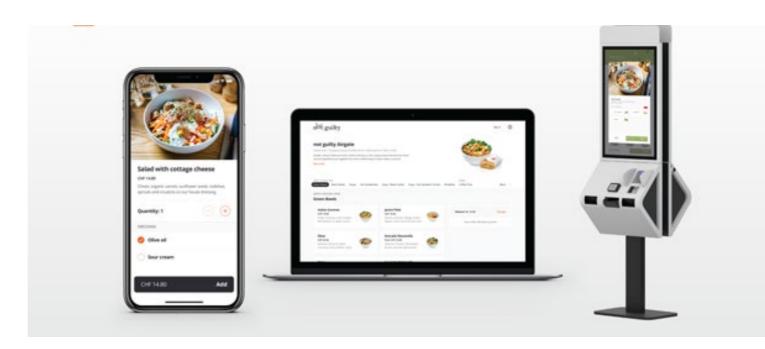
#### **HEDGEYE**



# 2Q22 Restaurant Themes

**Entering the Critical Phase** 

May 23, 2022



#### **Hedgeye Restaurants**

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Please submit questions\* to

qa@hedgeye.com

<sup>\*</sup>Answered at the end of the call

# Hedgeye Restaurants Position Monitor



	HEDGEYE RESTAURANTS POSITION MONITOR									
LONG						SH	ORT			
TICKER	COMPANY	Price	Mkt. Cap (M)	NTM EV/EBITDA	TICKER	COMPANY		Price	Mkt. Cap (M)	NTM EV/EBITDA
MCD	McDonald's Corporation	\$ 242.07	\$ 180,493	17.7x	SG	Sweetgreen, Inc. Class A	\$	18.37	\$ 1,820	-
DNUT	Krispy Kreme, Inc.	\$ 14.56	\$ 2,416	16.1x	SHAK	Shake Shack, Inc. Class A	\$	45.45	\$ 1,875	24.7x
					PTLO	Portillo's, Inc. Class A	\$	18.84	\$ 1,280	14.6x
					PLAY	Dave & Buster's Entertainment, Inc.	\$	38.25	\$ 1,816	8.8x
					CMG	Chipotle Mexican Grill, Inc.	\$	1,315.61	\$ 36,325	24.2x
					DASH	DoorDash, Inc. Class A	\$	68.99	\$ 23,109	53.9x
					RRGB	Red Robin Gourmet Burgers, Inc.	\$	9.05	\$ 138	8.6x
					BYND	Beyond Meat, Inc.	\$	26.84	\$ 1,730	-
					BLMN	Bloomin' Brands, Inc.	\$	21.45	\$ 1,847	7.3x
					BJRI	BJ's Restaurants, Inc.	\$	24.78	\$ 565	11.3x
					SBUX	Starbucks	\$	73.35	\$ 83,058	15.5x
					SYY	Sysco Corporation	\$	85.16	\$ 42,900	13.3x
					USFD	US Foods Holding Corp.	\$	34.46	\$ 7,532	9.6x
					DIN	Dine Brands Global, Inc.	\$	71.45	\$ 1,171	10.5x
					QSR	Restaurant Brands International Inc	\$	51.95	\$ 30,074	12.8x
					EAT	Brinker International, Inc.	\$	32.68	\$ 1,409	8.8x
					TXRH	Texas Roadhouse, Inc.	\$	76.73	\$ 5,181	11.3x
					CHEF	Chefs' Warehouse, Inc.	\$	37.05	\$ 1,382	15.8x
					DRI	Darden Restaurants, Inc.	\$	128.24		12.8x
					CHUY	Chuy's Holdings, Inc.	\$	22.55	\$ 417	9.7x

No changes to the position monitor

# Restaurant Industry Price Performance (Ranked YTD)



RESTAURANT INDUSTRY			Price Change %								
Company Name	U.S. Ticker ▼	Price 🔻	Day	▼ Week	Month	▼ 3-Months ▼	6-Months	YTD 🚚	1-Year ▼		
Arcos Dorados Holdings, Inc. Class A	ARCO	\$ 7.55	-0.92	8.48	-4.67	5.89	46.03	29.50	21.55		
Chefs' Warehouse, Inc.	CHEF	\$ 33.52	-5.39	-8.76	-5.58	2.57	2.92	0.66	10.12		
BRC Inc Class A	BRCC	\$ 9.96	-2.92	-13.24	-47.55	-46.96	-1.87	-1.87	2.15		
Sysco Corporation	SYY	\$ 76.98	-2.66	-9.15	-13.60	-7.86	3.79	-2.00	-3.98		
USHG Acquisition Corp. Class A	HUGS	\$ 9.92	0.20	0.30	-2.84	-3.41	-4.28	-4.34	1.43		
Potbelly Corp.	PBPB	\$ 5.32	-4.14	-6.01	-19.09	-3.41	-8.43	-4.66	-21.76		
Bloomin' Brands, Inc.	BLMN	\$ 19.35	-3.92	-10.13	-13.31	-20.01	2.87	-7.77	-31.33		
	PLAY	\$ 34.86	-3.92	-10.13	-28.12	-17.84	-4.28	-9.22	-16.14		
Dave & Buster's Entertainment, Inc.	DIN	\$ 54.66 \$ 67.23	-2.52					-9.22 -11.32			
Dine Brands Global, Inc.				-11.04	-12.00	-16.09	-15.64		-29.06		
US Foods Holding Corp.	USFD	\$ 30.63	-4.04	-11.19	-18.67	-20.30	-7.63	-12.06	-19.37		
McDonald's Corporation	MCD	\$ 233.91	2.14	-4.54	-8.58	-6.66	-7.16	-12.74	0.75		
Ruth's Hospitality Group, Inc.	RUTH	\$ 17.36	-2.25	-9.77	-20.18	-27.06	-4.62	-12.76	-27.58		
First Watch Restaurant Group, Inc.	FWRG	\$ 14.24	5.48	0.14	12.57	-7.77	-32.64	-15.04	-		
Yum China Holdings, Inc.	YUMC	\$ 42.19	3.51	7.35	-2.81	-19.52	-21.13	-15.35	-35.28		
Restaurant Brands International Inc	QSR	\$ 50.38	0.18	-2.67	-17.89	-11.69	-11.94	-16.97	-26.62		
Jack in the Box Inc.	JACK	\$ 71.18	-2.53	-8.53	-22.17	-21.17	-26.97	-18.63	-38.10		
Yum! Brands, Inc.	YUM	\$ 111.92	1.77	-0.81	-10.96	-11.03	-11.85	-19.40	-6.69		
Texas Roadhouse, Inc.	TXRH	\$ 71.37	-0.79	-9.13	-16.94	-20.19	-20.46	-20.06	-26.47		
United Natural Foods, Inc.	UNFI	\$ 38.03	-4.95	-9.60	-18.29	-3.60	-23.96	-22.51	4.42		
Darden Restaurants, Inc.	DRI	\$ 116.25	-0.36	-9.23	-14.89	-19.68	-18.80	-22.83	-17.62		
Cheesecake Factory Incorporated	CAKE	\$ 29.40	-3.57	-12.37	-21.66	-31.55	-29.16	-24.90	-47.55		
Cracker Barrel Old Country Store, Inc.	CBRL	\$ 96.04	-0.21	-11.77	-21.56	-27.52	-32.34	-25.34	-40.67		
Chipotle Mexican Grill, Inc.	CMG	\$ 1,294.11	1.70	-1.83	-19.75	-15.05	-26.26	-25.98	-3.55		
Krispy Kreme, Inc.	DNUT	\$ 13.86	-4.35	-4.08	-3.82	0.87	0.29	-26.74	-		
Wendy's Company	WEN	\$ 16.62	1.22	-4.10	-20.10	-26.82	-24.25	-30.31	-30.26		
Chuy's Holdings, Inc.	CHUY	\$ 20.50	-2.57	-10.75	-21.96	-34.59	-35.80	-31.94	-51.82		
BJ's Restaurants, Inc.	BJRI	\$ 22.74	-4.25	-11.45	-22.89	-33.35	-29.92	-34.18	-58.57		
Sweetgreen, Inc. Class A	SG	\$ 20.53	-7.65	16.65	-27.89	-15.27	-61.26	-35.84	-		
Fiesta Restaurant Group, Inc.	FRGI	\$ 7.00	0.00	3.55	-1.82	-30.49	-31.10	-36.42	-51.32		
Starbucks Corporation	SBUX	\$ 73.39	2.03	-2.92	-8.46	-21.37	-33.75	-37.26	-34.13		
Domino's Pizza, Inc.	DPZ	\$ 341.69	1.56	0.22	-13.82	-21.56	-36.20	-39.45	-20.34		
Denny's Corporation	DENN	\$ 9.64	-1.33	-6.77	-27.08	-39.29	-33.47	-39.75	-45.01		
Noodles & Co. Class A	NDLS	\$ 5.45	-2.68	-16.15	3.22	-41.46	-52.81	-39.91	-55,29		
Shake Shack, Inc. Class A	SHAK	\$ 41.98	-2.76	-9.39	-35.92	-41.75	-48.76	-41.82	-49.59		
Papa John's International, Inc.	PZZA	\$ 77.00	-0.48	-5.71	-27.26	-32.62	-42.13	-42.31	-17.47		
Lightspeed Commerce Inc	LSPD	\$ 22.99	2.82	7.58	-4.45	-13.57	-60.46	-43.14	-65.40		
BurgerFi International, Inc.	BFI	\$ 3.12	-3.11	4.70	-25.18	-40.12	-58.40	-44.97	-69.65		
Dutch Bros Inc. Class A	BROS	\$ 27.75	2.82	2.78	-48.90	-45.22	-49.54	-45.49	-		
Olo, Inc. Class A	OLO	\$ 11.15	2.29	-5.27	-2.19	-31.80	-58.70	-46.42	-60.25		
Portillo's, Inc. Class A	PTLO	\$ 18.95	-2.52	3.55	-19.84	-20.55	-57.63	-49.52	-00.23		
Red Robin Gourmet Burgers, Inc.	RRGB	\$ 7.93	-2.82	-12.28	-45.54	-53.63	-56.26	-52.03	-77.62		
Carrols Restaurant Group Inc	TAST	\$ 1.41	-2.02	-2.76	-30.54	-49.28	-53.77	-52.36	-76.30		
DoorDash, Inc. Class A	DASH	\$ 66.23	-1.08	-10.15	-33.86	-31.16	-69.23	-55.52	-51.66		
Deliveroo plc Class A	ROO-LON	\$ 0.93	3.40	-2.56	-16.25	-26.69	-69.85	-55.65	-62.65		
Toast, Inc. Class A	TOST	\$ 15.36	3.85	2.47	-22.07	-26.40	-65.92	-55.75	-02.03		
Wingstop, Inc.	WING	\$ 73.16	-1.41	-9.59	-30.69	-51.32	-58.64	-57.66	-46.12		
	1		0.92								
Just Eat Takeaway.com N.V.	TKWY-AMS BYND			2.52	-25.05	-44.60	-68.77	-58.86	-72.77		
Beyond Meat, Inc.	DINU	\$ 24.37	-4.43	-21.99	-39.36	-53.43	-68.57	-62.60	-77.34		
Median			-0.94	-4.63	-18.48	-24.34	-30.70	-29.20	-33.37		

# Restaurants | 2Q22 Themes



1 Demand Destruction Looming

This might be the most obvious theme, but some have their doubts. We are now entering the critical phase of the Hedgeye Macro #quad4, call the potential demand destruction that typically ensues after wealth destruction and inflation hits consumers hard. We see it as nearly impossible that we don't see a significant downward revision in sales earnings across the restaurant industry, especially for casual dining and food distributors.

2 The Pandemic Digital head fake

Digital sales/delivery/Ghost kitchens were all the rage during the pandemic promising restaurants a new sales channel from the traditional brick-and-mortar. Unfortunately, the trend does not look sustainable. As measured by Sensor Tower, MAU growth across the major chains is in decline. Companies that provide the scaled-down kitchens and the technology to run them are laying off people, and ghost kitchen profits can be as elusive. It's unclear how many ghost kitchens have failed. Restaurants that closed their ghost kitchens said they struggled with the high cost of delivery, finding paying staff, and marketing a virtually invisible location to the public has a low ROI.

**Short Food Distributors** 

These business models are inflation beneficiaries, but those days are numbered. So far, the Foodservice distributors have been immune from the draw down in equities, largely on the back if significantly higher inflation. There companies will not be immune to the consumption slowdown that we are about to experience.

Data Source: Hedgeye © Hedgeye Risk Management LLC.

#### **HEDGEYE**

# Hedgeye Macro – The Quads



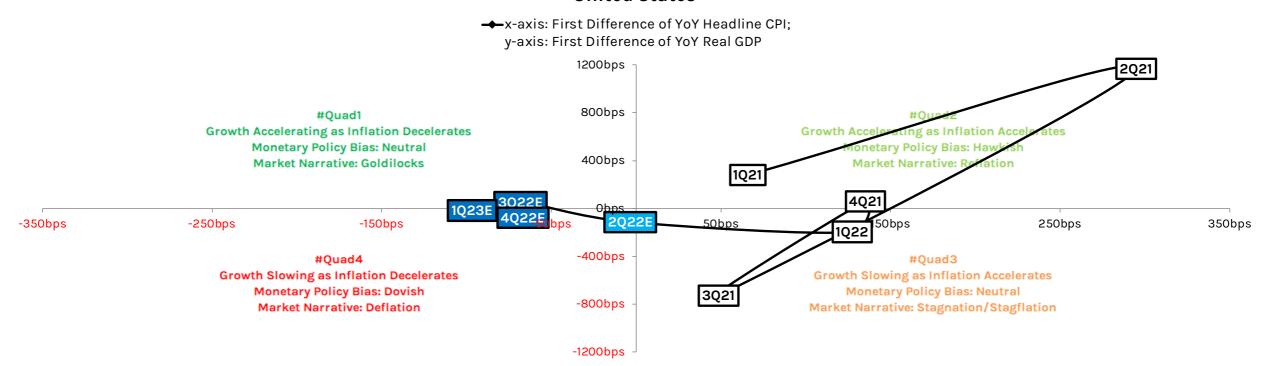
### What Are The Quads?



Our GIP Model is a quantitatively oriented, regime-based framework that helps investors proactively prepare for volatility phase transitions within and across asset classes by triangulating the three factors that matter most to Macro Risk Management – i.e. GROWTH, INFLATION, and POLICY.

United States	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	← Actuals   Estimates →	2Q22E	3Q22E	4Q22E	1Q23E
Real GDP QoQ SAAR	3.20%	2.80%	1.90%	-5.10%	-31.20%	33.80%	4.50%	6.30%	6.70%	2.30%	6.90%	-1.40%	Real GDP QoQ SAAR	2.11%	4.40%	3.71%	-2.08%
Real GDP YoY	2.11%	2.32%	2.57%	0.63%	-9.08%	-2.89%	-2.26%	0.55%	12.23%	4.95%	5.53%	3.57%	Real GDP YoY	2.43%	2.95%	2.18%	2.01%
2yr Comparative Base Effects	2.72%	2.66%	2.52%	2.58%	2.70%	2.69%	2.45%	1.39%	- <mark>3.</mark> 49%	-0.28%	0.15%	0.59%	2yr Comparative Base Effects	1.57%	1.03%	1.64%	2.06%
Headline CPI YoY	1.81%	1.76%	2.03%	2.12%	0.36%	1.22%	1.24%	1.90%	4.85%	5.34%	6.69%	7.96%	Headline CPI YoY	7.93%	7.25%	6.58%	5.62%
2yr Comparative Base Effects	2.31%	2.30%	2.16%	1.93%	2.26%	2.20%	2.12%	1.88%	1.09%	1.49%	1.64%	2.01%	2yr Comparative Base Effects	2.61%	3.28%	3.96%	4.93%

#### **United States**



Data Source: Bloomberg. Light Blue box = Hedgeye Nowcast Model estimate. Dark Blue boxes = Hedgeye Comparative Base Effects Model estimates.

© Hedgeye Risk Management

# Highest/Lowest Expected Values By Quad Regime



#### **Quad 1: Goldilocks**

#### **Best Asset Classes:**

Equities, Credit, Commodities, FX

#### **Worst Asset Classes:**

Fixed Income, USD

#### **Best Equity Sectors:**

Tech, Consumer Discretionary, Materials, Industrials, Telecom

#### **Worst Equity Sectors:**

Utilities, REITS, Consumer Staples, Financials, Energy

#### **Best Equity Style Factors:**

High Beta, Momentum, Leverage, Secular Growth, Mid Caps

#### **Worst Equity Style Factors:**

Low Beta, Defensives, Value, Dividend Yield, Small Caps

#### **Best Fixed Income Sectors:**

BDCs, Convertibles, HY Credit, EM \$
Debt, Leveraged Loans

#### **Worst Fixed Income Sectors:**

TIPS, Short Duration Treasurys, MBS, Treasury Belly, Long Bond

#### **Quad 2: Reflation**

#### **Best Asset Classes:**

Commodities, Equities, Credit, FX

#### **Worst Asset Classes:**

Fixed Income, USD

#### **Best Equity Sectors:**

Tech, Consumer Discretionary, Industrials, Energy, Financials

#### **Worst Equity Sectors:**

Telecom, Utilities, REITS, Consumer Staples, Health Care

#### **Best Equity Style Factors:**

Secular Growth, High Beta, Small Caps, Cyclical Growth, Momentum

#### **Worst Equity Style Factors:**

Low Beta, Dividend Yield, Value, Defensives, Size

#### **Best Fixed Income Sectors:**

Convertibles, BDCs, Preferreds, Leveraged Loans, HY Credit

#### **Worst Fixed Income Sectors:**

Long Bond, Treasury Belly, Munis, MBS, IG Credit

#### **Quad 3: Stagflation**

#### **Best Asset Classes:**

Gold, Commodities, Fixed Income

#### **Worst Asset Classes:**

Credit

#### **Best Equity Sectors:**

Utilities, Tech, Energy, Industrials, Consumer Discretionary

#### **Worst Equity Sectors:**

Financials, REITS, Materials, Telecom, Consumer Staples

#### **Best Equity Style Factors:**

Secular Growth, Momentum, Mid Caps, Low Beta, Quality

#### **Worst Equity Style Factors:**

Small Caps, Dividend Yield, Value, Defensives, Size

#### **Best Fixed Income Sectors:**

Munis, EM \$ Debt, Long Bond, TIPS, Treasury Belly

#### **Worst Fixed Income Sectors:**

BDCs, Preferreds, Convertibles, Leveraged Loans, HY Credit

#### Quad 4: Deflation

#### **Best Asset Classes:**

Fixed Income, Gold, USD

#### **Worst Asset Classes:**

Commodities, Equities, Credit, FX

#### **Best Equity Sectors:**

Consumer Staples, Utilities, REITS, Health Care, Telecom

#### **Worst Equity Sectors:**

Energy, Tech, Industrials, Financials, Materials

#### **Best Equity Style Factors:**

Low Beta, Dividend Yield, Quality, Defensives, Value

#### **Worst Equity Style Factors:**

High Beta, Momentum, Leverage, Secular Growth, Cyclical Growth

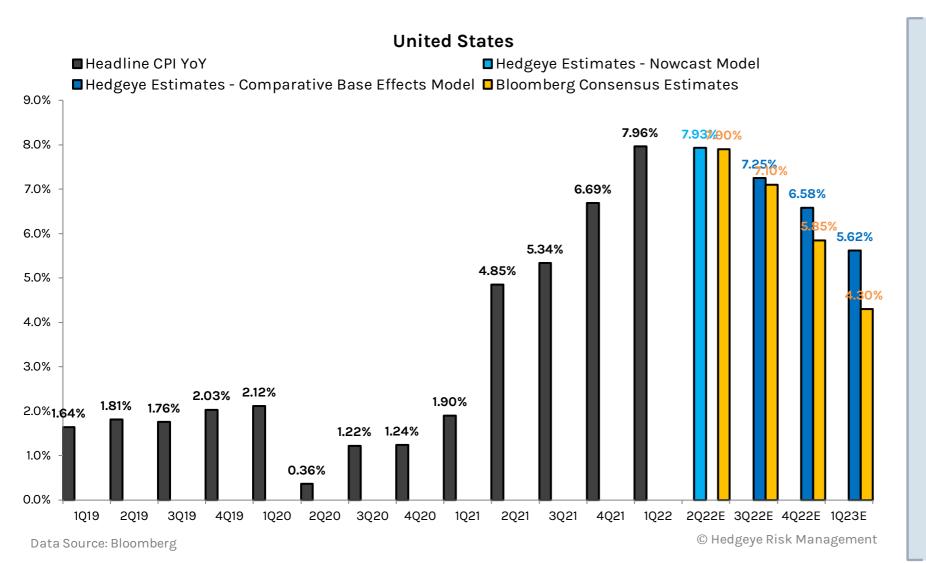
#### **Best Fixed Income Sectors:**

Long Bond, Treasury Belly, IG Credit, Munis, MBS

#### **Worst Fixed Income Sectors:**

Preferreds, EM Local Currency, BDCs, Leveraged Loans, TIPS

# **US Headline CPI YoY Projections**



We use two distinct models to forecast the YoY growth rate of Headline CPI and the combination of the two allows us to develop both a highly accurate real-time assessment of near-term inflation momentum, as well as a high-probability scenario for where inflation is likely to trend over the NTM.

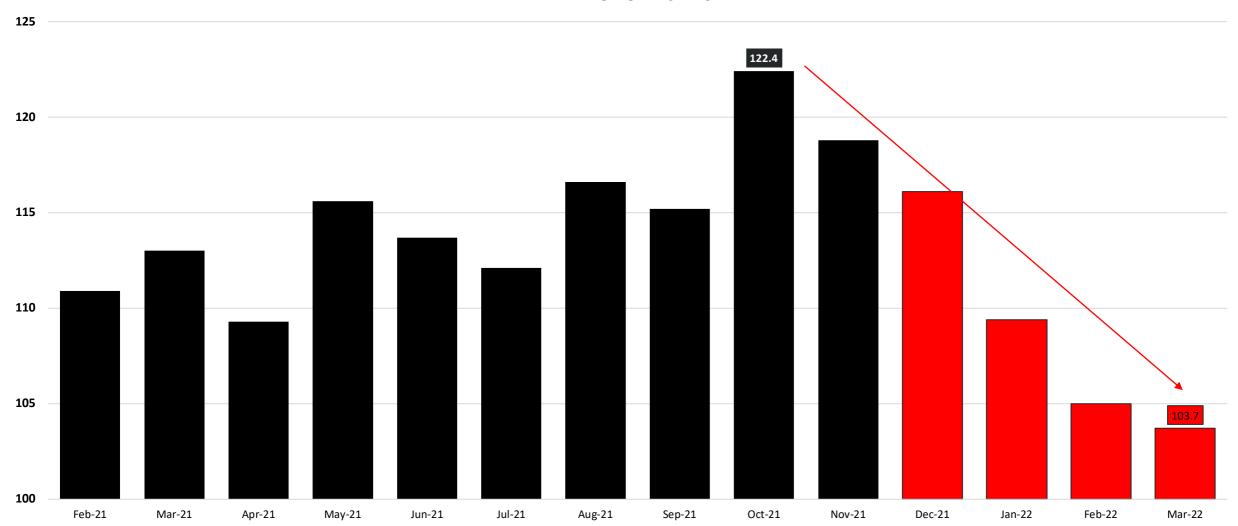
Intra-quarter, we employ a stochastic nowcasting framework that anchors on nonlinear interpolation to relay rate of change signals from the individual features of the dynamic factor model to the base rate. In out-quarters where high-frequency data has yet to be reported, we employ a Bayesian Inference process that adjusts each of the preceding forecasted base rates inversely and proportionally to changes in the base effects.

All told, our US CPI nowcast model has an average absolute forecast error of 36bps and an 85% success rate in terms of accurately projecting the rate of change of INFLATION.

