

**WESTLIFE FOODWORLD LTD.**

Regd. Off.: 1001, Tower-3, 10th Floor • One International Center
Senapati Bapat Marg • Prabhadevi • Mumbai 400 013
Tel : 022-4913 5000 Fax : 022-4913 5001
CIN No. : L65990MH1982PLC028593
Website: www.westlife.co.in | E-mail id :shatadru@mcdonaldsindia.com

Date: 23rd October, 2026

To
The BSE Ltd ('the BSE')
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

To
The National Stock Exchange of India Ltd
('the NSE')
Exchange Plaza
Bandra Kurla Complex, Bandra (East)
Mumbai - 400051

**Sub : Compliance with Regulations 30 of the SEBI (LODR) Regulations, 2015;
Submission of Earnings Presentation for the quarter ended 30th September, 2026.**

**Re : Westlife Foodworld Limited (the Company): BSE Scrip Code - 505533 and NSE Scrip
Code - WESTLIFE.**

Dear Sir/Madam,

In compliance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the Earnings Presentation for the quarter ended 30th September, 2026.

You are requested to take the same on record. The same would be available on the Company's website on www.westlife.co.in

Please note that the meeting started at 11:45 am and concluded at 12:15 p.m.

Thanking you,

Yours faithfully,

For Westlife Foodworld Ltd.

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upta
Digitally
signed by
Shatadru
Sengupta
Date:
2026.10.23
13:01:53
+05'30'

**Dr Shatadru Sengupta
Company Secretary**

Encl : as above

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Westlife Foodworld

Hardcastle Restaurants Pvt. Ltd.

Q2 FY27 Earnings Presentation

October 23, 2026

Safe harbour disclosure

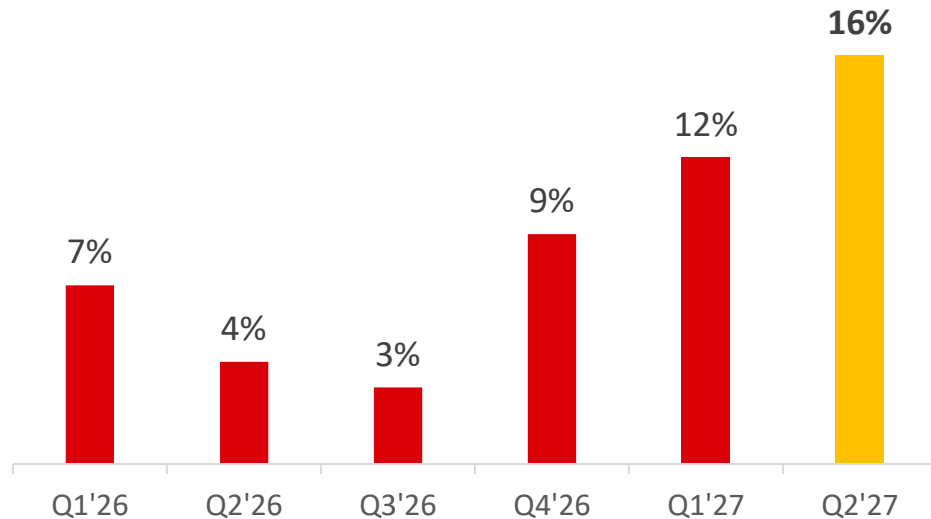
This presentation contains forward-looking statements that represent our beliefs, projections and predictions about future events or our future performance. Forward-looking statements can be identified by terminology such as “may,” “will,” “would,” “could,” “should,” “expect,” “intend,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “continue” or the negative of these terms or other similar expressions or phrases. These forward-looking statements are necessarily subjective and involve known and unknown risks, uncertainties and other important factors that could cause our actual results, performance or achievements or industry results to differ materially from any future results, performance or achievement described in or implied by such statements. The forward-looking statements contained herein include statements about the business prospects of Westlife Foodworld Ltd (‘WFL’), its ability to attract customers, its affordable platform, its expectation for revenue generation and its outlook. These statements are subject to the general risks inherent in WFL’s business. These expectations may or may not be realized. Some of these expectations may be based upon assumptions or judgments that prove to be incorrect. In addition, WFL’s business and operations involve numerous risks and uncertainties, many of which are beyond the control of WFL, which could result in WFL’s expectations not being realized or otherwise materially affecting the financial condition, results of operations and cash flows of WFL. Additional information relating to the uncertainties affecting WFL’s business is contained in its filings with various regulators and the Bombay Stock Exchange (BSE). The forward-looking statements are made only as of the date hereof, and WFL does not undertake any obligation to (and expressly disclaims any obligation to update any forward-looking statements to reflect events or circumstances after the date such statements were made, or to reflect the occurrence of unanticipated events.

