

INTERNATIONAL CAR WASH GROUP 2200 Polaris Parkway, Columbus, OH

- ❖ Columbus MSA | Traffic Counts of Over 44,000 Per Day
- ❖ Corporate Guarantee With 950+ Locations
- ❖ Qualifies For 100% Bonus Depreciation In Year One

- ❖ NNN Lease With 18+ Years Remaining & 1.75% Annual Rental Increases
- ❖ Strong Store Sales | High Performing Location
- ❖ Largest Car Wash Operator In The World

Actual Site



OFFERING MEMORANDUM



2200 Polaris Pkwy, Columbus, OH 43240

Confidentiality and Disclaimer

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.

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

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.



Table of Contents

Investment Highlights	4
Financial Analysis	5
Tenant Overview	6-7
Depreciation Analysis	8
Surrounding Area	9-12
Location Overview	13
Local Map	14
Regional Map	15
Demographics	16
Market Overview	17





Investment Highlights

PRICE: \$5,473,000 | CAP: 5.50% | RENT: \$301,016



About the Investment

- ✓ **Qualifies For Bonus Depreciation:** The Property Qualifies for 100% Bonus Depreciation In Year One of Ownership
- ✓ **Long Term Lease With Zero Landlord Responsibilities & Annual Increases:** True Triple Net (NNN) Lease With Over Eighteen Years Remaining In Initial Term With 1.75% Annual Rental Increases and Four, Five-Year Extension Options
- ✓ **Corporate Guarantee:** The Lease is Subject to a Corporate Guarantee by International Car Wash Group Ltd. (UK) "ICWG" With More Than 950 Locations Across Europe, Australia and the U.S.
- ✓ **Strong Store Sales:** Please Inquire With Listing Agent For More Information
- ✓ **Assumable Financing Available (Loan Assumption Available, But Not Required):** Please Inquire With Listing Agent For More Information

About the Location

- ✓ Well Populated Area | Population Exceeds 191,000 Individuals Within a 5-Mile Radius | 29% Increase Since 2000
- ✓ Affluent Suburban Community | Average Household Income Exceeds \$117,000 Within a Five-Mile Radius
- ✓ Strong Traffic Counts | Polaris Parkway, Ikea Way, & Interstate 71 | 44,500 & 30,000 Vehicles Per Day
- ✓ Immediate Access to Healthcare | 12 Miles from OhioHealth Riverside Methodist Hospital | 1,060-Bed State-of-the-Art Teaching Hospital
- ✓ Dense Retail Corridor | Lowe's, Target, Costco, Cabela's, Hobby Lobby, Best Buy, Kroger, Chick-Fil-A, Starbucks, Burger King, Panera, T.J. Maxx, Big Lots, and Many More

About the Tenant / Brand

- ✓ The World's Largest Car Wash Company: ICWG was Founded In 1965 and is Now the World's Largest Car Wash Operator, Washing More Than 35 Million Cars Every Year.
- ✓ In August 2015, ICWG entered the U.S. market and now operates more than 135 locations, making it the country's second largest operator.
- ✓ Favorable Industry Trends: In the U.S., the Percentage of Drivers that Wash their Vehicle at a Professional Car Wash has Increased from 47% in 1994 to 72% in 2014





Financial Analysis

PRICE: \$5,473,000 | CAP: 5.50% | RENT: \$301,016



Property Description

Property	International Car Wash Group
Property Address	2200 Polaris Parkway
City, State, ZIP	Columbus, OH, 43240
Building Size (SF)	2,595
Lot Size	+/- 2.01 Acres
Type of Ownership	Fee Simple

The Offering

Purchase Price	\$5,473,000
CAP Rate	5.50%
Annual Rent	\$301,016

Lease Summary

Property Type	Net-Leased Car Wash
Guarantor	International Car Wash Group Ltd. (UK)
Original Lease Term	20 Years
Lease Commencement	December 28 th , 2018
Lease Expiration	December 28 th , 2038
Lease Type	Triple-Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	1.75% Annually
Options to Renew	Four (4), Five (5) Year Options

RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation
Year 1	\$285,750	\$23,813	-
Year 2	\$290,751	\$24,229	1.75%
Year 3	\$295,839	\$24,653	1.75%
Year 4	\$301,016	\$25,085	1.75%
Year 5	\$306,284	\$25,524	1.75%
Year 6	\$311,644	\$25,970	1.75%
Year 7	\$317,097	\$26,425	1.75%
Year 8	\$322,647	\$26,887	1.75%
Year 9	\$328,293	\$27,358	1.75%
Year 10	\$334,038	\$27,837	1.75%
Year 11	\$339,884	\$28,324	1.75%
Year 12	\$345,832	\$28,819	1.75%
Year 13	\$351,884	\$29,324	1.75%
Year 14	\$358,042	\$29,837	1.75%
Year 15	\$364,307	\$30,359	1.75%
Year 16	\$370,683	\$30,890	1.75%
Year 17	\$377,170	\$31,431	1.75%
Year 18	\$383,770	\$31,981	1.75%
Year 19	\$390,486	\$32,541	1.75%
Year 20	\$397,320	\$33,110	1.75%

**Rent Increases to \$301,016 on 12/28/21; Pricing is based on Year 4 Rent. The Seller will credit the difference in rent at Closing.*

INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for 2200 Polaris Parkway in Columbus, OH. The tenant entered a brand new, 20-year triple-net (NNN) lease with no landlord responsibilities on December 28th, 2018. There are 1.75% annual rental escalations throughout the base term as well as the four, five-year tenant renewal option periods. The lease has a corporate guarantee by International Car Wash Group ("ICWG"). ICWG operates more than 950 locations throughout the United States and Internationally.



Tenant Overview

About International Car Wash Group

International Car Wash Group (“ICWG”) is the world’s largest car wash company currently operating in 14 countries around the globe, washing more than 35 million cars every year through a network of more than 950 locations. In August 2015, ICWG entered the U.S. market and now operates more than 200 locations, making it one of the country’s largest operators. ICWG is led by an experienced team of car wash and investment professionals committed to delivering value, both for their customers and investors. The team is focused on developing and growing ICWG through a combination of market expansion, continuous innovation and investment. The sites are committed to delivering unparalleled service with consistent wash quality to each customer.

The Company has grown significantly in recent years through acquisitions, opening new sites in existing markets, investing in an extensive refurbishment program and expanding its international presence.

Key United States Brands

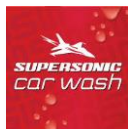
ICWG entered the US in August 2015 and already has over 150 sites which makes us one of the major players in the market. The US sites operate under 3 key brands – Car Wash USA Express, Goo-Goo 3 Minute Express Wash and Supersonic in the state of Utah.



CARWASH USA – Acquired by ICWG in 2015, Car Wash USA Express now consists of over 60 sites covering Alabama, Arkansas, Colorado, Georgia, Ohio, Mississippi, Tennessee and Texas. It is currently the largest express exterior car wash in the Mid-South offering a wash that takes just 3 minutes, coupled with free vacuums.



GOO-GOO – Since 1945 Goo-Goo 3 Minute Express Wash has met the needs of the driving public by giving customers a quality carwash with fast, economical, great service. Acquired by ICWG in July 2017, there are over 50 express wash outlets in seven states primarily in the southern United States and Ohio.



SUPERSONIC – Supersonic Car Wash was founded in Ogden, Utah in 1959 and was Utah’s only full service car wash at the time. Acquired by ICWG in August 2015, Supersonic provides additional opportunities to grow within the state of Utah with a number of locations already identified.

FOUNDED:

1965

LOCATIONS:

950+

COUNTRIES:

14

WEBSITE:

ICWG.COM

HEADQUATERS:

Centennial, CO & London England



Driven Brands Announces Acquisition of International Car Wash Group

CHARLOTTE, N.C. – AUGUST 05, 2020

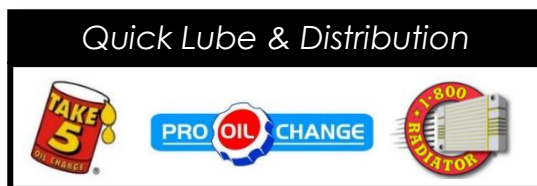
Driven Brands (“Driven”) announced its acquisition of International Car Wash Group (“ICWG”) has been completed. With the addition of ICWG, Driven now encompasses more than 4,000 locations across 15 countries and approximately \$3.8 billion in annual system-wide sales, making it the largest automotive aftermarket services company by location count in North America.

