

**GUZMAN Y GOMEZ**

**2024**

**Full-year results briefing presentation**





# VISION, MISSION AND VALUES

## WHY

Why do we exist?

TO REINVENT FAST FOOD AND CHANGE THE WAY THE MASSES EAT

## WHERE TO

Where are we headed?

BE THE BEST AND BIGGEST RESTAURANT COMPANY IN THE WORLD

## HOW

How will we be on this journey?

IT'S ALL ABOUT  
THE FOOD!

MAKE EVERY  
GUEST LOVE US!

BE REAL

GOT YOUR BACK

IT'S UP TO US!

# GLOBAL RESTAURANT NETWORK



**Corporate & Franchise**



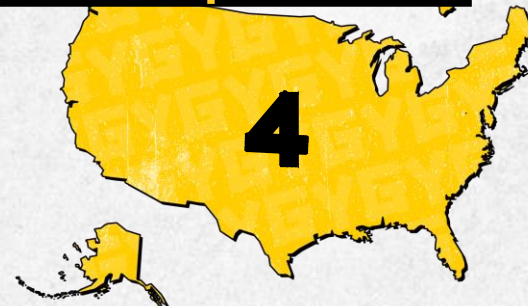
**Master Franchise**



**Master Franchise**



**Corporate**



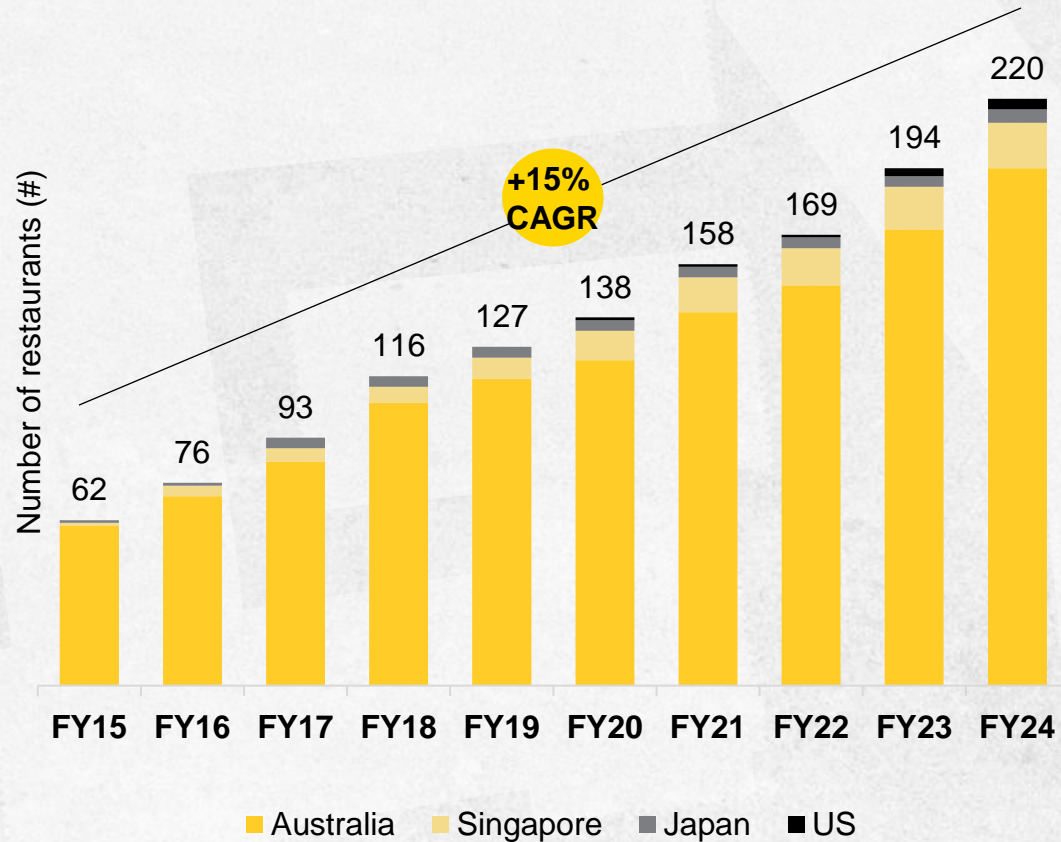
Note: Restaurant count as at 30 June 2024.



