

JFL/NSE-BSE/2016-17/ 152

February 06, 2017

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

Scrip code: 533155

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

Symbol: JUBLFOOD

Sub: Press Release alongwith Earnings Presentation for Q3 FY 2017

Dear Sir/Madam,

Please find enclosed herewith the copy of the Press Release dated February 06, 2017 alongwith Earnings Presentation to be issued by the Company.

The Press Release and Earnings Presentation are also being disseminated on Company's website 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

Noida, February 6, 2017

Immediate release

Financial Highlights

Q3 FY17

Total Income at Rs. 6,588 million
EBITDA at Rs. 641 million
Net Profit after tax at Rs. 200 million

9M FY17

Total Income at Rs. 19,333 million
EBITDA at Rs. 1,861 million
Net Profit after tax at Rs. 605 million

Note: 1. Figures have been rounded off for the purpose of reporting.
2. Financial discussion throughout this release is based on standalone reporting.
3. The financials of Dunkin' Donuts have been included in the results & related financial discussion.

Jubilant FoodWorks Limited (JFL), India's largest Food Service Company, reported its financial results for the quarter and nine months ended 31st December, 2016.

Commenting on the performance for Q3 FY17, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said, "Q3 has been a challenging quarter for the consumer sector on account of currency demonetization. However, we were able to minimize the impact by offering multiple non cash payment options to customers and launch of new products which got excellent customer response. We also maintained a healthy pace of expansion in order to reach out to more customers. This was complemented by a well implemented and targeted promotion program.

During the quarter, we experienced an uptick in overall levels of digitization. Consistent emphasis on OLO and mobile ordering which is backed by our strong technology infrastructure, enabled us to increase OLO contribution to delivery sales to 49%, of which mobile ordering was 56%.

While near term headwinds may persist, we are confident that we made the right investments into initiatives designed to leverage our:

- competitive strengths,
- leading market position and
- the market opportunities for long term growth."

Commenting on the performance for Q3 FY17, Mr. Ajay Kaul, CEO cum Whole Time Director, Jubilant FoodWorks Limited said, "Q3 FY17 mirrored the challenges faced by economy related to liquidity crunch. However, being part of the organized space along with our continued thrust on digitization, gave us the requisite agility to accept online payments and thereby contain the impact as the sector migrated to more and more cashless payment modes.

During Q3, JFL remained focused to achieve its strategic goals. Value addition to our brands by way of new restaurants, new offerings, promotions and customer marketing initiatives enabled us to drive sales momentum in a testing operating scenario. While we reported SSG of (3.3)% for Q3FY17, we feel with the strength of our brand and strong execution capabilities, we expect an improved performance once the normalcy returns.

In Q3, we successfully opened 32 new Domino's Pizza and 1 new Dunkin' Donuts restaurants. JFL continues to adapt a stringent ROI norms and have proactively taken appropriate measures to close restaurants where needed. We will continue to follow this measured restaurant opening approach with focus on profitability for both the brands."

Highlights

Domino’s Pizza				
Particulars	Q3 FY17	Q3 FY16	9M FY17	9M FY16
SSG	(3.3)%	2.0%	(0.8)%	3.3%
Network data				
	Q3 FY17	Q3 FY16	9M FY17	9M FY16
Restaurant at the beginning of the period	1,081	950	1,026	877
New Restaurants	32	40	87	113
Closed restaurants	6	-	6	-
Restaurants at the end of the period	1,107	990	1,107	990
Number of New Cities added	9	8	24	20
1,111 restaurants as of 06 February 2017 across 260 cities				
New cities with 1st restaurant in Q3 FY17				
<ul style="list-style-type: none">Faridkot (Punjab)Surendranagar (Gujarat)Akola (Maharashtra)Purnia (Bihar),Shimoga (Karnataka)	<ul style="list-style-type: none">Jaigaon (West Bengal)Pinjore (Haryana)Kangra (Himachal Pradesh)Barabanki (Uttar Pradesh)			
Update on Restaurant Closure				
<ul style="list-style-type: none">The company being prudent in its operations and guided by stringent norms deemed it appropriate in last few months to close 6 Domino’s Pizza restaurants.The company remains committed to expansion in profitable manner at a steady pace				
Online data				
Particulars	Q3 FY17		Q3 FY16	
OLO to Delivery Sales %	49%		36%	
Mobile Ordering sales to OLO %	56%		38%	
App Download Count (in mn)	5.3		3.7	
New Product launches during the year				
<ul style="list-style-type: none">Quattro Formaggi Burst Crust - Crust with four cheese flavours of Gouda, Creamy Ricotta, Mozzarella and Cheddar as liquid cheeseChoco Pizza - is the first Dessert Pizza, with combination of Choco Brownie, Choco Cookie, Cheesecake & Coconut Nougatine topped with Choco Fudge sauce over a crispy baked wheat thin crust pizza base.Navratra Pizza - Crust made with water Chestnut (Singhara) & White Millet (Samak) flour, fresh paneer & mozzarella cheese with rock salt.Burger Pizza- is a result of the Company’s focus on innovation and growth and is an attempt to create a new				

