

Westlife Development Limited



Comparable Operating Performance (consolidated)
Excludes impact of IND AS

(As per Indian GAAP)

In ₹ million

| Particulars | Quarter ended | | Growth % in Q1 FY20 over Q1 FY19 | Quarter ended Mar 31, 2019 | Growth % in Q1 FY20 over Q4 FY19 |
|--|------------------|------------------|--|-------------------------------------|--|
| | June 30, 2019 | June 30, 2018 | | | |
| REVENUES | | | | | |
| Sales | 3,802.6 | 3,405.2 | | 3,336.4 | |
| Other Operating Income | 16.0 | 11.6 | | 55.3 | |
| Other Trading Revenues | - | - | | - | |
| TOTAL REVENUES | 3,818.6 | 3,416.8 | 11.8% | 3,391.7 | 12.6% |
| OPERATING COSTS AND EXPENSES | | | | | |
| Store Operating Cost and Expense | | | | | |
| Food & Paper | 1,361.7 | 1,228.8 | | 1,216.9 | |
| Payroll and Employee Benefits | 391.5 | 341.3 | | 377.7 | |
| Royalty | 174.9 | 157.6 | | 153.8 | |
| Occupancy and Other Operating Expenses | 1,375.2 | 1,157.5 | | 1,174.1 | |
| Total | 3,303.2 | 2,885.2 | | 2,922.5 | |
| RESTAURANT OPERATING MARGIN (RoM) | 515.3 | 531.6 | -3.1% | 469.2 | 9.8% |
| RoM (% of Total Revenues) | 13.5% | 15.6% | | 13.8% | |
| General & Administrative Expense | 188.1 | 177.3 | | 197.3 | |
| Other Trading Operating Cost and Expenses | - | - | | - | |
| OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA) | 327.2 | 354.3 | -7.7% | 271.9 | 20.3% |
| Operating EBITDA (% of Total Revenues) | 8.6% | 10.4% | | 8.0% | |
| Other (Income) / Expense, net | (23.7) | (7.4) | | (72.2) | |
| Extraordinary Expenses* | 15.5 | 14.0 | | 24.2 | |
| Depreciation | 208.8 | 186.4 | | 210.0 | |
| Financial Expense (Interest & Bank Charges), net | 46.0 | 40.3 | | 49.2 | |
| PROFIT/(LOSS) BEFORE TAX (PBT) | 80.6 | 121.1 | | 60.7 | 32.8% |
| PBT (% of Total Income) | 2.1% | 3.5% | | 1.8% | |
| Deferred Tax | - | - | | (16.90) | |
| Income Tax | 22.9 | 4.7 | | 6.2 | |
| PROFIT/(LOSS) AFTER TAX (PAT) | 57.7 | 116.3 | | 71.4 | -19.2% |
| PAT (% of Total Income) | 1.5% | 3.4% | | 2.1% | |
| Cash Profit (INR million) | 282.1 | 317.3 | | 297.7 | |
| New Restaurants Opened | 4 | 4 | | 8 | |
| Comparable Sales % | 6.7% | 24.1% | | 5.6% | |

Note:

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