



RESTAURANT BRANDS NEW ZEALAND LIMITED

**16 December 2019**  
**ASX/NZX**

### **Restaurant Brands Strong Sales Growth Continues in the Third Quarter**

Restaurant Brands' total sales for the third quarter of the financial year (12 weeks to 2 December 2019) were \$192.0 million, an increase of \$10.5 million or 5.8% on the equivalent period last year. Each of the operating divisions (New Zealand, Australia and Hawaii) maintained strong same store sales growth with sales increases of +5.6%, +3.9% and +8.8% respectively.

New Zealand operations sales were \$99.6 million, up 5.2% in total (despite the partial impact of the sale of the Starbucks Coffee business in October 2018), and up 5.6% on a same store basis. Australian KFC outlets produced sales of \$NZ46.5 million, up 6.7% on a total basis and 3.9% on a same store basis (local currency). Hawaiian operations sales were \$NZ45.8 million, up 2.7% on a total basis and 8.8% on a same store basis (local currency).

Year to date sales were \$634.5 million, an increase of 3.6% over the prior year on a total basis.

Company store numbers were up by two on the equivalent period last year to 286.

#### **KFC New Zealand**

Third quarter sales for KFC New Zealand were \$83.6 million, an increase of 8.3% on the equivalent period last year and up 5.5% on a same store basis for this quarter.

Year to date sales for KFC New Zealand were \$277.1 million, an increase of 8.0% on a total basis and 5.6% on a same store basis.

Store numbers increased by two during the quarter with the opening of stores at WestCity and Newmarket, and increased by five on the prior year with stores opening during the first quarter at Bombay, Courtenay Place and Tauranga Crossing.

#### **Pizza Hut New Zealand**

Third quarter sales for Restaurant Brands-owned Pizza Hut stores were \$7.6 million, an increase of 0.8% on the equivalent period last year. Same store sales for the quarter decreased by 3.2%.

Year to date sales for Restaurant Brands-owned Pizza Hut stores were \$25.9 million, a decrease of 7.4% in total, and down 4.1% on a same store basis.

Restaurant Brands-owned store numbers decreased by one during the quarter to 29 stores, and constant with last year. There are now 73 Pizza Hut stores operated by independent franchisees of a network of 102 stores.

Network total sales for the quarter were \$23.4 million, an increase of 1.2%. Year to date network total sales were \$77.0 million, a decrease of 2.5%.

## **Carl's Jr.**

Total Carl's Jr. sales for the third quarter were \$8.0 million, an increase of 15.5% on both a total and same stores basis on the equivalent period last year following the introduction of delivery via the UberEats platform.

Year to date sales for Carl's Jr. were \$27.0 million, an increase of 10.7% on a total basis and 11.4% on a same store basis.

Store numbers remained steady at 18 during the quarter.

## **Taco Bell New Zealand.**

The first New Zealand Taco Bell store opened in November with strong sales from three weeks of trading of \$0.3 million.

## **KFC Australia**

Third quarter sales for KFC Australia were \$A43.7 million (\$NZ46.5 million), an increase of 6.7% on a total basis and 3.9% on a same store basis (local currency).

Year to date sales for KFC Australia were \$A143.1 million (\$NZ151.4 million), an increase of 4.9% on a total basis and 5.3% on a same store basis (local currency).

Store numbers increased by one to 62 during the quarter with the opening of the Darlinghurst store.

## **Taco Bell Australia**

Restaurant Brand's first Australian Taco Bell store recently opened in Newcastle during the first week of quarter four.

## **Taco Bell Hawaii**

Total Taco Bell sales for the third quarter were up to \$US17.6 million (\$NZ27.7 million) on the back of several successful promotions. This was an increase of 5.4% on a total basis and 13.5% on a same store basis (local currency).

Year to date sales for Taco Bell were \$US60.1 million (\$NZ91.7 million), an increase of 8.4% on a total basis and 13.6% on a same store basis (local currency).

Store numbers remained steady at 36 during the quarter.

## **Pizza Hut Hawaii**

Pizza Hut Hawaii sales for the third quarter were \$US11.5 million (\$NZ18.1 million), a decrease of 1.2% on a total basis and up 2.3% on a same store basis (local currency).

Year to date Pizza Hut Hawaii sales were \$US40.0 million (\$NZ61.0 million), a decrease of 0.3% on a total basis but up 2.8% on a same store basis (local currency).

