imc™
INTERNATIONAL MEAL COMPANY

1Q14

EARNINGS RELEASE

MESSAGE FROM MANAGEMENT

Dear investors,

This quarter, we would like to begin our message to shareholders in a slightly different way. Before talking about the period's events and our future prospects, we would first like to welcome all the staff from MargaritaVille, the new restaurant operation acquired in April which marks IMC's entry into the United States.

As for our results, we had many reasons to believe that we are on the right path, confirming our expectations that 2014 will be a better year than 2013.

Same-store sales resumed double-digit growth, with the airport segment moving up by an impressive 16%. It is worth noting that our Caribbean operations played a substantial role in this upturn and that Puerto Rico recorded significant improvement figures for the first time since the IPO. We believe that our sales trend will remain strong. Another highlight on the sales front was the improvement in the shopping center segment, which posted same-store sales growth of 3.6%.

Our gross margin increased by 240 bps vs 1Q13, thanks to our already acknowledged success in reducing the relative percentage of raw material costs (the 12th consecutive quarterly improvement) and the dilution of our labor costs, which improved by 100 bps over 1Q13.

General and administrative expenses fell by 90 bps, as we mentioned in previous reports. We rigorously reassessed our top management and found some positions that were no longer compatible with the current phase of the Company. Certain decisions were extremely difficult to take, but they had to be taken. As a result, not only have we managed to substantially reduce our payroll expenses, but we have also reduced overlap and increased the agility of our decision making process from now on. We thank those who helped us write IMC's history and wish them all the luck in the future.

Finally, we would like to remind the market that our new stores in Brazil's concessioned airports will open in the 2nd quarter and that IMC is on schedule for a pre-World Cup inauguration. We believe this event will help boost our sales, especially in the airport segment, as well as increase the visibility of our brands. In addition, this segment will also benefit from the opening of our first Red Lobster and Olive Garden restaurants, brands that are already enjoying great success in the social networks.

In the coming pages, we will comment on our results in more detail, including a more comprehensive breakdown of our expenses, thereby increasing our market transparency and improving our communications.

Once again, we would like to thank our shareholders, clients, suppliers and workers for standing solidly behind us in our pursuit of constant improvement.

Management

- **IMCH3 quote on 03.31.2014**
  R$17.22

- **Market cap on 03.31.2014**
  R$1.45 billion
  USD 641 million

- **Earnings conference call**
  Tuesday, May 13, 2014

  Portuguese
  Time: 11:00 a.m. (Brasília)
  10:00 a.m. (US ET)
  Phone: +55 (11) 3728-5971 / 3127-4971
  Access Code: IMC

  English
  Time: 12:30 p.m. (Brasília)
  11:30 a.m. (US ET)
  Phone: +1 (412) 317-6776
  Access Code: IMC

- **The results presentation will be available at:**
  www.internationalmealcompany.com/ir

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- **CFO:** Julio Millan

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SAME-STORE SALES INCREASE BY 10.3 % FUELING IMC'S OPERATION

São Paulo, May 12, 2014. International Meal Company Holdings S.A. (BM&FBOVESPA: IMCH3), International Meal Company Holdings S.A. (BM&FBOVESPA: IMCH3), one of the largest multi-brand companies in the food service segment in Latin America, is disclosing its results for the first quarter of 2014 (1Q14). Unless otherwise indicated, the information herein is presented in millions of Brazilian reais (R$) and in accordance with international financial reporting standards (IFRS) and the accounting principles adopted in Brazil. All comparisons refer to the same period in the previous year.

HIGHLIGHTS

Total Net Revenue came to R$367.0 million in 1Q14, 15.7% more than in 1Q13.

Same-Store Sales (SSS) grew by 10.3% in the quarter, led by the Airport segment with growth of 16.0%.

The Gross Margin stood at 30.4%, 240 bps above 1Q13, thanks to the dilution of labor and raw material costs.

General and Administrative Expenses (G&A) diluted by 90 bps in relation to 1Q13.

SUBSEQUENT EVENTS

On April 1, 2014, the Company concluded the acquisition of the MargaritaVille restaurants, marking IMC's entry into the U.S. market.

