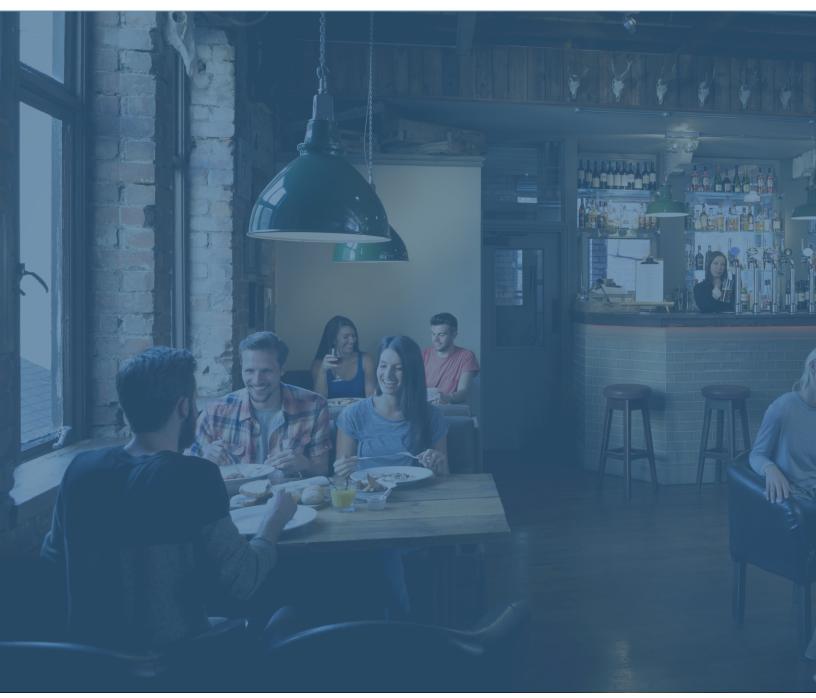
STIFEL

RESTAURANT INDUSTY QUARTERLY UPDATE REPORT



www.stifelib.com

August 2022

August 2022

Stifel is a full-service investment bank with deep industry experience. We serve as strategic advisor to entrepreneurs, family-owned businesses, private equity groups, and leading public and private corporations in North America and international markets.

About Our Firm

Top 10

#1

Underwriter for Equity Offerings & #1 in Mid-Market ⁽¹⁾ Advisor in M&A Transactions Under \$1 Billion ⁽²⁾ Consumer Sector Managing Directors & Directors

16

18+

Average Years

Experience of Senior

Consumer Bankers

125+

Consumer M&A Transactions Since 2011

(1) Dealogic. Rank-eligible SEC registered IPOs and FO offerings since 2012 as of 7/31/22.
(2) M&A analytics. Ranking by deal count since 2012 as of 7/31/22.

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Market Overview | Notable Transactions

Mergers & Acquisitions

| Target: | MAINEVENT | QDOBA MEXICAN EATS | |
|-------------------|-----------|------------------------------|------------------------|
| Buyer: | ME | butterfly | GROUPE MTY GROUP |
| Annonced Date: | 6/28/22 | 8/9/22 | 8/9/22 |
| Enterprise Value: | \$835.0M | NA | \$326M |
| Туре: | Branded | Branded / Franchisor | Branded / Franchisor |
| Locations: | 50 | 750 | 300 |
| | | | |

Source(s): S&P Capital IQ, Mergermarket.

Recent Stifel Restaurant Transactions (8 Deals in Process)



Market Trends

Earnings Call Highlights



"In Q2, BJ's generated the highest quarterly sales in our history...<u>accompanying our sales growth was multi-decade</u> <u>high levels of inflation.</u> Inflationary pressure on our operating costs accelerated in the second quarter and is now running ahead of our earlier forecast and remains ahead of the menu pricing we have taken since inflation began to really ramp up in the second half of last year....<u>Another aspect of high inflation is its impact on</u> <u>consumers as pocket books are pressured</u>....The good news is that to date through July, we have not yet found any measurable changes in our guest behavior." – Gregory S. Levin, Chief Executive Officer (7/21/22)



