Q1 FY22 Earnings Presentation

21st July, 2021

HIGHLIGHTS Q1 FY22*

- Revenue from Operations at **Rs. 8,790 mn**, higher by **131.1%**
- Domino's delivered a sales growth of **131.4%:**
  - Delivery channel grew by **123.7%**

- EBITDA came in at **Rs. 2,115 mn**; EBITDA Margin was **24.1%**
- PAT came in at **Rs. 626 mn**; PAT Margin was **7.1%**

- Opened 29 new stores:
  - 20 new stores of Domino's Pizza
  - 9 new stores - 3 each for Hong's Kitchen, Ekdum! and Dunkin' Donuts

- Stepped up Company support under "Covid Care" by offering requisite healthcare, financial and operational assistance to all our employees and their families
- Launched nationwide campaign, #HaathBadhaoIndia #VaccineLagaoIndia, which urges everyone to come together and get vaccinated for a better, brighter tomorrow

- Average OLO contribution to delivery sales at 98.9%
- App downloads continue to be high at 6.8 mn

Note: *vs. prior year

Expansive Covid Care initiatives for our Employees and Their Dependents

- Company sponsored vaccination camps
- 24 × 7 Tele-consultation with doctors
- Isolation centres for employees
- Oxygen concentrator banks
- Hospital beds availability
- Medicines availability
- Revised Mediclaim policy
- Covid relief team/volunteers
- One-on-one counselling
- Employee wellness programs
- Benevolence benefits
- Salary advances
- Revised leave policy
- Immediate Financial Assistance for medical expenses

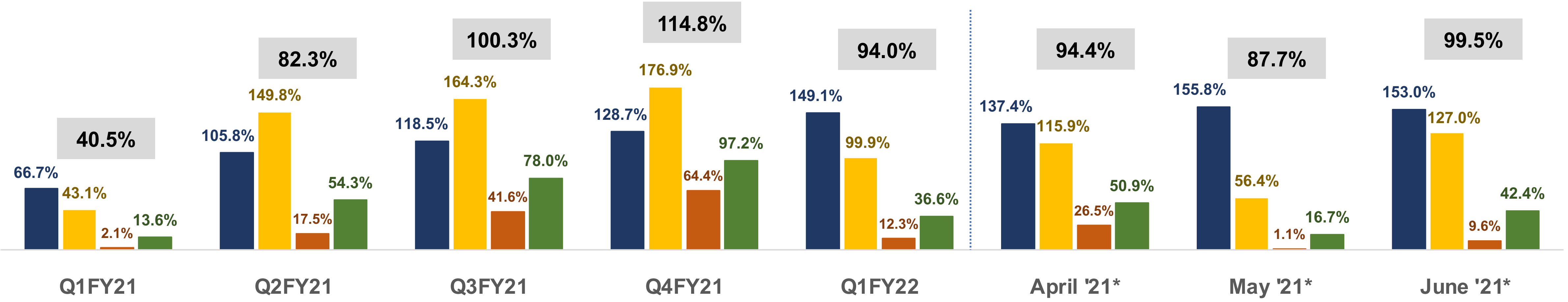
Towards a Safer, Vaccinated Ecosystem to India – Haath Badao India, Vaccine Lagao India

