NÉKTER JUICE BAR

$1,000,000 Multi-Unit Franchise Investment

Two-location platform
Unit 1: Naperville, IL
Unit 2: Oak Brook / Downers Grove corridor

September 2026

Investment Thesis

A $1.0M equity commitment creates a two-store platform rather than a single-unit bet.

Diversify store-level risk across two affluent western-suburban Chicago trade areas.
Fund both openings without launch debt in the base case, preserving early cash flow.
Hold $210K of working-capital and contingency reserves inside the platform.
Use Unit 1 operating milestones as a capital-release gate before committing to Unit 2.
Create a scalable platform with shared management, marketing analytics and financial controls.

$1.0M **Investor Commitment**	**2** **Planned Units**	**$1.90M** **Y5 Portfolio Sales**	**During Y6** **Modeled Payback**

Two-Market Portfolio Strategy

Unit 1 in Naperville; Unit 2 in the Oak Brook / Downers Grove corridor, subject to territory approval.

Priority	Target Trade Area	Market Evidence	Portfolio Role
Unit 1	Naperville - Route 59 / 95th St.	$155,105 median HH income; 153,114 population	First launch / operating playbook
Unit 2	Oak Brook / Downers Grove - 22nd St. / Bu	175, 870*OakBrookmedianHHincome*; 186,834 retail sales/ca	Diversification / second growth node

Site underwriting priorities

1,200-1,600 SF inline/endcap format
Grocery, coffee, fitness, medical or lifestyle co-tenancy
Occupancy target <= 10%-11% of stabilized sales
Strong parking, visibility and delivery access
Written franchisor territory confirmation before binding lease

Sources: U.S. Census Bureau QuickFacts for Naperville and Oak Brook; Nékter Illinois location directory.

Current Franchise Economics

Published franchise figures establish the underwriting boundaries; the current FDD must control final decisions.

Metric	Current Public Figure
Estimated initial investment	226K – 684.6K / location
Initial franchise fee	$35K / location
Ongoing fees	6% royalty + 2% brand marketing + 2% local marketing
Published top-quintile sales	$977,453 average gross sales
Brand scale	220+ open; 150 in development; 26 states
Illinois locations	Barrington, Chicago, Geneva

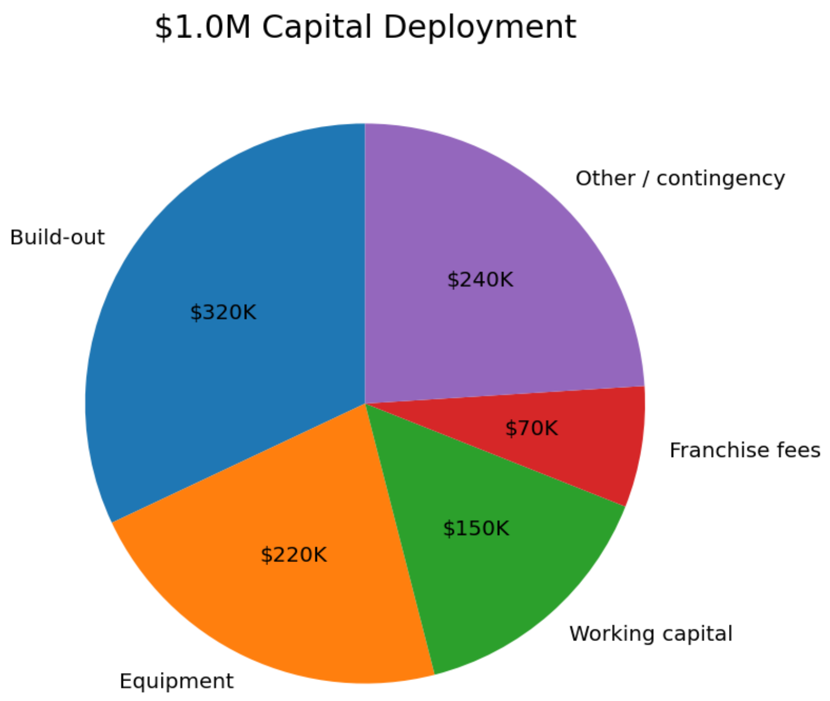
Underwriting discipline

Use $977,453 only as a published top-quintile benchmark, not a forecast.
Validate Item 19 and interview multi-unit franchisees before signing.
Confirm territory overlap with existing Illinois stores in Barrington, Chicago and Geneva.

