

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: http://www.amrest.eu
- The recording of this Teleconference will be available at our website within 24 hours





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



AmRest



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

* Including franchisee operated stores



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.



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 [1] Including franchisee operated stores

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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



AmRest

* Attributable to AmRest's shareholders



Q2 2018 financials by segments





H1 2018 financials by segments



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Q2 2018 financials – key figures

mEUR	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	ттм [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

[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





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





AmRest



Backup

AmRest strategy



Superior BRAND portfolio





714 restaurants 12 countries

AmRest 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







Hanama
 Casual d

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







STARBUCKS'

318 coffee shops 7 countries AmRest since 2008

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





- Global #2 in burger category
- Better burger 100% beef, flame grilled, . strong focus on quality
- "Have it your way" philosophy ٠
- Authentic, humorous and bold approach





Superior BRAND portfolio

Proprietary brands





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



La Tagliatella®

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

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Ticker	EAT (AmRest)		
Listing	WSE	Free float 19,49%	
Free float	19.49%	Aviva OFE 3,31%	
Analyst Coverage	Unicredit, mBank, Wood&Co, Trigon, Raiffeisen Centrobank AG, Noble Securities, IPOPEMA, ERSTE, DM PKO BP, DM Banku BPS, BM Bank BGŻ	Artal International 4,95% Nationale-Nederlanden 5,21% Gosha Holding S.à.r.l	FCapital Dutch B.V. ^[2] 56.38%
Number of employees	41 332	- 10,67%	
Number of shares	21.2m		
Number of restaurants	1 799 [1]		

Data as at September 21st, 2018

^[1] Including stores operared by La Tagliatella, Pizza Hut, Bacoa and Blue Frog franchisees

^[2] 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.

^[3] 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	07.07		294.8		
Poland	98.2 41.0	27.0%		88.0 32.4	29.9%	
Czech Republic	41.0 21.5	11.2%			11.0%	
Hungary	21.5	5.9%		16.6 9.3	5.6%	
Other CE Total CE	172.3	3.2% 47.3%		146.3	3.1% 49.6%	
Russia	42.3	47.3% 11.6%		35.5	12.0%	
Spain	56.8	15.6%		51.2	17.3%	
Germany	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 12.5		14.2%	4.4 10.7		12.5%
Spain	-1.6		22.0%	-1.3		21.0%
Germ any Other Western Europe	-0.3		-	-0.5		-
Western Europe	10.6		- 8.5%	-0.3		9.7%
China	3.6		0.3% 17.8%	2.9		9.7% 16.7%
Unallocated	-5.5			-2.8		10.778
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 -1.2		22.8%	11.1 -1.3		21.7%
Germany Other Western Europe	0.1		-	-0.5		-
Western Europe	11.8		9.4%	9.3		10.1%
Ching	3.8		9.4 <i>%</i> 18.8%	3.1		17.8%
Unallocated	-4.5		10.078	-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%
Germany	-4.5		-	-3.6		-
Other Western Europe	-2.9		-	-1.3		-
Western Europe	-0.1		-	2.8		3.0%
China Unallocated	2.5 -5.6		56.7%	0.9 -2.9		28.5%
unullocatea	-5.6		-	-2.9		-
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Pizza Hut KING		a Tagliatella	bar&		~~~ ワワ	material o
		Jugundu	- Darða	grill 蛙	7 3 5 2 2	the trans

KFC

		H1 2018			H1 2017	
	m EUR	Share	Margin	mEUR	Share	Margir
Sales	711.6	07.077		560.3	0.0 / 77	
Poland	193.5 78.5	27.2%		171.2 61.4	30.6%	
Czech Republic	41.4	11.0% 5.8%		31.5	11.0% 5.6%	
Hungary Other CE	22.5	3.1%		17.7	3.2%	
Total CE	335.9	47.2%		281.8	50.3%	
Russia	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%	
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	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%	62.4		11.19
Poland	21.1		10.9%	19.4		11.39
Czech Republic	16.2		20.6%	11.7		19.09
Hungary	7.1		17.0%	5.6		17.69
Other CE	2.2		10.3%	3.2		18.49
Total CE	46.6		13.9%	39.9		14.19
Russia	10.4		12.8%	6.9		10.39
Spain	24.1		21.5%	20.6		20.79
Germany	-2.7		-	-4.4		
Other Western Europe	0.8		1.5%	-0.8		
Western Europe	22.2		8.9%	15.4		8.99
China	4.4		12.4%	3.7		11.9%
Unallocated Adjusted EBITDA*	-9.6 79.8		- 11.2%	-3.5 66.5		11.99
Poland	21.9		11.2%	<u> </u>		11.97
Czech Republic	16.5		21.0%	11.9		19.49
Hungary	7.4		17.9%	5.7		18.29
Other CE	2.5		11.5%	3.5		19.99
Total CE	48.3		14.4%	41.2		14.69
Russia	10.9		13.3%	7.4		10.99
Spain	24.8		22.1%	21.1		21.19
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		4.49
Czech Republic	11.4		14.5%	8.3		13.69
Hungary	4.4		10.5%	3.2 2.0		10.29
Other CE Total CE	23.0		-	2.0		11.29
Russia	5.0		6.8% 6.1%	1.8		7.4%
	15.4		6.1% 13.8%	1.0		2.7%
Spain Corm any	-7.7		13.0%	-8.5		14.47
Germany Other Western Europe	-7.7 -3.4		-	-0.5 -1.7		
Other Western Europe Western Europe	-3.4 4.3		- 1.7%	-1./ 4.2		2.4%
China	2.1		25.6%	4.2		2.4%
Unallocated	-9.9		∠3.0%	-3.6		10.0%
	-7.7		-	-3.0		

