

## **Kotipizza Group Oyj**

**Press release 7 November 2018 at 9.30am (EEST)**

### **Kotipizza chain same-store sales increased by 4.3 percent in October**

Total sales of restaurants in the Kotipizza chain, part of Kotipizza Group Oyj, grew by 11.8 percent in October 2018 compared to the year before. Same-store sales, based on sales figures from 248 restaurants, rose by 4.3 percent.

In 2018, the sales in October amounted to 10.2 million euros compared with the 9.1 million euros in the previous year. October 2018 included, the chain's sales have risen for 43 consecutive months.

The chain's brick-and-mortar restaurants increased their sales by 13.0 percent and shop-in-shop locations by 5.1 percent. Online store sales grew by 70.2 percent to 1 324 000 euros. Figures for online sales are mainly based on the sales reported by 83 restaurants offering home delivery and count towards the sales of brick-and-mortar restaurants.

Since the beginning of the financial year (1 February to 31 October), cumulative chain sales have increased by 15.4 percent compared to last year, amounting to 90.3 million euros.

Total sales of restaurants in the Chalupa chain, part of Kotipizza Group Oyj, grew by 25.5 percent in October 2018 compared to the year before. In October 2018, the sales amounted to 206 000 euros. The change in same-store sales, based on sales figures from 10 restaurants, was 0.0 percent.

Total sales of restaurants in the Social Burgerjoint chain, part of Kotipizza Group Oyj, grew by 372.3 percent in October 2018 compared to the year before. In October 2018, the sales amounted to 342 000 euros. In the same month, same-store sales decreased by 10.4 percent and were based on sales figures from one restaurant. During the review period, the restaurant in question was closed for four business days due to renovation.

The sales of No Pizza, part of Kotipizza Group Oyj, amounted to 59 000 euros in October 2018.

### **The Kotipizza chain's monthly sales**

<b>October</b>	<b>2018</b>	<b>2017</b>	<b>Change (%)</b>
Monthly sales (euro thousands)	10 204	9 126	11.8
Brick-and-mortar restaurants	8 757	7 749	13.0
Shop-in-shop restaurants	1 447	1 377	5.1
Online store sales (euro thousands, included in the sales of brick-and-mortar restaurants)	1 324	778	70.2
Number of Kotipizza restaurants	279	259	
Brick-and-mortar	179	162	
Shop-in-shop	100	97	
Restaurants offering home delivery	83	71	

### **The Chalupa chain's monthly sales**

<b>October</b>	<b>2018</b>	<b>2017</b>	<b>Change (%)</b>
Monthly sales (euro thousands)	206	164	25.5
Number of Chalupa restaurants	13	10	

### **The Social Burgerjoint restaurant's monthly sales**

<b>October</b>	<b>2018</b>	<b>2017</b>	<b>Change (%)</b>
Monthly sales (euro thousands)	342	72	372.3
Number of Social Burgerjoint restaurants	3	1	

### **The No Pizza restaurant's monthly sales**

<b>October</b>	<b>2018</b>
Monthly sales (thousand euros)	59

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**Kotipizza Group in brief**

Kotipizza is a Finnish pizza chain founded in 1987. At the end of financial year 2017, the number of restaurants stood at 266. In the financial year 2017, the total sales of Kotipizza restaurants amounted to EUR 106.3 million. The Kotipizza chain and Kotipizza Oyj operating the chain are part of the Kotipizza Group, alongside the supply and logistics company Helsinki Foodstock Oy, Chalupa Oy that operates the Mexican-style restaurant chain Chalupa, The Social Burger Joint Oy that operates the Social Burgerjoint restaurant chain, as well as the No Pizza restaurant concept, aimed for international markets, that opened its first restaurant in June 2018.

In the financial year 2017, Helsinki Foodstock had net sales of EUR 64.2 million and the total sales of Chalupa restaurants were EUR 1.86 million. In the same period, the Kotipizza Group had net sales of EUR 79.9 million with a comparable EBITDA of EUR 8.52 million.