

JFL/NSE-BSE/2024-25/52

November 11, 2024

BSE Ltd.
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 along with Press Release

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 the Earnings Presentation along with Press Release to be issued by the Company for Q2FY25 and H1FY25.

The above details will also be available on the website of the Company at www.jubilantfoodworks.com/investors-shareholder-information-stock-exchange-filings.

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
Encl: A/a



Earnings Presentation

Q2 and H1 FY'25



1. Key Highlights
2. Financial and Network Highlights
3. Market-wise Highlights
4. Brand-wise Highlights
5. Statement of Profit and Loss
6. Supplementary Information

1

Key Highlights



Key Highlights for Q2FY'25

- ✓ **Group System Sales** came in at **Rs. 22,719 million**
- ✓ **Group Network** at **3,130 stores** with quarterly net addition of **73 stores**
- ✓ **Consolidated* Revenue** came in at **Rs. 19,547 million(+42.8% yoy)** with **EBITDA** of **Rs. 3,986 million(+43.8% yoy)** and **EBITDA Margin** of **20.4%(+14 bps yoy)**
- ✓ **Standalone Revenue** came in at **Rs. 14,669 million(+9.1% yoy)** with **EBITDA** of **Rs. 2,842 million(+1.3% yoy)** and **EBITDA Margin** of **19.4%(-150 bps yoy)**
 - **Domino's India Revenue** up by **8.1%** driven by strong **order growth** of **20.2%**
 - **Delivery LFL growth** of **11.4%** helped register **LFL growth** of **2.8%**
 - **Mature Store ADS** came in at **Rs. 80,185** – Highest in last six quarters
- ✓ **New customer acquisition**(Domino's India) growth(**+29% yoy**) continues to be at an elevated level
- ✓ **Record high MAU**(Domino's India App) at **12.8 million(+18.5% yoy)**; **Highest ever app conversion**; App Installs at **10.9 million**

*DP Eurasia line by line consolidation is w.e.f. 1st February, 2024 and hence Consolidated yoy growth figures aren't strictly comparable

Group system sales refer to restaurant sales of corporate as well as franchisee stores across all brands and markets; FX conversion as on September 30, 2024

LFL: Like for Like growth; ADS: Average Daily Sales per store per day for Domino's India; NCA: New Customer Acquisition; MAU: Monthly Active Users

LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,621 stores)

2

Financial and Network Highlights



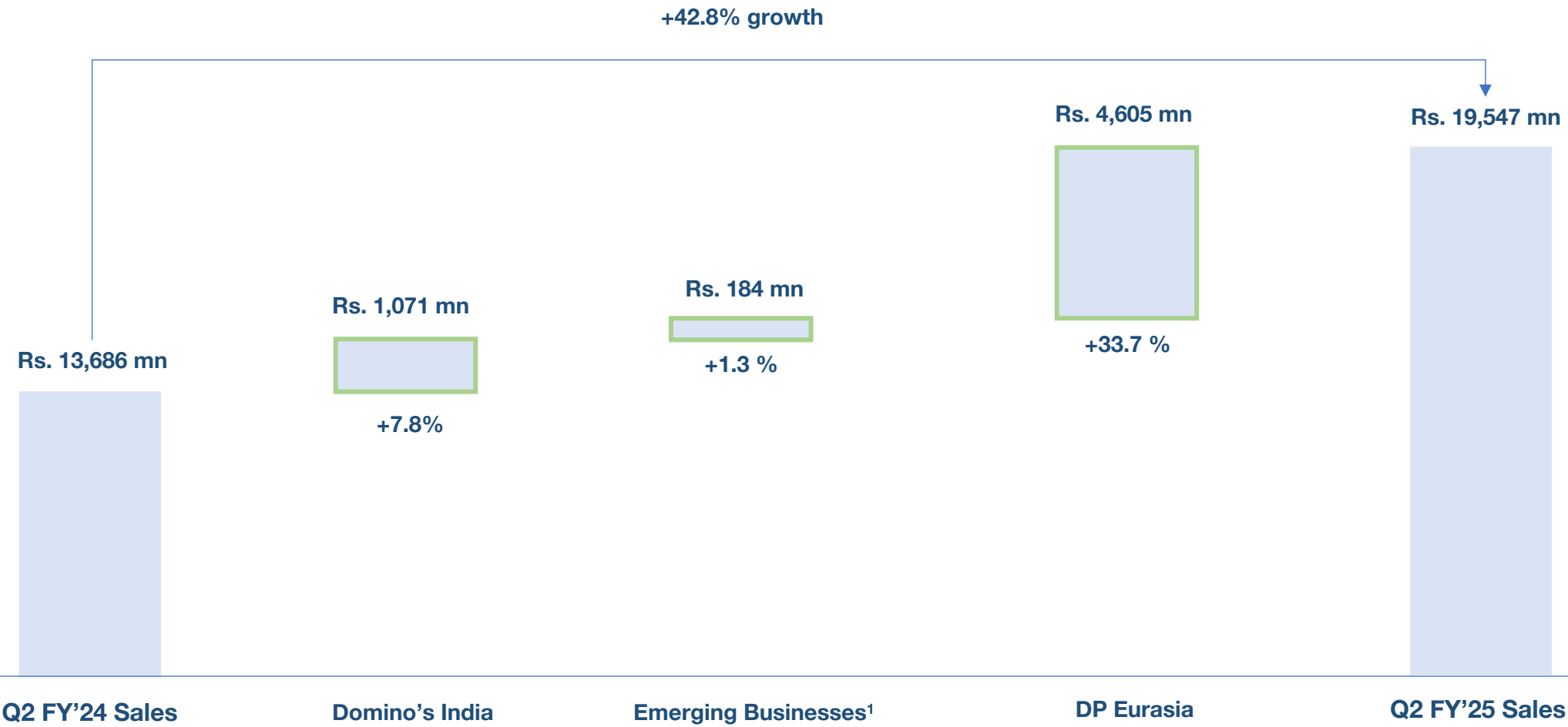
Network	Revenue	EBITDA	EBITDA Margin	PAT*	PAT* Margin
<p>3,130 stores</p> <p>QoQ: +73 stores YoY: +358 stores</p>	<p>Rs. 19,547 mn</p> <p>QoQ: +1.1% YoY: +42.8%</p>	<p>Rs. 3,986 mn</p> <p>QoQ: +4.1% YoY: +43.8%</p>	<p>20.4% margin</p> <p>QoQ: +57 bps YoY: +14 bps</p>	<p>Rs. 715 mn</p> <p>QoQ: +17.6% YoY: -26.4%</p>	<p>3.7% margin</p> <p>QoQ: +51 bps YoY: -344 bps</p>

Note: 1. DP Eurasia line by line consolidation is w.e.f. 1st February, 2024 and hence yoy growth figures aren't strictly comparable

