SUNRISE CAFÉ

ASKING PRICE:
$475,00
plus Inventory

CONFIDENTIAL BUSINESS REVIEW

Business Broker: Sara Vaziri
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"THE SECRET TO
SUCCESS
IS HAVING THE
COURAGE
TO EMBRACE
OPPORTUNITY"

Disclaimer & Notices

GENERAL DISCLAIMER

The statements and financial information related to the subject business set forth in this Confidential Business Review are based solely on information supplied by the Seller(s) of the business to Zoom Business Brokers - and Zoom Business Brokers, its directors, contractors and employees hold no belief as to the accuracy or otherwise of such information supplied.

The statements and financial information are passed on by Zoom Business Brokers via this Confidential Business Review on behalf of the Seller for whom Zoom Business Brokers acts solely as an agent.

Accordingly, Zoom Business Brokers, its directors, contractors and employees do not and cannot warrant or guarantee the accuracy of such statements and financial information relating to the business, and they accept no responsibility in any way whatsoever in respect to any errors or omissions in respect of such statements and financial information howsoever caused. Zoom Business Brokers strongly recommends that any prospective Buyers of the business seek their own independent legal, accounting, technical and financial advice and make their own enquiries and conduct their own due diligence of the business.

Each and every opinion or recommendation that Zoom Business Brokers has set forth in this profile is held by Zoom Business Brokers, its directors, contractors and employees in good faith and on the basis the information supplied by the Seller(s) of this business is accurate at the time of writing this Confidential Business Review, and each and every opinion and recommendation set forth in this profile is held, made or stated on the following conditions:

Zoom Business Brokers makes no invitations to any person to rely on any such opinion or recommendation.

Zoom Business Brokers accepts no responsibility on any person should Zoom Business Brokers, its directors, contractors or employees become aware of any change to/or accuracy in the information supplied by the Seller on which the opinion or recommendation is based.

Zoom Business Brokers shall not be under any liability for loss or damage howsoever occasioned as a result of any reliance by any person any such opinion or recommendation, whether or not such loss or damage was due to any negligence, default, or lack of care by Zoom Business Brokers, its directors, contractors or employees.

FINANCIAL DISCLAIMER

The Financial Information container herein and in the document “Profit & Loss Analysis” has been reproduced using information provided to Zoom Business Brokers by the Seller(s). Zoom Business Brokers has not verified the accuracy of these records and therefore cannot and do not make any representation as to their accuracy. The Buyer(s) and/or their accountant/financial advisers should make their own enquiries.

In the event that a Buyer is told or otherwise led to believe by any parties that the takings in the business exceed those records lodged with the IRS, Zoom Business Brokers expressly dissociate ourselves with any such representation and would strongly suggest that the Buyer and/or their accountant or financial advisers disregard any such representation and have regard only to the records disclosed to the Inland Revenue Services - subject to our previous warning that we cannot and do not vouch for them.

Add-Back Adjustments presented in this Confidential Business Review are estimations only and are neither comprehensive nor complete - further investigation on these is necessary.

These numbers should serve as a guide only during the Enquiry Process and should not be used in the Due Diligence process - rather, the Financial Statements produced by their Accountants should, in conjunction with:

- Company Tax Returns;
- IRS Portals;
- Invoices and Receipts and;
- Any other supporting documentation that the Buyer and/or their accountants or financial advisers deem appropriate and relevant.

All financial figures and Information have been provided in good faith, and while it is our belief these are true & accurate, it is the responsibility of any Potential Buyer to verify all information provided with the assistance of a qualified professional. The Agency strongly recommends all Potential Buyers take this course of action.

CONFIDENTIALITY AGREEMENT

In consideration of the Seller providing to Zoom Business Brokers, this Confidential Business Review containing financial and any other information relating to the business, ("Confidential Information") to the Recipient, the Recipient acknowledges the Confidentiality of the Information and the potential damage to the Seller and the business of a breach of confidentiality and undertakes:

I. To keep the Confidential Information;
II. To use the Confidential Information solely for the purpose of evaluating the opportunity to purchase the business from the Seller, and for no other purpose;
III. Not to use or allow the use of the Confidential Information to be used to gain any advantage over the Recipient or any other party;
IV. Not to allow the use of the Confidential Information to disadvantage the Seller or the business;
V. Not to disclose the Confidential Information other than to professional advisors, directors or employees of the Recipient who have agreed to be bound by this Confidentiality Agreement, and who undertake to maintain strict security over the Confidential Information, and where the Recipient is acting on behalf of its client, the client also agrees to be bound by this Confidential Agreement;
VI. To return all Confidential Agreement and related notes or copies thereof upon request by the Seller or Zoom Business Brokers;
VII. Not to communicate directly or indirectly the Recipient’s interest in the business offered by the Seller with customers, suppliers or employees of the business or the Seller;
VIII. Not to disclose to any party (other than those mentioned above), that discussions have been held in relation to the Seller, the business or the opportunity to purchase the business;

The Recipient makes this undertaking in favour of Zoom Business Brokers and the Seller, and both parties undertake to keep the Recipient’s interests confidential.

In the event that the Recipient eventually purchases the said business, whether as an individual, company or partnership privately, through another agent or any other source, the Recipient undertakes to compensate Zoom Business Brokers for any damages and/or loss of commission.

The Confidential Business Review and other information is provided by Zoom Business Brokers on the instructions of the Seller(s) of this business and has been prepared from information supplied by the Seller(s) and their Accountants. The Recipient acknowledges that this information is further provided on the basis that the contents are accurate and correct. However, Zoom Business Brokers and its management and officers disclaim any express or implied warranty thereto.

Acceptance of the Confidential Business Review constitutes acceptance of all of the above terms and conditions.

ZOOM BUSINESS BROKERS
Business Sales, Mergers & Acquisitions

About the **AGENCY**

Zoom Business Brokers is a highly accomplished team of dedicated and trustworthy professionals who are pioneering the process to skillfully guide, advise, and facilitate your seamless business transactions.

Our team of industry veterans embodies over 100 years of collective real-world experience and will provide you with mindful expertise and resources to buy, sell or merge your business with their decades of training and practice and an extensive relationship network.

Regardless of your business size, industry or locale, our qualified brokers are relentless in our innovative approach to fully and efficiently service your needs – from expert guidance to transactions – that will ultimately save you valuable time and money and allow you to remain focused on what you do best in running your business.

OUR BUSINESS IS BUILT ON THE FOLLOWING

6 PILLARS

PROFESSIONALISM

We are professionals and conduct ourselves accordingly at all times.

