



CHILI'S GRILL & BAR | LAFAYETTE, LA

(CORPORATE LEASE)

(LAFAYETTE MSA)

JOHN GLASS / Executive Managing Director
(415) 625-2114 / John.Glass@marcusmillichap.com

JASON HERNANDEZ / First Vice President
(415) 963-3031 / Jason.Hernandez@marcusmillichap.com

NON-ENDORSEMENT & DISCLAIMER NOTICE

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided. As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer. Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs. Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial

advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may 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.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

Marcus & Millichap

The information contained in this Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure 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. All potential buyers must take appropriate measures to verify all of the information set forth herein.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

CHILI'S GRILL & BAR
3220 NE EVANGELINE THRUWAY, LAFAYETTE, LA 70507
(LAFAYETTE MSA)

TABLE OF CONTENTS

01 **TENANT OVERVIEW**
SECTION 1
Chili's Grill & Bar • Company Profile
Press Release • Chili's Grill & Bar at a Glance
Chili's at the Forefront of Digitization

15 **LOCATION OVERVIEW**
SECTION 3
Location Overview • Aerials

09 **INVESTMENT OVERVIEW**
SECTION 2
Investment Overview • Highlights • Rent Roll
CAP Rate Growth Chart

21 **MARKET OVERVIEW**
SECTION 4
Demos • Lafayette & Lafayette MSA

*****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*****

EXCLUSIVELY LISTED BY:

Marcus & Millichap
WWW.MARCUSMILLICHAP.COM

CORPORATE LEASE⁽¹⁾

BRINKER INTERNATIONAL, INC. (NYSE: EAT)
1,685 RESTAURANTS WORLDWIDE

\$3.14 BILLION

APPROXIMATELY \$3.14 BILLION IN REVENUES
GENERATED FOR FISCAL 2019⁽²⁾



TENANT OVERVIEW

CHILI'S GRILL & BAR | *LAFAYETTE, LA*
(CORPORATE LEASE) (LAFAYETTE MSA)

Marcus & Millichap

(1) Lease is guaranteed by Brinker International, Inc.

(2) Source: www.brinker.com

Marcus & Millichap

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2017 Marcus & Millichap ACT ID Z0940119



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 1,612 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.

- ▶ 1,612 LOCATIONS WORLDWIDE IN 49 STATES, 30 COUNTRIES AND 2 U.S. TERRITORIES
- ▶ DURING FISCAL 2020, BRINKER INTERNATIONAL PLANS TO ACQUIRE 116 CHILI'S RESTAURANTS LOCATED THROUGHOUT THE MIDWEST UNITED STATES FROM FRANCHISEE ERJ DINING
- ▶ 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)⁽²⁾.

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⁽¹⁾

\$3.14 B



Brinker International, Inc. highlights from the June 26, 2019 financial report include the following:

- ▶ Earnings per diluted share, excluding special items, in the fourth quarter of fiscal 2019 increased 14.3% to \$1.36 compared to \$1.19 for the fourth quarter of fiscal 2018. Earnings per diluted share, excluding special items, in fiscal 2019 increased 12.3% to \$3.93 compared to \$3.50 for fiscal 2018
- ▶ Brinker International's total revenues in the fourth quarter of fiscal 2019 increased 2.1% to \$834.1 million compared to the fourth quarter of fiscal 2018, and Company sales in the fourth quarter of fiscal 2019 increased 1.7% to \$804.8 million compared to the fourth quarter of fiscal 2018
- ▶ Chili's company-owned comparable restaurant sales increased 1.5% in the fourth quarter of fiscal 2019 compared to the fourth quarter of fiscal 2018
- ▶ For fiscal 2019, cash flows provided by operating activities were \$212.7 million and capital expenditures totaled \$167.6 million. Free cash flow was \$45.1 million
- ▶ 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 September 26, 2019 to shareholders of record as of September 6, 2019
- ▶ Chili's company-owned comparable restaurant sales increased 2.3% in fiscal 2019 compared to fiscal 2018. Chili's U.S. franchise comparable restaurant sales increased 0.9% in the fourth quarter of fiscal 2019 compared to the fourth quarter of fiscal 2018

“The fourth quarter marked our 5th consecutive quarter of positive same store sales and our sixth consecutive quarter to out-perform the category in traffic”, said Wyman Roberts, CEO and President. “Our continued focus on improving the guest experience and providing everyday value is a long term strategy that continues to deliver solid results.”

