

# **Chanticleer Holdings Reports 2014 Second Quarter Earnings**

# 22.9% Restaurant Revenue Increase and 32.9% Increase in Restaurant EBITDA Quarter-Over-Quarter

CHARLOTTE, NC -- (Marketwired) -- 08/14/14 -- Chanticleer Holdings, Inc. (NASDAQ: HOTR) ("Chanticleer," or the "Company"), owner and operator of multiple restaurant brands internationally and domestically, announces its financial results for the second quarter ended June 30, 2014 ("Q2").

Restaurant revenue for Q2 2014 increased to \$6.82 million, compared to \$1.64 million in the comparable period in 2013, and increased 22.9% quarter-over-quarter from \$5.55 million in the previous quarter ended March 31, 2014 ("Q1"). Restaurant revenue for the six months ended June 30, 2014 increased to \$12.37 million, compared to \$3.28 million in the comparable period in 2013, an increase of 276.6%. The sequential increase from Q1 2014 as well as the year-to-date increases are attributable mostly to our acquisitions of the Hooters restaurants in the Pacific Northwest on January 31, 2014 and the increase in our ownership in our Hooters restaurant in Campbelltown, Australia on April 1, 2014 (collectively, the "2014 Acquisitions").

Restaurant cost of sales for Q2 2014 were 36.0% compared to 38.7% in the comparable period in 2013 and 35.8% in Q1 2014. Restaurant cost of sales for the six months ended June 30, 2014 were 35.9% compared to 38.5% in the comparable period in 2013. The Company anticipates continuing quarter-over-quarter gross profit margin decreases across its restaurant territories and brands throughout the remainder of 2014.

Restaurant operating expenses for Q2 2014 were \$4.01 million, or 58.8% of restaurant revenue, compared to \$932,250, or 56.8% of restaurant revenue, in the comparable period in 2013 and 59.2% in Q1 2014. Restaurant operating expenses for the six months ended June 30, 2014 were \$7.29 million, or 59.0% of restaurant revenue, compared to \$1.91 million, or 58.2% of restaurant revenue, in the comparable period in 2013. The increases in restaurant operating expenses in 2014 are attributable largely to the 2014 Acquisitions. General and administrative expenses ("G&A") for Q2 2014 were \$1.25 million, or 18.0% of total revenue, compared to \$645,648, or 38.8% of total revenue, in the comparable period in 2013. G&A for the six months ended June 30, 2014 were \$2.86 million, or 22.8% of total revenue, compared to \$1.37 million, or 41.0% of total revenue, in the comparable period in 2013. The dollar increase in G&A was primarily due to increased payroll, professional and consulting fees related to our growth both for the Company and its subsidiaries.

Restaurant EBITDA, a non-GAAP measure, \* for Q2 2014 increased to \$451,776, compared to \$74,707 in the comparable period in 2013, and increased 32.9% sequentially from \$339,926 in Q1 2014. Restaurant EBITDA for the six months ended June 30, 2014 increased to \$791,702, compared to \$111,349 in the comparable period in 2013.

The Company had an increase in quarter-over-quarter net loss to \$1.54 million in Q2 from a net loss of \$1.45 million in Q1. The Company had a decrease in net loss per share sequentially, to a net loss of \$0.22 per share in Q2 from a net loss of \$0.24 per share in Q1. The Company had a net loss of \$2.99 million (net loss of \$0.47 per share) and a net loss of \$1.50 million (net loss of \$0.39 per share) for the six months ended June 30, 2014 and 2013, respectively. The Company incurred approximately \$261,000 of pre-opening expenses in Q2 2014, primarily attributable to two of our restaurant sites in Australia. One of the Australia locations has since opened in Surfers Paradise and the other location in Townsville is expected to open in late September 2014. Management is hopeful that the Company will have positive adjusted EBITDA, a non-GAAP measure, in the fourth quarter of 2014, although there is no assurance this will occur.

To date, Chanticleer has twenty-five restaurants worldwide, including its most recent opening of a Hooters restaurant in Surfers Paradise, Australia and the acquisition of 60% ownership interest of Australia Hooters franchisee, TMIX Management Australia Pty, Ltd, which includes Hooters restaurants in Parramatta and Penrith, both suburbs of Sydney.

The Company continues to build its portfolio of brands/concepts, expecting four additional restaurants by 2014 year end, through organic growth or acquisitions.

