



Seale & Associates

FOODSERVICE EQUIPMENT INDUSTRY
Q2 2023
VALUATION UPDATE

Introduction

We are pleased to share our Foodservice Equipment Industry Multiples Valuation Update for Q2 2023.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our clients' strategic objectives in a range of transactions including Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures, among other corporate finance and strategy consulting services.

Over the course of 25+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our clients in the Foodservice Equipment Industry that are looking to grow through acquisitions or optimize their portfolios through strategic divestitures.

Seale has extensive experience advising leading multinational companies, private equity firms and family-owned businesses across a wide range of industries.



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Sector Relevant Experience

Extensive M&A transaction experience, including:

•Sale of HTPG to Monomoy Capital Partners and Starboard Capital Partners

- Exclusive financial advisor to Carrier Corp., a subsidiary of United Technologies Corp., to help with the divestiture of Heat Transfer Products Group (HTPG), a manufacturer of commercial refrigeration equipment for the food service, food retail, and other non-consumable markets
- Seale assisted Carrier in preparing all deal marketing materials, researching and screening the potential buyers' universe, confidentially prequalifying potential buyers, and negotiating the transaction

•Sale of International Cold Storage to CrownTonka and ThermalRite

- Exclusive financial advisor to Carrier Corp., a subsidiary of United Technologies Corp., to help with the divestiture of International Cold Storage, its commercial walk-in cooler business
- Seale assisted Carrier Corp. with preparing all deal-related marketing materials, researching and screening the potential buyers' universe, confidentially prequalifying the potential buyers, and negotiating the transaction

•Acquisition of Unified Brands from Dover Corporation by Electrolux Professional

- Engaged as exclusive financial advisor to Electrolux Professional, to advise on the acquisition of Unified Brands from Dover Corporation
- Seale conducted extensive market research and prequalification to identify potential acquisition targets to strengthen their presence in the U.S. and expand their portfolio and brand offering



**Acquisition
Advisory Services**




**Acquisition
Advisory Services**

Electrolux Professional


has acquired




from

has sold



to




has sold



to the shareholders of




has been acquired by



SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

Electrolux Professional

TARGET: Dover's Corporation
TRANSACTION TYPE: Buy-side Advisory
INDUSTRIES: Foodservice Equipment
GEOGRAPHY: Georgia, USA

SITUATION

Seale & Associates was retained by Electrolux Professional (STO: EPRO B), one of the leading global providers of foodservice, beverage, and laundry solutions equipment, as exclusive financial advisor with the mandate to find, prequalify, and evaluate potential acquisition targets to strengthen their presence in the U.S. and expand their portfolio and brand offering.

SEALE & ASSOCIATES' APPROACH

Seale professionals leveraged their relationships within Dover, obtaining *de facto* exclusivity for Electrolux Professional. Seale assisted Electrolux Professional by running analyses, drafting non-binding proposals and letters of intent, negotiating key transaction points, coordinating due diligence requests, and helping expedite the process.

OUTCOME

The process resulted in the successful acquisition of Unified Brands. The acquisition significantly strengthens Electrolux Professional's presence in the U.S. market and bolsters their food service business segment with an extensive portfolio of premium branded product lines for commercial kitchens.



Electrolux Professional

has acquired



unified brands
a DOVER company

from



"We appreciate the opportunity to advise Electrolux Professional on this transformational acquisition in the foodservice industry."

**Carlos Hernandez, Managing Director,
Seale & Associates**

SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

Grupo Torrey

TARGET: Grupo Torrey
TRANSACTION TYPE: Sell-side Advisory
INDUSTRIES: Commercial Kitchen Equipment
GEOGRAPHY: Mexico

SITUATION

Seale & Associates was retained by the shareholders of Grupo Torrey as exclusive financial advisor on the sale of their business to Imbera, a subsidiary of FEMSA (BMV: FEMSA). Torrey is an independent commercial kitchen equipment company in Mexico. Its product line includes refrigerators, meat slicers, scales and measuring equipment, among others. The company exports products globally and serves its customers in Mexico through a strong network of distributors.

SEALE & ASSOCIATES' APPROACH

Seale professionals managed a preferred buyer process with Imbera, a subsidiary of FEMSA. Seale's good relationship with FEMSA, and Grupo Torrey allowed a smooth and disciplined process valuing the company on a forward-looking basis and ensured closing at a fair value and terms for both parties.

OUTCOME

The process resulted in the successful divestiture of Grupo Torrey to Imbera, Further expanding FEMSA's capabilities in the industry.



has been acquired by



a subsidiary of













"We are pleased to have been able to represent Grupo Torrey in this strategic divestiture to Imbera, a subsidiary of FEMSA.

This transaction was particularly significant as the shareholders of Grupo Torrey have long been integral to the family business. The involvement of a major buyer like FEMSA further underscores the importance of this deal.

We wish the new owners of Grupo Torrey every success."