category and bring Pizza-ness in a consumption segment that is addressed by Burgers and Sandwiches

- **Pizza Mania Extremes** - offering is an extension of the brands' much loved Pizza Mania range that became a runaway success. Pizza Mania Extremes aims to give value conscious pizza lovers – especially the Pizza Mania loyalists – a culinary experience by providing them a new menu packed with rich tastes, at an economical price point

* "Same store growth" (SSG) refers to the year-over-year growth in sales for restaurants in operation for 2 whole years (i.e. current & previous year)

Dunkin' Donuts				
Particulars	Q3 FY17	Q3 FY16	9M FY17	9M FY16
Network data				
Restaurants at beginning of period	73	66	71	54
New restaurants	1	4	9	16
Closed restaurants	1	-	7	-
Restaurants at end of period	73	70	73	70
City Count	23	24	23	24
68 restaurants as of 06 February 2017 across 19 cities				
New Product launches during the year				
<ul style="list-style-type: none"> • Big Joy Paneer Delight – Crunchy paneer patty with smoky and zesty sauce in soft sesame bun • Chef's Favourite Paneer – Rich flavoured marinated thick paneer slice crumb fried and served with chipotle sauce in sourdough bun topped with wheat Bran • Munchkins – Glazed Munchkin coated with Oreo cookie crumbs. And, custard filled munchkin coated with White compound and drizzled with dark choc lining. Range of 6 munchkins @ Rs.99 plus applicable taxes • Donut Cakes – New era Dunkin' Donut cakes revel in the indulgence of chocolate in three glorious variants. Choco Strawberry for a playfully sweet strawberry twist. Choco Rum & Raisins for a heady mix of flavourful fun. And Double Choco Chips for that extra, extra choco kick. Part donut, part cake, wholly sweet. 100% eggless • DunkyDoos- is the newest range of donuts that embodies fun and exuberance for the younger audience. Range of 6 donuts priced at Rs.199 plus applicable taxes • Big Joy Burger - is an outcome of delivering the differentiated and delightful Dunkin' burger experience for the value conscious customers at an economical price point 				

Result Analysis (All figures as per Ind-AS)

Total revenue in Q3 FY17 was at Rs. 6,588 million.

- Revenue during the quarter was impacted by demonetization which offset the growth momentum in the topline. Factors driving performance are:
 - Extended reach of the Domino's Pizza network
 - Innovative menu offerings such as Quattro Formaggi Burst pizza and Choco Pizza
 - Leveraging online ordering and mobile platform
 - To offer higher convenience and experience to customer
 - To provide ease of ordering given the limitation of cash availability with customers
- Domino's Pizza SSG was negative 3.3% during Q3 FY17

Total Expenditure in Q3 FY17 stood at Rs. 5,948 million, up 6 % on account of:

- Higher rental cost due to network growth and standard escalation clauses
- Higher employee expenses due to annual salary hike and store expansion. Total number of employees as on 31st December 2016 stood at 27,971 as against 30,328 as on 31st December 2015
 - JFL continues to work towards enhancing productivity at restaurant level whereby requirement for headcount reduces by implementation of Six Sigma and higher use of technology in the form of online and mobile ordering.

