



CONFIDENTIAL Executive Summary

SUB
SANDWICH

Purchase Price:	\$90,000	#50156 - Subway
Total Annual Sales*:	\$435,269	1041 E. Capital Expressway
Inventory:	\$3,500	San Jose, CA 95121
Owner Operated Cash Flow**:	\$9,279	

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

* Trailing 12 Months Ending 11/30/2019

** 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: 2/6/2039	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.8%	Training Period: 2 weeks
Remodel Requirements: Every 7 years		

Lease Information:

Monthly Base Rent: \$6,292	Options: 2x5yr	Security Deposit: \$4,925
Percentage Rent: None	CAM: Included in rent	Real Property Available: No
Expiration: 1/31/2021	Monthly Property Tax: Included in rent	Increases: 3%

Location Details:

Business Established: 2/21/2011	Building Type: Inline; endcap	Building Size: 1,636 SF
Owner Since: 2/6/2019	Seating: 26	Employees: 12
Hours of Operation: M-F 7a-11p; Sa 8a-11p; Su 9a-11p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located on the southeast side of San Jose, in an outlot of a shopping plaza containing Lion Market, California Ripped Fitness, Rite Aid pharmacy and Laser Quest laser tag. Other tenants in same inline location include Starbucks, metro PCS and Okayama Sushi. Residential properties surround the restaurant. Other restaurants in area include McDonald's, Denny's, Bonchon Chicken.

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.

