



PIZZA PIZZA ROYALTY CORP

2022 ANNUAL GENERAL MEETING OF SHAREHOLDERS

June 9, 2023



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PIZZA
PIZZA

WELCOME

JAY SWARTZ

PIZZA PIZZA ROYALTY CORP.
BOARD CHAIR

FORWARD LOOKING STATEMENTS

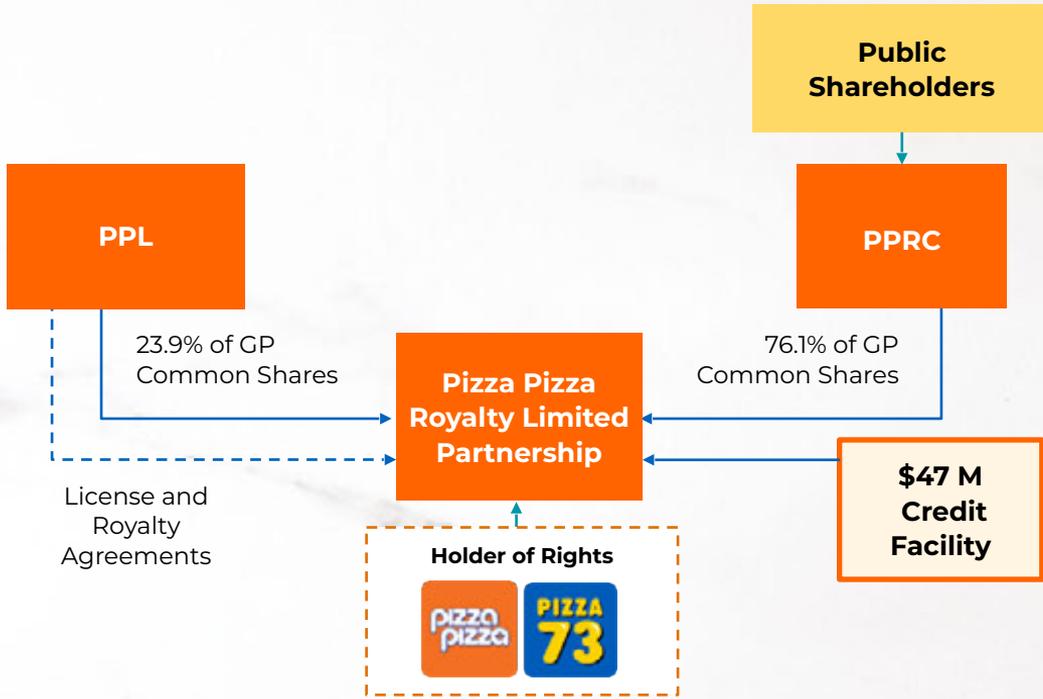
- This presentation will contain forward-looking statements.
- Investors should be aware that any forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those disclosed here today.
- Investors are directed to the Company's Annual Information Form for a full discussion of risks.
- Management does not intend to discuss any undisclosed material information today.



PIZZA PIZZA ROYALTY CORP. FINANCIAL UPDATE

CHRISTINE D'SYLVA
CFO, PIZZA PIZZA LIMITED

CORPORATE STRUCTURE



PPRC OWNERSHIP

	<u>Fully Diluted Shares</u>	<u>%</u>
Public Shareholders	24,618,392	76.1%
PPL Equivalent Shares	7,719,188	23.9%
Total	32,337,580	100.0%

