

RED LOBSTER

EXCLUSIVE NET-LEASE OFFERING

OFFERING MEMORANDUM



2847 Washington Road - Augusta, Georgia 30909

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.

CONFIDENTIALITY AND DISCLAIMER

The information contained in the following 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, 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.

NON-ENDORSEMENT NOTICE

Marcus & Millichap Real Estate Investment Services, Inc. ("M&M") is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of M&M, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of M&M, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

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



Table of Contents

Investment Highlights	4
Financial Analysis	5
Tenant Overview	6-10
Management Team Overview	11
Golden Gate Capital	12
Surrounding Area	13
Location Overview	14
Property Photo	15
Surrounding Area Photos	16
Local Map	17
Regional Map	18
Demographics / Market Overview	19-20





Investment Highlights

PRICE: \$5,193,483 | CAP: 6.00% | RENT: \$311,609



About the Investment

- ✓ Long-Term, 26.5-Year Absolute Triple Net (NNN) Lease with ~19.5 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 | Publix, Kroger, Walgreens CVS Pharmacy, McDonald's, Taco Bell, Hilton Garden Inn, Hampton Inn & Suites, and More
- ✓ Excellent Real Estate Fundamentals | Approximately One Mile From Augusta National Golf Club | One of the Most Famous Golf Clubs in the World – Annually Hosts the Masters Tournament
- ✓ Affluent Suburban Community | Average Income within a Three-Mile Radius Exceeds \$82,980 | Population Exceeds 134,070 Individuals Within a Five-Mile Radius
- ✓ Strong Academic Presence | Augusta University Currently Enrolls Over 9,000 Students | Located Five Miles From the Subject Property
- ✓ Exceptional Traffic Counts | Over 38,990 and 65,140 Vehicles Per Day Along Washington and Interstate-20

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 \$2.5B in revenue and is the 5th largest casual dining concept in North America.



Representative Photo



Financial Analysis

PRICE: \$5,193,483 | CAP: 6.00% | RENT: \$311,609



PROPERTY DESCRIPTION

Property	Red Lobster
Property Address	2847 Washington Road
City, State, ZIP	Augusta, Georgia 30909
Year Opened	1991
Estimated Building Size	8,163
Estimated Lot Size	+/- 1.91 Acres
Type of Ownership	Fee Simple

THE OFFERING

Purchase Price	\$5,193,483
CAP Rate	6.00%
Annual Rent	\$311,609

LEASE SUMMARY

Property Type	Net-Leased Restaurant
Tenant / Guarantor	Red Lobster Intermediate Holdings, LLC
Original Lease Term	26.5 Years
Lease Commencement	July 28, 2014
Lease Expiration	January 31, 2041
Lease Term Remaining	19.5 Years
Lease Type	Triple Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	2.00% annually
Options to Renew	Four (4), Five (5)-Year Options

RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
Year 7	\$305,499	\$25,458	2.00%
Year 8	\$311,609	\$25,967	2.00%
Year 9	\$317,841	\$26,487	2.00%
Year 10	\$324,198	\$27,016	2.00%
Year 11	\$330,682	\$27,557	2.00%
Year 12	\$337,296	\$28,108	2.00%
Year 13	\$344,041	\$28,670	2.00%
Year 14	\$350,922	\$29,244	2.00%
Year 15	\$357,941	\$29,828	2.00%
Year 16	\$365,100	\$30,425	2.00%
Year 17	\$372,402	\$31,033	2.00%
Year 18	\$379,850	\$31,654	2.00%
Year 19	\$387,447	\$32,287	2.00%
Year 20	\$395,196	\$32,933	2.00%
Year 21	\$403,099	\$33,592	2.00%
Year 22	\$411,161	\$34,263	2.00%
Year 23	\$419,385	\$34,949	2.00%
Year 24	\$427,772	\$35,648	2.00%
Year 25	\$436,328	\$36,361	2.00%
Year 26	\$445,054	\$37,088	2.00%
Year 27	\$453,955	\$37,830	2.00%

INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for Red Lobster located at 2847 Washington Road in Augusta, Georgia. The property is roughly 8,163 square feet and is situated on approximately 1.91 acres of land. This Red Lobster is subject to a 26.5-year triple-net (NNN) lease, with roughly 19 years remaining on the lease. Current annual rent is \$311,609. The rent is scheduled to increase by two percent annually, including through the four, five year tenant renewal options.

