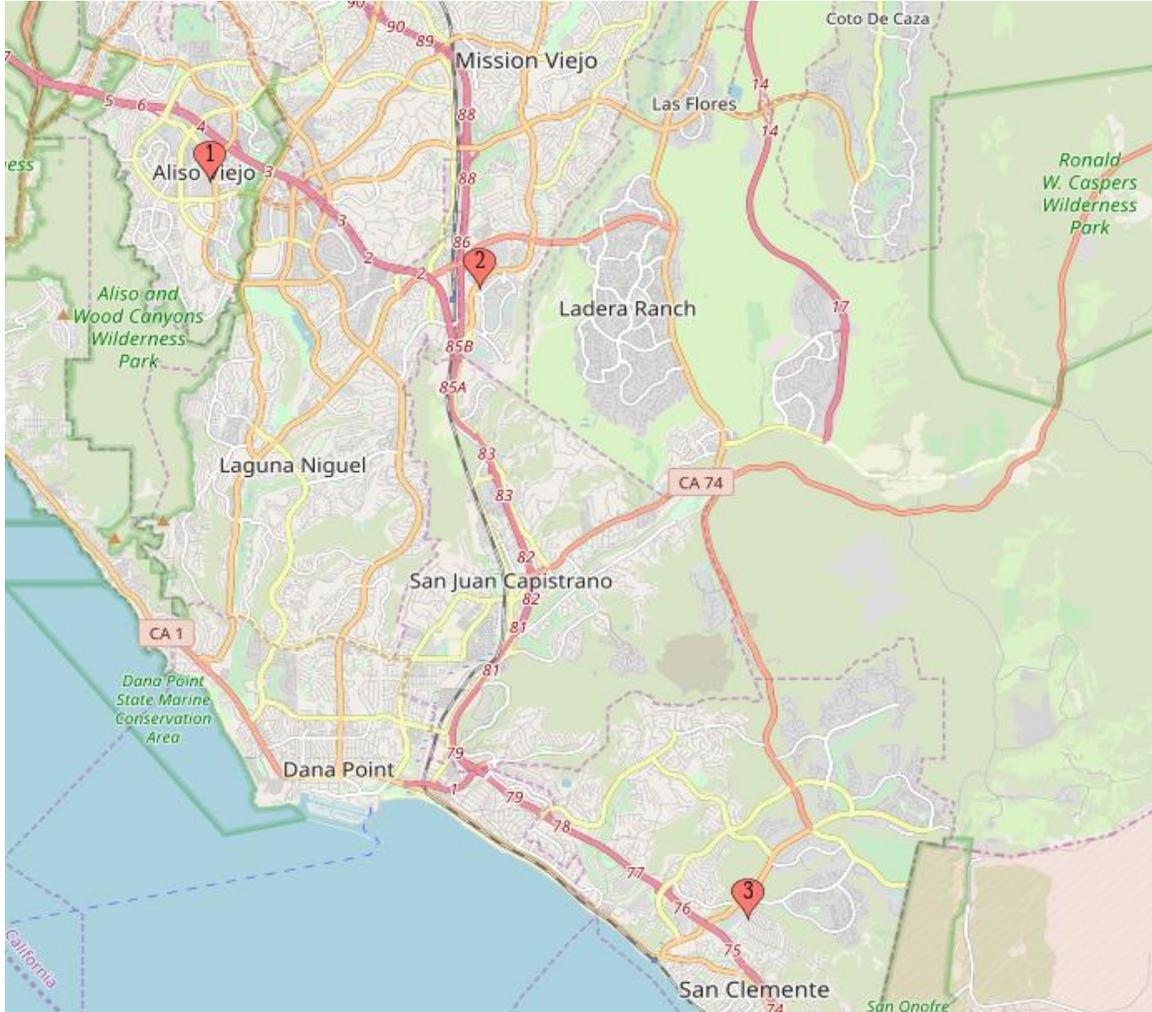


Smashburger - 3 units in CA
\$325,000 for package



Stores are within 20 minutes of each other.

