



NATIONAL FRANCHISE SALES

M&A | ADVISORY SERVICES

Specializing in the Resale of Franchise Businesses and
Restaurant Chains since 1978

EXPERIENCE MATTERS



National Franchise Sales
www.nationalfranchisesales.com

949.428.0480

FRANCHISE COMPANIES HAVE DISCOVERED THE BENEFITS OF ENGAGING NATIONAL FRANCHISE SALES

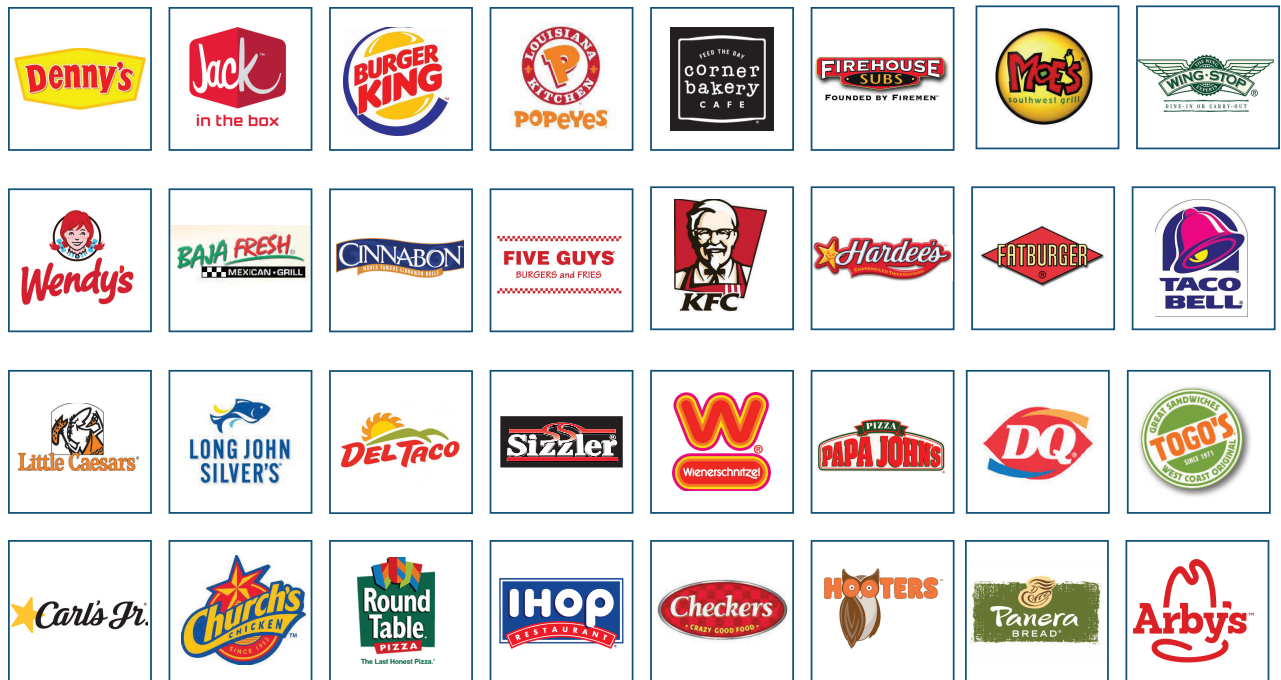
Established, Proven Business Models | Proprietary Processes

Staffed with Industry Professionals | Database of 90k+ Franchise Owners and Industry Professionals

NFS DIVESTITURE & ACQUISITION PROCESS



National Franchise Sales (NFS) has successfully executed numerous transactions involving national and regional franchise brands and franchisee companies.



WHY CHOOSE NATIONAL FRANCHISE SALES?

Transaction Management based on Unparalleled Knowledge & Experience

- Secure true market value
- Largest database of pre-screened buyers competing for your opportunity
- Hands-on commitment by NFS team. From valuation to day of transfer and all points in between
- Paid upon successful consummation of transaction
- Save attorney and professional fees by NFS spearheading the entire transaction:
 - Lease assignment process
 - Contract Preparation
 - Franchisor approval
 - Sourcing and securing financing
 - Timeline Management
 - Business plan, CTA analysis, proforma plans
 - Pre qualify Buyer
 - Transfer oversight
- Recognition and accommodation of issues before they occur
- Creative resolutions when obstacles appear insurmountable
- Celebrating 40 years as franchise resale experts with a team that has over 500 years of combined franchise experience

I have had the opportunity to work with NFS on numerous occasions when we represented the same client as well as when we were on opposite sides of the transaction. In each instance, they were prepared, knowledgeable, respectful and always motivated by, and focused on, the best interests of their client. NFS is the only franchise broker I ever refer to my selling and buying franchise clients.

Barry Kurtz, Attorney
Cert Specialist, Franchise & Distribution Law

Select Completed Transactions (Samples)



66 UNITS | CALIFORNIA

Buyer: Multiple Buyers
Seller: KOBRA Enterprises

National Franchise Sales was engaged by the Chapter 11 Trustee within weeks of the seller filing bankruptcy. NFS identified valuation optimization opportunities and effectively marketed the sale of the restaurants. NFS facilitated expedited franchisor approval of over 40 candidates, identified multiple financing sources and negotiated multiple lease enhancements.

NFS was able to identify numerous improvement opportunities to expenses, operations, facilities and business practices, utilizing this information to attract a number of prospective buyers to each market. As a result, each of the markets were acquired by separate groups that already had a presence in that market or relocated to actively be involved in the ongoing day-to-day operations.



