



CONFIDENTIAL Executive Summary



Purchase Price: \$325,000
 Total Annual Sales*: \$1,086,159
 Inventory: \$5,000
 Managed Cash Flow**: \$101,958

Del Taco
2913 23rd Ave
Greeley, CO 80631

* T13 Sales Thru P5 2016

** Cash Flow is a net income projection based on trailing 12 months sales and expenses as stated on Seller's P&Ls. Adjustments are made to reflect brand norms for the region and/or expected increases/decreases in costs. Analysis is for proforma purposes only, Buyer should complete his own due diligence review. Ask your agent for summary of adjustments.

Franchise Information:

Founded in 1964, Del Taco now has over 550 locations in 17 states and is the nation's second largest Mexican QSR. Franchisor requires restaurant experience and \$1M net worth with \$350K liquid.

Franchise Agreement Expiration: 1/1/2027, then \$25K to renew
 Royalty: 5.0%
 Remodel Requirements: None

Transfer Fee: \$3,500
 Advertising: 4.0%

Training Location: usually California
 Training Period: 4 weeks

Lease Information:

Monthly Base Rent: \$9,500
 Percentage Rent: N/A
 Expiration: 12/31/2036

Options: 4x5yr
 CAM: included
 Monthly Property Tax: included

Security Deposit: N/A
 Additional Property Available: No
 Increases: 7.5% every 5 years

Location Details:

Business Established: 2007
 Owner Since: 2008
 Hours of Operation: Su-Th 7a-midnight, Fr-Sa 7a-3a

Building Type: Freestanding with drive-thru
 Seating: 56 indoor
 Licenses Needed: business, health

Building Size: 2,428 SF
 Employees: 20-25

Great location across the street from a Cinema and adjacent to Wal Mart Supercenter and Sam's Club. Nearby competition includes Sonic and McDonald's.

Remember you have agreed to keep all FranBizNetwork listings confidential.

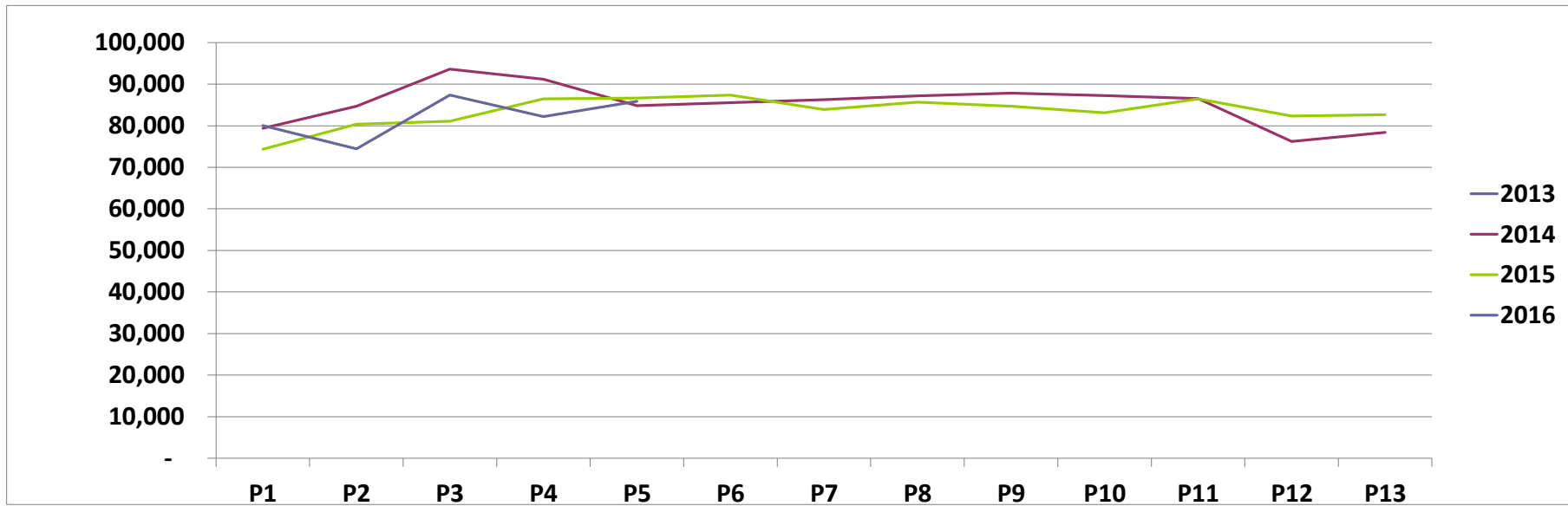
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent. Feel free to visit the location(s) as a customer, but be discreet and do not ask questions of employees, managers, or other customers. Please do not draw unnecessary attention to yourself, as rumors of a pending sale can hurt the business.