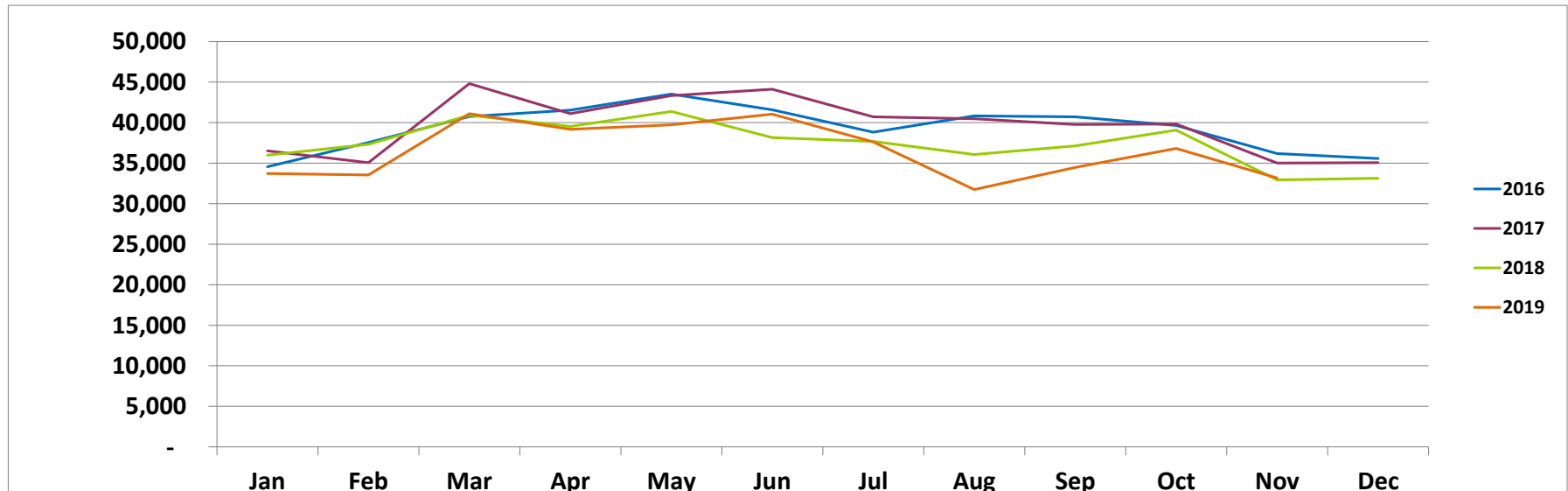


SUB SANDWICH

MONTHLY SALES

#50156 - Subway

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2016	\$34,556	\$37,547	\$40,761	\$41,537	\$43,520	\$41,571	\$38,825	\$40,823	\$40,706	\$39,653	\$36,176	\$35,566	\$471,240
2017	\$36,509	\$35,056	\$44,813	\$41,100	\$43,334	\$44,117	\$40,716	\$40,473	\$39,759	\$39,831	\$35,010	\$35,052	\$475,769
\$ +/-	\$1,953	(\$2,491)	\$4,052	(\$437)	(\$186)	\$2,546	\$1,891	(\$350)	(\$947)	\$177	(\$1,166)	(\$514)	\$4,529
% +/-	6%	-7%	10%	-1%	0%	6%	5%	-1%	-2%	0%	-3%	-1%	1%
2017	\$36,509	\$35,056	\$44,813	\$41,100	\$43,334	\$44,117	\$40,716	\$40,473	\$39,759	\$39,831	\$35,010	\$35,052	\$475,769
2018	\$35,991	\$37,320	\$40,916	\$39,536	\$41,376	\$38,156	\$37,669	\$36,066	\$37,127	\$39,073	\$32,936	\$33,135	\$449,301
\$ +/-	(\$518)	\$2,264	(\$3,897)	(\$1,564)	(\$1,957)	(\$5,961)	(\$3,047)	(\$4,406)	(\$2,631)	(\$757)	(\$2,074)	(\$1,918)	(\$26,468)
% +/-	-1%	6%	-9%	-4%	-5%	-14%	-7%	-11%	-7%	-2%	-6%	-5%	-6%
2018	\$35,991	\$37,320	\$40,916	\$39,536	\$41,376	\$38,156	\$37,669	\$36,066	\$37,127	\$39,073	\$32,936	\$33,135	\$449,301
2019	\$33,728	\$33,544	\$41,097	\$39,180	\$39,720	\$41,040	\$37,616	\$31,744	\$34,474	\$36,815	\$33,176	\$0	\$402,134
\$ +/-	(\$2,263)	(\$3,776)	\$182	(\$356)	(\$1,656)	\$2,884	(\$53)	(\$4,322)	(\$2,653)	(\$2,259)	\$240		(\$14,032)
% +/-	-6%	-10%	0%	-1%	-4%	8%	0%	-12%	-7%	-6%	1%		-3%



SJ Subway LLC
Profit & Loss #50156
January through August 2019
Purchased Feb 2019

	TOTAL	
	Feb - Aug 19	%
Total Income	\$258,084	100.0%
Cost of Goods Sold		
Beverage Purchase	\$88	0.03%
Food Purchases	\$77,008	29.84%
Gift Card Cost	\$71	0.03%
Total COGS	\$77,167	29.9%
Gross Profit	\$180,917	70.1%
Expense		
Advertising and Promotion-FAF	\$12,292	4.76%
Alarm and Security	\$377	0.15%
Bank Service Charges - Other	\$130	0.05%
EPL	\$481	0.19%
General Liability Insurance	\$2,111	0.82%
Merchant Account Fees	\$3,703	1.43%
Payroll Processing Expenses	\$0	0.0%
Subsource	\$100	0.04%
Payroll Processing Expenses - Other	\$1,107	0.43%
Accounting Fee	\$2,440	0.95%
CAM	\$8,208	3.18%
Rent Expense - Other	\$35,523	13.76%
Building Repairs	\$2,100	0.81%
Equipment Repairs	\$180	0.07%
Equipment Repairs-wages & exp	\$500	0.19%
Royalties	\$21,048	8.16%
Salaries and wages		
Other (N-Paychex)	\$2,547	0.99%
Salaries and wages - Other	\$82,059	31.8%
Licenses and Permits	\$1,723	0.67%
Payroll Taxes	\$8,453	3.28%
Property Tax	\$1,950	0.76%
Gas & Electricity	\$10,018	3.88%
Telephone & Internet	\$467	0.18%
Water	\$969	0.38%
Total Expense	\$198,487	76.91%
Net Income	-\$17,570	-6.81%
Adjustments:		
Add Back Manager Salary	\$21,000	8.14%
Rent Adjustment	\$1,637	0.63%
Royalty Adjustment	\$402	0.16%
Advertising Adjustment	\$33	0.01%
Adjusted Net Income	\$5,502	2.13%
Trailing 12 Month Sales ending 11/30/2019	\$435,269	
TTM Adjusted Net Income	\$9,279	2.13%