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# Optimize Your Workflow During Earnings Season

Tips To Supercharge Your Research Process

## About The Presenter

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**Nicolas Carreras**  
Product Manager, Sentieo

Nicolas Carreras is a Product Manager and Specialist at Sentieo. Nic was previously director of research at Soulor Research, which he founded in 2015. Before that, he held investment analyst roles at United First Partners and at HSBC, prior to which he was an Investment Banker covering technology, media and telecoms at JP Morgan.

# A Modern Approach to Fundamental Research

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Reduce the time you spend searching for data in external and internal documents by over 50% (>1,200 hours a year).

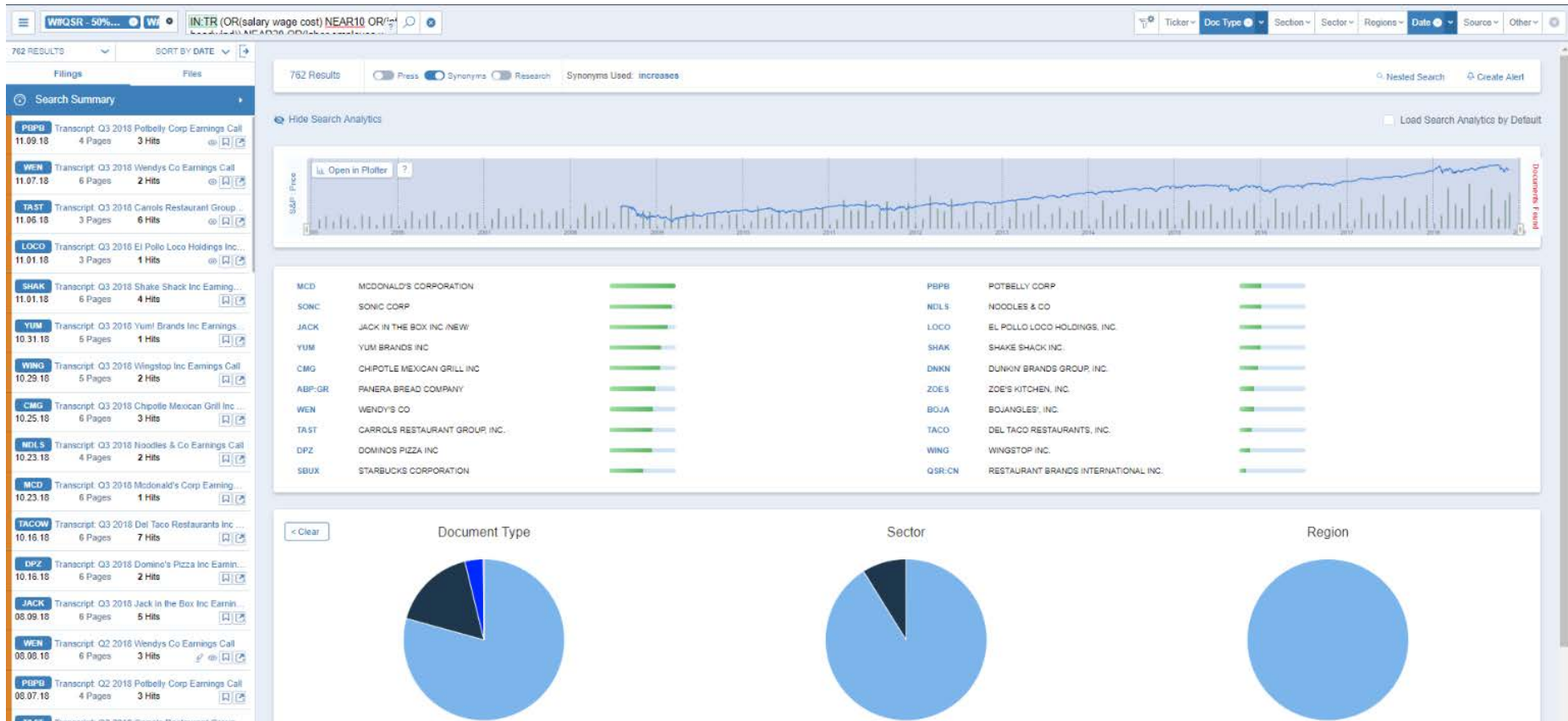
- Fundamental Document Search (DS)
- Alternative Data Analysis
- Operational Considerations
- Valuation Considerations
- Research Management (RMS)
- Appendix



