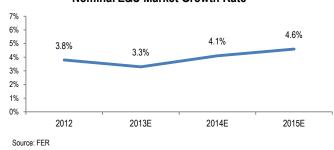


# **Foodservice Equipment and Supplies Industry Trends**

The foodservice equipment and supplies (E&S) industry has posted continuous growth since the industry started recovering from the negative effects of the global recession of 2009. IBISWorld reports that in the five years up to and including 2013 projections, industry revenue is expected to increase at an annualized rate of 1.9% to total \$23.6 billion. Manufacturers' Agent Association for the Foodservice Industry (MAFSI) earlier reported that overall E&S sales rose 2.4% in the first quarter of 2013, the smallest gain since the MAFSI Business Barometer moved into positive territory in the fourth quarter 2010. Overall equipment sales increased 2.3% for the quarter, sales of supplies posted a 3.9% gain, tabletop sales rose 2.7% and sales of furnishings declined slightly, down 0.1%.

#### Nominal E&S Market Growth Rate



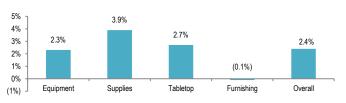
According to the National Restaurant Association (NRA), 42% of supply chain professionals said their sales in 2012 were better than they were in 2011. Furthermore, 58% of supply chain professionals expect their sales to be better in 2013 than they were in 2012, while only 5% think business will be down in 2013. Capital spending by restaurant operators remained below the pre-recession average during the uncertain economic environment of the last five years; however, the trend has been moving in a positive direction. When asked about their spending plans for new equipment and remodeling/renovation, restaurant operators were about twice as likely to devote more resources to both than they were to spend fewer resources.

### NRA Capital Expenditure Indices



Note: Values greater than 100 = Expansion; Values less than 100 = Contraction Source: NRA, Restaurant Performance Index

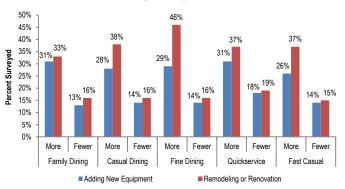
# Foodservice Equipment and Supplies Sales (Q1 2013 over Q1 2012)



Source: MAFSI

After a slow period in the first half of 2013, Foodservice Equipment Reports (FER) predicts growth of the foodservice E&S market will accelerate in the second half of this year and into 2014 and 2015. Current dollar growth of the E&S market at the manufacturer level is forecast at 3.3% for 2013, slower than growth of 3.8% in 2012. The forecast for 2014 is 4.1%, with growth rising to 4.6% in 2015 in current dollars. According to FER, as jobs growth improves and unemployment falls, disposable personal income and consumer spending are both forecast to rise next year. Furthermore, pent-up demand in the market, particularly in the noncommercial segments will drive the nominal E&S market growth rate.

### 2013 Restaurant Capital Expenditure Sentiment



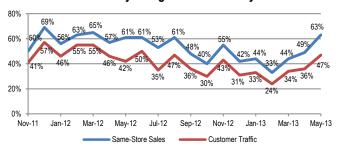
Source: NRA, Restaurant Trends Survey, 2012

In June 2013, the NRA's Capital Expenditure Index—a measurement of the capital expenditure of the U.S. restaurant industry—continued to expand for the sixth consecutive month due to sustained plans for restaurant operators to increase capital expenditure within the next six months. The Capital Expenditure Index is comprised of two components: (1) the Current Situation Index, which measures capital expenditure activity during the three most recent months for the restaurant industry; and (2) the Expectations Index, which measures capital expenditure plans during the next six months for the restaurant industry. The Current Situation Index was 100.3 in June, continuing May's expansionary trend. The Expectations Index was 101.8 in June, representing a score above 100 for the seventh consecutive month. These levels were last observed in May 2007.

## **Restaurant Industry Business Trends**

The economy continues to be the top concern amongst restaurateurs with 26% listing it as their biggest challenge. The impact of the fiscal cliff and the European recession, coupled with a slowing of other economies, such as China, poses a risk for the U.S. economy and therefore to the restaurant industry. Rounding out the top three challenges are elevated food costs and increased government regulation ranging from compliance with health-care reform to the current battle over immigration reform.

