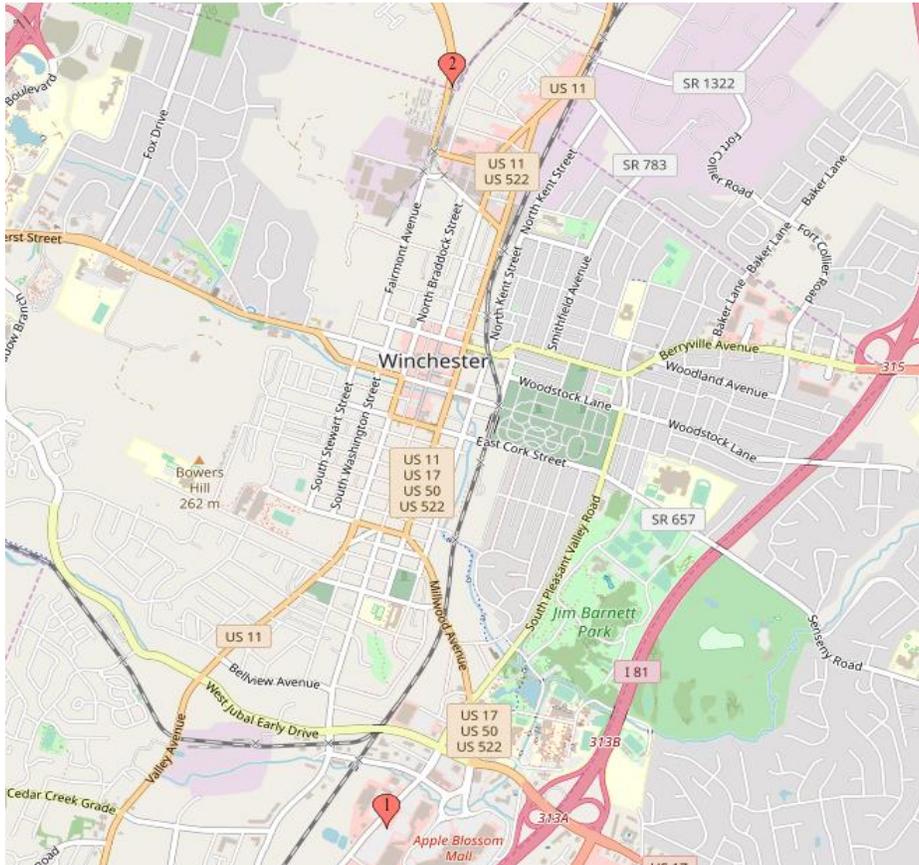


## Jimmy John's - 2 units, VA

\$990,000



Stores are within 15 minutes of each other in Winchester, VA

| Store                           | T13 Periods Ending P10 2018 | Cash Flow*       |
|---------------------------------|-----------------------------|------------------|
| 2033 South Pleasant Valley Road | \$767,694                   | \$114,700        |
| 240 Rivendell Court (Space 3)   | \$687,507                   | \$141,736        |
| <b>TOTAL</b>                    | <b>\$1,455,201</b>          | <b>\$256,436</b> |



## CONFIDENTIAL Executive Summary



|                      |           |  |
|----------------------|-----------|--|
| Purchase Price:      | \$990,000 | <b>#2086 - Winchester</b>              |
| Total Annual Sales*: | \$767,694 | <b>2033 South Pleasant Valley Road</b> |
| Inventory:           | \$6,000   | <b>Winchester, VA 22601</b>            |
| Managed Cash Flow**: | \$114,700 |  |

\* T13 Periods Ending P10 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:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2,500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretzels, Wingstop and Cinnabon, among others. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum net worth of \$300K with at least \$80K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required.

Franchise Agreement Expiration: 2022  
Royalty: 6.0%

Transfer Fee: \$12,000  
Advertising: 4.5%

Training Location: Champaign, IL  
Training Period: 2 weeks

Remodel Requirements: Interior due in 2022

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### Lease Information:

Monthly Base Rent: \$4,260  
Percentage Rent: None  
Expiration: 2022

Options: 2x5yrs  
CAM: \$216  
Monthly Property Tax: \$192

Security Deposit: \$4,125  
Real Property Available: No  
Increases: 3% annually

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### Location Details:

Business Established: 2012  
Owner Since: 2012  
Hours of Operation: 10:30a-10p

Building Type: Inline  
Seating: 46  
Licenses Needed: Business, Health

Building Size: 1,800 SF  
Employees: 24  
Equipment Value: \$129,537

Great store that consistently performs in the top 20% of all Jimmy John's! Located in a strip mall near a large mall. Big box stores Walmart and Best Buy are in close proximity. Other tenants in/around strip mall include Hobby Lobby, Verizon Wireless, Sweet Frog and a grocery store. An Amazon distribution center and FBI building will be opening in the area soon. Nearby competition includes Jersey Mike's and Firehouse Subs.

