



# Industry Update: Foodservice Equipment Manufacturing

Winter 2018



Investment Banking Solutions for the Middle Market

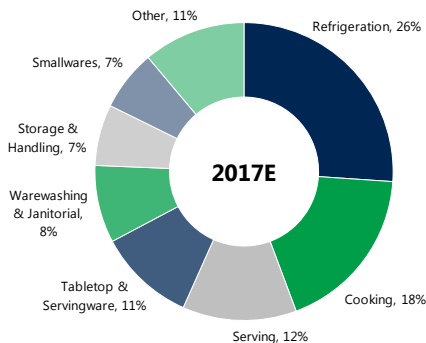


# Foodservice Equipment Manufacturing

## US FOODSERVICE EQUIPMENT OUTLOOK

Domestic demand for the \$11.7 billion foodservice equipment and supplies manufacturing market is projected to grow 5.7% per annum through 2022P, reaching \$15.5 billion in 2022P. Key factors impacting the outlook for the US foodservice equipment manufacturing market include economic and demographic trends, a shift in dining and food consumption trends affected by the increasingly influential Millennial Generation, and increased import penetration. Additionally, future growth is expected to be driven by underlying restaurant market growth and buoyed by continued research and development, increased demand for technologically advanced equipment products (e.g., Internet-enabled equipment and connected devices), and additional government regulation that is expected to increase environmental and hygiene standards in foodservice settings. Market growth in some segments will be tempered by continued import penetration and long product replacement cycles. The US foodservice equipment market is segmented into eight key application-specific product categories, including refrigeration, cooking, serving, tabletop and servingware, warewashing and janitorial, storage and handling, smallwares, and other equipment.

**US Foodservice Equipment Market by Product Category**  
For the Year Ended December 31, 2017E



Source: NAFEM, Various Other

At approximately \$3.1 billion in sales, refrigeration equipment represents both the largest and fastest-growing segment. Projected annual segment growth of 7.0% will be driven by increased demand for refrigerated food and beverages and a regulatory phase out of R22 refrigerant that will force equipment retrofits and replacements.

Cooking equipment, which includes ovens, fryers, ranges, steamers, broilers, and other related equipment, represents a \$2.1 billion market segment. Increased restaurant demand and a shift in food consumption patterns are expected to fuel 7.0% projected annual cooking segment growth.

Serving equipment, which includes beverage dispensing equipment and food warmers, is a \$1.4 billion segment. Product innovation designed to enhance portability is expected to drive annual growth of 5.0% for the segment.

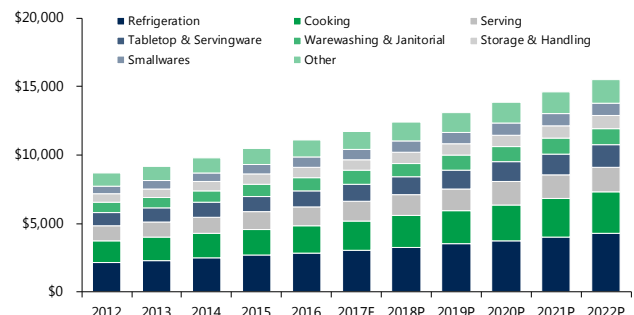
The tabletop and servingware segment is a \$1.2 billion market comprised of cooking pans, pots, skillets, cutlery, cutting boards, and garments. Projected annual segment demand growth of 5.4% will be driven by a growing emphasis on food presentation and styling.

Warewashing and janitorial equipment represents a \$1.0 billion market segment. An increased focus on automation will drive annual segment growth of 3.9% through 2022P.

Other key product segments include:

- Storage and handling equipment – \$0.8 billion segment comprised of shelving and food containers; growth will be driven by product innovation and redesign
- Smallwares – \$0.8 billion segment driven by improved restaurant market demand and restrained by import penetration
- Other Equipment – \$1.3 billion segment driven by improved restaurant market demand

**US Foodservice Equipment Market by Product Category**  
For the Years Ended and Ending December 31, 2012 – 2022P  
\$ in millions



Sources: NAFEM, Various Other

## MARKET SEGMENT SUMMARY STATISTICS

### Refrigeration Equipment:



- 2017E Market Size – \$3.1 billion
- 2022P/2017E CAGR – 7.0%
- 2017E/2012 CAGR – 7.6%

### Cooking Equipment:



- 2017E Market Size – \$2.1 billion
- 2022P/2017E CAGR – 7.0%
- 2017E/2012 CAGR – 5.5%

### Serving Equipment:



- 2017E Market Size – \$1.4 billion
- 2022P/2017E CAGR – 5.0%
- 2017E/2012 CAGR – 6.2%

### Tabletop & Serveware:



- 2017E Market Size – \$1.2 billion
- 2022P/2017E CAGR – 5.4%
- 2017E/2012 CAGR – 4.5%

### Warewashing & Janitorial Equipment:



- 2017E Market Size – \$1.0 billion
- 2022P/2017E CAGR – 3.9%
- 2017E/2012 CAGR – 5.7%

### Storage & Handling Equipment:



- 2017E Market Size – \$0.8 billion
- 2022P/2017E CAGR – 3.7%
- 2017E/2012 CAGR – 5.4%

### Smallwares & Cookware:



- 2017E Market Size – \$0.8 billion
- 2022P/2017E CAGR – 3.8%
- 2017E/2012 CAGR – 6.6%

