



**Media Release**  
**Tuesday 9 April 2024**

**GYG COMPLETES ANNUAL LIQUIDITY ROUND**

Guzman y Gomez (GYG) today announced it has completed its annual liquidity round from existing and new investors who will purchase shares in the company worth \$134.5 million, subject to shareholder approval.

GYG is pleased to welcome Cooper Investors, Hyperion Asset Management, Firetrail Investments and QVG Capital to the GYG register. Existing investors including Athletic Ventures, Aware Super and TDM Growth Partners took the opportunity to add to their shareholding.

The raise values GYG at \$1.725bn on a fully diluted basis. The proceeds of the raise will support GYG's 3-year growth strategy, including the Australian and overseas expansion plans laid out at its 1H24 results.

Cooper Investors Portfolio Managers Justin O'Brien and Geoff Di Felice said their focus on culture, long-term outlook and their knowledge of the QSR industry attracted them to GYG.

*"We did extensive analysis of GYG's business, including sending our QSR expert to meet the GYG team in Chicago. Throughout this process the quality of Founder Steven Marks and his team has shone through. Having analysed and invested in QSR businesses globally for over a decade, the Cooper Investors team believe GYG has all the hallmarks of success – a customer obsessed culture combined with the systems and processes to deliver at scale. We're excited to be on this journey with GYG."*

Mark Arnold and Jason Orthman, Lead Portfolio Managers at Hyperion Asset Management, said:

*"Hyperion is delighted to invest in GYG on behalf of its domestic funds. Having successfully invested in the QSR space over many years, we are attracted to the company's superior unit economics, underpinned by an innovative 'fresh and fast' consumer offering. We are impressed with their strong, founder-led culture and track record of success. GYG has a well-defined growth pathway which we anticipate will see it scale well beyond its current footprint within Australia in the coming years. Over time, GYG has the potential to become a significant global business."*

Subject to market conditions, GYG continues to review the possibility of an IPO in the next 12 months and will commence the required shareholder approvals to provide the flexibility to pursue this.

The release of this announcement was authorised by the Board of Directors.

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