

Kotipizza Group Oyj

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Kotipizza chain same-store sales increased by 8.5 percent in April

Total sales of restaurants in the Kotipizza chain, part of Kotipizza Group Oyj, grew by 12.2 percent in April 2018 compared to the year before. Same-store sales, based on sales figures from 240 restaurants, rose by 8.5 percent.

In 2018, the sales in April amounted to 9.3 million euros compared with the 8.3 million euros in the previous year. April 2018 included, the chain's sales have risen for 37 consecutive months.

The chain's brick-and-mortar restaurants increased their sales by 13.9 percent and shop-in-shop locations by 3.3 percent. Online store sales grew by 27.6 percent to 888 000 euros. Figures for online sales are mainly based on the sales reported by 79 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 April), cumulative chain sales have increased by 16.8 percent compared to last year, amounting to 28.2 million euros.

Total sales of restaurants in the Chalupa chain, part of Kotipizza Group Oyj, grew by 30.5 percent in April 2018 compared to the year before. In April 2018, the sales amounted to 194 000 euros. Same-store sales, based on sales figures from 9 restaurants, decreased by 6.3 percent.

Sales in the Social Burgerjoint restaurant, part of Kotipizza Group Oyj, grew by 41.6 percent in April 2018 compared to the year before. In April 2018, the sales amounted to 89 000 euros, being the best monthly sales in the restaurant's history.

The Kotipizza chain's monthly sales

April	2018	2017	Change (%)
Monthly sales (euro thousands)	9 307	8 295	12.2
Brick-and-mortar restaurants	7 918	6 951	13.9
Shop-in-shop restaurants	1 389	1 344	3.3
Online store sales (euro thousands, included in the sales of brick-and-mortar restaurants)	888	696	27.6
Number of Kotipizza restaurants	269	265	
Brick-and-mortar	173	159	
Shop-in-shop	96	106	
Restaurants offering home delivery	79	68	

The Chalupa chain's monthly sales

April	2018	2017	Change (%)
Monthly sales (euro thousands)	194	148	30.5
Number of Chalupa restaurants	13	9	

The Social Burgerjoint restaurant's monthly sales

April	2018	2017	Change (%)
Monthly sales (euro thousands)	89	63	41.6

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 2017, the number of restaurants stood at 258. In the financial year 2017, the total sales of Kotipizza restaurants amounted to EUR 106.3 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 The Social Burger Joint Oy, acquired in November 2017, that operates the Social Burgerjoint restaurant chain and the Social Food food truck.

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.