



COMPARABLE SALES GROWTH OF 10.3% AND NET RESTAURANT GROWTH OF 111 DURING LAST 12 MONTHS BOOST ADJUSTED EBITDA GROWTH OF 47.2% IN 1Q18

Barueri, May 10, 2018 – BK Brasil Operação e Assessoria a Restaurantes S.A. (B3: BKBR3), the master-franchisee of the Burger King Corporation and Popeyes Louisiana Kitchen for Brazil, announces today its results for the first quarter of 2018. The Company's consolidated quarterly financial information is presented in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and with the accounting practices adopted in Brazil. Non-financial and non-accounting data were not revised by the independent auditors.

HIGHLIGHTS

1Q18 Earnings Release

Conference Call & Webcast

Friday, May 11, 2018

In Portuguese, simultaneously translated into English

Time: 11:30 a.m. (BRT); 10:30 a.m. (US ET)

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Performance in 1Q18 vs. 1Q17:

- **Net Operating Revenue** of R\$483 million in 1Q18, representing growth of 23.8% compared to 1Q17;
- **Comparable sales growth in same restaurants** of 10.3% in 1Q18;
- **Adjusted EBITDA¹** of R\$36 million in 1Q18, increasing 47.2% compared to 1Q17, reflecting the solid revenue growth and operating leverage;
- **Adjusted EBITDA margin** expanded to 7.5%, from 6.3% in 1Q17;
- **Net Income** of R\$9 million in 1Q18, compared to the net loss of R\$20 million in 1Q17, explained by the significant improvement in operating result and the stronger net financial result;
- **Total of 13 restaurants opened** in 1Q18, representing a net increase of 111 units during last 12 months, bringing the total system to 709 restaurants in 1Q18;
- **BK Brasil and Popeyes Louisiana Kitchen** announced the signing of a Master Franchise and Development Agreement (MFDA) and a Company Franchise Agreement (CFA), which include the opening of more than 300 restaurants 10 years.

Financial highlights - R\$ Million (consolidated)	1Q18	1Q17	Var.	4Q17	Var.
Net operating revenue	482.5	389.9	23.8%	522.5	-7.7%
Adjusted EBITDA ¹	36.4	24.7	47.2%	83.3	-56.3%
% of net operating revenue	7.5%	6.3%	120bps	15.9%	-840bps
Net income	8.8	(20.0)	-	21.8	-59.6%
Gross debt	458.3	577.0	-20.6%	485.7	-5.6%
Net debt	(635.9)	363.3	-	(706.3)	-10.0%
Shareholders' equity	1,625.2	520.3	212.3%	1,617.2	0.5%

Operational Highlights	1Q18	1Q17	Var.	4Q17	Var.
# of restaurants	709	598	111	697	12
Owned restaurants					
# Owned restaurants beginning of period	526	480	46	492	34
Restaurant openings	5	2	3	42	(37)
Restaurant closings	(1)	(9)	8	0	(1)
Acquisition / sale of restaurant businesses	(2)	0	(2)	(8)	6
# Owned restaurants end of period	528	473	55	526	2
Franchisees restaurants					
# Franchisees restaurants beginning of period	171	121	50	136	35
Restaurant openings	8	4	4	27	(19)
Restaurant closings	0	0	0	0	0
Acquisition / sale of restaurant businesses	2	0	2	8	(6)
# Franchisees restaurants end of period	181	125	56	171	10
Comparable sales growth in same restaurants (SSS)	10.3%	11.3%	-100bps	16.2%	-590bps

