

BRINGING INNOVATION TO THE TABLE











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WHO WE ARE AND WHAT WE DO

Welbilt is more than a name – it's a promise

A promise to keep innovating. To keep evolving. And most of all, to keep bringing our customers the absolute best in foodservice solutions. While our name may have changed over the years, our defining spirit has remained the same... we've never been more excited to share this passion for excellence with our customers.

Evolving with your world

From the pantry to the palate, we know operators are constantly facing new demands from every direction. That's what motivates us to keep innovating across the board, allowing our customers to tackle rising operating costs, address everdemanding regulations, and surpass their guests' evolving expectations. With availability in more than 100 countries, and an extensive global network of partners, Welbilt and its leading brands are present around the world to provide excellence through innovation.

The complete kitchen is more than a sum of its parts

While no detail goes uninspected, we're always thinking of the bigger picture. At Welbilt, we are intelligently connected, which means no product is designed in isolation from the rest of the kitchen.

Our proven expertise lies in creating modular systems that operate seamlessly in our customers' foodservice or retail environment. From the digitally connected KitchenConnect®, the lifecycle care management of KitchenCare® and the fully-integrated FitKitchen®, we have everything needed to create the perfect, customized workspace.



PIONEERING THE FOODSERVICE INDUSTRY



Innovative solutions

Welbilt connects food, people and equipment into a single kitchen ecosystem, with customized system solutions that are perfectly tailored to respond to our customers' everyday needs. Today's foodservice operators face many pressures – from space limitations, rising energy and labor costs, to ever-evolving tastes and flavors. One of our goals is to help our customers find the right solution to these challenges, whilst providing them with the quickest return on investment possible.

Our solutions enable customers to grow their sales, expand their businesses, and keep their menus fresh and exciting, while offering an engaging work environment for their staff. Our approach to foodservice innovation simplifies and streamlines traditional operations. We don't just address specific tools or work areas – we focus on innovating across the kitchen as a whole.

From trend to table

Global trends are driving change in foodservice: from millennial-led digital engagement and the growing demand for health-conscious options to an evolving middle class which is reshaping lifestyle changes in emerging markets and the increasing desire for more customization alongside a fresh and novel experience.

Understanding the long-term implications of these trends and identifying areas for future opportunities and improvements are key priorities for us as we continue to deliver the best in foodservice solutions.

We are committed to developing innovations that allow our customers to successfully and profitably respond to those market forces and to stay ahead of the game. For example, our integrated and digital kitchen solutions save on labor by optimizing work flows, enable easy data sharing to manage logistics and inventory, reduce waste and energy consumption, and enhance food safety.

Our research and development experts work with a global network of world-class chefs and engineers to ensure that we know exactly what our customers need, and that our solutions are practical and seamless.

WE ARE WELBILT

People

Welbilt brings the best in foodservice solutions to customers around the globe. This could not be done without our dedicated employees ensuring excellence in everything that we do.

Our engineers, manufacturing and operations teams, as well as those that perform other key functions are what drive innovation and our continuing success in the global market.

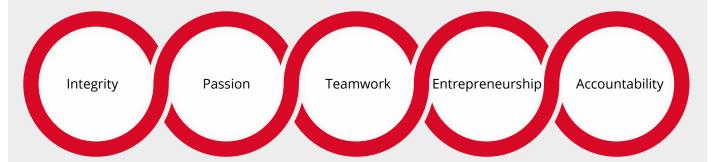


Our vision

We are the global leader in professional foodservice equipment and systems.

Our mission

To create value for customers, employees and shareholders by integrating food, technology and people to build and deliver the highest quality, innovative products and systems, offer best-in-class global service, and enable healthy and safe food experiences.



Our values

We work as a collaborative team, passionately pursuing excellence with integrity. We enjoy transforming challenges into opportunities. We can be trusted to deliver solutions quickly and consistently.

PREPARING FOR TOMORROW

We are pragmatically innovative. Our expert teams of fully-trained culinary professionals and engineers understand the pressures foodservice businesses face, such as food safety and waste, space, rising labor costs and sustainability.

