



Red Lobster

5733 S Lindbergh Blvd, St. Louis, MO 63123



OFFERING MEMORANDUM

EXCLUSIVE NET-LEASE OFFERING

Marcus & Millichap

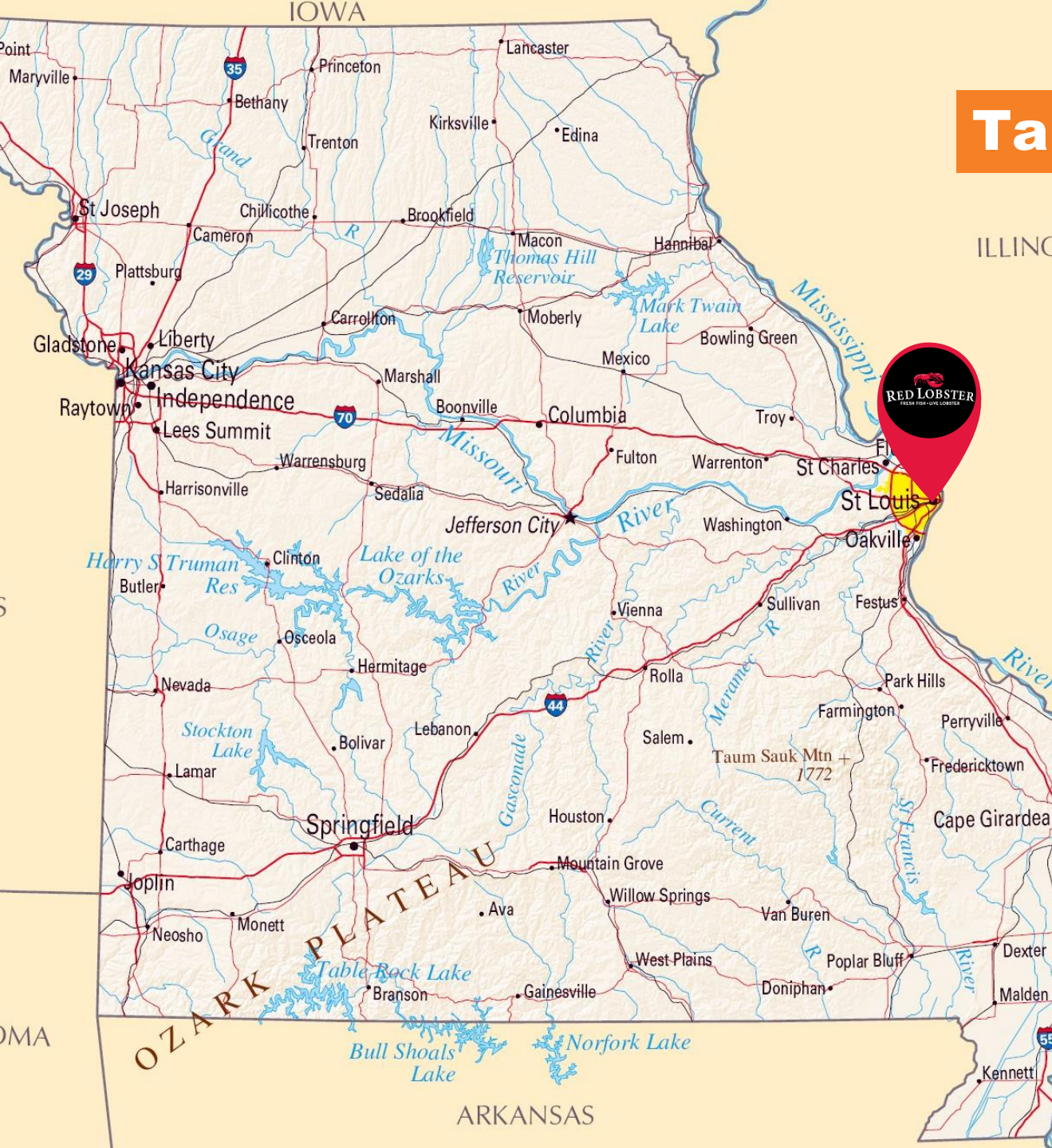


Table of Contents

Investment Overview

- Investment Highlights
- Financial Overview
- Lease Summary
- Tenant Overview
- Private Equity Sponsor

Property Overview

- Location Overview
- Surrounding Area Map
- Local Map
- Regional Map
- Property Photos
- Surrounding Area Photos

Demographics

- Population
- Income
- Employment

5733 South Lindbergh Blvd, St. Louis, MO 63123

PRICE: \$7,672,189 | 6.25%CAP | RENT: \$479,512**PROPERTY DESCRIPTION**

Property	Red Lobster
Property Address	5733 S. Lindbergh Blvd.
City, State, ZIP	Saint Louis, MO 63123
Building Size (SF)	9,848
Lot Size (Acres)	+/- 2.44

