



CLOUD KITCHENS

Our multi-disciplinary financial model was used to negotiate term sheets with various top-tier financial institutions and led the Cloud Kitchens C-suite to secure \$150 million investment from Travis Kalanick, former Uber CEO.

(TechCrunch, March 2018)

CHALLENGE

Cloud Kitchens, a Los Angeles-based startup, was seeking debt capital to build an integrated restaurant food preparation and delivery concept. They provide infrastructure and software that enables food operators to open delivery-only locations with minimal capital expenditure and time. Their strategy was to secure debt capital to opportunistically purchase distressed industrial real estate.

APPROACH

Trivium Advisory built a bottoms-up, asset-based model with high flexibility on capital deployment ramps, entry and exit cap rates, and leverage assumptions. Moreover, Trivium delivered financial forecasts, valuations and returns analyses at the Opco, Propco, and Holdco levels.

OUTCOMES

- Creation of a **multi-asset based operating model** with forecast and analysis at multiple reporting levels
- Helped secure a **\$150 million** investment

KEY SERVICES



Financial Modeling & Valuation



Financial Planning & Analysis

INDUSTRY



Food-Tech



Commercial Real Estate

