

2 Papa Murphy's Take n' Bake Pizza \$575,000



Sheboygan and Plymouth are within 20 minutes of each other



| Store | Trailing 12 Months Ending 12/31/21 | Owner Operated Cash Flow |
|---------------|------------------------------------|--------------------------|
| Sheboygan, WI | \$460,698 | \$103,222 |
| Plymouth, WI | \$427,451 | \$67,948 |
| TOTAL | \$888,149 | \$171,170 |



CONFIDENTIAL Executive Summary



| | | |
|-----------------------------|-----------|------------------------------------|
| Purchase Price: | \$325,000 | Papa Murphy's Pizza - WI020 |
| Total Annual Sales*: | \$460,698 | 2229 Calumet Drive |
| Inventory: | \$8,000 | Sheboygan, WI 53083 |
| Owner Operated Cash Flow**: | \$103,222 | |



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

* Trailing 12 Months Ending 12/31/21
 ** 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:

Papa Murphy's Take N' Bake Pizza is the pioneer of the take and bake concept. They are the largest take and bake Pizza company in the world. 98% of the Papa Murphy's stores are franchised. Franchisor requires a minimum net worth of \$275,000 with at least \$80,000 in liquid. Credit score 650.

| | | |
|--|------------------------|--------------------------|
| Franchise Agreement Expiration: 4/1/2022 | Transfer Fee: \$15,000 | Training Location: WI |
| Royalty: 5.0% | Advertising: 2.0% | Training Period: 4 weeks |
| Remodel Requirements: None | | |

Lease Information:

| | | |
|----------------------------|----------------------------|-------------------------------|
| Monthly Base Rent: \$1,412 | Options: 2x3yr | Security Deposit: None |
| Percentage Rent: None | CAM: \$237 | Real Property Available: None |
| Expiration: 4/1/2024 | Monthly Property Tax: \$97 | Increases: TBD |

Location Details:

| | | |
|--------------------------------------|----------------------------------|------------------------------------|
| Business Established: 1/1/2000 | Building Type: Shopping Plaza | Building Size: 1500 SF |
| Owner Since: 4/1/2012 | Seating: Take-Out | Employees: 1/FT Mgr 8/PT Employees |
| Hours of Operation: 11am-7pm Sun-Sat | Licenses Needed: Business/Health | Equipment Value: \$75,000 |

Papa Murphy's Take N' Bake Pizza is located on Calumet Drive in Plaza nextdoor to Dollar Tree. Nearby competition includes Dairy Queen, Papa John's and McDonald's. Units available as a package or sold separately. Some seller financing available to qualified buyers.

Remember you have agreed to keep all FranBizNetwork listings confidential.

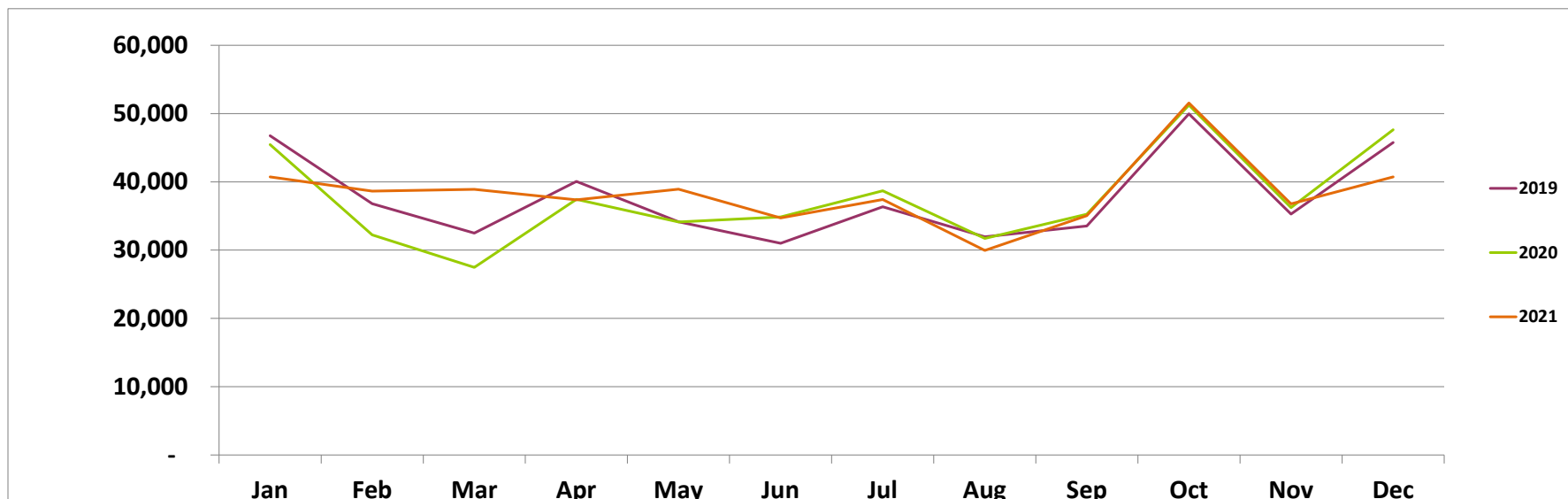
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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

