

Q1 2025 Report

Transforming the Idea of What is Possible, Totally
Redefining the Experience in the Process



Delivering Fresh. Always. is our ongoing pursuit of better solutions that meet industry requirements, unarticulated needs, and existing market demands, as well as gauging what the future may hold.

We can see a problem and creatively solve it by taking a transformative approach that turns an opportunity into endless innovative possibilities.

Please refer to our Fresh Trends Market Report to learn more about how we can help make it easier and more profitable to display and sell fresh food.



Space-Saving Solutions

Due to space restrictions, the adoption of multi-functional equipment is increasing as many foodservice operators prefer equipment that can perform multiple tasks while saving space, leading to higher demand.¹

How SCC Solves for It

By enhancing convenience and speed of service for time-starved shoppers, Structural Concepts stimulates sales while reducing the reliance on labor. This is achieved through space-saving, innovative displays designed to fit any configuration with seamless fit and finish.

Our deep portfolio of self-service options including wall units, endcaps, islands, and undercounter units accommodate consumer's desire to make speedy selections and transactions.



¹Equipment Future Market Insights



Increase Shelf Life & Waste Reduction

An ongoing trend for foodservice includes helping to reduce waste. This consists of refrigeration equipment that helps to increase the shelf life of perishable items.²

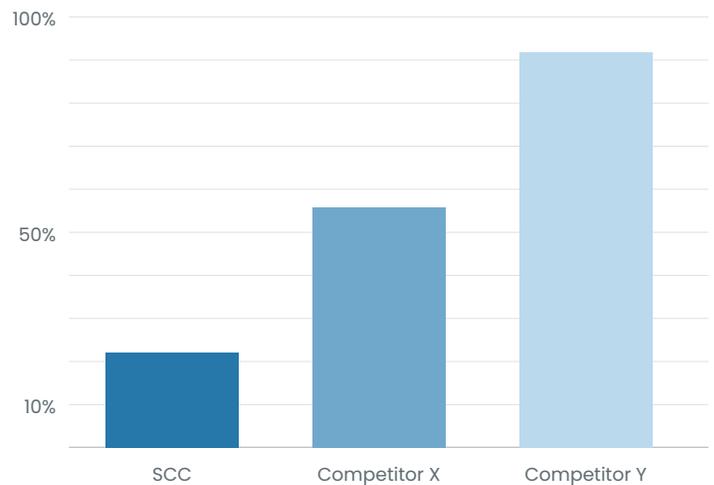
How SCC Solves for It

In independent holding chamber tests conducted by The National Food Lab, Structural Concepts had both the longest shelf life for most food products tested, as well as the lowest overall percentage of change in the quality of food over time, allowing foodservice operators to safely display food products through their recommended shelf life.

Cost scenarios related to the quality and safety of the food products tested included spoilage rates, waste, and loss including the longer-term labor expenses involved in restocking the merchandiser.

Source: The National Food Lab, Holding Chamber Shelf-Life Study, 2023

Food Preservation
Percent Quality of Change Over Time



²Equipment Future Market Insights

18%

Growth in vending machine sales by the end of 2024

15%

Increase in total number of cashierless transactions

22%

Projected growth of cashless sales



Importance of Cashierless Options

Total sales at vending machines are expected to grow 18% by the end of 2024 as consumers tend toward convenient options for their food and beverage intake.

As the popularity of cashless payments continues to surge, the total number of cashless transactions grew 15% in 2024. With that continued growth, the belief is that the total percentage of cashless sales will grow 22% over the next year.

Source: Cantaloupe, Micropayment Trends Report



How SCC Solves for It

The Structural Concepts' ARM (Autonomous Retail Merchandiser) provides a cashierless automated checkout allowing shoppers to browse products directly on the shelf, have their selections automatically added to the cart, and pay with credit/debit and mobile payment for faster transactions.

Operating 24/7 seamlessly in remote locations, the ARM also contains a simplified, easy-to-use interface, is fully secured providing accurate transactions, and ensures greater food safety.



