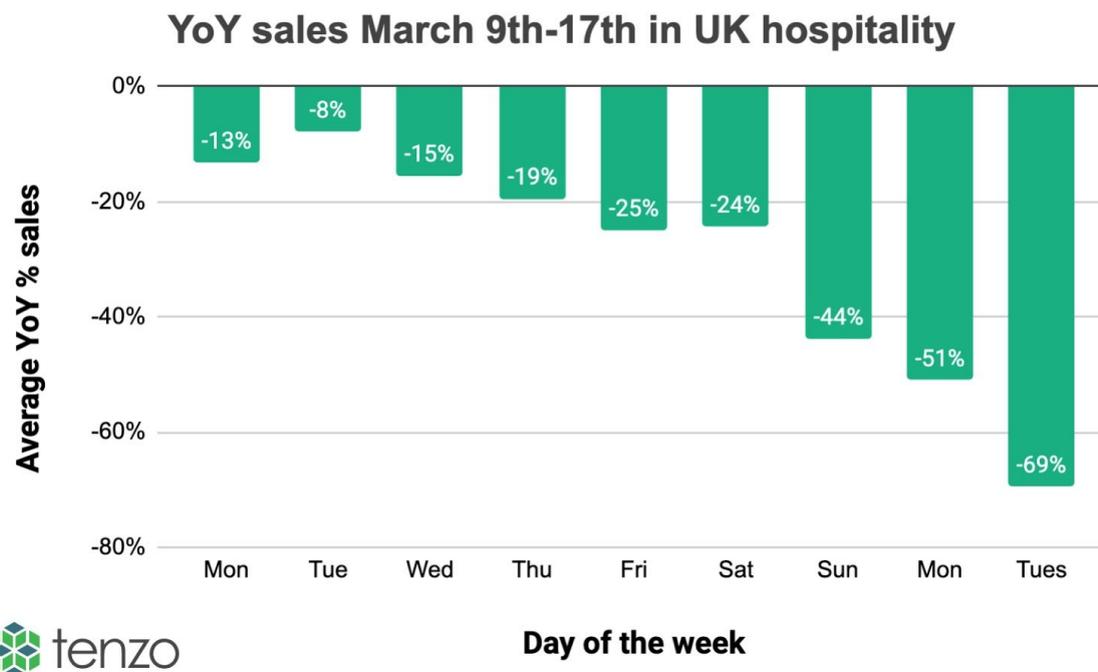


UK hospitality industry sales update: sales down 69% yesterday. 8% of sites closed.

18 March 2020, London

The latest data from Tenzo shows that yesterday sales at UK restaurants, cafes, and pubs were down 69% year-on-year, as social-distancing measures were ramped up.



We are also seeing a rapid rise in the number of site closures. This began in earnest today with 8% of sites closed this morning.

The analysis was performed by [Tenzo](#), a restaurant business intelligence and forecasting platform used by some of the fastest-growing hospitality businesses in the UK. The sample includes 136 multi-site and single-site quick service, fine dining, and casual dining restaurants, pubs, and cafes. They had recorded on average year-on-year sales growth of 6.04% for an average week in November, 6.38% in December, and 1.18% in January.

The sample includes a majority of sites in and around London.

Tenzo will continue monitoring the situation, diving deeper into the data, and providing updates on industry sales impact every week. Please respond to this email if you would like to receive these updates.

Contact Dara Javan at dara@gotenzo.com with any questions or for further comment.

Notes to Editor

About Tenzo

Founded in 2016, Tenzo are on a mission to revolutionise the way restaurants and retailers use their data.

We want to be in the pocket of every decision-maker in every restaurant and store on the globe, giving actionable insights to the right person, at the right time, and on the right device.

Through our insights and forecasts, we aim to help every brick-and-mortar business become less wasteful, reducing the impact that humanity is having on the planet, and creating more efficient businesses that grow faster.

About the founders

Tenzo, named after the title of the head chef at Buddhist monasteries, was co-founded by Christian Mouysset and Adam Taylor, who met while studying computer science at Cambridge.

Christian, as a restaurant entrepreneur himself, experienced first hand the problem of lack of access to data at the right time to make meaningful business decisions across his Hummus Bros chain.

Adam led big data and growth tech work for McKinsey in Silicon Valley. Adam cut his development teeth at Marmalade, a mobile gaming studio, where he led development teams on classic titles such as Final Fantasy and Tony Hawk's Pro Skater.

For more information, visit gotenzo.com