CUSTOMER SATISFACTION

Whether you are a Seller or a Buyer, we view you as a customer, and your satisfaction is our end-goal.

PASSION

We are passionate about helping Sellers and Buyers realize their dreams.

CONTINUOUS IMPROVEMENT

We believe that stagnation is not an option – if we are not moving forwards, we would be moving backwards.

INTEGRITY

We pride ourselves in being able to confidently say no if ever confronted with a situation that challenges our values.

SUCCESS

Whether you are a Seller or a Buyer, we view you as a customer, and your satisfaction is our end-goal.

Welcome Message

My name is Sara Vaziri and I am your Business Broker.

On behalf of the whole team at Zoom Business Brokers, I am pleased to present prospective buyers with a truly outstanding acquisition opportunity in Miami's thriving Food & Beverage Industry: "Sunrise Café".

Sunrise Cafe is positioned at 31 W Flagler St Miami, FL 33144 USA. It is a truly beautiful coffee shop that has consistently generated great financial results and is now being sold as the Seller is pursuing other business interests.

We have prepared this Confidential Business Review with the goal of providing the reader with a good general overview of what is on offer.

While this document will not explore every detail of the business sale, it is our hope that it will provide the reader with sufficient information so he/she can decide whether or not to progress on to the next stage of this process, which would be a visit to the business and an informal meeting with the Owner.

In any event, I hope you enjoy reading this document and I look forward to hearing from you.

Sincerely,

Sara Vaziri

Sara Vaziri

Business Broker

Sara Vaziri

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E. sara.vaziri@zbbcorp.com

W. zoombusinessbrokers.com

As a business broker, finding my buyer the perfect business is an exhilarating thrill, orchestrating dreams, ambitions, and negotiations into a symphony of success.

Executive Summary

BUSINESS NAME
Sunrise Café

INDUSTRY
Food & Beverage

ADDRESS
31 W Flagler St Miami, FL 33144 USA

HISTORY
Opened in July 2012 by present owners

WEBSITE
www.sunrisecafe.com

TRADING HOURS
Mon-Fri 06.00am-04.30pm, No Weekends

CAPACITY
120 Seats Inside - No Outside Seats

LEASE
1 + 3 + 3 + 3

SPECIAL LICENSES
ABC Type-41

PREMISES
1,991.32 sq.ft

REASON FOR SALE
Owner is pursuing other business interests

REVENUE
$1,125,230 Per Annum (F.Y. 2022)

RENT
$102,318 Per Annum (F.Y. 2022)

ENTITY DETAILS
JS Hospitality LLC (S-Corp)

STAFF
1 FT Working-Owner, 4 FT Staff and 4 PT Staff

ASKING PRICE

$475,00
plus Inventory

Key Consideration

1

Longstanding Business

Sunrise Café has demonstrated an impressive track record since its inception in 2013. It has built a solid reputation as a trusted provider of premium floral arrangements, attracting a loyal customer base with high-end budgets.

2

Established Online Presence

Sunrise Café has cultivated a strong online presence, reflected in many positive reviews and a high rating on platforms such as Google. This demonstrates its reliability and commitment to exceptional customer service, resulting in high purchase satisfaction.

3

Premium Offerings

Sunrise Café only provides premium quality flowers and does not offer anything less. The business's talented team meticulously arranges all flower arrangements, providing customers with stellar floral arrangements each time.

4

Prime Location

Strategically located at West Flagler Street in Miami, Sunrise Café enjoys a highly visible corner position, drawing the attention of both pedestrians and passing vehicles. Its excellent street exposure also eliminates the need to invest in marketing, as most customers are organically acquired.

5

Profitable Operation

Sunrise Café maintains a positive and profitable cash flow, with a solid Seller's Discretionary Earnings (S.D.E.) of $189,772 in 2022 alone. This indicates its profitability and resilience in a mature market.

6

Growth Potential

Sunrise Café presents its incoming owner with a unique opportunity for further growth and development, leveraging its established customer base and solid financial performance. It could also be expanded further by exploring online retailing opportunities, broadening its market reach.

Business Profile

Zoom Business Brokers is thrilled to introduce you to “Sunrise Café”. Situated in the heart of Miami, this stunning coffee shop opened its doors in 2012 with the idea of dazzling its customers with exceptional food, a jaw-dropping decor and, of course, the kind of coffee that could not be faulted even by the most demanding of Miami hipsters!

The clientele of this business is a true array – from business people that work on the very same building to tourists and passers-by who are shopping or simply strolling through downtown Miami. The coffee shop has taken advantage of the development in the area by offering a truly remarkable ambiance and cuisine.

Described by one critic as “a creative oasis with a vibrant and colorful atmosphere”, the coffee shop is licensed for 120 seats (inside only) and sells an average of 176 pounds of coffee per week.