ROYALTY STREAM OVERVIEW

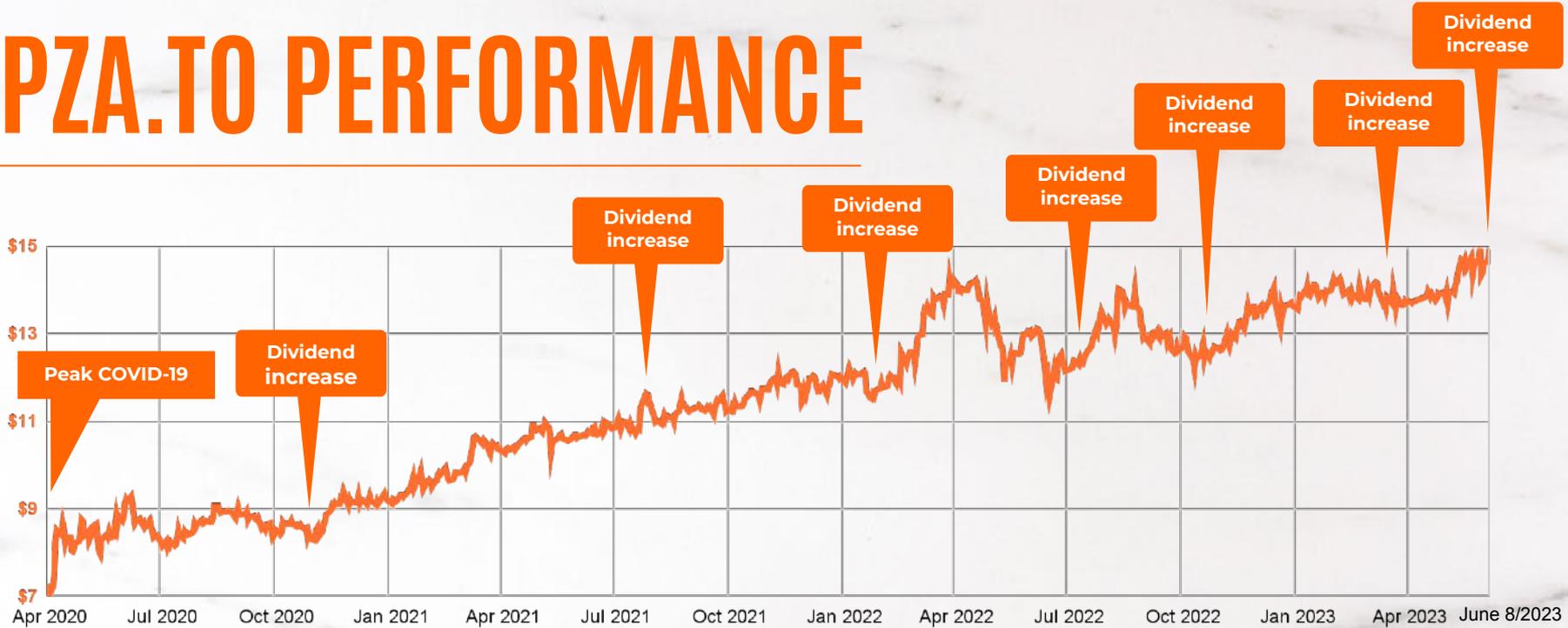


SHAREHOLDER INFORMATION

● TSX exchange listing	PZA
● Publicly-traded shares outstanding	24,618,392
● Fully Diluted shares	32,337,580
● Pizza Pizza Limited's ownership	23.9 %
● Market Capitalization	\$ 475 Million
● Currently monthly dividend	\$ 0.075
● Current dividend yield	6.1 %
● Credit facility	\$ 47 Million (April 2025 maturity)

PPRC is a high-yield dividend corporation

PZA.TO PERFORMANCE



PPRC increased the dividend seven times in the last three years

PERFORMANCE HIGHLIGHTS

	2022	Q1 2023
Royalty Pool System Sales	\$ 568 M	\$ 143 M
Restaurants in Royalty Pool	727 (+2)	743 (+16)
Same Store Sales Growth (SSSG)	15.2 %	13.6 %
Royalty Revenue	\$ 36.4 M	\$ 9.1 M
Annual dividend	\$ 0.7975	\$ 0.2125
Working Capital Reserve	\$ 7.5 M	\$ 7.3 M
Payout Ratio	95 %	104 %

Same Store Sales Growth (SSSG) is the key driver of shareholder yield growth

MONTHLY DIVIDEND GROWTH



PZA.TO has more than doubled since March 2020.

