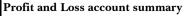
## Westlife Development Limited



(consolidated figures)



(As per Indian GAAP)

					In ₹ million
	Quarter ended		Growth % in Q4 FY17	Quarter ended	Growth % in O4 FY17
Particulars	Mar 31, 2017	Mar 31, 2016	over O4 FY16	Dec 31, 2016	over O3 FY17
REVENUES					
Sales	2,230.7	2.075.4		2.380.4	
Other Operating Income	16.2	47.7		37.1	
Other Trading Revenues	2.0	3.1		_	
TOTAL REVENUES	2,248.9	2,126.2	5.8%	2,417.5	-7.0%
OPERATING COSTS AND EXPENSES					
Store Operating Cost and Expense					
Food & Paper	869.6	831.6		957.1	
Payroll and Employee Benefits	290.1	241.4		278.5	
Royalty	88.8	83.9		94.7	
Occupancy and Other Operating Expenses	766.6	693.1		796.3	
Total	2,015.1	1,850.0		2,126.6	
RESTAURANT OPERATING MARGIN (RoM)	233.8	276.2	-15.4%	290.9	-19.6%
RoM (% of Total Revenues)	10.4%	13.0%		12.0%	
General & Administrative Expense	118.4	154.6		150.3	
Other Trading Operating Cost and Expenses	1.9	3.1		-	
OPERATING EARNINGS BEFORE INTEREST,	113.5	118.5	-4.3%	140.6	-19.3%
TAX AND DEPRECIATION (EBITDA)					
<b>Operating EBITDA (% of Total Revenues)</b>	5.0%	5.6%		5.8%	
Other (Income) / Expense, net	(60.3)	(8.8)		(43.2)	
Extraordinary Expenses <sup>*</sup>	16.3	3.8		-	
Depreciation	162.2	150.2		160.2	
Financial Expense (Interest & Bank Charges), net	36.8	36.7		40.7	
PROFIT/(LOSS) BEFORE TAX (PBT)	(41.5)	(63.4)		(17.1)	
PBT (% of Total Income)	-1.8%	-3.0%		-0.7%	
Taxes	-	1.9		-	
PROFIT/(LOSS) AFTER TAX (PAT)	(41.5)	(65.3)		(17.1)	
PAT (% of Total Income)	-1.8%	-3.1%		-0.7%	
Cash Profit (INR million)	139.8	89.9		148.4	
New Restaurants Opened	159.8	13		148.4	
Comparable Sales %	1.0%	8.4%		5.1%	

\* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure

## Westlife Development Limited



## Profit and Loss account summary

(Consolidated numbers)

Comparable Sales %

(As per Indian GAAP)

In ₹ million

			III C IIIIII01
D ( 1	Year e	Growth	
Particulars	Mar	Mar	(%)
	31, 2017	31, 2016 <sup>#</sup>	
REVENUES			
Sales	9,186.7	8,234.4	
Other Operating Income	119.2	96.8	
Other Trading Revenues	2.0	3.1	
TOTAL REVENUES	9,307.9	8,334.3	11.79
OPERATING COSTS AND EXPENSES			
Store Operating Cost and Expense			
Food & Paper	3,661.1	3,329.9	
Payroll and Employee Benefits	1,089.5	912.8	
Royalty	365.4	289.5	
Occupancy and Other Operating Expenses	3,169.7	2,807.6	
Total	8,285.7	7,339.8	
RESTAURANT OPERATING MARGIN (RoM)	1,022.2	994.5	2.8%
RoM (% of Total Revenues)	11.0%	11.9%	
General & Administrative Expense	525.2	503.7	
Other Trading Operating Cost and Expenses	2.0	3.1	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	495.0	487.7	1.5%
Operating EBITDA (% of Total Revenues)	5.3%	5.9%	
Other Operating (Income) / Expense, net	(200.1)	(84.7)	
Extraordinary Expenses <sup>*</sup>	25.3	49.1	
Depreciation	637.2	576.5	
Financial Expense (Interest & Bank Charges), net	153.8	149.9	
PROFIT/(LOSS) BEFORE TAX (PBT)	(121.2)	(203.1)	
PBT (% of Total Revenues)	-1.3%	-2.4%	
Taxes	-	2.6	
PROFIT/(LOSS) AFTER TAX (PAT)	(121.2)	(205.7)	
PAT (% of Total Revenues)	-1.3%	-2.5%	
New Restaurants Opened	25	30	

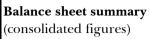
\* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure and re-build

# Excludes recognition of additional credit in respect of indirect taxes paid on inputs up to March 31, 2015, recognized in Q2 FY16

4.0%

1.8%

## Westlife Development Limited





(As per Indian GAAP)

In ₹ million

	As on		
Particulars	Mar	Mar	
	31, 2017	31, 2016	
EQUITY AND LIABILITIES			
Shareholder's funds			
Share capital	311.1	311.1	
Reserve and surplus	4,964.1	5,069.5	
	5,275.2	5,380.6	
Share application money pending allotment	-	0.4	
Non-current liabilities			
Long-term borrowings	-	75.0	
	-	75.0	
Current liabilities			
Short-term borrowings	1,829.0	1,232.5	
Trade payables	783.2	677.4	
Other current liabilities	847.0	939.2	
Short-term provisions	68.5	73.3	
	3,527.7	2,922.4	
	8,802.9	8,378.4	
ASSETS			
Non-current assets			
Fixed assets	5,479.0	5,208.9	
Non-current investments	596.0	250.0	
Loans and advances	947.6	878.0	
Other non-current assets	0.8	0.1	
	7,023.4	6,337.0	
Current Assets			
Current investments	1,104.2	1,311.5	
Inventories	302.4	278.2	
Trade receivables	49.2	42.0	
Cash and bank balances	70.6	69.5	
Loans and advances	199.9	329.0	
Other current assets	53.2	11.2	
	1,779.5	2,041.4	
	8,802.9	8,378.4	