

# COOKS GLOBAL FOODS FIRST QUARTER OPERATING METRICS

ESQUIRES DELIVERS PERFORMANCE IMPROVEMENTS



**KEITH JACKSON**

Executive Chairman

COOKS GLOBAL FOODS (NZX: CGF) TODAY REPORTS CONTINUED GROWTH ACROSS THE ESQUIRES COFFEE INTERNATIONAL NETWORK AS IT REPORTS ITS OPERATING STATISTICS FOR THE THREE MONTHS TO 30 JUNE 2016.

Cooks Global Foods, going forward, will be releasing these operating statistics as soon as practicable following the completion of a quarter. The next release will be made in mid-October.

Esquires Coffee constant currency sales for the three months to 30 June 2016 increased 13% to \$10.4 million, up from \$9.1 million in the same period of the prior year. The increase was driven by a rise in store numbers to 88 from 72 at the same time last year and an increase in constant currency average transaction values to \$9.84 from \$9.66 a year ago. Transaction numbers rose strongly at 10% partly due to new stores with high traffic opened during last year.

The same store performance for the period was also strong. Same store sales for the three months to the end of June rose 2% to \$8.4 million from 8.2 million in the same period of the prior year. Average transaction values increased 4% to \$9.80 from \$9.46 in the same period a year ago.



**DELOITTE TOWER**  
Chongqing, China



**MEIXIHU MALL**  
Hunan, China



**KILBARRACK**  
Dublin, Ireland



**BLACKROCK MALL**  
Dublin, Ireland



**BUCKINGHAM**  
England



**BUBUGAO MALL (HY)**  
Hunan, China



**AL ROSHAN MALL**  
Jeddah  
Saudi Arabia

We are pleased with the progress we have made in the June quarter and over the last year. The increase in Esquires network revenue is a leading indicator of Cook's Global Foods Performance.

"During the first quarter we opened 2 new stores in China, one in Deloitte Tower in Chongqing City, and another at Changsha city in Hunan. The latter store is located in the newly opened Mega Shopping Centre Meixihu, a development of Esquires Coffee's partner BuBuGao Group (Better life).

In the second quarter we already have a further 5 stores opened in Blackrock Mall, Dublin, Ireland, Kilbarrack, Dublin, Ireland, Al Roshan Mall, Jeddah, Saudi Arabia, Buckingham, England and BuBuGao Mall in Hengyang City, Hunan, China with 2 more stores slated to open in the current quarter. To optimise our operation, we are also constantly adjusting our stores, and during this quarter two underperforming stores in China and the UK have been closed.

As of 19th of August 2016, Esquires has 90 stores trading, up from 75 a year ago. A further four stores are under construction in various territories. Meanwhile, we have an encouraging pipeline of new stores that we have either put out to tender, are in the design stage, or for which we have agreements with franchisees.

We are making good progress. In line with our strategy, we are growing the Esquires Coffee brand in existing and strategically important markets and we are growing the supply chain to service this ever increasing store footprint.

"The international Esquires Coffee brand<sup>1</sup> is taking advantage of the third wave of evolution in café culture from international brands to independent coffee specialists. Esquires uses only Organic and Fairtrade coffee and it has the authentic and artisanal New Zealand coffee experience at its heart, giving the company access to the highly attractive premium market around the world."

<sup>1</sup> Cooks Global Foods owns the intellectual property and master franchising rights to Esquires Coffee Houses worldwide excluding New Zealand and Australia.

# ESQUIRES COFFEE OPERATING METRICS\*

TOTAL NETWORK	30 JUNE 2016	30 JUNE 2015	CHANGE
Esquires Coffee Store sales**	NZ\$10,402,975	NZ\$9,185,537	13%
Transactions	1,057,351	958,387	10%
Average transaction value**	NZ\$9.84	NZ\$9.58	3%
Store numbers	88	72	22%

  

SAME STORE	30 JUNE 2016	30 JUNE 2015	CHANGE
Esquires Coffee Store sales**	NZ\$8,370,240	NZ\$8,207,314	2%
Transactions	854,306	867,435	-2%
Average transaction value**	NZ\$9.80	NZ\$9.46	4%

\*Includes contribution of three Canadian stores from July 2015

\*\*Constant currency figures use the conversion rate in the prior year as used in the current year to remove foreign exchange fluctuations.



## ABOUT COOKS GLOBAL FOODS

Cooks Global Foods operates in world markets and is listed on the NZAX market operated by NZX Limited in New Zealand under the code CGF. It owns the intellectual property and master franchising rights to Esquires Coffee Houses worldwide excluding New Zealand and Australia. Cooks currently operates or franchises Esquires Coffee Houses in the United Kingdom, Ireland, the Middle East, South East Asia and China. Related businesses within the group include New Zealand-based supply companies Progressive Processors and Scarborough Fair, which supply product into both Esquires Coffee stores and other third party customers.

See: [www.cooksglobalfoods.com](http://www.cooksglobalfoods.com)

## FOR FURTHER INFORMATION

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