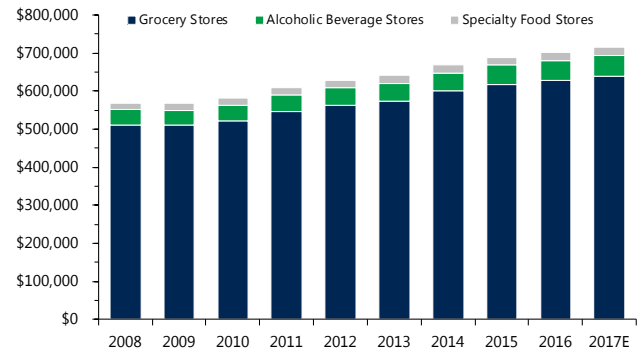
### Other Foodservice Equipment:



- 2017E Market Size – \$1.3 billion
- 2022P/2017E CAGR – 5.3%
- 2017E/2012 CAGR – 6.2%

### US Retail Food & Beverage Market Revenue

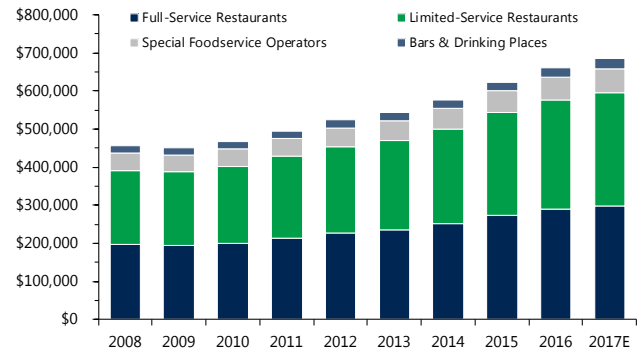
For the Years Ended December 31, 2008 – 2017E  
\$ in millions



Source: US Census Bureau

### US Restaurant Market Revenue

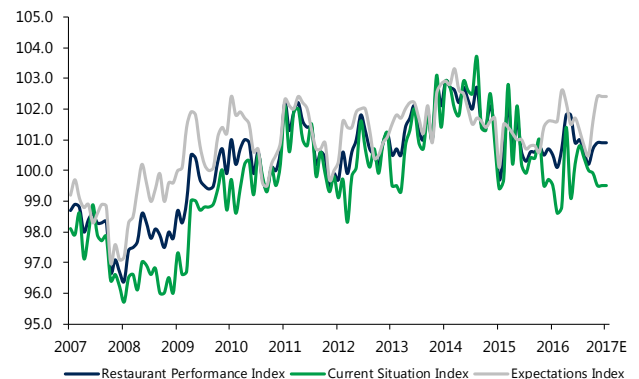
For the Years Ended December 31, 2008 – 2017E  
\$ in millions



Source: US Census Bureau

### Restaurant Performance Indices

For the Years Ended and Ending December 31, 2007 – 2017E



Source: National Restaurant Association



# Foodservice Equipment Manufacturing

## PUBLIC COMPANY COMPARISON

Publicly-traded foodservice equipment companies have generally remained in line with broader equity market (i.e., S&P 500 Index) trends over the last five years, with the foodservice equipment market outperforming most of the other listed food and beverage distribution and restaurant companies. As of February 26, 2018, the median publicly-traded foodservice equipment company was trading at

88.0% of its 52-week high. Public company valuation multiples remain strong for the foodservice equipment market, outperforming the S&P 500 Index and trading at a median level Earnings Before Interest, Tax, Depreciation, and Amortization ("EBITDA") multiple of 14.6x as of February 26, 2018.