With a strong R&D backbone, we drive innovative customer-focused solutions and develop new proprietary technologies every day.

Our commitment to take leadership in sustainability is also deeply embedded in our values. At Welbilt, innovation is what allows us to make sure that we meet the environmental targets that we set ourselves. It also helps our customers to reduce their carbon footprint without losing the same quality of product.

Continuously improving the balance between economic growth and success, conservation of the environment, and social responsibility are fundamental to our corporate culture. This approach applies to every region, brand and function.

Find out more www.welbiltgreen.com

Our employees across the world have embraced the principles of sustainable development in their daily work, and think and act accordingly. We are doing this through:

- Extended product life by working to extend the life of our products, Welbilt reduces the demand for raw materials and energy consumption
- New product introduction we've incorporated guidelines for the use of sustainable and environmentally-friendly materials into our new product introduction process, along with similar guidelines for energy and water saving
- Committed to product development that meets or exceeds ENERGY STAR® guidelines. Welbilt has been recognized with the ENERGY STAR Partner of the Year Sustained Excellence Award for nine consecutive years
- Introduced EnerLogic®, which offers products that have been shown to reduce energy or resource costs based on third party assessment



WE ARE WHERE YOU ARE

Welbilt has one of the broadest portfolios of both hot and cold foodservice equipment in the industry, from ovens, fryers, steamers, grills, ranges and induction cooktops to beverage dispensing, blending, refrigeration and ice-making equipment.

Welbilt's 12 product brands are designed to improve productivity, quality and profitability for customers in more than 100 countries. All our products are supported by FitKitchen®, our fully-integrated kitchen systems brand, KitchenConnect®, our premier digital platform for a new generation of connected kitchens, and KitchenCare®, our aftermarket repair and parts service. Our products, services and solutions are marketed through a worldwide network of dealers and distributors.

WBT

NYSF



15

Global brands

12

Product brands

+ 3

Service brands

21

Manufacturing sites



5,600+ Global employees approx.



3,500+



100+

Countries





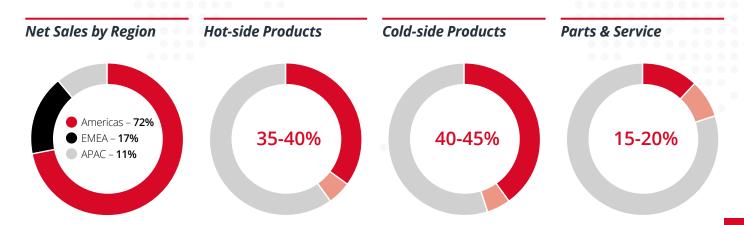


KEY FIGURES FOR 2017

\$1.45bn Find out more ir.welbilt.com



Percentage of Revenues by Product Category





TURNING PATTERNS INTO PROFITS

At Welbilt, we are designing the kitchen of the future to drive continuous improvements in performance for our customers.

As our partners navigate a new digital world, we help them leverage data to optimize their processes and bottom line, improve the guest experience they deliver, and over time provide a platform that will enable them to continually adapt to our changing world. With Welbilt KitchenConnect® our customers can focus on their guests because someone is always keeping an eye on the kitchen, for even the smallest issue – so nothing is missed.

KitchenConnect is our premier digital solution for a new generation of connected kitchens offering solutions through report management, asset management, menu management, quality management and service management. It provides real-time insights, allowing for better equipment performance, reducing costs and food waste, improving work flow and food quality, and limiting downtime. It unlocks equipment information for chefs, operators, restaurant managers, and multi-unit owners to optimize the operation of their kitchens and adapt to an ever-changing environment faster and more efficiently.

A choice in monitoring capabilities from a single piece of equipment in one restaurant to full facility monitoring of multiple locations – and everything in between – means our customers can choose the option that best fits their operational needs. Welbilt's KitchenConnect digital platform offers numerous ways to harness this power to take operations from average to great, realizing benefits like never before.

