

28 May 2026

## Cooks Coffee Company Limited

### Preliminary results for the year ended 31 March 2026

#### **COOKS COFFEE ESQUIRES BRAND STORE SALES UP 22.8% NORMALISED EBITDA UP 27%.**

Cooks Coffee Company Limited (NZX:CCC; AQUIS:COOK), the international coffee focused café chain, announces the publication of its unaudited group financial results for the year ended 31 March 2026.

#### **Financial Highlights**

##### **Sales up 22.8%. Total Group sites (Esquire branded) increased by 18%**

- Full year Group store sales of NZ\$95.8m in the UK & Ireland, up 22.8% (FY25: NZ\$78.0m)
- EBITDA increased to NZ\$1.3m (FY25: NZ\$1.21m) . Normalised EBITDA on continuing business NZ\$1.69m up 27%.
- Revenue increased 84% to NZ\$12.4m (FY25: NZ\$6.7m)
- Revenue excluding Dairygold sales increased 22.4% to NZ\$5.7m
- Dairygold managed stores contributed NZ\$5.3m of sales (FY25: NZ\$1.0m)
- Debt reduced from NZ\$4.2m to NZ\$2.5m
- Debt to total assets reduced from 11.5% to 7.4%
- Total Group sites increased to 105 across the UK and Ireland, up 18% from 89 sites at 1 April 2025

#### **Operational Highlights**

##### ***United Kingdom***

- UK store numbers increased to 82 stores at 31 March 2026
- 21 new stores opened during the year, with 9 closures
- Like-for-like sales increased 1.8%
- Average store sales increased 4.9% to NZ\$848,850 (£381,983)
- Southeast England delivered particularly strong performance, with Regional Developer-led store sales growth of 39%

##### ***Ireland***

Winner of two awards at Irish Franchise Association Awards Franchisee of the Year (Food and Beverage and Franchisor of the Year (Food and Non-Food)

- Continuing store sales increased 29% to NZ\$30.5m
- Irish outlet numbers increased 35% to 23
- Like-for-like store sales increased 4.9%
- Franchise stores represented 80% of total Irish sales

##### ***Tesco Ireland Partnership***

During the year, the Group formed a new partnership with Tesco Ireland, with Esquires now operating five stores within Tesco outlets at Tullamore, Clonmel (Powerstown), Youghal, Waterford and Wexford.

##### ***Dairygold Managed Stores***

The four Dairygold company-managed stores generated NZ\$5.3m in sales during FY26 and contributed 17.6% of total systemwide store sales for the year. Operating profit from the Dairygold stores before depreciation and IFRS related finance costs increased to NZ\$138,000 compared with NZ\$24,000 in FY25.

### **International Expansion**

International systemwide sales reached NZ\$9.4m across four countries.

During FY26:

- One new store was opened in Karachi, Pakistan
- A Master Franchise Agreement was signed to enter the Indian market
- A further Master Franchise Agreement was signed to enter the UAE market

These developments represent significant future potential in rapidly growing markets.

### **Outlook**

The FY27 financial year has begun strongly with two new stores opened in the UK and two in Ireland. And two new stores being committed in the new international markets.

The Board remains encouraged by the Group's trading momentum, the resilience of the Esquires Coffee brand and the continued demand from franchise partners across both the UK and Ireland. The Company continues to focus on disciplined network expansion, supporting franchisee profitability and performance and maintaining strong brand standards and differentiated food and beverages offerings.

**Keith Jackson Executive Chairman of Cooks Coffee, said:** *"Growth for the Esquires brand continues to significantly exceed reported industry growth in both core markets and the Board would like to acknowledge the dedicated performances of all the parties involved in the Group's activities driving the growth plans and delivering excellent service to our customers every day. The expansion strategy demonstrates the Company's resilience and ability to attract and retain customers in both established and new locations. The positive earnings momentum in the continuing business resulting from the growth is forecast to continue to build as the network builds"*

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