



Transaction Overview

On April 4, 2022, Modern Times voluntarily entered into a California Receivership after failed efforts to sell the company on the open market and financial difficulties. Modern Times's financial difficulties are related to the over-leveraging of the company coupled with the negative effect of Covid on their on-premises business, followed by management issues that further weakened the financial standing of the company, leading to the receivership.

The Receiver has retained ONYX's services to market the assets as a going concern and solicit overbids in advance of a sale. The secured lender has agreed to fund the business of Modern Times during this sale process. ONYX is currently seeking interested parties who would like to entertain a stalking horse role. ONYX envisions the stalking horse to be chosen by approximately May 13, 2022, after which continued overbidder due diligence will occur until an auction is held in early June.

Once a stalking horse has been identified, qualifications to be an overbidder and bid procedures will be confirmed and communicated to interested parties.

Process Timeline *(all dates are tentative until approved by the Receiver)*

1. Due Diligence period – April 26, 2022 to June 3, 2022
2. Stalking Horse Selection – Friday, May 13, 2022
3. Overbidder Qualified Bid Due – 5:00 p.m. (PT), Friday, June 3, 2022
4. Auction – Wednesday, June 8, 2022
5. Bid acceptance – Wednesday, June 8, 2022

Timing and details of the auction will be added to the Data Room once confirmed.

Due Diligence Facility Tour

Available Dates*: Dates TBD

**ONYX requires at least 48 hours' notice in scheduling facility inspections. Facility and inspection details will be provided upon confirmation.*

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Company Overview

Modern Times is a large regional craft brewery founded in 2013 in San Diego. It was recently ranked in the Top 50 craft brewers nationally and Top 10 in California. With a portfolio of world-renown beers, Modern Times has significant brewing capacity, taprooms, and restaurants located throughout Southern California, as well as a large distribution network in the western half of the United States, and an active membership group. Modern Times also has a popular coffee business to complement its beer production.

The company brews IPAs, Fruited Sours, Stouts, Session IPAs, and seltzers. With a variety of year-round beers, Modern Times compliments these regular offerings with a large number of seasonal specials.



Modern Times currently has four operating locations, three in San Diego County and one in Orange County:

Point Loma: The mothership brewery and coffee roastery with 12,251 square feet.



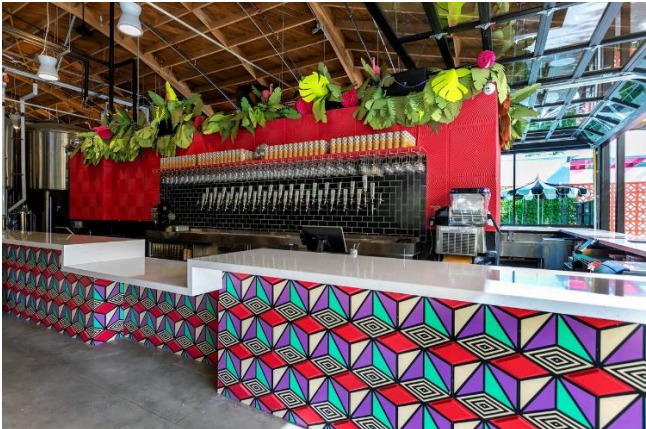
North Park: A tasting room in San Diego’s North Park neighborhood with 1,624 square feet and non-exclusive use of 8,722 square feet.



Encinitas: A restaurant/tasting room in North County San Diego with 3,000 square feet.



Anaheim: A brewery/restaurant/cafe/swim-club megaplex in downtown Anaheim with 12,695 square feet + additional common space.



Financial Overview

Modern Times, from 2018 to 2020, had sales north of \$30 million annually and produced more than 50,000 barrels annually. In 2021, sales were estimated at \$27.2 million, and barrels produced were approximately 37,100. Current demand in 2022 for mixed 12 packs exceeds company projections, and the company has also received, from a large customer, a new packaged launch support mandatory in Arizona, California, Hawaii and Nevada. Detailed financial information is available in the data room.

