

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



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

₹ 59.3 mn

-5.8% YoY

AUV (TTM)

438

+18 in Q4FY25 | 69 cities

Store Network

₹ 795 mn

3.2% YoY | 13.2% margin

Op. EBITDA

75%

Apps + SOKs

Digital Sales

5.5% YoY

43% contribution

Off-premise Sales

₹ 469 mn

5.8% YoY | 7.8% margin

Cash PAT

+41 mn

LTD | MAU 17% YoY

App Downloads

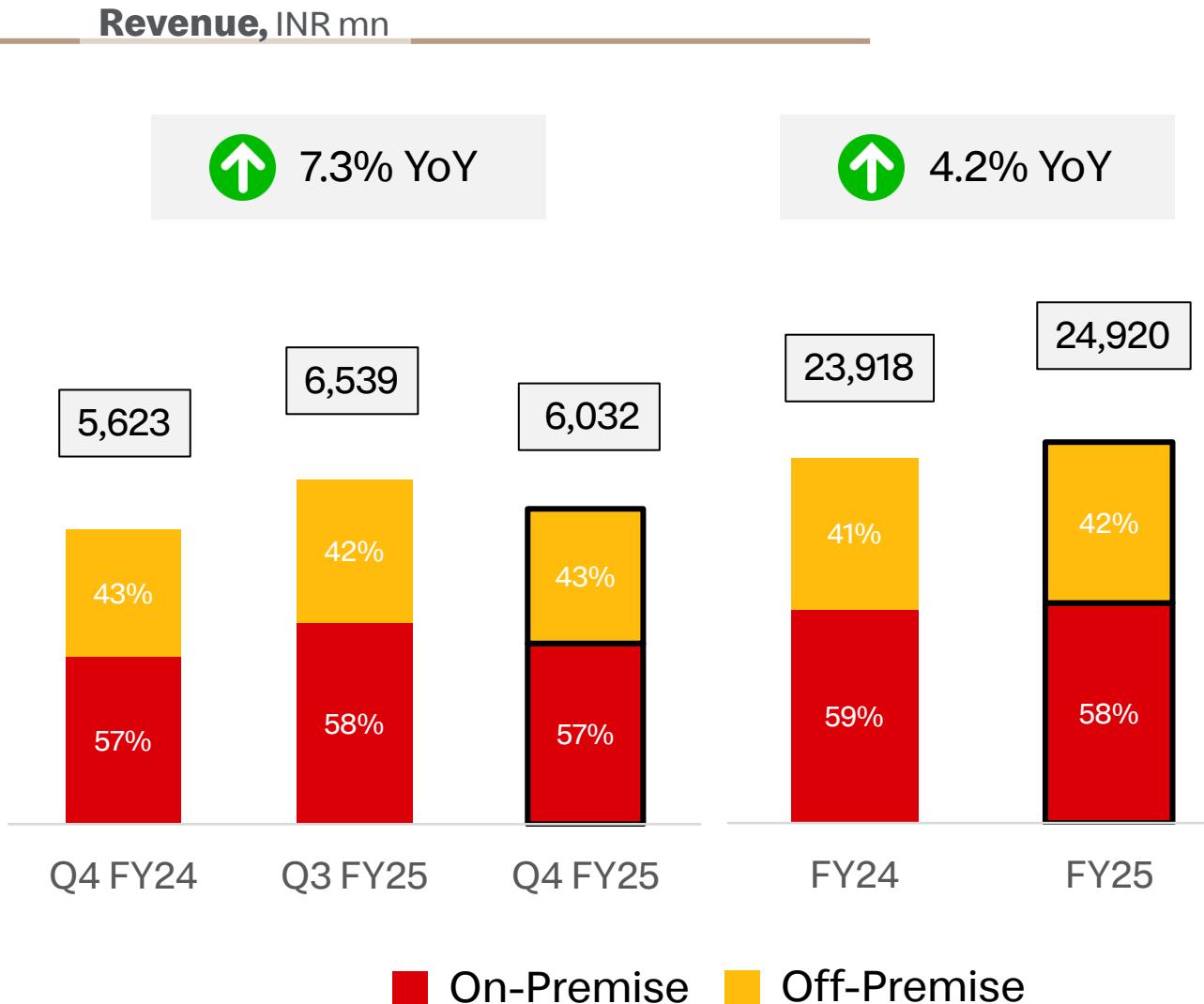
580-630

by CY27

New Stores target



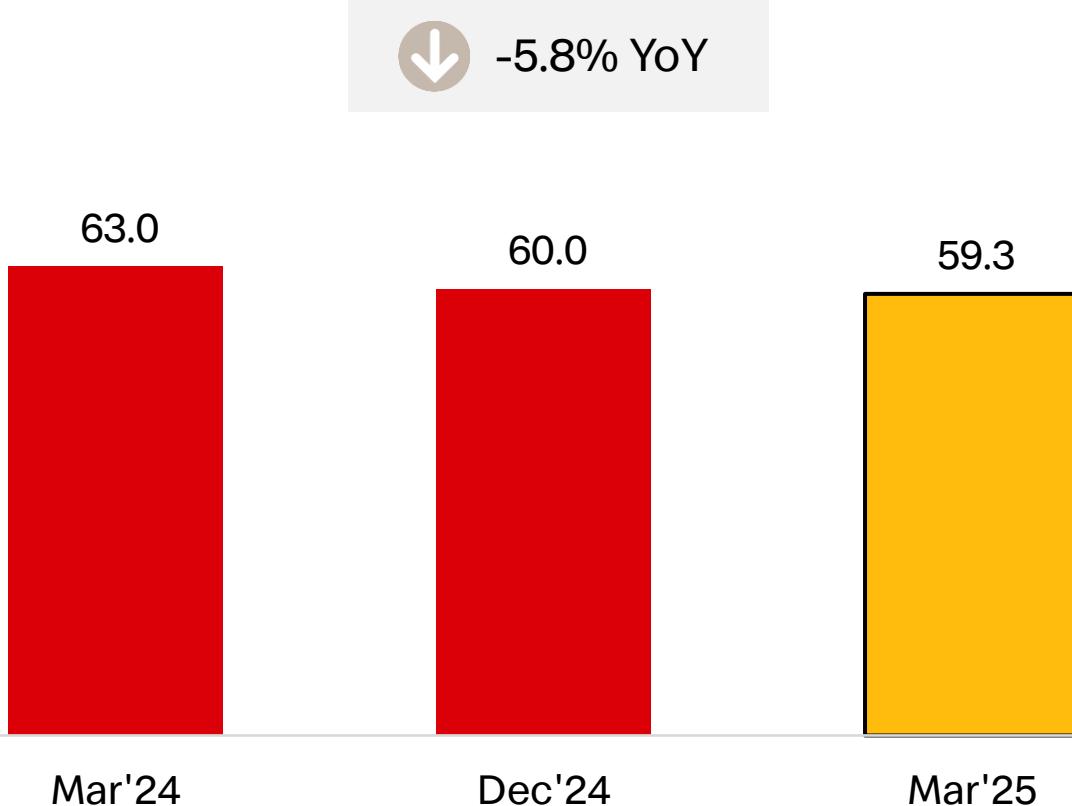
Underlying momentum sustains



