015 mn	11.8 %	6.1 %
EBITDA (Pre-Ind AS 116)	Rs. 2,395 mn	19.9 %	16.7 %
EBITDA Margin (Pre-Ind AS 116)	13.3%	89 bps	121 bps
Reported EBITDA	Rs. 3,694 mn	18.1 %	12.1 %
EBITDA Margin	20.5 %	109 bps	111 bps
PAT <sup>(1)</sup>	Rs. 793 mn	27.4 %	24.0 %
PAT <sup>(1)</sup> Margin	4.4 %	54 bps	64 bps

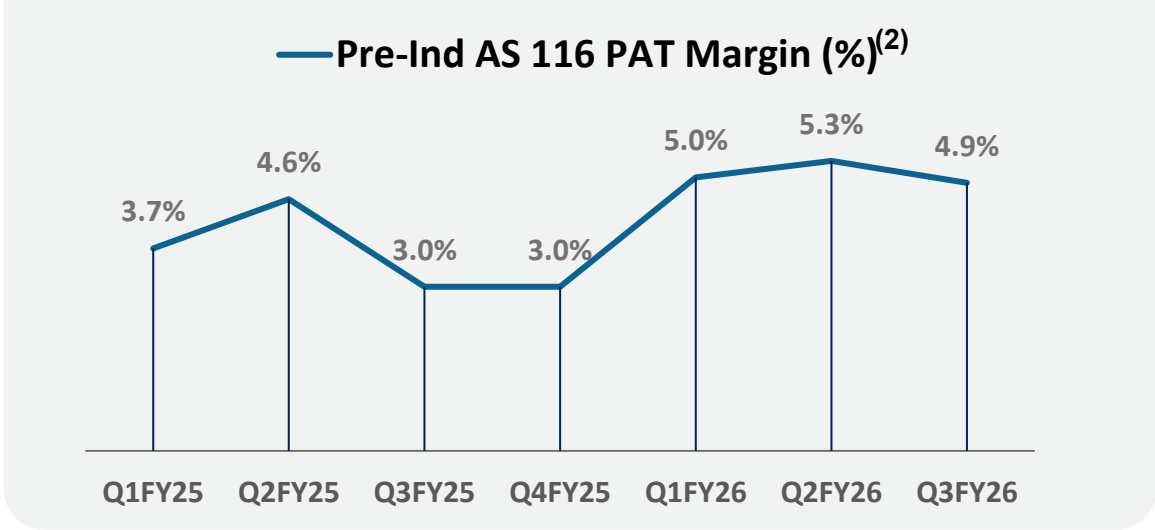
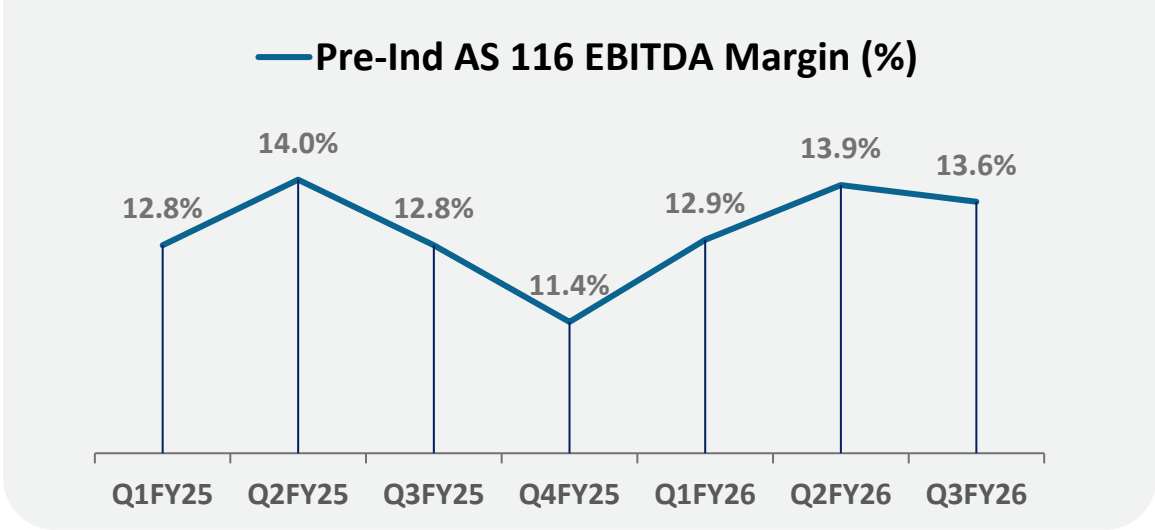
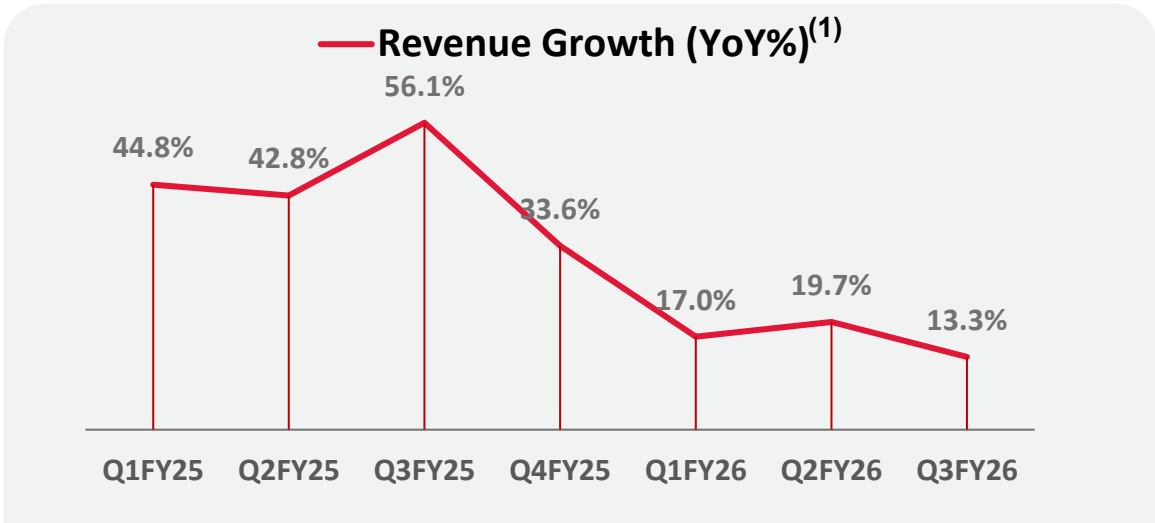
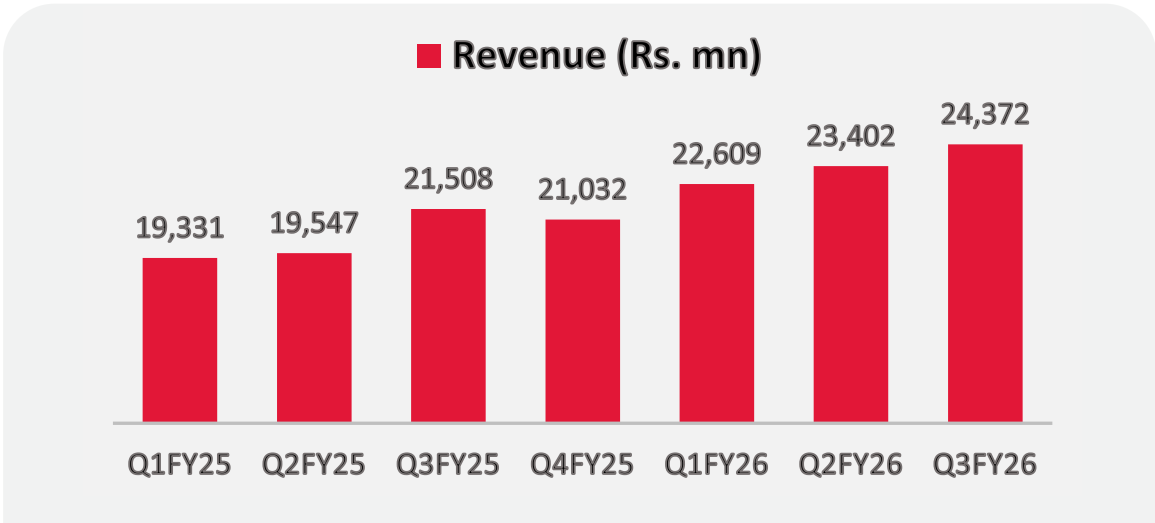
(1) PAT from continued operations before exceptional items



