

# AmRest | Investor Presentation 1Q20



















### **Speakers**



Mark Chandler Chief Executive Officer



### Eduardo Zamarripa Chief Financial Officer



Peter Kaineder Chief Strategy Officer



Aleksandra Tajak Global Controller



Dorota Surowiec IR Manager



**Robert Patrzykąt** IR Manager

AmRest Q1 2020 results are available for download at: <u>http://www.amrest.eu</u>

The recording of this conference call will be available on the corporate website within 24 hours









#### Highlights

Date	1Q 2020	1Q 2019	Y/Y	4Q 2019
<b>Restaurants</b> Equity openings Franchise openings M&A's	<b>2 346</b> 15 4 0	<b>2 148</b> 22 4 0	<b>198</b> (7) -	<b>2 337</b> 110 18 0
Revenue	411.9	444.9	(7.4%)	529.0
<b>EBITDA</b> margin	<b>42.6</b> 10.3%	<b>76.8</b> 17.3%	(44.5%) (7.0pp)	<b>128.0</b> 24.2%
Adj. EBITDA margin	<b>43.6</b> 10.6%	<b>78.4</b> 17.6%	(44.4%) (7.0pp)	<b>96.4</b> 18.2%
<b>EBIT</b> margin	<b>(23.6)</b> (5.7%)	<b>17.4</b> 3.9%	(235.6%) (9.6pp)	<b>32.6</b> 6.2%
<b>Net profit*</b> margin	<b>(41.6)</b> (10.3%)	<b>3.7</b> 0.8%	- (11.1pp)	<b>38.0</b> 7.2%
Operating CF	36.9	56.5	-34.7%	147.7
Investing CF	(14.1)	(44.8)	(68.5%)	(110.2)
Lease outflow	(43.4)	(35.2)	(23.3%)	(38.8)

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\*Attributable to the Parent



#### **Executive Summary**

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- Group's revenue in Q1'20 reached EUR 411.9 million, representing a decline of 7.4% over the year. Strong months of January and February in Europe (sales growth in mid-teens YoY) more than offset by trade restrictions due to the pandemic, particularly dinein and shopping malls closures, applied in March across vast majority of countries.
- Group's EBITDA amounted to EUR 42.6 million and was 44.5% lower than last year. Margin reached 10.3% and declined by 7.0pp over the year.
- During the first two months profitability 0.2pp lower than last year (or 0.4pp higher, excluding China) but negative effect from sharp decline in sales along with additional costs incurred to build delivery sales were the main drivers of the decline in March.
- Net loss attributable to the Parent reached EUR 41.6 million impacted also by higher FX costs on lease.
- Net debt reached EUR 629.8 million and comparable leverage ratio stood at 3.62 (vs. 3.5 covenant). Bank waiver obtained with certain conditions to be satisifed by the end of June 2020.
- Reduced capital expenditures. Payment of EUR 20.0 million received for PizzaPortal deal.



### Segment breakdown | CEE



Segment capex [EURm] Store-count 91.3 89.6 899 882 15.4 13.7 Q1'19 Q1'20 FY2019 TTM

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### **General Summary**

- 6 stores opened in 1Q'20 vs. 11 last year.
- 997 restaurants at the end of 10'20 with ca. 55% opened and allowed for delivery and takeaway/drive-thru only.
- Sales slightly down by 2.1% to EUR 181.8 million. Supportive first two months along with strong restaurant roll-out in the last 12 months and OSR based mix helped to offset March lockdown.
- Jan-Feb'20 sales up by 19.9% yoy, in March down 41.1%.
- EBITDA was down to EUR 28.7 million from EUR 38.0 while margin decreased by 4.7pp to 15.8%. Negative effect from operational leverage (mainly in labor and occupancy costs) and higher delivery share slightly offset by higher margin on food and first G&A saving initiatives.
- After the first two months EBITDA margin was higher by 2.1pp than last year.

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- 8 stores opened in 1Q'20 vs. 10 last year.
- 996 restaurants at the end of 1Q'20 with ca. 28% opened and allowed for delivery and takeaway/drive-thru only.
- Segment sales reached EUR 164.9 million and was lower by 13.5% vs. last year.
- Jan-Feb'20 sales up by 9.0% yoy, in March down 54.5%.
- Supportive trends during the first two months were consumed by total lockdown of the economy. In the second half of March vast majority of the restaurants in France were closed while in Spain only about 30% of KFC stores were operating.
- As a result of above-mentioned and higher share of casual dining EBITDA decreased over the year by 61.9% to EUR 11.1 million. Margin decreased by 8.5pp to 6.7%.
- After the first two months EBITDA margin was lower by 0.3pp vs. last year.