Driven is a portfolio company of Roark Capital and has completed more than 35 acquisitions over the past five years. In addition to ICWG, Driven’s portfolio includes Take 5 Oil Change, Meineke Car Care Centers, Automotive Training Institute, Maaco, CARSTAR, ABRA, Uniban, 1-800-Radiator & A/C and PH Vitres d’Autos.

“We are excited to officially welcome ICWG to our growing family of brands,” said Jonathan Fitzpatrick, Chief Executive Officer of Driven Brands. “The team at ICWG should be incredibly proud of the company they’ve helped create, and we look forward to building on their success and accelerating long-term growth at ICWG.”

Driven Brands™, headquartered in Charlotte, NC, is the parent company of some of North America’s leading automotive service brands including Take 5 Oil Change, Meineke Car Care Centers, Automotive Training Institute, Maaco, CARSTAR, 1-800-Radiator & A/C in addition to several other reputable brands. As a result of the ICWG acquisition, Driven Brands has more than 4,000 centers across 15 countries, and combined, all businesses generate approximately \$3.8 billion in system-wide sales and service over 50 million vehicles annually.

<u>Facts on Driven:</u>	15 countries	4,000 brand locations	130 years of service	\$3.8 Billion system wide sales
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(1) https://www.prweb.com/releases/driven_brands_announces_acquisition_of_international_car_wash_group/prweb17304453.htm



Depreciation Benefits- Example Analysis

Bonus Depreciation- 100% Year One

Assumptions	
Asset Type	Car Wash
Ownership	Fee Simple
Rent	\$301,016
Cap Rate	5.50%
Purchase Price	\$5,473,000
Loan Amount	\$3,557,450
Down Payment	\$1,915,550
Land Allocation	20.00%
Total Depreciable Basis for Improvements	\$4,378,400
Depreciation Schedule	1 Year
Federal Tax Rate	37.00%
Year 1 Depreciation	\$4,378,400
Potential Year 1 Tax Savings	\$1,620,008

Standard Depreciation

Assumptions	
Asset Type	Car Wash
Ownership	Fee Simple
Rent	\$301,016
Cap Rate	5.50%
Purchase Price	\$5,473,000
Loan Amount	\$3,557,450
Down Payment	\$1,915,550
Land Allocation	20.00%
Total Depreciable Basis for Improvements	\$4,378,400
Depreciation Schedule	39 Year
Federal Tax Rate	37.00%
Year 1 Depreciation	\$121,266
Potential Year 1 Tax Savings	\$41,538

**We encourage all prospective purchasers to confirm with their accountant*

Accelerated Depreciation- Fifteen Year

Assumptions	
Asset Type	Car Wash
Ownership	Fee Simple
Rent	\$301,016
Cap Rate	5.50%
Purchase Price	\$5,473,000
Loan Amount	\$3,557,450
Down Payment	\$1,915,550
Land Allocation	20.00%
Total Depreciable Basis for Improvements	\$4,378,400
Depreciation Schedule	15 Year
Federal Tax Rate	37.00%
Year 1 Depreciation	\$291,866
Potential Year 1 Tax Savings	\$107,990

Ground Lease

Assumptions	
Asset Type	Car Wash
Ownership	Fee Simple
Rent	\$301,016
Cap Rate	5.50%
Purchase Price	\$5,473,000
Loan Amount	\$3,557,450
Down Payment	\$1,915,550
Land Allocation	20.00%
Total Depreciable Basis for Improvements	\$0
Depreciation Schedule	None
Federal Tax Rate	37.00%
Year 1 Depreciation	\$0
Potential Year 1 Tax Savings	\$0



