



CONFIDENTIAL Executive Summary

SUB

SANDWICH

Purchase Price:	\$200,000
Total Annual Sales*:	\$322,866
Inventory:	\$3,500
Managed Cash Flow**:	\$44,496

Subway #42751
4050 Redwood Hwy
San Rafael, CA 94903

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

* Trailing 12 Months ending 6/30/2021

** 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: 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

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: Included

Increases: N/A

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. Subtenant rents out space on a year-to-year lease.

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.

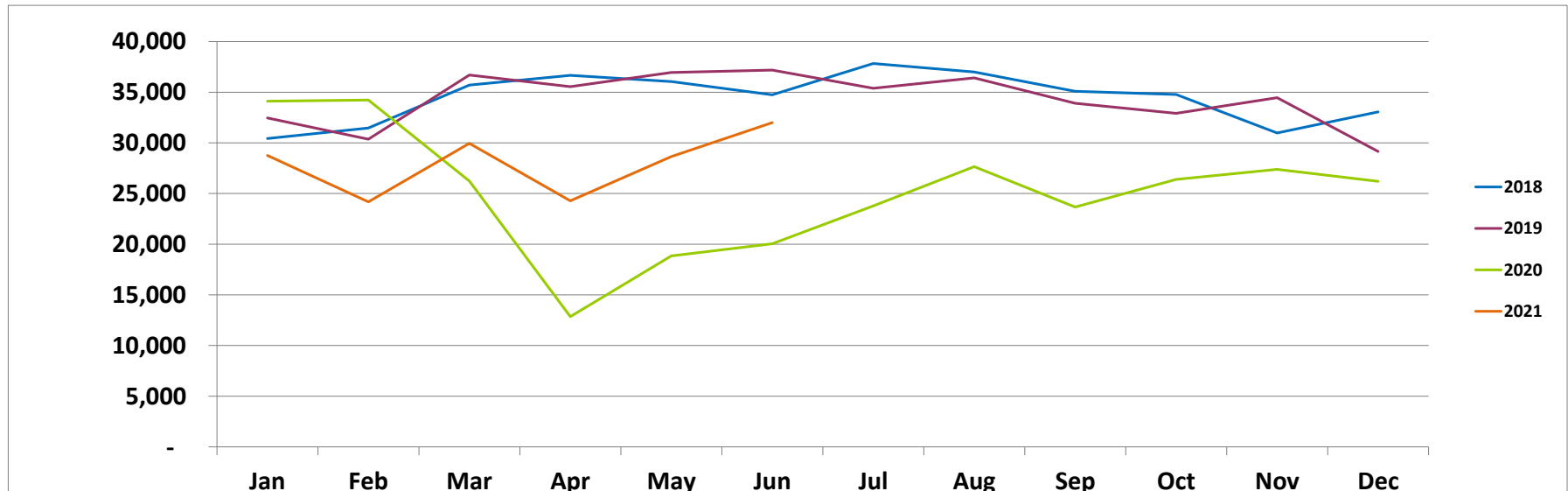


SUB SANDWICH

MONTHLY SALES

Subway #42751

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2018	\$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
2019	\$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
\$ +/-	\$2,028	(\$1,108)	\$988	(\$1,127)	\$908	\$2,443	(\$2,449)	(\$589)	(\$1,183)	(\$1,869)	\$3,471	(\$3,906)	(\$2,393)
% +/-	7%	-4%	3%	-3%	3%	7%	-6%	-2%	-3%	-5%	11%	-12%	-1%
2019	\$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
2020	\$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
\$ +/-	\$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)
% +/-	5%	13%	-28%	-64%	-49%	-46%	-33%	-24%	-30%	-20%	-21%	-10%	-27%
2020	\$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
2021	\$28,759	\$24,180	\$29,946	\$24,283	\$28,644	\$32,001	\$0	\$0	\$0	\$0	\$0	\$0	\$167,813
\$ +/-	(\$5,350)	(\$10,048)	\$3,711	\$11,430	\$9,805	\$11,961							\$21,509
% +/-	-16%	-29%	14%	89%	52%	60%							15%





SUB SANDWICH

Subway #42751 PROFORMA

Trailing 12 Months ending 6/30/2021		
SALES	\$ 322,866	
COGS:	\$ 89,111	27.6%
Labor:	\$ 73,613	22.8%
Workers Comp*:	\$ 1,472	2.0%
Payroll Taxes*:	\$ 8,318	11.3%
R&M:	\$ 1,614	0.5%
Utilities:	\$ 18,087	5.6%
Rent:	\$ 50,076	15.5%
State Tax:	\$ 1,370	0.4%
Nat'l Advertising:	\$ 15,336	4.8%
Royalty:	\$ 25,829	8.0%
Equipment Lease:	\$ 100	0.0%
Insurance:	\$ 3,150	1.0%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 5,489	1.7%
Professional Services:	\$ 1,500	0.5%
Outside Services:	\$ 1,600	0.5%
Pest Control:	\$ 620	0.2%
Security:	\$ 460	0.1%
Permits & Licenses:	\$ 1,620	0.5%
Cash Over/Short:	\$ 323	0.1%
Other G&A:	\$ 15	0.0%
Total Expenses:	\$ 300,005	92.9%
Other Income:	\$ 21,635	6.7%
Managed Cash Flow:	\$ 44,496	13.8%

*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.