IMC Results Q2 21

Highlights vs Q2 2020

Best IMC performance since 3Q19, driven by the sales recovery in the U.S. and Brazil.

R$ 445,4 M
Net Revenue
+195,8%

+ 202,4%
Same Store Sales

504
Total Stores
+12

R$ 77,9 M
EBITDA
n.a.

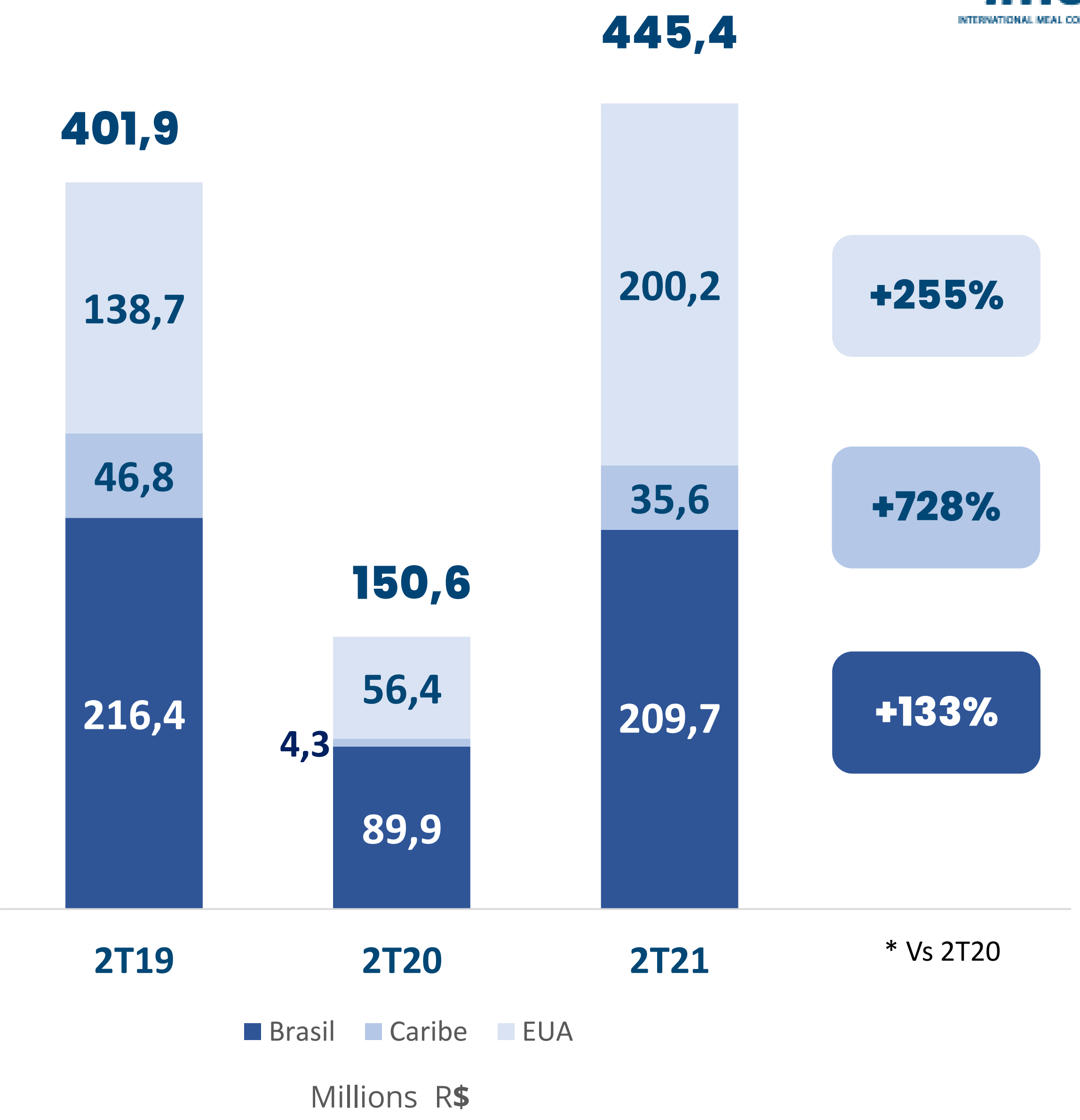
R$ 21,1 M
Profit
n.a.

