



WESTLIFE FOODWORLD LTD.

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CIN No. : L65990MH1982PLC028593
Website: www.westlife.co.in | E-mail id : shatadru@westlife.co.in

Date: 14th May, 2025

To
The BSE Ltd ('the BSE')
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

To
The National Stock Exchange of India Ltd
(‘the NSE’)
Exchange Plaza
Bandra Kurla Complex, Bandra (East)
Mumbai – 400051

**Sub : Compliance with Regulations 30 of the SEBI (LODR) Regulations, 2015;
Submission of Earnings Presentation for the quarter ended 31st March, 2025.**

**Re : Westlife Foodworld Limited (the Company): BSE Scrip Code - 505533 and NSE Scrip
Code – WESTLIFE.**

Dear Sir/Madam,

In compliance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the Earnings Presentation for the quarter ended 31st March, 2025.

You are requested to take the same on record. The same would be available on the Company's website on www.westlife.co.in

Please note that the meeting started at 1:00 p.m. and concluded at 2:20 p.m.

Thanking you,

Yours faithfully,

For Westlife Foodworld Ltd.

Dr Shatadru Sengupta
Company Secretary

Encl : as above

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Westlife Foodworld

Hardcastle Restaurants Pvt. Ltd.

Q4 FY25 Earnings Presentation

May 14, 2025

Safe harbour disclosure

This presentation contains forward-looking statements that represent our beliefs, projections and predictions about future events or our future performance. Forward-looking statements can be identified by terminology such as “may,” “will,” “would,” “could,” “should,” “expect,” “intend,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “continue” or the negative of these terms or other similar expressions or phrases. These forward-looking statements are necessarily subjective and involve known and unknown risks, uncertainties and other important factors that could cause our actual results, performance or achievements or industry results to differ materially from any future results, performance or achievement described in or implied by such statements. The forward-looking statements contained herein include statements about the business prospects of Westlife Foodworld Ltd (‘WFL’), its ability to attract customers, its affordable platform, its expectation for revenue generation and its outlook. These statements are subject to the general risks inherent in WFL’s business. These expectations may or may not be realized. Some of these expectations may be based upon assumptions or judgments that prove to be incorrect. In addition, WFL’s business and operations involve numerous risks and uncertainties, many of which are beyond the control of WFL, which could result in WFL’s expectations not being realized or otherwise materially affecting the financial condition, results of operations and cash flows of WFL. Additional information relating to the uncertainties affecting WFL’s business is contained in its filings with various regulators and the Bombay Stock Exchange (BSE). The forward-looking statements are made only as of the date hereof, and WFL does not undertake any obligation to (and expressly disclaims any obligation to update any forward-looking statements to reflect events or circumstances after the date such statements were made, or to reflect the occurrence of unanticipated events.

Q4 FY25 Highlights

₹ 6.03 bn

7.3% YoY | 0.7% SSSG

1.7% Adj. SSSG *

Sales

₹ 795 mn

3.2% YoY | 13.2% margin

Op. EBITDA

₹ 469 mn

5.8% YoY | 7.8% margin

Cash PAT

₹ 59.3 mn

-5.8% YoY

AUV (TTM)

