



WESTLIFE FOODWORLD LTD.

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Senapati Bapat Marg • Prabhadevi • Mumbai 400 013
Tel : 022-4913 5000 Fax : 022-4913 5001
CIN No. : L65990MH1982PLC028593
Website: www.westlife.co.in | E-mail id : shatadru@mcdonaldsindia.com

Date: 3rd November, 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 September, 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 September, 2025.

You are requested to take the same on record. The same would be available on the Company's website.

Please note that the meeting started at 12:30 p.m. and concluded at 2.30 p.m.

Thanking you,

Yours faithfully,

For Westlife Foodworld Ltd.

Dr Shatadru Sengupta
Company Secretary

Encl : as above

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Westlife Foodworld

Hardcastle Restaurants Pvt. Ltd.

Q2 FY26 Earnings Presentation

November 3, 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.

Q2 FY26 Highlights

₹ 6.42 bn

3.8% YoY | -2.8% SSSG
Sales

₹ 759 mn

-4.1% YoY | 11.8% margin
Op. EBITDA

₹ 809 mn

78.5% YoY | 12.6% margin
₹ 421 mn | 6.6% margin*
Cash PAT

₹ 61.5 mn

-2.4% YoY
Comp. AUV (TTM)

~75%

Apps + SOKs
Digital Sales

+47 mn

LTD | MAU ~3 mn
App Downloads

450

+8 in Q2FY26 | 72 cities
Store Network

5% YoY

58% contribution
On-premise Sales

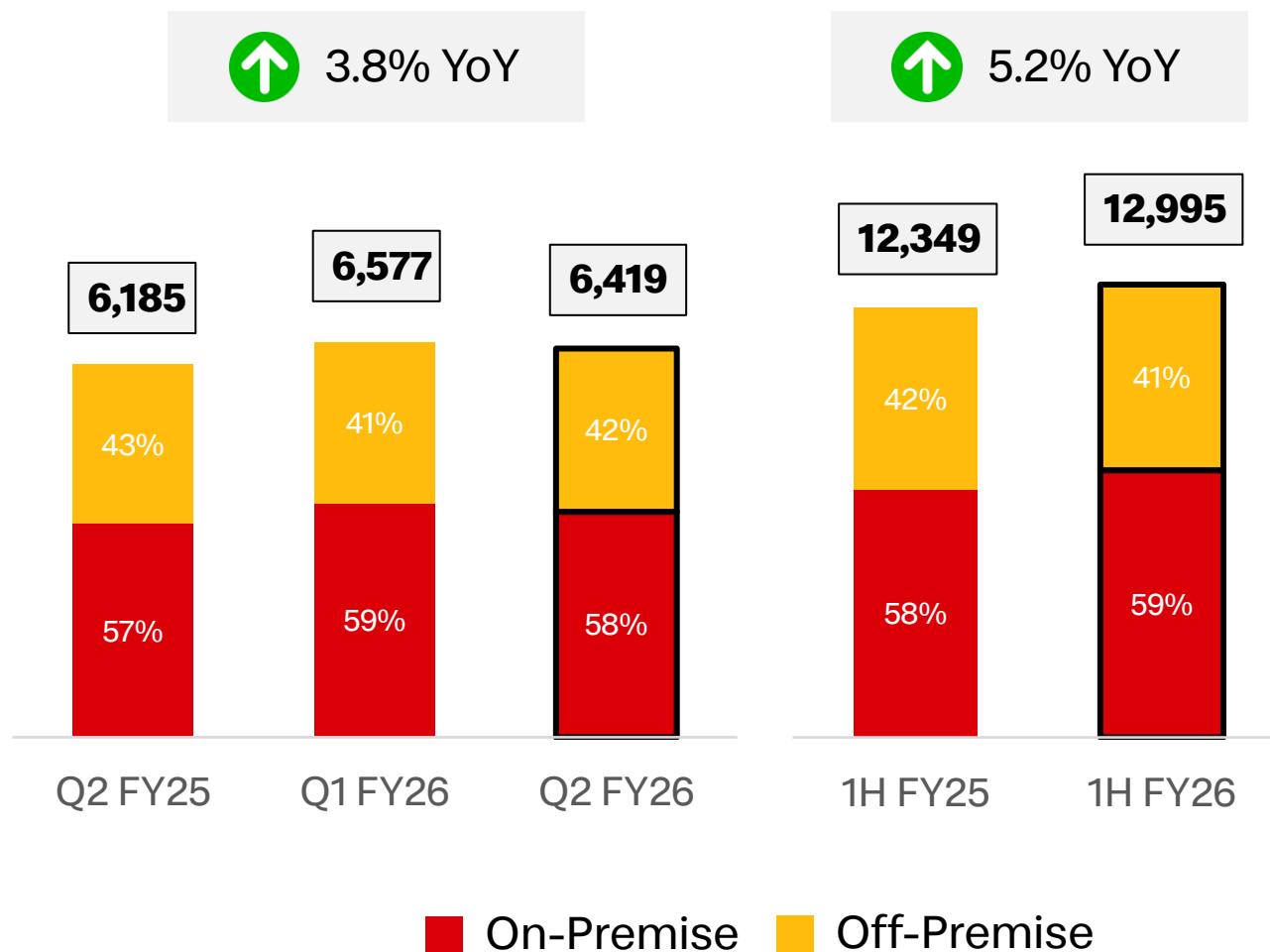
580-630

by CY27
New Stores target