2. All foreign currency conversion are as of September 30, 2024

* PAT is from continuing operations



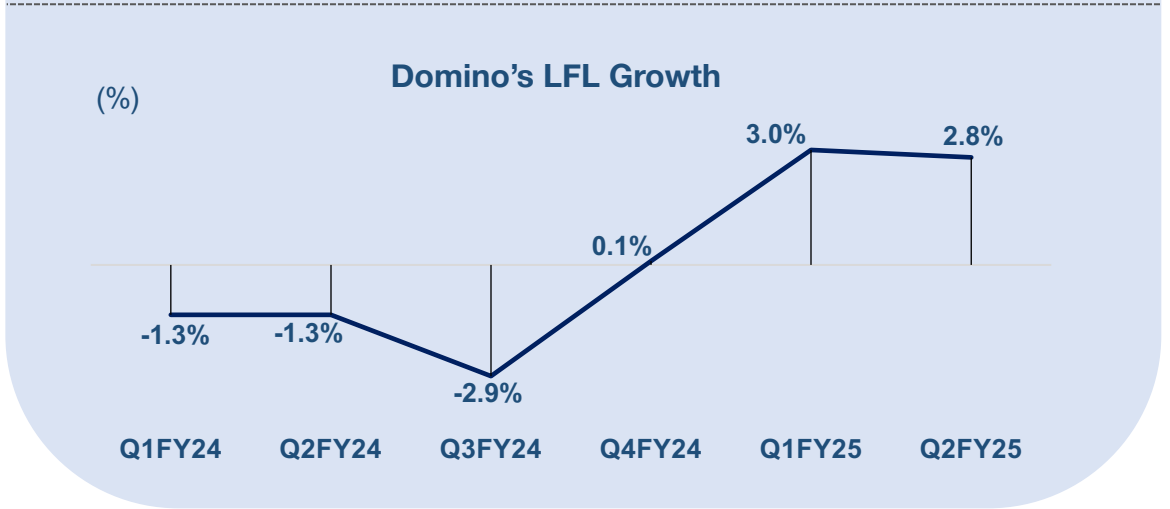
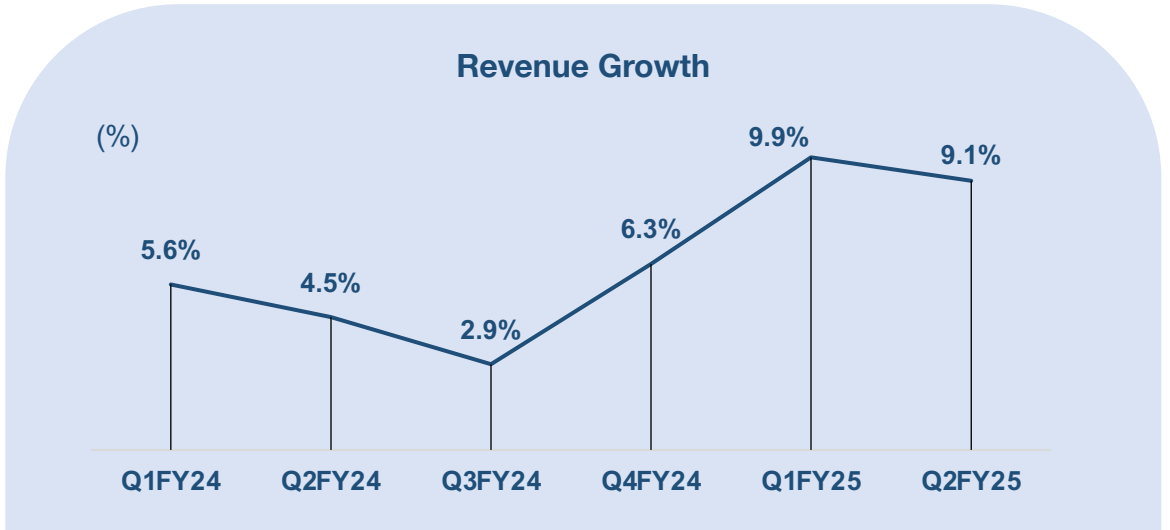
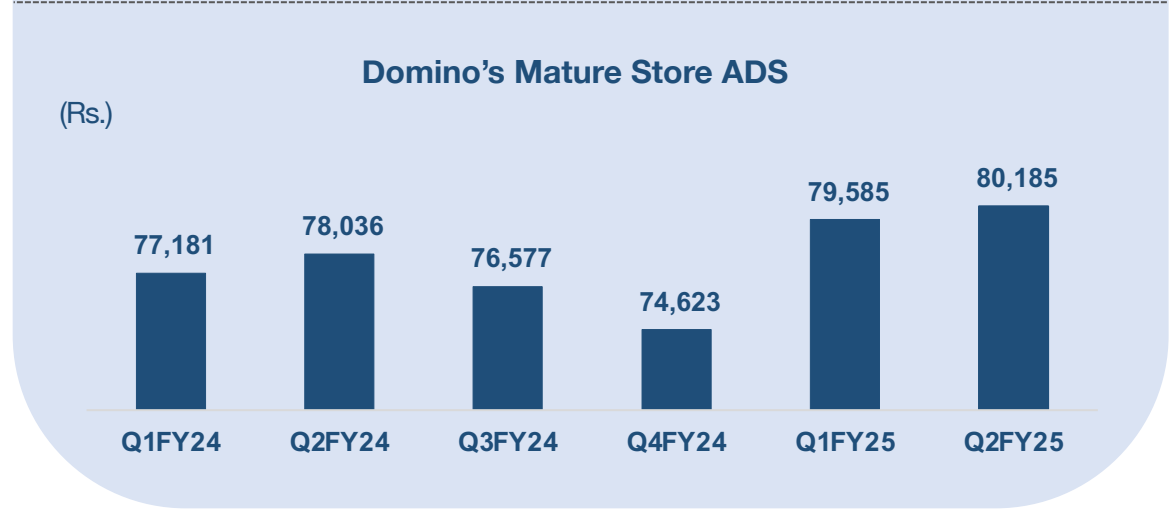
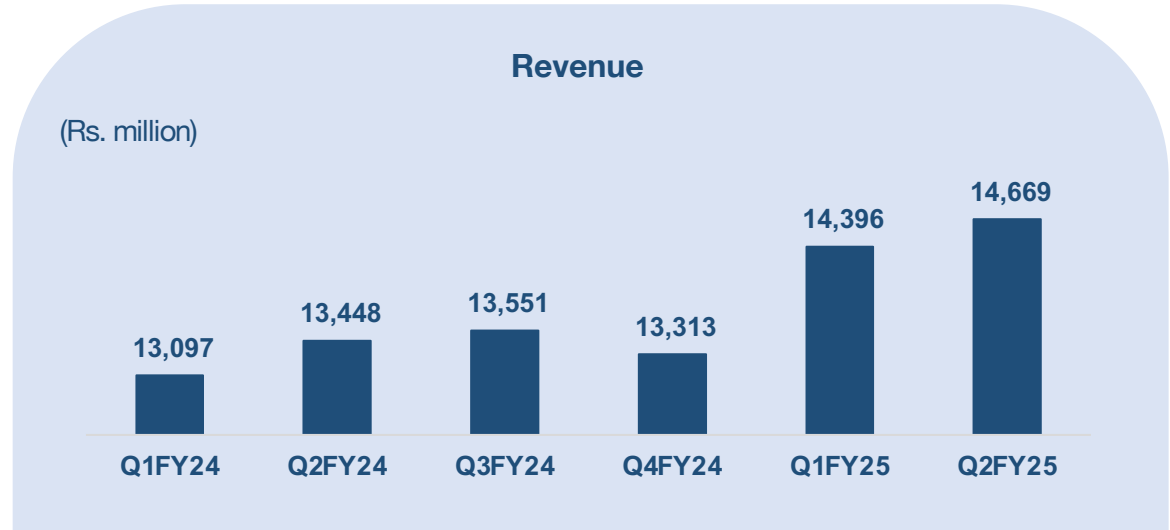


1. This includes Popeyes, Dunkin', Hong's Kitchen, Domino's Sri Lanka and Domino's Bangladesh
 DP Eurasia revenue was not in Q2FY24; Foreign currency conversion is taken as on September 30, 2024

Revenue walk is for illustration purpose only and is not drawn to scale and may not recalculate exactly due to inter-company eliminations

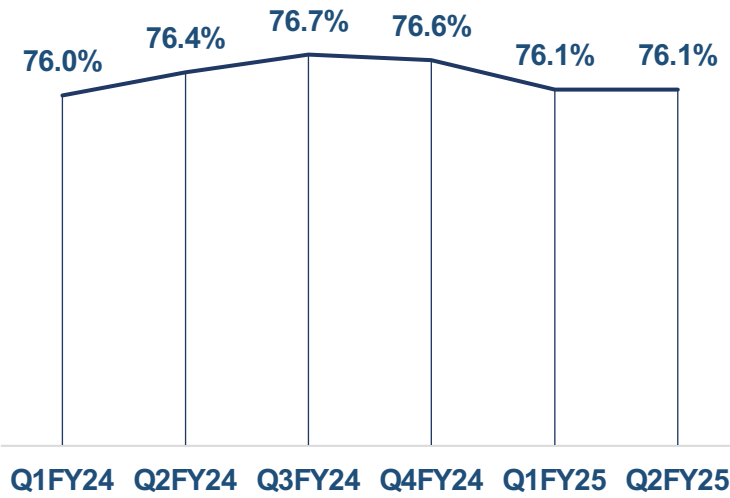


Revenue Trends(Standalone)

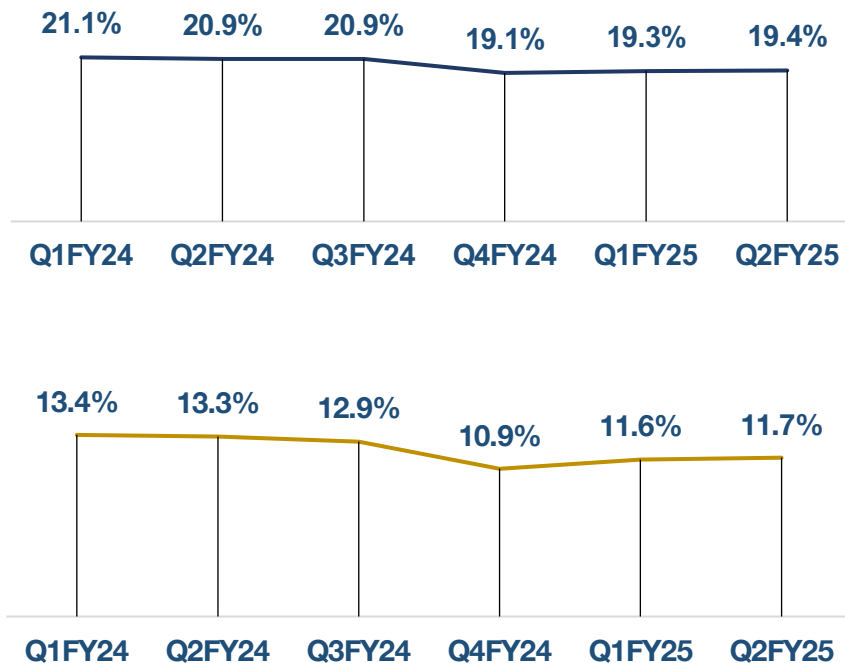


Profitability Trends(Standalone)

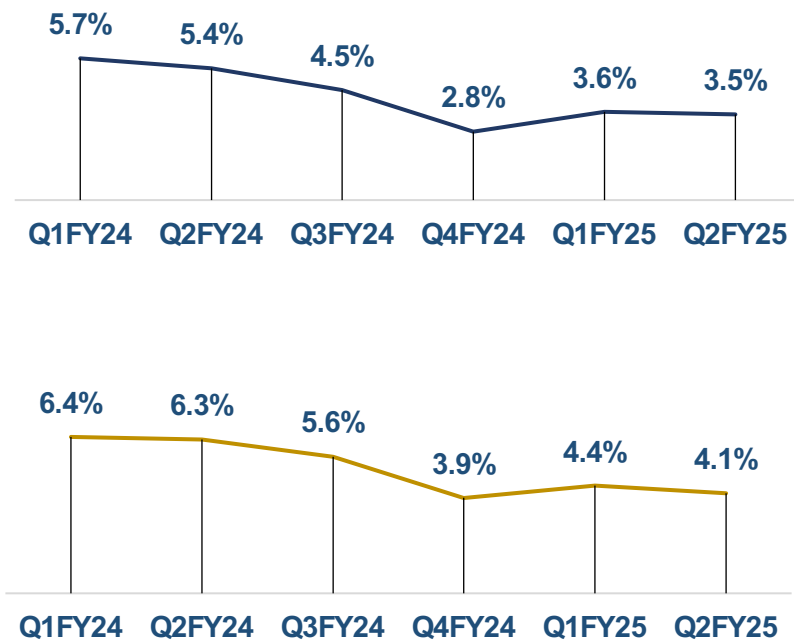
Gross Margin



EBITDA Margin



PAT Margin



— Post-Ind-AS-116 Margin
 — Pre-Ind-AS-116 Margin



Note: PAT Margin is before exceptional item(if any)









Network	Revenue	EBITDA	EBITDA Margin	PAT*	PAT* Margin
3,130 stores	Rs. 38,878 mn	Rs. 7,816 mn	20.1% margin	Rs. 1,323 mn	3.4% margin
+139 stores in H1FY'25	YoY: +43.8%	YoY: +41.3%	YoY: -35 bps	YoY: 4.9%	YoY: -126 bps

Note: 1. DP Eurasia line by line consolidation is w.e.f. 1st February, 2024 and hence yoy growth figures aren't strictly comparable

2. All foreign currency conversion are as of September 30, 2024

* PAT is from continuing operations



	India	Turkey	Sri Lanka	Bangladesh	Azerbaijan	Georgia	Overall Network	Net Addition in last 6 months	Net Addition in last 3 months
	2,079	713	50	35	10	7	2,894	101	61
	54	-	-	-	-	-	54	12	4
	32	-	-	-	-	-	32	1	-4
	34	-	-	-	-	-	34	6	1
	-	116	-	-	-	-	116	19	11
All Brands	2,199	829	50	35	10	7	3,130	139	73
<i>Net Addition in last 6 months</i>	103	29	-	7	-	-			
<i>Net Addition in last 3 months</i>	51	17	-	5	-	-			

3

Market-wise Highlights

Domino's

FIRST HELLOS HAPPEN ONLY WITH PIZZA

TÜRKİYE
PIZZA
GÜNLERİ'NDE

PIZZALAR TEK FİYATA!