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 August 31st, 2020, a group led by Thai Union Group (“TUG”) acquired Red Lobster from Golden Gate Capital.
- Thai Union Group was previously a minority owner of Red Lobster – first acquiring a 25% stake in the company in 2016.
- The new ownership group now includes Thai Union Group, current Red Lobster management, and a newly formed investment group, Seafood Alliance, which is led by two prominent global restaurant operators.





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.

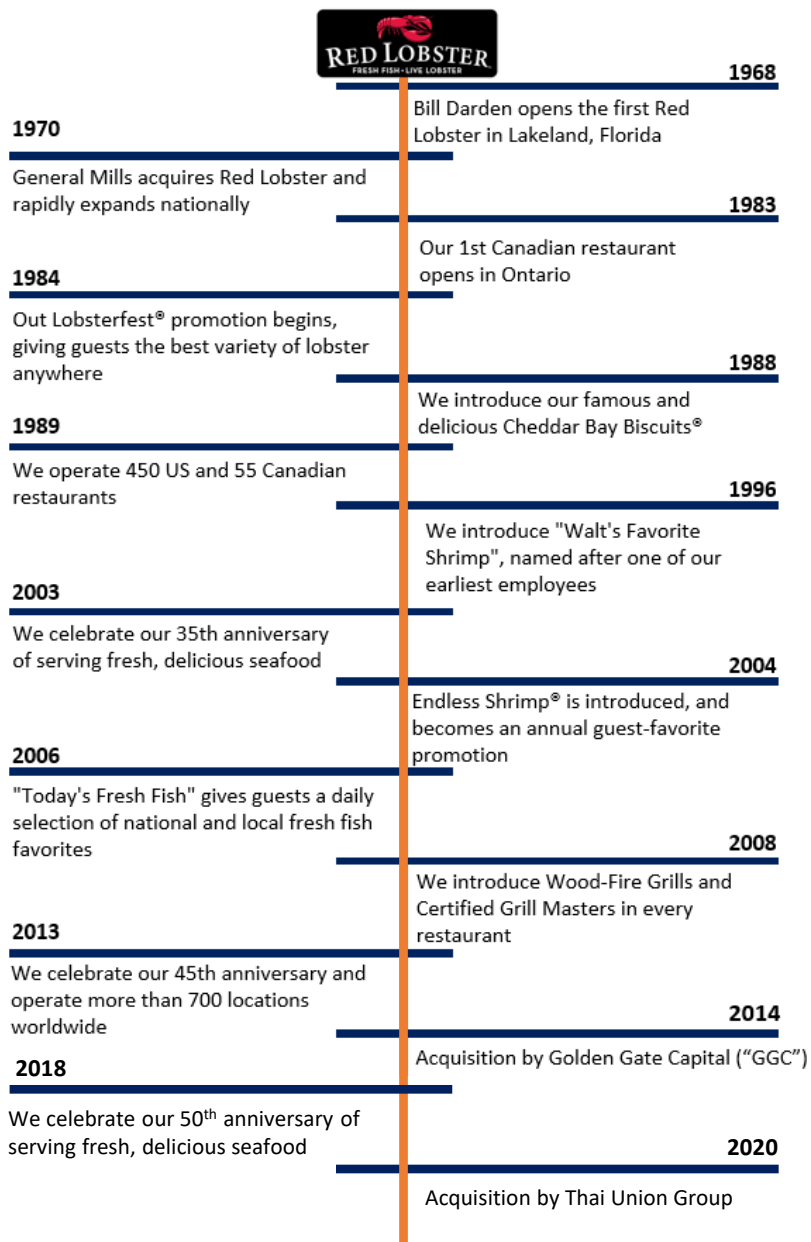
FRESH IS IN OUR COMMITMENT

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





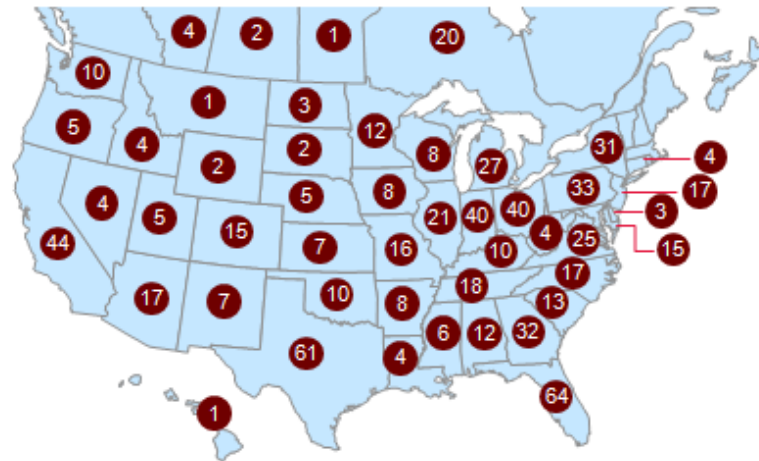
Tenant Overview



Strong Market Position

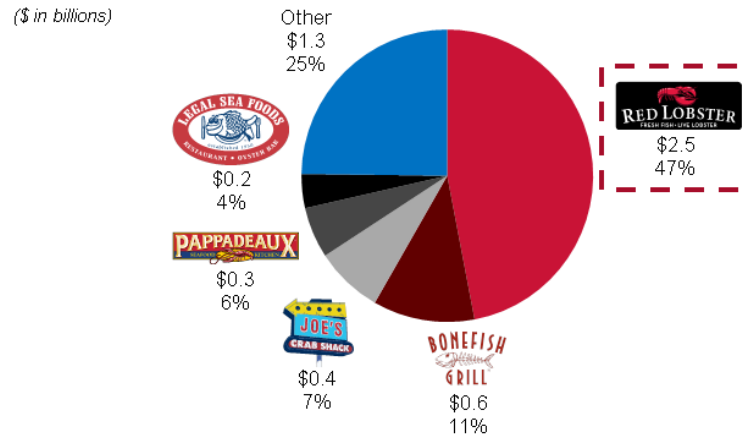
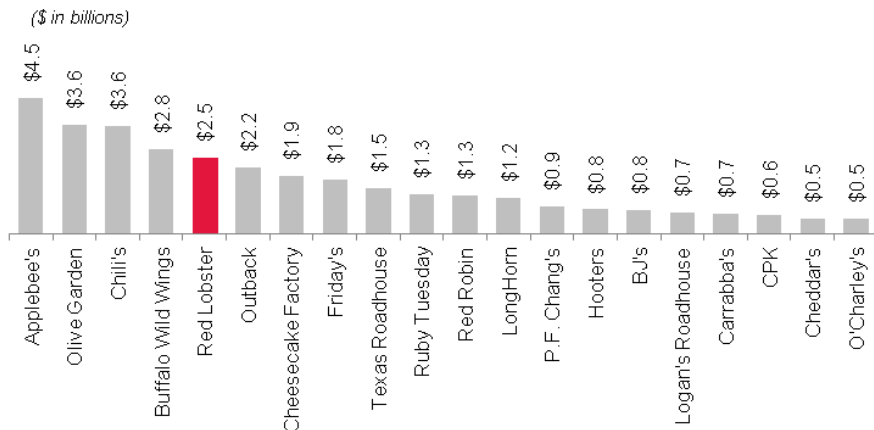
