

2017

MID-YEAR DEAL HIGHLIGHTS

ABOUT AUSPEX

We have developed strong and lasting relationships with franchisees of the most prominent restaurant concepts in the QSR industry including Taco Bell, Wendy's, Pizza Hut, KFC, Papa John's, Hardee's, and Burger King.

We have unparalleled experience and proven expertise in capital raising, mergers and acquisitions, valuation, and strategic advisory services.

Since 2004, the finance professionals of Auspex Capital have helped restaurant industry entrepreneurs raise almost \$5.0 billion in capital and complete more than 150 M&A transactions involving nearly 2,000 restaurants.

The 2017 Mid-Year Highlights include a snapshot of notable transactions we have completed for our valued clients.



THE AUSPEX ADVANTAGE

In today's highly competitive quick service restaurant industry, it is absolutely crucial to have an experienced financial advisor to help engineer an efficient capital structure or facilitate a critical acquisition. Auspex is the right choice because:



We are singularly focused on the QSR industry



We have unparalleled deal making expertise



We work with franchisees as small as 5 units and as large as 500+



We focus on building long term relationships with our clients

Simply Tacos, Inc. and PSTB, LLC



Headquarters: Los Angeles, CA
Transaction: Sell-Side M&A Advisory
Closed: June 2017

Simply Tacos, Inc. and PSTB, LLC (“STI/PSTB”), owned and operated by long time franchisees Lee Mitchell and Craig Langel, have sold their 12 high volume Taco Bell restaurants, including the underlying real estate at two restaurants, to Denver, Colorado based Alvarado Restaurant Group, LLC and affiliates.

Seven of the twelve Los Angeles area stores are stand-alone Taco Bell restaurants and the remaining five stores are Taco Bell/Pizza Hut Express (“TPx”) co-branded restaurants.

Border Foods, et al.



Headquarters: New Hope, MN
Transaction: Buy-Side M&A Advisory/Debt Placement
Closed: May 2017

Border Foods, et al. (“Border”), owned and operated by long time franchisees Jeff and Lee Engler, have purchased six Taco Bell restaurants and the real estate underlying five of the restaurants from a retiring franchisee. Border obtained a \$9,300,000 senior secured term loan to finance the acquisition, and a \$9,000,000 senior secured term loan to finance the real estate.

Border, in conjunction with various affiliates, now owns and operates 180 Taco Bell restaurants. Border is one of the 15 largest YUM! Brands franchisees in the United States.

DEBT PLACEMENT
 Franchise of

TACO BELL
\$5,500,000
 Real Estate Loan and Development Line
 June 2017

RGT Real Estate Holdings, Inc.
 Headquarters: Memphis, TN
 Closed: June 2017

M&A ADVISORY | DEBT PLACEMENT
 Franchise of

TACO BELL
2 Units
 Buy-Side M&A Advisory and Term Financing
 June 2017

C&R Restaurant Group
 Headquarters: Huntington Beach, CA
 Closed: June 2017

M&A ADVISORY | DEBT PLACEMENT
 Franchise of

TACO BELL
3 Units
 Buy-Side M&A Advisory and Term Financing
 June 2017

DeeDee Bells, Inc.
 Headquarters: Escondido, CA
 Closed: June 2017

DEBT PLACEMENT
 Franchise of

TACO BELL
\$7,600,000
 Term Financing Development Line
 May 2017

Cugine Foods, Inc.
 Headquarters: Montvale, NJ
 Closed: May 2017

DEBT PLACEMENT
 Franchise of

TACO BELL
\$3,500,000
 Term Financing Development Line
 May 2017

Great Lakes Tacos
 Headquarters: Grand Blanc, MI
 Closed: May 2017

M&A ADVISORY
 Franchise of

TACO BELL
18 Units
 Sell-Side M&A Advisory
 April 2017

Atlanta Mexican Foods, Inc.
 Headquarters: Atlanta, GA
 Closed: April 2017

DEBT PLACEMENT
 Franchise of

TACO BELL
\$3,500,000
 Term Financing
 March 2017

RGT Foods, Inc.
 Headquarters: Memphis, TN
 Closed: March 2017

M&A ADVISORY
 Franchise of

TACO BELL
2 Units
 Sell-Side M&A Advisory
 January 2017

Quality Foods, Inc.
 Headquarters: Montvale, NJ
 Closed: January 2017

Muy Hamburger Partners, LLC



Headquarters: San Antonio, TX
Transaction: Buy-Side M&A Advisory/Debt Placement
Closed: March 2017

