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## **CHICK-FIL-A SWOT & PESTLE ANALYSIS**

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#### Company Name : Chick-fil-A

Company Sector : Fast Food

**Operating Geography :** United States, North America, Global

About the Company : Chick-fil-A is a fast-food restaurant chain in the United States that specialises in chicken sandwiches. The company is headquartered in College Park, Georgia. The company runs 2,774 restaurants in 47 states and the District of Columbia, the majority of which are in the United States. The chain's roots can be traced back to 1946, when S. Truett Cathy, the chain's former chairman and CEO, opened the Dwarf Grill (now the Dwarf House) which later was renamed as Chick-fil-A. Chick-fil-A's business strategy focuses on a limited menu and excellent customer service. It focuses on chicken sandwiches, unlike other fast food businesses that frequently extend their menu items in an attempt to attract new customers. The capital A in their name denotes that their chicken is of "grade A top quality." The company also offers biscuits, salads, coffee, and milkshakes. According to a press release from 2021, the company's first restaurant will open in Kahului in early 2022, with additional locations opening later that year in Honolulu and Kapolei.

Chick-fil-A's USP lies in its being one of the largest fast-food restaurant chains in the United States. The mission statement of the Chick-fil-A reads, "To be American's best quick-service restaurant at winning and keeping customers."

#### **Revenue :**

\$ 4.3 billion - FY ending 31st March 2020 (y-o-y growth 13%)\$ 3.8 billion - FY ending 31st March 2019



#### SWOT Analysis :

The SWOT Analysis for Chick-fil-A is given below:

Strengths	Weaknesses
1.Food prepping strategy ensures fresh food	1.Bankruptcy declarations from franchisee
for customers	owners
2.Customized restaurant designs for different	2.Lack of global footprint compared to
geographies	competitors
3.Wide range of child-friendly food options	3.Alleged discrimination against employees
4.Good customer reviews and award-winning	belonging to LGBTQ community
service	
Opportunities	Threats
1.Increase offerings in the healthy-fast food	1.High competition from other fast-food chains
segment	2.High regulatory costs of maintaining
2.Improve online food ordering services	franchisees
3.Expand in markets outside the US	3.Faces opposition from the vegan movement



#### **PESTLE Analysis :**

The PESTLE Analysis for Chick-fil-A is given below:

Political	Economical
1.WHO directive for national governments to	1.Falling consumer discretionary spending
regulate food advertising	2.Surging food prices due to COVID-19
2.Ban on fast food drive-thru in California	
3.Rise in poultry exports to China	
Social	Technological
1.Growing awareness of health risks posed by	1. Using AI technology to improve reliability of
fast food	food-safety tests
2.Rise in demand for food delivery services	2. Drone deliveries to reduce human contact
	with food
Legal	Environmental
1.Suppliers have to meet FDA requirements	1.Negative impact of poultry farming on the
	environment
	2.Use of sustainable packaging materials to
	reduce plastic waste

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#### Client Support: support@swotandpestle.com