



AmRest 2017 Financial Results

Enhancing the platform for growth

Wrocław, Poland, Mar 8th, 2018, AmRest (WSE: EAT), the largest publicly listed restaurant group in CE, today reports 2017 financial results.

Key highlights:

- 210 new stores opened in 2017, total number of restaurants as of March 8th, 2018 at 1 647,
- Total revenues increased by 25% to PLN 5 266m (€ 1 237m),
- EBITDA increased by 13% to PLN 630m (€ 148m),
- EBITDA margin at 12%,
- Net profit at PLN 182m^[2] (€ 43m),
- Net debt/EBITDA at 2.21.

The Management Board of AmRest commented:

‘We are very pleased to announce the results of AmRest achieved in 2017. Diversified business growth across the board enabled significant increase in scale and further margin improvement in most of our major markets.

Consolidated revenues grew by 25% to PLN 5.3bn in 2017, primarily through solid LFL trends, a record number of new openings and successful acquisitions in Western Europe and Russia. The EBITDA of the Group reached PLN 630m, representing a 13% growth over the year. In the meantime, our core business (without M&As) again delivered 20% EBITDA growth.

Last year we made a significant step on the way to doubling the Company within three years. Our efforts, focused on enhancing Core business, M&A activities and investment in Digital, support our long-term vision of becoming #1 restaurant operator in Europe.

As previously announced, we have accelerated organic growth by opening 210 restaurants in 2017 (compared to 146 openings in 2016). In addition to continued expansion of KFC and La Tagliatella, we increased our investments into Starbucks and Pizza Hut. Equipped with a master-franchise rights for Pizza Hut Express and Pizza Hut Delivery for Central Europe, France and Germany, we will accelerate development of this brand in near future. Last year we also expanded into three new markets, by opening the first La Tagliatella in Portugal and our first KFC stores in Austria and Slovenia. At the same time, we successfully launched our brands in some of the existing markets: Pizza Hut was introduced in Czech Republic and first Blue Frog restaurants were opened in Spain and Poland. Recognizing significant market

^[2] Attributable to AmRest's shareholders



potential, we would like to maintain dynamic pace of organic growth and open 300+ new restaurants in 2018.

Last year we also intensified our M&A activities and successfully finalized an unprecedented number of nine transactions, adding 250+ restaurants mainly within KFC and Pizza Hut brands. As a result, we strengthened our footprint in the prospective markets of Western Europe. In our opinion, successful integration and further development of acquired businesses will become a stepping-stone in building a leadership position of a restaurant operator across Europe.

In response to recent trends in Digital, AmRest continued investments in new technologies and further development of mobile platforms. Introduced innovations such as “Skip the Line” in KFC Poland enhance the speed of service and closer interaction with our customers. With rapid growth of delivery segment, we decided to enter a strategic partnership with Delivery Hero, a leading operator in online food ordering segment. Through an acquisition of 51% stake in Pizzaportal.pl and close cooperation with Delivery Hero in the Czech Republic and Hungary, we will be able to accelerate expansion of our delivery channel and bring new quality to our customers.

Going forward, we will continue the direction of our strategic initiatives aimed at strengthening the position of AmRest in the restaurant markets across Europe. Accelerated organic growth, integration of acquired businesses and potential M&A opportunities that could enhance our brand portfolio remain the main pillars of our growth. Additionally, we will enhance our digital platforms, strengthening the communication and relationship with our customers.’

Further information

The full 2017 results can be found on www.amrest.eu

The teleconference with investors will be held on Mar 9th, 2018 at 2:30pm CET, to attend the conference and for any other enquiries please contact:

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