



WESTLIFE FOODWORLD LTD.

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

Date: 23rd July, 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 30th June, 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 30th June, 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 12:05 p.m. and concluded at 2:00 p.m.

Thanking you,

Yours faithfully,

For Westlife Foodworld Ltd.

Dr Shatadru Sengupta
Company Secretary

Encl : as above

A large, stylized yellow 'M' logo, similar to the McDonald's logo, occupies the left side of the slide.

Westlife Foodworld

Hardcastle Restaurants Pvt. Ltd.

Q1 FY26 Earnings Presentation

July 23, 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.

Q1 FY26 Highlights

₹ 6.58 bn

6.7% YoY | 0.5% SSSG

Sales

₹ 855 mn

6.9% YoY | 13.0% margin

Op. EBITDA

₹ 474 mn

2.3% YoY | 7.2% margin

Cash PAT

₹ 62.2 mn

-3.0% YoY

Comp. AUV (TTM)

~75%

Apps + SOKs

Digital Sales

+44 mn

LTD | MAU 2% YoY

App Downloads

444

+9 in Q1FY26 | 71 cities

Store Network

8% YoY

59% contribution

On-premise Sales

580-630

by CY27

New Stores target

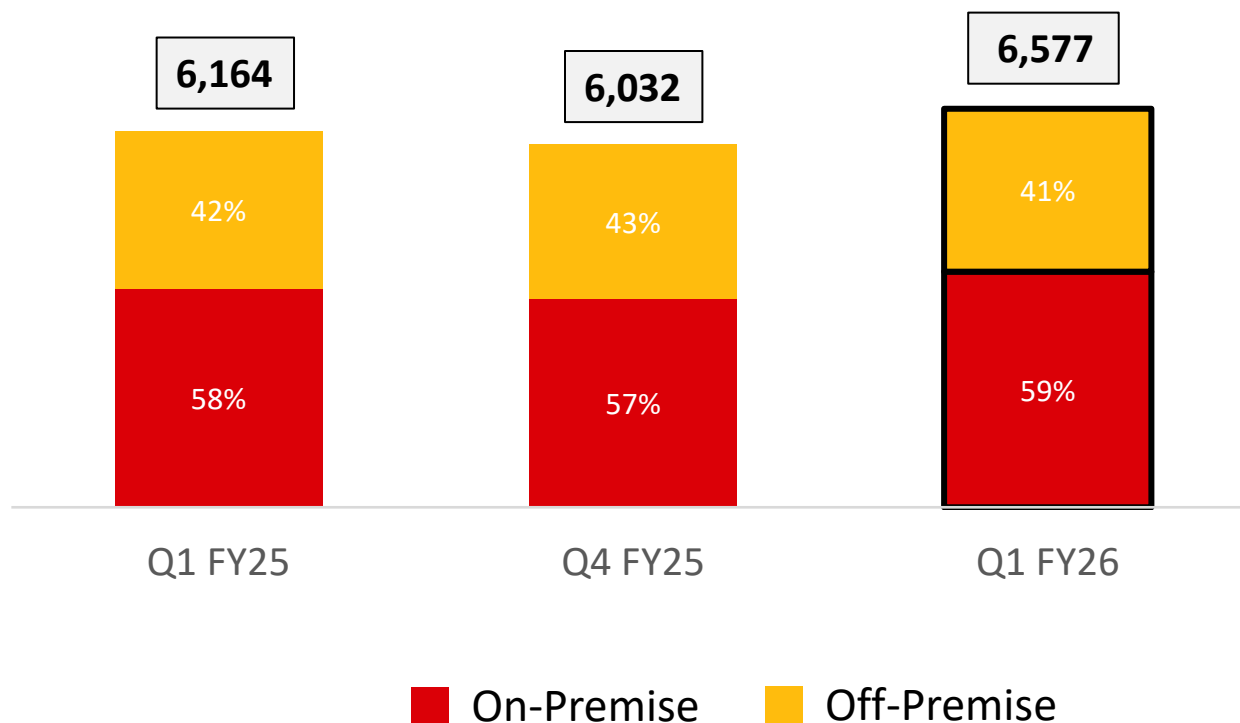


Sustained revenue growth driven by on-premise business

Revenue, INR mn



6.7% YoY



- Third consecutive quarter of positive Same-Store Sales Growth (SSSG) at 0.5% YoY, driven by stable guest count and average check.
- On-Premise sales grew by 8% YoY, while Off-Premise sales increased by 4% YoY. Off-Premise business salience at 41% remains in line with last 3-year average, reinforcing the strength and relevance of our robust omni-channel presence.
- Consumption trends remain stable, and we expect eating out to pick up gradually this year. This improvement is likely to be supported by lower inflation and government stimulus.

