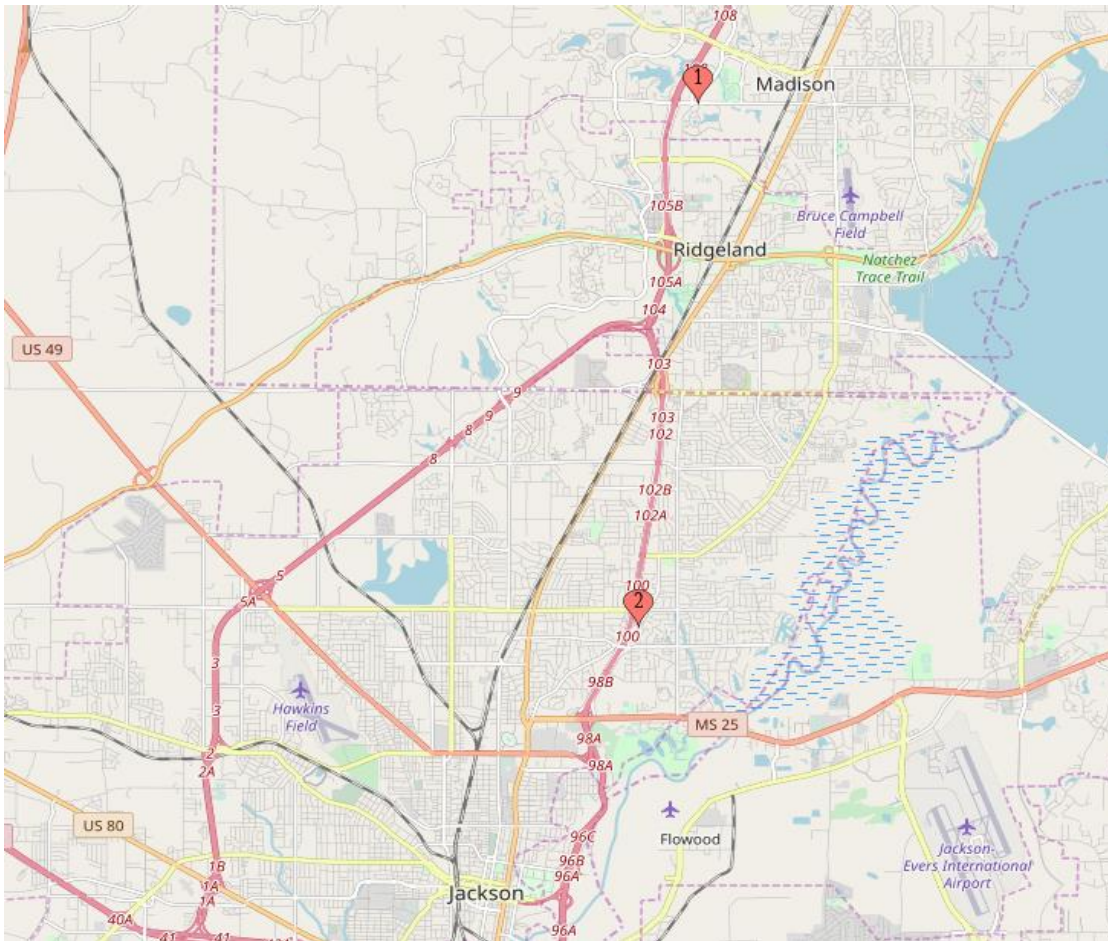




Moe's Southwest Grill 2 Locations in MS - \$900,000



Stores are approximately 15 minutes apart.

Store	Trailing 12 Months Ending 12/31/2019	Managed Cash Flow
364	\$1,001,561	\$123,565
365	\$1,050,328	\$109,595
TOTAL	\$2,051,889	\$233,161



CONFIDENTIAL Executive Summary



Purchase Price: \$900,000 for the package
 Total Annual Sales*: \$1,001,561
 Inventory: \$5,000
 Managed Cash Flow**: \$123,565

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 12/31/2019

** 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:

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: None
 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: \$120,000

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.

