



JFL/NSE-BSE/2011/ 113

August 11, 2011

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

The Manager  
Listing Department  
Bombay Stock Exchange Ltd.  
25<sup>th</sup> Floor, P.J. Towers,  
Dalal Street, Mumbai - 400001

CM Quote: JUBLFOOD

Scrip Code: 533155

*Sub : Issue of Press Release dated August 11, 2011*

Please find attached herewith a copy of the press release to be issued by the Company.

This is for your kind information and records.

Thanking you,  
For Jubilant FoodWorks Limited

  
(Mona Aggarwal)  
Company Secretary cum  
Compliance Officer

Encl : A/a

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**9th Best Employer in India; Amongst top 25 Best Employers in Asia - Hewitt's Best Employer Survey 2009**

Jubilant FoodWorks Ltd.  
Master Franchisee of Domino's Pizza Overseas Franchising B.V., Netherlands  
Corporate & Regd. Office:  
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PAN No.: AABCD1821C

# JUBILANT FOODWORKS LIMITED

B - 214, PHASE II, DISTRICT GAUTAM BUDH NAGAR, NOIDA - 201 305, UTTAR PRADESH, INDIA



Noida, August 11, 2011

Immediate release

## Financial Highlights

|                         |                                                               |
|-------------------------|---------------------------------------------------------------|
| <b><u>Q1 FY2012</u></b> | <b>Total Income at Rs. 2,169.2 million, up by 60.0%</b>       |
|                         | <b>EBITDA at Rs. 413.9 million, up by 64.6%</b>               |
|                         | <b>Net Profit after tax at Rs. 231.7 million, up by 51.6%</b> |

Note: 1. Figures have been rounded off for purpose of reporting.

2. Financial discussion throughout this release is based on standalone reporting.

**Jubilant FoodWorks Limited (JFL)**, India's largest and fastest growing Food Service Company, reported its financial results for the quarter ended June 30, 2011.

## **Operating Highlights**

### • **Domino's Pizza**

- *New store openings:*
  - 14 new stores opened in Q1 FY2012
  - Total Stores as on 30 June 2011 at 392; was 321 as on 30 June 2010
- *Store growth*
  - System sales growth in Q1 FY2012 at 60.0%
  - Same store sales (SSS) growth in Q1 FY2012 at 36.7%
- *City/Town coverage*
  - Number of cities covered as on 30 June 2011 at 93 up from 74 as on 30 June 2010
  - Plans to open first store in Sri Lanka in August 2011
- *New marketing initiatives:*
  - Launch of innovative side order such as Chicken Kickers; Successful relaunch of Pizza Mania

### • **Dunkin' Donuts**

- The Company, in February 2011, entered into an alliance with Dunkin' Donuts to bring the world's leading baked goods and coffee chain - Dunkin' Donuts to India.
- With Dunkin' Donuts, JFL wishes to address the "all day part food and beverage" market through an array of products which will include all day part



sweet and savoury products, with special focus on Donuts and various hot and cold beverages.

- JFL along with the expertise of a best in class global brand like Dunkin' Donuts, is at present focused on creating the foundation for a sustainable brand launch, specifically working on:
  - Development of a differentiated brand proposition, service experience and business model relevant for the Indian marketplace.
  - Development of the product offering suitable for Indian taste buds, while leveraging the best of what Dunkin' has to offer worldwide.
  - Setting up of manufacturing facilities, supply chain competencies and processes and local vendor development.
- The Company remains committed to responsible and prudent growth and hence has planned the roll-out and expansion of Dunkin' Donuts stores in a phased manner. JFL plans to launch its first Dunkin' Donut store in the first half of the calendar year 2012 with the initial focus on metro cities and with a roll out target of 80-100 stores over a span of 5 years.

**Commenting on the performance for Q1 FY2012, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said,** *"With this performance JFL has delivered a great start to the year. Our success germinates from a combination of factors such as increasing presence, our focus on customer satisfaction, our zeal to utilize customer feedback to constantly innovate and improve to create that unique experience which we call our Khushiyon ke recipe. JFL plans to introduce Dunkin' Donuts in the Indian market and remains committed to creating a solid foundation for this brand under JFL. We believe these are truly exciting times for us and we are optimistic about the opportunities for both Domino's and Dunkin Donuts."*

**Commenting on the performance for Q1 FY2012, Mr. Ajay Kaul, CEO, Jubilant FoodWorks Limited said,** *"I am pleased to present our performance during the first quarter of the fiscal, which underpins our successful execution to grow and expand our network and brand. During the quarter we extended our footprint with 14 new stores across existing cities and three new cities. I believe that our distinct and systematic approach to growth backed by our operating systems, processes and disciplined cost programs across organizational levels, have enabled us to, not only expand Domino's Pizza, but also to take on the onus developing our new venture- Dunkin' Donuts.*

*We believe we have started the year on a positive note and are poised to grow our businesses to provide meaningful experiences for all our customers, while enhancing returns for our stakeholders."*



## Result details

### **Total Income**

| <i>Particulars (Rs. mn)</i> | <i>Q1 FY2012</i> | <i>Q1 FY2011</i> | <i>Growth (%)</i> |
|-----------------------------|------------------|------------------|-------------------|
| Income from Sales           | 2,168.6          | 1,355.1          | 60.0%             |
| Other operating Income      | 0.5              | 0.4              | 26.2%             |
| <b>Total Income</b>         | <b>2,169.2</b>   | <b>1,355.5</b>   | <b>60.0%</b>      |

Growth in sales of 60.0% led by -

- Increase in number of Domino's Pizza's stores in existing cities as well as launch of new stores in cities such as Vizag, Uzzain and Baddi.
- Same store growth of 36.7% backed by higher penetration of stores coupled with increased number of orders.