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

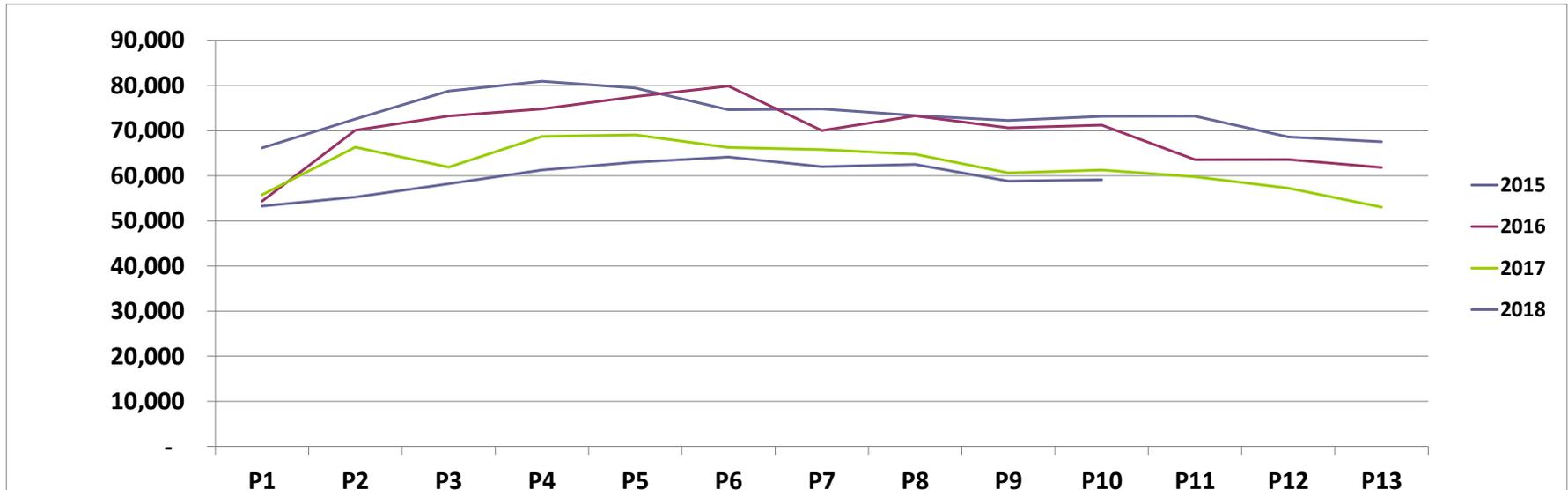
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**MONTHLY SALES**

