

## **AmRest Holdings SE**

## Q3 2016 Presentation for Investors November 8th, 2016



#### **Teleconference details**

- AmRest Q3 2016 results are included in the Q3 2016 Financial Report which is available to download
  from Investor Relations section at: <u>http://www.amrest.eu</u>
- The recording of this Teleconference will be available at our website within 24 hours





### Executive summary Q3 2016

- Great results for the quarter
  - 34.47% top line growth in Q3 2016 with solid LFL trends in all major markets
  - All-time high EBITDA of PLN 161m (30.4% growth vs LY)
- Central Europe and Spain continued positive trends
- **Russian** division back on track
- Significant improvement of results in China
- Solid growth of scale (95 restaurants opened YTD)
- Further decline in leverage: net debt/EBITDA at 1.83 (end of Q3)





## **Our restaurants**



AmRest

### New restaurants openings\*

- 29 stores opened in Q3 2016: 19 CE, 1 Russia, 7 WE (3 TAG, 3 KFC Spain, 1 Starbucks Germany), 2 Blue Frog in China,
- 95 stores opened in 2016 YTD (till November 7th, 2016): 52 CE, 14 Russia, 24 WE (18 TAG, 5 KFC in Spain, 1 Starbucks Germany), 5 Blue Frog in China,
- 44 openings since the last call (August 12th, 2016): 31 CE, 4 Russia, 8 WE (5 TAG, 3 KFC in Spain), 1 Blue Frog in China,
- Additionally 144 Starbucks restaurants were acquired in Germany in May
- Solid pipeline assumes opening of 140 restaurants in 2016.







\* Including franchisee operated stores





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

6 <sup>[1]</sup> Including franchisee operated stores

## Financial highlights Q3 2016

- Sales at PLN 1 158m (+34% vs LY)
  - CE PLN 586m (+16%)
  - Russia PLN 125m (+27%)
  - Western Europe PLN 376m (+97%)
  - China PLN 59m (+5%)
- **EBITDA** at PLN 161m (+30% vs LY)
  - EBITDA margin at 13.9% (-0.4pp vs LY)
- **EBIT** at PLN 91m (+34% vs LY)
  - EBIT margin at 7.9% (flat vs LY)
- Net profit\* at PLN 62m (-4% vs LY)
- Net debt/EBITDA ratio at 1.83x





\* Attributable to AmRest shareholders

### Q3 2016 financials by segments





## Q3 2016 financials – key figures

Thousand PLN	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	TTM [1]
Sales	809 324	861 191	917 874	858 221	977 055	1 157 569	3 910 719
Sales growth [2]	13.4%	12.5%	14.8%	14.4%	20.7%	34.4%	21.4%
Adjusted EBITDA [3]	116 801	129 725	121 122	113 596	139 690	166 605	541 013
Adjusted EBITDA (%)	14.4%	15.1%	13.2%	13.2%	14.3%	14.4%	13.8%
EBIT	45 270	67 921	38 896	55 153	54 788	90 924	239 761
EBIT (%)	5.6%	7.9%	4.2%	6.4%	5.6%	7.9%	6.1%
Profit for the period [4]	25 869	65 162	41 897	39 758	36 261	62 451	180 367
Profit for the period (%)	3.2%	7.6%	4.6%	4.6%	3.7%	5.4%	4.6%
Net debt	874 613	869 936	816 737	822 110	1 009 116	939 299	939 299
Net debt/EBITDA	2.1	2.0	1.9	1.8	2.1	1.8	1.8

[1] Trailing 12 months

[2] The growth vs corresponding period in the previous year

[3] 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).