Sources: Nékter franchising FAQ; nekterfranchising.com; nekterjuicebar.com; Illinois store directory.

$1.0M Capital Deployment

Capital is sized for two $450K-class openings plus material working-capital protection.



Use of Funds	Amount
Franchise fees - two units	$70K
Leasehold / construction	$320K
Equipment / fixtures	$220K
Signage / POS / technology	$50K
Permits / deposits / professional	$45K
Training / pre-opening	$35K
Grand-opening marketing	$30K
Opening inventory	$20K
Working capital	$150K
Contingency	$60K
TOTAL	$1.000M

$320K
Build-out

$220K
Equipment

$150K
Working Capital

Phased Capital Release

The second store is performance-gated, not an automatic deployment obligation.

Timing	Phase	Decision Gate
0-2 mo.	FDD / legal / territory diligence	Current FDD + territory conceptually cleared
2-8 mo.	Unit 1 site and build	Approved lease, build budget, opening reserve
8-15 mo.	Unit 1 stabilization	Positive contribution + GM / KPI stability
12-20 mo.	Unit 2 site and build	Performance gate met; second territory approved
20+ mo.	Portfolio optimization	Shared controls; preserve minimum cash reserve

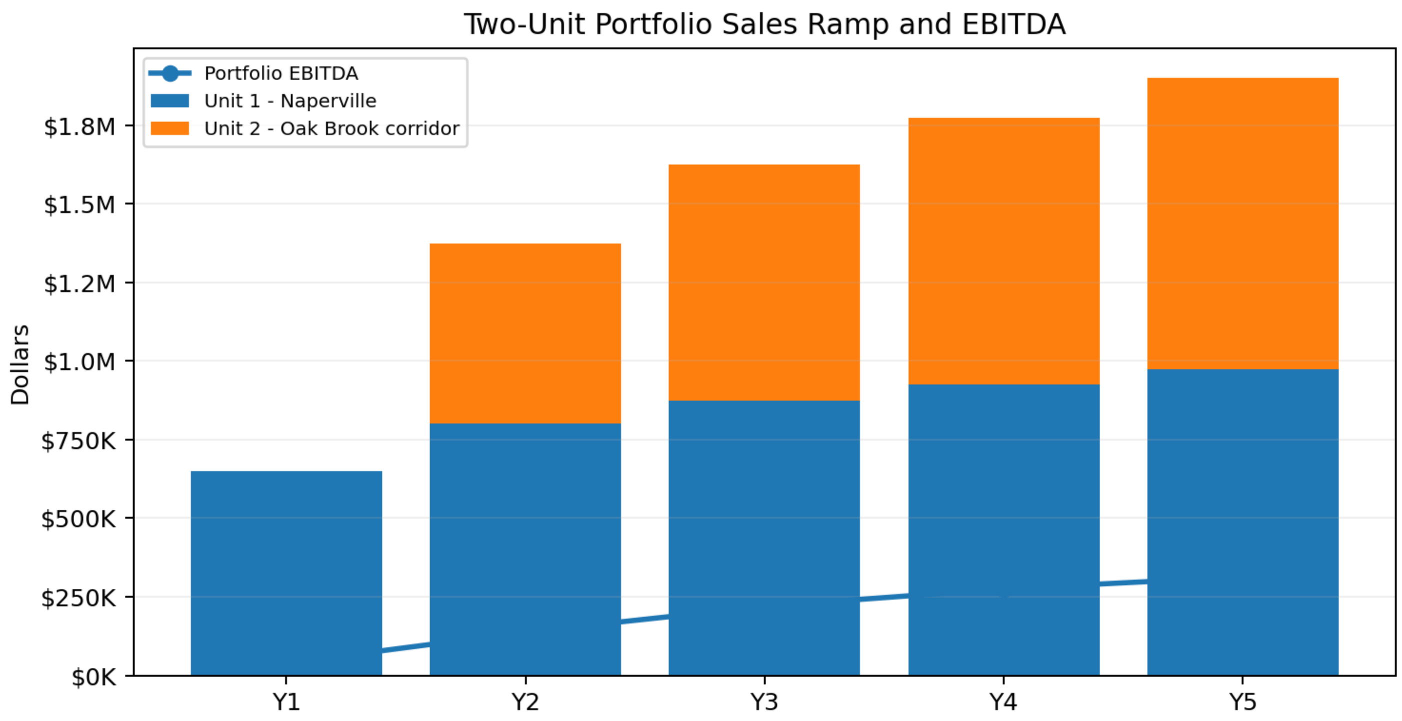
Recommended investor controls

Investor approval of each lease and store budget.
Capital held at HoldCo and released by milestones.
No material debt or guarantees without consent.
Minimum cash reserve before distributions.
No third unit until both stores meet agreed operating KPIs.

UNIT 2 DECISION GATE | Proceed only after Unit 1 demonstrates positive contribution, stable management, and labor / COGS performance within approved tolerances.

Five-Year Portfolio Forecast

Base case: Unit 1 opens first; Unit 2 begins contributing in Year 2.



Year	Portfolio Sales	EBITDA	EBITDA Margin	Cash for Distribution
Y1	$650K	$39K	6.0%	$26K
Y2	$1.375M	$138K	10.0%	$110K
Y3	$1.625M	$219K	13.5%	$187K
Y4	$1.775M	$275K	15.5%	$240K
Y5	$1.900M	$314K	16.5%	$276K

Y1: cautious first-store ramp.
Y2: second-store opening absorbs growth costs.
Y3-Y5: margin expands through maturity, labor discipline and shared overhead.
Base case assumes no launch debt service.

$1.90M
Y5 Sales

$314K
Y5 EBITDA

16.5%
Y5 Margin

Break-Even Framework

Under the planning model, each store reaches cash break-even near $646K in annual sales.

Break-Even Input	Base-Case Assumption
Contribution margin	32.5%
Fixed cash cost / store	$210K
Cash break-even / store	~$646K annual sales
Two-store portfolio break-even	~$1.29M annual sales
Base-case Y2 portfolio sales	$1.375M

What moves break-even most

Rent and CAM / occupancy load
Hourly wage rates and staffing productivity
Food cost and waste
Delivery commission mix
Store hours and manager compensation