2 ORTA BOY PİZZA

250 TL

SEN DE MAÇIN KEYFİNİ
DOMINO'S'LA KATLA!

The advertisement features a man and a woman smiling and eating pizza at a table. In the foreground, several pizzas are displayed on a blue and white checkered tablecloth. The background is a dark, stylized representation of a stadium or arena with lights.



Picked up a good volumetric-growth momentum powered by own-initiatives in a softer demand environment

Revenue and Store Growth

Profit and Margin

Key Highlights (Domino's)

Revenue: Rs. 14,669 mn(+9.1% yoy)

EBITDA: 2,842 mn(+1.3% yoy)

Record high NCA growth at 29% yoy

+51 net stores added qoq

EBITDA Margin: 19.4%(-150 bps yoy)

Record high MAU: 12.8 mn (+18.5% yoy)

- ❑ Revenue growth came in at **9.1% yoy**
 - Domino's growth was **8.1%**
 - Order growth came in at **20.2%**
 - Domino's LFL was **2.8%** led by Domino's Delivery LFL at **11.4%**
- ❑ Network in India is now **2,199 stores** strong
 - Network addition was led by Domino's(+**50 stores**)
 - With entry in **20 new cities**, Domino's is now present in **447 cities**

- ❑ **Gross Margin** stable at **76.1%**(flat qoq)
- ❑ **Enhanced value offerings for consumer** leading to virtuous cycle of strong volume growth and share gains
- ❑ Investments in tech, supply chain capabilities and new brands to continue

- ❑ Introduced a new product innovation: **Cheesiken**(Fusion of Chicken, Cheese and Rice) in three southern states
- ❑ Continued improvement in app resulted in **record high MAUs(12.8 mn, +18.5% yoy)** with **high-growth on own-assets**
- ❑ Loyalty membership base is now **27.8 mn**

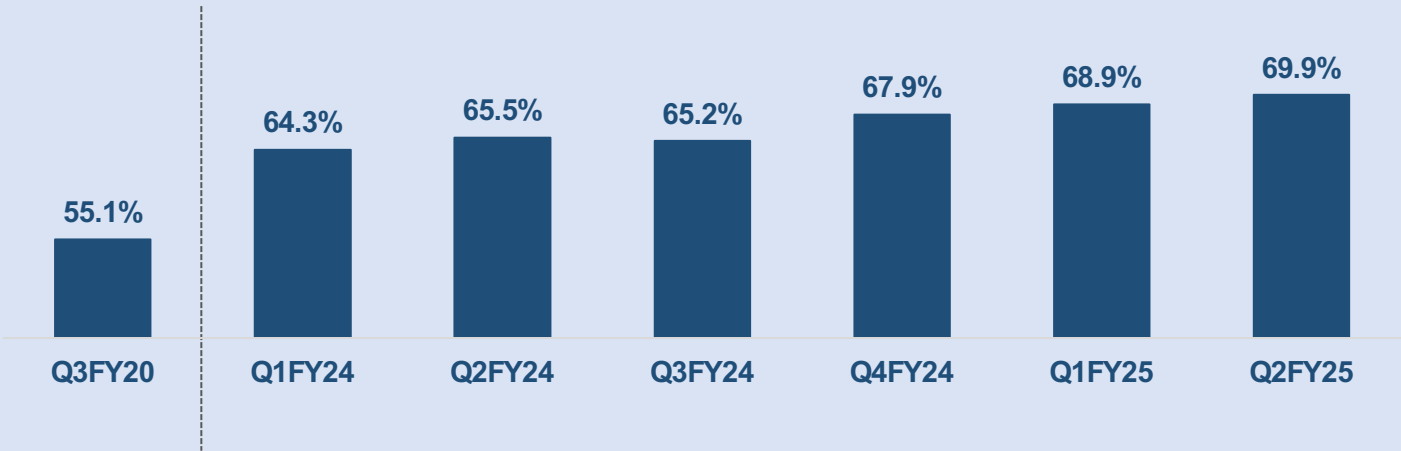


Note: The above figures are derived from standalone financial statement for the quarter ending September 30, 2024

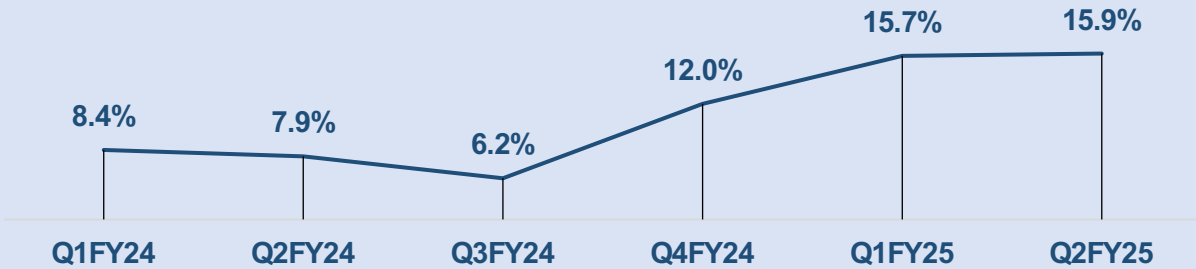




Delivery Channel Mix Continues to Grow



Delivery Growth Trends



Delivery

- Delivery channel revenue up by 15.9%
- The strong delivery growth was order led(+32.3%)

Dine-in

- Dine-in channel revenue was lower by 5.6%
- The moderate order growth was offset by decline in ticket



Note: All growth figures are vs. prior year
 Dine-in channel refers to combined channel output for Dine-in, Takeaway and Drive-N-Pick;





- **Turkey, Azerbaijan and Georgia**

- DPEU System Sales came in at Rs. 7,719 million
- Domino's Turkey System Sales was Rs. 6,924 million with LFL growth of -6.0%(Q2 FY'24: 52.6%)
- COFFY's System Sales was Rs. 651 million with LFL growth of -3.9%(Q2 FY'24: 35.3%)
- Revenue for DPEU came in at Rs. 4,605 million with EBITDA Margin of 26.1% and PAT margin of 10.5%

- **Domino's Bangladesh**

- Revenue came in at Rs. 126 million, lower by 5.3%
- Impact on revenue was on account of temporary store closures amidst a challenging operating environment; all stores are now operational

- **Domino's Sri Lanka**

- Revenue came in at Rs. 170 million, up by 33.6%
- Strategic store relocations, new product launches, and focused local initiatives led to a strong performance