"As we entered the year, we knew we were facing rising inflation, a surge in COVID-19 cases and the return of government restrictions in many markets exacerbating labor shortages and supply chain challenges. Over the last 6 months, the macro uncertainty has only increased. We now face war in Europe, inflation is running at its highest levels in 40 years, interest rates are rising to levels we haven't seen in years. All of this is contributing to weak consumer sentiment around the world and the possibility of a global recession. <u>And while our McDonald's business</u> <u>continues to perform well, this is a very challenging</u> <u>environment for our McFamily, from restaurant teams, to</u> <u>franchisees, to suppliers.</u> – Christopher Kempczinski, Chief Executive Officer (7/26/22)

Recommended Reads



<u>How to Fight Supply Chain Issues in</u> <u>Foodservice</u>



IFFI

<u>Checking in on the State of the</u> <u>Restaurant Consumer</u>

Source(s): S&P Capital IQ, Company Earnings Call Transcripts.



"Looking ahead to Q3. With pricing from last year rolling off, our current trends in July are running in the mid-singledigit range. Assuming current sales trends continue, <u>we</u> <u>expect our comp to be in the mid- to high single-digit</u> <u>range, which includes our planned August pricing increase</u> <u>of about 4% to help offset incremental inflation pressures</u>, especially in dairy, tortillas and packaging as well as pockets of wage pressure throughout the country." – John Hartung, Chief Financial Officer (7/26/22)



"Since before the pandemic, we embarked on a mission to diversify our sales mix away from being heavily focused on corporate and event-driven business. Instead, we have been strategically capturing the special occasion business, which includes date nights, holidays, ladies night out, brunch happy hours and other social occasions. This strategy continues to pay dividends as reflected in our industry-leading results. <u>However, after 2 years of limited</u> <u>corporate gatherings, we are now seeing group events and conventions return and we have been able to capture that</u> <u>demand.</u> In addition, we continue to build our catering capabilities and believe that private events and catering offer tremendous opportunities for the brands." – Emmanuel P. N. Hilario, Chief Executive Officer (8/4/22)

> <u>Restaurant Meals Become a Relative</u> <u>Bargain as Grocery Prices Soar</u>



<u>Why America's Restaurant Staffing Crisis</u> Could Make it Harder to Go Out to Eat

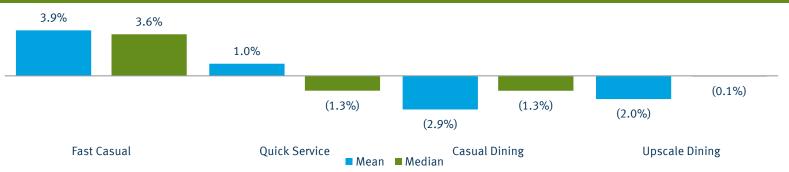
Key Q2 2022 Performance Trends & Observations

Market Commentary

- U.S. restaurant performance was mixed in Q2, as the industry faced headwinds from commodity and labor cost increases
 - Operators cited key commodity costs rising between 10-15% year-over-year and expect some level of sustained inflation for the remainder of 2022
 - While labor shortages largely abated in the second quarter, certain segments and regions continue to contend with staffing challenges and wage increases
- Same store sales performance was positive for most public restaurant companies and brands, largely driven by pricing increases to combat inflation (generally 5-10% year-over-year)
 - The QSR segment had the most challenging comparable period, with most companies reporting roughly flat comparable sales and mid to high single digit traffic decreases
- Store-level profitability was significantly affected by cost pressures, with margins falling on average by 500 basis points year over year
- The overall market response to Q2 earnings releases was mixed, with investors generally looking through short-term margin challenges and focusing more on outlook for the remainder of 2022 and 2023



Stock Price Changes after Q2 Earnings Announcements – by subsector (mean and median)⁽²⁾



Note: Source: Capital IQ as of 8/12/22.

- 1) Includes: ARKR, BJRI, BLMN, BROS, CAKE, CBRL, CHUY, CMG, DENN, DIN, DPZ, DRI, EAT, FRGI, FWRG, JACK, LOCO, MCD, NDLS, PBPB, PLAY, PTLO, PZZA, QSR, RRGB, RUTH, SBUX, SG, SHAK, STKS, TAST, TXRH, WEN, WING, YUM.
- (2) Excludes companies that have not reported earnings as of 8/12/22.