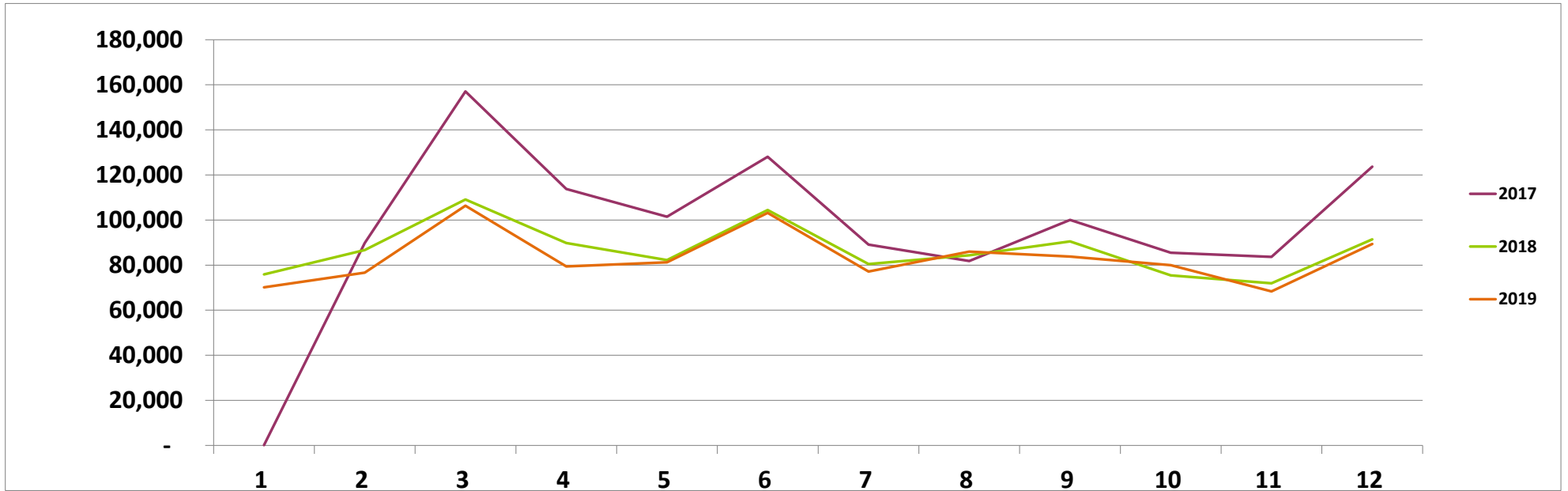
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MONTHLY SALES

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	\$79,954	\$68,332	\$89,353	\$1,001,561
\$ +/-	(\$5,745)	(\$10,067)	(\$2,757)	(\$10,435)	(\$950)	(\$1,224)	(\$3,278)	\$1,619	(\$6,682)	\$4,484	(\$3,604)	(\$2,071)	(\$40,710)
% +/-	-8%	-12%	-3%	-12%	-1%	-1%	-4%	2%	-7%	6%	-5%	-2%	-4%





**Moe's #364
PROFORMA**

Trailing 12 Months Ending 12/31/2019		
SALES	\$ 1,001,561	
COGS:	\$ 354,553	35.4%
Crew Labor:	\$ 195,304	19.5%
GM:	\$ 35,000	3.5%
Workers Comp*:	\$ 2,303	1.0%
Payroll Taxes*:	\$ 21,418	9.3%
R&M:	\$ 13,020	1.3%
Non-Ingredient:	\$ 20,031	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:	\$ 20,031	2.0%
Nat'l Advertising:	\$ 20,031	2.0%
Royalty:	\$ 50,078	5.0%
Equipment Lease:	\$ 710	0.1%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,025	1.6%
Professional Services:	\$ 4,500	0.4%
Laundry/Uniforms:	\$ 1,800	0.2%
Permits & Licenses:	\$ 600	0.1%
Cash Over/Short:	\$ 1,002	0.1%
Employee Benefits:	\$ 1,500	0.1%
Other G&A:	\$ 3,725	0.4%
Total Expenses:	\$ 877,996	87.7%
Managed Cash Flow:	\$ 123,565	12.3%

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

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CONFIDENTIAL Executive Summary



Purchase Price: \$900,000 for the package
Total Annual Sales*: \$1,050,328
Inventory: \$5,000
Managed Cash Flow**: \$109,595

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 12/31/2019

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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: None
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: \$125,000

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	\$108,746	\$85,032	\$81,152	\$85,055	\$81,597	\$86,488	\$100,556	\$84,924	\$82,765	\$93,091	\$1,050,328
\$ +/-	(\$8,025)	(\$3,812)	(\$17,365)	(\$9,338)	(\$13,417)	(\$20,380)	\$7,723	\$516	(\$1,604)	\$2,452	\$7,989	(\$752)	(\$56,013)
% +/-	-10%	-4%	-14%	-10%	-14%	-19%	10%	1%	-2%	3%	11%	-1%	-5%





Moe's #365 PROFORMA

Trailing 12 Months Ending 12/31/2019		
SALES	\$ 1,050,328	
COGS:	\$ 399,125	38.0%
Crew Labor:	\$ 194,311	18.5%
GM:	\$ 35,000	3.3%
Workers Comp*:	\$ 2,293	1.0%
Payroll Taxes*:	\$ 20,638	9.0%
R&M:	\$ 21,007	2.0%
Non-Ingredient:	\$ 10,503	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:	\$ 21,007	2.0%
Nat'l Advertising:	\$ 21,007	2.0%
Royalty:	\$ 52,516	5.0%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 25,733	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:	\$ 1,050	0.1%
Employee Benefits:	\$ 3,090	0.3%
Other G&A:	\$ 4,300	0.4%
Total Expenses:	\$ 940,733	89.6%
Managed Cash Flow:	\$ 109,595	10.4%

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

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