

Jubilant Foodworks

Despite weak consumption, held on LFL decline

JUBI's Q2 print was in-line; standalone revenue grew 4.5% led by 1.3% decline in LFL, yet EBIDA/PAT cut by 10.2%/39.5%. Given stretched consumer spends, and extended Shraavan saw 1.2% decline in ADS. Delivery channel grew 7.9%, whilst dine-in declined by 3.8% in Q2. With 50% order contribution, enrolment for loyalty program (Cheesy rewards) grew 16.1% QoQ (19.5mn customers), yet with 10.6mn app download its MAU stood at 10.8mn grew 4.8% QoQ. JUBI stepped up its efforts to revive LFL growth by, (1) re-imaging 33 stores and ACE 2.0 to upgrade customer experience, (2) sharpened on ground execution – 7 regions, (3) launched new range of Pizzas – mutton and prawns, and (4) guaranteed 20-minute delivery service in Bengaluru. Despite high dairy inflation, gross margin inched up to 76.4% (+20bp), yet higher employee cost (+12.3%), rent (+11.7%) and SG&A (+11.3%) ensued post-INDAS EBITDA margins at 20.9% (-341bp). JUBI held store expansion target with single digit LFL led by strong menu innovation. We introduce FY26E earnings and maintain BUY, with a revised DCF-based TP Rs625 (implying EV/EBITDA of 20.0x avg. FY25E/FY26E).

Peak food inflation extended Shravaan ensuing weak demand for Pizzas in Q2

Off high base (+16.9% growth), JUBI reported standalone revenue at Rs13.5bn, grew 4.5% YoY led by decline in LFL/ADS by 1.3%/1.2%. Domino's India added 50 stores (total 1888) covering 397 cities, yet Popeyes now cover 6 cities with 22 restaurants in south. With 50/23 stores in Sri Lanka/ Bangladesh, its system sales grew 2.0%/85.6%. Delivery channel grew 7.9%, whilst dine-in declined by 3.8% in Q2. With 50% order contribution, enrolment for loyalty program grew 16.1% QoQ (19.5mn customers), yet with 10.6mn app download its MAU stood at 10.8mn grew 4.8% QoQ. JUBI stepped up its efforts to revive LFL growth by, (1) re-imaging 33 stores and ACE 2.0 to upgrade customer experience, (2) sharpened on ground execution – 7 regions, (3) launched new range of Pizzas – mutton and prawns, and (4) guaranteed 20-minute delivery service in Bengaluru. Out of 21 Dunkin's outlets 11 are now rebranded as Coffee-First and addition of 4 outlets under Hong's Kitchen took store count to 18 spread across three cities. JUBI retained store addition target of 250/45 for Domino's/Popeyes in FY24.

Despite weak ADS, higher milk inflation, project Vijay helped to maintain gross margin

JUBI's gross margin inched up to 76.4% (+20bp) though increased QoQ, led by, (1) weak ADS, (2) higher inflation in chicken/dairy, (3) adverse operating leverage, and (4) cost control projects. Despite higher employee cost (+12.3%), rent (+11.7%) and SG & A (+11.3%) the company EBITDA declined by 10.2%, settling post-INDAS EBITDA margin at 20.9% (-341bp). Management alluded its efforts on cost saving – Project-Vijay, coupled with lower milk and cheese inflation may recoup margins in 2HFY24. PAT cut to Rs721mn (-39.5%) driven by higher depreciation/interest expenses at 22.8%/10.0%. Management maintained capex guidance of ~Rs7.5bn in FY24, expecting new dual capacity commissary in Bengaluru to be operational serving 750+ store network and addition of one in Mumbai. We expect significant cost savings on this account.

Valuation and risks

As argued in our recent [QSR Thematic report](#), JUBI in its rejuvenated approach to drive growth through portfolio expansion in Domino's and chicken QSR segment (Popeyes), coupled with enhanced consumer experience in value segment and by reimagining store could achieve mid-single digit LFL growth. Though weak demand, incremental competition in pizza QSR, and rising inflation pose short-term challenges, we expect JUBI to defend its current margin. We cut FY24E/ FY25E earning by 6.5%/3.0% and introduce FY26E estimates and retain BUY with a revised DCF-based TP of Rs625 (implying EV/EBITDA of 20.0x avg. FY25E/FY26E). Key risks to our call prolonged weakness in demand, rising inflation in key RM/PM & severe competition in chicken portfolio from peers.

Financial and valuation summary

YE Mar (Rs mn)	2QFY24A	2QFY23A	YoY (%)	1QFY24A	QoQ (%)	FY24E	FY25E	FY26E
Revenues	13,448	12,868	4.5	13,097	2.7	60,124	70,683	82,685
EBITDA	2,807	3,125	(10.2)	2,764	1.6	13,796	16,678	20,047
EBITDA margin (%)	20.9	24.3	(341bp)	21.1	(20bp)	22.9	23.6	24.2
Adj. Net profit	721	1,192	(39.5)	752	(4.0)	5,490	7,102	9,066
Adj. EPS (Rs)	1.1	1.8	(39.5)	1.1	(4.0)	8.3	10.8	13.7
EPS growth (%)						36.3	29.4	27.7
PE (x)						63.3	49.0	38.4
EV/EBITDA (x)						26.8	21.9	18.1
PBV (x)						13.6	11.2	9.0
RoE (%)						23.4	25.1	26.1
RoCE (%)						15.0	16.9	18.7

Source: Company, Centrum Broking

Please see Disclaimer for analyst certifications and all other important disclosures.

