

 **AUSPEX CAPITAL**



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INNOVATION. EXECUTION. EXCELLENCE.

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**"Auspex focuses on our financings so we can focus on running great restaurants."**

-Lee Engler, Owner  
Border Foods, Inc.



## OUR HISTORY

Specialized industries require specialized investment bankers. A generalist investment banker, by definition, can only come up with a generalist's solution. Auspex was founded with the sole purpose of serving restaurant industry entrepreneurs in the Quick Service Restaurant industry.

Our founders trace their investment roots back to the early 2000s when, as partners at Trinity Capital, they provided system-wide franchisee debt restructuring and recapitalization programs to multi-unit restaurant entrepreneurs. This experience inspired a desire for even greater independence, and as a result, Auspex Capital was founded in 2004 with a mission to better serve clients.

We partner with you to understand your goals and develop a customized solution to achieve them. Our singular focus has allowed Auspex to develop an unparalleled expertise as a financial advisor for restaurant industry franchisees. We know the restaurant industry and we understand your business.

Whether it's finding the right buyer, the right lender, or the right group of restaurants to acquire, Auspex will help you to create, enhance, and execute your plans flawlessly.

## THE AUSPEX DIFFERENCE

Our business is based on building long-term relationships with our clients. It is our privilege to partner with you to help you meet the opportunities and challenges ahead and craft solutions for the future of your business.

We know the restaurant business. That's it. We've been one of the restaurant industry's most active financial advisors and have more than 65 years of combined experience serving restaurant entrepreneurs like you. We know the road you travel because we've been down the same road many times. You can have confidence in our capability and knowledge.



**"Auspex is a one-trick pony, but we do that trick very well. Our clients benefit from our singular focus and our expertise."**

**-Chris Kelleher, Managing Director**

When we take on an assignment there is no learning curve. Our reliable innovation helps you maximize the value of the business you've built and capitalize on your opportunities. We partner with you to find the right strategy for you, create a plan that puts you in control, and strive to execute the plan flawlessly.

Our robust financial models and our team of skilled financial analysts develop top-quality information. Armed with thorough, well documented financial analysis, you can quickly and effectively communicate with potential buyers, lenders, or financial partners. Our team is accountable and accessible – we're there when you need us.

Ultimately, your success is our success – both literally and philosophically. Our compensation for most of our engagements is success-fee based. Philosophically, our success is defined by how effectively we represent your interests. We play to win and we dedicate our firm's talent and energy to ensuring we meet your objectives.

## OUR SERVICES

### Capital Formation, Structuring, and Placement

We are experts at evaluating a company's needs and structuring the optimal solution.

### Buy-Side and Sell-Side M&A Advisory

We use our expertise to help you quantify the risks, develop a strategic plan, and execute. We are focused on the details of your transaction.

### Sale Leaseback Structuring and Placement

Sale Leaseback transactions have become pervasive in the industry. We have a comprehensive understanding of the product and the process.

### Financial and Strategic Advisory Services

With superior quantitative analysis and the industry knowledge garnered from working with hundreds of restaurant companies, we help you develop the optimal financial plan.

### Restructuring/Recapitalization

The key to a successful restructure is to develop and implement strategies to preserve shareholder value and to expedite the process.

### Valuation/Fairness Opinions/Litigation Support

We produce the highest quality valuations and fairness opinions. These are a key advantage to you when compared with generalist valuation firms and investment banks.



The Auspex Executive Team. From Left: Shriram Chokshi, Christopher Kelleher, and Naveen Goyal

“Without Auspex there is no way we would have grown from zero to 654 restaurants in the last 12 years.”

- Jim Bodenstedt  
MUY! Companies



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