Double digit SSSG driven by operational excellence

Strongest topline growth in the recent past

↗
+16%

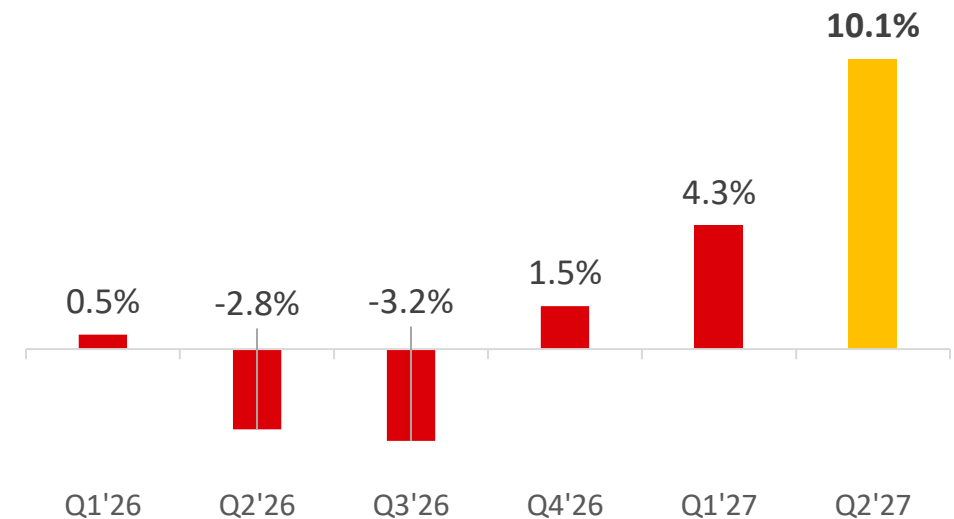
Sales growth YoY (%)



SSSG improves to double digit

↗
+10.1%

SSSG (%)



Q2 FY27 highlights

₹ 7.47 bn

16% YoY | 10.1% SSSG

Sales

₹ 981 mn

29% YoY | 13.1% margin

Op. EBITDA

₹ 526 mn

25% YoY* | 7.0% margin

Cash PAT

₹ 62.3 mn

3% YoY

Comp. AUV (TTM)

