

AmRest Full Year 2012 Results

Building a global reach

Wrocław, Poland, March 19th 2013, AmRest (WSE: EAT), the largest publicly listed restaurant group in CEE with a variety of brands and growing international presence, today reports financial results for its financial year ended December 31st 2012.

Key highlights:

- 84 new stores opened including initial international openings of La Tagliatella
- Total revenues increased by 22.5% to PLN 2 353 million (€ 562 million)
- EBITDA increased by 45.6% to PLN 366 million^[1] (€ 88 million)
- Group EBITDA margin at 15.6%
- Net profit increased by 56.3% to PLN 98 million^[2] (€ 23 million)
- Successful acquisition of controlling stake Blue Horizon Group in China
- 20/20+ Growth Agenda on track

Henry McGovern, Chairman of Supervisory Board of AmRest, commented:

"I am pleased that the company delivered on its commitment to grow sales and earnings by over 20% despite some macro headwinds. Our founding belief "Wszystko Jest Możliwe" ("Anything is possible") and operational excellence have helped us strengthen our core business as well as build foundations for global expansion. During a challenging period, we focused on new store development and improving efficiency which enabled us to grow the business whilst maintaining margins.

2012 was a major milestone in preparing our own brand La Tagliatella for international expansion with stores opening in four new test markets (Germany, China, India and the US). We have clearly taken a number of learnings from these first openings and whilst it is premature to draw any final conclusions, we are extremely pleased with the quality of the customer experience we provided right from the start and by their initial positive reactions."

Outlook

Management remains optimistic about the outlook given initial signs that the economic situation is improving and negative trends are reversing. With inflation and interest rates reaching historical lows there should also be less pressure on the margins in the months to come.

^[1] Including PLN 68 million gain on sale Applebee's assets

^[2] Including PLN 58 million net gain on sale of Applebee's assets



In the core markets, customers continue to be very price sensitive. For this reason AmRest will continue to focus on its value offers. In the new markets, AmRest will continue to gather feedback on the newly opened stores to determine which markets will be an attractive investment proposition and to develop appropriate roll-out plans.

The pipeline for new restaurant development is strong. AmRest expects to open 100+ stores with over 400 million PLN planned capex expenditures. Strategically, following strong sales in Russia over the past 12 months, AmRest is now focussed on looking at opportunities to expand its existing portfolio and reach there.

Further Information

The full 2012 results can be found on www.amrest.eu

The teleconference with investors will be held on March 19th 2013 at 3:30pm CET, to attend the conference and for any other enquiries please contact:

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