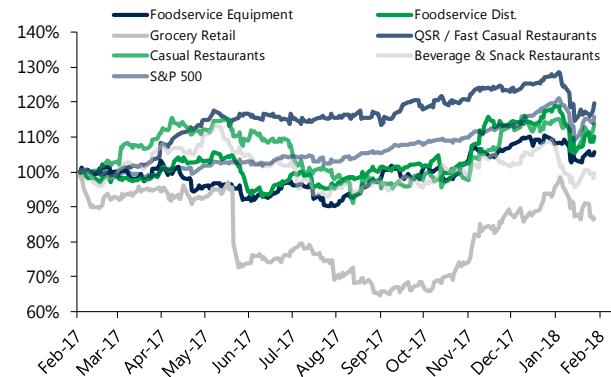
### Relative Stock Price Performance

As of February 26, 2018

□	Price as of	52 Week		% of High
	02/26/18	High	Low	
<b>Distribution: Foodservice</b>				
Sysco Corporation	\$60.28	\$64.27	\$48.85	93.8%
US Foods Holding Corp.	33.34	33.91	25.43	98.3%
Performance Food Group Company	31.20	35.25	22.30	88.5%
Core-Mark Holding Company, Inc.	20.91	38.37	19.53	54.5%
United Natural Foods, Inc.	43.48	52.69	29.53	82.5%
SpartanNash Company	17.08	37.83	16.32	45.1%
The Chefs' Warehouse, Inc.	22.60	25.93	11.85	87.1%
<b>Median</b>	<b>\$31.20</b>	<b>\$37.83</b>	<b>\$22.30</b>	<b>87.1%</b>
<b>Retail: Grocery</b>				
The Kroger Co.	\$27.85	\$32.90	\$19.69	84.7%
Sprouts Farmers Market, Inc.	25.99	28.29	17.38	91.9%
Ingles Markets, Incorporated	32.90	48.25	20.75	68.2%
Weis Markets, Inc.	38.91	64.77	31.26	60.1%
Village Super Market, Inc.	24.51	31.03	21.95	79.0%
<b>Median</b>	<b>\$27.85</b>	<b>\$32.90</b>	<b>\$20.75</b>	<b>84.7%</b>
<b>Restaurant: Quick Service / Fast Casual</b>				
McDonald's Corporation	\$163.58	\$178.70	\$126.58	91.5%
YUM! Brands, Inc.	80.57	86.93	62.85	92.7%
Restaurant Brands International Inc.	59.02	68.89	53.54	85.7%
Chipotle Mexican Grill, Inc.	311.89	499.00	247.52	62.5%
Domino's Pizza, Inc.	228.02	236.00	166.74	96.6%
Papa John's International, Inc.	57.27	85.20	55.05	67.2%
Jack in the Box Inc.	90.06	113.00	79.30	79.7%
The Wendy's Company	16.62	17.66	13.03	94.1%
Fiesta Restaurant Group, Inc.	20.20	26.35	15.50	76.7%
Bojangles', Inc.	13.20	22.35	11.35	59.1%
Sonic Corp.	25.42	30.05	22.11	84.6%
Potbelly Corporation	12.90	14.28	10.50	90.3%
El Pollo Loco Holdings, Inc.	9.70	14.85	9.05	65.3%
Shake Shack Inc.	39.00	47.39	30.12	82.3%
Wingstop Inc.	44.91	49.69	24.74	90.4%
<b>Median</b>	<b>\$44.91</b>	<b>\$49.69</b>	<b>\$30.12</b>	<b>84.6%</b>
<b>Restaurant: Casual</b>				
Darden Restaurants, Inc.	\$96.32	\$100.11	\$73.81	96.2%
Bloomin' Brands, Inc.	23.74	24.44	16.11	97.2%
Brinker International, Inc.	35.78	45.81	29.50	78.1%
The Cheesecake Factory Incorporated	48.71	67.14	38.34	72.5%
Texas Roadhouse, Inc.	57.47	60.43	40.28	95.1%
Red Robin Gourmet Burgers, Inc.	53.50	74.11	45.35	72.2%
Dave & Buster's Entertainment, Inc.	45.77	73.48	43.62	62.3%
BJ's Restaurants, Inc.	43.65	47.55	28.00	91.8%
Dine Brands Global, Inc.	74.05	74.95	36.71	98.8%
Chuy's Holdings, Inc.	27.20	32.10	18.00	84.7%
<b>Median</b>	<b>\$47.24</b>	<b>\$61.35</b>	<b>\$37.53</b>	<b>93.4%</b>
<b>Restaurant: Beverage &amp; Snack</b>				
Starbucks Corporation	\$57.17	\$64.87	\$52.58	88.1%
Dunkin' Brands Group, Inc.	61.88	68.45	50.89	90.4%
<b>Median</b>	<b>\$59.53</b>	<b>\$66.66</b>	<b>\$51.74</b>	<b>89.3%</b>
<b>Equipment: Foodservice</b>				
Carlisle Companies Incorporated	\$104.66	\$119.21	\$92.09	87.8%
The Middleby Corporation	131.07	150.87	107.53	86.9%
John Bean Technologies Corporation	122.30	122.65	82.45	99.7%
Welbilt, Inc.	20.91	23.77	18.34	88.0%
Standex International Corporation	100.45	110.00	84.30	91.3%
<b>Median</b>	<b>\$104.66</b>	<b>\$119.21</b>	<b>\$84.30</b>	<b>88.0%</b>

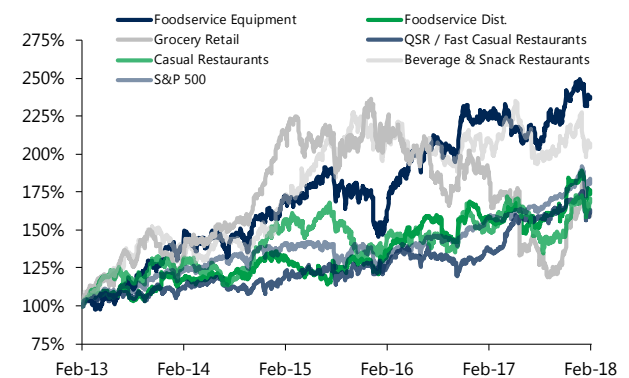
### One-Year Historical Stock Performance