### **HOUSING #SLOWING**

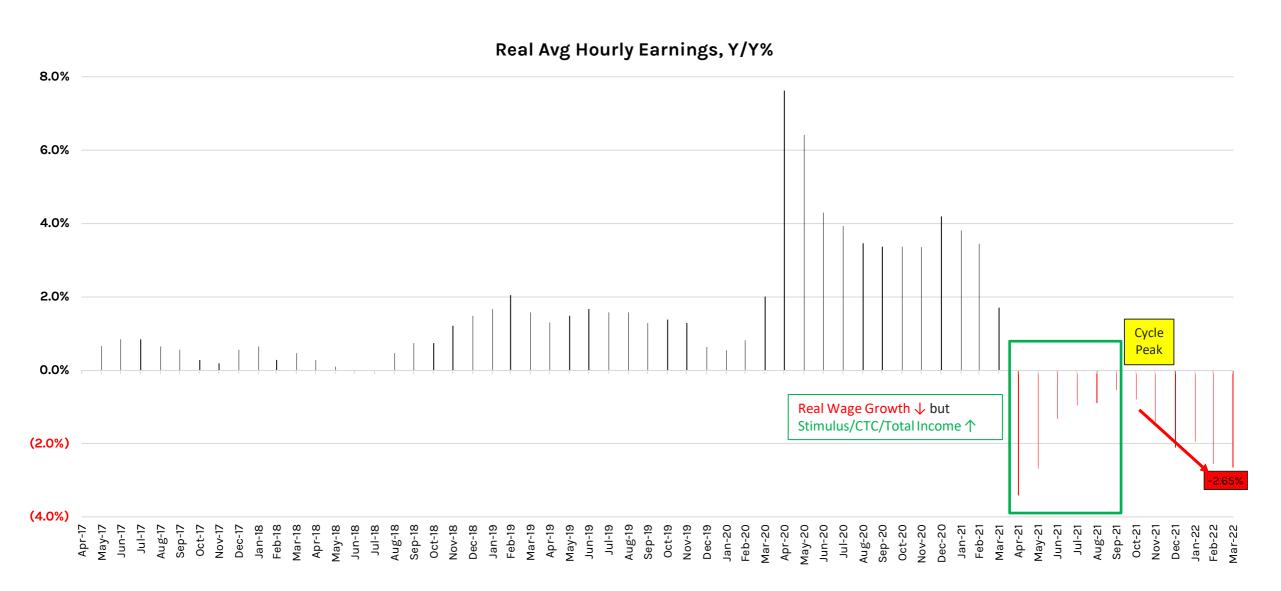


#### **PENDING HOME SALES**



### Inflation & Cost of Living ↑ → Real Consumption Capacity ↓ → Deeper Quad 4





### American Financial Worries On the Rise



#### The Hallmarks of Asset Price Deflation x Sticky-High Inflation Driven By Food, Energy, and Shelter

#### Question:

"Next, please tell me how concerned you are right now about each of the following financial matters, based on your current financial situation -- are you very worried, moderately worried, not too worried or not worried at all?"

#### Share (%) of respondents who are **VERY** or **MODERATELY WORRIED** about:

	2019	2020	2021	2022	ΔΥ/Υ
Not having enough to pay normal monthly bills	36	43	32	40	+ 8
Maintaining the standard of living you enjoy	42	48	45	52	+ 7
Paying rent, mortgage or other housing costs	30	39	30	35	+ 5
Making minimum payment on credit cards	20	26	17	22	+ 5
Not having enough money for retirement	54	59	58	63	+ 5
Paying medical costs for normal healthcare	42	43	41	43	+ 2
Paying medical costs for serious illness or accident	51	54	54	56	+ 2
Paying for your children's college	36	33	34	36	+ 2

### Lower-Income Households (Highest Marginal Propensity of Consumption) Hit Hardest



Two-Thirds of Lower-Income Americans Have Doubts About Just Paying Their Monthly Bills (hitting QSR names first)

#### Question:

"Next, please tell me how concerned you are right now about each of the following financial matters, based on your current financial situation -- are you very worried, moderately worried, not too worried or not worried at all?"

Share (%) of respondents, by ANNUAL HOUSEHOLD INCOME, who are VERY or MODERATELY WORRIED about:

Not having enough to pay normal monthly bills

Maintaining the standard of living you enjoy

Paying rent, mortgage or other housing costs

Making minimum payment on credit cards

Not having enough money for retirement

Paying medical costs for normal healthcare

Paying medical costs for serious illness or accident

Paying for your children's college

Less	than \$40	,000		\$40,000 to \$99,000					
2021	2022	ΔΥ/Υ	_ \	2021	2022	ΔΥ/Υ			
56	73	+ 17		46	52	+ 6			
51	66	+ 15		35	40	+ 5			
47	59	+ 12		30	34	+ 4			
27	38	+ 11		17	22	+ 5			
63	75	+ 12		63	62	- 1			
62	72	+ 10		59	61	+ 2			
53	62	+ 9		43	48	+ 5			
39	37	- 2		34	40	+ 6			

\$100,000 or more									
2021 2022									
36	+ 4								
18	+ 11								
15	+ 8								
8	+ 5								
54	+ 8								
37	- 2								
19	- 1								
31	0								
	2022 36 18 15 8 54 37								

## **Restaurant Macro**



# Restaurant Industry | Current Conditions

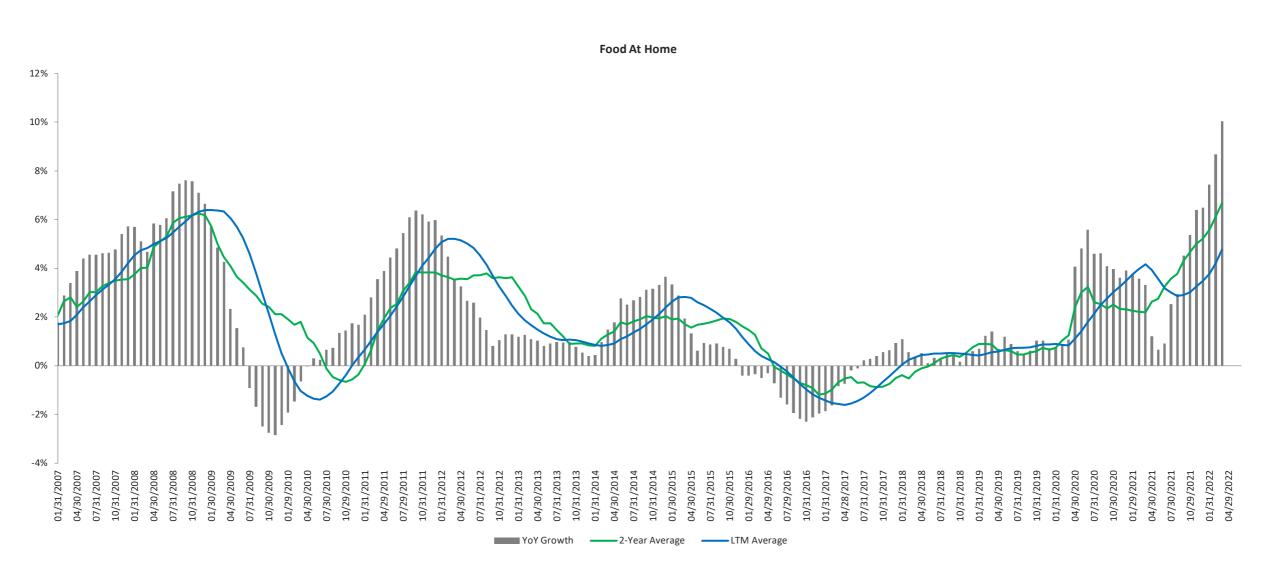


- ➤ Government Support No more stimulus checks
- Food Crisis Looming U.S. Ambassador to the United Nations Linda Thomas-Greenfield said Friday that global food shortages due to the Russia-Ukraine conflict have reached "the highest level of alarm."
- ➤ Wealth Destruction & Job losses? Tech stocks and crypto are the 2000 dot-com darlings 2.0. (The Labor Department estimates that a net 1.735 million jobs were shed in 2001, with an additional net 508,000 lost during 2002. 2003 saw a small gain of a mere 105,000 jobs.)
- ➤ Housing The transition to Deep Quad 4 with a still significant stagflationary impulse and the associated Hawkish policy response have deflated housing equity momentum and are beginning to impact fundamentals.
- ➤Inflation FAH & FAFH inflation is staggering and are portions getting smaller at the same time? When will this impact transactions? Substitution effect?
- ▶Interest rates From 2000 to 2001, the Federal Reserve, in a move to protect the economy from the overvalued stock market (in 2022 its to battle inflation), made successive interest rate increases.
- ➤ Discretionary Spending A Grande Matcha latte with almond milk at Starbucks is almost eight dollars!

Data Source: Black Box © Hedgeye Risk Management LLC.

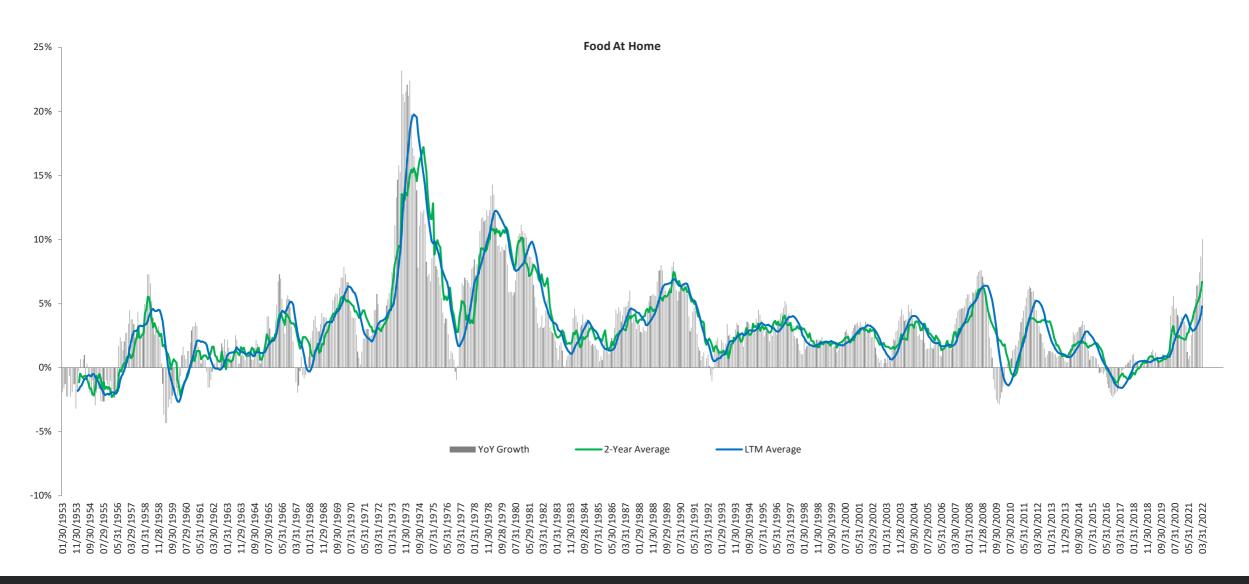
# Restaurant Macro | Food At Home





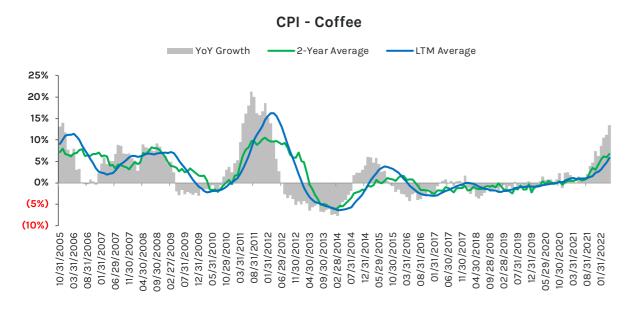
# Restaurant Macro | Food Away From Home



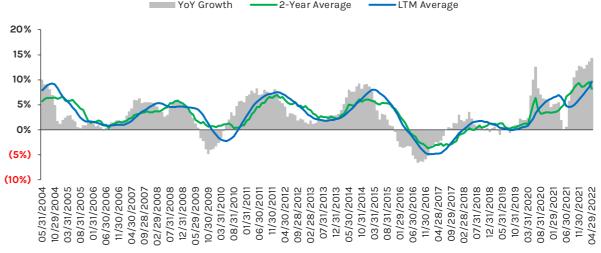


### Restaurant Macro | Food CPI

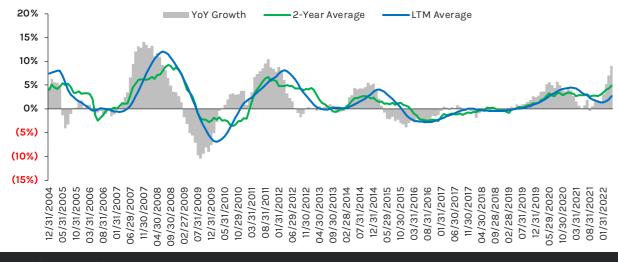




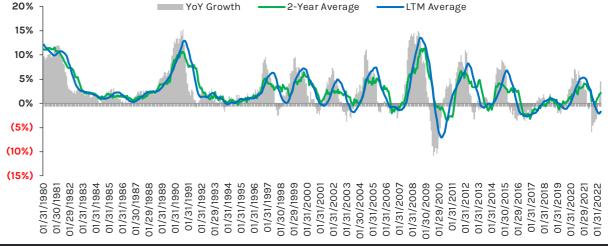
#### CPI - Meats, Poultry, Fish and Eggs



#### **CPI - Dairy and Related products**

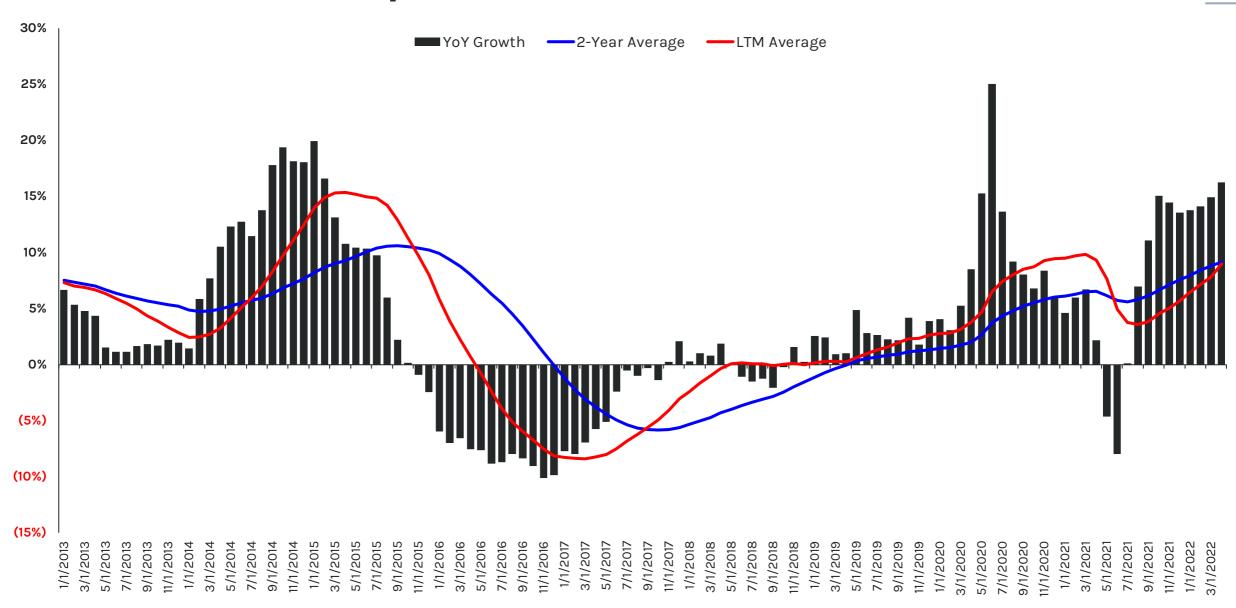


#### **CPI - Cheese**



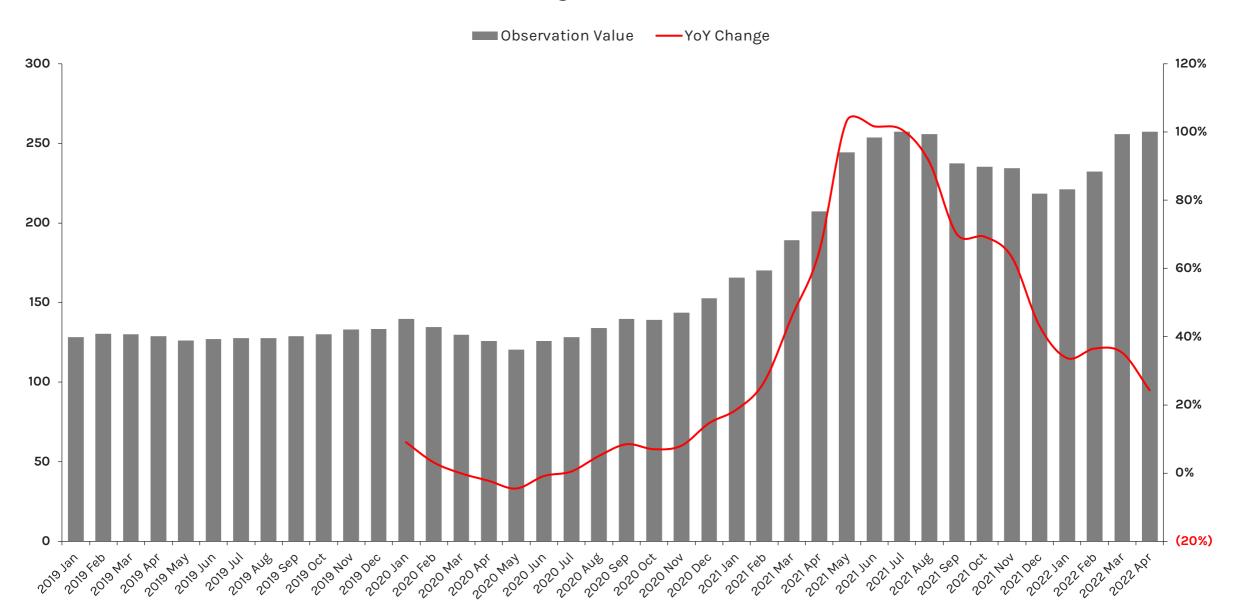
## Restaurant Macro | CPI - Ground Beef





# Restaurant Macro | CPI - Soybean Oil

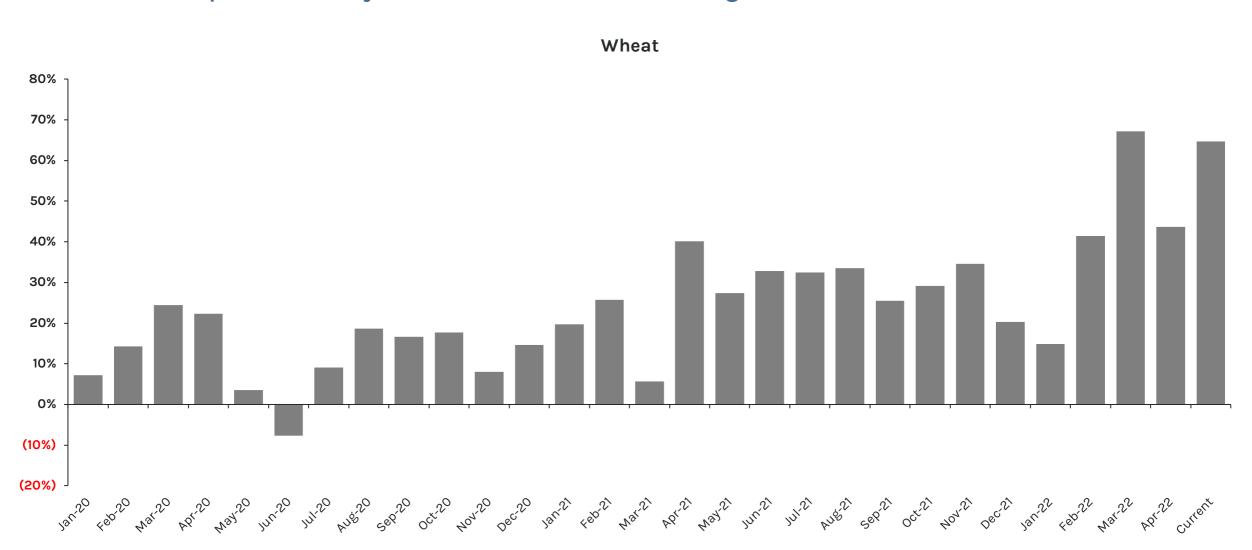




# Restaurant Macro | The Price of Wheat!

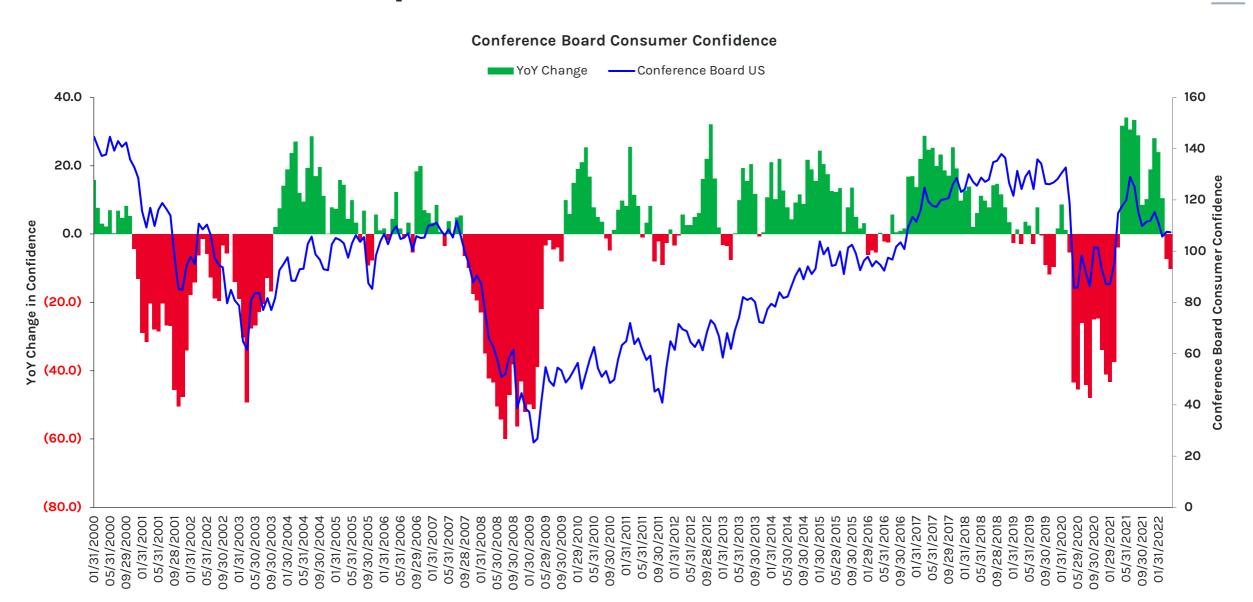


Yes, Wheat is expensive, and, yes, that will hit CPI on a 7mo lag, but...



