

# COLLINS FOODS LIMITED

ANNUAL GENERAL MEETING

27 August 2020





COLLINS FOODS LIMITED

ACN 151 420 781

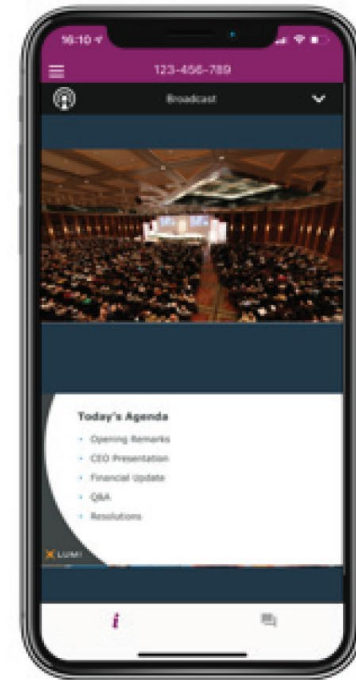




# How to ask questions

Tap on the Questions icon  to submit a question, type your question in the chat box at the bottom of the screen and then select the send icon .

Confirmation that your message has been received will appear.



The broadcast bar allows you to view and listen to the proceedings



Home page icon, displays meeting information




Questions icon, used to ask questions



Voting icon, used to vote. Only visible when the Chair opens poll

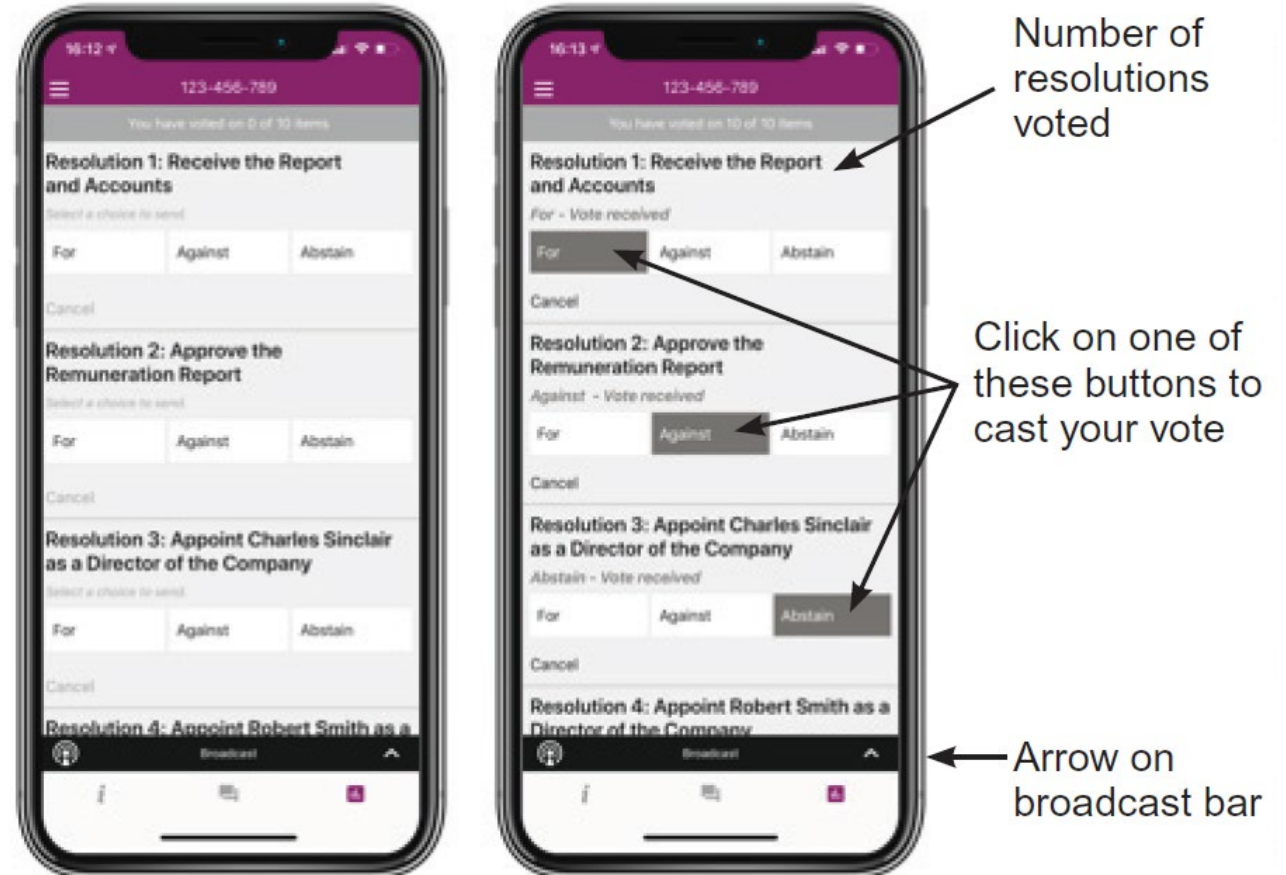
# How to cast a vote

When the Chair declares the poll open:

- A voting icon  will appear on your device and the Meeting Resolutions will be displayed.
- To vote tap one of the voting options. Your response will be highlighted.
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## Chairman's address

Robert Kaye SC

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## KFC Australia restaurants performing well

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**Another record FY result**  
**Strong balance sheet**

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Looking forward  
Successful CEO transition  
New Non-executive Director

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## CEO address

Drew O'Malley

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KFC

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## Taco Bell

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## Financial performance

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## Operational performance: KFC Australia

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## Operational performance: KFC Europe

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## Operational performance: Taco Bell

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## Operational performance: Sizzler

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# Sustainability

We are driven to put people at the heart of everything we do. That’s why we strive to support the communities in which we serve, be uncompromising on food quality, and improve the sustainability of our restaurants and our operations.



## Putting people at the heart

Collins Foods is committed to a strong safety culture. Our safety management system has resulted in a reduction of LTIFR\* by 36.1% across all Collins Foods' brands since 2017.

	2017-18	2018-19	2019-20
LTIFR	20.66	18.41	13.20



## Delivering responsible and uncompromising food quality

We are uncompromising in our food safety practices, providing products that are both delicious and at the very highest level of quality control. We strive to consistently meet and exceed our customers' expectations



## Caring for our communities

We are proud to be part of the communities we serve and our business and team members actively give back. Collins Foods' Workplace Giving Program, Collins Foods Giving matches employee donations up to \$150,000 annually.

Workplace Giving Program (Contributions: 2019-20)		
<b>\$321,000</b>	<b>\$150,000</b>	<b>34%</b>
Employee Contributions	Collins Foods Contribution	Employee Participation Rate
<b>\$482,000</b>	<b>\$11,000</b>	
Total Funds	Customers	



## Creating sustainable restaurants

We are mindful of the footprint we leave. That's why Collins Foods, together with KFC Australia, are committed to sustainable supply relationships. KFC Australia achieved its 2020 commitment to source all fibre-based packaging from certified or recycled sources and removed all single use plastic straws mid-2020.

\* LTIFR = (number of compensable lost time injuries/total hours worked) x 1,000,000.



# Key strategic priorities for FY21



- ✓ Emphasise value and convenience to maintain core brand strength in post COVID-19 environment
- ✓ Accelerate digital initiatives around app and delivery, as well as to automate and streamline operational systems
- ✓ New restaurant builds – 9 to 12 in FY21
- ✓ Pursue acquisitions if available



- ✓ Build on sales momentum in Germany
- ✓ Resume roll out of value focus agenda in Netherlands
- ✓ Focus on operational disciplines and routines to drive margin improvement
- ✓ New restaurant builds – 3 to 4 in FY21
- ✓ Consider acquisitions if favourable opportunities arise



- ✓ Continue to establish and build the Taco Bell brand in Australia
- ✓ Drive top-line sales growth through targeted marketing efforts to drive trial and engagement
- ✓ Focus on operational performance ensuring business model returns are delivered
- ✓ Targeting new restaurant builds of 4 to 6 in calendar year 2021







