Convenience Store Insight
Quarterly Newsletter – Spring 2020

In This Issue

- Recent, Notable M&A Transactions
- Macroeconomic Indicators
- Summaries of Recent Earnings Releases
- Debt and Equity Market Conditions

Other Recent Content from Raymond James (Links Below)

- Raymond James Equity Research: Convenience Stores | Fuel Volumes Show Another Modest W/W Improvement; Margin Gains Slow
Deal Spotlights

7-Eleven Inc. Acquires 7-Eleven of Oklahoma

**Acquired**

- **Closed:** March 1, 2020
- **Transaction value:** Undisclosed
- **Observations and Takeaways:**
  - The Company's retail portfolio consists of 108 high quality convenience stores located in Oklahoma (~55% fee simple) as well as a bakery, commissary and merchandise distribution facilities that support the retail operations
  - The Company has a significant market share position in central Oklahoma and is the registered owner of the 7-Eleven trademark and trade dress in Oklahoma
  - The Company was founded by the Brown family who has actively managed the business since 1953
  - Transaction brings 7-Eleven Inc.'s U.S. and Canada store count to almost 9,800

GPM Investments LLC (“GPMI”) to Acquire Empire Petroleum Partners (“EPP”)

**Has Entered into an Agreement to Purchase**

- **Announced:** December 18, 2020
- **Expected Close:** May 2020
- **Transaction Value:** ~$400 million
- **Observations and Takeaways:**
  - GPMI is one of the largest privately-owned companies in the convenience store channel, operating 1,272 c-stores and supplying 128 wholesale locations in 23 states
  - EPP was founded in 1988 and is one of the largest fuel distributors in the U.S., growing primarily through 22 acquisitions completed since 2011
  - GPMI will acquire EPP’s wholesale fuel distribution operations and retail business totaling 1,534 sites (a majority of which are wholesale)
  - Acquisition will increase GPMI’s annual gallons distributed to ~2.5 billion gallons and expand its U.S. footprint into 10 new states

First Reserve Backed Refuel LLC Acquired Double Quick Inc.

**Has Acquired**

- **Closed:** April 23, 2020
- **Transaction Value:** Undisclosed
- **Recent Acquisitions**
  - **Closed** | **Target** | **Headquarters**
  - 4/23/20 | Double Quick, Inc. | Indianola, MS
  - 6/27/19 | Bishopville Petroleum Co., Inc. | Bishopville, SC
  - 5/2/19 | West Oil, Inc. | Hartsville, SC
- **Observations and Takeaways:**
  - Transaction included 48 company operated c-stores and five stand-alone quick service restaurants in Mississippi and Arkansas
  - Indianola, MS based Double Quick was founded in 1983 by Tom Gresham and Bill McPherson
  - First Reserve backed Refuel, LLC has experienced tremendous growth via acquisitions since an investment by First Reserve in 2019
M&A Transactions

Recent M&A Transactions in Convenience Store Industry

Spring M&A Overview

• 7-Eleven Inc’s acquisition of 7-Eleven Oklahoma (108 stores) represents one of the largest acquisitions for the industry year-to-date

• Other notable acquisitions year-to-date include CrossAmerica Partners’ acquisition of 169 retail sites (closed on 4/14/20) from a seller group that includes entities affiliated with Joe Topper, Chairman of the board of CrossAmerica’s general partner

• For context, EG Group’s acquisition of Cumberland Farm’s 562 stores represented the industry’s largest retail acquisition of 2019

• The Covid-19 virus has sparked a global economic downturn – reducing consumer confidence and spending, as well as supply chain disruptions

• Although COVID-19 has impacted M&A volume over the last several months, the convenience store industry has performed relatively well compared to many other types of retail, positioning it well for an M&A rebound as the pandemic begins to abate

Most Active Acquirors

M&A Activity By Store Count

(1) Source: Public company filings and press releases; count as of announcement date. Includes only U.S. deals.
(2) Includes Sunoco LP’s retail assets sold to 7-Eleven.
(3) Includes Marathon’s acquisition of Andeavor (1,085 sites).
## M&A Transactions

