

Westlife Development Limited



Profit and Loss account summary (consolidated figures)

(As per Indian GAAP)

In ₹ million

Particulars	Quarter ended		Growth % in Q1 FY19 over Q1 FY18	Quarter ended Mar 31, 2018	Growth % in Q1 FY19 over Q4 FY18
	Jun 30, 2018	Jun 30, 2017			
REVENUES					
Sales	3,405.2	2,600.1		2,984.9	
Other Operating Income	11.6	24.4		42.0	
TOTAL REVENUES	3,416.8	2,624.5	30.2%	3,026.9	12.9%
OPERATING COSTS AND EXPENSES					
Store Operating Cost and Expense					
Food & Paper	1,228.8	1,033.1		1,103.0	
Payroll and Employee Benefits	341.3	297.0		342.5	
Royalty	157.6	103.3		138.5	
Occupancy and Other Operating Expenses	1,156.9	913.5		1,042.5	
Total	2,884.6	2,346.9		2,626.5	
RESTAURANT OPERATING MARGIN (RoM)	532.2	277.6	91.7%	400.4	32.9%
RoM (% of Total Revenues)	15.6%	10.6%		13.2%	
General & Administrative Expense	177.3	119.2		176.9	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	354.9	158.4	124.0%	223.5	58.8%
Operating EBITDA (% of Total Revenues)	10.4%	6.0%		7.4%	
Other (Income) / Expense, net	(7.4)	(24.3)		(96.7)	
Extraordinary Expenses *	14.6	11.0		39.5	
Depreciation	186.4	159.9		175.6	
Financial Expense (Interest & Bank Charges), net	40.3	38.9		39.0	
PROFIT/(LOSS) BEFORE TAX (PBT)	121.0	(27.1)		66.1	83.0%
PBT (% of Total Income)	3.5%	-1.0%		2.2%	
Taxes	4.8	-		-	
PROFIT/(LOSS) AFTER TAX (PAT)	116.2	(27.1)		66.1	75.8%
PAT (% of Total Income)	3.4%	-1.0%		2.2%	
Cash Profit (INR million)	322.1	149.4		284.3	
New Restaurants Opened	4	3		9	
Comparable Sales %	24.1%	8.7%		25.1%	

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