~$646K
Break-Even / Store

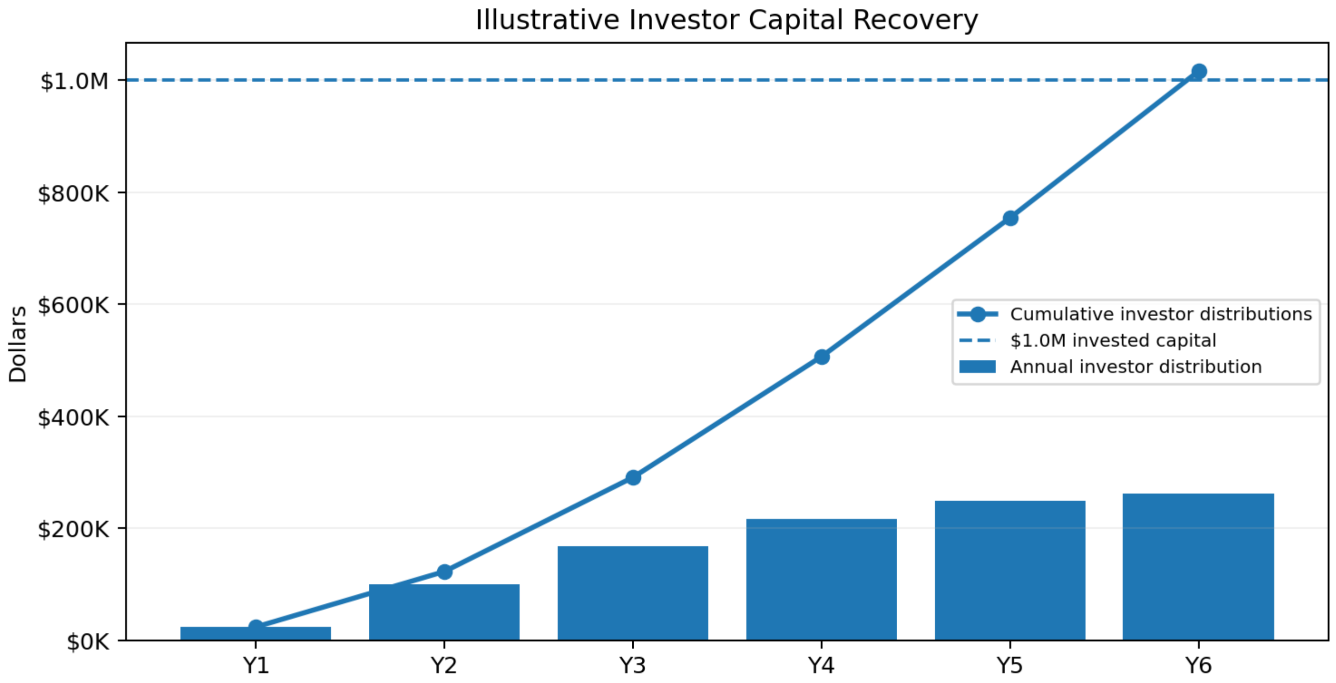
~$1.29M
Portfolio Break-Even

$1.375M
Base-Case Y2 Sales

Working capital is essential because Unit 1 is modeled near break-even in Year 1 and Unit 2 opens during Year 2.

Investor Capital Recovery