#2086 - Winchester

|               | P1         | P2         | P3         | P4        | P5        | P6         | P7        | P8        | P9        | P10       | P11       | P12       | P13       | TOTAL      |
|---------------|------------|------------|------------|-----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| <b>2015</b>   | \$66,161   | \$72,578   | \$78,790   | \$80,933  | \$79,442  | \$74,629   | \$74,794  | \$73,346  | \$72,246  | \$73,177  | \$73,201  | \$68,602  | \$67,546  | \$955,445  |
| <b>2016</b>   | \$54,350   | \$70,095   | \$73,244   | \$74,816  | \$77,525  | \$79,871   | \$70,026  | \$73,292  | \$70,623  | \$71,233  | \$63,553  | \$63,604  | \$61,815  | \$904,047  |
| <b>\$ +/-</b> | (\$11,811) | (\$2,483)  | (\$5,546)  | (\$6,117) | (\$1,917) | \$5,242    | (\$4,768) | (\$54)    | (\$1,623) | (\$1,944) | (\$9,648) | (\$4,998) | (\$5,731) | (\$51,398) |
| <b>% +/-</b>  | -18%       | -3%        | -7%        | -8%       | -2%       | 7%         | -6%       | 0%        | -2%       | -3%       | -13%      | -7%       | -8%       | -5%        |
| <b>2016</b>   | \$54,350   | \$70,095   | \$73,244   | \$74,816  | \$77,525  | \$79,871   | \$70,026  | \$73,292  | \$70,623  | \$71,233  | \$63,553  | \$63,604  | \$61,815  | \$904,047  |
| <b>2017</b>   | \$55,777   | \$66,322   | \$61,886   | \$68,713  | \$69,063  | \$66,250   | \$65,812  | \$64,759  | \$60,626  | \$61,252  | \$59,788  | \$57,249  | \$53,034  | \$810,531  |
| <b>\$ +/-</b> | \$1,427    | (\$3,773)  | (\$11,358) | (\$6,103) | (\$8,462) | (\$13,621) | (\$4,214) | (\$8,533) | (\$9,997) | (\$9,981) | (\$3,765) | (\$6,355) | (\$8,781) | (\$93,516) |
| <b>% +/-</b>  | 3%         | -5%        | -16%       | -8%       | -11%      | -17%       | -6%       | -12%      | -14%      | -14%      | -6%       | -10%      | -14%      | -10%       |
| <b>2017</b>   | \$55,777   | \$66,322   | \$61,886   | \$68,713  | \$69,063  | \$66,250   | \$65,812  | \$64,759  | \$60,626  | \$61,252  | \$59,788  | \$57,249  | \$53,034  | \$810,531  |
| <b>2018</b>   | \$53,263   | \$55,271   | \$58,224   | \$61,257  | \$63,015  | \$64,151   | \$62,004  | \$62,508  | \$58,822  | \$59,108  | \$0       | \$0       | \$0       | \$597,623  |
| <b>\$ +/-</b> | (\$2,514)  | (\$11,051) | (\$3,662)  | (\$7,456) | (\$6,048) | (\$2,099)  | (\$3,808) | (\$2,251) | (\$1,804) | (\$2,144) |           |           |           | (\$42,837) |
| <b>% +/-</b>  | -5%        | -17%       | -6%        | -11%      | -9%       | -3%        | -6%       | -3%       | -3%       | -4%       |           |           |           | -7%        |

\*Decline in sales is due to competition.





**#2086 - Winchester  
PROFORMA**

|                           | <b>T13 Periods Ending P10 2018</b> |              |
|---------------------------|------------------------------------|--------------|
| SALES                     | \$ 767,694                         |              |
| COGS:                     | \$ 191,156                         | 24.9%        |
| Crew Labor:               | \$ 161,293                         | 21.0%        |
| GM:                       | \$ 43,800                          | 5.7%         |
| Workers Comp:             | \$ 4,102                           | 2.0%         |
| Payroll Taxes:            | \$ 36,917                          | 18.0%        |
| R&M:                      | \$ 1,689                           | 0.2%         |
| Non-Ingredient:           | \$ 8,828                           | 1.2%         |
| Utilities:                | \$ 16,860                          | 2.2%         |
| Rent:                     | \$ 51,120                          | 6.7%         |
| CAM:                      | \$ 2,592                           | 0.3%         |
| Property Tax:             | \$ 2,304                           | 0.3%         |
| Nat'l Advertising:        | \$ 34,546                          | 4.5%         |
| Royalty:                  | \$ 46,062                          | 6.0%         |
| Insurance:                | \$ 4,000                           | 0.5%         |
| Bank Charges:             | \$ 600                             | 0.1%         |
| Credit Card Fees:         | \$ 23,031                          | 3.0%         |
| Professional Services:    | \$ 7,185                           | 0.9%         |
| Laundry/Uniforms:         | \$ 1,790                           | 0.2%         |
| Pest Control:             | \$ 450                             | 0.1%         |
| Permits & Licenses:       | \$ 1,925                           | 0.3%         |
| Other G&A:                | \$ 4,300                           | 0.6%         |
| <b>Total Expenses:</b>    | <b>\$ 652,994</b>                  | <b>85.1%</b> |
| <b>Managed Cash Flow:</b> | <b>\$ 114,700</b>                  | <b>14.9%</b> |

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## CONFIDENTIAL Executive Summary



Purchase Price: \$990,000  
Total Annual Sales\*: \$687,507  
Inventory: \$6,000  
Managed Cash Flow\*\*: \$141,736

**#2713 - Winchester**  
**240 Rivendell Court (Space 3)**  
**Winchester, VA 22603**

\* T13 Periods Ending P10 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:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2,500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretezels, Wingstop and Cinnabon, among others. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum net worth of \$300K with at least \$80K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required.