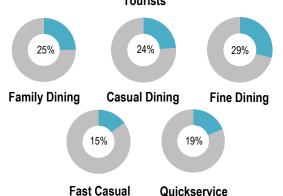
#### Percent Surveyed Higher Store Activity Y-o-Y



Source: NRA, Restaurant Industry Tracking Survey

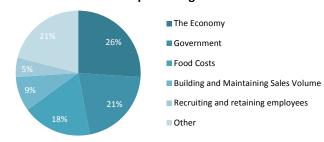
During the last 13 years, the number of eating-and-drinking-place jobs jumped 24%, while total U.S. employment rose by only 3%. NRA expects eating and drinking places to add jobs at a 2.4% rate in 2013—nearly a full percentage point above the projected 1.5 % increase in total U.S. employment. The expected 2013 eating-and-drinking-place employment gain will mark the third consecutive year in which the industry registered job growth in excess of 2%. In contrast, the overall economy has not job 2% posted growth above since 2000. The restaurant-and-foodservice industry is projected to provide a record 13.1 million 2013. Additionally, NRA restaurant-and-foodservice industry to provide 14.4 million jobs by 2023—an increase of 1.3 million positions over the 10-year period.

# Proportion of Restaurant Sales Represented by Travelers and Tourists



Source: NRA, Restaurant Trends Survey, 2012

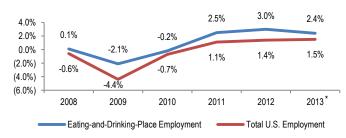
#### Restaurateurs Top Challenge for 2012 - 2013



Source: NRA, Restaurant Trends Survey, 2012

Despite economic, government and costs challenges, restaurateurs remain relatively optimistic about continued sales growth for 2013. Restaurant sales appear to be buoyed by elevated levels of pent-up demand among consumers. Restaurant industry sales are projected to increase 3.8% to \$660.5 billion in 2013 from the previous year. According to NRA's monthly Restaurant Industry Tracking Survey, the percentage of restaurant operators in the U.S. that are reporting higher same-store sales and customer traffic compared to the year before has returned to levels exhibited in the first half of 2012. Only 33% of restaurateurs reported higher February 2013 same-store sales compared to February 2012 same-store sales, recovering to 63% for May 2013 vs. May 2012 same store sales.

### Restaurant Employment Growth vs. U.S. Employment Growth



Source: Bureau of Labor Statistics, NRA projections \*Projected

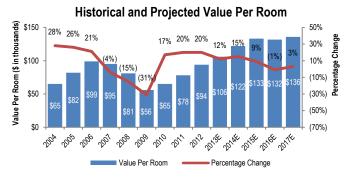
The positive outlook by restaurateurs can also be underscored by the positive trend being seen in the record number of tourists traveling to the U.S. An estimated 65.4 million international visitors came to the U.S. in 2012, up from 62.3 million in 2011. According to the NRA's 2012 Restaurant Trends Survey, travelers and tourists represented an average of 29% of sales for fine-dining operators, approximately 25% of sales for family-dining and casual-dining operators, 19% of sales for quickservice operators, and 15% of sales for fast-casual operators. As the Office of Travel and Tourism Industries expects 68.3 million international visitors to the U.S. in 2013, U.S. restaurant sales are likely to maintain this upward trend.

## **Hotel Industry Business Trends**

In 2013, the U.S. hotel industry is approaching a significant crossroad: hotel values now exceed their 2006 peaks. According to HVS Global Hospitality Services and Smith Travel Research (HVS/STR) Hotel Valuation Index, the 2006 value of \$99,000 per room dropped precipitously by 50% during the following three years to \$56,000 per room. During the 2010 to 2012 recovery years, values increased approximately 20% per annum and are projected to continue growing at an average of 12% each year for the next three years. Most hotel investors remain very confident about future net income gains, due to the increase in demand. Nevertheless, investors are becoming less aggressive in their forecasts of future operating performance, mainly due to fear of overpaying in a market laden with uncertainty. Therefore, U.S. values growth is projected to slow down gradually through 2017.

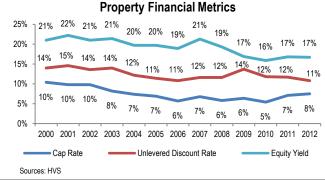
According to HVS data, major hotel sales transaction volume has increased considerably from its 2009 trough. Comparing June year-to-date volume for 2013 with the same period in 2012, the number of major sales has doubled. In 2012, the total volume of major transactions was 184, which means that based on 2013 year-to-date data, total hotel transactions could potentially exceed 300. There were several major transactions consummated so far this year, including the sale of Liberty Hotel in Boston at \$570,000 per room and Bacara Resort & Spa at \$514,000 per room. It is notable that some select service hotels are at significantly higher pricing per room compared to full service hotels.

The uptick in transaction volume is reflected in the financial metrics of these properties. In the initial months of the latest downturn, equity yields increased, reflecting the elevated level of the perceived risk of the hospitality sector and the uncertainty concerning the length and depth of the downturn. As cash flows improved significantly and only a limited number of assets were available for sale, discount rates dropped while capitalization rates rose as a result. This in turn stabilized equity yields and caused a slight uptick in recent years.



Sources: HVS/STR, Hotel Valuation Index





# **Merger Market**

There are a number of catalysts behind acquisition activity. The hospitality sector demands best of class logistics support and the value of identifiable brands is also important. We see this receiving continued emphasis in the future. The Oneida / Anchor combination is one example. The combined company is EveryWare Global, a publicly traded entity created by a reverse merger in 2013.













**Deal**: Monomoy Capital Partners acquired Anchor Hocking LLC for \$95 million on April 20, 2007

#### Implications:

 Expands Oneida's flatware business into the restaurants and hotels sectors using its foothold in the food service industry

Deal: Monomoy Capital Partners acquired Oneida Ltd. for

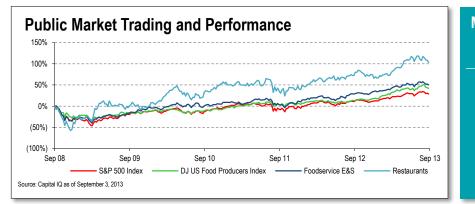
 Acquisition thesis based in part on continued upswing in finances through debt reduction and market share gains

<sup>1</sup> According to several people with knowledge of the deal terms. Source: New York Times

approximately \$100 million<sup>1</sup> on November 2, 2011

#### Implications:

- Adds America's second-largest supplier of tabletop glassware to Monomoy's roll-up strategy of housewares companies
- Opens new opportunities and adds a new dimension for Monomoy to serve the foodservice equipment market



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# **Public Company Valuation and Performance**

### **Foodservice Equipment and Supplies**

		Stock Price	% of 52	-week	Market	Enterprise		E/	/ / Revenu	e	E'	V / EBITDA			P/E Ratio	
Company Name	Ticker	9/3/2013	High	Low	Сар	Value	Cash	CY2011	CY2012	LTM	CY2011	CY2012	LTM	CY2011	CY2012	LTM
Cintas Corporation	NasdaqGS:CTAS	\$47.99	97.1 %	122.4 %	\$5,870	\$6,821	\$358	1.4 x	1.5 x	1.6 x	8.4 x	8.6 x	9.0 x	17.6 x	17.0 x	19.1 x
Middleby Corp.	NasdaqGS:MIDD	189.51	89.4	166.3	3,621	4,206	34	2.5	2.7	3.4	12.8	13.1	16.5	18.3	20.3	27.0
UniFirst Corp.	NYSE:UNF	96.49	92.4	154.6	1,929	1,865	176	1.1	1.2	1.4	6.3	6.8	7.7	14.4	14.7	17.8
G&K Services Inc.	NasdaqGS:GK	51.95	93.5	174.3	1,023	1,161	39	0.8	1.0	1.3	6.7	8.1	9.7	16.6	20.8	21.8
Standex International Corp.	NYSE:SXI	52.92	86.8	123.1	672	671	51	0.7	1.0	1.0	7.1	8.8	7.8	11.9	14.0	14.9
EveryWare Global, Inc.	NasdaqGM:EVRY	13.01	94.7	139.4	287	566	1	-	-	1.1	-	-	8.3	-	-	NM
		Mean	92.3 %	146.7 %				1.4 x	1.5 x	1.6 x	8.7 x	9.1 x	9.8 x	15.8 x	17.3 x	20.1 x
		Median	93.0	147.0				1.3	1.2	1.3	7.9	8.6	8.7	16.6	17.0	19.1

#### **Foodservice Distributors**

		Stock Price	% of 52	-week	Market	Enterprise		E\	/ / Revenu	е	E	V / EBITDA			P/E Ratio	
Company Name	Ticker	9/3/2013	High	Low	Сар	Value	Cash	CY2011	CY2012	LTM	CY2011	CY2012	LTM	CY2011	CY2012	LTM
Compass Group PLC	LSE:CPG	\$13.42	93.6 %	128.0 %	\$24,267	\$26,461	\$1,054	0.8 x	0.9 x	1.0 x	9.3 x	9.9 x	11.5 x	16.9 x	22.7 x	26.6 x
Sysco Corporation	NYSE:SYY	32.18	89.3	108.2	19,098	21,572	415	0.5	0.5	0.5	8.4	8.2	8.7	15.0	16.8	19.3
Lancaster Colony Corporation	NasdaqGS:LANC	71.25	82.7	106.5	1,947	1,823	123	1.6	1.5	1.6	10.8	9.9	10.0	18.2	18.6	17.9
Core-Mark Holding Company, Inc.	NasdaqGS:CORE	65.00	95.6	162.3	749	817	20	0.1	0.1	0.1	7.9	7.3	9.4	21.1	18.7	22.0
The Chefs' Warehouse, Inc.	NasdaqGS:CHEF	23.01	97.3	166.1	489	648	2	1.1	1.0	1.1	15.8	13.6	16.6	35.5	20.6	31.5
		Mean	91.7 %	134.2 %				0.8 x	0.8 x	0.9 x	10.4 x	9.8 x	11.2 x	21.3 x	19.5 x	23.4 x
		Median	93.6	128.0				0.8	0.9	1.0	9.3	9.9	10.0	18.2	18.7	22.0

