



## CONFIDENTIAL Executive Summary

Purchase Price:	\$75,000	Subway #3066
Total Annual Sales*:	\$576,541	1500 Fillmore St
Inventory:	\$3,500	San Francisco, CA 94115
Managed Cash Flow**:	\$24,558	

**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.

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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: 5/1/2023	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.8%	Training Period: 2 weeks
Remodel Requirements: Due 6/30/2021, approximately \$35-45K		

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### Lease Information:

Monthly Base Rent: \$5,150	Options: 1x5yr	Security Deposit: \$4,000
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 10/30/2023	Monthly Property Tax: Included	Increases: N/A

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### Location Details:

Business Established: 10/1/1988	Building Type: End cap	Building Size: TBD
Owner Since: 5/1/2003	Seating: Approximately 12	Employees: Approx 5-10
Hours of Operation: 8a - 10p	Licenses Needed: Business, Health	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

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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.





# SUB SANDWICH

## Subway #3066 PROFORMA

YE 2019		
SALES	\$ 576,541	
COGS:	\$ 156,819	27.2%
Labor:	\$ 185,070	32.1%
Workers Comp*:	\$ 4,812	2.6%
Payroll Taxes*:	\$ 20,728	11.2%
R&M:	\$ 2,883	0.5%
Utilities:	\$ 25,060	4.3%
Rent:	\$ 61,800	10.7%
Property Tax:	\$ 615	0.1%
Nat'l Advertising:	\$ 27,674	4.8%
Royalty:	\$ 46,123	8.0%
Insurance:	\$ 3,075	0.5%
Bank Charges:	\$ 180	0.0%
Credit Card Fees:	\$ 8,648	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:	\$ 577	0.1%
Other G&A:	\$ 1,315	0.2%
Total Expenses:	\$ 551,983	95.7%
Managed Cash Flow:	\$ 24,558	4.3%

\*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.