



RED LOBSTER

Marcus & Millichap

EXCLUSIVE NET-LEASE OFFERING



OFFERING MEMORANDUM



13090 City Station Drive, Jacksonville, FL 32218

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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.

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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.

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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, PCB's 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.

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Investment Highlights

PRICE: \$4,803,125 | CAP: 5.50% | RENT: \$264,172



About the Investment

- ✓ Long-Term, 25-Year Absolute Triple Net (NNN) Lease with ~20 Years Remaining
- ✓ Corporate Guaranty (700+ Locations in U.S. & Canada)
- ✓ Attractive Two Percent (2.00%) Annual Rental Increases
- ✓ Four (4), Five (5)-Year Tenant Renewal Options

About the Location

- ✓ Dense Retail Corridor | Lowe's, Walmart, Cracker Barrel, McDonald's, Chick-Fil-A, Hardee's, Panera Bread, Chili's, Best Buy, Olive Garden, Taco Bell, Dunkin Donuts, Logan's Roadhouse, Tropical Smoothie, Buffalo Wild Wings and Many More
- ✓ Nearby Several National Hotels | Crown Plaza, Days Inn, Comfort Inn, Marriott, Hilton, Holiday Inn, Hyatt, and Many More
- ✓ Robust Demographics | Population Exceeds 65,160 Individuals Within a Five-Mile Radius | Projected to Grow 12.7% by 2023
- ✓ Exceptional Real Estate Fundamentals | 3 Miles from JAX International Airport | 4 Miles from New Amazon Fulfillment Center
- ✓ Strong Traffic Counts Along Interstate-95 | 77,233 Vehicles Per Day

About the Tenant / Brand

- ✓ 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 705 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 \$2.4B in revenue and is the 7th largest casual dining concept in North America.



Representative Photo



Financial Analysis

PRICE: \$4,803,125 | CAP: 5.50% | RENT: \$264,172



PROPERTY DESCRIPTION

Property	Red Lobster
Property Address	13090 City Station Drive
City, State, ZIP	Jacksonville, Florida 32218
Estimated Building Size	7,360
Estimated Lot Size	+/- 1.34 Acres
Type of Ownership	Fee Simple

THE OFFERING

Purchase Price	\$4,803,125
CAP Rate	5.50%
Annual Rent	\$264,172
Rent / SF	\$35.89

LEASE SUMMARY

Property Type	Net Leased Casual Dining
Tenant	Red Lobster Hospitality, LLC
Guarantor	Red Lobster Intermediate Holdings, LLC
Original Lease Term	25 Years
Lease Commencement	December 17, 2015
Lease Expiration	July 31, 2039
Lease Term Remaining	20 Years
Lease Type	Absolute Triple-Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	2.00% Annually
Options to Renew	Four (4) Periods of Five (5) Years Each

RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
Current	\$264,171.90	\$22,014.33	-
Year 7	\$269,455	\$22,454.60	2.00%
Year 8	\$274,844	\$22,903.69	2.00%
Year 9	\$280,341	\$23,361.77	2.00%
Year 10	\$285,948	\$23,829.00	2.00%
Year 11	\$291,667	\$24,305.58	2.00%
Year 12	\$297,500	\$24,791.69	2.00%
Year 13	\$303,450	\$25,287.53	2.00%
Year 14	\$309,519	\$25,793.28	2.00%
Year 15	\$315,710	\$26,309.14	2.00%
Year 16	\$322,024	\$26,835.33	2.00%
Year 17	\$328,464	\$27,372.03	2.00%
Year 18	\$335,034	\$27,919.47	2.00%
Year 19	\$341,734	\$28,477.86	2.00%
Year 20	\$348,569	\$29,047.42	2.00%
Year 21	\$355,540	\$29,628.37	2.00%
Year 22	\$362,651	\$30,220.94	2.00%
Year 23	\$369,904	\$30,825.36	2.00%
Year 24	\$377,302	\$31,441.86	2.00%
Year 25	\$384,848	\$32,070.70	2.00%

INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a Red Lobster located at 13090 City Station Drive in Jacksonville, Florida. The site consists of roughly 7,360 rentable square feet of building space on estimated 1.34-acre parcel of land. The Red Lobster is subject to a 25-year absolute triple-net (NNN) lease, which commenced December 17, 2015. The annual rent is \$264,172 and is scheduled to increase by two percent (2.00%) annually throughout the base term and in each of the four (4), five (5)-year renewal options.



- 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.

