













# AmRest Holdings SE

H1 2018 Presentation for Investors September 24th, 2018



#### Teleconference details

- AmRest H1 2018 results are included in the 2018 Semi-annual Financial Report which is available to download from Investor Relations section at: <a href="http://www.amrest.eu">http://www.amrest.eu</a>
- The recording of this Teleconference will be available at our website within 24 hours

#### **AmRest participants:**



Henry McGovern

Executive Team Member, Founder of AmRest



Aleksandra Tajak

Global Controller



Mark Chandler

Executive Team Member, Chief Financial Officer



Michał Serwatka

IR and M&A Director



Peter Kaineder

Chief Strategy Officer



Dorota Surowiec

IR Manager

















#### **Executive summary**

- Continued double-digit growth. SALES +24% and EBITDA +14% vs LY
  - Positive LFL trends in major markets
  - Dynamic growth of delivery business
- "2x3 Growth Vision" well on track
  - Accelerated new stores development. 120 restaurants opened YTD
  - 7 acquisitions announced in 2018. Enhanced future growth potential
  - Strengthened **Digital segment**
- Continued integration of acquired businesses
- Strong balance sheet position. Net debt/EBITDA at 2.2x









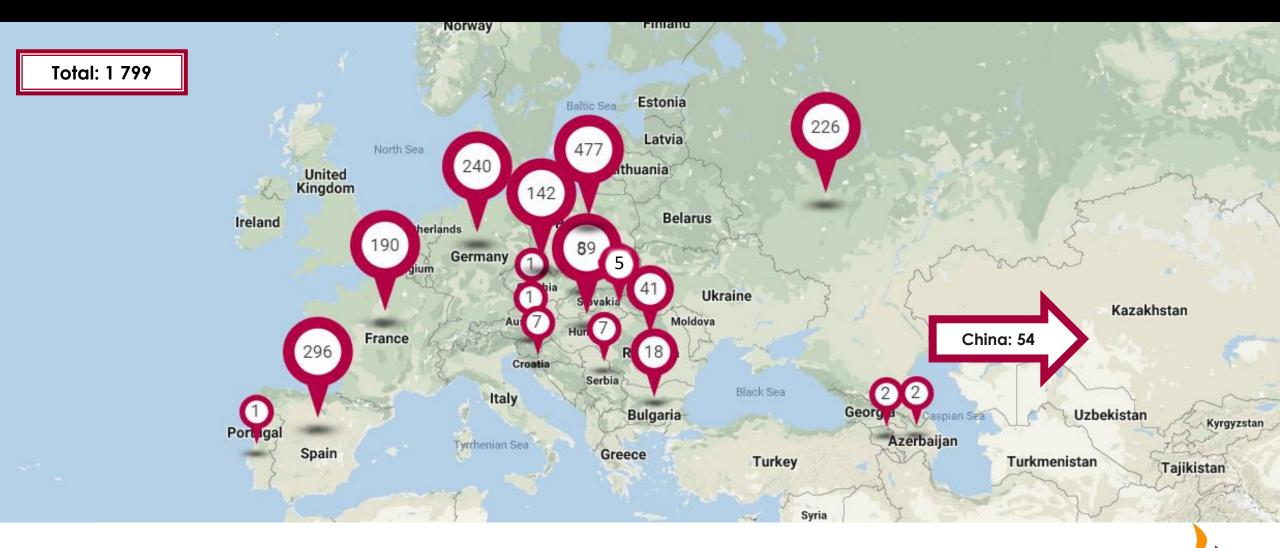








#### Our restaurants













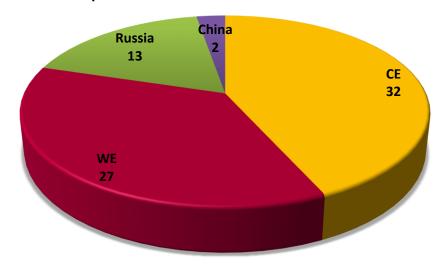






#### New restaurant openings\*

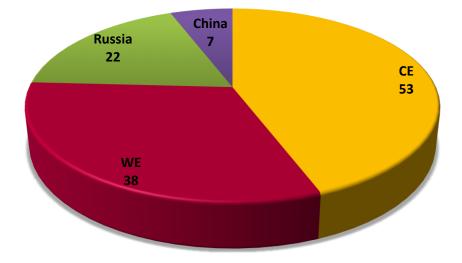
#### 74 stores opened in H1 2018:



#### 63 restaurants added through acquisitions (2018 YTD):

- 2 Pizza Hut restaurants in France.
- 11 KFC restaurants in France
- 40 Pizza Hut restaurants in Russia, 2 in Armenia and 2 in Azerbaijan
- 6 Bacoa Restaurants in Spain

120 stores opened in 2018 YTD (till September 21th, 2018):



- Expected opening of ca. 300 restaurants in 2018.
- Solid pipeline for 2019 openings already secured.

