

# Conference Call.

2º Q 22

  
International Meal Company



“  
Restaurante  
*Bom  
tem  
Dono,*”

“GOOD RESTAURANT HAS OWNER”



# Highlights

vs 2Q 21

imc

Vendas Mesmas Lojas

**+21%**  
vs pré-pandemia

Net Sales

**+ 40%**  
R\$ 621M

EBITDA Margin

**14%**

EBITDA (R\$ MM)

**R\$ 87,5**  
+ 74%

Net Debt

**2.7 X**  
vs 3.0 Covenants

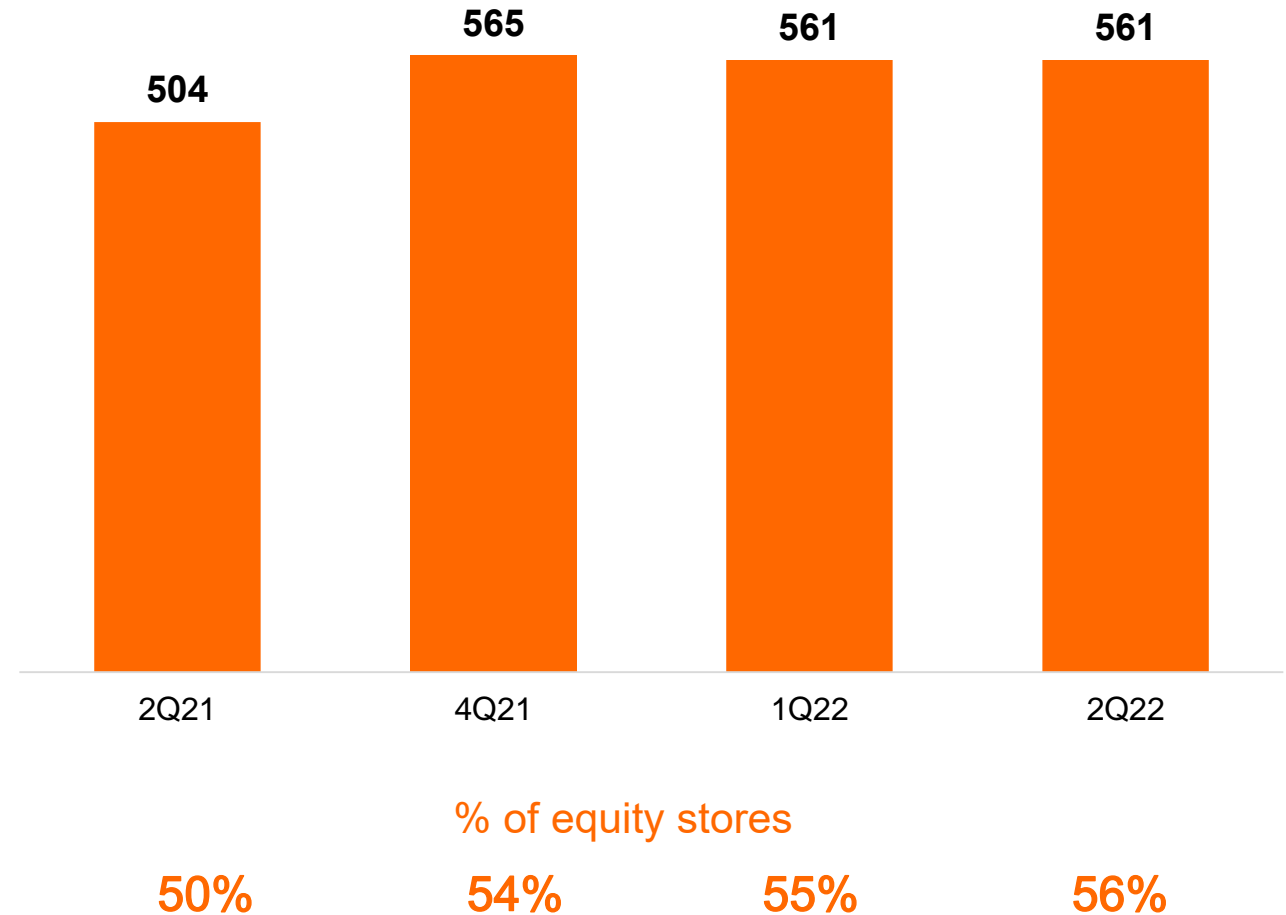


# Store units 2Q22

Total of

## 561 units

from 50% to 56% in equity stores



# Same Stores Sales

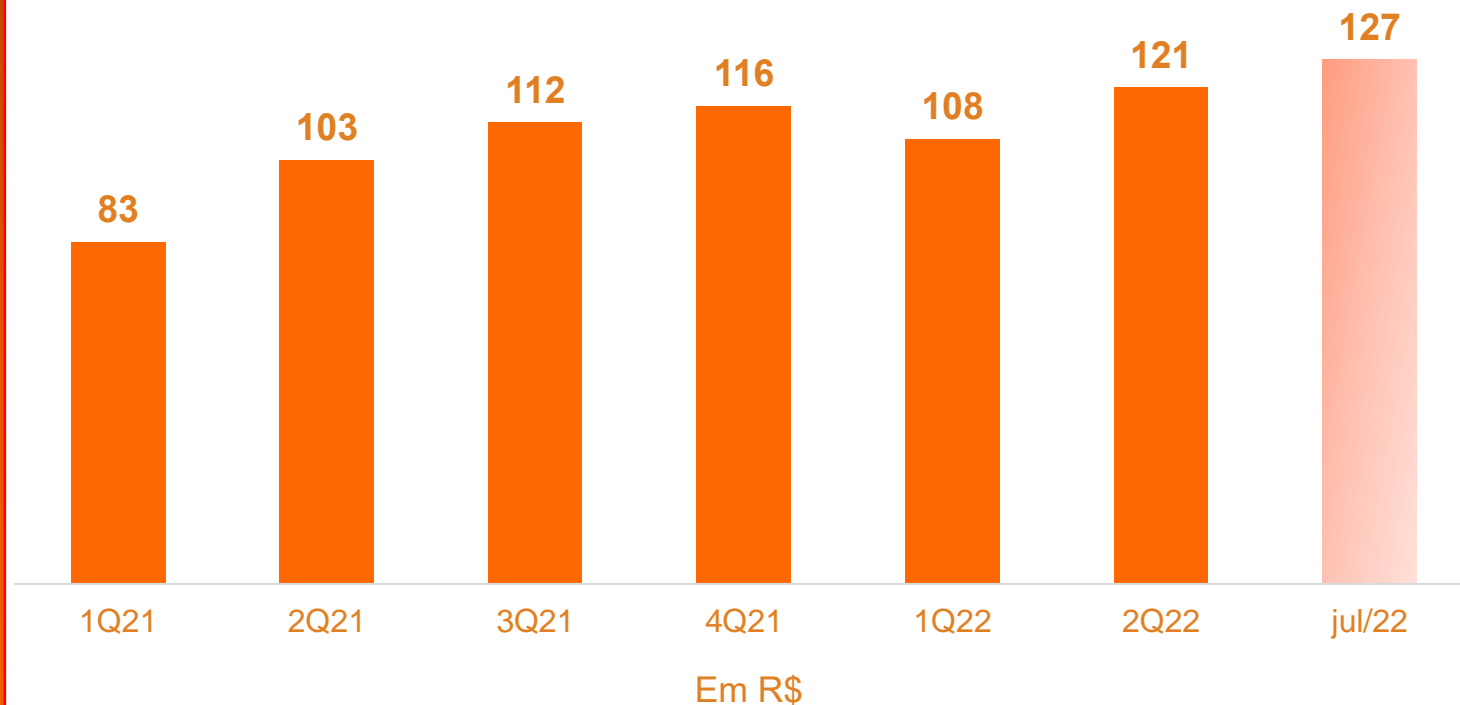


**2Q 22: + 21%**

**July : + 27%**

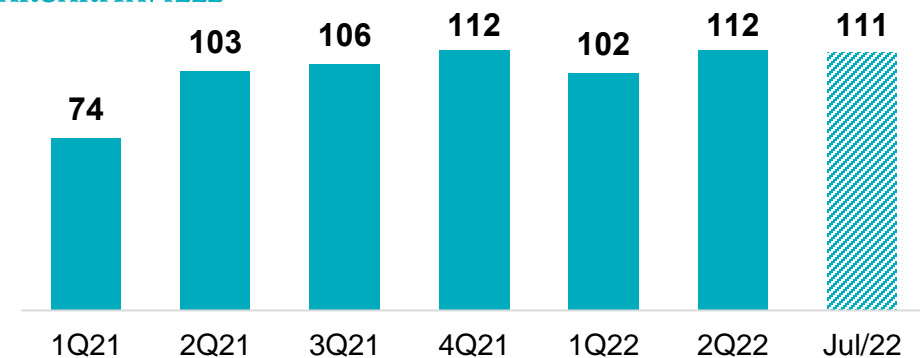
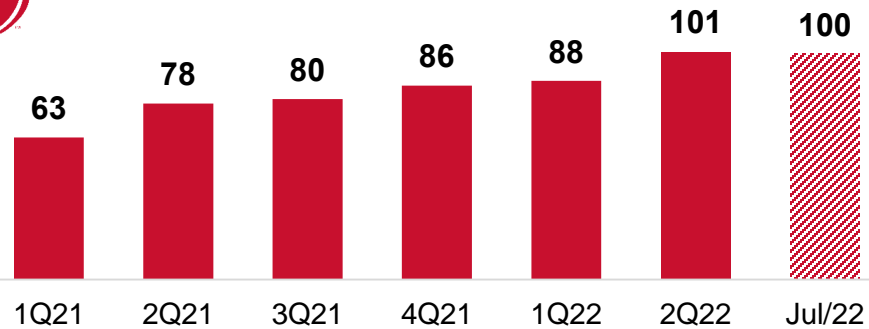
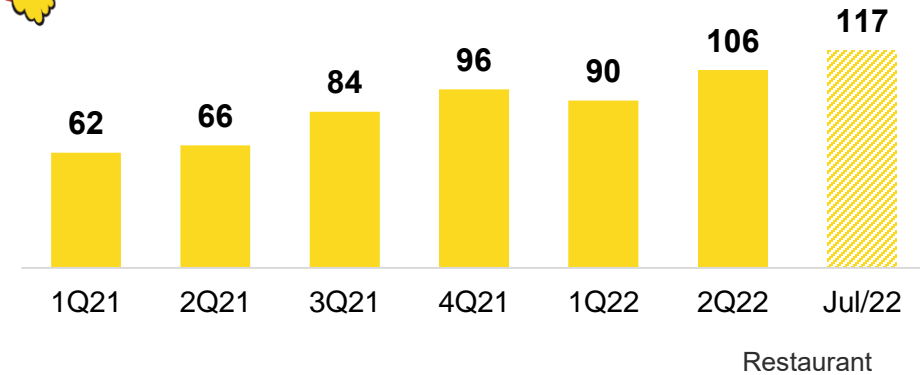
