CONFIDENTIAL INFORMATION MEMORANDUM

Two-Unit Fast-Casual Franchise Opportunity

Approximately $3.2 Million in Annual Sales | Established Operations | Long-Term Leases

Executive Summary

An exceptional opportunity to acquire a two-unit fast-casual restaurant franchise generating approximately $3.2 million in combined annual sales. These attractive locations combine an established franchise concept, a popular menu, strong revenue, and an efficient counter-service operating model designed to help control labor costs.

Known for quality burgers, chicken sandwiches, breakfast offerings, and craft beer and wine, the franchise provides a versatile dining experience that appeals to customers throughout the day. Both restaurants feature beautifully decorated interiors, inviting patios, and excellent curb appeal, creating an attractive environment for customers and a strong visual presence.

The business operates under a streamlined counter-service model without traditional table-service staff, helping simplify operations and reduce labor requirements. The two locations benefit from long-term leases and franchise training and support available in Southern California.

The business reportedly generates over $200,000 in annual net profit under fully absentee ownership, with potential to generate $300,000 or more annually under owner-management, subject to verification of financial statements, management expenses, and operating costs.

Important franchise cost consideration: Combined franchise royalties and advertising fees equal 8% of gross sales. At the current sales level, these fees represent approximately $256,000 annually. Prospective buyers should consider these obligations when evaluating the business's profitability and future growth potential.

Investment Highlights

- **Two Established Locations:** Combined annual sales of approximately $3.2 million.
- **Attractive Restaurant Facilities:** Beautifully decorated interiors, patios, and strong curb appeal.
- **Efficient Operating Model:** Counter-service format without traditional servers, helping manage labor expenses.

- **Long-Term Leases:** Potential for continued operations and long-term planning, subject to lease terms and approvals.
- **Competitive Occupancy Costs:** Combined monthly rent of $18,000, equivalent to approximately 6.75% of annual gross sales.
- **Franchise Royalties and Advertising:** Combined fees of 8% of gross sales, or approximately $256,000 annually at current sales.
- **Reported Absentee Profitability:** Over $200,000 in annual net profit, subject to verification and confirmation that all operating expenses are included.
- **Owner-Operator Potential:** Potential for $300,000+ in annual net profit with direct owner involvement, subject to financial verification.
- **Franchise Training and Support:** Training and ongoing support available in Southern California, subject to franchisor requirements.
- **Established Multi-Unit Platform:** An opportunity for an experienced operator or qualified franchise buyer to acquire two operating locations.

Business Concept and Operations

The franchise offers a quality-focused fast-casual dining experience built around burgers, chicken sandwiches, breakfast items, and craft beer and wine. Its diverse menu creates opportunities to serve customers across multiple dayparts.

The counter-service format eliminates the need for traditional table-service staffing, helping simplify labor management and daily operations while maintaining an inviting restaurant environment.

Both locations are established and operational, allowing a buyer to acquire existing restaurant infrastructure rather than undertake the time and expense of developing new locations from the ground up.

Locations and Facilities

Each restaurant features an attractive interior, a welcoming atmosphere, and a patio that enhances the customer experience. Strong curb appeal and visual presentation contribute to the overall appeal of both locations.

The restaurants operate under long-term leases. Remaining lease terms, renewal options, rent escalations, assignment conditions, and landlord approvals should be confirmed during due diligence.

Financial Overview

Financial Metric	Combined Operations
Annual Gross Sales	$3m

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Financial Overview

Financial Metric	Combined Operations
Annual Gross Sales	$3,200,000
Average Monthly Sales	$266,667
Annual Rent	$216,000
Rent as % of Sales	6.75%
Franchise Royalties and Advertising	8.00% of sales
Estimated Annual Franchise Fees	$256,000
Monthly Franchise Fees at Current Sales	$21,333
Rent and Franchise Fees Combined	$472,000 annually
Combined Rent and Franchise Fees as % of Sales	14.75%
Reported Annual Net Profit — Absentee	Over $200,000
Potential Annual Net Profit — Owner-Managed	$300,000+

Financial figures are preliminary and subject to verification. The royalty and advertising calculations assume the combined 8% fee applies to all $3.2 million in annual gross sales. The reported net profit figures should be confirmed to ensure franchise fees, rent, payroll, management compensation, and all other operating expenses are properly accounted for.

Growth and Value-Enhancement Opportunities

A new owner may have opportunities to build on the existing sales base through:

- Improving labor scheduling and productivity.
- Monitoring food costs, waste, and purchasing efficiencies.
- Strengthening local marketing and customer loyalty initiatives.
- Increasing breakfast, lunch, and dinner traffic through targeted promotions.
- Exploring catering, group orders, and other revenue channels where permitted by the franchisor.
- Leveraging franchisor training, marketing resources, and operational support.

Given the 8% combined royalty and advertising burden, prospective owners should carefully evaluate incremental sales opportunities and operating margins to determine the most effective ways to improve profitability.

Franchise Support and Training

Franchise training and support available in Southern California provide additional assistance to a qualified buyer. Prospective buyers should verify transfer approval requirements, initial and ongoing training obligations, royalty and advertising assessments, transfer fees, required upgrades, and other franchise obligations before completing an acquisition.

Ideal Buyer Profile

This opportunity may appeal to:

- Multi-unit restaurant operators seeking expansion.
- Experienced restaurant owners seeking an established operating platform.
- Investors interested in a business with an existing absentee-management structure.
- Owner-operators seeking to participate directly in daily operations and improve financial performance.
- Qualified franchise buyers interested in an established Southern California restaurant business.

This memorandum is intended for preliminary discussion with qualified prospective buyers. All financial information, operating results, franchise fees, lease terms, and projections must be independently verified. Any transaction is subject to satisfactory due diligence,

franchisor approval, landlord consent where required, and definitive purchase documentation.