#### **Casual and Fine Dining Restaurants**

		Stock Price	% of 52	-week	Market	Enterprise		EV / Revenue		EV / EBITDA			P/E Ratio			
Company Name	Ticker	9/3/2013	High	Low	Сар	Value	Cash	CY2011	CY2012	LTM	CY2011	CY2012	LTM	CY2011	CY2012	LTM
Darden Restaurants, Inc.	NYSE:DRI	\$46.21	79.8 %	104.8 %	\$6,021	\$8,644	\$90	1.07 x	1.05 x	1.01 x	8.1 x	7.9 x	8.3 x	13.9 x	12.9 x	14.7 x
Brinker International, Inc.	NYSE:EAT	39.91	90.1	142.0	2,643	3,391	59	1.0	1.0	1.2	7.8	7.7	8.4	16.3	15.4	18.1
DineEquity, Inc.	NYSE:DIN	66.40	84.7	127.1	1,271	2,587	76	2.3	2.9	3.7	7.6	9.6	9.8	10.9	10.1	11.3
The Cheesecake Factory Incorporated	NasdaqGS:CAKE	42.05	93.9	131.0	2,205	2,134	131	1.0	0.9	1.2	8.2	8.3	9.2	17.9	18.4	22.4
Texas Roadhouse, Inc.	NasdaqGS:TXRH	24.95	96.0	158.7	1,753	1,714	100	1.0	0.9	1.3	7.7	8.3	10.2	16.9	16.8	22.7
Ruth's Hospitality Group Inc.	NasdaqGS:RUTH	11.73	85.2	193.9	411	445	6	0.6	0.8	1.1	5.8	7.7	9.0	12.2	NM	20.9
Del Frisco's Restaurant Group, Inc.	NasdaqGS:DFRG	19.16	82.1	151.2	456	441	14	-	1.6	1.8	-	11.9	11.5	-	22.0	33.0
		Mean	87.4 %	144.1 %				1.0 x	1.3 x	1.6 x	7.5 x	8.8 x	9.5 x	14.7 x	15.9 x	20.5 x
		0.41:	05.3	1420				1.0	1.0	4.3	7.0	0.2	0.2	45.4	16.1	20.0

 $Source: Capital \ IQ \ as \ of \ September \ 3, 2013. \ Amounts \ in \ millions \ of \ U.S. \ dollars, except \ per \ share \ data.$ 

# Recent M&A Activity in Foodservice and Hospitality

	-	-	Enterprise		EV /	
Date	Target	Acquirer	Value	Revenue	Revenue	Description
Jun 13	Stephan Machinery GmbH & Co. KG	Deutsche Beteiligungs AG; DBAG Fund V	\$53	\$55	1.0 >	Processing lines, machines, and plants for food production
May 13	ROI Acquisition Corp.	EveryWare Inc.	-	-		Tabletop and food preparation products
May 13	Qzina Specialty Foods, Inc.	The Chefs' Warehouse, Inc.	32	-	-	Imports and distributes chocolate, pastry, and dessert ingredients
May 13	Lancaster Colony Commercial Products	Frederick Haleluk	-	-	-	Manufactures products for food service and lodging markets
Apr 13	Mac Parent LLC	Ignite Restaurant Group, Inc.	55	385	0.1	Casual dining American chicken restaurant chain (206)
Feb 13	Visys NV	Key Technology Holdings USA LLC	22	12	1.8	Automated sensor-based optical sorting solutions for food industry
Dec 12	J. T. Davenport & Sons, Inc.	Core-Mark Holding Company, Inc.	38	600	0.1	Wholesale distribution of groceries, food service products
Dec 12	Viking Range Corporation	Middleby Marshall Inc.	543	197	2.8	Manufactures and markets appliance and related culinary products
Dec 12	Scotsman Industries, Inc.	Ali Group S.p.A.	575	-	-	Manufactures commercial ice machines
Dec 12	Paradise Restaurant Group, LLC	American Blue Ribbon Holdings	11	50	0.2	Casual dining American restaurant chain (27)
Oct 12	Nova Services Group Inc.	Compass Group Canada Ltd.	42	35	1.2	Food, consulting, and special services
Oct 12	Nieco Corporation	Middleby Corp.	24	20	1.2	Manufactures automatic broilers for foodservice industry
Sep 12	Stewart Systems, Inc.	Middleby Corp.	28	30	0.9	Manufactures bread and bun equipment and systems
		Mean			1.0 >	व
		Median			1.0	

Note: EV/EBITDA multiples not disclosed Source: Capital IQ as of September 3, 2013. Amounts in millions of U.S. dollars.

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