imc International meal company 2QQ20 RESULTS

Balde Mist

KEC

### Stores base



We ended the quarter with 492 stores, being 240 owned



# IMC – 2Q20 Financial Highlights

#### 2Q20 heavily impacted by the COVID19 pandemic



<sup>1</sup>Slide 12 for more details on special items

<sup>2</sup> Same-store sales include Pizza Hut and KFC that were not present in 2019. PH + KFC = revenue from own stores + 6% royalties from franchisees. Includes only stores that were open in the period <sup>3</sup> <sup>3</sup> Cash Flow from Operations = Adjusted EBITDA - Special Items - Expenses with Pre-opening of stores - Working Capital and other non-cash items - Taxes - Maintenance Capex



# IMC SSS - Performance in the last months (April to 1<sup>st</sup> Fortnight of August)



#### (7.7%) (15.1%) (35.6% (31.9%) (42.7%) (48.3%) (56.0%) (53.7%) Frango **KFC** (59.7%) (67.1%) Assado April May June July 1st April May June July 1st Fortnight Fortnight August August (34.7%) (44.1%) (45.1%) (53.3%) (31.9%) **Pizza Hut** USA (38.5%) (38.6%) (42.1% (96.3) (43.5%) July 1st April May June April May June July 1st Fortnight Fortnight August August

#### Recovery of Same Store Sales in our main brands in recent months

Pro Forma: Management information that includes the Pizza Hut and KFC operations that were not present in 2019. Includes only stores that were open in the period. SSS Pizza Hut and KFC Stores = Own store revenue + 6% of franchised royalties revenue

# IMC SSS – Performance in the last months (2Q20 to 1<sup>st</sup> Fortnight August)



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Exchange rate contributing positively to the same store sales indicator in Brazilian Reais (R\$)

#### Same Store Sales in Constant Currency

Constant Currency	2Q20	July	1st Fortnight August
Frango Assado	(52.1%)	(31.9%)	(15.1%)
Airports	(91.7%)	(83.3%)	(78.6%)
PH, KFC and Others	(59.8%)	(47.7%)	(43.0%)
Pizza Hut	(40.2%)	(42.1%)	(31.9%)
KFC	(58.6%)	(35.6%)	(7.7%)
Brazil Pro Forma	(59.8%)	(43.2%)	(33.4%)
USA	(61.9%)	(45.1%)	(34.7%)
Caribbean	(94.5%)	(90.7%)	(85.2%)
IMC Pro Forma	(66.7%)	(46.6%)	(37.2%)

#### Same Store Sales in R\$

R\$	2Q20	July	1st Fortnight August
Frango Assado	(52.1%)	(31.9%)	(15.1%)
Airports	(91.7%)	(83.3%)	(78.6%)
PH, KFC and Others	(59.8%)	(47.7%)	(43.0%)
Pizza Hut	(40.2%)	(42.1%)	(31.9%)
KFC	(58.6%)	(35.6%)	(7.7%)
Brazil Pro Forma	(59.8%)	(43.2%)	(33.4%)
USA	(47.8%)	(23.2%)	(12.8%)
Caribbean	(92.9%)	(86.6%)	(80.7%)
IMC Pro Forma	(63.0%)	(39.6%)	(28.0%)

# Covid-19: Revenue Evolution in Brazil

- Delivery kept the high level of sales, even with the partial resumption of over-the-counter operations
- Small Box Pizza Hut Project (delivery and to-go only) will be launched in Alphaville in 2020
- Own Pizza Hut application under update and KFC and Frango Assado under development





# Covid-19: Continuous Focus on Mitigating Expense

- Team remains reduced, US government's "PPP" helping in US operations
- We see potential efficiency gains in the post-pandemic, with the readjustment of staff, simplification of the menu and training via the Zoom software



# Covid-19: Stock offering with a focus on expansion



On July, we issued of 90.4 million shares in an offer of approximately R\$ 384 million, in which we added R\$ 372 million to IMC's balance sheet



# Covid-19: Update





# Covid-19: Update



#### **Status of Operations - Store Base**

On August 17, we had 383 stores in the system open (170 owned stores), of which 273 owned delivery (100 owned).

