

Opportunity

BN000041531 – Two Franchisors in the Night Life and Food & Beverage Industries

Location: Southeast US



This business offering consists of a nightlife franchisor focused on hookah and hemp lounges, and a food & beverage service franchisor.

Bids Invited

Key Aspects

- Revenue for the nightlife company grew at a compound annual growth rate (CAGR) of 390% from 2019-2021
- The nightlife company has 15 active franchise locations with 22 new signed franchise agreements for locations coming soon
- The food & beverage company has 16 active locations with 14 new signed franchise agreements for locations coming soon
- Featured in Quick-Service and Fast Casual Restaurant News and Information (QSR) magazine

Financial Note: The nightlife company financials are subject to intercompany transactions that have not been identified

Key Indicators

Nightlife Company (\$'000)

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Audited	\$104	(\$263)
12/31/2020	Audited	\$849	\$266
12/31/2021	Audited	\$2,490	\$281

Food & Beverage Company (\$'000)

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Audited	\$365	(\$469)
12/31/2020	Audited	\$446	(\$95)
12/31/2021	Audited	\$304	(\$102)

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Continued geographic expansion both domestically and internationally to target markets
- Legalization of marijuana and ability to offer “smoke-friendly” products and services in the nightlife market
- Hold company-owned units to yield higher returns beyond franchise fees
- Expansion to hotels, airports, and stadiums to increase brand recognition

Headquartered

- Southeast US

Current Markets

- The company is a franchisor in the nightlife, and food & beverage industries serving customers throughout the Central and Southeastern United States and expanding rapidly throughout the US.

Real Estate

- The company operates from an approximately 1,000 sq. ft. office leased from an unrelated third party. The office space is shared with related franchise brands. The business will need to be relocated.

Shareholder Objectives

- The nightlife company is indirectly controlled through a related party, with two minority partners owning 5% each. The related party fully owns the food & beverage company. The founder of both companies is the sole owner of the related party. Ownership is willing to stay on for a transitional period.

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