



EXCLUSIVE OFFERING

Pollo Tropical | Absolute NNN Ground Lease



Representative Photo



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Summary

The Asset

Pollo Tropical is under construction on a 3,548 sf quick service restaurant on the world-famous International Drive. The dense infill submarket is located 1/2 mile from Universal Studios theme park and surrounded by over 3 million sf of retail development including the Mall at Millenia ranked as the world's top 10 most productive shopping center by sales per square foot according to the International Council of Shopping Center's publication Shopping Center Today.

The International Drive District is home to 6 of the World's Greatest Theme Parks, 600+ Designer, Brand-Name and Outlet Stores, 275+ restaurants, 120+ hotels and resorts and the Nation's 2nd largest Convention Center. The store sits on a vacant parcel on International Drive adjacent to the former Artegon Marketplace where Bass Pro Shops, Cinemark and Ron John Surf Shop currently operate. Other neighboring tenants include Bed, Bath & Beyond, Ross Dress for Less and TJ Maxx, as well as Simon's Orlando Premium Outlets, Universal Studios and Resorts, and the vast amount of hotels and attractions the region is famous for.

Pollo Tropical is the leader in Caribbean dining fare with more than 120 locations in Florida, Texas, and Georgia. The company was founded in Miami in 1988 and maintains its headquarters here. Fiesta Restaurant Group, Inc is Pollo Tropical's parent company and is traded on NASDAQ.

Investment Highlights

Excellent Real Estate Fundamentals & Residual Value – The Property is located on International Drive in the heart of Orlando's tourist market ½ mile east of Universal Studios Orlando. The Interstate 4 flyover, now under construction, will further connect International Drive to the Universal Studios area. Located in the heart of Orlando's tourism corridor which has nearly \$2 billion in high-profile development planned through 2021 for the thriving I-Drive Resort Area. The City of Orlando welcomes over 66 million visitors annually.

Absolute NNN Lease – Pollo Tropical is currently operating under a new 15-Year Absolute NNN Ground Lease with zero landlord responsibility for the duration of the base lease and renewal option periods.



One-of-a-kind & "Generational Hold" Acquisition Opportunity –

The Property provides an investor the rare opportunity to secure a passive net lease investment, while at the same time acquiring premier urban infill real estate in Orlando, Florida, one of the most sought after markets in the United States.

Attractive Rental Escalations – Property features 10% rental increases every 5 years throughout the base term, as well as in each option period.



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Financial Summary

5294 International Drive | Orlando, FL

Net Operating Income (NOI)	\$130,000
Rent/Month	\$10,833
Rent/SF	\$36.64
Rentable Square Feet	3,548+/- SF
Tenant Name	Pollo Tropical
Website	www.pollotropical.com
Guarantor	Pollo Operations, Inc.
Ownership Type	Ground Lease
Lease Type	NNN
Landlord Responsibilities	None
Lease Term	15 Years
Rent Commencement	June 10, 2017
Lease Expiration	June 9, 2032
Increases	10% Every 5 Years
Options	Five (5), Five (5) Year
Land Size	1.05 acres

Rent Schedule

Term	Annual Rent	Monthly Rent
Years 1-5	\$130,000	\$10,833
Years 6-10	\$143,000	\$11,917
Years 11-15	\$157,300	\$13,108
Years 16-20 (option 1)	\$173,030	\$14,419
Years 21-25 (option 2)	\$190,333	\$15,861
Years 26-30 (option 3)	\$209,366	\$17,447
Years 31-35 (option 4)	\$230,303	\$19,192
Years 36-40 (option 5)	\$253,333	\$21,111

Investment Highlights

- Brand new 15-year ground lease
- Highly desirable Orlando market
- Near major tourist attractions (Walt Disney World, Universal Orlando Resort, and Seaworld Orlando)
- Excellent visibility
- Strong and established tenant (120+ US Locations)
- Florida has no state income tax





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Tenant Overview

About Pollo Tropical | www.pollotropical.com

Pollo Tropical®, a part of Fiesta Restaurant Group, Inc., opened its first restaurant in 1988 in Miami, Florida. The unique restaurant concept is known for its fresh, never frozen, open flame grilled chicken, marinated in a proprietary blend of tropical fruit juices and spices, as well as authentic “made from scratch” side dishes. In 2015 the chain added 17 new locations and 27 more in 2016 including 2 in Austin, Texas-area. In 2017 the brand launched a new concept featuring a double drive-thru and walk-up counter. The chain headquartered in Kendall, Miami-Dade County, Florida owns and operates over 120 locations in the United States.