SUMMARY OF RESULTS AND OPERATIONAL HIGHLIGHTS

SUMMARY (R$ million)	1Q14	1Q13	Var. (%) 1Q14/1Q13
NUMBER OF STORES (end of period)	384	357	7.6%
SAME STORES SALES (SSS[1])	318.1	288.5	10.3%
NET REVENUES	367.0	317.2	15.7%
GROSS PROFIT	111.5	88.8	25.6%
GROSS MARGIN (%)	*30.4%*	*28.0%*	*2.4 p.p.*
OPERATIONAL EXPENSES	(97.4)	(77.6)	25.5%
Adjusted EBITDA[3]	38.9	32.2	20.9%
Adjusted EBITDA MARGIN (%)	*10.6%*	*10.1%*	*0.5 p.p.*
DEPRECIATION & AMORTIZATION[2]	24.8	21.1	17.7%
SPECIAL ITEMS EXPENSES[4]	(9.3)	(11.3)	n/a
NET FINANCIAL EXPENSES	(8.6)	(5.0)	72.0%
INCOME TAX	(4.2)	(4.6)	-9.4%
NET (LOSS) PROFIT	(8.0)	(9.8)	n/a
NET MARGIN (%)	*-2.2%*	*-3.1%*	*0.9 p.p.*

(1) Same Store Sales (SSS): See definition in the glossary.

(2) Adjusted EBITDA: See definition in the glossary.

(3) This item includes R$10.8 million in depreciation and amortization booked under cost of goods (R$10.3 million in 1Q13) and R$14.0 million in depreciation and amortization booked under Operating Expenses (R$10.8 million in 1Q13).

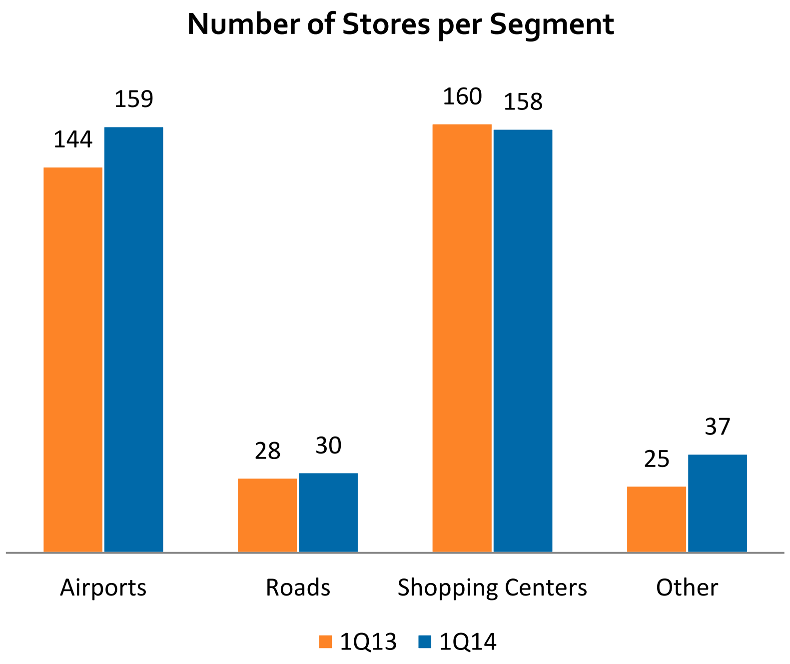
(4) Non-recurring Items: expenses related to due diligence for the acquisition of new businesses and reorganization projects.

STORE EXPANSION

The Company closed the quarter with 384 stores, versus 357 in 1Q13 and 386 at the end of 4Q13. The net reduction resulted from the closure of 4 airport stores as part of the announced reorganization process in certain airports and the opening of 2 new stores in shopping centers.

Most of our expansion in 2014 will be concentrated in the second quarter, when we will deliver around 26 new stores in the new terminals that are being built in Brazil's concessioned airports. The MargaritaVille restaurants will also become part of our base in the same period.

The overall store area increased by 800 sqm in the quarter and 9,000 sqm in the last 12 months, the reduced growth pace being due to the net closure of stores this quarter, which will certainly be reversed in 2Q14.



