### COLLINS FOODS LIMITED

ANNUAL GENERAL MEETING

27 August 2021

Authorised for release by the Board











### HOW TO SUBMIT A TEXT QUESTION ONLINE



When the Question function is available, the Q&A icon will appear at the top of the app

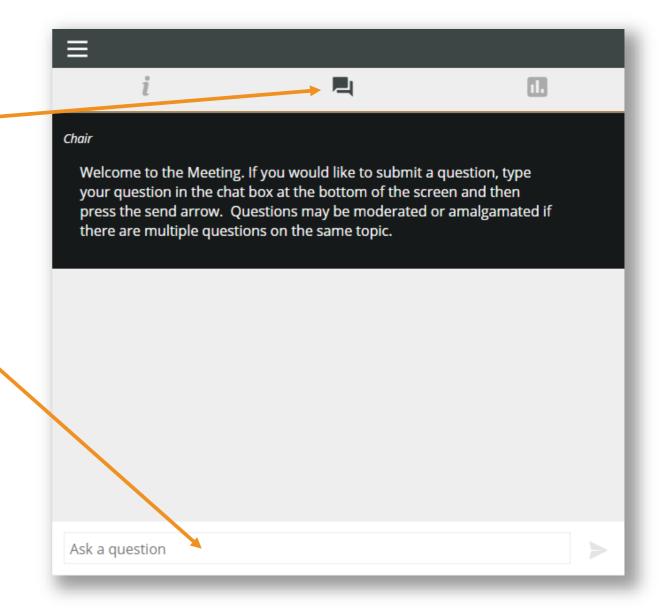


To send in a question, click in the 'Ask a question' box, type your question and press the send arrow



Your question will be sent immediately for review





### **HOW TO CAST A VOTE**



When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen



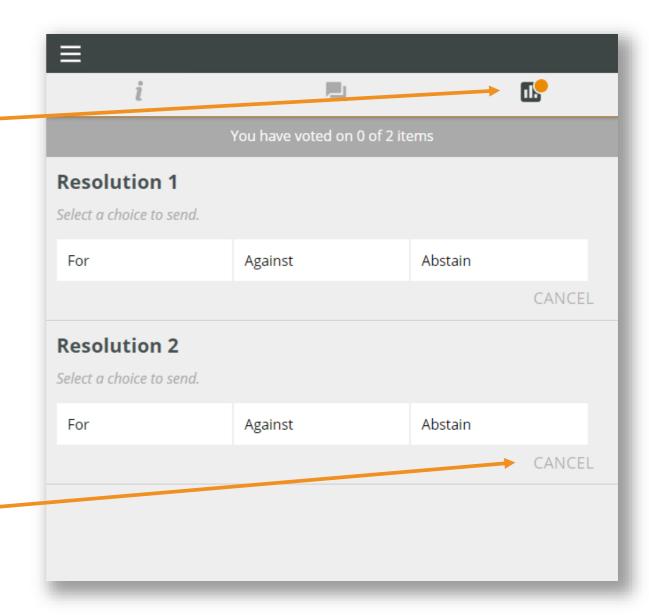
To vote simply select the direction in which you would like to cast your vote. The selected option will change colour

For

**Against** 

**Abstain** 

There is no submit or send button, your selection is automatically recorded. You can change your mind or cancel your vote any time before the poll is closed









### BRAND STRENGTH DRIVING GROWTH



**Net Operating Cashflow** 

\$148.0м

**Statutory NPAT** 

(post-AASB 16)

**1** 5.4% to \$32.9m

(FY20: \$31.3m)

**Underlying EBITDA** 

(Continuing operations, pre-AASB 16)

**12.4%** to \$136.3m

(FY20: \$121.2m)

**Underlying NPAT** 

(Continuing operations, pre-AASB 16)

**18.3%** to \$56.9m

(FY20: \$48.1m)





### **COLLINS FOODS LIMITED**

### CONTINUED **GROWTH IN** DIVIDEND

### (FY20: \$149.3m)

(post-AASB 16)