4

Brand-wise Highlights



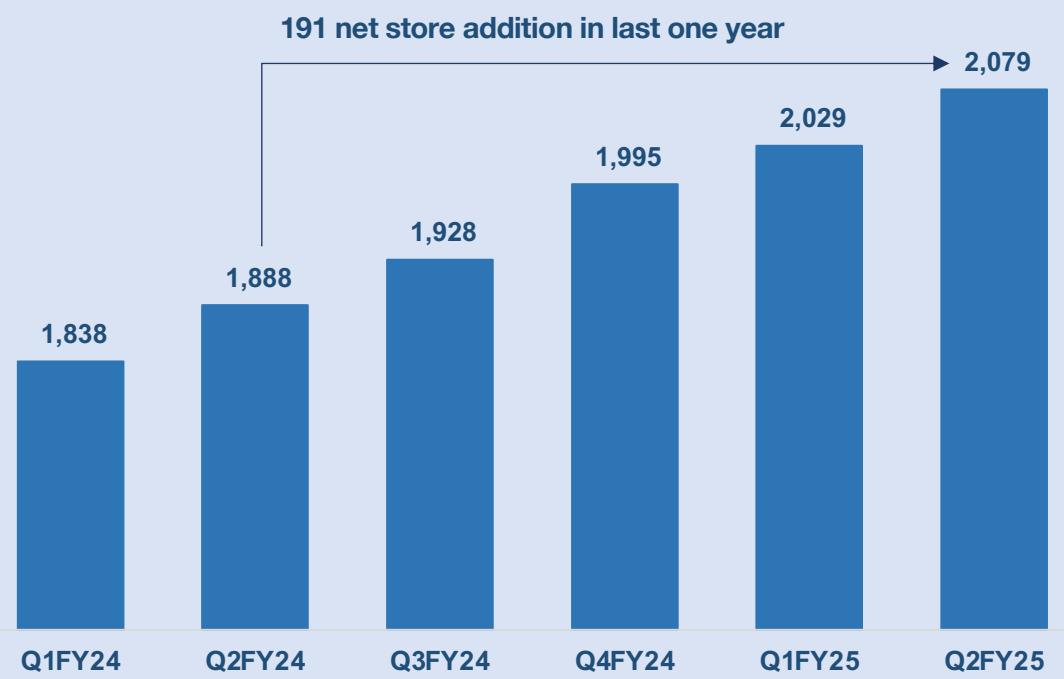
a

Domino's

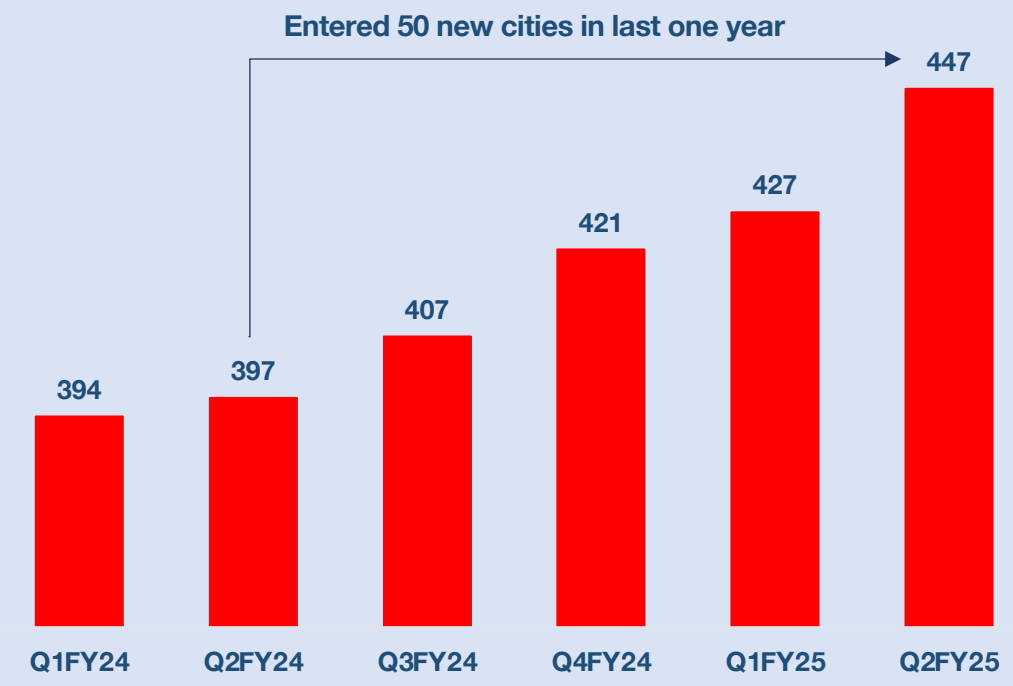




Store Count



City Coverage



University Campuses



NIT Jalandhar



Delhi Technological University



UPES Dehradun

Highways



Khalghat, Madhya Pradesh



Una, Himachal Pradesh



Karnal, Haryana

Airport Terminals



Mumbai Airport



Ahmedabad Airport



Goa Airport

Domino's CHEESE VOLCANO

starting @ ₹299*

it
HAPPENS
ONLY
WITH
PIZZA



*T&C Apply. Images are shown for illustration purpose only.



Peppy Paneer



Farmhouse



Veg Paradise



Corn n Cheese



Double Chicken



Blazing Chicken



BBQ Chicken



Chicken Delight



NEW



Domino's

Cheesiken

WHERE CHICKEN MEETS CHEESE

ORDER NOW



₹ 189*



*T&C Apply. Images are shown for illustration purpose only.

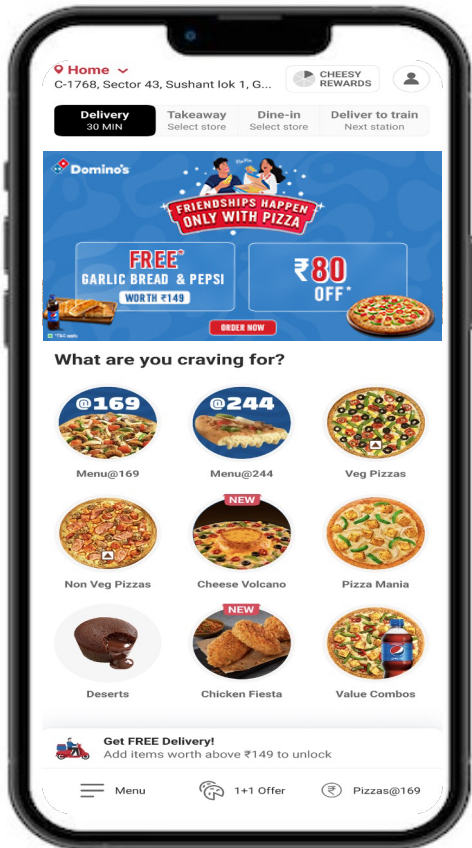


Rakhi

Domino's
CELEBRATE CHEESY SIBLING BOND
 ₹125 OFF (USE CODE: FEAST125) | ₹80 OFF (USE CODE: FEAST80)
 RAKHI MOMENTS HAPPEN WITH PIZZA
 ORDER NOW

Independence Day

Domino's
FreeDOM Feast
 CELEBRATE 77 YEARS OF INDEPENDENCE WITH
 ₹77 FLAT MENU
 ORDER NOW



Teachers Day

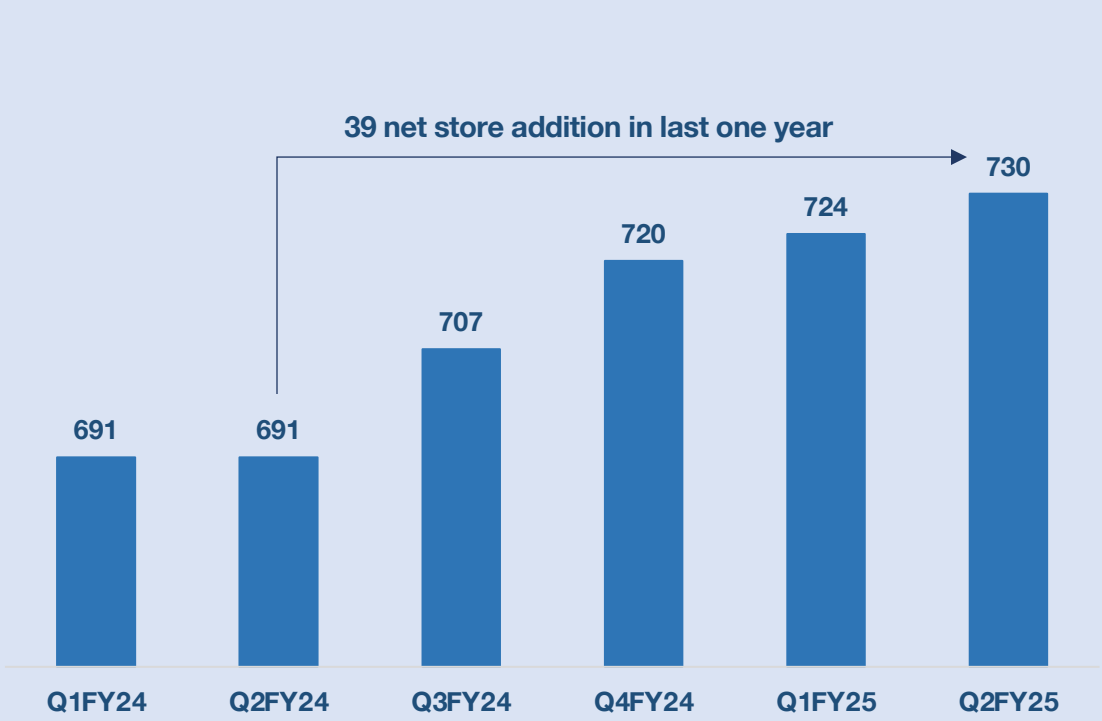
Domino's
GIVE YOUR TEACHERS AN A+ TREAT
 ₹125 OFF (CODE: PIZZA125) | ₹80 OFF (CODE: PIZZA80)
 ORDER NOW

Friendship Day

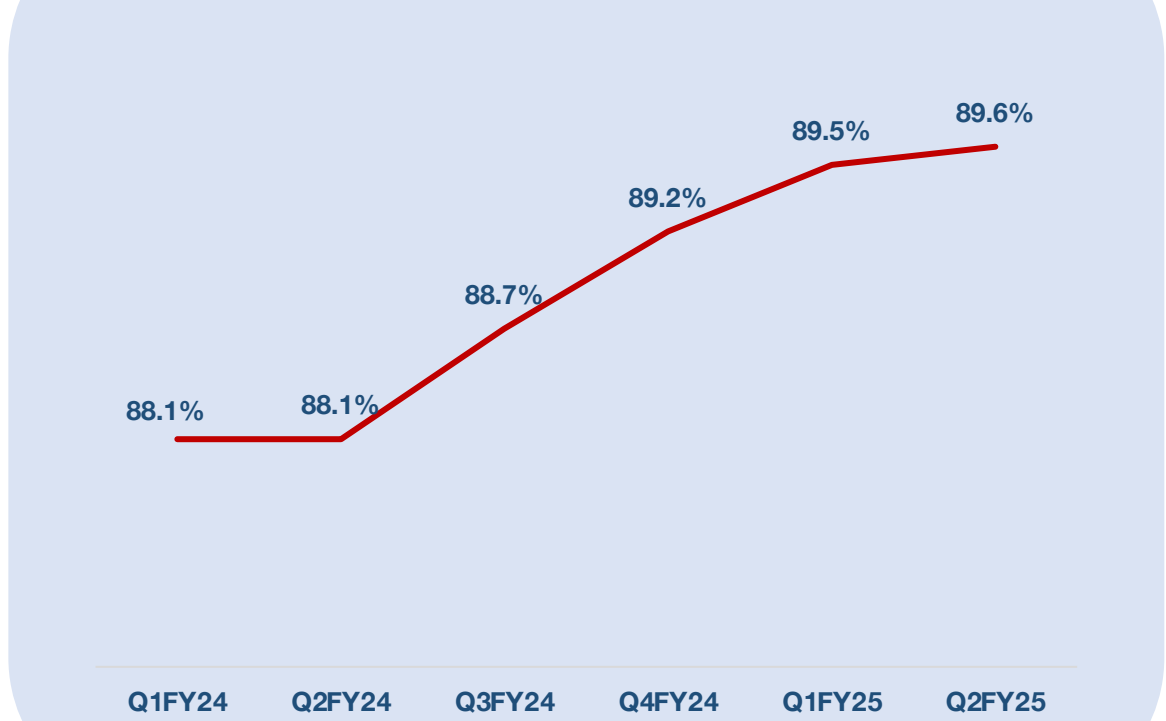
Domino's
FRIENDSHIPS HAPPEN ONLY WITH PIZZA
 FREE GARLIC BREAD & PEPSI WORTH ₹149 | ₹80 OFF
 ORDER NOW



Store Count



Franchise %





TURKEY'S PIZZA LOVEBRAND

WE'RE NOT ALONE IN THIS JOURNEY
Thank you for choosing us once again this year and always inspiring us.



Türkiye's Lovemarks 2024 research, conducted by MediCat and Ipsos with a sample of 2000 individuals aged 15-55, with an equal gender ratio, representative of Türkiye, revealed that Domino's is the Lovemark of the pizza category, ranking first.

