



CONFIDENTIAL Executive Summary

SUB

SANDWICH

Purchase Price:	\$275,000	#48489
Total Annual Sales*:	\$377,231	15501 San Pablo Ave.
Inventory:	\$3,500	Richmond, CA 94806
Managed Cash Flow**:	\$53,961	

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

* Trailing 12 Months Ending 11/30/21

** 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: 6/10/2040

Transfer Fee: \$5,000

Training Location: 2 weeks

Royalty: 8.0%

Advertising: 4.75%

Training Period: Milford, CT

Remodel Requirements: Due 6/8/2026

Lease Information:

Monthly Base Rent: \$4,203

Options: 3x5yr

Security Deposit: Approx. \$5500

Percentage Rent: N/A

CAM: \$1,960

Real Property Available: No

Expiration: 12/31/2023

Monthly Property Tax: Included

Increases: 3% annually

Location Details:

Business Established: 9/8/2019

Building Type: Inline

Building Size: 1,400 SF

Owner Since: 6/30/2020

Seating: TBD

Employees: 5

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: Approx \$7,500

Inline location near the intersection of Richmond Pkwy and Atlas Rd. Unit is facing the road for high visibility. Other tenants in complex include a nail salon, Holistic Healing Collective, cleaners and The UPS Store. A Starbucks and Arco gas station and am/pm convenience store are located right next door. Multiple schools, a park and many apartment and residential properties in surrounding area.

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.

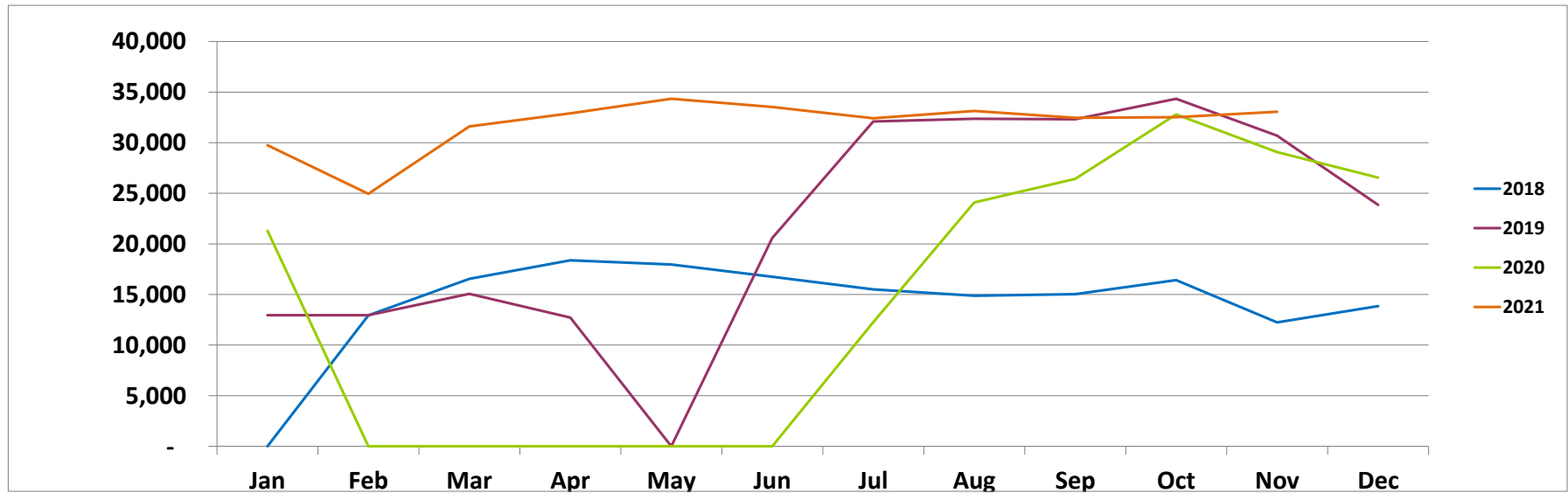


SUB SANDWICH

MONTHLY SALES

#48489

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2018	\$0	\$12,940	\$16,545	\$18,377	\$17,958	\$16,744	\$15,504	\$14,876	\$15,026	\$16,421	\$12,249	\$13,848	\$170,488
2019	\$12,954	\$12,952	\$15,062	\$12,711	\$0	\$20,576	\$32,098	\$32,364	\$32,323	\$34,339	\$30,699	\$23,857	\$259,934
\$ +/-	\$12,954	\$12	(\$1,484)	(\$5,666)		\$3,831	\$16,594	\$17,488	\$17,297	\$17,918	\$18,450	\$10,009	\$107,404
% +/-		0%	-9%	-31%		23%	107%	118%	115%	109%	151%	72%	70%
2019	\$12,954	\$12,952	\$15,062	\$12,711	\$0	\$20,576	\$32,098	\$32,364	\$32,323	\$34,339	\$30,699	\$23,857	\$259,934
2020	\$21,310	\$0	\$0	\$0	\$0	\$0	\$12,267	\$24,091	\$26,430	\$32,794	\$29,070	\$26,554	\$172,516
\$ +/-	\$8,357						(\$19,831)	(\$8,273)	(\$5,893)	(\$1,546)	(\$1,629)	\$2,697	(\$26,117)
% +/-	65%						-62%	-26%	-18%	-5%	-5%	11%	-13%
2020	\$21,310	\$0	\$0	\$0	\$0	\$0	\$12,267	\$24,091	\$26,430	\$32,794	\$29,070	\$26,554	\$172,516
2021	\$29,751	\$24,952	\$31,616	\$32,893	\$34,344	\$33,536	\$32,417	\$33,139	\$32,460	\$32,515	\$33,056	\$0	\$350,677
\$ +/-	\$8,441	\$24,952	\$31,616	\$32,893	\$34,344	\$33,536	\$20,150	\$9,048	\$6,030	(\$279)	\$3,986		\$204,715
% +/-	40%						164%	38%	23%	-1%	14%		140%





SUB
SANDWICH

#48489
PROFORMA

Trailing 12 Months Ending 11/30/21		
SALES	\$ 377,231	
COGS:	\$ 86,009	22.8%
Crew Labor:	\$ 69,788	18.5%
Workers Comp*:	\$ 1,745	2.5%
Payroll Taxes*:	\$ 8,723	12.5%
R&M:	\$ 1,509	0.4%
Utilities:	\$ 18,500	4.9%
Rent:	\$ 50,436	13.4%
CAM:	\$ 23,520	6.2%
Nat'l Advertising:	\$ 17,918	4.8%
Royalty:	\$ 30,178	8.0%
Insurance:	\$ 3,150	0.8%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 5,281	1.4%
Professional Services:	\$ 1,500	0.4%
Outside Services:	\$ 1,600	0.4%
Pest Control:	\$ 540	0.1%
Security:	\$ 635	0.2%
Permits & Licenses:	\$ 1,560	0.4%
Cash Over/Short:	\$ 377	0.1%
Total Expenses:	\$ 323,270	85.7%
Managed Cash Flow:	\$ 53,961	14.3%

*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.