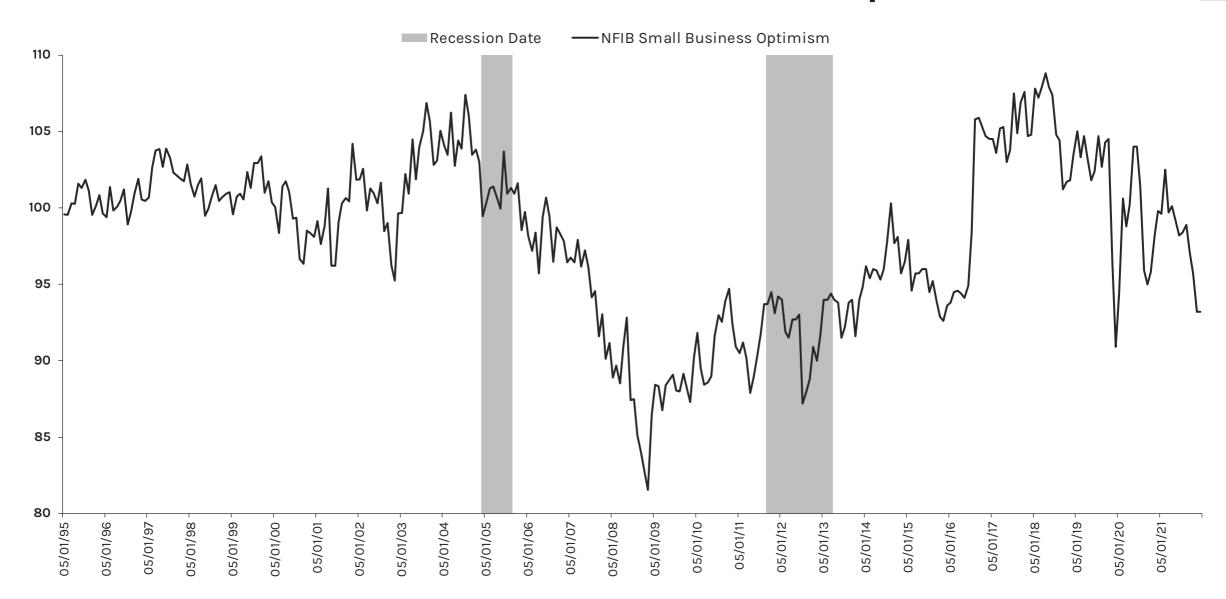
## Restaurant Macro | Consumer Confidence





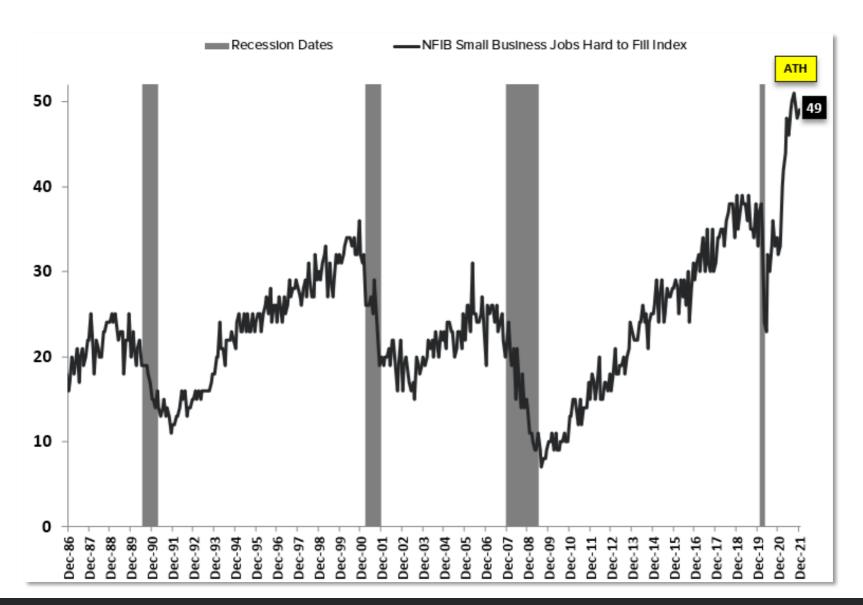
# Restaurant Macro | NFIB Small Business Optimism





### Restaurant Macro | Small Business Jobs Hard To Fill Index

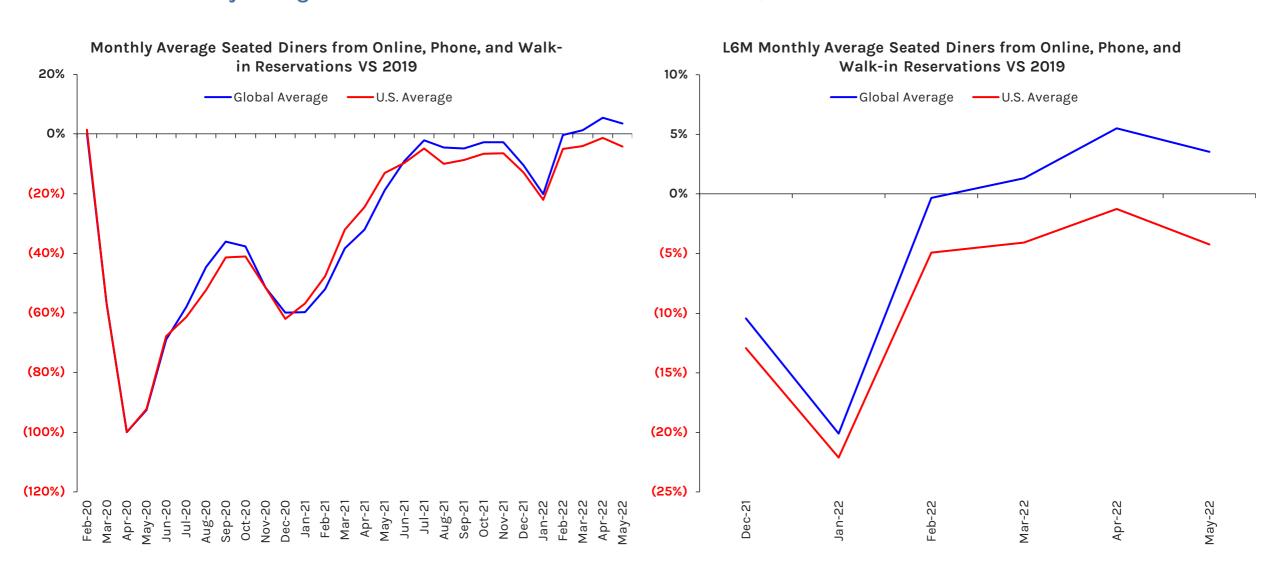




### Restaurant Macro | Open Table



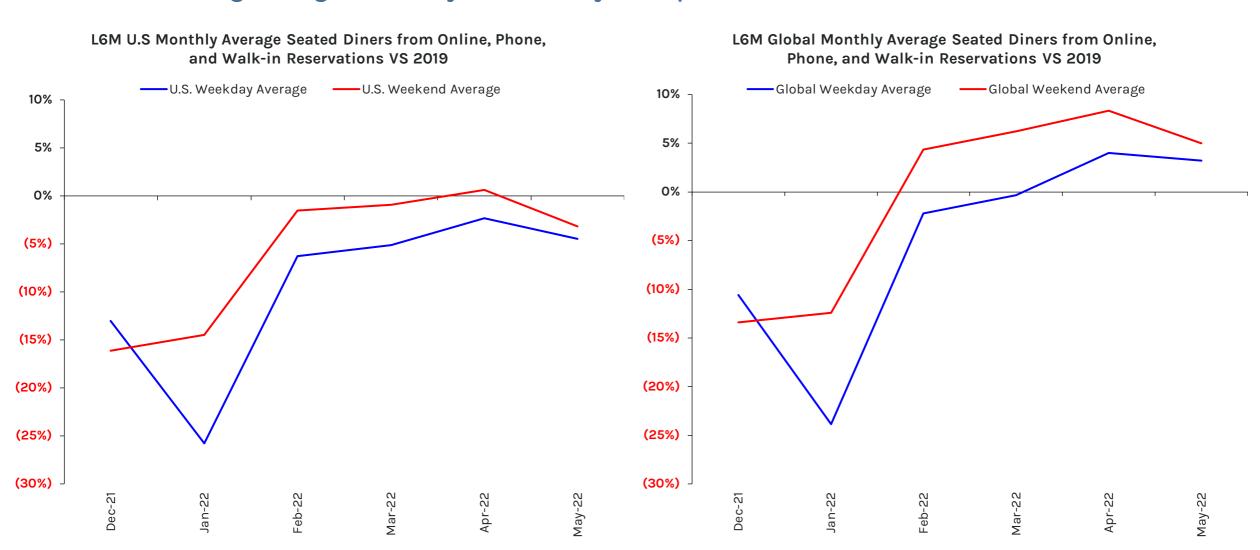
U.S. & Global Monthly Average Seated Diners Vs. 2019 | U.S. Worse Than ROW, Still Not Back To Pre-Covid Levels



### Restaurant Macro | Open Table



#### Weekends Showing Stronger Recovery Vs. Weekdays Compared To Pre-Covid Levels

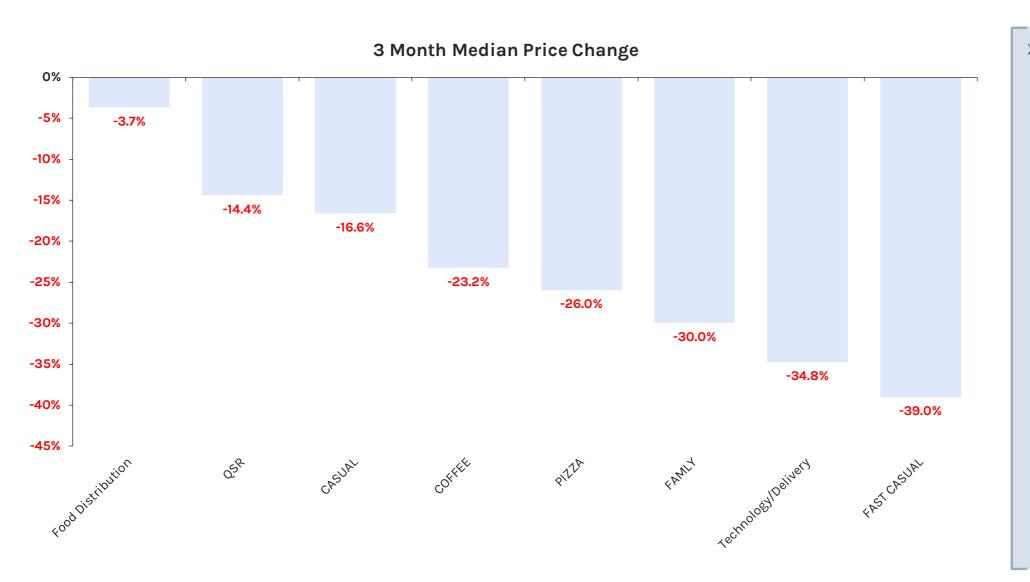


# Restaurant Industry - Subsector Overview



# **Price Performance by Subsector**

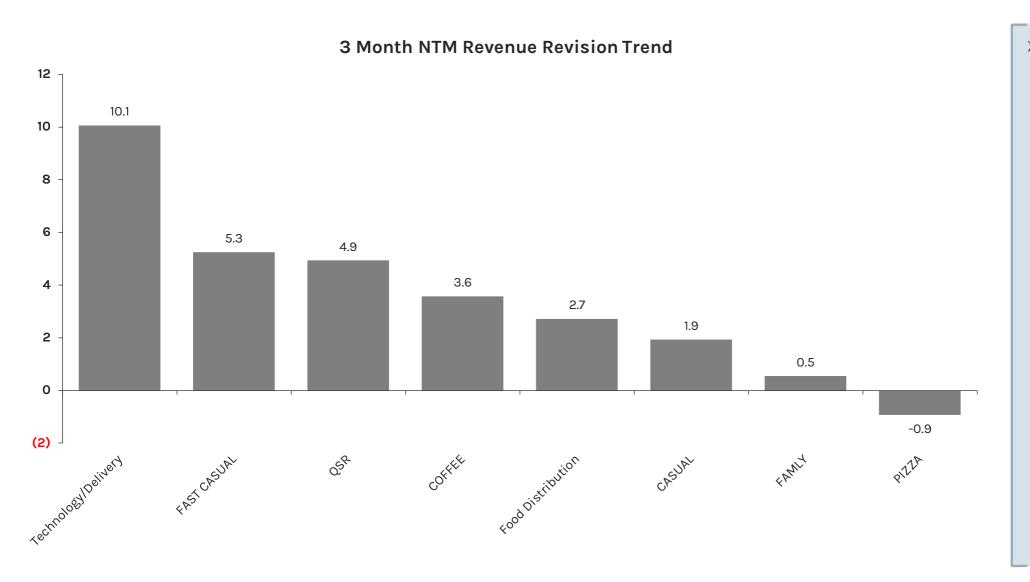




Food Distribution will not be immune from the demand destruction!

# Revenue Revisions by Subsector



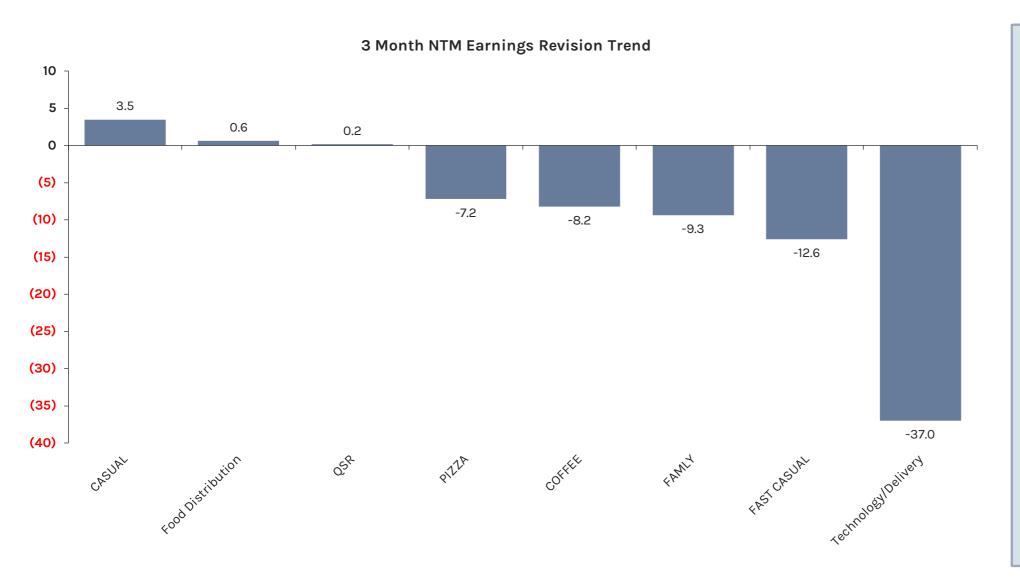


> Revenue growth driven by pricing

# **Earnings Revisions by Subsector**



31



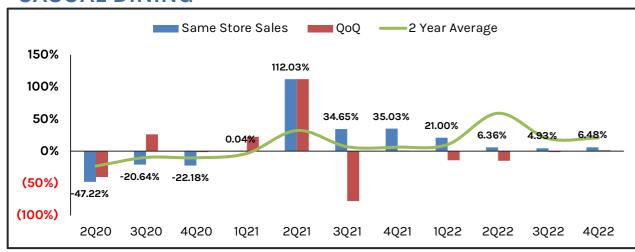
- > Profitability matters!
- Casual estimates need to come down
- > Food distribution benefiting from inflation

Data Source: FactSet © Hedgeye Risk Management LLC.

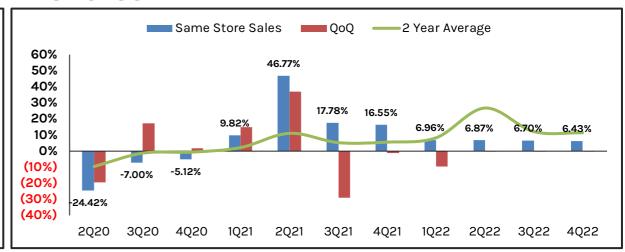
# Industry | SSS to inflect higher in 2022?



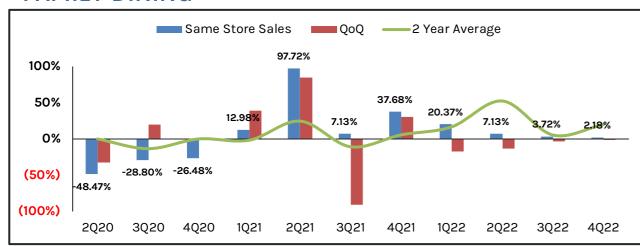
#### **CASUAL DINING**



#### **FAST CASUAL**



#### **FAMILY DINING**



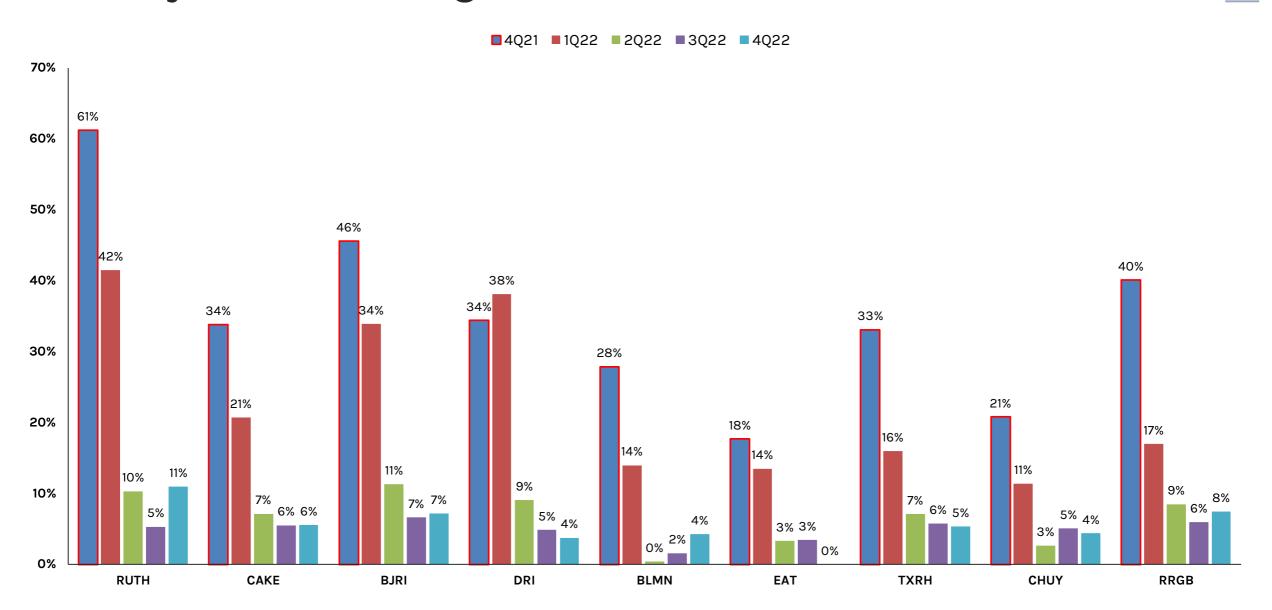
#### TRADITIONAL QUICK SERVICE



Data Source: FactSet © Hedgeye Risk Management LLC.

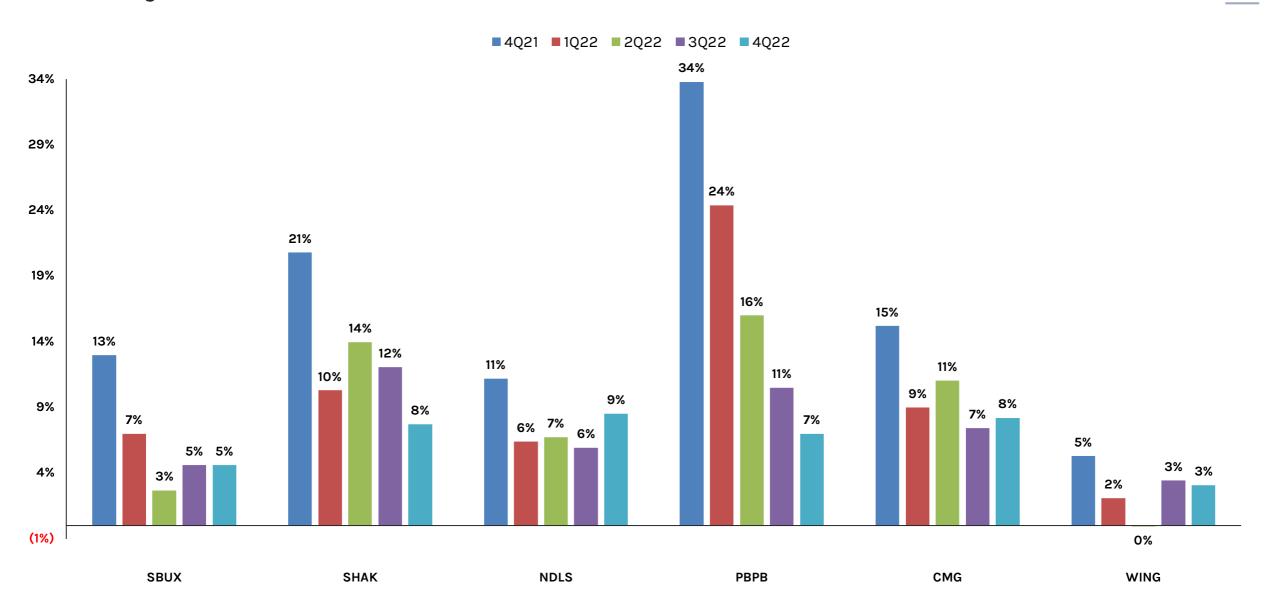
### Industry | Casual Dining Sales Trends Q2 2021 – Q4 2022E





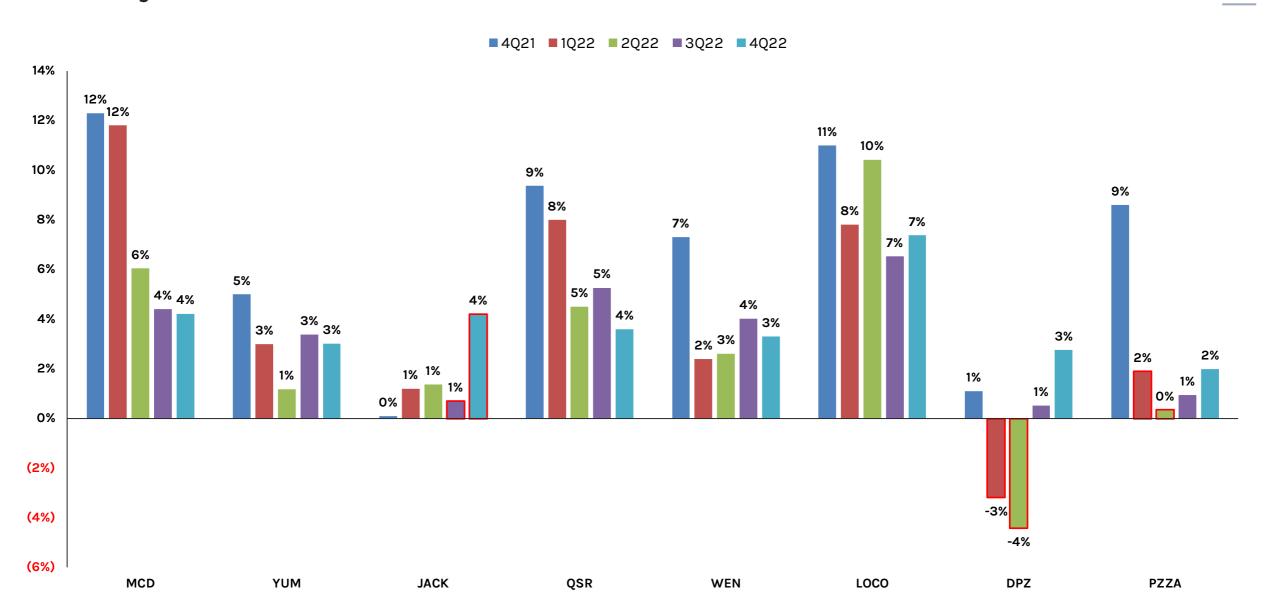
### Industry | Fast Casual-Small Box Sales Trends Q2 2021 - Q4 2022E





