



## CONFIDENTIAL Executive Summary



Purchase Price:	\$89,000	<b>Subway #49219</b>
Total Annual Sales*:	\$286,751	<b>102 State Hwy 274, Ste 600</b>
Inventory:	\$2,500	<b>Kemp, TX 75143</b>
Owner Operated Cash Flow**:	\$60,997	

\* Trailing 12 Months Ending 7/31/2018

\*\* Cash Flow is a net income projection based on trailing 12 months sales and expenses as stated on Seller's P&Ls. Adjustments are made to reflect brand norms for the region and/or expected increases/decreases in costs. Analysis is for proforma purposes only, Buyer should complete his own due diligence review. Ask your agent for summary of adjustments.

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### Franchise Information:

Subway is the world's #1 QSR chain with over 43,000 restaurants in 110 countries. Franchisor requires sufficient net worth and liquidity, and Buyer must live in the area.

Franchise Agreement Expiration: N/A	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.5%	Training Period: 2 Weeks
Remodel Requirements: Estimated at \$2700-\$7700 due 3/30/2020		

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### Lease Information:

Monthly Base Rent: \$1,875	Options: 1x5yr	Security Deposit: \$0
Percentage Rent: N/A	CAM: \$219	Real Property Available: No
Expiration: 2020	Monthly Property Tax: \$125	Increases:

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### Location Details:

Business Established: 2010	Building Type: Strip Mall	Building Size: 1800 SF
Owner Since: 2010	Seating: 54	Employees: 1 F/T, 12 P/T
Hours of Operation: 7am-10pm	Licenses Needed: business, health	
Located off of Hwy 175, in small shopping center next to First National Bank of Kemp. Currently absentee run.		

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**Remember you have agreed to keep all FranBizNetwork listings confidential.**

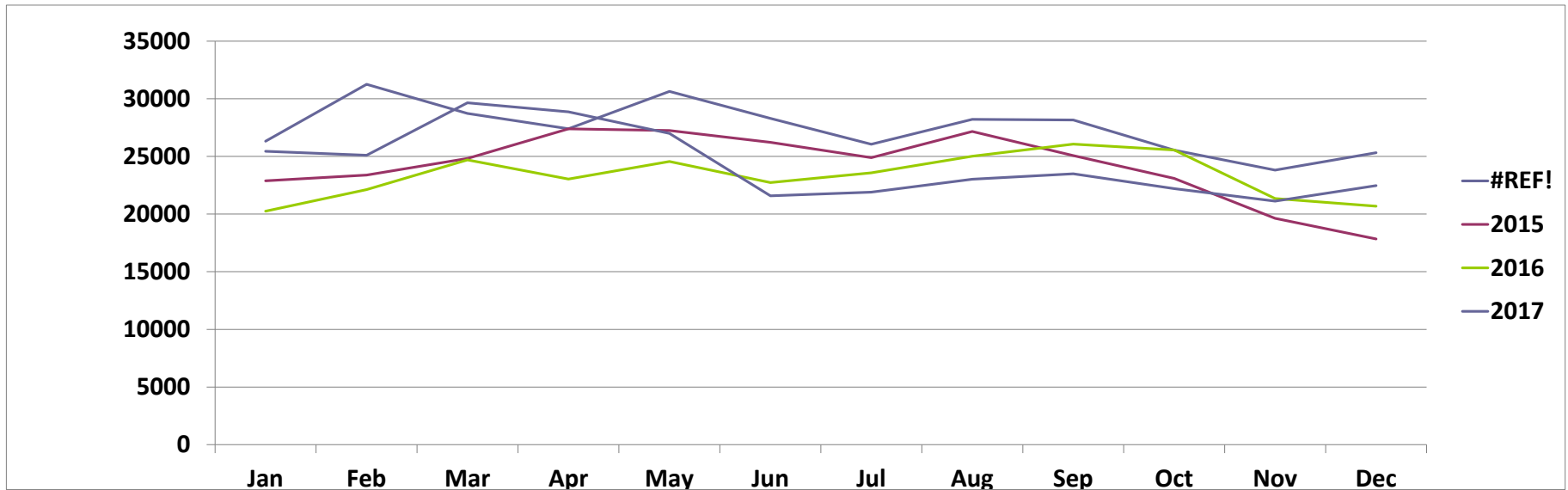
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent. 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.



MONTHLY SALES

Subway #49219

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2015</b>	\$22,887	\$23,388	\$24,822	\$27,394	\$27,249	\$26,224	\$24,893	\$27,160	\$25,080	\$23,095	\$19,629	\$17,843	\$289,664
<b>2016</b>	\$20,252	\$22,128	\$24,703	\$23,040	\$24,565	\$22,731	\$23,578	\$25,017	\$26,070	\$25,562	\$21,351	\$20,681	\$279,678
<b>\$ +/-</b>	(\$2,635)	(\$1,260)	(\$120)	(\$4,354)	(\$2,684)	(\$3,493)	(\$1,315)	(\$2,143)	\$990	\$2,467	\$1,723	\$2,839	(\$9,986)
<b>% +/-</b>	-12%	-5%	0%	-16%	-10%	-13%	-5%	-8%	4%	11%	9%	16%	-3%
<b>2016</b>	\$20,252	\$22,128	\$24,703	\$23,040	\$24,565	\$22,731	\$23,578	\$25,017	\$26,070	\$25,562	\$21,351	\$20,681	\$279,678
<b>2017</b>	\$25,442	\$25,100	\$29,654	\$28,869	\$27,005	\$21,587	\$21,908	\$23,024	\$23,494	\$22,205	\$21,124	\$22,471	\$291,883
<b>\$ +/-</b>	\$5,190	\$2,972	\$4,951	\$5,829	\$2,440	(\$1,144)	(\$1,670)	(\$1,993)	(\$2,576)	(\$3,357)	(\$227)	\$1,789	\$12,205
<b>% +/-</b>	26%	13%	20%	25%	10%	-5%	-7%	-8%	-10%	-13%	-1%	9%	4%
<b>2017</b>	\$25,442	\$25,100	\$29,654	\$28,869	\$27,005	\$21,587	\$21,908	\$23,024	\$23,494	\$22,205	\$21,124	\$22,471	\$291,883
<b>2018</b>	\$23,976	\$26,344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50,320
<b>\$ +/-</b>	(\$1,466)	\$1,244											(\$222)
<b>% +/-</b>	-6%	5%											0%





**CONFIDENTIAL Executive Summary  
PROFORMA**

Trailing 12 Months Ending 7/31/2018		
SALES	\$ 286,751	
COGS:	\$ 97,495	34.0%
Crew Labor:	\$ 37,995	13.3%
GM:	Assume Owner-Operator	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 988	2.6%
Payroll Taxes*:	\$ 3,799	10.0%
R&M:	\$ 2,868	1.0%
Non-Ingredient:	\$ 717	0.3%
Utilities:	\$ 8,600	3.0%
Rent:	\$ 22,500	7.8%
CAM:	\$ 2,628	0.9%
Property Tax:	\$ 1,500	0.5%
Personal Property Tax:	\$ 500	0.2%
Local Advertising:	\$ 717	0.3%
Nat'l Advertising:	\$ 12,904	4.5%
Royalty:	\$ 22,940	8.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 1,600	0.6%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 2,868	1.0%
Professional Services:	\$ 4,000	1.4%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 250	0.1%
Cash Over/Short:	\$ 287	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
Total Expenses:	\$ 225,755	78.7%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 60,997	21.3%

\*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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.