Result Update

India I Retail

25 October, 2023

BUY

Price: Rs527

Target Price: Rs625

Forecast return: 19%

Institutional Research

Market Data

Bloomberg:	JUBI IN
52 week H/L:	628/412
Market cap:	Rs349.1bn
Shares Outstanding:	659.8mn
Free float:	55.4%
Avg. daily vol. 3mth:	2,911,783
Source: Bloomberg	

Changes in the report

Rating:	Unchanged
Target price:	From Rs612 to Rs625
EPS:	FY24E:Rs8.3, down 6.5%
	FY25E:Rs10.8, down 3.0%

Source: Centrum Broking

Shareholding pattern

	Sep-23	Jun-23	Mar-23	Dec-22
Promoter	41.9	41.9	41.9	41.9
FII's	26.1	25.2	25.4	26.8
DII's	20.1	20.3	19.8	20.9
Public/other	11.9	12.6	12.9	10.4

Source: BSE

Centrum estimates vs Actual results

YE Mar (Rs mn)	Centrum Q2FY24	Actual Q2FY24	Variance (%)
Revenue	13,460	13,448	(0.1)
EBITDA	2,988	2,807	(6.1)
EBITDA margin %	22.2	20.9	-133 bps
Other Income	110	91	-17.4
Interest	(493)	(513)	4.0
Depreciation	(1,213)	(1,328)	9.5
PBT	1,392	1,014	-27.2
Tax	(351)	-262	-25.3
Rep. PAT	1,041	752	-27.8
Adj. PAT	1,041	752	-27.8

Source: Bloomberg, Centrum Broking



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Retail

Thesis Snapshot

Estimate revision

YE Mar (Rs mn)	FY24E New	FY24E Old	% chg	FY25E New	FY25E Old	% chg
Revenue	60,124	60,124	0.0	70,683	68,995	2.4
EBITDA	13,796	14,217	(3.0)	16,678	16,940	(1.5)
EBITDA margin %	22.9	23.6 (70 bp)		23.6	24.6 (96 bp)	
Adj. PAT	5,490	5,805	(5.4)	7,102	7,295	(2.6)
Diluted EPS (Rs)	8.3	8.8	(6.5)	10.8	11.1	(3.0)

Source: Centrum Broking

Jubilant Foodworks versus NIFTY Midcap 100

	1m	6m	1 year
JUBI IN	(2.2)	17.6	(10.5)
NIFTY Midcap 100	(3.9)	23.6	25.0

Source: Bloomberg, NSE

Key assumptions

Y/E Mar	FY24E	FY25E
No. of store -Dominos	2062	2304
Gross Margin%	76.6	77.0
Store Margin (%) (Pre-INDAS)	19.6	20.8
Store Margin (%) (Post-INDAS)	27.1	27.8
EBITDA (%) (Pre-INDAS)	15.7	16.8
EBITDA (%) (Post-INDAS)	22.9	23.6

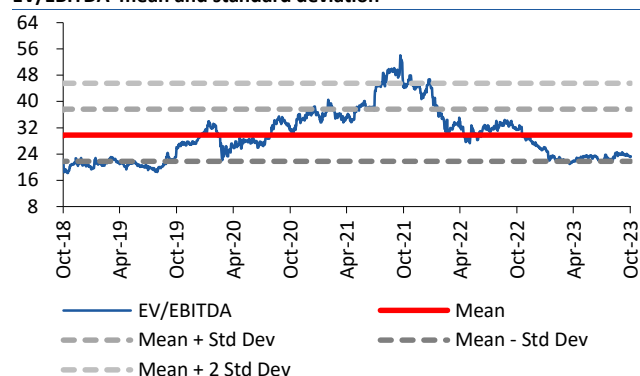
Source: Centrum Broking

Valuations

As argued in our recent [QSR Thematic report](#), JUBI in its rejuvenated approach to drive growth through portfolio expansion in Domino's and chicken QSR segment (Popeyes), coupled with enhanced consumer experience in value segment and by reimagining store could achieve mid-single digit LFL growth. Though weak demand, incremental competition in pizza QSR, and rising inflation pose short-term challenges, we expect JUBI to defend its current margin. We cut FY24E/ FY25E earning by 6.5%/3.0% and introduce FY26E estimates and retain BUY with a revised DCF-based TP of Rs625 (implying EV/EBITDA of 20.0x avg. FY25E/FY26E). Key risks to our call prolonged weakness in demand, rising inflation in key RM/PM & severe competition in chicken portfolio from peers.

Valuations	Rs/share
SOTP-based target price	625
WACC (%)	12.2
Terminal growth (%)	5.0

EV/EBITDA mean and standard deviation



Source: Bloomberg, Centrum Broking

Peer comparison

Company	Mkt Cap	CAGR (FY23-25E)			EV/EBITDA(x) Pre-INDAS			EV/EBITDA (x) - Post			RoE(%)		
	(Rs Bn)	Sales	EBITDA	EPS	FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY23	FY24E	FY25E
Jubilant Foods	346.9	17.8	19.9	41.2	39.6	30.4	24.2	31.8	26.8	21.9	19.0	23.4	25.1
Devyani International	229.8	25.0	28.5	15.0	48.1	34.1	26.8	31.9	22.4	17.9	34.1	29.3	24.9
Westlife Foodworld	138.8	21.5	26.7	57.9	50.6	38.9	29.9	38.7	30.1	23.5	24.2	28.6	31.9
Sapphire Foods	86.7	21.2	23.7	(7.6)	31.6	23.0	18.4	19.5	14.5	11.7	20.6	11.5	13.2
RBA	56.1	31.8	53.3	NA	166.9	60.4	32.3	36.2	22.8	15.1	(3.7)	(1.4)	1.2

