



CONFIDENTIAL Executive Summary

SUB
SANDWICH

Purchase Price:	\$80,000	#41308
Total Annual Sales*:	\$472,006	376 Larkin St.
Inventory:	\$3,500	San Francisco, CA 94103
Managed Cash Flow**:	\$48,849	

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: 11/6/2026	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.75%	Training Period: 2 weeks
Remodel Requirements: Due 6/30/2021, approx \$35K-\$45K		

Lease Information:

Monthly Base Rent: \$4,605	Options: 2x5yr	Security Deposit: Approx \$3,000
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 12/21/2024	Monthly Property Tax: Approx \$230	Increases: N/A

Location Details:

Business Established: 2/19/2010	Building Type: 895 SF	Building Size: Inline
Owner Since: 2/19/2010	Seating: Approx 12	Employees: 5
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: 7500

Located on the corner of Larkin St and Golden Gate Ave. Lots of pedestrian traffic in area. Street parking is available. UC Hastings College of Law is located in the same block. Many CA government buildings are located in the surrounding blocks (Civic Center, Superior Court, Passport Agency, etc.) Nearby restaurants include a Korean cuisine, Taqueria El Castillito, a breakfast restaurant and a Vegan restaurant.

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**

**#41308
PROFORMA - MANAGED**

YE 2019		
SALES	\$ 472,006	
COGS:	\$ 117,058	24.8%
Labor:	\$ 126,498	26.8%
Workers Comp*:	\$ 3,479	2.8%
Payroll Taxes*:	\$ 14,294	11.3%
R&M:	\$ 1,652	0.4%
Utilities:	\$ 22,430	4.8%
Rent:	\$ 55,260	11.7%
Property Tax:	\$ 2,765	0.6%
Nat'l Advertising:	\$ 22,420	4.8%
Royalty:	\$ 37,760	8.0%
Insurance:	\$ 3,135	0.7%
Bank Charges:	\$ 180	0.0%
Credit Card Fees:	\$ 9,204	2.0%
Professional Services:	\$ 1,980	0.4%
Outside Services:	\$ 1,640	0.3%
Pest Control:	\$ 500	0.1%
Security:	\$ 635	0.1%
Permits & Licenses:	\$ 1,570	0.3%
Cash Over/Short:	\$ 472	0.1%
Other G&A:	\$ 225	0.0%
Total Expenses:	\$ 423,157	89.7%
Managed Cash Flow:	\$ 48,849	10.3%

*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.