

Auspex Capital Advises on the Acquisition and Financing of 27 Taco Bell Restaurants for Desert De Oro

M&A ADVISORY | DEBT PLACEMENT

Franchisee of



**TACO
BELL™**

27 Units

Buy-Side M&A Advisory, Senior Secured
Term Loan and Development Line
October 2016

The Transaction:

Desert De Oro et al. (“DDO”) a Kingman, AZ based Taco Bell franchisee owned and operated by long time franchisees Mark Peterson and Krystal Burge, have purchased 27 Taco Bell restaurants and the real estate underlying 13 of the restaurants from a retiring franchisee. The restaurants are in Arizona (14), New Mexico (8), and western Texas (5). To finance the acquisition and provide for remodels and new restaurant development, DDO obtained a total of \$46.1 million of senior secured term loans and \$3.5 Million in development lines of credit from a consortium of lenders including Regions Bank, First Tennessee Bank, BMO Harris Bank, City National Bank, Bank of San Antonio and Cadence Bank. Post-acquisition, DDO, in conjunction with various affiliates, now owns and operates 127 Taco Bell, 58 Pizza Hut, 5 KFC, 18 Taco Bell/KFC co-branded restaurants, and 14 multi brand stores (TLs, TPx, and KLs). DDO is one of the 15 largest YUM! Brands franchisees in the United States. Auspex Capital acted as the buy-side M&A advisor and debt placement agent to DDO for the transaction.

The Advisor:

Auspex Capital is a boutique investment banking and financial advisory firm specializing in the restaurant industry. For more information or for a no-cost evaluation of your business, please call Chris Kelleher at 562-424-2455 or email at ckelleher@auspexcapital.com.