Examples: QSR

# Fundamental DS: Wage Inflation Has Been A Hot Topic

## Reviewing key language from recent transcripts across QSR Industry (Part 1)



# Fundamental DS: Wage Inflation Has Been A Hot Topic

## Reviewing key language from recent transcripts across QSR Industry (Part 2)

The screenshot displays a search interface for financial transcripts. The search bar at the top contains the query: `IN-TR (OR(salary wage cost) NEAR10 OR/)`. The search results are sorted by date and show a list of transcripts from various QSR companies, including Potbelly Corp, Wendys Co, Carrols Restaurant Group, El Pollo Loco Holdings Inc., Shake Shack Inc, Yum! Brands Inc, Wingstop Inc, Chipotle Mexican Grill Inc, Noodles & Co, McDonald's Corp, Del Taco Restaurants Inc, and Domino's Pizza Inc. The search results are filtered to show transcripts from Q3 2018. The main content area displays the transcript for Potbelly Corp's Q3 2018 Earnings Call, with the search results for 'wage inflation' highlighted in yellow. The transcript text includes the following key points:

- 1) Labor** was 30.5%, an **increase** of approximately 90 basis points from the prior year, primarily driven by **wage inflation** and sales deleverage.
- 2-3) So just if you could walk us through kind of how you're approaching discounting where historically, Potbelly hasn't really discounted that much to the **labor** investment because I don't think we've talked a lot about investments in **labor**. We've talked a little bit about minimum **wage** or **wage inflation** and things like that, but I'm unclear as to whether or not there is more investment in the people in the shops as well.

The transcript also discusses traffic trends, shop margins, and profitability in the third quarter, and mentions that the company is committed to testing new ideas to improve traffic driving tactics while striking the right balance to drive profitable growth.

Cost of goods sold was 26.8% in the third quarter, an improvement of 20 basis points on the prior year period. Relative to the first 2 quarters of 2018, the sequential higher COGS ratio primarily reflects traffic-driving investments and initiatives.

**Labor** was 30.5%, an **increase** of approximately 90 basis points from the prior year, primarily driven by **wage inflation** and sales deleverage.

Occupancy expense was 14.2% in the third quarter, an increase of 60 basis points from the prior year period, primarily driven by an increase in occupancy-related costs, including lease renewal, real estate taxes and common-area maintenance.

Operating expenses were 12.6% in the third quarter, an increase of 70 basis points compared to the prior year period, primarily driven by an increase in expenses such as repairs, maintenance, utilities and other expenses not directly variable with sales, as well as an increase in marketing and promotional initiatives, in addition to the timing of certain menu board updates in Q4 and marketing calendar updates; sales deleverage; and other inflationary pressures.

Our G&A expenses were \$10.1 million in the third quarter or 9.4% of total revenue. When excluding restructuring activities, proxy expenses and store closure costs, G&A was \$9.6 million or 9% of total revenue. Our G&A expenses as we simultaneously work to optimize and repurpose spend towards sales and traffic-driving initiatives, in addition to the timing of certain menu board updates in Q4 and marketing calendar updates; sales deleverage; and other inflationary pressures.

Our adjusted EBITDA was \$8.8 million for the quarter as compared to \$9.6 million for the prior year period. Our adjusted net income for the third quarter was \$2.4 million or \$0.02 per diluted share as compared to \$3.0 million or \$0.03 per diluted share for the prior year period.

Regarding our share purchase program. In the third quarter, we repurchased approximately 700,000 shares of Potbelly common stock in the open market for a total of approximately \$9 million. At the end of the third quarter, we had \$52.6 million available from our board-authorized

# Fundamental DS: Wage Inflation Has Been A Hot Topic

## Redlining Labor Expense Sections in 10Qs - How Disclosure Changes

ZOES 10-Q FY18 Q3 11.13.18 4:06PM (EST)

Print | Download | Share | Refresh | Search | Filter | MENU

	Net Sales
Restaurant sales for the twelve weeks ended <del>July 10</del> <u>October 2</u> , 2017	\$ 77,808
Incremental restaurant sales increase due to:	
Comparable restaurant sales	(5,464)
Restaurants not in comparable restaurant base	6,517
Restaurant sales for the twelve weeks ended <del>July 9</del> <u>October 1</u> , 2018	\$ 78,861

20

### [Table of Contents](#)

► Restaurant sales increased by ~~\$7.2~~ \$7.2 million, or ~~9.8~~ 9.3%, in the twelve weeks ended ~~July 9~~ October 1, 2018 compared to the twelve weeks ended ~~July 10~~ October 2, 2017. Restaurants not in the comparable restaurant base and other sales accounted for ~~\$9.4~~ \$9.4 million of this increase. Comparable restaurant sales decreased ~~\$4.8~~ \$4.8 million, or ~~2.5~~ 2.5%, in the twelve weeks ended ~~July 9~~ October 1, 2018, comprised primarily of a ~~4.1~~ 4.1% decrease in transactions and product mix offset by a ~~1.6~~ 1.6% increase in price. ◀