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■ Franchise ■ Equity

### end of Q1'20

Operational

#

64%

244

1Q'20

### **General Summary**

- 3 stores opened in 1Q'20 vs. 5 last year.
- 279 restaurants at the end of 10'20 with ca. 64% opened and allowed for delivery and takeaway/drive-thru only.
- Sales reached EUR 49.1 million and were 11.8% higher than last year. Initial measures implemented by the government to fight the coronavirus were less strict compared to CEE or WE countries.
- Jan-Feb'20 sales up by 30.3% yoy, in March down 18.6%.
- EBITDA amounted to EUR 7.5 million and decreased by 8.8% over the year. Margin reached 15.3%, being 3.4pp lower vs. last year.
- Margin change driven by trade restriction in March, additional cost for delivery and high promotions.

Segment capex [EURm] 23.0



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Q1'19

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Q1'20

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### **General Summary**

- 2 stores opened in 1Q'20 vs. no openings last year.
- 74 restaurants in total as of end of March with ca. 93% operational and opened for delivery and starting dine-in.
- Sales down by 49.7% to EUR 9.9 million.
- EBITDA reached EUR (0.2) million and margin was at (2.4%) compared to 23.8% last year.
- Results were driven by first restrictions implemented in the second half of January and casual dining segment focused on dine-in.
- Segment delivery sales increased nearly 13x compared to last year.



0.6

1Q'19

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0.2

1Q'20

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#### Some of the measures taken:

- **SPAIN**: ERTE program launched in Spain covers 3 288 employees. Under the ERTE, the employees remain employed with AmRest with suspended salary and at the same time receive unemployment benefits from social authorities of up to 70% of their normal salary.
- **POLAND**: Measures were taken with respect to 4 050 employees of AmRest Polish companies: (1) introduction of reduced working hours and salary by 20% (2 897 employees), (2) introduction of economic downtime (3 936 employees), (3) application for compensation for the protection of workplaces from the funds of the Fund of Guaranteed Employee Benefits to co-finance the remuneration of employees affected by economic downtime or reduced working hours as a result of COVID-19.
- **FRANCE**: Introduced "partial activity" technical unemployment government program for 4 188 employees. Employees are partially or 100% unemployed by the Companies. There is suspension of the employment contract, the gross salary is however maintained at 70%. The employee social security contributions are also reduced, which allows to receive 84% of net salary. The government reimburses 100% of the salary paid to employees in partial activity.
- **GERMANY**: Reduced working hours (Kurzarbeitergeld) salary government reimbursement program has been introduced for approx. 3 000 employees. The government reimburses 60% of the employee's net salary and social contributions.
- **CZECHIA**: Applied for the government aid under special COVID-19 regulations. There are two separate programs: (1) employees on downtime between 13 March and 31 May 2020: 80% of salary and social contribution reimbursed by the government (1 600 employees covered), (2) employees with 40% reduction of working hours between 13 March and 31 May 2020: 60% of salary and social contribution reimbursed by the government (80 employees covered).
- LIQUIDITY: In April Spanish and French subsidiaries of AmRest Holdings SE applied for and received state supported bank loans, guaranteed by the governments in 70% and 90%, respectively. In total EUR 75m has been granted with tenors of 3 and 5 years with 1-year grace period.

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# Appendix

Investor Presentation Q1'20 18.05.2020

### **Restaurants portfolio**



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### **AmRest footprint**



# Equity | # Franchise

Country	KFC	<b>(</b>	REAL	Ø	La Tagliatelli	0	蓝蛙	BACOA	Кавв	Virtual Brands	Total
Poland	283   -	155   -	45   -	73   -	-   -	-   -	-   -	-   -	-   -	3   -	559   0
Czechia	105   -	17   -	20   -	49   -	-   -	-   -	-   -	-   -	-   -	-   -	191   0
Hungary	70   -	26   -	-   -	34   -	-   -	-   -	-   -	-   -	-   -	-   -	130   0
Romania	-   -	-   -	3   -	52   -	-   -	-   -	-   -	-   -	-   -	-   -	55   0
Spain	82   -	-   -	-   -	-   -	74   163	4   2	5   2	4   6	-   -	-   -	169   173
Germany	27   -	12   75	-   -	142   20	2   -	0   3	-   -	-   -	-   -	-   -	180   100
France	70   -	14   108	-   -	-   -	5   1	91   36	-   -	-   -	-   -	-   -	179   146
Other*	30   0	3   0	6   0	23   0	3   0	22   24	0   0	0   0	0   0	-   -	86   25
Total	667   0	227   183	74   0	373   20	84   164	117   65	5   2	4   6	0   0	2   -	1549   444