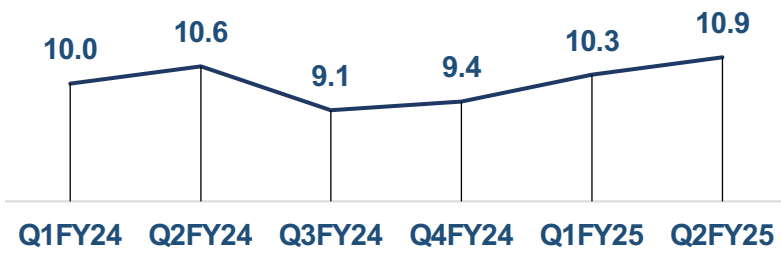
3rd
TIME!

Domino's Digital Metrics Trend



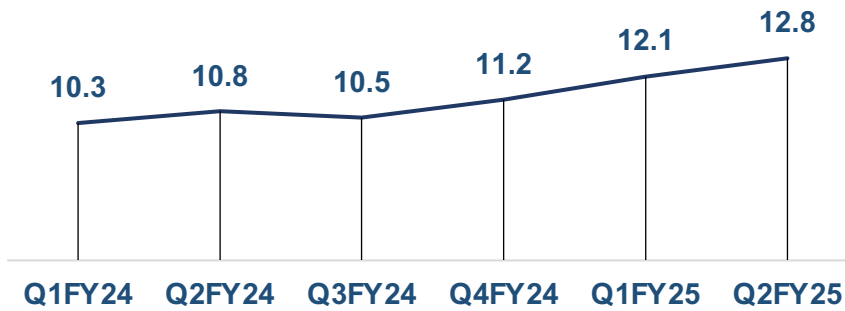
App Installs

(million)



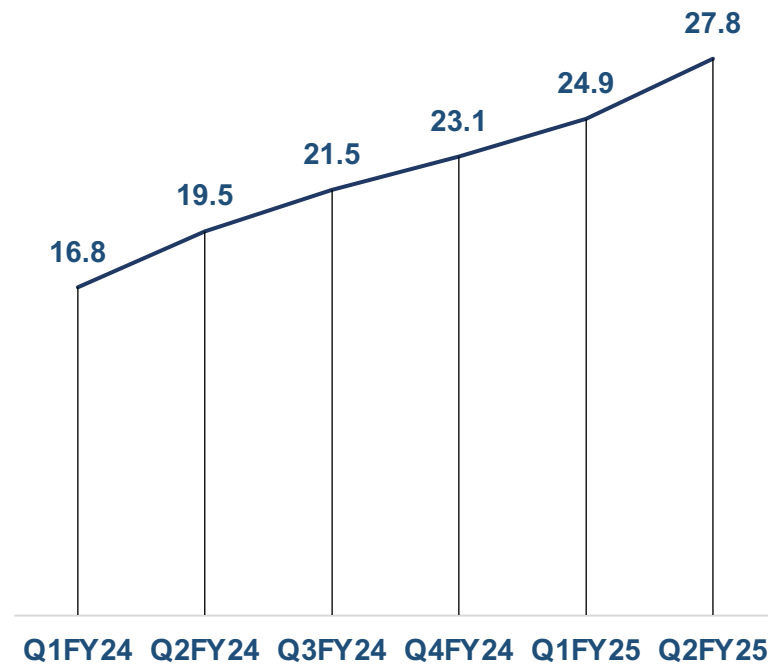
Monthly Active Users(App)

(million)



Domino's India Loyalty Membership (cumulative)

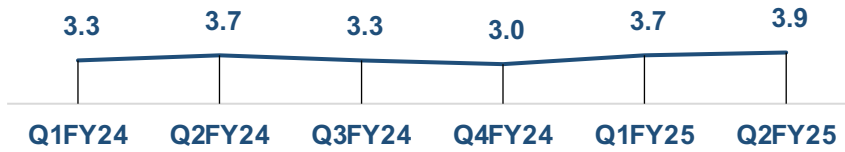
(million)



(million)

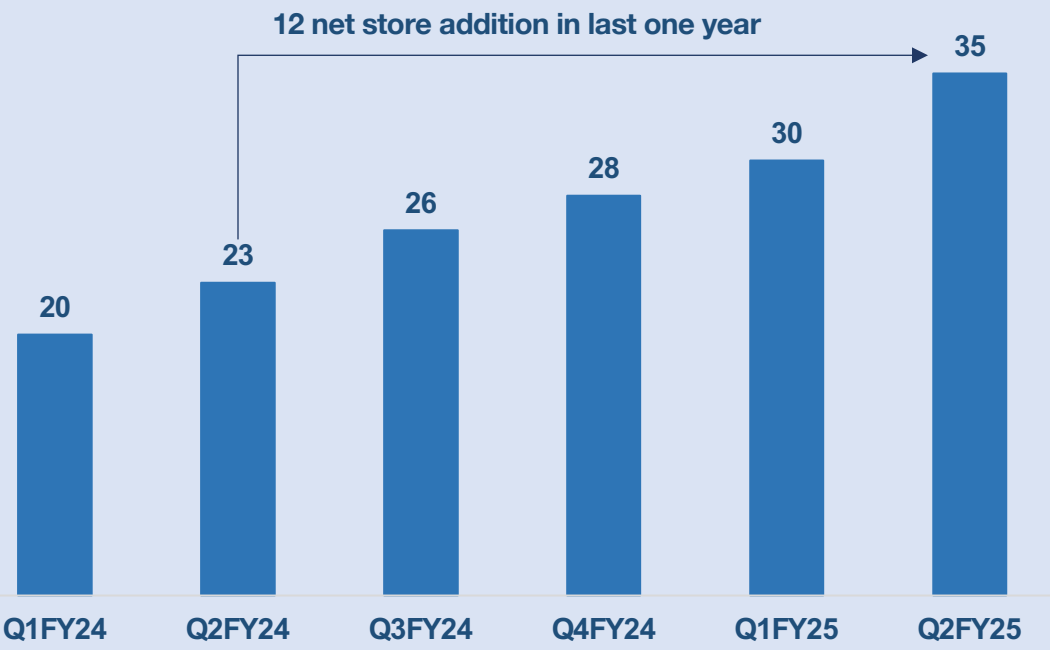


(million)

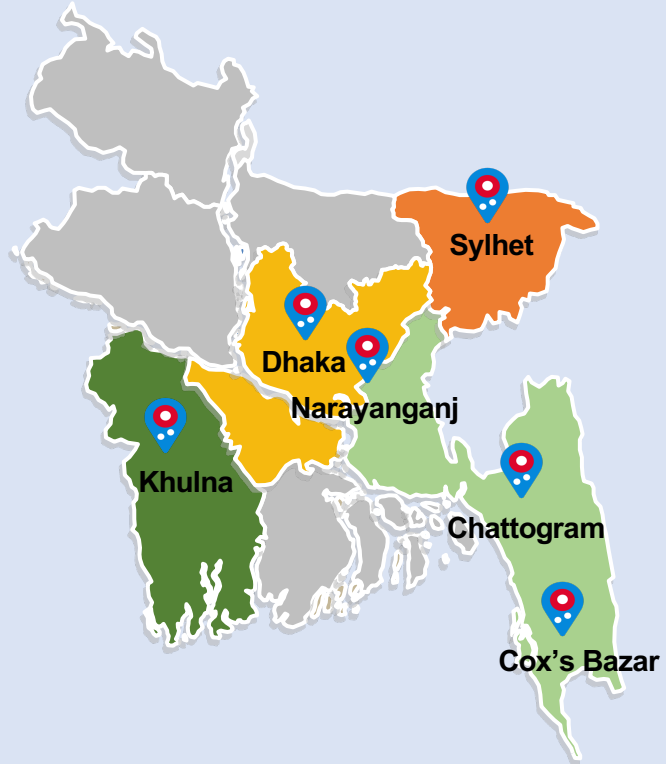




Store Count



Enhanced network coverage to six cities





Domino's Pizza

FLAVOR OF TEXAS IN SLICE OF HAPPINESS

Texas BBQ Chicken

SAFE DELIVERY EXPERT
Domino's
৩০ মিনিটে না হলে **FREE**
GUARANTEE
*Up To Tk. 350

ORDER NOW

DOWNLOAD APP
Google play | Download on the App Store

VISIT TO ORDER
M.DOMINOS.COM.BD

JUST CALL **16656**

Domino's Pizza

MARVEL IN INFUSED CHOCOLATE Choco Breadstick

SAFE DELIVERY EXPERT
Domino's
৩০ মিনিটে না হলে **FREE**
GUARANTEE
*Up To Tk. 350

ORDER NOW

DOWNLOAD APP
Google play | Download on the App Store

VISIT TO ORDER
M.DOMINOS.COM.BD

JUST CALL **16656**



Domino's
Pizza විදුහල
CHEESE KOTTU
 [අතිශයින්ම REAL CHEESE රස දන්න අයට පමණි]

KOTTU WITH REAL CHEESE | **NO ADDED MSG OR FLAVOR ENHANCEMENTS**

CRAFTED WITH PREMIUM TOPPINGS & INGREDIENTS | **SERVED WITH DOMINO'S SIGNATURE GRAVY**

TEXAS BBQ CHICKEN CHEESE කොටු පිцца
CEYLON PEPPER CHICKEN CHEESE කොටු පිцца
DEVILLED CHICKEN CHEESE කොටු පිцца
VEGGIE BBQ CHEESE කොටු පිцца
DEVILLED CHICKEN CHEESE කොටු පිцца
VEGGIE BBQ CHEESE කොටු පිцца

ද. 1,499/- @*

ORDER FROM DOMINO'S SL APP | WEBSITE: M.DOMINOSLK.COM | CALL TO ORDER: [011] 7 - 777 888

Domino's Pizza

BITE INTO THE CHICKEN FIESTA

BBQ CHICKEN WINGS 3 PCS | **CHICKEN NUGGETS 4 PCS**

EACH FOR Rs.399

*T&C Apply.

