



## CONFIDENTIAL Executive Summary



Purchase Price:	\$100,000	<b>Daphne's #1054</b>
Total Annual Sales*:	\$631,892	<b>2667 Tapo Canyon Rd., Civic Center Plaza</b>
Inventory:	\$10,000	<b>Simi Valley, CA 93065</b>
Managed Cash Flow**:	\$48,365	

\* T13 Periods Ending P7 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:

Seller willing to finance 60%, with 40% down.

Founded in 1991, Daphne's Greek Café was a pioneer of Americanizing Greek food and the brand now operates 22 locations in Southern California. Good credit, sufficient net worth, liquidity and business experience preferred.

Franchise Agreement Expiration: 2028

Royalty: 2.0%

Remodel Requirements: none

Transfer Fee: none

Advertising: none

Training Location: Southern CA

Training Period: 2-10 weeks

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### Lease Information:

Monthly Base Rent: \$7,591

Percentage Rent: none

Expiration: 12/31/2024

Options: 1x5yr

CAM: \$2,499

Monthly Property Tax: included in CAM

Security Deposit: TBD

Real Property Available: no

Increases: 2.5% on 1/1/2019

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### Location Details:

Business Established: 2004

Owner Since: 2017

Hours of Operation: Su-Th 11a-9p, and F-Sa 11a-10p

Building Type: inline

Seating: 45-50 inside, 6 outside

Licenses Needed: business, health

Building Size: 2641 SF

Employees: approx. 12

Equipment Value: \$150,000

Located at in a large shopping center with easy freeway access off of Ronald Reagan Freeway and surrounded residential homes. Other tenants include Bed, Bath and Beyond, Regal Cinemas. Nearby restaurants include Fridays, Carl Jr's, East Coast Pizza, Pollo Loco, Baja Fresh and Macaroni Grill. Increased revenues possible through the addition of beer and wine; Franchisor would like Buyer to obtain ABC licenses within the first 18 months of ownership. Seller willing to finance 50%

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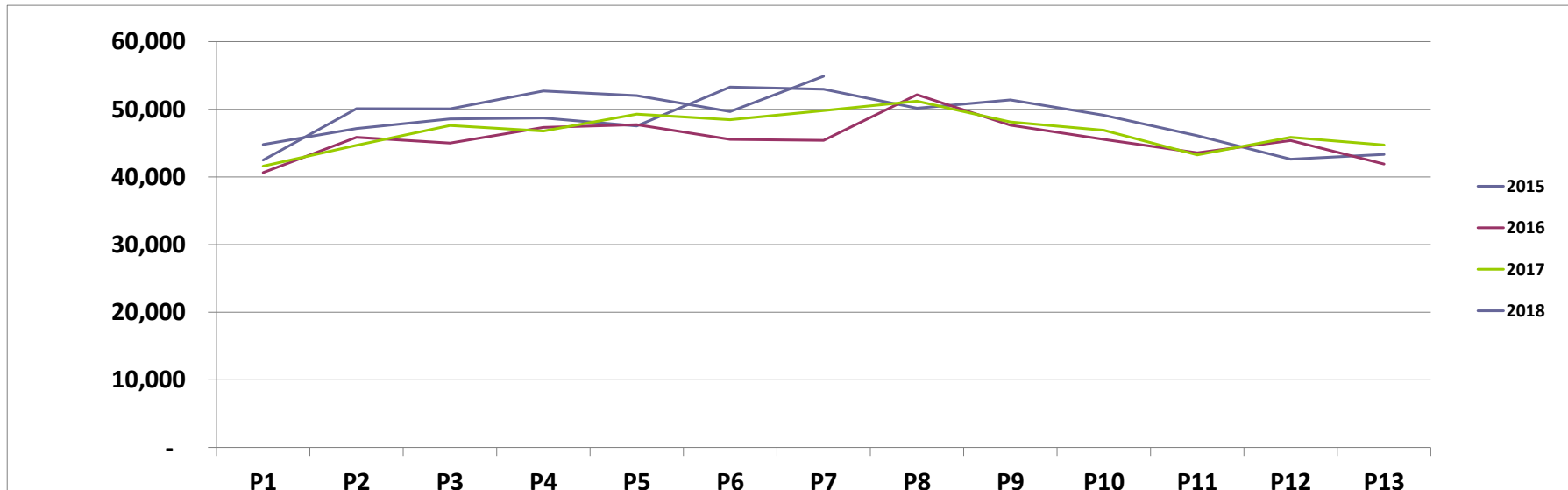
**Remember you have agreed to keep all FranBizNetwork listings confidential.**

