# THE MIDDLEBY CORPORATION

Middleby Corporation
2010 Annual Meeting of Shareholders
May 4, 2010

# **Forward Looking Statements**

Statements made in this presentation or otherwise attributable to the company regarding the company's business which are not historical fact are forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The company cautions investors that such statements are estimates of future performance and are highly dependent upon a variety of important factors that could cause actual results to differ materially from such statements. Such factors include, but are not limited to variability in financing costs; quarterly variations in operating results; dependence on key customers; international exposure; foreign exchange and political risks affecting international sales; changing market conditions; the impact of competitive products and pricing; the timely development and market acceptance of the company's products; the availability and cost of raw materials; and other risks detailed herein and from time-to-time in the company's SEC filings.

## **Premier Customers**



















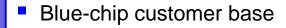


















Serve all food segments

































# **Industry Leading Brands - Foodservice**





















- #1 in Pizza Chains
- #1 in Convenience Stores
- #1 in Fast Casual
- #1 in Deli and Sandwich Shops
- #1 in Steakhouses and Seafood
- #1 in Chicken Outlets
- #1 in Pan-Asian Cuisine
- #2 in QSR
- #2 in Casual Dining























# Middleby Products—Best in the Industry



#### A few highlights:

- Middleby products are the most energy efficient in the world.
- Blodgett and Pitco have more energy Star ratings than any other convection oven and fryer companies
- Middleby Marshall WOW! Energy Saving Oven was selected as the sole recipient of the 2009 Gas Food Equipment Network Product of the Year and was selected as a 2010 National Restaurant Association Kitchen Innovations Award winner.
- Southbend and Jade Ranges are the most energy efficient ranges in the industry and offer customers a choice of low energy burners and a hybrid (gas and electric) range.
- Southbend has a full range of Energy Star rated ovens.









# **Quick Service Restaurant 2000 and 2010**



Year 2000 Year 2010

# <u>Fryer</u>

Conventional fryer, high energy, oil costs

## Range

High BTUs, Little configurability

#### <u>Oven</u>

High BTUs, dry heat only

#### **Steamer**

Frequent water manual fills, much water use, labor intensive

#### **Hood**

Sucks air and heat from restaurant

# **Holding cabinets**

Heat escapes when door opens, short holding times, sterno needed

## <u>Fryer</u>

Pitco Spin Fry or Solstice self cleaning

## Range

Southbend Ultimate 400 configurable range Jade Plancha or Energy Saving Hot Top

#### <u>Oven</u>

Blodgett Hydrovection

TurboChef i-series or SOTA

## **Steamer**

Houno visual cooking

# <u>Ventless</u>

Wells Ventless Hood

# **Holding Cabinets**

Carter Hoffman EnduraHeat



SpinFry

# The Need for Speed in Foodservice



16" Pizza with "the works"

Marshall\*
WOW! Oven

Traditional Conveyor

8 minutes

CookTek®

4 minutes

Induction

Stovetop gas/electric

45 seconds 5-6 minutes

Boil broth or water

TURBOCHEF SOTA

Stovetop/grill

Thoroughly cook proteins

90 seconds

8-10 minutes

(beef/chicken)



# **New Product Pipeline – Food Service**



#### 2010 Introductions

- SOTA Oven TURBOCHEF





- Drywell Induction Cooking Technology



- 2/3 Sized Gas Combi Oven houng
- Half Sized Hydrovection Oven



Dough Roller Middleby



- Incognito Induction ( CookTek
- RapidPak 1000 RapidPak
- **Energy Star Products**



#### 2009 Introductions

TurboChef i5 series TURBOCHEF



WOW! Oven 624 Middleby Marshall







- Hydrovection Oven BLODGETT
- Energy saving French hot top











- Least energy consumption, guaranteed cost savings
- Uses 40 percent less energy than competitors
- Patented technology; fastest bake on the market
- More than 5000 sold. New models introduced in 2009-10
- In use at the top 5 pizza chains in the world.
- Gas Food Equipt. Network 2009 "Product of the Year"
- 2010 National Restaurant Assn. Kitchen Innovations Winner













The TurboChef SOTA is the <u>most energy efficient</u> speed cook oven available in on the market today.

Energy consumption is half of a standard fast-cook oven

The SOTA also features:

Ventless operation

Patented technology breaks down grease laden air during cook cycle

External catalyst further cleans air before it exits the exhaust tube







# **©CookTek** Induction Technology



Country Cus Manage Electric Manage	CookTek Induction Cooking	Gas Range	Electric Range
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Boil a pint of water 45 seconds 5 minutes 6 minutes

Energy costs per hour \$0.85 \$1.60 \$2.10

Hood no yes yes







Incognito Induction

# **Spin Fresh Technology**





# What is Spin Fresh? Simple principles of physics are used:

Spin excess oil off of fried food and back into the fryer, similar to spinning water off lettuce in a salad spinner or to the spin cycle on your clothes washer.





