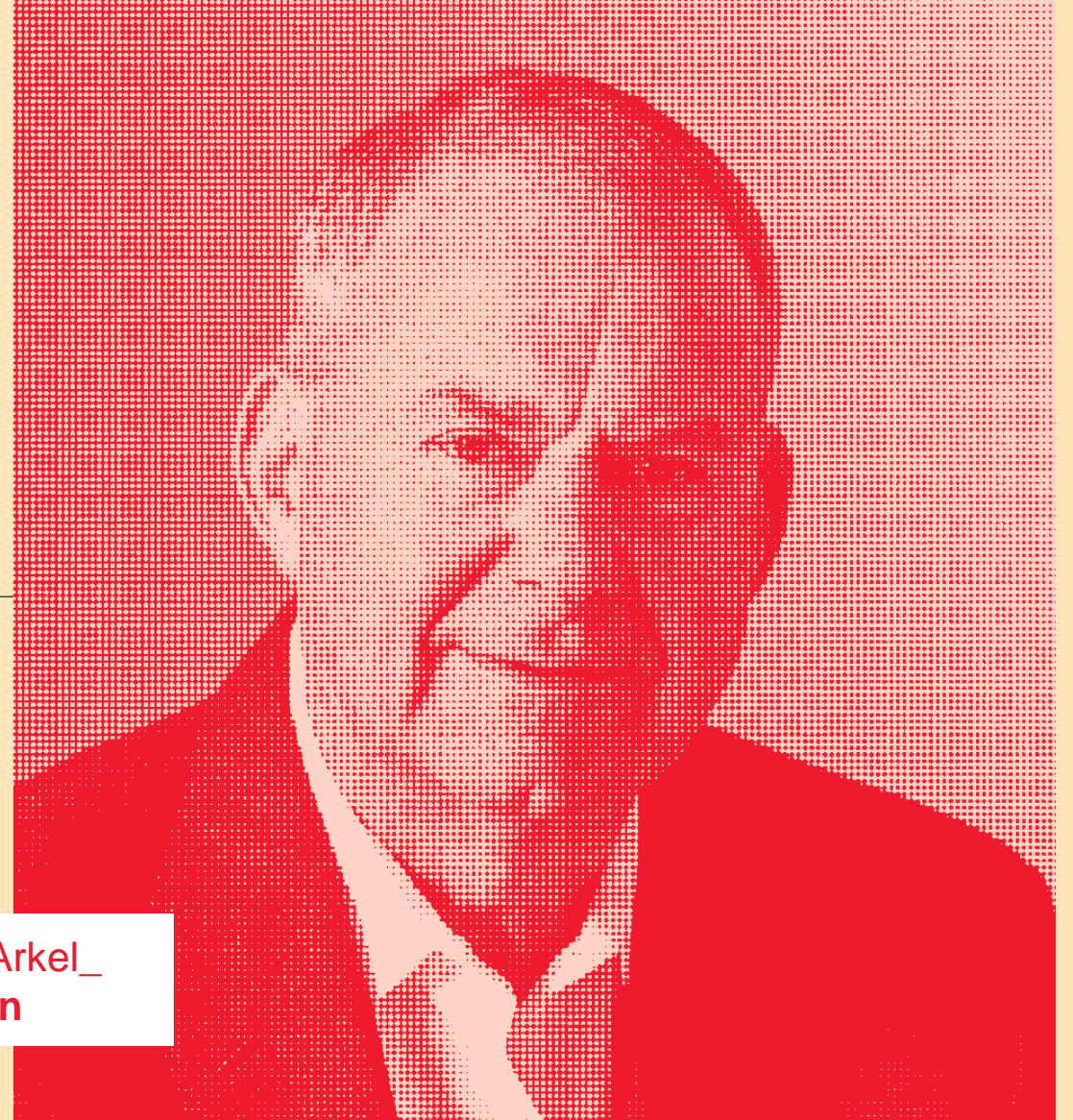


More insight\_

## Chairman's address

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Ted van Arkel\_  
**Chairman**



