

The new normal? Delivery sales up 51%, 62% of locations closed.

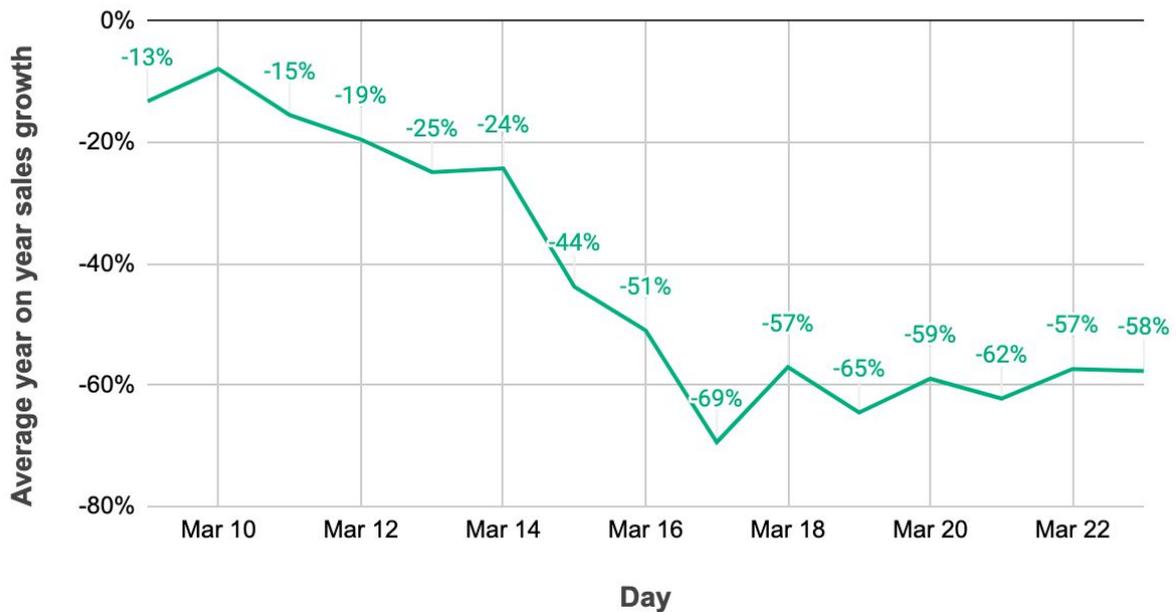
24 March 2020, London

Latest data from [Tenzo](#) shows an increase of 51% in delivery and takeout sales for restaurants offering these services since the week beginning February 17th.

We have, however, seen a large number of site closures. Of the original 136 locations in our sample, 62% have closed entirely.

For those still operating, sales figures for the week of March 16th are consistently down in overall sales by around 60%, showing what might be the new normal.

YoY sales March 9th-23rd in UK hospitality



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.

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

“There are a number of businesses that are making the best out of a difficult situation and have adapted to the circumstances by offering deliveries, selling fresh ingredients to customers or selling new products such as frying pan pizza kits.” says Christian Mouysset, co-founder and CEO of Tenzo. “It does look like most locations will now close following Boris’ address to the nation last night although operators are not clear what the guidance is - are they allowed to stay open for deliveries?”

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