



Q2 FY 2021-22 Earnings Presentation

20th October, 2021



DUNKIN'



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HIGHLIGHTS Q2 FY22*



- Average OLO contribution to delivery sales at 97.8%
- App downloads continue to be high at 7.2 mn



- Revenue from Operations of **Rs. 11,007 mn**, higher by **36.6%**
 - Domino's system sales grew by **11.6%** when compared to Pre-Covid period of Q2 FY20:
 - Strong momentum in Delivery and Takeaway channel continued as it grew by **36.8%** and **72.2%** vs. Q2FY20 respectively



- EBITDA of Rs. **2,860 million**, higher by **33.2%**; EBITDA margin was **26.0%**
- Profit After Tax was Rs. **1,215 million**, higher by **58.0%**; Profit margin was **11.0%**



- Opened **60 new stores** – highest ever in a quarter:
 - Record opening of **55 new stores** of Domino's Pizza
 - Opened **5 new stores of Emerging Business Units** - 2 each for Dunkin' and Hong's Kitchen, and 1 store of Ek dum!



- Launched Reverse Bookbuild to further enhance the Company's indirect shareholding in DP Eurasia N.V. – 5th Largest Master Franchisee of Domino's Pizza
- Proposed enhancement of shareholding in Jubilant Golden Harvest Limited, Bangladesh to 90%

Note: *vs. prior year



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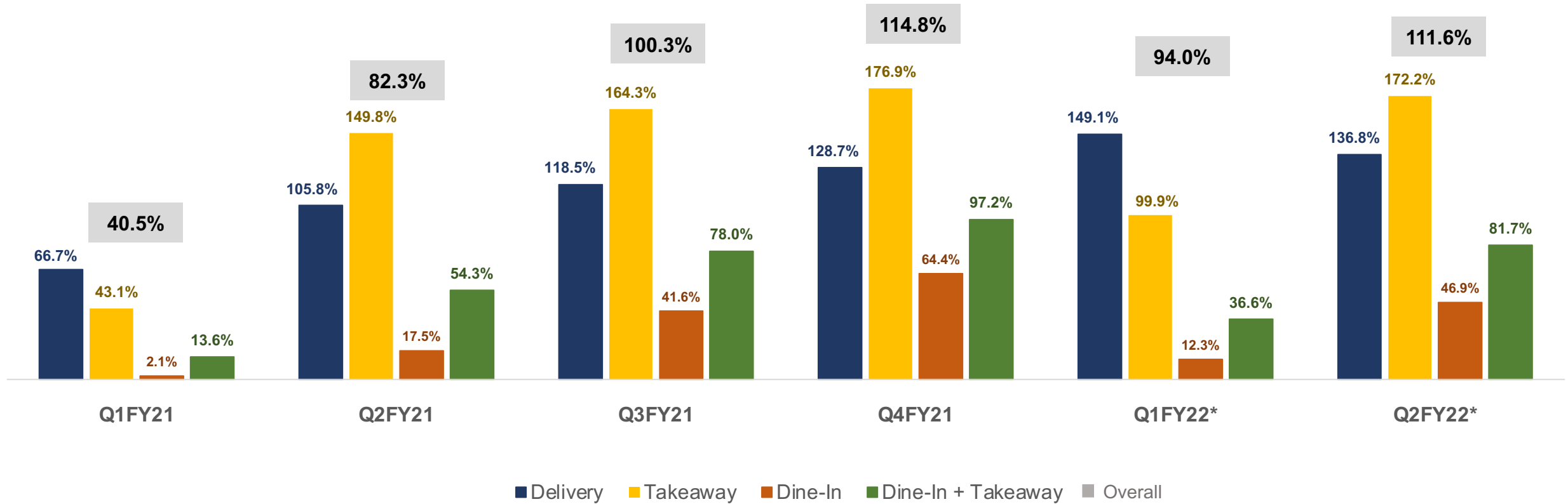


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Domino's Sales Recovery Trends

System Sales Recovery vs. FY 2019-20



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

Exciting Innovation Launched – Cheesilicious: A Range of Cheese Pizzas

INTRODUCING
CHEESILICIOUS
A RANGE OF OVERLOADED CHEESE PIZZAS

Domino's

I GOT  THIS
FOR YOU

#ItsCheesilicious

The Cheese Dominator
with 1 pound of Cheese



[The Cheese Dominator Commercial Link](#)

INTRODUCING
CHEESILICIOUS
A RANGE OF OVERLOADED CHEESE PIZZAS

Domino's

If your friend decides against pizza,
TELL THEM YOU HAVE
4X REASONS
To convince them otherwise