*Royalty fees.* ► Royalty fees remained flat in the twelve weeks ended ~~July 9~~ October 1, 2018 compared to the twelve weeks ended ~~July 10~~ October 2, 2017. ◀

*Cost of sales.* ► Cost of sales increased ~~\$2.4~~ \$2.4 million in the twelve weeks ended ~~July 9~~ October 1, 2018 compared to the twelve weeks ended ~~July 10~~ October 2, 2017, due primarily to the increase in restaurant sales. As a percentage of restaurant sales, cost of sales increased from ~~29.3~~ 30.8% in the twelve weeks ended ~~July 10~~ October 2, 2017 to ~~29.7~~ 30.8% in the twelve weeks ended ~~July 9~~ October 1, 2018. This increase was primarily driven by higher costs in ~~refrigerated goods and produce~~, frozen goods ~~and paper products~~ partially offset by lower costs in poultry ~~and beef~~. ◀

*Labor.* ► Labor increased by ~~\$3.2~~ \$3.2 million in the twelve weeks ended ~~July 9~~ October 1, 2018 compared to the twelve weeks ended ~~July 10~~ October 2, 2017, due primarily to opening ~~32~~ 32 new Company-owned restaurants. As a percentage of restaurant sales, labor increased from ~~29.8~~ 30.1% in the twelve weeks ended ~~July 10~~ October 2, 2017 to ~~31.2~~ 31.2% in the twelve weeks ended ~~July 9~~ October 1, 2018. ◀ The increase was primarily driven by the dilutive effect on margins from our newest restaurants which ~~deleveraged of fixed costs from negative com~~

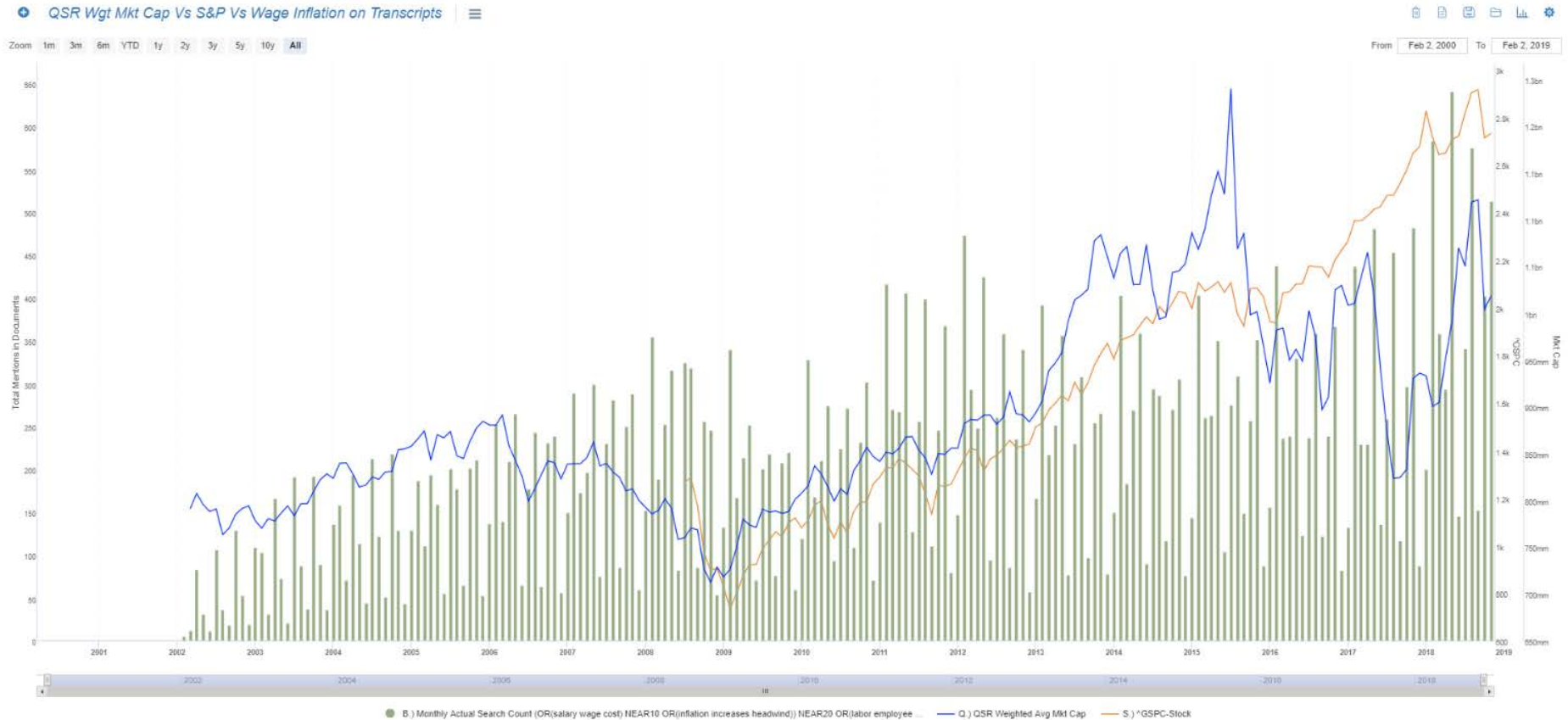
	Old Text	New Text
<i>Store operating expense.</i>	Labor increased by \$3.3 million in the twelve weeks ended <del>July 9</del> <u>October 2</u> , 2018 compared to the twelve weeks ended <del>July 10</del> <u>October 2</u> , 2017, due primarily to opening <del>32</del> <u>27</u> new Company-owned restaurants. As a percentage of restaurant sales, labor increased from <del>29.8</del> <u>30.1</u> % in the twelve weeks ended <del>July 10</del> <u>October 2</u> , 2017 to <del>31.2</del> <u>31.2</u> % in the twelve weeks ended <del>July 9</del> <u>October 1</u> , 2018. ◀	Labor increased by <del>\$2.1</del> <u>\$2.1</u> million in the twelve weeks ended <del>October 1</del> <u>October 1</u> , 2018 compared to the twelve weeks ended <del>October 2</del> <u>October 2</u> , 2017, due primarily to opening <del>27</del> <u>27</u> new Company-owned restaurants. As a percentage of restaurant sales, labor increased from <del>30.1</del> <u>30.1</u> % in the twelve weeks ended <del>October 2</del> <u>October 2</u> , 2017 to <del>32.3</del> <u>32.3</u> % in the twelve weeks ended <del>October 1</del> <u>October 1</u> , 2018. ◀