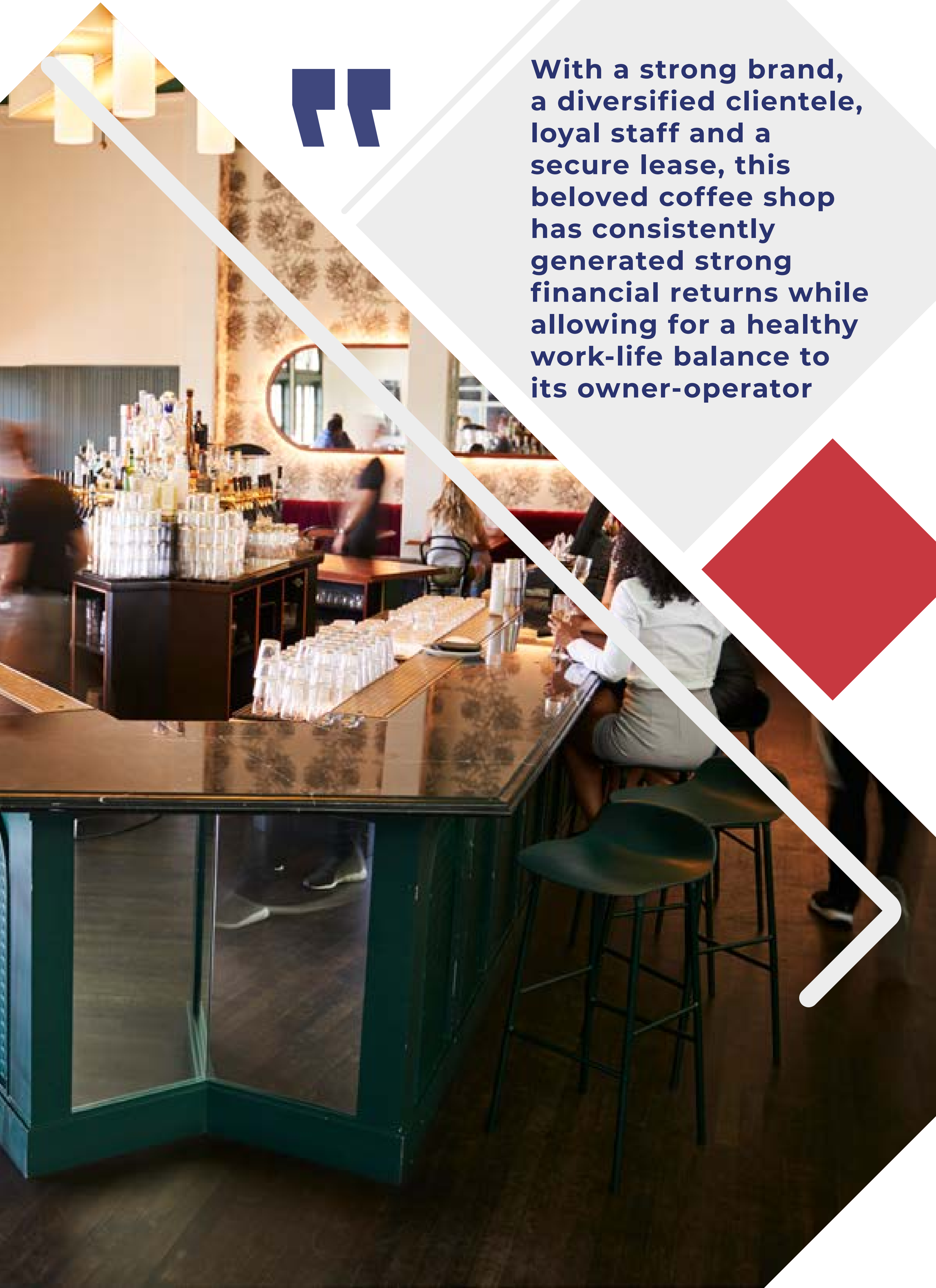
Offering both dine-in and take-away options, Sunrise Café trades only Monday to Friday, opening its doors at 06.00am and closing them at 04.30pm. Presently, the coffee shop is not offering corporate catering nor is it engaged with any delivery service such as Uber Eats, presenting great potential for further sales to a savvy new owner.

“Sunshine Café has grown into a local SENSATION!

Hours of Operation

Monday	6:00am - 4:30pm
Tuesday	6:00am - 4:30pm
Wednesday	6:00am - 4:30pm
Thursday	6:00am - 4:30pm
Friday	6:00am - 4:30pm
Saturday	Closed
Sunday	Closed

- The business is closed on all public holidays in Florida.
- The business closes for two weeks at the end of the year - between Christmas and New Year.



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With a strong brand, a diversified clientele, loyal staff and a secure lease, this beloved coffee shop has consistently generated strong financial returns while allowing for a healthy work-life balance to its owner-operator

Online Footprint

Business Website
WWW.SUNRISECAFE.COM

Facebook
FACEBOOK.COM/SUNRISECAFE

Instagram
INSTAGRAM.COM/SUNRISECAFE

Online Footprint

GOOGLE REVIEWS

Rate: 4 Stars based on
297 Google Reviews

“Great ambience. Very attentive staff. An interesting range of entrees, small and main meals all excellently prepared.”

“One of the BEST brunch locations I have been to so far! Me and my partner came unexpectedly and instantly loved the vibe.”

“Breakfast was fantastic. If you do go the pancake route, make sure you have a hearty appetite we ended up bringing it back as MY GF couldn’t finish it.”

YELP REVIEWS

Rate: 4.5 Stars based on
188 Yelp Reviews

“We were very fortunate to find this amazing cafe. The food is out of this world and the service equally amazing. Looking forward to our next visit.”

“This place is in a great location and the food was great. It accommodates for both small and large groups as well as vegan and non vegan.”

Staff Schedule

Sunrise Café is fully staffed by competent and loyal team members, most of whom have been with the business for over five years. Below is the schedule for most weeks

STAFF	STATUS	LENGTH OF SERVICE	REMUNERATION	SHIFT
Owner	Full-Time	July 2012	Nil	Daily 6am-5pm
Floor Manager	Full-Time	May 2013	$27.50 P/Hr	Daily 6am-4pm
Barista #1	Part-Time	May 2013	$24.00 P/Hr	Daily 6am-11am
Barista #2	Part-Time	April 2015	$24.00 P/Hr	Daily 11am-4pm
Waiter #1	Full-Time	October 2017	$21.00 P/Hr	Daily 6am-4pm
Waiter #2	Part-Time	May 2013	$21.00 P/Hr	Daily 8am-1pm
Chef #1	Full-Time	July 2014	$27.50 P/Hr	Daily 5am-3pm
Kitchen Hand #1	Full-Time	July 2014	$24.00 P/Hr	Daily 6am-3pm
Kitchen Hand #2	Part-Time	May 2013	$21.00 P/Hr	Daily 6am-11am

Please note this schedule may vary at times, particularly if there is an event that generates additional business.

Business Ownership

OWNER'S PROFILE

Mr Joe Smith opened the business in July 2012. With a background in the Corporate World, Joe wished to transition to Miami's vibrant Food & Beverage scene when he saw the opportunity arise. With a passion for people and food, this was an ideal option.

OWNER'S ROLE

Mr Joe Smith's role is Administrative and Managerial – focusing on Payroll, Purchasing and others. Joe also assists on the floor (but not the kitchen) whenever required, particularly with preparing coffees which is his passion.

OWNER'S HOURS

Mr Joe Smith works full-time in the business, opening it and closing every day. However, Mr. Smith takes multiple holidays throughout the year and has comfortably left the business in the hands of his trusted Chef and Floor Manager.

Location and Premises

Sunshine Café is located at 31 W Flagler St Miami, FL 33144 USA, right at the heart of Miami, between NW 8th Avenue and NW 12th Avenue.

Adjacent to it, is SW 1st Street and across the road is SW 2nd Street. The single entry to the building and large windows award the premises plenty of natural light and warmth. Sunshine Café occupies a total area of approximately 1991.32 sqft. on a single floor level, divided as follows: Dining Area, Kitchen, Bar (Coffee/Serving) Station, 2 Bathrooms, 1 Office and a Cool-room, as well as a grease trap.