THE OFFERING

Net Operating Income	\$479,512
CAP Rate	6.25%
Purchase Price	\$7,672,189
Price / SF	\$779
Year Opened	1972
Year Remodeled	2012

LEASE SUMMARY

Property Name	Red Lobster
Property Type	Net Leased Casual Dining
Ownership	Private
Tenant	Red Lobster Restaurants, LLC
Guarantor	Red Lobster Intermediate Holdings, LLC
Lease Term	25 Years
Lease Expiration	July 31, 2039
Lease Term Remaining	20 Years
Lease Type	Triple-Net (NNN) Lease
Roof & Structure	Tenant Responsible
Rental Increases	2.00% Annually
Options to Renew	Four (4), Five (5) Year Option Periods
Rental Increases in Options	2.00% Annually

*Rent Based on August 2019 Increase

HIGHLIGHTS

- Property is Subject to a 25 Year Triple-Net (NNN) Lease With 20 Years Remaining
- Corporate Guaranty | 704 Locations in the US & Canada
- Strong Inflation Hedge | Attractive 2.0% Annual Increases
- Four (4), Five (5)-Year Tenant Renewal Options
- World's Largest Seafood Restaurant | Serving Customers in 11 Countries



INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a Red Lobster property located in Saint Louis, Missouri. The property consists of 9,848 square feet of building space and is situated on approximately 2.44 acres of land. The property is subject to a 25-year Triple-Net (NNN) lease with 20 years remaining on the base term. The current rent is \$479,512 and will continue to increase by 2.00% annually. The increases will continue through the four, five-year tenant renewal options.

TENANT SUMMARY

Red Lobster is the largest seafood restaurant concept in the world and is an iconic full service brand with broad demographic appeal and significant advertising budget. Red Lobster is led by an experienced management team with a history of success leading the brand (average 27+ years experience across executive team). The company generates \$2.5 billion in revenue and is the 5th largest casual dining concept in North America. Red Lobster was recently acquired by Golden Gate Capital.



FINANCIAL OVERVIEW

ANNUALIZED OPERATING DATA

Current Annual Rent	\$479,512
Base Term Rental Escalations	2.00% Annually

RENT SCHEDULE

Lease Year	Annual Rent	Monthly Rent
Year 6	\$479,512	\$39,959
Year 7	\$489,102	\$40,759
Year 8	\$498,884	\$41,574
Year 9	\$508,862	\$42,405
Year 10	\$519,039	\$43,253
Year 11	\$529,420	\$44,118
Year 12	\$540,008	\$45,001
Year 13	\$550,808	\$45,901
Year 14	\$561,825	\$46,819
Year 15	\$573,061	\$47,755
Year 16	\$584,522	\$48,710
Year 17	\$596,213	\$49,684
Year 18	\$608,137	\$50,678
Year 19	\$620,300	\$51,692
Year 20	\$632,706	\$52,725
Year 21	\$645,360	\$53,780
Year 22	\$658,267	\$54,856
Year 23	\$671,432	\$55,953
Year 24	\$684,861	\$57,072
Year 25	\$698,558	\$58,213

CAP Rate	6.25%
Purchase Price	\$7,672,189

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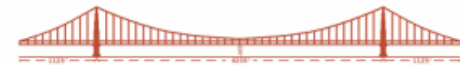
Tenant Overview



- Red Lobster is the largest seafood restaurant concept in the world and is an iconic full service brand with broad demographic appeal and a significant advertising budget (2nd largest in casual dining).
- The Company was founded in 1968 and currently operates 704 restaurants throughout the United States and Canada and has 43 franchised restaurants in international markets.
- Red Lobster is led by an experienced management team with a history of success leading the brand (average 27+ years experience across executive team).
- The company generates \$2.5B in revenue and is the 6th largest casual dining concept in North America.

----- The Transaction -----

- On July 28th, 2014, Golden Gate Capital (“GGC”) acquired Red Lobster from Darden Restaurants.
- Red Lobster is now an independently owned company, completely separate from Darden Restaurants.
- Red Lobster is well capitalized with >\$200M of liquidity.
- Golden Gate Capital has a long, successful track record and significant experience with multi-unit restaurant and retail businesses.



GOLDEN GATE CAPITAL

OUR HISTORY

FRESH IS IN OUR FOOD

Each day, you'll find an updated selection of fresh fish on our Today's Fresh Fish menu, not to mention live Maine lobster, freshly baked Cheddar Bay Biscuits™, crisp salads and a host of fresh seafood recipes waiting to be explored.

FRESH IS IN OUR KNOWLEDGE

No one knows seafood better than we do. As global seafood buyers, we have employees stationed throughout the world who inspect our seafood the moment it comes out of the water. They ensure it meets standards that are second to none. Then, the renowned chefs at our culinary center deliver the fresh expertise that turns it all into something truly special.

FRESH IS IN OUR DEDICATION

We hold ourselves to the highest standards for service, quality and a welcoming atmosphere. And we're focused on doing what's right – for our employees, in our communities and in the world.

