

Jubilant Foodworks Track Record

Name of the Issue: Jubilants Foodworks Limited		
1	Type of Issue	IPO
2	Issue Size (Rs. Cr)	328.72
3	Grade of issue alongwith name of the rating agency	
	Name	Fitch Ratings India Private Limited
	Grade	Grade of 3/5 indicating average fundamentals
4	Subscription Level (Number of times)	27.26
	Source: Final Post Issue Monitoring Report.	
	Note: The above figure is net of cheque returns, after technical rejections and spillover	

5 QIB Holding (as a %age of Outstanding Capital)

Particulars	%age
(i) On Allotment*	19.00%
(ii) at the end of the 1st Quarter immediately after the listing of the issue (March 31, 2010)**	29.85%
(iii) at the end of 1st FY (March 31, 2010)**	29.85%
(iv) at the end of 2nd FY (March 31, 2011)**	32.25%
(v) at the end of 3rd FY (March 31, 2012) **	38.32%

* Basis of Allotment

** As reported under Clause 35 of Listing Agreement to the Stock Exchanges

6	Financials of the Issuer																						
	Standalone	(Rs. Crores)																					
	<table><tr><th>Parameters</th><th>1st FY (March 31, 2010)</th><th>2nd FY (March 31, 2011)</th><th>3rd FY (March 31, 2012)</th></tr><tr><td>Income from operations</td><td>424.17</td><td>678.33</td><td>1,017.54</td></tr><tr><td>Net Profit for the period</td><td>32.97</td><td>72.00</td><td>105.64</td></tr><tr><td>Equity capital</td><td>63.62</td><td>64.53</td><td>65.08</td></tr><tr><td>Reserves (excluding revaluation reserves)</td><td>52.61</td><td>127.16</td><td>234.47</td></tr></table>	Parameters	1st FY (March 31, 2010)	2nd FY (March 31, 2011)	3rd FY (March 31, 2012)	Income from operations	424.17	678.33	1,017.54	Net Profit for the period	32.97	72.00	105.64	Equity capital	63.62	64.53	65.08	Reserves (excluding revaluation reserves)	52.61	127.16	234.47		
Parameters	1st FY (March 31, 2010)	2nd FY (March 31, 2011)	3rd FY (March 31, 2012)																				
Income from operations	424.17	678.33	1,017.54																				
Net Profit for the period	32.97	72.00	105.64																				
Equity capital	63.62	64.53	65.08																				
Reserves (excluding revaluation reserves)	52.61	127.16	234.47																				
	Source: As reported under Clause 41 of Listing Agreement to the Stock Exchanges																						
	^ The wholly owned subsidiary was incorporated in Sri-Lanka on September 14, 2010 hence figures have been consolidated in FY11																						

	Consolidated^	(Rs. Crores)																					
	<table><tr><th>Parameters</th><th>1st FY (March 31, 2010)^</th><th>2nd FY (March 31, 2011)</th><th>3rd FY (March 31, 2012)</th></tr><tr><td>Income from operations</td><td>-</td><td>678.33</td><td>1,019.07</td></tr><tr><td>Net Profit for the period</td><td>-</td><td>71.74</td><td>103.29</td></tr><tr><td>Equity capital</td><td>-</td><td>64.53</td><td>65.08</td></tr><tr><td>Reserves (excluding revaluation reserves)</td><td>-</td><td>126.86</td><td>231.22</td></tr></table>	Parameters	1st FY (March 31, 2010)^	2nd FY (March 31, 2011)	3rd FY (March 31, 2012)	Income from operations	-	678.33	1,019.07	Net Profit for the period	-	71.74	103.29	Equity capital	-	64.53	65.08	Reserves (excluding revaluation reserves)	-	126.86	231.22		
Parameters	1st FY (March 31, 2010)^	2nd FY (March 31, 2011)	3rd FY (March 31, 2012)																				
Income from operations	-	678.33	1,019.07																				
Net Profit for the period	-	71.74	103.29																				
Equity capital	-	64.53	65.08																				
Reserves (excluding revaluation reserves)	-	126.86	231.22																				

7 Trading Status

Company's Equity Shares are listed on both the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE" and together with BSE the "Stock Exchanges")

The Shares have not been suspended or delisted.