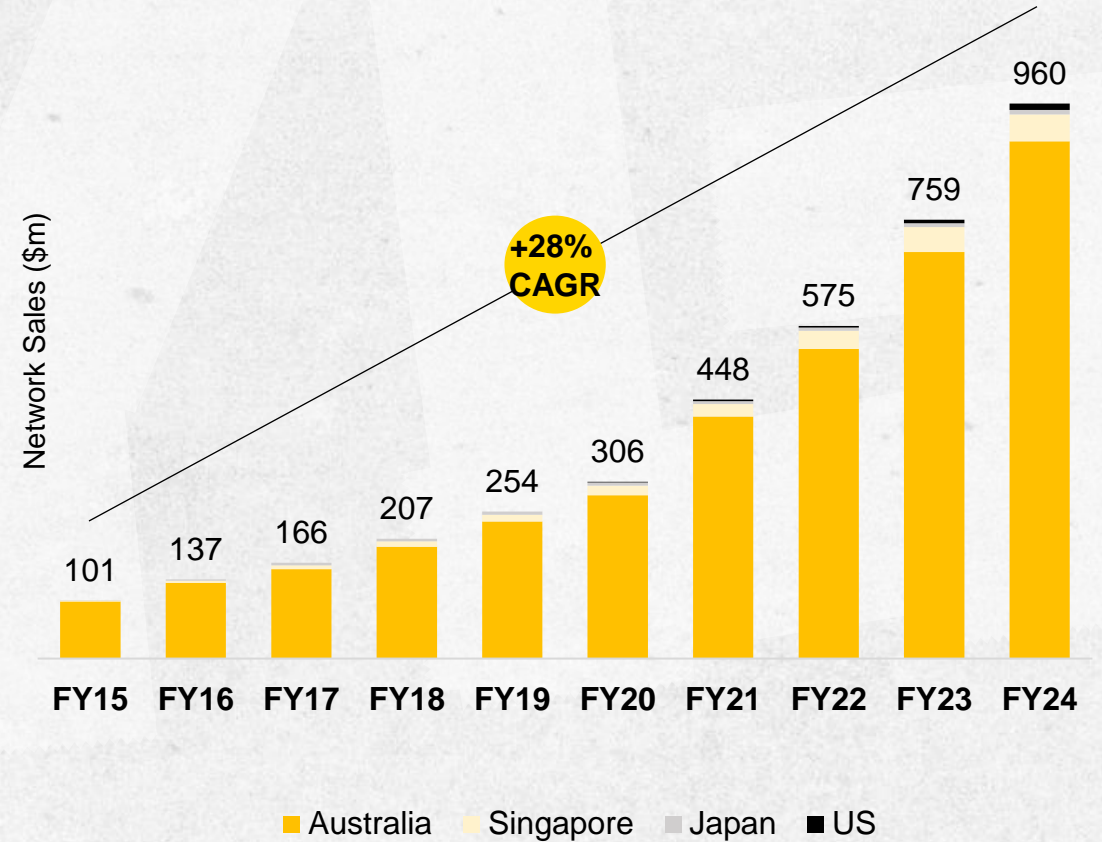


# TRACK RECORD OF GROWTH

## Global Restaurant Network



## Global Network Sales<sup>1</sup>



1. Network Sales refers to the total sales generated by all corporate and franchise restaurants in the GYG network. Network Sales is a non-IFRS measure.



# FY24 KEY HIGHLIGHTS

1

8.1%

Comp Sales Growth  
(Australia segment)

GYGI

2

25

New restaurant openings  
in Australia<sup>1</sup>

GYGI

3

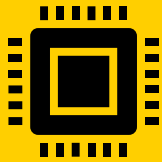
GYG APPROVED

CRISPY CHICKEN  
TENDERS

Menu innovation

GYGI

4



Payroll & people system  
implementation

GYGI

5

CLEAN  
*is The New*  
HEALTHY

Successful relaunch of  
'Clean is the New Healthy'  
Campaign

GYGI

6



Successful launch of  
GYG Delivery and  
US app

GYGI

7

53%

Franchisee ROI

GYGI

8

18%

Comp Sales Growth  
in breakfast

GYGI

9



Transition to PFAS-free  
plant fibre packaging

GYGI



# FY24 HIGHLIGHTS

GYG delivered strong growth in FY24 across key revenue and earnings metrics, ahead of prospectus forecasts

## 2024 full year financial results

\$ million		FY24	FY23	Performance vs prospectus	Change vs prior year
	Network sales	959.7	759.0	0.6%	26.4%
	Revenue	342.2	259.0	0.7%	32.1%
Statutory	EBITDA	27.3	29.6	7.2%	(7.9%)
	PBT	(11.6)	0.2	14.3%	n.m.
	Loss after income tax expense	(13.7)	(2.3)	15.1%	506.5%
Pro Forma <sup>1</sup>	EBITDA	44.8	29.3	4.1%	52.9%
	PBT	16.3	7.6	12.7%	113.7%
	NPAT	5.7	3.0	71.2%	94.1%

1. Pro Forma adjustments include IPO costs (inclusive of costs associated with GYG's Pre-IPO Capital Raise), incremental public company costs, system implementation costs, costs associated with government compensation for compulsory acquisition of land and senior executive restructure costs.



# SEGMENT PERFORMANCE

Result underpinned by strong performance in the Australia segment

## Segment performance (Pro Forma<sup>1</sup>)

\$ million	FY24	FY23	Performance vs prospectus	Change vs prior year
Australia Segment <sup>2</sup> Underlying EBITDA	45.6	30.7	2.2%	48.7%
US Segment Underlying EBITDA	(6.5)	(4.3)	1.0%	52.3%
<b>Segment Underlying EBITDA<sup>3</sup></b>	<b>39.1</b>	<b>26.4</b>	<b>2.8%</b>	<b>48.1%</b>
Share based payments	(11.1)	(6.6)	6.6%	68.5%
Other (costs) / income	(0.3)	(1.7)	n.m.	(84.8%)
Rent & outgoings	17.1	11.2	(0.9%)	52.4%
<b>Pro Forma EBITDA</b>	<b>44.8</b>	<b>29.3</b>	<b>4.1%</b>	<b>52.9%</b>
D&A	(28.2)	(22.8)	(0.2%)	23.6%
Amortisation of re-acquired rights	(2.9)	(2.7)	(2.5%)	6.8%
Interest (paid) / received	2.7	3.9	8.2%	(32.2%)
<b>Pro Forma PBT</b>	<b>16.3</b>	<b>7.6</b>	<b>12.7%</b>	<b>113.7%</b>

1. Pro Forma adjustments include IPO costs (inclusive of costs associated with GYG's Pre-IPO Capital Raise), incremental public company costs, system implementation costs, costs associated with government compensation for compulsory acquisition of land and senior executive restructure costs.
2. Represents the Australia Segment, which includes restaurants in Singapore and Japan.
3. Pro Forma Segment Underlying EBITDA reflects GYG's underlying earnings before interest, tax, depreciation and amortisation. This does not include the impacts of AASB 2 Share Based Payments and AASB 16 Leases but includes rent and outgoings associated with leases. GYG uses Segment Underlying EBITDA to make business decisions as it represents a more useful reflection of GYG's underlying financial performance from its network of corporate and franchise restaurants. GYG believes this is a critical piece of information to allow investors to assess the relative financial performance of the underlying business and enables direct comparison to GYG's publicly listed US QSR peers. Segment Underlying EBITDA also allows investors to distinguish between the more developed Australia operations and the nascent US operations.