<sup>\*</sup> Including franchisee operated stores











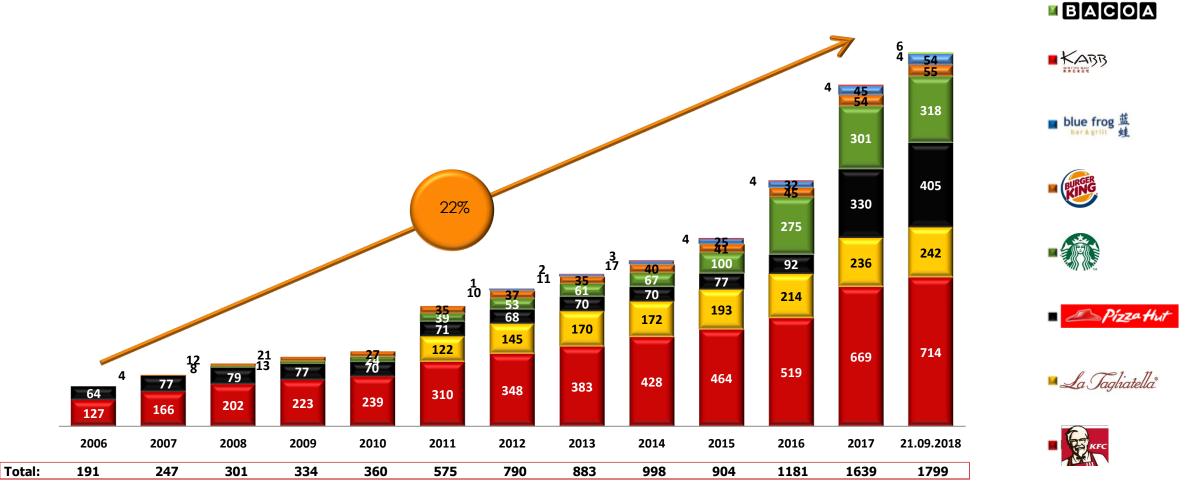








# Continued growth in the number of restaurants



Countries of operation: Poland, Czech Republic, Hungary, Russia, Romania, Bulgaria, Serbia, Croatia, Slovakia, Austria, Slovenia, Spain, Portugal, France, Germany, Armenia, Azerbaijan & China Data doesn't include Applebee's restaurants sold in 2012 to Apple American Group II, LLC















#### Financial highlights H1 2018

- Sales at EUR 712m (+27% vs LY)
  - CE EUR 336m (+19%)
  - Russia EUR 82m (+21%)
  - Western Europe EUR 250m (+44%)
  - China EUR 35m (+14%)
- EBITDA at EUR 74m (+19% vs LY)
  - EBITDA margin at 10.4% (-0.7pp vs LY)
- Net profit\* at EUR 13m (+6% vs LY)
- Net debt at EUR 351m, leverage at 2.2x















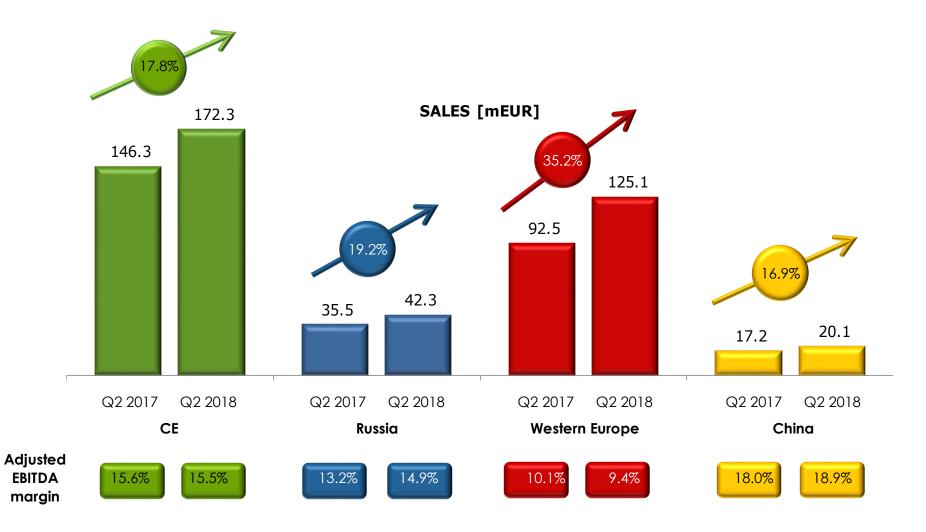








# Q2 2018 financials by segments











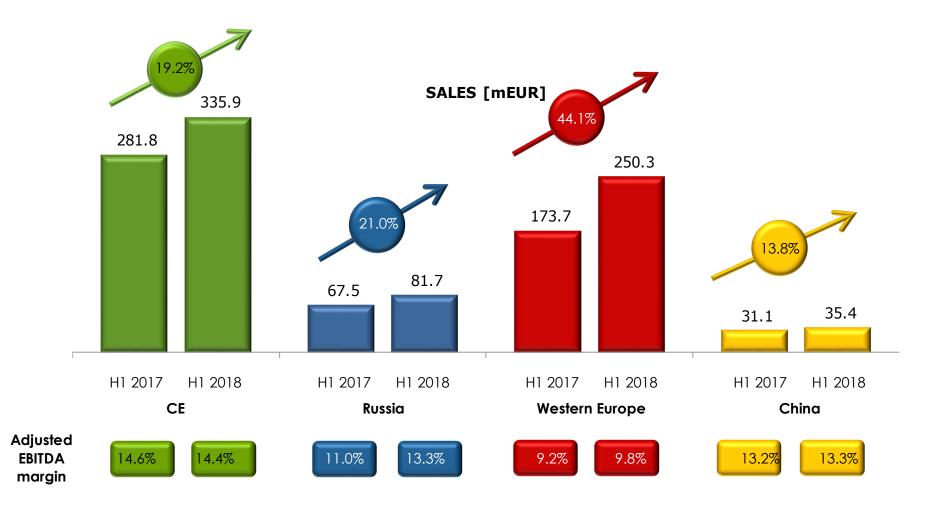








# H1 2018 financials by segments



















# Q2 2018 financials – key figures

mEUR	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	TTM [1]
Sales	265.5	294.8	318.5	359.1	347.4	364.3	1 389.2
Sales growth [2]	34.9%	31.9%	19.4%	29.4%	30.8%	23.6%	25.8%
Adjusted EBITDA [3]	28.0	38.4	49.2	46.5	35.7	44.1	175.5
Adjusted EBITDA (%)	10.6%	13.0%	15.5%	13.0%	10.3%	12.1%	12.6%
EBIT	9.3	14.7	28.0	10.7	11.7	12.8	63.2
EBIT (%)	3.5%	5.0%	8.8%	3.0%	3.4%	3.5%	4.6%
Profit for the period [4]	4.8	7.8	20.0	10.3	5.1	8.2	43.6
Profit for the period (%)	1.8%	2.7%	6.3%	2.9%	1.5%	2.2%	3.1%
Net debt	263.7	284.8	279.5	342.4	354.3	350.7	350.7
Net debt/EBITDA	2.00	2.07	1.99	2.21	2.25	2.19	2.19

<sup>[1]</sup> Trailing 12 months

















<sup>[2]</sup> The growth vs corresponding period in the previous year

<sup>[3]</sup> EBITDA adjusted by costs of new openings (Start-up), costs of mergers and acquisitions (all material costs relating to professional services, connected with finalized merger or acquisition and directly related to the transaction), corrections in indirect taxes and the effect of SOP exercise method modification (difference in accounting cost of employee benefits accounted under cash settled versus equity settled option plan).