Fiscal 2020 Outlook

- ▶ Revenues are expected to be up approximately 9.00% to 10.00% ▶ Comparable restaurant sales are expected to be up 1.75% to 2.50%
- ▶ Brinker International estimates earnings per diluted share, excluding special items, will be in the range of \$4.15 to \$4.35

(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

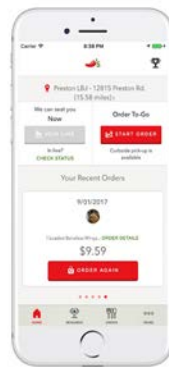
- ▶ *“Among a growing generation of diners who prefer touch screens over personal interactions, chains such as Chili's are betting big on various digital platforms to boost brand recognition, off-premise sales and foot traffic. We have to be everywhere our guests are. Chains can't survive without reaching 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 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.”*

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.

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

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.

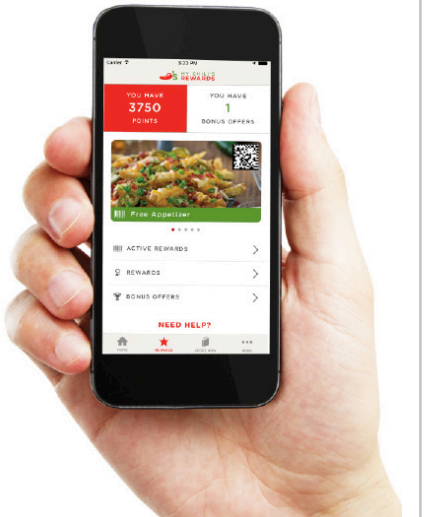
"Consumers love the variety in our menu — couple that with the seamless experience we give them from order to checkout to pay to takeout, and you can't get takeout any easier or more affordable than with Chili's Curbside," Mr. Roberts said, "We're meeting our guests' needs, and we're delivering a great 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 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."

(2) Sources: www.foodbusinessnews.net/articles/13235-chilis-sees-best-traffic-growth-in-10-years



NNN
ABSOLUTE NNN

NO LANDLORD MAINTENANCE
RESPONSIBILITIES

1.5%
ANNUAL RENT INCREASES

RARE ANNUAL PRIMARY TERM
RENT ESCALATIONS OF 1.5%



INVESTMENT OVERVIEW

CHILI'S GRILL & BAR | *LAFAYETTE, LA*
(CORPORATE LEASE) (LAFAYETTE MSA)

Marcus & Millichap

Marcus & Millichap

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2017 Marcus & Millichap ACT ID Z0940119



INVESTMENT OVERVIEW

15-YEAR ABSOLUTE NNN LEASE (14 YEARS REMAINING)

The subject property operates under an Absolute NNN Lease with 14 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 14-year operational history at this location, which is situated immediately off of Interstate 49 (48,090 ADT) and located next to Lowe's, Camping World, Chevron, and many regional retailers. There are strong demographics in Lafayette, LA with 76,606 residents within a 5-mile radius of the subject property and population expected to surpass 250,000 by year 2021 in the MSA.

CHILI'S GRILL & BAR AND BRINKER INTERNATIONAL, INC. HIGHLIGHTS⁽²⁾

- 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 2019
- 1,612 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 June 26, 2019, Brinker International, Inc. owned, operated or franchised 1,665 restaurants worldwide, across both Chili's Grill & Bar (1,612 locations) & Maggiano's Little Italy (52 locations) 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"



ACTUAL LOCATION

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

OFFERING HIGHLIGHTS

CHILI'S GRILL & BAR - LAFAYETTE, LA
(LAFAYETTE MSA)

