



CONFIDENTIAL Executive Summary

Purchase Price: \$75,000
Total Annual Sales*: \$569,028
Inventory: \$3,500
Managed Cash Flow**: \$22,967

Subway #3066
1500 Fillmore St
San Francisco, CA 94115

SUB
SANDWICH

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

* YE 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: 5/1/2023
Royalty: 8.0%

Transfer Fee: \$5,000
Advertising: 4.8%

Training Location: Milford, CT
Training Period: 2 weeks

Remodel Requirements: Due 6/30/2021, approximately \$35-45K

Lease Information:

Monthly Base Rent: \$5,150
Percentage Rent: N/A
Expiration: 10/30/2023

Options: 1x5yr
CAM: Included
Monthly Property Tax: \$50

Security Deposit: \$4,000
Real Property Available: No
Increases: N/A

Location Details:

Business Established: 10/1/1988
Owner Since: 5/1/2003
Hours of Operation: 8a - 10p

Building Type: End cap
Seating: Approximately 12
Licenses Needed: Business, Health

Building Size: TBD
Employees: Approx 5-10
Equipment Value: \$7,500

Located in the Fillmore District, on the corner of Fillmore and Geary. Lots of pedestrian traffic in area. Many high rise apartment buildings nearby. Other restaurants nearby include Panda Express, Bagelry and Wise Sons Deli.

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

Subway #3066 PROFORMA

YE 2019		
SALES	\$	569,028
COGS:	\$	154,776 27.2%
Labor:	\$	182,658 32.1%
Workers Comp*:	\$	4,749 2.6%
Payroll Taxes*:	\$	20,458 11.2%
R&M:	\$	2,845 0.5%
Utilities:	\$	25,060 4.4%
Rent:	\$	61,800 10.9%
Property Tax:	\$	600 0.1%
Nat'l Advertising:	\$	27,313 4.8%
Royalty:	\$	45,522 8.0%
Insurance:	\$	3,075 0.5%
Bank Charges:	\$	180 0.0%
Credit Card Fees:	\$	8,535 1.5%
Professional Services:	\$	1,980 0.3%
Outside Services:	\$	2,150 0.4%
Pest Control:	\$	490 0.1%
Security:	\$	600 0.1%
Permits & Licenses:	\$	1,385 0.2%
Cash Over/Short:	\$	569 0.1%
Other G&A:	\$	1,315 0.2%
Total Expenses:	\$	546,061 96.0%
Managed Cash Flow:	\$	22,967 4.0%

*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.