MONTHLY SALES

Del Taco

| | P1 | P2 | P3 | P4 | P5 | P6 | P7 | P8 | P9 | P10 | P11 | P12 | P13 | TOTAL |
|---------------|-----------|-----------|------------|-----------|----------|----------|-----------|-----------|-----------|-----------|----------|----------|----------|-------------|
| 2014 | \$79,364 | \$84,673 | \$93,617 | \$91,171 | \$84,803 | \$85,574 | \$86,279 | \$87,189 | \$87,853 | \$87,275 | \$86,512 | \$76,211 | \$78,363 | \$1,108,884 |
| 2015 | \$74,346 | \$80,363 | \$81,057 | \$86,465 | \$86,690 | \$87,367 | \$83,906 | \$85,680 | \$84,688 | \$83,086 | \$86,463 | \$82,335 | \$82,671 | \$1,085,117 |
| \$ +/- | (\$5,018) | (\$4,310) | (\$12,560) | (\$4,706) | \$1,887 | \$1,793 | (\$2,373) | (\$1,509) | (\$3,165) | (\$4,189) | (\$49) | \$6,124 | \$4,308 | (\$23,767) |
| % +/- | -6% | -5% | -13% | -5% | 2% | 2% | -3% | -2% | -4% | -5% | 0% | 8% | 5% | -2% |
| | | | | | | | | | | | | | | |
| 2015 | \$74,346 | \$80,363 | \$81,057 | \$86,465 | \$86,690 | \$87,367 | \$83,906 | \$85,680 | \$84,688 | \$83,086 | \$86,463 | \$82,335 | \$82,671 | \$1,085,117 |
| 2016 | \$80,059 | \$74,439 | \$87,379 | \$82,208 | \$85,878 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$409,963 |
| \$ +/- | \$5,713 | (\$5,924) | \$6,322 | (\$4,257) | (\$812) | | | | | | | | | \$1,042 |
| % +/- | 8% | -7% | 8% | -5% | -1% | | | | | | | | | 0% |





**Del Taco
PROFORMA**

| | T13 Sales Thru P5 2016 | |
|-------------------------|------------------------|-------|
| SALES | \$ 1,086,159 | |
| COGS: | \$ 353,002 | 32.5% |
| Crew Labor: | \$ 233,524 | 21.5% |
| GM: | \$ 47,000 | 4.3% |
| Other Store Level Mgmt: | \$ - | 0.0% |
| Workers Comp: | \$ 3,647 | 1.3% |
| Payroll Taxes: | \$ 26,369 | 9.4% |
| R&M: | \$ 19,551 | 1.8% |
| Non-Ingredient: | \$ 5,431 | 0.5% |
| Utilities: | \$ 44,500 | 4.1% |
| Rent: | \$ 114,000 | 10.5% |
| CAM: | \$ - | 0.0% |
| Property Tax: | \$ - | 0.0% |
| Personal Property Tax: | \$ 1,000 | 0.1% |
| Local Advertising: | \$ 2,172 | 0.2% |
| Nat'l Advertising: | \$ 43,446 | 4.0% |
| Royalty: | \$ 54,308 | 5.0% |
| Equipment Lease: | \$ - | 0.0% |
| Insurance: | \$ 9,850 | 0.9% |
| Bank Charges: | \$ 1,000 | 0.1% |
| Credit Card Fees: | \$ 17,270 | 1.6% |
| Professional Services: | \$ 4,000 | 0.4% |
| Outside Services: | \$ - | 0.0% |
| Laundry/Uniforms: | \$ 2,300 | 0.2% |
| Pest Control: | \$ - | 0.0% |
| Security: | \$ - | 0.0% |
| Music: | \$ 310 | 0.0% |
| Permits & Licenses: | \$ 275 | 0.0% |
| Cash Over/Short: | \$ 1,086 | 0.1% |
| Non-recurring expenses: | \$ - | 0.0% |
| Personal Expenses: | \$ - | 0.0% |
| Mgmt Fee/Owner Draw: | \$ - | 0.0% |
| Employee Benefits: | \$ - | 0.0% |
| Other G&A: | \$ 160 | 0.0% |
| Total Expenses: | \$ 984,201 | 90.6% |
| Other Income: | \$ - | 0.0% |
| Managed Cash Flow: | \$ 101,958 | 9.4% |

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.