Illustrative waterfall: 90% investor / 10% sponsor until $1.0M capital is returned; 60% / 40% thereafter.



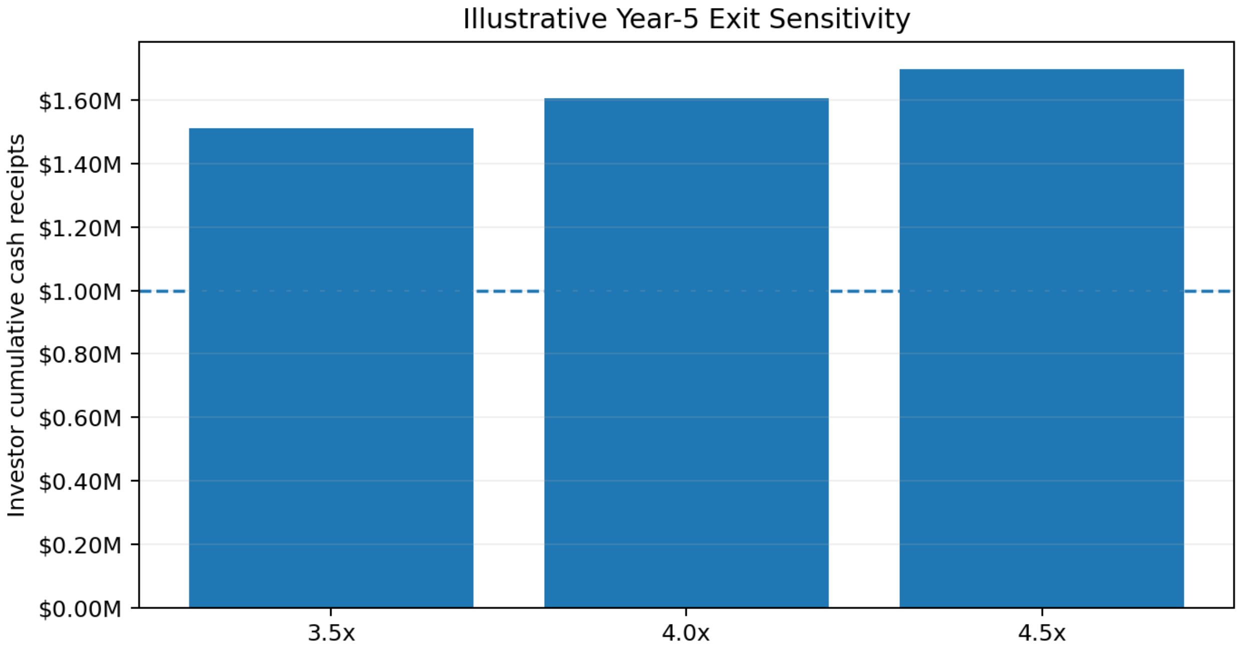
Year	Investor Distribution	Cumulative	Unreturned Capital
Y1	$23K	$23K	$977K
Y2	$99K	$122K	$878K
Y3	$168K	$291K	$709K
Y4	$216K	$506K	$494K
Y5	$248K	$754K	$246K
Y6*	$262K	$1.016M	$0