Strengthening foundation amidst market headwinds

Revenue, INR mn



- The operating environment remained challenging through August and September, with industry-wide out-of-home food consumption frequency declining by approximately 4–6% YoY. The drop in Western fast-food consumption was even more pronounced. Navigating these conditions, we sustained momentum with a 4% YoY topline growth.
- On-premise sales grew by 5% YoY, while off-premise sales held steady.
- October has shown encouraging signs of recovery. We anticipate a recovery in out-of-home food consumption, supported by easing inflation and supportive government reforms.

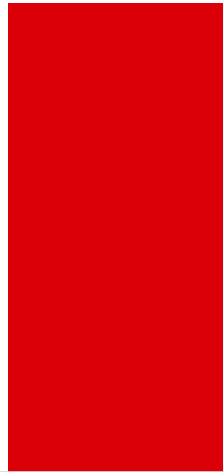
Delivering trust and relevance through innovation

TTM Average Sales Per Comparable Store, INR mn



-2.4% YoY

63.0



Sep'24

62.3



Jun'25

61.5

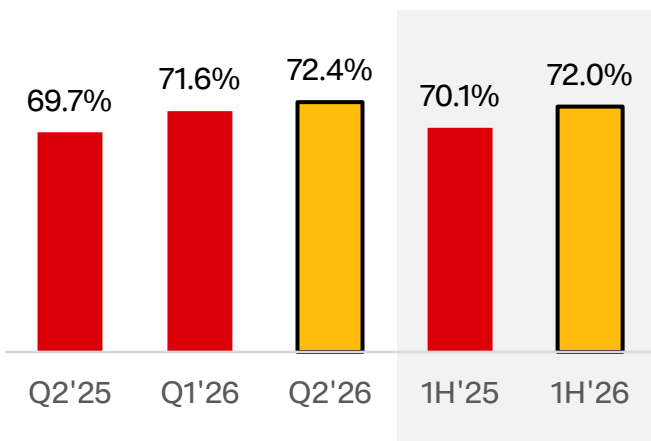


Sep'25

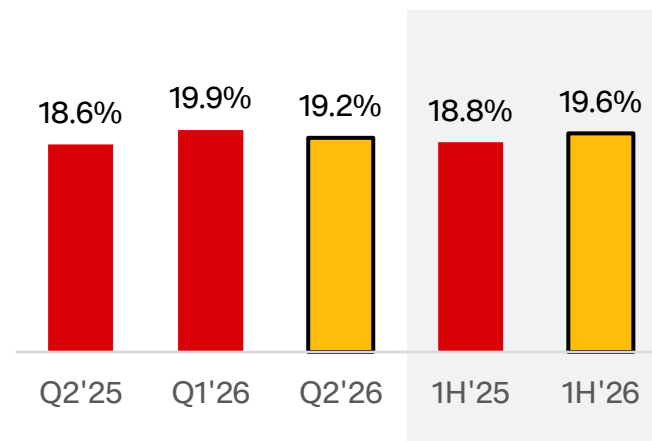
- Launched the Protein Plus Slice—an industry-first innovation co-developed with CFTRI—demonstrating our leadership in anticipating consumer needs and driving nutritious menu innovation, with strong resonance among customers.
- Everyday McSaver Meals platform continues to drive affordability scores.
- Digital Sales* contribution at ~75% grew by over 300 bps YoY driven by enhanced loyalty programs and higher engagement through mobile apps and SOK's.