Source: Company, Centrum Broking

Conference call highlights

Overview

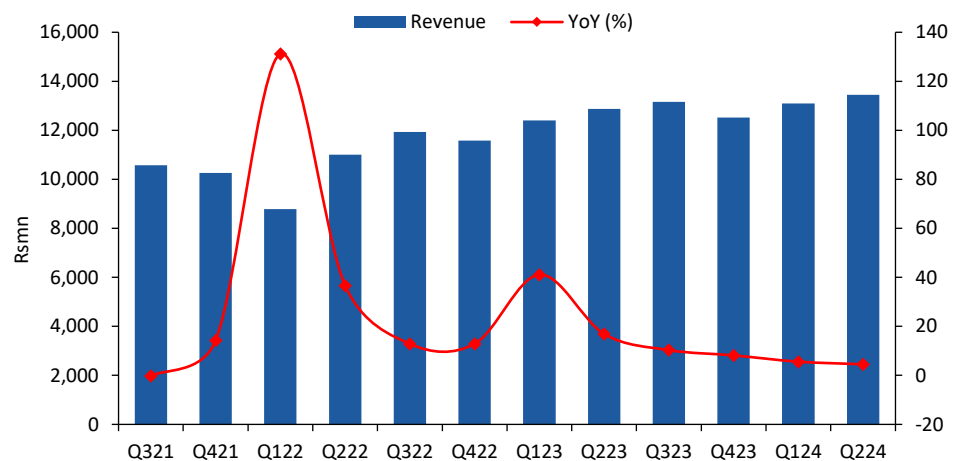
- Standalone. revenues grew 4.5% to Rs13.5bn while ADS dropped by 1.2% to Rs81.6k
- Q2 LFL declined by 1.3% and we estimate SSSG could be cut by ~3.6-3.8%
- Delivery channel clocked 7.9% growth while Dine-in channel declined by 3.8% in Q2
- JUBI added 63 store taking restaurant count to 2022 in 2QFY24 (Domestic -1949) led by Dominos India: 1888 and Popeyes/Dunkin/Hong's Kitchen at 22/21/18 respectively
- Domino's Cheesy rewards cumulative enrolments grew by 16.1% QoQ to 19.5 million
- During the quarter, total app downloads stood at 10.6mn (+17.7%) & MAU at 10.8mn (-2.7%)
- Online ordering metrics continue to remain at an elevated level at 98.2%
- JUBI launched 'OSSOM' app – for store operations & management
- On menu innovation, Domino's launched mutton & prawn pizzas in India for the first time inspired by Bengal & Eastern regional cuisine
- Popeyes brand now entered Madurai, 6th city in India, totalling to 22 restaurants across Bangalore, Chennai, Manipal, Coimbatore & Hyderabad
- Company guided to opening 30 new stores to take store count of 45 by end of the year
- On Hong's Kitchen introduced seven new starters from Tibet curated with renowned chef Doma Wong and chef Sachiko Seth
- Sri Lanka today hold 50 stores with system sales grew by 2.0% and have plan to no further expansion in FY24
- During Q2FY24, JUBI opened 3 stores reaching to 23 in Bangladesh and in Q2 system sales grew at 85.6%
- Gross margin improved by 20bp on the back of 'Project Vijay' (management used data & technology which gave offers to right customer which helped higher realisation along with higher local sourcing)
- On operating margin, management guided that to lower margin was the conscious choice as they invested on employee cost
- Management has set a target to re-image program of 100+ stores in FY24 where 33 stores have completed
- Most of the re-image stores have contribute double digit growth during Q2FY24 as per management
- Management expect Q3 would be better ADS backed by world Cup and Festive season
- Management expects top line would grow +15% on the back of 12% store expansion followed by 5-6% SSSG for next 3-5 years
- Management would continue to open 200-225 new stores majorly existing places including split store, while split store <25%, though the start was slow in H1
- Management set a target of mid-single digit SSSG for FY24
- Management would continue to focus towards value to customer along with order led growth while higher vegetable prices could hold the margin expansion momentum
- Management believe, JBL has unique commissary model which help to sustain industry leading margin, going forward
- On capex front, majorly for new store and Rs2.5bn on commissary in Bangalore with some amount would be use for re-imagining of stores and some IT related capex, total capex of Rs7-8bn, included in this will be a Rs2.0-2.5bn investment in the Mumbai commissary
- 20 minutes' delivery which has been successful at Bangalore would gradually pick up in other cities by H2FY24

- Major constraints for Popeyes are supply chain along with right place in new cities
- Management continue to do local innovation to boost top line on the going forward
- Hongs Kitchen has started picking well and management expects it show up string growth in FY24 while still on early stage to give midterm guidance
- Cheesy rewards has completed its 1 year journey and management has satisfied over its performance
- Management has seen customers have been downgrading on the back of higher inflation

Margins

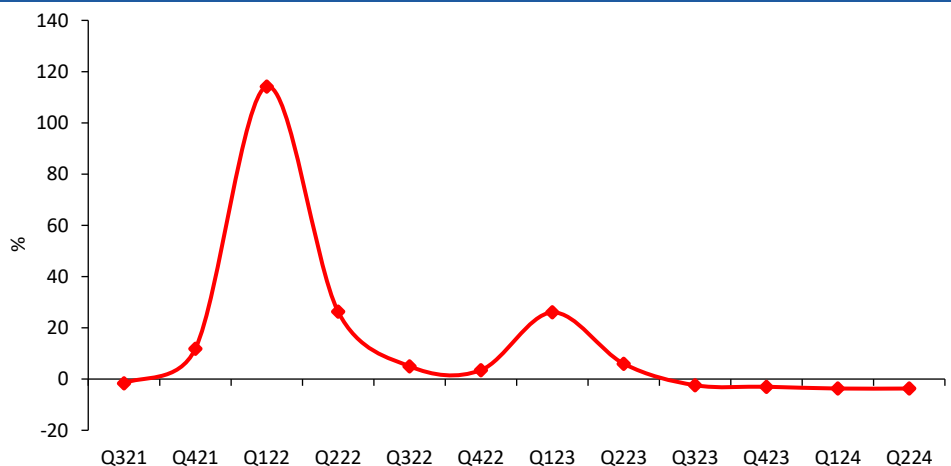
- Gross Margin improved by 20bp to 76.4% after 4 consecutive quarters of falling led by Project Vijay which helped to cost control
- Pre –INDAS EBITDA margin came at 13.3%, lowered by 390bp
- Overall company EBITDA declined by 10.2% resulting in EBITDA margin at 20.9% (-341bp) YoY due to higher employee cost (+12.3%), Rent (+11.7%) followed by SG&A (+11.3%)
- Pre-INDAS PAT margin came at 6.3% (-390bp)
- Adjusted PAT declined by 39.5% to Rs721mn on the back of depreciation/interest exp. increased by 22.8%/10.0% respectively
- As per management guidance, sustainable margin guidance would be 23-24% for long term

