



Restaurant Brands New Zealand Limited

21 October 2021
ASX/NZX

Restaurant Brands' Grows Third Quarter Sales, Despite COVID-19 Store Closures

Restaurant Brands' has delivered solid sales growth for its third quarter. Compared with last year, sales lost through the COVID-19 store closures in August and September in New Zealand were fully offset by the additional two months of trading from the California business acquired on 2 September 2020.

For the three months to 30 September 2021 sales were \$243.6 million, an increase of \$3.8 million or 1.6% on the equivalent quarter last year.

Total year to date sales were \$784.3 million, up by more than a quarter (25.8%) on the prior year.

Company owned store numbers were 352, up by four on the same period last year.

New Zealand

New Zealand third quarter sales were \$95.6 million, a 17.5% decrease of \$20.3 million due to the Government-mandated COVID-19 store closures during August and September. If these stores had traded over the quarter, they would have generated an additional \$26 million in sales.

However, same store sales grew 9.9%, with KFC, Pizza Hut and Carl's Jr. all continuing to perform strongly.

Total year to date sales were \$334.9 million. This is an increase of \$44.4 million (15.3%) on the prior year and 11.6% on a same store basis. If these stores had not been closed for a period of time last year due to COVID-19 restrictions, they would have generated additional sales of approximately \$33 million

A new Taco Bell opened in Bush Inn – Christchurch this quarter, bringing New Zealand store numbers to 133 throughout the country.

Australia

Australian operations generated sales of \$A53.0 million (\$NZ55.6 million), an increase of 0.1%. New store sales offset the impact of COVID-19 trading restrictions.

Same store sales were down 5.9% (local currency), with Sydney mall and in-line city stores taking a hit due to the ongoing COVID-19 trading restrictions in New South Wales.

Total year to date sales were \$A167.8 million (\$NZ178.6 million), an increase of 13.9% on the prior year and 1.4% on a same store basis.

Store numbers are now 77, following the opening of a new Taco Bell store in Tamworth. This is up by 12 on last year, following five acquisitions and seven new store builds.

Hawaii

The Hawaiian business continued to trade strongly, with third quarter sales of \$US37.1 million (\$NZ52.8 million). This is an increase of 5.9% in total and 7.8% on a same store basis (local currency). Sales in \$NZ were slightly lower than prior year due to the appreciation of the New Zealand dollar against the \$US.

Taco Bell benefited from some lifting of COVID-19 restrictions and Pizza Hut continues to respond well to the increased demand for home delivery.

Year to date sales were \$US109.7 million (\$NZ153.8 million), an increase of 5.8% on the prior year and up 9.5% on a same store basis.

Store numbers remained unchanged during the quarter at 73.

California

Californian third quarter sales were \$US27.6 million (\$NZ39.7 million). Prior year comparisons are for just one month of trading following the acquisition in September 2020.

Same store sales were up 2.4% for the one month of comparable trading.

Total year to date sales were \$US82.9 million (\$NZ117.0 million).

One store in Irvine was closed, bringing total stores to 69. Two new stores are expected to open by year end.

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RESTAURANT BRANDS NEW ZEALAND LIMITED

Quarterly Sales Report

Summary of Results for the 3rd Quarter (Q3)

(for the 3 months 01/07/21 to 30/09/21)

	2021 (\$000's)	2020 (\$000's)	Change
Total Store Sales (\$NZ)			
<u>Q3 2021 vs Q3 2020</u>			
New Zealand	95,625	115,917	(17.5%)
Australia	55,564	57,389	(3.2%)
Hawaii	52,769	53,150	(0.7%)
California	39,659	13,385	196.3%
Total Store Sales	243,617	239,841	1.6%
<u>YTD 2021 vs YTD 2020</u>			
New Zealand	334,899	290,520	15.3%
Australia	178,591	156,526	14.1%
Hawaii	153,794	162,848	(5.6%)
California	116,975	13,385	774.0%
Total Store Sales	784,258	623,278	25.8%
	2021	2020	Change
Same Store Sales			
<u>Q3 2021 vs Q3 2020</u>			
New Zealand	9.9%	5.9%	4.0%
Australia	(5.9%)	3.3%	(9.3%)
Hawaii	7.8%	8.7%	(0.8%)
California	2.4%	n/a	n/a
<u>YTD 2021 vs YTD 2020</u>			
New Zealand	11.6%	4.0%	7.7%
Australia	1.4%	1.4%	0.0%
Hawaii	9.5%	8.2%	1.3%
California	2.4%	n/a	n/a

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(for the 3 months 01/07/21 to 30/09/21)

	2021 (\$000's)	2020 (\$000's)	Change
Total Store Sales (Local Currency)			
<u>Q3 2021 vs Q3 2020</u>			
Australia (\$A)	53,031	52,978	0.1%
Hawaii (\$US)	37,050	34,997	5.9%
California (\$US)	27,622	8,832	212.8%
<u>YTD 2021 vs YTD 2020</u>			
Australia (\$A)	167,788	147,339	13.9%
Hawaii (\$US)	109,704	103,727	5.8%
California (\$US)	82,866	8,832	838.3%
Number Of Stores Open At Quarter End			
	2021	2020	Change
New Zealand	133	139	(6)
Australia	77	65	12
Hawaii	73	75	(2)
California	69	69	-
Total Stores	352	348	4
Exchange Rates			
- Blended \$A:\$NZ rate for Q3	0.954	0.923	0.031
- Blended \$A:\$NZ rate for YTD	0.940	0.941	(0.001)
- Blended \$US:\$NZ rate for Q3	0.700	0.659	0.041
- Blended \$US:\$NZ rate for YTD	0.711	0.639	0.072

Note: Some sales numbers for each of the divisions may not aggregate in total due to rounding.