For the One-Year Period Ended February 26, 2018



### Five-Year Historical Stock Performance

For the Five-Year Period Ended February 26, 2018



Market Data Provided by S&P Capital IQ

Foodservice Equipment: CSL, JBT, MIDD, SXI, WBT



# Foodservice Equipment Manufacturing

## FOODSERVICE EQUIPMENT END MARKET & INDUSTRY ANALYSIS

### Industry Financial Analysis

As of February 26, 2018

\$ in millions

	Last Twelve Months			LTM Margins			YoY Change			
	Revenue	EBIT	EBITDA	Gross	EBIT	EBITDA	LTM Revenue	Gross	EBIT	EBITDA
<b>Distribution: Foodservice</b>										
Sysco Corporation	\$57,007.1	\$2,303.9	\$3,071.8	18.9%	4.0%	5.4%	7.4%	1.3%	4.1%	4.3%
US Foods Holding Corp.	24,147.0	615.0	993.0	17.5%	2.5%	4.1%	5.4%	(1.2%)	34.5%	13.0%
Performance Food Group Company	17,339.9	232.9	362.8	12.8%	1.3%	2.1%	5.9%	1.2%	24.3%	17.4%
Core-Mark Holding Company, Inc.	12,065.8	74.6	125.9	6.5%	0.6%	1.0%	4.9%	1.1%	(17.4%)	(5.5%)
United Natural Foods, Inc.	9,453.7	234.7	321.9	15.3%	2.5%	3.4%	6.1%	0.1%	2.0%	3.6%
SpartanNash Company	8,128.1	130.2	213.4	14.1%	1.6%	2.6%	5.1%	(2.0%)	(11.9%)	(6.0%)
The Chefs' Warehouse, Inc.	1,301.5	41.1	61.7	25.3%	3.2%	4.7%	9.1%	0.2%	10.5%	13.4%
<b>Median</b>	<b>\$12,065.8</b>	<b>\$232.9</b>	<b>\$321.9</b>	<b>15.3%</b>	<b>2.5%</b>	<b>3.4%</b>	<b>5.9%</b>	<b>0.2%</b>	<b>4.1%</b>	<b>4.3%</b>
<b>Retail: Grocery</b>										
The Kroger Co.	\$119,242.0	\$3,109.0	\$5,615.0	22.7%	2.6%	4.7%	3.4%	(1.4%)	(10.2%)	(4.3%)
Sprouts Farmers Market, Inc.	4,664.6	226.8	323.8	28.9%	4.9%	6.9%	15.3%	(0.9%)	6.5%	10.3%
Ingles Markets, Incorporated	4,033.7	131.5	243.3	24.1%	3.3%	6.0%	5.4%	(1.6%)	1.9%	2.8%
Weis Markets, Inc.	3,508.2	82.1	166.3	27.1%	2.3%	4.7%	11.8%	(2.5%)	(17.3%)	(5.6%)
Village Super Market, Inc.	1,601.4	38.6	63.3	27.2%	2.4%	4.0%	(1.6%)	0.1%	(7.7%)	(4.4%)
<b>Median</b>	<b>\$4,033.7</b>	<b>\$131.5</b>	<b>\$243.3</b>	<b>27.1%</b>	<b>2.6%</b>	<b>4.7%</b>	<b>5.4%</b>	<b>(1.4%)</b>	<b>(7.7%)</b>	<b>(4.3%)</b>
<b>Restaurant: Quick Service / Fast Casual</b>										
McDonald's Corporation	\$22,820.4	\$8,353.3	\$9,716.7	46.5%	36.6%	42.6%	(7.3%)	12.3%	6.8%	4.1%
YUM! Brands, Inc.	5,878.0	1,746.0	1,999.0	45.8%	29.7%	34.0%	(7.5%)	8.5%	6.1%	2.2%
Restaurant Brands International Inc.	4,576.1	1,895.1	2,076.2	49.1%	41.4%	45.4%	10.4%	3.7%	14.0%	13.2%
Chipotle Mexican Grill, Inc.	4,476.4	284.2	447.5	31.5%	6.3%	10.0%	14.7%	7.7%	386.2%	118.5%
Domino's Pizza, Inc.	2,788.0	517.2	546.8	31.1%	18.6%	19.6%	12.8%	0.2%	13.9%	13.6%
Papa John's International, Inc.	1,755.4	156.4	199.3	20.3%	8.9%	11.4%	2.4%	(3.2%)	0.8%	1.6%
Jack in the Box Inc.	1,495.2	243.8	330.7	27.3%	16.3%	22.1%	0.9%	(11.0%)	(1.1%)	(0.4%)
The Wendy's Company	1,223.4	280.5	406.2	50.9%	22.9%	33.2%	(14.8%)	17.2%	6.5%	6.8%
Fiesta Restaurant Group, Inc.	669.1	20.7	55.7	17.9%	3.1%	8.3%	(6.0%)	(28.5%)	(58.9%)	(36.0%)
