

## Arlington advises on wagamama Joint Venture

**Birmingham, AL – March 3, 2020** Arlington Capital Advisors, a leading consumer investment bank, announced today that its principals served as exclusive financial advisors to The Restaurant Group plc ("TRG") in its joint venture partnership with Conversion Venture Capital ("CVC2") as financial partners and Robert Cornog Jr. and Richard Flaherty as operating partners for the development of TRG's wagamama US business.

Cornog and Flaherty are industry veterans in the restaurant sector, most recently as senior leaders of the award-winning restaurant concept, Punch Bowl Social. The joint venture will provide wagamama's US operations with local operational expertise and growth capital with the aim to further expand the brand in the United States. The JV commenced on January 31, 2020 and will license the wagamama brand.

Cornog added, "wagamama represents an outsized opportunity in the US and Arlington positioned the business in a manner that clearly illustrated its potential. Both sides of the Atlantic are really excited about the JV and look forward to working together to execute our growth plan."

"Arlington did a superb job in representing the wagamama brand and supporting our efforts to find great financial partners and operators to build wagamama's presence in the US," said Emma Woods, wagamama CEO. "We are pleased with the result and excited about the opportunity to expand wagamama's reach into more US cities."

"We are grateful to TRG for allowing Arlington the opportunity to represent such an exciting and wellrespected global brand like wagamama," added John Goldasich, Managing Director at Arlington Capital Advisors. "We are honored to have been wagamama's advisors and are raving fans of the concept. This combination of financial resources and operational leadership will be one to watch over the coming years. wagamama is primed for growth; Rob and Richard can deliver on its potential."

This transaction represents Arlington's fourth international deal in the last 24 months. The firm continues to strengthen its leadership position in the restaurant, beverage and franchise/multi-unit verticals.

### About The Restaurant Group plc

TRG is one of the UK's biggest hospitality businesses, with a diverse portfolio of over 650 restaurants and pubs world-wide. Its principal trading brands are wagamama, Frankie & Benny's,

Chiquito, and Brunning & Price. TRG also operates a highly diverse multi-brand Concession business that trades principally in UK airports. TRG trades on the London Stock Exchange under the ticker "TRG". For more information on TRG, visit [trgplc.com](http://trgplc.com).

### About wagamama

wagamama opened in London in 1992 and quickly built a reputation for a vibrant, social and egalitarian eating experience. That approach continues today in its restaurants across the globe. wagamama takes its inspiration from the best flavors of Japan, China and Korea to create unique recipes that have a modern and nourishing twist while offering a fresh take on great Asian-fusion food. Its "bowl to soul" philosophy is at the heart of its continuing global success.

For more information on wagamama, visit [wagamama.com](http://wagamama.com).

### About Arlington Capital Advisors

Arlington Capital Advisors is a boutique investment bank that specializes in providing middle-market businesses with advisory services. Arlington focuses on providing strategic advice to its clients, including sell-side and buy-side mergers and acquisitions, sourcing growth capital and other capital-centric strategic alternatives for businesses across a wide array of industries including a specific focus and expertise in consumer businesses. Securities offered through M&A Securities Group, Inc. M&A Securities Group, Inc. and Arlington Capital Advisors are not affiliated companies.

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