# AUSTRALIA SEGMENT NETWORK SALES

Strong sales growth delivered across all geographies, supported by solid Comp Sales Growth

## Australia segment highlights

\$ million	FY24	FY23	Change vs prior year
<b>Network sales</b>			
Australia	894.6	702.9	27.3%
Singapore	46.4	43.1	7.5%
Japan	7.9	7.0	12.3%
<b>Network sales</b>	<b>948.9</b>	<b>753.0</b>	<b>26.0%</b>
Comp Sales Growth	8.1%	15.0%	(6.9pp)
Number of corporate restaurants at period end in Australia	64	55	9
Number of franchised restaurants at period end in Australia <sup>1</sup>	130	116	14

1. Includes franchise restaurants in Australia only and excludes franchise restaurants in Singapore and Japan. The number of restaurants at period end is presented net of any restaurant closures or ownership transfers.





# AUSTRALIAN SALES PERFORMANCE

Sales growth underpinned by continued progress across all sales drivers in Australia<sup>1</sup>

## 1 Restaurant Capacity

- Restaurant capacity allowed continued growth in core dayparts, with 103 restaurants achieving weekly sales records across lunch and dinner
- Weekly sales records in drive thru (\$258k) and strip (\$248k) restaurants illustrate latent capacity

## 2 Daypart

- Strong growth across all dayparts, highlighted by strength in breakfast (18% Comp Sales Growth)
- Strong results from extended trading hours to 24/7 at 5 restaurants

## 3 Marketing

- Re-launch of ‘Clean is the New Healthy’ Campaign underpinned improvement in sales momentum
- Number of successful campaigns to support new menu items (Crispy Chicken Tenders, Nacho Sundae)

## 4 Menu Innovation

- Launch of Crispy Chicken Tenders, \$12 Chicken Mini Meal and Nacho Sundae

## 5 Digital

- Strong improvement in digital guest experience
- Successful launch of GYG Delivery
- Successful deployment of GOMEX Mondays (with double loyalty points earned on Mondays)

1. Refers to Australia geography and excludes Singapore and Japan.





# NEW RESTAURANT OPENINGS

Australian restaurant pipeline continues to strengthen

## RIPLEY



OCTOBER 2023

## BONDI BEACH



MARCH 2024

## BRUNSWICK



APRIL 2024

## GYMPIE



JUNE 2024

91

Sites in pipeline as at  
30 June 2024

GYGI

46

Restaurants approved  
in FY24<sup>1</sup>

GYGI

25

New restaurants opened  
in FY24

GYGI

1. Refers to Board-approved sites in pipeline.





# AUSTRALIA SEGMENT PERFORMANCE

Strong sales growth and continued margin expansion delivered strong growth in earnings

## Australia segment<sup>1</sup> performance (\$m)

\$ million	FY24	FY23	Change vs prior year
Network sales	948.9	753.0	26.0%
Corporate restaurant sales	278.9	212.0	31.6%
Corporate Restaurant Margin	48.6	30.4	59.5%
Corporate Restaurant Margin (%)	17.4%	14.4%	3.0pp
Franchise revenue	60.7	46.8	29.8%
G&A <sup>2</sup>	(63.7)	(46.6)	36.8%
<b>Pro Forma Segment Underlying EBITDA</b>	<b>45.6</b>	<b>30.7</b>	<b>48.7%</b>

1. Represents the Australia segment, which includes restaurants in Singapore and Japan.
2. Refers to general and administrative expenses.



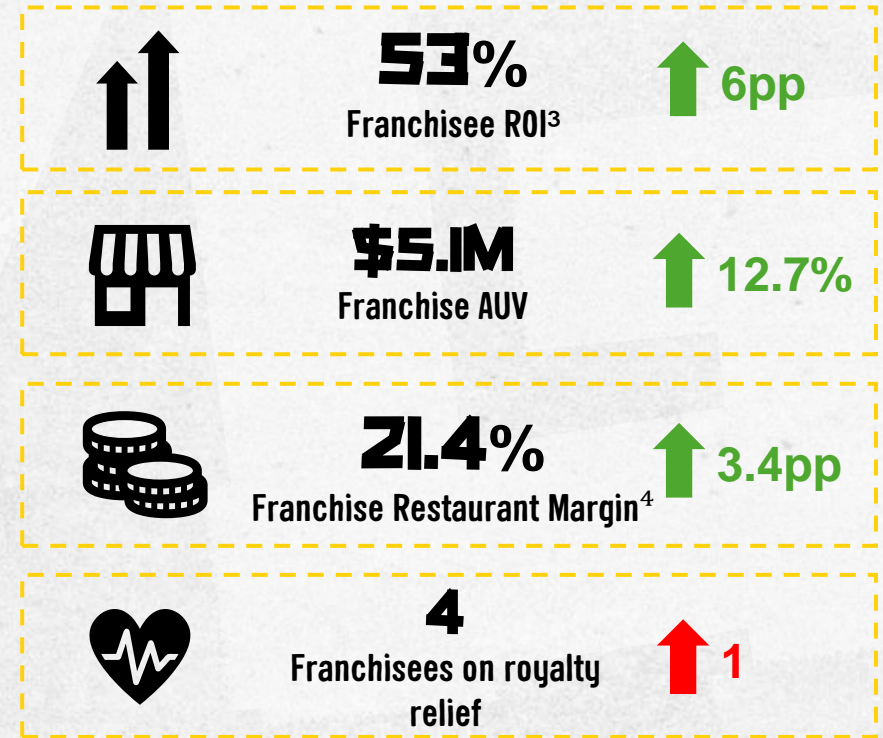
# NETWORK HEALTH METRICS

Robust health metrics across franchise and corporate network

## FY24 Median restaurant economics<sup>1</sup> vs prior year

Median restaurant	Drive Thru	Strip	Other
AUV <sup>2</sup> (\$m)	6.3 ↑ 15%	4.5 ↑ 9%	3.9 ↑ 15%
Network Restaurant Margin (\$m)	1.3 ↑ 23%	0.9 ↑ 27%	0.6 ↑ 37%
Network Restaurant Margin (%)	21.2% ↑ 2.2pp	19.4% ↑ 3.4pp	16.5% ↑ 3.1pp

