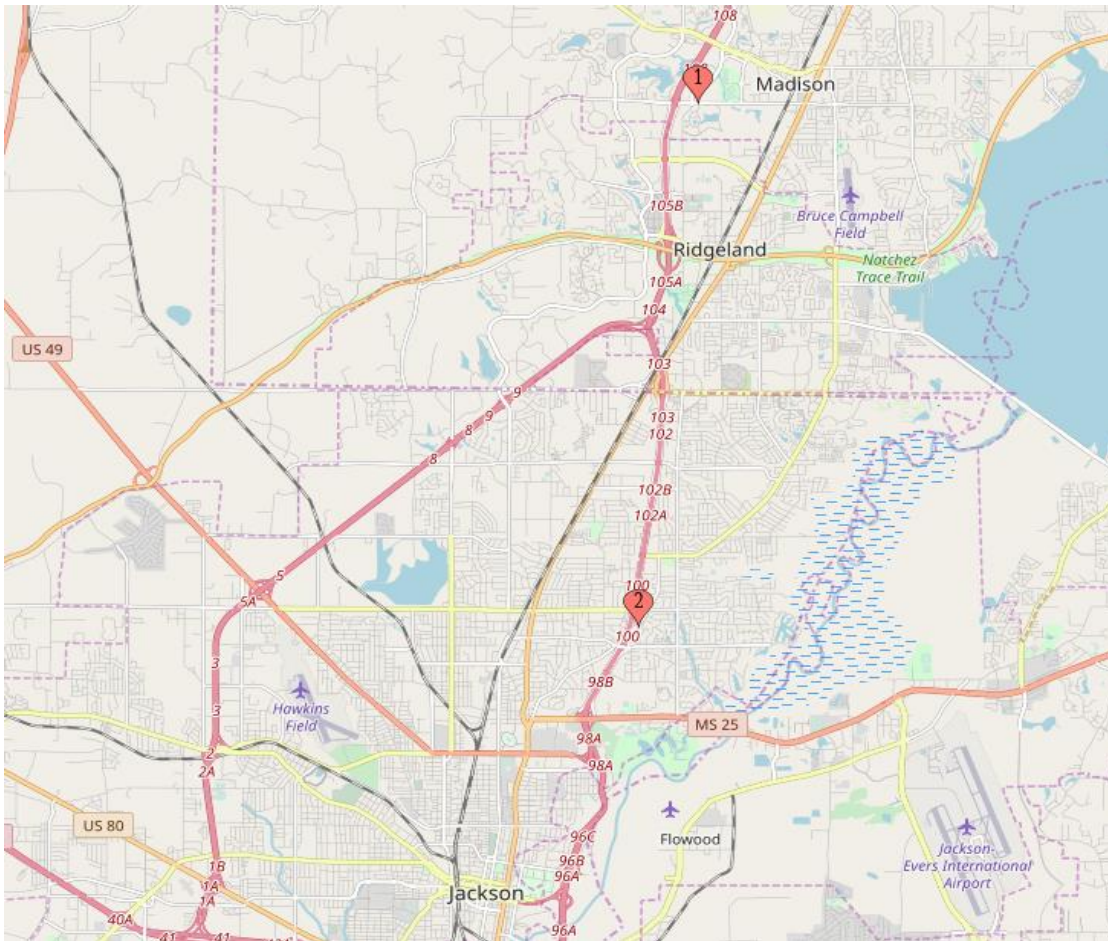




Moe's Southwest Grill 2 Locations in MS - \$900,000



Stores are approximately 15 minutes apart.

Store	Trailing 12 Months Ending 11/30/2019	Managed Cash Flow
364	\$1,004,051	\$124,289
365	\$1,050,821	\$109,729
TOTAL	\$2,054,872	\$234,019



CONFIDENTIAL Executive Summary



Purchase Price: \$900,000 for the package
 Total Annual Sales*: \$1,004,051
 Inventory: \$5,000
 Managed Cash Flow**: \$124,289

Moe's #364
179 Grandview Blvd.
Madison, MS 39110

List price does not include inventory, franchise transfer fees, or lease security deposits.

