



Q3 2017 Results Announcement

November 8th, 2017

Telepizza continues double digit chain sales growth in Q3 2017

- **Both Spain (+8,6%) and international markets (+14,5% in constant currency) have performed well in this period, in line with the company's strategic plan**
- **59 new stores were opened in the first nine months of 2017, totaling 1,448 establishments worldwide**

Madrid, November 8th 2017.- The Telepizza Group, the leading non-US based pizza delivery company by number of stores, has announced its third quarter 2017 results, with an increase in chain sales of more than 10%, following the growing trend of the last quarters and accomplishing the goals established in the company's strategic plan.

Especially relevant has been the performance of the Spanish market (+8,6%) as well as the core international markets (+14,5% in constant currency). Also, EBITDA has increased by 3% during this period.

Regarding the openings of stores, 59 new establishments have been inaugurated in the first nine months of 2017. 52 of them belong to core geographies. Telepizza operates 1,448 stores worldwide, including 461 owned stores and 987 franchised and master franchised stores.

"We are facing a new quarter of growth that consolidates Telepizza's strong performance during the last periods", declares Pablo Juantegui, President and CEO of Telepizza. "Our strategic plan strengthens every day and we feel very proud. The efforts and hard work of the people who work for this company are achieving great results. The Q3 figures position Telepizza well for the end of the year to begin 2018 full of optimism".

Telepizza Group:

We are the largest non-U.S.-based pizza delivery company in the world by number of stores. Headquartered in Madrid, Spain, Telepizza operates in more than 20 countries through a network of own stores, franchisees and master franchisees, with 1,448 stores globally, including 461 own stores (32%) and 987 franchised and master franchised stores (68%) as of 30 September, 2017.

Including our U.S.-based competitors, we are the fourth largest global player in pizza delivery in terms of number of stores. We are the market leader in our core markets by number of stores (number one in Spain, Portugal, Chile and Colombia and number two in Poland).



The total sales within our network, including own stores, franchisees and master franchisees, are recorded as chain sales, which amounted to €554 million in the twelve months ended 30 September 2017.

Telepizza listed on the Barcelona, Bilbao, Madrid and Valencia stock exchanges with its shares starting trading on 27 April 2016. The total number of shares is 100,720,679.

www.telepizza.com



Webcast

The company will host a webcast and conference call day at 18:00 CET (17:00 GMT). Use the link below to access the connection details:

<https://event.onlineseminarsolutions.com/eventRegistration/EventLobbyServlet?target=registration.jsp&eventid=1542220&sessionid=1&key=C23DDCB8874AB7CF7376920A3D31D83D&sourcepage=register>

Should you want to dial-in by telephone, the dial-in numbers are shown below:

Spain: +34 914142021

Spain (toll free): 800300988

UK: +44 (0) 2030432440

US: +1 6467224907

All these numbers must be followed by the pin code below:

67645760#

For further information:

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Group's situation and business performance

€ m (unless otherwise stated)	Q3 2017	Q3 2016	% change
Group chain sales	139.0	126.3	10.1%
Core Geographies ¹ chain sales	131.0	119.0	10.1%
Core Geographies¹ constant currency sales growth (%)			10.5%
Core Geographies ¹ LFL sales growth (%)			<u>5.3%</u>
Spain chain sales	87.0	80.1	8.6%
LfL sales growth (%)			<u>5.9%</u>
International chain sales	52.0	46.2	12.7%
Core International ¹ chain sales	44.0	39.0	13.0%
Core International¹ constant currency sales growth (%)			14.5%
Core International ¹ LFL sales growth (%)			<u>4.3%</u>
Revenue	87.8	83.1	5.7%
Constant currency revenue growth (%)			6.3%
Group Underlying EBITDA²	15.6	15.1	3.1%

1. Excluding Master Franchises
2. Adjusted for €32 million of IPO related costs in 2016



€m (unless otherwise stated)	9M 2017	9M 2016	% change
Total revenues	267.8	248.7	7.7%
Underlying EBITDA	50.3	51.1	-1.6%
<i>Depreciation (excl. PPA amortisation)</i>	-9.1	-8.7	5.0%
EBITA	41.2	42.4	-2.9%
<i>IPO costs</i>	0.0	-32.0	n.m.
<i>PPA amortisation</i>	-4.4	-4.4	0.0%
<i>Net financial expense</i>	-6.2	-19.1	-67.4%
<i>Other¹</i>	-0.6	-0.2	n.m.
<i>Income tax</i>	-8.5	1.0	n.m.
<i>Minority interest</i>	0.1	0.0	n.m.
Results for the period	21.6	-12.4	n.m.

1. Includes impairments and losses on sale of PP&E