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PLEASE CONSULT YOUR MARCUS & MILLICHAP
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\*\*\*WARNING: Under no circumstances should any Broker or Principal directly contact Brinker International Inc., Chili's Grill & Bar, Maggiano's, or any related entities. In the event this warning is disregarded, Landlord reserves the right to seek legal redress for any damages that may occur from such interference with Landlord's relationship with Brinker International, Inc., Chili's Grill & Bar, Maggiano's, or related entities \*\*\*

### CHILI'S GRILL & BAR

140 N. SUNCOAST BOULEVARD, CRYSTAL RIVER, FL 34429

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EXCLUSIVELY LISTED BY:



BRINKER INTERNATIONAL, INC. (NYSE: EAT)

1,685 RESTAURANTS WORLDWIDE

\$3.14 BILLION

APPROXIMATELY \$3.14 BILLION IN REVENUES
GENERATED FOR FISCAL 2018<sup>(2)</sup>



# TENANT OVERVIEW

CHILI'S GRILL & BAR | CRYSTAL RIVER, FL

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- (1) Lease is guaranteed by Brinker International, Inc.
- (2) Source: www.brinker.com

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#### CHILI'S GRILL & BAR(1)



Founded by Larry Lavine in Texas over 40 years ago and currently owned and operated by Dallas-based Brinker International, Inc., Chili's Grill & Bar is Brinker's flagship brand and a recognized leader in casual dining offering fresh, bold and unexpected flavors. With 1,632 independently and corporate-owned and operated locations, Chili's enjoys a global presence with locations in 32 countries and two U.S. territories, more than 100,000 team members and entree selections ranging in menu price from \$6.00 to \$18.99. The Chili's brand has remained competitive by offering consistent, quality products at a compelling every day value, leveraging technology initiatives to create a digital guest experience believed to engage guests more effectively, and loyalty programs and incentives to further enhance sales and drive incremental traffic. In September 2017, the casual dining chain decided to streamline their menu to focus on food quality and customer experience, and reinvested in its best sellers and signature items of burgers, baby back ribs, fajitas and famous margaritas. In the second half of 2018, Chili's will focus on bolstering its to-go and delivery businesses, which account for more than ten percent of its sales. Named as one of "America's Best Employers" on the 2015 Forbes List and Fortune's "100 Best Workplaces for Milennials", Chili's continues to revolutionize the casual dining industry as a technology pioneer and is well known for fostering an energetic culture for team members.

- ▶ 1,632 LOCATIONS WORLDWIDE IN 49 STATES, 32 COUNTRIES AND 2 U.S. TERRITORIES
- ► THERE ARE 6-8 NEW CORPORATELY OWNED AND FRANCHISED DOMESTIC RESTAURANTS AND 33-38 NEW INTERNATIONAL LOCATIONS PROJECTED IN FISCAL 2019
- ▶ MORE THAN 50 MILLION AMERICANS VISIT CHILI'S GRILL & BAR EVERY THREE MONTHS
- CONSTRUCTION OF A NEW CORPORATE HEADQUARTERS OFFICE BUILDING COMPLETED IN LATE 2018
  CONSISTING OF A 217,000 SF BUILD-TO-SUIT, FOUR-STORY SPACE DEMONSTRATES BRINKER INTERNATIONAL,
  INC.'S COMMITMENT TO THE FUTURE
- ► 500 EMPLOYEES WILL RELOCATE TO THE NEW HEADQUARTERS AT CYPRESS WATERS IN IRVING, TX. OTHER CURRENT TENANTS OF THE OFFICE PARK INCLUDE TOYOTA FINANCIAL, 7-ELEVEN (HQ), DEL FRISCO'S (HQ), NATIONSTAR MORTGAGE (HQ), CORELOGIC (HQ), CHEDDAR'S RESTAURANT GROUP (HQ), AMN HEALTHCARE & ONESOURCE VIRTUAL (HQ)<sup>(2)</sup>.