Franchise Agreement Expiration: 2024  
Royalty: 6.0%

Transfer Fee: \$12,000  
Advertising: 4.5%

Training Location: Champaign, IL  
Training Period: 2 weeks

Remodel Requirements: Interior due in 2024

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### Lease Information:

Monthly Base Rent: \$2,810  
Percentage Rent: None  
Expiration: 2019

Options: 2x5yrs  
CAM: \$281  
Monthly Property Tax: \$238

Security Deposit: \$2,810  
Real Property Available: No  
Increases: 12% @ 1st 5yrs, 13% @ 2nd 5yrs

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### Location Details:

Business Established: 2014  
Owner Since: 2014  
Hours of Operation: 10:30a -10p

Building Type: Inline endcap w/ drive-thru  
Seating: 39  
Licenses Needed: Business, Health

Building Size: 1,645 SF  
Employees: 22  
Equipment Value: \$166,551

Great store that consistently performs in the top 20% of all Jimmy John's! This store is located on the end of a strip mall and has a drive-thru. Located near the intersection on US-37 and US Rt. 522. Stores nearby include a large grocery & gas station, 2 banks, Dollar Tree and Great Clips. A high school and Holiday Inn are located within 1 mile. An Amazon distribution center and FBI building will be opening in the area soon. Nearby competition includes Subway.

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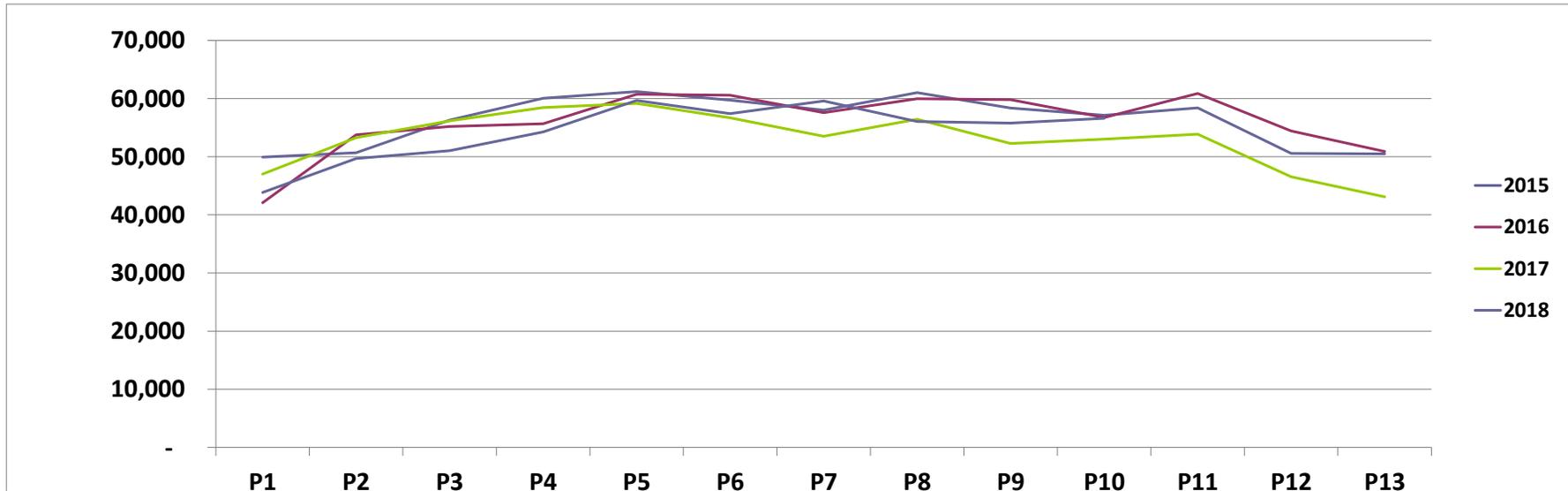
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**MONTHLY SALES**