*General and administrative.* ► ~~Click ► to only highlight inserted text.~~ SHIFT+Click ► to only highlight ~~changed numbers.~~ ◀

General and administrative expenses increased ~~\$1.4~~ \$1.4 million, or ~~1.8~~ 1.8%, in the twelve weeks ended ~~July 10~~ October 2, 2017 to ~~11.4~~ 11.4% in the twelve weeks ended ~~July 9~~ October 1, 2018. The increase was primarily driven by ~~higher marketing spend and severance and store closure related~~ \$2.0 million of accrued costs from the pending merger. ◀

# Alternative Data: Wage Inflation Impact Linguistics

## Reviewing key language from recent transcripts across QSR Industry (Part 2)





# Alternative Data: Sentiment Screening Considerations

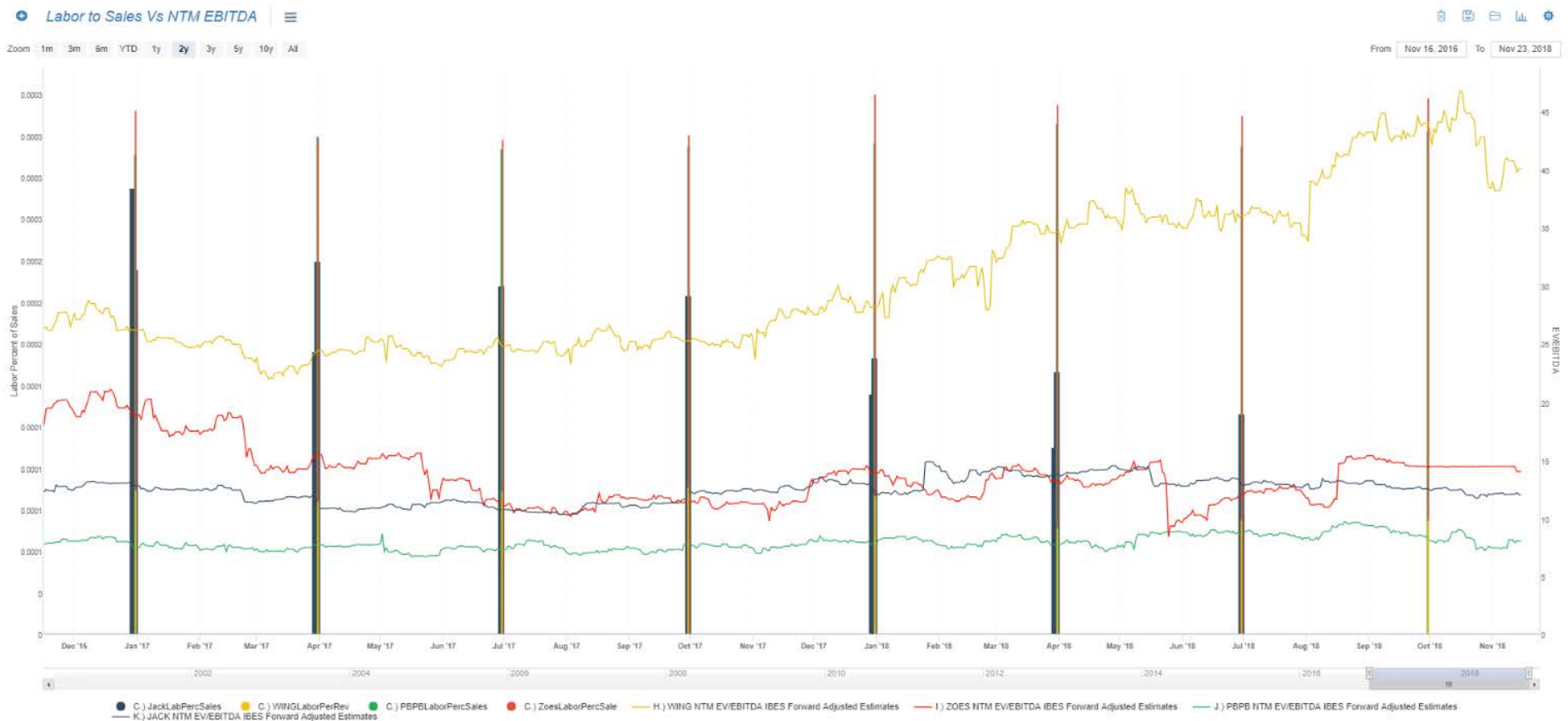
## Not Much Upside Based On Mgmt to Analyst Sentiment Spread