Exhibit 1: Quarterly standalone. net revenue growth – YoY



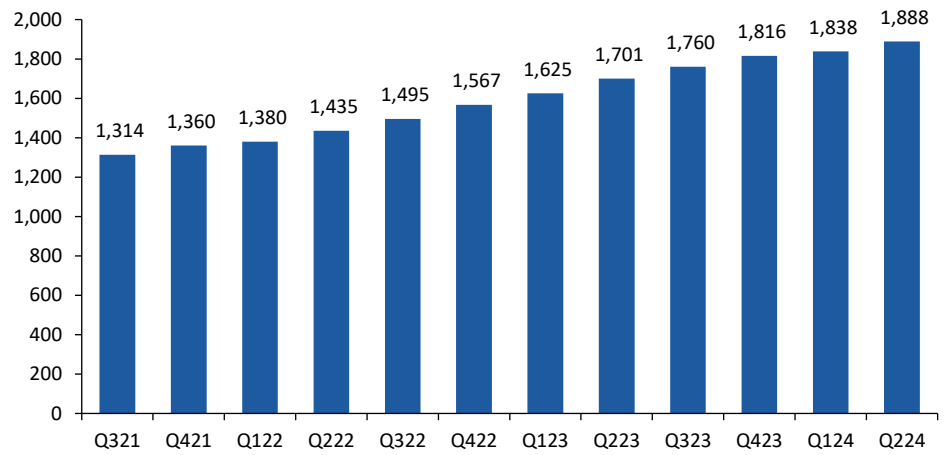
Source: Company Data, Centrum Broking

Exhibit 2: Quarterly SSSG Trend



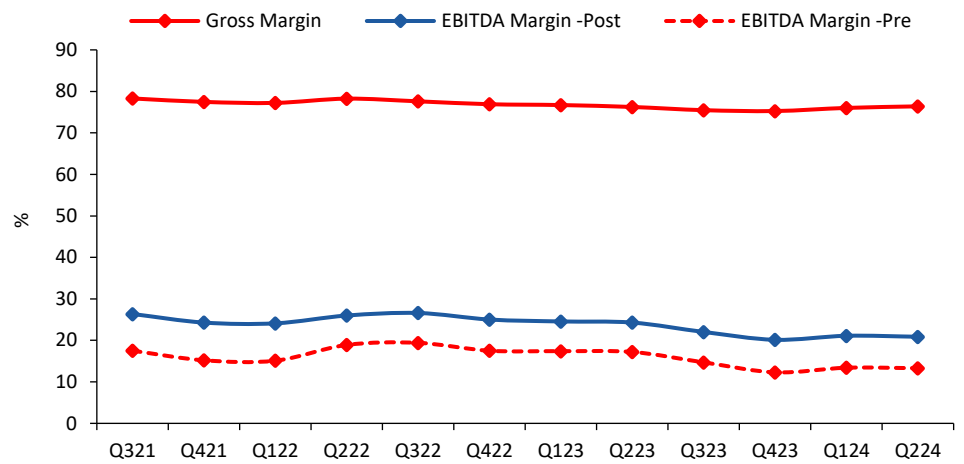
Source: Company Data, Centrum Broking

Exhibit 3: No. of stores trend



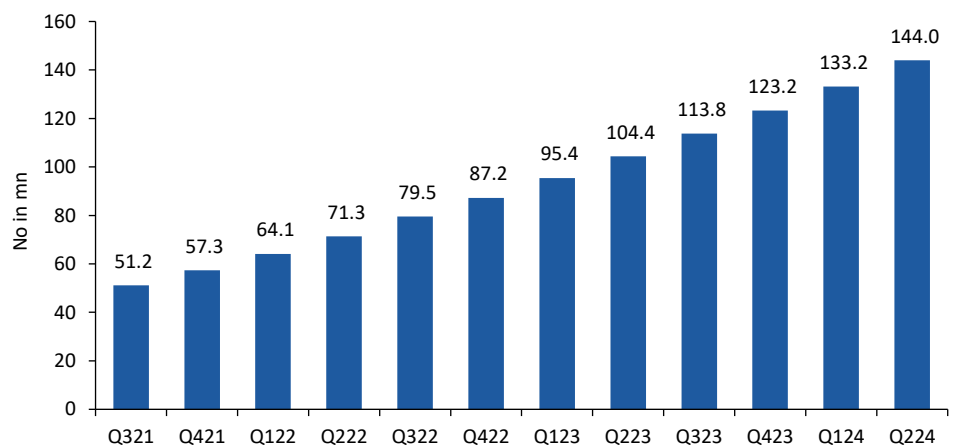
Source: Company Data, Centrum Broking

Exhibit 4: Gross Margin, Pre & Post EBITDA trend



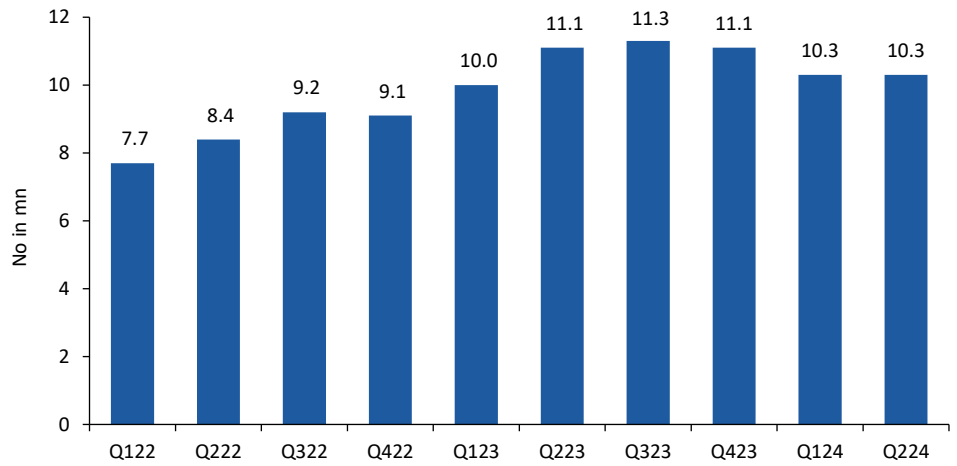
Source: Company Data, Centrum Broking

Exhibit 5: Cumulative Downloads Trend



Source: Company Data, Centrum Broking

Exhibit 6: MAU has dropped sequentially

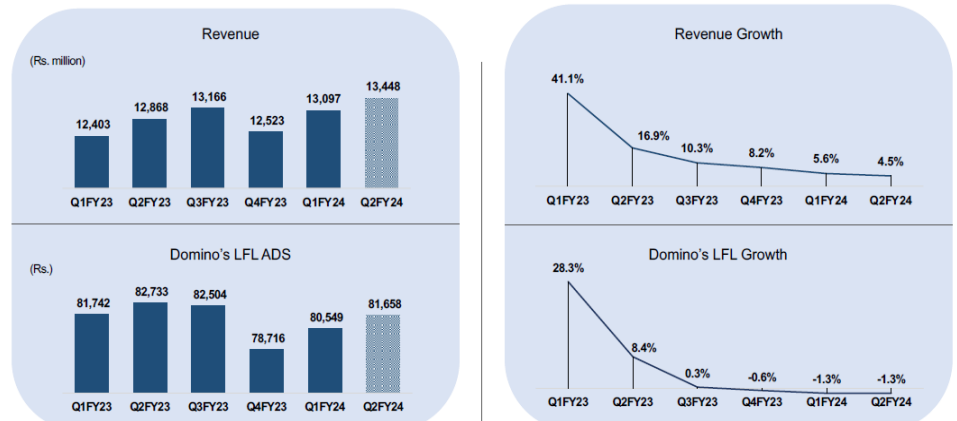


Source: Company Data, Centrum Broking

Exhibit 7: Revenue growth was up by 4.5%, ticket price has increased on QoQ

Order-led growth continues; declining y-o-y trend in ticket now arrested; ticket continue to grow sequentially

Revenue growth was 4.5%, LFL came in at -1.3%; ADS of mature store up by 1.4% sequentially

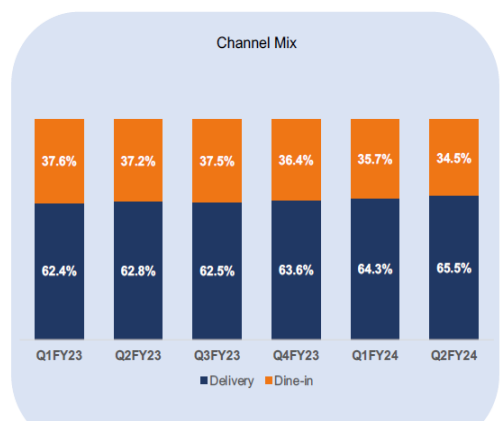


Source: Company

Exhibit 8: Dominos' Channel Mix Trends

Sustained momentum in delivery channel; Workstreams underway to transform Dine-in experience and capture the growth opportunity