+75%

Apps + SOKs

Digital Sales

+58 mn

LTD | MAU: ~4.2 mn

App Downloads

492

+11 in Q2 FY27 | 80 cities

Store Network

17% YoY

59% contribution

On-premise Sales

60+

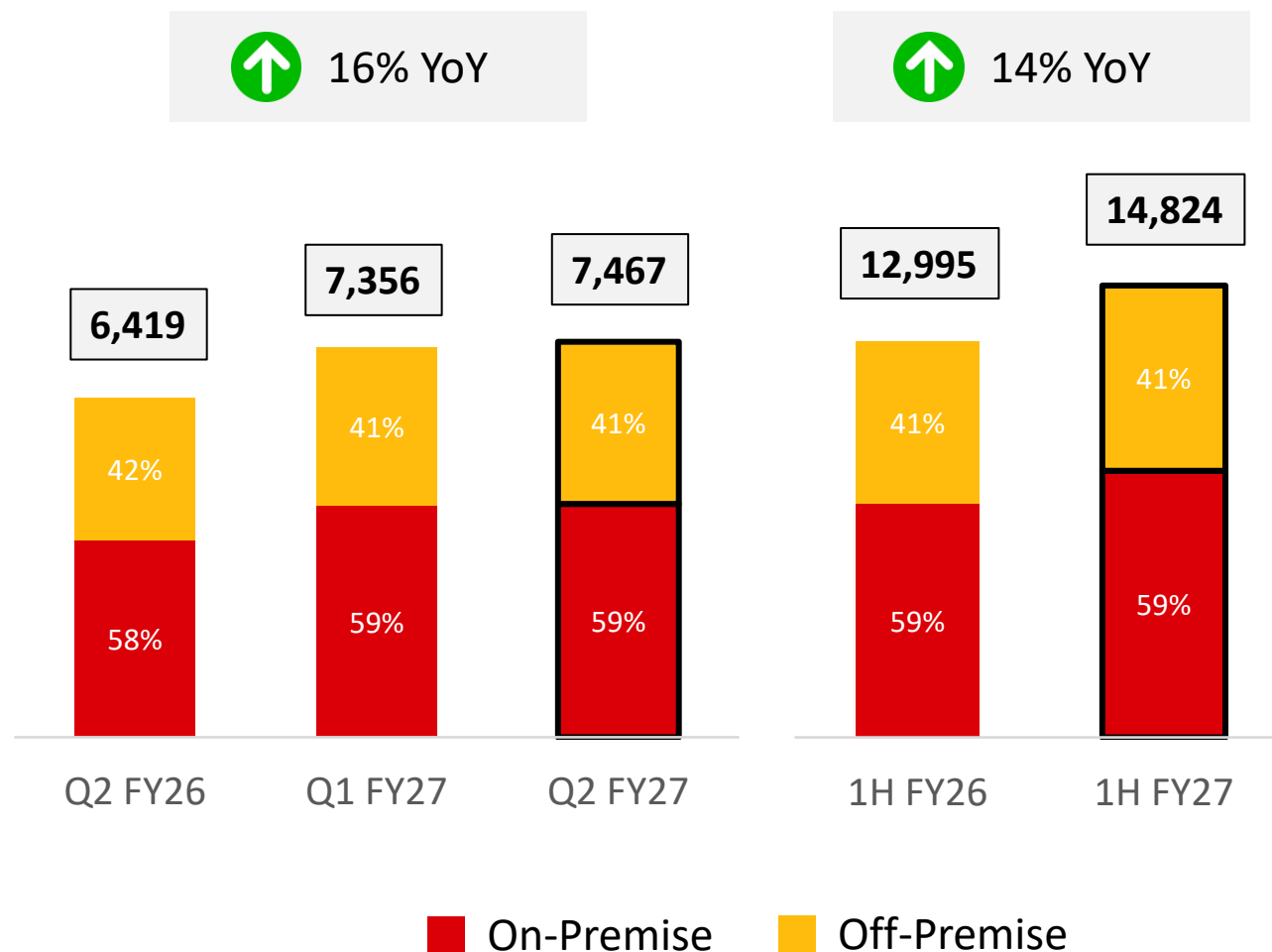
Openings in FY27

New Stores Target



Strongest topline growth backed by robust guest count

Revenue, INR mn



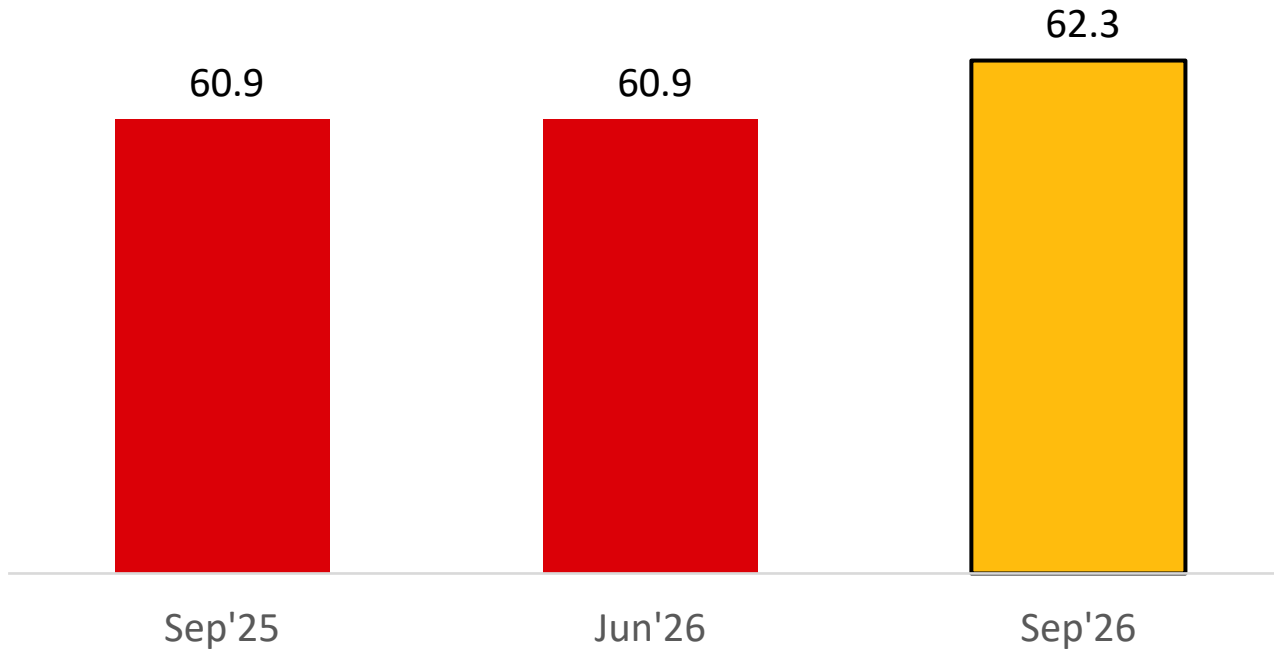
- Strongest topline growth in the recent past, supported by double-digit SSSG and broad-based performance across channels and regions, with continued growth momentum in the South market.
- Positive business momentum accelerated further this quarter, supported by double-digit guest count growth across all three months.
- Strong momentum reinforces our confidence in the underlying business, providing a healthy backdrop for the festive season, supported by a robust pipeline of consumer activations.
- On-premise and off-premise businesses grew broadly in line. McDelivery continued to witness strong growth, further strengthening its position as the preferred delivery channel among loyal customers.

