

# TRADING UPDATE

**cooks**  
coffee company

2026 APRIL



April 20, 2026

## **Cooks Coffee Company Limited Trading Update**

Cooks Coffee (NZX:CCC; AQUIS:COOK), the international coffee focused café chain, is pleased to provide a trading update for its Esquires (The Organic Coffee Co.) franchised store network in the UK & Ireland for the three months ended 31 March 2026 ("Q4") and unaudited financial year ended 31 March 2026 ("FY26").

### **Highlights**

- Q4 Group store sales increased 17.6% to \$24.9m ([Q4] FY25: \$21.2m), reflecting continued positive trading momentum across the estate
- Q4 UK store sales increased 17.5% to \$17.3m ([Q4] FY25: 14.8m), driven by ongoing growth in the store network and steady like-for-like performance
- Q4 Ireland store sales increased 17.8% to \$7.6m (FY25: \$6.4m), supported by strong consumer demand and contribution from newer locations
- Full year Group store sales of 95.8m, an increase of 22.8% (FY25: \$78.0m), demonstrating sustained growth across both markets
- Full year UK store sales increased 22.1% to \$66.0m (FY25: \$54.0m)
- Full year Ireland store sales increased 24.4% to \$29.6m (FY25: \$23.8m)
- Store network expanded to 118 stores at the year-end (31 March 2025 store numbers: 100), an increase of 18%, comprising:
  - 82 stores in the UK
  - 23 stores in Ireland
  - 13 stores across international markets

### **Operational review**

The Group has delivered strong systemwide sales growth across both the UK and Ireland, supported by ongoing expansion of the store network and steady demand across its core markets.

Growth in the period indicated both the contribution from new store openings and resilient performance across the existing estate.

During the year, the Esquires brand received multiple industry award nominations supporting its positioning as a leading ethical coffee brand and its focus on Environmental, Social and Governance (ESG) principles.

**ESQUIRES**  
THE ORGANIC COFFEE CO.

**Keith Jackson, Chairman of Cooks Coffee, said:** *"The strong finish to FY26, in both the fourth quarter and full year across the UK and Ireland highlights the strength of the Esquires brand and the dedication of our UK Regional Developers & our local franchisee partners. We remain focused on expanding our footprint and are encouraged by the Group's momentum heading into FY27."*

**Enquiries:**

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