R$ 163,2 M
Net Debt
-60,9%

Receita Global

- Solid sales performance from USA (+7.3% vs. 2Q19 in USD) and Panama business.
- Improved sales performance in delivery channel (+23% vs 2Q20)
- Gradual evolution in sales in Brazil (June Revenue +32% vs Abril)
- Road +1% vs 2019

  Airports/Others: -62% vs 2019



Pizza Hut

- Delivery Channel
  +13% vs Q1 21

- High value promotion improving average ticket
  +22% vs Q1 21

- Innovation ad Profitability
  5 new flavors

KFC

- Delivery
  +18% vs Q1 21

- New stores:
  + 5

- Revenue Management (Portfolio Mix)
  +28% bucket sales vs Q1 21

Delivery Chanel 2021 – Total IMC

- Delivery sales on Q2 contribbutes up tp 41% of the total sales for KFC and 45.9% for Pizza Hut.
- KFC's new agregators contribute to boost delivery results.
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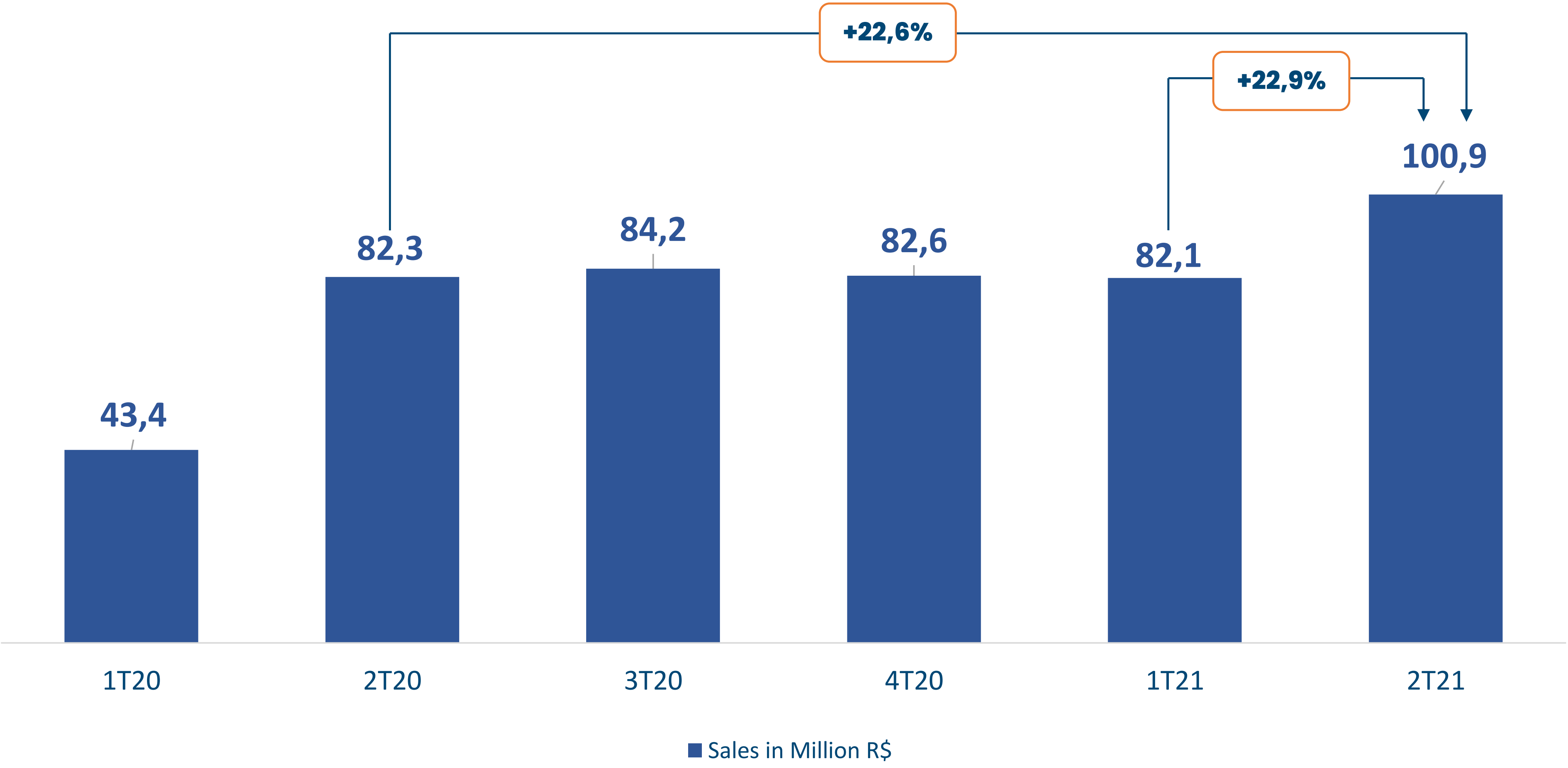
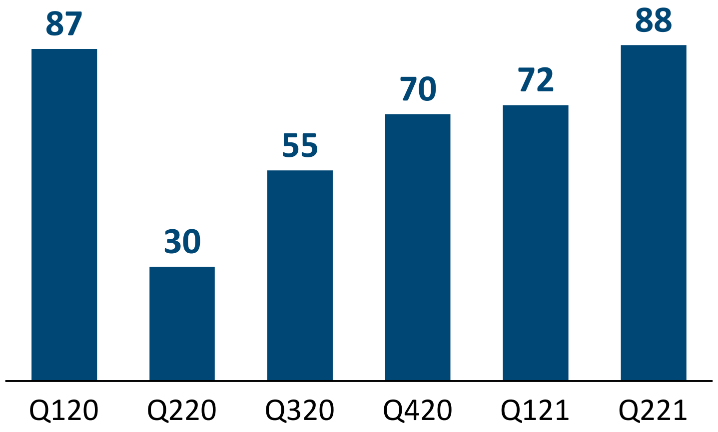
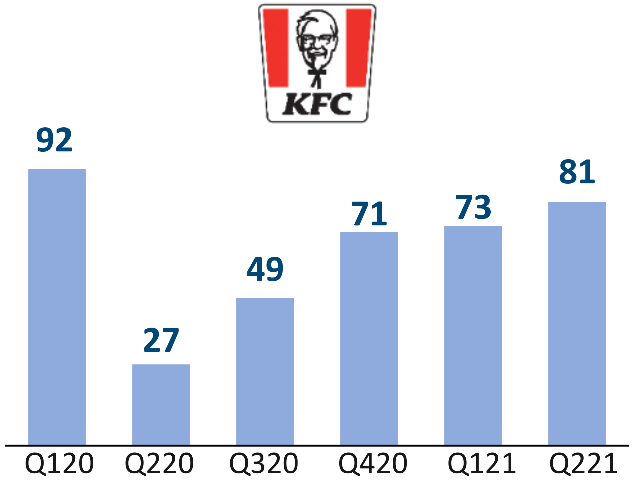
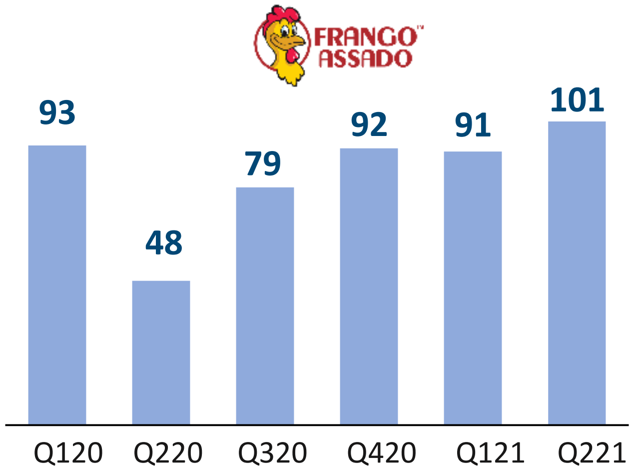


