

## **Landmark Transaction**

**The Cypress Group (“Cypress”) served as Exclusive M&A Advisor to United States Beef Corporation (“US Beef”) in the sale of its Arby’s business and related real estate to RB American Group, LLC (“RB American”), an affiliate of Flynn Restaurant Group, LLC (“FRG”). This transaction involved the sale of 368 Arby’s locations in nine states in the Midwest and Northwest United States, making it one of the largest franchisee sale transactions on record.**

US Beef, founded in 1969 by the Davis family and based in Tulsa, Oklahoma, was the largest Arby’s franchisee and a longtime system leader prior to its sale to FRG. It was ranked No. 21 on Franchise Times’ 2018 Top 200 List of Restaurant Operators.

*“The Cypress Group did a tremendous job advising us on the sale of our Arby’s business. Dean Zuccarello, Dan Collins, and the rest of the Cypress team were instrumental in helping us complete this large and complex transaction. Their guidance from initial discussions to closing was key to finalizing and ultimately completing this transaction with FRG. I would like to extend my sincerest thanks to Dean and Dan for their expertise, advice, and perspective – both were crucial to the ultimate success of this transaction. We truly could not have done it without them.”*

*- Jeff Davis, Chairman and John Davis, CEO - US Beef*

FRG was ranked No. 1 on Franchise Times’ 2018 Top 200. With the acquisition of US Beef, FRG becomes Arby’s largest franchisee, now operating over 1,200 restaurants in four national brands, and is one of the Top 20 foodservice companies in the United States.

*“This transaction is significant to the restaurant and greater franchise industry due to its size and the prominence of the parties involved,” notes Dean Zuccarello, the Chief Executive Officer of Cypress. “It is one of the largest M&A deals ever completed in the franchised restaurant industry. It’s sheer size, mix of assets, and geographic footprint also made it extremely complex. Cypress is proud to have been chosen by the Davis Family to advise on this transformative transaction,” added Zuccarello.*

### **About The Cypress Group**

Cypress is a privately-owned investment banking and advisory services firm focused exclusively on the multi-unit retail and franchise industry. With more than 25 years' experience, Cypress provides financial and transactional experience in mergers, acquisitions, divestitures, strategic planning, and financing in the multi-unit retail sector. Cypress was one of the first advisory firms to specialize in middle-market franchise and restaurant industry advisory work. Cypress' experience and focus allows it to deliver creative corporate finance solutions and strategic alternatives for its clients.

[www.cypressgroup.biz](http://www.cypressgroup.biz).

### **About United States Beef Corporation**

United States Beef Corporation was the largest franchisee of Atlanta-based Arby's Restaurant Group, operating over 350 Arby's restaurants in 9 Midwest and Northwest states. The Davis family founded US Beef in Tulsa, Oklahoma in 1969.

### **About Flynn Restaurant Group**

Flynn Restaurant Group is the largest operator of franchised restaurants in the U.S., and with the acquisition of US Beef, one of the 20 largest foodservice companies in the country.

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