

BurgerFi buyer reveals price of acquisition deal

By Matthew Arrojas



Opes first announced its intent to acquire BurgerFi on June 8. JOCK FISTICK / SOUTH FLORIDA BUSINESS JOURNAL

New documents reveal that a blank-check company's deal to acquire North Palm Beach-based BurgerFi is valued at about \$100 million.

The previously announced agreement between the fast-casual chain and Miami-based Opes Acquisition Corp. (Nasdaq: OPES) would lead to BurgerFi trading as a public company in the third quarter of this year, a representative from BurgerFi told the *Business Journal*.

The deal was unanimously approved by both Opes' and BurgerFi's board of directors and is expected to close in the third quarter,

pending approval from Opes shareholders.

The combined companies will change their name to BurgerFi International Inc. and trade under the ticker "BFI" on Nasdaq. It anticipates its initial enterprise value will be approximately \$143 million when it begins trading. That value is calculated by multiplying the company's estimated 2021 net company revenue by 2.4.

"We believe the combination with OPES will allow BurgerFi to reach new heights as we continue to redefine the way the world eats burgers," said Charlie Guzzetta, former chief brand developer and now president at BurgerFi. "The OPES team's capital market experience and real estate expertise, in combination with our existing framework for excellence in everything we do – from procurement, to operations and our high-performing teams – will accelerate our expansion opportunities and significantly enhance our go-to-market plan."

More details of the agreement:

- BurgerFi reported more than \$40 million in net cash on hand at closing.
- Up to 6.6 million newly issued shares of the company and \$30 million in cash will be divided among existing BurgerFi shareholders.
- Opes has about \$50 million in cash in a trust account, plus an additional \$30 million in committed capital from Lionheart Equities and Lion Point Capital to facilitate the acquisition.
- Opes CEO Ophir Sternberg will become executive chairman at BurgerFi International after the acquisition.

There are 125 corporate-owned and franchised BurgerFi locations across 23 states in the U.S. The company plans to open ghost kitchens in about 10 new U.S. markets, saving on real estate costs as demand for delivery grows. It aims to continue its international expansion.

EarlyBirdCapital Inc. is acting as financial advisor to Opes and Loeb & Loeb LLP is its legal counsel. Shumaker, Loop & Kendrick LLP is the legal counsel for BurgerFi.