NET REVENUE

NET REVENUE (R$ million)	1Q14	1Q13	Var. (%)
Airports	149.3	121.1	23.3%
Roads	114.5	102.5	11.7%
Shopping Centers	80.9	78.8	2.7%
Other	22.3	14.9	49.6%
Total Net Revenue	**367.0**	**317.2**	**15.7%**

Net Revenue totaled R$367.0 million in 1Q14, 15.7% more than in 1Q13 (11.4% up excluding the impact of the exchange variation), mainly driven by the increase in same-store sales (SSS) and the higher number of stores.

Once again, the airport segment was our main driver, recording sales growth of 23.3%. We will discuss this growth in more detail on the following page in the same-store sales section.

The 49.6% increase in other segments was primarily due to the 2Q13 acquisition of the Gino's chain in Mexico which is not considered under same-store sales at this time.

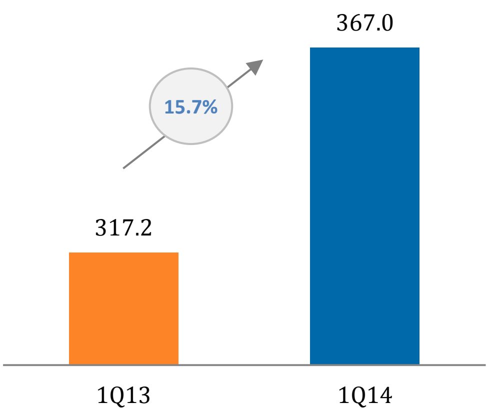
In the road segment, first-quarter food and gasoline sales grew by 11.5% and 12.1% year-over-year, respectively, giving total growth of 11.7%, due to the addition of a new store and, especially, the healthy same-store sales performance. The new store is on the Castelo Branco highway and opened in December.

In the shopping center segment, total sales were below same-store sales. This rare occurrence was due to store closures, especially in the second half of 2013. However, we believe these closures will generate value for our shareholders, given that the stores in question were loss-makers with little or no chance of a recovery.

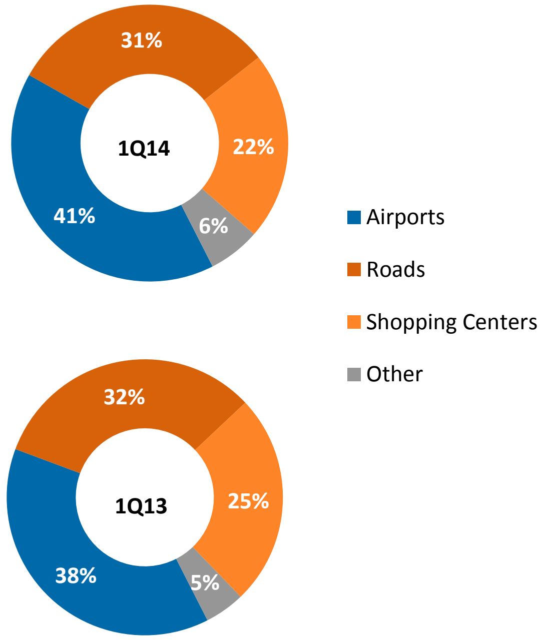
The airport and road segments jointly accounted for 71.9% of total 1Q14 sales, versus 70.5% in 1Q13. This upturn was part of our already announced strategy and will almost certainly increase further once the airport stores that will open in the new terminals start to perform.

As mentioned above, our strategy is primarily focused on growing the airport segment, where we see many opportunities as a result of the changes the sector is passing through.

Net Revenue (R$ million)



Net Revenue by Segment



TOTAL SALES - ROADS

(R$ million)	1Q14	1Q13	Var. (%)
Food	64.0	57.4	11.5%
Fuel	50.5	45.1	12.1%
Total Sales	**114.5**	**102.5**	**11.7%**

SAME-STORE SALES (SSS)

SAME-STORE SALES (R$ million)	**1Q14**	**1Q13**	**Var. (%)**
Airports	117.5	101.3	16.0%
Roads	112.3	102.5	9.6%
Shopping Centers	72.9	70.4	3.6%
Other	15.4	14.3	7.7%
Total Same-Store Sales	**318.1**	**288.5**	**10.3%**

See the definition of same-store sales (SSS) in the glossary.