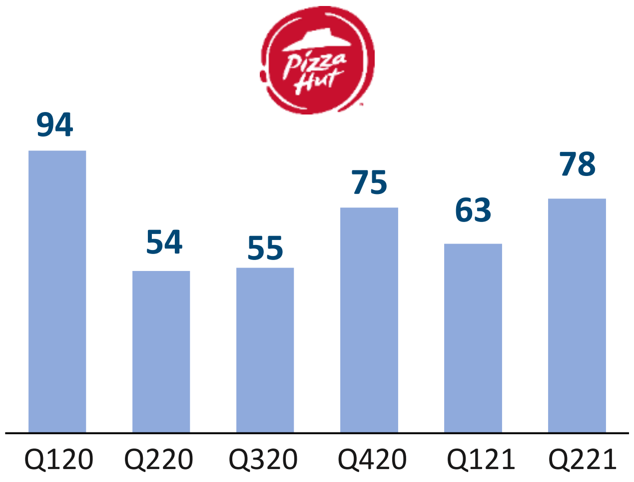
Same Store Sales

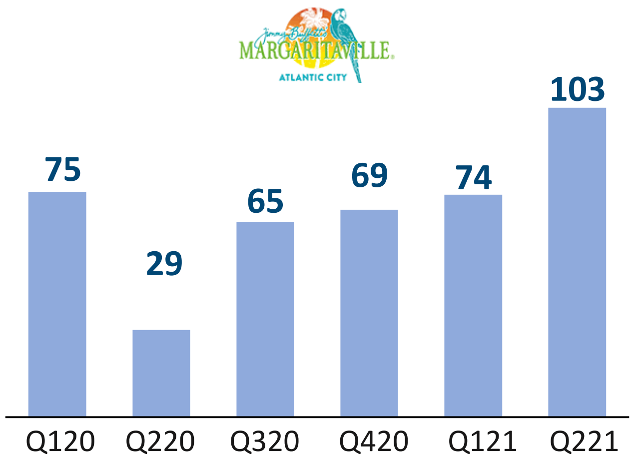
% sales in the same stores compared to the same period in 2019



