



9 OCTOBER 2025

GYG continues strong sales growth and network expansion in Q1 FY26 and announces \$100 million buyback

Guzman y Gomez Limited ("GYG", "the Company") today announces its quarterly results for the period 1 July 2025 to 30 September 2025 ("Q1 FY26").

GYG continued to drive strong global network sales growth at the start of FY26, supported by continued operational excellence in restaurant. Global network sales increased, driven by comp sales growth and new restaurant roll-out. During the quarter, 5 new restaurants were opened globally, including 3 in Australia, 1 in Singapore and 1 in the US. There were no restaurant closures during the period.

Solid operational progress has been made in Australia during the quarter. GYG has rolled out digitised chicken temperature monitoring nationally, reducing the Company's largest food safety risk. As part of the Culinary Excellence program of work, GYG has continued to digitise its recipes and procedures, providing an interactive and systemised tool for training crew on track for roll-out in Q2 FY26. Daypart expansion and trading hours extension continued, and by the end of the quarter, 23 restaurants were trading 24/7. GYG also successfully launched its Caesar menu items on 30 September 2025.

In the US Segment, sales momentum continued, driven by comp sales growth and the opening of one new restaurant in Des Plaines. Guest experience metrics remained strong driven by strong cultural alignment within restaurants and improved operational execution.

Quarterly results

\$ million	Q1 FY26	Q1 FY25
Australia	305.5	260.2
Asia (Singapore and Japan)	20.8	16.1
US	4.3	2.6
Network sales	330.6	278.8
<i>Network sales growth</i>	18.6%	20.7%
<i>Comp sales growth (Australia Segment¹)</i>	4.0%	8.7%
<i>Comp sales growth (US Segment)</i>	6.7%	n.a.
Number of restaurants at period end		
Corporate	84	70
Franchised	143	129
Total Australia²	227	199
Singapore	22	18
Japan	5	5
US	7	4
Total	261	226
New restaurant openings in Australia	3	5

¹ Includes Singapore and Japan.

² During the period, two restaurants transferred from franchise to corporate ownership.

Outlook and guidance

As stated in its FY25 results, GYG expects sales momentum to improve from the levels achieved in Q1 FY26. The Company is expected to deliver strong sales growth in FY26 through menu innovation, daypart expansion, operational excellence, marketing and digital initiatives. In particular, the launch of the new Caesar menu items has performed well to date and has contributed to an improvement in comp sales growth post quarter end.

GYG also reaffirms its guidance issued at the FY25 results. Australia Segment underlying EBITDA as a percentage of network sales is expected to expand to 5.9%-6.3% in FY26, compared to 5.7% in FY25.

In FY26, GYG expects to open 32 new restaurants in Australia, consisting of 20 franchised restaurants and 12 corporate restaurants. GYG anticipates 23 of these restaurants to be drive thrus and 9 to be strips. GYG is on track to meet its FY26 new restaurant opening guidance and in Q2 FY26 expects to open approximately 12 restaurants.

Capital management and buyback

On 22 August 2025 the Board declared a fully-franked final dividend of 12.6 cents per share, with payment taking place during the quarter on 30 September 2025. This reflects the Company's strong FY25 performance and is consistent with GYG's dividend policy, which targets distribution of the majority of earnings to shareholders, while prioritising continued investment in growth.

In addition, the Board is pleased to announce an on-market share buyback of up to \$100 million, expected to commence in Q2 FY26. The buyback reflects the Company's robust balance sheet and cash generation, while preserving capacity to fund the ongoing expansion of the restaurant network. In light of this strong financial position, the Board has determined that an on-market share buyback of up to \$100 million represents an efficient use of capital and is in the best interests of shareholders. The buyback provides the opportunity to enhance shareholder returns, while maintaining capacity to fund GYG's significant growth ambitions.

The timing and actual number of shares to be purchased under the buyback will depend on market conditions, trading volumes and other factors. The buyback will be conducted in accordance with the ASX Listing Rules and applicable corporate and securities laws.

Buyback execution and trading policy

The Company will conduct the buyback in accordance with its Securities Trading Policy. In particular, no shares will be purchased during mandated blackout periods, being:

- from the close of ASX trading on 30 November each year until 10:00am AEDT on the ASX trading day following the release of the Company's half year results;
- from the close of ASX trading on 31 May each year until 10:00am AEST on the ASX trading day following the release of the Company's full year results;
- from the close of the ASX trading day on 31 March each year until 10:00am AEST on the ASX trading day following the release of the Company's third quarter results;
- from the close of the ASX trading day on 30 September each year until 10:00am AEST on the ASX trading day following the release of the Company's first quarter results;
- from the close of ASX trading two weeks prior to the date of the Company's AGM until 10:00am AEST on the ASX trading day following the AGM; and
- any other period specified by the Board from time to time.



Outside of these blackout periods, the Company will retain discretion as to the timing and number of shares repurchased, subject to market conditions, trading volumes and other factors.

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Authorised for release by the Board.