Surrounding Area

Property Address: 2200 Polaris Pkwy, Columbus, OH 43240





Surrounding Area

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Surrounding Area

Property Address: 2200 Polaris Pkwy, Columbus, OH 43240





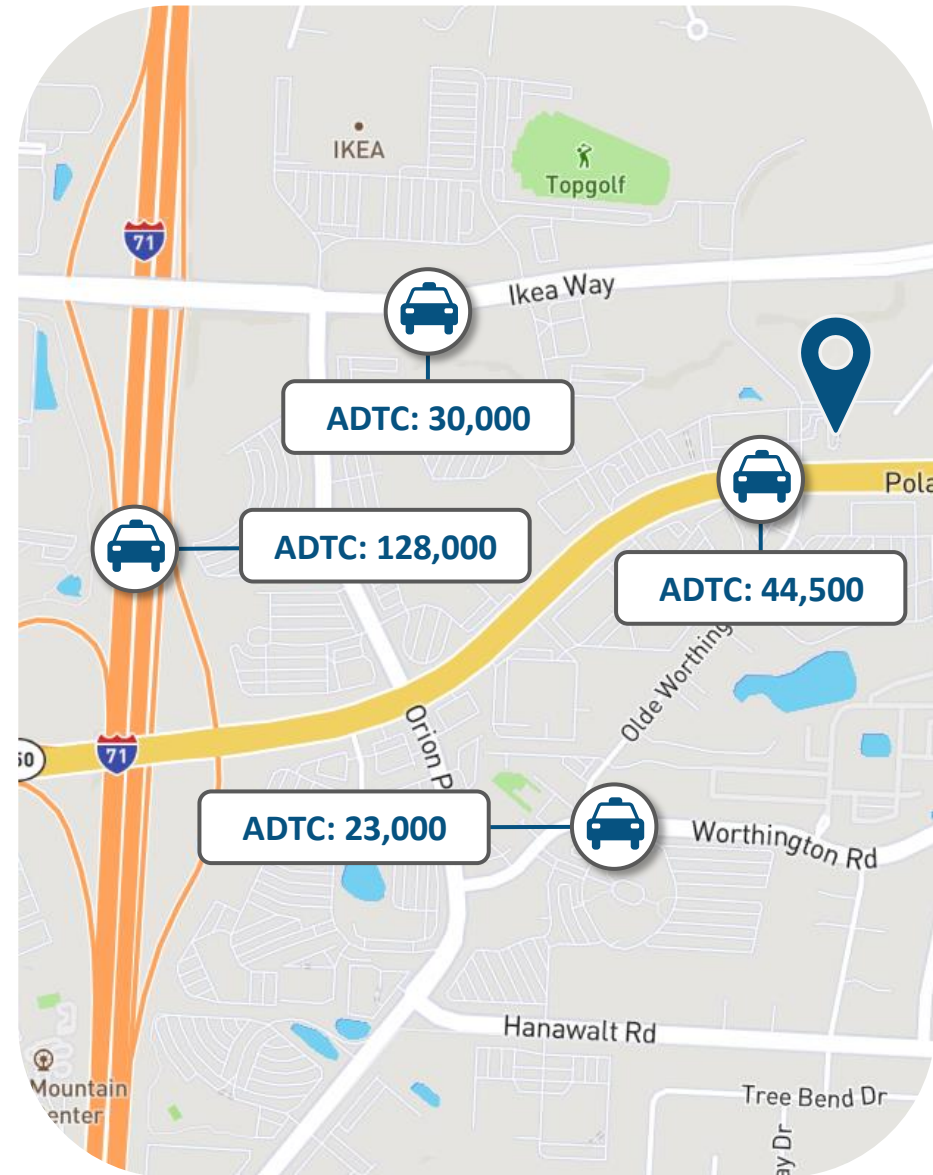
Location Overview

Property Address: 2200 Polaris Pkwy, Columbus, OH 43240

The subject Car Wash benefits from being well-positioned in a highly dense retail corridor consisting of national and local tenants, shopping centers, hospitality accommodations, and medical facilities. Major national tenants in the area include Lowe's, Target, Costco, Cabela's, Hobby Lobby, Best Buy, Kroger, Chick-Fil-A, Starbucks, Burger King, Panera, T.J. Maxx, Big Lots, as well as many more. The subject property is also located less than two miles from Polaris Fashion Place, which is anchored by H&M, Macy's, Saks Fifth Avenue, Von Maur, Dick's Sporting Goods, and Field & Stream. Additionally, the subject investment property benefits from its immediate access to healthcare. OhioHealth Riverside Methodist Hospital is located approximately twelve miles from the property. The state-of-the-art teaching facility has 1,060 staffed beds and is the largest hospital in the OhioHealth network.