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**

Daphne's #1054

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2015</b>	\$44,785	\$47,158	\$48,564	\$48,709	\$47,520	\$53,283	\$52,955	\$50,152	\$51,382	\$49,118	\$46,088	\$42,619	\$43,313	\$625,647
<b>2016</b>	\$40,636	\$45,847	\$45,006	\$47,323	\$47,715	\$45,548	\$45,404	\$52,154	\$47,645	\$45,549	\$43,570	\$45,374	\$41,911	\$593,681
<b>\$ +/-</b>	(\$4,149)	(\$1,311)	(\$3,558)	(\$1,386)	\$195	(\$7,736)	(\$7,551)	\$2,003	(\$3,737)	(\$3,569)	(\$2,518)	\$2,754	(\$1,403)	(\$31,966)
<b>% +/-</b>	-9%	-3%	-7%	-3%	0%	-15%	-14%	4%	-7%	-7%	-5%	6%	-3%	-5%
<b>2016</b>	\$40,636	\$45,847	\$45,006	\$47,323	\$47,715	\$45,548	\$45,404	\$52,154	\$47,645	\$45,549	\$43,570	\$45,374	\$41,911	\$593,681
<b>2017</b>	\$41,592	\$44,673	\$47,605	\$46,785	\$49,273	\$48,454	\$49,788	\$51,199	\$48,114	\$46,888	\$43,246	\$45,861	\$44,727	\$608,204
<b>\$ +/-</b>	\$956	(\$1,174)	\$2,599	(\$538)	\$1,558	\$2,906	\$4,384	(\$955)	\$469	\$1,339	(\$324)	\$487	\$2,816	\$14,523
<b>% +/-</b>	2%	-3%	6%	-1%	3%	6%	10%	-2%	1%	3%	-1%	1%	7%	2%
<b>2017</b>	\$41,592	\$44,673	\$47,605	\$46,785	\$49,273	\$48,454	\$49,788	\$51,199	\$48,114	\$46,888	\$43,246	\$45,861	\$44,727	\$608,204
<b>2018</b>	\$42,484	\$50,072	\$50,053	\$52,699	\$52,012	\$49,653	\$54,884	\$0	\$0	\$0	\$0	\$0	\$0	\$351,857
<b>\$ +/-</b>	\$892	\$5,399	\$2,448	\$5,914	\$2,739	\$1,199	\$5,096							\$23,688
<b>% +/-</b>	2%	12%	5%	13%	6%	2%	10%							7%





**Daphne's #1054  
PROFORMA**

	<b>T13 Periods Ending P7 2018</b>	
SALES	\$ 631,892	
COGS:	\$ 185,776	29.4%
Crew Labor:	\$ 115,636	18.3%
GM:	\$ 36,000	5.9%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 3,033	2.0%
Payroll Taxes:	\$ 18,575	12.3%
R&M:	\$ 6,319	1.0%
Non-Ingredient:	\$ 8,846	1.4%
Utilities:	\$ 22,600	3.6%
Rent:	\$ 91,092	14.4%
CAM:	\$ 29,988	4.7%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 4,423	0.7%
Nat'l Advertising:	\$ -	0.0%
Royalty:	\$ 12,638	2.0%
Equipment Lease:	\$ 970	0.2%
Insurance:	\$ 4,100	0.6%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 9,478	1.5%
Professional Services:	\$ 4,500	0.7%
Outside Services:	\$ 6,750	1.1%
Laundry/Uniforms:	\$ 2,550	0.4%
Music:	\$ 380	0.1%
Permits & Licenses:	\$ 1,200	0.2%
Cash Over/Short:	\$ 632	0.1%
Employee Benefits:	\$ 16,820	2.7%
Other G&A:	\$ 120	0.0%
<b>Total Expenses:</b>	<b>\$ 583,527</b>	<b>92.3%</b>
Other Income:	\$ -	0.0%
<b>Managed Cash Flow:</b>	<b>\$ 48,365</b>	<b>7.7%</b>

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.