With monitoring that is responsive and simple to use, our customers can identify potential issues before they result in downtime and lost revenue. This gives the peace of mind that even when customers can't be onsite, they can still monitor their restaurant 24/7, 365 days a year. What's more, KitchenConnect's open platform supports connectivity to third party platforms and equipment, offering the connection flexibility restaurants and large chains need.









DYNAMIC BY DESIGN

Every successful endeavor is built on two things: a strong foundation and a pioneering spirit.

As our customers embark on their next foodservice initiative, there's no more crucial time to get things exactly right than at the very start of the project. That's why all of us at FitKitchen® are dedicated to working with restaurateurs from the beginning, infusing their work with the expertise needed to keep growing effectively into the future.

When it comes to strategizing for success, we know there's no one-size-fits-all tactic for every restaurant. Instead, we apply a personalized approach as we collaborate with customers on each and every facet of their enterprise. We take the time to get a full understanding of both current resources and long-term aspirations to discover what's truly best for customers and their team. That's how we can make sure our unique solutions are customized to address unique challenges.

By harnessing the versatility of the Welbilt product portfolio, we can create that perfectly harmonized, complete kitchen ecosystem for our customers' restaurants. From the walk-in to the stovetop, the workspace will boast a unity and seamlessness that can only come from such a tailored touch. After many years consulting with proprietors of all kinds, we know there's always room for innovation. At FitKitchen, that means we're calling on more than experience when it comes to designing the ideal operation for customers.

With our eyes on the future, we're constantly improving upon those best practices to develop new and exciting ways to bring restaurants to life. We can't wait to partner with new customers to build toward tomorrow – delivering everything they need to start with confidence today.

Find out more www.welbilt.com







TIMELESS QUALITY, TRUSTED FOR LIFE

At Cleveland[™], we are honored to harness our past as we collaborate on building our customers' future.

For over 170 years, we have lived up to our reputation as the dependable, tried-and-true partner for foodservice professionals throughout the industry. It takes time to cultivate that heritage of genuine trust and reliability – time measured not just in decades, but in the tireless care we craft into each and every one of our products. With that dedication, our customers can count on us for simple yet sophisticated solutions, bringing power to their kitchens for years to come.

SteamChef® Boilerless Convection Steamer

Cleveland is the only manufacturer that specializes in the design and manufacture of steam cooking equipment. Kitchens that utilize steam cooking technologies can increase cooking speed, reduce waste, improve menu quality, and save energy, helping to create more efficient work spaces.

Cooking with Cleveland Steam-Jacketed Kettles remains one of the most energy efficient and productive commercial cooking appliances on the market today. Ideal for soups, sauces, pastas, gravies, stews, rice and more, the kettles provide ultra-efficient energy transfer and uniform heating, which saves energy.



Find out more www.clevelandrange.com











ADVANCING YOUR AMBITIONS

Forward-thinking operators and restaurateurs no longer need to follow the pack to know what's best for their business. At Convotherm®, we know it takes real conviction to move beyond convention and discover exciting new opportunities for growth.

That's why we've dedicated ourselves to working directly with industry professionals, teaming up to bring out the absolute best in every establishment. Focused at the heart of our customers' business, our innovative solutions streamline their kitchens, helping them to exceed consumers' expectations with every visit. After all, our customers have already set high standards for success.

Convotherm 4 Combi Oven

Innovators in combi oven technology since 1976, Convotherm's oven includes proprietary features such as a disappearing door and easyTouch® and easyDial® controllers – which deliver the highest food quality and consistency – plus ConvoClean+, our fully automated, hands-free cleaning system.

Everything our customers cook or bake today will be enhanced by the Convotherm oven. Baking, roasting, smoking, steaming and frying – our customers can do it all better because of Convotherm's unique Advanced Closed System+® (ACS+) technology to ensure peak cooking performance in all Convotherm 4. Convotherm ovens can be found in restaurants, hotels, healthcare, schools and universities, retail chains, convenience stores and cafes as well as cruise ships around the world because our customers are seeking to improve quality every day while saving time, energy, and water.



