



EXECUTIVE SUMMARY p1 (Confidential)

Which Wich 43839 Pacific Commons Blvd Fremont, CA 94538	
Overview	
Purchase Price:	\$399,000 Includes development rights for 3 additional stores.
* Total Annual Sales:	\$832,896
** Owner Operated Cash Flow:	\$108,459
* T12 thru Dec 2014	
** Adjustments made to expenses for proforma purposes, not intended to replace review of actual books and records. Ask your agent for summary of adjustments.	
Franchisor Info and Minimum Qualifications	
<p>Which Wich Superior Sandwiches is an innovative yet simple concept that focuses on the "wich," a customizable sandwich available in more than 50 varieties. Based in Dallas, TX, Which Wich has been franchising since 2005. In 2007, Which Wich was awarded the Hot Concepts! Award from Nation's Restaurant News. In 2010, the chain was named the fastest growing restaurant chain in the United States and Canada by Chain Restaurant Guide. It is also consistently ranked among the top 20 fastest growing concepts on RestaurantChains.net.</p> <p>Franchisor requires a minimum net worth of at least \$500K and liquidity of \$150K.</p>	
Key Considerations	
Well-located in new upscale shopping center with Costco, movie theater and many other shops and restaurants. Store absentee-run since it's opening in January 2014. Purchase price includes development rights for 3 more stores. Seller will finance with 50% down.	
Confidentiality Statement	
<p>Please remember you have agreed to keep all FranBizNetwork listings confidential. Feel free to visit the location(s) as a customer, but be discreet and do not ask questions of employees, managers, or other customers. Please do not draw unnecessary attention to yourself, as rumors of a pending sale can hurt the business. As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent.</p>	

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.



EXECUTIVE SUMMARY p2 (Confidential)

Which Wich			
43839 Pacific Commons Blvd Fremont, CA 94538			
Franchise Information			
FA Expiration:	exp 2024	Transfer Fee:	\$6,000
Royalty:	6.0%	Training Period:	2 weeks
Advertising:	2.0%	Training Location:	Dallas, TX
Remodel Requirements:	None		
Controllables			
Cost of Goods:	36.00%	Utilities:	\$25,000
Crew Labor:	19.80%	Non-Ingredient:	0.75%
Repairs & Maintenance:	0.50%		
<i>Controllables are estimates based upon brand norms at this sales volume in this geographic region.</i>			
Lease			
Monthly Base Rent:	\$5,594	Increases:	
Percentage Rent:	N/A	Options:	None
Expiration:	4/14/2023	Monthly Property Tax:	\$300
CAM:	\$1,300	Security Deposit:	\$0
Real Property Available:	None	Details:	
Location Details			
Business Established:	1/1/2014	Building Type:	Inline
Owner Since:	1/1/2014	Building Size:	1370 SF
Licenses Needed:	Business, Health	Seating:	40 inside, 15 patio
Employees:	1 F/T, 10 P/T	Inventory:	\$7,500
Hours of Operation:	Mon-Thu 10am-10pm, Fri-Sat 10am-11pm		

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Which Wich- Fremont, CA PROFORMA

<i>T12 thru Dec 2014</i>		
SALES	\$ 832,896	
COGS:	\$ 299,843	36.0%
Crew Labor:	\$ 164,913	19.8%
GM:	Assume Owner-Operated	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 4,618	2.8%
Payroll Taxes:	\$ 17,662	10.7%
R&M:	\$ 4,164	0.5%
Non-Ingredient:	\$ 6,247	0.8%
Utilities:	\$ 24,911	3.0%
Rent:	\$ 67,128	8.1%
CAM:	\$ 15,600	1.9%
Property Tax:	\$ 3,600	0.4%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 16,658	2.0%
Nat'l Advertising:	\$ 16,658	2.0%
Royalty:	\$ 49,974	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 3,200	0.4%
Bank Charges:	\$ 250	0.0%
Credit Card Fees:	\$ 13,076	1.6%
Professional Services:	\$ 4,500	0.5%
Outside Services:	\$ 1,000	0.1%
Laundry/Uniforms:	\$ 1,320	0.2%
Pest Control:	\$ 400	0.0%
Security:	\$ 40	0.0%
Music:	\$ 75	0.0%
Permits & Licenses:	\$ 1,400	0.2%
Cash Over/Short:	\$ 836	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Miscellaneous:	\$ 5,864	0.7%
Total Expenses:	\$ 724,437	87.0%
Other Income:		0.0%
Store Level Net Profit:	\$ 108,459	13.0%

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