### Industry | Traditional Quick Service Sales Trends Q2 2021 - Q4 2022E





# Sentiment & Valuation



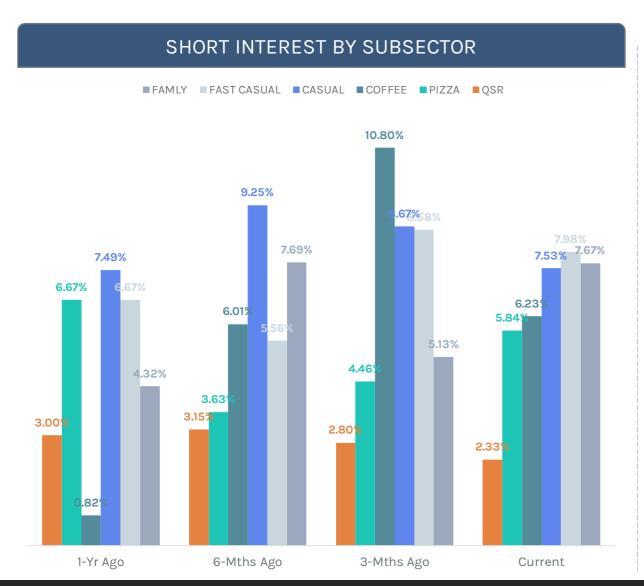
# Subsector | Change In Short Interest

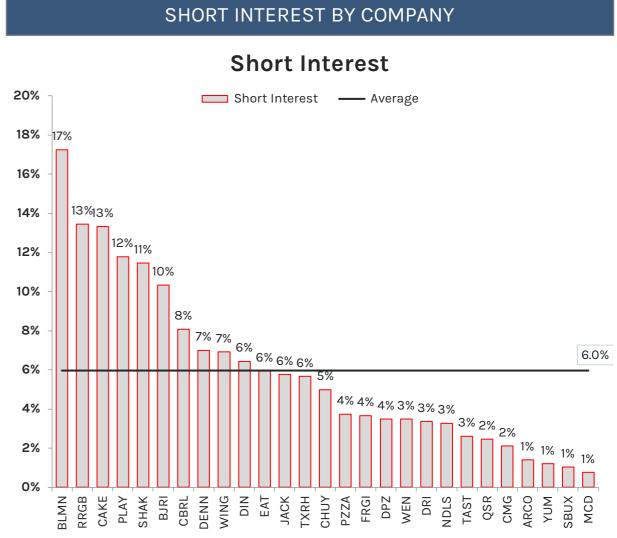
Company		Short Interest										
Name	Ticker	Current	3-Mths Ago	6-Mths Ago	1-Yr Ago							
Fast Casual												
Shake Shack, Inc. Class A	SHAK	9.34%	8.87%	12.08%	10.52%							
Chipotle Mexican Grill, Inc.	CMG	2.82%	2.12%	2.13%	2.27%							
Noodles & Co. Class A	NDLS	3.39%	5.75%	4.16%	3.70%							
Wingstop, Inc.	WING	9.84%	8.74%	6.97%	9.64%							
Casual Dining												
Brinker International, Inc.	EAT	12.03%	7.12%	5.98%	6.80%							
BJ's Restaurants, Inc.	BJRI	7.53%	8.72%	11.61%	9.92%							
Texas Roadhouse, Inc.	TXRH	6.81%	4.66%	5.96%	4.69%							
Cheesecake Factory Incorporated	CAKE	13.11%	15.20%	14.29%	12.03%							
Chuy's Holdings, Inc.	CHUY	5.09%	5.08%	5.04%	5.86%							
Dine Brands Global, Inc.	DIN	5.56%	4.74%	6.89%	5.44%							
Red Robin Gourmet Burgers, Inc.	RRGB	12.76%	14.11%	14.37%	8.18%							
Darden Restaurants, Inc.	DRI	3.74%	2.66%	3.36%	2.15%							
Dave & Buster's Entertainment, Inc.	PLAY	9.78%	9.88%	12.05%	17.67%							
Bloomin' Brands, Inc.	BLMN	16.40%	17.44%	18.80%	15.21%							
Coffee												
Starbucks Corporation	SBUX	1.12%	0.88%	1.04%	0.82%							
Dutch Bros Inc. Class A	BROS	18.51%	28.48%	6.01%	-							
Krispy Kreme, Inc.	DNUT	6.23%	10.80%	6.69%	-							
Pizza												
Papa John's International, Inc.	PZZA	5.52%	4.26%	3.77%	7.60%							
Domino's Pizza, Inc.	DPZ	6.17%	4.66%	3.48%	5.74%							
Quick Service												
Arcos Dorados Holdings, Inc. Class A	ARCO	1.38%	1.69%	1.40%	0.81%							
Wendy's Company	WEN	2.99%	2.93%	3.80%	4.88%							
McDonald's Corporation	MCD	0.79%	0.82%	0.76%	0.85%							
Yum! Brands, Inc.	YUM	0.85%	0.97%	1.19%	1.18%							
Jack in the Box Inc.	JACK	11.58%	7.12%	5.86%	6.15%							
Carrols Restaurant Group Inc	TAST	3.61%	3.87%	4.09%	3.45%							
Restaurant Brands International Inc	QSR	1.67%	2.66%	2.50%	2.54%							
Fiesta Restaurant Group, Inc.	FRGI	3.39%	4.14%	3.83%	5.35%							

Company		Short Interest											
Name	Ticker	Current	3-Mths Ago	6-Mths Ago	1-Yr Ago								
Technology/Delivery	_												
Uber Technologies, Inc.	UBER	3.84%	4.10%	5.54%	4.08%								
Olo, Inc. Class A	OLO	10.00%	12.11%	7.59%	4.02%								
Amazon.com, Inc.	AMZN	0.77%	0.79%	1.02%	1.10%								
DoorDash, Inc. Class A	DASH	4.05%	6.80%	6.87%	12.34%								
Toast, Inc. Class A	TOST	4.56%	17.42%	15.90%	-								
Food Distribution													
Beyond Meat, Inc.	BYND	36.35%	33.68%	30.50%	22.03%								
Dole Plc	DOLE	1.69%	2.26%	1.70%	-								
Flowers Foods, Inc.	FLO	4.82%	4.41%	5.23%	5.27%								
Hain Celestial Group, Inc.	HAIN	3.60%	4.62%	6.12%	5.74%								
Cal-Maine Foods, Inc.	CALM	12.93%	11.24%	12.41%	14.31%								
SpartanNash Company	SPTN	6.98%	6.43%	8.19%	11.48%								
Chefs' Warehouse, Inc.	CHEF	5.89%	6.47%	9.69%	11.34%								
Sysco Corporation	SYY	2.55%	2.05%	1.55%	1.00%								
Performance Food Group Company	PFGC	4.18%	4.77%	4.75%	2.56%								
US Foods Holding Corp.	USFD	1.86%	2.51%	6.95%	3.53%								
Lamb Weston Holdings, Inc.	LW	1.53%	1.27%	1.88%	1.79%								
United Natural Foods, Inc.	UNFI	3.64%	3.01%	4.66%	14.42%								
Whole Earth Brands Inc Class A	FREE	4.08%	6.49%	7.81%	6.45%								
SunOpta Inc.	STKL	1.01%	1.02%	1.11%	1.39%								

## **Subsector | Short Interest**

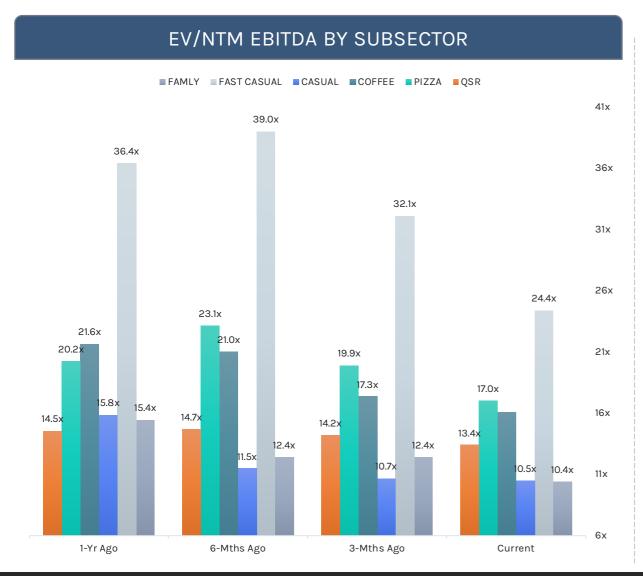


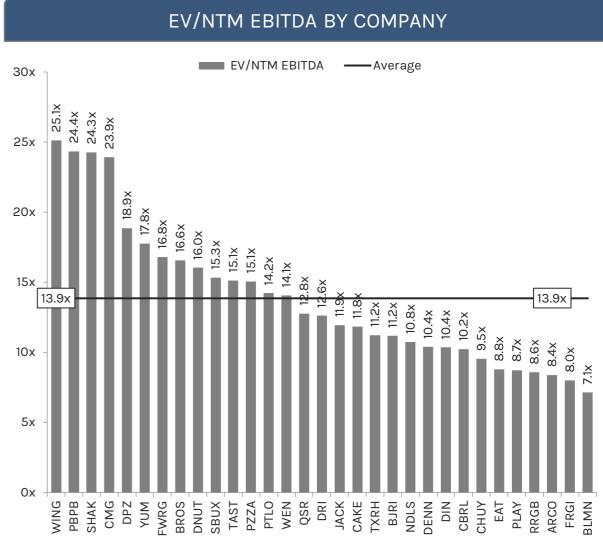




## Subsector | EV/NTM EBITDA







#### **HEDGEYE**

# Subsector | Change In Short Interest

		Short Ir	nterest			
▼	Current	3-Mths Ago	6-Mths Ago	1-Yr Ago	CHG VS 1-year ago	CHG VS 3-Mths
BYND	36.35%	33.68%	30.50%	22.03%	14.32%	2.67%
BROS	18.51%	28.48%	6.01%	-	#VALUE!	(9.97%)
BLMN	16.40%	17.44%	18.80%	15.21%	1.20%	(1.04%)
PTLO	14.90%	27.60%	-	•	#VALUE!	(12.69%)
CAKE	13.11%	15.20%	14.29%	12.03%	1.08%	(2.09%)
RRGB	12.76%	14.11%	14.37%	8.18%	4.58%	(1.35%)
EAT	12.03%	7.12%	5.98%	6.80%	5.23%	4.91%
CBRL	11.93%	6.63%	8.22%	5.30%	6.62%	5.30%
JACK	11.58%	7.12%	5.86%	6.15%	5.43%	4.45%
WING	9.84%	8.74%	6.97%	9.64%	0.20%	1.09%
PLAY	9.78%	9.88%	12.05%	17.67%	(7.89%)	(0.10%)
SHAK	9.34%	8.87%	12.08%	10.52%	(1.18%)	0.47%
SG	7.98%	8.58%	-	•	#VALUE!	(0.60%)
BJRI	7.53%	8.72%	11.61%	9.92%	(2.39%)	(1.19%)
TXRH	6.81%	4.66%	5.96%	4.69%	2.11%	2.15%
DNUT	6.23%	10.80%	6.69%	•	#VALUE!	(4.58%)
DPZ	6.17%	4.66%	3.48%	5.74%	0.43%	1.51%
BRCC	6.14%	-	-	•	#VALUE!	#VALUE!
DIN	5.56%	4.74%	6.89%	5.44%	0.12%	0.82%
PZZA	5.52%	4.26%	3.77%	7.60%	(2.08%)	1.26%
CHUY	5.09%	5.08%	5.04%	5.86%	(0.78%)	0.00%
LSPD	4.61%	3.40%	2.25%	2.38%	2.23%	1.21%
TOST	4.56%	17.42%	15.90%	•	#VALUE!	(12.86%)
DASH	4.05%	6.80%	6.87%	12.34%	(8.29%)	(2.75%)
DRI	3.74%	2.66%	3.36%	2.15%	1.59%	1.08%
TAST	3.61%	3.87%	4.09%	3.45%	0.16%	(0.26%)
TAST	3.61%	3.87%	4.09%	3.45%	0.16%	(0.26%)
DENN	3.42%	3.63%	7.16%	3.35%	0.07%	(0.21%)
FRGI	3.39%	4.14%	3.83%	5.35%	(1.95%)	(0.74%)
NDLS	3.39%	5.75%	4.16%	3.70%	(0.31%)	(2.36%)
WEN	2.99%	2.93%	3.80%	4.88%	(1.89%)	0.06%
CMG	2.82%	2.12%	2.13%	2.27%	0.55%	0.70%
QSR	1.67%	2.66%	2.50%	2.54%	(0.86%)	(0.98%)
FWRG	1.52%	8.67%	-	•	#VALUE!	(7.15%)
ARCO	1.38%	1.69%	1.40%	0.81%	0.57%	(0.31%)
SBUX	1.12%	0.88%	1.04%	0.82%	0.30%	0.24%
PBPB	0.93%	1.03%	1.95%	4.11%	(3.18%)	(0.10%)
YUM	0.85%	0.97%	1.19%	1.18%	(0.33%)	(0.13%)
MCD	0.79%	0.82%	0.76%	0.85%	(0.06%)	(0.03%)

# **Food Distribution Comp Sheet**



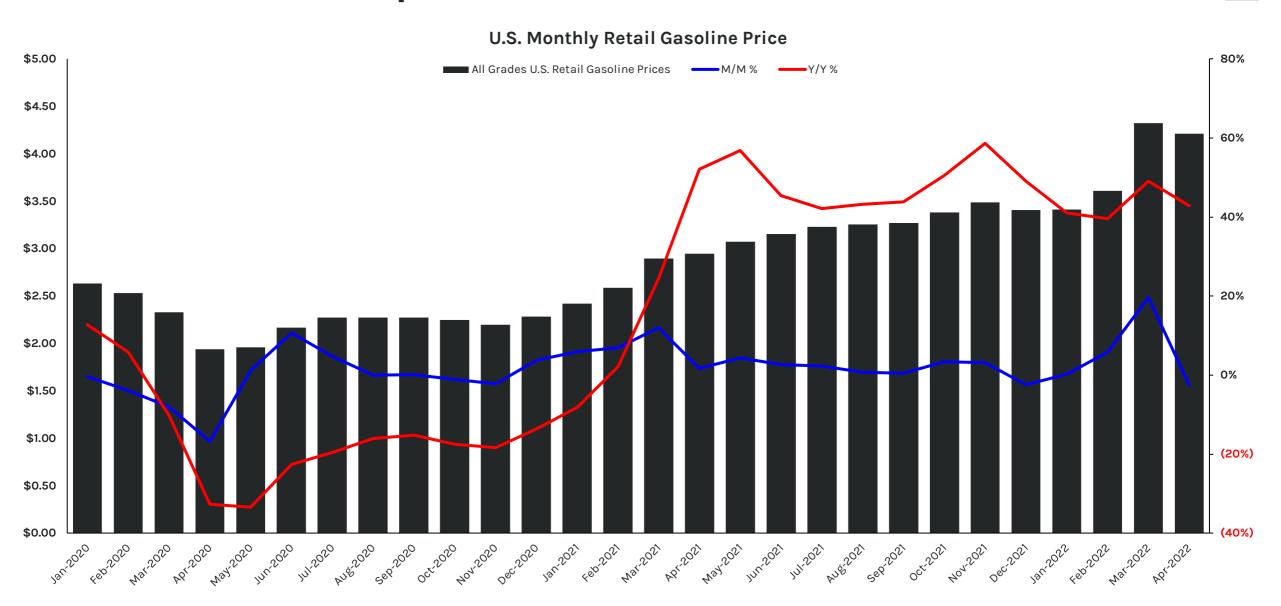
Food Distribution COMP Sheet																											
										Financial Estimates																	
1										202	2E Consensi	IS	2023E Consensus			YoY %	Growth	2022E Consensus		2023E Consensus							
Company Name	Ticker	Latest Price	Shares Out.		) Market ap. (\$M)	Cash	Debt	FD EV (	(\$M)	Sales	EBITDA	EBITDA Margin	Sales	EBITDA	EBITDA Margin	Sales	EBITDA	EV/Sales	EV/EBITDA	EV/Sales	EV/EBITDA	Week	Month	3-Months	6-Months	YTD	1-Year
Beyond Meat, Inc.	BYND	\$ 24.37	63.53	3 \$	1,548.11	\$ 733.2	9 \$ 1,129.	67 \$ 1,9	144.5 \$	564.47	\$ (221.21)	-39.2%	\$ 697.46	\$ (143.14)	-20.5%	23.6%	35.3%	3.4x	-8.8x	2.8x	-13.6x	-10.54	-35.19	-48.59	-67.29	-62.60	-77.14
Dole Pic	DOLE	\$ 10.93	94.88	3 \$	1,037.01	\$ 256.6	8 \$ 1,297.	81 \$ 2,0	78.1 \$	9,698.38	\$ 368.97	3.8%	\$ 9,961.63	\$ 411.42	4.1%	2.7%	11.5%	0.2x	5.6x	0.2x	5.1x	-3.19	-12.35	-26.45	-18.00	-17.94	-
Flowers Foods, Inc.	FLO	\$ 26.50	212.03	3 \$	5,618.86	\$ 185.8	7 \$ 890.	61 \$ 6,3	23.6 \$	4,701.95	\$ 506.18	10.8%	\$ 4,809.63	\$ 525.38	10.9%	2.3%	3.8%	1.3x	12.5x	1.3x	12.0x	-2.21	-3.21	-6.92	-1.74	-3.53	9.73
Hain Celestial Group, Inc.	HAIN	\$ 24.77	89.80	\$	2,224.28	\$ 75.8	7 \$ 230.	17 \$ 2,3	78.6 \$	1,915.23	\$ 231.33	12.1%	\$ 2,030.50	\$ 268.29	13.2%	6.0%	16.0%	1.2x	10.3x	1.2x	8.9x	-6.91	-27.68	-29.55	-39.73	-41.87	-38.84
Cal-Maine Foods, Inc.	CALM	\$ 46.12	44.14	\$	2,035.75	\$ 169.5	1 \$ -	\$ 1,8	66.2 \$	1,734.17	\$ 178.75	10.3%	\$ 1,911.81	\$ 257.96	13.5%	10.2%	44.3%	1.1x	10.4x	1.0x	7.2x	-3.53	-18.40	4.37	21.91	24.68	23.81
SpartanNash Company	SPTN	\$ 31.70	36.15	5 \$	1,145.85	\$ 10.6	7 \$ 361.	61 \$ 1,4	96.8 \$	9,034.30	\$ 218.23	2.4%	\$ 9,151.88	\$ 227.84	2.5%	1.3%	4.4%	0.2x	6.9x	0.2x	6.6x	-7.71	-6.60	17.15	25.40	23.06	56.08
Chefs' Warehouse, Inc.	CHEF	\$ 33.52	38.23	3 \$	1,281.54	\$ 115.1	6 \$ 385.	99 \$ 1,5	52.4 \$	2,239.50	\$ 112.87	5.0%	\$ 2,442.36	\$ 132.53	5.4%	9.1%	17.4%	0.7x	13.8x	0.6x	11.7x	-7.28	-6.66	7.23	2.92	0.66	7.37
Sysco Corporation	SYY	\$ 76.98	507.45	5 \$	39,063.31	\$ 3,007.1	2 \$10,536.	90 \$ 46,5	93.1 \$	67,948.50	\$ 3,362.53	4.9%	\$73,594.19	\$ 4,177.73	5.7%	8.3%	24.2%	0.7x	13.9x	0.6x	11.2x	-8.94	-13.31	-8.46	0.61	-2.00	-4.38
Performance Food Group Company	y PFGC	\$ 40.36	155.00	\$ (	6,255.88	\$ 11.1	0 \$ 2,240.	50 \$ 8,4	85.3 \$	50,949.98	\$ 1,002.54	2.0%	\$57,105.09	\$ 1,179.40	2.1%	12.1%	17.6%	0.2x	8.5x	0.1x	7.2x	-8.77	-23.15	-24.77	-10.23	-12.05	-18.56
US Foods Holding Corp.	USFD	\$ 30.63	223.12	2 \$	6,834.07	\$ 148.0	0 \$ 4,696.	00 \$ 11,3	82.1 \$	33,525.99	\$ 1,292.07	3.9%	\$35,275.38	\$ 1,502.06	4.3%	5.2%	16.3%	0.3x	8.8x	0.3x	7.6x	-9.27	-19.82	-18.49	-11.70	-12.06	-19.37
Lamb Weston Holdings, Inc.	LW	\$ 63.17	144.45	5 \$	9,124.71	\$ 783.5	0 \$ 2,698.	80 \$ 11,0	40.0 \$	4,022.21	\$ 645.17	16.0%	\$ 4,449.22	\$ 833.65	18.7%	10.6%	29.2%	2.7x	17.1x	2.5x	13.2x	-0.55	-7.38	-4.50	10.61	-0.33	-21.27
United Natural Foods, Inc.	UNFI	\$ 38.03	58.27	7 \$	2,215.82	\$ 41.0	0 \$ 2,175.	00 \$ 4,3	49.8 \$	28,651.28	\$ 772.79	2.7%	\$29,534.13	\$ 805.94	2.7%	3.1%	4.3%	0.2x	5.6x	0.1x	5.4x	-8.63	-15.32	0.90	-25.46	-22.51	3.37
Whole Earth Brands Inc Class A	FREE	\$ 6.67	41.91	<b>S</b>	279.56	\$ 28.3	0 \$ 383.	48 \$ 6	34.7 \$	536.32	\$ 85.65	16.0%	\$ 564.11	\$ 92.98	16.5%	5.2%	8.6%	1.2x	7.4x	1.1x	6.8x	1.83	-6.58	-25.31	-44.65	-37.90	-49.62
SunOpta Inc.	STKL	\$ 7.09	107.46	5 \$	761.91	\$ 0.2	3 \$ 214.	84 \$ 9	76.5 \$	912.65	\$ 71.72	7.9%	\$ 998.60	\$ 95.25	9.5%	9.4%	32.8%	1.1x	13.6x	1.0x	10.3x	-7.92	29.38	53.80	8.58	2.01	-46.49

# Restaurant Demand Destruction/ Current Trends



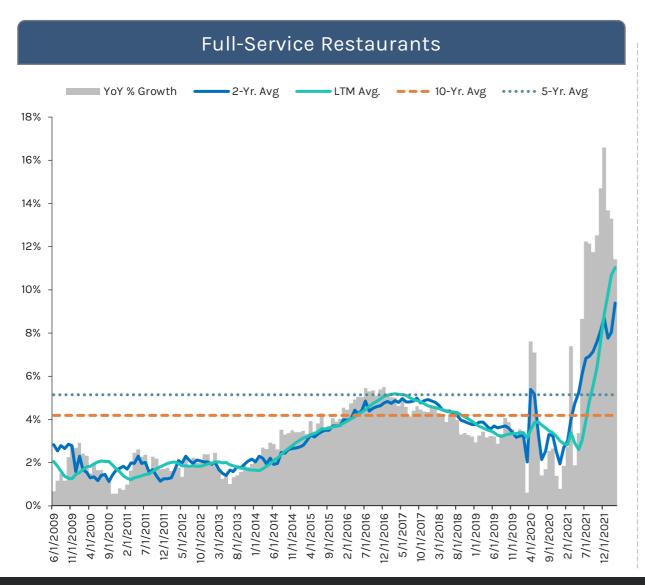
## **Prices At The Pump**

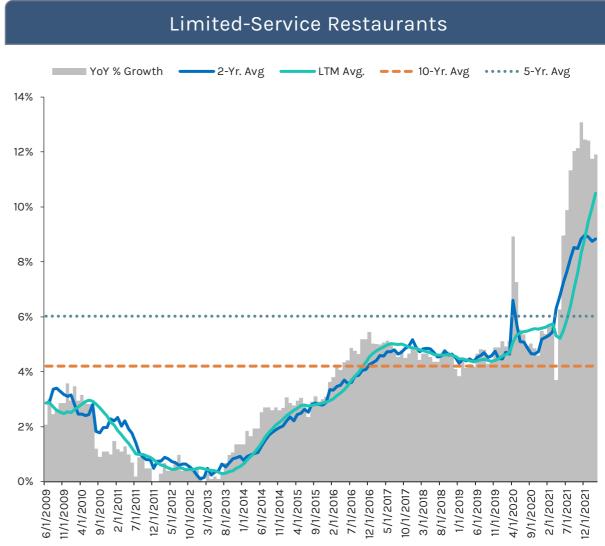




# Restaurant Industry | Labor Inflation

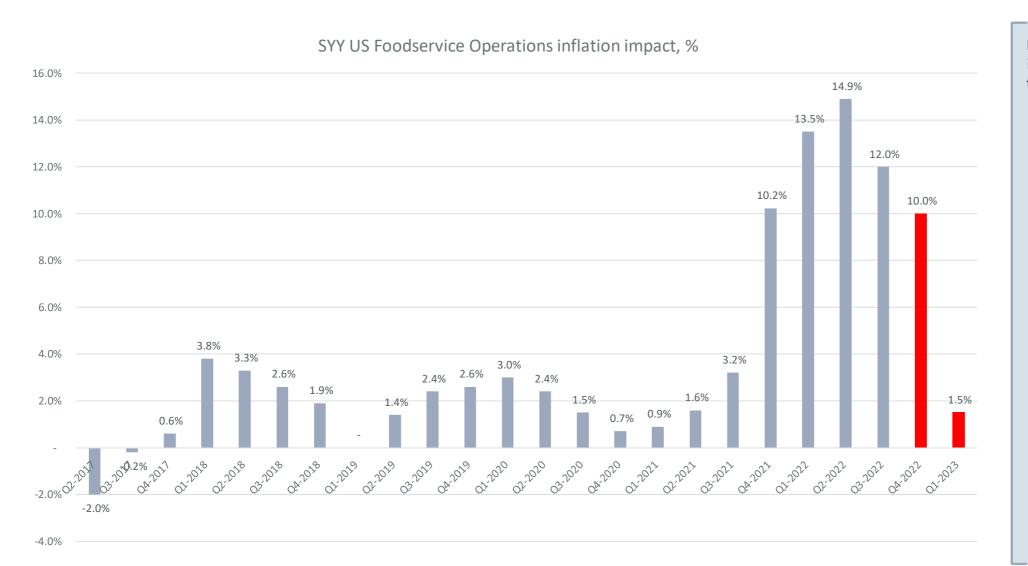






## Restaurant Inflation | Food Inflation

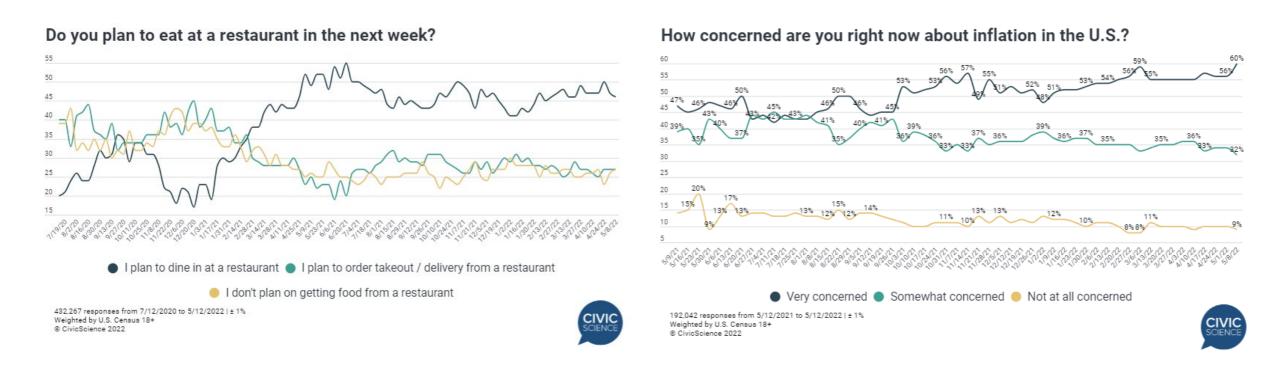




By October 2022 will the inflation impact lesson on the industry?