Base-case result

$754K cumulative investor distributions through Y5.
Original $1.0M capital modeled as recovered during Y6.
No guarantee of distributions or timing; investor taxes excluded.

Year-5 Exit Sensitivity

Potential liquidity from a sponsor buyout, third-party sale or recapitalization - illustrative only.



Y5 EBITDA Multiple	Enterprise Value	Investor Total Cash Receipts	Illustrative 5-Yr IRR
3.5x	$1.097M	$1.511M	10.0%
4.0x	$1.254M	$1.605M	11.5%
4.5x	$1.411M	$1.699M	12.9%

Assumed exit waterfall

Repay unreturned investor capital first.
Split remaining sale proceeds 60% investor / 40% sponsor.
Assumes no debt at sale; taxes, fees and transfer costs excluded.
No valuation multiple is promised or guaranteed.

Governance and Risk Controls

A $1.0M investment requires institutional-style controls even in a small operating platform.

Risk	Impact	Mitigation
Territory	Protected-area conflict	Written territory confirmation before lease
Sales ramp	Working capital draw	Stage Unit 2; reserve capital; pre-opening marketing
Construction	Cost / schedule overrun	Competitive bids; TI allowance; change-order controls
Management	Service / margin deterioration	GM early; cross-training; bench before Unit 2
Food & labor	Margin compression	Weekly COGS, waste, labor KPI controls
Franchise system	Contract / fee dependency	FDD + franchise agreement review by counsel

Investor protection package

Monthly store-level P&L and KPI reporting
Dual authorization above an agreed cash threshold
Investor approval for material debt, related-party transactions and new equity
Minimum reserve covenant before distributions
ROFR / buy-sell / valuation process in Operating Agreement
No third-unit expansion without investor approval

Most important risk: territory and site economics must be validated before capital is locked into real estate.

90-Day Due Diligence Plan

Proceed only after the current FDD, territory, leases and definitive investment documents are approved.

Franchise diligence

Review current FDD Items 5-7, 11, 12, 17, 19, 20 and 21.
Interview 5+ franchisees, including multi-unit operators.
Confirm both proposed territories in writing.

Real-estate diligence

Underwrite 2-3 sites per market.
Validate rent/CAM, TI allowance, signage, parking and delivery access.
Obtain construction bids before lease commitment.

Investment documentation

Finalize HoldCo / OpCo structure.
Document waterfall, compensation, voting, dilution, transfer and exit rights.
Confirm securities, tax and franchise-law compliance with counsel.

$1.0M COMMITTED CAPITAL POOL

Deploy in tranches. Unit 2 is a performance-gated expansion, not an automatic obligation.