Papa Murphy's Pizza - WI020

| | Jan | Feb | Mar | Apr | May | June | July | Aug | Sep | Oct | Nov | Dec | TOTAL |
|--------|-----------|-----------|-----------|-----------|----------|----------|-----------|-----------|-----------|----------|----------|-----------|-----------|
| 2018 | \$30,262 | \$27,656 | \$26,766 | \$34,047 | \$26,112 | \$23,851 | \$40,665 | \$32,772 | \$39,087 | \$49,455 | \$33,709 | \$46,087 | \$410,469 |
| 2019 | \$46,748 | \$36,807 | \$32,487 | \$40,071 | \$34,157 | \$31,000 | \$36,352 | \$31,950 | \$33,523 | \$49,958 | \$35,290 | \$45,756 | \$454,099 |
| \$ +/- | \$16,486 | \$9,151 | \$5,721 | \$6,024 | \$8,045 | \$7,149 | (\$4,313) | (\$822) | (\$5,564) | \$503 | \$1,581 | (\$331) | \$43,630 |
| % +/- | 54% | 33% | 21% | 18% | 31% | 30% | -11% | -3% | -14% | 1% | 5% | -1% | 11% |
| 2019 | \$46,748 | \$36,807 | \$32,487 | \$40,071 | \$34,157 | \$31,000 | \$36,352 | \$31,950 | \$33,523 | \$49,958 | \$35,290 | \$45,756 | \$454,099 |
| 2020 | \$45,446 | \$32,237 | \$27,473 | \$37,441 | \$34,129 | \$34,848 | \$38,679 | \$31,711 | \$35,250 | \$51,232 | \$36,237 | \$47,629 | \$452,312 |
| \$ +/- | (\$1,302) | (\$4,570) | (\$5,014) | (\$2,630) | (\$28) | \$3,848 | \$2,327 | (\$239) | \$1,727 | \$1,274 | \$947 | \$1,873 | (\$1,787) |
| % +/- | -3% | -12% | -15% | -7% | 0% | 12% | 6% | -1% | 5% | 3% | 3% | 4% | 0% |
| 2020 | \$45,446 | \$32,237 | \$27,473 | \$37,441 | \$34,129 | \$34,848 | \$38,679 | \$31,711 | \$35,250 | \$51,232 | \$36,237 | \$47,629 | \$452,312 |
| 2021 | \$40,721 | \$38,630 | \$38,900 | \$37,360 | \$38,923 | \$34,717 | \$37,423 | \$29,955 | \$35,035 | \$51,547 | \$36,765 | \$40,722 | \$460,698 |
| \$ +/- | (\$4,725) | \$6,393 | \$11,427 | (\$81) | \$4,794 | (\$131) | (\$1,256) | (\$1,756) | (\$215) | \$315 | \$528 | (\$6,907) | \$8,386 |
| % +/- | -10% | 20% | 42% | 0% | 14% | 0% | -3% | -6% | -1% | 1% | 1% | -15% | 2% |





**Papa Murphy's Pizza - WI020
PROFORMA**

| Trailing 12 Months Ending 12/31/21 | | |
|---|------------|-------|
| SALES | \$ 460,698 | |
| COGS: | \$ 142,724 | 31.0% |
| Crew Labor: | \$ 83,617 | 18.2% |
| Assume Owner is GM | | |
| Workers Comp*: | \$ 2,651 | 3.2% |
| Payroll Taxes*: | \$ 6,363 | 7.6% |
| R&M: | \$ 15,157 | 3.3% |
| Utilities: | \$ 8,005 | 1.7% |
| Rent: | \$ 16,944 | 3.7% |
| CAM: | \$ 2,687 | 0.6% |
| Property Tax: | \$ 1,170 | 0.3% |
| Local Advertising: | \$ 31,189 | 6.8% |
| Nat'l Advertising: | \$ 9,214 | 2.0% |
| Royalty: | \$ 23,035 | 5.0% |
| Insurance: | \$ 7,374 | 1.6% |
| Bank Charges: | \$ 600 | 0.1% |
| Credit Card Fees: | \$ 5,482 | 1.2% |
| Permits & Licenses: | \$ 446 | 0.1% |
| Cash Over/Short: | \$ 461 | 0.1% |
| Employee Benefits: | \$ 880 | 0.2% |
| Other G&A: | \$ 50 | 0.0% |
| Total Expenses: | \$ 358,049 | 77.7% |
| Other Income: | \$ 573 | 0.1% |
| Owner Operated Cash Flow: | \$ 103,222 | 22.4% |

