

JFL/NSE-BSE/2017-18/46

July 17, 2017

The Manager
Department of Corporate Services
BSE Limited
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: Press Release alongwith Earnings Presentation for Q1 FY 2018

Dear Sir/Madam,

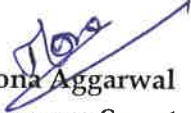
Please find enclosed herewith the copy of the Press Release dated July 17, 2017 alongwith Earnings Presentation to be issued by the Company.

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

A Jubilant Bhartia Company

Jubilant FoodWorks Limited
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Email: contact@jublfood.com

Noida, July 17, 2017

Press Release - Financial Results for Q1 FY2017-18

Key Highlights

- Operating Revenue at Rs.6,788 million, up by 11.5%
- Same Store Growth for Domino's at 6.5%, highest since Q1FY16
- EBITDA at Rs.796 million, up by 38%
- EBITDA at 11.7 % of Revenue, highest in last eight quarters
- Profit after tax at Rs.238 million, up by 26%

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), one of India's largest Food Service Company, today reported strong financial results for the first quarter ended 30 June, 2017.

Operating revenues for Q1 FY18 came in at Rs. 6,788 million, up 11.5% over Q1FY17. This was driven by a robust Same Store Sales growth of 6.5% in Domino's Pizza, the highest since Q1FY16. Overall Profitability also saw significant improvement with EBITDA for Q1 FY18 increasing by 38% to Rs.796 million. The Q1 FY18 EBITDA margin at 11.7% was the highest in the last 8 quarters.

The Profit after Tax in Q1 FY18 stood at Rs. 238 million, an increase of 26% over the corresponding period last year. PAT also reflects the adverse impact of Rs 90 million on account of restaurants closure. PAT Margins at 3.5% were the highest since Q1FY17.

Commenting on the performance for Q1 FY18, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said, "We are happy to report a strong, all-round Q1 FY18 performance. We took a number of actions in the quarter towards driving innovation, delivering value and controlling costs, and we are pleased to see that our disciplined focus on driving profitable growth has begun having the desired impact. The performance strengthens our confidence in the underlying growth potential of our brands and the ability of our business model to unleash it."

Commenting on the performance for Q1 FY18, Mr. Pratik Pota, CEO and Whole time Director, Jubilant FoodWorks Limited said, "At the beginning of the quarter, we had unveiled our new strategy for driving profitable growth. Today I am pleased to share encouraging progress in the execution of the strategy as reflected in our strong Q1FY18 performance.

Our focus on delivering better Value for money and driving innovation has helped bring back strong growth in Domino's Pizza. We have also made significant progress towards reducing losses and building a sustainable business in Dunkin' Donuts. Additionally, our discipline of controlling costs and driving efficiencies has helped improve overall operating margins.

Going forward, we will continue to drive the strategic pillars of Product and Innovation, Value, Customer Experience, Technology and Cost Efficiencies.”

Highlights

Domino's Pizza		
Particulars	Q1 FY18	Q1 FY17
SSG	6.5%	(3.2)%
Network data		
	Q1 FY18	Q1 FY17
Restaurant at the beginning of the period	1,117	1,026
New Restaurants	13	23
Closed restaurants	5	-
Restaurants at the end of the period	1,125	1,049
Number of New Cities added	1	8
1125 restaurants as of 17 th July, 2017 across 264 cities		
New cities with 1st restaurant in Q1 FY18		
<ul style="list-style-type: none"> Wardha (Maharashtra) 		
Online data		
Particulars	Q1 FY18	Q1 FY17
OLO to Delivery Sales %	51%	44%
Mobile Ordering sales to OLO %	69%	41%
App Download Count (in mn)	7.5	4.4
New Product launches		
<ul style="list-style-type: none"> Speciality Chicken Range - 3 new format of chicken presented with International & trending flavours to build excitement among customers <ul style="list-style-type: none"> Roasted Chicken Wings in Peri-Peri & Classic Hot Sauce Boneless Chicken Wings In Peri-Peri & Lemon Pepper sauce Chicken Meatballs in Peri-Peri & Srisacha sauce 		

