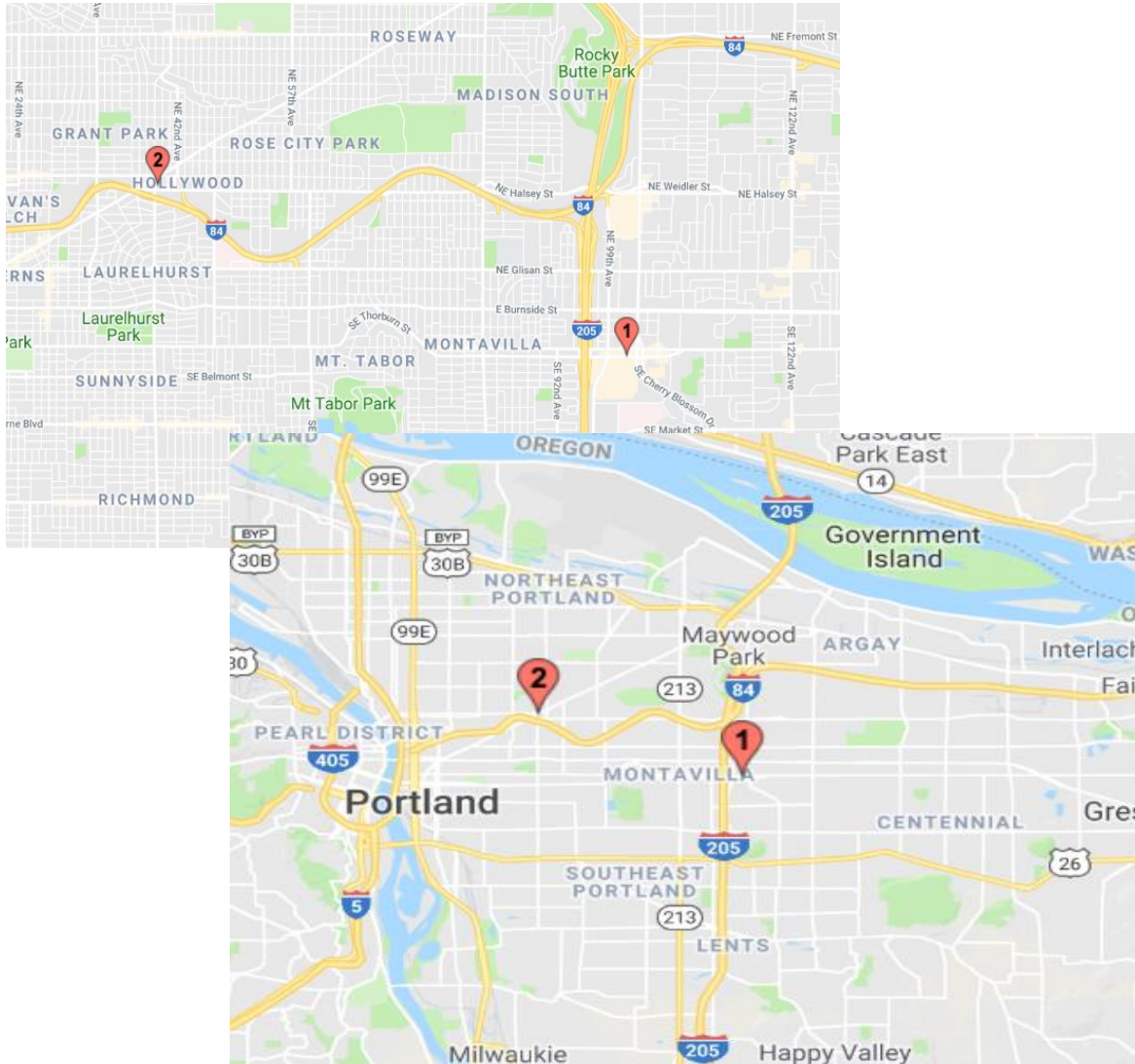


Baja Fresh- 2 Units in Portland, Oregon
 Price: \$75,000 for Hollywood store
 OR \$450,000 for the pair



Stores are within 20 minutes of each other in Portland, OR.

Store	Trailing 12 Months Ending 3/31/2019	Managed Cash Flow	Owner-Operated Cash Flow
Baja Fresh #100- Mall	\$903,087	\$130,272	\$172,794
Baja Fresh #129- Hollywood	\$717,798	\$52,486	\$91,651
TOTAL	\$1,620,885	\$182,758	\$264,445



CONFIDENTIAL Executive Summary



Purchase Price: \$450K for the pair OR \$75K for Hollywood	Baja Fresh #100- Mall
Total Annual Sales*:	10090 SE Washington St. #100
Inventory:	Portland, OR 97216
Owner Operated Cash Flow**:	
Managed Cash Flow**:	

* Trailing 12 Months Ending 3/31/2019

** 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:

Baja Fresh has approximately 300 fast casual restaurants serving fresh Mexican food across the United States. Baja Fresh also owns La Salsa. Prospective franchisees must have good credit, sufficient liquidity and net worth, and restaurant experience.

