



WESTLIFE FOODWORLD LTD.

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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 Press Release 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 Press Release 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 announces financial results for Q4 FY25

The company demonstrated resilient performance with 7.3% revenue growth and enhanced operational efficiencies

Q4 FY25 Highlights:

- Revenue grew by 7.3% YoY to Rs. 6.03 billion
- Same Store Sales Growth (SSSG) at 0.7%; adjusted SSSG, excluding the leap year impact, was 1.7%
- Operating EBITDA increased by 3.2% YoY to Rs. 795 million with margins at 13.2%
- Digital sales contribution rose to 75% of total sales
- Added 18 new restaurants in Q4, bringing the total restaurant count to 438 across 69 cities

Mumbai – May 14, 2025: Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533), which operates McDonald's restaurants in West and South India, announced its financial results for the fourth quarter ended March 31, 2025.

Westlife Foodworld delivered a resilient performance in Q4 FY25 with revenue growth of 7.3% YoY, reaching Rs. 6.03 billion. The company achieved a Same Store Sales Growth (SSSG) of 0.7%, underpinned by steady guest count. The adjusted SSSG, excluding the leap year impact, was 1.7%. Operating EBITDA increased by 3.2% YoY to Rs. 795 million, with margins at 13.2%.

The fourth quarter saw Westlife Foodworld maintain a stable gross margin of approximately 70%. Restaurant operating margins and Op. EBITDA margin declined by around 30 bps and 50 bps YoY, respectively, due to operating deleverage, partially offset by targeted cost efficiencies and normalization of marketing spends. Cash PAT stood at Rs. 469 million, representing 7.8% of sales. The company remains focused on reaching its target of 18-20% Operating EBITDA margin by 2027 through enhanced customer experience and operational efficiencies.

On-premise sales grew by 8% YoY, while off-premise sales grew by 5% YoY, with off-premise contribution consistent at 43% of total sales. The company's value platforms, McSaver Meals and McSavers+ Combos, helped improve affordability metrics and guest count. Digital engagement continued to strengthen, with digital sales contribution rising to 75% of total sales and app downloads reaching over 41 million, accompanied by a 17% YoY increase in Monthly Active Users.

Amit Jatia, Chairperson, Westlife Foodworld, said, "In a quarter marked by evolving market dynamics, our continued growth demonstrates the strength of our long-term strategy. As we advance toward our Vision 2027, we remain focused on creating a seamless omni-channel ecosystem that connects with consumers across multiple touchpoints while maintaining operational excellence. The consistent expansion of our footprint, coupled with our growing digital capabilities, positions us well to capitalize on the significant headroom for growth in the QSR sector. Our sustainability achievements further reinforce our commitment to responsible growth as we continue building a business that delivers value to all stakeholders in the decades to come."

Westlife continued to expand its presence with 18 new restaurants in the quarter, bringing the total restaurant count to 438 across 69 cities as of March 31, 2025.



The company also introduced innovative menu items, including the Korean Range of Burgers, Sides, and a beverage in March, followed by the MangoBurst range featuring Mango Burst McFlurry with OREO, and Mango Burst McSwirl.

About Westlife:

Westlife Foodworld Limited (BSE: 505533) (WFL), formerly known as Westlife Development Ltd (WDL), focuses on setting up and operating Quick Service Restaurants (QSR) in India through its subsidiary Hardcastle Restaurants Pvt. Ltd. (HRPL). The Company operates a chain of McDonald's restaurants in West and South India having a master franchisee relationship with McDonald's Corporation USA, through the latter's subsidiary.

About Hardcastle Restaurants Pvt. Ltd.:

HRPL is a McDonald's franchisee with rights to own and operate McDonald's restaurants in India's West and South markets. HRPL has been a franchisee in the region since its inception in 1996. HRPL serves over 200 million customers, annually, at its 438 (as of March 31, 2025) McDonald's restaurants across 69 cities in the states of Telangana, Gujarat, Karnataka, Maharashtra, Tamil Nadu, Kerala, Chhattisgarh, Andhra Pradesh, Goa along with parts of Madhya Pradesh and Union Territory of Puducherry and provides direct employment to over 10,000 employees. McDonald's operates through various formats and brand extensions including standalone restaurants, drive-thrus, McCafé, 24x7, McDelivery, McBreakfast and dessert kiosks. The menu features Burgers, Wraps, Hot and Cold Beverages besides a wide range of desserts. Majority of the McDonald's restaurants feature an in-house McCafé. The pillars of the McDonald's system – Quality, Service, Cleanliness and Value – are evident at each of the restaurants that HRPL operates.

For media queries kindly contact:

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