FRESH IS IN OUR COMMITMENT

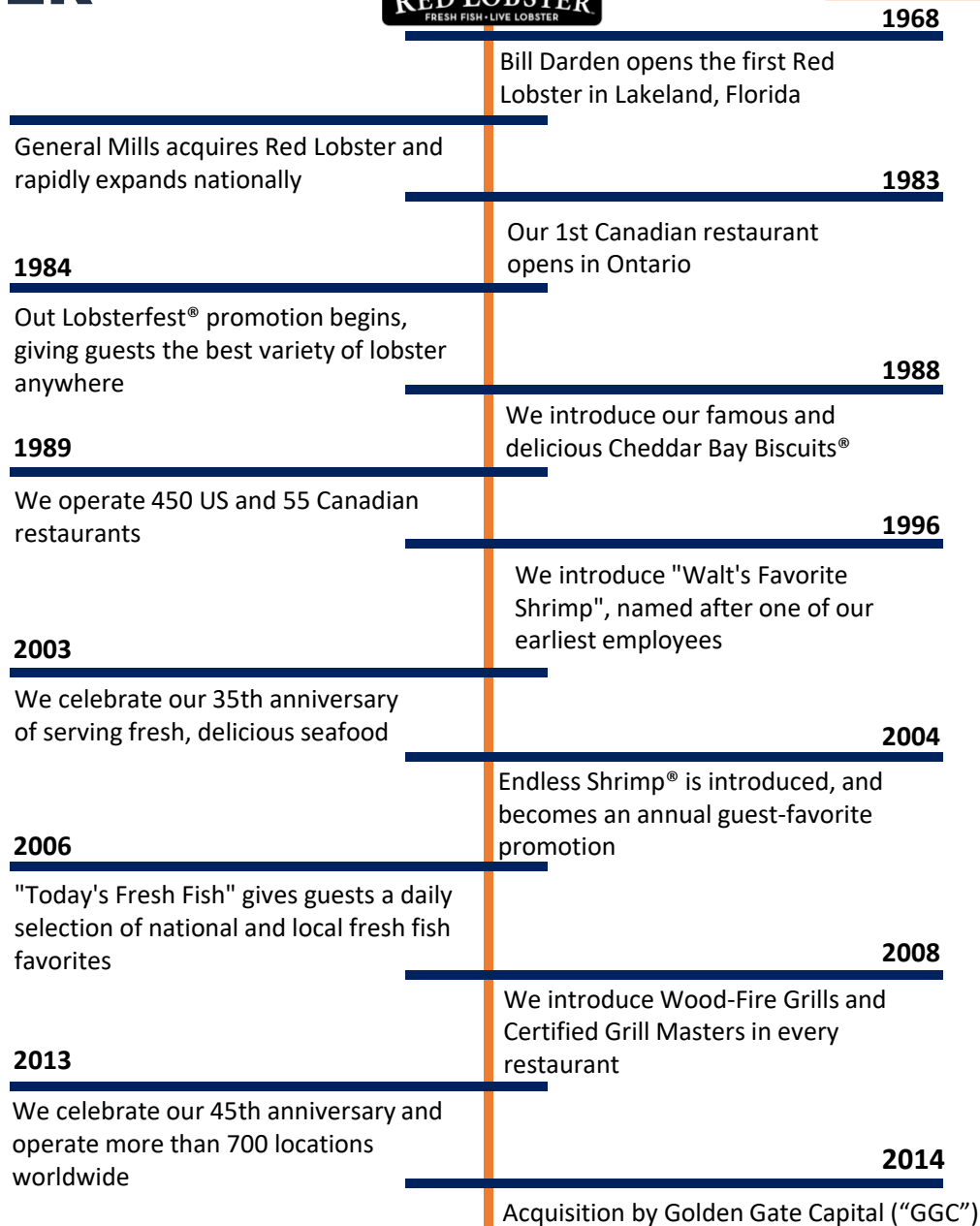
You deserve the freshest food and thinking. So every time you visit one of our seafood restaurants or our online seafood store, you'll find an uncommon commitment to deliver the best of the sea with fresh energy and fresh ideas that we hope will make you want to come back again and again.

We invite you to come in and experience our commitment to quality for yourself. Whether it's choosing your favorite fresh fish from our "Today's Fresh Fish" menu, or selecting your favorite seafood to be prepared over our wood-fired grill, Red Lobster is the place you can enjoy fresh, delicious seafood now and for generations.

