

Kotipizza Group Oyj

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Kotipizza chain same-store sales increased by 7.5 percent in May

Total sales of restaurants in the Kotipizza chain, part of Kotipizza Group Oyj, grew by 12.9 percent in May 2018 compared to the year before. Same-store sales, based on sales figures from 247 restaurants, rose by 7.5 percent.

In 2018, the sales in May amounted to 9.1 million euros compared with the 8.1 million euros in the previous year. May 2018 included, the chain's sales have risen for 38 consecutive months.

The chain's brick-and-mortar restaurants increased their sales by 13.4 percent and shop-in-shop locations by 9.9 percent. Online store sales grew by 25.6 percent to 824 000 euros. Figures for online sales are mainly based on the sales reported by 77 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 May), cumulative chain sales have increased by 15.8 percent compared to last year, amounting to 37.4 million euros.

Total sales of restaurants in the Chalupa chain, part of Kotipizza Group Oyj, grew by 23.2 percent in May 2018 compared to the year before. In May 2018, the sales amounted to 199 000 euros. Same-store sales, based on sales figures from 8 restaurants, decreased by 24.1 percent.

Sales in the Social Burgerjoint restaurant, part of Kotipizza Group Oyj, grew by 34.8 percent in May 2018 compared to the year before. In May 2018, the sales amounted to 104 000 euros, being the best monthly sales in the restaurant's history. Monthly sales exceeded 100 000 euros for the first time.

The Kotipizza chain's monthly sales

May	2018	2017	Change (%)
Monthly sales (euro thousands)	9 114	8 075	12.9
Brick-and-mortar restaurants	7 730	6 815	13.4
Shop-in-shop restaurants	1 385	1 260	9.9
Online store sales (euro thousands, included in the sales of brick-and-mortar restaurants)	824	656	25.6
Number of Kotipizza restaurants	273	266	
Brick-and-mortar	175	160	
Shop-in-shop	98	106	
Restaurants offering home delivery	77	70	

The Chalupa chain's monthly sales

May	2018	2017	Change (%)
Monthly sales (euro thousands)	199	161	23.2
Number of Chalupa restaurants	13	8	

The Social Burgerjoint restaurant's monthly sales

May	2018	2017	Change (%)
Monthly sales (euro thousands)	104	77	34.8

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 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.