Bojangles', Inc.	538.7	57.3	73.8	20.9%	10.6%	13.7%	1.3%	(9.1%)	(15.4%)	(11.6%)
Sonic Corp.	453.1	109.2	147.5	61.8%	24.1%	32.6%	(23.2%)	10.2%	(10.6%)	(11.1%)
Potbelly Corporation	428.1	11.5	36.8	30.3%	2.7%	8.6%	5.2%	(1.9%)	(37.5%)	(10.6%)
El Pollo Loco Holdings, Inc.	399.0	44.1	61.9	24.0%	11.0%	15.5%	5.0%	(2.3%)	(2.8%)	0.9%
Shake Shack Inc.	358.8	34.6	55.4	39.2%	9.6%	15.4%	33.6%	(2.1%)	24.3%	30.9%
Wingstop Inc.	105.6	36.3	39.7	72.8%	34.4%	37.6%	15.5%	0.6%	24.2%	23.1%
<b>Median</b>	<b>\$1,223.4</b>	<b>\$156.4</b>	<b>\$199.3</b>	<b>31.5%</b>	<b>16.3%</b>	<b>19.6%</b>	<b>2.4%</b>	<b>0.2%</b>	<b>6.1%</b>	<b>2.2%</b>
<b>Restaurant: Casual</b>										
Darden Restaurants, Inc.	\$7,630.9	\$728.5	\$1,003.4	21.7%	9.5%	13.1%	8.6%	(1.0%)	6.2%	6.7%
Bloomin' Brands, Inc.	4,213.3	204.1	394.1	16.7%	4.8%	9.4%	(0.9%)	2.7%	(13.1%)	(5.6%)
Brinker International, Inc.	3,127.1	274.2	428.6	17.9%	8.8%	13.7%	(3.4%)	(2.8%)	(11.4%)	(7.9%)
The Cheesecake Factory Incorporated	2,260.5	163.2	255.8	42.6%	7.2%	11.3%	(0.7%)	(1.9%)	(18.9%)	(11.5%)
Texas Roadhouse, Inc.	2,219.5	186.9	280.4	19.1%	8.4%	12.6%	11.5%	(4.9%)	4.2%	6.9%
Red Robin Gourmet Burgers, Inc.	1,380.9	45.9	139.9	21.3%	3.3%	10.1%	6.5%	(0.5%)	(9.2%)	1.9%
Dave & Buster's Entertainment, Inc.	1,105.1	170.5	268.2	31.2%	15.4%	24.3%	9.9%	1.6%	13.3%	12.3%
BJ's Restaurants, Inc.	1,031.8	44.0	112.3	16.7%	4.3%	10.9%	3.9%	(13.6%)	(32.3%)	(13.1%)
Dine Brands Global, Inc.	604.8	183.4	214.0	56.5%	30.3%	35.4%	(4.6%)	(5.6%)	(17.4%)	(15.3%)
Chuy's Holdings, Inc.	352.6	21.9	38.9	18.5%	6.2%	11.0%	6.7%	(7.8%)	(15.2%)	(4.9%)
<b>Median</b>	<b>\$1,800.2</b>	<b>\$176.9</b>	<b>\$262.0</b>	<b>20.2%</b>	<b>7.8%</b>	<b>12.0%</b>	<b>5.2%</b>	<b>(2.4%)</b>	<b>(12.3%)</b>	<b>(5.2%)</b>
<b>Restaurant: Beverage &amp; Snack</b>										
Starbucks Corporation	\$22,727.6	\$3,905.4	\$4,981.7	30.3%	17.2%	21.9%	4.9%	(4.2%)	(0.1%)	0.6%
Dunkin' Brands Group, Inc.	860.5	433.4	474.8	84.0%	50.4%	55.2%	3.8%	2.4%	10.9%	9.5%
<b>Median</b>	<b>\$11,794.1</b>	<b>\$2,169.4</b>	<b>\$2,728.3</b>	<b>57.2%</b>	<b>33.8%</b>	<b>38.6%</b>	<b>4.3%</b>	<b>(0.9%)</b>	<b>5.4%</b>	<b>5.1%</b>
<b>Equipment: Foodservice</b>										
Carlisle Companies Incorporated	\$4,089.9	\$544.0	\$709.4	28.6%	13.3%	17.3%	11.3%	(9.3%)	(8.8%)	(3.4%)
The Middleby Corporation	2,299.5	475.7	538.8	39.7%	20.7%	23.4%	1.4%	(0.2%)	4.2%	4.6%
John Bean Technologies Corporation	1,635.1	147.5	199.2	28.8%	9.0%	12.2%	21.1%	2.1%	23.5%	26.2%
Welbilt, Inc.	1,445.4	227.5	275.4	37.1%	15.7%	19.1%	(0.8%)	1.6%	7.6%	5.9%
Standex International Corporation	825.9	87.1	111.6	33.9%	10.5%	13.5%	14.0%	0.6%	14.3%	18.2%
<b>Median</b>	<b>\$1,635.1</b>	<b>\$227.5</b>	<b>\$275.4</b>	<b>33.9%</b>	<b>13.3%</b>	<b>17.3%</b>	<b>11.3%</b>	<b>0.6%</b>	<b>7.6%</b>	<b>5.9%</b>

