



Company	Collins Foods Limited
Code	CKF
Meeting	AGM
Date	27 August 2021
Venue	Hybrid meeting with online via Lumi and in person at the offices of Clayton Utz, Level 28, 71 Eagle Street, Brisbane, Q, 4000.
Monitor	Steven Mabb

Number attendees at meeting	38 online attendees (shareholders, third party proxies and guests combined) representing 635,262 shares
Number of holdings represented by ASA	41
Value of proxies	\$1.9m
Number of shares represented by ASA	161,204
Market capitalisation	\$1.406 billion – on day of meeting
Were proxies voted?	Yes, on a poll
Pre AGM Meeting?	Yes, with Chair Robert Kaye and Director Russell Tate

Collins Foods delivering tasty chicken, tacos and results for shareholders

The Chair Robert Kaye opened the meeting with a good explanation on how to vote and ask questions in the hybrid AGM format. This year online attendees also had the option to ask a live question with a voice platform which was a nice addition. [He gave a detailed review of the year](#) and thanked all of the Collins Foods team for their contributions to achieve solid results during another difficult year dealing with COVID-19 restrictions. He also touched on the addition of a sustainability report this year which covered areas including governance, their efforts to reduce impacts on the environment and how they are giving back to staff and the community. Whilst it's early days in this area for the company and there is likely much more than can be done, we were pleased to see the company pro-actively reporting initiatives in these areas and look forward to future progress being made and reported.

[CEO Drew O'Malley addressed the meeting next](#) giving an overview of the strong financial results for the past year. Good growth was recorded again in the online business which grew to 14% of total sales.

He also gave an update on the Taco Bell division which saw 57.4% growth in revenue year on year (YOY) with four new restaurants opened and a 3.9% increase in same store sales. The division did make a \$1.4 million earnings before interest, tax, depreciation and amortisation (EBITDA) profit before admin and start-up costs or a \$1.6 million loss with those costs included. While Collins remains confident in the future

prospects for Taco Bell there were several questions from shareholders on the financials and budgets etc and this is an area that will need to be watched closely going forward. A growing and successful Taco Bell business should be great for shareholders given the ongoing strength of the more mature KFC business. But if it is not profitable going forward then this will obviously drag down the overall business.

Agenda items were then dealt with in order and any questions asked after each item. ASA asked for clarification around their Jobkeeper support. The company did receive \$1.8 million but after recording such good overall growth for the year, voluntarily repaid all these funds. We applaud the company for acting as a good corporate citizen.

All resolutions were passed with at least 96% in favour and over 99% in favour of the remuneration report.

Overall Collins Foods appears to be a well-run, well governed business with a solid operational plan for ongoing success that shareholders seem to support. With a proven ability now to push through restrictions on in store dining, through the growth of online and delivery over the past year, the near-term prospects for the business continue to look good.

We thank the board and company for being encouraging and supportive of retail shareholder engagement throughout the process and we look forward to monitoring their progress moving forward.