Same-store sales (SSS) totaled R$318.1 million in 1Q14, 10.3% more than in the same period last year.

In the airport segment, SSS moved up in virtually all countries. The effect was greatest in Puerto Rico, where the first stores in the new terminal began to be counted as SSS, fueling the first-quarter results. We are still finalizing the changes in Puerto Rico and we therefore prefer to adopt a cautious approach for a longer period before disclosing more details of our sales in this market.

As in previous quarters, growth was once again fueled by the airport and road segments, with respective growth of 16.0% and 9.6%.

In the road segment, same-store food sales increased by 9.2%, while fuel sales increased by 10.0%

SSS in the shopping center segment recorded growth of 3.6% over 1Q13. The segment was already performing well this quarter and we believe it will record even better sales growth in the future thanks to the measures taken by our management.

	SAME STORE SALES - ROADS		
(R$ million)	**1Q14**	**1Q13**	**Var. (%)**
Food	62.7	57.4	9.2%
Fuel	49.6	45.1	10.0%
Total Sales	**112.3**	**102.5**	**9.6%**

GROSS PROFIT

GROSS PROFIT (R$ million)	**1Q14**	**1Q13**	**Var. (%)**	**1Q14**	**1Q13**
Net Revenue	367.0	317.2	15.7%	100.0%	100.0%
Direct labor	(89.7)	(80.6)	-11.3%	24.4%	25.4%
Food, fuel and other	(154.9)	(137.6)	-12.6%	42.2%	43.4%
Depreciation and amortization	(10.9)	(10.3)	-6.2%	3.0%	3.2%
Total cost of sales and services	**(255.5)**	**(228.5)**	**-11.8%**	**69.6%**	**72.0%**
Gross Profit	**111.5**	**88.8**	**25.6%**	**30.4%**	**28.0%**

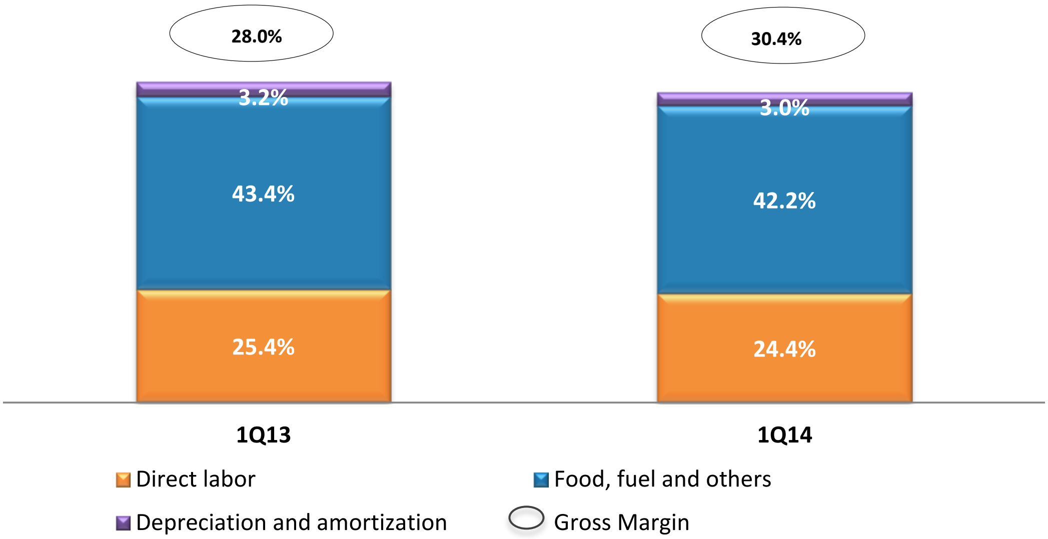
The Company closed 1Q14 with gross profit of R$111.5 million, 25.6% more than the R$88.8 million recorded in 1Q13.

This quarter, we believe the gross margin was the best news for our Company. After successive quarters of being negatively impacted by high labor costs, we recorded a gain of 100 bps in this line, which, together with the 120 bps improvement in the food, fuel and other line, pushed up our gross margin by 240 bps.

Some quarters ago, we mentioned the measures being taken to reduce labor costs and we are now in the happy situation of being able to share the first results with our shareholders. The decline in labor costs as a percentage of net revenue is something we have commented on persistently and we believe it will be one of our major gross margin drivers in the coming quarters.