SSSG AND WORKING CAPITAL

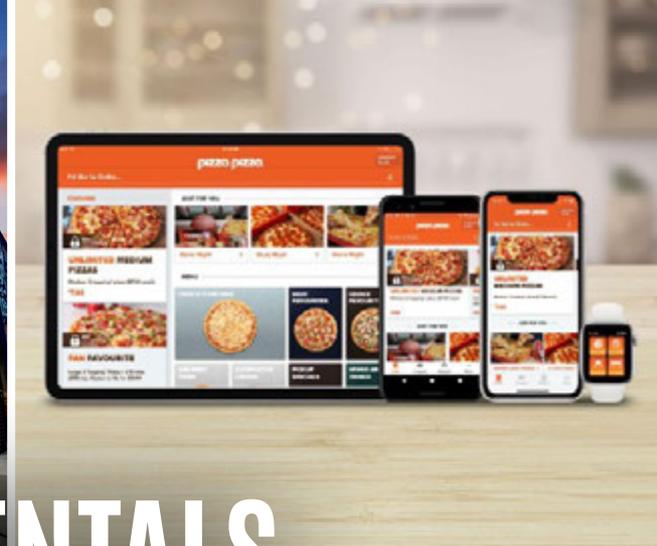


PPRC's healthy cash reserve of \$7.3M is available during sales variability

PIZZA PIZZA LIMITED BUSINESS UPDATE



PAUL GODDARD
CEO, PIZZA PIZZA LIMITED



BUSINESS FUNDAMENTALS



STRONG BRAND PORTFOLIO POISED FOR GROWTH



PIZZA PIZZA

453 traditional and 190 non-traditional locations across Canada, with a majority in Ontario & Quebec. Rapid expansion underway in British Columbia and Atlantic Canada.

PIZZA 73

99 locations in Alberta, Saskatchewan & British Columbia.

PZO
PIZZERIA

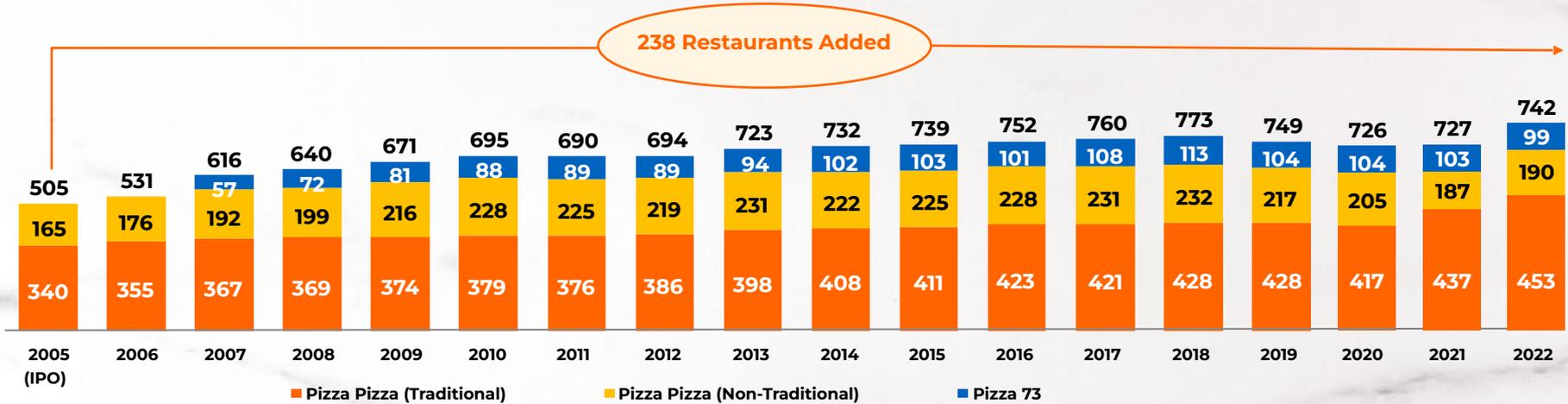
3 locations in Guadalajara, Mexico, with a target of 10 new restaurants per year.

ICONIC CANADIAN BRAND WITH #1 MARKET POSITION



TRACK RECORD OF STEADY RESTAURANT GROWTH

Restaurant Count Since IPO



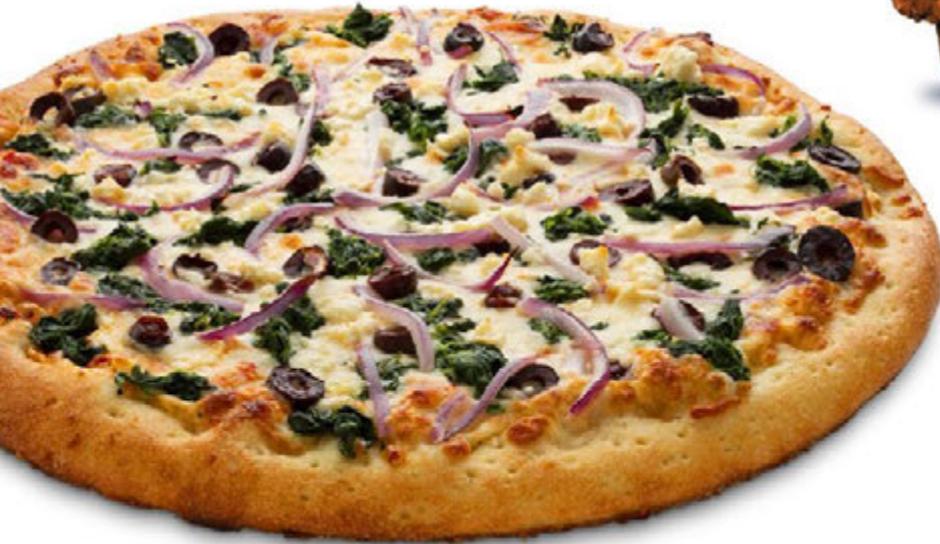
PPL has taken a measured approach to restaurant growth, expanding its network by over 2% annually, on average, since 2005