### Summary of Notable Transactions in the Convenience Store Space

<table>
<thead>
<tr>
<th>Announced Date</th>
<th>Acquiror</th>
<th>Target</th>
<th>TEV (SMM)</th>
<th>Store Count</th>
<th>Target Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/13/2020</td>
<td>Refuel LLC</td>
<td>Gresham Petroleum (Double Quick)</td>
<td>-</td>
<td>48</td>
<td>Based in Indiana, MS, Gresham Petroleum operates 48 convenience stores under the &quot;Double Quick&quot; brand; additionally operates a wholesale division which was not included in the transaction.</td>
</tr>
<tr>
<td>1/17/2020</td>
<td>7-Eleven Inc.</td>
<td>7-Eleven stores Of Oklahoma</td>
<td>-</td>
<td>108</td>
<td>7-Eleven of Oklahoma is independently owned and operated 108 retail locations throughout the greater Oklahoma City metropolitan area.</td>
</tr>
<tr>
<td>1/16/2020</td>
<td>CrossAmerica Partners, LP</td>
<td>Select Assets of Joe Topper</td>
<td>35.7</td>
<td>-</td>
<td>Transaction includes 172 dealer sites in Ohio and Pennsylvania that are managed through entities affiliated with Joe Topper including most notably, Dunne Manning Inc.</td>
</tr>
<tr>
<td>12/18/2019</td>
<td>GPM Investments</td>
<td>Empire Petroleum LLC</td>
<td>400.0</td>
<td>77</td>
<td>Empire Petroleum and is one of the largest fuel distributors in the U.S., distributing ~1.1 billion gallons of fuel in 2019 to 1,534 retail sites, of which 77 are company-operated.</td>
</tr>
<tr>
<td>11/20/2019</td>
<td>Joe Topper</td>
<td>CrossAmerica Partner's General Partner</td>
<td>-</td>
<td>-</td>
<td>Prior to the transaction, Alimentation Couche-Tard Inc. held 100% general partner interest in CrossAmerica Partners, LP a publicly-traded wholesale fuel distributor to over 1,300 sites.</td>
</tr>
<tr>
<td>11/18/2019</td>
<td>Par Mar Stores</td>
<td>Mountaineer Mart</td>
<td>-</td>
<td>17</td>
<td>The Company operates 17 &quot;Mountaineer Mart&quot; branded stores all located in West Virginia.</td>
</tr>
<tr>
<td>10/16/2019</td>
<td>Campbell Oil</td>
<td>The Hartley Co.</td>
<td>-</td>
<td>31</td>
<td>The Hartley Co. operates 16 &quot;Starfire&quot; branded stores in Ohio and distributes Marathon fuels to 15 company-owned and dealer operated locations.</td>
</tr>
<tr>
<td>10/8/2019</td>
<td>Brookwood Financial Partners (Yesway)</td>
<td>Allsup's Convenience Stores</td>
<td>-</td>
<td>304</td>
<td>Allsup's is a top 40 operator (in terms of store count) doing business throughout New Mexico, Texas, and Oklahoma. The Company is known for its strong foodservice offerings.</td>
</tr>
<tr>
<td>9/30/2019</td>
<td>GPM Investments</td>
<td>Riser Energy</td>
<td>-</td>
<td>63</td>
<td>Riser Energy operates 63 stores throughout Wisconsin and has doubled its store count over the last year primarily through acquisitions.</td>
</tr>
<tr>
<td>7/12/2019</td>
<td>EG Group</td>
<td>Cumberland Farms</td>
<td>2,100.0</td>
<td>562</td>
<td>Cumberland Farms is a top-15 convenience store operator that does business in Connecticut, Florida, Massachusetts, Maine, New Hampshire, New York, Rhode Island, and Vermont.</td>
</tr>
<tr>
<td>6/26/2019</td>
<td>Applegreen</td>
<td>CrossAmerica Partners</td>
<td>-</td>
<td>46</td>
<td>Allentown, PA-based CrossAmerica is a wholesale distributor of motor fuels and owner and lessor of real estate used in the retail distribution of motor fuels.</td>
