

JFL/NSE-BSE/2018-19/32

June 05, 2018

The Manager
Department of Corporate Services
BSE Ltd.
25th Floor, P.J Towers,
Dalal Street, Mumbai-400001

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai- 400051

Scrip code: 533155

Symbol: JUBLFOOD

Sub: - Corporate Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a Corporate Presentation of the Company titled "**Food Consumption in India and Outlook for JFL**"

The aforesaid presentation shall be hosted on the website of the Company at www.jubilantfoodworks.com.

This is for your information and records.

Thanking you,

For Jubilant FoodWorks Limited


Mona Aggarwal
Company Secretary cum Compliance Officer

Investor E-mail id: investor@jublfood.com

Encl: A/a

A Jubilant Bhartia Company

Jubilant FoodWorks Limited

Corporate Office:
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Tel : +91 120 4090500
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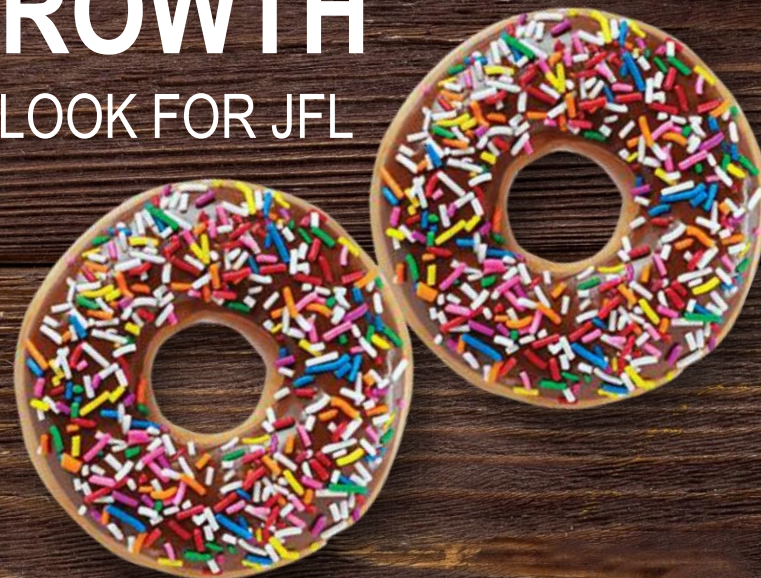
Registered Office:
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CIN No.: L74899UP1995PLC043677
Email: contact@jublfood.com



AN APPETITE FOR GROWTH

FOOD CONSUMPTION IN INDIA AND OUTLOOK FOR JFL

BY PRATIK POTA, CEO
JUBILANT FOODWORKS LTD.
JUNE, 2018



DISCLAIMER

Certain statements in today's 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.

Jubilant FoodWorks Limited 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.

AGENDA



Food Service Market in India

JFL Transformation

Questions & Answers



FOOD SERVICE MARKET IN INDIA

KEY TRENDS AND POTENTIAL





LARGE AND GROWING

FOOD SERVICE MARKET

	2016	2021
Total Market	3091 INR bn	4981 INR bn
Unorganised Market	2076 INR bn	2939 INR bn
Organised Market	924 INR bn	2042 INR bn

Source - NRAI - Indian Food Service Report 2016



QSRs ARE THE SINGLE LARGEST ORGANIZED SEGMENT

	2016	2021
Organized Market	924 INR bn	2042 INR bn
QSR	91 INR bn	247 INR bn
Others	833 INR bn	1795 INR bn

Source - NRAI - Indian Food Service Report 2016





THERE IS ENOUGH HEADROOM FOR GROWTH...

