

Westlife Development Limited



Profit and Loss account summary (consolidated figures)

(As per Ind-AS)

In ₹ million, except per share data

Particulars	Quarter ended		Growth % in Q1 FY18 over Q1 FY17
	Jun 30, 2017	Jun 30, 2016	
REVENUES			
Sales	2,600.1	2,262.7	
Other Operating Income	23.1	39.9	
TOTAL REVENUES	2,623.2	2,302.6	13.9%
OPERATING COSTS AND EXPENSES			
Restaurant Operating Cost and Expense			
Food & Paper	1,046.0	917.9	
Payroll and Employee Benefits	297.0	238.7	
Royalty	103.3	89.9	
Occupancy and Other Operating Expenses	906.7	811.9	
Total	2,353.0	2,058.4	
RESTAURANT OPERATING MARGIN (RoM)	270.2	244.2	10.6%
RoM (% of Total Revenues)	10.3%	10.6%	
General & Administrative Expense	122.2	135.1	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	148.0	109.1	35.6%
Operating EBITDA (% of Total Revenues)	5.6%	4.7%	
Other (Income) / Expense, net	(65.5)	(56.4)	
Extraordinary Expenses *	11.0	-	
Depreciation	159.9	160.8	
Financial Expense (Interest & Bank Charges), net	39.0	36.8	
PROFIT/(LOSS) BEFORE TAX (PBT)	3.4	(32.1)	
PBT (% of Total Income)	0.1%	-1.4%	
Taxes	1.2	(11.1)	
PROFIT/(LOSS) AFTER TAX (PAT)	2.2	(21.0)	
PAT (% of Total Income)	0.1%	-0.9%	
Other Comprehensive Income as per Ind-AS (net of income tax)	0.7	1.1	
Total Comprehensive Income as per Ind-AS	2.9	(19.9)	

Cash Profit (INR million)	182.0	136.0
New Restaurants Opened	3	6
Comparable Sales %	8.7%	3.4%

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