## **Restaurant Industry Demand Destruction**





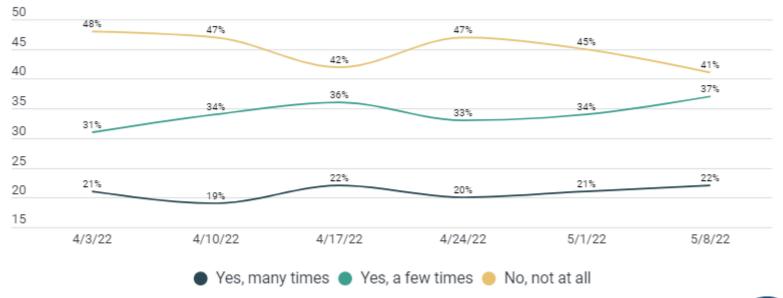
According to weekly tracking from CivicScience, the percentage of consumers who plan to get food from a restaurant in the coming week declined once again this week (down 4pp since the end of April). At the same time, those who feel very concerned about inflation rose to a record high of 60%.

Data Source: CivicScience © Hedgeye Risk Management LLC.

#### **HEDGEYE**

## **Restaurant Industry Demand Destruction**

In the last month, have you stopped yourself from eating at a fast-food restaurant because of their menu prices being higher than usual? Weekly percentages



8,136 responses (Rebased among fast-food consumers) from 4/05/2022 to 5/12/2022 | ± 2% Weighted by U.S. Census 18+
© CivicScience 2022

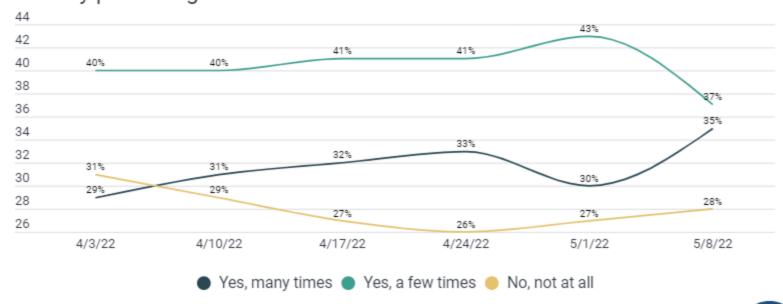


Decreasing restaurant plans may be, in part, due to price increases on menu items. We're observing an increasing number of people report they've stopped themselves from eating at fast-food restaurants due to higher menu prices.

#### **HEDGEYE**

## **Restaurant Industry Demand Destruction**

In the last month, have you stopped yourself from purchasing something at the grocery store because of its price being higher than usual? Weekly percentages



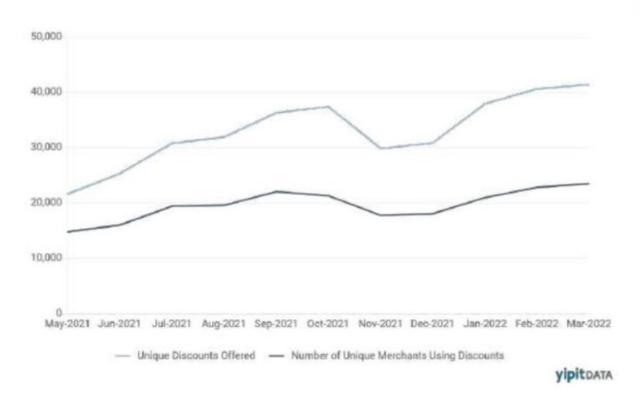
10,359 responses (Rebased among grocery shoppers) from 4/05/2022 to 5/12/2022 | ± 2% Weighted by U.S. Census 18+
© CivicScience 2022



At the same time, a growing percentage of U.S. adults have refrained from purchasing something at the grocery store "many times" in the last month because of higher prices.

### Discount or Die?

#### **Number of Merchants Offering Discounts** United States, DoorDash, May 2021 - March 2022



Both the number of merchants using discounts and the different types of discounts offered has skyrocketed, indicating that merchants are testing and learning on the platform.

YipitData's data highlights a massive surge in restaurants offering promotions on DoorDash. Data showed ~20k merchants on the platform offering over 40k different types of discounts.

Taco Bell that saw a meaningful increase in attach rate and retention when it experimented with order total discounts tied to item-specific purchases. For example, buy a Cheesy Gordita Crunch and get one free on orders of \$15 or \$5 off orders of \$15+ with the purchase of a Pepsi Zero Sugar.

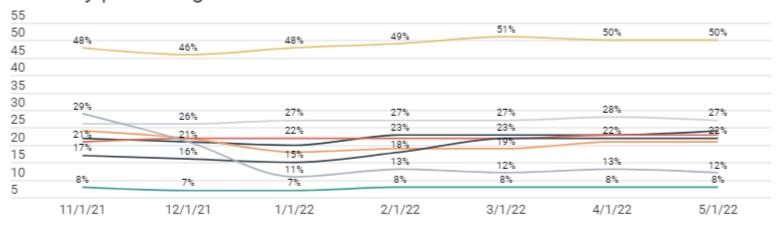
Data Source: Yipitdata © Hedgeye Risk Management LLC.

#### **HEDGEYE**

## **Restaurant Industry Demand Destruction**

Which of the following categories do you think you will spend more on in the next month compared to this past month? (Please select all that apply)

Monthly percentages



Restaurants
 Bars
 Groceries
 Clothing
 Personal care items
 Household items
 Travel

Toys / hobbies / gifts

276,147 responses from 6/29/2021 to 5/12/2022 | ± 1% Weighted by U.S. Census 18+
© CivicScience 2022

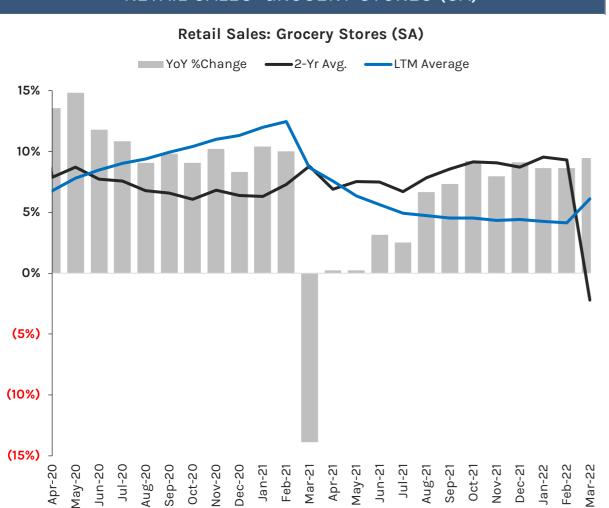


Groceries remain the top category that consumers anticipate spending more on in the next month, followed by household items.

## Retail Sales of FAH & FAFH

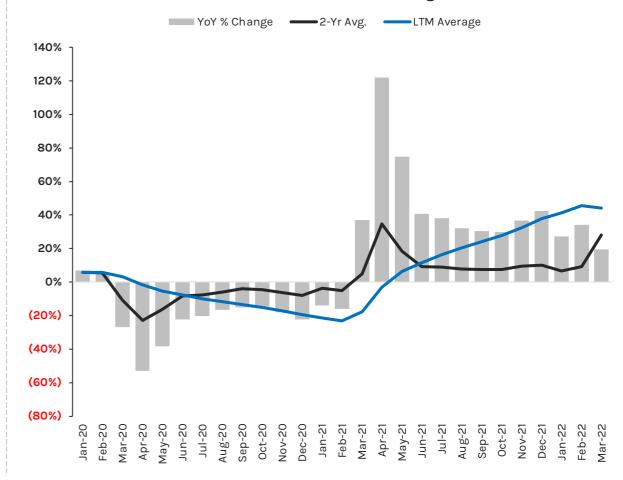


#### RETAIL SALES: GROCERY STORES (SA)



#### RETAIL SALES: FOOD SERVICE & DRINKING PLACES (SA)

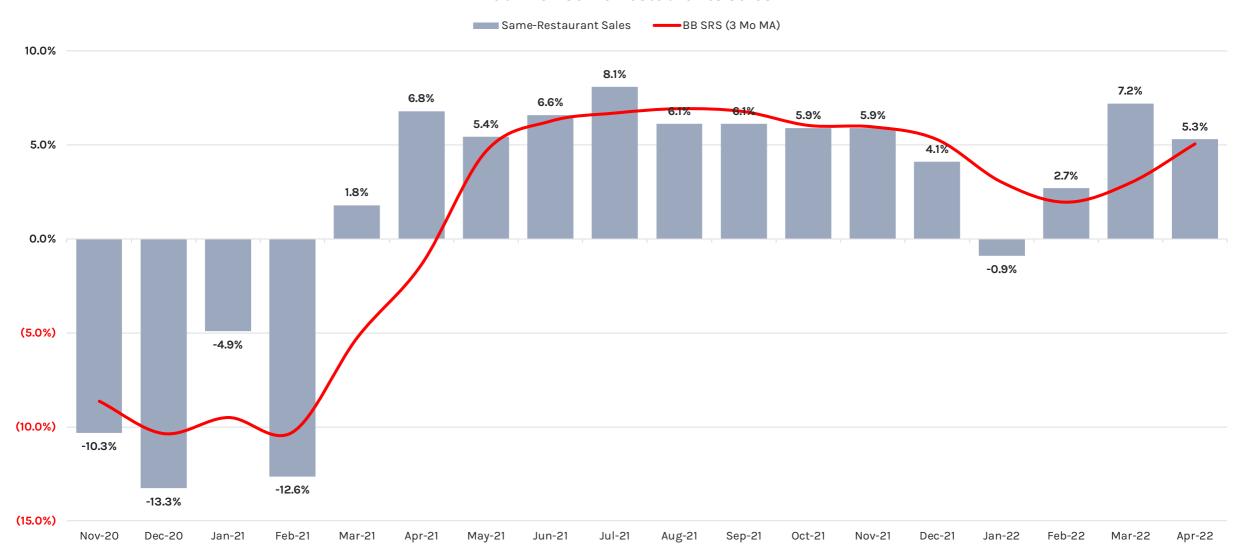
#### Retail Sales: Food Service & Drinking Places (SA)



## **Black Box Same Restaurant Sales**



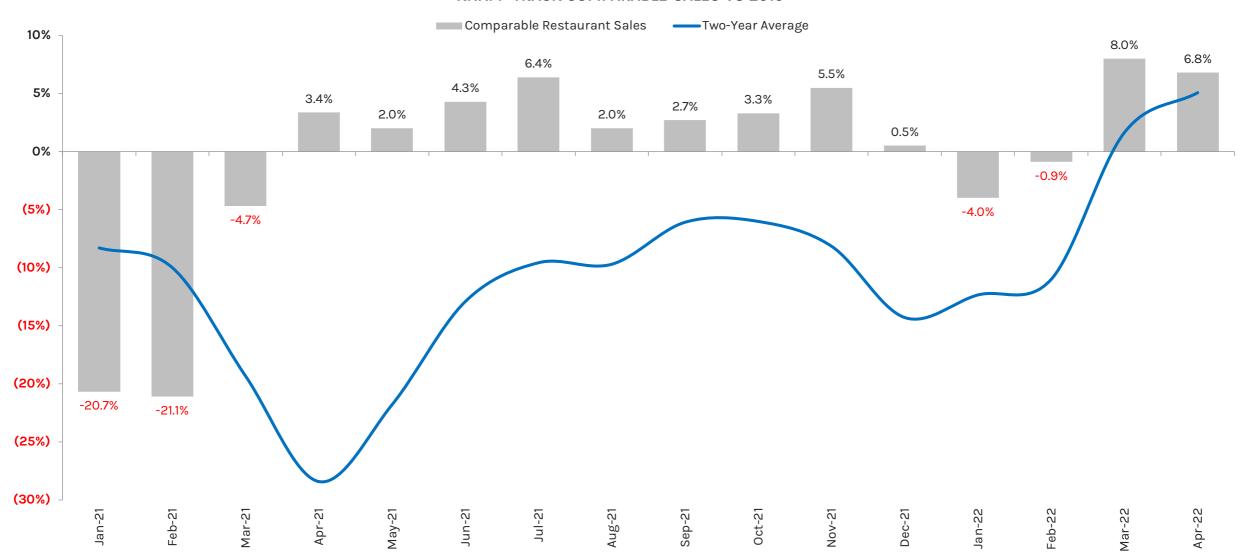




# **Comparable Sales**



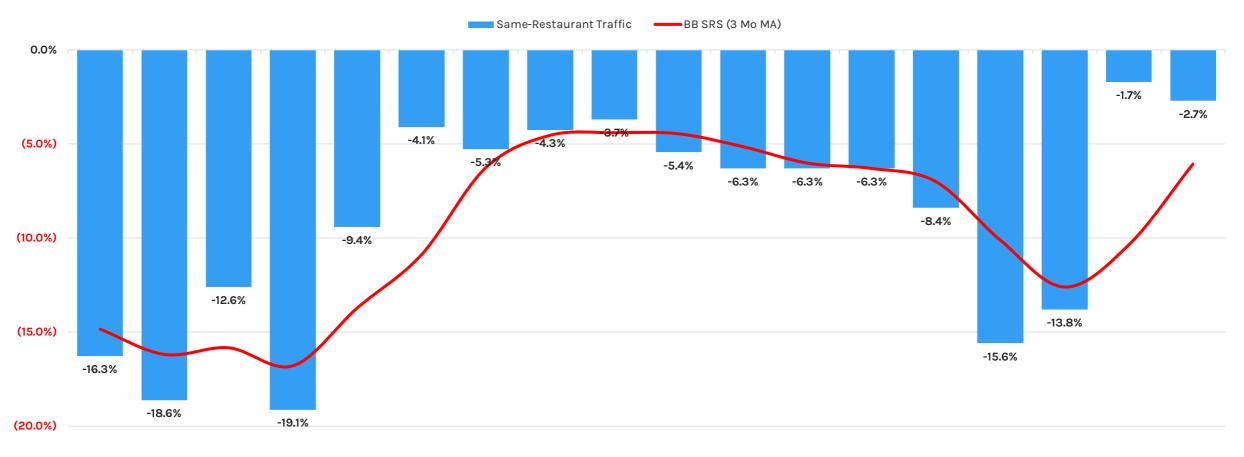




## **Black Box Same Restaurant Traffic**



#### **Black Box Same Restaurant Traffic**

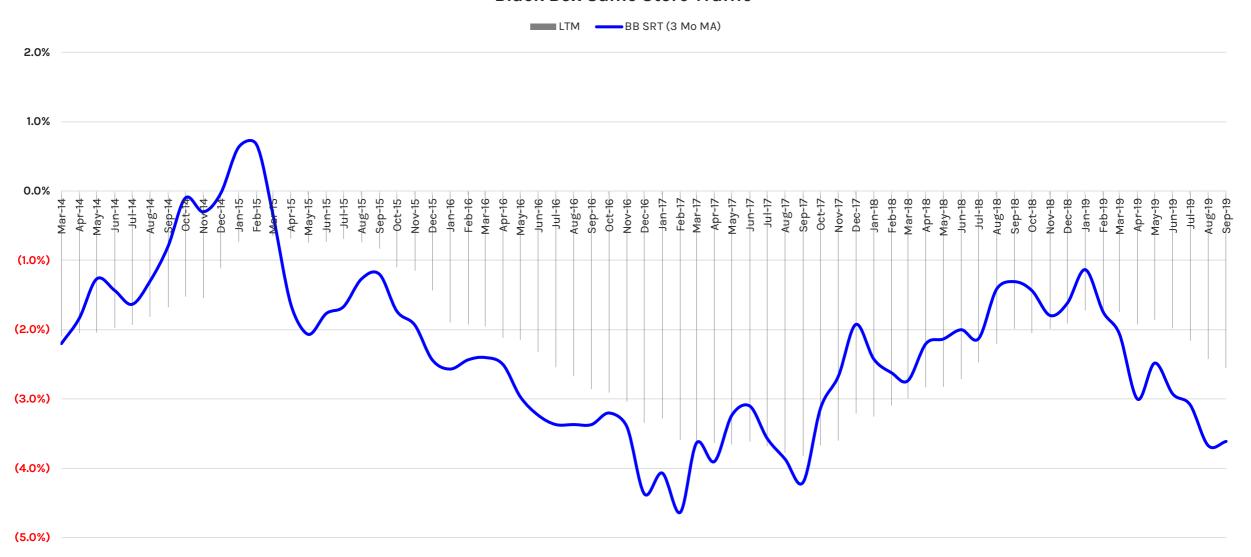




## **Black Box Same Store Traffic**

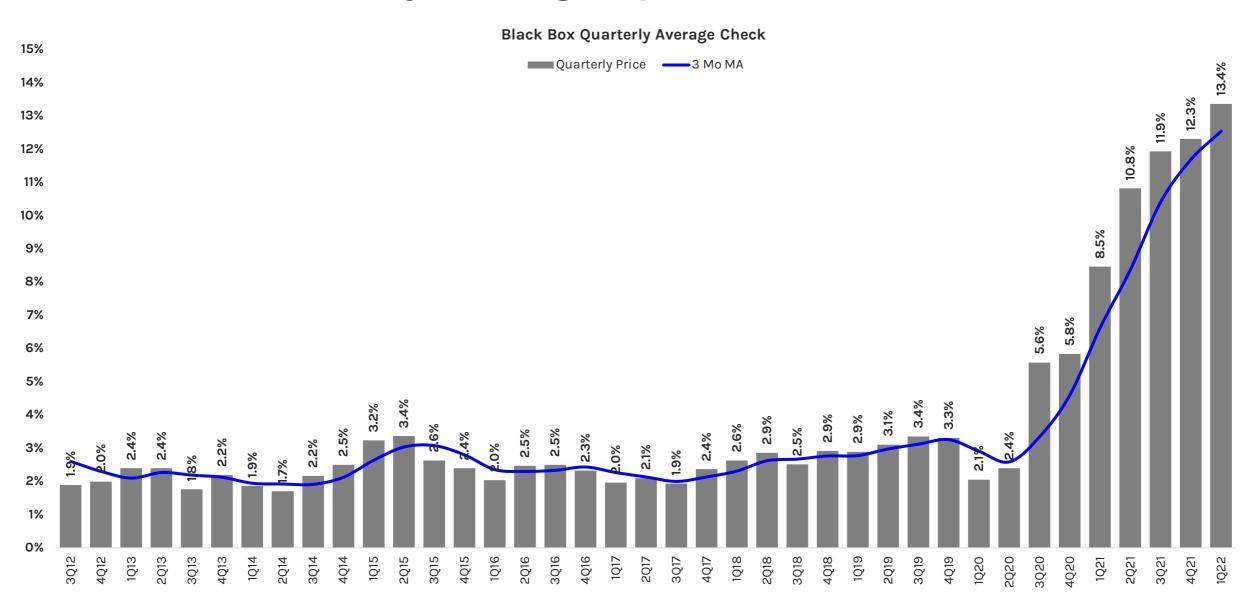


#### **Black Box Same Store Traffic**



# Black Box Quarterly Average Spend





# Digital Growth Slowing



## Technology | Digital Restaurant Landscape





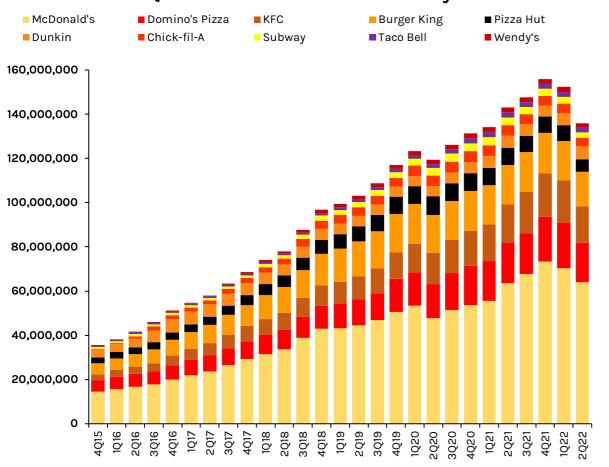
Data Source: Business Insider © Hedgeye Risk Management LLC.

