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CHIEF EXECUTIVE OFFICER  
**RUSSEL CREEDY**

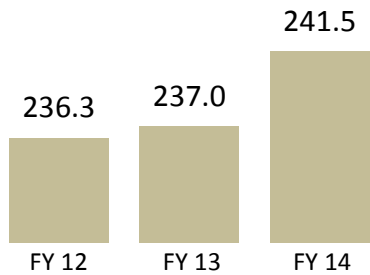
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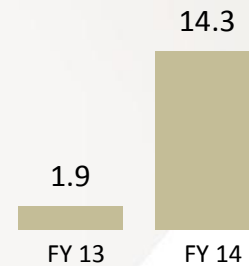
# TOTAL SALES



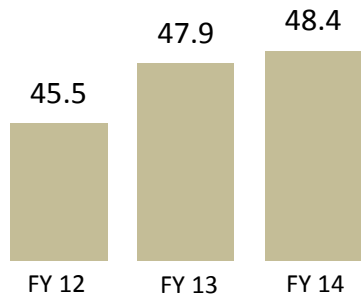
TOTAL SALES  
(\$NZ MILLIONS)



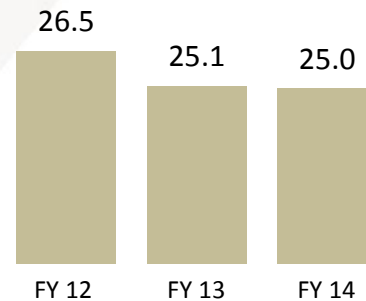
TOTAL SALES  
(\$NZ MILLIONS)



TOTAL SALES  
(\$NZ MILLIONS)



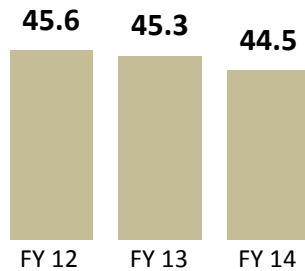
TOTAL SALES  
(\$NZ MILLIONS)



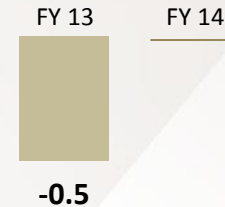
# TOTAL MARGINS



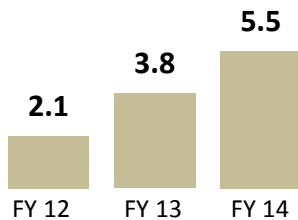
TOTAL EBITDA  
(\$NZ MILLIONS)



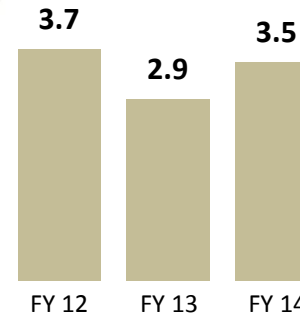
TOTAL EBITDA  
(\$NZ MILLIONS)