Store	Extrapolated 2019 Sales	Managed Cash Flow
Smashburger - Aliso Viejo	\$628,694	\$17,401
Smashburger - Mission Viejo	\$579,358	\$5,553
Smashburger - San Clemente	\$687,820	\$72,005
TOTAL	\$1,895,872	\$94,958



CONFIDENTIAL Executive Summary

Purchase Price: \$325,000 for package
Total Annual Sales*: \$628,694
Inventory: TBD
Managed Cash Flow**: \$17,401

Smashburger - Aliso Viejo
26541 Aliso Creek Rd,
Aliso Viejo, CA 92656



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

* Extrapolated 2019 Sales

** 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:

Smashburger was founded in 2007 in Denver, CO. Known for their namesake smashing technique—smashing a fresh, never frozen, hand-packed meatball on a hot seasoned grill—resulting in a delicious burger that stands alone in taste, texture, and juiciness. Smashburger is the quickest fast-casual concept ever to hit the 200-restaurant milestone, located in 38 states, 9 countries and boasting 340+ locations. Franchisor requires restaurant experience, good credit and sufficient net worth and liquidity.

Approximate Monthly Base Rent: \$10,845

Royalty: 5.0%

Hours of Operation: M-Su 10:30a-9p; F-Sa 10a-9p

Transfer Fee: Approx. \$10K

Advertising: 2.25%

Building Type: Inline

Training Location: Training store near Buyer

Training Period: 4 weeks

Licenses Needed: Business, Health

Located in the Commons at Alisa Viejo. Trader Joe's is an anchor store. Other tenants include a Tmobile, Panera, Fish District and Walgreens. Plenty of parking available. Great visibility. Outdoor seating. Michael's and a movie theater are also nearby. Many residential properties, apartments and small business offices are in the area. Nearby competitors include The Habit Burger Grill.

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Smashburger - Aliso Viejo PROFORMA

EXTRAPOLATED 2019 SALES	\$ 628,694	
COGS:	\$ 176,034	28.0%
Labor:	\$ 176,034	28.0%
Workers Comp*:	\$ 2,641	1.5%
Payroll Taxes*:	\$ 3,521	2.0%
R&M:	\$ 6,287	1.0%
Utilities:	\$ 21,390	3.4%
Rent:	\$ 130,140	20.7%
Local Advertising:	\$ 17,603	2.8%
Nat'l Advertising:	\$ 14,146	2.25%
Royalty:	\$ 31,435	5.0%
Insurance:	\$ 1,310	0.2%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 12,574	2.0%
Professional Services:	\$ 4,500	0.7%
Outside Services:	\$ 6,300	1.0%
Pest Control:	\$ 725	0.1%
Permits & Licenses:	\$ 800	0.1%
Cash Over/Short:	\$ 629	0.1%
Other G&A:	\$ 4,625	0.7%
Total Expenses:	\$ 611,293	97.2%
Managed Cash Flow:	\$ 17,401	2.8%

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

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CONFIDENTIAL Executive Summary



Purchase Price:	\$325,000 for package
Total Annual Sales*:	\$579,358
Inventory:	TBD
Managed Cash Flow**:	\$5,553

Smashburger - Mission Viejo
1003 Shops at Mission Viejo
Mission Viejo, CA 92691

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

* Extrapolated 2019 Sales

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Franchise Information:

Smashburger was founded in 2007 in Denver, CO. Known for their namesake smashing technique—smashing a fresh, never frozen, hand-packed meatball on a hot seasoned grill—resulting in a delicious burger that stands alone in taste, texture, and juiciness. Smashburger is the quickest fast-casual concept ever to hit the 200-restaurant milestone, located in 38 states, 9 countries and boasting 340+ locations. Franchisor requires restaurant experience, good credit and sufficient net worth and liquidity.