3220 NE Evangeline Thruway, Lafayette, LA 70507

OFFERING PRICE

CAP RATE

\$5,306,728

6.00%

| | |
|--------------------------|--|
| Net Operating Income | \$318,403.68 ⁽¹⁾ |
| Lease Type | Absolute NNN |
| Lease Commencement | 8/6/2018 |
| Lease Expiration Date | 8/31/2033 |
| Year Built | 2005 ⁽²⁾ |
| Rentable Area | 5,819 SF ⁽²⁾ |
| Lot Size | 1.61 Acres ⁽²⁾ |
| Primary Term Escalations | 1.5% Annually ⁽²⁾ |
| Options | (6) Five-Year Options |
| Guarantor | Brinker International, Inc. ⁽²⁾ |
| 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, 2020. Income shown reflects proforma rent as of August 1, 2020. The difference in rent will be credited at closing.

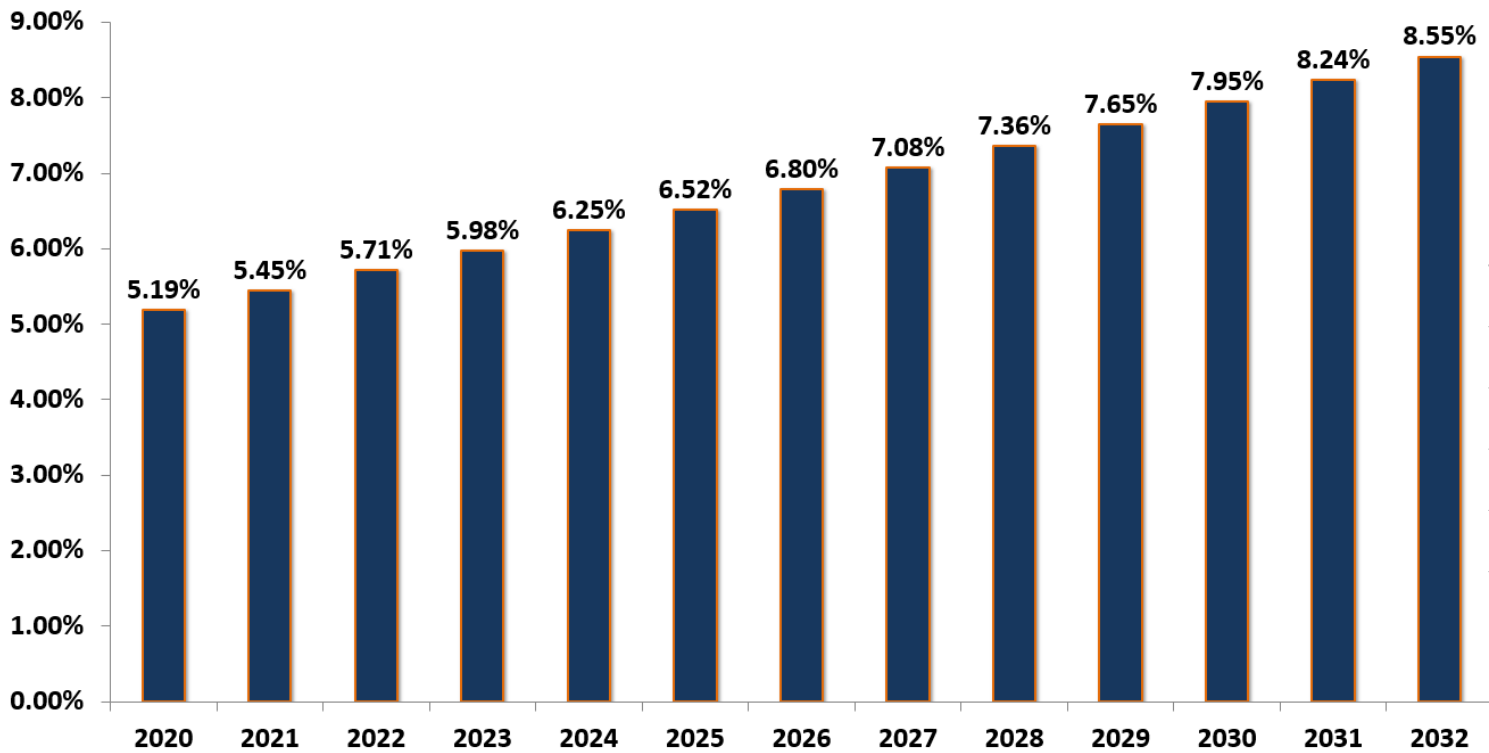
(2) Year Built, Rentable Area, Lot Size, Lease Terms, Increases, and Guarantor are approximate. Buyer will need to verify the accuracy of these estimates during their Due Diligence process.

