



## CONFIDENTIAL Executive Summary

Purchase Price: \$250,000  
 Total Annual Sales\*: \$489,542  
 Inventory: \$5,000  
 Owner Operated Cash Flow\*\*: \$78,424

**#50316 Subway**  
**290 E. 18th St**  
**Oakland, CA 94606**

**SUB SANDWICH**

**List price does not include inventory, franchise transfer fees, or lease security deposits.**

\* Trailing 12 Months Ending 11/30/2019

\*\* 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.

### 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: Approx. 2036

Transfer Fee: Approx. \$7,500

Training Location: Milford, CT

Royalty: 8.0%

Advertising: 4.5%

Training Period: 2 weeks

Remodel Requirements: Due, est. cost \$30-35K (Dining only)

### Lease Information:

Monthly Base Rent: \$3,524

Options: Negotiable

Security Deposit: \$3,000

Percentage Rent: None

CAM: Included in rent

Real Property Available: No

Expiration: 11/30/2020

Monthly Property Tax: Included in rent

Increases: CPI

### Location Details:

Business Established: 2011

Building Type: Street corner

Building Size: 1,357 SF

Owner Since: 2011

Seating: 20

Employees: 7-9

Hours of Operation: 7a- 9p

Licenses Needed: Business, Health

Equipment Value: \$50,000

Located at the intersection of 3rd Ave. and E. 18th St. Located across the street from a Lucky grocery store and Walgreens. High visibility, pedestrian friendly location. Lake Merritt is located 3 blocks away. Many apartment complexes in area. Other restaurants nearby include Woody's Cafe, L & S Fish & Chips, Casa Vallarta and Pho Anh Dao.