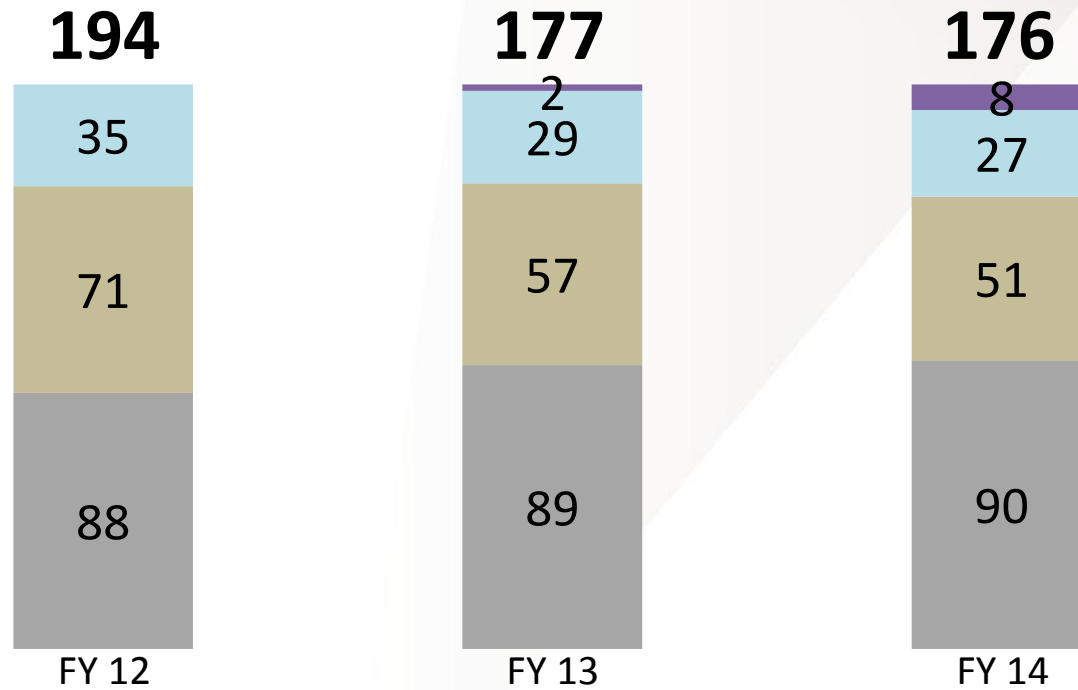
TOTAL EBITDA  
(\$NZ MILLIONS)



TOTAL EBITDA  
(\$NZ MILLIONS)



# TOTAL STORE NUMBERS



# FRANCHISE FOOD SYSTEMS



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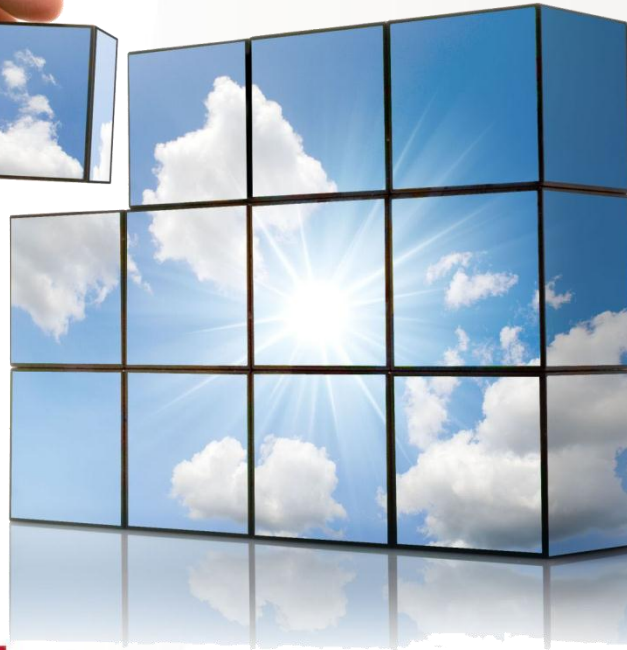
**Best  
in  
Class**

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**Differentiated  
and Sustainable  
Value  
Proposition**

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# COMPETITOR SET

**Restaurant**

**BRANDS**

NEW ZEALAND LTD

## Chicken

Carl's Jr. Subway Country Fried Chicken  
McDonald's Wendy's  
**KFC** Nando's  
Pita Pit Independently Owned Restaurants  
Burger Fuel Oporto's Burger King

## Burgers

McDonald's Wendy's  
**Carl's Jr.**  
Burger King KFC  
Burger Wisconsin Independently Owned Restaurants  
Burger Fuel

## Pizza

Hell Pizza  
Crust  
**Pizza Hut**  
Domino's Sal's  
Independently Owned Restaurants

## Coffee

Muffin Break  
**Starbucks**  
Esquire's Independently Owned Cafes  
Columbus Coffee Sierra  
The Coffee Club

## Other

Independently Owned





# ONE SYSTEM

Human Resources  
Social Media  
CHAMPS  
Commercials  
Health and Safety  
Food Safety  
Advertising  
Digital Platforms  
Customer Relationship Management  
Supply Chain  
Help Desk  
IT Systems  
Loss Prevention  
Microsites  
Store Delivery  
Menu Panels  
Call Centre  
Websites