The site is situated on Polaris Parkway, which has an average daily traffic count of 44,500 vehicles. Polaris Parkway intersects with Interstate 71, which brings an additional 128,000 vehicles into the immediate area daily. Additionally, Ikea Way, located just north of the subject property, boats an average daily traffic count greater than 30,000 vehicles. Rounding off these high traffic counts is Worthington Road which lies just south of the property bringing an additional 23,000 vehicles to the surrounding area. The subject property greatly benefits from its robust demographics and rapidly expanding population. There are more than 84,000 individuals residing within a three-mile radius of the subject property and more than 191,000 individuals within a five-mile radius. These figures have grown significantly over the past two decades and are projected to continue growing. This International Car Wash Group property benefits from being located in an extremely affluent suburban community. The average household income within a five-mile radius is greater than \$117,000, which almost double the national average.

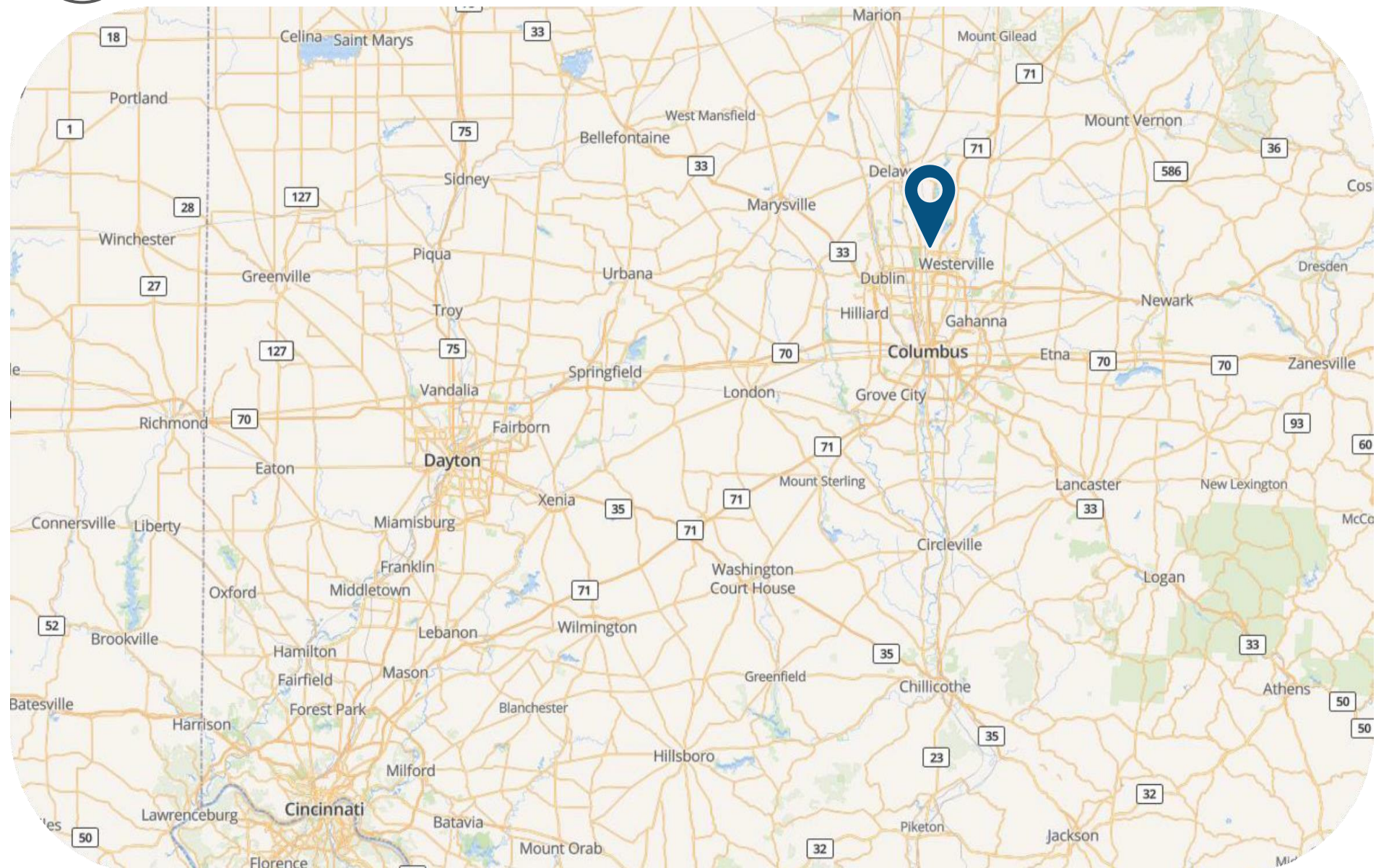
Columbus has a diverse economy based on education, government, insurance, banking, fashion, defense, aviation, food, clothes, logistics, steel, energy, medical research, health care, hospitality, retail, and technology. Columbus is home to the Battelle Memorial Institute, the world's largest private research and development foundation; Chemical Abstracts Service, the world's largest clearinghouse of chemical information; NetJets, the world's largest fractional ownership jet aircraft fleet; and The Ohio State University, one of the largest universities in the United States. The city has the headquarters of five corporations in the U.S. Fortune 500: Nationwide Mutual Insurance Company, American Electric Power, L Brands, Big Lots and Cardinal Health. The fast-food corporations Wendy's and White Castle are also based in the Columbus metropolitan area.





