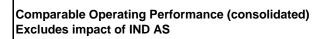
Westlife Development Limited





(As per Indian GAAP)

In ₹ million

Particulars	Quarter ended		Growth % in Q1 FY20 over	Quarter ended	Growth % in Q1 FY20 over
	June 30, 2019	June 30, 2018	Q1 FY19	Mar 31, 2019	Q4 FY19
REVENUES					
Sales	3,802.6	3,405.2		3,336.4	
Other Operating Income	16.0	11.6		55.3	
Other Trading Revenues	10.0	-		-	
TOTAL REVENUES	3,818.6	3,416.8	11.8%	3,391.7	12.6%
OPERATING COSTS AND EXPENSES					
Store Operating Cost and Expense					
Food & Paper	1,361.7	1,228.8		1,216.9	
Payroll and Employee Benefits	391.5	341.3		377.7	
Royalty	174.9	157.6		153.8	
Occupancy and Other Operating Expenses	1,375.2	1,157.5		1,174.1	
Total	3,303.2	2,885.2	1	2,922.5	1
RESTAURANT OPERATING MARGIN (RoM)	515.3	531.6	-3.1%	469.2	9.8%
RoM (% of Total Revenues)	13.5%	15.6%		13.8%	
General & Administrative Expense	188.1	177.3		197.3	
Other Trading Operating Cost and Expenses	-	-		-	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	327.2	354.3	-7.7%	271.9	20.3%
Operating EBITDA (% of Total Revenues)	8.6%	10.4%		8.0%	
Other (Income) / Expense, net	(23.7)	(7.4)		(72.2)	
Extraordinary Expenses*	15.5	14.0		24.2	
Depreciation	208.8	186.4		210.0	
Financial Expense (Interest & Bank Charges), net	46.0	40.3		49.2	
PROFIT/(LOSS) BEFORE TAX (PBT)	80.6	121.1		60.7	32.8%
PBT (% of Total Income)	2.1%	3.5%		1.8%	
Deferred Tax	-	-		(16.90)	
Income Tax	22.9	4.7		6.2	
PROFIT/(LOSS) AFTER TAX (PAT)	57.7	116.3		71.4	-19.2%
PAT (% of Total Income)	1.5%	3.4%		2.1%	
Cash Profit (INR million)	282.1	317.3		297.7	
New Restaurants Opened	4	4		8	
Comparable Sales %	6.7%	24.1%		5.6%	

Note:

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