Updated on August, 17	Total Stores	Open (#)	Open with delivery	Closed
Total IMC	487	383	273	104
Own	233	170	100	63
Franchises	254	213	173	41
Brazil Total Stores	427	346	239	81
Own	173	133	66	40
Franchises	254	213	173	41
PH	233	197	150	36
PH Equity	34	30	20	4
PH Franchisee	199	167	130	32
KFC	94	70	64	24
KFC Equity	39	24	21	15
KFC Franchisee	55	46	43	9
Others	51	42	25	9
Airport	24	12	0	12
Frango Assado	25	25	0	0
United States	23	23	20	0
Caribbean	45	15	14	30

# IMC Adjusted EBITDA - 2Q20 Highlights

#### USA with the best performance in 2Q20 with government incentives



<sup>1</sup>Excludes special items: (i) 324.0M decrease for impairment the assets (mainly goodwill) generated in the acquisitions of the Vienna, Batata Inglesa and Airports operations in Brazil (has no cash effect); (ii) 46.4M of expenses with closing stores and provisions for losses as a result of the pandemic (23.3M of expenses with closed operations, including write-off of assets; 11.9M of terminations; 7.3M of write-off of airline receivables; 4.0M of losses on inventories); and (iii) 19.2M other extraordinary expenses.



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Special items impacted by the non-cash effect of impairment of assets (mainly goodwill) due to a lower recoverable value within Viena, Batata Inglesa and Airports operations in the Brazil.

R\$ million	2Q20
Impairment of assets	(324.0)
Expenses with store closings and provisions for losses	(46.4)
Expenses with closing of operations	(23.3)
Terminations	(11.9)
PDA - Airline Companies	(7.3)
Obsolete inventory	(3.9)
Other Extraordinary Expenses	(19.2)
Special Items	(389.5)



#### Traffic reduction and temporary store closings impacted the operation's profitability





Reduced operating hours and highways traffic impacting restaurants. Focus on trucks minimized drop in gas stations.





#### Reduction in the number of flights impacting airport operations



IMC Brazil - PH, KFC and Others<sup>1</sup>



#### Temporary store closures with strong impact on revenue



<sup>1</sup> Others: Viena, Olive Garden, Batata Inglesa.

<sup>2</sup> SSS KFC + PH revenue from own stores plus royalties from franchisees. Does not include the 10 Pizza Hut stores within Frango Assado

<sup>3</sup> Consolidated Pizza Hut and KFC revenue from Nov/ 19



#### Paycheck Protection Program – Government's "PPP" minimizing impacts on the operation





#### Contract suspension and renegotiation of rents minimizing airport closures



## IMC - Cash Flow Highlights



#### Cash flow impacted by the pandemic

#### **Operating Cash Flow<sup>1</sup>**

Cash consumption due to challenging operating scenario

R\$ million	2Q20	2Q19	YoY
Adjusted EBITDA	(27.0)	59.4	(145.6%)
Special Items with cash effects	(65.6)	(5.2)	1172.3%
(-) Store Pre-Openings Expenses	(1.0)	0.4	-353.7%
(+/-) Working Capital and Other Non- Cash Items	57.8	(4.3)	-1432.4%
Operating Cash Flow	(35.9)	50.3	(171.4%)
(-) Paid Taxes	(0.5)	(0.2)	150.7%
(-) Maintenance Capex	0.0	(8.2)	-100.4%
Net Operating Cash Flow	(36.3)	41.9	(186.8%)
Operating Net Cash/ Adjusted EBITDA	134.4%	70.5%	63.9 p.p.