ORDER FROM DOMINO'S SL APP | WEBSITE: M.DOMINOSLK.COM | CALL TO ORDER: [011] 7 - 777 888

Domino's Beverage Menu

Hot Beverages

Espresso Classic Rs. 299	Americano Rs. 299	Cardamom Tea Rs. 299
Café Latte Rs. 499	Hot Chocolate Rs. 499	Cappuccino Rs. 499

Cold Beverages

Sparkling Lemon Ice Tea Rs. 499	Lemon Mint Mojito Rs. 699	Bubble Gum Rs. 699
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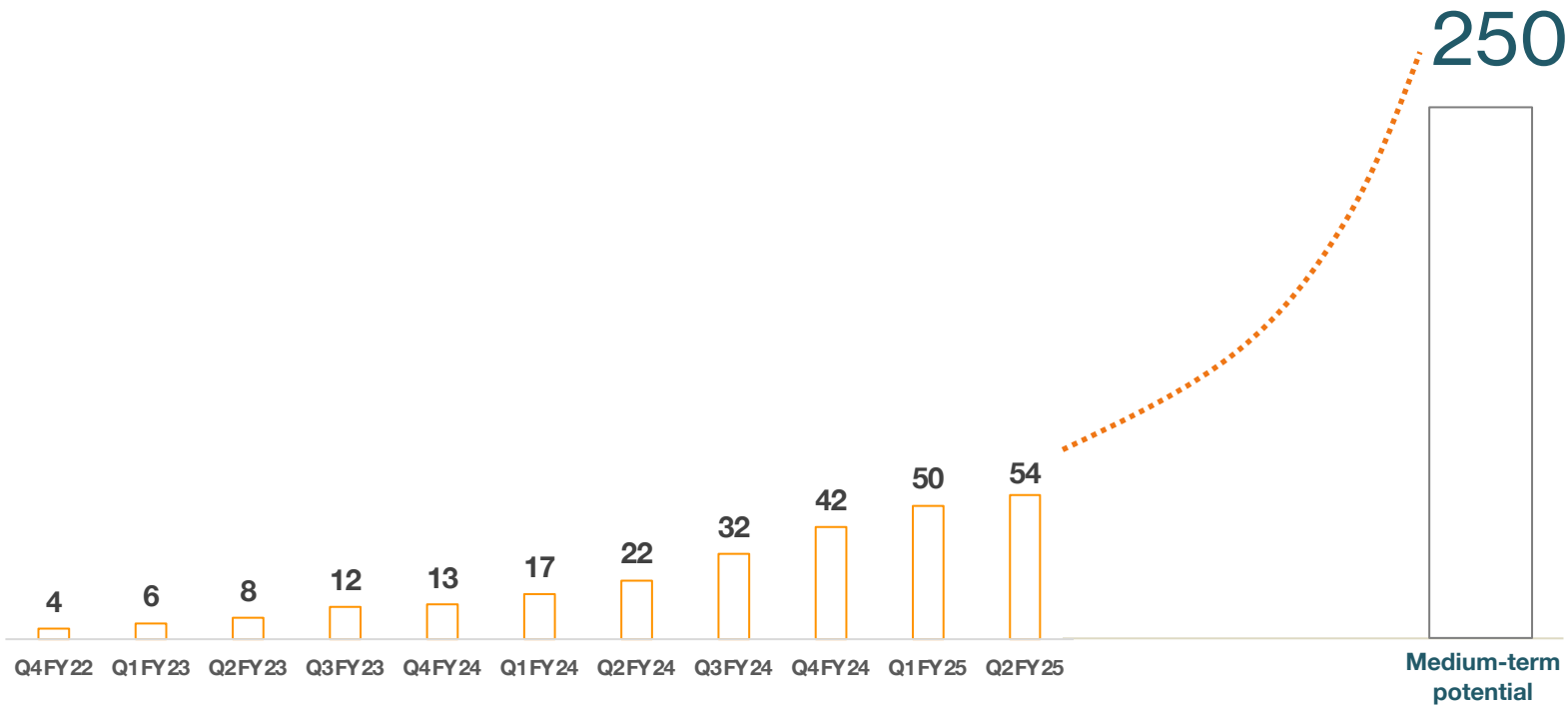
Popeyes



Popeyes India  @popeys_india 

 Holy smokes! Long weekend calls for a divine crunchy world famous feast! Swing by Popeyes and turn this Friday into Fry-day! 😊🍗 #LongWeekendWithPopeyes #LoveThatChicken

Network Expansion - 54 restaurants now serving consumers across 22 cities in India



6 Bold International Flavours of WINGS

4pc. ₹179 | 8pc. ₹329

Flavor	Spiciness Level
Classic Ranch	Low
Sweet Chilli	Low
Hot and Sweet	Low
Woodsmoke	Low
Pepper Barbeque	Medium
Spicy Korean	High

M & © 2024 Popeyes Louisiana Kitchen Inc. All rights reserved. Used under license. Food image is for representational purpose only | Limited time offer. Offer valid on Dine In only. TSC apply

C

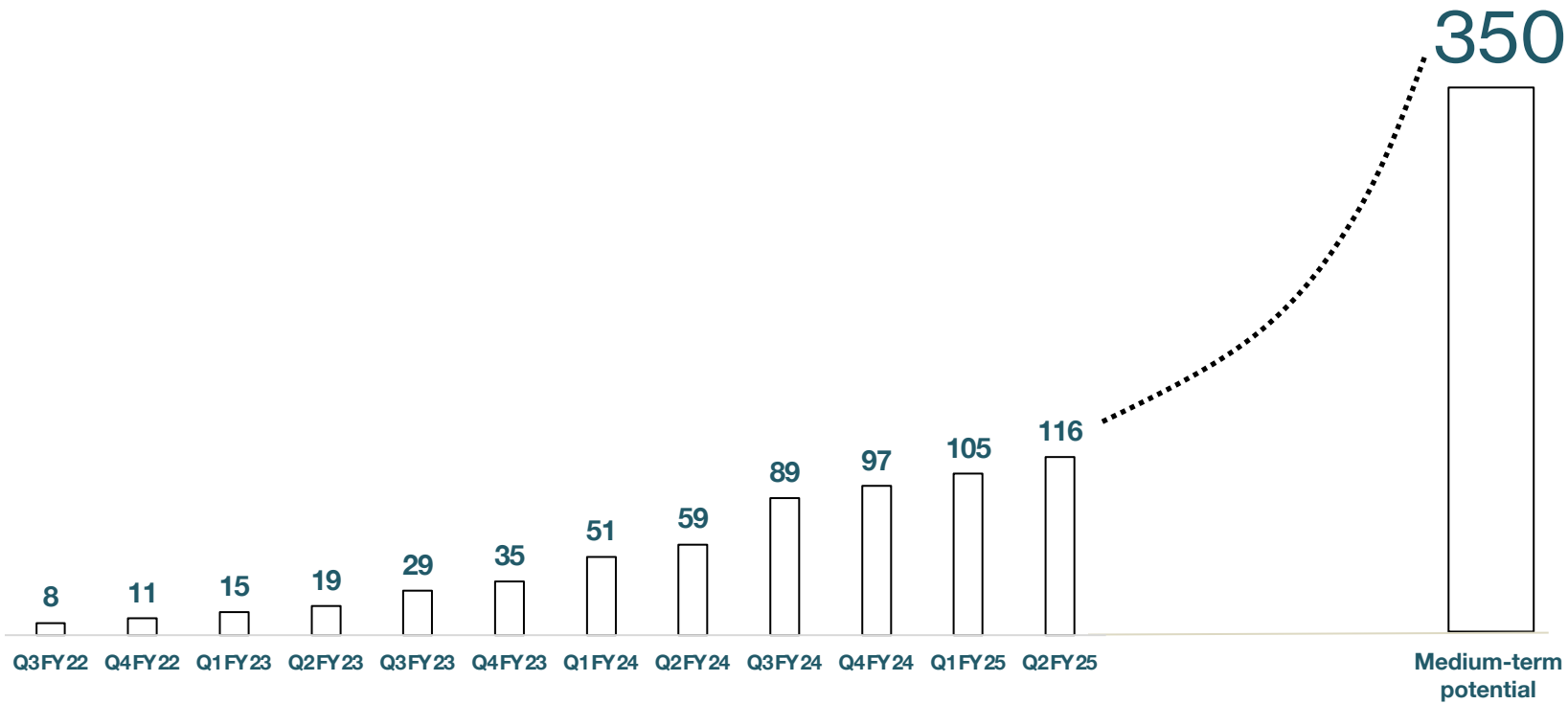
COFFY

O GÜN BUGÜN!

*Pumpkin
Latte*



ŞİMDİ TÜM COFFY'LERDE!



Q

Other Emerging Brands

The top advertisement features a pink background with a gold clock in the upper left corner showing approximately 10:10. The text reads "GREAT MOMENTS DUNKIN' COFFEE MOMENTS!". Below the text are three Dunkin' coffee drinks in clear plastic cups with the "DUNKIN'" logo: a chocolate drink with whipped cream, a dark iced coffee, and a light iced coffee.

The bottom advertisement has a teal background with a repeating circular pattern. It features the Hong's Kitchen logo (a woman's face) and the slogan "Hourly! Tasty! Chinese!". The text asks "CRAVING THE MOST DELICIOUS CHINESE?". In the foreground, there is a bottle of Hong's Kitchen iced tea and a bowl of food. On the right, a hand holds a smartphone displaying the app's interface with a "CALL NOW 1800-2-100-100" button. A red banner at the bottom right also says "CALL NOW".



DUNKIN'

- 32 café now serving consumers across 12 cities
- Opened two new café and closed six underperforming stores during the quarter
- Beverage mix is increasing across channels



HONG'S KITCHEN
Hearty! Tasty! Chinese!