It is also worth drawing attention once again to our effective management of the food, fuel and other line, which recorded its 12th consecutive quarterly year-over-year improvement.

COGS Breakdown
(% of Net Revenue)



OPERATING INCOME (EXPENSES)

OPERATING EXPENSES (R$ million)	1Q14	1Q13	Var. (%)	1Q14	1Q13
Selling and operating expenses	(29.4)	(23.7)	-24.1%	-8.0%	-7.5%
General and administrative expenses	(22.7)	(22.6)	-0.1%	-6.2%	-7.1%
Store rent expenses	(34.9)	(26.9)	-29.7%	-9.5%	-8.5%
Pre-operating expenses	(2.8)	(1.7)	-69.4%	-0.8%	-0.5%
Depreciation and amortization	(14.0)	(10.8)	-29.6%	-3.8%	-3.4%
Other income (expenses)	6.4	8.1	-21.0%	1.7%	2.6%
Total operating expenses before special items	**(97.4)**	**(77.6)**	**-25.5%**	**-26.5%**	**-24.5%**
Special items	(9.3)	(11.3)	n/a	n/a	n/a
Total operating expenses	**(106.7)**	**(88.9)**	**-20.0%**	**-29.1%**	**-28.0%**

Operating expenses totaled R$106.7 million in 1Q14, equivalent to 29.1% of net revenue, versus 28% in 1Q13.

As we have mentioned in recent quarters, the Company is no longer involved in any M&A processes and it therefore makes no sense to include the non-recurring line in the future. As of this quarter, we will be giving a more detailed breakdown of the selling expenses and general and administrative expenses lines, in order to give our investors a clearer picture of the results we are generating through our expense reduction policies.

In 1Q14, G&A expenses recorded a 90 bps dilution thanks to our recent efforts, and we believe this will increase further in the coming quarters, given that the dilution of expenses from certain contract terminations only had a partial impact in 1Q14.

Rent expenses moved up by 100 bps due to the altered mix and the consequent increase in Mexican stores under the Gino's brand and in airport stores. In the coming quarters, with Gino's already forming part of the previous year's base, we expect more equality.

Pre-operating expenses climbed by R$1.1 million over 1Q13, but this line already includes an important part of these expenses associated with the new stores in Brazil's recently concessioned airports. In the second half of this year, we are certain that this difference will be in our favor. It is also worth noting that these expenses are no longer classified under non-recurring expenses but under other operating income (expenses).

The other operating income line contributed 90 bps less than in 1Q13. As we have mentioned in previous earnings releases, we cannot guarantee that contracts with suppliers are executed in exactly the same months, but they are recurring and we will still have good opportunities, especially with MargaritaVille.

In the second quarter, in addition to the initiatives cited above, we will be focusing our efforts on the selling and operating expenses line (Opex), where we see opportunities for reduction, especially in regard to utilities.

ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN

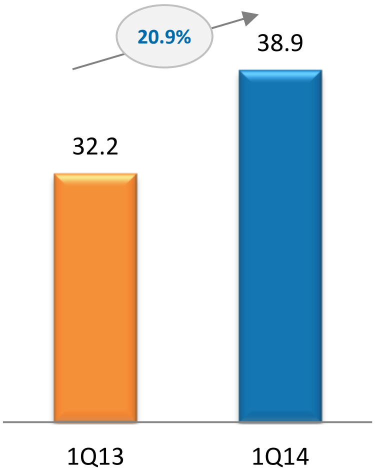
EBITDA RECONCILIATION (R$ million)	**1Q14**	**1Q13**	**Var. (%)**
NET INCOME (LOSS) FOR THE PERIOD	(8.0)	(9.8)	-18.1%
(-) Income taxes	4.2	4.6	-8.3%
(-) Net financial expenses	8.6	5.0	72.0%
(-) Depreciation and amortization	24.8	21.1	17.7%
EBITDA	29.6	20.9	41.7%
(+) Special items	9.3	11.3	-17.6%
Adjusted EBITDA	**38.9**	**32.2**	**20.9%**
Adjusted EBITDA / Net Revenues	10.6%	10.1%	