Miami Profile

Miami, officially the City of Miami, is the seat of Miami-Dade County, and the cultural, economic and financial center of South Florida in the United States. The city covers an area of about 56 square miles (150 km2) between the Everglades to the west and Biscayne Bay to the east.

Miami is the sixth most densely populated major city in the United States with an estimated 2018 population of 470,914. The Miami metropolitan area is home to 6.1 million people, the second-most populous in the southeastern United States and the seventh-largest in the nation.

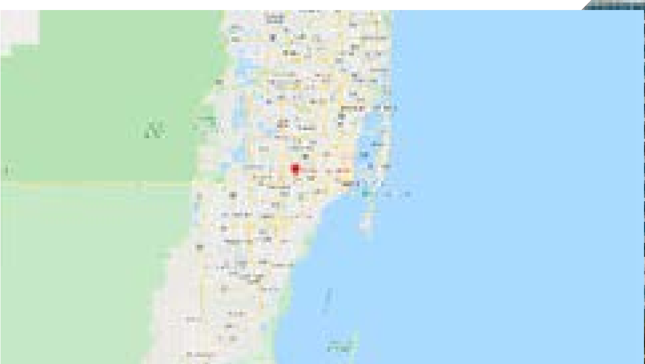
In 2018, Miami, FL had a population of 471k people with a median age of 40.5 and a median household income of $41,818. Between 2017 and 2018 the population of Miami, FL grew from 463,354 to 470,911, a 1.63% increase and its median household income grew from $40,327 to $41,818, a 3.7% increase.

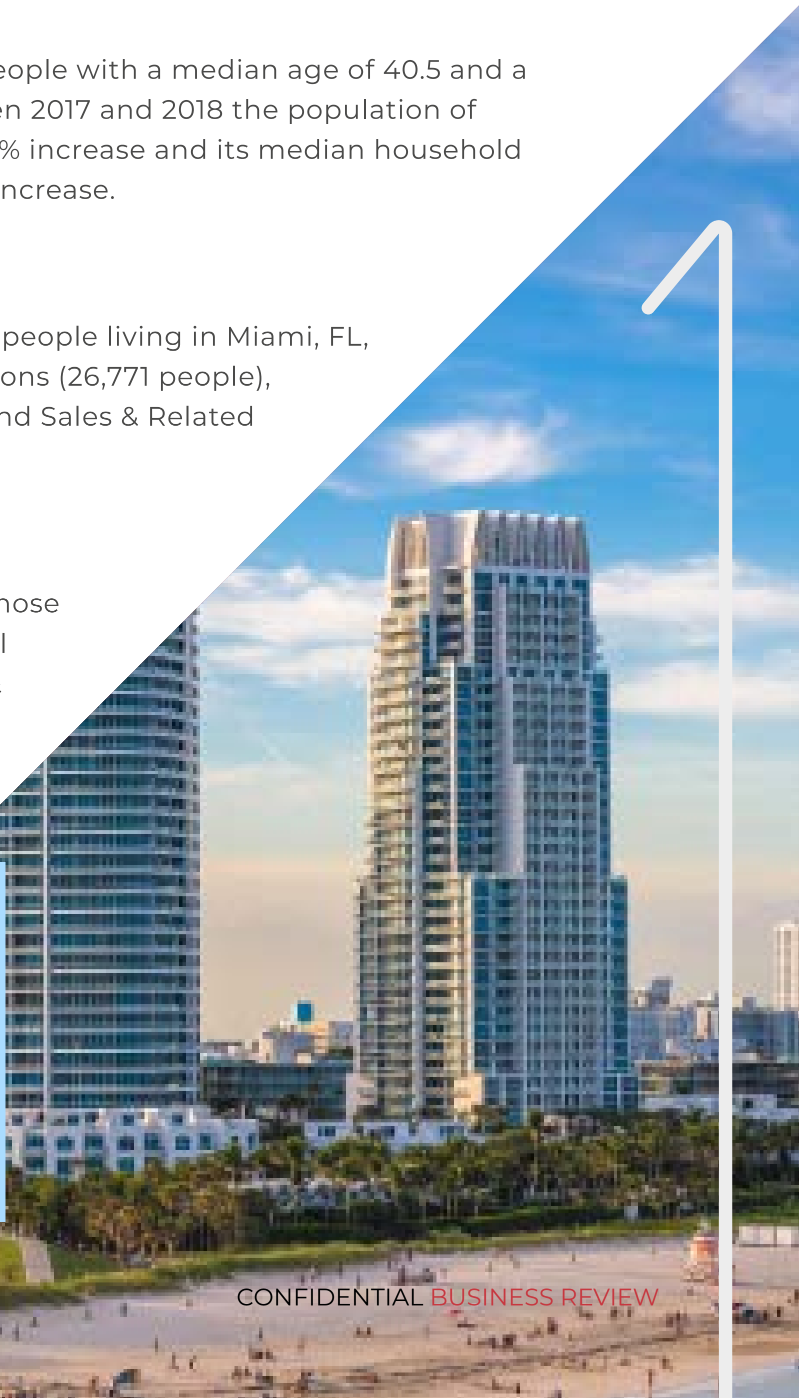
Employment by occupation

The most common job groups, by number of people living in Miami, FL, are Office & Administrative Support Occupations (26,771 people), Management Occupations (24,949 people), and Sales & Related Occupations (23,589 people).

Employment by industries

The most common employment sectors for those who live in Miami, FL, are Health Care & Social Assistance (25,314 people), Accommodation & Food Services (24,525 people), and Construction (24,120 people).





Financial Summary

PROFIT & LOSS SUMMARY	2022	2021	2020
Total Revenue	$1,125,320	$1,049,305	$1,125,433
Cost of Goods Sold	$354,447	$330,504	$301,534
GROSS PROFIT	**$770,782**	**$718,716**	**$823,899**
GROSS MARGIN	**68.5%**	**68.49%**	**62.49%**
Rent	$102,318	$95,406	$87,044
Salaries & Wages	$387,790	$361,595	$246,745
Electricity	$28,321	$26,408	$24,093
Water	$7,240	$6,751	$6,159
Insurance	$6,050	$5,641	$5,147
Motor Vehicle Expenses	$1,800	$1,678	$1,531
Other Expenses	$132,010	$123,093	$347,834
Total Expenses	$665,529	$677,455	$718,554
NET EARNINGS	**$105,253**	**$41,261**	**$105,345**
NET MARGIN	**9.35%**	**3.93%**	**9.36%**