*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: \$275,000
 Total Annual Sales*: \$427,451
 Inventory: \$8,000
 Owner Operated Cash Flow**: \$67,948

Papa Murphy's Pizza - WI068
58 N. Highland Avenue
Plymouth, WI 53073



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

* Trailing 12 Months Ending 12/31/21
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Franchise Information:

Papa Murphy's Take N' Bake Pizza is the pioneer of the take and bake concept. They are the largest take and bake Pizza company in the world. 98% of the Papa Murphy's stores are franchised. Franchisor requires a minimum net worth of \$275,000 with at least \$80,000 in liquid. Credit score 650.

| | | |
|--|------------------------|--------------------------|
| Franchise Agreement Expiration: 4/1/2022 | Transfer Fee: \$15,000 | Training Location: WI |
| Royalty: 5.0% | Advertising: 2.0% | Training Period: 4 weeks |
| Remodel Requirements: None | | |

Lease Information:

| | | |
|----------------------------|----------------------------|-----------------------------|
| Monthly Base Rent: \$2,625 | Options: Negotiable | Security Deposit: \$1,875 |
| Percentage Rent: None | CAM: \$347 | Real Property Available: No |
| Expiration: 4/18/2022 | Monthly Property Tax: None | Increases: TBD |

Location Details:

| | | |
|--|----------------------------------|---------------------------|
| Business Established: 1/1/2005 | Building Type: Shopping Plaza | Building Size: 1,500 SF |
| Owner Since: 4/1/2012 | Seating: Take-Out | Employees: 1 FT/11 PT |
| Hours of Operation: 11am - 7pm Sun-Sat | Licenses Needed: Business/Health | Equipment Value: \$75,000 |

Papa Murphy's Take N' Bake Pizza is located on corner of N. Highland Avenue and Eastern Avenue in Plaza across from Evergreen Golf Course. Close to large residential area. Nearby competition includes Cousin's Subs, Chester's Drive-In, Domino's Pizza and Subway. Units available as a package or sold separately. Some seller financing available to qualified buyers.

Remember you have agreed to keep all FranBizNetwork listings confidential.

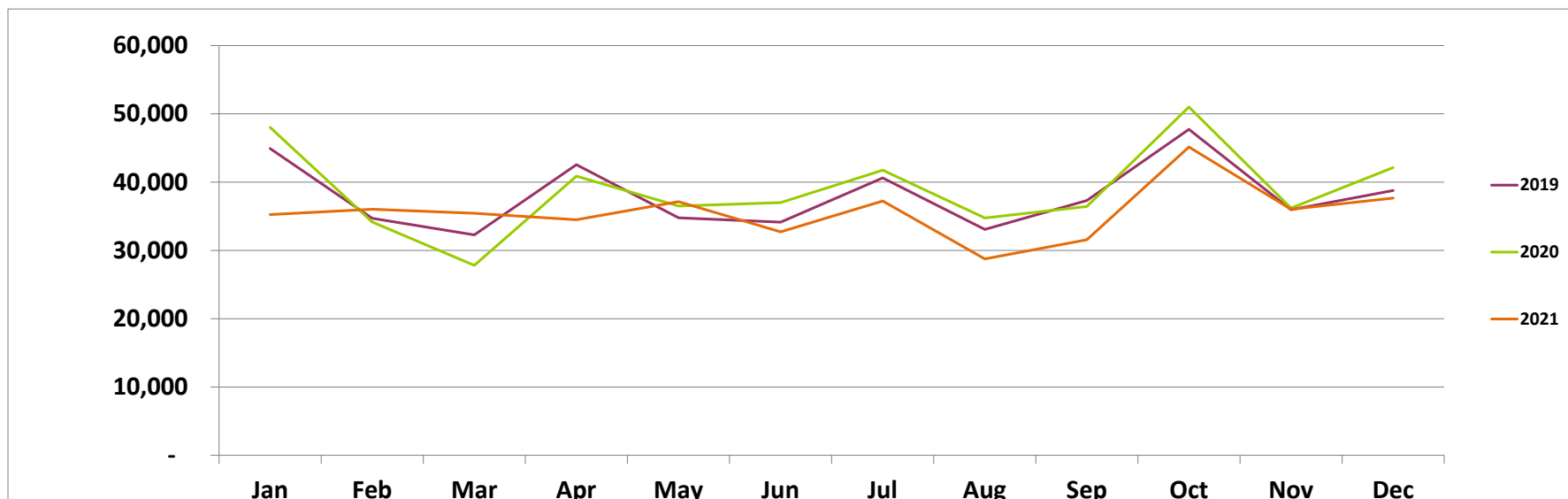
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MONTHLY SALES