TASTY & DESI-LICIOUS

MOMOS OF india

STARTING AT ₹229/-

ALSO AVAILABLE:
CHICKEN MAKHANI & CHICKEN 65



- 34 restaurants now serving guests across 8 cities
- Launched Momos of India range



5

Statement of Profit and Loss



Statement of Profit and Loss

Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
Q2 FY25	Q2 FY24	Growth %		Q2 FY25	Q2 FY24	Growth %
19,547	13,686	42.8%	Revenue from operations	14,669	13,448	9.1%
302	71	327.9%	Other Income	150	69	117.9%
19,849	13,757	44.3%	Total Income	14,819	13,517	9.6%
5,379	3,261	65.0%	Raw Material and Beverage Cost	3,512	3,174	10.7%
14,168	10,426	35.9%	Gross Profit	11,157	10,275	8.6%
72.5%	76.2%		<i>Margins</i>	76.1%	76.4%	
3,368	2,594	29.9%	Personnel Expenses	2,688	2,535	6.0%
6,814	5,060	34.7%	Manufacturing and Other Expenses	5,627	4,932	14.1%
3,986	2,772	43.8%	EBITDA	2,842	2,807	1.3%
20.4%	20.3%		<i>Margins</i>	19.4%	20.9%	
1,381	568	143.0%	Interest Cost	640	534	19.9%
2,014	1,419	42.0%	Depreciation	1,654	1,379	19.9%
-23	350	n.a	Share of Profit/(Loss) in Associates	n.a		
870	1,205	-27.8%	PBT	698	963	-27.5%
4.5%	8.8%		<i>Margins</i>	4.8%	7.2%	
715	972	-26.4%	PAT	521	721	-27.8%
3.7%	7.1%		<i>Margins</i>	3.5%	5.4%	

Statement of Profit and Loss

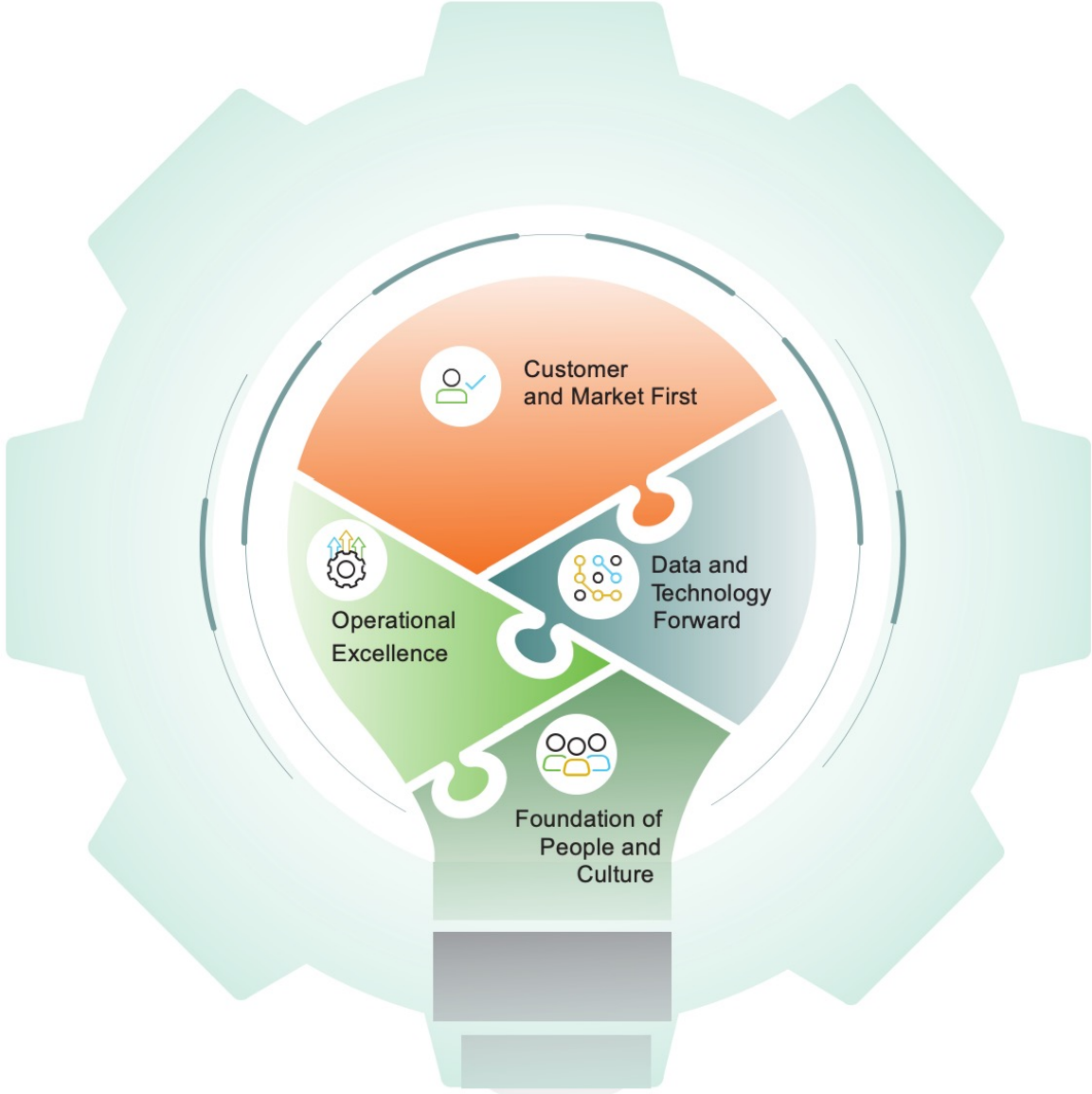
Consolidated			Profit and Loss Metrics Particulars in INR mn	Standalone		
H1 FY25	H1 FY24	Growth %		H1 FY25	H1 FY24	Growth %
38,878	27,032	43.8%	Revenue from operations	29,064	26,545	9.5%
473	164	188.7%	Other Income	223	160	39.4%
39,351	27,196	44.7%	Total Income	29,287	26,705	9.7%
10,676	6,493	64.4%	Raw Material and Beverage Cost	6,953	6,314	10.1%
28,202	20,539	37.3%	Gross Profit	22,112	20,231	9.3%
72.5%	76.0%		<i>Margins</i>	76.1%	76.2%	
6,655	5,121	30.0%	Personnel Expenses	5,250	5,008	4.8%
13,731	9,888	38.9%	Manufacturing and Other Expenses	11,238	9,651	16.4%
7,816	5,530	41.3%	EBITDA	5,624	5,571	0.9%
20.1%	20.5%		<i>Margins</i>	19.3%	21.0%	
2,725	1,112	145.2%	Interest Cost	1,260	1,047	20.4%
3,850	2,776	38.7%	Depreciation	3,206	2,707	18.4%
-49	-58	n.a	Share of Profit/(Loss) in Associates	n.a		
1,666	1,749	-4.7%	PBT	1,381	1,977	-30.1%
4.3%	6.5%		<i>Margins</i>	4.8%	7.4%	
1,323	1,261	4.9%	PAT	1,036	1,473	-29.7%
3.4%	4.7%		<i>Margins</i>	3.6%	5.6%	

6

Supplementary Information



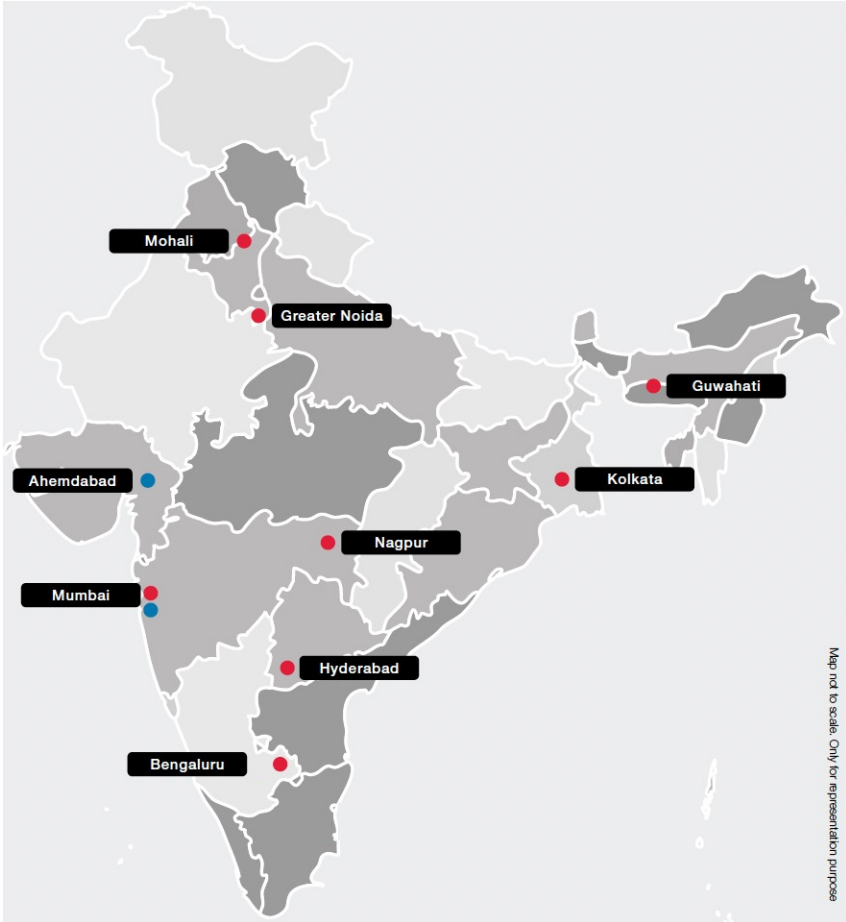
Customers, technology, operations and organization's culture to drive sustained profitable growth



Key competitive advantage: Unique, multi-brand, commissary based sourcing and manufacturing model

The Integrated Supply chain model helps JFL enjoys one of highest fill rates - 99.6% - globally

8 Commissaries and 2 Distribution Centers in India



Commissaries Distribution Centers

'Jubilant Food Park Bangalore' has commenced operations



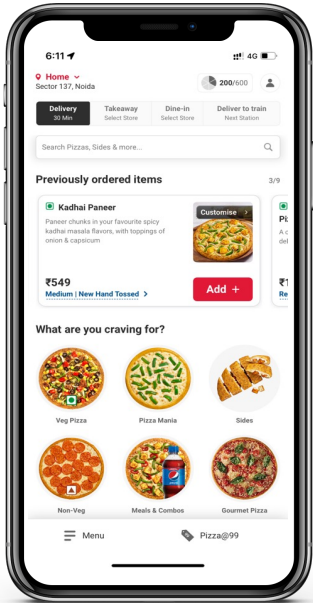
Work on new Mumbai commissary has started



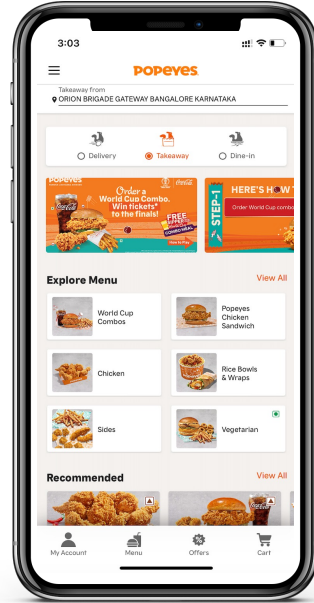
Key competitive advantage: Continued investments for building data and technology strengths