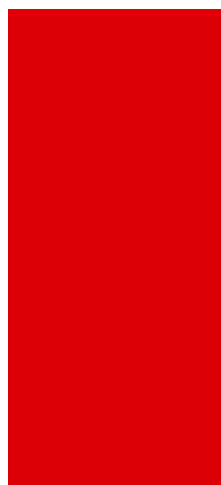
Strengthening core with value and product innovation

TTM Average Sales Per Comparable Store, INR mn



-3.0% YoY

64.3



Jun'24

62.5



Mar'25

62.2

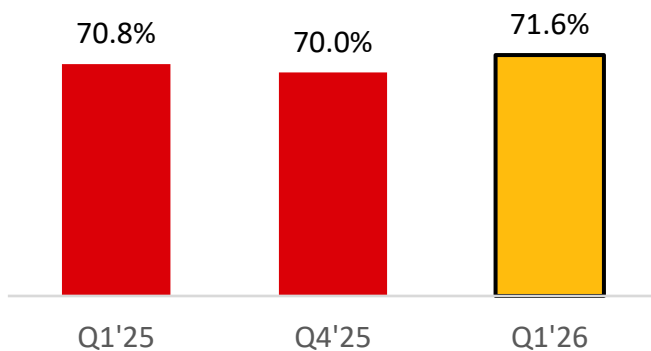


Jun'25

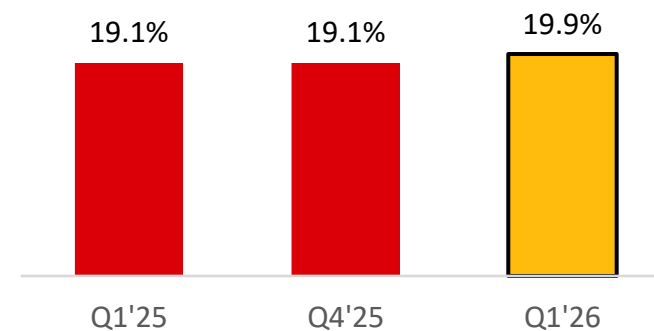
- The McSaver Meals and McSaver+ Combo's platform continues to drive affordability metrics and guest count.
- Limited-time Korean Range of Burgers, Sides, and Drinks launched in March saw good consumer traction.
- Digital Sales* contribution at ~75% grew by over 500 bps YoY driven by our mobile Apps and SOK's.