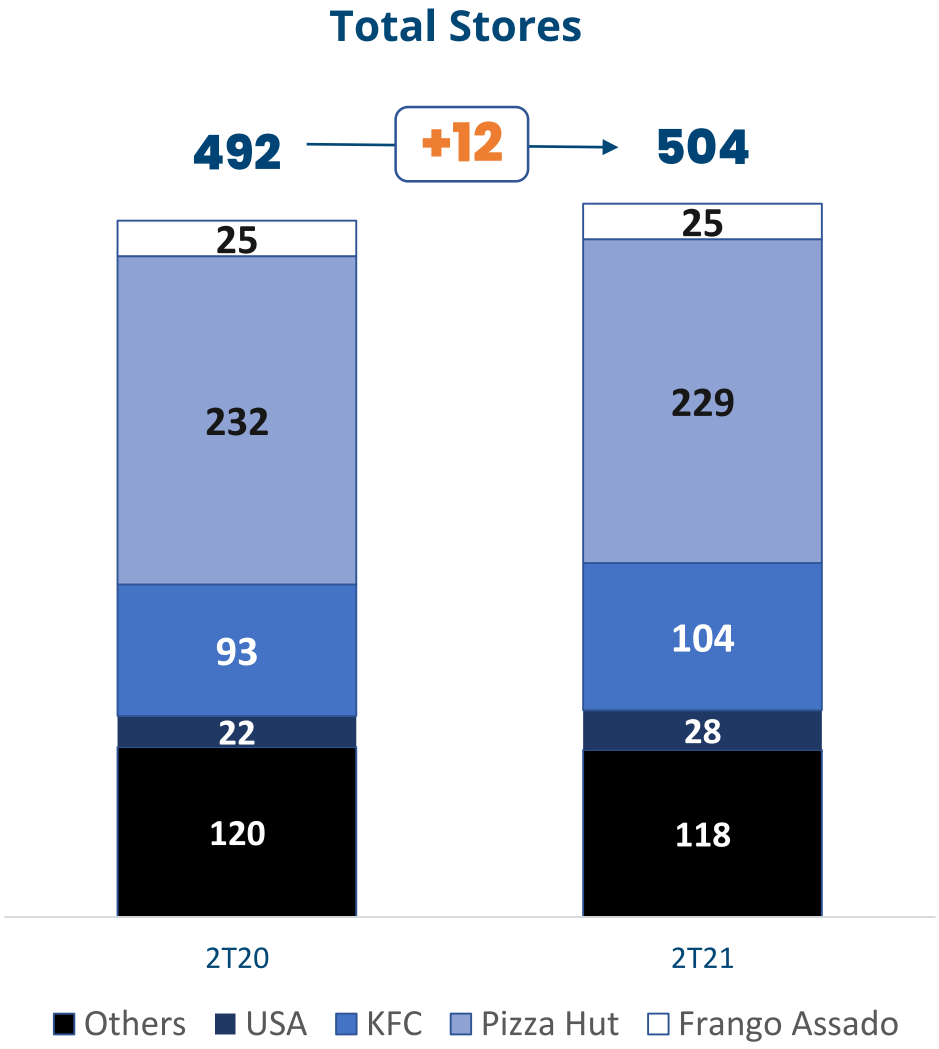


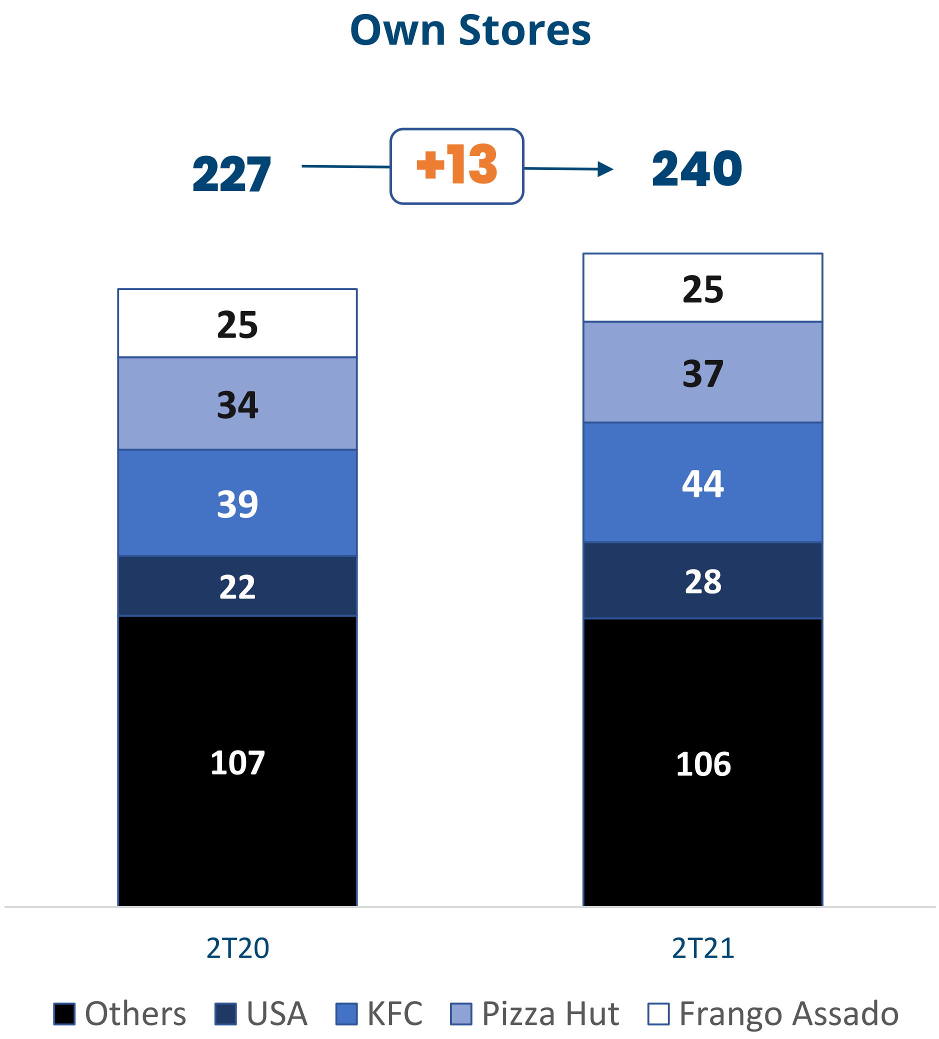






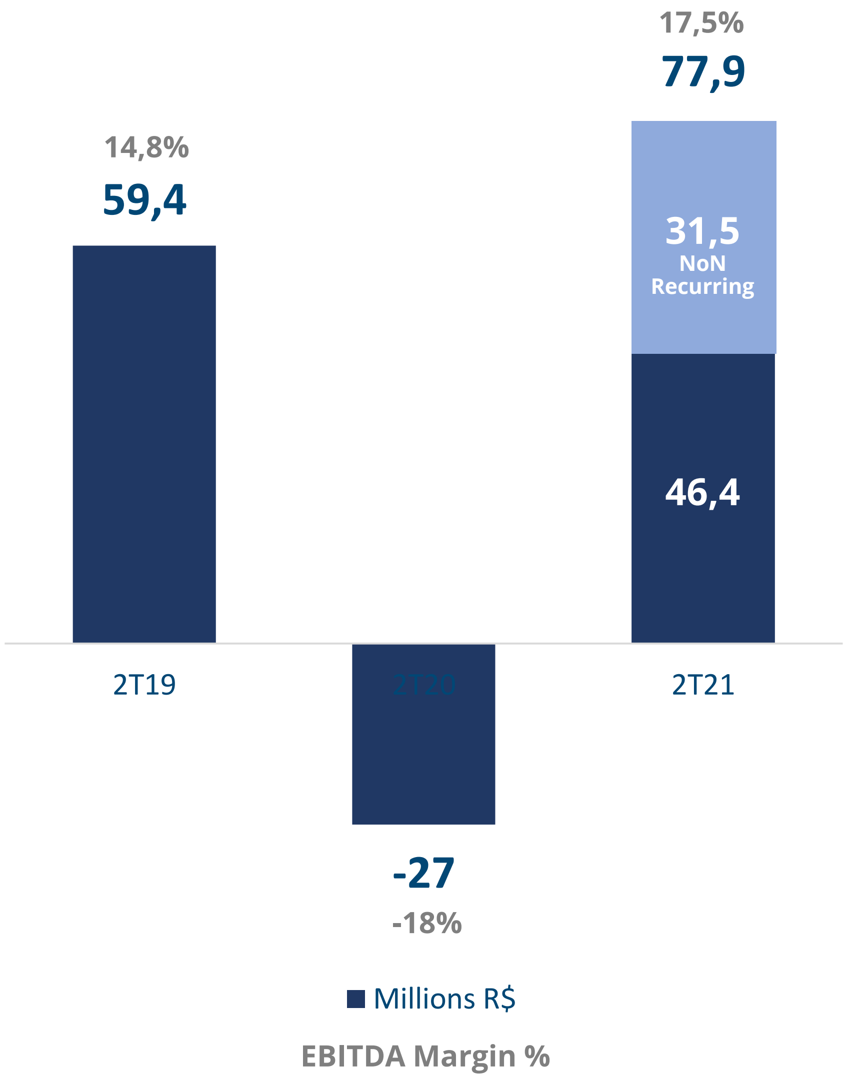
Stores vs Q2 20





Global EBITDA

- The best EBITDA performance since 3Q19
- Excellent performance from USA and Panama business
- Significant improvement in sales in Brazil throughout the 2nd quarter
- Strong operational leverage with EBITDA margin at 10.4% (ex non-recurring items)



