



WESTLIFE FOODWORLD LTD.

[Formerly known as Westlife Development Ltd.]
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Tel : 022-4913 5000 Fax : 022-4913 5001
CIN No. : L65990MH1982PLC028593
Website: www.westlife.co.in | E-mail id :shatadru@westlife.co.in

Date: 29th January, 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 31st December, 2024.**

**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 31st December, 2024.

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 2:45 p.m.

Thanking you,

Yours faithfully,

For Westlife Foodworld Ltd.

SHATADRU
SENGUPTA
Date: 2025.01.29
14:46:55 +05'30'

**Dr Shatadru Sengupta
Company Secretary**

Encl : as above

A large, stylized yellow arch graphic that spans the left side of the slide, resembling the Golden Arches logo.

Westlife Foodworld

Hardcastle Restaurants Pvt. Ltd.

Q3 FY25 Earnings Presentation

January 29, 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.

Q3 FY25 Highlights

₹ 6.54 bn

8.9% YoY | 2.8% SSSG
Sales

₹ 916 mn

-4.6% YoY | 14.0% margin
Op. EBITDA

₹ 520 mn

-13.5% YoY | 8.0% margin
Cash PAT

₹ 60.0 mn

-7.1% YoY
AUV (TTM)

71%

Apps + SOKs
Digital Sales

+39 mn

LTD | MAU 13% YoY
App Downloads

421

+15 in Q3FY25 | 67 cities
Store Network

9% YoY

42% contribution
Off-premise Sales

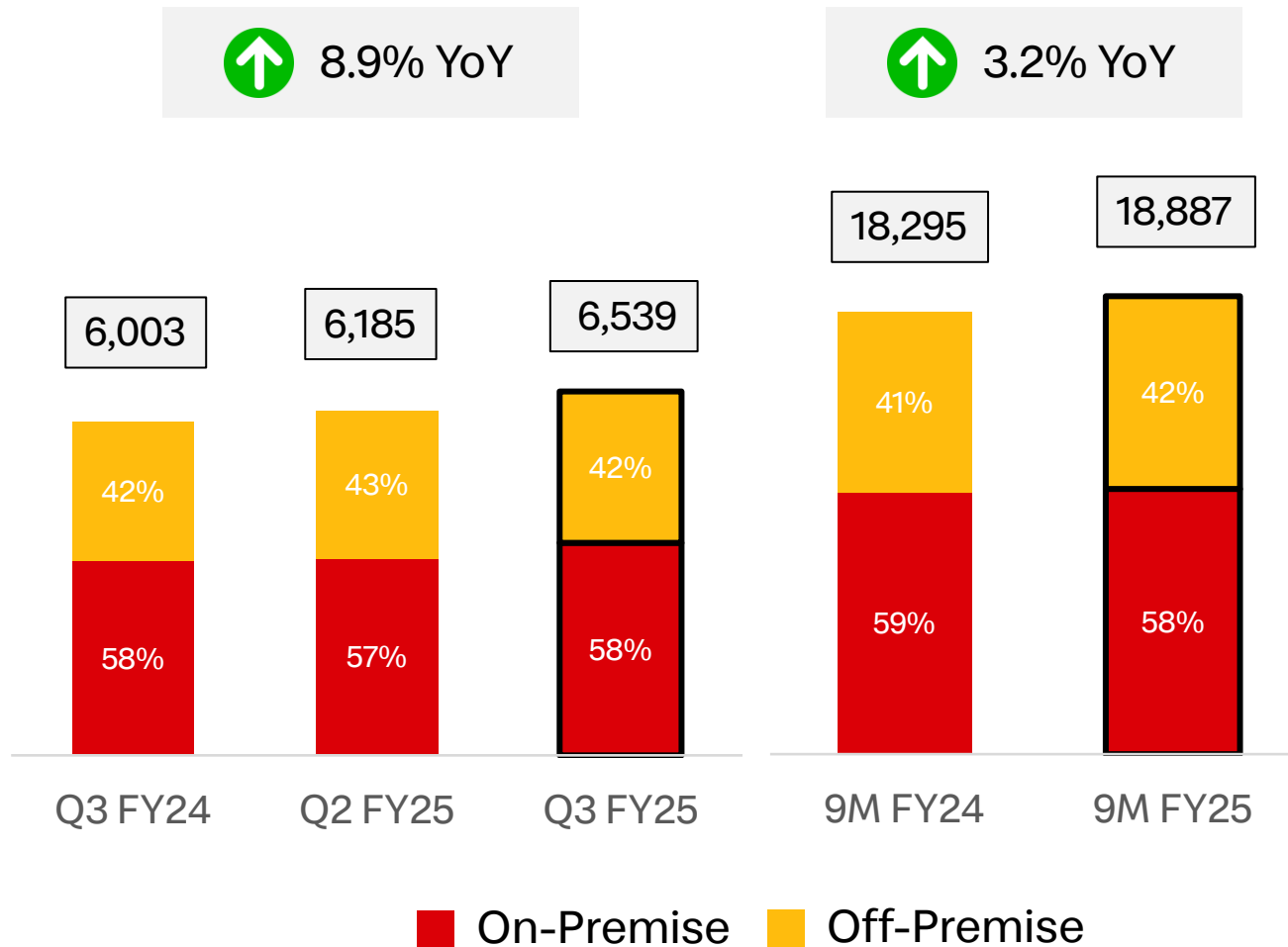
45-50

FY25 | 580-630 by CY27
New Stores target



Improving momentum in Guest counts led by strategic initiatives

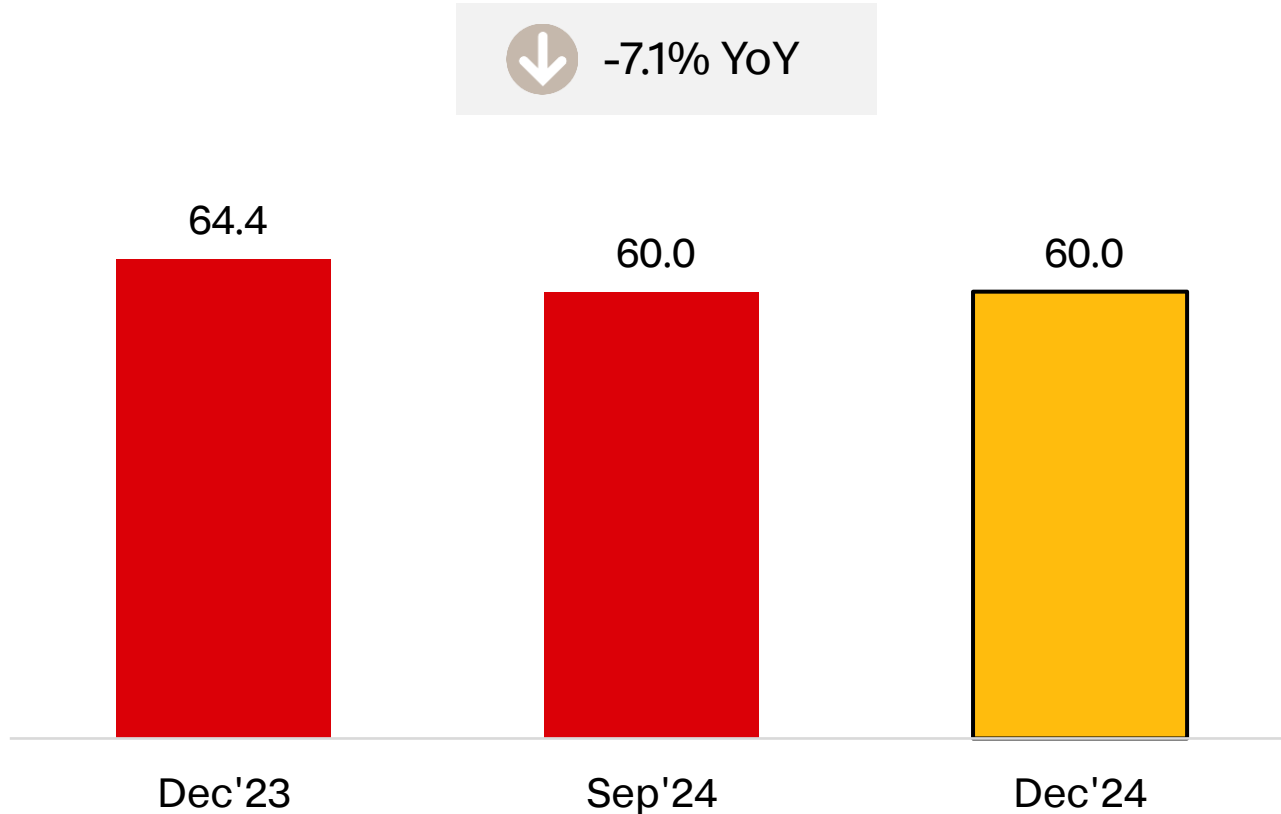
Revenue, INR mn



- Same Store Sales Growth momentum improved to 2.8% YoY (vs -6.5% in Q2 FY25) on the back of higher footfalls and stable average check.
