

# Westlife Development Limited



## Profit and Loss account summary (consolidated figures)

(As per Indian GAAP)

In ₹ million

Particulars	Quarter ended		Growth % in Q3 FY17 over Q3 FY16	Quarter ended	Growth % in Q3 FY17 over Q2 FY17
	Dec 31, 2016	Dec 31, 2015		Sep 30, 2016	
<b>REVENUES</b>					
Sales	2,380.4	2,102.8		2,312.9	
Other Operating Income	37.1	6.3		30.0	
<b>TOTAL REVENUES</b>	<b>2,417.5</b>	<b>2,109.1</b>	<b>14.6%</b>	<b>2,342.9</b>	<b>3.2%</b>
<b>OPERATING COSTS AND EXPENSES</b>					
<b>Restaurant Operating Cost and Expense</b>					
Food & Paper	957.1	832.4		926.0	
Payroll and Employee Benefits	278.5	232.3		282.1	
Royalty	94.7	81.4		92.1	
Occupancy and Other Operating Expenses	796.3	687.7		791.1	
<b>Total</b>	<b>2,126.6</b>	<b>1,833.8</b>		<b>2,091.3</b>	
<b>RESTAURANT OPERATING MARGIN (RoM)</b>	<b>290.9</b>	<b>275.3</b>	<b>5.7%</b>	<b>251.6</b>	<b>15.6%</b>
<b>RoM (% of Total Revenues)</b>	<b>12.0%</b>	<b>13.1%</b>		<b>10.7%</b>	
General & Administrative Expense	150.3	112.6		124.7	
<b>OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)</b>	<b>140.6</b>	<b>162.7</b>	<b>-13.6%</b>	<b>126.9</b>	<b>10.8%</b>
<b>Operating EBITDA (% of Total Revenues)</b>	<b>5.8%</b>	<b>7.7%</b>		<b>5.4%</b>	
Other (Income) / Expense, net	(43.2)	(30.6)		(42.8)	
Extraordinary Expenses *	-	11.5		9.0	
Depreciation	160.2	141.9		154.0	
Financial Expense (Interest & Bank Charges), net	40.7	37.4		39.8	
<b>PROFIT/(LOSS) BEFORE TAX (PBT)</b>	<b>(17.1)</b>	<b>2.5</b>		<b>(33.1)</b>	
<b>PBT (% of Total Income)</b>	<b>-0.7%</b>	<b>0.1%</b>		<b>-1.4%</b>	
Taxes	-	0.2		-	
<b>PROFIT/(LOSS) AFTER TAX (PAT)</b>	<b>(17.1)</b>	<b>2.3</b>		<b>(33.1)</b>	
<b>PAT (% of Total Income)</b>	<b>-0.7%</b>	<b>0.1%</b>		<b>-1.4%</b>	
Cash Profit (INR million)	148.4	161.3		136.4	
New Restaurants Opened	7	8		3	
Comparable Sales %	5.1%	3.1%		6.5%	

\* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure

# Westlife Development Limited



## Profit and Loss account summary

(Consolidated figures)

(As per Indian GAAP)

In ₹ million

Particulars	Nine Months ended		Growth (%)
	Dec 31, 2016	Dec 31, 2015 <sup>#</sup>	
<b>REVENUES</b>			
Sales	6,956.0	6,159.0	
Other Operating Income	103.0	49.1	
<b>TOTAL REVENUES</b>	<b>7,059.0</b>	<b>6,208.1</b>	<b>13.7%</b>
<b>OPERATING COSTS AND EXPENSES</b>			
<b>Store Operating Cost and Expense</b>			
Food & Paper	2,791.5	2,498.2	
Payroll and Employee Benefits	799.3	671.5	
Royalty	276.7	205.6	
Occupancy and Other Operating Expenses	2,403.1	2,114.5	
<b>Total</b>	<b>6,270.6</b>	<b>5,489.8</b>	
<b>RESTAURANT OPERATING MARGIN (RoM)</b>	<b>788.4</b>	<b>718.3</b>	<b>9.8%</b>
<b>RoM (% of Total Revenues)</b>	<b>11.2%</b>	<b>11.6%</b>	
General & Administrative Expense	406.9	349.1	
<b>OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)</b>	<b>381.6</b>	<b>369.2</b>	<b>3.4%</b>
<b>Operating EBITDA (% of Total Revenues)</b>	<b>5.4%</b>	<b>5.9%</b>	
Other (Income) / Expense, net	(139.8)	(75.9)	
Extraordinary Expenses <sup>*</sup>	9.0	45.3	
Depreciation	475.0	426.3	
Financial Expense (Interest & Bank Charges), net	117.1	113.2	
<b>PROFIT/(LOSS) BEFORE TAX (PBT)</b>	<b>(79.7)</b>	<b>(139.7)</b>	
<b>PBT (% of Total Income)</b>	<b>-1.1%</b>	<b>-2.3%</b>	
Taxes	-	0.7	
<b>PROFIT/(LOSS) AFTER TAX (PAT)</b>	<b>(79.7)</b>	<b>(140.4)</b>	
<b>PAT (% of Total Income)</b>	<b>-1.1%</b>	<b>-2.3%</b>	
Cash Profit (INR million)	420.1	348.0	
New Stores Opened	16	17	
Comparable Sales %	5.0%	-0.3%	

\* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure.

# Other Operating Income excludes exceptional gain amounting to ₹ 234.0 Million, recognized in Q2 FY16