Source: Capital IQ



# Foodservice Equipment Manufacturing

## Industry Valuations

As of February 26, 2018

\$ in millions

	Market Cap	Enterprise Value	Total Debt /		Enterprise Value / LTM		
			LTM EBITDA	Capital	Revenue	EBIT	EBITDA
<b>Distribution: Foodservice</b>							
Sysco Corporation	\$31,461.3	\$39,420.4	2.9x	28.2%	0.7x	17.1x	12.8x
US Foods Holding Corp.	7,157.9	10,795.9	3.8x	52.5%	0.4x	17.6x	10.9x
Performance Food Group Company	3,191.8	4,594.8	3.9x	44.3%	0.3x	19.7x	12.7x
Core-Mark Holding Company, Inc.	965.9	1,455.8	4.3x	56.5%	0.1x	19.5x	11.6x
United Natural Foods, Inc.	2,191.4	2,617.3	1.4x	20.4%	0.3x	11.2x	8.1x
SpartanNash Company	615.7	1,350.0	3.5x	121.8%	0.2x	10.4x	6.3x
The Chefs' Warehouse, Inc.	643.2	919.6	5.2x	49.4%	0.7x	22.4x	14.9x
<b>Median</b>	<b>\$2,191.4</b>	<b>\$2,617.3</b>	<b>3.8x</b>	<b>49.4%</b>	<b>0.3x</b>	<b>17.6x</b>	<b>11.6x</b>
<b>Retail: Grocery</b>							
The Kroger Co.	\$24,545.9	\$39,016.9	2.6x	60.5%	0.3x	12.5x	6.9x
Sprouts Farmers Market, Inc.	3,464.8	3,928.0	1.5x	13.9%	0.8x	17.3x	12.1x
Ingles Markets, Incorporated	666.5	1,543.3	3.7x	133.6%	0.4x	11.7x	6.3x
Weis Markets, Inc.	1,046.6	1,014.6	0.3x	5.0%	0.3x	12.4x	6.1x
Village Super Market, Inc.	352.7	321.5	0.7x	12.3%	0.2x	8.3x	5.1x
<b>Median</b>	<b>\$2,255.7</b>	<b>\$2,735.7</b>	<b>2.1x</b>	<b>37.2%</b>	<b>0.4x</b>	<b>12.5x</b>	<b>6.6x</b>
<b>Restaurant: Quick Service / Fast Casual</b>							
McDonald's Corporation	\$129,964.0	\$157,042.5	3.0x	22.7%	6.9x	18.8x	16.2x
YUM! Brands, Inc.	26,790.6	35,072.6	4.9x	36.6%	6.0x	20.1x	17.5x
Restaurant Brands International Inc.	14,397.1	27,780.8	5.8x	84.2%	6.1x	14.7x	13.4x
Chipotle Mexican Grill, Inc.	8,711.2	8,202.2	0.0x	0.0%	1.8x	28.9x	18.3x
Domino's Pizza, Inc.	9,809.0	12,927.1	5.8x	32.2%	4.6x	25.0x	23.6x
Papa John's International, Inc.	2,006.9	2,385.8	2.0x	19.9%	1.4x	15.3x	12.0x
Jack in the Box Inc.	2,659.7	3,761.1	3.3x	41.6%	2.5x	15.4x	11.4x
The Wendy's Company	3,980.5	6,563.4	6.8x	69.2%	5.4x	23.4x	16.2x
Fiesta Restaurant Group, Inc.	542.3	600.5	1.4x	14.1%	0.9x	29.1x	10.8x
Bojangles', Inc.	489.3	643.2	2.3x	35.1%	1.2x	11.2x	8.7x
Sonic Corp.	977.6	1,639.3	4.6x	70.1%	3.6x	15.0x	11.1x
Potbelly Corporation	320.0	298.4	0.0x	0.0%	0.7x	25.9x	8.1x
El Pollo Loco Holdings, Inc.	374.9	453.2	1.4x	22.8%	1.1x	10.3x	7.3x
Shake Shack Inc.	1,021.6	999.6	0.2x	1.3%	2.8x	28.9x	18.0x
Wingstop Inc.	1,307.4	1,436.7	3.4x	10.2%	13.6x	39.6x	36.2x
<b>Median</b>	<b>\$2,006.9</b>	<b>\$2,385.8</b>	<b>3.0x</b>	<b>22.8%</b>	<b>2.8x</b>	<b>20.1x</b>	<b>13.4x</b>
<b>Restaurant: Casual</b>							
Darden Restaurants, Inc.	\$11,898.8	\$12,873.2	1.1x	9.2%	1.7x	17.7x	12.8x
Bloomin' Brands, Inc.	2,182.0	3,298.6	3.1x	55.2%	0.8x	16.2x	8.4x
Brinker International, Inc.	1,658.3	3,017.1	3.2x	82.8%	1.0x	11.0x	7.0x
The Cheesecake Factory Incorporated	2,144.6	2,268.4	0.6x	6.7%	1.0x	13.9x	8.9x
Texas Roadhouse, Inc.	4,086.5	3,999.9	0.2x	1.3%	1.8x	21.4x	14.3x
Red Robin Gourmet Burgers, Inc.	693.0	951.9	2.0x	39.9%	0.7x	20.7x	6.8x
Dave & Buster's Entertainment, Inc.	1,862.6	2,162.3	1.2x	16.9%	2.0x	12.7x	8.1x
BJ's Restaurants, Inc.	900.6	1,066.0	1.7x	21.5%	1.0x	24.2x	9.5x
Dine Brands Global, Inc.	1,332.7	2,613.8	6.5x	104.9%	4.3x	14.3x	12.2x
Chuy's Holdings, Inc.	460.1	442.7	0.0x	0.0%	1.3x	20.2x	11.4x
<b>Median</b>	<b>\$1,760.4</b>	<b>\$2,441.1</b>	<b>1.5x</b>	<b>19.2%</b>	<b>1.1x</b>	<b>16.9x</b>	<b>9.2x</b>
<b>Restaurant: Beverage &amp; Snack</b>							
Starbucks Corporation	\$80,358.2	\$81,513.4	1.0x	6.1%	3.6x	20.9x	16.4x
Dunkin' Brands Group, Inc.	5,589.2	7,646.0	6.5x	55.0%	8.9x	17.6x	16.1x
<b>Median</b>	<b>\$42,973.7</b>	<b>\$44,579.7</b>	<b>3.7x</b>	<b>30.6%</b>	<b>6.2x</b>	<b>19.3x</b>	<b>16.2x</b>
<b>Equipment: Foodservice</b>							
Carlisle Companies Incorporated	\$6,466.8	\$7,673.4	2.2x	24.5%	1.9x	14.1x	10.8x
The Middleby Corporation	7,328.5	8,197.5	1.8x	13.0%	3.6x	17.2x	15.2x
John Bean Technologies Corporation	3,860.7	4,226.3	1.9x	9.9%	2.6x	28.7x	21.2x
Welbilt, Inc.	2,915.8	4,020.3	4.5x	42.3%	2.8x	17.7x	14.6x
Standex International Corporation	1,288.7	1,395.5	1.9x	16.8%	1.7x	16.0x	12.5x
<b>Median</b>	<b>\$3,860.7</b>	<b>\$4,226.3</b>	<b>1.9x</b>	<b>16.8%</b>	<b>2.6x</b>	<b>17.2x</b>	<b>14.6x</b>