In 2008 Pollo Tropical wins the Palm Beach Post Reader’s Choice Award for “Most Unique Chain Restaurant”.



About Fiesta Restaurant Group, Inc. www.FRGI.com

Fiesta Restaurant Group, Inc. owns and operates Pollo Tropical and Taco Cabana, two fast casual brands. Both brands feature freshly prepared foods, handmade fare served in a clean, contemporary, and casual atmosphere at affordable prices. They feature made-from scratch cooking, fresh salsa bars, table service, free Wifi, drive-thru’s, catering and online ordering.



Each company’s success is proven with industry-leading average unit volumes (\$2.7 M for Pollo Tropical and \$1.8 M for Taco Cabana). Total revenues are \$175.6M. During the 1st quarter 2017, Fiesta opened three Company-owned Pollo Tropical restaurants in Florida. In addition, the Company opened one Company-owned Taco Cabana restaurant in San Antonio, Texas.

As of April 2, 2017, there were 180 company-owned Pollo Tropical restaurants, 167 company-owned Taco Cabana restaurants, 34 franchised Pollo Tropical restaurants in the U.S., Puerto Rico, the Bahamas, Guatemala, Guyana, Panama, and Venezuela and seven franchised Taco Cabana restaurants in the U.S.

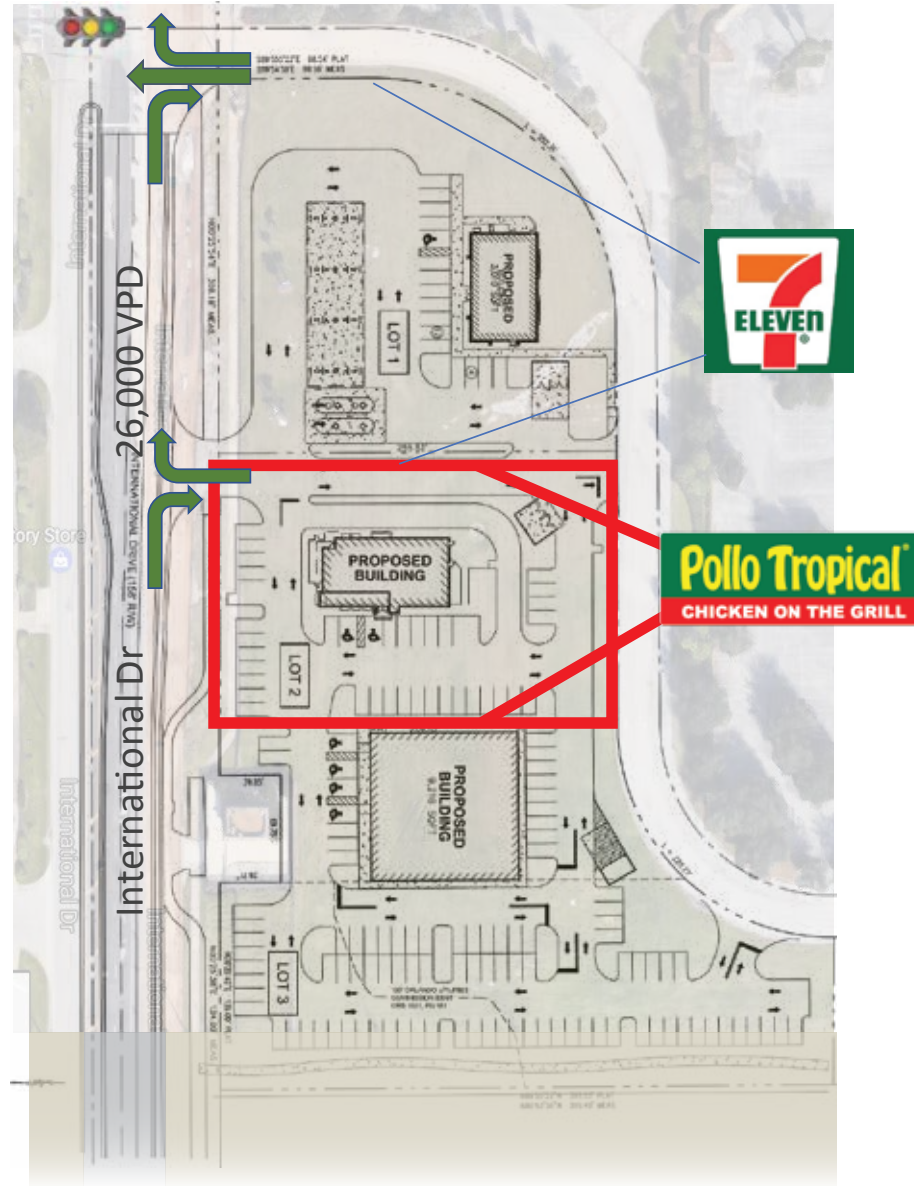
Fiesta common stock is traded on the NASDAQ Global Select Market under the symbol FRGI.