RED LOBSTER TIMELINE



EXECUTIVE SUMMARY

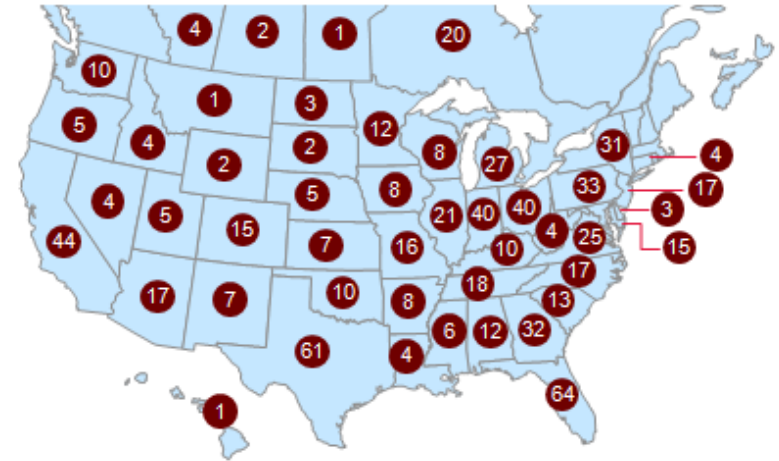


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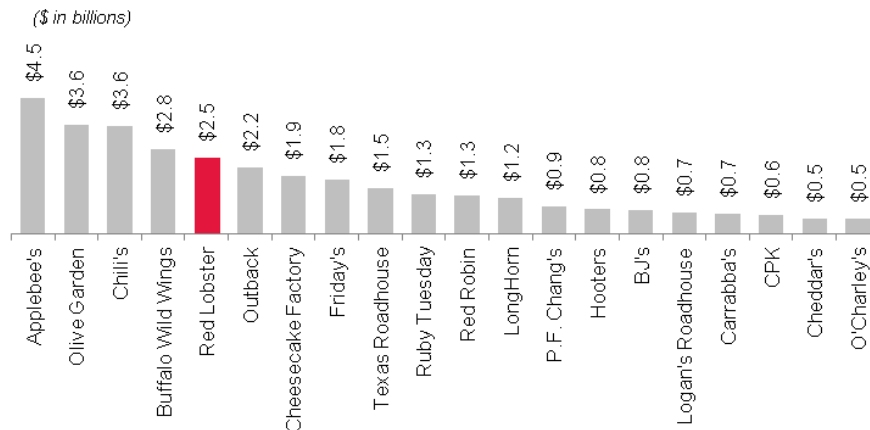
Strong Market Position

- Red Lobster is the largest seafood restaurant concept in the world and the 6th largest casual dining concept in the United States with over \$2.5 billion in annual sales and 704 restaurants.
- The Company is the category killer in the seafood casual dining space, holding almost 50% market share.
 - Largest share of any restaurant concept in any segment.
- 6th largest overall casual dining concept in the US.

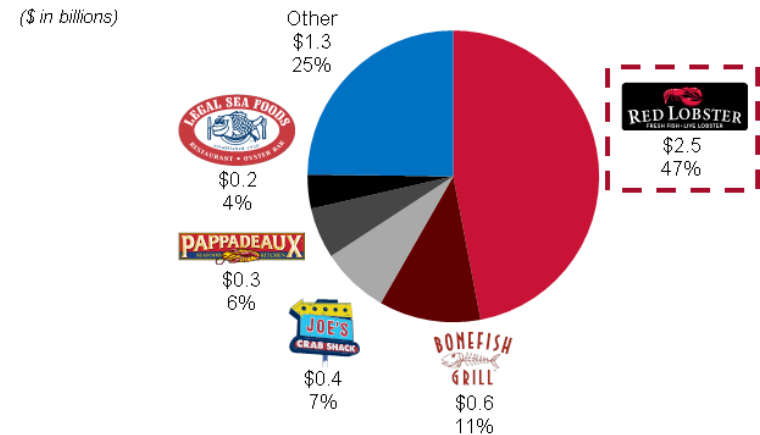
Significant Scale With Broad Geographic Reach



6th Largest Casual Dining Concept in the US



~50% Share in Seafood Casual Dining



TENANT OVERVIEW

Iconic Brand With Unparalleled Customer Loyalty

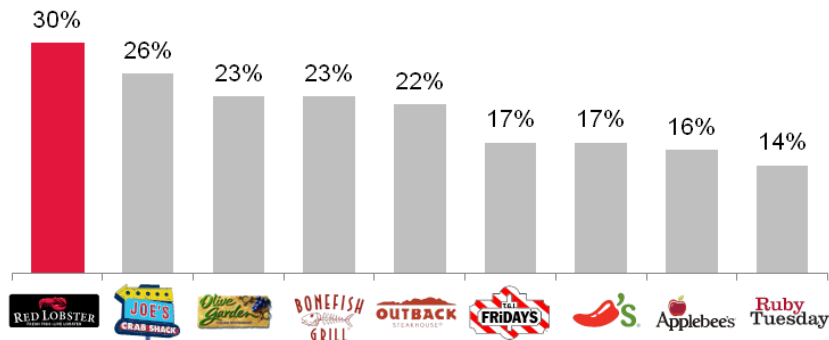
- Red Lobster has strong consumer appeal and broad usage across multiple dining out occasions, including high-crave, healthier “good for you” and special meal occasions.
- The brand has a strong foundation of loyal guests, who visit 1-2 times per month and account for more than 50% of sales.
- Red Lobster is the clear leader in casual dining seafood, and the most indispensable brand among major casual dining concepts, further indicating strong consumer loyalty.