## **COMPANY PROFILE**

#### PARENT COMPANY

(BB+ CREDIT RATING FROM S & P AND BA1 FROM MOODY'S)



CURRENT FAMILY OF BRANDS

SUBJECT PROPERTY
TENANT UNDER THE LEASE



# MAGGIANO'S

CHILI'S SIGNATURE MENU ITEMS

MAGGIANO'S SIGNATURE MENU ITEMS











## BRINKER INTERNATIONAL, INC. - FINANCIAL HIGHLIGHTS(1)

\$3.14B

TOTAL REVENUE GENERATED
FOR FISCAL 2018





Brinker International, Inc. highlights from the January 29, 2019 financial report include the following:

"Brinker delivered our fifth consecutive quarter of sequential sales improvement, posting positive sales and industry leading traffic," said Wyman Roberts, Chief Executive Officer and President. "Our sustained momentum is being driven by several key factors including operational execution, takeout, and value."

- ► Earnings per diluted share, on a GAAP basis, in the second quarter of fiscal 2019 increased 53.7% to \$0.83 compared to \$0.54 in the second quarter of fiscal 2018
- ► Earnings per diluted share, excluding special items, in the second quarter of fiscal 2019 increased 2.3% to \$0.89 compared to \$0.87 in the second quarter of fiscal 2018
- ▶ Chili's company-owned comparable restaurant sales increased 2.9% in the second quarter of fiscal 2019 compared to the second quarter of fiscal 2018
- ▶ Chili's U.S. franchise comparable restaurant sales increased 3.4% in the second quarter of fiscal 2019 compared to the second quarter of fiscal 2018
- ► The Company's Board of Directors approved a quarterly dividend of \$0.38 per share on the common stock of the Company. The dividend will be payable March 28, 2019 to shareholders of record as of March 8, 2019
- ▶ Brinker International's Company sales in the second quarter of fiscal 2019 increased 2.5% to \$761.5 million compared to the second quarter of fiscal 2018. Total revenues in the second quarter of fiscal 2019 increased 3.2% to \$790.7 million compared to the second quarter of fiscal 2018.

"Brinker delivered positive sales and traffic for the fourth quarter," said Wyman Roberts, Chief Executive Officer and President. "We continue to gain momentum and improve overall business performance through effective execution of our traffic driving strategies to elevate food and service, increase convenience, and strengthen our value proposition."

#### Fiscal 2019 Outlook

- ► Revenues are expected to be up approximately 2.00% to 2.75% 
  Comparable restaurant sales are expected to be up 1.75% to 2.50%
- ▶ There are 6-8 new corporately owned and franchised domestic restaurants and 33-38 new international locations projected in fiscal 2019

# (1) This is a partial summary of the full earnings report. The full report can be viewed at www.brinker.com/mediaroom. Marcus & Millichap and its affiliates has not made any investigation, and makes no warranty or representation, with respect to the information contained herein. This information has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. Individuals are strongly advised to take appropriate measures to verify all of the information set forth herein. Buyer must conduct their own Due Diligence.

#### CHILI'S GRILL & BAR AT A GLANCE

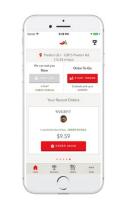
- "Brinker continued to gain momentum during the third quarter, especially related to our foundational strategy to drive positive traffic at Chili's. Our investments into our food, our value equation and our curbside To Go offering are working and creating a more compelling guest experience. Chili's has the opportunity to become the largest American casual dining brand globally. We opened 30 restaurants in Fiscal 2017, and we're thrilled by our franchise partners' continued enthusiasm to expand the brand."
- -Wyman Roberts, Brinker International, Inc. Chief Executive Officer and President
- "Chili's culture is fantastic. Very open, very honest, very collaborative. We have an expectation that we need to deliver upon. Chili's is in a space that is completely open for opportunity. From a technology standpoint, and a digital experience standpoint, it's blue sky. We can really modify and change, progress this industry. The organization is committed to it, the industry needs it, they're begging for it, consumers want it. They're all carrying these devices and they want to have that interactivity. After implementation of the new mobile app, online orders experienced a 25%-55% growth when compared to the previous year, resulting in increased sales and enhanced customer experience."
- Wade Allen, Brinker International, Inc. Senior Vice President and Chief Digital Officer
- "Chili's will be remodeling 200 to 250 older restaurants in fiscal 2019. We have expectations for the decent mid-single-digit sales lift from that kind of program. Average costs of the remodeling are between \$200,000 and \$250,000 per restaurant. Recent remodels including more focus on the bar are more relevant for today's consumers."
- Joe Taylor, Brinker International, Inc. Chief Financial Officer
- "Among a growing generation of diners who prefer touch screens over personal interactions, chains such as Chili's are betting big on various digital platforms to boost brand recognition, off-premise sales and foot traffic. We have to be everywhere our guests are. Chains can't survive without reaching Generations Y and Z, who love mechanization. You've got to play their game. Technology is leveling the playing field. It's expensive to do, but you can't afford not to do it because habits are changing. Delivery sales are making up for restaurant visits during inclement weather. Virtual waitlists, voice-assisted ordering, mobile payments, and controling the pace of the meal are all reasons to use technology while dining in and delivery. Operators say these fingertip and touchless solutions are crucial to remain relevant in a digital-driven society."
- The NPD Group, market research firm
- "Known as a technology pioneer leading the industry in the creation of the digital guest experience, Chili's was among the first casual-dining brands to adopt tabletop tablets. We currently use virtual waitlists, have rebuilt our online ordering platform and offer a quality loyalty program to say 'thank you' to our guests."
- Steve Provost, Brinker International, Inc. Chief Marketing and Innovation Officer