Strengthening value leadership and brand trust

TTM Average Sales per Comparable Store, INR mn



3% YoY



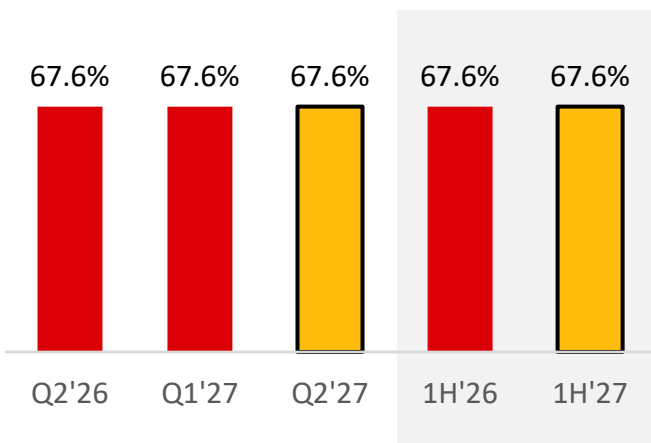
- Growth remained firmly anchored in value, with the everyday value meal continuing to serve as the primary driver of guest count growth.
- Food safety, quality and hygiene remain foundational to the McDonald's system and are non-negotiable. We take pride in upholding rigorous standards across every stage, from sourcing and supply chain to food preparation and restaurant operations.
- Continued to strengthen brand affinity through the new brand anthem and limited-time offerings. Fam Fries and Spider-Man Meal launched during the quarter saw strong traction.
- Digital sales contribution stood at +75%, increasing by ~60 bps YoY, led by higher engagement across the McDelivery platform, the McDonald's app and self-ordering kiosks.

Note: 1) Numbers in above chart reflect sales per comparable store base instead of sales per overall store base, hence growth numbers are not comparable;

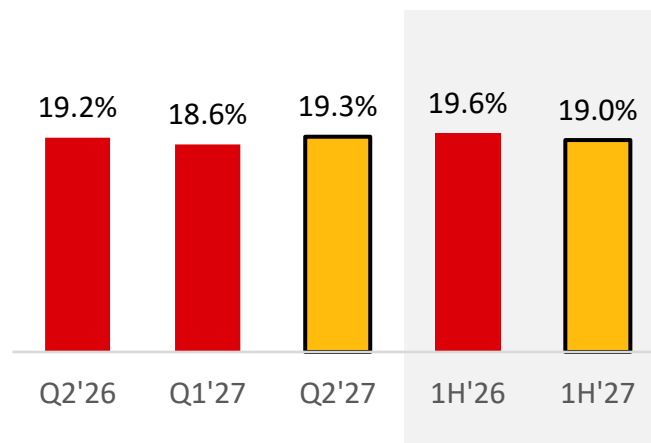
2) Digital Sales largely includes sales from Mobile Apps and Self Ordering Kiosks.