Challenges of Profitability

Effective merchandising will require significant investments in display materials, planograms, and product promotions. Balancing these costs with profitability, especially in competitive retail environments, will continually pose an ongoing challenge for sellers of fresh food.¹

¹Equipment Future Market Insights

How SCC Solves for It

As a leader in retail fresh food selling environments and branded shopper experiences, and behind building the most innovative, energy-saving merchandisers with the shortest lead times in the industry, Structural Concepts Fresh Perspectives combines the knowledge and expertise of interior and environmental design with a passion for visual merchandising.



Optimizing Store Layout

Merchandisers will continue to struggle to allocate sufficient shelf space to premium products while maintaining profitability in high-traffic aisles dominated by cheaper alternatives.²

Source: Food Merchandiser Market, Global Outlook and Forecast 2024-2030

How SCC Solves for It

The Structural Concepts' **Retail Experience Fresh Food Inspiration Team (ReFFIT)**, combining shopper insights and industrial design functions with product line development, and management teams, have identified key factors for creating an effective retail environment including store layout, refrigeration and heated units, traffic flow, and market demographics to establish successful merchandising goals driving more unplanned and incremental purchases and increased basket sizes.



²Equipment Future Market Insights

Key Market Segment Insights



Travel & Entertainment

As tourism grows (estimated at 4–5% CAGR post-pandemic recovery), demand for fresh food merchandising expertise in airports and hospitality environments is rising.

Source: Food Merchandiser Market, Global Outlook and Forecast 2024–2030

Structural Concepts can help **increase operating ROI** by creating a destination for fresh food by utilizing **space-saving innovative display options** to meet the needs of travelers in airports, hotels, and anywhere else where fresh food is sold with a wide range of **heated and refrigerated foodservice solutions** designed to fit any configuration and immediately garner the attention of passersby in need for **grab & go meal options**.

C-Store

With 75% of c-store profit coming from in-store sales, c-store operators want to ensure customers get what they need. 35% of c-stores had problems with equipment directly tied to revenue and one quarter of all stores had issues with food and beverage equipment.

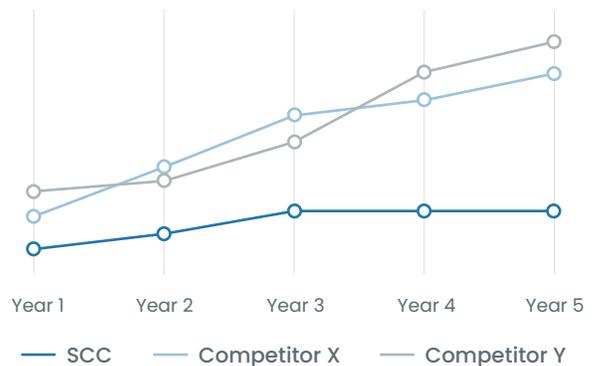
Source: Vixxo

In independent studies, Structural Concepts was shown to have the **lowest total cost of ownership** over a 5-year period as compared to the other manufacturers. Differences in **energy consumption, maintenance, and product loss** costs contributed to the highest variations for the models that were evaluated.

Source: Intertek Laboratories

Other factors included were the time to uncrate, position, and start up the equipment, and the time to carry out cleaning and maintenance requirements recommended by each manufacturer.

Total Cost of Ownership





64%

of Americans live within 2 miles of an EV charger

EV

64% of Americans live within 2 miles of a public charging station. The latest charging plaza and lounge concept builds don't even envision being staffed by humans at all. In doing so, developers are exploring autonomously operated micro-retail stores that are essentially walk-in vending machines.

Source: Pew Research

By holding **23% more food**, having the ability to operate seamlessly **24/7 in remote locations**, and providing **100% security** and **100% inventory management control**, the Structural Concepts' ARM (Autonomous Retail Merchandiser) is the perfect solution to incorporate c-store convenience with EV charging stations.

Supermarket

Prepared foods are driving growth, and retailers are investing in new products, services, and technologies to meet the changing needs of consumers.

With the trend towards a greater emphasis on fresh foods, prepared foods, and convenience, consumers are looking for high-quality, convenient meal solutions, and retailers are responding by expanding their offerings in these areas.

Source: 2024 SN Fresh Food Trends Survey

Structural Concepts places a premium on **prepared meals** by offering a **wide range of service and self-service merchandiser and display options** that provide functionality and **space optimization**, seamlessly aligning with any store décor.