Local Map

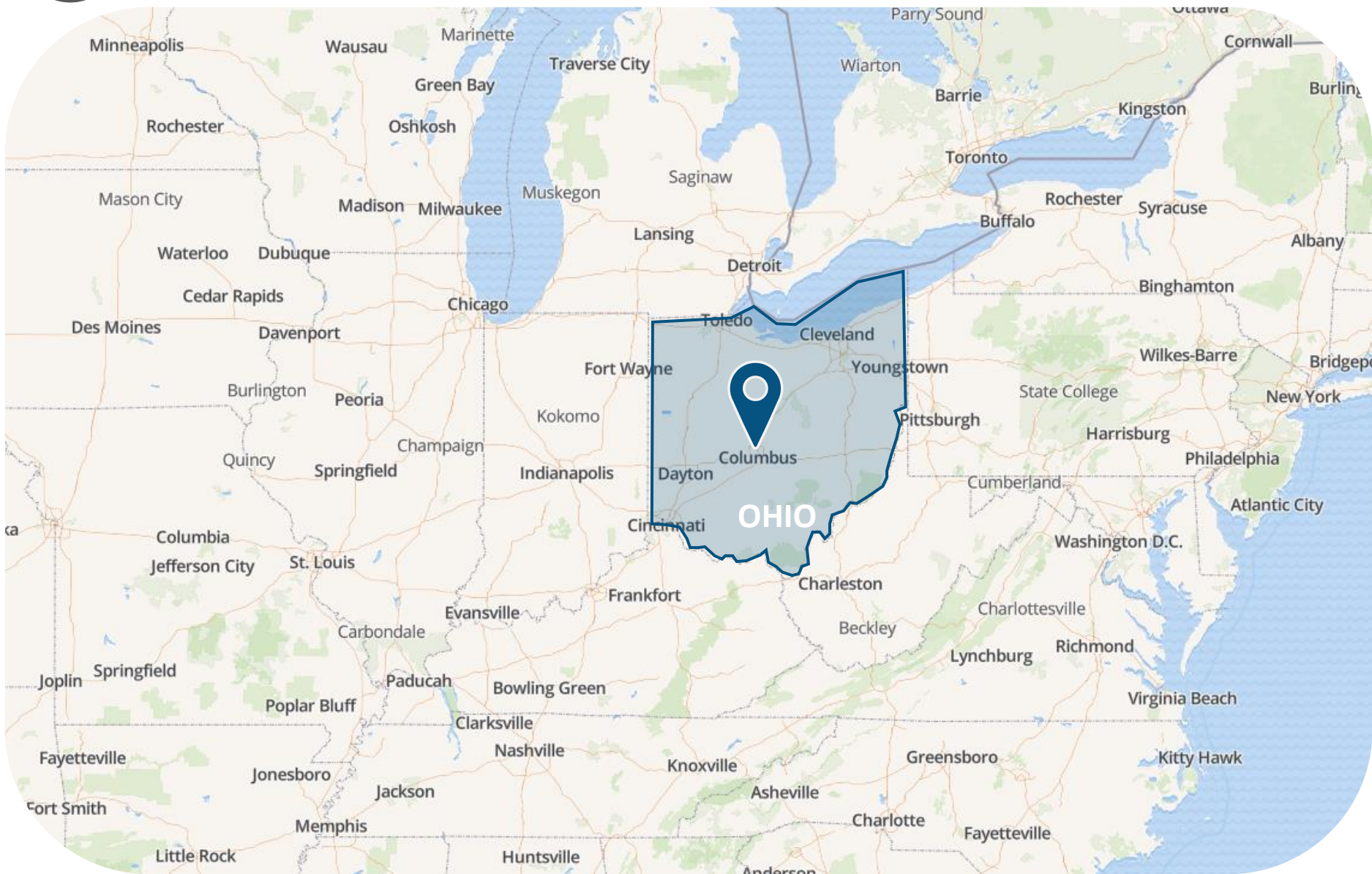
Property Address: 2200 Polaris Pkwy, Columbus, OH 43240