EBITDA in Q3 FY17 was at Rs. 641 million

- Impact on account of demonetization which caused stress in consumption

Profit after Tax in Q3 FY17 stood at Rs 200 million

- PAT reflected constraints in operating environment that curbed revenue momentum
- Increase in depreciation due to network expansion

JFL's Outlook

Expansion driven by ROI parameters

- Continue profitable expansion of restaurants
 - For FY17, the target would be to open around 110-115 new Domino's Pizza restaurants and around 15 new Dunkin' Donuts restaurants
 - Successfully opened 95 Domino's Pizza and 11 Dunkin' Donuts' restaurants thus far

Increase and optimize use of technology

- Continued investments to strengthen OLO and mobile ordering platforms in order to drive sales and enhance efficiencies

Strategic infrastructure investment

- Make requisite investments in business to leverage market opportunities
- Progress on construction of Greater Noida mega commissary as per plan which is expected to be operational by end of this fiscal

Driving Innovation initiatives

- Consistently keep innovating across business functions
- Product innovation to remain a dominant part of the agenda in order to deliver high quotients of customer satisfaction

Grow Profitably

- To strengthen and utilize business capabilities to generate sustainable profits

Key achievements and awards received during the quarter

- Jubilant FoodWorks Limited won the 4th Edition of “**India’s Most Ethical Companies Award 2016**” by the World CSR Day
- Jubilant FoodWorks Limited won **Seven CII Awards for Food Safety** under various categories

About Jubilant FoodWorks Ltd:

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and India’s largest food service company, with a network of 1111 Domino’s Pizza restaurants across 260 cities (as of February 6, 2017). The Company & its subsidiary have 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 Sri Lanka. The Company also has exclusive rights for developing and operating Dunkin’ Donuts restaurants for India and has launched 68 Dunkin’ Donuts restaurants across 19 cities in India (as of February 6, 2017).

Corporate Identification No: L74899UP1995PLC043677

Investor e-mail id: investor@jublfood.com

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Website: www.jubilantfoodworks.com, www.dominos.co.in, www.dunkinindia.com

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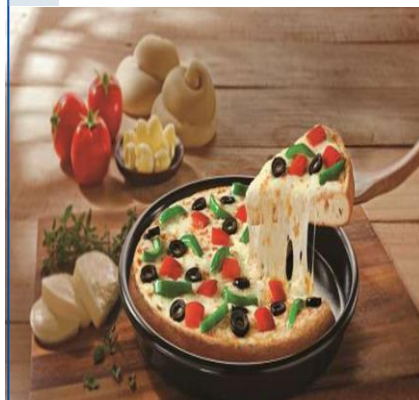
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Disclaimer

Certain statements in this document 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.



Q3 & 9M FY17 Earnings Presentation

06 February 2017

Continued expansion

Enhance customer reach

- Restaurant network expansion
- Technology-based accessibility

Capitalise potential - in the chained FSI which is poised to grow at a healthy rate



Exclusive franchise for Domino's Pizza and Dunkin' Donuts

Domino's Pizza- "Yeh Hai Rishton ka time" - for focussed on relationships and bonding and aimed at strengthening the emotional connect with consumers

Dunkin' Donuts & More- Get your Mojo back -focused on the urban youth consumer

New product development

- Keep developing & offering new/ wide range of products to build excitement and enrich culinary experience of customers



Talented & motivated workforce



- Employee empowerment
- Training & development
- Reward and recognition
- Career progression

Robust processes & infrastructure

- Hub-and-Spoke commissary arrangement
- Uninterrupted cold-chain
- Intensive site selection process for new restaurants
- Consistency of quality
- Joint utilisation of commissaries for both brands
- Deploying Six Sigma & SAP systems



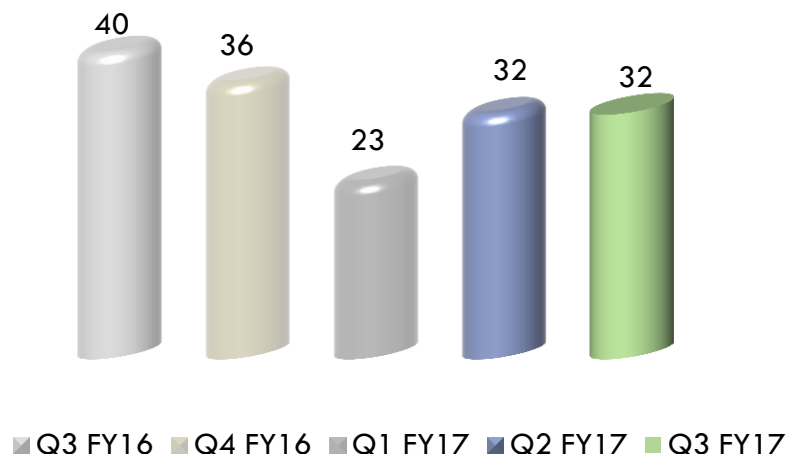
Sustained Profitability

- Vision to drive long term growth and profitability
- Leveraging and building infrastructure and brand equity to capitalise on future potential
- Corporate governance