This PATENTED technology delivers:

50% Less Oil Consumed During Cooking

14% Reduction In Cooking Gas Consumption due to a closed lid cooking system

34% Decrease in Calories from fat

\*tested by Silliker Labs



# Don't take our word for it, take theirs ... \*\* THE MIDDLEBY CORPORATION



Chef Jesse Sartain
National Director – Chefs In America;
American Masters of Taste™ Awards
"Spin Fresh is more than a new piece
of kitchen equipment. Much to my
surprise, the Spin Fresh unit provides
a revolutionary advance in cooking-fried food cooked with a reduced fat
profile. French fries, seafood,
vegetables, and everything imaginable
taste better than any other fryer ... I
am impressed."

Chef de Cuisine Eric Carre Chairman of Amazing Food Creations

"Exceptional concept! Love it. No oil remaining on fried food ... really truly amazing!" "It was really my pleasure to witness such a great invention. I truly think that your fryer is outstanding and should be a great success in the industry."

Top chefs rate Spin Fresh fried foods significantly higher in taste than conventionally fried food.

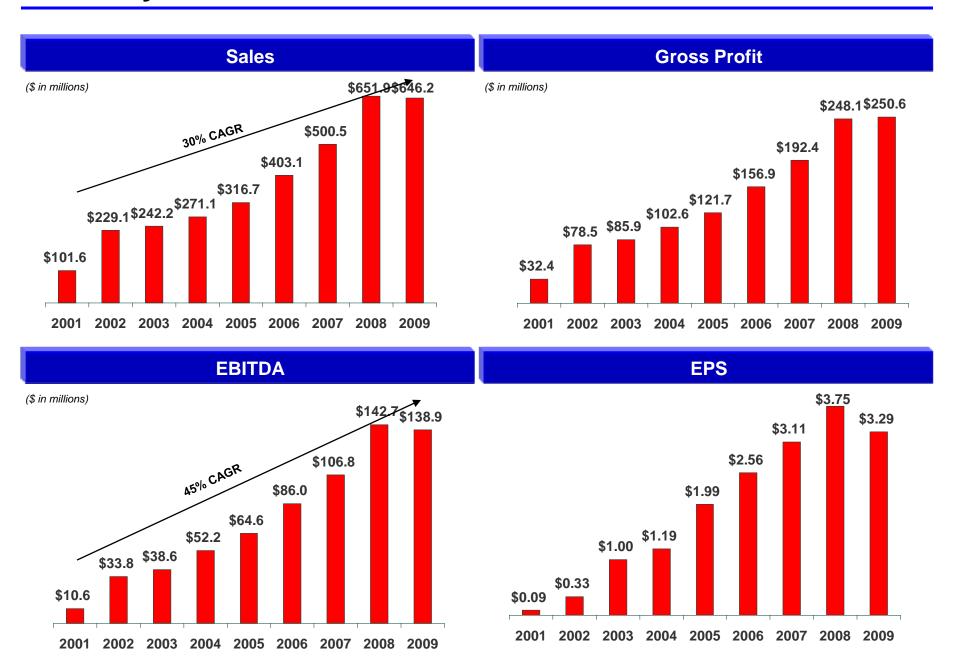
Chef Christian F. Gaborit
Former Executive Chef of
Sofitel Chicago O'Hare
"Very impressed by the quality of
the products. I will love to see
more fresh products and culinary
foods."



Spin Fresh was awarded "the Gold Seal" for Superior Taste by American Masters of Taste

# **Middleby Financial Performance**

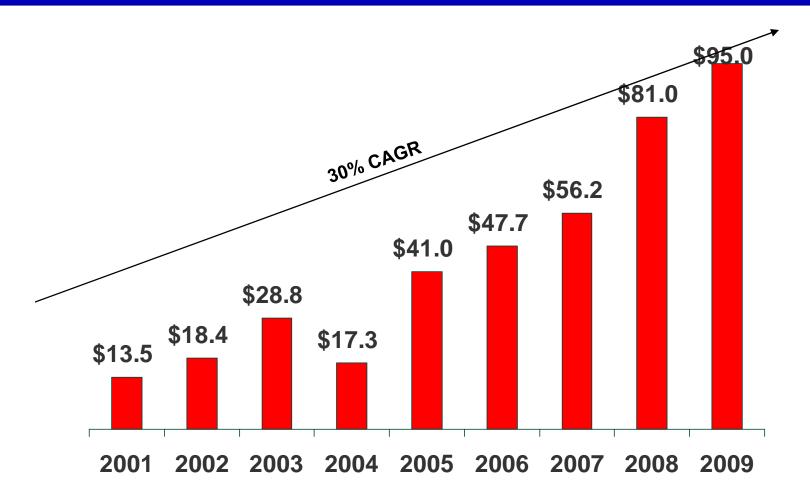




# **Free Cash Flow**



#### Free Cash Flow<sup>1</sup>



#### Significant free cash flow generation

# Why Middleby?



- 1. Eating out will continue Middleby benefits
- 2. Emerging markets are in infancy in terms of restaurant openings Middleby uniquely positioned
- 3. It is the most innovative company in its space. In 2010 Middleby will introduce 6 disruptive, game-changing products.
- 4. Middleby has unique business model difficult to imitate
- 5. Middleby is a bargain compared to other industrials and its peers