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\*Austria, Belgium, Bulgaria, Croatia, Italy, Luxembourg, Portugal, Saudi Arabia, Serbia, Slovakia, Slovenia, Switzerland, UAE, UK



#### # Equity | # Franchise

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Country	KFC		<b>1</b>		La Tagliatella		蓝蛙	BACOA	KABB	Total
China	-   -	-   -	-   -	-   -	-   -	-   -	68   4	-   -	2   -	70   4
Russia	205   -	39   30	-   -	-   -	-   -	-   -	-   -	-   -	-   -	244   30
Armenia	-   -	0   2	-   -	-   -	-   -	-   -	-   -	-   -	-   -	0   2
Azerbaijan	-   -	0   3	-   -	-   -	-   -	-   -	-   -	-   -	-   -	0   3
Total	205   0	39   35	0   0	0   0	0   0	0   0	68   4	0   0	2   0	314   39



## **Key figures**

			Q1 20	019	Q2 20	)19	Q3 20	019	Q4 20	)19	Q1 2020	TTM <sup>[4]</sup>
mEUR	Q3 2018	Q4 2018	non IFRS16	IFRS16	IFRS16	IFRS16						
Revenue	392.3	442.9	444.9	444.9	482.8	482.8	504.8	504.8	529.0	529.0	411.9	1 928.5
Revenue growth [1]	23.2%	23.3%	28.1%	28.1%	32.5%	32.5%	28.7%	28.7%	19.4%	19.4%	(7.4%)	(1.7%)
EBITDA	49.7	48.3	42.1	76.8	52.4	89.0	63.4	100.6	89.9	128.0	42.6	360.2
EBITDA margin	12.7%	10.9%	9.5%	17.3%	10.9%	18.4%	12.5%	19.9%	17.0%	24.2%	10.3%	18.7%
Adjusted EBITDA <sup>[2]</sup>	51.6	55.4	44.0	78.4	55.1	91.5	66.1	102.9	58.7	96.4	43.6	334.4
Adjusted EBITDA margin	13.2%	12.5%	9.9%	17.6%	11.4%	19.0%	13.1%	20.4%	11.1%	18.2%	10.6%	17.3%
EBIT	27.6	18.6	14.6	17.4	21.6	17.8	34.9	37.8	29.0	32.6	(23.6)	64.6
EBIT margin	7.0%	4.2%	3.3%	3.9%	4.5%	3.7%	6.9%	7.5%	5.5%	6.2%	(5.7%)	3.3%
Profit for the period <sup>[3]</sup>	18.0	10.7	6.3	3.7	12.8	6.7	23.1	16.8	38.5	38.0	(41.6)	19.9
Profit for the period margin	4.6%	2.4%	1.4%	0.8%	2.7%	1.4%	4.6%	3.3%	7.3%	7.2%	(10.3%)	1.0%
Net debt	379.0	545.9	579.4	-	595.8	-	598	-	616.4	-	629.8	629.8
Leverage ratio	2.3	3.0	3.1	-	3.0	-	2.9	-	2.9	-	3.6	3.6

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

[2] EBITDA adjusted for new openings expenses (Start-up costs), M&A expenses (all material expenses connected with successful acquisition covering professional services (legal, financial, other) directly connected with transaction, profit/loss on sale of shares or entities and effect of SOP exercise method modification (difference in accounting cost of employee benefits accounted under cash settled versus equity settled option plan).