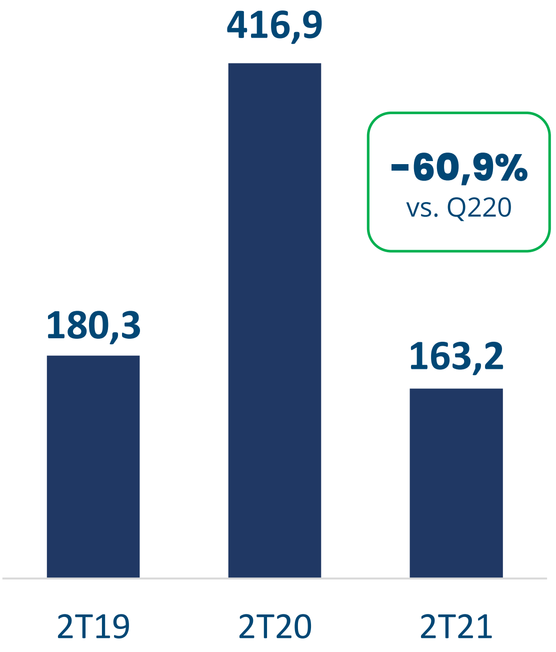
+388%
VS Q2 20

+272%
VS Q2 20

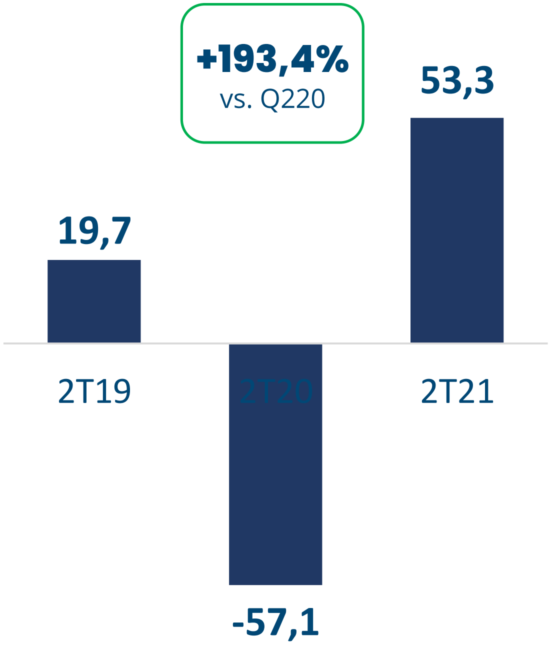
Debt and Cash Flow

MILLIONS R$

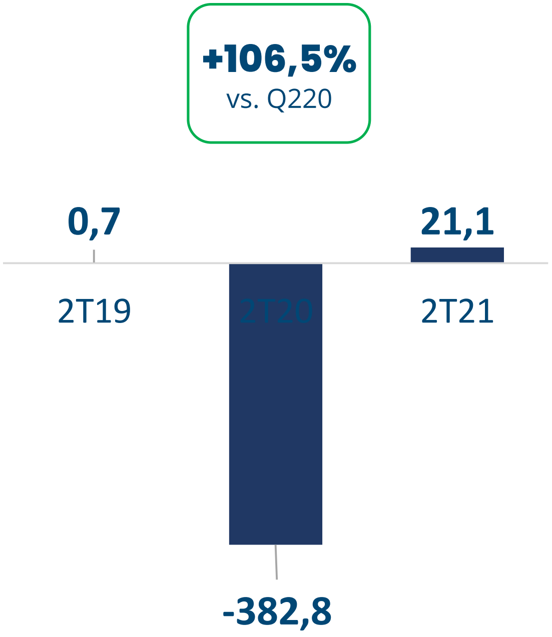