* “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		
Network data		
Particulars	Q1 FY18	Q1 FY17
Restaurants at beginning of period	63	71
New restaurants	1	7
Closed restaurants	9	1
Restaurants at end of period	55	77
City Count	15	23
55 restaurants as of 17 th July 2017 across 15 cities		
New Product launches		
<ul style="list-style-type: none"> Big Joy Mayo Burger – Flavourful Veg/Chicken patty between soft sesame buns with mayonnaise sauce on a bed of shredded lettuce priced at Rs. 69/89 plus applicable taxes Shaken Iced Coffee – Freshly brewed espresso made from 100 % Arabica coffee beans, sweetened cream, milk and ice cubes priced at Rs. 79/109 plus applicable taxes 		

About Jubilant FoodWorks Ltd:

Jubilant FoodWorks Limited (JFL/Company) is part of Jubilant Bhartia group and is one of India's largest food service Company, with a network of 1125 Domino's Pizza restaurants across 264 cities (as of July 17, 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 55 Dunkin' Donuts restaurants across 15 cities in India (as of July 17, 2017).

Corporate Identification No: L74899UP1995PLC043677

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

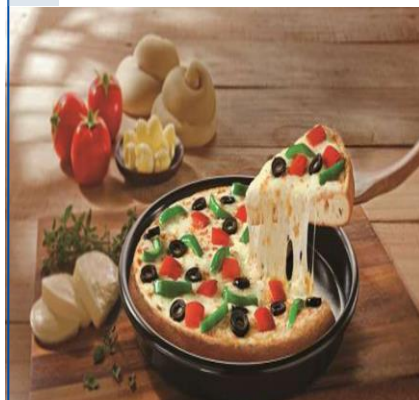
For further information please contact:

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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.



Q1 FY18 Earnings Presentation

17 July 2017

Total System Revenues at Rs. 6,788 mn, growth at 11.5%

Domino's Pizza Same Store Sales Growth (SSG) at 6.5%

JFL EBITDA at Rs. 796 mn, 11.7% of Net Sales

Domino's Pizza – 13 Stores opened, 5 Stores closed, Total at 1,125
Dunkin' Donuts: 1 Store opened, 9 Stores closed, Total at 55

Exciting Innovations Launched –
Domino's Pizza : Speciality Chicken Range
Dunkin' Donuts : Mayo Burger, Shaken Iced Coffee

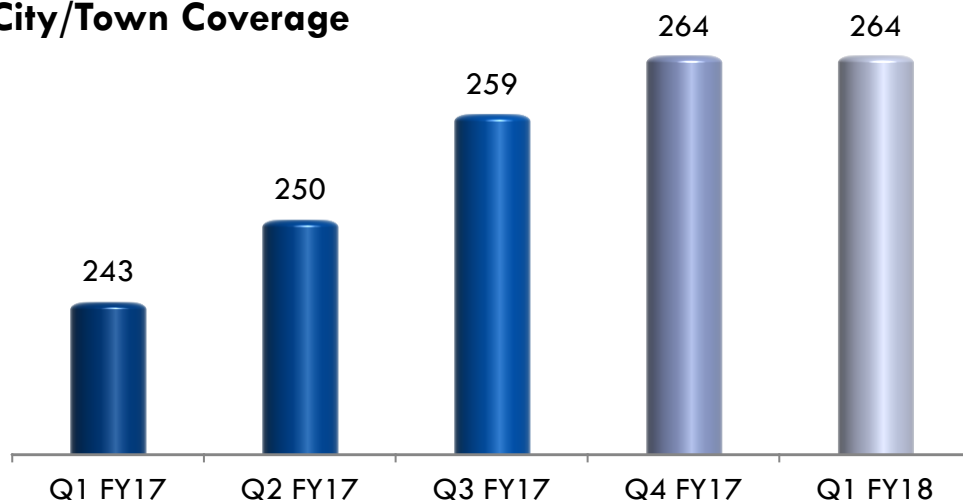
	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18
System Growth	6.7%	13.3%	3.9%	(0.9)%	11.5%
Domino's SSG*	(3.2)%	4.2%	(3.3)%	(7.5)%	6.5%
EBITDA Margin (%)	9.5%	9.7%	9.7%	9.9%	11.7%
PAT Margin (%)	3.1%	3.2%	3.0%	1.1%	3.5%