UNMATCHED PEOPLE EXPERIENCES

Making a POSITIVE IMPACT

BRILLIANT AT THE BASICS

People and communities

**Planet** 

Governance

Establish Collins Foods
Giving as a best-in-class
signature program
by 2026 with

75%+
ENROLMENT

Reduce our carbon footprint by achieving a

25% REDUCTION

in **greenhouse gas emissions** by 2026

Increase diversion of waste from landfill by

25% by 2026

CONTINUOUS
IMPROVEMENT
in best-practice

Commitment to

in best-practice governance standards in all our business activities

## POSITIVE IMPACT STRATEGY





# POSITIVE OUTLOOK FOR CONTINUED GROWTH





### BOARD CHANGES







### KENTUCKY FRIED CHICKEN





### **TACO BELL**



**Statutory NPAT** 

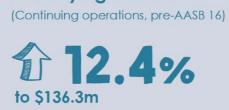
(post-AASB 16)

**\$ 5.4%** 

(FY20: \$31.3m)

**Underlying EBITDA** 

(FY20: \$121.2m)



### **Underlying NPAT**

(Continuing operations, pre-AASB 16)

**18.3%** 

(FY20: \$48.1m)





### FINANCIAL PERFORMANCE - ANOTHER RECORD YEAR

\$148.0м

**Net Operating Cashflow** 

(FY20: \$149.3m)

(post-AASB 16)