</tr>
<tr>
<td>5/13/2019</td>
<td>EG Group</td>
<td>Certified Oil</td>
<td>-</td>
<td>69</td>
<td>Certified Oil operates 69 convenience stores located throughout Kentucky, West Virginia, and Ohio.</td>
</tr>
<tr>
<td>4/14/2019</td>
<td>Marathon</td>
<td>NOCO Energy</td>
<td>-</td>
<td>33</td>
<td>NOCO Express has sold its 33 convenience stores, as well as a 900,000-barrel capacity light product and asphalt terminal.</td>
</tr>
<tr>
<td>4/2/2019</td>
<td>GPM Investments</td>
<td>Town Star Holdings LLC</td>
<td>-</td>
<td>18</td>
<td>Town Star Holdings was formed by Junonex Capital LLC by acquiring 13 c-stores from TimeSaver Food Stores Co. in 2014 and five c-stores from RaceTrac Petroleum Inc. in 2015.</td>
</tr>
<tr>
<td>2/21/2019</td>
<td>First Reserve</td>
<td>Refuel Inc. &amp; West Oil Inc.</td>
<td>-</td>
<td>31</td>
<td>Refuel Inc. &amp; West Oil Inc. together operate 31 convenience store sites in South Carolina.</td>
</tr>
<tr>
<td>1/16/2019</td>
<td>TravelCenters of America LLC</td>
<td>Hospitality Properties Trust</td>
<td>308.2</td>
<td>20</td>
<td>HPT is the principal landlord of TravelCenters of America. This sale-leaseback transaction involved 20 sites previously leased from HPT for a total deal value of $308.2 million.</td>
</tr>
<tr>
<td>12/3/2018</td>
<td>BP &amp; ArcLight Capital Partners</td>
<td>Thornton's Inc.</td>
<td>1,075.0</td>
<td>191</td>
<td>Thornton's operates 191 c-stores in Florida, Illinois, Indiana, Kentucky, Ohio and Tennessee. BP and private equity firm ArcLight Capital Partners formed a joint venture to acquire the company.</td>
</tr>
<tr>
<td>10/23/2018</td>
<td>United Pacific</td>
<td>Macland Investments</td>
<td>-</td>
<td>39</td>
<td>Macland Investments owns and operates 39 gas stations and c-stores as well as provides car washing and real estate services in California.</td>
</tr>
<tr>
<td>10/5/2018</td>
<td>Coen Markets Inc.</td>
<td>CoGo's Co.</td>
<td>-</td>
<td>38</td>
<td>CoGo's Co. is an operator of 38 convenience stores in western and central Pennsylvania, West Virginia and Maryland and has a franchise program.</td>
</tr>
<tr>
<td>10/2/2018</td>
<td>Petroleum Marketing Group Inc.</td>
<td>Hendel's Inc. (Henny Penny)</td>
<td>-</td>
<td>40</td>
<td>Hendel's Inc. is a family owned business operating 26 company operated convenience stores and providing fuel to 14 dealers under the Henny Penny brand.</td>
</tr>
<tr>
<td>9/27/2018</td>
<td>Giant Eagle Inc.</td>
<td>Ricker Oil Company, Inc.</td>
<td>-</td>
<td>56</td>
<td>Ricker Oil is a convenience store operator with 54 stores throughout Indiana, with significant concentration within the Indianapolis MSA.</td>
</tr>
<tr>
<td>9/4/2018</td>
<td>EG Group</td>
<td>TravelCenters of America LLC (C-Store Division)</td>
<td>330.8</td>
<td>225</td>
<td>TravelCenters of America is a publicly-traded company operating both a convenience store and travel center divisions throughout the U.S.</td>
</tr>
<tr>
<td>8/24/2018</td>
<td>Quinenco S.A.</td>
<td>Road Ranger LLC</td>
<td>289.0</td>
<td>38</td>
<td>Road Ranger operates a network of 38 travel centers throughout Iowa, Missouri, Illinois, Indiana, Wisconsin, and Texas.</td>
</tr>
</tbody>
</table>

