

# Cooks Coffee reports over 30% café sales growth in the last 3 months

21 January 2025

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



Esquires Coffee Paddock Wood

This is a trading update for Cooks Coffee Company (NZX:CCC; AQUIS:COOK), the international coffee focused café chain covering the Company's Esquires (The Organic Coffee Company) branded franchised coffee focused systemwide stores in the UK & Ireland for the three months ended 29<sup>th</sup> December 2024, alongside an update for the nine months of the financial year to the same date.

### **Highlights**

- Nine Months to 31 December 2024:
  - Group systemwide café sales up +26.2% at \$54.3m
  - UK cafe sales up 33.8%, at \$37.7m and Ireland cafe sales up 11.9% at \$16.6
  - Like-for-like sales: UK +2.8%, Ireland +5.1%
- In the 13 Weeks to 29<sup>th</sup> December 2024:
  - Overall systemwide café sales growth of +32.4%
  - UK growth of +36.5%, with Ireland achieving growth of +23.9%

### **Other milestones**

- 87 Group sites in the UK and Ireland as at 31 December 2024, up from 71 at 31 December 2023
- Continued positive operating cash flow underpinned by strong trading momentum`
- Strong pipeline of new stores with more than 6 further outlets expected to open before the end of the financial year
- Board and finance department strengthened in the period with appointment of Katherine Scott as Chief Financial Officer based in London.
- Esquires Ireland announced a significant partnership with Dairygold Agri Business Limited (Dairygold). Esquires will operate and manage four cafés located within Dairygold's Co-Op Superstores across Ireland.
- Esquires Caerphilly branch in Wales was honoured with the title of *"Best Ethical Coffee Enterprise"* for 2024 at the esteemed Welsh SME News Awards.

**Keith Jackson, Executive Chairman of Cooks Coffee Company commented :** *"It is excellent to see strong sales growth across our existing coffee stores and newest locations. The performance in FY25 so far highlights the incredible dedication of our team and the passion of our regional developers & franchise partners. As previously reported, the pipeline of new stores is solid and the Company expects that it will continue to grow the number of Esquires outlets operating in UK & Ireland by the end of March 2025 with over 100 stores operating by the end of 2025. Given the strong trading momentum in the business, we remain confident about the future prospects of the Group and view the future with optimism."*

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