Particulars	Status
(i) at the end of 1st FY (March 31, 2010)	Frequently traded
(ii) at the end of 2nd FY (March 31, 2011)	Frequently traded
(iii) at the end of 3rd FY (March 31, 2012)	Frequently traded

Source: Websites of the respective stock exchanges, www.bseindia.com and www.nseindia.com

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Change in Directors

Particulars	Name of Director	Appointed / Resigned
During year ended March 31, 2010	No Change	-
During year ended March 31, 2011	Phiroz Vandrevala	Appointed
During year ended March 31, 2012	No Change	-

Source: Stock Exchange Filings

9 Status of implementation of project/ commencement of commercial production

(i) Details of Estimated Schedule of Implementation of Projects forming part of the Objects of the Issue as per Prospectus	Not Applicable
(ii) Actual implementation	
(iii) Reasons for delay in implementation, if any	

10 Status of utilization of issue proceeds

(i) As disclosed in the offer document	(Rs. Crores)				
Expenditure Items	Total Cost	Estimated amount to be financed from Net Proceeds of the Issue	Estimated schedule of deployment of Net Proceeds by Fiscal		
			2010	2011	
Pre-payment of Term Loans	35.00	35.00	-		35.00
Fund expenditure for General Corporate Purposes	20.40	20.40	-		20.40
Total	55.40	55.40	-		55.40
Source: Prospectus dated January 21, 2010					
Note: Offer for Sale amount to Selling Shareholders = Rs 258.56 Crores					
* Offer related expenses (Rs 14.76 Crore) to be shared by Company and Selling Shareholders in ratio of the shares offered, except listing fees					

(ii) Actual utilization	(Rs. Crores)				
Expenditure Items	Total Estimated Cost as disclosed in the offer document	Actual Utilisation as on			
		1st FY (Mar 31, 2010)	2nd FY (Mar 31, 2011)	3rd FY (Mar 31, 2012)	
Pre-payment of Term Loans	35.00	35.00	-		-
Fund expenditure for General Corporate Purposes*	20.40	20.40	-		-
Total	55.40	55.40	-		-
Source: Stock Exchange filings					
Note: The entire issue proceeds have been utilized as of March 31, 2010					

(iii) Reasons for deviation, if any

Not Applicable

11 Comments of monitoring agency, if applicable

As issue size was less than Rs.500 crore no monitoring agency was appointed

12 Pricing Data

Issue Price (Rs.)	145											
Price parameters	At close of listing day - Feb 8, 2010	At close of 30th calendar day from listing day ⁽¹⁾ - Mar 9, 2010	At close of 90th calendar day from listing day ⁽²⁾ - May 10, 2010	As at the end of March 31, 2010			As at the end of March 31, 2011			As at the end of March 31, 2012 ⁽⁵⁾		
				Closing price	High ⁽⁴⁾	Low ⁽⁴⁾	Closing price	High ⁽⁴⁾	Low ⁽⁴⁾	Closing price	High ⁽⁴⁾	Low ⁽⁴⁾
Market Price	229.1	299.7	328.0	313.6	362.0	160.0	539.2	672.0	251.1	1,176.2	1,197.9	542.1
Sensex	15,935.6	17,052.5	17,330.6	17,527.8	17,793.0	15,652.0	19,445.2	21,108.6	15,960.2	17,404.2	19,811.1	15,135.9
BSE FMCG ⁽³⁾	2,714.7	2,801.9	2,849.5	2,831.1	2,892.5	2,646.3	3,596.1	3,802.6	2,782.3	4,493.1	4,505.1	3,561.5

Source: Stock Exchange data

⁽¹⁾ 30th calender day has been taken as listing date plus 29 calender days.

⁽²⁾ 90th calender day has been taken as listing date plus 89 calender days. Furthermore, as the 90th calender day was a Saturday, the next trading day, i.e, May 10, 2010 has been taken.

⁽³⁾ BSE FMCG Index is a BSE index which includes companies belonging to FMCG Sector, including Jubilant Foodworks

⁽⁴⁾ High and Low prices based on intra day prices; Sensex high and low are for the period during which the Company was listed

⁽⁵⁾ As last day of FY 2012 was a holiday, price as on Mrach 30, 2012 have been taken

13 Basis for Issue Price for peer group

Accounting ratio		As disclosed in the offer document	At the end of 1st FY (March 31, 2010)	At the end of 2nd FY (March 31, 2011)	At the end of 3rd FY (March 31, 2012)
EPS	Issuer*	1.16	5.40	11.01	16.12
	Peer Group**	N.A.	N.A.	N.A.	N.A.
	Industry Avg^	N.A.	N.A.	N.A.	N.A.
P/E	Issuer*	125.00	56.62	48.16	71.62
	Peer Group**	N.A.	N.A.	N.A.	N.A.
	Industry Avg^	N.A.	N.A.	N.A.	N.A.
RoNW	Issuer*	30%	28%	38%	35%
	Peer Group**	N.A.	N.A.	N.A.	N.A.
	Industry Avg^	N.A.	N.A.	N.A.	N.A.
NAV per share	Issuer*	3.92	18.27	29.70	46.03
	Peer Group**	N.A.	N.A.	N.A.	N.A.
	Industry Avg^	N.A.	N.A.	N.A.	N.A.

