**A close up of a logo

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**Top 25 restaurant brands see -20.1% turnover decline in 2020**

According to the latest data from the Lumina Intelligence Operator Data Index, the top 25\* UK restaurant groups reported combined turnover of £2.1 billion in the 2020 financial year, down -20.1% year-on-year.

Average operating profit across the leading 25 restaurant groups has fallen to just 4.6%, from a high of 11.2% in 2015. In the past five years a multitude of factors have seen profit margins decline, including increases to staff costs through rises in legal wages, business costs increases, price rises and fluctuations in food costs as well as hiking property prices.

In terms of estates, branded restaurants saw outlet decline fall to -7.9% in December 2020, following turnover declines and reductions in operating profit.

The top five restaurant brands in the UK in terms of reported 2020 turnover are Nando’s, Wagamama, Cosy Club, Pizza Express and TGI Fridays.

Commenting on the findings, Senior Insight Manager at Lumina Intelligence, Katherine Prowse, said: *“Following four strong years of turnover growth, the impact of the coronavirus pandemic was felt as early as February 2020, with consumers starting to reduce socialising. Government restrictions were introduced in March 2020 when the UK entered its first national lockdown, seeing the closure of restaurants. Negative outlet growth means that operators will need to focus on growing turnover through existing stores by utilising levers of growth including growing volumes with new customers and new day parts, menu price inflation and upselling.*

Find out more about Lumina Intelligence’s Operator Data Index [here](https://www.lumina-intelligence.com/product/operator-data-index/).

\*This is the top 25 restaurant groups who have published its reported turnovers and operating profits

**ENDS**

**Report methodology**

The Lumina Intelligence Operator Data Index is a tool that tracks the performance of hospitality operators, providing market rankings based on turnover and outlet numbers, segmented by sub-channels.

Our Operator Data Index includes:

* Comprehensive data on 700+ leading UK hospitality operators
* Access market rankings, sales and outlet counts and monthly analysis presentations.

**About Lumina Intelligence**

Lumina Intelligence inspires the global food and drink sector with deep, actionable insights powered by the world’s best analytics technology. Our products and services are used by the major brands and organisations in these fast moving and growing markets to support business planning, strategic marketing and new product development.

With offices in London, Chicago, Montpellier, and Singapore, and local on the ground analysts across our businesses, you can trust our market knowledge. We are committed to providing all our customers with up to date accurate information to support critical decision making.

Combining the expertise and experience of HIM, MCA Insight and Lumina Intelligence, we are the experts in market and consumer insight across the food & drink and nutrition markets.

<https://www.lumina-intelligence.com/>