## Financial Trends



# Consolidated Revenue and Profitability Trends

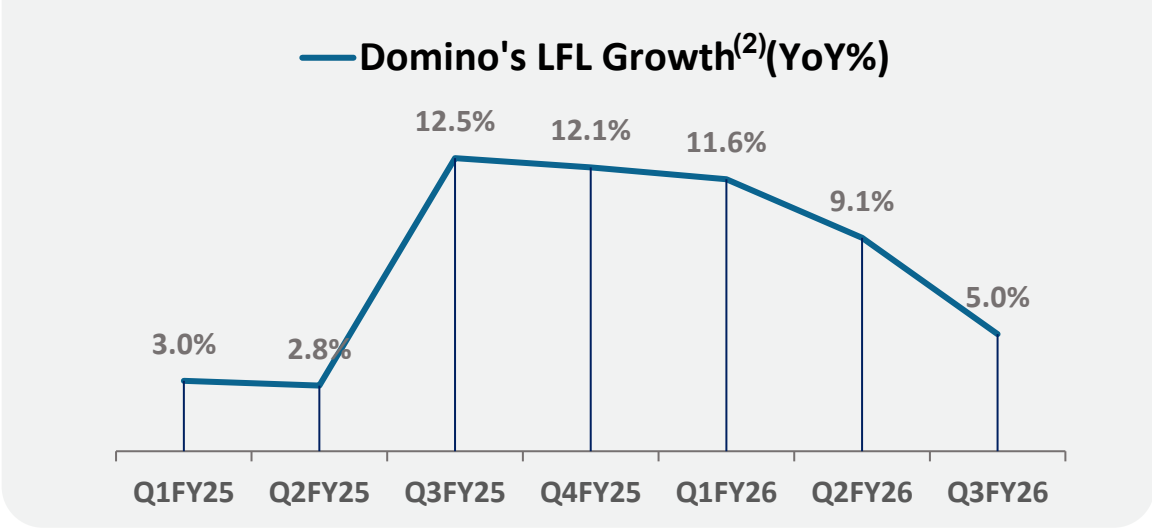
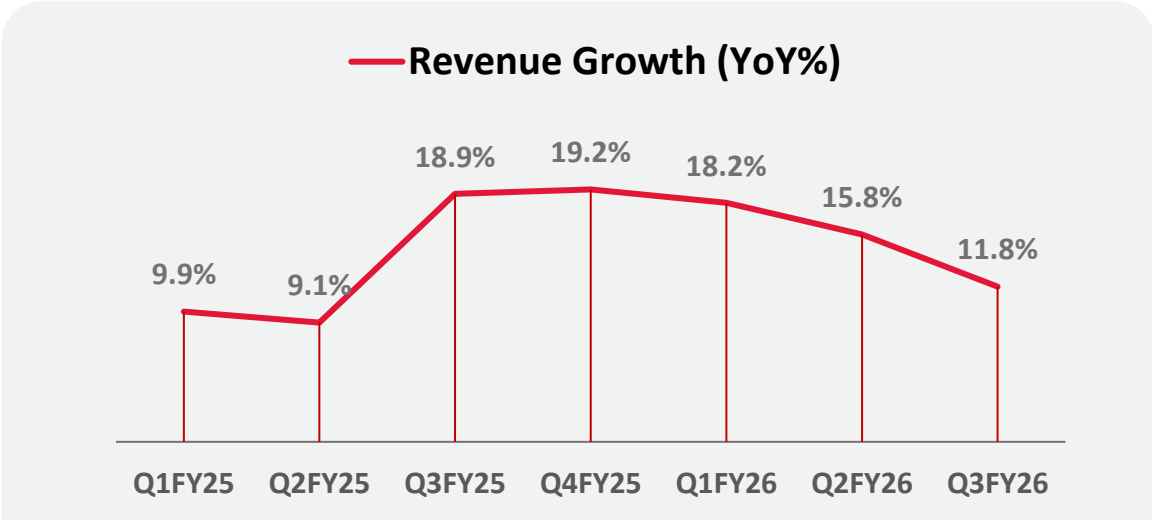
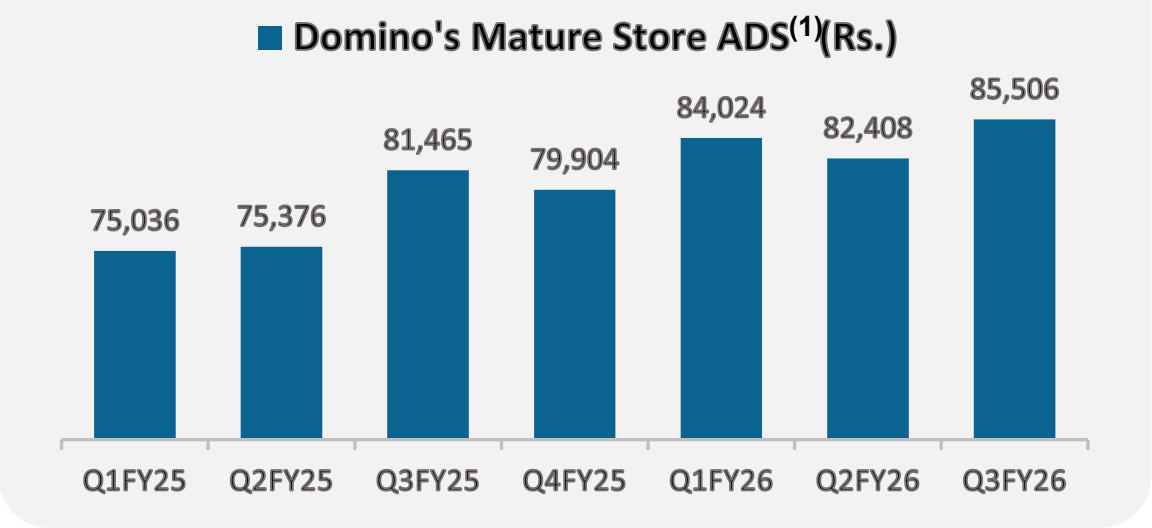
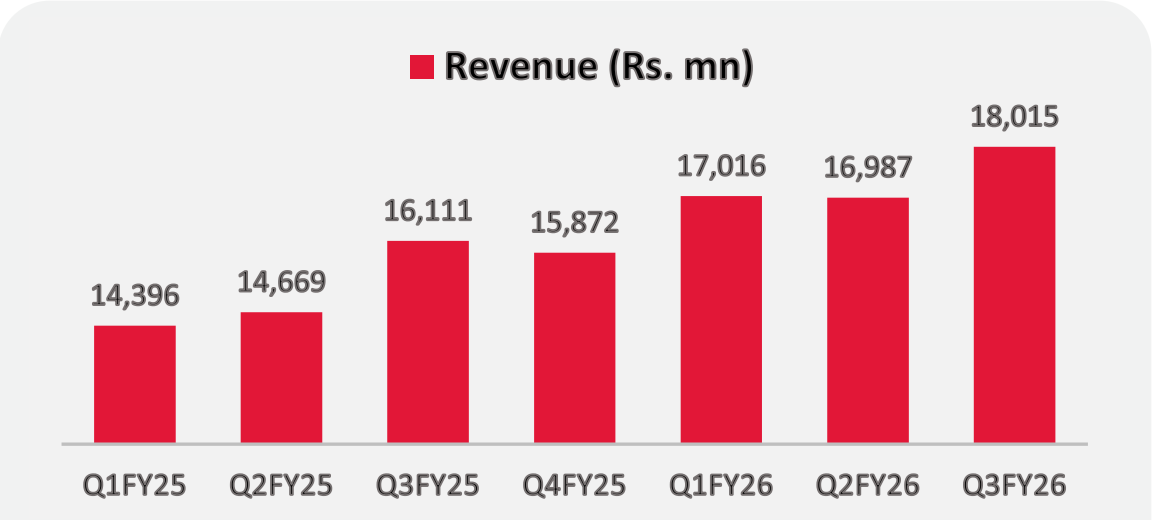



(1) FY25 revenue growth includes the inorganic growth due to acquisition of Turkey business