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Adjusted EBITDA - 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)

Consolidated P&L

mEUR	Q2 2018	% of sales	Q2 2017	% of sales
Restaurant sales	343.6		276.9	
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%
Otherincome	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:				<u> </u>
		0.07	0.5	0.107
Non controlling interest	-1.2	-0.2%	0.5	0.1%



Net profit and adjusted EBITDA reconciliation

mEUR		Q2 2018	% of sales	Q2 2017	% of sales	Q2 vs Q2	% of change
Restaur	rant 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%
EBITDA		40.3	11.1%	35.3	1 2.0 %	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	1 2 .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	1 8.7 %
+	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%

* 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

KFC

Countries		ode Brands	31.12.2006	31.12.2007		31.12.2009	31.12.2010		2012.03.31		2012.09.30	31.12.2012	31.12.2013				31.12.2017	
Poland	PL	KFC	131 79	139 85	1 58 94	188 110	206 121	256 150	257 150	266 154	269 157	279 163	299 179	320 191	346 206	389 222	454 243	
		BK		4	9	17	19	27	27	27 28 57	28 29	28	27	32	33 40	36	41	42
		SBX PH	52	50	55	3 58	9 57	27 21 58	27 23 57	28	29 55	32 56	35 58	32 38 59	40 67	52 79	64 105	
		BF															1	1
Czech	CZ	KFC	43	44	62 53	67 55	75	73	77 57		80 59	83 62			102 71	114 78	133	142
		BK	43	44	1	2	58 5	56 5	7	7	7	7	65 7	7	7	/0	85 12	89 12
		SBX			8	10	12	12	13	13	14	14	17	19	24	28	34	
Hungary	HU	PH	17	102	130	124	121	27	143	28	0 154	0	0 192	0 244	0 49	0 66	2	4 89
iongu,		KFC	5	13		17	16	21	21	21	23	25		30	35	45	50	53
		SBX PH	10	0	7	5	3	6	6	7	7	7	9	10	12	16	50 20 12	53 22 14
Russia	RU	rn.	12	40	54	51	50	55	57	61	61	66	77	101	109	123		
		KFC		22 18			39	44	46		51	56		92	101	115	154	166
		PH E PH F		18	17	14	11	11	11	11	10	10	10	9	8	8	11	36 24
Bulgaria	BG			1	4	4	5	5	4	4	4	6	5	6	11	11	13	18
		KFC BK		1	2	2	2	23	2	2	2	4	4	5 1	5	5	5	5
		SBx			2	2	5	5	2	2	Z	ž	•	•	5	5	7	12
Serbia Croatia	RS HR	KFC KFC		1	1	2	3	4	4	4	4	4	5	5	5	5	7	7
Romania	RS	SBx							I	2	2	2	5	5	19	28	36	41
Slovakia	RS	6 1														3	4	5
		SBx PH														3	4	4
Armenia	AM	PH F															0	2
Azerbaijan Spain	AZ ES	PH F				ł		152	156	165	164	168	178	190	216	245	0 278	
puin	13	TAGE TAGF						35	39	45	46	47		57	65	73	72	69
		TAGF KFC						35 85 32	85 32	88 32	86 32	89	94 31		65 115 36	129	152	160
		BFE						32	32	32	32	32	31	32	36	43	53	2
		BF F															_	1
		Bacoa E Bacoa F															0	2
France	FR							2	2	0	3	1	4	4	10	10	176	190
		TAGE TAGF						2	2	2	3	1	4	4	4	5	5	4
		PH E						2	2		5	7	7	-	0	5	8	10
		PH F KFC															118 41	115
Germany	DE	NFC.			+							2	3	3	2	145	234	240
		SBx TAGE										-				143	136 2	135
		KFC										2	3	3	2	2	2 22	
		PH E															3	4
Austria	IN	PH F KFC				ł											71	75
Slovenia	IN	KFC															1	<u> </u>
Portugal China	IN CN	TAGE										10	10		20	21	1 47	1
China	CN	BF										12	18 11	22 17	29 25	36 32	43	54 50
		KABB			ر <u>ا</u>							1	2	3	4	4	4	4
		ST TAGE										1	1	0	0	0		1
iotal Amrest			191	327	513	539	563	678	804	711	843	790	883	998	904	1181	1639	1799
tal Amrest		é		La Tay	gliatella°	539 blue frog bar&grill	563 g蓝 K∧ 蛙 ₩	678 ABB	804	711	843	790	883	998	904	1181	1639	

Total AmRest's figures for 2008-2015 include Applebee's in US and La Tagliatella restaurants in India, US and China, that are no longer in AmRest portfolio