Highlights - Domino's Pizza – Restaurant Network

Network data

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18
Restaurant at the beginning of the period	1,026	1,049	1,081	1,107	1,117
New Restaurants	23	32	32	18	13
Closed restaurants	-	-	6	8	5
Restaurants at the end of the period	1,049	1,081	1,107	1,117	1,125

City/Town Coverage



New City entered in Q1 FY18: Wardha (Maharashtra)

States/Union Territory	Cities	Restaurants
Maharashtra	29	220
Uttar Pradesh	23	84
Gujarat	21	76
Haryana	20	54
Punjab	20	48
Karnataka	17	128
Madhya Pradesh	14	37
Rajasthan	12	25
Tamil Nadu	12	78
Bihar	10	20
Seemandhra	10	20
West Bengal	10	61
Himachal Pradesh	9	9
Uttanchal	9	14
Assam	7	16
Chhatisgarh	7	15
Kerala	7	19
Odisha	6	10
Jharkhand	5	10
Telangana	3	56
Jammu & Kashmir	2	5
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
Nagaland	1	1
New Delhi	1	91
Puducherry	1	2
Grand Total	264	1125

New Launches - Domino's Pizza



Domino's
EVERYDAY
VALUE

CHOOSE ANY 2 PIZZAS OF

₹ 295
@

₹ 199*
— EACH —

CHOOSE
ANY 2 PIZZAS
WORTH

₹ 365
@

₹ 249* EACH

ANY 2 PIZZAS
WORTH

₹ 440
@

₹ 299* EACH

ANY 2 PIZZAS
WORTH

₹ 525
@

₹ 379* EACH

*Above offers applicable on medium Hand Tossed pizzas only. Upgrade to your favourite Crust in any of the above offers (charges extra). Ask the order taker for details. T&C apply. Taxes extra.

New Launches - Domino's Pizza



Specialty
CHICKEN
STARTING AT ₹ 99*

Domino's Pizza

ROASTED
Chicken wings
PERI-PERI CLASSIC HOT SAUCE

Boneless
Chicken
Wings
PERI-PERI LEMON PEPPER

Chicken
MEATBALLS
PERI-PERI SAUTERIA

Taxes extra

The advertisement features a top-down view of three chicken dishes on a light-colored wooden surface. On the left, a wooden bowl contains roasted chicken wings, accompanied by a small white bowl of red peri-peri sauce and a folded grey cloth. In the center, a light blue plate holds boneless chicken wings, with a small white bowl of red peri-peri sauce and a folded grey cloth nearby. On the right, a white bowl with a wooden handle contains chicken meatballs, also accompanied by a small white bowl of red peri-peri sauce and a folded grey cloth. The background is a light-colored wooden surface with scattered spices and herbs. The Domino's Pizza logo is in the top right corner, and the text 'Taxes extra' is in the bottom left corner.

The OLO Connect

The screenshot shows the Domino's Pizza website with a dark wood background featuring two pizzas. At the top, the Domino's Pizza logo is on the left, and navigation links for LOCATION, MENU, REVIEW & PAY, and TRACK are in the center. A red LOGIN / SIGN UP button is on the right. The main banner reads "GET HOT AND FRESH PIZZAS DELIVERED IN JUST 30 MINUTES!". Below this, a blue overlay contains the ordering form. It has two radio buttons for "Home Delivery" (selected) and "Pick Up". Below these are two dropdown menus: "Select City" and "Where?". To the right of these is a "BUILD YOUR ORDER" button. Below the dropdowns, there are two links: "USE ZIPPR MAP" and "I HAVE A ZIPPR". At the bottom of the overlay, there is a "30 MINUTES OR FREE" guarantee badge, a disclaimer, and a "DOWNLOAD OUR MOBILE APPLICATION" button with Apple and Windows logos. To the right of the app button is a "GeoTrust SECURE SITE" badge and a link to the corporate site.