<sup>[4]</sup> Attributable to AmRest shareholders

#### Outlook

- · Positive sales trends in recent months. Optimistic view towards year end
- Accellerated development going forward. Ca. 400+ openings in 2019
- Finalization of ongoing M&A processes and focus on integration
- Expected short-term pressure on margins driven by M&As
- Continued execution of our "2x3 growth vision", based of 3 pillars:

Core business + M&A + Digital

• Long-term vision of becoming #1 restaurant operator in Europe



















# IR contact





Michał Serwatka

michal.serwatka@amrest.eu

tel. +48 71 3861 246

mobile: +48 519 191 246





Dorota Surowiec

dorota.surowiec@amrest.eu

tel. +48 71 3861 235

mobile: +48 519 191 235































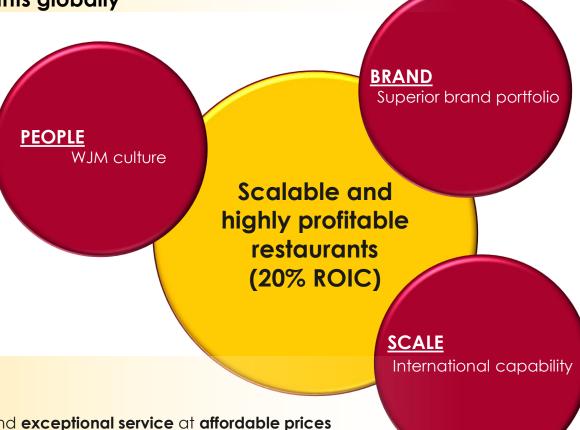


# Backup

#### **AmRest strategy**

Leverage our WJM culture, international capability and superior brand portfolio

to grow scalable, highly profitable restaurants globally



#### Our unique proposition

Through our WJM culture we will deliver delicious taste and exceptional service at affordable prices

















# Superior BRAND portfolio





714 restaurants12 countriesAmRest since 1994

- Global #1 in chicken category
- Fresh chicken, genuine food, craveable taste
- Innovative design and order system
- Delivery platform and mobile restaurants
- Entered Germany, Austria, France and Slovenia in 2017







406 restaurants 9 countries AmRest since 1993

- Global #1 in pizza category
- Handmade pizza... and more
- Casual dining unmatched hospitality
- Delivery and Express concepts world class food innovations based on digital solutions
- Entered France, Germany & Czech Republic in 2017 and Slovakia, Armenia & Azerbaijan in 2018

### Superior BRAND portfolio







318 coffee shops7 countriesAmRest since 2008

- Global #1 in coffee category
- Personalized customer service
- Fresh food offer, locally developed
- Starbucks Reserve
- Substantial **white space** in CE



55 restaurants
3 countries
AmRest since 2007

- Global #2 in burger category
- **Better burger** 100% beef, flame grilled, strong focus on quality
- "Have it your way" philosophy
- Authentic, humorous and bold approach

















### Superior BRAND portfolio







54 restaurants China, Spain, Poland AmRest since 2013

- High-end casual dining concept
- American cuisine with Asian touch
- Fresh, craveable food served in a relaxed atmosphere
- Distinctive restaurant concept poised for expansion
- AUV leader in our portfolio > \$3 m



242 restaurants 4 countries AmRest since 2011

- #1 in Italian category in Spain authentic **cuisine** with ingredients sourced in Italy
- Fine dining experience at casual dining price
- **Unique business model** based on central kitchen operations
- Doubled the scale since acquisition









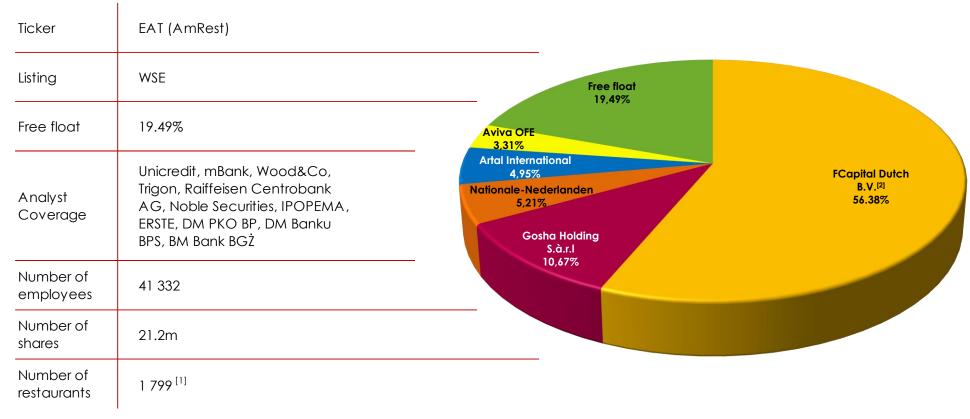








#### **EAT factsheet**



Data as at September 21st, 2018



















<sup>[1]</sup> Including stores operared by La Tagliatella, Pizza Hut, Bacoa and Blue Frog franchisees

<sup>[2]</sup> FCapital Dutch B. V. is the dominant entity of FCapital Lux (holding 5 232 907 AmRest shares) and the subsidiary of Finaccess Capital, S.A. de C.V. Finaccess Capital, S.A. de C.V. is an indirect subsidiary of Grupo Far-Luca, S.A. de C.V. The directly dominant person of Grupo Far-Luca, S.A. de C.V., Mr. Carlos Fernández González, is AmRest's Supervisory Board member.