Healthy and Recently Remodeled Restaurant Base

- Over \$320 million invested in remodels covering >90% of restaurants over the past 8 years.
- \$1.4 billion in overall capital expenditure investment over the past 10 years.
- New Bar Harbor format has strong appeal across customer base.
- 100% of restaurants are cash flow positive.

Indispensability vs. Peers

Indispensability (How difficult it would be for me to ‘give up’ ever going there again) - % very difficult (10 out of 10) shown



New Bar Harbor Format

Before



After



Management Team

Red Lobster is led by an experienced management team with prior success leading the brand.



Kim Lopdrup
CEO
(31 years in Restaurant Industry)

- Kim served as President of Red Lobster from FY2005 to FY2011, a period of consistent, above-market growth for the brand
- Prior to his return to Red Lobster, Kim served as President of Specialty Restaurant Group and New Business
- Before joining Darden, Kim served as EVP and COO of North America for Burger King, and at Dunkin' Brands as VP of Marketing and CEO of its international division
- BBA, College of William & Mary; MBA with distinction, Harvard Business School



Salli Setta
President
(28 years in Restaurant Industry)

- Salli was named President of Red Lobster in July of 2013
- Prior to her promotion to President, Salli served as Red Lobster's EVP of Marketing, before which she held numerous roles in Marketing and Culinary at Olive Garden during its turnaround, including VP Marketing and SVP Culinary and Beverage
- 24 years of experience in restaurant marketing, advertising and menu development; named "Menu Strategist of the Year" in 2003; recipient of three Menu Masters' Awards and a Silver Effie for her work on the "Hospitaliano" ad campaign
- BA, University of Central Florida; MBA, Florida Institute of Technology



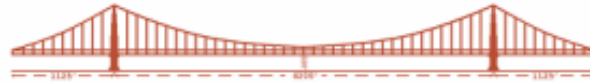
Bill Lambert
CFO
(12 years in Restaurant Industry)

- Bill served as CFO of Red Lobster from FY2006 to FY2010
- Prior to his return to Red Lobster, Bill served as CFO of LongHorn Steakhouse
- Prior to joining Darden and Red Lobster, Bill spent 21 years with Federated Department Stores in various roles including CFO of Macy's Central
- BS, Duke University; MBA, University of Michigan



Chip Wade
EVP
Operations
(30 years in Restaurant Industry)

- Darryl "Chip" Wade is EVP of Operations at Red Lobster
- Previously, Chip held positions in Enterprise Operations at Darden and as SVP of its Smokey Bones brand
- Outside of Darden, Chip previously served as COO of Legal Sea Foods and in various operations management roles at TGI Friday's
- BA, Widener University; MBA, University of Texas



GOLDEN GATE CAPITAL

- Golden Gate Capital (GGC) is a San Francisco-based Private Equity firm with over \$15 billion of capital under management.
- GGC has been one of the most active acquirers of multi-unit restaurant and retail companies.
 - Over the past 10 years, GGC has invested in restaurant and retail companies with annual revenues in excess of \$15 billion.
- GGC's investors include leading educational endowments, non-profit foundations, and selected entrepreneurs and managers.
- Investment approach is to partner with strong management teams to acquire strong, established brands with an opportunity to grow earnings through better execution, productivity improvements and unit growth.
- Excellent track record with acquiring and growing divisions of corporations.

