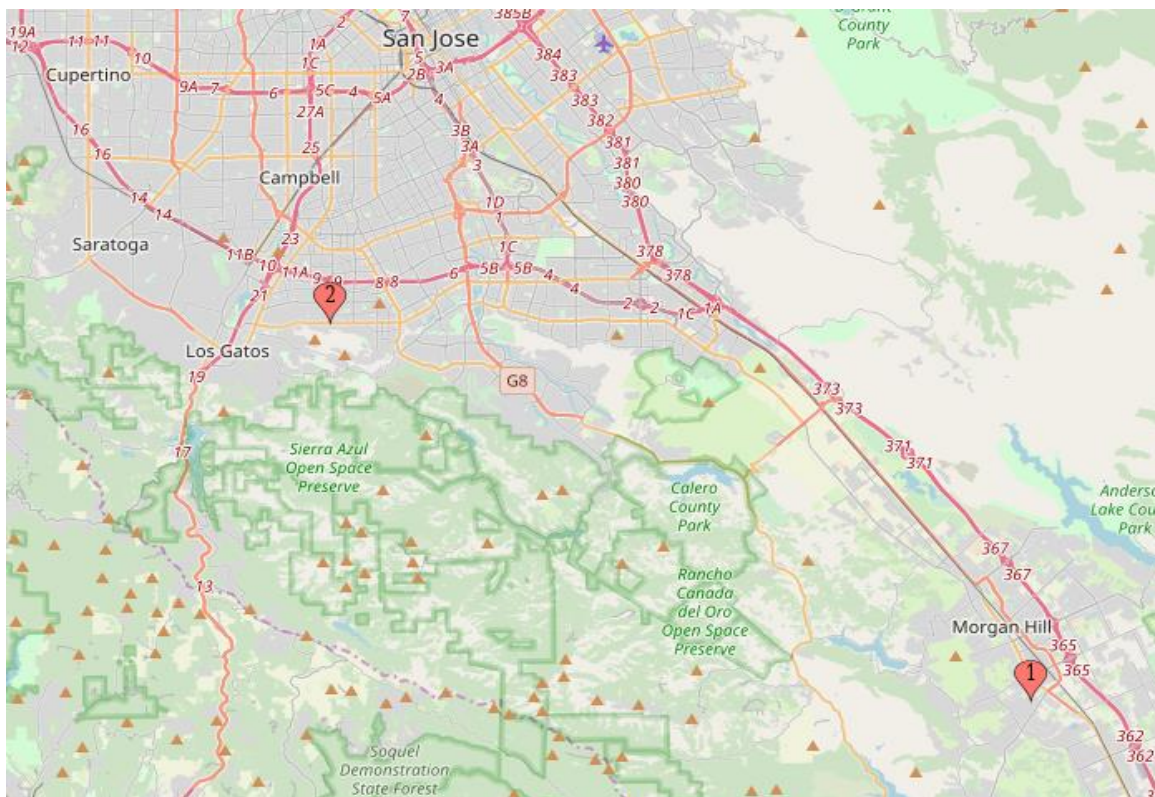


## Mooyah Burgers \$450,000



Stores are within 35 minutes of each other.

| Map   | Store            | Trailing 12 Months Ending<br>4/30/20 | Managed Cash<br>Flow |
|-------|------------------|--------------------------------------|----------------------|
| 1     | #217 Morgan Hill | \$940,944                            | \$91,700             |
| 2     | #226 Los Gatos   | \$1,082,054                          | \$45,307             |
| TOTAL |                  | \$2,022,998                          | \$137,007            |



**CONFIDENTIAL Executive Summary**

Purchase Price: \$450,000 for package of 2  
Total Annual Sales\*: \$940,944  
Inventory: \$6,000  
Managed Cash Flow\*\*: \$91,700

**#217 Morgan Hill  
255 Vineyard Town Center  
Morgan Hill, CA 95037**



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

\* Trailing 12 Months Ending 4/30/20  
\*\* 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:**

Mooyah is an American fast casual restaurant chain headquartered in Plano, Texas. The chain reached over 100 locations in 20 U.S. states and nine countries in 2016 in North America and the Middle East. They specialize in hamburgers, french fries, and shakes.

Franchise Agreement Expiration: 2024      Transfer Fee: \$15,000      Training Location: Walnut Creek, CA  
Royalty: 6.0%      Advertising: 3.0%      Training Period: 2 weeks  
Remodel Requirements: In 10 years

**Lease Information:**

Monthly Base Rent: \$6,837      Options: 2x5yr      Security Deposit: \$6,600  
Percentage Rent: None      CAM: Included      Real Property Available: No  
Expiration: 4/4/2025      Monthly Property Tax: Included      Increases: 20% in yr 6 (4/5/2020)

**Location Details:**

Business Established: 2014      Building Type: Inline      Building Size: 2,024 SF  
Owner Since: 2014      Seating: 70      Employees: 16  
Hours of Operation: 11a-9p      Licenses Needed: Business, Health      Equipment Value: \$80,000

Located in the Vineyard Town Center shopping plaza on the corner of W Edmundson Ave. and Monterey Rd. Other tenants in the plaza include Sherwin Williams paint, Starbucks, a day spa, cleaners and Verizon store. Located next door is a TJ Maxx, Nob Hill Foods grocery store and other small shops. The Morgan Hill Recreational Center is located across the street. This is a busy intersection with many residential properties surrounding the area. Nearby competitors include Jack in the Box and McDonald's.