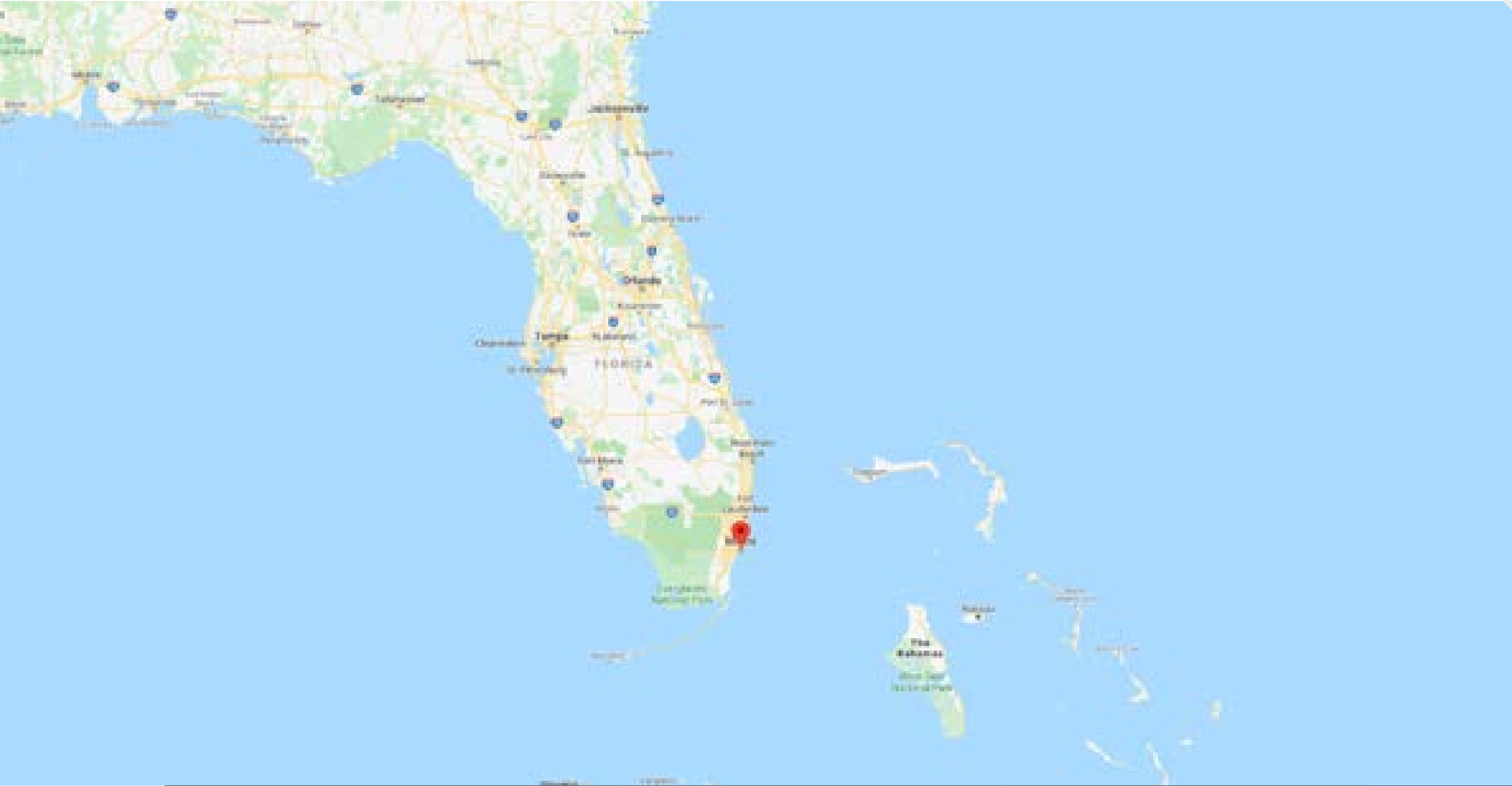
ADD-BACK SCHEDULE	2022	2021	2020
Covid-19 Relief Payments (Reversal)	-$20,000	-$80,000	-$40,000
Depreciation	$3,000	$4,300	$7,800
Interest Paid	$0	$15,540	$6,509
Owner's Remuneration	$100,000	$100,000	$25,000
Non-Recurring Expenses	$1,518	$33,009	$38,750
Total Add-Backs	$84,518	$72,849	$38,059
SDE	**$189,771**	**$114,110**	**$143,404**
NET (ADJUSTED) MARGIN	**16.86%**	**10.87%**	**12.74%**

3-YEAR AVERAGE S.D.E.
$149,095
Future Maintainable Earnings

ASKING PRICE
$475,00
including FF&E (est. at $30,000) and plus Inventory (estimated at $50,000)

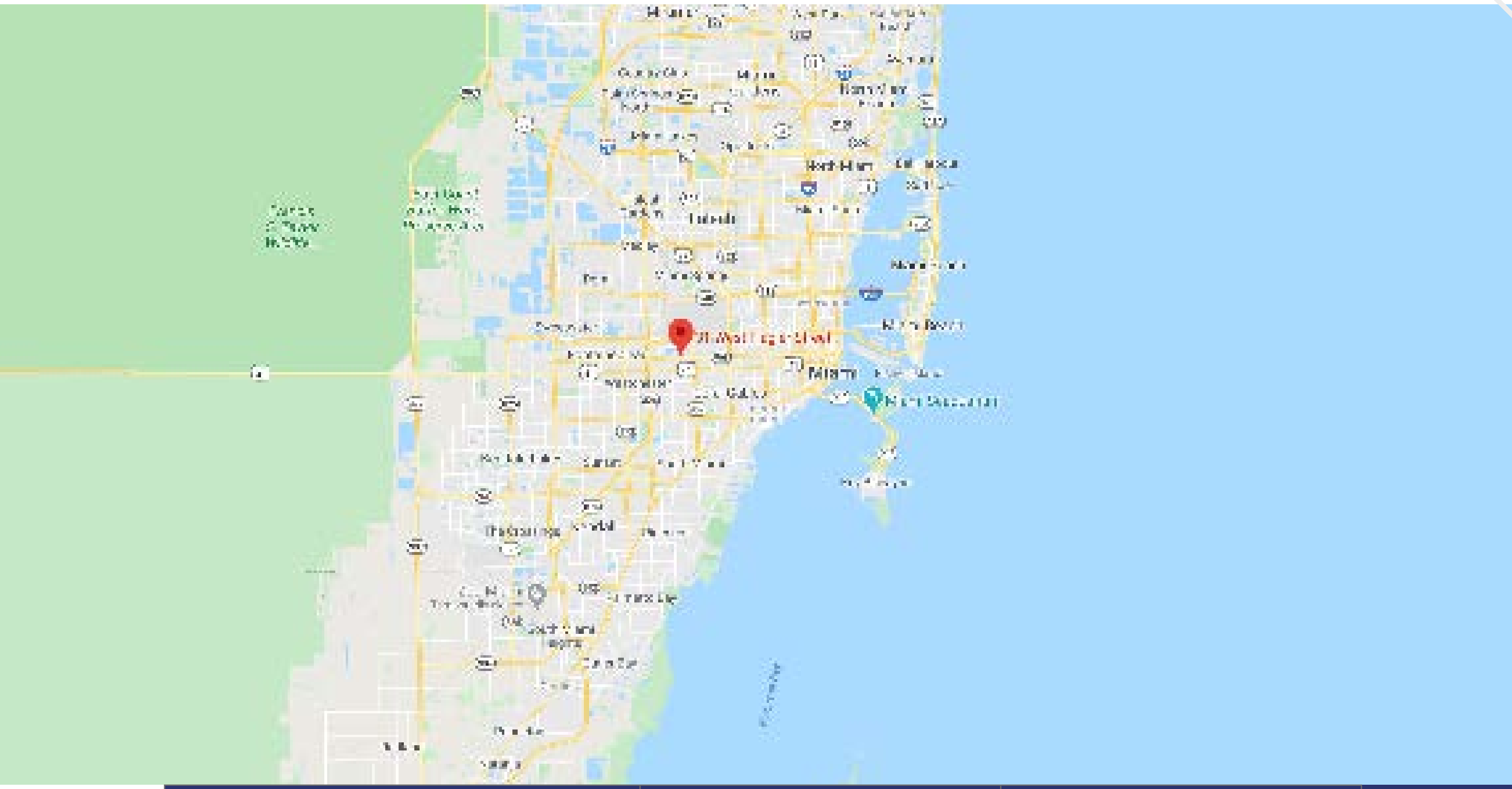
R.O.I.
50.60%
Return on Owner's Investment Rate based on FY 2022 SDE

