THE MIDDLEBY CORPORATION

Baird Industrial Conference 2010

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Why Middleby?

- 1. Eating out will continue Middleby benefits
- 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









Premier Customers

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Industry Leading Brands - Foodservice

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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.
- TurboChef, CookTek and PerfectFry ventless technologies are saving operators significant costs.





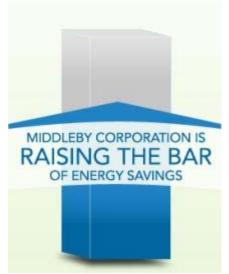


Leader in Energy Efficiency

- Over 50% of foodservice operators expect to purchase energy savings equipment over the next 12 to 24 months.
- At about 30%, food preparation makes up the largest percentage of a restaurant's energy bill.*
- Utilities consume about 2.5 3.4% of total restaurant sales.*
- A \$1 reduction in energy equates to \$12.50 in sales at an 8% profit margin, according to Sustainable Foodservice magazine.*
- Besides delivering energy cost savings, some foodservice equipment qualify for large rebates. Incentives in are as high as \$1,000 per unit.*







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Middleby has Over 360 Energy Star Approved Products Most of any manufacturer in the cooking and warming segment What our Customers Say

Innovation in Kitchen Energy Efficiency

"Middleby has been a partner since our first restaurant in 1984. We now use their energy efficient ovens. Middleby ovens save us hundreds of dollars in each of our more than 3,000 restaurants around the world."

- "Papa" John Schnatter, Founder and Chairman

"Using Energy Star® rated products is important to us, and that is why we choose Pitco Fryers."

— Greg DeCelle, Chief Development Officer

Visit <u>www.Greenstainless.com</u> to learn more











Innovation in Kitchen Energy Efficiency

"Our kitchens are exclusively Middleby Equipment. We believe the energy saving equipment and ventless technology is the best way to train our students for equipment they will be using in the future. Middleby equipment is the best, and they are the leader in eco-friendly cooking equipment."

— Peter L. Cooper, Executive Director, Culinary Education



"Using Middleby brands we created a complete ventless, energy efficient kitchen." Their equipment is the best and most energy efficient in the industry."

— Andy Ravella



"Middleby has the most energy saving equipment in the industry. We use TurboChef, Blodgett, Carter-Hoffmann and many of the Middleby brands in our kitchen." — Nigel Travis, CEO



2010 Introductions

- SOTA Oven <u>turb</u> Ochef
- SpinFry by Pitco
- Drywell Buffet Line I CookTek
- Woodburning Oven JADE^{*}
- 2/3 Sized Combi "Slim" Oven
- Half Sized Hydrovection Oven BLODGETT
- Dough Roller Marshall*
- Ventless Fryer
- RapidPak 1000 RapidPak
- Energy Star Products



2009 Introductions

- TurboChef i5 series TURBOCHEF
- WOW! Oven 624 Middleby Marshall*
- Ultimate 400 Range (buildmyrange.com)
- Ventless Hood WELLS



- Hydrovection Oven [BLODGETT]
- Energy saving French hot top



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- Turbo Max Speed Oven <u>Johnan</u>
- Incognito Induction (CookTek MagnaWave Systems
- Laser X Bone Scanner



New products represent more than 20% of net sales



"The Blodgett Hydrovection oven does wonders for us in the kitchen. It cooks things that are as delicate as salmon, and as rustic and hearty as roasted duck. It is really a beautiful oven that gives you hot air and humidity, and at the end of the day saves you a lot of space and a lot of time, which in a New York kitchen is exactly what I am looking for every day."



Chef Gavin Kaysen

Executive Chef, Cafe Boulud, New York



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TURBOCHEF SOTA

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



Coc	kTek Induction Cooking	Gas Range	Electric Range
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



Leading the way in Ventless Technologies





Spin Fresh Technology

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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





Spin Fried

Conventionally Fried





Don't take our word for it, take theirs ...



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 <u>reduced fat</u> <u>profile</u>. French fries, seafood, vegetables, and everything imaginable <u>taste better</u> 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."



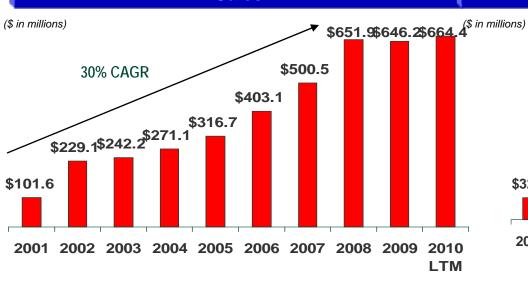
Spin Fresh was awarded "the Gold Seal" for <u>Superior Taste</u> by American Masters of Taste

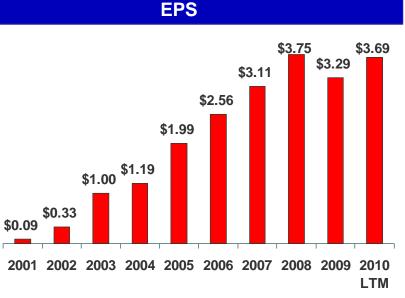
Middleby Financial Performance

Sales

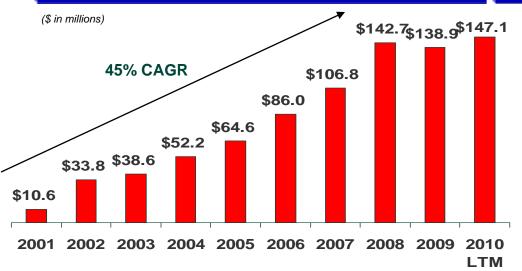
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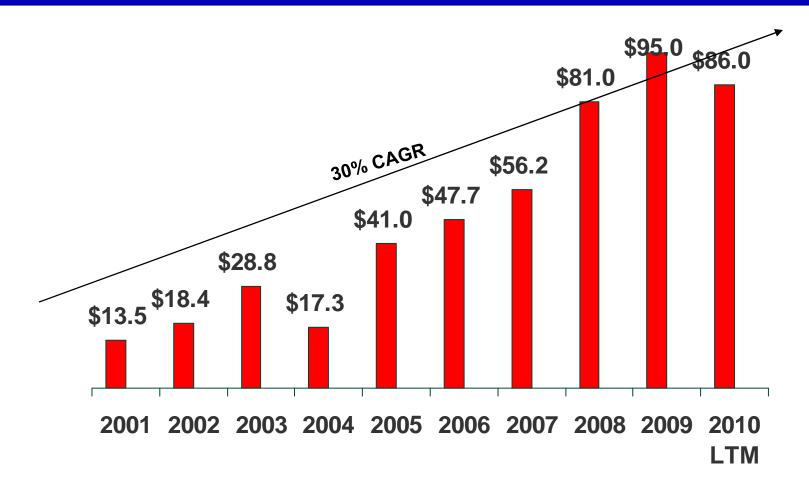


Free Cash Flow



(\$ in millions)

Free Cash Flow¹



Significant free cash flow generation