75%

Apps + SOKs

Digital Sales

+41 mn

LTD | MAU 17% YoY

App Downloads

438

+18 in Q4FY25 | 69 cities

Store Network

5.5% YoY

43% contribution

Off-premise Sales

580-630

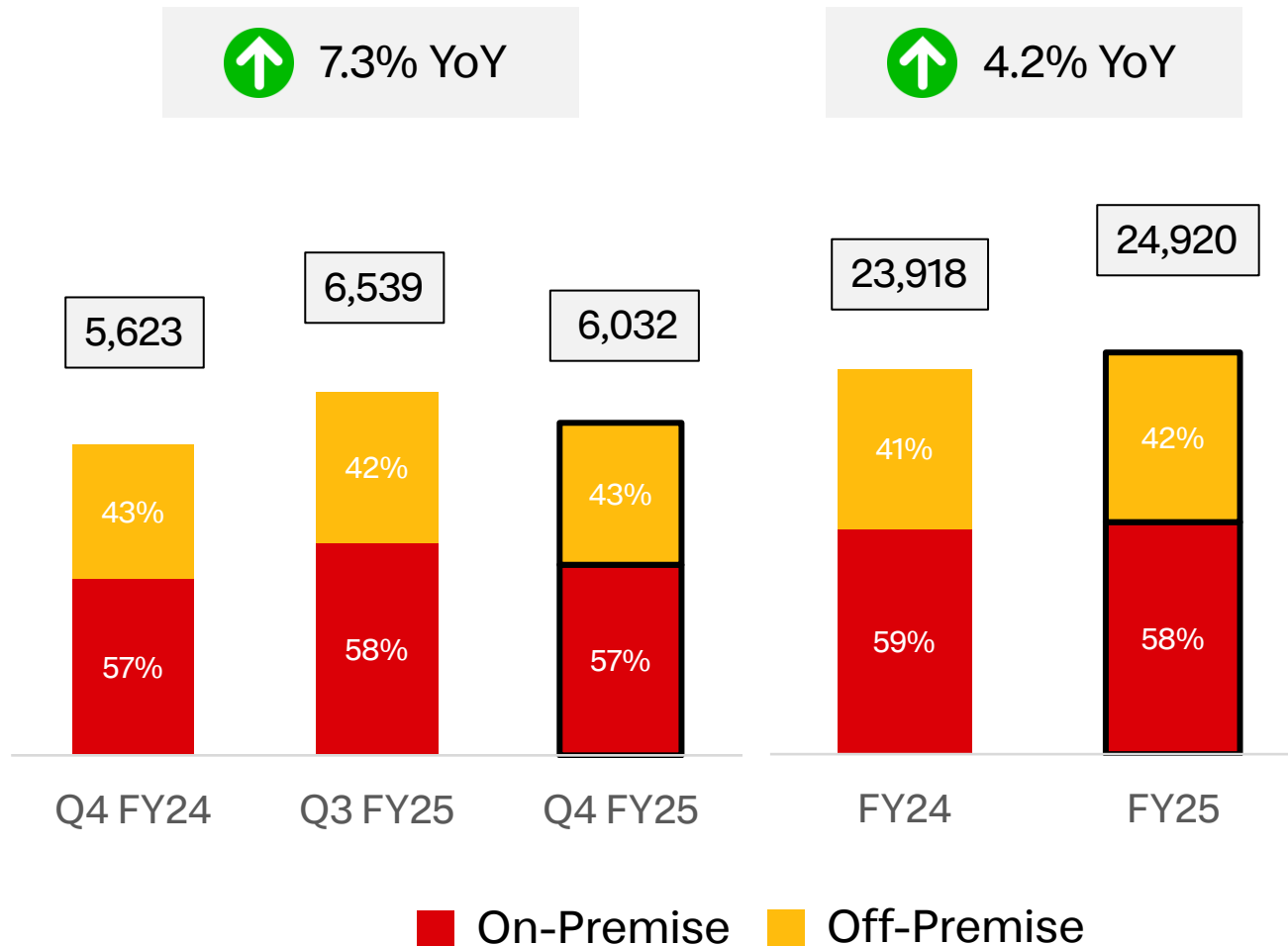
by CY27

New Stores target



Underlying momentum sustains

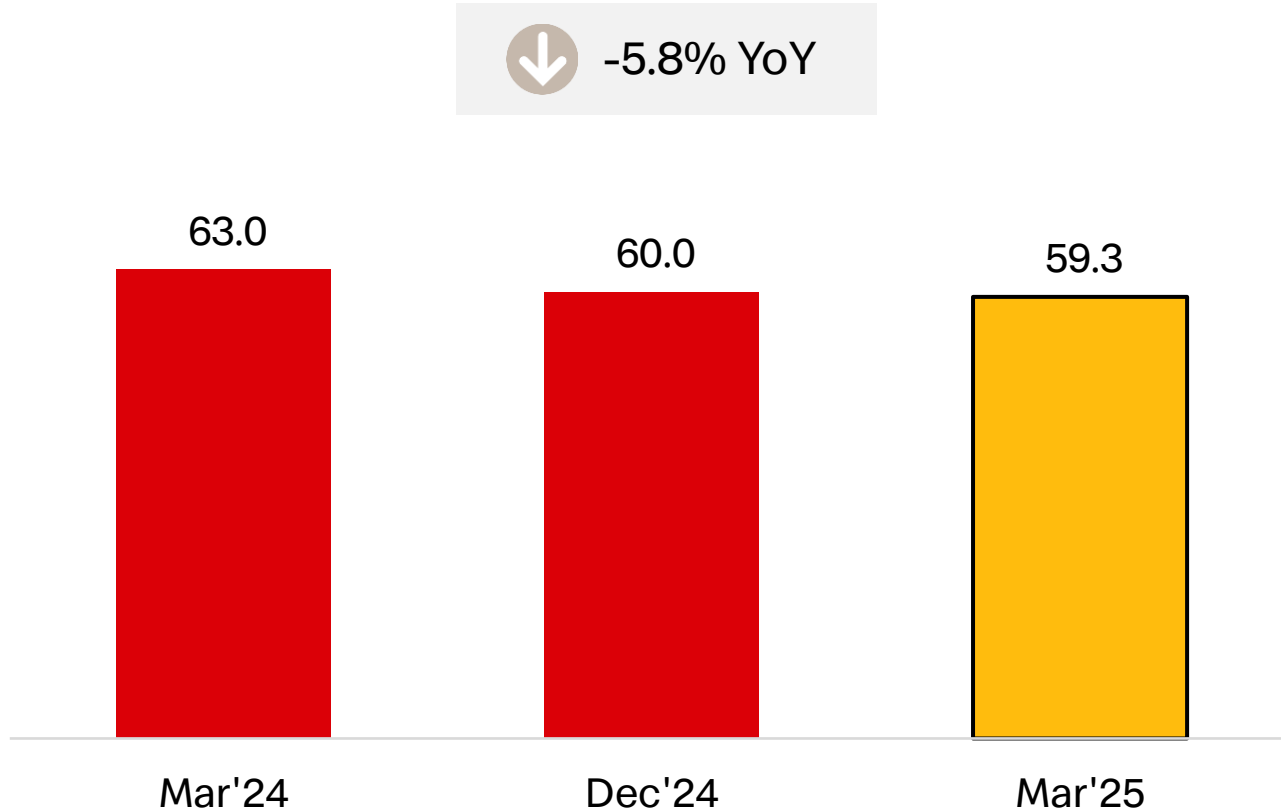
Revenue, INR mn



- Same-Store Sales Growth (SSSG) was 0.7% YoY, underpinned by higher guest count and stable average check. Adjusted SSSG, excluding the leap year impact, was 1.7%
- On-Premise sales grew by 8% YoY, while Off-Premise sales increased by 5% YoY. Off-Premise sales contributed 43% to total sales, consistent with our two-year average.
- While consumption sentiment remained stable, we expect an improvement in eating out activity with easing consumer level inflation and government stimulus.