## **DIGITAL | QSR MAU Trending Downward**

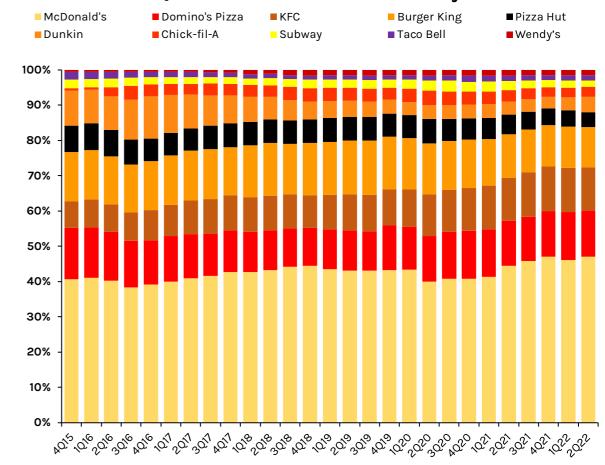


#### **Quick Service Restaurant Industry Monthly Average Users**

#### Quarterly Average Monthly Active Users (MAU) in Quick Service Restaurant Industry



#### Quarterly Average Monthly Active Users (MAU) in the Quick Service Restaurant Industry

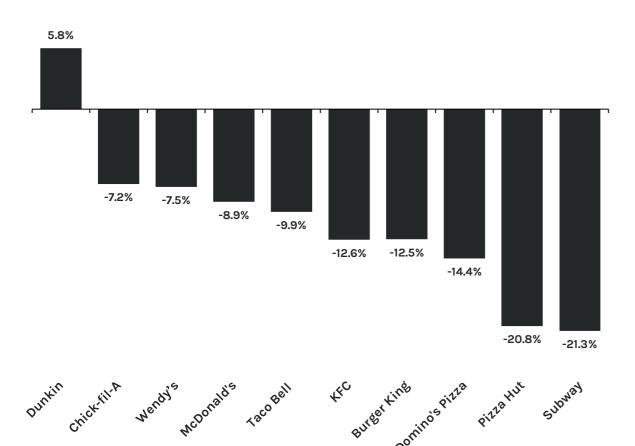


## **DIGITAL | Dunkin The Only QSR In Positive Territory**

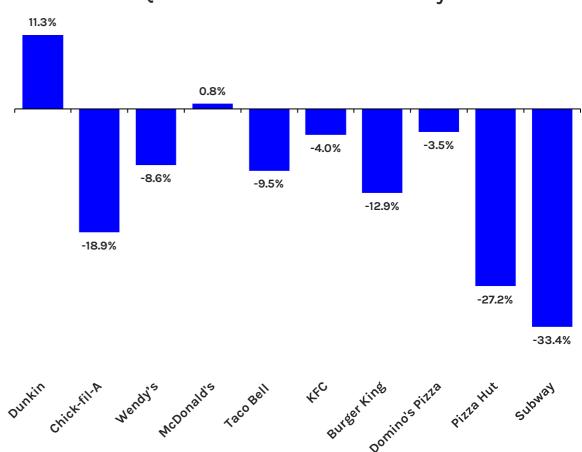


Quick Service Restaurant Industry Monthly Average User Q/Q % & Y/Y %

Monthly Active Users (MAU) 2Q22 Q/Q % Growth in the Quick Service Restaurant Industry



Monthly Active Users (MAU) 2Q22 Y/Y % Growth in the Quick Service Restaurant Industry



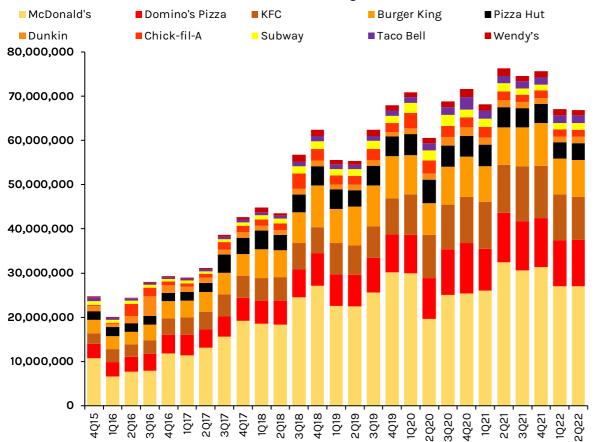
# DIGITAL | QSR App Downloads Also Trending Worst



#### **Quick Service Restaurant Industry Mobile App Downloads**

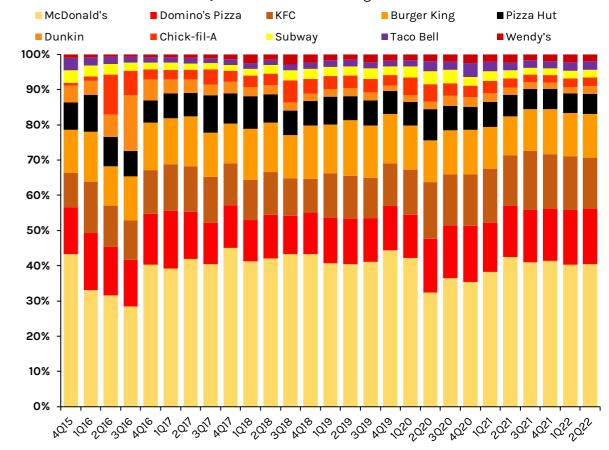
#### Quarterly Mobile App Downloads in Quick Service Restaurant Industry

(2Q22E based on data through 5/11/22)



#### Quarterly Mobile App Downloads in Quick Service Restaurant Industry

(2Q22E based on data through 5/11/22)



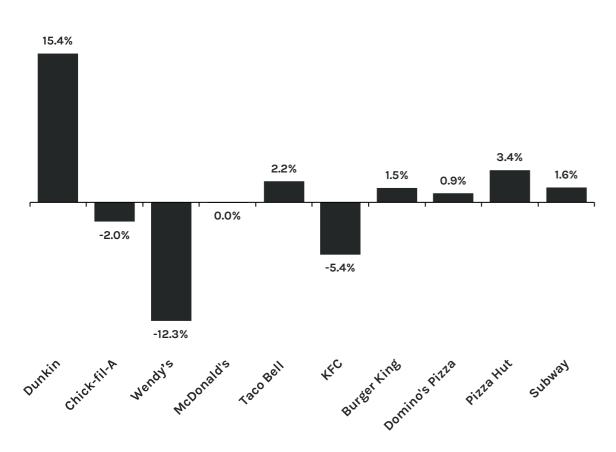
# DIGITAL | Y/Y Looks Bleak For The QSR Industry



Quick Service Restaurant Industry Mobile App Downloads Q/Q % & Y/Y %

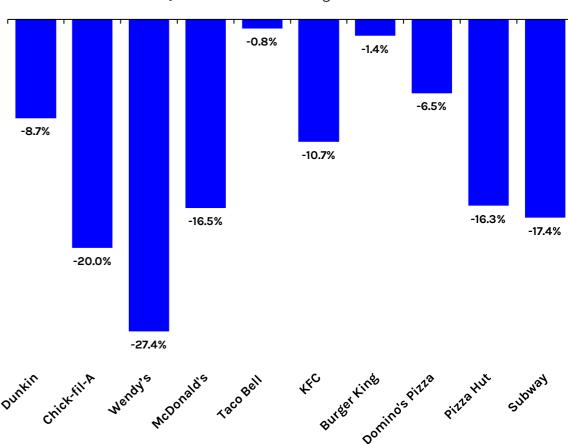
## Mobile App Downloads (2Q22E) Q/Q % Growth in the Quick Service Restaurant Industry

(2Q22E based on data through 5/11/22)



## Mobile App Downloads (2Q22E) Y/Y % Growth in the Quick Service Restaurant Industry

(2Q22E based on data through 5/11/22)

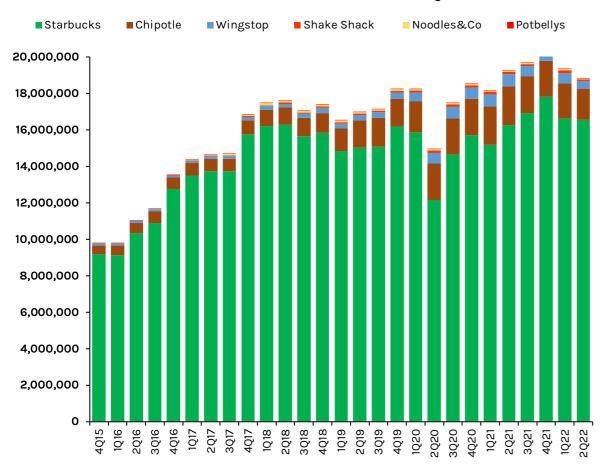


## DIGITAL | Fast Casual Showing Similar Trends to QSR

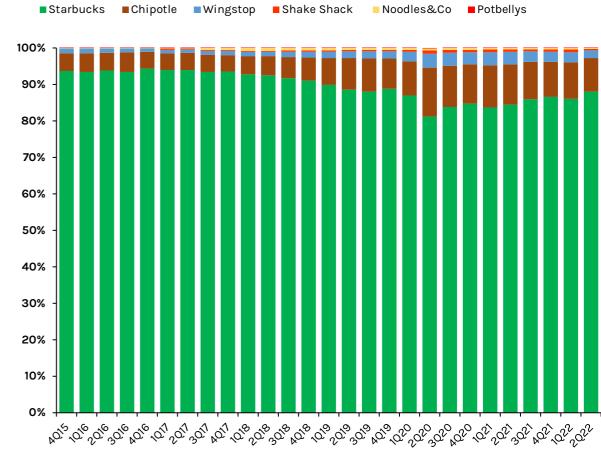


#### Fast Casual Restaurant Industry Monthly Average Users

## Quarterly Average Monthly Active Users (MAU) in the Fast Casual Restaurant Industry



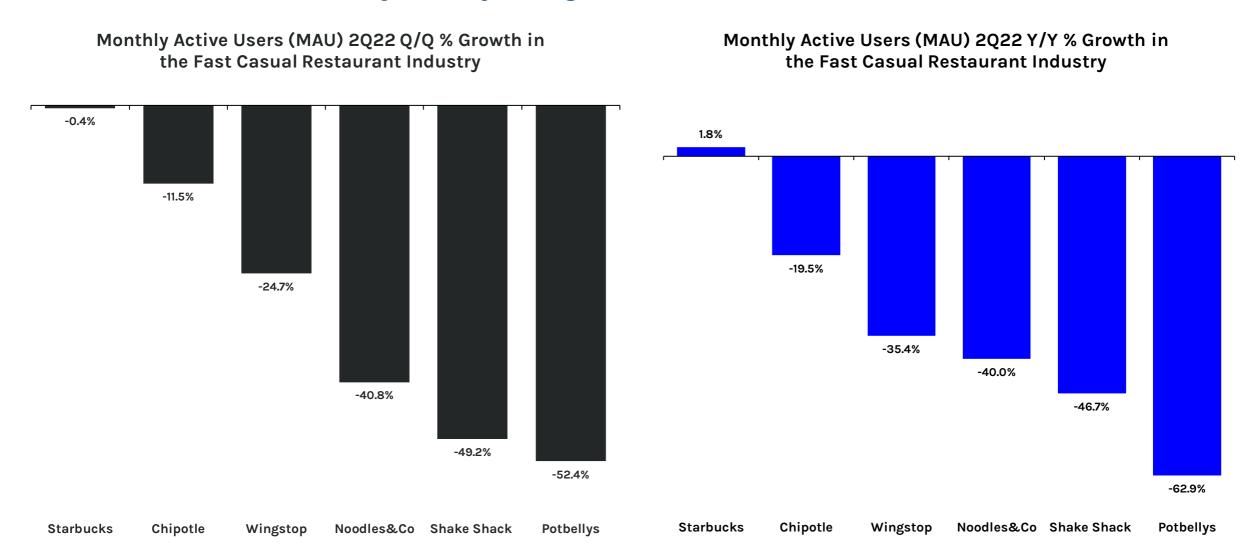
## Quarterly Average Monthly Active Users (MAU) in the Fast Casual Restaurant Industry



## DIGITAL | Not Much To Like For Fast Casual In 2Q22



Fast Casual Restaurant Industry Monthly Average User Q/Q % & Y/Y %



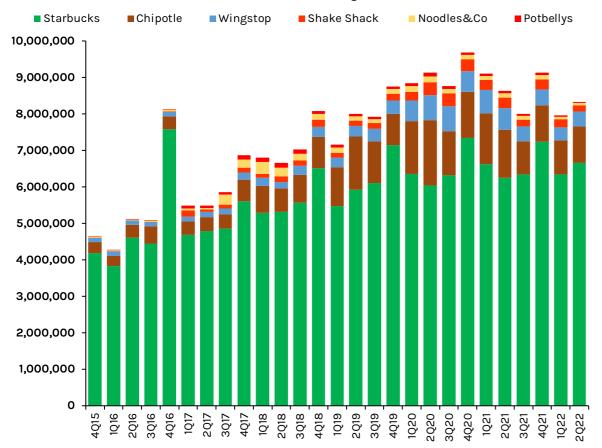
## DIGITAL | Fast Casual Showing Improved App Downloads In 2Q22



#### Fast Casual Restaurant Industry Mobile App Downloads

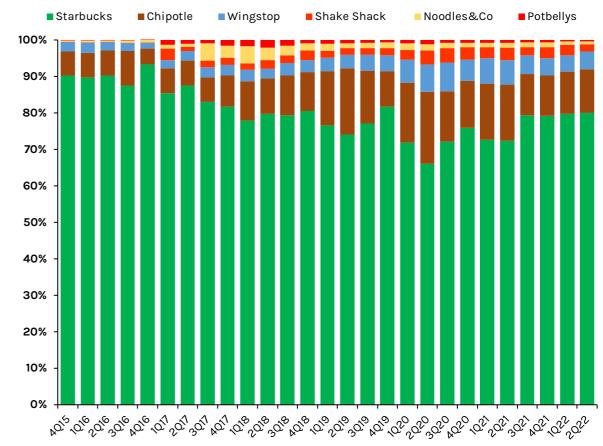
## Quarterly Mobile App Downloads in the Fast Casual Restaurant Industry

(2Q22E based on data through 5/11/22)



## Quarterly Mobile App Downloads in the Fast Casual Restaurant Industry

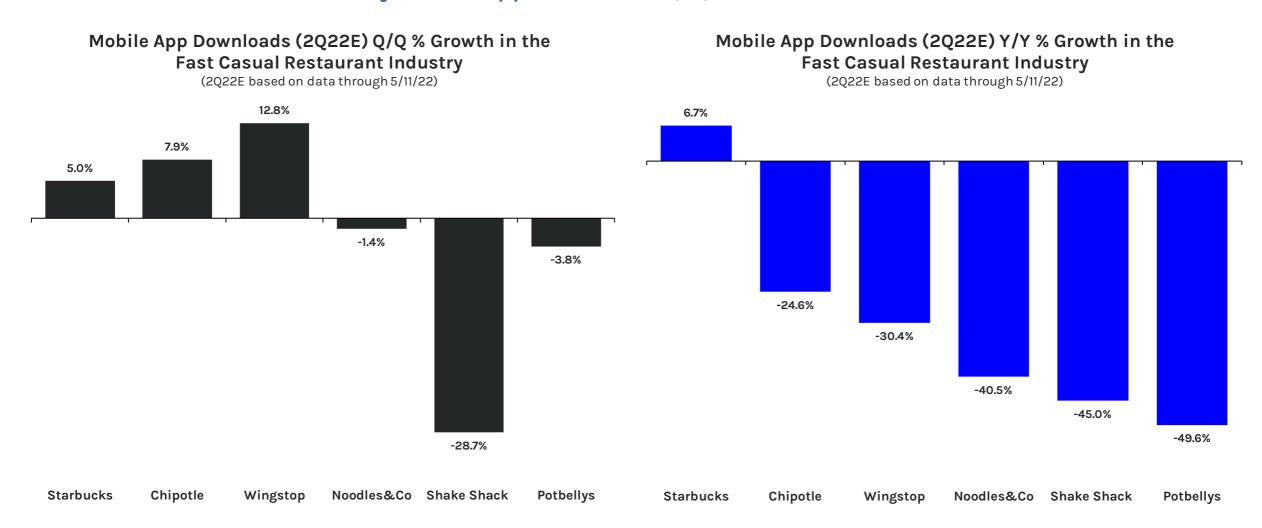
(2Q22E based on data through 5/11/22)



### DIGITAL | App Downloads Improvement Driven By The Largest Contributor



#### Fast Casual Restaurant Industry Mobile App Downloads Q/Q % & Y/Y %

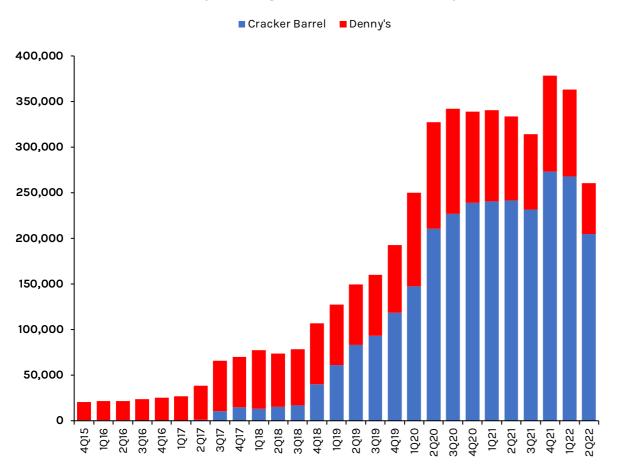


# DIGITAL | C'mon Denny's

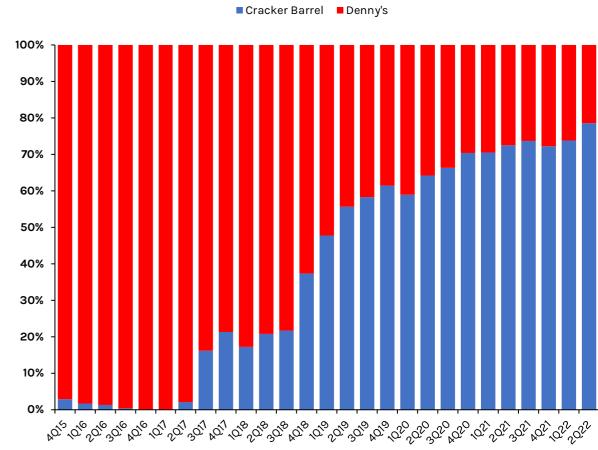


#### Family Dining Restaurant Industry Monthly Average Users

## Quarterly Average Monthly Active Users (MAU) in the Family Dining Restaurant Industry



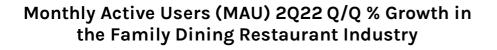
## Quarterly Average Monthly Active Users (MAU) in the Family Dining Restaurant Industry



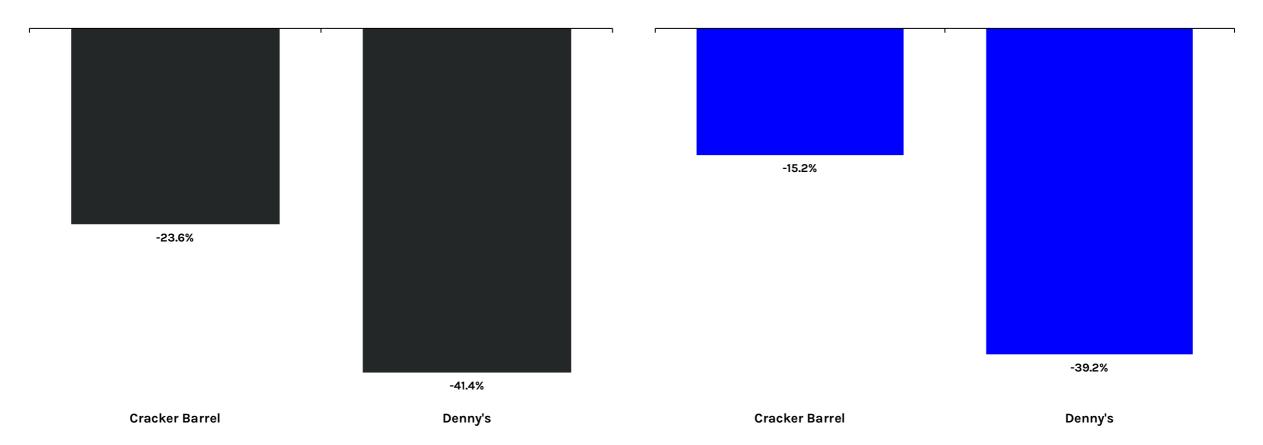
# DIGITAL | MAU For Quick Service Are Cratering



Family Dining Restaurant Industry Monthly Average User Q/Q % & Y/Y %



Monthly Active Users (MAU) 2Q22 Y/Y % Growth in the Family Dining Restaurant Industry

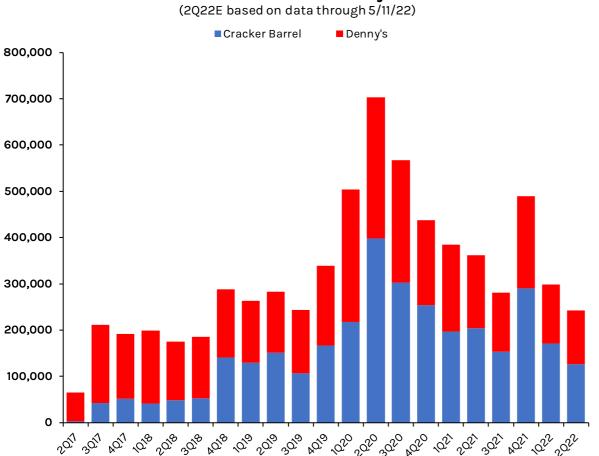


## DIGITAL | Family Dining New Digital Users Also Worsening

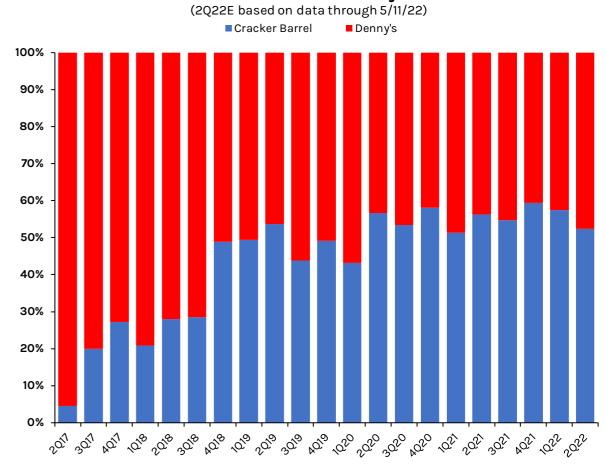


#### Family Dining Restaurant Industry Mobile App Downloads

## Quarterly Mobile App Downloads in the Family Dining Restaurant Industry



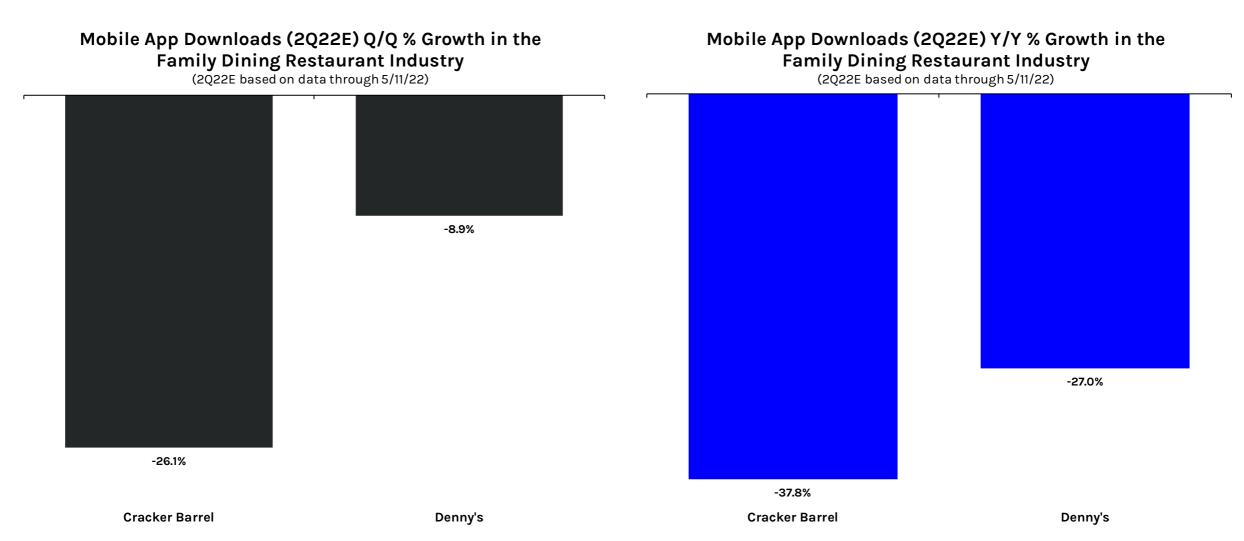
## Quarterly Mobile App Downloads in the Family Dining Restaurant Industry



## DIGITAL | Nothing To Like On The Digital Front For Family Dining



Family Dining Restaurant Industry Mobile App Downloads Q/Q % & Y/Y %

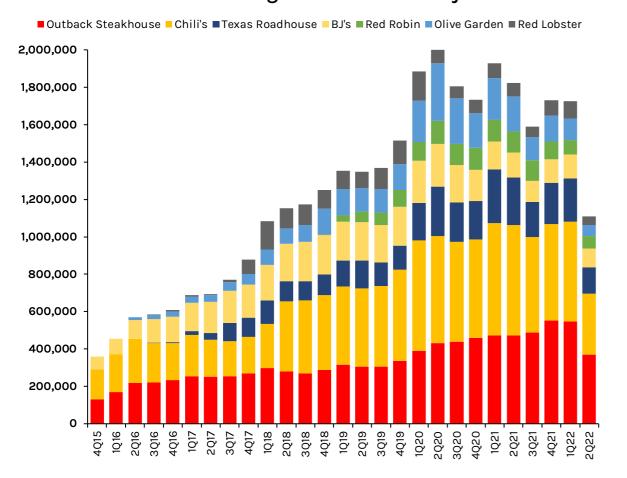


## DIGITAL | Casual Dining MAU Peaked In The First 2Q's Of Covid

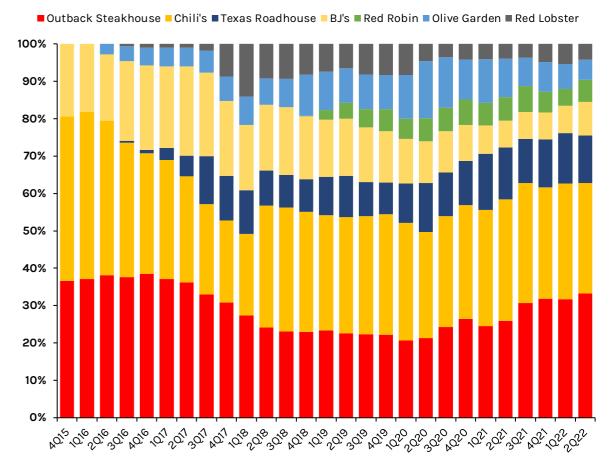


#### Casual Dining Restaurant Industry Monthly Average Users

## Quarterly Average Monthly Active Users (MAU) in the Casual Dining Restaurant Industry



## Quarterly Average Monthly Active Users (MAU) in the Casual Dining Restaurant Industry



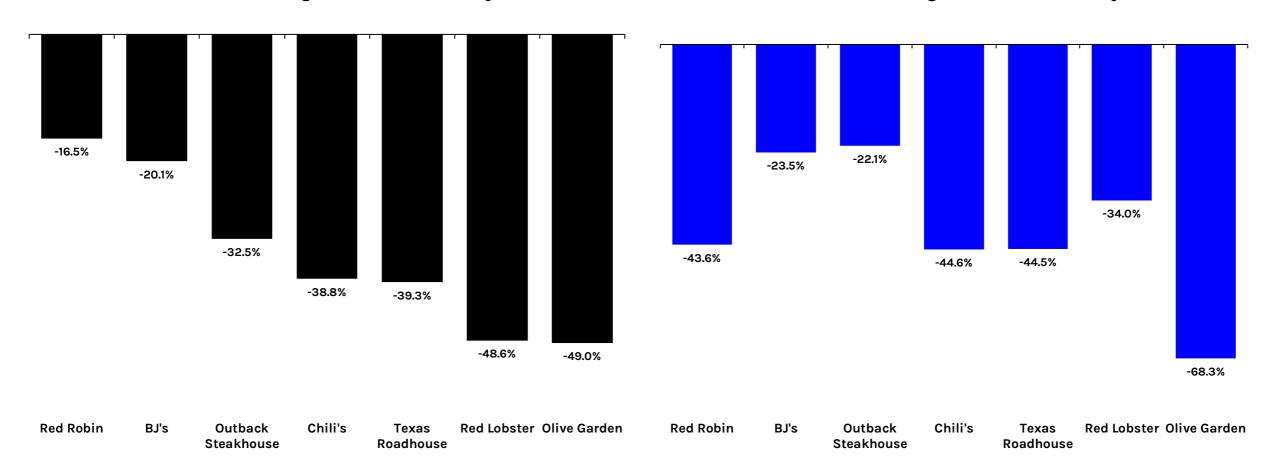
## DIGITAL | Casual Dining MAU Couldn't Get Much Worst