▶▶ Our 'Data and Technology Forward' Pillars

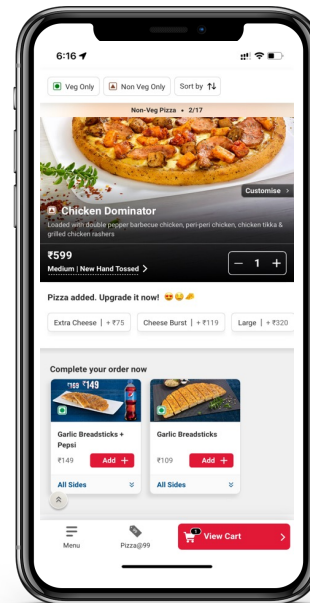
Immersive Customer Experience



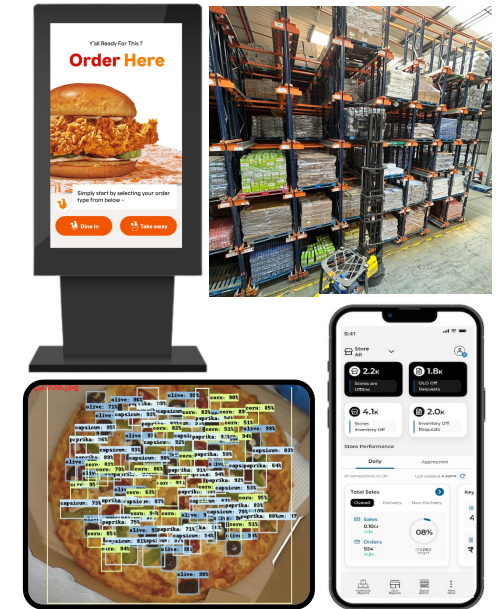
Next Level Platform Capabilities



Advanced Analytics and Data Science



Digitizing Value Chain



- Single Step Onboarding
- Live Rider Tracking
- Order Scheduling
- Order Customization

- Multi-Country, Multi-Brand in-house Tech Platform
- Automated Nearest Store Discovery

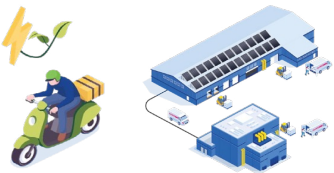
- Micro-services based architecture for the consumer app
- Loyalty program

- Personalized Menu and Offers
- Cohort based CRM Campaigns

- In-context Upsells
- In-context Cross-sells

- Rider App
- Custom-built App for Store teams
- AI based Pizza Quality Analyzer
- Transport and Warehouse Management System

Sustainability is deeply embedded in our multi-stakeholder business model, as a key tenet of generating long-term value



Responsible Sourcing

- The Company empower dairy farmers with cutting-edge technologies and expert guidance, enabling them to enhance the productivity and quality of their dairy products
- Achieved “No Antibiotics Ever” milestone
- 100% farm traceability for chicken, oregano, chili and tomato paste
- Achieved corn localization to enhance localization and incentivize local farmers
- Member of I-SPOC(Sustainable Palm Oil Coalition of India)
- In our pursuit of agricultural harmony, the Company uses Integrated Pest Management (IPM) techniques for sourcing chilies from Andhra Pradesh

Baking Goodness

- All ingredients are 100% free from artificial preservatives, colors and flavors for Domino’s
- 100% recyclable pizza boxes and lidless dine-in boxes
- 100% dairy based mozzarella cheese
- Domino’s India launched Ragi Super Crust Pizza which features superior quality millet ingredients combined with a multi-seed mix of flax seed, watermelon seed, pumpkin seed, and sunflower seeds
- 96% of food ingredients for Domino’s manufacturers are certified under Global Food Safety Initiative

Emissions, Energy and Waste Management

- With ~14,000 EVs, the share of EVs in fleet is now ~53%
- 100% e-bikes for Popeyes
- ~20% share of electricity demand at our commissaries is met by renewable power
- EMS installed at stores and commissaries for real-time monitoring to reduce energy consumption
- Eliminated single-use plastic
- Co-processing ‘Used Cooking Oil’ for Bio-Diesel manufacturing, wherever feasible

Benefit People and Communities

- Trained over 8,500 cumulative students under J-FARM (Jubilant FoodWorks Academy for Restaurant Operations and Management)
- Continue to build more diverse, inclusive and representative JFL – ~35% of workforce are women
- Company is GPTW Certified and conducts engagement survey for all employees on an yearly basis
- Training and veterinary support to over 6,500+ dairy farmers in H1FY’25 to enhance cattle productivity
- Providing access to medical health care to 469,000 people

About Us

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food service companies. Its Group network comprises 3,130 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.

Website:

www.jubilantfoodworks.com

For further information please contact:

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Note: 1. All financial data in this presentation is derived from reviewed 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 comparison is vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
4. All reported numbers are as per currency conversion as on September 30, 2024
5. Consolidation of accounts of DP Eurasia with JFL is effective February 1, 2024. Prior period numbers are not comparable

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

PRESS RELEASE

Jubilant FoodWorks Limited Reports H1FY'25 and Q2FY'25 Results

H1FY'25 Highlights

- The Group System Sales came in at Rs. 45,084 million
- The Group Store Network expands to 3,130 stores with the addition of 139 net stores in H1
- Revenue was Rs. 38,878 million(+43.8% yoy); EBITDA was Rs. 7,816 million(+41.3% yoy) with 20.1% margin(-35 bps yoy)

Q2FY'25 Highlights

- The Group System Sales came in at Rs. 22,719 million
- Added 73 net stores in the quarter(India: +51 stores, Turkey: +17 stores and Bangladesh: +5 stores)
- Revenue was Rs. 19,547 million(+42.8% yoy); EBITDA was Rs. 3,986 million(+43.8 yoy) with 20.4% margin(+14 bps yoy)

Domino's India Highlights

- Revenue growth of 8.1% was led by strong order growth of 20.2%
- Delivery channel revenue up by 15.9% and Delivery Channel mix is now at 69.9%(+4.4% points yoy)
- LFL growth of 2.8% was driven by Delivery LFL growth of 11.4%
- Mature Store ADS came in at Rs. 80,185 – Highest in last six quarters
- Opened 50 new stores and entered 20 new cities - Network is now 2,079 stores strong serving consumers across 447 cities
- Record high MAU(App) at 12.8 million(+18.5% yoy); Highest ever app conversion
- New customer acquisition growth(+29% yoy) continues to be at an elevated level
- Domino's loyalty program members now at 27.8 million(+42.5% yoy)

Noida, 11th November 2024 – Jubilant FoodWorks Limited(NSE, BSE: JUBLFOOD), one of the largest emerging-markets' foodservice Company, today announced its financial results for the half year and quarter ended September 30, 2024.

Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented, “Our commitment to convenience, innovation, and consumer value is driving competitive growth. We sustained broad-based momentum in Q2, achieving system sales of Rs. 45.1 billion in H1 and grew the JFL network to 3,130 stores by adding 139 stores across brands and markets. We're also pleased with the elevated trajectory in operating profit, enabled by acquisition of a well-run franchised network in Turkey, which complements our corporate-owned store setup in India.”

Mr. Sameer Khetarpal, CEO and MD of Jubilant FoodWorks Limited, commented, “Our focused strategy on doubling down on Domino's is delivering strong results. With increased investment in brand building, rapid product innovation, expanded regional structure, and denser store networks enabling 20-minute delivery, we're seeing remarkable volumetric growth momentum. Domino's India achieved its highest orders, app traffic, conversion rates, and store throughput in recent quarter, underscoring the impact of our approach.”

H1 FY'25 Update

Revenue from Operations of Rs. 38,878 million increased 43.8%. The JFL Group network strength is now 3,130 stores with net addition of 139 stores in H1. EBITDA came in at Rs. 7,816 million, higher by 41.3% and EBITDA margin was 20.1%, lower by 35 bps. Profit after tax came in at Rs. 1,323 million, higher by 4.9% with PAT margin at 3.4%, lower by 126 bps.

Q2 FY'25 Update

Revenue from Operations of Rs. 19,547 million increased 42.8%. EBITDA came in at Rs. 3,986 million, higher by 43.8% and EBITDA margin was 20.4%, higher by 14 bps. Profit After Tax came in at Rs. 715 million, lower by 26.4% with PAT margin at 3.7%, lower by 344 bps.

a. India Segment Update

Revenue from Operations at Rs. 14,669 million registered a growth of 9.1% driven by 8.1% growth in Domino's India. Domino's LFL came in at 2.8% with Domino's Delivery LFL at 11.4%. EBITDA was Rs. 2,842 million and EBITDA margin came in at 19.4%. PAT was Rs. 521 million and PAT margin came in at 3.5%. A total of 51 net stores were added across all brands in India, ending the period with 2,199 stores.

b. International Segment Update

In Turkey, Azerbaijan and Georgia, DP Eurasia system sales came in at Rs. 7,719 million. Revenue from Operations came in at Rs. 4,605 million. EBITDA margin came in at 26.1%. PAT margin was strong at 10.5%. Revenue from Domino's Bangladesh came in at Rs. 126 million, lower by 5.3% on account of temporary store closures amidst a challenging operating environment. All stores are now operational. Revenue from Domino's Sri Lanka came in at Rs. 170 million, up by 33.6%. Strategic store relocations, new product launches, and focused local initiatives led to a strong performance. A total of 22 net stores were added across all brands in the International markets, ending the period with 931 stores.

Note:

1. Group system sales refer to restaurant sales of corporate as well as franchisee stores across all brands and markets
2. The financial figures in this release are derived from reviewed consolidated and standalone IND-AS financial statements from continuing operations
3. All growth comparison is vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
4. Figures have been rounded off for the purpose of reporting
5. All reported numbers are as per currency conversion as on September 30, 2024
6. Consolidation of accounts of DP Eurasia with JFL is effective February 1, 2024. Prior period numbers are not comparable
7. LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,621 stores)
8. MAU: Monthly Active Users

About Jubilant FoodWorks Limited:

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food service companies. Its Group network comprises 3,130 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 September 30, 2024

Website:

www.jubilantfoodworks.com

For further information please contact:

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