Core Priorities: Driving Value and Product Innovation

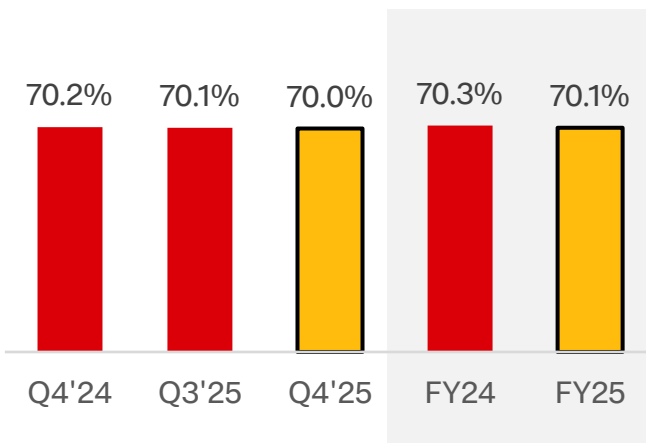
TTM Average Sales Per Store, INR mn



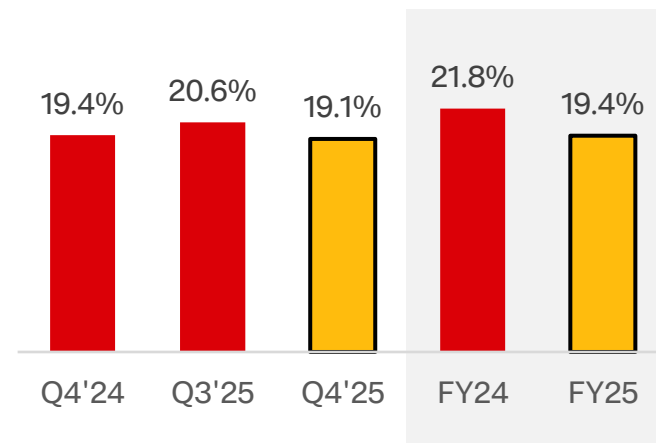
- The McSaver Meals and McSaver+ Combos platform is consistently improving affordability metrics and guest count.
- Drawing inspiration from India's common passion for all things Korean, limited-time Korean Range of Burgers, Sides, and Drinks was launched in March.
- Introduced the MangoBurst range, including the Mango Burst McFlurry™ with OREO®, Mango Burst McSwirl®, and Mango Burst Smoothie.
- Digital Sales* contribution grew by over 500 bps sequentially to +75% driven by our mobile Apps.

Steady op. profitability aided by better cost governance

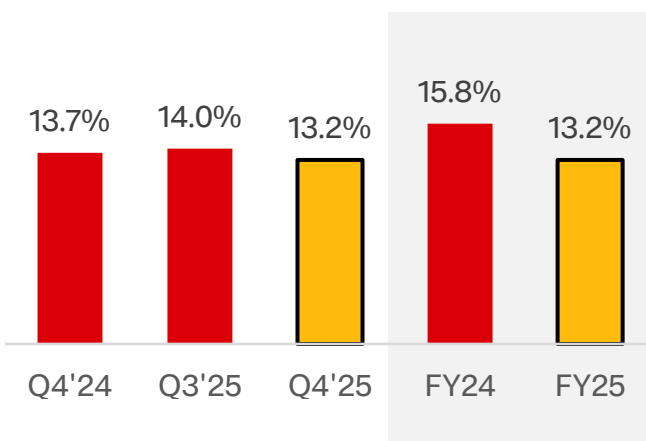
Gross Margin, Percent



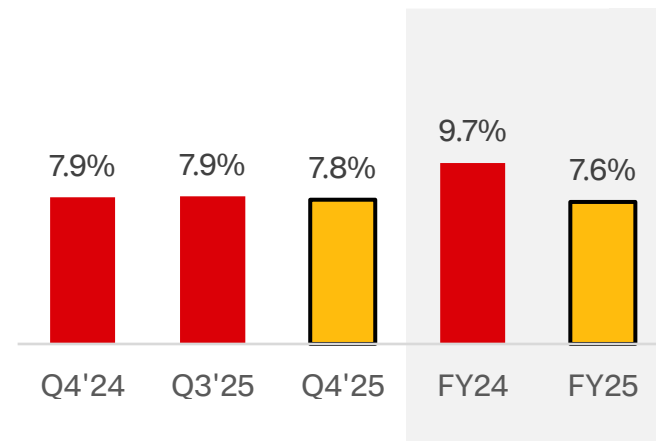
ROM*, Percent



Op. EBITDA Margin, Percent



Cash PAT Margin, Percent



- Gross margin at 70% in Q4 remains broadly stable, aligning with our near-term guidance.
- Restaurant operating margins and Op. EBITDA margin declined by around 30 bps and 50 bps YoY respectively due to operating deleverage, partly offset by targeted cost efficiencies and normalization of marketing spends.
- Profitability expected to improve with higher volumes, targeting 18-20% Op. EBITDA margin by 2027.
- Cash Profit After Tax stood at Rs 469 million, or 7.8% of sales.