QSR Sentiment (unsav...)		QSR Sentiment - No Watchlist Filter										
Filter on watchlist:		Symbol	Company Name	Curr MCap (\$ mn)	1 Y Return (%)	CY19 P / E (x)	CY19 EV / EBITDA (x)	FY2 Sales YoY (%)	FY2 EPS Dil. Adj. YoY (%)	Transcript Sentiment Management FQ0	Transcript Sentiment Analyst FQ0	Transcript Sentiment Management-Analyst FQ0
No Watchlist Filter		BOJA	Bojangles', Inc.	602	28.16%	20.1x	11.4x	(5.0%)	10.2%	0.11	-0.05	0.15
Add Filter		DENN	Dennys Corp	1,054	35.37%	24.2x	13.4x	(4.5%)	3.3%	0.15	0.00	0.15
Sector Subsector ?		TACO	Del Taco Restaur...	423	-4.84%	18.4x	8.0x	5.8%	8.4%	0.15	0.02	0.13
Sectors (incl) Subsectors (incl) Restaurants 489		DIN	Dineequity, Inc	1,619	102.89%	13.2x	10.8x	8.3%	32.6%	0.14	0.03	0.11
Region Of Stock Exchange ?		PZZA	Papa Johns Inter...	1,882	1.97%	39.4x	18.1x	(1.0%)	2.6%	0.12	0.00	0.11
Regions (incl) United States 82		WEN	Wendy's Co	4,141	22.05%	29.3x	14.1x	3.7%	16.5%	0.14	0.04	0.10
Region Of Headquarter ?		RRGB	Red Robin Gourm...	436	-30.77%	18.1x	5.1x	0.1%	9.9%	0.12	0.03	0.10
Regions (incl) United States 64		BLMN	Bloomin' Brands, I...	1,918	17.51%	13.7x	7.3x	1.8%	4.0%	0.14	0.05	0.09
Current Market Cap (USD, ... ?		SONC	Sonic Corp	1,547	79.73%	25.4x	14.9x	2.7%	10.5%	0.14	0.06	0.08
From To 25 4,500 Results 41		EAT	Brinker Internatio...	1,974	51.32%	13.3x	8.4x	1.5%	5.3%	0.13	0.07	0.06
Transcript Sentiment Mana... ?		CAKE	Cheesecake Fact...	2,280	11.63%	18.9x	9.3x	4.9%	9.1%	0.11	0.05	0.06
From To -0.13 0.22 Results 35		FRSH	Papa Murphy's H...	88	-12.27%	11.7x	10.3x	(16.2%)	23.9%	0.14	0.09	0.06
Transcript Sentiment Ana... ?		STKS	One Group Hospit...	90	91.02%	8.9x	--	--	111.8%	0.14	0.09	0.05
From To -0.38 0.50 Results 32		CBRL	Cracker Barrel Ol...	4,118	9.22%	18.5x	11.1x	2.8%	4.9%	0.12	0.07	0.05
Transcript Sentiment Mana... ?		BJRI	Bjs Restaurants Inc	1,345	87.45%	25.4x	10.4x	5.0%	5.4%	0.13	0.09	0.04
From To -0.41 0.48 Results 32		HABT	Habit Restaurants...	379	60.00%	118.4x	10.6x	13.1%	(5.4%)	0.08	0.07	0.02
Transcript Sentiment Ana... ?		NDLS	Noodles & Co	423	87.88%	66.4x	12.7x	1.3%	278.4%	0.13	0.11	0.02
From To -0.41 0.48 Results 32		WING	Wingstop Inc.	1,937	67.41%	74.2x	38.4x	13.5%	3.5%	0.11	0.09	0.02
Transcript Sentiment Mana... ?		FRGI	Fiesta Restaurant...	521	10.26%	23.1x	7.8x	5.7%	39.2%	0.12	0.10	0.02
From To -0.41 0.48 Results 32		IPIC	Ipic Entertainment...	69	--	--	--	10.8%	--	0.09	0.06	0.02
Transcript Sentiment Mana... ?		DFRG	Del Frisco's Resta...	210	-52.99%	--	8.2x	28.8%	(221.5%)	0.12	0.11	0.01
From To -0.41 0.48 Results 32		SHAK	Shake Shack Inc.	1,867	33.63%	68.8x	22.3x	27.0%	7.5%	0.13	0.12	0.01
Transcript Sentiment Mana... ?		JACK	Jack In The Box I...	2,158	-23.87%	17.2x	11.8x	(10.9%)	15.1%	0.10	0.09	0.01
