



The latest & greatest appliances to build out your brick & mortar for less

- The best kitchen solutions come from a single source backed by a team of culinary experts whose sole purpose is to combine menu and equipment expertise.
- A partner offering all your culinary solutions, answers to segment specific questions, the best way to steam, bake, prepare made to order items, reduce labor and increase guest satisfaction...This is what ONE kitchen by Welbilt brings to the table.

Made to Order



e2s & e4s

Up to
20X
Faster

Batch Cooking



e3, e4, & e5

Up to
5X
Faster

6 Merrychef® Benefits

- 1 Up to 20Xs faster than convection ovens**
- 2 Able to cook a wide variety of menu items**
- 3 UL Listed Ventless – no hood required***
- 4 Quiet – perfect for front of house**
- 5 Easy to operate: press picture to cook!**
- 6 11 min preheat (vs. 34 for competition!)**

* Local codes prevail; The Welbilt team will provide materials to help gain inspector approval



Tabletop & Mini



Floor with trolley

6 convotherm[®] Benefits

- 1** Eliminates need for 9 pieces of equipment
- 2** 20,000 gallons less water than competition per year
- 3** UL Listed Ventless – no hood required*
- 4** Safest: Disappearing door, hands free cleaning
- 5** Easy to operate: press picture to cook!
- 6** Easiest to service

* Local codes prevail; The Welbilt team will provide materials to help gain inspector approval

Long Standing Customer Relationships with large Chain Customers as well as US Channel Partners

Large Chain Customers typically designated as “Key Accounts” Top 5 Global Chain Customers



Customer	% of FY18 Revenue	# of Years ¹
End Customer 1	9.4%	56
End Customer 2	4.9%	59
End Customer 3	2.8%	29
End Customer 4	2.1%	37
End Customer 5	2.0%	21

Over 45 years average relationship with our top 5 end customers and 20 years average relationship with our top 5 dealer customers

Top 5 North America Buying Group Customers

2018

Customer	% of FY18 Revenue	# of Years ¹
Buying Group Customer 1	6.3%	31
Buying Group Customer 2	5.9%	10
Buying Group Customer 3	4.7%	10
Buying Group Customer 4	2.8%	30
Buying Group Customer 5	2.5%	24

US Channel Partners typically referred to as “General Market”



¹Source: Company estimates.

Full Line Product Offering with Leading Brands that command #1 or #2 market share positions

System Solutions



Aftermarket Parts



Beverage Equipment



Refrigeration & Prep. Stations



Combi, Conveyor & High Speed Ovens



Walk-in Refrigeration



Ranges, Grills, Induction Steamers, Kettles & Skillets



Ice-cube machines



Commercial Fryers, Hot Holding



Cold products (~35-40% revenue)

Hot products (40-45% revenue)

Parts & Service
(~15-20% revenue)

Menu

Grilled Salmon with Black Aioli Gremolata