## FY24 Median franchisee performance vs prior year



- Based on performance for FY24 for Australian corporate and franchise restaurants. AUV and Network Restaurant Margin (\$m) are calculated individually using the median across the group of restaurants. Excludes restaurants that were opened in the period as their performance is not representative of the broader restaurant network as they are yet to achieve steady-state margins. Excludes restaurants owned by the South Australia master franchisee as they are not representative of the broader restaurant network.
- Average unit volume.
- Franchisee ROI represents the ROI achieved by an Australian franchisee across all restaurants that they own. It is calculated on an individual franchisee basis based on their aggregate Franchise Restaurant Margin (net of royalties) divided by their aggregate restaurant capex (including any refurbishments or subsequent investment).
- Franchise Restaurant Margin is based on actuals for FY24 for 44 relevant franchisees who own an aggregate of 88 restaurants. Excludes restaurants owned by the South Australia master franchisee.





# US SEGMENT PERFORMANCE

Result reflected nascency of US operations and ongoing investment above restaurant

## US segment performance

\$ million	FY24	FY23	Change vs prior year
Corporate restaurant sales	10.8	6.0	81.8%
Corporate Restaurant Margin	(1.0)	(0.8)	30.8%
Corporate Restaurant Margin (%)	(9.2%)	(12.8%)	3.6pp
Franchise revenue	-	-	n.a.
G&A	(5.5)	(3.5)	56.9%
<b>Pro Forma Segment Underlying EBITDA</b>	<b>(6.5)</b>	<b>(4.3)</b>	<b>52.3%</b>



# CASH FLOWS

GYG delivered strong cash conversion from earnings

## Pro forma cash flow statement

\$ million	FY24	FY23
Pro forma NPAT	5.7	3.0
D&A	31.1	25.6
Change in operating assets and liabilities	(1.2)	3.8
Other <sup>1</sup>	20.6	7.9
<b>Operating cash flows</b>	<b>56.3</b>	<b>40.2</b>
Funds invested in Term Deposits	(278.1)	0.0
Net PP&E	(33.5)	(39.7)
Net payments for intangibles	(0.1)	(2.9)
Net payments/receipts for purchases and disposals of business	(0.2)	(5.7)
<b>Investing cash flows</b>	<b>(311.8)</b>	<b>(48.4)</b>
Net proceeds from issue and buyback of shares	259.8	4.9
Option fees received	7.5	0.2
Lease payments (principal and interest)	(16.2)	(11.3)
Lease incentives received	6.1	1.4
Other finance income/(costs)	0.8	0.7
Repayment of borrowings	(3.0)	(0.4)
<b>Financing cash flows</b>	<b>254.9</b>	<b>(4.5)</b>
<b>Total pro forma cashflows for the year</b>	<b>(0.6)</b>	<b>(12.7)</b>

Operating cash flow driven by strong operating performance throughout the year

Majority of IPO proceeds invested in term deposits

Increase in lease payments due to network expansion

Full repayment of debt borrowings for the year

Cash conversion<sup>2</sup>

102%

109%





# CAPITAL EXPENDITURE

Capital expenditure driven by new restaurant openings, refurbishments and Hola Central expansion

## Capital expenditure overview

\$ million	FY24	FY23	
Restaurant Capital Expenditure - Australia	(30.0)	(26.0)	12 new corporate restaurants opened in Australia, 1 converted to franchise
Other capital expenditure	(1.2)	(0.3)	Hola Central expansion
<b>Gross capital expenditure - Australia</b>	<b>(31.2)</b>	<b>(26.3)</b>	
Restaurant Capital Expenditure - US	(2.3)	(13.4)	1 new corporate restaurant opened in the US
<b>Gross capital expenditure</b>	<b>(33.5)</b>	<b>(39.7)</b>	
Landlord contributions - Australia	2.2	0.7	
Landlord contributions - US	3.9	0.0	
<b>Net capital expenditure after landlord contributions</b>	<b>(27.4)</b>	<b>(39.1)</b>	

# BALANCE SHEET

Robust balance sheet provides flexibility for network expansion

\$ million	FY24	FY23
Cash and term deposits	294.5	36.5
Trade and other receivables	26.5	25.1
Inventories	2.8	2.2
Finance lease receivable	126.4	69.3
Property, plant and equipment	87.6	69.5
Right-of-use assets	93.8	98.9
Intangibles	10.6	15.2
Other <sup>1</sup>	19.6	7.8
<b>Total assets</b>	<b>661.8</b>	<b>324.5</b>
Trade and other payables	39.4	32.6
Lease liabilities	239.5	181.7
Borrowings	-	3.0
Other <sup>2</sup>	28.9	19.2
<b>Total liabilities</b>	<b>307.8</b>	<b>236.5</b>
<b>Net assets</b>	<b>354.0</b>	<b>88.0</b>
Issued capital	372.7	104.0
Reserves	17.4	10.8
Accumulated losses	(36.1)	(26.9)
<b>Equity</b>	<b>354.0</b>	<b>88.0</b>

Cash balance predominantly held in term deposits (currently receiving a weighted average interest rate of 4.8%), primarily reflecting IPO proceeds

Increase in lease liabilities from network expansion

Strong net cash position with zero debt on balance sheet

Equity balance increased significantly from issued capital as a result of the IPO and Pre-IPO raise

1. Includes prepayments and security deposits and deferred tax.
2. Includes contract liabilities, income tax and provisions.





