

# Westlife Development Limited



## Profit and Loss account summary (consolidated figures)

(As per IGAAP)

In ₹ million

Particulars	Quarter ended		Growth % in Q3 FY18 over Q3 FY17	Quarter ended Sep 30, 2017	Growth % in Q3 FY18 over Q2 FY18
	Dec 31, 2017	Dec 31, 2016			
<b>REVENUES</b>					
Sales	3,037.2	2,380.4		2,633.1	
Other Operating Income	14.7	37.1		13.6	
<b>TOTAL REVENUES</b>	<b>3,051.9</b>	<b>2,417.5</b>	<b>26.2%</b>	<b>2,646.7</b>	<b>15.3%</b>
<b>OPERATING COSTS AND EXPENSES</b>					
<b>Restaurant Operating Cost and Expense</b>					
Food & Paper	1,127.4	957.1		986.2	
Payroll and Employee Benefits	335.6	278.5		336.0	
Royalty	131.4	94.7		103.4	
Occupancy and Other Operating Expenses	999.2	796.3		869.3	
<b>Total</b>	<b>2,593.6</b>	<b>2,126.6</b>		<b>2,294.9</b>	
<b>RESTAURANT OPERATING MARGIN (RoM)</b>	<b>458.3</b>	<b>290.9</b>	<b>57.6%</b>	<b>351.8</b>	<b>30.3%</b>
<b>RoM (% of Total Revenues)</b>	<b>15.0%</b>	<b>12.0%</b>		<b>13.3%</b>	
General & Administrative Expense	194.7	150.3		149.1	
<b>OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)</b>	<b>263.6</b>	<b>140.6</b>	<b>87.5%</b>	<b>202.7</b>	<b>30.0%</b>
<b>Operating EBITDA (% of Total Revenues)</b>	<b>8.6%</b>	<b>5.8%</b>		<b>7.7%</b>	
Other (Income) / Expense, net	(39.4)	(43.2)		(14.0)	
Extraordinary Expenses *	20.4	-		0.4	
Depreciation	168.6	160.2		168.5	
Financial Expense (Interest & Bank Charges), net	36.5	40.7		35.7	
<b>PROFIT/(LOSS) BEFORE TAX (PBT)</b>	<b>77.5</b>	<b>(17.1)</b>		<b>12.1</b>	<b>540.6%</b>
<b>PBT (% of Total Income)</b>	<b>2.5%</b>	<b>-0.7%</b>		<b>0.5%</b>	
Income Tax	-	-		-	
<b>PROFIT/(LOSS) AFTER TAX (PAT)</b>	<b>77.5</b>	<b>(17.1)</b>		<b>12.1</b>	<b>540.6%</b>
<b>PAT (% of Total Income)</b>	<b>2.5%</b>	<b>-0.7%</b>		<b>0.5%</b>	
Cash Profit (INR million)	270.2	148.4		188.8	
New Restaurants Opened	9	7		4	
Comparable Sales %	20.7%	5.1%		8.4%	

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

# Westlife Development Limited



## Profit and Loss account summary

(Consolidated figures)

(As per IGAAP)

In ₹ million

Particulars	Nine Months ended		Growth (%)
	Dec 31, 2017	Dec 31, 2016	
<b>REVENUES</b>			
Sales	8,270.4	6,956.0	
Other Operating Income	51.4	103.0	
<b>TOTAL REVENUES</b>	<b>8,321.8</b>	<b>7,059.0</b>	<b>17.9%</b>
<b>OPERATING COSTS AND EXPENSES</b>			
<b>Restaurant Operating Cost and Expense</b>			
Food & Paper	3,146.7	2,791.5	
Payroll and Employee Benefits	968.6	799.3	
Royalty	338.1	276.7	
Occupancy and Other Operating Expenses	2,782.0	2,403.1	
<b>Total</b>	<b>7,235.4</b>	<b>6,270.6</b>	
<b>RESTAURANT OPERATING MARGIN (RoM)</b>	<b>1,086.4</b>	<b>788.4</b>	<b>37.8%</b>
<b>RoM (% of Total Revenues)</b>	<b>13.1%</b>	<b>11.2%</b>	
General & Administrative Expense	463.0	406.8	
<b>OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)</b>	<b>623.4</b>	<b>381.6</b>	<b>63.4%</b>
<b>Operating EBITDA (% of Total Revenues)</b>	<b>7.5%</b>	<b>5.4%</b>	
Other (Income) / Expense, net	(79.1)	(139.8)	
Extraordinary Expenses *	31.9	9.0	
Depreciation	497.0	475.0	
Financial Expense (Interest & Bank Charges), net	111.1	117.1	
<b>PROFIT/(LOSS) BEFORE TAX (PBT)</b>	<b>62.4</b>	<b>(79.7)</b>	
<b>PBT (% of Total Income)</b>	<b>0.8%</b>	<b>-1.1%</b>	
Income Tax	-	-	
<b>PROFIT/(LOSS) AFTER TAX (PAT)</b>	<b>62.4</b>	<b>(79.7)</b>	
<b>PAT (% of Total Income)</b>	<b>0.8%</b>	<b>-1.1%</b>	

Cash Profit (INR million)	604.7	420.1
New Stores Opened	16	16
Comparable Sales %	12.8%	5.0%

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