| High | $2,100.0 | 562 |
| Low | 35.7 | 17 |
| Median | 330.8 | 43 |
| Average | 648.4 | 90 |

Source: Public company filings, press releases and CapitalIQ. Note: Store count includes cardlocks and travel centers in certain transactions; purchase price may include non-convenience store operations (e.g. wholesale distribution assets and refineries).
MACROECONOMIC INDICATORS

Real GDP Growth
(seasonally adjusted annual rates)

Consumer Spending Growth
(Real PCE % change, seasonally adjusted at annual rates)

West Texas Intermediate
($ per barrel)

Weekly Jobless Claims
(in millions)

Purchasing Managers Index
(annual rate)

Inflation vs. 10-Year Treasury

- IMF estimates that global GDP will contract 3.0% in 2020.
- Industrial production fell 15.5% in April from the month prior.
- Retail sales fell 8.7% in March from a month earlier, largest monthly decline on record.
- 33.5 million job losses over the last month, the most rapid and severe amount of job destruction on record.


(1) BEA Advance Estimate as of 4/29/20.
# Quarterly Earnings Recap

**Murphy USA Inc. (NYSE: MUSA)**

<table>
<thead>
<tr>
<th>Quarter Ended</th>
<th>Change</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>$2.92</td>
<td>$0.16</td>
</tr>
<tr>
<td>SSS Fuel Gallons</td>
<td>-1.0%</td>
<td>1.8%</td>
</tr>
<tr>
<td>Fuel Margin (CPG)</td>
<td>$0.225</td>
<td>$0.123</td>
</tr>
<tr>
<td>SSS Merch Sales</td>
<td>11.8%</td>
<td>5.4%</td>
</tr>
<tr>
<td>In-Store Margin</td>
<td>15.6%</td>
<td>16.1%</td>
</tr>
</tbody>
</table>

**TravelCenters of America LLC (NasdaqGS: TA)**

<table>
<thead>
<tr>
<th>Quarter Ended</th>
<th>Change</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>-$2.23</td>
<td>-$1.58</td>
</tr>
<tr>
<td>SSS Fuel Gallons</td>
<td>3.6%</td>
<td>2.0%</td>
</tr>
<tr>
<td>Fuel Margin (CPG)</td>
<td>$0.168</td>
<td>$0.161</td>
</tr>
<tr>
<td>SSS Merch Sales</td>
<td>-3.6%</td>
<td>2.7%</td>
</tr>
<tr>
<td>In-Store Margin</td>
<td>61.9%</td>
<td>61.8%</td>
</tr>
</tbody>
</table>

**Alimination Couche-Tard Inc. (TSX: ATD.B)**

<table>
<thead>
<tr>
<th>Quarter Ended</th>
<th>Change</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>$0.59</td>
<td>$0.54</td>
</tr>
<tr>
<td>SSS Fuel Gallons</td>
<td>0.1%</td>
<td>0.8%</td>
</tr>
<tr>
<td>Fuel Margin (CPG)</td>
<td>$0.270</td>
<td>$0.294</td>
</tr>
<tr>
<td>SSS Merch Sales</td>
<td>3.0%</td>
<td>4.5%</td>
</tr>
<tr>
<td>In-Store Margin</td>
<td>34.0%</td>
<td>33.7%</td>
</tr>
</tbody>
</table>

**Casey’s General Stores, Inc. (NasdaqGS: CASY)**

<table>
<thead>
<tr>
<th>Quarter Ended</th>
<th>Change</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>$0.91</td>
<td>$1.13</td>
</tr>
<tr>
<td>SSS Fuel Gallons</td>
<td>-2.0%</td>
<td>-3.4%</td>
</tr>
<tr>
<td>Fuel Margin (CPG)</td>
<td>$0.217</td>
<td>$0.221</td>
</tr>
<tr>
<td>SSS Merch Sales</td>
<td>3.3%</td>
<td>2.8%</td>
</tr>
<tr>
<td>In-Store Margin</td>
<td>41.6%</td>
<td>41.7%</td>
</tr>
</tbody>
</table>

- “Total retail gallons increased 1.2% y/y in Q1, while volumes on a same store sales basis decreased 1.0%. Retail fuel margins of 26.9 cpg were 220.2% higher than the first quarter 2019.”
- “While the drop in crude prices from around $62 a barrel in January to just below $20 a barrel in late March was not of the same magnitude as we saw in 2008, it occurred in a much, much shorter time frame. The immediate result of this rapid drop was the generation of total fuel margins of $0.225 per gallon, which in turn led to our record Q1 financial performance.”
- “Fuel sales volume increased by 16.9 million gallons or 3.6%. In addition to increased trucking activity during the last two weeks of March as the implications of the COVID-19 pandemic began to be widely understood we believe these increases were also driven by our UltraONE customer loyalty program…..as well as our commercial sales team and improved market conditions during the first 2.5 months of 2020.”
- “Non-fuel revenues decreased 3.6% as a result of a decrease in revenue of the company's standalone and full service restaurants driven by government mandated temporary closures….”
- “In the U.S., we saw an increase in same-store merchandise revenue of 3% compared with the same quarter last year. Across the network, we continue to see positive benefits driven by the successful rebranding activities, continued improvements to our offerings as well as various initiatives to drive traffic.”
- “U.S., fuel volumes were stable and once again outperformed the industry with same-store volumes increasing by 0.1%....and fuel margins continued to experience positive trends even as we cycled against an exceptional performance last year.”
- “Earnings were impacted by lower fuel margin versus the third quarter last year and higher operating expenses as we cycled over significant operating expense reductions in the prior year.”
- “During the quarter in the fuel category, we experienced a challenging demand environment. While at the same time, we were comparing against our strongest margin period from a year ago. We were pleased with our ability to leverage our current price optimization and procurement programs to navigate through this.”

