

# Executive Summary

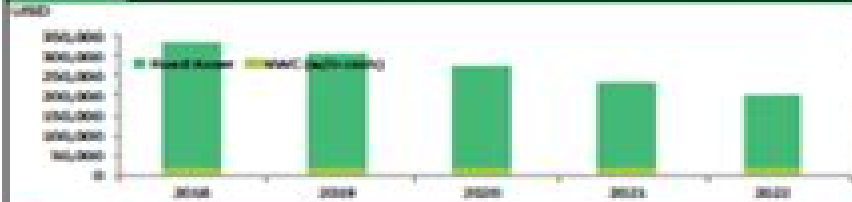
## Financial Performance - Revenue and EBITDA



## Financial Overview

	2018 F	2019 F	2020 F	2021 F	2022 F
Revenue	USD 924,000	933,240	942,972	951,240	959,510
Date Growth	% 0%	1.0%	1.0%	1.0%	1.0%
COGS	USD -467,000	-467,500	-467,999	-467,999	-467,977
Gross Profit	USD 457,000	465,740	475,973	483,241	491,533
Margin	% 49.6%	50.0%	50.6%	50.8%	51.2%
Salary Costs	USD -210,000	-212,100	-214,221	-216,343	-218,467
Rent	USD -47,000	-47,910	-48,728	-49,546	-50,364
Other	USD -5,400	-5,520	-5,640	-5,760	-5,880
Operating Costs	USD -272,400	-275,520	-278,589	-281,649	-284,707
EBITDA	USD 87,200	87,740	87,974	88,241	88,566
EBITDA Margin	% 9.4%	9.4%	9.4%	9.4%	9.4%
Net Income	USD 12,800	12,800	12,800	12,800	12,800
Net Income Margin	% 1.4%	1.4%	1.4%	1.4%	1.4%
Cum. EBITDA	USD 87,200	174,940	262,914	351,155	439,721
Chart					

## Balance Sheet Overview



## Balance Sheet Overview

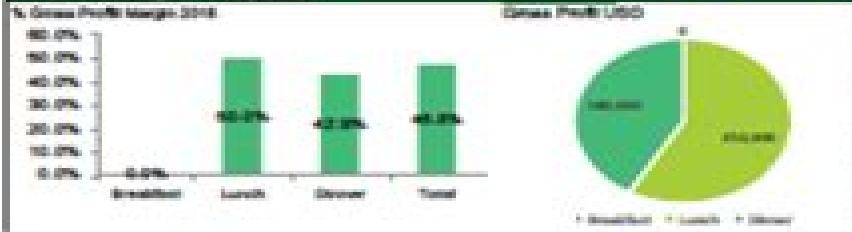
	2018 F	2019 F	2020 F	2021 F	2022 F
PP&C (net book)	USD 187,607	187,100	186,600	186,100	185,600
Fixed Asset	USD 311,500	280,000	250,000	214,000	180,000
Capital Employed	USD 330,467	305,100	272,646	237,541	200,707
Financial Debt	USD 57,000	40,000	40,000	40,000	40,000
Cash	USD -121,177	-104,721	-100,000	-117,000	-134,000
Equity	USD 357,344	361,277	362,646	361,700	360,400
Invested Capital	USD 330,467	305,100	272,646	237,541	200,707
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## Return on Equity



	2018 F	2019 F	2020 F	2021 F	2022 F
Debt / EBITDA	x 0.6x	0.6x	0.5x	0.5x	0.4x
EBIT / Interest	x 8.2x	8.5x	8.8x	9.1x	9.4x
Current Ratio	x 17.6x	22.1x	27.5x	33.8x	40.7x
ROA	% 1.4%	1.4%	1.4%	1.4%	1.4%
ROCE	% 3.0%	3.0%	3.0%	3.0%	3.0%
ROE	% 3.7%	3.2%	3.0%	2.8%	3.0%
Chart					

## Gross Profit Margin % Comparison



	2018 F	2019 F	2020 F	2021 F	2022 F
Gross Profit	USD 0	0	0	0	0
Breakfast	USD 257,000	257,500	257,999	257,999	257,977
Lunch	USD 180,000	180,000	180,000	180,000	180,000
Dinner	USD 457,000	457,500	457,973	457,999	457,977
Total	USD 494,000	495,000	495,972	495,998	495,954
Gross Profit Margin %	% 53.5%	53.5%	53.5%	53.5%	53.5%
Breakfast	% 53.5%	53.5%	53.5%	53.5%	53.5%
Lunch	% 53.5%	53.5%	53.5%	53.5%	53.5%
Dinner	% 53.5%	53.5%	53.5%	53.5%	53.5%
Total	% 53.5%	53.5%	53.5%	53.5%	53.5%

## Free Cash Flow



## Discounted Cash Flow (DCF) Valuation

Discount rate	% 10.0%	EV/EBITDA	5.0x
Exit EV/EBITDA Multiple	x 4.0x		
Pre-Money Valuation		4.0x	
Enterprise Value	USD 328,000	5.0x	3.9x
Cash	USD 57,000	5.0x	
Debt	USD -47,000	5.0x	
Equity Value	USD 234,000	5.0x	
EV/EBITDA	x 3.9x	5.0x	

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**Simon Benninga**



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