INTERNATIONAL EXPANSION OPPORTUNITIES



DIVERSE MENU

Offering customers an extensive menu of pizzas and sides to satisfy everyone's preferences.



...WITH A FOCUS ON QUALITY...



**Hand-tossed
artisan dough**



**100% vine ripened
tomato sauce**



**100% Canadian
mozzarella cheese**



**Quality gourmet
toppings**



Pizza Pizza is committed to sourcing the highest quality ingredients to make Canada's favourite pizzas

...AND VALUE

pizza pizza



FIXED-RATE PIZZA

XL
4-TOPPING PIZZA

\$16⁹⁹
FIXED PRICE

1
YEAR
THROUGHOUT
2023

pizza pizza



PICKUP SPECIALS

MEDIUM
\$8⁹⁹

LARGE
\$11⁴⁹

X-LARGE
\$13⁴⁹

PIZZA 73



EVERYDAY DEAL

GET IT ALL & SAVE BIG!

ORDER ANY SIZE PIZZA WITH TWO OR MORE TOPPINGS & CHOOSE A SECOND ITEM OF YOUR CHOICE!

STARTING AT **\$19⁹⁹**

PIZZA 73



PICKUP SPECIAL

MEDIUM **\$8⁹⁹**

LARGE **\$10⁹⁹**

CHEESE OR PEPPERONI ONLY

Continuous promotion of high quality, value oriented offerings, and popular walk-in and delivery options drive customer traffic and keep brands top of mind

MENU INNOVATION

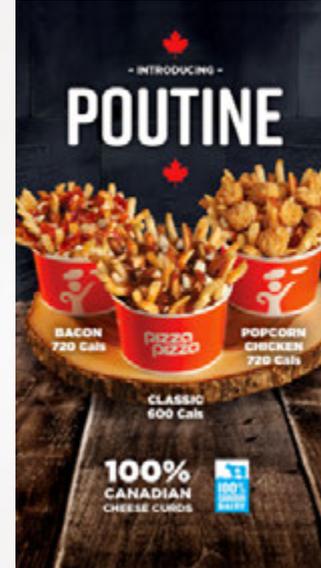
Pizza Pizza's Mission: "... to make each and every occasion with us an enjoyable and memorable experience by offering the highest quality of fresh products and exemplary services, guaranteed!"



BIG BUFFALO CHICKEN SANDWICH features a spicy, double stacked creation that showcases our menu innovation.



HOT WING BATTLE challenges our customers to choose between two new spicy wings.



POUTINE combines a classic Canadian dish with Pizza Pizza's favourite toppings.



GOURMET THINS introduces an upscale menu offering to the Pizza 73 product line.

MARKETING TO A HUNGRY AUDIENCE



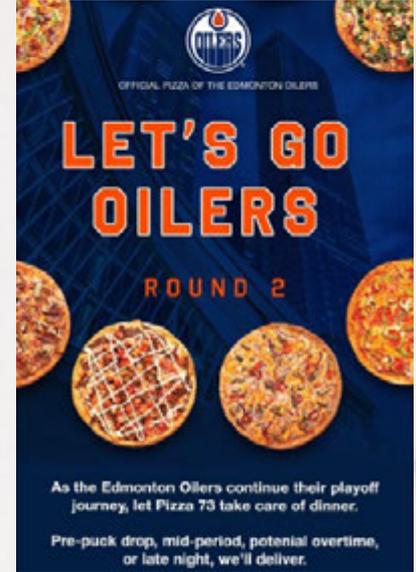
EVERYONE DESERVES PIZZA brand platform is all about inclusion, accessibility and innovation.



FIXED RATE PIZZA provides a value message during a period of high interest rates, inflation and affordability issues.