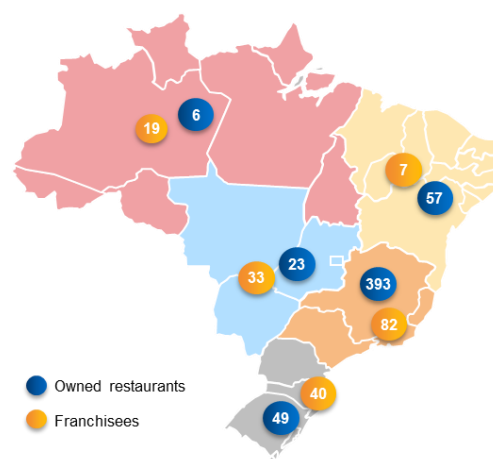
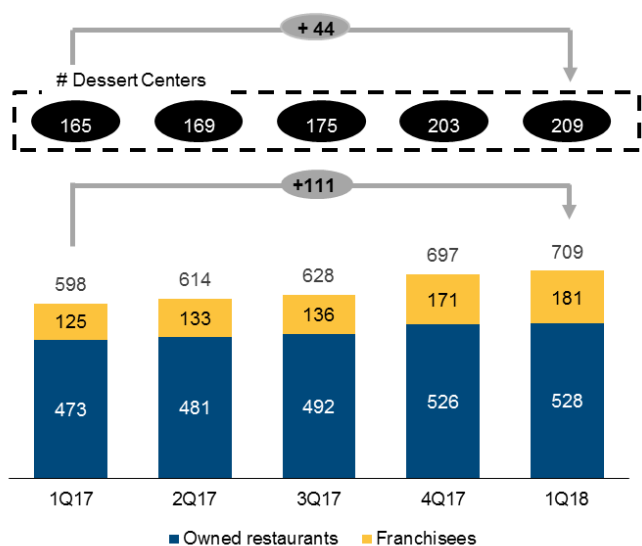
¹ Adjusted EBITDA is a non-accounting measure adopted by the Company, which corresponds to EBITDA adjusted by pre-operating expenses, expenses with mergers and acquisitions, and other expenses, which the Company's Management believes are not part of the normal course of business and/or distort any analysis of the Company's operating performance, including: (i) write-off of property and equipment (damages, obsolescence, gain (loss) from asset divestment and impairment); and (ii) costs with the stock option plan.

OPERATING AND FINANCIAL PERFORMANCE

Restaurant expansion

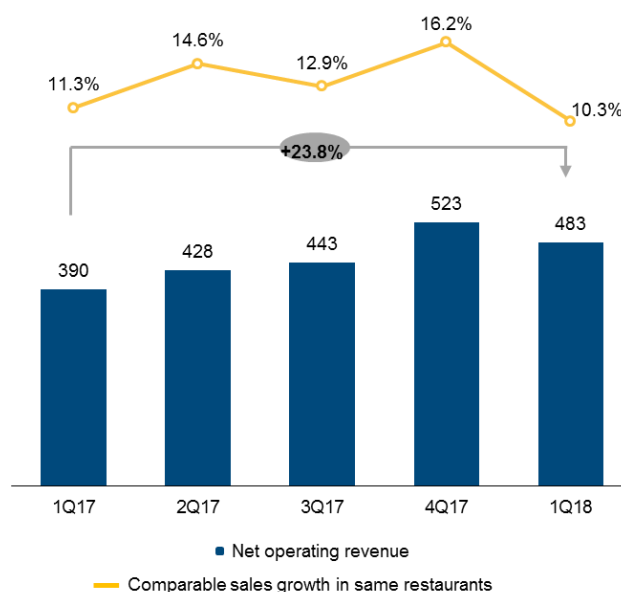
During 1Q18, BURGER KING® opened 13 new restaurants, of which 5 were company-owned restaurants and 8 were franchisees. Considering only restaurants operated by BK Brasil, net of sale of restaurant businesses (2 restaurants) and closures (1 restaurant), the Company ended the first quarter with 528 company-owned restaurants, representing an increase of 55 restaurants from 1Q17. In terms of franchised restaurants, BURGER KING® ended 1Q18 with 181 restaurants. As a result, the BURGER KING® system ended the first quarter of 2018 with a total of 709 restaurants in operation nationwide, which represents an increase of 111 restaurants in relation to 1Q17.