(3) Potential Loan Scenario, fixed terms, and interest rates are subject to changing market conditions and Buyer qualifications. For further details please contact Farhan Kabani at Mark One Capital: (972) 755-5301 / farhan.kabani@markonecapital.com

RENT ROLL

| NEW 15-YEAR (14 YEARS REMAINING) ABSOLUTE NNN CORPORATE LEASE | | | | | | | | |
|---|-------------------------|--------------|------------|--------------------------|-------------------------------|-----------------------------------|-----------------|--------------|
| GUARANTOR | RENTABLE AREA | COMMENCEMENT | EXPIRATION | NOI | PRIMARY TERM RENT ESCALATIONS | OPTIONS | NEXT ESCALATION | LEASE TYPE |
| BRINKER INTERNATIONAL, INC. (NYSE: EAT) | 5,819 SF ⁽²⁾ | 8/6/2018 | 8/31/2033 | \$318,404 ⁽¹⁾ | 1.5% ANNUALLY ⁽³⁾ | (6) 5-YEAR OPTIONS ⁽²⁾ | 9/1/2021 | ABSOLUTE NNN |

CASH-ON-CASH RETURN PROJECTION⁽³⁾



POTENTIAL LOAN SCENARIO⁽³⁾

| | |
|--------------------------------------|-------------------|
| Program | 10-Yr Fixed Rate |
| Interest Rate | 4.15% |
| Down Payment / LTV | \$1,857,355 / 65% |
| Years 1-5 COC Return ⁽³⁾ | 5.72% |
| Years 6-10 COC Return ⁽³⁾ | 7.08% |

WELL-ESTABLISHED LOCATION

CHILI'S HAS OPERATED AT THIS
LOCATION FOR OVER 14-YEARS

76,606

RESIDENTS IN A 5-MILE RADIUS



LOCATION OVERVIEW

CHILI'S GRILL & BAR | *LAFAYETTE, LA*
(CORPORATE LEASE) (LAFAYETTE MSA)

Marcus & Millichap

Marcus & Millichap

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2017 Marcus & Millichap ACT ID Z0940119



LOCATION OVERVIEW



HOME TO SEVERAL
MOTOR FREIGHT
CARRIERS SUCH AS
FEDEX AND UPS

PRO-BUSINESS CLIMATE
BOLSTERED BY LOW
TAXES AND INTEGRATED
TRANSPORTATION AND
FIBER OPTIC NETWORKS

MORE THAN 1,000,000
TOURISTS VISIT THE
REGION EACH YEAR

THRIVING METROPOLITAN AREA⁽¹⁾

Located at the crossroads of Interstates 10 and 49, Lafayette's strategic location has contributed to the viability of the area, also known as the "Hub City". Home to several motor freight carriers including FedEx, UPS, SAIA, Roadway and others, Lafayette has become a prominent player for major distribution in the nation. Close proximity to the Gulf of Mexico and an integrated transportation network contribute to the region's thriving economy and diverse business base. Earning the nickname "Silicon Bayou", Lafayette has one of the largest and most successful publicly owned and operated fiber optic networks in the country, providing businesses with internet speeds of up to 10Gbps. This cutting edge communication and data transfer further cements Lafayette's reputation as a technology hub, attracting world-class talent and companies. The population in Lafayette is expected to surpass 250,000 by year 2021. Enrollment at the University of Louisiana at Lafayette hit record numbers of over 19,000 students in Fall 2018 and according to a study published by the National Bureau of Economic Research, residents of Lafayette are the happiest in the United States.

