



INVESTOR FACT SHEET

FOURTH QUARTER ENDED NOVEMBER 30, 2023

MTY
Toronto Stock Exchange Symbol

\$50.25
Price as at February 15, 2024

High: \$73.50 Low: \$49.90
(Intraday, 52 weeks ended February 15, 2024)

24,306,861
Number of Shares Outstanding
(February 14, 2024)

FOURTH QUARTER HIGHLIGHTS

- Annual revenue exceeded \$1 billion for the first time in MTY's history.
- Normalized adjusted EBITDA⁽¹⁾ increased 13% to \$60.4 million in the quarter compared to \$53.5 million in Q4-22.
- Free cash flows⁽¹⁾ increased 27% to \$44.3 million in the quarter compared to \$34.8 million in Q4-22 while annual free cash flows improved 13% to \$154.1 million compared to \$137.0 million in the prior year. Free cash flows per diluted share⁽²⁾ reached \$1.81 for the quarter and \$6.30 for the year.
- Net income attributable to owners in the quarter reached \$16.4 million, or \$0.67 per diluted share, an increase of 131% and for the year totaled \$104.1 million, or \$4.25 per diluted share, surpassing all previous years with a 39% increase over prior year.
- System sales⁽³⁾ for the year reached an all-time high of \$5.6 billion, compared to \$4.3 billion in 2022, a 33% increase year-over-year, while system sales for the quarter increased 11% to \$1.3 billion in Q4-23.
- Ended the quarter with 7,116 locations compared to 6,788 locations in Q4-22. The Company realized the highest number of openings in any quarter with 94 openings in Q4-23.
- Repurchased and cancelled 80,800 shares for a total consideration of \$4.2 million in Q4-23.
- Long-term debt repayments of \$27.6 million for the quarter.
- Announced increase in dividend payment of 12%. Quarterly dividend payment of \$0.28 per share paid on February 15, 2024.

A WORD FROM MANAGEMENT

MTY delivered a remarkable financial performance in fiscal 2023 on the strength of record results across the board including system sales of \$5.6 billion and a normalized adjusted EBITDA of \$271.9 million that resulted in free cash flows of \$154.1 million, or \$6.30 per diluted share, realized despite the increase in interest payments and higher than normal capital expenditures during the year. Our dual growth strategy, leveraging strategic acquisitions and organic growth, largely enabled us to overcome uncertain market conditions and inflationary pressure during the past year.

In the fourth quarter of 2023, we continued generating strong profitability and cash flows although same-store sales dropped 0.9% year-over-year as consumers reined in discretionary spending, affecting certain segments of our portfolio. The comparable store decline came mainly from brands commanding a higher price point, while our fundamental quick service restaurant business remained solid in Canada and the US. I am also pleased to report we opened the most locations in the Company's history in the fourth quarter of 2023, bringing us within a few stores of breaking even versus closures for a third consecutive reporting period. On the operating efficiency side, we plan to consolidate business units and implement cost-control measures in 2024 to maximize synergies across the entire organization, now that our latest acquisitions are fully integrated within MTY's operations.

Éric Lefebvre
Chief Executive Officer
February 15, 2024

FINANCIAL HIGHLIGHTS

(in thousands of Canadian dollars, except per share information and number of shares)

	Quarters ended November 30, (unaudited)		Years ended November 30, (audited)	
	2023	2022	2023	2022
Revenue	280,032	241,970	1,169,334	716,522
Adjusted EBITDA ⁽¹⁾	60,365	49,876	270,746	182,082
Normalized adjusted EBITDA ⁽¹⁾	60,365	53,474	271,904	187,352
Net income attributable to owners	16,444	7,126	104,082	74,817
Cash flows from operations ⁽⁴⁾	47,764	37,430	184,586	148,481
Free cash flows ^(1,4)	44,280	34,759	154,106	136,954
Free cash flows per diluted share ^(2,4)	1.81	1.42	6.30	5.60
EPS basic	0.67	0.29	4.26	3.06
EPS diluted	0.67	0.29	4.25	3.06
Weighted daily average number of common shares – basic	24,396,274	24,413,461	24,409,176	24,439,892
Weighted daily average number of common shares – diluted	24,433,834	24,465,491	24,478,163	24,465,738
System sales ⁽³⁾	1,341,600	1,206,500	5,641,200	4,251,200
Digital sales ⁽³⁾	265,400	208,500	1,027,400	820,300

(1) This is a non-GAAP measure. Please refer to the "Non-GAAP Measures" section at the end of the Q4-2023 earnings release.
(2) This is a non-GAAP ratio. Please refer to the "Non-GAAP Ratios" section at the end of the Q4-2023 earnings release.
(3) This is a supplementary financial measure. Please refer to the "Supplementary Financial Measures" section at the end of the Q4-2023 earnings release.
(4) Prior period amounts have been adjusted to reflect a reclassification between cash flows provided by operating activities and the effect of foreign exchange rate changes on cash.