Resilient profitability led by operational excellence

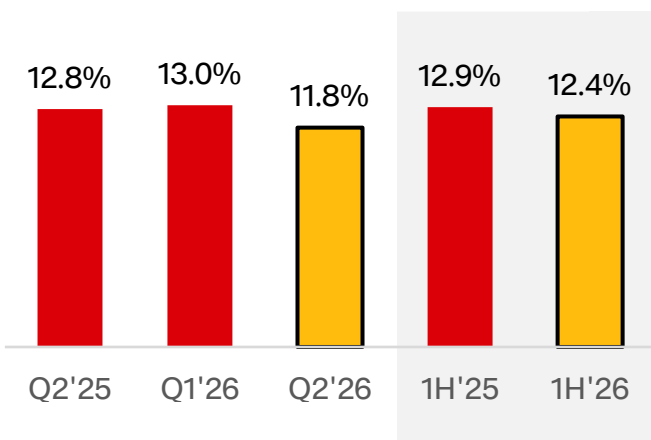
Gross Margin, Percent



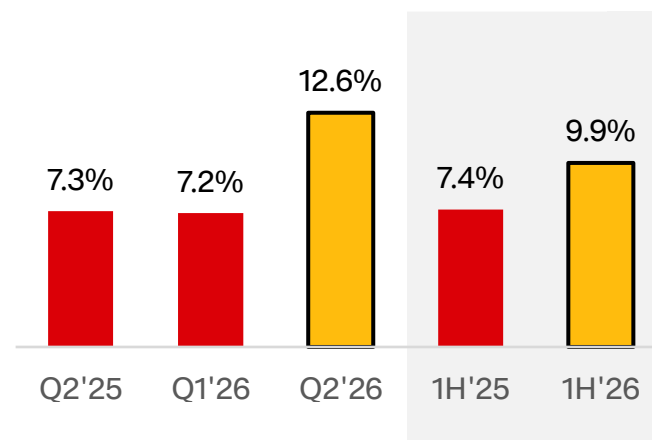
ROM*, Percent



Op. EBITDA Margin, Percent

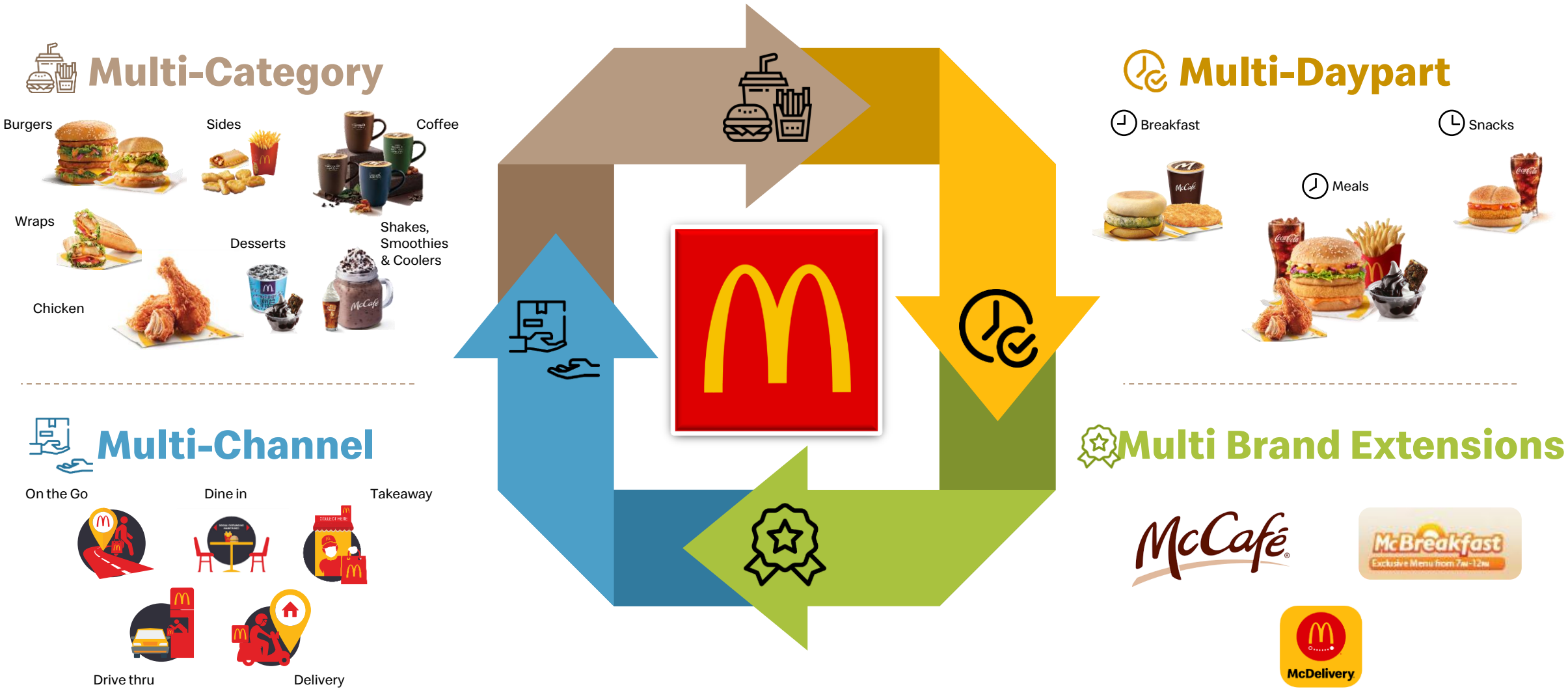


Cash PAT Margin, Percent



- Gross margin expanded by 270 bps YoY and ~80 bps QoQ, reaching 72.4%, driven by sustained supply chain efficiencies.
- Passed on the benefit of the GST rate cut to consumers through a price reduction of 80–100 bps, aligning with the Government's efforts to stimulate consumption.
- Restaurant operating margin improved by ~60 bps YoY, while Operating EBITDA declined by ~100 bps to 11.8%, primarily due to operating deleverage, partially offset by cost optimization initiatives.
