



AmRest FY 2023 and Q4 2023 Financial Results

All time revenues record in the year of EUR 2 431.6 million with a growth of 14.3% vs. 2022*

Profit generated of EUR 50.9 million compared to EUR 6.6 million in 2022

114 new restaurants opened during 2023

Madrid, Spain, February 28th, 2023, AmRest (EAT), a leading multi-brand restaurant operator in Europe, today reported its financial results for full year and the fourth quarter of 2023.

Key highlights FY 2023:

- All time revenues record that reached EUR 2 431.6 million with a growth of 14.3% vs 2022*.
- EBITDA generated amounted to EUR 379.2 million, up 16.3 % compared to 2022*.
- Profit generated of EUR 50.9 million compared to EUR 6.6 million in 2022.
- Improved financial risk profile following the signing of a new loan agreement and increasing both cash generation and equity accumulation.
- 114 new restaurants opened during 2023.

Key highlights Q4 2023:

- Revenues of EUR 628.9 million with an increase of 9.2% vs last year*.
- EBITDA of EUR 96.2 million, up 17.7% vs. the same period of 2022*.
- Profit generated of EUR -4.8 million compared to EUR 3.6 million in Q4 2022.
- 61 new restaurants opened during Q4 2023.

All time revenues record that reached EUR 2 431.6 million with a growth of 14.3% vs 2022.

Most of the economies of the European Union recorded significant weakness in 2023, especially in the second half of the year, suffering the impact of monetary tightening, high-cost pressure and, as a consequence, a slowdown in consumption.

Against this backdrop, AmRest's commercial positioning and financial profile has been efficiently adapted to this challenging environment. Annual revenues amounted to EUR 2 431.6 million setting a new all-time high, despite the sale of the whole business in Russia which comprised 213 KFC restaurants.

This outstanding commercial dynamic is the result of a customer centric culture focused on service excellence and listening to our clients, a highly experienced management committed on the search for operational improvements and innovation, as well as a team of passionate professionals aligned on a common goal, to win the hearts of our customers.

** Re-presented - excluding Russia business*



Improved operations allowed EBITDA generation to increase to EUR 379.2 million and the EBITDA margin to 15.6%.

EBITDA generation stands at EUR 379.2 million in FY2023, an increase of 16.3% compared to FY2022 and an EBITDA margin of 15.6% compared to 15.3% in FY2022. The operating profit (EBIT) amounted to EUR 103.5 million, despite recording EUR 41.2 million in impairments. EBIT margin stood at 4.3%.

The EBITDA growth and margin expansion are the result of economies of scale, efficiency gains and a moderation of cost pressures in the last months of the year.

Average sales per restaurant set a record at EUR 1.26 million, creating a positive effect on the distribution of fixed costs. Efficiency gains continue to be driven by initiatives identified in the added value generation programs. The savings generated by these initiatives have amounted to more than EUR 29 million in the 2023 financial year alone, generating structural improvements in the business model. Finally, reduced cost pressures in raw materials and energy during the last months of the year have helped to reduce the cost of sales.

Profit generated of EUR 50.9 million compared to EUR 6.6 million in 2022.

Profit generated in the period amounts to EUR 50.9 million, of which EUR 44.4 million from continued operations and EUR 6.5 million from discontinued operations following the sale of the remaining business in Russia in May 2023.

AmRest continues to strengthen its financial risk profile after signing a new EUR 800 million loan agreement and increasing both cash generation and equity accumulation.

The Group's net financial debt stood at EUR 397.4 million at the end of 2023. The Group's leverage ratio (net financial debt/EBITDA ex-IFRS16) stood at 1.8x, slightly below the target range defined for the Group and the level of 2.0x reported at the end of 2022.

AmRest's liquidity remains at very healthy levels at year-end at EUR 227.5 million, virtually unchanged from 2022. However, additional capacity of EUR 254.5 million in unused credit lines is maintained.