Find out more www.convotherm.com









CRAFTED FOR EVERY TASTE

At Crem®, coffee is truly our passion. From the bean through the machine, we've spent decades infusing that passion into every aspect of our work, bringing superior coffee experiences to everyone, everywhere.

Our understanding goes beyond how coffee equipment works, we have a collective industry expertise – from trained baristas, professional cuppers, and our field service and engineering teams – so we can ensure we're building equipment with our customers in mind. Addressing their real challenges, our solutions combine practical impact with intuitive design, for crafted coffee creations of all kinds.

We never rest in pursuit of helping you deliver that high-quality experience, whether it's in a specialty coffee shop, convenience store, fine dining restaurant or in your office place. We infuse that passion and expertise into every one of our products. Because it's that blend of passion, deep understanding, and collaboration with you that truly drives all our work at Crem.

Traditional Espresso - Crem ONYX

Born from the perfect combination of reliable, high performance traditional espresso machines and our continuous pursuit of innovative solutions to push coffee technology further, ONYX is the professional grade premium espresso machine that merges creative design with endless customization possibilities.

Our goal from the very beginning has been to create a machine that can meet our client's daily demands whilst still looking its very best, perfectly balancing exceptional beauty and class with practical utility for demanding baristas.













FRESH SOLUTIONS, FIT FOR YOU

At Delfield®, we know there's no one secret ingredient for our customers' success.

In fact, it's much more than any seasoning, spice, or flavor. In business, it's the entire kitchen, with a workflow that's always seamless, simple and swift. This is why we design every one of our products with our customers' whole space in mind, creating connections and strong foundations that all fit together to keep their kitchen and business running smooth and steady. From temperature management systems to prep stations, Delfield has the experience and expertise to bring consistently fresh solutions together to create the perfect kitchen.

Specification Line® Upright Refrigeration and Freezers

Delfield's new Specification Line features a 4.3" display, euro design and GreenGenius® R290 refrigeration, Delfield's most advanced, energy-efficient, environmentallyfriendly hydrocarbon refrigeration system.

The new Specification Line provides the peace of mind operators need. The easyTouch touchscreen has been designed to make daily tasks easier and more productive. It is easy to use and smart enough to control all essential functions. You can also protect screens with a passcode, if the data is not supposed to be shared with others.

Additionally, the large display always indicates the temperature of the system. If you are offsite, use our app on your phone to connect all your locations and view all equipment with one click.



Find out more www.delfield.com











YOUR GROWTH IS OUR GOAL

Frymaster® has spent nearly a century creating products that are efficient, costeffective and long-lasting, helping our customers grow their business starting in the kitchen.

Keeping simplicity, speed and safety front of mind, our designs are intuitively engineered to maximize both flavor and profits. With state-of-the-art technology that monitors and conserves resources, our customers' entire operations will run lean and smooth, saving them both time and money. That's a promise we bring to everything we do at Frymaster – because our customers' bottom line is our bottom line.

FilterQuick® Oil Conserving Fryers with OQS

Frymaster Filter Quick fryers lead the field in the use of technology to deliver ultimate oil, labor, and energy savings, using Oil Quality Sensor (OQS), Automatic Filtration (AF), Automatic Top-Off (ATO), and Kitchen Connect® data reporting. They are ideal for operations that need smart equipment to increase speed of service and reduce operating costs.

Our FilterQuick fryer's automatic filtration allows operators to filter oil with the push of a button from the front of the fryer. Frymaster's patented integrated Oil Quality Sensor (OQS) measures Total Polar Materials (TPMs) with great precision and allows oil to be discarded at its true end – not too early, not too late. Plus, FilterQuick fryers are KitchenConnect enabled to allow remote access to valuable fry station management data from the fryer through an online dashboard.





