



# CHILI'S GRILL & BAR | MCDONOUGH, GA

(CORPORATE LEASE) (ATLANTA MSA)

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## CHILI'S GRILL & BAR

1740 JONESBORO ROAD, MCDONOUGH, GA 30253

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# CORPORATE LEASE<sup>(1)</sup>

BRINKER INTERNATIONAL, INC. (NYSE: EAT)  
1,686 RESTAURANTS WORLDWIDE

## \$3.14 BILLION

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



# TENANT OVERVIEW

CHILI'S GRILL & BAR | MCDONOUGH, GA  
(CORPORATE LEASE) (ATLANTA MSA)

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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<sup>(1)</sup>



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 Millennials", 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 EXPECTED TO BE 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)

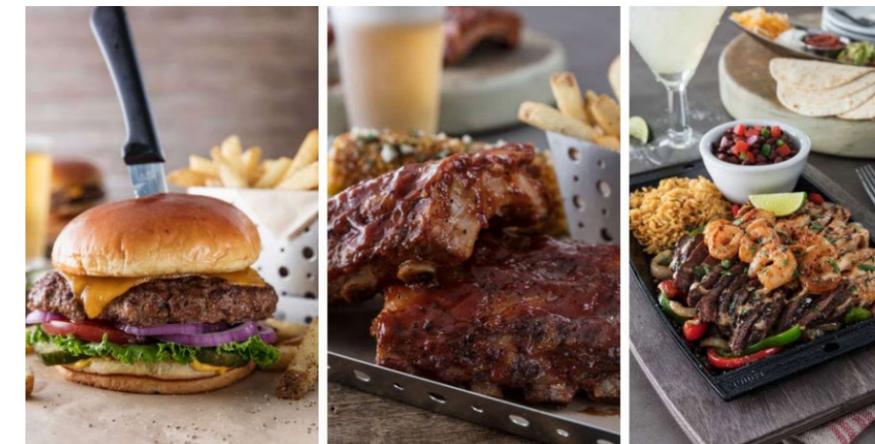


## CURRENT FAMILY OF BRANDS

SUBJECT PROPERTY  
TENANT UNDER THE LEASE



CHILI'S SIGNATURE MENU ITEMS



MAGGIANO'S SIGNATURE MENU ITEMS



(1) Sources: www.brinker.com, www.chilis.com, (2) Source: www.billingsleyco.com

## BRINKER INTERNATIONAL, INC. - FINANCIAL HIGHLIGHTS<sup>(1)</sup>

# \$3.14 B

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](http://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 controlling 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.”

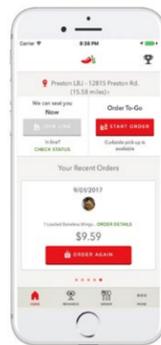
- The NPD Group, market research firm

- ▶ “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<sup>(1)</sup>

- ▶ 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.

(1) Sources: www.NRN.com/casual-dining/brinker-lean-more-aggressively-delivery

**NNN**  
**ABSOLUTE NNN LEASE**

NO LANDLORD MAINTENANCE  
RESPONSIBILITIES

**1.5%**  
**ANNUAL RENT INCREASES**

RARE ANNUAL PRIMARY TERM  
RENT ESCALATIONS OF 1.5%



# INVESTMENT OVERVIEW

CHILI'S GRILL & BAR | MCDONOUGH, GA  
(CORPORATE LEASE) (ATLANTA MSA)

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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 STRONG DEMOGRAPHICS

The subject property has a 17-year operational history at this location, which is situated on Jonesboro Road (24,950 VPD) and located next to Home Depot, Target, Belk, Pier 1 Imports, Marshalls, Ross, Bed, Bath and Beyond, Michaels, and Old Navy, all of which provide a concentrated customer base for this location.

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

- 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"



(1) Chili's Grill & Bar is the Tenant under the Lease. Brinker International, Inc. is the Guarantor.

## OFFERING HIGHLIGHTS

### CHILI'S GRILL & BAR - MCDONOUGH, GA

1740 JONESBORO ROAD, MCDONOUGH, GA 30253

OFFERING PRICE

**\$3,029,637**

CAP RATE

**5.50%**

Net Operating Income	\$166,630 <sup>(1)</sup>
Lease Type	Absolute NNN
Lease Commencement	8/6/2018
Lease Expiration Date	8/31/2033
Year Built	2001 <sup>(2)</sup>
Rentable Area	3,880 SF <sup>(2)</sup>
Lot Size	1.283 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 September 1, 2019. Income shown reflects proforma rent as of September 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 accuracy of these estimates during their Due Diligence process.