YTD Restaurant Sector Stock Performance



Total Eating and Drinking Place Sales (1)



Wholesale Food Prices (Producer Price Index – All Foods)⁽²⁾



Average Hourly Earnings (Food and Drinking Places) ⁽³⁾



(1) Source: US Census Bureau, National Restaurant Association; figures are seasonally adjusted.

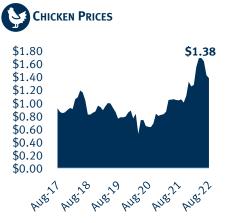
(2) Source: Bureau of Labor Statistics, National Restaurant Association.

(3) Source: Bureau of Labor Statistics.

Industry Data

Historical Commodity Prices





PORK PRICES \$1.40 \$1.20 \$1.00 \$0.80 \$0.60 \$0.40 \$0.20 \$0.00

AUSI AUSI

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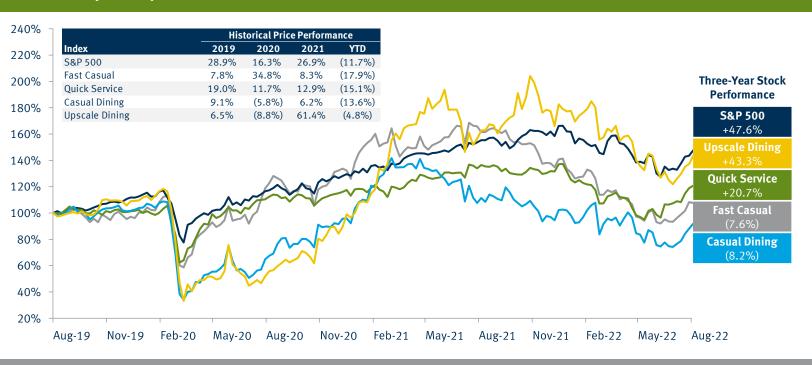


Source: Capital IQ as of 8/12/22.



Trading Performance

Industry Data | Three-Year Stock Performance (1)



Industry Data | Same-Store Sales Performance (2)



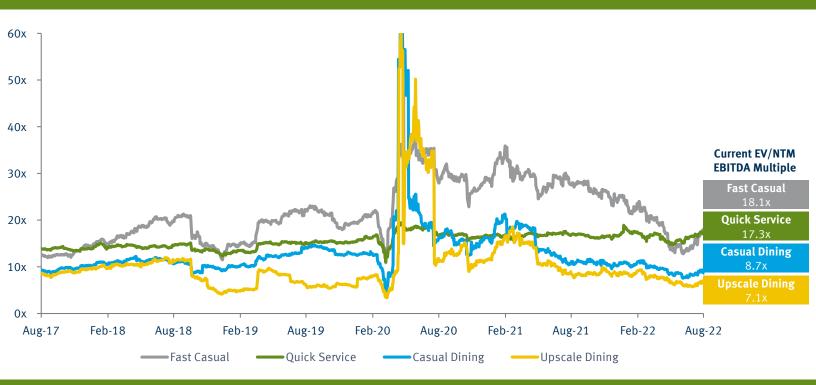
 $\label{eq:source} Source(s): S\&P \ Capital \ IQ, \ Company \ filings \ and \ Wall \ Street \ research.$

(1) Note: Stifel restaurant indices calculated based on equal weight. As of 8/12/22. See page 12 for further details on indices.

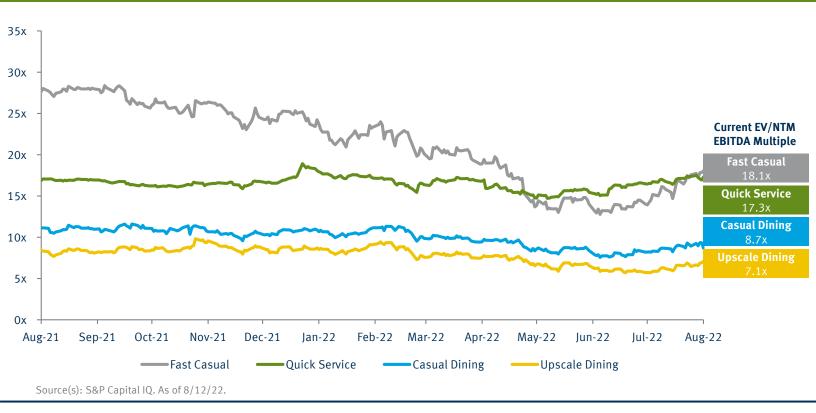
(2) Calendar quarters. Averages are equal-weighted and exclude N.A. results. Updated on a quarterly basis. See page 12 for further details on indices.