**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.





## #217 Morgan Hill PROFORMA

| Trailing 12 Months Ending 4/30/20 |            |       |
|-----------------------------------|------------|-------|
| SALES                             | \$ 940,944 |       |
| COGS:                             | \$ 235,236 | 25.0% |
| Crew Labor:                       | \$ 185,836 | 19.8% |
| GM:                               | \$ 50,000  | 5.3%  |
| Workers Comp*:                    | \$ 3,538   | 1.5%  |
| Payroll Taxes*:                   | \$ 28,300  | 12.0% |
| R&M:                              | \$ 11,291  | 1.2%  |
| Non-Ingredient:                   | \$ 43,283  | 4.6%  |
| Utilities:                        | \$ 30,040  | 3.2%  |
| Rent:                             | \$ 82,044  | 8.7%  |
| Nat'l Advertising:                | \$ 28,228  | 3.0%  |
| Royalty:                          | \$ 56,457  | 6.0%  |
| Equipment Lease:                  | \$ 1,930   | 0.2%  |
| Insurance:                        | \$ 3,645   | 0.4%  |
| Bank Charges:                     | \$ 600     | 0.1%  |
| Credit Card Fees:                 | \$ 19,289  | 2.1%  |
| Professional Services:            | \$ 4,500   | 0.5%  |
| Outside Services:                 | \$ 3,165   | 0.3%  |
| Laundry/Uniforms:                 | \$ 6,695   | 0.7%  |
| Permits & Licenses:               | \$ 1,675   | 0.2%  |
| Cash Over/Short:                  | \$ 941     | 0.1%  |
| Discounts:                        | \$ 21,340  | 2.3%  |
| Employee Benefits:                | \$ 8,790   | 0.9%  |
| Other G&A:                        | \$ 25,050  | 2.7%  |
| Total Expenses:                   | \$ 852,244 | 90.6% |
| Other Income:                     | \$ 3,000   | 0.3%  |
| Managed Cash Flow:                | \$ 91,700  | 9.7%  |

\*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: \$450,000 for package of 2  
Total Annual Sales\*: \$1,082,054  
Inventory: \$6,000  
Managed Cash Flow\*\*: \$45,307

#226 Los Gatos  
15529 Union Ave  
Los Gatos, CA 95032



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

\* Trailing 12 Months Ending 4/30/20

\*\* 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:

America and the Middle East. They specialize in hamburgers, french fries, and shakes. Franchisor requires at least \$200,000 in liquid capital and a net worth of at least \$500,000.

Franchise Agreement Expiration: 2025

Royalty: 6.0%

Remodel Requirements: In 10 years

Transfer Fee: \$15,000

Advertising: 3.0%

Training Location: Walnut Creek, CA

Training Period: 2 weeks

---

### Lease Information:

Monthly Base Rent: \$10,995

Percentage Rent: None

Expiration: March 2020

Options: 3x5yr

CAM: Included

Monthly Property Tax: Included

Security Deposit: \$8,042

Real Property Available: No

Increases: 10% with each option

---

### Location Details:

Business Established: 2015

Owner Since: 2015

Hours of Operation: 11a-9p

Building Type: Inline

Seating: 68

Licenses Needed: Business, Health

Building Size: 2,038 SF

Employees: 17

Equipment Value: \$80,000

Located in a shopping plaza on the corner of LG Almaden Rd and Union Rd. In the same complex is a Safeway grocery store, a Starbucks, chiropractor office, optometrist and others. Union Middle School is located directly behind the restaurant. Plenty of parking available. Surrounded by residential properties. No competitors in the near vicinity.

Nearest competitor is approximately 5-10 minutes away.

---

**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.





## #226 Los Gatos PROFORMA

| Trailing 12 Months Ending 4/30/20 |              |       |
|-----------------------------------|--------------|-------|
| SALES                             | \$ 1,082,054 |       |
| COGS:                             | \$ 267,808   | 24.8% |
| Crew Labor:                       | \$ 238,052   | 22.0% |
| GM:                               | \$ 50,000    | 4.6%  |
| Workers Comp*:                    | \$ 4,321     | 1.5%  |
| Payroll Taxes*:                   | \$ 34,566    | 12.0% |
| R&M:                              | \$ 12,985    | 1.2%  |
| Non-Ingredient:                   | \$ 37,872    | 3.5%  |
| Utilities:                        | \$ 24,310    | 2.2%  |
| Rent:                             | \$ 131,940   | 12.2% |
| Nat'l Advertising:                | \$ 32,462    | 3.0%  |
| Royalty:                          | \$ 64,923    | 6.0%  |
| Equipment Lease:                  | \$ 465       | 0.0%  |
| Insurance:                        | \$ 4,750     | 0.4%  |
| Bank Charges:                     | \$ 600       | 0.1%  |
| Credit Card Fees:                 | \$ 24,346    | 2.3%  |
| Professional Services:            | \$ 4,500     | 0.4%  |
| Outside Services:                 | \$ 3,000     | 0.3%  |
| Laundry/Uniforms:                 | \$ 7,005     | 0.6%  |
| Security:                         | \$ 205       | 0.0%  |
| Permits & Licenses:               | \$ 1,335     | 0.1%  |
| Cash Over/Short:                  | \$ 1,082     | 0.1%  |
| Discounts:                        | \$ 28,340    | 2.6%  |
| Employee Benefits:                | \$ 14,815    | 1.4%  |
| Other G&A:                        | \$ 50,065    | 4.6%  |
| Total Expenses:                   | \$ 1,039,747 | 96.1% |
| Other Income:                     | \$ 3,000     | 0.3%  |
| Managed Cash Flow:                | \$ 45,307    | 4.2%  |

\*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.