#### Change in Net Cash

Cash consumption of R\$ 76,1 million in 2Q20

R\$ million	2Q20	2Q19	YoY
Net Operating Cash Flow	(36.3)	41.9	-186.8%
(-) Paid Interest on lease liabilities ("right of use")	(6.1)	(3.8)	61.7%
(-) Paid Interest	(2.3)	(4.7)	-52.0%
Operating Cash	(44.7)	33.4	-234.0%
(-) Expansion Capex	(22.9)	(13.3)	72.1%
(-) Payment of past acquisitions	(0.7)	(1.6)	-54.1%
(+/-) Financing Activities	(16.9)	(26.6)	-36.5%
(+/-) Dividends Received FX Impacts	9.1	2.2	309.5%
Net Cash Change in the Period	(76.1)	(5.9)	1188.7%





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# APPENDIX

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KEC

## **Stores Base**



#### **Stores Base YoY**

#### **Stores Base QoQ**

(end of period)	2Q20	2Q19	ΥοΥ	Var. (#)
Brazil	168	129	30.2%	39
Air	19	29	-34.5%	-10
Frango Assado	25	25	0.0%	0
Pizza Hut, KFC and Others	124	75	65.3%	49
Pizza Hut	34	0	n.a.	34
KFC	39	0	n.a.	39
Viena / Batata Inglesa / Olive Garden	51	75	-32.0%	-24
USA	22	22	0.0%	0
Caribbean	37	44	-15.9%	-7
Total Number of Owned Stores	227	195	16.4%	32
Brazil	252	0	n.a.	252
Pizza Hut, KFC and Others	252	0	n.a.	252
Pizza Hut	198	0	n.a.	198
KFC	54	0	n.a.	54
Total Number of Franchisee Stores	252	0	n.a.	252
Total Owned + Franchisee	479	195	145.6%	284

(end of period)	2Q20	1Q19	QoQ	Var. (#)
Brazil	168	176	-4.5%	-8
Air	19	30	-36.7%	-11
Frango Assado	25	25	0.0%	0
Pizza Hut, KFC and Others	124	121	2.5%	3
Pizza Hut	34	33	3.0%	1
KFC	39	35	11.4%	4
Viena / Batata Inglesa / Olive Garden	51	53	-3.8%	-2
USA	22	22	0.0%	0
Caribbean	37	39	-5.1%	-2
Total Number of Owned Stores	227	237	-4.2%	-10
Brazil	252	254	-0.8%	-2
Pizza Hut, KFC and Others	252	254	0	-2
Pizza Hut	198	199	-0.5%	-1
KFC	54	55	-1.8%	-1
Total Number of Franchisee Stores	252	254	-0.8%	-2
Total Owned + Franchisee	479	491	-2.4%	-12