- 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

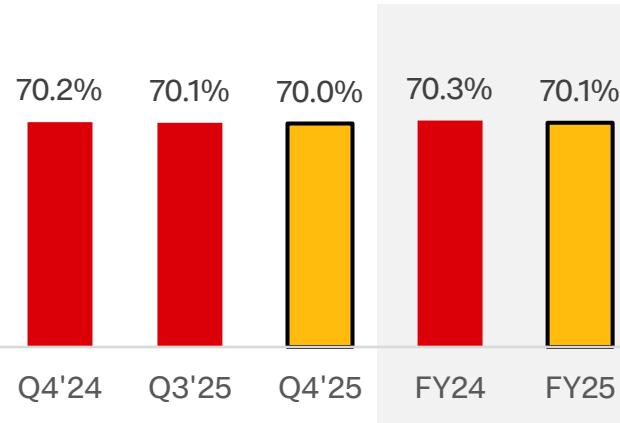
TTM Average Sales Per Store, INR mn



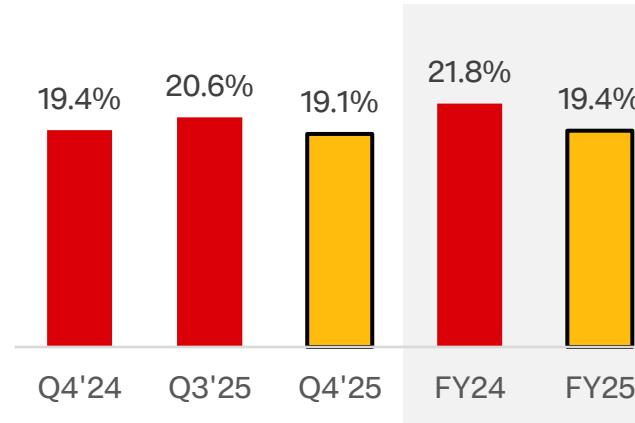
- The McSaver Meals and McSaver+ Combos platform is consistently improving affordability metrics and guest count.
- Drawing inspiration from India's common passion for all things Korean, limited-time Korean Range of Burgers, Sides, and Drinks was launched in March.
- Introduced the MangoBurst range, 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