# GUIDANCE FRAMEWORK (AUSTRALIA SEGMENT)

GYG is on track to achieving the targets set out in its guidance framework

	FY23A	FY24A	FY25F	Target
<b>Gross openings</b> Franchise : Corporate Drive thru : Strip	<b>22</b> 17 <sub>F</sub> 5 <sub>C</sub> 19 <sub>DT</sub> 3 <sub>S</sub>	<b>25</b> 14 <sub>F</sub> 11 <sub>C</sub> 19 <sub>DT</sub> 6 <sub>S</sub>	<b>31</b> 15 <sub>F</sub> 16 <sub>C</sub> 21 <sub>DT</sub> 10 <sub>S</sub>	<b>40+</b> ~60% <sub>F</sub> ~40% <sub>C</sub> ~85% <sub>DT</sub> ~15% <sub>S</sub>
<b>Corporate Restaurant Margin</b>	<b>14.4%</b>	<b>17.4%</b>	<b>17.8%</b>	<b>Expansion</b>
<b>Franchise Royalty Rate<sup>1</sup></b>	<b>7.6%</b>	<b>7.8%</b>	<b>8.3%</b>	<b>&gt;10%</b>
<b>G&amp;A to Network Sales %<sup>2</sup></b>	<b>6.2%</b>	<b>6.7%</b>	<b>6.8%</b>	<b>Reduction</b>

1. Figures shown are for the Australia segment which includes restaurants in Singapore and Japan where the royalty rates are fixed at 3.5% and 3.0% respectively under the master franchise arrangements.

2. Calculated as G&A expenses for the Australia Segment divided by Network Sales for the Australia segment which includes restaurants in Singapore and Japan.



# TRADING UPDATE

Strong trading momentum has continued into FY25 and GYG expects to achieve its prospectus forecasts

In the first 7 weeks of the financial year, Australian segment Comp Sales Growth has been above expectations at 7.4%, driven by:

- Continued success of the 'Clean is the New Healthy' campaign
- Delivery outperformance
- Guest demand for value menu items such as the \$12 Chicken Mini Meal

GYG expects to meet its FY25 forecast for new restaurant openings and its pipeline has continued to strengthen:

- 1 restaurant forecast to open in the 2024 financial year was delayed by three weeks, opening after the end of the period. As a result, GYG expects to open 31 restaurants in the 2025 financial year

GYG is expected to commence a local partnership with a Chicago-based operator to support the ongoing growth of its Naperville restaurant.<sup>1</sup> The partnership is not expected to have a significant impact on GYG's earnings in FY25

**Overall, GYG expects to achieve its prospectus forecasts for the 2025 financial year**

1. The partnership will be structured as a restaurant management agreement under which GYG's partner will be responsible for the day-to-day operations of the Company's Naperville restaurant, in accordance with GYG's operating standards. The partner will retain the profits of the restaurant subject to the payment of a royalty to GYG, who will share some of the restaurant's operating expenses. GYG will retain ownership of the restaurant and its assets.





# Q&A





# APPENDIX





# GLOSSARY

Term	Description
AASB	means the Australian Accounting Standards Board.
Amortisation of reacquired rights	amortisation of reacquired rights due to the buyback of franchise restaurants from franchisees. These are typically amortised over the remaining term of the lease.
Average Unit Volume or AUV	refers to aggregate sales for a restaurant or group of restaurants over a specified time period expressed on a per restaurant basis.
CAGR	compound annual growth rate.
Comparable Restaurant Sales Growth (or Comp Sales Growth or Comp Sales)	represents the percentage change of the total sales generated by a restaurant or group of restaurants in a relevant period, compared to the total sales from the same restaurant or group of restaurants in the prior corresponding period. Restaurants that have not been open for a minimum of 56 weeks are excluded from the calculation of Comp Sales. A 56-week measurement excludes the impact of elevated sales immediately following restaurant opening dates. The calculation also adjusts for the impact of restaurant refurbishments, closures and other significant non-recurring factors that could impact restaurant sales in a period.
Corporate Restaurant Margin	refers to corporate restaurant sales less cost of food and packaging, cost of labour, delivery commissions, rent and outgoings paid, marketing expenditure and other costs attributable to a set of restaurants that are owned and operated by GYG. This measure excludes any impact from AASB 16 Leases.
EBITDA	earnings before interest and tax, depreciation and amortisation is calculated as profit or loss before interest income, interest expense, interest on the lease liability recognised under AASB 16 Leases, income tax expense, depreciation, amortisation and amortisation of reacquired rights.
Franchise Restaurant Margin	refers to franchise restaurant sales less cost of food and packaging, cost of labour, delivery commissions, rent and outgoings paid, marketing expenditure and other costs attributable to a set of restaurants that are owned and operated by franchisees. This margin excludes payment of the sales royalty and excludes any impact from AASB 16 Leases.
Franchise Royalty Rate	refers to the average ongoing sales royalty, net of delivery commissions, paid by franchisees to the franchisor in accordance with the GYG royalty structure and franchise agreement.
Franchisee ROI	calculated on an individual franchisee basis based on their aggregate Franchise Restaurant Margin (which is net of royalties) divided by their aggregate restaurant capex (including any refurbishments or subsequent investment).
G&A	refers to general and administrative expenses incurred in the ordinary course of business.
Global Network Sales	Network Sales for all operating locations.
Hola Central	GYG's corporate head office.
Network Restaurant Margin	Restaurant sales less cost of food and packaging, cost of labour, delivery commissions, rent and outgoings paid, marketing expenditure and other costs attributable to a set of restaurants that are owned and operated by the Company or franchisees. It is a pre-sales royalty measure and excludes any impact from AASB 16 Leases.