# FY2019, a year of consolidation and continued strong performance

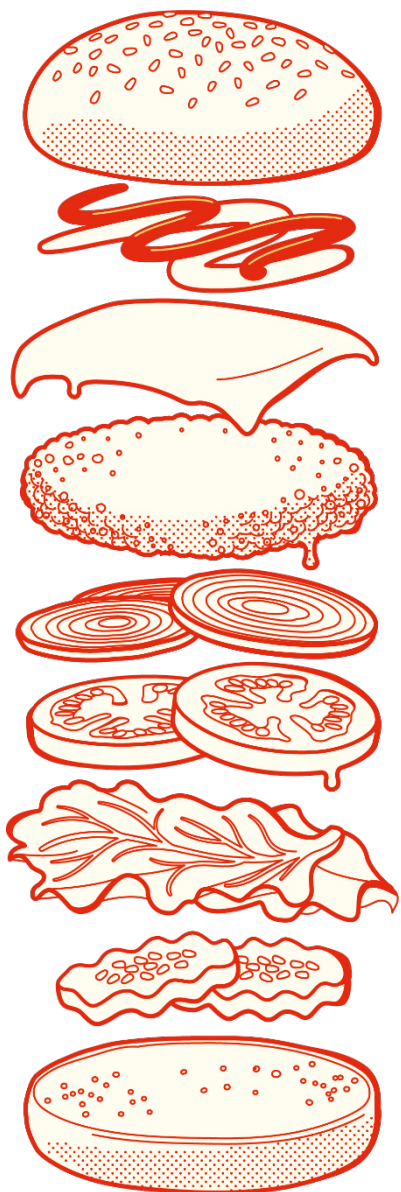
Friendly takeover  
by Finaccess  
Capital completed  
1 April

We delivered a  
strong performance  
driven by key  
brands, Taco Bell  
and KFC

Achieving record sales of  
**\$794m +7.2%**

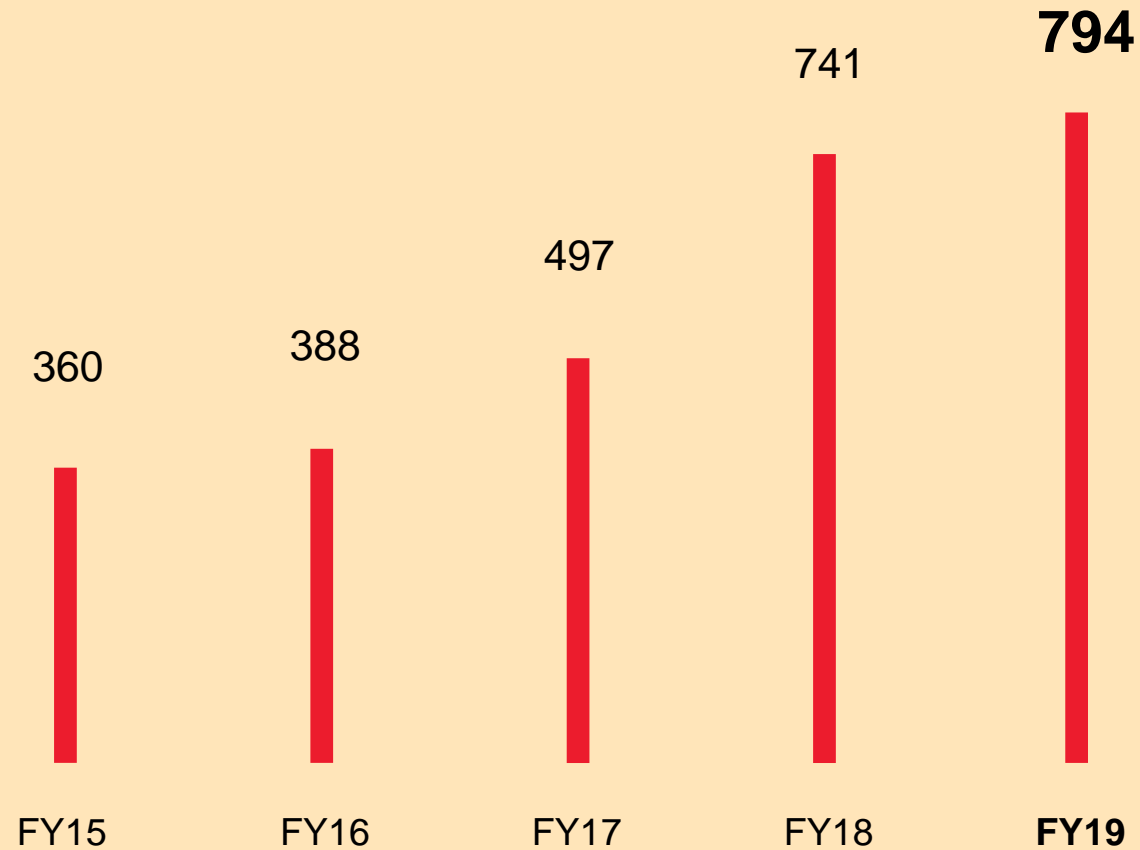
And a record NPAT  
excluding non-trading of  
**\$42.2m +3.3%**