- Red Lobster is the largest seafood restaurant concept in the world and the 6th largest casual dining concept in the United States with over \$2.5 billion in annual sales and 704 restaurants.
- The Company is the category killer in the seafood casual dining space, holding almost 50% market share.
 -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

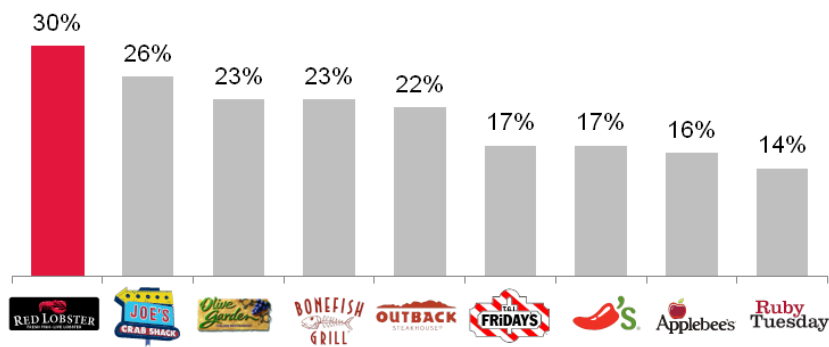
- Red Lobster has strong consumer appeal and broad usage across multiple dining out occasions, including high-crave, healthier “good for you” and special meal occasions.
- The brand has a strong foundation of loyal guests, who visit 1-2 times per month and account for more than 50% of sales.
- Red Lobster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

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
(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 Thai Union Group