Frequency of eating out and expenditure on food are low and have room to grow

Eating-out frequency per month

28

times
Singapore/Hong Kong

4-5

times
India

Per capita expenditure on meals outside home

US \$ 1,870

China \$ 750

Brazil \$ 745

India \$ 110



DRIVERS OF GROWTH

MACRO



HIGHER URBANISATION

2015 – **33%**
2020 – **35%**



WORKING WOMEN

25% women
employed in service
sector by **2020**



DEMOGRAPHIC SHIFT

50% population
younger than
28 years



DRIVERS OF GROWTH EXTERNAL



GST REDUCTION

18%

5%



FOOD SAFETY

88 - new guidelines issues by FSSAI
around food safety in last **12** months



DIGITAL & SOCIAL MEDIA

+91 MILLION

POSTS WITH **#FOODPORN**
ON INSTAGRAM





DRIVERS OF GROWTH

INDUSTRY DRIVEN

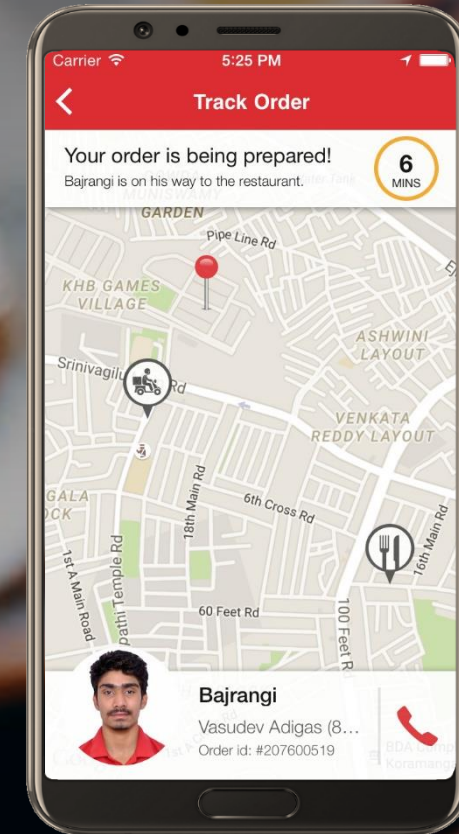
INNOVATIONS



FORMATS



ACCESS





GROWTH IN DELIVERY MARKET DRIVING OVERALL MOMENTUM

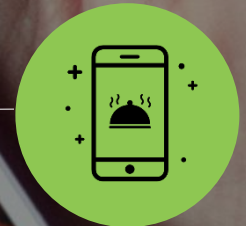
NUMBER OF ORDERS PER MONTH



May 2016 – 0.02 mn

AGGREGATORS

May 2018 – 12 mn



600 TIMES GROWTH IN ORDERS PER MONTH





TRANSFORMATION





LARGEST QSR IN TERMS OF REVENUE AND FOOTPRINT



Total **1134** stores in **265** cities.



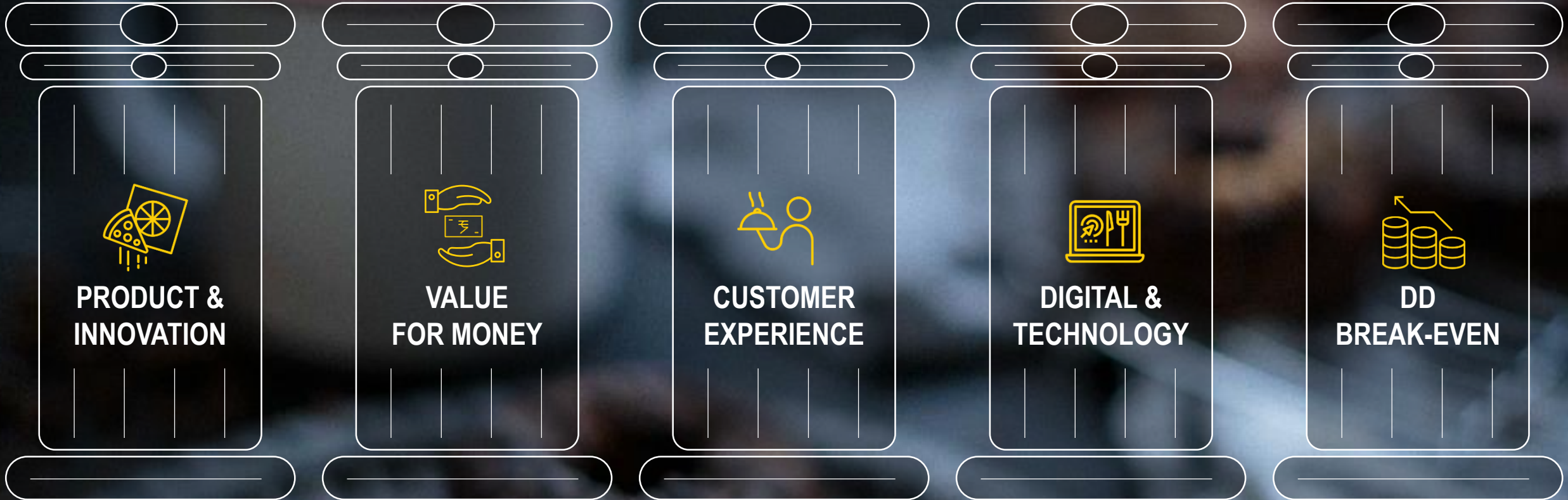
Only chained food service player in **140** towns.



9 Commissaries, including the largest in Domino's system globally.



CLEAR STRATEGY FOR DRIVING PROFITABLE GROWTH



EFFICIENCY AND PRODUCTIVITY



**Domino's
Pizza**

- ✓ **SOFT CRUST**
- ✓ **TASTIER SAUCE**
- ✓ **MORE TOPPINGS**
- ✓ **MORE CHEESE**

Try the
— ALL NEW —
DOMINO'S



AAPNE KAHA, HUMNE KIYA.

**JUBILANT
FOODWORKS**

Try the
ALL NEW DOMINO'S

EVERYDAY VALUE

2 PIZZAS STARTING

REGULAR
SIZE

@
₹ **99** *
EACH

MEDIUM
SIZE

@
₹ **199** *
EACH





IMPROVED FINANCIAL PERFORMANCE

PERIOD	FY 16	FY17	Q4 FY18	FY 18
DOMINO'S SSG	3.2%	-2.4%	26.5%	13.9%
EBITDA MARGIN (%)	11.3%	9.7%	16.4%	15.0%
PAT MARGIN (%)	4.4%	2.6%	8.7%	6.9%



Domino's

ROAD AHEAD

डॉमिनोज





SUMMARY

1

Food service industry in India will continue to grow



2

There is a shift under way from unorganized to organized segment

3

Within the organized segment, JFL is well placed to lead this growth



4

Our current strategy is delivering results and we have a clear plan for the future



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**QUESTIONS
&
ANSWERS**



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