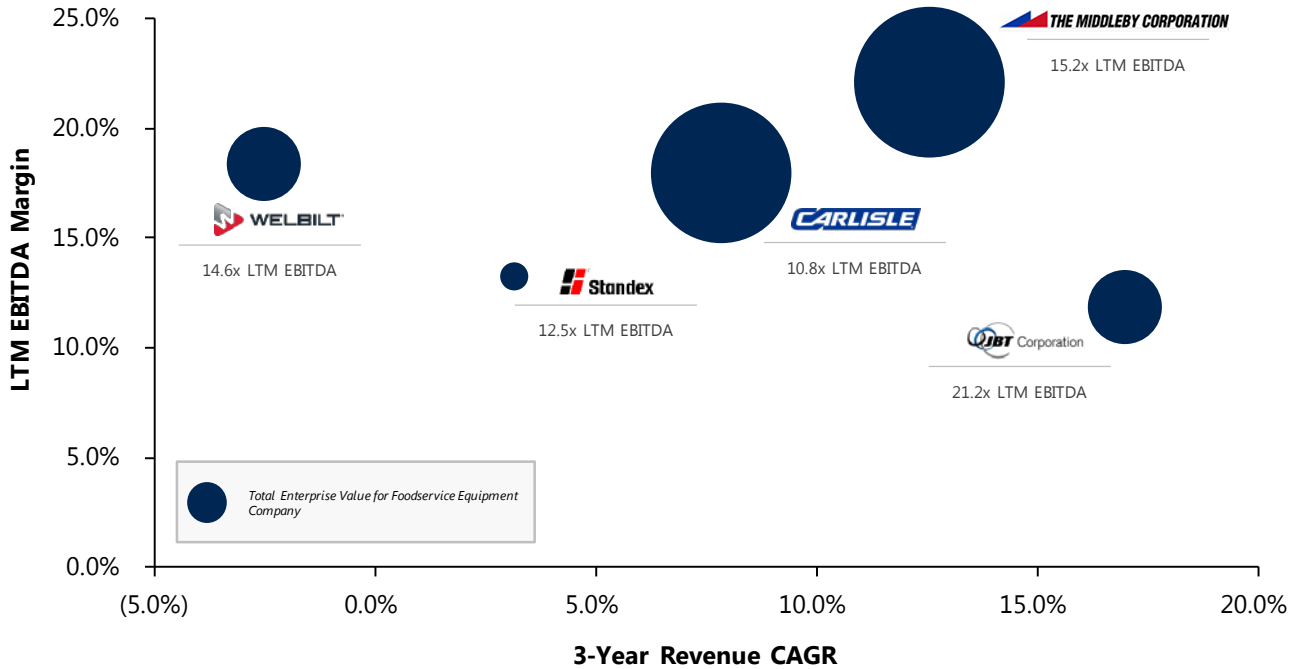
Source: Capital IQ



# Foodservice Equipment Manufacturing

## Foodservice Equipment Public Company Growth & Profitability

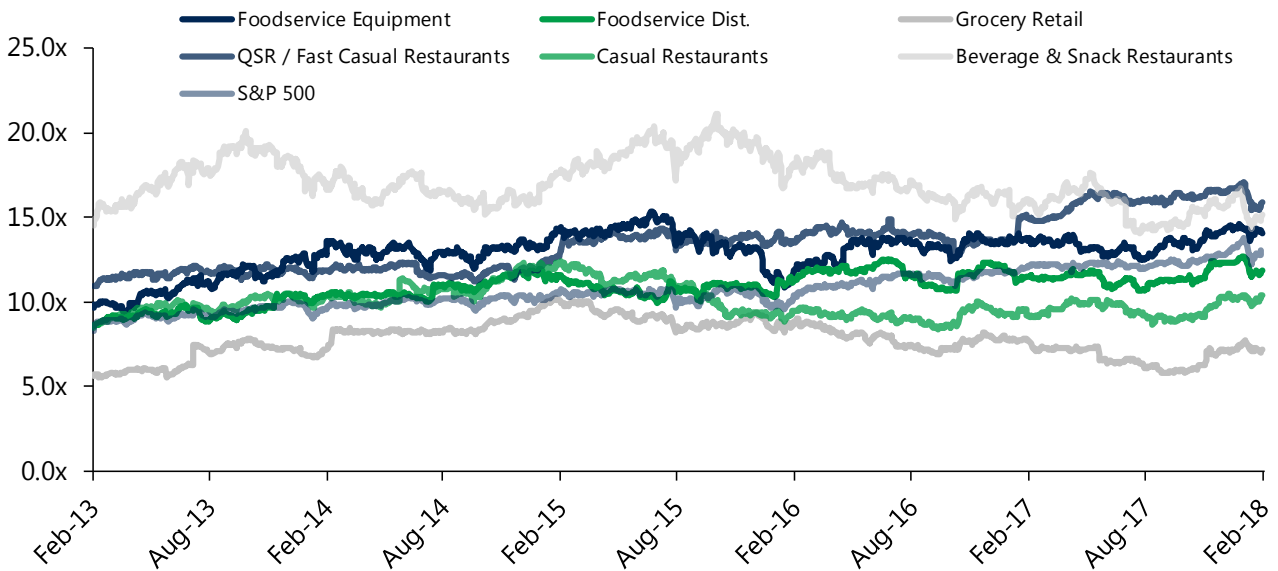
As of February 26, 2018



Source: Capital IQ

## Five-Year Historical TEV / EBITDA Industry Valuations

For the Five-Year Period Ended February 26, 2018



Source: Capital IQ



# Foodservice Equipment Manufacturing

## RECENT TRANSACTIONS

### INDUSTRIAL & BUILDING PRODUCTS

 has been acquired by  League Park acted as financial advisor to Atlantic Plywood on the transaction	 has been acquired by  League Park acted as financial advisor to ETI Tech on the transaction	 has been acquired by  League Park acted as financial advisor to Auburn Armature, Inc. on the transaction	 a portfolio company of  has been acquired by  League Park acted as financial advisor to Furnace Parts on the transaction	An affiliate of  has acquired  League Park acted as financial advisor to Achill Partners on the transaction	 has been acquired by  League Park acted as financial advisor to Drake on the transaction
 has been acquired by  League Park acted as financial advisor to Neway on the transaction	 has acquired  League Park acted as financial advisor to Ferro on the transaction	 has been acquired by  League Park acted as financial advisor to Coldwater on the transaction	 has been acquired by  a subsidiary of  League Park acted as financial advisor to Carr on the transaction	 has been acquired by  League Park acted as financial advisor to Global Security Glazing on the transaction	 has been acquired by  League Park acted as financial advisor to Cardinal Fastener on the transaction

### SPECIALTY CHEMICALS

 has partnered with  League Park acted as financial advisor to Zephyr on the transaction	 has acquired  League Park acted as financial advisor to Ferro on the transaction	 has been acquired by  a portfolio company of  League Park acted as financial advisor to Specialty Air Technologies on the transaction	 a portfolio company of  has been acquired by  League Park acted as financial advisor to VanDeMark on the transaction	 has acquired  League Park acted as financial advisor to Ferro on the transaction	 has been acquired by Praxair, Inc.  League Park acted as financial advisor to American Gas Group on the transaction	 has been acquired by  League Park acted as financial advisor to Superior on the transaction
---	--	---	--	--	---	---