In April 2018, BK Brasil announced the conclusion of the acquisition of the franchisees King Food Comércio de Alimentos S.A., Good Food Comércio de Alimentos S.A. and Fast Burger Comércio de Alimentos S.A., which jointly own 51 restaurants in the BURGER KING® system. The acquisition price was approximately R\$393.1 million, still subject to adjustments, and the transaction will be reflected in the full results for 2Q18.



Net operating revenue

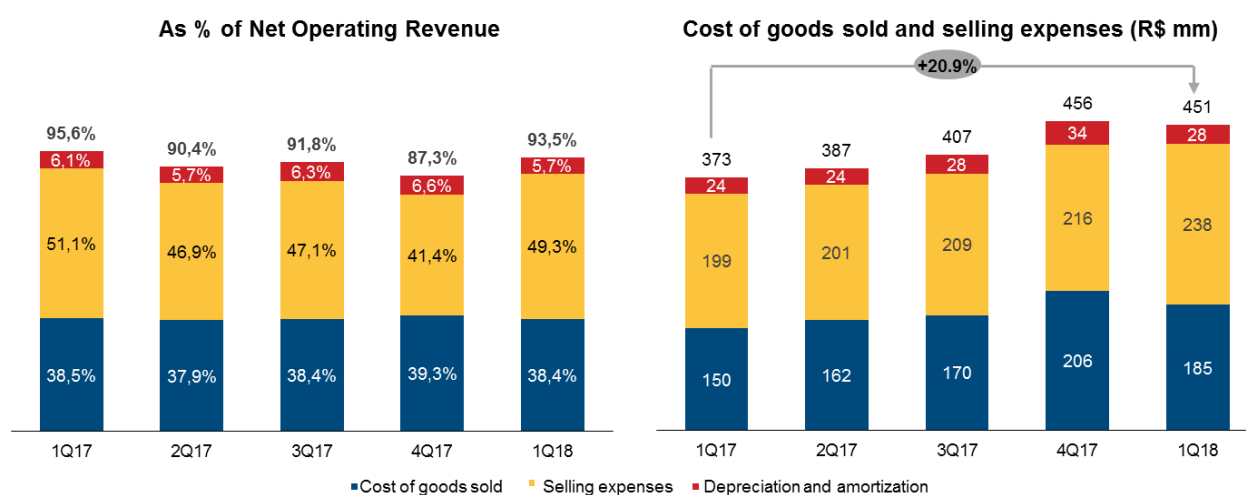
In 1Q18, BK Brasil posted net operating revenue of R\$483 million, which represents a growth of 23.8% versus 1Q17. Apart from the opening of new restaurants and the maturation of units opened in the last 12 months, this result reflected the 10.3% growth in comparable sales in same restaurants in 1Q18 compared to a significant growth of 11.3% in 1Q17. Revenue growth was driven by the good performance of premium products, the strong performance of restaurants opened in 2016 and the ongoing consolidation of the brand and of customer service quality.



Cost of goods sold and selling expenses

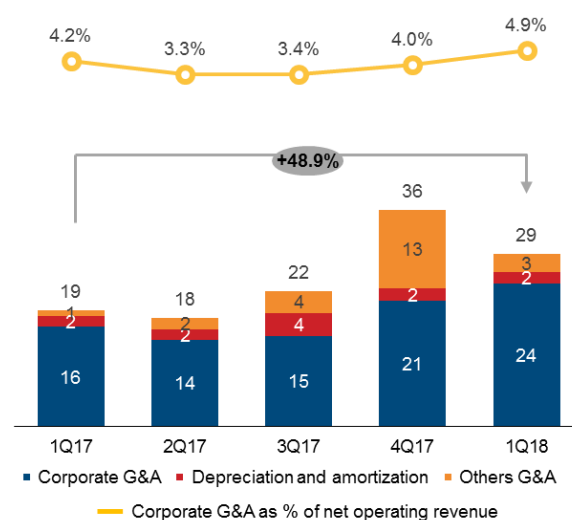
In 1Q18, total restaurant expenses, including cost of goods sold and selling expenses at restaurants, were R\$451 million, corresponding to 93.5% of net operating revenue, an improvement of 210 bps from 1Q17.