<sup>[3]</sup> Gosha Holding S.à.r.l. is an entity closely associated with Mr. Henry McGovern and Mr. Steven Kent Winegar, members of the Supervisory Board of AmRest

# Segment reporting

		Q2 2018			Q2 2017	
	m EUR	Share	Margin	m EUR	Share	Margin
Sales	364.2			294.8		
Poland	98.2	27.0%		88.0	29.9%	
Czech Republic	41.0	11.2%		32.4	11.0%	
Hungary	21.5	5.9%		16.6	5.6%	
Other CE	11.6	3.2%		9.3	3.1%	
Total CE	172.3	47.3%		146.3	49.6%	
Russia	42.3	11.6%		35.5	12.0%	
Spain	56.8	15.6%		51.2	17.3%	
Germ any	40.3	11.0%		38.7	13.1%	
Other Western Europe	28.0	7.7%		2.6	0.9%	
Western Europe	125.1	34.3%		92.5	31.4%	
China	20.1	5.5%		17.2	5.8%	
Unallocated	4.4	1.2%		3.3	1.1%	
Unallocated core	0.5	0.1%		0.0	0.0%	
SCM	3.9	1.1%		3.3	1.1%	
EBITDA	40.3		11.1%	35.3		12.0%
Poland	11.8		11.9%	10.8		12.3%
Czech Republic	8.8		21.5%	6.3		19.4%
Hungary	3.8		17.6%	3.0		17.6%
Other CE	1.2		11.0%	1.8		19.6%
Total CE	25.6		14.9%	21.9		14.9%
Russia	6.0		14.2%	4.4		12.5%
Spain	12.5		22.0%	10.7		21.0%
Germ any	-1.6		-	-1.3		-
Other Western Europe	-0.3		-	-0.5		-
Western Europe	10.6		8.5%	8.9		9.7%
China	3.6		17.8%	2.9		16.7%
Unallocated	-5.5		-	-2.8		
Adjusted EBITDA*	44.1		12.1%	38.5		13.1%
Poland	12.2		12.5%	11.3		12.9%
Czech Republic	9.1		22.1%	6.5		20.0%
Hungary	4.0		18.6%	3.0		18.2%
Other CE	1.4		12.5%	2.0		21.9%
Total CE	26.7		15.5%	22.8		15.6%
Russia	6.3		14.8%	4.7		13.2%
Spain	12.9		22.8%	11.1		21.7%
Germ any	-1.2		-	-1.3		-
Other Western Europe	0.1		-	-0.5		-
Western Europe	11.8		9.4%	9.3		10.1%
China	3.8		18.8%	3.1		17.8%
Unallocated	-4.5		-	-1.4		-
EBIT	12.8		3.5%	14.7		5.0%
Poland	4.0		4.1%	4.5		5.2%
Czech Republic	6.4		15.7%	4.8		14.9%
Hungary	2.5		11.4%	1.7		10.5%
Other CE	0.1		0.7%	1.5		15.9%
Total CE	13.0		7.5%	12.5		8.5%
Russia	3.0		7.1%	1.4		4.0%
Spain	7.3		13.0%	7.7		14.9%
Germ any	-4.5		-	-3.6		-
Other Western Europe	-2.9		-	-1.3		
Western Europe	-0.1		-	2.8		3.0%
China	2.5		56.7%	0.9		28.5%
Unallocated	-5.6		-	-2.9		-