A unique business model catering various market segments across dayparts



Three strategic focus areas over the medium term

Modern, relevant & progressive food & food tech company



Meals

Achieve market leadership in core day parts through brand relevance led by menu innovation and marketing



Omni-channel

Integrate various channels and touchpoints to a One McDonald's platform in order to provide consumers a seamless experience



Network expansion

Penetrate unserved geographies and fortify existing markets with renewed aggression

Running great restaurants and brand building

Cost leadership and operating efficiencies

Building **Meals** leadership through Menu relevance & Marketing



Market leaders in snacking



Snacking

EXCLUSIVE

Only WFF player in the segment



Morning




Late night

Market leaders in West

Targeting leadership in South






Meals (Lunch+Dinner)




Commit to the Core


Burgers



Chicken




Coffee




Maximize our Marketing

Family Marketing



Brand Trust



Robust **Omni Channel** model with unified experience

UNIFIED EXPERIENCE



~75%

Digital-led Sales

+41 mn

Cumulative Apps Downloads

+3 mn

Monthly Active Users (MAU)

Aggressive and prudent **Network Expansion**

Presence in **438 restaurants** across **69 cities** (as of March 2025)

Drive-thrus



100 Drive-thrus

(+7 in Q4 FY25; ~23% of restaurants)

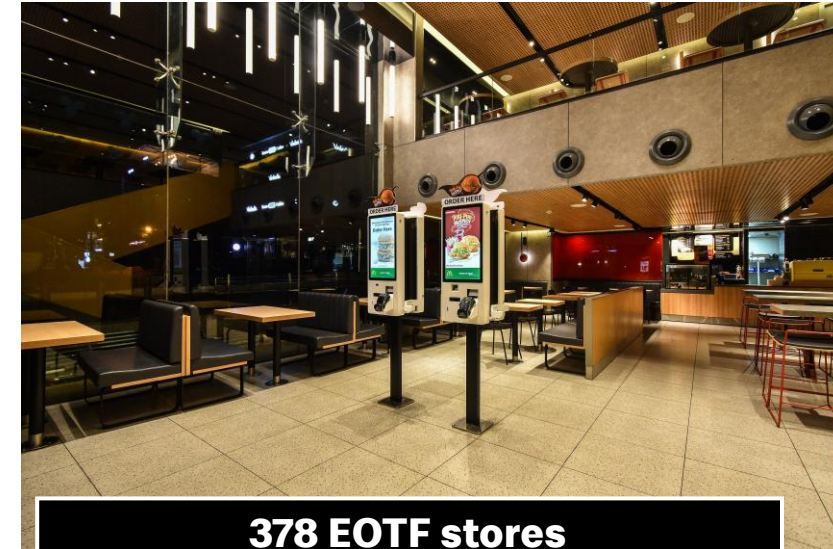
McCafés



418 McCafés

(+17 in Q4 FY25; ~95% of restaurants)

EOTF*



378 EOTF stores

(+35 in Q4 FY25; 99% of restaurants^)

- Added 18 restaurants in Q4 FY25; Closed 1 restaurant
- Opened 47 new restaurants in FY25
- **Targeting 580-630 restaurants by 2027**

The New Korean Range

Shake Shake Bag

Savoury, spicy, sweet

That's the McDonald's

'Make it KOREAN' beat

Sprite
Korean Yuzu-Pop

- Korean Shake Shake Fries
- Korean Chicken Surprise Burger
- Korean McAlloo Tikki Burger
- Korean McSpicy Chicken Burger
- Korean McSpicy Paneer Burger
- Korean Yuzu-Pop

MangoBurst launch

NEW
MangoBurst McSwirl

NEW
MangoBurst Smoothie

NEW
MangoBurst McFlurry™ with Oreo®

MANGO BURST

LIMITED TIME ONLY

Starting at
₹45

McCafé

McFlurry™
OREO

McDonald's

The above mentioned products are mango-flavoured. They contain permitted flavour and natural colour. They contain no fruit. Images are representational. All prices inclusive of taxes, Cess to be charged in addition where applicable. The above offer is available only in select McDonald's stores in West & South India till stocks last. For details, refer to our website www.mcdonaldsindia.com. Terms & Conditions apply. © 2025 McDonald's®.

