



Restaurant Brands New Zealand Limited

26 October 2022
ASX/NZX

Restaurant Brands Sales up 32.3% with Roll Over of COVID-19 Lockdowns

Restaurant Brands' total sales for the third quarter to 30 September 2022 increased to \$322.2 million (up 32.3% over the equivalent period last year), as sales recovered from the impacts of the 2021 COVID-19 restrictions in New Zealand and Australia.

Worldwide inflationary pressures have continued from last quarter, with the company still experiencing significant cost inflation across all regions. The company continues to implement price increases where possible in response to these increased costs.

Total year to date sales reached \$907.1 million (an increase of 15.7% on the prior year). Total sales were supported by the inclusion of 20 new stores (to 372 stores in total), lower levels of COVID-19 disruption and the strengthening US and Australian dollars over the prior year.

New Zealand

Third quarter sales for New Zealand were \$137.6 million, up 43.9% in total and 2.2% on a same store basis.

Prior year trading was impacted by Government-mandated trading restrictions. Adjusting the prior year sales to account for an estimated \$26 million of sales lost due to COVID-19 restrictions, sales increased by 13.1% during the quarter.

All brands showed sales growth, with staff isolation requirements reducing as COVID-19 restrictions continue to be eased and overall case numbers drop.

Total year to date sales were \$389.4 million, an increase of 16.3% on the prior year and 1.6% on a same store basis.

Store numbers increased by two during the quarter to 140 stores, following the opening of new Taco Bell stores in Botany, Auckland and near Christchurch Airport.

Australia

Australia's sales for the third quarter were \$A65.5 million (\$NZ73.1 million), an increase of 23.6% in total (local currency). Total sales growth over the prior year is distorted by the impact of COVID-19 Government restrictions imposed during 2021.

Same store sales were up 10.4% (local currency). Mall and in-line inner city store sales continued to recover towards pre-COVID-19 sales levels.

Total year to date sales were \$A188.4 million (\$NZ206.5 million). This is an increase of 12.3% on a total basis on the prior year and 5.6% on a same store basis.

Store numbers increased by one during the quarter to 82 following the opening of a new Taco Bell store in Chatswood, Sydney.

Hawaii

Sales for the third quarter in Hawaii were \$US39.9 million (\$NZ65.1 million), showing growth of 7.7% in total and 2.6% on a same store basis (local currency).

Hawaii trading continues to be strong, with sales growing past pre-pandemic levels. The full reintroduction of the Taco Bell Mexican Pizza Taco has exceeded sales expectations and is driving sales growth into the fourth quarter.

Total year to date sales were \$US115.9 million (\$NZ180.3 million), an increase of 5.7% on a total basis on the prior year and 2.8% on a same store basis.

Store numbers increased by one to 75 stores during the quarter with the opening of a new Taco Bell store in Kilauea.

California

California's sales in the third quarter were \$US28.5 million (\$NZ46.4 million), an increase of 3.0% on a total basis but a decrease of 3.3% on a same store basis (local currency).

Same store sales have reduced on the prior year in the absence of Government stimulus payments and with Californian consumer spending falling in the face of high inflation levels.

Total year to date sales were \$US84.3 million (\$NZ130.9 million), an increase of 1.7% on a total basis on the prior year but a decrease of 3.0% on a same store basis.

Store numbers increased by one during the quarter to 75 stores following the opening of a new KFC store in Ridgecrest.

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RESTAURANT BRANDS NEW ZEALAND LIMITED

Quarterly Sales Report

Summary of Results for the 3rd Quarter (Q3)

(for the 3 months 01/07/22 to 30/09/22)

	2022 (\$000's)	2021 (\$000's)	Change
Total Store Sales (Local Currency)			
<u>Q3 2022 vs Q3 2021</u>			
New Zealand (\$NZ)	137,569	95,625	43.9%
Australia (\$A)	65,535	53,031	23.6%
Hawaii (\$US)	39,920	37,050	7.7%
California (\$US)	28,464	27,622	3.0%
<u>YTD 2022 vs YTD 2021</u>			
New Zealand (\$NZ)	389,385	334,899	16.3%
Australia (\$A)	188,377	167,788	12.3%
Hawaii (\$US)	115,917	109,704	5.7%
California (\$US)	84,273	82,866	1.7%
Number Of Stores Open At Quarter End			
	2022	2021	Change
New Zealand	140	133	7
Australia	82	77	5
Hawaii	75	73	2
California	75	69	6
Total Stores	372	352	20
Exchange Rates			
- Blended \$A:\$NZ rate for Q3	0.897	0.954	(0.057)
- Blended \$A:\$NZ rate for YTD	0.912	0.940	(0.028)
- Blended \$US:\$NZ rate for Q3	0.613	0.700	(0.087)
- Blended \$US:\$NZ rate for YTD	0.643	0.711	(0.068)

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