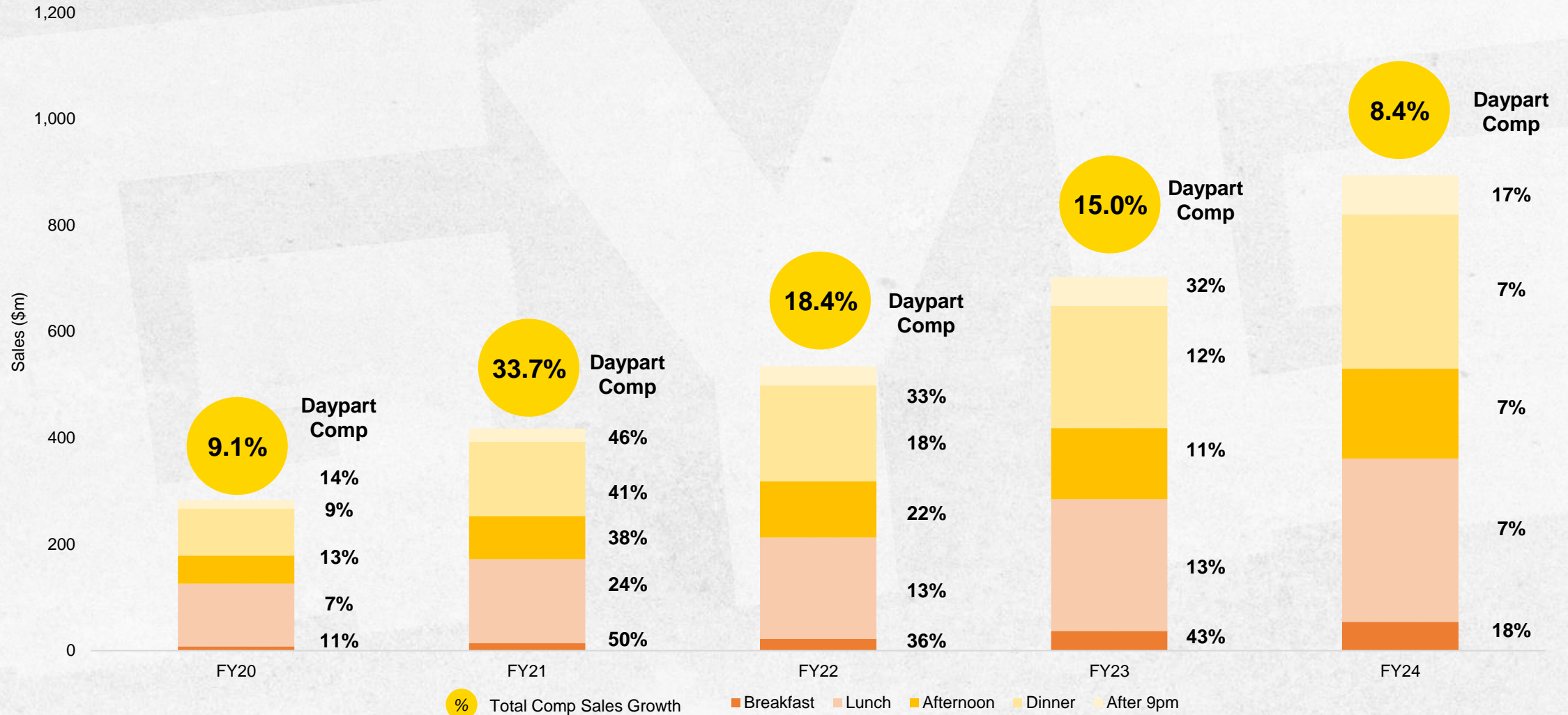
# GLOSSARY

Term	Description
Network Sales	is calculated as the aggregate sales of all or a specified group of GYG restaurants over a specified time period, including restaurants owned and operated by franchisees and master franchisees unless otherwise specified. Network Sales relates to the total value of sales generated across corporate and franchise restaurants, within a specified region. Global Network Sales is used when referring to all regions.
Restaurant Capital Expenditure or Restaurant Capex (net of landlord contributions)	includes capital expenditure to maintain or refurbish existing restaurants and initial expenditure to establish new restaurants (after landlord contributions) and excludes acquisitions from and disposals to franchisees.
Pro Forma Segment Underlying EBITDA	reflects GYG's underlying earnings before interest, tax, depreciation and amortisation. This does not include the impacts of AASB 16 Leases or AASB 2 Share Based Payments. This represents GYG's current operating metric and reflects Corporate Restaurant Margin (which is done on a rent and outgoings paid basis excluding the impacts of AASB 16 Leases), franchise revenue earned from franchise restaurants and general and administrative expenses allocated to the respective segment.



# STRONG AUSTRALIAN COMP SALES GROWTH

GYG expects to continue to drive growth in Comp Sales through daypart expansion, investment in marketing to grow brand awareness, menu innovation and continued improvement of the guest experience