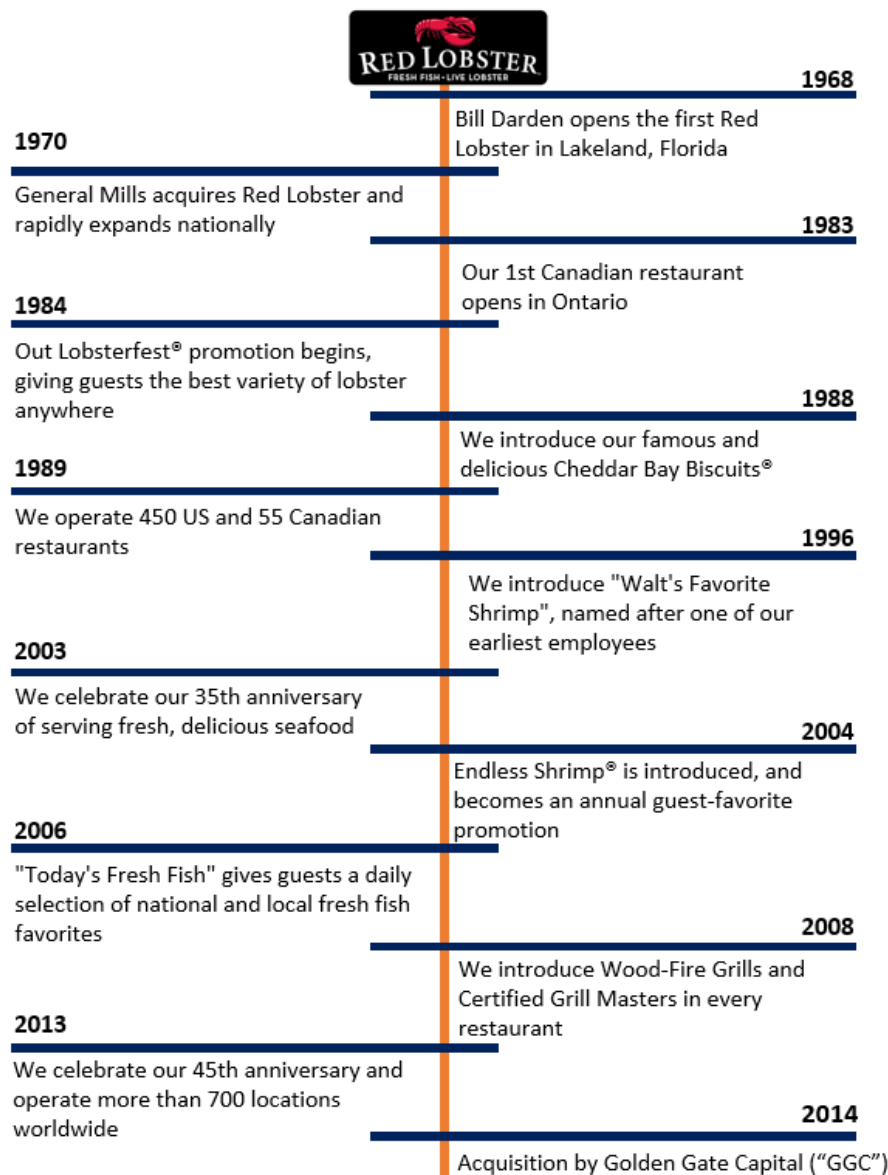
FRESH IS IN OUR COMMITMENT

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





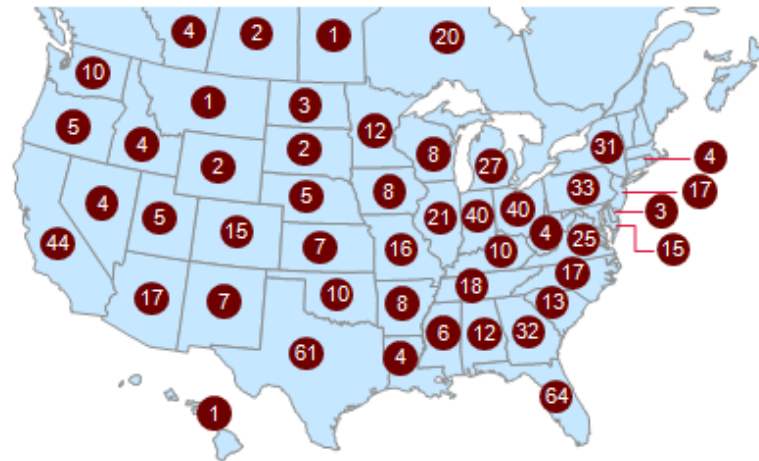
Tenant Overview



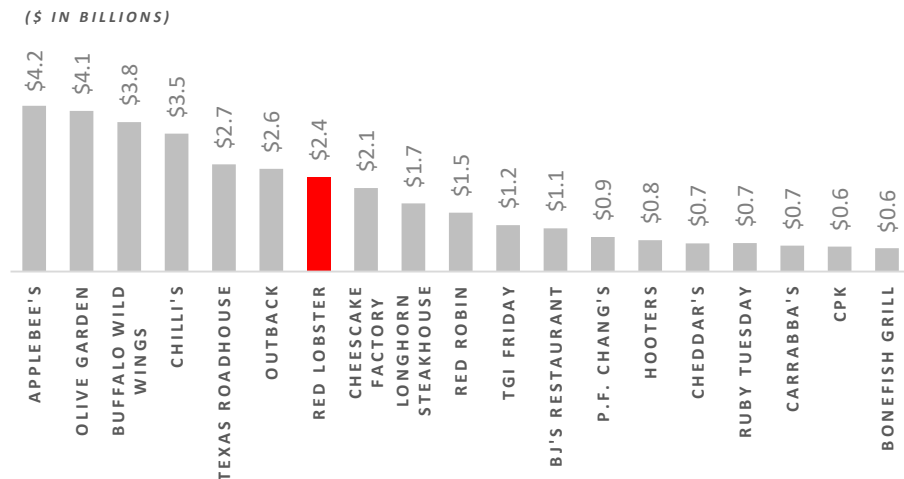
Strong Market Position

- Red Lobster is the largest seafood restaurant concept in the world with over \$2.4 billion in annual sales and over 700 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.
- Seventh largest overall casual dining concept in the US.

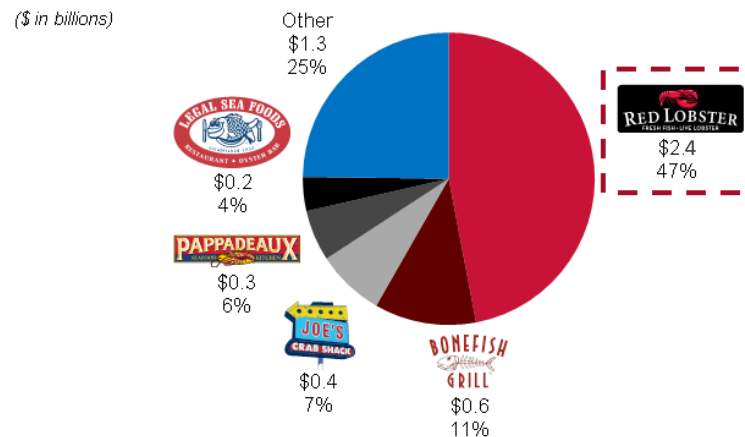
Significant Scale With Broad Geographic Reach



7th Largest Casual Dining Concept in the US



~50% Share in Seafood Casual Dining



Tenant Overview



Iconic Brand With Unparalleled Customer Loyalty

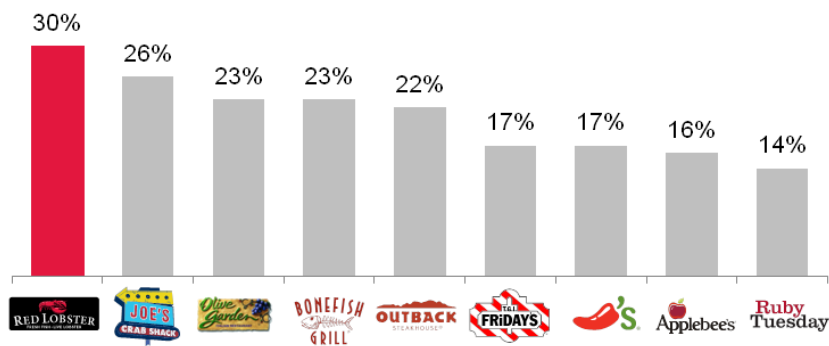
- Red Lobster has strong consumer appeal and broad usage across multiple dining out occasions, including high-crave, healthier “good for you” and special meal occasions.
- The brand has a strong foundation of loyal guests, who visit 1-2 times per month and account for more than 50% of sales.
- Red Lobster 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 “Restaurant of the Future” Format

Before



After





Management Team



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



Kim Lopdrup
CEO
(30 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
(27 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
(11 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

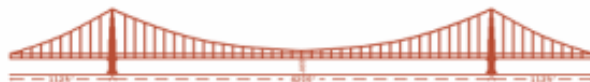


Chip Wade
EVP Operations
(29 years in Restaurant Industry)

