



CONFIDENTIAL Executive Summary

SUB
SANDWICH

| | | |
|----------------------|-----------|-----------------------------------|
| Purchase Price: | \$250,000 | Subway #43590 |
| Total Annual Sales*: | \$425,610 | 1117 S. Cloverdale Suite B |
| Inventory: | \$3,500 | Cloverdale, CA 95425 |
| Managed Cash Flow**: | \$51,959 | |

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

* Trailing 12 months ending 11/30/2021

** 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: 10/15/2027 | Transfer Fee: \$5,000 | Training Location: Milford, CT |
| Royalty: 8.0% | Advertising: 4.75% | Training Period: 2 weeks |
| Remodel Requirements: Due, approx \$35K-\$45K | | |

Lease Information:

| | | |
|----------------------------|-----------------------------|-----------------------------------|
| Monthly Base Rent: \$3,327 | Options: 1x5yr | Security Deposit: Approx. \$3,000 |
| Percentage Rent: N/A | CAM: Included | Real Property Available: No |
| Expiration: 6/30/2023 | Monthly Property Tax: \$110 | Increases: N/A |

Location Details:

| | | |
|--------------------------------|-----------------------------------|--------------------------|
| Business Established: 9/6/2008 | Building Type: Inline | Building Size: 1,335 SF |
| Owner Since: 9/6/2008 | Seating: 5 | Employees: 5 |
| Hours of Operation: 8a-10p | Licenses Needed: Business, Health | Equipment Value: \$7,500 |

Located in the Furber Ranch Plaza. Other businesses in the plaza include CVS, H&R Block, The UPS Store and many others. Other restaurants nearby include Taco Bell, McDonald's and Starbucks.

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.

