



Restaurant Brands New Zealand Limited

29 January 2021
ASX/NZX

Restaurant Brands Announces Total Sales for the 2020 Financial Year

Restaurant Brands' total sales for the year to December 2020 were \$892.4 million, an increase of 2.1% across the businesses it operated for the full year and up 8.4% when including four months trading from its recent California acquisition.

For the fourth quarter of the financial year (three months to 31 December 2020) total sales were \$269.1 million, an increase of \$54.5 million driven primarily by the inclusion of trading for the California acquisition. Total sales for the fourth quarter after excluding the California acquisition were up 7.4% on the equivalent period last year due to strong same store sales growth, particularly in Hawaii and New Zealand.

COVID-19 had a significant negative effect on total annual sales for the New Zealand market as a result of the full closure of the business for five weeks and reduced dine-in sales. The ongoing global situation continues to affect all overseas markets.

Company owned store numbers were up by 64 on the equivalent period last year to 348, primarily following the acquisition of 69 stores in California in September 2020.

New Zealand

Full year sales for New Zealand were \$410.4 million, a decrease of 4.3% in total as a direct result of five weeks of Government-mandated full store closures earlier in the year. During the full store closures estimated lost sales were \$40 million most of which were not recovered over the balance of the year.

Fourth quarter total sales for New Zealand were \$119.9 million, an increase of 7.3% on the equivalent period last year.

Store numbers decreased by two during the quarter to 137, with the sale of four Pizza Hut stores to independent franchisees, partly offset by the opening of Taco Bell stores in Lunn Ave and Taupiri in December.

Australia

Full year sales for Australia were \$A202.4 million (\$NZ214.9 million), an increase of 8.1% in total, due to new store openings late last year and up 2.0% on a same store basis (local currency).

Fourth quarter sales for Australia were \$A55.1 million (\$NZ58.4 million), an increase of 10.8%. This primarily arose from the increase in store numbers over last year with the opening of four Taco Bell stores and four additional KFC stores. On a same store basis sales were up 3.6% (local currency).

Store numbers increased by five during the quarter to 70, with the opening of two Taco Bell stores in Albion Park and Ballina, and three new KFC stores (Ballina, Greenacre and Bennetts Green).

Hawaii

Full year sales in Hawaii were \$US139.3 million (\$NZ215.1 million), an increase of 7.4% on a total basis and 7.7% on a same store basis (local currency).

Fourth quarter sales were \$US35.6 million (\$NZ52.3 million). This was an increase of 6.1% on a same store basis (local currency). The small downturn in Taco Bell sales arising from the ongoing unavailability of instore dining (due to local COVID-19 restrictions) was offset by Pizza Hut sales which responded to an increased demand for home delivery.

Store numbers decreased by three during the quarter to 72 stores with the closure of three older format Pizza Hut stores.

California

In early September the company acquired 69 stores (58 KFC and 11 joint KFC/Taco Bell) in California.

For the first full quarter of trading the sales were \$US26.7 million (\$NZ38.5 million), up on both prior year levels and pre-purchase expectations.

Sales for the four months of trading following acquisition were \$US35.6 million (\$NZ51.9 million).

Annual Profit Result

The company will release its annual trading result for the year ended 31 December 2020 on 25 February 2021.

Authorised by:

Russel Creedy
CEO
+64 9 525 8700

Grant Ellis
CFO
+64 9 525 8700

ENDS

RESTAURANT BRANDS NEW ZEALAND LIMITED

Quarterly Sales Report

Summary of Results for the 4th Quarter (Q4)

(for the 3 months 01/10/20 to 31/12/20)

	2020 (\$000's)	2019 (\$000's)	Change
Total Store Sales (\$NZ)			
<u>Q4 2020 vs Q4 2019</u>			
New Zealand	119,879	111,764	7.3%
Australia	58,397	52,533	11.2%
Hawaii	52,265	50,288	3.9%
California	38,539	-	n/a
Total Store Sales	269,080	214,584	25.4%
<u>YTD 2020 vs YTD 2019</u>			
New Zealand	410,399	428,840	(4.3%)
Australia	214,923	197,340	8.9%
Hawaii	215,113	197,087	9.1%
California	51,924	-	n/a
Total Store Sales	892,359	823,267	8.4%
Same Store Sales			
<u>Q4 2020 vs Q4 2019</u>			
New Zealand	9.4%	n/c *	n/c *
Australia	3.6%	n/c *	n/c *
Hawaii	6.1%	n/c *	n/c *
<u>YTD 2020 vs YTD 2019</u>			
New Zealand	5.3%	5.0%	0.3%
Australia	2.0%	5.1%	(3.1%)
Hawaii	7.7%	9.1%	(1.4%)

RESTAURANT BRANDS NEW ZEALAND LIMITED

Quarterly Sales Report

Summary of Results for the 4th Quarter (Q4)

(for the 3 months 01/10/20 to 31/12/20)

	2020 (\$000's)	2019 (\$000's)	Change
Total Store Sales (Local Currency)			
<u>Q4 2020 vs Q4 2019</u>			
Australia (\$A)	55,099	49,748	10.8%
Hawaii (\$US)	35,594	32,381	9.9%
California (\$US)	26,737	-	n/a
<u>YTD 2020 vs YTD 2019</u>			
Australia (\$A)	202,438	187,189	8.1%
Hawaii (\$US)	139,321	129,780	7.4%
California (\$US)	35,569	-	n/a
	2020	2019	Change
Number Of Stores Open At Quarter End			
New Zealand	137	144	(7)
Australia	70	61	9
Hawaii	72	79	(7)
California	69	-	69
Total Stores	348	284	64
Exchange Rates			
- Blended \$A:\$NZ rate for Q4	0.944	0.947	(0.003)
- Blended \$A:\$NZ rate for YTD	0.942	0.949	(0.007)
- Blended \$US:\$NZ rate for Q4	0.686	0.644	0.042
- Blended \$US:\$NZ rate for YTD	0.655	0.658	(0.003)

* Quarterly comparatives for 2019 are not comparable due to the change of balance date last year from February 2020 to December 2019, resulting in December 2019 same store sales being only for 4 weeks.

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