**The result confirms our ability to successfully  
acquire, integrate and grow the business**



# Group total sales\_

\$NZM

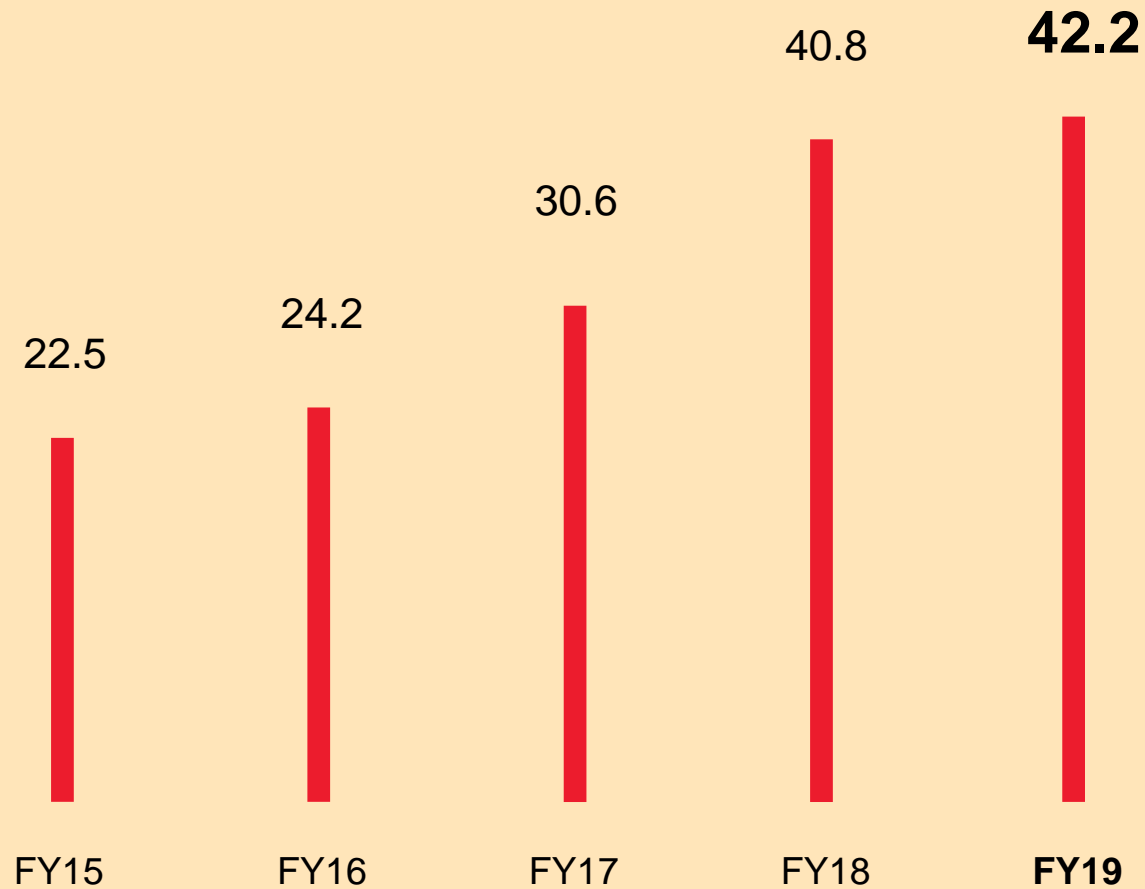


Sales

**+7.2%**

# Group total NPAT\*

\$NZM



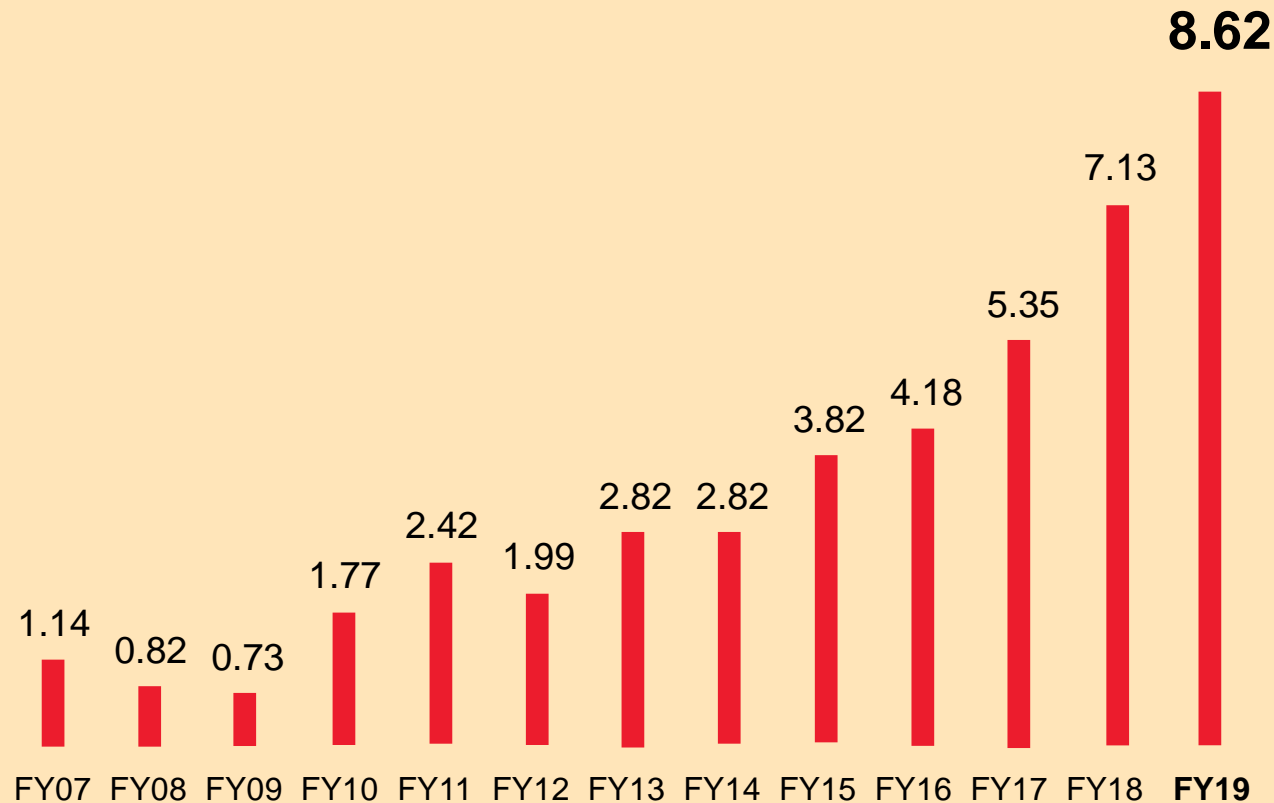
NPAT excluding  
non-trading items

**+3.3%**

\*Excluding non-trading items