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[3] Attributable to AmRest shareholders

[4] Trailing 12 months



#### Segment breakdown Q1

Q1	2020	% of sales	2019	% of sales	Q1	2020	% of sales	2019	% of sales
							Margin		Margin
SALES	411.9		444.9		Adj. EBITDA**	43.6	10.6%	78.4	17.6%
Poland	100.8	24.5%	104.6	23.5%	Poland	14.3	14.2%	19.4	18.5%
Czech Republic	42.0	10.2%	43.8	9.8%	Czech Republic	8.4	20.0%	11.6	26.4%
Hungary	24.8	6.0%	24.5	5.5%	Hungary	4.6	18.6%	5.6	23.0%
Other CEE	14.2	3.4%	12.9	2.9%	Other CEE	2.2	15.2%	2.4	19.0%
Total CEE	181.8	44.2%	185.8	41.8%	Total CEE	29.5	16.2%	39.0	21.0%
Russia	49.1	11.9%	43.9	9.9%	Russia	7.6	15.4%	8.3	19.0%
Spain	57.3	13.9%	65.0	14.6%	Spain	9.6	16.7%	16.7	25.6%
Germany	34.6	8.4%	40.5	9.1%	Germany	(0.8)	(2.3%)	3.9	9.6%
France	64.5	15.7%	75.0	16.9%	France	1.3	2.1%	7.7	10.3%
Other Western Europe	8.5	2.1%	10.2	2.3%	Other Western Europe	1.1	13.1%	1.3	12.5%
Western Europe	164.9	40.0%	190.7	42.9%	Western Europe	11.2	6.8%	29.6	15.5%
China	9.9	2.4%	19.7	4.4%	China	(0.2)	(2.0%)	4.8	24.3%
Other	6.2	1.5%	4.8	1.1%	Other	(4.5)	-	(3.3)	(66.9%)
EBITDA*	42.6	10.3%	76.8	17.3%	EBIT	(23.6)	(5.7%)	17.4	3.9%
Poland	13.9	13.8%	19.0	18.1%	Poland	(0.7)	(0.7%)	5.1	4.9%
Czech Republic	8.3	19.8%	11.4	26.0%	Czech Republic	2.0	4.8%	6.1	14.0%
Hungary	4.5	18.2%	5.4	21.8%	Hungary	0.7	2.8%	2.1	8.6%
Other CEE	2.0	13.8%	2.2	18.0%	Other CEE	(1.4)	(10.0%)	(0.3)	(2.9%)
Total CEE	28.7	15.8%	38.0	20.5%	Total CEE	0.6	0.3%	13.0	7.0%
Russia	7.5	15.3%	8.2	18.7%	Russia	(0.5)	(1.1%)	1.0	2.4%
Spain	9.5	16.6%	16.5	25.4%	Spain	0.9	1.6%	8.1	12.5%
Germany	(0.9)	(2.6%)	3.7	9.0%	Germany	(8.0)	(23.1%)	(3.4)	(8.4%)
France	1.4	2.2%	7.7	10.2%	France	(7.0)	(10.8%)	1.7	2.3%
Other Western Europe	1.1	12.6%	1.2	12.5%	Other Western Europe	0.1	0.6%	0.6	5.2%
Western Europe	11.1	6.7%	29.1	15.3%	Western Europe	(14.0)	(8.5%)	7.0	3.7%
China	(0.2)	(2.4%)	4.7	23.8%	China	(5.0)	(50.2%)	(0.1)	(0.4%)
Other	(4.5)	-	(3.2)	-	Other	(4.7)	-	(3.5)	-

\* EBITDA – Operating profit before depreciation, amortization and impairment losses

\*\* Adj. EBITDA - EBITDA adjusted for new openings expenses (Start-up costs), M&A expenses (all material expenses connected with successful acquisition covering professional services (legal, financial, other) directly connected with transaction) and effect of SOP exercise method modification (difference in accounting cost of employee benefits accounted under cash settled versus equity settled option plan).

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### **Financial statement**

#### EBITDA bridge Q1

	3 months ended 3	1 March 2020	3 month	is ended	ΥοΥ
EBITDA BRIDGE Q1	with IFRS16	impact	31 Mar	IFRS16 impact excluded	
	Amount	% of sales	Amount	% of sales	% of change
Profit/(loss) for the period	(42.3)	(10.3%)	3.8	0.9%	-
+ Finance costs	24.6	6.0%	10.7	2.4%	129.9%
– Finance income	0.2	0.0%	0.4	0.1%	(50.0%)
+ Income tax expense	(5.7)	(1.4%)	3.3	0.7%	(272.7%)
+ Depreciation and Amortisation	64.5	15.7%	58.8	13.2%	9.7%
+ Impairment losses	1.7	0.4%	0.6	0.1%	183.3%
EBITDA	42.6	10.3%	76.8	17.3%	(44.5%)
+ Start-up expenses*	1.0	0.2%	1.6	0.4%	(37.5%)
+ M&A related expenses	0.0	0.0%	0.0	0.0%	na
+/- Effect of SOP exercise method modification	0.0	0.0%	0.0	0.0%	na
– Indirect taxes adjustments	0.0	0.0%	0.0	0.0%	na
Adjusted EBITDA	43.6	10.6%	78.4	17.6%	(44.4%)

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\*Start-up expenses – all material operating expenses incurred in connection with new restaurants opening and prior to the opening.

