AmRest Q2 2018 Financial Results

2x3 Vision on track

Madrid, Spain, September 21st 2018, AmRest (WSE: EAT), one of the largest publicly listed restaurant groups in Europe, today reports financial results for the second quarter of 2018.

Key highlights:

- 52 new stores opened in Q2 2018, total number of restaurants as at September 21st, 2018 is 1 799,
- Total revenues increased by 23.6% to EUR 364.3 million,
- EBITDA increased by 14.2% to EUR 40.3 million,
- EBITDA margin at 11.1%,
- Net profit increased by 4.9% to EUR 8.2 million[1].

Michał Serwatka, Investor Relations and M&A Director, commented:

"AmRest continues to pursue the "2x3 Vision", which assumes doubling the business in three year's perspective. We are happy to announce that in Q2 2018 the Company maintained its high growth profile. Positive LFL trends observed in almost each of our markets, dynamic pace of new openings and intensified M&A efforts resulted in a 23.6% increase in sales in Q2 2018. The consolidated revenues of AmRest amounted to EUR 364m, and were EUR 69m higher than year ago. At the same time we maintained a double-digit pace of growth in profitability. The EBITDA of the Group reached EUR 40.3m in Q2 2018, being 14.2% higher than year ago. EBITDA margin dropped by 0.9pp to 11.1.%, mainly due to dilutive effect of recent M&As. The EBITDA margin of our Core business (excluding M&A transactions since 2017) improved over the year by 0.3pp and reached 13.2%.

Solid improvement in profitability was observed in most of the markets of AmRest's operations, with Czech Republic, Hungary and Russia leading the way and achieving in Q2 2018 the EBITDA growth of 40%, 30% and 36% respectively. Such results were primarily driven by positive trends in revenues and maintained discipline on cost side. At the same time, the EBITDA in Poland grew by 8%, with EBITDA margin declining by 0.4pp as a result of continued pressure on payroll cost. Strong performance of the Spanish business was reflected in a 16% growth of profit and EBITDA margin reaching 22%, which was the highest across the Group. In the meantime, AmRest continued integration efforts in recently acquired businesses. In Q2 2018 significant improvement was visible in Starbucks Germany, as we achieved a 24% reduction of EBITDA losses, compared to the previous year. Having

[1] Attributable to AmRest's shareholders

seen the current progress in the business, we expect Starbucks Germany to break-even this year.

We are also pleased to observe dynamic growth of our delivery services. This is the segment that remains the fastest growing part of our business. In Poland the revenues in delivery channel grew by 37% in Q2 2018. Such strong upward trends, along with the increasing tendency of customers to order food on delivery, encourage us to continue development of delivery services in the future.

AmRest remains active in the M&A territory. In addition to accelerated organic expansion, acquisitions form important pillar of our growth agenda. Recently announced transactions in the segments of sushi, premium burgers, bakery and digital are in line with our previously communicated desire to expand into these fastest growing categories of the foodservice sector. Completion of mentioned transactions will substantially add to the scalability of our unique multi-brand business model as well as increase our exposure to the prospective markets of Western Europe. Growing importance of proprietary brands in our portfolio is also expected to enhance our margins in a long-term perspective. As an important element of our strategy, all additions will add critical weight to our digital and delivery expansion, increasing our growth potential in the future. Looking ahead, we will focus on smooth integration of newly acquired businesses making sure they contribute to future value creation for our shareholders."

Further information

The full Q2 2018 results can be found on www.amrest.eu

The teleconference with investors will be held on September 24th, 2018 at 11:00am CEST, to attend the conference and for any other enquiries please contact:

Dorota Surowiec
IR Manager
+48 71 386 1235
dorota.surowiec@amrest.eu