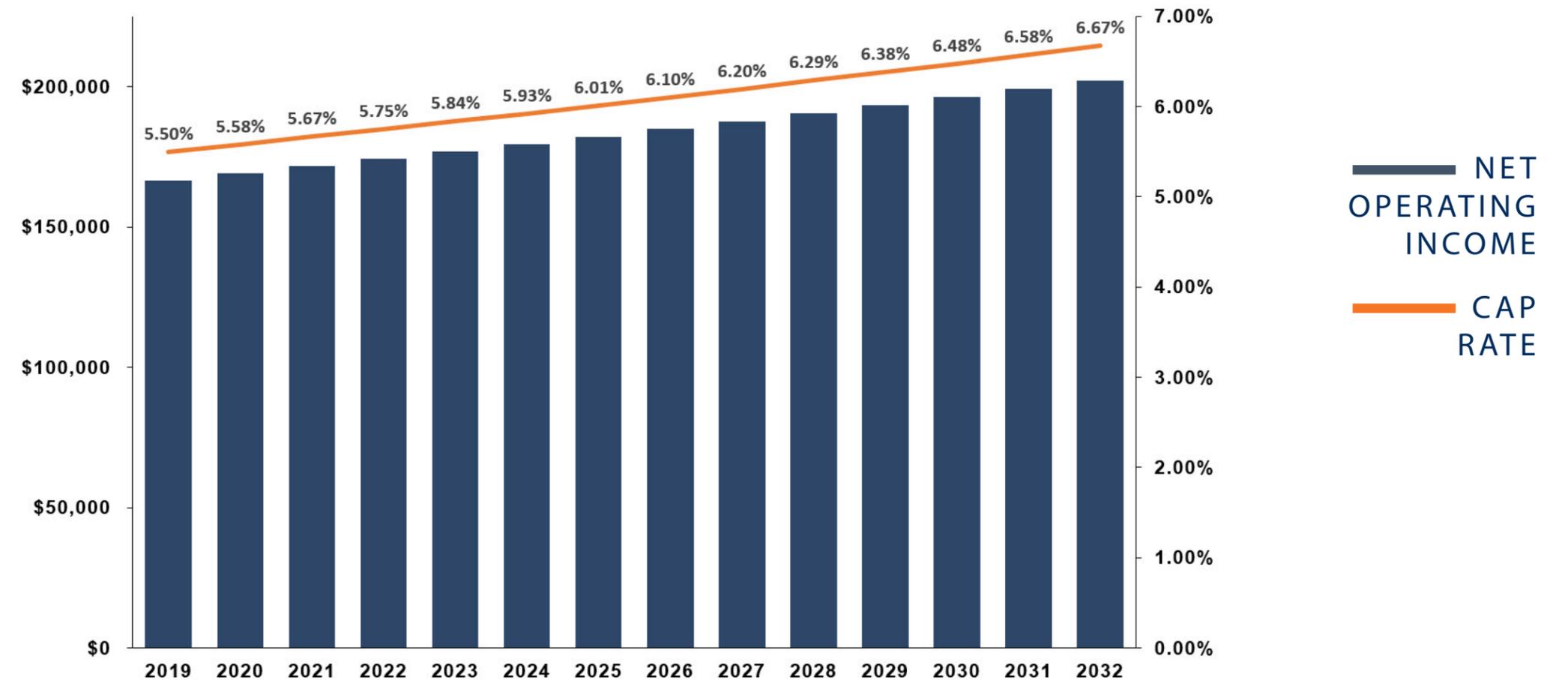
(3) Rent Escalations shown and CAP Rate Growth Chart reflect the scheduled 1.5% rent increases during the Primary Lease Term. Pro forma returns shown in the chart are not guaranteed and do not take into consideration any unforeseen expenses. Buyer must conduct their own due diligence to confirm these 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)	3,880 SF <sup>(2)</sup>	8/6/2018	8/31/2033	\$166,630 <sup>(1)</sup>	1.5% ANNUALLY <sup>(3)</sup>	6, 5-YEAR OPTIONS <sup>(2)</sup>	8/1/2020	ABSOLUTE NNN

