

## **Kotipizza Group Oyj**

**Press release 7 January 2018 at 9am (EET)**

### **Kotipizza chain's same-store sales increased by 18.0 percent in January**

Total sales of restaurants in the Kotipizza chain, part of Kotipizza Group Oyj, grew by 19.2 percent in January 2018 compared to the year before. Same-store sales, based on sales figures from 235 restaurants, rose by 18.0 percent.

In 2018, the sales in January amounted to 9.1 million euros compared with the 7.6 million euros in the previous year. January 2018 included, the chain's sales have risen for 34 consecutive months.

The chain's brick-and-mortar restaurants increased their sales by 20.4 percent and shop-in-shop locations by 12.4 percent. Online store sales grew by 32.9 percent to 887 000 euros. Figures for online sales are mainly based on the sales reported by 76 restaurants offering home delivery and count towards the sales of brick-and-mortar restaurants.

During the financial year just ended (1 February 2017 to 31 January 2018), the cumulative chain sales increased by 18.2 percent compared to last year, amounting to 106.2 million euros. In the previous financial year 2016, the cumulative chain sales were 89.9 million euros. In FY17, the Kotipizza chain opened 25 and closed 17 restaurants.

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

<b>January</b>	<b>2018</b>	<b>2017</b>	<b>Change (%)</b>
Monthly sales (euro thousands)	9 066	7 607	19.2
Brick-and-mortar restaurants	7 756	6 442	20.4
Shop-in-shop restaurants	1 310	1 166	12.4
Online store sales (euro thousands, included in the sales of brick-and-mortar restaurants)	887	668	32.9
Number of Kotipizza restaurants	266	258	
Brick-and-mortar	169	153	
Shop-in-shop	97	105	
Restaurants offering home delivery	76	66	

## **Kotipizza Group Oyj**

Tommi Tervanen, CEO

### **For more information:**

Tommi Tervanen, CEO

tel. +358 207 716 743

Timo Pirskanen, CFO and Deputy to the CEO  
tel. +358 207 716 747

**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.