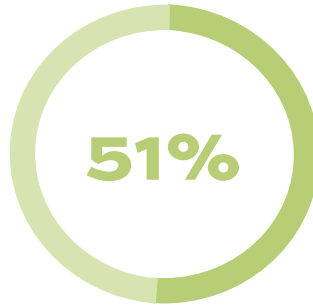


RESTAURANT INDUSTRY STATISTICS

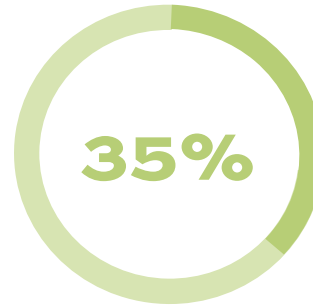
TOP CHALLENGES IDENTIFIED BY RESTAURANTS



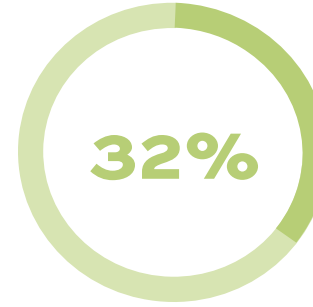
HIGH OPERATING COSTS



STAFFING



TRAINING STAFF



STAFF RETENTION

\$863 Billion

2019 Restaurant Industry Sales in 2019 (4% of the U.S. Gross Domestic Product)

\$82,000

Average Sales per employee nationwide for eating and drinking establishments

\$2,000

Average cost of hiring and training a new staff member (\$15k for a new manager)

90%

Of guests research a restaurant online before going (more than any other business)

51%

Of the Average American food dollar goes to the restaurant industry (25% in 1955)

3-5%

Average profit margins most restaurants achieve

45%

Of diners go out to eat multiple times a week (another 20% going out once a week)

41%

Consumers who would buy meal kits to prepare at home if a restaurant offered them