Also in 1Q18, cost of goods sold represented 38.4% of net operating revenue, an improvement of 10 bps compared to 1Q17, reflecting the higher efficiency of the marketing campaigns launched in 2018, which seek to boost profitability and customer traffic and should support margin expansion over the course of the year. Furthermore, as a ratio of net operating revenue, selling expenses at restaurants (excluding depreciation and amortization) stood at 49.3%, down 180 bps from 1Q17, reflecting the Company's operating leverage, with improvements primarily in personnel expenses, due to higher productivity and to wage adjustments lagging comparable sales growth in same restaurants, and in other restaurant expenses, as a ratio of net operating revenue.



Total general and administrative expenses

As a percentage of net operating revenue, corporate general and administrative (G&A) expenses stood at 4.9% in 1Q18, increasing 70 bps compared to 1Q17 mainly due to higher expenses with provisioning for litigations and third-party expenses, related to the timing change of the Company's national convention and regulatory costs linked to the IPO. Corporate expenses amounted to R\$24 million in 1Q18, compared to R\$16 million in 1Q17. Total G&A expenses were R\$29 million, increasing 48.9% from 1Q17. The increase was due to higher corporate expenses, as explained, and expenses with stock option plans granted in July 2017.





Adjusted EBITDA²

In 1Q18, adjusted EBITDA posted a strong growth of 47.2% to R\$36 million, compared to R\$25 million in 1Q17. The increase in adjusted EBITDA is explained by the growth in net operating revenue, which was driven by the opening of restaurants, the strong comparable sales growth in same restaurants and the constant focus on cost control. Adjusted EBITDA margin expanded from 6.3% in 1Q17 to 7.5% in 1Q18, due to the company's significant operating leverage, which supported the higher dilution of fixed costs at restaurants.

EBITDA - R\$ Million	1Q18	1Q17	Var.%	4Q17	Var.%
Income (Loss) for the period	8.8	(20.0)	-	21.8	-59.6%
(+) Financial income (loss)	(8.0)	15.8	-	7.2	-
(+) Depreciation and amortization	29.6	25.4	16.4%	36.4	-18.7%
(+/-) Income tax and social contribution	2.1	1.9	5.9%	1.6	27.3%
EBITDA	32.5	23.2	39.8%	67.0	-51.6%
<i>EBITDA Margin</i>	<i>6.7%</i>	<i>6.0%</i>	<i>70bps</i>	<i>12.8%</i>	<i>-610bps</i>
(+) Others expenses*	1.1	0.6	81.7%	9.4	-
(+) Cost of stock option plan	1.1	0.0	-	2.9	-61.7%
(+) Merge and acquisition expenses	0.9	0.4	117.6%	0.7	30.3%
(+) Pre-operating expenses	0.9	0.5	65.1%	3.3	-72.8%
Adjusted EBITDA²	36.4	24.7	47.2%	83.3	-56.3%
<i>Adjusted EBITDA Margin</i>	<i>7.5%</i>	<i>6.3%</i>	<i>120bps</i>	<i>15.9%</i>	<i>-840bps</i>

* Include write-off of property and equipment (damages, obsolescence, gain (loss) from asset divestment and impairment).

Net Income

Net income grew substantially to R\$9 million in 1Q18, compared to the net loss of R\$20 million in 1Q17, reflecting the Company's solid revenue generation and strong operating leverage, the high profitability of the existing restaurant portfolio, especially in the most recent vintages, and the better financial result given the lower interest rates in the period and higher Company's cash position.

Total debt

At the end of March 2018, the Company's gross debt was R\$458 million, down 20.6% from R\$577 million at the end of March 2017. The total cash balance stood at R\$1,094 million, an increase of 411.9% from R\$214 million at the end of 1Q17, due to the proceeds from the IPO held in December 2017. Consequently, in March 2018, the Company had a net cash position of R\$636 million, compared to a net debt of R\$363 million at the end of March 2017.