# RBD now firmly positioned as a growth company\_

\$NZ per share\*



Share price (nominal) growth  
over 13 years

**+656%**

\* Closing price financial year end (nominal)

## Funding future growth\_

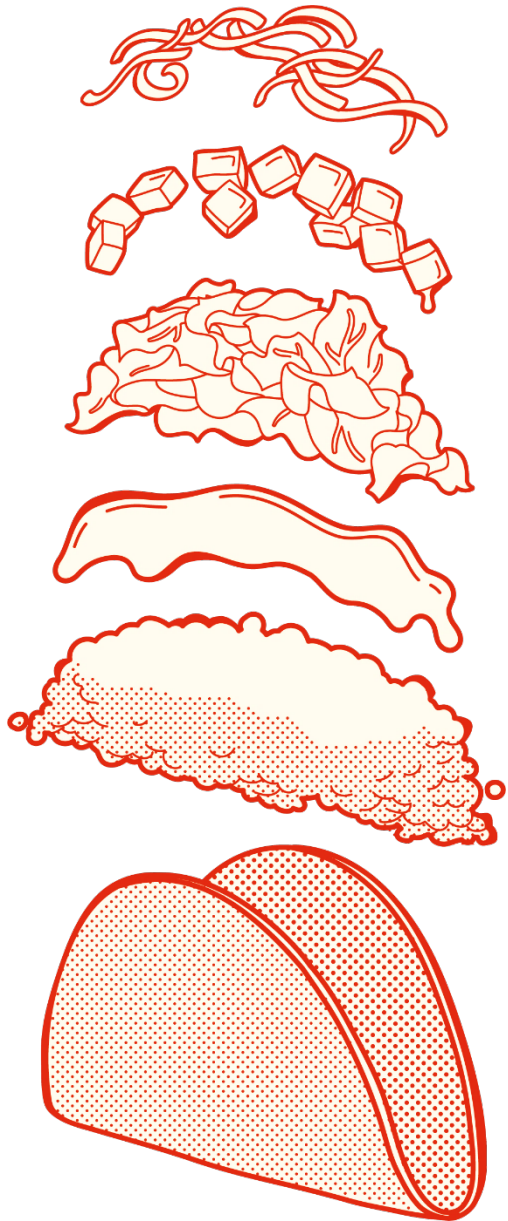
Historically, dividends have been paid in proportion to profits (80-85% pay out ratio)