The 4 Cheese Pizza
with 4 types of Cheese

CHEESY LIFE HACK
#2342

#ItsCheesilicious



[The 4 Cheese Pizza Commercial Link](#)

Result Trends

	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
JFL System Revenue Growth	(18.5)%	(0.2)%	14.3%	131.1%	36.6%
Domino's LFL Gr (%)*	(18.8)%	(0.2)%	13.7%	120.4%	29.4%
Domino's SSG (%)**	(20.0)%	(1.7)%	11.8%	114.2%	26.3%
EBITDA Margin (%)	26.7%	26.4%	24.3%	24.1%	26.0%
PAT Margin (%)	9.5%	11.8%	10.2%	7.1%	11.0%

* "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



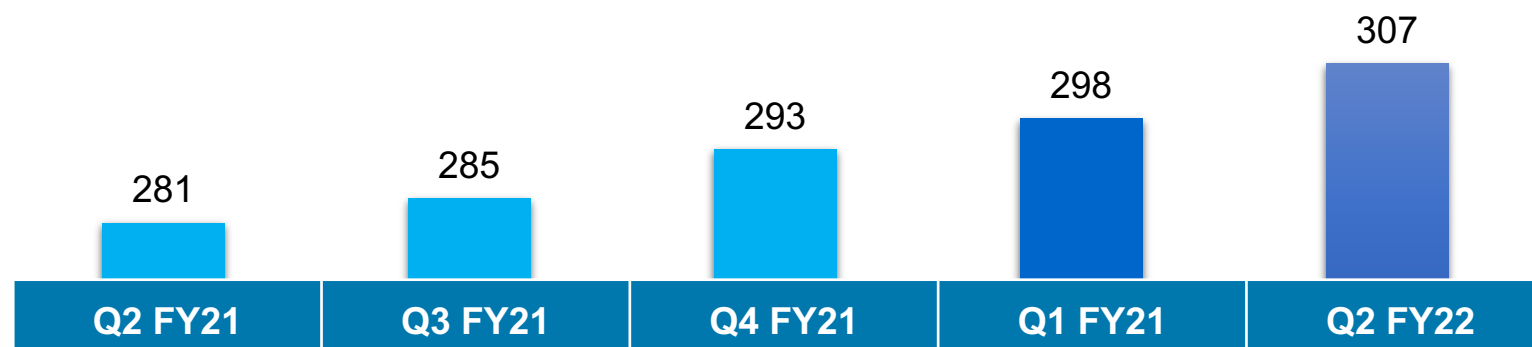
RESULTS TREND STANDALONE



Domino's Pizza India Network

	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Restaurant at the beginning of the period	1,354	1,264	1,314	1,360	1,380
New Restaurants	10	50	50	20	55
Closed restaurants	100	0	4	0	0
Restaurants at the end of the period	1,264	1,314	1,360	1,380	1,435

City/Town Coverage



HIGHLIGHTS

DOMINO'S
PIZZA INDIA

RESTAURANT
NETWORK

Online Ordering (OLO)

	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Average OLO contribution to delivery sales	98.5%	98.2%	98.2%	98.9%	97.8%
Mobile Ordering sales contribution to overall OLO	97.6%	97.5%	97.4%	97.7%	97.2%
Downloads of mobile ordering App (cum.)	43.8 mn	51.2 mn	57.3 mn	64.1 mn	71.3 mn

International Highlights

Domino's Sri Lanka

(31 stores)



- Opened 3 new stores
- Overall system sales growth in Q2: 88.4%
 - Delivery sales growth: 200.2%
 - Takeaway sales growth: 68.6%
- Average OLO contribution to delivery sales(%):

Q2 FY21	Q2 FY22
26.6%	63.9%



INTERNATIONAL OPERATIONS Q2FY22*

Domino's Bangladesh

(7 stores)



- Overall system sales growth in Q2: 33.3%
 - Delivery sales growth: 82.1%
 - Takeaway sales growth: 4.5%
- Average OLO contribution to delivery sales(%):

Q2 FY21	Q2 FY22
68.4%	63.8%

Note: *vs. prior year

Domino's Pizza Network including International Markets



HIGHLIGHTS

DOMINO'S PIZZA

OVERALL RESTAURANT NETWORK#

	India	Turkey, Azerbaijan and Georgia*	Russia*	Sri Lanka	Bangladesh	Total
Restaurants at the end of the period	1,435	597	192	31	7	2,262