PROPOSAL FOR SERVICES

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Conceptual Exhibit



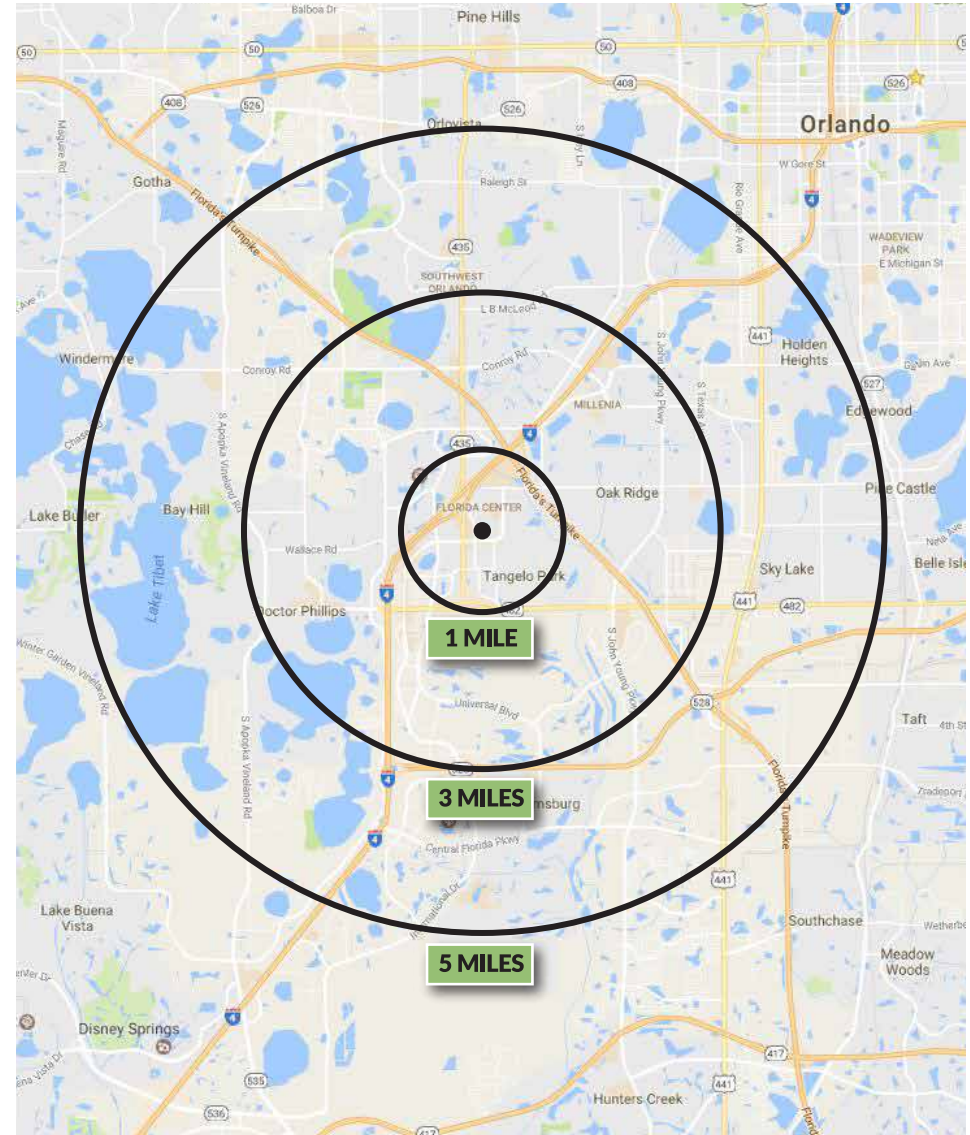


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Demographics

Radius	1 Mile	3 Miles	5 Miles
Population			
2016 Population	4,592	72,597	212,524
2021 Population	5,019	79,988	232,749
2010-2016 Annual Rate	1.03%	1.72%	1.61%
2016-2021 Annual Rate	1.79%	1.96%	1.83%
2016 Male Population	47.4%	50.2%	50.2%
2016 Female Population	52.6%	49.8%	49.8%
2016 Median Age	31.1	32.1	33.6
Households			
2016 Total Households	1,606	27,845	78,803
2021 Total Households	1,755	30,601	86,031
2010-2016 Annual Rate	0.90%	1.56%	1.40%
2016-2021 Annual Rate	1.79%	1.91%	1.77%
2016 Average Household Size	2.77	2.57	2.64
Median Household Income			
2016 Median Household Income	\$36,863	\$40,864	\$41,463
2021 Median Household Income	\$39,743	\$47,860	\$47,735
2016-2021 Annual Rate	1.52%	3.21%	2.86%
Average Household Income			
2016 Average Household Income	\$46,045	\$57,511	\$62,578
2021 Average Household Income	\$49,554	\$62,704	\$68,122
2016-2021 Annual Rate	1.48%	1.74%	1.71%
Per Capita Income			
2016 Per Capita Income	\$16,315	\$22,199	\$23,591
2021 Per Capita Income	\$17,339	\$24,047	\$25,523
2016-2021 Annual Rate	1.22%	1.61%	1.59%





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Market Overview

Orlando, FL

Orlando is a city centrally located in the state of Florida. The Orlando, Florida metropolitan area has a population of 2,387,138 and it is the 3rd largest metro area in Florida, and the 24th largest metropolitan area in the United States. The city welcomes over 66.1 million visitors annually making it the most visited city in the United States. Nearly 42 million passengers flew through Orlando International Airport in 2016, with a 9% year-over-year increase in passenger volume.

Orlando is nicknamed, "The Theme Park Capital of the World", with its wide array of theme parks in the area. The Walt Disney World Resort opened Magic Kingdom in 1971, Seaworld Orlando opened in 1973, Disney Springs (outdoor shopping, dining and entertainment complex) opened in 1975 renamed in 2015, Epcot at Walt Disney World in 1982, Disney's Hollywood Studios and Disney's Typhoon Lagoon Water Park both opened in 1989, Universal Studios Florida in 1990, Disney's Blizzard Beach Water Park in 1995, Universal's City Walk (entertainment, dining and shopping promenade) in 1993, Disney's Animal Kingdom in 1998, Universal's Islands of Adventure 1999, Discovery Cove in 2000, Seaworld's Aquatica Waterpark in 2008 and the area's latest Universal's Volcano Bay Water Park opened May 2017.