# **IMC** Consolidated



(in R\$ million)	2Q20	2Q19	YoY	2Q20²	YoY <sup>2</sup>	06M20	06M19	A/A	06M202	A/A <sup>2</sup>
Net Revenue	150.6	401.9	-62.5%	134.6	-66.5%	517.2	764.3	-32.3%	486.2	-36.4%
Restaurants & Others	112.0	341.9	-67.2%	96.0	-71.9%	414.3	643.2	-35.6%	383.3	-40.4%
Gas Stations	38.6	60.0	-35.7%	38.6	-35.7%	102.9	121.0	-15.0%	102.9	-15.0%
Brazil	89.9	216.4	-58.5%	89.9	-58.5%	342.0	449.9	-24.0%	342.0	-24.0%
US	56.4	138.7	-59.3%	41.4	-70.2%	128.7	220.8	-41.7%	102.7	-53.5%
Caribbean	4.3	46.8	-90.8%	3.4	-92.8%	46.6	93.6	-50.3%	41.5	-55.7%
Cost of Sales and Services	(135.7)	(271.8)	<b>-50.1%</b>	(127.2)	-53.2%	(416.8)	(525.8)	-20.7%	(398.5)	-24.2%
Direct Labor	(38.6)	(105.3)	-63.4%	(36.0)	-65.8%	(139.8)	(201.3)	-30.5%	(132.1)	-34.4%
Food	(34.7)	(83.8)	-58.6%	(31.3)	-62.7%	(121.1)	(161.3)	-24.9%	(114.5)	-29.0%
Others	(12.1)	(21.2)	-42.8%	(11.1)	-47.6%	(32.6)	(39.9)	-18.2%	(30.8)	-22.7%
Fuel and Automotive Accessories	(35.8)	(49.3)	-27.3%	(35.8)	-27.3%	(94.4)	(98.4)	-4.0%	(94.4)	-4.0%
Depreciation & Amortization	(14.5)	(12.2)	19.1%	(13.0)	6.7%	(28.8)	(24.9)	15.6%	(26.6)	6.8%
Gross Profit	14.9	130.1	-88.5%	7.4	-94.3%	100.4	238.5	-57.9%	87.7	-63.2%
Gross Margin (%)	9.9%	32.4%	-22.5p.p.	5.5%	-26.9p.p.	19.4%	31.2%	-11.8p.p.	18.0%	-13.2p.p.
Operating Expenses	(87.8)	(107.5)	-18.3%	(80.6)	<b>-25</b> .1%	(195.7)	(206.9)	-5.4%	(181.2)	-12.4%
Selling and Operating	(37.1)	(46.0)	-19.5%	(32.7)	-29.1%	(76.2)	(84.2)	-9.5%	(68.0)	-19.2%
Rents of Stores	10.1	(20.5)	-149.2%	6.7	-132.8%	(4.5)	(36.3)	-87.6%	(7.0)	-80.6%
Depreciation & Amortization	(30.7)	(24.0)	27.8%	(27.5)	14.4%	(61.8)	(47.8)	29.2%	(57.1)	19.3%
J.V. Investment Amortization	(0.7)	(0.6)	17.4%	(0.5)	-14.4%	(1.4)	(1.2)	17.8%	(1.1)	-7.3%
Equity income result	(5.1)	4.1	-224.2%	(3.7)	-190.5%	(3.8)	7.2	-152.5%	(2.5)	-134.9%
General & Administative and Others	(24.3)	(20.5)	18.5%	(22.9)	11.6%	(48.0)	(44.6)	7.7%	(45.5)	1.9%
Special Items - Other	(65.6)	(5.2)	1172.3%	(55.3)	972.9%	(72.2)	(7.2)	895.3%	(61.9)	753.6%
Special Items - Impairment	(324.0)	0.0	0.0%	(324.0)	0.0%	(327.4)	0.0	0.0%	(327.4)	0.0%
Store Pre-Openings	(1.0)	0.4	-353.7%	(1.0)	-336.1%	(4.4)	(0.4)	931.2%	(4.2)	892.3%
EBIT	(463.5)	17.8	na	(129.5)	na	(171.9)	23.9	-818.9%	(159.6)	-767.8%
(+) D&A	45.9	36.8	24.7%	41.0	11.4%	92.0	73.9	24.4%	84.8	14.7%
EBITDA	(417.6)	54.6	na	(88.5)	na	(79.9)	97.8	-181.7%	(74.9)	-176.5%
EBITDA Margin (%)	(277.3%)	13.6%	-290.9p.p.	-65.8%	-79.3p.p.	(15.4%)	12.8%	-28.2p.p.	-15.4%	-1394.9p.j
(+) Special Items - Other	65.6	5.2	1172.3%	(268.6)	-5310.9%	(255.3)	7.2	-3621.0%	(265.5)	-3762.8%
(+) Special Items - Impairment	324.0	0.0	0.0%	324.0	0.0%	327.4	0.0	0.0%	327.4	0.0%
(+) Store Pre-Openings	1.0	(0.4)	-353.7%	1.0	-336.1%	4.4	0.4	931.2%	4.2	892.3%
Adjusted EBITDA <sup>1</sup>	(27.0)	59.4	na	(32.2)	na	(3.4)	105.5	-103.2%	(8.8)	-108.3%
Adjusted EBITDA Margin (%)	-18.0%	14.8%	-32.7p.p.	-23.9%	-38.7p.p.	(0.6%)	13.8%	-14.5p.p.	-1.8%	-15.6p.p.