DIP ROLLER responds to the fans of our dipping sauce with a fun, innovative and collectable accessory.



SPORTS SPONSORSHIPS build fan engagement in venue and encourage restaurant visits.

MARKETING TO A HUNGRY AUDIENCE



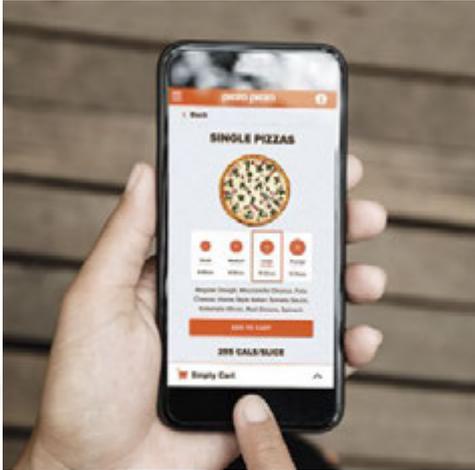
PIZZA PIZZA[®]

EVERYONE DESERVES PIZZA

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MULTI-CHANNEL ORDERING PLATFORM



DIGITAL



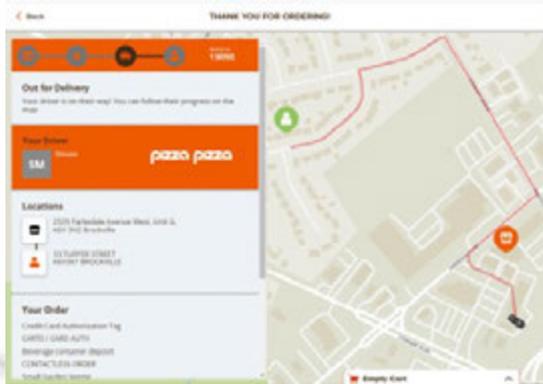
CALL CENTRE



IN-RESTAURANT

Multi-channel ordering platform provides multiple touchpoints for consumers and supports focus on convenience

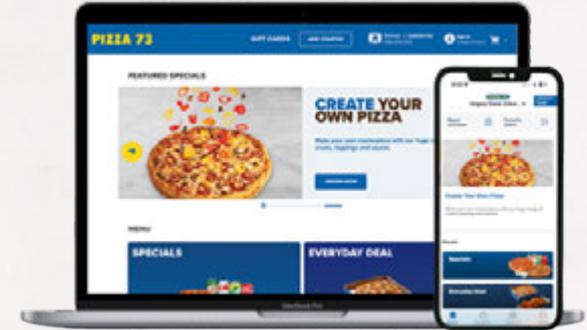
CONTINUOUSLY LEVERAGING TECHNOLOGY & INNOVATION



Delivery Driver Tracking



Loyalty Program, Push Notifications and Email Marketing



Pizza 73 Website and Mobile App Redesign

Leverages organic and third party technology to ensure the Pizza Pizza and Pizza 73 brands are top of mind with consumers with strong focus on enhancing customer engagement and experiences

RE-IMAGING EXTERIOR



OLD



NEW



Restaurant re-imaging keeps our brands current and top of mind, driving SSS

RE-IMAGING INTERIOR



OLD



NEW



Restaurant re-imaging keeps our brands current and top of mind, driving SSS

IMPRESSIVE HISTORY OF AWARDS & RECOGNITION

Waterstone Award

Waterstone
CANADA'S
MOST ADMIRABLE
CORPORATE
CULTURES

2022

CFA D&I Award



Franchisee's Choice



CFA Recognition



Pinnacle Awards



Pizza Pizza earns
Company of the Year at
the 25th Annual
Pinnacle Award in 2013

Webby Awards



Track record of achievements that recognize strength of franchisee relationships, industry and community contributions, and technological advancements

ENVIRONMENTAL, SOCIAL, GOVERNANCE



Our packaging (boxes, slice trays, bags, napkins) is all made with recycled content, saving over 100,000 trees annually.



Head office uses 3 wind turbines, battery farm, solar array and solar heat gain wall to reduce our energy consumption.



Thermoelectric generators capture and divert waste electricity from our pizza ovens to generate free hot water for our restaurants.



Over \$3 million has been raised for children's hospitals across Canada.