- Founded in 1977, Thai Union has a rich history of commitment to seafood expertise and innovation around the world.
- Thai Union Group, based out of Thailand with offices North America, Europe, the Middle-East and Asia, currently serves as a main supplier of seafood for Red Lobster's across the world.
- Thai Union Group has been listed on the Stock Exchange of Thailand (SET) since November 1994
 - Prior to the Red Lobster acquisition, Thai Union Group reported annual sales of over \$4.1 Billion
- Through acquisitions and organic growth, TUG's ambitious expansion strategy has established a diverse global brand portfolio. Covering three continents, their brands are consumer favorites and market leaders with a wide range of products including shelf-stable seafood products, frozen and chilled seafood, PetCare products and more.
- TUG has a long, successful track record and significant experience servicing consumers, supermarkets, restaurants, hospitality and others.

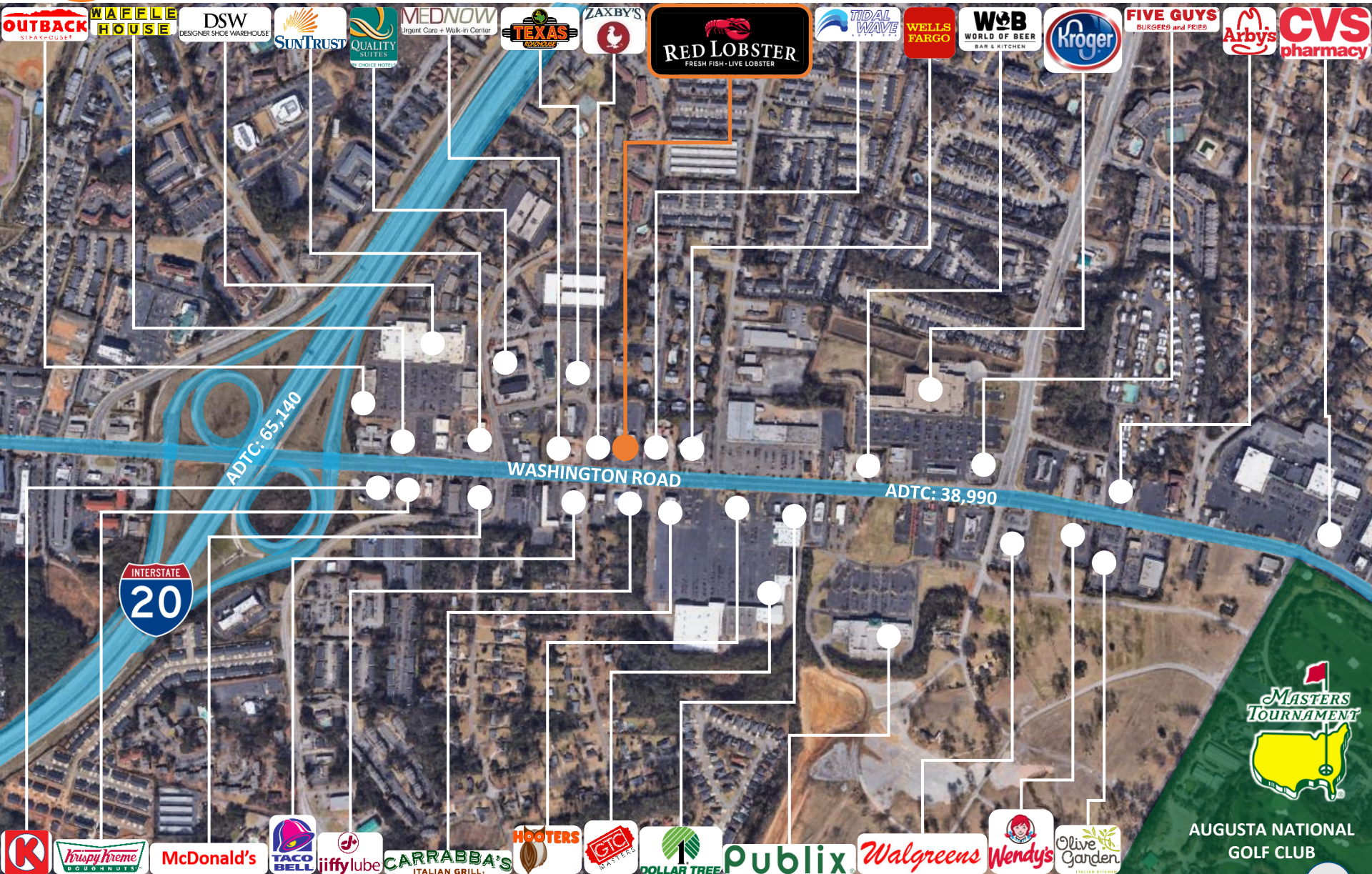
Global Brands and Partnerships





Surrounding Area

Property Address: 2847 Washington Road - Augusta, Georgia 30909





Location Overview

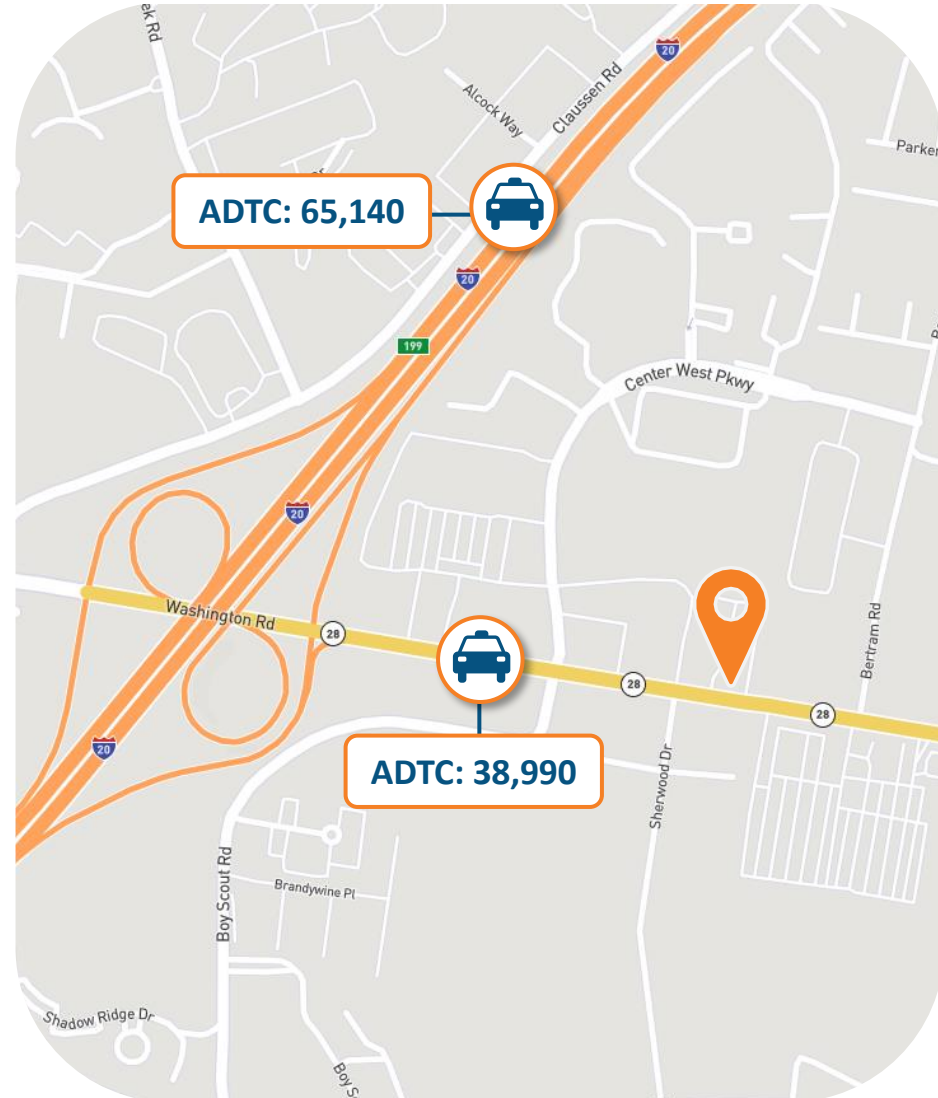
Property Address: 2847 Washington Road - Augusta, Georgia 30909



The Red Lobster property is situated on Washington Road, which boasts average daily traffic counts of 38,990 vehicles respectively. Washington Street intersects with Interstate-20, which brings an additional 65,140 vehicles into the immediate area on average daily. There are more than 50,000 individuals residing within a three-mile radius of the property and more than 134,070 individuals within a ten-mile radius. This Red Lobster property is situated in an affluent suburban community with an average household income of over \$82,980 within a three-mile radius.