RECENT EVENT

- On January 24, 2024, MTY announces its quarterly dividend payment will increase from 25.0¢ per share to 28.0¢ per share, a growth of 12%.

5-YEAR FINANCIAL REVIEW

(in thousands of Canadian dollars, except per share information, margin and number of locations)

	2023	2022	2021	2020	2019 ⁽¹⁾
System sales ⁽²⁾	5,641,200	4,251,200	3,631,300	3,459,100	3,619,800
Revenue	1,169,334	716,522	551,903	511,117	550,942
Adjusted EBITDA ⁽³⁾	270,746	182,082	168,622	137,819	147,395
Normalized adjusted EBITDA ⁽³⁾	271,904	187,352	168,622	137,819	151,662
Normalized adjusted EBITDA as a % of revenue ⁽⁴⁾	23.3%	26.1%	30.6%	27.0%	27.5%
Net income (loss)	104,524	75,179	85,943	(36,895)	77,736
Net income (loss) per share, diluted	4.25	3.06	3.46	(1.50)	3.08
Number of locations	7,116	6,788	6,719	7,001	7,373

(1) Figures have not been restated for IFRS 16.

(2) This is a supplementary financial measure. Please refer to "Supplementary financial measures" section at the end of the Q4-2023 earnings release.

(3) This is a non-GAAP measure. Please refer to the "Non-GAAP Measures" section at the end of the Q4-2023 earnings release.

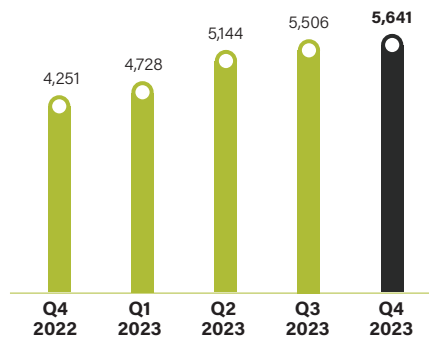
(4) This is a non-GAAP ratio. Please refer to "Non-GAAP Ratios" section at the end of the Company's Q4-2023 earnings release.

MOST RECENT ACQUISITIONS

Brands	Date	Percentage of ownership	Number of franchised locations	Number of corporate locations
Sauce Pizza and Wine	December 2022	100%	—	13
Wetzel's Pretzels	December 2022	100%	328	38
BBQ Holdings, Inc.	September 2022	100%	198	103

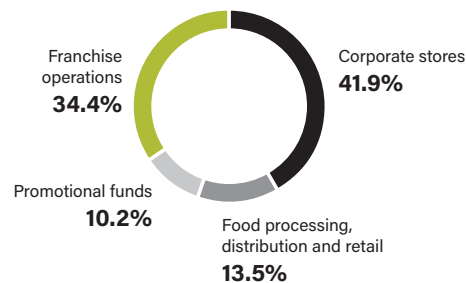
SYSTEM SALES⁽¹⁾ TRAILING 12 MONTHS

(in millions of Canadian \$)

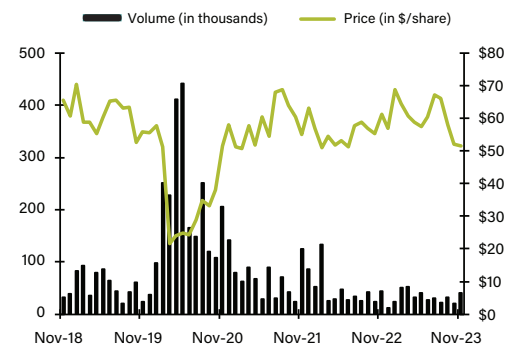


PRODUCT CATEGORIES

(in % of Q4 2023 Revenue, excluding interco)



STOCK PERFORMANCE



(1) This is a supplementary financial measure. Please refer to "Supplementary financial measures" section at the end of the Q4-2023 earnings release.



MTY GROUP (TSX: MTY) franchises and operates quick-service, fast casual and casual dining restaurants under more than 90 different banners in Canada, the US and Internationally. Based in Montreal, MTY is a family whose heart beats to the rhythm of its brands, the very soul of its multi-branded strategy. For over 40 years, it has been increasing its presence by delivering new concepts of restaurants, making acquisitions, and forging strategic alliances, which have allowed it to reach new heights year after year. By combining new trends with operational know-how, the brands forming the MTY Group now touch the lives of millions of people every year. With 7,116 locations, the many flavours of the MTY Group hold the key to responding to the different tastes and needs of today's consumers as well as those of tomorrow.

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