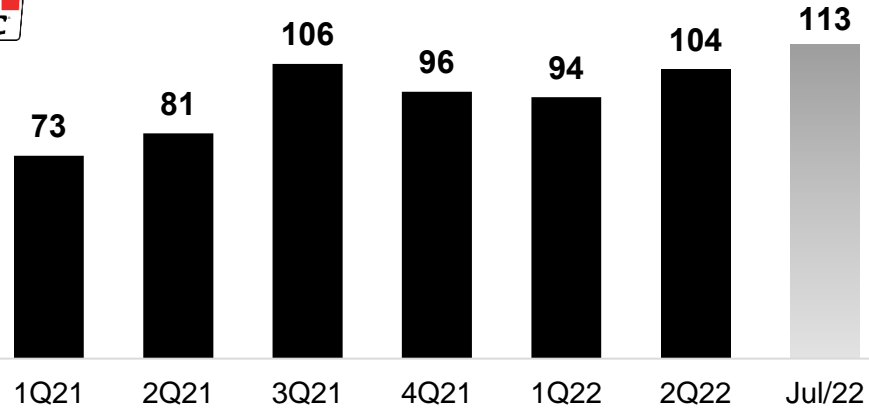
SSS higher than pre pandemic levels

Pre pandemic = base 100



# Same Store Sales

100 index vs. 2019



Constant currency

# Our brands



- Tradition on the highways
- Loyalty Program
- Core Focus: Products Icons
- Seasonality x Performance
- Price management
- New stores