Regional Map

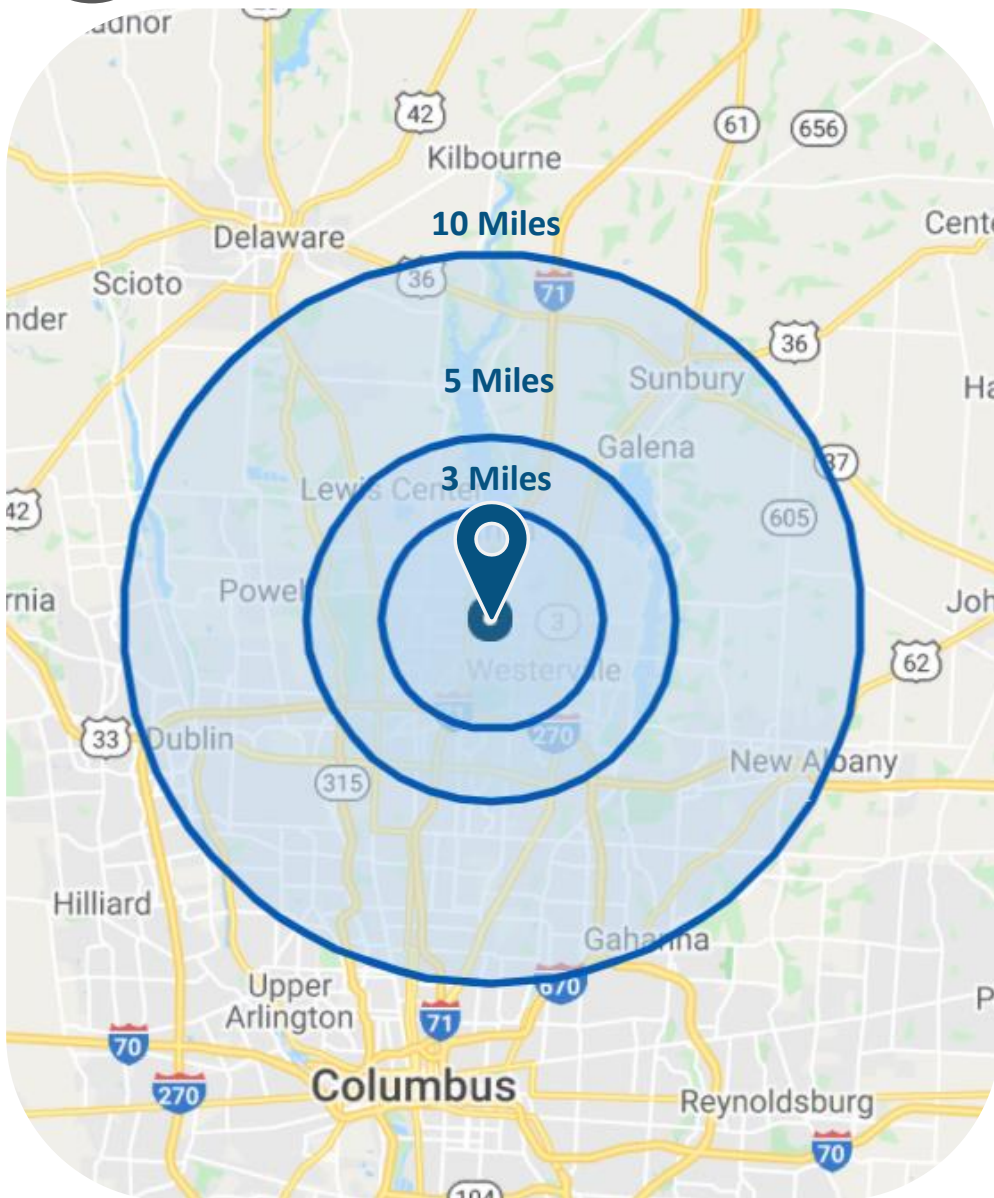
Property Address: 2200 Polaris Pkwy, Columbus, OH 43240