Net Debt



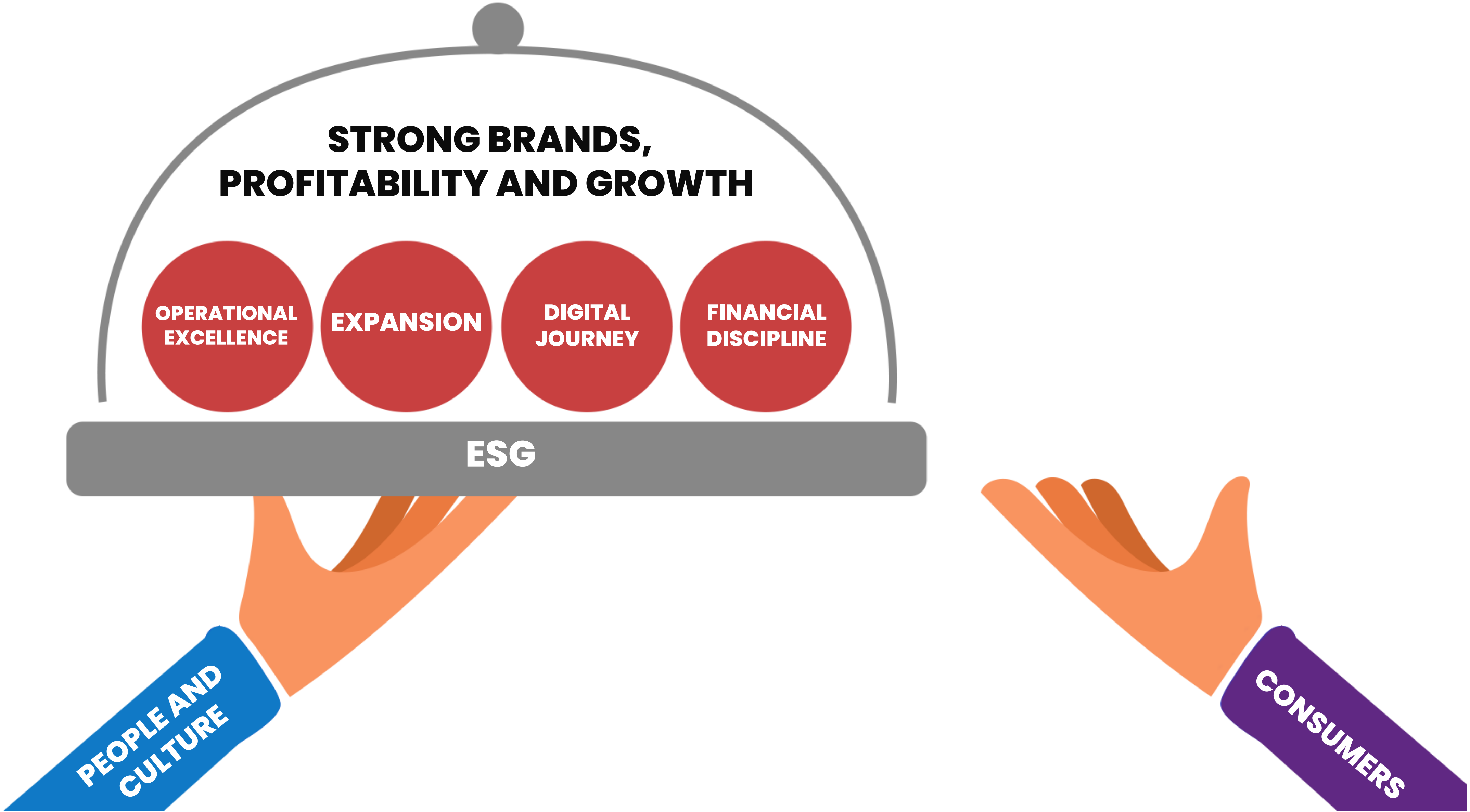
Cash Flow



Profit



Transformation Agenda



Thanks!

imc
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