Franchise Agreement Expiration: 11/27/2021	Transfer Fee: \$5K	Training Location: SoCal
Royalty: 5.0%	Advertising: 1.0%	Training Period: 6 weeks, \$10K
Remodel Requirements: Approx \$60K		

Lease Information:

Monthly Base Rent: \$10,162	Options: 1x5 yr	Security Deposit: \$9,866
Percentage Rent: None	CAM: \$669	Real Property Available: No
Expiration: 9/1/2033	Monthly Property Tax: \$496	Increases: 3% Annually

Location Details:

Business Established: 2001	Building Type: End cap	Building Size: 3240 SF
Owner Since: 2009	Seating: 66 inside, 20 outside	Employees: Approx 5 F/T, 12 P/T
Hours of Operation: 10:30am-9pm daily	Licenses Needed: Business, health	Equipment Value: \$150,000

Located in an outside shopping center off of SE Washington Street. Nearby vendors include Home Depot and Target. Competition in the surrounding area includes Taco Bell and Taco Time.

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.



Baja Fresh #100- Mall PROFORMA

Trailing 12 Months Ending 3/31/2019		
SALES	\$ 903,087	
COGS:	\$ 270,294	29.9%
Crew Labor:	\$ 174,657	19.3%
GM:	\$ 38,000	4.2%
Workers Comp*:	\$ 2,552	1.2%
Payroll Taxes*:	\$ 22,754	10.7%
R&M:	\$ 7,225	0.8%
Non-Ingredient:	\$ 4,967	0.6%
Utilities:	\$ 27,260	3.0%
Rent:	\$ 121,941	13.5%
CAM:	\$ 8,028	0.9%
Property Tax:	\$ 5,952	0.7%
Personal Property Tax:	\$ 500	0.1%
Nat'l Advertising:	\$ 9,031	1.0%
Royalty:	\$ 45,154	5.0%
Insurance:	\$ 2,625	0.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 18,062	2.0%
Professional Services:	\$ 4,500	0.5%
Outside Services:	\$ 200	0.0%
Laundry/Uniforms:	\$ 815	0.1%
Pest Control:	\$ 660	0.1%
Security:	\$ 1,470	0.2%
Music:	\$ 865	0.1%
Permits & Licenses:	\$ 1,925	0.2%
Cash Over/Short:	\$ 903	0.1%
Other G&A:	\$ 1,875	0.2%
Total Expenses:	\$ 772,815	85.6%
Managed Cash Flow:	\$ 130,272	14.4%
Owner-Operated Cash Flow:	\$ 172,794	19.1%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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.



CONFIDENTIAL Executive Summary



Purchase Price: \$450K for the pair OR \$75K for Hollywood	Baja Fresh #129- Hollywood	
Total Annual Sales*:	\$717,798	1505 NE 40th Ave.
Inventory:	\$8,000	Portland, OR 97232
Owner Operated Cash Flow**:	\$91,651	
Managed Cash Flow**:	\$52,486	

* Trailing 12 Months Ending 3/31/2019

** 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:

Baja Fresh has approximately 300 fast casual restaurants serving fresh Mexican food across the United States. Baja Fresh also owns La Salsa. Prospective franchisees must have good credit, sufficient liquidity and net worth, and restaurant experience.

Franchise Agreement Expiration: 5/1/2021

Royalty: 5.0%

Remodel Requirements: Approx \$60K

Transfer Fee: \$5,000

Advertising: 1.0%

Training Location: SoCal

Training Period: 6 weeks, \$10K

Lease Information:

Monthly Base Rent: \$7,566

Percentage Rent: None

Expiration: 7/31/2021

Options: Negotiable

CAM: \$1,992

Monthly Property Tax: \$399

Security Deposit: Approx \$7500

Real Property Available: No

Increases: 3% Annually

Location Details:

Business Established: 2000

Owner Since: 2009

Hours of Operation: 10:30am-9pm daily

Building Type: End cap

Seating: 66 inside, 10 outside

Licenses Needed: Business, health

Building Size: 3200 SF

Employees: Approx 5 F/T, 12 P/T

Equipment Value: \$150,000

Located between NE Sandy Boulevard and NE Halsey Street. Nearby vendors include Sally Beauty, Sprint, Radio Shack and FedEx Office. Competition in the surrounding area includes Pollo Norte and Guero.

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Baja Fresh #129- Hollywood PROFORMA

Trailing 12 Months Ending 3/31/2019		
SALES	\$ 717,798	
COGS:	\$ 219,718	30.6%
Crew Labor:	\$ 164,663	22.9%
GM:	\$ 35,000	4.9%
Workers Comp*:	\$ 2,496	1.3%
Payroll Taxes*:	\$ 21,264	10.7%
R&M:	\$ 3,230	0.5%
Non-Ingredient:	\$ 4,307	0.6%
Utilities:	\$ 24,205	3.4%
Rent:	\$ 90,792	12.6%
CAM:	\$ 23,904	3.3%
Property Tax:	\$ 4,788	0.7%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 7,178	1.0%
Royalty:	\$ 35,890	5.0%
Insurance:	\$ 2,625	0.4%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 14,715	2.1%
Professional Services:	\$ 4,500	0.6%
Outside Services:	\$ 450	0.1%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 860	0.1%
Security:	\$ 125	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,825	0.3%
Cash Over/Short:	\$ 718	0.1%
Other G&A:	\$ 960	0.1%
Total Expenses:	\$ 665,312	92.7%
Managed Cash Flow:	\$ 52,486	7.3%
Owner-Operated Cash Flow:	\$ 91,651	12.8%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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