Category Valuations

Public Multiples for Last 5 Years | EV / NTM EBITDA Trends ⁽¹⁾



Public Multiples for Last 1 Year | EV / NTM EBITDA Trends ⁽¹⁾



Public Comparables | Trading Metrics

| | Stoc | (Price | Market Value | | | | | | Growth Metrics | | | Additional Metrics | | | |
|---------------------------------|----------|------------|--------------|-----------|---------|-------|---------|-------|----------------|-------|-------|--------------------|------------|--------------|--------------|
| | | % of 52-wk | Equity | Ent. | EV / Re | | EV / EB | | Р/ | | PEG | Rev Growth | LTM Debt / | Franchised / | • • |
| Quick Service Restaurants | 8/12/22 | High | Value | Value | 2022E | 2023E | 2022E | 2023E | 2022E | 2023E | 2023E | '22E-'24E | EBITDA | Total Stores | Total Stores |
| McDonald's | \$262.18 | 97% | \$192,890 | \$225,589 | 9.9x | 9.5x | 19.1x | 17.5x | 26.5x | 25.2x | 5.2x | 4.8% | 2.9x | 94.9% | 5.1% |
| Starbucks | 88.31 | 73% | 101,327 | 113,210 | 3.4x | 3.1x | 18.0x | 15.5x | 29.7x | 24.4x | 2.5x | 9.8% | 2.4x | 49.2% | 50.8% |
| YUM! Brands | 118.16 | 84% | 33,622 | 44,824 | 6.6x | 6.2x | 19.1x | 17.4x | 25.5x | 22.8x | 3.1x | 7.4% | 5.1x | 98.1% | 1.9% |
| Restaurant Brands International | 60.48 | 92% | 28,292 | 42,468 | 6.6x | 6.3x | 17.8x | 16.6x | 20.5x | 19.2x | 4.0x | 4.7% | 6.1x | 100.0% | 0.0% |
| Domino's Pizza | 412.24 | 73% | 14,793 | 19,724 | 4.3x | 4.0x | 23.1x | 20.8x | 32.3x | 27.8x | 4.0x | 6.9% | 6.3x | 97.9% | 2.1% |
| Dutch Bros | 46.70 | 57% | 7,645 | 7,942 | 10.9x | 8.2x | NM | 53.0x | NM | NM | 3.3x | 31.3% | NM | 44.3% | 55.7% |
| The Wendy's Company | 21.40 | 87% | 4,554 | 7,299 | 3.5x | 3.3x | 14.8x | 13.7x | 25.1x | 21.8x | 4.5x | 4.8% | 7.7x | 94.2% | 5.8% |
| Papa John's | 92.89 | 66% | 3,283 | 3,804 | 1.8x | 1.7x | 17.9x | 15.7x | 29.8x | 25.6x | 6.7x | 3.8% | 2.7x | 90.7% | 9.3% |
| Jack in the Box | 87.67 | 81% | 1,846 | 3,616 | 2.2x | 2.1x | 11.4x | 10.5x | 14.7x | 13.5x | 3.6x | 3.8% | 6.1x | 83.5% | 16.5% |
| Carrols Restaurant Group | 2.31 | 50% | 119 | 601 | 0.4x | 0.3x | 11.0x | 6.3x | NM | NM | NA | 3.2% | 11.5x | 0.0% | 100.0% |
| Mean | | 76% | \$38,837 | \$46,908 | 5.0x | 4.5x | 16.9x | 18.7x | 25.5x | 22.5x | 4.1x | 8.1% | 5.6x | 75.3% | 24.7% |
| Median | | 77% | \$11,219 | \$13,833 | 3.9x | 3.7x | 17.9x | 16.2x | 26.0x | 23.6x | 4.0x | 4.8% | 6.1x | 92.4% | 7.6% |

