



WESTLIFE FOODWORLD LTD.

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7th May, 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 Press Release for the quarter ended 31st March, 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 Press Release for the quarter ended 31st March, 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 1:00 p.m. and concluded at 3:15 p.m.

Thanking you,

Yours faithfully,

For Westlife Foodworld Ltd.

**Dr Shatadru Sengupta
Company Secretary**

Encl : as above



Westlife Foodworld delivers steady performance with positive SSSG and sustained profitability

Q4 FY26 Highlights:

- **Revenue:** ₹6.55 billion, up 8.7% YoY, reflecting steady performance amidst challenges
- **Gross Margin:** Expanded by ~60 bps sequentially, driven by supply chain efficiencies
- **Restaurant Operating Margin (ROM):** Improved by ~70 bps YoY
- **Operating EBITDA:** At ₹870 million, improved by 9.6% YoY, driven by cost optimisation
- **Network Expansion:** Added 21 restaurants; presence now at 478 restaurants across 78 cities; aim to add 60+ restaurants in FY27

Mumbai – May 07, 2026: Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533), the company that owns and operates McDonald's restaurants in West and South India through its subsidiary Hardcastle Restaurants Pvt. Ltd., announced its financial results for the fourth quarter ended March 31, 2026.

Despite challenges, the company delivered a disciplined performance and prioritised driving affordability through its value platform while maintaining strict execution discipline. Westlife reported revenue of ₹6.55 billion for Q4 FY26, driven by **healthy guest count momentum** and strong brand connect. Same Store Sales Growth (SSSG) stood at 1.5% for the quarter, with **momentum building progressively through the quarter**.

Demand trends remained mixed across channels, with on-premise accounting for 58% of overall sales. Dine-in and takeaway segments recorded 9% YoY growth, driven by positive footfall trends across all three months of the quarter. **Off-premise sales increased 6% YoY**, with the McDelivery platform witnessing strong growth as it continues to gain scale and salience emerging as a key growth driver.

Restaurant Operating Margins improved by approximately 70 bps YoY, while Operating EBITDA margin remained broadly stable YoY at 13.3%, supported by cost optimisation initiatives despite continued growth investments. **Cash PAT stood at ₹487 million, accounting for 7.4% of sales for the quarter**.

Operational discipline continued to anchor profitability during the quarter. While the business navigated near-term volatility in LPG and inflationary pressure across key commodities, supply chain efficiencies, proactive sourcing strategies and **cost optimisation helped mitigate the impact**. Prior investments in store modernisation and capability upgrades also translated into resilience in the current environment.

On the network expansion front, **Westlife added 21 restaurants in Q4 FY26**, taking its total footprint to 478 restaurants across 78 cities. The company remains on track to achieve its



medium-term target of **580–630 restaurants by 2027**, supported by strong penetration across Experience of the Future (EOTF) and McCafé formats, covering 100% of eligible restaurants.

Commenting on the performance, Amit Jatia, Chairperson of Westlife Foodworld Limited, said, “In a quarter marked by evolving market dynamics, our performance reflects the strength of our long-term strategy and disciplined execution. Despite ongoing external pressures, our focus on value leadership, digital engagement, and operational efficiency enabled us to sustain margins while improving guest counts. We remain focused on building a seamless omni-channel ecosystem that connects with consumers across multiple touchpoints, while continuing to expand our footprint with execution rigour. With strong digital momentum and significant headroom for growth in the QSR sector, we are well-positioned to drive consistent, sustainable growth.”

The company reported approximately **3.5 million Monthly Active Users (MAUs) and ~52 million cumulative app downloads, with digital channels contributing ~76% to overall sales.** This continued shift towards digital ordering is strengthening customer retention and improving demand predictability.

The company continued to strengthen consumer relevance through its value and brand initiatives, **including the Everyday Value Meals at ₹99**, Sipper and Tote bag merchandise-led meal offerings, and a monthly McCafe coffee subscription launched at a compelling value to build habits, drive frequency, and strengthen brand loyalty.

About Westlife:

Westlife Foodworld Limited (NSE: WESTLIFE, BSE: 505533), formerly known as Westlife Development Ltd (WDL), focuses on setting up and operating Quick Service Restaurants (QSR) in India through its subsidiary Hardcastle Restaurants Pvt. Ltd. (HRPL). The Company operates a chain of McDonald’s restaurants in West and South India having a master franchisee relationship with McDonald’s Corporation USA, through the latter’s subsidiary.

About Hardcastle Restaurants Pvt. Ltd.:

HRPL is a McDonald’s franchisee with rights to own and operate McDonald’s restaurants in India’s West and South markets. HRPL has been a franchisee in the region since its inception in 1996. HRPL serves over 200 million customers annually at its 478 restaurants across 78 cities in the states of Telangana, Gujarat, Karnataka, Maharashtra, Tamil Nadu, Kerala, Chhattisgarh, Andhra Pradesh, Goa along with parts of Madhya Pradesh and Union Territory of Puducherry and provides direct employment to over 10,000 employees. McDonald’s operates through various formats and brand extensions including standalone restaurants, drive-thrus, McCafé, 24x7, McDelivery, McBreakfast and dessert kiosks. The menu features Burgers, Wraps, Hot and Cold Beverages besides a wide range of desserts. Majority of the McDonald’s restaurants feature an in-house McCafé. The pillars of the McDonald’s system – Quality, Service, Cleanliness and Value – are evident at each of the restaurants that HRPL operates.