Muy Hamburger Partners, LLC (“MHP”) have acquired 35 Wendy’s restaurants in the San Antonio DMA from the franchisor, Wendy’s. MHP is a restaurant operating company owned by James Bodenstedt, who is a long-time QSR industry veteran with significant experience in the Wendy’s system.

MHP now owns and operates 294 Wendy’s restaurants across the country.

Cotti Foods and Tigerlily Properties, LLC



Headquarters: Rancho Santa Margarita, CA
Transaction: Debt Placement
Closed: March 2017

Cotti Foods California, Inc., Cotti Foods Hawaii, Inc. and Cotti Foods Midwest, Inc., collectively, “Cotti Foods”, and an affiliate, Tigerlily Properties, LLC (“Tigerlily”), have obtained a total of \$141,100,000 of financing including \$102,600,000 of business value secured loans consisting of a senior secured term loan, a development line of credit and a revolving line of credit.

The loans were used to refinance the company’s existing debt, finance a 43-store acquisition, fund IA remodels and provide capital for development of new restaurants.

DEBT PLACEMENT

\$41,500,000
 Term Financing
 Development Line
 June 2017

Hamra Enterprises
 Headquarters: Springfield, MO
 Closed: June 2017

DEBT PLACEMENT

\$44,000,000
 Real Estate Loan
 June 2017

Hamra Enterprises
 Headquarters: Springfield, MO
 Closed: June 2017

M&A ADVISORY

7 Units
 Buy-Side M&A Advisory
 June 2017

Elite Burgers
 Headquarters: Newnan, GA
 Closed: June 2017

M&A ADVISORY | DEBT PLACEMENT

15 Units
 Buy-Side M&A Advisory, Term
 Financing and Development Line
 May 2017

Muy Hamburger Partners, LLC
 Headquarters: San Antonio, TX
 Closed: May 2017

M&A ADVISORY | DEBT PLACEMENT

7 Units
 Buy-Side M&A Advisory
 Term Financing
 March 2017

Kas Foods, LLC
 Headquarters: Montvale, NJ
 Closed: March 2017

M&A ADVISORY

1 Unit
 Buy-Side M&A Advisory
 February 2017

River Flats, LLC
 Headquarters: Montvale, NJ
 Closed: February 2017

OTHER NOTABLE TRANSACTIONS

M&A ADVISORY
Franchise of



5 Units
Sell-Side M&A Advisory
March 2017

CJK Apartments, LLC
Headquarters: Pasadena, CA
Closed: March 2017

M&A ADVISORY
Franchise of



9 Units
Sell-Side M&A Advisory
February 2017

KD Foods Enterprises, Inc.
Headquarters: Jacksonville, TX
Closed: February 2017

M&A ADVISORY
Franchise of



11 Units
Buy-Side M&A Advisory
January 2017

Pacific PJ, LLC
Headquarters: Carson, CA
Closed: January 2017

M&A ADVISORY
Franchise of



18 Units
Sell-Side M&A Advisory
January 2017

Martin Enterprises, LLC
Headquarters: Norman, OK
Closed: January 2017

PENDING TRANSACTIONS

Below is a summary of deals we currently have in progress.



DEBT PLACEMENT

\$246,900,000

of senior secure term loans
and lines of credit



M&A ADVISORY

11 Transactions

involving 181 restaurants

CONTACT US



Shriram Chokshi
Managing Director
(562) 424-5157
schokshi@auspexcapital.com

Christopher Kelleher
Managing Director
(562) 424-2455
ckelleher@auspexcapital.com

Naveen Goyal
Managing Director
(562) 424-5158
ngoyal@auspexcapital.com

www.auspexcapital.com | [in](#) [twitter](#)

 **Innovative Ideas** |  **Comprehensive Analysis** |  **Value Added Solutions** |  **Flawless Execution**