#HaathBadhaoIndia #VaccineLagaoIndia Commercial Link

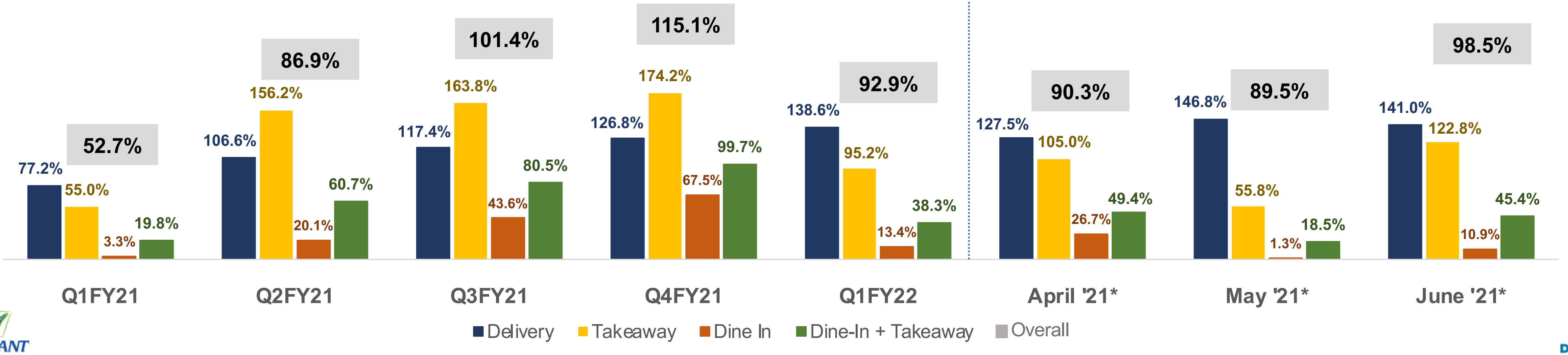
Added New Excitement to our Sides Menu

Domino's Sales Recovery Trends

System Sales Recovery vs. FY 2019-20



Like-for-like(LFL) Sales Recovery vs. FY 2019-20
(Restaurants temporarily closed due to Covid-19 removed from respective months in last year)



Note: *The comparison is with the respective period of FY 2019-20(being a normalized year)

Result Trends

RESULTS TREND

STANDALONE

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
JFL System Revenue Growth	(59.5)%	(18.5)%	(0.2)%	14.3%	131.1%
Domino's LFL Gr (%)*	(61.5)%	(18.8)%	(0.2)%	13.7%	120.4%
Domino's SSG (%)**	(61.4)%	(20.0)%	(1.7)%	11.8%	114.2%
EBITDA Margin (%)	6.3%	26.7%	26.4%	24.3%	24.1%
PAT Margin (%)	(19.1)%	9.5%	11.8%	10.2%	7.1%

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

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

Domino's Pizza Network

JUBILANT FOODWORKS

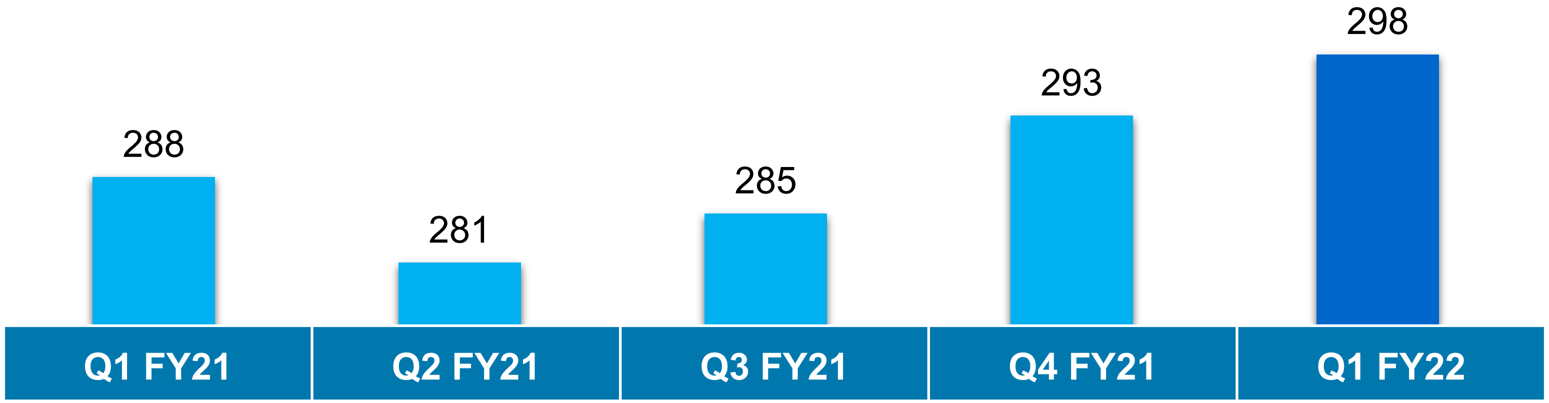
HIGHLIGHTS

DOMINO'S PIZZA

RESTAURANT NETWORK

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Restaurant at the beginning of the period	1,335	1,354	1,264	1,314	1,360
New Restaurants	24	10	50	50	20
Closed restaurants	5	100	0	4	0
Restaurants at the end of the period	1,354	1,264	1,314	1,360	1,380

City/Town Coverage



Domino's Pizza

Online Ordering (OLO)

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Average OLO contribution to delivery sales	99.1%	98.5%	98.2%	98.2%	98.9%
Mobile Ordering sales contribution to overall OLO	97.9%	97.6%	97.5%	97.4%	97.7%
Downloads of mobile ordering App (cum.)	37.5 mn	43.8 mn	51.2 mn	57.3 mn	64.1 mn

International Highlights

Domino's Sri Lanka
(28 stores)