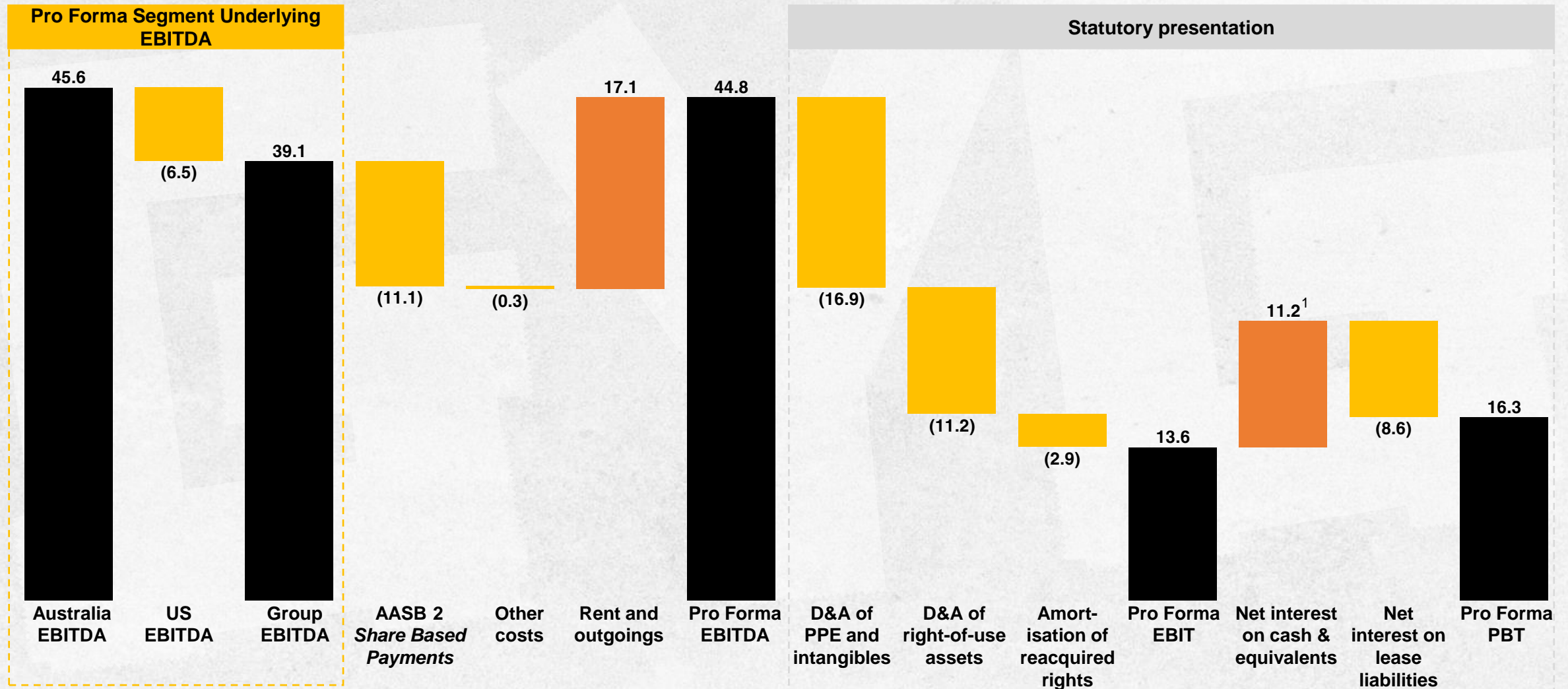


# KEY PRO FORMA OPERATING AND FINANCIAL METRICS

\$ million	FY24	FY23
<b>Key operating metrics - Group</b>		
<b>Network sales</b>		
Australia	894.6	702.9
Singapore	46.4	43.1
Japan	7.9	7.0
US	10.8	6.0
<b>Global network sales</b>	<b>959.7</b>	<b>759.0</b>
Corporate restaurant margin (%)	16.4%	13.6%
<b>EBITDA</b>	<b>44.8</b>	<b>29.3</b>
<b>Key operating metrics - Australia</b>		
Number of corporate restaurants at period end	64	55
Number of franchised restaurants at period end - Australia	130	116
Number of franchised restaurants at period end - Singapore	17	16
Number of franchised restaurants at period end - Japan	5	4
Comp Sales Growth	8.1%	15.0%
Corporate restaurant margin (%)	17.4%	14.4%
<b>Pro Forma Segment Underlying EBITDA</b>	<b>45.6</b>	<b>30.7</b>
Restaurant Capital Expenditure (net of landlord contributions)	(27.8)	(25.4)
<b>Key operating metrics - US</b>		
Number of corporate restaurants at period-end	4	3
Corporate restaurant margin (%)	(9.2%)	(12.8%)
<b>Pro Forma Segment Underlying EBITDA</b>	<b>(6.5)</b>	<b>(4.3)</b>
Restaurant Capital Expenditure (net of landlord contributions)	1.6	(13.4)



# BRIDGE FROM PRO FORMA SEGMENT UNDERLYING EBITDA TO PBT



1. Includes \$1.2m of Other finance income, \$0.3m of Other finance costs and \$10.4m of Pro Forma finance income.



# RECONCILIATION OF PRO FORMA ITEMS

\$ million	FY24 Statutory	IPO and Pre-IPO related Offer Costs	System implementation costs	Other non-recurring income and expenses	Pro Forma adjustments and other	FY24 Pro Forma	One-off reversal	Rent and outgoings	AASB 2 Share Based Payments	FY24 Pro Forma Segment Underlying
Revenue	342.2	-	-	-	-	342.2	-	-	-	342.2
Other revenue and income	22.8	-	-	-	-	22.8	-	-	-	22.8
Cost of food and packaging	(87.6)	-	-	-	-	(87.6)	-	-	-	(87.6)
Employee benefits	(153.7)	3.9	2.6	1.1	(0.6)	(146.7)	-	-	11.1	(135.6)
Administrative expenses	(60.6)	9.5	2.5	0.0	(1.3)	(49.9)	-	-	-	(49.9)
Marketing expenses	(17.9)	-	-	-	-	(17.9)	-	-	-	(17.9)
Other expenses	(17.9)	-	-	-	(0.3)	(18.1)	0.3	(17.1)	-	(35.0)
<b>EBITDA</b>	<b>27.3</b>	<b>13.4</b>	<b>5.1</b>	<b>1.1</b>	<b>(2.2)</b>	<b>44.8</b>	<b>0.3</b>	<b>(17.1)</b>	<b>11.1</b>	<b>39.1</b>
Depreciation and amortisation	(31.1)	-	-	-	-	(31.1)				
<b>EBIT</b>	<b>(3.8)</b>	<b>13.4</b>	<b>5.1</b>	<b>1.1</b>	<b>(2.2)</b>	<b>13.6</b>				
Finance income	6.0	-	-	-	10.4	16.4				
Finance costs	(13.7)	-	-	-	-	(13.7)				
<b>PBT</b>	<b>(11.6)</b>	<b>13.4</b>	<b>5.1</b>	<b>1.1</b>	<b>8.2</b>	<b>16.3</b>				
Income tax expense	(2.2)	(4.0)	(1.5)	(0.3)	(2.5)	(10.5)				
<b>Net profit / (loss) after tax</b>	<b>(13.7)</b>	<b>9.4</b>	<b>3.6</b>	<b>0.8</b>	<b>5.7</b>	<b>5.7</b>				