- Growth was broad based with On Premise as well as Off Premise business growing at 9% YoY. Off-Premise contribution at 42% to total sales remain stable and in line with the past two-year average.
- Consumption trends continue to remain soft. We expect gradual improvement in eating out trends.

Key focus areas: Value platform and Product innovation

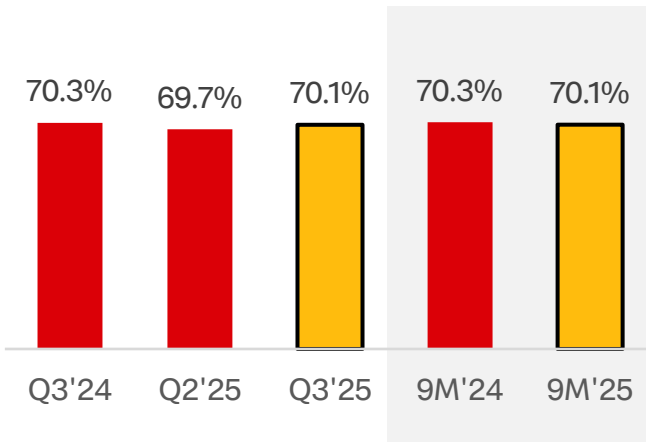
TTM Average Sales Per Store, INR mn



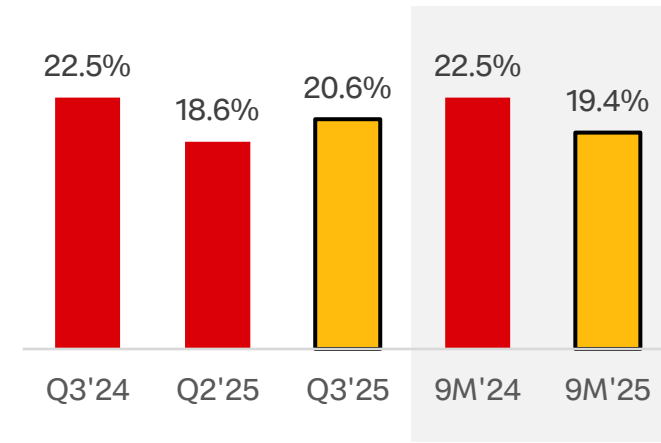
- Everyday McSaver Meals platform continues to drive higher affordability scores and foot traffic.
- The launch of the McCrispy campaign, #ShordaarCrunch, resulted in strong traction of McCrispy burgers during the quarter, driving premiumization.
- Digital Sales* contribution stood at +70% driven by the increasing adoption of Self Ordering Kiosks and enrollments in the MyMcDonald's Rewards program