From To -0.41 0.48 Results 32		PBPB	Potbelly Corp	266	-9.41%	37.2x	7.7x	1.8%	7.5%	0.11	0.10	0.01
Transcript Sentiment Mana... ?		RUTH	Ruths Hospitality ...	838	38.37%	18.5x	11.8x	5.2%	5.9%	0.13	0.12	0.01
From To -0.41 0.48 Results 32		TAST	Carrols Restaura...	402	-8.25%	26.1x	5.7x	7.7%	19.2%	0.05	0.05	0.00



# Operational Considerations: Wage Expenses

## Industry Wage Expenses Compared to NTM EBITDA multiples



# Valuation Considerations: EPS Growth To PE Multiple

## JACK Earnings Estimates Flat While Multiple Declines (Part 1)



# Valuation Considerations: Adding Sentiment

## JACK EPS Growth Turning Positive As Analysts Remain Bullish While Multiple At Trough (Part 2)



# RMS: Understanding The Industry

## Creating Clear Concise Conclusions From Data (Part 1)

The screenshot displays a document editor interface. On the left, a sidebar shows a list of articles with search filters and labels. The main content area on the right shows a document titled "Labor Inflation - QSR" with a share link and a list of tickers. Below this, a section titled "Wage Inflation Impact:" contains three articles, each with a highlighted conclusion. The first article is "Q3 2018: Continued ramp up in wage inflation, especially in California and Los Angeles continues to put pressure on margins, while pricing increases aren't enough to offset:". The second is "Q3 2018 McDonald's Corp Earnings Call" with the conclusion "I'll say there were a few pressures on margins this quarter. One was, I'll say, overall, labor pressures, and that's -- that has 2 main components to it. One of them is kind of increase in wages and labor costs." The third is "Q3 2018 El Pollo Loco Holdings Inc Earnings Call" with the conclusion "Labor and related expenses as a percentage of company restaurant sales increased 20 basis points year-over-year to 29.2%. The increase in labor expenses was due primarily to higher wages in California, especially in Los Angeles; the impact of incremental labor required for 6 restaurants opened during or after the first quarter of 2018, and higher workers' compensation expense as a result of higher claims activity. These are partially offset by increased menu prices. We continue to expect labor inflation of about 5% for the full year 2018, accelerating to 5.5% to 6% in 2019." The fourth article is "Q3 2018 Potbelly Corp Earnings Call" with the conclusion "Labor was 30.5%, an increase of approximately 90 basis points from the prior year, primarily driven by wage inflation and sales deleverage."

Search

to it. One of them is kind of increase in wages and labor costs.