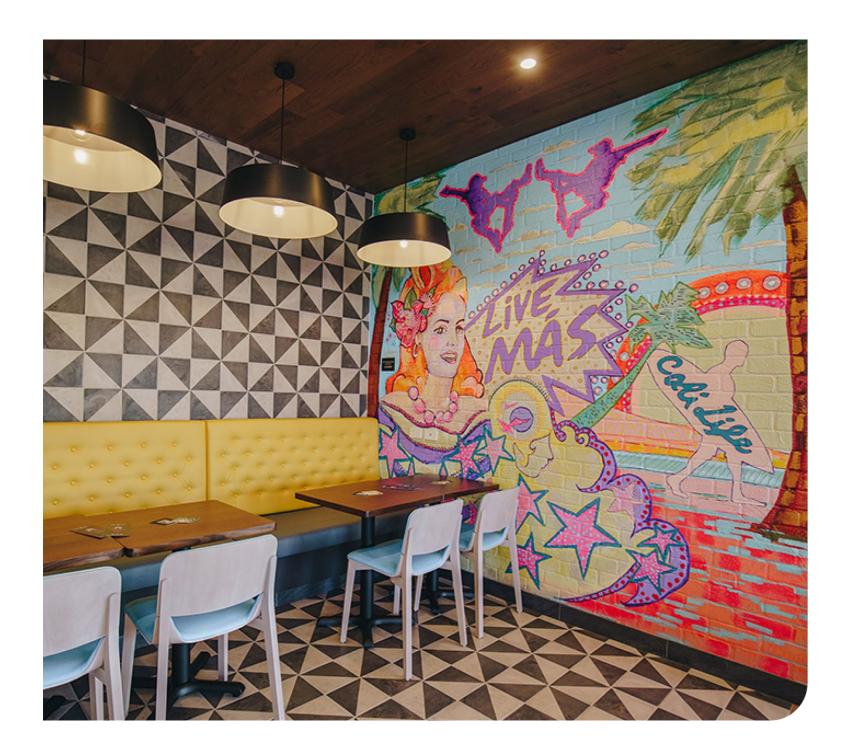


**KFC AUSTRALIA** 





**KFC EUROPE** 





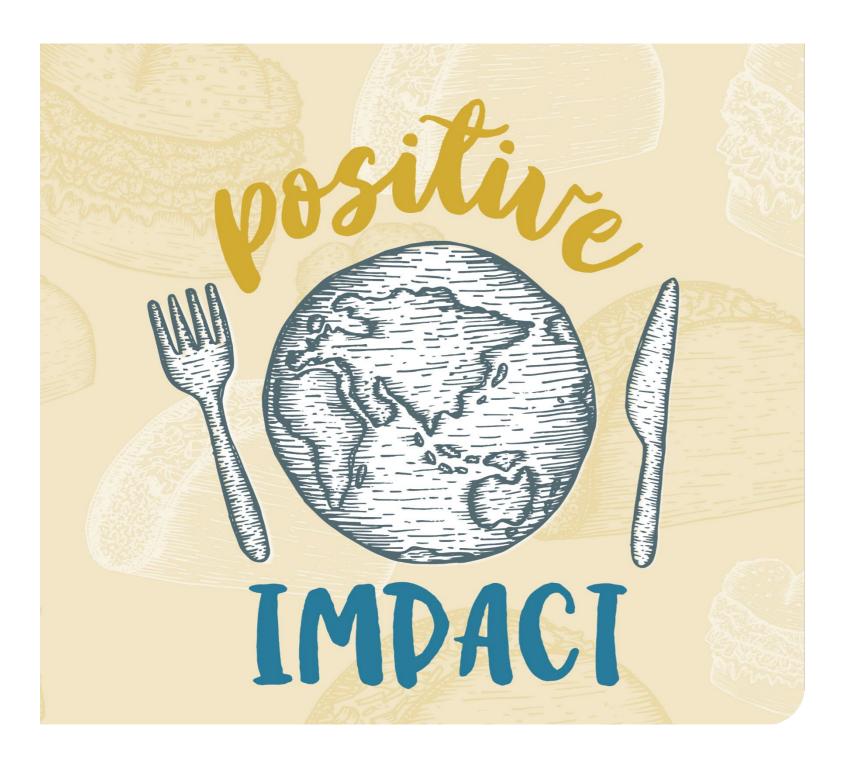
**TACO BELL** 



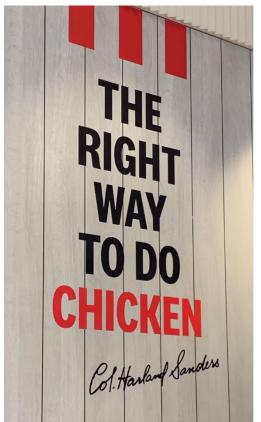


SIZZLER ASIA





# MAKING A POSITIVE IMPACT

















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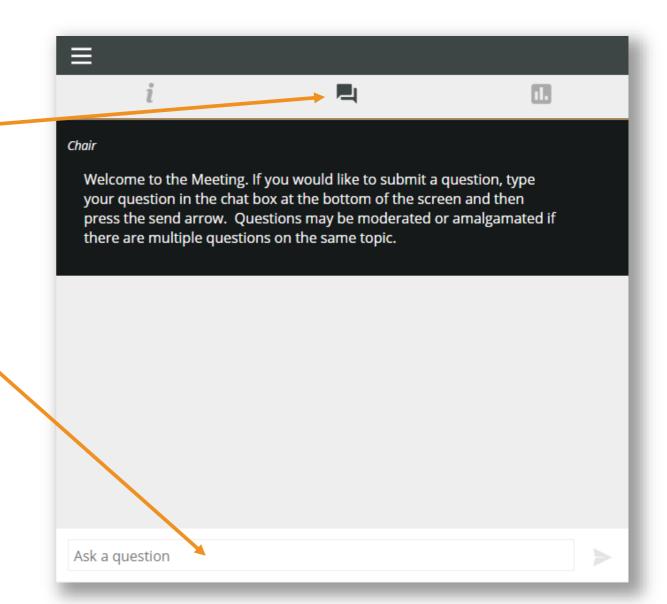
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Received