The subject property benefits from being well-positioned in a dense retail corridor consisting of national and local tenants, academic institutions and hotels all within close proximity of this property. Major national tenants in the area include: Publix, Kroger, Walgreens, CVS Pharmacy, Dollar Tree, McDonald's, Taco Bell, Wendy's, Olive Garden, Outback Steakhouse, as well as many others. Accommodations in the immediate area include: Hilton Garden Inn, Hampton Inn & Suites, Quality Inn & Suites, Sheraton, and more. This Red Lobster also benefits from its close proximity to several academic institutions. Most notable is Augusta University, which has a total enrollment exceeding 9,000 students and is located within five miles of the subject property. University Hospital, a 580+ bed, general medical, surgical and teaching facility, is located within a five mile radius of the Pizza Hut property. Augusta National Golf Club, one of the most famous golf clubs in the world, is located approximately one mile east from the Red Lobster property. Since 1934, the club has played host to the annual Masters Tournament, one of the four major championships in professional golf. The grounds of Augusta National are known for being pristine, and the course consistently ranks among the top golf courses in the United States.

Approximately 130 miles east of Atlanta on Interstate-20, Augusta is a regional center of medicine, biotechnology, and cyber security. Within the coming years, Augusta is expected to experience population growth due to the United States Army selecting Fort Gordon (located to the southwest of Augusta) as the United States Cyber Command headquarters. Other companies that have facilities, headquarters or distribution centers in Augusta include CareSouth, T-Mobile, International Paper, E-Z-GO, Club Car, John Deere, Proctor & Gamble, and Delta Air Lines.