### BUSINESS SERVICES & CONSUMER

 has received a growth investment of \$45 million League Park acted as financial advisor to the Company on the transaction	 has been acquired by A Group of Private Investors League Park acted as financial advisor to Butler on the transaction	 Ongoing Strategic Advisory League Park serves as financial advisor to Markets & Markets in connection with ongoing acquisition strategies	 has been acquired by  League Park acted as financial advisor to Chambers on the transaction	 has been acquired by  League Park acted as financial advisor to Freedonia on the transaction	 has acquired  and  League Park acted as financial advisor to SCG Partners on the transaction
 has acquired  League Park acted as co-advisor to Safeguard Properties on the transaction	 a portfolio company of  has acquired  League Park acted as financial advisor to SCG Partners on the transaction	 has acquired  League Park acted as financial advisor to SCG Partners on the transaction	An affiliate of  has acquired  League Park acted as financial advisor to Achill Partners on the transaction	 has been recapitalized by  League Park acted as financial advisor to B.J. Alan on the transaction	 has been acquired by  League Park provided strategic advice to Dots in connection with the transaction

### HEALTHCARE & IT

 a portfolio company of  has been acquired by  League Park acted as financial advisor to Palladian on the transaction	 has received an investment from  League Park acted as financial advisor to Segmint on the transaction	 has received an investment from  League Park acted as financial advisor to CSS on the transaction	 has been acquired by  League Park acted as financial advisor to Lex-Comp on the transaction	 has merged with  a portfolio company of  League Park acted as financial advisor to Enovate on the transaction	 has been acquired by  League Park acted as financial advisor to 360 Fresh on the transaction
--	---	---	---	---	--





# Foodservice Equipment Manufacturing

## LEAGUE PARK OVERVIEW

League Park Advisors, LLC ("League Park") is a boutique investment banking firm committed to advising clients on strategies to try and maximize shareholder value. League Park counsels its clients on monetizing business value through sales and recapitalizations, enhancing corporate value through strategic acquisitions, and raising capital to fuel growth.

League Park's senior bankers have decades of investment banking and M&A experience, completing over 300 transactions in the past 25 years. The League Park team pledges to provide sophisticated, specialized attention at every stage of the transaction process with a unique blend of financial, strategic, and operational expertise.

### Advisory Capabilities:

Sell-Side and Buy-Side Mergers and Acquisitions  
Recapitalizations and Refinancings  
Capital Raising  
Valuations and Fairness Opinions  
Strategic Alternatives  
Other Financial, Strategic, and Operational Guidance

### Industry Expertise:

Business Services  
Consumer and Retail  
Healthcare  
Technology

### Industrial

- Automotive
- Building Products and Construction
- Distribution
- Industrial and Specialty Gas
- Industrial Services
- Metals
- **Niche Manufacturing**
- Paper, Print, and Packaging
- Specialty Chemicals
- Specialty Glass

For more information, please contact:

### Industrial:

Wayne A. Twardokus  
(216) 455-9989  
wtwardokus@leaguepark.com

To learn more about **League Park**, please contact:

Sean Dorsey  
Founder and Managing Director  
(216) 455-9990  
sdorsey@leaguepark.com

1100 Superior Avenue East, Suite 1700  
Cleveland, Ohio 44114  
(216) 455-9985  
or visit us at: [www.leaguepark.com](http://www.leaguepark.com)



# Foodservice Equipment Manufacturing

## SOURCES AND DISCLOSURE

### Sources Referenced

Capital IQ  
Company Investor Presentations  
Equity Research  
Global Industry Analysts  
Grand View Research  
IBISWorld  
National Restaurant Association (NRA)  
North American Association of Food Equipment Manufacturers (NAFEM)  
Pitchbook  
Research & Markets  
SEC Filings and Forms (EDGAR)  
Standard & Poor's  
Technavio  
The Freedonia Group  
US Census Bureau  
US Department of Commerce  
League Park Estimates

### Disclosure

The preceding report has been prepared by League Park. This report is an overview and analysis of the industry and consolidation trends and is not intended to provide investment recommendations on any specific industry or company. It is not a research report, as such term is defined by applicable law and regulations. It is not to be construed as an offer to buy or sell or a solicitation of an offer to buy or sell any financial instruments or to participate in any particular trading strategy. In addition, this report is distributed with the understanding that the publisher and distributor are not rendering legal, accounting, financial or other advice and assume no liability in connection with its use. This report does not rate or recommend securities of individual companies, nor does it contain sufficient information upon which to make an investment decision. Any projections, estimates, or other forward looking statements contained in this report involve numerous and significant subjective assumptions and are subject to risks, contingencies, and uncertainties that are outside of our control, which could and likely will cause actual results to differ materially.

These materials are based solely on information contained in publicly available documents and certain other information provided to League Park, and League Park has not independently attempted to investigate or to verify such publicly available information, or other information provided to League Park and included herein or otherwise used. League Park has relied, without independent investigation, upon the accuracy, completeness and reasonableness of such publicly available information and other information provided to League Park. These materials are intended for your benefit and use and may not be reproduced, disseminated, quoted or referred to, in whole or in part, or used for any other purpose, without the prior written consent of League Park. Nothing herein shall constitute a recommendation or opinion to buy or sell any security of any publicly-traded entity mentioned in this document.

Securities offered through SFI Capital Group, LLC, Member FINRA, Member SIPC and the affiliated broker-dealer of League Park Advisors, LLC