Operating leverage drives margin expansion despite headwinds

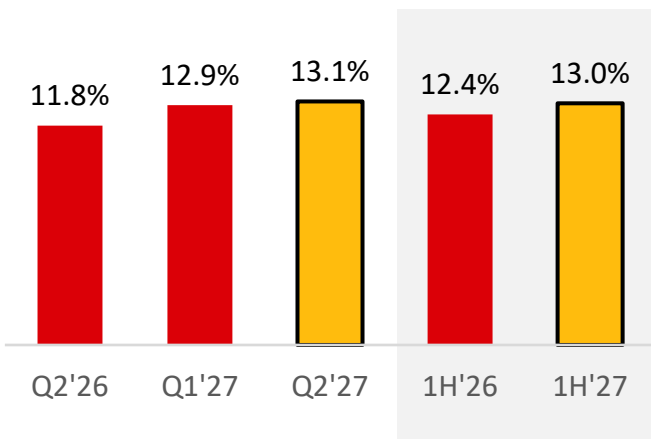
Adj. Gross Margin^{*}, Percent



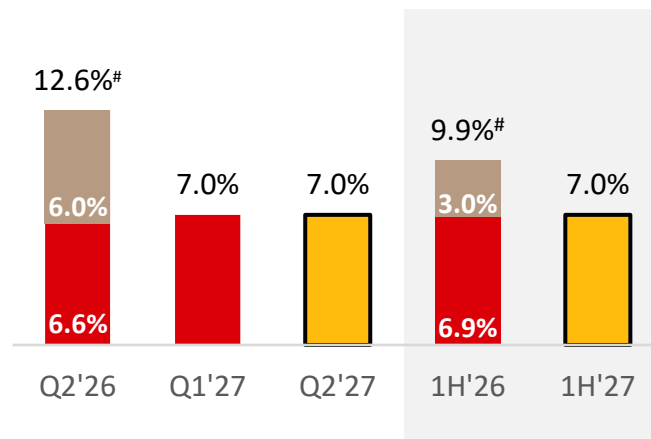
ROM[^], Percent



Op. EBITDA Margin, Percent



Cash PAT Margin, Percent



- Cost pressures persisted across commodities and utilities, particularly oil and chicken. However, robust cost governance and internal efficiencies helped maintain gross margin on a sequential basis. In the near term, gross margin is expected to remain above 67%.
- The increase in minimum wages in Karnataka added to employee cost pressures during the quarter, impacting restaurant level margins.
- Despite heightened inflationary pressures, restaurant operating margin remained broadly stable YoY, while operating EBITDA margin expanded by 130 bps YoY, driven by strong operating leverage.
- Cash PAT stood at ₹526 million, representing 7% of sales.

Note – ^{*}Please refer to slide 17 for the note on Adjusted Gross Margin trends, [^]ROM is Restaurant Operating Margin,

[#]Q2FY26 Cash PAT margin includes a one-time exceptional income; Adjusted Cash PAT margin was 6.6% for the quarter and 6.9% for 1H FY26.

A unique business model catering various market segments across dayparts



Three strategic focus areas over the medium term

Modern, relevant and progressive food and food tech company



Winning proposition

Strengthened Consumer Proposition to Drive Scalable, Profitable Guest Count Growth.

Omni-channel

Integrate various channels and touchpoints to a One McDonald's platform to provide consumers a seamless experience

Network expansion

Penetrate unserved geographies and fortify existing markets with renewed aggression