Property Photo

Property Address: 2847 Washington Road - Augusta, Georgia 30909





Surrounding Area Photos

Property Address: 2847 Washington Road - Augusta, Georgia 30909

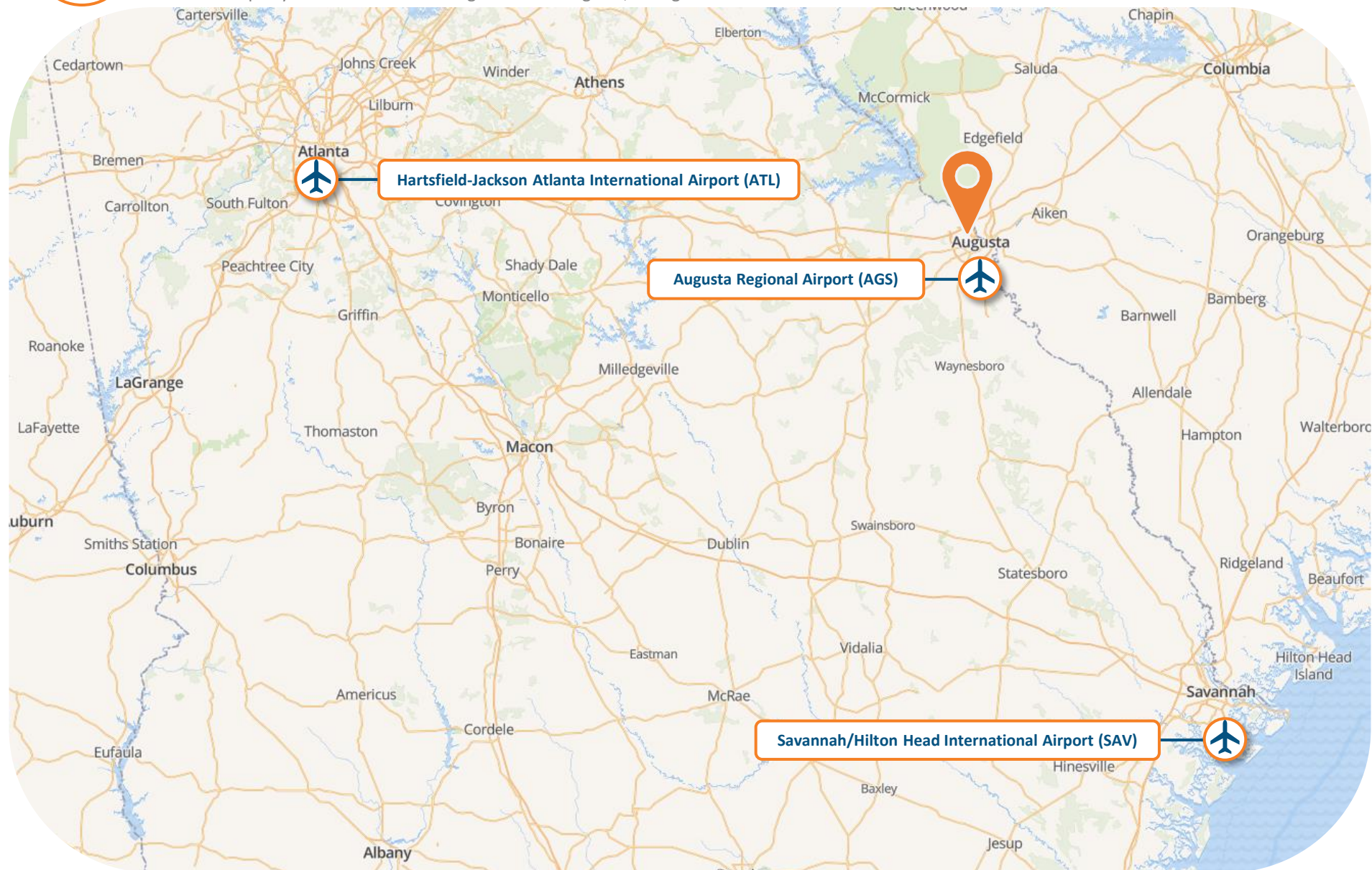




Local Map



Property Address: 2847 Washington Road - Augusta, Georgia 30909

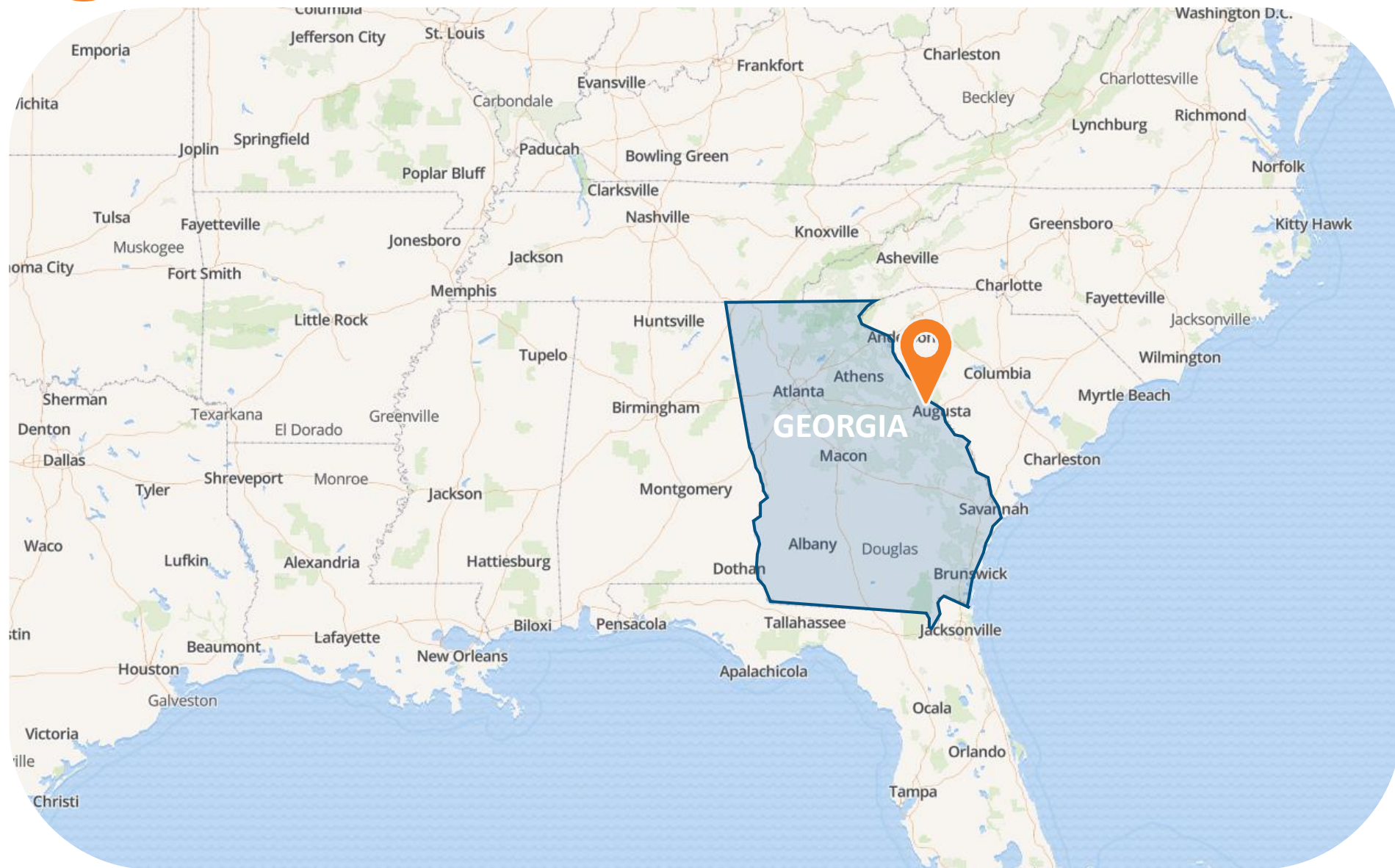




Regional Map



Property Address: 2847 Washington Road - Augusta, Georgia 30909





2023 Projection	8,172	51,345	138,148
2018 Estimate	7,925	50,009	134,073
2010 Census	7,942	48,306	128,712
2000 Census	6,739	47,385	126,806

INCOME

Average	\$57,935	\$82,980	\$71,356
Median	\$43,369	\$54,305	\$46,612
Per Capita	\$30,105	\$36,607	\$30,821

HOUSEHOLDS

2023 Projection	4,279	22,761	60,080
2018 Estimate	4,117	22,031	57,519
2010 Census	4,235	21,653	55,695
2000 Census	3,481	20,663	52,617

HOUSING

2018	\$134,160	\$167,553	\$150,542
------	-----------	-----------	-----------

EMPLOYMENT

2018 Daytime Population	9,478	50,326	177,388
2018 Unemployment	2.94%	4.03%	4.82%
2018 Median Time Traveled	20 Mins	20 Mins	22 Mins

RACE & ETHNICITY

White	50.86%	63.78%	56.73%
Native American	0.33%	0.12%	0.16%



Market Overview

City: Augusta | County: Augusta-Richmond | State: Georgia



Augusta is a consolidated city-county on the central eastern border of the U.S. state of Georgia. The city lies across the Savannah River from South Carolina at the head of its navigable portion. Georgia's second-largest city after Atlanta, Augusta is located in the Piedmont section of the state. Augusta is the 122nd largest city in the United States and is the principal city of the Augusta metropolitan area, situated in both Georgia and South Carolina on both sides of the Savannah River. In 2017 it had an estimated population of 600,151, making it the second-largest metro area in the state. It is the 93rd largest metropolitan area in the United States