Steady profitability despite challenging environment

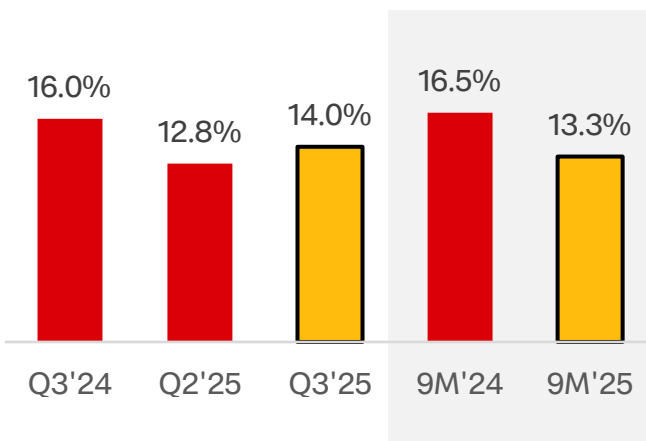
Gross Margin, Percent



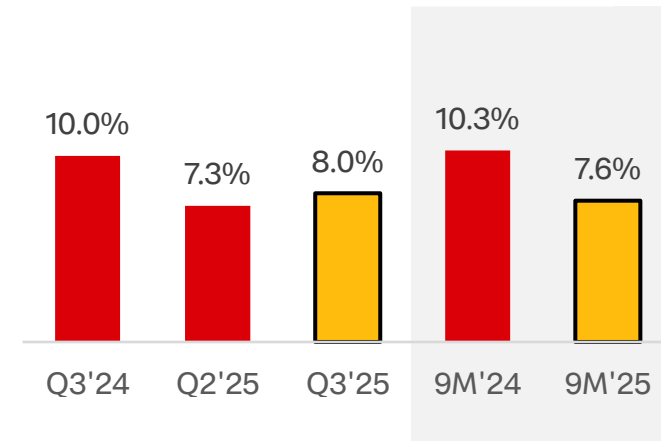
ROM*, Percent



Op. EBITDA Margin, Percent



Cash PAT Margin, Percent



- Gross margin improved sequentially to 70.1% in Q3 despite heightened inflationary pressure on key commodities like Oil, Coffee and Cocoa. Portfolio level price hike of about 50 bps was initiated in Q3. We expect gross margin to remain stable at ~70% levels in the near term.
- Restaurant operating margins and Op. EBITDA margin were lower by around 200 bps YoY on account of operating deleverage and higher A&P spend.
- Profitability likely to improve with higher volume. Focused on delivering 18-20% Op. EBITDA margin by 2027.
- Cash Profit After Tax stood at Rs 520 million or 8.0% of sales.

A unique business model catering various market segments across dayparts



Three strategic focus areas over the medium term

Modern, relevant & progressive food & 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 in order 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

1 *Market leaders in snacking*

Snacking

*Market leaders in West
Targeting leadership in South*

Meals (Lunch+Dinner)

EXCLUSIVE *Only WFF player in the segment*

Morning

1

Late night



Commit to the Core

Burgers Indulge in the cheesy, spicy, deliciousness. Try the new **McDonald's** *The Gourmet Burger Collection* Chef's Special Gourmet Burgers

Chicken **McSpicy** Fried Chicken **Chicken that is spicy to the last bite.**

Coffee

Maximize our Marketing

Family Marketing

Brand Trust

Robust **Omni Channel** model with unified experience

UNIFIED EXPERIENCE



~71%

Digital-led Sales

+39 mn

Cumulative Apps Downloads

+3 mn

Monthly Active Users (MAU)

Aggressive and prudent **Network Expansion**

Presence in **421 restaurants** across **67 cities** (as of December 2024)

Drive-thrus



93 Drive-thrus

(+7 in Q3 FY25; ~22% of restaurants)