Metal			H1 2018			H1 2017	
Poland			Share	Margin		Share	Margin
Czech Republic 78.5 11.0% 61.4 11.0% 10.10%							
Hungary							
Other CE         22.5         3.1%         17.7         3.2%           Iotal CE         335.9         47.2%         281.8         50.3%           Rusia         81.7         11.5%         67.5         12.0%           Spain         112.0         15.7%         99.9         17.8%           Germany         81.1         11.4%         70.1         12.5%           Western Europe         250.3         35.2%         173.7         31.0%           China         35.4         5.0%         31.1         5.6%           Unallocated core         1.1         0.2%         6.2         1.1%           Unallocated core         1.1         0.2%         6.2         1.1%           SCM         7.2         1.0%         6.2         1.1%           EBIDA         7.4         0         10.4%         6.2         1.1%           EBIDA         7.4         1.0%         1.1%         1.1.1%           EBIDA							
Total CE							
Russic   81.7   11.5%   97.9   17.8%   97.0   17.0   17.							
Spain   112.0   15.7%   99.9   17.8%   Other Western Europe   57.2   8.0%   3.7   0.7%   Other Western Europe   250.3   35.2%   173.7   31.0%   31.1   5.6%   31.1   5.6%   35.4   5.0%   31.1   5.6%   31.1   51.							
Sermany							
Other Western Europe         57.2         8.0%         3.7         0.7%           Western Europe         250.3         35.2%         173.7         31.0%           China         35.4         5.0%         31.1         5.6%           Unallocated core         1.1         0.2%         0.0         0.0%           SCM         7.2         1.0%         62         1.1%           BITDA         74.0         10.4%         62.4         11.1%           Poland         21.1         10.9%         19.4         11.1%           Poland         21.1         11.0%         5.6         11.7%           Hungary         7.1         17.0%         5.6         17.0%           Other CE         2.2         10.3%         3.2         18.4%           Iotal CE         46.6         13.9%         39.9         14.1%           Russia         10.4         12.8%         6.9         10.3%           Spain							
Western Europe         250.3         35.2%         173.7         31.0%           China         35.4         5.0%         31.1         5.6%           Unallocated         8.3         1.2%         6.2         1.1%           Unallocated core         1.1         0.2%         0.0         0.0%           SCM         7.2         1.0%         6.2         1.1%           EBITDA         74.0         10.4%         6.2         1.1%           Poland         21.1         10.9%         19.4         11.3%           Czech Republic         16.2         20.6%         11.7         19.0%           Hungary         7.1         17.0%         5.6         17.6%           Other CE         2.2         10.3%         3.2         18.4%           Soain         24.1         12.15%         6.9         10.3%           Spain         24.1         21.5%         6.9         10.3%           Spain         24.1         21.5%         6.9         10.3%           Spain         24.1         21.5%         6.9         10.3%           Spain         4.4         12.5%         6.9         10.3%           Western Europe							
China							
Unallocated							
Unallocated core   1.1   0.2%   7.2   1.0%   6.2   1.1%							
BBITDA							
Poland							
Poland			1.0%			1.1%	
Czech Republic							
Hungary 7.1 17.0% 5.6 17.6% Other CE 2.2 10.3% 3.2 18.4% Spain 21.4 17.6% Other CE 2.2 10.3% 3.2 18.4% Spain 22.1 1.3% 39.9 14.1% Russia 10.4 12.8% 6.9 10.3% Spain 224.1 21.5% 20.6 20.7% Germany -2.74.4 20.7% Other Western Europe 0.8 1.5% 15.4 8.9% China 4.4 12.4% 3.7 11.9% Unallocated -9.63.5							
Ofher CE         2.2         10.3%         3.2         18.4%           Russia         10.4         12.8%         6.9         10.3%           Spain         24.1         21.5%         6.9         10.3%           Spain         24.1         21.5%         20.6         20.7%           Germany         -2.7         4.4          4.4            Other Western Europe         0.8         1.5%         -0.8           4.4							
Total CE							
Russia 10.4 12.8% 6.9 10.3% Spain 24.1 21.5% 20.6 20.7% Germ any -2.74.4 -2.7 - 4.4 -4.4 -4.4 -4.4 -4.4 -4.4 -4.4 -							
Spain         24.1         21.5%         20.6         20.7%           Germany         -2.7         - 4.4         -           Other Western Europe         0.8         1.5%         -0.8         -           Western Europe         22.2         8.9%         15.4         8.9%           China         4.4         12.4%         3.7         11.9%           Unallocated         -9.6        3.5         -           Adjusted EBITDA*         79.8         11.2%         66.5         11.9%           Poland         21.9         11.3%         20.1         11.8%           Czech Republic         16.5         21.0%         11.9         19.4%           Hungary         7.4         17.9%         5.7         18.2%           Other CE         2.5         11.5%         3.5         19.9%           Iotal CE         48.3         14.4%         41.2         14.6%           Russia         10.9         13.3%         7.4         10.9%           Spain         24.8         22.1%         21.1         21.1%           Germany         -2.0         -4.4         -4.4         -4.4           Other Western Europe         1.7							
Germany -2.7 - 4.4							
Other Western Europe         0.8         1.5%         -0.8           Western Europe         22.2         8.9%         15.4         8.9%           China         4.4         12.4%         3.7         11.9%           Unallocated         -9.6				21.5%			20.7%
Western Europe         22.2         8.9%         15.4         8.9%           China         4.4         12.4%         3.7         11.9%           Unallocated         -9.6         -         -3.5         -           Adjusted EBITDA*         79.8         11.2%         66.5         11.9%           Poland         21.9         11.3%         20.1         11.8%           Czech Republic         16.5         21.0%         11.9         19.4%           Hungary         7.4         17.9%         5.7         18.2%           Other CE         2.5         11.5%         3.5         19.9%           Total CE         48.3         14.4%         41.2         14.6%           Russia         10.9         13.3%         7.4         10.9%           Spain         24.8         22.1%         21.1         21.1%           Germ any         -2.0         -         -4.4         -           Other Western Europe         1.7         3.1%         -0.8         -           Western Europe         24.5         9.8%         15.9         9.2%           China         4.7         13.2%         4.1         13.2%           Unallo							-
China							-
Unallocated							
Adjusted EBITDA*         79.8         11.2%         66.5         11.9%           Poland         21.9         11.3%         20.1         11.8%           Czech Republic         16.5         21.0%         11.9         19.4%           Hungary         7.4         17.9%         5.7         18.2%           Other CE         2.5         11.5%         3.5         19.9%           Iotal CE         48.3         14.4%         41.2         14.6%           Russia         10.9         13.3%         7.4         10.9%           Spain         24.8         22.1%         21.1         21.1%           Germany         -2.0        4.4         -         -           Other Western Europe         24.5         9.8%         15.9         9.2%           China         4.7         13.2%         4.1         13.2%           Unallocated         -8.6        2.1         -           EBIT         24.5         3.4%         24.0         4.3%           Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary         4.4				12.4%			11.9%
Poland         21.9         11.3%         20.1         11.8%           Czech Republic         16.5         21.0%         11.9         19.4%           Hungary         7.4         17.9%         5.7         18.2%           Other CE         2.5         11.5%         3.5         19.9%           Total CE         48.3         14.4%         41.2         14.6%           Russia         10.9         13.3%         7.4         10.9%           Spain         24.8         22.1%         21.1         21.1%           Germany         -2.0        4.4        2.1         -           Other Western Europe         1.7         3.1%         -0.8         -           Western Europe         24.5         9.8%         15.9         9.2%           China         4.7         13.2%         4.1         13.2%           Unallocated         -8.6        2.1         -         -           EBIT         24.5         3.4%         24.0         4.3%           Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary				11.007			11.007