** See the definitions of EBITDA and Adjusted EBITDA in the glossary.*

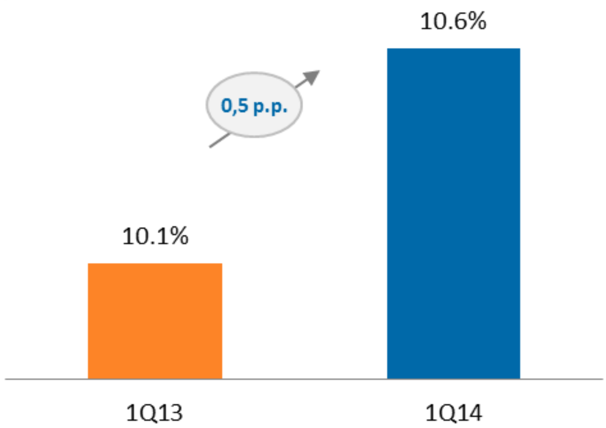
Given the future non-existence of the non-recurring expenses line, as mentioned above, we will be concentrating our efforts on EBITDA without adjustments. Following several discussions with the Company's main investors and analysts, we could see that the non-recurring (special) items line was generating a certain amount of discomfort and we therefore believe that eliminating it and simultaneously increasing our disclosure is the right thing to do at this time.

EBITDA totaled R$29.6 million in 1Q14, 41.7% more than in the same period last year, while the EBITDA margin stood at 8.1%, versus 6.6% in 1Q13.

EBITDA
(R$ million)



EBITDA Margin



Adjusted EBITDA, net of non-recurring items, came to R$38.9 million, 20.9% more than the R$32.2 million recorded in 1Q13, accompanied by an adjusted EBITDA margin of 10.6%, versus 10.1% in 1Q13.

This quarter's non-recurring items comprised R$6.5 million from the MargaritaVille chain M&A process (including the market study and fairness opinion) and we have already provisioned the amounts not disbursed in 1Q14, and R$2.8 million from the termination of certain executive contracts as part of our expense reduction program commented on above.

Thanks to this new disclosure, our investors can make the adjustments they deem necessary. We believe it will now be easier to perceive the operating improvements we have been achieving every quarter.

FINANCIAL RESULT, INCOME TAX AND NET INCOME

The net financial result was an expense of R$8.6 million in 1Q14, versus an expense of R$5.0 million in 1Q13. The increase from 1.6% to 2.3 % of net revenue was primarily due to the upturn in net debt as a result of the reduction in the Company's cash position due to investments in new stores, acquisitions and renovations.

It is worth emphasizing that our healthy sales performance made a major contribution to the exceptionally small increase in the debt-to-sales ratio.

Our income taxes line came to R$4.2 million in 1Q14, versus R$4.6 million in 1Q13.

Note that expenses with current income tax, which effectively impact our cash flow, totaled R$6.8 million in 1Q14, versus R$4.9 million in the same period last year.

The Company closed 1Q14 with a net loss of R$8.0 million, versus a loss of R$9.8 million in 1Q13.

Excluding the non-recurring effects mentioned above, the Company would have declared net income of R$1.3 million in 1Q14.

SELECTED CASH FLOW INFORMATION

INVESTING ACTIVITIES

In line with its expansion plan, the Company invested R$30.1 million in 1Q14, most of which allocated to the addition of property plant and equipment related to the future opening of stores in Brazil's concessioned airports, most of which will occur in 2Q14. The R$8.9 million booked under additions to intangible assets mainly refers to a key money installment paid to these airports.

INVESTMENT ACTIVITIES (R$ million)	**1Q14**	**1Q13**
Property and equipment	(21.2)	(18.0)
Additions to intangible assets	(8.9)	(3.3)
Total Capex investments	**(30.1)**	**(21.3)**
Total Investments in the period	**(30.1)**	**(21.3)**

FINANCING ACTIVITIES

In 1Q14, net cash generated by financing activities remained virtually flat, except for the R$1.4 million invested in the Company's share buyback program.