Source: Public company filings.
(1) Reflects total retail and wholesale fuel margin.
(2) Reflect U.S. performance.
(3) In-store margins and SSS merchandise comps calculated as weighted average of all reported in-store / non-fuel product categories.
Public Companies: Trading Multiples

Convenience Store Comparables (ATD.B, CASY, MUSA)

- **Current Price as a % of LTM High**
  - MUSA: 88.6%
  - ATD.B: 87.6%
  - CASY: 80.3%
  - Median: 88.6%

- **LTM P/E Ratio**
  - CASY: 23.7x
  - MUSA: Median: 15.6x
  - ATD.B: 14.0x
  - Median: 15.6x

- **EV / LTM EBITDA**
  - ATD.B: 10.4x
  - CASY: 11.2x
  - MUSA: Median: 10.4x

- **EV / 2020E EBITDA**
  - ATD.B: 10.1x
  - CASY: 11.4x
  - MUSA: Median: 10.1x

Wholesale Fuel MLP Comparables Trading Multiples (SUN, CAPL, GLP)

- **Annualized (MRQ) Distribution Yield**
  - SUN: 13.9%
  - GLP: 16.2%
  - CAPL: 16.1%
  - Median: 16.1%

- **EV / LTM EBITDA**
  - CAPL: 8.5x
  - SUN: 12.0x
  - GLP: 5.6x
  - Median: 8.5x

Source: Public company filings, Capital IQ, Wall Street equity research.
Note: Share prices current as of 5/14/20.
Public Company Share Price Performance

Convenience Store Dividend Adjusted Prior Three Year Share Price Performance (ATD.B, CASY, MUSA, TA)

Wholesale Fuel MLP Dividend Adjusted Prior Three Year Unit Price Performance (SUN, CAPL, GLP)

Note: Price performance is based on dividend-adjusted share pricing. Indexed share price performance (5/14/17 = 100.0). Source: Capital IQ.
Historical Valuation Multiples & Fuel CPG

10-Year Convenience Store Historical Trading Multiples (EV/EBITDA)

10-Year Average: 9.3x

Fuel Margins Performance (cpg)

Quarterly National Retail Gasoline Margins

National Retail Fuel Margins – Monthly Trends

Source: S&P Cap IQ; OPIS, and Raymond James equity research.

Current Debt Market Outlook

Leveraged Finance Volume ($BN)

US Companies Historical Interest Rates

S&P LCD LEVERAGE LOAN 100 INDEX YTM

Non-Investment Grade Bond Yields

Middle Market Leverage Trends

Average Leverage Ratio

Average LBO Equity Contribution

Source: LCD Research.

(1) Middle market defined as companies with less than $50 million in EBITDA.
What We Are Reading

“C-store Spending Gets a Boost From Federal Stimulus Checks” | CS News

April 28, 2020 – "A week after consumers reported a decrease in spending at convenience stores, the channel is getting a boost. According to the latest weekly report from NACS and PDI on how COVID-19 is impacting consumer insights, spending at c-stores rose during the third week of April compared to the week prior. A notable uptick was seen on April 15 — the date millions of Americans received federal stimulus payments. While overall spend and trips are still down compared to one year ago, there are signs of improvement, as the decline in year-over-year spend further slowed from a 12.1-percent decline for the week ended April 12 to a 5-percent decline for the week ended April 19. This is primarily because trips are not down as much, going from a 28.7 percent decline for the week ended April 12 to a 24.3 percent decline for the week ended April 19, according to the findings."

Read More

“GasBuddy Issues New Consumer Fuel-Buying Trends Quarterly Report, Reveals Unprecedented 20% Drop in Gasoline Demand Year-Over-Year Due to COVID-19” | GasBuddy

April 15, 2020 – "GasBuddy, the travel and navigation app that is used by more North American drivers to save money on gas, today released its first quarterly report examining consumer fuel buying trends, finding that March 2020 fuel demand in gallons purchased dropped 20% compared to March 2019 as millions of Americans followed stay-at-home orders during the COVID-19 pandemic. The report examines millions of fuel transactions from Pay with GasBuddy, the first-of-its-kind fuel savings program that gives drivers a discount on virtually every gallon of gas they will ever pump, used by nearly 750,000 Americans. Along with the 20% decline in gallons pumped in March year-over-year, additional declines include a 14% drop in fuel transactions and a 28% drop in total payment volume (TPV). These drops come at a time when gasoline has never been more affordable due to a combination of the massive global surplus of crude oil and drop in demand."