Select Restaurant Investments

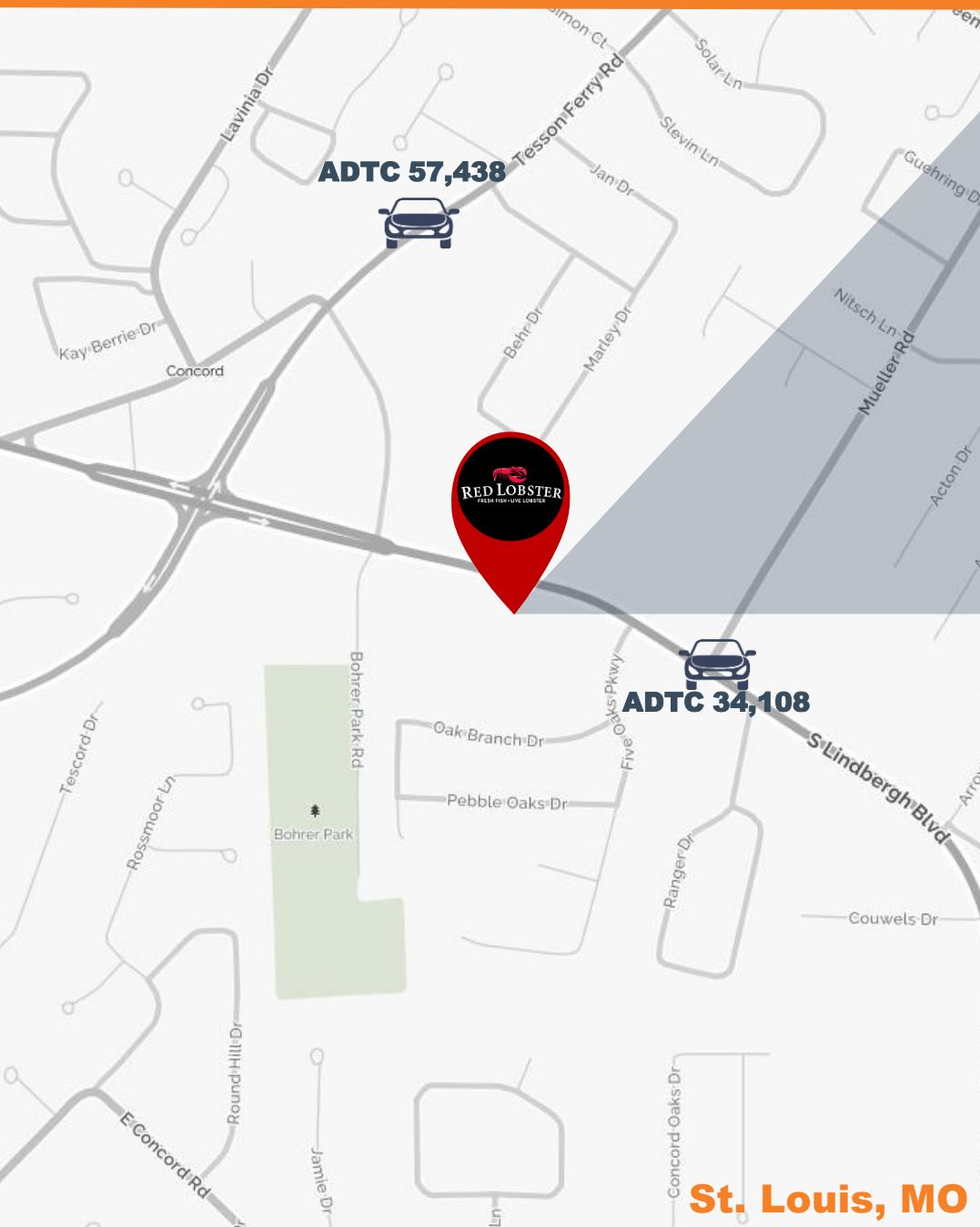
Restaurant Private Equity Investments





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HIGHLIGHTS

- Major National Tenants In Surrounding Area : Michael's, Walgreen's, Toyota, Enterprise, FedEx, Uhaul, Auto Zone, Jiffy Lube, McDonald's
- Robust Population | Over 218,164 people within a 5-Mile Radius
- Affluent Population | Average Household Income Exceeds \$83,948 within a 5-Mile Radius
- Positive Location Fundamentals | Benefits from Excellent Frontage along South Lindbergh Boulevard

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
Pnk (river City) LLC	5,006
J C Penney Company Inc	4,502
St Anthonys Medical Center	2,230
Veterans Health Administration	2,000
Walmart	1,230
River City Casino	1,179
Texas Roadhouse	1,118
Berra Construction	800
Schnucks	800
Webster University	675
Old Tesson Surgery Center LP	550
Ross & Baruzzinni / JM W	536

St. Louis, MO

This Red Lobster is located at 5733 South Lindbergh Boulevard in Saint Louis, Missouri. St. Louis is a cultural and economic center located along the western bank of the Mississippi River. The city boasts the largest metropolitan area in Missouri and the 19th-largest in the United States.