During 2023, the Group's CAPEX level amounts to EUR 214.9 million, an increase of 44.5% compared to 2022. Record investment that proves AmRest commitment to expand the restaurant portfolio, to renovate and modernise existing restaurants and to advance the Group's technological capabilities.

Lastly, AmRest's equity increased by EUR 70 million in 2023, an increase of 21.1% during the year, to EUR 401.2 million, mainly due by the strong results of the company.

114 new restaurants opened during 2023. Organic growth combined with strategic portfolio adjustments.

AmRest opened 114 restaurants during 2023, exceeding its target to open more units than the 109 it opened in 2022. In addition, 28 company-owned restaurants and 26 from franchisees were closed. This gives a net organic growth of 60 units compared to 47 in 2022.

Likewise, the Group continues to make progress in its strategy of portfolio optimisation and efficient allocation of resources with non-organic operations. In this regard, in May 2023, AmRest sold its entire Russian business, 213 KFC restaurants, for which a compensation of EUR 100 million was received.

** Re-presented - excluding Russia business*



Our commitment to society

AmRest's commitment to society continues to accelerate as evidenced by some of the initiatives carried out during the year, among which the following stand out:

- More than 700,000 meals donated to those in need as part of the Harvest food waste prevention programme.
- Under our Foodsharing Day initiative AmRest donated food to children from 150 NGOs in 60 cities in 9 markets with the participation of more than 350 AmRest volunteers.
- La Tagliatella brand, in collaboration with the Cima University of Navarra, launched a heart-healthy menu and donated a percentage of the profits from product sales to support research into cardiovascular diseases.
- Too Good To Go food waste prevention program saved more than one million food products from being wasted.

At AmRest, there is also an unwavering and ongoing commitment to advancing the nutritional quality of our food, our gastronomic offerings and promoting a healthier life style.

Business regions

Central and Eastern Europe (CEE)

In FY2023, sales in this segment amounted to EUR 1 342.1 million, representing 55.2% of Group sales and a year-on-year growth of 18.4%. EBITDA generated was EUR 267.2 million, EUR 50.8 million more than in 2022, representing an EBITDA margin of 19.9%.

The restaurant portfolio reached 1 176 units after increasing by 49 restaurants with the opening of 65 new restaurants and the closure of 16 restaurants.

Western Europe (WE)

Revenues in this segment amounted to EUR 902.8 million, 8.9% more than in 2022. EBITDA generated amounted to EUR 118.9 million, with an EBITDA margin of 13.2%.

However, there were significant performance differences among countries, while Spain and Germany recorded double-digit sales growth, revenue generation remained soft in France.

The total number of restaurants in the region stood at 924 units with a net growth of 4 during 2023. From an organic perspective, there were 37 new openings and 33 closures, of which 12 were Pizza Hut sub-franchisees in France.

China

Revenues generated during the year stood at EUR 99.9 million, 20.9% higher than in 2022. The depreciation of the Yuan against the Euro significantly impacts the figures shown. In constant Euros, annual sales increased by 31%. On the other hand, the EBITDA generated, EUR 20.5 million, represents a margin of 20.5%.

** Re-presented - excluding Russia business*



The Chinese economy entered a deflationary period in the third quarter of the year, which has accentuated in the last few months, reflecting the weakness of consumption in the country. Nevertheless, AmRest's presence in the country through the Blue Frog chain continues to be a story of growth and good commercial positioning.

AmRest closed 2023 with 88 restaurants in the region after increasing the portfolio by 8 units during the year with the opening of 12 new units and the closure of 4.

About AmRest Group

AmRest Group is a leading European multi-brand restaurant operator with a portfolio of first-class brands across 21 countries. AmRest operates more than 2.100 restaurants under franchised brands such as KFC, Starbucks, Pizza Hut and Burger King, as well as proprietary brands like La Tagliatella, Sushi Shop, Blue Frog and Bacoa. More information is available on the webpage: www.amrest.eu/en.

Further information

The fourth quarter 2023 results can be found on www.amrest.eu

The teleconference with investors will be held on February 29th 14:30 CET.
For enquiries please contact: investors.relations@amrest.eu