Czech Republic         16.5         21.0%         11.9         19.4%           Hungary         7.4         17.9%         5.7         18.2%           Other CE         2.5         11.5%         3.5         19.9%           Total CE         48.3         14.4%         41.2         14.6%           Russia         10.9         13.3%         7.4         10.9%           Spain         24.8         22.1%         21.1         21.1%           Germany         -2.0         -4.4        4.4        2.1           Other Western Europe         24.5         9.8%         15.9         9.2%           China         4.7         13.2%         4.1         13.2%           Unallocated         -8.6        2.1        2.1							
Hungary 7.4 17.9% 5.7 18.2% Other CE 2.5 11.5% 3.5 19.9% State CE 48.3 14.4% 41.2 14.6% Russia 10.9 13.3% 7.4 10.9% Spain 24.8 22.1% 21.1 21.1% Germany -2.04.4 - Other Western Europe 1.7 3.1% -0.8 - Western Europe 24.5 9.8% 15.9 9.2% China 4.7 13.2% 4.1 13.2% 11.32% 11.32% 11.32% 11.32% 11.32% 11.32% 11.32% 11.32% 11.32% 11.32% 11.4 13.2% 11.4 14.5% 11.4 14.5% 11.5% 11.4 14.5% 11.4 14.5% 11.5% 11.6 11.2% Other CE 0.0 - 2.0 11.2% Other CE 0.0 - 2.0 11.2% Total CE 23.0 6.8% 21.0 7.4% Russia 5.0 6.1% 1.8 2.7% Russia 5.0 6.1% 1.8 2.7% Other Western Europe 4.3 1.7% 4.2 2.4% China 2.1 25.6% 0.6 10.0%							
Other CE         2.5         11.5%         3.5         19.9%           Total CE         48.3         14.4%         41.2         14.6%           Russia         10.9         13.3%         7.4         10.9%           Spain         24.8         22.1%         21.1         21.1%           Germany         -2.0        4.4         -           Other Western Europe         1.7         3.1%         -0.8         -           Western Europe         24.5         9.8%         15.9         9.2%           China         4.7         13.2%         4.1         13.2%           Unallocated         -8.6        2.1         -         -           EBIT         24.5         3.4%         24.0         4.3%           Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary         4.4         10.5%         3.2         10.2%           Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1							
Total CE							
Russia 10.9 13.3% 7.4 10.9% Spain 24.8 22.1% 21.1 21.1% Germany -2.0 -4.4 - Other Western Europe 1.7 3.1% -0.8 - Western Europe 24.5 9.8% 15.9 9.2% China 4.7 13.2% 4.1 13.2% Unallocated -8.6 -2.1 - EBIT 24.5 3.4% 24.0 4.3%  Poland 7.2 3.7% 7.5 4.4% Czech Republic 11.4 14.5% 8.3 13.6% Hungary 4.4 10.5% 3.2 10.2% Other CE 0.0 -2.0 11.2% Other CE 0.0 -2.0 11.2% Total CE 23.0 6.8% 21.0 7.4% Russia 5.0 6.1% 1.8 2.7% Russia 5.0 6.1% 1.8 2.7% Germany -7.7 -8.5 Other Western Europe 4.3 1.7% 4.2 2.4% China 2.1 25.6% 0.6 10.0%							
Spain         24.8         22.1%         21.1         21.1%           Germany         -2.0        4.4        4.4							
Germany Other Western Europe         -2.0 1.7         3.1% 3.1%         -0.8 -0.8							
Other Western Europe         1.7         3.1%         -0.8           Western Europe         24.5         9.8%         15.9         9.2%           China         4.7         13.2%         4.1         13.2%           Unallocated         -8.6        2.1         -           EBIT         24.5         3.4%         24.0         4.3%           Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary         4.4         10.5%         3.2         10.2%           Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -8.5         -8.5         -1.7           Other Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%				22.1/0			21.1/0
Western Europe         24.5         9.8%         15.9         9.2%           China         4.7         13.2%         4.1         13.2%           Unallocated         -8.6         -2.1           EBIT         24.5         3.4%         24.0         4.3%           Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary         4.4         10.5%         3.2         10.2%           Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -         -8.5         -           Other Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%				2 107			_
Ching Unallocated         4.7         13.2%         4.1         13.2%           Unallocated         -8.6         -2.1         -2.1           EBIT         24.5         3.4%         24.0         4.3%           Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary         4.4         10.5%         3.2         10.2%           Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -8.5         -8.5           Other Western Europe         -3.4         -1.7         -1.7           Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%							0.2%
Unallocated							
EBIT         24.5         3.4%         24.0         4.3%           Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary         4.4         10.5%         3.2         10.2%           Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -         -8.5         -           Other Western Europe         -3.4         -         -1.7         -           Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%				10.276			10.276
Poland         7.2         3.7%         7.5         4.4%           Czech Republic         11.4         14.5%         8.3         13.6%           Hungary         4.4         10.5%         3.2         10.2%           Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -         -8.5         -           Other Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%				3 4%			4.3%
Czech Republic     11.4     14.5%     8.3     13.6%       Hungary     4.4     10.5%     3.2     10.2%       Other CE     0.0     -     2.0     11.2%       Total CE     23.0     6.8%     21.0     7.4%       Russia     5.0     6.1%     1.8     2.7%       Spain     15.4     13.8%     14.4     14.4%       Germany     -7.7     -     -8.5       Other Western Europe     -3.4     -     -1.7       Western Europe     4.3     1.7%     4.2     2.4%       China     2.1     25.6%     0.6     10.0%					7.5		
Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -         -8.5         -           Other Western Europe         -3.4         -         -1.7         -           Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%		11.4			8.3		
Other CE         0.0         -         2.0         11.2%           Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -         -8.5         -           Other Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%	Hungary	4.4		10.5%	3.2		10.2%
Total CE         23.0         6.8%         21.0         7.4%           Russia         5.0         6.1%         1.8         2.7%           Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         -         -8.5         -           Other Western Europe         -3.4         -         -1.7         -           Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%	Other CE	0.0		-	2.0		11.2%
Spain         15.4         13.8%         14.4         14.4%           Germany         -7.7         - 8.5         - 8.5         - 1.7           Other Western Europe         -3.4         1.7         - 1.7         - 2.4%           Western Europe         4.3         1.7%         4.2         2.4%           China         2.1         25.6%         0.6         10.0%	Total CE	23.0		6.8%	21.0		7.4%
Germany     -7.7     - 8.5       Other Western Europe     -3.4    1.7       Western Europe     4.3     1.7%     4.2     2.4%       China     2.1     25.6%     0.6     10.0%	Russia	5.0		6.1%	1.8		2.7%
Germany     -7.7     - 8.5       Other Western Europe     -3.4    1.7       Western Europe     4.3     1.7%     4.2     2.4%       China     2.1     25.6%     0.6     10.0%	Spain	15.4		13.8%	14.4		14.4%
Western Europe     4.3     1.7%     4.2     2.4%       China     2.1     25.6%     0.6     10.0%	Germ any	-7.7		-			<u> </u>
China 2.1 25.6% 0.6 10.0%				-			-
	Western Europe			1.7%			2.4%
Unallocated -9.93.6				25.6%			10.0%
	Unallocated	-9.9		-	-3.6		•





