

Kotipizza Group Oyj

Press release 8 October 2018 at 9.00am (EEST)

Kotipizza chain same-store sales increased by 8.4 percent in September

Total sales of restaurants in the Kotipizza chain, part of Kotipizza Group Oyj, grew by 14.7 percent in September 2018 compared to the year before. Same-store sales, based on sales figures from 252 restaurants, rose by 8.4 percent.

In 2018, the sales in September amounted to 10.9 million euros compared with the 9.5 million euros in the previous year. September 2018 included, the chain's sales have risen for 42 consecutive months.

The chain's brick-and-mortar restaurants increased their sales by 15.8 percent and shop-in-shop locations by 8.5 percent. Online store sales grew by 86.8 percent to 1 406 000 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 30 September), cumulative chain sales have increased by 15.9 percent compared to last year, amounting to 80.1 million euros.

Total sales of restaurants in the Chalupa chain, part of Kotipizza Group Oyj, grew by 25.9 percent in September 2018 compared to the year before. In September 2018, the sales amounted to 202 000 euros. Same-store sales, based on sales figures from 9 restaurants, decreased by 12.0 percent.

Total sales of restaurants in the Social Burgerjoint chain, part of Kotipizza Group Oyj, grew by 295.6 percent in September 2018 compared to the year before. In September 2018, the sales amounted to 273 000 euros. The sales figures represent 11 days' worth of sales in the new Social Burgerjoint restaurant that was opened in the Redi shopping centre in Helsinki on September 20. Same-store sales in September 2018 grew by 7.4 percent and they are based on sales figures from one restaurant.

The sales of No Pizza, part of Kotipizza Group Oyj, amounted to 49 000 euros in September 2018.

The Kotipizza chain's monthly sales

September	2018	2017	Change (%)
Monthly sales (euro thousands)	10 881	9 487	14.7
Brick-and-mortar restaurants	9 308	8 037	15.8
Shop-in-shop restaurants	1 572	1 450	8.5
Online store sales (euro thousands, included in the sales of brick-and-mortar restaurants)	1 406	752	86.8
Number of Kotipizza restaurants	276	262	
Brick-and-mortar	176	162	
Shop-in-shop	100	100	
Restaurants offering home delivery	83	71	

The Chalupa chain's monthly sales

September	2018	2017	Change (%)
Monthly sales (euro thousands)	202	161	25.9
Number of Chalupa restaurants	13	9	

The Social Burgerjoint restaurant's monthly sales

September	2018	2017	Change (%)
Monthly sales (euro thousands)	273	69	295.6
Number of Social Burgerjoint restaurants	3	1	

The No Pizza restaurant's monthly sales

September	2018
Monthly sales (thousand euros)	49

Kotipizza Group Oyj
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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.