# PEOPLE

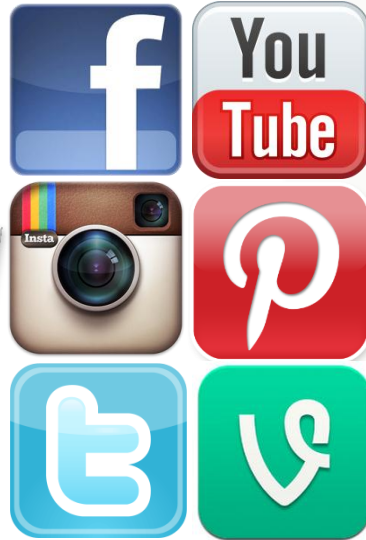




# SOCIAL MEDIA



Four Facebook pages with over 100,000 fans each



Social accounts across Facebook, Twitter, Instagram, Youtube, Pinterest, Vine...



Over 2.4 Million video views on Youtube



NZ's most successful Facebook post, reaching 700,000+





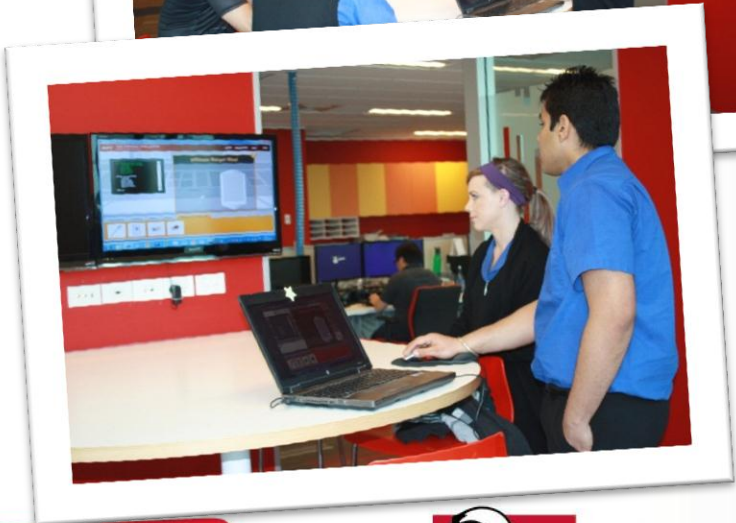
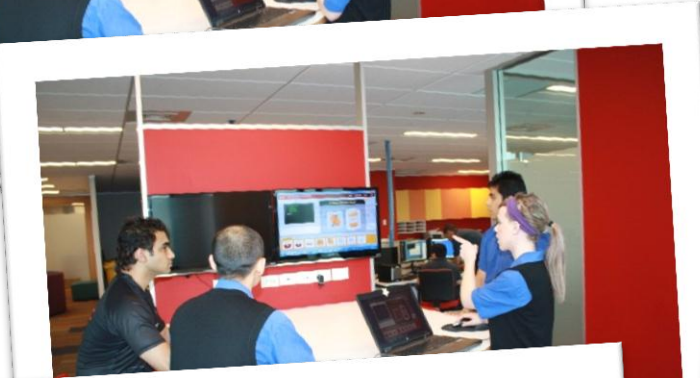
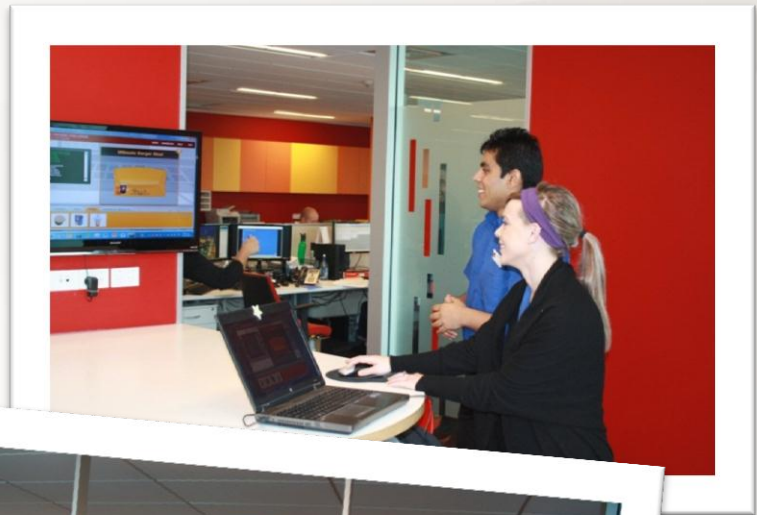
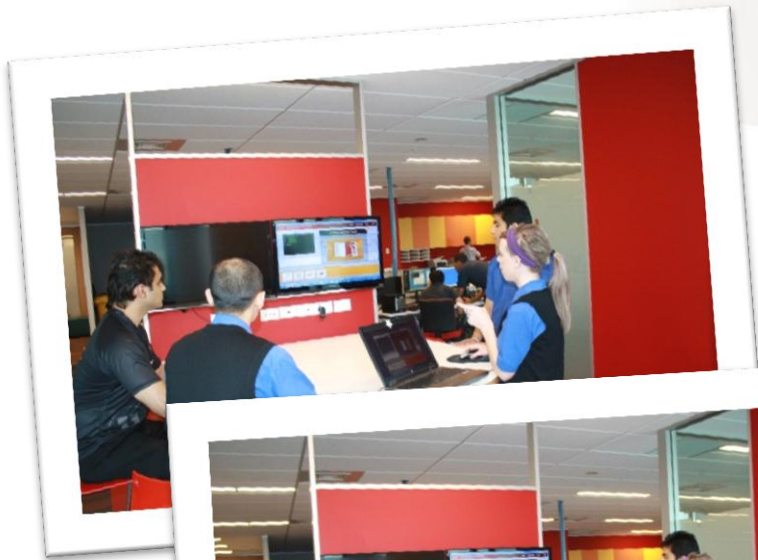
**Restaurant**  
BRANDS  
NEW ZEALAND LTD