S&P Corporate Sustainability Assessment

✓ **Scored 59 vs global industry average of 19** in the prestigious S&P Global Corporate Sustainability Assessment (CSA).

✓ **Leader in Indian Restaurants & Leisure Facilities** sector.

✓ **Ranked 5th position globally** in the Restaurants & Leisure Facilities sector.

Note: Companies with high sustainability scores from the annual S&P Global Corporate Sustainability Assessment (CSA) in each industry are selected for inclusion in the Dow Jones Sustainability Index family.

S&P Global ESG Score

59/100

Data Availability: ■ Very High

Last updated: March 05, 2025

Updated annually or in response to major developments

Score breakdown

■ ESG Score ■ Industry ESG Score Average

Environmental



Social



Governance & Economic



[Link](#)

Financials

Particulars (INR Mn, Post INDAS 116)	Q4FY25	%	Q4FY24	%	Q3FY25	%
Sales	6,032.4	100.0%	5,622.8	100.0%	6,539.0	100.0%
YoY Sales Growth %	7.3%		1.1%		8.9%	
Food & paper	1,810.0	30.0%	1,677.5	29.8%	1,956.2	29.9%
Gross Profit	4,222.4	70.0%	3,945.3	70.2%	4,582.8	70.1%
Payroll & Benefits	632.6	10.5%	639.1	11.4%	655.4	10.0%
Royalty	334.8	5.6%	287.2	5.1%	236.0	3.6%
Other Operating Expenses	2,101.6	34.8%	1,926.5	34.3%	2,345.5	35.9%
Restaurant Operating Margin (ROM)	1,153.5	19.1%	1,092.5	19.4%	1,346.0	20.6%
General & Admin Expense	358.5	5.9%	321.8	5.7%	430.2	6.6%
Op. EBITDA	795.0	13.2%	770.6	13.7%	915.8	14.0%
YoY EBITDA Growth %	3.2%		-16.2%		-4.6%	
Depreciation	528.4	8.8%	499.4	8.9%	516.7	7.9%
Other (Income) / Expense, net	(97.0)	-1.6%	(34.9)	-0.6%	(27.2)	-0.4%
Financial Expense	328.4	5.4%	282.7	5.0%	329.5	5.0%
Extraordinary Expenses*	22.0	0.4%	3.8	0.1%	31.8	0.5%
PBT	13.2	0.2%	19.6	0.3%	65.1	1.0%
Tax	(1.9)	0.0%	11.9	0.2%	(5.3)	-0.1%
PAT	15.1	0.3%	7.7	0.1%	70.5	1.1%
PAT (pre-IND AS 116)	78.9	1.3%	98.7	1.8%	155.3	2.4%
Cash Profit After Tax	469.4	7.8%	443.5	7.9%	519.6	7.9%
SSSG (%)	0.7%		-5.0%		2.8%	
New stores opening	18		17		15	

FY25	%	FY24	%
24,919.9	100.0%	23,918.1	100.0%
4.2%		5.0%	
7,452.8	29.9%	7,106.9	29.7%
17,467.1	70.1%	16,811.2	70.3%
2,581.5	10.4%	2,322.9	9.7%
1,269.9	5.1%	1,164.2	4.9%
8,789.7	35.3%	8,108.1	33.9%
4,826.0	19.4%	5,216.0	21.8%
1,524.8	6.1%	1,435.5	6.0%
3,301.2	13.2%	3,780.4	15.8%
-12.7%		-3.8%	
2,041.0	8.2%	1,822.2	7.6%
(234.9)	-0.9%	(162.4)	-0.7%
1,272.6	5.1%	1,098.7	4.6%
91.9	0.4%	63.5	0.3%
130.6	0.5%	958.4	4.0%
9.0	0.0%	266.3	1.1%
121.6	0.5%	692.1	2.9%
461.6	1.9%	1,038.3	4.3%
1,905.2	7.6%	2,328.3	9.7%
-2.9%		-1.5%	
47		41	