| | Stoc | k Price | | Market Value | | | | | | | Growth Metrics | | | Additional Metrics | |
|-------------------------|------------|------------|----------|--------------|---------|-------|---------|-------|-------|-------|----------------|------------|------------|--------------------|--------------|
| | | % of 52-wk | Equity | Ent. | EV / Re | | EV / EE | | Р/ | | PEG | Rev Growth | LTM Debt / | Franchised / | • |
| Fast Casual | 8/12/22 | High | Value | Value | 2022E | 2023E | 2022E | 2023E | 2022E | 2023E | 2023E | '22E-'24E | EBITDA | Total Stores | Total Stores |
| Chipotle Mexican Grill | \$1,663.70 | 85% | \$46,192 | \$45,430 | 5.2x | 4.6x | 30.4x | 24.0x | 50.2x | 39.0x | 2.9x | 13.6% | 0.0x | 0.0% | 100.0% |
| Wingstop | 137.78 | 74% | 4,122 | 4,672 | 13.3x | 11.3x | 45.6x | 37.7x | 87.7x | 73.6x | 4.1x | 17.8% | 8.9x | 97.9% | 2.1% |
| Portillo's | 22.99 | 40% | 1,653 | 2,183 | 3.7x | 3.2x | 27.5x | 23.0x | NM | 72.7x | 6.4x | 11.3% | 7.6x | 0.0% | 100.0% |
| Shake Shack | 53.11 | 53% | 2,234 | 2,127 | 2.4x | 1.9x | 33.9x | 21.2x | NM | NM | NA | 20.6% | 4.5x | 41.8% | 58.2% |
| Sweetgreen | 19.81 | 35% | 2,182 | 1,775 | 3.6x | 2.7x | NM | NM | NM | NM | NA | 32.6% | NM | 0.0% | 100.0% |
| El Pollo Loco Holdings | 9.78 | 52% | 362 | 369 | 0.8x | 0.8x | 7.8x | 6.1x | 18.2x | 12.6x | NA | NA | 0.8x | 60.9% | 39.1% |
| Noodles & Company | 5.30 | 39% | 242 | 278 | 0.6x | 0.5x | 8.6x | 5.0x | NM | 10.5x | 0.9x | 11.8% | 1.3x | 20.4% | 79.6% |
| Potbelly | 5.80 | 78% | 166 | 174 | 0.4x | 0.4x | 11.0x | 8.6x | NM | 66.6x | NA | NA | 3.5x | 10.7% | 89.3% |
| Fiesta Restaurant Group | 7.53 | 56% | 187 | 148 | 0.4x | 0.4x | 4.2x | 2.8x | NA | NA | NA | NA | 0.0x | 17.4% | 82.6% |
| Mean | | 57% | \$6,371 | \$6,351 | 3.4x | 2.9x | 21.1x | 16.0x | 52.0x | 45.8x | 3.6x | 18.0% | 3.3x | 27.7% | 72.3% |
| Median | | 53% | \$1,653 | \$1,775 | 2.4x | 1.9x | 19.2x | 14.9x | 50.2x | 52.8x | 3.5x | 15.7% | 2.4x | 17.4% | 82.6% |

Source(s): S&P Capital IQ. As of 8/12/22. Note: Maximum threshold for EV / EBITDA NM is 75.0x and P/E NM is 100.0x.