Mike Pruitt, Chairman and Chief Executive Officer, commented, "We are pleased with our current growth rate, already exceeding full year 2013 restaurant revenue in just the first six months of 2014. Our brands continue to improve quarter-over-quarter led by our Hooters South Africa market, Hooters Nottingham and Just Fresh. We are excited to see the growth in our Company with our current restaurant portfolio averaging \$700,000 in net sales per week for the last several weeks, highlighted by our Surfers Paradise location which has been top three international Hooters location each of the first four weeks of being open. With our top-line growth and continued operating improvements, we are closer to our goal of being adjusted EBITDA positive by year-end."

For full disclosure relating to our second quarter financial information, please refer to Chanticleer's Quarterly Report on Form 10-Q, filed with the SEC on August 14, 2014, available online at <a href="https://www.sec.gov">www.sec.gov</a>.

\*Adjusted EBITDA and restaurant EBITDA are non-GAAP financial measures - see "Use of Non-GAAP Measures" below and see the reconciliation of GAAP to adjusted EBITDA and restaurant EBITDA in the table accompanying this release.

#### Use of Non-GAAP Measures

Chanticleer Holdings, Inc. prepares its condensed consolidated financial statements in accordance with United States generally accepted accounting principles ("GAAP"). In addition to disclosing financial results prepared in accordance with GAAP, the Company discloses information regarding adjusted EBITDA and restaurant EBITDA, which differ from the term EBITDA as it is commonly used. In addition to adjusting net income (loss) from continuing operations to exclude taxes, interest, and depreciation and amortization, adjusted EBITDA and restaurant EBITDA also exclude pre-opening costs for our restaurants, non-cash expenses for services, change in fair value of derivative liability and gain on extinguishment of debt. Adjusted EBITDA and restaurant EBITDA are not measures of performance defined in accordance with GAAP. However, adjusted EBITDA and restaurant EBITDA are used internally in planning and evaluating the company's operating performance. Accordingly, management believes that disclosure of these metrics offers investors, bankers and other stakeholders an additional view of the company's operations that, when coupled with the GAAP results, provides a more complete understanding of the Company's financial results.

Adjusted EBITDA and restaurant EBITDA should not be considered as alternatives to net loss or to net cash used in operating activities as a measure of operating results or of liquidity. It may not be comparable to similarly titled measures used by other companies, and it excludes financial information that some may consider important in evaluating the company's performance. A reconciliation of GAAP net income (loss) to adjusted EBITDA and restaurant EBITDA is included in the accompanying financial schedules.

# About Chanticleer Holdings, Inc.

Headquartered in a Charlotte, NC, Chanticleer Holdings, Inc. (HOTR), together with its subsidiaries, owns and operates restaurant brands in the United States and internationally. The Company is a franchisee owner of Hooters® restaurants in international markets including Australia, England, South Africa, Hungary, and Brazil, and recently acquired two Hooters restaurants in the United States. The Company also owns and operates American Roadside Burgers, Spoon Bar & Kitchen and owns a majority interest in Just Fresh restaurants in the U.S.

For further information, please visit www.chanticleerholdings.com

Facebook: www.Facebook.com/ChanticleerHOTR

Twitter: http://Twitter.com/ChanticleerHOTR

Google+:

 $\underline{https://plus.google.com/u/1/b/118048474114244335161/118048474114244335161/posts}$ 

#### Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify these forward-looking statements by the words "anticipate," "estimate," "plan," "project," "continuing," "ongoing," "target," "aim," "expect," "believe," "intend," "may," "will," "should," "could," or the negative of these words and other comparable words. Forward-looking statements are based on expectations, forecasts, and assumptions by our management and involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those stated, including, without limitation:

- Operating losses continuing for the foreseeable future; we may never be profitable;
- Inherent risks in expansion of operations, including our ability to acquire additional territories, generate profits from new restaurants, find suitable sites and develop and construct locations in a timely and cost-effective way;
- General risk factors affecting the restaurant industry, including current economic climate, costs of labor and food prices;
- Intensive competition in our industry and competition with national, regional chains and independent restaurant operators;
- Our rights to operate and franchise Hooters-branded restaurants are dependent on the Hooters' franchise agreements;
- Our business depends on our relationship with Hooters;
- We do not have full operational control over the businesses of our franchise partners;
- Failure by Hooters to protect its intellectual property rights, including its brand image;
- Our business has been adversely affected by declines in discretionary spending and may be affected by changes in consumer preferences;
- · Increases in costs, including food, labor and energy prices;
- Our business and the growth of our Company is dependent on the skills and expertise of management and key personnel;
- Constraints could effect our ability to maintain competitive cost structure, including, but not limited to labor constraints;
- Work stoppages at our restaurants or supplier facilities or other interruptions of production;
- Our food service business and the restaurant industry are subject to extensive government regulation;
- We may be subject to significant foreign currency exchange controls in certain countries in which we operate;
- Inherent risk in foreign operation;
- We may not attain our target development goals and aggressive development could cannibalize existing sales;
- · Current conditions in the global financial markets and the distressed economy;
- · A decline in market share or failure to achieve growth;
- Unusual or significant litigation, governmental investigations or adverse publicity, or otherwise:
- Adverse effects on our operations resulting from the current class action litigation in which the Company is one of several defendants;
- Adverse effects on our results from a decrease in or cessation or clawback of government incentives related to investments; and
- Adverse effects on our operations resulting from certain geo-political or other events.