### CHILI'S: AT THE FOREFRONT OF DIGITIZATION(1)

▶ Chili's has more than 45,000 ordering tablets systemwide, where guests can order and pay for their meals from a tabletop device. Chili's has partnered with Ziosk, the restaurant-targeted tablet-maker, who estimates mechanized menus not only enhance the overall dining experience, but also boost impulse orders of appetizers and desserts with programmed images in a rotating display during meal time, increase table turnover during peak hours and automatically suggest a tip of 20 percent to the total bill. Ziosk also offers games for kids and news articles for reading enjoyment. In 2017, Ziosk tablets were used to generate \$8.9 billion in restaurant transactions, up from \$5.64 billion in 2015.



- Wyman Roberts, Brinker's CEO and President, said the company has seen a growing adoption of its smartphone app, which has made "the Chili's takeout experience about as seamless and convenient as it can be."
- "We are going to be leaning more aggressively into delivery as we move throughout the fiscal year," said Joseph Taylor, Brinker International, Inc. Chief Financial Officer.







- ► The reality is a loyalty program is a way of saying 'thank you' to our guests for being one of their top dining options, and we weren't doing a good job of that until now," said Steve Provost, Chief Marketing and Innovation Officer. Now, anytime a guest visits Chili's, they have choice of FREE chips and salsa or a non-alcoholic beverage. Every visit. Every time.
- ▶ Virtual waitlists, voice-assisted ordering technology, mobile wallet programs such as Android Pay, better food imagery, graphics and streamlined delivery service options are all digital platforms to boost brand recognition, off-premise sales and foot traffic among a growing generation of diners who prefer touch screens. Luckily Chili's is at the forefront of digitization and is applying all of these features to their business model. Mobile transactions yield between 11.5 and 12% of total sales.

### CHILI'S SEES 'BEST TRAFFIC GROWTH IN 10 YEARS'(2)

By Rebekah Schouten | 01.31.2019

DALLAS — Improved operational execution, a 3 for \$10 value platform and increased takeout orders led to "the best traffic growth we've seen in 10 years at Chili's," said Wyman T. Roberts, president and chief executive officer of parent company Brinker International, Inc., during a Jan. 29 earnings call.

Chili's traffic jumped 2.9% from the previous year's second quarter, which saw a 4.1% decrease from the year before that. Maggiano's Little Italy restaurants brought in 1.3% more traffic from the same period a year ago.

Brinker International, Inc. in the second quarter of fiscal 2019 ended Dec. 26, 2018, had net income of \$32 million, equal to 83c per share on the common stock, which was up 26% from \$25.3 million, or 54c per share, in the previous year's second quarter. Total revenues in the second quarter of fiscal 2019 increased 3.2% to \$790.7 million from \$766.4 million.

"Brinker delivered our fifth consecutive quarter of sequential sales improvement, posting positive sales and industry leading traffic," Mr. Roberts said. "Our sustained momentum is being driven by several key factors including operational execution, takeout and value."

Efficiency in operations has been key to Chili's recent resurgence, Mr. Roberts said. In late 2017, Brinker whittled down the Chili's menu by 40% and invested in improving the quality and value of its core menu items, which include burgers, ribs and fajitas. The efforts have streamlined operations and allowed the restaurant chain to deliver faster, hotter foods.