- Cash PAT stood at ₹809 mn, representing 12.6% of sales. After adjusting for exceptional items, Cash PAT was ₹421 million, or 6.6% of sales (Refer to Notes 6 & 7 in Financial Results for details).

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

EXCLUSIVE

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

+47 mn

**Cumulative
Apps Downloads**

~3 mn

**Monthly
Active Users (MAU)**

Aggressive and prudent **Network Expansion**

Presence in **450 restaurants** across **72 cities** (as of September 2025)

Drive-thrus



108 Drive-thrus

(+2 in Q2 FY26; ~24% of restaurants)

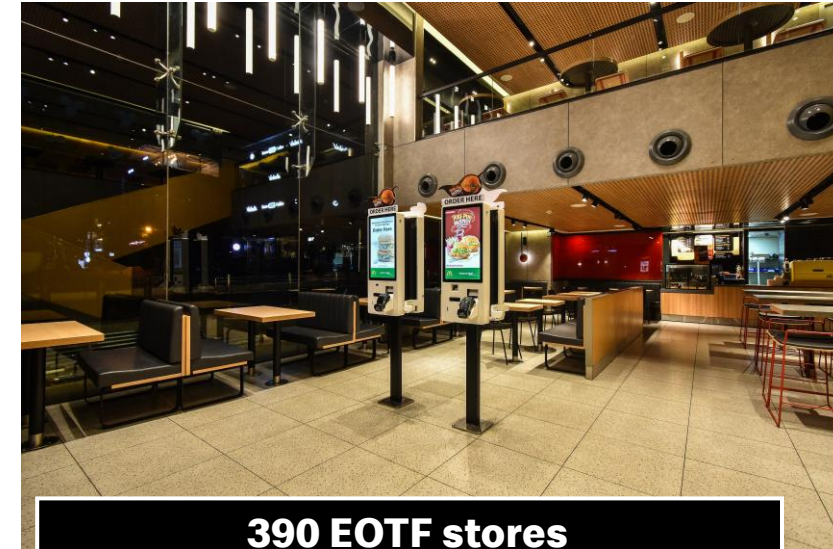
McCafés



436 McCafés

(+19 in Q2 FY26; ~97% of restaurants)

