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Franchised Units:	701	In Business Since:	2000	Royalty:	5%
Company-Owned Units:	4	Average Franchise Fee:	\$30K	IFA Member:	Yes
Total Operating Units:	705	Total Investment Range:	\$446-997.2K	Term of Initial Contract:	20 Years

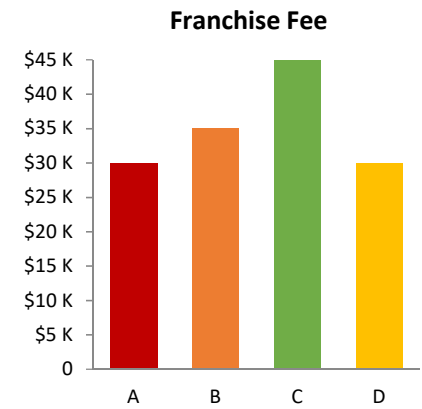
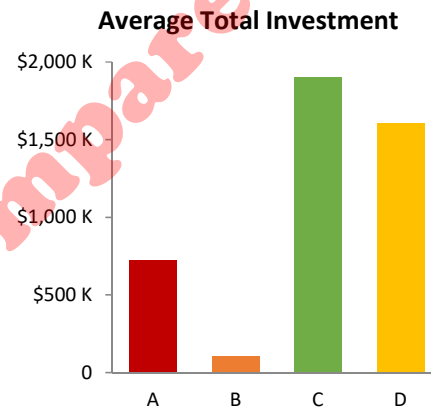
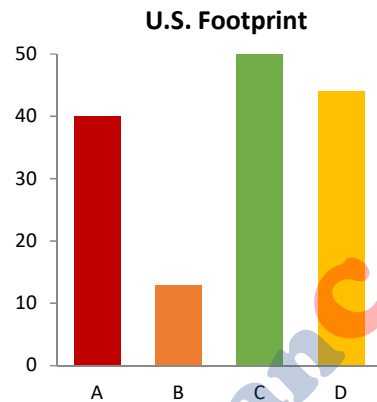
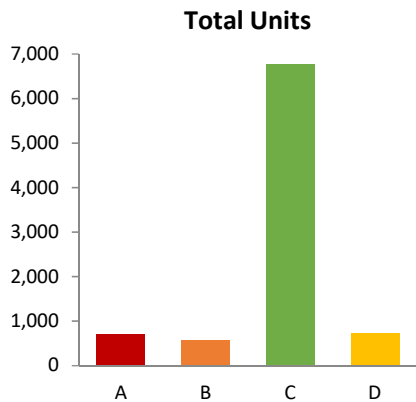
COMPANY'S DESCRIPTION HERE
(MAX. 600 WORDS & 2 IMAGES)

Mexican Restaurants Industry

	Company Name (DBA)	Legal Name	Final Score
A	Moe's Southwest Grill	Moe's Franchisor SPV, LLC	800
B	Del Taco	Del Taco, LLC	722
C	Taco Bell (Traditional Unit)	Taco Bell Franchisor, LLC	703
D	Qdoba	Qdoba Restaurant Corporation	557

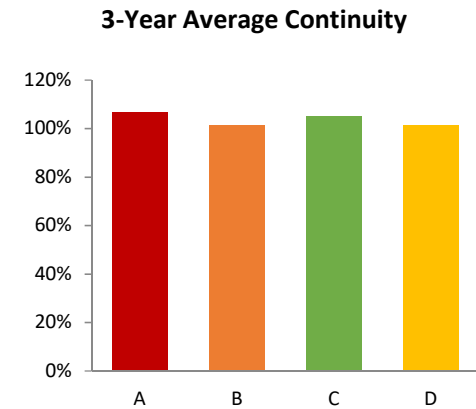
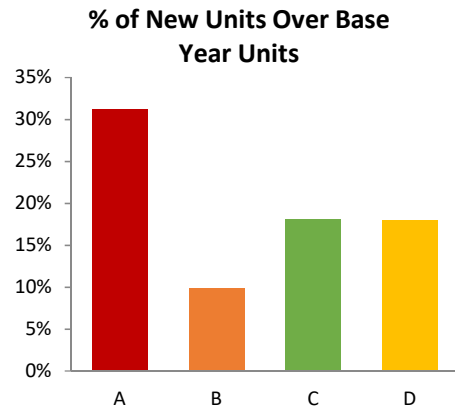
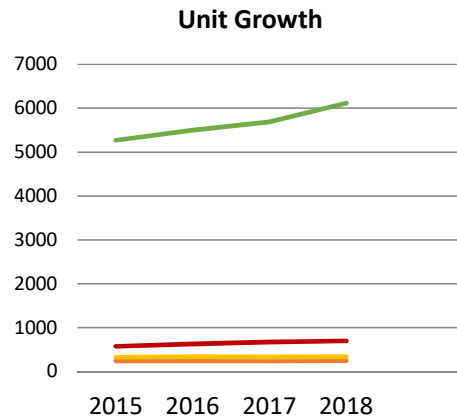
Key Unit Investment Variables

