

Strong Q3 performance supports positive outlook

BLACKBURN, UK: November 30, 2021 – EG Group is pleased to announce a trading update for the third quarter of 2021, representing the three months to September 30, 2021.

Q3 performance highlights

- Group EBITDA for Q3 2021 of \$428m increased by \$48m from Q2 2021 and, as expected, declined by \$48m from Q3 2020, which was a record-breaking EBITDA performance following the easing of Covid-19 restrictions. Notwithstanding this, the EBITDA for Q3 2021 was the second highest quarterly EBITDA recorded by the Group
- Foodservice operations showed significant strength, with gross profit increasing by 46% year-on-year and 36% on a like-for-like basis, supported by continued customer demand for “to go” and “delivery” offerings, as well as the ongoing pipeline of Foodservice outlet openings across the Group
- Grocery & Merchandise sales continued to be resilient with increases seen across most regions as travel increased
- Fuel gross profit remained flat year-on-year, with a decrease of 0.5%, with most regions seeing decreases except the UK, where Fuel gross profit increased largely due to more staycation travel in the summer
- During Q3, EG Group completed the acquisition of 100% of the shares in Amsric Food Limited, adding 52 KFC restaurants and establishing EG’s position as the largest franchisee in Western Europe for the KFC brand
- Following the quarter end, EG Group announced number of important strategic acquisitions, including CS Food Group Holdings Limited (“Cooplunds”), the UK’s second largest bakery chain, and Sprint Food Stores, an operator of 34 company operated convenience stores in South Carolina and Georgia, USA
- Continued investment in Foodservice, including in the digital platform, self-service kiosks and the expansion of the LEON brand through the introduction of smaller formats and drive-thru sites – the first of which opened in Leeds, UK, in November
- The strategic alliance between EG and the UK supermarket, Asda – which is mutually beneficial and creates significant value for both organisations – is progressing well with a number of new openings in the period. Commercial initiatives include the rollout of the Asda On the Move convenience store proposition across EG’s forecourt sites, and EG introducing Foodservice at Asda locations

Q3 financial summary

\$m	Q3			YTD		
	2020	2021	Var (%)	2020	2021	Var (%)
Total revenue	5,962	7,176	+20.4%	16,125	19,419	+20.4%
Group EBITDA	476	428	(10.2)%	1,022	1,073	+5.0%
Grocery & Merchandise gross profit	374	376	+0.6%	960	1,021	+6.3%
Foodservice gross profit	112	164	+46.4%	201	428	+112.9%
Fuel gross profit	513	511	(0.5)%	1,380	1,404	+1.7%
<i>Total revenue LFL</i>	<i>5,962</i>	<i>7,159</i>	<i>+20.1%</i>	<i>16,125</i>	<i>19,325</i>	<i>+19.8%</i>
<i>Group EBITDA LFL</i>	<i>476</i>	<i>427</i>	<i>(10.4)%</i>	<i>1,022</i>	<i>1,063</i>	<i>+4.0%</i>
<i>Grocery & Merchandise gross profit LFL</i>	<i>374</i>	<i>376</i>	<i>+0.6%</i>	<i>960</i>	<i>1,021</i>	<i>+6.3%</i>
<i>Foodservice gross profit LFL</i>	<i>112</i>	<i>153</i>	<i>+36.1%</i>	<i>201</i>	<i>371</i>	<i>+84.8%</i>
<i>Fuel gross profit LFL</i>	<i>513</i>	<i>511</i>	<i>(0.5)%</i>	<i>1,380</i>	<i>1,404</i>	<i>+1.7%</i>

\$m	Jun-21	Sep-21	Var (%)	Jun-21	Sep-21	Var (%)
Net Debt	9,105	8,953	+1.7%	9,105	8,953	+1.7%
Liquidity headroom	1,709	1,675	(2.0)%	1,709	1,675	(2.0)%

Governance and leadership update

- Michael Hughes, our Chief Strategy Officer, is leaving EG Group to become Chief Executive of a private company outside of the sector. Michael will stay on with EG until the end of the year to ensure a smooth transition. EG intends to make a new senior hire, to maintain the strength and depth of our leadership team, who will focus on our sustainable mobility strategy and will be supported by the existing management team including Amina Batool, who recently joined us from Kingfisher plc, as head of ESG and Sustainability

Group financial position

- Net leverage at September 2021 of 6.1x, compared with 6.0x in June 2021
- As a consequence of the termination of the agreement to acquire the Asda Forecourt Business, on October 26, 2021 the Group completed the redemption of the £675m (\$953m) 6.25% Senior Secured Notes due 2026 issued on February 26, 2021
- On November 16, 2021 the Group signed a £220m (\$295m) bridge facility to fund the recent acquisitions in the UK. This facility is currently undrawn

