Restaurant Research®

Concept Analysis & Benchmark Report

Arby's 2024/2025

Executive Summary

Arby's is uniquely positioned as a credible, affordable NY deli format drive-thru chain that bakes beef roasts and freshly slices all other roasts in-house to create fast crafted, made-to-order hot sandwiches. The chain's leading-edge protein variety extends well beyond its core roast beef heritage to a "We Have the Meats" lineup which includes a full selection of beef brisket, corned beef, turkey, chicken, gyro & fish. Arby's sandwiches are further distinguished by generous stacks of quality meat toppings (big, meaty sandwiches) and its menu offers a compelling alternative to competitors focused on burgers, chicken-only, cold-cut subs and veggie-heavy fast casual offerings. In conclusion, while Arby's provides a luxurious treat to its core low-income customers, it is challenged for the time being by higher core menu prices which represent an increasing stretch in today's economy.

Parent Company Summary

Parent Company	Ticker	Corp. Debt Rating	Net Debt (1)/ EBITDA	EV/ EBITDA	Stock Performance		
					2023	TTM	Jul-24
Inspire Brands, Inc.	Private	Not Rated	N/a	N/a	N/a	N/a	
$1B+ Chains			5.50	14.60	21.1%	-9.2%	

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(1) Net Debt includes operating leases.

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