Running great restaurants and brand building

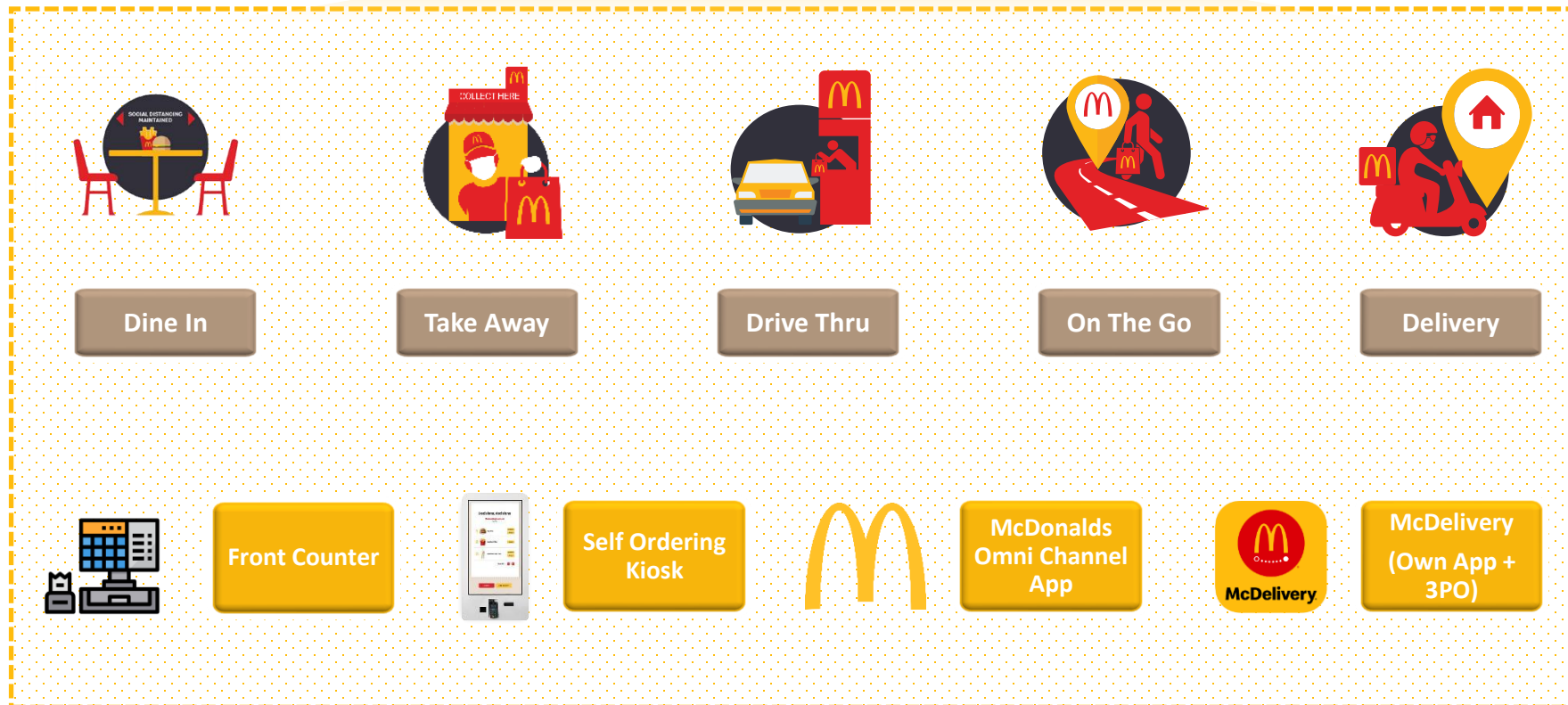
Cost leadership and operating efficiencies

Consumer Proposition Framework to aggressively drive guest count growth in near to mid term



Robust **Omni Channel** model with unified experience

UNIFIED EXPERIENCE



+75%

Digital-led Sales

+58 mn

Cumulative
Apps Downloads

~4.2 mn

MAU
Monthly Active Users

Aggressive and prudent **Network Expansion**

Presence in **492 restaurants** across **80 cities** (as of September 2026)

Drive-thrus



McCafés



Modern digital experience



- Added 11 restaurants in Q2 FY27; Closed 1 restaurant
- **On track to achieve our target of 580+ restaurants by March 2028**

Driving brand affinity and top-of-mind recall

McDonald's x McCain

**YOUR FAV FRIES,
NOW IN OUR BIGGEST PACK EVER.**

FAM FRIES MEAL ~~₹409~~ **₹149 ONLY**

9TH - 12TH JULY ONLY

McDonald's App Exclusive

EXCLUSIVE OF TAXES *T&C Apply

**SHARE THE MEAL
SHARE THE GAME**

THE FOOTBALL MEAL STARTING @ **₹349**

FREE FOOTBALL

McDonald's App Exclusive

McDonald's x SPIDER-MAN
BRAND NEW DAY
EXCLUSIVELY IN CINEMAS 30TH JULY

For your Spidey fam

Swing by and grab yours

**LEVEL UP ANY MEAL WITH
CORN & CHEESE STRIPS**

@ ₹49

McDonald's

For Your Every Family, Let's Family at McD



Celebrating
30 years of everyday
feel-good moments at
McDonald's India

FOR YOUR EVERY FAMILY:

The ones you're born into, and
the ones you find along the way!