Note: *Data for DP Eurasia – JFL's Associate – is sourced from their public disclosures for the period ended June 30, 2021 while the data for other markets is for the period ended September 30, 2021
#Domino's Pizza Restaurant network pertaining to Jubilant Foodworks Limited, its subsidiaries, associate and its sub-franchisees

Dunkin' Network

	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Restaurant at the beginning of the period	30	26	27	24	27
New Restaurants	1	2	1	3	2
Closed restaurants	5	1	4	0	1
Restaurants at the end of the period	26	27	24	27	28

Hong's Kitchen and Ekdum! Network

	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Restaurant at the beginning of the period	4	5	10	12	18
New Restaurants	1	5	2	6	3
Closed restaurants	0	0	0	0	0
Restaurants at the end of the period	5	10	12	18	21



HIGHLIGHTS

EMRGING
BUSINESS
UNITS

RESTAURANT
NETWORK

Stake increase in DP Eurasia and JGHL, Bangladesh



- Launched Reverse Bookbuild to increase shareholding in DP Eurasia N.V. on 30th Sept, 2021
- Reverse Bookbuild to close on 29th October, 2021



- Exercised call option for acquiring additional 39% equity stake in Jubilant Golden Harvest Limited (JGHL), Bangladesh
- Post-acquisition, the Company shall own 90% of JGHL, Bangladesh



MANAGEMENT VIEWS



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 Wholtime 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.”

Quarterly Standalone Financials

Particulars (Rs. mn)	Q2 FY22	Q2 FY21	Growth%
Revenue from operations	11,007	8,055	36.6%
Other Income	93	311	-70.2%
Total Income	11,100	8,366	32.7%
Raw Material and Beverage Cost	2,394	1,709	40.1%
Gross Profit	8,613	6,346	35.7%
<i>Margins¹</i>	<i>78.2%</i>	<i>78.8%</i>	
Personnel Expenses	1,915	1,666	14.9%
Manufacturing and Other Expenses	3,838	2,534	51.5%
Total Expenditure	8,147	5,908	37.9%
EBITDA	2,860	2,147	33.2%
<i>Margins¹</i>	<i>26.0%</i>	<i>26.7%</i>	
Interest Cost	416	412	1.0%
Depreciation	902	1,030	-12.4%
Exceptional Items ²	13	0	n.a
PBT	1,622	1,016	59.6%
<i>Margins¹</i>	<i>14.7%</i>	<i>12.6%</i>	
Tax	407	247	64.7%
PAT	1,215	769	58.0%
<i>Margins¹</i>	<i>11.0%</i>	<i>9.5%</i>	

Note:

1. Margins are computed using revenue from operations
2. Exceptional items during the quarter includes costs of INR 12.52 million incurred by the Company to support its employees, associates and their dependents during Covid-19 pandemic. These includes assistance to families of deceased employees and associates, vaccination of employees, associates and their dependents, quarantine facilities for Covid impacted employees and associates, etc.



RESULTS HIGHLIGHTS



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Quarterly Consolidated Financials

Particulars (Rs. mn)	Q2 FY22	Q2 FY21	Growth%
Revenue from operations	11,162	8,163	36.7%
Other Income	95	314	-69.9%
Total Income	11,256	8,477	32.8%
Raw Material and Beverage Cost	2,427	1,737	39.8%
Gross Profit	8,735	6,427	35.9%
<i>Margins¹</i>	<i>78.3%</i>	<i>78.7%</i>	
Personnel Expenses	1,956	1,693	15.6%
Manufacturing and Other Expenses	3,902	2,573	51.7%
Total Expenditure	8,286	6,002	38.0%
EBITDA	2,876	2,161	33.1%
<i>Margins¹</i>	<i>25.8%</i>	<i>26.5%</i>	
Interest Cost	422	417	1.1%
Depreciation	927	1,051	-11.8%
Share of Profit in Associate	-2	0	n.a
Exceptional Items ²	13	0	n.a
PBT	1,607	1,007	59.6%
<i>Margins¹</i>	<i>14.4%</i>	<i>12.3%</i>	
Tax	409	249	64.2%
PAT	1,198	758	58.1%
<i>Margins¹</i>	<i>10.7%</i>	<i>9.3%</i>	

Note:

1. Margins are computed using revenue from operations
2. Exceptional items during the quarter includes costs of INR 12.52 million incurred by the Group to support its employees, associates and their dependents during Covid-19 pandemic. These includes assistance to families of deceased employees and associates, vaccination of employees, associates and their dependents, quarantine facilities for Covid impacted employees and associates, etc.



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 (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'.



ABOUT JUBILANT FOODWORKS LIMITED*

Website:

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