### CAP RATE GROWTH CHART<sup>(3)</sup>



\$93,263

AVERAGE HHI IN A 1-MILE RADIUS

24,950 VPD

LOCATED ON JONESBORO ROAD WITH  
DESIRABLE AVERAGE DAILY TRAFFIC COUNTS



# LOCATION OVERVIEW

CHILI'S GRILL & BAR | MCDONOUGH, GA  
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## LOCATION OVERVIEW



REGIONAL RETAIL  
AND COMMERCIAL HUB  
JUST OFF INTERSTATE 75,  
CONNECTING ATLANTA  
WITH MACON

MCDONOUGH HAS SEEN  
A POPULATION INCREASE  
OF 160% SINCE 2000

ATLANTA MSA LOCATION  
30 MILES SOUTH OF  
DOWNTOWN

### ATLANTA MSA LOCATION

McDonough is the county seat in Henry County, part of the Atlanta MSA. It is located 30 miles south of Atlanta and 55 miles north of Macon. McDonough is home to 22,084 residents while Henry County has over 203,000 residents. McDonough has seen a dramatic population increase of 160% since 2000. Interstate 75, with traffic counts of over 130,000 VPD, is a major north-south highway that connects McDonough to Atlanta to the north and Macon to the south.

Atlanta is the cultural and economic center of the Atlanta metropolitan area, home to over 5.8 million people and the ninth largest metropolitan area in the United States. The Atlanta MSA is expected to increase an average of 1.5% annually over the next five years.

### DENSE RETAIL LOCATION

Located just off Interstate 75 (130,000 VPD), the property is next to Home Depot in a center occupied by national tenants including Target, Bed, Bath and Beyond, Old Navy, Pier 1 Imports, Belk, Michaels, Red Lobster, Marshalls, Hooters, Burger King, Petsmart, Books-a-Million, Wendy's, and Ross.



## AERIAL VIEW

The subject property is located on 1740 Jonesboro Road, a heavily-trafficked retail corridor with average daily traffic counts of 24,950 VPD.



# \$3.14 BILLION

BRINKER INTERNATIONAL, INC. GENERATED  
TOTAL REVENUES OF \$3.14 B FOR FISCAL 2018<sup>(1)</sup>



# MARKET OVERVIEW

CHILI'S GRILL & BAR | MCDONOUGH, GA  
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(1) Source: www.brinker.com

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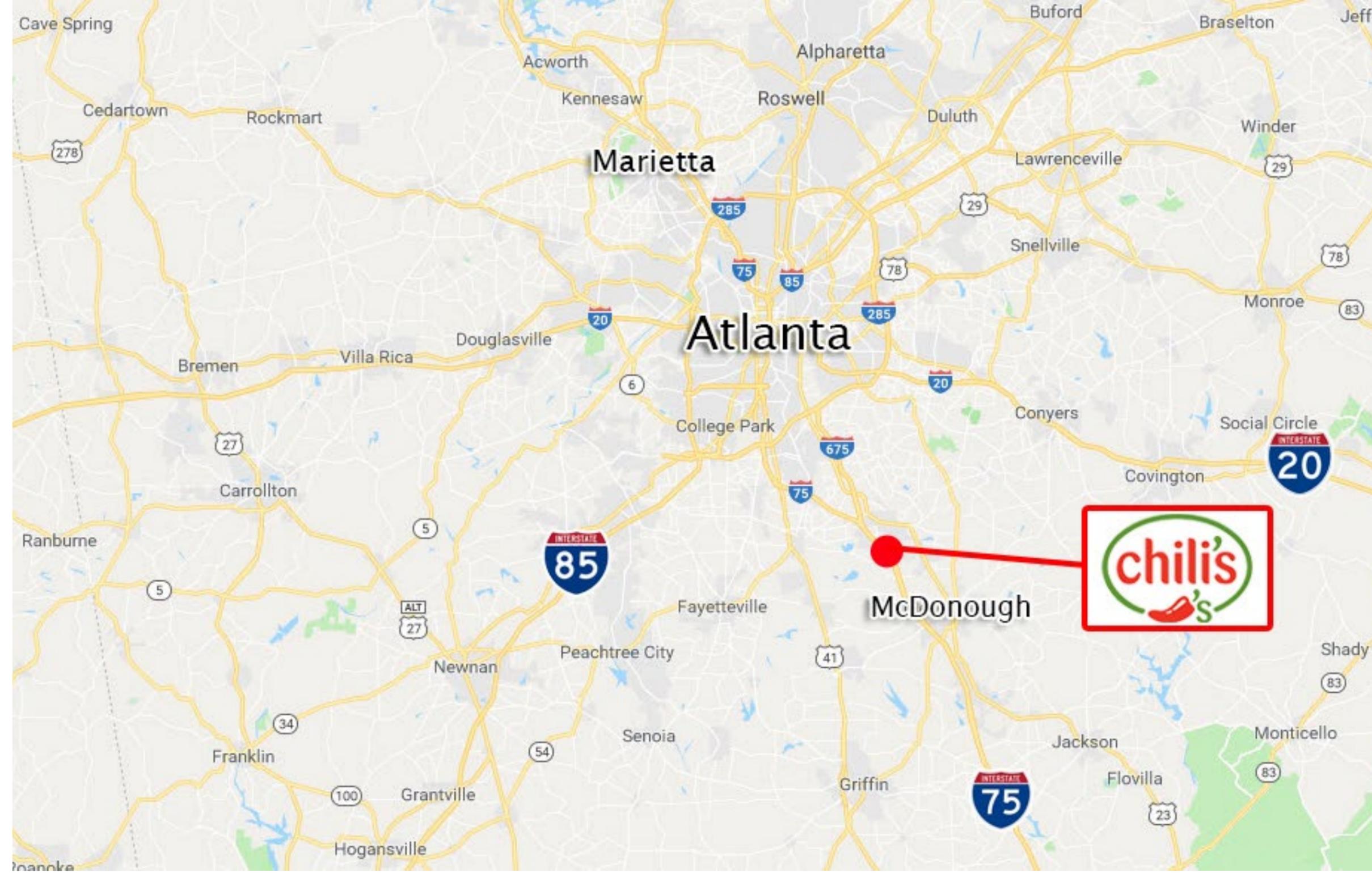