Miami Logistics



LOCATION	DRIVING TIME	DISTANCE
Tigertail Beach	2 hours 5 minutes	110 miles
West Palm Beach	1 hour 10 minutes	70 miles
Naples	2 hours	127 miles
Fort Myers	2 hours 20 minutes	155 miles
Palm Bay	2 hours 30 minutes	168 miles
Tampa	4 hours	281 miles
Orlando	3 hours 35 minutes	237 miles

Business Logistics



LOCATION	DRIVING TIME	DISTANCE
Government Center Station	4 minutes	0.4 miles
Bayside Marketplace	11 minutes	1.2 miles
Bayfront Park	11 minutes	1.4 miles
Magic City Casino	17 minutes	4 miles
Miami Beach	17 minutes	7 miles
Jackson Memorial Hospital	11 minutes	3.4 miles
Miami International Airport	22 minutes	12 miles

Miami Demographics

Population

2,761,581

Population Density

1,419

people per square mile

Largest City

467,963

Residents

Area

1,946

Sqm

Growth Rate

17.9%

Unemployment Rate

6.4%

Median Household Income

$51,422

Education

University of Miami Florida

International University

Miami Dade College

Major Industries

Tourism

International Trade

Finance

Healthcare

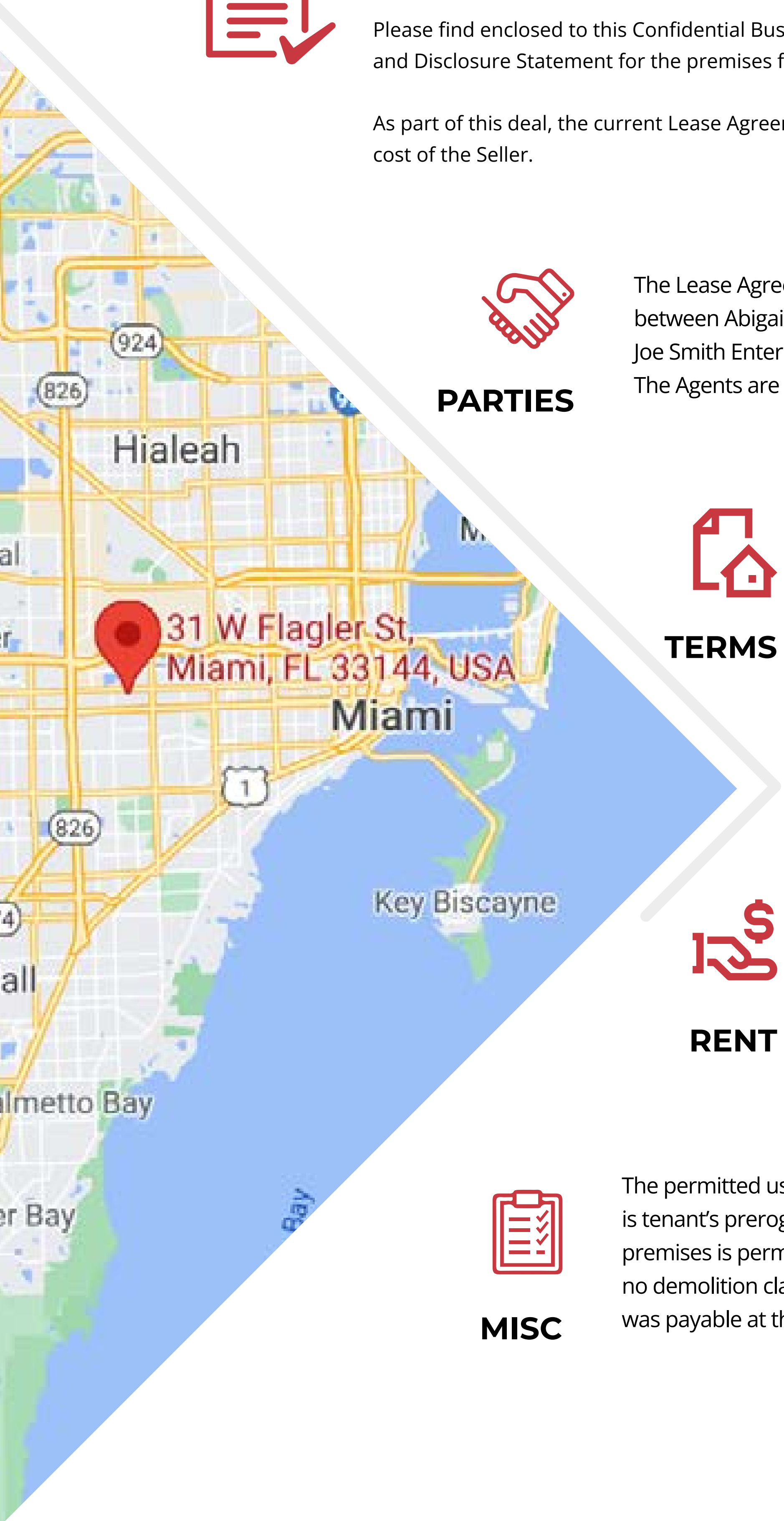
Real Estate

Rent & Lease Agreement

Sunrise Café is situated at 31 W Flagler St Miami, FL 33144 USA.

