



## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$200,000	<b>Subway #42751</b>
Total Annual Sales*:	\$410,332	<b>4050 Redwood Hwy</b>
Inventory:	\$3,500	<b>San Rafael, CA 94903</b>
Managed Cash Flow**:	\$24,110	

**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: 1/20/2027	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		

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### Lease Information:

Monthly Base Rent: \$4,173	Options: 1x5yr	Security Deposit: \$3,000
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 5/31/2026	Monthly Property Tax: \$135	Increases: N/A

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### Location Details:

Business Established: 1/17/2008	Building Type: Inline	Building Size: 1,000 SF
Owner Since: 1/17/2008	Seating: Approx 10	Employees: 5
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located off Hwy 101. Busy area with hotels and big box stores Macy's, Michaels, Home Goods nearby. Residential properties and small businesses in area. Other shops in the complex include a hot yoga studio, dental office and eyebrow salon.

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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.

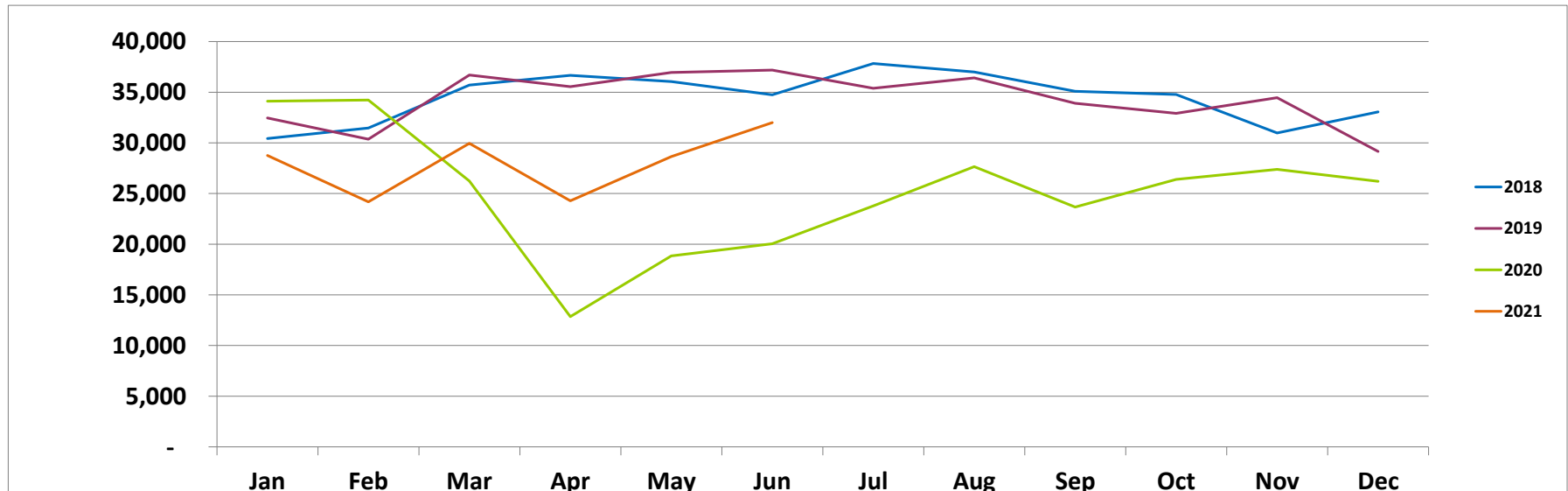


# SUB SANDWICH

## MONTHLY SALES

Subway #42751

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$30,429	\$31,468	\$35,703	\$36,673	\$36,049	\$34,740	\$37,833	\$36,996	\$35,091	\$34,778	\$30,981	\$33,059	\$413,801
<b>2019</b>	\$32,457	\$30,360	\$36,691	\$35,546	\$36,956	\$37,183	\$35,384	\$36,407	\$33,909	\$32,909	\$34,453	\$29,153	\$411,408
<b>\$ +/-</b>	\$2,028	(\$1,108)	\$988	(\$1,127)	\$908	\$2,443	(\$2,449)	(\$589)	(\$1,183)	(\$1,869)	\$3,471	(\$3,906)	(\$2,393)
<b>% +/-</b>	7%	-4%	3%	-3%	3%	7%	-6%	-2%	-3%	-5%	11%	-12%	-1%
<b>2019</b>	\$32,457	\$30,360	\$36,691	\$35,546	\$36,956	\$37,183	\$35,384	\$36,407	\$33,909	\$32,909	\$34,453	\$29,153	\$411,408
<b>2020</b>	\$34,109	\$34,228	\$26,235	\$12,853	\$18,839	\$20,040	\$23,773	\$27,648	\$23,661	\$26,390	\$27,381	\$26,199	\$301,356
<b>\$ +/-</b>	\$1,652	\$3,868	(\$10,456)	(\$22,693)	(\$18,117)	(\$17,143)	(\$11,612)	(\$8,760)	(\$10,247)	(\$6,519)	(\$7,071)	(\$2,954)	(\$110,051)
<b>% +/-</b>	5%	13%	-28%	-64%	-49%	-46%	-33%	-24%	-30%	-20%	-21%	-10%	-27%
<b>2020</b>	\$34,109	\$34,228	\$26,235	\$12,853	\$18,839	\$20,040	\$23,773	\$27,648	\$23,661	\$26,390	\$27,381	\$26,199	\$301,356
<b>2021</b>	\$28,759	\$24,180	\$29,946	\$24,283	\$28,644	\$32,001	\$0	\$0	\$0	\$0	\$0	\$0	\$167,813
<b>\$ +/-</b>	(\$5,350)	(\$10,048)	\$3,711	\$11,430	\$9,805	\$11,961							\$21,509
<b>% +/-</b>	-16%	-29%	14%	89%	52%	60%							15%





# SUB SANDWICH

## Subway #42751 PROFORMA

YE 2019		
SALES	\$ 410,332	
COGS:	\$ 107,507	26.2%
Labor:	\$ 120,638	29.4%
Workers Comp*:	\$ 3,679	3.1%
Payroll Taxes*:	\$ 13,632	11.3%
R&M:	\$ 2,667	0.7%
Utilities:	\$ 17,525	4.3%
Rent:	\$ 50,076	12.2%
CAM:	\$ -	0.0%
Property Tax:	\$ 1,615	0.4%
Nat'l Advertising:	\$ 19,491	4.8%
Royalty:	\$ 32,827	8.0%
Insurance:	\$ 3,135	0.8%
Bank Charges:	\$ 180	0.0%
Credit Card Fees:	\$ 6,155	1.5%
Professional Services:	\$ 1,980	0.5%
Outside Services:	\$ 1,060	0.3%
Pest Control:	\$ 500	0.1%
Security:	\$ 635	0.2%
Permits & Licenses:	\$ 1,570	0.4%
Cash Over/Short:	\$ 410	0.1%
Other G&A:	\$ 940	0.2%
Total Expenses:	\$ 386,222	94.1%
Managed Cash Flow:	\$ 24,110	5.9%

\*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.