Read More

“Visa Delays Fuel Dispenser EMV Deadline” | Jackson Lewis, CSP Daily News

May 1, 2020 – “Visa will delay the EMV liability shift deadline for automatic fuel dispensers to accept chip cards from Oct. 1, 2020, to April 17, 2021. The responsibility for fraudulent transactions will shift to fuel retailers that have not upgraded their dispensers to the new standard. The change in date is in response to letters NACS, PMAA, SIGMA and NATSO sent to the four credit card networks — Visa, Mastercard, American Express and Discover — that manage the EMV liability shift. The letters requested the October deadline be delayed given the shelter-in-place or stay-at-home orders because of the coronavirus pandemic."

Read More

“Exclusive Research Shows Coronavirus Pandemic Is Driving Grocery Shoppers to Convenience Stores” | CS News

March 24, 2020 – “Among the many change-of-life impacts of the COVID-19 coronavirus pandemic, convenience stores are seeing an increase in shoppers who typically would go to supermarkets for their grocery needs. Fifteen percent of shoppers said they are more likely to shop at convenience stores for groceries due to the pandemic, according to a new study conducted by Convenience Store News’ parent company, EnsembleIQ. Fielded March 13-15, the survey was conducted among 1,001 primary household grocery shoppers in the United States. Almost half of the respondents (44 percent) say they are stocking up on cleaning supplies, medications, personal care items and food to keep themselves healthy and prepared for whatever may come next. Regardless of where shoppers typically shop for groceries, they are now turning to online shopping more often as a result of the pandemic, according to the findings. Convenience stores also are capturing more shoppers, as are drug and dollar stores. Interestingly, many shoppers are going to specialty/natural stores more often, too. Besides an increase in grocery shopping at c-stores and other non-supermarket outlets, the research revealed other behavioral changes, including a significant increase in online ordering and use of out-of-store pickup options."

Read More

“Still Concerned About COVID-19, U.S. Consumers Will Want More From Convenience Stores” | Nielsen

May 18, 2020 – “Last November, Nielsen forecasted that the U.S. convenience channel would grow faster than all other offline channels over the next five years. When we look at the importance of proximity to our homes and the desire among many to avoid large crowds, convenience stores have the ability to write their own future. To do so, they need to embrace the opportunity to expand beyond categories traditionally expected from the channel. Baking staples, for example, aren’t common on the shelves at most C-stores, but sales of the category have been on an upward trend across the U.S. since the week of March 14, 2020, as consumers settled into restricted living conditions. The same can be said for household cleaners and fresh meats. As consumers begin to evolve into their new normal, convenience stores can put themselves into the consideration set for these new need states.”

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CONVENIENCE STORE INSIGHT QUARTERLY NEWSLETTER

ABOUT RAYMOND JAMES CONVENIENCE STORE & FUEL PRODUCTS DISTRIBUTION INVESTMENT BANKING

- Leading full-service financial advisor to the Convenience Store and Fuel Products Distribution industries
- Experienced and seasoned transaction team
- Dedicated to providing a full range of advisory and capital-raising solutions to industry participants
- Established strong track record of working with the industry’s leading companies and delivering results
- Maintain deep relationships with key equity investors, specialty lenders, sale-leaseback providers and other capital sources
- As M&A specialists, we understand the concerns of buyers and sellers and how to drive value for our clients

ADVISORY SERVICES

- Company Sales
- Acquisition Advisory
- Private Equity Placements
- Debt Capital Raises
- Asset Sales / Divestitures
- Restructurings
- Recapitalizations
- Public Offerings
- Master Limited Partnerships

CLIENT FOCUS

- Convenience Store Retailers
- Wholesale Petroleum Distributors
- Truck Stop and Travel Center Operators
- Commercial Fuel & Lube Distributors
- Car Wash Operators
- Alternative Fuel Providers
- Propane Distributors
- Terminal Operators
- Merchandise / Foodservice Distributors
- Mobile Fueling

Representative Transactions

- **7-ELEVEN® Oklahoma**
  - Has been acquired by 7-ELEVEN®
- **Road Ranger**
  - Has been acquired by Quinencos S.A.
  - $289,000,000
- **Mandels/Henry Penny**
  - Has sold its convenience store distribution assets to Superior Plus
- **COPEC**
  - Has been acquired by Mapco
  - $535,000,000
- **CST®**
  - Has sold its California and Wyoming assets to $408,000,000
- **GPM Investments, LLC**
  - Has acquired

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