Public Comparables | Trading Metrics

| | Stock | Price | Market Value | | | | | | | | Growth | Metrics | Additional Metrics | | |
|----------------------------------|----------|------------|--------------|----------|---------|-------|---------|-------|-------|-------|--------|------------|--------------------|--------------|-------------|
| | | % of 52-wk | Equity | Ent. | EV / Re | venue | EV / EB | ITDA | P / | E | PEG | Rev Growth | LTM Debt / | Franchised / | Operated |
| Casual Dining | 8/12/22 | High | Value | Value | 2022E | 2023E | 2022E | 2023E | 2022E | 2023E | 2023E | '22E-'24E | EBITDA | Total Stores | Total Store |
| Darden Restaurants | \$131.91 | 80% | \$16,169 | \$17,713 | 1.8x | 1.7x | 11.9x | 10.8x | 17.8x | 16.0x | 2.6x | 6.1% | 1.3x | 3.2% | 96.8% |
| Texas Roadhouse | 94.08 | 97% | 6,290 | 6,199 | 1.6x | 1.4x | 13.6x | 11.9x | 23.8x | 20.4x | 2.3x | 8.7% | 0.2x | 14.2% | 85.8% |
| Cracker Barrel Old Country Store | 107.87 | 72% | 2,458 | 2,806 | 0.8x | 0.8x | 10.4x | 9.3x | 17.7x | 15.8x | 5.4x | 2.9% | 1.3x | 1.0% | 99.0% |
| Bloomin' Brands | 23.36 | 84% | 2,086 | 2,794 | 0.6x | 0.6x | 5.6x | 5.2x | 9.2x | 8.2x | 2.5x | 3.3% | 1.7x | 22.1% | 77.9% |
| Brinker International | 32.88 | 59% | 1,441 | 2,438 | 0.6x | 0.6x | 6.3x | 5.6x | 9.4x | 7.7x | 2.7x | 2.9% | 2.6x | 28.1% | 71.9% |
| Dave & Buster's Entertainment | 43.14 | 82% | 2,111 | 3,240 | 1.7x | 1.4x | 7.2x | 6.1x | 12.3x | 11.1x | 0.9x | 12.7% | 3.2x | 0.0% | 100.0% |
| Dine Brands Global | 75.16 | 79% | 1,189 | 2,311 | 2.5x | 2.5x | 9.6x | 9.2x | 13.0x | 11.8x | -2.5x | (4.8%) | 5.9x | 98.0% | 2.0% |
| First Watch | 18.00 | 71% | 1,063 | 1,112 | 1.5x | 1.3x | 15.6x | 13.1x | 80.8x | 53.1x | 3.5x | 15.0% | 1.7x | 22.0% | 78.0% |
| Denny's | 9.90 | 57% | 611 | 805 | 1.8x | 1.8x | 10.4x | 9.1x | 20.3x | 17.1x | 158.7x | 0.1% | 2.6x | 96.0% | 4.0% |
| BJ's Restaurants | 26.63 | 56% | 625 | 637 | 0.5x | 0.5x | 9.6x | 6.5x | NM | 38.0x | 6.9x | 5.5% | 0.9x | 0.0% | 100.0% |
| Chuy's Holdings | 22.80 | 65% | 430 | 333 | 0.8x | 0.7x | 7.1x | 6.2x | 18.9x | 16.3x | NA | NA | NM | 0.0% | 100.0% |
| Red Robin Gourmet Burgers | 8.80 | 33% | 140 | 291 | 0.2x | 0.2x | 4.6x | 3.4x | NM | NM | NA | NA | 3.1x | 19.0% | 81.0% |
| Mean | | 70% | \$2,884 | \$3,390 | 1.2x | 1.1x | 9.3x | 8.0x | 22.3x | 19.6x | 18.3x | 5.2% | 2.2x | 25.3% | 74.7% |
| Median | | 71% | \$1,315 | \$2,374 | 1.2x | 1.1x | 9.6x | 7.8x | 17.8x | 16.0x | 2.6x | 4.4% | 1.7x | 16.6% | 83.4% |