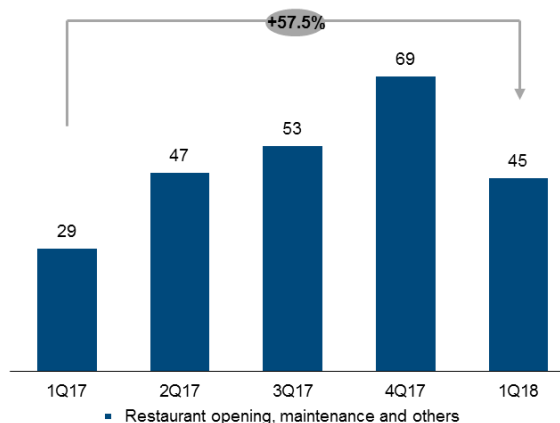
Net debt - R\$ Million	Mar/18	Mar/17	Var.%	Dec/17	Var.%
Loans and financings	458.3	577.0	-20.6%	485.7	-5.6%
Current	303.6	133.7	127.2%	210.0	44.6%
Non-current	154.7	443.4	-65.1%	275.7	-43.9%
Cash and cash equivalents and marketable securities	1,094.2	213.8	411.9%	1,192.0	-8.2%
Cash and cash equivalents and marketable securities (current)	1,081.0	203.2	431.9%	1,178.7	-8.3%
Marketable securities (non-current)	13.3	10.5	25.8%	13.3	-0.2%
Net debt	(635.9)	363.3	-	(706.3)	-
Adjusted EBITDA	222.4	139.6	59.3%	210.7	5.5%
<i>Net debt/ Total Adjusted EBITDA (12 M)</i>	<i>(2.9x)</i>	<i>2.6x</i>	-	<i>(3.4x)</i>	<i>0.5x</i>

² Adjusted EBITDA is a non-accounting measure adopted by the Company, which corresponds to the EBITDA as adjusted by preoperating expenses, expenses from acquisitions and mergers and other expenses, which the Company's Management believes are not part of the normal course of business and/or hinder the analysis of the Company's performance, including: (i) write-off of property and equipment (damages, obsolescence, gain (loss) from asset divestment and impairment); and (ii) costs with the stock option plan.



CAPEX

In 1Q18, the total CAPEX of the Company was R\$45 million, up 57.5% from 1Q17. CAPEX in the quarter was mainly related to the opening of new restaurants and dessert centers, as well as the maintenance and remodeling of restaurants.



Operating cash flow

In 1Q18, operating cash flow was R\$34 million, representing improvement of R\$35 million from the first quarter of 2017. The improvement was mainly due to the better financial result, given the reduction in the debt balance with the cash generated during the period and the proceeds from the IPO in December, the lower interest rates in the period and the active management of working capital. However, note that operating cash generation in the first quarter is seasonally affected by the lower number of new restaurants opened in the period compared to the fourth quarter, due to the normalization of the balance of accounts payable and the strong sales in December.



CAPITAL MARKETS

Ownership Structure

At March 31, 2018, the stock BKBR3 was quoted at R\$16.00, representing market capitalization of R\$3.6 billion. The Company's ownership structure on said date was as follows:

Shareholders' Structure in 03/31/2018	ON	%
Vinci Capital Partners II B FIP	29,535,393	13.3%
BKC - Burger King Corporation	22,442,100	10.1%
Temasek - Sommerville Investments BV	18,523,620	8.3%
Capital Group - Montjuic Fundo de Investimento	28,380,817	12.8%
Others	123,396,239	55.5%
Total	222,278,169	100.0%



EVENTS IN THE QUARTER

MFDA between BK Brasil and Popeyes Louisiana Kitchen

On March 20, 2018, the Company and Popeyes Louisiana Kitchen, Inc. announced the execution of a Master Franchise and Development Agreement (MFDA) and a Company Franchise Agreement (CFA). With the execution of the agreements, the Company acquired the exclusive rights to develop and operate restaurants, through owned or franchised operations, under the brand POPEYES® in Brazil for a period of 20 years.

