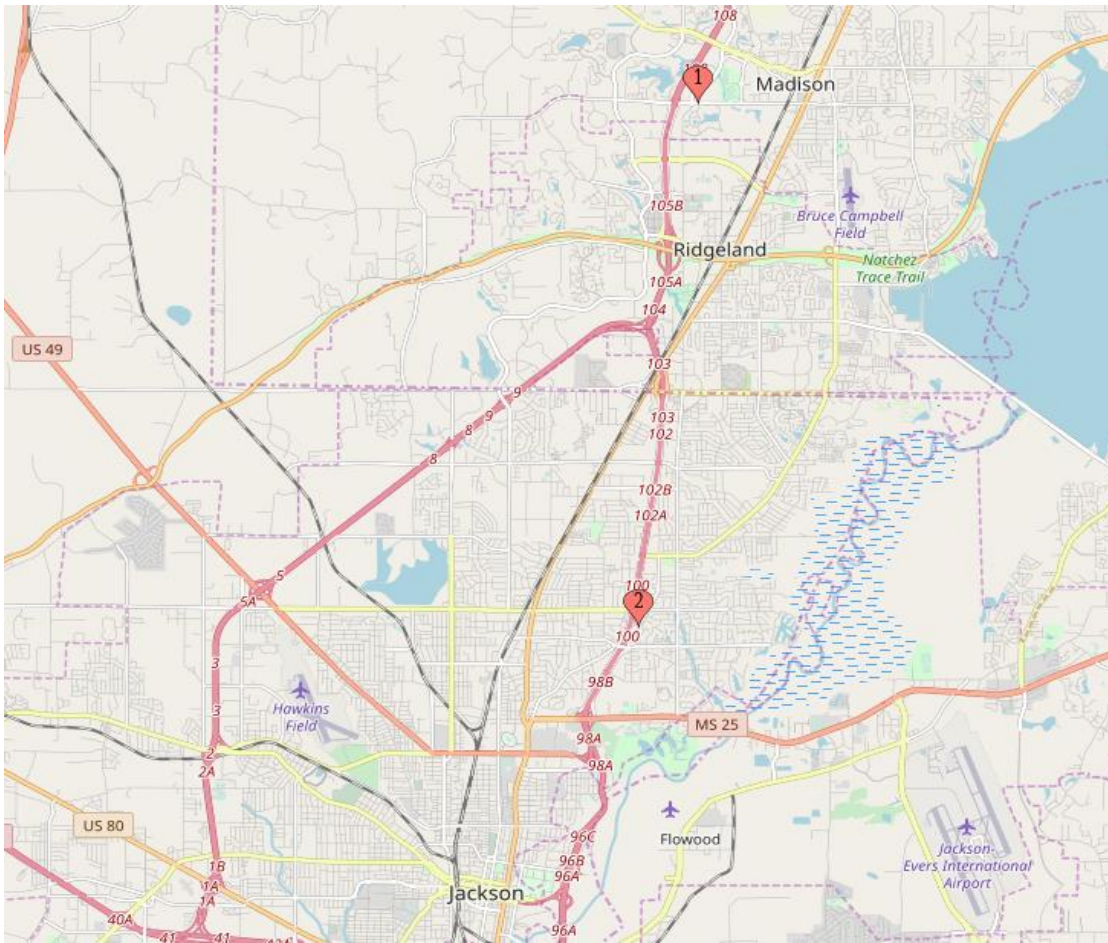




Moe's Southwest Grill \$575,000



Stores are approximately 15 minutes apart.

Store	Trailing 12 Months Ending 3/31/2020	Managed Cash Flow
Moe's #364	\$974,612	\$97,592
Moe's #365	\$1,024,353	\$48,274
Total	\$1,998,965	\$145,867



CONFIDENTIAL Executive Summary



Purchase Price:	\$575,000	Moe's #364
Total Annual Sales*:	\$974,612	179 Grandview Blvd.
Inventory:	\$5,000	Madison, MS 39110
Managed Cash Flow**:	\$97,592	

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

* Trailing 12 Months Ending 3/31/2020
** 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 prefers at least \$100,000 in liquidity and a net worth of \$1,000,000.

Franchise Agreement Expiration: 2036	Transfer Fee: Negotiable	Training Location: Atlanta or Corporate store
Royalty: 5.0%	Advertising: 2.0%	Training Period: 2 weeks
Remodel Requirements: Refresh items (paint, furniture) won't be required for 3 years.		

Lease Information:

Monthly Base Rent: \$5,777	Options: 3x5yr	Security Deposit: \$6,293
Percentage Rent: 5% after \$1.38M	CAM: \$619	Real Property Available: No
Expiration: February 2027	Monthly Property Tax: \$429	Increases: To \$6,190/mo in 2022

Location Details:

Business Established: February 2017	Building Type: Endcap	Building Size: 2,476 SF
Owner Since: February 2017	Seating: 80	Employees: 22
Hours of Operation: 11a - 9p	Licenses Needed: Business, Health	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.