LOCQ Q3 2018 El Pollo Loco Holdings Inc Earnings Call

Wage Inflation @nick.carreras

Labor and related expenses as a percentage of company restaurant sales increased 20 basis points year-over-year to 29.2%. The increase in labor expenses was due primarily to higher wages in California, especially in Los Angeles; the impact of incremental labor required for 6 restaurants opened during or after the first quarter of 2018, and higher workers' compensation expense as a result of higher claims activity. These are partially offset by increased menu prices. We continue to expect labor inflation of about 5% for the full year 2018, accelerating to 5.5% to 6% in 2019.

PEPE Q3 2018 Potbelly Corp Earnings Call

Wage Inflation @nick.carreras

Labor was 30.5%, an increase of approximately 90 basis points from the prior year, primarily driven by wage inflation and sales deleverage.

ZOES Q2 2017 Zoe's Kitchen Inc Earnings Call

erpu @nick.carreras

And also are there any synergies we should be thinking about among these new items to really help them accelerate same-store sales?

ZOES Q1 2018 Zoe's Kitchen Inc Earnings Call

becklog @nick.carreras

The first quarter was challenging, and results came in below our expectation as comparable restaurant sales declined by 2.3%, excluding a 25 basis point negative impact from a week 1 calendar shift and an approximate 100 point -- 100 basis point drag from approximately 500 impacted sales days due to weather.

WINGQ Q4 2017 Wingstop Inc Earnings Call

erpu @nick.carreras

Normal Helvetica Neue 14 1.5 B I U S T A

### Labor Inflation - QSR

Saved a few seconds ago | Created: 11.15.18 | Comments (0)

Share: <http://sent.io/EiEvuR4oA>

Note Category: General

Send to thesis

Tickers/Tags: DPZ PLAY MCD YUM ZOES CMG HART LOCO EWLD DFB PBPB FISH BOJA TACO CAKE SHAK CHRY WING

### Wage Inflation Impact:

**Q3 2018: Continued ramp up in wage inflation, especially in California and Los Angeles continues to put pressure on margins, while pricing increases aren't enough to offset:**

**Q3 2018 McDonald's Corp Earnings Call** Tu 10.23.18 8:00 AM [Wage Inflation](#) [Open in Document](#) <http://sent.io/GdEiUvQzER> @nick.carreras Th 11.15.18

I'll say there were a few pressures on margins this quarter. One was, I'll say, overall, labor pressures, and that's -- that has 2 main components to it. One of them is kind of increase in wages and labor costs.

**Q3 2018 El Pollo Loco Holdings Inc Earnings Call** Th 11.01.18 2:00 PM [Wage Inflation](#) [Open in Document](#) <http://sent.io/P8EiUvQzR> @nick.carreras Th 11.15.18

Labor and related expenses as a percentage of company restaurant sales increased 20 basis points year-over-year to 29.2%. The increase in labor expenses was due primarily to higher wages in California, especially in Los Angeles; the impact of incremental labor required for 6 restaurants opened during or after the first quarter of 2018, and higher workers' compensation expense as a result of higher claims activity. These are partially offset by increased menu prices. We continue to expect labor inflation of about 5% for the full year 2018, accelerating to 5.5% to 6% in 2019.

**Q3 2018 Potbelly Corp Earnings Call** Fri 11.09.18 5:00 AM [Wage Inflation](#) [Open in Document](#) <http://sent.io/QEEiUvQzH> @nick.carreras Th 11.15.18

Labor was 30.5%, an increase of approximately 90 basis points from the prior year, primarily driven by wage inflation and sales deleverage.

**Q2 2018: Wage Inflation Is Ramping**

# RMS: Understanding Your Portfolio

## Creating Clear Concise Conclusions From Data (Part 2)

DASHBOARD QSR - FRANCHISED

Configure Widgets

**Nick Cameras**  
nick.cameras@sentio.com

anurag

arib

ashish.agarwal

austin.bell2

bernan.dero

blake.dero

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Team Tickers

My Tickers

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Benchmarks - Con...

Benchmarks - Con...

Benchmarks - Energy

Benchmarks - Fina...

Benchmarks - Heal...

Benchmarks - Mat...

Benchmarks - Real...

Benchmarks - Tech

Benchmarks - Telo...

Benchmarks - USIB...

Big Tech

Rio

QSR - 50% Franch...

**QSR - Franchised**

QSR - Low Franch...