Restaurants in 260 cities as of February 06, 2017

1,111

No. of restaurants opened



Network data

	Q3 FY17	Q3 FY16	9M FY17	9M FY16
Restaurant at the beginning of the period	1,081	950	1,026	877
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Restaurants at the end of the period	1,107	990	1,107	990

The company being prudent in its operations and guided by stringent norms deemed it appropriate in last few months to close 6 Domino's Pizza restaurants. The company remains committed to expansion in highly profitable manner and at a steady pace

Same Store Growth (SSG) %

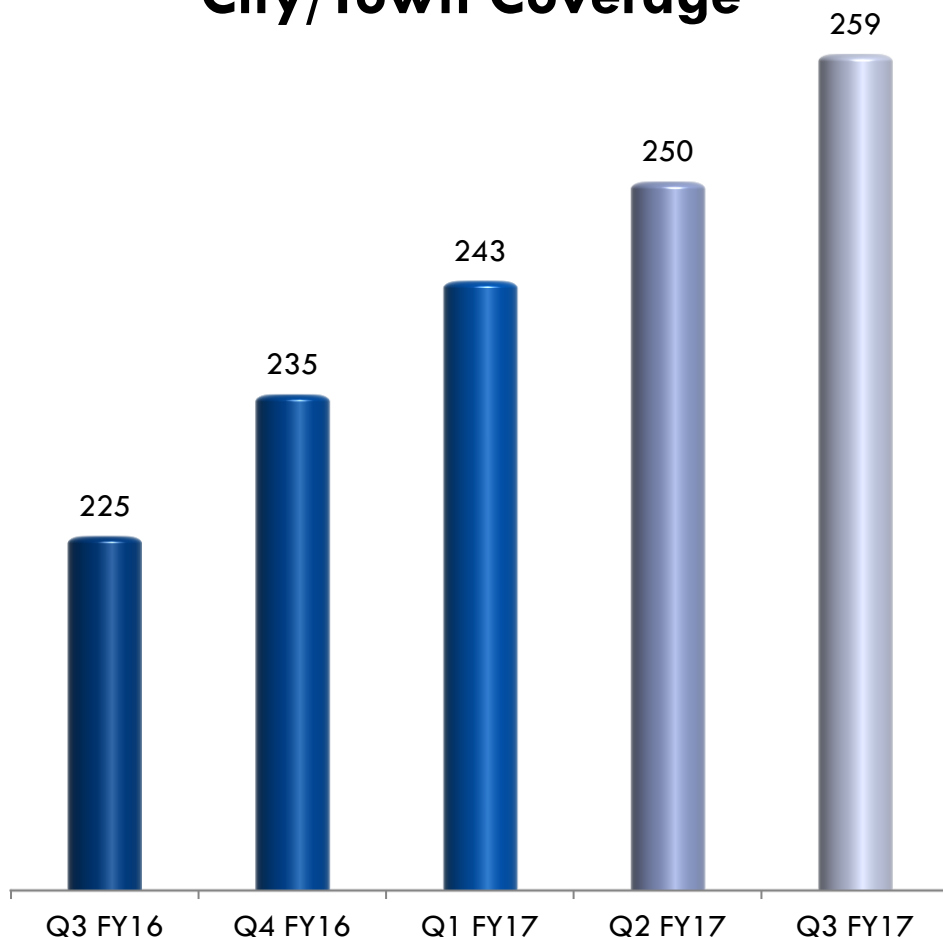
	Q3	9M
FY 17	(3.3)%	(0.8)%
FY 16	2.0%	3.3%

* "Same store growth" (SSG) refers to the year-over-year growth in restaurants for stores in operation for 2 whole years (i.e. current & previous year)