Casual Dining Restaurant Industry Monthly Average User Q/Q % & Y/Y %

Monthly Active Users (MAU) 2Q22 Q/Q % Growth in the Casual Dining Restaurant Industry

Monthly Active Users (MAU) 2Q22 Y/Y % Growth in the Casual Dining Restaurant Industry



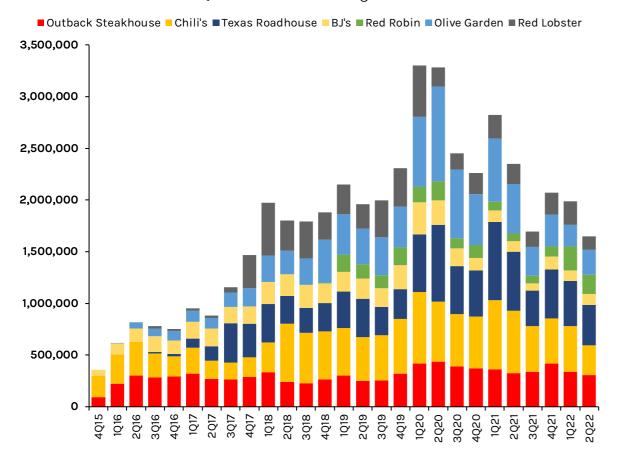
## DIGITAL | And They Aren't Driving New Users



#### Casual Dining Restaurant Industry Mobile App Downloads

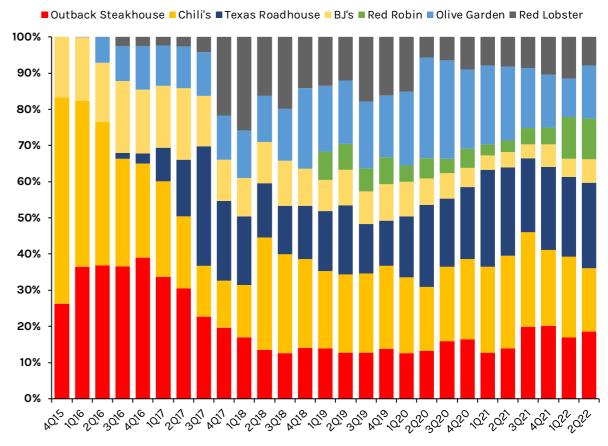
#### Quarterly Mobile App Downloads in the Casual Dining Restaurant Industry

(2Q22E based on data through 5/11/22)



#### Quarterly Mobile App Downloads in the Casual Dining Restaurant Industry

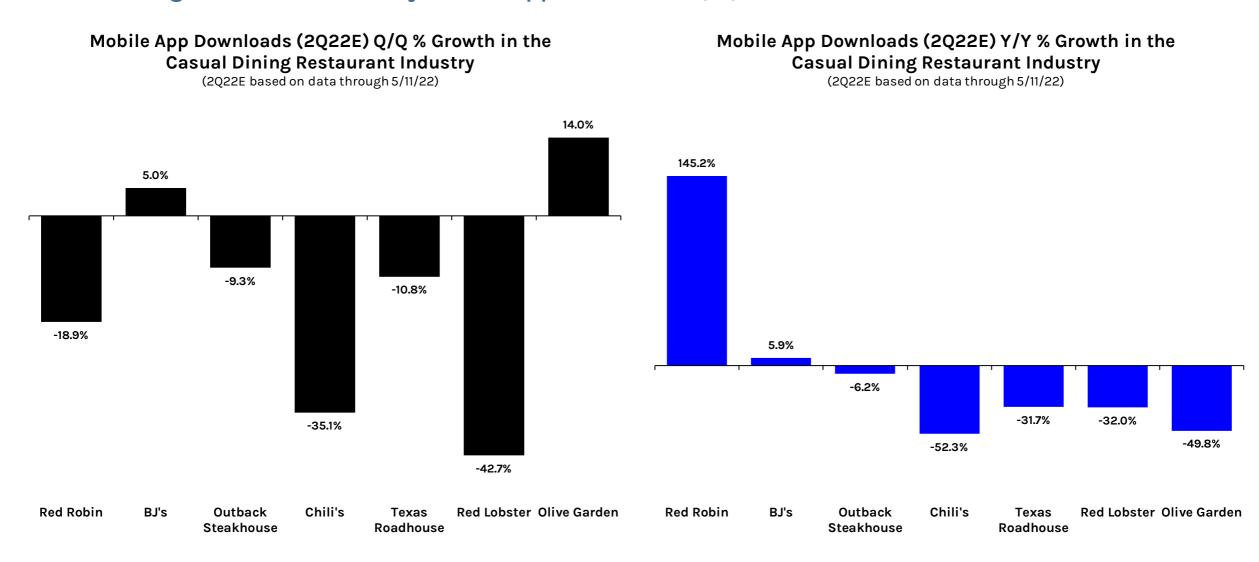
(2Q22E based on data through 5/11/22)



#### DIGITAL | Casual Dining's Digital Age Seems To Be Short Lived



Casual Dining Restaurant Industry Mobile App Downloads Q/Q % & Y/Y %



# **SHORT** | Food Distribution









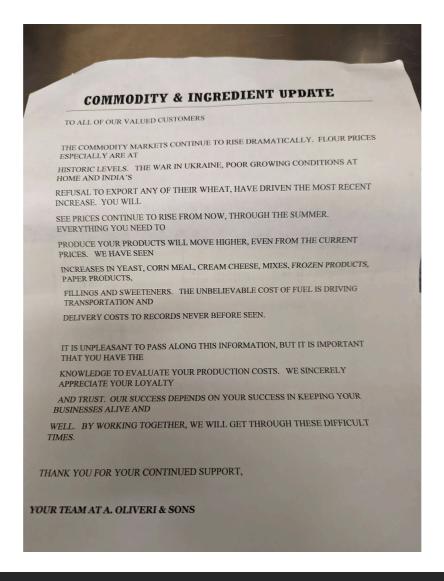
#### **PPI | Inflation in Truck Transportation**





#### Foodservice Distribution | Price gouging the consumer?

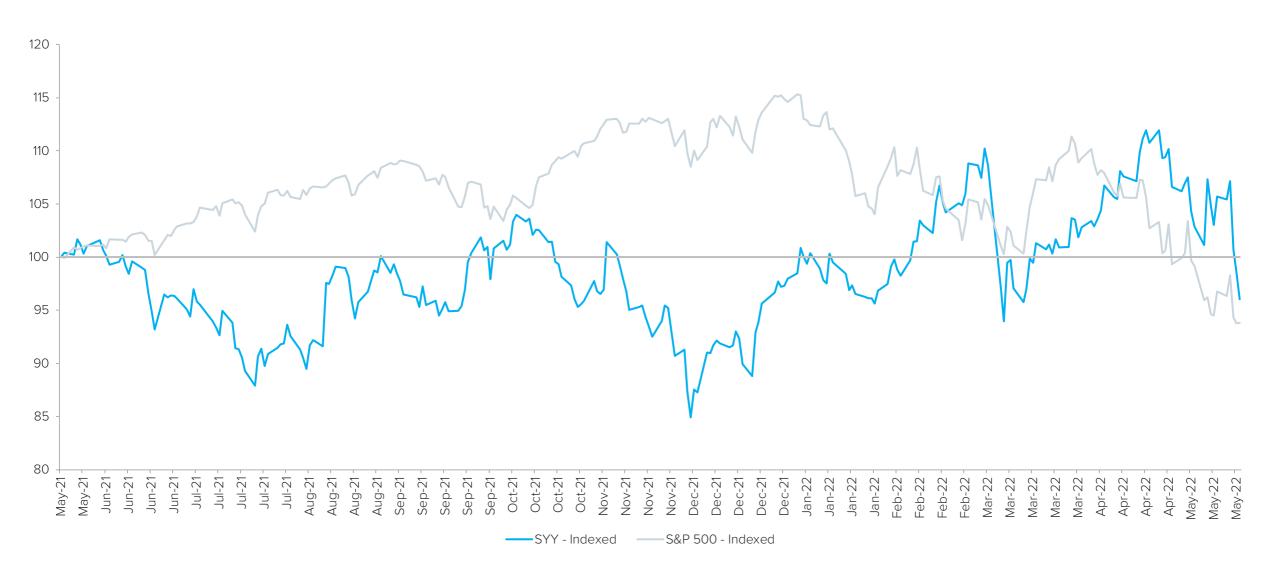




Data Source: Jason Miller

#### **SYY | Price Performance**

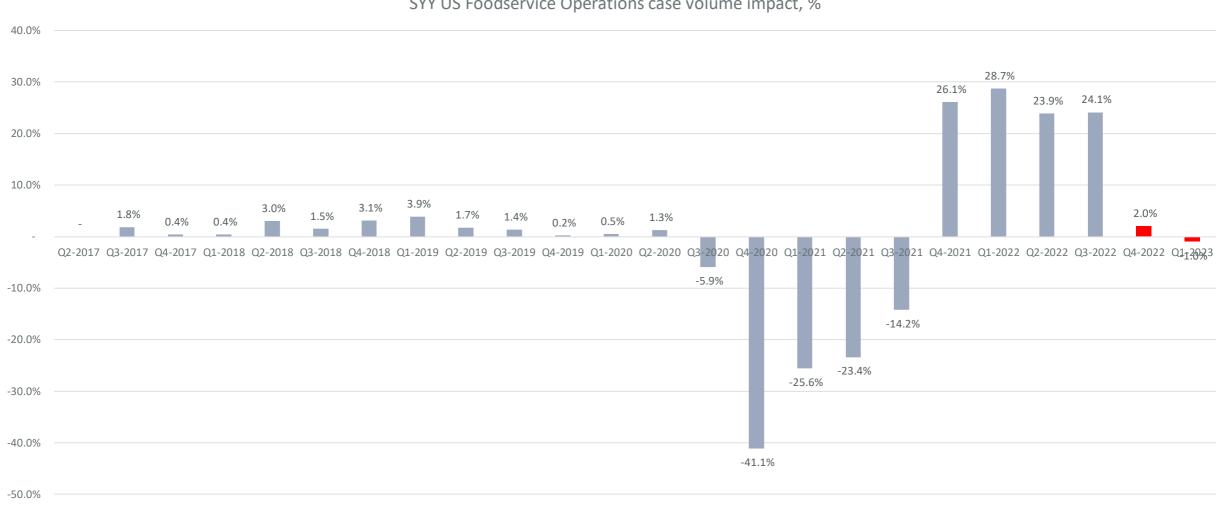




#### SYY | US Foodservice Distributor Case Volume



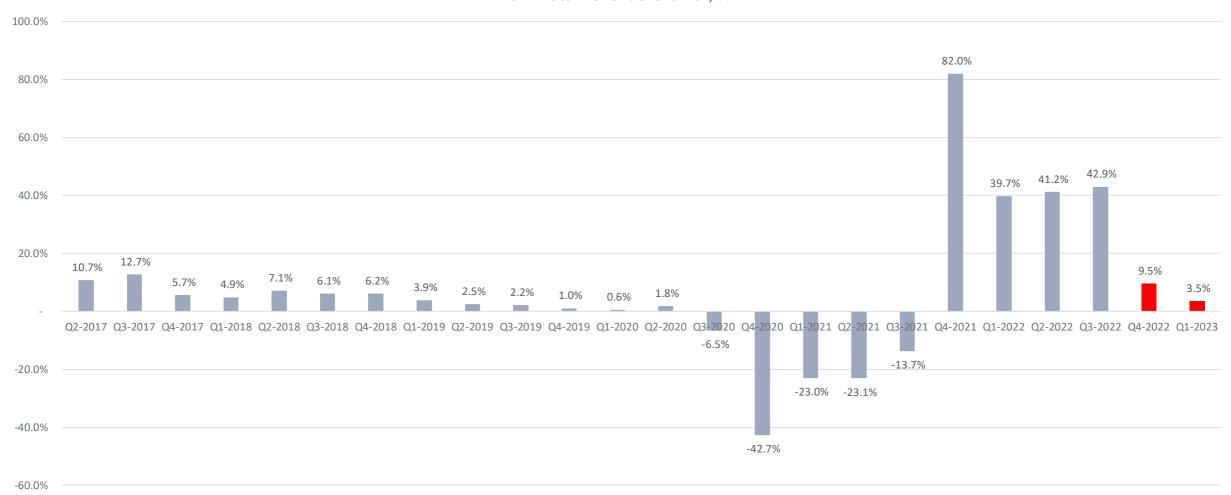




#### **SYY | Total Revenue Growth**



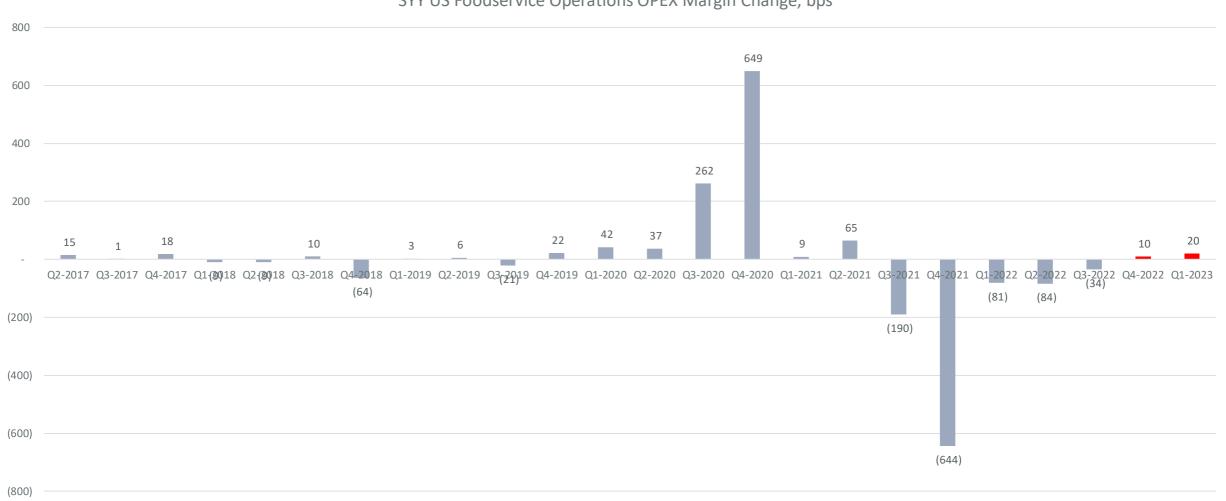




# **SYY | OPEX Margin Change**



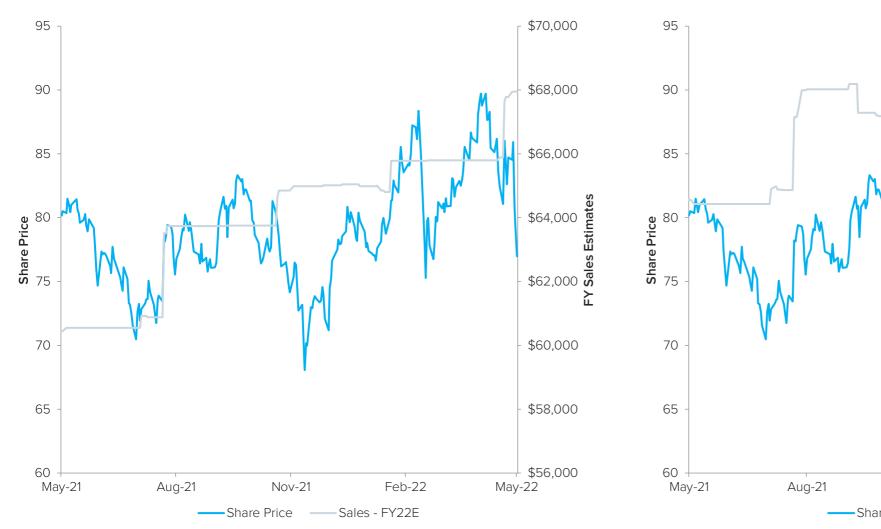


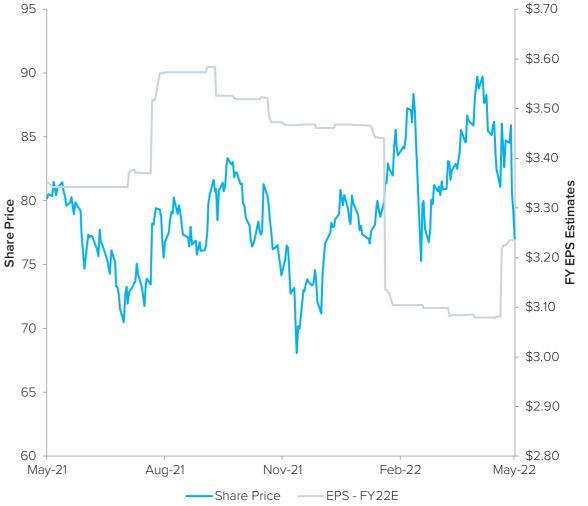


## **SYY | Sales and Earnings Trends**



Sales Higher, but earnings trend has been lower. Was last quarter an aberration?

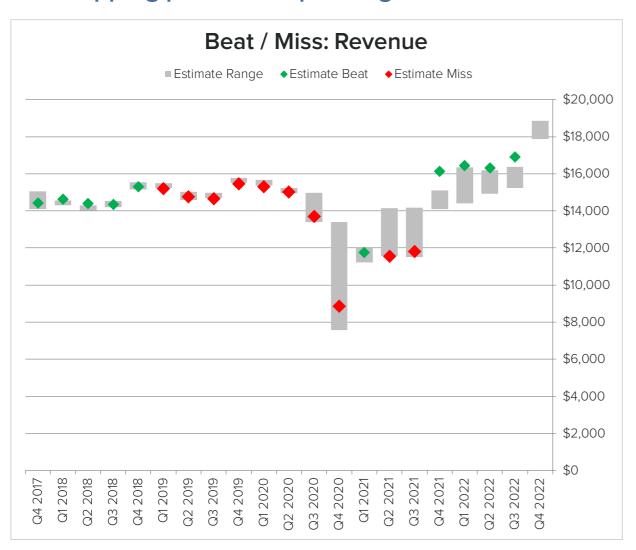


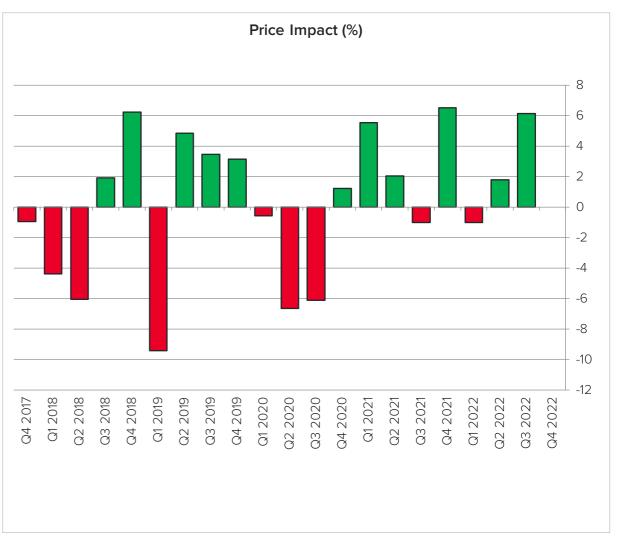


#### SYY | EPS | BEAT / MISS



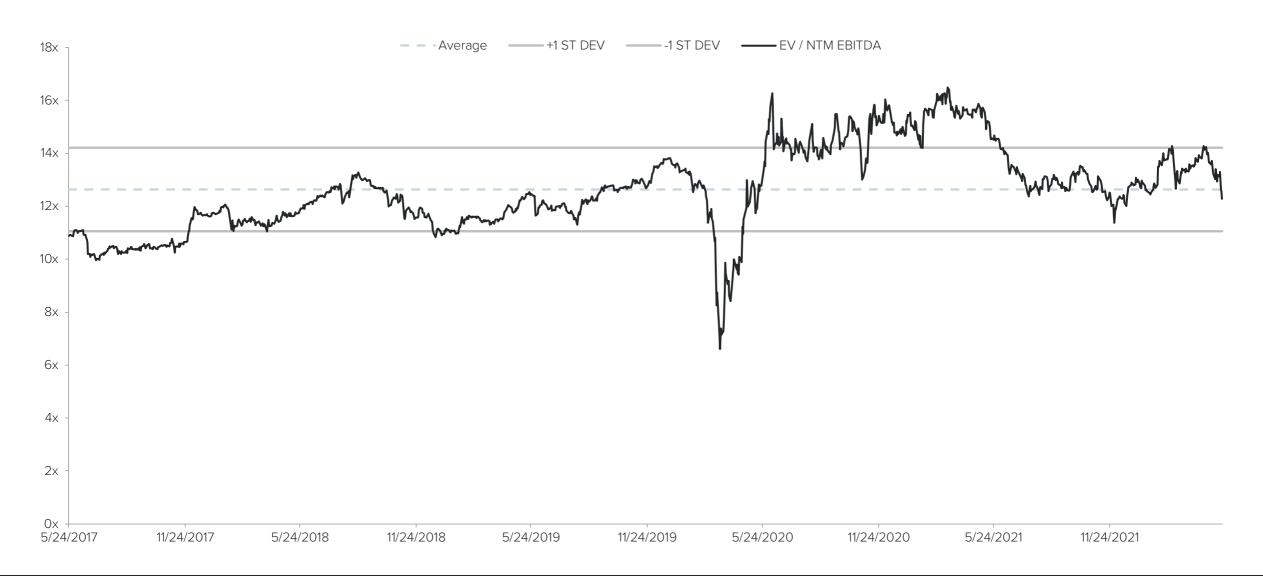
#### Overlapping pandemic spending and inflation lead to an upside in EPS