EOTF*



390 EOTF stores

(+6 in Q2 FY26; 99% of restaurants^)

- Added 8 restaurants in Q2 FY26; Closed 2 restaurants
- **On track to achieve our target of 580-630 restaurants by the year 2027**

Protein plus slice – Industry first innovation

Counting Protein? Count us in!

Just add a slice of Protein Plus to your favourite burger to meet your protein needs!

ADD ON GOODNESS
TO YOUR EVERY ORDER

Protein PLUS SLICE

Protein Plus McChicken Burger
20 gm protein

Protein Plus McVeggie Burger
15 gm protein

Protein Guide

Protein Guide	14g	17g	
14-25g	McAloo Tikki Burger with Protein Plus	McEgg Burger with Protein Plus	
25-40g	McVeggie Burger with 2 Protein Plus slices	McCrispy Chicken Burger with Protein Plus	McCheese Chicken Burger with Protein Plus
40+ g	McSpicy Premium Chicken Burger with 2 Protein Plus Slices	McSpicy Paneer Double Patty Burger with Protein Plus	

Protein needs vary for each individual, but the average requirement for an adult is approximately 15 grams per meal

NEW PROTEIN PLUS SLICE:

- ADDS 5 GM PROTEIN
- MADE WITH VEG SOYA & PEA PROTEIN
- NO ONION NO GARLIC
- NO ARTIFICIAL FLAVOURS & COLOURS

© 2025 McDonald's®

Meet the new favourite in town

100% Veg Plant base Protein

5g of protein per slice

Is yummmmm

Goes perfectly with your favourite burger

NEW Protein PLUS RANGE

SAME FAVOURITES. EXTRA PROTEIN.

Reinforcing Value Platform



Recognitions by Great Place To Work®



**Among Asia and India's
most trusted
workplaces**



#99 Large Asia's Best Workplaces (2025)



Top 50 Large Workplaces for Millennials (India)



Top 50 Large Workplaces for Women (India)



Financials

Particulars (INR Mn, Post INDAS 116)	Q2FY26	%	Q2FY25	%	Q1FY26	%	1H FY26	%	1H FY25	%
Sales	6,418.6	100.0%	6,184.8	100.0%	6,576.6	100.0%	12,995.2	100.0%	12,348.5	100.0%
YoY Sales Growth %	3.8%		0.3%		6.7%		5.2%		5.0%	
Food & paper	1,771.4	27.6%	1,874.0	30.3%	1,867.1	28.4%	3,638.4	28.0%	3,686.6	29.9%
Gross Profit	4,647.3	72.4%	4,310.8	69.7%	4,709.5	71.6%	9,356.8	72.0%	8,661.9	70.1%
Payroll & Benefits	700.0	10.9%	671.3	10.9%	670.5	10.2%	1,370.5	10.5%	1,293.6	10.5%
Royalty	360.4	5.6%	345.3	5.6%	369.8	5.6%	730.2	5.6%	699.1	5.7%
Other Operating Expenses	2,353.3	36.7%	2,144.4	34.7%	2,358.3	35.9%	4,711.7	36.3%	4,342.7	35.2%
Restaurant Operating Margin (ROM)	1,233.5	19.2%	1,149.7	18.6%	1,310.9	19.9%	2,544.4	19.6%	2,326.6	18.8%
General & Admin Expense	474.9	7.4%	359.0	5.8%	456.1	6.9%	931.1	7.2%	736.2	6.0%
Op. EBITDA	758.5	11.8%	790.7	12.8%	854.8	13.0%	1,613.3	12.4%	1,590.4	12.9%
YoY EBITDA Growth %	-4.1%		-24.1%		6.9%		1.4%		-3.8%	
Depreciation	573.6	8.9%	502.1	8.1%	550.3	8.4%	1,124.0	8.6%	996.0	8.1%
Other (Income) / Expense, net	(90.6)	-1.4%	(60.2)	-1.0%	(68.9)	-1.0%	(159.5)	-1.2%	(110.7)	-0.9%
Financial Expense	363.0	5.7%	316.0	5.1%	354.5	5.4%	717.5	5.5%	614.7	5.0%
Exceptional items*	(454.8)	-7.1%	25.7	0.4%	2.2	0.0%	(452.6)	-3.5%	38.1	0.3%
PBT	367.3	5.7%	7.1	0.1%	16.6	0.3%	383.9	3.0%	52.2	0.4%
Tax	91.9	1.4%	3.5	0.1%	4.3	0.1%	96.2	0.7%	16.2	0.1%
PAT	275.4	4.3%	3.5	0.1%	12.3	0.2%	287.7	2.2%	36.1	0.3%
PAT (pre-IND AS 116)	365.9	5.7%	105.5	1.7%	116.2	1.8%	482.1	3.7%	227.4	1.8%
Cash Profit After Tax	809.0	12.6%	453.2	7.3%	473.8	7.2%	1,282.7	9.9%	916.1	7.4%
SSSG (%)	-2.8%		-6.5%		0.5%		-1.3%		-6.6%	
New stores opening	8		8		9		17		14	