Distribution Overview



Modern Times is distributed by over 10 distributors throughout California, Arizona, Colorado, Nevada, Utah, Hawaii, and Texas, per the above map. California represents the largest state by volume with 73% in 2021 and Stone Distributing is the largest distributor with 67% in 2021. Additional information is available in the data room.

Production Overview

Capacity

Modern Times has produced over 50,000 in barrel volume in three separate years and can produce up to 70,000+, if used to its full capacity.

Brewing

Asset listing and valuation provided in the Data Room.

Coffee Overview

Modern Times Coffee has grown as one roast for one beer into a robust and splendidly diverse program, featuring a whole host of single origins, coffee blends, cold brews, and barrel-aged coffee offerings. It is the largest craft coffee barrel-aging operation in the U.S. The company roasted over 120,000 pounds of coffee in 2021.

MODERN TIMES COFFEE

AVAILABLE IN 5lb BAGS OR CASE OF 8, 12oz BAGS | ADDITIONAL FEE FOR GRINDING COFFEE



BLACK HOUSE BLEND
NATURAL ETHIOPIA | PAPUA NEW GUINEA

..... BERRIES • CHOCOLATE • SMOOTH

Black House coffee blend is a mix of a Natural Ethiopia (fruit, berries, brightness) and Papua New Guinea (cocoa, caramel, earth). This mocha java-style blend is the same coffee we use in Black House, our year-round oatmeal coffee stout. 12oz of whole bean readiness, roasted fresh at our brewery. Recommended preparation method: pour over or cold brew.



BOURBON BARREL-AGED
ETHIOPIA DAME DABAYE
GUJI | NATURAL PROCESS

..... TRIPLE BERRY JAM • MELON • MANHATTAN

This coffee comes to us from the small town of Dame Dabaye in the legendary coffee-growing region that is Ethiopia's Guji Zone. Grown at over 1800 meters above sea level, these natural-process beans were aged in fragrant, oaky bourbon barrels by our coffee team and yield a positively stunning cup replete with notes of triple berry jam, melon, and Manhattan cocktail, underscored by a subtle oak that really ties the room together. Ready your face-piece for an enchanting journey of caffeinated flavor-magic.



MEXICO LA CAÑADA
OAXACA | WASHED PROCESS

..... CANDIED PECANS • CREAMY • MALTED CHOCOLATE

This unrepentingly tasty bag of washed-process beans comes to us from the La Cañada regional cooperative in Oaxaca, Mexico, a rad organization that represents 1300 small, indigenous producers. Post-roast, it sports a crazy-delightful bouquet of malted chocolate and candied pecans, wrapped in a creamy body that's pretty much a lock to make your morning roughly 3000% more radical.

— MORE SINGLE ORIGIN OFFERINGS AVAILABLE FOR PURCHASE —



NEON CANOPY
SPRING BLEND

..... RASPBERRY LEMONADE • EARL GREY TEA • JUICY

This year's spring blend is a glorious 50/50 convergence of two exceptionally dope coffees: Washed Zambia & Natural Ethiopia. These caffeinated African gems combine powers to create an outrageously tasty coffee with vibrant, juicy notes of raspberry lemonade and Earl Grey tea that are absolutely dynamite in concert. It's a certified seasonal miracle that excels as both a pour-over and a cold brew.



IDEA MACHINE
CHOCOLATE FORWARD BLEND

..... MILK CHOCOLATE • TOFFEE • MEDIUM-BODIED

This mind-blowingly fantastic blend is an amalgamation of Latin American wunderkinds which converge for one magnificently decadent brew. The resulting cup is medium-bodied, with an extremely chocolate-forward profile complemented by subtler notes of delicious toffee. Should you be looking for a decidedly luscious foot on which to start your day, you've found it, friend.



SHADOW PARTY
DARK ROAST BLEND

..... BITTERSWEET CHOCOLATE • ROASTY • FULL-BODIED

This dark, decadent delight sings with roasty notes of bittersweet chocolate, all enounced in a satisfyingly full-bodied mouthfeel. It's our take on a classic roast profile, and we're delighted to be able to share it with you.

 **PLACE ORDERS** BY VISITING OUR ONLINE STORE

WWW.MODERNTIMESMERCH.COM/PAGES/COFFEE-WHOLESALE-APPLICATION

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