Papa Murphy's Pizza - WI068

| | Jan | Feb | Mar | Apr | May | June | July | Aug | Sep | Oct | Nov | Dec | TOTAL |
|--------|------------|----------|-----------|-----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| 2018 | \$44,142 | \$35,424 | \$32,093 | \$44,112 | \$34,424 | \$32,738 | \$39,253 | \$36,306 | \$37,466 | \$53,494 | \$40,020 | \$43,919 | \$473,391 |
| 2019 | \$44,922 | \$34,713 | \$32,273 | \$42,552 | \$34,776 | \$34,145 | \$40,606 | \$33,071 | \$37,309 | \$47,730 | \$35,960 | \$38,765 | \$456,822 |
| \$ +/- | \$780 | (\$711) | \$180 | (\$1,560) | \$352 | \$1,407 | \$1,353 | (\$3,235) | (\$157) | (\$5,764) | (\$4,060) | (\$5,154) | (\$16,569) |
| % +/- | 2% | -2% | 1% | -4% | 1% | 4% | 3% | -9% | 0% | -11% | -10% | -12% | -4% |
| 2019 | \$44,922 | \$34,713 | \$32,273 | \$42,552 | \$34,776 | \$34,145 | \$40,606 | \$33,071 | \$37,309 | \$47,730 | \$35,960 | \$38,765 | \$456,822 |
| 2020 | \$48,008 | \$34,165 | \$27,811 | \$40,872 | \$36,491 | \$37,001 | \$41,756 | \$34,743 | \$36,442 | \$51,004 | \$36,192 | \$42,130 | \$466,615 |
| \$ +/- | \$3,086 | (\$548) | (\$4,462) | (\$1,680) | \$1,715 | \$2,856 | \$1,150 | \$1,672 | (\$867) | \$3,274 | \$232 | \$3,365 | \$9,793 |
| % +/- | 7% | -2% | -14% | -4% | 5% | 8% | 3% | 5% | -2% | 7% | 1% | 9% | 2% |
| 2020 | \$48,008 | \$34,165 | \$27,811 | \$40,872 | \$36,491 | \$37,001 | \$41,756 | \$34,743 | \$36,442 | \$51,004 | \$36,192 | \$42,130 | \$466,615 |
| 2021 | \$35,252 | \$36,032 | \$35,446 | \$34,492 | \$37,133 | \$32,725 | \$37,223 | \$28,755 | \$31,559 | \$45,142 | \$36,031 | \$37,661 | \$427,451 |
| \$ +/- | (\$12,756) | \$1,867 | \$7,635 | (\$6,380) | \$642 | (\$4,276) | (\$4,533) | (\$5,988) | (\$4,883) | (\$5,862) | (\$161) | (\$4,469) | (\$39,164) |
| % +/- | -27% | 5% | 27% | -16% | 2% | -12% | -11% | -17% | -13% | -11% | 0% | -11% | -8% |





**Papa Murphy's Pizza - WI068
PROFORMA**

| Trailing 12 Months Ending 12/31/21 | | |
|---|------------|-------|
| SALES | \$ 427,451 | |
| COGS: | \$ 131,740 | 30.8% |
| Crew Labor: | \$ 83,780 | 19.6% |
| Assume Owner is GM | | |
| Workers Comp*: | \$ 2,681 | 3.2% |
| Payroll Taxes*: | \$ 6,904 | 8.2% |
| R&M: | \$ 3,719 | 0.9% |
| Utilities: | \$ 9,948 | 2.3% |
| Rent: | \$ 35,667 | 8.3% |
| Property Tax: | \$ 135 | 0.0% |
| Local Advertising: | \$ 20,304 | 4.8% |
| Nat'l Advertising: | \$ 8,549 | 2.0% |
| Royalty: | \$ 21,373 | 5.0% |
| Insurance: | \$ 12,669 | 3.0% |
| Bank Charges: | \$ 600 | 0.1% |
| Credit Card Fees: | \$ 5,429 | 1.3% |
| Professional Services: | \$ 4,500 | 1.1% |
| Permits & Licenses: | \$ 446 | 0.1% |
| Cash Over/Short: | \$ 427 | 0.1% |
| Employee Benefits: | \$ 326 | 0.1% |
| Other G&A: | \$ 50 | 0.0% |
| Total Expenses: | \$ 359,676 | 84.1% |
| Other Income: | \$ 173 | 0.0% |
| Owner Operated Flow: | \$ 67,948 | 15.9% |

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

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