

## Westlife Foodworld delivers sustained profitability on the back of improved guest count in Q3 FY26

### Q3 FY26 Highlights:

- **Revenue:** ₹6.71 billion, reflecting steady performance amid ongoing challenging operating environment
- **Adj. Gross Margin:** Expanded by 130 bps YoY, driven by supply chain efficiencies
- **Restaurant Operating Margin (ROM):** Improved by ~150 bps YoY
- **Operating EBITDA Margin:** At ₹987 million, improved by 70 bps YoY, driven by cost optimisation
- **Network Expansion:** Added 10 restaurants; presence now at 458 restaurants across 73 cities

**Mumbai – February 04, 2026:** Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533), the company that owns and operates McDonald's restaurants in West and South India through its subsidiary Hardcastle Restaurants Pvt. Ltd., announced its financial results for the quarter ended December 31, 2025.

Amidst an ongoing challenging operating environment, the company prioritized driving affordability through its value platform while maintaining strict execution discipline. Westlife reported revenue of ₹6.71 billion for Q3 FY26, at the back of **recovering guest counts**. Same Store Sales Growth (SSSG) was at -3.2% for the quarter. However, positive momentum carried into January, with **positive SSSG driven by a mid-single digit increase in guest counts**.

On the channel mix, **the on-premise business grew 6% YoY**, supported by strong traction for value meals, enhanced digital engagement, and focused hyperlocal marketing initiatives. While delivery experienced a marginal decline due to volatility in third-party aggregator demand, this was partially offset by strong growth on the McDelivery app.

Operational discipline and execution excellence continued to anchor profitability. On a like-for-like basis, gross margins remained broadly stable sequentially. **This was driven primarily by supply chain efficiencies**, partly offset by menu price adjustments following the GST rate change. Restaurant Operating Margins improved by approximately **150 bps YoY**, while Operating EBITDA margins increased by 70 bps YoY, reflecting cost optimization despite higher brand and growth investments. **Cash PAT stood at ₹583 million, accounting for 8.7% of sales.**

Westlife's omni-channel ecosystem continued to scale, delivering a unified customer experience across dine-in, takeaway, drive-thru, delivery, on-the-go, and digital platforms. The company now has approximately **3.5 million Monthly Active Users (MAUs)** and **~50 million cumulative app downloads**, with **~74% of sales being digitally led**.



On the network expansion front, **Westlife added 10 restaurants in Q3 FY26**, taking its total footprint to 458 restaurants across 73 cities as of December 2025. The company remains on track to achieve its medium-term target **of 580–630 restaurants by 2027**, supported by strong penetration across Experience of the Future (EOTF) and McCafé formats, covering 100% of eligible restaurants.

**Commenting on the performance, Amit Jatia, Chairperson of Westlife Foodworld Limited, said,** “Our Q3 performance reflects disciplined execution in a challenging demand environment. By strengthening our value proposition, enhancing digital engagement, and maintaining operational rigor, we delivered stable profitability at the back of increased guest counts. As we move forward, our focus remains on running great restaurants, building brand relevance, and driving long-term sustainable growth

Affordability and brand relevance remained key growth levers during the quarter. The **Everyday Value Meals priced at ₹99**, launched in December, showed healthy traction, supported by encouraging dine-in guest metrics. The quarter also saw a record-breaking **single-day guest count on the McDonald’s app**, driven by targeted digital campaigns. Additionally, **the Merry Meal**, launched during Christmas, gained significant traction across platforms, with merchandise selling out within six days.

Looking ahead, Westlife Foodworld remains focused on strengthening its core daypart leadership, expanding its omni-channel capabilities, and accelerating network growth across existing and new markets. With a resilient operating model and strong execution capabilities, the company remains well positioned to drive consistent and sustainable growth.

#### **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 458 (as of December 31, 2025) McDonald’s restaurants across 73 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, McCafe, 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:**