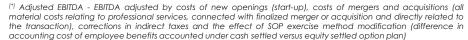














#### Consolidated P&L

mEUR	Q2 2018	% of sales	Q2 2017	% of sales
Restaurant sales	343.6	70 OI 30IC3	276.9	70 OI 3GIC3
Franchise and other sales	20.7		17.9	
Total sales	364.3		294.8	
Company operated restaurant expenses:				
Food and material	-97.9	-26.9%	-79.7	-27.0%
Payroll and employee benefits	-87.5	-24.0%	-67.5	-22.9%
Royalties	-17.8	-4.9%	-14.0	-4.7%
Occupancy and other operating expenses	-102.3	-28.1%	-84.7	-28.7%
Franchise and other expenses	-14.9	-4.1%	-11.3	-3.8%
General and administrative (G&A) expenses	-27.8	-7.6%	-23.6	-8.0%
Impairment losses	-5.3	-1.5%	-1.5	-0.5%
Other income	1.7	0.5%	2.7	0.9%
Profit/(loss) from operations	12.8	3.5%	14.7	5.0%
EBITDA	40.3	11.1%	35.3	12.0%
Financial costs	-2.6	-0.7%	-4.0	-1.4%
Income/(Cost) from put option valuation	-	-	-	-
Financial income	0.1	0.0%	0.2	0.1%
Income/(loss) from associates	0.0	0.0%	0.0	0.0%
Income tax expense	-2.6	-0.7%	-2.8	-0.9%
Profit for the period from continuing operations	7.7	2.1%	8.1	2.7%
Loss on discontinued operations	-	-	-	-
Profit for the period	7.7	2.1%	8.1	2.7%
Attributable to:				
Non controlling interest	-0.5	-0.1%	0.3	0.1%
Equity holders of the parent	8.2	2.2%	7.8	2.7%
~				

mEUR	H1 2018	% of sales	H1 2017	% of sales
Restaurant sales	671.7		527.4	
Franchise and other sales	39.9		32.9	
Total sales	711.6		560.3	
Company operated restaurant expenses:				
Food and material	-193.3	-27.2%	-154.6	-27.6%
Payroll and employee benefits	-173.3	-24.3%	-131.4	-23.4%
Royalties	-34.8	-4.9%	-26.7	-4.8%
Occupancy and other operating expenses	-201.2	-28.3%	-162.8	-29.1%
Franchise and other expenses	-29.3	-4.1%	-20.6	-3.7%
General and administrative (G&A) expenses	-53.2	-7.5%	-42.4	-7.6%
Impairment losses	-5.8	-0.8%	-1.6	-0.3%
Other income	3.6	0.5%	4.1	0.7%
Profit/(loss) from operations	24.5	3.4%	24.0	4.3%
EBITDA	74.0	10.4%	62.4	11.1%
Financial costs	-7.3	-1.0%	-6.8	-1.2%
Income/(Cost) from put option valuation	-	-	-	-
Financial income	0.3	0.0%	0.3	0.1%
Income/(loss) from associates	0.0	0.0%	0.0	0.0%
Income tax expense	-5.3	-0.7%	-4.5	-0.8%
Profit for the period from continuing operations	12.2	1.7%	13.0	2.3%
Loss on discontinued operations	-	-	-	-
Profit for the period	12.2	1.7%	13.0	2.3%
Attributable to:				
Non controlling interest	-1.2	-0.2%	0.5	0.1%
Equity holders of the parent	13.3	1.9%	12.6	2.2%
				1

















#### Net profit and adjusted EBITDA reconciliation

mEUR		Q2 2018	% of sales	Q2 2017	% of sales	Q2 vs Q2	% of change
Restaur	ant sales	343.6	94.3%	276.9	93.9%	66.7	24.1%
Franchi	se and other sales	20.7	5.7%	17.9	6.1%	2.8	15.4%
Total sa	les	364.3		294.8		69.5	23.6%
Net Pro	fit for the period	7.7	2.1%	8.1	2.7%	-0.4	-4.9%
+	Finance costs	2.6	0.7%	4.0	1.4%	-1.4	-34.3%
-	Finance income	-0.1	0.0%	-0.2	-0.1%	0.0	-19.9%
+	Income tax expense	2.6	0.7%	2.8	0.9%	-0.2	-7.5%
+	Depreciation and Amortisation	22.3	6.1%	19.1	6.5%	3.1	16.4%
+	Impairment losses	5.3	1.5%	1.5	0.5%	3.8	256.3%
ЕВПОА		40.3	11.1%	35.3	12.0%	5.0	14.2%
+	Start-up expenses*	2.4	0.7%	1.7	0.6%	0.7	39.0%
+	M&A related expenses**	0.5	0.1%	0.4	0.1%	0.1	24.5%
+/-	Effect of SOP exercise method modification***	1.0	0.3%	1.0	0.4%	-0.1	-9.5%
Adjuste	d EBITDA	44.1	12.1%	38.4	13.0%	5.7	14.8%