| | Stock | (Price | | | | Market V | alue | | | | Growth | Metrics | A | dditional Metri | ics |
|--------------------------|---------|------------|---------|---------|---------|----------|---------|-------|-------|-------|--------|-------------------|------------|---------------------|--------------|
| | | % of 52-wk | Equity | Ent. | EV / Re | venue | EV / EB | | Р/ | E | PEG | Rev Growth | LTM Debt / | Franchised / | Operated / |
| Upscale Dining | 8/12/22 | High | Value | Value | 2022E | 2023E | 2022E | 2023E | 2022E | 2023E | 2023E | '22E-'24E | EBITDA | Total Stores | Total Stores |
| The Cheesecake Factory | \$33.67 | 66% | \$1,759 | \$2,031 | 0.6x | 0.6x | 9.6x | 7.4x | 17.1x | 11.7x | 1.8x | 6.5% | 2.1x | 8.6% | 91.4% |
| Ruth's Hospitality Group | 20.08 | 81% | 657 | 652 | 1.3x | 1.2x | 8.1x | 7.2x | 13.7x | 12.1x | NA | NA | 0.5x | 51.0% | 49.0% |
| The ONE Group | 8.42 | 51% | 275 | 273 | 0.8x | 0.7x | 5.9x | 4.6x | 11.3x | 8.2x | NA | NA | 0.6x | 37.3% | 62.7% |
| Ark Restaurants | 21.75 | 98% | 77 | 87 | NA | NA | NA | NA | NA | NA | NA | NA | 1.5x | 0.0% | 100.0% |
| Mean | | 73% | \$1,161 | \$1,468 | 0.9x | 0.8x | 7.8x | 6.4x | 14.0x | 10.7x | 1.8x | 6.5% | 1.2x | 24.2% | 75.8% |
| Median | | 71% | \$986 | \$1,341 | 0.8x | 0.7x | 8.1x | 7.2x | 13.7x | 11.7x | 1.8x | 6.5% | 1.1x | 22.9% | 77.1% |

Source(s): S&P Capital IQ. As of 8/12/22. Note: Maximum threshold for EV / EBITDA NM is 75.0x and P/E NM is 100.0x.

M&A Transactions

Selected Recent Restaurant M&A Transactions - Latest Twelve Months

| Date | Date | | | Enterprise | |
|----------|----------|--|---|------------|---------------------|
| Ann. | Effect. | Acquiror | Target | Value | Туре |
| 8/9/22 | - | MTY Food Group | BBQ Holdings | \$325.7 | Branded / Franchisc |
| 8/9/22 | - | Modern Market / Butterfly Equity Consortium of investors including: GV, Simon | Qdoba | | Branded / Franchisc |
| 7/25/22 | 7/25/22 | Property Group, Restaurant Brands International, Rich Products Ventures, Kroger | Kitchen United (minority stake) | \$100.0 | Technology |
| 7/22/22 | 7/18/22 | Ampex Brands | Bellagreen Holdings | - | Branded / Franchisc |
| 7/21/22 | 7/21/22 | Chipotle Mexican Grill | Hyphen (minority stake) | - | Technology |
| 7/20/22 | 7/20/22 | Gala Capital Partners | Dunn Bros Coffee | - | Branded / Franchise |
| 7/18/22 | 7/18/22 | CRM & Bonus | ChefsClub | - | Technology |
| 7/1/22 | 6/15/22 | Tasty Hut | 27 Pizza Hut Locations | \$8.7 | Franchisee |
| 5/25/22 | 5/25/22 | FAT Brands | Nestle Toll House Café by Chip | | Branded / Franchise |
| 5/18/22 | 6/11/22 | Alexander Govor (private investor) | McDonald's (Russian locations) | | Branded / Franchis |
| 5/12/22 | 5/12/22 | WOWorks | Barberitos and Zoup! Fresh Soup Company | - | Branded / Franchis |
| 5/5/22 | 5/4/22 | Vibe Coffee Group | Seattle Coffee Works | | Branded / Franchis |
| 5/3/22 | 5/3/22 | Denny's Corporation | Keke's Breakfast Café | \$82.5 | Branded / Franchis |
| 3/31/22 | 3/31/22 | Sun Holdings | 90 Papa John's restaurants in Texas | | Franchisee |
| 3/15/22 | 3/15/22 | IMM Investment Corp; Cleveland Avenue | Bear Robotics | - | Technology |
| 3/14/22 | 4/11/22 | BBQ Holdings | Barrio Queen Restaurant Group | \$28.1 | Branded / Franchis |
| 3/1/22 | 4/11/22 | DoorDash | Bbot | - | Technology |
| 2/23/22 | 3/4/22 | Olo | Omnivore | | Technology |
| 2/22/22 | 12/29/21 | Texas Roadhouse | Seven Franchise Restaurants in South Carolina and Georgia | \$27.0 | Franchisee |
| 2/16/22 | 2/16/22 | Concept Acquisitions | Mountain Mike's Pizza | - | Branded / Franchis |
| 1/27/22 | 1/27/22 | Rackson Restaurants | 17 Burger King restaurants in Northern Ohio | - | Franchisee |
| 1/20/22 | 1/20/22 | SC Food Group | 13 KFC Locations in Kansas and Oklahoma | | Franchisee |
| 1/13/22 | - | Hopdoddy Burger Bar | GBB Hospitality Group | | Branded / Franchis |
| 1/13/22 | 1/13/22 | Switchback Capital | Smokey Mo's Bar-B-Q | | Branded / Franchis |
| 1/12/22 | 1/12/22 | DB3 Mobile | Marketman | | Technology |
| 1/7/22 | 12/30/21 | FountainVest | CFP Group (Papa Johns Franchisee) | | Franchisee |
| 12/31/21 | 12/23/21 | Tasty Chick'n | 90 Franchised KFC Restaurants Across Eight States | - | Franchisee |
| 12/10/21 | 12/10/21 | Sun Holdings | RMH Franchise Holdings (Applebee's Franchisee) | | Franchisee |
| 12/6/21 | 3/8/22 | Jack in the Box | Del Taco | \$585.0 | Branded / Franchis |
| 11/30/21 | 11/30/21 | Leonard Green & Partners | Velvet Taco | - | Branded / Franchis |
| 11/15/21 | 11/15/21 | Restaurant Brands International | Firehouse Subs | \$1,000.0 | Branded / Franchis |
| 11/11/21 | 11/11/21 | Orangewood Partners | Pacific Bells | | Franchisee |
| 11/8/21 | 11/8/21 | KarpReilly | Starbird Chicken (minority stake) | | Branded / Franchis |
| 11/2/21 | 12/16/21 | FAT Brands | Fazoli's System Management | \$130.0 | Branded / Franchis |
| 10/22/21 | 10/22/21 | Pie Guys Restaurants | Rapid Fired Pizza | - | Branded / Franchis |
| 10/21/21 | 11/4/21 | | Wisely | \$173.8 | Technology |
| 10/18/21 | | Popmenu | OrderNerd | | Technology |