Augusta is a regional center of medicine, biotechnology, and cyber security. Augusta University, the state's only public health sciences graduate university, employs over 7,000 people. Along with University Hospital, the Medical District of Augusta employs over 25,000 people and has an economic impact of over \$1.8 billion. Within the next few years, the city is expected to have rapid population growth of 10,000+ residents due to the announcement of the United States Army Cyber Command that will be located in Fort Gordon. Augusta is perhaps best known as home of the Masters Golf Tournament held the first full week in April. Augusta lies approximately two hours east of downtown Atlanta by car via I-20.

The city's three largest employers are Augusta University, the Savannah River Site (a Department of Energy nuclear facility) and the U.S. Army Cyber Center of Excellence at Fort Gordon, which oversees training for Cyber, Signal Corps, and Electronic Warfare. Companies that have facilities, headquarters or distribution centers in Augusta include CareSouth, T-Mobile, Covidien, Solo Cup Company, Automatic Data Processing, Graphic Packaging International, Teleperformance, Sitel, E-Z-GO, Elanco, Club Car (Worldwide Headquarters), John Deere, Kellogg's and Delta Air Lines' baggage call center.

Major Employers

Employer	Estimated # of Employees
Joint Board of Family Practice	5,864
Richmond County School System	4,463
University Professional Center	3,000
University Hospital	2,609
Augusta V A Medical Center	1,988
Walmart	1,344
University Health Care System	1,288
Club Car LLC	1,100
Health At Home	1,000
Shivers Trading & Operating Co	1,000
Hospital Corporation of America	950

Glen Kunofsky

Glen.Kunofsky@marcusmillichap.com

212.430.5115 | NY: 10301203289

Matthew Anuskiewicz

Matthew.Anuskiewicz@marcusmillichap.com

212.430.5129 | NY: 10401285141

Michael Liu

Michael.Liu@marcusmillichap.com

212.430.5221 | NY: 10401291257

Francis Purritano

Francis.Purritano@marcusmillichap.com

646.805.1475 | NY: 10401333263



Marcus & Millichap

NNN
PRO GROUP

EXCLUSIVE NET LEASE OFFERING

GA BROKER OF RECORD:

John Leonard
Marcus & Millichap
Lic.# 252904



2847 Washington Road - Augusta, Georgia 30909