**Pizza Hut**  
DELIVERY







**Restaurant**  
BRANDS  
NEW ZEALAND LTD



**Pizza Hut**  
DELIVERY



# STORE DESIGN



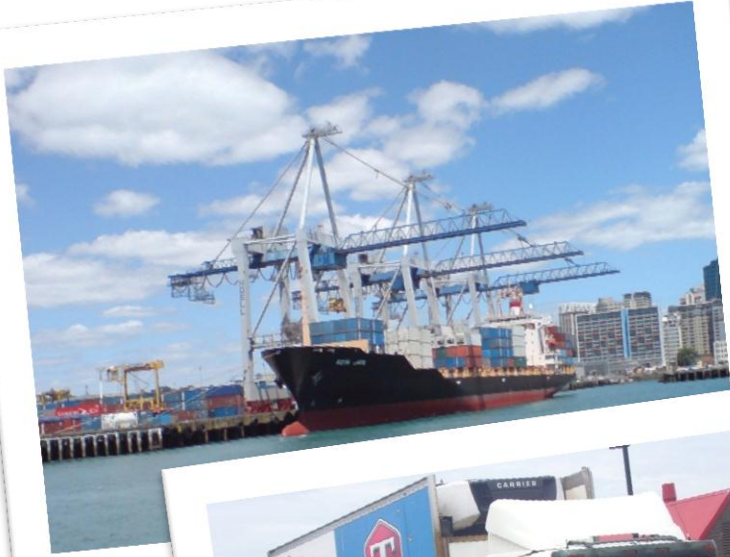


# NEW PRODUCT DEVELOPMENT





# SUPPLY CHAIN



**Restaurant**  
BRANDS  
NEW ZEALAND LTD



**Pizza Hut**  
DELIVERY



# CORPORATE SOCIAL RESPONSIBILITY

**\$2**  
donated from every  
KFC Surf Safe Variety  
Bucket sold

Surf Life Saving NZ

**\$10k**  
NZ Gynaecological  
Cancer Foundation

Gynaecological  
Cancer Foundation

**100%**  
sustainable  
timber

Packaging



# BEST IN CLASS

## Employer

Health & Safety

Diversity

## Food Safety

## Healthy Options

## Environment

# *Restaurant*

BRANDS

NEW ZEALAND LTD