# Our brands



→ **Preferred Brand in BR**

→ **Innovation: day parts**

→ **Own Channel Strengthening**

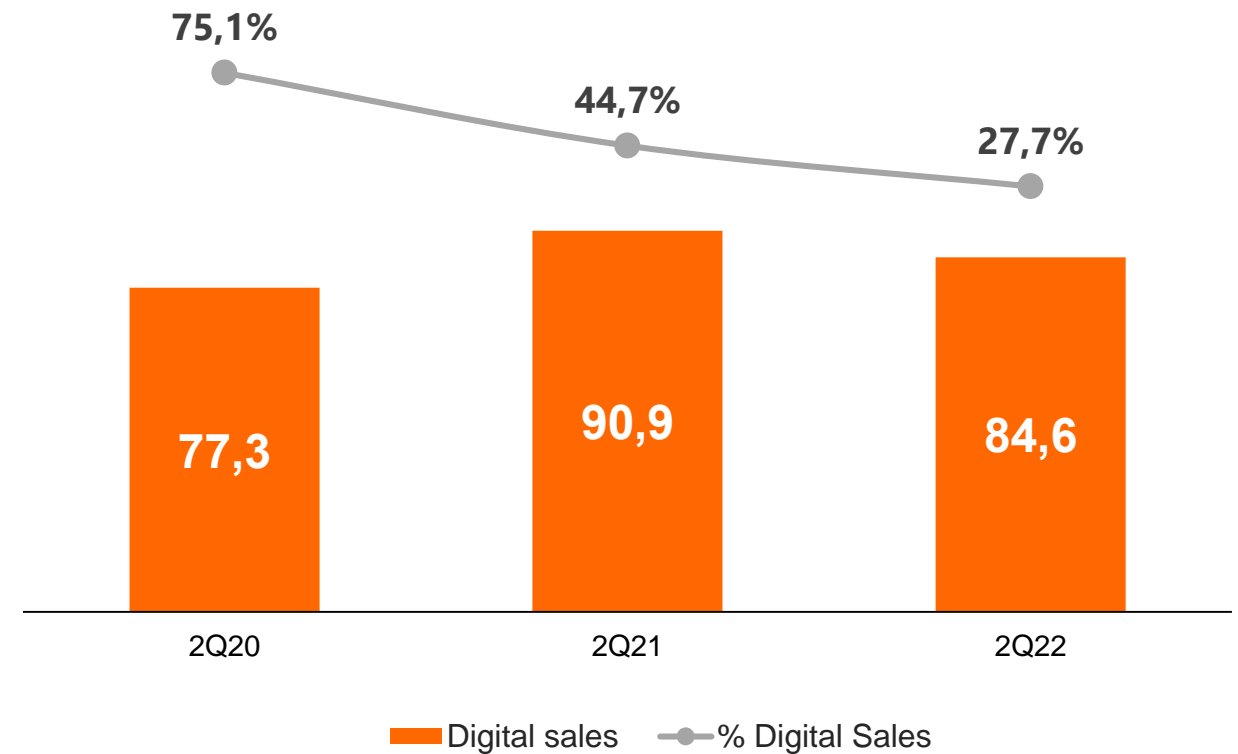
→ **Absolute leader in the segment**

→ **Innovations: Mix/margins**

→ **Launching new digital channels**

# Digital Sales

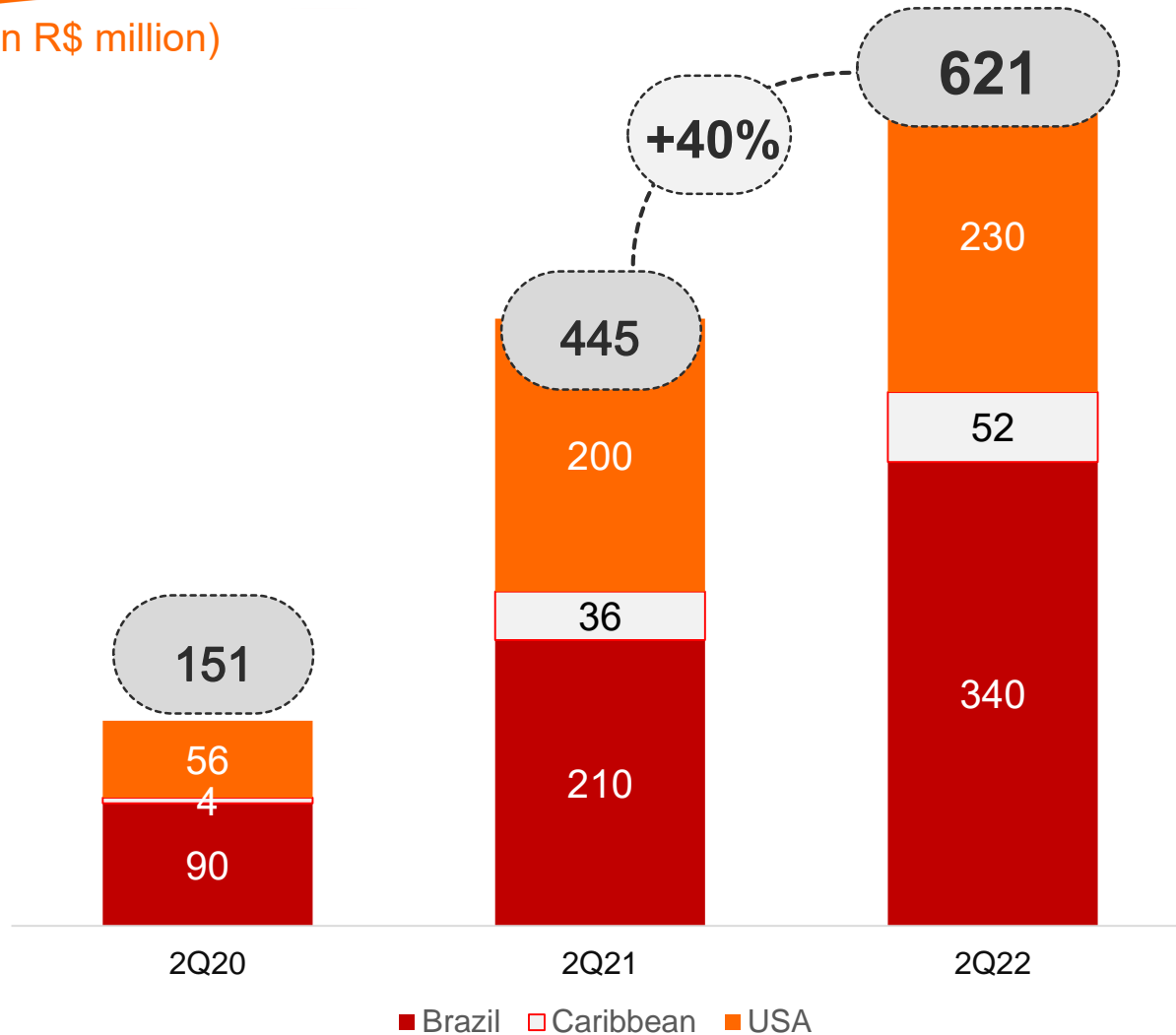
Store sales growth and Delivery at previous levels





