

COOKS COFFEE GROWTH ON FAST TRACK ABOVE UK/IRELAND INDUSTRY AVERAGE

TRADING UPDATE



Esquires Coffee Pinner

30 September 2025

Cooks Coffee Company Limited Trading Update

Cooks Coffee Company (NZX:CCC; AQUIS:COOK), the international coffee-focused café chain, half-year trading update shows growth of over 26.9% of Esquires brand in both UK/Ireland well above the projected average industry growth in those regions which was 3.1% for the UK and 2.2% for Ireland below 5% in as reported in Allegra 2025 reports.

This update covers the systemwide performance of its Esquires (The Organic Coffee Company) branded franchised stores in the UK and Ireland, for the 26 weeks ended 28 September 2025, being the first half of the financial year ending 31 March 2026 ("H1 FY26").

Highlights – 26 Weeks to 28 September 2025

- Systemwide store sales in the UK and Ireland increased 26.9%, reflecting continued momentum across the Company.
- UK store sales improved by 26.7%, as a result of the increased estate and positive like for like growth.
- Ireland store sales rose 27.4%, driven by strong consumer demand and the contribution of high-performing new locations.
- Like-for-like sales growth was +3.5% in the UK and +6.4% in Ireland, indicating underlying strength in established stores.
- Eleven new stores were opened in the UK and two in Ireland during the period, supporting the Group's expansion strategy.
- Sales from stores opened since April 2024 contributed 36% of total FY26 year-to-date revenue, underscoring the success of recent openings.
- Systemwide store sales in UK & Ireland combined achieved a weekly sales record in the period of \$1.9 million, marking a new high in trading performance.
- As at 28 September 2025, the Group operated 77 stores in the UK and 20 stores in Ireland, with further openings planned.

Keith Jackson, Chairman of Cooks Coffee Company, said: "We are pleased to report excellent momentum across the Group in the first half of FY26, with systemwide sales up 26.9% and a record weekly performance of \$1.9million during the period. Ireland continues to outperform, with like-for-like growth of 6.4% and the success of our new Mallow store setting benchmarks for the brand. The Group actively seeks out new initiatives which will continue to add scale to the business and has already engaged in projects that are building on the current growth ambitions."

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