

## **Kotipizza Group Oyj**

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### **Kotipizza chain's sales exceeded 10 million euros in December, same-store sales increased by 13 percent**

Total sales of restaurants in the Kotipizza chain, part of Kotipizza Group Oyj, grew by 18.3 percent in December 2017 compared to the year before. Same-store sales, based on sales figures from 237 restaurants, rose by 13 percent.

In 2017, the sales in December amounted to 10.02 million euros compared with 8.46 million euros in the previous year. December 2017 boasted the best sales in Kotipizza's history as its monthly sales exceeded 10 million euros for the first time. December 2017 included, the chain's sales have risen for 33 consecutive months.

The chain's brick-and-mortar restaurants increased their sales by 19.9 percent and shop-in-shop locations by 9.8 percent. Online store sales grew by 31.5 percent to 894 000 euros. Figures for online sales are mainly based on the sales reported by 74 restaurants offering home delivery and count towards the sales of brick-and-mortar restaurants.

Since the beginning of the current financial year (1 February to 31 December 2017), cumulative chain sales have increased by 18.1 percent compared to last year, amounting to 97.2 million euros.

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

<b>December</b>	<b>2017</b>	<b>2016</b>	<b>Change (%)</b>
Monthly sales (euro thousands)	10 017	8 465	18.3
Brick-and-mortar restaurants	8 588	7 164	19.9
Shop-in-shop restaurants	1 429	1 301	9.8
Online store sales (euro thousands, included in the sales of brick-and-mortar restaurants)	894	679	31.5
Number of Kotipizza restaurants	262	258	
Brick-and-mortar	165	153	
Shop-in-shop	97	105	
Restaurants offering home delivery	74	66	

## **Kotipizza Group Oyj**

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### **For more information:**

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**Kotipizza Group in brief**

Kotipizza is a Finnish pizza chain founded in 1987. At the end of financial year 2016, the number of restaurants stood at 257. In the financial year 2016, the total sales of Kotipizza restaurants amounted to EUR 89.9 million. The Kotipizza chain is part of the Kotipizza Group, alongside the supply and logistics company Helsinki Foodstock Oy, Chalupa Oy that operates the Mexican-style restaurant chain Chalupa launched in 2015, as well as Day After Day Oy, acquired in December 2017, that operates the Social Burgerjoint burger chain and the Social Food food truck.

In the financial year 2016, Helsinki Foodstock had net sales of EUR 53.2 million and the total sales of Chalupa restaurants were EUR 1,04 million. In the same period, the Kotipizza Group had net sales of EUR 66.6 million with a comparable EBITDA of EUR 6.73 million.