CLICK TO ORDER ONLINE

Q1 FY17 Q2 FY17 Q3 FY17 Q4 FY17 Q1 FY18

Average OLO contribution to delivery sales

44%

47%

49%

51%

51%

Mobile Ordering sales contribution to overall OLO

41%

54%

56%

68%

69%

Downloads of mobile ordering app

4.4 mn

5.0 mn

5.3 mn

6.4 mn

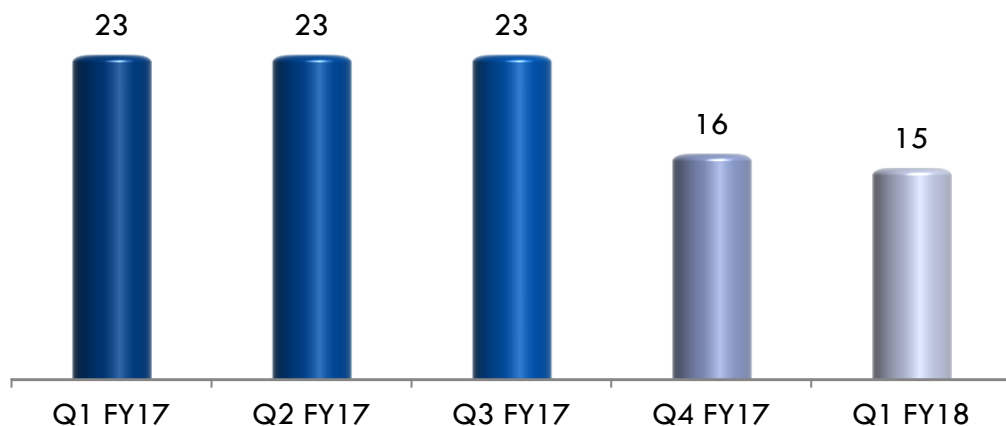
7.5 mn

Highlights – Dunkin' Donuts – Restaurant Network

Network data

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18
Restaurant at the beginning of the period	71	77	73	73	63
New Restaurants	7	1	1	3	1
Closed restaurants	1	5	1	13	9
Restaurants at the end of the period	77	73	73	63	55

City/Town Coverage



States/Union Territory	Cities	Restaurants
New Delhi	1	16
Haryana	2	6
Uttar Pradesh	3	7
Chandigarh	1	1
Uttaranchal	1	1
Maharashtra	2	6
Karnataka	1	9
Gujarat	1	2
Goa	1	2
Telangana	1	4
Tamil Nadu	1	1
Grand Total	15	55

New Launches— Dunkin' Donuts



Result Highlights

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
Revenue from operations (Net)	6,788.2	6,087.6	11.5%
Other Income	30.0	32.4	(7.3)%
Total Income	6,818.2	6,120.0	11.4%

- Operating Revenue for Q1 FY18 was Rs. 6,788 million, higher by 11.5% over Q1FY17
- Domino's Pizza India SSG was 6.5%
- Improved performance was on account of growth in business volumes due to;
 - Positive response to Every Day Value strategy for Domino's Pizza and new menu introductions in toppings, side orders in Domino's Pizza and innovative burgers, Donuts and combo-offers at Dunkin' Donuts
 - Network build out across both brands
 - Increased penetration of online ordering including from mobile platform

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
Raw Material & Provisions Consumed	1,605.1	1,414.1	13.5%
Personnel Expenses	1,470.7	1,400.4	5.0%
Other Expenses	2,916.7	2,697.3	8.1%
Total Expenditure	5,992.5	5,511.8	8.7%

- Total Expenditure in Q1 FY18 was at Rs. 5,992 million, up 8.7% over Q1 FY17
 - This was primarily on account of expansion in operations due to addition of new restaurants
- The total number of employees as on 30th June 2017 stood at 27,369 as against 27,662 as on 30th June 2016

Result Highlights

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
EBITDA	795.7	575.9	38.2%
Margins	11.7%	9.5%	220 bps

- The EBITDA for Q1 FY18 was at Rs. 796 million, up 38% since Q1FY17. This follows combined benefit of enhanced revenue growth and optimization of cost across operations and processes

Particulars (Rs. mn)	Q1 FY18	Q1 FY17	Growth %
PBT	363.5	282.1	29.0%
Margins	5.4%	4.6%	80 bps
PAT	238.4	190.0	25.5%
Margins	3.5%	3.1%	40 bps

- The Profit after Tax in Q1 FY18 was at Rs 238 million. Better operating performance contributed to growth in the bottomline
 - PAT also reflects the adverse impact of Rs 90 million on account of restaurants closure

