



JOYAL CAPITAL MANAGEMENT

JCM Franchise Development Completes a Record-Setting Year for M&A Activity in 2021

Matching sellers of Dunkin' franchises to new buyers in deals valued at over \$500 million

FOR IMMEDIATE RELEASE

January 31, 2022 – Plymouth, Mass. – Joyal Capital Management Franchise Development (JCM) – a global leader in Dunkin' mergers and acquisitions – achieved a new high-water mark for the firm in 2021, sourcing, negotiating and closing 29 transactions valued at more than \$500 million. During the same period, JCM procured financing valued at \$125 million for buyers of 150 Dunkin' stores. In its history, JCM has transacted more than \$3 billion in Dunkin' M&A activity.

In just the 4th quarter of 2021, [JCM](#) closed on the sale of over 100 Florida Dunkin' shops owned by several franchisees with a total transaction value of more than \$165 million. It was the first Dunkin' purchase for a large QSR franchisee known as HZ O Donuts, LLC, who quickly became one of the largest franchisees in the state. JCM placed the debt for a majority of HZ O Donuts' purchases. Another deal of note includes a 17-store Dunkin' network in Indiana for which JCM also represented the seller and placed the debt for the buyer, Raj Patel, whose father Bud began developing Dunkin' shops in Illinois in the late 1980s.

“The Dunkin' franchise owners we worked with decided early on in 2021 that the time was right to entertain offers for their networks,” said Gary F. Joyal, CEO and Managing Partner of Joyal Capital Management. “As is common with all mergers and acquisition deals of this magnitude and complexity, being able to effectively manage all the moving pieces to actually transact within a finite window was extremely important for our clients. I believe this is the key to successfully delivering for both the buyer, the seller and the brand.”

A strategic consultant to Dunkin' franchisees for three decades, JCM has built a robust suite of value-added services including estate planning, financial planning and business services.

Media Contact

Matt Ellis

matt@ellisstrategies.com | 617-278-6560

About Joyal Capital Management Joyal Capital Management (JCM) is a full-service financial consulting firm offering Advisory Services, Financing, Debt Placement, Mergers, Acquisitions, Financial

Planning and Family Office Services. JCM Franchise Development, a subsidiary of Joyal Capital Management, LLC., provides differentiated, value-added services to buyers and sellers of franchised businesses throughout the U.S.

Learn more at joycapmgt.com.

###