30%



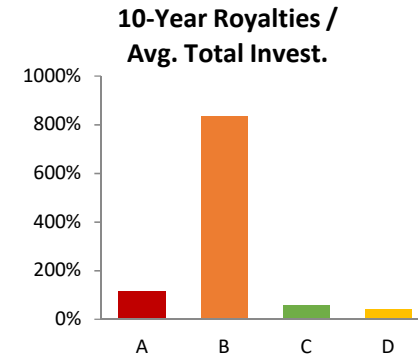
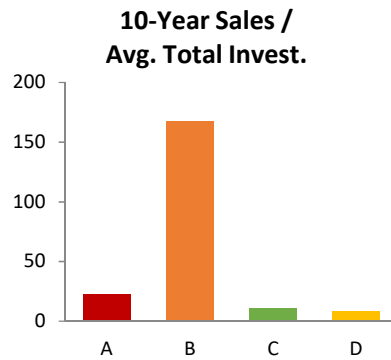
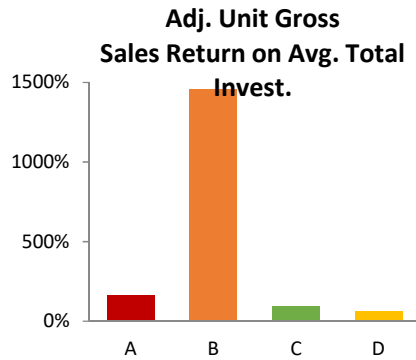
- **Total Units** is a valuable measure if recent growth was accompanied by proper support. Meteoric growth, however, with the help of third parties, frequently means franchisees are left to fend for themselves while management focuses on growth for its own sake.
- The greater the **Footprint/Geographical Coverage**, the better all franchisees are served. Only U.S. states are included.
- For the purpose of the Franchise Matrix™ analysis, the **Average Total Investment** is used in all cases.
- The **Franchise Fee** should not significantly exceed the franchise fee of its primary competitors.

	Moe's Southwest Grill		Del Taco		Taco Bell (Traditional Unit)		Qdoba		
Weighting for Primary FDD Variables (300 Points)	Data	Score	Data	Score	Data	Score	Data	Score	Max. Score
Year-End Total Franchised Units	701		252		6,117		341		
Year-End Total Company-Owned Units	4		312		647		385		
Year-End Total Units	705	50	564	50	6,764	50	726	50	50
% of Franchised Units	99.4%		44.7%		90.4%		47.0%		
% of Company-Owned Units	0.6%	3	55.3%	5	9.6%	10	53.0%	5	10
U.S. Footprint (# of U.S. States)	40	35	13	26	50	35	44	35	35
Total Low Investment	\$446,035		\$83,700		\$1,179,100		\$936,226		
Total High Investment	\$997,212		\$129,200		\$2,622,400		\$2,282,609		
Average Total Investment Per Unit	\$721,624		\$106,450		\$1,900,750		\$1,609,418		
Low Unit Size Estimate (Square Feet)	2,200		No Data		No Data		2,500		
High Unit Size Estimate (Square Feet)	2,600		No Data		No Data		3,700		
Average Unit Size (Square Feet)	2,400		N/A		N/A		3,100		
Average Total Investment Per Square Feet	\$301		N/A		N/A		\$519		
Average Franchise Fee (Single Unit)	\$30,000	30	\$35,000	24	\$45,000	15	\$30,000	30	40
Average Annual Royalty Fee (On-Going After Trial Period)	5.0%	85	5.0%	85	5.5%	83	5.0%	85	90
Term of Initial Contract (Years)	20	35	20	35	25	35	10	20	35
Term of First Contract Renewal (Years)	20	20	20	20	10 to 25	17	10	11	20
Average Transfer Fee (Single Unit)	\$9,000	8	\$5,000	10	\$5,000	10	\$5,000	10	10
Year Incorporated	2000	9	1988	10	1962	10	1995	10	10
Franchising Since	2001		1990		1964		1997		
Issuance Date of FDD (Issue Date)	4/1/2018		5/1/2018		3/27/2018		2/6/2018		



- **3-Year Compound Annual Unit Growth** measures the unit growth from base year to end of 2017. Assuming proper support on the part of the franchisor, higher growth is rewarded. Steady and controlled **Unit Growth** are preferred over meteoric growth. Negative unit growth raises red flags.
- **% of New Units Over Base Year Units** is the Total End of 2017 Units divided by Base Year Beginning Units.
- **3-Year Average Continuity Rate** is an important and commonly used metric within the franchising industry that measures the success of a franchise system over its most recent past. Continuity rate is determined for each year by dividing end-of-year total units by beginning-of-year total units and dividing the 3 annual rates by 3 to arrive at an average. If there are a high number of closures or non-renewals within a franchise, the continuity rate will generally result in a rate of less than 100%, as will a system that cannot support its growth and, accordingly, its franchisees are failing. A high continuity rate is evidence of strong support systems. Continuity rates of over 100% were rewarded and ones with less than 100% were penalized.