(2) PAT Margin of continued operations before exceptional items



# Standalone Revenue Trends : 8 Consecutive quarters of +ve LFL in Domino's



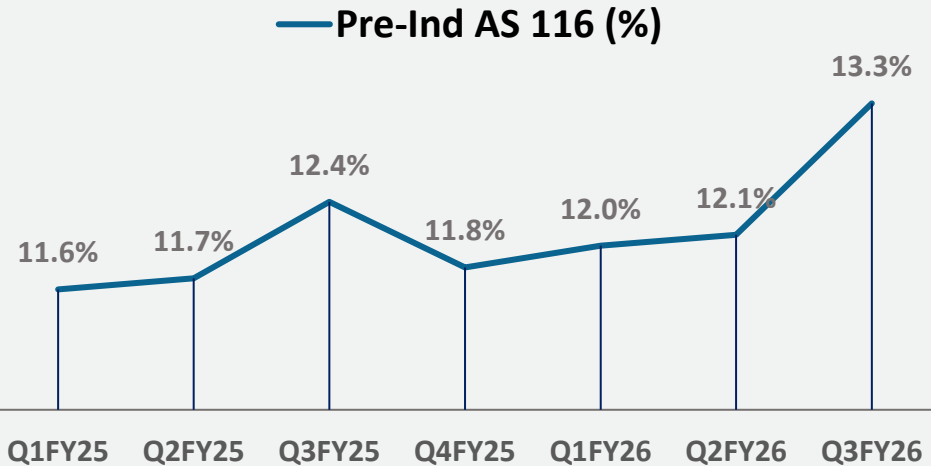

 (1) LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,653 stores)  
 (2) LFL: Defined as YoY growth in revenue for non-split(mature) restaurants opened before previous financial year



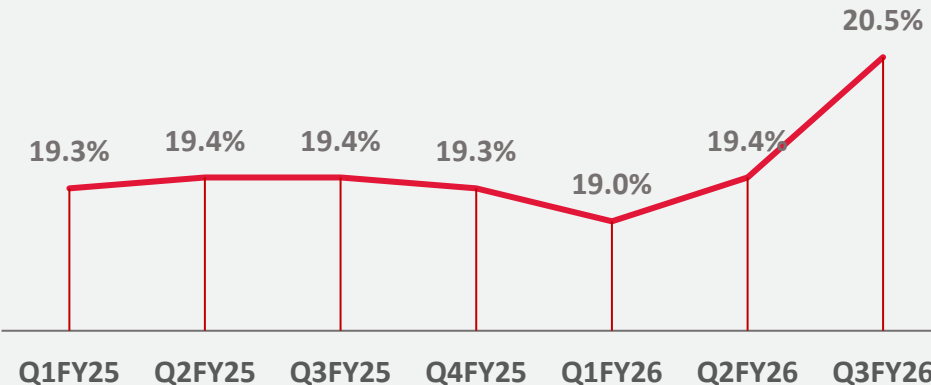
# Standalone Profitability Trends : Margin expansion on guided trajectory



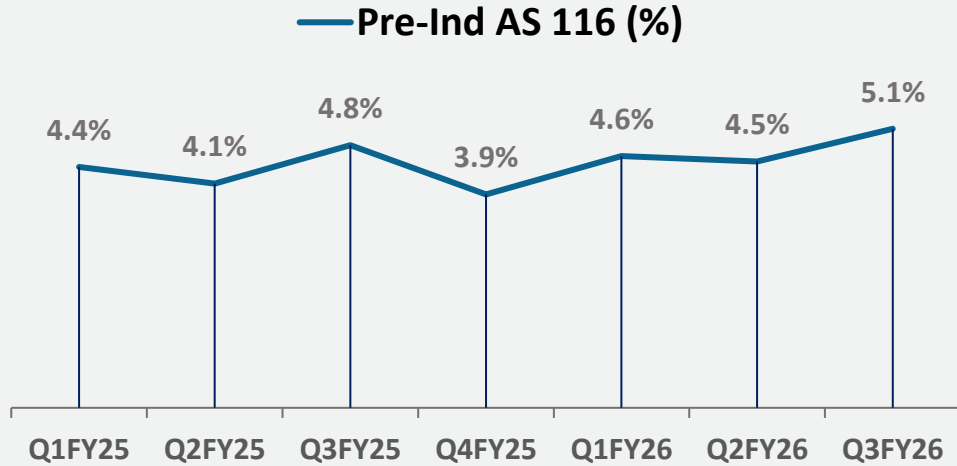
## EBITDA Margin



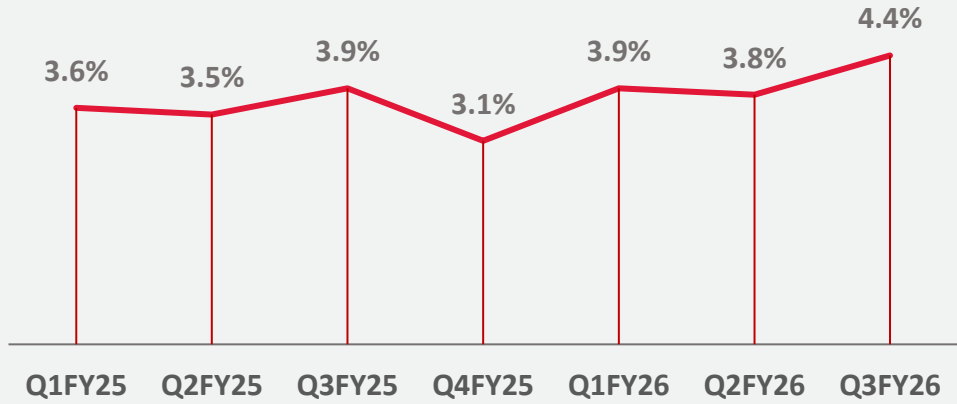
## Post-Ind AS 116 (%)



## PAT Margin<sup>(1)</sup>



## Post-Ind AS 116 (%)



(1) PAT margin of continued operations before exceptional items



# 3

## Market-wise Highlights



## Revenue & Store Growth

Revenue: Rs. 18,015 mn (+11.8% YoY)

Stores: Net addition of 78 stores QoQ

Domino's revenue grew **10.7% YoY**

- LFL growth of **5% YoY**
- Strong order growth of **9.6% YoY**
- Delivery channel revenue grew **16.0% YoY**, channel share now at **74.9%** in the mix
- **Added 75 stores**; expanded to **11 new cities**, now present across **511 cities**

Popeyes recorded **high double-digit LFL growth**

- Strong growth in orders and Bill-Per-Order
- **Added 5 stores**; store count increased to 73

## Profitability

EBITDA 20.5%: Rs. 3,694 mn (+18.1% YoY)