Please find enclosed to this Confidential Business Review a copy of the Lease Agreement and Disclosure Statement for the premises for your review and perusal.

As part of this deal, the current Lease Agreement will be transferred to the Buyer, at the cost of the Seller.



PARTIES

The Lease Agreement commenced on 1 July 2012 between Abigail LLC, E.I.N 12 345 678 910 (Landlord) and Joe Smith Enterprises, E.I.N 10 123 456 789 (Tenant). The Agents are ABC Real Estate at SW 3rd Street.

TERMS

The Lease Agreement commenced on 1 July 2012 for an initial term of six (6) years with four (4) renewal options of three (3) years each "6+3+3+3+3".

RENT

The Annual Base Rent under the lease commenced at $100,000.00 per annum (being $8,333.33 per calendar month) and excluding outgoings, with yearly increases in accordance with CPI.

MISC

The permitted use under Lease is: "Coffee Shop" (it is tenant's prerogative to investigate if use of the premises is permitted under planning laws). There is no demolition clause. A security deposit of $25,000 was payable at the lease commencement date.

FF&E Schedule

Sunrise Café will be sold with all furniture, fixtures and equipment used in the business – with the exception of any that may belong to the landlord or that may be on loan from a supplier. At the date of closing of Escrow, all items will be in good working order and condition (subject to fair wear & tear) and will be unencumbered and free of debts.

Please find below a summary of the major items included in this sale, whose estimated value exceeds $100,000.

ITEM	ESTIMATED VALUE
120 Chairs	$94.00 ea
50 Tables	$150.00 ea
All Cutlery (Crockery, Glasses, Kitchenware, Plates and Utensils)	$10,000
2x Point of Sale System	$1,655.00 ea
2x Coffee Machine	Unknown
2x Drinks Fridge	Unknown
All Art and Decoration	$50,000
1x Woodson W.BMS11 Benchtop Bain Marie	$609.00
TOTAL ESTIMATED FF&E VALUE:	**$108,322**

Business Financials

Please find enclosed to this Confidential Business Review, for the reader's analysis, a copy of the Profit & Loss Statements for Sunrise Café for the Financial Years 2018, 2019 and 2020.

What follows on the right is a summary of the most recent financial data.

Please note that, as part of the Due Diligence process, the Buyer will be provided with copies of all relevant financial documents.

The Seller's Discretionary Earnings (SDE) for the last Financial Year totaled $189,772.

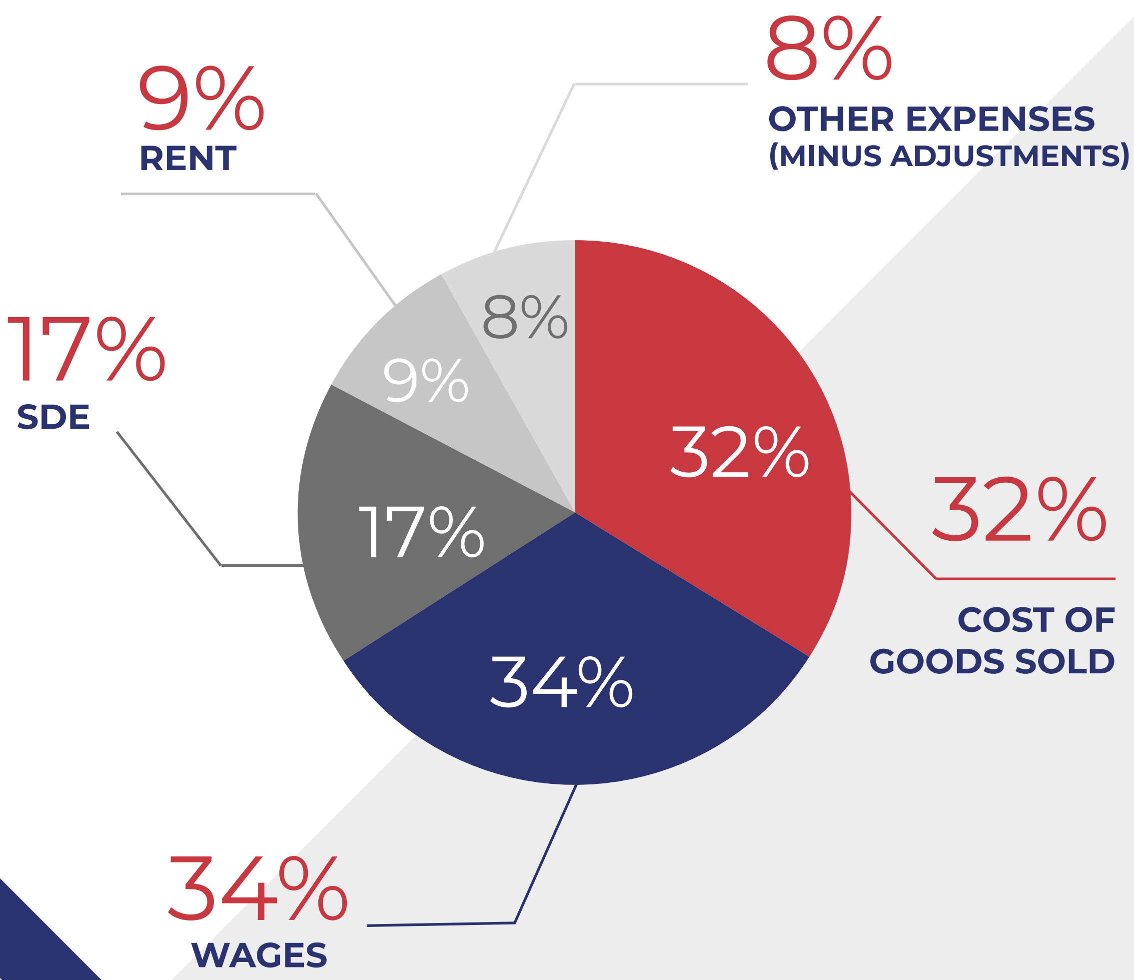
ITEM	2020	2019	2018
Income	$1,125,230	$1,099,100	$956,999
Cost of Goods Sold	$354,447	$322,965	$310,004
Gross Profit	$770,782	$776,135	$646,995
Gross Margin	68,50%	70,62%	67,61%
Rent	$102,318	$97,202	$93,800
Salaries & Wages	$387,790	$368,401	$355,506
Electricity	$28,321	$26,905	$25,963
Water	$7,240	$6,878	$6,637
Insurance	$6,050	$5,748	$5,546
Repairs & Maintenance	$1,800	$1,710	$1,650
Other Expenses	$132,010	$125,410	$142,566
Total Expenses	$665,529	$632,253	$600,744
Net Earnings	**$105,253**	**$143,882**	**$46,251**
Add-Back Adjustments	**$84,518**	**$27,665**	**$85,644**
SDE (Seller's Discretionary Earnings)	**$189,772**	**$171,547**	**$131,895**
SDE Margin	**16,87%**	**15,61%**	**13,78%**