Surrounding Retail and Points of Interest

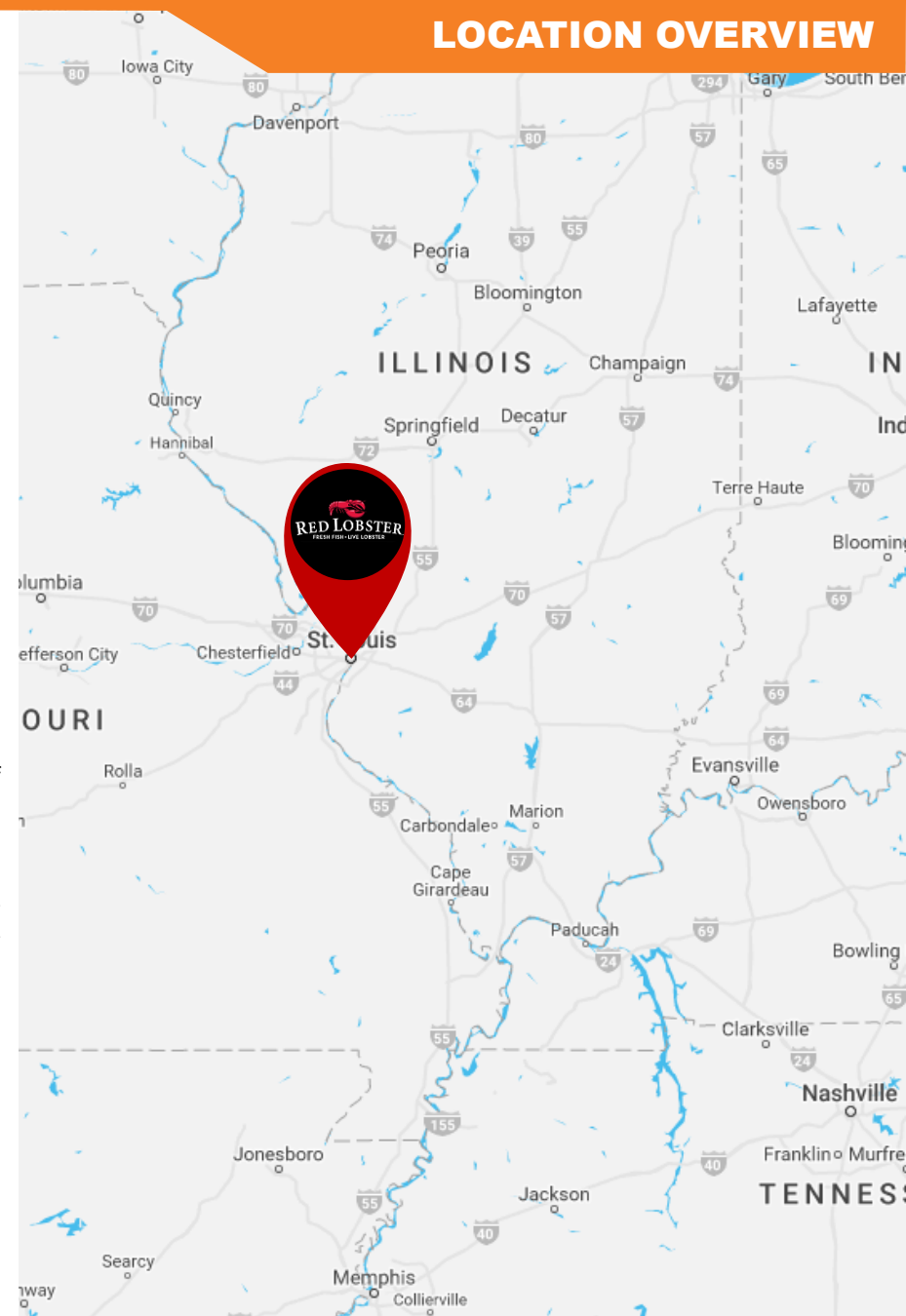
The subject property is well-positioned in a dense retail corridor, benefiting from its proximity to major national and local retailers. National tenants in the surrounding area include: Michael's, Walgreen's, Toyota, Enterprise, FedEx, Uhaul, Auto Zone, Jiffy Lube, McDonald's, Burger King, Olive Garden, T.G.I. Fridays, as well as a variety of others. Southfield Center and South County Center, which combine to offer over 50 stores and services, are located both located approximately two miles away from the subject location. Kindred Hospital St. Louis, a 95-bed general medical and surgical hospital, is also located roughly two miles away from the subject property. Lindbergh High School has a total enrollment of 2,300 students. Lindbergh High School is located one mile away from this Red Lobster location. St. Louis' city center is located roughly 12 miles away from the subject property. A major national city, St. Louis contains an airport, several universities, over 10 major corporations, and two professional sports teams.

Traffic Counts and Demographics

Saint Louis has approximately 88,081 individuals residing within a three-mile radius of the property and more than 218,322 within a five-mile radius. This Red Lobster property is located on South Lindbergh Boulevard, which intersects with Tesson Ferry Road. South Lindbergh Boulevard and Tesson Ferry Road experience average daily traffic counts of 34,108 and 57,438 vehicles, respectively.

Saint Louis, Missouri

St. Louis is an independent city and inland port in the state of Missouri. The city developed along the western bank of the Mississippi River, which forms Missouri's border with Illinois. St. Louis is the second-largest city in Missouri after Kansas City. As of 2013, the St. Louis Metropolitan Area is home to nine Fortune 500 companies, the third-highest in the Midwestern United States. St. Louis itself is home to two of those companies, Peabody Energy and Ameren. Health care and biotechnology institutions with operations in St. Louis include Pfizer, the Solae Company, Sigma-Aldrich and Multidata Systems International. St. Louis is a center of medicine and biotechnology. The Washington University School of Medicine is affiliated with Barnes-Jewish Hospital, the fifth-largest hospital in the world. Both institutions operate the Alvin J. Siteman Cancer Center. The School of Medicine is also affiliated with St. Louis Children's Hospital, one of the country's top pediatric hospitals. Boeing employs nearly 15,000 people in its north St. Louis campus, the headquarters to their defense unit.