Prime location along world-famous International Drive which carries 12 million annual visitors to the Simon Premium Outlets located directly north of the property (\$1,100 sales revenue per sq ft) and near Taubman's Mall of Millenia (\$1,360 sales revenue per sq ft). The new Interstate 4 flyover bridge will further connect this area to the Universal Theme Parks, Universal Studios (9.9 million annual visitors) and Islands of Adventure (9.4 million annual visitors). Other neighboring tenants include Bed, Bath, and Beyond, Ross Dress for Less, TJ Maxx, Bass Pro Shops, Cinemark Movie Theater, and Ron Jon Surf Shop. Dozens of hotels and other tourist attractions the region is famous for are well situated within a mile of the Asset. The site is well positioned in the heart of Orlando's tourism corridor which has nearly \$2 billion in high-profile development planned through 2021 for the thriving I-Drive Resort Area.

Major Orlando theme parks such as Universal Studios and Disney World have consistently expanded for several decades and recently added new attractions like Universal's Skull Island: Reign of Kong (2016) and a revamped Incredible Hulk coaster (2016) and Universal's Volcano Bay water park which recently opened. In addition Universal also opened Sapphire Falls Resort which added 1,000 hotel rooms in 2016 with plans to open 4,000+ more rooms in the years to come. Orlando is currently experiencing one of the most significant expansion periods in its history including a \$2.3 billion reconstruction of I-4, the Orlando Magic's \$200 million downtown entertainment complex (which began construction in summer 2016) and the Citrus Bowl's \$200 million renovation which was completed in 2014. With the construction of Florida's Brightline high speed passenger rail system, the first phase of which will connect the Miami, Broward and Palm Beach markets to Orlando, Orlando International Airport will soon be the first airport in Florida to conveniently support air travel, ground transportation and rail.





The logo for Orlando International Premium Outlets & Shopping Center features a grid of numerous brand logos, including Adidas, Nike, Under Armour, and others, arranged in rows below the main title.



NORTH AMERICAN PROPERTIES 

**Approved Mixed-Use
Development**
60,000 +/- sf Retail,
800 +/- Hotel Rooms,
350 +/- Unit
Multifamily



Under Construction