# Company revenue

(in R\$ million)



Positive trajectory for all units



+ 62%

highlighting KFC, Pizza Hut and Frango Assado



+ 23% (USD)

new stores, increased traffic and pricing

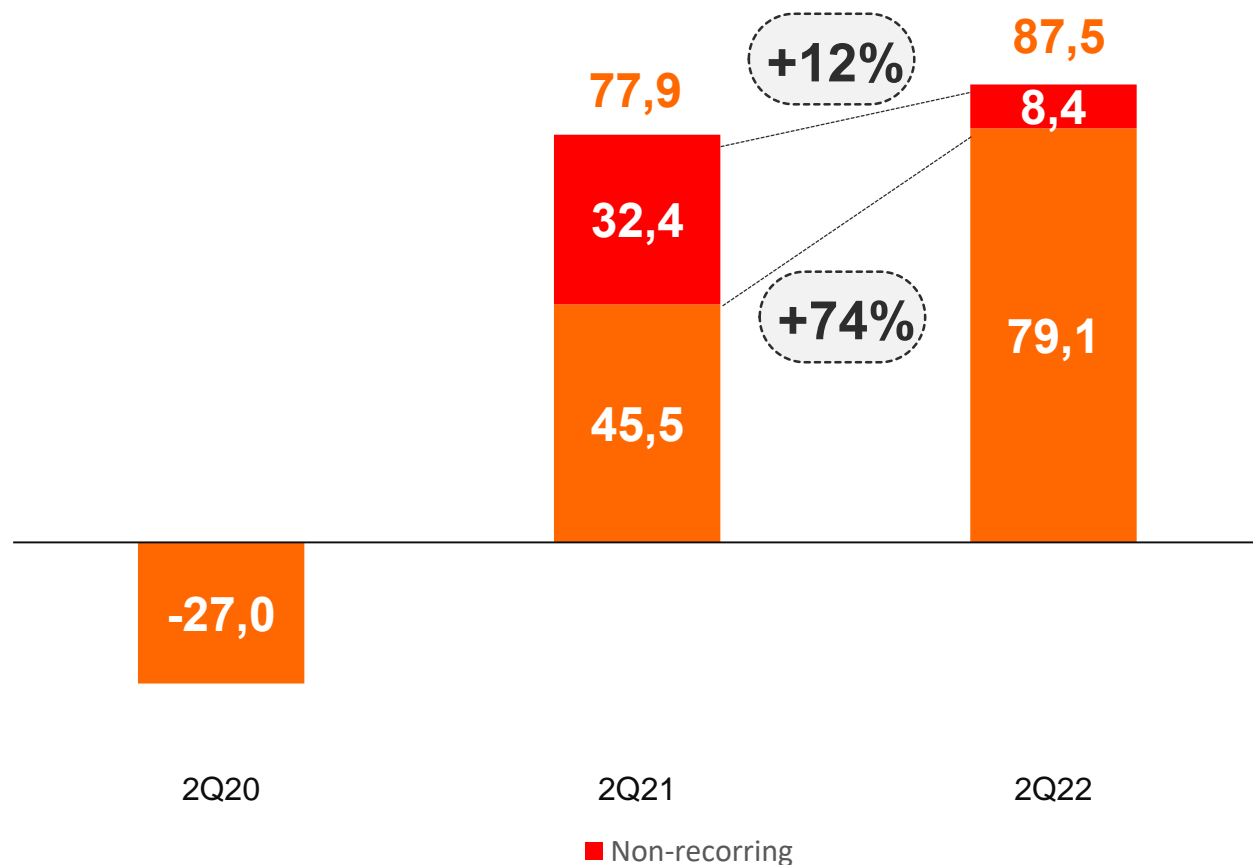


+ 45%

airport flow and catering Colombia

# Adjusted EBITDA

(in R\$ million)