- Delivery**
 - Delivery channel revenue up by 7.9% y-o-y
 - The growth was order led
- Dine-in**
 - Dine-in channel revenue was lower by 3.8% y-o-y
 - The degrowth is because of decline in ticket and orders (due to temporary closure of stores undergoing re-imaging)
 - Ticket grew on sequential basis due to targeted interventions



Source: Company

Exhibit 9: New flagship store

First Domino's ACE 2.0 store launched in Sec 29, Gurgaon



Source: Company

Exhibit 10: Re-image store; have target to do 100+ by FY24

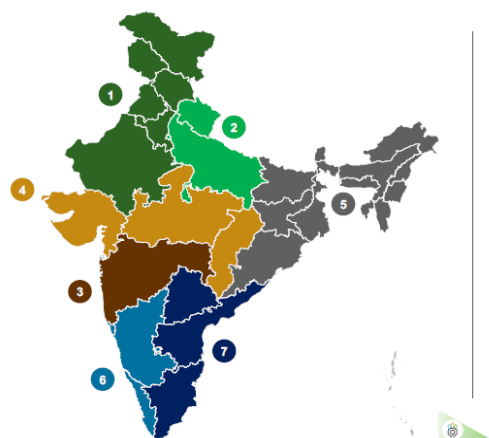
33 stores reimaged till H1 FY24; on track to reimagine 100+ stores in FY'24
 Re-image leads to higher footfalls, higher LFL and significantly improve customer experience



Source: Company

Exhibit 11: Changing from 4-region structure to 7 region structure

Transitioned from a 4 region structure to 7 region structure in Domino's



- Advantages of the new structure
- Enhanced span of control
 - Faster decision making
 - Regional teams will be closer to the stores
 - Reduced hierarchy between customer facing frontline teams and regional leadership