* Trailing 12 Months Ending 11/30/2019

** 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:

Focus Brands is the indirect parent company of Moe's Southwest Grill and other iconic foodservice brands (Schlotzsky's, Carvel, Cinnabon, McAlister's Deli, Auntie Anne's and Jamba). Moe's has more than 700 restaurants in 40 states. Patrons at Moe's are able to create their own unique southwestern flavor with more than 20 fresh ingredients available. Franchisor requires enough liquidity of 25% of sales price and \$20K in operating expenses.

Franchise Agreement Expiration: 2036
 Royalty: 5.0%
 Remodel Requirements: N/A

Transfer Fee: Negotiable
 Advertising: 2.0%

Training Location: Atlanta or Corporate store
 Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$5,777
 Percentage Rent: 5% after \$1.38M
 Expiration: February 2027

Options: 3x5yr
 CAM: \$516
 Monthly Property Tax: \$429

Security Deposit: \$0
 Real Property Available: No
 Increases: 7.14% in year 6

Location Details:

Business Established: February 2017
 Owner Since: February 2017
 Hours of Operation: 11a - 9p

Building Type: Endcap
 Seating: 80
 Licenses Needed: Business, Health

Building Size: 2,476 SF
 Employees: 22
 Equipment Value: 119936

Located off I-55 between Madison Ave and Main St. Endcap location in the same shopping plaza as a Dick's Sporting Goods, HomeGoods, Best Buy, Stein Mart, Ulta and others. Plenty of parking available. A Sam's Club, Lowe's, Walmart and cinema are all nearby. Nearby restaurants include Karibe Mexican Grill, Corner Bakery, Zaxby's and Firehouse Subs.

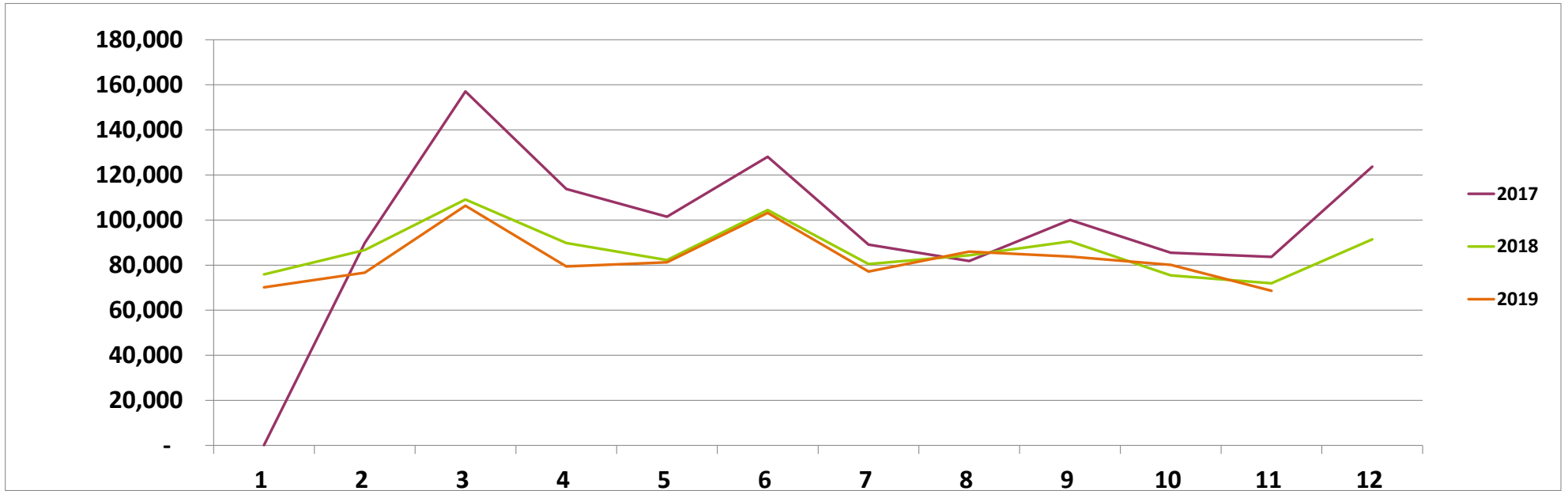
Remember you have agreed to keep all FranBizNetwork listings confidential.

