Q3 2026 RESULTS

"We are thrilled to have delivered another strong quarter for El Pollo Loco. In addition to positive traffic growth, comparable sales were positive for the fourth straight quarter. As we look ahead, our goal remains the same: Build traffic that lasts, protect the margin discipline and strong unit economics we've built, and bring El Pollo Loco to new communities, one great restaurant at a time."

-Liz Williams, CEO

TOTAL REVENUE

$126.3M ↑

ADJUSTED EBITDA*

$17.1M ↓

SYSTEM-WIDE COMPARABLE RESTAURANT SALES*

5.0% ↑

RESTAURANT CONTRIBUTION MARGIN*

18.4% ↑

MENU INNOVATION & BRAND MOMENTS









*Information as of or for the fiscal quarter ended September 30, 2026, with comparisons to prior year quarter. For full financial data, definitions of metrics presented, reconciliations of non-GAAP measures to the most directly comparable GAAP financial measure, and cautionary language regarding forward looking statements, please see our Q3 2026 earnings press release, available at investor.elpolloloco.com. *Adjusted EBITDA, System-Wide Comparable Restaurant Sales, and Restaurant Contribution Margin are non-GAAP measures.*