Source: Company

Exhibit 12: New range of Pizzas before Durga Puja on eastern part

Domino's debuts mutton and prawn pizzas in India for the first time

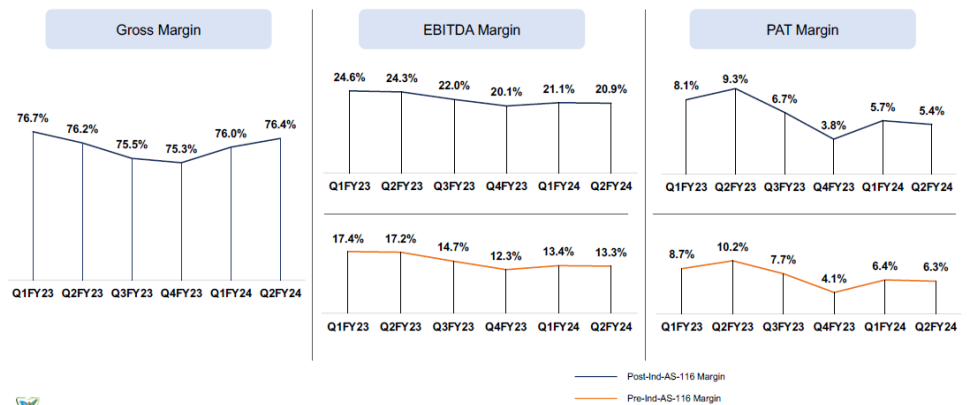


Source: Company

Exhibit 13: Profitability trends

Deployment of multiple levers through Project Vijay and disciplined cost control led to Gross Margin Expansion

Gross margin at 76.4%; EBITDA margin at 20.9%

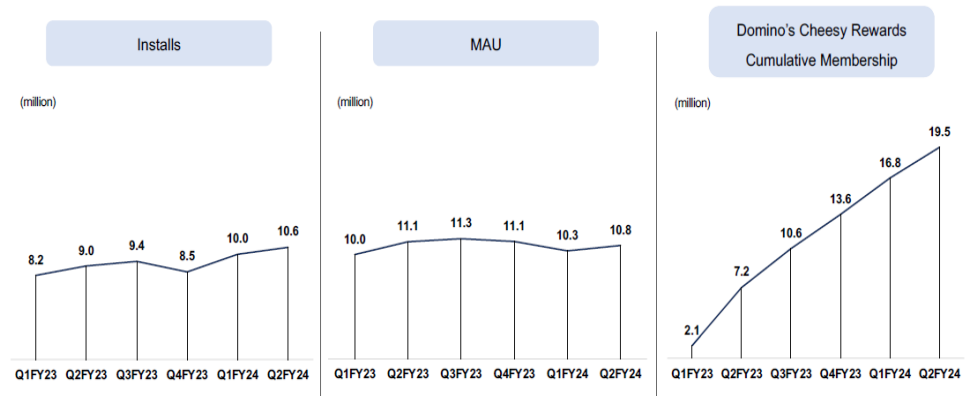


Source: Company

Exhibit 14: Digital metrics trend

Steady improvement in consumer engagement; Cheesy Rewards Program and App installs scale a new historic high

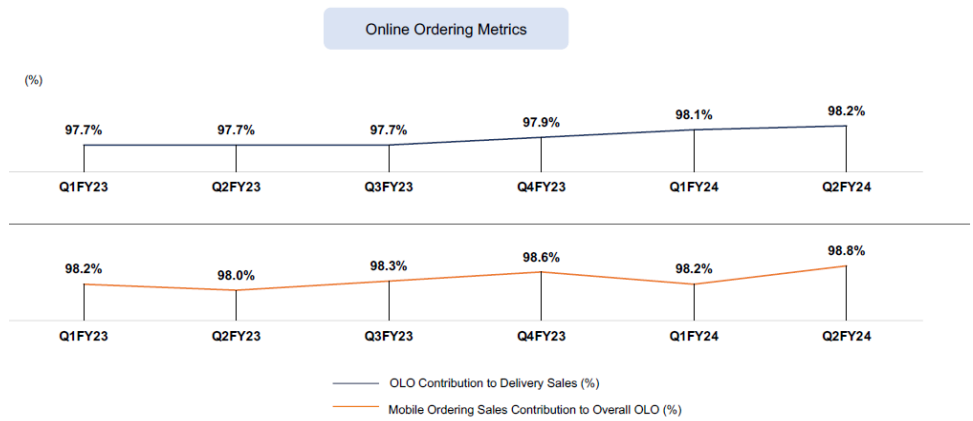
Cheesy Rewards Enrollment grew 16.1% q-o-q to 19.5 million and its Order Contribution crosses 50% in September '23



Source: Company

Exhibit 15: Domino's Digital Metrics Trend


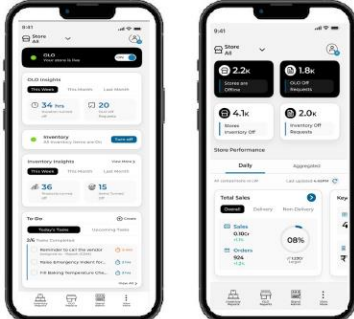
Online Ordering Metrics continue to remain at an elevated level



Source: Company

Exhibit 16: Launched OSSOM app for supply chain

A big thrust towards digitizing operations by providing a custom made App for store teams

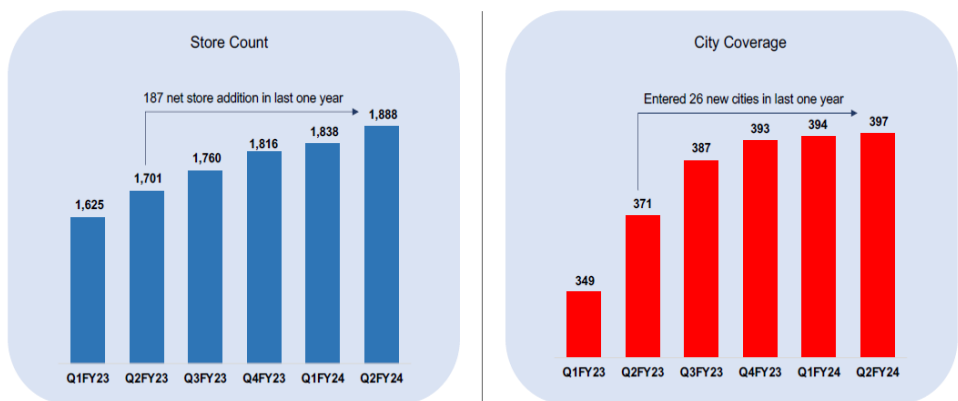
Benefits of the App

- A single App for store teams to streamline their daily tasks
- Digital helpdesk for assistance and quick query resolution
- Enhanced operational KPI visibility across all levels
- Store level inventory insights
- Functionality to better manage peak load for online orders
- Reduced lead-time for onboarding of new team members