[4] Attributable to AmRest shareholders and adjusted for the Put Option valuation



### Outlook

- Positive trends in Q3 2016 and beyond
  - Well-balanced growth across the board
  - Solid LFL trends and core business margin improvement
  - Ca. 140 new openings for the year expected
  - Solid pipeline of new sites secured for the end of 2016 as well as 2017
- AmRest 2.0 guidance on track
- Further expansion of **delivery channel** in KFC and Pizza Hut
- Development of new restaurant formats (Pizza Hut Express, Pizza Hut Delex)
- Strategic investment in digital and mobile applications
- Pursuit of attractive, value accretive M&A opportunities





## 3 years guidance



#### Sales growth

- Double-digit organic growth
- •Potential M&A activity



#### **EBITDA**

- Strong EBITDA growth driven by sales and margin improvement
- EBITDA above Capex



#### 20%+ ROIC on expansion Capex

- Improved ROIC on existing investments through growing margins,
- Prudent capital allocation (80/20) and lower build cost



#### CAPEX

- Average Capex per restaurant below PLN 3m
- >80 restaurants p.a.



#### Leverage

• Declining annually



#### IR contact





Michał Serwatka michal.serwatka@amrest.eu tel. +48 71 3861 246 mobile: +48 519 191 246











# Backup



## AmRest strategy



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



## Superior BRAND portfolio – AmRest unique approach

#### Franchised brands



501 restaurants

8 countries

Within AmRest since 1994

Global # 1 in Chicken Category
Fresh chicken and genuine food
Craveable taste
Innovative design and order system
Delivery platform and mobile restaurants



44 restaurants

3 countries

Within AmRest since 2007

#### Global # 2 in Burger Category

'Better burger' – 100% beef, flame grilled!

'Have it your way' philosophy

Authentic, humorous and bold approach

Strong focus on quality



#### 263 coffee shops

7 countries Within AmRest since 2008

Global # 1 in Coffee Personalized customer service Fresh food offer, locally developed Starbucks Reserve Substantial white space in CE



#### Global # 1 in Pizza Category

Handmade pizza... and much more!

84 restaurants

3 countries

Unmatched **hospitality** 

Casual dining experience

Within AmRest since 1993 World class food innovations

Family and friends meeting place

Am

## Superior BRAND portfolio – AmRest unique approach

La Tagliatella

#### 207 restaurants

3 countries

Within AmRest since 2011

# 1 in Italian category in Spain
Authentic Italian cuisine
Best quality ingredients sourced in Italy
Almost 30 years expertise
Fine dining experience at casual dining price

Unique business model based on central kitchen operations



#### 30 restaurants

China Within 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



#### 4 restaurants

China

Within AmRest since 2013

#### High-end Casual Dining concept

Superior quality bistro food with extensive wine and coctail menu

A place to meet – extremely popular among professionals at managerial level



**Proprietary** 

brands

## EAT factsheet

Ticker	EAT (AmRest)		
Listing	WSE		
Free float	24.73%	Free float 24.73%	
Analyst Coverage	Unicredit, mBank, Wood&Co, Trigon, Raiffeisen Centrobank AG, Noble Securities, IPOPEMA, ERSTE, DM PKO BP, DM Banku BPS, BM Bank BGŻ	AVIVA OFE 3.82% Nationale- Nederlanden OFE 9.59%	FCapital Dutch B.V. 61.85%
Number of employees	27 468		
Number of shares	21.2m		
Number of restaurants	1 133 <sup>[1]</sup>		