#2713 - Winchester

|               | P1        | P2        | P3        | P4        | P5        | P6        | P7        | P8        | P9        | P10       | P11       | P12       | P13       | TOTAL      |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| <b>2015</b>   | \$49,935  | \$50,669  | \$56,313  | \$60,062  | \$61,206  | \$59,715  | \$58,020  | \$61,028  | \$58,374  | \$57,130  | \$58,389  | \$50,582  | \$50,480  | \$731,903  |
| <b>2016</b>   | \$42,083  | \$53,764  | \$55,200  | \$55,676  | \$60,739  | \$60,585  | \$57,573  | \$59,984  | \$59,804  | \$56,752  | \$60,880  | \$54,434  | \$50,916  | \$728,390  |
| <b>\$ +/-</b> | (\$7,852) | \$3,095   | (\$1,113) | (\$4,386) | (\$467)   | \$870     | (\$447)   | (\$1,044) | \$1,430   | (\$378)   | \$2,491   | \$3,852   | \$436     | (\$3,513)  |
| <b>% +/-</b>  | -16%      | 6%        | -2%       | -7%       | -1%       | 1%        | -1%       | -2%       | 2%        | -1%       | 4%        | 8%        | 1%        | 0%         |
| <b>2016</b>   | \$42,083  | \$53,764  | \$55,200  | \$55,676  | \$60,739  | \$60,585  | \$57,573  | \$59,984  | \$59,804  | \$56,752  | \$60,880  | \$54,434  | \$50,916  | \$728,390  |
| <b>2017</b>   | \$47,014  | \$53,277  | \$56,181  | \$58,453  | \$59,172  | \$56,696  | \$53,509  | \$56,441  | \$52,293  | \$53,033  | \$53,885  | \$46,560  | \$43,102  | \$689,616  |
| <b>\$ +/-</b> | \$4,931   | (\$487)   | \$981     | \$2,777   | (\$1,567) | (\$3,889) | (\$4,064) | (\$3,543) | (\$7,511) | (\$3,719) | (\$6,995) | (\$7,874) | (\$7,814) | (\$38,774) |
| <b>% +/-</b>  | 12%       | -1%       | 2%        | 5%        | -3%       | -6%       | -7%       | -6%       | -13%      | -7%       | -11%      | -14%      | -15%      | -5%        |
| <b>2017</b>   | \$47,014  | \$53,277  | \$56,181  | \$58,453  | \$59,172  | \$56,696  | \$53,509  | \$56,441  | \$52,293  | \$53,033  | \$53,885  | \$46,560  | \$43,102  | \$689,616  |
| <b>2018</b>   | \$43,850  | \$49,678  | \$51,041  | \$54,260  | \$59,678  | \$57,402  | \$59,596  | \$56,045  | \$55,789  | \$56,621  | \$0       | \$0       | \$0       | \$543,960  |
| <b>\$ +/-</b> | (\$3,164) | (\$3,599) | (\$5,140) | (\$4,193) | \$506     | \$706     | \$6,087   | (\$396)   | \$3,496   | \$3,588   |           |           |           | (\$2,109)  |
| <b>% +/-</b>  | -7%       | -7%       | -9%       | -7%       | 1%        | 1%        | 11%       | -1%       | 7%        | 7%        |           |           |           | 0%         |

\*Decline in sales is due to competition.





## #2713 - Winchester PROFORMA

|                        | T13 Periods Ending P10 2018 |       |
|------------------------|-----------------------------|-------|
| SALES                  | \$ 687,507                  |       |
| COGS:                  | \$ 168,439                  | 24.5% |
| Crew Labor:            | \$ 120,726                  | 17.6% |
| GM:                    | \$ 39,800                   | 5.8%  |
| Workers Comp:          | \$ 3,211                    | 2.0%  |
| Payroll Taxes:         | \$ 28,895                   | 18.0% |
| R&M:                   | \$ 6,188                    | 0.9%  |
| Non-Ingredient:        | \$ 8,250                    | 1.2%  |
| Utilities:             | \$ 13,635                   | 2.0%  |
| Rent:                  | \$ 33,720                   | 4.9%  |
| CAM:                   | \$ 3,372                    | 0.5%  |
| Property Tax:          | \$ 2,856                    | 0.4%  |
| Nat'l Advertising:     | \$ 30,938                   | 4.5%  |
| Royalty:               | \$ 41,250                   | 6.0%  |
| Insurance:             | \$ 4,000                    | 0.6%  |
| Bank Charges:          | \$ 600                      | 0.1%  |
| Credit Card Fees:      | \$ 19,594                   | 2.9%  |
| Professional Services: | \$ 7,015                    | 1.0%  |
| Laundry/Uniforms:      | \$ 1,845                    | 0.3%  |
| Pest Control:          | \$ 450                      | 0.1%  |
| Permits & Licenses:    | \$ 1,560                    | 0.2%  |
| Cash Over/Short:       | \$ 688                      | 0.1%  |
| Other G&A:             | \$ 1,865                    | 0.3%  |
| Total Expenses:        | \$ 545,771                  | 79.4% |
| Managed Cash Flow:     | \$ 141,736                  | 20.6% |

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