Sources: S&P Capital IQ, Mergermarket, news articles, press releases.

Restaurant Investment Banking Quarterly Update Report

August 2022

Footnote Details & Disclosure

Indices for Three-Year Stock Chart and EV / NTM EBITDA Trend Charts:

- Quick Service Index: BROS, DPZ, JACK, MCD, PZZA, QSR, SBUX, TAST, WEN and YUM.
- Fast Casual Index: CMG, FRGI, LOCO, NDLS, PBPB, PTLO, SG, SHAK and WING.
- Casual Dining Index: BJRI, BLMN, CBRL, CHUY, DENN, DIN, DRI, EAT, FWRG, PLAY, RRGB and TXRH.
- Upscale Dining Index: ARKR, CAKE, RUTH and STKS.

Same-Store Sales Performance indices:

- Fast Casual: CMG, FRGI (Pollo Tropical), LOCO, NDLS, PBPB, PTLO, SHAK and WING.
- Quick Service: BROS, DPZ, JACK, MCD, PZZA, QSR (Burger King, Popeye's, Tim Horton's), SBUX, TACO, WEN and YUM (KFC, Pizza Hut, Taco Bell). Q4 2019 / Q1 2020 exclude Popeye's.
- Casual Dining: BBQ, BJRI, BLMN (Outback (excludes Q2 2022)), CBRL (excludes Q2 2022), CHUY, DENN, DIN (Applebee's, IHOP), DRI (Bahama Breeze, Cheddar's, Longhorn, Olive Garden, Yard House), EAT (Maggiano's, Chili's) (excludes Q2 2022), FRWG, PLAY, RRGB and TXRH. Cracker Barrel, Dave & Buster's (excludes Q2 2022), and Red Robin (excludes Q2 2022).
- Upscale Dining: ARKR (excludes Q2 2022), BLMN (Bonefish Grill, Carrabba's, Fleming's), CAKE, DRI (Eddie V's, Seasons 52, The Capital Grille), RUTH and STKS.



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