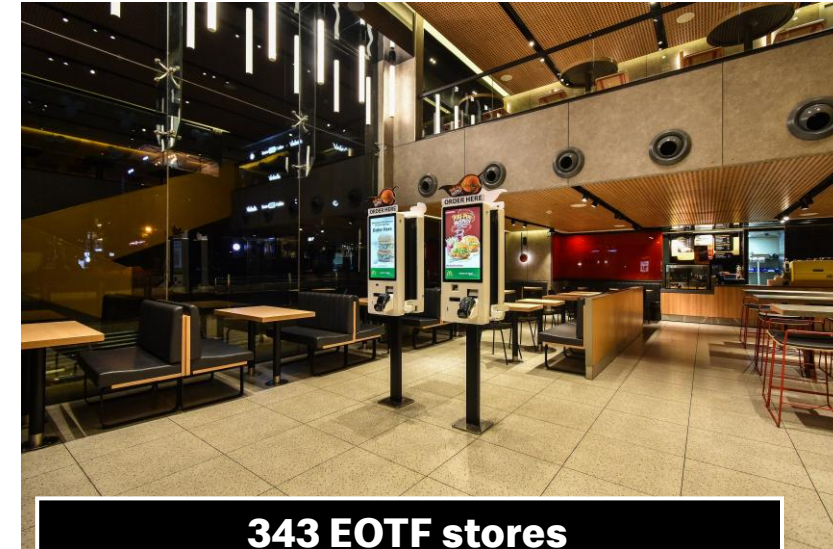
McCafés



401 McCafés

(+20 in Q3 FY25; ~95% of restaurants)

EOTF*



343 EOTF stores

(+21 in Q3 FY25; 92% of restaurants^)

- Added 15 restaurants in Q3 FY25; Closed 2 restaurants
- **Targeting 45-50 stores in FY25 with a focus on South India, Smaller towns and Drive Thrus**
- Aiming to reach 580-630 restaurants by 2027

McCrispy: #ShordaarCrunch Launch Campaign

NEW
McCrispy[®]
Chicken



NEW
Crispy
Veggie



McSavers+ Value Platform

McSavers+

Create Your Favourite Snacking Combos

NEW Chicken Surprise Burger

Fries (R)

McAloo Tikki[®] Burger

McEgg Burger

Pizza McPuff

ANY COMBO FLAT AT
₹ 69
Only

PICK ANY SNACK

ADD ANY BEVERAGE

Coke[®] (R)