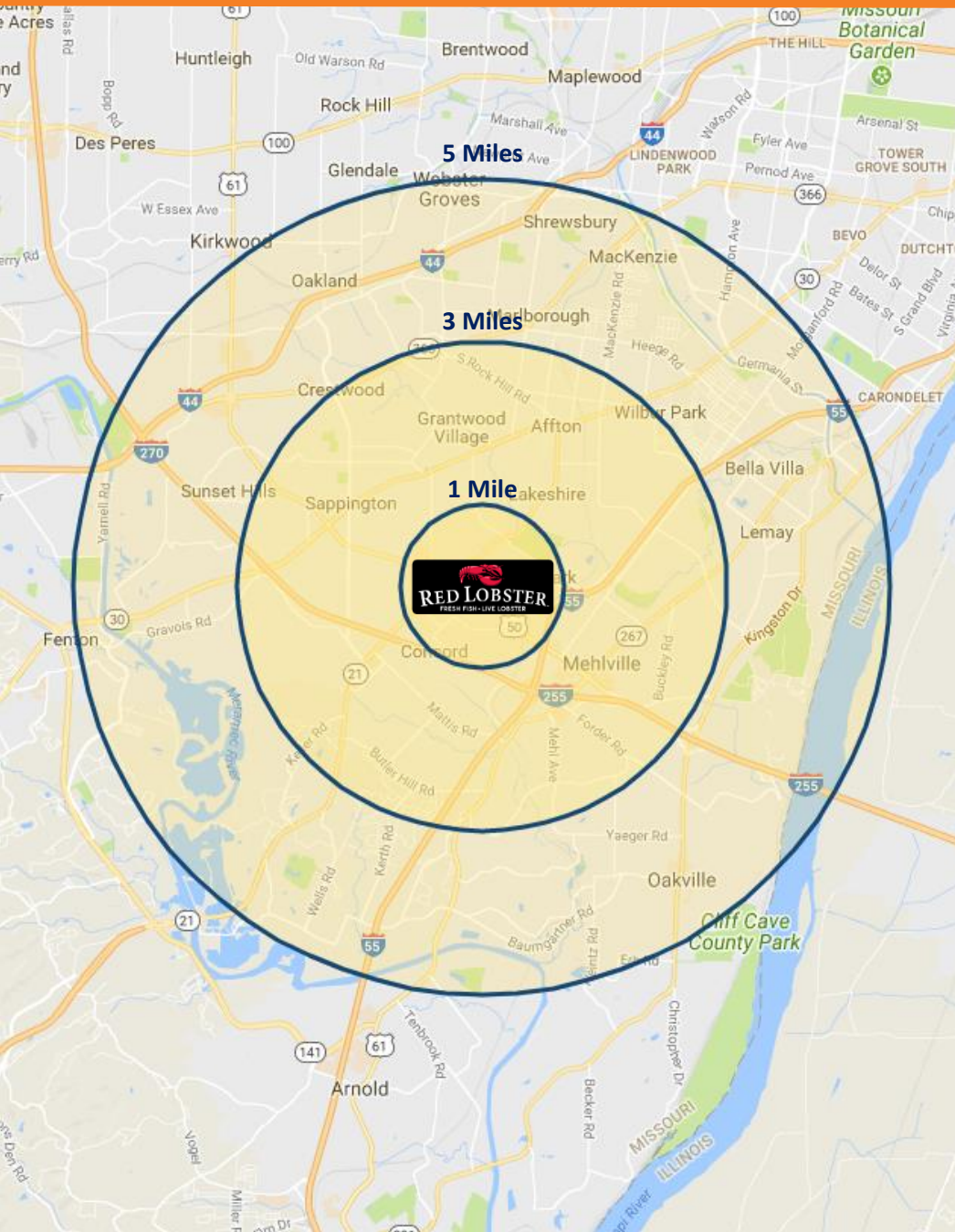


RED LOBSTER









POPULATION

	1 Miles	3 Miles	5 Miles
2022 Projection	9,547	88,879	220,352
2017 Estimate	9,524	88,081	218,322
2010 Census	9,356	87,130	216,368
2000 Census	9,328	87,543	216,382

INCOME

Average	\$78,238	\$81,503	\$83,948
Median	\$61,889	\$60,027	\$60,752
Per Capita	\$33,985	\$36,173	\$36,607

HOUSEHOLDS

2022 Projection	4,146	39,749	96,383
2017 Estimate	4,114	38,996	94,731
2010 Census	4,042	38,609	94,003
2000 Census	3,999	37,997	92,271

HOUSING

2017	\$175,253	\$179,831	\$179,036
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EMPLOYMENT

2017 Daytime Population	11,439	85,570	208,708
2017 Unemployment	3.96%	3.41%	3.62%
2017 Median Time Traveled	26 Mins	26 Mins	25 Mins

RACE & ETHNICITY

White	93.40%	93.15%	91.90%
Native American	0.01%	0.01%	0.02%
African American	1.21%	2.06%	3.05%
Asian/Pacific Islander	2.71%	2.54%	2.62%

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be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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Representative Photo

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