Sergio Garcia del Bosque, Managing Director, Seale & Associates






Foodservice Equipment Global Comparable Public Companies

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		Second Quarter Jun. 30, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Dover Corporation		USA	\$20,649	\$23,853	\$8,477	20.4%	16.6x	13.6x	13.1x	2.8x
Electrolux Professional AB (publ)		SWE	\$1,558	\$1,758	\$1,107	12.8%	22.6x	16.8x	12.7x	1.6x
Fujimak Corporation		JPN	\$64	\$35	\$254	5.9%	3.0x	2.7x	2.6x	0.1x
Hoshizaki Corporation		JPN	\$5,166	\$3,668	\$2,553	11.6%	19.3x	12.3x	13.9x	1.6x
John Bean Technologies Corporation		USA	\$3,860	\$4,771	\$2,232	12.8%	18.8x	15.9x	16.3x	2.1x
Illinois Tool Works Inc.		USA	\$76,024	\$83,262	\$16,075	27.3%	20.9x	17.8x	19.1x	5.2x
Maruzen Co., Ltd.		JPN	\$230	\$17	\$423	7.5%	2.2x	0.4x	0.5x	NM
RATIONAL Aktiengesellschaft		DEU	\$8,230	\$7,835	\$1,229	26.9%	52.4x	32.3x	25.0x	6.6x
Rinnai Corporation		JPN	\$3,159	\$2,360	\$2,905	11.5%	7.7x	6.7x	6.2x	0.8x
The Middleby Corporation		USA	\$7,911	\$10,506	\$4,072	21.1%	18.8x	13.8x	12.2x	2.6x
						Mean	14.4x	11.1x	12.0x	1.7x
						Median	18.8x	13.6x	12.9x	1.6x










■ Excluded from mean and median

NM: Not Measurable

Foodservice Equipment – Q2 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Jun-23	 Mikron-Pro FA Filtration Automation Inc.	USA	Fabrica máquinas industriales automatizadas para la filtración de aceite de cocina		-	100.0%	-	-	-
May-23	 TMR SERVICES, LLC	USA	Provides repair and maintenance services for foodservice equipment		-	100.0%	-	-	-
Apr-23	LUND-IORIO, INC.	USA	Manufactures commercial foodservice equipment, supplies, and tabletop products		-	100.0%	-	-	-

Private Equity Transactions

INDUSTRY CLASIFICATION	PERIOD	AVERAGE ENTERPRISE VALUE (IN USD)	REVENUE (IN USD)	TTM REVENUE GROWTH	ENTERPRISE VALUE / REVENUE	EBITDA MARGIN	ENTERPRISE VALUE /EBITDA	NUMBER OF TRANSACTIONS
 Cutlery and Handtool Manufacturing <i>NAICS 33221 – Cutlery and Handtool Manufacturing</i>	 2011-2021	 \$54.1M	 \$32.3M	 15.2%	 1.7x	 22.7%	 7.1x	 5
Food Preparation Equipment Installation <i>NAICS 238290 – Other Building Equipment Contractors</i>	2021-2023	\$57.2M	\$38.7M	20.4%	1.4x	21.7%	6.0x	7

Source: GF Data

Notes:

- Data obtained via GF Data, a subscription-based information platform, offering detailed information and metrics about the transactions of Private Equity funds in the U.S.
- The data is provided under a blind confidential format. Users of the data are unable to identify the exact company and transaction corresponding to the transaction details. Given this blind approach, the data submitted is less likely to be biased or manipulated.

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One of our core capabilities is to deliver sector-specific intelligence designed specifically for industry leaders, private equity firms, and their advisors. Our industry reports and featured articles deliver real-time access to key industry data, including:



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Analysis of transactions and market trends

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S U S C R I B E

Representative Global Engagements

 has acquired 	 has acquired 	 has sold Triumph Processing - Embee Division to 	 has sold Triumph Air Repair & Triumph Engines businesses to 	 has acquired unified brands from 	 has partnered with a company backed by 	 has acquired 	 has sold the North American guarding business of to 	 has sold to 	 has sold to 	 a subsidiary of has sold to
 has sold to Daives Baird Pty Ltd a sister company of 	 has acquired 	 has sold to Code Flower Inc.	 has sold its GRACE Membranes Business a subsidiary of 	 has sold and to 	 has sold a controlling interest to 	 has been acquired by 	 has sold SENSI CARE and ALOE+VESTA to 	 has sold their Sanitaryware Manufacturing Plant to 	 has acquired Multiple snack companies 	 has sold to
 has sold Commercial Flight Training Business to 	 has been acquired by 	 has sold Oxbow Sulphur, Inc. to 	 has been acquired by 	 has sold to 	 has acquired 	 has acquired 	 has acquired 	 has sold its SYCAR Resins business to 	 has sold to Private Equity Partners	 has been acquired by
 has sold to 	 has acquired KFC Costa Rica from 	 has been acquired by 	 has sold to 	 has sold the Films Business of to 	 has been acquired by 	 has sold to 	 Oxbow's Senior Subordinated debt issued by was refinanced by 	 has sold to 	 has acquired from THE MOORE COMPANY	 sold its concrete pumping business to

Advisor to Leading Companies Worldwide



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Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry

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Creative Solutions. Trusted Advice.

For over 25 years, Seale & Associates has served leading public and private companies from around the world and operating in a broad range of industries with a high level of quality, integrity and independence while presenting innovative ideas and trusted solutions to address their most complex dealings.

SERVICES AND SOLUTIONS

25

YEARS OF EXPERIENCE

\$50B+

TRANSACTIONS
GLOBALLY

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Divestitures

Joint Ventures / Alliances

Recapitalizations

Due Diligence / Support

Expert Witness Testimony

Corporate Finance Advisory

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Trusted Advisor to Leading Companies Worldwide

We have worked repeatedly with many of the most well-known companies in the world...

...as well as with reputable funds, family-offices and privately held companies.



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Creative Solutions. Trusted Advice.