



BURGERFUEL WORLDWIDE PRESS RELEASE

Wednesday 12th June, 2013

BURGERFUEL WORLDWIDE LIMITED - RESULTS TO 31 MARCH 2013

The directors of BurgerFuel Worldwide Limited and its subsidiaries (the Group) are pleased to report a net profit after tax of \$1,098,294 for the year ended 31 March 2013.

This compares with an after tax profit of \$708,360 for the same period last year, an increase of \$389,934, being 55%.

The Group continues to build distribution and sales with a strong focus on international expansion particularly in the Middle East with store numbers there increasing by a further 5 in FY13. Locally there has also been solid growth, with the New Zealand system opening a further 4 stores. This represents a new store opening globally, every six weeks.

PREVIOUS YEARS REPORTED AFTER TAX RESULTS COMPARISON:

2013	2012	2011	2010	2009	2008
1,098,294	708,360	33,513	(552,983)	(710,282)	(2,149,067)

BFW RESULTS FOR THE YEAR ENDED 31 MARCH 2013

	Year End 2013
	\$(000's)
Total Revenue	12,032
Total Expenses	(10,718)
Net Profit Before Taxation	<u>1,314</u>
Tax Expense	<u>(216)</u>
NET PROFIT AFTER TAXATION	<u><u>1,098</u></u>

Net revenue for the Group was up \$2.4M to \$12.0M representing a 25.38% increase, with total (unaudited) system sales up 29.2% to \$49.3M. Subsequent to balance date BurgerFuel's total (unaudited) system sales are now exceeding \$1million per week.

Total store system sales (unaudited) up 29.2% to \$49,259,069.

The Group's royalty earnings correlate directly to growth in store system sales.

Details by geographic region are reported below:

NEW ZEALAND

BurgerFuel New Zealand (unaudited) system sales up 10.4% to \$31,333,406.

In NZ we opened an additional 4 stores (one of which replaced the Hamilton CBD store) bringing store numbers in NZ to 30 in the period. New store openings are forecast to continue throughout FY14.

Various NZ stores are also undergoing store refurbishments. During the period 6 were undertaken and that programme will continue throughout FY14.

AUSTRALIA (reported in \$NZD)

BurgerFuel Australia (unaudited) system sales up 6.0% to \$1,202,275.

Australia achieved positive growth in the single store we operate there under franchise.

In past years Australia has not been our primary focus in regards to expansion, however the directors are now of the view that Australia will offer growth opportunities in FY14. Our current franchisee has committed to further stores in Australia and we are also dealing with a higher level of enquiries from potential, new franchisees there.

All revenue derived from royalties within Australia has for the FY13 year been captured within our New Zealand results.

MIDDLE EAST (reported in \$NZD)

BurgerFuel Middle East: United Arab Emirates, Kingdom of Saudi Arabia and Iraq (unaudited) system sales up 94.8% to \$16,723,388.

During the year to 31 March 2013 the Group opened 5 new stores in the Middle East bringing total store numbers in that region to 13 as at 31 March 2013. Growth is expected to accelerate in FY14 and our first store in Cairo, Egypt will open later this year.

Exports to Middle East

FY13 saw the continued growth in exports of beef and other Group proprietary products from New Zealand to the Middle East.

GROUP OUTLOOK

Throughout FY13 the Group continued its positive trend of growth both nationally and internationally. The Group now has a strong operating system in New Zealand and the Middle East, with expansion set to continue in both of those markets.

International sales in FY13 represented 36.4% of total system sales. Total system sales now exceed \$1million per week and that is set to increase in FY14. With the New Zealand and Middle East markets established, the focus for the group this year will be on expanding into new markets, together with the development of some significant key projects that will ultimately provide more scale for the Group. This will enable us to move towards our goal of speeding up store development.

Project investment is important to future revenue growth and accordingly this investment will directly affect our financial performance in FY14. With the placement of new shares to Milford Asset Management (TEA Custodians Limited) late last year, the directors see FY14 as a year where the Group can undertake investment ahead of the revenue curve. This should not be perceived as a cause for concern, it is necessary that we invest now to generate increased profits in the future. The Group's value will ultimately continue to rise as we increase the system store numbers and sales per outlet.

SUMMARY

The financial year to 31 March 2013 has again demonstrated a significant improvement in our performance. The business continues to grow and the brand is becoming stronger both locally and internationally. As at 31 March 2013 there were 44 BurgerFuel outlets operating and the Group has considerable opportunity for growth in the coming years.

The focus remains on building an international brand and a strong business, which will require on-going resources. Every country we enter needs to be well supported to ensure we achieve continued growth.

It's appropriate that we maintain the board's view that BurgerFuel is a growing Group of companies. Accordingly we repeat that "The board will continue with its strategy of development and investment, with the long term objective of growing profit. As always, this will be measured against the Group's resources and the ability to re-coup investment with acceptable returns".

In accordance with the previously outlined policy, since listing on the NZAX, there will be no dividends paid. This is to ensure that the Group can build up and maintain adequate cash reserves for further investment into the business.

BurgerFuel Worldwide delivered a significant increase (77.6%) on its share price during the period and was the NZAX's currently listed top performing stock.

As at 31 March 2013 the Group's net asset position was \$7,179,293 which included cash reserves of \$4,197,986, an increase of \$1,858,397, up 79.4% from the previous year.

The Group has no debt.

We would like to thank all our shareholders for their continued support and look forward to the year ahead.



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