### **Expenditure**

| <i>Particulars (Rs. mn)</i>          | <i>Q1 FY2012</i> | <i>Q1 FY2011</i> | <i>Growth (%)</i> |
|--------------------------------------|------------------|------------------|-------------------|
| Raw Material and Provisions Consumed | 552.4            | 332.1            | 66.3%             |
| Personnel Expenses                   | 421.0            | 251.0            | 67.7%             |
| Manufacturing and Other Expenses     | 781.9            | 521.0            | 50.1%             |
| <b>Total Expenditure</b>             | <b>1,755.3</b>   | <b>1,104.1</b>   | <b>59.0%</b>      |

- The rise in total expenditure during the quarter reflects an expanded base of operations on account of increased number of stores and increase sales volumes.
- Increase in food & employee costs is aligned to the Company's growth and to the increase in inflation levels. The Company based on its effective cost control measures and operating leverages, has to a certain extent offset the impact of the same.
- Personnel Expenses increased during the quarter due to increase in number of employees on account of growth in Domino's Pizza's business operations. Total number of employees as of 30 June 2011 stood at 12,593 as compared to 9,165 as of 30 June 2010.



**EBITDA**

EBITDA for the quarter ended 30 June 2011 registered an increase of 64.6% to Rs. 413.9 million as compared to Rs. 251.4 million in Q1 FY2011. The EBITDA margins for Q1 FY2011 were at 19.1% as compared to 18.5% corresponding period last year, translating to a growth of 60 bps.

**Profit after Tax:**

Profit After Tax during the quarter reported an increase of 51.6% to Rs. 231.7 million driven by robust results from the Company's sales coupled with continuous efforts to enhance efficiency of the every level. Profit margins came in at 10.7% for the quarter as compared to 11.3% in Q1 FY2011 as the company has moved in full tax bracket.

**Jubilant FoodWorks' Outlook**

JFL and its strategies are aligned to the industry and the consumer sentiment and are focused on tapping new opportunities in the food service industry in India.

With Dunkin' Donuts added to its portfolio, the Company is committed to grow this brand in the best suited manner to cater to the preferences of customers.

While on the other hand, with immense support and positive feedback from customers, JFL in its strategic intent, plans to further enhance its presence in existing and new cities. This fiscal, JFL plans to add 80 new Domino's Pizza stores, of which the Company has successfully launched 14 stores.

**Key achievements and awards received during the quarter**

- Awarded as the "Best Managed Company in India - Small Cap" for the year 2010 by ASIAMONEY
- Won the Gold Award in the "Reader's Digest Trusted Brand 2011 Survey" in the category "Family Restaurant"



### About us:

JFL was incorporated in 1995 and initiated operations in 1996. JFL is India's largest and fastest growing food service company, with a network of 392 stores (as of 30 June, 2011). JFL & its subsidiary operates Domino's Pizza brand with the exclusive rights for India, Nepal, Bangladesh and Sri Lanka. The Company is the market leader in the organized pizza market with a 50% market share and 70% share in the Pizza home delivery segment in India. The Company has now also strengthened its portfolio by entering into an alliance with Dunkin' Donuts, for developing the Dunkin' Donuts brand and operating restaurants in India.

For more updates and information on the Company, please log on to [www.dominos.co.in](http://www.dominos.co.in)

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.*



**JUBILANT FOODWORKS LIMITED**  
 Regd. Office B-214, Phase II, Dist. Gautam Budh Nagar, Noida-201305 (U.P)  
**STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2011**

(Figures-Rs in Million, Unless Otherwise Stated)

