



## Restaurant Brands New Zealand Limited

**31 May 2018**  
**ASX/NZX**

### **Restaurant Brands' First Quarter Sales up 11.7% following further Australian acquisitions.**

Restaurant Brands' total sales for the first quarter of the financial year (12 weeks to 21 May 2018) were \$180.0 million, an increase of 11.7% or \$18.8 million on the equivalent period last year.

New Zealand operations generated sales of \$97.4 million, up 2.8% on a total basis and 2.6% on a same store basis. Australian KFC outlets produced sales of \$42.8 million, up 44.1% on a total store basis, and 3.7% on a same store basis. Hawaiian operations generated sales of \$39.8 million, up 8.4% on a total basis and down 2.3% on a same store basis.

Total company store numbers were up by 11 on the equivalent period last year to 309, primarily from the acquisition of a further 13 KFC stores in Australia.

### **KFC New Zealand**

For the first quarter sales for KFC New Zealand were \$75.0 million, an increase of 5.8% on the equivalent period last year on a total store basis and up 4.3% on a same store basis for this quarter.

Store numbers remained steady at 94 during the quarter.

### **Pizza Hut New Zealand**

Total first quarter sales for Restaurant Brands-owned Pizza Hut stores were \$9.2 million, a decrease of 5.4% on the equivalent period last year. Same store sales for the quarter decreased by 5.0%.

Company owned stores reduced by three during the quarter to 33 with three Pizza Hut stores sold to independent franchisees. There are now 65 Pizza Hut stores operated by independent franchisees, bringing the total network to 98 stores.

Network total sales for the quarter were \$23.4 million, an increase of 1.2%.

### **Starbucks Coffee**

Starbucks Coffee total sales for the first quarter were \$5.7 million, a 6.1% decrease on the equivalent period last year following the closure of two stores. Same store sales for the quarter were up 2.1%.

Store numbers remained steady at 22 during the quarter.

### **Carl's Jr.**

Total sales for the first quarter were \$7.5 million, a decrease of 6.9% on the equivalent period last year, and down on a same store basis by 2.8%.

Store numbers reduced by one to 18 with the compulsory closure of Upper Harbour store due to road development.

### **KFC Australia**

First quarter sales for KFC Australia were \$A39.9 million (\$NZ42.8 million), an increase of 44.8% on a total store basis and 4.2% on a same store basis.

Store numbers remained steady at 61 stores during the quarter. Store numbers were 14 up on last year from the acquisition of 13 stores and one new store opening.

### **Taco Bell Hawaii**

Total sales for the first quarter were \$US16.2 million (\$NZ22.6 million), an increase of 10.0% on a total store basis due to a week's extra trading. Sales were 0.9% up on a same store basis.

Store numbers remained steady at 36 during the quarter, and reduced by one on last year with the closure of Pearlridge due to the lease expiring.

### **Pizza Hut Hawaii**

Total sales for the first quarter were \$US12.3 million (\$NZ17.2 million), an increase of 10.9% on a total store basis due to a week's extra trading. Sales were 2.2% down on a same store basis.

Store numbers remained steady at 45 during the quarter. During last year a new store opened at Mall Stadium to replace the Pearlridge store which closed due to the lease expiring.

For further information please contact:

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**RESTAURANT BRANDS NEW ZEALAND LIMITED**

## Quarterly Sales Report

**Summary of Results for the 1st Quarter (Q1)**

(for the 12 weeks 27/02/2018 to 21/05/18)