- 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



About Golden Gate Capital



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

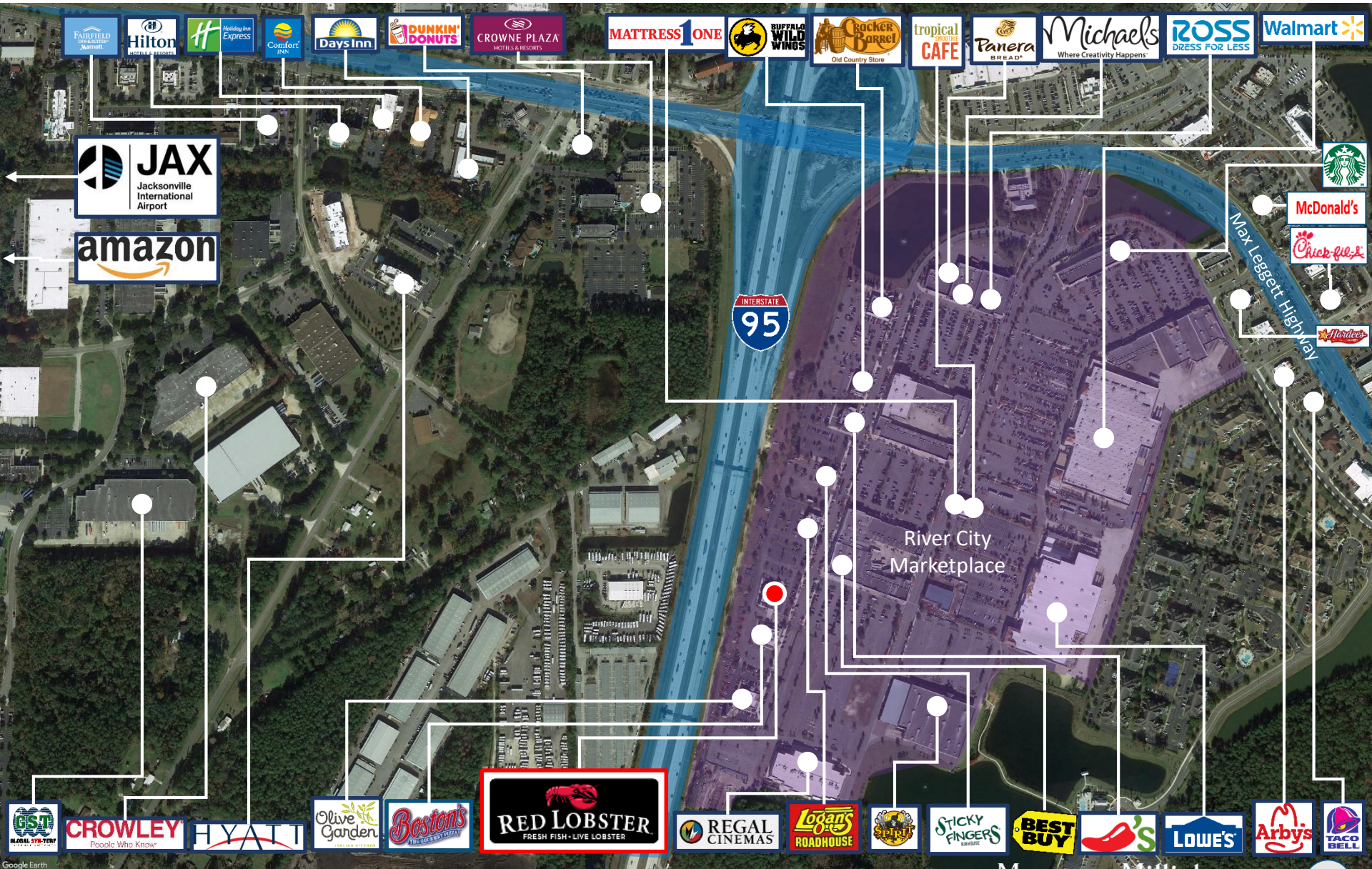
Restaurant Private Equity Investments





Surrounding Area

Property Address: 13090 City Station Drive, Jacksonville, FL





Location Overview

Property Address: 13090 City Station Drive, Jacksonville, FL

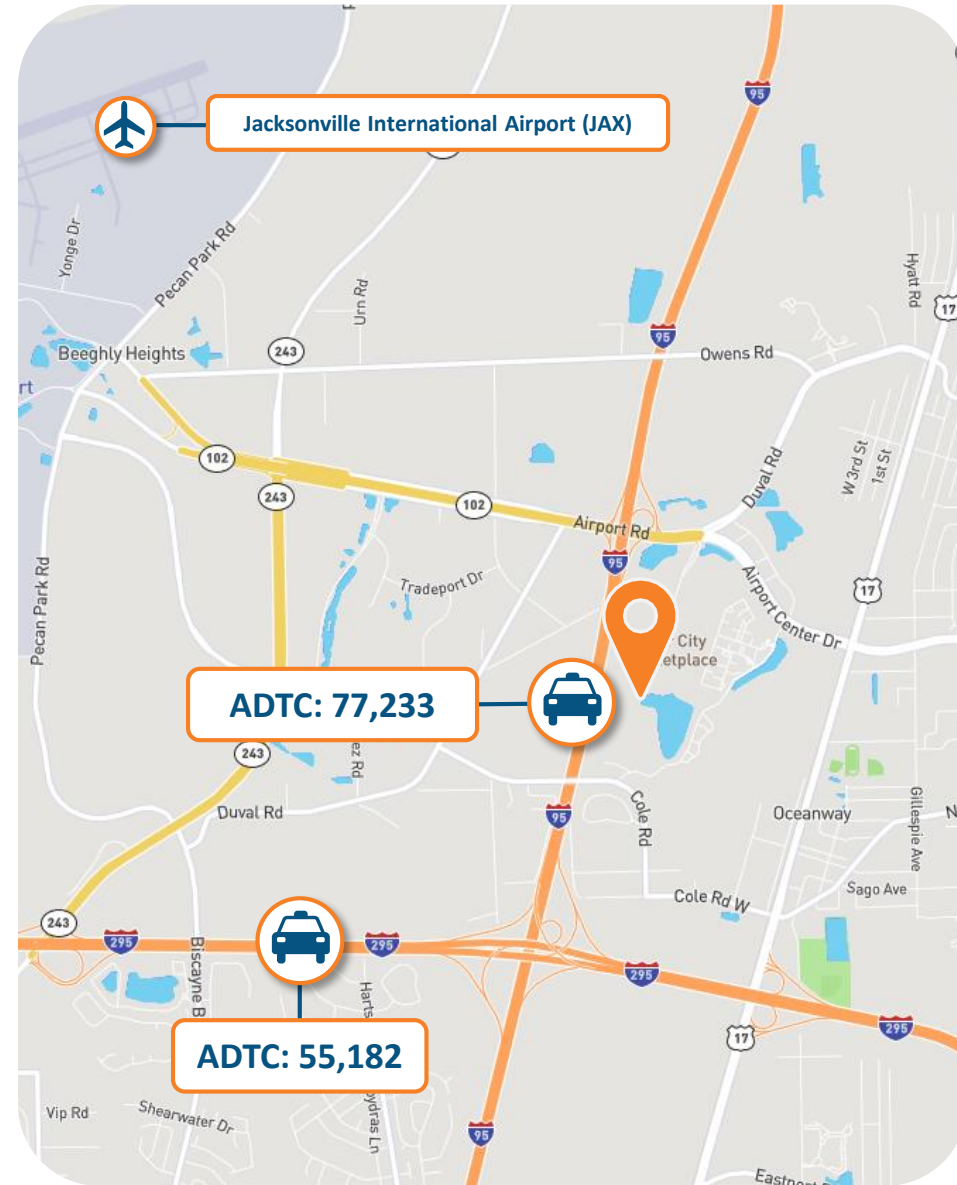


The subject investment property is situated off of I-95, which brings on average 77,233 vehicles per day to the immediate area. This Red Lobster benefits from its close proximity to Jacksonville International Airport, which serviced 6,460,253 passengers in 2018. There are 27,627 individuals residing within a three-mile radius of the property and more than 65,160 individuals within a five-mile radius of the property.

The subject property benefits from being well-positioned in an extremely dense retail corridor with major national tenants including: Lowe's, Wal*Mart, Cracker Barrel, McDonald's, Chick-Fil-A, Hardee's, Panera Bread, Chili's, Boston's Pizza, Best Buy, Olive Garden, Taco Bell, Dunkin Donuts, Logan's Roadhouse, Tropical Smoothie, Buffalo Wild Wings and many more. The property also benefits from its close proximity to major national hotels including: Crown Plaza, Days Inn, Comfort Inn, Marriott, Hilton, Holiday Inn, Hyatt, and many more.

In 2018, Amazon opened a brand new 855,000 SF fulfillment center next to Jacksonville International Airport. The new facility supports more than 2,000 full-time employees. The subject property is located 4 miles from this new facility.