44 UNITS | SOUTHEAST

Buyer: Multiple Buyers
Seller: Westwind Group




29 UNITS | MIDWEST

Buyer: Wisconsin Apple
Seller: Wisconsin Hospitality



14 UNITS | NEW YORK

Buyer: QSR Brands, LLC
Seller: Bharat Aggarwal



27 UNITS | MIDWEST

Buyer: Shree Krishna Foods
Seller: Sam Patel



84 UNITS | CALIFORNIA

Buyer: Kirshan Patel
Seller: Randy Fritchie



18 UNITS | WASHINGTON

Buyer: A Pizza LLC
Seller: Papa Washington



44 UNITS | MULTI STATE

Buyer: Multiple Buyers
Seller: Phoenix Rest Group



REFERENCES

National Franchise Sales has proudly worked with a variety of franchise industry professionals to deliver timely results while maximizing returns

Andrew Wiederhorn
Chairman & CEO
FAT Brands
310.402.0601

Chuck Rink
President | CEO
Baja Fresh, Inc.
949.270.8975

Mark Burgess
Sr. Director of Business Dev
Denny's, Inc
864.597.8073

James Walker
Sr. Vice President
Nathan's Famous
949.643.6100

Ned Lyerly
President, Global Franchise
CKE Restaurants - Hardee's
314.259.6413

Michael Arrowsmith
Chief Development Officer
Pinch a Penny Pools
615.231.2030

Mark Whittle
VP Development
Hooters Franchising
770.951.2040

John Hamburger
President
Franchise Times
612.767.3201

Pam Boyd
Sr. VP of Finance
Jack in the Box, Inc.
858.571.2429

Wally Butkus
Partner
Restaurant Research, LLC
203.405.1901

Barry Kurtz
Franchise Specialist
Attorney at Law
818.907.3006

Bev Rich
Sr. Director of Franchise Dev
Wingstop Restaurants, Inc
972.331.8487

Diane Simrall
Dir. of Franchise Finance
KFC
502.874.2248

David Kim
Former CEO
Baja Fresh
909.721.7802

Scott Roehr
Valuation Expert
Restaurant Biz
626.795.1235

We consider National Franchise Sales an essential Brand partner. They handle routine and special needs transactions with skill and professionalism. They invest the time to know our system, our franchisees and our processes, finding buyers and designing transactions which have the greatest possibility of succeeding in an optimal time. I don't hesitate calling on them for advice and assistance nationwide.

Tim Flemming
Senior Vice President, Denny's, Inc.
864.597.7470



1601 Dove Street, Ste. 150 | Newport Beach, CA 92660 | 949.428.0480



TESTIMONIALS

National Franchise Sales has proudly worked with a variety of franchise industry professionals to deliver timely results while maximizing returns

"National Franchise Sales has built quite a team. There isn't a business brokerage firm that is as knowledgeable about the franchise business, has the experience and expertise sellers can rely on to get the highest market value for their franchise company, nor has the highest ethical standards than NFS. I'd heartily recommend National Franchise Sales to franchise business owners contemplating a sale"

John Hamburger, President
Franchise Times / Restaurant Finance Monitor

"I'm happy and confident to recommend the services of National Franchise Sales to Buyers or Sellers considering utilizing their services. After experiencing how seamless they orchestrated this transaction I would not be willing to do another transaction without them on my side."

Bryce Olson, BTO Investments, Inc.
36 Unit Carl's Jr. Franchisee

"Experts in marketing & selling your business. I have used NFS on several transaction and they are professional and highly experienced in the industry. NFS is thorough in all areas of the deal, from contract process and due diligence to working with the buyer, seller and franchisor - making closing a transaction worry free and seamless."

Dawn LaFreed
Largest Denny's Franchisee

"Difference maker throughout the whole complex process. It's amazing the number of hurdles and obstacles one encounters, NFS smoothly navigated me and the buyer through the whole process ensuring the deal stayed on course when it may very well have otherwise fallen apart."

Walter Wrahtz
Seller, Melting Pot | Portland, OR

"When looking to acquire or time to exit, National Franchise Sales, has proven time and again to be the broker of choice. Having a reliable "go to" team that gets the business, both buyer and seller, serves as a tremendous benefit to our industry."

John C. Miller, President & CEO
Denny's, Inc.

"There is only one franchise broker group in my contacts list who I call, whenever WKS need professional help selling units that no longer fit our portfolio criteria, for a variety of strategic reasons - and that is NFS!"

Roland Spongberg, WKS Restaurant Group
Multi-Brand Franchisee
El Pollo Loco, Krispy Kreme, Denny's, Corner Bakery



NATIONAL FRANCHISE SALES RESALE TEAM

Specializing in the Resale of Franchise Businesses and Restaurant Chains since 1978

STAFFED BY INDUSTRY PROFESSIONALS



Jerome J. Thissen
President | Founder



Michael J. Ingram
Vice President



Alan F. Gallup
Principal



John Lukac
Partner



Rebecca Black, CFE
Partner



Denise Bell
Sr. Managing Director



Connie Jones
Sr. Managing Director



Helen M. Trent
Sr. Managing Director



Barry Burke
Managing Director



Michael Deegan
Managing Director



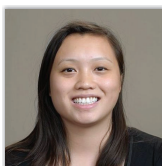
Ellen Hui
Managing Director



Ritchie Labate
Managing Director



Megan Black
Advisor



Nicole Hui
Advisor



Richard Kowalski
Advisor



Darren Utley
Advisor



Brittany Solaas
Advisor
Transaction Manager



Ana Gonzalez
Office Manager
Associate Advisor



Lisa Burke
Brand Development Sp.



Ryan Deegan
Analyst



Joy Nguyen
Transaction Processor



Andrea Lovell
Contract Administrator



Alana McGinnis
Project Coordinator



Paula Parrish
Marketing Manager



Kacy Phan
Transaction Processor

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