**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.

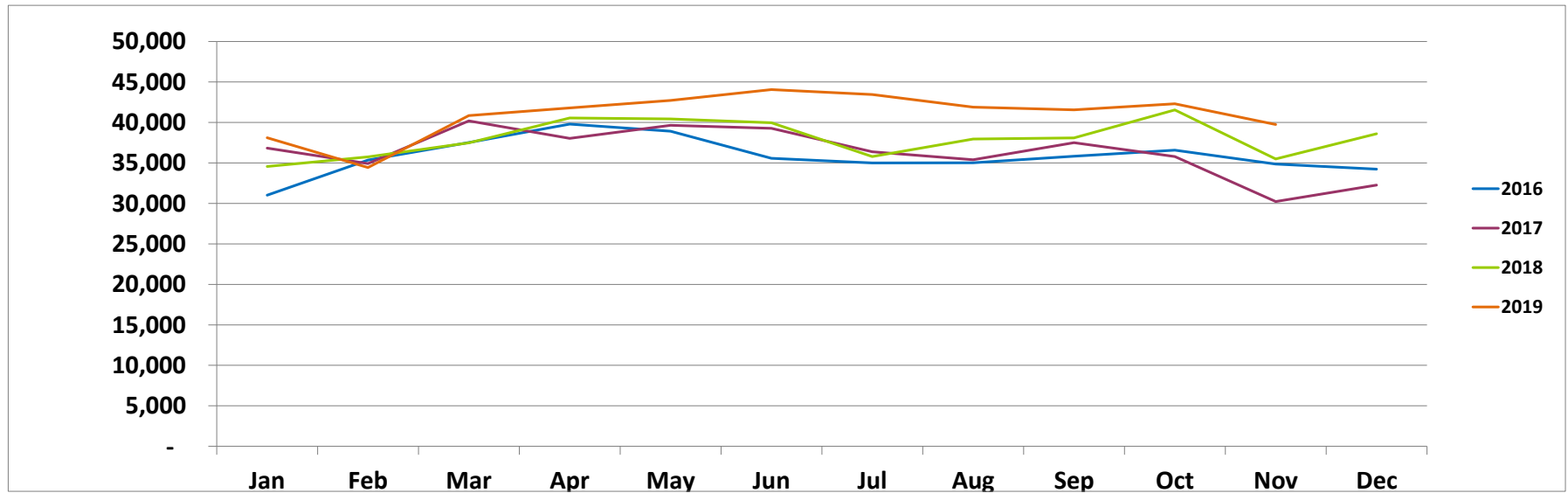


# SUB SANDWICH

## MONTHLY SALES

#50316 Subway

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2016</b>	\$31,018	\$35,347	\$37,528	\$39,797	\$38,918	\$35,580	\$35,003	\$35,026	\$35,824	\$36,576	\$34,864	\$34,233	\$429,714
<b>2017</b>	\$36,837	\$34,916	\$40,194	\$38,040	\$39,653	\$39,266	\$36,372	\$35,389	\$37,504	\$35,783	\$30,231	\$32,262	\$436,447
<b>\$ +/-</b>	\$5,819	(\$431)	\$2,666	(\$1,757)	\$735	\$3,686	\$1,368	\$363	\$1,680	(\$793)	(\$4,633)	(\$1,971)	\$6,733
<b>% +/-</b>	19%	-1%	7%	-4%	2%	10%	4%	1%	5%	-2%	-13%	-6%	2%
<b>2017</b>	\$36,837	\$34,916	\$40,194	\$38,040	\$39,653	\$39,266	\$36,372	\$35,389	\$37,504	\$35,783	\$30,231	\$32,262	\$436,447
<b>2018</b>	\$34,561	\$35,756	\$37,488	\$40,547	\$40,437	\$39,956	\$35,796	\$37,962	\$38,083	\$41,549	\$35,486	\$38,604	\$456,224
<b>\$ +/-</b>	(\$2,276)	\$840	(\$2,706)	\$2,507	\$784	\$690	(\$576)	\$2,573	\$579	\$5,766	\$5,254	\$6,342	\$19,777
<b>% +/-</b>	-6%	2%	-7%	7%	2%	2%	-2%	7%	2%	16%	17%	20%	5%
<b>2018</b>	\$34,561	\$35,756	\$37,488	\$40,547	\$40,437	\$39,956	\$35,796	\$37,962	\$38,083	\$41,549	\$35,486	\$38,604	\$456,224
<b>2019</b>	\$38,117	\$34,432	\$40,845	\$41,803	\$42,722	\$44,061	\$43,458	\$41,899	\$41,559	\$42,297	\$39,746	\$0	\$450,938
<b>\$ +/-</b>	\$3,556	(\$1,324)	\$3,357	\$1,256	\$2,285	\$4,106	\$7,661	\$3,937	\$3,476	\$748	\$4,260	\$0	\$33,318
<b>% +/-</b>	10%	-4%	9%	3%	6%	10%	21%	10%	9%	2%	12%	\$0	8%





**SUB SANDWICH**

**#50316 Subway  
PROFORMA**

<b>Trailing 12 Months Ending 11/30/2019</b>		
SALES	\$ 489,542	
COGS:	\$ 135,114	27.6%
Crew Labor:	\$ 109,657	22.4%
Assume Owner is GM		
Workers Comp*:	\$ 2,193	2.0%
Payroll Taxes*:	\$ 10,966	10.0%
R&M:	\$ 4,895	1.0%
Non-Ingredient:	\$ 2,448	0.5%
Utilities:	\$ 31,340	6.4%
Rent:	\$ 42,288	8.6%
Nat'l Advertising:	\$ 22,029	4.5%
Royalty:	\$ 39,163	8.0%
Insurance:	\$ 615	0.1%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 7,343	1.5%
Professional Services:	\$ 4,500	0.9%
Security:	\$ 400	0.1%
Permits & Licenses:	\$ 1,710	0.3%
Cash Over/Short:	\$ 490	0.1%
Other G&A:	\$ 635	0.1%
Total Expenses:	\$ 416,387	85.1%
Other Income:	\$ 5,268	1.1%
Owner Operated Cash Flow:	\$ 78,424	16.0%

\*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.