Add-Back Schedule

The following items are the add-backs for Sunrise Café:

Depreciation	$4,333
Interest Paid	$13,200
Donation	$1,200
Purchases	$6,000
Motor Vehicle Expenses	$4,200
Wages to Owner	$45,000
401k to Owner	$4,500
Telephone	$1,000
Insurance	$1,300
Extraordinary Repairs	$3,785
Total:	**$84,518**

Many readers are not familiar with the concept of Add-Back Adjustments. If you wish to learn more about Add-Back Adjustments, we invite you to scan the following code and watch a video we have prepared on the subject:



Investment Required

Sunrise Café has been priced at $475,000 plus Inventory, the value of which is estimated to be at around the $10,000 dollar mark. The Asking Price includes all of the factors below:

- **Plant & Equipment**
- **Goodwill**
- **Business Name**
- **Transfer of Lease**
- **Website & Social Media**
- **All Intellectual Property**
- **Know-How**
- **Four weeks of Training**

The Return on Owner's Investment, or R.O.I., is typically calculated as follows:

R.O.I. = Earnings ($pa) x 100) / Purchase Price

When considering an SDE of $189,772 for the Financial Year 2019, and applying the above formula, we reach an R.O.I. rate of 39.95% or a Multiplying Factor of 2.5 times. When considering its income of $25,000 per week, we are talking about 19.4 times the income.

The acquisition of Sunshine Café presents a superb opportunity for a savvy and experienced operator to enter Miami's thriving Food & Beverage Industry and leverage its brand name, loyal clientele and systemized operations to drive even greater earnings.

Photo Gallery

WHAT HAPPENS NEXT?

If you wish to proceed further with your inquiry, please contact the Business Broker – Sara Vaziri – to schedule a Business Inspection. During this meeting you will have the opportunity to speak to the Seller/s directly, ask further questions and see the business for yourself. The importance of the Business Inspection cannot be overstated – while we hope you have found this Profile informative, it is the next step that will truly determine the suitability of the business to your requirements and specifications.

INITIAL REVIEW OF BUSINESS

This is the step you have just undertaken by reading this Confidential Information Memorandum, coupled with any follow-up questions you may have for the Business Broker.

BUSINESS INSPECTION

The next step is to organize for a visit to the business and an informal meeting with the Seller - during which you will have the opportunity to understand the business better.

NEGOTIATIONS AND OFFER

Once you are satisfied with the information provided and are ready to move forward, you can negotiate a Conditional Offer with the Business Broker.

DUE DILIGENCE

Once the Offer is accepted by the Seller, and a Deposit is paid into an Escrow Account, you will be able to undertake a Due Diligence investigation to verify the accuracy of all relevant business information.

CONTRACTS AND OTHER MATTERS

You will need to engage a Solicitor to review the Contract of Sale prepared by the Buyer's Lawyer and to assure you are protected in the transaction and a number of other matters have also been attended to.

SETTLEMENT AND POSSESSION

Once both parties have signed the Contract of Sale, you can move on to Settlement and take possession of the business, enabling you to now drive the business in whatever direction you choose.

Data Room

For the reader's convenience we have stored all of the supporting documentation provided to our firm by the Seller of Joe Smith's City Café in a cloud storage which we have hyperlinked to this Confidential Business Review.

Just click on any of the icons, and the document will open through your web browser:

FY 2022 FINANCIAL STATEMENTS PER WEEK

FY 2023 – YTD PROFIT & LOSS STATEMENT (FROM MYOB)

FY 2021 FINANCIAL STATEMENTS PER WEEK

LEASE AGREEMENT

FY 2020 FINANCIAL STATEMENTS PER WEEK

FF&E SCHEDULE

Broker Profile

Sara is a dynamic business broker with a diverse background in mechanical engineering and an MBA. Her unique blend of hands-on entrepreneurial experience and financial expertise enables her to offer unparalleled guidance in selling businesses across a wide range of sectors. Her areas of practice include:

Manufacturing: Leveraging her mechanical engineering background, Sara provides specialized insight into the sale of manufacturing businesses.
3PL, Logistics & Distribution: With a keen understanding of supply chain dynamics, she adeptly handles transactions in logistics and distribution.
B2B Services: Sara's expertise extends to facilitating the sale of businesses in various B2B service industries, ensuring a smooth and beneficial transition.
Contractors (HVAC, Piping, etc): Her experience includes working with contracting businesses, offering targeted advice to those in specialized trades.
Financial Services (Accounting & Tax, Insurance, Bookkeeping, etc): Sara's financial proficiency is a tremendous asset in the sale of businesses in the financial services sector.

Recognized with honors such as the Deal Maker Award and Chairman Awards from IBBA, and holding both CBB and CBI certifications, Sara is a credible and passionate professional committed to your success. If you're contemplating selling your business, whether in manufacturing, logistics, B2B services, contracting, or financial services, Sara invites you to schedule a time on her calendar to discuss your goals and explore the optimal avenues for your sale.

Sara Vaziri

P. (949) 426-5067

E. sara.vaziri@zbbcorp.com

W. zoombusinessbrokers.com

ZOOM
BUSINESS BROKERS
Business Sales, Mergers & Acquisitions

Thank you for giving us the opportunity of introducing you to your next business venture!

Please contact Sara Vaziri for further details or to schedule a Business Inspection.

Business Broker: Sara Vaziri
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This Confidential Business Review (CSB) was developed for commercial purposes only as a sample.

"Sunrise Café" is a fictional businesses - any similarities with any real business/es are purely coincidental.