- Opened 2 new stores
- Overall system sales growth in Q1: 55.4%
  - Delivery sales growth: 45.6%
  - Takeaway sales growth: 86.8%
  - Dine-in sales growth: 124.2%
- Average OLO contribution to delivery sales(%):

Q1 FY21	Q1 FY22
28.0%	50.6%

Domino's Bangladesh
(7 stores)

- Opened 2 new stores
- Overall system sales growth in Q1: 111.2%
  - Delivery sales growth: 79.5%
  - Takeaway sales growth: 74.6%
- Average OLO contribution to delivery sales(%):

Q1 FY21	Q1 FY22
69.5%	67.9%

JUBILANT FOODWORKS

INTERNATIONAL OPERATIONS Q1FY22*

Note: *vs. prior year

Domino's Pizza

HIGHLIGHTS

DUNKIN' DONUTS, HONG'S KITCHEN AND EKDUM!

RESTAURANT NETWORK

Dunkin' Donuts Network

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Restaurant at the beginning of the period	34	30	26	27	24
New Restaurants	0	1	2	1	3
Closed restaurants	4	5	1	4	0
Restaurants at the end of the period	30	26	27	24	27

New Brands – Hong's Kitchen and Ekdum! Network

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Restaurant at the beginning of the period	4	4	5	10	12
New Restaurants	0	1	5	2	6
Closed restaurants	0	0	0	0	0
Restaurants at the end of the period	4	5	10	12	18

MANAGEMENT VIEWS

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."

Quarterly Standalone Financials

Particulars (Rs. mn)	Q1 FY22	Q1 FY21	Growth%
Revenue from operations	8,790	3,803	131.1%
Other Income	80	127	-36.7%
Total Income	**8,870**	**3,930**	**125.7%**
Raw Material and Beverage Cost	2,002	836	139.5%
Gross Profit	**6,788**	**2,967**	**128.8%**
Margins[1]	*77.2%*	*78.0%*	
Personnel Expenses	1,650	1,499	10.1%
Manufacturing and Other Expenses	3,023	1,228	146.2%
Total Expenditure	**6,675**	**3,562**	**87.4%**
EBITDA	**2,115**	**241**	**778.7%**
Margins[1]	*24.1%*	*6.3%*	
Interest Cost	418	419	-0.2%
Depreciation	890	908	-2.0%
Exceptional Items[2]	56	0	n.a
PBT	**831**	**-959**	**n.a**
Margins[1]	*9.5%*	*-25.2%*	
Tax	206	-233	n.a
PAT	**626**	**-726**	**n.a**
Margins[1]	*7.1%*	*-19.1%*	

Note:
1. Margins are computed using revenue from operations
2. Exceptional items during the quarter includes costs of Rs. 55.8 million incurred by the Company to support its employees and their dependents during Covid 19 pandemic. These includes assistance to families of deceased employees, vaccination of employees and their dependents, quarantine facilities for Covid impacted employees, etc.

RESULTS HIGHLIGHTS

Quarterly Consolidated Financials

RESULTS HIGHLIGHTS

Particulars (Rs. mn)	Q1 FY22	Q1 FY21	Growth%
Revenue from operations	8,932	3,884	130.0%
Other Income	82	129	-36.8%
Total Income	**9,014**	**4,013**	**124.6%**
Raw Material and Beverage Cost	2,043	855	138.8%
Gross Profit	**6,889**	**3,029**	**127.5%**
Margins[1]	*77.1%*	*78.0%*	
Personnel Expenses	1,688	1,526	10.6%
Manufacturing and Other Expenses	3,079	1,257	144.8%
Total Expenditure	**6,809**	**3,638**	**87.1%**
EBITDA	**2,123**	**246**	**764.2%**
Margins[1]	*23.8%*	*6.3%*	
Interest Cost	424	424	-0.1%
Depreciation	913	928	-1.6%
Share of Profit in Associate	86	0	n.a
Exceptional Items[2]	56	0	n.a
PBT	**898**	**-977**	**n.a**
Margins[1]	*10.1%*	*-25.2%*	
Tax	208	-232	n.a
PAT	**691**	**-745**	**n.a**
Margins[1]	*7.7%*	*-19.2%*	

Note:
1. Margins are computed using revenue from operations
2. Exceptional items during the quarter includes costs of Rs. 55.8 million incurred by the Group to support its employees and their dependents during Covid 19 pandemic. These includes assistance to families of deceased employees, vaccination of employees and their dependents, quarantine facilities for Covid impacted employees, etc.

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

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'.

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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

Note: *as on June 30, 2021