S&P 500

SUMMARY
TRADING DATA
VALUATION

Ticker	Owner	Price	Last Updated	Upside/Downside	Recommendation	Investment Duration	Investment Type	Conviction	Price Target	Market Cap	Shares Short % of Free Float	Days To Cover	FY2016 Revenue	FY2018 EBITDA	FY2016 EPS	TestL
SONC	nick.cameras	\$43.35	11.15.18	101.5	Hold	3 months	Hedge	5		\$44	1,547	4.7%	-	-	-	-
MCD	anurag	\$182.58	10.09.18	-						-	141,508	0.6%	-	-	-	-
DNKN	nick.cameras	\$71.50	11.15.18	99.91	Sell	> 1 year	Earnings	5	\$85	5,905	7.0%	7.5	-	-	-	-
DPZ		\$250.62	-	-						-	10,700	3.6%	-	-	-	-
QSR	alap	\$04.48	12.19.17	-						-	13,824	4.9%	-	-	-	-
YUM	jeb	\$88.79	10.16.17	-						-	27,729	1.6%	-	-	-	-
JACK	nick.cameras	\$79.17	11.15.18	101.05	Sell	> 1 year	Earnings	10	\$90	2,158	6.0%	3.0	-	-	-	-
WING	nick.cameras	\$68.11	11.15.18	90.78	Sell	> 1 year	Earnings	10	\$80	1,937	14.2%	11.3	-	-	-	-
WEN	nick.cameras	\$17.49	11.15.18	102.92	Sell	> 1 year	Earnings	10	\$18	4,141	11.2%	6.0	-	-	-	-

Calendar

November 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
28	29 8 DOCS 1 EVENT 2 NOTES	30 1 DOC 1 EVENT	31 2 DOCS 1 EVENT			
4	5 2 DOCS 1 EVENT	6 5 DOCS 1 EVENT	7 2 DOCS 4 NOTES	8 3 DOCS 2 EVENTS	9 0 DOC 1 NOTE	10
11	12	13 1 DOC	14 1 DOC	15 1 DOC	16 1 NOTE	17

Recent Notes

Today

- INC DOC SONC SONC Thesis 11:37 PM
- INC DOC DNKN DNKN Thesis 11:35 PM
- INC DOC JACK JACK Thesis 11:32 PM
- INC DOC WING WING Thesis 11:22 PM
- INC DOC WEN WEN Thesis 11:19 PM

Recent Documents

Today

- DOC WEN Press Release: San Diego Wendy... 11/15/2018
- DOC YUM B-K Other 11/15/2018
- DOC YUM Press Release: Yum! Brands, Inc.... 11/15/2018
- DOC QSR Press Release: The BURGER KN... 11/15/2018

Yesterday

Broker Research

Today

- DOC BARC: Domino's Pizza: Supply Chain 'Doug... 11/15/2018
- DOC BERNSTEIN: Key Takeaways from Bernstein ... 11/15/2018
- DOC UBS: Domino's Pizza Inc: 'Time to Make the ... 11/15/2018
- DOC Adding LKQ and ERI to Franchise Picks, Ref... 11/15/2018

Yesterday

- DOC GS: Domino's Pizza Inc. (DPZ): Touring DPZ... 11/15/2018

# RMS: Understanding Your Company

## Creating Clear Concise Conclusions From Data (Part 3)

The screenshot displays the RMS interface for a draft thesis on JACK. The top navigation bar includes tabs for SUMMARY, DOCUMENTS, and BROKER RESEARCH. A sidebar on the left shows user profiles and watchlists. The main content area features a metadata table and a text editor for the thesis.

Field	Value
Owner	nick.carreras
Ticker	JACK
Price	\$79.17
Last Updated	11.15.18
Upside/Downside	101.05
Recommendation	Sell
Investment Duration	
Investment Type	Earnings
Conviction	10
Price Target	80
Market Cap	2,158
Shares Short % of Free Float	8.0%
Days To Cover	3.0
FY2018 Revenue	
FY2018 EBITDA	
FY2018 EPS	
test_currency	

**Thesis**

2 years of disappointing top line growth and margin pressure as competition across US QSR sector increases

Key drivers:

1. Wage inflation
2. Limited Price Power Growth
3. Stagnant Volume

Expect a sales miss against sell-side's stale 4Q estimates, particularly after analyzing the slower recent trends across the QSR peers. This does not appear reflected in buyside expectations despite the stock's underperformance since last print and a valuation that sits lowest in our coverage universe.

Furthermore, sell side perspective skewed by activist shareholders: two activists now holding nearly 14% of shares (one achieving board status) ... driving unfounded expectations of capital returns

Downside risk to shares appears mostly tied to any meaningful reduction to '19 earnings estimates

**Key Debates / Diligence Workstreams**

# Appendix: Quick Financial Overview

## All The Latest Financials