mEUR		H1 2018	% of sales	H1 2017	% of sales	H1 vs H1	% of change
Restaur	ant sales	671.7	94.4%	527.4	94.1%	144.3	27.4%
Franchi	se and other sales	39.9	5.6%	32.9	5.9%	7.0	21.4%
Total sa	les	711.6		560.3		151.3	27.0%
Net Pro	fit for the period	12.2	1.7%	13.0	2.3%	-0.9	-6.7%
+	Finance costs	7.3	1.0%	6.8	1.2%	0.5	7.4%
-	Finance income	-0.3	0.0%	-0.3	-0.1%	0.0	-3.9%
+	Income tax expense	5.3	0.7%	4.5	0.8%	0.9	19.6%
+	Depreciation and Amortisation	43.7	6.1%	36.8	6.6%	6.9	18.8%
+	Impairment losses	5.8	0.8%	1.6	0.3%	4.2	262.9%
EBITDA		74.0	10.4%	62.4	11.1%	11.6	18.7%
+	Start-up expenses*	4.3	0.6%	2.6	0.5%	1.7	64.2%
+	M&A related expenses**	0.5	0.1%	0.4	0.1%	0.1	24.5%
+ / -	Effect of SOP exercise method modification***	1.0	0.1%	1.0	0.2%	-0.1	-9.5%
Adjuste	d EBITDA	79.8	11.2%	66.5	11.9%	13.3	20.1%

<sup>\*\*\*\*</sup> Indirect taxes - all material adjustments for indirect taxes reported in given period but concerning prior reporting periods resulting from tax fillings adjustments. Indirect taxes are mainly VAT, land tax and other EBITDA level taxes.















<sup>\*</sup> Start-Up expenses – all material operating expenses incurred in connection with new stores opening prior the opening.

<sup>\*\*</sup> M&A expenses – all material expenses connected with successful acquisition covering professional services (legal, financial, other) directly connected with transaction.

<sup>\*\*\*</sup> Effect of SOP exercise method modification - a difference in accounting cost of employee benefits accounted under cash settled versus equity settled option plan

#### **AmRest portfolio**

Countries	ISO Cod	de Brands	31.12.2006		31.12.2008	31.12.2009	31.12.2010	31.12.2011	2012.03.31	2012.06.30	2012.09.30	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.12.2017	21.09.2018
Poland	PL		131	<b>139</b> 85	<b>158</b> 94	188	<b>206</b> 121	<b>256</b> 150	257 150 27 23 57	<b>266</b> 154	<b>269</b> 157	279	299	320	346	389	454	<b>477</b> 248 42 67
		KFC	79	85	94	110	121	150	150	154	157	163	179	191	206	222	243	248
		BK		4	9	17	19	27 21	27	27 28	28	28 32	27 35	32 38	33 40	36 52	41	42
		SBX				3	9	21	23	28	28 29 55	32	35	38	40	52	64	67
		PH	52	50	55	58	57	58	57	57	55	56	58	59	67	79	105	119
		BF															1	1
Czech	CZ	KFC	<b>43</b> 43	44	<b>62</b> 53	<b>67</b> 55	75	73	77	78	<b>80</b> 59		<b>89</b> 65	94	102			142 89 12 37
		BK	43	44	33	33	58 5	56 5	57 7	58	39 7	62 7	63	68 7	71 7	78 8	85 12	12
		SBX			, 0	10	12	12	13	13	14	14	17	19	24	28	34	37
		PH			O	10	12	12	13	13	0	0	0	17	24 0	20	2	4
Hungary	HU		17	102	130	124	121	27	143	28	154	166	192	244	49	66	82	89
		KFC	5	13	15	17	16	21	21	21	23	25	27	30	35	45		53
		SBX					3	6	6	7	7	7	9	10	12	16		22
		PH	12	9	7	5	2	2	2	2	2	2	2	2	35 12 2	5	12	14
Russia	RU			40	54	51	50	55	57		61		77	101	109	123	165	226
		KFC		22	37	37	39	44	46	50	51	56	67	92	101	115		166
		PH E		18	17	14	11	11	11	11	10	10	10	9	8	8	11	36
		PH F		_			_	_					_					89 53 22 14 226 166 36 24
Bulgaria	BG	VF.O		1	4	4	5	5	4	4	4	6	5	6	11	11	13	18
		KFC BK		1	2	2	2	2	2	2	2	4	4	5	5	5	5	5
		SBx			2	2	3	3	2	2	2	2	ı	ı	ļ	ļ	 	12
Serbia	RS	KFC		1	1	2	3	4	4	4	4	4	5	5	5 5	5 5	7	7
Croatia	HR	KFC		1		- 2	3	1	1	2	2		5	5	5			
Romania	RS	SBx						1	- '		2		3	3	19	28		
Slovakia	RS	JDA													''	3	4	5
o.o.ra.aa		SBx														3	4	4
		PH														Ĭ	·	i
Armenia	AM	PH F															0	2
Azerbaijan	ΑZ	PH F															0	2 296 69 160 58 2
Spain	ES							152	156	165	164	168	178	190	216	245	278	296
		TAGE						35	39	45	46	47	53	57	65	73	72	69
		TAGF						35 85 32	85 32	88 32	86	89	94	101	115			160
		KFC						32	32	32	32	32	31	32	36	43	53	58
		BF E															ı	2
		BF F																1
		Bacoa E Bacoa F															0	2
France	FR	васоа і						2	2	0	3	1	1	1	10	10	176	190
ridilee		TAGE						-		· ·	3	i	4	4	4	5	5	170
		TAGE						2	2	2	3	4	4	4		5	4	6
		PH E						_		٦	_	·	·	•	-	_	8	6 10
		PH F															118	115
		KFC															41	55
Germany	DE											2	3	3	2			115 55 <b>240</b> 135 2 24
		SBx														143	136	135
		TAGE										2	3	3	2	2	2	2
		KFC PH E															22	24
		PH F															3 71	4
Austria	IN	KFC															1	75 1
Slovenia	IN	KFC															1	1
Portugal	IN	TAGE															1	1
China	CN											12	18	22	29	36		
		BF										10	11	17	25	32	43	<b>54</b> 50
		KABB										1	2	3	4	4	4	4
		ST											1	0	0	0		
		TAGE										1	4	2	0	0		
Total Amrest			191	327	513	539	563	678	804	711	843	790	883	998	904	1181	1639	1799















