

PIZZAEXPRESS GROUP

FULL YEAR RESULTS 2015 for the year ended 28 June 2015

Successful 50th Year for PizzaExpress

27 October 2015

Highlights

- Turnover up by 9.5% to £427.7m (FY 2014: £390.6m)
- UK like-for-like sales ahead by 5.6%
- EBITDA breaks the £100m barrier, up 12.9% to £100.2m
- Free cash flow conversion of 82.8%
- Further growth in the estate –
 - 19 new restaurants opened during the year in the UK
 - 11 new restaurants internationally, including 8 in China
- New seasonal menus well-received by customers, helped deliver record sales
- Over £100m of sales to supermarkets were well ahead of prior year, despite challenging backdrop
- Further developments since the period end –
 - PizzaExpress delivery service been successfully launched in two sites in London
 - New chicken restaurant concept 'Reys' opened in Cambridge
- Positive start to the year and excited about the future

Richard Hodgson, Chief Executive of PizzaExpress, commented:

"PizzaExpress has seen a very successful year, with strong trading momentum throughout the business. These are our first set of full year results following our acquisition by Hony Capital in 2014 and they also mark the 50th year since we were founded.

"In 2015, group turnover has grown by 9.5% to £427.7 million as a result of both organic growth and new restaurant openings. For the first time, we broke through the £100 million EBITDA barrier, with an increase of nearly 13% to £100.2 million.

"Our like-for-like sales are ahead by 5.6%, continuing to be driven primarily by an increase in covers. The performance is broad based across the UK. We are also pleased to have opened 19 new UK restaurants in the year, all delivering positive returns.

“Customer-led innovation remains a core part of our business as we continue to give our customers enjoyment and keep an exceptional competitive position. This year we made a number of innovations to be proud of, including our seasonal Christmas menu which helped deliver record sales. We also saw the successful launch of our Romana65 range, an upgrade of our most iconic pizzas from the last 50 years. In addition, both our Autumn/Winter and Spring/Summer menus were very well received.

“Performance in our retail business, which comprises sales to the supermarket sector, was well ahead of the prior year, despite a challenging backdrop. We grew market share across all four of our product areas, namely pizza, bread, dressings and pasta. We were thrilled that PizzaExpress House Light dressing became the best-selling salad dressing in the UK and we became a £100 million retail brand for the first time, featuring in the top 100 grocery brands.

“In June, we announced the acquisition of our franchise partner in China, PizzaExpress (Hong Kong) Limited. We took full control of the 27 franchise restaurants and have since opened another eight sites in the region. There is a growing appetite among Chinese consumers for high quality casual dining restaurants offering Western cuisine which represents a significant opportunity for us.

“Since our year end in June, there have been some exciting developments in the business. In September we successfully launched the PizzaExpress delivery service. This is currently operating out of two restaurants delivering to selected London postcodes. It is an area with huge growth potential and we expect to roll the service out to more locations. In addition, we recently opened a pilot site in Cambridge for ‘Reys’, our new chicken restaurant concept.

“We have made a positive start to the year with the core business trading well. We also have a strong pipeline of new sites, both in the UK and internationally. Overall, we remain excited by the future growth opportunities for PizzaExpress.”

For Further Enquiries:

PizzaExpress
Parveen Johal

07768 132 337

Pendomer
Ben Foster

020 3603 5221

Notes to Editors

A Pizza History:

- PizzaExpress has been obsessed with pizza ever since its founder Peter Boizot opened the first PizzaExpress restaurant on Wardour Street in London’s Soho in 1965
- The brand was one of the first to adopt open kitchens
- PizzaExpress now has over 500 restaurant globally and sells over 34 million pizzas in UK supermarkets every year
- To find out more visit www.pizzaexpress.com