New Cities entered in Q3 FY17: Faridkot (Punjab), Surendranagar (Gujarat), Akola (Maharashtra), Purnia (Bihar), Shimoga (Karnataka), Jaigaon (West Bengal) Pinjore (Haryana), Kangra (Himachal Pradesh), Barabanki (Uttar Pradesh)

Highlights - Domino's Pizza – Restaurant Network

City/Town Coverage



States/Union Territory	Cities	Restaurants
Maharashtra	28	219
Uttar Pradesh	23	80
Gujarat	20	76
Haryana	20	53
Punjab	20	46
Karnataka	16	127
Madhya Pradesh	15	39
Tamil Nadu	12	80
Rajasthan	11	24
Bihar	10	18
Seemandhra	10	20
West Bengal	10	60
Himachal Pradesh	9	9
Uttanchal	9	14
Chhatisgarh	7	15
Kerala	7	18
Assam	6	14
Odisha	6	10
Jharkhand	5	10
Telangana	3	56
Jammu & Kashmir	2	4
Sikkim	2	2
Arunachal Pradesh	1	1
Chandigarh	1	7
Dadra And Nagar Haveli	1	1
Daman	1	1
Goa	1	12
Meghalaya	1	2
New Delhi	1	87
Puducherry	1	2
Grand Total	259	1,107



Choco Pizza

The Choco Pizza is the first Dessert Pizza in the Domino's menu. It offers a delectable combination of Choco-brownie, Choco Cookie, Cheesecake and Coconut Nougatine topped with Choco Fudge sauce over a crispy baked wheat thin crust pizza base.

Quattro Formaggi Burst Crust

Crust with four cheese flavours of Gouda, Creamy Ricotta, Mozzarella and Cheddar as liquid cheese .



New Launches - Domino's Pizza

Navratra Menu



The latest innovative offering includes a 100% Vegetarian Pizza, Sago Pudding and Sabudana Crispies. This is in line with the festive season on Navratra, where there is significant reduction in consumption of non-vegetarian food