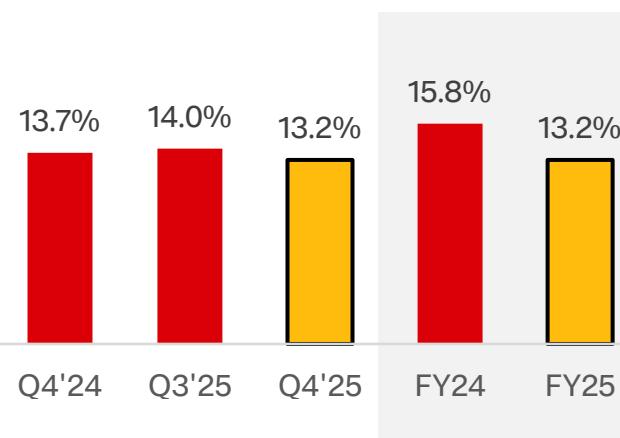
Gross Margin, Percent



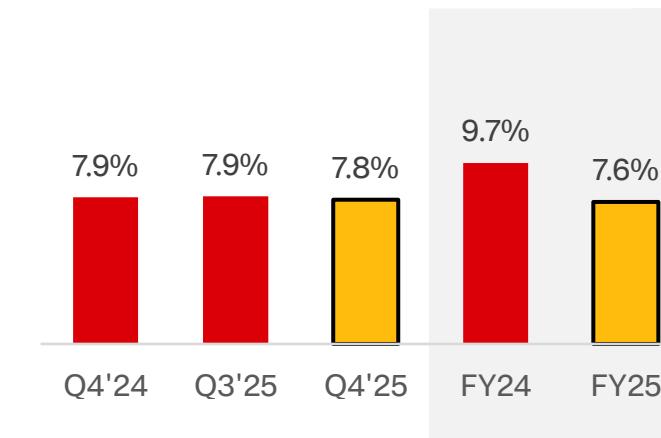
ROM*, Percent



Op. EBITDA Margin, Percent



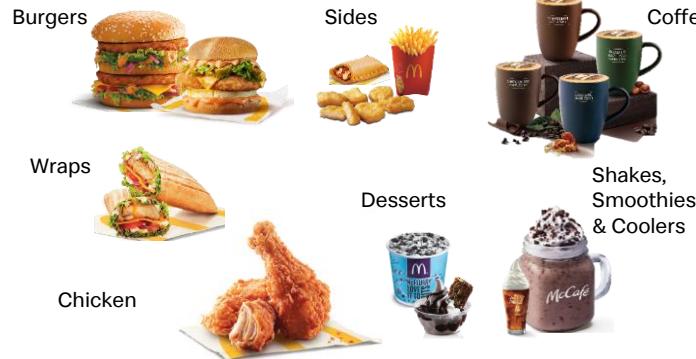
Cash PAT Margin, Percent



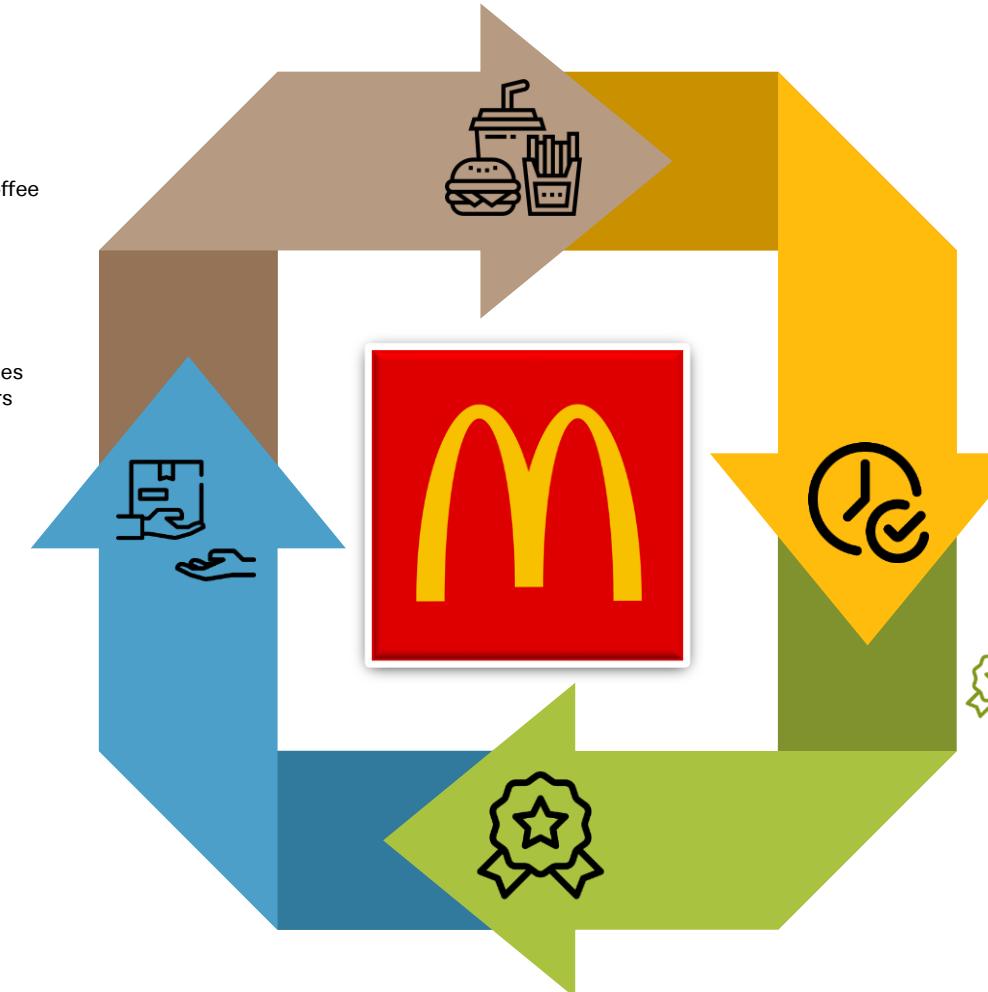
- Gross margin at 70% in Q4 remains broadly stable, aligning with our near-term guidance.
- Restaurant operating margins and Op. EBITDA margin declined by around 30 bps and 50 bps YoY respectively due to operating deleverage, partly offset by targeted cost efficiencies and normalization of marketing 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