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MONTHLY SALES

Moe's #364

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2017	\$119	\$89,809	\$157,053	\$113,744	\$101,467	\$128,041	\$89,077	\$81,843	\$100,087	\$85,488	\$83,623	\$123,645	\$1,153,996
2018	\$75,866	\$86,713	\$109,107	\$89,814	\$82,226	\$104,416	\$80,451	\$84,369	\$90,479	\$75,470	\$71,936	\$91,424	\$1,042,271
\$ +/-	\$75,747	(\$3,096)	(\$47,946)	(\$23,930)	(\$19,241)	(\$23,625)	(\$8,626)	\$2,526	(\$9,608)	(\$10,018)	(\$11,687)	(\$32,221)	(\$111,725)
% +/-	63653%	-3%	-31%	-21%	-19%	-18%	-10%	3%	-10%	-12%	-14%	-26%	-10%
2018	\$75,866	\$86,713	\$109,107	\$89,814	\$82,226	\$104,416	\$80,451	\$84,369	\$90,479	\$75,470	\$71,936	\$91,424	\$1,042,271
2019	\$70,121	\$76,646	\$106,350	\$79,379	\$81,276	\$103,192	\$77,173	\$85,988	\$83,797	\$80,106	\$68,599	\$0	\$912,627
\$ +/-	(\$5,745)	(\$10,067)	(\$2,757)	(\$10,435)	(\$950)	(\$1,224)	(\$3,278)	\$1,619	(\$6,682)	\$4,636	(\$3,337)		(\$38,220)
% +/-	-8%	-12%	-3%	-12%	-1%	-1%	-4%	2%	-7%	6%	-5%		-4%





**Moe's #364
PROFORMA**

Trailing 12 Months Ending 11/30/2019		
SALES	\$ 1,004,051	
COGS:	\$ 355,434	35.4%
Crew Labor:	\$ 195,790	19.5%
GM:	\$ 35,000	3.5%
Workers Comp*:	\$ 2,308	1.0%
Payroll Taxes*:	\$ 21,463	9.3%
R&M:	\$ 13,053	1.3%
Non-Ingredient:	\$ 20,081	2.0%
Utilities:	\$ 27,100	2.7%
Rent:	\$ 69,324	6.9%
CAM:	\$ 6,190	0.6%
Property Tax:	\$ 5,150	0.5%
Personal Property Tax:	\$ 1,000	0.1%
Local Advertising:	\$ 20,081	2.0%
Nat'l Advertising:	\$ 20,081	2.0%
Royalty:	\$ 50,203	5.0%
Equipment Lease:	\$ 710	0.1%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,065	1.6%
Professional Services:	\$ 4,500	0.4%
Laundry/Uniforms:	\$ 1,800	0.2%
Permits & Licenses:	\$ 600	0.1%
Cash Over/Short:	\$ 1,004	0.1%
Employee Benefits:	\$ 1,500	0.1%
Other G&A:	\$ 3,725	0.4%
Total Expenses:	\$ 879,762	87.6%
Managed Cash Flow:	\$ 124,289	12.4%

*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: \$900,000 for the package
 Total Annual Sales*: \$1,050,821
 Inventory: \$5,000
 Managed Cash Flow**: \$109,729

Moe's #365
1220 East Northside Dr.
Jackson, MS 39211

List price does not include inventory, franchise transfer fees, or lease security deposits.

* Trailing 12 Months Ending 11/30/2019

** 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:

Focus Brands is the indirect parent company of Moe's Southwest Grill and other iconic foodservice brands (Schlotzsky's, Carvel, Cinnabon, McAlister's Deli, Auntie Anne's and Jamba). Moe's has more than 700 restaurants in 40 states. Patrons at Moe's are able to create their own unique southwestern flavor with more than 20 fresh ingredients available. Franchisor requires enough liquidity of 25% of sales price and \$20K in operating expenses.

