



CONFIDENTIAL Executive Summary



Purchase Price: \$375,000
 Total Annual Sales*: \$974,612
 Inventory: \$5,000
 Managed Cash Flow**: \$103,365

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 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
 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: \$5,777
 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. Seller also has a second location for sale that can be added to the package.

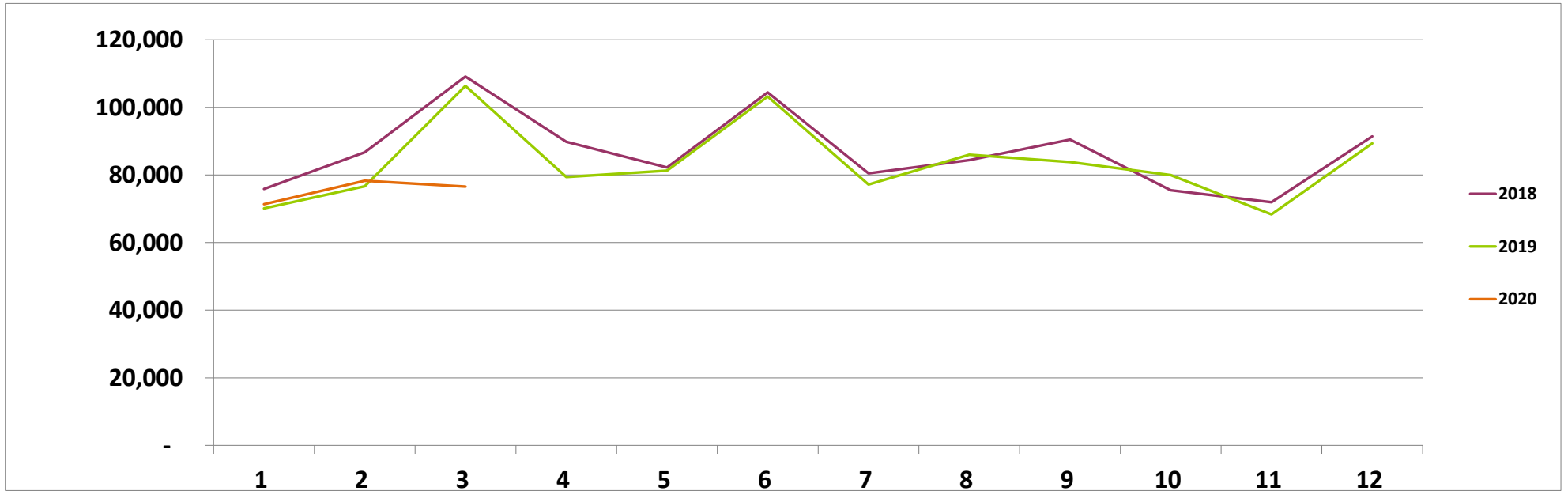
Remember you have agreed to keep all FranBizNetwork listings confidential.

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

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:	\$ 25,465	2.6%
Rent:	\$ 69,324	7.1%
CAM:	\$ 6,190	0.6%
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:	\$ 871,247	89.4%
Managed Cash Flow:	\$ 103,365	10.6%

*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.