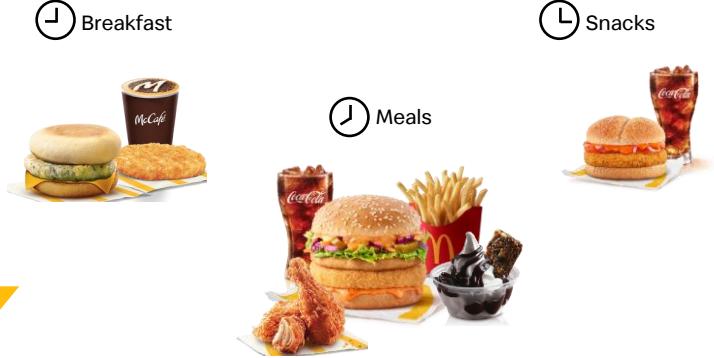
Multi-Category



Multi-Channel



Multi-Daypart



Multi Brand Extensions



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

Only WFF player in the segment




EXCLUSIVE

1

Meals (Lunch+Dinner)

Market leaders in West
Targeting leadership in South




1

Commit to the Core

Burgers



Indulge in the cheesy, spicy, deliciousness.
Try the new
M Gourmet Burger
Chef's Special Gourmet Burgers

Chicken



McSpicy
Fried Chicken
Chicken that is spicy to the last bite.

