

CAVA

COMPANY DESCRIPTION

Founded in 2006 as a full-service restaurant, CAVA Mezze, CAVA Group, Inc is a Mediterranean fast-casual restaurant brand headquartered in Washington D.C. The company operates CAVA and Zoes Kitchen restaurants (in the process of conversion to CAVA restaurants). CAVA Group also operates in the Consumer Packaged Goods ("CPG") business in selling dips, spreads and dressings through grocery stores, including Whole Foods Markets. 🚩

BUSINESS MODEL

CAVA Group generates revenue from in-restaurant dining, online catering, other third-party marketplace delivery, and digital order pick-up. The company also generates revenue from the sale of dips, spreads, and dressings (CPG revenue). 🚩

GROWTH STRATEGIES

CAVA's growth strategies encompass: 1) new CAVA restaurant openings in both existing markets and new markets; 2) enhance digital platform offerings especially for drive-thru, pick-up, and catering; 3) introduce new and unique menu items; and 4) increase brand awareness. 🚩

USE OF IPO PROCEEDS

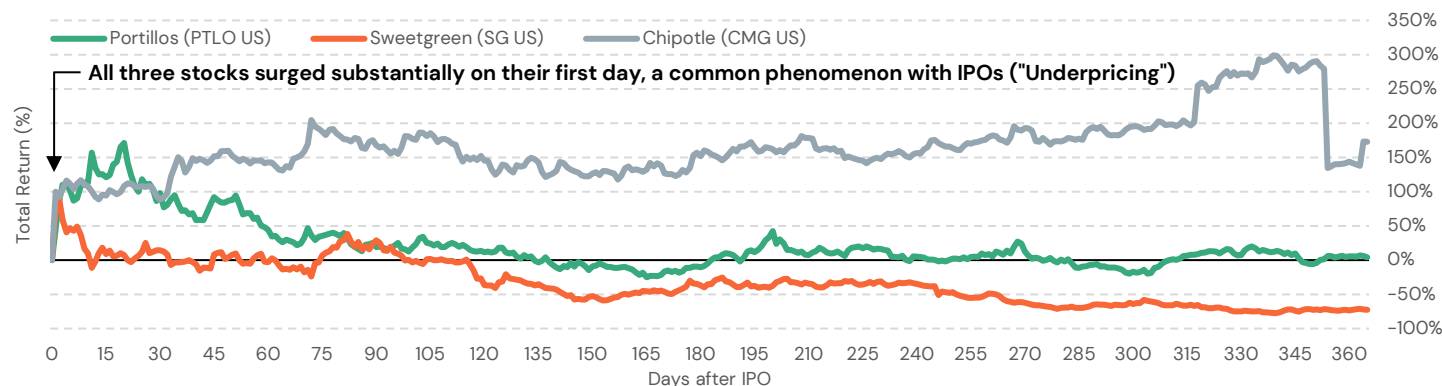
CAVA Group is expected to use the net proceeds of the Initial Public Offering to fund future new restaurant openings and repayment of Delayed Draw Term Loans. 🚩

IPO HISTORY

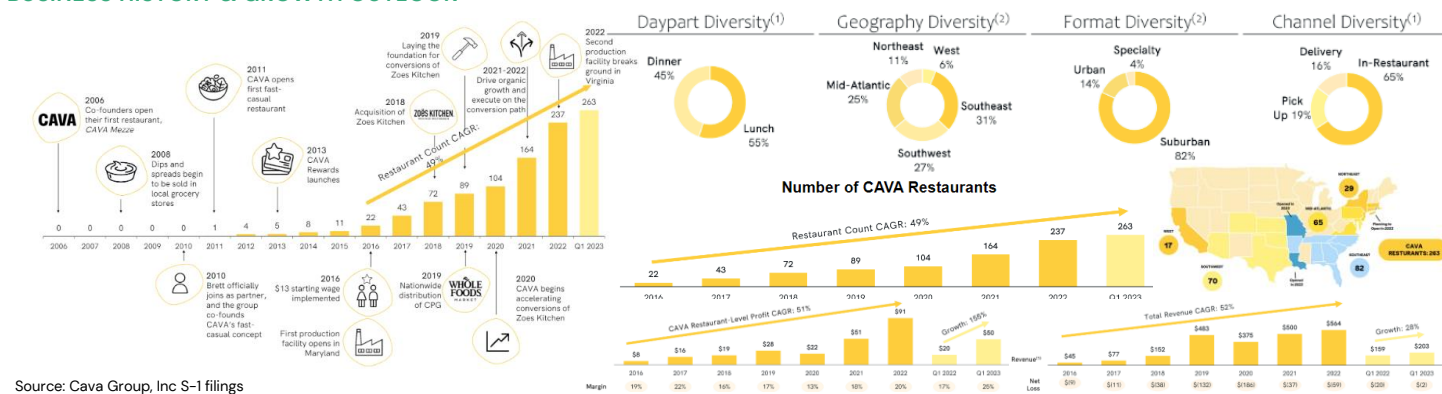
On 06/12/2023, CAVA Group raised their previously expected IPO price range of \$17 to \$19 per share to \$19 to \$20 per share. CAVA is expected to price by the end of 06/14/2023. Led by J.P. Morgan, Jefferies, and Citigroup, the Mediterranean restaurant chain offered 14,444,444 shares and is expected to have a market capitalization of ca. \$2.2 billion if the 15% over-allotment option is fully exercised in connection with its Initial Public Offering. CAVA Group is expected to start trading on the New York Stock Exchange (the "NYSE") tomorrow, Thursday, June 15, 2023. 🚩

Funds managed or advised by Capital International Investors, Capital Research Global Investors, and T. Rowe Price Investment Management, (the "cornerstone investors") have indicated an interest in purchasing up to an aggregate of \$100 million in this offering. 🚩

HISTORICAL PERFORMANCE OF PEER RESTAURANT CHAINS - UP TO 1 YEAR POST-IPO



BUSINESS HISTORY & GROWTH OUTLOOK



INDUSTRY COMPARISON (AS OF 06/13/2023)

COMPANY	STOCK SYMBOL	IPO DATE	INITIAL RETURN	OFFER TO DATE (TR)	2023 YTD (TR)	BETA TO BENCHMARK	REVENUE GROWTH (YoY)	P/S Ratio
CAVA	CAVA US	06/15/2023	TBA	TBA	TBA	N/A	12.81%	4.02x*
Portillo's	PTLO US	10/21/2021	45.50%	-61.51%	30.67%	1.55	9.75%	2.57x
sweetgreen	SG US	11/18/2021	76.79%	-61.75%	24.67%	1.67	38.32%	2.54x
Chipotle	CMG US	01/26/2006	100.00%	9289.68%	48.67%	1.23	14.41%	6.58x

Other restaurant chains operate in the Mediterranean niche include Luna Grill, Garbanzo Mediterranean, Roti, Taziki's Mediterranean, and Mezeh. *Using estimated \$2.2bn valuation