Store numbers were down two during the quarter to 41 following the expiry of leases on the Hawaii Kai and Kapaa stores, and down four on last year.

## **Full Year Results**

Following the change in balance date to 31 December the company expects to release its full year trading results in late February 2020.

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**RESTAURANT BRANDS NEW ZEALAND LIMITED**

Quarterly Sales Report

**Summary of Results for the 3rd Quarter (Q3)**

(for the 12 weeks 10/09/19 to 02/12/19)

	2019 (\$000's)	2018/19 (\$000's)	Change
<b>Total Store Sales (\$NZ)</b>			
<b><u>Q3 2019 vs Q3 2018/19</u></b>			
KFC New Zealand	83,631	77,213	8.3%
Pizza Hut New Zealand	7,627	7,566	0.8%
Starbucks Coffee	-	2,973	n/a
Carl's Jr.	8,034	6,958	15.5%
Taco Bell New Zealand	317	-	n/a
<b>New Zealand</b>	<b>99,609</b>	<b>94,710</b>	<b>5.2%</b>
<b>KFC Australia *</b>	<b>46,531</b>	<b>44,270</b>	<b>5.1%</b>
Taco Bell Hawaii *	27,702	25,068	10.5%
Pizza Hut Hawaii *	18,118	17,460	3.8%
<b>Hawaii *</b>	<b>45,820</b>	<b>42,528</b>	<b>7.7%</b>
<b>Total Store Sales</b>	<b>191,960</b>	<b>181,508</b>	<b>5.8%</b>
<b><u>YTD 2019 vs YTD 2018/19</u></b>			
KFC New Zealand	277,119	256,477	8.0%
Pizza Hut New Zealand	25,936	28,018	(7.4%)
Starbucks Coffee	-	16,022	n/a
Carl's Jr.	27,035	24,419	10.7%
Taco Bell New Zealand	317	-	n/a
<b>New Zealand</b>	<b>330,406</b>	<b>324,936</b>	<b>1.7%</b>
<b>KFC Australia *</b>	<b>151,377</b>	<b>147,661</b>	<b>2.5%</b>
Taco Bell Hawaii *	91,700	81,183	13.0%
Pizza Hut Hawaii *	61,039	58,716	4.0%
<b>Hawaii *</b>	<b>152,739</b>	<b>139,899</b>	<b>9.2%</b>
<b>Total Store Sales</b>	<b>634,522</b>	<b>612,495</b>	<b>3.6%</b>
<i>* - Converted at exchange rates on following page</i>			

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	2019 (\$000's)	2018/19 (\$000's)	Change
<b>Total Store Sales (Local Currency)</b>			
<b><u>Q3 2019 vs Q3 2018/19</u></b>			
<b>KFC Australia (\$A)</b>	43,662	40,933	6.7%
Taco Bell Hawaii	17,647	16,743	5.4%
Pizza Hut Hawaii	11,526	11,670	(1.2%)
<b>Hawaii (\$US)</b>	29,173	28,412	2.7%
<b><u>YTD 2019 vs YTD 2018/19</u></b>			
<b>KFC Australia (\$A)</b>	143,120	136,413	4.9%
Taco Bell Hawaii	60,060	55,383	8.4%
Pizza Hut Hawaii	39,986	40,113	(0.3%)
<b>Hawaii (\$US)</b>	100,045	95,496	4.8%
<b>Number Of Stores Open At Quarter End</b>	<b>2019</b>	<b>2018/19</b>	<b>Change</b>
KFC New Zealand	99	94	5
Pizza Hut New Zealand	29	29	-
Starbucks Coffee	-	-	-
Carl's Jr.	18	18	-
Taco Bell New Zealand	1	-	1
<b>New Zealand</b>	147	141	6
<b>KFC Australia</b>	62	62	-
Taco Bell Hawaii	36	36	-
Pizza Hut Hawaii	41	45	(4)
<b>Hawaii</b>	77	81	(4)
<b>Total Stores</b>	<b>286</b>	<b>284</b>	<b>2</b>
<b>Exchange Rates</b>			
- Blended \$A:\$NZ rate for Q3	0.938	0.925	0.014
- Blended \$A:\$NZ rate for YTD	0.945	0.924	0.022
- Blended \$US:\$NZ rate for Q3	0.637	0.668	(0.031)
- Blended \$US:\$NZ rate for YTD	0.655	0.683	(0.028)

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