M&A update

- During Q3, EG Group completed the acquisition of 100% of the shares in Amsric Food Limited, adding 52 KFC restaurants and establishing EG's position as the largest franchisee in Western Europe for the KFC brand
- Following the quarter end, EG Group announced a number of important strategic acquisitions
- On October 2, 2021 EG Group completed on the acquisition of CS Food Group Holdings Limited ("Cooplunds"), the UK's second largest bakery chain
- On November 3, 2021 EG Group announced the acquisition of Sprint Food Stores, an operator of a portfolio of 34 high quality, company-operated convenience stores in South Carolina and Georgia, expanding EG's USA operations to two additional states and almost 1,750 sites across the USA
- The completion of the OMV transaction remains subject to regulatory approval, which is now expected to take place during H1 2022
- On October 18, 2021, following several changes to the financial evaluation of the proposed acquisition of the Asda Forecourts Business, EG and Asda decided they will no longer proceed with the Transaction

Zuber Issa CBE and Mohsin Issa CBE, co-founders and co-CEOs of EG Group, commented:

"We are pleased with the progress of the business over the past quarter. While all parts of EG Group made a good contribution, Foodservice was the stand-out performer during the quarter, driven by strong customer demand for delivery, click and collect and the overall quality, range and locations of our Foodservice outlets. Against a record-breaking comparative period last year, this quarter's results are in-line with expectations and further validate EG Group's vision of delivering a modern and compelling retail experience, to support our global growth strategy.

"During the quarter and after the period ended, we completed a number of strategically important M&A transactions, including the acquisition of Cooplands, the UK's second biggest bakery chain. This represents the second Foodservice business we have acquired outright, following on from the acquisition of LEON. We are excited by the quality of the business and the potential growth opportunities to expand our Foodservice network across the UK. We also succeeded in further strengthening our business in the US, with the acquisition of 34 new fuel and convenience store locations, which expands our presence to 33 states across America. Together these deals significantly enhance the quality and scale of our foodservice portfolio, complementing our wider fuel business.

"The start of the Q4 period has been characterised by ongoing macro-uncertainty, with some of our international markets facing renewed lockdown restrictions. Nevertheless, our business has demonstrated its resilience during the pandemic period, with customers continuing to make essential journeys, holidaying at home more often and showing increasing demand for food

delivery, convenient local shops, click and collect, delivery and food-to-go services. With the combination of our proprietary brands, LEON and Cooplands, and our strategic partnerships with some of the world's most popular brands, we are well-placed to make further progress in the final quarter of the year."

- ENDS -

About EG Group

Founded in 2001 by the Issa Family, United Kingdom-based EG Group is a leading petrol forecourt retail convenience operator which has established partnerships with global brands. The business has an established pedigree of delivering an excellent fuel, grocery and merchandise, and food service.

EG Group currently employs about 50,000 colleagues working in more than 6,200 sites across the UK&I, Europe, USA and Australia.

The business is regularly recognized for innovation and investment in convenience retail assets, the employees and the systems. Zuber Issa and Mohsin Issa, Founders and co- CEOs, EG Group, were jointly named the 2018 EY Entrepreneur of the Year in the UK.

Further information at www.eg.group

Forward looking statements

Certain statements contained in this release are forward looking statements, and may discuss our future plans or our expectations regarding our business performance.

Forward looking statements are not guarantees of future business performance or that future events will occur, and inherently involve certain risks, uncertainties and assumptions which are difficult to predict and outside of the control of management. Therefore, actual outcomes and results may differ materially from what is expressed in any forward-looking statements, and we cannot assure you that the results or developments expressed in these statements will be realized or even if realized, will have the expected consequences to, or effects on, us or our business, prospects, financial condition, results of operations or cash flows.

You should not place undue reliance on these forward looking statements, which speak only as of the date of this release. Other than as may be required under applicable law, we disclaim any obligation or undertaking to disseminate any updates or revisions to any forward looking statement to reflect events or circumstances after the date on which such statement is made, or to reflect the occurrence of unanticipated events.

For further information please contact:

Finsbury Glover Hering

Rollo Head: 07768 994987

Jenny Davey: 07901 513610

James Thompson: 07947 79695

EGGroup-LON@finsbury.com

EG Group

Daniela Carette, Director of Corporate Finance and Investor Relations

ir@eg.group