The Jacksonville metro is located in the northeastern corner of Florida just south of the Georgia border. It comprises five counties: Duval, Clay, St. Johns, Nassau and Baker, with the Atlantic Ocean providing its eastern border. Jacksonville's access to road, rail, sea and air transportation has made it an intermodal hub for the Southeast. JAXPORT is one of the largest ports in the region and is equipped to handle cargo as well as cruise ships and the local ferry service. Naval Air Station Jacksonville and Mayport Naval Station contribute to a strong military presence in the market. The metro houses 1.5 million people. With approximately 896,000 residents, Jacksonville is the largest city in the metro. No other city in the market contains more than 40,000 citizens.





Property Photo



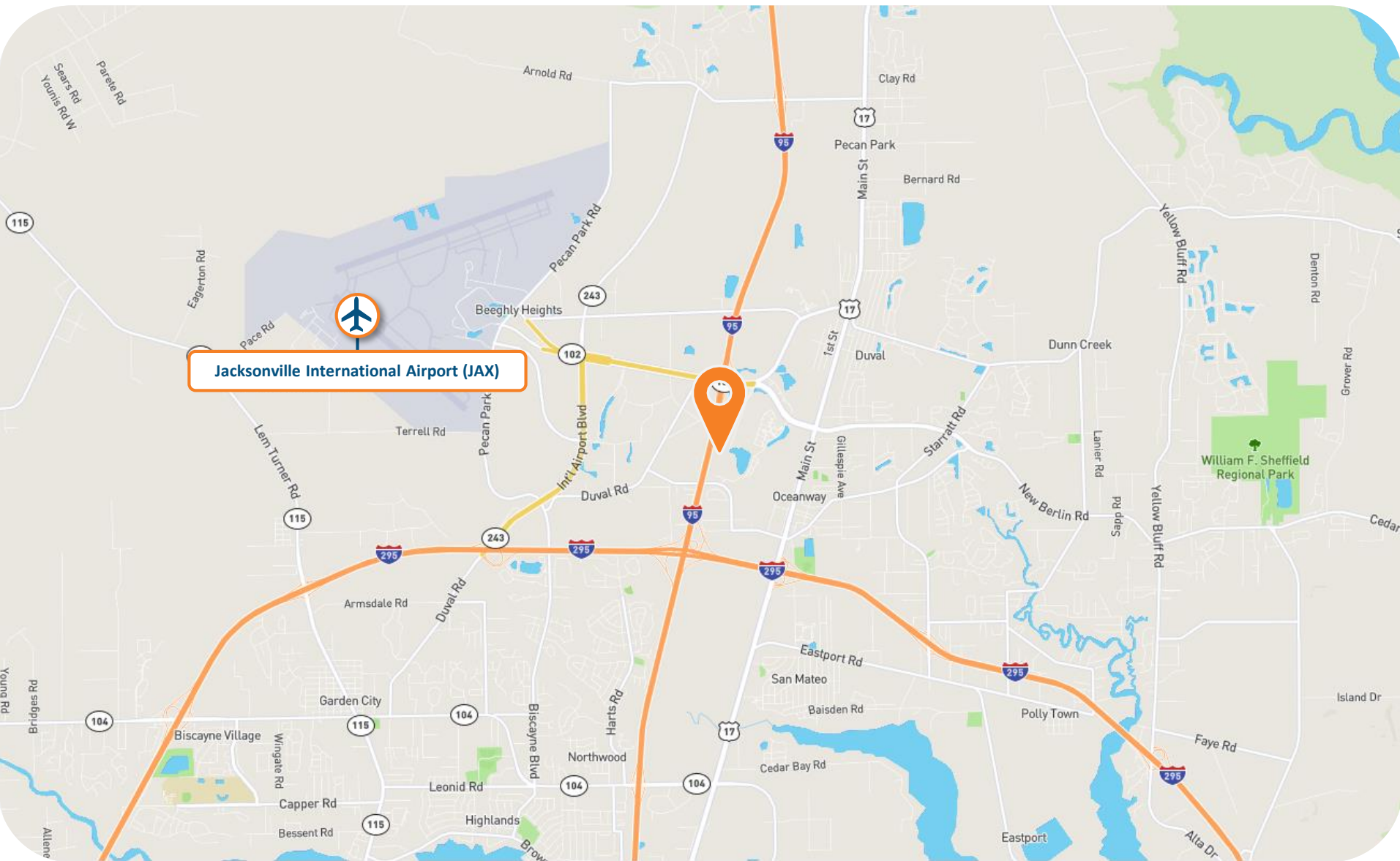


Surrounding Area Photos



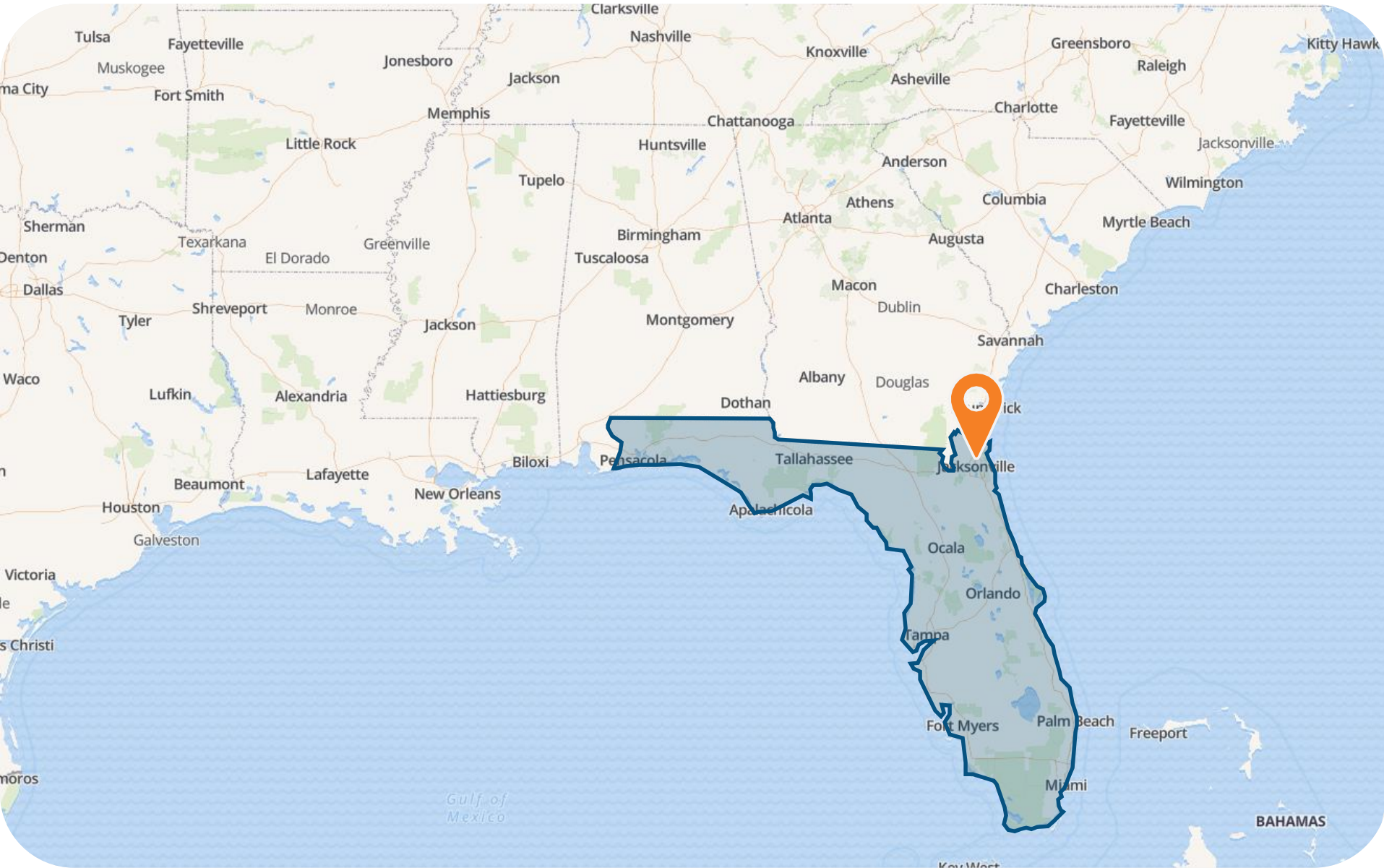


Local Map





Regional Map





Demographics



1 Mile 3 Miles 5 Miles

POPULATION

2023 Projection	2,016	30,723	73,427
2018 Estimate	1,828	27,267	65,160
2010 Census	1,320	23,815	56,246
2000 Census	2,045	17,249	38,886

INCOME

Average	\$61,752	\$68,184	\$69,441
Median	\$48,375	\$59,151	\$58,473
Per Capita	\$28,646	\$24,873	\$25,652

HOUSEHOLDS

2023 Projection	980	11,307	27,213
2018 Estimate	847	9,865	23,874
2010 Census	615	8,690	20,780
2000 Census	676	6,056	14,247