	2018/19 (\$000's)	2017/18 (\$000's)	Change
<b><u>Q1 2018/19 vs Q1 2017/18</u></b>			
Total Store Sales - KFC New Zealand	74,965	70,883	5.8%
Total Store Sales - Pizza Hut New Zealand	9,177	9,698	-5.4%
Total Store Sales - Starbucks Coffee	5,744	6,117	-6.1%
Total Store Sales - Carl's Jr.	7,547	8,106	-6.9%
<b>Total Store Sales - New Zealand</b>	<b>97,434</b>	<b>94,803</b>	<b>2.8%</b>
<b>Total Store Sales - KFC Australia *</b>	<b>42,791</b>	<b>29,701</b>	<b>44.1%</b>
Total Store Sales - Taco Bell *	22,638	20,954	8.0%
Total Store Sales - Pizza Hut Hawaii *	17,163	15,768	8.8%
<b>Total Store Sales - Hawaii *</b>	<b>39,802</b>	<b>36,723</b>	<b>8.4%</b>
<b>Total Store Sales</b>	<b>180,027</b>	<b>161,227</b>	<b>11.7%</b>
Same Store Sales - KFC New Zealand	73,252	70,258	4.3%
Same Store Sales - Pizza Hut New Zealand	8,836	9,298	-5.0%
Same Store Sales - Starbucks Coffee	5,726	5,608	2.1%
Same Store Sales - Carl's Jr.	7,547	7,764	-2.8%
<b>Total Same Store Sales - New Zealand</b>	<b>95,360</b>	<b>92,928</b>	<b>2.6%</b>
<b>Same Store Sales - KFC Australia *</b>	<b>29,593</b>	<b>28,543</b>	<b>3.7%</b>
Same Store Sales - Taco Bell *	20,391	20,590	-1.0%
Same Store Sales - Pizza Hut Hawaii *	15,136	15,763	-4.0%
<b>Total Same Store Sales - Hawaii *</b>	<b>35,527</b>	<b>36,353</b>	<b>-2.3%</b>
<b>Total Same Store Sales</b>	<b>160,480</b>	<b>157,824</b>	<b>1.7%</b>
<b><u>YTD 2018/19 vs YTD 2017/18</u></b>			
Total Store Sales - KFC New Zealand	74,965	70,883	5.8%
Total Store Sales - Pizza Hut New Zealand	9,177	9,698	-5.4%
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**RESTAURANT BRANDS NEW ZEALAND LIMITED**

Quarterly Sales Report

**Summary of Results for the 1st Quarter (Q1)**

(for the 12 weeks 27/02/2018 to 21/05/18)

<u>NUMBER OF STORES OPEN AT QUARTER END</u>	2018/19	2017/18	Change
KFC New Zealand	94	92	2
Pizza Hut New Zealand	33	34	-1
Starbucks Coffee	22	24	-2
Carl's Jr.	18	19	-1
<b>Total - New Zealand</b>	167	169	-2
<b>Total - KFC Australia</b>	61	47	14
Taco Bell	36	37	-1
Pizza Hut Hawaii	45	45	-
<b>Total - Hawaii</b>	81	82	-1
<b>Total Stores</b>	<b>309</b>	<b>298</b>	<b>11</b>
<u>AUSTRALIAN SALES IN AUD</u>	2018/19 (\$000's)	2017/18 (\$000's)	Change
<b>Q1 2018/19 vs Q1 2017/18</b>			
Total Store Sales - KFC Australia	39,885	27,550	44.8%
Same Store Sales - KFC Australia	27,583	26,476	4.2%
<b>YTD 2018/19 vs YTD 2017/18</b>			
Total Store Sales - KFC Australia	39,885	27,550	44.8%
Same Store Sales - KFC Australia	27,583	26,476	4.2%
<u>HAWAIIAN SALES IN USD</u>			
<b>Q1 2018/19 vs Q1 2017/18</b>			
Total Store Sales - Taco Bell	16,158	14,686	10.0%
Total Store Sales - Pizza Hut Hawaii	12,250	11,051	10.9%
<b>Total Store Sales - Hawaii</b>	28,408	25,736	10.4%
Same Store Sales - Taco Bell	14,554	14,430	0.9%
Same Store Sales - Pizza Hut Hawaii	10,803	11,047	-2.2%
<b>Total Same Store Sales - Hawaii</b>	25,357	25,477	-0.5%
<b>YTD 2018/19 vs YTD 2017/18</b>			
Total Store Sales - Taco Bell	16,158	14,686	10.0%
Total Store Sales - Pizza Hut Hawaii	12,250	11,051	10.9%
<b>Total Store Sales - Hawaii</b>	28,408	25,736	10.4%
Same Store Sales - Taco Bell	14,554	14,430	0.9%
Same Store Sales - Pizza Hut Hawaii	10,803	11,047	-2.2%
<b>Same Store Sales - Hawaii</b>	25,357	25,477	-0.5%
Some Sales numbers for each of the concepts may not aggregate in total due to rounding.			
* <u>Note:</u>			
- Blended AUD:NZD rate for Q1	0.932	0.928	0.004
- Blended AUD:NZD rate for YTD	0.932	0.928	0.004
- Blended USD:NZD rate for Q1	0.714	0.701	0.013
- Blended USD:NZD rate for YTD	0.714	0.701	0.013