## Adjusted non-current EBITDA growth of

# +74%

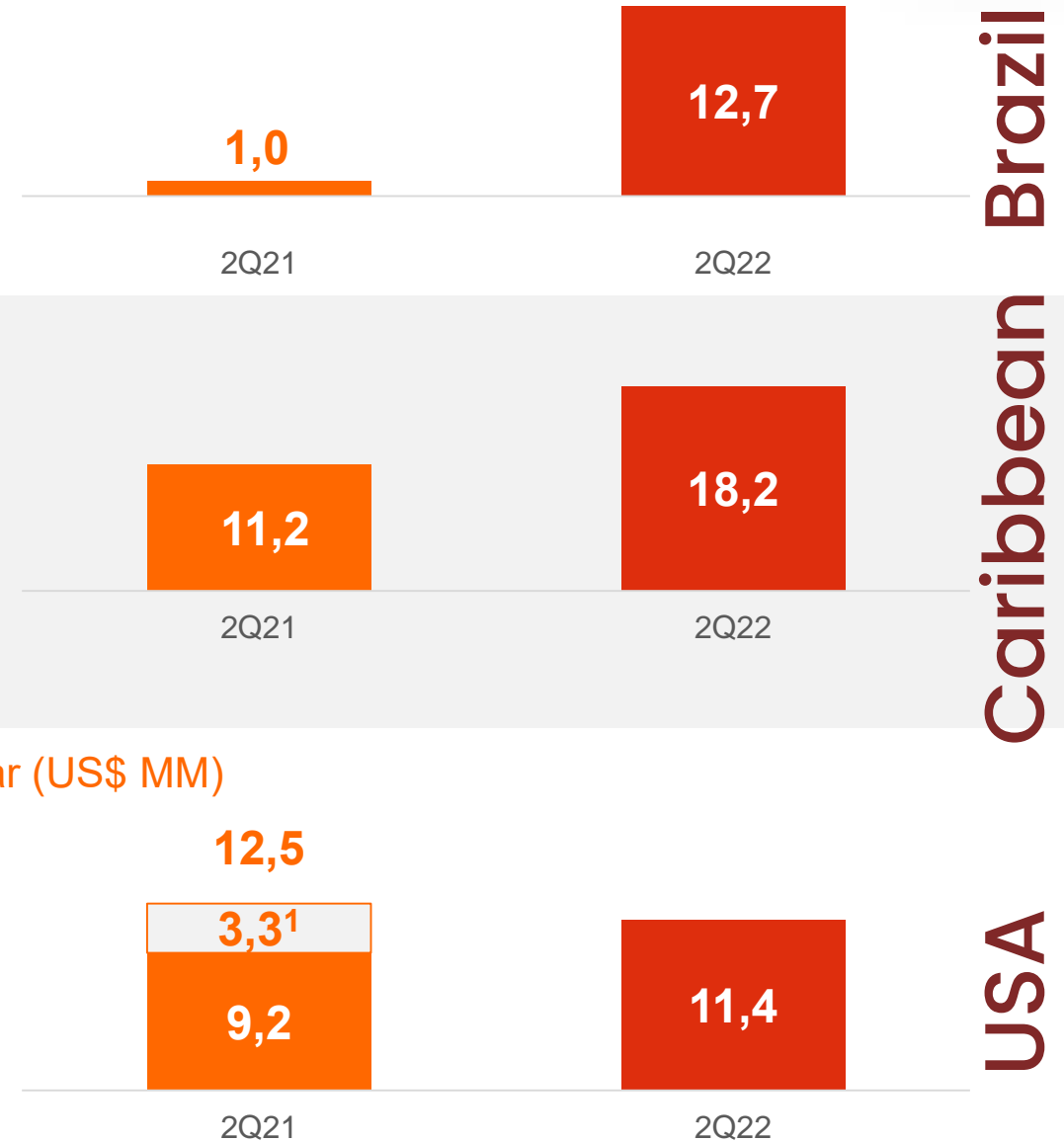
- 3 points expansion in EBITDA margin
- Revenue growth, cost and expenses management de custos and operational leverage
- Better operational margin in all brands and segment<sup>1</sup>