PAT<sup>(1)</sup> 4.4%: Rs. 793 mn (+27.4% YoY)

- ❖ **Robust expansion in Gross Margin sequentially** : up by **52bps** vs Q2FY26
- ❖ **Drag on EBITDA from EBUs declining sequentially**
- ❖ **Pre-Ind AS 116 EBITDA margin expanded 89bps YoY and 121bps QoQ** on account of portfolio-wide improvement in gross margin, gains in store productivity and operating leverage
- ❖ PAT<sup>(1)</sup> margin expanded **54bps YoY**

## Other Key Highlights

### Focused Capital Allocation

- ❖ Finance cost as % of revenue reduced **~37bps YoY** as borrowing cost decreased
- ❖ Mumbai commissary to be **operational by end of Q4FY26**
- ❖ **Supply Chain capex peaked**; capacity built to support medium-term growth

Note: The above figures are derived from standalone financial statement for the quarter ended December 31, 2025

(1) PAT Margin of continued operations before exceptional items



## Introduced Cheese Lava Pull Apart

PULL. DIP. MMMMMM...



## Cheese Lava Pull Apart TVC







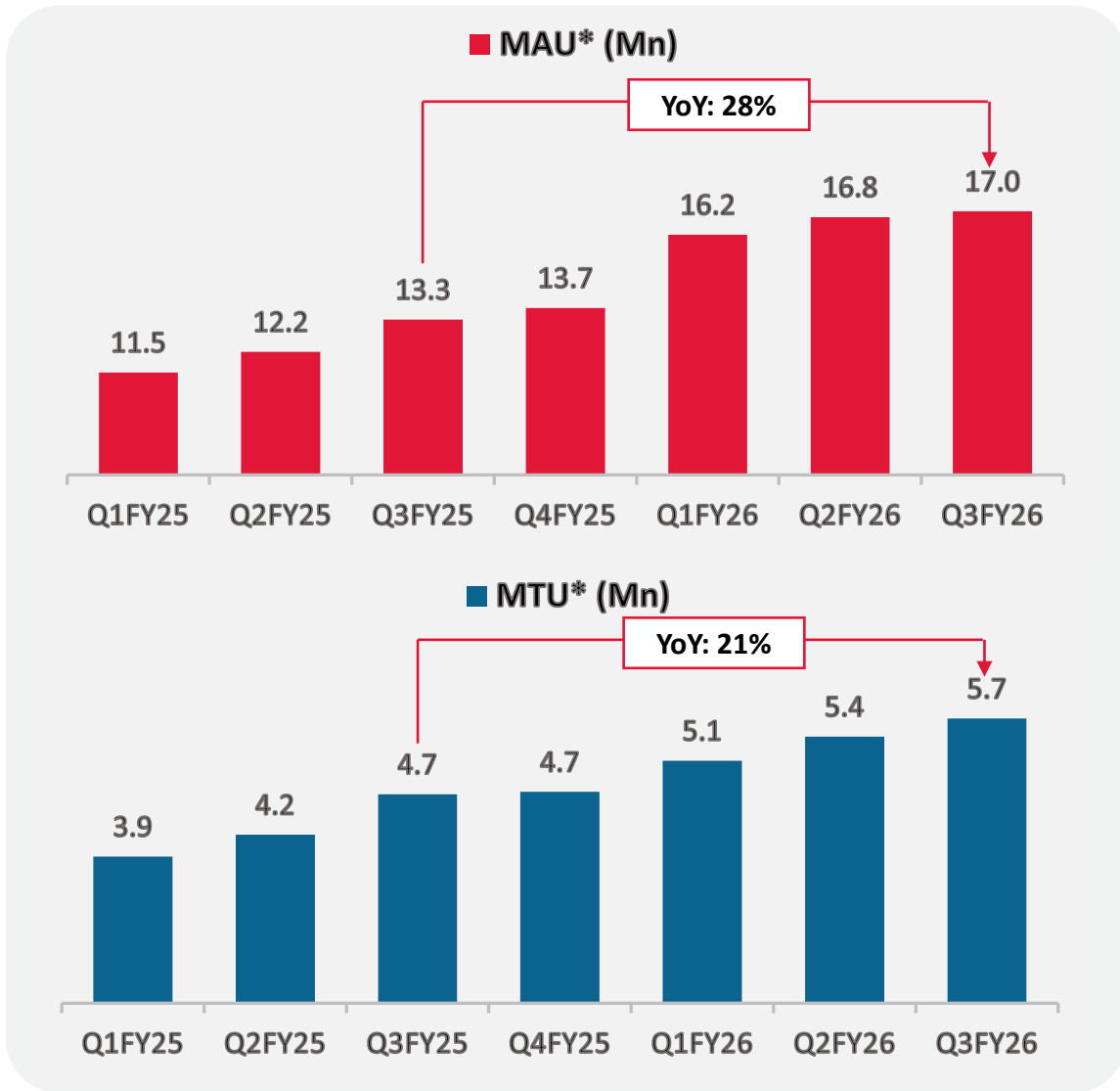
## Pan India roll out of 7 Flavor Burst Burgers



## TVC for 15pcs Chicken budget on Kannada channels



# India Segment : Tech innovation driving own apps' user growth



### Introduced Combos on app

**Build your own Combo & get up to ₹180 off**

Meal for Two: Pair up for pizza bliss!

CLASSIC-DUO PIZZA FEAST: 2 Regular Pizzas, 1 Beverage/Dessert. Starting at ₹219 (₹265). **SAVE ₹46**

Meal for Four: Delicious meals for the whole crew!

