



Jack in the Box: 2Q sales best in 16 years

System wide same-store sales rise 8.9 percent at quick-service chain

May 13, 2015 [Lisa Jennings](#)

Jack in the Box reported a system wide same-store sales increase of 8.9 percent during the second quarter, its best performance in 16 years, parent company Jack in the Box Inc. said Wednesday. Same-store sales at franchised locations increased 9.4 percent during the second quarter ended April 12, and rose 7.4 percent at company units.

“Transactions drove approximately one-third of the company growth, and sales were strong across all day parts, with breakfast and dinner the best performing,” Lenny Comma, Jack in the Box Inc. chairman and CEO, said in a statement.

Sister brand Qdoba Mexican Grill reported a system wide same-store sales increase of 8.3 percent, with sales rising 9.6 percent at franchised units and 7 percent at company-operated locations.

Net income increased 46 percent, to \$23 million, or 60 cents per share, compared with \$15.8 million, or 37 cents per share a year ago. Adjusting for costs associated with the closure of 62 Qdoba units in 2013, net income from continuing operations was \$23.4 million, or 61 cents per share, compared with \$18.3 million, or 43 cents per share, in the second quarter last year. Revenue increased 5 percent, to \$358.1 million, compared with \$340.9 million a year ago.

The company said it has completed its refranchising strategy with the sale of 20 company-operated units in the Southeast during the quarter.

In guidance for the year, the company expects same-store sales to increase between 4.5 percent to 5.5 percent at Jack in the Box and between 7.5 percent to 9.5 percent at Qdoba.

The company expects to add 15 to 20 new Jack in the Box locations and 50 to 60 Qdoba units this year.

San Diego-based Jack in the Box Inc. operates and franchises more than 2,200 Jack in the Box locations and 600 Qdoba Mexican Grill restaurants in the U.S., Canada and Guam.