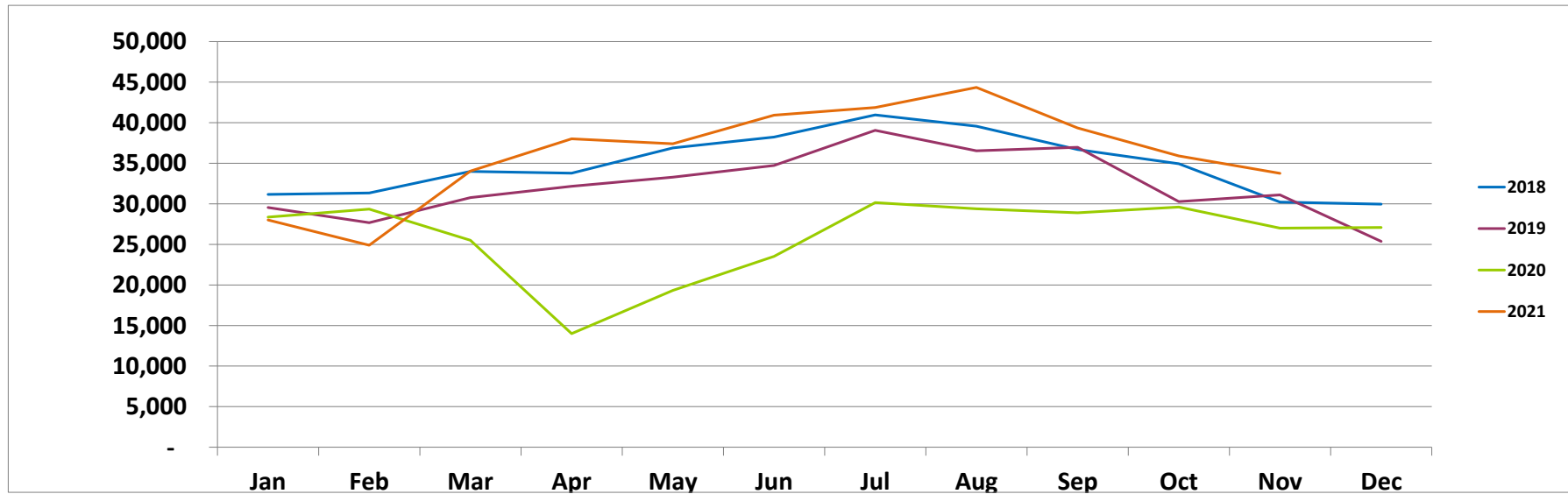


SUB SANDWICH

MONTHLY SALES

Subway #43590

| | Jan | Feb | Mar | Apr | May | June | July | Aug | Sep | Oct | Nov | Dec | TOTAL |
|---------------|-----------|-----------|-----------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| 2018 | \$31,151 | \$31,328 | \$33,989 | \$33,789 | \$36,894 | \$38,229 | \$40,960 | \$39,565 | \$36,694 | \$34,946 | \$30,210 | \$29,959 | \$417,714 |
| 2019 | \$29,547 | \$27,674 | \$30,765 | \$32,173 | \$33,290 | \$34,719 | \$39,060 | \$36,527 | \$36,969 | \$30,278 | \$31,101 | \$25,371 | \$387,474 |
| \$ +/- | (\$1,603) | (\$3,654) | (\$3,224) | (\$1,616) | (\$3,605) | (\$3,510) | (\$1,900) | (\$3,038) | \$274 | (\$4,668) | \$891 | (\$4,588) | (\$30,239) |
| % +/- | -5% | -12% | -9% | -5% | -10% | -9% | -5% | -8% | 1% | -13% | 3% | -15% | -7% |
| | | | | | | | | | | | | | |
| 2019 | \$29,547 | \$27,674 | \$30,765 | \$32,173 | \$33,290 | \$34,719 | \$39,060 | \$36,527 | \$36,969 | \$30,278 | \$31,101 | \$25,371 | \$387,474 |
| 2020 | \$28,369 | \$29,352 | \$25,504 | \$14,001 | \$19,326 | \$23,520 | \$30,150 | \$29,397 | \$28,890 | \$29,605 | \$27,004 | \$27,076 | \$312,195 |
| \$ +/- | (\$1,178) | \$1,678 | (\$5,261) | (\$18,171) | (\$13,963) | (\$11,199) | (\$8,910) | (\$7,130) | (\$8,079) | (\$673) | (\$4,097) | \$1,705 | (\$75,279) |
| % +/- | -4% | 6% | -17% | -56% | -42% | -32% | -23% | -20% | -22% | -2% | -13% | 7% | -19% |
| | | | | | | | | | | | | | |
| 2020 | \$28,369 | \$29,352 | \$25,504 | \$14,001 | \$19,326 | \$23,520 | \$30,150 | \$29,397 | \$28,890 | \$29,605 | \$27,004 | \$27,076 | \$312,195 |
| 2021 | \$28,002 | \$24,896 | \$34,042 | \$38,019 | \$37,404 | \$40,929 | \$41,877 | \$44,352 | \$39,347 | \$35,907 | \$33,759 | \$0 | \$398,534 |
| \$ +/- | (\$368) | (\$4,456) | \$8,538 | \$24,018 | \$18,078 | \$17,409 | \$11,727 | \$14,955 | \$10,457 | \$6,302 | \$6,754 | | \$113,414 |
| % +/- | -1% | -15% | 33% | 172% | 94% | 74% | 39% | 51% | 36% | 21% | 25% | | 40% |





SUB SANDWICH

Subway #43590 PROFORMA

| Trailing 12 months ending 11/30/2021 | | |
|--------------------------------------|------------|-------|
| SALES | \$ 425,610 | |
| COGS: | \$ 112,148 | 26.4% |
| Labor: | \$ 111,297 | 26.2% |
| Workers Comp*: | \$ 2,226 | 2.0% |
| Payroll Taxes*: | \$ 12,577 | 11.3% |
| R&M: | \$ 1,702 | 0.4% |
| Utilities: | \$ 22,825 | 5.4% |
| Rent: | \$ 39,929 | 9.4% |
| State Tax: | \$ 1,370 | 0.3% |
| Nat'l Advertising: | \$ 20,216 | 4.8% |
| Royalty: | \$ 34,049 | 8.0% |
| Insurance: | \$ 3,150 | 0.7% |
| Bank Charges: | \$ 300 | 0.1% |
| Credit Card Fees: | \$ 6,597 | 1.6% |
| Professional Services: | \$ 1,500 | 0.4% |
| Outside Services: | \$ 1,600 | 0.4% |
| Pest Control: | \$ 1,140 | 0.3% |
| Security: | \$ 410 | 0.1% |
| Permits & Licenses: | \$ 175 | 0.0% |
| Cash Over/Short: | \$ 426 | 0.1% |
| Other G&A: | \$ 15 | 0.0% |
| Total Expenses: | \$ 373,651 | 87.8% |
| Managed Cash Flow: | \$ 51,959 | 12.2% |

*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.