FINANCING ACTIVITIES (R$ million)	**1Q14**	**1Q13**
Treasury shares	(1.4)	0.0
New loans	3.3	0.4
Loans amortization	(6.0)	(4.8)
Net cash generated by financing activities	**(4.1)**	**(4.4)**

Considering cash, cash equivalents and temporary investments, the Company closed March 2014 with net debt of R$315.8 million, including amounts financed by the ex-owners of some of the acquired companies, giving a net debt/adjusted EBITDA ratio of 1.8x in the last 12 months. If receivables are considered as cash, net debt came to R$245.0 million, with a net debt/adjusted EBITDA ratio of 1.4x.

CONDENSED INCOME STATEMENT

CONDENSED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) (R$ thousand)	**1Q14**	**1Q13**
NET REVENUE	367,044	317,245
COST OF SALES AND SERVICES	(255,554)	(228,470)
GROSS PROFIT	111,490	88,775
OPERATING INCOME (EXPENSES)		
Commercial and operating expenses	(64,344)	(50,575)
General and administrative expenses	(34,783)	(35,617)
Depreciation and amortization	(13,957)	(10,819)
Net financial expenses	(8,601)	(5,000)
Other income (expenses)	6,387	8,052
INCOME (LOSS) BEFORE INCOME TAXES	(3,808)	(5,184)
Income Taxes	(4,150)	(4,582)
NET INCOME (LOSS) FOR THE QUARTER	(7,958)	(9,766)

CONDENSED BALANCE SHEET

CONDENSED STATEMENTS OF FINANCIAL POSITION (R$ thousand)	3/31/2014	12/31/2013
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	62,231	81,575
Accounts receivable	70,829	75,209
Inventories	32,934	38,026
Other current assets	51,663	45,988
Total current assets	217,657	240,798
NONCURRENT ASSETS		
Deferred income taxes	13,147	13,630
Other noncurrent assets	31,243	31,095
Property and equipment	328,464	329,787
Intangible assets	1,012,594	1,022,704
Total noncurrent assets	1,385,448	1,397,216
TOTAL ASSETS	1,603,105	1,638,014
LIABILITIES AND EQUITY		
CURRENT LIABILITIES		
Trade accounts payable	67,627	75,022
Loans and financing	51,986	69,379
Salaries and payroll charges	44,754	42,470
Other current liabilities	84,891	77,808
Total current liabilities	249,258	264,679
NONCURRENT LIABILITIES		
Loans and financing	266,262	256,642
Provision for labor, civil and tax disputes	15,575	16,584
Deferred income tax liability	85,952	85,321
Other noncurrent liabilities	83,549	92,487
Total noncurrent liabilities	451,338	451,034
EQUITY		
Capital and reserves	846,264	847,702
Retained earnings and other adjustments	56,245	74,599
Total equity	902,509	922,301
TOTAL LIABILITIES AND EQUITY	1,603,105	1,638,014

CONDENSED CASH FLOW STATEMENT

CONDENSED STATEMENTS OF CASH FLOWS (R$ thousand)	1Q14	1Q13
CASH FLOW FROM OPERATING ACTIVITIES		
Net income (loss) for the quarter	(7,958)	(9,766)
Depreciation and amortization	24,830	21,079
Provision for labor, civil and tax disputes	(510)	(1,644)
Income taxes	4,150	4,582
Interest expenses	7,550	3,814
Disposal of property and equipment	1,007	452
Deferred Revenue, Rebates	(1,500)	(2,128)
Expenses in payments to employees based in stock plan	-	10,022
Others	5,118	5,167
Changes in operating assets and liabilities	(3,319)	(9,030)
Cash generated from operations	29,368	22,548
Income tax paid	(6,823)	(4,899)
Interest paid	(7,448)	(5,469)
Net cash generated by (used in) operating activities	15,097	12,180
CASH FLOW FROM INVESTING ACTIVITIES		
Additions to intangible assets	(8,853)	(3,268)
Additions to property and equipment	(21,206)	(18,003)
Net cash used in investing activities	(30,059)	(21,271)
CASH FLOW FROM FINANCING ACTIVITIES		
Capital contribuitions	10	-
Shares in treasury	(1,448)	-
New loans	3,265	365
Payment of loans	(5,939)	(4,780)
Net cash used in financing activities	(4,112)	(4,415)
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	(270)	238
NET INCREASE (DECREASE) FOR THE PERIOD	(19,344)	(13,268)
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF PERIOD	81,575	52,163
CASH AND CASH EQUIVALENTS AT THE END OF PERIOD	62,231	38,895

Management Note:

The financial information presented in the tables and graphs of this release may present minor differences in relation to the Audited Financial Statements due to rounding.