Lemon Iced Tea

Coke[®] Float

Valid Only On Dine-In



Financials

Particulars (INR Mn, Post INDAS 116)	Q3FY25	%	Q3FY24	%	Q2FY25	%	9MFY25	%	9MFY24	%
Sales	6,539.0	100.0%	6,002.5	100.0%	6,184.8	100.0%	18,887.5	100.0%	18,295.3	100.0%
<i>YoY Sales Growth %</i>	8.9%		7.4%		0.6%		3.2%		10.7%	
Food & paper	1,956.2	29.9%	1,783.7	29.7%	1,874.0	30.3%	5,642.8	29.9%	5,429.5	29.7%
Gross Profit	4,582.8	70.1%	4,218.8	70.3%	4,310.8	69.7%	13,244.7	70.1%	12,865.8	70.3%
Payroll & Benefits	655.4	10.0%	552.0	9.2%	671.3	10.9%	1,948.9	10.3%	1,683.8	9.2%
Royalty	236.0	3.6%	243.0	4.0%	345.3	5.6%	935.1	5.0%	876.9	4.8%
Other Operating Expenses	2,345.5	35.9%	2,071.7	34.5%	2,144.4	34.7%	6,688.2	35.4%	6,181.6	33.8%
Restaurant Operating Margin (ROM)	1,346.0	20.6%	1,352.1	22.5%	1,149.7	18.6%	3,672.6	19.4%	4,123.5	22.5%
General & Admin Expense	430.2	6.6%	391.9	6.5%	359.0	5.8%	1,166.4	6.2%	1,113.7	6.1%
Op. EBITDA	915.8	14.0%	960.2	16.0%	790.7	12.8%	2,506.2	13.3%	3,009.8	16.5%
<i>YoY EBITDA Growth %</i>	-4.6%		0.9%		-20.7%		-16.7%			
Depreciation	516.7	7.9%	455.0	7.6%	502.1	8.1%	1,512.7	8.0%	1,322.8	7.2%
Other (Income) / Expense, net	(27.2)	-0.4%	(43.7)	-0.7%	(60.2)	-1.0%	(137.9)	-0.7%	(127.5)	-0.7%
Financial Expense	329.5	5.0%	281.9	4.7%	316.0	5.1%	944.2	5.0%	815.9	4.5%
Extraordinary Expenses*	31.8	0.5%	36.0	0.6%	25.7	0.4%	69.9	0.4%	59.7	0.3%
PBT	65.1	1.0%	231.0	3.8%	7.1	0.1%	117.3	0.6%	938.9	5.1%
Tax	(5.3)	-0.1%	58.5	1.0%	3.5	0.1%	10.8	0.1%	254.4	1.4%
PAT	70.5	1.1%	172.5	2.9%	3.5	0.1%	106.5	0.6%	684.5	3.7%
PAT (pre-IND AS 116)	155.3	2.4%	258.5	4.3%	105.5	1.7%	382.7	2.0%	939.5	5.1%
Cash Profit After Tax	519.6	8.0%	601.0	10.0%	453.2	7.3%	1,435.8	7.6%	1,884.7	10.3%
SSSG (%)	2.8%		-9.1%		-6.5%		-3.6%		-0.2%	
New stores opening	15		11		8		29		24	

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) Q3 FY25 (Adjusted)	(B) Ind AS 116 Changes^	(C) Q3 FY25 (Reported)	(D) Q3 FY24 (Adjusted)	(E) Ind AS 116 Changes^	(F) Q3 FY24 (Reported)	(A over D) YoY Growth (Adjusted)
Revenue	6,539.0	-	6,539.0	6,002.5	-	6,002.5	8.9%
Occupancy and other operating expenses	2,666.2	-320.7	2,345.5	2,346.8	-275.1	2,071.7	13.6%
Restaurant Operating Profit	1,025.2	320.7	1,346.0	1,077.0	275.1	1,352.1	-4.8%
Restaurant Operating Margin	15.7%		20.6%	17.9%		22.5%	
General and Administration Expenses	430.2	-	430.2	391.9	-	391.9	9.8%
Operating EBITDA	595.1	320.7	915.8	685.1	275.1	960.2	-13.1%
Operating EBITDA margin	9.1%		14.0%	11.4%		16.0%	
Other Income	-19.0	-8.2	-27.2	-37.0	-6.8	-43.7	-48.6%
Finance costs	62.0	267.4	329.5	52.8	229.1	281.9	17.5%
Depreciation and amortisation expense	324.9	191.8	516.7	287.7	167.3	455.0	13.0%
Profit/(Loss) before tax and exceptional items	227.1	-130.2	96.9	381.6	-114.6	267.0	-40.5%
Extraordinary Items*	31.8	-	31.8	36.0	-	36.0	-11.8%
Profit/(Loss) before tax	195.3	-130.2	65.1	345.5	-114.6	231.0	-43.5%
Tax	40.0	-45.4	-5.3	87.0	-28.5	58.5	-54.0%
Profit/(Loss) after tax	155.3	-84.9	70.5	258.5	-86.0	172.5	-39.9%
PAT Margin	2.4%		1.1%	4.3%		2.9%	

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



Q3 FY25 Earnings Call Invite

Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533) will announce its results for the third quarter that ended December 31, 2024, on January 29, 2025. Following the announcement, the management team will host a conference call for investors and analysts on **January 29, 2025, at 6:30 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	January 29, 2025
Time	India: 6:30 pm IST Hong Kong/ Singapore: 9:00 pm HKT/ SGT New York, USA: 8:00 am EDT UK: 1:00 pm 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