Let's Family at McD

Financials

Particulars (INR Mn, Post INDAS 116)	Q2FY27	%	Q2FY26	%	Q1FY27	%
Sales	7,467.2	100.0%	6,418.6	100.0%	7,356.4	100.0%
YoY Sales Growth %	16.3%		3.8%		11.9%	
Food & paper	2,421.4	32.4%	1,769.2	27.6%	2,386.7	32.4%
Gross Profit	5,045.9	67.6%	4,649.4	72.4%	4,969.7	67.6%
Payroll & Benefits	803.0	10.8%	701.4	10.9%	750.1	10.2%
Royalty	417.9	5.6%	360.4	5.6%	409.6	5.6%
Other Operating Expenses	2,386.4	32.0%	2,353.3	36.7%	2,438.1	33.1%
Restaurant Operating Margin (ROM)	1,438.6	19.3%	1,234.3	19.2%	1,371.9	18.6%
General & Admin Expense	458.2	6.1%	474.9	7.4%	426.4	5.8%
Op. EBITDA	980.5	13.1%	759.4	11.8%	945.5	12.9%
YoY EBITDA Growth %	29.1%		-4.0%		10.6%	
Depreciation	619.0	8.3%	574.1	8.9%	599.6	8.2%
Other (Income) / Expense, net	(57.5)	-0.8%	(86.5)	-1.3%	(65.2)	-0.9%
Financial Expense	400.0	5.4%	363.0	5.7%	387.7	5.3%
Exceptional items*	45.9	0.6%	(460.6)	-7.2%	15.5	0.2%
PBT	(26.9)	-0.4%	369.5	5.8%	7.9	0.1%
Tax	(6.6)	-0.1%	92.4	1.4%	2.0	0.0%
PAT	(20.4)	-0.3%	277.1	4.3%	5.9	0.1%
PAT (pre-IND AS 116)	91.4	1.2%	367.6	5.7%	116.2	1.6%
Cash Profit After Tax	525.5	7.0%	807.3	12.6%	516.8	7.0%
SSSG (%)	10.1%		-2.8%		4.3%	
New stores opening	11		8		5	

1H FY27	%	1H FY26	%
14,823.6	100.0%	12,994.9	100.0%
14.1%		5.2%	
4,808.0	32.4%	3,636.2	28.0%
10,015.6	67.6%	9,358.7	72.0%
1,553.1	10.5%	1,371.8	10.6%
827.5	5.6%	730.2	5.6%
4,824.5	32.5%	4,711.6	36.3%
2,810.5	19.0%	2,545.0	19.6%
884.6	6.0%	931.1	7.2%
1,925.9	13.0%	1,613.9	12.4%
19.3%		1.4%	
1,218.6	8.2%	1,124.4	8.7%
(122.7)	-0.8%	(155.4)	-1.2%
787.7	5.3%	717.2	5.5%
61.4	0.4%	(458.4)	-3.5%
(19.1)	-0.1%	386.1	3.0%
(4.5)	0.0%	96.8	0.7%
(14.5)	-0.1%	289.4	2.2%
207.9	1.4%	483.9	3.7%
1,042.2	7.0%	1,281.0	9.9%
7.2%		-1.3%	
16		17	

Note: * Exceptional Items include one-time gain/ expense on account of assets written off pertaining to restaurants relocation/closure.

^ Q2FY26 Cash PAT includes a one-time exceptional income; Adjusted Cash PAT was Rs. 421 mn for the quarter and Rs. 895 mn for 1H FY26.

P&L reconciliation

Particulars (INR mn)	(A) Q2 FY27 (Adjusted)	(B) Ind AS 116 Changes^	(C) Q2 FY27 (Reported)	(D) Q2 FY26 (Adjusted)	(E) Ind AS 116 Changes^	(F) Q2 FY26 (Reported)	(A over D) YoY Growth (Adjusted)
Revenue	7,467.2	-	7,467.2	6,418.6	-	6,418.6	16.3%
Occupancy and other Operating Expenses	2,787.6	-401.2	2,386.4	2,713.7	-360.5	2,353.3	2.7%
Restaurant Operating Profit	1,037.4	401.2	1,438.6	873.9	360.5	1,234.4	18.7%
Restaurant Operating Margin	13.9%		19.3%	13.6%		19.2%	
General and Administration Expenses	458.2	-	458.2	474.9	-	474.9	-3.5%
Operating EBITDA	579.2	401.2	980.4	399.0	360.5	759.4	45.2%
Operating EBITDA Margin	7.8%		13.1%	6.2%		11.8%	
Depreciation and Amortisation Expense	382.1	237.0	619.0	362.6	211.6	574.1	5.4%
Other (Income) / Expense, net	-32.6	-24.9	-57.5	-56.0	-30.6	-86.5	-41.8%
Financial Expense	62.7	337.3	400.0	61.3	301.7	363.0	2.2%
Exceptional Items*	45.9	-	45.9	-460.6	-	-460.6	-110.0%
Profit/(Loss) before Tax	121.2	-148.1	-26.95	491.8	-122.2	369.5	-75.4%
Tax	29.8	-36.3	-6.6	124.1	-31.7	92.4	-76.0%
Profit/(Loss) after Tax	91.4	-111.8	-20.4	367.6	-90.5	277.1	-75.1%
PAT Margin	1.2%		-0.3%	5.7%		4.3%	

