

Americana Restaurants announces H1 2024 results, reports \$1.05 billion in Revenue

- Reported Revenue of \$1.05 billion and Adjusted EBITDA of \$232.7 million, resulting in 22.1% EBITDA margin
- Net profit attributable to the Shareholders of the Parent Company stood at \$80.0 million
- 81 gross new store openings during first half of 2024, increasing the total Restaurant count to 2,477. 36 new restaurants under construction

Abu Dhabi and Riyadh, 30 July 2024: Americana Restaurants International PLC (“Americana Restaurants” or the “Company”) (ADX symbol: AMR/ ISIN: AEE01135A222) (Saudi Stock Exchange symbol: 6015), the largest out-of-home dining and quick service restaurant operator in the Middle East & North Africa (“MENA”) and Kazakhstan, today announced its financial results for the six months ended 30 June 2024.

The Company reported revenues of \$1.05 billion, a decrease of 15.2% year-on-year. Revenue growth was impacted by lower like-for-like sales due to the ongoing regional geopolitical situation, despite support from new store openings.

Net profit (attributable to the shareholders of the Parent Company) for the first half of 2024 was \$80.0 million. Net profit was impacted due to lower sales, and incremental depreciation charges on account of new store openings during the period.

In Q2 2024, compared to Q2 2023, revenue declined 14.2%. However, compared to Q1 2024, the Company observed 13.3% growth in revenue, on account of recovery seen in some of its markets, fewer Ramadan days, further supported by both Eid events falling in the second quarter. Similarly, net profit declined 40.1% compared to Q2 2023, however, net profit increased by 85.3% compared to Q1 2024.

Business Resilience Amid Market Challenges

Despite implementing value-based promotions as a strategic effort to drive transaction momentum, gross margins improved in Q2 2024 driven by favourable commodity prices and procurement and revenue management initiatives.

Furthermore, the Company continued to expand its restaurant network by selectively expanding in less impacted markets and opened 81 gross new stores in the first half of 2024, bringing its total restaurant count to 2,477 as of 30 June 2024.

Financial Highlights

\$ millions	H1 2024	H1 2023	Change %
Revenue	1,052.8	1,241.5	(15.2%)
Adjusted EBITDA	232.7	291.7	(20.2%)
Adjusted EBITDA Margin (%)	22.1%	23.5%	
Net Profit (attributable to the shareholders of the Parent Company)	80.0	144.8	(44.8%)
Adjusted Free Cash Flow	44.1	110.9	(60.2%)
Earnings per Share (\$)	0.0095	0.0172	(44.8%)

Balance Sheet & Cashflow

Americana Restaurants maintains a healthy balance sheet and a strong financial position. With an adjusted free cash flow of \$44.1 million for the first half of 2024 and a cash conversion ratio of 33.4%, the Company is well-positioned to meet its growth plans together with supporting its dividend policy.

Management Outlook

Americana Restaurants is strategically positioned for progressive expansion within its operational territories. However, in consideration of the evolving geopolitical environment, the Company has opted for a watchful approach to store expansion plans and expects to add 175 – 185 net new restaurants in 2024.

Additionally, the Company will continue to focus on revenue recovery initiatives such as smart pricing, targeting, promotion and marketing, with a sharp focus on driving transactions along with increasing marketing investments.

Further, the Company continues to do store-level and G&A platform optimization including enhancing sourcing efficiencies.

-Ends-

Earnings Conference Call

A conference call to present earnings, followed by a Q&A session, has been scheduled for Thursday, 1 August, 2024 at 17:00 (GST) / 14:00 (BST) / 9:00 (EDT). The call will be hosted by Amarpal Sandhu (CEO), Harsh Bansal (CFO & CGO) and Sonika Sahni (Head Investor Relations). Interested parties are invited to join the call by clicking [here](#).

About Americana Restaurants

Americana Restaurants is the largest out-of-home dining and quick service restaurant (QSR) operator in its 12 countries of operation across the Middle East, North Africa and Kazakhstan.

The Company's historic IPO on the Abu Dhabi Securities Exchange (ADX) and the Saudi Exchange in 2022 marked the region's first-ever concurrent dual-listing. Today, Americana Restaurants is a leading master franchisee and a food and beverage pioneer with decades-long heritage, an extensive geographic footprint, long-standing franchisor relationships and a diverse restaurant portfolio that spans the full out-of-home dining spectrum from QSR to fast casual, coffee and indulgence.

The Company's portfolio includes a range of iconic global brands, including KFC, Pizza Hut, Hardee's, Krispy Kreme, Peet's Coffee, Wimpy, TGI Friday's, Costa Coffee and Baskin Robbins. Americana Restaurants' customer-centric restaurant platform, which includes 20 proprietary SuperApps, allows customers to experience their favourite global restaurant brands and meals when they want, where they want and how they want.

For more information, please visit: www.americanarestaurants.com

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Legal notice and cautionary statement regarding forward looking information

This announcement includes statements that are, or may be deemed to be, "forward looking statements". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "expects", "intends", "plans", "may", "will" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts. They appear in a number of places and include, but are not limited to, statements regarding the Company's intentions, beliefs or current expectations concerning, amongst other things, results of operations, financial condition, liquidity, prospects, growth and strategies. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward looking statements are not guarantees of future performance and the actual results of operations, financial condition and liquidity, and the development of the industry in which the Company operates, may differ materially from those made in or suggested by the forward-looking statements set out in this announcement. Past performance of the Company cannot be relied on as a guide to future performance. The forward-looking statements contained in this document speak only as at the date of this document. The Company expressly disclaim any obligation or undertaking to update these forward-looking statements contained in the document to reflect any change in their expectations or any change in events, conditions or circumstances on which such statements are based unless required to do so by applicable law. No statement in this document is intended to be a profit forecast. As a result, you are cautioned not to place any undue reliance on such forward-looking statements. In addition, even if the results of operations, financial condition and liquidity of the Company, and the development of the industry in which the Company operates, are consistent with the forward-looking statements set out in this document, those results or developments may not be indicative of results or developments in subsequent periods.

The payment of dividends by the Company is subject to consideration by the Board of Directors of the cash management requirements of the Company. In addition, the Company expects that when deciding on dividend distribution, the Board of Directors will also consider market conditions, the then current operating environment in the markets in which the Company operates, and the outlook for the Company's business.