Note: 1) Op. EBITDA excludes all non-operating income & expenses related to finance and investment activities. **2)** * Extraordinary Expenses includes one-time expenses on account of assets written-off pertaining to restaurants relocation/closure and a one-time ESOP charge

P&L reconciliation

Particulars (INR mn)	(A) Q4 FY25 (Adjusted)	(B) Ind AS 116 Changes^	(C) Q4 FY25 (Reported)	(D) Q4 FY24 (Adjusted)	(E) Ind AS 116 Changes^	(F) Q4 FY24 (Reported)	(A over D) YoY Growth (Adjusted)
Revenue	6,032.4	-	6,032.4	5,622.8	-	5,622.8	7.3%
Occupancy and other operating expenses	2,434.2	-332.7	2,101.6	2,209.9	-283.5	1,926.5	10.1%
Restaurant Operating Profit	820.8	332.7	1,153.5	809.0	283.5	1,092.5	1.5%
Restaurant Operating Margin	13.6%		19.1%	14.4%		19.4%	
General and Administration Expenses	358.5	-	358.5	321.8	-	321.8	11.4%
Operating EBITDA	462.3	332.7	795.0	487.2	283.5	770.6	-5.1%
Operating EBITDA margin	7.7%		13.2%	8.7%		13.7%	
Other Income	-90.3	-6.7	-97.0	-27.9	-7.0	-34.9	223.7%
Finance costs	56.9	271.5	328.4	49.5	233.3	282.7	15.0%
Depreciation and amortisation expense	334.1	194.3	528.4	330.5	168.9	499.4	1.1%
Profit/(Loss) before tax and exceptional items	161.7	-126.5	35.2	135.1	-111.7	23.4	19.7%
Extraordinary Items*	22.0	-	22.0	3.8	-	3.8	474.5%
Profit/(Loss) before tax	139.7	-126.5	13.2	131.3	-111.7	19.6	6.4%
Tax	60.8	-62.6	-1.9	32.5	-20.6	11.9	87.0%
Profit/(Loss) after tax	78.9	-63.8	15.1	98.7	-91.1	7.6	-20.1%
PAT Margin	1.3%		0.3%	1.8%		0.1%	

Note: 1) ^adjustments arising out of Ind AS 116. **2)** * Extraordinary Expenses includes one-time expenses on account of assets written-off pertaining to restaurants relocation/closure

Vision 2027

01

Meals Strategy

Achieve market leadership in core day parts through brand relevance led by menu innovation and marketing

02

Omnichannel Strategy

Integrate various channels and touchpoints to a One McDonald's platform in order to provide consumers a seamless experience

03

Faster than ever Network Expansion

Penetrate unserved geographies and fortify existing markets with renewed aggression

04

Lead with performance

Targeting superior business performance and operating efficiency through execution excellence



Building a
Bigger | Better | Bolder
McDonald's Together





Westlife Foodworld Limited



Q4 FY25 Earnings Call Invite

Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533) will announce its results for the fourth quarter that ended March 31, 2025, on May 14, 2025. Following the announcement, the management team will host a conference call for investors and analysts on **May 14, 2025, at 4:00 pm IST**. The call will commence with a brief discussion on the previous quarter's performance followed by an interactive question and answer session. Call details are below:

Date	May 14, 2025
Time	India: 4:00 pm IST Hong Kong/ Singapore: 6:30 pm HKT/ SGT New York, USA: 6:30 am EDT UK: 11:30 am BST
Duration	60 minutes
Universal Dial In	+91 22 6280 1261 +91 22 7115 8162
International Toll Free	Hong Kong: 800 964 448 Singapore: 80 0101 2045 UK: 080 8101 1573 USA: 186 6746 2133
DiamondPass™	Link (No Wait Time)

Note: Please dial in at least 10 minutes prior to the scheduled time to ensure that you are connected on time. Audio and transcripts will be available within five working days after the call on the Investors page of the company website.

For further information, please contact: Chintan Jajal | investor.relations@mcdonaldsindia.com

Formerly Westlife Development Limited

A large, thick yellow smiley face graphic that frames the "Thank you" text.

Thank you

IR Contact

For additional information:

Chintan Jajal | Investor Relations

investor.relations@mcdonaldsindia.com