Strong cash flows allowed both dividend and some capex growth

However, significant growth initiatives are planned over next 5 years

It is Finaccess' preference to equity fund as a last resort

**We are therefore retaining cash to increase funding flexibility**

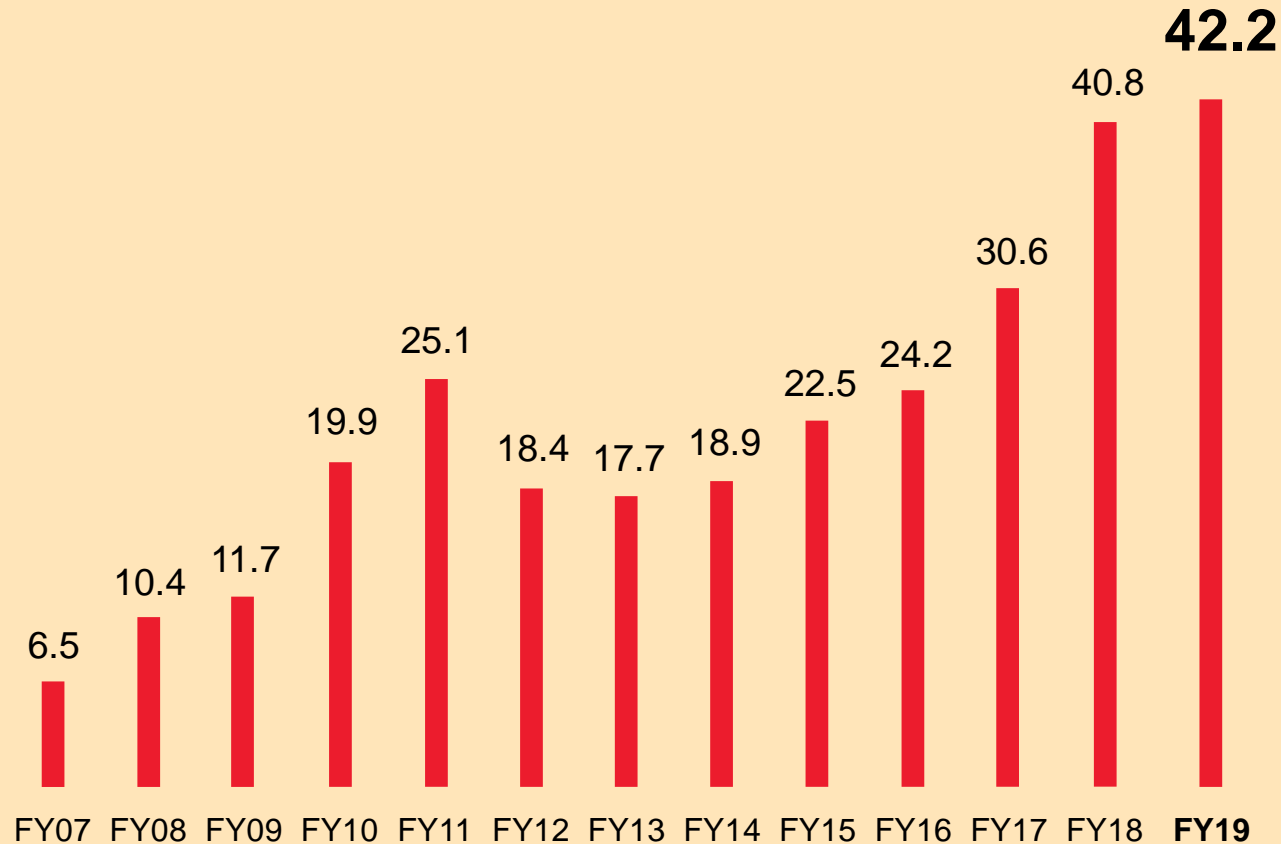


“We’ve come a long way...”



# Total Group NPAT (excluding non-trading)\_

\$NZm



Group NPAT  
(excluding non-trading)

**+16.9%**

Compound Annual Growth Rate  
over 13 years



# Some significant milestones\_

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Network transformation

**KFC** New Zealand

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Two new brands



Two new geographies

**Hawaii**

**Australia**

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Market capitalisation

**\$1,000,000,000+**

# Friendly takeover successfully completed\_

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**75%**  
of shares were  
acquired (with 91.3%  
acceptance)

at **\$9.45** a share  
- a 24% premium on  
pre-announcement  
price

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**Finaccess**  
Capital is very  
supportive of  
current growth  
strategies and  
sees significant  
potential for the  
business

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**A long term**  
investment and  
introduction of  
valuable and  
relevant expertise