Any and all non-accounting information or information arising from non-accounting figures, in addition to comparable historical information, has not been revised by the independent auditors.

GLOSSARY

Net store openings: References to "net store openings", "net store closures" or similar expressions correspond to the sum of stores opened or reopened in a given period less the sum of the stores closed in the same period.

Company: International Meal Company Holdings S.A. or IMC.

EBITDA: The Company calculates EBITDA as net income, before income tax and social contribution tax, financial income (expenses) and depreciation and amortization. According to the accounting practices adopted in Brazil (BR GAAP) or IFRS, EBITDA is not a measure of financial performance and should not be considered as an alternative to net income as an indicator of operating performance, as an alternative to operating cash flow, or as an indicator of liquidity. EBITDA does not have a standard meaning and the Company's definition of EBITDA may not be comparable with the definition of EBITDA used by other companies. Due to the fact that the calculation of EBITDA does not consider the income tax and social contribution tax, financial income (expense), depreciation and amortization, EBITDA is an indicator of the Company's overall financial performance, which is unaffected by changes in income tax and social contribution tax rates, fluctuations in interest rates or levels of depreciation and amortization. Therefore, the Company believes that EBITDA serves as a significant comparative tool to measure, periodically, its operating performance and to base certain decisions of an administrative nature. The Company believes that EBITDA provides a better understanding of not only of its financial performance, but also its ability to pay interest and principal on its debt and to incur more debt to finance its capital expenditures and working capital. However, because EBITDA does not consider certain costs inherent in its business, which could, in turn, significantly affect earnings, such as interest, taxes, depreciation, capital expenditures and other related charges, EBITDA has limitations that affect its use as an indicator of the Company's profitability.

Adjusted EBITDA: Adjusted EBITDA reflects EBITDA, adjusted to exclude the effects of transactions deemed by management as being unrepresentative of the normal course of business and/or do not impact cash generation. Adjusted EBITDA is used as a tool to measure and evaluate the Company's performance, focusing on the continuity of its operations and is believed that adjusted EBITDA is a useful tool for investors, by enabling a more comprehensive and standardized comparative analysis of the information on the past and current results of the Company's management. According to the accounting practices adopted in Brazil (BR GAAP) or IFRS, adjusted EBITDA is not a measure of financial performance and should not be considered as an alternative to net income as an indicator of operating performance, as an alternative to operating cash flow, or as an indicator of liquidity. Adjusted EBITDA does not have a standard meaning and the Company's definition of adjusted EBITDA may not be comparable with the definition of the adjusted EBITDA used by other companies. However, because adjusted EBITDA does not consider certain costs inherent in its business, which could, in turn, significantly affect earnings, such as interest, taxes, depreciation, capital expenditures and other related charges, adjusted EBITDA has limitations that affect its use as an indicator of the Company's profitability.

Same-store sales (SSS): corresponds to the sales of stores that have maintained operations in comparable periods, including stores that were temporarily closed. If a store is included in the calculation of comparable store sales for only a part of one of the periods compared, then this store will be included in the calculation of the corresponding portion of another period. Some of the reasons for the temporary closure of the Company's stores include renovation or remodeling, rebuilding, road construction and natural disasters. When there is a variation in the area of a store included in comparable store sales, said store is excluded from the comparable store sales. The variations in same-store sales is a measure used in the retail market as an indicator of the performance of the implemented business strategies and initiatives, and also represent the trends of the local economy and consumers. The Company's sales are recorded and analyzed based on the functional currency of each country where the Company operates. Therefore, as the Company's financial information is converted and demonstrated in reais (R$), Brazilian currency, using average exchange rates of the periods compared, the values of same-store sales may present gains or losses resulting from the exchange rate of the currency of the country where that same store is located. According to the accounting practices adopted in Brazil (BR GAAP) or IFRS. Same-store sales do not have a standardized meaning in the market, and the Company's definition may not be the same definition of same-store sales in used by other companies.