Pizza Mania Extremes

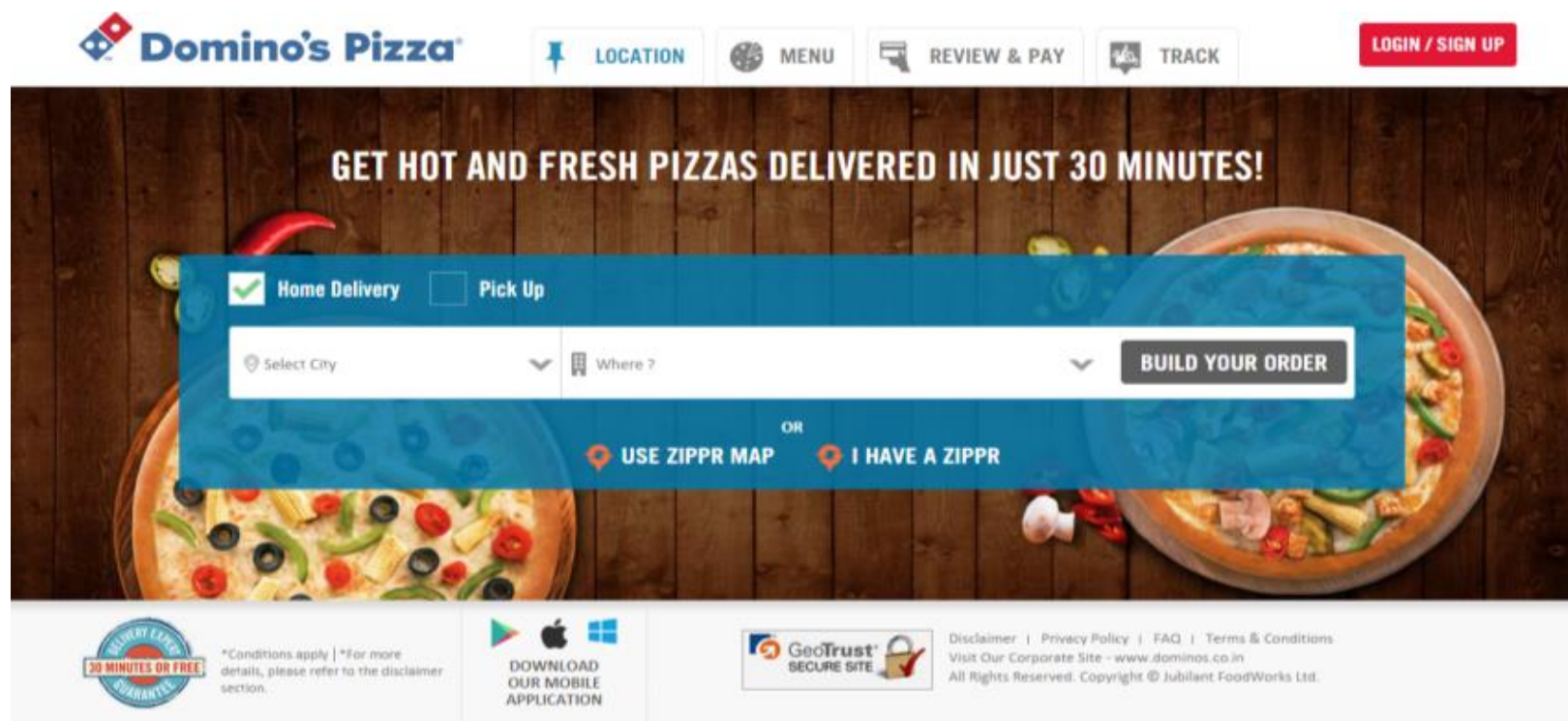


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Burger Pizza

Burger Pizza- is a result of the Company's focus on innovation and growth and is an attempt to create a new category and bring Pizza-ness in a consumption segment that is addressed by Burgers and Sandwiches

The OLO Connect



CLICK TO ORDER ONLINE

	Q3 FY16	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17
Average OLO contribution to delivery sales	36%	41%	44%	47%	49%
Mobile Ordering sales contribution to overall OLO	38%	38%	41%	54%	56%
Downloads of mobile ordering app	3.7 mn	3.9 mn	4.4 mn	5.0 mn	5.3 mn

JUBILANT
FOODWORKS



68

Restaurants as on 06 February 2017 across 19 cities

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New Launches— Dunkin' Donuts

Chef's Favourite Paneer



Big Joy Paneer Delight – Crunchy paneer patty with smoky and zesty sauce in soft sesame bun

Munchkins



Glazed Munchkin coated with Oreo cookie crumbs. And, custard filled munchkin coated with White compound and drizzled with dark choc lining. Range of 6 munchkins @ Rs.99 plus applicable taxes

New Launches— Dunkin' Donuts

DunkyDoos



DunkyDoos- is the newest range of donuts that embodies fun and exuberance for the younger audience. Range of 6 donuts priced at Rs.199 plus applicable taxes



Donut Cakes



New era Dunkin' Donut cakes revel in the indulgence of chocolate in three glorious variants. Choco Strawberry for a playfully sweet strawberry twist. Choco Rum & Raisins for a heady mix of flavorful fun. And Double Choco Chips for that extra, extra choco kick. Part donut, part cake, wholly sweet. 100% eggless

Big Joy Burgers

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- competitive strengths,
- leading market position and
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In Q3, we successfully opened 32 new Domino's Pizza and 1 new Dunkin' Donuts restaurants. JFL continues to adapt a stringent ROI norms and have proactively taken appropriate measures to close restaurants where needed. We will continue to follow this measured restaurant opening approach with focus on profitability for both the brands.”

Particulars (Rs. mn)	Q3 FY17	Q3 FY16	Growth %	9M FY17	9M FY16	Growth %
Income from Sales	6,587.6	6,337.6	3.9%	19,329.5	17,916.4	7.9%
Other Operating Income	0.8	1.8	(55.3)%	3.4	5.2	(34.0)%
Total Income	6,588.4	6,339.4	3.9%	19,332.9	17,921.6	7.9%

- Revenue during the quarter was impacted by demonetization which offset the growth momentum in the topline.