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

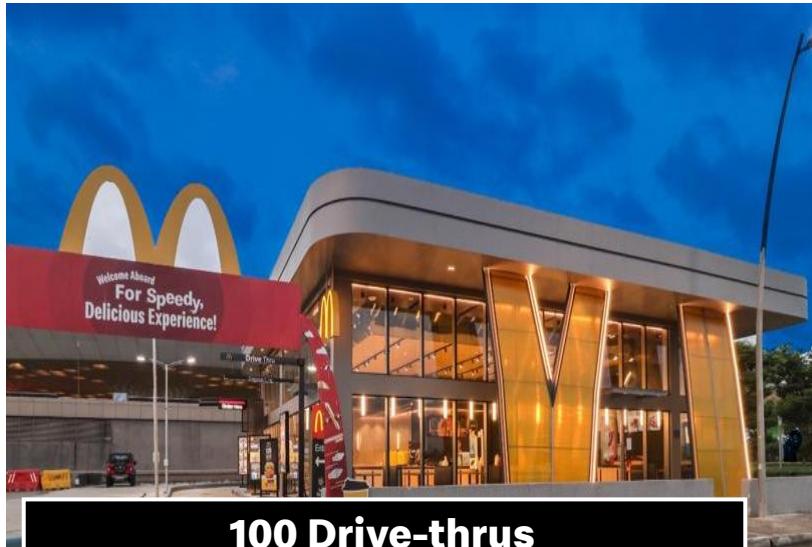
+3 mn

Monthly Active Users (MAU)

Aggressive and prudent Network Expansion

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

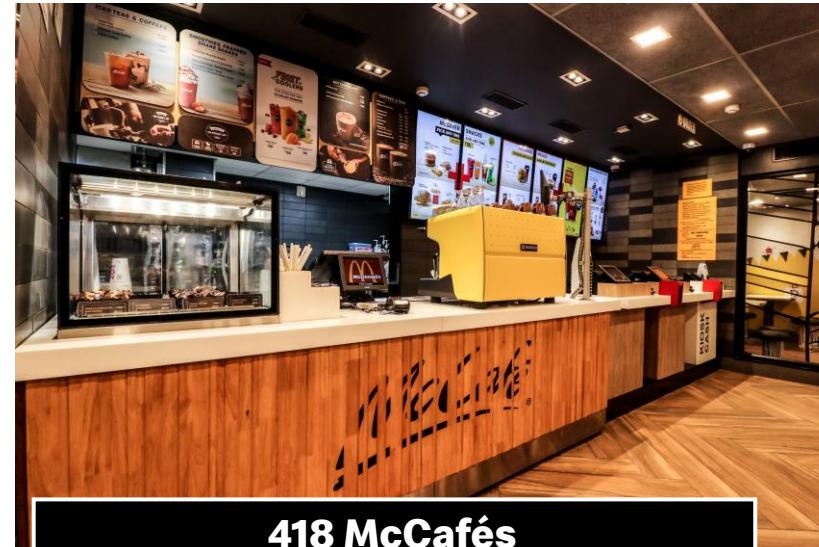
Drive-thrus



100 Drive-thrus

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

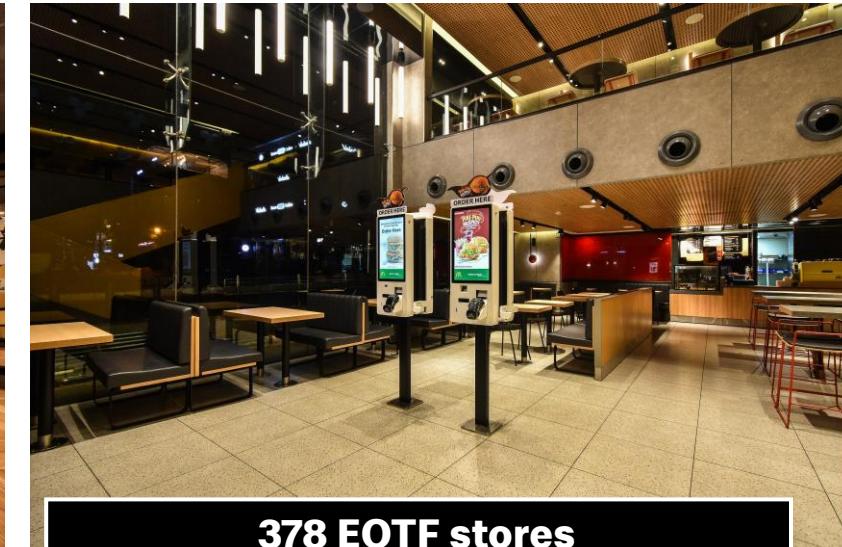
McCafés



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



McDonald's | westlife Foodworld

Savoury, spicy, sweet
That's the McDonald's

'Make it Korean' beat

Korean Shake Shake Fries

Korean Chicken Surprise Burger

Korean McAloo Tikki Burger

Korean McSpicy Chicken Burger

Korean McSpicy Paneer Burger

Korean Yuzu-Pop

Shake Shake Bag

SPICY SPICY SPICY

Sprite Y Korean Yuzu-Pop

12

The image features a red background with a traditional Korean geometric pattern. In the center, there are four Korean-themed burgers: Korean Chicken Surprise, McAloo Tikki, McSpicy Chicken, and McSpicy Paneer. To the left is a red Shake Shake Fries container and a small bowl of Korean red pepper powder. To the right is a glass of Korean Yuzu-Pop. The McDonald's logo and a small Korean character icon are in the top left, and the Westlife Foodworld logo is in the top right. Text overlays include 'Savoury, spicy, sweet', 'That's the McDonald's', and the slogan 'Make it Korean' beat. A 'SPICY SPICY SPICY' graphic is also present.