**PIZZA MANIA MEAL**: 1 Pizza Mania, 1 Side, 1 Dip, 1 Beverage/Dessert. Starting at ₹199 (₹231). **SAVE ₹32**

Your combo includes 4 items:

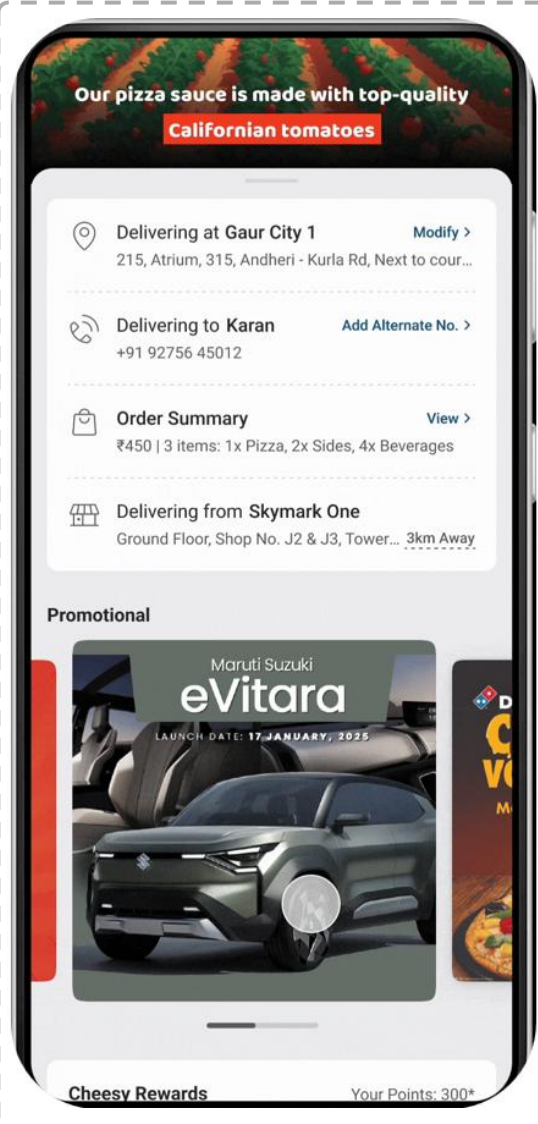
- Pizza Mania Classic (Regular | Classic Hand Tossed)
- Garlic Bread
- Cheesy Jalapeno Dip
- Mini Pepsi

You are saving ₹32 with this combo!

Combo Price: ₹199 (₹231). **Add Combo +**



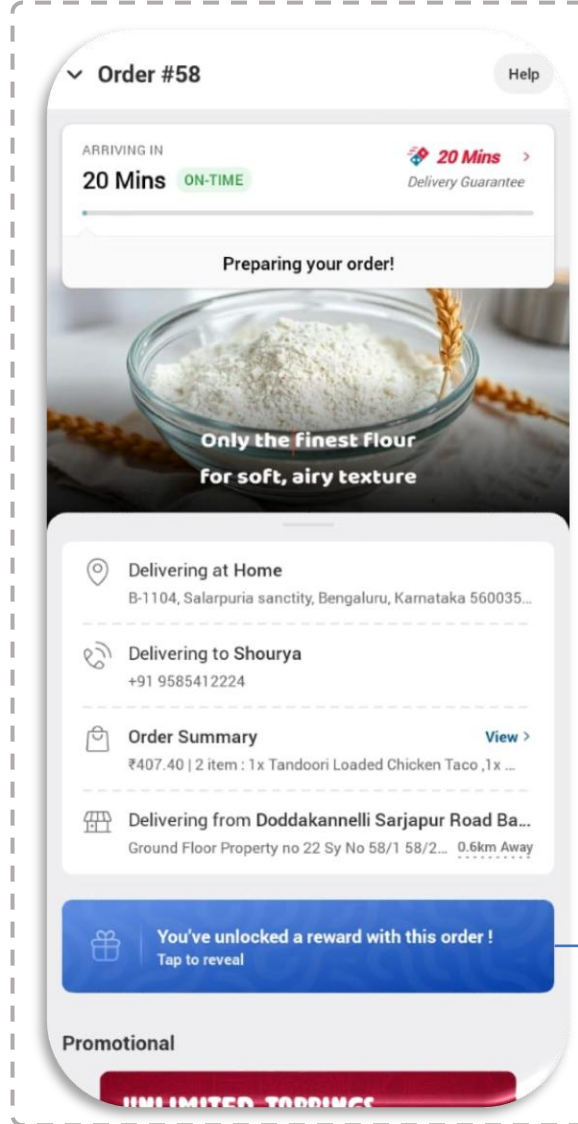
\*MAU and MTU are for our own apps (Domino's, Popeyes and Hong's)



**Slots for live ads on the post-order screen through:**


- Dynamic carousels
- Static, video and strip banners

**Clients active:**



**Clients active:**



Turkey <sup>(1)</sup> 		
Particulars	Q3FY26	YoY growth
Stores	973	66
Revenue	Rs. 5,801 mn	15.0 %
PAT	Rs. 358 mn	202.0 %
PAT Margin	6.2 %	382 bps
LFL <sup>(2)</sup>	Pre Inflation-Adjusted	Inflation Adjusted <sup>^</sup>
Domino's	39.9%	6.3%
COFFY	23.2%	-6.4%

### Highlights

- Stores: Net addition of 33 stores QoQ  
15 Domino's and 18 Coffy
- ❖ Finance cost reduced by 59% YoY on account of refinancing of DPEU debt from Turkish Lira to Euro
- ❖ Steady generation of free cash flow; dividend up-streamed to service acquisition-debt obligations

(1) Includes Turkey, Azerbaijan and Georgia

(2) LFL computation in TRY; ^ Inflation adjusted as per IAS 29

Note: DPEU numbers are for continued operations; TRY:INR currency conversion is as on December 31, 2025 for reported INR and are inflation adjusted numbers