1- disregarding non-recurring effects such as PPP, tax credit, bonus provision

# EBITDA by region

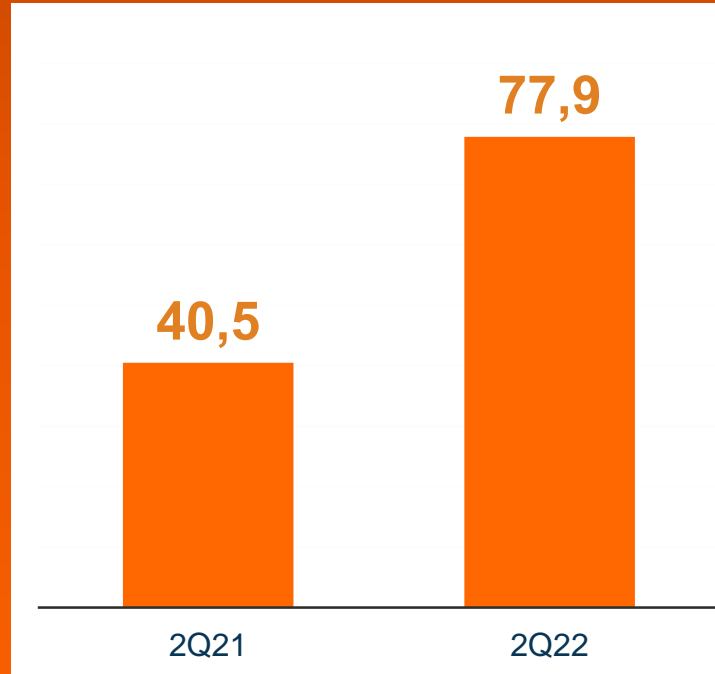
(in R\$ million)

- **Brazil:**  
Price management, Mix, higher flow
- **G&A:**  
Phasing and strengthening of strategic areas
- **USA:**  
US\$ 3.3 million in 2Q21 given the PPP