Find out more www.frymaster.com

















BRING YOUR PASSION TO THE SURFACE

After more than 140 years in the business we know a thing or two about durability, and we know it takes more than hard work and experience to keep building on that strength.

It takes a genuine partnership, working together to create new and effective solutions right at the heart of our customers' business. That's why Garland® is dedicated to collaborating with chefs, operators and restaurateurs to find what really works, teaming up to design equipment that's as practical as it is powerful. This joined up approach is also how we revolutionized the kitchen before, and it's how we'll keep evolving it for the future. We rely on pragmatic innovation to keep us moving forward.

XPress® Grill – The Next Generation in Two-Sided Cooking

Garland's Xpress Grill takes energy and temperature management to the next level with a controller that automatically adapts to either 208V or 240V. PID software continuously modulates power to maintain set point, unlike conventional on/off cycling. Cooking lanes are independently controlled, separated with grooves under the grill plate to prevent heat migration. Each lane can be set at a different temperature or even turned off when not needed.













PROTECTING YOUR FUTURE

Kolpak® has been a leader of walk-in cold food storage solutions for decades.

Kolpak products include refrigeration systems, self-contained walk-ins, refrigerated warehouses, pre-engineered walk-ins, and walk-in accessories. We promise to protect the quality of your food and service, day and night. That's why we're dedicated to instilling that trust right at the center of your organization, so you can confidently provide your guests with nothing but the absolute best. We are committed to personal service and customer satisfaction, and we help operators find the perfect sized unit for their specific food storage needs.

Pre-Engineered Walk-Ins

These units use the same components that have made Kolpak walk-ins famous for quality, flexibility, durability, and energy efficiency. Because they come engineered and utilize standard components shipping and installation are greatly reduced.



Find out more www.kolpak.com









CONSISTENCY YOU CAN COUNT ON

For over 60 years, Lincoln™ has been producing conveyor ovens.

Utilizing advanced air impingement technology, Lincoln has revolutionized the way in which foods are cooked. As a result, Lincoln's high-performance conveyor baking platforms are considered the best in the industry. Lincoln Impinger® ovens allow for rapid heating, cooking, baking, and crisping, enabling even high-volume operations to fill customer orders rapidly. This advanced technology enables high quality foods to be cooked perfectly with a minimal cook time.

1100 Series Conveyor Oven

The Impinger II 1100 series oven gives our customers that extra capacity and speed they need for higher volume applications. With an 18″ wide belt and 28″ long baking chamber, this oven is a further improvement on our current digital countertop Impinger models. Our patented FastBake™ technology raises the bar even further by significantly reducing cook time.



Find out more www.lincolnfp.com









ENGINEERED FOR EASE

Foodservice operation is a complicated enterprise. With so many moving parts, it's hard to keep things running smoothly and efficiently. At Manitowoc®, we're dedicated to creating simple, powerful ice machines that give our customers the peace of mind to manage the rest of your organization with clarity their control.

Backed by a heritage of experience and expertise, our dependable solutions are designed to help customers conserve your resources with intuitive, seamless functionality, so our customers have even fewer challenges to worry about. At Manitowoc, we're proud to harness that thoughtful engineering as we discover new ways to help keep our customers' establishments running efficiently.