# Brazil



(in R\$ million)	2Q20	2Q19	YoY
Net Revenue	89.9	216.4	(58.5%)
Restaurants & Others	51.3	156.4	(67.2%)
Gas Stations	38.6	60.0	(35.7%)
Cost of Sales and Services	(104.6)	(170.9)	(38.8%)
Direct Labor	(30.0)	(56.1)	(46.5%)
Food	(21.7)	(44.4)	(51.2%)
Others	(8.4)	(13.3)	(36.6%)
Fuel and Automotive Accessories	(35.8)	(49.3)	(27.3%)
Depreciation & Amortization	(8.6)	(7.8)	11.4%
Gross Profit	(14.7)	45.5	(132.4%)
Operating Expenses <sup>1</sup>	(58.5)	(50.4)	16.1%
Selling and Operating	(19.9)	(13.9)	42.8%
Rents of Stores	(2.9)	(8.2)	(64.6%)
Depreciation & Amortization	(18.1)	(14.1)	28.3%
General & Administative Others <sup>2</sup>	(17.5)	(14.1)	24.1%
Store Pre-Openings	(0.8)	0.5	(253.0%)
EBIT	(74.0)	(4.3)	1608.6%
(+) Depreciation & Amortization	26.8	21.9	22.3%
EBITDA	(47.2)	17.6	(368.7%)
(+) Store Pre-Openings	0.8	(0.5)	(253.0%)
Adjusted EBITDA	(46.4)	17.0	(372.3%)
Expansion Capex	8.4	9.5	(11.5%)
Maintenance Capex	0.6	0.6	0.0%
Total Capex	9.0	10.1	(10.9%)
Adjusted Operating Inc Maintenance Capex <sup>3</sup>	(47.0)	16.5	(384.9%)

# Brazil – Frango Assado



(in R\$ million)	2Q20	2Q19	YoY
Net Revenue	55.3	115.3	-52.1%
Restaurants & Others	16.7	55.3	-69.8%
Gas Stations	38.6	60.0	-35.7%
Cost of Sales and Services	(61.9)	(97.3)	-36.4%
Direct Labor	(13.7)	(22.1)	-38.1%
Food	(8.4)	(17.1)	-51.1%
Others	(3.5)	(5.5)	-36.4%
Fuel and Automotive Accessories	(31.8)	(49.3)	-35.4%
Depreciation & Amortization	(4.6)	(3.4)	34.8%
Gross Profit	(6.6)	18.0	-136.9%
Operating Expenses <sup>1</sup>	(7.4)	(9.9)	-25.0%
Selling and Operating	(4.7)	(5.1)	-8.4%
Rents of Stores	(0.4)	(2.1)	-79.5%
Depreciation & Amortization	(0.4)	(2.7)	-14.1%
J.V. Investment Amortization	(2.3)	(2.7)	0.0%
Equity income result	0.0	0.0	0.0%
Other revenues (expenses) <sup>2</sup>	0.0	0.0	0%
General & Administative <sup>2</sup>	0.0	0.0	0.0%
Store Pre-Openings	0.0	0.8	-100.0%
EBIT	(14.1)	8.9	-258.5%
(+) Depreciation & Amortization	6.9	6.1	13.1%
EBITDA	(7.2)	15.0	-148.1%
(+) Store Pre-Openings	0.0	(0.8)	-100.0%
Adjusted Operating Income	(7.2)	14.2	-150.7%
Expansion Capex	2.1	2.4	-11.1%
Maintenance Capex	0.1	2.6	-95.9%
Total Capex	2.2	4.9	-55.2%
Adjusted Operating Inc Maintenance Capex <sup>2</sup>	(7.3)	11.6	-79.0%