"Our operational momentum is bringing guests back into our restaurants," he said. "Our guests are telling us our execution and quality are significantly better even with the higher volumes. Today, we're seeing some of the best guest metrics we've ever seen. We believe our ongoing commitment to keeping operations simple and getting it right for every guest will have long-term impact on bringing guests back."

The company's focus on operations led to Chili's 3 for \$10 value platform, which is simple for operators to execute consistently, Mr. Roberts said. The platform — which allows customers to choose a non-alcoholic beverage, an appetizer and an entree for \$10 — has contributed significantly to Chili's success.

"3 for \$10 is a relevant and compelling offer that's sustainable into the foreseeable future," Mr. Roberts said. "The platform is highly motivating from a consumer's perspective. It's at the right level of preference, and it's driving traffic because it meets the needs of our lunch, our dinner as well as our takeout guests. The offerings are full portion and high-quality products, and the platform is flexible enough to keep it fresh, so guest satisfaction and intent to return are very strong."

Another sales and traffic driver for Chili's during the quarter was its takeout business. To-go sales surged 20% in the second quarter, Mr. Roberts said, reflecting a rise in e-commerce, packaging improvements and better takeout experience execution.

"Consumers love the variety in our menu — couple that with the seamless experience we give them from order to checkout to pay to takeout, and you can't get takeout any easier or more affordable than with Chili's Curbside," Mr. Roberts said, "We're meeting our guests' needs, and we're delivering a great guest experience. So at 12% of our business today, we believe takeout still has plenty of upside, and we plan to leverage that."

Additionally, Brinker has grown its My Chili's Rewards loyalty members database to more than 6 million members, and Mr. Roberts said the company sees "significant opportunity" to leverage those connections in the future.

Brinker's foremost future focus is continuing the upward trajectory of its traffic.

"This has been the best traffic growth that we've seen in the brand in quite some time," Mr. Roberts said. "The potential for us to continue it, we're optimistic about. We want to continue to move traffic forward. When we think about what the drivers are to future growth, it's not just the viability of the value platform. It's that, coupled with, where does your

think about what the drivers are to future growth, it's not just the viability of the value platform. It's that, coupled with, where does your takeout strategy go from here, how does your operational momentum build to the future with regard to consistency and winning guests back from that perspective. So there's multiple elements to the Chili's growth story that we're counting on, and we're confident it will allow us to continue to grow the business."



NO LANDLORD MAINTENANCE
RESPONSIBILITIES

1.5%
ANNUAL RENT INCREASES

RARE ANNUAL PRIMARY TERM RENT ESCALATIONS OF 1.5%



CHILI'S GRILL & BAR | CRYSTAL RIVER, FL

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#### INVESTMENT OVERVIEW

#### NEW 15-YEAR ABSOLUTE NNN LEASE

The subject property operates under an Absolute NNN Lease, with 15-years remaining and no Landlord management or maintenance responsibilities whatsoever.

#### CORPORATELY GUARANTEED LEASE WITH ANNUAL RENT INCREASES

The Corporate Lease provides 1.5% fixed annual rent increases during the primary term and is corporately guaranteed by Brinker International, Inc. (NYSE: EAT).

#### LEASE GUARANTOR IS ONE OF THE WORLD'S LEADING CASUAL DINING RESTAURANT COMPANIES

Brinker International, Inc., the Guarantor under the Lease, has a credit rating of "BB+" from Standard & Poor's and "Ba1" from Moody's.

#### WELL-ESTABLISHED LOCATION WITH OUTSTANDING VISIBILITY

The subject property has over a 14-year operational history at this location situated along Suncoast Boulevard in Crystal River, part of Florida's Nature Coast. Suncoast Boulevard has average daily traffic counts of 30,500 VPD, providing Chili's with a sizable customer base.

#### CHILI'S GRILL & BAR AND BRINKER INTERNATIONAL, INC. HIGHLIGHTS(1)

- Founded over 40 years ago and currently owned and operated by Dallas-based Brinker International, Inc.
- Brinker International, Inc. has a credit rating of "BB+" by Standard & Poor's and "Ba1" by Moody's
- Generated revenue of approximately \$3.14 billion in Fiscal 2018
- 1,632 Chili's Grill & Bar locations worldwide in 49 states, 32 countries and 2 U.S. territories with more than 100,000 team members worldwide
- As of January 29, 2019, Brinker International, Inc. owned, operated or franchised 1,685 restaurants worldwide, consisting of 995 company-owned restaurants and 690 franchised restaurants across both Chili's Grill & Bar & Maggiano's Little Italy brands
- Approximately 50 million Americans visit Chili's Grill & Bar every three months
- Recognized as one of "America's Best Employers" on the 2015 Forbes List and Fortune's "100 Best Workplaces for Millenials"