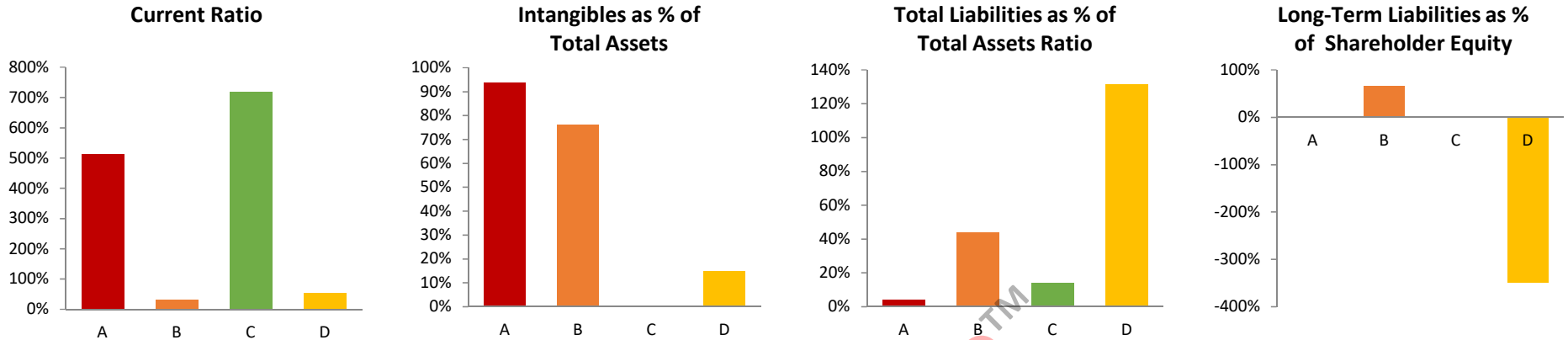
	Moe's Southwest Grill		Del Taco		Taco Bell (Traditional Unit)		Qdoba		
Weighting for Primary FDD Variables (250 Points)	Data	Score	Data	Score	Data	Score	Data	Score	Max. Score
Base-Year Beginning Franchised Units	577		243		5,272		328		
New Franchised Units Over Following 3 Years	180		24		957		59		
Total Franchised Units at the End of Year 3	701		252		6,117		341		
% of New Units Over Base Year Units	31.2%	15	9.9%	4	18.2%	8	18.0%	8	40
3-Year Compound Annual Unit Growth	6.7%	25	1.2%	10	5.1%	25	1.3%	10	70
3-Year Average Continuity Rate	106.7%	115	101.3%	105	105.1%	115	101.3%	105	140



- Adjusted Unit Gross Sales by itself is not as important as **Adjusted Unit Gross Sales as percentage of the Average Total Investment**. Sales and profits must be evaluated as a function of the total investment.
- Whereas a modest difference in year 1 sales as a function of the average investment might be considered of minor importance, a 10-year time horizon puts these differences into perspective.
- Similarly, while a modest difference in year 1 royalty rates between franchisors might be considered of minor importance, cumulative **Royalty** payments over a 10-year time frame as a percentage of Average Total Investment put these differences into perspective.

	Moe's Southwest Grill		Del Taco		Taco Bell (Traditional Unit)		Qdoba		
Weighting for Primary FDD Variables (350 Points)	Data	Score	Data	Score	Data	Score	Data	Score	Max. Score
Company-Wide Average Gross Sales or Revenue	\$1,247,779		\$1,350,566		\$1,512,001		\$1,019,439		
Period Operated	3 Years		At Least 12 Months		1 Year		At Least 3 Years		
Calculation Based on # of Units Evaluated	461 of 701		223 of 236		4,466 of 5,977		258 of 341		
Calculation Based on Franchised or Company-Owned Units	Franchised		Freestanding Franchised		Single-Brand Franchised		Franchised		
% Adjustment*	95%		115%		115%		95%		
Adjusted Average Gross Sales or Revenue	\$1,185,390		\$1,553,151		\$1,738,801		\$968,467		
Adjusted Unit Gross Sales Return on Avg. Total Investment	164.3%	140	1459.0%	175	91.5%	90	60.2%	50	175
Cum.10-Year Gross Sales (Compounded at 5% Growth / Year)	\$16,479,152		\$17,836,638		\$19,968,675		\$13,463,514		
10-Year Sales / Average Total Investment	22.8	60	167.6	75	10.5	25	8.4	15	75
10-Year Total Royalty Payments	\$823,958		\$891,832		\$1,098,277		\$673,176		
10-Year Royalties / Average Total Investment	114.2%	40	837.8%	0	57.8%	50	41.8%	50	50
Detailed Income Statement (EBITDA All Units Optimal)	100%	50	90%	45	50%	25	90%	45	50

* To adjust stated Average Gross Sales to a "standard" of greater than 2 years, the following adjustments were applied:
 Over 1 Year = 115%; Over 2 Years = 100%; Over 3 Years = 95%; Over 4 Years = 90%; Over 5 Years = 85%.