Approximate Monthly Base Rent: \$12,155

Royalty: 5.0%

Hours of Operation: M-F 10a-9p; Sa 10a-8p; Su 10a-6p

Transfer Fee: Approx. \$10K

Advertising: 2.25%

Building Type: Inside mall

Training Location: Training store near Buyer

Training Period: 4 weeks

Licenses Needed: Business, Health

Located inside the Shops at Mission Viejo, a mall that contains Macy's, Nordstrom and many other retail stores. Saddleback College is a mile away and a Mission Hospital is located across the street. Right off the I-5 freeway. Nearby competitors include Islands Restaurant, Ruby's Diner.

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Smashburger - Mission Viejo PROFORMA

EXTRAPOLATED 2019 SALES	\$ 579,358	
COGS:	\$ 150,633	26.0%
Labor:	\$ 173,807	30.0%
Workers Comp*:	\$ 2,607	1.5%
Payroll Taxes*:	\$ 3,476	2.0%
R&M:	\$ 5,794	1.0%
Utilities:	\$ 12,356	2.1%
Rent:	\$ 145,860	25.2%
Local Advertising:	\$ 7,532	1.3%
Nat'l Advertising:	\$ 13,036	2.3%
Royalty:	\$ 28,968	5.0%
Insurance:	\$ 1,745	0.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 11,587	2.0%
Professional Services:	\$ 4,500	0.8%
Outside Services:	\$ 6,300	1.1%
Pest Control:	\$ 700	0.1%
Cash Over/Short:	\$ 579	0.1%
Other G&A:	\$ 3,725	0.6%
Total Expenses:	\$ 573,805	99.0%
Managed Cash Flow:	\$ 5,553	1.0%

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

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CONFIDENTIAL Executive Summary

Purchase Price: \$0
Total Annual Sales*: \$687,820
Inventory: TBD
Managed Cash Flow**: \$72,005

Smashburger - San Clemente
806 Avenida Pico
San Clemente, CA 92673



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

* Extrapolated 2019 Sales

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Franchise Information:

Smashburger was founded in 2007 in Denver, CO. Known for their namesake smashing technique—smashing a fresh, never frozen, hand-packed meatball on a hot seasoned grill—resulting in a delicious burger that stands alone in taste, texture, and juiciness. Smashburger is the quickest fast-casual concept ever to hit the 200-restaurant milestone, located in 38 states, 9 countries and boasting 340+ locations. Franchisor requires restaurant experience, good credit and sufficient net worth and liquidity.

Approximate Monthly Base Rent: \$8,560

Royalty: 5.0%

Hours of Operation: M-Th 10:30a-9:30p; F-Sa 10a-10p; Su 10:30a-9:30p

Transfer Fee: Approx. \$10K

Advertising: 2.25%

Building Type: Inline

Training Location: Training store near Buyer

Training Period: 4 weeks

Licenses Needed: Business, Health

Located in the Gateway Village Plaza. Albertson's grocery is the anchor store. Other tenants include Panda Express, Chipotle, GNC, a pet store, optometrist and donut shop. Outside seating, plenty of parking. Easy access from Avenida Pico. San Clemente High School is located across the street. Many residential properties in area. Nearby competitors include Burger Junkies, Ruby's Diner, McDonald's.

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Smashburger - San Clemente PROFORMA

EXTRAPOLATED 2019 SALES	\$ 687,820	
COGS:	\$ 199,468	29.0%
Labor:	\$ 171,955	25.0%
Workers Comp*:	\$ 2,579	1.5%
Payroll Taxes*:	\$ 3,439	2.0%
R&M:	\$ 7,222	1.1%
Utilities:	\$ 31,410	4.6%
Rent:	\$ 102,720	14.9%
Local Advertising:	\$ 15,476	2.3%
Nat'l Advertising:	\$ 15,476	2.3%
Royalty:	\$ 34,391	5.0%
Insurance:	\$ 1,310	0.2%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,756	2.0%
Professional Services:	\$ 4,500	0.7%
Outside Services:	\$ 6,300	0.9%
Pest Control:	\$ 545	0.1%
Cash Over/Short:	\$ 688	0.1%
Other G&A:	\$ 3,980	0.6%
Total Expenses:	\$ 615,815	89.5%
Managed Cash Flow:	\$ 72,005	10.5%

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

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