# Brazil – Airports



(in R\$ million)	2Q20	2Q19	YoY
Net Revenue	3.1	49.2	-93.7%
Restaurants & Others	3.1	49.2	-93.7%
Gas Stations			
	()	(0.4.4)	
Cost of Sales and Services	(7.7)	(34.1)	-77.5%
Direct Labor	(4.5)	(16.9)	-73.5%
Food	(0.6)	(12.1)	-94.9%
Others	(1.2)	(3.2)	-63.8%
Depreciation & Amortization	(1.4)	(1.8)	-24.0%
Gross Profit	(4.5)	15.2	-129.9%
Operating Expenses <sup>1</sup>	(13.0)	(13.9)	-6.6%
Selling and Operating	(2.2)	(4.3)	-49.1%
Rents of Stores	(0.3)	(1.6)	-78.9%
Depreciation & Amortization	(10.4)	(8.0)	30.5%
J.V. Investment Amortization	0.0	0.0	0.0%
Equity income result	0.0	0.0	0.0%
Other revenues (expenses) <sup>2</sup>	0.0	0.0	0%
General & Administative <sup>2</sup>	0.0	0.0	0.0%
Store Pre-Openings	0.0	(0.1)	na
EBIT	(17.5)	1.2	-1594.4%
(+) Depreciation & Amortization	11.8	9.8	20.3%
EBITDA	(5.7)	11.0	-151.5%
Store Pre-Openings	(0.0)	0.1	na
	()		
Adjusted Operating Income <sup>1</sup>	(5.7)	11.1	-151.1%
Expansion Capex	0.1	1.1	-87.0%
Maintenance Capex	0.3	0.4	-29.0%
Total Capex	0.5	1.6	-71.0%
Adjusted Operating Inc Maintenance Capex <sup>2</sup>	(6.0)	10.7	9.4%

# Brazil - Pizza Hut, KFC and Others<sup>1</sup>



(in R\$ million)	2Q20	2Q19	YoY
Not Doverse	04 E	54.0	20.20/
Net Revenue	31.5	51.8	-39.3%
Restaurants & Others	6.1	51.8	-88.2%
Pizza Hut and KFC	25.4	0.0	0.0%
Cost of Sales and Services	(35.0)	(39.5)	-11.3%
Direct Labor	(11.9)	(17.1)	-30.6%
Food	(12.7)	(15.2)	-16.7%
Others	(3.8)	(4.6)	-18.1%
Royalties Costs	(4.0)	0.0	0.0%
Depreciation & Amortization	(2.7)	(2.6)	5.8%
Gross Profit	(3.6)	12.3	-128.9%
2	1 <b>1</b>		
Operating Expenses <sup>2</sup>	(20.5)	(12.5)	64.9%
Selling and Operating	(13.0)	(4.5)	188.6%
Rents of Stores	(2.1)	(4.5)	-52.7%
Depreciation & Amortization	(5.4)	(3.4)	56.4%
J.V. Investment Amortization	0.0	0.0	0.0%
Equity income result	0.0	0.0	0.0%
Other revenues (expenses) <sup>3</sup>	0.0	0.0	0%
General & Administative <sup>3</sup>	0.0	0.0	0.0%
Store Pre-Openings	(0.8)	(0.1)	513.5%
EBIT	(24.9)	(0.2)	9965.3%
(+) Depreciation & Amortization	8.1	6.0	34.8%
EBITDA	(16.8)	5.7	-393.0%
Store Pre-Openings	0.8	0.1	513.5%
Adjusted Operating Income	(16.0)	5.9	-372.3%
Expansion Capex	6.1	6.0	2.7%
Maintenance Capex	0.1	1.2	-88.6%
Total Capex	6.3	7.2	-13.0%
Adjusted Operating Inc Maintenance Capex <sup>3</sup>	(16.2)	4.6	-51.0%

<sup>1</sup> Others: Viena, Olive Garden and Batata Inglesa; <sup>2</sup> Before of items specials and store pre-opening expenses; <sup>3</sup> Capex Man. Vs. Op. Res.