The agreements establish annual targets with a view to gradually accelerating the growth in owned and/or franchised restaurants, which include opening over 300 restaurants in the first 10 years.

The agreements also establish that the Company will be the exclusive service provider of the brand POPEYES® in Brazil, offering marketing, training, monitoring, procurement, audit and other services to the franchised restaurants in Brazil, for which it may charge a service fee from franchisees. Furthermore, the royalties and contribution to the marketing fund were established at levels similar to those applicable to the BURGER KING® brand in Brazil.

Amendments and interpretations of standards

On January 1, 2018, we adopted CPC 47 – Revenue from Contracts with Customers, which is already reflected in the 1Q18 results. The change impacts the recognition of revenues from franchise fee, which were previously recognized fully upon execution of the franchise agreement, and are now recognized in accordance with the period of brand assignment established for the franchisee - 20 years.

SUBSEQUENT EVENTS

Acquisition of Franchisees

On April 2, 2018, the Company announced the conclusion of the acquisition of all shares issued by the franchisees King Food Comércio de Alimentos S.A., Good Food Comércio de Alimentos S.A. and Fast Burger Comércio de Alimentos S.A., which jointly own 51 restaurants of the BURGER KING® system.

The acquisition price is approximately R\$393.1 million, subject to adjustments related to confirmation of the balances of net debt, working capital and EBITDA of the franchisees, which will occur by June 1, 2018.

With the conclusion of yet another acquisition, the Company reinforces its positioning in the fast food market by directly assuming the operations of another 51 restaurants operating under the BURGER KING® brand located in the states of Paraná, Minas Gerais, Goiás, Mato Grosso and Mato Grosso do Sul.

Thereby, BK Brasil totaled 579 company-owned pro-forma restaurants in 1Q18 out of the 709 BURGER KING® units operating in the country.

Annual and Extraordinary Shareholders Meeting

The Annual and Extraordinary Shareholders' Meeting held on April 27, 2018 approved the absorption of accumulated losses, to be deducted from a portion of the balance of the capital reserve.



CONSOLIDATED STATEMENT OF INCOME 1Q18 (R\$ MILLION)

	1Q18	1Q17	Var. %	4Q17	Var.%
Net operating revenue	482.5	389.9	23.8%	522.5	-7.7%
Gross revenue from sales and services	526.6	424.4	24.1%	569.3	-7.5%
Gross revenue deduction	(44.1)	(34.5)	27.8%	(46.7)	-5.7%
Cost of good sold	(185.2)	(150.1)	23.4%	(205.6)	-9.9%
Gross profit	297.3	239.8	24.0%	316.9	-6.2%
Total selling expenses	(265.8)	(222.8)	19.3%	(250.5)	6.1%
Personnel expenses	(89.7)	(76.0)	18.0%	(81.1)	10.6%
Royalties and marketing fund	(45.3)	(37.7)	20.0%	(38.0)	19.0%
Expenses with occupancy and utilities	(64.0)	(53.0)	20.9%	(59.2)	8.2%
Pre-operating expenses	(0.9)	(0.5)	65.1%	(3.3)	-72.8%
Depreciation and amortization	(27.7)	(23.6)	17.3%	(34.3)	-19.0%
Other selling expenses	(38.2)	(31.9)	19.8%	(34.6)	10.3%
Total general and administrative expenses	(28.6)	(19.2)	48.9%	(35.8)	-20.2%
General and administrative expenses	(23.7)	(16.4)	44.2%	(20.7)	14.3%
Depreciation and amortization	(1.9)	(1.8)	4.1%	(2.2)	-13.8%
Expenses with merger and acquisitions	(0.9)	(0.4)	117.6%	(0.7)	30.3%
Gain (loss) from write-off of property, equipment and impairment	(1.1)	(0.8)	35.8%	(9.4)	-88.8%
Gain (loss) on claims	0.0	0.2	-	0.0	-
Cost of stock option plan	(1.1)	0.0	-	(2.9)	-61.7%
Profit (loss) before financial income	2.9	(2.2)	-	30.6	-90.6%
Financial results	8.0	(15.8)	-	(7.2)	-
Financial expenses	(11.6)	(24.0)	-51.7%	(15.1)	-23.0%
Financial income	19.6	8.2	140.0%	7.9	148.6%
Profit (loss) before income tax and social contribution	10.9	(18.1)	-	23.4	-53.7%
Income tax and social contribution	(2.1)	(1.9)	5.9%	(1.6)	27.3%
Current	(1.4)	0.0	-	0.0	-
Deferred	(0.6)	(1.9)	-67.0%	(1.6)	-60.3%
Net income (loss)	8.8	(20.0)	-	21.8	-59.6%