Source: Company

Exhibit 17: Domino's India Network

Added 50 new stores and entered three new cities in the quarter; On track to open 200-225 new Domino's stores in FY24



Source: Company

Exhibit 18: Popeyes entered 6th cities with 22 stores

22 Popeyes restaurants now serving consumers across six cities in India

On track to open 30 new Popeyes restaurants in FY24



- Opened five new restaurants and entered two new cities – Hyderabad and Madurai
- Delivery channel mix is now 38% in Bengaluru after aggregator onboarding
- Launched World Cup campaign in partnership with Coca Cola along with the introduction of World Cup combos

Source: Company

Exhibit 19: Introduced beverage portfolio



Source: Company



Exhibit 20: New Tibet range launched

Introduced seven new starters from Tibet curated with renowned chef Doma Wong and chef Sachiko Seth



Source: Company

Exhibit 21: Bangladesh Operation Summary

Domino's Bangladesh network more than doubled in last one year

- Revenue growth in Q2: 85.6% y-o-y
 - All channels registered healthy growth
- Opened three new store during the quarter taking the network tally to 23 stores
- Added one new dessert - Orange Lava Delight - and a new side – Calzone – to the menu
- OLO Contribution to Delivery Sales was 82%, higher by 7% pt. y-o-y

Store Count




Quarter	Store Count
Q1FY23	10
Q2FY23	11
Q3FY23	13
Q4FY23	17
Q1FY24	20
Q2FY24	23

OLO Contribution to Delivery Sales(%)

Quarter	OLO Contribution (%)
Q1FY23	72%
Q2FY23	75%
Q3FY23	79%
Q4FY23	83%
Q1FY24	79%
Q2FY24	82%

Source: Company

Exhibit 22: Srilanka Operation Summary

Domino's Sri Lanka became the fastest QSR in the country to scale to 50 stores

- Revenue growth in Q2: 2.0% y-o-y
- Considering the current macro-economic environment, no further expansion in FY'24
- OLO Contribution to Delivery Sales was 78%, higher by 7% pt. y-o-y
- Domino's Sri Lanka is now serving guests across five out of nine provinces

Store Count

Quarter	Store Count
Q1FY23	36
Q2FY23	40
Q3FY23	47
Q4FY23	48
Q1FY24	50
Q2FY24	50

OLO Contribution to Delivery Sales

Quarter	OLO Contribution (%)
Q1FY23	66%
Q2FY23	71%
Q3FY23	53%
Q4FY23	70%
Q1FY24	67%
Q2FY24	78%

Source: Company

Exhibit 23: Quarterly financials

Particulars (Rs mn)	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
Net Sales	8,790	11,007	11,935	11,579	12,403	12,868	13,166	12,523	13,097	13,448
Cost of materials	1016	1,497	1,787	1,698	2,037	2,229	2,424	3,097	3,141	3,141
Gross Profit	7,774	9,510	10,148	9,881	10,366	10,639	10,742	9,426	9,956	10,307
Employee Expenses	(1,650)	(1,915)	(1,957)	(1,992)	(2,041)	(2,257)	(2,424)	(2,174)	(2,473)	(2,535)
Other Exp	(3,019)	(3,838)	(4,132)	(4,016)	(4,428)	(4,430)	(4,613)	(4,730)	(4,719)	(4,932)
Operating Profit (Core EBITDA)	3,105	3,757	4,060	3,872	3,897	3,952	3,705	2,522	2,764	2,840
Depreciation	(890)	(902)	(1,006)	(1,031)	(1,050)	(1,123)	(1,298)	(1,282)	(1,328)	(1,379)
EBIT	2,214	2,855	3,054	2,841	2,847	2,829	2,407	1,240	1,435	1,460
Interest	(418)	(416)	(446)	(450)	(459)	(485)	(501)	(505)	(513)	(534)
Other Income	80	93	109	124	106	103	93	195	91	69
Profit Before Tax	1,877	2,532	2,717	2,515	2,493	2,447	2,000	930	1,013	995
Tax	(206)	(407)	(457)	(374)	(366)	(428)	(309)	(254)	(262)	(241)
Profit After Tax	1,671	2,125	2,260	2,141	2,128	2,019	1,691	675	751	754
Margin (%)										
Gross Margin	77.2	78.2	77.6	76.9	76.7	76.2	75.5	75.3	76.0	76.4
EBITDA	24.1	26.0	26.6	25.0	24.6	24.3	22.0	20.1	21.1	20.9
EBIT	14.0	17.8	18.2	16.1	16.1	15.6	12.2	9.9	11.0	10.6
Adj. PAT	7.8	11.2	11.5	10.1	10.3	9.3	6.7	5.4	5.7	5.4

Source: Company, Centrum Broking

P&L					
YE Mar (Rs mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenues	43,311	50,960	60,124	70,683	82,685
Operating Expense	10,195	12,272	15,664	18,451	21,378
Employee cost	7,514	8,896	10,522	12,369	14,304
Others	14,556	18,200	20,142	23,184	26,955
EBITDA	11,046	11,592	13,796	16,678	20,047
Depreciation & Amortisation	3,830	4,753	4,805	5,311	5,910
EBIT	7,216	6,839	8,992	11,367	14,137
Interest expenses	1,730	1,951	2,072	2,184	2,385
Other income	407	497	400	287	336
PBT	5,893	5,385	7,320	9,470	12,088
Taxes	1,444	1,356	1,830	2,367	3,022
Effective tax rate (%)	24.5	25.2	25.0	25.0	25.0
PAT	4,448	4,029	5,490	7,102	9,066
Minority/Associates	0	0	0	0	0
Recurring PAT	4,448	4,029	5,490	7,102	9,066
Extraordinary items	73	466	0	0	0
Reported PAT	4,522	4,495	5,490	7,102	9,066

