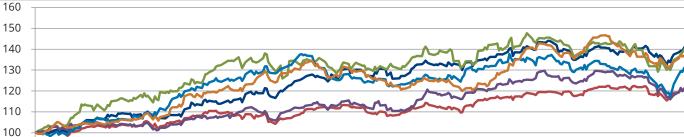


# **Restaurant Industry Commentary**

January represented the second consecutive month of marginal performance for the restaurant industry, with Blackbox Intelligence reporting same store sales and comparable restaurant traffic declines of 0.9% and 2.2%, respectively. However, operators maintain a modestly optimistic outlook with the soft performance being attributed largely to inclement weather nationwide. While the industry as a whole limped into the first month of 2014, the QSR and Fast Casual segments continue to generate positive performance, as consumers continually seek convenient, value-driven foodservice options amidst somewhat stagnant personal income and modestly resurgent consumer sentiment. Public valuations reflect the growing bifurcation between limited and full service restaurants, as the QSR and Fast Casual segments continue to trade at premiums relative to the industry more broadly. M&A activity maintained its momentum to kick-off the year, headlined by **Sentinel Capital Partners**' (owner of the Georgia-based **Huddle House**) announced acquisition of **Checkers Drive-In Restaurants** for an undisclosed amount.



## Current Restaurant Valuations by Price Point (TEV / EBITDA)



Segment Index

90

141

122

120



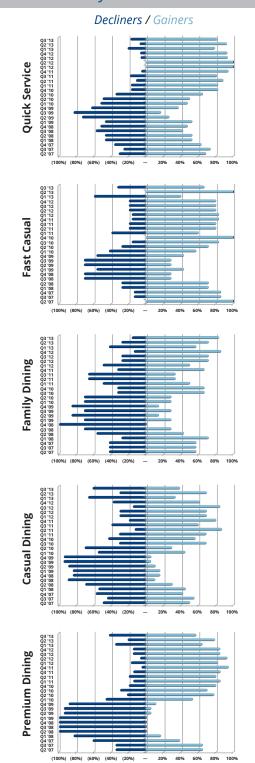
# **Recent Restaurant M&A Activity**

(\$ in millions) Closed / Announced	Target	Acquiror	Enterprise Value	EBITDA / Value Multiple			Industry Segment
02/08/2014A	Patina Restaurant Group, LLC	Delaware North Companies	NA	NA	/	NA	QSR
01/24/2014A	Checkers Drive-In Restaurants, Inc.	Sentinel Capital Partners	NA	NA	/	NA	QSR
12/05/2013A	Dallas Spoon	Chanticleer Holdings	NA	NA	/	NA	Premium
11/21/2013A	The Wendy's Company, 38 Wendy's Locations	Richard Holland	NA	NA	/	NA	QSR
02/11/2014	CEC Entertainment (Chuck E Cheese)	Apollo Global Management	\$1,295.5	\$170.46	5	7.6x	Family
01/09/2014	PJ United	TPG Growth	NA	NA	/	NA	QSR
01/06/2014	Lonestar Steakhouse & Saloon	Day Star Restaurant Group	NA	NA	/	NA	Casual
12/27/2013	The Wendy's Company, 30 Wendy's Locations	HAZA Foods, LLC	NA	NA	/	NA	QSR
12/26/2013	CKE Restaurants Inc.	Roark Capital Group	\$1,700.0	NA	/	NA	QSR
12/18/2013	The Bailey Company (47 Arby's restaurants)	Unied States Beef Corporation	NA	NA	/	NA	QSR
12/18/2013	10 Subway Sandwich Shops	Rottinghaus Company, Inc.	NA	NA	/	NA	QSR
12/16/2013	Vasari LLC (74 unit Dairy Queen franchisee)	Eagle Merchant Partners	NA	NA	/	NA	QSR
12/16/2013	Mad Greens Corporation	AC Restaurant Group	NA	NA	/	NA	Fast Casual
12/09/2013	The Wendy's Company, 54 Wendy's Locations	NPC International	\$31.3	NA	/	NA	QSR
12/02/2013	Captain D's	Centre Partners	NA	NA	/	NA	QSR

Indices consist of all publicly-available information for restaurant operators in their respective price points. For full listing, please contact the TM Capital Restaurant Practice.



# Same Store Sales by Price Point

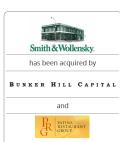




## **Recent TM Capital Restaurant Experience**

-Family Dining





has sold

to

<u> He Louie</u>

Coach Gri

Casual Dining

Premium Dining

#### **TM Capital's Restaurant Practice**

has acquired

**KTE**M



Michael P. Locker Managing Director mlocker@tmcapital.com 404-995-6252

TRATTORIA · BA

to

NHC

OSR

-Fast Casual



James S. Grien President and CEO jgrien@tmcapital.com 404-995-6235



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