**AGM business**

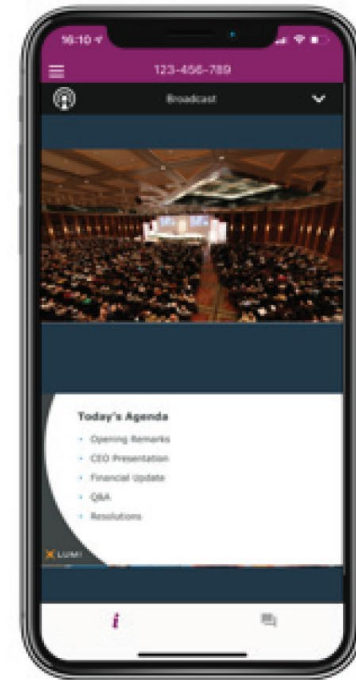
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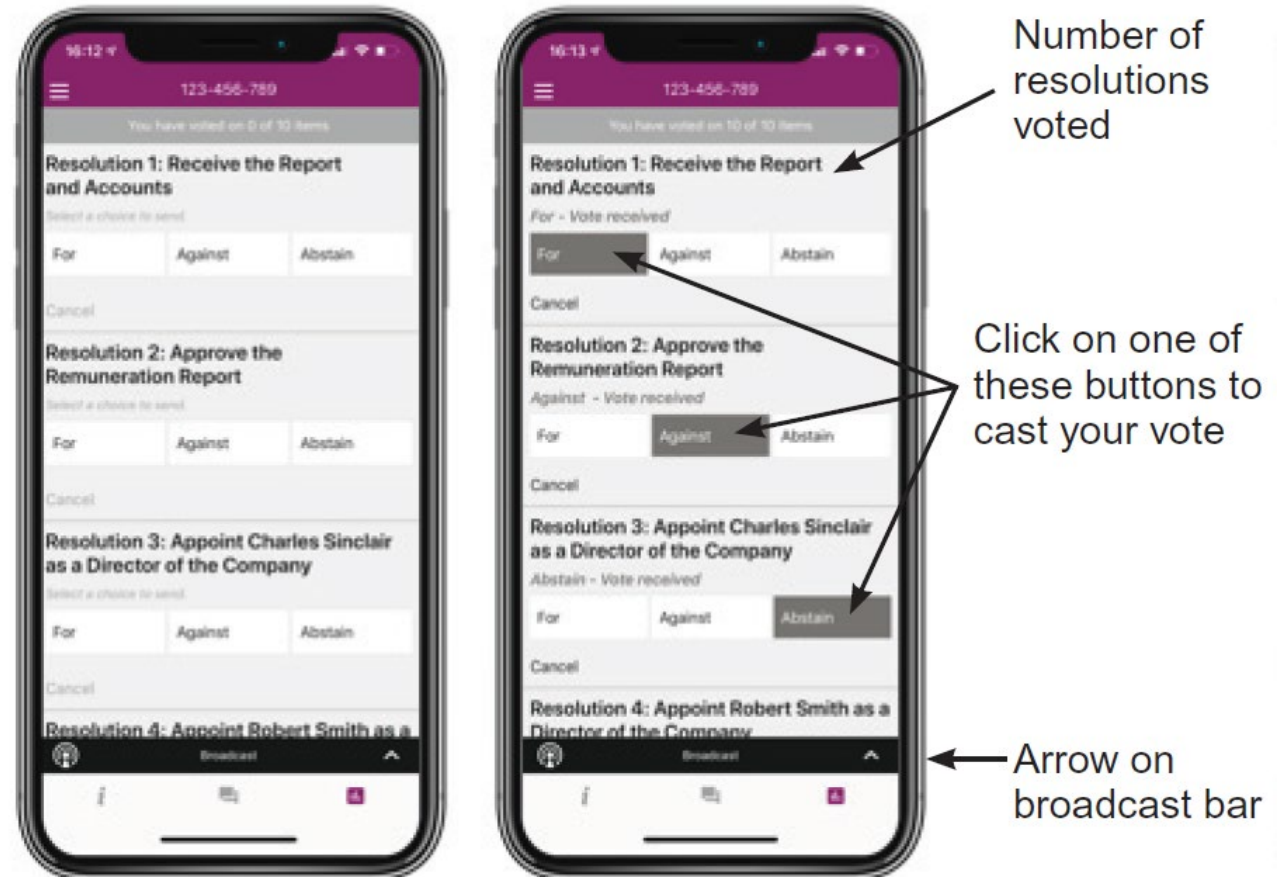
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# Proxy results

To consider and, if thought fit, to pass the following resolutions as ordinary resolutions:

Resolution	For	Open	Against	Abstain
1 To receive and consider the Financial Report, Directors' Report and Auditor's Report of the Company and its controlled entities for the financial period ended 3 May 2020	Shareholder approval not required for Resolution 1			
2 To elect as a Director of the Company Christine Holman who was appointed as a Director by the board on 12 December 2019	<b>76,355,670</b> 99.16%	<b>479,276</b> 0.62%	<b>165,947</b> 0.22%	393,844
3 To re-elect as a Director of the Company Russell Tate who, being a Director of the Company, retires and, being eligible, offers himself for re-election	<b>76,176,980</b> 98.93%	<b>479,014</b> 0.62%	<b>347,747</b> 0.45%	390,996
4 That the Remuneration Report (which forms part of the Directors' Report) in respect of the period ended 3 May 2020 be adopted	<b>68,026,984</b> 97.60%	<b>482,478</b> 0.69%	<b>1,194,199</b> 1.71%	346,137
5 That, for the purposes of Listing Rule 7.2, Exception 13 and for all other purposes, the Collins Foods Limited Executive and Employee Incentive Plan (LTIP), the terms of which are summarised in the Explanatory Notes, be and is hereby approved	<b>76,234,249</b> 98.97%	<b>485,552</b> 0.63%	<b>308,748</b> 0.40%	366,188
6 That the proportional takeover provisions in the form of Articles 79 and 80 of the Constitution be re-inserted for a further period of three (3) years, with effect from the date of approval	<b>75,763,460</b> 98.47%	<b>490,028</b> 0.63%	<b>695,528</b> 0.90%	445,721

*The Chair intends to vote all available proxies for each resolution in favour of the relevant resolution.*

# Disclaimer

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