Execution excellence driving steady profitability

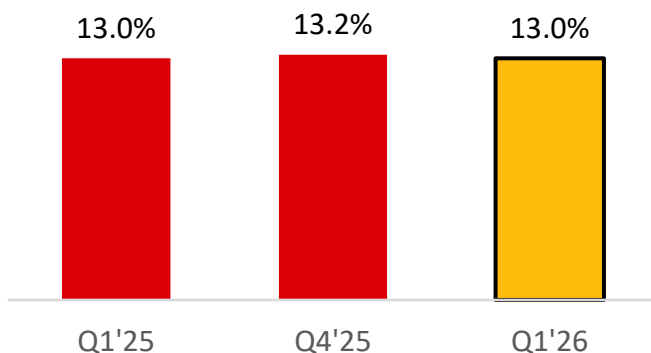
Gross Margin, Percent



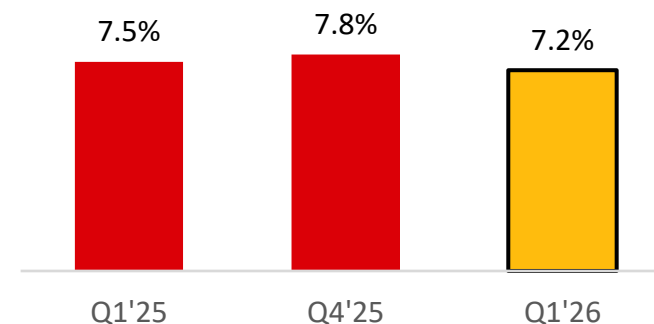
ROM*, Percent



Op. EBITDA Margin, Percent

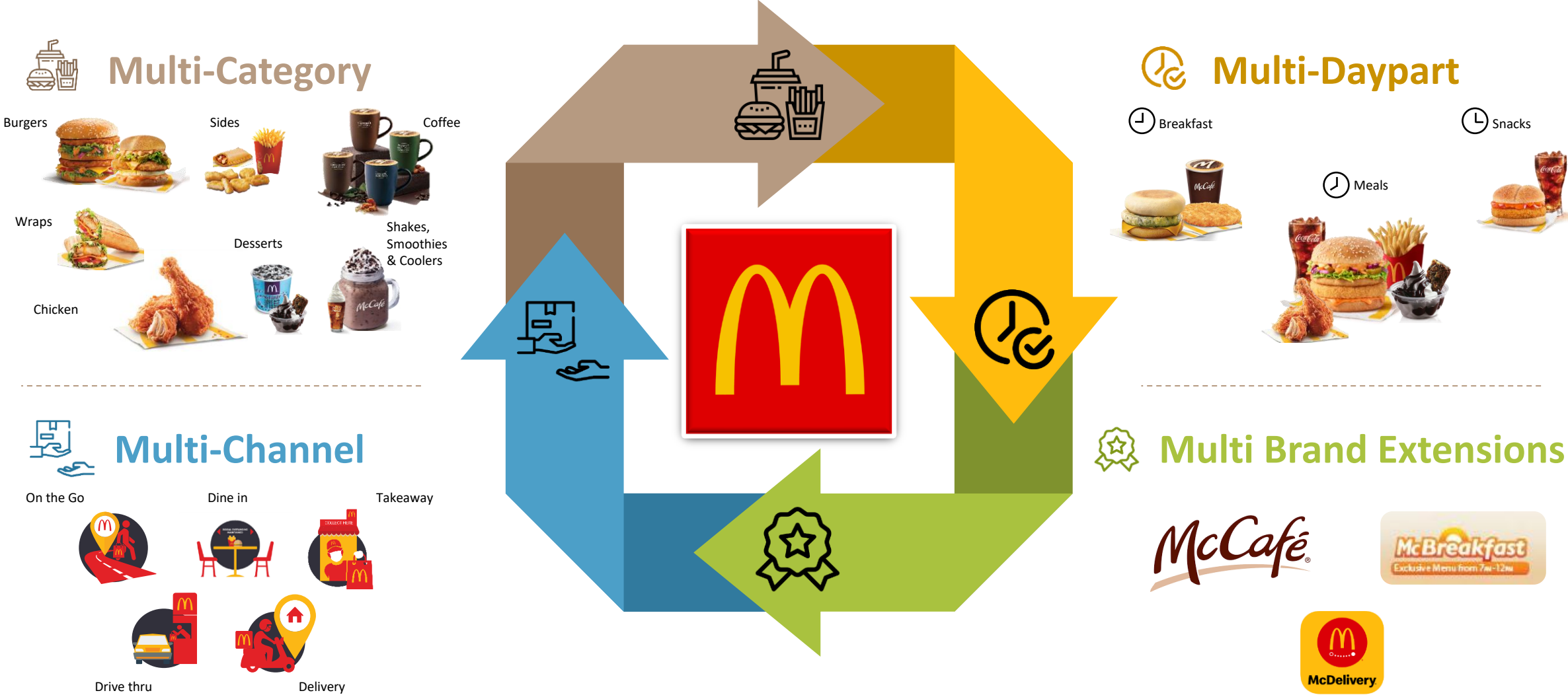


Cash PAT Margin, Percent



- Gross margin increased by over 160bps sequentially to 71.6%, driven by significant enhancements in supply chain efficiencies. We expect gross margin to remain in +70% range in the near term.
- Restaurant operating margin increased by ~80 bps led by strong focus on operational excellence. Op. EBITDA grew by 7% YoY with margin stable at 13.0%.
- Profitability expected to improve with higher volumes, targeting 18-20% Op. EBITDA margin by 2027.
- Cash Profit After Tax stood at Rs 474 million, or 7.2% of sales.

A unique business model catering various market segments across dayparts



Three strategic focus areas over the medium term

Modern, relevant and progressive food and 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 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



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

+44 mn

Cumulative
Apps Downloads

+3 mn

Monthly
Active Users (MAU)

Aggressive and prudent **Network Expansion**

Presence in **444 restaurants** across **71 cities** (as of June 2025)

Drive-thrus



106 Drive-thrus

(+6 in Q1 FY26; ~24% of restaurants)

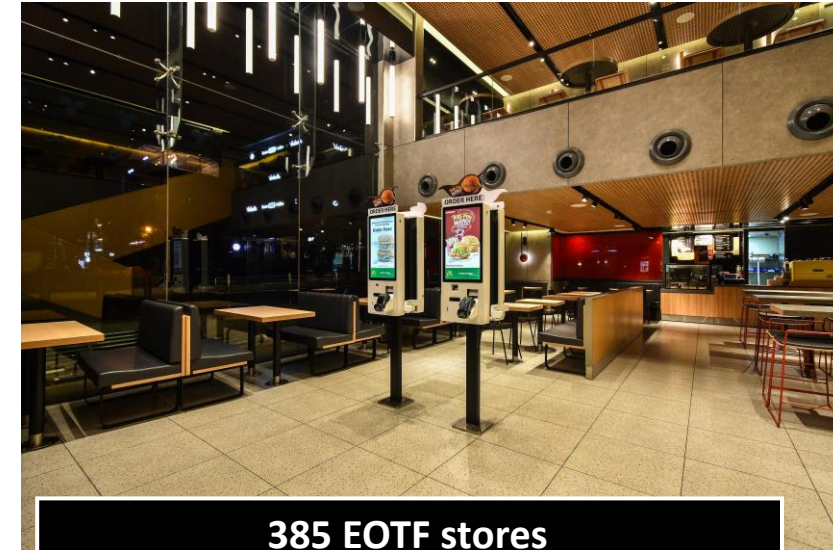
McCafés



425 McCafés

(+9 in Q1 FY26; ~96% of restaurants)

EOTF*



385 EOTF stores

(+9 in Q1 FY26; 99% of restaurants^)

- Added 9 restaurants in Q1 FY26; Closed 3 restaurants
- **On track to achieve our target of 580-630 restaurants by the year 2027**

Korean Range

Shake Shake Bag

Savoury, spicy, sweet

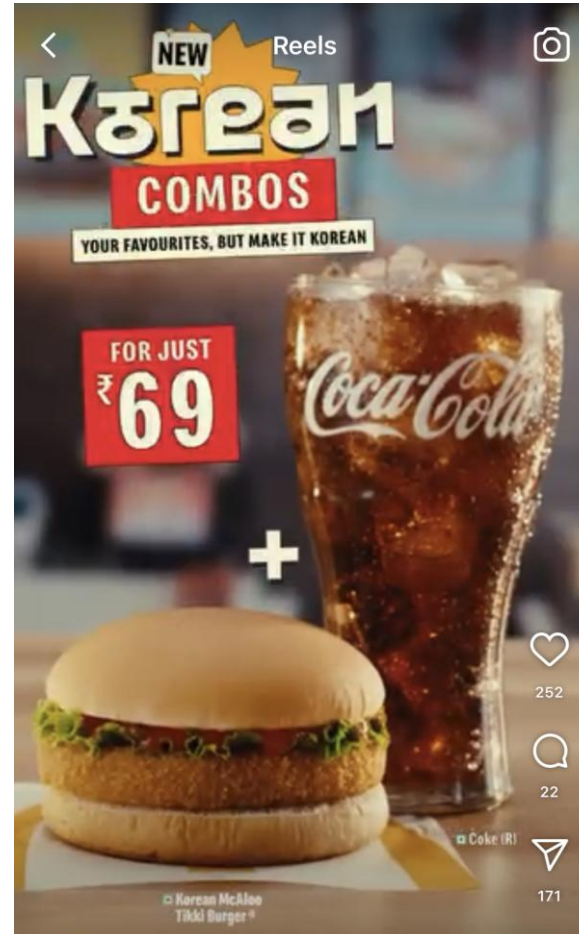
That's the McDonald's

'Make it KOREAN' beat

Sprite X 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

McSavers+ Value Platform



Financials

Particulars (INR Mn, Post INDAS 116)	Q1FY26	%	Q1FY25	%	Q4FY25	%
Sales	6,576.6	100.0%	6,163.8	100.0%	6,032.4	100.0%
<i>YoY Sales Growth %</i>	<i>6.7%</i>		<i>0.3%</i>		<i>7.3%</i>	
Food & paper	1,867.1	28.4%	1,800.8	29.2%	1,810.0	30.0%
Gross Profit	4,709.5	71.6%	4,362.9	70.8%	4,222.4	70.0%
Payroll & Benefits	670.5	10.2%	622.2	10.1%	632.6	10.5%
Royalty	369.8	5.6%	353.8	5.7%	334.8	5.6%
Other Operating Expenses	2,358.3	35.9%	2,210.0	35.9%	2,101.6	34.8%
Restaurant Operating Margin (ROM)	1,310.9	19.9%	1,176.9	19.1%	1,153.5	19.1%
General & Admin Expense	456.1	6.9%	377.2	6.1%	358.5	5.9%
Op. EBITDA	854.8	13.0%	799.7	13.0%	795.0	13.2%
<i>YoY EBITDA Growth %</i>	<i>6.9%</i>		<i>-24.1%</i>		<i>3.2%</i>	
Depreciation	550.3	8.4%	493.8	8.0%	528.4	8.8%
Other (Income) / Expense, net	(68.9)	-1.0%	(50.5)	-0.8%	(97.0)	-1.6%
Financial Expense	354.5	5.4%	298.7	4.8%	328.4	5.4%
Extraordinary Expenses*	2.2	0.0%	12.5	0.2%	22.0	0.4%
PBT	16.6	0.3%	45.2	0.7%	13.2	0.2%
Tax	4.3	0.1%	12.6	0.2%	(1.9)	0.0%
PAT	12.3	0.2%	32.5	0.5%	15.1	0.3%
PAT (pre-IND AS 116)	116.2	1.8%	121.9	2.0%	78.9	1.3%
Cash Profit After Tax	473.8	7.2%	463.0	7.5%	469.4	7.8%
SSSG (%)	0.5%		-6.7%		0.7%	
New stores opening	9		6		18	

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) Q1 FY26 (Adjusted)	(B) Ind AS 116 Changes^	(C) Q1 FY26 (Reported)	(D) Q1 FY25 (Adjusted)	(E) Ind AS 116 Changes^	(F) Q1 FY25 (Reported)	(A over D) YoY Growth (Adjusted)
Revenue	6,576.6	-	6,576.6	6,163.8	-	6,163.8	6.7%
Occupancy and other operating expenses	2,708.3	-350.0	2,358.3	2,507.4	-297.4	2,210.0	8.0%
Restaurant Operating Profit	960.9	350.0	1,310.9	879.5	297.4	1,176.9	9.3%
Restaurant Operating Margin	14.6%		19.9%	14.3%		19.1%	
General and Administration Expenses	456.1	-	456.1	377.2	-	377.2	20.9%
Operating EBITDA	504.8	350.0	854.8	502.3	297.4	799.7	0.5%
Operating EBITDA margin	7.7%		13.0%	8.1%		13.0%	
Other Income	-60.1	-8.8	-68.9	-43.5	-7.0	-50.5	38.2%
Finance costs	64.0	290.5	354.5	51.8	246.9	298.7	23.4%
Depreciation and amortisation expense	344.3	206.0	550.3	317.0	176.8	493.8	8.6%
Profit/(Loss) before tax and exceptional items	156.6	-137.8	18.8	176.9	-119.3	57.6	-11.5%
Extraordinary Items*	2.2	-	2.2	12.5	-	12.5	-82.2%
Profit/(Loss) before tax	154.4	-137.8	16.6	164.5	-119.3	45.2	-6.2%
Tax	38.1	-33.8	4.3	42.6	-29.9	12.6	-10.4%
Profit/(Loss) after tax	116.2	-103.9	12.3	121.9	-89.4	32.5	-4.7%
PAT Margin	1.8%		0.2%	2.0%		0.5%	

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



Q1 FY26 Earnings Call Invite

Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533) will announce its results for the first quarter that ended June 30, 2025, on July 23, 2025. Following the announcement, the management team will host a conference call for investors and analysts on **July 23, 2025, at 4:30 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	July 23, 2025
Time	India: 4:30 pm IST Hong Kong/ Singapore: 7:00 pm HKT/ SGT New York, USA: 7:00 am EDT UK: 12:00 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