# AASB 16 LEASES NET IMPACT AND RECONCILIATION

\$ million	FY24	FY23
Rent and outgoings payment	17.1	11.2
Depreciation of right-of-use assets under AASB 16 Leases	(11.2)	(10.3)
Net impact of lease interest under AASB 16 Leases	(8.6)	(4.6)
<b>AASB 16 Leases Statement of Profit or Loss impact</b>	<b>(2.7)</b>	<b>(3.7)</b>

\$ million	FY24	FY23
Pro forma Finance income from cash and cash equivalents	11.5	11.2
Finance income from franchisee leases under AASB 16	4.8	(10.3)
<b>Total Pro Forma finance income</b>	<b>16.4</b>	<b>12.4</b>
Finance costs from interest-bearing liabilities	(0.3)	(0.3)
Finance costs from leases under AASB 16	(13.4)	(8.2)
<b>Total Pro Forma finance costs</b>	<b>(13.7)</b>	<b>(8.5)</b>
Net interest impact of AASB 16	(8.6)	(4.6)



# IMPORTANT NOTICE AND DISCLAIMER

This presentation is given on behalf of Guzman y Gomez Limited (GYG or Company) (ASX: GYG) (ACN 125 554 743). By accepting, accessing or reviewing this presentation, you acknowledge and agree to the terms set out in this Important Notice and Disclaimer.

## Summary information

This presentation has been provided to you solely to convey information about GYG and its related entities, and their activities, for the financial year ended 30 June 2024. This presentation is for information purposes only. The information in the presentation is of a general nature only, does not purport to be complete and is not intended to be relied upon as advice to investors or potential investors in evaluating a possible investment in GYG. It has been prepared by GYG with due care, but other than as required by law, no representation or warranty, express or implied, is provided in relation to the accuracy, fairness or completeness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of GYG and its related bodies corporate, or their respective directors, employees or agents, nor any other person accepts liability for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it, including, without limitation, any liability from fault or negligence.

Statements in this presentation are made only as of the date of this presentation, unless otherwise stated, and the information in this presentation remains subject to change without notice. None of GYG, its representatives or advisers is responsible for updating, or undertakes to update, this presentation. Items depicted in photographs and diagrams are not assets of GYG, unless stated.

This presentation should be read in conjunction with GYG's Financial Report for the period ended 30 June 2024 as well as other periodic and continuous disclosure information lodged with the ASX, which are available at [www.asx.com.au](http://www.asx.com.au) and on GYG's investor relations centre accessible via <https://www.guzmanygomez.com.au/investor-centre/>.

## Disclaimer

To the maximum extent permitted by law, none of GYG or its subsidiaries or their directors, employees or agents accepts any liability, including, without limitation, any liability arising out of fault or negligence, or for any loss arising from the use of the information contained in this presentation.

## Not financial product advice or offer

This presentation is for information purposes only and is not a prospectus, product disclosure statement, pathfinder document for the purposes of section 734(9) of the Corporations Act 2001 (Cth) or other disclosure document under Australian law or the law of any other jurisdiction. It is not, and should not be considered as, an offer, invitation, solicitation, advice or recommendation to buy or sell or to refrain from buying or selling any securities or other investment product or to enter into any other transaction in any jurisdiction. It has been prepared without accounting for any person's individual objectives, financial or tax situation or any particular needs. Readers should consider the appropriateness of the information having regard to their own objectives, financial and tax situation and needs, make their own enquiries and investigations regarding all information in this presentation including but not limited to the assumptions, uncertainties and contingencies which may affect future operations of GYG and the impact that different future outcomes may have on GYG, and seek legal and taxation advice appropriate for their jurisdiction.

## Currency

All amounts in this presentation are in Australian dollars unless otherwise stated.

## Effect of rounding

A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

## Past performance

Past performance information, including past share price information, given in this presentation is given for illustrative purposes only and should not be relied upon as an indication of future performance. Nothing contained in this presentation, nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee, whether as to the past, present or future.

## Future performance and forward-looking statements

Forward-Looking Statements are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forward-Looking Statements reflect expectations as at the date of this presentation. However, they are not guarantees or predictions of future performance or events or statements of fact. They involve known and unknown risks, uncertainties and other factors, many of which are beyond GYG's control, and which may cause actual results to differ materially from anticipated results, performance or achievements expressed or implied by the Forward-Looking Statements contained in this presentation.

Other than as required by law, although they believe there is a reasonable basis for the Forward-Looking Statements, neither GYG nor any other person (including any director, officer or employee of GYG or any related body corporate) gives any representation, assurance or guarantee (express or implied) as to the accuracy or completeness of each Forward-Looking Statements or that the occurrence of any event, results, performance or achievement will actually occur. Except as required by applicable laws or regulations, GYG does not undertake to publicly update or review any forward-looking statements, whether as a result of new information or future events. Past performance cannot be relied on as a guide to future performance.

## Financial information

Certain financial data included in this presentation is 'non IFRS financial information'. These measures are used internally by management to assess the performance of the business and make decisions on the allocation of resources and are included in this presentation to provide greater understanding of the underlying financial performance of the Group's operations.