CONSOLIDATED BALANCE SHEET 1Q18 (R\$ MILLION)

	03/31/2018	12/31/2017
Assets	2,349.8	2,415.6
Current assets		
Cash and cash equivalents	127.1	102.3
Marketable securities	953.9	1,076.4
Trade receivables, net	58.9	61.0
Financial instruments	-	0.1
Inventories	49.9	39.7
Recoverable taxes	29.5	25.0
Advances paid	23.9	24.8
Other receivables	14.2	9.1
Total current assets	1,257.4	1,338.4
Non-current assets		
Marketable securities	13.3	13.3
Recoverable taxes	15.7	17.3
Judicial deposits	30.9	26.6
Other receivables	3.5	4.2
Property and equipment, net	712.5	699.6
Intangible assets, net	316.6	316.1
Total non-current assets	1,092.4	1,077.1
Liabilities	724.6	798.4
Current liabilities		
Loans and financing	303.6	210.0
Trade and rental payables	103.3	139.0
Payroll and social charges	67.3	69.8
Corporate payables	9.4	14.0
Taxes payable	15.9	20.3
Other payables	20.0	19.9
Total current liabilities	519.5	473.0
Non-current liabilities		
Loans and financing	154.7	275.7
Provision for legal claims	7.1	6.2
Taxes payable	4.1	5.1
Deferred income tax and social contribution	38.9	38.3
Other payables	0.3	-
Total non-current liabilities	205.1	325.4
Equity		
Capital	895.8	895.8
Capital reserve and stock option plan	914.9	915.7
Accumulated losses	(185.6)	(194.4)
Total equity	1,625.2	1,617.2
Total liabilities and equity	2,349.8	2,415.6



CONSOLIDATED STATEMENT OF CASH FLOWS 1Q18 (R\$ MILLION)

	1Q18	1Q17
Cash flow from operating activities	(34.4)	(68.7)
Cash generated by operating activities		
Earnings before income tax and social contribution	10.9	(18.1)
Depreciation and amortization of property and equipment and intangible assets	29.6	25.4
Interest, charges, exchange differences and monetary variations	(3.2)	21.5
Others	14.4	7.5
Changes in assets and liabilities		
Trade receivables, net	2.0	(11.3)
Inventories	(10.2)	(5.3)
Recoverable taxes	(2.9)	6.0
Advances paid	0.9	(9.3)
Trade and rental payables	(35.7)	(29.4)
Payroll and social charges	(12.0)	(4.4)
Payment of interest on loans and financings	(8.2)	(33.3)
Others changes in assets and liabilities	(20.0)	(18.2)
Net cash used in investing activities	90.8	(20.8)
Purchases of property and equipment	(40.4)	(26.0)
Purchases of intangible assets	(5.0)	(2.8)
Investment in marketable securities	(142.2)	(44.9)
Redemption of marketable securities	278.4	52.8
Others	-	0.1
Cash flows from financing activities	(31.7)	(21.5)
Share premium increase, net of issuance costs	(2.0)	-
Investments payable	-	(2.4)
Payment of loans and financings (principal)	(29.7)	(19.1)
Net increase in cash and cash equivalents	24.7	(111.0)
At the beginning of the year	102.3	256.9
At the end of the year	127.1	145.9