Chanticleer cannot be certain that any expectation, forecast, or assumption made in preparing any forward-looking statements will prove accurate, or that any projection will be realized. It is to be expected that there will be differences between projected and actual results. The statements in this press release are made as of the date of this press release, even if subsequently made available by the Company on its web site or otherwise. We undertake no obligation to update the forward-looking statements provided to reflect events or circumstances that occur after the date on which they were made. Further information on our business, including important factors which could affect actual results are discussed in the Company's filings with the SEC, including its Annual Report on Form 10-K under the headings "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations."

## Chanticleer Holdings, Inc. and Subsidiaries Condensed Consolidated Balance Sheets

		June 30, 2014	De	cember 31, 2013
ASSETS	(	Unaudited)		
Current assets:				
Cash	\$	273,378	\$	442,694
Accounts receivable		118,354		227,181
Other receivable		45,210		50,380
Inventories		475,459		381,408
Due from related parties		113,481		116,305
Prepaid expenses and other current assets		552,490		495,165
TOTAL CURRENT ASSETS		1,578,372		1,713,133
Property and equipment, net		12,697,117		5,620,189
Goodwill		9,182,241		6,496,756
Intangible assets, net		3,608,516		3,424,632

Investments at fair value Other investments Deposits and other assets TOTAL ASSETS	\$	35,362 1,550,000 517,526 29,169,134	\$	55,112 2,491,963 285,821 20,087,606
LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Current maturities of long-term debt and notes payable	\$	1,959,579	\$	835,454
Current maturities of convertible note payable, net of	Ψ	1,555,575	Ψ	000,404
discount of \$210,083		289,917		-
Derivative liability		1,734,500		2,146,000
Accounts payable and accrued expenses		3,572,145		2,425,873
Current maturities of capital leases payable		58,630		59,162
Deferred rent		111,722		53,303
Loan payable		1,571,646 12,191		- 12,191
Due to related parties  TOTAL CURRENT LIABILITIES		9,310,330	_	5,531,983
Convertible notes payable, net of discount of \$		9,310,330		3,331,363
2,083,333 and \$2,583,333, respectively		916,667		416,667
Capital leases payable, less current maturities		73,033		105,918
Deferred rent		1,852,611		1,055,138
Deferred tax liabilities		1,275,317		1,340,000
Long-term debt, less current maturities		180,874	_	398,906
TOTAL LIABILITIES		13,608,832		8,848,612
Commitments and contingencies				
Charles alde and a suit or				
Stockholders' equity:  Common stock: \$0.0001 par value; authorized				
45,000,000 shares; issued and outstanding				
6,499,433 and 5,387,897 shares at June 30, 2014				
and December 31, 2013, respectively		652		541
Additional paid in capital		31,159,996		25,404,994
Other comprehensive loss		(30,339)		(88,370)
Accumulated deficit		(17,334,191)		(14,472,816)
Non-controlling interest		1,764,184	_	394,645
TOTAL STOCKHOLDERS' EQUITY TOTAL LIABILITIES AND STOCKHOLDERS'	_	15,560,302		11,238,994
EQUITY	\$	29,169,134	\$	20,087,606

## Chanticleer Holdings, Inc. and Subsidiaries Condensed Consolidated Statements of Operations (Unaudited)

For the Three Months Ended June 30, 2014 2013 Revenue: Restaurant sales, net 6,818,932 \$ 1,641,043 Gaming sales, net 75,724 Management fee income - non-affiliates 25,151 25,000 Total revenue 6,919,807 1,666,043 Expenses: Restaurant cost of sales 2,454,626 635,348 Restaurant operating expenses 4,012,399 932,250 260,981 10,201 Restaurant pre-opening expenses General and administrative expenses 1,245,660 645,648 Depreciation and amortization 412,487 129,876 Total expenses 8,386,153 2,353,323 Loss from operations (1,466,346)(687,280)Other income (expense) Equity in losses of investments (18,806)Realized gains 4,127 1,263 Miscellaneous income 4,552 Change in fair value of derivative liabilities 272,100 Interest expense (350,760)(18,443)

