

Cooks Coffee Company Reports Strong Performance in Q4

10 April 2025

Cooks Coffee Company Limited
("Cooks Coffee", the "Company" or the "Group")

Trading Update



Esquires Paddock Wood

Cooks Coffee Company (NZX:CCC; AQUIS:COOK), the international coffee focused café chain, is pleased to provide a trading update, covering the Company's Esquires (The Organic Coffee Company) branded franchised coffee focused systemwide stores in the UK & Ireland for Q4 and the financial year ended 31 March 2025.

There has been a strong performance in Q4 despite a challenging macro-economic background, and the strength of CCC's offering continues to be competitive.

Highlights

- Q4 Group store sales up 35% to NZ\$21.1m (2024: NZ\$15.8m) reflecting strong trading momentum
- Full year Group store sales of NZ\$78.0m up 26.4% compared to a 53-week trading year in 2024
- Continued growth in operating cash flow as a result of increased demand and strength of estate
- 89 Group sites in the UK and Ireland as at 31 March 2025, up from 75 at 31 March 2024
- Strong pipeline of new stores anticipated in the UK with additional off shore opportunities being explored.

During the period, Esquires was awarded the 2025 EU Business Irish Enterprise Award for Organic Coffee Shop Enterprise of the Year which recognised its commitment to sustainability and its dedication to providing high-quality organic coffee across Ireland and the UK.

In addition, the Group has announced the refinancing of its Group debt with Bank of New Zealand to repay or refinance all existing debt. The improved debt facility significantly reduces the Group's ongoing finance costs and provides further funding to support the Group's operations and strategic initiatives.

Keith Jackson Executive Chairman of Coffee Company, said: *"We are pleased to report another strong period of trading across our business with positive growth. We maintain our commitment to have more than 100 stores operating in the UK and Ireland by the end of this calendar year. As a result of the anticipated growth, the Group's healthy balance sheet and the strong trading momentum, we are confident about the future prospects of the Group".*

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