<sup>[1]</sup> Including 130 stores operared by La Tagliatella franchisees



#### Q3 2016 segment reporting

PLN '000		Q3 2016			Q3 2015	
		Share	Margin		Share	Margin
Sales	1 157 569			861 191		
Poland	373 248	32.2%		332 678	38.6%	
Czech Republic	123 819	10.7%		106 216	12.3%	
Hungary	54 985	4.8%		41 421	4.8%	
Other CE Total CE	34 176 586 228	3.0% 50.6%		27 175 507 490	3.2% 58.9%	
Russia	125 207			98 223		
	216 103	10.8% 18.7%		182 171	11.4% 21.2%	
Spain Germany	155 266	13.4%		2 999	0.3%	
Other Western Europe	4 442	0.4%		5 168	0.3%	
Western Europe	375 811	32.5%		190 338	22.1%	
China	58 736	5.1%		55 837	6.5%	
Unallocated	11 587	1.0%		9 303	1.1%	
EBITDA	160 567	1.070	13.9%	123 134	1.170	14.3%
Poland	52 246		14.0%	45 425		13.7%
Czech Republic	24 787		20.0%	18 791		17.7%
Hungary	7 809		14.2%	6 166		14.9%
Other CE	6 4 1 7		18.8%	4 411		16.2%
Total CE	91 259		15.6%	74 793		14.7%
Russia	15 825		12.6%	9 482		9.7%
Spain	49 198		22.8%	39 395		21.6%
Germany	4 597		3.0%	-1 322		-
Other Western Europe	-1 141		-	-46		-
Western Europe	52 654		14.0%	38 027		20.0%
China	6 481		11.0%	2 562		4.6%
Unallocated	-5 652		-	-1 730		-
Adjusted EBIIDA*	166 605		14.4%	<u>129 725</u>		15.1%
Poland	53 822 25 170		14.4%	46 891		14.1%
Czech Republic	8 767		20.3% 15.9%	18 939 6 515		17.8% 15.7%
Hungary Other CE	7 053		20.6%	4 640		17.1%
Total CE	94 812		20.8%	4 040 76 985		15.2%
Russia	16 306		13.0%	13 045		13.3%
Spain	50 759		23.5%	39 770		21.8%
Germany	4 599		3.0%	-1 322		21.0%
Other Western Europe	-1 141		- 0.070	-44		_
Western Europe	54 217		14.4%	38 404		20.2%
China	6 922		11.8%	3 021		5.4%
Unallocated	-5 652		-	-1 730		-
ЕВП	90 924		7.9%	67 921		7.9%
Poland	29 844		8.0%	24 906		7.5%
Czech Republic	17 470		14.1%	11 760		11.1%
Hungary	4 184		7.6%	3 573		8.6%
Other CE	2 808		8.2%	2 473		9.1%
Total CE	54 306		9.3%	42 712		8.4%
Russia	8 192		6.5%	2 891		2.9%
Spain	36 745		17.0%	28 746		15.8%
Germany	-2 953		-	-1 527		-
Other Western Europe	-1 703 32 089		-	-587 26 632		-
Western Europe China	2 253		8.5%	-1 990		14.0%
Unallocated	-5 916		3.8%	-1 990 -2 324		-
UTUIOCUTEU	-3710		-	-2 324		-

[\*] EBITDA adjusted by costs of new openings (startup), 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)



### Q3 YTD 2016 segment reporting

PLN '000	(	Q3 YTD 2016		Q3 YTD 2015					
		Share	Margin		Share	Margin			
Sales	2 992 845			2 420 866					
Poland	1 031 397	34.5%		946 478	39.1%				
Czech Republic	350 457	11.7%		295 593	12.2%				
Hungary	152 072	5.1%		114 150	4.7%				
Other CE	92 535	3.1%		47 220	2.0%				
Total CE	1 626 461	54.3%		1 403 441	58.0%				
Russia	330 265	11.0%		301 739	12.5%				
Spain	608 743	20.3%		507 022	20.9%				
Germany	210 767	7.0%		9 108	0.4%				
Other Western Europe	14 506	0.5%		17 497	0.7%				
Western Europe	834 016	27.9%		533 627	22.0%				
China	169 069	5.6%		155 964	6.4%				
Unallocated	33 034	1.1%	10 507	26 095	1.1%	10.007			
EBITDA Poland	<b>403 732</b> 138 653		13.5% 13.4%	<b>321 121</b> 127 964		13.3% 13.5%			
Czech Republic	67 370		13.4%	49 187		16.6%			
	22 875			49 187 15 958					
Hungary	15 638		15.0%			14.0%			
Other CE Total CE	244 536		16.9%	5 748 198 857		12.2% 14.2%			
Russia	38 431		15.0%	33 940		14.2%			
	125 728		11.6% 20.7%	105 717		20.9%			
Spain Germany	3 430		20.7% 1.6%	-2 667		20.9%			
Other Western Europe	-2 391		1.0%	-4 639		-			
Western Europe	126 767		15.2%	98 411		18.4%			
China	10 879		6.4%	7 486		4.8%			
Unallocated	-16 881		0.4%	-17 573		4.0%			
Adjusted EBITDA*	419 891		14.0%	345 773		14.3%			
Poland	136 702		13.3%	131 809		13.9%			
Czech Republic	68 375		19.5%	50 044		16.9%			
Hungary	24 185		15.9%	16 844		14.8%			
Other CE	16 594		17.9%	5 978		12.7%			
Total CE	245 856		15.1%	204 675		14.6%			
Russia	41 349		12.5%	38 336		12.7%			
Spain	129 104		21.2%	106 913		21.1%			
Germany	5 600		2.7%	-2 667		-			
Other Western Europe	-2 391		-	-4 639		-			
Western Europe	132 313		15.9%	99 607		18.7%			
China	12 657		7.5%	10 430		6.7%			
Unallocated	-12 284		-	-7 275		-			
ЕВП	200 865		6.7%	156 847		6.5%			
Poland	67 609		6.6%	64 010		6.8%			
Czech Republic	46 107		13.2%	31 428		10.6%			
Hungary	12 311		8.1%	8 627		7.6%			
Other CE	5 893		6.4%	2 285		4.8%			
Total CE	131 920		8.1%	106 350		7.6%			
Russia	14 980		4.5%	14 709		4.9%			
Spain	85 749		14.1%	67 880		13.4%			
Germany	-6 913		-	-3 265		-			
Other Western Europe	-4 038		-	-6 463		_			
Western Europe	74 798		9.0%	58 152		10.9%			
China	-3 561		-	-3 839		-			
Unallocated	-17 272		-	-18 525		-			