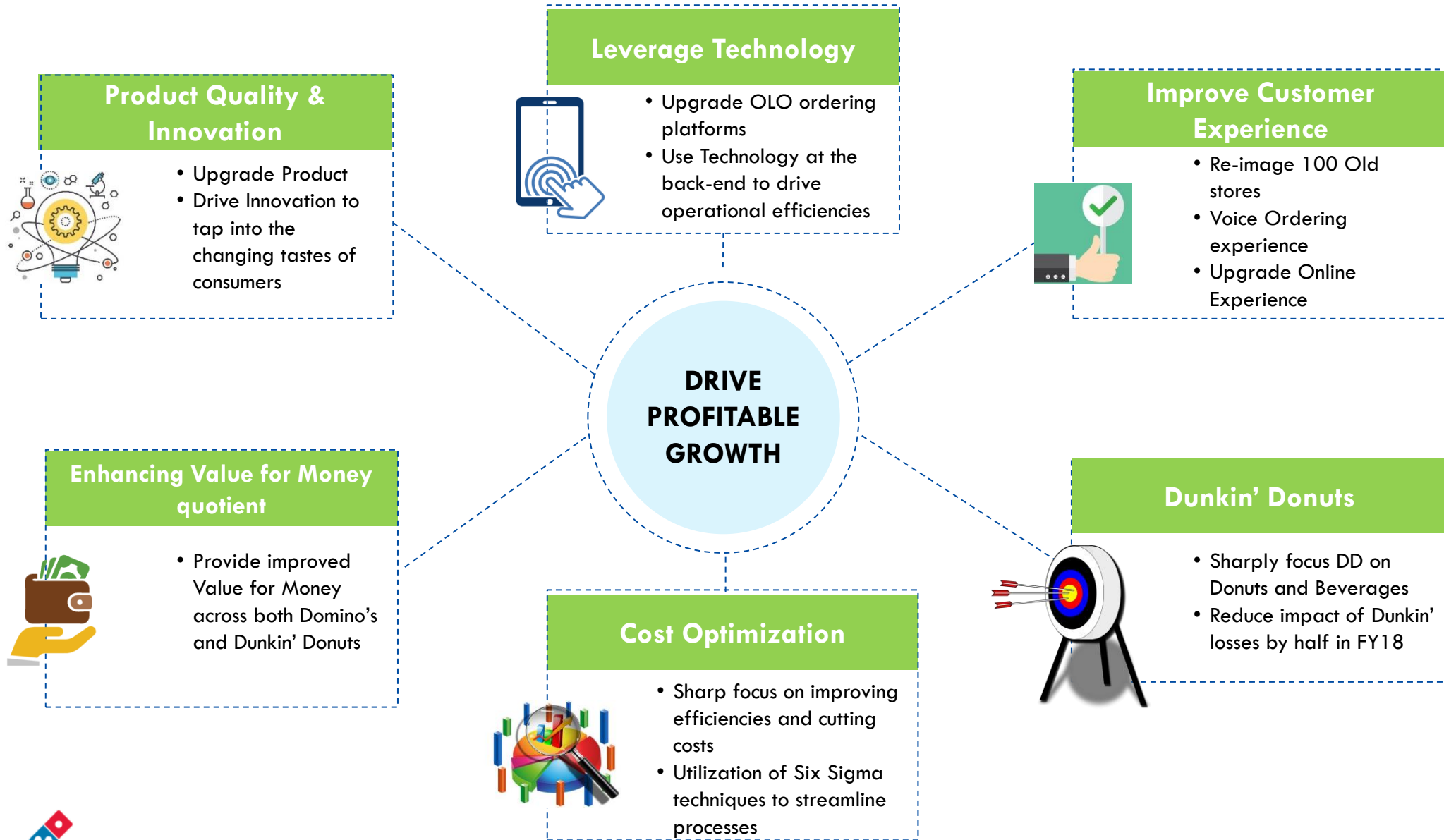
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Going forward, we will continue to drive the strategic pillars of Product and Innovation, Value, Customer Experience, Technology and Cost Efficiencies.”

Key Focus Areas for FY18



Key achievements and awards during the quarter



Customer Service

Jubilant FoodWorks Limited has won the '**Recognition for Customer Centricity**' – (Service), (Large Business Organization) based on the assessment outcome of the '**CII Awards for Customer Obsession – 2016**'



Jubilant Foodworks has been certified as **Great Place to Work** by **Great Place of Work Institute** for building a high-trust & high performance culture. We ranked amongst Top 100.

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Disclaimer

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