### OFFERING HIGHLIGHTS

## CHILI'S GRILL & BAR - CRYSTAL RIVER, FL

140 N. SUNCOAST BOULEVARD, CRYSTAL RIVER, FL 34429

OFFERING PRICE

CAP RATE

\$3,378,195

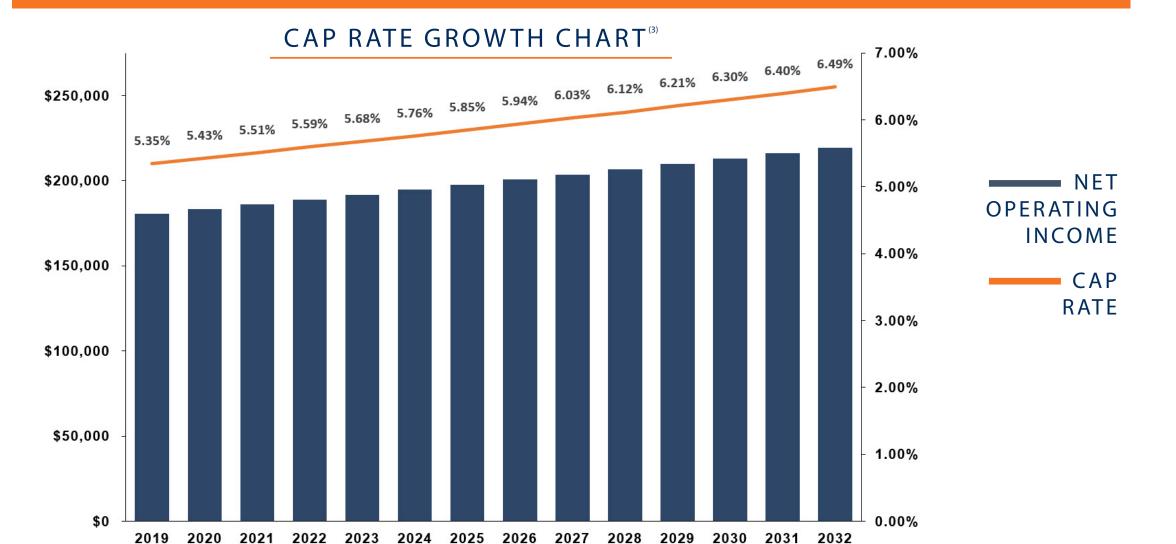
5.35%

Net Operating Income	\$180,733(1)
Lease Type	Absolute NNN
Lease Commencement	8/6/2018
Lease Expiration Date	8/31/2033
Year Built	2003(2)
Rentable Area	5,768 SF <sup>(2)</sup>
Lot Size	1.21 Acres <sup>(2)</sup>
Primary Term Escalations	1.5% Annually <sup>(3)</sup>
Options	(6) Five-Year Options
Guarantor	Brinker International, Inc. <sup>(2)</sup>
Right of First Refusal	Yes, Beginning in Year 2 of Lease

- (1) Seller will guarantee Buyer the difference between the current rent and the next rent increase scheduled for August 1, 2019. Income shown reflects proforma rent as of August 1, 2019. The difference in rent will be credited at closing.
- (2) Year Built, Rentable Area, Lot Size, Lease Terms, and Guarantor are approximate. Buyer will need to verify the accuray of these estimates during their Due Diligence process.
- (3) Rent Escalations shown and CAP Rate Growth Chart reflect the scheduled 1.5% rent increases during the Primary Lease Term. Pro forma returns shown in the chart are not guaranteed and do not take into consideration any unforeseen expenses. Buyer must con duct their own due diligence to confirm these estimates.