HIGH VISIBILITY AND ACCESS TO DOWNTOWN

Adjacent to Lowe's Home Improvement, Chevron, LAMM Food Services, and Camping World, the subject property boasts high visibility from Interstate 49 with traffic counts of 48K vehicles per day. Situated only 5 miles from Downtown Lafayette and Lafayette Regional Airport, New Orleans and Baton Rouge are both within a two hour drive of the subject property.



Parcel area is approximate and the actual property boundary may vary. Buyer will need to verify during their Due Diligence period.

(1) Source: Lafayette Economic Development Authority, December 2017 Economic Profile

AERIAL VIEW

The subject property is located on 3220 NE Evangeline Thruway, in Lafayette, located only 5 miles from Downtown Lafayette.

Marcus & Millichap



\$3.14 BILLION

BRINKER INTERNATIONAL, INC. GENERATED
TOTAL REVENUES OF \$3.14 B FOR FISCAL 2019⁽¹⁾



MARKET OVERVIEW

CHILI'S GRILL & BAR | *LAFAYETTE, LA*
(CORPORATE LEASE) (LAFAYETTE MSA)

Marcus & Millichap

(1) Source: www.brinker.com

Marcus & Millichap

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2017 Marcus & Millichap ACT ID Z0940119



HOUSEHOLD INCOME

| YEAR 2016 | 1 MILE | 3 MILES | 5 MILES |
|-----------|----------|----------|----------|
| AVERAGE | \$54,692 | \$54,908 | \$52,816 |
| MEDIAN | \$39,428 | \$36,656 | \$33,712 |

POPULATION

| YEAR | 1 MILE | 3 MILES | 5 MILES |
|-------------------------------------|--------|---------|---------|
| 2021 Projection Total Population | 3,296 | 28,585 | 77,820 |
| 2016 Census Total Population | 3,251 | 28,098 | 76,606 |
| 2010 Census Total Population | 3,047 | 25,934 | 70,617 |



LAFAYETTE & LAFAYETTE MSA

Located at the crossroads of Interstates 10 and 49, Lafayette's strategic location has contributed to the viability of the area, also known as the "Hub City". Home to several motor freight carriers including FedEx, UPS, SAIA, Roadway and others, Lafayette has become a prominent player for major distribution in the nation. Close proximity to the Gulf of Mexico and an integrated transportation network contribute to the region's thriving economy and diverse business base. Earning the nickname "Silicon Bayou", Lafayette has one of the largest and most successful publicly owned and operated fiber optic networks in the country, providing businesses with internet speeds of up to 10Gbps. This cutting edge communication and data transfer further cements the area's reputation as a technology hub, attracting world-class talent and companies. The population in Lafayette is expected to surpass 250,000 by year 2021. Enrollment at the University of Louisiana at Lafayette hit record numbers of over 19,000 students in Fall 2018 and according to a study published by the National Bureau of Economic Research, residents of Lafayette are the happiest in the United States.

Lafayette is at the heart of Louisiana's Cajun and Creole Country where locals and visitors alike can truly feel the pulse of the flavorful and distinct food, music and rich culture. The "joie de vivre" attitude exhibited by people who live in southern Louisiana is a true testament to the way of life handed down from generation to generation. Aside from the eclectic food and soulful music, the region is known for its swampland dotted with moss draped cypress trees. Bird watching, paddling, fishing and exploration of wildlife makes Lafayette a perfect outdoor destination for nature lovers and photographers. The Atchafalaya Basin is North America's largest swamp ecosystem and ranks among the top 10 wilderness areas in the country. It can be hard to imagine that such a peaceful and mysterious place exists less than two hours from New Orleans and Baton Rouge. Southern values mixed with a strong work ethic are demonstrated in the area's love of life and thriving economy.



ATCHAFALAYA BASIN

CHILI'S GRILL & BAR | LAFAYETTE, LA

(CORPORATE LEASE) (LAFAYETTE MSA)

EXCLUSIVELY LISTED BY

JOHN GLASS

Executive Managing Director

(415) 625-2114

John.Glass@marcusmillichap.com

JASON HERNANDEZ

First Vice President

(415) 963-3031

Jason.Hernandez@marcusmillichap.com

CHRIS SHAHEEN

LA Broker of Record

(901) 620-3600

License: BROK:0095692662-ACT