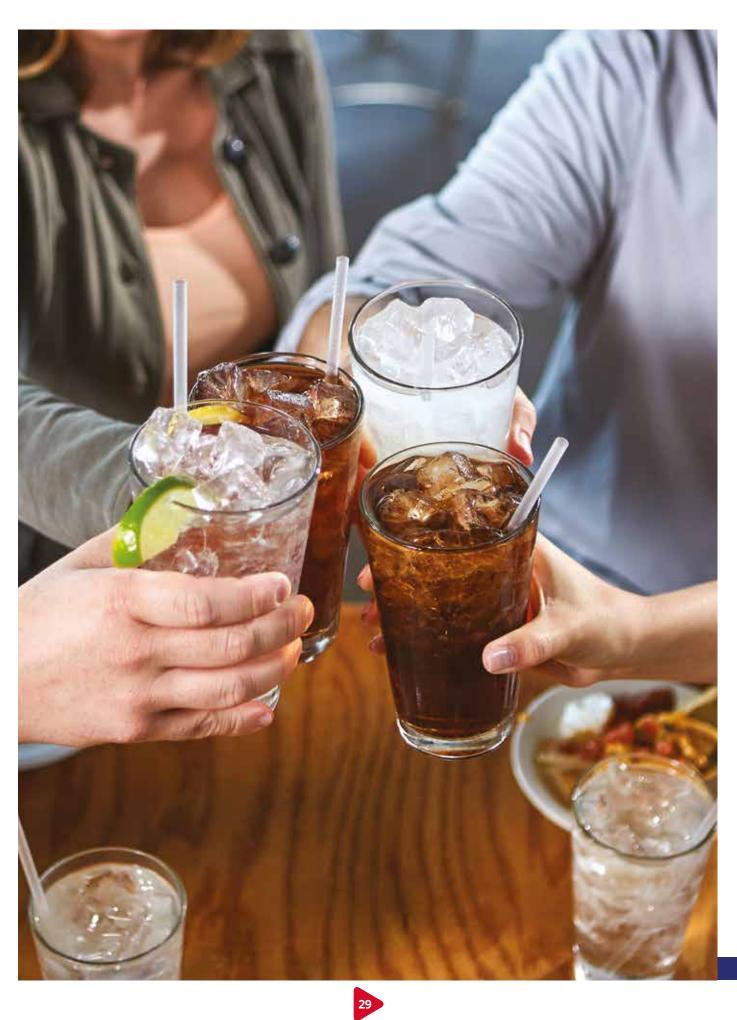
Indigo® NXT – The Next Generation Ice Machine

Indigo NXT (NEXT) simplifies the process of owning and operating an ice machine by incorporating a 2.8-inch icon based easyTouch® display into the modular cubers. Installation and set-up are no problem with the startup wizard, and full color status indicators to ensure operating the Indigo NXT is worry-free. One touch access to asset information, service menu, reminders and alerts takes the guess work out of owning an ice machine. Indigo NXT offers a whole new level of simplicity, sanitation, energy efficiency and reliability in modular ice machines.











SERVING QUALITY ON DEMAND

In our demanding industry, the difference between success and failure is one our customers can truly taste. Merco® is dedicated to helping customers give their guests the consistent, high-quality food they've come to expect.

With our intelligently efficient hot-holding designs, customers will be able to sustain that just-made flavor of their delicious dishes right through the moment they're served. At Merco, we're committed to matching the highest standards for excellence as our customers protect their brand – because we know there's no second chance when it comes to that first bite.

MercoMax™ Visual Holding Cabinet

The MercoMax offers a new answer to the age-old challenge of QSR style hot holding with a combination of radiant heat beneath the shelves and forced-air convection from fans above each holding zone. A bright 7" touchscreen display, visible from across the kitchen, shows what's being held and status.























EXPANDING YOUR OPPORTUNITIES

In our fast-paced industry, it's no small task to keep up with customers' changing tastes and stay ahead of the competition.

But where others see only daunting challenges, we at Merrychef® see ambitious and exciting ways to expand our customers' opportunities. Opportunities not just to streamline their businesses, but to bring genuine joy to their guests.

With our unparalleled expertise and state-of-the-art technology, our customers can depend on us for innovative thinking and product solutions that are as fresh as their ingredients. That is why we're setting new standards for speed of service, always raising the bar for high-quality guest experiences. In a world where change is the only constant, we're proud to build products with the versatility to match, infusing kitchens and entire organizations with new and powerful opportunities.

eikon® e2s High Speed Oven

Merrychef eikon e2s is the first choice for anyone who wants to prepare fresh, hot food on demand where space is at a premium. A classic stylish front-of-house design also available in trend red and black with small ware storage on top. It boasts a ground-breaking 12"x 12" cavity to 14" footprint ratio, cooks up to 20x faster than a conventional oven and is UL certified ventless so is easy to install without the need of an extraction hood.

