

## **Kotipizza Group Oyj**

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#### **Kotipizza chain's same-store sales increased by 17.1 percent in September**

Total sales of the restaurants in the Kotipizza chain, part of Kotipizza Group Oyj, grew by 25.8 percent in August compared to previous year. Same-store sales, based on sales figures from 237 restaurants, rose by 17.1 percent.

This year, the sales in September amounted to 9.49 million euros compared with 7.54 million euros last year. September 2017 boasted the second-best sales in Kotipizza's history. The record for monthly sales, 9.93 million euros, dates from July 2017. September 2017 included, the chain's monthly sales have exceeded 8 million euros in seven subsequent months.

The chain's brick-and-mortar restaurants increased their sales by 26.7 percent and shop-in-shop locations by 20.7 percent. Online store sales grew by 38.3 percent to 752 000 euros. Figures for online sales are mainly based on the sales reported by 71 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 30 September), the cumulative chain sales have increased by 18.8 percent compared to last year, amounting to 69.1 million euros.

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

<b>September</b>	<b>2017</b>	<b>2016</b>	<b>Change (%)</b>
Monthly sales (euro thousands)	9 487	7 544	25.8
Brick-and-mortar restaurants	8 037	6 342	26.7
Shop-in-shop restaurants	1 450	1 202	20.7
Online store sales (euro thousands, included in the sales of brick-and-mortar restaurants)	752	544	38.3
Number of Kotipizza restaurants	262	253	
Brick-and-mortar	162	150	
Shop-in-shop	100	103	
Restaurants offering home delivery	71	63	

## **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 and the Mexican-style restaurant chain Chalupa, launched in 2015.

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.