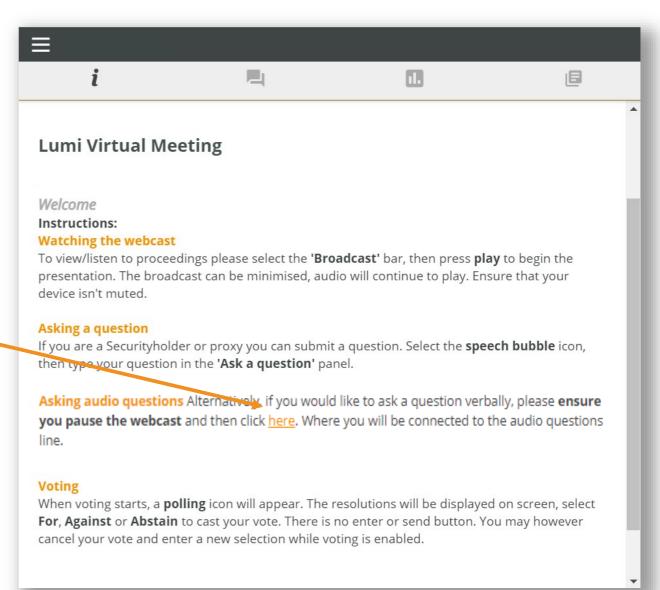
### **HOW TO ASK AN AUDIO QUESTION**



When the Virtual Microphone System is available, a new section will appear on the info page titled "Asking audio questions"

If you would like to ask an audio question, pause the meeting broadcast and click on the link

You will be prompted to enter your name and the topic of your question before being connected to the audio questions line



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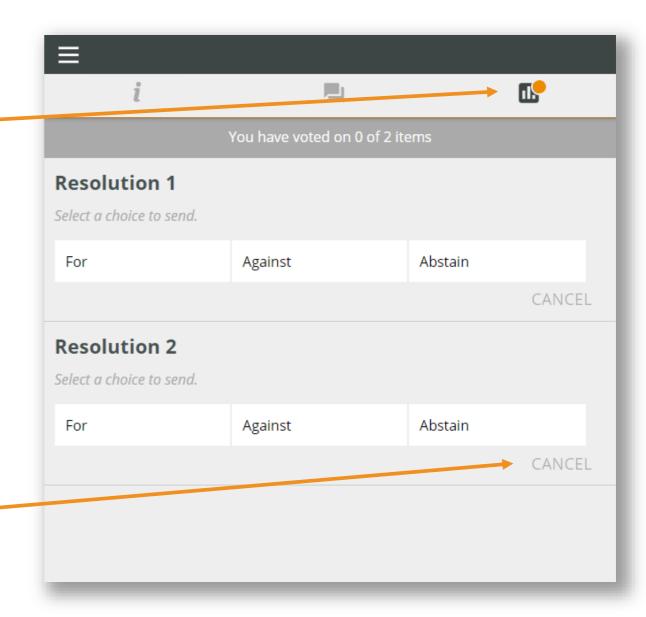
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For

**Against** 

**Abstain** 

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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 2 May 2021  | Shareholder approval not required for Resolution 1 |                      |                           |           |
| 2          | To re-elect as a Director of the Company Robert Kaye SC who, being a Director of the Company, retires and being eligible, offers himself for re-election.  | <b>75,726,945</b> 99.10%                           | <b>311,855</b> 0.41% | <b>376,386</b> 0.49%      | 502,170   |
| 3          | To re-elect as a Director of the Company Kevin Perkins who, being a Director of the Company, retires and being eligible, offers himself for re-election.   | <b>66,663,109</b> 96.33%                           | <b>314,355</b> 0.45% | <b>2,225,315</b> 3.22%    | 7,714,577 |
| 4          | That, for the purpose 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>74,624,933</b><br>97.84%                        | <b>327,898</b> 0.43% | <b>1,316,717</b><br>1.73% | 609,426   |
| 5          | That, for the purpose of Listing Rule 10.14 and for all other purposes, approval is given for the grant, to the Managing Director & CEO of the Company, Drew O'Malley, of Performance Rights under the LTIP as a long-term incentive on the terms set out in the Explanatory Notes, and for the issue of Shares upon exercise of those Performance Rights. | <b>75,646,198</b> 99.13%                           | <b>304,555</b> 0.40% | <b>355,387</b> 0.47%      | 595,951   |
| 6          | That the Remuneration Report (which forms part of the Directors' Report) in respect of the period ended 2 May 2021 be adopted.   | <b>66,009,847</b><br>98.73%                        | <b>304,555</b> 0.46% | <b>541,077</b> 0.81%      | 2,750,672 |

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



### FOR FURTHER INFORMATION PLEASE CONTACT

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- Any discrepancies between totals, sums of components and differences in tables and percentage variances calculated contained in this presentation are due to rounding.