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### **Financial statement**

#### **Balance sheet**

**FC** 

Assets	31-Mar-20	31-Dec-19	Diff
PPE	555.0	584.9	(29.9)
Right-of-use	821.3	852.7	(31.4)
Goodwill	342.2	350.2	(8.0)
Intangible	249.4	253.5	(4.1)
Investment properties	4.9	5.2	(0.3)
Financial assets	76.2	76.2	0.0
Deferred tax assets	29.5	22.4	7.1
Other non-current	23.5	25.1	(1.6)
Total non-current	2 102.0	2 170.2	(68.2)
Inventories	27.5	29.9	(2.4)
Trade and other receivables	67.4	104.6	(37.2)
Other current	22.2	24.1	(1.9)
Cash and equivalents	144.7	106.2	38.5
Total current	261.8	264.8	(3.0)
Total	2 363.8	2 435.0	(71.2)

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Equity and liabilities	31-Mar-20	31-Dec-19	Diff
Total equity	410.4	476.7	(66.3)
Loans	101	656	(555.0)
Lease	703.5	719.4	(15.9)
Provisions	21.9	22.8	(0.9)
Deferred tax	48.9	51.4	(2.5)
Other non-current	9.1	9.8	(0.7)
Non-current liabilities	884.4	1 459.4	(575.0)
Loans	671.1	64.1	607.0
Lease	150.3	144.7	5.6
Trade and other payables	237.7	279.5	(41.8)
Corporate tax liabilities	9.9	10.6	(0.7)
Current liabilities	1 069.0	498.9	570.1

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### **Financial statement**

#### Cash flow Q1

Operating and investing	31-Mar-20	31-Mar-19
Profit/(loss) before tax	(48.0)	7.1
D&A	64.5	58.8
Net interest	11.0	9.7
FX	12.7	(0.1)
Share-based payments	2.5	2.3
Working capital change	(3.4)	(20.0)
Change in receivables	13.4	(10.3)
Change in inventories	1.4	2.1
Change in other assets	0.6	(2.1)
Change in payables and liabilities	(18.8)	(9.7)
Other	(0.4)	0.9
Income tax paid	(2.0)	(2.2)
Net cash from operating	36.9	56.5
Proceeds from PP deal	20.0	0.0
Purchases of PPE	(32.8)	(37.4)
Purchases of intangible	(1.3)	(7.4)
Net cash from investing	(14.1)	(44.8)

Financing	31-Mar-20	31-Mar-19
Shares-based transactions	-	(0.4)
Proceeds from loans	81.6	34.2
Repayments of loans	(21.8)	(12.6)
Lease payments	(43.4)	(35.2)
Interest net	(3.8)	(3.2)
Transactions with non- controlling	(0.2)	(5.3)
Net cash from financing	12.4	(22.5)

Change in cash	35.2	(10.8)
FX	3.3	(0.4)
Balance sheet change	38.5	(11.2)
Cash and equivalents	144.7	107.2

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### Factsheet





Listing details	
Listing venues:	Warsaw (since 2005) Madrid (since 2018)
ISIN:	ES010537500
Shares issued:	219.6m

Analyst coverage	
Berenberg	Raiffeisen Bank
WOOD&CO	Noble
РКО ВР	JB Capital
mBank	Erste
Pekao Bank	BDM
Santander	Ahorro Corporación
Ipopema	

\*FCapital Dutch B. V. is the dominant entity of FCapital Lux (holding 56 509 547 AmRest shares) and the subsidiary of Finaccess Capital, S.A. de C.V. Grupo Finacces SAPI de CV is the directly dominant entity of Finaccess Capital, S.A. de C.V. and a 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 a member of the AmRest Board of Directors. \*\* last update as of 31-12-2019

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