Note

* Sourced from the Annual Report of the Company for the relevant fiscal year except for share price information which has been sourced from NSE's website

Key ratios for the Company have been calculated as follows:

(i) EPS - Fully diluted EPS as reported by the Company in its Annual Report.

(ii) P/E - BSE Closing Price as of March 31 of each year / EPS; as of March 30 for FY2012 as March 31, 2012 was a holiday

(iii) RoNW - Profit After Tax / Closing networth (Share Capital + Reserves and Surplus - Miscellaneous expenses/losses, if any).

(iv) NAV per share - Closing Networth / Shares Outstanding as of fiscal year end.

** As disclosed in offer document, there are no comparable listed companies with the same business as Company

^ No industry comparable disclosed in the offer document

14 Any other material information

Particulars	Date
Compensation Committee have allotted 338,790 equity shares of face value of Rs. 10/- each, pursuant to exercise of the options by the Employees of the Company under ESOP Scheme 2007.	29-Apr-10
Compensation Committee have allotted 382,370 equity shares of face value of Rs. 10/- each, pursuant to exercise of the options by the Employees of the Company under ESOP Scheme 2007.	12-Jul-10
Passed the Special Resolution for shifting of Registered Office of the Company from NCT of Delhi to the State of Uttar Pradesh, by requisite majority	5-Aug-10
Jubilant FoodWorks Ltd has informed BSE that the Company has incorporated a wholly owned subsidiary in Sri Lanka in the name of Jubilant Food Works Lanka (Pvt) Ltd.	1-Oct-10
Jubilant FoodWorks Ltd has informed BSE that pursuant to special resolution passed by the members of the Company on August 05, 2010, Company Law Board Order dated December 03, 2010 and the Board Resolution passed on December 20, 2010, the Registered Office of the Company has been shifted to below address w.e.f. January 10, 2011. B - 214, Phase II, District Gautam Budh Nagar, Noida - 201 305, Uttar Pradesh, India Also, the existing clause II of Memorandum of Association of the Company has been altered by substituting the following new clause: II The Registered Office of the Company will be situated in the State of Uttar Pradesh.	11-Jan-11
Jubilant Foodworks Limited has informed the Exchange regarding a press release dated February 24, 2011, titled "Jubilant FoodWorks Ltd brings the world's leading baked goods and coffee chain, Dunkin' Donuts, to India".	24-Feb-11
Company has informed of the appointment of Dev Amritesh as President & COO Dunkin Donuts Division	31-Mar-11
Jubilant FoodWorks Ltd has informed the Exchanges that the members of the Company, by way of Postal Ballot, have passed the special resolution relating to alteration in Clause III of Memorandum of Association of the Company containing the Main, Ancillary & Other Object of the Company, with requisite majority.	21-Apr-11
Board of Directors have allotted 134,630 equity shares of face value of Rs. 10/- each, pursuant to exercise of the options by the Employees under ESOP Scheme 2007.	5-Jul-11
Board of Directors of the Company through resolution passed by circulation, has approved the "JFL Employees Stock Option Scheme 2011"	13-Jul-11
Company Informed that Domino's has started online pizza ordering mechanism	25-Aug-11
Company Informed that Dominos has opened an outlet in Colombo	2-Sep-11
Board of Directors have allotted 258,990 equity shares of face value of Rs. 10/- each, pursuant to exercise of the options by the Employees of the Company under ESOP Scheme 2007.	5-Oct-11
Company has granted 2,32,500 options under the JFL Employees Stock Option Scheme, 2011	7-Oct-11
Board of Directors have allotted 124,600 equity shares of face value of Rs. 10/- each, pursuant to exercise of the options by the Employees of the Company under ESOP Scheme 2007.	9-Jan-12
Audit Committee of the Company has been reconstituted by the Board of Directors by way of passing a resolution by circulation	18-Jan-12
Board of Directors have allotted 27,500 equity shares of face value of Rs. 10/- each, pursuant to exercise of the options by the Employees of the Company under ESOP Scheme 2007.	27-Mar-12

Source: Stock exchange Filings - For further information please refer stock exchange websites www.bseindia.com and www.nseindia.com

Note: Further details on the above and a complete list of material information as disclosed by the Company is available on the website of the stock exchanges

Note: The above track record has been updated upto March 31, 2012 since three financial years have elapsed from the date of listing.