## HOUSEHOLD INCOME

YEAR 2016	1 MILE	3 MILES	5 MILES
AVERAGE	\$93,263	\$84,752	\$77,914
MEDIAN	\$77,583	\$66,104	\$62,904

## POPULATION

YEAR	1 MILE	3 MILES	5 MILES
2021 Projection Total Population	2,253	33,166	95,975
2016 Census Total Population	1,979	29,009	82,506
2010 Census Total Population	1,616	25,942	74,562



## ATLANTA MSA

McDonough is the county seat in Henry County, part of the Atlanta MSA. It is located 30 miles south of Atlanta and 55 miles north of Macon. McDonough is home to 22,084 residents while Henry County has over 203,000 residents. McDonough has seen a dramatic population increase of 160% since 2000. Interstate 75, with traffic counts of over 130,000 VPD, is a major north-south highway that connects McDonough to Atlanta to the north and Macon to the south.

Atlanta is the cultural and economic center of the Atlanta metropolitan area, home to over 5.8 million people and the ninth largest metropolitan area in the United States. The Atlanta MSA is expected to increase an average 1.5% annually over the next five years. Hartsfield-Jackson Atlanta International Airport is located seven miles south of downtown Atlanta was the busiest airport by passenger traffic in 2017 accommodating over 103 million passengers. It is the primary hub of Delta Airlines with over 1,000 flights per day. The Atlanta MSA is home to the largest concentration of colleges and universities in the southeastern United States including Georgia State University, Georgia Institute of Technology, and Emory University.

Many companies favor Atlanta for its low corporate taxes, pro-business climate, and access to national and global markets. Low home prices and a pro-business environment attract employers, which have driven unemployment far below recession. Atlanta has the 8th largest metropolitan economy in the U.S. with \$304 billion in gross metropolitan product (the region's total output of goods and services) and ranks 17th-largest in the world. Atlanta's economy is considered diverse, with sectors including logistics, professional and business services, media operations, and information technology. Atlanta also ranks fourth in the number of Fortune 500 companies within city boundaries including such companies as Genuine Parts Company, Home Depot, Newell Rubbermaid, Coca Cola, Delta Air Lines, Southern Company, UPS, Rock-Tenn, SunTrust Bank, NCR, and AGCO.



DOWNTOWN ATLANTA



# CHILI'S GRILL & BAR | MCDONOUGH, GA

(CORPORATE LEASE)

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