| Particulars                                                                         | 3 Months Ended<br>30th June |                 | For The Year<br>Ended<br>31st March |
|-------------------------------------------------------------------------------------|-----------------------------|-----------------|-------------------------------------|
|                                                                                     | 2011                        | 2010            | 2011                                |
|                                                                                     | Unaudited                   | Unaudited       | Audited                             |
| a) Net Sales/Income from Operations                                                 | 2,168.64                    | 1,355.09        | 6,780.75                            |
| b) Other Operating Income                                                           | 0.53                        | 0.42            | 2.54                                |
| <b>1. Total Income ( a+b)</b>                                                       | <b>2,169.17</b>             | <b>1,355.51</b> | <b>6,783.29</b>                     |
| <b>2. Total Expenditure (a to g)</b>                                                | <b>1,842.12</b>             | <b>1,167.07</b> | <b>5,875.00</b>                     |
| a) (Increase)/Decrease in Inventories                                               | (7.08)                      | (1.09)          | (2.53)                              |
| b) Consumption of Raw Materials & Provisions                                        | 469.51                      | 269.72          | 1,445.32                            |
| c) Purchases of Traded Goods                                                        | 90.00                       | 63.50           | 263.00                              |
| d) Staff Cost                                                                       | 420.97                      | 250.96          | 1,355.34                            |
| e) Depreciation                                                                     | 86.86                       | 62.99           | 293.39                              |
| f) Rent                                                                             | 163.68                      | 119.86          | 535.54                              |
| g) Others                                                                           | 618.18                      | 401.13          | 1,984.94                            |
| <b>3. Profit from Operations before Other Income, Interest and Tax (1-2)</b>        | <b>327.05</b>               | <b>188.44</b>   | <b>908.29</b>                       |
| 4. Other Income                                                                     | 12.35                       | 1.02            | 19.42                               |
| <b>5. Profit before Interest and Tax (3+4)</b>                                      | <b>339.40</b>               | <b>189.46</b>   | <b>927.71</b>                       |
| 6. Interest Expense                                                                 | -                           | 2.36            | 3.42                                |
| <b>7. Profit after Interest but before Tax (5-6)</b>                                | <b>339.40</b>               | <b>187.10</b>   | <b>924.29</b>                       |
| <b>8. Tax expense</b>                                                               |                             |                 |                                     |
| - Current Tax & Deferred Tax                                                        | 107.73                      | 34.30           | 204.28                              |
| <b>9. Net Profit for the Period (7-8)</b>                                           | <b>231.67</b>               | <b>152.80</b>   | <b>720.01</b>                       |
| 10. Paid-up equity share capital (Face Value Rs.10/-)                               | 645.32                      | 639.61          | 645.32                              |
| 11. Reserves (excluding Revaluation Reserves)                                       |                             |                 | 1,271.56                            |
| 12. Basic EPS for the period ( Not Annualised) (in Rs.)                             | 3.59                        | 2.39            | 11.20                               |
| 13. Diluted EPS for the period ( Not Annualised) (in Rs.)                           | 3.53                        | 2.34            | 11.01                               |
| 14. Public Shareholding                                                             |                             |                 |                                     |
| -No of shares (Lacs)                                                                | 265.34                      | 244.68          | 256.63                              |
| -Percentage of shareholding                                                         | 41.12%                      | 38.25%          | 39.77%                              |
| 15. Promoters and Promoter Group Shareholding:                                      |                             |                 |                                     |
| a Pledged/Encumbered                                                                |                             |                 |                                     |
| -No of Shares (Lacs)                                                                | NIL                         | NIL             | NIL                                 |
| -Percentage of Shares (as a % of total shareholding of promoter and promoter group) | NIL                         | NIL             | NIL                                 |
| -Percentage of Shares (as a % of total share capital of the company)                | NIL                         | NIL             | NIL                                 |
| b Non-encumbered                                                                    |                             |                 |                                     |
| -Number of shares (Lacs)                                                            | 379.98                      | 394.93          | 388.69                              |
| -Percentage of Shares (as a % of total shareholding of promoter and promoter group) | 100%                        | 100%            | 100%                                |
| -Percentage of Shares (as a % of total share capital of the company)                | 58.88%                      | 61.75%          | 60.23%                              |

**Notes :**

- The above results were reviewed by the Audit committee and approved by the Board of Directors at their meeting held on 11th August , 2011.
- The Company's business activity falls within a single business segment in terms of Accounting Standard 17 on Segment Reporting.
- Following is the summary of Employees Stock Options [ESOP] existing, granted, exercised and cancelled during the quarter, under the Domino's Employees Stock Option Plan, 2007:

| Particulars                                             |           |
|---------------------------------------------------------|-----------|
| (a) Options outstanding at the beginning of the quarter | 1,292,387 |
| (b) New options granted during the quarter              | NIL       |
| (c) Options exercised during the quarter                | 134,630   |
| (d) Options cancelled during the quarter                | NIL       |
| (e) Options outstanding at the end of the quarter       | 1,157,757 |

At the date of grant of ESOP, the Company had opted for intrinsic value method for valuation of ESOP as per which the fair value of shares is less than the Exercise Price.

- During the current quarter, No Equity Shares were allotted under the Domino's Employees Stock Option Plan, 2007.
- Detail of number of investor complaints for the quarter ended 30th June, 2011 : Beginning - NIL, Received - 2, Resolved - 2 and Pending - NIL.
- Previous year / quarters figures have been regrouped and /or re-arranged wherever necessary.

For and on behalf of the Board of Directors of  
Jubilant FoodWorks Limited

SHYAM S.BHARTIA  
CHAIRMAN

HARI S.BHARTIA  
CO-CHAIRMAN

AJAY RAUL  
CEO CUM

WHOLE TIME DIRECTOR

PLACE : NOIDA  
DATE : 11th August 2011