Demographics

Property Address: 2200 Polaris Pkwy, Columbus, OH 43240



POPULATION

2025 Projection	89,978	200,847	654,222
2020 Estimate	84,307	191,523	626,227
2010 Census	72,629	169,613	556,036
2000 Census	52,105	136,659	476,254

INCOME

Average	\$126,101	\$117,056	\$108,157
Median	\$92,304	\$83,002	\$75,682
Per Capita	\$50,047	\$46,381	\$44,535

HOUSEHOLDS

2025 Projection	35,723	79,562	270,024
2020 Estimate	33,283	75,552	257,182
2010 Census	28,517	66,705	227,325
2000 Census	20,892	54,822	196,498

HOUSING

2020	\$276,246	\$263,614	\$251,559
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EMPLOYMENT

2020 Daytime Population	104,916	223,111	646,534
2020 Unemployment	2.42%	2.73%	3.12%
2020 Median Time Traveled	23 Mins	24 Mins	24 Mins

RACE & ETHNICITY

White	74.81%	71.85%	69.69%
Native American	0.02%	0.04%	0.03%
African American	9.72%	15.15%	17.39%
Asian/Pacific Islander	10.64%	7.47%	7.62%



Market Overview

Property Address: 2200 Polaris Pkwy, Columbus, OH 43240

Columbus, OH



Columbus, is the capital of and the largest city in the state of Ohio with a population of over 850,000. It is the 15th largest city in the United States. Columbus has a diverse economy based on education, government, insurance, banking, fashion, defense, aviation, food, clothes, logistics, steel, energy, medical research, health care, hospitality, retail, and technology. Columbus is home to the Battelle Memorial Institute, the world's largest private research and development foundation; Chemical Abstracts Service, the world's largest clearinghouse of chemical information; NetJets, the world's largest fractional ownership jet aircraft fleet. Columbus is also home to The Ohio State University, one of the largest college campuses in the United States, with approximately 65,000 students and over 6,200 faculty.

In 2016, Money Magazine ranked Columbus as one of “The 6 Best Big Cities,” calling it the best in the Midwest, citing a highly educated workforce and excellent wage growth. In 2019, the city had five corporations named to the U.S. Fortune 500 list: Alliance Data, Nationwide Mutual Insurance Company, American Electric Power, L Brands, and Cardinal Health.

Columbus hosts two major league professional sports team: the Columbus Blue Jackets of the National Hockey League and Columbus Crew SC of Major League Soccer. Columbus is home to one of the most competitive intercollegiate programs in the nation, the Ohio State Buckeyes of Ohio State University. The Ohio State Buckeyes are a member of the NCAA’s Big Ten Conference, and the football team plays their home games at Ohio Stadium.

Information About Brokerage Services



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Marcus & Millichap	9002994		972.755.5200
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Tim Speck	432723	Tim.Speck@marcusmillichap.com	972.755.5200
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-0



TX Broker of Record:

Timothy Speck
 Marcus & Millichap
 5001 Spring Valley Road, Suite 100W
 Dallas, TX 75244
 Tel: 972-755-5200
 Fax: 972-755-5210
 License: 432723



Marcus & Millichap

EXCLUSIVE NET LEASE OFFERING