(in R\$ million)	2Q20	2Q19	YoY
Net Revenue	56.4	138.7	-59.3%
Restaurants & Others	56.4	138.7	-59.3%
Gas Stations	0.0	0.0	0.0%
Cost of Sales and Services	(26.9)	(79.1)	-66.0%
Direct Labor	(6.5)	(40.9)	-84.2%
Food	(11.5)	(26.9)	-57.3%
Others	(3.8)	(7.6)	-49.5%
Fuel and Automotive Accessories	0.0	0.0	0.0%
Depreciation & Amortization	(5.1)	(3.7)	39.0%
Gross Profit	29.5	59.6	-50.5%
Operating Expenses <sup>1</sup>	(22.4)	(42.4)	-47.2%
Selling and Operating	(13.9)	(25.6)	-45.7%
Rents of Stores	9.2	(10.9)	-184.0%
Depreciation & Amortization	(6.1)	(4.3)	40.1%
J.V. Investment Amortization	(0.7)	(0.6)	17.4%
Equity income result	(5.1)	4.1	-224.2%
General & Administative and Othes	(5.7)	(5.0)	14.0%
Store Pre-Openings	(0.2)	(0.0)	1455.5%
EBIT	7.0	17.2	-59.5%
(+) Depreciation & Amortization	11.9	8.6	38.0%
Resultado Operacional	19.1	25.8	-26.2%
Store Pre-Openings	(0.2)	(0.0)	1455.5%
Margen EBITDA (%)	33.8%	18.6%	15.2p.p.
Operating Income	18.9	25.8	-26.9%
Margen EBITDA (%)	33.5%	18.6%	14.8p.p.
EBITDA	18.9	25.8	-26.9%
(+) Store Pre-Openings	0.2	0.0	104.2%
Adjusted EBITDA	19.1	25.8	-26.2%
Expansion Capex	7.6	0.9	703.8%
Maintenance Capex	(0.6)	2.5	-126.0%
Total Capex	7.0	3.4	104.2%
Adjusted Operating Inc Maintenance Capex <sup>2</sup>	19.7	23.4	-15.7%

# Caribbean



(in R\$ million)	2Q20	2Q19	YoY	2Q20 <sup>2</sup>	YoY <sup>2</sup>
Net Revenue	4.3	46.8	-90.8%	3.4	-92.8%
Restaurants & Others	4.3	46.8	-90.8%	3.4	-92.8%
Cost of Sales and Services	(4.2)	(21.8)	-80.9%	(3.3)	-84.9%
Direct Labor	(2.0)	(8.3)	-75.4%	(1.6)	-80.3%
Food	(1.6)	(12.5)	-87.6%	(1.2)	-90.4%
Others	0.2	(0.2)	-181.7%	0.2	-170.7%
Depreciation & Amortization	(0.7)	(0.7)	0.7%	(0.6)	-15.8%
Gross Profit	0.1	25.0	-99.5%	0.1	-99.7%
Operating Expenses <sup>1</sup>	(7.0)	(14.8)	-52.5%	(5.6)	-62.3%
Selling and Operating	(3.3)	(6.5)	-49.5%	(2.6)	-60.0%
Rents of Stores	3.8	(1.4)	-371.0%	2.8	-301.1%
Depreciation & Amortization	(6.5)	(5.5)	16.9%	(4.9)	-11.3%
General & Administative and Others	(1.1)	(1.4)	-22.6%	(0.9)	-35.9%
Store Pre-Openings	(0.0)	(0.1)	-84.4%	0.0	-100.0%
EBIT	(6.9)	10.1	-168.5%	(5.5)	-154.6%
(+) Depreciation & Amortization	7.2	6.3	15.0%	5.5	-11.9%
EBITDA	0.3	16.4	-98.3%	0.0	-99.9%
(+) Store Pre-Openings	0.0	0.1	-84.4%	0.0	-100.0%
Adjusted EBITDA	0.3	16.5	-98.2%	0.0	-99.9%
Expansion Capex	0.4	0.0	2724.0%	0.3	2111.7%
Maintenance Capex	0.1	1.5	-96.5%	0.0	-97.2%
Total Capex	0.4	1.5	-71.8%	0.3	-77.9%
Adjusted Operating Inc Maintenance Capex <sup>3</sup>	0.3	15.0	-98.3%	(0.0)	-100.2%