- The **Current Ratio (or Working Capital Ratio)** is a liquidity ratio that reflects the franchisor's ability to pay back its short-term liabilities. A ratio of less than 1 raises a red flag as to whether a franchisor can pay its short-term obligations when due.
- **Intangibles**, including **Goodwill**, are long-term assets represented by non-physical assets. Franchisors whose brands are household names may justify a higher value for intangibles than a relatively new brand with limited experience in the marketplace.
- **Total Liabilities as percentage of Total Assets Ratio** reflects the long-term strength of the franchisor's balance sheet. Over time, one would expect the percentage to decrease. A lower percentage is preferred over a higher percentage.
- **Long-term Liabilities as percentage of Shareholder Equity** reflects the franchisor's long-term capital structure. Over time, one would expect the percentage to decrease. A lower percentage is preferred over a higher percentage.

Balance Sheet Items (\$000)	Moe's Southwest Grill		Del Taco		Taco Bell (Traditional Unit)		Qdoba		Max. Score
	Data	Score	Data	Score	Data	Score	Data	Score	
Weighting for Primary FDD Variables (100 Points)	Data	Score	Data	Score	Data	Score	Data	Score	Max. Score
Ending Date for Financials (Closing Date on Balance Sheet)	12/31/2017		1/2/2018		12/26/2017		10/1/2017		
Current Assets	\$16,798		\$17,859		\$63,431		\$139,277		
Intangibles & Goodwill	\$272,189		\$562,436		\$0		\$183,121		
Other Assets	\$1,404		\$160,005		\$5		\$906,023		
Total Assets	\$290,391		\$740,300		\$63,436		\$1,228,421		
Current Liabilities	\$3,276		\$55,431		\$8,835		\$261,990		
Long-Term Liabilities	\$8,582		\$272,272		\$0		\$1,354,463		
Total Liabilities	\$11,858		\$327,703		\$8,835		\$1,616,453		
Shareholders' Equity	\$278,533		\$412,597		\$54,601		-\$388,032		
Total Liabilities & Shareholders' Equity	\$290,391		\$740,300		\$63,436		\$1,228,421		

Key Financial Ratio (%)s	Moe's Southwest Grill		Del Taco		Taco Bell (Traditional Unit)		Qdoba		Max. Score
	Data	Score	Data	Score	Data	Score	Data	Score	
Weighting for Primary FDD Variables (100 Points)									
Current Ratio (or Working Capital Ratio)	512.8%	25	32.2%	2	718.0%	25	53.2%	2	25
Intangibles & Goodwill as % of Total Assets	93.7%	0	76.0%	0	0.0%	20	14.9%	16	20
Total Liabilities as % of Total Assets Ratio	4.1%	35	44.3%	32	13.9%	35	131.6%	0	35
Long-Term Liabilities as % of Shareholders' Equity Ratio	3.1%	20	66.0%	9	0.0%	20	-349.1%	0	20

Total Score	800	722	703	557	/1000
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FranCompare™

FranCompare™ and the World Franchising Network have been in the franchising business for over 30 years. During that period, we have gained some meaningful insights into what separates great franchise systems from mediocre ones. The FranCompare™ Franchise Recognition Program is the result of those decades of experience. The underlying analysis relies upon a unique template called Franchise Matrix™. The Franchise Matrix™ allows a prospective investor, analyst or lender to prioritize which objective factors in each franchisor's FDD are most important in analyzing competing systems and to compare systems side-by-side. Keep in mind that the methodology and results of the Franchise Recognition Program are solely the opinions of FranCompare™ and are based solely on what we consider to be the key factors taken from each franchisor's 2018 FDD. If you want to modify the weighting of the variables or change the variables themselves, please [click here](#) for a customizable worksheet that can accommodate your personal priorities.

FranCompare™ also provides custom side-by-side analyses for clients. You can choose from over 2,100 2018 FDDs and over 2,300 2017 FDDs listed on www.FranchiseDisclosures.com. If you have an interest in a custom FranCompare™ analysis, please give us a call at (888) 612-9908. The minimum charge for 4 companies is \$600 and each additional company is \$150.

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