MangoBurst launch

NEW

NEW MangoBurst McSwirl

NEW MangoBurst Smoothie

NEW MangoBurst McFlurry™ with Oreo®

MANGO BURST

LIMITED TIME ONLY

Starting at **₹45**

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

CSA Score 38 | ESG Score 39 | Industry Average 23

Social

CSA Score 60 | ESG Score 63 | Industry Average 21

Governance & Economic

CSA Score 70 | ESG Score 70 | Industry Average 28

[Link](#)

Financials

Particulars (INR Mn, Post INDAS 116)	Q4FY25	%	Q4FY24	%	Q3FY25	%	FY25	%	FY24	%
Sales	6,032.4	100.0%	5,622.8	100.0%	6,539.0	100.0%	24,919.9	100.0%	23,918.1	100.0%
YoY Sales Growth %	7.3%		1.1%		8.9%		4.2%		5.0%	
Food & paper	1,810.0	30.0%	1,677.5	29.8%	1,956.2	29.9%	7,452.8	29.9%	7,106.9	29.7%
Gross Profit	4,222.4	70.0%	3,945.3	70.2%	4,582.8	70.1%	17,467.1	70.1%	16,811.2	70.3%
Payroll & Benefits	632.6	10.5%	639.1	11.4%	655.4	10.0%	2,581.5	10.4%	2,322.9	9.7%
Royalty	334.8	5.6%	287.2	5.1%	236.0	3.6%	1,269.9	5.1%	1,164.2	4.9%
Other Operating Expenses	2,101.6	34.8%	1,926.5	34.3%	2,345.5	35.9%	8,789.7	35.3%	8,108.1	33.9%
Restaurant Operating Margin (ROM)	1,153.5	19.1%	1,092.5	19.4%	1,346.0	20.6%	4,826.0	19.4%	5,216.0	21.8%
General & Admin Expense	358.5	5.9%	321.8	5.7%	430.2	6.6%	1,524.8	6.1%	1,435.5	6.0%
Op. EBITDA	795.0	13.2%	770.6	13.7%	915.8	14.0%	3,301.2	13.2%	3,780.4	15.8%
YoY EBITDA Growth %	3.2%		-16.2%		-4.6%		-12.7%		-3.8%	
Depreciation	528.4	8.8%	499.4	8.9%	516.7	7.9%	2,041.0	8.2%	1,822.2	7.6%
Other (Income) / Expense, net	(97.0)	-1.6%	(34.9)	-0.6%	(27.2)	-0.4%	(234.9)	-0.9%	(162.4)	-0.7%
Financial Expense	328.4	5.4%	282.7	5.0%	329.5	5.0%	1,272.6	5.1%	1,098.7	4.6%
Extraordinary Expenses*	22.0	0.4%	3.8	0.1%	31.8	0.5%	91.9	0.4%	63.5	0.3%
PBT	13.2	0.2%	19.6	0.3%	65.1	1.0%	130.6	0.5%	958.4	4.0%
Tax	(1.9)	0.0%	11.9	0.2%	(5.3)	-0.1%	9.0	0.0%	266.3	1.1%
PAT	15.1	0.3%	7.7	0.1%	70.5	1.1%	121.6	0.5%	692.1	2.9%
PAT (pre-IND AS 116)	78.9	1.3%	98.7	1.8%	155.3	2.4%	461.6	1.9%	1,038.3	4.3%
Cash Profit After Tax	469.4	7.8%	443.5	7.9%	519.6	7.9%	1,905.2	7.6%	2,328.3	9.7%
SSSG (%)	0.7%		-5.0%		2.8%		-2.9%		-1.5%	
New stores opening	18		17		15		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

02

03

04

Meals Strategy

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

Omnichannel Strategy

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

Faster than ever Network Expansion

Penetrate unserved geographies and fortify existing markets with renewed aggression

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



IR Contact

For additional information:

Chintan Jajal | Investor Relations

investor.relations@mcdonaldsindia.com