**İkonix Pizza**



**Burger Pizza**



**Cinnamon Roll**



**Kokina Muffin**



**Vanilla Matcha**



**Toffee Nut and  
Gingerbread Latte**



## Campaigns during the Quarter

**Domino's More**



**BOL Favorites**



**Türkiye Pizza Days**



**Take Away**



**App Rewards**



# International Segment : SL and BAN delivering consistent topline growth



## Sri Lanka



Particulars	Q3FY26	YoY growth
Revenue (INR mn)	353	65.9%
Stores	53	3

## New products launched



## Bangladesh



Particulars	Q3FY26	YoY growth
Revenue(INR mn)	219	26.6%
Stores	40	3

## New products launched



# 4

## Q3FY26 & 9MFY26 Statement of Profit and Loss

# WHY INDIA LOVES DOMINO'S



-  FREE DELIVERY\*
-  NO HIDDEN CHARGES
-  NO PLATFORM FEES
-  FASTEST DELIVERY
-  HOT & FRESH ALWAYS

Terms & Conditions apply\*

# Quarterly Statement of Profit and Loss – YoY comparison

Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
Q3 FY26	Q3 FY25	Growth %		Q3 FY26	Q3 FY25	Growth %
<b>24,372</b>	<b>21,508</b>	<b>13.3%</b>	<b>Revenue from operations</b>	<b>18,015</b>	<b>16,111</b>	<b>11.8%</b>
179	173	3.0%	Other Income	89	83	7.4%
<b>24,551</b>	<b>21,681</b>	<b>13.2%</b>	<b>Total Income</b>	<b>18,104</b>	<b>16,194</b>	<b>11.8%</b>
6,931	6,027	15.0%	Raw Material Cost	4,523	4,018	12.6%
<b>17,441</b>	<b>15,481</b>	<b>12.7%</b>	<b>Gross Profit</b>	<b>13,492</b>	<b>12,092</b>	<b>11.6%</b>
71.6%	72.0%		<i>Margins</i>	74.9%	75.1%	
3,998	3,711	7.7%	Personnel Expenses	2,994	2,802	6.9%
8,620	7,749	11.2%	Manufacturing and Other Expenses	6,804	6,163	10.4%
19,549	17,487	11.8%	<b>Total Expenditure</b>	14,321	12,983	10.3%
<b>4,823</b>	<b>4,020</b>	<b>20.0%</b>	<b>Op. EBITDA</b>	<b>3,694</b>	<b>3,128</b>	<b>18.1%</b>
19.8%	18.7%		<i>Margin</i>	20.5%	19.4%	
1,035	1,334	-22.4%	Interest Cost	696	682	2.1%
2,484	2,078	19.5%	Depreciation	2,004	1,741	15.1%
7	-3	n.a	Share of Profit/(Loss) in Associate	-	-	n.a
<b>1,490</b>	<b>778</b>	<b>91.5%</b>	<b>PBT from continued operations before exceptional items</b>	<b>1,083</b>	<b>788</b>	<b>37.4%</b>
6.1%	3.6%		<i>Margin</i>	6.0%	4.9%	
<b>981</b>	<b>506</b>	<b>93.9%</b>	<b>PAT from continued operations before exceptional items</b>	<b>793</b>	<b>623</b>	<b>27.4%</b>
4.0%	2.4%		<i>Margin</i>	4.4%	3.9%	
337	45	n.a	Exceptional Items	337	248	n.a
<b>729</b>	<b>496</b>	<b>46.8%</b>	<b>PAT from continued operations</b>	<b>541</b>	<b>410</b>	<b>31.8%</b>
3.0%	2.3%		<i>Margin</i>	3.0%	2.5%	
-	-63.9	n.a.	Profit/(Loss) from discontinued operations	-	-	n.a.
<b>729</b>	<b>432</b>	<b>68.6%</b>	<b>PAT</b>	<b>541</b>	<b>410</b>	<b>31.8%</b>
3.0%	2.0%		<i>Margin</i>	3.0%	2.5%	



# Quarterly Statement of Profit and Loss – QoQ comparison

Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
Q3 FY26	Q2 FY26	Growth %		Q3 FY26	Q2 FY26	Growth %
<b>24,372</b>	<b>23,402</b>	<b>4.1%</b>	<b>Revenue from operations</b>	<b>18,015</b>	<b>16,987</b>	<b>6.1%</b>
179	152	17.2%	Other Income	89	73	21.9%
<b>24,551</b>	<b>23,554</b>	<b>4.2%</b>	<b>Total Income</b>	<b>18,104</b>	<b>17,060</b>	<b>6.1%</b>
6,931	6,651	4.2%	Raw Material Cost	4,523	4,353	3.9%
<b>17,441</b>	<b>16,750</b>	<b>4.1%</b>	<b>Gross Profit</b>	<b>13,492</b>	<b>12,634</b>	<b>6.8%</b>
71.6%	71.6%		<i>Margins</i>	74.9%	74.4%	
3,998	4,062	-1.6%	Personnel Expenses	2,994	3,057	-2.1%
8,620	7,927	8.7%	Manufacturing and Other Expenses	6,804	6,282	8.3%
19,549	18,640	4.9%	<b>Total Expenditure</b>	14,321	13,692	4.6%
<b>4,823</b>	<b>4,762</b>	<b>1.3%</b>	<b>Op. EBITDA</b>	<b>3,694</b>	<b>3,294</b>	<b>12.1%</b>
19.8%	20.3%		<i>Margin</i>	20.5%	19.4%	
1,035	1,057	-2.1%	Interest Cost	696	672	3.7%
2,484	2,303	7.9%	Depreciation	2,004	1,840	8.9%
7	24	n.a	Share of Profit/(Loss) in Associate	-		n.a
<b>1,490</b>	<b>1,578</b>	<b>-5.6%</b>	<b>PBT from continued operations before exceptional items</b>	<b>1,083</b>	<b>856</b>	<b>26.5%</b>
6.1%	6.7%		<i>Margin</i>	6.0%	5.0%	
<b>981</b>	<b>1,099</b>	<b>-10.7%</b>	<b>PAT from continued operations before exceptional items</b>	<b>793</b>	<b>639</b>	<b>24.0%</b>
4.0%	4.7%		<i>Margin</i>	4.4%	3.8%	
337	-	n.a	Exceptional Items	337	-	n.a
<b>729</b>	<b>1,099</b>	<b>-33.7%</b>	<b>PAT from continued operations</b>	<b>541</b>	<b>639</b>	<b>-15.4%</b>
3.0%	4.7%		<i>Margin</i>	3.0%	3.8%	
-	847	n.a.	Profit/(Loss) from discontinued operations	-	-	n.a.
<b>729</b>	<b>1,946</b>	<b>-62.5%</b>	<b>PAT</b>	<b>541</b>	<b>639</b>	<b>-15.4%</b>
3.0%	8.3%		<i>Margin</i>	3.0%	3.8%	