Factors driving performance are:

- Extended reach of the Domino's Pizza network
 - Innovative menu offerings such as Quattro Formaggi Burst pizza and Choco Pizza
 - Leveraging online ordering and mobile platform
 - To offer higher convenience and experience to customer
 - To provide ease of ordering given the limitation of cash availability with customers
- Domino's Pizza SSG was negative 3.3% during Q3 FY17

Result Highlights

Particulars (Rs. mn)	Q3 FY17	Q3 FY16	Growth %	9M FY17	9M FY16	Growth %
Raw Material & Provisions Consumed	1,650.5	1,459.7	13.1%	4,741.5	4,248.3	11.6%
Personnel Expenses	1,519.6	1,532.9	(0.9)%	4,422.2	4,224.6	4.7%
Rent	733.6	650.5	12.8%	2,178.8	1,861.4	17.1%
Other Expenses	2,044.1	1,968.9	3.8%	6,129.7	5,582.9	9.8%
Total Expenditure	5,947.8	5,612.0	6.0%	17,472.2	15,917.1	9.8%

- Higher rental cost due to network growth and standard escalation clauses
- Higher employee expenses due to annual salary hike and store expansion. Total number of employees as on 31st December 2016 stood at 27,971 as against 30,328 as on 31st December 2015
 - JFL continues to work towards enhancing productivity at restaurant level whereby requirement for headcount reduces by implementation of Six Sigma and higher use of technology in the form of online and mobile ordering

Result Highlights

Particulars (Rs. mn)	Q3 FY17	Q3 FY16	Growth %	9M FY17	9M FY16	Growth %
EBITDA	640.5	727.5	(12.0)%	1,860.7	2,004.5	(7.2)%
Margins	9.7%	11.5%	(180) bps	9.6%	11.2%	(160) bps

- Impact on account of demonetization which caused stress in consumption

Particulars (Rs. mn)	Q3 FY17	Q3 FY16	Growth %	9M FY17	9M FY16	Growth %
PBT	294.8	437.1	(32.6)%	896.4	1,173.7	(23.6)%
Margins	4.5%	6.9%	(240) bps	4.6%	6.6%	(200) bps
PAT	199.7	293.4	(31.9)%	605.4	787.9	(23.2)%
Margins	3.0%	4.6%	(160) bps	3.1%	4.4%	(130) bps

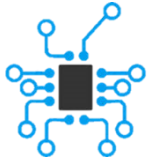
- PAT reflected constraints in operating environment that curbed revenue momentum
- Increase in depreciation due to network expansion

Particulars (Rs. mn)	Profit Reconciliation	
	Quarter ended 31st December 2015	Nine Month ended 31st December 2015
Net Profit as reported under Previous GAAP	317.5	851.0
Effects of transition to Ind AS		
Actuarial Gain/(Loss) on employee defined benefit plan	(5.2)	(14.4)
Impact of discounting of Security deposit		
- Rent Expense (net of Straight lining)	(7.7)	(25.3)
- Other Income	13.8	39.6
Employee stock option Scheme measured at Fair Value	(18.9)	(56.8)
Income Tax (including deferred tax)	(6.0)	(6.1)
Net Profit/(loss) for the Quarter/year ended under Ind AS and Reserves	293.4	787.9
Other Comprehensive Income/(expense) (net of taxes)	3.4	9.4
Total Comprehensive Income under Ind AS as reported	296.9	797.3



Expansion driven by ROI parameters

- Continue profitable expansion of restaurants
 - For FY17, the target would be to open around 110-115 new Domino's Pizza restaurants and around 15 new Dunkin' Donuts restaurants
 - Successfully opened 95 Domino's Pizza and 11 Dunkin' Donuts' restaurants thus far



Increase and optimize use of technology

- Continued investments to strengthen OLO and mobile ordering platforms in order to drive sales and enhance efficiencies



Strategic infrastructure investment

- Make requisite investments in business to leverage market opportunities
- Progress on construction of Greater Noida mega commissary as per plan which is expected to be operational by end of this fiscal



Driving Innovation initiatives

- Consistently keep innovating across business functions
- Product innovation to remain a dominant part of the agenda in order to deliver high quotients of customer satisfaction



Grow Profitably

- To strengthen and utilize business capabilities to generate sustainable profits

Key achievements and awards during the quarter



Jubilant FoodWorks Limited won the 4th Edition of “**India’s Most Ethical Companies Award 2016**” by the World CSR Day .



Jubilant FoodWorks Limited won Seven **CII Awards for Food Safety** under various categories

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Website: www.jubilantfoodworks.com, www.dominos.co.in, www.dunkinindia.com

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Disclaimer

Certain statements in this document 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