Ratios					
YE Mar	FY22A	FY23A	FY24E	FY25E	FY26E
Growth (%)					
Revenue	32.5	17.7	18.0	17.6	17.0
EBITDA	44.1	4.9	19.0	20.9	20.2
Adj. EPS	90.4	(9.5)	36.3	29.4	27.7
Margins (%)					
Gross	77.5	75.9	75.3	75.7	75.9
EBITDA	25.5	22.7	22.9	23.6	24.2
EBIT	16.7	13.4	15.0	16.1	17.1
Adjusted PAT	10.4	8.8	9.1	10.0	11.0
Returns (%)					
ROE	24.7	19.0	23.4	25.1	26.1
ROCE	16.9	13.1	15.0	16.9	18.7
ROIC	18.9	13.5	14.9	17.6	20.7
Turnover (days)					
Gross block turnover ratio (x)	0.9	0.9	0.9	1.0	1.0
Debtors	2	2	2	2	2
Inventory	54	49	45	46	46
Creditors	200	163	166	187	192
Net working capital	3	(8)	(37)	(25)	(15)
Solvency (x)					
Net debt-equity	0.6	1.0	0.9	0.6	0.4
Interest coverage ratio	6.4	5.9	6.7	7.6	8.4
Net debt/EBITDA	1.1	1.8	1.6	1.1	0.7
Per share (Rs)					
Adjusted EPS	6.7	6.1	8.3	10.8	13.7
BVPS	31.9	32.5	38.7	47.0	58.4
CEPS	12.6	13.3	15.6	18.8	22.7
DPS	1.2	1.2	1.8	2.0	2.0
Dividend payout (%)	17.5	17.6	21.6	18.6	14.6
Valuation (x)					
P/E	78.1	86.3	63.3	49.0	38.4
P/BV	16.5	16.2	13.6	11.2	9.0
EV/EBITDA	32.6	31.8	26.8	21.9	18.1
Dividend yield (%)	0.2	0.2	0.3	0.4	0.4

Source: Company, Centrum Broking

Balance sheet					
YE Mar (Rs mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Equity share capital	1,320	1,320	1,320	1,320	1,320
Reserves & surplus	19,715	20,135	24,199	29,718	37,200
Shareholders fund	21,035	21,455	25,519	31,038	38,520
Minority Interest	0	0	0	0	0
Total debt	17,653	23,340	23,340	23,340	23,340
Non Current Liabilities	5	10	10	10	10
Def tax liab. (net)	0	0	0	0	0
Total liabilities	38,693	44,804	48,869	54,388	61,870
Gross block	46,040	57,453	64,769	71,431	80,303
Less: acc. Depreciation	(19,740)	(24,493)	(29,298)	(34,609)	(40,519)
Net block	26,300	32,961	35,471	36,822	39,784
Capital WIP	388	1,585	1,664	1,831	2,014
Net fixed assets	27,285	35,891	38,616	40,281	43,589
Non Current Assets	1,538	3,271	3,481	3,719	3,985
Investments	9,544	6,802	12,914	15,182	17,760
Inventories	1,570	1,703	1,977	2,324	2,718
Sundry debtors	268	331	297	368	430
Cash & Cash Equivalents	5,400	2,330	1,121	5,039	8,627
Loans & advances	1,410	1,235	1,501	1,572	1,650
Other current assets	738	943	952	962	971
Trade payables	5,353	5,579	7,907	9,683	11,327
Other current liab.	3,265	1,707	3,663	4,952	6,105
Provisions	442	416	420	424	429
Net current assets	326	(1,161)	(6,143)	(4,794)	(3,464)
Total assets	38,693	44,804	48,869	54,388	61,870

Cashflow					
YE Mar (Rs mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Profit Before Tax	5,820	4,918	7,320	9,470	12,088
Depreciation & Amortisation	3,830	4,753	4,805	5,311	5,910
Net Interest	1,443	1,454	1,672	1,897	2,049
Net Change – WC	(474)	(83)	3,773	2,570	2,257
Direct taxes	(1,405)	(1,253)	(1,830)	(2,367)	(3,022)
Net cash from operations	9,250	10,519	15,739	16,881	19,282
Capital expenditure	(4,425)	(8,180)	(7,529)	(6,976)	(9,218)
Acquisitions, net	0	0	0	0	0
Investments	(689)	(155)	(6,112)	(2,268)	(2,578)
Others	(631)	2,338	189	50	70
Net cash from investing	(5,746)	(5,997)	(13,452)	(9,195)	(11,726)
FCF	3,505	4,522	2,288	7,686	7,556
Issue of share capital	0	78	0	0	0
Increase/(decrease) in debt	0	0	0	0	0
Dividend paid	(792)	(790)	(1,425)	(1,584)	(1,584)
Interest paid	(3,050)	(3,678)	(2,072)	(2,184)	(2,385)
Others	0	(82)	0	0	0
Net cash from financing	(3,842)	(4,472)	(3,497)	(3,768)	(3,968)
Net change in Cash	(337)	51	(1,210)	3,918	3,588

Source: Company, Centrum Broking

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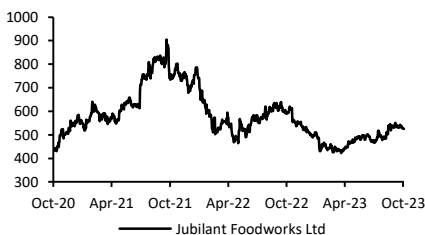
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Jubilant Foodworks



Source: Bloomberg

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