



AmRest Q3 2024 Financial Results

Excellent commercial momentum boost sales to a new all-time high

Madrid, Spain, November 13th, 2024, AmRest (EAT), a leading multi-brand restaurant operator in Europe, today reported its financial results for the third quarter of 2024.

Key highlights Q3 2024:

- All-time quarterly revenues record that reached EUR 659.5 million with an increase of 4.2% vs last year.
- EBITDA generated during the third quarter of the year amounted to EUR 125.3 million, representing a margin of 19.0%.
- The quarterly Group's net profit stood at EUR 28.2 million.
- The number of restaurants managed by AmRest reached 2,185 after the opening of 21 new restaurants during the quarter.

All-time high for revenues for a quarter.

AmRest's sales during the third quarter of 2024 reached EUR 659.5 million, 4.2% higher than those achieved during 2023. In aggregate terms, transactions increased by 2.0%, while the increase in the average ticket accounted for the difference.

This revenue figure, which represents another all-time high, supports the Group's growth strategy, and is particularly relevant in a context where several countries are experiencing an important moderation in household consumption. This situation is reflected in significant differences in the evolution of sales generated among countries. While revenues generated in the Central and Eastern Europe region grew at double-digit rates, the Western Europe and China regions showed contraction.

In cumulative terms, during the first nine months of the year, revenues amounted to EUR 1,890.9 million, up 4.9% compared to the same period in 2023.

EBITDA margin expansion.

The EBITDA generated during the third quarter of the year amounted to EUR 125.3 million, representing a margin of 19.0% and an increase of 13.0% compared to the same period in 2023. The EBITDA achieved includes refunds collected during the months of June and August in the amount of EUR 11.3 million.

In cumulative terms, during the first 3 quarters of the year, EBITDA advanced to EUR 319.2 million, representing a growth of 12.8% and an EBITDA margin of 16.9% compared to 15.7% in 2023.

The Group's net profit amounted to EUR 28.2 million in the third quarter of 2024.

Profit before tax rose to EUR 39.9 million compared to EUR 32.9 million in 2023, an increase of 21% despite higher financial costs due to interest rates increases.



Finally, the Group's net profit amounted to EUR 28.2 million, of which EUR 26.3 million was net profit attributable to the shareholders of the parent company. In cumulative terms, for the first nine months of the year, net profit stands at EUR 3.0 million.

The strong cash flow generation allows for an increase in accumulated liquidity and a reduction in the leverage ratio to 1.8x.

The Group's net debt amounted to EUR 465.2 million euros at the end of the quarter, EUR 11.4 million less than in the previous quarter. This net debt decrease is due to the growth in accumulated liquidity, which amounted to EUR 157.8 million after accumulated EUR 21.4 million during this period.

Likewise, the cash accumulation is the result of a strong generation of operating cash flow, which reached EUR 122.4 million in the quarter, an increase of EUR 33.8 million compared to the previous quarter, and despite an investment cash flow of EUR 51.5 million, 18% higher than in previous quarter.

This situation, together with the higher EBITDA generation, allows the leverage ratio to be reduced to 1.8x, slightly below the guidance range provided by the Group.

Restaurant openings totalled 21 units during the quarter.

The number of restaurants managed by AmRest reached 2,185 units at the end of the third quarter after the opening of 21 new restaurants and the closing of 13. Net growth in the last 12 months amounted to 70 units, with 75 net growth in company-owned (equity units) and a decrease of 5 in franchises, in this case sub-franchises from the Pizza Hut business in France.

In this regard, on October 31, 2024, AmRest and Pizza Hut Europe Limited (master franchisor for Pizza Hut France and owner of the Pizza Hut brand) have agreed the early termination of the master franchise agreement for France and the terms and conditions related to the transfer of the Pizza Hut business in the French market over to Pizza Hut Europe Limited, which occurred on that same date. Therefore, starting on November 1, 2024, AmRest does not operate any Pizza Hut restaurant in the French market. AmRest was managing 120 sub franchises restaurants and one equity restaurant at the end of September.

Business regions

Central and Eastern Europe (CEE)

Revenues generated during the quarter in the region amounted to EUR 390.9 million, an increase of 10.4% over the previous year. This figure represents 59.3% of the Group's revenues. Noteworthy the outstanding performance of the polish market during the period, with revenues increasing by 15.5%. EBITDA generated in the region during the quarter was EUR 94.2 million, representing a margin of 24.1%. This figure includes EUR 9.3 million in refunds collected.

During the first 9 months of the year revenues amounted to EUR 1,095.0 million, an increase of 10.3%. EBITDA amounted to EUR 226.8 million, representing a margin of 20.7%.

AmRest closed the quarter with a portfolio of 1,202 restaurants in the region after the opening of 16 units and the 3 closures. This brings to 33 new restaurants opened and 8 closed for the year.



Western Europe (WE)

Quarterly sales in the region totalled EUR 225.3 million, a decrease of -2.4% compared to 2023. Once again, there are marked differences among countries. While sales in Spain grew at a rate of 5.6%, the figures for Germany showed a decline of -10.2% and for France -5.6%. In terms of profitability, EBITDA reached EUR 33.1 million, representing a margin of 14.7% and a decrease of -3.1% compared to the previous year.

In cumulative terms, revenues for the year amounted to EUR 667.8 million, practically repeating the figures achieved during 2023. Accumulated EBITDA reached EUR 97.6 million, representing a margin of 14.6% and growth of 8.9% vs. the same period of last year.

The number of restaurants in the region reached 896 at the end of the third quarter when 3 units were opened while 9 closed. This implies 21 new openings this year and the closure of 23.

China

At the macroeconomic level, consumers continue to prioritize savings over spending, which is resulting in a decline in discretionary consumption. In this context, AmRest's sales in the region fell by -13.1% to EUR 22.2 million during the quarter. Despite the revenues decline, in terms of profitability, the EBITDA generated amounted to EUR 4.4 million, representing a healthy margin of 19.7%.

Accumulated sales through September amounted to EUR 68.9 million, a decline of -10.7%, in constant euros, the decline was -8.4%. EBITDA reached EUR 14.4 million, with a margin of 21.0%.

The number of restaurants in the region reached 87 after the opening of 2 units and the closure of 1.

About AmRest Group

AmRest Group is a leading European multi-brand restaurant operator with a portfolio of first-class brands across 22 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 third quarter 2024 results can be found on www.amrest.eu

The teleconference with investors will be held on November 14th 14:00 CET.

For enquiries please contact: investors.relations@amrest.eu