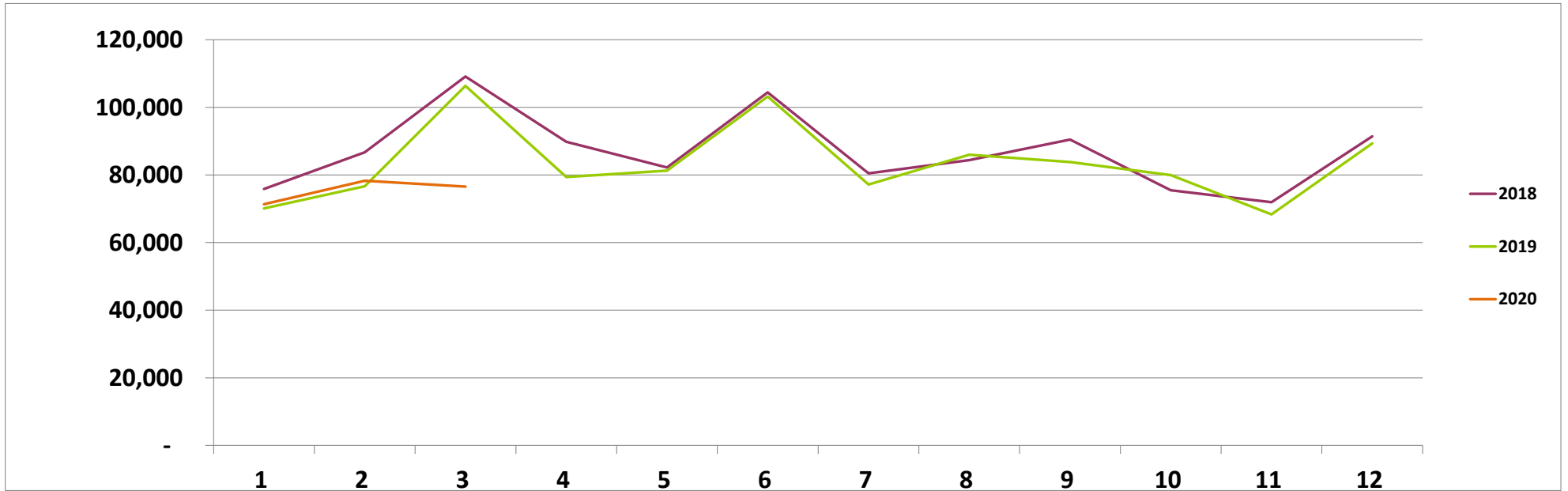
Remember you have agreed to keep all FranBizNetwork listings confidential.

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MONTHLY SALES

Moe's #364

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
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%
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
2020	\$71,341	\$78,284	\$76,543	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$226,168
\$ +/-	\$1,220	\$1,638	(\$29,807)										(\$26,949)
% +/-	2%	2%	-28%										-11%





**Moe's #364
PROFORMA**

Trailing 12 Months Ending 3/31/2020		
SALES	\$ 974,612	
COGS:	\$ 331,368	34.0%
Crew Labor:	\$ 199,795	20.5%
GM:	\$ 35,000	3.6%
Workers Comp*:	\$ 2,348	1.0%
Payroll Taxes*:	\$ 19,371	8.3%
R&M:	\$ 14,619	1.5%
Non-Ingredient:	\$ 29,238	3.0%
Utilities:	\$ 30,000	3.1%
Rent:	\$ 69,324	7.1%
CAM:	\$ 7,428	0.8%
Property Tax:	\$ 5,150	0.5%
Personal Property Tax:	\$ 1,000	0.1%
Local Advertising:	\$ 19,492	2.0%
Nat'l Advertising:	\$ 19,492	2.0%
Royalty:	\$ 48,731	5.0%
Equipment Lease:	\$ 2,930	0.3%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,568	1.7%
Professional Services:	\$ 4,500	0.5%
Laundry/Uniforms:	\$ 3,050	0.3%
Pest Control:	\$ 1,630	0.2%
Cash Over/Short:	\$ 975	0.1%
Employee Benefits:	\$ 1,775	0.2%
Other G&A:	\$ 5,635	0.6%
Total Expenses:	\$ 877,020	90.0%
Managed Cash Flow:	\$ 97,592	10.0%

*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*: \$1,024,353
Inventory: \$5,000
Managed Cash Flow**: \$48,274

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 3/31/2020

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Franchise Information:

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Franchise Agreement Expiration: 2036
Royalty: 5.0%

Transfer Fee: Negotiable
Advertising: 2.0%

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

Remodel Requirements: Refresh items (paint, furniture) won't be required for 3 years.

Lease Information:

Monthly Base Rent: \$6,662
Percentage Rent: No
Expiration: October 2026

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

Security Deposit: \$6,278
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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Moe's #365 PROFORMA

Trailing 12 Months Ending 3/31/2020		
SALES	\$ 1,024,353	
COGS:	\$ 399,498	39.0%
Crew Labor:	\$ 225,358	22.0%
GM:	\$ 35,000	3.4%
Workers Comp*:	\$ 2,604	1.0%
Payroll Taxes*:	\$ 21,480	8.3%
R&M:	\$ 15,365	1.5%
Non-Ingredient:	\$ 25,097	2.5%
Utilities:	\$ 15,760	1.5%
Rent:	\$ 79,941	7.8%
CAM:	\$ 6,026	0.6%
Property Tax:	\$ 5,022	0.5%
Personal Property Tax:	\$ 1,000	0.1%
Local Advertising:	\$ 20,487	2.0%
Nat'l Advertising:	\$ 20,487	2.0%
Royalty:	\$ 51,218	5.0%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 23,048	2.3%
Professional Services:	\$ 4,500	0.4%
Laundry/Uniforms:	\$ 200	0.0%
Security:	\$ 2,285	0.2%
Permits & Licenses:	\$ 250	0.0%
Cash Over/Short:	\$ 1,024	0.1%
Employee Benefits:	\$ 3,930	0.4%
Other G&A:	\$ 6,125	0.6%
Total Expenses:	\$ 976,079	95.3%
Managed Cash Flow:	\$ 48,274	4.7%

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

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