[\*] EBITDA adjusted by costs of new openings (startup), 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)



## Q3 2016 consolidated P&L

[ PLN '000]	Q3 2016	% of sales	Q3 2015	% of sales
Restaurant sales	1 089 487		804 252	
Franchise and other sales	68 082		56 939	
Total sales	1 157 569		861 191	
Company operated restaurant expenses:				
Food and material	-319 330	-27.6%	-248 051	-28.8%
Payroll and employee benefits	-255 390	-22.1%	-175 896	-20.4%
Royalties	-55 510	-4.8%	-39 500	-4.6%
Occupancy and other operating expenses	-325 701	-28.1%	-240 896	-28.0%
Franchise and other expenses	-43 469	-3.8%	-38 498	-4.5%
General and administrative (G&A) expenses	-71 817	-6.2%	-54 618	-6.3%
Impairment losses	113	0.0%	399	0.0%
Otherincome	4 459	0.4%	3 790	0.4%
Profit/(loss) from operations	90 924	<b>7.9</b> %	67 921	7.9%
EBITDA	160 567	13.9%	123 134	14.3%
Finance costs	-13 396	-1.2%	-11 040	-1.3%
Finance income	1 104	0.1%	-795	-0.1%
Income/(loss) from associates	-21	0.0%	79	0.0%
Income tax expense	-13 820	-1.2%	9 436	1.1%
Profit for the period	64 791	5.6%	65 601	7.6%
Attributable to:				
Non controlling interest	2 340	0.2%	439	0.1%
Equity holders of the parent	62 451	5.4%	65 162	7.6%



## Q3 YTD 2016 consolidated P&L

[ PLN '000]	Q3 YTD 2016	% of sales	Q3 YTD 2015	% of sales
Restaurant sales	2 802 657		2 266 574	
Franchise and other sales	190 188		154 292	
Total sales	2 992 845		2 420 866	
Company operated restaurant expenses:				
Food and material	-843 053	-28.2%	-705 138	-29.1%
Payroll and employee benefits	-645 344	-21.6%	-502 257	-20.7%
Royalties	-139 600	-4.7%	-111 152	-4.6%
Occupancy and other operating expenses	-848 515	-28.4%	-681 239	-28.1%
Franchise and other expenses	-122 602	-4.1%	-102 728	-4.2%
General and administrative (G&A) expenses	-202 648	-6.8%	-169 867	-7.0%
Impairment losses	-6 835	-0.2%	-3 641	-0.2%
Otherincome	16 617	0.6%	12 003	0.5%
Profit/(loss) from operations	200 865	6.7%	156 847	6.5%
EBITDA	403 732	13.5%	321 121	13.3%
Finance costs	-34 993	-1.2%	-32 678	-1.3%
Finance income	2 175	0.1%	2 398	0.1%
Income/(loss) from associates	-32	0.0%	174	0.0%
Income tax expense	-28 062	-0.9%	-8 086	-0.3%
Profit for the period	139 953	4.7%	118 655	4.9%
Attributable to:				
Non controlling interest	1 483	0.0%	516	0.0%
Equity holders of the parent	138 470	4.6%	118 139	4.9%