Franchise Agreement Expiration: 2036
 Royalty: 5.0%
 Remodel Requirements: N/A

Transfer Fee: Negotiable
 Advertising: 2.0%

Training Location: Atlanta or Corporate store
 Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$6,278
 Percentage Rent: No
 Expiration: October 2026

Options: 3x5yr
 CAM: \$502
 Monthly Property Tax: \$419

Security Deposit: \$0
 Real Property Available: No
 Increases: 2% annually

Location Details:

Business Established: October 2016
 Owner Since: October 2016
 Hours of Operation: 11a-9p

Building Type: Inline
 Seating: 78
 Licenses Needed: Business, Health

Building Size: 2,511 SF
 Employees: 22
 Equipment Value: \$124,534

Located off I-55 and E Northside Dr in the Maywood Mart Shopping Center. Other tenants include Starbucks, McDade's grocery, Massage Envy and other small businesses. Across the street is a Whole Foods Market and a upscale shopping area, Highland Village. Surrounded by residential properties. Nearby restaurants include Subway, McAlister's Deli, Aplos Simple Mediterranean.

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MONTHLY SALES

Moe's #365

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2017	\$106,856	\$105,945	\$128,214	\$97,091	\$97,060	\$113,540	\$83,018	\$93,548	\$119,777	\$94,097	\$91,459	\$107,017	\$1,237,622
2018	\$80,274	\$92,485	\$126,111	\$94,370	\$94,569	\$105,435	\$73,874	\$85,972	\$102,160	\$82,472	\$74,776	\$93,843	\$1,106,341
\$ +/-	(\$26,582)	(\$13,460)	(\$2,103)	(\$2,721)	(\$2,491)	(\$8,105)	(\$9,144)	(\$7,576)	(\$17,617)	(\$11,625)	(\$16,683)	(\$13,174)	(\$131,281)
% +/-	-25%	-13%	-2%	-3%	-3%	-7%	-11%	-8%	-15%	-12%	-18%	-12%	-11%
2018	\$80,274	\$92,485	\$126,111	\$94,370	\$94,569	\$105,435	\$73,874	\$85,972	\$102,160	\$82,472	\$74,776	\$93,843	\$1,106,341
2019	\$72,249	\$88,673	\$108,859	\$85,032	\$81,152	\$85,054	\$81,597	\$86,488	\$100,556	\$83,400	\$83,918	\$0	\$956,978
\$ +/-	(\$8,025)	(\$3,812)	(\$17,252)	(\$9,338)	(\$13,417)	(\$20,381)	\$7,723	\$516	(\$1,604)	\$928	\$9,142		(\$55,520)
% +/-	-10%	-4%	-14%	-10%	-14%	-19%	10%	1%	-2%	1%	12%		-5%





Moe's #365 PROFORMA

Trailing 12 Months Ending 11/30/2019		
SALES	\$ 1,050,821	
COGS:	\$ 399,312	38.0%
Crew Labor:	\$ 194,402	18.5%
GM:	\$ 35,000	3.3%
Workers Comp*:	\$ 2,294	1.0%
Payroll Taxes*:	\$ 20,646	9.0%
R&M:	\$ 21,016	2.0%
Non-Ingredient:	\$ 10,508	1.0%
Utilities:	\$ 27,000	2.6%
Rent:	\$ 75,330	7.2%
CAM:	\$ 6,026	0.6%
Property Tax:	\$ 5,022	0.5%
Personal Property Tax:	\$ 1,000	0.1%
Local Advertising:	\$ 21,016	2.0%
Nat'l Advertising:	\$ 21,016	2.0%
Royalty:	\$ 52,541	5.0%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 25,745	2.5%
Professional Services:	\$ 4,500	0.4%
Laundry/Uniforms:	\$ 300	0.0%
Security:	\$ 375	0.0%
Permits & Licenses:	\$ 2,000	0.2%
Cash Over/Short:	\$ 1,051	0.1%
Employee Benefits:	\$ 3,090	0.3%
Other G&A:	\$ 4,300	0.4%
Total Expenses:	\$ 941,092	89.6%
Managed Cash Flow:	\$ 109,729	10.4%

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

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