Note: * Exceptional Items include one-time expenses on account of assets written off pertaining to restaurants relocation/closure and income from sale of assets (Refer to Notes 6 & 7 in Financial Results for details).

P&L reconciliation

Particulars (INR mn)	(A) Q2 FY26 (Adjusted)	(B) Ind AS 116 Changes^	(C) Q2 FY26 (Reported)	(D) Q2 FY25 (Adjusted)	(E) Ind AS 116 Changes^	(F) Q2 FY25 (Reported)	(A over D) YoY Growth (Adjusted)
Revenue	6,418.6	-	6,418.6	6,184.8	-	6,184.8	3.8%
Occupancy and other Operating Expenses	2,713.8	(360.5)	2,353.3	2,454.3	(309.9)	2,144.4	10.6%
Restaurant Operating Profit	873.0	360.5	1,233.5	839.8	309.9	1,149.7	4.0%
Restaurant Operating Margin	13.6%		19.2%	13.6%		18.6%	
General and Administration Expenses	474.9	-	474.9	359.0	-	359.0	32.3%
Operating EBITDA	398.1	360.5	758.5	480.8	309.9	790.7	-17.2%
Operating EBITDA Margin	6.2%		11.8%	7.8%		12.8%	
Depreciation and Amortisation Expense	362.1	211.6	573.6	314.9	187.2	502.1	15.0%
Other (Income) / Expense, net	(60.0)	(30.6)	(90.6)	(51.8)	(8.4)	(60.2)	15.9%
Financial Expense	61.3	301.7	363.0	55.9	260.0	316.0	9.6%
Exceptional Items*	(454.8)	-	(454.8)	25.7	-	25.7	-1871.7%
Profit/(Loss) before Tax	489.5	(122.2)	367.3	136.1	(129.0)	7.1	259.8%
Tax	123.6	(31.7)	91.9	30.5	(27.0)	3.5	304.8%
Profit/(Loss) after Tax	365.9	(90.5)	275.4	105.5	(102.0)	3.5	246.8%
PAT Margin	5.7%		4.3%	1.7%		0.1%	

Note: 1) ^adjustments arising out of Ind AS 116. **2)** * Exceptional Items include one-time expenses on account of assets written off pertaining to restaurants relocation/closure and income from sale of assets (Refer to Notes 6 & 7 in Financial Results for details)

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



Q2 FY26 Earnings Call Invite

Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533) will announce its results for the second quarter that ended September 30, 2025, on November 3, 2025. Following the announcement, the management team will host a conference call for investors and analysts on **November 3, 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	November 3, 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 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



Thank you

IR Contact

For additional information:

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investor.relations@mcdonaldsindia.com