### Q3 2016 net profit and adjusted EBITDA reconciliation

[ PLN '000]	Q3 2016	% of sales	Q3 2015	% of sales	Q3 vs Q3	% of change
Restaurant sales	1 089 487	94.1%	804 252	93.4%	285 235	35.5%
Franchise and other sales	68 082	5.9%	56 939	6.6%	11 143	19.6%
Total sales	1 157 569		861 191		296 378	34.4%
Net Profit for the period	64 791	5.6%	65 601	7.6%	-810	-1.2%
Adjusted Net Profit for the period	64 791	5.6%	65 601	7.6%	-810	-1.2%
+ Finance costs	13 396	1.2%	11 040	1.3%	2 356	21.3%
- Finance income	-1 104	-0.1%	795	0.1%	-1 899	-238.9%
- Income/(loss) from associates	21	0.0%	-79	0.0%	100	-126.6%
+ Income tax expense	13 820	1.2%	-9 436	-1.1%	23 256	-246.5%
+ Depreciation and Amortisation	69 756	6.0%	55 612	6.5%	14 144	25.4%
+ Impairment losses	-113	0.0%	-399	0.0%	286	-71.7%
EBITDA	160 567	13.9%	123 134	14.3%	37 433	30.4%
+ Start-up expenses*	6 038	0.5%	3 774	0.4%	2 264	60.0%
+ M&A related expenses**	0	0.0%	0	0.0%	0	n/a
+ / - Effect of SOP exercise method modification***	0	0.0%	0	0.0%	0	n/a
+ / - Indirect taxes adjustments****	0	0.0%	2 817	0.3%	-2 817	-100.0%
Adjusted EBITDA	166 605	14.4%	129 725	15.1%	36 880	28.4%

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

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

\*\*\* Effect of SOP exercise method modification – a difference in accounting cost of employee benefits accounted under cash settled versus equity settled option plan

\*\*\*\* 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.



### Q3 2016 YTD net profit and adjusted EBITDA reconciliation

	Ο3 ΥΤΟ		O3 YTD		03 YTD vs	
[ PLN '000]	2016	% of sales	2015	% of sales	Q3 YTD Q3 YTD	% of change
Restaurant sales	2 802 657	93.6%	2 266 574	93.6%	536 083	23.7%
Franchise and other sales	190 188	6.4%	154 292	6.4%	35 896	23.3%
Total sales	2 992 845		2 420 866		571 979	23.6%
Net Profit for the period	139 953	4.7%	118 655	4.9%	21 298	17.9%
Adjusted Net Profit for the period	139 953	4.7%	118 655	4.9%	21 298	17.9%
+ Finance costs	34 993	1.2%	32 678	1.3%	2 315	7.1%
- Finance income	-2 175	-0.1%	-2 398	-0.1%	223	-9.3%
- Income/(loss) from associates	32	0.0%	-174	0.0%	206	-118.4%
+ Income tax expense	28 062	0.9%	8 086	0.3%	19 976	247.0%
+ Depreciation and Amortisation	196 032	6.6%	160 633	6.6%	35 399	22.0%
+ Impairment losses	6 835	0.2%	3 641	0.2%	3 194	87.7%
EBITDA	403 732	13.5%	321 121	13.3%	82 611	25.7%
+ Start-up expenses*	14 699	0.5%	11 536	0.5%	3 163	27.4%
<ul> <li>M&amp;A related expenses**</li> </ul>	2168	0.1%	719	0.0%	1449	201.5%
+/- Effect of SOP exercise method modification***	4 597	0.2%	9 580	0.4%	-4 983	-52.0%
+ / - Indirect taxes adjustments****	-5 305	-0.2%	2 817	0.1%	-8 122	-288.3%
Adjusted EBITDA	419 891	14.0%	345 773	14.3%	74 117	21.4%

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

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

\*\*\* Effect of SOP exercise method modification – a difference in accounting cost of employee benefits accounted under cash settled versus equity settled option plan

\*\*\*\* 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.