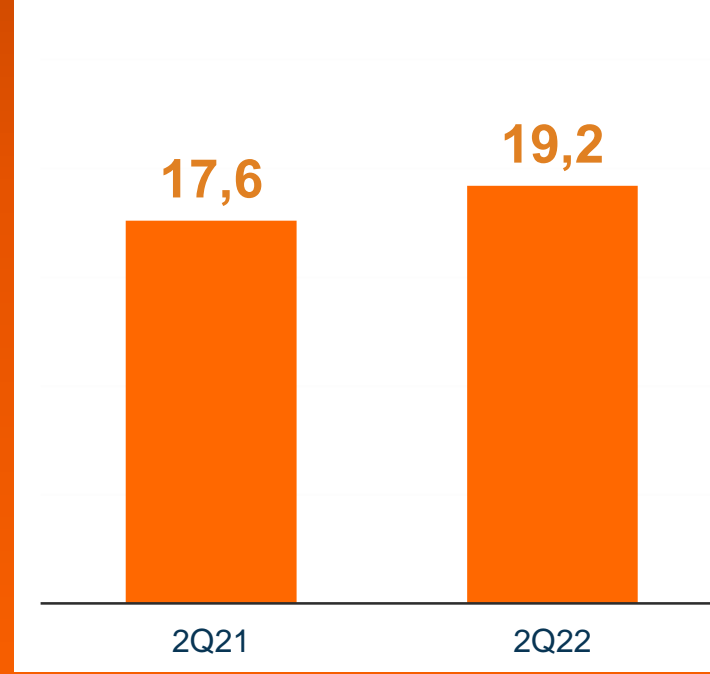


# Financial Results

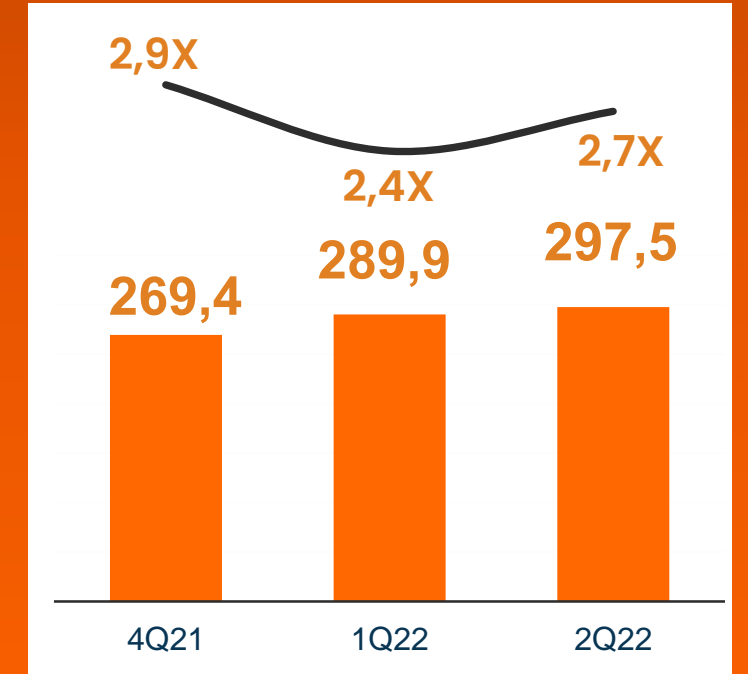
Operating Cash Flow



CAPEX

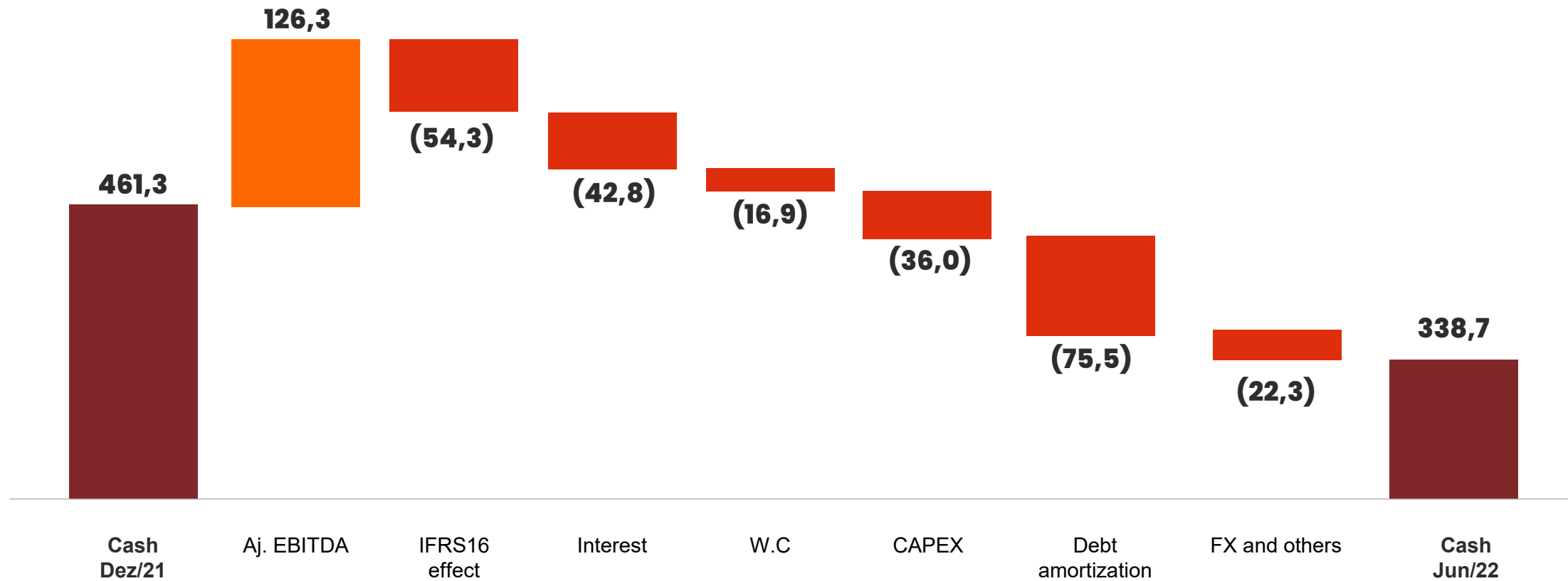


Net Debt/ Leverage



Covenant leverage (EBITDA exIFRS)

# Cash Flow







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**SONHO GRANDE**

# SER A MELHOR PLATAFORMA DE SERVIÇOS DE ALIMENTAÇÃO

Dream:

**BE THE BEST FOOD SERVICE PLATFORMA**

# How to get there?

BE THE BEST FOOD SERVICE PLATFORM

OPERATIONAL  
EFFICIENCY



BUSINESS  
SIMPLIFICATION



FINANCIAL  
DISCIPLINE



EXPANSION



 **PEOPLE AND CULTURE**

 **DIGITAL TRANSFORMATION**

 **ESG**



# Thank you!



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