### RENT ROLL

NEW 15-YEAR ABSOLUTE NNN CORPORATE LEASE								
GUARANTOR	RENTABLE AREA	COMMENCEMENT	EXPIRATION	NOI	PRIMARY TERM RENT ESCALATIONS	OPTIONS	NEXT ESCALATION	LEASE TYPE
BRINKER INTERNATIONAL, INC. (NYSE: EAT)	5,768 SF <sup>(2)</sup>	8/6/2018	8/31/2033	\$180,733(1)	1.5% ANNUALLY <sup>(2)</sup>	6, 5-YEAR OPTIONS <sup>(2)</sup>	8/1/2020	ABSOLUTE NNN



# HOME DEPOT OUTPARCEL

30,500 VPD

PROPERTY IS LOCATED ALONG SUNCOAST BOULEVARD WITH STRONG AVERAGE DAILY TRAFFIC COUNTS



# LOCATION OVERVIEW

CHILI'S GRILL & BAR | CRYSTAL RIVER, FL (CORPORATE LEASE)

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### LOCATION OVERVIEW

The subject property is located at 140 N. Suncoast Boulevard in Crystal River, part of Florida's Nature Coast. Chili's sits on an outparcel to Home Depot across from Crystal River Airport.

The property has excellent visibility on Suncoast Boulevard with average daily traffic counts of 30,500 VPD. In addition to the Home Depot, the Chili's joins a diverse mix of tenants in the immediate area including BB&T, Bealls, Applebee's, Arby's, Bealls Outlet, DQ, Domino's, Goodwill, Dollar General, and Mattress Firm.

Crystal River is a city in Citrus County, Florida. The city was incorporated in 1903 and is the self-professed "Home of the Manatee". Crystal River is at the heart of the Nature Coast of Florida situated around Kings Bay and located within 60 miles of Gainesville, Ocala, Tampa and St. Petersburg. The city is located northwest of the center of Citrus County, on the northeast side of Kings Bay and the Crystal River, an inlet of the Gulf of Mexico.



## **AERIAL VIEW**



14-YEAR OPERATIONAL HISTORY AT THIS LOCATION

CENTRAL LOCATION
WITHIN 60 MILES OF
GAINESVILLE, TAMPA, ST.
PETERSBURG, AND OCALA

LOCATED IN THE HEART
OF FLORIDA'S NATURE
COAST - AN AREA OF
ALMOST 1 MILLION ACRES
OF NATURAL SPACE





(1) Source: www.brinker.com

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## HOUSEHOLD INCOME

YEAR 2016	1 MILE	3 MILES	5 MILES
AVERAGE	\$60,739	\$50,515	\$50,793
MEDIAN	\$30,323	\$32,098	\$33,289

## POPULATION

YEAR	1 MILE	3 MILES	5 MILES
2021 Projection Total Population	677	10,067	24,640
2016 Census Total Population	658	9,494	23,662
2010 Census Total Population	666	9,619	23,912

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#### CRYSTAL RIVER / FLORIDA'S NATURE COAST

Crystal River is a city in Citrus County, Florida. The city was incorporated in 1903 and is the self-professed "Home of the Manatee". Crystal River is at the heart of the Nature Coast of Florida situated around Kings Bay and located within 60 miles of Gainesville, Ocala, Tampa and St. Petersburg. The city is located northwest of the center of Citrus County, on the northeast side of Kings Bay and the Crystal River, an inlet of the Gulf of Mexico.

Formerly known to boaters and other travelers as "the lonesome leg" of Florida, the area from above Clearwater to the Ochlockonee Bay is designated as "Florida's Nature Coast". The "Nature Coast" is an area of almost a million acres where it is easy to discover the "real Florida" ... dense forests, prairies, and blackwater rivers. Ample opportunities exist for trail hiking, kayaking, bicycling, fishing, bird watching, and many other activities. Covering nine counties the area is a sanctuary to 19 endangered species.

Because Kings Bay is one of the best places in the world to observe manatees, Crystal River is an international destination. Kings Bay, which has been designated an "Outstanding Florida Waterway," offers opportunities for boating, diving, swimming, fishing as well as a variety of Manatee and Eco-Tours. The bay is spring-fed and keeps a constant 72 °F (22 °C) temperature year-round. A cluster of 50 springs designated as a first-magnitude system feeds Kings Bay. Kings Bay can be home to over 400 manatees during the winter when the water temperature in the Gulf of Mexico cools because they cannot tolerate the wintertime chilly water of the Gulf of Mexico. Together with neighboring Homosassa, Crystal River is the site of the largest gathering of manatees in North America and the only place in the nation where people can legally swim and snorkel with them in their natural conditions without that interaction being viewed as harassment by law enforcement agencies. Tourism based on watching and swimming with manatee is the fastest growing contribution to the local economy.