HOUSING

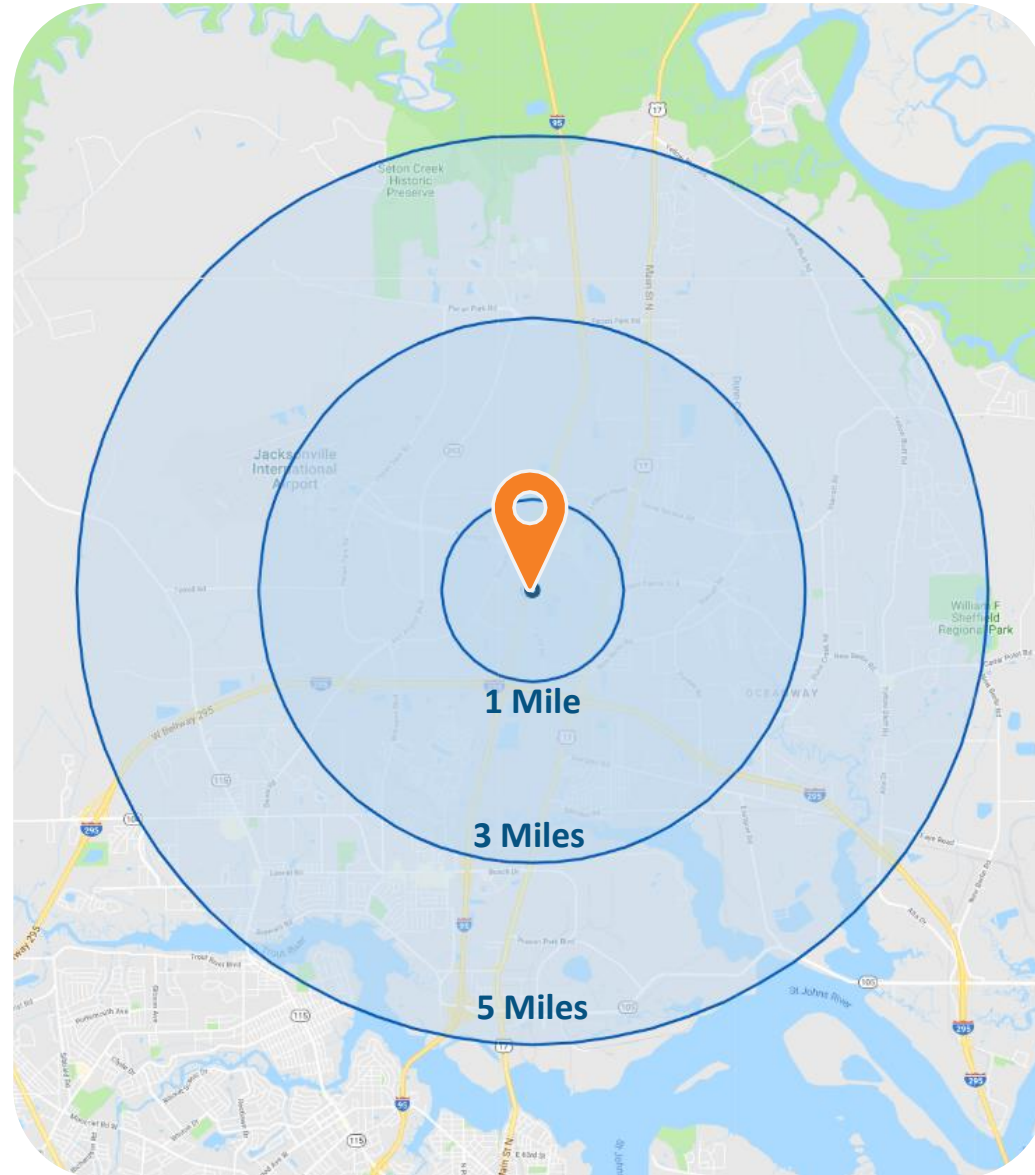
2018	\$143,811	\$162,872	\$172,558
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EMPLOYMENT

2018 Daytime Population	6,368	34,634	70,168
2018 Unemployment	4.70%	3.50%	3.71%
2018 Median Time Traveled	27min	27min	28min

RACE & ETHNICITY

White	73.82%	52.05%	50.95%
Native American	0.01%	0.04%	0.05%
African American	20.05%	40.00%	41.19%
Asian/Pacific Islander	1.07%	2.83%	2.77%





Marcus & Millichap

EXCLUSIVE NET LEASE OFFERING

BROKER OF RECORD:

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