The high speed oven is user-friendly, versatile and guarantees consistent levels of performance and high quality food with every order to continually exceed expectations. It's superior innovative easyTouch® icon-driven interface helps minimize training, reduce errors and food waste.

The eikon e2s is the ideal way to cook, toast, grill, bake and regenerate a wide range of fresh or frozen foods, such as sandwiches, pastries, pizzas, fish, vegetables and meat. This flexibility supports business growth by allowing rapid menu changes and additional food offerings from one small unit.



Find out more www.merrychef.com









REFRESHING THE EXPERIENCE

Tastes change. Flavors come and go. That's why we at Multiplex® are constantly innovating and working with our customers to make sure their beverage program is ready to serve the latest trends to their guests each day.

We don't wait for beverage innovations to arrive – we inspire them, collaborating with our customers to harness the insights behind exciting guest experiences that keep them coming back for more. With our modular, integrated platforms and intuitive controls, the push of a button can bring those opportunities to life. By continuously exploring new creations, together with our customers we can give guests the fresh experiences they'll truly enjoy – today and tomorrow.

Advanced Lean Beverage Innovation

ALBI 4 is a stylish, compact, aesthetically engaging dispenser delivering high performance carbonated beverages. It is the first choice for accounts with limited space availability for equipment and storage of packaged goods.

The ALBI 4 offers the smallest equipment footprint, up to 44% compared to the current 'smallest' post mix installation and delivers multiple lean reductions to any style of cafe, bar restaurant and retail operations. The user-friendly, versatile dispense unit provides consistent levels of performance that continually exceed expectations. The total system installation cost and lifetime cost is 42% less than standard post mix installations with 4 products.

In a world where energy saving, material waste and running costs are growing concerns for the retailer, ALBI4 meets the challenge of providing high quality carbonated soft drinks in a cost effective and green solution.





Find out more www.multiplexbeverage.com









TOMORROW'S SUCCESS STARTS TODAY

In an industry that's changing as fast as ours, you need to be ready for anything that comes your way. That's why KitchenCare® provides you with the proactive preparation you need, so you can operate with confidence and agility, day in and day out. With a vigilant eye on your entire kitchen ecosystem, we're committed to making sure your organization runs smooth and strong.

How does KitchenCare work?

KitchenCare helps service, maintain and pro-actively protect foodservice equipment and facilities, throughout the lifecycle of our customers' business. Our network of Factory Authorized Servicers (FAS) are factory-trained, performance-audited and have locations in over 130 countries to meet your warranty and lifetime service, installation, start up and planned maintenance needs.

Welbilt KitchenCare Service Offerings

Our KitchenCare sales team can customize a program to meet your specific needs. This includes working with your operational team to determine the pieces of equipment to be covered, installed, started up, maintenance frequency based on factory specifications, as well as your operational usage and billing schedules.

- Installations
- Start-up Services
- Service Level Agreements
- ▶ Planned Maintenance Programs
- Consumable Replenishment Programs
- Extended Warranty Plans

Global Parts Inventory

Our Welbilt parts warehouse, along with our Master Distribution partners have replacement parts on-hand and ready to ship when they are needed, should your FAS not have the part. Multiple options mean your part is located, packaged, and ready to ship within hours of order placement, putting it in your Factory Authorized Servicer's hands quickly and improving First Visit Fix Rates across our portfolio of brands.

Certified OEM Parts

Our Factory Authorized Servicers use ONLY Original Equipment Manufacturer (OEM) parts when servicing your equipment. This means that replacement parts are the ones designed specifically for your Welbilt equipment, ensuring warranties remain intact and your equipment functions properly when the replacement part is installed.







We appreciate and welcome interest in Welbilt's products and services. It is the company's goal to share our extensive expertise with existing and prospective customers. Questions, comments, and feedback are an important factor in the way we do business.

You can also follow or contact us via:

