



WESTLIFE FOODWORLD LTD.

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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 Press Release 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 Press Release 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



Westlife Foodworld announces financial results for Q1 FY26

Q1 FY26 Highlights:

- Revenue grew by 6.7% YoY to Rs. 6.6 billion
- SSSG at 0.5%, marking the third consecutive quarter of positive growth
- Operating EBITDA increased by 6.9% YoY to Rs. 855 million with margins at 13%
- Added 9 new restaurants in Q1, bringing the total restaurant count to 444 across 71 cities

Mumbai – July 23, 2025: Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533), the company that owns and operates McDonald's restaurants in West and South India, announced its financial results for the quarter ended June 30, 2025.

Westlife Foodworld reported total revenue of Rs. 6.6 billion for Q1 FY26, reflecting a YoY growth of 6.7%. The company delivered Same-Store Sales Growth (SSSG) of 0.5%, marking the third consecutive quarter of positive momentum, driven by stable guest counts and average check. Operating EBITDA stood at Rs. 855 million, up 6.9% YoY, with a margin of 13%. Cash PAT for the quarter reached Rs. 474 million, accounting for 7.2% of sales, underlining continued operational discipline and financial strength.

On-Premise sales grew by 8% YoY, contributing 59% to total sales, 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 the company's robust omni-channel presence. Digital Sales contribution reached 75%, growing by over 500 bps YoY driven by mobile Apps and Self-Ordering Kiosks.

Gross margin increased by 160 bps sequentially to 71.6%, driven by significant enhancements in supply chain efficiencies. Restaurant operating margin (ROM) increased by ~80 bps led by strong focus on operational excellence, while Op. EBITDA grew by 7% Y-o-Y with margin stable at 13%.

During Q1 FY26, Westlife Foodworld added 9 new restaurants, expanding its footprint to 444 restaurants across 71 cities. The company achieved a significant milestone of surpassing 100 Drive-Thrus. It currently operates 106 Drive-Thrus which constitute approximately 24% of total restaurants. The company continues to enhance customer experience through its Experience of the Future (EOTF) concept, now implemented in 99% of restaurants, offering guests a smart, convenient, and modern McDonald's experience. Additionally, the McCafé platform has been extended to 96% of restaurants, providing customers with premium coffee options and creating more occasions for McDonald's visits throughout the day.

Amit Jatia, Chairperson of Westlife Foodworld Limited, said, "Our Q1 performance driven by continued positive SSSG reflects our ability to effectively navigate dynamic market conditions while steadily building long-term capabilities. Our focused investments in omnichannel capabilities and store modernization are creating sustainable competitive advantages in the fast-evolving foodservice landscape. As India's consumption story continues to evolve, we see significant opportunity in both existing and emerging markets. Our Vision 2027 framework is designed to capitalize on these structural growth drivers. We believe that our three key strategic priorities of daypart leadership, omnichannel integration, and network expansion will not only enhance shareholder value but also redefine the QSR experience for consumers."



The Board of Directors of Westlife Foodworld have approved an interim dividend of Rs 0.75 per equity share of face value of Rs. 2 each.

The McSaver Meals and McSaver+ Combos platform continues to drive affordability and guest count. Additionally, the limited-time Korean Range launched in March saw good consumer traction. The company is observing positive signals in the market with stabilizing consumption patterns. Westlife anticipates a gradual improvement in dining-out trends as inflation moderates and government stimulus measures take effect. As business volumes continue to grow, the company is strategically advancing toward its Vision 2027, with a special emphasis on improving profitability to reach the targeted 18-20% Operating EBITDA margin.

About Westlife:

Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533), 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 444 (as of June 30, 2025) McDonald's restaurants across 71 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-thru, 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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