## AmRest portfolio

Countries	Brands	2006-12-31	2007-12-31	2008-12-31	2009-12-31	2010-12-31	2011-12-31	2012-12-31	2013-12-31	2014-12-31	2015-12-31	2016-03-31	2016-06-30	2016-10-14	2016-09-30	2016-11-07
Poland		131	139	158	188	206	256	279	299	320	346	344	354	363	360	<b>371</b> 216 35 47
	KFC	79	85	94	110	121	150	163	179	191	206	206	208	213	212	216
	BK		4	9	17	19	27	28	27	32	33	33	34	35	35	35
	SBX				3	9	21	32	35	38	40	40	43	45	44	47
	PH	52	50	55	58	57	58	56	58	59	67	65	69	70	69	73
Czech		43	44	62	67	75	73	83		94	102	103	104	106	106	
	KFC	43	44	53	55	58	56	62	65	68	71	71	71	73	73	73
	BK SBX			I	2	5	5		/	/	/	7	/	/	/	8
Live a sec	282	17	22	8 22	10 22	12 21	12	14	17 38	19 <b>42</b>	24	25	26	26	26	26
Hungary	KFC	17	13	15	17	<b>21</b> 16	<b>29</b> 21	<b>34</b> 25	38 27	<b>42</b> 30	<b>49</b> 35	<b>49</b> 35	<b>50</b> 35	<b>56</b> 40	<b>55</b> 39	
	SBX	5	15	15	17	10	21	23	2/	10	12	12	13	14	14	
	PH	12	9	7	5	5	2	2	2	10	12	2	13	2	2	2
Russia		12	40	54	51	50		66		101	109	111	119	121	120	
	KFC		22	37	37	39	44	56	67	92	101	103	111	113	112	
	PH		18	17	14	11	11	10	10	,2	8	8	8	8	8	9
Bulgaria			1	4	4	5	5	6	5	6	11	11	11	11	11	
-	KFC		1	2	2	2	2	4	4	5	5	5	5	5	5	5
	BK			2	2	3	3	2	1	1	1	1	1	1	1	1
	SBx										5	5	5	5	5	5
Serbia			1	1	2	3	4	4	5	5	5	5	5	5	5	5
	KFC		1	1	2	3	4	4	5	5	5	5	5	5	5	5
Croatia							1	2	5	5	5		5		6	6
	KFC						1	2	5	5	5	5	5	6	6	6
Romania											19	19	19			
	SBx										19	19	19	22	22	
Slovakia	CD												1	2	2	2
US	SBx			104	103	103	103			4		0		2	2	2
03	TAGE			104	103	103	103	1	0	4	1	0	0	0	0	0
	TAGE							1	1	1	0	0	0	0	0	0
	AB			104	103	103	103	0	0		-	0	0	0	0	0
Spain	~~			104	105	100	152	168	178	190	216	219	227	233	232	236
	TAGE						35	47	53	57	65	66	67	68	68	
	TAGF						85	89	94	101	115	116	123	125	124	125
	KFC						32	32	31	32	36	37	37	40	40	
France							2		8	8	10	10	10		10	
	TAGE							1	4	4	4	4	5	5	5	5
	TAGF						2	4	4	4	6	6	5	5	5	5
Germany								2	3	3	2	2	145	145	145	
	SBx												143	143	143	143
	TAGE							2	3	3	2	2	2	2	2	2
China								12		22	29	30	32	34	34	
	BF							10	11	17	25	26	28	30	30	30
	KABB							1	2	3	4	4	4	4	4	4
	ST							,		0	0	0	0	0	0	0
India	TAGE								4	2	0	0 0	0	0	0	0
maia	TAGE								2	U	U	0	U	0	0	0
									2	0	0	0	0	0	0	0
Total Amrest		191	247	405	437	463	680	662	733	800	904	908	1082	1114	1108	1133