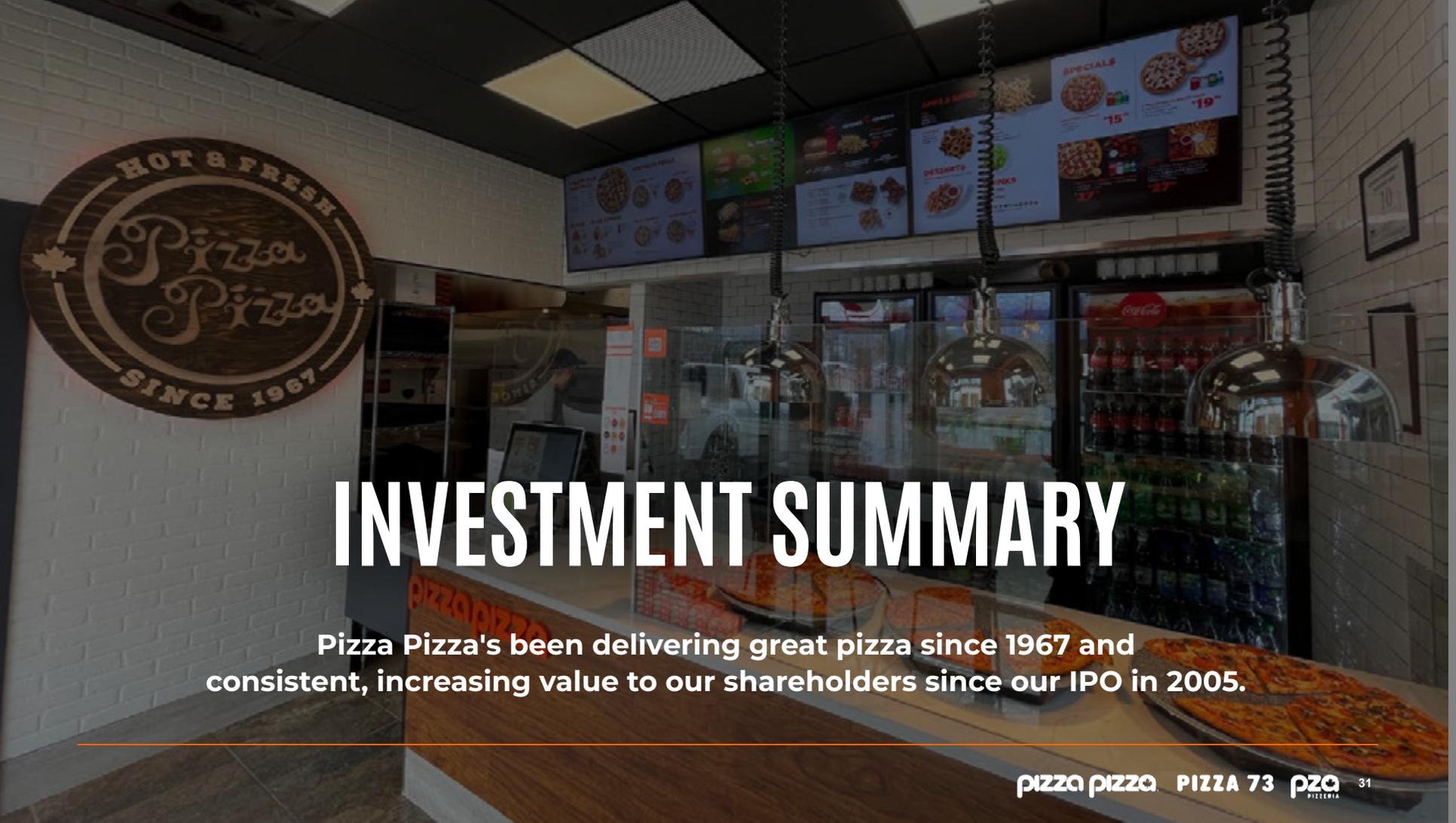
Supporting local sports teams, community events, and fundraising initiatives across the country.



Over 200 locations partnered with Too Good To Go to help reduce food waste and feed our communities.



Experienced and totally independent board of trustees for Pizza Pizza Royalty Corp.



INVESTMENT SUMMARY

Pizza Pizza's been delivering great pizza since 1967 and consistent, increasing value to our shareholders since our IPO in 2005.

ADVANTAGES OF PZA

- Exceptional Brand Recognition
- Simple Royalty Structure
- High-yield Dividend Corp
- Strong Sales Growth History
- Healthy Cash Position
- Poised For Growth
- International Scalability





THANK YOU!

PIZZA PIZZA **PIZZA 73** **PZO**
PIZZERIA