Note: 1) ^Adjustments arising out of Ind AS 116; 2) *Exceptional Items include one-time gain/ expense on account of assets written off pertaining to restaurants relocation/closure.

Gross margin note

Change

Regrouping of Processing Charges from other operating expenses to cost of goods sold (COGS).

Particulars (INR Mn, Post INDAS 116)	Q2FY27	%	Q2FY26	%	Q1FY27	%	FY26	%	FY25	%	FY24	%
Sales	7,467.2	100.0%	6,418.6	100.0%	7,356.4	100%	26,255.6	100.0%	24,911.9	100.0%	23,918.1	100.0%
COGS (Reported)	2,421.4	32.4%	1,769.2	27.6%	2,386.7	32.4%	7,908.7	30.1%	7,452.8	29.9%	7,106.9	29.7%
(+) Processing Charges	0.0	0.0%	312.2	4.9%	0.0	0.0%	573.6	2.2%	943.3	3.8%	845.5	3.5%
COGS (Adjusted)	2,421.4	32.4%	2,081.4	32.4%	2,386.7	32.4%	8,482.2	32.3%	8,396.1	33.7%	7,952.5	33.2%
Gross Profit (Adjusted)	5,045.9	67.6%	4,337.3	67.6%	4,969.7	67.6%	17,773.4	67.7%	16,515.8	66.3%	15,965.6	66.8%
Gross Profit (Reported)	5,045.9	67.6%	4,649.5	72.4%	4,969.7	67.6%	18,346.9	69.9%	17,459.2	70.1%	16,811.2	70.3%
Op. EBITDA (No Change)	980.5	13.0%	759.4	11.8%	945.5	12.9%	3,470.5	13.2%	3,293.2	13.2%	3,780.4	15.8%

Implication

- Cost of Goods Sold: Increase
- Other Operating Expenses: Decrease
- Gross Profit and Margin: Decrease
- **Sales, Restaurant Operating Margin, EBITDA, PAT: No Change**

Vision 2027

01

Meals Strategy

Achieve market leadership in core day parts through brand relevance led by menu innovation and marketing

02

Omnichannel Strategy

Integrate various channels and touchpoints to a One McDonald's platform in order to provide consumers a seamless experience

03

Faster than ever Network Expansion

Penetrate unserved geographies and fortify existing markets with renewed aggression

04

Lead with performance

Targeting superior business performance and operating efficiency through execution excellence



Building a



Bigger | Better | Bolder

McDonald's Together





Westlife Foodworld Limited



Q2 FY27 Earnings Call Invite

Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533) will announce its results for the second quarter that ended September 30, 2026, on October 23, 2026. Following the announcement, the management team will host a conference call for investors and analysts on **October 23, 2026, at 4:30 pm IST**. The call will commence with a brief discussion on the previous quarter's performance followed by an interactive question and answer session. Call details are below:

Date	October 23, 2026
Time	India: 4:30 pm IST Hong Kong/ Singapore: 7:00 pm HKT/ SGT New York, USA: 7:00 am EDT UK: 12:00 pm BST
Duration	60 minutes
Universal Dial In	+91 22 6280 1261 +91 22 7115 8162
International Toll Free	Hong Kong: 800 964 448 Singapore: 80 0101 2045 UK: 080 8101 1573 USA: 186 6746 2133
DiamondPass™	Link (No Wait Time)

Note: Please dial in at least 10 minutes prior to the scheduled time to ensure that you are connected on time. Audio and transcripts will be available within five working days after the call on the Investors page of the company website.

For further information, please contact: Chintan Jajal | investor.relations@mcdonaldsindia.com

A large, thick yellow smiley face graphic that frames the "Thank you" text.

Thank you

IR Contact

For additional information:

Chintan Jajal | Investor Relations

investor.relations@mcdonaldsindia.com