# 9M Statement of Profit and Loss

Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
9M FY26	9M FY25	Growth %		9M FY26	9M FY25	Growth %
<b>70,382</b>	<b>60,385</b>	<b>16.6%</b>	<b>Revenue from operations</b>	<b>52,018</b>	<b>45,175</b>	<b>15.1%</b>
516	647	-20.2%	Other Income	287	306	-6.1%
<b>70,898</b>	<b>61,032</b>	<b>16.2%</b>	<b>Total Income</b>	<b>52,305</b>	<b>45,481</b>	<b>15.0%</b>
20,046	16,703	20.0%	Raw Material Cost	13,282	10,971	21.1%
<b>50,336</b>	<b>43,683</b>	<b>15.2%</b>	<b>Gross Profit</b>	<b>38,736</b>	<b>34,204</b>	<b>13.2%</b>
71.5%	72.3%		<i>Margins</i>	74.5%	75.7%	
11,821	10,366	14.0%	Personnel Expenses	8,901	8,052	10.5%
24,551	21,480	14.3%	Manufacturing and Other Expenses	19,614	17,401	12.7%
56,417	48,549	16.2%	<b>Total Expenditure</b>	41,797	36,424	14.8%
<b>13,965</b>	<b>11,837</b>	<b>18.0%</b>	<b>Op. EBITDA</b>	<b>10,221</b>	<b>8,751</b>	<b>16.8%</b>
19.8%	19.6%		<i>Margin</i>	19.6%	19.4%	
3,199	4,059	-21.2%	Interest Cost	2,025	1,942	4.3%
6,989	5,928	17.9%	Depreciation	5,662	4,946	14.5%
63	-52	n.a	Share of Profit/(Loss) in Associate	0	-	n.a
<b>4,356</b>	<b>2,444</b>	<b>78.2%</b>	<b>PBT from continued operations before exceptional items</b>	<b>2,821</b>	<b>2,169</b>	<b>30.1%</b>
6.2%	4.0%		<i>Margin</i>	5.4%	4.8%	
<b>3,052</b>	<b>1,829</b>	<b>66.9%</b>	<b>PAT from continued operations before exceptional items</b>	<b>2,099</b>	<b>1,658</b>	<b>26.6%</b>
4.3%	3.0%		<i>Margin</i>	4.0%	3.7%	
337	45	n.a	Exceptional Items	337	248	36.2%
<b>2,800</b>	<b>1,820</b>	<b>53.9%</b>	<b>PAT from continued operations</b>	<b>1,847</b>	<b>1,446</b>	<b>27.7%</b>
4.0%	3.0%		<i>Margin</i>	3.6%	3.2%	
818	-142	n.a.	Profit/(Loss) from discontinued operations	-	-	n.a.
<b>3,618</b>	<b>1,678</b>	<b>115.6%</b>	<b>PAT</b>	<b>1,847</b>	<b>1,446</b>	<b>27.7%</b>
5.1%	2.8%		<i>Margin</i>	3.6%	3.2%	

# 5

## Appendix



## Responsible Sourcing



**Empowering** dairy farmers with expert guidance



**Localized Corn** sourcing



**100%** farm traceability for chicken, oregano, chili and tomato paste



**No Antibiotics Ever** milestone

## Baking Goodness



**All** ingredients are 100% free from artificial preservatives, colors and flavors for Domino's



**100%** dairy-based mozzarella cheese



**99%** food ingredients certified under GFSI for Dominos



**100%** recyclable pizza boxes and lid-less dine-in boxes

## Benefit People and Communities



~**35%** of workforce are women



Medical health care access to **1,200,000+** people



Trained ~**13,000+** cumulative students under J-FARM



Training and veterinary support to **14,000+** farmers

## Emissions, Energy and Waste Management



~**57%** of fleet is EV and is on an increasing trend



Eliminated **single-use** plastic



Commissary electricity needs being **partially fulfilled** by **renewable** energy



Co-processing "Used Cooking Oil" to **Bio-fuel**

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food-tech companies. Its Group network comprises 3,594 stores across six markets – India, Turkey, Bangladesh, Sri Lanka, Azerbaijan and Georgia. The Group has a strong portfolio of brands in emerging markets with franchise rights for three global brands - Domino's, Popeyes and Dunkin' – and two own-brands, Hong's Kitchen, an Indo-Chinese QSR brand in India, and a CAFÉ brand - COFFY in Turkey.

Note: The store count for the Group is as on December 31, 2025

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Note: 1. All financial data in this presentation are derived from audited consolidated and standalone IND-AS financial statements for continuing operations until specified otherwise

2. Due to rounding-off, the financial figures may not recalculate exactly
3. All growth comparisons are vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
4. TRY:INR is as per currency conversion on December 31, 2025. Turkey financials are reported as per IAS 29 – Hyperinflation adjusted accounting
5. The growth % for Bangladesh and Sri Lanka is computed on reported financials in INR
6. PBT and PAT margins are on revenue from operations

#### Disclaimer

Certain statements in this 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. 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