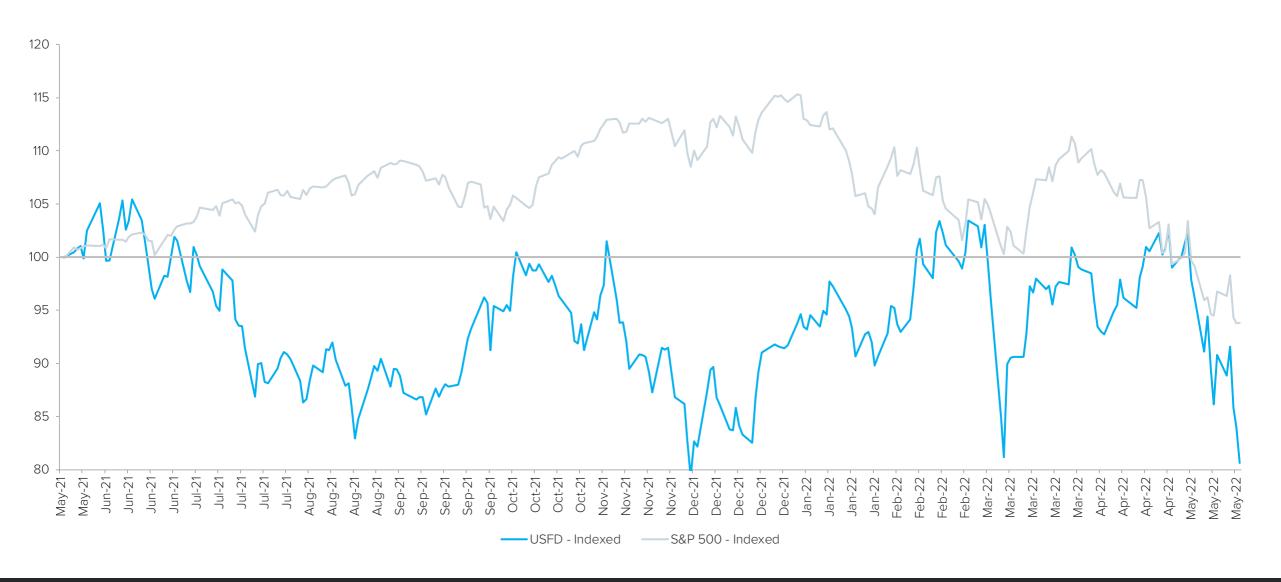
### **SYY** | Historical Valuation





#### **USFD** | Price Performance

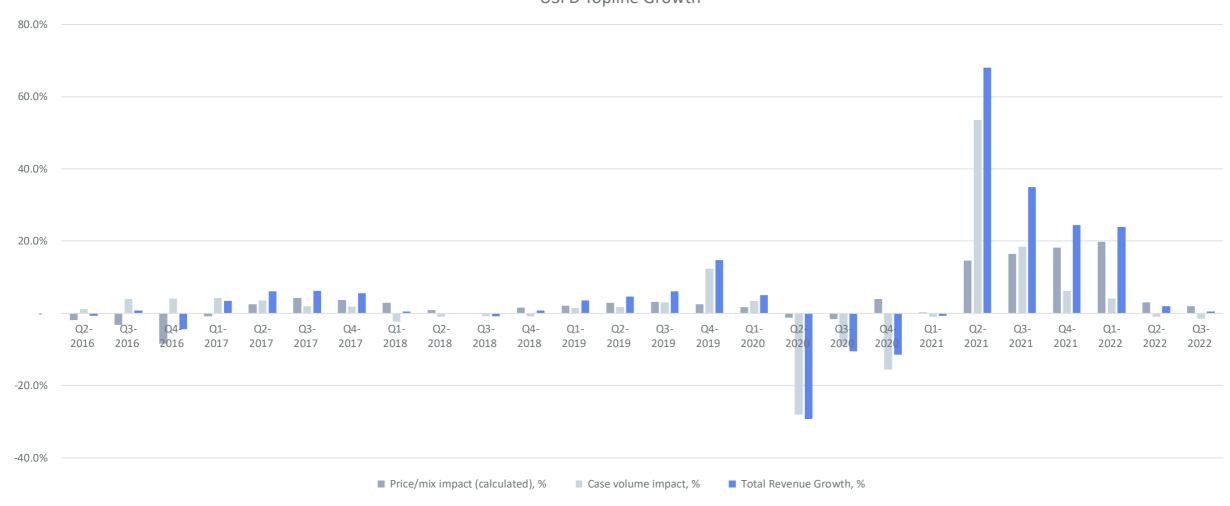




### **USFD** | Revenues Growth



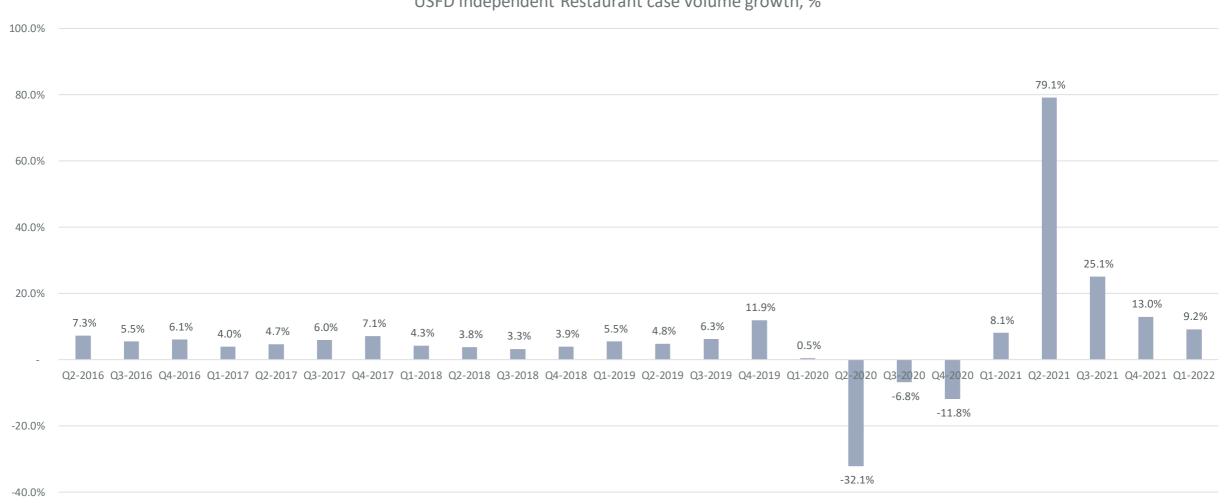




#### **USFD** | Case Volume Growth

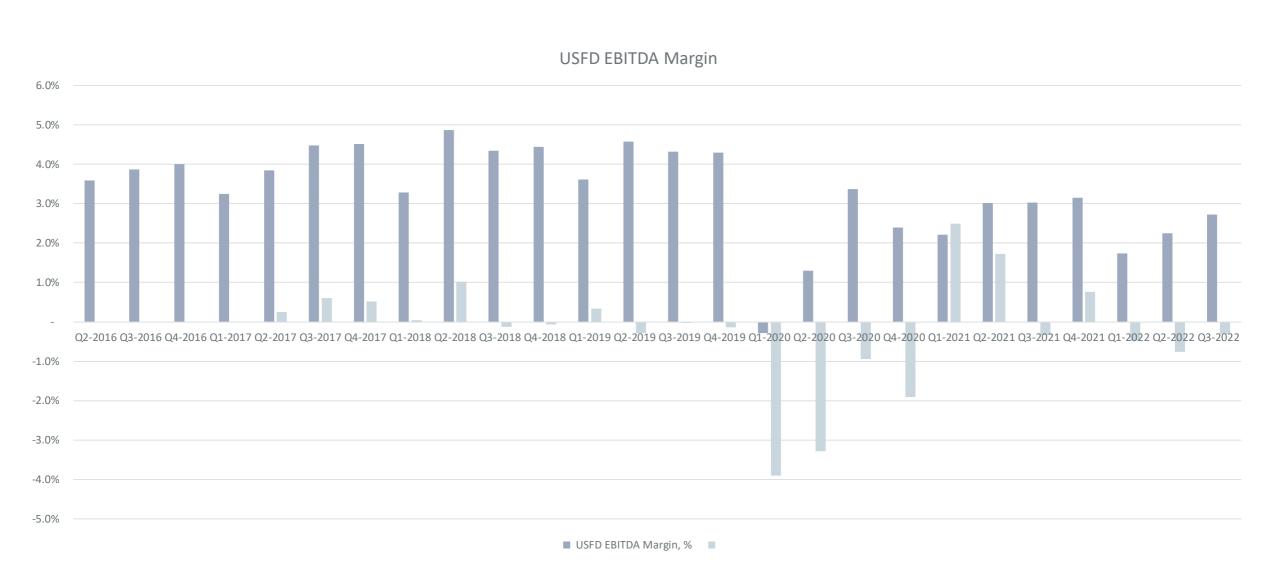






# **USFD | EBITDA Margin**



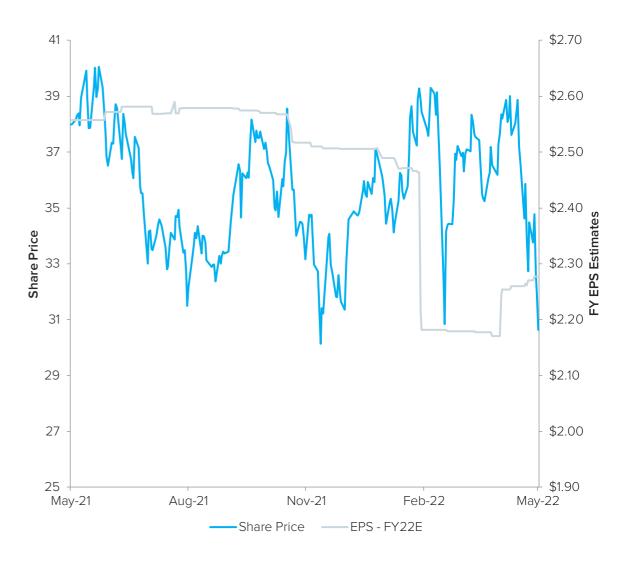


## **USFD | Sales and Earnings Trends**



Sales Higher, but earnings trend has been lower!

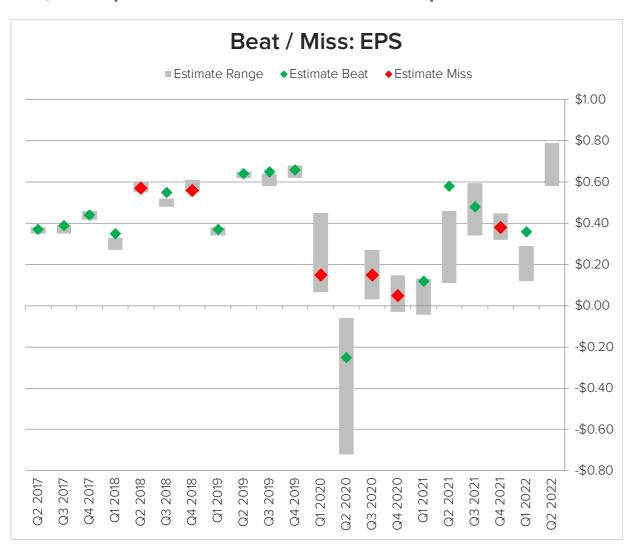


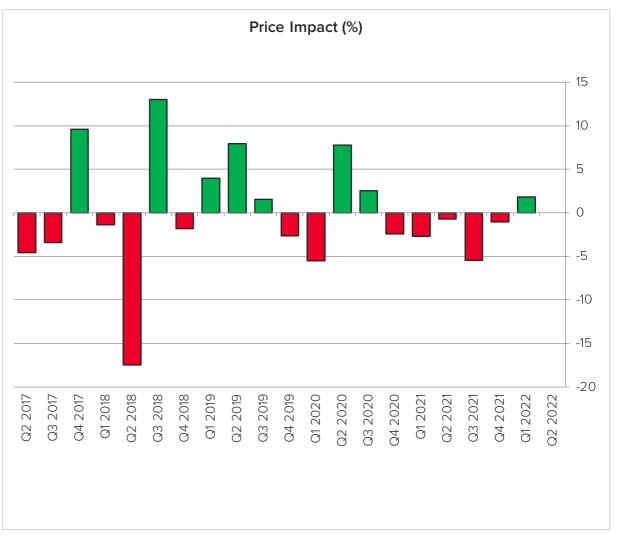


#### USFD | EPS | BEAT / MISS



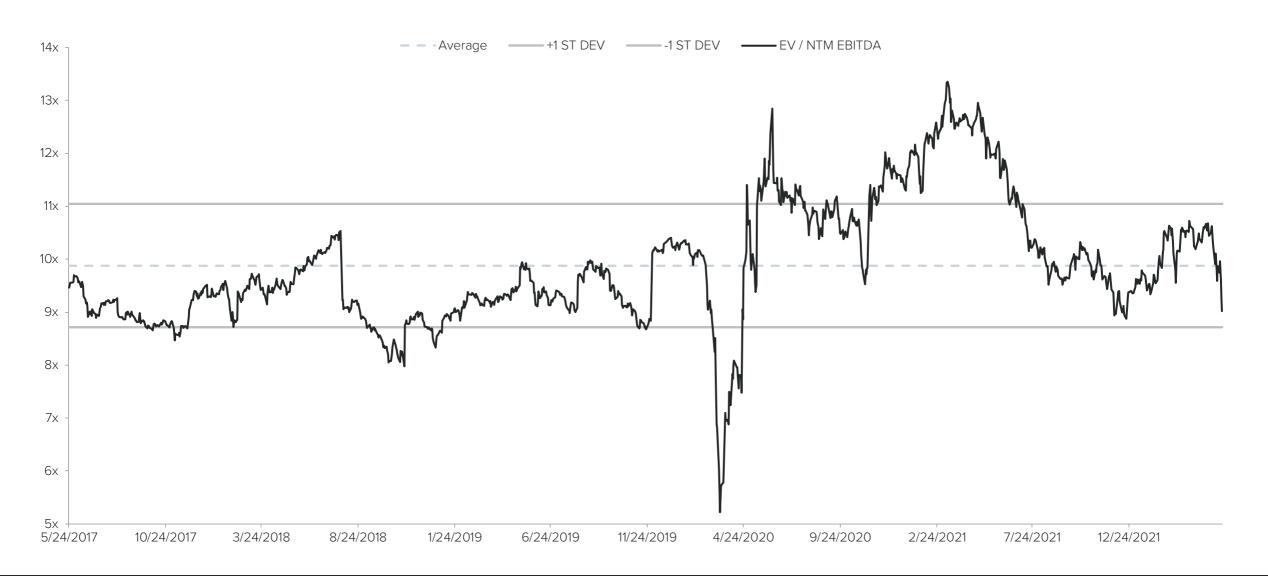
2Q22 expectation are a near record performance for a 2Q quarter.





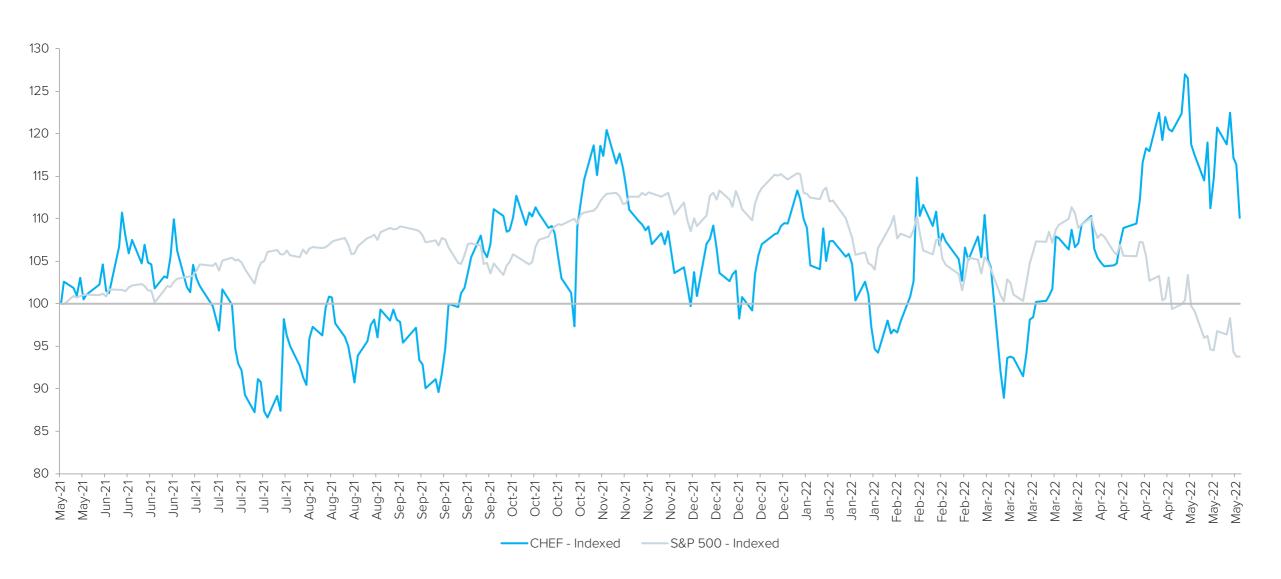
#### **USFD** | Historical Valuation





#### **CHEF | Price Performance**

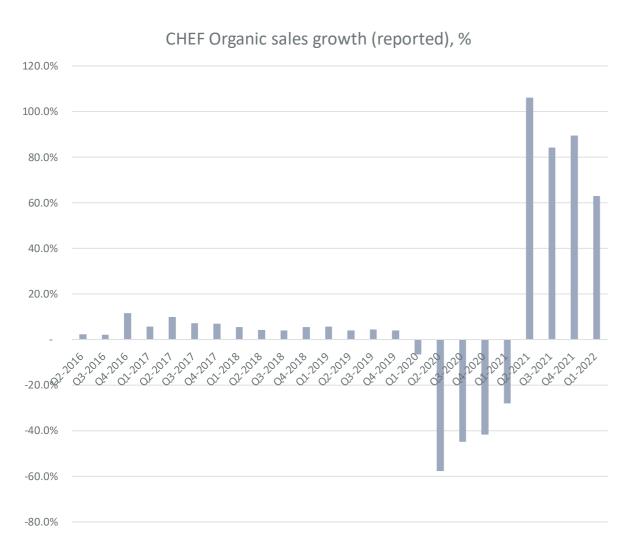


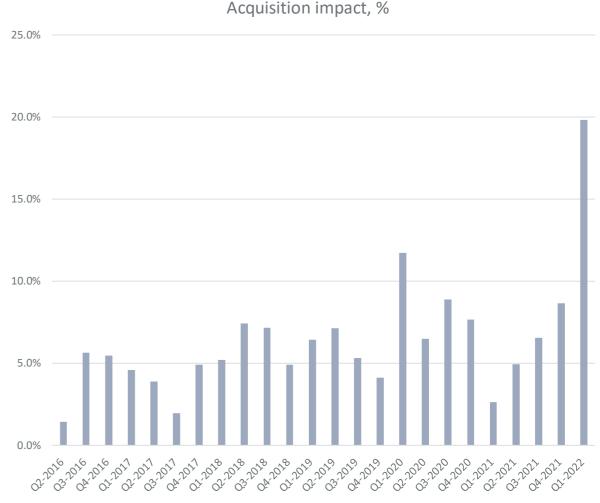


#### **CHEF | Sales Growth**



#### 2Q22 results will benefit from acquisitions

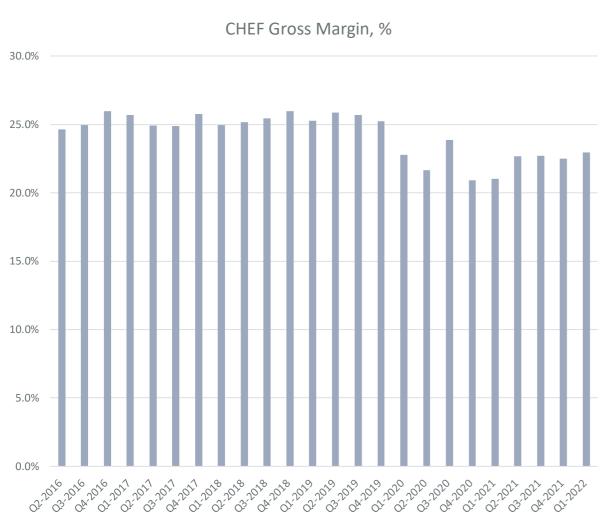


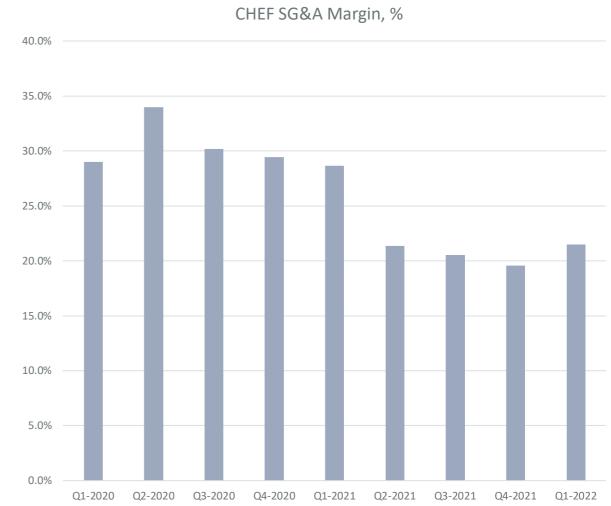


# CHEF | Gross Margin & SG&A Trends



#### Can GM's return to a normalized level? | What about SG&A spending?





## CHEF | EBITDA Margins





-15.0%

## CHEF | Sales and Earnings Trends



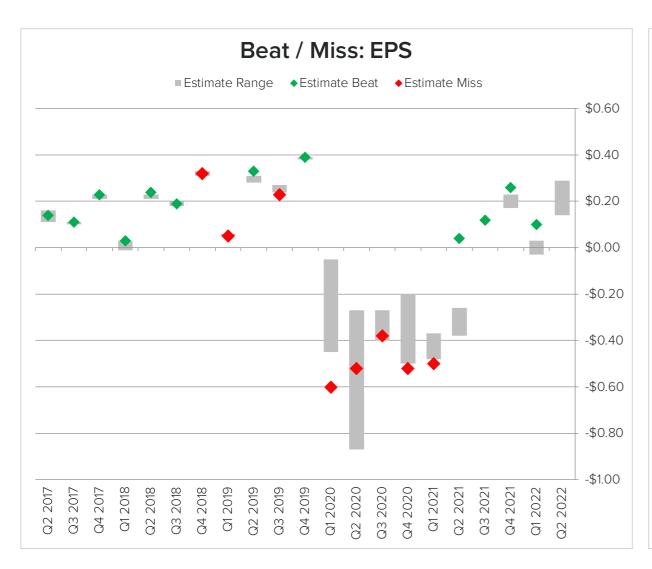
Sales Higher, but earnings trend has been lower!

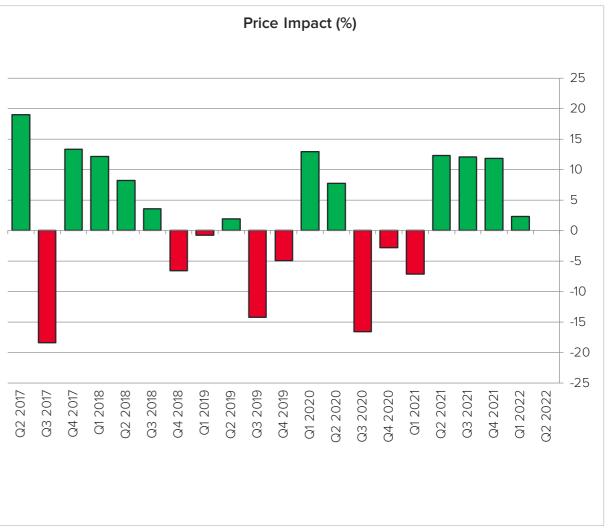




## CHEF | EPS | BEAT / MISS

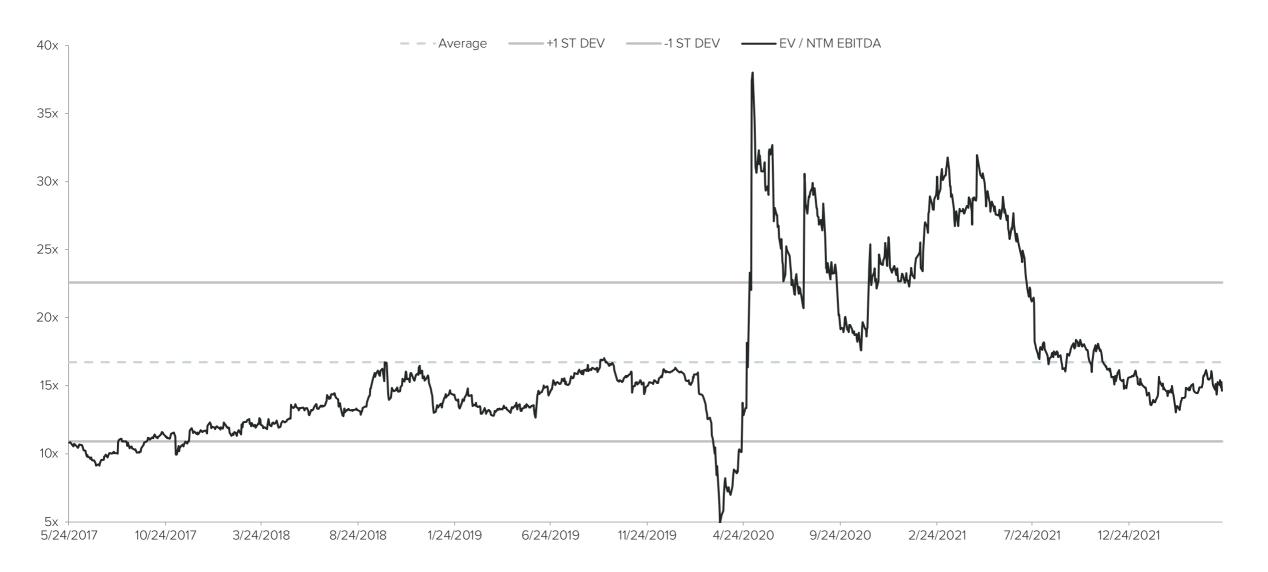






#### **CHEF | Historical Valuation**







For more information, contact us at:

# sales@hedgeye.com