Total other expense  Loss from operations before income taxes  Expense for income taxes	(69,981) (1,536,327) 1,379		(35,986) (723,266) 12,106
Net loss Less: Net loss attributable to non-controlling interest	 (1,537,706) 126,642		(735,372) 28,428
Net loss attributable to Chanticleer Holdings, Inc.	\$ (1,411,064)	\$	(706,944)
Other comprehensive income (loss): Unrealized loss on available-for-sale securities (none applies to non-controlling interest) Foreign translation income Other comprehensive loss	\$ (3,809) 15,419 (1,399,454)	_	(13,202) 41,400 (678,746)
Net loss attributable to Chanticleer Holdings, Inc. per common share, basic and diluted: Weighted average shares outstanding, basic and diluted	\$ (0.22)	\$	(0.19)

# Chanticleer Holdings, Inc. and Subsidiaries Condensed Consolidated Statements of Operations (Unaudited)

(Unaudited)								
	For the Six Months Ended							
	June 30,							
		2014	_	2013				
Revenue:								
Restaurant sales, net	\$	12,365,870	\$	3,283,165				
Gaming income, net		131,235		-				
Management fee income - non-affiliates		50,151		50,000				
Total revenue		12,547,256		3,333,165				
Expenses:								
Restaurant cost of sales		4,437,907		1,263,236				
Restaurant operating expenses		7,294,226		1,912,405				
Restaurant pre-opening expenses		260,981		10,201				
General and administrative expenses		2,860,453		1,365,848				
Depreciation and amortization		777,375		244,100				
Total expenses		15,630,942		4,795,790				
Loss from operations		(3,083,686)		(1,462,625)				
Other income (expense)								
Equity in losses of investments		(40,694)		(33,053)				
Gain on extinguishment of debt		-		70,900				
Miscellaneous income		7,838		3,825				
Realized gains		101,472		-				
Change in fair value of derivative liabilities		704,200		-				
Interest expense		(687,541)		(55,386)				
Total other income (expense)		85,275		(13,714)				
Loss from operations before income taxes		(2,998,411)		(1,476,339)				
(Provision) expense for income taxes		(7,509)		21,197				
Consolidated net loss		(2,990,902)		(1,497,536)				
Less: Net loss attributable to non-controlling								
interest		129,528		52,759				
Net loss attributable to Chanticleer Holdings, Inc.	\$	(2,861,374)	\$	(1,444,777)				
Other comprehensive loss (income):								
Unrealized loss on available-for-sale securities								
(none applies to non-controlling interest)	\$	(15,527)	\$	(36,966)				
Foreign translation income (loss)		51,165		54,916				
Other comprehensive loss	\$	(2,825,736)	\$	(1,426,827)				
Net loss per attributable to Chanticleer Holdings,								
Inc. per common share, basic and diluted:	\$	(0.47)	\$	(0.39)				
Weighted average shares outstanding, basic and	_							
diluted		6,152,931		3,700,420				

Reconciliation of net loss to Adjusted EBITDA Unaudited Three months ended June 30, 2014:

Restaurants only

<b></b>	South			,			Hoot			
	Africa	<u>Hungary</u>	ARB	Nottingham	Australia	JF	Pac NW	Spoon	Management	Totals
GAAP net income										
(loss)	\$(108,124)	\$ (34,621)	\$(392,808)	\$ 54,830	\$(280,568)	\$ 7,549	\$(49,308	\$ (68,800)	\$ (665,856)	\$(1,537,706)
G&A to										
management	177,548	27,212	125,102	70,516	28,295	92,362	72,012	6,000	(599,047)	
GAAP net income										
(loss)	69,424	(7,409)	(267,706)	125,346	(252,273)	99,911	22,704	(62,800)	(1,264,903)	\$(1,537,706)
Interest expense										
(income)	12,795	-	477	32	-	4	-	-	337,452	350,760
Change in fair										
value of derivative										
liablility	-	-	-	-	-	-	-	-	(272,100)	(272,100)
Non-										
cash expenses										
related to services	-	-	-	-	-	-	-	-	124,275	124,275
Pre-										
opening expenses	12,515	-	-	-	247,918	548	-	-	-	260,981
Depreciation and										
amortization	92,609	25,697	132,936	3,000	21,960	47,660	56,501	30,415	1,709	412,487
Income taxes	22,238	-	-	17,274	-	-	-	-	(38,133)	1,379
Adjusted EBITDA	\$ 209,581	\$ 18,288	\$(134,293)	\$ 145,652	\$ 17,605	\$148,123	\$ 79,205	\$ (32,385)	\$ (1,111,700)	\$ (659,924)
Total Restaurants									,	
EBITDA								\$451,776		
Change								* - , -		
in EBITDA from										
Q1 - total										
restaurants								\$111,850		
								, , ,		
Change										
in EBITDA from										
Q1 - restaurants	\$ 103,572	\$ 19.661	\$ 4,709	\$ 23,290	\$ 17.605	\$ (13.586)	\$(17.152)	\$ (26,249)	\$ 166,574	\$ 278,424
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# Three months ended June 30, 2013:

	South Africa	Hungary		Mai	nagement	Totals
GAAP net income (loss) G&A to	\$(122,536)	\$ (76,728)		\$	(536,108) \$	(735,372)
management	71,119	39,985			(111,104)	_
GAAP net income						
(loss)	(51,417)	(36,743)			(647,212	(735,372)
Interest expense	11,769	-			6,673	18,442
Pre-opening costs	10,201	-			-	10,201
Depreciation and						
amortization	97,081	31,710			1,085	129,876
Income taxes	12,106				<u> </u>	12,106
Adjusted EBITDA	\$ 79,740	\$ (5,033)		\$	(639,454) \$	(564,747)
Total Restaurants EBITDA			\$ 74,707			

June 30, 2014:		Re	estaurants (	only							
	South							Hoot			
	Africa	Hungary	ARB	Not	tingham	Australia	JF	Pac NW	Spoon	Management	Totals
GAAP net loss	\$(198,902)	\$ (112,366)	\$(809,636)	\$	105,015	\$(280,568)	\$ 56,960	\$ (38,057)	\$(101,213)	(1,612,135)	\$(2,990,902)
G&A to											
management	257,573	79,888	271,529		123,839	28,295	159,105	119,952	12,000	(1,052,181)	
GAAP net loss	58,671	(32,478)	(538,107)		228,854	(252,273)	216,065	81,895	(89,213)	(2,661,430)	\$(2,988,016)
Interest expense											
(income)	25,273	-	903		-	-	-	-	-	661,414	687,590
Change in fair value	<del>)</del>										
of derivative											
liablility	-	-	-		-	-	-	-	-	(704,200)	(704,200)
Non-cash expenses	i										
related to services	-	-	-		-	-	-	-	-	375,507	375,507
Pre-											
opening expenses	12,515	-	-		-	237,918	548	-	-	-	250,981
Depreciation and											
amortization	195,117	49,393	263,909		6,000	21,960	93,219	93,667	50,692	3,418	777,375
Income taxes	24,014				33,160	-				(64,683)	(7,509)
Adjusted EBITDA	\$ 315,590	\$ 16,915	<u>\$(273,295)</u>	\$	268,014	\$ 7,605	\$309,832	\$175,562	\$ (38,521)	(2,389,974)	\$(1,608,272)
Total Restaurants			·		<u> </u>						
EBITDA	\$ -	\$ -	\$ -	\$	-		\$ -	\$ -	\$ 781,702	-	

Six months ended June 30, 2013:

Restaurants only

	South					
	Africa	Hungary		Mar	nagement	Totals
Net loss						
from continuing						
operations	\$(194,026)	\$ (155,031)		\$ (	1,148,479)	\$(1,497,536)
G&A to						
management						
segment	157,347	79,246			(236,593)	-
GAAP net loss	(36,679)	(75,785)		(	1,385,072)	(1,497,536)
Interest expense	22,490	-			32,896	55,386
Pre-						
opening expenses	10,201	-			-	10,201
Gain on						
debt extinguishmen	t (70,900)					(70,900)
Depreciation and	, ,					,
amortization	184,953	55,872			3,275	244,100
Income taxes	21,197	· -			-	21,197
Adjusted EBITDA	\$ 131,262	\$ (19,913)		\$ (	1,348,901)	\$(1,237,552)
Total Restaurants						
EBITDA			<u>\$ 111,349</u>			

EBITDA
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